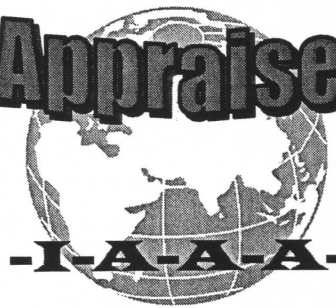


Auto Appraiser News

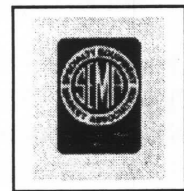
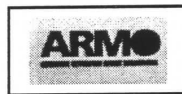
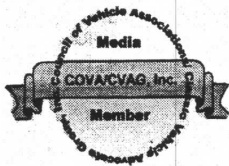
OFFICIAL



NEWSLETTER

Volume 9 Issue 3

Third Quarter 2002



Your Appraisals = Your Rights



by A. V. Monopoli

Who Your Work Belongs to?

The last 2 issues of the Auto-Appraiser News dealt with potential legal problems. This issue hits on what rights you may or may not have concerning your reports (appraisals documents). Copyrights were discussed during the August Online meetings on the website's Member Forum. Attendance at our monthly online meetings is weak.

About 66% of our members have email. The sad thing is that I am not sure as to how many members actually use it wisely. I am challenging members to respond to my questions via e-mail right now! Answer the following questions. How often do you read your email? Do

you read it once a day, twice a day or weekly? Do you read it once or twice a month? Or hell, do you read it only when you have time. Don't cringe yet! I want you to know how much time it takes me to send out email notices to 66% of the members to try and get you to attend our online meetings. Add this up! It takes 10 to 15 minutes to compose each notice. I have not mastered the art of sending it yet. I have tried at least 3 different email providers, which means I have had to re enter a list of members each time. I will not get into the various technical difficulties I encountered here. I assure you that I am not a man professing to be proficient computers or typing, but I usually get-it. I tried MS Out Look Express on my last attempt. My computer has not been the same since



This Issue-

- | | |
|----------|---|
| 1 | Dues Notice Enclosed |
| 2 | Your Rights "Copy Rights" P2 |
| 3 | Mr. Wood III - Auburn Car Corral |
| 4 | IAAA Posts industry Info |
| 5 | IAAA Member News & USA Today |

➔ So until I master mass e-mail, IAAA members will have to read our forum to find out the dates and topics of the online meetings.

To get to the Forum double click the Members only button. **Type Appraiser in the box requesting a user name and type Bullfrog in the Password Box.**

On another note, you are responsible to validate your listing on our interactive map. We won't know your area code changed unless you tell us it changed. We expect you to keep your information current and correct. The credibility of our website is at stake. So check it out!

All changes to the website are handled by our Webmaster. If your change doesn't take place in a reasonable amount of time, let us know. The interactive map should never lead a potential client to any kind of email error message or wrong or changed phone number. So please, keep us up to date!

Your Rights = "Copy Rights"

The AA.N has covered this ground in some previous issues, but I feel it is important enough to repeat in depth. The fax disclaimer that was in the last issue doesn't state the facts clearly, so I thought I might interpret them for you.

Any views or opinions are solely those of the Author and do not necessarily represent those of this company. 1st part the contents are intended only for the addressee and may contain confidential and/or privileged material. 2nd part. If you are not the intended recipient, please do not read, copy, use or disclose this communication and notify the sender.

Civil and copyright laws may protect the contents being discussed in the 1st part of the sample disclaimer. The **directive** in the second part of the sample above in essence forbids copying. This directive also implies and invokes copyright law.

I include this type of disclaimer because I don't want anyone using my name and information without my permission.

I send a fax to attorneys that explain the service we will provide, our procedure, our time schedule and the charges we discussed in the phone conversation. This is done so that we both know what the project entails. I also include a list for additional services and fees for such things as court appearances, expenses and travel. I include a letter of introduction. It is © copyright and states that all Rights are Reserved. My fax lists the party or parties that the information was discussed with.

