STEPS
TOWARD HOMEOWNERSHIP

STEPS Deeper Dive into Appraisal UAD 3.6 –What REALTORS® Need to Know

Virtual Event

November 10th, 2026

CALIFORNIA ASSOCIATION OF REALTORS®
Transaction Rescue™

STEPS TOWARD HOMEOWNERSHIP

Welcome

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GOLDEN STATE Finance Authority

Guild mortgage

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Your lifeline to the lending community is a free member benefit! We provide assistance with finding a lender, loan qualifications, underwriting, short sales and more. Give us a call on the FREE helpline at **(213) 739-8383**, email us at **TransactionRescue@car.org**

FINDDOWNPAYMENT.CAR.ORG

DOWN PAYMENT RESOURCE DIRECTORY

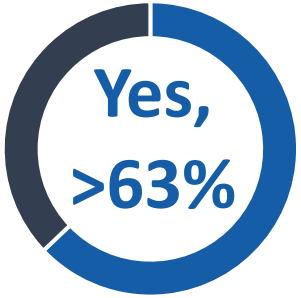
Quickly search and identify over 400+ available down payment assistance programs in your client's target area with our Down Payment Resource Directory.

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Did you know?

63.4% of consumers would start searching for a home if they knew they could qualify for a low-down payment



If you knew you could qualify for a mortgage with a much lower down payment, would you start to look for a house?

(n=1,005)

Source: 2025 C.A.R. Consumer Survey

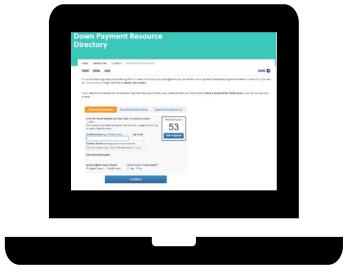
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C.A.R.'s Down Payment Resource Directory

http://FindDownPayment.car.org

Within the C.A.R Tool, you can find:

