

Sales-analysis -2017-B.xls

| Portsmouth, NH C&I Sales 1/1/15 -4/1/17 | | | | | | | | | | | | | | | | | | | | | | All | | | All | | | | | | |
|---|---------|--------------------|---------------------|------------|-------------|----------------------|-----------------------|----------------|---------|----------------|-----------------|-----------------|-------------|----------------------|-----------------|------------------|------------------|---------------|------------|-----------------|-----------------|-----------------------|----------------------|-------|--------------------|---------------------|---------------|-------------|-------------|-------------|-------|
| Land Value Extraction - All by M-B-L | | | | | | | | | | | | | | | | | | | | | | Land Sales Ratio | NBC | Notes | New Ass'd L. 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 Land Value | Total Land Units | - Excess Land | Site Units | S.P. Site/Units | Base Site Price | Indicated NHBD Factor | Suggested NHBDFactor | | | | | | | | |
| 107 | 44 | 177 State St. | Rett/Apts | 1/20/2016 | \$800,000 | 177 State St RE LL | Robert Fabricatore LL | 5686/689 | V | D, Q | \$800,000 | \$135 | \$800,000 | 5,906 | \$135 | \$332,100 | \$467,900 | 2,580 | \$0 | 2,580 | \$181.36 | \$155 | 117% | 115% | 98% | 305 | AP -15% | \$460,033 | \$792,100 | 99.0% | |
| 123 | 12 | 203 Maplewood Ave. | Retail | 5/27/2015 | \$525,000 | Portsmouth Proper | 203 Maplewood Ave L | 5621/420 | V | D, Q | \$525,000 | \$455 | \$525,000 | 1,154 | \$455 | \$105,000 | \$420,000 | 6,500 | \$0 | 6,500 | \$64.62 | \$55.28 | 117% | 115% | 98% | 305 | | \$413,218 | \$518,200 | 98.7% | |
| 126 | 2 | 25 Maplewood Ave. | Office | 1/6/2017 | \$3,000,000 | Shalbnas & McEac | The Provident Bank | 5789/624 | V | D, Q | \$3,000,000 | \$301 | \$3,000,000 | 9,963 | \$301 | \$1,523,800 | \$1,476,200 | 11,023 | \$0 | 11,023 | \$133.92 | \$76.85 | 174% | 115% | 66% | 305 | CJ+50% | \$974,185 | \$2,498,000 | 83.3% | |
| 135 | 10 | 34 Highland St. | Apartments | 3/3/2015 | \$745,500 | Paul Predaris | Jason Lander | 5642/437 | V | D, Q | \$757,000 | \$186,375 | \$757,000 | 4 | \$189,250 | \$478,000 | \$281,000 | 4 | \$0 | 4 | \$70,250.00 | \$66,000.00 | 106% | 100% | 94% | AP | \$12K Renov | \$264,000 | \$740,000 | 97.8% | |
| 137 | 19 | 180 Islington St | Ret/Ofc | 7/27/2015 | \$545,000 | Ronald Cogswell | ZIBV Properties | 5639/2418 | V | D, Q | \$545,000 | \$154 | \$545,000 | 3,544 | \$154 | \$310,600 | \$234,400 | 3,960 | \$0 | 3,960 | \$59.19 | \$110.41 | 54% | 48% | 90% | 302 | | \$209,867 | \$520,500 | 95.5% | |
| 156 | 17 | 26 Columbia Ct | Apartments | 9/28/2016 | \$604,000 | Peter Rose | Edward Paul III | 5756/2006 | V | D, Q | \$604,000 | \$151,000 | \$604,000 | 4 | \$151,000 | \$299,400 | \$304,600 | 4 | \$0 | 4 | \$76,150 | \$58,000.00 | 131% | 100% | 76% | AP | | \$232,000 | \$531,400 | 88.0% | |
| 163 | 1 | 54 Bartlett St. | Service Shop | 1/27/2017 | \$765,600 | Fremont Matthews | M&B Properties LLC | 5794/996 | V | D, Q | \$765,600 | \$158 | \$765,600 | 4,836 | \$158 | \$257,100 | \$508,500 | 33,050 | \$0 | 33,050 | \$15.39 | \$26.61 | 58% | 48% | 83% | 302 | | \$422,141 | \$679,200 | 88.7% | |
| 172 | 2 | 406 US Rte 1 Byp | Auto Sales/Rep | 11/19/2015 | \$1,100,000 | One-Way Realty LL | 406 Highway 1 Byp | 5671/2150 | V | D, Q | \$1,100,000 | \$138 | \$1,100,000 | 7,964 | \$138 | \$576,500 | \$523,500 | 42,364 | \$0 | 42,364 | \$12.36 | \$34.92 | 35% | 26% | 73% | 301 | | \$384,631 | \$961,100 | 87.4% | |
| 201 | 1 | 11 Sagamore Gr | Vacant Commcl | 11/2/2016 | \$262,500 | 955 Sagamore RT | William Pingree | 6769/1142 | V | D, Q | \$262,500 | | \$262,500 | | | \$262,500 | 25,698 | \$0 | 25,698 | \$10.21 | \$49.75 | 21% | 22% | 107% | 306 | WF 2.40 + | \$281,265 | \$281,300 | 107.2% | | |
| 201 | 12 | +17+18 | 187 Wentworth House | 8/15/2016 | \$3,000,000 | JP Nadeau | Sea Level LLC | 5743/352 | V | D, Q | \$3,000,000 | \$228 | \$3,000,000 | 13,139 | \$228 | \$806,900 | \$2,193,100 | 187,045 | \$360,000 | 133,640 | \$13.72 | \$51.80 | 26% | 22% | 83% | 306 | WF 2.40 + | \$1,882,961 | \$2,689,900 | 89.7% | |
