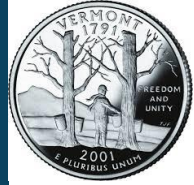




# NH-VT Chapter of the Appraisal Institute



## Education 2019

### 2019 Chapter Meetings & 2-Hour Seminars & Continuing Education

4-6 PM 2 hours CE

118 Manchester Street  
Ichiban Steak House  
Concord NH

**October 16, 2019**  
3-6 PM 3 hours CE

#### Hot Topics and Myths in Appraiser Liability

**Presenter:** Peter Christensen of LIA

*The seminar covers current legal and liability trends affecting appraisers and dispels some common myths and misunderstandings. Actual (and interesting) lawsuits and claims form the foundation of the seminar.*

(See Page 3 for more information)

**November 19, 2019**

#### Updates on the New Hampshire Economy

**Presenter:** Russ Thibeault

*This seminar will provide an overview of the economy in New Hampshire. Looking at several factors including population, unemployment, workforce and industry trends.*

**--SAVE THE DATES--**

**December 5, 2019**

7 hr. **USPAP**, Holiday Inn, Concord, NH

**December 6, 2019**

7 hr. **USPAP**, Franklin Conference Center at Howe Center, Rutland, VT

**Instructor - Bruce Hunter, MAI**

Register for all AI courses here:  
[www.appraisalinstitute.org/education/](http://www.appraisalinstitute.org/education/)



## NH-VT Chapter Officers & Directors 2019

### President

David Cornell, MAI (outgoing) & Robert Concannon, MAI (incoming)



### 2019 Officers & Board Members



**L to R:** Brian White, Tom Prophet, Cathy Capron, David Cornell, Amy McClellan, Robert Concannon, Katrina Hill, Mark McCann, & Ron Lavallee.

**Robert Concannon- President & Government Relations Chair, MAI, RMA Associates**  
[rconcannon@aol.com](mailto:rconcannon@aol.com)

**Brian White- Vice President & Nominating Chair, MAI, SRA, White Appraisal,**  
[brianwmai@aol.com](mailto:brianwmai@aol.com)

**Amy McClellan- Treasurer, SRA, Milne-Allen Appraisal Company, [milneallen@gmail.com](mailto:milneallen@gmail.com)**

**Ron Lavallee- Secretary, SRA, Stone Brook Appraisals, LLC, [ron@stonebrookappraisals.com](mailto:ron@stonebrookappraisals.com)**

**David M Cornell- Past President & Candidate Guidance Chair, MAI, Cornell Consultants, LLC, [david@cornellconsultants.com](mailto:david@cornellconsultants.com)**

**Cindy Rogers- Executive Director, [ai.nhchapter@gmail.com](mailto:ai.nhchapter@gmail.com)**

**Thomas Prophet- SRA, Goodwin, Prophet & Frank, Inc. [tom-gpf@comcast.net](mailto:tom-gpf@comcast.net)**

**Cathy Capron- Public Utility Appraiser Supervisor, [catherine.capron@dra.nh.gov](mailto:catherine.capron@dra.nh.gov)**

**Katrina Hill- SRA, RBHillCo, [rbhillco@comcast.net](mailto:rbhillco@comcast.net)**

**Mark McCann- MJM Valuation Group, MAI, [mccann169@comcast.net](mailto:mccann169@comcast.net)**

*not pictured:*

**Wes Reeks- Education Chair, MAI, RM [wgrees@comcast.net](mailto:wgrees@comcast.net)**

**Sean Sargent- MAI, SRA [sean@sargeantappraisal.com](mailto:sean@sargeantappraisal.com)**

**Duane Cowell- Finance Chair, MAI [cwallapp@comcast.net](mailto:cwallapp@comcast.net)**

## Membership



Want to become more involved? Our chapter is always looking for people interested in helping the NH/VT Chapter.

Please contact Cindy if interested in helping. [ai.nhchapter@gmail.com](mailto:ai.nhchapter@gmail.com)

### New Members-*Welcome!*

**Sean Brennan** – New Chapter Member & Candidate for the Designation Program  
Manchester, NH

**George Robinson** – New Chapter Member  
Burlington, VT

**Jeremy Glines** – New Chapter Member  
Amherst, New Hampshire

### **Congratulations to Lucas Kevin Martin of Montpelier, Vermont**

On Receiving his MAI Designation  
Good Luck Lucas!

