

KRT Appraisal



Statistical Revaluation Report City of Franklin, NH

Assessment Date: April 1, 2023

MUNICIPALITY:

Franklin, NH

ASSESSMENT YEAR:

2023

ASSESSMENT SERVICES PROVIDED:

Statistical Revaluation

Prepared By:

Robert A. Tozier

KRT Appraisal

191 Merrimack Street

Suite 701

Haverhill, MA 01830

TABLE OF CONTENTS

SECTION A - LETTER OF TRANSMITTAL

INTENDED USE OF THIS APPRAISAL REPORT.....	6
INTENDED CLIENT OF THIS REPORT.....	6
OTHER USERS OF THIS REPORT.....	6
DATE OF VALUE.....	6
TYPE AND DEFINITION OF VALUE.....	6
IDENTIFICATION OF THE PROPERTY RIGHTS ASSESSED.....	7
EXTENT OF PROPERTY INSPECTIONS.....	7
CERTIFICATION OF VALUE.....	8

SECTION B - SCOPE OF WORK

IDENTIFICATION OF ASSUMPTIONS AND LIMITING CONDITIONS.....	10
SCOPE OF WORK AS IDENTIFIED IN THE CONTRACT.....	11
BRIEF DESCRIPTION OF ASSESSED PROPERTIES.....	13
DETERMINATION OF HIGHEST AND BEST USE.....	13
APPROACHES TO VALUE CONSIDERED AND/OR UTILIZED.....	14
APPROACHES TO VALUE <u>NOT</u> UTILIZED.....	14

SECTION C - VALUATION PREMISES AND PROCEDURES

DESCRIPTION OF BASIC VALUATION THEORY/MASS APPRAISAL.....	16
PERIOD OF TIME ASSOCIATED WITH SALES/DATA COLLECTION.....	19
DATA COLLECTION AND SALES VERIFICATION PROCEDURES.....	20
NUMBER OF SALES UTILIZED IN STUDY.....	20
DESCRIPTION OF DATA CALIBRATION METHODS.....	21
SIGNIFICANCE OF ADJUSTMENTS AND FACTORS.....	21

SECTION D - INFREQUENTLY REVISED CODES AND LEGEND

IDENTIFICATION OF CAMA SYSTEM CODES.....	23
ZONING.....	27

SECTION E - TIME TRENDING

TIME TRENDING ANALYSIS.....	29
-----------------------------	----

SECTION F - LAND AND NEIGHBORHOOD DATA

EXPLANATION OF BASE RATES AND NEIGHBORHOOD CLASSIFICATION.....	31
BASE LAND.....	31
LAND AREA/SIZE ADJUSTMENT TABLES.....	33
NEIGHBORHOOD ANALYSIS.....	34
WATERFRONT ANALYSIS.....	35
LAND PRICING INSTRUCTIONS.....	36
PROPERTY RECORD CARDS OF LAND SALES USED IN ANALYSIS	37
PROPERTY RECORD CARDS OF LAND SALES NOT USED IN ANALYSIS	37

SECTION G - IMPROVED PROPERTY DATA

PROCESS FOR COLLECTING, VALIDATING AND REPORTING DATA.....	39
STYLE DESCRIPTIONS.....	40
COST/MARKETING APPROACH MODELING.....	41
DEPRECIATION.....	41
EFFECTIVE AREA FACTORS.....	43
QUALITY ADJUSTMENTS.....	44
BUILDING COST TABLES.....	46
INCOME AND EXPENSE DATA.....	47
PROPERTY RECORD CARDS OF IMPROVED SALES USED IN ANALYSIS	47
PROPERTY RECORD CARDS OF IMPROVED SALES NOT USED IN ANALYSIS	47

SECTION H - STATISTICAL ANALYSIS, TESTING AND QUALITY CONTROL

RATIO AND COD STUDY USING NEW ASSESSED VALUES.....49
RATIO AND COD STUDY USING OLD ASSESSED VALUES.....50
PRD STUDY USING NEW ASSESSED VALUES.....51
PRD STUDY USING OLD ASSESSED VALUES.....52
STRATA ANALYSIS USING NEW ASSESSED VALUES.....53
STRATA ANALYSIS USING OLD ASSESSED VALUES.....54

SECTION I - CAMA SYSTEM ANALYSIS AND SPREADSHEET SUPPORT

LAND VALUE SUPPORT.....56
IMPROVED PROPERTY VALUE SUPPORT.....57

SECTION J - APPENDICES

APPENDIX 'A': COPY OF CONTRACT.....59
APPENDIX 'B': INDIVIDUALS RESPONSIBLE/ASSISTING IN COMPLETION OF REPORT.....60
APPENDIX 'C': QUALIFICATIONS.....61
APPENDIX 'D': DEFINITIONS.....62
APPENDIX 'E': SALES VALIDITY CODES.....79
APPENDIX 'F': NEIGHBORHOOD MAP.....80
APPENDIX 'G': MISCELLANEOUS REPORTS/TABLES.....81

SECTION A
Letter of Transmittal

December 21, 2023

City of Franklin
163 Main Street
Franklin, NH 03848

LETTER OF TRANSMITTAL

Dear Municipal Official:

The following report is intended to document the entire process associated with the data collection, review, analysis and reporting necessary to render a credible opinion of value(s) of all properties in accordance with RSA 21-J:14-b, and "Standard 6" of the most recent Uniform Standards of Professional Appraisal Practice.

The Intended Use of this Report: is to provide a basis for the update of all real property in the City of Franklin as required by the contract, dated 1/31/2022 signed between the City of Franklin and KRT Appraisal. A copy of this contract is retained in Appendix "A".

The Intended Client of This Report: are the Municipal Officials.

Other Users of This Report: include the public, property owners, municipal officials, and the New Hampshire Department of Revenue Administration (DRA).

The Date of Value Utilized in this Report: is April 1, 2023, as required by RSA 74:1 and RSA 76:2.

Type and Definition of Value Utilized in this Report: The type of value expressed in this report is "market" value, and is defined in RSA 75:1 as: "the property's full and true value as the same would be appraised in payment of a just debt due from a solvent debtor".

An expanded definition of "Market Value" as defined within the NH Department of Revenue, Property Appraisal Division's "600 Rules", establishes the market value of a property must meet the following criteria:

- (a) Is the most probable price, not the highest, lowest or average price;
- (b) Is expressed in terms of money;
- (c) Implies a reasonable time for exposure to the market;
- (d) Implies that both buyer and seller are informed of the uses to which the property may be put;

- (e) Assumes an arm's length transaction in the open market;
- (f) Assumes a willing buyer and a willing seller, with no advantage being taken by either buyer or seller; and
- (g) Recognizes both the present use and the potential use of the property. (NH Department of Revenue, Property Appraisal Division, "600 Rules"; Rev 601.14.)

Identification of the Property Rights Assessed in this Report: The type of property rights is "fee simple". Fee Simple Estate is defined as:

"Absolute ownership unencumbered by any other interest or estate; subject only to the limitations imposed by the government powers of taxation, eminent domain, police power, and escheat (the right of government to take title to property when there are no apparent heirs)." ² (The Dictionary of Real Estate Appraisal, Third Edition, 1993, Page 140.)

Extent of Property Inspections: The original contract dated 1/31/2022 required KRT Appraisal measure and list all properties that sold in the City of Franklin from 4/1/2022 to 3/31/2023.

Certification of Value:

The undersigned certifies that, to the best of my knowledge and belief:

- 1) The statements of fact contained in this report are true and correct.
- 2) The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, and unbiased professional analyses, opinions and conclusions.
- 3) I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest with respect to the parties involved.
- 4) I have no bias with respect to any property that is the subject of this report or to the parties involved with this assignment.
- 5) My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- 6) My compensation for completing this assignment is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- 7) The analyses, opinions and conclusions were developed, and this report has been prepared in conformity with "Standard 6" of the most recent Uniform Standards of Professional Appraisal Practice.
- 8) I have not made a personal inspection of the properties that are the subject of this report. Those individuals providing significant mass appraisal assistance to the individual signing this report are identified in Appendix "B", at the back of this report.
- 9) My opinion of the total market value, pursuant to RSA 75:1, and the NH Department of Revenue, Property Appraisal Division "600" Rules, Rev. 601.14, for the assessed property identified in Section II of this report, as of April 1, 2023, is:

\$1,268,500,209

 12/21/2023

Robert A. Tozier, VP KRT Appraisal

SECTION B
Scope of Work

Identification of Assumptions and Limiting Conditions:

The following Assumptions and Limiting Conditions apply only to the sale data utilized to complete the sales analysis, and/or establish the basis for the statistical benchmarks incorporated into the analysis. Any exceptions to the following Assumptions and Limiting Conditions will be documented on the individual property record cards, when applicable.

- 1) We have not been provided deeds to the assessed properties. Therefore, no responsibility is assumed for the legal description provided or for matters pertaining to legal issues and/or title.
- 2) We have not been provided deeds to the assessed properties. Therefore, the properties were assumed to be free of any and all liens and encumbrances. Each property has also been appraised as though under responsible ownership and competent management.
- 3) We have not been provided with surveys of the assessed properties. Therefore, we have relied upon tax maps and other materials provided by the Municipality in the course of estimating physical dimensions and the acreage associated with assessed properties.
- 4) We have not been provided with surveys of the assessed properties. Therefore, we have assumed that the utilization of the land and any improvements is located within the boundaries of the property described, and there is no encroachment on adjoining properties.
- 5) We assume that there are no hidden or unapparent conditions associated with the properties, subsoil, or structures, which would render the properties (land and/or improvements) more or less valuable.
- 6) We assume that the properties and/or the landowners are in full compliance with all applicable federal, state, and local environmental regulations and laws.
- 7) We assume that all applicable zoning and use regulations have been complied with.
- 8) We assume that all required licenses, certificates of occupancy, consents, or other instruments of legislative or administrative authority from any private, local, state, or national government entity have been obtained for any use on which the value opinions contained within this report are based.
- 9) We have not been provided a hazardous condition's report, nor are we qualified to detect hazardous materials. Therefore, evidence of hazardous materials, which may or may not be present on a property, was not observed. As a result, the final opinion of value is predicated upon the assumption that there is no such material on any of the properties that might result in a loss or change in value.

- 10) Information, estimates and opinions furnished to the appraisers and incorporated into the analysis and final report was obtained from sources assumed to be reliable and a reasonable effort has been made to verify such information. However, no warranty is given for the reliability of this information.
- 11) The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made compliance surveys nor conducted a specific analysis of any property to determine if it conforms to the various detailed requirements identified in the ADA. It is possible that such a survey might identify non-conformity with one or more ADA requirements, which could lead to a negative impact on the value of the property(s). Because such a survey has not been requested and is beyond the scope of this appraisal assignment, we did not take into consideration adherence or non-adherence to ADA in the valuation of the properties addressed in this report.
- 12) The market forecasts, projections and operating estimates contained within the report are predicated upon current market conditions, and forecasts of short-term supply and demand factors. This information was obtained in the course of interviews with knowledgeable parties, and in published public and private resources. While this information was assumed to be credible, these forecasts are subject to change due to unexpected circumstances, including local, regional and/or national.
- 13) Any opinions of value in this report apply to an entire property, and any allocation or division of the value into separate fractional interests will invalidate the opinion of value reflected in this report.
- 14) Information pertaining to the sales of properties utilized in the analysis and subsequent report has been confirmed with the buyer, seller, or a third party whenever possible, and is assumed to be reliable.
- 15) Possession of this report does not carry with it the right of reproduction and disclosure of this report is governed by the rules and regulations of the New Hampshire Assessing Standards Board (ASB) and is subject to jurisdictional exception and the laws of New Hampshire.

Scope of Work as Identified in the Contract: The valuation report that follows is predicated upon the contract dated 1/31/2022 signed between the City of Franklin and KRT Appraisal. A copy of the contract is located in Appendix "A" of this report. The scope of work identified in the contract and incorporated into the following report comprised the following steps:

- 1) KRT Appraisal measured and listed all sale properties within the City of Franklin as described on page 7 of this report. The data was entered and checked for quality and accuracy with a full field review.

- 2) KRT Appraisal, in conjunction with the City of Franklin, reviewed all identified sale properties and analyzed them to determine if the transfer was an “arm’s-length transaction.” This was accomplished by either interviewing the buyer, seller, or the representative sales agent, or utilizing MLS and/or reviewing the PA-34’s in an effort to identify the sales price, and any terms or conditions surrounding the sale that might have influenced the negotiated price.
- 3) This property information was analyzed, and the highest and best use of each property identified, as described within this section. The qualified sale data was “stratified” by use type, such as single-family residential, land, commercial, etc. The sale data was also stratified by neighborhood, in order to isolate more discrete “locational” differences and/or influences. The verified sale data was then utilized to extract meaningful adjustments and/or benchmarks that became the basis for various tables, such as time (market conditions), cost, depreciation, view influence, water influence, etc. All pertinent factors, including physical, legal, and economic considerations were considered and recognized, subject to the assumptions and limiting conditions referenced above.
- 4) Once the preliminary benchmarks were established, “data calibration” was required in order to bring the computerized mass appraisal formulas and tables into conformity with the market. To do so, field reviews and further analysis utilizing “ratios” (a comparison of the assessed value to its sale price) and the CAMA (Computer Assisted Mass Appraisal) software was conducted in order to refine the base tables and verify the alignment and consistency of the base tables.
- 5) Finally, these benchmarks became the basis for the statistical analysis of these properties, and new property values were developed utilizing at least one of the three possible approaches to value (Sales Approach, Cost Approach, and/or Income Approach to value). Overall, every effort was made to help ensure that the values were uniform and equitable through a final review consisting of running reports to check for consistent applications of grades and neighborhood codes. It was concluded with running an old-to-new report to check the percent changes by street and property type.
- 6) Upon completion of the final review and approval of the Municipality’s values by the Assessor, notices of value were then mailed to each taxpayer. These notices also included sufficient information (timing and location) to enable a taxpayer to attend an informal hearing to “appeal” the new assessed value. Hearings were then held over the phone. Any changes that arose from the appeal and hearings process were processed before the final tax bill for 2023.
- 7) This report was then prepared in conformity with “Standard 6” of the most recent Uniform Standards of Professional Appraisal Practice, as well as the contract dated 1/31/2022 signed between the City of Franklin and KRT Appraisal.

Brief Description of the Assessed Properties: In accordance with the contract located in Appendix “A” of this report, the City of Franklin required all real property in its respective municipal boundaries to be valued. A breakdown of the Municipality’s real property by “use type” follows:

Residential Improved	2,234
Residential Vacant	282
Mobile Homes	314
Residential Condos	26
Multi Family	272
Commercial/Industrial	280
Utilities	26*
Exempt	192
Current Use	<u>149</u>
Total	3,775

*Utility Valuation was not part of this contract.

Determination of Highest and Best Use: Highest and Best Use is defined as:

"The reasonably probable and legal use of vacant land or improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value. The four criteria the highest and best use must meet are: legal permissibility, physical possibility, financial feasibility, and maximum profitability" ³ (The Dictionary of Real Estate Appraisal, Third Edition, 1993, Page 171)

NH RSA 75:1: “The selectmen shall appraise open space land pursuant to RSA 79-A:5, open space land with conservation restrictions pursuant to RSA 79-B:3, land with discretionary easements pursuant to RSA 79-C:7, residences on commercial or industrial zoned land pursuant to RSA 75:11, earth and excavations pursuant to RSA 72-B, land classified as land under qualifying farm structures pursuant to RSA 79-F, buildings and land appraised under RSA 79-G as qualifying historic buildings, qualifying chartered public school property appraised under RSA 79-H, residential rental property subject to a housing covenant under the low-income housing tax credit program pursuant to RSA 75:1-a, renewable generation facility property subject to a voluntary payment in lieu of taxes agreement under RSA 72:74 as determined under said agreement, telecommunications poles and conduits pursuant to RSA 72:8-c, and all other taxable property at its market value. Market value means the property's full and true value as the same would be appraised in payment of a just debt due from a solvent debtor. The selectmen shall receive and consider all evidence that may be submitted to them relative to the value of property, the value of which cannot be determined by personal examination.”

In most cases the "existing" use is already at its highest and best use and will be evaluated and assessed accordingly. In cases where a property is not currently utilizing its highest and best use, the actual use is valued.

Importantly, however, in the case of "transitional" uses (a "transitional" use is a property with a highest and best use that is no longer "maximally profitable"...and the existing use is likely to change due to market and economic forces) the assessor may evaluate the property on the basis of its projected highest and best use. In these circumstances, the projected highest and best use is determined by a market analysis that references the four criteria referenced above (legal permissibility, physical possibility, financial feasibility, and maximum profitability). A common example of this would be a vacant tract of residential land (not in current use), that is surrounded by significant numbers of residential homes and/or lots, and the market conditions indicate a favorable housing market. In this case, the assessor may justifiably assess the raw land on the basis of its legitimate development potential, however, none of these examples exist in Franklin.

Approaches to Value Considered and/or Utilized: All properties were valued by the Sales Comparison and Cost approaches to value.

Approaches to Value Not Utilized, With an Explanation: The income approach was not utilized due to insufficient data returned from the Income and Expense (I&E) questionnaires. Most of the forms returned were either marked owner occupied or were not filled out completely. Every commercial, industrial and mixed use property owner had an I&E mailed to them requesting all applicable information to be filled out and returned to the KRT Office.

SECTION C

Valuation Premises and Procedures

Description of Basic Valuation Theory and Mass Appraisal:

Basic Valuation Theory:

- 1) The appraiser's first task is to identify what property is being appraised. This includes not only the physical aspects of the property, but the property rights as well.
- 2) There are six basic property rights associated with the private ownership of property, these include: 1) the right to use, 2) the right to sell, 3) the right to lease or rent, 4) the right to enter or leave the property, 5) the right to give away, and 6) the right to refuse to do any of these. These, and other rights, are known as the full "bundle of rights", which is understood to be attached to an ownership with "fee simple" title which has been described in the preceding section.
- 3) The New Hampshire Supreme Court has ruled that for the purpose of property taxation, the appraised property rights are assumed to be "fee simple".⁴ (NH Supreme Court, "Kennard v. Manchester, 68 N.H. 61, 36A, 553 (1894)
- 4) The next step is to identify the "highest and best use" of the property. Refer to the preceding discussion, as well as the discussion on highest and best use in the preceding "Assumptions and Limiting Conditions" section.
- 5) Once the highest and best and use has been determined, the appraiser begins the process of data collection, studies the market and accompanying economic forces (such as "supply and demand") that pertain to the highest and best use, and assembles the relevant data and statistics for incorporation into the analysis.
- 6) Strategies for data collection will vary with the type of data being sought and may not be the same for every property "use". Overall, the comparative data, which may include descriptions and/or confirmations of physical attributes (such as total size, number of bedrooms, presence of a finished attic or basement, etc.) cost, and details of sale or transfer information are collected, if applicable.
- 7) At this point, neighborhood boundaries can be established in order to "stratify" the properties and the property-specific factual information collected in the field, and the statistical information pertaining to the market/economic forces that impact an area in a meaningful and cohesive way.
- 8) This market-derived information, such as sale information, improvement costs and depreciation are then entered into the Municipality's CAMA (Computer Assisted Mass Appraisal) system and forms the basis for the database "tables" that enable the CAMA system to generate specific property values.

9) There are primarily three “approaches” or analytical techniques utilized to develop an opinion of value, and these techniques are incorporated into the CAMA system.

9A) The first valuation technique is referred to as the “Sales Comparison Approach”. This approach is based on the premise that the appraiser can utilize sale prices of similar properties as evidence of value. In other words, assuming similar market conditions (supply and demand) a similar property would sell for a similar price. However, because no two properties are ever exactly alike, and market conditions can change, a systematic series of “adjustments” are made to the sale property in order to bring it into conformity with the appraised property. In the context of mass appraisal performed for assessment purposes, the “appraised” property begins with a “generic” property description that is utilized to establish a “baseline” for comparing similar properties. For instance, a “single-family residential ranch-style home, approximating 2,000 square feet, three-bedrooms, two-baths, and of average quality construction and condition.” The sales are then compared and adjusted in order to isolate the various market factors and baseline parameters that are then applied to the specific properties being assessed. Overall, the Sales Comparison Approach is based upon the principle of “substitution”, which assumes that when several similar properties are available the property with the lowest price will attract the greatest demand.

9B) The “Cost Approach” is based on the concept that the likely value of an existing property is the value of the underlying land plus the replacement cost of the depreciated improvements. Typically, a Cost Approach would not be utilized for an appraisal of vacant land. The replacement cost of the improvement is typically derived from published cost tables, or derived directly from localized information, and should be updated as required by market conditions. Importantly, the assessor typically evaluates the existing improvement on the basis of its “utility” and function, rather than attempting to duplicate or exactly “reproduce” the assessed property. Similar to the Sales Comparison Approach, the Cost Approach is also based upon the principle of “substitution”.

9C) The “Income Approach” is based upon the principle of “anticipation” which recognizes that value is created by the owner’s expectation of future benefits. Typically, these benefits are anticipated in the form of income, and/or in the anticipated increase in the property’s value over time. This technique requires that the appraiser estimate the potential gross market income for the property at its highest and best use, subtract all appropriate expenses to derive the net operating income. The net operating income is then divided by a “capitalization” rate, or the market-derived rate investors would expect on alternative investments that share the same degree of risk as the appraised property.

- 10) Completion of all three of the preceding independent approaches to value is preferable, since each independent approach provides a useful “test of reasonableness”, and more such tests are preferable to fewer such tests. However, it is not always possible to complete a specific approach due to the unavailability of meaningful data. Finally, the different values reached by independent techniques are “reconciled” by evaluating both the quality of the information utilized in each approach, and a final opinion of value is selected.

Mass Appraisal:

- 11) Mass appraisal utilizes many of the same concepts outlined above. However, in light of the necessity to attach values to multiple properties, as opposed to a single property, mass appraisal emphasizes data management, statistical valuation models and statistical quality control. In regard to the statistical modeling required, typically the utilization of an automated valuation model (AVM), also referred to as Computer Assisted Mass Appraisal (CAMA) software is required. The CAMA or AVM is a mathematically based computer software program that produces an estimate of market value based on market analysis of location, market conditions, and real estate characteristics from information that was previously and separately collected. The distinguishing feature of CAMA or AVM software is that it is a market appraisal produced through mathematical modeling. Importantly, as in most if not all data processing systems, the credibility of the results is highly correlated with the quality of the input data utilized, and the skills of the assessor or analyst utilizing the CAMA or AVM software.

- 12) Therefore, a mass appraisal system generally relies upon four primary “subsystems” that include: 1) a data management system, 2) a sales analysis system, 3) a valuation system, and 4) an administration system. Each subsystem is briefly described below:

12A) The Data Management system is the core of the mass appraisal system and should be carefully designed and implemented. Fundamentally, the data management system is responsible for the data entry and subsequent editing, as well as the organization, storage and security oversight of the data. Essential to the data management system is quality control, as the reliability of the data will have a direct and profound impact on the quality of the resulting output and values.

12B) The Sales Analysis subsystem is responsible for the collection of sale data, sale screening, various statistical studies and sales reporting. The following statistical techniques are utilized to calibrate and fine-tune the data assumptions:

“**Ratio**”: refers to the relationship between the appraised or assessed values and market values as determined by a review of sales. The ratio studies, which are the primary product of this function, typically provide the most meaningful measures of appraisal performance

and provide the basis for establishing corrective actions (re-appraisals), adjusting valuations to the market, and in administrative planning and scheduling. The requirement, as established by the State of New Hampshire's Assessing Standards Board, is to maintain a Median Ratio between 90% and 110% of market value (A Ratio of 100% is preferred, indicating the assessed value is identical to the market value).

"COD": or "Coefficient of Dispersion", is another important statistical tool utilized in mass appraisal, and refers to the average percentage deviation from the median ratio. As a measure of central tendency, the COD represents the degree to which the data being analyzed clusters around a central data point, such as the median ratio. The requirement, as established by the State of New Hampshire's Assessing Standards Board, is a COD no greater than 20% (a lower COD is preferable to a higher COD).

"PRD": or "Price-Related Differential", is calculated by dividing the mean by the weighted mean. A PRD greater than 1.03 indicates assessment regressivity (when high-value properties are assessed lower, or disproportionate to, low value properties). A PRD lower than 0.98 indicates assessment progressivity (when high-value properties are assessed higher, or disproportionate to, low-value properties). The requirement, as established by the State of New Hampshire's Assessing Standards Board, is a PRD no greater than 1.03, and no lower than 0.98. Overall, a PRD equal to 1.0 is preferred.

12C) The Valuation System generally comprises the statistical application of the three approaches to value (identified in the preceding section). For instance, utilization of the Sales Comparison Approach would include statistical techniques such as a multiple regression analysis. The Cost Approach would utilize computerized cost and depreciation tables, and reconciliation of these computerized cost-generated values with market-derived sales information. The Income Approach can utilize computer-generated income multipliers and overall capitalization rates. The Valuation System is also utilized to extract adjustments and/or factors that are utilized in the development of values.

12D) The Administrative System includes such core (often automated) functions as development of the property record cards and assessment roll or property tax base, the preparation of the tax notices, and retention of the appeals and other miscellaneous property files.

Period of Time Associated with Sales/Data Collection: Sale data utilized for the purpose of completing this analysis spanned a one year period from April 1, 2022 to March 31, 2023. Only sales confirmed to be qualified "arms-length", or market-oriented transactions were utilized in the analysis.

Sales Data Collection and Sales Verification Procedures: The County Registry of Deeds provides the Municipality’s Assessing Department with copies of all recorded property transfers within 30 days of the date of transfer. Each individual sale was then analyzed by the Municipality’s assessing staff to determine if the transfer was a “qualified” sale; i.e., arm’s-length and market oriented. The qualification procedure may have included a direct interview with the buyer, seller, or broker/representative familiar with the circumstances surrounding the negotiated transfer of the property. Upon final qualification, an attempt was made to inspect the property (interior also, when applicable), and the property record cards were updated to correct any inaccuracies.

Number of Sales Utilized in Analysis: As previously described, as of the date of this report, there are 3,775 parcels situated in the Municipality. The breakdown of all property transfers within the Municipality by “use type” is as follows:

Residential Improved	163
Residential Vacant	17
Mobile Homes	24
Residential Condos	8
Residential Apartments	25
Commercial	13
Industrial	0
Comm/Ind Vacant	7
Current Use	10
Exempt	<u>5</u>
Total	272

The breakdown of all qualified property transfers within the Municipality by “use type” follows:

Residential Improved	62
Residential Vacant	0
Mobile Homes	3
Residential Condos	18
Residential Apartments	1
Commercial	11
Industrial	0

Comm/Ind Vacant	<u>1</u>
Total	96

Description of Data Calibration Methods: The sale data is verified for accuracy by submitting each one of these sale properties to a thorough physical inspection (measure and list) and market analysis (by confirming a transaction was “arm’s length”, with no unusual circumstances that might have influenced the negotiated sale price), including interior inspection whenever possible. Once verified, and the preliminary benchmarks were established, field reviews were conducted in order to refine the base tables and verify the alignment of properties and the tables by “use” type and location, for example. The preliminary values were further “validated” by the statistical testing of the sale data made possible by the CAMA software system. The CAMA software groups and sorts the data by various elements of consideration such as: improvement type, age, size, and neighborhood, and various “ratios” are developed that reveal discrepancies in the underlying valuation model.

Significance of Adjustments and Factors: “Adjustments” and “factors” are mathematical changes to basic data (for example, a “base” table) to facilitate comparisons and understanding. This process assumes a “causal” relationship among the various factors for which the adjustments are made.

Examples of factors and/or adjustments can include such important elements of consideration as “view” or water frontage or water access amenities. Importantly, a “feature” can be a positive influence on property value, or a “negative” influence on property value. The specific adjustments or factors applied to properties with amenities such as these, are typically derived from a detailed sales analysis. Once the appropriate sales are identified and confirmed or “qualified”, several techniques are utilized to extract, or isolate, the specific factor the appraiser is trying to identify.

One technique is known as a “matched-pair” comparison analysis; wherein sales of properties that retain these features are compared to sales of properties that do not retain these features and the specific “contributory” value or factor attributable to the feature is isolated. Another technique, known as “extraction”, subtracts the depreciated value of the improvements from the sale price, to arrive at the value of the land. This analysis can be found in Section I of this report.

SECTION D

Infrequently Revised Tables And Codes

Identification of CAMA System Codes: The following series of tables are provided in order to facilitate an understanding of the various data fields utilized by the CAMA system, and the corresponding information found on the property record cards. For a full list of codes, refer to Appendix "G" of this Manual.

Land "Use" Codes are as follows:

<u>Land Use Code</u>	<u>Land Use Code Description</u>
R1	1F RES
R1A	1F RES WTR ACS
R1W	1F RES WTRFRNT
R2	2F RES
R2A	2F RES WTR ACS
R2W	2F RES WTRFRNT
R3	3F RES
R3A	3F RES WTR ACS
R3W	3F RES WTRFRNT
R4	4F RES
R4A	4F RES WTR ACS
R4W	4F RES WTRFRNT
CI	COM/IND
EX-F	EXEMPT-FED
EX-M	EXEMPT-MUNIC
EX-P	EXEMPT-PILT
EX-S	EXEMPT-STATE
MXU	MIXED USE
UTLE	UTILITY-ELEC
UTLG	UTILITY-GAS
UTL	UTILITY-OTHER
UTLW	UTILITY-WATER

Land "Neighborhood" Codes are as follows:

<u>Code</u>	<u>Description</u>	<u>Factor</u>
A	AVG-40	0.60
B	AVG-30	0.70
C	AVG-20	0.80
D	AVG-10	0.90
E	AVG	1.00
F	AVG+10	1.10
G	AVG+20	1.20
H	AVG+30	1.30
I	AVG+40	1.40
J	AVG+50	1.50
K	AVG+60	1.60
L	AVG+70	1.70
M	AVG+80	1.80
N	AVG+90	1.90
R	MH IN PARK	1.00
S	AVG+150	2.50
T	AVG+200	3.00

Improved "Style Type" Codes are as follows:

<u>Code</u>	<u>Style Type</u>
MHS	MOBILE HOMES
MHD	DOUBLE WIDE MH
RCD	CONDOMINIUM
RSM	MULTIFAMILY
RSA	RESIDENTIAL

Improved "Quality Construction" Codes are as follows:

Code	Quality Construction	Factor
B5	AVG-50	0.50
B4	AVG-40	0.60
B3	AVG-30	0.70
B2	AVG-20	0.80
B1	AVG-10	0.90
A0	AVG	1.00
A1	AVG+10	1.10
A2	AVG+20	1.20
A3	AVG+30	1.30
A4	EXC	1.40
A5	EXC+10	1.50
A6	EXC+20	1.60
A7	EXC+40	1.80
A8	EXC+60	2.00
A9	LUXURIOUS	2.50
AA	SPECIAL USE	3.00

Identification of Zoning Regulations: The following pages identify the various zoning designations, as approved by the Municipality's Zoning Department and effective as of April 1, 2023. For additional detail, consult the Municipality's Zoning Manual, and/or inquire at the Planning Department.

§ 305-10. Zoning districts.

The City is divided into the districts stated in this chapter as shown by the district boundaries on the Zoning Map. The districts are:

RR	Rural Residential
RS	Single-Family Residential
R-1	Low-Density Residential
R-2	High-Density Residential
R-3	One-, Two- and Three-Family Residential
B-1	Low-Density Business and Commercial
B-2	High-Density Business and Commercial
I-1	Industrial
I-2	Light Industrial
C	Conservation
LP	Lake Protection

§ 305-12. District descriptions.

- A. Residential districts. Districts designated for residential use, RR, RS, R-1, R-2 and R-3, are limited to dwellings and the uses normally associated with residential neighborhoods. Such uses include schools, churches and parks. The specific purposes of each of the districts is as follows:
- (1) The RR Rural Residential District is designated land of such character which would create an atmosphere of a countryside environment. Such land area may be serviced with municipal water and/or sewer; however, such area will permit rural land uses. Such land area will preserve the natural characteristics of the region and establish an aesthetically pleasing environment which will preserve the natural topography, panoramic views and other pleasing residential qualities.¹
 - (2) The RS Single-Family Residential District is designated as an area of predominantly preexisting single-family homes. The purpose of this district is to preserve the single-family character of the neighborhood without more intensive residential uses or nonresidential uses.
 - (3) The R-1 Low-Density Residential District is designated for land which is or may be serviced with municipal facilities. The density of families per acre and the character of development should provide the pattern for most of the residential development occurring outside the central portion of the City of Franklin.
 - (4) The R-2 High-Density Residential District is designated for land where not only central water and sewer facilities are available but that is nearest to municipal and business facilities.
 - (5) The R-3 One-, Two- and Three-Family Residential District is designated to encompass already developed residential neighborhoods in the City which are characterized by predominantly one-, two- and three-family homes. The purpose of the district is to preserve the residential character of the neighborhood without more intensive multifamily uses or businesses.
- B. Business and commercial district. This district is designated for business and limited to business and certain residential uses by special exception. By establishing a compact district for such uses, better fire protection, police protection and utilities may be provided. Generally, industrial uses are excluded in order to reduce the hazards caused by extensive truck and rail movements normally associated with such uses. However, research, industrial uses and certain light industrial uses are permitted by special exception if they are of such a nature that they do not cause any hazards and if they meet the specific requirements set forth in this chapter.
- (1) The B-1 Low-Density Business and Commercial District permits high-value business, commercial and restricted residential uses. The purpose of this

1. Editor's Note: Amended at time of adoption of Code (see Ch. 1, General Provisions, Art. I).

district is to encourage the growth of this type of use in the proximity of key locations and major municipal highways. [Amended 9-14-1998 by Ord. No. 98-4]

- (2) The B-2 High-Density Business and Commercial District is to encourage the growth of high-value business, commercial and restricted residential uses within a compact area known as the "Franklin Downtown Section." The existing lot sizes, uses and City services available allow for a higher density within this district.
- C. Industrial district. A district designated for industry provides suitable space for existing industries and their expansion as well as for future industrial development. Performance standards, parking specifications and yard regulations are set forth in this chapter in order to ensure safe industrial development that is compatible with adjacent uses. The specific purposes are as follows:
- (1) The I-1 Industrial District promotes the establishment of high-value industrial installations in a campus arrangement in locations accessible to the highway, transportation and public utilities.
 - (2) The I-2 Light Industrial District is designated to promote the establishment of such installations as research and development and other light industrial uses which will not disturb or endanger neighboring properties.
- D. Conservation District. The district designated for conservation, "C," is limited to low-density residential, agriculture and certain other open land uses. The purpose of this district is to prevent intensive development of land that is unsuitable for development because of lack of municipal utilities, unsuitability of soil, steepness of slope or periodic flooding.
- E. Lake Protection District. The LP Lake Protection District is an environmentally sensitive area surrounding Webster Lake and in which development activities must be closely regulated to preserve the water quality of the lake.

§ 305-11. District boundaries.

District boundaries shown within the lines of roads, streams and transportation rights-of-way shall be deemed to follow the center lines. The vacating of roads shall not affect the location of such district boundaries. When the Planning and Zoning Administrator cannot definitely determine the location of a district boundary by such center lines, by the scale or dimensions stated on the Zoning Map or by the fact that it clearly coincides with a property line, the Planning and Zoning Administrator shall refuse action, and the Board of Adjustment, upon appeal, shall interpret the location of the district boundary with reference to the scale of the Zoning Map and the purposes set forth in all relevant provisions of this chapter.

§ 305-12. District descriptions.

- A. Residential districts. Districts designated for residential use, RR, RS, R-1, R-2 and R-3, are limited to dwellings and the uses normally associated with residential neighborhoods. Such uses include schools, churches and parks. The specific purposes of each of the districts is as follows:
- (1) The RR Rural Residential District is designated land of such character which would create an atmosphere of a countryside environment. Such land area may be serviced with municipal water and/or sewer; however, such area will permit rural land uses. Such land area will preserve the natural characteristics of the region and establish an aesthetically pleasing environment which will preserve the natural topography, panoramic views and other pleasing residential qualities.¹
 - (2) The RS Single-Family Residential District is designated as an area of predominantly preexisting single-family homes. The purpose of this district is to preserve the single-family character of the neighborhood without more intensive residential uses or nonresidential uses.
 - (3) The R-1 Low-Density Residential District is designated for land which is or may be serviced with municipal facilities. The density of families per acre and the character of development should provide the pattern for most of the residential development occurring outside the central portion of the City of Franklin.
 - (4) The R-2 High-Density Residential District is designated for land where not only central water and sewer facilities are available but that is nearest to municipal and business facilities.
 - (5) The R-3 One-, Two- and Three-Family Residential District is designated to encompass already developed residential neighborhoods in the City which are characterized by predominantly one-, two- and three-family homes. The purpose of the district is to preserve the residential character of the neighborhood without more intensive multifamily uses or businesses.

1. Editor's Note: Amended at time of adoption of Code (see Ch. 1, General Provisions, Art. I).

- B. Business and commercial district. This district is designated for business and limited to business and certain residential uses by special exception. By establishing a compact district for such uses, better fire protection, police protection and utilities may be provided. Generally, industrial uses are excluded in order to reduce the hazards caused by extensive truck and rail movements normally associated with such uses. However, research, industrial uses and certain light industrial uses are permitted by special exception if they are of such a nature that they do not cause any hazards and if they meet the specific requirements set forth in this chapter.
- (1) The B-1 Low-Density Business and Commercial District permits high-value business, commercial and restricted residential uses. The purpose of this district is to encourage the growth of this type of use in the proximity of key locations and major municipal highways. **[Amended 9-14-1998 by Ord. No. 98-4]**
 - (2) The B-2 High-Density Business and Commercial District is to encourage the growth of high-value business, commercial and restricted residential uses within a compact area known as the "Franklin Downtown Section." The existing lot sizes, uses and City services available allow for a higher density within this district.
- C. Industrial district. A district designated for industry provides suitable space for existing industries and their expansion as well as for future industrial development. Performance standards, parking specifications and yard regulations are set forth in this chapter in order to ensure safe industrial development that is compatible with adjacent uses. The specific purposes are as follows:
- (1) The I-1 Industrial District promotes the establishment of high-value industrial installations in a campus arrangement in locations accessible to the highway, transportation and public utilities.
 - (2) The I-2 Light Industrial District is designated to promote the establishment of such installations as research and development and other light industrial uses which will not disturb or endanger neighboring properties.
- D. Conservation District. The district designated for conservation, "C," is limited to low-density residential, agriculture and certain other open land uses. The purpose of this district is to prevent intensive development of land that is unsuitable for development because of lack of municipal utilities, unsuitability of soil, steepness of slope or periodic flooding.
- E. Lake Protection District. The LP Lake Protection District is an environmentally sensitive area surrounding Webster Lake and in which development activities must be closely regulated to preserve the water quality of the lake.

§ 305-14. Lot and yard requirements. [Amended 7-15-1998 by Ord. No. 98-5; 12-20-2000 by Ord. No. 00-7]

- A. The minimum lot area, minimum lot area per dwelling unit, minimum frontage of lot, minimum depth of front yard and minimum width of each side yard for each district shall be as shown on the following table: [Amended 8-2-2004 by Ord. No. 01-05; 4-3-2006 by Ord. No. 07-06; 5-1-2006 by Ord. No. 09-06; 4-6-2015 by Ord. No. 12-15]

NA - Not Allowed

NR - No Regulation

Requirement	District										
	RR	RS	R-1	R-2	R-3	B-1	B-2	I-1	I-2	C	LP
Minimum Lot Area (sq. ft. in thousands)											
Off-lot City sewer and water	65.5	15	20	10	15	10	NR	40	40	225	108.9
Off-lot City sewer or water	65.5	20	30	15	20	20	NR	100	100	225	108.9
On-lot sewer and water	87	40	40	40	40	30	NR	100	100	225	108.9
Minimum Lot Area Per Additional Dwelling Unit (sq. ft. in thousands)											
Off-lot City sewer and water	NA	NA	20	5	7.5	5	2	NA	NA	NA	NA
Off-lot sewer or water	NA	NA	30	15	20	15	NA	NA	NA	NA	NA
On-lot sewer and water	NA	NA	40	30	30	40	NA	NA	NA	NA	NA
Minimum Lot Frontage¹ (feet)	225	100	150	100	100	80	75	80	80	400	200
Minimum Front Yard Depth (feet)	40	30	40	20	15	15	20 ¹	50 ²	25	50	50
Minimum Side Yard Width (feet)	25	25	20	15	15	15	NR	25 ²	25	25	50
Minimum Depth From Building to Rear Lot Line (feet)	25	25	20	15	15	20	20	50 ²	40	25	50

NOTES:

¹Maintain front lot lines in developed areas.

²When a proposed building in the I-1 Zoning District would abut an industrial-zoned lot, then the setbacks for the front, rear, and side yards are reduced to 20 feet, 20 feet, and 15 feet, respectively. If the proposed building abuts a residential use or residentially zoned land, then the setbacks shall be as shown in the table.

- B. Lots which abut on more than one street shall provide the required frontage and front yard setback along the street upon which the principal structure faces.
- C. All structures, whether attached to the principal structure or not and whether open or enclosed, including porches, carports, balconies or platforms, above normal grade level shall not project into any minimum front, side or rear yard setback requirements.
- D. (Reserved)¹

- E. All properties that abut any water body, such as lakes, rivers, etc., must comply with the New Hampshire Shore Line Protection Act, on the water side of such property, as identified in RSA 483-B.

1. Editor's Note: Former Subsection D, regarding a lot of record held in separate ownership from ownership of adjoining lots, was repealed 7-10-2006 by Ord. No. 03-07.

SECTION E

Time And Market Trending

Explanation and Derivation of Time Trending Factors: Time trending refers to an analysis of market conditions over a specific period, with two objectives: 1) First, the assessor must identify whether the market has appreciated, remained stable, or declined since the last valuation/reporting period; 2) Secondly, the assessor must determine the actual rate of such activity, typically on a percentage basis.

The most useful and direct basis for extracting the rate of market change, whether up, down, or neutral, is to identify property that has sold twice with few changes in the property between the two sale dates. In such situations, the rate is calculated by comparing the change in sale price between the two periods. The reliability of this extracted rate of change is greatly improved when a number of such sales are available.

Another technique, less direct, but generally more statistically reliable due to the number of sales associated with the annual study, is to extract the rate of change in market conditions from the ratio studies.

In the current analysis, because there were an insufficient number of local re-sales to extract a meaningful rate of change, the median ratios for the preceding year were utilized and evaluated, as follows:

<u>Time Period</u>	<u>Median Ratio</u>	<u>Old Median Ratio</u>
4/1/2022 - 9/30/2022	98%	58%
10/1/2022 – 3/31/2023	100%	60%

The overall median ratio for the one year sales sample is 98%. The median for the first six months is 98% and the median for the last six months is 100%. Both time periods are within two percent of the overall median assessment ratio of 98%. This indicates that the market was relatively flat over the one year period. **Therefore, no time adjustment was utilized in the analysis.**

SECTION F

Land And Neighborhood Data

Explanation and Results of Base Land Rate and Neighborhood Classification: Neighborhood classification begins with an understanding that every municipality can be segregated into areas, and differentiated by varying characteristics, such as type and quality of roads, topographic and scenic features such as views, surrounding uses, and the quality and/or maintenance of such uses, etc. Typically, these distinguishing characteristics result in differing market responses, in terms of the underlying land value, that can be positive or negative. Neighborhood classification, therefore, depends upon establishing a “base”, or “average” land rate for each neighborhood. Once the base rate is established, a “schedule” of positive or negative adjustments is developed corresponding to the degree of difference from the base.

The first preliminary step is to identify the neighborhoods, and establish the corresponding boundaries associated with each. This determination is also influenced by interviews with knowledgeable local brokers and real estate agents. Local sale data is then collected, specific to each neighborhood, and examined. Sales of vacant land provide the most direct and reliable estimate of land value. However, when an insufficient number of vacant land sales are available, a land “extraction” technique is utilized. The Land Extraction technique deducts the depreciated improvement value from the total sales price, resulting in the contributory value of the underlying land.

The two primary methods of valuing land are associated with the sales comparison approach. The “comparative unit” method enables the assessor to determine a typical per unit value for each strata of land, by calculating the median or mean sale price for unit. The “base lot” method requires the assessor to establish the value of the standard or “base” parcel in each stratum through a traditional sales comparison approach, with the base lot serving as the subject parcel. Once the base lot value is established, it is used as a benchmark to establish values for individual parcels, with adjustments made to each parcel as a result of their unique or varying characteristics.

Base Land Rate/Neighborhood factors: Residential land values were developed through the analysis of vacant land sales and use of a land extraction technique. The analysis is based upon the following:

Land sales that were considered arms-length transactions were utilized in the analysis. Sales were broken down into:

1. Street address
2. Parcel identification number – Map – Block – Lot – Unit
3. Neighborhoods
4. Zoning
5. Date of sale
6. Sale price

7. Size of parcel – Acres
8. Price per square foot
9. Proposed value
10. Appraised to sales ratio – ASR
11. Any adjustments that are specific to that parcel – topography, wetlands, ROW's

Lots are arranged by parcel size and equal desirability. A distinct correlation of lot size versus value per square foot becomes apparent. Most frequently occurring similarities in sale prices relating to parcel size are plotted on a land curve. When a desired curve is achieved, land values are set for specific land size parameters, and a land schedule is finalized. Through the land analysis one land curve and nine distinct neighborhoods were developed. A breakout of each neighborhood code and description is identified later in this report.

Due to the limited amount of arms-length vacant land sales, a land extraction technique was also used to assist in the development of the land schedule. In this procedure, the depreciated building value is calculated. These depreciated building values were subtracted from the sales prices to determine a land residual. These values are compared to national cost service manuals to ensure comparability to the market.

The proposed (schedules) values were then tested against the residuals. Multiplying the land size by the proposed price per square foot to yield a proposed land value tests the proposed land schedule. This proposed land value is then divided by the land residual to yield an assessment to sales ratio (ASR). Final determination of desired land values is completed by calculating the mean, median, and co-efficient of dispersion from the ASR.

The **MEAN** is the calculated average of all sales in a specific category. The sum of all assessment to sales ratios (ASR) is then divided by the number of sales to give a MEAN ASR.

The **MEDIAN** is the value of the middle sale in an uneven number of sales arranged according to size. Another way of describing it would be a positional average that is not affected by the size of extremes values.

The **CO-EFFICIENT OF DISPERSION (COD)** also known as the measure of central tendency, is the ratio of a measure of absolute dispersion to an average and expressed as a ratio of the standard deviation (amount of variability of scatter in a frequency distribution) to the median. In simpler terms, this is the tendency of sales or items being analyzed to cluster around a central point and/or specific value. The **COD** is calculated by subtracting the median from each sale ASR. Once this is complete, the sum total is divided by the number of sales and finally divided by the median itself. The resulting value is the co-efficient of dispersion. The International Association of Assessing Officers requirement is 20% or less for land ratios.

When acceptable statistics are achieved, the final land schedules are implemented.

RESIDENTIAL LAND VALUATION

Due to only having two valid vacant land sales, residential land values were supported using the land extraction (land residual) technique. In this procedure, the depreciated value of all improvements are subtracted from the sale price to determine an indicated land value. When arranged by size and adjusted for location (neighborhood) and condition a distinct correlation between lot size and price per square foot becomes apparent. These indicated prices per acre curve plot point were used to support the land curve parameters (see chart below).

<u>Lot Size (Ac)</u>	<u>Value</u>
0.01	\$30,000
0.10	\$75,000
0.23	\$80,000
0.34	\$85,000
0.46	\$90,000
0.69	\$95,000
0.92	\$100,000
2.30	\$103,900
2.50	\$104,400

The analysis that follows by lot size is used to support the land curve table.

City of Franklin, New Hampshire
Lot Size Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000117	000175	000000	8	AYLES COURT	L-R1	N-E	2,614	1,610	1925	Residential	1/31/2023	225,000	144,400	223,300	0.99	0.01
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E	2,614	868	1920	Residential	4/19/2022	135,000	81,500	132,500	0.98	0.00
000117	000320	000000	32	EAST BOW STREET	L-R2W	N-E	2,614	2,218	1880	Multi Family	5/26/2022	250,000	111,900	210,600	0.84	0.14
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E	3,049	1,326	1925	Residential	6/3/2022	195,000	91,600	179,800	0.92	0.06
000134	000241	000000	599	CENTRAL STREET	L-R1	N-E	3,920	1,405	1920	Residential	2/9/2023	220,000	94,300	200,500	0.91	0.07
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E	4,356	1,525	1888	Residential	6/7/2022	217,500	137,400	211,000	0.97	0.01
000076	000055	000000	30	ORIOLE STREET	L-R1	N-D	4,792	647	1940	Residential	5/26/2022	145,000	98,900	153,800	1.06	0.08
000134	000079	000000	50	PEARL STREET	L-R1	N-E	4,792	1,237	1900	Residential	10/4/2022	210,000	133,000	219,400	1.04	0.06
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E	4,792	1,961	1910	Residential	10/31/2022	275,000	160,600	270,700	0.98	0.00

Count: 9

Lot Size: 1,000 Sf to 5,000 Sf

Mean: 0.97
 Median: 0.98
 Cod: 4.96

000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	5,227	2,941	1890	Multi Family	4/1/2022	225,500	141,400	234,700	1.04	0.07
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E	5,663	1,983	1830	Residential	5/18/2022	230,000	133,700	221,600	0.96	0.01
000116	000044	000000	16	FOREST STREET	L-R1	N-E	6,098	1,462	1940	Residential	1/5/2023	245,000	139,100	234,400	0.96	0.01
000117	000104	000000	39	ELKINS STREET	L-R4	N-E	6,098	3,380	1900	Multi Family	6/3/2022	341,000	151,600	258,500	0.76	0.21
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E	6,534	1,148	1910	Residential	12/22/2022	249,933	110,700	222,800	0.89	0.08
000117	000203	000000	96	FRANKLIN STREET	L-R4	N-E	6,534	4,171	1900	Multi Family	6/23/2022	455,000	218,000	406,500	0.89	0.08
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E	6,970	1,082	1890	Residential	6/29/2022	230,000	127,300	225,500	0.98	0.01
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	7,405	1,274	1939	Residential	11/30/2022	415,000	232,700	460,300	1.11	0.14
000117	000105	000000	58	RIVER STREET	L-R2	N-E	7,405	2,089	1870	Multi Family	4/15/2022	160,000	139,100	156,700	0.98	0.01
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E	7,841	2,447	1920	Residential	6/23/2022	280,000	163,600	281,800	1.01	0.04
000100	000037	000000	8	FAIR STREET	L-R1	N-E	8,276	1,342	1900	Residential	8/8/2022	287,983	159,400	240,600	0.84	0.13
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	1.05	0.08
000117	000267	000000	169	CENTRAL STREET	L-CI	N-E	8,712	1,620	1950	Restaurant	10/7/2022	230,000	193,500	227,100	0.99	0.02
000118	000001	000000	168	FRANKLIN STREET	L-R1	N-E	8,712	1,416	1900	Residential	5/31/2022	297,800	135,000	243,800	0.82	0.15
000117	000250	000000	34	SPRING STREET	L-R1	N-E	8,799	1,812	1900	Residential	9/2/2022	185,000	115,400	207,200	1.12	0.15
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F	9,191	1,966	2007	Residential	8/2/2022	700,000	364,200	664,500	0.95	0.02
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	N-E	9,583	739	1945	Residential	11/2/2022	199,000	99,700	188,500	0.95	0.02
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E	9,583	2,325	1929	Residential	2/3/2023	353,000	195,500	354,200	1.00	0.03

Count: 18

Lot Size: 5,000 Sf to 10,000 Sf

Mean: 0.96
 Median: 0.97
 Cod: 7.23

000098	000009	000000	44	CENTRAL STREET	L-R2	N-E	10,019	2,762	1900	Multi Family	1/9/2023	250,000	193,900	255,600	1.02	0.05
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E	10,454	1,287	1974	Double Wide MH	9/19/2022	215,000	106,700	188,200	0.88	0.09
000076	000043	000000	92	LARK STREET	L-R1	N-D	10,890	899	1960	Residential	7/1/2022	256,000	112,700	214,000	0.84	0.13

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000117	000023	000000	25	OAK STREET	L-CI	N-E	10,890	4,154	1900	Apartments	9/9/2022	415,000	250,500	355,400	0.86	0.11
000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	10,890	3,149	1900	Multi Family	5/19/2022	285,000	163,000	279,100	0.98	0.01
000117	000055	000000	349	CENTRAL STREET	L-CI	N-E	10,890	9,371	1900	Stores	4/12/2022	350,000	352,600	397,200	1.13	0.16
000096	000067	000000	15	LAXON AVENUE	L-R1	N-E	11,326	2,181	1940	Residential	7/19/2022	290,000	203,000	327,000	1.13	0.16
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E	12,197	1,687	1866	Residential	10/4/2022	242,000	146,400	254,600	1.05	0.08
000135	000122	000000	58	PINE STREET	L-R1A	N-E	13,068	3,363	1900	Multi Family	6/24/2022	299,933	173,800	301,600	1.01	0.04
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F	14,375	2,007	1965	Residential	8/15/2022	315,000	187,300	311,600	0.99	0.02
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E	14,375	1,854	1875	Multi Family	10/17/2022	229,000	120,400	202,100	0.88	0.09
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E	14,810	1,011	1973	Residential	8/18/2022	240,000	152,100	247,000	1.03	0.06
000116	000076	000000	297	VICTORY DRIVE	L-R1	N-E	14,810	1,064	1955	Residential	1/25/2023	280,000	135,700	232,200	0.83	0.14
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E	15,246	2,222	1790	Residential	9/16/2022	350,000	217,300	324,600	0.93	0.04
000113	000016	000000	3	ROBERT STREET	L-R1	N-F	15,246	1,330	1965	Residential	5/2/2022	325,133	159,500	273,100	0.84	0.13
000131	000007	000000	10	HAMPSHIRE DRIVE	L-R1	N-E	15,682	1,646	1967	Residential	12/28/2022	215,000	182,100	259,700	1.21	0.24
000100	000032	000000	5	FAIR STREET	L-R1	N-E	16,117	1,547	1927	Residential	9/16/2022	302,000	175,600	283,200	0.94	0.03
000134	000283	000000	123	KENDALL STREET	L-R1	N-E	16,858	2,475	1901	Residential	9/6/2022	295,000	190,700	318,800	1.08	0.11
000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	N-E	16,988	2,491	1900	Multi Family	5/2/2022	265,000	148,400	222,500	0.84	0.13
000115	000045	000000	28	LIBERTY AVENUE	L-R1	N-E	16,988	1,718	1970	Residential	10/27/2022	299,000	176,100	305,000	1.02	0.05
000116	000139	000000	33	BEATON STREET	L-R1	N-E	16,988	2,182	1950	Residential	10/24/2022	359,000	192,400	328,000	0.91	0.06
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E	16,988	1,982	1910	Residential	1/3/2023	300,000	177,100	286,100	0.95	0.02
000134	000219	000000	64	CLARK STREET	L-R1	N-E	17,424	2,109	1935	Residential	1/9/2023	348,000	178,200	309,600	0.89	0.08
000135	000068	000000	62	BEECH STREET	L-R1	N-E	18,731	2,882	1900	Residential	10/24/2022	313,000	221,000	375,600	1.20	0.23

Count: 24

Lot Size: 10,000 Sf to 20,000 Sf

Mean: 0.98

Median: 0.97

Cod: 9.74

000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	20,473	1,724	1960	Residential	1/6/2023	760,000	299,300	725,800	0.96	0.03
000100	000406	000020	19	STERLING DRIVE	L-R1	N-G	21,780	2,966	2004	Residential	10/4/2022	450,000	293,300	494,000	1.10	0.12
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E	22,216	2,478	1900	Residential	8/9/2022	360,000	217,000	348,800	0.97	0.01
000116	000131	000000	13	ROWELL DRIVE	L-R1	N-E	22,216	1,956	1954	Residential	9/21/2022	360,000	192,600	323,100	0.90	0.08
000115	000121	000000	343	VICTORY DRIVE	L-R1	N-E	22,651	1,209	1999	Residential	6/22/2022	275,000	146,900	246,900	0.90	0.08
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E	22,651	1,212	1975	Single Wide MH	11/28/2022	150,200	99,600	147,800	0.98	0.00
000118	000050	000000	5	POPLAR STREET	L-R1	N-E	23,087	2,766	1964	Residential	11/16/2022	359,000	231,100	400,600	1.12	0.14
000100	000057	000000	7	UPLAND DRIVE	L-R1	N-G	26,572	2,154	1996	Residential	6/24/2022	390,000	196,000	382,000	0.98	0.00
000096	000085	000000	80	LAWDALE AVENUE	L-R1	N-E	28,183	2,199	1939	Residential	10/26/2022	310,000	188,200	316,700	1.02	0.04
000133	000064	000000	250	KENDALL STREET	L-R1	N-E	28,183	1,293	1986	Residential	8/8/2022	276,533	156,700	254,600	0.92	0.06
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	N-E	28,750	1,989	1945	Residential	8/16/2022	280,000	202,800	334,500	1.19	0.21

Count: 11

Lot Size: 20,000 Sf to 30,000 Sf

Mean: 1.00

Median: 0.98

Cod: 7.19

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E	30,928	1,733	2022	Residential	9/1/2022	385,000	186,800	349,600	0.91	0.09
000098	000022	000000		SUMMIT STREET	L-R1	N-E	30,928				6/22/2022	55,000	37,000	49,000	0.89	0.11
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E	38,333	1,465	2005	Residential	9/22/2022	235,000	160,300	247,500	1.05	0.05
000097	000091	000001	139	LAWNDALE AVENUE	L-R1	N-E	42,994	1,411	2017	Residential	10/3/2022	367,000	182,800	298,400	0.81	0.19
000076	000405	000006	25	FINCH DRIVE	L-R1	N-F	50,835	2,437	2007	Residential	5/27/2022	435,000	274,200	440,500	1.01	0.01
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	N-E	52,751	2,816	1987	Residential	12/12/2022	389,933	244,000	396,200	1.02	0.02
000116	000155	000000	78	SANBORN STREET	L-R4	N-E	56,628	4,360	1880	Multi Family	6/23/2022	435,000	243,100	399,700	0.92	0.08
000129	000003	000000		NEW BOSTON ROAD	L-R1	N-E	63,598				11/7/2022	50,000	41,900	57,900	1.16	0.16
000134	000024	000000	120	SANBORN STREET	L-R1	N-E	65,340	2,368	1880	Residential	3/27/2023	260,000	191,300	281,100	1.08	0.08
000121	000403	000018	32	SKY MEADOW LANE	L-R1	N-G	65,514	2,650	2014	Residential	11/14/2022	457,000	300,400	504,500	1.10	0.10
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	N-E	66,647	2,194	2003	Residential	8/11/2022	359,933	222,400	357,800	0.99	0.01
000118	000052	000000	16	EDGEWOOD STREET	L-R1	N-E	69,696	2,271	1900	Residential	3/1/2023	340,000	193,800	322,900	0.95	0.05

Count: 12

Lot Size: 30,000 Sf to 70,000 Sf

Mean: 0.99
Median: 1.00
Cod: 7.92

000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	N-E	78,408	3,245	1890	Residential	5/31/2022	390,000	265,900	444,100	1.14	0.08
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	N-E	81,893	1,378	1988	Double Wide MH	10/21/2022	230,000	136,100	237,300	1.03	0.03
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E	90,605	7,108	1920	Apartments	5/12/2022	430,000	395,800	432,600	1.01	0.05
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E	94,830	2,116	1900	Residential	7/1/2022	250,000	182,000	281,200	1.12	0.06
000112	000018	000000	7	MEADOWOOD DRIVE	L-R1	N-H	131,116	3,753	2002	Residential	9/9/2022	494,533	352,500	586,100	1.19	0.13
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	143,748	2,441	1940	Residential	10/6/2022	775,000	348,000	818,900	1.06	0.00
000092	000402	000000	281	HILL ROAD	L-R1	N-E	148,104	1,146	1978	Residential	7/13/2022	250,000	161,400	266,200	1.06	0.00
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	N-E	322,344	1,995	1979	Residential	3/3/2023	304,000	193,400	333,500	1.10	0.04
000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	396,396	2,859	1973	Residential	5/23/2022	600,000	314,900	531,600	0.89	0.17

Count: 9

Lot Size: 70,000+

Mean: 1.07
Median: 1.06
Cod: 5.98

NEIGHBORHOOD ANALYSIS

Once the vacant land sales and residual analysis was complete, the next step in the process is to create neighborhoods. Neighborhoods were based on desirability delineations throughout the City. Market areas are delineated by the use of Neighborhood Codes. The original delineations were tested and modified where needed. Below are the neighborhood codes used for the City of Franklin:

<u>Code</u>	<u>Description</u>	<u>Factor</u>
A	AVG-40	0.60
B	AVG-30	0.70
C	AVG-20	0.80
D	AVG-10	0.90
E	AVG	1.00
F	AVG+10	1.10
G	AVG+20	1.20
H	AVG+30	1.30
I	AVG+40	1.40
J	AVG+50	1.50
K	AVG+60	1.60
L	AVG+70	1.70
M	AVG+80	1.80
N	AVG+90	1.90
R	MH IN PARK	1.00
S	AVG+150	2.50
T	AVG+200	3.00

The analysis that follows helps support the factors that were utilized in the Neighborhood table.