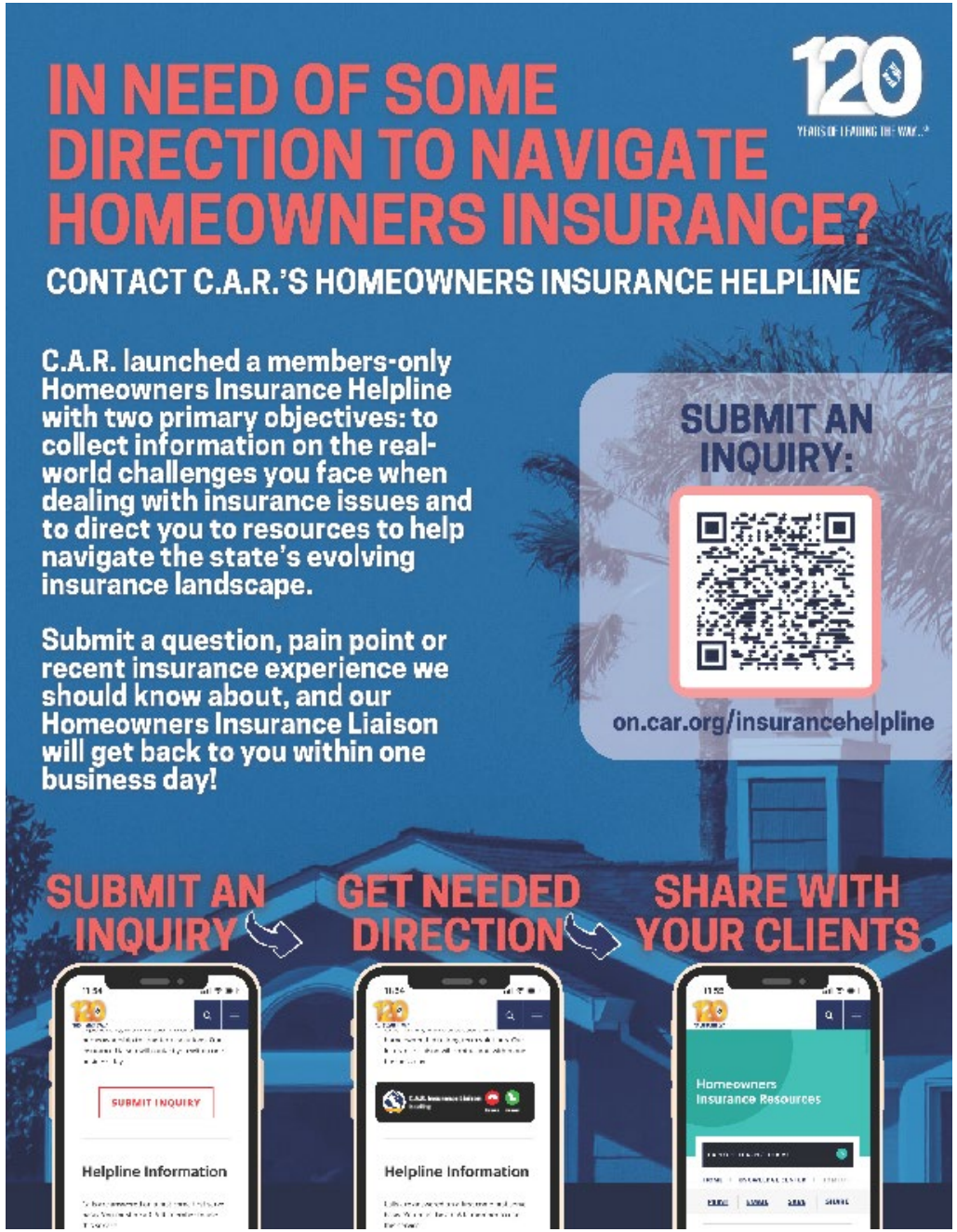
- **Participating Lenders**
- **Program Guide/Flyer**
- **Filters/Guidelines:**
  - **Special Groups (Teachers, Protectors, etc.)**
  - **Eligible Properties**
  - **Maximum Sales Price**
  - **Eligible Borrowers**
  - **Maximum Household Income**
  - **Loan Terms**
- **Benefits**
- **Latest Updates**



Get Down Payment Assistance

Insurance Helpline

Insurance@car.org
www.car.org/Insurance
Phone - 213-739-7225



STEPS to Financing the Dream of Homeownership – CALIFORNIA ASSOCIATION OF REALTORS® Leadership



