

# RICHARD J. HAGAR, SRA

7433 S.E. 27th Street  
Mercer Island, WA 98040  
Business Phone: (206) 236-3037

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National Speaker - Author - Lecturer - Educator

2000 to **The Hagar Institute,**  
Present: President

Mercer Island, WA

Nationally recognized Speaker, Author, Lecturer and Educator for banks, lending institutions, real estate professionals, law enforcement and numerous federal government agencies. Influential leadership relating to current legislation for industry guidelines and best practices in the lending and real estate sectors. Co-developed both: real estate classes delivered to professionals via Internet sites; as well as a break through system used to disseminate and sell clock-hour instruction. Nationally recognized instructor in Washington, and at least 10 other states, in the fields of: Compliance, Appraising, Real Estate Fundamentals, Real Estate Principles, Practices & Essentials, Ethics, Bank Compliance, Construction & Land Development, Selling/Listing/Marketing, and Mortgage Fraud, to name just a few.

1988 to **American Home Appraisals**  
Present: President / Consultant

Mercer Island, WA

SRA Designation with the Appraisal Institute ( Fewer than 1% of appraisers nation-wide receive this designation.

Expert in appraising extreme high-end estates and unique homes, single & multi-family residences, condominiums, raw land and subdivisions. Appraisals with ancillary objectives such as: forensic appraising, loss of value involving legal questions, rights of ownership, easements, divorce, land-slides, waterfront, etc. Comprehensive appraisal work for local and national lenders, title insurance companies, attorneys, corporations as well as for private entities . Have been called upon to provide expert witness work and give testimony relating to Property Rights, Foreclosure, and Fraud in District, Superior and the Federal Court Systems in multiple states.

Expert Review appraiser for government agencies, attorneys, local and national lenders as well as for the Appraisal Institute. Specializing in the geographical areas of: King, Pierce, and Snohomish counties, Ocean Shores and areas of Eastern Washington.

2002 to **North Seattle College,**  
Present: Real Estate Instructor

Seattle, WA

Teach Washington State accredited classes to real estate professionals and lay people. Wrote, developed and instruct the following courses for NSCC: Real Estate Investment, Advanced Level Investment Strategies, Appraisal of multi-family and single family housing, as well as authored and instruct classes relating to Mortgage Fraud and Foreclosure.

1997 to **Professional Directions Inc,**  
2006: Real Estate Instructor

Kirkland, WA

Developed and taught Washington State accredited classes to real estate professionals and lay people

1986 to 1988 **Ken Fletcher & Associates** Bellevue, WA  
Professional Real Estate Appraiser  
Appraised single family residences, condominiums, raw land, developed lots, construction appraisals, and final inspections in King and Snohomish counties.

1984 to 1989: **William A. Bain & Associates** (Coldwell, Banker, Bain Assoc) Bellevue, WA  
Realtor / Sales Consultant / Development Coordinator  
Recognized as a multi-million dollar Sales Associate specializing in the expensive home resale market as well as new construction, and condominiums.

Assisted developers and sellers by:

- Preparing market evaluations used in determining fair market value for homes, condominiums, and developments.
- Performance analysis for determining single family housing (the type, size, cost, and locations) for future developments.
- Interfaced with engineers, architects, and government agencies in creating plat layouts, plat approvals, and floor plans suitable for site and consumer demand.
- Vast knowledge of financing, mortgage banking, construction loans, and the escrow process

1978 to 1982: **B.C Northwest Construction General Contracting firm.** Issaquah, WA  
Sales and Design Consultant / Development Coordinator / Land Purveyor  
Designed homes and assisted in conceptualizing subdivisions, home(s) placement and acquisition of acreage for the specific purpose of creating new subdivisions.

Managed and interfaced with plat engineers, surveyors and government agencies while guiding projects through the entire governmental platting process. Platting process included both short and long plats between 2 and 128 lot subdivisions. Subdivisions included the acquisition of easement rights for ingress/egress, sewer and water together with arranging financing for the actual subdivision and ground breaking.

Assisted in acquisition of financing for the construction of more than 100 homes.

1977 to 1984: **The John's Real Estate Corporation** Mercer Island, WA  
Sales Consultant / Plat Manager / Development Coordinator  
Multi-million dollar producer, principally selling and listing homes for first time home buyers, time share condominiums, vacant land and recreational land in vacation or tourist spots in Washington.

Assisted in the development of single family homes for first time home owners.

Real Estate sales - residential, land, developments, and condominiums.

