



## Appraisal Services

Certified Machinery & Equipment Appraisals (CMEA) under the NEBBI Institute, serving the Mid-Atlantic region since 2009.

### PREPARATION

The valuation process that is followed in the preparation of a Summary Appraisal Report is an orderly procedure for arriving at an estimate of value. By following this procedure, our appraisers begin with a preliminary study of the items to be appraised and define the basis from which the appraisal is to be made. A program is then initiated for the accumulation, analysis, and observation of data. The data called

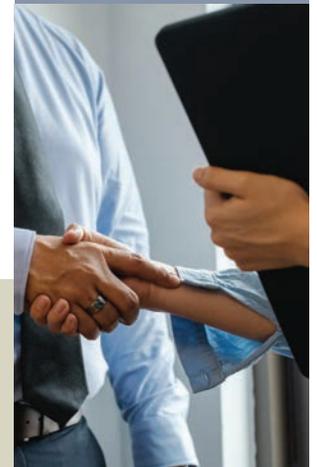


for in the preliminary study is then gathered, classified, and analyzed.

**TIMING:** Most appraisals are completed within 10 days of the site visit, depending on the size and complexity of the job.



↓  
PREPARATION,  
PROCESS  
AND  
PEACE OF MIND



## OVERVIEW & FACTS

### » What is a Certified Appraisal and Who Can Prepare Them?

A Certified Appraisal is a *Defensible Estimate of Value* performed by a certified professional Machinery & Equipment appraiser conducted under the rules of Standard 8-2(b) of the Code of Uniform Appraisal Standards. There are two recognized organizations that train and certify appraisers – NEBBI and the Association of Machinery & Equipment Appraisers

### » Why a Certified Appraisal?

The vast majority of organizations and/or individuals that have reason to value their assets need an appraisal that can be defensible in litigation and/or the party requesting the certified appraisal requires it per policy.

### » Who Uses Certified Appraisals?

- Banks
- CPA's
- Attorneys
- Business Sellers and Buyers



## PROCESS

To complete the valuation process, the appraiser integrates the information drawn from the site visit, market research and analysis of data and from the application of appraisal techniques to form a conclusion. This conclusion may be an estimate of value or a range in which the value may fall. An effective integration depends on an appraiser's skill, experience, and judgment.

**TIMING:** Most appraisals are completed within 10 days of the site visit, depending on the size and complexity of the job.

**Wiley & Associates** provides the following Certified Machinery & Equipment Appraisal services to facilitate a successful and accurate value:

### PROCESS OVERVIEW

Once an appraisal is requested the following steps are followed:

1. Engagement letter
2. Onsite visit
3. Take photographs of assets
4. Record all the information
5. Research economic and physical factors that affect the equipment and the industry
6. Determine price new, used, current market price
7. Establish Fair Market Value of Assets
8. Prepare the Summary Appraisal Report per Standard Rule 8-2 (b) of the Uniform Standards of Professional Appraisal Practices

### FINAL PRODUCT

The report is identified as a Summary Report that complies with the reporting requirements as defined under Standards Rule 8-2 (b) of the Uniform Standards of Professional Appraisal Practice (USPAP) for a Summary Appraisal Report. As such, it presents only summary discussions of the data, reasoning, and analyses that are used in the processes to develop the Appraiser's Opinion of Value.

### AREAS SERVED & CLIENT BASE

**Mid-Atlantic Region:** Maryland, Pennsylvania, Delaware, Virginia and New Jersey

**Banks:** Special Assets, Work Out, Loan Refinance

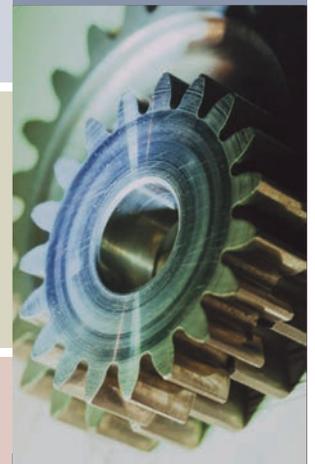
**Attorneys & CPA's:** Estate Settlements, Asset Valuation, Estate Planning, Change of Corporate Status

**Corporations:** Asset Valuation for Sale

### EXAMPLES OF MACHINERY & EQUIPMENT APPRAISED

- Construction
- Restaurants
- Distribution
- Steel Wire Products
- Machine Shops
- Manufacturing
- Bakery
- Printing
- Medical
- Gyms
- Auto Body
- Millwork

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## PEACE OF MIND

Our goal is to provide you with extraordinary service in the completion of your appraisal. We will adhere to our appraisal process, leading to a successful outcome and lastly and most importantly give you the peace of mind that this will be done with care, professionalism and with an attention to detail.

**Please contact us for a no-obligation discussion of your specific appraisal needs.**

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## CONFIDENTIALITY AND PRIVACY

As your appraiser, **Wiley & Associates** will maintain the conformity and privacy of customer information obtained in the course of this assignment in compliance with USPAP and Regulation Practices, Title V of Gramm, Leach, Bliley Financial Modernization Act. We do not sell information about our clients to others. We protect the security and confidential information about the client. We share information outside of our company only when necessary to administer products or services we provide when we have your permission, or when required or permitted by law.



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