City of Franklin, New Hampshire
Neighborhood Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000076	000043	000000	92	LARK STREET	L-R1	N-D	10,890	899	1960	Residential	7/1/2022	256,000	112,700	214,000	0.84	0.11
000076	000055	000000	30	ORIOLE STREET	L-R1	N-D	4,792	647	1940	Residential	5/26/2022	145,000	98,900	153,800	1.06	0.11

Count: 2
Nbhd: N-D

Mean: 0.95
Median: 0.95
Cod: 11.83

000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	396,396	2,859	1973	Residential	5/23/2022	600,000	314,900	531,600	0.89	0.09
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E	30,928	1,733	2022	Residential	9/1/2022	385,000	186,800	349,600	0.91	0.07
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	143,748	2,441	1940	Residential	10/6/2022	775,000	348,000	818,900	1.06	0.08
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	7,405	1,274	1939	Residential	11/30/2022	415,000	232,700	460,300	1.11	0.13
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	1.05	0.07
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	N-E	81,893	1,378	1988	Double Wide MH	10/21/2022	230,000	136,100	237,300	1.03	0.05
000092	000402	000000	281	HILL ROAD	L-R1	N-E	148,104	1,146	1978	Residential	7/13/2022	250,000	161,400	266,200	1.06	0.08
000096	000062	000015	5	DAISY LANE	L-R1	N-E	0	776	1972	Single Wide MH	1/9/2023	49,900	13,900	36,700	0.74	0.24
000096	000062	000049	14	ROSE LANE	L-R1	N-E	0	708	1973	Single Wide MH	9/9/2022	24,900	12,700	26,500	1.06	0.08
000096	000062	000053	7	LILY LANE	L-R1	N-E	0	752	1972	Single Wide MH	5/18/2022	51,000	26,400	49,900	0.98	0.00
000096	000067	000000	15	LAXON AVENUE	L-R1	N-E	11,326	2,181	1940	Residential	7/19/2022	290,000	203,000	327,000	1.13	0.15
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	N-E	66,647	2,194	2003	Residential	8/11/2022	359,933	222,400	357,800	1.09	0.01
000096	000085	000000	80	LAWNDALE AVENUE	L-R1	N-E	28,183	2,199	1939	Residential	10/26/2022	310,000	188,200	316,700	1.02	0.04
000096	000412	000012	12	VINE STREET	L-R1	N-E	0	1,078	1998	Single Wide MH	9/30/2022	90,000	38,600	82,800	0.92	0.06
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E	15,246	2,222	1790	Residential	9/16/2022	350,000	217,300	324,600	0.93	0.05
000097	000091	000001	139	LAWNDALE AVENUE	L-R1	N-E	42,994	1,411	2017	Residential	10/3/2022	367,000	182,800	298,400	0.81	0.17
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E	7,841	2,447	1920	Residential	6/23/2022	280,000	163,600	281,800	1.01	0.03
000098	000009	000000	44	CENTRAL STREET	L-R2	N-E	10,019	2,762	1900	Multi Family	1/9/2023	250,000	193,900	255,600	1.02	0.04
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E	22,216	2,478	1900	Residential	8/9/2022	360,000	217,000	348,800	0.97	0.01
000098	000022	000000		SUMMIT STREET	L-R1	N-E	30,928				6/22/2022	55,000	37,000	49,000	0.89	0.09
000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	N-E	16,988	2,491	1900	Multi Family	5/2/2022	265,000	148,400	222,500	0.84	0.14
000100	000032	000000	5	FAIR STREET	L-R1	N-E	16,117	1,547	1927	Residential	9/16/2022	302,000	175,600	283,200	0.94	0.04
000100	000037	000000	8	FAIR STREET	L-R1	N-E	8,276	1,342	1900	Residential	8/8/2022	287,983	159,400	240,600	0.84	0.14
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	N-E	9,583	739	1945	Residential	11/2/2022	199,000	99,700	188,500	0.95	0.03
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E	94,830	2,116	1900	Residential	7/1/2022	250,000	182,000	281,200	1.12	0.14
000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	N-E	78,408	3,245	1890	Residential	5/31/2022	390,000	265,900	444,100	1.14	0.16
000115	000045	000000	28	LIBERTY AVENUE	L-R1	N-E	16,988	1,718	1970	Residential	10/27/2022	299,000	176,100	305,000	1.02	0.04
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E	14,810	1,011	1973	Residential	8/18/2022	240,000	152,100	247,000	1.03	0.05
000115	000121	000000	343	VICTORY DRIVE	L-R1	N-E	22,651	1,209	1999	Residential	6/22/2022	275,000	146,900	246,900	0.90	0.08
000115	000402	000001	4-1	WESTVIEW DRIVE	L-R1	N-E	0	1,277	1988	Condo/Townhouse	5/4/2022	202,000	98,900	200,300	0.99	0.01
000115	000402	000009	6-9	WESTVIEW DRIVE	L-R1	N-E	0	1,173	1988	Condo/Townhouse	7/1/2022	210,000	95,200	191,300	0.91	0.07
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E	6,534	1,148	1910	Residential	12/22/2022	249,933	110,700	222,800	0.89	0.09
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	5,227	2,941	1890	Multi Family	4/1/2022	225,500	141,400	234,700	1.04	0.06

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000116	000044	000000	16	FOREST STREET	L-R1	N-E	6,098	1,462	1940	Residential	1/5/2023	245,000	139,100	234,400	0.96	0.02
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E	12,197	1,687	1866	Residential	10/4/2022	242,000	146,400	254,600	1.05	0.07
000116	000076	000000	297	VICTORY DRIVE	L-R1	N-E	14,810	1,064	1955	Residential	1/25/2023	280,000	135,700	232,200	0.83	0.15
000116	000131	000000	13	ROWELL DRIVE	L-R1	N-E	22,216	1,956	1954	Residential	9/21/2022	360,000	192,600	323,100	0.90	0.08
000116	000139	000000	33	BEATON STREET	L-R1	N-E	16,988	2,182	1950	Residential	10/24/2022	359,000	192,400	328,000	0.91	0.07
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	N-E	28,750	1,989	1945	Residential	8/16/2022	280,000	202,800	334,500	1.19	0.21
000116	000155	000000	78	SANBORN STREET	L-R4	N-E	56,628	4,360	1880	Multi Family	6/23/2022	435,000	243,100	399,700	0.92	0.06
000117	000023	000000	25	OAK STREET	L-C1	N-E	10,890	4,154	1900	Apartments	9/9/2022	415,000	250,500	355,400	0.86	0.12
000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	10,890	3,149	1900	Multi Family	5/19/2022	285,000	163,000	279,100	0.98	0.00
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E	4,356	1,525	1888	Residential	6/7/2022	217,500	137,400	211,000	0.97	0.01
000117	000054	0UNIT1	355	CENTRAL STREET	L-C1	N-E	0	1,421	1900	Stores	4/27/2022	135,000	119,800	171,800	1.27	0.29
000117	000055	000000	349	CENTRAL STREET	L-C1	N-E	10,890	9,371	1900	Stores	4/12/2022	350,000	352,600	397,200	1.13	0.15
000117	000104	000000	39	ELKINS STREET	L-R4	N-E	6,098	3,380	1900	Multi Family	6/3/2022	341,000	151,600	258,500	0.76	0.22
000117	000105	000000	58	RIVER STREET	L-R2	N-E	7,405	2,089	1870	Multi Family	4/15/2022	160,000	139,100	156,700	0.98	0.00
000117	000155	0UNIT4	400	CENTRAL STREET	L-R1	N-E	0	1,481	1875	Condo/Townhouse	6/30/2022	399,000	0	402,600	1.01	0.03
000117	000155	0UNIT6	400	CENTRAL STREET	L-R1	N-E	0	1,056	1875	Condo/Townhouse	7/29/2022	379,000	0	349,400	0.92	0.06
000117	000155	0UNIT7	400	CENTRAL STREET	L-R1	N-E	0	476	1875	Condo/Townhouse	9/16/2022	180,000	0	176,900	0.98	0.00
000117	000155	0UNIT8	400	CENTRAL STREET	L-R1	N-E	0	2,220	1875	Condo/Townhouse	9/22/2022	661,533	0	619,800	0.94	0.04
000117	000175	000000	8	AYLES COURT	L-R1	N-E	2,614	1,610	1925	Residential	1/31/2023	225,000	144,400	223,300	0.99	0.01
000117	000203	000000	96	FRANKLIN STREET	L-R4	N-E	6,534	4,171	1900	Multi Family	6/23/2022	455,000	218,000	406,500	0.89	0.09
000117	000250	000000	34	SPRING STREET	L-R1	N-E	8,799	1,812	1900	Residential	9/2/2022	185,000	115,400	207,200	1.12	0.14
000117	000267	000000	169	CENTRAL STREET	L-C1	N-E	8,712	1,620	1950	Restaurant	10/7/2022	230,000	193,500	227,100	0.99	0.01
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E	14,375	1,854	1875	Multi Family	10/17/2022	229,000	120,400	202,100	0.88	0.10
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E	2,614	868	1920	Residential	4/19/2022	135,000	81,500	132,500	0.98	0.00
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E	5,663	1,983	1830	Residential	5/18/2022	230,000	133,700	221,600	0.96	0.02
000117	000320	000000	32	EAST BOW STREET	L-R2W	N-E	2,614	2,218	1880	Multi Family	5/26/2022	250,000	111,900	210,600	0.84	0.14
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E	6,970	1,082	1890	Residential	6/29/2022	230,000	127,300	225,500	0.98	0.00
000118	000001	000000	168	FRANKLIN STREET	L-R1	N-E	8,712	1,416	1900	Residential	5/31/2022	297,800	135,000	243,800	0.82	0.16
000118	000050	000000	5	POPLAR STREET	L-R1	N-E	23,087	2,766	1964	Residential	11/16/2022	359,000	231,100	400,600	1.12	0.14
000118	000052	000000	16	EDGEWOOD STREET	L-R1	N-E	69,696	2,271	1900	Residential	3/1/2023	340,000	193,800	322,900	0.95	0.03
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	N-E	52,751	2,816	1987	Residential	12/12/2022	389,933	244,000	396,200	1.02	0.04
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	N-E	322,344	1,995	1979	Residential	3/3/2023	304,000	193,400	333,500	1.10	0.12
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E	22,651	1,212	1975	Single Wide MH	11/28/2022	150,200	99,600	147,800	0.98	0.00
000129	000003	000000		NEW BOSTON ROAD	L-R1	N-E	63,598				11/7/2022	50,000	41,900	57,900	1.16	0.18
000131	000007	000000	10	HAMPSHIRE DRIVE	L-R1	N-E	15,682	1,646	1967	Residential	12/28/2022	215,000	182,100	259,700	1.21	0.23
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	N-E	0	1,944	2016	Double Wide MH	11/17/2022	342,000	226,900	338,300	0.99	0.01
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	N-E	0	1,758	2013	Double Wide MH	10/14/2022	275,000	164,800	269,600	0.98	0.00
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	N-E	0	1,707	2015	Double Wide MH	4/29/2022	265,000	161,400	261,200	0.99	0.01
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	N-E	0	1,528	2015	Double Wide MH	9/28/2022	261,000	154,300	249,200	0.95	0.03
000133	000064	000000	250	KENDALL STREET	L-R1	N-E	28,183	1,293	1986	Residential	8/8/2022	276,533	156,700	254,600	0.92	0.06
000134	000024	000000	120	SANBORN STREET	L-R1	N-E	65,340	2,368	1880	Residential	3/27/2023	260,000	191,300	281,100	1.08	0.10
000134	000079	000000	50	PEARL STREET	L-R1	N-E	4,792	1,237	1900	Residential	10/4/2022	210,000	133,000	219,400	1.04	0.06

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000134	000219	000000	64	CLARK STREET	L-R1	N-E	17,424	2,109	1935	Residential	1/9/2023	348,000	178,200	309,600	0.89	0.09
000134	000241	000000	599	CENTRAL STREET	L-R1	N-E	3,920	1,405	1920	Residential	2/9/2023	220,000	94,300	200,500	0.91	0.07
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E	3,049	1,326	1925	Residential	6/3/2022	195,000	91,600	179,800	0.92	0.06
000134	000283	000000	123	KENDALL STREET	L-R1	N-E	16,858	2,475	1901	Residential	9/6/2022	295,000	190,700	318,800	1.08	0.10
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E	90,605	7,108	1920	Apartments	5/12/2022	430,000	395,800	432,600	1.01	0.03
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E	10,454	1,287	1974	Double Wide MH	9/19/2022	215,000	106,700	188,200	0.88	0.10
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E	16,988	1,982	1910	Residential	1/3/2023	300,000	177,100	286,100	0.95	0.03
000135	000068	000000	62	BEECH STREET	L-R1	N-E	18,731	2,882	1900	Residential	10/24/2022	313,000	221,000	375,600	1.20	0.22
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E	4,792	1,961	1910	Residential	10/31/2022	275,000	160,600	270,700	0.98	0.00
000135	000122	000000	58	PINE STREET	L-R1A	N-E	13,068	3,363	1900	Multi Family	6/24/2022	299,933	173,800	301,600	1.01	0.03
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E	9,583	2,325	1929	Residential	2/3/2023	353,000	195,500	354,200	1.00	0.02
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E	38,333	1,465	2005	Residential	9/22/2022	235,000	160,300	247,500	1.05	0.07

Count: 87
Nbhd: N-E

Mean: 0.98
Median: 0.98
Cod: 7.87

000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F	9,191	1,966	2007	Residential	8/2/2022	700,000	364,200	664,500	0.95	0.01
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	20,473	1,724	1960	Residential	1/6/2023	760,000	299,300	725,800	0.96	0.01
000076	000405	000006	25	FINCH DRIVE	L-R1	N-F	50,835	2,437	2007	Residential	5/27/2022	435,000	274,200	440,500	1.01	0.05
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F	14,375	2,007	1965	Residential	8/15/2022	315,000	187,300	311,600	0.99	0.03
000113	000016	000000	3	ROBERT STREET	L-R1	N-F	15,246	1,330	1965	Residential	5/2/2022	325,133	159,500	273,100	0.84	0.12

Count: 5
Nbhd: N-F

Mean: 0.95
Median: 0.96
Cod: 4.53

000100	000057	000000	7	UPLAND DRIVE	L-R1	N-G	26,572	2,154	1996	Residential	6/24/2022	390,000	196,000	382,000	0.98	0.12
000100	000406	000020	19	STERLING DRIVE	L-R1	N-G	21,780	2,966	2004	Residential	10/4/2022	450,000	293,300	494,000	1.10	0.00
000121	000403	000018	32	SKY MEADOW LANE	L-R1	N-G	65,514	2,650	2014	Residential	11/14/2022	457,000	300,400	504,500	1.10	0.00

Count: 3
Nbhd: N-G

Mean: 1.06
Median: 1.10
Cod: 3.84

000112	000018	000000	7	MEADOWWOOD DRIVE	L-R1	N-H	131,116	3,753	2002	Residential	9/9/2022	494,533	352,500	586,100	1.19	0.00
--------	--------	--------	---	------------------	------	-----	---------	-------	------	-------------	----------	---------	---------	---------	------	------

Count: 98
Nbhd: N-H

Mean: 1.19
Median: 1.19
Cod: 0.00

*Only one sale and may not be indicative of the market for this strata.

WATERFRONT METHODOLOGY/ANALYSIS

There are a couple small bodies of water with nominal adjustments and one large lake in the City (Webster Lake) that has a site value of \$260,000 added to the land value. This is adjusted by a Condition adjustment to account for various attributes as described below:

- 1) Excess WF: Adjustment ranges from 110% to 325% (\$286,000 to \$845,000) depending on the frontage.
- 2) Sandy Beach: Adjustment ranges from 105% to 150% (\$273,000 to \$390,000) depending on the site.
- 3) Water Access Strips of Land: Adjustment ranges from 20% to 50% (\$52,000 to \$130,000) depending on the width of water frontage.
- 4) Deeded Water Access: Adjustment is 30% for all known lots with deeded water access shared in common.

The following analysis helps support the adjustments that were utilized for waterfront parcels.

City of Franklin, New Hampshire

Waterfront/Access/View Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Site	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	HLWTR	396,396	2,859	1973	Residential	5/23/2022	600,000	314,900	531,600	0.89	0.09
000032	000043	000000	3	NORTH SHORE LANE	L-R1W	N-E	WF	7,405	1,412	1935	Residential	6/28/2022	550,000	223,000	507,500	0.92	0.06
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	WF	20,473	1,724	1960	Residential	1/6/2023	760,000	299,300	725,800	0.96	0.03
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	WF	143,748	2,441	1940	Residential	10/6/2022	775,000	348,000	818,900	1.06	0.08
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	WF	7,405	1,274	1939	Residential	11/30/2022	415,000	232,700	460,300	1.11	0.13
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	WA	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	1.05	0.07
000121	000403	000018	32	SKY MEADOW LANE	L-R1	N-G	MTNS	65,514	2,650	2014	Residential	11/14/2022	457,000	300,400	504,500	1.10	0.12

Count: 7

Mean: 1.01
 Median: 1.05
 Cod: 8.40

City of Franklin, New Hampshire
Waterfront/Water Access/View Detail Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Site	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	HLWTR	396,396	2,859	1973	Residential	5/23/2022	600,000	314,900	531,600	0.89	0.00
Count: 1																	
Site: HLWTR																	
000032	000043	000000	3	NORTH SHORE LANE	L-R1W	N-E	WF	7,405	1,412	1935	Residential	6/28/2022	550,000	223,000	507,500	0.92	0.06
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	WF	20,473	1,724	1960	Residential	1/6/2023	760,000	299,300	725,800	0.96	0.03
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	WF	143,748	2,441	1940	Residential	10/6/2022	775,000	348,000	818,900	1.06	0.08
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	WF	7,405	1,274	1939	Residential	11/30/2022	415,000	232,700	460,300	1.11	0.13
Count: 4																	
Site: WF																	
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	WA	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	1.05	0.00
Count: 1																	
Site: WA																	
000121	000403	000018	32	SKY MEADOW LANE	L-R1	N-G	MTNS	65,514	2,650	2014	Residential	11/14/2022	457,000	300,400	504,500	1.10	0.00
Count: 1																	
Site: MTNS																	

Mean: 0.89
 Median: 0.89
 Cod: 0.00

Mean: 1.01
 Median: 1.01
 Cod: 7.13

Mean: 1.05
 Median: 1.05
 Cod: 0.00

Mean: 1.10
 Median: 1.10
 Cod: 0.00

FRANKLIN, NH LAND PRICING INSTRUCTIONS

Site Improvements:

Utility improvements to the site such as well, septic, and/or public utilities are included in the land value. All lots are valued based upon the use of vacant land sales and land residuals, discounted by 40% for lack of utilities.

Landline #1

Landline #1 represents the prime site in acres up to three acres, depending on zoning. In addition, ROW, topography or any other negative site adjustments can be found in the Condition field. The Neighborhood code is utilized to distinguish the different locations or market areas in Franklin. The Site code is utilized to distinguish the different water bodies, views and utility in Franklin.

Condition Factors:

1. Vacant Buildable Lots: Valued at -40% of market value using a site influence of 60%.
2. Unbuildable Lots: Valued at 5-25% of market value.
3. Potentially Buildable Lots: Valued at 25-75% of market value depending on situation.
4. Topography: Valued at 10-95% of market value depending on severity.
5. Easements/ROW/Shared Driveway/Access: Valued at 75-95% of market value depending on severity.
6. Commercial Lots: Valued at 100% to 800% depending on the intensity of the use.

Landline #2

Any excess acreage over the prime site as dictated by zoning is priced at \$2,500/acre. In addition, any applicable topography, wetlands, or any other detrimental factors can be found in the Condition Adjustment. Excess acreage is not factored by the Neighborhood Code adjustment. There is an acre discount for large lots beginning at 10.0 acres.

Condition Adjustments:

Condition adjustments are used to acknowledge parcel specific adjustments such as wetlands, easements, poor topography, shape, etc. The following table illustrates the typical range of adjustments used:

<u>Influence Percentage</u>	<u>Impact of Topography, Wetlands, Easements, Shape, Etc</u>
90 to 95	Slight
75 to 90	Moderate
50 to 75	Heavy
25 to 50	Severe

5 to 25	Unusable/Undevelopable
---------	------------------------

Well/Septic

Water and sewer systems are intrinsically built into the land rates. As a result, there is a 40% discount on vacant land parcels which gets removed upon development. It is assumed that every improved lot has adequate water and waste disposal.

City of Franklin, New Hampshire

Vacant Land Sales Used in Analysis (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	New Value
000098	000022	000000		SUMMIT STREET	L-R1	6/22/2022	55,000	49,000
000129	000003	000000		NEW BOSTON ROAD	L-R1	11/7/2022	50,000	57,900

Count: 2

City of Franklin, New Hampshire

Vacant Land Sales NOT Used in Analysis (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	New Value
000001	000401	000000		SEVERANCE HILL ROAD	L-CUUW	11/3/2022	1	80,200
000027	000401	000000		BENNETT BROOK ROAD	L-CUUW	2/10/2023	85,000	204,100
000032	000013	000000		LAKE SHORE DRIVE	L-R1W	10/19/2022	515,000	190,100
000033	000002	000000		LAKE SHORE DRIVE	L-R1W	8/17/2022	1	35,300
000035	000016	000000		LOG CABIN ROAD	L-R1	7/29/2022	181,800	3,100
000060	000404	000001	231	SMITH HILL ROAD	L-R1	2/24/2023	1	311,300
000073	000002	000000		PINE COLONY ROAD	L-R1	6/16/2022	905,733	14,600
000074	000033	000000		WEBSTER AVENUE	L-R1	6/27/2022	1	3,700
000076	000047	000000		LARK STREET	L-R1	3/8/2023	1	4,700
000076	000089	000000		LARK STREET	L-R1	3/8/2023	1	49,500
000076	000129	000000		WEBSTER AVENUE	L-R1	3/13/2023	1	56,100
000076	000136	000000		WEBSTER AVENUE	L-R1	3/8/2023	1	2,800
000076	000155	000000		ORIOLE STREET	L-R1	6/2/2022	230,000	4,700
000082	000408	000000		INDUSTRIAL PARK DR	L-R1	8/26/2022	1	83,100
000082	000408	000003	114	INDUSTRIAL PARK DR	L-CI	8/15/2022	220,000	232,100
000083	000011	000000		A STREET (ROW)	L-EX-M	8/4/2022	1	3,200
000096	000023	000000	3	CARVER STREET	L-R1	3/7/2023	45,000	319,100
000097	000056	000000		NORTH MAIN STREET	L-CI	1/3/2023	400,000	77,400
000101	000402	000000	599	SOUTH MAIN STREET	L-CI	11/3/2022	60,000	97,700
000102	000403	000000		COMMERCE DRIVE	L-CI	7/7/2022	170,000	87,000
000102	000403	000001		INDUSTRIAL PARK DR	L-CI	4/6/2022	1	70,000
000102	000403	000003	28	COMMERCE DRIVE	L-CI	8/31/2022	105,000	79,200
000113	000039	000000		WAVERLY STREET	L-R1	4/28/2022	500,000	71,500
000117	000005	000000		PLEASANT STREET	L-EX-M	10/5/2022	1	40,500
000117	000316	000000		EAST BOW STREET	L-CI	5/20/2022	1	58,100
000118	000024	000000		EDMUNDS STREET	L-EX-M	10/5/2022	1	53,800
000118	000124	000001		DANIELL STREET	L-R1	4/25/2022	1	47,200
000123	000003	000000		PROSPECT STREET	L-CUUW	12/1/2022	1	58,900
000128	000014	000000		GILE POND ROAD	L-R1	2/2/2023	1	2,600
000128	000020	000000		GILE POND ROAD	L-R1W	12/12/2022	180,000	84,500
000128	000023	000000		GILE POND ROAD	L-R1	2/2/2023	1	43,300
000128	000032	000000		GILE POND ROAD	L-R1W	4/26/2022	1	52,800
000128	000401	000000		NEW BOSTON ROAD	L-R1	4/13/2022	1	77,700
000145	000403	000000		CALEF HILL ROAD	L-CUUW	12/29/2022	1	73,700
000145	000403	000001		CALEF HILL ROAD	L-CUUW	12/29/2022	1	52,100
000145	000403	000002		CALEF HILL ROAD	L-CUUW	12/29/2022	1	51,900
000145	000403	000003		CALEF HILL ROAD	L-CUUW	12/29/2022	1	53,900
000145	000403	000004		CALEF HILL ROAD	L-CUUW	12/29/2022	1	54,200
000145	000403	000005		CALEF HILL ROAD	L-CUUW	12/29/2022	1	55,900
000145	000403	000006		CALEF HILL ROAD	L-CUUW	12/29/2022	1	52,100

Count: 40

SECTION G

Improved Property Data

BUILDING VALUATION

Process for Collecting, Validating and Reporting Data

All buildings were measured and listed with a subsequent external drive by review to verify the accuracy of the real estate data that was collected. It is necessary to observe the style, quality, condition, and adequacy of each component of the building. The following elements have been rated as to quality, workmanship, and special physical characteristics.

- Style Type (Ranch, Colonial, etc.)
- Model (Residential, Commercial, etc.)
- Grade (B3 through A9)
- Stories
- Occupancy
- Exterior Wall
- Roof Structure
- Roof Cover
- Interior Wall
- Interior Floor
- Heating Fuel and Type
- Bedrooms, Bathrooms & Total Rooms
- Year Built
- Condition of Property
- Functional and Economic Obsolescence
- Yard Items & Special Features

BUILDING STYLES

Below are descriptions of typical styles of single-family/residential style properties.

Ranch

A rambling one story house that is low to the ground and has a low pitched gable roof or roofs.

Split - Level

Living area is on multiple levels with each level having a single story height, generally seen on uneven terrain lots. It can be a front/rear, or side/rear split, or a combination of the two.

Colonial

Generally 2 or 2 ½ stories with balanced openings along the main façade. Second floor overhangs are common. Newer colonials attempt to imitate this classic New England design.

Cape Cod

Built "close to the ground" with simple lines. A high roof ridge often supplemented with full or partial dormers may provide a second level of living area, but not a full upper story. Generally a gable roof.

Bungalow

A small, one-story design often seen with an expansion attic area and/or dormers. Usually with an open or enclosed front porch. Narrow across the front and deep from front to back.

Conventional

An older type of house with no particular architectural design. Story heights generally range from 1.5 to 2.5 stories.

Modern/Contemporary

One-story, two-stories or split-level. Characterized by large windows, open planning, horizontal lines, cathedral ceilings and simple details.

Raised Ranch

A combination of the ranch and tri-level designs. The basement area sets on or slightly below the ground level and is usually partially or totally finished. Basement garages are common.

Mobile Home

Home usually manufactured after 1965 and come in a single wide or double wide model. These homes are typically of lower quality and are regulated by HUD.

COST/MARKETING APPROACH MODELING

Once all the pertinent physical data regarding the improvements have been collected, the replacement cost of the building is obtained. KRT Appraisal's market driven cost tables were utilized to develop a replacement cost for a building. Once the cost of the building was developed, depreciation from normal wear and tear and from functional and economic obsolescence was deducted. The remaining value is considered the Replacement Cost Less Depreciation (RCLD). The market indicated land value and any other special feature or yard item values are added to give you a final value. This value is compared to market sale prices of similar properties to ensure that the property is appraised at market value for April 1, 2023.

Qualified sales that occurred between 4/1/2022 & 3/31/2023 were utilized. These sales were analyzed based on style, location, lot size, building size and year built.

Types of Depreciation Considered and/or Utilized: Depreciation is the loss in value from any cause and is typically associated with reasons that are "physical" (loss in value due to physical deterioration and/or aging), "functional" (due to deficiencies in the structure's design) and/or "economic" (loss in value due to factors external to the appraised property).

In the appraisal of a single property (not Mass Appraisal), the three primary methods for estimating depreciation are: the "market extraction method", the "age-life" method, and the "breakdown" method. Typically, the market extraction and age-life calculation techniques are utilized to capture the total depreciation in a property from all sources. The "breakdown" method is a more rigorous exercise that attempts to isolate the specific components for each type of depreciation, physical, functional, and economic.

Importantly, regardless of the methodology utilized to identify depreciation, it is imperative that the final estimate of depreciation reflects the loss in value from all sources.

The calculation of both "functional" and "economic" depreciation, when applicable, was performed either by utilizing a "matched-pair" analysis wherein sales of conforming properties were compared and the functional and/or economic loss in value was isolated, or by capitalizing the economic loss attributable to each issue.

In the report that follows, all three types of depreciation were considered and utilized, where applicable, and an explanation for the derivation of the depreciation factors follows:

Physical Depreciation

All improved properties were given an overall condition code based on the inspection of the property. These codes were then analyzed based on the age and condition. Once the depreciation schedule was built from the analysis, it was then tested against the sale properties until it met the statistical requirements. Depreciation is based on the condition of the building relative to its age. It is divided into seven categories based on inspection: Very Poor, Poor, Fair, Average, Good,

Very Good and Excellent. Newer buildings show little variation in condition and are considered average. Any abnormal depreciation would be added as needed in the Physical Depreciation field. Any upgrades to the building would be an increase in the grade if warranted.

Functional Depreciation

Functional obsolescence, if any, was determined by the appraiser during the field review and was added based on the impact of the obsolescence.

Economic/External Depreciation

Economic obsolescence, if any, was determined by the appraiser after a physical inspection and was added based on the impact of the obsolescence.

<u>Type of Obsolescence</u>	<u>Potential Reduction</u>
Abuts Comm/Ind Property	2% to 50%
Property Contaminated	2% to 90%
Busy Intersection	2% to 20%
Noise or Poor Vista (Water Tower, Powerlines, etc)	2% to 20%
Abuts High Tension Powerlines	2% to 30%
Downtown Noise/Traffic	5% to 20%
Overbuilt	5% to 30%
Any Other Reason	1% to 90%

Please refer to "Appendix G" for the depreciation Schedule used in the Franklin, NH revaluation project.

Effective Area Factors: Typically, construction costs vary between the different functional areas in an improvement. For instance, the “finished” interior area associated with the primary living area (living, dining, bedrooms, kitchen, bath, etc.) requires more expensive materials and labor than a “sub” area, such as a basement, etc. The “effective area” factors are identified below:

The “effective area” factors identified in the preceding table were derived by reviewing national cost information published in national cost service manuals and building costs extracted from local sales data.

The Avitar CAMA System utilized by the City uses tables to calculate the effective area based on the coding of a home. For example: A three-quarter story home uses a .75 adjustment for that floor. The story height classification also factors the value using the following table:

<u>Story Height</u>	<u>Description</u>	<u>Factor</u>
1.00	1.00 STORY FRAME	1.00
1.50	1.50 STORY FRAME	0.98
1.75	1.75 STORY FRAME	0.97
2.00	2.00 STORY FRAME	0.96
2.50	2.50 STORY FRAME	0.94
2.75	2.75 STORY FRAME	0.92
3.00	3.00 STORY FRAME	0.92
3.50	3.50+ STORY FRAME	0.95

Please refer to “Appendix G” for the Subarea Codes with effective area factors used in the Franklin, NH revaluation project. The following analysis by effective area helps to support the building size curve.

City of Franklin, New Hampshire
Building Size Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000117	000155	0UNIT7 400		CENTRAL STREET	L-R1	N-E	0	476	1875	Condo/Townhouse	9/16/2022	180,000	0	176,900	0.98	0.00
000076	000055	000000 30		ORIOLE STREET	L-R1	N-D	4,792	647	1940	Residential	5/26/2022	145,000	98,900	153,800	1.06	0.08
000096	000062	000049 14		ROSE LANE	L-R1	N-E	0	708	1973	Single Wide MH	9/9/2022	24,900	12,700	26,500	1.06	0.08
000111	000013	000000 279		NEW HAMPTON ROAD	L-R1	N-E	9,583	739	1945	Residential	11/2/2022	199,000	99,700	188,500	0.95	0.03
000096	000062	000053 7		LILY LANE	L-R1	N-E	0	752	1972	Single Wide MH	5/18/2022	51,000	26,400	49,900	0.98	0.00
000096	000062	000015 5		DAISY LANE	L-R1	N-E	0	776	1972	Single Wide MH	1/9/2023	49,900	13,900	36,700	0.74	0.24
000117	000304	000000 107		WEST BOW STREET	L-R1W	N-E	2,614	868	1920	Residential	4/19/2022	135,000	81,500	132,500	0.98	0.00
000076	000043	000000 92		LARK STREET	L-R1	N-D	10,890	899	1960	Residential	7/1/2022	256,000	112,700	214,000	0.84	0.14

Count: 8
Eff. Area Range: 0 Sf to 1,000 Sf

Mean: 0.95
Median: 0.98
Cod: 7.55

000115	000083	000000 29		LIBERTY AVENUE	L-R1	N-E	14,810	1,011	1973	Residential	8/18/2022	240,000	152,100	247,000	1.03	0.11
000117	000155	0UNIT6 400		CENTRAL STREET	L-R1	N-E	0	1,056	1875	Condo/Townhouse	7/29/2022	379,000	0	349,400	0.92	0.00
000116	000076	000000 297		VICTORY DRIVE	L-R1	N-E	14,810	1,064	1955	Residential	1/25/2023	280,000	135,700	232,200	0.83	0.09
000096	000412	000012 12		VINE STREET	L-R1	N-E	0	1,078	1998	Single Wide MH	9/30/2022	90,000	38,600	82,800	0.92	0.00
000117	000334	000000 32		THOMPSON PARK	L-R1	N-E	6,970	1,082	1890	Residential	6/29/2022	230,000	127,300	225,500	0.98	0.06
000092	000402	000000 281		HILL ROAD	L-R1	N-E	148,104	1,146	1978	Residential	7/13/2022	250,000	161,400	266,200	1.06	0.14
000116	000028	000000 178		WEST BOW STREET	L-R1	N-E	6,534	1,148	1910	Residential	12/22/2022	249,933	110,700	222,800	0.89	0.03
000115	000402	000009 6-9		WESTVIEW DRIVE	L-R1	N-E	0	1,173	1988	Condo/Townhouse	7/1/2022	210,000	95,200	191,300	0.91	0.01
000115	000121	000000 343		VICTORY DRIVE	L-R1	N-E	22,651	1,209	1999	Residential	6/22/2022	275,000	146,900	246,900	0.90	0.02
000128	000006	000000 377		NEW HAMPTON ROAD	L-R1	N-E	22,651	1,212	1975	Single Wide MH	11/28/2022	150,200	99,600	147,800	0.98	0.06
000134	000079	000000 50		PEARL STREET	L-R1	N-E	4,792	1,237	1900	Residential	10/4/2022	210,000	133,000	219,400	1.04	0.12
000075	000064	000000 205		WEBSTER LAKE ROAD	L-R1W	N-E	7,405	1,274	1939	Residential	11/30/2022	415,000	232,700	460,300	1.11	0.19
000115	000402	000001 4-1		WESTVIEW DRIVE	L-R1	N-E	0	1,277	1988	Condo/Townhouse	5/4/2022	202,000	98,900	200,300	0.99	0.07
000135	000031	000000 11		TERRACE ROAD	L-R1	N-E	10,454	1,287	1974	Double Wide MH	9/19/2022	215,000	106,700	188,200	0.88	0.04
000133	000064	000000 250		KENDALL STREET	L-R1	N-E	28,183	1,293	1986	Residential	8/8/2022	276,533	156,700	254,600	0.92	0.00
000134	000244	000000 609		CENTRAL STREET	L-R1	N-E	3,049	1,326	1925	Residential	6/3/2022	195,000	91,600	179,800	0.92	0.00
000113	000016	000000 3		ROBERT STREET	L-R1	N-F	15,246	1,330	1965	Residential	5/2/2022	325,133	159,500	273,100	0.84	0.08
000100	000037	000000 8		FAIR STREET	L-R1	N-E	8,276	1,342	1900	Residential	8/8/2022	287,983	159,400	240,600	0.84	0.08
000078	000404	000000 11		FLAG HOLE ROAD	L-R1	N-E	81,893	1,378	1988	Double Wide MH	10/21/2022	230,000	136,100	237,300	1.03	0.11

Count: 19
Eff. Area Range: 1,001 Sf to 1,400 Sf

Mean: 0.95
Median: 0.92
Cod: 7.09

000134	000241	000000 599		CENTRAL STREET	L-R1	N-E	3,920	1,405	1920	Residential	2/9/2023	220,000	94,300	200,500	0.91	0.07
000097	000091	000001 139		LAWDALE AVENUE	L-R1	N-E	42,994	1,411	2017	Residential	10/3/2022	367,000	182,800	298,400	0.81	0.17
000118	000001	000000 168		FRANKLIN STREET	L-R1	N-E	8,712	1,416	1900	Residential	5/31/2022	297,800	135,000	243,800	0.82	0.16
000117	000054	0UNIT1 355		CENTRAL STREET	L-CI	N-E	0	1,421	1900	Stores	4/27/2022	135,000	119,800	171,800	1.27	0.29

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000116	000044	000000	16	FOREST STREET	L-R1	N-E	6,098	1,462	1940	Residential	1/5/2023	245,000	139,100	234,400	0.96	0.02
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E	38,333	1,465	2005	Residential	9/22/2022	235,000	160,300	247,500	1.05	0.07
000117	000155	0UNIT4	400	CENTRAL STREET	L-R1	N-E	0	1,481	1875	Condo/Townhouse	6/30/2022	399,000	0	402,600	1.01	0.03
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E	4,356	1,525	1888	Residential	6/7/2022	217,500	137,400	211,000	0.97	0.01
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	N-E	0	1,528	2015	Double Wide MH	9/28/2022	261,000	154,300	249,200	0.95	0.03
000100	000032	000000	5	FAIR STREET	L-R1	N-E	16,117	1,547	1927	Residential	9/16/2022	302,000	175,600	283,200	0.94	0.04
000117	000175	000000	8	AYLES COURT	L-R1	N-E	2,614	1,610	1925	Residential	1/31/2023	225,000	144,400	223,300	0.99	0.01
000117	000267	000000	169	CENTRAL STREET	L-CI	N-E	8,712	1,620	1950	Restaurant	10/7/2022	230,000	193,500	227,100	0.99	0.01
000131	000007	000000	10	HAMPSHIRE DRIVE	L-R1	N-E	15,682	1,646	1967	Residential	12/28/2022	215,000	182,100	259,700	1.21	0.23
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E	12,197	1,687	1866	Residential	10/4/2022	242,000	146,400	254,600	1.05	0.07
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	N-E	0	1,707	2015	Double Wide MH	4/29/2022	265,000	161,400	261,200	0.99	0.01
000115	000045	000000	28	LIBERTY AVENUE	L-R1	N-E	16,988	1,718	1970	Residential	10/27/2022	299,000	176,100	305,000	1.02	0.04
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	20,473	1,724	1960	Residential	1/6/2023	760,000	299,300	725,800	0.96	0.03
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E	30,928	1,733	2022	Residential	9/1/2022	385,000	186,800	349,600	0.91	0.07
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	N-E	0	1,758	2013	Double Wide MH	10/14/2022	275,000	164,800	269,600	0.98	0.00
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	1.05	0.07

Count: 20

Eff. Area Range: 1,401 Sf to 1,800 Sf

Mean: 0.99
 Median: 0.98
 Cod: 7.27

000117	000250	000000	34	SPRING STREET	L-R1	N-E	8,799	1,812	1900	Residential	9/2/2022	185,000	115,400	207,200	1.12	0.14
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E	14,375	1,854	1875	Multi Family	10/17/2022	229,000	120,400	202,100	0.88	0.10
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	N-E	0	1,944	2016	Double Wide MH	11/17/2022	342,000	226,900	338,300	0.99	0.01
000116	000131	000000	13	ROWELL DRIVE	L-R1	N-E	22,216	1,956	1954	Residential	9/21/2022	360,000	192,600	323,100	0.90	0.08
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E	4,792	1,961	1910	Residential	10/31/2022	275,000	160,600	270,700	0.98	0.00
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F	9,191	1,966	2007	Residential	8/2/2022	700,000	364,200	664,500	0.95	0.03
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E	16,988	1,982	1910	Residential	1/3/2023	300,000	177,100	286,100	0.95	0.03
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E	5,663	1,983	1830	Residential	5/18/2022	230,000	133,700	221,600	0.96	0.02
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	N-E	28,750	1,989	1945	Residential	8/16/2022	280,000	202,800	334,500	1.19	0.21
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	N-E	322,344	1,995	1979	Residential	3/3/2023	304,000	193,400	333,500	1.10	0.12
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F	14,375	2,007	1965	Residential	8/15/2022	315,000	187,300	311,600	0.99	0.01
000117	000105	000000	58	RIVER STREET	L-R2	N-E	7,405	2,089	1870	Multi Family	4/15/2022	160,000	139,100	156,700	0.98	0.00
000134	000219	000000	64	CLARK STREET	L-R1	N-E	17,424	2,109	1935	Residential	1/9/2023	348,000	178,200	309,600	0.89	0.09
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E	94,830	2,116	1900	Residential	7/1/2022	250,000	182,000	281,200	1.12	0.14
000100	000057	000000	7	UPLAND DRIVE	L-R1	N-G	26,572	2,154	1996	Residential	6/24/2022	390,000	196,000	382,000	0.98	0.00
000096	000067	000000	15	LAXON AVENUE	L-R1	N-E	11,326	2,181	1940	Residential	7/19/2022	290,000	203,000	327,000	1.13	0.15
000116	000139	000000	33	BEATON STREET	L-R1	N-E	16,988	2,182	1950	Residential	10/24/2022	359,000	192,400	328,000	0.91	0.07
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	N-E	66,647	2,194	2003	Residential	8/11/2022	359,933	222,400	357,800	0.99	0.01
000096	000085	000000	80	LAWNDALE AVENUE	L-R1	N-E	28,183	2,199	1939	Residential	10/26/2022	310,000	188,200	316,700	1.02	0.04

Count: 19

Eff. Area Range: 1,801 Sf to 2,200 Sf

Mean: 1.00
 Median: 0.98

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs	
																6.73	
																	Cod:
000117	000320	000000	32	EAST BOW STREET	L-R2W	N-E	2,614	2,218	1880	Multi Family	5/26/2022	250,000	111,900	210,600	0.84	0.17	
000117	000155	00UN18	400	CENTRAL STREET	L-R1	N-E	0	2,220	1875	Condo/Townhouse	9/22/2022	661,533	0	619,800	0.94	0.07	
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E	15,246	2,222	1790	Residential	9/16/2022	350,000	217,300	324,600	0.93	0.08	
000118	000052	000000	16	EDGEWOOD STREET	L-R1	N-E	69,696	2,271	1900	Residential	3/1/2023	340,000	193,800	322,900	0.95	0.06	
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E	9,583	2,325	1929	Residential	2/3/2023	353,000	195,500	354,200	1.00	0.01	
000134	000024	000000	120	SANBORN STREET	L-R1	N-E	65,340	2,368	1880	Residential	3/27/2023	260,000	191,300	281,100	1.08	0.07	
000076	000405	000006	25	FINCH DRIVE	L-R1	N-F	50,835	2,437	2007	Residential	5/27/2022	435,000	274,200	440,500	1.01	0.00	
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	143,748	2,441	1940	Residential	10/6/2022	775,000	348,000	818,900	1.06	0.05	
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E	7,841	2,447	1920	Residential	6/23/2022	280,000	163,600	281,800	1.01	0.00	
000134	000283	000000	123	KENDALL STREET	L-R1	N-E	16,858	2,475	1901	Residential	9/6/2022	295,000	190,700	318,800	1.08	0.07	
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E	22,216	2,478	1900	Residential	8/9/2022	360,000	217,000	348,800	0.97	0.04	
000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	N-E	16,988	2,491	1900	Multi Family	5/2/2022	265,000	148,400	222,500	0.84	0.17	
000121	000403	000018	32	SKY MEADOW LANE	L-R1	N-G	65,514	2,650	2014	Residential	11/14/2022	457,000	300,400	504,500	1.10	0.09	
000098	000009	000000	44	CENTRAL STREET	L-R2	N-E	10,019	2,762	1900	Multi Family	1/9/2023	250,000	193,900	255,600	1.02	0.01	
000118	000050	000000	5	POPLAR STREET	L-R1	N-E	23,087	2,766	1964	Residential	11/16/2022	359,000	231,100	400,600	1.12	0.11	
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	N-E	52,751	2,816	1987	Residential	12/12/2022	389,933	244,000	396,200	1.02	0.01	
000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	396,396	2,859	1973	Residential	5/23/2022	600,000	314,900	531,600	0.89	0.12	
000135	000068	000000	62	BEECH STREET	L-R1	N-E	18,731	2,882	1900	Residential	10/24/2022	313,000	221,000	375,600	1.20	0.19	
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	5,227	2,941	1890	Multi Family	4/1/2022	225,500	141,400	234,700	1.04	0.03	
000100	000406	000020	19	STERLING DRIVE	L-R1	N-G	21,780	2,966	2004	Residential	10/4/2022	450,000	293,300	494,000	1.10	0.09	

Count: 20

Eff. Area Range: 2,201 Sf to 3,000 Sf

Mean: 1.01
Median: 1.01
Cod: 7.16

000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	10,890	3,149	1900	Multi Family	5/19/2022	285,000	163,000	279,100	0.98	0.01
000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	N-E	78,408	3,245	1890	Residential	5/31/2022	390,000	265,900	444,100	1.14	0.15
000135	000122	000000	58	PINE STREET	L-R1A	N-E	13,068	3,363	1900	Multi Family	6/24/2022	299,933	173,800	301,600	1.01	0.02
000117	000104	000000	39	ELKINS STREET	L-R4	N-E	6,098	3,380	1900	Multi Family	6/3/2022	341,000	151,600	258,500	0.76	0.23
000112	000018	000000	7	MEADOWWOOD DRIVE	L-R1	N-H	131,116	3,753	2002	Residential	9/9/2022	494,533	352,500	586,100	1.19	0.20
000117	000023	000000	25	OAK STREET	L-CI	N-E	10,890	4,154	1900	Apartments	9/9/2022	415,000	250,500	355,400	0.86	0.13
000117	000203	000000	96	FRANKLIN STREET	L-R4	N-E	6,534	4,171	1900	Multi Family	6/23/2022	455,000	218,000	406,500	0.89	0.10
000116	000155	000000	78	SANBORN STREET	L-R4	N-E	56,628	4,360	1880	Multi Family	6/23/2022	435,000	243,100	399,700	0.92	0.07
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E	90,605	7,108	1920	Apartments	5/12/2022	430,000	395,800	432,600	1.01	0.02
000117	000055	000000	349	CENTRAL STREET	L-CI	N-E	10,890	9,371	1900	Stores	4/12/2022	350,000	352,600	397,200	1.13	0.14

Count: 10

Eff. Area Range: 3,001 Sf to 10,000 Sf

Mean: 0.99
Median: 0.99
Cod: 10.75

Quality Factors: It is inevitable that improved properties will exhibit varying degrees of construction quality, positive or negative, relative to market expectations. Applying these factors is consistent with market behavior, as “quality” of construction is almost always factored into buyer/seller decisions. A base factor of 1.00, assumes “average” quality construction is average for the market. The construction “quality” factors are identified below:

The “Quality” of construction factors identified in the preceding table was derived by reviewing building costs extracted from local sale data. The CAMA System has quality adjustments available to cover a wide range of possible construction qualities. The quality grades applied to the properties are multipliers, or factors, applied to the basic construction rate, which is derived from the structural components.

The following pages contain the Quality Adjustments (Grades) used in the Franklin, NH revaluation project.

GRADING

Grading is the process of determining the quality and workmanship of construction. Below is an illustration of the grading used in the City of Franklin.

Luxurious (Grades A9 and AA)

Architecturally attractive buildings constructed with excellent quality of materials and workmanship throughout. Excellent architectural treatment. Excellent quality interior finish and built-in features. Excellent grade heating, plumbing and lighting fixtures. A large home usually built for a specific owner.

Excellent (Grades A4 through A8)

Architecturally attractive buildings constructed with good quality of materials and workmanship throughout. Good architectural treatment. Good quality interior finish and built-in features. Good grade heating, plumbing and lighting fixtures.

Average + (Grades A1, A2 and A3)

Buildings constructed with above average quality materials and workmanship throughout. Average architectural treatment with some upgrades. Above average quality interior finish and built-in features. Good grade heating, plumbing, and lighting fixtures. Usually built as part of a subdivision, with many similar homes built within that neighborhood.

Average (Grade A0)

Buildings constructed with average quality materials and workmanship throughout, conforming to the base specifications used to develop the pricing schedule. Minimal architectural treatment.

Average quality interior finish and built-in features. Standard grade heating, plumbing, and lighting fixtures.

Below Average/Minimum (Grades B1, B2, B3, B4 and B5)

Buildings constructed with economy quality materials and fair workmanship throughout and/or piece-meal construction. Void of architectural treatment. Cheap quality interior finish and built-in features. Low grade heating, plumbing and lighting.

Building Cost Tables: Construction costs will vary slightly by “style”, such as ranch, colonial, bungalow, etc. The “Building Cost” base rates used was derived by reviewing building costs extracted from local sales data and from the national cost service manuals. The following pages contain the Base Rates used in the Franklin, NH revaluation project.

