

# NH Chapter of the Appraisal Institute Newsletter

## DECEMBER CLASSES

### UAD Aftereffects: Efficiency vs. Obligations

December 5, 2013  
and

### 2014-2015 7-hour USPAP Update Class

December 6, 2013

Red Blazer Restaurant  
72 Manchester St.  
Concord, NH

SEE PAGE 3 FOR MORE  
INFORMATION!

\*\*\*\*\*

November 19 Seminar:

### APPRAISING SPECIAL PROPERTIES

2 hours of CE credit  
4 - 6 PM

followed by a short chapter  
meeting and social hour with  
free hors d'oeuvres  
\$35 Members or  
\$40 Non-members  
**Ichiban Steakhouse**  
**118 Manchester St,**  
**Concord, NH 03301**

## PRESIDENT'S MESSAGE

By **Brian White, MAI, SRA**  
White Appraisal, Dover, NH  
President, New Hampshire Chapter  
of the Appraisal Institute

In July of this year, I attended the Regional and Annual meetings of the Appraisal Institute (AI) in Indianapolis. This was my third such meeting representing the New Hampshire Chapter with the prior two meetings having been held in Las Vegas and San Diego. First, let me just say that Indianapolis is no Vegas or even San Diego for that matter. While there was a much lower level of out-of-meeting activity in Indy, there was some interesting information disseminated.

AI has turned things around over the past few years as it has operated in the black since 2011, after operating in the red for the four prior years.

Membership is up to 23,109 members, which is effectively the same as it was at a peak point in 2007. This can be compared to the national total of all appraisers, which is down from a high of 100,000 in 2007 to 82,000 in 2013.

AI's market share is up to 27% of all appraisers. AI is moving forward with the Candidate for Designation (C4D) program which has 4,800 candidates enrolled, 2,000 more than AI's forecasted goal of 2,800.



*Above: Rick Borges, MAI, SRA, 2013 President of the Appraisal Institute, presented Brian White, MAI, SRA with a Chapter Newsletter Award at the Annual Meeting in Indianapolis in July. See the next page for details of the award.*

AI will be offering a new review appraisal designation starting in 2014. This much needed program will increase the competency levels of many review appraisers, and inevitably bring more appraisers into the organization.

With so many candidates in the C4D program, the AI is working to offer more courses. The much needed Capstone Course is full for 2013 but there will be 9 locations in 2014 with the closest to us being in Newark, NJ.

The AI recognizes the fact that the residential member segment (30% of AI) of the organization could use additional support and attention.

*Continued on next page....*

## NH Chapter of the Appraisal Institute

### 2013 OFFICERS:

President,  
Brian W. White, MAI, SRA

Vice President  
Chet J. Rogers, MAI

Treasurer,  
Duane H. Cowall, MAI

Secretary,  
Karen D. Ryan

Past President,  
Mark Correnti, SRA

### 2013 DIRECTORS:

Paula J. Clemente, SRA

Vern J. Gardner, Jr.,  
MAI, SRA

Katrina V. Hill, SRA

Mark J. McCann, MAI

Wesley G. Reeks, MAI, RM

Scot D. Heath

Catherine J. Capron

Kristen A. Eldridge

### EXECUTIVE DIRECTOR:

Cynthia Rogers

## From Page 1: President's Message

They have formed several work groups to study ways to improve the numbers and advance this segment of the membership. With membership increasing in the C4D program and internationally, along with the anticipated increases from the review designation program, it is expected that the total membership numbers and overall health of the AI will continue to improve.

The AI terminated their sponsorship of the Appraisal Foundation (AF) when it was apparent that the AF was growing into areas that went beyond principals and procedures. The AF was charged with overseeing the principals and procedures for appraisals. The AF was charged with overseeing the principals and procedures for appraisals. They have morphed into an organization that oversees education and now offers education. In the future, they could become a membership organization offering designations. There are other sponsors of the AF that are not happy with the current direction of the organization.

We are required to hold a minimum of four chapter meetings each year. When we moved from the dinner/speaker format several years ago to the seminar/social format that we now have, we moved away from having true chapter meetings. Starting with the September meeting, we will modify our schedule to allow for a quick, casual chapter meeting as part of the social time. This will take place immediately before the C4D meeting time.

Last but not least, at the Indianapolis meeting, the New Hampshire Chapter was presented with a Chapter Newsletter Award for "outstanding newsletter content and presentation", in the small chapter category. There are about 25 "small" Appraisal Institute chapters, categorized by having less than 100 members. Kudos to our newsletter editor, Karen Ryan!

