Avitar Associates of New England, Inc.

Municipal Services Company

GILSUM, NH

2019

CYCLICAL REVALUATION

April 1, 2019

Avitar Associates of New England, Inc.
150 Suncook Valley Highway • Chichester, NH 03258 • (603) 798-4419
www.avitarassociates.com

Index

Manual V3.15

INTRODUCTION

The purpose of this report is to document the guidelines, standards and procedures used in the recent town wide revaluation. The building cost data and the specific building and land information of each property, which is the foundation for this report and the valuation, were gathered and/or verified by the assessing staff of Avitar Associates of N.E., Inc., all qualified to do so and approved by the New Hampshire Department of Revenue, Property Appraisal Division. *See Section 1.C. Personnel & Qualifications*. Sources may include local builders and developers, as well as the use of cost manuals, such as the Marshall & Swift Manual.

We use a data collection form (DCF) to facilitate the listing and pricing of buildings which will insure uniformity and accuracy in the collection of data and use of the CAMA system, this information, once entered, is used to generate the "Property Record Card". *See Section 1.D. Data Collection.*

It should be kept in mind that nothing can replace common sense and experience. While this report is a guide to information about the revaluation and the resulting assessments, one needs to keep in mind that an assessment is an opinion of value based on information contained herein and the knowledge and experience of the assessor. This is simply a guideline.

An appraisal is an estimate of value at a point in time. Value is a moving target based on the actions of the market (buyers and sellers) and what they are willing to pay and accept for any individual property. As such, the assessment as of April 1st, (the assessment date for the State of New Hampshire), is not a fact, but rather an opinion of value based on all the local sales data and the social and economic forces observed in the community and represents a "reasonable" assessment that, while likely never matching another assessors opinion of value, should be reasonably close, assuming each opinion of value is factual and accurately established, generally meaning +/- about 10%.

There is no area of appraising where this judgement of value becomes more evident than in the valuation of land and its amenities, such as view, waterfront and neighborhood/location.

Land values are local. They cannot be compared to values of similar properties in other localities with any known accuracy. This suggests that the most valuable tool in arriving at a judgement of land value is going to be the local market. For any land valuation method to work, it must be based on the local market sales, as the social and economic values and condition of each community is different.

Adjustments for topography, shape and cost to develop vary greatly, as each property is unique. However, a review or comparison of these properties will show a relationship exists between the adjustment and severity of topography, shape and site development costs, based on the opinion of the revaluation supervisor and local sales data.

The contributory value of views, while based on sales data, also varies widely as do the views. The relationship with the added value based on sales having views, compared to other property in town with views is shown by the View Sample Pictures (*Section 10.*). This section assists in the application of adjustment for views, as well as shows consistency in the process. However, sales data never accounts for every variation of view or value adding feature or deduction, for that matter, that the job supervisor may come across in any given town. As such, experience and knowledge of the local sales must be used to assess these unique properties and make adjustments for the severity of the feature affecting value in his or her opinion and then consistently apply that condition.

Intended Use of Report

The intended use of the report is to be a tool for local assessing officials to understand how the assessments were developed. To help them feel comfortable that the values are well founded and equitable, as well as help in the future assessment of new homes and maintenance of property values.

It is not intended to make the reader an assessor, but rather help the reader understand the process. It is intended to document the facts, assumptions and data used for their review and use in understanding and explaining the revaluation process.

The use of this report is to present the foundation of the recent revaluation and the process and procedures used to develop the assessed values for all property in town.

Intended Users of Report

Intended users include, local assessing officials and real estate appraisers and other assessors.

It may also be used by the public on a more general level to understand the process, facts and methods used to estimate values.

What This Report is Not Intended to Do

It is not intended to answer all possible questions, but rather to document the revaluation in general terms and enable the local assessor to answer more detailed questions which may not be readily apparent to the average property owner.

SECTION 1

CERTIFICATION/CONTRACT & SCOPE OF WORK

A. CERTIFICATION

B. CONTRACT & SCOPE OF WORK

C. PERSONNEL & QUALIFICATIONS

D. DATA COLLECTION

SECTION 1

A. CERTIFICATION

CERTIFICATION

Dear Board Members:

This [illegible] Report is hereby provided to the Town of Gilsum for an effective date of [illegible] values of 4/1/2019.

Avitar appraised all taxable property (the "property") within the municipality according to NH [illegible] Section [illegible] (the "Report"). This Report is based on the assessment records as of the [illegible] and appraised all tax exempt and non taxable property within the municipality in the same manner as taxable property. Avitar used [illegible] as a benchmark for its mass [illegible] valuation process. When discussing the value of a leased fee estate or a leasehold estate, we mean: (1) the [illegible] value, if any, of the terms and conditions of the lease; and (2) the [illegible] value, if any, of the assemblage of the various parcels, divided interest or component parts of a property. The resulting [illegible] are my opinions of the [illegible] of the agreement, of the property's most probable market value based on [illegible] data analysis and my consultation with the opinions of other [illegible] as well as similar [illegible] spaces experienced elsewhere.

In my opinion, to the best of my knowledge and belief, the following:

- The statements of fact contained in this report are true and correct.
- The reported assumptions and limiting conditions are my impartial and unbiased professional analyses, opinions and conclusions.
- 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. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment and my compensation for performing this task are not contingent upon developing or reporting predetermined conclusions. My compensation was not based on the resulting assessment of any individual property.
- My analyses, opinions and conclusions were developed, and this report has been prepared in conformity with the NH State Law and Rules as of the date of the signed document, to the best of my knowledge.
- I have made a personal inspection of the property that is the subject of this report and Section 1.5, Scope of Work, lists the subject of this report and the members of my staff have inspected each building's interior and exterior.
- I certify that the total taxable value of the town is $[illegible].

Signature: _____ Date: _____

RESUME' OF SUPERVISOR OR SIGNOR

Chad Tremblay Roberge

Experience:

2014 – Present **Assessor Supervisor, Avitar Associates of NE, Inc., Chichester, NH**
Oversee subordinate staff, act as town assessor in numerous communities, ie, Kensington, Madbury, South Hampton, Effingham, Rollinsford, Chichester, Farmington, Madison, Weare and East Kingston aiding the town with their MS-1, yield tax, land use change tax, deed review, analyze sales properties and assist with the equalization process and defend property values before the BTLA and/or Superior Court. Work on town wide updates (sales survey, CAMA module calibration and testing, informal hearings, etc.) 2018 updates include Chichester, Kensington & South Hampton.

2013 – 2014 **Assessor, Avitar Associates of NE, Inc., Chichester, NH**

2009 – 2013 **Assistant Assessor, Avitar Associates of NE, Inc., Chichester, NH**
Collection of data, data processing, sales analysis and review and assisted in valuation updates in Litchfield, Auburn, Deerfield, Merrimack, South Hampton, Kensington and Thornton.

2005 - 2009 **Building Measurer & Lister, Avitar Associates of NE, Inc., Chichester, NH**
Collection of data for the purposes of property taxation, data processing, etc.

2000-2004 (Summers) **Building Measurer & Lister, Avitar Associates of NE, Inc., Chichester, NH**
Collection of data for the purposes of property taxation, data processing, etc.

Education: Roger Williams University, Bristol, RI
Biology & Chemistry - Minors in Anthropology & Sociology
IAAO Course 101 – Fundamentals of Real Property Appraisal
IAAO Course 102 – Income Approach to Value
IAAO Course 300 – Mass Appraisal of Property
IAAO Course 333 – Residential Modeling Building
IAAO Course 932 – Restructing Income/Expense Statements
NH State Statutes – Part II – 2010
NH State Statutes – Part I – 2012
15 Hours USPAP – 2012
State USPAP Update – 2018

Professional Designations & Affiliations:
NH Department of Revenue, Certified Property Assessor Supervisor
NHAAO, Member

NEW HAMPSHIRE DEPARTMENT OF REVENUE ADMINISTRATION

THIS CERTIFIES THAT

Chad Roberge

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, 2023

Given this day of January 10, 2019

Thomas P. Hughes, Assistant Director

SECTION 1

B. CONTRACT & SCOPE OF WORK

REVALUATION/UPDATE AGREEMENT

SUBJECT: Cyclical (properties previously measured and listed under separate contract – See 5 Year Assessors Agreement dated 1/9/15) Update of all taxable, tax exempt and non-taxable property for tax assessment purposes, in accordance with the standards set forth in the laws of the State of New Hampshire and Administrative Rules adopted by the Department of Revenue Administration (DRA) and the Assessing Standards Board (ASB), in effect at the time of execution.

Gilsum, NH, a municipal corporation organized and existing under the laws of the State of New Hampshire, hereinafter called the Municipality; and **Avitar Associates of NE, Inc**, a business organization existing under the laws of the State of New Hampshire and having a principal place of business at **150 Suncook Valley Highway, Chichester, NH 03258** hereinafter called the Company, hereby mutually agree as follows:

GENERAL PROVISIONS

1. IDENTIFICATION

1.1 Name of Municipality:	Town of Gilsum
1.2 Address of Municipality:	P.O. Box 67, 650 Route 10
	Gilsum, NH 03448
1.3 Contact Email:	robin03448@gmail.com
1.4 Contracting Officer for the Municipality:	Board of Selectmen
1.5 Telephone & Fax Numbers:	(603) 357-0320 Fax (603) 352-0845
1.6 Name of Company:	Avitar Associates of N.E., Inc.
1.7 Address of Company:	150 Suncook Valley Highway
	Chichester, NH 03258
1.8 Telephone & Fax Numbers:	(603) 798-4419 Fax (603) 798-4263
1.9 Name and Title of Company Signer:	Loren J. Martin, President of Assessing Operations
	or Gary J. Roberge, CEO
1.10 Contact Email:	loren@avitarassociates.com or gary@avitarassociates.com

2. GENERAL SERVICES TO BE PERFORMED BY THE COMPANY

2.1 Appraise all property.

2.1.1 To appraise all taxable property within the municipality in a good and workmanlike manner according to New Hampshire Revised Statutes 75:1.

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

2.1.3 The Company shall measure, list and verify all sales used as benchmarks for the update process, unless otherwise noted in the addendum section of this contract.

2.2 Completion of Work:

2.2.1 The company shall complete all work and deliver the same in final form to the Municipal Assessing Officials on or before 10/15/2019 with assessments as of 4/1/2019.

2.2.2 A penalty of $35.00 per day shall be paid by the Company for each day required for completion beyond the above stated completion date (5 days grace for the Company)

2.2.3 The reassessment shall be considered complete and in its final form only when informal reviews have been complete, value changes made as required and the figures are submitted to and accepted by the Municipal Assessing Officials. The Company shall provide the municipality with a full set of property record cards, the LBPAD secondary notes approval report which includes the sale verification manual and the CAMA Manual, if any exists.

2.3 Personnel.

2.3.1 The Company shall employ experienced and competent assessors who have been certified by the N.H. Department of Revenue Administration in accordance with RSA 500 rules and CAA 214-14-F for the level of work they will be performing. A list of personnel is attached to this contract outlining the level of certification.

2.3.2 The Company shall not compensate in any way a Municipal officer or employee in any manner for the loss of such officer or employee in the performance of any work under this contract.

2.3.3 Upon execution of this contract and before the appraisers actually begin, the Company shall forward to the N.H. Department of Revenue Administration a list of the approved employees assigned to the appropriate project.

2.3.4 The Company will ensure the LBPAD Certified Assessor Supervisor will be on the job 50% of the time.

2.3.5 The Company will ensure that there will be no assigning any part of this contract to anyone other than the Company without prior written permission by the Town.

2.4 Public Relations.

The Company and the Municipality, during the progress of the work, shall use their best efforts and that of their employees to provide full cooperation and available services with the taxpayers. All publicity and news releases will be cleared with the Municipal Assessing Officials. The Company, upon request of the Municipality, will make available speakers to acquaint property owners with the nature and purpose of the project at a public forum scheduled by the Municipality, for not more than 4 times during the course of the project.

2.5 Confidentiality.

2.5.1 The Company agrees to not disclose to anyone except the Municipal Assessing Officials and the Commissioner of the N.H. Department of Revenue Administration or their respective designee, any preliminary values or new values discovered, for any purpose or to permit anyone to use or peruse any of the data on file in connection with the update, until the values have been submitted to the Municipal Assessing Officials and are made public.

2.5.2 The Company agrees to furnish the New Hampshire Department of Revenue Administration staff member assigned to monitor the update reasonable requests for information made in writing.

2.6 Compensation and Terms.

The Municipality in consideration of the services hereunder to be performed by the Company agrees to pay to the Company the sum of **$19,800** dollars, in manner and form as follows:

2.6.1 Payment shall be made in equal monthly installments of **$1,650** per month as the work progresses.

2.6.2 Monthly progress reports will be submitted by the Company detailing the work that has been completed to date.

3. DETAIL SERVICES TO BE PERFORMED BY THE COMPANY

3.1 Development of Unit Costs:

3.1.1 The Company may use Marshall & Swift Cost Manual as a basis to develop the costs of residential, commercial and industrial construction in the area and then modify those costs by local sales, material costs and prevailing wage rates in the building trades. These shall include architects and engineer's fees, and contractor's overhead and profits. Oftentimes, the existing CAMA model and established cost tables are the starting point. Before using any indicated costs, the Company shall make tests using costs against actual sales of buildings whose actual current costs are known, in order to ensure accuracy.

3.1.2 Residential Property Appraisal Schedules. The Company shall use unit cost as the basis of appraisal of residential properties. Schedules shall consist of unit base prices upon definite specifications for houses of various types and quality of construction and reflect the building customs and practices in the community. The schedules shall include adjustment for story height, square foot size and extra features, such as barns, garages, pools, fireplaces, etc. and are found in the USPAP compliant mass appraisal report Section "Final Valuation Cost Tables".

3.2 Collection of Property Data – The following only applies to sale properties, as all other properties were visited as part of the cyclical measure and list under separate contract – See 5 Year Assessors Agreement dated 1/9/15

3.2.1 All 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.

3.2.2 Every principal building(s), 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;

[illegible] story height, number of bathrooms, number of bedrooms, number of fireplaces, [illegible], or features that might affect market value. (All improvements to the property will be assessed but not necessarily listed, i.e. sheds, decks, garage, etc.)

3.2.3 The Company shall make an attempt to inspect the property and if the attempt is unsuccessful, the Company may:

(a) Leave a mail inspection at the property advising the taxpayer that they will receive a letter in the future to call and schedule an interior inspection; and;

(b) Send a letter to the property owner requesting that the property owner call the Contractor's designee, within a stated time frame as agreed upon by the Municipal Assessing Officials and the Company, to arrange for an interior inspection.

3.2.4 If the Company is not able to arrange for an interior inspection or access to a building or parcel of land cannot be obtained as detailed in Section 3.2.3 above, the Company shall:

(a) Estimate the value of the improvements using the best evidence available; and

(b) Annotate the property inspection [illegible]

3.2.5 The Company shall complete exterior inspection of all properties except:

(a) Vacant or unoccupied structures.

(b) When multiple attempts for inspection have been made without success and the owner or occupant has not responded to the Company's notifications.

(c) Where postings prevent access;

(d) Unsafe structures;

(e) When the owner has refused access to the Company;

(f) When inhabitants appear impaired, dangerous or threatening; and,

(g) Any other reason for which the Municipal Assessing Officials agree that the property is inaccessible.

3.2.6 Commercial and Industrial property, whether rented or not, may have its earnings or estimated earnings capitalized as another means of developing the properties market value.

3.2.7 The Company shall provide to Municipality a complete copy of the field data collection audit.

3.3 Market Analysis:

3.3.1 A IAAO Certified Property Assessor Assistant, under the guidance of a IAAO Certified Property Assessor or Supervisor may validate sales data. A IAAO Certified Property Assessor Supervisor shall prepare the full market analysis

3.3.2 In order to ensure that appraisals will reflect full and true value, the Municipality shall provide to the Company a copy of all property transfers for a period not to exceed two (2) years immediately preceding the effective date of the update.

3.3.3 A market analysis shall be conducted using accepted appraisal methods in order to determine land, building and total property values. Such accepted methodology shall include the consideration of all sales given by the municipality to the Company and their inclusion in the sales section of the UPSAP compliant mass appraisal report with appropriate notations for those sales not used in the correlation of values.

3.3.4 All qualified property sales shall be included in the USPAP compliant mass appraisal report by photocopy or printout of the property assessment record card and a photograph of the principal buildings shall be attached thereto. A list of all unqualified sales will also be provided.

3.3.5 The sales price and terms of the sale shall be verified by the Company and a notation as to qualified or unqualified transaction with unqualified sales noted as to reason made on the property assessment record card along with the sale price, date of the sale, and date of inspection.

3.3.6 Land values shall be determined from land only sales whenever possible, however, in the absence of an adequate number of land sales, the appraiser may use the land residual technique to assist him in the determination of land values. The analysis shall show the sale price, adjustments made and final value as of the effective date of the update.

3.3.7 The indicated land values shall be shown as, but not limited to, front foot, square foot, front acre or rear acre units or other appropriate units of comparison.

3.3.8 The preliminary market analysis showing the sales used and the analysis to indicate property values, including front foot, square foot or front acre, rear acre unit values, or other appropriate units of comparison or a summary thereof will be provided to the Municipal Assessing Officials prior to the notification to taxpayers of preliminary values. All preliminary analysis, field cards, reports, etc. are work products and are the property of the Company and not provided to taxpayers. Final market analysis will be printed and provided to the Municipal Assessing Officials as part of the USPAP compliant mass appraisal report.

3.4 Value Notification & Informal Reviews.

3.4.1 The Company shall provide the Municipal Assessing Officials with a list of newly established values for review and a sample notice that specifies the dates to call for scheduling an informal hearing.

3.4.2 The Company shall mail, first class, to all property owners a notice of the newly estimated value of the property. Such notice shall also contain <u>instructions for online access for 30 days</u> for their ease in review and comparing assessments

and an indication of where else this information is available, ie, the Library, Town Hall, etc. for review. The notice shall also contain the date, time and location of the informal review process including instructions on obtaining an informal review.

3.4.3 The informal review process shall include a 3 day window for property owners to call and schedule an appointment which will occur at a later date. The informal review process may be monitored by the Municipal Assessing Officials or their designee. The Company shall ensure that an informal review of the newly estimated property values is provided to all property owners who request such review during the timeframe allowed for setting up appointments.

3.4.4 The Company shall notify all property owners addressed during the informal reviews of the disposition of their review stating whether or not a change in value has resulted and the amount thereof and will contain information regarding the abatement/appeal process.

3.5 Manual of Appraisal:

3.5.1 Final Appraisal Report. This report shall comply with the most recent edition of Uniform Standards of Appraisal Practice (USPAP). The report shall contain the following sections:

1. A Letter of Transmittal.
2. A Certification Statement.
3. A section including the contracted Scope of Work.
4. A section detailing sales, income, and cost approaches to value including all valuation premises.
5. A section including all tables pertinent to the valuation process along with all CAMA codes and adjustments used for the valuation of residential, commercial, industrial, manufactured housing and exempt properties.
6. A section including statistical analysis and testing.
7. A neighborhood/sales map.
8. A section detailing all CAMA system codes/tables.
9. A section detailing the data collection process.

