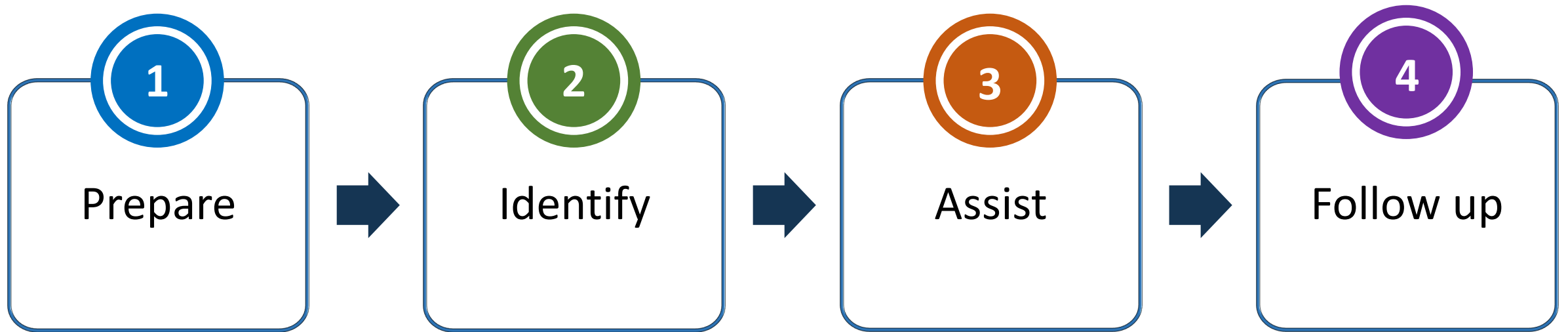


Appraisal Process

Overview of CMAC Appraisal Process



1. **Prepare** necessary documents proactively.

Before the appraisal is ordered, CMAC can provide the **list of documents for appraisal by properties** to the borrower. CMAC will proactively gather the documents before an appraiser is engaged. We can also provide a timeline of the remaining process, the initial **Appraisal Contact List**, and CMAC article on appraisal.

CMAC will request qualified appraisal bids in writing with verbiage for potential assignment of appraisal report without charge.

... → Bank Proposal Presentation → Appraisal Ordered → Start of Appraisal Process

2. **Identify** and validate appraiser and his firm.



- Get the appraiser contact information.
- Provide the complete Appraisal Contact List.



- Validate the credibility of the appraiser and the firm.
- Verify that they have appraised MOB/ASCs in the past.

3. **Assist** the appraiser during the appraisal process




Introduce
CMAC and
what we do



Provide
Appraisal
Contact List



Host a kick-
off call if
necessary



Set up site
visit and
meeting with
borrower



Help
gathering
critical path
documents



Research for
supporting
market
comparables

4. **Follow up** with the appraiser regularly.

- Continue to work with the appraiser to provide the highest quality data available to ensure an accurate (and hopefully favorable) outcome.
- Follow up group calls can be set up on a case-to-case basis to supplement the kick-off call.



CASE STUDY

A medical group ordered appraisals of their three buildings from the incumbent lender. They assumed the appraiser would work in good faith to provide the highest value. Unfortunately, the appraised value was significantly lower than what they had anticipated. Through some quick strategizing with CMAC Partners, they were able to pivot to another lender to order a new appraisal. CMAC was able to optimize the appraisal process and help yield 19.3% increase in total appraised value when compared to the original.

	Appraised Value - BEFORE	Appraised Value - AFTER	Improvements	Improvement as %
Building A	\$22,300,000	\$26,400,000	\$4,100,000	18.39%
Building B	\$9,000,000	\$10,300,000	\$1,300,000	14.44%
Building C	\$7,050,000	\$9,050,000	\$2,000,000	28.37%
Total	\$38,350,000	\$45,750,000	\$7,400,000	19.30%