



Qualifications of Steven H. Berg, MAI, AI-GRS, MRA, SRA



A list of recent clients served, a complete transcript of educational history, testimony provided, samples of appraisal or appraisal review reports, and of course, references, are all available upon request.

Overview

- Areas of specialization include appraisal review, market & marketability analysis and providing consulting services in litigation, especially when a diminution in value is alleged.
- Experienced in the valuation of most property types, geographically concentrating in the NH Seacoast area.
- Services provided in a variety of circumstances such as acquisition, easements, estate, financing, workout, tax abatement, foreclosure and litigation, as well as development feasibility, investment and highest & best use.
- Extensive experience providing litigation support in civil and zoning issues, including pre-trial support (consulting expert) and expert witness testimony.
- Extensive experience reviewing appraisals

Professional Designations, Accomplishments, and Affiliations

- NH Real Estate Appraiser Board (2004-2008, Vice Chair 2006/2007, Chair 2007/2008)
The NHREAB for ensuring that real estate appraisal assignments are conducted in accordance with uniform standards, by individuals whose competency has been demonstrated and whose professional conduct will be subject to effective supervision.
- Appraisal Standards Board (Member since 2014) *The ASB develops, interprets and amends the Uniform Standards of Professional Appraisal Practice USPAP, the generally accepted standards of the appraisal profession.*
- Qualified as an expert witness in Federal Bankruptcy Court, Rockingham & Strafford County Superior Courts, Dover District Court and NH Board of Tax and Land Appeals
- Appraisal Institute: MAI Member #11414 (awarded 1998)
- Appraisal Institute General Review Specialist, or AI-GRS (awarded 2015)
- Massachusetts Board of Real Estate Appraisers: MRA Member (Awarded 2014)
- Appraisal Institute: SRA Member #2646 (awarded 1990)
- New Hampshire Certified General Appraiser [NHCG 40]
- Affiliate Member, Strafford County & NH Commercial Investment Boards of Realtors®
- Portsmouth Housing Endowment Fund Advisory Board (Member)
- Portsmouth Economic Development Loan Program Review Committee (Member)
- City of Portsmouth Zoning Board of Adjustment (Past Member)
- Successful completion of Appraisal Institute's Instructor Leadership & Development Conference

Specialized Experience

Completed the Appraisal Institute's Valuation of Conservation Easements Professional Development Program

Familiarity with the appraisal development and reporting requirements for:

- Secondary Mortgage Market
- Financial Reporting
- Land Trust Alliance
- National Trust for Historic Preservation
- NH Board of Tax and Land Appeals
- IRS Requirements for Non-Cash Charitable Contributions
- Federal Physician Self-Referral Law (a/k/a "Stark Law")
- Uniform Appraisal Standards for Federal Land Acquisition

Read sample work product from over 300 Candidates for Designation to ensure compliance with USPAP and the standards, ethics, and methodology taught in Appraisal Institute courses.

Employment History

(Includes Sub-contractor & Consulting Positions)

1994 - Pres. SARGENT CONSULTING, LTD. Portsmouth, NH

- President & Founder
- Real Estate Consultant
- Commercial and Residential Real Estate Appraiser

2008 –Pres. APPRAISAL INSTITUTE, Chicago, Il

- Member, Experience Panel of the Admissions and Designations Qualifications Committee

1989 - 1993 GOODWIN, BRAGG & BERG, INC. Portsmouth, NH

- Principal, Co-Founder, and Manager of Portsmouth Office
- Director, Residential Appraisal Services
- Commercial and Residential Real Estate Appraiser

1985 - 1989 PROPERTY FINANCIAL APPRAISAL SERVICES

- Office Manager and Review Appraiser, Greenland, NH (1987-1989)
- Residential Fee Appraiser, Providence, RI (1985-1987)

1985 - 1991 REAL ESTATE SALES AGENT, MA and RI

1984 - 1985 BAYBANK NORFOLK COUNTY TRUST COMPANY, Dedham, MA,
Commercial Credit Analyst

