APPRAISAL REPORT

AND

VALUATION ANALYSIS

PROPERTY

PARCEL 12-13

111-113 CONGRESS STREET

PORTSMOUTH, NEW HAMPSHIRE

PREPARED FOR

PORTSMOUTH HOUSING AUTHORITY

N.H. R-10 - VAUGHAN STREET PROJECT

PORTSMOUTH, NEW HAMPSHIRE

RALPH S. FOSTER AND SONS
REAL ESTATE APPRAISERS AND CONSULTANTS
FITCHBURG, MASSACHUSETTS

SUMMARY OF SALIENT FACTS

Parcel No. 12-13

City/Town Portsmouth, N.H.

Project No. Vaughan Street Project, N.H. R - 10

Owner Alice E. Sanford,

Address 111-113 Congress Street

Type of Property Commercial/apartments

OWNERSHIP DATA

Purchased (1) 4/9/26 (2) 4/9/26

Price $ (1) 1.00 (2) 1.00

IRS $ (1) None (2) None

Grantor (1) Mary Sanford (2) Thomas J. Sanford

Recorded Rockingham County Registry of Deeds Book (1) 787 (2) 787 Page (2) 156 (2) 155

Mortgagee Unknown

Mortgage $ Unknown

Five Year Sales History: None

Assessed Value:

Land -

Improvements $ -

Total $ 10,000

Tax Rate $ 55.50 per M

Current Taxes $ 555.00

Other Assessments None

Zoning Central Business

Highest and Best Use Present

Recent Improvements None

Structural Repairs Needed None

Easements or Restrictions Party wall agreement

Neighborhood Downtown commercial

Surrounded by Retail stores, offices, apartments

Date of Appraisal March 17, 1967

Estimate of Market Value $ 16,500

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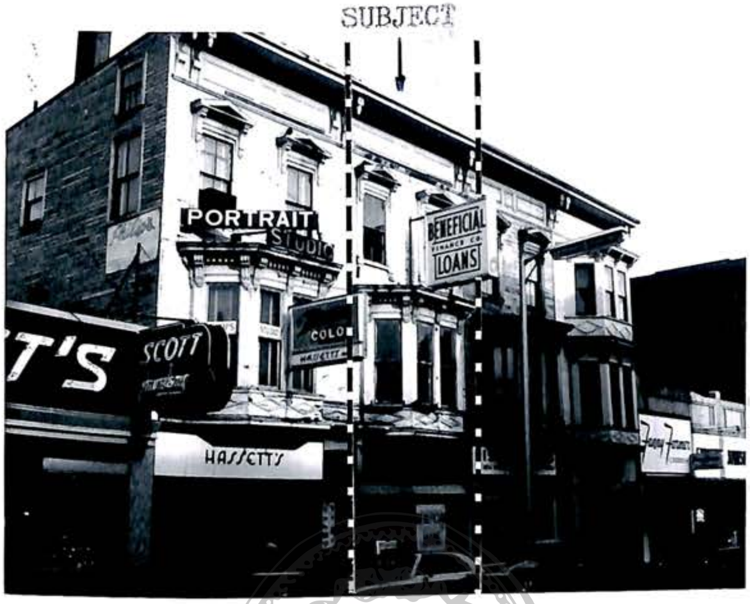
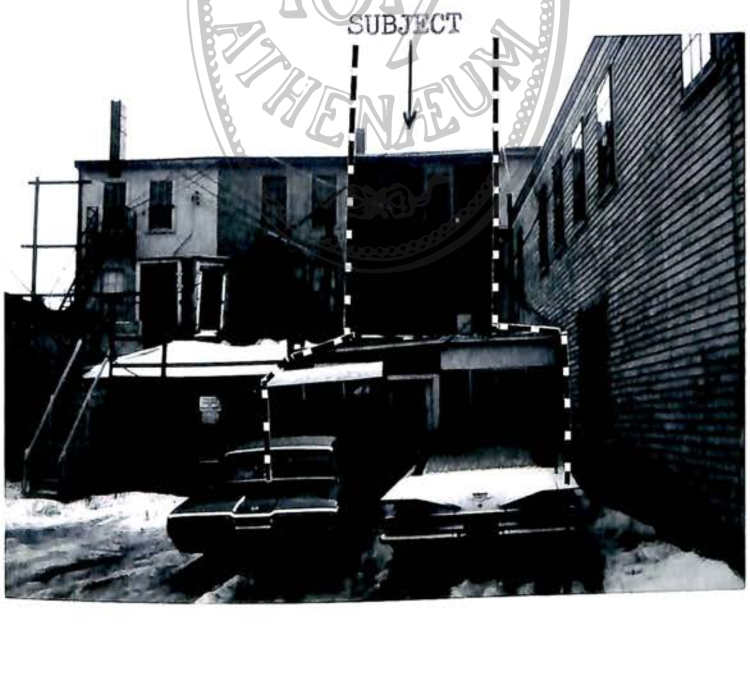
PARCEL 12-13

