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

Man #	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
Map#	Address	Ргор. Туре	oi Sale	Price	Seller	Биуег	Price	Price/Offic	Sale Frice	Ullits	FIICE/OIII	Quanty	LTD Value	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			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		Shaibnes & McEache		\$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		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		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		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		Fremont Matthews	M&B Properties LLC	\$765,600	\$158	\$765,600	4,836	\$158	302	\$679,200	88.7%
172 2 201 1 1	406 US Rte 1 Byp 11 Sagamore Gr	Auto Sales/Rep Vacant Commcl	11/19/2015 11/2/2016		One-Way Realty LLC		\$1,100,000 \$262,500	\$138	\$1,100,000	7,964	\$138	301	\$961,100	87.4% 107.2%
201 12 +17+18	187 Wentworth House Rd.	Marina	8/15/2016	\$3,000,000	955 Sagamore RT	William Pingree Sea Level LLC	\$3,000,000	\$228	\$262,500 \$3,000,000	13,139	\$228	306 306	\$281,300 \$2,689,900	89.7%
229 8	599 Lafayette Rd.	Shopping Center	1/30/2015		William Genimatas R		\$7,451,000	\$220 \$148	\$7,451,000	50,407	\$220 \$148	300	\$2,669,900 \$7,517,100	100.9%
231 58	150 US RTE 1 Byp	Vacant Apt Lnd	1/19/2017		Seacoast Tr	Middle Hill Devel	\$1,350,000	φ140	\$1,350,000	30,407	φ1 4 0	AP	\$1,392,000	103.1%
238 10 2	1464 Woodbury Ave.	Restaurant	6/16/2016		Woodbury 1464 LLC	BucePhalus 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		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.	Retail	6/29/2015		Barbara Lafolla RT	Banfield Rd LLC	\$1,000,000	\$91	\$1,000,000	10,956	\$91	301	\$1,039,300	103.9%
	218 Griffin Rd.	Wrhse	8/7/2016		Elder Family Portland		\$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		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		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		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		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		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		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		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		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		P Pitou 1989 RT	Gregory Baker	\$473,000	\$318	\$473,000	1,489	\$318	305	\$452,000	95.6%
120 2 1A 124 14 102	500 Market St #1A	Office Condo	2/2/2016		Joanne Katz	Wilson Holdings LLC	\$377,500	\$238	\$377,500	1,585	\$238	305	\$307,400	81.4%
	233 Vaughan St. #102	Office Condo	2/4/2016		233 Vaughan St LLC		\$2,050,000	\$366	\$2,050,000	5,606	\$366	305	\$2,020,100	98.5%
	100 Albany St. #C	Retail Condo	8/10/2016			101 C Albany St LLC	\$220,000	\$176	\$220,000	1,249	\$176	304	\$215,800	98.1% 99.8%
151 6 D13 163 35 2	230 Lafayette Rd. #D13 1 Cate St. #2	Office Condo Office Condo	2/19/2015 3/3/2017		Mary Keenan Warren Wilder RT	Karen Mountjoy RT	\$125,000 \$250,000	\$154 \$194	\$125,000 \$250,000	810 1,290	\$154 \$194	302 301	\$124,800	99.4%
240 2 2101	330 Borthwick Ave #101	Office Condo	2/24/2016			Northwest Passage Rity	\$750,000	\$194 \$139	\$750,000	5,395	\$194 \$139	301	\$248,600 \$743,800	99.2%
240 2 2101	330 Borthwick Ave #101	Office Condo	2/24/2016		Portsmouth Pediatric		\$500,000	\$163	\$500,000	3,074	\$139 \$163	301	\$743,600 \$469,600	93.9%
240 2 2301	330 Borthwick Ave #301	Office Condo	7/6/2016		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 #20		10/11/2016		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		SVC Portsmouth Hldr		\$400,000	\$184	\$400,000	2,172	\$184	301	\$397,100	99.3%
267 7 2		Office Condo	11/18/2016		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		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		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		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		Oprock Portsmouth in	itl 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			ALLL Realty Group LLC	\$73,500	\$45	\$73,500	1,622	\$45	307	\$71,300	97.0%
									\$58,309,100				\$54,855,000	
									ψ50,503,100				\$34,030,000	' I
													AVG	95.4%
													MEDIAN	97.9%
													Weighted Mean	94.1%
													Avg Abs Deviation	5.9%
													COD	6.00
													PRD	1.01