Keisha Wilkinson

Senior Policy Advisor

National Association of REALTORS®



Rick Kobzeff

Chief Appraiser -

Equity Solutions



Abel Fregoso

Sr. Loan Originator

PRMG



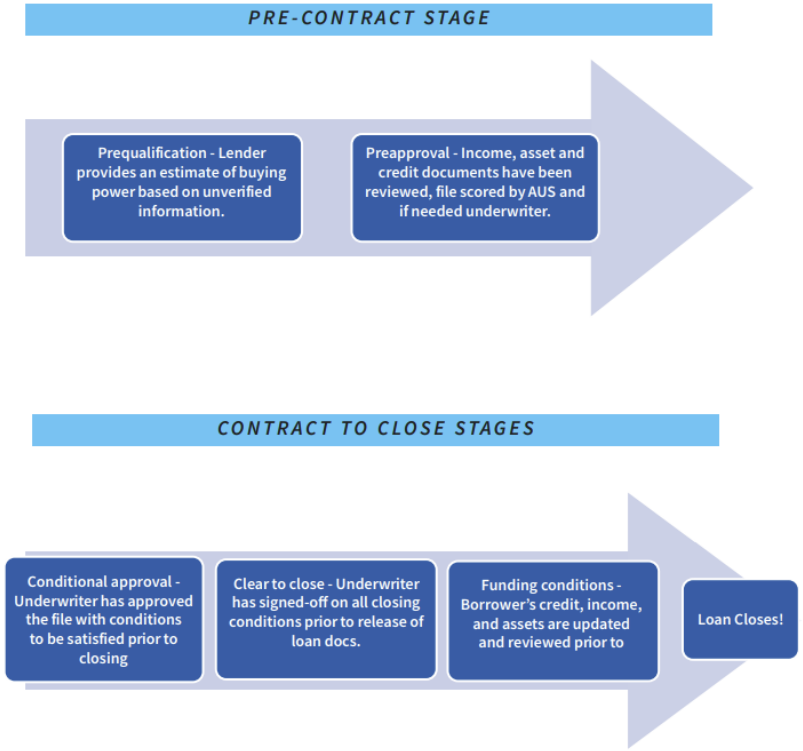
Marc Farfel

Transaction Rescue STEPS

California Association of REALTORS®

REALTOR® Resource: Financial Literacy Tool

Loan Approval and Closing Steps



Remember, loan approval is a dynamic, ongoing process that takes place up to and including the closing date! **Help your buyer stay mortgage-ready through the entire process!**

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Appraisal 3.6 Update

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Appraisal Reporting Changes: What Agents Need to Know

Keisha Wilkinson
November 10, 2026

kwilkinson@nar.realtor

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realtorparty.realtor

UAD 3.6: Why the change?

More discrete datapoints needed to determine risk and improve review processes.

More flexibility needed to pivot accommodate changes in policy, property types, and characteristics.

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All Stakeholders are Affected by the Change

- Software Providers
- Lenders
- Appraisers
- GSEs, VA, FHA, USDA

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Effective Delay in Implementation

- Lenders who are not ready to make the transition by November 2 may apply for a policy exception, allowing them to submit legacy appraisals until May 19, 2027.
- However, after February 28, loans secured by legacy appraisal reports will not be eligible for collateral representation and warranty (R&W) relief for value.

https://www.nar.realtor/news/washington-report/effective-delay-announced-for-appraisal-reporting-transition

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UAD 3.6 Timeline



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HUD announcement

October 1, 2026

FHA Announced Adoption of UAD 3.6

- Now accepting both legacy and UAD 3.6 appraisals

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What changes can be expected?

SUMMARY

Opinion of Market Value	$275,000	**Market Value Condition**	As Is
Effective Date of Appraisal	03/14/2022	**Property Valuation Method**	Traditional Appraisal
Assignment Reason	Refinance	**Appraiser Name**	Annie Appraiser
Borrower Name	John Doe		
	Jane Doe		
Current Owner of Public Record	John Doe		
	Jane Doe		
Listing Status	None		

Property Description

Construction Method	Manufactured	**Overall Quality**	Q3
	Site Built	**Overall Condition**	C2
Attachment Type	Detached		

	Yes	No
Planned Unit Development (PUD)	☐	☑
Condominium	☐	☑
Cooperative	☐	☑
Condop	☐	☑
Subject Site Owned in Common	☐	☑



Units Excluding ADUs	1
Accessory Dwelling Units	0
Property Rights Appraised	Fee Simple

	Yes	No
Is the highest and best use of the subject property as improved (or as proposed per plans and specifications) the present use?	☑	☐

Zoning Compliance	Legal
HUD Data Plate Attached	Yes
HUD Label Present for All Sections	Yes

Apparent Defects, Damages, Deficiencies Requiring Action

None

Summary Page provides:

- Synopsis of key information
- Actions to be taken into consideration by the lender
- Not a substitute for reading the entire report

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What changes can be expected?