Assisting developers and sellers by:

- preparing market evaluations used in determining fair market value for homes, condominiums, and developments.
- performance analysis for determining single family housing (the type, size, cost, and locations) for future developments.
- interfacing with engineers, architects, and government agencies in creating plat layouts, plat approvals, and floor plans suitable for site and consumer demand.

Vast knowledge of financing, mortgage banking, construction loans, and escrow companies.

# Education Supplement ~ to the resume of **RICHARD J. HAGAR, SRA**

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### Appraisal AND Real Estate Agent Courses Taken:

All Residential All Day Tukwila . . . . .	7.0 hours	04/17	Appraising Legal Issues & Moot Court . . . . .	6 credit hours	9/08
AI Fall Conference 2016 . . . . .	7.0 credit hours	10/16	ACOW Summit Day 1 . . . . .	3 credit hours	8/08
AI All Residential All Day . . . . .	7.0 credit hours	05/16	ACOW Summit Day 2 . . . . .	.6 credit hours	8/08
2016-2017 USPAP Update . . . . .	7.0 credit hours	02/16	Real Estate Ethics . . . . .	3 credit hours	7/08
AI Fall Real Estate Conference 2015 . . . . .	7.0 credit hours	10/15	Contract Law . . . . .	3 credit hours	7/08
ACOW Summer Conference 2015-Day I . . . . .	7.0 credit hours	08/15	Principles of Finance/Mortgage Market . . . . .	3 credit hours	7/08
Water Conservation for Real Estate Professionals Part I . . . . .	4.0 credit hours	06/15	Taxation of Real Estate and Capital Gain . . . . .	3 credit hours	7/08
Water Conservation for Real Estate Professionals Part II . . . . .	4.0 credit hours	06/15	Water Rights & Supply Issues . . . . .	3.5 credit hours	10/08
Fannie Mae - Understanding the CU Risk Score, Flags and Messages . . . . .	05/15		Buyer Agency . . . . .	4 credit hours	7/08
USPAP 2014-2015 Update . . . . .	7.0 credit hours	04/15	Core Curriculum . . . . .	4 credit hours	8/07
Puget Sound Real Estate Market Update . . . . .	2.0 credit hours	02.15	National USPAP . . . . .	7 credit hours	6/07
Escrow Scene Investigation . . . . .	3.0 credit hours	02/15	Explaining Market Value . . . . .	2 credit hours	2/07
Fall Real Estate Conference 2014 . . . . .	7.0 credit hours	10/14	When Are You An Agent? . . . . .	3 credit hours	10/08
Liability Issues for Litigation and Non-Lending Appraisal Assignments . . . . .	3.0 credit hours	08/14	Legal Update . . . . .	3 credit hours	3/06
Getting the Most Out of a "Green" Appraisal . . . . .	3.5 credit hours	08/14	High Value Homes- Part 2 . . . . .	4 credit hours	10/06
Update of the UCDP and UAD . . . . .	2.5 credit hours	08/14	Appraising Waterfront Homes(OREA) . . . . .	7 credit hours	8/06
13 Legislative Actions . . . . .	.5 credit hours	08/14	Appraisal Today(OREA) . . . . .	7 credit hours	8/06
Appraiser Liability Issues . . . . .	2 credit hours	08/14	Appraisal Today(OREA) . . . . .	7 credit hours	8/06
USPAP Changes 2014/2015 . . . . .	1 credit hour	08/14	Mortgage Fraud and Appraisers(OREA) . . . . .	7 credit hours	8/06
Business Practices & Ethics . . . . .	5 credit hours	07/13	Foreclosure Rescue Scams(KCBA) . . . . .	6.5 credit hours	7/06
Appraisal Curriculum Overview . . . . .	7 credit hours	07/13	Subdivision Analysis . . . . .	4 credit hours	6/06
Current Issues in WA Real Estate . . . . .	3 credit hours	07/13	What is A Backyard Worth. . . . .	7 credit hours	4/06
Washington Real Estate Transitions . . . . .	3 credit hours	07/13	Hypothetical Cond. & Extraordinary Assump. . . . .	2 credit hours	2/06
Foreclosure Fairness Mediation & Short Sales . . . . .	4 credit hours	06/13	National USPAP . . . . .	7 credit hours	12/05
Law and the Appraiser . . . . .	2 credit hours	05/13	Appraisal Commission . . . . .	3 credit hours	11/05
Government Loans . . . . .	3 credit hours	05/13	Proposed Trainee Regs . . . . .	6 credit hours	8/05
All Residential All Day . . . . .	7 credit hours	03/13	State Licensing Update . . . . .	.3 credit hours	8/05
Regression Analysis . . . . .	2 hours	09/12	Professional's Guide to URAR . . . . .	3.5 credit hours	7/05
USPAP Update 2012-2013 . . . . .	7 credit hours	09/12	Mathematical Modeling. . . . .	3.5 credit hours	7/05
18 <sup>th</sup> Annual Real Estate Conference . . . . .	7.5 credit hours	12/11	Battle in Seattle: Residential Hot Buttons. . . . .	3 credit hours	7/05
Red Flags . . . . .	4 credit hours	11/11	Beat The Clock . . . . .	3 credit hours	7/05
RESPA Reform . . . . .	3 credit hours	10/11	Appraising Ultra High End.Homes . . . . .	3 credit hours	7/05
Distressed Properties . . . . .	3 credit hours	10/11	New appraisal Forms . . . . .	3 credit hours	7/05
ACOW Summit XIII Presenter of class ~ The Art of Appraisal Adjustments . . . . .	3 credit hrs	08/11	Hot Topics . . . . .	3 credit hours	7/05
USPAP & Fannie Mae Compliance Issues . . . . .	2 credit hours	08/11	Math Modeling . . . . .	3 credit hours	7/05
Medley of Appraisal Issues . . . . .	3 credit hours	08/11	Appraising The Tough Ones (AI) . . . . .	3 credit hours	5/05
The Dirty Dozen . . . . .	3 credit hours	7/11	Mortgage Fraud Case Studies . . . . .	6 credit hours	2/05
7 Hour National USPAP . . . . .	7 credit hours	11/10	Real Estate Agent Ethics . . . . .	3.5 credit hours	12/04
ACOW Summit XII, Day 1 . . . . .	6 credit hours	8/10	Appraisers' Toolbox and Technology . . . . .	4 credit hours	11/04
ACOW Summit XII Day 2 . . . . .	6 credit hours	8/10	If Only the Appraiser Had Said No . . . . .	3 credit hours	8/04
2009 Fall Real Estate Conference by AI . . . . .	7 credit hours	12/09	Fannie Mae Forms Workshop . . . . .	3 credit hours	8/04
2008-2009 National USPAP Update . . . . .	7 credit hours	11/09	Analyzing Small Income Investment Properties . . . . .	3 credit hours	6/04
Title & Escrow Fundamentals . . . . .	3 credit hours	7/09	They Got Caught (Pro Directions) . . . . .	3 credit hours	5/04
Appraiser Commission . . . . .	3 credit hours	5/09	Understanding Credit Scoring (Chicago Title) . . . . .	3 credit hours	5/04
USPAP 7 Hr Update and Business Practice Ethics . . . . .	7 credit hours	10/08	Data Sources for Real Estate (AI) . . . . .	2 credit hours	5/04
Attacking/ Defending and Appraisals in Litigation . . . . .	6 credit hours	9/08	Basic Income Capitalization (310)(AI) . . . . .	30 credit hours	2/04
			What's Legally Permissible? (AI) . . . . .	2 credit hours	2/04
			New Const. and Lien Issues (Chicago Title) . . . . .	3 credit hours	11/03
			Short Sales (First AM) . . . . .	4 credit hours	10/03
			Uniform Standards of Professional Practice (AI) . . . . .	7 credit hours	10/03
			Real Estate Financing/Land Use Planning (AI) . . . . .	2 credit hours	10/03
			(MLS)Locator Computer Sys. (WAR) . . . . .	3.5 credit hours	10/03
			Lender Pressure (AI) . . . . .	3 credit hours	8/03

