

Portsmouth, NH C&I Sales 1/1/15 -4/1/17
Condo Site Factor Extraction - All by M-B-L

Map #		Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	Estimated RCNLD	Indic Site Factor	Applied Site Factor	Indicated Site Factor	Applied Site Factor	All					
																					Site Sales Ratio	NBC	Notes	New Ass'd Site Value	New Ass'd L+B Value	New A/S Ratio
106	57A	2	117 Bow St #2A	Office Condo	5/22/2015	\$300,000	Joan Jones JPK Realty Trust	5620/555	V	Q,D	\$300,000	\$147	\$300,000	2,041	\$147	\$200,000	1.50	1.50	150%	150%	100%	305	Fair Loc	\$100,000	\$300,000	100.0%
107	9	1	79 Daniel St #1	Retail Condo	8/11/2016	\$440,000	Kaffee Von Solln Jonathon Folsom LLC	5742/681	V	Q, D	\$440,000	\$419	\$440,000	1,050	\$419	\$108,500	4.06	4.00	406%	400%	99%	305	VG Loc	\$325,500	\$434,000	98.6%
107	68	101	218 State St.	Retail Condo	11/30/2016	\$525,000	State St Crossin Unicole LLC	5778/198	V	Q, D	\$525,000	\$325	\$525,000	1,614	\$325	\$169,000	3.11	2.25	311%	310%	100%	305	Gd Loc	\$211,250	\$380,300	72.4%
117	17	G	20 Ladd St. #G	Office Condo	4/17/2015	\$925,000	LBJ Properties Araujo Realty LLC	5610/536	V	Q, D	\$984,000	\$190	\$984,000	4,881	\$202	\$609,125	1.62	1.60	162%	160%	99%	305	Fair Loc	\$365,475	\$974,600	99.0%
117	17	H	Congress St. #H	Retail Condo	8/7/2015	\$259,000	LCK LLC Dawn Bradford RE LLC	5643/2178	V	Q, D	\$259,000	\$273	\$259,000	949	\$273	\$151,133	1.71	1.60	171%	160%	93%	305	Fair Loc	\$90,680	\$241,800	93.4%
119	1B	1B	59 Deer St. #1B	Retail Condo	1/27/2017	\$420,000	Terri Harmon RL Vivien Treacy	5794/956	V	Q, D	\$420,000	\$280	\$420,000	1,498	\$280	\$210,800	1.99	2.00	199%	200%	100%	305	Avg Loc	\$210,800	\$421,600	100.4%
119	1B	2B	59 Deer St.#2B	Retail Condo	10/28/2015	\$375,000	William Burke R Slater RE Holdings	2665/2859	V	Q, D	\$375,000	\$244	\$375,000	1,534	\$244	\$194,550	1.93	2.00	193%	200%	104%	305	Avg Loc	\$194,550	\$389,100	103.8%
119	1B	3B	59 Deer St.#3B	Retail Condo	9/3/2015	\$430,000	P Pitou 1989 RT Gregory Baker	5651/1168	V	Q, D	\$473,000	\$289	\$473,000	1,489	\$318	\$226,000	2.09	2.00	209%	200%	96%	305	Avg Loc	\$226,000	\$452,000	95.6%
120	2	1A	500 Market St #1A	Office Condo	2/2/2016	\$377,500	Joanne Katz Wilson Holdings LLC	5689/2033	V	Q,D	\$377,500	\$238	\$377,500	1,585	\$238	\$227,704	1.66	1.35	166%	135%	81%	305	Fair Loc	\$79,696	\$307,400	81.4%
124	14	102	233 Vaughan St. #102	Office Condo	2/4/2016	\$2,050,000	233 Vaughan St Sunport Property Mnar	2690/0837	V	Q,D	\$2,050,000	\$366	\$2,050,000	5,606	\$366	\$878,304	2.33	2.30	233%	230%	99%	305	Avg Loc	\$1,141,795	\$2,020,100	98.5%
146	24	3	100 Albany St. #C	Retail Condo	8/10/2016	\$220,000	South & Marcy R 101 C Albany St LLC	5741/2857	V	Q, D	\$220,000	\$176	\$220,000	1,249	\$176	\$107,900	2.04	2.00	204%	200%	98%	304	Avg Loc	\$107,900	\$215,800	98.1%
151	6	D13	230 Lafayette Rd. #D13	Office Condo	2/19/2015	\$125,000	Mary Keenan Karen Mounjoy RT	5595/1474	V	Q, D	\$125,000	\$154	\$125,000	810	\$154	\$93,134	1.34	1.34	134%	134%	100%	302	Avg Loc	\$31,666	\$124,800	99.8%
