

Mr. Chair and Members of the Committee:  
My name is Tammy Woodman, Certified Residential Appraiser, Corvallis, OR.

### **I am in opposition to House Bill 2501**

I have read over this bill which proposes that the Oregon Appraiser Licensing and Certification Bureau (ACLB) set independent contract appraiser fees. This is a sure-fire way to lose more appraisers. The last time I had my fees set I was an in-house appraiser for a mortgage lender in the 1990s that provided me with health benefits, paid vacation, and 401k in which the company matched .50 on every dollar I contributed to my 401k. Is the state of Oregon prepared to do this?

What is at play here is the basic economics of supply and demand. There is a shortage of appraiser's and demand for appraisal reports for federally funded transactions has increased exponentially in Oregon over the past few years. Since supply of appraiser's is on the low side and demand is high, we have become more valuable. This is not a reason to mess with our fees. I have heard some talk about price gouging. One can call it that, but again this is basic supply and demand. I do not agree or subscribe to requesting ridiculous fees as may be likely by some appraiser's, though again this is called free enterprise. As is stated in HJM0003, the appraiser pool in Oregon has declined with very few appraisers under the age of 35 and dwindling numbers of trainees joining this profession. HJM0003 further recommends the ACLB revise state licensing requirements to be more conducive to increasing the appraiser pool. This is the answer.

Setting appraiser fees will likely encourage appraisers to move away from lender work. This will only serve to exacerbate the situation. When I became certified in 2009, I worked very hard to meet the requirements which had been recently enacted for Certification following the mortgage crisis. I did this as lenders and the FHA were only allowing Certified Appraisers to complete most of the work. Many appraisers left the profession at that time. History will indeed repeat itself once again if the appraiser profession is further stressed, this time by making changes which impact our income. I am an independent contractor. I pay for private health insurance for my family with premiums that are outrageous. I don't get paid vacations, or 401k match. I am very conscious of the requirements of my job. The state (ACLB) gave me personalized training several years ago when my files were audited- I found it invaluable. The responsibility of this job and the duty to the public is ever present in my mind and extremely stressful. I will certainly be less inclined to endure the stresses of my job if I am to work at set fees.

Going back to HJM0003 and increasing the appraiser pool, I believe it would be a step in the right direction to revise educational requirements. I also believe the state should take a more active role in matching trainees with potential supervisory appraisers. Maybe the state has compiled a list of appraiser's willing to take on a trainee. I will surely look into this. I have had two people just this year inquiring about how to become a trainee. I directed them to the ACLB web site and shortly after they said there are just too many hoops.

**Do not pass HB2501.** The outcome will not be good. The appraiser pool will only get smaller. I for one can say I will do less lender work. The problem will get worse.

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