The following information is included on all my fax cover letters:

IT IS UNDERSTOOD THAT AVM OR ITS AGENTS FACSIMILES' ENTIRE CONTENT IS TO BE REVIEWED BY THE PARTY OR PARTIES THAT IT IS ADDRESSED TO ONLY.

The directive is clear, all content is © copyright.

IT IS UNDERSTOOD THAT THE AUTHOR RESERVES ALL RIGHTS BOTH US AND FOREIGN WHICH PROTECT IT FROM COPYRIGHT INFRINGEMENT.

The directive informs recipients not to use any documents included in this fax without permission:

IT IS UNDERSTOOD THAT USE OF THE INCLUDED FACSIMILE DOCUMENT REQUIRES A LETTER OF AUTHORIZATION THAT DESCRIBES YOUR INTENT FOR ANY PURPOSE OTHER THAN THAT LISTED ABOVE.

This directive warns recipients that I will not tolerate anyone using my name or information without my written permission.

THE MEMBER FORUM

The IAAA recommends members to utilize our websites forum. You can post information or solicit help from members. We are posting information concerning our industry weekly. In case you forgot how to get there, click on the Members only button, while on the navigation page. Then, type Appraiser in the ID box and use the Password "bullfrog". The member's forum benefits members so Use It!

Member News

Roster Corrections

IAAA ID # 1004270000

Lance Coren *

Lance S. Coren, C.A.A., C.M.A.,

P.O. Box 429

Prather, CA 93651

Phone 5592990429

lscent@hotmail.com

IAAA ID # 1004031995

William Hapeman

Classic Car Services

405 W. Main St

Hyannis, MA 02601

Phone (508) 737 1970

autoholic@attbi.com.

IAAA ID # 1012190097

Lawrence Zilch

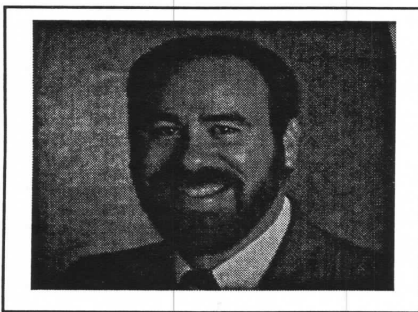
Impact Appraisal Service

1725 Baltimore Dr.

Orlando, FL 32810

Phone (407) 628 9905

The IAAA Welcomes New Member



IAAA ID # 1009120002

Mark Logan

Classicmustang.com

PO Box 661

West Linn, OR 97068

Phone (503) 699 0297

E-mail mark@classicmustang.com

MEMBER E & O Insurance

Thanks goes to member Jerry Slonsky who took the time to hook us up with a broker, who is working on E & O insurance. Let us know if you have helpful information on E & O insurance.

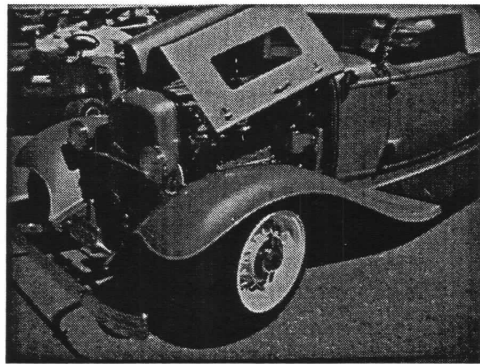
MEMBERS IN THE NEWS

TM: USA Today ran an article August 6, 2002 titled COLLECTOR CARS FLEX MUSCLE VS. the markets. Columnists Earle Eldridge referenced Tony Monopoli as Executive director of the IAAA for his contribution to his article. Eldridge referred to industry Icons Craig Jackson, Jim Spoonhover of SEMA, Tim Sprage CEO Kruse, McKeel Hagerty, Ron Kowalki of Old Cars Weekly and Mary Ann Liebert of Automotive Investor along with him.

