	Portsmouth, NH C&I Sales Condo Site Factor Extraction																			All				All	
			Date	Sale						Adj Sale	Sale	Adj.	Bldg.	Adj. Sale	Estimated	Indic	Applied	Indicated	Applied	Site Sale			New Ass'd New		New
Map #	Address	Prop. Type	of Sale	Price	Seller	Buyer	Bk./Pg.	Valid	Verif.	Price	Price/Unit	Sale Price	Units	Price/Unit	RCNLD	Site Factor	Site Factor	Site Factor	Site Factor	Ratio	NBC	Notes	Site Value L+B	Value	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 So	In 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 Crossi	n: 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 LL	C 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 F	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 F	T 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 Mn	gr 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	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 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%
163 35 2	1 Cate St. #2	Office Condo	3/3/2017	\$250,000	Warren Wilder	R Northwest Passage F	It\ 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	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 Pe	di 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 M	D 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 #20	1 Office Condo	10/11/2016	\$63,000	Amaretta Savia	In 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 Portsmou	th 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	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	\$474,100	86.2%
284 7 4	280 Heritage Ave #D	Indust Condo	5/10/2016	\$260,000	145 Heritage A	ve 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 N	H 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 Internationall Dr.	Office Condo/Hotel	7/15/2016	\$11,000,000	Oprock Portsm	ol 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	0,162,200	92.4%
309 4 10	205 Flight Line Rd	Hangar Condo	5/14/2015	\$73,500	Hangar Three	Could Realty Group LLO	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									+		\$2	1,573,000	

Resales

151-6-D13

95.7% 98.5% Weighted Mean Avg Abs Deviation 94.0% 4.8% 4.85 1.019

All Imp C/I AVG All Imp C/I MEDIAN

COD PRD

97% 99%

Ali C/I Ali C/I

Average Median

1

	Portsmouth, NH C&I Sales Condo Site Factor Extraction																			All			_	All	
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		Site Sales Ratio	NBC	Notes	New Ass'd N Site Value L		New A/S Ratio
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	1 Cate St. #2 330 Borthwick Ave #101 330 Borthwick Ave #202 330 Borthwick Ave #301 200 Griffin Rd. 280 Heritage Ave #A 280 Heritage Ave #F	Office Condo Office Condo Office Condo Office Condo Office Condo Indust Condo Indust Condo Indust Condo	3/3/2017 2/24/2016 2/24/2016 7/6/2016 12/16/2016 12/30/2015 5/10/2016 5/10/2016	\$750,000 \$500,000 \$384,000 \$400,000 \$550,000 \$260,000	Hospital Corp of Portsmouth Pedi Paul Steven MD SVC Portsmouth Debora Lussier F 145 Heritage Ave	Borthwick Vista Kurshberg LLC Pennsco Trust Co		V V V V V	Q,D Q, D Q, D Q, D Q, D Q, D Q, D Q, D	\$250,000 \$750,000 \$500,000 \$384,000 \$400,000 \$550,000 \$260,000 \$550,000	\$194 \$139 \$163 \$185 \$184 \$131 \$124 \$131	\$250,000 \$750,000 \$500,000 \$384,000 \$400,000 \$550,000 \$260,000 \$550,000	1,290 5,395 3,074 2,078 2,172 4,200 2,100 4,200	\$139 \$163 \$185 \$184 \$131 \$124	\$173,846 \$512,966 \$323,863 \$240,621 \$345,304 \$326,965 \$167,655 \$389,034	1.44 1.46 1.54 1.60 1.16 1.68 1.55 1.41	1.43 1.45 1.45 1.45 1.15 1.45 1.45 1.45	144% 146% 154% 160% 116% 168% 155% 141%	143% 145% 145% 145% 115% 145% 145% 145%	99% 99% 91% 99% 86% 93% 103%	301 301 301 301 301 301 301 301	Avg Loc Avg Loc Avg Loc Avg Loc Fair Loc Avg Loc Avg Loc Avg Loc	\$74,754 \$230,835 \$145,738 \$108,279 \$51,796 \$147,134 \$75,445 \$175,065	\$248,600 \$743,801 \$469,601 \$348,900 \$397,100 \$474,099 \$243,100 \$564,099	99.4% 99.2% 93.9% 90.9% 99.3% 86.2% 93.5% 102.6%
												\$3,644,000												\$3,489,300	
																		AII C/I AII C/I	Average Median	96% 97%		All Imp C/I All Imp C/I			95.6% 96.5%
																				 			Weighted Mear Avg Abs Devia		95.8% 4.5%
																							COD PRD		4.66 0.999

