

NH-VT Chapter of the Appraisal Institute

Fall 2017/Winter 2018 Newsletter



PRESIDENT'S MESSAGE

2018 Chapter Meetings (with 2-Hour Seminars) & Continuing Education

January 16, 2018

Chapter Meeting & Seminar

**-Norm Bernaiche,
Assessor Tri-Town-**

Current Use Assessment:

50 Years of Open Space Protection

4-6 pm 2hrs CE

Ichiban Steak House, Concord NH

March 20, 2018

Chapter Meeting & Seminar

TBD

4-6 pm 2hrs CE

Ichiban Steak House, Concord, NH

May 15, 2018

Chapter Meeting & Seminar

-Amy McLellan, SRA-

Solar & Energy Efficiency

4-6 pm 2hrs CE

Ichiban Steak House, Concord, NH

April 26 & 27, 2018

Two 7-Hour Seminars

1) Solving Land Valuation Puzzles

Ed Bowler, MAI, SRA

2) Drone Technology & Its Impact on

the Appraisal Industry

Lamar H Ellis, III, MAI, SRA

Offered in

Concord, NH & Burlington, VT

*be humble.
be teachable
and always
keep learning*

Register for all of these courses here:
www.appraisalinstitute.org/education/

*David Cornell, CAE, MAI 2017-2018
NH-VT Chapter President*



David Cornell, CAE, MAI, receiving the Best Newsletter Award for Small Chapters from President Jim Amarin at the Appraisal Institute Chapter Leadership Program in Chicago Oct 26 2017

Please consider - your efforts can make a difference:

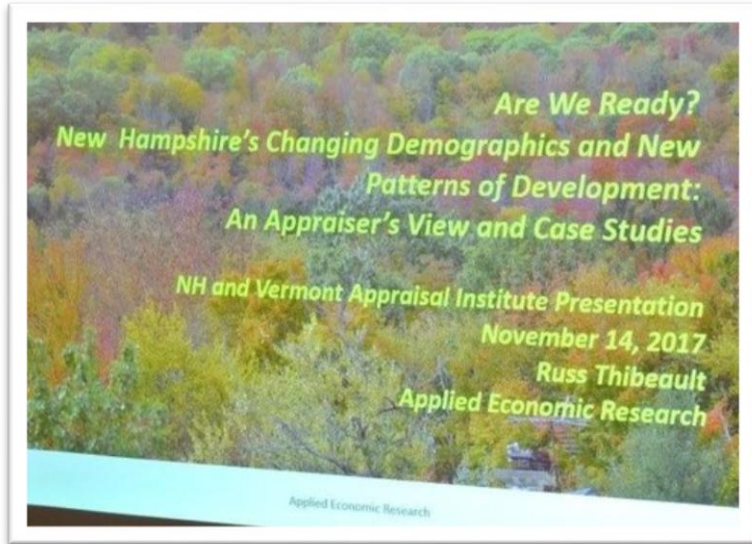
Easy sign up on the Leadership Resource Registry on the Appraisal Institute website www.myappraisalinstitute.org

Are you interested in serving the Chapter?

Volunteer Opportunities are available! The Leadership Resource Registry is now open. Adding your name to the registry gives you the opportunity to submit your preferences for volunteer service on the chapter, region, and national level. You may also indicate your interest for service on future committees, project teams, panels and other leadership positions.

EDUCATION

**HIGHLIGHTS from the Two-Hour Seminar with
Russ Thibeault, Appraiser & Economist**
from the Chapter Meeting on November 14, 2017



NH - VT CHAPTER of the APPRAISAL INSTITUTE 2018

President: David Cornell, MAI

Vice President: Robert Concannon, MAI

Secretary: Ron Lavallee

Treasurer: Duane Cowall, MAI

Past President: Katrina Hill, SRA

2018 BOARD OF DIRECTORS

Cathy Capron

Amy McCellan, SRA

Brian White, MAI, SRA

Wes Reeks, MAI, RM

Scot Heath

Mark McCann, MAI

Tom Prophet, SRA

Sean Sargeant, MAI, SRA

Executive Director:
Cindy Rogers



If you think education is expensive try ignorance.
~African proverb

Russ Thibeault continued...

US Economy Continues to Perform Well

- Where is the tension?
 - Stock market is expensive by some measures— correction could generate a consumer and business pull-back;
 - Strong GDP growth in third quarter fueled in part by rising inventories—not necessarily a good sign;
 - Inflation is rising, giving Fed room to raise rates, which could slow economic growth;
 - After Tax consumer income is flat, possibly stalling growth;
- Overall, however, consensus remains positive.