<u>Franklin, NH Base Rate Documentation</u>				
		<u>Original (2018)</u>	<u>New (2023)</u>	
<u>Code</u>	<u>Description</u>	<u>Base Rate</u>	<u>Base Rate</u>	<u>Reason for Difference</u>
RSA	Residential	80	145	Market Data

Brief Narrative

We began the process of creating our building rate tables by extensively researching building costs for an average quality home for this general location using Marshall & Swift, a national building valuation service well regarded in the industry and used by appraisers, insurance companies and banks nationally. These rates were then fine-tuned based upon further ratio study analysis to better reflect the current market in Franklin. Once set, an analysis of the rate calculations versus actual sales data is run to assure that a proper estimate of value is being achieved.

After the base rates were fully tested against the sales data, they were modified as needed and became the building costs for all parcels across the municipality. Because all properties are valued using a computer model, we need to adjust the cost per square foot figure so that we can properly assess houses on all ends of the value scale. In order to arrive at value rates that are seen in the local construction market, the adjustment tables are applied to the starting rates to increase or decrease this rate based on quality of construction, size, amenities, interior finish, age, etc.

Income Approach – Income, Vacancy and Expense Data: As previously described on page 14 of this report, the Income Approach was not utilized due to insufficient data from the income and expense questionnaires.

City of Franklin, New Hampshire

Improved Sales Used in Analysis (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	New Value
000031	000001	000000	14	ROCK FARM ROAD	L-R1	5/23/2022	600,000	531,600
000044	000002	000000	526	SALISBURY ROAD	L-R1	9/1/2022	385,000	349,600
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	8/2/2022	700,000	664,500
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	1/6/2023	760,000	725,800
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	10/6/2022	775,000	818,900
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	11/30/2022	415,000	460,300
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	10/5/2022	350,000	367,500
000076	000043	000000	92	LARK STREET	L-R1	7/1/2022	256,000	214,000
000076	000055	000000	30	ORIOLE STREET	L-R1	5/26/2022	145,000	153,800
000076	000405	000006	25	FINCH DRIVE	L-R1	5/27/2022	435,000	440,500
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	10/21/2022	230,000	237,300
000092	000402	000000	281	HILL ROAD	L-R1	7/13/2022	250,000	266,200
000096	000062	000015	5	DAISY LANE	L-R1	1/9/2023	49,900	36,700
000096	000062	000049	14	ROSE LANE	L-R1	9/9/2022	24,900	26,500
000096	000062	000053	7	LILY LANE	L-R1	5/18/2022	51,000	49,900
000096	000067	000000	15	LAXON AVENUE	L-R1	7/19/2022	290,000	327,000
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	8/11/2022	359,933	357,800
000096	000085	000000	80	LAWNDALE AVENUE	L-R1	10/26/2022	310,000	316,700
000096	000412	000012	12	VINE STREET	L-R1	9/30/2022	90,000	82,800
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	9/16/2022	350,000	324,600
000097	000091	000001	139	LAWNDALE AVENUE	L-R1	10/3/2022	367,000	298,400
000098	000008	000000	52	CENTRAL STREET	L-R1	6/23/2022	280,000	281,800
000098	000009	000000	44	CENTRAL STREET	L-R2	1/9/2023	250,000	255,600
000098	000018	000000	29	SUMMIT STREET	L-R1	8/9/2022	360,000	348,800
000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	5/2/2022	265,000	222,500
000100	000032	000000	5	FAIR STREET	L-R1	9/16/2022	302,000	283,200
000100	000037	000000	8	FAIR STREET	L-R1	8/8/2022	287,983	240,600
000100	000057	000000	7	UPLAND DRIVE	L-R1	6/24/2022	390,000	382,000
000100	000406	000020	19	STERLING DRIVE	L-R1	10/4/2022	450,000	494,000
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	11/2/2022	199,000	188,500
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	7/1/2022	250,000	281,200
000112	000018	000000	7	MEADOWOOD DRIVE	L-R1	9/9/2022	494,533	586,100
000113	000002	000000	4	JEANETTE STREET	L-R1	8/15/2022	315,000	311,600
000113	000016	000000	3	ROBERT STREET	L-R1	5/2/2022	325,133	273,100
000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	5/31/2022	390,000	444,100
000115	000045	000000	28	LIBERTY AVENUE	L-R1	10/27/2022	299,000	305,000
000115	000083	000000	29	LIBERTY AVENUE	L-R1	8/18/2022	240,000	247,000
000115	000121	000000	343	VICTORY DRIVE	L-R1	6/22/2022	275,000	246,900
000115	000402	000001	1-Apr	WESTVIEW DRIVE	L-R1	5/4/2022	202,000	200,300
000115	000402	000009	9-Jun	WESTVIEW DRIVE	L-R1	7/1/2022	210,000	191,300
000116	000028	000000	178	WEST BOW STREET	L-R1	12/22/2022	249,933	222,800
000116	000030	000000	186	WEST BOW STREET	L-R2	4/1/2022	225,500	234,700
000116	000044	000000	16	FOREST STREET	L-R1	1/5/2023	245,000	234,400
000116	000059	000000	97	EAST BOW STREET	L-R1	10/4/2022	242,000	254,600

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	New Value
000116	000076	000000	297	VICTORY DRIVE	L-R1	1/25/2023	280,000	232,200
000116	000131	000000	13	ROWELL DRIVE	L-R1	9/21/2022	360,000	323,100
000116	000139	000000	33	BEATON STREET	L-R1	10/24/2022	359,000	328,000
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	8/16/2022	280,000	334,500
000116	000155	000000	78	SANBORN STREET	L-R4	6/23/2022	435,000	399,700
000117	000023	000000	25	OAK STREET	L-CI	9/9/2022	415,000	355,400
000117	000045	000000	21	PLEASANT STREET	L-R4	5/19/2022	285,000	279,100
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	6/7/2022	217,500	211,000
000117	000054	0UNIT1	355	CENTRAL STREET	L-CI	4/27/2022	135,000	171,800
000117	000055	000000	349	CENTRAL STREET	L-CI	4/12/2022	350,000	397,200
000117	000104	000000	39	ELKINS STREET	L-R4	6/3/2022	341,000	258,500
000117	000105	000000	58	RIVER STREET	L-R2	4/15/2022	160,000	156,700
000117	000155	0UNIT4	400	CENTRAL STREET	L-R1	6/30/2022	399,000	402,600
000117	000155	0UNIT6	400	CENTRAL STREET	L-R1	7/29/2022	379,000	349,400
000117	000155	0UNIT7	400	CENTRAL STREET	L-R1	9/16/2022	180,000	176,900
000117	000155	0UNIT8	400	CENTRAL STREET	L-R1	9/22/2022	661,533	619,800
000117	000175	000000	8	AYLES COURT	L-R1	1/31/2023	225,000	223,300
000117	000203	000000	96	FRANKLIN STREET	L-R4	6/23/2022	455,000	406,500
000117	000250	000000	34	SPRING STREET	L-R1	9/2/2022	185,000	207,200
000117	000267	000000	169	CENTRAL STREET	L-CI	10/7/2022	230,000	227,100
000117	000283	000000	50	WEST BOW STREET	L-R2	10/17/2022	229,000	202,100
000117	000304	000000	107	WEST BOW STREET	L-R1W	4/19/2022	135,000	132,500
000117	000311	000000	81	EAST BOW STREET	L-R1	5/18/2022	230,000	221,600
000117	000320	000000	32	EAST BOW STREET	L-R2W	5/26/2022	250,000	210,600
000117	000334	000000	32	THOMPSON PARK	L-R1	6/29/2022	230,000	225,500
000118	000001	000000	168	FRANKLIN STREET	L-R1	5/31/2022	297,800	243,800
000118	000050	000000	5	POPLAR STREET	L-R1	11/16/2022	359,000	400,600
000118	000052	000000	16	EDGEWOOD STREET	L-R1	3/1/2023	340,000	322,900
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	12/12/2022	389,933	396,200
000121	000403	000018	32	SKY MEADOW LANE	L-R1	11/14/2022	457,000	504,500
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	3/3/2023	304,000	333,500
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	11/28/2022	150,200	147,800
000131	000007	000000	10	HAMPSHIRE DRIVE	L-R1	12/28/2022	215,000	259,700
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	11/17/2022	342,000	338,300
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	10/14/2022	275,000	269,600
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	4/29/2022	265,000	261,200
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	9/28/2022	261,000	249,200
000133	000064	000000	250	KENDALL STREET	L-R1	8/8/2022	276,533	254,600
000134	000024	000000	120	SANBORN STREET	L-R1	3/27/2023	260,000	281,100
000134	000079	000000	50	PEARL STREET	L-R1	10/4/2022	210,000	219,400
000134	000219	000000	64	CLARK STREET	L-R1	1/9/2023	348,000	309,600
000134	000241	000000	599	CENTRAL STREET	L-R1	2/9/2023	220,000	200,500
000134	000244	000000	609	CENTRAL STREET	L-R1	6/3/2022	195,000	179,800
000134	000283	000000	123	KENDALL STREET	L-R1	9/6/2022	295,000	318,800
000135	000011	000000	6	TERRACE ROAD	L-CI	5/12/2022	430,000	432,600
000135	000031	000000	11	TERRACE ROAD	L-R1	9/19/2022	215,000	188,200

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	New Value
000135	000044	000000	206	PLEASANT STREET	L-R1	1/3/2023	300,000	286,100
000135	000068	000000	62	BEECH STREET	L-R1	10/24/2022	313,000	375,600
000135	000107	000000	75	ORCHARD STREET	L-R1	10/31/2022	275,000	270,700
000135	000122	000000	58	PINE STREET	L-R1A	6/24/2022	299,933	301,600
000135	000131	000000	109	PLEASANT STREET	L-R1	2/3/2023	353,000	354,200
000148	000017	000001	33	CROSS MILL ROAD	L-R1	9/22/2022	235,000	247,500

Count: 96

City of Franklin, New Hampshire

Improved Sales NOT Used in Analysis (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	New Value
000009	000403	000000	68	BENNETT BROOK ROAD	L-R1	6/20/2022	350,000	419,200
000015	000008	000000	155	LAKE SHORE DRIVE	L-R1W	10/21/2022	1	385,200
000015	000013	000000	167	LAKE SHORE DRIVE	L-R1W	7/5/2022	1	553,800
000032	000005	000000	238	LAKE SHORE DRIVE	L-R1	10/19/2022	515,000	259,900
000032	000022	000000	199	LAKE SHORE DRIVE	L-R1W	9/13/2022	1	931,900
000032	000042	000000	253	LAKE SHORE DRIVE	L-R1W	2/16/2023	1	717,500
000032	000043	000000	3	NORTH SHORE LANE	L-R1W	11/2/2022	1	507,500
000032	000047	000000	16	NORTH SHORE LANE	L-R1W	11/7/2022	1	549,900
000032	000408	000000	280	LAKE SHORE DRIVE	L-R1	4/25/2022	1	232,600
000034	000001	000000	299	WEBSTER LAKE ROAD	L-R1W	9/13/2022	1	831,100
000034	000015	000000	360	WEBSTER LAKE ROAD	L-R1	9/30/2022	1	291,800
000034	000021	000000	24	LAKE SHORE DRIVE	L-R1	8/18/2022	1	384,900
000034	000034	000000	39	LAKE SHORE DRIVE	L-R1W	8/17/2022	1	430,200
000034	000061	000000		LAKE SHORE DRIVE	L-R1W	8/18/2022	1	195,200
000035	000015	000000	15	LOG CABIN ROAD	L-R1W	7/29/2022	181,800	441,000
000045	000404	000000	307	SMITH HILL ROAD	L-R1	6/3/2022	200,000	460,200
000069	000404	000000	28	OLD CALL ROAD	L-R1	3/13/2023	1	336,700
000073	000001	000000	78	PINE COLONY ROAD	L-R1W	6/16/2022	905,733	715,100
000074	000032	000000	312	WEBSTER AVENUE	L-R1W	6/27/2022	1	508,900
000075	000050	000000	272	WEBSTER AVENUE	L-R1W	8/15/2022	1	554,600
000076	000003	000000	6	GARNEAU ROAD	L-R1W	1/9/2023	1	685,400
000076	000057	000000	38	ORIOLE STREET	L-R1	6/2/2022	230,000	180,800
000076	000070	000000	33	LAKE AVENUE	L-R1	9/14/2022	1	271,000
000076	000082	000000	53	LARK STREET	L-R1A	4/18/2022	1	500,200
000076	000090	000000	75	LARK STREET	L-R1A	3/8/2023	1	526,800
000076	000106	000000	97	WEBSTER AVENUE	L-R1A	1/10/2023	1	337,200
000076	000107	000000	103	WEBSTER AVENUE	L-R1A	3/6/2023	1	262,000
000076	000117	000000	52	WEBSTER AVENUE	L-R1W	1/5/2023	1	794,000
000076	000118	000000	60	WEBSTER AVENUE	L-R1W	3/1/2023	1	646,300
000076	000135	000000	18	ARNA LANE	L-R1A	7/22/2022	1	299,900
000077	000012	000000	270	CHANCE POND ROAD	L-R1	8/26/2022	1	272,500
000078	000006	000006	15	TRAIL STREET	L-R1	3/17/2023	1	54,400
000078	000006	000012	3	TRAIL STREET	L-R1	12/19/2022	4,000	43,500
000078	000006	000015	4	TRAIL STREET	L-R1	3/23/2023	1	55,700
000082	000007	000001	206	SALISBURY ROAD	L-R1	4/1/2022	1	419,200
000082	000008	000000	226	SALISBURY ROAD	L-R1	8/17/2022	1	334,700
000090	000405	000000	531	HILL ROAD	L-R1	1/9/2023	1	482,500
000094	000005	000000	142	HILL ROAD	L-R1	3/21/2023	1	281,000
000095	000006	000000	19	HILL ROAD	L-R1	11/16/2022	255,000	330,500
000096	000019	000000	7	HUTCHINSON STREET	L-R1	6/8/2022	80,000	236,200
000096	000061	000005	6	LILAC LANE	L-R1	3/2/2023	1	68,700
000096	000061	000009	10	LILAC LANE	L-R1	9/1/2022	1	32,300
000096	000061	000017	24	RANGE ROAD	L-R1	5/13/2022	1	72,000
000096	000062	000030	2	DAISY LANE	L-R1	9/27/2022	1	54,200
000096	000077	000000	60	LAWNDALE AVENUE	L-R1	9/8/2022	1	294,100
000096	000098	000000	21	CARR STREET	L-R1	2/27/2023	1	194,800

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	New Value
000096	000412	000018	18	VINE STREET	L-EX-M	10/5/2022	1	117,300
000097	000054	000000	174	NORTH MAIN STREET	L-CI	1/3/2023	400,000	355,100
000097	000065	000000	276	NORTH MAIN STREET	L-R2	10/27/2022	1	273,500
000098	000010	000000	42	CENTRAL STREET	L-R2	8/15/2022	1	261,300
000098	000069	000000	128	SOUTH MAIN STREET	L-R1W	9/14/2022	1	372,000
000098	000099	000000	120	NORTH MAIN STREET	L-CI	3/2/2023	1	221,500
000099	000054	000000	50	DEPOT STREET	L-R1	1/24/2023	1	221,700
000099	000404	000000	21	KENRICK FARM ROAD	L-R1W	3/20/2023	1	790,000
000100	000051	000000	14	PASTURE DRIVE	L-R1	10/24/2022	1	289,600
000100	000067	000000	12	UPLAND DRIVE	L-R1	12/27/2022	1	304,600
000100	000406	000018	168	STERLING DRIVE	L-R1	8/22/2022	399,000	396,500
000100	000406	000023	31	STERLING DRIVE	L-R1	1/12/2023	1	390,500
000100	000413	000000	15	PASTURE DRIVE	L-R1	5/3/2022	1	370,900
000103	000001	000000	4	DOUCETTE DRIVE	L-R1W	7/8/2022	25,000	59,500
000104	000005	000000	913	SOUTH MAIN STREET	L-R1	8/12/2022	245,000	320,700
000104	000406	000001	20	HOLY CROSS ROAD	L-CI	8/3/2022	1	1,293,600
000104	000406	000002	21	HOLY CROSS ROAD	L-CI	8/3/2022	1	2,260,600
000104	000406	00001E	14	HOLY CROSS ROAD	L-CI	8/3/2022	1	736,000
000111	000007	000000	39	GILE POND ROAD	L-R1	8/22/2022	225,000	235,000
000113	000043	000000	100	NEW HAMPTON ROAD	L-R1	12/20/2022	1	295,700
000114	000001	000000	7	NEW HAMPTON ROAD	L-R1	12/28/2022	1	261,400
000114	000403	000000	10	WAVERLY STREET	L-R1	4/28/2022	500,000	426,200
000115	000035	000000	21	INDEPENDENCE AVENUE	L-R1	8/31/2022	1	259,700
000115	000108	000000		RIVERVIEW DRIVE	L-R1	9/14/2022	10,263	18,600
000115	000402	000008	8-Apr	WESTVIEW DRIVE	L-R1	12/28/2022	171,500	185,100
000115	000402	000013	13-Jun	WESTVIEW DRIVE	L-R1	7/25/2022	1	179,600
000116	000016	000000	216	VICTORY DRIVE	L-R1	10/12/2022	135,000	196,900
000116	000031	000000	137	WEST BOW STREET	L-R1W	11/9/2022	125,000	207,600
000116	000054	000000	119	EAST BOW STREET	L-R2	9/23/2022	180,800	285,100
000116	000114	000000	2	SOUTH SULLOWAY ST	L-R1	12/9/2022	167,000	267,500
000116	000132	000000	44	BEATON STREET	L-R1	9/12/2022	73,250	234,600
000117	000014	000000	30	OAK STREET	L-R1	8/25/2022	205,000	244,300
000117	000021	000000	53	PLEASANT STREET	L-R1	12/22/2022	1	326,300
000117	000027	000000	9	ORCHARD STREET	L-R1	9/22/2022	1	266,900
000117	000036	000000	104	PROSPECT STREET	L-R4	7/18/2022	1	353,000
000117	000142	000000	93	MEMORIAL STREET	L-EX-M	11/22/2022	15,000	198,100
000117	000149	000000	330	CENTRAL STREET	L-CI	5/27/2022	597,000	1,168,400
000117	000241	000000	35	SPRING STREET	L-R3	4/12/2022	1	209,500
000117	000303	000000	103	WEST BOW STREET	L-R2W	8/23/2022	90,000	169,900
000117	000315	000000	53	EAST BOW STREET	L-R1	2/22/2023	1	237,200
000117	000317	000000	35	EAST BOW STREET	L-CI	5/20/2022	550,000	372,600
000117	000365	000000	20	CANAL STREET	L-CI	5/11/2022	2,200,000	2,202,700
000118	000025	000000	7	EDMUNDS STREET	L-R3	4/4/2022	225,000	311,500
000118	000029	000000	106	ELKINS STREET	L-R2	11/9/2022	296,800	287,200
000118	000044	000000	160	WOODRIDGE ROAD	L-R1	4/25/2022	1	258,700
000118	000048	000000	150	VIEW STREET	L-R1	4/13/2022	250,000	458,300
000118	000049	000000	227	PROSPECT STREET	L-R1	5/23/2022	300,000	373,300
000118	000095	000000	71	VIEW STREET	L-R1	7/8/2022	1	243,000

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	New Value
000119	000004	000000	33	OLD SOUTH MAIN ST	L-R1	4/19/2022	1	388,600
000121	000403	000004	37	SKY MEADOW LANE	L-R1	12/9/2022	295,000	408,600
000121	000403	000006	57	SKY MEADOW LANE	L-R1	9/23/2022	1	501,300
000121	000403	000015	8	FAIRWAY DRIVE	L-R1	9/28/2022	1	484,400
000122	000005	000000	537	PROSPECT STREET	L-R1	7/15/2022	65,000	151,400
000123	000401	000000	571	PROSPECT STREET	L-R1	12/1/2022	1	345,200
000128	000015	000000	61	GILE POND ROAD	L-R1	12/12/2022	180,000	147,300
000128	000034	000000	92	GILE POND ROAD	L-R1W	4/26/2022	1	208,300
000129	000408	000000	101	NEW BOSTON ROAD	L-R1	8/22/2022	1	188,800
000130	000006	000000	5	HIDEAWAY LANE	L-R1	12/14/2022	1	443,400
000132	000007	000000	77	WARD HILL ROAD	L-R1	3/29/2023	140,000	416,300
000132	000406	000001	3	MOUNTAIN VIEW DRIVE	L-R1	9/9/2022	1	224,900
000132	000406	000069	13	EAGLE NEST DRIVE	L-R1	4/19/2022	1	265,000
000133	000008	000000	55	LIBERTY AVENUE	L-R1	3/27/2023	1	390,800
000133	000009	000000	246	SANBORN STREET	L-R1	9/23/2022	209,000	296,000
000133	000018	000004	116	BABBITT ROAD	L-R1	5/24/2022	1	288,900
000133	000037	000000	269	SANBORN STREET	L-R1	5/6/2022	1	265,100
000133	000060	000000	51	WOODROW AVENUE	L-R1	4/28/2022	430,000	368,700
000133	000111	000000	27	WOODROW AVENUE	L-R2	2/6/2023	1	305,700
000134	000027	000000	117	SANBORN STREET	L-R1	9/20/2022	365,000	313,200
000134	000042	000000	139	PEARL STREET	L-R1	4/29/2022	200,000	420,400
000134	000092	000000	11	PEARL STREET	L-R1	6/14/2022	275,000	245,500
000134	000163	000000	46	PARK STREET	L-R2	6/24/2022	1	220,100
000134	000181	000000	40	MAPLE SQUARE	L-R2	4/13/2022	1	235,500
000134	000183	000000	582	CENTRAL STREET	L-R1	11/9/2022	1	207,300
000134	000402	000000	88	SANBORN STREET	L-R1	2/28/2023	1	318,300
000135	000005	000000	90	PLEASANT STREET	L-R2W	7/1/2022	1	391,800
000135	000024	000000	94	TERRACE ROAD	L-R1	9/23/2022	1	234,200
000135	000072	000000	18	MYRTLE AVENUE	L-R1	3/22/2023	1	343,500
000135	000090	000000	30	ELM AVENUE	L-R1	4/26/2022	1	224,500
000135	000121	000000	57	PINE STREET	L-R1	7/25/2022	1	403,400
000135	000128	000000	85	PLEASANT STREET	L-R1	7/25/2022	1	301,000
000135	000132	000000	51	BEECH STREET	L-R1	4/11/2022	1	351,500
000138	000403	000001	70	KELLY ROAD	L-R1	4/14/2022	1	732,400
000140	000001	000007	68	GILE ROAD	L-R1	6/1/2022	1	823,900
000140	000005	000000	421	PLEASANT STREET	L-R1	10/20/2022	1	382,200
000147	000012	000000	14	DUFFY STREET	L-R1	9/16/2022	1	276,600
000147	000017	000000	13	MARK ROAD	L-R1	5/4/2022	1	321,000
000147	000019	000000	19	MARK ROAD	L-R1	7/26/2022	1	348,200
000148	000004	000000	951	CENTRAL STREET	L-CI	5/13/2022	3,025,000	1,704,600
000148	000015	000002	901	CENTRAL STREET	L-CI	8/31/2022	593,000	632,100
000148	000016	000000	13	CROSS MILL ROAD	L-R1	2/22/2023	1	171,300
000149	000071	000000	1	CRICKET HILL WAY	L-R1	8/22/2022	1	315,000

Count: 137

SECTION H

Statistical Analysis, Testing And Quality Control

Ratio and COD Study Using New Assessed Values:

City of Franklin, New Hampshire

Overall Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	396,396	2,859	1973	Residential	5/23/2022	600,000	314,900	531,600	0.89	0.09
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E	30,928	1,733	2022	Residential	9/1/2022	385,000	186,800	349,600	0.91	0.07
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F	9,191	1,966	2007	Residential	8/2/2022	700,000	364,200	664,500	0.95	0.03
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	20,473	1,724	1960	Residential	1/6/2023	760,000	299,300	725,800	0.96	0.03
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	143,748	2,441	1940	Residential	10/6/2022	775,000	348,000	818,900	1.06	0.08
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	7,405	1,274	1939	Residential	11/30/2022	415,000	232,700	460,300	1.11	0.13
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	1.05	0.07
000076	000043	000000	92	LARK STREET	L-R1	N-D	10,890	899	1960	Residential	7/1/2022	256,000	112,700	214,000	0.84	0.14
000076	000055	000000	30	ORIOLE STREET	L-R1	N-D	4,792	647	1940	Residential	5/26/2022	145,000	98,900	153,800	1.06	0.08
000076	000405	000006	25	FINCH DRIVE	L-R1	N-F	50,835	2,437	2007	Residential	5/27/2022	435,000	274,200	440,500	1.01	0.03
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	N-E	81,893	1,378	1988	Double Wide MH	10/21/2022	230,000	136,100	237,300	1.03	0.05
000092	000402	000000	281	HILL ROAD	L-R1	N-E	148,104	1,146	1978	Residential	7/13/2022	250,000	161,400	266,200	1.06	0.08
000096	000062	000015	5	DAISY LANE	L-R1	N-E	0	776	1972	Single Wide MH	1/9/2023	49,900	13,900	36,700	0.74	0.24
000096	000062	000049	14	ROSE LANE	L-R1	N-E	0	708	1973	Single Wide MH	9/9/2022	24,900	12,700	26,500	1.06	0.08
000096	000062	000053	7	LILY LANE	L-R1	N-E	0	752	1972	Single Wide MH	5/18/2022	51,000	26,400	49,900	0.98	0.00
000096	000067	000000	15	LAXON AVENUE	L-R1	N-E	11,326	2,181	1940	Residential	7/19/2022	290,000	203,000	327,000	1.13	0.15
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	N-E	66,647	2,194	2003	Residential	8/11/2022	359,933	222,400	357,800	0.99	0.01
000096	000085	000000	80	LAWDALE AVENUE	L-R1	N-E	28,183	2,199	1939	Residential	10/26/2022	310,000	188,200	316,700	1.02	0.04
000096	000412	000012	12	VINE STREET	L-R1	N-E	0	1,078	1998	Single Wide MH	9/30/2022	90,000	38,600	82,800	0.92	0.06
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E	15,246	2,222	1790	Residential	9/16/2022	350,000	217,300	324,600	0.93	0.05
000097	000091	000001	139	LAWDALE AVENUE	L-R1	N-E	42,994	1,411	2017	Residential	10/3/2022	367,000	182,800	298,400	0.81	0.17
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E	7,841	2,447	1920	Residential	6/23/2022	280,000	163,600	281,800	1.01	0.03
000098	000009	000000	44	CENTRAL STREET	L-R2	N-E	10,019	2,762	1900	Multi Family	1/9/2023	250,000	193,900	255,600	1.02	0.04
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E	22,216	2,478	1900	Residential	8/9/2022	360,000	217,000	348,800	0.97	0.01
000098	000022	000000		SUMMIT STREET	L-R1	N-E	30,928				6/22/2022	55,000	37,000	49,000	0.89	0.09
000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	N-E	16,988	2,491	1900	Multi Family	5/2/2022	265,000	148,400	222,500	0.84	0.14
000100	000032	000000	5	FAIR STREET	L-R1	N-E	16,117	1,547	1927	Residential	9/16/2022	302,000	175,600	283,200	0.94	0.04
000100	000037	000000	8	FAIR STREET	L-R1	N-E	8,276	1,342	1900	Residential	8/8/2022	287,983	159,400	240,600	0.84	0.14
000100	000057	000000	7	UPLAND DRIVE	L-R1	N-G	26,572	2,154	1996	Residential	6/24/2022	390,000	196,000	382,000	0.98	0.00
000100	000406	000020	19	STERLING DRIVE	L-R1	N-G	21,780	2,966	2004	Residential	10/4/2022	450,000	293,300	494,000	1.10	0.12
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	N-E	9,583	739	1945	Residential	11/2/2022	199,000	99,700	188,500	0.95	0.03
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E	94,830	2,116	1900	Residential	7/1/2022	250,000	182,000	281,200	1.12	0.14
000112	000008	000000	7	MEADOWOOD DRIVE	L-R1	N-H	131,116	3,753	2002	Residential	9/9/2022	494,533	352,500	586,100	1.19	0.21
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F	14,375	2,007	1965	Residential	8/15/2022	315,000	187,300	311,600	0.99	0.01
000113	000016	000000	3	ROBERT STREET	L-R1	N-F	15,246	1,330	1965	Residential	5/2/2022	325,133	159,500	273,100	0.84	0.14
000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	N-E	78,408	3,245	1890	Residential	5/31/2022	390,000	265,900	444,100	1.14	0.16
000115	000045	000000	28	LIBERTY AVENUE	L-R1	N-E	16,988	1,718	1970	Residential	10/27/2022	299,000	176,100	305,000	1.02	0.04
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E	14,810	1,011	1973	Residential	8/18/2022	240,000	152,100	247,000	1.03	0.05
000115	000121	000000	343	VICTORY DRIVE	L-R1	N-E	22,651	1,209	1999	Residential	6/22/2022	275,000	146,900	246,900	0.90	0.08
000115	000402	000001	4-1	WESTVIEW DRIVE	L-R1	N-E	0	1,277	1988	Condo/Townhouse	5/4/2022	202,000	98,900	200,300	0.99	0.01

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000115	000402	000009	6-9	WESTVIEW DRIVE	L-R1	N-E	0	1,173	1988	Condo/Townhouse	7/1/2022	210,000	95,200	191,300	0.91	0.07
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E	6,534	1,148	1910	Residential	12/22/2022	249,933	110,700	222,800	0.89	0.09
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	5,227	2,941	1890	Multi Family	4/1/2022	225,500	141,400	234,700	1.04	0.06
000116	000044	000000	16	FOREST STREET	L-R1	N-E	6,098	1,462	1940	Residential	1/5/2023	245,000	139,100	234,400	0.96	0.02
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E	12,197	1,687	1866	Residential	10/4/2022	242,000	146,400	254,600	1.05	0.07
000116	000076	000000	297	VICTORY DRIVE	L-R1	N-E	14,810	1,064	1955	Residential	1/25/2023	280,000	135,700	232,200	0.83	0.15
000116	000131	000000	13	ROWELL DRIVE	L-R1	N-E	22,216	1,956	1954	Residential	9/21/2022	360,000	192,600	323,100	0.90	0.08
000116	000139	000000	33	BEATON STREET	L-R1	N-E	16,988	2,182	1950	Residential	10/24/2022	359,000	192,400	328,000	0.91	0.07
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	N-E	28,750	1,989	1945	Residential	8/16/2022	280,000	202,800	334,500	1.19	0.21
000116	000155	000000	78	SANBORN STREET	L-R4	N-E	56,628	4,360	1880	Multi Family	6/23/2022	435,000	243,100	399,700	0.92	0.06
000117	000023	000000	25	OAK STREET	L-CI	N-E	10,890	4,154	1900	Apartments	9/9/2022	415,000	250,500	355,400	0.86	0.12
000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	10,890	3,149	1900	Multi Family	5/19/2022	285,000	163,000	279,100	0.98	0.00
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E	4,356	1,525	1888	Residential	6/7/2022	217,500	137,400	211,000	0.97	0.01
000117	000054	0UNIT1	355	CENTRAL STREET	L-CI	N-E	0	1,421	1900	Stores	4/27/2022	135,000	119,800	171,800	1.27	0.29
000117	000055	000000	349	CENTRAL STREET	L-CI	N-E	10,890	9,371	1900	Stores	4/12/2022	350,000	352,600	397,200	1.13	0.15
000117	000104	000000	39	ELKINS STREET	L-R4	N-E	6,098	3,380	1900	Multi Family	6/3/2022	341,000	151,600	258,500	0.76	0.22
000117	000105	000000	58	RIVER STREET	L-R2	N-E	7,405	2,089	1870	Multi Family	4/15/2022	160,000	139,100	156,700	0.98	0.00
000117	000155	0UNIT4	400	CENTRAL STREET	L-R1	N-E	0	1,481	1875	Condo/Townhouse	6/30/2022	399,000	0	402,600	1.01	0.03
000117	000155	0UNIT6	400	CENTRAL STREET	L-R1	N-E	0	1,056	1875	Condo/Townhouse	7/29/2022	379,000	0	349,400	0.92	0.06
000117	000155	0UNIT7	400	CENTRAL STREET	L-R1	N-E	0	476	1875	Condo/Townhouse	9/16/2022	180,000	0	176,900	0.98	0.00
000117	000155	0UNIT8	400	CENTRAL STREET	L-R1	N-E	0	2,220	1875	Condo/Townhouse	9/22/2022	661,533	0	619,800	0.94	0.04
000117	000175	000000	8	AYLES COURT	L-R1	N-E	2,614	1,610	1925	Residential	1/31/2023	225,000	144,400	223,300	0.99	0.01
000117	000203	000000	96	FRANKLIN STREET	L-R4	N-E	6,534	4,171	1900	Multi Family	6/23/2022	455,000	218,000	406,500	0.89	0.09
000117	000250	000000	34	SPRING STREET	L-R1	N-E	8,799	1,812	1900	Residential	9/2/2022	185,000	115,400	207,200	1.12	0.14
000117	000267	000000	169	CENTRAL STREET	L-CI	N-E	8,712	1,620	1950	Restaurant	10/7/2022	230,000	193,500	227,100	0.99	0.01
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E	14,375	1,854	1875	Multi Family	10/17/2022	229,000	120,400	202,100	0.88	0.10
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E	2,614	868	1920	Residential	4/19/2022	135,000	81,500	132,500	0.98	0.00
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E	5,663	1,983	1830	Residential	5/18/2022	230,000	133,700	221,600	0.96	0.02
000117	000320	000000	32	EAST BOW STREET	L-R2W	N-E	2,614	2,218	1880	Multi Family	5/26/2022	250,000	111,900	210,600	0.84	0.14
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E	6,970	1,082	1890	Residential	6/29/2022	230,000	127,300	225,500	0.98	0.00
000118	000001	000000	168	FRANKLIN STREET	L-R1	N-E	8,712	1,416	1900	Residential	5/31/2022	297,800	135,000	243,800	0.82	0.16
000118	000050	000000	5	POPLAR STREET	L-R1	N-E	23,087	2,766	1964	Residential	11/16/2022	359,000	231,100	400,600	1.12	0.14
000118	000052	000000	16	EDGEWOOD STREET	L-R1	N-E	69,696	2,271	1900	Residential	3/1/2023	340,000	193,800	322,900	0.95	0.03
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	N-E	52,751	2,816	1987	Residential	12/12/2022	389,933	244,000	396,200	1.02	0.04
000121	000403	000018	32	SKY MEADOW LANE	L-R1	N-G	65,514	2,650	2014	Residential	11/14/2022	457,000	300,400	504,500	1.10	0.12
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	N-E	322,344	1,995	1979	Residential	3/3/2023	304,000	193,400	333,500	1.10	0.12
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E	22,651	1,212	1975	Single Wide MH	11/28/2022	150,200	99,600	147,800	0.98	0.00
000129	000003	000000		NEW BOSTON ROAD	L-R1	N-E	63,598				11/7/2022	50,000	41,900	57,900	1.16	0.18
000131	000007	000000	10	HAMPSHIRE DRIVE	L-R1	N-E	15,682	1,646	1967	Residential	12/28/2022	215,000	182,100	259,700	1.21	0.23
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	N-E	0	1,944	2016	Double Wide MH	11/17/2022	342,000	226,900	338,300	0.99	0.01
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	N-E	0	1,758	2013	Double Wide MH	10/14/2022	275,000	164,800	269,600	0.98	0.00
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	N-E	0	1,707	2015	Double Wide MH	4/29/2022	265,000	161,400	261,200	0.99	0.01

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	N-E	0	1,528	2015	Double Wide MH	9/28/2022	261,000	154,300	249,200	0.95	0.03
000133	000064	000000	250	KENDALL STREET	L-R1	N-E	28,183	1,293	1986	Residential	8/8/2022	276,533	156,700	254,600	0.92	0.06
000134	000024	000000	120	SANBORN STREET	L-R1	N-E	65,340	2,368	1880	Residential	3/27/2023	260,000	191,300	281,100	1.08	0.10
000134	000079	000000	50	PEARL STREET	L-R1	N-E	4,792	1,237	1900	Residential	10/4/2022	210,000	133,000	219,400	1.04	0.06
000134	000219	000000	64	CLARK STREET	L-R1	N-E	17,424	2,109	1935	Residential	1/9/2023	348,000	178,200	309,600	0.89	0.09
000134	000241	000000	599	CENTRAL STREET	L-R1	N-E	3,920	1,405	1920	Residential	2/9/2023	220,000	94,300	200,500	0.91	0.07
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E	3,049	1,326	1925	Residential	6/3/2022	195,000	91,600	179,800	0.92	0.06
000134	000283	000000	123	KENDALL STREET	L-R1	N-E	16,858	2,475	1901	Residential	9/6/2022	295,000	190,700	318,800	1.08	0.10
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E	90,605	7,108	1920	Apartments	5/12/2022	430,000	395,800	432,600	1.01	0.03
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E	10,454	1,287	1974	Double Wide MH	9/19/2022	215,000	106,700	188,200	0.88	0.10
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E	16,988	1,982	1910	Residential	1/3/2023	300,000	177,100	286,100	0.95	0.03
000135	000068	000000	62	BEECH STREET	L-R1	N-E	18,731	2,882	1900	Residential	10/24/2022	313,000	221,000	375,600	1.20	0.22
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E	4,792	1,961	1910	Residential	10/31/2022	275,000	160,600	270,700	0.98	0.00
000135	000122	000000	58	PINE STREET	L-R1A	N-E	13,068	3,363	1900	Multi Family	6/24/2022	299,933	173,800	301,600	1.01	0.03
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E	9,583	2,325	1929	Residential	2/3/2023	353,000	195,500	354,200	1.00	0.02
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E	38,333	1,465	2005	Residential	9/22/2022	235,000	160,300	247,500	1.05	0.07

Count: 98

Mean: 0.99
Median: 0.98
Cod: 7.93

Ratio and COD Study Using Old Assessed Values:

City of Franklin, New Hampshire
Overall Analysis Using Old Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	396,396	2,859	1973	Residential	5/23/2022	600,000	314,900	531,600	0.52	0.07
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E	30,928	1,733	2022	Residential	9/1/2022	385,000	186,800	349,600	0.49	0.10
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F	9,191	1,966	2007	Residential	8/2/2022	700,000	364,200	664,500	0.52	0.07
000075	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	20,473	1,724	1960	Residential	1/6/2023	760,000	299,300	725,800	0.39	0.20
000075	000064	000000	229	WEBSTER AVENUE	L-R1W	N-E	143,748	2,441	1940	Residential	10/6/2022	775,000	348,000	818,900	0.45	0.14
000075	000068	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	7,405	1,274	1939	Residential	11/30/2022	415,000	232,700	460,300	0.56	0.03
000076	000043	000000	92	WEBSTER AVENUE	L-R1A	N-E	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	0.64	0.05
000076	000055	000000	30	LARK STREET	L-R1	N-D	10,890	899	1960	Residential	7/1/2022	256,000	112,700	214,000	0.44	0.15
000076	000405	000006	25	ORIOLE STREET	L-R1	N-D	4,792	647	1940	Residential	5/26/2022	145,000	98,900	153,800	0.68	0.09
000078	000404	000000	11	FINCH DRIVE	L-R1	N-F	50,835	2,437	2007	Residential	5/27/2022	435,000	274,200	440,500	0.63	0.04
000092	000402	000000	281	FLAG HOLE ROAD	L-R1	N-E	81,893	1,378	1988	Double Wide MH	10/21/2022	230,000	136,100	237,300	0.59	0.00
000096	000062	000015	5	HILL ROAD	L-R1	N-E	148,104	1,146	1978	Residential	7/13/2022	250,000	161,400	266,200	0.65	0.06
000096	000062	000049	14	DAISY LANE	L-R1	N-E	0	776	1972	Single Wide MH	1/9/2023	49,900	13,900	36,700	0.28	0.31
000096	000062	000053	7	ROSE LANE	L-R1	N-E	0	708	1973	Single Wide MH	9/9/2022	24,900	12,700	26,500	0.51	0.08
000096	000067	000000	15	LILY LANE	L-R1	N-E	0	752	1972	Single Wide MH	5/18/2022	51,000	26,400	49,900	0.52	0.07
000096	000075	000000	75	LAXON AVENUE	L-R1	N-E	11,326	2,181	1940	Residential	7/19/2022	290,000	203,000	327,000	0.70	0.11
000096	000085	000000	80	DANIEL WEBSTER DRIVE	L-R1	N-E	66,647	2,194	2003	Residential	8/11/2022	359,933	222,400	357,800	0.62	0.03
000096	000412	000012	12	LAWDALE AVENUE	L-R1	N-E	28,183	2,199	1939	Residential	10/26/2022	310,000	188,200	316,700	0.61	0.02
000097	000063	000000	252	VINE STREET	L-R1	N-E	0	1,078	1998	Single Wide MH	9/30/2022	90,000	38,600	82,800	0.43	0.16
000097	000091	000001	139	NORTH MAIN STREET	L-R1A	N-E	15,246	2,222	1790	Residential	9/16/2022	350,000	217,300	324,600	0.62	0.03
000098	000008	000000	52	LAWDALE AVENUE	L-R1	N-E	42,994	1,411	2017	Residential	10/3/2022	367,000	182,800	298,400	0.50	0.09
000098	000009	000000	44	CENTRAL STREET	L-R1	N-E	7,841	2,447	1920	Residential	6/23/2022	280,000	163,600	281,800	0.58	0.01
000098	000018	000000	29	CENTRAL STREET	L-R2	N-E	10,019	2,762	1900	Multi Family	1/9/2023	250,000	193,900	255,600	0.78	0.19
000098	000022	000000		SUMMIT STREET	L-R1	N-E	22,216	2,478	1900	Residential	8/9/2022	360,000	217,000	348,800	0.60	0.01
000098	000071	000000	104	SUMMIT STREET	L-R1	N-E	30,928				6/22/2022	55,000	37,000	49,000	0.67	0.08
000100	000032	000000	5	SOUTH MAIN STREET	L-R3W	N-E	16,988	2,491	1900	Multi Family	5/2/2022	265,000	148,400	222,500	0.56	0.03
000100	000037	000000	8	FAIR STREET	L-R1	N-E	16,117	1,547	1927	Residential	9/16/2022	302,000	175,600	283,200	0.58	0.01
000100	000057	000000	7	FAIR STREET	L-R1	N-E	8,276	1,342	1900	Residential	8/8/2022	287,983	159,400	240,600	0.55	0.04
000100	000406	000020	19	UPLAND DRIVE	L-R1	N-G	26,572	2,154	1996	Residential	6/24/2022	390,000	196,000	382,000	0.50	0.09
000111	000013	000000	279	STERLING DRIVE	L-R1	N-G	21,780	2,966	2004	Residential	10/4/2022	450,000	293,300	494,000	0.65	0.06
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E	9,583	739	1945	Residential	11/2/2022	199,000	99,700	188,500	0.50	0.09
000112	000018	000000	7	NEW HAMPTON ROAD	L-R1	N-E	94,830	2,116	1900	Residential	7/1/2022	250,000	182,000	281,200	0.73	0.14
000113	000002	000000	4	MEADOWOOD DRIVE	L-R1	N-F	131,116	3,753	2002	Residential	9/9/2022	494,533	352,500	586,100	0.71	0.12
000113	000016	000000	3	JEANNETTE STREET	L-R1	N-F	14,375	2,007	1965	Residential	8/15/2022	315,000	187,300	311,600	0.59	0.00
000113	000032	000000	136	ROBERT STREET	L-R1	N-F	15,246	1,330	1965	Residential	5/2/2022	325,133	159,500	273,100	0.49	0.10
000115	000045	000000	28	NEW HAMPTON ROAD	L-R1	N-E	78,408	3,245	1890	Residential	5/31/2022	390,000	265,900	444,100	0.68	0.09
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E	16,988	1,718	1970	Residential	10/27/2022	299,000	176,100	305,000	0.59	0.00
000115	000121	000000	343	LIBERTY AVENUE	L-R1	N-E	14,810	1,011	1973	Residential	8/18/2022	240,000	152,100	247,000	0.63	0.04
000115	000402	000001	4-1	VICTORY DRIVE	L-R1	N-E	22,651	1,209	1999	Residential	6/22/2022	275,000	146,900	246,900	0.53	0.06
000115	000402	000001	4-1	WESTVIEW DRIVE	L-R1	N-E	0	1,277	1988	Condo/Townhouse	5/4/2022	202,000	98,900	200,300	0.49	0.10

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000115	000402	000009	6-9	WESTVIEW DRIVE	L-R1	N-E	0	1,173	1988	Condo/Townhouse	7/1/2022	210,000	95,200	191,300	0.45	0.14
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E	6,534	1,148	1910	Residential	12/22/2022	249,933	110,700	222,800	0.44	0.15
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	5,227	2,941	1890	Multi Family	4/1/2022	225,500	141,400	234,700	0.63	0.04
000116	000044	000000	16	FOREST STREET	L-R1	N-E	6,098	1,462	1940	Residential	1/5/2023	245,000	139,100	234,400	0.57	0.02
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E	12,197	1,687	1866	Residential	10/4/2022	242,000	146,400	254,600	0.60	0.01
000116	000076	000000	297	VICTORY DRIVE	L-R1	N-E	14,810	1,064	1955	Residential	1/25/2023	280,000	135,700	232,200	0.48	0.11
000116	000131	000000	13	ROWELL DRIVE	L-R1	N-E	22,216	1,956	1954	Residential	9/21/2022	360,000	192,600	323,100	0.54	0.05
000116	000139	000000	33	BEATON STREET	L-R1	N-E	16,988	2,182	1950	Residential	10/24/2022	359,000	192,400	328,000	0.54	0.05
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	N-E	28,750	1,989	1945	Residential	8/16/2022	280,000	202,800	334,500	0.72	0.13
000116	000155	000000	78	SANBORN STREET	L-R4	N-E	56,628	4,360	1880	Multi Family	6/23/2022	435,000	243,100	399,700	0.56	0.03
000117	000023	000000	25	OAK STREET	L-CI	N-E	10,890	4,154	1900	Apartments	9/9/2022	415,000	250,500	355,400	0.60	0.01
000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	10,890	3,149	1900	Multi Family	5/19/2022	285,000	163,000	279,100	0.57	0.02
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E	4,356	1,525	1888	Residential	6/7/2022	217,500	137,400	211,000	0.63	0.04
000117	000054	0UNIT1	355	CENTRAL STREET	L-CI	N-E	0	1,421	1900	Stores	4/27/2022	135,000	119,800	171,800	0.89	0.30
000117	000055	000000	349	CENTRAL STREET	L-CI	N-E	10,890	9,371	1900	Stores	4/12/2022	350,000	352,600	397,200	1.01	0.42
000117	000104	000000	39	ELKINS STREET	L-R4	N-E	6,098	3,380	1900	Multi Family	6/3/2022	341,000	151,600	258,500	0.44	0.15
000117	000105	000000	58	RIVER STREET	L-R2	N-E	7,405	2,089	1870	Multi Family	4/15/2022	160,000	139,100	156,700	0.87	0.28
000117	000155	0UNIT4	400	CENTRAL STREET	L-R1	N-E	0	1,481	1875	Condo/Townhouse	6/30/2022	399,000	0	402,600	0.00	0.59
000117	000155	0UNIT6	400	CENTRAL STREET	L-R1	N-E	0	1,056	1875	Condo/Townhouse	7/29/2022	379,000	0	349,400	0.00	0.59
000117	000155	0UNIT7	400	CENTRAL STREET	L-R1	N-E	0	476	1875	Condo/Townhouse	9/16/2022	180,000	0	176,900	0.00	0.59
000117	000155	0UNIT8	400	CENTRAL STREET	L-R1	N-E	0	2,220	1875	Condo/Townhouse	9/22/2022	661,533	0	619,800	0.00	0.59
000117	000175	000000	8	AYLES COURT	L-R1	N-E	2,614	1,610	1925	Residential	1/31/2023	225,000	144,400	223,300	0.64	0.05
000117	000203	000000	96	FRANKLIN STREET	L-R4	N-E	6,534	4,171	1900	Multi Family	6/23/2022	455,000	218,000	406,500	0.48	0.11
000117	000250	000000	34	SPRING STREET	L-R1	N-E	8,799	1,812	1900	Residential	9/2/2022	185,000	115,400	207,200	0.62	0.03
000117	000267	000000	169	CENTRAL STREET	L-CI	N-E	8,712	1,620	1950	Restaurant	10/7/2022	230,000	193,500	227,100	0.84	0.25
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E	14,375	1,854	1875	Multi Family	10/17/2022	229,000	120,400	202,100	0.53	0.06
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E	2,614	868	1920	Residential	4/19/2022	135,000	81,500	132,500	0.60	0.01
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E	5,663	1,983	1830	Residential	5/18/2022	230,000	133,700	221,600	0.58	0.01
000117	000320	000000	32	EAST BOW STREET	L-R2W	N-E	2,614	2,218	1880	Multi Family	5/26/2022	250,000	111,900	210,600	0.45	0.14
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E	6,970	1,082	1890	Residential	6/29/2022	230,000	127,300	225,500	0.55	0.04
000118	000001	000000	168	FRANKLIN STREET	L-R1	N-E	8,712	1,416	1900	Residential	5/31/2022	297,800	135,000	243,800	0.45	0.14
000118	000050	000000	5	POPLAR STREET	L-R1	N-E	23,087	2,766	1964	Residential	11/16/2022	359,000	231,100	400,600	0.64	0.05
000118	000052	000000	16	EDGEWOOD STREET	L-R1	N-E	69,696	2,271	1900	Residential	3/1/2023	340,000	193,800	322,900	0.57	0.02
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	N-E	52,751	2,816	1987	Residential	12/12/2022	389,933	244,000	396,200	0.63	0.04
000121	000403	000018	32	SKY MEADOW LANE	L-R1	N-G	65,514	2,650	2014	Residential	11/14/2022	457,000	300,400	504,500	0.66	0.07
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	N-E	322,344	1,995	1979	Residential	3/3/2023	304,000	193,400	333,500	0.64	0.05
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E	22,651	1,212	1975	Single Wide MH	11/28/2022	150,200	99,600	147,800	0.66	0.07
000129	000003	000000		NEW BOSTON ROAD	L-R1	N-E	63,598				11/7/2022	50,000	41,900	57,900	0.84	0.25
000131	000007	000000	10	HAMPSHIRE DRIVE	L-R1	N-E	15,682	1,646	1967	Residential	12/28/2022	215,000	182,100	259,700	0.85	0.26
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	N-E	0	1,944	2016	Double Wide MH	11/17/2022	342,000	226,900	338,300	0.66	0.07
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	N-E	0	1,758	2013	Double Wide MH	10/14/2022	275,000	164,800	269,600	0.60	0.01
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	N-E	0	1,707	2015	Double Wide MH	4/29/2022	265,000	161,400	261,200	0.61	0.02

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	N-E	0	1,528	2015	Double Wide MH	9/28/2022	261,000	154,300	249,200	0.59	0.00
000133	000064	000000	250	KENDALL STREET	L-R1	N-E	28,183	1,293	1986	Residential	8/8/2022	276,533	156,700	254,600	0.57	0.02
000134	000024	000000	120	SANBORN STREET	L-R1	N-E	65,340	2,368	1880	Residential	3/27/2023	260,000	191,300	281,100	0.74	0.15
000134	000079	000000	50	PEARL STREET	L-R1	N-E	4,792	1,237	1900	Residential	10/4/2022	210,000	133,000	219,400	0.63	0.04
000134	000219	000000	64	CLARK STREET	L-R1	N-E	17,424	2,109	1935	Residential	1/9/2023	348,000	178,200	309,600	0.51	0.08
000134	000241	000000	599	CENTRAL STREET	L-R1	N-E	3,920	1,405	1920	Residential	2/9/2023	220,000	94,300	200,500	0.43	0.16
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E	3,049	1,326	1925	Residential	6/3/2022	195,000	91,600	179,800	0.47	0.12
000134	000283	000000	123	KENDALL STREET	L-R1	N-E	16,858	2,475	1901	Residential	9/6/2022	295,000	190,700	318,800	0.65	0.06
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E	90,605	7,108	1920	Apartments	5/12/2022	430,000	395,800	432,600	0.92	0.33
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E	10,454	1,287	1974	Double Wide MH	9/19/2022	215,000	106,700	188,200	0.50	0.09
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E	16,988	1,982	1910	Residential	1/3/2023	300,000	177,100	286,100	0.59	0.00
000135	000068	000000	62	BEECH STREET	L-R1	N-E	18,731	2,882	1900	Residential	10/24/2022	313,000	221,000	375,600	0.71	0.12
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E	4,792	1,961	1910	Residential	10/31/2022	275,000	160,600	270,700	0.58	0.01
000135	000122	000000	58	PINE STREET	L-RIA	N-E	13,068	3,363	1900	Multi Family	6/24/2022	299,933	173,800	301,600	0.58	0.01
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E	9,583	2,325	1929	Residential	2/3/2023	353,000	195,500	354,200	0.55	0.04
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E	38,333	1,465	2005	Residential	9/22/2022	235,000	160,300	247,500	0.68	0.09

Count: 98

Mean: 0.57
Median: 0.59
Cod: 18.23

PRD Study Using New Assessed Values:

