



NH-VT Chapter of the Appraisal Institute



Education 2020

2020 Chapter Meetings & 2-Hour Seminars & Continuing Education

4-6 PM 2 hours CE
118 Manchester Street
Ichiban Steak House
Concord NH

January 21, 2020
4-6 PM 2 hours CE

Market Trends in New Hampshire Commercial Real Estate

**Presenters: Brian O'Brien & Chris
Norwood of the Norwood Group**

The seminar covers current trends in the New Hampshire commercial markets. Looking at several types of commercial properties in the Southern and Seacoast Markets of New Hampshire.

March 17, 2020
4-6 PM 2 hours CE

Reviewer's Perspective on Commercial and Residential Appraisals

Presenters:

**Christine Hume, MAI, AI-GRS, MRICS,
Paul Linehan, MAI, AI-GRS &
Residential Reviewer TBA**

This seminar will provide a perspective from commercial and residential appraisal reviewers covering typical areas for improvement for all types of appraisal reports.

****OTHER SEMINAR DATES****

**May 19, 2020; September 15, 2020;
November 17, 2020**

-USPAP 2020-2021 Update- **Space is limited**

December 5, 2019 - 8:30AM-4:30PM
7 hr. **USPAP**, Holiday Inn, Concord, NH

December 6, 2019 - 8:30AM-4:30PM
7 hr. **USPAP**, Franklin Conference Center at
Howe Center, Rutland, VT

Instructor – R. Bruce Hunter, MAI

**Register for all of these courses and other
AI courses here:**

www.appraisalinstitute.org/education/



NH-VT Chapter Officers & Directors 2019/2020

President

Robert Concannon, MAI



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, MAI - President & Government Relations Chair, RMA Associates
rconcannon@aol.com

Brian White, MAI, SRA, Vice President & Nominating Chair, White Appraisal,
brianwmai@aol.com

Amy McClellan MAI, SRA - Treasurer and Finance Chair, Milne-Allen Appraisal Company,
milneallen@gmail.com

Ron Lavallee, SRA - Secretary, Stone Brook Appraisals, LLC, ron@stonebrookappraisals.com
David M Cornell, MAI - Past President & Candidate Guidance Chair, Cornell Consultants,
LLC, david@cornellconsultants.com

Thomas Prophet, SRA, Goodwin, Prophet & Frank, Inc. tom-gpf@comcast.net

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Katrina Hill, SRA, RB Hill Co, rbhillco@comcast.net

Mark McCann, MAI - MJM Valuation Group, mccann169@comcast.net

Not pictured:

Leitha Reilly- Executive Director, leitha@chetrogers.com

Wes Reeks, MAI, RM - Education Chair, wgreeks@comcast.net

Sean Sargent, MAI, SRA sean@sargeantappraisal.com

Duane Cowell, MAI - Finance Chair, 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 Leitha if interested in helping.
ai.nhchapter@gmail.com

Special Thanks to Cindy Rogers, MAI

Cindy took over as Executive Director for the New Hampshire AI Chapter in 2010. She assisted in the merger with the Vermont AI Chapter which created the NH-VT AI Chapter. Cindy served as the point-of-contact for the chapter for over 9 years. Cindy has also helped transition the new Executive Director (Leitha Reilly) to her new role. The NH-VT Chapter would like to thank Cindy for her dedication and service over the past 9 years.



NH/VT AI Chapter Thanks Duane Cowall, MAI & Cindy Rogers

The New Hampshire/Vermont Chapter of the Appraisal Institute will be losing two important individuals that have helped run the chapter for the past several years. The NH-VT Chapter is considered a small chapter in the eyes of the Appraisal Institute with a little over 80 members. To run a chapter of this size it takes a combined effort from approximately a dozen Officers and Directors. While everyone is important to the chapter, the key positions for the chapter each year include President, Executive Director, Treasurer and the Education Chair. This year, the NH-VT Chapter will be replacing people in two of these critical positions, Duane Cowall, MAI as the Treasurer and Cindy Rogers as the Executive Director.