Apparent Defects, Damages, Deficiencies:

- Feature
- Location
- Description
- Affects Soundness or Structural Integrity
- Recommended Action

SAMPLE SCENARIOS

1

Apparent Defects, Damages, Deficiencies (Site)

None

2

Apparent Defects, Damages, Deficiencies (Dwelling Exterior)

The items listed below represent the As Is condition as of the effective date of this report

Feature	Location	Description	Affects Soundness or Structural Integrity	Recommended Action
Roof	Section of Roof	Damaged roof with missing flashing leaving the roof permeable to water intrusion.	Yes	Repair

3

Apparent Defects, Damages, Deficiencies (Unit Interior)

The items listed below represent the As Is condition as of the effective date of this report

Feature	Location	Description	Affects Soundness or Structural Integrity	Recommended Action
Flooring	Dining Room	Carpet is stained in one corner of the Dining Room.	No	None

4

Reconciliation *continued*

Apparent Defects, Damages, Deficiencies

The items listed below represent the As Is condition as of the effective date of this report

Feature	Location	Description	Affects Soundness or Structural Integrity	Recommended Action	Estimated Cost to Repair
Dwelling Exterior					
Roof	Section of Roof	Roof is significantly worn and has damaged flashing, but no apparent active leaks.	Yes	Repair	$1,500
Unit Interior					
Flooring	Dining Room	Carpet is stained in one corner of the Dining Room.	No	None	
				Total Cost	$1,500

As Is Overall Condition Rating C3

Existing condition of the property as of the effective date of this appraisal, excluding all required repairs, alterations, or inspections

What changes can be expected?

Additional Properties Analyzed Not Used

Additional Properties Analyzed Not Used

#	Property Address	Sale Date	Status	Reason Not Used	Comment
1	101 Somewhere Ln Treeville, VA 12345	—	Active	Proximity Quality	Inferior quality and non-similar location
2	955 Black Swan Rd Treeville, VA 12345	—	Pending	Proximity Quality	Superior quality and located further from subject
3	325 Summit Ct Treeville, VA 12345	08/21/2019	Settled Sale	Proximity	Located further from subject
4	7464 Blank Ln Treeville, VA 12345	06/02/2019	Settled Sale	Finished Area Proximity	Had 5 bedrooms, but because it was larger and farther away, it was not used.
5	8718 Mover Ln Treeville, VA 12345	07/13/2019	Settled Sale	Finished Area Quality	Property has a media room and wet bar, but is larger and of superior quality.

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What changes can be expected?

Location is Now Site Influence

Legacy Form

VALUE ADJUSTMENTS	DESCRIPTION
Sale or Financing Concessions	
Date of Sale/Time	
Location	B;AdjPrk;WtrFr