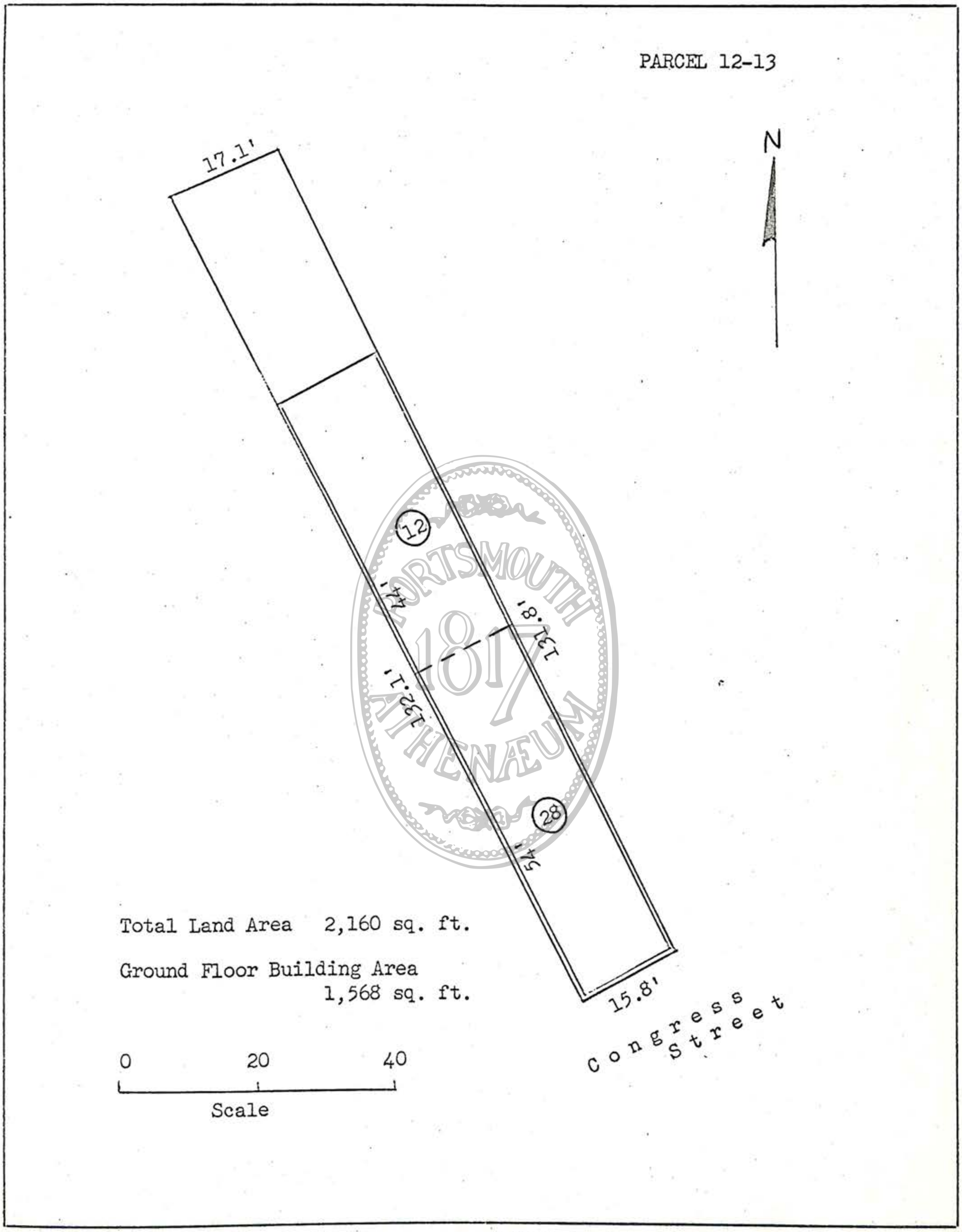


Front View



Rear View

PLOT PLAN



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AREA MAP SHOWING LOCATION OF SUBJECT

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SUMMARY DESCRIPTION

Subject property consists of a sloping lot containing 2,160 square feet, having a frontage of 15.8 feet on Congress Street. The land is improved with commercial/apartments.