All

13

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

	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%
123 12	203 Maplewood Ave.	Retail	5/27/2015			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		Shaibnes & McEacher		\$3,000,000	\$301	\$3,000,000	9,963	\$301	305	\$2,498,000	83.3%
137 19	180 Islington St	Ret/Ofc	7/27/2015		Ronald Cogswell	ZIBV Properties	\$545,000	\$154	\$545,000	3,544	\$154	302	\$520,500	95.5%
163 1	54 Bartlett St.	Service Shop	1/27/2017		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			406 Highway 1 Byp	\$1,100,000	\$138	\$1,100,000	7,964	\$138	301	\$961,100	87.4%
201 1 1	11 Sagamore Gr	Vacant Commol	11/2/2016		955 Sagamore RT	William Pingree	\$262,500	\$130	\$262,500	7,904	\$130	306	\$281,300	107.2%
			8/15/2016	\$3,000,000		Sea Level LLC	\$3,000,000	#220	\$3,000,000	13,139	@ 220		\$2,689,900	89.7%
		Marina						\$228			\$228	306		
229 8	599 Lafayette Rd.	Shopping Center	1/30/2015		William Genimatas Re		\$7,451,000	\$148	\$7,451,000	50,407	\$148	302	\$7,517,100	100.9%
	1464 Woodbury Ave.	Restaurant	6/16/2016			BucePhalus 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		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.	Retail	6/29/2015		Barbara Lafolla RT	Banfield Rd LLC	\$1,000,000	\$91	\$1,000,000	10,956	\$91	301	\$1,039,300	103.9%
263 1 5	218 Griffin Rd.	Wrhse	8/7/2016				\$3,535,000	\$103		34,343	\$103	301	\$3,189,900	90.2%
275 7	290 Heritage Ave	Vacant Commcl	1/15/2015		Harbour Links	Old Tex Mex LLC	\$615,000		\$615,000			301	\$640,600	104.2%
284 2	235 Heritage Ave	Industrial	10/24/2016		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		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		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		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		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		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		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		South & Marcy Realty		\$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		Mary Keenan	Karen Mountjoy RT	\$125,000	\$154	\$125,000	810	\$154	302	\$124,800	99.8%
	1 Cate St. #2	Office Condo	3/3/2017		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			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			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		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 #20		10/11/2016		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		SVC Portsmouth Hldn		\$400,000	\$184	\$400,000	2,172	\$184	301	\$397,100	99.3%
267 7 2		Office Condo	11/18/2016		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		Franjk Crotty	Hummingbird Realty	\$80,000	\$176 \$124	\$80,000	646	\$176	302	\$1,442,100	102.0%
284 7 1	280 Heritage Ave #A	Indust Condo	12/30/2015		Debora Lussier RT	Pennsco Trust Co	\$550,000	\$131	\$550,000	4,200	\$131	302	\$474,100	86.2%
284 7 4	280 Heritage Ave #A 280 Heritage Ave #D	Indust Condo	5/10/2016			Lamaco LLC	\$260,000	\$124	\$260,000	2,100	\$131 \$124	301	\$474,100 \$243.100	93.5%
284 7 4					145 Heritage Ave									102.6%
	280 Heritage Ave #F	Indust Condo	5/10/2016		Tour Auto of NH	Fired Up Holdings	\$550,000	\$131	\$550,000	4,200	\$131	301	\$564,100	
303 2 1	1 International Dr.	Office Condo/Hotel	7/15/2016		Oprock Portsmouth int		\$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%
									AFF 500 400				\$50.404.000	
									\$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