The Company shall instruct the Municipal Assessing Officials or their designee in the use of the manual so that they will have an understanding of the appraisal process being utilized. Upon completion of the revaluation/update, the Company shall deliver one electronic copy and one hard copy of the report to the Municipal Assessing Officials and one copy to the DRA.

3.6 Property Record Cards:

3.6.1 The Company shall prepare property record cards 8-1/2 x 11 inches for each separate parcel of property in the municipality. Sales information is detailed on the front of the card to the right of owner information and includes grantor, date of sale, and consideration amount, qualification code and indicator of whether improved (I) or vacant (V).

3.6.2 The cards shall be arranged based on the Town's CAMA system design, as to show the owner's name, street number, or other designation of the property and

the mailing address of the owner, together with the necessary information for determining land value, the number of acres of the parcel, the land classification, any adjustments made to the land values and the value of the improvements to the land.

3.6.3 The card shall be so arranged as to show descriptive information of the buildings, pricing detail, depreciation allowed for physical, functional and economic factors and an outline sketch of all principal buildings in the parcel. The property record cards shall be provided in map, lot and sublot sequence and will detail the base valuation year and the print date of the property record card.

3.6.4 Any coding used by the Company on the property record card will be clearly explained elsewhere on the card or in the USPAP compliant mass appraisal report.

3.6.5 The initial's of the Company's employee who measured and/or listed the property shall be noted on each property record card, along with 3rd and 4th characters that describe the reason for the visit and what was done, ie, M=measured, L=measured & listed. A detailed explanation of these codes is outlined in the USPAP compliant mass appraisal report.

4. APPEAL - PROCEDURE NOTIFICATION.

If any property owner believes their assessment is unfair and wishes to appeal for abatement, they **SHALL FIRST APPEAL TO THE LOCAL ASSESSING OFFICIALS** in writing, by March 1, in accordance with RSA 76:16. Forms for this purpose may be obtained from the local Assessing Officials. The **MUNICIPALITY** has until July 1 following notice of tax to grant or deny the abatement. If the property owner is dissatisfied with the decision of the local assessing authority, or the taxpayer does not receive a decision, the taxpayer may exercise **ONE** of the following options:

OPTION NUMBER 1

The taxpayer may **APPEAL TO THE BOARD OF TAX AND LAND APPEALS, 107 PLEASANT STREET, CONCORD, NEW HAMPSHIRE** 03301, in writing, after receiving the **MUNICIPALITY'S** decision or after July 1 and no later than September 1 after the date of the notice of tax, with a payment of an application fee as set by the Board (RSA76:16a)

OPTION NUMBER 2

The taxpayer may **APPEAL BY PETITION TO THE SUPERIOR COURT IN THE COUNTY IN WHICH THE PROPERTY IS LOCATED** on or before September 1 following the date of notice of tax. (RSA 76:17)

NOTE: An appeal to the State Board of Tax and Land Appeals shall be deemed a waiver of any right to petition the Superior Court (RSA 71-B:11)

5. HOW THE COMPANY VALUES PROPERTY

5.1 Replacement cost shall be computed using the tables described in section 3.1. These values shall then be depreciated according to age, condition, utility and desirability and the appropriate amount of physical, functional and economic depreciation shall

be shown on each property record card, or shown as a composite adjustment based on condition, utility and desirability.

5.3 If the residential property is rental property or contains four or more apartment units or multiple stores and if the rental charges are at market level, the cap rate may be combined to establish a base of cap capitalization to be used as a comparison to other property indications of value.

5.3 Before the final values are estimated, a DRA Certified Property Assessor Supervisor shall compare the preliminary values with the sales utilized in the sales survey to ensure all values follow the market and shall sign off on the year of the revaluation.

5.4 When computations of the data obtained from the inventory have been completed a final review shall be made by a DRA Certified Property Assessor Supervisor period by period, block by block, to identify and correct any mechanical errors, omissions or anything affecting the final value and to ensure all properties are valued at their highest and best use.

6. CONDUCT VALUATION OF PUBLIC UTILITY PROPERTY

6.1 Utility property will be valued by Avitar considering the three approaches to value like any other property in town, where applicable. We will first consider the cost approach (RCNLD), then the income approach, if applicable and if data exists. Then the market value approach (sales and listings), will be used where state level sales exist, but are not given out by state or federal agencies and lastly, the NH DRA value stations, or any combination we feel appropriate unless directed otherwise by the town in writing.

7. ABATEMENT & TAX APPEALS

The company agrees to furnish the services of a qualified representative to support the values established for the abatement tax year upon local abatement appeal upon A written request and at no fee provided. Appeals to the N.H. Board of Tax and Land Appeals or Superior Court, in all cases where the appeal has not resolved within the time prescribed by law will be at the use fee rate of $85/hour. "Any legal fees incurred are the sole responsibility of the town." In the case of an appeal upon Public Utility property that has been appraised by the Company, the rate is $125/hour, the services of an expert may be required and the charge shall be $2,500 per day plus expenses. The Company shall continue to be responsible for providing a qualified representative to support the established value seen if the Municipal Assessing Officials have no input on value as part of the proceedings defined in RSA 75.16. However, if the Municipal Assessing Officials increase any value established by the Company, they forfeit their right to Company representation.

8. SERVICES TO BE PERFORMED BY THE MUNICIPALITY/CITY

8.1 The Municipality shall notify the Company, in writing, what property is exempt from taxation or for any reason dangerous or unsafe, so special arrangements can be made.

8.2 **Office Space and Equipment.**
The Municipality shall provide suitable office space with desks, tables, telephone access and chairs for the use of the agents and employees of the Company in performing their necessary work, if requested.

8.3 **Records and Maps.**
The Municipality shall furnish to the Company information pertaining to ownership of all property in the Municipality, the physical location of all property, including two sets of up-to-date tax maps, zoning maps, charts, plans and sales information which may be requested by the Company in performing its work under this contract. If updated tax maps are not provided (consistent with the April 1st assessing records), then an additional fee may be charged. Maps must show lot size and road frontages. If lot size and road frontage is not on the maps, it must be provided by the town with the maps. Building permits, along with plans for any subdivisions, lot line adjustments, mergers, etc. shall be provided.

8.4 **Sales Information.**
The Municipality shall keep the Company informed of all sales of property taking place during the progress of the update of which it has knowledge, shall make corrections on municipal maps as of April 1 of the update year where lots have been subdivided, merged or apportioned , and notify the company of all ownership, name and address changes.

9. INDEMNIFICATION AND INSURANCE

9.1 The Company agrees to indemnify the Municipality against claims for bodily injury, death and property damage which arises through the company's actions in the course of the Company's performance of the agreement.

9.2 The Company 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 the Company's reasonable control.

9.3 The Company shall maintain Public Liability Insurance, Automobile Liability Insurance and Workmen's Compensation Insurance.

9.3.1 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 occurrence for bodily injury liability, and $1,000,000 each occurrence for property damage liability.

9.3.2 The Automobile Liability Insurance shall be in the form of comprehensive automobile liability and shall provide limits of $1,000,000 each occurrence for bodily injury liability. A copy of the insurance certificate shall be forwarded to the Department of Revenue Administration before starting any work.

9.4 The Company shall maintain certificates of insurance on record with the Department of Revenue before starting the revaluation continuing the required insurance coverage and providing that the state shall receive ten (10) days written notice of any cancellation or material change in the required insurance coverage.

10. PERFORMANCE BOND

The Company, before starting any update/revaluation work, shall deliver to the Municipality an executed bond or irrevocable letter of credit in the principal sum of the amount to be paid by the Municipality to the Company, if required, as security for the faithful and satisfactory performance of this contract and shall not begin work until the values are submitted to and implemented by the chief elected official or chief appointed official of the Municipality, shall be recorded in the Department of Revenue Administration before starting any work. Any cost for bond or letter of credit, if requested, is in addition to the cost of the contract as specified in Section 2.5 and detailed in the "Assessment Execution" section found on page ...

11. PROJECT SIZE

It is agreed between the parties that the entire project consists of an estimated 680 tracts as defined by RSA 75:9, and that in the event that the number shown varies 10% of said estimate, the Company shall be entitled to additional compensation based on $55 per tract over. In the event of including public utility parcels as defined in MS-1 report, the additional cost is $2.500 per utility property.

12. ADDENDUMS AND APPENDIXES

- **If changes in the law (that occur after signing of the contract) affect the deliverables as noted in this contract, additional fees may be assessed to cover the cost to comply and produce newly required deliverables. This will be communicated in writing to the municipality as soon as it becomes known.**
- **No measuring & listing except sale properties.**

Agreement Execution

Contract Total $19,800 ***Total Number of Parcels 610***

In the presence of:

Robin L. Cantara
Witness

Municipality of: Gilsum, N.H.

By: _____

_____

_____

Board of Selectmen

Date: 10/15/18

In the presence of:

Sherry J Chase
Witness

Company: Avitar Associates of N.E., Inc.

By: _____

Loren J. Martin, President of Assessing Operations or Gary J. Roberge, CEO

Date: 10-17-18

Bond Required by Town Please Check One & Sign Below: Yes ☐ No ☑
Additional Cost of $800
New Total, If Bond Required $20,600

Robin L. Cantara
Witness

By: _____

_____

_____

Gilsum Board of Selectmen

Date: 10/15/18

AVITAR PERSONNEL THAT MAY WORK ON THE PROJECT

ID	EMPLOYEE	AVITAR POSITION	MDDRA CERTIFICATION
GR	Greg J Roberge	CEO, Sr Assessor	Certified Property Assessor Supervisor
JM	Jaren J Martin	President, Sr Assessor	Certified Property Assessor Supervisor
DW	Dave Wardwell	Assessor/Supervisor	Certified Property Assessor Supervisor
MS	Mark Stetson	Assessor/Supervisor	Certified Property Assessor Supervisor
CR	Chad Roberge	Assessor/Supervisor	Certified Property Assessor Supervisor
RR	Ryan Roberge	Assessor	Certified Property Assessor
JB	Jonathan Bilodeau	Assessor	Certified Property Assessor
KC	Kerry Connor	Assessor	Certified Property Assessor
DM	Dan Martin	Assessor Assistant	Certified Property Assessor Assistant
JD	Jason Dumais	Assessor Assistant	Certified Property Assessor Assistant
KC	Keith Collins	Building Data Collector	Certified Building Measurer & Taker

SECTION 1

C. PERSONNEL & QUALIFICATIONS

PERSONNEL WHO CONTRIBUTED TO THIS PROJECT

ID	EMPLOYEE	AVITAR POSITION	NH DRA CERTIFICATION
GR	Gary J Roberge	CEO, Sr Assessor	Certified Property Assessor Supervisor
LM	Loren J Martin	President, Sr Assessor	Certified Property Assessor Supervisor
CR	Chad Roberge	Assessor/Supervisor	Certified Property Assessor Supervisor
DM	Dan Martin	Assessor Assistant	Certified Property Assessor Assistant
KC	Keith Colburn	Building Data Collector	Certified Building Measurer & Lister
ZB	Zachary Brennan	Building Data Collector	Certified Building Measurer & Lister

DRA certification can be verified online at the State of NH DRA website at www.nh.gov/revenue as the Department of Revenue approve and certify all assessing personnel in the state.

SECTION 1

D. DATA COLLECTION

I. Introduction to Data Collection – Data Collection was limited to sale properties & commercial and industrial properties classified for use in Mass Income Model

The task of the Measurer and Lister or Data Collector, as we refer to them, is to collect data pertaining to:

Square footage
Exterior and interior characteristics
Overall quality and condition of all building and land

Data Collectors are extremely important and are an integral part of the revaluation process. The data collected by the Measurer and Lister is used to establish the fair market value of properties for ad valorem taxation. Therefore, it is critical that such data be collected accurately and consistently to the best of their ability. The degree of accuracy obtained will directly reflect the overall quality of the individual appraisal, as well as the entire town wide revaluation.

In many instances, it is only the Data Collector whom the homeowner meets. Their ability to be courteous and professional lends credibility to the entire job. Conversely, a nonprofessional and discourteous attitude will create a very negative atmosphere throughout the town and promote distrust, as such, it is not tolerated.

Our staff is well trained, most with numerous years of experience. They are trained to measure and list all physical information, as well as note abnormalities in building or land condition for the Appraisal Supervisor's use on final review. Not all items noted or measured will directly impact value, but are noted for consistency and accuracy. A picture of the building, waterfront or view may be taken at this time to be attached to the assessment record card.

All personnel carry Company ID badges and their vehicles are marked with signs "Municipal Assessor". The Town Hall staff and/or the Police Department are notified of all staff working in the town and maintain the identity of and vehicle registrations for each employee.

DATA COLLECTION FORM SAMPLE, (DCF)

DATA COLLECTION FIELD DOCUMENT

MAP:	LOT:	SUBLOT:	CARD # OF

OWNER

PROP LOC # | STREET

LISTING HISTORY

DATE	INITIAL	NOTES

DATE	GRANTOR	SALE PRICE	NOTES

NOTES

WORK IN PROGRESS - NOT OFFICIAL DOCUMENT

EXTRA FEATURES

FEATURE (10 PER CARD)	LENGTH	WIDTH	UNITS	COND	NOTES/ID
1)					
2)					
3)					
4)					
5)					
6)					
7)					
8)					
9)					
10)					

LAND INFORMATION

ZONE	LAND USE	NEIGHBORHOOD

LAND USE	ZONE	SIZE	UNITS	NC	TOPO	COND	REC	NOTES

VIEW	SUBJECT	WIDTH	DEPTH	DIST

TOTAL ACRES		SITE:	DW:	ROAD:

Rev 12/16

MODEL/STYLE					
ROOF STYLE		EXT WALLS CONT		STORY HEIGHT	
FLAT		MINIMUM		1.00 1.50 1.75 2.00	
GABLE/HIP		NOVELTY		2.50 2.75 3.00 3.50	
GAMBREL		PREFB WD PNL		3.75 4.00 SPLIT LVL	
IRREGULAR		PREFIN MTL			
MANSARD		STN ON MASN		BEDROOMS	#
SALT BOX		VINYL SIDING		BATHROOMS	
SHED		WD SHINGLE		BTH FIXTURES	
WOOD TRUSS		INTERIOR WALLS		EXTRA KIT	
		AVG FOR USE		FIREPLACE(S)	
ROOF COVER		DRYWALL		AC %	
ASBESTOS		MINIMUM		GENERATOR	
ASPHALT		PLASTERED		QUALITY EST	
CLAY/TILE		PLYWD PANEL		B4-AVG -40	
CORR COMP		WALL BOARD		B3-AVG -30	
HI QUAL COMP		WOOD/LOG		B2-AVG -20	
METAL/TIN		FLOORING		B1-AVG -10	
PREFAB MTLS		CARPET		A0-AVG	
ROLLED/COMP		CONCRETE		A1-AVG +10	
RUBBER MEM		HARD TILE		A2-AVG +20	
SLATE		HARDWOOD		A3-AVG +30	
STANDING SEAM		LINO/VINYL		A4-EXC	
TAR/GRAVEL		MIN PLYWD		A5-EXC +10	
WD SHINGLE		PARQUET		A6-EXC +20	
		LAMINATE		A7-EXC +40	
		PINE/SOFT WD		A8-EXC +60	
EXT WALLS		HEAT FUEL		A9-LUXURIOUS	
ABOVE AVG		ELECTRIC		AA-SPECIAL USE	
ALUM SIDING		GAS		CML WALLFRM/HEIGHT	
ASBEST SHNGL		OIL		MASONRY	
ASPHALT		SOLAR		REIN-CONCRETE	
AVERAGE		WOOD/COAL		SPECIAL	
BELOW AVG				STEEL	
BOARD/BATTEN		HEAT TYPE		WOOD	
BRK ON MASNRY		CONVECTION		YEAR BUILT	
BRK VENEER		FA DUCTED		AGE CONDITION EST	
CB STUCCO		FA NO DUCTED		A E F G P VP VG	
CEDAR/REDWD		HEAT PUMP		BLDG DEPRECIATION	
CEMENT CLPBR		HOT WATER		PHYSICAL	
CLAPBOARD		NONE		FUNCTION	
CONC OR BLK		RAD ELEC		ECONOMIC	
DÉCOR BLK		RAD WTR		TEMPORARY	
GLASS/THERMO		STEAM			
LOGS				BASE RATE CODE	
MASONITE					

II. Data Collection Form = DCF

The DCF document is a form onto which all information about the parcel is written. Each designated lot on a tax map should have a corresponding DCF. If a DCF is lacking for a lot, one is created.

Map - Lot - Sublot: Owner - Location - City - State

This information is important and serves to identify the lot, location and corresponding owner. This information is supplied by the town, generally in the form of computerized labels which are transferred to the DCF. When in the field, it is very important to determine if the information written on the label is accurate. If there are any discrepancies, it is noted on the DCF. Mapping and ownership problems must be identified and it is the town's responsibility to resolve these discrepancies. If information is missing, accurate information is obtained so that the label is complete.

In addition to map and owner information, a special code or account number may occasionally be found on the label and is used by the town. Original DCF's should not be destroyed. If a new one is needed, it is stapled behind the original. This will eliminate the possibility of errors being made when copying the label information onto the new DCF.

Date - Book - Page - Grantor - Q/U - Code - Sale Price

This section is used to describe recent sale information when available. When it exists, it is verified and noted on the DCF with a code of "VBO" meaning Verified by Owner. If no sales exist, we question the homeowner as to how long they have owned the property, if less than three years, sales information is obtained from the owner.

During our introduction to the property owner, we include the following or something similar:

> Approximately when was the home built and how long have you owned it?
>
> If they are new owners (within the past three years), we request and write down the date of the purchase, from whom the home was purchased, and whether or not other items were included in the sale such as boats, furniture, beach rights, if near water, etc. and if changes were made to the property after the sale which are noted appropriately.

ARMS LENGTH SALE = Willing seller and willing buyer, both of whom are knowledgeable concerning all the uses of the property and having no previous relation and neither are under any undo duress.

It is indicated on the DCF if any information relative to the sale or other circumstances causing the selling price to be abnormally high or low is known.

It should be noted that some property owners may be reluctant to offer information regarding their purchase, as such; it is not always noted on the DCF.

History

This section is for the date, the assessor's initials, the reason they were there and the action taken. Listed below are codes of various actions. Characters one & two are the initials of assessor/lister, three is why they were there and four is the action taken.

ie: "04/04/2007 JDVL" indicates that Jane Doe visited the property on April 4, 2007 for the update and measured and listed the property.