Appraisal Landmines (AI) . . . . .	7 credit hours	8/03
Washington State Appraisal Issues (AI) . . . . .	2 credit hours	5/03
Revisions to Real Estate Forms (WAR) . . . . .	7 credit hours	2/03
Real Estate Outlook (AI) . . . . .	2 credit hours	2/03
What's my back yard worth? (AI) . . . . .	7 credit hours	1/03
Business Market (AI) . . . . .	2 credit hours	1/03
Understanding Mold Claims and Managing Risk . . . . .	2 credit hours	9/02
Fannie Mae, Appraisal Issues and D.T.U. . . . .	2 credit hours	6/02
Master Planned Community Development (AI) . . . . .	2 credit hours	4/02
Easements and Their Affect on Value (AI) . . . . .	4 credit hours	11/01
Partial Interest Valuation - Undivided (AI) . . . . .	7 credit hours	10/01
Technology - the New Paradigm (AI) . . . . .	4 credit hours	10/01
Making Money with Today's Technology (Realtors) . . . . .	3 credit hours	10/01
Price Sells Property (Pro Directions) . . . . .	3 credit hours	7/01
Keep Your License (Pro Directions) . . . . .	7.5 credit hours	7/01
Puget Sound Residential Real Estate (AI) . . . . .	2 credit hours	6/01
Uniform Standards of Professional Practice (AI) . . . . .	8 credit hours	5/01
Waterfront titles in Washington . . . . .	3 credit hours	10/01
AIRD - Residential Database . . . . .	2 credit hours	11/00
Case Studies Residential Highest and Best use . . . . .	7 credit hours	9/00
Washington Real Estate Practices . . . . .	30 credit hours	2/00
Appraising of Unusual Residential Properties . . . . .	2 credit hours	1/00
Automated Valuation Models . . . . .	7 credit hours	5/99
Loss Prevention Program for RE Appraisers . . . . .	4 credit hours	10/99
The FHA and the Appraisal Process . . . . .	7 credit hours	9/99
Growth Management Act . . . . .	2 credit hours	4/99
Appraising Waterfront properties . . . . .	2 credit hours	2/99
FNMA Requirements for Desktop Underwriting . . . . .	4 credit hours	11/98
Appraising complex properties . . . . .	4 credit hours	11/98
Standards of Appraisal Practice . . . . .	7 credit hours	9/98
Appraising High-Value and Historic Homes . . . . .	7 credit hours	4/98
Growth Management . . . . .	5 credit hours	7/97
Alternative Residential reporting forms . . . . .	7 credit hours	2/97
Advanced Writing Skills . . . . .	7 credit hours	5/96
Legal Liabilities . . . . .	4 credit hours	1/96
Real Estate instructor training course, . . . . .	15 credit hours	11/95
The Fundamentals of Relocation Appraisals . . . . .	7 credit hours	10/95
Collateral Assessment Training . . . . .	7 credit hours	8/95
Appraising FHA Properties (HUD) . . . . .	8 credit hours	11/94
Understanding Limited Appraisals & Report Opt . . . . .	7 credit hours	7/94
Appraisal Review - Residential Properties . . . . .	7 credit hours	5/94
Real Estate Law (MYKUT) . . . . .	30 credit hours	10/93
FIRREA/New URAR Seminar (AIREA) . . . . .	7 credit hours	10/93
Appraisal Review Symposium (AIREA) . . . . .	4 credit hours	10/92
U.S.P.A.P (Bellevue Community College) . . . . .	15 credit hours	4/91
FIRREA/FNMA Requirements (AIREA) . . . . .	7 credit hours	3/91
Residential Valuation (AIREA) . . . . .	39 credit hours	10/90
FIRREA Seminar (Office of Thrift Supervision) . . . . .	4 credit hours	9/90
Real Estate Appraisal Principles (AIREA) . . . . .	39 credit hours	2/89
Standards of Professional Practice (AIREA) . . . . .	24 credit hours	4/88
Real Estate Contract Law (Board of Realtors) . . . . .	8 credit hours	1982
Real Estate Financing . . . . .	7 credit hours	1982
Real Estate Finance & Law . . . . .	8 credit hours	1980

