

**Peter A. Knight, Certified General Appraiser**  
(NHCG-606 and MECG-1878)

**EDUCATION:**

The Appraisal Institute	
Appraisal Principles (110)	2000
Appraisal Procedures (120)	2000
Basic Income Capitalization (310)	2001
Standards of Professional Practice (410)	2001
Standards of Professional Practice (420)	2001
Advanced Income Capitalization (510)	2002
Highest & Best Use and Market Analysis (520)	2004
Advanced Sales Comparison & Cost Approaches (530)	2002
Advanced Applications (550)	2005
Syracuse University	1982
Bachelor of Science in Business Administration	
Finance Major	

**SEMINARS:**

The Appraisal Institute	
Uniform Land Standards for Federal Land Acquisitions	2006
Valuation of Conservation Easements	2007

**EXPERIENCE:**

The Stanhope Group – Director of the Commercial Division 1999-Present  
Real estate appraisal and consulting throughout New Hampshire and Maine. Expertise in appraising complex residential properties, all types of commercial properties, industrial properties, vacant land, special purpose properties, residential subdivisions, and conservation easements. Experienced in Yellow Book compliant work, work for federal and state agencies, and work subject to Internal Revenue Service scrutiny on noncash charitable donations. Successfully completed United States Department of the Interior Technical Appraisal Reviews. Versed in eminent domain and tax abatement appraising. Clients include law firms, accountants, financial planners, corporations, state and federal government agencies, financial institutions, private individuals, municipalities, and conservation organizations.

Coldstream Real Estate Advisors, Inc. – Licensed Broker 1998-2004  
Real estate broker and consultant. Specializing in the areas of tenant representation, commercial and industrial brokerage, land master planning, approval management and corporate services.

SOS Parts, Ltd. – CFO/COO 1997-1998  
Responsible for all day-to-day operations and financial reporting for this reseller of new and used computer parts.

Banking Industry Executive, New England and New York City 1983-1997  
Successfully completed Manufacturer's Hanover Trust's Management Training and Credit Training programs. Financial industry executive with experience in the following industry areas:

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|-----------------------------------|--|
| * Middle Market Corporate Banking | * Development/Investment Real Estate Lending |
| * Factoring                       | * Equipment Leasing                          |
| * Bank Due Diligence              | * Loan Workout/Bank Asset Liquidation        |
| * Staff Supervision & Training    | * Policy & Procedure Development             |

**ADDITIONAL EXPERIENCE:**

State of New Hampshire - Expert testimony before Rockingham, Strafford, Belknap, Carroll, Sullivan, and Grafton Superior Courts, Derry District Court, Board of Tax and Land Appeals, Department of Revenue Administration, and New Hampshire Office of the Attorney General.  
State of Maine – Expert testimony before York County Superior Court and Board of Property Tax Review.

**DESIGNATIONS, CERTIFICATIONS & AFFILIATIONS:**

Appraisal Institute  
    Associate Member  
State of New Hampshire  
    Certified General Real Property Appraiser  
State of Maine  
    Certified General Real Property Appraiser