

Lori L. Schuster

From: James R. Park
Sent: Friday, January 5, 2018 4:06 PM
To: Lori L. Schuster
Subject: FW: Allowing TriStar Bank to use bank employees and realtors as value experts

From: ROBERT CISLER [mailto:swohappraisalservices@gmail.com]
Sent: Friday, January 5, 2018 3:44 PM
To: James R. Park <jim@asc.gov>
Subject: Allowing TriStar Bank to use bank employees and realtors as value experts

Jim,

Allowing a bank to use bank employees and realtors will create a precedent. A temporary fix to an inconvenience will turn into a norm. All sellers, all loan officers, and all realtors not only want "the deal" to work, but have nothing to lose if it doesn't. Appraisers are the human factor that protect the borrower, and in many cases, protect the lending institutions from their own LOs. I can even think of many cases in which appraisers protect those refinancing from themselves. Just a week ago I completed an appraisal on a quad, in which the misinformed borrowers, who had been speaking to exaggerating realtors, did not understand the details of surrounding sales. Had they borrowed equity on the alleged sale's prices of "comps", provided by the local realtors, they would have been in the hole 50 grand.

Please do all you can to prevent the loss of the "human factor" of appraisals. Without, there will be no accountability.

I am a member of the Ohio Coalition of Appraisal Practice, a small business owner, and certified residential appraiser.

Thank you for your time and respectfully,

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Robert M Cisler
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