

Section 8B
New
Ratios

All C/I/A

Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L

All

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	New Ass'd L+B Value	New A/S Ratio		
107	44	177 State St.	Retl/Apts	1/20/2016	\$800,000	177 State St RE LLC	Robert Fabricatore LLC	\$800,000	\$135	\$800,000	5,906	\$135	305	\$792,100	99.0%	
123	12	203 Maplewood Ave.	Retail	5/27/2015	\$525,000	Portsmouth Property T	203 Maplewood Ave LLC	\$525,000	\$455	\$525,000	1,154	\$455	305	\$518,200	98.7%	
126	2	25 Maplewood Ave.	Office	1/6/2017	\$3,000,000	Shaibnas & McEachern	The Provident Bank	\$3,000,000	\$301	\$3,000,000	9,963	\$301	305	\$2,498,000	83.3%	
135	10	34 Highland St.	Apartments	8/3/2015	\$745,500	Paul Predaris	Jason Lander	\$757,000	\$189,250	\$757,000	4	\$189,250	AP	\$740,000	97.8%	
137	19	180 Islington St	Ret/Ofc	7/27/2015	\$545,000	Ronald Cogswell	ZIBV Properties	\$545,000	\$154	\$545,000	3,544	\$154	302	\$520,500	95.5%	
156	17	26 Columbia Ct	Apartments	9/28/2016	\$604,000	Peter Rose	Edward Paul III	\$604,000	\$151,000	\$604,000	4	\$151,000	AP	\$531,400	88.0%	
163	1	54 Bartlett St.	Service Shop	1/27/2017	\$765,600	Fremont Matthews	M&B Properties LLC	\$765,600	\$158	\$765,600	4,836	\$158	302	\$679,200	88.7%	
172	2	406 US Rte 1 Byp	Auto Sales/Rep	11/19/2015	\$1,100,000	One-Way Realty LLC	406 Highway 1 Byp	\$1,100,000	\$138	\$1,100,000	7,964	\$138	301	\$961,100	87.4%	
201	1	11 Sagamore Gr	Vacant Commcl	11/2/2016	\$262,500	955 Sagamore RT	William Pingree	\$262,500		\$262,500			306	\$281,300	107.2%	
201	12 +17+18	187 Wentworth House Rd.	Marina	8/15/2016	\$3,000,000	JP Nadeau	Sea Level LLC	\$3,000,000	\$228	\$3,000,000	13,139	\$228	306	\$2,689,900	89.7%	
229	8	599 Lafayette Rd.	Shopping Center	1/30/2015	\$6,451,000	William Genimatas Re	599 Lafayette LLC	\$7,451,000	\$148	\$7,451,000	50,407	\$148	302	\$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	\$1,350,000		\$1,350,000			AP	\$1,392,000	103.1%	
238	10	1464 Woodbury Ave.	Restaurant	6/16/2016	\$3,295,000	Woodbury 1464 LLC	BucePhatus LLC	\$3,295,000	\$595	\$3,295,000	5,540	\$595	303	\$2,618,600	79.5%	
253	7	1 Mirona Rd.	Wrhse/Office	7/14/2016	\$1,000,000	One Mirona Rd RT	GSJ Realty Portsmth	\$1,000,000	\$74	\$1,000,000	13,448	\$74	301	\$924,400	92.4%	
254	5	15 Banfield Rd.	Retail	6/29/2015	\$1,000,000	Barbara Lafolla RT	Banfield Rd LLC	\$1,000,000	\$91	\$1,000,000	10,956	\$91	301	\$1,039,300	103.9%	
263	1	218 Griffin Rd.	Wrhse	8/7/2016	\$3,535,000	Elder Family Portland	Griffin Rd Rity LLC	\$3,535,000	\$103	\$3,535,000	34,343	\$103	301	\$3,189,900	90.2%	
275	7	290 Heritage Ave	Vacant Commcl	1/15/2015	\$615,000	Harbour Links	Old Tex Mex LLC	\$615,000		\$615,000			301	\$640,600	104.2%	
284	2	235 Heritage Ave	Industrial	10/24/2016	\$3,475,000	Five N Assoc	Cooper Malt	\$3,475,000	\$65	\$3,475,000	53,874	\$65	301	\$3,614,800	104.0%	
285	5	85 Heritage Ave	Warehouse	5/13/2016	\$1,040,000	85 Heritage Ave	DG Bourassa LLC	\$1,040,000	\$117	\$1,040,000	8,880	\$117	301	\$908,900	87.4%	
286	1	2837 Lafayette Rd	Office	8/17/2016	\$750,000	Twenty Eight 37	Soutcheva Properties	\$750,000	\$243	\$750,000	3,087	\$243	302	\$789,800	105.3%	
286	2	1 Robert Ave	Office/Wrhse	1/31/2017	\$480,000	Rye Atlantic Prop	Think Mngmt LLC	\$480,000	\$120	\$480,000	4,000	\$120	301	\$434,900	90.6%	
106	57A	2	117 Bow St #2A	Office Condo	5/22/2015	\$300,000	Joan Jones	JPK Realty Trust	\$300,000	\$147	\$300,000	2,041	\$147	305	\$300,000	100.0%
107	9	1	79 Daniel St #1	Retail Condo	8/11/2016	\$440,000	Kaffee Von Solln	Jonathon Folsom LLC	\$440,000	\$419	\$440,000	1,050	\$419	305	\$434,000	98.6%
107	68	101	218 State St.	Retail Condo	11/30/2016	\$525,000	State St Crossings	Unicole LLC	\$525,000	\$325	\$525,000	1,614	\$325	305	\$380,300	72.4%
