

# THE STANHOPE GROUP LLC

NOBLE'S ISLAND  
500 MARKET STREET, UNIT 1C  
PORTSMOUTH, NEW HAMPSHIRE 03801

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NORTH MAST PROFESSIONAL BUILDING  
11 NORTH MAST STREET  
GOFFSTOWN, NEW HAMPSHIRE 03045

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administration@stanhopegroup.com  
Phone: 603-431-4141 or 800-255-1452  
Fax: 603-431-4179 or 877-748-7789  
www.stanhopegroup.com

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The Stanhope Group, LLC covers the State of New Hampshire  
and York and Oxford County in the State of Maine

# THE STANHOPE GROUP LLC

## AN OVERVIEW

The Stanhope Group is a real estate appraisal and consulting firm that was established in 1967. At its inception, appraisal services were provided to the Veterans Administration, banks, and law firms. In the early 1970's, the firm expanded its services in the area of commercial real estate, servicing both commercial banking and corporate clients. Staff expansion began in the mid 1970's in order to meet the needs of the region's growing economy. In the late 1970's and early 1980's, the firm was in the forefront of serving a mortgage banking industry in transition to increased reliance on secondary markets. Peter Stanhope was one of the first appraisers in the region to be designated by Fannie Mae as an approved appraiser.

The need for specialized education and professional designation was recognized with the firm's establishment of both education and experience standards for members of the professional staff prior to the enactment of FIRREA in 1989. Today, the firm offers professional services at the Licensed, Certified Real Property and Certified General Appraiser levels in New Hampshire, Maine, and Vermont.

The growth of the firm's staff during the 1980's allowed for an expanded service area. The firm now serves New Hampshire and southern Maine. The staff has provided professional services in all New England states, New York, Virginia, Florida, and Quebec Province. The scope of assignments prepared by the firm has included a variety of properties ranging from one week of timeshare to northern New England's largest waste management facility. Clients are provided in excess of 3,500 reports from the firm's two offices annually. The firm's second office was established in Portsmouth, New Hampshire, 1986, to service an expanding client base in southern Maine and southeastern New Hampshire.

The firm's dedication to services includes a region wide computer network. Each staff appraiser's home office computer is interconnected with a series of databases in the firm's offices as well as various resource databases in the region. The firm's internal database includes over 60,000 verified transactions occurring during the last five years.

The Stanhope Group maintains the highest standards of professional practice. Each appraisal is subjected to an internal review involving the Chief Appraiser or a Senior Staff Appraiser. The firm's employment standards for professional education are coupled with in house educational programs and seminars.

The firm does business today under the name of its founder, Peter Stanhope. The Stanhope Group has an appraisal and clerical staff of twenty. The appraisal staff includes valuation specialists in the areas of mortgage banking, employee relocation, eminent domain, litigation, assessment appeal, commercial-industrial properties and the preparation of feasibility studies.

The Stanhope Group's goals are to meet the needs of our clients, maintain the high standards set forth by the Appraisal Foundation's Appraisal Standards Board, and be a reliable and timely source for appraisal services. We provide our clients a full range of appraisal products at competitive professional fees.

# THE STANHOPE GROUP LLC

## PARTIAL CLIENT LIST

Army Corp of Engineers	New York, New York
Bank of New Hampshire	Bedford, New Hampshire
Citizens Mortgage Corporation	Portsmouth, New Hampshire
Department of Housing and Urban Development	Manchester, New Hampshire
Department of Welfare, State of New Hampshire	Concord, New Hampshire
Farmer's Home Administration	Epping, New Hampshire
Federal Savings Bank	Dover, New Hampshire
Federal Deposit Insurance Corporation	Franklin, Massachusetts
Granite State Credit Union	Manchester, New Hampshire
Jeanne D'Arc Credit Union	Lowell, Massachusetts
Hillsborough County Probate Court	State of New Hampshire
Laconia Savings Bank	Laconia, New Hampshire
LandSafe Appraisal Services	Plano, Texas
Lake Sunapee Bank	Newport, New Hampshire
Ledyard National Bank	Hanover, NH
Mascoma Savings Bank	Lebanon, New Hampshire
Members First Credit Union	Manchester, New Hampshire
Merrimack County Savings Bank	Concord, New Hampshire
Navy Federal Credit Union	Merrifield, Virginia
New Hampshire Housing Finance Authority	Bedford, New Hampshire
Northeast Credit Union	Portsmouth, New Hampshire
Optima Bank & Trust	Portsmouth, NH
Profile Bank	Rochester, NH
Sanford Institution for Savings	Sanford, Maine
Service Credit Union	Portsmouth, New Hampshire
TD Bank	Portland, Maine
The Provident Bank	Amesbury, Massachusetts
TSI Appraisal Services	Troy, Michigan
Veterans Administration	Manchester, New Hampshire

Various Law Firms and Corporations throughout New England

The Stanhope Group, LLC.  
E & O POLICY



**DECLARATIONS**  
for  
**REAL ESTATE PROFESSIONAL  
ERRORS & OMISSIONS INSURANCE POLICY**

**THIS IS A CLAIMS MADE INSURANCE POLICY.**

THIS POLICY APPLIES ONLY TO THOSE CLAIMS THAT ARE FIRST MADE AGAINST AN INSURED DURING THE POLICY PERIOD. ALL CLAIMS MUST BE REPORTED IN WRITING TO THE COMPANY DURING THE POLICY PERIOD OR WITHIN SIXTY (60) DAYS AFTER THE END OF THE POLICY PERIOD.