**Additional Appraisal Seminars:**

Mortgage Brokers Practices Act (Participated in creating the law)1994	
Washington Mutual Appraisal Requirements . . . . .	1991
FNMA Requirements Seminar (AIREA) . . . . .	1990
Real Estate Values in King County (AIREA) . . . . .	1989
FNMA/FHLMC Requirements Seminar (FHLBB) . . . . .	1987

**Legal Supplement**  
for  
Richard Hagar, SRA  
Expert Witness and Case Consultant

On a regular basis I provide appraisals and appraisal services to various legal firms throughout the Puget Sound Area. I've been qualified as an Expert Witness, Superior Court, in Washington and Colorado and licensed/ hired by the State of Montana for issues relating to property tax hearings. I have provided assistance to clients appearing before Washington's Supreme Court. I'm one of the senior Real Estate Appraisers in the State of Washington, holding the SRA designation with the Appraisal Institute, and a licensed Real Estate Agent. I have created and taught classes to appraisers, agents, banks, mortgage brokers, law enforcement, prosecuting attorneys, consumers and helped write and implement the laws that govern the mortgage industry.

Some of the areas largest law firms hire me to provide assistance for depositions, appraisal review, strategy planning and trial preparation. I've lived through hours of depositions, countless times on the witness stand.

The question you should ask: Do you want someone like me on your side of the room, or theirs?