	Portsmouth, NH C&I Sales Condo Site Factor Extraction																		All			All	
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	Site Sales Ratio	NBC	Notes	New Ass'd New Ass'd Site Value L+B Value	New A/S Ratio
151 6 D13 267 7 2 273 2 5B7	230 Lafayette Rd. #D13 1950 Lafayette Rd. 55 Constitution Ave #7	Office Condo Office Condo Office Condo	2/19/2015 11/18/2016 3/3/2017	\$1,550,000	1950 Lafayette	Karen Mountjoy RT F C&V Posada LLC Hummingbird Realty	5595/1474 5574/2062 5801/2628	V Q, D V Q, D V Q, D		\$176	\$125,000 \$1,550,000 \$80,000	8,800	\$154 \$176 \$124	\$93,134 \$961,400 \$81,600	1.34 1.61 0.98	1.34 1.50 1.00	161%	134% 150% 100%	100% 93% 102%	302 302 302	Avg Loc Avg Loc Fair Loc	\$31,666 \$124,80 \$480,700 \$1,442,10 \$0 \$81,60	0 93.0%
											\$1,755,000											\$1,648,50	0
																		Average Median	98% 100%		All Imp C/I All Imp C/I		98.3% 99.8%
																						Weighted Mean Avg Abs Deviation	93.9% 3.0%
																						COD PRD	3.01 1.046

	Portsmouth, NH C&I Sales 4 Condo Site Factor Extractio																			All				All	
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		Site Sales Ratio	NBC	Notes	New Ass'd N Site Value L		New A/S Ratio
146 24 3 243 6 B201	100 Albany St. #C 5 Greenleaf Woods Dr #20	Retail Condo 1 Office Condo	8/10/2016 10/11/2016		outh & Marcy R 10 maretta Savian Fre	1 C Albany St LLC ed Forman	5741/2857 5760/2242		Q, D Q, D	\$220,000 \$63,000	\$176 \$88	\$220,000 \$63,000	1,249 720		\$107,900 \$100,000		2.00 0.65	204% 63%	200% 65%	98% 103%	304 304	Good Loc Poor Loc	\$107,900 (\$35,000)	\$215,800 \$65,000	98.1% 103.2%
												\$283,000												\$280,800	
																			Average Median	101% 101%		All Imp C/I All Imp C/I			100.6% 100.6%
																							Weighted Mear Avg Abs Devia		99.2% 2.5%
																							COD		2.53 1.014
																							FRD		1.014

	Portsmouth, NH C&I Sales Condo Site Factor Extract		own																	4	I				All	
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	Site Ra		NBC	Notes	New Ass'd I Site Value I		New A/S Ratio
106 57A 2 107 9 1 107 68 101 117 17 G 117 17 H 119 18 18 119 18 28 119 18 38 120 2 1A 124 14 102	117 Bow St #2A 79 Daniel St #1 218 State St. 20 Ladd St. #G Congress St. #H 59 Deer St. #1B 59 Deer St.#2B 59 Deer St.#38 500 Market St #1A 233 Vaughan St. #102	Office Condo Retail Condo Office Condo Retail Condo Retail Condo Retail Condo Retail Condo Retail Condo Office Condo Office Condo	5/22/2015 8/11/2016 11/30/2016 4/17/2015 8/7/2015 1/27/2017 10/28/2015 9/3/2015 2/2/2016 2/4/2016	\$440,000 \$525,000 \$925,000 \$420,000 \$375,000 \$430,000 \$377,500	State St Crossi LBJ Properties LCK LLC Terri Harmon F William Burke I P Pitou 1989 R Joanne Katz	JPK Realty Trust In Jonathon Folsom LL ny Unicole LLC Araujo Realty LLC Dawn Bradford RE L RL Vivien Treacy R Slater RE Holdings IT Gregory Baker Wilson Holdings LLC SI Sunport Property M	5778/198 5610/536 LC 5643/2178 5794/956 2665/2859 5651/1168 C 5689/2033	V V V V V V V	Q,D Q, D Q, D Q, D Q, D Q, D Q, D Q, D Q	\$300,000 \$440,000 \$525,000 \$259,000 \$420,000 \$375,000 \$473,000 \$377,500 \$2,050,000	\$147 \$419 \$325 \$190 \$273 \$280 \$244 \$289 \$238 \$238 \$366	\$300,000 \$440,000 \$525,000 \$984,000 \$420,000 \$420,000 \$473,000 \$377,500 \$2,050,000	2,041 1,050 1,614 4,881 1,498 1,534 1,534 1,585 5,606	\$419 \$325 \$202 \$273 \$280 \$244 \$318 \$238	\$200,000 \$108,500 \$169,000 \$609,125 \$151,133 \$210,800 \$194,550 \$226,000 \$227,704 \$878,304	1.50 4.06 3.11 1.62 1.71 1.99 1.93 2.09 1.66 2.33	1.50 4.00 2.25 1.60 1.60 2.00 2.00 2.00 1.35 2.30	150% 406% 311% 162% 171% 199% 193% 209% 166% 233%	150% 400% 310% 160% 200% 200% 200% 135% 230%	10 99 10 99 90 10 10 10 96 81 99	%)% %)% !% %	305 305 305 305 305 305 305 305 305	Fair Loc VG Loc Gd Loc Fair Loc Fair Loc Avg Loc Avg Loc Fair Loc Avg Loc	\$100,000 \$325,500 \$211,250 \$365,475 \$90,680 \$210,800 \$194,550 \$226,000 \$79,696 \$1,141,795	\$300,000 \$434,000 \$380,250 \$974,600 \$241,813 \$421,600 \$389,100 \$452,000 \$307,400 \$2,020,099	100.0% 98.6% 72.4% 99.0% 93.4% 100.4% 103.8% 95.6% 81.4% 98.5%
												\$6,203,500													\$5,920,862	
																		Ali C/I Ali C/I	Average Median	97 99			All Imp C/I All Imp C/I			94.3% 98.6%
																								Weighted Mea Avg Abs Devia		95.4% 6.0%
																								COD PRD		6.14 0.988

