

The logo consists of a blue and grey geometric shape resembling a stylized 'F' or a folded ribbon, positioned above the text.

FirstService  
PGP Valuation

A photograph showing the silhouettes of two people standing on a balcony or walkway, looking out a large window. The window reflects a bright, overcast sky and a building structure. The image is partially obscured by a large blue diagonal graphic element.

# Appraisal Ordering & Review

Orientation

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Prepared for:

Appraisal Summit

August, 2010

# Introducing Our FSPGP Team

## Joe Fitzpatrick

Executive Team – Program Executive  
Joe.fitzpatrick@firstservicepgp.com

## Lance Dore

Executive Team – VP Client Services  
Lance.dore@firstservicepgp.com

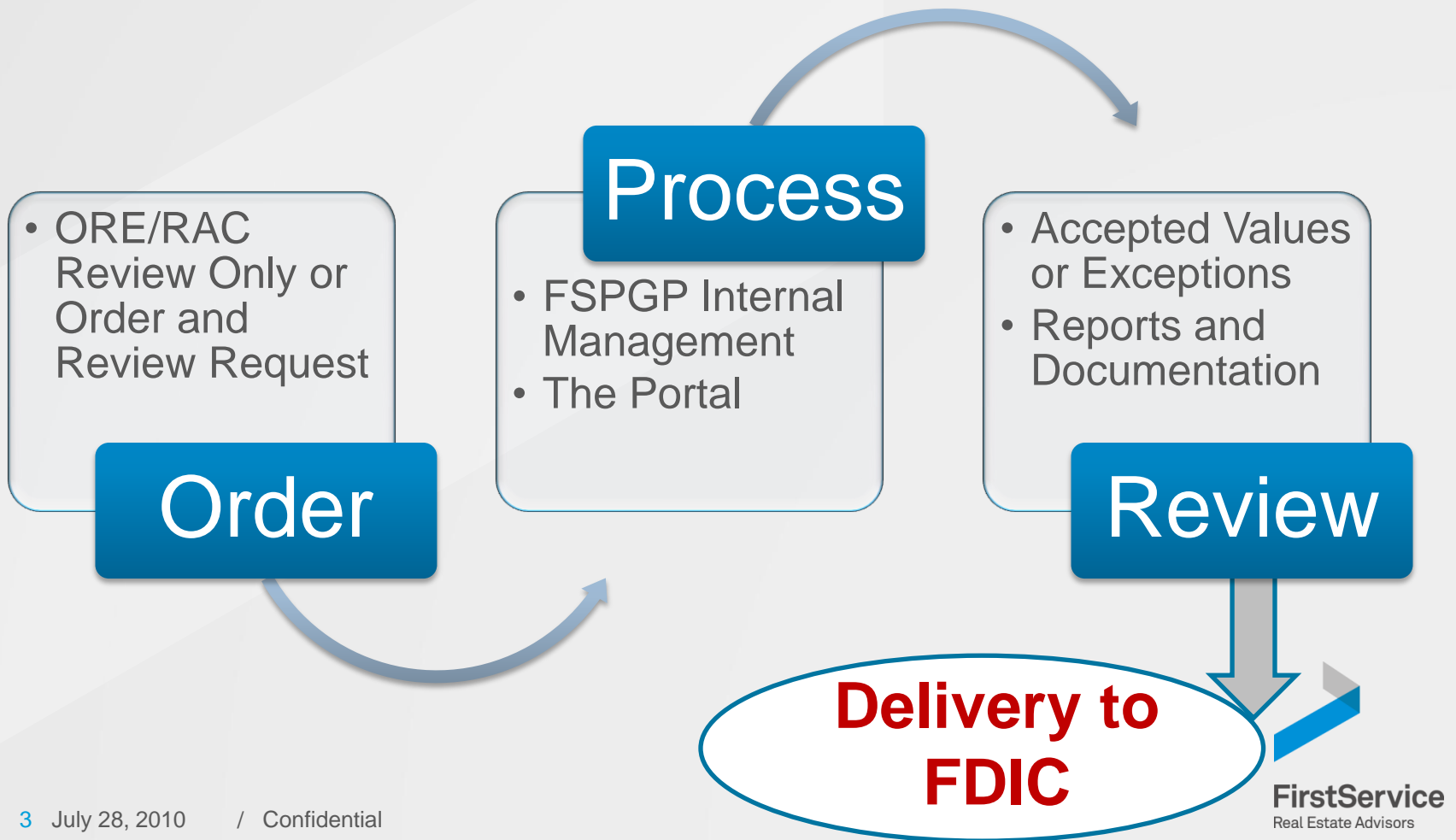
## Brian Eckels

FDIC, Program Manager  
Brian.Eckels@firstservicepgp.com

## Sheleen Scharf

FDIC, Account Manager  
Sheleen.scharf@firstservicepgp.com

# Primary Program Elements



# Key Ordering Parameters

## Number of Appraisal We Are Required to Order

- One (1) Appraisal if Property Value Less Than \$5,000,000
- Two (2) Appraisals if Property Value Greater Than \$5,000,000

# Key Milestones and Timing

## Phase 1 – Appraisal Order

Request Received

- Receive Complete and Accurate Appraisal Request via The Portal

Approved Order

- PCAM Approval or
- FDIC Oversight Approval

Issue RFP

- 1-2 Business Days

Award Appraisal

- 1-2 Business Days

Complete Appraisal

- Residential – 10 Business Days
- Commercial – 15 Business Days

## Phase 2 – Appraisal Review

Initial Review

- Within 5 Business Days

Request for Info

- Up to 5 Days

Re-review

- Within 1 Business Day

Final/Posted

- Within 1 Business Day if Compliant