**Summary of Qualifications / Legal/Appraisal:**

- Expert witness, Superior Court for the States of Washington and Colorado.
- Licensed in Montana (2015 ) to appear and defend the State in Tax Court.
- Provider of expert witness testimony instruction and case study for University of Washington law students.
- Provider of appraisals, concerning complex properties, lending purposes, court testimony and insurance companies.
- SRA review appraiser (past) for the Appraisal Institute.
- Regional Member (past), Ethics & Counseling Panel for the Appraisal Institute.
- Testified before Washington State's Senate and House concerning appraisal, and the mortgage industry 1992-97.
- Advisory panel, State of Washington Mortgage Broker's Commission, 1992-1994.
- One of the authors of Washington State's Mortgage Broker's Protection Act. (RCW 19.146)
- Personally involved with legal actions and lawsuits against Government Agency's regarding The Shore Line Management Act, Building Codes, Code Interpretations, Stop Work Orders, and Private Property Rights (Constitutional).
- Lobbied Government Agency's concerning the field of Property Rights, appraisal and Bonding requirements for Sub-Contractors and Third Party Providers of services.
- Created and teach classes on Real Estate Fraud. My guest speakers are Washington's Assistant Attorney General (ATG), US District Attorney, and head of investigations for the Department of Financial Institutions.





### **Bank Compliance, Appraisals and AMCs:**

*The Hagar Institute* offers a comprehensive curriculum of classroom, Webinar and self-tutoring materials designed to meet the specific needs of your organization. Specific areas explored include:

- 1) Compliance
- 2) Fraud
- 3) Third Party Providers/AMC's
- 4) Inter-agency Guidelines
- 5) Policies and Procedures
- 6) Appraiser Independence & Review

Currently offered are approximately 14 class modules designed to train and improve the knowledge and quality of your associates. *The Hagar Institute* scope of capabilities is both national and regional-multi-site with the ability to meet your specific needs.

### **Help For Your Institution:**

If your institution has any of the following questions or issues, Mr. Hagar can help:

- Who Can Perform Appraisal Reviews? Do they have to be certified?
- What are bank auditors and regulators looking for?
- Internal appraisal division or external AMC - What are other lenders experiencing?
- Which new AMC laws and regulations will impact my institution?
- Is your institution experiencing appraisal and/or AMC compliance issues?
- Mandatory reporting of USPAP violations - When and where do we report?
- Appraiser Independence - Compliance issues and solutions.
- Dodd/Frank Acts' additional legal burdens on lenders.

Additionally, our understanding of the "Policies and Procedures" lenders must deploy when dealing with appraisals, evaluations and AMCs are incorporated into all specific discussion areas.

### **A strong working knowledge of:**

- The Interagency Appraisal and Evaluation Guidelines
- Management Considerations Regarding Third-Party Relationships (AMCs);
- Fannie Mae/Freddie Mac Appraisal Requirements;
- Appraiser Independence Requirements (AIR);
- Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA);
- Housing & Economic Recover Act of 2008 (SAFE Act);
- Fraud Enforcement and Recovery Act of 2009';
- TITLE XIV—Mortgage Reform and Anti-Predatory Lending Act - The "Dodd/Frank Act"...all 2,319 pages.

Our focus is applied to three primary compliance areas - Real estate and mortgage fraud, appraisal requirements including appraiser independence and third-party interactions.

## **Lender Training Modules:**

Tailored in house training related to specific relevant issues facing the industry and your organization.

1. Identifying and Preventing Real Estate & Mortgage Loan Fraud
2. Mortgage Loan Scams - When Real Estate Isn't "Real"
3. Understanding the Loan Modification and the Foreclosure "Rescue" Business
4. Interagency Appraisal and Evaluation Guidelines
5. Appraisals and AMCs. The Dodd-Frank Act Created a New Compliance Reality
6. Compliance Regarding Appraisals, AMCs and Third-Party Providers
7. Understanding Appraisal Management Companies
8. Appraisals: What You Need to Know NOW
9. Fannie Mae and Freddie Mac's Appraisal Requirements
10. Understanding Commercial Real Estate Appraisals
11. Appraisal Review - Saving Time and Cost
12. Appraisal Review - The Legal Requirements
13. Lawsuits and Banks:
  - The FDIC is Upset,
  - Consumers Are CRAZY And,
  - Fannie Mae Needs MONEY
14. Compensation. New Federal Regulations Impact LO Compensation

## **Legislation/Regulation**

*The Hagar Institute's* has knowledge of these compliance issues and laws due to our involvement with creating the laws and regulations noted below.