Third Character/Why	Fourth Character/Action
A = Abatement/Appeal	E = Estimate
C = Callback	L = Measure & Listed or just listed after a previous measure/or used on vacant property to prevent a future unnecessary list letter.
H = Hearing	
P = New Construction/Pickup	M = Measure Only
S = Subdivision	R = Reviewed
T = Town/Taxpayer Request	X = Refusal with notes
U = Update	
V = Verification Process	*Used with 3rd Character H only*
	C = Change used w/Hearing Only
	N = No Change used w/Hearing Only

INSP - System Applies to Properties Selected for Data Verification in either the Random Select Process or Block Formation Process.

DNSA – Did not show for appointment.

ACTIONS

E = ESTIMATED - Interior characteristics are estimated when entry is not possible, either now or in the future. Some common reasons for estimating interiors are:

- Attempted to obtain a list at two different times and no one has been present.
- Homeowner has refused to allow interior inspection or to give the information about the interior that was requested or information given was questionable.
- Abandoned buildings.
- Posted properties.

L = LISTED - A person (not necessarily a homeowner) was asked questions about the property, and a walk through of the entire dwelling was made. If the owner refuses to help, by not allowing an interior tour or requesting us to leave the property, all such information is clearly noted on the DCF.

M = MEASURED only.

R = REVIEWED - Generally there for an abatement, appeal, or comparable research and review of property information, refers to exterior review only.

X = REFUSED - Homeowner or person talked to at the property has refused to:

- Allow the building to be measured.
- Allow a walk-through of the home.
- Or, requested to leave the property.

It should be noted that these codes apply only to property visits performed as part of this update.

LISTING THE PROPERTY

Commercial & Industrial (C/I) Properties

If the Mass Income Approach to value is employed, each C/I property must be visited to determine the appropriate category the property fits in, (ie., retail, offices, apartment, etc.). Because this process is subjective, the Supervisor is the control and determines how each property compares to the average in that category of properties. Each property must further be defined within the category to determine its building and location modifiers (average, good, poor, etc). Properties are rated relative to their category of property. For example, a good location for a retail business may not be a good location for an apartment or vice versa and the Supervisor must compare each C/I property to the average for that category of property and determine if the property reviewed is better or worse than the average.

LISTING THE PROPERTY

Building Site & Land Topography Description

Undeveloped/Wooded	A tract of land that is not improved with water, septic (or sewer) or electric.
Undeveloped/Cleared	Same as undeveloped wooded, but an area that could be a house site is cleared of trees or is a field.
Natural	Often found on seasonal/camp style properties and at times, on some year round homes. Typically, have little to no landscape features.
Fair	Normally lacks lawn area and due to limited site conditions like topography, may have undesirable site, normally below average lacking landscape.
Average	Typical landscaping features consisting of lawn area and some typical ornamental features such as, trees or shrubbery or minor garden/flower beds.
Good	Typically consists of nice lawn area, desirable ornamental features such as trees, shrubbery or garden/flower beds or minor amounts of stonewalls or walkways.
V. Good	Typically nice landscaped lawn and ornamental shrubbery professionally designed or a non-professional well designed layout, with some or all of the above.
Excellent	More expansive or manicured lawn areas and ornamental shrubs and trees or contain stonewalls or stone walkways or pond areas in a generally well laid out professional looking design.
Best	Extensive manicured lawn areas which include a combination of extensive trees/shrubs, well laid out gardens/flower beds and stonewalls and/or stone walls and/or pond areas in a well designed professional looking landscape.

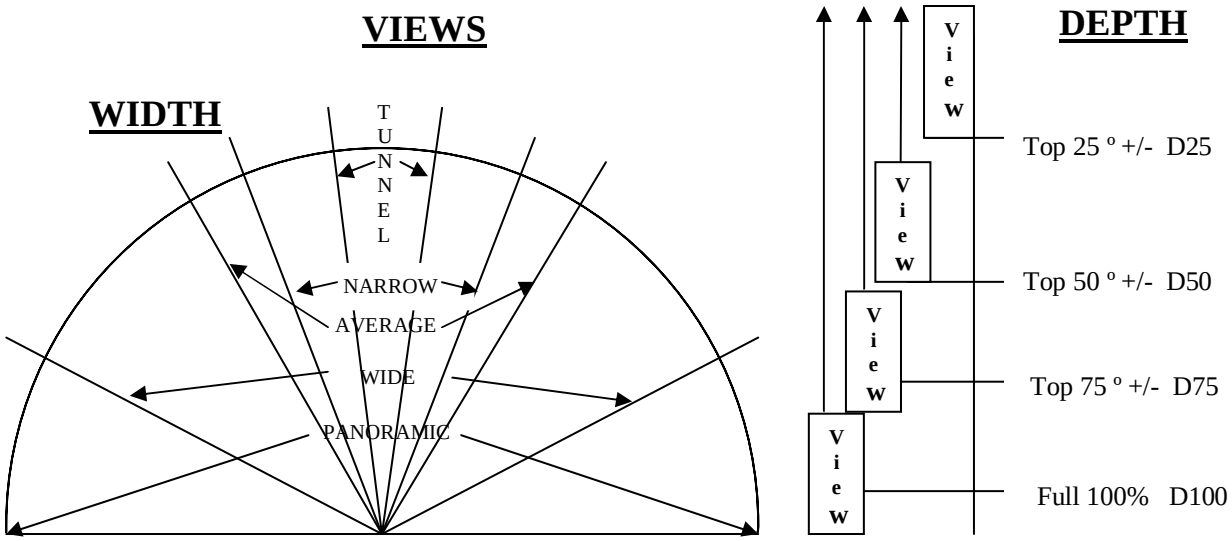
Topography

Level	Flat, no hills, little to no ups or downs.
Mild	Mostly level topography with minor slopes and/or very gentle rolling topography.
Rolling	Typically rolling terrain with ups and downs or terraced areas or minor grade changes.
Moderate	Can have level areas, but predominately sloping topography which can be typically overcome by development, but costs are typically higher. Slopes can be readily walked and most people typically could control themselves if they fell on the slope.
Steep	Typically highly sloping terrain, but not as severe as severe slopes. Development costs are typically higher, but developable with added costs. Generally difficult to walk, but can be safely walked with care.

Severe — Typically extreme sloping topography that would normally be viewed as unbuildable due to extremely high site costs for well, septic, driveways and home site creation. Typical person would not be able to walk or climb easily.

Driveway — Gravel/Dirt; Nat/Grass; Paved; Undeveloped.

Road — Gravel/Dirt; Paved; Undeveloped.



SUBJECT *	**DISTANCE**	
LAK Lakes	CLS (or NER)	Close or Near – trees are visible & distinguishable
MTS Mountains	DST	Distant – you know there are trees but they are not distinguishable
HLS Hills	EXT	Extreme – no visual ability to distinguish tree cover
PST Pastoral		
STR Streams/Rivers		
LMT Lakes & Mountains		

*Descriptions can vary by town and are defined in the cost tables

View note samples: Noted as Subject/Width/Depth/Distance
MTS/TUN/D75/DST
(Tunnel View of Mountains 75% Deep, Far Away)

The factors applied are all listed and defined in Section 9.

LISTING THE PROPERTY

Building Style & Normal Story Height

BUILDING STYLES*	PREDOMINATE STORY HEIGHT
Ranch	One Story
Mobile Home	One Story
Cape	1-1/2, 1-3/4 Story
Saltbox	1-3/4 Story
Gambrel	1-3/4, 2 Story
Colonial	2 Story
Raised Ranch	One Story w/Raised Basement
Tri-Level	Split-Level
A-Frame	One, 1-1/2
Camp	One Story
Conventional	1-3/4 - 2-3/4

*Building styles are for descriptive purposes only and do not affect the value.

Story Height Explanation (See Story Height Examples)

The story heights are based on the amount of floor space which has headroom for the average person, we use six (6) feet for this calculation. What this means is if the upper floor of a particular house has only 100 usable square feet as defined above, and the first floor area is 400 square feet, then the house will be classified as one (1) story with a finished or unfinished attic.

The critical thing to notice when listing the house is the amount of headroom available in the upper stories and the approximate floor space covered. Use of this method to classify story height will facilitate consistent story height classification. The story height of the main section of the building is used to establish the story height description of the structure.

One Story (Typically - Ranch or Camp style buildings): The living area in this type of residence is confined to the ground floor. The headroom in the attic is usually too low for use as a living area and is used for storage only; however attics are possible, providing about 25% of the first floor space.

One & Half Story (Typically - Cape & Conventional style buildings): The living area in the upper level of this type of residence is around 50% of the ground floor. This is made possible by a combination of high peaked roof, extended wall heights and/or dormers. Only the upper level area with a ceiling height of 6 feet or more is considered living area. Measurements are taken by holding the tape at the 6 foot height mark and then measuring across the building. The living area of this residence is the ground floor area times 1.50. Some homes may be classified with a half story but have less than 50% useable space and classified as ATU or ATF in the sketch.

One & Three Quarter Stories (Typically - Cape, Conventional & Gambrel style buildings): The living area in the upper level of this type of residence is made from 65% to 90% of the ground floor. This is made possible by a combination of high peaked roof, extended wall heights and/or dormers. Only the upper level area with a ceiling height of 6 feet or more is considered living area. The living area of this residence is the ground floor times 1.75. See description on 1-1/2 stories for details on how to measure.

Two Stories (Typically - Colonial, Conventional & Gambrel style buildings): The living area in the upper level of this type of residence is 90% to 100% of the ground floor. The living area is the ground floor times 2.0.

Split Levels (Typically - Raised Ranches or Tri-Level style buildings): This type of residence has two (2) or (3) living area levels. One area is about four (4) feet below grade and the second is about (4) feet above grade and the third is above or right on top of one of these. The lower level in this type of residence was originally designed and built to serve as a living area and not a basement. Both levels have full ceiling heights. Another variation is an added third living area at or above ground level.

Coding: A three (3) character acronym coding system is used to classify areas and story heights of buildings. The following is the coding system and descriptions which is used in identifying areas of the sketch:

ATF* ATTIC FINISHED - Access is through permanent stairs, normally no more than 25% of the total floor area and has 6 foot ceiling height.
ATU ATTIC UNFINISHED - No interior finish. (Same as above)
BMF* BASEMENT FINISHED - Below grade and meets at least three of these four criteria: finished floors, finished walls, finished ceilings and heat.
BMG BASEMENT GARAGE - Generally sectioned off from the rest of the basement.
BMU BASEMENT UNFINISHED - Known as cellar and is below grade.
COF COMMERCIAL OFFICE - Refers to office area in commercial buildings not built for offices, such as factories and warehouses.
CRL CRAWL - Basement having 5' or less headroom.
CPT CARPORT - A roofed structure generally with 1 or 2 walls and attached to the main structure.
CTH Cathedral ceiling area, this is where the ceiling height is greater than 12 feet.
DEK DECK - An open deck or entrance landing with no roof.
ENT ENTRANCE - Entrance Landing with no roof, 3x3 and larger, normally unable to place a chair and sit.
EPF ENCLOSED PORCH - Typically unheated & uninsulated area. May have small heater, but is of seasonal use. Finished walls, floors and ceilings.
EPU COVERED BASEMENT ENTRY - All four sides are tight to weather, entrance to BMU, other than metal door (bulkheads).
FFF* FIRST FLOOR FINISH - Living space with full ceiling height and finished interior.
FFU FIRST FLOOR UNFINISHED - Similar to FFF, but unfinished interior.
GAR GARAGE - A structure large enough to hold and store automobiles at grade level.
HSF* HALF STORY FINISHED - Usually an upper level story with approximately 40% to 60% of floor area available and used for living space. (6 foot ceiling height).
HSU HALF STORY UNFINISHED - Same as HSF, but interior is unfinished.
LDK Loading Dock area. Raised platform of cement.
OFF OFFICE AREA - Finished area within home used primarily for business.
OPF OPEN PORCH - Roof structure with floor, but at least one (1) side is exposed to the weather. Screened porches are considered OPF's.
OPU OPEN PORCH UNFIN – Same as OPF, however, there is little to no finish.
PAT Patio area of stone, cement, brick, etc.
PRS Piling driven into the ground or other material used to support a building off the ground. Normally found with camps or seasonal construction.
RBF* RAISED BASEMENT FINISHED - Used on raised ranch (split level) and Tri-Level homes or any building where 3 of the 4 walls or all 4 walls are 3' to 4' above ground, creating greater utility than a normal basement, or 1.5 or more walls with large windows providing good natural lighting in the basement, and walkout access.
RBU RAISED BASEMENT UNFINISHED - Same as RBF, but unfinished.
STO STORAGE - Unfinished area used for storage. Not easily converted to living space.
SFA SEMI-FINISHED AREA - Enclosed areas finished similar to living space, but not living space, such as indoor pool enclosures.
SLB SLAB - Foundation description where no basement or crawl space exist. Poured cement slab.
TQF* 3/4 STORY FINISHED - A finished area with approximately 75% of floor area usable as living space.

TQU 3/4 STORY UNFINISHED - Same as TQF, except unfinished.

UFF* UPPER FLOOR FINISHED - Upper floor living space with full ceiling height and finished interior.

UFU UPPER FLOOR UNFINISHED - Same as UFF, except there is no finished interior.

VLT VAULTED CEILING - Ceilings which are slanted or extended above the normal 8 feet, but less than 12 feet.

***Finished area is denoted by 3 or 4 finishes in a space – heat, floors, walls and ceilings.**

Notes:

1.) Attics - Attics are only classified if they are accessed by a permanent stairway. Attics which are accessed by pull down stairs or ladder are not assessed, but should be noted in the notes.

2.) Basements - Below grade areas with at least 5' or more headroom are considered basements. Areas with less than 5' of headroom are considered crawl space. A note should be made when access to the basement is from the outside of the home only. Usable basement areas should be measured, drawn and coded on the sketch. If basement areas are estimated, a note should be made of this estimate in the remarks section.

3.) Office Areas - Office areas should be measured and drawn on the sketch for all commercial buildings, not designed specifically for offices, ie. garages, warehouses, factories, etc.

4.) Cathedral Ceilings - Cathedral ceiling areas must be measured when entry into the home is obtained. The area of the cathedral ceiling (length and width) must be drawn and depicted in the sketch area.

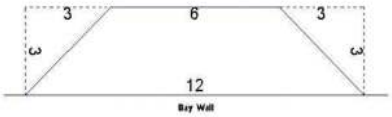
5.) Vaulted Ceilings - Areas where the ceiling is pitched upward, not flat by about 2 to 5 feet, but less than one-story which is the typical height of a cathedral ceiling.

Bay or Bow Window

A bay or bow window is a projection on the side(s) of a house which may or may not be considered a livable area. If the bay window(s) include usable floor space, it must be measured, drawn on the sketch at its actual location and properly labeled. Bay windows are most often angled and are drawn to scale on the sketch as they exist, plus a few extra measures as described below to allow for accurate area calculations.

Only needed if different from other side

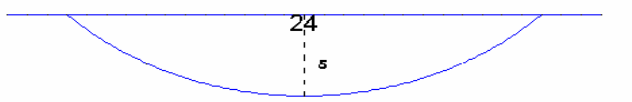
→



How to measure and sketch a bay window:

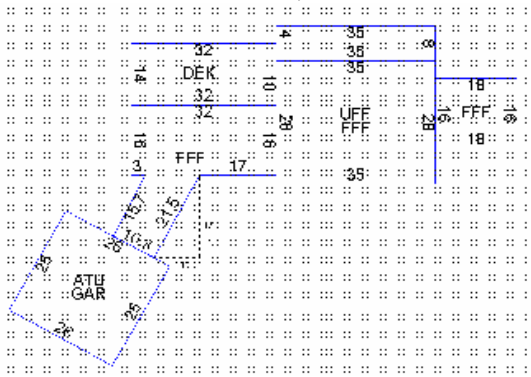
1.) Classify the bay window according to its appropriate story height.
2.) Check for basement area under the bay window upon listing.
3.) Bay windows are only picked up when they include floor space.

In the case of a **Bow window**, the same floor area requirements exist as with the bay window. However, measuring is a bit different. We need to know the depth of the window (5') and the length (24') to be able to sketch and calculate the area. In this case, the length from the point where the bow begins to where it ends is 24 feet. The altitude of the arc created by the bow, or the depth of the window, is 5 feet.



Angles

Angles are a common type of measure that we come across in the field and it is crucial when measuring an angle to have enough written measurements on the sketch. The square footage on an angle cannot be computed if the appropriate measurements are not placed on the drawing. Create a right triangle on the ground where the hypotenuse is the building wall that is at an angle from the main structure, and then draw that triangle in your sketch giving all the measurements.



The two dashed lines form a 90° angle or right triangle with the building wall being the hypotenuse. Record all the dimensions accurately. With this information, the ATU/GAR addition and the FFF area can be drawn and calculated accurately.

STRUCTURAL ELEMENTS

Structural elements describe exterior and interior characteristics of the house. The following is a description list of each structural element:

EXTERIOR WALLS

Two (2) entries possible, the 2 most predominate

MINIMUM: Plywood. Subwall sheathing with tar paper cover as a permanent siding.

BELOW AVERAGE: Siding not otherwise described and reflecting less than average quality; ie: masonite, rough sawn lumber w/bark.

NOVELTY: Denotes wood siding, generally found on camps, with or without sheathing underneath.

AVERAGE: Siding not otherwise described and reflecting average quality (for comparison purposes other average quality sidings include novelty, board & batten & clapboard). All forms of softwood.

BOARD & BATTEN: Vertical boards with narrow wooden strips called battens covering the joists.

ASBESTOS SHINGLE: Typically the shingles are hard and brittle with noticeable grain or textured surface, non-flammable material that comes in 1x2 sections used in homes circa 1940 - 1960's.

LOGS: Logs that are not simulated log.

ABOVE AVERAGE: Siding not otherwise described and reflecting better than average quality.

CLAPBOARD: Wood siding having one edge thicker than the other and laid so that the thick edge overlaps the thin edge of the previous board, not cedar or redwood, usually has knots.

CEDAR OR REDWOOD: Most commonly found as vertical siding, or at various angles on contemporary style housing, also exist as very high grade clapboard or shingles can have knots on low side of cedar/redwood.

PREFAB WOOD PANEL: A type of plywood siding of which there are unlimited varieties on the market. (T-111) Typically, a 4x8 sheets.

DECORATIVE BLOCK: Cement block that is either fluted or has a rough finish which appears like it has been broken in half.

WOOD SHINGLE: Shingles not of cedar or redwood, good quality shingles, but not above average.

CONCRETE/CINDER: Concrete or cinderblock siding.

STUCCO: Stucco veneer on concrete, cinder block or wood.

ASPHALT: Asphalt composition shingle, usually on modest housing.

BRICK ON VENEER: Brick veneer on wood or metal frame construction with wood sheathing.

BRICK ON MASONRY: A load bearing structural wall. Not brick buildings.

STONE ON MASONRY: Refers to various stone or stone veneers usually on a load bearing masonry wall.

VINYL SIDING: Clapboards made of vinyl with various grades or qualities. Typical siding used in today's construction due to low cost when compared to cedar clapboard.