Old Friends: Latest Projection: Essentially All Growth Will Be Over Age 65

NH Population Change By Age, 2015-2025



Source: NH OEP

Then

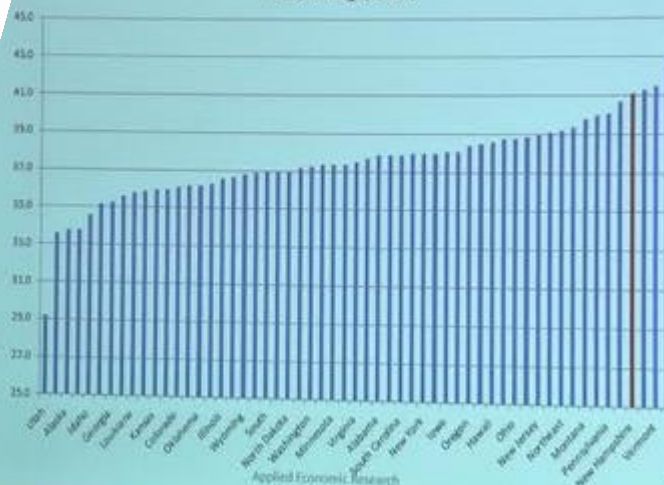


Now




Elderly Are Already Here

Median Age, 2010



Online Education
Learn at your own pace anytime, anywhere.

[Search Classes](#)



Click-through URL: <http://www.myappraisalinstitute.org/education/search.aspx>

USPAP by Steve Elliot, SRA in Concord, NH & Burlington, VT December 2017




Appraiser's Christmas present? What a gift!
Instructor Steve Elliott says, "2018-2019 USPAP is only 62 pages!"

The NH-VT Chapter held the two-day 'The Appraiser as an Expert Witness: Preparation & Testimony' in Concord, NH in October with Instructor John R. Underwood, Jr, MAI, SRA.

Direct Examination
Goals of Each Party

- Employing attorney
- Opposing counsel
- Judge
- Appraisal expert
- Trier of fact



Appraisal Institute The Appraiser as an Expert Witness: Preparation and Testimony Slide 96

Litigation Valuation Terminology

Interrogatories

- Written questions about the case submitted during discovery

Question of fact

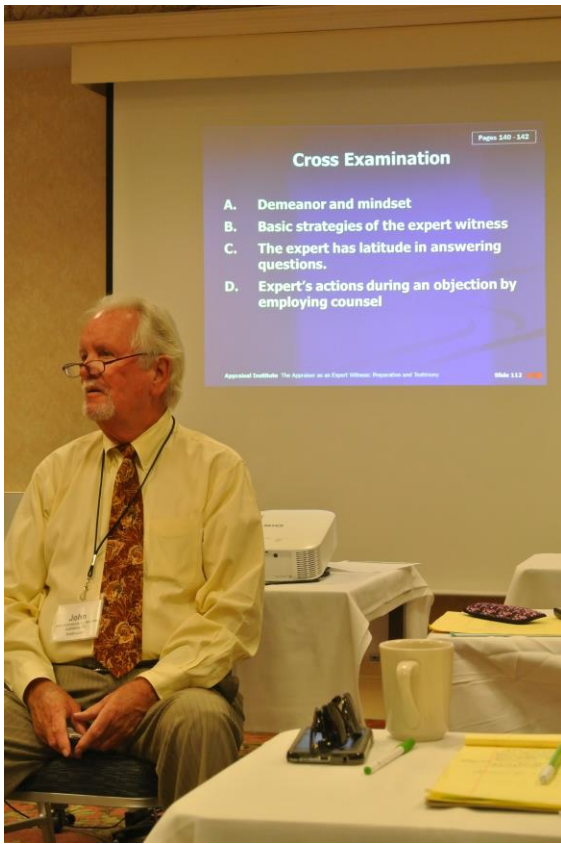
- Questions that involve contention or dispute decided by the jury

Question of law

- Questions that deal with the letter of the law determined by the court (judge)

Appraisal Institute The Appraiser as an Expert Witness: Preparation and Testimony Slide 87

Expert Witness continued...



We had mock trial proceedings which were presided over by Judge John 'the undertaker' Underwood



Tell me and I'll forget,
 Teach me
 and I'll remember,
 Involve me and
 I'll learn.

- Ben Franklin

CHAPTER NEWS



2018 Board of Directors: Dinner & Swearing in Ceremony

Common Man Restaurant, Concord

November 30, 2017

From left to right: Katrina Hill, Sean Sargent, Amy McClellan, David Cornell, Mark McCann, Cathy Capron, Robert Concannon, Ron Lavallee, Brian White, Scot Heath

* DID YOU KNOW? - The NH-VT Chapter meets five times per year (Jan, Mar, May, Sept and Nov) and offers 2 Hours of CE (4-6pm) at each meeting (Ichabon Steak House, Concord, NH). Members are \$10 and Non-members \$40. Join us for these local hot topics in an informal setting. Hors d'oevres included!