- Helped write the draft version of the Federal **Secure and Fair Enforcement for Mortgage Licensing Act** (SAFE ACT). (12 USC/Chapter 51);
- One of the authors of Washington State's **Mortgage Brokerage Practices Act**. (RCW 19.140);
- One of the authors of Washington State's **Appraisal Management Company Registration and Regulation Act**. (RCW 18.310) Versions were adapted in 4 additional states. Sections were incorporated into federal laws;
- Testified before Washington State's Senate and House concerning appraisal, AMC and, the mortgage industry 1992, 94, 97, 2005, 08, 10;
- Advisory panel, State of Washington Mortgage Broker's Commission, 1992-1994 and 2004;
- Advisory panel, State of Washington Appraisal Commission, 2008-2012;
- AMC Commission (tasked with writing AMC laws and regulations) 2009-2011.

**Instruction - Live** - to the following associations and agencies:

- Federal Deposit Insurance Corporation (FDIC);
- Office of the Comptroller of the Currency (OCC);
- National Association State Credit Union Supervisors (NASCUS);
- National Credit Union Administration (NCUA);
- Credit Union National Association (CUNA);
- Association of Credit Union Internal Auditors (ACUIA);
- Association of Credit Union Internal Auditors (ACUIA);
- Department of Financial Institutions (AZ, WA, OR, IN, NC, FL, NY);
- Office of the Attorney General (AZ, OR, WA, IN);
- American Association of Residential Mortgage Regulators (AARMR);
- Association of Appraiser Regulatory Officials (AARO).

*(Exclusive of training for state and federal law enforcement and prosecutorial agencies)*

**Instruction - Web:** In **addition** to the above live or in office training, *The Hagar Institute* has provided web based training to the following attendees:

- Governance and compliance officers working for more than 300 lenders;
- Federal banks, state and community banks, credit unions and private lenders
- Individuals working within every major federal banking agency including the Department of the Treasury, Office of the Comptroller of the Currency, Federal Deposit Insurance Corporation;
- Credit union supervisors, managers and auditors.

**Additional Bank Compliance and Regulatory Training Written by Richard Hagar SRA:**

Bank Secrecy Act and Suspicious Activities Reports (BSA/AML/SARs)

- Introduction to AML and BSA;
- What Policies and Procedures You Must Implement;
- Recognizing Frauds and Money Laundering;

Appraisal Related

- Appraisal Process - New Requirements / HVCC for banks;
- Appraisals and AMCs - The Dodd-Frank Act Creates a New Compliance Reality;
- Appraiser Independence and Mandatory Reporting;

Loan Originator - Licensing and Registration

- Get Ready for the Implementation of the SAFE Act;
- SAFE Act Required Policies and Procedures;
- SAFE Act Implementation Issues;
- Appraisals: New rules, new forms, new procedures;
- Required Licensing or Registration of Loan Originators;

Loan Fraud

- How One Loan Originator Destroyed A Regional Bank;
- Problems with Double Escrow;
- Funds To Non-Related Third-Parties;
- Fraud - The Escrow Company's Involvement;



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#### National Speaker - Author - Lecturer - Educator

Mr. Hagar is considered by insiders to be a nationally recognized authority on all issues related to compliance and legislation relevant to real estate appraisals, lending, mortgage fraud and recent federal and state legal changes impacting the entire industry. As the author of 4 books, with the Reference Guide to Appraisal Review being the most recently published, Mr. Hagar frequently provides articles in nationally syndicated newspapers such as the Wall Street Journal and The Seattle PI, as well as in industry specific journals such as WorkingRE and AMLA. In addition to being a Webinar and class room instructor, he also hosts a monthly show on KPLU/NPR radio, as well as designing and authoring classes specifically tailored to the needs of lenders, appraisers, governmental regulators and law enforcement agencies. **Certified Distance Education Instructor (IDECC)**

#### Author and Instructor of the following:

##### Classes/Training

##### Bank Compliance, Credit Unions and Mortgage Brokers:

- Introduction To The **Bank Secrecy Act** and Anti Money Laundering (AML/BSA) - What's a SAR?
- Recognizing Frauds, Money Laundering And The Reporting of SARs
- The Prosecutor and Investigators Guide To Real Estate and Mortgage Fraud
- How One Loan Originator Destroyed A Bank
- What Policies And Procedures Mortgage Brokers Must Implement
- How to Identify and Prevent Real Estate and Mortgage Fraud
- Organized Crime's Involvement with Real Estate Fraud
- Real Estate Fraud - The Documents
- Real Estate Appraisers Involvement with Mortgage Fraud
- Foreclosure "Rescue" and Short-Sales

