



## NH Chapter of the Appraisal Institute

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Mark Correnti, SRA

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Treasurer,  
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Chet J. Rogers, MAI

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Karen D. Ryan

### EXECUTIVE DIRECTOR:

Cynthia Rogers

## From Page 1: NH Chapter Prepared to Move Forward

The new Practicing Affiliate classification allows for the individual real estate appraiser to remain associated with the Appraisal Institute.

The Affiliate classification will continue to be utilized by other real estate professionals. The NH Chapter will be making contact with each of the current Associates in order to answer questions allowing for each Associate to make the classification selection that works best for them.

Some AI chapters have been struggling to operate as they cannot find enough volunteers to run the chapter effectively. A few of the smaller chapters are merging with a neighboring chapter. The Rhode Island Chapter is similar in size to the NH Chapter and is merging with the Massachusetts Chapter because they can't find enough volunteers to continue as a chapter. The NH Chapter has been fortunate in recent years because several core board members have stayed on to cover critical board positions for many years. As the Appraisal Institute changes and modifies its organization so it can compete

and lead nationally and globally, the NH Chapter will continue to operate as it has in the past. We will continue to offer the 2-hour CE seminars five times a year along with USPAP and other continuing education classes. As a chapter, we are financially strong with a dedicated group on the board of directors. We will continue to be the leading appraisal organization in New Hampshire and will make available local seminar and class offerings. However, in order for this to continue, we need for each individual appraiser who is currently associated with the AI to continue to support the local NH Chapter.

If you are not designated, you can become a C4D or you can remain active as a Practicing Affiliate or an Affiliate. You can also make it a point to attend the local seminar or class offerings sponsored by the NH Chapter. With everyone supporting the NH Chapter in one way or another, the financial needs of the chapter will be met and it will be business as usual in New Hampshire.

**Below:** Mark Smeltzer, SRA teaches the new "Appraising the Appraisal: Appraisal Review – Residential" seminar on September 7. Did you know that lunch is included in the cost of the all day seminars at the Red Blazer in Concord?



## Continued from Page 1: LDAC 2012 Report

learn from successful leaders.

The chairman of AI's Strategic Planning Commission gave an update on industry trends, commoditization, alternate valuation products and providers and government regulation. The Appraisal Institute faces large challenges in the coming years including an aging appraiser population, 50% of whom are expected to retire in the next 5-10 years. Not surprisingly, the median age of an MAI is 60 years and 61 years for an SRA. The industry is replacing these retirees at a very slow rate. It was heartening to see so many young (under 40) designated men and women at LDAC. They are the future of the organization.

The Appraisal Institute's lobbyists in DC went over the appraisal issues we would discuss with our Senators and Reps the next day on Capitol Hill. One was the "Responsible Home Refinancing Act" in the Senate and the other was the Financial Institutions Examination Fairness & Reform Act" in both the Senate & House. Both bills threaten to legislate appraisers out of the lending process. Our pitch to Capitol Hill was to keep the appraiser and our valuation tools in the process.

I had a private discussion with Senator Jeanne Shaheen and her financial services aide about the issues. I also met with representatives from Sen.

Ayotte and Rep. Charlie Bass's offices (the House was in recess that week). Everyone on Capitol Hill was gracious and generous with their time. These meetings made the Appraisal Institute visible on Capitol Hill and established professional contacts for future lobbying efforts.

The best part of LDAC, for me, was the discussion topics during which we broke out in eight groups and rotated through the following topics:

- 1) Technology: Moving at the Speed of Light
- 2) Distinguishing AI Member Work Product from Non-Member Work Product
- 3) The Aging of Appraisers: How Does the Industry Attract New Young Professionals?
- 4) Diversifying the Practices of SRA/Residential Members.

These discussions were brainstorming sessions and an unusually candid opportunity to be heard by

the Appraisal Institute's national leadership. President Sara Stevens, MAI was there as was 2013 president Rick Borges, MAI, SRA and vice presidents Ken Wilson, MAI, SRA and Lance Coyle, MAI, SRA.

I'd like to thank the NH Chapter's board of directors for sponsoring my trip to LDAC. It was a wonderful experience and I'd recommend it to any interested in advancing in AI leadership or lobbying on appraisal issues.

### LEADERSHIP RESOURCE REGISTRY:

To be considered for a volunteer position at the regional or national levels, you must be registered in the Leadership Resource Registry at:

[www.appraisalinstitute.org/myappraisalinstitute](http://www.appraisalinstitute.org/myappraisalinstitute).