ΑII

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

1950 Lafayette Rd.

55 Constitution Ave #7

267 7

273

2 5B7

Date Adj Sale NHBD New Ass'd Sale Sale Adj. Sale Price Bldg. Adj. Sale New Price/Unit Units Мар# Address Prop. Type of Sale Price Seller Buyer Price Price/Unit Quality L+B Value A/S Ratio 286 2837 Lafayette Rd Office 8/17/2016 \$750,000 Twenty Eight 37 Soutcheva Properties \$750,000 \$750,000 3,087 \$243 302 \$789,800 105.3% \$243 106 57A 117 Bow St #2A Office Condo 5/22/2015 \$300,000 Joan Jones JPK Realty Trust \$300,000 \$300,000 \$147 \$300,000 100.0% \$147 2 041 305 Office Condo \$925,000 LBJ Properties \$984,000 99.0% 117 17 G 20 Ladd St. #G 4/17/2015 Araujo Realty LLC \$202 \$984,000 4,881 \$202 305 \$974,600 120 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% 124 233 Vaughan St. #102 Office Condo 2/4/2016 \$2,050,000 233 Vaughan St LLC Sunport Property Mngmnt \$2,050,000 \$2,050,000 5,606 \$366 305 \$2,020,100 98.5% 14 102 \$366 6 D13 151 230 Lafavette Rd. #D13 Office Condo 2/19/2015 \$125,000 Mary Keenan Karen Mountiov RT \$125,000 \$125,000 \$154 99.8% \$154 810 302 \$124,800 \$250,000 Warren Wilder RT \$194 \$248,600 99.4% 163 35 1 Cate St. #2 Office Condo 3/3/2017 Northwest Passage Rity \$250,000 \$194 \$250,000 1,290 301 240 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 2301 330 Borthwick Ave #301 Office Condo 7/6/2016 \$384,000 Paul Steven MD RT \$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 \$65,000 103.2% 304 263 1 4F 200 Griffin Rd. Office Condo 12/16/2016 \$400,000 SVC Portsmouth Hldn; Kurshberg LLC \$400,000 \$184 \$400,000 2.172 \$184 301 \$397 100 99.3%

C&V Posada LLC

Hummingbird Realty

\$1,550,000 \$80,000 \$8,563,500 \$176

\$124

8,800

646

302

302

\$176

\$124

\$1,550,000

\$80,000

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

\$1,442,100

\$81,600

93.0%

102.0%

ΑII

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

Office Condo

Office Condo

11/18/2016

3/3/2017

\$1,550,000 1950 Lafayette Rd.

\$80,000 Franjk Crotty

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	NH Qua		New Ass'd L+B Value	New A/S Ratio	ļ
135 156	10 17	34 Highland St. 26 Columbia Ct	Apartments Apartments	8/3/2015 9/28/2016	\$745,500 Pau \$604,000 Pet		Jason Lander Edward Paul III	\$757,000 \$604,000	\$189,250 \$151,000	\$757,000 \$604,000	4	\$189,250 \$151,000		o	\$740,000 \$531,400		
										\$1.361.000					\$1,271,400		1