163	35	2	1 Cate St. #2	Office Condo	3/3/2017	\$250,000	Warren Wilder R Northwest Passage Rth	5801/2695	V	Q,D	\$250,000	\$194	\$250,000	1,290	\$194	\$173,846	1.44	1.43	144%	143%	99%	301	Avg Loc	\$74,754	\$248,600	99.4%
240	2	2101	330 Borthwick Ave #101	Office Condo	2/24/2016	\$750,000	Hospital Corp of Portsmouth Pediatric R	5694/289	V	Q, D	\$750,000	\$139	\$750,000	5,395	\$139	\$512,966	1.46	1.45	146%	145%	99%	301	Avg Loc	\$230,835	\$743,800	99.2%
240	2	2202	330 Borthwick Ave #202	Office Condo	2/24/2016	\$500,000	Portsmouth Pedi HCA Health Svc	5694/310	V	Q, D	\$500,000	\$163	\$500,000	3,074	\$163	\$323,863	1.54	1.45	154%	145%	94%	301	Avg Loc	\$145,738	\$469,600	93.9%
240	2	2301	330 Borthwick Ave #301	Office Condo	7/6/2016	\$384,000	Paul Steven MD Borthwick Vista	5730/2264	V	Q, D	\$384,000	\$185	\$384,000	2,078	\$185	\$240,621	1.60	1.45	160%	145%	91%	301	Avg Loc	\$108,279	\$348,900	90.9%
243	6	B201	5 Greenleaf Woods Dr #201	Office Condo	10/11/2016	\$63,000	Amaretta Savian Fred Forman	5760/2242	V	Q, D	\$63,000	\$88	\$63,000	720	\$88	\$100,000	0.63	0.65	63%	65%	103%	304	Poor Loc	(\$35,000)	\$65,000	103.2%
263	1	4F	200 Griffin Rd.	Office Condo	12/16/2016	\$400,000	SVC Portsmouth Kurshberg LLC	5783/1041	V	Q, D	\$400,000	\$184	\$400,000	2,172	\$184	\$345,304	1.16	1.15	116%	115%	99%	301	Fair Loc	\$51,796	\$397,100	99.3%
267	7	2	1950 Lafayette Rd.	Office Condo	11/18/2016	\$1,550,000	1950 Lafayette F C&V Posada LLC	5574/2062	V	Q, D	\$1,550,000	\$176	\$1,550,000	8,800	\$176	\$961,400	1.61	1.50	161%	150%	93%	302	Avg Loc	\$480,700	\$1,442,100	93.0%
273	2	5B7	55 Constitution Ave #7	Office Condo	3/3/2017	\$80,000	Franjk Crotty Hummingbird Realty	5801/2628	V	Q, D	\$80,000	\$124	\$80,000	646	\$124	\$81,600	0.98	1.00	98%	100%	102%	302	Fair Loc	\$0	\$81,600	102.0%
284	7	1	280 Heritage Ave #A	Indust Condo	12/30/2015	\$550,000	Debra Lussier F Pennsco Trust Co	5681/1536	V	Q, D	\$550,000	\$131	\$550,000	4,200	\$131	\$326,965	1.68	1.45	168%	145%	86%	301	Avg Loc	\$147,134	\$474,100	86.2%
284	7	4	280 Heritage Ave #D	Indust Condo	5/10/2016	\$260,000	145 Heritage Ave Lamaco LLC	5713/434	V	Q, D	\$260,000	\$124	\$260,000	2,100	\$124	\$167,655	1.55	1.45	155%	145%	93%	301	Avg Loc	\$75,445	\$243,100	93.5%
284	7	6	280 Heritage Ave #F	Indust Condo	5/10/2016	\$550,000	Tour Auto of NH Fired Up Holdings	5661/1059	V	Q, D	\$550,000	\$131	\$550,000	4,200	\$131	\$389,034	1.41	1.45	141%	145%	103%	301	Avg Loc	\$175,065	\$564,100	102.6%
303	2	1	1 International Dr.	Office Condo/Hotel	7/15/2016	\$11,000,000	Oprock Portsmoi Happy Dreams LLC	5733/1050	V	Q,D	\$11,000,000	\$90	\$11,000,000	90	\$122,222	\$7,258,714	1.52	1.40	152%	140%	92%	307	Avg Loc	\$2,903,486	\$10,162,200	92.4%
309	4	10	205 Flight Line Rd	Hangar Condo	5/14/2015	\$73,500	Hangar Three C LLL Realty Group LLC	5617/1542	V	Q,D	\$73,500	\$45	\$73,500	1,622	\$45	\$71,300	1.03	1.00	103%	100%	97%	307	Fair Loc	\$0	\$71,300	97.0%