### NH Chapter the First Local Chapter to Offer "Appraising Condos, Co-ops and PUDs: Properties with Associations"



*Left: In May, Maureen Sweeney, SRA, taught the new condo seminar that she personally developed, at the Red Blazer Restaurant in Concord, in May. The seminar was well-received and Maureen, who is from Chicago, IL, is a lively and interesting instructor. It was her first, but hopefully not last, time teaching in NH!*

**DECEMBER CONTINUING EDUCATION**

Sign up now at [www.appraisalinstitute.org](http://www.appraisalinstitute.org)!

***UAD Aftereffects: Efficiency vs. Obligation***

*December 5, 2013*

*and*

***2014-2015 National USPAP 7-hour Update***

*December 6, 2013*

**Taught by Rich Heyn, SRA**

You ***must*** bring your own copy of the 2014-2015 USPAP to the 12/6/13 class; it can be purchased from the Appraisal Foundation in traditional book form, as a PDF, or as an eBook; go to [www.appraisalfoundation.org](http://www.appraisalfoundation.org) to order

Both classes will be at the Red Blazer Restaurant, 72 Manchester Street, Concord, NH  
***Registration includes a full lunch both days!***

**About the Instructor**



**Richard Heyn, SRA**, is co-owner of Heyn, Molitor-Gennrich, LLC, a Michigan company that specializes in the development and delivery of real property-related education in both classroom and webinar formats, and offers a variety of appraisal and consulting services that focus on quality control, regulatory compliance and development of custom appraisal reporting formats. Rich is an AQB certified USPAP instructor and a Certified Distance Education Instructor who has taught hundreds of continuing education seminars across the US. He and his business partner, Dawn Molitor-Gennrich, SRA are the co-developers of numerous seminars, including “UAD Aftereffects: Efficiency vs. Obligation.”

# Candidates' Corner

by Katrina V. Hill, SRA

2013 has been a busy year for our candidates. The New Hampshire Chapter has fifteen candidates, with seven MAI candidates, seven SRA candidates and one dual (SRA/MAI) candidate. The program was initiated in January of 2013 and with this strong showing, we expect to have numerous candidates designated over the next several years. Two or three candidates are on track to complete their designation requirements by the end of the year.

## ***New Hampshire Chapter Scholarship***

Two of our members have been awarded our new NH Chapter C4D Scholarship, for candidates who are within one or two requirements of completing their designation.

\*Karen Ryan, SRA candidate, Grantham, NH - Karen is a residential appraiser, our chapter secretary, and the editor of our award-winning, chapter newsletter. She has been appraising since 1986, and is pursuing the SRA designation for the second time in her career, proving that it's never too late to achieve your professional goals.

\*Robert Concannon, MAI candidate, Lee, NH - Robert was a bank examiner during the Savings & Loan crisis, and was given appraiser training at that time. He started by doing appraisal work part time and also does credit review work for banks. He was encouraged by his former boss at the OCC to get education through the Appraisal Institute. He views the MAI designation as a milestone in one's career.

*Scholarship Requirements: Deadline for application submission is September 1, 2014; up to \$750 awarded, with preference given to those candidates who demonstrate chapter participation.*

- 1. The candidate must be a C4D in good standing who has the New Hampshire Chapter as their primary chapter for at least the past two years, and is participating in the NH Chapter C4D program with a NH Chapter advisor.*
- 2. The candidate must have no more than 1 or 2 remaining requirements for designation as indicated by the AI website candidate status report.*
- 3. The candidate must submit an application for scholarship by September 1st of a given year.*
- 4. The candidate must satisfy all of the prior requirements, and the scholarship must be approved by both the Candidate Guidance Committee and the Board of Directors.*

### ***MAI Candidates***

Robert Concannon  
Scott E. Dickman  
Catherine J. Capron  
Rex A. Norman  
David M. Cornell  
Dale M. Gerry, II  
Kathleen Bergeron

### ***SRA Candidates***

Jennifer A. Cote  
Karen D. Ryan  
Ronald E. Lavalley  
Charlotte Williams  
Kristen A. Eldridge  
Paul Berthiaume  
Jack R. Lavoie

### ***SRA/MAI Candidate***

Scot D. Heath

### ***Advisors***

Peggy Gallus  
Katrina Hill  
Tom Prophet  
Richard Murray  
Chet Rogers  
Brian White

Questions to ***Katrina Hill, Candidate Guidance Chair, [rbhillco@comcast.net](mailto:rbhillco@comcast.net), 603-763-9973***



## NH CHAPTER MEMBER NEWS

For more information on the NH Chapter of the Appraisal Institute please contact the Executive Director, Cynthia Rogers at:

P. O. Box 1046  
Hollis, NH 03049  
603-921-0247  
[ai.nhchapter@gmail.com](mailto:ai.nhchapter@gmail.com)

Newsletter submissions are welcome!