Insurance is afforded by the company indicated below: (A capital stock corporation)

Great American Assurance Company

Note: The Insurance Company selected above shall herein be referred to as the **Company**.

Policy Number: **RAB3082965-19**

Renewal of: **RAB3082965-18**

Program Administrator: **Herbert H. Landy Insurance Agency Inc.  
100 River Ridge Drive, Suite 301  
Norwood, MA 02062**

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Item 1. **Named Insured:** **The Stanhope Group, LLC**

Item 2. **Address:** **500 Market St Unit 1C**

City, State, Zip Code: **Portsmouth, NH 03801**

Attn:

Item 3. **Policy Period:** From 04/30/2019 To 04/30/2020  
*(Month, Day, Year) (Month, Day, Year)*

(Both dates at 12:01 a.m. Standard Time at the address of the Named Insured as stated in Item 2.)

Item 4. **Limits of Liability:** **(inclusive of claim expenses):**  
A. \$ 1,000,000 **Limit of Liability - Each Claim**  
B. \$ 3,000,000 **Limit of Liability - Policy Aggregate**  
C. \$ 500,000 **Limit of Liability - Fair Housing Claims**  
D. \$ 500,000 **Limit of Liability - Fungi Claims**

Item 5. **Deductible:** **(inclusive of Claim Expense): \$ 5,000 Each Claim**

Item 6. **Premium:** \$ **7,595.00**

Item 7. **Retroactive Date** (if applicable): **04/30/1992**

Item 8. **Forms, Notices and Endorsements attached:**

D43100 (03/15) D43300 NH (03/15)  
D43444 (03/17) D43447 (06/17) D43448 (06/17)  
D43421 (03/15) D43432 (05/13) D43425 (05/13) IL7324 (08/12)

Authorized Representative

**THE STANHOPE GROUP LLC  
GEOGRAPHICAL STAFF PROFILE**

Appraiser	State/Certification Number(s)	Expiration Date	FHA Approved	Based In
Peter Bride PBride@stanhopegroup.com	NHLR-383	08/31/2019		Sunapee, NH
G. Andrew Clear GAClear@stanhopegroup.com	MECG-897 NHCG-695	12/31/2018 07/31/2019	<input checked="" type="checkbox"/>	Fryeburg, ME
Michele Crepeau Administration@stanhopegroup.com	Apprentice	N/A		Exeter, NH
Peter Knight Commercial@stanhopegroup.com	NHCG-606	06/30/2019		Dover, NH
Laurie Larocque LLarocque@stanhopegroup.com	NHCR-202	08/31/2019	<input checked="" type="checkbox"/>	North Hampton, NH
John Madden JMadden@stanhopegroup.com	Apprentice	N/A		Rye Beach, NH
David Michaud DMichaud@stanhopegroup.com	NHCR-663	12/31/2018	<input checked="" type="checkbox"/>	Warner, NH
Ann Norman-Sydow ANormanBurke@stanhopegroup.com	NHCR-291	09/30/2019	<input checked="" type="checkbox"/>	Alton, NH
Peter E. Stanhope Administration@stanhopegroup.com	NHCG-31 MECG-647	07/31/2019 12/31/2018	<input checked="" type="checkbox"/>	Durham, NH
Victoria Stanhope VStanhope@stanhopegroup.com	NHCR-351	08/31/2019	<input checked="" type="checkbox"/>	Portsmouth, NH
Debbie West DWest@stanhopegroup.com	NHCR-943	11/30/2019	<input checked="" type="checkbox"/>	Madison, NH
Jeffrey Wood JAWood@stanhopegroup.com	NHCR-336	07/31/2019	<input checked="" type="checkbox"/>	Rye, NH

THE STANHOPE GROUP LLC  
PROFESSIONAL FEE SCHEDULE  
EFFECTIVE JANUARY 1, 2017

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**Professional Fees for Standard Mortgage Banking Residential Forms:**

The Stanhope Group's mortgage banking fee schedule will be submitted by request.

Dwellings with excess land or nontypical appurtenant buildings, seasonal, water influenced and specialty properties may be surcharged with prior notice and lender approval.

**Professional Fees for Litigation Assignments:**

Litigation reports of residential, industrial, commercial, retail property and land are prepared on a time and expense basis. Fee proposals will be submitted on any assignment when requested.

**Professional Fees for Non-Residential Properties:**

Narrative reports of industrial, commercial, retail property and land are prepared on a time and expense basis. Fee proposals will be submitted on any assignment when requested.