ALUMINUM SIDING: Same as vinyl, but with aluminum material, clapboard style siding made from aluminum.

PRE-FINISHED METAL: Enameled or anodized metal commonly found on campers/mobile homes, commercial and industrial buildings.

GLASS/THERMOPANE: Vacuum packed glass sandwich, usually tinted and commonly found on large commercial and office buildings.

SOLID BRICK/STONE: Solid masonry walls; precast concrete panels.

CEMENT CLAPBOARD: Cement fiber siding. Asbestos-free fiber and cement combined and pressed together in the shape of a clapboard. Holds paint very well.

MASONITE: Composite pressboard/fiberboard, if not maintained will show areas of rot.

ROOF STRUCTURES

FLAT ROOF: Flat, no pitch to any direction.

SHED ROOF: Single direction sloping.

GABLE: A ridged roof with two pitches slopping away from each other.

HIP: A roof that rises by inclined planes from all four sides of the house to one common ridge or point.

SALTBOX: Essentially the same as a gable roof, but one of the two slopes is much longer than the other.

MANSARD: Similar to hip roof, but having a flat area on the top or changes the pitch of incline part way.

GAMBREL: A roof with two distant slopes on each side forming four roof planes.

IRREGULAR: Otherwise not described and having many different angles, shapes and slopes, i.e. bow style roof.

ROOF COVER

METAL/TIN: Tin or metal covering, often times corrugated like ribbon candy, typically 4x8 sheets, light gauge.

ROLLED COMPOSITION:
Typically a felt saturated with asphalt and granule stones on the surface. It comes in a roll. Good for low pitch roofs.

ASPHALT: Standard type of shingle used today. It can be single or three tab. Including Architectural style shingles.

TAR/GRAVEL: A flat or very low pitched roof coated with tar material and then covered by a uniform crushed gravel material. This is normally seen on commercial/industrial buildings.

RUBBER MEMBRANE: A thin sheet of rubber seamed together. Typically found on flat roofs. It is typical for commercial/industrial buildings.

ASBESTOS: Shingles of rigid fireproof asbestos. This is typically laid in a diamond pattern. It is very brittle and used in homes circa 1940-1960's.

CLAY/TILE: Terra Cotta roofs that are not typically found in New England.

WOOD SHINGLES: Wood shingle or shake. Wood shakes have random thicknesses as they are hand split.

SLATE SHINGLES: Rectangular pieces of slate, each overlapping the other.

CORRUGATED COMPOSITION:
It is typically, in 4'x8' sheets. This includes Anjuline panels.

PREFAB METAL: Modified corrugated metal panels that are one piece which run from ridge to soffit. These are either nailed or screwed.

HIGH QUALITY/COMPOSITION:
This is a newer roof that is typically found on higher priced homes. The material can be made with almost any material. Pressed or formed to look like slate or shake. Life expectancy is 50 years.

STANDING SEAM: Heavy gauge metal roofing that "stands up" at seams about 2", every 6-8 inches in an upside down cone fashion with a 50 year life.

INTERIOR WALLS

Two (2) entries possible, choose the 2 most predominate

MASONRY/MINIMUM: Cinder block or concrete form/or studs, no finish.

WALL BOARD: Composition 4' x 8' sheets, such as Celotex, typically found in manufactured homes, low quality, typically 1/8".

PLASTER: All plaster backed by wood lattice attached to the studs.

****WOOD/LOG:** Tongue & groove construction, logs, wainscoting.

DRYWALL: A rigid sandwich of plaster and paper.

PLYWOOD PANEL: 4' x 8' plywood panel sheathing comes in many grades and styles.

AVERAGE FOR USE: Is generally used for commercial/industrial buildings to describe the interior finish as being normal for that style building and use.

***Custom Wood is now being called Wood/Log. Custom Wood was meant and used to mean solid wood interior, and the term custom was improperly used. As such, it is being corrected, the term custom wood and wood/log are synonymous, interchangeable and carry the same value. The overall quality grade of the house accounts for various wood and design qualities.*

HEATING FUEL

WOOD/COAL: Chosen only if there is no conventional heating system. Wood stoves only. (Such as in camps, cottages).

OIL: May be identified on the exterior by the presence of oil filler pipes, kerosene or K1 are also fuel oil.

GAS: LP or propane gas - these can be identified by LP gas which has a meter on the side of the house or propane gas will have a large tank on or in the ground.

ELECTRIC: Baseboards or geothermal.

SOLAR: Solar panels can be viewed on the roof area.

HEATING TYPE

NONE: No heat.

CONVECTION: Heat transfer through dispersion. (Wood stove/monitor or Rennai type heat).

FORCED AIR NOT DUCTED: Has blower to blow heat through one vent, no duct work in the house.

FORCED AIR DUCTED: Series of ducts throughout the house, for hot air to be blown through.

HOT WATER: Forced hot water through baseboards.

STEAM: Radiators.

RADIANT ELECTRIC: Electric baseboard, typical electric heat, oil heat supplied through floors, panels in the walls or ceilings.

RADIANT WATER: Hot water heat in the floors by tubing under flooring with hot water through them.

HEAT PUMP: Electric unit which provides forced air heat, usually combined with central air conditioning.

GEOTHERMAL HEAT: Listed as electric under heat fuel and heat pump under heat type.

INTERIOR FLOORING

Two (2) may be chosen, the two most predominant are listed.

MINIMUM PLYWOOD: Plywood subfloor or underlayment.

CONCRETE: Concrete slab usually commercial or industrial.

HARD TILES: Quarry, ceramic tiles or polished and/or stamped concrete.

LINOLEUM: Refers to all forms of linoleum type products of various designs and shapes. Typically sold in rolls or sheets.

PINE OR SOFTWOODS: Pine or softwood boards covering floor area.

HARDWOOD: Generally oak, cherry, maple, birch, bamboo or ash woods.

LAMINATE/VINYL: A laminate wood look floor that is very durable. Often goes by brand name Pergo. This also includes higher grade vinyl floors, ie, tongue & groove planks.

PARQUET FLOORING: Refers to a surface made of small pieces of hardwood, solids and veneers in various patterns and designs.

CARPET: Wall to wall carpet of good grade, usually found over the subfloor material, but occasionally covering other floor covers as a replacement.

AVERAGE FOR USE: Is generally used for commercial/industrial buildings to describe the floor as being normal for this type of structure and use.

VCT: Vinyl composition floor tile is a commercial grade vinyl tile found typically in schools or commercial buildings.

NUMBER OF BEDROOMS

Bedrooms should be counted considering the resale value, rather than the homeowner's personal use of the rooms. For example, if you go upstairs and find three (3) rooms and a bathroom and the owner says there are only two (2) bedrooms, the other room is used as a library, sewing room, office, etc., then for our purposes, that third room is a third bedroom. One must be careful because libraries, offices and sewing rooms can be legitimate depending on the location in the house and access. Presence of a closet space generally is reason to classify as a bedroom(s). However, it should be noted that a closet is not the only measure to determine, ie: many homes had no closets in the bedroom, yet they are still classified as bedrooms.

BATHS OR BEDROOMS

Count the physical number of rooms and total fixtures. For bathrooms, enter the number of rooms and under fixtures, enter the total number of fixtures found in the bathroom(s). A fixture is a bath, sink, shower, urinal, bidet, Jacuzzi tub, etc.

***Commercial Baths**
0 = None
.5= Minimum
1 = Below average for use
2 = Average for use
3 = Above average for use
4 = Extensive for use

*This is used on commercial properties that lack bedrooms, ie an apartment building would list total bedrooms and total baths but a school would be noted using commercial bath description.

GENERATORS

Number of units found and denoted in the building section. Notes on size and model should be made.

EXTRA KITCHEN

Number of kitchens that exist beyond the first/main kitchen in the home. This is normally seen in in-law apartments or additional living areas. Note the number of full kitchens found in the building. Be cautions of in-law type setups that do not have a full kitchen but maybe some kitchen components.

AIR CONDITION SYSTEMS

Room air conditioners are not considered, unless permanently built in.

NO: None exist, or only room units are present.

YES: Normally a large compressor found outside with complete duct work throughout house or parts of the house, sometimes combined with a heat pump.

If a permanent wall unit is found, it will be noted as central air and an estimated percentage of the cooled area will be noted, ie 25%, 50%, 75% or 100%.

NUMBER OF STORIES

The number of stories should be identified and noted on the DCF upon measuring. The number of stories will be further adjusted for accuracy, if needed, upon listing or review. If the building has multiple story heights, the area with the most square footage should determine the overall story height classification. However, each section of the house should be correctly labeled as it exists on the sketch.

QUALITY ADJUSTMENT

Quality adjustment refers to the overall quality of construction, marketability and desirability of the property.

Defined as:	B5 = Average -50%	A3 = Average +30%
	B4 = Average -40%	A4 = Excellent
	B3 = Average -30%	A5 = Excellent +10%
	B2 = Average -20%	A6 = Excellent +20%
	B1 = Average -10%	A7 = Excellent +40%
	A0 = Average	A8 = Excellent +60%
	A1 = Average +10%	A9 = Luxurious
	A2 = Average +20%	AA = Special Use

CONDITION

Condition relates to the primary structures condition relative to the year built listed as:

Excellent | Very Good | Good | Average | Fair | Poor | Very Poor

This is also where depreciation is accounted for. Depreciation is defined as a decrease or loss in value because of wear, age, location or other causes.

Defined as:

Functional - Based on problems with design, layout and/or use of building, i.e. bathroom between 2 adjacent bedrooms with no hallway access to bathroom. Bedroom through bedroom access, very low ceiling, chimney through middle of the room.

Economic - Based on factors influencing value that are external to the building and beyond the owner's control, i.e. house is situated close to a nightclub, airport, dump, sand & gravel pit or any unsightly property.

Physical - Poor physical condition above and beyond the normal wear and tear, i.e. severe water damage, fire damage, rotted window sills, bouncing, cupping or crowning floorboards, sagging ceiling or floor.

The percentage applied to depreciation is calculated based on the severity of the issues as noted by the data collector. The Supervisor makes this determination based on the notes of the data collector. The reason for the depreciation, i.e. next to gravel pit, should be listed in the notes section with the appropriate adjustment in the depreciation section. Typically, physical depreciation relates to the cost to cure the problem.

XFOB

Extra features and outbuildings - in general, XFOB's refer to structures that are not attached to the principal building. XFOB's must be:

a. Identified.
b. Measured - (length & width).
c. Units or quantity (how many) identified (when length & width not used).
d. Condition - noted as a percentage.

IGP - IN GROUND POOL - There are many different sizes of IGP's and all will need to be measured accurately. Pools may be of irregular shapes such as kidney bean. A kidney bean shape IGP should be measured on its longest length and its average width.

AGP - ABOVE GROUND POOL - AGP's are measured and assessed starting at 18' diameter. AGP's less than 18' in diameter (or less than 250 square feet) are not assessed, but should be measured and noted on the card. Softpools are not measured, but should be noted.

Common AGP diameters and AREA calculators for round pools.

Diameter	Area (Units)	Length	Width
18'	254	18'	14'
20'	314	20'	15'
22'	380	22'	17'
24'	452	24'	18'
27'	572	27'	21'
28'	615	28'	22'

AGP's that are rectangular are measured on their longest length & widest width.

SHEDS - All sheds are measured. An average new shed should have a condition of 100%. If of very good quality, increase or decrease if in poor condition.

DECK - Deck refers to platforms that are not attached to the primary building. Some decks will be attached to the above ground pools.

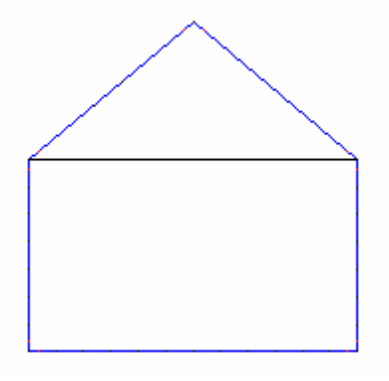
SOLAR PANELS – Can be of the photovoltaic (PV) (electric type) or Hot Water (H2O). Identified by type, location and age, if available. Atypical size & physical condition should be noted.

All XFOB's are measured with the exception of the following:

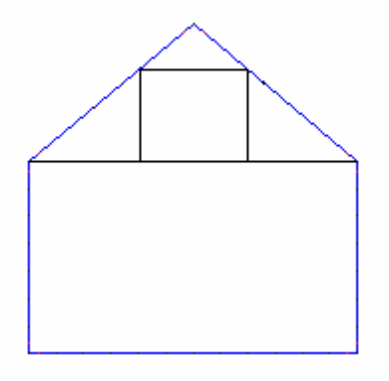
1. Childs playhouse
2. Tree houses
3. Ice or Bob houses
4. Bulkheads - metal doors covering the entrance to the basement
5. Dog houses
6. Fire escape platforms
7. Handicap ramps
8. Metal storage boxes (or trailer bodies) on residential property.

All XFOB's not picked up should still be noted. ie, DNPU treehouse

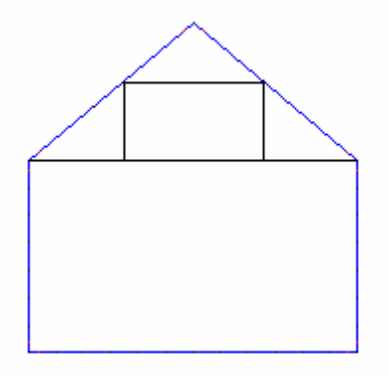
STORY HEIGHT EXAMPLES



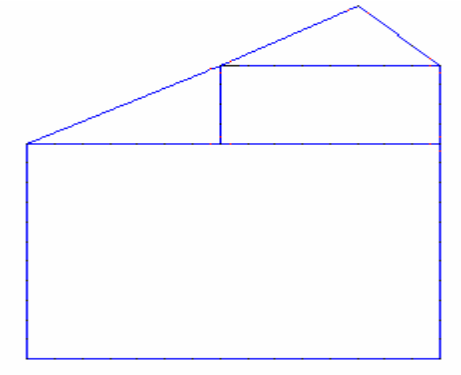
1 STORY FRAME
Ranch - Bungalow or comparable structures. No second floor or attic space.



1 STORY FRAME & ATTIC
Mixture of Ranch & Cape Cod Style. Camps, Cottages & Mixtures. Low headroom. Only about 25% of the first floor space has 6' headroom on the upper floor. Noted in story height as 1-1/2 story.

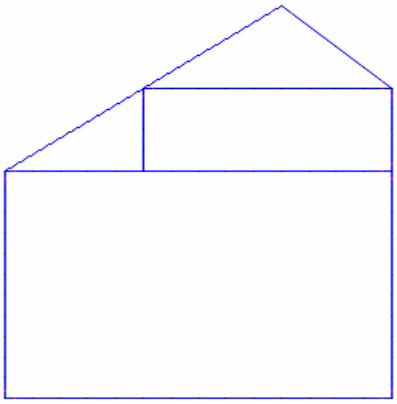


Example A

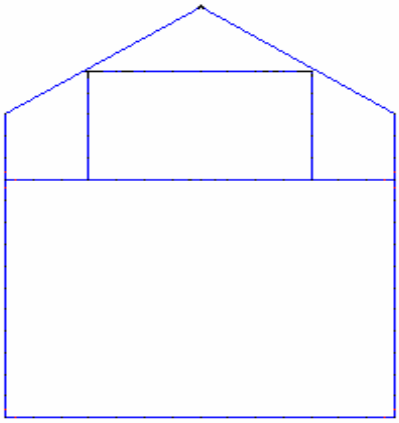


Example B

1-1/2 STORY FRAME
Same basic structure as above with or without shed dormers. In both cases only about 50% of the ground floor space exists in the upper floor as useable space with 6' wall height. Floor space may be larger, but ceiling slope brings the floor to ceiling height less than 6', and as a result, it is not considered upper floor area. *See Example A & B Left*

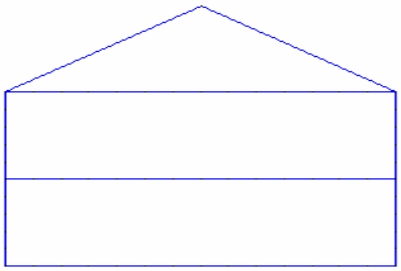


Example A

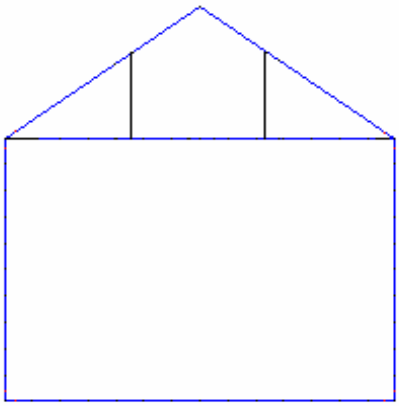


Example B

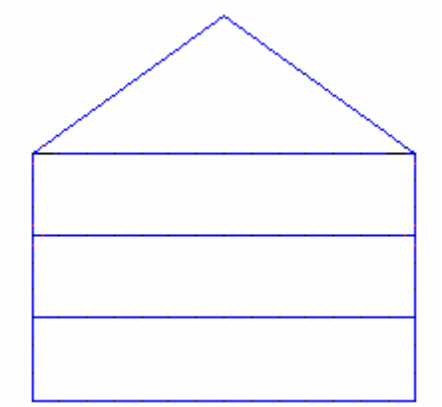
1-3/4 STORY FRAME
Full shed dormer or very high pitch roof without dormer found throughout the state. Second floor area is about 75% or more of the first floor area.
See Example A & B Left



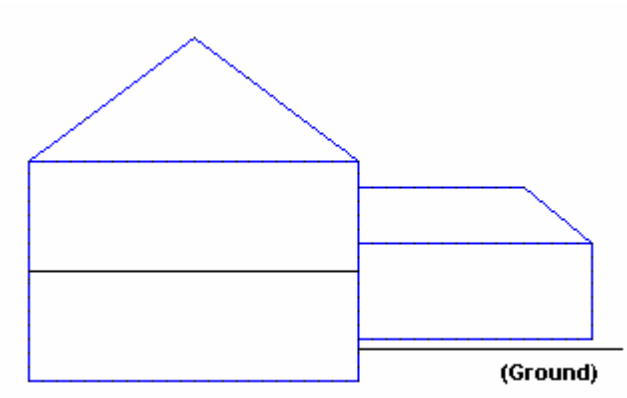
2 STORY FRAME
Side walls fully perpendicular. Slopes in ceiling do not interfere with total use. Full ground area carried to second floor, have 6' or greater ceiling height.