117	17	G	20 Ladd St. #G	Office Condo	4/17/2015	\$925,000	LBJ Properties	Araujo Realty LLC	\$984,000	\$202	\$984,000	4,881	\$202	305	\$974,600	99.0%
117	17	H	Congress St. #H	Retail Condo	8/7/2015	\$259,000	LCK LLC	Dawn Bradford RE LLC	\$259,000	\$273	\$259,000	949	\$273	305	\$241,800	93.4%
119	1B	1B	59 Deer St. #1B	Retail Condo	1/27/2017	\$420,000	Terri Harmon RL Rt	Vivien Treacy	\$420,000	\$280	\$420,000	1,498	\$280	305	\$421,600	100.4%
119	1B	2B	59 Deer St.#2B	Retail Condo	10/28/2015	\$375,000	William Burke R TR	Slater RE Holdings	\$375,000	\$244	\$375,000	1,534	\$244	305	\$389,100	103.8%
119	1B	3B	59 Deer St.#3B	Retail Condo	9/3/2015	\$430,000	P Pitou 1989 RT	Gregory Baker	\$473,000	\$318	\$473,000	1,489	\$318	305	\$452,000	95.6%
120	2	1A	500 Market St #1A	Office Condo	2/2/2016	\$377,500	Joanne Katz	Wilson Holdings LLC	\$377,500	\$238	\$377,500	1,585	\$238	305	\$307,400	81.4%
124	14	102	233 Vaughan St. #102	Office Condo	2/4/2016	\$2,050,000	233 Vaughan St LLC	Sunport Property Mngmnt	\$2,050,000	\$366	\$2,050,000	5,606	\$366	305	\$2,020,100	98.5%
146	24	3	100 Albany St. #C	Retail Condo	8/10/2016	\$220,000	South & Marcy Realty	101 C Albany St LLC	\$220,000	\$176	\$220,000	1,249	\$176	304	\$215,800	98.1%
151	6	D13	230 Lafayette Rd. #D13	Office Condo	2/19/2015	\$125,000	Mary Keenan	Karen Mountjoy RT	\$125,000	\$154	\$125,000	810	\$154	302	\$124,800	99.8%
163	35	2	1 Cate St. #2	Office Condo	3/3/2017	\$250,000	Warren Wilder RT	Northwest Passage Rity	\$250,000	\$194	\$250,000	1,290	\$194	301	\$248,600	99.4%
240	2	2101	330 Borthwick Ave #101	Office Condo	2/24/2016	\$750,000	Hospital Corp of ameri	Portsmouth Pediatric RT	\$750,000	\$139	\$750,000	5,395	\$139	301	\$743,800	99.2%
240	2	2202	330 Borthwick Ave #202	Office Condo	2/24/2016	\$500,000	Portsmouth Pediatric	HCA Health Svc	\$500,000	\$163	\$500,000	3,074	\$163	301	\$469,600	93.9%
240	2	2301	330 Borthwick Ave #301	Office Condo	7/6/2016	\$384,000	Paul Steven MD RT	Borthwick Vista	\$384,000	\$185	\$384,000	2,078	\$185	301	\$348,900	90.9%
243	6	B201	5 Greenleaf Woods Dr #201	Office Condo	10/11/2016	\$63,000	Amaretta Saviano	Fred Forman	\$63,000	\$88	\$63,000	720	\$88	304	\$65,000	103.2%
263	1	4F	200 Griffin Rd.	Office Condo	12/16/2016	\$400,000	SVC Portsmouth Hldng	Kursberg LLC	\$400,000	\$184	\$400,000	2,172	\$184	301	\$397,100	99.3%
267	7	2	1950 Lafayette Rd.	Office Condo	11/18/2016	\$1,550,000	1950 Lafayette Rd.	C&V Posada LLC	\$1,550,000	\$176	\$1,550,000	8,800	\$176	302	\$1,442,100	93.0%
273	2	5B7	55 Constitution Ave #7	Office Condo	3/3/2017	\$80,000	Franjk Crotty	Hummingbird Realty	\$80,000	\$124	\$80,000	646	\$124	302	\$81,600	102.0%
284	7	1	280 Heritage Ave #A	Indust Condo	12/30/2015	\$550,000	Debora Lussier RT	Pennsco Trust Co	\$550,000	\$131	\$550,000	4,200	\$131	301	\$474,100	86.2%
284	7	4	280 Heritage Ave #D	Indust Condo	5/10/2016	\$260,000	145 Heritage Ave	Lamaco LLC	\$260,000	\$124	\$260,000	2,100	\$124	301	\$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	\$550,000	\$131	\$550,000	4,200	\$131	301	\$564,100	102.6%
303	2	1	1 Internationall Dr.	Office Condo/Hotel	7/15/2016	\$11,000,000	Oprock Portsmouth intl	Happy Dreams LLC	\$11,000,000	\$122,222	\$11,000,000	90	\$122,222	307	\$10,162,200	92.4%
309	4	10	205 Flight Line Rd	Hangar Condo	5/14/2015	\$73,500	Hangar Three Condo	ALLL Realty Group LLC	\$73,500	\$45	\$73,500	1,622	\$45	307	\$71,300	97.0%
										\$58,309,100			\$54,855,000			
														AVG	95.4%	
														MEDIAN	97.9%	
														Weighted Mean	94.1%	
														Avg Abs Deviation	5.9%	
														COD	6.00	
														PRD	1.01	