**Peter E. Stanhope, Certified General Appraiser**  
(NHCG-31 and MECG-647)

**EDUCATION:**

American Institute of Real Estate Appraisers 1980 - 1984  
University of New Hampshire 1960 - 1964

**EXPERIENCE:**

The Stanhope Group - Chief Appraiser 1967 - Present  
Appraisal of complex residential, industrial and commercial real estate throughout northern New England for corporations, government agencies, financial institutions, law firms, and private individuals.

**RELATED EXPERIENCE:**

Adjunct Faculty, University of New Hampshire 1981 - 1999  
Adjunct Faculty, Real Estate Center, University of Maine 1983 - 1990

**ADDITIONAL EXPERIENCE:**

National Business Institute  
Foreclosure: Appraisal Review, Webinar Speaker  
Appraisals in Estate Planning and Administration, Webinar Speaker  
Maine Public Television  
Format development and moderator of a six hour television special on residential and income property

valuation

New Hampshire Commercial Investment Board of Realtors  
Program presenter for "A Look at the Rate Value Relationship"  
New Hampshire Bar Association  
Program presenter for "The Appraisal In Tax Abatement", "Introduction and Overview of Divorce Litigation", and  
"Use of Experts in Divorce Litigation"  
New Hampshire Trial Lawyers Association  
Program presenter for the Annual Family Law Forum  
Expert Witness (Testimony Before):  
State of New Hampshire  
Circuit Courts and Superior Courts  
Board of Taxation and Land Appeal  
Various municipal planning and zoning boards  
State of Maine - York and Cumberland Superior Courts  
U.S. Bankruptcy Court - Manchester, NH; Rutland, VT and Portland, ME  
U.S. District Court - Concord, NH; Boston, MA, Worcester, MA

**DESIGNATIONS, CERTIFICATIONS & AFFILIATIONS:**

Appraisal Institute  
Practicing Affiliate Member  
National Association of Realtors, Appraisal Section  
General Accredited Member  
State of New Hampshire  
Certified General Real Estate Appraiser  
Licensed Real Estate Broker  
State of Maine  
Certified General Real Estate Appraiser

**OFFICERSHIPS, COMMITTEES & ACTIVITIES:**

New Hampshire Mortgage Banker's Association  
Former Board of Directors Member  
New Hampshire Commercial and Industrial Realtors  
Former Board of Directors Member  
New Hampshire Housing Finance Authority  
Former Reverse Elderly Equity Loan Study Committee Member  
Former Single Family Committee Member  
State of NH Constitution Convention Elected Delegate  
National Association of Realtors  
National Appraisal Committee Appraisal Section, Former NH Delegate  
City of Portsmouth Economic Development Loan Program

Former Loan Review Board Member  
Strafford County Regional Planning Commission Former Member  
Town of Goffstown  
    School Board former member and chairman  
    Municipal Budget Committee former member  
    Zoning Board of Adjustments former alternate member  
Town of Durham  
    Town Council former member  
    Historic District Commission former member and chairman  
Oyster River Advisory Committee  
NH Rivers Management and Protection Program former member



# State of New Hampshire

REAL ESTATE APPRAISER BOARD

APPROVED TO PRACTICE AS A

**CERTIFIED GENERAL APPRAISER**

ISSUED TO: PETER E STANHOPE



Certificate No: NHCg-31

EXPIRATION DATE: 07/31/2021

# State of New Hampshire

REAL ESTATE APPRAISER BOARD

APPROVED TO PRACTICE AS A

**Certified General Appraiser**

ISSUED TO: PETER E STANHOPE



Certificate No:  
NHCg-31

EXPIRATION DATE:  
07/31/2021

For additional information please contact the Board office at [colleen.giffin@oplcnh.gov](mailto:colleen.giffin@oplcnh.gov) or visit our web site at <http://www.oplc.nh.gov/real-estate-appraisers/index.htm>



**State of Maine**  
DEPARTMENT OF PROFESSIONAL AND FINANCIAL REGULATION  
OFFICE OF PROFESSIONAL AND OCCUPATIONAL REGULATION  
BOARD OF REAL ESTATE APPRAISERS

**License Number CG647**

Be it known that

**PETER E. STANHOPE**

has qualified as required by Title 32 MRSA Chapter 123 and is licensed as:

**CERTIFIED GENERAL APPRAISER**

**ISSUE DATE**  
November 5, 2018

*Anne L. Head*  
Commissioner

**EXPIRATION DATE**  
December 31, 2019

**Peter Bride, Licensed Real Property Appraiser**  
(NHLR-383)

**EDUCATION:**

JMB Real Estate Academy	
USPAP (15 hours)	2000
New Hampshire Tech	
Intro to Real Estate Appraisal (45 hours)	1996
Intro to Income Property Appraisals (32 hours)	1996
Tufts University	
Master in Education	1975
Lehigh University	
Bachelor of Arts	1972