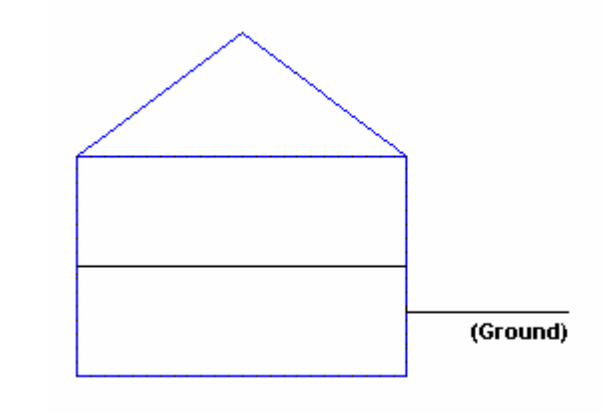
2 STORY FRAME & ATTIC
Has a higher pitch in roof. Stairs to third floor, providing only about 25% useable space in the 3rd floor attic area. Noted as 2.5 stories in story height.



3 STORY FRAME
All floors perpendicular walls, equal useable living space on all three floors.



Tri-level = 2 story type structures with entrance midway between the two, with an addition at a different level, usually between the other two. One level 4' below grade, one on grade and one 4' above grade.

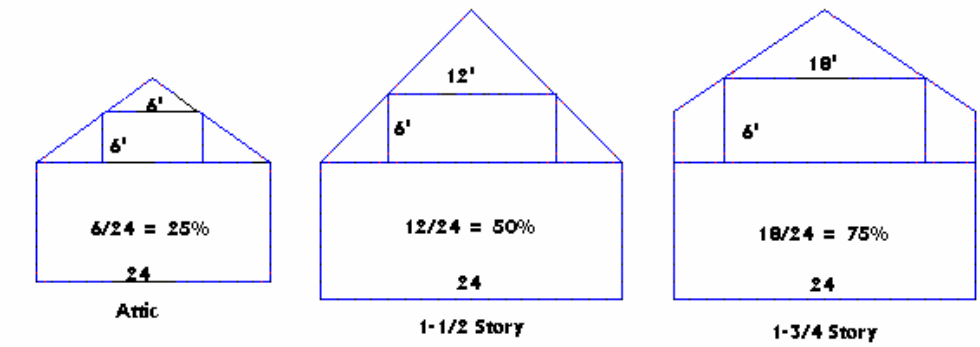


SPLIT ENTRY - one story Ranch Style Home ½ of lower floor foundation exposed.

There are two (2) methods to determine story height other than visually:

1.) This method is the most accurate way to determine story height. When entry into the home is obtained, the data collector will measure across the ceiling at approximately 6' in height (in the upper story(ies). This measurement will determine the upper story liveable area and from this a story height may be obtained.

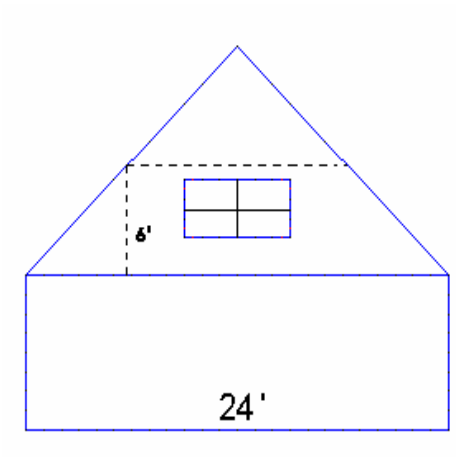
Example: Method 1



2.) This method may be utilized when entry into the home has not occurred. This method will give you a rough idea of the story height.

Run an imaginary line thru the upper part of window(s) to where it would meet the roof line. Run a second imaginary line down from this point. The distance from the side of the house to this second imaginary line is measured. Double this measurement to account for this distance on the other side. This represents non-livable area.

Example: Method 2



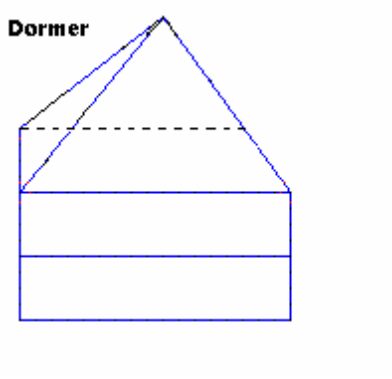
Computation:
6 x2 = 12 (12' total non livable space)
24-12=12 (12' total living space)
12/24 = 50% = Half Story

*Note: Estimate 6' ceiling height. Normally, this is just below or at window top. It is important to know where the first floor ends and the second floor begin, via window view, as high exterior side walls may not mean higher first floor ceiling and this may increase the potential second floor area.

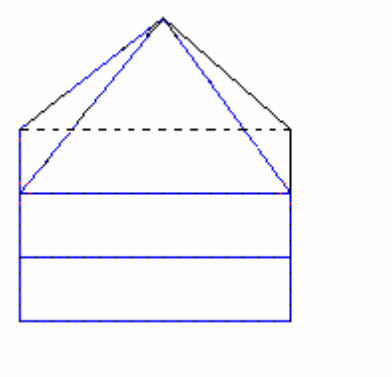
Dormers

Dormers are projected roof lines that may or may not be considered as livable area. When dormers are of considerable size, they contribute to the livable area. The additional area supplied by the dormer must be included in the determination of story height.

EXAMPLES:



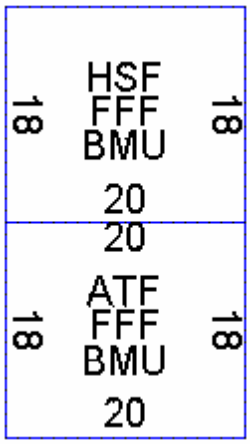
Normally, this is 2-1/2 story house without a dormer. Due to the addition of a full or at least 3/4 length dormer, we now have a 2-3/4 story house. Full dormer means from one end to the other. 3/4 dormer means the dormer covers at least 3/4 of the total distance from end to end.

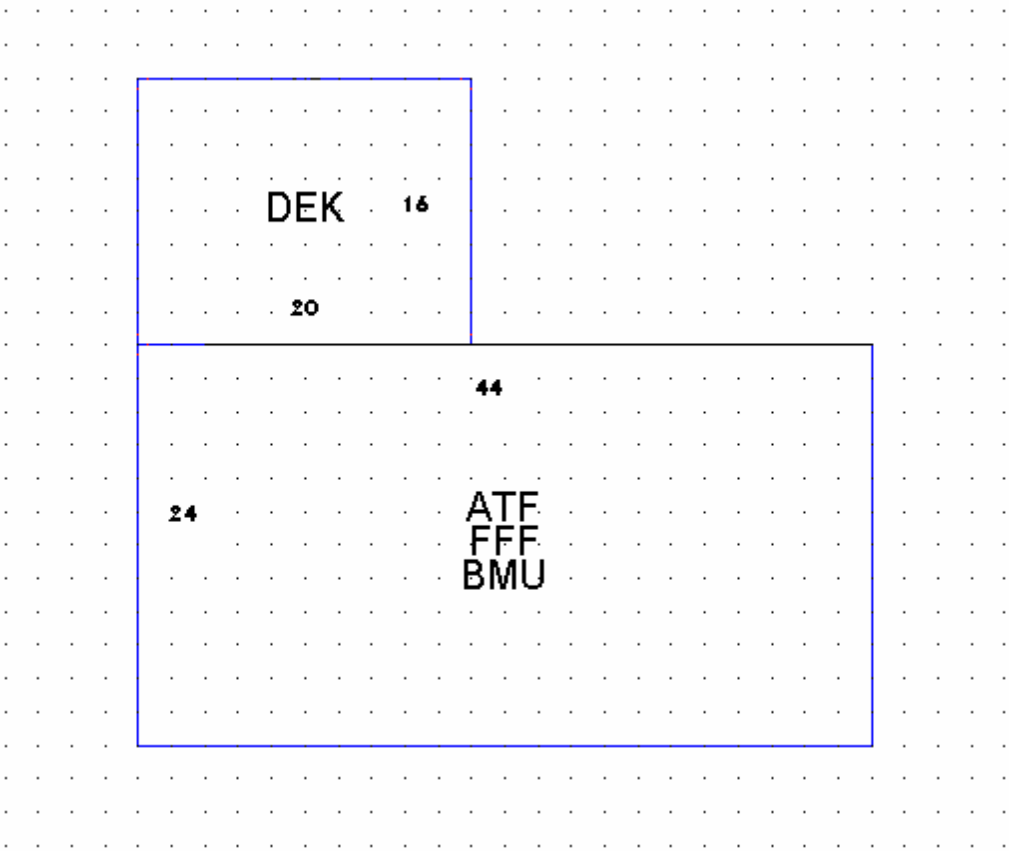


The addition of a dormer to each side of the house can transform a 2-1/2 story house to a 3 story house if full dormers or 2-3/4 story if partial dormers. It is important to note the size of the dormers, whether half, 3/4 or full.

In some cases, the dormer may be only half way down the side of the house. In this case, show the location of the dormer on the sketch with proper story height labeling.

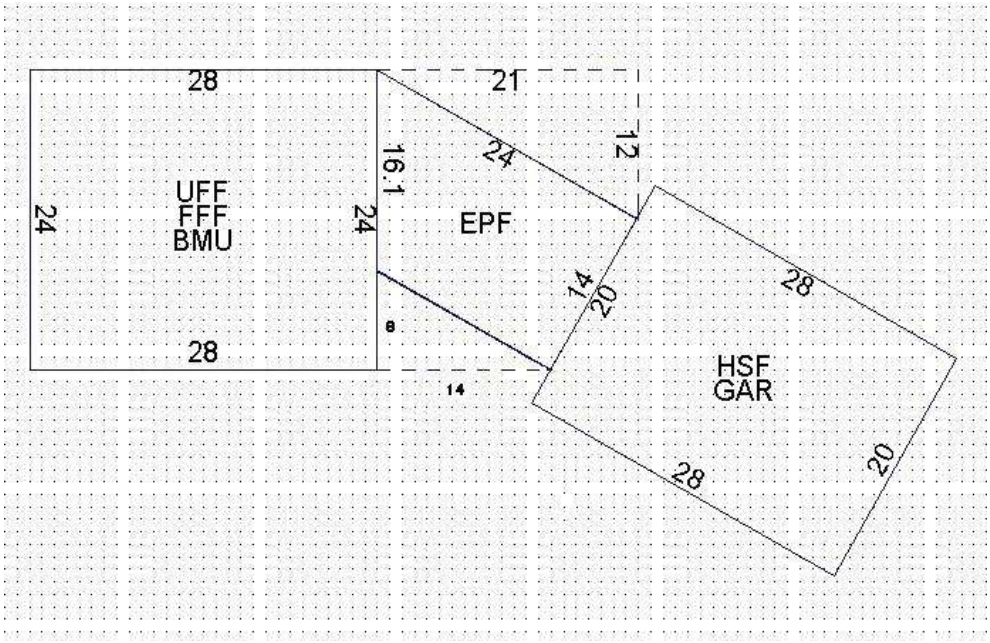
Represents dormer addition





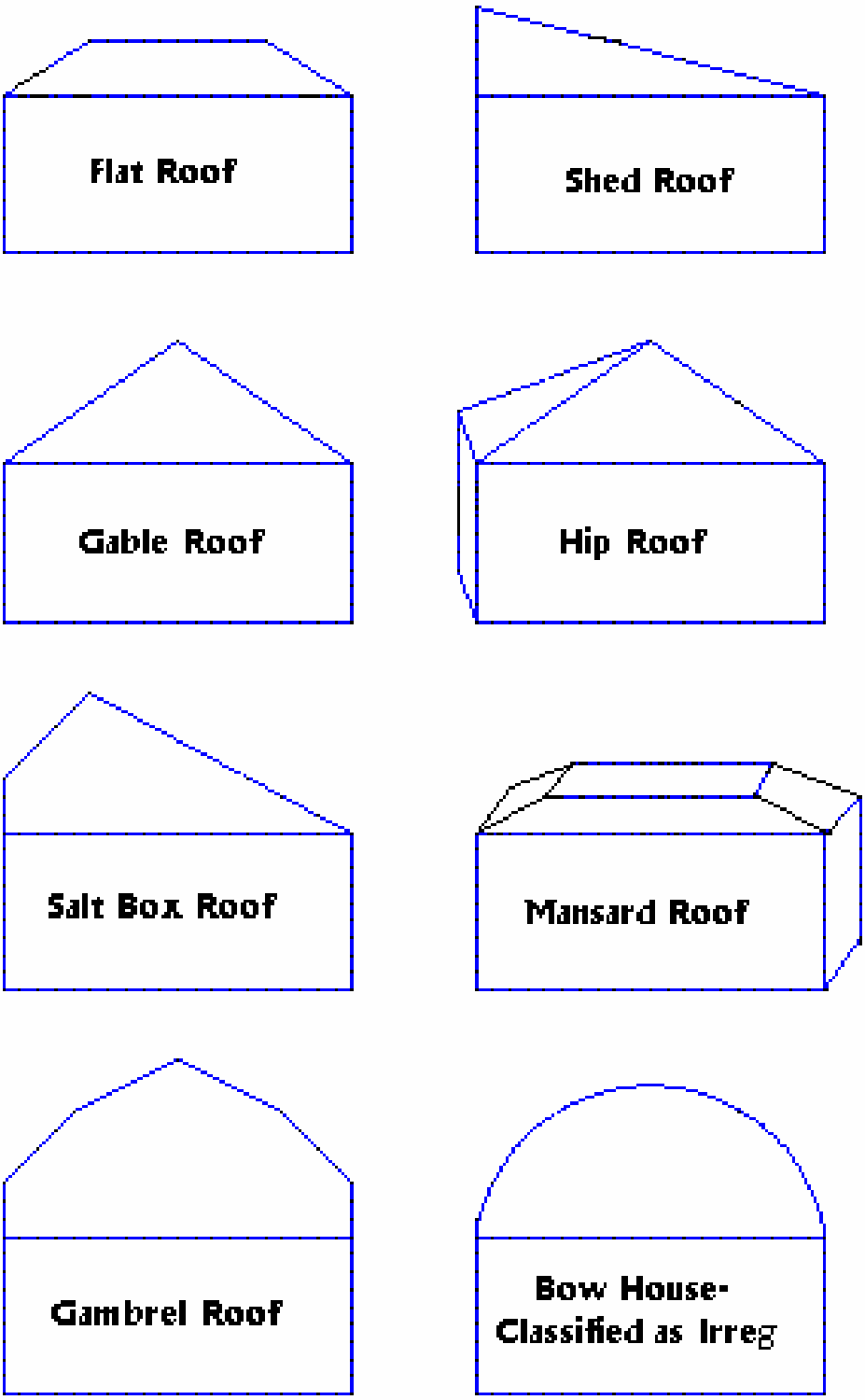
The grid on the back of the DCF is used to draw a sketch of the building to scale. Each point on the grid represents 2 feet, unless otherwise noted by the field person on the sketch.

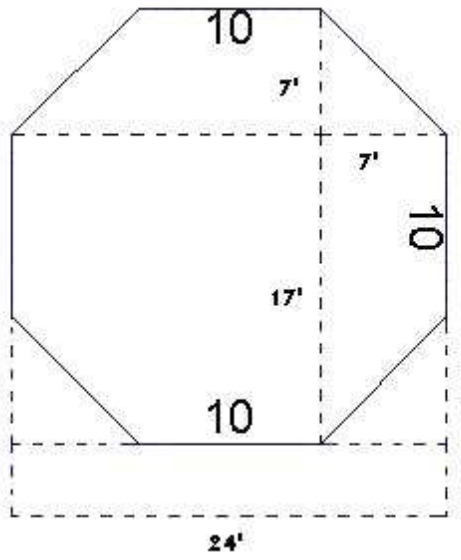
Each section is labeled by existing floors starting with the attic, upper floors, first floor or ground floor and then the basement. Order of the labels does not affect the value, but it does look more correct when labeled top down.



Whenever angles are involved, it is important to provide enough information to accurately compute the area of each section. By breaking up a section into squares, rectangles and right triangles, it makes the area calculation easier and more accurate. Too much information is better than too little. With too much information, we can simply ignore the excess and still calculate the area. With too little information, someone must revisit the property.

ROOF TYPES


Flat Roof
Shed Roof
Gable Roof
Hip Roof
Salt Box Roof
Mansard Roof
Gambrel Roof
Bow House-
Classified as Irreg



(Only one set is needed when the other angles are the same).

When measuring an octagon, getting interior measurements are critical. However, one can compute the necessary measurements by taking a few extra exterior measurements, as indicated. Then when entry is obtained, the interior measurements can be made to verify the area.

SECTION 2

PRIOR DRA
GENERAL STATISTICS

Prior Sales Analysis Information

The following data is provided to show the sales ratio and coefficient of dispersion for the town as a whole, as well as the land only strata and the land with buildings strata, as computed by the Department of Revenue Administration, Property Appraisal Division from the most recent report. This shows the condition of the local assessment equity or the lack thereof and the reason a valuation anew is being done. This equalization study by the NH DRA is used to equalize municipal total valuations across the state, as well as determine the local level of overall assessments as compared to local sales activity. It is a thorough analysis and study of the local sales and assessment data performed with assistance from the municipality. As such, it is a good indicator of the condition and quality of the local assessments of the prior year.

Acceptable standards/guidelines, as published by the NH Assessing Standards Board

Assessment to sales ratio:	***90% to 110%***
Coefficient of Dispersion (COD):	***Not Greater Than 20***
Price Related Differential (PRD):	***.97 to 1.03***
Difference between Strata:	***5%***
Strata:	*Land only* *Residential Land & Buildings* *Commercials*
Confidence Level:	***90%***

DRA PRIOR YEAR RATIO RESULTS

The following prior year ratio statistics, developed by the NH DRA, are being provided at the request of the NH DRA. This information is not part of the contract or scope of services. It is historic, not current data and has no bearing or use in this revaluation. The writer accepts no responsibility for the accurate meaning or use of this data.

Ratio Study Year 2018

Overall Median Assessment to Sales Ratio:	**93.6%**
Coefficient of Dispersion:	**14.5**
Price Related Differential:	**1.06**

	Ratio	**COD**
Residential Land Only Sales:	**N/A**	**N/A**
Residential Land & Building Sales:	**N/A**	**N/A**
Commercial Land & Building Sales:	**N/A**	**N/A**

SECTION 3

VALUATION PREMISE

A. THREE APPROACHES TO VALUE HIGHEST & BEST USE

B. ZONING

C. TOWN PARCEL BREAKDOWN

D. TIME TRENDING

E. NEIGHBORHOOD CLASSIFICATION

F. BASIC MASS APPRAISAL PROCESS

G. ASSUMPTIONS, THEORIES & LIMITING FACTORS

H. PUBLIC RIGHT OF WAY & UTILITIES

A. Three Approaches to Value

Income: The "value" of real estate represents the worth of all rights to future benefits which arise as a result of ownership. An investor purchases property for the benefits (income) that the property is expected to produce. Expectation of receipt of these benefits provides the inducement for the investor to commit his own funds as "equity capital" to ownership of a piece of real estate. The value of the property depends on its earning power. The Income Approach to Value is a method of estimating the present value of anticipated income benefits. This process of discounting income expectancies to a present worth estimate is called "capitalization." This present worth estimate, the result of the capitalization process, is the amount that a prudent, typically informed purchaser would be willing to pay at a fixed time for the right to receive the income stream produced by a particular property.