City of Franklin, New Hampshire

PRD Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	New Value	Ratio
000031	000001	000000	14	ROCK FARM ROAD	L-R1	5/23/2022	600,000	531,600	0.89
000044	000002	000000	526	SALISBURY ROAD	L-R1	9/1/2022	385,000	349,600	0.91
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	8/2/2022	700,000	664,500	0.95
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	1/6/2023	760,000	725,800	0.96
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	10/6/2022	775,000	818,900	1.06
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	11/30/2022	415,000	460,300	1.11
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	10/5/2022	350,000	367,500	1.05
000076	000043	000000	92	LARK STREET	L-R1	7/1/2022	256,000	214,000	0.84
000076	000055	000000	30	ORIOLE STREET	L-R1	5/26/2022	145,000	153,800	1.06
000076	000405	000006	25	FINCH DRIVE	L-R1	5/27/2022	435,000	440,500	1.01
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	10/21/2022	230,000	237,300	1.03
000092	000402	000000	281	HILL ROAD	L-R1	7/13/2022	250,000	266,200	1.06
000096	000062	000015	5	DAISY LANE	L-R1	1/9/2023	49,900	36,700	0.74
000096	000062	000049	14	ROSE LANE	L-R1	9/9/2022	24,900	26,500	1.06
000096	000062	000053	7	LILY LANE	L-R1	5/18/2022	51,000	49,900	0.98
000096	000067	000000	15	LAXON AVENUE	L-R1	7/19/2022	290,000	327,000	1.13
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	8/11/2022	359,933	357,800	0.99
000096	000085	000000	80	LAWNDALE AVENUE	L-R1	10/26/2022	310,000	316,700	1.02
000096	000412	000012	12	VINE STREET	L-R1	9/30/2022	90,000	82,800	0.92
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	9/16/2022	350,000	324,600	0.93
000097	000091	000001	139	LAWNDALE AVENUE	L-R1	10/3/2022	367,000	298,400	0.81
000098	000008	000000	52	CENTRAL STREET	L-R1	6/23/2022	280,000	281,800	1.01
000098	000009	000000	44	CENTRAL STREET	L-R2	1/9/2023	250,000	255,600	1.02
000098	000018	000000	29	SUMMIT STREET	L-R1	8/9/2022	360,000	348,800	0.97
000098	000022	000000		SUMMIT STREET	L-R1	6/22/2022	55,000	49,000	0.89
000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	5/2/2022	265,000	222,500	0.84
000100	000032	000000	5	FAIR STREET	L-R1	9/16/2022	302,000	283,200	0.94
000100	000037	000000	8	FAIR STREET	L-R1	8/8/2022	287,983	240,600	0.84
000100	000057	000000	7	UPLAND DRIVE	L-R1	6/24/2022	390,000	382,000	0.98
000100	000406	000020	19	STERLING DRIVE	L-R1	10/4/2022	450,000	494,000	1.10
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	11/2/2022	199,000	188,500	0.95
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	7/1/2022	250,000	281,200	1.12
000112	000018	000000	7	MEADOWOOD DRIVE	L-R1	9/9/2022	494,533	586,100	1.19
000113	000002	000000	4	JEANETTE STREET	L-R1	8/15/2022	315,000	311,600	0.99
000113	000016	000000	3	ROBERT STREET	L-R1	5/2/2022	325,133	273,100	0.84
000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	5/31/2022	390,000	444,100	1.14
000115	000045	000000	28	LIBERTY AVENUE	L-R1	10/27/2022	299,000	305,000	1.02
000115	000083	000000	29	LIBERTY AVENUE	L-R1	8/18/2022	240,000	247,000	1.03
000115	000121	000000	343	VICTORY DRIVE	L-R1	6/22/2022	275,000	246,900	0.90
000115	000402	000001	1-Apr	WESTVIEW DRIVE	L-R1	5/4/2022	202,000	200,300	0.99
000115	000402	000009	9-Jun	WESTVIEW DRIVE	L-R1	7/1/2022	210,000	191,300	0.91
000116	000028	000000	178	WEST BOW STREET	L-R1	12/22/2022	249,933	222,800	0.89
000116	000030	000000	186	WEST BOW STREET	L-R2	4/1/2022	225,500	234,700	1.04
000116	000044	000000	16	FOREST STREET	L-R1	1/5/2023	245,000	234,400	0.96
000116	000059	000000	97	EAST BOW STREET	L-R1	10/4/2022	242,000	254,600	1.05
000116	000076	000000	297	VICTORY DRIVE	L-R1	1/25/2023	280,000	232,200	0.83
000116	000131	000000	13	ROWELL DRIVE	L-R1	9/21/2022	360,000	323,100	0.90

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	New Value	Ratio
000116	000139	000000	33	BEATON STREET	L-R1	10/24/2022	359,000	328,000	0.91
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	8/16/2022	280,000	334,500	1.19
000116	000155	000000	78	SANBORN STREET	L-R4	6/23/2022	435,000	399,700	0.92
000117	000023	000000	25	OAK STREET	L-CI	9/9/2022	415,000	355,400	0.86
000117	000045	000000	21	PLEASANT STREET	L-R4	5/19/2022	285,000	279,100	0.98
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	6/7/2022	217,500	211,000	0.97
000117	000054	0UNIT1	355	CENTRAL STREET	L-CI	4/27/2022	135,000	171,800	1.27
000117	000055	000000	349	CENTRAL STREET	L-CI	4/12/2022	350,000	397,200	1.13
000117	000104	000000	39	ELKINS STREET	L-R4	6/3/2022	341,000	258,500	0.76
000117	000105	000000	58	RIVER STREET	L-R2	4/15/2022	160,000	156,700	0.98
000117	000155	0UNIT4	400	CENTRAL STREET	L-R1	6/30/2022	399,000	402,600	1.01
000117	000155	0UNIT6	400	CENTRAL STREET	L-R1	7/29/2022	379,000	349,400	0.92
000117	000155	0UNIT7	400	CENTRAL STREET	L-R1	9/16/2022	180,000	176,900	0.98
000117	000155	0UNIT8	400	CENTRAL STREET	L-R1	9/22/2022	661,533	619,800	0.94
000117	000175	000000	8	AYLES COURT	L-R1	1/31/2023	225,000	223,300	0.99
000117	000203	000000	96	FRANKLIN STREET	L-R4	6/23/2022	455,000	406,500	0.89
000117	000250	000000	34	SPRING STREET	L-R1	9/2/2022	185,000	207,200	1.12
000117	000267	000000	169	CENTRAL STREET	L-CI	10/7/2022	230,000	227,100	0.99
000117	000283	000000	50	WEST BOW STREET	L-R2	10/17/2022	229,000	202,100	0.88
000117	000304	000000	107	WEST BOW STREET	L-R1W	4/19/2022	135,000	132,500	0.98
000117	000311	000000	81	EAST BOW STREET	L-R1	5/18/2022	230,000	221,600	0.96
000117	000320	000000	32	EAST BOW STREET	L-R2W	5/26/2022	250,000	210,600	0.84
000117	000334	000000	32	THOMPSON PARK	L-R1	6/29/2022	230,000	225,500	0.98
000118	000001	000000	168	FRANKLIN STREET	L-R1	5/31/2022	297,800	243,800	0.82
000118	000050	000000	5	POPLAR STREET	L-R1	11/16/2022	359,000	400,600	1.12
000118	000052	000000	16	EDGEWOOD STREET	L-R1	3/1/2023	340,000	322,900	0.95
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	12/12/2022	389,933	396,200	1.02
000121	000403	000018	32	SKY MEADOW LANE	L-R1	11/14/2022	457,000	504,500	1.10
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	3/3/2023	304,000	333,500	1.10
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	11/28/2022	150,200	147,800	0.98
000129	000003	000000		NEW BOSTON ROAD	L-R1	11/7/2022	50,000	57,900	1.16
000131	000007	000000	10	HAMPSHIRE DRIVE	L-R1	12/28/2022	215,000	259,700	1.21
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	11/17/2022	342,000	338,300	0.99
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	10/14/2022	275,000	269,600	0.98
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	4/29/2022	265,000	261,200	0.99
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	9/28/2022	261,000	249,200	0.95
000133	000064	000000	250	KENDALL STREET	L-R1	8/8/2022	276,533	254,600	0.92
000134	000024	000000	120	SANBORN STREET	L-R1	3/27/2023	260,000	281,100	1.08
000134	000079	000000	50	PEARL STREET	L-R1	10/4/2022	210,000	219,400	1.04
000134	000219	000000	64	CLARK STREET	L-R1	1/9/2023	348,000	309,600	0.89
000134	000241	000000	599	CENTRAL STREET	L-R1	2/9/2023	220,000	200,500	0.91
000134	000244	000000	609	CENTRAL STREET	L-R1	6/3/2022	195,000	179,800	0.92
000134	000283	000000	123	KENDALL STREET	L-R1	9/6/2022	295,000	318,800	1.08
000135	000011	000000	6	TERRACE ROAD	L-CI	5/12/2022	430,000	432,600	1.01
000135	000031	000000	11	TERRACE ROAD	L-R1	9/19/2022	215,000	188,200	0.88
000135	000044	000000	206	PLEASANT STREET	L-R1	1/3/2023	300,000	286,100	0.95
000135	000068	000000	62	BEECH STREET	L-R1	10/24/2022	313,000	375,600	1.20
000135	000107	000000	75	ORCHARD STREET	L-R1	10/31/2022	275,000	270,700	0.98
000135	000122	000000	58	PINE STREET	L-R1A	6/24/2022	299,933	301,600	1.01

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	New Value	Ratio
000135	000131	000000	109	PLEASANT STREET	L-R1	2/3/2023	353,000	354,200	1.00
000148	000017	000001	33	CROSS MILL ROAD	L-R1	9/22/2022	235,000	247,500	1.05

Count: 98

Totals: 29,333,247 28,887,300 0.985

Mean: 0.986

Weighted Mean: 0.985

PRD: 1.001

PRD Study Using Old Assessed Values:

City of Franklin, New Hampshire

PRD Analysis Using Old Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	Old Value	Ratio
000031	000001	000000	14	ROCK FARM ROAD	L-R1	5/23/2022	600,000	314,900	0.52
000044	000002	000000	526	SALISBURY ROAD	L-R1	9/1/2022	385,000	186,800	0.49
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	8/2/2022	700,000	364,200	0.52
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	1/6/2023	760,000	299,300	0.39
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	10/6/2022	775,000	348,000	0.45
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	11/30/2022	415,000	232,700	0.56
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	10/5/2022	350,000	225,400	0.64
000076	000043	000000	92	LARK STREET	L-R1	7/1/2022	256,000	112,700	0.44
000076	000055	000000	30	ORIOLE STREET	L-R1	5/26/2022	145,000	98,900	0.68
000076	000405	000006	25	FINCH DRIVE	L-R1	5/27/2022	435,000	274,200	0.63
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	10/21/2022	230,000	136,100	0.59
000092	000402	000000	281	HILL ROAD	L-R1	7/13/2022	250,000	161,400	0.65
000096	000062	000015	5	DAISY LANE	L-R1	1/9/2023	49,900	13,900	0.28
000096	000062	000049	14	ROSE LANE	L-R1	9/9/2022	24,900	12,700	0.51
000096	000062	000053	7	LILY LANE	L-R1	5/18/2022	51,000	26,400	0.52
000096	000067	000000	15	LAXON AVENUE	L-R1	7/19/2022	290,000	203,000	0.70
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	8/11/2022	359,933	222,400	0.62
000096	000085	000000	80	LAWNDALE AVENUE	L-R1	10/26/2022	310,000	188,200	0.61
000096	000412	000012	12	VINE STREET	L-R1	9/30/2022	90,000	38,600	0.43
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	9/16/2022	350,000	217,300	0.62
000097	000091	000001	139	LAWNDALE AVENUE	L-R1	10/3/2022	367,000	182,800	0.50
000098	000008	000000	52	CENTRAL STREET	L-R1	6/23/2022	280,000	163,600	0.58
000098	000009	000000	44	CENTRAL STREET	L-R2	1/9/2023	250,000	193,900	0.78
000098	000018	000000	29	SUMMIT STREET	L-R1	8/9/2022	360,000	217,000	0.60
000098	000022	000000		SUMMIT STREET	L-R1	6/22/2022	55,000	37,000	0.67
000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	5/2/2022	265,000	148,400	0.56
000100	000032	000000	5	FAIR STREET	L-R1	9/16/2022	302,000	175,600	0.58
000100	000037	000000	8	FAIR STREET	L-R1	8/8/2022	287,983	159,400	0.55
000100	000057	000000	7	UPLAND DRIVE	L-R1	6/24/2022	390,000	196,000	0.50
000100	000406	000020	19	STERLING DRIVE	L-R1	10/4/2022	450,000	293,300	0.65
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	11/2/2022	199,000	99,700	0.50
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	7/1/2022	250,000	182,000	0.73
000112	000018	000000	7	MEADOWOOD DRIVE	L-R1	9/9/2022	494,533	352,500	0.71
000113	000002	000000	4	JEANETTE STREET	L-R1	8/15/2022	315,000	187,300	0.59
000113	000016	000000	3	ROBERT STREET	L-R1	5/2/2022	325,133	159,500	0.49
000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	5/31/2022	390,000	265,900	0.68
000115	000045	000000	28	LIBERTY AVENUE	L-R1	10/27/2022	299,000	176,100	0.59
000115	000083	000000	29	LIBERTY AVENUE	L-R1	8/18/2022	240,000	152,100	0.63
000115	000121	000000	343	VICTORY DRIVE	L-R1	6/22/2022	275,000	146,900	0.53
000115	000402	000001	1-Apr	WESTVIEW DRIVE	L-R1	5/4/2022	202,000	98,900	0.49
000115	000402	000009	9-Jun	WESTVIEW DRIVE	L-R1	7/1/2022	210,000	95,200	0.45
000116	000028	000000	178	WEST BOW STREET	L-R1	12/22/2022	249,933	110,700	0.44
000116	000030	000000	186	WEST BOW STREET	L-R2	4/1/2022	225,500	141,400	0.63
000116	000044	000000	16	FOREST STREET	L-R1	1/5/2023	245,000	139,100	0.57
000116	000059	000000	97	EAST BOW STREET	L-R1	10/4/2022	242,000	146,400	0.60
000116	000076	000000	297	VICTORY DRIVE	L-R1	1/25/2023	280,000	135,700	0.48
000116	000131	000000	13	ROWELL DRIVE	L-R1	9/21/2022	360,000	192,600	0.54

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	Old Value	Ratio
000116	000139	000000	33	BEATON STREET	L-R1	10/24/2022	359,000	192,400	0.54
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	8/16/2022	280,000	202,800	0.72
000116	000155	000000	78	SANBORN STREET	L-R4	6/23/2022	435,000	243,100	0.56
000117	000023	000000	25	OAK STREET	L-CI	9/9/2022	415,000	250,500	0.60
000117	000045	000000	21	PLEASANT STREET	L-R4	5/19/2022	285,000	163,000	0.57
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	6/7/2022	217,500	137,400	0.63
000117	000054	0UNIT1	355	CENTRAL STREET	L-CI	4/27/2022	135,000	119,800	0.89
000117	000055	000000	349	CENTRAL STREET	L-CI	4/12/2022	350,000	352,600	1.01
000117	000104	000000	39	ELKINS STREET	L-R4	6/3/2022	341,000	151,600	0.44
000117	000105	000000	58	RIVER STREET	L-R2	4/15/2022	160,000	139,100	0.87
000117	000155	0UNIT4	400	CENTRAL STREET	L-R1	6/30/2022	399,000	0	0.00
000117	000155	0UNIT6	400	CENTRAL STREET	L-R1	7/29/2022	379,000	0	0.00
000117	000155	0UNIT7	400	CENTRAL STREET	L-R1	9/16/2022	180,000	0	0.00
000117	000155	0UNIT8	400	CENTRAL STREET	L-R1	9/22/2022	661,533	0	0.00
000117	000175	000000	8	AYLES COURT	L-R1	1/31/2023	225,000	144,400	0.64
000117	000203	000000	96	FRANKLIN STREET	L-R4	6/23/2022	455,000	218,000	0.48
000117	000250	000000	34	SPRING STREET	L-R1	9/2/2022	185,000	115,400	0.62
000117	000267	000000	169	CENTRAL STREET	L-CI	10/7/2022	230,000	193,500	0.84
000117	000283	000000	50	WEST BOW STREET	L-R2	10/17/2022	229,000	120,400	0.53
000117	000304	000000	107	WEST BOW STREET	L-R1W	4/19/2022	135,000	81,500	0.60
000117	000311	000000	81	EAST BOW STREET	L-R1	5/18/2022	230,000	133,700	0.58
000117	000320	000000	32	EAST BOW STREET	L-R2W	5/26/2022	250,000	111,900	0.45
000117	000334	000000	32	THOMPSON PARK	L-R1	6/29/2022	230,000	127,300	0.55
000118	000001	000000	168	FRANKLIN STREET	L-R1	5/31/2022	297,800	135,000	0.45
000118	000050	000000	5	POPLAR STREET	L-R1	11/16/2022	359,000	231,100	0.64
000118	000052	000000	16	EDGEWOOD STREET	L-R1	3/1/2023	340,000	193,800	0.57
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	12/12/2022	389,933	244,000	0.63
000121	000403	000018	32	SKY MEADOW LANE	L-R1	11/14/2022	457,000	300,400	0.66
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	3/3/2023	304,000	193,400	0.64
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	11/28/2022	150,200	99,600	0.66
000129	000003	000000		NEW BOSTON ROAD	L-R1	11/7/2022	50,000	41,900	0.84
000131	000007	000000	10	HAMPSHIRE DRIVE	L-R1	12/28/2022	215,000	182,100	0.85
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	11/17/2022	342,000	226,900	0.66
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	10/14/2022	275,000	164,800	0.60
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	4/29/2022	265,000	161,400	0.61
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	9/28/2022	261,000	154,300	0.59
000133	000064	000000	250	KENDALL STREET	L-R1	8/8/2022	276,533	156,700	0.57
000134	000024	000000	120	SANBORN STREET	L-R1	3/27/2023	260,000	191,300	0.74
000134	000079	000000	50	PEARL STREET	L-R1	10/4/2022	210,000	133,000	0.63
000134	000219	000000	64	CLARK STREET	L-R1	1/9/2023	348,000	178,200	0.51
000134	000241	000000	599	CENTRAL STREET	L-R1	2/9/2023	220,000	94,300	0.43
000134	000244	000000	609	CENTRAL STREET	L-R1	6/3/2022	195,000	91,600	0.47
000134	000283	000000	123	KENDALL STREET	L-R1	9/6/2022	295,000	190,700	0.65
000135	000011	000000	6	TERRACE ROAD	L-CI	5/12/2022	430,000	395,800	0.92
000135	000031	000000	11	TERRACE ROAD	L-R1	9/19/2022	215,000	106,700	0.50
000135	000044	000000	206	PLEASANT STREET	L-R1	1/3/2023	300,000	177,100	0.59
000135	000068	000000	62	BEECH STREET	L-R1	10/24/2022	313,000	221,000	0.71
000135	000107	000000	75	ORCHARD STREET	L-R1	10/31/2022	275,000	160,600	0.58
000135	000122	000000	58	PINE STREET	L-R1A	6/24/2022	299,933	173,800	0.58

Map	Lot	Sub	Str. #	Street Name	Luc	Sale Date	Sale Price	Old Value	Ratio
000135	000131	000000	109	PLEASANT STREET	L-R1	2/3/2023	353,000	195,500	0.55
000148	000017	000001	33	CROSS MILL ROAD	L-R1	9/22/2022	235,000	160,300	0.68

Count: 98

Totals: 29,333,247 16,379,800 0.558

Mean: 0.573
 Weighted Mean: 0.558
 PRD: 1.026

Strata Analysis Using New Assessed Values:

City of Franklin, New Hampshire
Land Use Code Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000117	000023	000000	25	OAK STREET	L-CI	N-E	10,890	4,154	1900	Apartments	9/9/2022	415,000	250,500	355,400	0.86	0.12
000117	000054	0UNIT1	355	CENTRAL STREET	L-CI	N-E	0	1,421	1900	Stores	4/27/2022	135,000	119,800	171,800	1.27	0.29
000117	000055	000000	349	CENTRAL STREET	L-CI	N-E	10,890	9,371	1900	Stores	4/12/2022	350,000	352,600	397,200	1.13	0.15
000117	000267	000000	169	CENTRAL STREET	L-CI	N-E	8,712	1,620	1950	Restaurant	10/7/2022	230,000	193,500	227,100	0.99	0.01
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E	90,605	7,108	1920	Apartments	5/12/2022	430,000	395,800	432,600	1.01	0.03

Count: 5

Luc: L-CI

Mean: 1.05
 Median: 1.01
 Cod: 11.97

000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	396,396	2,859	1973	Residential	5/23/2022	600,000	314,900	531,600	0.89	0.09
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E	30,928	1,733	2022	Residential	9/1/2022	385,000	186,800	349,600	0.91	0.07
000076	000043	000000	92	LARK STREET	L-R1	N-D	10,890	899	1960	Residential	7/1/2022	256,000	112,700	214,000	0.84	0.14
000076	000055	000000	30	ORIOLE STREET	L-R1	N-D	4,792	647	1940	Residential	5/26/2022	145,000	98,900	153,800	1.06	0.08
000076	000405	000006	25	FINCH DRIVE	L-R1	N-F	50,835	2,437	2007	Residential	5/27/2022	435,000	274,200	440,500	1.01	0.03
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	N-E	81,893	1,378	1988	Double Wide MH	10/21/2022	230,000	136,100	237,300	1.03	0.05
000092	000402	000000	281	HILL ROAD	L-R1	N-E	148,104	1,146	1978	Residential	7/13/2022	250,000	161,400	266,200	1.06	0.08
000096	000062	000015	5	DAISY LANE	L-R1	N-E	0	776	1972	Single Wide MH	1/9/2023	49,900	13,900	36,700	0.74	0.24
000096	000062	000049	14	ROSE LANE	L-R1	N-E	0	708	1973	Single Wide MH	9/9/2022	24,900	12,700	26,500	1.06	0.08
000096	000062	000053	7	LILY LANE	L-R1	N-E	0	752	1972	Single Wide MH	5/18/2022	290,000	26,400	49,900	0.98	0.00
000096	000067	000000	15	LAXON AVENUE	L-R1	N-E	11,326	2,181	1940	Residential	7/19/2022	290,000	203,000	327,000	1.13	0.15
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	N-E	66,647	2,194	2003	Residential	8/11/2022	359,933	222,400	357,800	0.99	0.01
000096	000085	000000	80	LAWDALE AVENUE	L-R1	N-E	28,183	2,199	1939	Residential	10/26/2022	310,000	188,200	316,700	1.02	0.04
000096	000412	000012	12	VINE STREET	L-R1	N-E	0	1,078	1998	Single Wide MH	9/30/2022	90,000	38,600	82,800	0.92	0.06
000097	000091	000001	139	LAWDALE AVENUE	L-R1	N-E	42,994	1,411	2017	Residential	10/3/2022	367,000	182,800	298,400	0.81	0.17
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E	7,841	2,447	1920	Residential	6/23/2022	280,000	163,600	281,800	1.01	0.03
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E	22,216	2,478	1900	Residential	8/9/2022	360,000	217,000	348,800	0.97	0.01
000098	000022	000000		SUMMIT STREET	L-R1	N-E	30,928				6/22/2022	55,000	37,000	49,000	0.89	0.09
000100	000032	000000	5	FAIR STREET	L-R1	N-E	16,117	1,547	1927	Residential	9/16/2022	302,000	175,600	283,200	0.94	0.04
000100	000037	000000	8	FAIR STREET	L-R1	N-E	8,276	1,342	1900	Residential	8/8/2022	287,983	159,400	240,600	0.84	0.14
000100	000057	000000	7	UPLAND DRIVE	L-R1	N-G	26,572	2,154	1996	Residential	6/24/2022	390,000	196,000	382,000	0.98	0.00
000100	000406	000020	19	STERLING DRIVE	L-R1	N-G	21,780	2,966	2004	Residential	10/4/2022	450,000	293,300	494,000	1.10	0.12
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	N-E	9,583	739	1945	Residential	11/2/2022	199,000	99,700	188,500	0.95	0.03
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E	94,830	2,116	1900	Residential	7/1/2022	250,000	182,000	281,200	1.12	0.14
000112	000018	000000	7	MEADOWWOOD DRIVE	L-R1	N-H	131,116	3,753	2002	Residential	9/9/2022	494,533	352,500	586,100	1.19	0.21
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F	14,375	2,007	1965	Residential	8/15/2022	315,000	187,300	311,600	0.99	0.01
000113	000016	000000	3	ROBERT STREET	L-R1	N-F	15,246	1,330	1965	Residential	5/2/2022	325,133	159,500	273,100	0.84	0.14
000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	N-E	78,408	3,245	1890	Residential	5/31/2022	390,000	265,900	444,100	1.14	0.16
000115	000045	000000	28	LIBERTY AVENUE	L-R1	N-E	16,988	1,718	1970	Residential	10/27/2022	299,000	176,100	305,000	1.02	0.04
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E	14,810	1,011	1973	Residential	8/18/2022	240,000	152,100	247,000	1.03	0.05

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000115	000121	000000	343	VICTORY DRIVE	L-R1	N-E	22,651	1,209	1999	Residential	6/22/2022	275,000	146,900	246,900	0.90	0.08
000115	000402	000001	4-1	WESTVIEW DRIVE	L-R1	N-E	0	1,277	1988	Condo/Townhouse	5/4/2022	202,000	98,900	200,300	0.99	0.01
000115	000402	000009	6-9	WESTVIEW DRIVE	L-R1	N-E	0	1,173	1988	Condo/Townhouse	7/1/2022	210,000	95,200	191,300	0.91	0.07
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E	6,534	1,148	1910	Residential	12/22/2022	249,933	110,700	222,800	0.89	0.09
000116	000044	000000	16	FORD STREET	L-R1	N-E	6,098	1,462	1940	Residential	1/5/2023	245,000	139,100	234,400	0.96	0.02
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E	12,197	1,687	1866	Residential	10/4/2022	242,000	146,400	254,600	1.05	0.07
000116	000076	000000	297	VICTORY DRIVE	L-R1	N-E	14,810	1,064	1955	Residential	1/25/2023	280,000	135,700	332,200	0.83	0.15
000116	000131	000000	13	ROWELL DRIVE	L-R1	N-E	22,216	1,956	1954	Residential	9/21/2022	360,000	192,600	323,100	0.90	0.08
000116	000139	000000	33	BEATON STREET	L-R1	N-E	16,988	2,182	1950	Residential	10/24/2022	359,000	192,400	328,000	0.91	0.07
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	N-E	28,750	1,989	1945	Residential	8/16/2022	280,000	202,800	334,500	1.19	0.21
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E	4,356	1,525	1888	Residential	6/7/2022	217,500	137,400	211,000	0.97	0.01
000117	000155	000000	400	CENTRAL STREET	L-R1	N-E	0	1,481	1875	Condo/Townhouse	6/30/2022	399,000	0	402,600	1.01	0.03
000117	000155	000000	400	CENTRAL STREET	L-R1	N-E	0	1,056	1875	Condo/Townhouse	7/29/2022	379,000	0	349,400	0.92	0.06
000117	000155	000000	400	CENTRAL STREET	L-R1	N-E	0	476	1875	Condo/Townhouse	9/16/2022	180,000	0	176,900	0.98	0.00
000117	000155	000000	400	CENTRAL STREET	L-R1	N-E	0	2,220	1875	Condo/Townhouse	9/22/2022	661,533	0	619,800	0.94	0.04
000117	000175	000000	8	AYLES COURT	L-R1	N-E	2,614	1,610	1925	Residential	1/31/2023	225,000	144,400	223,300	0.99	0.01
000117	000250	000000	34	SPRING STREET	L-R1	N-E	8,799	1,812	1900	Residential	9/2/2022	185,000	115,400	207,200	1.12	0.14
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E	5,663	1,983	1830	Residential	5/18/2022	230,000	133,700	221,600	0.96	0.02
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E	6,970	1,082	1890	Residential	6/29/2022	230,000	127,300	225,500	0.98	0.00
000118	000001	000000	168	FRANKLIN STREET	L-R1	N-E	8,712	1,416	1900	Residential	5/31/2022	297,800	135,000	243,800	0.82	0.16
000118	000050	000000	5	POPLAR STREET	L-R1	N-E	23,087	2,766	1964	Residential	11/16/2022	359,000	231,100	400,600	1.12	0.14
000118	000052	000000	16	EDGEWOOD STREET	L-R1	N-E	69,696	2,271	1900	Residential	3/1/2023	340,000	193,800	322,900	0.95	0.03
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	N-E	52,751	2,816	1987	Residential	12/12/2022	389,933	244,000	396,200	1.02	0.04
000121	000403	000018	32	SKY MEADOW LANE	L-R1	N-G	65,514	2,650	2014	Residential	11/14/2022	457,000	300,400	504,500	1.10	0.12
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	N-E	322,344	1,995	1979	Residential	3/3/2023	304,000	193,400	333,500	1.10	0.12
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E	22,651	1,212	1975	Single Wide MH	11/28/2022	150,200	99,600	147,800	0.98	0.00
000129	000003	000000		NEW BOSTON ROAD	L-R1	N-E	63,598				11/7/2022	50,000	41,900	57,900	1.16	0.18
000131	000007	000000	10	HAMPSHIRE DRIVE	L-R1	N-E	15,682	1,646	1967	Residential	12/28/2022	215,000	182,100	259,700	1.21	0.23
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	N-E	0	1,944	2016	Double Wide MH	11/17/2022	342,000	226,900	338,300	0.99	0.01
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	N-E	0	1,758	2013	Double Wide MH	10/14/2022	275,000	164,800	269,600	0.98	0.00
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	N-E	0	1,707	2015	Double Wide MH	4/29/2022	265,000	161,400	261,200	0.99	0.01
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	N-E	0	1,528	2015	Double Wide MH	9/28/2022	261,000	154,300	249,200	0.95	0.03
000133	000064	000000	250	KENDALL STREET	L-R1	N-E	28,183	1,293	1986	Residential	8/8/2022	276,533	156,700	254,600	0.92	0.06
000134	000024	000000	120	SANBORN STREET	L-R1	N-E	65,340	2,368	1880	Residential	3/27/2023	260,000	191,300	281,100	1.08	0.10
000134	000079	000000	50	PEARL STREET	L-R1	N-E	4,792	1,237	1900	Residential	10/4/2022	210,000	133,000	219,400	1.04	0.06
000134	000219	000000	64	CLARK STREET	L-R1	N-E	17,424	2,109	1935	Residential	1/9/2023	348,000	178,200	309,600	0.89	0.09
000134	000241	000000	599	CENTRAL STREET	L-R1	N-E	3,920	1,405	1920	Residential	2/9/2023	220,000	94,300	200,500	0.91	0.07
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E	3,049	1,326	1925	Residential	6/3/2022	195,000	91,600	179,800	0.92	0.06
000134	000283	000000	123	KENDALL STREET	L-R1	N-E	16,858	2,475	1901	Residential	9/6/2022	295,000	190,700	318,800	1.08	0.10
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E	10,454	1,287	1974	Double Wide MH	9/19/2022	215,000	106,700	188,200	0.88	0.10
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E	16,988	1,982	1910	Residential	1/3/2023	300,000	177,100	286,100	0.95	0.03
000135	000068	000000	62	BEECH STREET	L-R1	N-E	18,731	2,882	1900	Residential	10/24/2022	313,000	221,000	375,600	1.20	0.22

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E	4,792	1,961	1910	Residential	10/31/2022	275,000	160,600	270,700	0.98	0.00
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E	9,583	2,325	1929	Residential	2/3/2023	353,000	195,500	354,200	1.00	0.02
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E	38,333	1,465	2005	Residential	9/22/2022	235,000	160,300	247,500	1.05	0.07

Count: 75

Luc: L-R1

Mean: 0.99
Median: 0.98
Cod: 7.83

000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F	9,191	1,966	2007	Residential	8/2/2022	700,000	364,200	664,500	0.95	0.03
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	1.05	0.07
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E	15,246	2,222	1790	Residential	9/16/2022	350,000	217,300	324,600	0.93	0.05
000135	000122	000000	58	PINE STREET	L-R1A	N-E	13,068	3,363	1900	Multi Family	6/24/2022	299,933	173,800	301,600	1.01	0.03

Count: 4

Luc: L-R1A

Mean: 0.98
Median: 0.98
Cod: 4.56

000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	20,473	1,724	1960	Residential	1/6/2023	760,000	299,300	725,800	0.96	0.07
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	143,748	2,441	1940	Residential	10/6/2022	775,000	348,000	818,900	1.06	0.04
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	7,405	1,274	1939	Residential	11/30/2022	415,000	232,700	460,300	1.11	0.09
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E	2,614	868	1920	Residential	4/19/2022	135,000	81,500	132,500	0.98	0.04

Count: 4

Luc: L-R1W

Mean: 1.03
Median: 1.02
Cod: 5.62

000098	000009	000000	44	CENTRAL STREET	L-R2	N-E	10,019	2,762	1900	Multi Family	1/9/2023	250,000	193,900	255,600	1.02	0.02
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	5,227	2,941	1890	Multi Family	4/1/2022	225,500	141,400	234,700	1.04	0.04
000117	000105	000000	58	RIVER STREET	L-R2	N-E	7,405	2,089	1870	Multi Family	4/15/2022	160,000	139,100	156,700	0.98	0.02
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E	14,375	1,854	1875	Multi Family	10/17/2022	229,000	120,400	202,100	0.88	0.12

Count: 4

Luc: L-R2

Mean: 0.98
Median: 1.00
Cod: 5.03

000117	000320	000000	32	EAST BOW STREET	L-R2W	N-E	2,614	2,218	1880	Multi Family	5/26/2022	250,000	111,900	210,600	0.84	0.00
--------	--------	--------	----	-----------------	-------	-----	-------	-------	------	--------------	-----------	---------	---------	---------	------	------

Count: 1

Luc: L-R2W

Mean: 0.84
Median: 0.84
Cod: 0.00

*Only one sale and may not be indicative of the market for this strata.

000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	N-E	16,988	2,491	1900	Multi Family	5/2/2022	265,000	148,400	222,500	0.84	0.00
--------	--------	--------	-----	-------------------	-------	-----	--------	-------	------	--------------	----------	---------	---------	---------	------	------

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
Count: 1*																
Luc: L-R3W																
*Only one sale and may not be indicative of the market for this strata.																
000116	000155	000000	78	SANBORN STREET	L-R4	N-E	56,628	4,360	1880	Multi Family	6/23/2022	435,000	243,100	399,700	0.92	0.01
000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	10,890	3,149	1900	Multi Family	5/19/2022	285,000	163,000	279,100	0.98	0.07
000117	000104	000000	39	ELKINS STREET	L-R4	N-E	6,098	3,380	1900	Multi Family	6/3/2022	341,000	151,600	258,500	0.76	0.15
000117	000203	000000	96	FRANKLIN STREET	L-R4	N-E	6,534	4,171	1900	Multi Family	6/23/2022	455,000	218,000	406,500	0.89	0.02
Count: 4																
Luc: L-R4																
Mean: 0.84																
Median: 0.84																
Cod: 0.00																
Mean: 0.89																
Median: 0.91																
Cod: 6.78																

Strata Analysis Using Old Assessed Values:

City of Franklin, New Hampshire

Land Use Code Analysis Using Old Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000117	000023	000000	25	OAK STREET	L-CI	N-E	10,890	4,154	1900	Apartments	9/9/2022	415,000	250,500	355,400	0.60	0.29
000117	000054	000000	355	CENTRAL STREET	L-CI	N-E	0	1,421	1900	Stores	4/27/2022	135,000	119,800	171,800	0.89	0.00
000117	000055	000000	349	CENTRAL STREET	L-CI	N-E	10,890	9,371	1900	Stores	4/12/2022	350,000	352,600	397,200	1.01	0.12
000117	000267	000000	169	CENTRAL STREET	L-CI	N-E	8,712	1,620	1950	Restaurant	10/7/2022	230,000	193,500	227,100	0.84	0.05
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E	90,605	7,108	1920	Apartments	5/12/2022	430,000	395,800	432,600	0.92	0.03

Count: 5

Luc: L-CI

Mean: 0.85
 Median: 0.89
 Cod: 10.91

000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	396,396	2,859	1973	Residential	5/23/2022	600,000	314,900	531,600	0.52	0.07
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E	30,928	1,733	2022	Residential	9/1/2022	385,000	186,800	349,600	0.49	0.10
000076	000043	000000	92	LARK STREET	L-R1	N-D	10,890	899	1960	Residential	7/1/2022	256,000	112,700	214,000	0.44	0.15
000076	000055	000000	30	ORIOLE STREET	L-R1	N-D	4,792	647	1940	Residential	5/26/2022	145,000	98,900	153,800	0.68	0.09
000076	000405	000006	25	FINCH DRIVE	L-R1	N-F	50,835	2,437	2007	Residential	5/27/2022	435,000	274,200	440,500	0.63	0.04
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	N-E	81,893	1,378	1988	Double Wide MH	10/21/2022	230,000	136,100	237,300	0.59	0.00
000092	000402	000000	281	HILL ROAD	L-R1	N-E	148,104	1,146	1978	Residential	7/13/2022	250,000	161,400	266,200	0.65	0.06
000096	000062	000015	5	DAISY LANE	L-R1	N-E	0	776	1972	Single Wide MH	1/9/2023	49,900	13,900	36,700	0.28	0.31
000096	000062	000049	14	ROSE LANE	L-R1	N-E	0	708	1973	Single Wide MH	9/9/2022	24,900	12,700	26,500	0.51	0.08
000096	000062	000053	7	LILY LANE	L-R1	N-E	0	752	1972	Single Wide MH	5/18/2022	51,000	26,400	49,900	0.52	0.07
000096	000067	000000	15	LAXON AVENUE	L-R1	N-E	11,326	2,181	1940	Residential	7/19/2022	290,000	203,000	327,000	0.70	0.11
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	N-E	66,647	2,194	2003	Residential	8/11/2022	359,933	222,400	357,800	0.62	0.03
000096	000085	000000	80	LAWDALE AVENUE	L-R1	N-E	28,183	2,199	1939	Residential	10/26/2022	310,000	188,200	316,700	0.61	0.02
000096	000412	000012	12	VINE STREET	L-R1	N-E	0	1,078	1998	Single Wide MH	9/30/2022	90,000	38,600	82,800	0.43	0.16
000097	000091	000001	139	LAWDALE AVENUE	L-R1	N-E	42,994	1,411	2017	Residential	10/3/2022	367,000	182,800	298,400	0.50	0.09
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E	7,841	2,447	1920	Residential	6/23/2022	280,000	163,600	281,800	0.58	0.01
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E	22,216	2,478	1900	Residential	8/9/2022	360,000	217,000	348,800	0.60	0.01
000098	000022	000000		SUMMIT STREET	L-R1	N-E	30,928				6/22/2022	55,000	37,000	49,000	0.67	0.08
000100	000032	000000	5	FAIR STREET	L-R1	N-E	16,117	1,547	1927	Residential	9/16/2022	302,000	175,600	283,200	0.58	0.01
000100	000037	000000	8	FAIR STREET	L-R1	N-E	8,276	1,342	1900	Residential	8/8/2022	287,983	159,400	240,600	0.55	0.04
000100	000057	000000	7	UPLAND DRIVE	L-R1	N-G	26,572	2,154	1996	Residential	6/24/2022	390,000	196,000	382,000	0.50	0.09
000100	000406	000020	19	STERLING DRIVE	L-R1	N-G	21,780	2,966	2004	Residential	10/4/2022	450,000	293,300	494,000	0.65	0.06
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	N-E	9,583	739	1945	Residential	11/2/2022	199,000	99,700	188,500	0.50	0.09
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E	94,830	2,116	1900	Residential	7/1/2022	250,000	182,000	281,200	0.73	0.14
000112	000018	000000	7	MEADOWOOD DRIVE	L-R1	N-H	131,116	3,753	2002	Residential	9/9/2022	494,533	352,500	586,100	0.71	0.12
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F	14,375	2,007	1965	Residential	8/15/2022	315,000	187,300	311,600	0.59	0.00
000113	000016	000000	3	ROBERT STREET	L-R1	N-F	15,246	1,330	1965	Residential	5/2/2022	325,133	159,500	273,100	0.49	0.10
000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	N-E	78,408	3,245	1890	Residential	5/31/2022	390,000	265,900	444,100	0.68	0.09
000115	000045	000000	28	LIBERTY AVENUE	L-R1	N-E	16,988	1,718	1970	Residential	10/27/2022	299,000	176,100	305,000	0.59	0.00
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E	14,810	1,011	1973	Residential	8/18/2022	240,000	152,100	247,000	0.63	0.04

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000115	000121	000000	343	VICTORY DRIVE	L-R1	N-E	22,651	1,209	1999	Residential	6/22/2022	275,000	146,900	246,900	0.53	0.06
000115	000402	000001	4-1	WESTVIEW DRIVE	L-R1	N-E	0	1,277	1988	Condo/Townhouse	5/4/2022	202,000	98,900	200,300	0.49	0.10
000115	000402	000009	6-9	WESTVIEW DRIVE	L-R1	N-E	0	1,173	1988	Condo/Townhouse	7/1/2022	210,000	95,200	191,300	0.45	0.14
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E	6,534	1,148	1910	Residential	12/22/2022	249,933	110,700	222,800	0.44	0.15
000116	000044	000000	16	FOREST STREET	L-R1	N-E	6,098	1,462	1940	Residential	1/5/2023	245,000	139,100	234,400	0.57	0.02
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E	12,197	1,687	1866	Residential	10/4/2022	242,000	146,400	254,600	0.60	0.01
000116	000076	000000	297	VICTORY DRIVE	L-R1	N-E	14,810	1,064	1955	Residential	1/25/2023	280,000	135,700	232,200	0.48	0.11
000116	000139	000000	13	ROWELL DRIVE	L-R1	N-E	22,216	1,956	1954	Residential	9/21/2022	360,000	192,600	323,100	0.54	0.05
000116	000149	000000	33	BEATON STREET	L-R1	N-E	16,988	2,182	1950	Residential	10/24/2022	359,000	192,400	328,000	0.54	0.05
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	N-E	28,750	1,989	1945	Residential	8/16/2022	280,000	202,800	334,500	0.72	0.13
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E	4,356	1,525	1888	Residential	6/7/2022	217,500	137,400	211,000	0.63	0.04
000117	000155	0UNIT4	400	CENTRAL STREET	L-R1	N-E	0	1,481	1875	Condo/Townhouse	6/30/2022	399,000	0	402,600	0.00	0.59
000117	000155	0UNIT6	400	CENTRAL STREET	L-R1	N-E	0	1,056	1875	Condo/Townhouse	7/29/2022	379,000	0	349,400	0.00	0.59
000117	000155	0UNIT7	400	CENTRAL STREET	L-R1	N-E	0	476	1875	Condo/Townhouse	9/16/2022	180,000	0	176,900	0.00	0.59
000117	000155	0UNIT8	400	CENTRAL STREET	L-R1	N-E	0	2,220	1875	Condo/Townhouse	9/22/2022	661,533	0	619,800	0.00	0.59
000117	000175	000000	8	AYLES COURT	L-R1	N-E	2,614	1,610	1925	Residential	1/31/2023	225,000	144,400	223,300	0.64	0.05
000117	000250	000000	34	SPRING STREET	L-R1	N-E	8,799	1,812	1900	Residential	9/2/2022	185,000	115,400	207,200	0.62	0.03
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E	5,663	1,983	1830	Residential	5/18/2022	230,000	133,700	221,600	0.58	0.01
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E	6,970	1,082	1890	Residential	6/29/2022	230,000	127,300	225,500	0.55	0.04
000118	000001	000000	168	FRANKLIN STREET	L-R1	N-E	8,712	1,416	1900	Residential	5/31/2022	297,800	135,000	243,800	0.45	0.14
000118	000050	000000	5	POPLAR STREET	L-R1	N-E	23,087	2,766	1964	Residential	11/16/2022	359,000	231,100	400,600	0.64	0.05
000118	000052	000000	16	EDGEWOOD STREET	L-R1	N-E	69,696	2,271	1900	Residential	3/1/2023	340,000	193,800	322,900	0.57	0.02
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	N-E	52,751	2,816	1987	Residential	12/12/2022	389,933	244,000	396,200	0.63	0.04
000121	000403	000018	32	SKY MEADOW LANE	L-R1	N-G	65,514	2,650	2014	Residential	11/14/2022	457,000	300,400	504,500	0.66	0.07
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	N-E	322,344	1,995	1979	Residential	3/3/2023	304,000	193,400	333,500	0.64	0.05
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E	22,651	1,212	1975	Single Wide MH	11/28/2022	150,200	99,600	147,800	0.66	0.07
000129	000003	000000		NEW BOSTON ROAD	L-R1	N-E	63,598				11/7/2022	50,000	41,900	57,900	0.84	0.25
000131	000007	000000	10	HAMPSHIRE DRIVE	L-R1	N-E	15,682	1,646	1967	Residential	12/28/2022	215,000	182,100	259,700	0.85	0.26
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	N-E	0	1,944	2016	Double Wide MH	11/17/2022	342,000	226,900	338,300	0.66	0.07
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	N-E	0	1,758	2013	Double Wide MH	10/14/2022	275,000	164,800	269,600	0.60	0.01
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	N-E	0	1,707	2015	Double Wide MH	4/29/2022	265,000	161,400	261,200	0.61	0.02
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	N-E	0	1,528	2015	Double Wide MH	9/28/2022	261,000	154,300	249,200	0.59	0.00
000133	000064	000000	250	KENDALL STREET	L-R1	N-E	28,183	1,293	1986	Residential	8/8/2022	276,533	156,700	254,600	0.57	0.02
000134	000024	000000	120	SANBORN STREET	L-R1	N-E	65,340	2,368	1880	Residential	3/27/2023	260,000	191,300	281,100	0.74	0.15
000134	000079	000000	50	PEARL STREET	L-R1	N-E	4,792	1,237	1900	Residential	10/4/2022	210,000	133,000	219,400	0.63	0.04
000134	000219	000000	64	CLARK STREET	L-R1	N-E	17,424	2,109	1935	Residential	1/9/2023	348,000	178,200	309,600	0.51	0.08
000134	000241	000000	599	CENTRAL STREET	L-R1	N-E	3,920	1,405	1920	Residential	2/9/2023	220,000	94,300	200,500	0.43	0.16
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E	3,049	1,326	1925	Residential	6/3/2022	195,000	91,600	179,800	0.47	0.12
000134	000283	000000	123	KENDALL STREET	L-R1	N-E	16,858	2,475	1901	Residential	9/6/2022	295,000	190,700	318,800	0.65	0.06
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E	10,454	1,287	1974	Double Wide MH	9/19/2022	215,000	106,700	188,200	0.50	0.09
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E	16,988	1,982	1910	Residential	1/3/2023	300,000	177,100	286,100	0.59	0.00
000135	000068	000000	62	BEECH STREET	L-R1	N-E	18,731	2,882	1900	Residential	10/24/2022	313,000	221,000	375,600	0.71	0.12

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E	4,792	1,961	1910	Residential	10/31/2022	275,000	160,600	270,700	0.58	0.01
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E	9,583	2,325	1929	Residential	2/3/2023	353,000	195,500	354,200	0.55	0.04
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E	38,333	1,465	2005	Residential	9/22/2022	235,000	160,300	247,500	0.68	0.09

Count: 75

Luc: L-R1

Mean: 0.56
 Median: 0.59
 Cod: 17.26

000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F	9,191	1,966	2007	Residential	8/2/2022	700,000	364,200	664,500	0.52	0.08
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	0.64	0.04
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E	15,246	2,222	1790	Residential	9/16/2022	350,000	217,300	324,600	0.62	0.02
000135	000122	000000	58	PINE STREET	L-R1A	N-E	13,068	3,363	1900	Multi Family	6/24/2022	299,933	173,800	301,600	0.58	0.02

Count: 4

Luc: L-R1A

Mean: 0.59
 Median: 0.60
 Cod: 6.88

000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	20,473	1,724	1960	Residential	1/6/2023	760,000	299,300	725,800	0.39	0.11
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	143,748	2,441	1940	Residential	10/6/2022	775,000	348,000	818,900	0.45	0.05
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	7,405	1,274	1939	Residential	11/30/2022	415,000	232,700	460,300	0.56	0.06
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E	2,614	868	1920	Residential	4/19/2022	135,000	81,500	132,500	0.60	0.10

Count: 4

Luc: L-R1W

Mean: 0.50
 Median: 0.50
 Cod: 16.08

000098	000009	000000	44	CENTRAL STREET	L-R2	N-E	10,019	2,762	1900	Multi Family	1/9/2023	250,000	193,900	255,600	0.78	0.08
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	5,227	2,941	1890	Multi Family	4/1/2022	225,500	141,400	234,700	0.63	0.07
000117	000105	000000	58	RIVER STREET	L-R2	N-E	7,405	2,089	1870	Multi Family	4/15/2022	160,000	139,100	156,700	0.87	0.17
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E	14,375	1,854	1875	Multi Family	10/17/2022	229,000	120,400	202,100	0.53	0.17

Count: 4

Luc: L-R2

Mean: 0.70
 Median: 0.70
 Cod: 17.58

000117	000320	000000	32	EAST BOW STREET	L-R2W	N-E	2,614	2,218	1880	Multi Family	5/26/2022	250,000	111,900	210,600	0.45	0.00
--------	--------	--------	----	-----------------	-------	-----	-------	-------	------	--------------	-----------	---------	---------	---------	------	------

Count: 1

Luc: L-R2W

Mean: 0.45
 Median: 0.45
 Cod: 0.00

*Only one sale and may not be indicative of the market for this strata.

000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	N-E	16,988	2,491	1900	Multi Family	5/2/2022	265,000	148,400	222,500	0.56	0.00
--------	--------	--------	-----	-------------------	-------	-----	--------	-------	------	--------------	----------	---------	---------	---------	------	------

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs	
Count: 1 *																	
Luc: L-R3W																	
*Only one sale and may not be indicative of the market for this strata.																	
	000116	000155	000000	78	SANBORN STREET	L-R4	N-E	56,628	4,360	1880	Multi Family	6/23/2022	435,000	243,100	399,700	0.56	0.04
	000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	10,890	3,149	1900	Multi Family	5/19/2022	285,000	163,000	279,100	0.57	0.05
	000117	000104	000000	39	ELKINS STREET	L-R4	N-E	6,098	3,380	1900	Multi Family	6/3/2022	341,000	151,600	258,500	0.44	0.08
	000117	000203	000000	96	FRANKLIN STREET	L-R4	N-E	6,534	4,171	1900	Multi Family	6/23/2022	455,000	218,000	406,500	0.48	0.04
Count: 4																	
Luc: L-R4																	
Mean: 0.51																	
Median: 0.52																	
Cod: 9.96																	

SECTION I

CAMA System Analysis and Spreadsheet Support

Land Value Support:

City of Franklin, New Hampshire

Vacant Land Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000098	000022	000000		SUMMIT STREET	L-R1	N-E	30,928	6/22/2022	55,000	37,000	49,000	0.89	0.13
000129	000003	000000		NEW BOSTON ROAD	L-R1	N-E	63,598	11/7/2022	50,000	41,900	57,900	1.16	0.14

Count: 2

Mean: 1.02
Median: 1.02
Cod: 13.09

City of Franklin, New Hampshire

Land Residual Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Site	Lot Size (Sf)	Sale Date	Sale Price	Improvement Value	Land Residual	Land Value	Ratio	Abs
000076	000043	000000	92	LARK STREET	L-R1	N-D		10,890	7/1/2022	256,000	141,200	114,800	72,800	0.63	0.32
000113	000016	000000	3	ROBERT STREET	L-R1	N-F		15,246	5/2/2022	325,133	179,100	146,033	94,000	0.64	0.31
000134	000219	000000	64	CLARK STREET	L-R1	N-E		17,424	1/9/2023	348,000	224,400	123,600	85,200	0.69	0.26
000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	HLWTR	396,396	5/23/2022	600,000	379,300	220,700	152,300	0.69	0.26
000116	000131	000000	13	ROWELL DRIVE	L-R1	N-E		22,216	9/21/2022	360,000	237,700	122,300	85,400	0.70	0.25
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F		9,191	8/2/2022	700,000	581,700	118,300	82,800	0.70	0.25
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E		30,928	9/1/2022	385,000	263,500	121,500	86,100	0.71	0.24
000116	000155	000000	78	SANBORN STREET	L-R4	N-E		56,628	6/23/2022	435,000	312,500	122,500	87,200	0.71	0.24
000134	000241	000000	599	CENTRAL STREET	L-R1	N-E		3,920	2/9/2023	220,000	149,500	70,500	51,000	0.72	0.23
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E		14,375	10/17/2022	229,000	129,700	99,300	72,400	0.73	0.22
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E		6,534	12/22/2022	249,933	149,700	100,233	73,100	0.73	0.22
000116	000139	000000	33	BEATON STREET	L-R1	N-E		16,988	10/24/2022	359,000	242,900	116,100	85,100	0.73	0.22
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E		10,454	9/19/2022	215,000	111,800	103,200	76,400	0.74	0.21
000115	000121	000000	343	VICTORY DRIVE	L-R1	N-E		22,651	6/22/2022	275,000	165,700	109,300	81,200	0.74	0.21
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E		15,246	9/16/2022	350,000	244,300	105,700	80,300	0.76	0.19
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E		3,049	6/3/2022	195,000	131,100	63,900	48,700	0.76	0.19
000133	000064	000000	250	KENDALL STREET	L-R1	N-E		28,183	8/8/2022	276,533	168,900	107,633	85,700	0.80	0.15
000100	000032	000000	5	FAIR STREET	L-R1	N-E		16,117	9/16/2022	302,000	196,800	105,200	86,400	0.82	0.13
000118	000052	000000	16	EDGEWOOD STREET	L-R1	N-E		69,696	3/1/2023	340,000	239,300	100,700	83,600	0.83	0.12
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E		16,988	1/3/2023	300,000	201,000	99,000	85,100	0.86	0.09
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	N-E		9,583	11/2/2022	199,000	116,600	82,400	71,900	0.87	0.08
000116	000044	000000	16	FOREST STREET	L-R1	N-E		6,098	1/5/2023	245,000	161,700	83,300	72,700	0.87	0.08
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E		22,216	8/9/2022	360,000	271,700	88,300	77,100	0.87	0.08
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E		5,663	5/18/2022	230,000	149,300	80,700	72,300	0.90	0.05
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E		4,356	6/7/2022	217,500	139,700	77,800	71,300	0.92	0.03
000117	000045	000000	21	PLEASANT STREET	L-R4	N-E		10,890	5/19/2022	285,000	206,100	78,900	73,000	0.93	0.02
000100	000057	000000	7	UPLAND DRIVE	L-R1	N-G		26,572	6/24/2022	390,000	273,600	116,400	108,400	0.93	0.02
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	WF	20,473	1/6/2023	760,000	215,500	544,500	510,300	0.94	0.01
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E		6,970	6/29/2022	230,000	155,700	74,300	69,800	0.94	0.01
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E		2,614	4/19/2022	135,000	93,300	41,700	39,200	0.94	0.01
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E		4,792	10/31/2022	275,000	199,100	75,900	71,600	0.94	0.01
000117	000105	000000	58	RIVER STREET	L-R2	N-E		7,405	4/15/2022	160,000	82,900	77,100	73,800	0.96	0.01
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F		14,375	8/15/2022	315,000	218,600	96,400	93,000	0.96	0.01
000117	000175	000000	8	AYLES COURT	L-R1	N-E		2,614	1/31/2023	225,000	173,700	51,300	49,600	0.97	0.02
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E		22,651	11/28/2022	150,200	61,100	89,100	86,700	0.97	0.02
000117	000267	000000	169	CENTRAL STREET	L-C1	N-E		8,712	10/7/2022	230,000	122,200	107,800	104,900	0.97	0.02
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	N-E		66,647	8/11/2022	359,933	274,700	85,233	83,100	0.97	0.02
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E		9,583	2/3/2023	353,000	278,600	74,400	75,600	1.02	0.07
000135	000122	000000	58	PINE STREET	L-R1A	N-E		13,068	6/24/2022	299,933	218,400	81,533	83,200	1.02	0.07
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E		7,841	6/23/2022	280,000	207,600	72,400	74,200	1.02	0.07
000135	000011	000000	6	TERRACE ROAD	L-C1	N-E		90,605	5/12/2022	430,000	326,800	103,200	105,800	1.03	0.08

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Site	Lot Size (Sf)	Sale Date	Sale Price	Improvement Value	Land Residual	Land Value	Ratio	Abs
000076	000405	000006	25	FINCH DRIVE	L-R1	N-F		50,835	5/27/2022	435,000	335,400	99,600	105,100	1.06	0.11
000115	000045	000000	28	LIBERTY AVENUE	L-R1	N-E		16,988	10/27/2022	299,000	219,900	79,100	85,100	1.08	0.13
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	N-E		52,751	12/12/2022	389,933	309,000	80,933	87,200	1.08	0.13
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	N-E		81,893	10/21/2022	230,000	139,700	90,300	97,600	1.08	0.13
000098	000009	000000	44	CENTRAL STREET	L-R2	N-E		10,019	1/9/2023	250,000	181,100	68,900	74,500	1.08	0.13
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E		14,810	8/18/2022	240,000	162,000	78,000	85,000	1.09	0.14
000096	000085	000000	80	LAWNDALE AVENUE	L-R1	N-E		28,183	10/26/2022	310,000	235,700	74,300	81,000	1.09	0.14
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	WF	143,748	10/6/2022	775,000	337,800	437,200	481,100	1.10	0.15
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	WA	8,712	10/5/2022	350,000	221,900	128,100	145,600	1.14	0.19
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E		5,227	4/1/2022	225,500	158,900	66,600	75,800	1.14	0.19
000134	000079	000000	50	PEARL STREET	L-R1	N-E		4,792	10/4/2022	210,000	147,800	62,200	71,600	1.15	0.20
000076	000055	000000	30	ORIOLE STREET	L-R1	N-D		4,792	5/26/2022	145,000	92,600	52,400	61,200	1.17	0.22
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	WF	7,405	11/30/2022	415,000	152,500	262,500	307,800	1.17	0.22
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E		38,333	9/22/2022	235,000	165,300	69,700	82,200	1.18	0.23
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E		12,197	10/4/2022	242,000	174,500	67,500	80,100	1.19	0.24
000092	000402	000000	281	HILL ROAD	L-R1	N-E		148,104	7/13/2022	250,000	165,300	84,700	100,900	1.19	0.24
000134	000024	000000	120	SANBORN STREET	L-R1	N-E		65,340	3/27/2023	260,000	200,500	59,500	80,600	1.35	0.40
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	N-E		322,344	3/3/2023	304,000	223,300	80,700	110,200	1.37	0.42
000134	000283	000000	123	KENDALL STREET	L-R1	N-E		16,858	9/6/2022	295,000	242,000	53,000	76,800	1.45	0.50
000117	000250	000000	34	SPRING STREET	L-R1	N-E		8,799	9/2/2022	185,000	136,000	49,000	71,200	1.45	0.50
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E		94,830	7/1/2022	250,000	182,600	67,400	98,600	1.46	0.51

Count: 62

*Due to low land values in Franklin, outliers on both ends were trimmed.