Final/Corrective

- Up to 5 Business Days if Non-Compliant

# Vendor Management

First or Last Name

**RFP Candidates**  
Search returned 68 Vendors; 29 Vendors preselected

Lastname, Firstname (Type)-Company-Home State
Anderson, Rhonda (C)-CB Richard Ellis, INC-GA
Kendall, Gregory P. (C)-RERC / RERC Hospita...-AL
Wilton, James (C)-Appraisal Source of NW FI...-FL
Gill (P), Cash (AgC)-Gill Group, Inc.-MO
Nelson, Jay (AgC)-Alabama Commercial Apprai...-AL
Dodds, O. Marshall (RC)-Marshall Dodds Comp...-SC
Baker, Christopher A. (RC)-Baker Valuation-AL
Woodall, Larry R. (RC)-Collateral Evaluatio...-GA
Sparks, Ron (C)-Colliers Arnold Valuation S...-FL
Duplantis, Stephen D. (C)-CB Richard Ellis,...-TX

**Selected RFP Recipients**

Ball, Quentin O. (AgC)-Kirkland & Company-AL
Graham, Steven V. (C)-Graham & Company,LLC-AL
Joseph, Dennis M. (C)-Joseph and Company, P...-AL
Mallette III, Reese E. (AgC)-Mallette Appra...-AL
Rau, Timothy U. (C)-Cushman & Wakefield of ...-AL
Shute, William H. (AgC)-Shute Appraisal-AL
Stephens, J. Craig J. (C)-Real Estate Matri...-AL
Sumners, David W. (C)-Joseph & Company-AL
Wombwell, Robert B. (C)-Wombwell Appraisal ...-AL

Type Index: A = Agricultural  
C - Commercial  
R - Residential

Navigation:

Screenshot of vendors in the Bessemer market

# Vendor Performance (Scorecard)

## Vendor Contact Information for Karl Baltutat(Qualified-Active):

Company	Address	PhoneNumber	FaxNumber	Email	Rating
Karl Baltutat Valuation Services LLC	321 North Kenneth Place Chandler, AZ 85226	480-893-1446	480-893-1599	<a href="mailto:karl@kbvs.com">karl@kbvs.com</a>	
Performance Comments:	-- 1/20/2010 7:29:25 AM				

## Vendor Performance Summary for Karl Baltutat:

Click on the Project #: for Vendor Performance Comments.

