



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 and appraisal review reports, and references, are all available upon request.

Overview

- Extensive experience reviewing appraisals
- Areas of specialization include appraisal review, market & marketability analysis and providing consulting services in litigation, especially when a diminution in value is alleged.
- Commercial and Residential Real Estate Appraiser 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.
- Numerous presentations made on economic and appraiser regulatory issues to groups including lenders, Realtors, appraisers, and municipal officials.
- Extensive experience providing litigation support as a consulting witness in civil and zoning issues, including pre-trial support (consulting expert) and expert witness testimony.

Employment History

- 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

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** (Nov 2013 - Present) *The ASB develops, interprets and amends the Uniform Standards of Professional Appraisal Practice USPAP, the generally accepted standards of the appraisal profession.*
- **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)
- 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
- 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)
- Completed Appraisal Institute's Instructor Leadership & Development Conference

Specialized Experience

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

Extensive experience reviewing appraisals. 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"); and, Uniform Appraisal Standards for Federal Land Acquisition

As a Member of the Experience Panel of the Admissions and Designations Qualifications Committee, I have read sample work product from over 350 candidates for Designation to ensure compliance with USPAP and the standards, ethics, and methodology taught in Appraisal Institute courses.

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)

Specialized Professional Education (Partial List)

Litigation and Litigation Support

- Litigation Appraising: Specialized Topics and Applications
- Appraisal Review Theory – General
- NH Land Use and Zoning - 2016
- Issues in the Appraisal of Properties Affected by Hazardous Materials
- Appraisers, Assessors, Attorneys and the Appellate Process
- Attacking & Defending an Appraisal in Litigation
- Expert Witness
- Land Use Planning & Eminent Domain in NH
- Residential Consulting
- Practical Applications of Discounted Cash Flows
- Proper Accounting for Replacement Reserves and Capital Expenditures
- Proper Application of Direct Capitalization and Discounted Cash Flow
- Residential Construction: Details and Trends
- Detrimental Conditions in Real Estate
- Federal Land Acquisition Appraising
- Historic Appraising
- Nursing Facilities
- Valuation & Market Studies for Affordable Housing
- Yellow Book 2017 Overview of Changes
- Residential Highest & Best Use and Market Analysis
- Statistics and Modeling
- USPAP Instructor Certification Course (Audited)
- Valuation Impact of Contract versus Market Rent
- Business Practices and Ethics
- Introduction to Valuation for Financial Reporting
- Partial Interests - Divided

Specific Property Types

- Appraising Apartments
- Self-Storage Economics and Appraisal
- Condemnation Appraisal: Principles and Applications
- Conservation Easements
- Detrimental Conditions in Real Estate
- Appraisal Curriculum Overview
[A two-day review of required body of knowledge]
- Capitalization Rates and Today's Markets
- Cost Approach
- Comprehensive Exam Appraisal Workshop
- Condemnation Appraising: Principles and Applications Evaluating Commercial Construction
- Marketability Analysis: Basic Applications

General Methodology & Practices

Additional Information

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

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