**SEMINARS:**

LeMay School of Real Estate	
National 7-Hour USPAP Update	2018
McKissock Data Systems	
Risky Business: Ways to Minimize Your Liability	2013
Systems Built Housing	2012
Intro to Complex Appraisal Assignments	2012
Construction Details and Trends	2011
Residential Green Building	2011

**EXPERIENCE:**

The Stanhope Group - Fee Appraiser	1998 - Present
Preparation of form appraisal reports for single family, multi family, land and condominium properties for mortgage banking institutions and private individuals throughout southwestern New Hampshire.	
Angeli Associates - Real Estate Sales Associate	1998 - 2005
Country Houses Real Estate, New London - Real Estate Sales Associate	1987 - 1997

**DESIGNATIONS, CERTIFICATIONS, AFFILIATIONS:**

State of New Hampshire	
Real Estate Sales Associate	1987 - 2005
Licensed Real Property Appraiser	
Lake Sunapee Board of Realtors	
Associate Member	

# State of New Hampshire

**REAL ESTATE APPRAISER BOARD**  
APPROVED TO PRACTICE AS A  
**LICENSED RESIDENTIAL APPRAISER**  
ISSUED TO: PETER J BRIDE



License No: NHLR-383

EXPIRATION DATE: 08/31/2021

## State of New Hampshire

**REAL ESTATE APPRAISER BOARD**  
APPROVED TO PRACTICE AS A  
**Licensed Residential Appraiser**  
ISSUED TO: PETER J BRIDE



License No:  
NHLR-383

EXPIRATION DATE:  
08/31/2021

For additional information please contact the Board office at [colleen.giffin@oplc.nh.gov](mailto:colleen.giffin@oplc.nh.gov) or visit our web site at <http://www.oplc.nh.gov/real-estate-appraisers/index.htm>

**G. Andrew Clear, Certified General Appraiser**  
(MECG-897 and NHCG-695)

**EDUCATION:**

Maine Bureau of Taxation	
Basic Course #3 Assessing	1997
Appraisal Institute	
Standards of Professional Appraisal Practice	1995
JMB Real Estate Academy	
Income Properties Valuation	1993
National Association of Real Estate Appraisers	
Income Approach I	1993
Standards of Professional Appraisal Practice	1992
University of New Hampshire	
Real Estate Appraisal II	1992
American Institute of Real Estate Appraisers	
Real Estate Appraisal Principles	1988
Basic Valuation Procedures	1988
Plymouth State College	
Bachelor of Science, Business Administration	1989

**SEMINARS:**

LeMay School of Real Estate	
National 7-Hour USPAP Update	2018
USPAP/FIRREA	1997
HUD FHA Regulations	1995

**EXPERIENCE:**

The Stanhope Group - Fee Appraiser	1990 - Present
Preparation of form appraisal reports for single family, multi family, land and condominium properties for mortgage banking institutions and private individuals throughout New Hampshire and Maine.	
Milotte Associates, Appraisers - Fee Appraiser	1990
Accredited Appraisal Services - Fee Appraiser	1989-1990

**DESIGNATIONS, CERTIFICATIONS & AFFILIATIONS:**

State of Maine	
Certified General Appraiser	
Certified Assessor	
State of New Hampshire	
Certified General Appraiser	

# State of New Hampshire

REAL ESTATE APPRAISER BOARD

APPROVED TO PRACTICE AS A

**CERTIFIED GENERAL APPRAISER**

ISSUED TO: GERALD A CLEAR



Certificate No: NHCG-695

EXPIRATION DATE: 07/31/2019

# State of New Hampshire

REAL ESTATE APPRAISER BOARD

APPROVED TO PRACTICE AS A

**Certified General Appraiser**

ISSUED TO: GERALD A CLEAR



Certificate No:  
NHCG-695

EXPIRATION DATE:  
07/31/2019

For additional information please contact the Board office at [dawn.couture@nh.gov](mailto:dawn.couture@nh.gov) or visit our web site at <http://www.nh.gov/nhreb>



**State of Maine**  
 DEPARTMENT OF PROFESSIONAL AND FINANCIAL REGULATION  
 OFFICE OF PROFESSIONAL AND OCCUPATIONAL REGULATION  
 BOARD OF REAL ESTATE APPRAISERS

**License Number CG897**


Be it known that  
**GERALD A. CLEAR**  
 has qualified as required by Title 32 MRSA Chapter 123 and is licensed as:  
**CERTIFIED GENERAL APPRAISER**

*Anne L. Head*  
 Commissioner

**ISSUE DATE**  
 December 31, 2018

**EXPIRATION DATE**  
 December 31, 2019

✂ Detach

 <p><b>STATE OF MAINE</b>          DEPARTMENT OF PROFESSIONAL AND FINANCIAL REGULATION          OFFICE OF PROFESSIONAL AND OCCUPATIONAL REGULATION          BOARD OF REAL ESTATE APPRAISERS</p> <p>License Number CG897  <b>GERALD A. CLEAR</b>          CERTIFIED GENERAL APPRAISER</p> <p><b>ISSUED</b> 12/31/2018      <b>EXPIRES</b> 12/31/2019</p>	<p><b>STATE OF MAINE</b>          DEPARTMENT OF PROFESSIONAL AND FINANCIAL REGULATION          35 State House Station          Augusta, Maine 04333-0035          (207) 624-8603</p> <p><i>Anne L. Head</i>          Commissioner</p>
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**Peter A. Knight, Certified General Appraiser**  
(NHCG-606)