### **Congratulations to Amy McClellan of Sugar Hill, New Hampshire**

On Receiving her MAI Designation  
Good Luck Amy!

## Special Thanks to Duane Cowall, MAI

In April of 2019, Duane Cowell, MAI, stepped down as the NH-VT Chapters Treasurer. The Chapter would like to thank Duane for his dedication and service since over the past 15 years. Duane was a recipient of the Distinguished Service Award for providing exceptional leadership and service to the NH-VT Chapter. Duane also helped the with the transition to using national for accounting & recordkeeping for the NH-VT Chapter. Best Wishes Duane!



## NH/VT Chapter President's Message

I am honored to serve as your 2019 NH/VT AI (Appraisal Institute) Chapter president. I look forward to keeping our chapter fiscally and operationally strong as the appraisal profession moves forward in these vastly changing times. The Appraisal Institute (AI) is a global membership association of professional real estate appraisers with a membership of over 26,000 members and almost 80 chapters. Members of the Appraisal Institute benefit from an array of professional education and advocacy programs, and may hold the prestigious MAI, SRPA and SRA designations. Local chapters play a critical role in the success of the broader organization, promoting new appraisers to enhance and advance their appraiser knowledge and participate at both local and regional level. The Appraisal Institute supports all its local chapters with strong leadership and support structure which includes a variety of on-line and classroom education, numerous periodical and textbook literary resources, an advanced networking and marketing function, career and networking support services and various administration and support services.

The New Hampshire/Vermont chapter is committed to helping members advance in professionalism and ethics, standards and practices through the professional development of property economics throughout the northern New England region. The chapter offers educational opportunities with courses for the starting appraiser to advanced appraisal courses. All Appraisal Institute members adhere to a strictly enforced Code of Professional Ethics and Standards of Professional Appraisal Practice. Our membership includes 80+ residential and commercial appraisers who reside primary in New Hampshire and Vermont. Members include a broad array of individuals from lifelong (career) appraisers with years of experience and real estate related knowledge to entry level trainees with limited work experience and industry knowledge.

Members generally meet through our five-chapter meetings which are typically held from the September to May (no summer meetings). These chapter meeting generally coincide with NH/VT AI Board meetings allowing for organizational matters (finances, chapter recruiting, education planning, etc.) to occur in advance of two-hour continuing education seminars. The classes are held by local real estate professionals (brokers/bankers/economists), engineers, lawyers who provide insight into current market trends, conditions and occurrences. The classes focus on the issues/events related to the chapters' regional area (New Hampshire/Vermont). Recent classes have included topics on local economic conditions, trends in commercial real estate, current use (tax) applications, advance applications in excel (applying to real estate valuations), valuations of mixed-use properties and vacant land. Additionally, the chapter also provides several continuing education classes annually, typically including a USPAP class and a hot topics class (ie: green buildings, updated residential concepts, solar applications). These classes are presented by professional presenters with advanced appraiser backgrounds and teaching experience.

Most recently, NH/VT AI offered a 2-hour (continuing education) seminar on current trends in land development and residential construction costs. This seminar was provided by a pair of local land and residential/commercial development experts. The next two seminars are scheduled for October and November 2019 with Hot Topics and Myths in Appraiser Liability (3 Hours) and Annual State of New Hampshire (economic) Update (2 Hours). All classes are held at the Ichiban Japanese Steakhouse on 118 Manchester Street in Concord.

If you haven't already, please review some of the resources/members available to our members on the NH/VT AI website ([www.ai-nhvt.com](http://www.ai-nhvt.com)). Please join us at one of our upcoming chapter meetings and events. We are always looking for new issues that impact appraisers and can help enrich their professional development.

Sincerely,

Robert Concannon

President

# Education continued from pg. 1... **2019 Course Offerings**

**Sponsor:** New Hampshire - Vermont Chapter of the Appraisal Institute

**Seminar:** **Hot Topics and Myths in Appraiser Liability**

**Date:** October 16, 2019

**Time:** 3:00-6:00 PM

**Location:** Ichiban Japanese Restaurant, 118 Manchester Street, Concord, NH

**Presenter:** Peter Christensen of LIA

**Seminar Topic:** The seminar covers current legal and liability trends affecting appraisers and dispels some common myths and misunderstandings. Actual (and interesting) lawsuits and claims form the foundation of the seminar.