\$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
172 253 254 263 275 284 285	2 7 5 1 7 2	5	406 US Rte 1 Byp 1 Mirona Rd. 15 Banfield Rd. 218 Griffin Rd. 290 Heritage Ave 235 Heritage Ave 85 Heritage Ave	Auto Sales/Rep Wrhse/Office Retail Wrhse Vacant Commol Industrial Warehouse	11/19/2015 7/14/2016 6/29/2015 8/7/2016 1/15/2015 10/24/2016 5/13/2016	\$1,100,000 \$1,000,000 \$1,000,000 \$3,535,000 \$615,000 \$3,475,000	One-Way Realty LLC One Mirona Rd RT Barbara Lafolla RT	406 Highway 1 Byp GSG Realty Portsmth Banfield Rd LLC	\$1,100,000 \$1,000,000 \$1,000,000 \$3,535,000 \$615,000 \$3,475,000 \$1,040,000	\$138 \$74 \$91 \$103 \$65 \$117	\$1,100,000 \$1,000,000 \$1,000,000 \$3,535,000 \$615,000 \$3,475,000 \$1,040,000	7,964 13,448 10,956	\$138 \$74 \$91 \$103 \$65 \$117	301 301 301 301 301 301 301	\$961,100 \$924,400 \$1,039,300 \$3,189,900 \$640,600 \$3,614,800 \$908,900	87.4% 92.4% 103.9% 90.2% 104.2% 104.0% 87.4%
286 163 240 240 240 263 284 284	2 35 2 2 2 1 4F 7 7	2 2101 2202 2301 1 4 6	1 Robert Ave 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 #D 280 Heritage Ave #F	Office/Wrhse Office Condo Office Condo Office Condo Office Condo Office Condo Indust Condo Indust Condo Indust Condo	1/31/2017 3/3/2017 2/24/2016 2/24/2016 7/6/2016 12/16/2016 12/30/2015 5/10/2016 5/10/2016	\$480,000 \$250,000 \$750,000 \$500,000 \$384,000 \$400,000 \$550,000	Rye Altantic Prop Warren Wilder RT	Think Mngmnt LLC Northwest Passage Rity ri Portsmouth Pediatric RT HCA Health Svc Borthwick Vista	\$480,000 \$250,000 \$750,000 \$500,000 \$384,000 \$400,000 \$550,000 \$260,000 \$550,000	\$120 \$194 \$139 \$163 \$185 \$184 \$131 \$124 \$131	\$480,000 \$250,000 \$750,000 \$500,000 \$384,000 \$400,000 \$550,000 \$260,000 \$550,000	4,000 1,290 5,395 3,074 2,078 2,172 4,200 2,100 4,200	\$120 \$194 \$139 \$163 \$185 \$184 \$131 \$124 \$131	301 301 301 301 301 301 301 301 301	\$434,900 \$248,600 \$743,800 \$469,600 \$348,900 \$397,100 \$474,100 \$243,100 \$564,100	90.6% 99.4% 99.2% 93.9% 90.9% 99.3% 86.2% 93.5% 102.6%
											\$15,889,000				\$15,203,200 AVG MEDIAN Weighted Mean Avg Abs Deviation COD PRD	95.3% 93.7% 95.7% 5.5% 5.86 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	!
137 163 229 286 151	19 1 8 1 6 D13		180 Islington St 54 Bartlett St. 599 Lafayette Rd. 2837 Lafayette Rd 230 Lafayette Rd. #D13	Ret/Ofc Service Shop Shopping Center Office Office Condo	7/27/2015 1/27/2017 1/30/2015 8/17/2016 2/19/2015	\$765,600 \$6,451,000 \$750,000 \$125,000	Twenty Eight 37 Mary Keenan	ZIBV Properties M&B Properties LLC Re 599 Lafayette LLC Soutcheva Properties Karen Mountjoy RT	\$545,000 \$765,600 \$7,451,000 \$750,000 \$125,000	\$154 \$158 \$148 \$243 \$154	\$545,000 \$765,600 \$7,451,000 \$750,000 \$125,000	3,544 4,836 50,407 3,087 810	\$154 \$158 \$148 \$243 \$154	302 302 302 302 302	\$520,500 \$679,200 \$7,517,100 \$789,800 \$124,800	95.5% 88.7% 100.9% 105.3% 99.8%	
267 273	7 2 5B7	2	1950 Lafayette Rd. 55 Constitution Ave #7	Office Condo Office Condo	11/18/2016 3/3/2017	\$1,550,000 \$80,000	1950 Lafayette Rd. Franjk Crotty	C&V Posada LLC Hummingbird Realty	\$1,550,000 \$80,000	\$176 \$124	\$1,550,000 \$80,000	8,800 646	\$176 \$124	302 302	\$1,442,100 \$81,600	93.0% 102.0%	
											\$11,266,600				\$11,155,100	07.0%	
															AVG MEDIAN Weighted Mean Avg Abs Deviation	97.9% 99.8% 99.0% 4.4%	
															COD PRD	4.43 0.99	l