**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:

- |                                   |  |
|-----------------------------------|--|
| * 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 New Hampshire

REAL ESTATE APPRAISER BOARD

APPROVED TO PRACTICE AS AN

**CERTIFIED GENERAL APPRAISER**

ISSUED TO: PETER A KNIGHT



NHCG-606

EXPIRATION DATE: 06/30/2020

# State of New Hampshire

REAL ESTATE APPRAISER BOARD

APPROVED TO PRACTICE AS AN

**Certified General Appraiser**

ISSUED TO: PETER A KNIGHT



NHCG-606

EXPIRATION DATE:  
06/30/2020

For additional information please contact the Board office at [dawn.couture@nh.gov](mailto:dawn.couture@nh.gov)  
or visit our web site at <http://www.nh.gov/nhreib>

# Laurie L. Larocque, Certified Real Property Appraiser

(NHCR-202)

## EDUCATION:

NH Association of Assessing Officials and the Department of Revenue Administration	
State Statutes Course	1997, 2000
Society of Real Estate Appraisers	
Applied Residential Property Valuation	1988
An Introduction to Appraising Real Property	1987
University of New Hampshire, Durham, NH	
Real Estate Inspection: Residential	1996
Real Estate Appraisal I & II	1992
Introduction to Real Estate	1982
Bachelor of Arts, Social Services	1981
Northern Essex Community College, Haverhill, MA	
Associates of Art, Sociology	1978

## SEMINARS:

LeMay School of Real Estate	
National 7-Hour USPAP Update	2018
Federal Land Acquisition Appraising	2006
American Indoor Air Quality Assessment Services LTD	
UAD	2011
McKissock Inc.	
National USPAP Update Equivalent	2014
Changing World of FHA Appraising	2010
Appraising in a Changing Market	2009
Even Odder: More Oddball Appraisals	2008
Mortgage Fraud	2008
Cost Approach	2007
Appraising REO & Foreclosure Properties	2007
University of Southern Maine	
Complex Properties	2006
Understanding Older Housing	2006
Appalachian Colloquium	
Appraisers Role in Litigation	2006
USPAP	2005
Appraising Stigmatized Properties	2004
Appraisal Institute	
Reviewing Residential Appraisals	1994
Understanding Limited Appraisals	1994

## EXPERIENCE:

The Stanhope Group - Fee Appraiser	1988 - Present
Preparation of form appraisal reports for single family, multi family, land and condominium properties for mortgage banking institutions and private individuals throughout southern New Hampshire.	
Federal Government, Department of Housing & Urban Development	1987 - 1988
Manchester, New Hampshire - Residential Review Appraiser	
R.E.I., Manchester, New Hampshire - Fee Appraiser	1986 - 1987
Jack Ruth Appraisal Services, Haverhill, MA - Staff Appraiser	1985 - 1986

## DESIGNATIONS, CERTIFICATIONS & AFFILIATIONS:

State of New Hampshire	
Certified Real Property Appraiser	

# State of New Hampshire

**REAL ESTATE APPRAISER BOARD**

APPROVED TO PRACTICE AS A

**CERTIFIED RESIDENTIAL APPRAISER**

ISSUED TO: LAURIE L LAROCQUE



Certificate No: NHCR-202

EXPIRATION DATE: 08/31/2021

## State of New Hampshire

**REAL ESTATE APPRAISER BOARD**

APPROVED TO PRACTICE AS A

**Certified Residential Appraiser**

ISSUED TO: LAURIE L LAROCQUE



Certificate No:  
NHCR-202

EXPIRATION DATE:  
08/31/2021

For additional information please contact the Board office at [colleen.giffin@oplc.nh.gov](mailto:colleen.giffin@oplc.nh.gov) or visit our web site at <http://www.oplc.nh.gov/real-estate-appraisers/index.htm>

# John Madden, Apprentice Appraiser

## EDUCATION:

Appraisal Institute	
General Appraiser Income Approach/ Part 1	2014
General Appraiser Income Approach/ Part 2	2014
General Appraiser Report Writing and Case Studies	2014
General Appraiser Sales Comparison Approach	2014
General Appraiser Market Analysis and Highest & Best Use	2012
General Appraiser Site Valuation and Cost Approach	2012
Real Estate Finance, Statistics, and Valuation Modeling	2011
Business Practices and Ethics	2010
Massachusetts Board of Real Estate Appraisal	
National USPAP	2010
Basic Appraisal Principles	2009
Basic Appraisal Procedures	2009
Babson College	
BS in Business Administration	1986

## EXPERIENCE:

The Stanhope Group - Fee Appraiser	2015 - Present
Preparation of narrative reports for light industrial, commercial, land, and mixed-use properties, including highest and best use analysis.	
Birch REA Partners – Principal and Vice President	2001 – 2015
A full-service commercial real estate advisory and valuation company based in Wellesley, Massachusetts.	

