

QUALIFICATIONS OF THE FIRM



B.C. Underwood LLC specializes in the appraisal and consulting of complex real estate. The following is a representative list of assignments, geographical areas covered, and clients served.

ASSIGNMENT TYPES

Airport Land & Buildings	Marinas
Apartment Buildings & Complexes	Market & Feasibility Studies
Appraisal Review	Mediation
Athletic Clubs & Facilities	Medical Buildings / Facilities
Automobile Dealerships	Mill Buildings
Bank Buildings	Mobile Home Parks
Bed & Breakfasts	Multi-Family Residential Properties
Business Valuation	Office Buildings & Parks
Campgrounds / Summer Camps	Parking Lots
Commercial Land & Buildings	Partial Interests / Partition Actions
Condominium Buildings	Planned Residential Developments
Conservation Easements	Private Schools
Convenience Store Chains	Railroad Tourist Attractions
Continuing Care Retirement Communities	Restaurants
Diminution in Value Projects	Retail Petroleum Properties
Easements & Rights of Way	Self-Storage Facilities
Eminent Domain	Senior Living Facilities
Environmentally Contaminated Property	Service Garages
Equestrian Properties	Sports & Entertainment Facilities
Estates & Luxury Residential Property	Spring Water Plants
Fast Food Restaurants	Shopping Malls
Forest Land	Single Family Homes
Going Concerns	Student Housing
Golf Courses	Strip Centers
Higher Education Institutions	Taverns & Inns
Hospitals	Tax Abatement
Industrial Land & Buildings	Time Share Projects
Impact on Property Value Studies	USPAP & Appraisal Methodology
Litigation Strategy & Support	Utility Corridors
Lumber Yards	Waterfront Property

GEOGRAPHICAL AREAS

Connecticut: New Haven

Maine: Androscoggin, Cumberland, Franklin, Penobscot, York

Massachusetts: Barnstable, Bristol, Middlesex, Nantucket, Norfolk, Plymouth, Suffolk, Worcester

Georgia: Fulton

New Hampshire: Belknap, Carroll, Cheshire, Coös, Grafton, Hillsborough, Merrimack, Rockingham, Strafford, Sullivan

New York: Kings

Pennsylvania: Cumberland, Juniata

Rhode Island: Providence

Vermont: Rutland, Windham, Windsor

France: Bourgogne, Île de France,

REPRESENTATIVE LIST OF CLIENTS

AMRESKO Commercial Finance
Arent Fox, PLLC
BCM Environmental & Land Law PLLC
Bald Peak Land Company
Bank of America
Bank of America Private Clients Group
Bank of New Hampshire
Bangor Savings Bank
Beech River Mill, Inc.
Brewster Academy
Camp Belknap
Carlisle Capital
Casella Waste Systems, Inc.
Chase Bank
Citizens Bank
Cleveland, Waters & Bass, P.A.
Cooper, Cargill, Chant Attorneys at Law
Cornerstone Energy Services, Inc.
Create
Danville, Town of
Dartmouth College
Dartmouth Hitchcock Medical Center
Devine, Millimet & Branch, P.A.
Eversource
Farm Credit East
Federal Deposit Insurance Corporation
Fletcher Tilton, P.C.
Franklin, City of
GSSG Solar
Gallagher, Callahan, & Gartrell, P.C.
General Services Administration
Godbout Law, PLLC
Gov. Wentworth Regional School District
Green Mountain Furniture, Inc.
Grinnell & Bureau Attorneys at Law
Hinckley Allen LLP
Holland & Knight LLP
Huggins Hospital
J.P. Noonan, Inc.
Key Bank
Lakes Region Conservation Trust
Liberty Utilities
Lyme Properties
Mallet Company
Marriott, J. Willard Jr.; Chairman, Marriott International
Martin, Lord, & Osman, P.A.
Manchester, City of
McLane Middleton, P.A.
Mobil Oil Corporation
Monziona Law Offices
Mount Washington Observatory
Mutual Oil Company
New Hampshire Charitable Foundation
New Hampshire Motor Speedway
North Conway Country Club
Northern Pass Transmission LLC
Northway Bank
OVP Management, Inc.
Orr & Reno
Pace Academy
Pastori Krans Attorneys at Law
Perkins Thompson Attorneys & Counselors
Phillips Exeter Academy
Pierce Atwood LLP
Pike Industries, Inc.
Pleasant View Gardens
Portsmouth, City of
PriceWaterhouseCoopers
RHP Properties
Ricci Lumber
Rochester Toyota
Rye, Town of
Salvation Army
Seward & Kissel LLP
Sheehan Phinney, P.A.
Sulloway & Hollis, PLLC
Sullivan & Gregg Attorneys at Law
TD Bank
Taylor Community
Tuscan Brands
U.S. Trust Company
University System of New Hampshire
Upton & Hatfield LLP
Vermont Academy
Walker & Varney Attorneys at Law
Webster Land Corporation
Wescott Law P.A.
Wolfeboro, Town of