In mass appraisal, the income approach is generally of limited use as it requires the property owners to provide income and expense information that, for the most part, they are unwilling to provide and do not have to provide by law. When it is provided, it is almost always with the stipulation that the information be kept confidential. For the above reasons, the income approach is mostly used as a general check against the sales cost approach used in mass appraisal work based on published averages for various property types. Although held confidentially, when income data is provided, it will be considered and noted on the property record card. The Income Approach to value was not utilized for the above-stated reasons.

Sales: The Sales Approach to Value is a method for predicting the *market value* of a property on the basis of the selling prices of comparable properties. Market value in the context of this approach means the most probable selling price under certain terms of sale or a sale for cash or the equivalent to the seller with normal market exposure.

Cost: The Cost Approach is that approach in appraisal analysis which is based on the proposition that the informed purchaser would pay no more than the cost of producing a substitute property with the same utility as the subject property. It is particularly applicable when the property being appraised involves relatively new improvements which represent the highest and best use of the land or when relatively unique or specialized improvements are located on the site and for which there exist no comparable properties on the market.

In the "Cost Approach," the property to be appraised is treated as a physical entity, separable for valuation purposes into site and improvements.

Although the three-approach system has become widely used, the Sales Approach is clearly the central, if not the only relevant approach in estimating the value of some types of properties. The rationale of the Sales Approach is that a purchaser will usually not pay more for a property than he would be required to pay for a comparable alternative property *(principle of substitution)*. Furthermore, a seller will not take less than he can obtain elsewhere in the market. The *method* of the Sales Approach is an empirical investigation in which the prediction of the most probable selling price is based on actual qualified market sales of comparable properties.

A qualified sale is one which reflects the true market value of the property sold. Various definitions have been offered for the term "market value," but all are predicated, as a rule, upon the following basic assumptions:

1. That the amount estimated is the highest price in terms of money for which the property is deemed most likely to sell in a competitive market.
2. That a reasonable time is allowed for exposure in the open market.
3. That payment is to be made in cash or on terms reasonably equivalent to cash or on typical financing terms available at the time of appraisal.
4. That both buyer and seller are typically motivated and that the price is not affected by undue stimulus.
5. That both parties act prudently and knowledgeably and have due knowledge of the various uses to which the property may be put.

The following is a recent definition of "market value" approved by the American Institute of Real Estate Appraisers and the Society of Real Estate Appraisers:

> *The highest price in terms of money which a property will bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus.*

As a practical matter, a market value appraisal/assessment is the value the property would most probably or reasonably sell for as of a given date, if sufficient time had been allowed to find a buyer and if the transaction was typical of existing market conditions.

The above definitions were extracted from
The Encyclopedia of Real Estate Appraising 3rd Edition.

However, it must be noted that the lack of direct local comparable sales data does not mean a feature that adds or detracts from value should be ignored. As assessors, an opinion of value must still be developed and we cannot ignore positive or negative features. NH law requires that all factors affecting value be considered. The knowledge and years of experience of the job supervisor is critical, not only when sales data exists, but more so when lacking credible local sales data, common sense and consistency must prevail.

MARKET MODIFIED COST APPROACH TO VALUE

This approach to valuing a large universe of properties, such as an entire municipality, is the most common approach used in mass appraisal, particularly for residential property types. It is a mixture of the cost and market approaches to value. It recognizes the principal facts or information of the property and uses a consistent cost formula to develop equitable values for all property in the Municipality. Then those cost values are compared to actual sales in the community. The results are used to modify the cost tables to enable the formula to more closely follow the actual real estate market data.

If either an individualized income approach or the mass income approach to value was employed for the valuation the record card will indicate "market income approach to value". All other records that lack an indication on the property record card of an income approach rely upon the market modified cost approach to value. When the mass income approach to value is used, all 3 approaches are still considered and reconciled by the supervisor to determine which approach is used. The income report in Section 9.D. provide both the income value used and the cost approach value developed. When sufficient market data exists, the mass income model will generally be employed.

AVITAR's

CAMA: Computer Assisted Mass Appraisal

Mass Appraisal

As defined by the International Association of Assessing Officers (IAAO), mass appraisal is, "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 utilizes many of the same concepts as single appraisal property appraising, such as supply and demand, highest and best use, and the principles of substitution and anticipation. In addition, in light of the necessity of estimate values for multiple properties, mass appraisal also emphasizes data management, statistical valuation models, and statistical quality control.

The Avitar CAMA (Computer Assisted Mass Appraisal) system being used is defined as a Market Modified Cost Approach to Value. What this means is that the cost approach method of estimating value is recognized as the most appropriate method to value multiple parcels. Using local costs from builders and nationally recognized cost manuals like the Marshall & Swift Cost Guide or starting with the existing tables found in the CAMA model base costs for the improvements and material types are created. Local sales are used to develop land values. Then using all the local market sales data, the cost tables are modified to reflect the local market trends. This process is called model calibration. While cost manuals, local contractors and sales data are used to develop preliminary costs for the CAMA's cost tables, it is during the calibration process where all the qualified sales data is used and tested considering several parameters, such as location, size, quality, use and story height. Through multiple reiterations of the statistics, the Job Supervisor fine tunes the model to accurately produce assessments that reasonably match or closely approximate the sales data.

This process is not perfect, as market sales data is subject to the perceptions and emotions of buyers and sellers at any given point it time. While you and I may want to buy a particular house, we will both most likely be willing to pay different amounts and the seller may or may not accept either offer. If the seller accepts a lower value before the higher offer is made, that sale then represents an indication of market value. Was it low because the higher offer wasn't made in time? For example, in a 2002 transaction, a property was offered and well advertised through a real estate agent. An offer was made and rejected. A day later, prior to a counter offer from the first offer, a new offer came in at the asking price and was accepted. Was that the market price? Well consider this:

> Prior to the closing of the property, 30 days later, the buyer was offered $20,000 to simply sign over his purchase and sales agreement to a third party. An additional 10% profit! He refused and lives in the property today, thinking he bought low.
>
> Knowing all this, what is your opinion of the real market value?

The point here is that sales generally indicate value. While they in fact did occur, it is only one indicator of value and not every sale necessarily always reflects the true market value. In the real world, buying and selling of property is almost always subject to some sort of pressure or duress. The seller is selling for a reason, emotional or economic and the buyer is moving to the area for similar reasons, such as being close to family or a new job. In either case, in our experience there is always some form of pressure and it is this mild form of pressure that can cause similar properties in the same neighborhood on the same day to sell for different prices. **Simply stated - the market is imperfect.**

A market modified cost approach to value tends to level out these differences and as such, some values will be below their selling price, while others will be right on or somewhat above, but all should be a reasonable opinion of the most probable market value as of the date of the revaluation.

THE SALES DATA

At the beginning of the process, copies of all qualified arms length sales which occurred in town over the past two years are compiled. These sales are then sorted into two categories: Vacant and Improved.

The vacant land sales are then analyzed to help us identify neighborhoods, excess land values, lot values, waterfront or view influence and other values/factors necessary to properly, fairly and accurately assess land.

In the case where land sales are few or non-existing, the land residual method is used. While somewhat more technical, it is an equally accurate method whereby all relatively newly built home sales are reviewed, the building values are estimated by the use of cost manuals and local contractors, when available. The building value is then deducted from the sale price, leaving the residual value of the developed land.

We then develop cost tables for improvements to the land. Once all the physical data for each property is collected and the sales data verified, we then compute new total values for each property and test against actual sales data, hence, the Market Modified Cost Approach to value CAMA system.

Please note that not every technique described herein is used in every project. The most appropriate methods are used for each project based on the data available.

HIGHEST & BEST USE

For this revaluation/update, unless otherwise noted on the assessment record card, the highest & best use of each property is assumed to be its current use.

> Individual property highest and best use analysis is not appropriate for mass appraisal.
>
> "Highest & best use," has been defined as: that reasonable, legal and probable use that will support the highest present value.... as of the effective date of the appraisal.
>
> It has been further defined as that use, from among reasonably probable and legal alternative uses, found to be physically possible, appropriately supported, financially feasible and which result in the highest land value. In those cases where the existing use is not the highest & best use, it shall be noted on the individual assessment record card.

There are several instances where property is not assessed at its full market value/highest & best use and most of these fall under the jurisdictional exceptions from USPAP compliance.

The following statutory provisions allow for assessments other than at market value/highest and best use:

79-A:5	Open space/current use land
79-B:3	Conservation Restrictions
79-C:7	Discretionary Easements
75:11	Residences on commercial or industrially zoned land
72:B	Earth & excavations
79-F	Land under qualifying farm structures
79-G	Land & buildings that qualify as historic buildings
79-H	Qualified chartered public schools
75:1-a	Low Income Housing Tax Credit properties
79:74	Renewable generation facility properties subject to voluntary payment in lieu of taxes

Please refer to the specific RSA for more detailed information. There are also other instances such as transitional use or when properties are not 100% complete where the assessment may be something other than market value or assessed at its highest & best use. These situations are normally noted on the specific assessment record card.

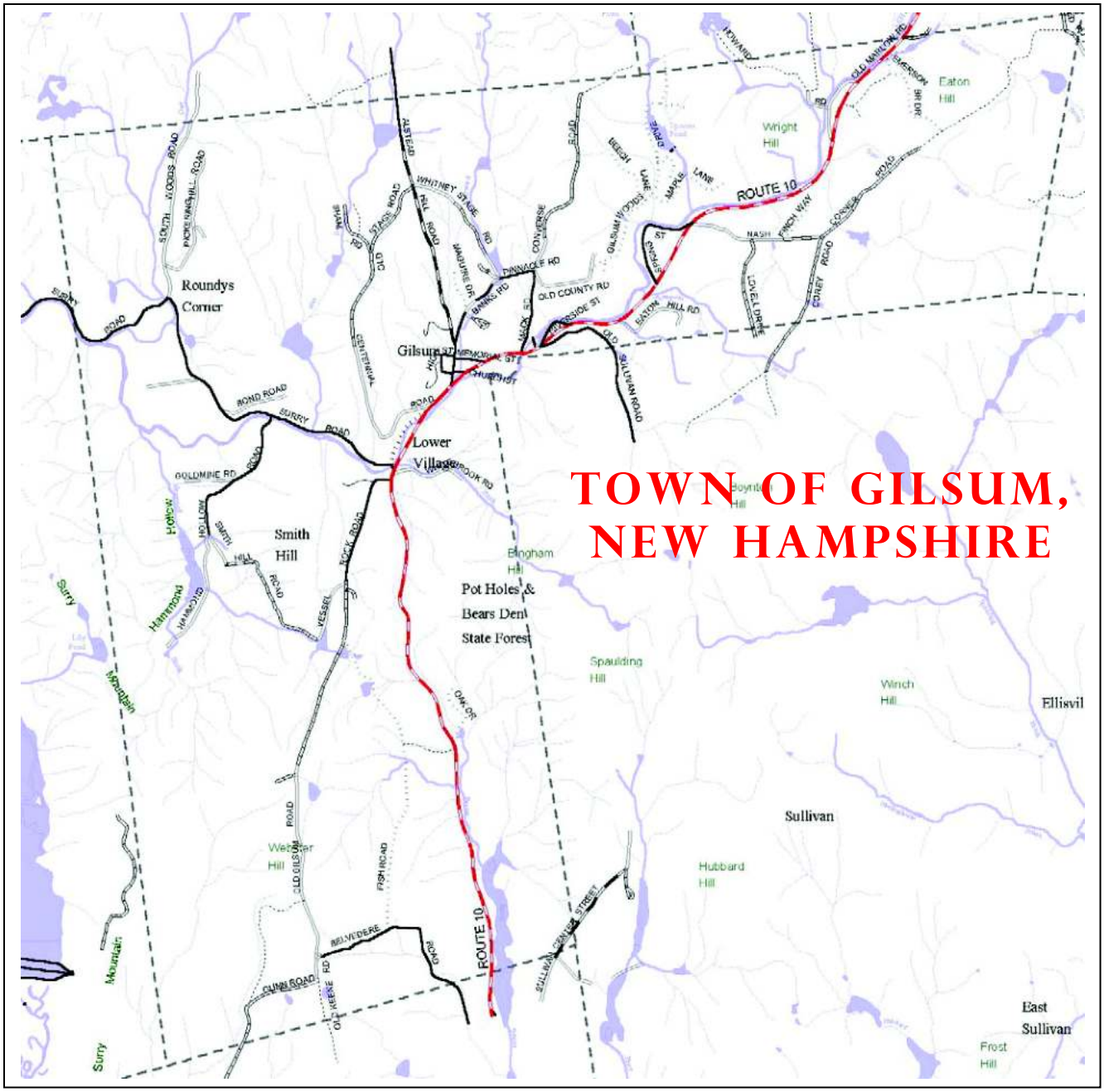
B. Zoning

Local zoning, if enacted, is a very important part of the valuation process as it defines what can or can not be done with land in defined areas of the municipality. It further sets the standards for the required lot size and road frontage needed for each zone.

Local zoning as provided by the municipality as in effect for the assessment date of April 1st, the year of this valuation process is described below.

Proposed changes, if known, will also be discussed and given any due consideration.

ZONING ORDINANCE



RE-ADOPTED MARCH 14, 1989

Amended: March 12, 1991

March 12, 1996
March 11, 1997
March 9, 1999

March 14, 2000
March 13, 2001
March 13, 2002

March 11, 2003
March 9, 2004
March 8, 2005

March 14, 2006

ARTICLE III - DISTRICTS

For the purpose of this ordinance the Town of Gilsum is divided into districts as follows:

A. Village District

B. Rural Residential District

C. Industrial/Commercial District

D. Highway District

A. VILLAGE DISTRICT: The purpose of this district is to preserve an historic compact village development pattern that enhances economic and social vitality. Within this district permitted uses may be co-located on one lot or in one building, subject to applicable Site Plan Review procedures. In the Village District, buildings or premises may be erected, placed, altered or used and land may be used for the following purposes only, and in accordance with the following provisions: (Amended March 12, 1996 & March 8, 2005)

1. Single family and two-family dwellings.

2. Conversion of single family homes to a two-family dwelling by Special Exception of the Board of Adjustment, subject to the conditions of Article VII. E.

3. Permitted COMMERCIAL/BUSINESS USES in the Village Residential District:

    a. General Retail Establishments typical of commerce associated with small New England villages.

    b. Banks, Business and Professional Offices

    c. Consumer/Personal Services

    d. Bed & Breakfast Establishments

    e. Restaurants or other eating places, excluding either drive-thru or fast-food establishments and taverns.

4. <u>Lot and Yard Requirements</u>:

    a. minimum size shall be one (1) acre;
    b. front setback shall be 30 feet;
    c. side and rear setbacks shall be 20 feet;
    d. the lot shall have a minimum of 175 feet of frontage.

5. <u>Grandfathered Lots</u> (Added March 12, 2002)

    1. All lots of record and structures that do not meet the requirements of Paragraph #4 above shall be deemed to be conforming for all permitted uses in the District.

    2. Lots that do not meet the requirements of Paragraph #4 above may be altered, provided that:

        a. the alteration does not render the lot proportionally less adequate; and
        b. the proposed lot is consistent overall with other lots in the District

6. The Village District shall be bound as follows:

    Route #10, beginning at the south side of the Vessel Rock Road/White Brook Road junction extending north to Old Sullivan Road; Memorial St., Church St., Tannery St., High St., westerly side of Main St., easterly side of Main St. to the western bank of the Ashuelot River where Mill Brook crosses Banks Road. The Zone shall include all land within 300 feet from the centerline of said road in each direction.

B. RURAL RESIDENTIAL DISTRICT: In the Rural Residential District, buildings or premises may be erected, placed, altered or used and land may be used for the following purposes only, and in accordance with the following provisions: (Amended March 12, 1996 and March 13, 2001)

1. Single family and two-family dwellings.

2. Congregate Housing for the Elderly.

3. Earth Excavations

4. Physical Parameters of Lot:

   a. minimum lot size shall be two (2) acres ;

   b. front setback shall be 50 feet;

   c. side and rear setbacks shall be 20 feet;

   d. the lot shall have a minimum of 175 feet of frontage.

5. The Rural Residential District shall include all areas of Gilsum that are not designated to be in another zone as identified by this ordinance.

C. INDUSTRIAL/COMMERCIAL ZONE

1. Physical Parameters of Lot:

   a. minimum size shall be two (2) acres;

   b. front setback shall be 50 feet;

   c. side and rear setbacks shall be 20 feet;

   d. road frontage shall be at least 175 feet.

   e. Adequate and safe off-street loading and unloading areas are to be provided.

2. The parcel bounded and described as follows shall be the Industrial Zone:

   a. A tract of land now containing the Blackstock-Houghton Company, commencing at the south side of the Ashuelot River Bridge on Route 10 at the north end of Gilsum Village, thence south and west on the south bank of the Ashuelot River to the Sullivan-Gilsum Town Line, thence easterly on said town line 225 feet, thence northerly 488 feet to the Old Sullivan Road, thence west on the Old Sullivan road and Route 10 to the point of the beginning.

   b. A tract of land on the summit of the Mine Road on Alstead Hill, commencing at the south end of a north-south stone wall, and going north on said stone wall by the Mine Road for a distance of 300 feet, more or less, to a stake. Said tract will have a depth, east of the Mine Road, of 200 feet.

D. HIGHWAY DISTRICT (Added March 12, 1996 & Amended March 8, 2005)

The purpose of the Highway District is to permit commercial uses in Gilsum without disturbing the rural quality of the town and creating undue traffic problems on town roads. The intent of this district is to channel commercial activity onto the main transportation corridor of the town, which is better suited to this type of development than are the town roads. Within this district permitted uses may be co-located on one lot or in one building, subject to applicable Site Plan Review procedures.

1. Permitted Uses. Within the Highway District buildings or structures may be erected, placed, altered or used and land may be used for the following purposes only, and in accordance with the following provisions:

   a. All principal uses permitted in the Village District

   b. Wholesale Establishments

   c. Automobile or Equipment Sales & Service

   d. Light Industrial Uses

   e. Self-storage Facilities

   f. Publishing, Printing, Bookbinding

   g. Gasoline Station, Repair Garage

   h. Nursing Homes, Health Care Facilities, Congregate Housing for the Elderly

   i. Earth Excavation Operations

2. Physical Parameter of Lot:

   a. The minimum lot size shall be two (2) acres.

   b. The lot shall have a minimum of 200 feet of frontage.