	Portsmouth, NH C&I Sale Condo Site Factor Extrac																			All			_	All	
Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid Ver	Adj Sale if. 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		Site Sales Ratio	NBC	Notes	New Ass'd Ne Site Value L+		New A/S Ratio
303 2 1 309 4 10	1 Internationall Dr. 205 Flight Line Rd	Office Condo/Hotel Hangar Condo	7/15/2016 5/14/2015			lappy Dreams LLC LL Realty Group LLC		V Q, V Q.				90 1,622	\$122,222 \$45	\$7,258,714 \$71,300	1.52 1.03	1.40 1.00	152% 103%	140% 100%	r	92% 97%		Avg Loc Fair Loc	\$2,903,486 \$ \$0 \$	\$10,162,200 \$71,300 \$10,233,500	92.4% 97.0%
																	AII C/I AII C/I	Average Median		95% 95%			AVG MEDIAN Weighted Mean Avg Abs Deviati		94.7% 94.7% 92.4% 2.3%

2.44 1.025

COD PRD

3

	Office Condos Portsmouth, NH C&I Sales Condo Site Factor Extracti																		_	All			_	All	
Map #	Address	Prop. Type	Date of Sale	Sale Price Sel	er 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		Site Sales Ratio	NBC	Notes	New Ass'd Site Value		New A/S Ratio
•						0																	1	t t	
106 57A 2	117 Bow St #2A	Office Condo	5/22/2015	\$300,000 Joan Jor	es 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 Prop	erties 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 I	atz 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 Vau	han St Sunport Property M	ngr 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 Ke	nan 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%
163 35 2	1 Cate St. #2	Office Condo	3/3/2017	\$250,000 Warren \	/ilder R Northwest Passage	Rlt _\ 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 Portsmo	th 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 Ste	en 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 #20	01 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 Por	smouth 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 Lat	ayette 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 C	otty Hummingbird Realty	5801/2628	V	Q, D	\$80,000	\$124	\$80,000	646	\$124	\$81,600	0.98	1.00	98%	100%	I	102%	302	Fair Loc	\$0	\$81,600	102.0%
											\$7,813,500													\$7,523,601	

					\$7,523,601	
All C/I All C/I	Average Median		97% 99%	All Imp C/I All Imp C/I	AVG MEDIAN	96.9% 99.2%
		•		· · · ·	Weighted Mean Avg Abs Deviation	96.3% 3.6%
					COD	3.64 1.006

99% 99% Ali imp C/I AVG Ali imp C/I MEDIAN

Weighted Mean Avg Abs Deviation 94.6% 98.1%

93.5% 5.9%

6.03 1.012

All C/I All C/I

Average Median

	Retail Condos Portsmouth, NH C&I Sale Condo Site Factor Extrac																			_	All			_	All	
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	ſ	Site Sales Ratio	NBC	Notes	New Ass'd N Site Value		New A/S Ratio
map #	Address	TTOP. Type	of oale	THEE	Gener	Duyer	DR./ g.	Valia	Venn.	11100	Thee/onit	Gale I fice	onita	T Hee/onit	RONED	one racior	One racior	one racior	one racior	ŀ	Ratio	NDO	110103	One value E		700 11410
107 9 1	79 Daniel St #1	Retail Condo	8/11/2016	\$440,000	Kaffee Von Solln	Jonathon Folsom LL	C 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	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	\$380,250	72.4%
117 17 H	Congress St. #H	Retail Condo	8/7/2015	\$259,000	LCK LLC	Dawn Bradford RE L	LC 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 Álbany St LLC	C 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%
																			·					L	00.504.500	
												\$2,712,000													\$2,534,563	

