



New Hampshire Vermont Chapter



Education 2025

Chapter Meetings, 2-Hour Seminars & Continuing Education

**Location: Grappone Conference Center
Adjacent to the Courtyard Marriott
70 Constitution Avenue, Concord, NH**

CHAPTER MEETING

**September 16, 2025
5-5:30 PM**

No Seminar in September

Via Zoom

Link to Follow

SEMINAR

**November 19, 2025
4-6 PM - 2 hours CE**

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

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

CLASS OFFERINGS

In-Person & Live/Synchronous Options

October 14, 2025

**Reporting Market Analysis & Better
Understanding the New URAR**

4 hours CE (multiple states)

and

**Supporting Adjustments & Reporting Sales
Comparison Approach in the New URAR**

3 hours CE (multiple states)

SAVE THE DATES

**December 9, 2025 & January 13, 2026 (NH)
and December 11, 2025 (VT)
2026 USPAP 7-Hour Update Class**

Our 2025 Summer Social Event was a Success!



Many thanks to our generous sponsors:



Summer 2026: Portsmouth Harbor Cruise



Photo courtesy: Isles of Shoals Steamship Company

2025 OFFICERS, DIRECTORS, AND BOARD MEMBERS



Pictured from Left to Right: Wesley Reeks, MAI, RM; Robert Concannon, MAI; Ronald Lavallee, SRA; Garrett Gerstung, MAI, AI-GRS; Tom Prophet, SRA; Katrina Hill, SRA; Mark McCann, MAI; Brian White, MAI, SRA; David Cornell, MAI, CAE; Steve Bergeron, MAI

Not Pictured: Amy McClellan, SRA, MAI

Officers:

President: Brian White, MAI, SRA – White Appraisal- brianwmai@aol.com

Vice President: David Cornell, MAI, CAE – Candidate Guidance - Cornell Consultants, LLC - david@cornellconsultants.com

Secretary: Garrett Gerstung, MAI, AI-GRS – JLL - garrett.gerstung@jll.com

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

Immediate Past President: Sean Sargeant

Board of Directors:

Steve Bergeron, MAI – Bergeron Commercial Appraisal- steve@bergeronappraisal.com

Robert Concannon, MAI– RMA Associates- rconcannon@aol.com

Katrina Hill, SRA – Education Chair- RB Hill Co- rbhillco@comcast.net

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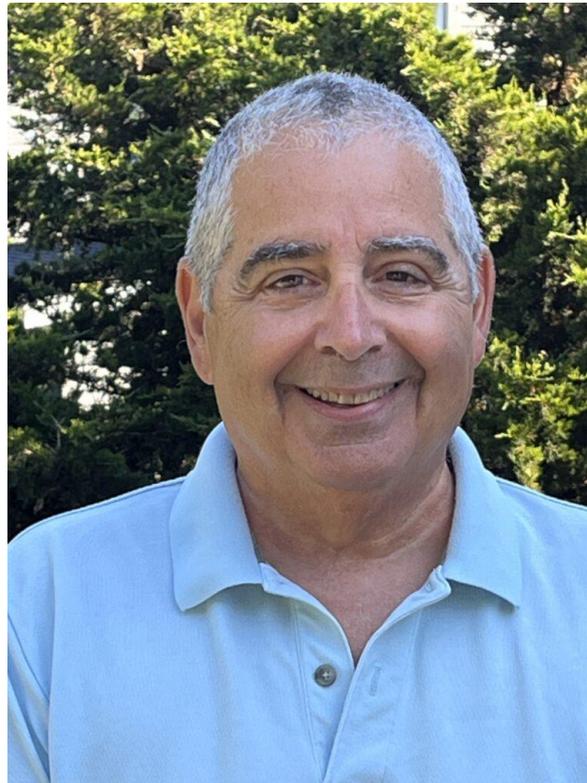
Leitha Reilly Executive Director email: newhampshire-vermontchapter@appraisalinstitute.org, tel: (630)640-7220

RECENT SEMINARS AND CLASSES

Impact of Short-term Rentals (on Real Property Valuation)

The seminar provided an overview and brief history of the short-term rental industry, information on aspects of value, FF&E, capitalization rates, going-concern value, motivations of property owners, and proper methods of research. Case study examples demonstrated how to value single-unit, multi-unit, and mixed-use properties that include an STR component.

