



AI & Home Appraisals

New appraisal rules are changing how your home is valued — **effective November 2026**. This is one of the most significant shifts in home evaluation in decades, and sellers need to be ready.

Why This Matters to You

If you're planning to sell in the next **12-24 months**, this change will directly impact you across every stage of the transaction.

Appraised Value

New AI-driven standards will assess your home more precisely – and less forgivingly.

Buyer Financing

Appraisal outcomes directly affect whether buyers can secure mortgage approval.

Closing Timeline

More documentation and inspections mean longer timelines to close.

Net Proceeds

Undocumented issues or deferred maintenance can reduce what you walk away with.

Who Controls Mortgage Standards?

Most buyers use mortgages — and roughly **75% of home loans** are tied to two government-sponsored enterprises (GSEs): **Fannie Mae** and **Freddie Mac**. Created by the U.S. government to keep mortgage money flowing and housing affordable, these entities buy loans from lenders, stabilize interest rates, and **set the rules for appraisals and lending standards**.

After the 2008 Financial Crisis, both were placed under oversight of the **Federal Housing Finance Agency (FHFA)** — a conservatorship still in effect today. Translation: **the government is deeply involved in how homes are valued and financed**.



What's Changing With Appraisals

EFFECTIVE NOVEMBER 2026

Through the **21st Century Road to Housing Act** and under FHFA direction, the appraisal process is being modernized and digitized via the new **UAD 3.6** standard.

1

Fully Digital, Data-Driven Reports

Appraisals standardized nationwide; all data enters a central database analyzed by computers and AI.

2

More Detailed Than Ever

Appraisers must document exact system conditions, component ages, defects, green features, safety features, and even internet connectivity.

3

Mandatory Photo Documentation

Everything must be photographed, categorized, and logged into a national system.

4

New Condition Rating System

Kitchens and bathrooms rated as fully updated, partially updated, or not updated – with required timelines (1–5, 5–10, or 10+ years).

5

Increased Appraiser Liability

Appraisers must now identify issues and recommend repairs or further inspections – never required before.



What This Means for Sellers

Homes With Issues Will Be Penalized Faster

Defects are flagged digitally. AI systems compare your home to others instantly. Missing information equals a lower valuation.

Longer Appraisal & Closing Timelines

More detailed inspections, more documentation, and an industry-wide learning curve mean you should expect longer closing timelines.

Your Equity Is More Exposed Than Before

Deferred maintenance, unknown system ages, or poor documentation can directly reduce your appraised value.

The Biggest Risk Most Sellers Won't See Coming

If You Don't Know...

- When updates were done
- What materials were used
- The condition of your systems

👉 The appraiser will **guess and document it** — and that becomes part of a **permanent data record**.

Why That's Dangerous

Under the new UAD 3.6 system, guesses become official data points stored in a national database. Those records can influence not just your appraisal, but future valuations of your home — and comparable sales in your neighborhood.

Sellers who are unprepared hand control of their home's story to an algorithm.

How We Get You Ahead of This

This is where we operate differently. Our approach is built around the new appraisal reality – before you ever list.



Pre-Listing Preparation

We identify appraisal risks, document upgrades properly, and prepare your home for AI-driven valuation before going to market.



Detailed Property Intelligence

We help you organize dates of improvements, materials used, system ages (roof, HVAC, etc.), and renovation scope – so the appraiser doesn't have to guess.



Strategic Repairs, No Upfront Cost

Through our exclusive **Curbio** program: no upfront costs, pay at closing, up to 1 year to sell, with vetted contractors – designed to protect and increase your equity.



Appraisal-Ready Listing Strategy

We position your home to meet new reporting standards, minimize risk flags, and support maximum value during underwriting.

The Bottom Line

This is not just an appraisal update. This is a **shift to a data-driven valuation system.**

✓ Sellers Who Prepare

Control their home's data narrative, protect their equity, and close faster with fewer surprises.

✗ Sellers Who Don't

Lose value without realizing why – penalized by an algorithm they never saw coming.

My Recommendation

If you are even **considering selling in the next 12-24 months**, the time to prepare is **now**. Waiting until you list is too late under this new system.

📄 **Let's walk through your property together and identify:**

- What will impact your value
- What needs to be addressed
- What can be improved without upfront cost

Reply to this message or schedule a time with me directly. The sellers who act early will win — and I'm here to make sure you're one of them.