\$22,959,000

					\$21,573,000	
All C/I	Average		97%	All Imp C/I	AVG	95.7%
All C/I	Median		99%	All Imp C/I	MEDIAN	98.5%
					Weighted Mean	94.0%
					Avg Abs Deviation	4.8%
					COD	4.85
					PRD	1.019

Resales

151-6-D13

Portsmouth, NH C&I Sales 4/1/15 -4/1/17
Condo Site Factor Extraction - NHBD 301

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	Estimated RCNLD	Indic Site Factor	Applied Site Factor	Indicated Site Factor	Applied Site Factor	All			All				
																				Site Sales Ratio	NBC	Notes	New Ass'd Site Value	New Ass'd L+B Value	New A/S Ratio		
163	35 2	1 Cate St. #2	Office Condo	3/3/2017	\$250,000	Warren Wilder R Northwest Passage Rth	5801/2695	V	Q,D	\$250,000	\$194	\$250,000	1,290	\$194	\$173,846	1.44	1.43	144%	143%	99%	301	Avg Loc	\$74,754	\$248,600	99.4%		
240	2 2101	330 Borthwick Ave #101	Office Condo	2/24/2016	\$750,000	Hospital Corp of Portsmouth Pediatric R	5694/289	V	Q,D	\$750,000	\$139	\$750,000	5,395	\$139	\$512,966	1.46	1.45	146%	145%	99%	301	Avg Loc	\$230,835	\$743,801	99.2%		
240	2 2202	330 Borthwick Ave #202	Office Condo	2/24/2016	\$500,000	Portsmouth Pedi HCA Health Svc	5694/310	V	Q,D	\$500,000	\$163	\$500,000	3,074	\$163	\$323,863	1.54	1.45	154%	145%	94%	301	Avg Loc	\$145,738	\$469,601	93.9%		
240	2 2301	330 Borthwick Ave #301	Office Condo	7/6/2016	\$384,000	Paul Steven MD Borthwick Vista	5730/2264	V	Q,D	\$384,000	\$185	\$384,000	2,078	\$185	\$240,621	1.60	1.45	160%	145%	91%	301	Avg Loc	\$108,279	\$348,900	90.9%		
263	1 4F	200 Griffin Rd.	Office Condo	12/16/2016	\$400,000	SVC Portsmouth Kurshberg LLC	5783/1041	V	Q,D	\$400,000	\$184	\$400,000	2,172	\$184	\$345,304	1.16	1.15	116%	115%	99%	301	Fair Loc	\$51,796	\$397,100	99.3%		
284	7 1	280 Heritage Ave #A	Indust Condo	12/30/2015	\$550,000	Debra Lussier F Pennsco Trust Co	5681/1536	V	Q,D	\$550,000	\$131	\$550,000	4,200	\$131	\$326,965	1.68	1.45	168%	145%	86%	301	Avg Loc	\$147,134	\$474,099	86.2%		
284	7 4	280 Heritage Ave #D	Indust Condo	5/10/2016	\$260,000	145 Heritage Ave Lamaco LLC	5713/434	V	Q,D	\$260,000	\$124	\$260,000	2,100	\$124	\$167,655	1.55	1.45	155%	145%	93%	301	Avg Loc	\$75,445	\$243,100	93.5%		
284	7 6	280 Heritage Ave #F	Indust Condo	5/10/2016	\$550,000	Tour Auto of NH Fired Up Holdings	5661/1059	V	Q,D	\$550,000	\$131	\$550,000	4,200	\$131	\$389,034	1.41	1.45	141%	145%	103%	301	Avg Loc	\$175,065	\$564,099	102.6%		
												\$3,644,000											\$3,489,300				
																				All C/I	Average		96%	All Imp C/I	AVG		95.6%
																				All C/I	Median		97%	All Imp C/I	MEDIAN		96.5%
																						Weighted Mean			95.8%		
																						Avg Abs Deviation			4.5%		
																						COD			4.66		
																						PRD			0.999		