| 229 | 8 | 599 Lafayette Rd. | Shopping Cente | 1/30/2015 | \$6,451,000 | William Genimatas | 599 Lafayette LLC | 5592/456 | V | D, Q | \$7,451,000 | \$128 | \$7,451,000 | 50,407 | \$148 | \$5,478,200 | \$1,972,800 | 205,603 | \$0 | 205,603 | \$9.60 | \$20.66 | 46% | 48% | 103% | 302 | \$1 Mil Renov | \$2,038,924 | \$7,517,100 | 100.9% | |
| 231 | 58 | 150 US RTE 1 Byp | Vacant Apt Lnd | 1/19/2017 | \$1,350,000 | Seacoast Tr | Middle Hill Devel | 5792/699 | V | D, Q | \$1,350,000 | | \$1,350,000 | | | \$1,350,000 | 30 | \$0 | 30 | \$45,000.00 | \$46,400.00 | 97% | 100% | 103% | AP | | \$1,392,000 | \$1,392,000 | 103.1% | | |
| 238 | 10 | 2 | 1464 Woodbury Ave. | Restaurant | 6/16/2016 | \$3,295,000 | Woodbury 1464 LL | BucePhalus LLC | 5724/50 | V | D, Q | \$3,295,000 | \$595 | \$3,295,000 | 5,540 | \$595 | \$1,218,600 | \$2,076,400 | 87,120 | \$0 | 87,120 | \$23.83 | \$16.07 | 148% | 100% | 67% | 303 | | \$1,400,018 | \$2,618,600 | 79.5% |
| 253 | 7 | 1 Mirona Rd. | Wrhse/Office | 7/14/2016 | \$1,000,000 | One Mirona Rd RT | GSG Realty Portsmouth | 5733/507 | V | D, Q | \$1,000,000 | \$74 | \$1,000,000 | 13,448 | \$74 | \$567,500 | \$432,500 | 79,714 | \$0 | 79,714 | \$5.43 | \$17.22 | 32% | 26% | 83% | 301 | | \$356,896 | \$924,400 | 92.4% | |
| 254 | 5 | 15 Banfield Rd. | Retail | 6/29/2015 | \$1,000,000 | Barbara Lafolla RT | Banfield Rd LLC | 5631/531 | V | D, Q | \$1,000,000 | \$91 | \$1,000,000 | 10,956 | \$91 | \$610,100 | \$389,900 | 119,790 | \$0 | 119,790 | \$3.25 | \$13.78 | 24% | 26% | 110% | 301 | | \$429,184 | \$1,039,300 | 103.9% | |
| 263 | 1 | 218 Griffin Rd. | Wrhse | 8/7/2016 | \$3,535,000 | Elder Family Portiar | Griffin Rd Rty LLC | 5743/2256 | V | D, Q | \$3,535,000 | \$103 | \$3,535,000 | 34,343 | \$103 | \$2,382,500 | \$1,152,500 | 198,834 | \$36,600 | 137,372 | \$8.12 | \$21.58 | 36% | 26% | 69% | 301 | | \$807,367 | \$3,189,900 | 90.2% | |
| 275 | 7 | 290 Heritage Ave | Vacant Commcl | 1/15/2015 | \$615,000 | Harbour Links | Old Tex Mex LLC | 5598/415 | V | D, Q | \$615,000 | | \$615,000 | | | \$615,000 | 214,750 | \$64,900 | 106,000 | \$5.19 | \$20.89 | 25% | 26% | 105% | 301 | | \$640,628 | \$640,600 | 104.2% | | |
| 284 | 2 | 235 Heritage Ave | Industrial | 10/24/2016 | \$3,475,000 | Fine N Assoc | Cooper Malt | 5765/2182 | V | D, Q | \$3,475,000 | \$65 | \$3,475,000 | 53,874 | \$65 | \$2,637,000 | \$838,000 | 204,732 | \$0 | 204,732 | \$4.09 | \$18.37 | 22% | 26% | 117% | 301 | | \$977,841 | \$3,614,800 | 104.0% | |
| 285 | 5 | 85 Heritage Ave | Warehouse | 5/13/2016 | \$1,040,000 | 85 Heritage Ave | DG Bourassa LLC | 5714/988 | V | D, Q | \$1,040,000 | \$117 | \$1,040,000 | 8,880 | \$117 | \$438,900 | \$601,100 | 119,354 | \$22,600 | 87,120 | \$6.64 | \$20 | 34% | 26% | 77% | 301 | | \$469,961 | \$908,900 | 87.4% | |
| 286 | 1 | 2837 Lafayette Rd | Office | 8/17/2016 | \$750,000 | Twenty Eight 37 | Soutcheva Properties | 5743/2039 | V | D, Q | \$750,000 | \$243 | \$750,000 | 3,087 | \$243 | \$444,500 | \$305,500 | 20,000 | \$0 | 20,000 | \$15.28 | \$35.97 | 42% | 48% | 113% | 302 | | \$345,312 | \$789,800 | 105.3% | |
| 286 | 2 | 1 Robert Ave | Office/Wrhse | 1/31/2017 | \$480,000 | Rye Atlantic Prop | Think Mnamnt LLC | 5795/477 | V | Q, Q | \$480,000 | \$120 | \$480,000 | 4,000 | \$120 | \$212,900 | \$267,100 | 30,810 | \$0 | 30,810 | \$8.67 | \$27.71 | 31% | 26% | 83% | 301 | | \$221,974 | \$434,900 | 90.6% | |
| | | | | | | | | | | | | | | | | | | | | | | | | | \$33,282,000 | | | | | | |
| All C/I | | Average | | 90% | | All Imp C/I | | AVG | | 95.1% | | | | | | | | | | | | | | | | | | | | | |
| All C/I | | Median | | 90% | | All Imp C/I | | MEDIAN | | 95.5% | | | | | | | | | | | | | | | | | | | | | |
| | | Weighted Mean | | | | | | 94.1% | | | | | | | | | | | | | | | | | | | | | | | |
| | | Avg Abs Deviation | | | | | | 7.0% | | | | | | | | | | | | | | | | | | | | | | | |
| | | COD | | | | | | 7.33 | | | | | | | | | | | | | | | | | | | | | | | |
| | | PRD | | | | | | 1.010 | | | | | | | | | | | | | | | | | | | | | | | |