3. Yard Requirements:

   a. No structure or parking area shall be located closer than 50 feet from the edge of the highway right-of-way, nor closer than 20 feet from side and rear property lines.

   b. Where a new non-residential use abuts a property with an existing residential use, the side and rear setbacks shall be 35 feet. Twenty (20) feet of this setback area, as measured inward from the property line, shall be maintained as a vegetative buffer strip or visual screen, as approved by the Planning Board during Site Plan Review. Within this buffer strip there will be no parking or storage areas, driveways, signs, lighting fixtures, or principal or accessory structures.

4. The amount of lot coverage, consisting of all buildings, structures and parking facilities, shall be no more than 50% of the total lot size.

5. The District encompasses all land on both sides of Route 10 that has both frontage and access from Route 10, measured inward from the Highway right-of-way to a distance of 1,000 feet, excluding the Village Residential District.

C. Town Parcel Breakdown

Gilsum Parcel Count

	# of Parcels	Value
RESIDENTIAL LAND ONLY (not including current use):	71	$ 1,546,200
RESIDENTIAL LAND ONLY WITH CURRENT USE:	126	$ 949,422
RESIDENTIAL LAND & BUILDING (not including current use): Median: $ 165,800	225	$ 39,135,000
RESIDENTIAL LAND & BUILDING WITH CURRENT USE:	70	$ 14,822,929
MANUFACTURED HOUSING ON OWN LAND:	27	$ 2,312,280
MANUFACTURED HOUSING ON LAND OF ANOTHER:	0	$ 0
RESIDENTIAL CONDOMINIUMS:	Included in Residential Buildings	
DUPLEX & MULTI-FAMILY:	25	$ 4,928,557
COMMERCIAL/INDUST. LAND ONLY (not including current use):	9	$ 1,033,300
COMMERCIAL/INDUST. LAND & BUILDING (not including current use):	9	$ 4,264,500
COMMERCIAL/INDUST. WITH CURRENT USE:	4	$ 287,793
UTILITY:	2	$ 2,258,700
TOTAL TAXABLE:	568	$ 71,538,681
TOTAL EXEMPT/NONTAXABLE:	44	$ 2,939,000
TOTAL NUMBER OF PARCELS:	612	
(TOTAL NUMBER OF CARDS):	626	
PROPERTIES WITH VIEWS (included above):	40	
PROPERTIES WITH WATER FRONTAGE (included above):	0	
DRA CERTIFICATION YEAR:	2019	

LARGEST PROPERTIES

You do not have any individual properties that either represent at least 10% of the total taxable assessed value or have an assessed value of at least $25 million.

D. Time Trending

This is the process by which sales data is equalized to account for time. The "market" is dynamic and ever changing. It is either stable, appreciating or depreciating over time. It is this effect of time that must be analyzed to enable the reliable use of sales 1 or 2 years prior to, or even after the assessment date.

The analysis of property which has sold twice in a relatively short period of time with no changes/improvements between the two sale dates is ideal for this calculation.

Additionally, a review of surrounding municipal trends via New Hampshire DRA's annual ratio study reports for 3 consecutive years, as well as local Realtor information can be used to reconcile an opinion of the current market trend or lack thereof. It should also be noted that, in a depreciating market, a negative trend factor may be discovered and used, which would adjust sale prices for the passage of time.

The following is a summary of the analysis of the sales used broken down by year, a review of the Department of Revenues sales ratio studies for 2017 and 2018, and an analysis of four paired sales or properties that sold twice.

Sales Analysis Results	Year	Median Ratio	Year	Median Ratio
	2016	.9241	2017	1.003
	2017	1.003	2018	.9430
	2018	.9430	2019	.9360

To determine the trend factor for 2017 using the sales analysis, we took the difference between the 2016 and 2017 ratios (-.0789), divided that number by the 2016 ratio of 92.41% which resulted in a negative trend factor of 8.54% or -0.71% per month.

To determine the trend factor for 2018 using the sales analysis, we took the difference between the 2017 and 2018 ratios (.0600), divided that number by the 2017 ratio of 100.3% which resulted in a positive trend factor of 5.98% or +0.5% per month.

To determine a trend factor for 2019 using the sales analysis, we took the difference between the 2018 and 2019 ratios (0.0700), divided that number by the 2018 ratio of 94.3% which resulted in a positive trend factor of 0.74% or 0.06% per month.

The average of this analysis suggests a negative -0.05% per month trend.

DRA Equalization Ratio Study

Year	Median Ratio
2016	100.4%
2017	93.7%
2018	93.6%

To determine the trend factor for 2017 using the DRA figures, we took the difference between the 2016 and 2017 ratios (6.7), divided that number by the 2016 ratio of 100.4% which resulted in a positive trend factor of 6.67% or 0.56% per month.

To determine the trend factor for 2018 using the DRA figures, we took the difference between the 2017 and 2018 ratios (0.10), divided that number by the 2017 ratio of 93.7% which resulted in a positive trend factor of 0.11% or 0.01% per month.

We also analyzed 2019 qualified sales through 4/1/2019; however, as this analysis reflected only a portion of 2019, the DRA ratio for the entire year doesn't exist.

The average of this analysis suggests a positive 0.28% per month trend

Summary

The conclusions reached by each analysis suggest market depreciation of -0.05% per month up to a market appreciation of 0.28% per month. The DRA analysis, because only a few sales are available each year, had to use supplemental sales in the analysis. This analysis uses older sales, but does not trend such sales for time passed which may skew the result. Furthermore, the direct sales analysis approach is relying on a small pool of sales, which also affects the resulting trend. As such, no time trending was applied.

E. Neighborhood Classification

Market Value Influences

The most often repeated quote about real estate relates the three most important factors, "location, location, and location." While humourous, it underlines a significant truth about the nature of property value: it is often factors outside of the property boundaries that establish value.

Most real estate consumers understand the importance of location. A house that is located steps from the ocean likely has more value than a similar one miles away from the waters edge. A retail building close to schools or commuting routes likely has more value than one located far away from these amenities. The stately home located in an area of other similar property likely has more value than a similar one located next to the municipal landfill.

At its very heart, the property tax is a tax on value. Revaluations use mass appraisal that must recognize all factors that influence the value of property, both in a negative and positive direction. Each of these factors may be different in different locations. For this reason, the mass appraisal is indexed to local conditions and uses locally obtained and adjusted information to determine values.

The nature of value influences can affect an entire municipality or region. Entire municipalities may be "close to skiing." Whole counties may be "fantastic commuting locations." Significant areas of our state are quiet country locations. For these reasons, a revaluation may not identify each and every separate factor that influences the value of property. Many of these common elements are assumed to exist for all similar properties in a municipality.

There are value influences that affect entire neighborhoods. These may be as obvious as a location on or near a body of water, ski area, or golf course. They also may be as subtle as a location near a certain park or school, or in a particularly desirable area of the municipality. Whether subtle or obvious, the mass appraisal must account for all of these value influences.

There are also value influences that affect individual properties. These can include such things as water frontage, water access, panoramic views, highway views, proximity to industrial or commercial uses, and heavy traffic counts. These property specific influences may be difficult to isolate, but are critical in the development of accurate values.

The mass appraisal must recognize all value influences: regional; local; neighborhood; and, property. By understanding these factors, accurate market value estimates can be made. Ignoring any of these factors could lead to inaccurate values, and establish a disproportionate system of taxation. Fairness requires that all factors be considered in valuation.

In every community, certain sections, developments and/or locations affect value both positively and negatively in the market. This affect is gaged by the development of neighborhoods. Each neighborhood reflects a 10% value difference positive or negative from the average or most common neighborhood in the community. The most common neighborhood of the community is classified as "E" and each alphabet letter before and after "E" reflects a 10% change in the base or average value. This is market driven, but can generally be equated to the desirability of the road, topography, vegetation and housing quality and maintenance. Attempting to measure this location difference in increments of less than 10% is unrealistic. Once all the neighborhoods are defined, vacant land sales and improved sales are used to test their existence. Views may not only affect individual properties, they may also impact the entire neighborhood desirability.

As a rule, neighborhoods are first defined by the assessing supervisor based on his/her knowledge and experience considering the above stated factors and then tested and modified by local sales data, as follows:

First, all the roads in town are driven and the neighborhoods are graded in relation to each other based upon topography, building quality and maintenance, utilities, overall land design and appeal. Using sales data to test our decisions, we also check with local Realtors to confirm our grading of the most desirable and least desirable neighborhoods. Then, we review all the vacant land sales to find the ones that reflect, (as closely as possible) the zoned minimum lot size. In other words, if the zoning in town requires 1-acre and 200 feet of road frontage, we are looking for sales of similar size lots to develop the base undeveloped site value for that zone.

After identifying the base site values for each zone, we then develop a value for excess road frontage and excess acreage above the zone minimum. For example, a 10 acre lot in a 1 acre zone has 9 acres of excess land. The influence that excess road frontage has on value is considered based on market data. Historically, that influence is only measurable when both road frontage and excess land exist to meet zoning for possible further subdivision.

Neighborhoods are classified by alphabetical letters, as follows:

NC					
A	-40%	F	+10%	J	+50%
B	-30%	G	+20%	K	+60%
C	-20%	H	+30%	L	+70%
D	-10%	I	+40%	M	+80%

E = Average or most common.

Q, R, S, T neighborhood designations are reserved for special/unique situations and may or may not follow the 10% steps. *See Section 9, Valuation Cost Tables & Adjustments*. The "X" designation however, is reserved for rear land, excess acreage designation. When "X" is found on land line 1, it means that the particular lot has no road frontage or known access and is in practical terms landlocked.

Neighborhoods generally designate differences in location across the town based on type of road (dirt, paved, wide, narrow, etc.), condition of land (flat, rolling, steep, wet, etc.) and quality of buildings (high quality, low quality, all similar or mixture, etc.), as well as features like side walks, underground utilities and landscaping of the entire area.

Generally, the value difference from neighborhood to neighborhood is 10% of the average. Each neighborhood is labeled alphabetically with “E” being the average and letters below “E” (D, C, B, A) being less than average and letters after “E” (F - T) being above average.

An “A” neighborhood generally denotes an approved subdivision road not yet developed or maybe just timber cleared. It is typically paper streets.

A “B” neighborhood generally denotes a road cut and stumped and very rough, but passable by 4x4 vehicles.

A “C” neighborhood generally denotes a graded road, either narrow or of poor quality, but passable by most vehicles.

A “D” neighborhood generally denotes below average neighborhood, may or may not be town maintained with poorer quality land and/or lower quality homes and/or a mixture of quality and style homes. Oftentimes, they are more narrow than your average Class V road.

An “E” neighborhood generally denotes the average neighborhood in town, typically a Class V town maintained roads with most utilities above ground and sites that generally consist of average landscaping.

An “F” neighborhood generally denotes neighborhoods above average with similar quality buildings, roads and typically, utilities are underground and sites are more consistently landscaped. Above average neighborhoods are generally more desirable and the factors noted increase marketability. Always remember…location, location, location!

F. Basic Mass Appraisal Process

While the supervisor is analyzing and developing neighborhoods and local values, building data collectors, approved by New Hampshire Department of Revenue Administration (NH DRA) are going parcel by parcel, door to door measuring all buildings and attempting to complete an interior inspection of each principal building to collect the needed physical data, age and condition of the building.

With the land values developed, we now review improved sales, sales that have been developed and improved with buildings or other features, such as well and septic. By deducting the base land value previously established, adjusted by the neighborhood and topography, as well as any other features, such as sheds and barns, a building residual value is estimated. After adjusting for grade and condition, we divide by the effective area of each building to arrive at an indicated square foot cost. This may then be compared to a cost manual, like Marshall & Swift and/or local contractor information to determine if this established square foot cost is reasonable.

> *The effective area of a building is computed by considering all areas of all floors and additions of the building and then adjusting each area by its relative cost. If living space is estimated to be $98.00/SF, the basement area of the house is not worth $98.00/SF, but rather some predictable fraction. As such, each section of the building has an* ***actual area*** *and an* ***effective area*** *which is the actual area times a cost adjustment factor. Each assessment property record card shows the actual area, cost factor and effective area of each section/floor of the building. The cost factor adjustments are consistent through the town.*

This is where, using all the previous cost data developed, we begin to extract the value of views and waterfront in the community. Both vary greatly due to personal likes and dislikes of the market, but both have general features that the market clearly values. For waterfront, private access to the water is the most valuable, but even that may be adjusted for size, topography, usefulness of the waterfront, as well as depth in some areas.

The challenge here is to develop a base value for the average or most common waterfront site and then grade each site in relation to the average based on available sales data. If lacking specific sales data, the search may be expanded to include other bodies of water in other towns. Views are a bit more difficult, as they vary widely as does the value that the market places on them. However, the process is much the same. Using sales, we extract a range of value the market places on different views by first accounting for the basic land value and improvements. What value remains is attributed to the view. Views are classified by type, subject matter, close-up versus distant and width of the view. The adjustments for the influence of view are then systematically applied to all other properties in town with views. Also, a view picture catalog is prepared to show the various views.

Once the cost tables are developed, they are used to calculate all values across the municipality. Then the job supervisor and assistant do a parcel by parcel field review to compare what is on each assessment card to what they see in the field and make adjustments to ensure quality and consistency.

G. Assumptions, Theories & Limiting Factors

Assumptions

1. It is assumed that all land can be developed unless obvious wetlands or town documentation stating otherwise. As such, lots smaller than the zone minimum will be considered developable, assuming they are grandfathered.

2. Current use classification is provided by the town and assumed accurate.

3. The use of the property is assumed its highest and best use, unless stated differently on the property record card. Highest and best use analysis was not done for each property.

4. When interior inspections can not be timely made or are refused, the interior data will be estimated based on similar homes, as accurately as possible, assuming good quality finish. If measurements are refused, the building measurement and interior will be estimated from the road.

5. The land acreage and shape are taken from the Town's maps and assumed accurate and name and address data is provided by the town and assumed accurate.

Theories

Local sales data must be the foundation for a good town wide revaluation and guide the Appraiser Supervisor in their conclusions and adjustments to value. However, lacking sales data does not mean a specific feature or property should go unnoticed or not considered and the supervisor must use common sense and their knowledge gained from education and years of experience when making adjustments, both derived directly from the market and those not, but developed over time and with interaction with buyers and sellers and real estate agents.

Cost, while not always directly related to the market, is a very good indicator of market value based on the understanding of the "principle of substitution". This principle states that a person will pay no more and a buyer will accept no less for a property than the cost of a suitable substitution. A suitable substitution can be defined as the cost to build new considering age depreciation and the cost of time. However, actual costs can exceed market value when personal likes come into play or the property is over built for the area. Nothing in assessing, particularly the assessment is straight line or a fact beyond doubt. Assessments are an opinion of the most probable value a property is worth at a stated point in time given normal market exposure, it is not a fact!

Limiting Factors

The scope of services outlined in the contract spells out the services rendered, which in itself identifies limiting factors. In mass appraisal work, limiting factors or conditions generally include the number of sales available and the accuracy of the data used. Data accuracy is limited by the fact that interior inspections are not available to all properties and, in some cases when data is supplied by third parties.

H. Public Right of Way (PRW) & Utilities Valuation

1. PRW

Assumptions

a.) DOT miles of road to be accurate and complete.
b.) Data provided by companies to be accurate and complete.
c.) Width of Public Right-of-Way (PRW) to be 10 feet.
d.) Linear feet of PRW used x 10 feet width ÷ 43,560 = acres. Value of PRW acre = average 1 acre residential site x 10% of right of way value x .25% for shape & limited use. Example: $40,000 residential site value x 10% right of way value x .25% (-75% limited use) limited use = $1,000.

2. Utilities

Assumptions

a) Report of inventory provided by each utility is accurate.
b) If no original year in service provided, an estimate will be made.

Methodology – Replacement Cost New Less Depreciation

The nationally recognized Whitman, Requardt & Associates, LLP Handy-Whitman Index of Public Utilities Construction Costs manual will be used to trend original costs forward to the present year or the valuation base year for the municipality. As an example:

Towers – Reported Original Cost $150,000 Year in Service 1984
1984 Index = 233
2009 Base Year Index = 553
150,000 ÷ 2.33 = 64,377.68 x 5.53 = $356,008.57 Replacement Cost New
This replacement cost must then be depreciated for age.
If that depreciation was 59%, the value would be $356,008 x 41% Good = $145,964 or $146,000, rounded.

*NHEC uses a "Mass Average" accounting system and does not maintain actual original costs for each item, but rather some sort of average costs. As these average costs are reported and therefore used along with average age data provided in the trended original cost approach to value, I have added a 10% economic depreciation for potential errors inherent in trending average data.

Avitar Associates of New England, Inc.

Municipal Services Company

PUBLIC UTILITY ASSESSMENT REPORT For Town of Gilsum 2019

New England Power PSNH dba Eversource

Gary J. Roberge, Sr. Assessor, CNHA #59
NH DRA Certified Assessor Supervisor
Avitar Utility Assessor Since 1986

Avitar Associates of New England, Inc.
150 Suncook Valley Highway • Chichester, NH 03258 • (603) 798-4419
www.avitarassociates.com

September 1, 2019

Town of Gilsum
Board of Selectmen
P.O. Box 67
650 Route 10
Gilsum, NH 03448

Re: Assessment of Your Public Utilities

Dear Board Members:

As the utility assessor for Avitar Associates of NE, Inc., I have enclosed my assessment report for the above-referenced subject.

The attached report is a complete review and explanation of my market value opinion as of 4/1/2019, as well as pertinent facts resulting in this opinion.

I have relied upon the data provided by New England Power & PSNH dba Eversource identifying all their property in the town. No field data collection was undertaken by me or anyone from my office.

All assumptions and limiting conditions are identified in this report.

Sincerely,

Gary J. Roberge, Sr. Assessor, CNHA
CEO, Avitar Associates

GJR/sjc

Objective

To determine the fair market value of the public utility properties in your town for the following:

New England Power - NEP-1
PSNH dba Eversource - PSC-1

Fair Market Value

Market Value – Market value is the major focus of most real property appraisal assignments. Both economic and legal definitions of market value have been developed and refined. A current economic definition agreed upon by agencies that regulate federal financial institutions in the United States is: The most probable price (in terms of money) which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: The buyer and seller are typically motivated.

Both parties are well informed or well advised, and acting in what they consider their best interests.

A reasonable time is allowed for exposure in the open market.

Payment is made in terms of cash in United States dollars or in terms of financial arrangements comparable thereto.

The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. As defined by the "Glossary for Property Appraisal and Assessment".

These are three accepted approaches to fair market value:

1. Comparable Sales Approach
2. Capitalized Income Approach
3. Replacement Cost Less Depreciation Approach

Although only one approach applies in the writer's opinion, all three are discussed and an explanation provided as to why they do or do not apply in this situation.

Highest & 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 the market.[1] As a legally permitted use required for the heath and wellbeing of the general public, the current use of the subject properties is estimated to be their highest and best use.