Portsmouth, NH C&I Sales 4/1/15 -4/1/17
Condo Site Factor Extraction - NHBD 302

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	Estimated RCNLD	Indic Site Factor	Applied Site Factor	Indicated Site Factor	Applied Site Factor	All			All				
																				Site Sales Ratio	NBC	Notes	New Ass'd Site Value	New Ass'd L+B Value	New A/S Ratio		
151	6 D13	230 Lafayette Rd. #D13	Office Condo	2/19/2015	\$125,000	Mary Keenan Karen Mountjoy RT	5595/1474	V	Q,D	\$125,000	\$154	\$125,000	810	\$154	\$93,134	1.34	1.34	134%	134%	100%	302	Avg Loc	\$31,666	\$124,800	99.8%		
267	7 2	1950 Lafayette Rd.	Office Condo	11/18/2016	\$1,550,000	1950 Lafayette F C&V Posada LLC	5574/2062	V	Q,D	\$1,550,000	\$176	\$1,550,000	8,800	\$176	\$961,400	1.61	1.50	161%	150%	93%	302	Avg Loc	\$480,700	\$1,442,100	93.0%		
273	2 5B7	55 Constitution Ave #7	Office Condo	3/3/2017	\$80,000	Franjk Crotty Hummingbird Realty	5801/2628	V	Q,D	\$80,000	\$124	\$80,000	646	\$124	\$81,600	0.98	1.00	98%	100%	102%	302	Fair Loc	\$0	\$81,600	102.0%		
												\$1,755,000											\$1,648,500				
																				All C/I	Average		98%	All Imp C/I	AVG		98.3%
																				All C/I	Median		100%	All Imp C/I	MEDIAN		99.8%
																						Weighted Mean			93.9%		
																						Avg Abs Deviation			3.0%		
																						COD			3.01		
																						PRD			1.046		

Portsmouth, NH C&I Sales 4/1/15 -4/1/17
Condo Site Factor Extraction - NHBD 304

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	Estimated RCNLD	Indic Site Factor	Applied Site Factor	Indicated Site Factor	Applied Site Factor	All			All				
																				Site Sales Ratio	NBC	Notes	New Ass'd Site Value	New Ass'd L+B Value	New A/S Ratio		
146	24 3	100 Albany St. #C	Retail Condo	8/10/2016	\$220,000	South & Marcv R 101 C Albany St LLC	5741/2857	V	Q,D	\$220,000	\$176	\$220,000	1,249	\$176	\$107,900	2.04	2.00	204%	200%	98%	304	Good Loc	\$107,900	\$215,800	98.1%		
243	6 B201	5 Greenleaf Woods Dr #201	Office Condo	10/11/2016	\$63,000	Amaretta Savian Fred Forman	5760/2242	V	Q,D	\$63,000	\$88	\$63,000	720	\$88	\$100,000	0.63	0.65	63%	65%	103%	304	Poor Loc	(\$35,000)	\$65,000	103.2%		
												\$283,000											\$280,800				
																				All C/I	Average		101%	All Imp C/I	AVG		100.6%
																				All C/I	Median		101%	All Imp C/I	MEDIAN		100.6%
																						Weighted Mean			99.2%		
																						Avg Abs Deviation			2.5%		
																						COD			2.53		
																						PRD			1.014		