| Portsmouth, NH C&I Sales 1/1/15 -4/1/17 | | | | | | | | | | | | | | | | | | | | | | All | | | All | | | | | |
|---|---------|-------------------|--------------|------------|-----------|---------------|-----------------|-----------|--------|----------------|-----------------|-----------------|-------------|----------------------|-----------------|------------------|------------------|---------------|------------|-----------------|-----------------|---------------------|------|-------|--------------------|---------------------|---------------|-----------|-----------|-------|
| Land Value Extraction - Apts | | | | | | | | | | | | | | | | | | | | | | Land Sales Ratio | NBC | Notes | New Ass'd L. 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 Land Value | Total Land Units | - Excess Land | Site Units | S.P. Site/Units | Base Site Price | Indicated Diference | | | | | | | | |
| 135 | 10 | 34 Highland St. | Apartments | 8/3/2015 | \$745,500 | Paul Predaris | Jason Lander | 5642/437 | V | D, Q | \$757,000 | \$186,375 | \$757,000 | 4 | \$189,250 | \$476,000 | \$281,000 | 4 | \$0 | 4 | \$70,250 | \$66,000.00 | 106% | 100% | 94% | AP | \$12K Renov | \$264,000 | \$740,000 | 97.8% |
| 156 | 17 | 26 Columbia Ct | Apartments | 9/28/2016 | \$604,000 | Peter Rose | Edward Paul III | 5756/2006 | V | D, Q | \$604,000 | \$151,000 | \$604,000 | 4 | \$151,000 | \$299,400 | \$304,600 | 4 | \$0 | 4 | \$76,150 | \$58,000.00 | 131% | 100% | 76% | AP | | \$232,000 | \$531,400 | 88.0% |
| | | | | | | | | | | | | | | | | | | | | | | | | | \$1,271,400 | | | | | |
| All C/I | | Average | | 85% | | All Imp C/I | | AVG | | 92.9% | | | | | | | | | | | | | | | | | | | | |
| All C/I | | Median | | 85% | | All Imp C/I | | MEDIAN | | 92.9% | | | | | | | | | | | | | | | | | | | | |
| | | Weighted Mean | | | | | | 93.4% | | | | | | | | | | | | | | | | | | | | | | |
| | | Avg Abs Deviation | | | | | | 4.9% | | | | | | | | | | | | | | | | | | | | | | |
| | | COD | | | | | | 5.26 | | | | | | | | | | | | | | | | | | | | | | |
| | | PRD | | | | | | 0.994 | | | | | | | | | | | | | | | | | | | | | | |

