ATLAS VALUATION & MORTGAGE SOLUTIONS • TECHNICAL PLAYBOOK

Appraising in Non-Disclosure Jurisdictions & Rural Complex Markets

How Regional Lenders, High-Net-Worth Private Bankers, and Credit Unions eliminate blind-comp rejections in non-disclosure states (TX, UT, ID, MT, NM, WY, KS, MO, MS, LA, AK) and defend acreage, outbuilding, and custom luxury valuations.

TARGET DECISION-MAKERS

Regional Lenders • High-Net-Worth Private Bankers • Credit Unions

EDITORIAL & TECHNICAL LEAD

Joseph Pravettone (Chief Appraiser) & Nicole Bookout (EVP, Appraisal Operations)

50 States + DC
FULL NATIONAL LICENSING
Active AMC credentials & vetted local MLS panels across all non-disclosure states

2× Verified
NON-DISCLOSURE COMP STANDARD
Primary MLS + agent/closing-statement verification where deeds omit prices

Zero Arbitrary
LAND-TO-VALUE CEILING
Market-derived site, acreage, view & outbuilding adjustments per GSE/investor rules

EXECUTIVE SUMMARY & CORE TAKEAWAYS

- In real estate non-disclosure states (including Texas, Utah, Idaho, Montana, New Mexico, Wyoming, Kansas, Missouri, Mississippi, Louisiana, and Alaska), county deeds do not record sale prices in public records—causing Automated Valuation Models (AVMs) and out-of-area appraisers to fail.
- High-net-worth luxury estates in resort enclaves (e.g., Jackson Hole, Park City, Big Sky, Santa Fe, Austin Hill Country, Coeur d'Alene) frequently transact off-market or via private LLC transfers, requiring deeply entrenched local appraisers with direct broker networks.
- Rural and agricultural-residential properties with excess vs. surplus land, equestrian improvements, accessory dwelling units (ADUs), or off-grid utilities routinely fail secondary market review when generalist appraisers apply mechanical adjustments.
- Atlas VMS maintains active AMC licenses across all 50 states + DC and pairs geographic competence mapping with Chief Appraiser review to deliver investor-proof rural, luxury, and non-disclosure valuations.

1 The Data Vacuum in Non-Disclosure States: Why AVMs & Out-of-Area Appraisers Fail

In the majority of U.S. states, real estate sale prices are recorded on public county warranty deeds. However, in Non-Disclosure Jurisdictions—including Texas, Utah, Idaho, Montana, New Mexico, Wyoming, Kansas, Missouri, Mississippi, Louisiana, and Alaska—state laws prohibit or restrict county clerks from recording actual transaction prices.

Consequently, public-record tax aggregators and AVMs rely on crude mortgage-amount guesstimates. Furthermore, in ultra-luxury resort markets (Jackson Hole, Park City, Big Sky, Santa Fe, Austin Hill Country), off-market pocket listings require local appraisers with multi-MLS memberships and direct broker relationships.

2 Double-Source Comparable Verification in Non-Disclosure Jurisdictions

Under USPAP Standards Rule 1-4 and GSE/investor guidelines, Atlas VMS enforces a strict Double-Source Comparable Verification Protocol in non-disclosure markets: (1) Primary Local MLS Board Membership, (2) Direct Transaction Participant Verification (listing/selling agent or closing settlement statement) for non-MLS sales, and (3) Financing & Concession Extraction.

VALUATION MATRIX: STANDARD COMMODITY AMC VS. ATLAS VMS NON-DISCLOSURE & RURAL PROTOCOL

MARKET CHALLENGE	COMMODITY NATIONAL AMC APPROACH	ATLAS VMS NON-DISCLOSURE & RURAL PROTOCOL
Non-Disclosure Comp Data	Out-of-county appraiser relies on tax-assessed values or estimated loan-to-value ratios	Local multi-MLS panelist + mandatory agent/HUD-1 verification on private transfers
Acreage & Land Analysis	Mechanical per-acre adjustment across 5 to 50 acres; conflates excess vs. surplus land	Site-utility brackets + explicit Highest & Best Use separation of excess vs. surplus land
Outbuildings, Barns & ADUs	Flat-dollar guesswork adjustments triggering CU/LCA and investor suspense	Paired-sales extraction or Marshall & Swift depreciated cost support for every structure
Luxury / Super-Jumbo ($3M+)	Broadcast to lowest-fee residential panelist; fails private bank credit review	Luxury-tier Certified Residential/General assignment + dual-appraisal coordination

3 Rural & Acreage Valuations: Excess vs. Surplus Land & Outbuildings

Fannie Mae and Freddie Mac long ago eliminated arbitrary 30% land-to-value ratios, yet rural loans still get suspended when appraisers confuse Excess Land (separately marketable parcel excluded from residential value) with Surplus Land (extra acreage valued via diminishing marginal return curves).

Atlas VMS requires extracted market contributory value (or depreciated cost support) for barns, workshops, and ADUs, plus explicit verification of private road maintenance agreements and well/septic distance tolerances.

4 High-Net-Worth Luxury Estates & Dual-Appraisal Coordination

For super-jumbo and private banking estates ($3M–$25M+), AIM-Port dispatches Certified General or luxury-designated Certified Residential specialists, supports custom narrative addenda explaining expanded distance/date parameters, and coordinates independent dual-appraisal workflows.

5-POINT NON-DISCLOSURE & RURAL COMPLEX COLLATERAL AUDIT CHECKLIST

- ✓ Confirm the assigned appraiser holds active primary membership in the exact local/regional MLS board covering the subject county.
- ✓ Require two-source verification (MLS record + participant/closing confirmation) on all high-value or non-MLS sales in non-disclosure states.
- ✓ Verify explicit Highest & Best Use commentary distinguishing non-separable Surplus Land from separately marketable Excess Land.
- ✓ Ensure rural utilities (well/septic clearances, off-grid solar) and private road maintenance agreements are documented with market comps.
- ✓ Include a custom narrative market-conditions addendum whenever comparable distance (> 5–15 miles) or sale recency (> 6–12 months) is expanded.

NEXT STEP • INSTITUTIONAL CONSULTATION

Contact Our Specialized Valuation Desk to Discuss Complex & Non-Disclosure Coverage

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