Portsmouth, NH C&I Sales 4/1/15 -4/1/17																			All			All			
Condo Site Factor Extraction - NHBD 305 Downtown																			Site Sales Ratio	NBC	Notes	New Ass'd Site Value	New Ass'd L+B Value	New A/S Ratio	
Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	Estimated RCNLD	Indic Site Factor	Applied Site Factor	Indicated Site Factor	Applied Site Factor						
106 57A 2	117 Bow St #2A	Office Condo	5/22/2015	\$300,000	Joan Jones	JPK Realty Trust	5620/555	V	Q,D	\$300,000	\$147	\$300,000	2,041	\$147	\$200,000	1.50	1.50	150%	150%	100%	305	Fair Loc	\$100,000	\$300,000	100.0%
107 9 1	79 Daniel St #1	Retail Condo	8/11/2016	\$440,000	Kaffee Von Solln	Jonathon Folsom LLC	5742/681	V	Q,D	\$440,000	\$419	\$440,000	1,050	\$419	\$108,500	4.06	4.00	406%	400%	99%	305	VG Loc	\$325,500	\$434,000	98.6%
107 68 101	218 State St.	Retail Condo	11/30/2016	\$525,000	State St Crossing	Unicoile LLC	5778/198	V	Q,D	\$525,000	\$325	\$525,000	1,614	\$325	\$169,000	3.11	2.25	311%	310%	100%	305	Gd Loc	\$211,250	\$380,250	72.4%
117 17 G	20 Ladd St. #G	Office Condo	4/17/2015	\$925,000	LBJ Properties	Araujo Realty LLC	5610/536	V	Q,D	\$984,000	\$190	\$984,000	4,881	\$202	\$609,125	1.62	1.60	162%	160%	99%	305	Fair Loc	\$365,475	\$974,600	99.0%
117 17 H	Congress St. #H	Retail Condo	8/7/2015	\$259,000	LCK LLC	Dawn Bradford RE LLC	5643/2178	V	Q,D	\$259,000	\$273	\$259,000	949	\$273	\$151,133	1.71	1.60	171%	160%	93%	305	Fair Loc	\$90,680	\$241,813	93.4%
119 1B 1B	59 Deer St. #1B	Retail Condo	1/27/2017	\$420,000	Terri Harmon RL	Vivien Treacy	5794/956	V	Q,D	\$420,000	\$280	\$420,000	1,498	\$280	\$210,800	1.99	2.00	199%	200%	100%	305	Avg Loc	\$210,800	\$421,600	100.4%
119 1B 2B	59 Deer St.#2B	Retail Condo	10/28/2015	\$375,000	William Burke R	Slater RE Holdings	2665/2859	V	Q,D	\$375,000	\$244	\$375,000	1,534	\$244	\$194,550	1.93	2.00	193%	200%	104%	305	Avg Loc	\$194,550	\$389,100	103.8%
119 1B 3B	59 Deer St.#3B	Retail Condo	9/3/2015	\$430,000	P Pitou 1989 RT	Gregory Baker	5651/1168	V	Q,D	\$473,000	\$289	\$473,000	1,489	\$318	\$226,000	2.09	2.00	209%	200%	96%	305	Avg Loc	\$226,000	\$452,000	95.6%
120 2 1A	500 Market St #1A	Office Condo	2/2/2016	\$377,500	Joanne Katz	Wilson Holdings LLC	5689/2033	V	Q,D	\$377,500	\$238	\$377,500	1,585	\$238	\$227,704	1.66	1.35	166%	135%	81%	305	Fair Loc	\$79,696	\$307,400	81.4%
124 14 102	233 Vaughan St. #102	Office Condo	2/4/2016	\$2,050,000	233 Vaughan St	Sunport Property Mngr	2690/0837	V	Q,D	\$2,050,000	\$366	\$2,050,000	5,606	\$366	\$878,304	2.33	2.30	233%	230%	99%	305	Avg Loc	\$1,141,795	\$2,020,099	98.5%
															\$6,203,500						\$5,920,862				
All C/I	Average																		97%	All imp C/I	AVG	94.3%			
All C/I	Median																		99%	All imp C/I	MEDIAN	98.6%			
																	Weighted Mean		95.4%						
																	Avg Abs Deviation		6.0%						
																	COD		6.14						
																	PRD		0.988						

Portsmouth, NH C&I Sales 4/1/15 -4/1/17																			All			All			
Condo Site Factor Extraction - NHBD 307																			Site Sales Ratio	NBC	Notes	New Ass'd Site Value	New Ass'd L+B Value	New A/S Ratio	
Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	Estimated RCNLD	Indic Site Factor	Applied Site Factor	Indicated Site Factor	Applied Site Factor						
303 2 1	1 Internationall Dr.	Office Condo/Hotel	7/15/2016	\$11,000,000	Oprock Portsmoi	Happy Dreams LLC	5733/1050	V	Q,D	\$11,000,000	\$122,222	\$11,000,000	90	\$122,222	\$7,258,714	1.52	1.40	152%	140%	92%	307	Avg Loc	\$2,903,486	\$10,162,200	92.4%
309 4 10	205 Flight Line Rd	Hangar Condo	5/14/2015	\$73,500	Hangar Three Ct	LLL Realty Group LLC	5617/1542	V	Q,D	\$73,500	\$45	\$73,500	1,622	\$45	\$71,300	1.03	1.00	103%	100%	97%	307	Fair Loc	\$0	\$71,300	97.0%
															\$11,073,500						\$10,233,500				
All C/I	Average																		95%	All imp C/I	AVG	94.7%			
All C/I	Median																		95%	All imp C/I	MEDIAN	94.7%			
																	Weighted Mean		92.4%						
																	Avg Abs Deviation		2.3%						
																	COD		2.44						
																	PRD		1.025						

