



FAIRWAY AMERICA

Title: **Appraiser/Property Inspector**
Classification: Full-Time, Exempt
Department: Credit & Underwriting
Reports to: Chief Credit Officer
Location: Portland, Oregon
Salary Range: \$50,000 - \$80,000 + Bonuses

HELP ME TAKE FAIRWAY AMERICA TO THE NEXT LEVEL!

"As President of Fairway America, I am looking for a talented and experienced individual to provide accurate, meaningful and timely property appraisals and valuations. The successful individual in this critical position will be a licensed certified general appraiser who can quickly evaluate a variety of property types, markets, market conditions and market trends. As a member of the Credit/underwriting team, the decisions you make and effectiveness you demonstrate will be a vital factor in our overall portfolio performance. As we significantly grow our portfolio during the next few years, this important position will have a big impact on the company's overall success."

Matt Burk, President/Chief Credit Officer

At Fairway America, we are committed to our core values **"ASPIRE"** to greatness!

Act with Integrity
Strive for Excellence
People First
Inspiring Goals and Visions
Results Matter
Empowering Each Other for Success

These values are alive at our company and we live them every day while pursuing our mission of *"facilitating the success, growth, expansion and achievements of viable small owner operated businesses and commercial real estate owners by providing timely and reliable secured financing"* and vision of *"building America's leading community of top independent commercial loan originators and being their wholesale lender of choice"*. If a deal is not worthwhile for everyone (our borrowers, investors, Correspondents/Affiliates, and Fairway) we'd rather not do it at all.

For the "A player" looking for something special and who can answer "yes" to all of the following questions, this is the opportunity for you.

- Are you able to develop accurate conclusions of market value (true selling price) based on a variety of not always readily obvious factors?
- Do you enjoy the challenge of researching, evaluating and supporting your conclusions of value?
- Are you analytical and detailed in your approach to work and life, and yet sensitive to timeliness?
- Are you comfortable and confident in your valuation skills and putting forth your opinion?
- Can you back up that opinion with solid research and data (even if imperfect)?

- Is it more important for others to respect you than to necessarily be your friend?
- Are you looking for a company that does not dictate a value but rather just wants to know what the property is really worth?
- Are you willing and able to pick up the phone and have dialog with market participants?
- Do you understand trends and factors that influence value of real estate, both now and into the future?
- Are you seeking an atmosphere of open and direct communication, clear and mutually established priorities and expectations, and a culture of accountability?
- Do you exceed people's expectations of you on a regular basis?
- Do you have a passion for excellence in your work?
- Do you enjoy being out in the field a good part of your day?

If you answered "yes" to these questions, we want to meet you!

Our Company

Fairway America is a successful Portland, Oregon based and privately funded commercial real estate lender. Through a simplified and streamlined process, Fairway America provides financing solutions for people who are unable or unwilling to get financed by more traditional lending sources. Every day, Fairway America helps borrowers solve difficult problems, meet pressing deadlines, or take advantage of excellent opportunities. While assisting these borrowers, we also enable our investors to earn above average returns they are unable to get elsewhere. Our conservative lending approach over the past decade, has enabled us to weather this financial storm and positioned us to take advantage of unprecedented market opportunities while helping people who are otherwise unable to secure financing.

The Position

The cornerstone of our underwriting philosophy is the underlying collateral. Fairway America is seeking an in-house appraiser/property inspector to be based in our Portland, Oregon office. This person will play a critical role in creating a sound portfolio through effective and accurate valuations.

Responsibilities

- Produce FIRREA and USPAP compliant appraisal reports and/or Collateral Property Valuation reports to include: Researching properties using county records and other available databases; Researching and compiling comparable data; Site inspections of property to determine condition, marketability and value of collateral for both new loans and loans in servicing portfolio; Physical inspection of neighborhood and comparable data.
- Review of appraisals and other 3rd party opinion's of value (both desk and field reviews).
- Provide written documentation for all valuation, review and inspection assignments.
- Complete written appraisal reports in various formats depending on the project.
- Make recommendations to Chief Credit Officer (CCO) and Senior Underwriter (UW) for approving or declining loans.
- Make recommendations to Servicing Department regarding portfolio collateral.
- Perform draw inspections.
- Develop and maintain comparable property and contact database.
- Interview real estate brokers, appraisers, buyers, sellers and other market participants to acquire and/or verify information concerning specific properties and/or sub market in which we lend.
- Provide timely verbal and written reports of findings and values.

Qualifications

At Fairway America, your values, abilities, and demonstrable track record of success are generally more important to us than direct experience. That being said, an ideal candidate would have most or all of the following:

- **MUST** be licensed as a Certified General Appraiser. MAI designation not mandatory but a plus.
- BA/BS in Real Estate, Economic, Finance or other related fields; or equivalent education and experience.
- Excellent real property valuation skills.
- 5 years + experience in real estate brokerage or appraisal (preferably commercial).
- Good knowledge of commercial real estate valuation and market trends, activities, etc.
- Ability to communicate effectively in person, in writing and over the phone.
- Ability to work and to think independently to address issues relating to real property valuation and make sound recommendations to Underwriter and Chief Credit Officer as they relate to collateral risk.
- Strong computer skills including specifically Word, Excel and Outlook with knowledge of Salesforce.com a plus. Will need to utilize company software to be able to write reports, gather on-line data, and to document your analysis, work product and conclusions.
- Ability to effectively manage multiple priorities and projects simultaneously.
- Good paperwork skills and attention to detail.
- Availability for overnight travel on short notice, usually no more than one night at a time.
- Demonstrable track record of success in prior positions.
- Exceptional work ethic and desire to succeed.

Benefits

Fairway America is committed to maintaining a motivated, positive work environment full of great people who share, demonstrate, and live our core values. Take pride in working for a company that lives its core values, vision and mission/purpose and continually provides tangible value and benefit to its employees, brokers, borrowers and investors. Our benefits include:

- Excellent base salary
- Attractive bonus program based on performance
- Medical & dental coverage
- Matching 401K plan
- Cafeteria plan (section 125 plan)
- Short term disability policy
- Company paid ongoing training and personal development
- Vacation, personal time off and company paid holidays
- Outstanding working environment
- Family friendly atmosphere and culture
- Working with other "A players" with a burning desire to win

Apply

If you feel you are an "A player", are up for our challenging, demanding, and rigorous hiring process, and would like to join a dynamic, growing company, please begin your application process by going to our career center at:

<http://fairwayamerica.com/jobopp01.php>

Phone calls are not accepted.