B:AdjPrk;WtrFr

New URAR

SAMPLE SCENARIO

Site Influence

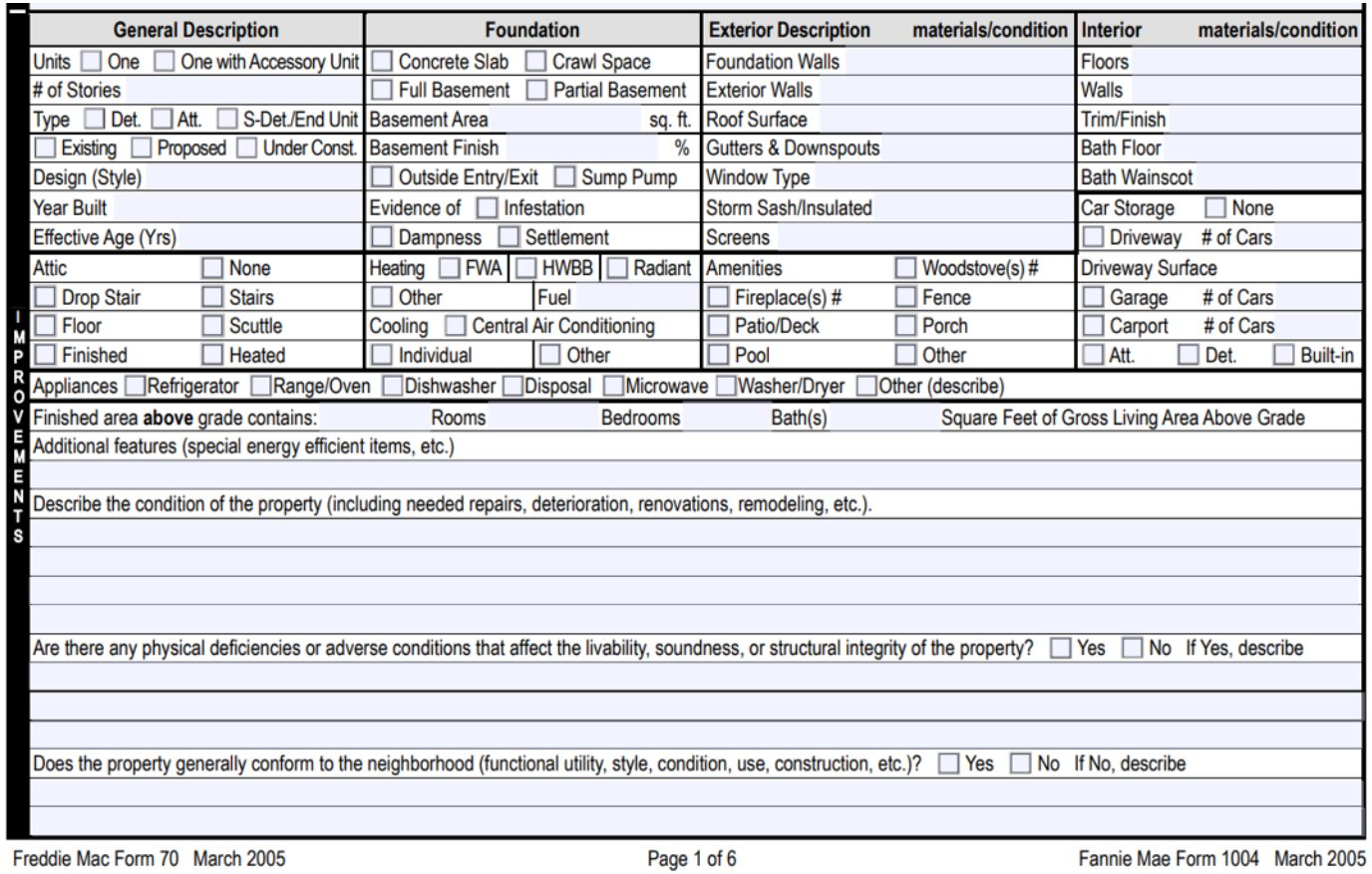
Influence	Proximity	Detail	Impact	Comment
Park	Offsite		Beneficial	Within 3 blocks of Valleyhoo Park
Body of Water	Onsite	Lake	Beneficial	The water frontage has a beneficial value impact.

Site Influence Commentary The water frontage has a positive impact on value.

What changes can be expected?

Improvements Section is now Multiple Sections:

- Energy Efficient and Green Features
- Dwelling Exterior
- Unit Interior
- Functional Obsolescence
- Vehicle Storage
- Subject Property Amenities
- Defects, Damages, Deficiencies



IMPROVEMENTS

General Description	Foundation	Exterior Description materials/condition	Interior materials/condition
Units ☐ One ☐ One with Accessory Unit	☐ Concrete Slab ☐ Crawl Space	Foundation Walls	Floors
# of Stories	☐ Full Basement ☐ Partial Basement	Exterior Walls	Walls
Type ☐ Det. ☐ Att. ☐ S-Det./End Unit	Basement Area sq. ft.	Roof Surface	Trim/Finish
☐ Existing ☐ Proposed ☐ Under Const.	Basement Finish %	Gutters & Downspouts	Bath Floor
Design (Style)	☐ Outside Entry/Exit ☐ Sump Pump	Window Type	Bath Wainscot
Year Built	Evidence of ☐ Infestation	Storm Sash/Insulated	Car Storage ☐ None
Effective Age (Yrs)	☐ Dampness ☐ Settlement	Screens	☐ Driveway # of Cars
Attic ☐ None	Heating ☐ FWA ☐ HWBB ☐ Radiant	Amenities ☐ Woodstove(s) #	Driveway Surface
☐ Drop Stair ☐ Stairs	☐ Other Fuel	☐ Fireplace(s) # ☐ Fence	☐ Garage # of Cars
☐ Floor ☐ Scuttle	Cooling ☐ Central Air Conditioning	☐ Patio/Deck ☐ Porch	☐ Carport # of Cars
☐ Finished ☐ Heated	☐ Individual ☐ Other	☐ Pool ☐ Other	☐ Att. ☐ Det. ☐ Built-in