Office Condos
 Portsmouth, NH C&I Sales 4/1/15 -4/1/17
 Condo Site Factor Extraction - All by M-B-L

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	Estimated RCNLD	Indic Site Factor	Applied Site Factor	Indicated Site Factor	Applied Site Factor	All			All		
																				Site Sales Ratio	NBC	Notes	New Ass'd Site Value	New Ass'd L+B Value	New A/S Ratio
106 57A 2	117 Bow St #2A	Office Condo	5/22/2015	\$300,000	Joan Jones	JPK Realty Trust	5620/555	V	Q,D	\$300,000	\$147	\$300,000	2,041	\$147	\$200,000	1.50	1.50	150%	150%	100%	305	Fair Loc	\$100,000	\$300,000	100.0%
117 17 G	20 Ladd St. #G	Office Condo	4/17/2015	\$925,000	LBJ Properties	Araujo Realty LLC	5610/536	V	Q,D	\$984,000	\$190	\$984,000	4,881	\$202	\$609,125	1.62	1.60	162%	160%	99%	305	Fair Loc	\$365,475	\$974,600	99.0%
120 2 1A	500 Market St #1A	Office Condo	2/2/2016	\$377,500	Joanne Katz	Wilson Holdings LLC	5689/2033	V	Q,D	\$377,500	\$238	\$377,500	1,585	\$238	\$227,704	1.66	1.35	166%	135%	81%	305	Fair Loc	\$79,696	\$307,400	81.4%
124 14 102	233 Vaughan St. #102	Office Condo	2/4/2016	\$2,050,000	233 Vaughan St	Sumport Property Mnar	2690/0837	V	Q,D	\$2,050,000	\$366	\$2,050,000	5,606	\$366	\$878,304	2.33	2.30	233%	230%	99%	305	Avg Loc	\$1,141,795	\$2,020,099	98.5%
151 6 D13	230 Lafayette Rd. #D13	Office Condo	2/19/2015	\$125,000	Mary Keenan	Karen Mounjoy RT	5595/1474	V	Q,D	\$125,000	\$154	\$125,000	810	\$154	\$93,134	1.34	1.34	134%	134%	100%	302	Avg Loc	\$31,666	\$124,800	99.8%
163 35 2	1 Cale St. #2	Office Condo	3/3/2017	\$250,000	Warren Wilder R	Northwest Passage Rth	5801/2695	V	Q,D	\$250,000	\$194	\$250,000	1,290	\$194	\$173,846	1.44	1.43	144%	143%	99%	301	Avg Loc	\$74,754	\$248,600	99.4%
240 2 2101	330 Borthwick Ave #101	Office Condo	2/24/2016	\$750,000	Hospital Corp of	Portsmouth Pediatric R	5694/289	V	Q,D	\$750,000	\$139	\$750,000	5,395	\$139	\$512,966	1.46	1.45	146%	145%	99%	301	Avg Loc	\$230,835	\$743,801	99.2%
240 2 2202	330 Borthwick Ave #202	Office Condo	2/24/2016	\$500,000	Portsmouth Pedii	HCA Health Svc	5694/310	V	Q,D	\$500,000	\$163	\$500,000	3,074	\$163	\$323,863	1.54	1.45	154%	145%	94%	301	Avg Loc	\$145,738	\$469,601	93.9%
240 2 2301	330 Borthwick Ave #301	Office Condo	7/6/2016	\$384,000	Paul Steven MD	Borthwick Vista	5730/2264	V	Q,D	\$384,000	\$185	\$384,000	2,078	\$185	\$240,621	1.60	1.45	160%	145%	91%	301	Avg Loc	\$108,279	\$348,900	90.9%
243 6 B201	5 Greenleaf Woods Dr #201	Office Condo	10/11/2016	\$63,000	Amaretta Savian	Fred Forman	5760/2242	V	Q,D	\$63,000	\$88	\$63,000	720	\$88	\$100,000	0.63	0.65	63%	65%	103%	304	Poor Loc	(\$35,000)	\$65,000	103.2%
263 1 4F	200 Griffin Rd.	Office Condo	12/16/2016	\$400,000	SVC Portsmouth	Kurshberg LLC	5783/1041	V	Q,D	\$400,000	\$184	\$400,000	2,172	\$184	\$345,304	1.16	1.15	116%	115%	99%	301	Fair Loc	\$51,796	\$397,100	99.3%
267 7 2	1950 Lafayette Rd.	Office Condo	11/18/2016	\$1,550,000	1950 Lafayette F	C&V Posada LLC	5574/2062	V	Q,D	\$1,550,000	\$176	\$1,550,000	8,800	\$176	\$961,400	1.61	1.50	161%	150%	93%	302	Avg Loc	\$480,700	\$1,442,100	93.0%
273 2 5B7	55 Constitution Ave #7	Office Condo	3/3/2017	\$80,000	Franjk Crotty	Hummingbird Realty	5801/2628	V	Q,D	\$80,000	\$124	\$80,000	646	\$124	\$81,600	0.98	1.00	98%	100%	102%	302	Fair Loc	\$0	\$81,600	102.0%