Duane Cowall, MAI has been the Treasurer of the NH-VT Chapter for 15 years. Duane has volunteered an endless number of hours in this position over the years. He came into the position back in 2004 when the position was in need of an overhaul. Duane quickly balanced the books and from that time the position has been done in a very professional, efficient and accurate manner. He was instrumental in the recent merger of the New Hampshire Chapter with the Vermont Chapter. During this time period, there were additional requirements placed on the Treasurer by the Appraisal Institute and Duane handled the additional duties without hesitation. In April of this year, Duane stepped down from the Treasurer position and he was replaced by Amy McCellan, SRA. Amy had formerly been a member with the Vermont Chapter and she has been with the new NH-VT Board for a few years. All reports indicate that the transition has been very smooth. The chapter thanks Duane Cowall for his long-time service as Treasurer.

Cindy Rogers took over the Executive Director position for the New Hampshire in 2010. She coordinated the recent merger with the Vermont Chapter which created the current NH-VT Chapter. Cindy's full-time job is working with her husband Chet Rogers, MAI to run their commercial real estate appraisal company out of Hollis, New Hampshire. The Executive Director for the chapter is the individual who is the first point of contact for the chapter with the public, appraisers and with the national Appraisal Institute offices. Cindy came into the Executive Director position when the chapter needed someone to stabilize the position and help oversee the operation of the chapter. She has done this and much more for the chapter for the past 9 years. Recently, Cindy informed the Board of Directors that she will be leaving the position, and in typical Cindy fashion, she also provided the Board with a highly qualified replacement. Over the course of this year, Cindy has been working with Leitha Reilly to have her become the new Executive Director for the NH-VT Chapter. Leitha is a Certified General Appraiser herself and the chapter is looking for her to fill Cindy's shoes. The NH-VT Chapter is very grateful for Cindy's organization over the years.

The NH-VT chapter has been fortunate to have dedicated volunteers and workers such as Duane Cowall, MAI and Cindy Rogers. Small organizations like ours require good people in many positions to make sure that the workload is spread out. The chapter is much better off for Duane and Cindy's time spent working for the chapter and we will miss their commitment and leadership.

Sincerely,



Brian W. White, MAI, SRA

2019 Vice President of the NH-VT Chapter of the Appraisal Institute

2019 Course Offerings

7-Hour National USPAP Update Course

December 5th, 2019 Holiday Inn, Concord, NH - 7 hr.

December 6th, 2019 Franklin Conference Center at Howe Center, Rutland, VT- 7 hr.

8:30 AM – 4:30 PM (Registration @ 8:00 AM)

Instructor – R. Bruce Hunter, MAI

*****SPACE IS LIMITED REGISTER NOW*****

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 subjects 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.

The course does not include a copy of the 2020-2021 USPAP edition, which is required for course credit. Participants must bring their own copy of the 2020-2021 USPAP edition to class, either in digital format or a hard-printed copy. *To order, go to The Appraisal Foundation's Website at www.appraisalfoundation.org and verify you are getting the 2020-2021 version NOT 2018-2019.*

Prerequisites

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

*****REGISTER NOW*****

NEW HAMPSHIRE- [CLICK HERE](#)

VERMONT- [CLICK HERE](#)

Or at <http://ai-nhvt.com/education>

Education continued from pg. 1... **2020 Seminar Offerings**

Sponsor: New Hampshire - Vermont Chapter of the Appraisal Institute

Seminar: **Market Trends in New Hampshire Commercial Real Estate**

Date: January 21, 2020

Time: 4:00-6:00 PM

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

Presenters: Brian O'Brien and Chris Norwood of the Norwood Group

Seminar Topic: The seminar will cover trends for all types of commercial property including commercial, industrial, office, retail and apartment properties in the Seacoast and Southern market areas of New Hampshire.

Brian O'Brien will cover trends in the Seacoast New Hampshire commercial marketplace and Chris Norwood will cover trends in the Southern New Hampshire commercial real estate marketplace.