Appliances ☐ Refrigerator ☐ Range/Oven ☐ Dishwasher ☐ Disposal ☐ Microwave ☐ Washer/Dryer ☐ Other (describe)

Finished area **above** grade contains: Rooms Bedrooms Bath(s) Square Feet of Gross Living Area Above Grade

Additional features (special energy efficient items, etc.)

Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.).

Are there any physical deficiencies or adverse conditions that affect the livability, soundness, or structural integrity of the property? ☐ Yes ☐ No If Yes, describe

Does the property generally conform to the neighborhood (functional utility, style, condition, use, construction, etc.)? ☐ Yes ☐ No If No, describe

Freddie Mac Form 70 March 2005 Page 1 of 6 Fannie Mae Form 1004 March 2005

What changes can be expected?

Unit Area Breakdown

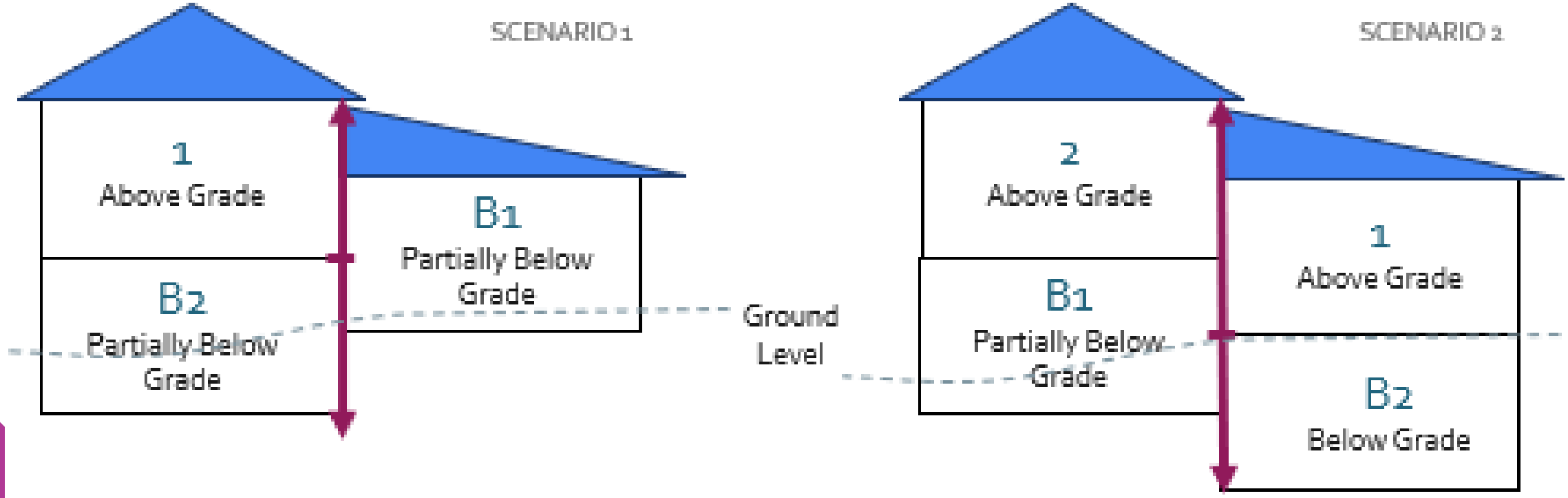
Unit Interior		SAMPLE SCENARIO	
Area Breakdown		**Levels in Unit**	3
Finished Above Grade	1,480 Sq. Ft.	**Occupancy**	Owner
Finished Above Grade (Nonstandard)	240 Sq. Ft.	**Total Bedrooms**	3
Unfinished Above Grade	240 Sq. Ft.	**Total Bathrooms - Full**	2
Finished Below Grade	560 Sq. Ft.	**Total Bathrooms - Half**	1
Finished Below Grade (Nonstandard)	200 Sq. Ft.		
Unfinished Below Grade	240 Sq. Ft.		
Area Data Source	Physical Measurement		
Below Grade Finish Compared to Above	Similar		