### Work in Progress - APPRAISAL

Project #:	Property Type	Days Past Due	Gross Turndays	Net Turndays	Due Date	Report Card
<a href="#">10-000313-01</a>	Land-Land Residential (Single Family 5+ Lots)		23	23	2/26/2010	
<a href="#">10-000306-01</a>	Land-Land Residential (Single Family 5+ Lots)		23	23	2/23/2010	
<a href="#">10-000326-01</a>	Multi-Family-Other		23	23	2/23/2010	
<a href="#">10-000354-01</a>	Land-Other		23	23	2/23/2010	

### Work Completed - APPRAISAL

Project #:	Property Type	Days Past Due	Gross Turndays	Net Turndays	Due Date	Report Card
<a href="#">10-000230-01</a>	Land-Subdivision-Residential (5+ Lots)		24	24	2/11/2010	5 (Exceeds)
<a href="#">10-000240-01</a>	Land-Subdivision-Residential (5+ Lots)		11	11	1/29/2010	5 (Exceeds)

Screenshot of sample vendor scorecard

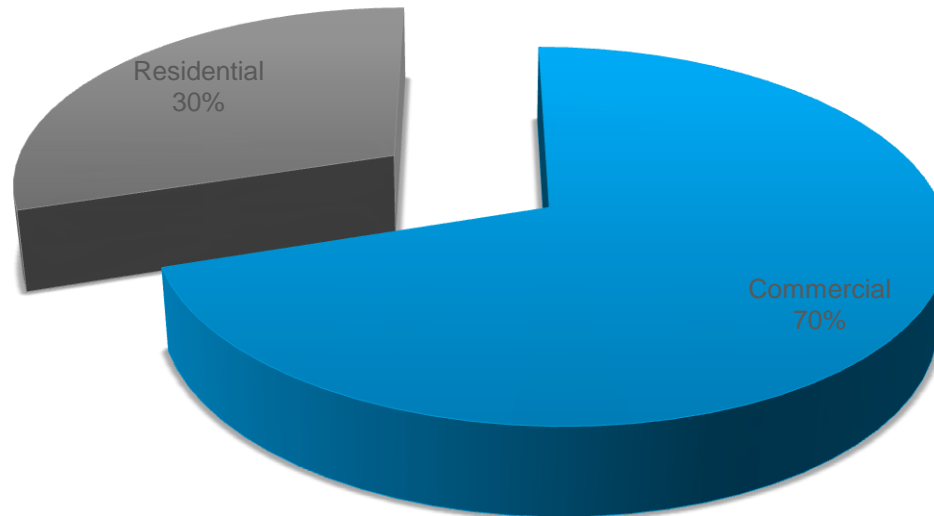


**FirstService**  
Real Estate Advisors

# Vendor Panel

## Nationwide Vendors

■ Commercial ■ Residential



Approximately **5,600** appraisal firms nationwide

## TOP TEN - HELPFUL HINTS

1. Include Letter of Engagement in Addendum
2. Include Your Contact Information (Phone/E-Mail)
3. Include Interviews/Current Listings when Possible or Note Otherwise
4. Confirm that Work Provided is Consistent with Scope or Work Requested
5. Contact the FSPGP Account Manager Noted in the LOE the Moment There Is An Issue with Access/Property Information

## TOP TEN - HELPFUL HINTS (Continued)

6. Include a Plat Map and/or Parcel Map of the Property
7. Include Asset Number/Financial Bank/FIN Number on the Cover/Letter of Transmittal for Reference
8. Include Insurable Value (Including on Condos)
9. Include a Copy of Your Appraiser License In Addendum
10. Do Not Include any Prohibitive Use Clauses (FOIA Requirement)

The logo features a stylized blue and grey geometric shape resembling a folded ribbon or a corner, positioned above the text. The background of the slide is a photograph of two people silhouetted against a large window, with a prominent blue diagonal graphic element crossing the scene.

**FirstService  
PGP Valuation**

Thank You

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Date, 2010