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## **NH/VT chapter of Appraisal Institute president's message - by Robert Concannon**

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Robert Concannon  
Appraisal Institute

I am honored to serve as your 2019 president of the NH/VT chapter of the Appraisal Institute. 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 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 a 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 NH/VT 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 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, and lawyers who provide insight into current market trends, conditions and occurrences. The classes focus on issues/events related to the chapter's 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 appraisal backgrounds and teaching experience.

Last May, 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 with "Hot Topics and Myths in Appraiser Liability" (3 hours) and November with the Annual State of N.H. Update (2 hours). Both classes will be held at the Ichiban Japanese Steakhouse located at 118 Manchester St. in Concord.

If you haven't already, please review some of the resources/members available to our members on the NH/VT AI website. Please join us at one of our upcoming chapter meetings and events. We are always looking for new issues/topics that impact local appraisers which can help enrich their professional development.

Robert Concannon, MAI, is the 2019 president of NH/VT Chapter of the Appraisal Institute.

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