Median: 0.95
Mean: 0.96
Cod: 17.33
Median Lot Size: 15,028
Median Lot Value: \$84,967

City of Franklin, New Hampshire

Land Residual Analysis by Neighborhood Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Site	Lot Size (Sf)	Sale Date	Sale Price	Improvement Value	Land Residual	Land Value	Ratio	Abs
000076	000043	000000	92	LARK STREET	L-R1	N-D		10,890	7/1/2022	256,000	141,200	114,800	72,800	0.63	0.27
000076	000055	000000	30	ORIOLE STREET	L-R1	N-D		4,792	5/26/2022	145,000	92,600	52,400	61,200	1.17	0.27

Count: 2

Nbhd: N-D

Median: 0.90
 Mean: 0.90
 Cod: 29.66

000134	000219	000000	64	CLARK STREET	L-R1	N-E		17,424	1/9/2023	348,000	224,400	123,600	85,200	0.69	0.27
000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	HLWTR	396,396	5/23/2022	600,000	379,300	220,700	152,300	0.69	0.27
000116	000131	000000	13	ROWELL DRIVE	L-R1	N-E		22,216	9/21/2022	360,000	237,700	122,300	85,400	0.70	0.26
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E		30,928	9/1/2022	385,000	263,500	121,500	86,100	0.71	0.25
000116	000155	000000	78	SANBORN STREET	L-R4	N-E		56,628	6/23/2022	435,000	312,500	122,500	87,200	0.71	0.25
000134	000241	000000	599	CENTRAL STREET	L-R1	N-E		3,920	2/9/2023	220,000	149,500	70,500	51,000	0.72	0.24
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E		14,375	10/17/2022	229,000	129,700	99,300	72,400	0.73	0.23
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E		6,534	12/22/2022	249,933	149,700	100,233	73,100	0.73	0.23
000116	000139	000000	33	BEATON STREET	L-R1	N-E		16,988	10/24/2022	359,000	242,900	116,100	85,100	0.73	0.23
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E		10,454	9/19/2022	215,000	111,800	103,200	76,400	0.74	0.22
000115	000121	000000	343	VICTORY DRIVE	L-R1	N-E		22,651	6/22/2022	275,000	165,700	109,300	81,200	0.74	0.22
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E		15,246	9/16/2022	350,000	244,300	105,700	80,300	0.76	0.20
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E		3,049	6/3/2022	195,000	131,100	63,900	48,700	0.76	0.20
000133	000064	000000	250	KENDALL STREET	L-R1	N-E		28,183	8/8/2022	276,533	168,900	107,633	85,700	0.80	0.16
000100	000032	000000	5	FAIR STREET	L-R1	N-E		16,117	9/16/2022	302,000	196,800	105,200	86,400	0.82	0.14
000118	000052	000000	16	EDGEWOOD STREET	L-R1	N-E		69,696	3/1/2023	340,000	239,300	100,700	83,600	0.83	0.13
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E		16,988	1/3/2023	300,000	201,000	99,000	85,100	0.86	0.10
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	N-E		9,583	11/2/2022	199,000	116,600	82,400	71,900	0.87	0.09
000116	000044	000000	16	FOREST STREET	L-R1	N-E		6,098	1/5/2023	245,000	161,700	83,300	72,700	0.87	0.09
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E		22,216	8/9/2022	360,000	271,700	88,300	77,100	0.87	0.09
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E		5,663	5/18/2022	230,000	149,300	80,700	72,300	0.90	0.06
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E		4,356	6/7/2022	217,500	139,700	77,800	71,300	0.92	0.04
000117	000045	000000	21	PLEASANT STREET	L-R4	N-E		10,890	5/19/2022	285,000	206,100	78,900	73,000	0.93	0.03
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E		6,970	6/29/2022	230,000	155,700	74,300	69,800	0.94	0.02
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E		2,614	4/19/2022	135,000	93,300	41,700	39,200	0.94	0.02
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E		4,792	10/31/2022	275,000	199,100	75,900	71,600	0.94	0.02
000117	000105	000000	58	RIVER STREET	L-R2	N-E		7,405	4/15/2022	160,000	82,900	77,100	73,800	0.96	0.00
000117	000175	000000	8	AYLES COURT	L-R1	N-E		2,614	1/31/2023	225,000	173,700	51,300	49,600	0.97	0.01
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E		22,651	11/28/2022	150,200	61,100	89,100	86,700	0.97	0.01
000117	000267	000000	169	CENTRAL STREET	L-CI	N-E		8,712	10/7/2022	230,000	122,200	107,800	104,900	0.97	0.01
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	N-E		66,647	8/11/2022	359,933	274,700	85,233	83,100	0.97	0.01
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E		9,583	2/3/2023	353,000	278,600	74,400	75,600	1.02	0.06
000135	000122	000000	58	PINE STREET	L-R1A	N-E		13,068	6/24/2022	299,933	218,400	81,533	83,200	1.02	0.06

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Site	Lot Size (Sf)	Sale Date	Sale Price	Improvement Value	Land Residual	Land Value	Ratio	Abs
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E		7,841	6/23/2022	280,000	207,600	72,400	74,200	1.02	0.06
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E		90,605	5/12/2022	430,000	326,800	103,200	105,800	1.03	0.07
000115	000045	000000	28	LIBERTY AVENUE	L-R1	N-E		16,988	10/27/2022	299,000	219,900	79,100	85,100	1.08	0.12
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	N-E		52,751	12/12/2022	389,933	309,000	80,933	87,200	1.08	0.12
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	N-E		81,893	10/21/2022	230,000	139,700	90,300	97,600	1.08	0.12
000098	000009	000000	44	CENTRAL STREET	L-R2	N-E		10,019	1/9/2023	250,000	181,100	68,900	74,500	1.08	0.12
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E		14,810	8/18/2022	240,000	162,000	78,000	85,000	1.09	0.13
000096	000085	000000	80	LAWDALE AVENUE	L-R1	N-E		28,183	10/26/2022	310,000	235,700	74,300	81,000	1.09	0.13
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	WF	143,748	10/6/2022	775,000	337,800	437,200	481,100	1.10	0.14
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	WA	8,712	10/5/2022	350,000	221,900	128,100	145,600	1.14	0.18
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E		5,227	4/1/2022	225,500	158,900	66,600	75,800	1.14	0.18
000134	000079	000000	50	PEARL STREET	L-R1	N-E		4,792	10/4/2022	210,000	147,800	62,200	71,600	1.15	0.19
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	WF	7,405	11/30/2022	415,000	152,500	262,500	307,800	1.17	0.21
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E		38,333	9/22/2022	235,000	165,300	69,700	82,200	1.18	0.22
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E		12,197	10/4/2022	242,000	174,500	67,500	80,100	1.19	0.23
000092	000402	000000	281	HILL ROAD	L-R1	N-E		148,104	7/13/2022	250,000	165,300	84,700	100,900	1.19	0.23
000134	000024	000000	120	SANBORN STREET	L-R1	N-E		65,340	3/27/2023	260,000	200,500	59,500	80,600	1.35	0.39
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	N-E		322,344	3/3/2023	304,000	223,300	80,700	110,200	1.37	0.41
000134	000283	000000	123	KENDALL STREET	L-R1	N-E		16,858	9/6/2022	295,000	242,000	53,000	76,800	1.45	0.49
000117	000250	000000	34	SPRING STREET	L-R1	N-E		8,799	9/2/2022	185,000	136,000	49,000	71,200	1.45	0.49
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E		94,830	7/1/2022	250,000	182,600	67,400	98,600	1.46	0.50

Count: 54

Nbhd: N-E

Median: 0.96

Mean: 0.98

Cod: 17.26

000113	000016	000000	3	ROBERT STREET	L-R1	N-F		15,246	5/2/2022	325,133	179,100	146,033	94,000	0.64	0.30
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F		9,191	8/2/2022	700,000	581,700	118,300	82,800	0.70	0.24
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	WF	20,473	1/6/2023	760,000	215,500	544,500	510,300	0.94	0.00
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F		14,375	8/15/2022	315,000	218,600	96,400	93,000	0.96	0.02
000076	000405	000006	25	FINCH DRIVE	L-R1	N-F		50,835	5/27/2022	435,000	335,400	99,600	105,100	1.06	0.12

Count: 5

Nbhd: N-F

Median: 0.94

Mean: 0.86

Cod: 14.45

000100	000057	000000	7	UPLAND DRIVE	L-R1	N-G		26,572	6/24/2022	390,000	273,600	116,400	108,400	0.93	0.00
--------	--------	--------	---	--------------	------	-----	--	--------	-----------	---------	---------	---------	---------	------	------

Count: 1

Nbhd: N-G

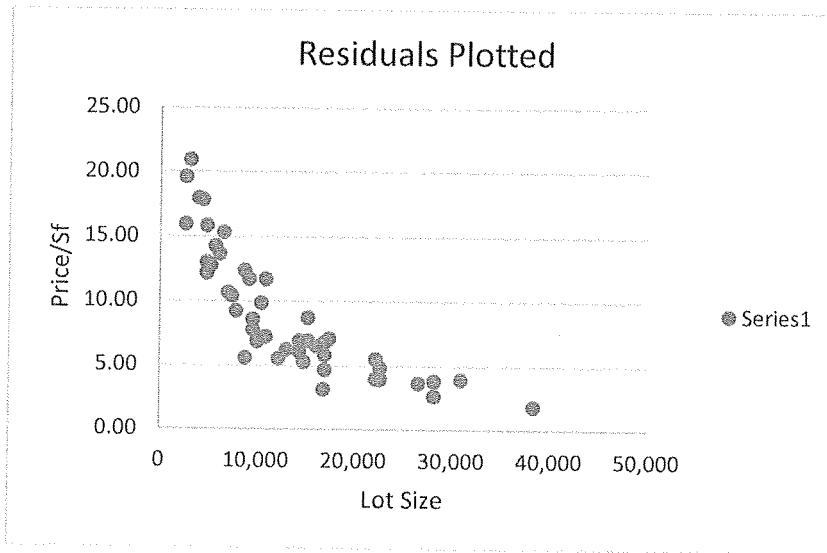
Median: 0.93

Mean: 0.93

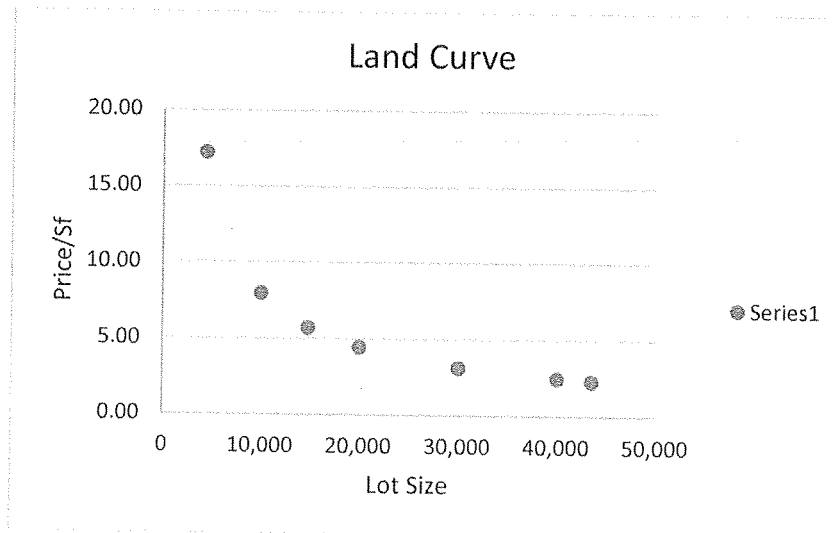
Cod: 0.00

Franklin Land Curve Development

The below land curve was developed using land residuals on 46 of the sales up to one acre with no site adjustment that took place in Franklin over our sample period of 4/1/2022 to 3/31/2023. Since the land curve is the baseline before adjustments, the indicated price/sf was neutralized by factoring out the neighborhood adjustment. As you can see, a curve exists where the highest price per square foot is on the smaller lots.



The plot points above were used to create the curve used below.



The following page contains the data used to generate the land residuals plotted above.

City of Franklin, New Hampshire

Land Curve Development Data Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Adj	Lot Size (Sf)	Ind. \$/Sf	Sale Date	Sale Price	Improvement Value	Land Residual	Land Value	Ratio
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E	1.00	2,614	15.96	4/19/2022	135,000	93,300	41,700	39,200	0.94
000117	000175	000000	8	AYLES COURT	L-R1	N-E	1.00	2,614	19.63	1/31/2023	225,000	173,700	51,300	49,600	0.97
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E	1.00	3,049	20.96	6/3/2022	195,000	131,100	63,900	48,700	0.76
000134	000241	000000	599	CENTRAL STREET	L-R1	N-E	1.00	3,920	17.98	2/9/2023	220,000	149,500	70,500	51,000	0.72
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E	1.00	4,356	17.86	6/7/2022	217,500	139,700	77,800	71,300	0.92
000076	000055	000000	30	ORIOLE STREET	L-R1	N-D	0.90	4,792	12.15	5/26/2022	145,000	92,600	52,400	61,200	1.17
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E	1.00	4,792	15.84	10/31/2022	275,000	199,100	75,900	71,600	0.94
000134	000079	000000	50	PEARL STREET	L-R1	N-E	1.00	4,792	12.98	10/4/2022	210,000	147,800	62,200	71,600	1.15
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	1.00	5,227	12.74	4/1/2022	225,500	158,900	66,600	75,800	1.14
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E	1.00	5,663	14.25	5/18/2022	230,000	149,300	80,700	72,300	0.90
000116	000044	000000	16	FOREST STREET	L-R1	N-E	1.00	6,098	13.66	1/5/2023	245,000	161,700	83,300	72,700	0.87
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E	1.00	6,534	15.34	12/22/2022	249,933	149,700	100,233	73,100	0.73
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E	1.00	6,970	10.66	6/29/2022	230,000	155,700	74,300	69,800	0.94
000117	000105	000000	58	RIVER STREET	L-R2	N-E	1.00	7,405	10.41	4/15/2022	160,000	82,900	77,100	73,800	0.96
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E	1.00	7,841	9.23	6/23/2022	280,000	207,600	72,400	74,200	1.02
000117	000267	000000	169	CENTRAL STREET	L-CI	N-E	1.00	8,712	12.37	10/7/2022	230,000	122,200	107,800	104,900	0.97
000117	000250	000000	34	SPRING STREET	L-R1	N-E	1.00	8,799	5.57	9/2/2022	185,000	136,000	49,000	71,200	1.45
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F	1.10	9,191	11.70	8/2/2022	700,000	581,700	118,300	82,800	0.70
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	N-E	1.00	9,583	8.60	11/2/2022	199,000	116,600	82,400	71,900	0.87
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E	1.00	9,583	7.76	2/3/2023	353,000	278,600	74,400	75,600	1.02
000098	000009	000000	44	CENTRAL STREET	L-R2	N-E	1.00	10,019	6.88	1/9/2023	250,000	181,100	68,900	74,500	1.08
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E	1.00	10,454	9.87	9/19/2022	215,000	111,800	103,200	76,400	0.74
000076	000043	000000	92	LARK STREET	L-R1	N-E	1.00	10,890	11.71	7/1/2022	256,000	141,200	114,800	72,800	0.63
000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	1.00	10,890	7.25	5/19/2022	285,000	206,100	78,900	73,000	0.93
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E	1.00	12,197	5.53	10/4/2022	242,000	174,500	67,500	80,100	1.19
000135	000122	000000	58	PINE STREET	L-R1A	N-E	1.00	13,068	6.24	6/24/2022	299,933	218,400	81,533	83,200	1.02
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E	1.00	14,375	6.91	10/17/2022	229,000	129,700	99,300	72,400	0.73
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F	1.10	14,375	6.10	8/15/2022	315,000	218,600	96,400	93,000	0.96
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E	1.00	14,810	5.27	8/18/2022	240,000	162,000	78,000	85,000	1.09
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E	1.00	15,246	6.93	9/16/2022	350,000	244,300	105,700	80,300	0.76
000113	000016	000000	3	ROBERT STREET	L-R1	N-F	1.10	15,246	8.71	5/2/2022	325,133	179,100	146,033	94,000	0.64
000100	000032	000000	5	FAIR STREET	L-R1	N-E	1.00	16,117	6.53	9/16/2022	302,000	196,800	105,200	86,400	0.82
000134	000283	000000	123	KENDALL STREET	L-R1	N-E	1.00	16,858	3.14	9/6/2022	295,000	242,000	53,000	76,800	1.45
000116	000139	000000	33	BEATON STREET	L-R1	N-E	1.00	16,988	6.83	10/24/2022	359,000	242,900	116,100	85,100	0.73
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E	1.00	16,988	5.83	1/3/2023	300,000	201,000	99,000	85,100	0.86
000115	000045	000000	28	LIBERTY AVENUE	L-R1	N-E	1.00	16,988	4.66	10/27/2022	299,000	219,900	79,100	85,100	1.08
000134	000219	000000	64	CLARK STREET	L-R1	N-E	1.00	17,424	7.09	1/9/2023	348,000	224,400	123,600	85,200	0.69
000116	000131	000000	13	ROWELL DRIVE	L-R1	N-E	1.00	22,216	5.51	9/21/2022	360,000	237,700	122,300	85,400	0.70
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E	1.00	22,216	3.97	8/9/2022	360,000	271,700	88,300	77,100	0.87

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Adj	Lot Size (Sf)	Ind. \$/Sf	Sale Date	Sale Price	Improvement Value	Land Residual	Land Value	Ratio
000115	000121	000000	343	VICTORY DRIVE	L-R1	N-E	1.00	22,651	4.83	6/22/2022	275,000	165,700	109,300	81,200	0.74
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E	1.00	22,651	3.93	11/28/2022	150,200	61,100	89,100	86,700	0.97
000100	000057	000000	7	UPLAND DRIVE	L-R1	N-G	1.20	26,572	3.65	6/24/2022	390,000	273,600	116,400	108,400	0.93
000133	000064	000000	250	KENDALL STREET	L-R1	N-E	1.00	28,183	3.82	8/8/2022	276,533	168,900	107,633	85,700	0.80
000096	000085	000000	80	LAWNDALE AVENUE	L-R1	N-E	1.00	28,183	2.64	10/26/2022	310,000	235,700	74,300	81,000	1.09
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E	1.00	30,928	3.93	9/1/2022	385,000	263,500	121,500	86,100	0.71
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E	1.00	38,333	1.82	9/22/2022	235,000	165,300	69,700	82,200	1.18

Improved Property Value Support:

City of Franklin, New Hampshire

Style Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000117	000023	000000	25	OAK STREET	L-CI	N-E	10,890	4,154	1900	Apartments	9/9/2022	415,000	250,500	355,400	0.86	0.07
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E	90,605	7,108	1920	Apartments	5/12/2022	430,000	395,800	432,600	1.01	0.08

Count: 2

Style: Apartments

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000115	000402	000001	4-1	WESTVIEW DRIVE	L-R1	N-E	0	1,277	1988	Condo/Townhouse	5/4/2022	202,000	98,900	200,300	0.99	0.03
000115	000402	000009	6-9	WESTVIEW DRIVE	L-R1	N-E	0	1,173	1988	Condo/Townhouse	7/1/2022	210,000	95,200	191,300	0.91	0.05
000117	000155	000014	400	CENTRAL STREET	L-R1	N-E	0	1,481	1875	Condo/Townhouse	6/30/2022	399,000	0	402,600	1.01	0.05
000117	000155	000016	400	CENTRAL STREET	L-R1	N-E	0	1,056	1875	Condo/Townhouse	7/29/2022	379,000	0	349,400	0.92	0.04
000117	000155	000017	400	CENTRAL STREET	L-R1	N-E	0	476	1875	Condo/Townhouse	9/16/2022	180,000	0	176,900	0.98	0.02
000117	000155	000018	400	CENTRAL STREET	L-R1	N-E	0	2,220	1875	Condo/Townhouse	9/22/2022	661,533	0	619,800	0.94	0.02

Count: 6

Style: Condo/Townhouse

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	N-E	81,893	1,378	1988	Double Wide MH	10/21/2022	230,000	136,100	237,300	1.03	0.05
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	N-E	0	1,944	2016	Double Wide MH	11/17/2022	342,000	226,900	338,300	0.99	0.01
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	N-E	0	1,758	2013	Double Wide MH	10/14/2022	275,000	164,800	269,600	0.98	0.00
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	N-E	0	1,707	2015	Double Wide MH	4/29/2022	265,000	161,400	261,200	0.99	0.01
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	N-E	0	1,528	2015	Double Wide MH	9/28/2022	261,000	154,300	249,200	0.95	0.03
000135	000031	000000	11	TERRACE ROAD	L-R1A	N-E	10,454	1,287	1974	Double Wide MH	9/19/2022	215,000	106,700	188,200	0.88	0.10

Count: 6

Style: Double Wide MH

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000098	000009	000000	44	CENTRAL STREET	L-R2	N-E	10,019	2,762	1900	Multi Family	1/9/2023	250,000	193,900	255,600	1.02	0.10
000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	N-E	16,988	2,491	1900	Multi Family	5/2/2022	265,000	148,400	222,500	0.84	0.08
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	5,227	2,941	1890	Multi Family	4/1/2022	225,500	141,400	234,700	1.04	0.12
000116	000155	000000	78	SANBORN STREET	L-R4	N-E	56,628	4,360	1880	Multi Family	6/23/2022	435,000	243,100	399,700	0.92	0.00
000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	10,890	3,149	1900	Multi Family	5/19/2022	285,000	163,000	279,100	0.98	0.06
000117	000104	000000	39	ELKINS STREET	L-R4	N-E	6,098	3,380	1900	Multi Family	6/3/2022	341,000	151,600	258,500	0.76	0.16
000117	000105	000000	58	RIVER STREET	L-R2	N-E	7,405	2,089	1870	Multi Family	4/15/2022	160,000	139,100	156,700	0.98	0.06
000117	000203	000000	96	FRANKLIN STREET	L-R4	N-E	6,534	4,171	1900	Multi Family	6/23/2022	455,000	218,000	406,500	0.89	0.03
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E	14,375	1,854	1875	Multi Family	10/17/2022	229,000	120,400	202,100	0.88	0.04
000117	000320	000000	32	EAST BOW STREET	L-R2W	N-E	2,614	2,218	1880	Multi Family	5/26/2022	250,000	111,900	210,600	0.84	0.08
000135	000122	000000	58	PINE STREET	L-R1A	N-E	13,068	3,363	1900	Multi Family	6/24/2022	299,933	173,800	301,600	1.01	0.09

Count: 11

Mean: 0.92

Map Style:	Lot Multi Family	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	396,396	2,859	1973	Residential	5/23/2022	600,000	314,900	531,600	0.89	0.10
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E	30,928	1,733	2022	Residential	9/1/2022	385,000	186,800	349,600	0.91	0.08
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F	9,191	1,966	2007	Residential	8/2/2022	700,000	364,200	664,500	0.95	0.04
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	20,473	1,724	1960	Residential	1/6/2023	760,000	299,300	725,800	0.96	0.04
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	143,748	2,441	1940	Residential	10/6/2022	775,000	348,000	818,900	1.06	0.07
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	7,405	1,274	1939	Residential	11/30/2022	415,000	232,700	460,300	1.11	0.12
000076	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	1.05	0.06
000076	000043	000000	92	LARK STREET	L-R1	N-D	10,890	899	1960	Residential	7/1/2022	256,000	112,700	214,000	0.84	0.15
000076	000055	000000	30	ORIOLE STREET	L-R1	N-D	4,792	647	1940	Residential	5/26/2022	145,000	98,900	153,800	1.06	0.07
000076	000405	000006	25	FINCH DRIVE	L-R1	N-F	50,835	2,437	2007	Residential	5/27/2022	435,000	274,200	440,500	1.01	0.02
000092	000402	000000	281	HILL ROAD	L-R1	N-E	148,104	1,146	1978	Residential	7/13/2022	250,000	161,400	266,200	1.06	0.07
000096	000067	000000	15	LAXON AVENUE	L-R1	N-E	11,326	2,181	1940	Residential	7/19/2022	290,000	203,000	327,000	1.13	0.14
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	N-E	66,647	2,194	2003	Residential	8/11/2022	359,933	222,400	357,800	0.99	0.00
000096	000085	000000	80	LAWDALE AVENUE	L-R1	N-E	28,183	2,199	1939	Residential	10/26/2022	310,000	188,200	316,700	1.02	0.03
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E	15,246	2,222	1790	Residential	9/16/2022	350,000	217,300	324,600	0.93	0.06
000097	000091	000001	139	LAWDALE AVENUE	L-R1	N-E	42,994	1,411	2017	Residential	10/3/2022	367,000	182,800	298,400	0.81	0.18
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E	7,841	2,447	1920	Residential	6/23/2022	280,000	163,600	281,800	1.01	0.02
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E	22,216	2,478	1900	Residential	8/9/2022	360,000	217,000	348,800	0.97	0.02
000100	000032	000000	5	FAIR STREET	L-R1	N-E	16,117	1,547	1927	Residential	9/16/2022	302,000	175,600	283,200	0.94	0.05
000100	000037	000000	8	FAIR STREET	L-R1	N-E	8,276	1,342	1900	Residential	8/8/2022	287,983	159,400	240,600	0.84	0.15
000100	000057	000000	7	UPLAND DRIVE	L-R1	N-E	26,572	2,154	1996	Residential	6/24/2022	390,000	196,000	382,000	0.98	0.01
000100	000406	000020	19	STERLING DRIVE	L-R1	N-G	21,780	2,966	2004	Residential	10/4/2022	450,000	293,300	494,000	1.10	0.11
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	N-E	9,583	739	1945	Residential	11/2/2022	199,000	99,700	188,500	0.95	0.04
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E	94,830	2,116	1900	Residential	7/1/2022	250,000	182,000	281,200	1.12	0.13
000112	000018	000000	7	MEADOWOOD DRIVE	L-R1	N-H	131,116	3,753	2002	Residential	9/9/2022	494,533	352,500	586,100	1.19	0.20
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F	14,375	2,007	1965	Residential	8/15/2022	315,000	187,300	311,600	0.99	0.00
000113	000016	000000	3	ROBERT STREET	L-R1	N-F	15,246	1,330	1965	Residential	5/2/2022	325,133	159,500	273,100	0.84	0.15
000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	N-E	78,408	3,245	1890	Residential	5/31/2022	390,000	265,900	444,100	1.14	0.15
000115	000045	000000	28	LIBERTY AVENUE	L-R1	N-E	16,988	1,718	1970	Residential	10/27/2022	299,000	176,100	305,000	1.02	0.03
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E	14,810	1,011	1973	Residential	8/18/2022	240,000	152,100	247,000	1.03	0.04
000115	000121	000000	343	VICTORY DRIVE	L-R1	N-E	22,651	1,209	1999	Residential	6/22/2022	275,000	146,900	246,900	0.90	0.09
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E	6,534	1,148	1910	Residential	12/22/2022	249,933	110,700	222,800	0.89	0.10
000116	000044	000000	16	FOREST STREET	L-R1	N-E	6,098	1,462	1940	Residential	1/5/2023	245,000	139,100	234,400	0.96	0.03
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E	12,197	1,687	1866	Residential	10/4/2022	242,000	146,400	254,600	1.05	0.06
000116	000076	000000	297	VICTORY DRIVE	L-R1	N-E	14,810	1,064	1955	Residential	1/25/2023	280,000	135,700	232,200	0.83	0.16
000116	000131	000000	13	ROWELL DRIVE	L-R1	N-E	22,216	1,956	1954	Residential	9/21/2022	360,000	192,600	323,100	0.90	0.09
000116	000139	000000	33	BEATON STREET	L-R1	N-E	16,988	2,182	1950	Residential	10/24/2022	359,000	192,400	328,000	0.91	0.08
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	N-E	28,750	1,989	1945	Residential	8/16/2022	280,000	202,800	334,500	1.19	0.20
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E	4,356	1,525	1888	Residential	6/7/2022	217,500	137,400	211,000	0.97	0.02
000117	000175	000000	8	AYLES COURT	L-R1	N-E	2,614	1,610	1925	Residential	1/31/2023	225,000	144,400	223,300	0.99	0.00
000117	000250	000000	34	SPRING STREET	L-R1	N-E	8,799	1,812	1900	Residential	9/2/2022	185,000	115,400	207,200	1.12	0.13

Median:
Code:

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E	2,614	868	1920	Residential	4/19/2022	135,000	81,500	132,500	0.98	0.01
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E	5,663	1,983	1830	Residential	5/18/2022	230,000	133,700	221,600	0.96	0.03
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E	6,970	1,082	1890	Residential	6/29/2022	230,000	127,300	225,500	0.98	0.01
000118	000001	000000	168	FRANKLIN STREET	L-R1	N-E	8,712	1,416	1900	Residential	5/31/2022	297,800	135,000	243,800	0.82	0.17
000118	000052	000000	5	POPLAR STREET	L-R1	N-E	23,087	2,766	1964	Residential	11/16/2022	359,000	231,100	400,600	1.12	0.13
000119	000018	000000	69	EDGEWOOD STREET	L-R1	N-E	69,696	2,271	1900	Residential	3/1/2023	340,000	193,800	322,900	0.95	0.04
000121	000403	000018	32	EVERGREEN AVENUE	L-R1	N-E	52,751	2,816	1987	Residential	12/12/2022	389,933	244,000	396,200	1.02	0.03
000128	000001	000000	339	SKY MEADOW LANE	L-R1	N-G	65,514	2,650	2014	Residential	11/14/2022	457,000	300,400	504,500	1.10	0.11
000131	000007	000000	10	NEW HAMPTON ROAD	L-R1	N-E	322,344	1,995	1979	Residential	3/3/2023	304,000	193,400	333,500	1.10	0.11
000133	000064	000000	250	HAMPSHIRE DRIVE	L-R1	N-E	15,682	1,646	1967	Residential	12/28/2022	215,000	182,100	259,700	1.21	0.22
000134	000024	000000	120	KENDALL STREET	L-R1	N-E	28,183	1,293	1986	Residential	8/8/2022	276,533	156,700	254,600	0.92	0.07
000134	000079	000000	50	SANBORN STREET	L-R1	N-E	65,340	2,368	1880	Residential	3/27/2023	260,000	191,300	281,100	1.08	0.09
000134	000219	000000	64	PEARL STREET	L-R1	N-E	4,792	1,237	1900	Residential	10/4/2022	210,000	133,000	219,400	1.04	0.05
000134	000241	000000	599	CLARK STREET	L-R1	N-E	17,424	2,109	1935	Residential	1/9/2023	348,000	178,200	309,600	0.89	0.10
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E	3,920	1,405	1920	Residential	2/9/2023	220,000	94,300	200,500	0.91	0.08
000134	000283	000000	123	CENTRAL STREET	L-R1	N-E	3,049	1,326	1925	Residential	6/3/2022	195,000	91,600	179,800	0.92	0.07
000135	000044	000000	206	KENDALL STREET	L-R1	N-E	16,858	2,475	1901	Residential	9/6/2022	295,000	190,700	318,800	1.08	0.09
000135	000068	000000	62	PLEASANT STREET	L-R1	N-E	16,988	1,982	1910	Residential	1/3/2023	300,000	177,100	286,100	0.95	0.04
000135	000107	000000	75	BEECH STREET	L-R1	N-E	18,731	2,882	1900	Residential	10/24/2022	313,000	221,000	375,600	1.20	0.21
000135	000131	000000	109	ORCHARD STREET	L-R1	N-E	4,792	1,961	1910	Residential	10/31/2022	275,000	160,600	270,700	0.98	0.01
000148	000017	000001	33	PLEASANT STREET	L-R1	N-E	9,583	2,325	1929	Residential	2/3/2023	353,000	195,500	354,200	1.00	0.01
				CROSS MILL ROAD	L-R1	N-E	38,333	1,465	2005	Residential	9/22/2022	235,000	160,300	247,500	1.05	0.06

Count: 63

Style: Residential

Mean: 1.00
Median: 0.99
Cod: 8.09

000117 000267 000000 169

CENTRAL STREET

L-CI N-E 8,712 1,620 1950 Restaurant

10/7/2022

230,000

193,500

227,100

0.99 0.00

Count: 1

Style: Restaurant

Mean: 0.99
Median: 0.99
Cod: 0.00

000096 000062 000015 5

DAISY LANE

L-R1 N-E 0 776 1972 Single Wide MH

1/9/2023

49,900

13,900

36,700

0.74 0.24

000096 000062 000049 14

ROSE LANE

L-R1 N-E 0 708 1973 Single Wide MH

9/9/2022

24,900

12,700

26,500

1.06 0.08

000096 000062 000053 7

LILY LANE

L-R1 N-E 0 752 1972 Single Wide MH

5/18/2022

51,000

26,400

49,900

0.98 0.00

000096 000412 000012 12

VINE STREET

L-R1 N-E 0 1,078 1998 Single Wide MH

9/30/2022

90,000

38,600

82,800

0.92 0.06

000128 000006 000000 377

NEW HAMPTON ROAD

L-R1 N-E 22,651 1,212 1975 Single Wide MH

11/28/2022

150,200

99,600

147,800

0.98 0.00

Count: 5

Style: Single Wide MH

Mean: 0.94
Median: 0.98
Cod: 8.05

000117 000054 000011 355

CENTRAL STREET

L-CI N-E 0 1,421 1900 Stores

4/27/2022

135,000

119,800

171,800

1.27 0.07

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000117	000055	000000	349	CENTRAL STREET	L-CI	N-E	10,890	9,371	1900	Stores	4/12/2022	350,000	352,600	397,200	1.13	0.07

Count: 2*

Style: Stores

*Only two sales and may not be indicative of the market for this strata.

Mean: 1.20
 Median: 1.20
 Cod: 5.74

City of Franklin, New Hampshire

Sale Price Quartile Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000096	000062	000049	14	ROSE LANE	L-R1	N-E	0	708	1973	Single Wide MH	9/9/2022	24,900	12,700	26,500	1.06	0.08
000096	000062	000015	5	DAISY LANE	L-R1	N-E	0	776	1972	Single Wide MH	1/9/2023	49,900	13,900	36,700	0.74	0.24
000129	000003	000000		NEW BOSTON ROAD	L-R1	N-E	63,598				11/7/2022	50,000	41,900	57,900	1.16	0.18
000096	000062	000053	7	LILY LANE	L-R1	N-E	0	752	1972	Single Wide MH	5/18/2022	51,000	26,400	49,900	0.98	0.00
000098	000022	000000		SUMMIT STREET	L-R1	N-E	30,928				6/22/2022	55,000	37,000	49,000	0.89	0.09
000096	000412	000012	12	VINE STREET	L-R1	N-E	0	1,078	1998	Single Wide MH	9/30/2022	90,000	38,600	82,800	0.92	0.06
000117	000054	000011	355	CENTRAL STREET	L-CI	N-E	0	1,421	1900	Stores	4/27/2022	135,000	119,800	171,800	1.27	0.29
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E	2,614	868	1920	Residential	4/19/2022	135,000	81,500	132,500	0.98	0.00
000076	000055	000000	30	ORIOLE STREET	L-R1	N-D	4,792	647	1940	Residential	5/26/2022	145,000	98,900	153,800	1.06	0.08
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E	22,651	1,212	1975	Single Wide MH	11/28/2022	150,200	99,600	147,800	0.98	0.00
000117	000105	000000	58	RIVER STREET	L-R2	N-E	7,405	2,089	1870	Multi Family	4/15/2022	160,000	139,100	156,700	0.98	0.00
000117	000155	000017	400	CENTRAL STREET	L-R1	N-E	0	476	1875	Condo/Townhouse	9/16/2022	180,000	0	176,900	0.98	0.00
000117	000250	000000	34	SPRING STREET	L-R1	N-E	8,799	1,812	1900	Residential	9/2/2022	185,000	115,400	207,200	1.12	0.14
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E	3,049	1,326	1925	Residential	6/3/2022	195,000	91,600	179,800	0.92	0.06
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	N-E	9,583	739	1945	Residential	11/2/2022	199,000	99,700	188,500	0.95	0.03
000115	000402	000001	4-1	WESTVIEW DRIVE	L-R1	N-E	0	1,277	1988	Condo/Townhouse	5/4/2022	202,000	98,900	200,300	0.99	0.01
000115	000402	000009	6-9	WESTVIEW DRIVE	L-R1	N-E	0	1,173	1988	Condo/Townhouse	7/1/2022	210,000	95,200	191,300	0.91	0.07
000134	000079	000000	50	PEARL STREET	L-R1	N-E	4,792	1,237	1900	Residential	10/4/2022	210,000	133,000	219,400	1.04	0.06
000131	000007	000000	10	HAMPSHIRE DRIVE	L-R1	N-E	15,682	1,646	1967	Residential	12/28/2022	215,000	182,100	259,700	1.21	0.23
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E	10,454	1,287	1974	Double Wide MH	9/19/2022	215,000	106,700	188,200	0.88	0.10
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E	4,356	1,525	1888	Residential	6/7/2022	217,500	137,400	211,000	0.97	0.01
000134	000241	000000	599	CENTRAL STREET	L-R1	N-E	3,920	1,405	1920	Residential	2/9/2023	220,000	94,300	200,500	0.91	0.07
000117	000175	000000	8	AYLES COURT	L-R1	N-E	2,614	1,610	1925	Residential	1/31/2023	225,000	144,400	223,300	0.99	0.01
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	5,227	2,941	1890	Multi Family	4/1/2022	225,500	141,400	234,700	1.04	0.06
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E	14,375	1,854	1875	Multi Family	10/17/2022	229,000	120,400	202,100	0.88	0.10

Count: 25

Quartile: 1

Mean: 0.99

Median: 0.98

Cod: 8.15

000078	000404	000000	11	FLAG HOLE ROAD	L-R1	N-E	81,893	1,378	1988	Double Wide MH	10/21/2022	230,000	136,100	237,300	1.03	0.05
000117	000267	000000	169	CENTRAL STREET	L-CI	N-E	8,712	1,620	1950	Restaurant	10/7/2022	230,000	193,500	227,100	0.99	0.01
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E	5,663	1,983	1830	Residential	5/18/2022	230,000	133,700	221,600	0.96	0.02
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E	6,970	1,082	1890	Residential	6/29/2022	230,000	127,300	225,500	0.98	0.00
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E	38,333	1,465	2005	Residential	9/22/2022	235,000	160,300	247,500	1.05	0.07
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E	14,810	1,011	1973	Residential	8/18/2022	240,000	152,100	247,000	1.03	0.05
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E	12,197	1,687	1866	Residential	10/4/2022	242,000	146,400	254,600	1.05	0.07
000116	000044	000000	16	FOREST STREET	L-R1	N-E	6,098	1,462	1940	Residential	1/5/2023	245,000	139,100	234,400	0.96	0.02
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E	6,534	1,148	1910	Residential	12/22/2022	249,933	110,700	222,800	0.89	0.09
000092	000402	000000	281	HILL ROAD	L-R1	N-E	148,104	1,146	1978	Residential	7/13/2022	250,000	161,400	266,200	1.06	0.08

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000098	000009	000000	44	CENTRAL STREET	L-R2	N-E	10,019	2,762	1900	Multi Family	1/9/2023	250,000	193,900	255,600	1.02	0.04
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E	94,830	2,116	1900	Residential	7/1/2022	250,000	182,000	281,200	1.12	0.14
000117	000320	000000	32	EAST BOW STREET	L-R2W	N-E	2,614	2,218	1880	Multi Family	5/26/2022	250,000	111,900	210,600	0.84	0.14
000076	000043	000000	92	LARK STREET	L-R1	N-D	10,890	899	1960	Residential	7/1/2022	256,000	112,700	214,000	0.84	0.14
000134	000024	000000	120	SANBORN STREET	L-R1	N-E	65,340	2,368	1880	Residential	3/27/2023	260,000	191,300	281,100	1.08	0.10
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	N-E	0	1,528	2015	Double Wide MH	9/28/2022	261,000	154,300	249,200	0.95	0.03
000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	N-E	16,988	2,491	1900	Multi Family	5/2/2022	265,000	148,400	222,500	0.84	0.14
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	N-E	0	1,707	2015	Double Wide MH	4/29/2022	265,000	161,400	261,200	0.99	0.01
000115	000121	000000	343	VICTORY DRIVE	L-R1	N-E	22,651	1,209	1999	Residential	6/22/2022	275,000	146,900	246,900	0.90	0.08
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	N-E	0	1,758	2013	Double Wide MH	10/14/2022	275,000	164,800	269,600	0.98	0.00
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E	4,792	1,961	1910	Residential	10/31/2022	275,000	160,600	270,700	0.98	0.00
000133	000064	000000	250	KENDALL STREET	L-R1	N-E	28,183	1,293	1986	Residential	8/8/2022	276,533	156,700	254,600	0.92	0.06
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E	7,841	2,447	1920	Residential	6/23/2022	280,000	163,600	281,800	1.01	0.03
000116	000076	000000	297	VICTORY DRIVE	L-R1	N-E	14,810	1,064	1955	Residential	1/25/2023	280,000	135,700	232,200	0.83	0.15
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	N-E	28,750	1,989	1945	Residential	8/16/2022	280,000	202,800	334,500	1.19	0.21

Count: 25
 Quartile: 2

Mean: 0.98
 Median: 0.98
 Cod: 7.13

000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	10,890	3,149	1900	Multi Family	5/19/2022	285,000	163,000	279,100	0.98	0.01
000100	000037	000000	8	FAIR STREET	L-R1	N-E	8,276	1,342	1900	Residential	8/8/2022	287,983	159,400	240,600	0.84	0.15
000096	000067	000000	15	LAXON AVENUE	L-R1	N-E	11,326	2,181	1940	Residential	7/19/2022	290,000	203,000	327,000	1.13	0.14
000134	000283	000000	123	KENDALL STREET	L-R1	N-E	16,858	2,475	1901	Residential	9/6/2022	295,000	190,700	318,800	1.08	0.09
000118	000001	000000	168	FRANKLIN STREET	L-R1	N-E	8,712	1,416	1900	Residential	5/31/2022	297,800	135,000	243,800	0.82	0.17
000115	000045	000000	28	LIBERTY AVENUE	L-R1	N-E	16,988	1,718	1970	Residential	10/27/2022	299,000	176,100	305,000	1.02	0.03
000135	000122	000000	58	PINE STREET	L-R1A	N-E	13,068	3,363	1900	Multi Family	6/24/2022	299,933	173,800	301,600	1.01	0.02
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E	16,988	1,982	1910	Residential	1/3/2023	300,000	177,100	286,100	0.95	0.04
000100	000032	000000	5	FAIR STREET	L-R1	N-E	16,117	1,547	1927	Residential	9/16/2022	302,000	175,600	283,200	0.94	0.05
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	N-E	322,344	1,995	1979	Residential	3/3/2023	304,000	193,400	333,500	1.10	0.11
000096	000085	000000	80	LAWDALE AVENUE	L-R1	N-E	28,183	2,199	1939	Residential	10/26/2022	310,000	188,200	316,700	1.20	0.03
000135	000068	000000	62	BEECH STREET	L-R1	N-E	18,731	2,882	1900	Residential	10/24/2022	313,000	221,000	375,600	1.02	0.03
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F	14,375	2,007	1965	Residential	8/15/2022	315,000	187,300	311,600	0.99	0.00
000113	000016	000000	3	ROBERT STREET	L-R1	N-F	15,246	1,330	1965	Residential	5/2/2022	325,133	159,500	273,100	0.84	0.15
000118	000052	000000	16	EDGEWOOD STREET	L-R1	N-E	69,696	2,271	1900	Residential	3/1/2023	340,000	193,800	322,900	0.95	0.04
000117	000104	000000	39	ELKINS STREET	L-R4	N-E	6,098	3,380	1900	Multi Family	6/3/2022	341,000	151,600	258,500	0.76	0.23
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	N-E	0	1,944	2016	Double Wide MH	11/17/2022	342,000	226,900	338,300	0.99	0.00
000134	000219	000000	64	CLARK STREET	L-R1	N-E	17,424	2,109	1935	Residential	1/9/2023	348,000	178,200	309,600	0.89	0.10
000075	000068	000000	141	WEBSTER AVENUE	L-R1A	N-E	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	1.05	0.06
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E	15,246	2,222	1790	Residential	9/16/2022	350,000	217,300	324,600	0.93	0.06
000117	000055	000000	349	CENTRAL STREET	L-CI	N-E	10,890	9,371	1900	Stores	4/12/2022	350,000	352,600	397,200	1.13	0.14
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E	9,583	2,325	1929	Residential	2/3/2023	353,000	195,500	354,200	1.00	0.01

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000116	000139	000000	33	BEATON STREET	L-R1	N-E	16,988	2,182	1950 Residential	10/24/2022	359,000	192,400	328,000	0.91	0.08
000118	000050	000000	5	POPLAR STREET	L-R1	N-E	23,087	2,766	1964 Residential	11/16/2022	359,000	231,100	400,600	1.12	0.13

Count: 24

Quartile: 3

Mean: 0.98
 Median: 0.99
 Cod: 8.65

000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	N-E	66,647	2,194	2003 Residential	8/11/2022	359,933	222,400	357,800	0.99	0.02
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E	22,216	2,478	1900 Residential	8/9/2022	360,000	217,000	348,800	0.97	0.00
000116	000131	000000	13	ROWELL DRIVE	L-R1	N-E	22,216	1,956	1954 Residential	9/21/2022	360,000	192,600	323,100	0.90	0.07
000097	000091	000001	139	LAWDALE AVENUE	L-R1	N-E	42,994	1,411	2017 Residential	10/3/2022	367,000	182,800	298,400	0.81	0.16
000117	000155	0UNIT6	400	CENTRAL STREET	L-R1	N-E	0	1,056	1875 Condo/Townhouse	7/29/2022	379,000	0	349,400	0.92	0.05
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E	30,928	1,733	2022 Residential	9/1/2022	385,000	186,800	349,600	0.91	0.06
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	N-E	52,751	2,816	1987 Residential	12/12/2022	389,933	244,000	396,200	1.02	0.05
000100	000057	000000	7	UPLAND DRIVE	L-R1	N-G	26,572	2,154	1996 Residential	6/24/2022	390,000	196,000	382,000	0.98	0.01
000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	N-E	78,408	3,245	1890 Residential	5/31/2022	390,000	265,900	444,100	1.14	0.17
000117	000155	0UNIT4	400	CENTRAL STREET	L-R1	N-E	0	1,481	1875 Condo/Townhouse	6/30/2022	399,000	0	402,600	1.01	0.04
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	7,405	1,274	1939 Residential	11/30/2022	415,000	232,700	460,300	1.11	0.14
000117	000023	000000	25	OAK STREET	L-CI	N-E	10,890	4,154	1900 Apartments	9/9/2022	415,000	250,500	355,400	0.86	0.11
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E	90,605	7,108	1920 Apartments	5/12/2022	430,000	395,800	432,600	1.01	0.04
000076	000405	000006	25	FINCH DRIVE	L-R1	N-F	50,835	2,437	2007 Residential	5/27/2022	435,000	274,200	440,500	1.01	0.04
000116	000155	000000	78	SANBORN STREET	L-R4	N-E	56,628	4,360	1880 Multi Family	6/23/2022	435,000	243,100	399,700	0.92	0.05
000100	000406	000020	19	STERLING DRIVE	L-R1	N-G	21,780	2,966	2004 Residential	10/4/2022	450,000	293,300	494,000	1.10	0.13
000117	000203	000000	96	FRANKLIN STREET	L-R4	N-E	6,534	4,171	1900 Multi Family	6/23/2022	455,000	218,000	406,500	0.89	0.08
000121	000403	000018	32	SKY MEADOW LANE	L-R1	N-G	65,514	2,650	2014 Residential	11/14/2022	457,000	300,400	504,500	1.10	0.13
000112	000018	000000	7	MEADOWOOD DRIVE	L-R1	N-H	131,116	3,753	2002 Residential	9/9/2022	494,533	352,500	586,100	1.19	0.22
000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	396,396	2,859	1973 Residential	5/23/2022	600,000	314,900	531,600	0.89	0.08
000117	000155	0UNIT8	400	CENTRAL STREET	L-R1	N-E	0	2,220	1875 Condo/Townhouse	9/22/2022	661,533	0	619,800	0.94	0.03
000074	000045	000010	36	PINE COLONY ROAD	L-R1A	N-F	9,191	1,966	2007 Residential	8/2/2022	700,000	364,200	664,500	0.95	0.02
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	20,473	1,724	1960 Residential	1/6/2023	760,000	299,300	725,800	0.96	0.02
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	143,748	2,441	1940 Residential	10/6/2022	775,000	348,000	818,900	1.06	0.09

Count: 24

Quartile: 4

Mean: 0.98
 Median: 0.97
 Cod: 8.00

City of Franklin, New Hampshire

Building Age Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000097	000063	000000	252	NORTH MAIN STREET	L-R1A	N-E	15,246	2,222	1790	Residential	9/16/2022	350,000	217,300	324,600	0.93	0.04
000117	000311	000000	81	EAST BOW STREET	L-R1	N-E	5,663	1,983	1830	Residential	5/18/2022	230,000	133,700	221,600	0.96	0.01
000116	000059	000000	97	EAST BOW STREET	L-R1	N-E	12,197	1,687	1866	Residential	10/4/2022	242,000	146,400	254,600	1.05	0.08
000117	000105	000000	58	RIVER STREET	L-R2	N-E	7,405	2,089	1870	Multi Family	4/15/2022	160,000	139,100	156,700	0.98	0.01
000117	000155	000174	400	CENTRAL STREET	L-R1	N-E	0	1,481	1875	Condo/Townhouse	6/30/2022	399,000	0	402,600	1.01	0.04
000117	000155	000176	400	CENTRAL STREET	L-R1	N-E	0	1,056	1875	Condo/Townhouse	7/29/2022	379,000	0	349,400	0.92	0.05
000117	000155	000177	400	CENTRAL STREET	L-R1	N-E	0	476	1875	Condo/Townhouse	9/16/2022	180,000	0	176,900	0.98	0.01
000117	000155	000178	400	CENTRAL STREET	L-R1	N-E	0	2,220	1875	Condo/Townhouse	9/22/2022	661,533	0	619,800	0.94	0.03
000116	000283	000000	50	WEST BOW STREET	L-R2	N-E	14,375	1,854	1875	Multi Family	10/17/2022	229,000	120,400	202,100	0.88	0.09
000117	000155	000000	78	SANBORN STREET	L-R4	N-E	56,628	4,360	1880	Multi Family	6/23/2022	435,000	243,100	399,700	0.92	0.05
000117	000320	000000	32	EAST BOW STREET	L-R2W	N-E	2,614	2,218	1880	Multi Family	5/26/2022	250,000	111,900	210,600	0.84	0.13
000134	000024	000000	120	SANBORN STREET	L-R1	N-E	65,340	2,368	1880	Residential	3/27/2023	260,000	191,300	281,100	1.08	0.11
000117	000049	000000	18	HIGHLAND AVENUE	L-R1	N-E	4,356	1,525	1888	Residential	6/7/2022	217,500	137,400	211,000	0.97	0.00
000113	000032	000000	136	NEW HAMPTON ROAD	L-R1	N-E	78,408	3,245	1890	Residential	5/31/2022	390,000	265,900	444,100	1.14	0.17
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	5,227	2,941	1890	Multi Family	4/1/2022	225,500	141,400	234,700	1.04	0.07
000117	000334	000000	32	THOMPSON PARK	L-R1	N-E	6,970	1,082	1890	Residential	6/29/2022	230,000	127,300	225,500	0.98	0.01

