# Practical Applications of Real Estate Appraisal (PAREA)

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#### Becoming an Appraiser

- Current supervisor/trainee mentorship model in place since the 1930s
- Until 1990s, banks and S&Ls had large appraiser staffs, training new appraisers and mentoring them
- Banking mergers and other factors all but eliminated the staff model
- The burden of training new appraisers was placed on the backs of independent fee appraisers



#### What is PAREA?

# An *alternative* experience model using simulated training by leveraging today's technology

- Adopted by AQB effective January 1, 2021
- Similar to training used by pilots, doctors, firefighters
- Allows multiple iterations and variations of properties, market conditions and assignment types
- Participants must be guided by qualified mentors and must produce USPAP-compliant appraisals



#### Why PAREA?

# The current supervisory appraiser/trainee mentorship model is ineffective

- Largely, supervisory appraisers are only willing to train friends or relatives as new appraisers
- This represents a significant **barrier to entry** for otherwise qualified individuals wishing to become appraisers
- Profession is predominantly white males, which can serve to perpetuate a lack of diversity



## Why PAREA?

| Traditional Method  | PAREA   |
|---|---|
| Trainee must work under direct control and supervision,<br>and cannot perform any appraisals unless they are<br>co-signed by supervisory appraiser. This often requires<br>supervisor to physically accompany the trainee | Participant can acquire required experience independently<br>via simulated training, with progress monitored by<br>dedicated PAREA monitors (certified appraisers who meet<br>supervisory appraiser requirements) |
| Required minimum training time is 1,000 hours in no less<br>than six months for a license; and 1,500 hours in no less<br>than 12 months for certification   | PAREA is self-paced with no established minimum time frames. Dedicated PAREA participants could potentially be ready to take state exam in just a few months  |
| Trainees must typically first complete a minimum of 79 hours of Qualifying Education (QE) to obtain a Trainee License prior to obtaining any experience   | Participants must first complete the required 150 hours of QE for a license, or 200 hours of QE for certification. No Trainee License is required.  |
| Trainee learns only the supervisor's practice and market conditions in the time frame the training occurs   | Participants will learn how to appraise a wide variety of property types in differing market conditions   |



## PAREA Benefits

#### Full Adoption Can Help Provide:

- An adequate supply of new appraisers
- A pathway to help <u>diversify</u> the appraiser population
  - Younger people embrace technology
  - Veterans transitioning into civilian life
  - Historically Black Colleges & Universities
  - Minority-based appraiser groups (e.g., National Society of Real Estate Appraisers, National Association of Hispanic Real Estate Professionals)



#### PAREA Adoption by States

Why allow 100% credit for PAREA?

Adopting anything less than the AQB-allowed 100% of experience credit simply **does not solve** the current trainee/supervisor problem

Some states have considered **<u>not</u>** allowing 100% credit, putting PAREA in jeopardy



#### Technology Simulation: Market, Neighborhood and Subject Property Research





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