##### Appraisal classes (Partial List)

- The Art of Determining Appraisal Adjustments
- Rejected Appraisals - Explanation of Fannie Mae's New Automated "Review" Program
- Appraiser Independence & Mandatory Reporting of USPAP Violations
- The Cost Approach, Why It's Important
- Land Value - How To Find Hidden "Sales" & Data
- Analyzing Purchase and Sale Agreements
- Uniform Appraisal Dataset and The Required New Language of Appraising
- Uniform Appraisal Dataset ~ The Detailed Explanation
- New Laws Impacting Appraisers and the Use of AMC's Appraisal Management Companies ~ Laws, Issues And Solutions
- Top 20 Questions Asked of Appraisers And How To Answer
- Valuing High End Properties
- Defining Market Value and How to Adjust For Concessions

- Appraising Ultra High End Homes
- Lender Pressure / Fraud
- What's My Backyard Worth?
- Real Estate Investment
- Fixer Uppers & Rehab
- Tools for Investors
- Real Estate Appraisal -Introduction
- Real Estate Appraisal - Advanced Feasibility Studies
- Appraisal of Small Income Residential Property
- Appraisal of Unusual Residential Properties
- Waterfront properties - Special Appraising Techniques
- Examining the Expert Witness (UW law school)

##### Real Estate classes:

- Real Estate Investment
- Appraisal of Small Income Residential Property
- Real Estate Appraisal
- How to Identify and Prevent Real Estate and Mortgage Fraud
- The Impact of Real Estate Fraud
- Issues with Foreclosures and Short-Sales
- Appraisal of High End Properties
- Real Estate Appraisal for Agents
- Real Estate Appraisal for Mortgage Brokers
- Valuation of Waterfront Properties
- Appraising Unusual Residential Properties
- The Growth management Act
- Top 20 Questions Asked of Appraisers And How to Answer
- Defining Market Value & How To Adjust for Concessions
- Use of Computers and other Technologies
- Lender Pressure
- Appraising High End Homes
- Fixer Uppers and Rehab.
- Tools for Investors
- Home Improvement & Fixer-Uppers
- Investment Tools & Resources
- Where Real Estate Prices are Headed
- Issues with Mortgage Elimination & Foreclosures

## **Other:**

Instructor-Faculty: North Seattle Community College ( NSCC)

2001- Present: Classes taught at NSCC:

- Res 183 Basic Appraisal Procedures
  - Res 184 Residential Market Analysis
  - Res 187 Residential Report Writing
  - Res 106 Real Estate Fraud
  - Res 107 Foreclosure Rescue and Short Sale Scams
  - Res 210 Investment
  - Res 240 Real Estate Economics
- 

## **Books**

### **Top Questions Lenders Ask Appraisers (And How The Should Be Answered)**

Richard Hagar - 2015

The 50 questions clients and lenders ask appraisers along with the correct answers that the appraiser should supply. (Lender and appraiser versions)

### **Reference Guide To Appraisal Review**

Richard Hagar – 2014

The laws, codes, interagency guidelines and Fannie Mae Requirements of Appraisal Review.

### **The Investigators Guide to Real Estate and Mortgage Fraud**

Asked by various law enforcement agencies to write / publish a manual for Bank Regulators, Prosecutors, Police and Government Agencies (this book is not available to the general public). The book included specific State and Federal laws, time lines and indictments., and how to effectively prosecute.

### **Real Estate & Mortgage Fraud**

Richard Hagar & John Woods – 2006

### **8 Steps Towards Real Estate Wealth**

Richard Hagar – 2005 / 2008

30 Week Instruction Manual for College  
Sold through Barnes and Noble Bookstores

### **Real Estate Advisor**

Richard Hagar - 1997

Over 200 articles on various aspects of owning & operating real estate including:

- The Highs and Lows of Being a Landlord,
  - First Time Home-Buyers Guide
  - Time Shares, The Real Story,
  - What Makes a Good Real Estate Agent & How to Select One,
  - All About Lenders and How to Borrow Money.
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## **Magazine & News Articles**

More than 15 articles have been written for numerous national publications including:

- Working RE (real estate agent and appraiser)
  - Valuation (real estate appraiser)
  - Regulatory Crier (NASCUS)
  - Seattle PI (general public)
  - The Advocate (lender and mortgage brokers)
- 

## **Co Author - Laws**

- Washington Mortgage Brokers Practices Act (RCW.19.146)
- Federal SAFE ACT
- Foreclosure and Distressed Home Owners Act (RCW 59.18)
- Multiple States: Licensing of Appraisal Management Companies (Washington - RCW 18.235).