Count: 16

Ayb Group: 1750 to 1899

Mean:	0.98															
Median:	0.97															
Code:	5.81															
000098	000009	000000	44	CENTRAL STREET	L-R2	N-E	10,019	2,762	1900	Multi Family	1/9/2023	250,000	193,900	255,600	1.02	0.04
000098	000018	000000	29	SUMMIT STREET	L-R1	N-E	22,216	2,478	1900	Residential	8/9/2022	360,000	217,000	348,800	0.97	0.01
000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	N-E	16,988	2,491	1900	Multi Family	5/2/2022	265,000	148,400	222,500	0.84	0.14
000100	000037	000000	8	FAIR STREET	L-R1	N-E	8,276	1,342	1900	Residential	8/8/2022	287,983	159,400	240,600	0.84	0.14
000112	000003	000000	174	NEW HAMPTON ROAD	L-R1	N-E	94,830	2,116	1900	Residential	7/1/2022	250,000	182,000	281,200	1.12	0.14
000117	000023	000000	25	OAK STREET	L-CI	N-E	10,890	4,154	1900	Apartments	9/9/2022	415,000	250,500	355,400	0.86	0.12
000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	10,890	3,149	1900	Multi Family	5/19/2022	285,000	163,000	279,100	0.98	0.00
000117	000054	000000	355	CENTRAL STREET	L-CI	N-E	0	1,421	1900	Stores	4/27/2022	135,000	119,800	171,800	1.27	0.29
000117	000055	000000	349	CENTRAL STREET	L-CI	N-E	10,890	9,371	1900	Stores	4/12/2022	350,000	352,600	397,200	1.13	0.15
000117	000104	000000	39	ELKINS STREET	L-R4	N-E	6,098	3,380	1900	Multi Family	6/3/2022	341,000	151,600	258,500	0.76	0.22
000117	000203	000000	96	FRANKLIN STREET	L-R4	N-E	6,534	4,171	1900	Multi Family	6/23/2022	455,000	218,000	406,500	0.89	0.09
000117	000205	000000	34	SPRING STREET	L-R1	N-E	8,799	1,812	1900	Residential	9/2/2022	185,000	115,400	207,200	1.12	0.14
000118	000001	000000	168	FRANKLIN STREET	L-R1	N-E	8,712	1,416	1900	Residential	5/31/2022	297,800	135,000	243,800	0.82	0.16
000118	000052	000000	16	EDGEWOOD STREET	L-R1	N-E	69,696	2,271	1900	Residential	3/1/2023	340,000	193,800	322,900	0.95	0.03
000134	000079	000000	50	PEARL STREET	L-R1	N-E	4,792	1,237	1900	Residential	10/4/2022	210,000	133,000	219,400	1.04	0.06
000135	000068	000000	62	BEECH STREET	L-R1	N-E	18,731	2,882	1900	Residential	10/24/2022	313,000	221,000	375,600	1.20	0.22
000135	000122	000000	58	PINE STREET	L-R1A	N-E	13,068	3,363	1900	Multi Family	6/24/2022	299,933	173,800	301,600	1.01	0.03
000134	000283	000000	123	KENDALL STREET	L-R1	N-E	16,858	2,475	1901	Residential	9/6/2022	295,000	190,700	318,800	1.08	0.10
000116	000028	000000	178	WEST BOW STREET	L-R1	N-E	6,534	1,148	1910	Residential	12/22/2022	249,933	110,700	222,800	0.89	0.09
000135	000044	000000	206	PLEASANT STREET	L-R1	N-E	16,988	1,982	1910	Residential	1/3/2023	300,000	177,100	286,100	0.95	0.03
000135	000107	000000	75	ORCHARD STREET	L-R1	N-E	4,792	1,961	1910	Residential	10/31/2022	275,000	160,600	270,700	0.98	0.00

Map Count:	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
Ayb Group: 1900 to 1919																
000098	000008	000000	52	CENTRAL STREET	L-R1	N-E	7,841	2,447	1920	Residential	6/23/2022	280,000	163,600	281,800	1.01	0.02
000117	000304	000000	107	WEST BOW STREET	L-R1W	N-E	2,614	868	1920	Residential	4/19/2022	135,000	81,500	132,500	0.98	0.01
000134	000241	000000	599	CENTRAL STREET	L-R1	N-E	3,920	1,405	1920	Residential	2/9/2023	220,000	94,300	200,500	0.91	0.08
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E	90,605	7,108	1920	Apartments	5/12/2022	430,000	395,800	432,600	1.01	0.02
000117	000175	000000	8	AYLES COURT	L-R1	N-E	2,614	1,610	1925	Residential	1/31/2023	225,000	144,400	223,300	0.99	0.00
000134	000244	000000	609	CENTRAL STREET	L-R1	N-E	3,049	1,326	1925	Residential	6/3/2022	195,000	91,600	179,800	0.92	0.07
000100	000032	000000	5	FAIR STREET	L-R1	N-E	16,117	1,547	1927	Residential	9/16/2022	302,000	175,600	283,200	0.94	0.05
000135	000131	000000	109	PLEASANT STREET	L-R1	N-E	9,583	2,325	1929	Residential	2/3/2023	353,000	195,500	354,200	1.00	0.01
000134	000219	000000	64	CLARK STREET	L-R1	N-E	17,424	2,109	1935	Residential	1/9/2023	348,000	178,200	309,600	0.89	0.10
000075	000064	000000	205	WEBSTER LAKE ROAD	L-R1W	N-E	7,405	1,274	1939	Residential	11/30/2022	415,000	232,700	460,300	1.11	0.12
000096	000085	000000	80	LAWDALE AVENUE	L-R1	N-E	28,183	2,199	1939	Residential	10/26/2022	310,000	188,200	316,700	1.02	0.03
Count: 11																
Ayb Group: 1920 to 1939																
000075	000039	000000	229	WEBSTER AVENUE	L-R1W	N-E	143,748	2,441	1940	Residential	10/6/2022	775,000	348,000	818,900	1.06	0.07
000076	000055	000000	30	ORIOLE STREET	L-R1	N-D	4,792	647	1940	Residential	5/26/2022	145,000	98,900	153,800	1.06	0.07
000096	000067	000000	15	LAXON AVENUE	L-R1	N-E	11,326	2,181	1940	Residential	7/19/2022	290,000	203,000	327,000	1.13	0.14
000116	000044	000000	16	FOREST STREET	L-R1	N-E	6,098	1,462	1940	Residential	1/5/2023	245,000	139,100	234,400	0.96	0.03
000111	000013	000000	279	NEW HAMPTON ROAD	L-R1	N-E	9,583	739	1945	Residential	11/2/2022	199,000	99,700	188,500	0.95	0.04
000116	000149	000000	34	SOUTH SULLOWAY ST	L-R1	N-E	28,750	1,989	1945	Residential	8/16/2022	280,000	202,800	334,500	1.19	0.20
000117	000267	000000	33	BEATON STREET	L-R1	N-E	16,988	2,182	1950	Residential	10/24/2022	359,000	192,400	328,000	0.91	0.08
000075	000068	000000	169	CENTRAL STREET	L-CI	N-E	8,712	1,620	1950	Restaurant	10/7/2022	230,000	193,500	227,100	0.99	0.00
000116	000131	000000	141	WEBSTER AVENUE	L-R1A	N-E	8,712	1,786	1952	Residential	10/5/2022	350,000	225,400	367,500	1.05	0.06
000116	000076	000000	13	ROWELL DRIVE	L-R1	N-E	22,216	1,956	1954	Residential	9/21/2022	360,000	192,600	323,100	0.90	0.09
000116	000076	000000	297	VICTORY DRIVE	L-R1	N-E	14,810	1,064	1955	Residential	1/25/2023	280,000	135,700	232,200	0.83	0.16
Count: 11																
Ayb Group: 1940 to 1959																
000074	000046	000000	56	PINE COLONY ROAD	L-R1W	N-F	20,473	1,724	1960	Residential	1/6/2023	760,000	299,300	725,800	0.96	0.03
000076	000043	000000	92	LARK STREET	L-R1	N-D	10,890	899	1960	Residential	7/1/2022	256,000	112,700	214,000	0.84	0.15
000118	000050	000000	5	POPLAR STREET	L-R1	N-E	23,087	2,766	1964	Residential	11/16/2022	359,000	231,100	400,600	1.12	0.13
000113	000002	000000	4	JEANETTE STREET	L-R1	N-F	14,375	2,007	1965	Residential	8/15/2022	315,000	187,300	311,600	0.99	0.00
000131	000016	000000	3	ROBERT STREET	L-R1	N-F	15,246	1,330	1965	Residential	5/2/2022	325,133	159,500	273,100	0.84	0.15
000115	000045	000000	10	HAMPSHIRE DRIVE	L-R1	N-E	15,682	1,646	1967	Residential	12/28/2022	215,000	182,100	259,700	1.21	0.22
000096	000062	000015	5	LIBERTY AVENUE	L-R1	N-E	16,988	1,718	1970	Residential	10/27/2022	299,000	176,100	305,000	1.02	0.03
000096	000062	000053	7	DAISY LANE	L-R1	N-E	0	776	1972	Single Wide MH	1/9/2023	49,900	13,900	36,700	0.74	0.25
000096	000062	000053	7	LILY LANE	L-R1	N-E	0	752	1972	Single Wide MH	5/18/2022	51,000	26,400	49,900	0.98	0.01

Mean: 0.98
Median: 0.99
Cod: 10.81

Mean: 0.98
Median: 0.99
Cod: 4.65

Mean: 1.00
Median: 0.99
Cod: 8.70

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000031	000001	000000	14	ROCK FARM ROAD	L-R1	N-E	396,396	2,859	1973	Residential	5/23/2022	600,000	314,900	531,600	0.89	0.10
000096	000062	000049	14	ROSE LANE	L-R1	N-E	0	708	1973	Single Wide MH	9/9/2022	24,900	12,700	26,500	1.06	0.07
000115	000083	000000	29	LIBERTY AVENUE	L-R1	N-E	14,810	1,011	1973	Residential	8/18/2022	240,000	152,100	247,000	1.03	0.04
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E	10,454	1,287	1974	Double Wide MH	9/19/2022	215,000	106,700	188,200	0.88	0.11
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E	22,651	1,212	1975	Single Wide MH	11/28/2022	150,200	99,600	147,800	0.98	0.01
000092	000402	000000	281	HILL ROAD	L-R1	N-E	148,104	1,146	1978	Residential	7/13/2022	250,000	161,400	266,200	1.06	0.07
000128	000001	000000	339	NEW HAMPTON ROAD	L-R1	N-E	322,344	1,995	1979	Residential	3/3/2023	304,000	193,400	333,500	1.10	0.11

Count: 16

Ayb Group: 1960 to 1979

Mean: 0.98
 Median: 0.99
 Cod: 9.44

000133	000064	000000	250	KENDALL STREET	L-R1	N-E	28,183	1,293	1986	Residential	8/8/2022	276,533	156,700	254,600	0.92	0.03
000119	000018	000000	69	EVERGREEN AVENUE	L-R1	N-E	52,751	2,816	1987	Residential	12/12/2022	389,933	244,000	396,200	1.02	0.07
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	N-E	81,893	1,378	1988	Double Wide MH	10/21/2022	230,000	136,100	237,300	1.03	0.08
000115	000402	000001	4-1	WESTVIEW DRIVE	L-R1	N-E	0	1,277	1988	Condo/Townhouse	5/4/2022	202,000	98,900	200,300	0.99	0.04
000115	000402	000009	6-9	WESTVIEW DRIVE	L-R1	N-E	0	1,173	1988	Condo/Townhouse	7/1/2022	210,000	95,200	191,300	0.91	0.04
000100	000057	000000	7	UPLAND DRIVE	L-R1	N-G	26,572	2,154	1996	Residential	6/24/2022	390,000	196,000	382,000	0.98	0.03
000096	000412	000012	12	VINE STREET	L-R1	N-E	0	1,078	1998	Single Wide MH	9/30/2022	90,000	38,600	82,800	0.92	0.03
000115	000121	000000	343	VICTORY DRIVE	L-R1	N-E	22,651	1,209	1999	Residential	6/22/2022	275,000	146,900	246,900	0.90	0.05

Count: 8

Ayb Group: 1980 to 1999

Mean: 0.96
 Median: 0.95
 Cod: 4.86

000112	000018	000000	7	MEADOWOOD DRIVE	L-R1	N-H	131,116	3,753	2002	Residential	9/9/2022	494,533	352,500	586,100	1.19	0.20
000096	000075	000000	75	DANIEL WEBSTER DRIVE	L-R1	N-E	66,647	2,194	2003	Residential	8/11/2022	359,933	222,400	357,800	0.99	0.00
000100	000406	000020	19	STERLING DRIVE	L-R1	N-G	21,780	2,966	2004	Residential	10/4/2022	450,000	293,300	494,000	1.10	0.11
000148	000017	000001	33	CROSS MILL ROAD	L-R1	N-E	38,333	1,465	2005	Residential	9/22/2022	235,000	160,300	247,500	1.05	0.06
000074	000045	000010	36	PINE COLONY ROAD	L-RIA	N-F	9,191	1,966	2007	Residential	8/2/2022	700,000	364,200	664,500	0.95	0.04
000076	000405	000006	25	FINCH DRIVE	L-R1	N-F	50,835	2,437	2007	Residential	5/27/2022	435,000	274,200	440,500	1.01	0.02
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	N-E	0	1,758	2013	Double Wide MH	10/14/2022	275,000	164,800	269,600	0.98	0.01
000121	000403	000018	32	SKY MEADOW LANE	L-R1	N-G	65,514	2,650	2014	Residential	11/14/2022	457,000	300,400	504,500	1.10	0.11
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	N-E	0	1,707	2015	Double Wide MH	4/29/2022	265,000	161,400	261,200	0.99	0.00
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	N-E	0	1,528	2015	Double Wide MH	9/28/2022	261,000	154,300	249,200	0.95	0.04
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	N-E	0	1,944	2016	Double Wide MH	11/17/2022	342,000	226,900	338,300	0.99	0.00
000097	000091	000001	139	LAWDALE AVENUE	L-R1	N-E	42,994	1,411	2017	Residential	10/3/2022	367,000	182,800	298,400	0.81	0.18
000044	000002	000000	526	SALISBURY ROAD	L-R1	N-E	30,928	1,733	2022	Residential	9/1/2022	385,000	186,800	349,600	0.91	0.08

Count: 13

Ayb Group: 2000 to 2023

Mean: 1.00
 Median: 0.99
 Cod: 6.65

City of Franklin, New Hampshire

Condominium Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000115	000402	000001	4-1	WESTVIEW DRIVE	L-R1	N-E	0	1,277	1988	Condo/Townhouse	5/4/2022	202,000	98,900	200,300	0.99	0.03
000115	000402	000009	6-9	WESTVIEW DRIVE	L-R1	N-E	0	1,173	1988	Condo/Townhouse	7/1/2022	210,000	95,200	191,300	0.91	0.05
000117	000155	0UNIT4	400	CENTRAL STREET	L-R1	N-E	0	1,481	1875	Condo/Townhouse	6/30/2022	399,000	0	402,600	1.01	0.05
000117	000155	0UNIT6	400	CENTRAL STREET	L-R1	N-E	0	1,056	1875	Condo/Townhouse	7/29/2022	379,000	0	349,400	0.92	0.04
000117	000155	0UNIT7	400	CENTRAL STREET	L-R1	N-E	0	476	1875	Condo/Townhouse	9/16/2022	180,000	0	176,900	0.98	0.02
000117	000155	0UNIT8	400	CENTRAL STREET	L-R1	N-E	0	2,220	1875	Condo/Townhouse	9/22/2022	661,533	0	619,800	0.94	0.02

Count: 6

Mean: 0.96
 Median: 0.96
 Cod: 3.71

**City of Franklin, New Hampshire
Manufactured Home Analysis Using New Values (4/1/2022 to 3/31/2023)**

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000078	000404	000000	11	FLAG HOLE ROAD	L-R1	N-E	81,893	1,378	1988	Double Wide MH	10/21/2022	230,000	136,100	237,300	1.03	0.05
000132	000406	000032	24	DYNAMIC VIEW DRIVE	L-R1	N-E	0	1,944	2016	Double Wide MH	11/17/2022	342,000	226,900	338,300	0.99	0.01
000132	000406	000076	6	EAGLE NEST DRIVE	L-R1	N-E	0	1,758	2013	Double Wide MH	10/14/2022	275,000	164,800	269,600	0.98	0.00
000132	000406	000078	10	EAGLE NEST DRIVE	L-R1	N-E	0	1,707	2015	Double Wide MH	4/29/2022	265,000	161,400	261,200	0.99	0.01
000132	000406	000093	14	EAGLE NEST DRIVE	L-R1	N-E	0	1,528	2015	Double Wide MH	9/28/2022	261,000	154,300	249,200	0.95	0.03
000135	000031	000000	11	TERRACE ROAD	L-R1	N-E	10,454	1,287	1974	Double Wide MH	9/19/2022	215,000	106,700	188,200	0.88	0.10
000096	000062	000015	5	DAISY LANE	L-R1	N-E	0	776	1972	Single Wide MH	1/9/2023	49,900	13,900	36,700	0.74	0.24
000096	000062	000049	14	ROSE LANE	L-R1	N-E	0	708	1973	Single Wide MH	9/9/2022	24,900	12,700	26,500	1.06	0.08
000096	000062	000053	7	LILY LANE	L-R1	N-E	0	752	1972	Single Wide MH	5/18/2022	51,000	26,400	49,900	0.98	0.00
000096	000412	000012	12	VINE STREET	L-R1	N-E	0	1,078	1998	Single Wide MH	9/30/2022	90,000	38,600	82,800	0.92	0.06
000128	000006	000000	377	NEW HAMPTON ROAD	L-R1	N-E	22,651	1,212	1975	Single Wide MH	11/28/2022	150,200	99,600	147,800	0.98	0.00

Count: 11

Mean: 0.95
Median: 0.98
Cod: 5.48

City of Franklin, New Hampshire

Multi Family Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000098	000009	000000	44	CENTRAL STREET	L-R2	N-E	10,019	2,762	1900	Multi Family	1/9/2023	250,000	193,900	255,600	1.02	0.11
000116	000030	000000	186	WEST BOW STREET	L-R2	N-E	5,227	2,941	1890	Multi Family	4/1/2022	225,500	141,400	234,700	1.04	0.13
000117	000105	000000	58	RIVER STREET	L-R2	N-E	7,405	2,089	1870	Multi Family	4/15/2022	160,000	139,100	156,700	0.98	0.07
000117	000283	000000	50	WEST BOW STREET	L-R2	N-E	14,375	1,854	1875	Multi Family	10/17/2022	229,000	120,400	202,100	0.88	0.03
000117	000320	000000	32	EAST BOW STREET	L-R2W	N-E	2,614	2,218	1880	Multi Family	5/26/2022	250,000	111,900	210,600	0.84	0.07
000098	000071	000000	104	SOUTH MAIN STREET	L-R3W	N-E	16,988	2,491	1900	Multi Family	5/2/2022	265,000	148,400	222,500	0.84	0.07
000116	000155	000000	78	SANBORN STREET	L-R4	N-E	56,628	4,360	1880	Multi Family	6/23/2022	435,000	243,100	399,700	0.92	0.01
000117	000045	000000	21	PLEASANT STREET	L-R4	N-E	10,890	3,149	1900	Multi Family	5/19/2022	285,000	163,000	279,100	0.98	0.07
000117	000104	000000	39	ELKINS STREET	L-R4	N-E	6,098	3,380	1900	Multi Family	6/3/2022	341,000	151,600	258,500	0.76	0.15
000117	000203	000000	96	FRANKLIN STREET	L-R4	N-E	6,534	4,171	1900	Multi Family	6/23/2022	455,000	218,000	406,500	0.89	0.02

Count: 10

Mean: 0.92
 Median: 0.91
 Cod: 7.96

City of Franklin, New Hampshire

Comm/Ind/Mixed Use Analysis Using New Values (4/1/2022 to 3/31/2023)

Map	Lot	Sub	Str. #	Street Name	Luc	Nbhd	Lot Size (Sf)	Eff. Area	Ayb	Style	Sale Date	Sale Price	Old Value	New Value	Ratio	Abs
000117	000023	000000	25	OAK STREET	L-CI	N-E	10,890	4,154	1900	Apartments	9/9/2022	415,000	250,500	355,400	0.86	0.15
000117	000054	0UNIT1	355	CENTRAL STREET	L-CI	N-E	0	1,421	1900	Stores	4/27/2022	135,000	119,800	171,800	1.27	0.26
000117	000055	000000	349	CENTRAL STREET	L-CI	N-E	10,890	9,371	1900	Stores	4/12/2022	350,000	352,600	397,200	1.13	0.12
000117	000267	000000	169	CENTRAL STREET	L-CI	N-E	8,712	1,620	1950	Restaurant	10/7/2022	230,000	193,500	227,100	0.99	0.02
000135	000011	000000	6	TERRACE ROAD	L-CI	N-E	90,605	7,108	1920	Apartments	5/12/2022	430,000	395,800	432,600	1.01	0.00

Count: 5

Mean: 1.05
 Median: 1.01
 Cod: 11.24

SECTION J

Appendices

Appendix 'A': Copy of Contract Specific to this Report

FULL STATISTICAL REVALUATION CONTRACT

SUBJECT: FULL STATISTICAL REVALUATION means the process of a revaluation of all taxable and nontaxable properties in a Municipality, using existing property data, to arrive at full and true value as of April 1, 2023.

The City of Franklin, NH, a municipal corporation organized and existing under the laws of the State of New Hampshire, hereinafter called the Municipality; and KRT Appraisal, 191 Merrimack St., Suite 701, Haverhill, MA 01830 a business organization existing under the laws of the Commonwealth of Massachusetts, hereinafter called the Company, hereby mutually agree as follows:

GENERAL PROVISIONS

1. IDENTIFICATION

1.1 Name of Municipality	City of Franklin, NH
1.2 Mailing Address of Municipality	316 Central Street, Franklin NH 03235
1.3 Contracting Officer for the Municipality	Judie Milner, City Manager
1.4 Telephone and Fax numbers	Phone: 603-934-3900 X 250 Fax: 603-934-7413
1.5 E-mail Address, if applicable	citymgr@franklinnh.org
[REDACTED]	
1.6 Name of Company	KRT Appraisal
1.7 Mailing Address of Company	191 Merrimack St, Suite 701
1.8 Principal place of business	Haverhill, MA 01830
1.9 E-mail address, if applicable	rob_tozier@krtappraisal.com
1.10 Telephone and Fax numbers	Phone: 877-337-5574 Fax: 978-914-7201
1.11 Name and Title of Company Signer	Robert A. Tozier, Vice President
1.12 Type of business organization	Revaluation and Assessing Services

DEFINITIONS:

Abatement Review means to make an assessment recommendation to the municipal assessing officials or to make a change to an assessment that is in response to an abatement request from a taxpayer. Rev 601.01

Appraisal means the act or process of developing a market value estimate of property which will be used as the basis for valuation, fulfilling a municipality's statutory duties relative to property tax administration including, but not limited to those pursuant to RSA 75:1. Rev 601.02

Assessing Services means the making of appraisals, reappraisals, assessments, or providing other services on behalf of municipal assessing officials for the statutory administration of property valuation and assessment including, but not limited to those pursuant to RSA 75:1. Rev 601.05

Assessing Standards Board (ASB) means the State of New Hampshire assessing standards board as established pursuant to RSA 21-J:14-a. Rev 601.06

Assessment means an estimate of the quality, amount, size, features, or worth of real estate which is used as a basis for a municipalities' valuation in accordance with statutory requirements including, but not limited to those pursuant to RSA 75:1. Rev 601.07

Base Year means the tax year in which the municipality performed a revaluation of all properties. Rev 601.08

BTLA Reassessment means an order by the State of New Hampshire board of tax and land appeals for a revaluation or partial update of a municipality's property assessments. Rev 601.09

Calibration means the process of ensuring the predictive accuracy of the CAMA model(s), through testing, which may include but not be limited to; determining the variable rates and adjustments from market analysis for land and land factors, costs and depreciation for a cost model, valuation rates and adjustments for a sales comparison model, and market rents and capitalization rates for an income model. Rev 601.10

Computer Assisted Mass Appraisal System (CAMA) means a system of appraising property that incorporates computer-supported tables, automated valuation models and statistical analysis to assist the appraiser in estimating value for a revaluation, assessment data maintenance and valuation update. Rev 601.11

Contract means any agreement between the municipality and the contractor for making appraisals, reappraisals, assessments, or for appraisal work on behalf of a municipality with the State of New Hampshire. Rev 601.13

Contractor means the person, firm, company, or corporation with which the municipality has executed a contract or agreement for assessing services. Rev 601.14

Cyclical Inspection means the process of a systematic measure and listing of all properties within a

municipality over a specified period of time. The term includes "data collection" and "data verification". Rev 601.15

Cyclical Revaluation means the process of combining a full statistical revaluation of the entire municipality with a cyclical inspection process. Rev 601.16

Data Collection means the inspection, measuring, or listing of property within a municipality. The term includes data verification. Rev 601.17

DRA-certified means a level of certification attained by a person as set forth by the ASB in Asb 300 pursuant to RSA 21-J:14-f. Rev 601.20

Executed means to transact, agree to carry into effect, sign or act upon a contract or agreement to perform assessing services for a municipality. The term includes "executing". Rev 601.22

Final Monitoring Report means the DRA's final letter to the municipality for any revaluation or partial update. Rev 601.23

Full Revaluation means the revaluation of all taxable and nontaxable properties in a municipality, with a complete measure and listing of all taxable and nontaxable properties to occur at the same time of the establishment of the new base year, to arrive at full and true value as of April 1. The term includes "full reappraisal" and "full reassessment." Rev 601.24

Full Statistical Revaluation means the process of a revaluation of all taxable and nontaxable properties in a municipality, using existing property data, to arrive at full and true value as of April 1. The term includes "statistical update" and "statistical reassessment". Rev 601.25

Highest and Best Use means the physically possible, legally permissible, financially feasible, and maximally productive use of a property, as appraised in accordance with RSA 75:1. Rev 601.26

Improvement means any physical change to either land or to buildings that may affect value. Rev 601.27

In-house Work Plan means a written set of goals, objectives, processes, and timelines that the municipality intends to rely upon to perform revaluations, partial updates, or cyclical inspections. Rev 601.29

Listing means recording a description of the interior, exterior, and attributes of any improvements or the recording of the description of land features and attributes. The term includes "list". Rev 601.30

Market Analysis means the study and processes utilized to determine the response of buyers and sellers of real estate, in a geographic area, to various data elements through the analysis of cost data, income data, and sale transactions in the performance of mass appraisal. Rev 601.31

Market Value means the value of a property that:

- (a) Is the most probable price, not the highest, lowest or average price;
- (b) Is expressed in terms of money;
- (c) Implies a reasonable time for exposure to the market;
- (d) Implies that both buyer and seller are informed of the uses to which the property may be put;
- (e) Assumes an arm's length transaction in the open market;
- (f) Assumes a willing buyer and a willing seller, with no advantage being taken by either buyer or seller; and,
- (g) Recognizes both the present use and the potential use of the property.

The term includes "full and true value". Rev 601.32

Mass Appraisal means the utilization of standard commonly recognized techniques to value a group of properties as of a given date, using standard appraisal methods, employing common data and providing for statistical testing. Rev 601.33

Measure means the physical inspection, verification, sketching and recording of the exterior dimensions and attributes of any improvements made to a property. Rev 601.34

Municipal Assessing Officials means those charged by law with the duty of assessing taxes and being the:

- (a) Governing body of a municipality;
- (b) Board of assessors or selectmen of a municipality; or
- (c) County commissioners of an unincorporated place.

Rev 601.36

Municipality means a city, town or unincorporated place. Rev 601.37

Partial Update means the process of analyzing market sales throughout the entire municipality to identify and implement needed value changes to the affected areas, or classes of property, to bring those properties to the municipality's general level of assessment utilizing the existing base tax year and providing an addendum to the existing USPAP compliant report. The term includes "partial revaluation." Rev 601.38

Revaluation means the act of re-estimating the worth of real estate of the entire municipality using standard appraisal methods, calibration of the CAMA tables and models, establishment of a new base year with a USPAP compliant report, and providing for statistical testing whether by either:

- (a) A full revaluation; or,
- (b) A full statistical revaluation.

The term includes "reappraisal," "reassessment," and "value anew". Rev 601.40

Sale Validation means the process of verifying a real estate sale transaction to determine whether the sale was a valid or an invalid indicator of the market value of the sold property. The term includes "sale verification" and "sale qualification." Rev 601.41

Statistical Testing means the use or application of numerical statistics to understand the results of a reappraisal or the need for a reappraisal. Rev 601.42

Uniform Standards of Professional Appraisal Practice (USPAP) means the generally accepted and recognized standards of appraisal practice printed by The Appraisal Foundation as authorized by Congress as the source of appraisal standards and appraiser qualifications. Rev 601.44

USPAP Compliant Report means an appraisal report based upon the standards established by the ASB pursuant to RSA 21-J:14-b I, (c.) Rev 601.45

DUTIES OF:

DRA-Certified Building Measurer and Lister Duties Asb 304.01

- (a) A DRA-certified building measurer and lister may collect data as described in Asb 303.02 for the sales survey.
- (b) A DRA-certified building measurer and lister shall not validate or invalidate any property sales.
- (c) A DRA-certified building measurer and lister shall not determine, or change, the quality grade or depreciation of structures.

DRA-Certified Property Assessor Assistant Duties Asb 304.02 A DRA-certified property assessor assistant may, under the guidance and review of a DRA-certified property assessor or DRA-certified property assessor supervisor in accordance with Asb 303.03:

- (a) Appraise various types of real estate for tax purposes; and,
- (b) Validate or invalidate sales for the sales survey.

DRA-Certified Property Assessor Duties Asb 304.03

(a) A DRA-certified property assessor may, in accordance with Asb 303.04:

- (1) Appraise property for tax purposes including:
 - (a) The annual maintenance of assessments by using sales surveys, charts, and schedules; and,
 - (b) Using cost data established by a DRA-certified property assessor supervisor during the year of the last revaluation;
 - (2) Validate or invalidate sales for the sales survey; and,
 - (3) Submit a signed and dated statement to the DRA attesting to the qualifications of a building measurer and lister working under the DRA-certified property assessor's supervision to be true, accurate and correct.
- (b) A DRA-certified property assessor shall not adjust the cost, land, depreciation, or other tables resulting in a change to the values without the approval of a DRA-certified property assessor supervisor.

DRA-Certified Property Assessor Supervisor Duties Asb 304.04 A DRA-certified property assessor supervisor, may, in accordance with Asb 303.05:

- (a) Exercise general supervision over a revaluation;
- (b) Conduct sales surveys and establish base values for land and buildings;
- (c) Prepare the sales survey;
- (d) Establish charts and schedules to be used in the revaluation;
- (e) Prepare reports;

- (f) Supervise informal reviews of property assessments with the property owner;
- (g) Oversee any revaluation by assisting the municipality to ensure the revaluation is performed in accordance with state laws and rules;
- (h) Assist the municipality to ensure that compliance with the contract is adhered to; and
- (i) Submit a signed and dated statement to the DRA attesting to the qualifications at all levels of certification to be true, accurate and correct.

2. RESPONSIBILITIES AND SERVICES TO BE PERFORMED BY CONTRACTOR

2.1 Contract Submission

The contract, any revised contract, and the list of personnel assigned to work under the contract, shall be submitted to the DRA for examination and written recommendations of the DRA to be made to Municipality within 10 working days of receipt by the department. No work shall begin without first submitting a copy of the executed contract or agreement to the commissioner along with the names and qualifications of all personnel to be employed under the contract or agreement

2.2 Assessment of all property

2.2.1 Contractor shall appraise all taxable property (RSA 72:6) within Municipality in a good and workmanlike manner in accordance with RSA 75:1.

2.2.2 Contractor shall appraise all tax exempt and non-taxable property (RSA 74:2) within the taxing jurisdiction of Municipality in the same manner as taxable property.

2.2.3 Contractor shall measure, list and verify all sales used to determine benchmarks for the revaluation. Given the current pandemic, Contractor may use a data questionnaire in-lieu of an interior inspection at the discretion of the Municipal Assessing Officials per Rev. 604.02(b)(10)(g).

2.2.4 Contractor shall utilize the Municipality's Avitar CAMA System to assess properties.

2.3 Completion of Work

2.3.1 Contractor shall complete all work and deliver the same in final form to the Municipal assessing officials on or before October 1, 2023.

2.3.2 A penalty of \$300.00 per day shall be paid by Contractor for each day required beyond October 1, 2023 for delays caused by Contractor.

2.3.3 Contractor shall provide Municipality a list of all products to be delivered and dates of delivery thereof. The products include:

- (1) Property record cards in hard copy; electronic or both formats; and
- (2) The USPAP Compliant Appraisal Report; and
- (3) The Data Collection Manual; and
- (4) The CAMA System Manual; and

(5) Any other products as deemed necessary by the municipal assessing officials (as described in Section 3).

- 2.3.4 The revaluation shall be considered satisfied and in its final form only when:
- (1) The informal review of assessments has been completed as described in Section 3.6; and
 - (2) Any required value adjustments are made; and
 - (3) The final values are submitted to and accepted by the municipal assessing officials; and
 - (4) All products required by the contract are delivered to Municipality and the DRA; and
 - (5) The DRA has completed its final monitoring report; and
 - (6) All other terms of the contract have been satisfied.

2.4 Personnel

- 2.4.1 For grading, classifying, appraising and data collection of all property covered by the contract, Contractor shall only employ personnel who are:
- (1) Certified by the DRA, as defined in the Asb 300 Rules and RSA 21-J:14-f for the level of work they will be performing; and,
 - (2) Approved by the municipal assessing officials.
- 2.4.2 Contractor shall not compensate, in any way, a municipal official, employee or any immediate family member of such official or employee in the performance of any work under the contract unless previously disclosed and a prior full-time employee of Contractor.
- 2.4.3 Upon approval of the contract and before the revaluation begins, Contractor shall provide to the DRA and the municipal assessing officials, a list of the DRA-certified personnel assigned to work under the contract.
- 2.4.4 Contractor shall ensure that the DRA-certified assessor supervisor is proficient in the use and calibration of the CAMA system that will be used to assess the property specified in Section 2.2.
- 2.4.5 Contractor shall ensure that the individual(s) assigned to perform data entry are proficient in the use of Municipality's CAMA system.

2.5 Public Relations

- 2.5.1 Contractor and the municipal assessing officials, during the progress of the work, shall each use their best efforts to promote full cooperation and amiable relations with taxpayers. All publicity and news releases shall be approved by the municipal assessing officials before being released to the news media. Contractor, upon request of the municipal assessing officials, shall provide assistance in conjunction with the municipal assessing officials to acquaint the public with the mechanics and purpose of the revaluation.

2.6 Confidentiality

2.6.1 Contractor, municipal assessing officials or municipal employees shall not disclose any preliminary values to anyone or permit anyone to use or access any data on file during the course of the revaluation project, except the municipal assessing officials and the Commissioner of the DRA, or their respective designees, until the values have been submitted to the municipal assessing officials and made public.

2.7 Compensation and Terms

2.7.1 Municipality, in consideration of the services hereunder to be performed by Contractor, agrees to pay Contractor the sum of **Seventy Five Thousand Dollars (\$75,000.00)** pursuant to the terms of the agreement as defined in Section 3.

2.7.2 The itemized cost for the appraisal of special use or utility property if not included in 2.7.1 is/are listed below:

	<u>Map/Lot</u>	<u>Ownership/Name</u>	<u>Appraised By</u>
<u>Cost:</u>	N/A	N/A	N/A

2.7.3 The Company will submit a monthly invoice based on the portion of work completed during the preceding month, less twenty percent (20%) for retainage. All invoices will be paid within thirty (30) days of receipt.

2.7.4 Retainage in the amount of Fifteen Thousand Dollars (\$15,000.00), 20% of the contract, will be withheld from the Company. The retainage shall be released as follows:

- (1) Fifteen percent (\$11,250.00) within 30 days after the final notices from the hearings have been mailed; and,
- (2) Five percent (\$3,750.00) within 30 days after the DRA has completed its review of the Full Statistical Revaluation and a compliant USPAP report is filed and delivered to the City.

2.7.5 Except as provided in Section 2.7.2, the stated consideration in 2.7.1 represents the total payment for all contracted services.

3. DETAIL OF SERVICES TO BE PERFORMED BY CONTRACTOR

3.1 Collection of Sale Property Data

3.1.1 Contractor shall visit each property that sold between April 1, 2022 and March 31, 2023 to verify existing data and conditions of the sale.

3.1.2 Vacant land parcels and any attributes that may affect the market value shall be listed accurately. Such attributes may include, but not be limited to: number of acres; road frontage; neighborhoods; water frontage; water access; views; topography; easements; deeded restrictions and other factors

that might affect the market value.

- 3.1.3 Principal building(s), and any appurtenant building(s), or other improvements, shall be accurately measured and listed to account for the specific elements and details of construction as described in the data collection manual. Such elements and details may include, but not be limited to: quality of construction; age of structure; depreciation factors; basement area; roofing; exterior cover; flooring; fireplaces; heating & cooling systems; plumbing; story height; number of bathrooms; number of bedrooms; and, other features, attributes, or factors that might affect market value.
- 3.1.4 If possible, Contractor shall make an attempt to inspect the property, and if the attempt is unsuccessful, Contractor shall leave a notification card at the property requesting that the property owner call the Contractor, within a stated time frame as agreed upon by the municipal assessing officials and Contractor, to arrange for an interior inspection.
- 3.1.5 If the Contractor is not able to arrange for an interior inspection, or entrance to a building or parcel of land cannot be obtained as detailed in Section 3.1.6 below, Contractor shall:
 - (1) Estimate the value of the improvements using the best evidence available; and,
 - (2) Annotate the property record card accordingly.
- 3.1.6 Contractor shall complete interior inspection of sale properties except:
 - (1) Vacant or unoccupied structures.
 - (2) Where multiple attempts for inspection have been made without success and the owner or occupant has not responded to Contractor or the municipal assessing officials' notifications.
 - (3) Where postings prevent access.
 - (4) Unsafe structures.
 - (5) When the owner has refused access to Contractor or designee.
 - (6) When inhabitants appear impaired, dangerous or threatening; and,
 - (7) When instructed by the Municipality to mail data questionnaires in-lieu of an interior inspection.
 - (8) Any other reason for which the municipal assessing officials agree that the property is inaccessible.
- 3.1.7 Contractor shall provide to Municipality a complete copy of the field data collection cards, worksheets and other documents used in the valuation process.
- 3.1.8 Contractor shall provide monthly progress reports indicating the percentage of completion of the full statistical revaluation to the municipal assessing officials.

3.2 Property Record Cards

3.2.1 Contractor shall prepare an individual property record card, for each separate parcel of property in Municipality arranged to show:

- (1) The owner's name, street number, map and lot number or other designation of the property.
- (2) The owner's mailing address.
- (3) Information necessary to derive and understand:
 - (a) The land value.
 - (b) The number of acres of the parcel.
 - (c) The land classification.
 - (d) The adjustments made to land values.
 - (e) The value of the improvements on the land.
 - (f) The accurate description of all improvements whether affecting market value or not.
 - (g) The improvement pricing details.
 - (h) The adjustments made for physical, functional and economic depreciation factors.
- (4) The outline sketch of all principal improvements with dimensions with the street side or waterfront toward the bottom of the diagram.
- (5) The base valuation year.
- (6) The print date of property record card.
- (7) Photograph of the principal building.
- (8) History of the property transfer to include:
 - (a) Date of sale.
 - (b) Consideration amount.
 - (c) Qualification code.
 - (d) Property type noted as either vacant or improved.
- (9) A notation area to record any comments pertaining to the property; and,
- (10) A notation area to record the history of the property, which may include, but not be limited to:
 - (a) Property inspection date.
 - (b) Individual's identification number or initials associated with the inspection.
 - (c) The extent of the inspection.
 - (d) Reason for the inspection.
 - (e) Any value adjustments.

3.3 Market Analysis

3.3.1 A DRA-certified property assessor supervisor shall conduct the full statistical revaluation market analysis.

3.3.2 A DRA-certified property assessor assistant, under the guidance of a DRA-certified property assessor or a DRA-certified property assessor supervisor, may validate or invalidate sales for the market analysis.

- 3.3.3 The municipal assessing officials shall provide to Contractor a copy of all property transfers for a minimum of two (2) years immediately preceding the effective date of the statistical revaluation of April 1, 2023.
- 3.3.4 A market analysis shall be conducted by Contractor using accepted mass appraisal methods to determine land, improvements and any other contributory values or factors including:
- (1) A review of all property transfers provided by the municipal assessing officials to Contractor.
 - (2) A compilation of all unqualified property transfers into a sales list with appropriate notations for those sales not used in the analysis accompanied by:
 - (a) The parcel map and lot number.
 - (b) The disqualification code.
 - (c) The date of sale.
 - (d) The sale price.
 - (3) A compilation of all qualified property transfers into a sales list with appropriate notations for those sales used in the analysis accompanied by:
 - (a) The parcel map and lot number.
 - (b) The date of sale.
 - (c) The sale price.
 - (d) The newly established value.
 - (e) A photocopy or printout of the property record card for each property transferred.
 - (f) A photograph of the principal improvements attached thereto.
 - (4) Estimated land values with the documented results, as follows:
 - (a) Utilizing vacant land sales whenever possible.
 - (b) In the absence of an adequate number of vacant land sales, the land residual method or other recognized land valuation methodologies shall be used to assist in the determination of land unit values.
 - (5) The Indicated land values shall be documented as:
 - (a) Site.
 - (b) Front or square foot.
 - (c) Base acre.
 - (d) Excess acre units and/or,
 - (e) Other appropriate units of comparison.
 - (6) An analysis section to include:
 - (a) The sale price.
 - (b) Supporting adjustments made in sufficient detail to be understood by the municipal assessing officials and taxpayers.
 - (7) The market analysis used to indicate unit values with the documentation of the method(s) employed and any special adjustment factors; and,

(8) Tax Maps showing the locations of all qualified sales and the delineation of neighborhoods.

3.3.5 The preliminary market analysis shall:

- (1) Be provided to the municipal assessing officials and the DRA prior to the acceptance of the new values by the municipal assessing officials.
- (2) Be printed in its final form, and provided to the municipal assessing officials and the DRA at the completion of the revaluation as part of the USPAP compliant report and,
- (3) Become property of Municipality and the DRA.

3.3.6 Contractor shall perform a parcel-by-parcel field review to be performed by a DRA-certified property assessor supervisor. The purpose of this field review shall be to apply the methodology established from the sales analysis to the non-sale properties as well as to identify and correct any mechanical or data errors.

3.3.7 Contractor shall ensure that a final comprehensive review of the newly established values shall be performed by a DRA-certified property assessor supervisor utilizing a parcel-by-parcel review of the entire Municipality consisting of running reports and an old-to-new analysis to:

- (1) Ensure that all properties are valued at their highest and best use and,
- (2) Ensure that the methodology established from the sales analysis has been consistently applied to all non-sale properties.

3.3.8 Any supporting documentation supplied, provided or utilized by Contractor in the process of compiling the market analysis, such as but not limited to: sales verification sheets; rental/expense statements and questionnaires; Contractor cost estimates; sales listing sheets; final review notes; etc., shall be relinquished to and become property of Municipality.

3.4 Approaches to Value

3.4.1 The valuation of property for the revaluation shall be completed by utilizing recognized approaches to value, which may include, but not be limited to:

3.4.2 Cost Approach:

- (1) The cost approach, when utilized, shall be implemented by calibrating and applying land valuation tables, building valuation tables and unit costs as follows:
 - (a) Investigate, with documented analysis, land values for residential, commercial, industrial and any other special use properties in the area.
 - (b) Document the land valuation tables and unit costs by including statistical testing to compare the calculated preliminary land value to the sale properties to ensure accuracy before the land valuation tables and unit costs are implemented.

- (c) Document the development of the units of comparison that shall be used for the base land prices, which may include, but not limited to site, front foot, square foot, base acre, excess acre and other appropriate units of comparison.
 - (d) Document site specific characteristic land adjustments, which may include, but not be limited to topography, view, size, location and access and,
 - (e) Document the calibration of land tables and models.
- (2) In developing building cost tables, Contractor shall provide the following:
- (a) Investigate, with documented analysis, the building costs of residential, commercial, industrial and any other special use properties in the area.
 - (b) Document the testing of Contractor's building valuation tables and unit costs by comparing the calculated preliminary building value to the sale properties, for which the building costs are known, to ensure accuracy before the building valuation tables and unit costs are implemented.
 - (c) The building cost tables shall consist of unit prices based upon relevant factors, which may include, but not be limited to: specifications for various types of improvements; the quality of construction; the building customs and practices within the Municipality; various story heights and square foot areas adequate for the valuation of all types of buildings and other improvements to the land; tables for additions and deductions for variations from the base cost improvement specifications; and, tables for depreciation based upon age and condition of the improvements and,
 - (d) Document the calibration of all building cost tables and models.

3.4.3 Income Approach:

- (1) The income approach, when utilized, shall be implemented by calibrating and applying valuation models as follows:
- (a) Investigate and qualify, with documented analysis, market data, which may include but not be limited to rental income, expenses, vacancy and capitalization rates for residential, commercial, industrial and any other special use property.
 - (b) Describe property specific characteristics.
 - (c) Document statistical testing for the income valuation models to known sales of similar properties.
 - (d) Create valuation models consisting of market data based upon:
 - (i) Defined descriptions and specifications based upon property type and,
 - (ii) Quality and size of the improvements.
 - (e) Document the calibration of all income approach valuation tables and models.

- (f) The Contractor shall be responsible for costs associated with mailing Income and Expense forms to applicable properties.

3.4.4 Market-Sales Comparison Approach:

- (1) The market-sales comparison approach, when utilized, shall be implemented by calibrating and applying valuation models as follows:
 - (a) Contractor shall qualify, analyze, and use sales as direct units of comparison in the valuation of residential, commercial, industrial and any other special use properties.
 - (b) Investigate with documented analysis comparable sales.
 - (c) Document the adjustments for specifics, which may include, but not be limited to location, time, size, features, and condition,
 - (d) Document how the adjustments were derived.
 - (e) Document final value reconciliation and,
 - (f) Document calibration of all sales comparison tables and models.

- 3.4.5 In the utilization of the appraisal approaches to valuation, Contractor shall make and document adjustments made to properties for depreciation factors, which may include, but not be limited to: physical; functional; and, economic conditions.

3.5 Utility and Special Use Properties

- 3.5.1 The contractor shall NOT be responsible for the valuation of poles and conduits.

- 3.5.2 The Company shall NOT be responsible for the valuation of any utility properties. The company recommends the City contract the services for the difference through a separate vendor or use values established by DRA.

3.6 Value Notification and Informal Reviews

- 3.6.1 Contractor shall provide to the municipal assessing officials:

- (1) A list of the newly established values for review.
- (2) A preliminary value analysis with a copy delivered to the DRA for review and,
- (3) The informal review schedule in advance.

- 3.6.2 Contractor shall mail, first class, to all property owners, the notification of the newly established value of their property by sending to the property owner a letter to the owner stating the newly established value of their property and whether Contractor has either:

- (1) Published a list of all property owners containing the newly established valuations for all properties within Municipality in an identified newspaper of general circulation for the entire Municipality or,
- (2) Posted in two (2) identified public places within Municipality a list of all property owners and the newly established values of the entire Municipality.

- 3.6.3 The notification of newly established values shall contain the details of the informal review process, instructions on scheduling an informal review; and the time frame in which informal reviews shall be scheduled.
- 3.6.4 The notification of newly established values shall contain instructions in regard to the appeal process for abatements pursuant to RSA 76:16, RSA 76:16-a and RSA 76:17.
- 3.6.5 After mailing or posting of the notification of newly established values, Contractor shall ensure that an informal review of the newly established property values is provided to all property owners who may, within the time prescribed by the contract, request such a review.
- 3.6.6 Notwithstanding Section 2.6 of this contract (Confidentiality), Contractor shall make available to all property owners the property record card and market analysis related to their newly established property value(s).
- 3.6.7 Contractor shall notify, by first class mail, all property owners addressed during the informal reviews and indicate whether a change in value resulted and the amount thereof.
- 3.6.8 All documentation utilized or obtained during the informal review process shall be relinquished to the municipal assessing officials.

3.7 Appraisal Reporting and Appraisal Manuals

- 3.7.1 Contractor shall provide a USPAP compliant appraisal report pursuant to RSA 21-J:14-b,1,(c): The report shall comply with the most recent edition of the USPAP Standard 6. The report shall contain, at a minimum, the following:
 - (1) A letter of transmittal to include a signed and dated certification statement.
 - (2) Sections detailing:
 - (a) The scope of work.
 - (b) The development of values.
 - (c) Time trending analysis.
 - (d) Land and neighborhood data.
 - (e) Improved property data.
 - (f) Statistical testing, analysis, and quality control and,
 - (g) The development of approaches to value used in the valuation of properties.
 - (3) Appendices which may include, but not be limited to:
 - (a) Work plan.
 - (b) Neighborhood maps.
 - (c) Names and levels of DRA-certified individuals authoring or assisting with the development of the USPAP compliant report.
 - (d) CAMA system codes.

- (e) Identification and description of zoning districts.
 - (f) Qualified and unqualified sale codes and,
 - (g) Other useful definitions or information.
- (4) Instructions, or as a separate document, adequate instructions for the municipal assessing officials to:
- (a) Understand the valuation methodologies employed.
 - (b) Understand the market and neighborhood adjustments and,
 - (c) Understand the conclusions of the appraisal report.

3.7.2 Contractor shall provide a USPAP compliant report to the municipal assessing officials, to be retained by the municipal assessing officials until the next revaluation and a copy to the DRA.

3.7.3 Contractor shall provide a USPAP compliant report to the municipal assessing officials for any special use properties or utilities included in Section 2.7.2, and a copy to the DRA.

3.7.4 Contractor shall provide a data collection manual, to be included within the USPAP report, or as a separate document, which may include but not be limited to:

- (1) A description of building characteristics, yard items, site improvements, site characteristics, road frontage, water frontage, water access, topography and view.
- (2) A glossary and description of all codes used within the data collection and on property record cards.
- (3) A description of all grading factors utilized, which may include, but may not be limited to condition factors, quality, depreciation, amenity values, and other factors or conditions and,
- (4) A glossary and description of the coding used for visitation history.

3.7.5 Contractor shall ensure that the municipal assessing officials have:

- (1) A technical CAMA manual detailing the CAMA system utilized and,
- (2) Been provided training in the proper use of the CAMA system.

3.8 Defense of Values

3.8.1 Company shall, after the final property tax bills have been mailed by Municipality, support and defend the values that were established by Company for the year of the revaluation as follows:

- (1) At no additional cost to Municipality, property tax abatement requests that are timely filed with Municipality pursuant to RSA 76:16 shall have:
 - (a) A review, by either a DRA-certified property assessor or a DRA-certified property assessor supervisor and,
 - (b) The Company's written recommendation provided to the City Manager and City Council or their representative on all properties which an abatement request had been received.

3.8.2 Contractor shall not be responsible for the defense of property tax abatement appeals that are timely filed with the Board of Tax and Land Appeals (BTLA) or Superior Court pursuant to RSA 76:16-a and RSA 76:17.

4. RESPONSIBILITIES OF MUNICIPALITY

- 4.1 The municipal assessing officials shall identify to Contractor, in writing, which properties within the taxing jurisdiction are exempt from taxation.
- 4.2 The municipal assessing officials shall furnish to Contractor information such as but not be limited to: the current ownership information of all property; the physical location of all property; property address changes within Municipality; all property transfer information; a set of current tax maps; zoning maps; plans; building permits; subdivisions; boundary line adjustments and mergers; and other information as specified by Contractor for the services being provided.
- 4.3 The municipal assessing officials shall keep Contractor informed of all sales of property that occur during the progress of the revaluation.
- 4.4 The municipal assessing officials shall make corrections to tax maps as of April 1 of the revaluation year where lots have been subdivided, or apportioned, and notify Contractor of all ownership and name and address changes.
- 4.5 If requested, suitable office space and equipment, as specified by Contractor, for the use of Contractor's personnel in the performance of the appraisal work shall be provided.

5. INDEMNIFICATIONS AND INSURANCE

- 5.1 Contractor agrees to defend and indemnify Municipality, with which it is contracting, against claims for bodily injury, death and property damage which arises in the course of Contractor's performance of the contract and with respect to which Municipality, with which it is contracting, shall be free from negligence on the part of itself, its employees and agents.
- 5.2 Contractor shall not be responsible for consequential or compensatory damages arising from the late performance or non-performance of the agreement caused by circumstances, which are beyond Contractor's reasonable control.
- 5.3 Contractor shall maintain public liability insurance, automobile liability insurance and workmen's compensation insurance unless Contractor is not required to do so by New Hampshire state law or as otherwise agreed upon.
 - 5.3.1 The public liability insurance shall be in the form of commercial general liability with the inclusion of contractual liability coverage and shall provide limits of \$1,000,000 each person and \$1,000,000 each occurrence for bodily

injury liability, and \$1,000,000 each occurrence for property damage liability; and,

5.3.2 The automobile liability insurance shall be in the form of comprehensive automobile liability and shall provide limits of \$1,000,000 each person and \$1,000,000 each occurrence for bodily injury liability.

5.4 Prior to starting the revaluation, Contractor shall provide certificates of insurance by a State of NH licensed insurer confirming the required insurance coverage for Municipality with which the appraisal Contractor is contracting.

5.5 Contractor shall provide Municipality and the DRA a ten (10) day advance written notice of the cancellation or material change in the required insurance coverage.

6. PERFORMANCE BOND

6.1 In-lieu of a performance bond, the Municipality shall hold twenty percent (20%) retainage for a total of \$15,000.00.

7. ESTIMATED SIZE OF REVALUATION

7.1 It is agreed between the parties that the entire revaluation consists of an estimate of 3,774 parcels as defined by RSA 75:9. In the event that the number of parcels should exceed 103% of this estimate, Contractor shall be entitled to additional remuneration of \$20.00 for each parcel that exceeds the original estimate.

8. REVALUATION TIMELINE/PERSONNEL

8.1 The proposed timeline is for informational purposes only. The only date subject to penalty is the Project Completion Penalty date of October 1, 2023. This project shall begin at any time with a start-up meeting with the Company, Municipality and DRA. Below is the timeline:

<u>Task</u>	<u>Start Date</u>	<u>Completion Date</u>
Execution of Contract		02/01/22
Start Up Meeting with City and DRA		02/01/23
Public Relations		On-Going
Quality Control		On-Going
Measure and List All Sale Properties	02/06/23	04/21/23
Sales Data Entry	02/06/23	04/28/23
Callback Appointments	05/01/23	05/05/23
Sales Field Review	05/08/23	05/12/23
Preliminary Residential Analysis	05/15/23	06/02/23
I&E Review/C&I Preliminary Valuation	05/15/23	06/02/23
Field Review	06/05/23	06/30/23

Final Valuations	07/03/23	07/21/23
City Review of Values	07/24/23	08/04/23
Impact Notices	08/07/23	08/11/23
Informal Hearings	08/14/23	08/25/23
Hearing Review/Field Work	08/28/23	09/08/23
Final Products Delivered	09/11/23	09/29/23
Project Completion		10/01/23

8.2 Below is a list of personnel that will be working on the project with their DRA status:


- 1) Robert Tozier Supervisor
- 2) Kenneth Rodgers Supervisor
- 3) Kevin Leen Supervisor
- 4) Doug Rollins Assistant Assessor

9. ADDENDUMS, AMENDMENTS AND APPENDIXES

9.1 Addendums, amendments and appendixes pertaining to this contract may be added by separate instrument in writing and shall meet all requirements of Section 2.1.

10. SIGNATURE PAGE

CITY OF FRANKLIN, NH

By: 
CITY MANAGER

Date: 1/31/2022


By: _____

Date: _____

By: _____

Date: _____

KRT APPRAISAL

By: 
Robert A. Tozier, Vice President

Date: 1/31/2022


Witness

Appendix 'B': Individuals Responsible/Assisting in Completion of Report

Personnel Assisting with the Completion of this Report

Data Collection:

KRT Appraisal was responsible for measuring and listing the sale properties from 4/1/2022 to 3/31/2023 as part of this project. The data collection was completed by:

<u>Name</u>	<u>DRA Status</u>
Dan Scalzo	Supervisor

Field Review

The field review was completed by following people:

<u>Name</u>	<u>DRA Status</u>
Robert Tozier	Supervisor
Kevin Leen	Supervisor

Valuation:

The valuation was completed by following people:

<u>Name</u>	<u>DRA Status</u>
Robert Tozier	Supervisor
Ken Rodgers	Supervisor
Kevin Leen	Supervisor

No other assistance was provided in the completion of this report for the Statistical Revaluation in Franklin, NH.

