



# NH-VT Chapter of the Appraisal Institute 2023

## Education 2023-2024

### 2023 Chapter Meetings & 2-Hour Seminars & Continuing Education

**Location: Holiday Inn**  
172 North Main Street, Concord, NH

**November 14, 2023**  
4-6 PM - 2 hours CE

**Topic: PrimeMLS Tools for Appraisers**  
**Presenter: Wendy Huckins**  
PrimeMLS Training Coordinator

**SEE PAGE 4**

**March 19, 2024**  
4-6 PM - 2 hours CE

**Topic: Hospitality Valuation**  
**Presenter: Jay Bragg**  
Resort Realty Advisors

**MORE INFORMATION TO FOLLOW**

**May 21, 2024**  
4-6 PM - 2 hours CE

**Topic: Solar Valuation**  
**Presenter: Sean Sargeant, MAI, SRA**  
Sargeant Appraisal Services

**MORE INFORMATION TO FOLLOW**

### **CLASS OFFERINGS**

**November 2 and 3, 2023**  
7 hours CE

**Location: Sheraton Nashua**  
11 Tara Blvd., Nashua, NH

**Topic: Marshall & Swift Residential and  
Commercial Training Class**

**Presenter: Edward Martinez**  
Core Logic

**SEE PAGES 2 & 3**

## NH-VT Chapter Summer Social Outing on Lake Winnepesaukee - August 3, 2023

70 appraisers and guests enjoyed a 2-hour summer sunset  
cruise on the Winnepesaukee Spirit



# SAVE THE DATE!

## 2024/2025 USPAP Update

VT- Burlington, VT – 12/7/2023

NH- Concord, NH – 12/8/2023

**MORE INFORMATION TO  
FOLLOW**

*Register for all of these courses and other AI courses here:*  
[www.appraisalinstitute.org/education/](http://www.appraisalinstitute.org/education/)

# NEW HAMPSHIRE-VERMONT CHAPTER CLASS OFFERINGS

**SAVE THE DATE!**

**NOTICE OF UPCOMING CLASS OFFERINGS**

## **MARSHALL & SWIFT RESIDENTIAL TRAINING CLASS**

<b>Date:</b>	November 2, 2023
<b>Time:</b>	8:00 AM – 4:30 PM Sign-in starts at 8:00 AM and Classroom Hours 8:30 AM – 4:30 PM
<b>Location:</b>	Sheraton Nashua, 11 Tara Blvd., Nashua, NH
<b>Presenter:</b>	Edward Martinez of Core Logic
<b>Cost:</b>	<b>\$245 - AI Price; \$270 Regular Price (After 10/26 add \$25)</b> <b>Includes Program Materials and Lunch</b>
<b>Credit Hours:</b>	<b>Approved for 35 AI Points and 7 CE Hours in NH, VT, MA, RI &amp; ME. No Credit will be provided to other states.</b>

### **About the Program:**

This course will teach what the cost approach is and how to best utilize it to determine the replacement cost of residential buildings and other improvements in the USA and Canada. Students will learn how to arrive at an accurate and reliable cost approach provides a complete, authoritative appraisal guide for developing replacement costs along with depreciated values of a wide variety of residential buildings and other improvements. It contains indexes of building costs as well as a great deal of useful miscellaneous information for anyone interested in cost and value.

This course provides a thorough understanding of the Square Foot Method, including identifying comparable building types, refining and adjusting the base cost, applying depreciation principles and modifying the final cost for localization.

The first half of the class will demonstrate how to effectively use the physical Residential Cost Handbook, while the latter half will focus on using the online Swift Estimator.

**REGISTER THROUGH THE AI EDUCATION WEBSITE: [CLICK HERE](#)**

## MARSHALL & SWIFT COMMERCIAL TRAINING CLASS

- Date:** November 3, 2023
- Time:** 8:00 AM – 4:30 PM  
Sign-in starts at 8:00 AM and Classroom Hours 8:30 AM – 4:30 PM
- Location:** Sheraton Nashua, 11 Tara Blvd., Nashua, NH
- Presenter:** Edward Martinez of Core Logic
- Cost:** **\$245 - AI Price; \$270 Regular Price (After 10/26 add \$25)**  
**Includes Program Materials and Lunch**
- Credit Hours:** **Approved for 35 AI Points and 7 CE Hours in NH, VT, MA, RI & ME. No Credit will be provided to other states.**

### About the Program:

This course will teach what the cost approach is and how to best utilize it to determine the replacement cost of commercial buildings and other improvements in the USA and Canada. Students will learn how to arrive at an accurate and reliable cost approach.

The Commercial Cost Handbook provides a complete, authoritative appraisal guide for developing replacement costs along with depreciated values of a wide variety of commercial buildings and other improvements. It contains indexes of building costs as well as a great deal of useful miscellaneous information for anyone interested in cost and value.

The first half of the class will demonstrate how to effectively use the physical Commercial Cost Handbook, while the latter half will focus on using the online Swift Estimator.