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	Portsmouth, NH C&I Sa Condo Site Factor Extra																				All			All	
Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Bk./Pg.	Valid V		lj 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		ite Sales Ratio	NBC	Notes	New Ass'd New Ass'd Site Value L+B Value	New A/S Ratio
309 4 10	205 Flight Line Rd	Hangar Condo	5/14/2015	\$73,50	0 Hangar Three Co	LLL Realty Group LLC	5617/1542	v c	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%
												\$73,500												\$71,300	
																		All C/I All C/I	Average Median		97% 97%		All Imp C/I All Imp C/I		97.0% 97.0%
																								Weighted Mean Avg Abs Deviation	97.0% 0.0%
																								COD	0.01
																								PRD	1.000
	Industrial Condos Portsmouth, NH C&I Sa Condo Site Factor Extra	les 4/1/15 -4/1/17																			All			All	
		iction - All by III-D-E	Date	Sale					Adj	ij Sale	Sale	Adj.	Bldg.	Adj. Sale	Estimated	Indic	Applied	Indicated	Applied	5	ite Sales		1	New Ass'd New Ass'd	New
Map #	Address	Prop. Type	of Sale	Price	Seller	Buyer	Bk./Pg.	Valid V	erif. P	Price	Price/Unit	Sale Price	Units	Price/Unit	RCNLD	Site Factor	Site Factor	Site Factor	Site Factor		Ratio	NBC	Notes	Site Value L+B Value	A/S Ratio

Map #	Address	Prop. Type	of Sale	Price	Seller	Buyer	Bk./Pg.	Valid V	erif. I	Price	Price/Unit	Sale Price	Units	Price/Unit	RCNLD	Site Factor	Site Factor	Site Factor	Site Factor	Ratio	NBC	Notes	Site Value I	+B Value	A/S Ratio
284 7 1 284 7 4 284 7 6	280 Heritage Ave #A 280 Heritage Ave #D 280 Heritage Ave #F	Indust Condo Indust Condo Indust Condo	12/30/2015 5/10/2016 5/10/2016	\$260,000	Debora Lussier F 145 Heritage Ave Tour Auto of NH	amaco LLC	5681/1536 5713/434 5661/1059		, D \$	\$550,000 \$260,000 \$550,000	\$131 \$124 \$131	\$550,000 \$260,000 \$550,000	4,200 2,100 4,200	\$124	\$326,965 \$167,655 \$389,034	1.68 1.55 1.41	1.45 1.45 1.45	168% 155% 141%	145% 145% 145%	86% 93% 103%	301	Avg Loc Avg Loc Avg Loc	\$147,134 \$75,445 \$175,065	\$474,099 \$243,100 \$564,099	86.2% 93.5% 102.6%
												\$1,360,000										-	-	\$1,281,298	
																			Average	94%		All Imp C/I			94.1%
																		All C/I	Median	93%		All Imp C/I	MEDIAN		93.5%
																							Weighted Mea	n	94.2%
																							Avg Abs Devia	ation	5.5%

	Misc Other Condos Portsmouth, NH C&I Sales 4/1/15 -4/1/17 Condo Site Factor Extraction - All by M-B-L																				All		All	
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		Site Sales Ratio	NBC	Notes	New Ass'd New Ass'd Site Value L+B Value	New A/S Ratio
303 2 1	1 Internationall Dr.	Office Condo/Hotel	7/15/2016	\$11,000,000	Oprock Portsmol Ha	ppy Dreams LLC	5733/1050	V Q,D	\$11,000,000	\$122,222	\$11,000,000	90	0 \$122,222	\$7,258,714	1.52	1.40	152%	140%		92%	307	Avg Loc	\$2,903,486 \$10,162,200	92.4%
											\$11,000,000												\$10,162,200	
																	Ali C/I Ali C/I	Average Median		92% 92%		All Imp C/I All Imp C/I		92.4% 92.4%
																							Weighted Mean	92.4%
																							Avg Abs Deviation	0.0%

EDIAN	All linp C/I	93%	weulan	
Veighted I				
vg Ab				
OD				
RD				
-				

5.83 0.999

0.0%

1.000

COD PRD

		5	

Hangar Condos