These are the types of questions answered by the seminar:

- Who is currently suing appraisers? What are they suing for?
- What are the most common errors that lead to lawsuits – for both commercial and residential appraisers?
- How do the USPAP concepts of intended use and user in an appraisal relate to an appraiser's potential liability?
- How can an appraiser use these concepts to protect themselves against unwarranted liability based on recent case law?
- Will incorporating my appraisal firm protect me?
- What is the new "mass litigation" phenomenon that is affecting appraisers?
- What liability exposures exist for appraisal review work?
- What does E&O insurance cover?

**Seminar Objectives:** The objectives of the seminar are to educate appraisers about:

- The most common current sources and causes of professional negligence lawsuits against appraisers.
- The current mass litigation phenomenon affecting appraisers.
- How the USPAP concepts of client/intended user and intended use relate to legal claims against appraisers.
- How to handle common liability threat situations.
- The importance of the appraiser's work file and what elements of the work file are most relevant to liability prevention.
- The role of professional liability insurance.

The presenter is attorney Peter Christensen who is the general counsel of LIA Administrators & Insurance Services, which provides professional liability insurance to 20,000 appraisers. LIA's E&O insurance program for appraisers is endorsed by the Appraisal Institute.

# 2019 Course Offerings

## 7-Hour National USPAP Update Course

**December 5<sup>th</sup>, 2019** Holiday Inn, Concord, NH - 7 hr.

**December 6<sup>th</sup>, 2019** Franklin Conference Center at Howe Center, Rutland, VT- 7 hr.

**Instructor - Bruce Hunter, MAI**

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 participants in all areas of appraisal practice seeking updated competency in USPAP, including those subject to state licensing or certification and continuing education requirements imposed by professional organizations, client groups, or employers.

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

Participants can take the 15-hour USPAP course, but it will only count for hours toward his or her state's continuing education requirement; the 15-hour program will not meet the USPAP continuing education requirement.

Course does not include a copy of the current USPAP edition, which is required for course credit. Participants must bring their own copy of the USPAP edition to class.

### **Prerequisites**

National Uniform Standards of Professional Appraisal Practice (USPAP) Course, 15-Hour

**REGISTRATION INFORMATION TO FOLLOW**

# 2019 EDUCATION REVIEW

**January – Dan Scanlon, David Choate & Steve Weeks**

## Commercial Roundtable Seminar



This seminar provided an overview of the commercial marketplace in the Seacoast, Lakes Region, and Southern New Hampshire areas. The Seacoast area was covered by David Choate, EVP of Colliers International. Dan Scanlon of Colliers International provided an overview of the greater Manchester and Nashua areas of the state. Steve Weeks, of Weeks Commercial Real Estate, concentrated on the greater Lakes Region market. Each of the presenters examined trends in the commercial market including such topics as: owner-user properties, investor demand, valuation trends, lease rates, vacancy rates, operating expenses, net operating income, capitalization rates and income multipliers. A wide range of property types were discussed including industrial, retail, office, apartments, net lease properties, residential developments and subdivisions.



2019 EDUCATION REVIEW continued...

**March – Meg Garabrant**  
**Director of Marketing and Communications NEREN**

**Appraiser Essentials with CRS and Green Fields**



This seminar provided an overview of the tools within the Paragon MLS Software by being able to customize searches in order to be more efficient with gathering data. Using green fields and customizing features when making searches to get the data you're looking for. This seminar also covered CRS which is the MLS tax and public records platform. CRS allows appraisers to search for sales that may have sold outside of the MLS platform.



2019 EDUCATION REVIEW continued...

## May – Paul Kerrigan & Steve Riker

### Land Development & Residential Building Costs



This seminar provided an overview of all aspects of land development, acquisition costs and their associated costs. Steven Ricker covered all aspects of land development and their associated costs, including requirements for engineering, permitting, utilities, access/egress, zoning, wetlands, shoreland, waterfront, and proposed uses. Steve also discussed the requirements and costs of obtaining local, state, and federal permitting. Paul Kerrigan covered all aspects of site acquisition costs, regulatory approval, engineering & legal costs, site & utility (connect) costs, hard construction costs (framing, roofing, sheetrock, insulation, heating/cooling, and finish work) and marketing/sales costs. Paul also discussed any land development (road and infrastructure) costs, including septic and well (water) connect/installation fees.