**REGISTER THROUGH THE AI EDUCATION WEBSITE: [CLICK HERE](#)**

We hope you will take advantage of these convenient, educational and affordable offerings! Take a moment to check out our website: [www.ai-nhvt.com](http://www.ai-nhvt.com). Any questions, email the Chapter – Leitha Reilly, Executive Director at [ai.nhchapter@gmail.com](mailto:ai.nhchapter@gmail.com), or you can call 630 640-7220.

# NEW HAMPSHIRE-VERMONT CHAPTER SEMINAR OFFERINGS

## PrimeMLS Tools for Appraisers

<b>Date:</b>	November 14, 2023
<b>Time:</b>	3:30 PM – 4:00 PM (Chapter Meeting) 4:00 PM – 6:00 PM 2 Hour Seminar
<b>Location:</b>	Holiday Inn, 172 South Main Street, Concord, NH
<b>Presenter:</b>	Wendy Huckins (PrimeMLS)
<b>Cost:</b>	<b>\$45 - AI Price; \$55 Non-Member Regular Price</b>
<b>Credit Hours:</b>	<b>Approved for 15 AI Points and 2 CE Hours in NH and VT only</b>

### About the Seminar:

Wendy Huckins from PrimeMLS (formerly NEREN) will be presenting to our group. PrimeMLS provides Multiple Listing Services (MLS) in the states of New Hampshire, Vermont, Massachusetts, Maine, Connecticut, Rhode Island, and New York.

PrimeMLS Tools for Appraisers will showcase the three search options within the Paragon MLS database: Professional Search, Connect, and Professional Results, including how to add and remove fields to search templates in order to complete more specific searches. Map-based searching is also shown, as appraisers are often needing to complete searches via the map. How to work with results, export data, and utilize the appraiser-specific reports will also be discussed. There will also be an overview of the CRS Public Record Database. Those who attend the course should leave feeling more comfortable and confident in their ability to get what they need from both Paragon and CRS.

PrimeMLS Tools for Appraisers is a lecture-style two-hour course conducted using a laptop connected to the Internet to access the Paragon software program and a projector displaying the instructor's screen to another screen on the wall. Attendees may take notes, but no computers will be allowed. The goal is for attendees to watch and learn instead of attempting the task and potentially missing steps. There are some PowerPoint slides to introduce the class, speakers, and agenda but the majority of the class will be in the Paragon system using a projector for all to view.

The entire presentation will take 2 hours, with time for questions and answers throughout.

*A Chapter Meeting precedes the seminar, and light appetizers and networking follow. All are welcome!*

**REGISTER THROUGH THE AI EDUCATION WEBSITE: [CLICK HERE](#)**

## 2023 OFFICERS, DIRECTORS, AND BOARD MEMBERS



**Pictured from Left to Right:** Wesley Reeks, MAI, RM; Robert Concannon, MAI; David Cornell, MAI, CAE; Steve Bergeron, MAI; Brian White, MAI, SRA; Sean Sargeant, MAI, SRA; Ronald Lavallee, SRA; Mark McCann, MAI

Not Pictured: Amy McClellan, SRA, MAI; Katrina Hill, SRA; Tom Prophet, SRA

### **Officers:**

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*Executive Director*

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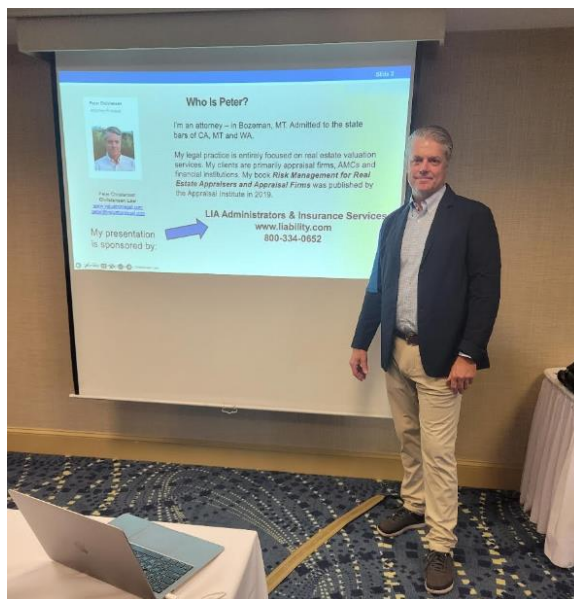
## RECENT SEMINARS

### September 2023 - 15 Takeaways from Your Colleagues' Legal Misfortunes

Peter Christensen of Christensen Law presented on many important legal cases and concerns in topics concerning appraisers across the United States. The discussion included several topics including:

- How does USPAP relate to a professional negligence claim?
- What's the most important language in an appraisal report – in relation to an appraiser's potential liability?
- What legal problems have copying and pasting information from Wikipedia into appraisal reports caused appraisers?
- How does the Gramm Leach Bliley Act really apply to appraisers?

**Thank You, Peter for providing your expertise on these important topics.**



**Peter Christensen**

Christensen Law



## 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](mailto:ai.nhchapter@gmail.com)