Check out Appendix 3 in the URAR Reference Guide for the complete ANSI Example

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What changes can be expected?

Unit Area Breakdown



What changes can be expected?

Kitchen and Bathroom Details

Quality and Condition

Interior Quality Rating Q4 **Interior Condition Rating** C4

The tables below support the Interior Quality and Condition ratings and reflect the market value condition of this report

Kitchen and Bathroom Details

Room	Update Status	Time Frame	Quality Comment	Condition Status	Condition Comment
Kitchen Level 1	Not Updated		Corian Countertops, Double Oven, Hardwood floors.	Typical Wear and Tear	
Bath - Full Level 2	Not Updated		Double Sink with separate shower and extra-large tub, ceramic flooring.	Typical Wear and Tear	
Bath - Full Level 1	Not Updated		Ceramic flooring.	Typical Wear and Tear	
Bath - Full Level 2	Not Updated		Ceramic flooring.	Typical Wear and Tear	
Bath - Half Level B1	Fully Updated	5–10 years	Ceramic flooring.	Typical Wear and Tear	Basement half bath newer than rest of house.

Overall Update Status for Bathrooms Moderately Updated

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How can agents prepare?

- Expect more time for appraisals at first
- Help clients make the right choice on appraisal type
- Provide specific property information in listings when available
- Provide an appraisal packet, and
- Respond to appraiser requests for information

https://www.nar.realtor/news/real-estate-news/appraisal-ready-what-agents-and-brokers-can-do-now-for-uad-3-6

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Agents and appraisers are in this together!

- Individuals who posses an appraiser's license or certificate, a broker's license, or a salesperson's license automatically meet the licensure component of qualifying for REALTOR® membership. Local associations may expand who qualifies by amending its bylaws.

https://www.nar.realtor/about-nar/policies/good-sense-governance/who-can-be-a-realtor

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Agent Appraiser Communication

- Accurate, relevant, and timely communication with the appraiser is key to supporting clients and helping ensure an accurate appraisal.

https://www.nar.realtor/appraisal-valuation/agent-appraiser-communication-resources

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Communication Do's

Do:

- Supply verifiable, objective information to the appraiser
- Use a consistent checklist or template
- Confer with your broker on best practices and any applicable state laws

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Communication Don’ts

Don’t:

- Influence, pressure, or coerce the appraiser
- Offer compensation or incentives for the appraiser to arrive at a specific value
- Interfere with the appraiser’s independence or process

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When Should I Share Information?

- Share information prior to completion of appraisal report.
- Once the report is delivered, appraisers may not be able to discuss the outcome with agents.

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What Information Should I Provide?

- Focus on:
  - Relevant information about:
    - The property being appraised
    - The market for the property
  - That may not be readily available to the appraiser
  - And can be supported and verified by documentation

  - What about confidentiality?

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What Information Should I Provide?

- The contract

- Data to complete a Competitive Market Analysis such as:
  - Comparable Sales
  - Information on non-MLS comparable listings or sales
  - Competitive market boundaries

- Improvements to the subject property (including year work was completed, permits, and/or other supporting documentation)

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What Information Should I Provide?