Specialized Professional Education (Partial List)

Litigation and Litigation Support

- Litigation Appraising: Specialized Topics and Applications (AI)
- Appraisal Review Theory – General (AI)
- NH Land Use and Zoning - 2016 (National Business Institute)
- Issues in the Appraisal of Properties Affected by Hazardous Materials (MBREA)
- Appraisers, Assessors, Attorneys and the Appellate Process (MBREA)
- Attacking & Defending an Appraisal in Litigation (Ted Whitmer, MAI, CCIM)
- Expert Witness (American Society of Appraisers)
- Land Use Planning & Eminent Domain in NH (National Business Institute)
- Residential Consulting (AI)

General Methodology & Practices

- Appraisal Curriculum Overview (AI) [A two-day review of required body of knowledge]
- Capitalization Rates and Today's Markets (MBREA)
- Cost Approach (Institute of Real Estate Technologies)
- Comprehensive Exam Appraisal Workshop (Ted Whitmer, MAI, CCIM)
- Condemnation Appraising: Principles and Applications (AI)
- Evaluating Commercial Construction (AI)
- Marketability Analysis: Basic Applications (AI)
- Practical Applications of Discounted Cash Flows (MBREA)
- Proper Accounting for Replacement Reserves and Capital Expenditures (MBREA)
- Proper Application of Direct Capitalization and Discounted Cash Flow (MBREA)
- Residential Construction: Details and Trends (McKissock, Inc.)
- Residential Highest & Best Use and Market Analysis (AI)
- Statistics and Modeling (Lemay School of Real Estate)
- USPAP Instructor Certification Course of the Appraisal Foundation (Audited only)
- Valuation Impact of Contract versus Market Rent (MBREA)
- Business Practices and Ethics (AI)
- Introduction to Valuation for Financial Reporting (AI)
- Partial Interests, Divided (AI)

Specific Property Types

- Appraising Apartments (AI)
- Self-Storage Economics and Appraisal (AI)
- Condemnation Appraisal: Principles and Applications (AI)
- Conservation Easements (AI)
- Detrimental Conditions in Real Estate (AI)
- Federal Land Acquisition Appraising (LeMay School of Real Estate)
- Historic Appraising (National Assoc. of Independent Fee Appraisers)
- Nursing Facilities (AI)
- Valuation and Market Studies for Affordable Housing (AI)
- Yellow Book 2017 Changes - Overview for Appraisers (AI)

Relevant Conferences Attended

- NH Planning and Zoning Conference - Concord, NH (2003); Manchester, NH (2004)
- Appraiser's Regulatory Network - Oklahoma City, OK (2004), Omaha, NE (2005)
- Association of Appraiser Regulatory Officials - St. Petersburg, FL (2007)

Presentations Given

Economic Conditions

- State of the Seacoast Real Estate Market - August 2008, August 2009 & September 2010
- Seacoast Board of Realtors - September 2008, January 2011 & May 2012
- Portsmouth Economic Development Committee - November 2008

Regulatory Issues

- Tri-State Mortgage Bankers Conference - March 2008
- AI & MBREA Joint Appraisers Exposition - October 2008 and October 2015
- NH Bankers Association Commercial Lending Committee - January 2015

Personal

- Connecticut College, Class of 1984; BA (cum laude), majoring in economics and sociology
- Originally from Somerset, Massachusetts. Attended Somerset High School
- Lives in Portsmouth, NH with his wife Cynthia, a teacher, and Joey, a Border Collie mix
- Seacoast Big Brothers Big Sisters of New Hampshire (Past "Big Brother")
- NH Society for the Prevention of Cruelty to Animals (Past Volunteer)

Additional Information

- Company Website: www.sargentconsultingltd.com
- LinkedIn: www.linkedin.com/in/stevenhberg
- Appraisal Institute: tinyurl.com/stevenhberg624

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