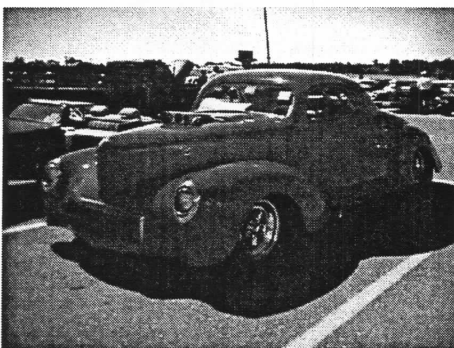
LC: A national syndicated radio show contracted member Lance Coren to be their Appraisal Answer Man. I will post the times and channel on our Website's Forum.

Jim Wood III @ Auburn Kruse eBay

The 32 Ford all steel Hot Rod Roadster had full fenders w/full house Flat Head. Jim said it is a very nice Resto-Rod. The owner asked 60K.



The 41 Willys w/Outlaw body and blown BB was bright red with lots of detail. Owner asked 120K.



AACA New rules Allow Hot Rods

The AACA Antique Automobile Club of America has announced that it will offer a class Historic Hot Rods. The rule and exact qualifications were not completely established yet, but preliminary rules include vehicles that are verified as being built over 25 years ago. Nineteen forty-nine and older vehicles qualify for the classification. I commend the AACA for their effort to legitimize Hot Rods as part of American Culture and Automotive History. As a man that has been referred to as an Historian & Pioneer in this field, I personally thank the AACA for taking this initiative

Change Of Address?

Please understand that at this juncture it is best advised that when you need a member's address, and phone number look to the IAAA Website for correct information.

What's Next?

Future AA. N coverage will include E & O Insurance, Hershey, Good Guys NY, Auburn, Monterey, Bethlehem, Greenwich Coverage, Santa Shot, First Look at the SEMA, Standards & Practice Procedures, Online meeting chatter, Life made easy computing,

The Monthly Online Meetings are scheduled for the Second Wednesday of each month at 800pm Eastern Time. **The next scheduled online meeting is November 13.** The next one is December 11. Online meetings take place in the Members Only Chat Room.

ROM MOSS On Inspections Vs Appraisal

As a financial services professional with 34 years experience in the consumer/commercial credit industry, including about ten years as a department head in the residential mortgage division of three banks. First off you are correct when you say that realtors and agents establish the listing price for the seller. Generally, there is negotiation between the buyer, the buyer's agent and the seller and seller's agent until a final sales price is agreed upon.

The mortgage lender does not require a home inspection, but rather an appraisal from a licensed and certified residential mortgage appraiser. The appraisals are completed according to a strict set of parameters that have been set by Fannie Mae and

Freddie Mac, the clearinghouses the secondary (investors) market. The physical condition of the subject property is clearly indicated on standardized forms and most lenders require that the property be categorized in good or better condition.

The real estate appraiser is deemed competent by virtue of the certification and licensing process. This process includes educational requirements and "Apprentice" work experience. The certification and licensing of Real Estate Appraisers was a result of Federal Regulation enacted after the Banking Crunch of the late 80's. The Fed regulation mirrored the Uniform Standard Property Appraisal Practices referred to as the (USPAP). Additionally, the FIRREA regulation imposed strict guidelines. As a result of these factors, a lender can rely on the valuation of a property because it has been physically inspected by a competent appraiser, who is bound by professional standards to be unbiased, accurate, and knowledgeable about the subject. Most lenders still review the appraisals to verify the adherence to the USPAP. Factors such as: marketing time, location and similarity of comparable sales used and proper adjustments made for property type, differences in room count, square footage, lot size, and other amenities.

Now a home inspection is something that has no direct bearing on the valuation of the property as it relates to an appraisal or obtaining a mortgage loan. It is usually performed by an individual whose background is in the building trades. The role of the Home Inspector is to do an in depth analysis of the physical condition of the structure and the various systems such as plumbing, hvac, and electrical.

A home inspector will be a member of a professional association, which will certify his or her competency. Home inspectors are usually highly experienced and very knowledgeable about their subject, but they do not have as high a level of certification and licensing as a Real Estate Appraiser. There are several associations, which certify members as qualified Home Inspectors.