**Non-Apartments
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
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														All	
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229	8	599 Lafayette Rd.	Shopping Center	1/30/2015	\$6,451,000	William Genimatas Re	599 Lafayette LLC	\$7,451,000	\$148	\$7,451,000	50,407	\$148	302	\$7,517,100	100.9%
238	10	2 1464 Woodbury Ave.	Restaurant	6/16/2016	\$3,295,000	Woodbury 1464 LLC	BucePhalus LLC	\$3,295,000	\$595	\$3,295,000	5,540	\$595	303	\$2,618,600	79.5%
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285	5	85 Heritage Ave	Warehouse	5/13/2016	\$1,040,000	85 Heritage Ave	DG Bourassa LLC	\$1,040,000	\$117	\$1,040,000	8,880	\$117	301	\$908,200	87.4%
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286	2	1 Robert Ave	Office/Wrhse	1/31/2017	\$480,000	Rye Altantic Prop	Think Mngmnt LLC	\$480,000	\$120	\$480,000	4,000	\$120	301	\$434,900	90.6%
106	57A	2 117 Bow St #2A	Office Condo	5/22/2015	\$300,000	Joan Jones	JPK Realty Trust	\$300,000	\$147	\$300,000	2,041	\$147	305	\$300,000	100.0%
107	9	1 79 Daniel St #1	Retail Condo	8/11/2016	\$440,000	Kaffee Von Solln	Jonathon Folsom LLC	\$440,000	\$419	\$440,000	1,050	\$419	305	\$434,000	98.6%
107	68	101 218 State St.	Retail Condo	11/30/2016	\$525,000	State St Crossings	Unicole LLC	\$525,000	\$325	\$525,000	1,614	\$325	305	\$380,300	72.4%
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120	2	1A 500 Market St #1A	Office Condo	2/2/2016	\$377,500	Joanne Katz	Wilson Holdings LLC	\$377,500	\$238	\$377,500	1,585	\$238	305	\$307,400	81.4%
124	14	102 233 Vaughan St. #102	Office Condo	2/4/2016	\$2,050,000	233 Vaughan St LLC	Sunport Property Mngmnt	\$2,050,000	\$366	\$2,050,000	5,606	\$366	305	\$2,020,100	98.5%
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151	6	D13 230 Lafayette Rd. #D13	Office Condo	2/19/2015	\$125,000	Mary Keenan	Karen Mountjoy RT	\$125,000	\$154	\$125,000	810	\$154	302	\$124,800	99.8%
163	35	2 1 Cate St. #2	Office Condo	3/3/2017	\$250,000	Warren Wilder RT	Northwest Passage Rtlly	\$250,000	\$194	\$250,000	1,290	\$194	301	\$248,600	99.4%
240	2	2101 330 Borthwick Ave #101	Office Condo	2/24/2016	\$750,000	Hospital Corp of ameri	Portsmouth Pediatric RT	\$750,000	\$139	\$750,000	5,395	\$139	301	\$743,800	99.2%
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240	2	2301 330 Borthwick Ave #301	Office Condo	7/6/2016	\$384,000	Paul Steven MD RT	Borthwick Vista	\$384,000	\$185	\$384,000	2,078	\$185	301	\$348,900	90.9%
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														\$55,598,100	
														\$52,191,600	
														AVG	95.4%
														MEDIAN	98.1%
														Weighted Mean	93.9%
														Avg Abs Deviation	5.9%
														COD	6.04
														PRD	1.02

Offices Only
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All by M-B-L

													All		
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													\$8,313,400		
													AVG	97.5%	
													MEDIAN	99.2%	
													Weighted Mean	97.1%	
													Avg Abs Deviation	3.8%	
													COD	3.82	
													PRD	1.00	

Apartments
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L

													All		
Map #	Address		Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	New Ass'd L+B Value	New A/S Ratio
135	10	34 Highland St.	Apartments	8/3/2015	\$745,500	Paul Predaris	Jason Lander	\$757,000	\$189,250	\$757,000	4	\$189,250	AP	\$740,000	97.8%
156	17	26 Columbia Ct	Apartments	9/28/2016	\$604,000	Peter Rose	Edward Paul III	\$604,000	\$151,000	\$604,000	4	\$151,000	AP	\$531,400	88.0%
													\$1,271,400		
													AVG	92.9%	
													MEDIAN	92.9%	
													Weighted Mean	93.4%	
													Avg Abs Deviation	4.9%	
													COD	5.26	
													PRD	0.99	