Please send comments, articles, suggestions, photos, and news (both professional and personal, if you wish) to:  
[ai.nhnewsletter@gmail.com](mailto:ai.nhnewsletter@gmail.com)

Newsletter Editor:  
Karen Ryan

**John M. Crafts, MAI, SRA**, had an article published in the Spring 2013 Appraisal Journal entitled: *Tax Abatement Issues that Impact Limited-Market and Special-Purpose Properties*. It can be read online on the Appraisal Institute's Lum Library website. This was not John's first published article in the Appraisal Journal. In 1999, he won an Appraisal Journal Editorial Board Award for "outstanding residential article" for his article: *Impact of Commercial Development on Adjacent Residential Properties*. John owns Crafts Appraisal Associates, Ltd. in Bedford, NH, and has received the Distinguished Service Award from the NH chapter of the Appraisal Institute.

Congratulations to **Barry Cunningham, PhD, MAI**, on being awarded the MAI designation earlier this year. Barry owns Valuation Research Counseling in Grantham, NH, which specializes in complex property valuations in litigation and other contestable settings.

**Catherine Capron**, of Boscawen, has recently taken a position with the NH Department of Revenue Administration, in the Municipal Services and Property Appraisal Division, as a Public Utility Appraiser. At the DRA, Cathy is working directly with **David Cornell** and **Scott Dickman**, also members of the NH chapter of the Appraisal Institute. Cathy, David and Scot are candidates for the MAI designation. Cathy also owns Capron Appraisal Services, and does consulting and review work.

A warm welcome is extended to a new member, **Jack Lavoie**, candidate for the SRA designation. Jack is an appraiser, broker and auctioneer in Bedford, NH. His company is Jack Lavoie Real Estate, LLC.



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## LEADERSHIP DEVELOPMENT & ADVISORY COUNCIL

The Leadership Development & Advisory Council strives to foster creative thought from talented individuals involved in the real estate appraisal profession while developing the future leaders of the Appraisal Institute. LDAC also establishes an "appraiser-presence" in Congress and demonstrates that the Appraisal Institute is made up of professionals who recognize the importance of being actively involved in the political process. It is usually held in May, in Washington, DC. Up to 100 participants from all over the world are selected to participate. One must be a Designated Member or Candidate for Designation to attend. Registration opens January 1st.

### Why Attend?

Ask any LDAC alumni, and they will undeniably tell you that LDAC has been one of their most positive experiences with the Appraisal Institute! Here's why:

- LDAC is your spring board for future leadership within the Appraisal Institute
- You get to make a difference in the Appraisal Institute by helping to formulate solutions to obstacles and challenges faced by the appraisal industry
- You have an opportunity to make your voice heard by members of the Nation's lawmakers
- Leadership development component, which includes leadership training and leadership opportunities
- Up to 9 hours of Appraisal Institute continuing education credit may be earned for participating in LDAC.

Contact the NH Chapter or go to:  
[www.appraisalinstitute.org](http://www.appraisalinstitute.org) for more info

### CONSIDER JOINING THE APPRAISAL INSTITUTE

*For more than 75 years, the Appraisal Institute has been the world's leading organization of professional real estate appraisers. The organization has led the way in fostering and promoting the highest standards of practice through its designation programs, peer review process, education, research and publishing endeavors.*

#### **Benefits of membership include:**

*AI is the world's leading publisher of real estate appraisal literature*


*Access to the Lum Library, InfoExchange and job search services*

*Appraisers have a voice in Washington DC through the Appraisal Institute govt. relations office*

*Discounts on AI education for members*



**Above: Participants in the September 17 "Appraisal Reviewers Roundtable" were, from left to right: Judy Nasset, SRA; George LeMay, Certified Public Supervisor; Katherine Wheeler, Sr. VP and Credit Office at Centrix Bank; Drew LeMay, CNHA, SRA, SRPA; Duane Cowall, MAI**



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