



**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:** January 04, 2021

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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".

A press release was issued concerning inspections of property during the pandemic. It was relayed to the public that by no means were we forcing ourselves into homes, rather it was at the option of the homeowner. Additionally, we made it clear that we were doing virtual tours using modern media such as facetime to accomplish these inspections. The press release spurred 2 articles appearing in both the Union Leader and the Valley News which further publicized the on-going revaluation.

The sales visits continue - we are doing everything we can to achieve a high rate of interior inspections. We sent out more 2<sup>nd</sup> 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.

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. I have developed a database to track the different types of commercial rental space and its level of occupancy. That has been shared with our assessing contractor and will be data entered into the system by them. This is a step in building an income model that allows for the consistent treatment of like commercial properties.

I spent a day with Steve Whelan, the Visions project supervisor, showing him around town and explaining the various neighborhoods and nuances within the neighborhoods. We also had a long discussion on how to approach the revaluation and techniques I feel would benefit the project here in Hanover. To date, we have received 7 or 8 abatement requests.

The State Equalization Study for sales that occurred between October 1, 2019 and September 30, 2020 has been completed and reviewed by the State. The overall median ratio is 86.2% while the weighted mean ratio is 82.2%. Ideally, these two numbers should be closer. The C.O.D. (coefficient of dispersion) has remained steady at 14.8 % but the P.R.D. (Price Related Differential) is now 1.04. Ideally the C.O.D should

be under 10% and the P.R.D. should be closer to 1.00. I will be providing a report to town officials of the most recent 2020 ratio study which I will publish on the town's website.

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](mailto:norm.bernaiche@hanovernh.org)

## Sales/Data Collection Visits as of 1/4/2021

### Sales Visits

# of Sales: 227

# of Sale Properties Visited to date: 209

# Of Measure & List Completed: 172

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

# of Appointments: 0

# of Sale Properties still need to visit: 7

### Data Collection Visits by Map

#### **Maps 13 & 16**

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

# of Properties Visited to Date: 64

# Of Measure & List Completed: 45

# Appointments Scheduled as of the date of this doc: 0

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

# Still Need to Visit: 0

#### **Maps 7 & 11**

**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**

**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: 32

# Appointments Scheduled as of the date on this doc: 0

# of Measure (exterior measure, door tag left): 26

# Still Need to Visit: 0

## **Maps 50 & 51 – Not Year-Round Use**

**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**

**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: 50

# Appointments Scheduled as of the date on this doc: 2

# of Measure (exterior measure, door tag left): 48

# Still Need to Visit: 0

## **Maps 14 & 17**

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

Mailed 21 postcards on 9/9/2020

# 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 8 & 9**

**Total = 174 properties, 15 Land, 13 visited during Sales Visits, 18 Dartmouth and Municipal Properties, 1 Nursing Home**

Mailed 128 Postcards on 12/11/2020

# of Properties Visited to Date: 86

# Of Measure & List Completed: 50

# Appointments Scheduled as of the date of this doc: 5

# of Measure (exterior measure, door tag left): 36

# Still Need to Visit: 38

## **Maps 4 & 5**

**Total = 145 properties, 21 Land, 9 visited during Sales Visits, 16 Govt/Municipal Properties,**

Mailed 98 Postcards on 12/30/2020

# of Properties Visited to Date: 0

# Of Measure & List Completed: 0

# Appointments Scheduled as of the date of this doc: 2

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

# Still Need to Visit: 98

## **Maps 12**

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

Mailed 181 Postcards on 11/10/2020

# of Properties Visited to Date: 179

# Of Measure & List Completed: 95

# Appointments Scheduled as of the date on this doc: 4

# of Measure (exterior measure, door tag left): 61

# Info @ Door=21

# Still Need to Visit: 0

## **Maps 22**

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

Mailed 115 Postcards on 10/6/2020