Appendix 'C': Qualifications

ROBERT A. TOZIER

MASS APPRAISAL EXPERIENCE

KRT APPRAISAL, HAVERHILL, MA

04/2010- Vice President/Project Manager
Present

Responsible in part for all aspects of daily operations including proposals, contracts, budgeting, marketing, customer acquisition, and company growth. Responsible for planning, implementing and running revaluation projects for municipalities. Duties include the mass appraisal of residential, commercial, industrial, and exempt properties. Specific duties include property sales review and verification, statistical analysis, model calibration, the supervision of data collectors and field review appraisers, taxpayer hearings, defense of values, and generation of USPAP compliant revaluation manuals.

VISION APPRAISAL TECHNOLOGY, NORTHBOROUGH, MA

10/2006- Project Manager
04/2010

Responsible for planning, implementing and running revaluation projects for municipalities. Duties include the mass appraisal of residential, commercial, industrial, and exempt properties. Specific duties include property sales review and verification, statistical analysis, model calibration, the supervision of data collectors and field review appraisers, taxpayer hearings, defense of values, and all reporting requirements as they relate to project certification.

05/2003- Staff Appraiser/Assistant Project Manager
09/2006

Review residential and commercial properties for revaluation purposes. Responsibilities include delineating neighborhoods and setting factors for land based on market data, review and analyze income and expense reports for commercial and industrial properties, market research and formulation of cap rates, commercial and industrial review and reconciliation.

COLE LAYER TRUMBLE, TOLLAND, CT

12/2000- Appraiser Trainee
05/2003

Worked on Revaluations in over twenty cities and towns across New England and Nation-wide. Duties included residential and commercial listing, quality control, permit pick-ups, sales verification, pre-review, final review, informal hearings, and training/supervising data collectors in the field.

EDUCATION

Keene State College, Keene, NH (1996-2001)
B.S. Health & Fitness

American International College, Springfield, MA (1995-1996)

Physical Therapy Undergraduate Coursework

APPRAISAL EDUCATION/CERTIFICATIONS

IAAO/Appraisal Institute

- 1) Fundamentals of Real Estate Appraisal (2002)
- 2) NH State Statutes Part 1 (2010)
- 3) NH State Statutes Part 2 (2010)
- 4) Mathematics for Assessors (2012)
- 5) Site Analysis (2012)
- 6) Assessment Administration (2013)
- 7) NH State Statute One Day Update (2016)
- 8) Understanding Real Property Appraisal (2017)
- 9) Intro to the Sales Comparison Approach (2018)
- 10) Workshop 171-Standards of Professional Practice and Ethics (2018)
- 11) Workshop 155-Depreciation Analysis (2018)
- 12) Forum 960-Marshall & Swift Residential Square Foot Method (2019)
- 13) Forum 962-Marshall & Swift Commercial Square Foot Method (2019)
- 14) NH State Statute One Day Update (2020)
- 15) USPAP 7 Hour Update (2021)
- 16) Workshop 171-Standards of Professional Practice and Ethics (2021)

JMB Real Estate Academy, Lowell, MA

- 1) Basics of Real Estate Appraisal (2001)
- 2) Appraising Income Properties (2003)
- 3) USPAP (2003)
- 4) USPAP 7 Hour Update (2010, 2016)

Massachusetts Association of Assessing Officers

- 1) Mass Appraisal of Real Property (2005)
- 2) Personal Property Auditing (2010)

Maine Association of Assessing Officers

- 1) Low-End Residential Properties (2021)
- 2) Valuation of Mobile Home Parks (2021)

State Of New Hampshire Department of Revenue Administration: Certified Property Supervisor.

Certified Maine Assessor (CMA) No. 764

State of Vermont Department of Taxes, Property Valuation and Review Division: Approved Project Supervisor

**NEW HAMPSHIRE DEPARTMENT OF
REVENUE ADMINISTRATION**

THIS CERTIFIES THAT


Robert Tozier

Has successfully completed and submitted the required documentation as
required by state law to obtain status as a

DRA-CERTIFIED PROPERTY ASSESSOR SUPERVISOR

Which shall remain valid until December 31, 2025

Given this day of January 20, 2022


James P. Gerry, Director

KENNETH J. RODGERS

MASS APPRAISAL EXPERIENCE

KRT Appraisal, Haverhill, MA

04/10- Present

President/Project Director - Responsible for the overall operations of the appraisal company. Duties include budgeting, marketing, payroll, and management of all appraisal operations. Also responsible for planning, implementing, and running revaluation projects for municipalities. Specific duties include the mass appraisal of residential, commercial, industrial, and personal property accounts. Duties include property sales review and verification, statistical analysis, model calibration, the supervision of data collectors and field review appraisers, taxpayer hearings and all reporting requirements as they relate to project certification.

Vision Appraisal Technology, Northborough, MA

01/07-04/10

District Appraisal Manager - Responsible for planning, implementing, and supervising revaluation projects for various municipalities. Specific duties include supervising project managers, appraisal staff and data collectors on multiple mass appraisal projects. Duties include public relations, statistical analysis and model calibration, and defense of values.

1/01- 12/06

Project Manager - Responsible for planning, implementing, and running revaluation projects for various municipalities. Specific duties include the mass appraisal of residential, commercial, industrial, and personal property accounts. Duties include property sales review and verification, statistical analysis, model calibration, the supervision of data collectors and field review appraisers, taxpayer hearings and all reporting requirements as they relate to project certification.

Assessing Department, Town of Auburn, MA

04/96- 01/01

Chief Assessor - Responsible for the appraisal and assessment of 6,800 taxable residential, commercial, industrial, and personal property accounts with an assessed value in excess of 1 billion dollars.

Responsible for the daily operations of the Assessing Department. Specific duties include budgetary planning, public relations, new growth, taxpayer inquire and appeal, testifying on behalf of the Board of Assessors at hearings before the Appellate Tax Board, preparation of the tax rate information as well as the annual Classification Hearing, and providing leadership, guidance, and direction to the staff.

Responsible for the Department of Revenue certification procedures. Specific duties include revaluation implementation, measuring and listing properties, sales verification, data quality studies, statistical analysis, residential modeling and calibration, sales ratio studies, and all reporting documentation for the Department of Revenue.

Assessing Department, Town of Northborough, MA

07/98- 06/01

Part-time Board Member - Responsibilities include weekly Board of Assessor meetings, abatement inspections, voting on abatements and exemptions, and other duties specific to the overall operation of the Assessor's Office.

PROFESSIONAL DESIGNATIONS AND CERTIFICATIONS:

Massachusetts Accredited Assessor (MAA) inactive

Certified Maine Assessor-(CMA)

Certified Assessor Supervisor, Department of Revenue Administration, New Hampshire

Certified Project Supervisor, Department of Taxes, State of Vermont

EDUCATION, MILITARY AND APPRAISAL COURSES:

United States Marine Corps, Honorable Discharge
Haverhill High School, Haverhill MA

International Association of Assessing Officers/McKissock:

Commercial Land Valuation
Appraisal of Industrial and Flex Buildings
Appraisal of Owner-Occupied Commercial Properties
2020-2021 USPAP Update
Appraisal of Fast Food Facilities
The Basics of Expert Witness for Commercial Appraisers
Expert Witness Testimony for Appraisers
Appraisal of Assisted Living Facilities
Marshall & Swift Residential
Marshall & Swift Commercial
Depreciation Analysis Workshop
Appraising Single Tenant Distribution Centers
Appraising Self-Storage Facilities
Tax Policy
Principles and Techniques of Cadastral Mapping
Mass Appraisal of Residential Properties
Assessment Administration
Income Approach to Value
Fundamentals of Mass Appraisal
Fundamentals of Real Property Appraisal
Fundamentals of Assessment Ratio Studies
Site Analysis
Understanding Real Property Appraisal

Massachusetts Association of Assessing Officers:

Demonstration Appraisal Report Writing
Principles of Assessment Procedure
Assessment Administration, Department of Revenue
Personal Property Auditing

Other Related Courses and Seminars:

New Hampshire Statutes Update Course
New Hampshire Statutes Course 1 and 2
Multiple Regression Analysis, SPSS
Into to Statistics, SPSS
Data Management, SPSS
Exterior Construction Components, MBREA
Project Management, AMA
Geographical Information Systems, IAAO
Appraising 1-4 Family Properties; J.M.B. Real Estate Academy
USPAP, J.M.B. Real Estate Academy (15 Hour)
Course 1A; Massachusetts Board of Real Estate Appraisers

Expert Witness

Massachusetts Appellate Tax Board
New Hampshire Board of Land and Tax Appeals
New Hampshire Superior Court
Maine Board of Assessment Review
Maine County Commissioners

KEVIN T. LEEN

MASS APPRAISAL EXPERIENCE

KRT APPRAISAL, HAVERHILL, MA

- 04/2018- Senior Appraiser/Project Manager
Present Responsible for budgeting, planning, implementing, & running revaluation projects for various municipalities. Specific duties include the mass appraisal of residential & commercial properties. Duties include property sales review & verification via applicable state forms & recorded legal instruments, statistical analysis, analyze & interpret financial statements, model calibration, the supervision of data collectors & field review appraisers, taxpayer hearings, assist assessing clients with CAMA systems, all reporting requirements relating to project certification & USPAP-compliant mass assessment manuals, & jurisdictional ad valorem defense of value.

VISION GOVERNMENT SOLUTIONS, NORTHBOROUGH, MA

- 08/2004- Senior Appraiser/Project Manager
04/2018 Responsible for budgeting, planning, implementing, & running revaluation projects for various municipalities. Specific duties include the mass appraisal of residential and commercial properties. Duties include property sales review & sales verification via applicable state forms & recorded legal instruments, statistical market analysis, model calibration, analyze & interpret financial statements, GIS parcel mapping valuation, the supervision of data collectors & field review appraisers, taxpayer hearings, assist municipal assessing clients with CAMA systems & public relations, all reporting requirements relating to project certification & USPAP-compliant mass assessment manuals, & jurisdictional ad valorem defense of value.
- 09/2001- Senior Appraiser
08/2004 Review residential & commercial properties for revaluation purposes. Responsibilities include sales & non-sales review, sales verification via applicable state forms & recorded legal instruments, statistical market analysis, set neighborhood factors for land based on sales analysis, establish land & building methodology, building cost pricing & analysis, analyze & interpret financial statements, GIS parcel mapping valuation, coordinate field review operations, taxpayer hearings & assist in client consultations. Assist in reporting requirements in relation to project certification & USPAP-compliant assessment manuals, & jurisdictional ad valorem defense of value.
- 04/1999- Staff Appraiser
09/2001 Review residential properties for revaluation purposes. Responsible for overseeing sales data collection, sales verification via applicable state forms & recorded legal instruments, total data collection efforts & completing complex data collection assignments which may be beyond the scope of normal data collection personnel, quality control of data, & hearings with taxpayers. Maintaining a high level of

operating competence & efficiency and monitoring & evaluation of the data collection personnel.

PROFESSIONAL APPRAISAL EXPERIENCE

1993 – 1999 **INDEPENDENT CONTRACTOR, HAMPTON, NH**
Fee Appraiser

1985 - 1993 **ABLE APPRAISAL SERVICES, NASHUA, NH**
Staff Fee Appraiser

EDUCATION

Boston College, Chestnut Hill, MA
Bachelor of Arts

APPRAISAL EDUCATION

101 Introduction to Appraising Real Property
102 Applied Residential Property Valuation
410 Standards of Professional Appraisal Practice, Part A
420 Standards of Professional Appraisal Practice, Part B
The Expert Witness/ Introduction to Review Appraisal
Residential & Commercial Building Components
Valuing Apartment Buildings/ Factory Built Housing
Supporting Sales Comparison Grid Adjustments for Residential Properties
IAAO Course 300: Fundamentals of Mass Appraisal
MAAO Course 3: The Income Approach to Value
Residential Report Writing Case Studies/Excel for Assessors
Issues Pertaining to Shoreland Properties-Maine
IAAO Course 400: Assessment Administration
Maine IAAO: Valuing Large Scale Solar
IAAO Course 171: Standards of Professional Practice & Ethics
Maine Revenue Service: Low-End Residential Properties
Maine Revenue Service: Valuation of Mobile Home Parks
McKissock Learning: Land & Site Valuation
NHAAO/State of New Hampshire DRA State Statues Part 1 (2010) & Part II (2010)
NHAAO/State of New Hampshire DRA State Statues Update (2018)
National USPAP Update Course (1999), (2003), (2007), (2012), (2014), (2016), (2018)

CERTIFICATIONS/SPECIAL QUALIFICATIONS

State of New Hampshire: Certified Residential Appraiser, NHCR385 (Inactive)
State of New Hampshire Department of Revenue Administration:
Certified Real Estate Appraiser Supervisor #214
New Hampshire Board of Tax & Land Appeals: Qualified as Expert Appraisal Witness
Rockingham (NH) County Probate Court: Admitted as Expert Appraisal Witness

Windham (VT) County District Court: Admitted as Expert Appraisal Witness
State of Maine: Certified Maine Assessor (#740)
State of Vermont: Project Supervisor

DANIEL J. SCALZO

ASSESSING EXPERIENCE

KRT Appraisal, Haverhill, MA

08/21 – 8/23

Assessor - Responsible for the performing assessing functions for multiple municipalities. Specific duties include data collection for cyclical inspections, providing abatement and tax appeal support, reviewing deeds and lot splits, reviewing personal exemptions, building permit review, administering current use and the issuing of the land use change taxes. Responsible for any other duties as directed by the Assessor Supervisor.

Municipal Resources, Inc., Meredith, NH

06/16 - 08/18

Measure and Lister – Developed and implemented an understanding of assessing procedures and techniques. Measure and list all types of real property for the purpose of cyclical review and building permit review. Updated digital images for all improved properties visited.

06/16 - 01/21

Assessor Assistant – Developed a thorough knowledge of New Hampshire Statutes and Rules pertaining to the appraisal of real property. Reviewed and prepared recommendations for exemptions, credits, abatements, and timber/excavation. Assisted with the revaluations, preparing reports and informal hearings. Assisted in the defense of values through abatement review.

Assessing Department, Town of Londonderry, NH

01/21 – 06/21

Assistant Assessor, Dept. Head – Oversaw the completion of building permits, generated and issued tax bills, conducted sale inspections and maintained and completed the ratio study for the DRA. Completed all commercial inspections, current use, exemptions and credits, timber/excavation. Served as the Head of the street naming and numbering committee.

APPRAISAL COURSES

International Association of Assessing Officers

101-Fundamentals of Real Property Appraisal
102-Income Approach to Value
300-Mass Appraisal of Real Property
400-Assessment Administration

Other Related Courses and Seminars

Uniform Standards of Professional Appraisal Practice, Lemay School of Real Estate
New Hampshire Statues Course 1 & 2, DRA

EDUCATION

Course Work, Homeland Security/Business, Daniel Webster College

PROFESSIONAL DESIGNATIONS AND CERTIFICATIONS

NH DRA-Certified Supervisor

Appendix 'D': Definitions

Abatement: (1) An official reduction or elimination of one's assessed valuation after completion of the original assessment. (2) An official reduction or elimination of one's tax liability after completion of the tax roll.

Abstraction Method: Method of land valuation in the absence of vacant land sales, whereby improvement values obtained from the cost model are subtracted from sales prices of improved parcels to yield residual land value estimates. Also called residual land technique.

Ad Valorem Tax: A tax levied in proportion to the value of the thing(s) being taxed. Exclusive of exemptions, use-value assessment provisions, and the like, the property tax is an ad valorem tax.

Adjustments: Modifications in the reported value of a variable, such as sale price. For example, adjustments can be used to estimate market value in the sales comparison approach by modifications for differences between comparable and subject properties. Note: Adjustments are applied to the characteristics of the comparable properties in a particular sequence that depends on the method of adjustment selected.

Age/Life method (depreciation): A method of estimating accrued depreciation founded on the premise that, in the aggregate, a neat mathematical function can be used to infer accrued depreciation from the age of a property and its economic life. Another term is "straight-line depreciation" (see depreciation, accrued; and depreciation method, straight-line).

Allocation by Abstraction: A method of separating a whole property value into land and improvement components. The appraiser estimates replacement cost new, subtracts an appropriate amount for depreciation, and subtracts the remainder from the whole property value to estimate the land value.

Allocation Method: A method used to value land, in the absence of vacant land sales, by using a typical ratio of land to improvement value. Also called land ratio method.

Amenity: A feature of an improvement that enhances its suitability for its basic use. A fireplace in a single-family residence is an amenity, as is covered parking at an apartment complex. By definition, amenities always increase value.

Anticipated Use Method: A method used to appraise underdeveloped land. Expected improvements to the land are specified, and total development costs are estimated and subtracted from the projected selling price to give an estimate of the value of the undeveloped land.

Appeal: A process in which a property owner contests an assessment either informally or formally.

Appraisal Card, Building: A card used by an assessor or appraiser on which is carried a sketch or photograph of a building, a description of its location, a list of the principal factors affecting its reproduction cost and depreciation, and the calculations by which such cost and depreciation are estimated. Note: The building appraisal card is frequently combined with the land appraisal card into a single document. In such event, the combination card may be used for a composite appraisal as well as for a summation appraisal. **Also called a "property record card".**

Appraisal Card, Land: A card used by an assessor or appraiser on which is carried a sketch or an adequate description of a parcel of land, a description of its location, a list of the principal factors affecting its market value, and the calculations by which the market value is estimated.

Appraisal Date: The date as of which a property's value is estimated.

Appraisal Foundation: The organization authorized by the United States Congress as the source of appraisal standards and appraiser qualifications. The Appraisal Foundation publishes the Uniform Standards of Professional Appraisal Practice (USPAP).

Appraisal Methods: The three methods of appraisal, that is, the cost approach, income approach, and sales comparison approach.

Appraisal Report: The oral or written communication of a completed appraisal.

Appraisal-Sale Price Ratio: The ratio of the appraised value to the sale price (or adjusted sale price) of a property; a simple indication of appraisal accuracy.

Appraisal Standards Board: The division of The Appraisal Foundation that develops, publishes, interprets, and amends the Uniform Standards of Professional Appraisal Practice on behalf of appraisers and users of appraisal services. The New Hampshire Legislature has empowered New Hampshire's own Appraisal Standards Board, under RSA 21-J:14-b.

Appraiser: One who estimates the value of property; more commonly, one of a group of professionally skilled persons holding themselves out as experts in valuation.

Appreciation: Increase in value of a property, in terms of money, from causes other than additions and betterments. For example, a farm may appreciate if a shopping center is built nearby, and property of any sort may appreciate as a result of inflation.

Appurtenance: In appraisal, an appurtenance is any addition to a property that becomes a part of that property. Generally, an appurtenance differs from a fixture in that the fixture was once personal property.

Arm's-Length Sale: A sale in the open market between two unrelated parties, each of whom is reasonably knowledgeable of market conditions and under no undue pressure to buy or sell.

Assemblage: The assembling of adjacent parcels of land into a single unit. Compare "plottage".

Assess: To value property officially for the purpose of taxation.

Assessed Value: (1) A value set on real estate and personal property by a government as a basis for levying taxes. (2) The monetary amount for a property as officially entered on the assessment roll for purposes of computing the tax levy. Assessed values differ from the assessor's estimate of actual (market) value for three major reasons: fractional assessment ratios, partial exemptions, and decisions by assessing officials to override market value.

Assessment: (1) In general, the official act of determining the amount of the tax base. (2) As applied to property taxes, the official act of discovering, listing, and appraising property, whether performed by an assessor, a board of review, or a court. (3) The value placed on property in the course of such act.

Assessment Equity: The degree to which assessments bear a consistent relationship to market value.

Assessment Progressivity or Regressivity: An appraisal bias such that high-value properties are appraised higher (or lower) than low-value properties in relation to market values. See "price-related differential" (PRD).

Assessor: (1) The head of an assessment agency; sometimes used collectively to refer to all administrators of the assessment function. (2) The public officer or member of a public body whose duty it is to make the original assessment.

Assessment Year: A year beginning on the day after the assessment date and ending on the assessment date in the calendar year next following. (2) The 365 days beginning with the appraisal date.

Automated Valuation Model (AVM): An automated valuation model (AVM) is a mathematically based computer software program that produces an estimate of market value based on market analysis of location, market conditions, and real estate characteristics from information that was previously and separately collected. The distinguishing feature of an AVM is that it is a market appraisal produced through mathematical modeling. Credibility of an AVM is dependent on the data used and the skills of the modeler producing the AVM.

Bias: A statistic is said to be biased if the expected value of that statistic is not equal to the population parameter being estimated. A process is said to be biased if it produces results that vary systematically with some factor that should be irrelevant. In assessment administration, assessment progressivity or regressivity is one kind of possible bias.

Board of Tax and Land Appeals: Empowered by RSA 71-B, the Board of Tax and Land Appeals has responsibility for: 1) hearing appeals of individual tax assessments, exemptions or refunds, whether levied by the State or its municipalities; 2) hearing petitions for reassessment and determining the adequacy of reassessments ordered by the board; and 3) determining any appeals of the equalization ratios established by the Commissioner of Revenue Administration.

Capitalization Rate: Any rate used to convert an estimate of future income to an estimate of market value; the ratio of net operating income to market value.

Coefficient of Dispersion (COD): The average deviation of a group of numbers from the median expressed as a percentage of the median. In ratio studies, the average percentage deviation from the median ratio.

Computer Assisted Mass Appraisal (CAMA): A system of appraising property, usually only certain types of real property, that incorporates computer-supported statistical analyses such as multiple regression analysis and adaptive estimation procedure to assist the appraiser in estimating value.

Confidence Interval: For a given confidence level, the range within which one can conclude that a measure of the population (such as the median or mean appraisal ratio) lies.

Contributory Value: The amount a component of a property contributes to the total market value. For improvements, contributory value must be distinguished from cost.

Cost Approach: (1) One of the three approaches to value, the cost approach is based on the principle of substitution-that a rational, informed purchaser would pay no more for a property than the cost of building an acceptable substitute with like utility. The cost approach seeks to determine the replacement cost new of an improvement less depreciation plus land value. (2)

The method of estimating the value of property by: (a) estimating the cost of construction based on replacement or reproduction cost new or trended historic cost (often adjusted by a local multiplier); (b) subtracting depreciation; and, (c) adding the estimated land value. The land value is most frequently determined by the sales comparison approach.

Deferred Maintenance: Repairs and similar improvements that normally would have been made to a property but were not made to the property in question, thus increasing the amount of its depreciation.

Depreciation: Loss in value of an object, relative to its replacement cost new, reproduction cost new, or original cost, whatever the cause of the loss in value. Depreciation is sometimes subdivided into three types: physical deterioration (wear and tear), functional obsolescence (suboptimal design in light of current technologies or tastes), and economic obsolescence (poor location or radically diminished demand for the product).

Effective Tax Rate: (1) The tax rate expressed as a percentage of market value; will be different from the nominal tax rate when the assessment ratio is not equal to 1. (2) The relationship between dollars of tax and dollars of market value of a property. The rate may be calculated either by dividing tax by value or by multiplying a property's assessment level by its nominal tax rate.

Escheat: The right to have property revert to the state for nonpayment of taxes or when there are no legal heirs of someone who dies without leaving a will.

Encumbrance: Any limitation that affects property rights and value.

Equalization: The process by which an appropriate governmental body attempts to ensure that all property under its jurisdiction is assessed at the same assessment ratio or at the ratio or ratios required by law. Equalization may be undertaken at many different levels. Equalization among use classes (such as agricultural and industrial property) may be undertaken at the local level, as may equalization among properties in a school district and a transportation district; equalization among counties is usually undertaken by the state to ensure that its aid payments are distributed fairly.

Equalized Values: Assessed values after they have all been multiplied by common factors during equalization.

Estate: A right or interest in property.

Expense: A cost, or that portion of a cost, which, under accepted accounting procedures, is chargeable against income of the current year.

External (Economic) Obsolescence: The loss of appraisal value (relative to the cost of replacing a property with property of equal utility) resulting from causes outside the property that suffers the loss. Usually locational in nature in the depreciation of real estate, it is more commonly market wide in personal property, and is generally considered to be economically infeasible to cure.

Factor: (1) An underlying characteristic of something (such as a house) that may contribute to the value of a variable (such as its sale price) but is observable only indirectly. For example, construction quality is a factor defined by workmanship, spacing of joists, and materials used. Factor definition and measurement may be done subjectively or by a computer-assisted statistical algorithm known as factor analysis. (2) Loosely, any characteristic used in adjusting the sales prices of comparables. (3) The reciprocal of a rate. Assessments may be equalized by multiplying them by a factor equal to the reciprocal of the assessment ratio, and value can be estimated using the income approach by multiplying income by a factor equal to the reciprocal of the discount rate.

Fee Simple Estate: The property rights that refer to absolute ownership unencumbered by any other interest or estate (a right or interest in property), subject only to the limitations imposed by governmental powers such as eminent domain, taxation, police power, and escheat.

Field Review: The practice of reviewing the reasonableness of assessments by viewing the properties in question, sometimes by examining their interiors but more often by looking at their exteriors.

Fixture: (1) Attached improvements that can be real or personal property. If attached to the realty in such a manner that its removal would damage the real property or the fixture, the fixture is realty. If the fixture is removable without damage, it is generally considered personal property. (2) An item of equipment that, because of the way it is used, the way it is attached, or both, has become an integral part of a building or other improvement. A fixture, such as a bathtub, is classified as real property, but trade fixtures (fixtures used in the conduct of business) are classified as personal property.

Full-Market-Value Assessment Standard: Assessments for which a law or other standard requires that the assessment ratio equals 100%.

Functional Depreciation: Synonymous with the preferred term "obsolescence".

Functional Obsolescence: Loss in value of a property resulting from changes in tastes, preferences, technical innovations, or market standards.

Highest and Best Use: A principle of appraisal and assessment requiring that each property be appraised as though it were being put to its most profitable use (highest possible present net worth), given probable legal, physical, and financial constraints. The principle entails first identifying the most appropriate market, and, second, the most profitable use within that market. The concept is most commonly discussed in connection with underutilized land.

Horizontal Inequity: Differences based on criteria other than value range in the levels of assessment of groups of properties. For example, properties in one neighborhood may have a higher level of assessment than similar properties in another neighborhood. See vertical inequity.

IAAO: International Association of Assessing Officers.

Improvements: Buildings, other structures, and attachments or annexations to land that are intended to remain so attached or annexed, such as sidewalks, trees, drives, tunnels, drains, and sewers. Note: Sidewalks, curbing, sewers, and highways are sometimes referred to as "betterment," but the term "improvements" is preferred.

Income: The payments to its owner that a property is able to produce in a given time span, usually a year, and usually net of certain expenses of the property.

Income Approach: One of the three approaches to value, based on the concept that current value is the present worth of future benefits to be derived through income production by an asset over the remainder of its economic life. The income approach uses capitalization to convert the anticipated benefits of the ownership of property into an estimate of present value.

Intangible Personal Property: Property that has no physical existence beyond neither merely representational, nor any extrinsic value; includes rights over tangible real and personal property, but not rights of use and possession. Its value lies chiefly in what it represents. Examples include corporate stock, bonds, money on deposit, goodwill, restrictions on activities (for example, patents and trademarks), and franchises. Note: Thus, in taxation, the rights evidenced by outstanding corporation stocks and bonds constitute intangible property of the security holders because they are claims against the assets owned and income received by the corporation rather than by the stockholders and bondholders; interests in partnerships, deeds, and the like are not ordinarily considered intangible property for tax purposes because they are owned by the same persons who own the assets and receive the income to which they attach.

Land-to-Building Ratio (Land-to-Improvement Ratio): The proportion of land area to gross building (improvement) area. For a given use, the most frequently occurring ratio will be that of a functioning economic unit.

Lease: A written contract by which the lessor (owner) transfers the rights to occupy and use real or personal property to another (lessee) for a specified time in return for a specified payment (rent).

Leased Fee Estate: An ownership interest held by a lessor with the rights of use and occupancy conveyed by lease to another.

Leasehold Estate: Interests in real property under the terms of a lease or contract for a specified period of time, in return for rent or other compensation; the interests in a property that are associated with the lessee (the tenant) as opposed to the lessor (the property owner). May have value when market rent exceeds contract rent.

Lessee: The person receiving a possessory interest in property by lease, that is, the owner of a leasehold estate.

Lessor: The person granting a possessory interest in property by lease, that is, the conveyor of a leasehold estate, the holder of a leased fee estate.

Level of Assessment; Assessment Ratio: The common or overall ratio of assessed values to market values. Compare level of appraisal. Note: The two terms are sometimes distinguished, but there is no convention determining their meanings when they are. Three concepts are commonly of interest: what the assessment ratio is legally required to be, what the assessment ratio actually is, and what the assessment ratio seems to be, on the basis of a sample and the application of inferential statistics. When level of assessment is distinguished from assessment ratio, "level of assessment" usually means either the legal requirement or the true ratio, and "assessment ratio" usually means the true ratio or the sample statistic.

Life Estate: An interest in property that lasts only for a specified person's lifetime; thus the owner of a life estate is unable to leave the property to heirs.

Listing: The process by which the assessor ensures that records for the taxable property identified during discovery are preserved with integrity, available for use in valuation activities, and ultimately reflected in the assessment roll.

Long-lived Items: Items that are the basic structure of a building and are not usually replaced during economic life. For example: foundation, roof structure, and framing.

Market Approach: A valuation term with several meanings. In its broadest use, it might denote any valuation procedure intended to produce an estimate of market value, or any valuation procedure that incorporates market-derived data, such as the stock and debt technique, gross rent multiplier method, and allocation by ratio. In its narrowest use, it might denote the sales comparison approach.

Market-Value: Is defined in RSA 75:1 as: "the property's full and true value as the same would be appraised in payment of a just debt due from a solvent debtor". An expanded definition of "Market Value" as defined within the NH Department of Revenue, Property Appraisal Division's "600 Rules", establishes the market value of a property must meet the following criteria:

- (a) Is the most probable price, not the highest, lowest or average price;
- (b) Is expressed in terms of money;
- (c) Implies a reasonable time for exposure to the market;
- (d) Implies that both buyer and seller are informed of the uses to which the property may be put;
- (e) Assumes an arm's length transaction in the open market;
- (f) Assumes a willing buyer and a willing seller, with no advantage being taken by either buyer or seller; and
- (g) Recognizes both the present use and the potential use of the property.

Mass Appraisal: The process of valuing a group of properties as of a given date, using standard methods, employing common data, and allowing for statistical testing.

Mass Appraisal Model: A mathematical expression of how supply and demand factors interact in a market.

Mean: A measure of central tendency. The result of adding all the values of a variable and dividing by the number of values. For example, the mean of 3, 5, and 10 is 18 divided by 3, or 6. Also called arithmetic mean.

Median: A measure of central tendency. The value of the middle item in an uneven number of items arranged or arrayed according to size; the arithmetic average of the two central items in an even number of items similarly arranged; a positional average that is not affected by the size of extreme values.

Mill Rate: A tax rate expressed as mills per dollar. For example, a 2 percent tax rate is \$2 per \$100, \$20 per \$1,000, or 20 mills per dollar.

Model Calibration: The development of adjustments, or coefficients based on market analysis that identifies specific factors with an actual effect on market value.

Neighborhood: (1) The environment of a subject property that has a direct and immediate effect on value. (2) A geographic area (in which there are typically fewer than several thousand properties) defined for some useful purpose, such as to ensure for later multiple regression modeling that the properties are homogeneous and share important locational characteristics.

Net Income: (1) The income expected from a property, after deduction of allowable expenses. (2) Net annual income is the amount generated by a property after subtracting vacancy and collection loss, adding secondary income, and subtracting all expenses required to maintain the property for its intended use. The expenses include management fees, reserves for replacement, maintenance, property taxes, and insurance, but do not include debt service, reserves for building additions, or income tax.

Nominal Tax Rate: The stated tax rate, which does not necessarily correspond to the effective tax rate.

Obsolescence: A decrease in the value of a property occasioned solely by shifts in demand from properties of this type to other types of property and/or to personal services. Some of the principal causes of obsolescence are: (1) Changes in the esthetic arts; (2) changes in the industrial arts, such as new inventions and new processes; (3) legislative enactments; (4) change in consumer demand for products that results in inadequacy or superadequacy; (5) migration of markets that results in misplacement of the property. Contrast depreciation, physical; depreciation, economic.

Overall Rate (OAR): A capitalization rate that blends all requirements of discount, recapture, and effective tax rates for both land and improvements; used to convert annual net operating income into an indicated overall property value.

Partial Interest: An interest (in property) that is less complete than a fee simple interest. Also known as a "fractional" interest.

Percent Good: An estimate of the value of a property, expressed as a percentage of its replacement cost, after depreciation of all kinds has been deducted.

Personal Property: Consists of every kind of property that is not real property; movable without damage to itself or the real estate; subdivided into tangible and intangible. Also called "personality."

Physical Depreciation: Depreciation arising solely from a lowered physical condition of the property or a shortened life span as the result of ordinary use, abuse, and action of the elements.

Plottage Value: (1) The increment of value ascribed to a plot because of its suitability in size, shape, and/or location with reference to other plots (preferred). (2) The excess of the value of a large parcel of land formed by assemblage over the sum of the values of the unassembled parcels. Compare "assemblage".

Possessory Interest: (1) The right to occupy and use any benefit in a transferred property, granted under lease, licenses, permit, concession, or other contract. (2) A private taxable interest in public tax-exempt property, for example, a private service station in a federal military base. Assessment of this interest presents complex valuation problems. Among the issues are whether the ownership or the use is exempt, whether the parcel should be split, and whether market rent differs from contract rent.

Price Related Differential (PRD): The mean divided by the weighted mean. The statistic has a slight bias upward. Price-related differentials above 1.03 tend to indicate assessment regressivity; price-related differentials below 0.98 tend to indicate assessment progressivity.

Principle of Contribution: The principle of contribution requires an appraiser to measure the value of any improvement to a property by the amount it contributes to market value, not by its cost.

Principle of Substitution: The principle of substitution states that no buyer will pay more for a good than he or she would have to pay to acquire an acceptable substitute of equal utility in an equivalent amount of time.

Property Record Card: An assessment document with blanks for the insertion of data for property identification and description, for value estimation, and for property owner satisfaction. The basic objectives of property record forms are, first, to serve as a repository of most of the information deemed necessary for identifying and describing a property, valuing a property, and assuring property owners that the assessor is conversant with their properties, and, second, to document property appraisals. Use of properly designed property record forms permits an organized and uniform approach to amassing a property inventory.

Ratio Study: A study of the relationship between appraised or assessed values and market values. Indicators of market values may be either sales (sales ratio study) or independent "expert" appraisals (appraisal ratio study). Of common interest in ratio studies are the level and uniformity of the appraisals or assessments. See also level of appraisal and level of assessment.

Real Property: Consists of the interests, benefits, and rights inherent in the ownership of land plus anything permanently attached to the land or legally defined as immovable; the bundle of rights with which ownership of real estate is endowed. To the extent that "real estate" commonly includes land and any permanent improvements, the two terms can be understood to have the same meaning. Also called "realty."

Reconciliation: The final step in the valuation process wherein consideration is given to the relative strengths and weaknesses of the three approaches to value, the nature of the property appraised, and the quantity and quality of available data in formation of an overall opinion of value (either a single point estimate or a range of value). Also termed "correlation" in some texts.

Replacement Cost New Less Depreciation (RCNLD): In the cost approach, replacement cost new less physical incurable depreciation.

Residual Value of Improvements: A value ascribed to improvements on a parcel of land by deducting from the total value of land and improvements (as determined by composite appraisal) the value of the land alone (as determined by comparison with other parcels). Contrast residual value of land. Note: A residual value of improvements is usually estimated only when the land is obviously not improved to its highest and best use.

Residual Value of Land: A value ascribed to land alone by deducting from the total value of land and improvements (as determined by composite appraisal) the value of the improvements (as determined by the depreciated reproduction cost method). Contrast residual value of improvements.

Reversion: The right of possession commencing on the termination of a particular estate.

Right-of-Way: (1) An easement consisting of a right of passage through the servient estate (preferred). (2) By extension, the strip of land traversed by a railroad or public utility, whether owned by the railroad or utility company or used under easement agreement.

Sales Comparison Approach: One of three approaches to value, the sales comparison approach estimates a property's value (or some other characteristic, such as its depreciation) by reference to comparable sales.

Short-lived Items: Items of a structure that have a shorter life than the basic structure. For example, roofing, water heaters, floor covering and interior finish.

Site Amenities: The specific location-related positive attributes of a property: topography, utilities, street traffic, view, and so on.

Standard Deviation: The statistic calculated from a set of numbers by subtracting the mean from each value and squaring the remainders, adding together all the squares, dividing by the size of the sample less one, and taking the square root of the result. When the data are normally distributed, one can calculate the percentage of observations within any number of standard deviations of the mean from normal probability tables. When the data are not normally distributed, the standard deviation is less meaningful, and one should proceed cautiously.

Standard Error: A measure of the precision of a measure of central tendency; the smaller the standard error, the more reliable the measure of central tendency. Standard errors are used in calculating a confidence interval about the arithmetic mean and the weighted mean.

Statistics: (1) Numerical descriptions calculated from a sample, for example, the median, mean, or coefficient of dispersion. Statistics are used to estimate corresponding measures, termed parameters, for the population. (2) The science of studying numerical data systematically and of presenting the results usefully. Two main branches exist: descriptive statistics and inferential statistics.

Stratification: The division of a sample of observations into two or more subsets according to some criterion or set of criteria. Such a division may be made to analyze disparate property types, locations, or characteristics, for example.

Subdivision: A tract of land that has been divided into marketable building lots and such public and private ways as are required for access to those lots, and that is covered by a recorded plat.

Tax-Exempt Property: Property entirely excluded from taxation because of its type or use. The most common examples are religious, charitable, educational, or governmental properties. This definition omits property for which the application of a partial exemption reduces net taxable value to zero.

Tax Map: A map drawn to scale and delineated for lot lines or property lines or both, with dimensions or areas and identifying numbers, letters, or names for all delineated lots or parcels.

Tax, Progressive: (1) A tax in which the effective rate is higher for a taxpayer subject to taxation on a large tax base than for a taxpayer subject to taxation on a small tax base. (2) Loosely used to refer to any tax that absorbs a larger proportion of the wealth or income of the well-to-do classes than of the poorer classes. Contrast tax, proportional; tax, special property; tax, graduated.

Tax, Proportional: A tax in which the effective tax rate is the same for all taxpayers regardless of the sizes of the tax bases on which they are subject to taxation. Contrast tax, progressive; tax, regressive.

Tax Rate: (1) The amount of tax stated in terms of a unit of the tax base, for example, 30 mills per dollar, 2 percent, 2 cents per gallon. (2) For the property tax, the percentage of assessed value at which each property is taxed in a given district. Distinguish between effective tax rate and nominal tax rate.

Tax, Regressive: (1) A tax in which the effective rate is higher for a taxpayer subject to taxation on a small tax base than for a taxpayer subject to taxation on a large tax base. (2) Loosely used to refer to any tax that absorbs a smaller proportion of the wealth or income of the well-to-do classes than of the poorer classes. Note: A tax is said to be regressive in administration, though not legally regressive, when the ratio of the actual base to the statutory base declines as the statutory base increases, in such manner as to nullify a proportional statutory rate or to make a progressive statutory rate actually regressive. The same usage is conversely applicable to the terms "progressive tax" and "proportional tax," but is less commonly associated with them. Contrast tax, progressive; tax, proportional.

Tenement: (1) Real property and the rights to ownership, especially those of a permanent nature that relates to and pass with the land.

Time-Adjusted Sale Price: The price at which a property sold, adjusted for the effects of price changes reflected in the market between the date of sale and the date of analysis.

Time Value of Money: The principle that an amount of money anticipated as income in the future is always worth less than an equal amount in hand at the present time.

Total Economic Life: The period of time or units of production over which the operation of an asset is economically feasible, not necessarily the same as its physical life.

Trade Fixture: Property attached to a rented space or building by a tenant, used in conducting a business and owned by the tenant. Also called "chattel fixture."

Trending: Adjusting the values of a variable for the effects of time. Usually used to refer to adjustments of assessments intended to reflect the effects of inflation and deflation and sometimes also, but not necessarily, the effects of changes in the demand for micro locational goods and services.

Uniform Standards of Professional Appraisal Practice: Annual publication of the Appraisal Standards Board of The Appraisal Foundation: "These Standards deal with the procedures to be followed in performing an appraisal, review or consulting service and the manner in which an appraisal, review or consulting service is communicated. . . .STANDARD 6 sets forth criteria for the development and reporting of mass appraisals for ad valorem tax purposes or any other universe of properties".

Uniformity: The equality of the burden of taxation in the method of assessment.

Unweighted Mean: A mean in which each value is considered only once. See weighted mean.

Use Code: A code (used on a property record form) to indicate a property's use class or, less often, potential use.

Use Class: (1) A grouping of properties based on their use rather than, for example, their acreage or construction. (2) One of the following classes of property: single-family residential, multifamily residential, agricultural, commercial, industrial, vacant land, and institutional/exempt. (3) Any subclass refinement of the above-for example, Cityhouse, detached single-family, condominium, house on farm, and so on. See also property use category.

Vacancy and Collection Loss: The amount of money deducted from potential annual gross income to reflect the effect of probable vacancy and turnover, or nonpayment of rent by tenants. Vacancy and collection loss is commonly expressed as a percentage of potential annual gross income, and it should be based on market research, not actual rental history of a property.

Variance: A measure of dispersion equal to the standard deviation squared.

Vertical Inequity: Differences in the levels of assessment of properties related to the value ranges of the properties. That is, properties of higher value have assessment levels different from properties of lower value. See horizontal inequity.

Weighted Average Method: In personal property appraisal, a method of inventory cost accounting whereby inventory is valued according to the unit price of all units owned throughout

the year, calculated by dividing total acquisition cost of all inventory by the number of units owned.

Weighted Coefficient of Dispersion: The coefficient of dispersion when the absolute differences between individual assessment ratios and the measure of central tendency (for example, median ratio) are weighted on the basis of sale price.

Weighted Coefficient of Variation: The coefficient of variation when the squared differences between individual assessment ratios and the arithmetic mean ratio are weighted on the basis of sale price.

Weighted Mean Ratio: Sum of the appraised values divided by the sum of the sales prices, which weights each value in proportion to its sale price.

Weighted Mean; Weighted Average: An average in which each value is adjusted by a factor reflecting its relative importance in the whole before the values are summed and divided by their number.

Yield Rate: (1) The return on investment applicable to a series of incomes that results in the present worth of each. Examples of yield rates are interest rate, discount rate, equity yield rate, and internal rate of return. (2) The required rate of return on equity capital; a component of the capitalization rate (or discount rate or mortgage-equity overall rate) that must be separately specified in band-of investment analysis and mortgage equity analysis.

Zoning: The exercise of the police power to restrict land owners as to the use of their land and/or the type, size, and location of structures to be erected thereon.

Appendix 'E': Sale Validity Codes

Code	Description
11	NOT ASSESSD SEPARATE
12	SUBDIVIDED POST ASMT
13	IMPROVED POST SALE
14	IMPROVED POST ASMT
15	IMPRVMNT U/C AT ASMT
16	L/O ASMT - L/B SALE
17	L/B ASMT - L/O SALE
18	MULTIPLE PARCELS
19	MULTI-TOWN PROPERTY
20	MPC-CANT SELL SEPRTL
21	MPC-CAN SELL SEPRTLY
22	INDETERMINATE PRICE
23	NO STAMP PER DEED
24	ABUTTER SALE
25	INSUF CNT MKT EXPOSUR
26	MINERAL RIGHTS ONLY
27	LESS THAN 100% INT
28	LIFE EST/DEFER 1YR+
29	PLOTAGE/ASMBL IMPACT
30	TIMESHARE
31	EASEMENT/BOATSLIPS
32	TIMBER RIGHTS
33	LNDLRD/TENANT SALE
34	PUBLIC UTIL GRNTR/E
35	GOVMT AGENCY GRNTR/E
36	REL/CHAR/EDU GRNTR/E
37	FINANCIAL CO GRNTR/E
38	FAMILY/RELAT GRNTR/E
39	DIVORCE PRTY GRNTR/E
40	BUSIN AFFIL GRNTR/E
41	GOV REL ENT/NHH/FNMA
43	SHORT SALE RQ 3RDPTY
44	NONMKT TRUST GRNTR/E
45	BOUNDARY ADJUSTMT
47	OTHR SALE OF CONVENC
48	COURT/SHERIFF SALE
49	DEED INLIEU FORECLSR
50	TAX SALE
51	FORECLOSURE
52	OTHER FORCED SALE
54	DEED TO QUIET TITLE
56	OTHER DOUBTFUL TITLE
57	LARGE VALUE IN TRADE
58	INSTALLMENT SALE
60	UNIDENT IN ASSR RECS
66	COMPLEX COMMRL SALE
67	UNK PERSONAL PROPRTY
69	LEASE W/ UNK TERMS
70	BUYR/SELR COST SHIFT
77	ASSMNT ENCUMBRANCES
80	SUBSID/ASSIST HOUSNG
81	ESTATE SALE/FDCY COV
82	DEED DATE TOO OLD
83	CEMETER Y LOTS
87	XS LOCALE IN SAMPLE
88	XS PRP TYP IN SAMPLE
89	RESALE IN EQ PERIOD
90	RSA 79-A CURRENT USE
97	RSA 79-B CONSRV ESMT
98	SALE RELATD ASMT CHG
99	UNCLASSFYD EXCLUSION

Appendix 'F': Neighborhood Map

Appendix 'G': Misc. Reports/Tables

Land Pricing Zones

Zone 01		
Description: B1		\$ 30,000 @ 0.010 ac
Lot Size: 0.69		\$ 75,000 @ 0.100 ac
Frontage: 80		\$ 80,000 @ 0.230 ac
Lot Price: \$ 95,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 95,000 @ 0.690 ac
Water Frontage: \$ 260,000		\$ 95,000 @ 0.690 ac
View: \$ 75,000		\$ 95,000 @ 0.690 ac

Zone 02		
Description: B1WORS		\$ 30,000 @ 0.010 ac
Lot Size: 0.46		\$ 75,000 @ 0.100 ac
Frontage: 80		\$ 80,000 @ 0.230 ac
Lot Price: \$ 90,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 90,000 @ 0.460 ac
Water Frontage: \$ 260,000		\$ 90,000 @ 0.460 ac
View: \$ 75,000		\$ 90,000 @ 0.460 ac

Zone 03		
Description: B1W&S		\$ 30,000 @ 0.010 ac
Lot Size: 0.23		\$ 75,000 @ 0.100 ac
Frontage: 80		\$ 80,000 @ 0.230 ac
Lot Price: \$ 80,000		\$ 80,000 @ 0.230 ac
Excess Acreage: \$ 2,500		\$ 80,000 @ 0.230 ac
Excess Frontage: \$ 25		\$ 80,000 @ 0.230 ac
Water Frontage: \$ 260,000		\$ 80,000 @ 0.230 ac
View: \$ 75,000		\$ 80,000 @ 0.230 ac

Zone 04		
Description: B2		\$ 30,000 @ 0.010 ac
Lot Size: 0.23		\$ 75,000 @ 0.100 ac
Frontage: 75		\$ 80,000 @ 0.230 ac
Lot Price: \$ 80,000		\$ 80,000 @ 0.230 ac
Excess Acreage: \$ 2,500		\$ 80,000 @ 0.230 ac
Excess Frontage: \$ 25		\$ 80,000 @ 0.230 ac
Water Frontage: \$ 260,000		\$ 80,000 @ 0.230 ac
View: \$ 75,000		\$ 80,000 @ 0.230 ac

Zone 05		
Description: C		\$ 30,000 @ 0.010 ac
Lot Size: 5.17		\$ 75,000 @ 0.100 ac
Frontage: 400		\$ 80,000 @ 0.230 ac
Lot Price: \$ 110,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 95,000 @ 0.690 ac
Water Frontage: \$ 260,000		\$ 100,000 @ 0.920 ac
View: \$ 75,000		\$ 103,900 @ 2.300 ac
		\$ 110,000 @ 5.170 ac

Zone 06		
Description: I1		
Lot Size:	2.30	\$ 30,000 @ 0.010 ac
Frontage:	80	\$ 75,000 @ 0.100 ac
Lot Price:	\$ 103,900	\$ 80,000 @ 0.230 ac
Excess Acreage:	\$ 2,500	\$ 85,000 @ 0.340 ac
Excess Frontage:	\$ 25	\$ 90,000 @ 0.460 ac
Water Frontage:	\$ 260,000	\$ 95,000 @ 0.690 ac
View:	\$ 75,000	\$ 100,000 @ 0.920 ac
		\$ 103,900 @ 2.300 ac
		\$ 103,900 @ 2.300 ac

Zone 07		
Description: I1W&S		
Lot Size:	0.92	\$ 30,000 @ 0.010 ac
Frontage:	80	\$ 75,000 @ 0.100 ac
Lot Price:	\$ 100,000	\$ 80,000 @ 0.230 ac
Excess Acreage:	\$ 2,500	\$ 85,000 @ 0.340 ac
Excess Frontage:	\$ 25	\$ 90,000 @ 0.460 ac
Water Frontage:	\$ 260,000	\$ 95,000 @ 0.690 ac
View:	\$ 75,000	\$ 100,000 @ 0.920 ac
		\$ 100,000 @ 0.920 ac
		\$ 100,000 @ 0.920 ac

Zone 08		
Description: I2		
Lot Size:	2.30	\$ 30,000 @ 0.010 ac
Frontage:	80	\$ 75,000 @ 0.100 ac
Lot Price:	\$ 103,900	\$ 80,000 @ 0.230 ac
Excess Acreage:	\$ 2,500	\$ 85,000 @ 0.340 ac
Excess Frontage:	\$ 25	\$ 90,000 @ 0.460 ac
Water Frontage:	\$ 260,000	\$ 95,000 @ 0.690 ac
View:	\$ 75,000	\$ 100,000 @ 0.920 ac
		\$ 103,900 @ 2.300 ac
		\$ 103,900 @ 2.300 ac

Zone 09		
Description: I2W&S		
Lot Size:	0.92	\$ 30,000 @ 0.010 ac
Frontage:	80	\$ 75,000 @ 0.100 ac
Lot Price:	\$ 100,000	\$ 80,000 @ 0.230 ac
Excess Acreage:	\$ 2,500	\$ 85,000 @ 0.340 ac
Excess Frontage:	\$ 25	\$ 90,000 @ 0.460 ac
Water Frontage:	\$ 260,000	\$ 95,000 @ 0.690 ac
View:	\$ 75,000	\$ 100,000 @ 0.920 ac
		\$ 100,000 @ 0.920 ac
		\$ 100,000 @ 0.920 ac

Zone 10		
Description: LP		
Lot Size:	2.50	\$ 30,000 @ 0.010 ac
Frontage:	200	\$ 75,000 @ 0.100 ac
Lot Price:	\$ 104,400	\$ 80,000 @ 0.230 ac
Excess Acreage:	\$ 2,500	\$ 85,000 @ 0.340 ac
Excess Frontage:	\$ 25	\$ 90,000 @ 0.460 ac
Water Frontage:	\$ 260,000	\$ 95,000 @ 0.690 ac
View:	\$ 75,000	\$ 100,000 @ 0.920 ac
		\$ 103,900 @ 2.300 ac
		\$ 104,400 @ 2.500 ac

Zone 11		
Description: R1		\$ 30,000 @ 0.010 ac
Lot Size: 0.92		\$ 75,000 @ 0.100 ac
Frontage: 150		\$ 80,000 @ 0.230 ac
Lot Price: \$ 100,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 95,000 @ 0.690 ac
Water Frontage: \$ 260,000		\$ 100,000 @ 0.920 ac
View: \$ 75,000		\$ 100,000 @ 0.920 ac

Zone 12		
Description: R1W&S		\$ 30,000 @ 0.010 ac
Lot Size: 0.46		\$ 75,000 @ 0.100 ac
Frontage: 150		\$ 80,000 @ 0.230 ac
Lot Price: \$ 90,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 90,000 @ 0.460 ac
Water Frontage: \$ 260,000		\$ 90,000 @ 0.460 ac
View: \$ 75,000		\$ 90,000 @ 0.460 ac

Zone 13		
Description: R1WORS		\$ 30,000 @ 0.010 ac
Lot Size: 0.69		\$ 75,000 @ 0.100 ac
Frontage: 150		\$ 80,000 @ 0.230 ac
Lot Price: \$ 95,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.450 ac
Excess Frontage: \$ 25		\$ 95,000 @ 0.690 ac
Water Frontage: \$ 260,000		\$ 95,000 @ 0.690 ac
View: \$ 75,000		\$ 95,000 @ 0.690 ac

Zone 14		
Description: R2		\$ 30,000 @ 0.010 ac
Lot Size: 0.92		\$ 75,000 @ 0.100 ac
Frontage: 100		\$ 80,000 @ 0.230 ac
Lot Price: \$ 100,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 95,000 @ 0.690 ac
Water Frontage: \$ 260,000		\$ 100,000 @ 0.920 ac
View: \$ 75,000		\$ 100,000 @ 0.920 ac

Zone 15		
Description: R2W&S		\$ 30,000 @ 0.010 ac
Lot Size: 0.23		\$ 75,000 @ 0.100 ac
Frontage: 100		\$ 80,000 @ 0.230 ac
Lot Price: \$ 80,000		\$ 80,000 @ 0.230 ac
Excess Acreage: \$ 2,500		\$ 80,000 @ 0.230 ac
Excess Frontage: \$ 25		\$ 80,000 @ 0.230 ac
Water Frontage: \$ 260,000		\$ 80,000 @ 0.230 ac
View: \$ 75,000		\$ 80,000 @ 0.230 ac

Zone 16		
Description: R2WORS		\$ 30,000 @ 0.010 ac
Lot Size: 0.34		\$ 75,000 @ 0.100 ac
Frontage: 100		\$ 80,000 @ 0.230 ac
Lot Price: \$ 85,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 85,000 @ 0.340 ac
Excess Frontage: \$ 25		\$ 85,000 @ 0.340 ac
Water Frontage: \$ 260,000		\$ 85,000 @ 0.340 ac
View: \$ 75,000		\$ 85,000 @ 0.340 ac

Zone 17		
Description: R3		\$ 30,000 @ 0.010 ac
Lot Size: 0.92		\$ 75,000 @ 0.100 ac
Frontage: 100		\$ 80,000 @ 0.230 ac
Lot Price: \$ 100,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 95,000 @ 0.690 ac
Water Frontage: \$ 260,000		\$ 100,000 @ 0.920 ac
View: \$ 75,000		\$ 100,000 @ 0.920 ac

Zone 18		
Description: R3W&S		\$ 30,000 @ 0.010 ac
Lot Size: 0.34		\$ 75,000 @ 0.100 ac
Frontage: 100		\$ 80,000 @ 0.230 ac
Lot Price: \$ 85,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 85,000 @ 0.340 ac
Excess Frontage: \$ 25		\$ 85,000 @ 0.340 ac
Water Frontage: \$ 260,000		\$ 85,000 @ 0.340 ac
View: \$ 75,000		\$ 85,000 @ 0.340 ac