* Time Adj 0%.

Portsmouth, NH C&I Sales 1/1/15 -4/1/17 NBHDC 302
Land Value Extraction - All C/I (non-Condos) not Inc Apts

| 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 Land Value | Total Land Units | - Excess Land | Site Units | S.P. Site/Units | Base Site Price | Indicated NHBD Factor | Suggested NHBDFactor | All | | | New Ass'd L. Value | New Ass'd L+B Value | New A/S Ratio | | |
|---------|-------------------|----------------|--------------|-------------|-------------------|----------------------|-----------|-------|--------|----------------|-----------------|-----------------|-------------|----------------------|-----------------|------------------|------------------|---------------|------------|-----------------|-----------------|-----------------------|----------------------|-------------------|-------------|---------------|--------------------|---------------------|---------------|--|--|
| | | | | | | | | | | | | | | | | | | | | | | | | Land Sales Ratio | NBC | Notes | | | | | |
| 137 | 180 Islington St | Ret/Ofc | 7/27/2015 | \$545,000 | Ronald Cogswell | ZIBV Properties | 5639/2418 | V | D, Q | \$545,000 | \$154 | \$545,000 | 3,544 | \$154 | \$310,600 | \$234,400 | 3,960 | \$0 | 3,960 | \$59.19 | \$110.41 | 54% | 48% | 90% | 302 | | \$209,867 | \$520,467 | 95.5% | | |
| 163 | 54 Bartlett St. | Service Shop | 1/27/2017 | \$765,600 | Fremont Matthews | M&B Properties LLC | 5794/996 | V | D, Q | \$765,600 | \$158 | \$765,600 | 4,836 | \$158 | \$257,100 | \$508,500 | 33,050 | \$0 | 33,050 | \$15.39 | \$26.61 | 58% | 48% | 83% | 302 | | \$422,141 | \$679,241 | 88.7% | | |
| 229 | 599 Lafayette Rd. | Shopping Cente | 1/30/2015 | \$6,451,000 | William Genimatas | 599 Lafayette LLC | 5592/456 | V | D, Q | \$7,451,000 | \$128 | \$7,451,000 | 50,407 | \$148 | \$5,478,200 | \$1,972,800 | 205,603 | \$0 | 205,603 | \$9.60 | \$20.66 | 46% | 48% | 103% | 302 | \$1 Mil Renov | \$2,038,924 | \$7,517,124 | 100.9% | | |
| 286 | 2837 Lafayette Rd | Office | 8/17/2016 | \$750,000 | Twenty Eight 37 | Soutcheva Properties | 5743/2039 | V | D, Q | \$750,000 | \$243 | \$750,000 | 3,087 | \$243 | \$444,500 | \$305,500 | 20,000 | \$0 | 20,000 | \$15.28 | \$35.97 | 42% | 48% | 113% | 302 | | \$345,312 | \$789,812 | 105.3% | | |
| | | | | | | | | | | | \$9,511,600 | | | | | | | | | | | | | 50% | | | | \$9,506,644 | | | |
| All C/I | | | | | | | | | | | | | | | | | | | | | | Average | | 97% | All Imp C/I | AVG | 97.6% | | | | |
| All C/I | | | | | | | | | | | | | | | | | | | | | | Median | | 96% | All Imp C/I | MEDIAN | 98.2% | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | Weighted Mean | | 99.9% | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | Avg Abs Deviation | | 5.5% | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | COD | | 5.60 | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | PRD | | 0.977 | | | | | |