NHBD 301
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	New Ass'd L+B Value	New A/S Ratio
172	2	406 US Rte 1 Byp	11/19/2015	\$1,100,000	One-Way Realty LLC	406 Highway 1 Byp	\$1,100,000	\$138	\$1,100,000	7,964	\$138	301	\$961,100	87.4%
253	7	1 Mirona Rd.	7/14/2016	\$1,000,000	One Mirona Rd RT	GSG Realty Portsmth	\$1,000,000	\$74	\$1,000,000	13,448	\$74	301	\$924,400	92.4%
254	5	15 Banfield Rd.	6/29/2015	\$1,000,000	Barbara Lafolla RT	Banfield Rd LLC	\$1,000,000	\$91	\$1,000,000	10,956	\$91	301	\$1,039,300	103.9%
263	1	218 Griffin Rd.	8/7/2016	\$3,535,000	Elder Family Portland	Griffin Rd Rity LLC	\$3,535,000	\$103	\$3,535,000	34,343	\$103	301	\$3,189,900	90.2%
275	7	290 Heritage Ave	1/15/2015	\$615,000	Harbour Links	Old Tex Mex LLC	\$615,000		\$615,000			301	\$640,600	104.2%
284	2	235 Heritage Ave	10/24/2016	\$3,475,000	Five N Assoc	Cooper Malt	\$3,475,000	\$65	\$3,475,000	53,874	\$65	301	\$3,614,800	104.0%
285	5	85 Heritage Ave	5/13/2016	\$1,040,000	85 Heritage Ave	DG Bourassa LLC	\$1,040,000	\$117	\$1,040,000	8,880	\$117	301	\$908,900	87.4%
286	2	1 Robert Ave	1/31/2017	\$480,000	Rye Altantic Prop	Think Mngmnt LLC	\$480,000	\$120	\$480,000	4,000	\$120	301	\$434,900	90.6%
163	35	2	3/3/2017	\$250,000	Warren Wilder RT	Northwest Passage Rity	\$250,000	\$194	\$250,000	1,290	\$194	301	\$248,600	99.4%
240	2	2101	2/24/2016	\$750,000	Hospital Corp of ameri	Portsmouth Pediatric RT	\$750,000	\$139	\$750,000	5,395	\$139	301	\$743,800	99.2%
240	2	2202	2/24/2016	\$500,000	Portsmouth Pediatric	HCA Health Svc	\$500,000	\$163	\$500,000	3,074	\$163	301	\$469,600	93.9%
240	2	2301	7/6/2016	\$384,000	Paul Steven MD RT	Borthwick Vista	\$384,000	\$185	\$384,000	2,078	\$185	301	\$348,900	90.9%
263	1	4F	12/16/2016	\$400,000	SVC Portsmouth Hldng	Kurshberg LLC	\$400,000	\$184	\$400,000	2,172	\$184	301	\$397,100	99.3%
284	7	1	12/30/2015	\$550,000	Debora Lussier RT	Pennsco Trust Co	\$550,000	\$131	\$550,000	4,200	\$131	301	\$474,100	86.2%
284	7	4	5/10/2016	\$260,000	145 Heritage Ave	Lamaco LLC	\$260,000	\$124	\$260,000	2,100	\$124	301	\$243,100	93.5%
284	7	6	5/10/2016	\$550,000	Tour Auto of NH	Fired Up Holdings	\$550,000	\$131	\$550,000	4,200	\$131	301	\$564,100	102.6%
													\$15,889,000	
													\$15,203,200	
													AVG	95.3%
													MEDIAN	93.7%
													Weighted Mean	95.7%
													Avg Abs Deviation	5.5%
													COD	5.86
													PRD	1.00

NHBD 302
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	New Ass'd L+B Value	New A/S Ratio
137	19	180 Islington St	7/27/2015	\$545,000	Ronald Cogswell	ZIBV Properties	\$545,000	\$154	\$545,000	3,544	\$154	302	\$520,500	95.5%
163	1	54 Bartlett St.	1/27/2017	\$765,600	Fremont Matthews	M&B Properties LLC	\$765,600	\$158	\$765,600	4,836	\$158	302	\$679,200	88.7%
229	8	599 Lafayette Rd.	1/30/2015	\$6,451,000	William Genimatas Re	599 Lafayette LLC	\$7,451,000	\$148	\$7,451,000	50,407	\$148	302	\$7,517,100	100.9%
286	1	2837 Lafayette Rd	8/17/2016	\$750,000	Twenty Eight 37	Soutcheva Properties	\$750,000	\$243	\$750,000	3,087	\$243	302	\$789,800	105.3%
151	6	D13	2/19/2015	\$125,000	Mary Keenan	Karen Mountjoy RT	\$125,000	\$154	\$125,000	810	\$154	302	\$124,800	99.8%
267	7	2	11/18/2016	\$1,550,000	1950 Lafayette Rd.	C&V Posada LLC	\$1,550,000	\$176	\$1,550,000	8,800	\$176	302	\$1,442,100	93.0%
273	2	5B7	3/3/2017	\$80,000	Franjk Crotty	Hummingbird Realty	\$80,000	\$124	\$80,000	646	\$124	302	\$81,600	102.0%
													\$11,266,600	
													\$11,155,100	
													AVG	97.9%
													MEDIAN	99.8%
													Weighted Mean	99.0%
													Avg Abs Deviation	4.4%
													COD	4.43
													PRD	0.99