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	
146 243	24 3 6 B201	100 Albany St. #C 5 Greenleaf Woods Dr #2	Retail Condo 01Office Condo	8/10/2016 10/11/2016			101 C Albany St LLC Fred Forman	\$220,000 \$63,000	\$176 \$88	\$220,000 \$63,000	1,249 720	\$176 \$88	304 304	\$215,800 \$65,000	98.1% 103.2%	
										\$283,000				\$280,800		
														AVG MEDIAN Weighted Mean Avg Abs Deviation	100.6% 100.6% 99.2% 2.5%	
														COD PRD	2.53 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.	Retl/Apts	1/20/2016			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			7 203 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 & McEacher	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		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		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		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		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%

\$10,528,500

\$9,729,200

AVG 94.2%
MEDIAN 98.6%
Weighted Mean 92.4%
Avg Abs Deviation 5.9%

COD 5.95
PRD 5.95

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
201 201	1 1 12 +17+18	11 Sagamore Gr 187 Wentworth House Rd.	Vacant Commol Marina	11/2/2016 8/15/2016	\$262,500 \$3,000,000	955 Sagamore RT JP Nadeau	William Pingree Sea Level LLC	\$262,500 \$3,000,000	\$228	\$262,500 \$3,000,000	13,139	\$228	306 306	\$281,300 \$2,689,900	107.2% 89.7%
										\$3,262,500				\$2,971,200	
														AVG MEDIAN Weighted Mean Avg Abs Deviation	98.4% 98.4% 91.1% 8.7%
														COD PRD	8.89 1.08

NHBD 307
Portsmouth, NH C&I Sales 4/1/15 to 4/1/17
All by M.R.I

			All by M-B-L	1 Sales 4/1/15 to 4/1/1/												
Мар#			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 A/S Ratio
303 309	2 4	1 10	1 Internationall Dr. 205 Flight Line Rd	Office Condo/Hotel Hangar Condo	7/15/2016 5/14/2015		Oprock Portsmouth int Hangar Three Condo A	thappy Dreams LLC LLL Realty Group LLC	\$11,000,000 \$73,500	\$122,222 \$45	\$11,000,000 \$73,500	90 1,622	\$122,222 \$45	307 307	\$10,162,200 \$71,300	
											\$11,073,500				\$10,233,500	
															AVG MEDIAN Weighted Mean Avg Abs Deviation	94.7% 94.7% 92.4% 2.3%
															COD PRD	2.44 1.02

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

					Date	Sale			Adj Sale	Sale	Adj.	Bldg.	Adj. Sale	NHBD	New Ass'd	New
Map#			Address	Prop. Type	of Sale	Price	Seller	Buyer	Price	Price/Unit	Sale Price	Units	Price/Unit	Quality	L+B Value	A/S Ratio
106 5	7A	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 1	B 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 1	B 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 1	B 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	
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		2101	330 Borthwick Ave #101	Office Condo	2/24/2016	\$750,000	Hospital Corp of amer	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		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 B20	1	5 Greenleaf Woods Dr #20		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 Hldn	ς 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		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	
284	7	4	280 Heritage Ave #D	Indust Condo	5/10/2016		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 in	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%

\$22,959,000

\$21,573,000	
AVG MEDIAN Weighted Mean Avg Abs Deviation	95.7% 98.5% 94.0% 4.8%
COD PRD	4.85 1.02

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

		All by M-B-L												_	
				Date	Sale			Adj Sale	Sale	Adj.	Bldg.	Adj. Sale	NHBD	New Ass'd	New
Мар#		Address	Prop. Type	of Sale	Price	Seller	Buyer	Price	Price/Unit	Sale Price	Units	Price/Unit	Quality	L+B Value	A/S Ratio
123 12		203 Maplewood Ave.	Retail	5/27/2015	¢525,000	Portemouth Property	Γ 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		Ronald Cogswell	ZIBV Properties	\$545,000	\$154	\$545,000	3,544	\$154	302	\$520,500	95.5%
000 0		599 Lafayette Rd.	Shopping Center	1/30/2015		William Genimatas Re		\$7,451,000	\$148	\$7,451,000	50,407	\$148	302	\$7,517,100	100.9%
229 8 254 5		15 Banfield Rd.	Retail	6/29/2015		Barbara Lafolla RT	Banfield Rd LLC	\$1,000,000	\$91	\$1,000,000	10,956	\$91	301	\$1,039,300	103.9%
107 9	- 1	79 Daniel St #1	Retail Condo	8/11/2016		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		State St Crossings	Unicole LLC	\$525,000	\$325	\$525,000	1,614	\$325	305	\$380,300	72.4%
107 00 117 17 H	101	Congress St. #H	Retail Condo	8/7/2015	\$259,000		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		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		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		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		South & Marcy Realty		\$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 Avg Abs Deviation	99.2% 4.8%
														Avg Abs Deviation	7.0 /0
														COD	4.86
														PRD	0.973
														l	