The seminar will focus on the following areas within the commercial markets of New Hampshire including:

- Supply & Demand
- Asking Prices & Sales Prices
- Appreciation/Depreciation
- Vacancy Rates
- Operating Expenses
- Capitalization Rates
- Investor Requirements
- Recent Legislative Changes
- Forecast for 2020

Following the presentation, there will be time for a short Question & Answer session.

Sponsor: New Hampshire - Vermont Chapter of the Appraisal Institute

Seminar: **Reviewer's Perspective on Commercial and Residential Appraisals**

Date: March 17, 2020

Time: 4:00-6:00 PM

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

Presenters:

Christine Hume, MAI, AI-GRS, MRICS, Vice President Appraisal Review Specialist of Kennebunk Savings Bank

Paul C. Linehan, MAI, AI-GRS, Senior Vice President & Director of Appraisal Services of Bangor Savings Bank

Residential Reviewer from Bangor Savings Bank - TBA

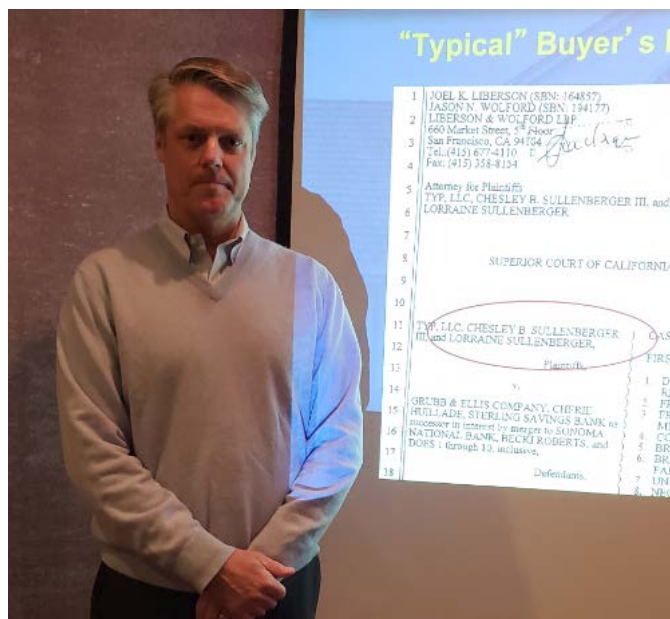
Seminar Topic: This seminar will provide a perspective from commercial and residential appraisal reviewers covering typical areas for improvement for all types of appraisal reports.

****More Details to Follow****

2019 EDUCATION REVIEW

October – Peter Christiansen

LIA Administrators & Insurance Services



Hot Topics and Myths in Appraiser Liability

The presenter was 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. The seminar covered current legal and liability trends affecting appraisers and dispels some common myths and misunderstandings. Actual (and interesting) lawsuits and claims formed the foundation of the seminar. 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 and 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 and the role of professional liability insurance. Looking at questions including who is currently suing appraisers and 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? What is the new "mass litigation" phenomenon that is affecting appraisers?



2019 EDUCATION REVIEW continued...

November – Russ Thibeault
President and Founder of
Applied Economic Research Inc.
Laconia, NH



Appraising in Uncertain Times

Russ Thibeault is the founder and President of Applied Economic Research Inc. out of Laconia, New Hampshire. He has appeared on CNN, the McNeil News Hour, ABC News, Nightline, BBC and Japanese Public Television. This seminar provided an overview of the current outlook of the United States economy. Also, looking at the local New Hampshire economy and where New Hampshire currently stands compared to other areas of the country. Russ provided data on unemployment rates, GDP growth, and job growth both nationally and locally, interest rates, stock market performance, and residential sales analysis for 2019 in New Hampshire. Russ led a discussion on where we are currently in the business cycle and what economic indicators could lead to the next recession in the future. Currently National Unemployment is at a 50-year low, the NH GDP growth is at 1.4% which is lower than the National average of 2.0% GDP growth.