**BRIAN C. UNDERWOOD, CRE, FRICS
CURRICULUM VITAE**

PROFESSIONAL DESIGNATIONS

Awarded the CRE designation, Counselor of Real Estate; The Counselors of Real Estate

Awarded the FRICS designation, Fellow, Royal Institution of Chartered Surveyors

PROFESSIONAL PUBLIC APPOINTMENTS

New Hampshire Real Estate Appraiser Board, Chairman (2008-2012)

PROFESSIONAL EXPERIENCE

B.C. Underwood LLC, Rye Beach, New Hampshire: Principal of a real estate appraisal & counseling firm founded in 1998 specializing in complex property types, litigation support, and mediation.

Atlantic Valuation Consultants, Inc., Meredith, New Hampshire: President of an east coast real estate and business valuation firm specializing in market / feasibility studies, and litigation support.

Conwood Group, New Cumberland, Pennsylvania: Managing General Partner of a real estate investment company that owned and operated coin laundries.

LICENSEE

Certified General Real Estate Appraiser, State of Maine
License Number: CG4821 (expires December 31, 2025)

Certified General Real Estate Appraiser, State of New Hampshire
License Number: NHCG-394 (expires November 30, 2025)

PROFESSIONAL EDUCATION

Harvard Business School

- *Valuation*; Cambridge, Massachusetts; 1999

American Society of Appraisers Seminars

- *The Expert Witness*; Manchester, New Hampshire; 1996

Appraisal Foundation

- *Appraisal Investigator Training Level I*; Alexandria, Virginia; 2009
- *Appraisal Investigator Training Level II*; Scottsdale, Arizona; 2010

Appraisal Institute Courses

- 400: *Uniform Standards of Professional Appraisal Practice (USPAP) Update Course*; 2024-25
- 410: *Standards of Professional Practice, Part A (Uniform Standards of Professional Appraisal Practice)*; Portland, Maine; 1997
- 420: *Standards of Professional Practice, Part B*; Hershey, Pennsylvania; 1993
- 110: *Appraisal Principals*; Hershey, Pennsylvania; 1993

- 120: *Appraisal Procedures*; Hershey, Pennsylvania; 1993
- 310: *Basic Income Capitalization*; Tallahassee, Florida; 1993
- 320: *General Applications*; Boston, Massachusetts; 1995
- 510: *Advanced Income Capitalization*; Tallahassee, Florida; 1993
- 540: *Report Writing & Valuation Analysis*; Tallahassee, Florida; 1995

Appraisal Institute Seminars

- *Appraising Automobile Dealerships*; 2024
- *Marshall & Swift Valuation Service Commercial & Residential*; 2023
- *Arbitration*; 2023
- *Valuation Issues & the Tax Abatement Process*; 2022
- *Current Residential & Commercial Valuation Concerns*; 2022
- *Implications for Appraisers for Conservation Easement Appraisals*; 2022
- *Artificial Intelligence, AVMs, & Blockchain: Implications for Valuation*; 2021
- *Forestland Valuation*; 2021
- *Appraiser Essentials*; 2021
- *Appraising Residential & Commercial Properties during a Pandemic*; 2020
- *Market Trends in New Hampshire Real Estate*; 2020
- *Eminent Domain and Condemnation*; 2017
- *Data Verification Methods*; 2015
- *Thinking Outside the Form*; 2015
- *Subdivision Valuation*; Manchester, New Hampshire; 2005
- *Automated Valuation Models*; Baltimore, Maryland; 1997
- *Mock Trial*; Boston, Massachusetts; 1995
- *Appraisal Practices for Litigation*; Boston, Massachusetts; 1995
- *GIS Seminar*; Boston, Massachusetts; 1995
- *Due Diligence for Contaminated Properties*; Boston, Massachusetts; 1995
- *Environmental Risk and the Real Estate Appraisal Process*; Rockport, Maine; 1994