NHBD 304
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	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 & Marcy Realty	101 C Albany St LLC	\$220,000	\$176	\$220,000	1,249	\$176	304	\$215,800	98.1%
243	6 B201		5 Greenleaf Woods Dr #201	Office Condo	10/11/2016	\$63,000	Amaretta Saviano	Fred Forman	\$63,000	\$88	\$63,000	720	\$88	304	\$65,000	103.2%
													\$280,800			
													AVG	100.6%		
													MEDIAN	100.6%		
													Weighted Mean	99.2%		
													Avg Abs Deviation	2.5%		
													COD	2.53		
													PRD	1.01		

NHBD 305
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	New Ass'd L+B Value	New A/S Ratio		
107	44		177 State St.	Rett/Apts	1/20/2016	\$800,000	177 State St RE LLC	Robert Fabricatore LLC	\$800,000	\$135	\$800,000	5,906	\$135	305	\$792,100	99.0%
123	12		203 Maplewood Ave.	Retail	5/27/2015	\$525,000	Portsmouth Property T	203 Maplewood Ave LLC	\$525,000	\$455	\$525,000	1,154	\$455	305	\$518,200	98.7%
126	2		25 Maplewood Ave.	Office	1/6/2017	\$3,000,000	Shaibnes & McEachern	The Provident Bank	\$3,000,000	\$301	\$3,000,000	9,963	\$301	305	\$2,498,000	83.3%
106	57A	2	117 Bow St #2A	Office Condo	5/22/2015	\$300,000	Joan Jones	JPK Realty Trust	\$300,000	\$147	\$300,000	2,041	\$147	305	\$300,000	100.0%
107	9	1	79 Daniel St #1	Retail Condo	8/11/2016	\$440,000	Kaffee Von Solln	Jonathon Folsom LLC	\$440,000	\$419	\$440,000	1,050	\$419	305	\$434,000	98.6%
107	68	101	218 State St.	Retail Condo	11/30/2015	\$525,000	State St Crossings	Unicole LLC	\$525,000	\$325	\$525,000	1,614	\$325	305	\$380,300	72.4%
117	17 G		20 Ladd St. #G	Office Condo	4/17/2015	\$925,000	LBJ Properties	Araujo Realty LLC	\$984,000	\$202	\$984,000	4,881	\$202	305	\$974,600	99.0%
117	17 H		Congress St. #H	Retail Condo	8/7/2015	\$259,000	LCK LLC	Dawn Bradford RE LLC	\$259,000	\$273	\$259,000	949	\$273	305	\$241,800	93.4%
119	1B	1B	59 Deer St. #1B	Retail Condo	1/27/2017	\$420,000	Terri Harmon RL Rt	Vivien Treacy	\$420,000	\$280	\$420,000	1,498	\$280	305	\$421,600	100.4%
119	1B	2B	59 Deer St. #2B	Retail Condo	10/28/2015	\$375,000	William Burke R TR	Slater RE Holdings	\$375,000	\$244	\$375,000	1,534	\$244	305	\$389,100	103.8%
119	1B	3B	59 Deer St. #3B	Retail Condo	9/3/2015	\$430,000	P Pitou 1989 RT	Gregory Baker	\$473,000	\$318	\$473,000	1,489	\$318	305	\$452,000	95.6%
120	2	1A	500 Market St #1A	Office Condo	2/2/2016	\$377,500	Joanne Katz	Wilson Holdings LLC	\$377,500	\$238	\$377,500	1,585	\$238	305	\$307,400	81.4%
124	14	102	233 Vaughan St. #102	Office Condo	2/4/2016	\$2,050,000	233 Vaughan St LLC	Sunport Property Mngmnt	\$2,050,000	\$366	\$2,050,000	5,606	\$366	305	\$2,020,100	98.5%
													\$9,729,200			
													AVG	94.2%		
													MEDIAN	98.6%		
													Weighted Mean	92.4%		
													Avg Abs Deviation	5.9%		
													COD	5.95		
													PRD	1.02		

NHBD 306
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L

Map #		Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	New Ass'd L+B Value	New A/S Ratio
201	1	11 Sagamore Gr	Vacant Commcl	11/2/2016	\$262,500	955 Sagamore RT	William Pingree	\$262,500		\$262,500			306	\$281,300	107.2%
201	12 +17+18	187 Wentworth House Rd.	Marina	8/15/2016	\$3,000,000	JP Nadeau	Sea Level LLC	\$3,000,000	\$228	\$3,000,000	13,139	\$228	306	\$2,689,900	89.7%
										\$3,262,500			\$2,971,200		
AVG 98.4% MEDIAN 98.4% Weighted Mean 91.1% Avg Abs Deviation 8.7% COD 8.89 PRD 1.08															

NHBD 307
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L

Map #		Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	New Ass'd L+B Value	New A/S Ratio
303	2	1 Internationall Dr.	Office Condo/Hotel	7/15/2016	\$11,000,000	Oprock Portsmouth int	Happy Dreams LLC	\$11,000,000	\$122,222	\$11,000,000	90	\$122,222	307	\$10,162,200	92.4%
309	4	10 205 Flight Line Rd	Hangar Condo	5/14/2015	\$73,500	Hangar Three Condo #	LLL Realty Group LLC	\$73,500	\$45	\$73,500	1,622	\$45	307	\$71,300	97.0%
										\$11,073,500			\$10,233,500		
AVG 94.7% MEDIAN 94.7% Weighted Mean 92.4% Avg Abs Deviation 2.3% COD 2.44 PRD 1.02															

