



To: NH Board of Tax and Land Appeals (BTLA)
NH Department of Revenue Administration (DRA)
Hanover Advisory Board of Assessors (BOA)
Hanover Selectboard (BOS)
Julia Griffin-Hanover Town Manager

From: Normand Bernaiche-Director of Assessing

Re: Monthly Update for Board ordered Revaluation

Date: October 05, 2020

The purpose of this memorandum is to comply with the BTLA order dated May 14, 2020 as a tool to keep those listed above along with the general taxpaying public updated on the progress in Hanover. As part of the order, this and other documents will be posted on the "2021 Revaluation Page".

An Advisory Board of Assessors meeting was held on Wednesday September 16, 2020 - the work session discussed neighborhoods and shared opinions on what constituted a neighborhood and how we expected to define these neighborhoods.

The sales visits continue - we are doing everything we can to achieve a high rate of interior inspections. We sent out more 2nd notice letters, this month, asking for an interior inspection of recently sold properties. At the end of this document you will find a summary of our progress. [See attachment # 1.](#)

Past accomplishments include the completed Revaluation contract, the data collection manual, the revaluation web page and some of the sales measuring and listing, Vision CAMA manual and the survey for Real Estate professionals. The survey was sent to Realtors asking their opinions of what buyer's motivations are when purchasing in Hanover. There were only 11 responses to date. A summary of the survey is attached [-see attachment # 2.](#) We have complete inspections and 2018 appeals of all taxable Dartmouth dormitories and dining halls, fraternities and sororities.

Another task to be completed is to develop and send out rental income and expense forms which appropriately forms the valuation of most commercial type property. Under this request, the information we receive is held in strictest confidence and is only used internally to establish values. This will be sent out in January 2021.

We completed the MS-1 reporting to the State for the setting of the tax rate and our total assessed values were up approximately \$15.5 million. This number reflex the reduction in assessments as it relates to Dartmouth College and the Fraternities.

I will be starting the State Equalization Study for sales that happened between October 01, 2019 and September 30, 2020.

I will be joining Adrienne in the filed to perform inspections this fall. The idea is to have all properties visited by the end of February 2021 in time to get ready to visit all the building permit activity.

We expect to schedule a meeting with Vision, our revaluation Vendor later this month to kick off the project and go over the plan for completion. Please refer to the 2021 Revaluation page on the assessing department link <https://www.hanovernh.org/assessing-department> for information concerning the 2021 revaluation.

We are available to speak at any condo associations meetings, Rotary clubs, Chamber or Realtor groups to help with understanding the Assessing process in the Town of Hanover.

Please reach out to me if you have any questions regarding this report or any other concerns or questions. 603-640-3206 or via email at norm.bernaiche@hanovernh.org

Sales/Data Collection Visits as of 10/5/2020

Sales Visits

of Sale Properties Visited to date: 206

Of Measure & List Completed: 149

of Measure (exterior measure, door tag left and 2nd Notice to make inspection mailed): 57

Data Collection Visits by Map

Maps 13 & 16

Total = 113 properties, 40 Land, 9 visited during Sales Visits,

of Properties Visited to Date: 51

Of Measure & List Completed: 33

Appointments Scheduled as of 10/5: 6

of Measure (exterior measure, door tag left): 14

Still Need to Visit: 20

Maps 7 & 11

Total = 41 properties, 30 Land, 1 visited during Sales Visits

of Properties Visited to Date: 2

Of Measure & List Completed: 2

Appointments Scheduled as of 10/5: 0

of Measure (exterior measure, door tag left):

Still Need to Visit: 9

Maps 10 & 6

Total = 119 properties, 46 Land, 3 visited during Sales Visits, 7 telephone, R/TV Towers

Mailed 63 Postcards on 10/3/2020

Property Features below are in order by Most Important to Least Important per the responses received from the the real estate professionals polled.

Factor	High Speed Internet	Supply	Move-In Ready	Proximity to Dartmouth College	Proximity to Work	View /Landscape	House > 2000sq ft	Walking/Biking	Proximity of Hanover Schools	House < 2000sq ft	Downsizing /Little Maintenance	Masterbedroom on First Level	Price	Privacy land/accreage	Fixer Upper	ACC Unit/ In-Law
	5	5	3	4	3	3	3	4	4	4	4	3	0	3	3	4
	5	5	5	3	3	3	5	4	3	5	3	3	5	3	5	3
	5	5	5	5	5	5	5	3	3	4	4	5	0	4	4	5
	5	5	5	4	5	4	3	4	4	3	3	4	4	3	1	3
	5	4	4	3	3	3	3	4	4	3	3	3	3	3	3	3
	5	5	4	4	4	5	4	3	4	3	3	3	5	3	4	2
	5	3	5	5	4	4	4	4	3	3	4	5	5	4	3	3
	5	5	3	4	3	3	3	4	4	3	4	2	5	4	3	2
Total	40	37	34	32	30	30	30	30	29	28	28	28	27	27	26	25

Supply

Proximity to the hospital and the college, neighborhood condition of other homes and the updates

Job- they are coming here for work and need housing. There is nothing to rent, rates are low, so they want to buy.

Ho wit fits the needs of their lives.

Emotional Connection

School system or walking distance to college

Location, location,...

High-speed internet is a factor which is extremely important. I can't stress this enough. If a home doesn't have high-speed internet, MOST people won't even CONSIDER looking at it even if they are really yard size and functionality, rentability

Energy Efficient

More and more clients want turnkey properties that accommodate their lifestyle and age

High-speed is very important, and is sometimes forgotten until last minute.