The Counselors of Real Estate Seminars

- *Global Economic Forces: The Deficit, the Dollar and Interest Rates*; Chicago, Illinois; 2005
- *Real Estate Capital Markets*; Chicago, Illinois; 2005
- *Big Thinkers on The Big Picture: Commercial Real Estate Markets*; Chicago, Illinois; 2005
- *Hedging: Protecting Your Assets in a Rising Interest Rate Environment*; Chicago, Illinois; 2005
- *Market Watch: A Real World View on Market Prospects*; San Francisco, California; 2007
- *Institutional Investment: When Residential Real Estate Brings the Highest Yields*; San Francisco, California; 2007
- *Banks, Banking Rules, Fed Policy, and Real Estate*; San Francisco; 2013
- *Outlook for the Economic Real Estate Market*; San Francisco; 2013
- *Real Estate Analytics, Investments and Beyond*; San Francisco; 2013
- *Reaching for Yield - The High Risk of Investments*; San Francisco; 2013
- *Money Never Sleeps*; San Francisco; 2013
- *Sustainability: Energy and Land Use*; San Francisco; 2013
- *A Vision for Boston*; Boston; 2014
- *Real Estate Outlook*; Boston; 2014
- *Emerging Trends in Real Estate*; Boston; 2014
- *Making Infrastructure Happen: Public-Private Partnerships*; Montreal; 2017
- *Retail Industry – In Crisis?*; Montreal; 2017
- *Trends in Tourism & Hospitality*; Montreal; 2017
- *Laying the Groundwork of Large Scale Development*; Montreal; 2017
- *The Global Economy & Real Estate Trends: Is Capital Following Growth?*; Montreal; 2017
- *The New City: The American Urban Scene*; Chicago; 2019

- *The Global Economy & Real Estate Trends*; Chicago; 2019
- *Technology: How Data is Being Leveraged*; Chicago; 2019
- *Opportunity Zones: Challenges and Opportunities*; Chicago; 2019
- *2019-2020 Top Ten Issues Affecting Real Estate*; Chicago; 2019
- *Aging in Place: Innovation in Design & Programming*; Chicago; 2019
- *University of Chicago's Influence on the South Side*; Chicago; 2019
- *Housing, Leasing, Finance, Valuation, Property Technology, Legal, & Taxes Series*; 2021
- *Leverage Urban Development and Increase Inclusion & Diversity*; Boston; 2022
- *Economic Point and Counterpoint*; Boston; 2022
- *Life Science Industry*; Boston; 2022
- *Resilience, Adaptation, Mitigation, and Preparedness*; Boston; 2022
- *The Future Shape of Our Workplace: Office Uprising vs. Employee Uprising*; Boston; 2022
- *European Real Estate Dialogue & Debate*; Boston; 2022

Massachusetts Board of Real Estate Appraisers Seminars

- *Teamwork in Eminent Domain*; Boston, Massachusetts; 1997

McKissock Learning

- *Introduction to Legal Descriptions*; November 2017
- *Fundamentals of Appraising Luxury Homes*; November 2019
- *Expert Witness Testimony for Appraisers*; November 2019

New Hampshire Association of Industrial Agents Seminars

- *Redeveloping Contaminated Sites*; Center Harbor, New Hampshire; 1994

New Hampshire Attorney General's Office

- *Wynn Arnold Administrative Law Workshop*; Concord, New Hampshire; 2009

New Hampshire Bar Association Seminars

- *Managing, Buying, & Selling Contaminated Properties*; Concord, New Hampshire; 1994