All appointments are made from the registry and any member, designated or not, may sign up and express his or her areas of interest in which to serve.



**Above:** Karen Ryan meeting with Senator Jeanne Shaheen in her Capitol Hill office as part of LDAC's lobbying efforts.

**Below:** the 2012 LDAC attendees with Appraisal Institute President Sara Stevens, MAI (in the light blue jacket, front row). Usually, the group photo is taken on the steps of the Capitol but that day thunderstorms forced us inside.



## Candidate for Designation (C4D)

The board of directors of the New Hampshire Chapter of the Appraisal Institute is initiating a program to help appraisers decide which path to take with the new Candidates for Designation (C4D) program from AI-National. As you no doubt know, the Appraisal Institute is doing away with the "associate member" status and is encouraging all appraisers to pursue either the MAI or SRA designation. If designation isn't the right path for you, there will be a "Practicing Affiliate" or PA. We hope all Associates will choose to remain in the organization one way or the other.

We encourage you to go to [www.appraisalinstitute.org](http://www.appraisalinstitute.org), log into your account and check your Associate Status Report in the left hand column. It will explain exactly which requirements you have already fulfilled and which remain. If you sign up for the designation path before January 1, 2013, you will retain credit for all designation requirements already fulfilled.

After January 1, 2013, you could lose credit for some requirements and have start over.

You may be surprised at how far along you already are. Even if you aren't sure whether you want to pursue designation yet, you'll be better off declaring as a C4D now so you don't lose credit for those past courses.

Also on the AI website are a Power Point presentation, a video and a webinar that will answer many of your questions. If you sign-up by October 31, you get a discount of \$25. Either way, payment won't be due until 1/1/13.

**Designated Members** - please consider volunteering as an Advisor for our new Candidate for Designation Program. Each advisor will work with a candidate as a mentor and chapter representative in order to encourage and help future Candidates become Designated Members.

**Below, left:** In May, Terence M. Scott, multifamily specialist with Apartment Realty Advisors in Boston, gave a presentation on the multi-family markets in MA & NH.  
**Below:** Robert M. Horvath, Director of the National Retail Group of Marcus & Millichap gave a presentation on retail trends in 2012.





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FOR MORE INFORMATION ON THE NH CHAPTER OF THE APPRAISAL INSTITUTE, PLEASE CONTACT:

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NEWSLETTER SUBMISSIONS ARE WELCOME:

Got AI-NH golf or other get-together photos to share? A new baby, spouse, work specialty or other milestone to be recognized? A funny appraisal story or pic? Is there an appraisal subject you'd like us to cover or an appraiser we should profile?

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

## Proposed Slate of Officers & Directors for 2013

The proposed slate of officers and directors for the New Hampshire Chapter of the Appraisal Institute was recently announced and will be voted on at the November 2012 meeting.

### Officers:

President:  
Brian W. White, MAI, SRA  
Vice President:  
Chet J. Rogers, MAI  
Treasurer:  
Duane H. Cowall, MAI  
Secretary:  
Karen D. Ryan  
Past President:  
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Katrina Hill, SRA  
Wesley Reeks, MAI, RM  
Mark McCann, MAI  
Scot Heath  
Catherine Capron  
Kristen Eldridge

## Hellos and Goodbyes

We welcome our new Executive Director, Cynthia Rogers, of Hollis. She has kept other appraisers on the straight and narrow, including her husband Chet, and now she has the entire chapter to look after! Please note her contact info on the box to the left. Welcome aboard, Cindy!

A big "thank you" goes to Mary Ellen Humphrey who served as our ED for many years until taking a full time job as an Economic Development Specialist with the city of Rochester, NH. Good luck, Mary!

Visit the New Hampshire Chapter's website:

[www.ai-nh.com](http://www.ai-nh.com)

for the latest on local Appraisal Institute education and meetings



**Above:** Instructor Mark Smeltzer, SRA of Pittsburg, PA with his daughter, Ally, and wife Nancy, enjoy a boat ride on Lake Sunapee courtesy of AI-NH members Katrina & Bob Hill. Mark taught the "Appraising the Appraisal" seminar on 9/7/12 and Nancy and Ally did some sight-seeing in the Concord area.



**DON'T LET YOUR HARD WORK GO TO WASTE!**

*You may lose credit Jan. 1, 2013, for designation requirements already fulfilled.*

**Enroll in the Candidate for Designation program today.**