## DESIGNATIONS, CERTIFICATIONS, AFFILIATIONS:

Commonwealth of Massachusetts	
Apprentice Appraiser	
State of New Hampshire	
Licensed Real Estate Salesperson	
Member - NH Commercial Investment Board of Realtors (NH CIBOR)	

# State of New Hampshire

**REAL ESTATE APPRAISER BOARD**

APPROVED TO PRACTICE AS A

**CERTIFIED GENERAL APPRAISER**

ISSUED TO: JOHN J MADDEN



Certificate No: NHCg-905

EXPIRATION DATE: 07/31/2021

## State of New Hampshire

**REAL ESTATE APPRAISER BOARD**

APPROVED TO PRACTICE AS A

**Certified General Appraiser**

ISSUED TO: JOHN J MADDEN



Certificate No:  
NHCg-905

EXPIRATION DATE:  
07/31/2021

For additional information please contact the Board office at [colleen.giffin@oplcnh.gov](mailto:colleen.giffin@oplcnh.gov) or visit our web site at <http://www.oplc.nh.gov/real-estate-appraisers/index.htm>

# David Michaud, Certified Real Property Appraiser

(NHCR-663)

## EDUCATION:

JMB Real Estate Academy, Chelmsford, MA	
Appraising Income Properties	2004
Appraising 1-4 Family Properties	2003
Uniform Standards of Professional Appraisal Practice	2003
Basics of Real Estate Appraisal	2003
Career Web School, Marietta, GA	
Uniform Residential Appraisal	2004
Rivier Graduate College, Nashua, NH	1996
MA in Literature and Writing	
MAT in Teaching Language Arts	
Merrimack College, North Andover, MA	1993
BA in Psychology	
BA in English, Minor in Philosophy	
Champlain College, Burlington, VT	1980
AA Business	

## SEMINARS:

LeMay School of Real Estate	
National 7-Hour USPAP Update	2018
McKissock, Inc	
Introduction to the Uniform Appraisal Dataset	2011
The Changing World of FHA Appraising	2010
Land and Site Valuation	2010
Introduction to Expert Witness Testimony	2010
The Art of Residential Appraisal Review	2008
Even Odder: More Oddball Appraisals	2008
Residential Report Writing	2008
Appraising FHA Today	2008
National USPAP Update	2008
University of NH	
The Appraiser's Role in Litigation	2006
Appraisal Institute	
Scope of Work	2006

## EXPERIENCE:

The Stanhope Group - Fee Appraiser	2005 - Present
Preparation of form appraisal reports for single family, multi family, land and condominium properties for mortgage banking institutions and private individuals throughout New Hampshire. Assist the principal appraiser in the inspection, research and/or preparation of appraisal reports for litigation purposes.	
Appraisal Connection, Hampton, NH	2003 - 2005
Mont Blanc Academy, Hooksett, NH, Founder and Principal	1997 - 2003
Neurodevelopmental Institute of NH, Psychoeducational Specialist	1999 - 2003
Zale Corporation, Regional Vice President	1982 - 1991

## DESIGNATIONS, CERTIFICATIONS & AFFILIATIONS:

State of New Hampshire	
Certified Real Property Appraiser	
The Capitol Region Board of Realtors	
US Dept. of HUD, FHA Certification	

# State of New Hampshire

REAL ESTATE APPRAISER BOARD  
APPROVED TO PRACTICE AS AN  
CERTIFIED RESIDENTIAL APPRAISER  
ISSUED To: DAVID J MICHAUD



NHCR-663

EXPIRATION DATE: 12/31/2020

# State of New Hampshire

REAL ESTATE APPRAISER BOARD  
APPROVED TO PRACTICE AS AN  
Certified Residential Appraiser  
ISSUED TO: DAVID J MICHAUD



NHCR-663

EXPIRATION DATE:  
12/31/2020

For additional information please contact the Board office at [dawn.couture@nh.gov](mailto:dawn.couture@nh.gov)  
or visit our web site at <http://www.nh.gov/nhreib>

# Ann Norman-Sydow, Certified Real Property Appraiser

(NHCR-291)

## EDUCATION:

Appraisal Institute - Course 101	
The Future of Appraising	1996
An Introduction to Appraising Real Property	1992
The NH Association of Assessing Officials	
NH State Statutes Course	1995
American Real Estate Academy (AREA)	
USPAP - Continuing Education	1994
National Association of Appraisers	
State Certificate & Review Course	1993
University of New Hampshire, Durham, NH	
Real Estate Appraisal - Market Adjustments	1994
Standards of Professional Practice	1993
Appraising Small Income Property	1988
Appraisal Theory & Practice	1987
Fundamentals of Appraising Residential Properties	1987
Bachelor of Science, Forest Management	1982