The exterior of the building is wood clapboard and novelty siding. The windows are plateglass, metal and wood/double hung. The roof is tar and gravel.

The interior of the building is in good condition. There is a full concrete floor in the basement. The heat is oil steam and the plumbing is mixed. The wiring is BX, Romex, 220 volt with 60 ampere service. The floors are hardwood and softwood. The walls and ceilings are wood panel and plaster.

PROPERTY DESCRIPTION

Parcel No. 12-13

LAND

Frontage 15.8' Average Depth 132 ' Area 2,160 sq. ft.

Topography Sloping Street Grade Level

Utilities — Electricity x Telephone x Gas x Water x Sewer x

Landscaping None

IMPROVEMENTS

Type Commercial/apartments No. of Stories 2½ Age 75±

Ground Floor Area 1,568 sq. ft. Dimensions 17.1' x 98'

Exterior	Type/Material	Condition
Foundation	Brick and stone	Fair
Walls	Wood, clapboard and novelty siding	"
Windows	1st plateglass, metal, other wood/double hung	"
Storms/Screens	No	
Gutters/Leaders	No	
Roof	Shed, tar/gravel	"
Porches	No	
Dormers	No	

Interior		
Basement	Full, concrete floor	Good
Heat	Oil steam	"
Hot Water	Off Boiler	"
Plumbing	Mixed	"
Wiring	60/220 BX Romex	"
Rooms Each Floor	Store, 1st, 2nd-3, 3rd-3	1st good-others fair
Floors	Hardwood, asphalt/tile-1st, Softwood	"
Walls	Wood panel 1st front, plaster others	"
Ceilings	Wood panel 1st front, plaster others	"
Kitchen	Old style, white sink, no cabinets	"
Bathroom	1st-2-2piece, 3rd-3 piece old style	"
Fireplace	No	

Other Buildings None

Investment Property

Gross Annual Income $ Annual Expenses $

See Income Approach to Value

VALUATION ANALYSIS

SITE VALUATION

The estimated square foot value of land in this location ranges from $2.00 to $5.00 per square foot. (see Master Appraisal Data Report).

Subject property is a level rectangular lot containing 2,160 square feet of land with a frontage of 15.8 feet on Congress Street and an average depth of 132 feet more or less.

Subject is an inside lot and value per square foot is in the middle price range.

Based on the Comparable Land Sales in the Master Appraisal Data Report, the indicated market value of land in Parcel 12-13 by the Market Data Approach is $2.60 per square foot for 2,160 square feet or $5,616 rounded to

FIVE THOUSAND SIX HUNDRED DOLLARS ($5,600)

COST APPROACH TO VALUE

The Cost Approach to Value has not been used in this appraisal due to the advanced age of the buildings and the large adjustment required to estimate depreciation. Where there is an excessive amount of accrued depreciation requiring large adjustments, normally the Cost Approach to Value does not give an accurate indication of market value. (see explanation in the Master Appraisal Data Report).

INCOME APPROACH TO VALUE

Subject property consists of a retail store and one apartment. Based on rental analysis in Master Appraisal Data Report, the estimated rental value of the store is $200 monthly or $2,400 annually and the rental value of the apartment is $50 monthly or $600 annually.

The owner did not have sufficient expense data available so the expenses were estimated based on similar type properties. The tax expense is actual.

The vacancy and credit loss is estimated at 5% for this type property in a good commercial area.

Management at 5% is lower than the usual rate but is believed that a reliable person would manage this type of property for 5%.

The remaining economic life of subject is estimated to be 30 years with a depreciation rate of 3.3% which when added to the fair return of 7.5% gives a capitalization rate of 10.8%.

