

NH Chapter of the Appraisal Institute Newsletter

JUNE EDUCATION:

2014-2015 7-Hour USPAP
June 2, 2014

Appraising the Appraisal:
Appraisal Review-General
June 4, 2014

Red Blazer Restaurant
72 Manchester St.
Concord, NH

SEE PAGE 2

May 20 Seminar:

Real Estate Valuation
from the Developer & Investor
Perspective

2 hours of CE credit
4 - 6 PM

September 16 Seminar:

Reaching Escape Velocity:
Breaking Free of the Great
Recession

Dennis Delay, economist at the
NH Center for Public Policy
Studies

2 hours of CE credit
4 - 6 PM

2-hour CE seminars are followed
by social hour with free appetizers.
Cost: \$35 Members or \$40 Non-
members. They are held at:
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 April, I attended the Appraisal Institute Region IV meetings held in Southbury, CT. The following is a summary of the highlights from the meeting along with some updated information on our chapter:

1. **AI Nationally** – The Appraisal Institute currently has 26% of the 81,000 total number of real estate appraisers in the country. They have 54% of all commercial appraisers and 11% of all residential appraisers. The AI will award 900 to 1,000 new designations in 2014. The AI balance sheet continues to improve largely due to revenues from dues and fees increasing 7.6% over the previous year. The AI ended 2013 with a net surplus of approximately \$1.5 million.
2. **45 Day Notice** – The passing of this most recent notice will require a college degree for all review designations. Until the end of 2015, a college degree is not required. There is also a provision that allows for a college degree alternative.
3. **AI Education** – The Capstone program has sold out in the New Jersey location. Additional locations will be added in the future because of the high demand for this program. There will be new Professional Development Programs (PDP) offered. Under this program, an appraiser can take a series of classes on a specific topic and be listed under the AI web site as having completed the classes and as being educationally competent in this area. A PDP is being offered for Green Buildings.
4. **2015 AI Vice President Nominations** - The Appraisal Institute's National Nominating Committee will interview four candidates for 2015 AI vice president during its May 1 meeting in Chicago. Jim Amarin, MAI, SRA, AI-GRS, from Austin, TX, is the nominee for Vice President of the Appraisal Institute.
5. **Two New Designated Members of the NH Chapter** - Congratulations to Kathleen Bergeron, MAI, and Karen Ryan, SRA on obtaining their respective designations.

NH Chapter of the Appraisal Institute

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Brian W. White, MAI,
SRA

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EXECUTIVE DIRECTOR:

Cynthia Rogers

7-Hour National USPAP Update Course (7 hours CE)

June 2, 2014

This one-day update course, copyrighted by The Appraisal Foundation, focuses on recent changes to USPAP requirements for ethical behavior and competent performance by appraisers. The course, which clarifies several commonly misunderstood aspects of USPAP, will aid appraisers in all areas of appraisal practice seeking updated competency in USPAP.

NOTE: An appraiser must successfully complete the 7-hour USPAP Update Course every two years to meet the USPAP continuing education requirement.

Appraising the Appraisal: Appraisal Review- General (7 hours CE)

June 4, 2014

Designed specifically for appraisers who review commercial appraisals, you will learn how to perform review assignments efficiently and effectively. Real estate lenders and attorneys may also find this program beneficial.

While exploring techniques and methodologies of seasoned commercial review appraisers, participants will identify features of the ideal appraisal report, examine 14 warning signs of a problem appraisal, and dig into 13 examples of complex review appraisal assignments. This seminar will help reviewers spot the most common reporting deficiencies—while avoiding these reporting deficiencies in their own commercial appraisals.

A full lunch and beverages are included in the course price!

Instructor for both courses: Vincent M. Dowling, MAI, SRA
Dowling & Associates,
West Chester, PA

Location: The Red Blazer Restaurant
72 Manchester St, Concord, NH

Sign up online at:

<http://www.appraisal institute.org/education/>



Online Education:

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**Appraisal
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*Professionals Providing
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The NH Chapter's Newest Designated Members



Left: Brian White, MAI, SRA presented Kathleen Bergeron, MAI with her designation certificate at her office on May 9, 2014.