## SEMINARS:

LeMay School of Real Estate	
National 7-Hour USPAP Update	2018
The Strange Case on Agile Mountain	2013
McKissock, Inc.	
Risky Business: Ways to Minimize Your Liability	2013
The Evolution of Finance and the Mortgage Market	2011
Mortgage Fraud	2011
Construction Details & Trends	2007
Fannie Mae Revisions and the Appraiser	2005
Disclosures and Disclaimers	2005
FHA Appraising Today	2005
George Brooks Real Estate Services	
Green Construction A1 and A2	2013
Construction Course A1 and A2	2011
Utilizing and Understanding the Uniform Mortgage Data Program	2011
Appraisal Institute	
Appraising for USDA	2012
National Association of Independent Fee Appraisers	
Tax Abatement Process	2007
HUD FHA Regulations	1995

## EXPERIENCE:

The Stanhope Group - Fee Appraiser	1992 - Present
Preparation of form appraisal reports for single family, land and condominium properties for mortgage banking institutions and private individuals throughout the Lakes region in New Hampshire.	
Town of Gilford, New Hampshire	1995 - 1996
Performed field review, pick up work, and reviewed abatements.	
ERA Curry Realtors, Alton Bay, NH - Vice President	1988 - 1992
List and sell property in the Lakes Region of New Hampshire. Completed numerous comparative market analyses.	
White Mountain Land Company, Laconia, NH	1986 - 1988
Responsible for land acquisition throughout central New Hampshire.	

## DESIGNATIONS, CERTIFICATIONS, AFFILIATIONS:

State of New Hampshire
Certified Real Property Appraiser



# State of New Hampshire

REAL ESTATE APPRAISER BOARD  
APPROVED TO PRACTICE AS A  
CERTIFIED RESIDENTIAL APPRAISER  
ISSUED TO: ANN K NORMAN-SYDOW



Certificate No: NHCR-291

EXPIRATION DATE: 09/30/2019

## State of New Hampshire

REAL ESTATE APPRAISER BOARD  
APPROVED TO PRACTICE AS A  
Certified Residential Appraiser  
ISSUED TO: ANN K NORMAN-SYDOW



Certificate No:  
NHCR-291

EXPIRATION DATE:  
09/30/2019

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**Victoria A. Stanhope, Certified Real Property Appraiser**  
(NHCR-351)

**EDUCATION:**

LeMay School of Real Estate	
National 7-Hour USPAP Update	2018
Case Study: Agile Mountain	2014
McKissock, Inc.	
New FHA Handbook 4000.1	2016
Understanding Residential Construction	2016
Appraising Manufactured Homes	2014
Oddball Appraisals: Appraising Complex Properties	2014
Appraising FHA Today	2012
Mortgage Fraud	2012
Foundations in Sustainability: Real Estate Markets	2010
Appraising in a Changing Market	2009
Appalachian Colloquium	
Introduction to Income Property Analysis	2000
Appraising Stigmatized Properties	2000
The Appraiser's Role In Litigation	1999
The Appraisal Process And Applications	1999
Real Estate Trainers	
Appraisal Mathematics	1998
University of New Hampshire	
Standards of Professional Practice	1993
Real Estate Appraisal I & II	1993
Syracuse University	1986 - 1990

**SEMINARS:**

McKissock, Inc. – Live Webinar	
HUD Handbook 4000.1: Changes, Big and Small	2015
PHH Real Estate Services	
Regional Seminar	1996
University of New Hampshire	
Inns/Bed & Breakfast Workshop	1996
Portsmouth After 1800	1997

**EXPERIENCE:**

The Stanhope Group - Review Appraiser	1994 - Present
Quality Control of outgoing reports for over 25 Fee Appraisers. Working knowledge of Secondary Market underwriting guidelines, required regulations for Government insured loan programs, and Employee Relocation Companies. Responsible for maintaining a high standard of quality for clients both local and nationwide.	
The Stanhope Group - Fee Appraiser	1991 - 1997, 1999 - Present
Preparation of form appraisal reports for single family, multi family, land and condominium properties for mortgage banking institutions and private individuals throughout southern New Hampshire.	
Comps Info Systems, Inc.- Commercial Property Researcher\Analyst	1997 - 1998
Preparation of profile reports for commercial, industrial, and multi-family income properties throughout southern California and the San Francisco Bay Area	

**DESIGNATIONS, CERTIFICATIONS, AFFILIATIONS:**

State of New Hampshire
Certified Real Property Appraiser
Department of Veterans Affairs
Approved Fee Appraiser

# State of New Hampshire

REAL ESTATE APPRAISER BOARD  
APPROVED TO PRACTICE AS AN  
CERTIFIED RESIDENTIAL APPRAISER  
ISSUED TO: VICTORIA A STANHOPE