\$7,813,500

					\$7,523,601
All C/I	Average		97%	All Imp C/I	AVG
All C/I	Median		99%	All Imp C/I	MEDIAN
					Weighted Mean
					Avg Abs Deviation
					96.3%
					3.6%
					COD
					3.64
					PRD
					1.006

Retail Condos
 Portsmouth, NH C&I Sales 4/1/15 -4/1/17
 Condo Site Factor Extraction - All by M-B-L

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	Estimated RCNLD	Indic Site Factor	Applied Site Factor	Indicated Site Factor	Applied Site Factor	All			All		
																				Site Sales Ratio	NBC	Notes	New Ass'd Site Value	New Ass'd L+B Value	New A/S Ratio
107 9 1	79 Daniel St #1	Retail Condo	8/11/2016	\$440,000	Kaffee Von Solln	Jonathon Folsom LLC	5742/681	V	Q,D	\$440,000	\$419	\$440,000	1,050	\$419	\$108,500	4.06	4.00	406%	400%	99%	305	VG Loc	\$325,500	\$434,000	98.6%
107 68 101	218 State St.	Retail Condo	11/30/2016	\$525,000	State St Crossing	Unicoie LLC	5778/198	V	Q,D	\$525,000	\$325	\$525,000	1,614	\$325	\$169,000	3.11	2.25	311%	310%	100%	305	Gd Loc	\$211,250	\$380,250	72.4%
117 17 H	Congress St. #H	Retail Condo	8/7/2015	\$259,000	LCK LLC	Dawn Bradford RE LLC	5643/2178	V	Q,D	\$259,000	\$273	\$259,000	949	\$273	\$151,133	1.71	1.60	171%	160%	93%	305	Fair Loc	\$90,680	\$241,813	93.4%
119 1B 1B	59 Deer St. #1B	Retail Condo	1/27/2017	\$420,000	Terri Harmon RL	Vivien Treacy	5794/956	V	Q,D	\$420,000	\$280	\$420,000	1,498	\$280	\$210,800	1.99	2.00	199%	200%	100%	305	Avg Loc	\$210,800	\$421,600	100.4%
119 1B 2B	59 Deer St. #2B	Retail Condo	10/28/2015	\$375,000	William Burke R	Slater RE Holdings	2665/2859	V	Q,D	\$375,000	\$244	\$375,000	1,534	\$244	\$194,550	1.93	2.00	193%	200%	104%	305	Avg Loc	\$194,550	\$389,100	103.8%
119 1B 3B	59 Deer St. #3B	Retail Condo	9/3/2015	\$430,000	P Pitou 1989 RT	Gregory Baker	5651/1168	V	Q,D	\$473,000	\$289	\$473,000	1,489	\$318	\$226,000	2.09	2.00	209%	200%	96%	305	Avg Loc	\$226,000	\$452,000	95.6%
146 24 3	100 Albany St. #C	Retail Condo	8/10/2016	\$220,000	South & Marcy R	101 C Albany St LLC	5741/2857	V	Q,D	\$220,000	\$176	\$220,000	1,249	\$176	\$107,900	2.04	2.00	204%	200%	98%	304	Good Loc	\$107,900	\$215,800	98.1%