Kathleen has owned Bergeron Commercial Appraisals in Portsmouth, NH with her husband, Stephen Bergeron, MAI, since 2000. They perform commercial appraisals throughout New Hampshire. Kathleen does all types of commercial work but specializes in low income housing.

When asked why she chose to pursue the MAI designation, she replied, "I feel that if this is my chosen career, I should work to attain the highest level of education. Although it was a long process to complete the various steps to complete designation process, the education and knowledge gained was well worth it."

Right: Brian White, MAI, SRA presented Karen Ryan, SRA with her designation certificate at the March chapter meeting.

Karen has owned K. D. Ryan Appraisal Services in Grantham, NH since 1999, and has been appraising residential real estate for over 28 years. A certified residential appraiser, she does 1-4 unit residential properties, and land for estates, divorces, tax appeals and lenders. Karen is the NH chapter secretary and newsletter editor.

When asked to impart any "words of wisdom" to other candidates, Karen said, "Don't give up and don't think you are too old to do it. It's hard work to earn the designation but completely worthwhile."



Appraising in the Good Ol' Days

Editor's Note: Some time ago, I asked Bruce Taylor, MAI, SRA, of Fairlee, Vermont, a long-time member of our chapter, to write a newsletter article about the changes he has experienced in his 50+ years of appraising. This is the first installment of Bruce's professional "memoir." The next installment will be in the fall newsletter. Many thanks to Bruce for putting this all done on paper for us to enjoy. *KDR*

Measuring and Maps

For those who do not know my background, I started with the original Cole-Layer-Trumble Company (CLT) in the early 1960s working in Barre, Vermont. I was handed a strange looking pipe that broke into two pieces with a dowel in the middle so that you have four feet on each end of it. It was marked with red and black tape every six inches. This, I was told, was a measuring device that I was to measure buildings with. For the next three years while I remained with CLT, that was my main source of measurement. Occasionally, I was lent a tape to use but for the most part, it was this 8-foot pole. I will say that it was a very speedy process. We measured the building by slapping it on the side of the building, remembering where the end of the measuring device was as you went and kept flip-flopping down the side until you have 24 ½ feet or 32 feet or 100 feet, keeping in mind how many times you had struck the building. I would be shocked and dismayed if someone was using this today and certainly, no one working with me would be allowed to use it.

I can recall a time in New Haven, Connecticut where there were three appraisers working the same street on both sides. I was doing the measuring plus the sketching as fast as the other two appraisers could go inside and get the interior data. In those days, after you measured the building, you leaned up against the building with your clipboard, sketched it right on site and figured the square feet by a multiplication table glued to the back of the clipboard or by slide.

You could leave it on your clipboard until the end of the day and then try to catch up but it was much more efficient to do it immediately after you measured the building. You were also still onsite in case there was a missed measurement. That metal pole was an excellent tool for measuring bays because you could stay in one place and flip it in and get the depth and then flip it out and get the length and then on to the next. It was also a good weapon against dogs that did not want you on their property. Once you doubled it up, it made a formidable weapon.

We were strictly measurers and listers. We measured the outside and listed the inside. We called it punching out on the property card and made any comments necessary on the card. Then the card went into the local office or perhaps to Portland, Maine where the regional office was, and where women did the dollar calculations on all of the cards. Then the cards came back to the city or town that was being done at the time. The reviewer took over when the cards came back. It was typical to have the measurers and listers gone from the town by the time the reviewers came in to view the outside of the property. If everything looked okay as far as they could tell, they put the value on the card.

By the time I left CLT, I was convinced that there might be some inaccuracies with an 8-foot pole so, from then on, I used a tape whenever possible. However, while working with the State of Vermont, they decided that it would be a good idea to try the wheel.

Continued next page.....

I am all for using the wheel for landscape and asphalt paving but for measuring buildings, I am not. It is not even as accurate as an 8 foot pole because it can slip. I will never forget one house where I came to the door with the wheel in my hand, and the woman said, "What are you doing with that club in your hand? I'm not going to let you in this house." So...it could be a detriment.