Based on the above, the indicated market value by the Income Approach to Value as of March 17, 1967 for Parcel 12-13 is $16,341 rounded to

SIXTEEN THOUSAND FIVE HUNDRED DOLLARS ($16,500)

INCOME APPROACH TO VALUE

Parcel 12-13

Gross Income			$ 3,000
Vacancy and/or Credit Loss 5 %			$ 150
Effective Gross Income			$ 2,850
Fixed Expense:			
Taxes		$ 555	
Water		50	
Insurance			
Fire		225	
Liability		Included	
Other			
Maintenance:			
Roof and Gutters		300	
Exterior			
Walks-Drives-Grounds			
Decorating and Floors			
Mechanical			
Miscellaneous			
Operating Expense:			
Janitorial			
Heat		Tenant	
Gas/Electricity			
Miscellaneous			
Optional Expense:			
Legal			
Accounting			
Management (5 %)		140	
Total Expenses		1,270	
Net Income after Expenses			$ 1,580
Less: Fair Return on Estimated Land Value $ 5,600 @ 7.5%			$ 420
Net Income Attributable to Improvements:			$ 1,160

Remaining Economic Life 30 yrs 3.3 % depreciation
Fair Return 7.5 %
Capitalization Rate 10.8 %

Net Income of $1,160 capitalized at 10.8 %	$ 10,741
Add Land Value	$ 5,600
ESTIMATED VALUE BY CAPITALIZATION APPROACH	$ 16,341

MARKET DATA APPROACH TO VALUE

The comparable sales used in this valuation are described in the Master Appraisal Data Report.

Three sales have been found which are comparable to subject property. These have been adjusted as follows:

Comparable Sale No. 55

An adjustment is necessary for an increase in value since the date of this sale.

Land Adjustments:
- Subject is in a better location

Structural Adjustments:
- Comparable has a greater building area
- Subject has a greater number of rental units

Comparable Sale No. 59

An adjustment is necessary for an increase in value since the date of this sale.

Land Adjustments:
- Subject is a level lot, comparable is a sloping lot
- Subject is in a better location

Structural Adjustments:
- Comparable has a greater building area
- Comparable has better visual appeal
- Subject has better heating
- Comparable is in better physical condition

Comparable Sale No. 60

Structural Adjustments:
- Comparable has better visual appeal
- Comparable is in better physical condition

Based on an analysis of these sales, the indicated market value for Parcel 12-13 by the Market Data Approach as of March 17, 1967 is

SIXTEEN THOUSAND DOLLARS (\$16,000)

MARKET DATA APPROACH TO VALUE

Parcel 12-13

COMPARATIVE SALES ANALYSIS — COMMERCIAL/INDUSTRIAL

	Sale #55	Sale #59	Sale # 60	Sale #
Sale Price per sq. ft. building	$10.00	$13.89	$15.83	
Date Sold	1965	1964	1966	
Value Increase/Decrease	+.15	+.25		
Land Adjustments:				
Area/building ratio	Similar	Similar	Similar	
Lot Characteristics	Similar	Sloping +.10	Similar	
Location	Poorer +.05	Poorer +.10	Similar	
Land Improvements	Similar	Similar	Similar	
Structural Adjustments:				
Usable Area	Greater -1.00	Greater -.90	Similar	
Number of Units	Fewer +1.00	Similar	Similar	
Visual Appeal	Similar	Better -1.90	Better -1.80	
Heating	Similar	Poorer +1.00	Similar	
Plumbing	Similar	Similar	Similar	
Electricity	Similar	Similar	Similar	
Utilities	Similar	Similar	Similar	
Elevator				
Sprinkler				
RR Siding				
Condition	Similar	Better -2.10	Better -3.70	
Net Adjustment +/—	+.20	-3.45	-5.50	
Indicated Value per sq. ft. building For Subject	$10.20	$10.44	$10.33	

Ground floor building area 1,568 sq. ft.

Indicated Market Value	$15,994	$16,370	$16,197

CORRELATION AND FINAL VALUE ESTIMATE

The estimated market value for Parcel 12-13 is:

By the Cost Approach	Not Applicable
By the Income Approach	$16,500
By the Market Data Approach	$16,000

The Cost Approach is not applicable and has not been used. (see explanation in the Master Appraisal Data Report).

The Income Approach to Value has been given the greatest weight. This type of property is usually bought for its income producing potential, therefore, this approach gives a good indication of market value.

The Market Data Approach to Value has been given secondary weight. Numerous sales were available giving an excellent indication of market value. Three of the most comparable have been selected with adjustments made to more accurately estimate the market value of subject property.

In our opinion, the estimated market value of Parcel 12-13 as of March 17, 1967 is

SIXTEEN THOUSAND FIVE HUNDRED DOLLARS ($16,500)

This appraisal report is prepared for use only in conjunction with the Master Appraisal Data Report dated March 17, 1967, prepared for the Portsmouth Housing Authority, Project N.H. R-10.

RALPH S. FOSTER & SONS
Appraisers - Consultants

Robert N Foster
Robert N. Foster

Clayton B. Cadwell Jr
Clayton B. Cadwell, Jr., S.R.A.