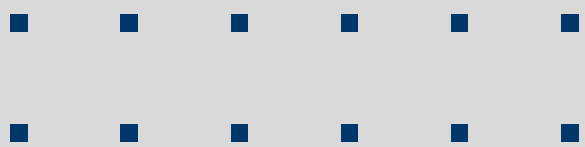
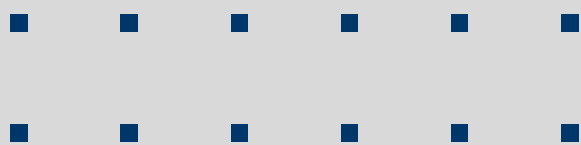


2023 NAMFS CONFERENCE



SCOPE TO DOLLARS

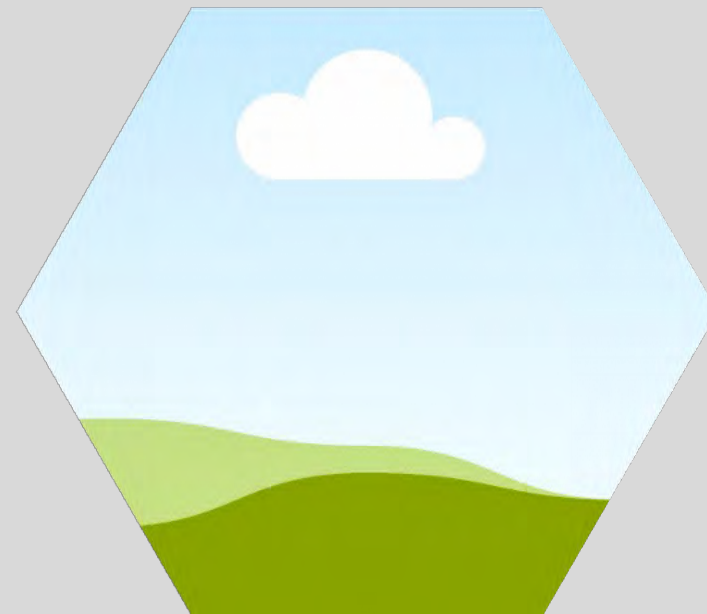


PRESENTERS



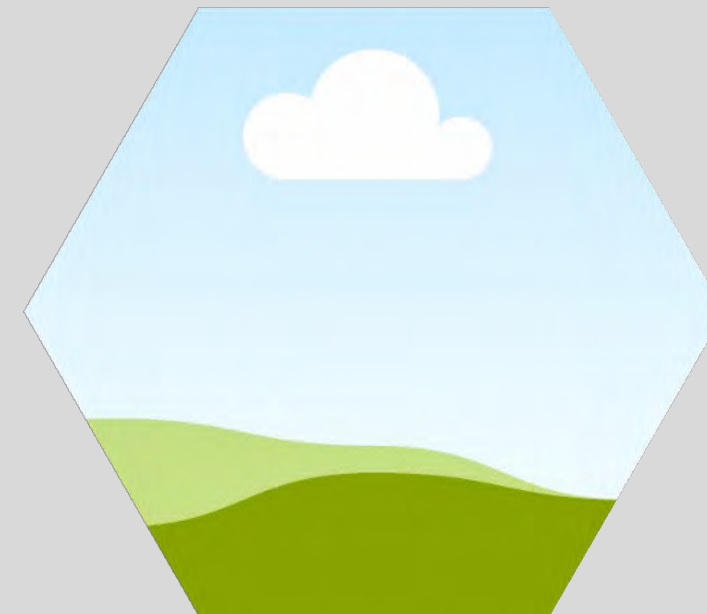
Johanna Granados

Verisk



Brandon Kirkham

JGM



Elsbeth Spransy

SingleSource
Property Solutions

KNOW THE GUIDELINES

All HUD Handbooks

https://www.hud.gov/program_offices/administration/hudclips/handbooks/hsg

Current HUD Handbook

<https://www.hud.gov/sites/dfiles/OCHCO/documents/4000.1hsg-011823.pdf>

https://www.hud.gov/program_offices/administration/hudclips/letters/mortgagee

<https://www.hud.gov/sites/documents/16-02ML.PDF>

<https://www.fanniemae.com/content/tool/property-preservation-matrix.pdf>

http://www.freddiemac.com/learn/pdfs/service/104sf_desk_reference.pdf (Chapter 5)

ADDITIONAL RESOURCES

<https://www.isncorp.com/hud-mcm/> (Newsletters)

<https://www.namfs.org/>

<https://www.namfs.org/academy/>



UTILIZE ALLOWABLES

- Not Optional
 - Allowables are designed for work to be completed at the **first point of service**
 - If an item cannot be done for the allowable, **document** the reasons in detail



OVER ALLOWABLE

- Sell it
 - Include a **cost estimator**
 - Include specific **ordinance** information
 - Provide clear, detailed **photos**, including measurements if applicable



BID TIPS

- Explain it
 - **Categorize**/group bids
 - Create **quick estimates** to reduce error rate
 - Include explanation of **why** the bid should be approved
 - Simply adding line items is not sufficient



ORDINANCES

- State

Is there a State-specific requirement?

- Local

Counties and Cities may have stricter standards
Is there an HOA requirement?



EXAMPLE ORDINANCE

- State

Defensible Space CAL FIRE

<https://www.fire.ca.gov/dspace>

- Local

San Diego County requires 50 feet of clearance in Zone 1. Check with your local fire department or fire protection district for defensible space or weed abatement requirements.

Links are available on the Cal Fire Website.



DAMAGES

- Include Process
 - Report the **cause** of damage
 - Outline what items need to be completed first or **together**
 - Include **permit** requirements

IDENTIFY THE SOURCE

- Source of Water/Moisture
 - Photograph and bid to treat/repair source (plumbing leak behind wall, roof, slab leak, etc.)
 - Rarely is humidity a source of discoloration
- Dimensions of affected area
- Local Code if applicable
 - Identify the regulation and the applicable section
- Based on investor:
 - Bid to remove damage
 - Bid to treat
 - Bid to repair (REO/Post Sale only)

3RD PARTY BIDS

- Provide an explanation as to why a third party is needed
 - State or local requirement?
 - Licensing required?
 - Reason why outside the scope of the preservation contractor

3RD PARTY BIDS

- Only when necessary
 - Lower approval rate
 - High return rate from clients/investors
- When to submit:
 - Local Code
 - Licensed Specialist Required
 - Structural
 - Client Requested
- Provide Code or other required information to support bid
- Asbestos and lead assessments not needed unless need to tear out for reasons other than age

CALL TO ACTION

We may not be as successful as an industry at protecting assets and communities as we should be

Working Groups:

Opportunity to reduce exceptions from the field

Bridging disconnect between market & current pricing

How do we measure progress?

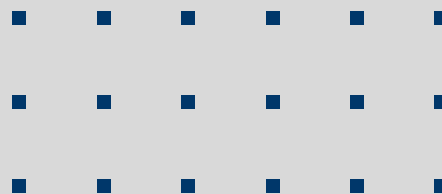
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THANK YOU



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