



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: December 07, 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".

There is not a lot of new information except to say we keep plugging along. I attended the ASB (Assessing Standards Board) yearly public forum where discussion ensued regarding postponing 2021 revaluations (5-year requirement) because of COVID-19 concerns. I spoke and indicated that Hanover did not have that choice as we were ordered to do this and are well on our way in the process. I also indicated that since many more folks are working from home these days Hanover's entry rate for purposes of collecting interior data was hovering around 70% which is very high under normal circumstances never mind during a pandemic.

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. Norm continues to visit Dartmouth's taxable property with the Director of Real Estate. See attachment # 1. for up to date data collection progress.

Work in progress - 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. Currently, I am developing a database to track the different types of commercial rental space and its level of occupancy.

Tax bills have been mailed albeit a little later than normal. To date, we have received 4 or 5 abatement requests.

The State Equalization Study for sales that occurred between October 1, 2019 and September 30, 2020 has been completed and submitted to the State. We anticipate questions from the Department of Revenue as they move through the study. To date we have not received any response from the DRA.

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 12/7/2020

Sales Visits (*entry rate = 67%*)

of Sales: 227

of Sale Properties Visited to date: 213

Of Measure & List Completed: 143

of Measure (exterior measure, door tag left and 2nd Notice to make inspection mailed): 48

of Appointments: 0

Denied Entry-Covid/Vacant/Posted: 22

of Sale Properties still need to visit: 14

Data Collection Visits by Map

Maps 13 & 16 (*entry rate = 65%*)

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

of Properties Visited to Date: 64

Of Measure & List Completed: 42

Appointments Scheduled as of the date of this doc: 0

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

Denied Entry-Covid/Vacant/Posted: 8

Still Need to Visit: 0

Maps 7 & 11 Seasonal Use Only (*entry rate = 30%*)

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

of Properties Visited to Date: 10

Of Measure & List Completed: 3

Appointments Scheduled as of the date of this doc: 0

of Measure (exterior measure, door tag left): 6

Still Need to Visit: 1

Maps 10 & 6 (entry rate = 44%)

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

Mailed 63 Postcards on 10/3/2020

of Properties Visited to Date: 58

Of Measure & List Completed: 26

Appointments Scheduled as of the date on this doc: 1

of Measure (exterior measure, door tag left): 19

Denied Entry-Covid/Vacant/Posted: 13

Still Need to Visit: 0

Maps 50 & 51 – Seasonal Use Only (entry rate = 34%)

Total = 65 properties, 28 Land, 2 visited during Sales Visits

Mailed 35 Postcards on 10/22/2020

of Properties Visited to Date: 35

Of Measure & List Completed: 12

Appointments Scheduled as of the date on this doc: 0

of Measure (exterior measure, door tag left): 23

Still Need to Visit: 0

Maps 15 (entry rate = 45%)

Total = 110 properties, 14 Land, 9 visited during Sales Visits

Mailed 87 Postcards on 10/21/2020

of Properties Visited to Date: 87

Of Measure & List Completed: 40

Appointments Scheduled as of the date on this doc: 2

of Measure (exterior measure, door tag left): 35

Denied Entry-Covid/Vacant/Posted: 16

Still Need to Visit: 0

Maps 12 (entry rate = 55%)

Total = 226 properties, 32 Land, 14 visited during Sales Visits

Mailed 181 Postcards on 11/10/2020

of Properties Visited to Date: 85

Of Measure & List Completed: 45

Appointments Scheduled as of the date on this doc: 3

of Measure (exterior measure, door tag left): 27

Denied Entry-Covid/Vacant/Posted: 12

Still Need to Visit: 96

Maps 14 & 17 – Seasonal Use Only (entry rate = 29%)

Total = 54 properties, 29 Land, 4 visited during Sales Visits

Mailed 21 Postcards on 10/21/2020

of Properties Visited to Date: 21

Of Measure & List Completed: 6

Appointments Scheduled as of the date on this doc: 0

of Measure (exterior measure, door tag left): 15

Still Need to Visit: 0

Maps 22 – Norm is doing this map

Total = 128 properties, 5 land, 8 Sales (previously visited)

Mailed 115 Postcards on 10/6/2020