We went from the pole to the 50 or 100 foot measuring tapes with metal strands woven in the tape, which could be attention getting if they dropped on an electric fence. I tried the fiberglass tapes but they would break in the wintertime. Then I had an early measuring device that was activated by sound waves which was used for interior measures but the batteries would go flat in the wintertime if you left it in your car. Now I have a Disto laser measuring device, which is an excellent tool that is very easy to operate, and is very precise for interior measurements.

Regarding tax maps, the State of New Hampshire was ahead of the State of Vermont and in fact, passing a law that every town in the state of Vermont and New Hampshire had to have tax maps by a certain date, but that did not mean they were accurate. It was probably sometime in the 1970s, but they didn't say how good the tax maps would be. There were some that were barely sketches and others were made by Sewell Company out of Old Town, Maine and eventually Cartographics out of Littleton NH that were very good.

Back in the earliest days, many of the towns would not have any maps at all, never mind tax maps. Everything was by memory and if you asked the assessor or town office staff where a property was, they would tell you perhaps it is on Mace Road, or Roberts Road or something like that, expecting you to know where it was. But of course, you didn't have a clue as the roads had no name signs on them.

When 911 came in, it changed everything. There was the ease of locating properties with a numbering system which we had never had before in the rural areas.

Cameras

I shifted to the tax department from the highway department, where we did equalization appraisals. We appraised throughout Vermont for equalization for state aid schools, long before the sales ratio analysis was introduced. We had the appropriate equipment for that time: a true measuring tape and a Polaroid camera. The Polaroid came out in the mid- to late-1950s and was state of the art at the time. You took the picture, pulled it out of the end of the camera and peeled off the backing. In my day, you wiped a developer over the black and white print and let it dry. That was your photograph. These cameras actually were pretty darn good as far as what you could do with them. I took pictures that I have not been able to duplicate since, because you could expand the lens so much that you could take pictures when it was nearly dark, if you were caught short in the wintertime. From there, we went to the 35mm camera. They were excellent cameras. I used to buy 35mm film by the case. I took many photographs with these cameras that I still have in my archives.

Then there was the problem of developing time. When I first started out, there were no one hour photo developing stores so it was several days to a week before you could get your photos back. That delayed completing the appraisal report. One hour photo developing was a great tool for the appraiser. But it depended on where you were. I happen to be in a rural area and I spent many weekends driving to a camera shop to get film developed. Now we have digital cameras, which are so simple and easy to use and print photos right in your office.

NH CHAPTER



Left: The NH Chapter of the Appraisal Institute was very fortunate to have Rich Heyn, SRA, teach two seminars in December 2013: 2014-2015 USPAP Update and UAD Aftereffects: Efficiency vs. Obligation.



Full house at USPAP in December!

Above: Katrina Hill, SRA presented a scholarship check to Robert Concannon, of Lee, NH, at the March 2014 chapter meeting. Bob is an MAI candidate.



Above: Rick Murray, SRA of Lakes Region Valuation, in Wolfeboro, NH and Rex Norman, CAE, CNHA, assessor for the town of Windham, NH were the presenters for the March 21 seminar: Residential Appraisal: Beyond the Secondary Market.

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

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

Newsletter Editor:
Karen Ryan

Use of Designations, Emblems and Logo

The Appraisal Institute encourages its professionals to communicate their achievement in and their commitment to the appraisal profession to their clients, peers and the public. To this end, the Appraisal Institute has created trademarked logos, designations and designation emblems.

The Appraisal Institute has also developed specific usage standards for these marks and for any reference to the Appraisal Institute and/or membership, candidacy and affiliation:

- [Appraisal Institute Regulation No. 5](#) - governs use of designations, logos and emblems
- [Trademark Usage Manual](#) - proper trademark usage with examples
- [Use of Appraisal Institute Designations, Designation Emblems and Corporate Signature](#) - information on proper references to membership, candidacy and affiliation with examples



Above: The 2014 AI-NH Officers and Directors

Front, L to R: Katrina Hill, SRA; Catherine Capron; Kristen Eldridge; Karen Ryan, SRA

Rear, L to R: Wesley Reeks, MAI, RM; Duane Cowall, MAI; Mark McCann, MAI; Chet Rogers, MAI; Brian White, MAI, SRA; David Cornell, Robert Concannon