Portsmouth, NH C&I Sales 1/1/15 -4/1/17 NBHDC 303
Land Value Extraction - All C/I (non-Condos) not Inc Apts

| 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 Land Value | Total Land Units | - Excess Land | Site Units | S.P. Site/Units | Base Site Price | Indicated NHBD Factor | Suggested NHBDFactor | All | | | New Ass'd L. Value | New Ass'd L+B Value | New A/S Ratio | | |
|---------|--------------------|------------|--------------|-------------|------------------|----------------|---------|-------|--------|----------------|-----------------|-----------------|-------------|----------------------|-----------------|------------------|------------------|---------------|------------|-----------------|-----------------|-----------------------|----------------------|-------------------|-------------|--------|--------------------|---------------------|---------------|--|--|
| | | | | | | | | | | | | | | | | | | | | | | | | Land Sales Ratio | NBC | Notes | | | | | |
| 238 | 1464 Woodbury Ave. | Restaurant | 6/16/2016 | \$3,295,000 | Woodbury 1464 LL | BucePhalus LLC | 5724/50 | V | D, Q | \$3,295,000 | \$595 | \$3,295,000 | 5,540 | \$595 | \$1,218,600 | \$2,076,400 | 87,120 | \$0 | 87,120 | \$23.83 | \$16.07 | 148% | 100% | 67% | 303 | | \$1,400,018 | \$2,618,618 | 79.5% | | |
| | | | | | | | | | | | \$3,295,000 | | | | | | | | | | | | | | | | | \$2,618,618 | | | |
| All C/I | | | | | | | | | | | | | | | | | | | | | | Average | | 67% | All Imp C/I | AVG | 79.5% | | | | |
| All C/I | | | | | | | | | | | | | | | | | | | | | | Median | | 67% | All Imp C/I | MEDIAN | 79.5% | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | Weighted Mean | | 79.5% | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | Avg Abs Deviation | | 0.0% | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | COD | | 0.03 | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | PRD | | 1.000 | | | | | |

Portsmouth, NH C&I Sales 1/1/15 -4/1/17 NBHDC 304
Land Value Extraction - All C/I (non-Condos) not Inc Apts

| 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 Land Value | Total Land Units | - Excess Land | Site Units | S.P. Site/Units | Base Site Price | Indicated NHBD Factor | Suggested NHBDFactor | All | | | New Ass'd L. Value | New Ass'd L+B Value | New A/S Ratio | | |
|---------|---------|------------|--------------|------------|--------|-------|---------|-------|--------|----------------|-----------------|-----------------|-------------|----------------------|-----------------|------------------|------------------|---------------|------------|-----------------|-----------------|-----------------------|----------------------|-------------------|-------------|---------|--------------------|---------------------|---------------|--|--|
| | | | | | | | | | | | | | | | | | | | | | | | | Land Sales Ratio | NBC | Notes | | | | | |
| | | | | | | | | | | | \$0 | | | | | | | | | | | | | | | | | \$0 | | | |
| All C/I | | | | | | | | | | | | | | | | | | | | | | Average | | #DIV/0! | All Imp C/I | AVG | #DIV/0! | | | | |
| All C/I | | | | | | | | | | | | | | | | | | | | | | Median | | #NUM! | All Imp C/I | MEDIAN | #NUM! | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | Weighted Mean | | #DIV/0! | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | Avg Abs Deviation | | #DIV/0! | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | COD | | #DIV/0! | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | PRD | | #DIV/0! | | | | | |