- Legal description
- Condo declarations, CC&Rs, or cooperative covenants
- Energy efficiency features (e.g., owned or leased solar panels)
- Recent survey (if available)
- Rent roll (if applicable)

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What Information Should I Provide?

- ADU details
- Outbuilding details
- Car Storage and counts
- Converted areas
- Non-continuous finished areas
- Update timelines for bathrooms/kitchens

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Key Takeaways

- UAD 3.6 requires exponentially more data points to be gathered by appraisers
- A more detailed appraisal report will be beneficial for all in the long run
- Real estate professionals should communicate with appraisers to provide factual data that may not be readily available
- The appraiser's credible assignment results require correct and relevant information, analysis, and documentation

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Homebuying Team

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- Lender
- **Appraiser**
- Housing Inspector
- Escrow Officer
- Insurance Agent
- Title Insurance Officer
- Attorney
- Surveyor
- Housing Counselor

Pathway to Home

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Pathway to Home Closing Cost Assistance Grant Program

C.A.R. HAF's Pathway to Home Closing Cost Assistance Grant Program helps first-time homebuyers who are members of an "Underserved Community*" bridge the affordability gap by providing up to $5,000 in closing cost assistance. Each grant is provided to low-to-moderate income (120% AMI and below) first-time homebuyers who utilize the services of a CA REALTOR®.

Pathway Info:

on.car.org/hafclose

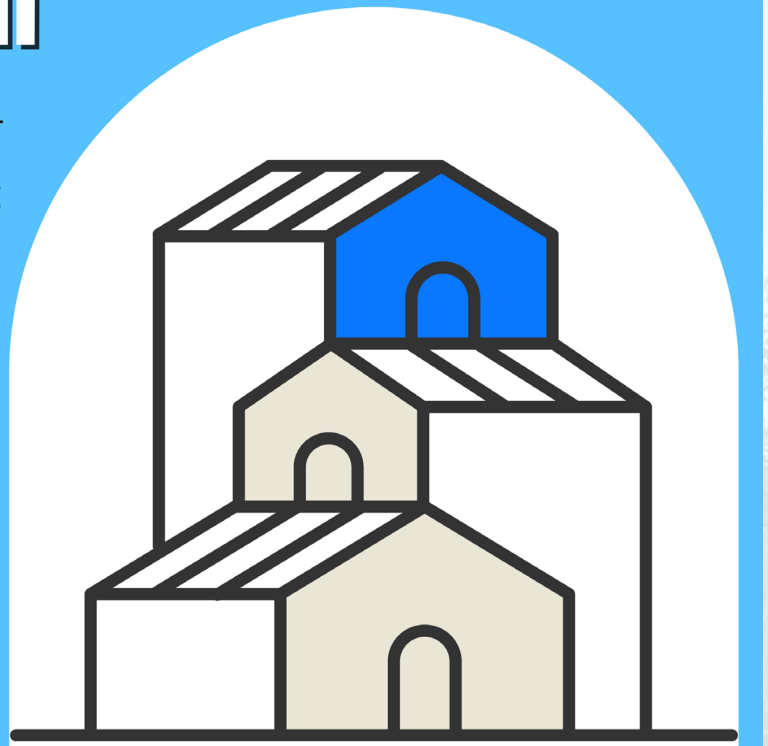
Donate:

on.car.org/hafdonate

Contact us at haf@car.org

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HAF HOUSING AFFORDABILITY FUND Leading the Way... Home®



carhaf.org

*"Underserved Community" includes: (i) people of color; (ii) persons with disabilities (physical, cognitive, or mental); or (iii) lesbian, gay, bisexual, transgender, and queer (LGBTQ+) persons.)(ii) An individual with a disability is defined as a person who has a physical or mental impairment that substantially limits one or more major life activities.

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Thank You!

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Questions

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