**C/I Condos Only
 Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
 All by M-B-L**

Map #		Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	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	\$300,000	\$147	\$300,000	2,041	\$147	305	\$300,000	100.0%
107	9	1	79 Daniel St #1	Retail Condo	8/11/2016	\$440,000	Kaffee Von Solln	Jonathon Folsom LLC	\$440,000	\$419	\$440,000	1,050	\$419	305	\$434,000	98.6%
107	68	101	218 State St.	Retail Condo	11/30/2016	\$525,000	State St Crossings	Unicole LLC	\$525,000	\$325	\$525,000	1,614	\$325	305	\$380,300	72.4%
117	17 G		20 Ladd St. #G	Office Condo	4/17/2015	\$925,000	LBJ Properties	Araujo Realty LLC	\$984,000	\$202	\$984,000	4,881	\$202	305	\$974,600	99.0%
117	17 H		Congress St. #H	Retail Condo	8/7/2015	\$259,000	LCK LLC	Dawn Bradford RE LLC	\$259,000	\$273	\$259,000	949	\$273	305	\$241,800	93.4%
119	1B	1B	59 Deer St. #1B	Retail Condo	1/27/2017	\$420,000	Terri Harmon RL RT	Vivien Treacy	\$420,000	\$280	\$420,000	1,498	\$280	305	\$421,600	100.4%
119	1B	2B	59 Deer St.#2B	Retail Condo	10/28/2015	\$375,000	William Burke R TR	Slater RE Holdings	\$375,000	\$244	\$375,000	1,534	\$244	305	\$389,100	103.8%
119	1B	3B	59 Deer St.#3B	Retail Condo	9/3/2015	\$430,000	P Pitou 1989 RT	Gregory Baker	\$473,000	\$318	\$473,000	1,489	\$318	305	\$452,000	95.6%
120	2	1A	500 Market St #1A	Office Condo	2/2/2016	\$377,500	Joanne Katz	Wilson Holdings LLC	\$377,500	\$238	\$377,500	1,585	\$238	305	\$307,400	81.4%
124	14	102	233 Vaughan St. #102	Office Condo	2/4/2016	\$2,050,000	233 Vaughan St LLC	Sunport Property Mngmnt	\$2,050,000	\$366	\$2,050,000	5,606	\$366	305	\$2,020,100	98.5%
146	24	3	100 Albany St. #C	Retail Condo	8/10/2016	\$220,000	South & Marcy Realty	101 C Albany St LLC	\$220,000	\$176	\$220,000	1,249	\$176	304	\$215,800	98.1%
151	6	D13	230 Lafayette Rd. #D13	Office Condo	2/19/2015	\$125,000	Mary Keenan	Karen Mountjoy RT	\$125,000	\$154	\$125,000	810	\$154	302	\$124,800	99.8%
163	35	2	1 Cate St. #2	Office Condo	3/3/2017	\$250,000	Warren Wilder RT	Northwest Passage Rlty	\$250,000	\$194	\$250,000	1,290	\$194	301	\$248,600	99.4%
240	2	2101	330 Borthwick Ave #101	Office Condo	2/24/2016	\$750,000	Hospital Corp of ameri	Portsmouth Pediatric RT	\$750,000	\$139	\$750,000	5,395	\$139	301	\$743,800	99.2%
240	2	2202	330 Borthwick Ave #202	Office Condo	2/24/2016	\$500,000	Portsmouth Pediatric	HCA Health Svc	\$500,000	\$163	\$500,000	3,074	\$163	301	\$469,600	93.9%
240	2	2301	330 Borthwick Ave #301	Office Condo	7/6/2016	\$384,000	Paul Steven MD RT	Borthwick Vista	\$384,000	\$185	\$384,000	2,078	\$185	301	\$348,900	90.9%
243	6	B201	5 Greenleaf Woods Dr #201	Office Condo	10/11/2016	\$63,000	Amaretta Saviano	Fred Forman	\$63,000	\$88	\$63,000	720	\$88	304	\$65,000	103.2%
263	1	4F	200 Griffin Rd.	Office Condo	12/16/2016	\$400,000	SVC Portsmouth Hldng	Kurshberg LLC	\$400,000	\$184	\$400,000	2,172	\$184	301	\$397,100	99.3%
267	7	2	1950 Lafayette Rd.	Office Condo	11/18/2016	\$1,550,000	1950 Lafayette Rd.	C&V Posada LLC	\$1,550,000	\$176	\$1,550,000	8,800	\$176	302	\$1,442,100	93.0%
273	2	5B7	55 Constitution Ave #7	Office Condo	3/3/2017	\$80,000	Franjk Crotty	Hummingbird Realty	\$80,000	\$124	\$80,000	646	\$124	302	\$81,600	102.0%
284	7	1	280 Heritage Ave #A	Indust Condo	12/30/2015	\$550,000	Debora Lussier RT	Pennsco Trust Co	\$550,000	\$131	\$550,000	4,200	\$131	301	\$474,100	86.2%
284	7	4	280 Heritage Ave #D	Indust Condo	5/10/2016	\$260,000	145 Heritage Ave	Lamaco LLC	\$260,000	\$124	\$260,000	2,100	\$124	301	\$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	\$550,000	\$131	\$550,000	4,200	\$131	301	\$564,100	102.6%
303	2	1	1 Internationall Dr.	Office Condo/Hotel	7/15/2016	\$11,000,000	Oprock Portsmouth intl	Happy Dreams LLC	\$11,000,000	\$122,222	\$11,000,000	90	\$122,222	307	\$10,162,200	92.4%
309	4	10	205 Flight Line Rd	Hangar Condo	5/14/2015	\$73,500	Hangar Three Condo	ALLL Realty Group LLC	\$73,500	\$45	\$73,500	1,622	\$45	307	\$71,300	97.0%