**“In the Media” ~ Supplement to the resume of  
RICHARD J. HAGAR, SRA**

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Mercer Island, WA 98040  
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National Speaker - Author - Lecturer - Educator

**Webinars created for National Magazine:**

**Working Real Estate 2011 to Present**

- March 2016 - 2 part web series: Complex and Unusual Properties
- February 2016 - 2 part web series: Appraisal Adjustments and Solving Common Problems
- January 2016 - 2 part web series: Keeping off Fannie Mae’s New Appraiser Black List
- Identifying & Correcting Persistent Appraisal Failures
- November 2015: Solving Common Adjustment Problems
- Land Value and The Cost Approach
- March 2015: How to Support and Prove Your Adjustments
- February 2015: Keeping Off Fannie Mae’s New Appraiser “Black List”
- February 2015: Fannie Mae’s AQM, Understanding Quality and Condition Ratings
- January 2015: Top 5 Questions Asked of Appraisers and How to Answer

**Prior to 2014:**

- Defining Market Value and How to Adjust for Concessions
- Appraiser Liability and Independence - How to Protect Yourself
- Fannie Mae’s AQM and How To Stay Out of Trouble
- Appraisal Review & The Law
- Surviving AMCs: Get Paid & Protect Yourself
- 3 Part Series - How To Limit Liability, Maintain Independence & Fight Influence
- Appraisal Review & The Law
- Top 5 Questions Asked of Appraisers And How to Answer
- 1,000 Appraisals A Year: Realities of Appraiser Liability

**NPR ~ KUOW 94.9 - Richard Hagar**

- 01/13 Recovery Of The Housing Market? Your Housing Questions Answered
- 09/11 Your Housing Questions Answered
- 05/11 The Housing Market & You
- 02/11 Is it Ethical to Walk Away From a Mortgage?
- 10/10 Facing Foreclosure? How to Fight
- 09/10 Forestalling Foreclosure
- 05/10 The Housing Market
- 04/10 Foreclosures, The Housing Market & You
- 01/10 Foreclosures & You

- 07/09 Navigating the Current Housing Market
- 06/09 Shore Sales, Foreclosures & First Time Home Buyers
- 10/08 Buying or Selling A Home?
- 07/08 Real Estate & Mortgage Fraud
- 01/08 Foreclosures, Fraud

**KPLU 88.5 Richard Hagar and John Maynard ~ Monthly: “Street Cents”**

- 10/13 Property \$\$: Computers Versus The Human Eye
- 09/13 New Apartments Filling Up While Retail Space Below Sits Empty
- 08/13 Buying A Historical Landmark
- 07/13 Seattle’s Hot Housing Market Says “ Buy Don’t Rent”
- 06/13 Money For Thin Air: Selling Your Home’s Air Rights
- 05/13 Better To Talk More And Text Less When Buying A Home
- 04/13 Foreclosed Houses At Higher Risk of Meth Contamination
- 03/13 Are You Living On A Garbage Dump?
- 02/13 Seattle Property Values: Catching Up with San Francisco?
- 01/13 High Tides And Storms Risky for Waterfront Property
- 12/12 Fewer Parking Spaces in Seattle
- 11/12 Full Disclosure or Risk a Lawsuit
- 08/12 Population Growth & Housing in Seattle
- 06/12 It’s not an Apartment or a Condo, It’s a Co-op!
- 05/12 Bank Loans hard to get for Fire Stations & Churches
- 03/12 Real Estate Commissions Aren’t Set in Stone
- 02/12 Rough Time Refinancing? Try Again
- 01/12 Not all Condos are Buildings in the Investment World
- 12/11 For Some, Adjustable Rate Mortgages Make Sense
- 11/11 Banks Give Money For Keeping A Foreclosed House Looking Good
- 09/11 New Home Sales: Great Deals in Center of Our State or at the End of A Runway
- 08/11 Aurora Motels - Entering a Time of Change
- 05/11 Bad Traffic and Future Congestion Could Sabotage Home Sales
- 04/11 Relief for Strapped Borrowers: “Foreclosure Fairness” Is Now Law
- 04/11 How High and Low Can You Go

03/11 Walking Away From A Mortgage  
02/11 Seattle Area Foreclosures Surpass National  
Average  
12/10 Wrongful Foreclosures

**Radio Shows:**

- Monthly on KPLU/Seattle, Title of Show:  
*“Street Cents”*
- Quarterly on NPR/KUOW