



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: September 30, 2021

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”.

The revaluation was completed in August 2021 by Town staff and Vision Appraisal. The values were released to the public and many informal reviews were held. The process moved forward and after receiving information from and listening to property owner’s and reviewing revaluation tables I decided to suspend further hearings and begin a secondary analysis. As part of this analysis, I reached out to Mike Tarello, Vice President of Vision, and head of the Appraisal division to discussed land to building ratios to determine if the starting point was correct. We determined there was too much weight on the land and the building costs were too low.

I have completed a second analysis which is being reviewed by both Vision Appraisal and by Dave Cornell, an assessment consultant, to offer any input or comments before releasing the new values to the public.

As part of the Board ordered revaluation we first, completed a full measure and list of all residential properties in town. This is not to say we entered all properties but were reasonably successful with visits as well as video tours and doorstep interviews with homeowners. We also reviewed building permits, MLS listings and any other information to ascertain the best information available. A sales analysis was performed using sales from April 1, 2019 thru April 1, 2021. I also looked at sales prior to April 1, 2019 to discover relevant information concerning trends. We reviewed building permits for remodeling, renovations, and additions to develop condition codes on buildings. This was done to both the sales and non-sales properties for consistency. A full review was performed to apply consistent adjustments for condition, design/appeal ratings and other relevant factors. The result of the most recent analysis is the land values generally went down and building values went up.

Since the original valuation notices were released in August, we reviewed information submitted by taxpayers and considered all relevant information. We expect to send new valuation notices to taxpayers the first week in October and will hold informal reviews by telephone. We will not hold hearings this time around in person to assure the safety of both our property owners and staff.

Additional tasks, completed in this period, are reviewing requests for tax exemption on charitable, religious, and educational properties as well as other personal exemptions such as Elderly and Veterans credit.

As expected, the return of income and expense information from Commercial & Industrial property has been light. These requests generally are ignored until new assessments are established then there is a rush to get the new values reduced. This situation could be avoided, and fair and accurate assessments could be established with the help of the requested information. This tends to lead to higher costs for everyone because of the appeal process and costs of litigation. All information provided is considered confidential.

Buyers of property should always be aware of the present assessment in relation to what they are paying and compare that to the average level of assessment. We encourage buyers to reach out to our office to determine potential tax impacts regarding their purchase. No one likes surprises.

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