\$22,959,000

\$21,573,000

AVG	95.7%
MEDIAN	98.5%
Weighted Mean	94.0%
Avg Abs Deviation	4.8%
COD	4.85
PRD	1.02

Retail
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	New Ass'd L+B Value	New A/S Ratio
123 12	203 Maplewood Ave.	Retail	5/27/2015	\$525,000	Portsmouth Property T	203 Maplewood Ave LLC	\$525,000	\$455	\$525,000	1,154	\$455	305	\$518,200	98.7%
137 19	180 Islington St	Ret/Ofc	7/27/2015	\$545,000	Ronald Cogswell	ZIBV Properties	\$545,000	\$154	\$545,000	3,544	\$154	302	\$520,500	95.5%
229 8	599 Lafayette Rd.	Shopping Center	1/30/2015	\$6,451,000	William Genimatas Re	599 Lafayette LLC	\$7,451,000	\$148	\$7,451,000	50,407	\$148	302	\$7,517,100	100.9%
254 5	15 Banfield Rd.	Retail	6/29/2015	\$1,000,000	Barbara LaFolla RT	Banfield Rd LLC	\$1,000,000	\$91	\$1,000,000	10,956	\$91	301	\$1,039,300	103.9%
107 9	79 Daniel St #1	Retail Condo	8/11/2016	\$440,000	Kaffee Von Solln	Jonathon Folsom LLC	\$440,000	\$419	\$440,000	1,050	\$419	305	\$434,000	98.6%
107 68 101	218 State St.	Retail Condo	11/30/2016	\$525,000	State St Crossings	Unicole LLC	\$525,000	\$325	\$525,000	1,614	\$325	305	\$380,300	72.4%
117 17 H	Congress St. #H	Retail Condo	8/7/2015	\$259,000	LCK LLC	Dawn Bradford RE LLC	\$259,000	\$273	\$259,000	949	\$273	305	\$241,800	93.4%
119 1B 1B	59 Deer St. #1B	Retail Condo	1/27/2017	\$420,000	Terri Harmon RL Rt	Vivien Treacy	\$420,000	\$280	\$420,000	1,498	\$280	305	\$421,600	100.4%
119 1B 2B	59 Deer St.#2B	Retail Condo	10/28/2015	\$375,000	William Burke R TR	Slater RE Holdings	\$375,000	\$244	\$375,000	1,534	\$244	305	\$389,100	103.8%
119 1B 3B	59 Deer St.#3B	Retail Condo	9/3/2015	\$430,000	P Pitou 1989 RT	Gregory Baker	\$473,000	\$318	\$473,000	1,489	\$318	305	\$452,000	95.6%
146 24 3	100 Albany St. #C	Retail Condo	8/10/2016	\$220,000	South & Marcy Realty	101 C Albany St LLC	\$220,000	\$176	\$220,000	1,249	\$176	304	\$215,800	98.1%
\$12,233,000														
\$12,129,700														
AVG														96.5%
MEDIAN														98.6%
Weighted Mean														99.2%
Avg Abs Deviation														4.8%
COD														4.86
PRD														0.973