As a part of the negotiation between the buyer and the seller, there may be an insistence by the buyer that the subject property be inspected by an independent professional home inspector.

Generally, this becomes an expense for the buyer but they may find out that there are certain defects that may: kill the deal or require the seller to lower the price or split of the cost of repairs.

You are probably wondering what does this have to do with us as members of the -I-A-A-A-? First of all, remember that we do not have the licensing and certification requirements of a Real Estate Appraiser. But we do have a professional standard that we must adhere.

The role of the I-A-A-A is to provide the uniform standards that we should all use. Above all, be consistent with what your reports say when compared to how you rate the condition of the subject. Most importantly however is the subject of pre-purchase inspections. Here is my proposal on that: we should establish a multi-level standard for pre-purchase inspections.

Level I - A Standard Appraisal Report with a physical inspection of the subject.

- A test drive by the appraiser verifying the operation of the various systems.
- Verification of documentation i.e. title, registration, required state inspection
- Photos and/or video of the subject.
- Fluid level checks

Level II All of the above PLUS:

- Subject placed on lift and underside of car fully inspected for defects
- Compression test of the engine
- Wheels pulled to check brake linings etc.

I have developed this practice as a result of conversations with potential clients over what they wanted when they asked for a Pre-Purchase Inspection. By having this sort of classification, I can better serve my client and they know exactly what they are getting. For one thing, I am not a mechanic and therefore unable to perform a Level II myself. If my client wants to have that involved an inspection, I tell him that I can make arrangements with a reputable mechanic that can provide that level of service and their fees would be in addition to mine. If a client wants to go that route and pay the bill, I can take care of the logistics on this side.

By making it clear that while I am quite knowledgeable about vehicles but am not a

mechanic, the burden is placed on the client of determining what level of service is desired. Here again, a disclaimer is needed to formalize that understanding.

Tony, please feel free to use any of this you feel appropriate in the Newsletter. Also, I would be interested in finding out what your requirements are for obtaining the Master Appraiser Designation.

Thanks for your indulgence,
Ron Moss

For those who have not familiar with the IAAA CO-1000, Members will all receive one with their next renewal. The IAAA has tracked appraisal standards through the IAAA questionnaire. The questions are now part of the IAAA established Standards. Procedures and practices are those addressed in articles that appear in the AA.N.

The Auto Appraiser News

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IAAA

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Renee Mandile

Editorial Contributions

Jim Wood III

Ron Moss

* -I-A-A-A- 2003 DUES NOTICE *

Please Print All Requested Information

Your -I-A-A-A- ID # _____
Name _____
Company Name _____
Address _____
City _____ State _____ Zip Code _____
Company Phone Number _____
Company Fax Number _____
Cell Phone Number _____
Web Address _____
Email Address _____
Your Specialty _____

Yearly Dues is in December

Complete, copy and send it along with your company check and photo to:

IAAA
Box 338
Montvale NJ 07645
201-391-3251.

Dear Member:

We ask you to take the time to fill in the appropriate information and remit it along with your check for \$150.00 for the 2003 dues. We are sending notice with the AA.N with the understanding that December is busy month with Christmas and Hanukkah along with all the other religious and non-religious celebrations. We are also requesting a photo of you if you have not yet sent one. A head and shoulders shot (passport type) dressed in a suit and tie is appropriate. It will eventually make a nice addition to your listing on our website.

The association feels that your 2003 dues will be well spent maintaining our website and allowing the IAAA to continue to promote our members and association. The website has positioned our association and member into the 21st Century where our members and our association will flourish.

This years goals include having another West Coast Workshop-Meeting during the B/J Scottsdale Auctions in January, A Florida Workshop-Meeting coinciding with one of the Major Automotive Events held there, Another spring East Coast Workshop-Meeting At Spring Carlisle and a Fall East Coast meeting at Hershey. The 2003 Florida Location will be posted on our website and newsletter.

I thank you in advance for your support in the past and look forward to working for your future.

Sincerely Yours,

-I-A-A-A-

A. V. Monopoli