



## New Hampshire Vermont Chapter



### Education 2024

#### 2024 Chapter Meetings & 2-Hour Seminars & Continuing Education

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

**September 17, 2024**  
4-6 PM - 2 hours CE (NH & VT)

**Topic: New Hampshire & Vermont  
Economic Outlook**

**Presenter: Brian Gottlob**  
Director of New Hampshire Department of  
Employment Security

**MORE INFORMATION TO FOLLOW**

**November 19, 2024**  
4-6 PM - 2 hours CE (NH only)

**Topic: Commercial Real Estate Outlook**

**Presenters: Colliers International with  
David Choate, Dan Scanlon and Kristie  
Russell**

**MORE INFORMATION TO FOLLOW**

### **CLASS OFFERINGS**

**October 17, 2024**  
4 hours CE (NH & VT)  
**Location: Holiday Inn**

172 North Main Street, Concord, NH

**Topic: Understanding the Construction  
Draw Sheet**

**Presenter: Lamar Ellis, MAI**

**Register Now!**

**SEE PAGE 2**

## We cordially invite you and a guest to our Summer Social Event!

We have reserved the “Winnepesaukee Spirit”, a 56-foot, 70-person, double-deck cruise ship for a two-hour sunset cruise on Wednesday, July 31. There will be hors d’oeuvres and a cash bar.

Join us aboard the Winnepesaukee Spirit for a Sunset Cruise



**July 31, 7:00-9:00pm**

We’re excited to offer complimentary tickets for you and a guest, courtesy of the NH-VT Chapter.

**Tickets are limited! - First come, first serve**

Winnepesaukee Spirit Boat Dock, 211 Lakeside Ave, Weirs Beach, Laconia, NH

*To register for ticket(s), click here:*

[AIChapterRegistration \(appraisal institute.org\)](https://www.ai-nhvt.com/AIChapterRegistration)

*\* You don't need to be a member of the Appraisal Institute to register, but you do need an Appraisal Institute account in order to register.*



## New Hampshire Vermont Chapter

# CLASS OFFERINGS

**SAVE THE DATE!**

**NOTICE OF UPCOMING CLASS OFFERINGS**

## UNDERSTANDING THE CONSTRUCTION DRAW SHEET

<b>Date:</b>	October 17, 2024
<b>Time:</b>	8:00am – 12:00pm
<b>Location:</b>	Holiday Inn Downtown 172 North Main Street, Concord, NH
<b>Presenter:</b>	Lamar Ellis, MAI
<b>Cost:</b>	\$140 AI Member / \$160 Non-Member
<b>Credit Hours:</b>	Approved for 4 CE Hours in NH & VT and 20 AI Points. No Credit will be provided to other states.

*To register, click here:*

[October 17, 2024 Concord, NH | Understanding the Construction Draw Sheet \(appraisalinstitute.org\)](https://www.appraisalinstitute.org)

## 2024 OFFICERS, DIRECTORS, AND BOARD MEMBERS



**Pictured from Left to Right:** Katrina Hill, SRA; Wesley Reeks, MAI, RM; Tom Prophet, SRA; Ronald Lavalley, SRA; Sean Sargeant, MAI, SRA; Steve Bergeron, MAI; Brian White, MAI, SRA; Garrett Gerstung, MAI, AI-GRS; Robert Concannon, MAI;

Not Pictured: David Cornell, MAI, CAE; Mark McCann, MAI; Amy McClellan, SRA, MAI

### Officers:

President: Sean Sargeant, MAI, SRA – Sargeant Appraisal Service- [sean@sargeantappraisal.com](mailto:sean@sargeantappraisal.com)

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

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

Treasurer/Finance Chair: Amy McClellan, SRA, MAI– Milne-Allen Appraisal Company- [milneallen@gmail.com](mailto:milneallen@gmail.com)

Immediate Past President: Ronald Lavalley, SRA–Stone Brook Appraisals, LLC [ron@stonebrookappraisals.com](mailto:ron@stonebrookappraisals.com)

### Board of Directors:

Steve Bergeron, MAI – Bergeron Commercial Appraisal- [steve@bergeronappraisal.com](mailto:steve@bergeronappraisal.com)

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*Leitha Reilly*

*Executive Director*

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## RECENT SEMINARS AND CLASSES

### Artificial Intelligence, Blockchain & the Metaverse: Implications for Valuation

Mark Linne, MAI, SRA, AI-GRS taught a class on artificial intelligence (AI) and its applications in the appraisal industry. He reviewed the history of AI, its building blocks, and the reasons why AI is becoming increasingly essential in data analysis. The class dove into the concept of generative AI and its potential benefits for appraisers. Through examples and case studies, participants were able to develop a working knowledge of tools such as ChatGPT, a cutting-edge generative AI model.



Appraisers need to grasp the **fundamental forces** that are reshaping our world in this fast-changing era if they want to learn how to **value the future and stay ahead of the curve.**

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

**Mark R. Linne, MAI, SRA, AI-GRS**



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## MARSHALL & SWIFT RESIDENTIAL & COMMERCIAL TRAINING CLASSES

Edward Martinez of Core Logic taught two seminars on Marshall & Swift Residential & Commercial Training in November 2023. The residential course taught 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 learned 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 provided 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 demonstrated how to effectively use the physical Residential Cost Handbook, while the latter half focused on using the online SwiftEstimator.

The commercial course taught 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 learned 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 demonstrated how to effectively use the physical Commercial Cost Handbook, while the latter half focused on using the online SwiftEstimator.

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



**Edward Martinez**  
Core Logic

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the Appraisal Institute

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## November 2023- Seminar: PrimeMLS Tools for Appraisers

Wendy Huckins from PrimeMLS (formerly NEREN) presented 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 showcased 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 was 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 was an overview of the CRS Public Record Database.

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

## March 2024- Seminar: Valuation of Small Lodging Properties

Presenter Jay Bragg examined the unique business aspects, demands and challenges involved in appraising lodging properties. He focused on the key elements of the property inspection and discuss necessary requested information, review the typical functional areas of a small lodging property, how to analyze the market for this property type and identify the most probable buyer.

A thorough discussion on each of the three approaches to value ensued, from analyzing financial statements of small lodging properties and extracting cap rates and RRM's from sales in the Income Approach, to how to select the best comparables and avoid pitfalls in data collection with the Sales Comparison Approach, to discussing when the Cost Approach is applicable.

How to allocate the value conclusion between real and personal property was also addressed.

**Thank You Jay for providing your expertise on this important topic.**



## May 2024- Seminar: Basics of PV Solar Valuation

Presenter and Chapter President Sean Sargeant, MAI, SRA spoke on the basics of PV solar. This seminar explained the different types of assemblies used to convert solar energy into heat or power, go through the basic operation of a PV solar array and how an array creates value through the regular production of power over its use life, and show through examples how to employ all three approaches to value – Sales Comparison Approach, Income Approach and Cost Approach.

This two-hour seminar introduced the basics for further exploration of the subject matter.

**Thank You Sean for providing your expertise on this important topic.**



**Sean Sargeant, MAI, SRA**  
Sargeant Appraisal Services

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## 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)