NHCR-351

EXPIRATION DATE: 08/31/2020

# State of New Hampshire

REAL ESTATE APPRAISER BOARD  
APPROVED TO PRACTICE AS AN  
Certified Residential Appraiser  
ISSUED TO: VICTORIA A STANHOPE



NHCR-351

EXPIRATION DATE:  
08/31/2020

For additional information please contact the Board office at [dawn.couture@nh.gov](mailto:dawn.couture@nh.gov)  
or visit our web site at <http://www.nh.gov/nhreib>

**Debora J. West, Certified Real Property Appraiser**  
(NHCR-943)

**EDUCATION:**

LeMay School of Real Estate	
National 7-Hour USPAP Update	2018
JMB Real Estate Academy	
USPAP Review	2014, 2012
Statistics, Modeling and Finance	2014
Mastering Unique and Complex Property Appraisal	2014
Certified Residential Adv Residential Applications & Case Studies	2014
Residential Appraiser Site Valuation and Cost Approach	2013
Residential Report Writing and Case Studies	2013
Residential Market Analysis and Highest & Best Use	2013
Residential Sales Comparison and Income Approaches	2012
The Arthur Gary School of Real Estate	
Basic Appraisal Principles	2010
Basic Appraisal Procedures	2010
National USPAP Course	2010
University of New Hampshire	
Bachelor of Science	1992

**EXPERIENCE:**

The Stanhope Group - Fee Appraiser	2014 - Present
Preparation of form appraisal reports for single family, multi family, land and condominium properties for mortgage banking institutions and private individuals throughout Carroll County New Hampshire.	
Country Home Appraisal Services	2011 – 2014
Echo Group - Software Technical Support & Quality Assurance	2000 – 2011

**DESIGNATIONS, CERTIFICATIONS, AFFILIATIONS:**

State of New Hampshire  
Certified Real Property Appraiser

# State of New Hampshire

REAL ESTATE APPRAISER BOARD

APPROVED TO PRACTICE AS A

**CERTIFIED RESIDENTIAL APPRAISER**

ISSUED TO: DEBORA J WEST



Certificate No: NHCR-943

EXPIRATION DATE: 11/30/2019

# State of New Hampshire

REAL ESTATE APPRAISER BOARD

APPROVED TO PRACTICE AS A

**Certified Residential Appraiser**

ISSUED TO: DEBORA J WEST



Certificate No:  
NHCR-943

EXPIRATION DATE:  
11/30/2019

For additional information please contact the Board office at [dawn.couture@nh.gov](mailto:dawn.couture@nh.gov) or visit our web site at <http://www.nh.gov/nhcreab>

**Jeffrey Wood, Certified Real Property Appraiser**  
(NHCR-336)

**EDUCATION:**

Appalachian Colloquium	
Income Property Analysis	2000
The NH Association of Assessing Officials	
NH State Statutes Course	1997
JMB Real Estate Academy	
Appraisal of Small Income Properties	1995
University of New Hampshire, Durham, NH	
Real Estate Appraisal II	1992
Real Estate Appraisal I	1991
Virginia Polytechnic Institute and State University	
Bachelor of Science, Civil Engineering	

**SEMINARS:**

LeMay School of Real Estate	
National 7-Hour USPAP Update	2018
Case Study: Agile Mountain	2014
McKissock, Inc.	
The New FHA Handbook 4000.1	2015
Appraising FHA	2013
Mortgage Fraud	2013
National Association of Independent Fee Appraisers	
Basic Residential HUD Requirements	2004
Appalachian Colloquium	
The Appraiser's Role in Litigation	2006
Appraising Stigmatized Properties	2004

**EXPERIENCE:**

The Stanhope Group - Fee Appraiser	1991 - Present
Preparation of form appraisal reports for single family, multi family, land and condominium properties for mortgage banking institutions and private individuals throughout southern New Hampshire.	
Self - Employed, Portsmouth, New Hampshire	1985 - 1991
General contractor, provided project management services for the renovation and reconstruction of historic buildings.	
M.W. Kellogg, Houston, Texas - Design Engineer	1980 - 1985

**DESIGNATIONS, CERTIFICATIONS, AND AFFILIATIONS:**

State of New Hampshire
Certified Real Property Appraiser

# State of New Hampshire

**REAL ESTATE APPRAISER BOARD**

APPROVED TO PRACTICE AS A

**CERTIFIED RESIDENTIAL APPRAISER**

ISSUED TO: JEFFREY A WOOD



Certificate No: NHCR-336

EXPIRATION DATE: 07/31/2021

# State of New Hampshire

**REAL ESTATE APPRAISER BOARD**

APPROVED TO PRACTICE AS A

**Certified Residential Appraiser**

ISSUED TO: JEFFREY A WOOD



Certificate No:  
NHCR-336

EXPIRATION DATE:  
07/31/2021

For additional information please contact the Board office at [colleen.giffin@oplc.nh.gov](mailto:colleen.giffin@oplc.nh.gov) or visit our web site at <http://www.oplc.nh.gov/real-estate-appraisers/index.htm>