Office
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	New Ass'd L+B Value	New A/S Ratio
126 2	25 Maplewood Ave.	Office	1/6/2017	\$3,000,000	Shaibnes & McEachen	The Provident Bank	\$3,000,000	\$301	\$3,000,000	9,963	\$301	305	\$2,498,000	83.3%
286 1	2837 Lafayette Rd	Office	8/17/2016	\$750,000	Twenty Eight 37	Soutcheva Properties	\$750,000	\$243	\$750,000	3,087	\$243	302	\$789,800	105.3%
286 2	1 Robert Ave	Office/Wrhse	1/31/2017	\$480,000	Rye Altantic Prop	Think Mngmnt LLC	\$480,000	\$120	\$480,000	4,000	\$120	301	\$434,900	90.6%
106 57A 2	117 Bow St #2A	Office Condo	5/22/2015	\$300,000	Joan Jones	JPK Realty Trust	\$300,000	\$147	\$300,000	2,041	\$147	305	\$300,000	100.0%
117 17 G	20 Ladd St. #G	Office Condo	4/17/2015	\$925,000	LBJ Properties	Araujo Realty LLC	\$984,000	\$202	\$984,000	4,881	\$202	305	\$974,600	99.0%
120 2 1A	500 Market St #1A	Office Condo	2/2/2016	\$377,500	Joanne Katz	Wilson Holdings LLC	\$377,500	\$238	\$377,500	1,585	\$238	305	\$307,400	81.4%
124 14 102	233 Vaughan St. #102	Office Condo	2/4/2016	\$2,050,000	233 Vaughan St LLC	Sunport Property Mngmnt	\$2,050,000	\$366	\$2,050,000	5,606	\$366	305	\$2,020,100	98.5%
151 6 D13	230 Lafayette Rd. #D13	Office Condo	2/19/2015	\$125,000	Mary Keenan	Karen Mountjoy RT	\$125,000	\$154	\$125,000	810	\$154	302	\$124,800	99.8%
163 35 2	1 Cate St. #2	Office Condo	3/3/2017	\$250,000	Warren Wilder RT	Northwest Passage Rty	\$250,000	\$194	\$250,000	1,290	\$194	301	\$248,600	99.4%
240 2 2101	330 Borthwick Ave #101	Office Condo	2/24/2016	\$750,000	Hospital Corp of ameri	Portsmouth Pediatric RT	\$750,000	\$139	\$750,000	5,395	\$139	301	\$743,800	99.2%
240 2 2202	330 Borthwick Ave #202	Office Condo	2/24/2016	\$500,000	Portsmouth Pediatric	HCA Health Svc	\$500,000	\$163	\$500,000	3,074	\$163	301	\$469,600	93.9%
240 2 2301	330 Borthwick Ave #301	Office Condo	7/6/2016	\$384,000	Paul Steven MD RT	Borthwick Vista	\$384,000	\$185	\$384,000	2,078	\$185	301	\$348,900	90.9%
243 6 B201	5 Greenleaf Woods Dr #201	Office Condo	10/11/2016	\$63,000	Amaretta Saviano	Fred Forman	\$63,000	\$88	\$63,000	720	\$88	304	\$65,000	103.2%
263 1 4F	200 Griffin Rd.	Office Condo	12/16/2016	\$400,000	SVC Portsmouth Hldng	Kurshberg LLC	\$400,000	\$184	\$400,000	2,172	\$184	301	\$397,100	99.3%
267 7 2	1950 Lafayette Rd.	Office Condo	11/18/2016	\$1,550,000	1950 Lafayette Rd.	C&V Posada LLC	\$1,550,000	\$176	\$1,550,000	8,800	\$176	302	\$1,442,100	93.0%
273 2 5B7	55 Constitution Ave #7	Office Condo	3/3/2017	\$80,000	Franjk Crotty	Hummingbird Realty	\$80,000	\$124	\$80,000	646	\$124	302	\$81,600	102.0%
\$12,043,500														
\$11,246,300														
AVG														96.2%
MEDIAN														99.1%
Weighted Mean														93.4%
Avg Abs Deviation														4.8%
COD														4.89
PRD														1.030

**Mixed Com/Res Use
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L**

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	New Ass'd L+B Value	New A/S Ratio
107 44	177 State St.	Retl/Apts	1/20/2016	\$800,000	177 State St RE LLC	Robert Fabricatore LLC	\$800,000	\$135	\$800,000	5,906	\$135	305	\$792,100	99.0%
													\$800,000	
													\$792,100	
													AVG	99.0%
													MEDIAN	99.0%
													Weighted Mean	99.0%
													Avg Abs Deviation	0.0%
													COD	0.01
													PRD	1.000

**Indust/Wrhse
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M-B-L**

Map #	Address	Prop. Type	Date of Sale	Sale Price	Seller	Buyer	Adj Sale Price	Sale Price/Unit	Adj. Sale Price	Bldg. Units	Adj. Sale Price/Unit	NHBD Quality	New Ass'd L+B Value	New A/S Ratio
253 7	1 Mirona Rd.	Wrhse/Office	7/14/2016	\$1,000,000	One Mirona Rd RT	GSG Realty Portsmth	\$1,000,000	\$74	\$1,000,000	13,448	\$74	301	\$924,400	92.4%
263 1	5 218 Griffin Rd.	Wrhse	8/7/2016	\$3,535,000	Elder Family Portland	Griffin Rd Rlty LLC	\$3,535,000	\$103	\$3,535,000	34,343	\$103	301	\$3,189,900	90.2%
284 2	235 Heritage Ave	Industrial	10/24/2016	\$3,475,000	Five N Assoc	Cooper Malt	\$3,475,000	\$65	\$3,475,000	53,874	\$65	301	\$3,614,800	104.0%
285 5	85 Heritage Ave	Warehouse	5/13/2016	\$1,040,000	85 Heritage Ave	DG Bourassa LLC	\$1,040,000	\$117	\$1,040,000	8,880	\$117	301	\$908,900	87.4%
284 7	1 280 Heritage Ave #A	Indust Condo	12/30/2015	\$550,000	Debora Lussier RT	Pennsco Trust Co	\$550,000	\$131	\$550,000	4,200	\$131	301	\$474,100	86.2%
284 7	4 280 Heritage Ave #D	Indust Condo	5/10/2016	\$260,000	145 Heritage Ave	Lamaco LLC	\$260,000	\$124	\$260,000	2,100	\$124	301	\$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	\$550,000	\$131	\$550,000	4,200	\$131	301	\$564,100	102.6%
													\$10,410,000	
													\$9,919,300	
													AVG	93.8%
													MEDIAN	92.4%
													Weighted Mean	95.3%
													Avg Abs Deviation	5.2%
													COD	5.61
													PRD	0.98