



Appraisal Institute of Canada

Nova Scotia

Hiring a Real Estate Appraiser: *We Add Value*

One of the largest single investments you will make in your lifetime is the purchase of land, a house, or a commercial property. When you make this purchase, there are many parties involved – the vendor, the real estate agent, the bank, the municipality, the lawyers... and you. Everyone has a vested interest in the transaction. When you consider the changing nature of property values and market trends, you may wonder if there is anyone involved in the process looking out for you. A real estate appraiser is an advocate who ensures that your interests do come first.

Real estate appraisers are educated professionals and experts who will provide you with an unbiased and accurate valuation of any real estate. It is a little known fact that CMHC insured mortgages do not typically have an appraisal prepared. That is all the more reason for you to hire someone who will give you the professional insight you need to make an informed decision.

That is when a real estate appraiser can provide an expert, unbiased opinion on:

- the current value of property being bought or sold
- the future value of property being built
- the value for mortgage or lending purposes
- the value of property involved in a legal dispute
- the verification of damage claims for insurance purposes
- a consultation on property tax assessments, capital gains and other valuation issues
- determination of a property's value during an expropriation process.

A member of the Appraisal Institute of Canada – Nova Scotia (AIC-NS) will ensure your best interests are represented. Real estate appraisers work for only one person: you. It's their job to determine the market value of real estate so you know the true value of what you are buying or selling.

The Benefits of an Independent Appraisal

Members of AIC-NS have the education, experience and training they apply to complete your assignment. As a result, appraisers are current with changes in market trends and laws affecting real estate values. By combining their knowledge and expertise with a thorough investigation of the property, a real estate appraiser will give you a professional opinion that you can trust.

Knowledge is your greatest bargaining tool when buying real estate. You want to be sure you pay a fair price and are assured your potential purchase has a fairly negotiated value. Prudent purchasers should place the following condition clause into their Purchase Agreement:

"Subject to a full appraisal being performed and meeting or exceeding the agreed offer" .

When you hire a member of AIC-NS to conduct an appraisal on your behalf, you are hiring:

- someone who will provide an unbiased opinion of value
- someone who has the education and training required to support their value estimates
- someone who adheres to a Code of Ethics and professional standards
- someone who can tell you what the real value of buying real estate SHOULD be

Before you sign on the dotted line, insist on having a member of AIC-NS involved in your decision.

We're on your side!

Who we are:

CRA (Canadian Residential Appraiser) is qualified in the appraisal and valuation of individual, undeveloped residential dwelling sites and dwellings containing not more than four self-contained housing units.

AACI, P. App (Accredited Appraiser, Canadian Institute; Professional Appraiser) is qualified to perform appraisals on a wide range of real property – commercial, agricultural, industrial, institutional, and investment.

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