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

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Мар#	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 & McEache	err 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		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		Joanne Katz	Wilson Holdings LLC	\$377,500	\$238	\$377,500	1,585	\$238	305	\$307,400	81.4%
124 14 10		Office Condo	2/4/2016		233 Vaughan St LLC		\$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		Mary Keenan	Karen Mountjoy RT	\$125,000	\$154	\$125,000	810	\$154	302	\$124,800	99.8%
	2 1 Cate St. #2	Office Condo	3/3/2017		Warren Wilder RT	Northwest Passage Rity	\$250,000	\$194	\$250,000	1,290	\$194	301	\$248,600	99.4%
240 2 210		Office Condo	2/24/2016			eri Portsmouth Pediatric RT	\$750,000	\$139	\$750,000	5,395	\$139	301	\$743,800	99.2%
240 2 220		Office Condo	2/24/2016		Portsmouth Pediatric		\$500,000	\$163	\$500,000	3,074	\$163	301	\$469,600	93.9%
240 2 230		Office Condo	7/6/2016		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 #2		10/11/2016		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		SVC Portsmouth Hld		\$400,000	\$184	\$400,000	2,172	\$184	301	\$397,100	99.3%
267 7 273 2 5B7	2 1950 Lafayette Rd.	Office Condo	11/18/2016		1950 Lafayette Rd.	C&V Posada LLC	\$1,550,000	\$176	\$1,550,000	8,800 646	\$176	302 302	\$1,442,100	93.0% 102.0%
2/3 2 35/	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 MEDIAN Weighted Mean Avg Abs Deviation	96.2% 99.1% 93.4% 4.8%
													COD PRD	4.89 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/Uni		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	I	305	\$792,100	99.0%
										\$800,000					\$792,100	
															AVG MEDIAN Weighted Mean Avg Abs Deviation	99.0% 99.0% 99.0% 0.0%
															COD PRD	0.01 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
253 263 284 285 284 284 284	7 1 2 5 7 7 7	5 1 4 6	1 Mirona Rd. 218 Griffin Rd. 235 Heritage Ave 85 Heritage Ave 280 Heritage Ave #A 280 Heritage Ave #D 280 Heritage Ave #F	Wrhse/Office Wrhse Industrial Warehouse Indust Condo Indust Condo Indust Condo	7/14/2016 8/7/2016 10/24/2016 5/13/2016 12/30/2015 5/10/2016 5/10/2016	\$3,535,000 E \$3,475,000 F \$1,040,000 8 \$550,000 D \$260,000 1		GSG Realty Portsmth Griffin Rd Rity LLC Cooper Malt DG Bourassa LLC Pennsco Trust Co Lamaco LLC Fired Up Holdings	\$1,000,000 \$3,535,000 \$3,475,000 \$1,040,000 \$550,000 \$260,000 \$550,000	\$74 \$103 \$65 \$117 \$131 \$124 \$131	\$1,000,000 \$3,535,000 \$3,475,000 \$1,040,000 \$550,000 \$260,000 \$550,000	13,448 34,343 53,874 8,880 4,200 2,100 4,200	\$74 \$103 \$65 \$117 \$131 \$124 \$131	301 301 301 301 301 301 301	\$924,400 \$3,189,900 \$3,614,800 \$908,900 \$474,100 \$243,100 \$564,100	92.4% 90.2% 104.0% 87.4% 86.2% 93.5% 102.6%
											\$10,410,000				\$9,919,300 AVG MEDIAN Weighted Mean	93.8% 92.4% 95.3%

Weighted Mean Avg Abs Deviation

COD PRD

5.2%

5.61 0.98