\$2,712,000

					\$2,534,563
All C/I	Average		99%	All Imp C/I	AVG
All C/I	Median		99%	All Imp C/I	MEDIAN
					Weighted Mean
					Avg Abs Deviation
					93.5%
					5.9%
					COD
					6.03
					PRD
					1.012

Hangar Condos
Portsmouth, NH C&I Sales 4/1/15 -4/1/17
Condo Site Factor Extraction - All by M-B-L

Map #			Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	Estimated RCNLD	Indic Site Factor	Applied Site Factor	Indicated Site Factor	Applied Site Factor	All			New Ass'd Site Value	New Ass'd L+B Value	New A/S Ratio			
																						Site Sales Ratio	NBC	Notes						
309	4	10	205 Flight Line Rd	Hangar Condo	5/14/2015	\$73,500	Hangar Three Ct LLL Realty Group LLC	5617/1542		V	Q,D	\$73,500	\$45	\$73,500	1,622	\$45	\$71,300	1.03	1.00	103%	100%		97%	307	Fair Loc	\$0	\$71,300	97.0%		
																												\$71,300		
																								All C/I	Average		97%	All Imp C/I	AVG	97.0%
																								All C/I	Median		97%	All Imp C/I	MEDIAN	97.0%
																										Weighted Mean	97.0%			
																										Avg Abs Deviation	0.0%			
																										COD	0.01			
																										PRD	1.000			

Industrial Condos
Portsmouth, NH C&I Sales 4/1/15 -4/1/17
Condo Site Factor Extraction - All by M-B-L

Map #			Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	Estimated RCNLD	Indic Site Factor	Applied Site Factor	Indicated Site Factor	Applied Site Factor	All			New Ass'd Site Value	New Ass'd L+B Value	New A/S Ratio			
																						Site Sales Ratio	NBC	Notes						
284	7	1	280 Heritage Ave #A	Indust Condo	12/30/2015	\$550,000	Debora Lussier F Pennsco Trust Co	5681/1536		V	Q, D	\$550,000	\$131	\$550,000	4,200	\$131	\$326,965	1.68	1.45	168%	145%		86%	301	Avg Loc	\$147,134	\$474,099	86.2%		
284	7	4	280 Heritage Ave #D	Indust Condo	5/10/2016	\$260,000	145 Heritage Av Lamaco LLC	5713/434		V	Q, D	\$260,000	\$124	\$260,000	2,100	\$124	\$167,655	1.55	1.45	155%	145%		93%	301	Avg Loc	\$75,445	\$243,100	93.5%		
284	7	6	280 Heritage Ave #F	Indust Condo	5/10/2016	\$550,000	Tour Auto of NH Fired Up Holdings	5661/1059		V	Q, D	\$550,000	\$131	\$550,000	4,200	\$131	\$389,034	1.41	1.45	141%	145%		103%	301	Avg Loc	\$175,065	\$564,099	102.6%		
																												\$1,281,298		
																								All C/I	Average		94%	All Imp C/I	AVG	94.1%
																								All C/I	Median		93%	All Imp C/I	MEDIAN	93.5%
																										Weighted Mean	94.2%			
																										Avg Abs Deviation	5.5%			
																										COD	5.83			
																										PRD	0.999			

Misc Other Condos
Portsmouth, NH C&I Sales 4/1/15 -4/1/17
Condo Site Factor Extraction - All by M-B-L

Map #			Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	Estimated RCNLD	Indic Site Factor	Applied Site Factor	Indicated Site Factor	Applied Site Factor	All			New Ass'd Site Value	New Ass'd L+B Value	New A/S Ratio			
																						Site Sales Ratio	NBC	Notes						
303	2	1	1 Internationall Dr.	Office Condo/Hotel	7/15/2016	\$11,000,000	Oprock Portsmoi Happy Dreams LLC	5733/1050		V	Q,D	\$11,000,000	\$122,222	\$11,000,000	90	\$122,222	\$7,258,714	1.52	1.40	152%	140%		92%	307	Avg Loc	\$2,903,486	\$10,162,200	92.4%		
																												\$10,162,200		
																								All C/I	Average		92%	All Imp C/I	AVG	92.4%
																								All C/I	Median		92%	All Imp C/I	MEDIAN	92.4%
																										Weighted Mean	92.4%			
																										Avg Abs Deviation	0.0%			
																										COD	0.02			
																										PRD	1.000			