Zone 19		
Description: R3WORS		\$ 30,000 @ 0.010 ac
Lot Size: 0.46		\$ 75,000 @ 0.100 ac
Frontage: 100		\$ 80,000 @ 0.230 ac
Lot Price: \$ 90,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 90,000 @ 0.460 ac
Water Frontage: \$ 260,000		\$ 90,000 @ 0.460 ac
View: \$ 75,000		\$ 90,000 @ 0.460 ac

Zone 20		
Description: RR		\$ 30,000 @ 0.010 ac
Lot Size: 1.99		\$ 75,000 @ 0.100 ac
Frontage: 225		\$ 80,000 @ 0.230 ac
Lot Price: \$ 103,200		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 95,000 @ 0.690 ac
Water Frontage: \$ 260,000		\$ 100,000 @ 0.920 ac
View: \$ 75,000		\$ 103,200 @ 1.990 ac

Zone 21		
Description: RRW/S		\$ 30,000 @ 0.010 ac
Lot Size: 1.50		\$ 75,000 @ 0.100 ac
Frontage: 225		\$ 80,000 @ 0.230 ac
Lot Price: \$ 102,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 95,000 @ 0.690 ac
Water Frontage: \$ 260,000		\$ 100,000 @ 0.920 ac
View: \$ 75,000		\$ 102,000 @ 1.500 ac
		\$ 102,000 @ 1.500 ac

Zone 22		
Description: RS		\$ 30,000 @ 0.010 ac
Lot Size: 0.92		\$ 75,000 @ 0.100 ac
Frontage: 100		\$ 80,000 @ 0.230 ac
Lot Price: \$ 100,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 95,000 @ 0.690 ac
Water Frontage: \$ 260,000		\$ 100,000 @ 0.920 ac
View: \$ 75,000		\$ 100,000 @ 0.920 ac
		\$ 100,000 @ 0.920 ac

Zone 23		
Description: RSW&S		\$ 30,000 @ 0.010 ac
Lot Size: 0.34		\$ 75,000 @ 0.100 ac
Frontage: 100		\$ 80,000 @ 0.230 ac
Lot Price: \$ 85,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 85,000 @ 0.340 ac
Excess Frontage: \$ 25		\$ 85,000 @ 0.340 ac
Water Frontage: \$ 260,000		\$ 85,000 @ 0.340 ac
View: \$ 75,000		\$ 85,000 @ 0.340 ac
		\$ 85,000 @ 0.340 ac

Zone 24		
Description: RSWORS		\$ 30,000 @ 0.010 ac
Lot Size: 0.46		\$ 75,000 @ 0.100 ac
Frontage: 100		\$ 80,000 @ 0.230 ac
Lot Price: \$ 90,000		\$ 85,000 @ 0.340 ac
Excess Acreage: \$ 2,500		\$ 90,000 @ 0.460 ac
Excess Frontage: \$ 25		\$ 90,000 @ 0.460 ac
Water Frontage: \$ 260,000		\$ 90,000 @ 0.460 ac
View: \$ 75,000		\$ 90,000 @ 0.460 ac
		\$ 90,000 @ 0.460 ac

Land Use Codes	
Code	Description
79D	79-D HISTORIC BARN
79F	79-F FARM STRUCT
CI	COM/IND
EX-F	EXEMPT-FED
EX-M	EXEMPT-MUNIC
EX-P	EXEMPT-PILT
EX-S	EXEMPT-STATE
MXU	MIXED USE
R1	1F RES
R1A	1F RES WTR ACS
R1W	1F RES WTRFRNT
R2	2F RES
R2A	2F RES WTR ACS
R2W	2F RES WTRFRNT
R3	3F RES
R3A	3F RES WTR ACS
R3W	3F RES WTRFRNT
R4	4F RES
R4A	4F RES WTR ACS
R4W	4F RES WTRFRNT
UTL	UTILITY-OTHER
UTLE	UTILITY-ELEC
UTLG	UTILITY-GAS
UTLW	UTILITY-WATER

Neighborhoods		
Code	Adjustment	Factor
A	AVERAGE-40	60
B	AVERAGE-30	70
C	AVERAGE-20	80
D	AVERAGE-10	90
E	AVERAGE	100
F	AVERAGE+10	110
G	AVERAGE+20	120
H	AVERAGE+30	130
I	AVERAGE+40	140
J	AVERAGE+50	150
K	AVG +60 160%	160
L	AVG +70 170%	170
M	AVG +80 180%	180
N	AVG +90 190%	190
R	MOBILE HOMES IN PA	100
S	AVG +150 250%	250
T	AVG +200 300%	300
X	BACKLAND	100

Site Modifiers		
Code	Description	Factor
A	AVERAGE	100
B	BEST	120
E	EXC	125
F	FAIR	95
G	GOOD	105
H	NONE	100
N	NATURAL	90
UC	UND/CLR	60
UND	UNDEVELOPED	60
Y	VERY GOOD	110

Topography Modifiers		
Code	Description	Factor
A	LEVEL	100
B	MILD	95
C	ROLLING	90
D	MODERATE	85
E	STEEP	75
F	SEVERE	50

Road Modifiers		
Code	Description	Factor
A	N/A	100
G	GRAVEL/DIRT	95
P	PAVED	100

Driveway Modifiers		
Code	Description	Factor
B	BRICK	100
C	CONCRETE	100
F	NATURAL/GRASS	95
G	GRAVEL/DIRT	95
N	UNDEVELOPED	95
N/A	N/A	100
O	ON STREET ONLY	85
P	PAVED	100
PP	PART PAVED	98
S	STONE	100

Current Use Codes			
Code	Description	Min. Value	Max. Value
CUDE	DISCRETNRY	\$ 425.00	\$ 425.00
CUFL	FARM LAND	\$ 25.00	\$ 425.00
CUMH	MNGD HARDWD	\$ 39.00	\$ 59.00
CUMO	MNGD OTHER	\$ 24.00	\$ 36.00
CUMW	MNGD PINE	\$ 74.00	\$ 111.00
CUUH	UNMNGD HARDWD	\$ 65.00	\$ 98.00
CUUL	UNPRODUCTIVE	\$ 24.00	\$ 24.00
CUUO	UNMNGD OTHER	\$ 40.00	\$ 60.00
CUUW	UNMNGD PINE	\$ 123.00	\$ 185.00
CUWL	WETLANDS	\$ 24.00	\$ 24.00

View Subjects		
Code	Description	Factor
HLS	HILLS	50
H&M	HILLS AND MOUNTAIN	70
HLWTR	HILLS AND WATER	60
LKS	LAKE VIEW	50
MTNS	MOUNTAINS	70
POND	POND VIEW	15
RIV	RIVER VIEW	40

View Widths		
Code	Description	Factor
AVG	AVERAGE	100
NAR	NARROW	75
PAN	PANORAMIC	125
TUN	TUNNEL	50
WID	WIDE	110

View Depths		
Code	Description	Factor
FULL	FULL	100
D25	TOP 25	25
D50	TOP 50	50
D75	TOP 75	75

View Distances		
Code	Description	Factor
DST	DISTANT	75
EXT	EXTREME	100
CLS	NEAR OR CLOSE	50

Description	Rate	DPR
79-D HISTORIC BARN	0.00 sf	0.00
79-F FARM STRUCTURE	0.00 sf	0.00
BARN-1STRY	31.00 sf	40.00
BARN-1STRY/BSMNT	35.00 sf	40.00
BARN-1STRY/LOFT	39.00 sf	40.00
BARN-1STRY/LOFT/BSMT	42.00 sf	40.00
BARN-2STRY	44.00 sf	40.00
BARN-2STRY/BSMNT	48.00 sf	40.00
BARN-2STRY/LOFT	52.00 sf	40.00
BARN-2STRY/LOFT/BSMT	54.00 sf	40.00
BATH HOUSE	53.00 sf	50.00
BB COURT	26,000.00 ea	0.00
BOAT DOCKS	16.00 sf	0.00
BOAT HOUSE	50.00 sf	0.00
BRANDON PARK ESTATES	20,000.00 ea	0.00
CABANA	53.00 sf	0.00
CABIN	50.00 sf	0.00
CAMPER	60.00 sf	0.00
CANOPY	36.00 sf	60.00
CARPORT METAL	14.00 sf	50.00
CARPORT WOOD	18.00 sf	50.00
CELL SITE	150,000.00 ea	0.00
CELL TOWER	125,000.00 ea	0.00
COLD STORAGE	75.00 sf	50.00
COMMERCIAL CONDO	20,000.00 ea	0.00
COMMERCIAL GENERATOR	12,000.00 ea	0.00
CONCRETE SLAB	8.00 sf	0.00
COOPS-POULTRY	12.00 sf	40.00
COUNTRY LN MHP	0.00 ea	0.00
DECK	15.00 sf	50.00
DRIVE UP/WALK UP	55,000.00 ea	0.00
DRIVE-UP PNUMATIC	40,000.00 ea	0.00
DRIVEUP TUBE	30,000.00 ea	0.00
DRIVE-UP WINDOW	20,000.00 ea	0.00
ELECTRIC CAR CHARGER	0.00 ea	0.00
ELEVATOR FREIGHT	46,000.00 ea	0.00
ELEVATOR PASS	60,000.00 ea	0.00
EVERGREEN	40,000.00 ea	0.00
FENCE COMM LIN FT	28.00 sf	75.00
FIREPLACE 1-CUST	8,000.00 ea	0.00
FIREPLACE 1-STAND	6,000.00 ea	100.00
FIREPLACE 2-CUST	10,000.00 ea	0.00
FIREPLACE 2-STAND	8,000.00 ea	100.00
FIREPLACE 3-CUST	12,000.00 ea	0.00
FIREPLACE 3-STAND	9,000.00 ea	100.00
FIREPLACE 4-CUST	15,000.00 ea	0.00
FIREPLACE 4-STAND	10,000.00 ea	100.00
FIREPLACE 5-CUST	17,500.00 ea	0.00
FIREPLACE 5-STAND	11,000.00 ea	0.00
FIREPLACE 6-CUST	19,000.00 ea	0.00
FIREPLACE 6-STAND	12,000.00 ea	0.00
FOUNDATION	30.00 sf	60.00
GARAGE-1 STY	50.00 sf	60.00
GARAGE-1 STY/ATTIC	60.00 sf	60.00
GARAGE-1 STY/BSMT	62.00 sf	60.00
GARAGE-1.5 STY	65.00 sf	60.00
GARAGE-1.5 STY/BSMT	68.00 sf	60.00
GARAGE-1.75 STY	66.00 sf	0.00
GARAGE-1.75 STY/BSMT	68.00 sf	0.00
GARAGE-2 STY	68.00 sf	60.00
GARAGE-2 STY/BSMT	70.00 sf	60.00
GARAGE-ATTIC/BSMT	66.00 sf	60.00
GAZEBO	30.00 sf	0.00
GOLF COURSE HOLES	60,000.00 ea	0.00
GREENHOUSE-GLASS	24.00 sf	40.00
GREENHOUSE-POLY	5.00 sf	0.00
HILLSIDE M/H PARK	5,000.00 ea	0.00
HOT TUB	5,000.00 ea	0.00
INDUST CONDOS	30,000.00 ea	0.00
KENNELS	26.00 sf	50.00
LABRANCH M/H SITES	5,000.00 ea	0.00
LABRANCHE MHP	2,000.00 ea	0.00
LEAN-TO	9.00 sf	50.00
LIFTS-COMMERCIAL	6,500.00 ea	60.00
LIGHTS-PKG/DOUBLE	2,700.00 ea	0.00

Description	Rate	DPR
LIGHTS-PKG/FOUR	5,400.00 ea	0.00
LIGHTS-PKG/SINGLE	1,400.00 ea	0.00
LIGHTS-PKG/TRIPLE	4,100.00 ea	0.00
LINCOLN ST M/H PARK	5,000.00 ea	0.00
LOAD LEVEL	7,000.00 ea	0.00
LOADING DOCKS	8,000.00 ea	50.00
LOFT MILL CITY CONDO	110,000.00 ea	0.00
LOG CABIN ASSOC	60,000.00 ea	0.00
MH SITES	30,000.00 ea	0.00
MOUNTAIN VU ESTATES	70,000.00 ea	0.00
MTN VU ESTATES SITES	20,000.00 ea	0.00
PATIO	15.00 sf	50.00
PAVING	4.00 sf	60.00
PAVING CONCRETE	9.00 sf	0.00
PINE COLONY CONDOS	150,000.00 ea	0.00
POLE BARN	12.00 sf	0.00
POOL-ABOVE GROUND	10.00 sf	60.00
POOL-ENCLOSED	50.00 sf	0.00
POOL-INGRND-GUNITE	62.00 sf	60.00
POOL-INGRND-VINYL	50.00 sf	60.00
PORCH	28.00 sf	0.00
PUMP GAS/OIL-DOUBLE	17,000.00 ea	75.00
PUMP GAS/OIL-MIXING	18,000.00 ea	75.00
PUMP GAS/OIL-SINGLE	13,000.00 ea	75.00
RIDING ARENA	25.00 sf	0.00
RING/TRAIL MH PARK	0.00 ea	0.00
SAUNA	90.00 sf	50.00
SCALE 40 TON	48,000.00 ea	0.00
SCALE 50 TON	54,000.00 ea	0.00
SCALE 60 TON	60,000.00 ea	0.00
SCALE 70 TON	70,000.00 ea	0.00
SCREENHOUSE	32.00 sf	50.00
SHED-EQUIPMENT	16.00 sf	50.00
SHED-METAL	13.00 sf	60.00
SHED-VINYL	12.00 sf	0.00
SHED-WOOD	20.00 sf	60.00
SHOP-AVG	36.00 sf	60.00
SHOP-EX	56.00 sf	60.00
SHOP-GOOD	48.00 sf	60.00
SILO-BRICK	42.00 sf	40.00
SILO-CONCRETE	37.00 sf	40.00
SILO-STEEL	42.00 sf	40.00
SILO-WOOD	32.00 sf	40.00
SOLAR ELECT PANEL	600.00 ea	0.00
SOLAR H2O PANEL	600.00 ea	0.00
SPRINKLERED AREA	4.00 sf	0.00
STABLES	27.00 sf	50.00
TANK -FU/WAT-CONC	4.00 ea	0.00
TANKS-FUEL/WTR STEEL	5.00 ea	50.00
TENNIS COURT	40,000.00 ea	50.00
TOWER SITE	150,000.00 ea	0.00
UTILITY-DISTRIBUTION	1.00 ea	0.00
UTILITY-GENERATION	1.00 ea	0.00
UTILITY-TRANSMISSION	1.00 ea	0.00
VAULTS	225.00 sf	75.00
WESTVIEW CONDOS	20,000.00 ea	0.00

Building Base Rate Codes & Values				
Code	Description	Stand. Dpr.	Rate	SA
CAP	APARTMENTS	1.50	90.00	COM
CAU	AUTO DEALERSHIP	1.15	75.00	COM
CBB	INN/BED&BREAKFAST	1.25	80.00	RES
CBK	BANKS	1.00	140.00	COM
CCC	SCHOOLS/COLLEGE	1.25	120.00	COM
CCP	COMMERCIAL CAMPER	4.50	55.00	MFH
CCS	COUNTRY STORE	1.15	80.00	COM
CCW	CAR WASH	1.25	65.00	COM
CFE	FAST FOOD NATIONAL	1.25	135.00	COM
CFH	FUNERAL HOMES	1.50	85.00	RES
CFS	OFFICE - SPECIAL	1.25	120.00	COM
CGS	SERVICE GARAGE	1.25	60.00	COM
CHH	HOSPITAL	1.00	235.00	COM
CHM	MOTEL	1.25	65.00	COM
CHS	RESIDENTIAL-C	1.50	85.00	RES
CHU	CHURCH	1.25	105.00	COM
CLC	LODGE/CLUBS	1.15	85.00	COM
CMF	MULTI FAMILY	1.50	80.00	RES
CMH	MHS - COMMERCIAL	2.75	82.00	MFH
CML	MINI LUBE	1.15	70.00	COM
CMM	MINI MARKET W/ GAS	1.15	110.00	COM
CMO	MEDICAL OFFICES	1.15	120.00	COM
CNH	NURSING HOME	1.15	105.00	COM
COA	OFFICE/APT	1.50	80.00	COM
COF	OFFICES	1.50	75.00	COM
CPH	PHARMACY	1.25	115.00	COM
CPO	POST OFFICE	1.15	100.00	COM
CRE	RESTAURANT	1.25	70.00	COM
CSA	STORES/APT	1.25	85.00	COM
CSC	SHOPPING CENTER	1.25	105.00	COM
CSM	SMALL MFG	1.25	50.00	COM
CSS	GAS STATION/OLDER	1.25	90.00	COM
CST	STORES	1.25	80.00	COM
CVT	VETERINARY CLINIC	1.15	90.00	COM
CWH	MINI WAREHOUSE	1.25	45.00	COM
CWS	WAREHOUSE	1.25	35.00	COM
EAP	APARTMENTS-E	1.50	90.00	COM
ECR	CHURCH RECTORY	1.50	80.00	RES
EFS	FIRE STATION	1.15	113.00	COM
EHS	RESIDENTIAL EXEMPT	1.25	145.00	RES
ELB	LIBRARY	1.25	136.00	COM
ELC	EXEMPT LODGE	1.15	85.00	COM
EMB	EXEMPT MILL FACTORY	1.50	30.00	IND
EMD	MHD EXEMPT	1.75	115.00	RES
EMF	MULTI FAMILY-EXEMPT	1.50	115.00	RES
EMO	EX MEDICAL OFFICE	1.15	100.00	COM
EMS	MHS EXEMPT	2.75	82.00	MFH
ENH	EX NURSING HOME	1.15	95.00	COM
EOF	OFFICE-E	1.25	114.00	COM
EPF	SAFETY COMPLEX	1.00	90.00	COM
EPO	EX POST OFFICE	1.25	139.00	COM
EPS	POLICE STATION	1.25	144.00	COM
ERB	RECREATION BLDG	1.25	75.00	RES
ESC	SCHOOLS/COLLEGES	1.25	111.00	COM
ESG	STATE GARAGE	1.25	54.00	COM
ETB	TOWN BLDG	1.25	125.00	COM
ETG	TOWN GARAGE	1.25	54.00	COM
ETH	TOWN HALL	1.25	75.00	RES
ETO	TOWN OFFICE	1.25	114.00	COM
EWE	EXEMPT OLD WAREHOUSE	1.25	28.00	COM
EWS	WAREHOUSE-E	1.25	49.00	COM
EWV	WASTEWATER	1.25	125.00	IND
EXB	GENERAL BLDG-E	1.25	75.00	RES
EXC	CHURCHES	1.25	95.00	COM
EXH	HOSPITAL	1.00	225.00	COM
IFA	MILL FACTORIES	1.50	30.00	IND
IMF	SMALL MANUFACTURING	1.25	44.00	IND
IND	LIGHT INDUSTRIAL	1.15	32.00	IND

Building Sub Area Codes & Values		
Code	Description	Factor
ATF	ATTIC FINISHED	0.25
ATU	ATTIC UNFINISHED	0.10
BMF	BSMNT FINISHED	0.40
BMG	BASEMENT GARAGE	0.30
BMU	BSMNT UNFINISHED	0.20
CAN	CANOPY	0.25
COF	COM OFFICE AREA	1.75
CPT	CARPORT ATTACHED	0.10
CRL	CRAWL SPACE	0.05
CTH	CATHEDRAL	0.10
DEK	DECK/ENTRANCE	0.10
ENT	ENTRY WAY	0.10
EPF	ENCLOSED PORCH	0.70
EPU	COVERED BSMNT ENTRY	0.35
FFF	FST FLR FIN	1.00
FFU	FST FLR UNFIN	0.50
GAR	GARAGE ATTACHED	0.50
HSF	1/2 STRY FIN	0.50
HSU	1/2 STRY UNFIN	0.25
LDK	LOADING AREA	0.20
OFF	OFFICE AREA	1.00
OPF	OPEN PORCH	0.25
PAT	PATIO	0.10
PRS	PIER FOUNDATION	-0.05
RBF	RAISED BSMNT FIN	0.60
RBU	RAISED BSMNT UNFIN	0.30
SFA	SEMI-FINISH AREA	0.75
SLB	SLB FOUNDATION	0.00
STO	STORAGE AREA	0.25
TQF	3/4 STRY FIN	0.75
TQU	3/4 STRY UNFIN	0.35
UFF	UPPER FLR FIN	1.00
UFU	UPPER FLR UNFIN	0.50
VLV	VAULTED	0.05

MHD	DOUBLE WIDE MH	1.75	115.00	RES
MHS	MOBILE HOMES	2.75	82.00	MFH
MRV	CAMPER	4.50	55.00	MFH
RCD	CONDO/TOWNHOUSE	1.25	145.00	RES
RMF	MULTI FAMILY	1.50	115.00	RES
RSA	RESIDENTIAL	1.25	145.00	RES
UTL	UTILITIES	1.00	60.00	COM

Building Quality Adjustments		
Code	Description	Factor
A0	AVG	1.00
A1	AVG+10	1.10
A2	AVG+20	1.20
A3	AVG+30	1.30
B1	AVG-10	0.90
B2	AVG-20	0.80
B3	AVG-30	0.70
B4	AVG-40	0.60
B5	AVG-50	0.50
A4	EXC	1.40
A5	EXC+10	1.50
A6	EXC+20	1.60
A7	EXC+40	1.80
A8	EXC+60	2.00
A9	LUXURIOUS	2.50
AA	SPECIAL USE	3.00

Building Story Codes & Values		
Code	Description	Factor
A	1 STORY	1.00
B	1.5 STORY	0.98
C	1.75 STORY	0.97
D	2.00 STORY	0.96
E	2.50 STORY	0.94
F	2.75 STORY	0.92
G	3.00 STORY	0.92
H	3.5+ STORY	0.90
I	SPLT LVL	1.00

Building Roof Structures		
Code	Description	Points
A	FLAT	1.00
B	SHED	2.00
C	GABLE OR HIP	3.00
D	WOOD TRUSS	4.00
E	SALT BOX	4.00
F	MANSARD	5.00
G	GAMBREL	4.00
H	IRREGULAR	6.00

Building Roof Materials		
Code	Description	Points
A	METAL/TIN	2.00
B	ROLLED/COMPO	2.00
C	ASPHALT	3.00
D	TAR/GRAVEL	3.00
E	ASBESTOS	3.00
F	RUBBER MEMBRANE	5.00
G	CLAY/TILE	7.00
H	WD SHINGLE	5.00
I	SLATE	6.00
J	CORRUGATED COMP	3.00
K	PREFAB METALS	6.00
L	STANDING SEAM	7.00
N	HIGH QUALITY COMP	7.00

Building Exterior Wall Materials		
Code	Description	Points
1	DECORATIVE BLOCK	36.00
2	MASONITE	28.00
A	MINIMUM	18.00
B	BELOW AVG	24.00
C	NOVELTY	34.00
D	AVERAGE	34.00
E	BOARD/BATTEN	34.00
F	ASBEST SHNGL	25.00
G	LOGS	34.00
H	ABOVE AVG	37.00
I	CLAP BOARD	34.00
J	CEDAR/REDWD	37.00
K	PREFAB WD PNL/T111	32.00
L	WOOD SHINGLE	34.00
M	CNCRT OR BLK	28.00
N	CB STUCCO	34.00
O	ASPHALT	27.00
P	BRK VENEER	37.00
Q	BR ON MASONRY	40.00
R	STN ON MASONRY	42.00
S	VINYL SIDING	35.00
T	ALUM SIDING	33.00
U	PREFIN METAL	38.00
V	GLASS/THERMO	40.00
W	CEMENT CLAPBOARD	36.00
X	STONE VENEER	38.00
Z	ALUM/VINYL	35.00

Building Frame Materials		
Code	Description	Factor
A	WOOD	100.00
B	MASONRY	100.00
C	REIN-CONCRETE	100.00
D	STEEL	100.00
E	SPECIAL	100.00

Commercial Wall Factor Increases 2.1% per foot above 12 feet.

Building Interior Wall Materials		
Code	Description	Points
A	MINIMUM	8.00
B	WALL BOARD	22.00
C	PLASTERED	27.00
D	DRYWALL	27.00
F	PLYWOOD PANEL	27.00
G	AVE FOR USE	22.00
H	WOOD/LOG	30.00
I	CONCRETE	8.00

Building Interior Floor Materials		
Code	Description	Points
A	MIN PLYWD	5.00
B	CONCRETE	6.00
C	HARD TILE	12.00
D	LINOLEUM OR SIM	7.00
E	PINE/SOFT WD	10.00
F	HARDWOOD	11.00
G	PARQUET	12.00
H	CARPET	9.00
J	LAMINATE/VINYL	9.00
U	VCT	12.00
X	UNSPECIFIED	11.00

Building Heating Fuel Types		
Code	Description	Points
A	WOOD/COAL	0.50
B	OIL	1.00
C	GAS	1.00
D	ELECTRIC	1.00
E	SOLAR	1.10
G	NONE	0.00

Building Heating System Types		
Code	Description	Points
A	NONE	0.00
B	CONVECTION	2.00
C	FA NO DUCTS	3.00
D	FA DUCTED	6.00
E	HOT WATER	6.00
F	STEAM	5.00
G	RAD/BB ELECT	3.00
H	RAD WATER	6.00
J	HEAT PUMP	8.00

Building Accessories		
Description	Points	
CENTRAL AIR CONDITIONING	4.00	
EXTRA KITCHEN	2.00	
FIREPLACE	0.00	
GENERATOR	3.00	

Building Bedroom & Bathroom Points							
		Bedrooms					
		0	1	2	3	4	> 4
Bathrooms	0.0	0	2	3	4	5	6
	0.5	6	7	7	8	8	9
	1.0	9	10	10	11	11	12
	1.5	12	11	12	13	14	15
	2.0	13	12	13	14	15	16
	2.5	14	13	13	14	15	16
	3.0	15	14	14	15	16	17
	3.5	16	14	14	15	16	17
	4.0	17	14	15	16	17	18
	> 4.0	18	14	15	16	17	18

Standard Age Only Building Depreciation Schedule

Building Age Condition Classifications

For Standard Depreciation 1.00 %

Age	Very Poor	Poor	Fair	Average	Good	Very Good	Excellent
1	-5	-4	-3	-1	-1	-1	-1
5	-11	-9	-7	-5	-4	-3	-2
10	-16	-13	-9	-8	-6	-5	-3
15	-19	-15	-12	-10	-8	-6	-4
20	-22	-18	-13	-11	-9	-7	-4
30	-27	-22	-16	-14	-11	-8	-5
40	-32	-25	-19	-16	-13	-9	-6
50	-35	-28	-21	-18	-14	-11	-7
60	-39	-31	-23	-19	-15	-12	-8
70	-42	-33	-25	-21	-17	-13	-8
80	-45	-36	-27	-22	-18	-13	-9
90	-47	-38	-28	-24	-19	-14	-9
100	-50	-40	-30	-25	-20	-15	-10
125	-56	-45	-34	-28	-22	-17	-11
150	-61	-49	-37	-31	-24	-18	-12
175	-66	-53	-40	-33	-26	-20	-13
200	-71	-57	-42	-35	-28	-21	-14
225	-75	-60	-45	-38	-30	-23	-15
250	-79	-63	-47	-40	-32	-24	-16
275	-83	-66	-50	-41	-33	-25	-17
300	-87	-69	-52	-43	-35	-26	-17

Depreciation can also be added for physical, functional, or economic reasons or conditions over and above the normal age depreciation.

The standard age depreciation can be further adjusted based on the standard depreciation rate of various buildings. The standard depreciation rate of residential buildings is typically 1%, while manufactured housing might be 3%. As such, a 10 year-old house in good condition would have 6% total depreciation, while similar manufactured homes would have 18% depreciation. See Building Base Rate Codes & Values chart for unique depreciation by building type.

Franklin
Land Area Size Adjustment Factors

Acres	Adj.	Acres	Adj.	Acres	Adj.	Acres	Adj.	Acres	Adj.
10	100.00	61	84.00	112	68.00	163	52.00	214	36.00
11	99.00	62	84.00	113	68.00	164	52.00	215	36.00
12	99.00	63	83.00	114	67.00	165	51.00	216	36.00
13	99.00	64	83.00	115	67.00	166	51.00	217	35.00
14	98.00	65	83.00	116	67.00	167	51.00	218	35.00
15	98.00	66	82.00	117	66.00	168	51.00	219	35.00
16	98.00	67	82.00	118	66.00	169	50.00	220	34.00
17	98.00	68	82.00	119	66.00	170	50.00	221	34.00
18	97.00	69	81.00	120	65.00	171	50.00	222	34.00
19	97.00	70	81.00	121	65.00	172	49.00	223	33.00
20	97.00	71	81.00	122	65.00	173	49.00	224	33.00
21	96.00	72	80.00	123	65.00	174	49.00	225	33.00
22	96.00	73	80.00	124	64.00	175	48.00	226	32.00
23	96.00	74	80.00	125	64.00	176	48.00	227	32.00
24	95.00	75	79.00	126	64.00	177	48.00	228	32.00
25	95.00	76	79.00	127	63.00	178	47.00	229	32.00
26	95.00	77	79.00	128	63.00	179	47.00	230	31.00
27	94.00	78	79.00	129	63.00	180	47.00	231	31.00
28	94.00	79	78.00	130	62.00	181	46.00	232	31.00
29	94.00	80	78.00	131	62.00	182	46.00	233	30.00
30	93.00	81	78.00	132	62.00	183	46.00	234	30.00
31	93.00	82	77.00	133	61.00	184	46.00	235	30.00
32	93.00	83	77.00	134	61.00	185	45.00	236	29.00
33	93.00	84	77.00	135	61.00	186	45.00	237	29.00
34	92.00	85	76.00	136	60.00	187	45.00	238	29.00
35	92.00	86	76.00	137	60.00	188	44.00	239	28.00
36	92.00	87	76.00	138	60.00	189	44.00	240	28.00
37	91.00	88	75.00	139	60.00	190	44.00	241	28.00
38	91.00	89	75.00	140	59.00	191	43.00	242	27.00
39	91.00	90	75.00	141	59.00	192	43.00	243	27.00
40	90.00	91	74.00	142	59.00	193	43.00	244	27.00
41	90.00	92	74.00	143	58.00	194	42.00	245	27.00
42	90.00	93	74.00	144	58.00	195	42.00	246	26.00
43	89.00	94	74.00	145	58.00	196	42.00	247	26.00
44	89.00	95	73.00	146	57.00	197	41.00	248	26.00
45	89.00	96	73.00	147	57.00	198	41.00	249	25.00
46	88.00	97	73.00	148	57.00	199	41.00	250	25.00
47	88.00	98	72.00	149	56.00	200	41.00		
48	88.00	99	72.00	150	56.00	201	40.00		
49	88.00	100	72.00	151	56.00	202	40.00		
50	87.00	101	71.00	152	55.00	203	40.00		
51	87.00	102	71.00	153	55.00	204	39.00		
52	87.00	103	71.00	154	55.00	205	39.00		
53	86.00	104	70.00	155	55.00	206	39.00		
54	86.00	105	70.00	156	54.00	207	38.00		
55	86.00	106	70.00	157	54.00	208	38.00		
56	85.00	107	70.00	158	54.00	209	38.00		
57	85.00	108	69.00	159	53.00	210	37.00		
58	85.00	109	69.00	160	53.00	211	37.00		
59	84.00	110	69.00	161	53.00	212	37.00		
60	84.00	111	68.00	162	52.00	213	37.00		

Franklin
Features & Outbuildings Size Adjustment Factors

Area	Adj.	Area	Adj.	Area	Adj.	Area	Adj.	Area	Adj.
	4.00	165	1.57	285	1.16	495	0.92	1,885	0.68
50	3.80	170	1.54	290	1.15	510	0.91	2,135	0.67
55	3.51	175	1.51	295	1.14	525	0.90	2,465	0.66
60	3.27	180	1.49	300	1.13	545	0.89	2,910	0.65
65	3.06	185	1.46	305	1.12	565	0.88	3,560	0.64
70	2.89	190	1.44	315	1.11	585	0.87	4,575	0.63
75	2.73	195	1.42	320	1.10	605	0.86	6,405	0.62
80	2.60	200	1.40	325	1.09	630	0.85	10,670	0.61
85	2.48	205	1.38	330	1.08	655	0.84	32,005	0.60
90	2.38	210	1.36	340	1.07	685	0.83		
95	2.28	215	1.34	345	1.06	715	0.82		
100	2.20	220	1.33	355	1.05	745	0.81		
105	2.12	225	1.31	360	1.04	785	0.80		
110	2.05	230	1.30	370	1.03	825	0.79		
115	1.99	235	1.28	380	1.02	865	0.78		
120	1.93	240	1.27	390	1.01	915	0.77		
125	1.88	245	1.25	400	1.00	970	0.76		
130	1.83	250	1.24	410	0.99	1,035	0.75		
135	1.79	255	1.23	420	0.98	1,105	0.74		
140	1.74	260	1.22	430	0.97	1,190	0.73		
145	1.70	265	1.20	440	0.96	1,285	0.72		
150	1.67	270	1.19	455	0.95	1,395	0.71		
155	1.63	275	1.18	465	0.94	1,525	0.70		
160	1.60	280	1.17	480	0.93	1,685	0.69		

Printed: 12/20/2023 2:45:55 pm

Residential Building Area Size Adjustment Factors

Median Effective Area = 1800sf Fixed Site Cost Adjustment = 30%									
Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.
164	4.00	229	3.06	316	2.41	509	1.76	1,317	1.11
165	3.98	230	3.05	318	2.40	514	1.75	1,350	1.10
166	3.96	231	3.04	320	2.39	519	1.74	1,385	1.09
167	3.94	232	3.03	321	2.38	524	1.73	1,421	1.08
168	3.92	233	3.02	323	2.37	529	1.72	1,459	1.07
169	3.90	234	3.01	325	2.36	535	1.71	1,500	1.06
170	3.88	235	3.00	327	2.35	540	1.70	1,543	1.05
171	3.86	236	2.99	329	2.34	545	1.69	1,588	1.04
172	3.84	237	2.98	331	2.33	551	1.68	1,636	1.03
173	3.83	238	2.97	333	2.32	557	1.67	1,687	1.02
174	3.81	239	2.96	335	2.31	563	1.66	1,742	1.01
175	3.79	240	2.95	338	2.30	568	1.65	1,800	1.00
176	3.77	241	2.94	340	2.29	574	1.64	1,862	0.99
177	3.75	242	2.93	342	2.28	581	1.63	1,929	0.98
178	3.74	243	2.92	344	2.27	587	1.62	2,000	0.97
179	3.72	244	2.91	346	2.26	593	1.61	2,077	0.96
180	3.70	245	2.90	348	2.25	600	1.60	2,160	0.95
181	3.69	247	2.89	351	2.24	607	1.59	2,250	0.94
182	3.67	248	2.88	353	2.23	614	1.58	2,348	0.93
183	3.65	249	2.87	355	2.22	621	1.57	2,455	0.92
184	3.64	250	2.86	358	2.21	628	1.56	2,571	0.91
185	3.62	251	2.85	360	2.20	635	1.55	2,700	0.90
186	3.61	252	2.84	362	2.19	643	1.54	2,842	0.89
187	3.59	254	2.83	365	2.18	651	1.53	3,000	0.88
188	3.57	255	2.82	367	2.17	659	1.52	3,176	0.87
189	3.56	256	2.81	370	2.16	667	1.51	3,375	0.86
190	3.54	257	2.80	372	2.15	675	1.50	3,600	0.85
191	3.53	258	2.79	375	2.14	684	1.49	3,857	0.84
192	3.51	260	2.78	378	2.13	692	1.48	4,154	0.83
193	3.50	261	2.77	380	2.12	701	1.47	4,500	0.82
194	3.49	262	2.76	383	2.11	711	1.46	4,909	0.81
195	3.47	263	2.75	386	2.10	720	1.45	5,400	0.80
196	3.46	265	2.74	388	2.09	730	1.44	6,000	0.79
197	3.44	266	2.73	391	2.08	740	1.43	6,750	0.78
198	3.43	267	2.72	394	2.07	750	1.42	7,714	0.77
199	3.42	269	2.71	397	2.06	761	1.41	9,000	0.76
200	3.40	270	2.70	400	2.05	771	1.40	10,800	0.75
201	3.39	271	2.69	403	2.04	783	1.39	13,500	0.74
202	3.37	273	2.68	406	2.03	794	1.38	18,000	0.73
203	3.36	274	2.67	409	2.02	806	1.37	27,000	0.72
204	3.35	276	2.66	412	2.01	818	1.36	54,000	0.71
205	3.34	277	2.65	415	2.00	831	1.35	100,000	0.71
206	3.32	278	2.64	419	1.99	844	1.34	200,000	0.7027
207	3.31	280	2.63	422	1.98	857	1.33	300,000	0.7018
208	3.30	281	2.62	425	1.97	871	1.32	400,000	0.7014
209	3.28	283	2.61	429	1.96	885	1.31	500,000	0.7011
210	3.27	284	2.60	432	1.95	900	1.30	600,000	0.7009
211	3.26	286	2.59	435	1.94	915	1.29	700,000	0.7008
212	3.25	287	2.58	439	1.93	931	1.28	800,000	0.7007
213	3.24	289	2.57	443	1.92	947	1.27	900,000	0.7006
214	3.22	290	2.56	446	1.91	964	1.26	1,000,000	0.7005
215	3.21	292	2.55	450	1.90	982	1.25		
216	3.20	293	2.54	454	1.89	1,000	1.24		
217	3.19	295	2.53	458	1.88	1,019	1.23		
218	3.18	297	2.52	462	1.87	1,038	1.22		
219	3.17	298	2.51	466	1.86	1,059	1.21		
220	3.16	300	2.50	470	1.85	1,080	1.20		
221	3.14	302	2.49	474	1.84	1,102	1.19		
222	3.13	303	2.48	478	1.83	1,125	1.18		
223	3.12	305	2.47	482	1.82	1,149	1.17		
224	3.11	307	2.46	486	1.81	1,174	1.16		
225	3.10	309	2.45	491	1.80	1,200	1.15		
226	3.09	310	2.44	495	1.79	1,227	1.14		
227	3.08	312	2.43	500	1.78	1,256	1.13		
228	3.07	314	2.42	505	1.77	1,286	1.12		

Commercial Building Area Size Adjustment Factors

Median Effective Area = 4600sf Fixed Site Cost Adjustment = 30%									
Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.
418	4.00	533	3.29	734	2.58	1,179	1.87	3,000	1.16
419	3.99	535	3.28	738	2.57	1,190	1.86	3,067	1.15
421	3.98	537	3.27	742	2.56	1,200	1.85	3,136	1.14
422	3.97	539	3.26	746	2.55	1,211	1.84	3,209	1.13
423	3.96	541	3.25	750	2.54	1,221	1.83	3,286	1.12
425	3.95	543	3.24	754	2.53	1,232	1.82	3,366	1.11
426	3.94	545	3.23	758	2.52	1,243	1.81	3,450	1.10
427	3.93	548	3.22	762	2.51	1,255	1.80	3,538	1.09
429	3.92	550	3.21	767	2.50	1,266	1.79	3,632	1.08
430	3.91	552	3.20	771	2.49	1,278	1.78	3,730	1.07
431	3.90	554	3.19	775	2.48	1,290	1.77	3,833	1.06
433	3.89	556	3.18	780	2.47	1,302	1.76	3,943	1.05
434	3.88	559	3.17	784	2.46	1,314	1.75	4,059	1.04
435	3.87	561	3.16	789	2.45	1,327	1.74	4,182	1.03
437	3.86	563	3.15	793	2.44	1,340	1.73	4,312	1.02
438	3.85	566	3.14	798	2.43	1,353	1.72	4,452	1.01
439	3.84	568	3.13	802	2.42	1,366	1.71	4,600	1.00
441	3.83	570	3.12	807	2.41	1,380	1.70	4,759	0.99
442	3.82	573	3.11	812	2.40	1,394	1.69	4,929	0.98
444	3.81	575	3.10	817	2.39	1,408	1.68	5,111	0.97
445	3.80	577	3.09	821	2.38	1,423	1.67	5,308	0.96
447	3.79	580	3.08	826	2.37	1,438	1.66	5,520	0.95
448	3.78	582	3.07	831	2.36	1,453	1.65	5,750	0.94
450	3.77	585	3.06	836	2.35	1,468	1.64	6,000	0.93
451	3.76	587	3.05	841	2.34	1,484	1.63	6,273	0.92
452	3.75	590	3.04	847	2.33	1,500	1.62	6,571	0.91
454	3.74	592	3.03	852	2.32	1,516	1.61	6,900	0.90
455	3.73	595	3.02	857	2.31	1,533	1.60	7,263	0.89
457	3.72	597	3.01	863	2.30	1,551	1.59	7,667	0.88
458	3.71	600	3.00	868	2.29	1,568	1.58	8,118	0.87
460	3.70	603	2.99	873	2.28	1,586	1.57	8,625	0.86
462	3.69	605	2.98	879	2.27	1,605	1.56	9,200	0.85
463	3.68	608	2.97	885	2.26	1,624	1.55	9,857	0.84
465	3.67	611	2.96	890	2.25	1,643	1.54	10,615	0.83
466	3.66	613	2.95	896	2.24	1,663	1.53	11,500	0.82
468	3.65	616	2.94	902	2.23	1,683	1.52	12,545	0.81
469	3.64	619	2.93	908	2.22	1,704	1.51	13,800	0.80
471	3.63	622	2.92	914	2.21	1,725	1.50	15,333	0.79
473	3.62	624	2.91	920	2.20	1,747	1.49	17,250	0.78
474	3.61	627	2.90	926	2.19	1,769	1.48	19,714	0.77
476	3.60	630	2.89	932	2.18	1,792	1.47	23,000	0.76
478	3.59	633	2.88	939	2.17	1,816	1.46	27,600	0.75
479	3.58	636	2.87	945	2.16	1,840	1.45	34,500	0.74
481	3.57	639	2.86	952	2.15	1,865	1.44	46,000	0.73
483	3.56	642	2.85	958	2.14	1,890	1.43	69,000	0.72
484	3.55	645	2.84	965	2.13	1,917	1.42	138,000	0.7100
486	3.54	648	2.83	972	2.12	1,944	1.41	200,000	0.7069
488	3.53	651	2.82	979	2.11	1,971	1.40	300,000	0.7046
489	3.52	654	2.81	986	2.10	2,000	1.39	400,000	0.7035
491	3.51	657	2.80	993	2.09	2,029	1.38	500,000	0.7028
493	3.50	660	2.79	1,000	2.08	2,060	1.37	600,000	0.7023
495	3.49	663	2.78	1,007	2.07	2,091	1.36	700,000	0.7020
496	3.48	667	2.77	1,015	2.06	2,123	1.35	800,000	0.7017
498	3.47	670	2.76	1,022	2.05	2,156	1.34	900,000	0.7015
500	3.46	673	2.75	1,030	2.04	2,190	1.33	1,000,000	0.7014
502	3.45	676	2.74	1,038	2.03	2,226	1.32		
504	3.44	680	2.73	1,045	2.02	2,262	1.31		
505	3.43	683	2.72	1,053	2.01	2,300	1.30		
507	3.42	687	2.71	1,062	2.00	2,339	1.29		
509	3.41	690	2.70	1,070	1.99	2,379	1.28		
511	3.40	693	2.69	1,078	1.98	2,421	1.27		
513	3.39	697	2.68	1,087	1.97	2,464	1.26		
515	3.38	701	2.67	1,095	1.96	2,509	1.25		
517	3.37	704	2.66	1,104	1.95	2,556	1.24		
519	3.36	708	2.65	1,113	1.94	2,604	1.23		
521	3.35	711	2.64	1,122	1.93	2,654	1.22		
523	3.34	715	2.63	1,131	1.92	2,706	1.21		
525	3.33	719	2.62	1,140	1.91	2,760	1.20		
527	3.32	723	2.61	1,150	1.90	2,816	1.19		
529	3.31	726	2.60	1,160	1.89	2,875	1.18		
531	3.30	730	2.59	1,169	1.88	2,936	1.17		

Industrial Building Area Size Adjustment Factors

Median Effective Area = 50500sf Fixed Site Cost Adjustment = 40%

Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.
5,941	4.00	7,509	3.29	10,202	2.58	15,906	1.87	36,071	1.16
5,959	3.99	7,537	3.28	10,254	2.57	16,032	1.86	36,727	1.15
5,976	3.98	7,566	3.27	10,306	2.56	16,160	1.85	37,407	1.14
5,994	3.97	7,594	3.26	10,359	2.55	16,290	1.84	38,113	1.13
6,012	3.96	7,623	3.25	10,412	2.54	16,423	1.83	38,846	1.12
6,030	3.95	7,652	3.24	10,466	2.53	16,557	1.82	39,608	1.11
6,048	3.94	7,681	3.23	10,521	2.52	16,694	1.81	40,400	1.10
6,066	3.93	7,710	3.22	10,576	2.51	16,833	1.80	41,224	1.09
6,084	3.92	7,739	3.21	10,632	2.50	16,975	1.79	42,083	1.08
6,103	3.91	7,769	3.20	10,688	2.49	17,119	1.78	42,979	1.07
6,121	3.90	7,799	3.19	10,745	2.48	17,265	1.77	43,913	1.06
6,140	3.89	7,829	3.18	10,802	2.47	17,414	1.76	44,889	1.05
6,159	3.88	7,860	3.17	10,860	2.46	17,565	1.75	45,909	1.04
6,177	3.87	7,891	3.16	10,919	2.45	17,719	1.74	46,977	1.03
6,196	3.86	7,922	3.15	10,978	2.44	17,876	1.73	48,095	1.02
6,215	3.85	7,953	3.14	11,038	2.43	18,036	1.72	49,268	1.01
6,235	3.84	7,984	3.13	11,099	2.42	18,198	1.71	50,500	1.00
6,254	3.83	8,016	3.12	11,160	2.41	18,364	1.70	51,795	0.99
6,273	3.82	8,048	3.11	11,222	2.40	18,532	1.69	53,158	0.98
6,293	3.81	8,080	3.10	11,285	2.39	18,704	1.68	54,595	0.97
6,313	3.80	8,112	3.09	11,348	2.38	18,879	1.67	56,111	0.96
6,332	3.79	8,145	3.08	11,412	2.37	19,057	1.66	57,714	0.95
6,352	3.78	8,178	3.07	11,477	2.36	19,238	1.65	59,412	0.94
6,372	3.77	8,211	3.06	11,543	2.35	19,423	1.64	61,212	0.93
6,392	3.76	8,245	3.05	11,609	2.34	19,612	1.63	63,125	0.92
6,413	3.75	8,279	3.04	11,676	2.33	19,804	1.62	65,161	0.91
6,433	3.74	8,313	3.03	11,744	2.32	20,000	1.61	67,333	0.90
6,454	3.73	8,347	3.02	11,813	2.31	20,200	1.60	69,655	0.89
6,474	3.72	8,382	3.01	11,882	2.30	20,404	1.59	72,143	0.88
6,495	3.71	8,417	3.00	11,953	2.29	20,612	1.58	74,815	0.87
6,516	3.70	8,452	2.99	12,024	2.28	20,825	1.57	77,692	0.86
6,537	3.69	8,487	2.98	12,096	2.27	21,042	1.56	80,800	0.85
6,558	3.68	8,523	2.97	12,169	2.26	21,263	1.55	84,167	0.84
6,580	3.67	8,559	2.96	12,242	2.25	21,489	1.54	87,826	0.83
6,601	3.66	8,596	2.95	12,317	2.24	21,720	1.53	91,818	0.82
6,623	3.65	8,632	2.94	12,393	2.23	21,957	1.52	96,190	0.81
6,645	3.64	8,670	2.93	12,469	2.22	22,198	1.51	101,000	0.8000
6,667	3.63	8,707	2.92	12,547	2.21	22,444	1.50	106,316	0.7900
6,689	3.62	8,745	2.91	12,625	2.20	22,697	1.49	112,222	0.7800
6,711	3.61	8,783	2.90	12,704	2.19	22,955	1.48	118,824	0.7700
6,733	3.60	8,821	2.89	12,785	2.18	23,218	1.47	126,250	0.7600
6,756	3.59	8,860	2.88	12,866	2.17	23,488	1.46	134,667	0.7500
6,779	3.58	8,899	2.87	12,949	2.16	23,765	1.45	144,286	0.7400
6,801	3.57	8,938	2.86	13,032	2.15	24,048	1.44	155,385	0.7300
6,824	3.56	8,978	2.85	13,117	2.14	24,337	1.43	168,333	0.7200
6,847	3.55	9,018	2.84	13,203	2.13	24,634	1.42	183,636	0.7100
6,871	3.54	9,058	2.83	13,289	2.12	24,938	1.41	202,000	0.7000
6,894	3.53	9,099	2.82	13,377	2.11	25,250	1.40	224,444	0.6900
6,918	3.52	9,140	2.81	13,467	2.10	25,570	1.39	252,500	0.6800
6,942	3.51	9,182	2.80	13,557	2.09	25,897	1.38	288,571	0.6700
6,966	3.50	9,224	2.79	13,649	2.08	26,234	1.37	336,667	0.6600
6,990	3.49	9,266	2.78	13,741	2.07	26,579	1.36	404,000	0.6500
7,014	3.48	9,309	2.77	13,836	2.06	26,933	1.35	505,000	0.6400
7,038	3.47	9,352	2.76	13,931	2.05	27,297	1.34	673,333	0.6300
7,063	3.46	9,395	2.75	14,028	2.04	27,671	1.33	1,010,000	0.6200
7,088	3.45	9,439	2.74	14,126	2.03	28,056	1.32	2,020,000	0.6100
7,113	3.44	9,484	2.73	14,225	2.02	28,451	1.31		
7,138	3.43	9,528	2.72	14,326	2.01	28,857	1.30		
7,163	3.42	9,573	2.71	14,429	2.00	29,275	1.29		
7,189	3.41	9,619	2.70	14,532	1.99	29,706	1.28		
7,214	3.40	9,665	2.69	14,638	1.98	30,149	1.27		
7,240	3.39	9,712	2.68	14,745	1.97	30,606	1.26		
7,266	3.38	9,758	2.67	14,853	1.96	31,077	1.25		
7,292	3.37	9,806	2.66	14,963	1.95	31,563	1.24		
7,319	3.36	9,854	2.65	15,075	1.94	32,063	1.23		
7,345	3.35	9,902	2.64	15,188	1.93	32,581	1.22		
7,372	3.34	9,951	2.63	15,303	1.92	33,115	1.21		
7,399	3.33	10,000	2.62	15,420	1.91	33,667	1.20		
7,426	3.32	10,050	2.61	15,538	1.90	34,237	1.19		
7,454	3.31	10,100	2.60	15,659	1.89	34,828	1.18		
7,481	3.30	10,151	2.59	15,781	1.88	35,439	1.17		

Manufactured Building Area Size Adjustment Factors

Median Effective Area = 1100sf Fixed Site Cost Adjustment = 30%

Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.
100	4.00	158	2.79	224	2.17	371	1.59	1,065	1.01
101	3.98	159	2.78	226	2.16	375	1.58	1,100	1.00
102	3.95	160	2.76	228	2.15	379	1.57	1,138	0.99
103	3.91	161	2.75	229	2.14	384	1.56	1,179	0.98
104	3.88	162	2.74	231	2.13	388	1.55	1,222	0.97
105	3.85	163	2.73	232	2.12	393	1.54	1,269	0.96
106	3.82	164	2.71	234	2.11	398	1.53	1,320	0.95
107	3.79	165	2.70	236	2.10	402	1.52	1,375	0.94
108	3.76	166	2.69	237	2.09	407	1.51	1,435	0.93
109	3.74	167	2.68	239	2.08	412	1.50	1,500	0.92
110	3.71	168	2.67	241	2.07	418	1.49	1,571	0.91
111	3.68	169	2.65	243	2.06	423	1.48	1,650	0.90
112	3.65	170	2.64	244	2.05	429	1.47	1,737	0.89
113	3.63	171	2.63	246	2.04	434	1.46	1,833	0.88
114	3.60	172	2.62	248	2.03	440	1.45	1,941	0.87
115	3.58	173	2.61	250	2.02	446	1.44	2,063	0.86
116	3.55	174	2.60	252	2.01	452	1.43	2,200	0.85
117	3.53	175	2.59	254	2.00	458	1.42	2,357	0.84
118	3.50	176	2.58	256	1.99	465	1.41	2,538	0.83
119	3.48	177	2.56	258	1.98	471	1.40	2,750	0.82
120	3.46	178	2.55	260	1.97	478	1.39	3,000	0.81
121	3.43	179	2.54	262	1.96	485	1.38	3,300	0.80
122	3.41	180	2.53	264	1.95	493	1.37	3,667	0.79
123	3.39	181	2.52	266	1.94	500	1.36	4,125	0.78
124	3.37	182	2.51	268	1.93	508	1.35	4,714	0.77
125	3.35	183	2.50	270	1.92	516	1.34	5,500	0.76
126	3.32	184	2.49	273	1.91	524	1.33	6,600	0.75
127	3.30	185	2.48	275	1.90	532	1.32	8,250	0.74
128	3.28	186	2.47	277	1.89	541	1.31	11,000	0.73
129	3.26	187	2.46	280	1.88	550	1.30	16,500	0.72
130	3.24	189	2.45	282	1.87	559	1.29	33,000	0.71
131	3.22	190	2.44	284	1.86	569	1.28	100,000	0.70
132	3.20	191	2.43	287	1.85	579	1.27	200,000	0.7017
133	3.19	192	2.42	289	1.84	589	1.26	300,000	0.7011
134	3.17	193	2.41	292	1.83	600	1.25	400,000	0.7008
135	3.15	194	2.40	295	1.82	611	1.24	500,000	0.7007
136	3.13	195	2.39	297	1.81	623	1.23	600,000	0.7006
137	3.11	196	2.38	300	1.80	635	1.22	700,000	0.7005
138	3.09	198	2.37	303	1.79	647	1.21	800,000	0.7004
139	3.08	199	2.36	306	1.78	660	1.20	900,000	0.7004
140	3.06	200	2.35	308	1.77	673	1.19	1,000,000	0.7003
141	3.04	201	2.34	311	1.76	688	1.18		
142	3.03	202	2.33	314	1.75	702	1.17		
143	3.01	204	2.32	317	1.74	717	1.16		
144	2.99	205	2.31	320	1.73	733	1.15		
145	2.98	206	2.30	324	1.72	750	1.14		
146	2.96	208	2.29	327	1.71	767	1.13		
147	2.95	209	2.28	330	1.70	786	1.12		
148	2.93	210	2.27	333	1.69	805	1.11		
149	2.92	212	2.26	337	1.68	825	1.10		
150	2.90	213	2.25	340	1.67	846	1.09		
151	2.89	214	2.24	344	1.66	868	1.08		
152	2.87	216	2.23	347	1.65	892	1.07		
153	2.86	217	2.22	351	1.64	917	1.06		
154	2.84	219	2.21	355	1.63	943	1.05		
155	2.83	220	2.20	359	1.62	971	1.04		
156	2.82	221	2.19	363	1.61	1,000	1.03		
157	2.80	223	2.18	367	1.60	1,031	1.02		