Thank You Joe for providing your expertise on these important topics.



Joseph V. Comperchio, MAI, SRA

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SEARCH TODAY



Building Inspections - Valuation Resource for Appraisers

Building inspectors ensure construction complies with all applicable national and local codes, zoning regulations, and contract specifications. Tom Pelletier from Alpha Building Inspections provided an overview of the Property Condition Assessment process, discussed acceptable standards of practice for both commercial and residential properties, reviewed major building systems for each, and provided an overview of environmental screenings and capital needs studies. Inspection reports can assist appraisers with probable costs to remedy physical deficiencies, providing additional accuracy to the value derived in an appraisal report.

Thank You Tom for providing your expertise on the building inspection topics.



Tom Pelletier
Alpha Building Inspections

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A New Perspective on the Valuation of Solar Developments in New Hampshire

Packy Campbell, the founder of Bright Spot Solar and a veteran NH Real Estate broker, provided information on Solar equipment types and their effect on Real Estate values. Mr. Campbell provided information and insight on how to evaluate the different types of solar technologies and the variety of solar installation situations including lease arrangements, purchase power agreements, solar easements, and solar equipment purchases from his unique perspective as a solar installer, owner, investor, developer and Realtor.

Thank You Packy for providing your expertise on these solar topics.



**Packy Campbell
Bright Spot Solar**

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President's Message:**NOW IS A GREAT TIME TO BECOME A PRACTICING AFFILIATE WITH THE APPRAISAL INSTITUTE**

With higher interest rates over the past two years, the volume of lender appraisal requests has been down dramatically from that of the previous Covid-19 years. Unfortunately, this has led to downward fee pressure for both commercial and residential appraisers. In turn, this has resulted in the income for many appraisers in our region to decline. It has prompted some older appraisers to exit the industry and unfortunately some appraisers have seen dramatic declines in their income. During the Covid-19 years, everyone was over-booked while appraisal demand and appraisal fees were increasing for everyone. Over the four past decades that I have been appraising residential and commercial real estate, I have seen this up and down demand and fee fluctuation payout, many times, in similar fashion, for a variety of reasons. In busy times, everyone is busy, but in slower times, only the more experienced and designated appraisers consistently stay busy. My advice to those appraisers who are not designated with the Appraisal Institute is to step up your game and start taking steps to become affiliated with the Appraisal Institute. Obtaining the MAI or SRA designation is no easy or quick task but it is one that will benefit you greatly over the long-haul. The first step that a non-designated appraiser can and should take is to become a Practicing Affiliate with the Appraisal Institute. Here are a few reasons why and how becoming a Practicing Affiliate with the NH/VT Chapter of the Appraisal Institute can work for you:

1. Being a Practicing Affiliate aligns you with the largest and most respected appraisal organization in the country and you can advertise yourself as such.
2. Practicing Affiliates can advance to be a Candidate for Designation and eventually obtain the highly coveted MAI or SRA designation.
3. Recent changes at the Appraisal Institute now consider Practicing Affiliates to be Associate Members of the organization. They are now voting members that can also advance to the chapter Board of Directors, further enhancing their personal resume.
4. While the annual fee to be a Practicing Affiliate is \$400, there are seminar and class discounts available to Appraisal Institute members that can effectively reduce this cost by well over \$100/year, depending on the number of AI seminars and classes attended.
5. The NH/VT Chapter of the Appraisal Institute has a new member incentive for 2025 that will award a \$250 Appraisal Institute education class credit to one member of the chapter via a random drawing at the November Seminar. This random drawing is available to any chapter member who attends at least three of the four Chapter seminars in 2025.
6. The NH/VT Chapter of the Appraisal Institute recently expanded their scholarship program to make scholarship money available to Practicing Affiliates of the Chapter who take advanced classes with the Appraisal Institute.

For all of these reasons, now could be the best time to begin your affiliation with the Appraisal Institute as a Practicing Affiliate.



Brian W. White, MAI, SRA NHC#-#52

2025 President of the NH/VT Chapter of the Appraisal Institute

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. newhampshire-vermontchapter@appraisalinstitute.org

Member Incentive for 2025:

Any AI Member who attends at least 3 of the 4 Chapter Seminars in 2025 will be entered to win a \$250 Appraisal Institute Education Class Credit*

***Drawing to take place at the November Seminar**