New Hampshire Superior Court, Office of Mediation & Arbitration

- *NH Superior Court Rule 170 Civil Mediation Training*; Concord, New Hampshire; 2010

ARTICLES PUBLISHED

How to Lower Real Estate Taxes, Coin Launderer & Cleaner; February 1996

Tax Abatements for Environmentally Contaminated Real Estate, New England Service Station & Automotive Repair Association; January 1995

SEMINARS PRESENTED

New Hampshire Tax Abatement Process, [presented together with Jack B. Middleton, Esquire & Jennifer L. Parent, Esquire; McLane Middleton]; Rochester, New Hampshire; 2014

New Hampshire Tax Abatement Process, [presented together with Jack B. Middleton, Esquire & Jennifer L. Parent, Esquire; McLane Middleton]; Concord, New Hampshire; 2013

Real Estate Appraisal Issues, New Hampshire Chapter, Appraisal Institute; Concord, New Hampshire; 2010 & 2011

Appraising Environmentally Contaminated Real Estate, New Hampshire Bar Association; Concord, New Hampshire; 1999

Real Estate Tax Abatement & Eminent Domain, [presented together with Jack B. Middleton, Esquire & Arthur G. Greene, Esquire; McLane Middleton]; North Conway, New Hampshire; 1999

Real Estate Tax Abatement Process, [presented together with Jack B. Middleton, Esquire; McLane Middleton]; Hanover, Portsmouth, and Manchester, New Hampshire; 1996

Real Estate Tax Abatement Process, [presented together with Jack B. Middleton, Esquire; McLane Middleton]; Manchester, New Hampshire; 1995

Tax Abatement for Environmentally Contaminated Real Estate, Independent Oil Marketers Association of New England; Westborough, Massachusetts; 1995

Tax Abatement Issues for Campground Owners, New Hampshire Campground Owners' Association; Laconia, New Hampshire; 1995

LITIGATION EXPERIENCE

admitted as expert witness

- New Hampshire Superior Court
- New Hampshire Board of Tax and Land Appeals
- New Hampshire Circuit Court, Family Division
- New York Family Court
- Massachusetts Appellate Tax Board
- United States Bankruptcy Court
- Vermont Family Court

EXPERT WITNESS HISTORY

testimony at deposition, hearing, or trial

NH Alpha of SAE Trust v. Town of Hanover
Grafton County Superior Court, New Hampshire

Trustees of Dartmouth College v. Town of Hanover
Town of Hanover Planning Board / New Hampshire Supreme Court

150 Greenleaf Realty Trust v. City of Portsmouth
Rockingham County Superior Court, New Hampshire

Gilman Family Trust v. Town of New London
Merrimack County Superior Court, New Hampshire

In Re: Carlucci
U.S. Bankruptcy Court, District of New Hampshire

Campbell v. Campbell
New York Family Court, New York

Cutter Family Partnership v. Town of Rollinsford
Rockingham County Superior Court, New Hampshire

Southern Spectrum LLC v. Town of Wolfeboro
Carroll County Superior Court, New Hampshire

Bridge v. Town of Sunapee
Sullivan County Superior Court, New Hampshire

Kraeger v. Town of Sunapee
Sullivan County Superior Court, New Hampshire

Ruedig v. Town of Sunapee
Sullivan County Superior Court, New Hampshire

Wolters v. Wolters
10th Circuit Court, Family Division, New Hampshire

Public Service of New Hampshire v. Town of Richmond
New Hampshire Board of Tax & Land Appeals

PROFESSIONAL & PUBLIC AFFILIATIONS

- New Hampshire Real Estate Appraiser Board by appointment of Governor Lynch
Chairman (2008-2012)
- The Counselors of Real Estate: Member
Real Estate Issues Editorial Board (2005-2007)
CRE Consulting Corps Steering Committee (2005 -2007)
- Mount Washington Observatory
Past Vice President & Treasurer
- Town of Wolfeboro Zoning Board of Adjustment
Chairman (1995-2008)
- First Congregational Church, Wolfeboro, New Hampshire
Moderator (2008-2010)

CONTACT INFORMATION

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