

**Available Exclusively @
The Real Estate Value Edge on Skool
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THE VALUE EDGE PLAYBOOK

1. Pre-Appraisal Preparation Checklist

- Step-by-step guide for preparing listings before an appraisal inspection
- Includes access protocol, documentation readiness, property condition updates, and copies of recent inspections that may affect lending or buyer decisions
- How to prep the home and client for appraiser entry
- *Top 5 things that frustrate appraisers and how to avoid them*

2. MLS Data Integrity Worksheet

- Verify accuracy of key MLS fields that directly feed the UAD 3.6 model
- Checklist includes GLA consistency, bath and bed counts, basement coding, update dates, quality ratings, and photographs required for compliance

3. Agent-to-Appraiser Communication Template Pack

- Email / text / note templates for sharing comps, multiple-offer situations, and relevant contract updates the right way
- “What to Say & What Not to Say” phrases to stay within USPAP and state law boundaries

4. Repair Triggers & Condition Adjustment Reference

- Pre-listing repair checklist for agents and sellers
- FHA and Conventional trigger summary + how to pre-empt value reductions by addressing deficiencies early
- Explains why repairs made after contract but before inspection may impact the final appraisal analysis

5. Dynamic Appraisal Report (UAD 3.6) Field Map

- Shows how MLS data fields translate into UAD inputs used by appraisers and the GSEs
- Tips for ensuring accurate listing data on the subject property so the appraiser has a complete picture — preventing revisions and delays

6. Best Practices for Handling Value Reconsideration Requests

- How to provide additional “sales data” to the lender professionally and ethically
- Checklist for selecting truly comparable sales and documenting market support without pressuring the appraiser

7. Quick Stat Sheets & Appraiser Acronym Decoder

- Handy reference for frequent appraisal terms and acronyms (UAD, Condition Ratings, Quality Ratings)
- Mini “cheat sheet” on key valuation drivers from the appraiser’s perspective