Current appraiser data:

Number of US appraisers (as of June 30, 2017):

- 73,884 - Total
- 43,046 - Certified Residential
- 24,286 - Certified General

Appraisal Institute - 25% of Total
45% of Certified General
10% of Residential



Education Chair Wesley Reeks

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

P.O. Box 1046
Hollis, NH 03049
603-921-0247



Cindy

****Appraisal Institute Scholarships are available at the Chapter, Regional & National Levels****



Hard work pays off.

ai.nhchapter@gmail.com

Congratulations!

MEMBER NEWS

Congratulations on Becoming an **SRA Designated Member!**

To Benjamin Charland Brighton, SRA

BCB Appraisals

5 2nd St

Somersworth, NH 03878

bcbappraisals.ben@gmail.com

About Ben: I was born and raised in Portsmouth, NH. As the area gentrified I was been pushed out of my hometown, ever further north. I spent significant time living in Dover, and my wife and I bought our first home in Somersworth two years ago.

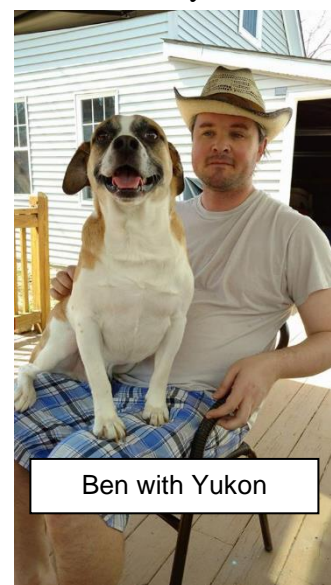
I received my Associates Degree in Business from the Thompson School, an extension of UNH. I starting appraising in January of 2000, near the end of my schooling. I understood that appraising is what I would want to do as a career and opted not to pursue any higher education. Instead I pursued knowledge in the appraisal field. I take the USPAP update every year even though it isn't required. I have taken advanced income capitalization three times despite not having a Certified General license. The pursuit of knowledge led me to the candidacy program with the Appraisal Institute, and so far it has not disappointed. I have learned quite a bit, and I am excited to keep learning about my chosen profession.

The majority of my work is for the VA. Though, now that I have achieved my SRA I would like to do private work for lawyers, and anyone else in need outside of the lending world.

My main hobbies include golf, pool, and jujitsu. I have been playing golf since I was knee-high to a grasshopper, and I should be much better than I am (21-22 handicap). I've been in a pool league of one type or another for 18 years. I've been studying jujitsu (Japanese, not Brazilian) for 10 years. I've actually been in the martial arts over half my life having also taken judo and shotokan.



Ben's newly adopted dog, Maggie



Ben with Yukon

Congratulations on your **MAI Designation!**

To Brian Silver, MAI

www.georgesilverandassociates.com

George Silver and Associates

Senior Appraiser

301 College St

Burlington, VT 05401

802.658.0460

Fax: 802.658.0461

bsilver@together.net

Welcome

Daniel Allen-is now in the **Candidate for Designation** program

Thomas Lithgow-has joined the Chapter as a **Practicing Affiliate**

Toefelia Tyler- has joined the Chapter as a **Practicing Affiliate**

David Dutton- has joined the Chapter as a **Practicing Affiliate**

Zachary White- has joined **White Appraisal**

PRESS RELEASE - FOR IMMEDIATE RELEASE - October 24, 2017:

White Appraisal of Dover, New Hampshire is pleased to announce that Zachary White has joined the commercial real estate appraisal company. Zach has completed several appraisal classes including Appraisal Principles, Appraisal Procedures and General Appraiser Sales Comparison Approach and he is currently classified as being a New Hampshire Apprentice Appraiser. Zach will soon be attending two Appraisal Institute classes: General Appraiser Site Valuation & Cost Approach in Woburn, Massachusetts and General Appraiser Income Approach/Part 1 in Nashville, Tennessee.

White Appraisal was established in 1989 and they provide commercial real estate appraisal and consulting services throughout the seacoast and southern areas of New Hampshire. Brian W. White, MAI, SRA is the President and founder of White Appraisal.

Any questions - please contact:

Brian W. White, MAI, SRA

White Appraisal

130 Varney Road

Dover, NH 03820

brianwmai@aol.com

O: 603-742-5925

C: 603-969-2175



Zachary with Dad, Brian



Zachary White

Proud of our Award!

Our NH/VT Chapter Newsletter won National recognition as **The Best Newsletter for Small Chapters** at the Appraisal Institute Chapter Leadership Program in Chicago Oct 26 2017

Thank you to Katrina Hill for spearheading this publication!

The more that you read,
the more things you will know.
The more that you learn,
the more places you'll go.

Dr. Seuss

Happy Holidays to All!

