

## Residential Sales Contract Analysis and Seller Concession Course Outline

Time in minutes	Topics
15	Introduction & Overview
20	Why appraisers need to look at the sales contract? Concessions affecting value Mortgage consideration USPAP FANNIE Mae & Freddie New requirements of AQB in 2015
20	What is a contract? Oral, Written California Department of Real Estate's regulations regarding residential sales contracts
25	What are seller concessions? Discussion of Examples Non-recurring closing fees Home owner insurance Repairs REO Properties
20	Where can appraisers find seller concessions? MLS CAR Form RIPA Contract Addendums Information from brokers, agents, loan officers
05	Summary Disclosures in appraisal reports
15	Questions & Answers
Total: 120 minutes	