[1] Glossary for Property Appraisal and Assessment

Comparable Sales Approach

This approach assumes the existence of similar properties which have sold and the assessor/appraiser can review and make adjustments to the comparables to develop an opinion of value for the subject property. Implicit in this approach is the existence of arms-length, fair market sales data. Since all public utility property sales are heavily regulated by the local and/or Federal Public Utilities Commission, they are not arms-length fair market transactions. They are rather closely related to Netbook Value, which is the remaining value of the original cost and any added infrastructure investment that has not been recaptured. It has nothing to do with the value of the remaining assets still in service and generating income. **As such, it is my opinion that the Comparable Sales Approach to develop an opinion of market value is not valid.**

Capitalized Income Approach

This approach assumes the availability of accurate income and expense information for the property being assessed and that market data can be found for similar properties to correlate the subject's income and expense information that is provided to be market related. It further assumes normal market conditions, such as risk and no outside forces regulating income. Here again, the problem with using this approach is that the income is governmentally regulated, as well as virtually guaranteed and as such does not follow generally accepted rules of the market income approach. A rate of return of and on the investment is fairly guaranteed and total failure is not allowable for the good of the public. This is unlike reality for other income producing properties in the fair and open market for which the income approach to value was developed. Further, while we can hypothesize the income and expenses within the taxing jurisdiction, due to the interaction with other utilities within the New England Grid with pole and line sharing, as well as power pass through, local assets can be providing income elsewhere, while local income can be dependent on assets of others elsewhere. This intermingling for the good of the public, is what makes the income approach very speculative due to the assumptions, estimates and allocations necessary. This is true in my opinion whether you look at the valuation locally or even statewide because the UNIT, so to speak, is not one company but rather all of them working together to maintain the Electrical Grid for the betterment of the public beyond the local community, as well as beyond the state boundaries. One cannot exist without the other and as such, the so called UNIT is not any one company. As such, it is my opinion that to attempt to use the Income Approach, beyond the known problems of protected return, regional monopoly and protection against failure issues that do not exist for the properties that the market income approach was developed for, the amount of estimates, hypotheses and allocations that are needed make the results highly unreliable. **Based on the above, it is therefore my opinion that this approach is also inappropriate.**

Replacement Cost Less Depreciation

This approach is based on the principal of substitution. It assumes that a prudent purchaser will pay no more for any real property then the cost of acquiring an equally desirable substitute. And, in this case, acquiring a substitute means determining the replacement cost and depreciating for age. This approach is very useful when confronted with unique properties such as Public Utility Companies, where no substitutes exist or arm's length sales exist. As such, to develop an opinion of market value for the property, one must develop what it would cost to replace it and then allow depreciation for age to arrive at a reasonable opinion of market value for the property that exists in that jurisdiction. This approach values what actually exists in the local jurisdiction. As a rate of return of and on the investment is virtually guaranteed, as well as the fact that if any part is destroyed by accident or nature, it will be promptly rebuilt. This approach is very appropriate. Cost data and accurate age life depreciation data is readily available. Therefore, it is

the most practical and accurate method of developing an opinion of market value in my judgment whether locally, statewide or even New England wide.

Age / Life depreciation data is readily available within the data of the utility companies themselves. As a rate of return is virtually guaranteed of and on the investment, the need for any type of economic depreciation is nullified in my opinion, because, while the rate of return is controlled and may be below general market investor desired returns, at times, the risk inherent in normal investments has been removed as has normal market competition! As such, in my opinion, regulation is as positive, if not more positive, than the regulated rate of return is negative. Therefore, no economic adjustment is necessary in my judgement.

The "Encyclopedia of Real Estate Appraising", Third Edition 1978, by Edith J. Friedman, Published by Prentice Hall, Inc., states on Page 68,

"The cost approach is often the only method suitable for estimating the value of special purpose properties such as churches, funeral homes and schools. Similarly, in the case of residential properties, unique or highly individualized structure for which there are no effective market comparisons can frequently be appraised only by the Cost Approach." ***(Underline added for emphasis).***

In the writers' opinion, public utilities clearly fall into this group.

Assumptions & Limiting Conditions

1. The data provided by New England Power & PSNH dba Eversource was a complete and accurate inventory for the Town.
2. No asset still in use will depreciate more than 80% despite actual age.
3. No item of the inventory should depreciate to zero value until it has failed.
4. As this is a highly regulated public utility, it is my opinion that I am limited to the use of only the Replacement Cost New Less Depreciation Approach to establish an opinion of market value as discussed on the prior pages of this report.
5. Non-Utility land, owned by New England Power & PSNH dba Eversource is valued similarly to all other land in the town.

Replacement Cost New Less Depreciation Approach to Value, (RCNLD)

The first step in this approach is to inventory or acquire an inventory of all of the subject property assets by category, original year in service and original cost. This was not done by the writer, but rather provided by New England Power & PSNH dba Eversource and assumed to be complete and accurate. That provided report can be found in the Exhibits section.

The original costs, or in the case of NHEC, the average cost by classification were then trended forward from the original year, by using a nationally recognized utility cost trend manual, The Handy-Whitman Index of Public Utility Construction Costs, published annually by Whitman, Requardt & Associates, LLP, to arrive at the total replacement cost.

The average life expectancy, based on the data provide by other utilities varies by classification. The following is the depreciation schedule developed from the most recent data:

Electrical

Transmission	2.25% Per Year	44.4 Year Life Average Life
Transformers	2.50% Per Year =	40 Year Life
Distribution Poles & Lines	2.25% Per Year =	44.4 Year Life
Overhead Conductor	2.00% Per Year =	50 Year Life
Conduit	1.75% Per Year =	57 Year Life
Meters & Lights	2.50% Per Year =	40 Year Life

Gas

Transmission & Distribution Systems	1.5% Per Year = 66.6 Year Life
Meters & Regulators	2.25% Per Year = 44.4 Year Life

Water

Transmission & Distribution Systems	3.00% Per Year = 33 Year Life
Meters & Other Equipment	3.00% Per Year = 33 Year Life

Max Depreciation – All Utility Categories is 80%

As a regulated utility, it is virtually guaranteed a rate of a return of/on the investment at an accelerated rate, meaning their investment is returned long before the items life expires and/or needs to be replaced. What this means is that the company carries a zero value for that item, despite it still being in use and earning income. This is the reason "Netbook" is not an opinion of market value. It only represents the value of the utility yet to be returned, while all other parts of the utility carry a "zero value". Not a realistic approach to market value.

I found no need for any additional economic depreciation.

Final Opinion of Market Value 4/1/2019

New England Power - $36,000
PSNH dba Eversource - $2,207,100

Land rights or easements are not included here, but listed and valued on each property record card, according to the concurrent town wide revaluation.

The following spreadsheets showing the Replacement Cost New Less Depreciation (RCNLD) approach to value, document the final values stated above.

Note: In the case of New Hampshire Electric Coop (NHEC), who maintain an accounting method called "mass averaging" where no accurate original costs or age data is available, use of average original costs and average age data in the trending analysis has the potential for erroneous results. As such, the writer recognizes this as allowed for "averaging error" reduction in the resulting total value, as noted on the reports in the spreadsheets of NHEC.

Certification/Resume

I certify that to the best of my knowledge and belief,

1. The statements contained herein are accurate and true.
2. The analysis and results are my personal unbiased professional opinion and conclusions.
3. I have no present or prospective interest in the property.
4. I am aware of no bias with respect to this property or any part of this report.
5. My analysis, opinion and conclusions are my own based in whole or in part on my past 30 years assessing utilities here in New Hampshire.

Gary J. Roberge, CEO Avitar Associates, Inc.
Sr. Assessor, CNHA #59
NH DRA Certified Assessor Supervisor

Gary James Roberge
Avitar Associates
150 Suncook Valley Highway
Chichester, NH 03258 (603)798-4419

Experience:

2005 – Present **CEO/Sr. Assessor, Avitar Associates of NE, Inc., Chichester, NH**
Software or Assessing Services in over 160 of the 230 NH Municipalities.

1986 – 2005 **President/Sr. Assessor of Avitar Associates of NE, Inc., Chichester, NH**
Avitar is the largest NH based Municipal Services Company, established in 1986 and incorporated in 1989.

1981 – 1986 **Chief Assessor & Software Consultant, MMC, Inc, Chelmsford, MA**
Responsible for some twenty (20) employees, and all revaluations in Maine, Vermont, New Hampshire as well as all software design and maintenance.

Education:
University of New Hampshire, Durham NH. Graduated 1976
Bachelor of Science in Forestry – Minors in Hydrology/Computer Science
IAAO Course I – Residential appraising
IAAO Course II – Income approach to value
IAAO Course 201 – Advanced Income Approach to Value
IAAO Course 301 – Mass Appraisal of residential
IAAO Course 302 – Mass Appraisal of income producing properties
IAAO Course 400 – Assessment Administration
IAAO Workshop 158 – Highest & Best Use
NH DRA Courses – Assessing statute; Condominium appraisal; Current use; Sales Ratio Study
IAAO Course 150 – Standard of Practice & Professional Ethics
USPAP – 2001 Uniform Standards of Professional Appraisal Practice
USPAP – 2010 One Day Update / 2016 One Day Update
NH State Statutes/2010 Update Class

Professional Designations or Affiliations:
IAAO - International Assoc. of Assessing Officials
NHAAO - NH Assoc. of Assessing Officials
CNHA - Certified NH Assessor #59
State of NH DRA - Certified Property Assessor Supervisor
Assessing Standards Board Member 2001 - 2006
Lawton B. Chandler Assessment Achievement Award - 2006
View Valuation Expert, BTLA and Superior Court

Qualified as Expert Witness Status in the Following County Superior Courts:

Belknap County	Rockingham County
Carroll County	Sullivan County
Cheshire County	Strafford County
Hillsborough County	Coos County
Merrimack County	Board of Tax & Land Appeals

AVITAR ASSOCIATES OF NEW ENGLAND INC.

Utility Valuation Report Listing

(Using Handy Whitman Cost Index Manual -- North Atlantic Section)

UTILITY NAME: GILSUM PSNH 2019

UTILITY VALUATION YEAR: 2019

Description	Original Cost	Replacement Cost	Depreciation	Assessment Value
E362 DISTR, STATION EQUIPMENT	**$ 101,118**	**$ 183,882**	*% 0.482511*	**$ 95,157**
E364 DISTR, POLES,TOWERS & FXT	**$ 614,502**	**$ 1,373,055**	*% 0.642935*	**$ 490,270**
E365 DISTR, OVER CONDUCT & DE	**$ 986,146**	**$ 4,660,057**	*% 0.704969*	**$ 1,374,863**
E366 DISTR, UNDERGRND CONDUIT	**$ 3,628**	**$ 8,905**	*% 0.575744*	**$ 3,778**
E367 DISTR, UNDER COND & DEVIC	**$ 19,156**	**$ 27,378**	*% 0.288845*	**$ 19,470**
E368 DISTR, PAD TRANSFORMERS	**$ 249,929**	**$ 262,558**	*% 0.169125*	**$ 218,153**
E369 DISTR, SERVICES OVER&UND	**$ 192,099**	**$ 279,814**	*% 0.410919*	**$ 164,833**
E370 DISTR, METERS INSTALLED	**$ 75,347**	**$ 76,328**	*% 0.171248*	**$ 63,257**
E373 DISTR, STR LIGHTS OVERHD	**$ 1,974**	**$ 2,603**	*% 0.373415*	**$ 1,631**
E400 UNCLASSIFIED CONSTRUCTIO	**$ 21,124**	**$ 21,124**	*% 0.009989*	**$ 20,913**

GRAND TOTALS FOR GILSUM PSNH 2019:

$ 2,265,023	**$ 6,895,704**	**$ 2,452,300***

*** Value Rounded To Nearest Hundred**

0.900

$ 2,207,100

OWNER INFORMATION

PUBLIC SERVICE COMPANY

P. O. BOX 270

HARTFORD, CT 06141-0270

SALES HISTORY

Date	Book	Page	Type	Price	Grantor

PICTURE

LISTING HISTORY

09/30/19 LMHC

NOTES

NO PARCEL LOCATION, NO ACREAGE, NO OLD VALUES;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
UTILITY	1		100	207,100.00	100	2,207,100	2019 UPDATE
POLE PRW	1		100	7,812.00	100	7,812	
						2,214,900	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 0	$ 2,217,400	$ 0
		Parcel Total: $ 2,217,400	
2018	$ 0	$ 2,217,400	$ 0
		Parcel Total: $ 2,217,400	
2019	**$ 0**	**$ 2,214,900**	**$ 0**
		Parcel Total: $ 2,214,900	

LAND VALUATION

Zone: VILLAGE RESIDENTIAL **Minimum Acreage:** 1.00 **Minimum Frontage:** 175 **Site:** **Driveway:** **Road:**

Land Type UTILITY-ELEC **Neighborhood:** E **Cond** **Ad Valorem** **SPI** **R** **Tax Value** **Notes**

0 ac

LAST REVALUATION: 2019

Map: [illegible] Lot: [illegible] Sub: [illegible] Card: 1 of 1 GILSUM Printed: [illegible]

PICTURE

ORDER

PUBLICS SERVICE COMPANY

P O BOX [illegible]

[illegible]

TAXABLE DISTRICTS

District Percentage

BUILDING DETAILS

Model
Year
Exterior
Stories
Year
Deficiency: Code Figures
Factor Explanation Depreciation
Grade
Condition
Cost Ref
Stories

PERMITS

Date Permit ID Permit Type Note

Year Type

BUILDING SUB AREA DETAILS

2019 FIRST YEAR BUILDING VALUATION

Year Built
Condition Factor %
Physical
Functional
Economic
Temporary %

AVITAR ASSOCIATES OF NEW ENGLAND INC.

Utility Valuation Report Listing

(Using Handy Whitman Cost Index Manual -- North Atlantic Section)

UTILITY NAME: GILSUM-NEP 2019

UTILITY VALUATION YEAR: 2019

Description	Original Cost	Replacement Cost	Depreciation	Assessment Value
E354 TRANS, TOWERS & FIXTURES	**$ 3,273**	**$ 135,420**	*% 0.800000*	**$ 27,084**
E356 TRANS, OVER CONDUCT & DE	**$ 1,407**	**$ 44,613**	*% 0.799991*	**$ 8,923**
GRAND TOTALS FOR GILSUM-NEP 2019:				
	$ 4,680	**$ 180,033**		**$ 36,000***

*** Value Rounded To Nearest Hundred**

OWNER INFORMATION

NEW ENGLAND POWER
C/O PROPERTY TAX DEPT.
40 SYLVAN ROAD

WALTHAM, MA 02451-2286

SALES HISTORY

Date	Book	Page	Type	Price	Grantor

PICTURE

LISTING HISTORY

09/30/19 LMHC

NOTES

UPDATED 04/01/14

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
UTILITY	1		100	36,000.00	100	36,000	2019 UPDATE
POLE PRW	1		100	7,812.00	100	7,812	983 POLES
						43,800	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 0	$ 86,900	$ 0
		Parcel Total: $ 86,900	
2018	$ 0	$ 86,900	$ 0
		Parcel Total: $ 86,900	
2019	**$ 0**	**$ 43,800**	**$ 0**
		Parcel Total: $ 43,800	

LAND VALUATION

Zone: VILLAGE RESIDENTIAL **Minimum Acreage:** 1.00 **Minimum Frontage:** 175 **Site:** **Driveway:** **Road:**

Land Type UTILITY-ELEC **Neighborhood:** E **Cond** **Ad Valorem** **SPI** **R** **Tax Value** **Notes**

0 ac

LAST REVALUATION: 2019

Map: 000NEP Lot: 000000 Sub: 000000 Card: 1 of 1 CLASS: 93 KOUSUM Printed: 03/30/2012

VICINITY

OWNER

NEW ENGLAND POWER
CO PROPERTY TAX D-11
40 SYLVAN ROAD

WALTHAM MA 02451-1286

TAXABLE DISTRICTS

District	Percentage

BUILDING DETAILS

Year:
Sqft:
Use:
Int:
Ext:
Heat:
Parameter:
AC:
Quality:
Gen Cond:
Stories:

Value Description	Source	Date	Value

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING SQUARE FEET DETAILS

Type	

2009 BASE YEAR BUILDING VALUATION

Year Built:	
Condition Factor:	%
Physical:	
Functional:	
Economic:	
Temporary:	%

SECTION 4

CAMA SYSTEM

A. INTRODUCTION TO THE AVITAR CAMA SYSTEM

A. INTRODUCTION TO THE AVITAR CAMA SYSTEM

THE POINT SYSTEM - An Industry Standard

The point system for mass appraising is an industry standard developed many years ago and represents the best cost valuation system modified by the local market available and used (in some form or another) by most, if not all, Computer Assisted Mass Appraisal (CAMA) appraisal systems available on the market.

Avitar's CAMA system uses the point system. However, ever since 1986 we have made many very important refinements to increase accuracy, equity, reliability and consistency. We have also provided a menu driven system for ease of use.

Very simply, the system works by dividing up the building into components which consistently represent a certain predictable percent of the total value. These construction components are then assigned point values which represent its contribution to the total value and accounts for the cost and market appeal of the item.

POINTS

Points are based on the associated cost to the total building in relation to other options for similar features. The exterior wall factors also include the structural frame. These point values are based on the percentage that the actual cost historically represents to the total cost and provides a consistent, predictable and equitable approach to mass appraisal building values.

Each building is first measured and sketched showing the actual footprint of the building and various story heights. Then the following attributes are listed:

Roof Style & Cover	Example – Gable or Hip/Asphalt
Exterior Wall	Example – Clapboard/Vinyl (Up to Two Different Exteriors can be listed, using the two most predominant)
Interior Wall	Example – Plaster/Wood (Up to Two Different Interiors can be listed, using the two most predominant)
Floor Cover	Example – Pine/Softwood & Carpet (Up to Two Different Floor Covers can be listed, using the two most predominant)
# of Bedrooms	
# of Bathrooms	
# of Bath Fixtures	
Extra Kitchen	
Central Air	
Generator	
Fireplaces	If no point value associated in the cost tables, then fireplaces are still valued in the extra features.
Heat	Example – Oil/FA Ducted (This is an oil fired furnace with forced air ducted system)
Quality	Example – A4 Exc (Here A=average, A1 is one grade better and A4 is 4 graders better)

Com. Wall	Example – Commercial Wall Frame Construction Use for commercial buildings to account for various structures.
Size Adjustment	Size adjustment is the factor that accounts for the economy of scale theory which means the more of anything you purchase at one time, the lower the unit cost. As such, a larger home will have a factor less than 1.00, while a smaller home will have a factor greater than 1.00 to account for per square foot cost variation.
Base Rate	This is the gross base square foot cost that this building, as well as all other similar buildings will start at.
Bldg. Rate	Building Rate – After consideration of all building materials and quality of construction, a building rate is developed which can be greater and lower and 1.00 based on material, quality and includes the size adjustment.
Com. Wall Factor	In the case of a commercial property, an added factor may be needed to account for various commercial structural frames.
Adjusted Base Rate	Base rate times building rate times commercial wall factor equal the unique adjusted base for this structure. Therefore, two identical homes with slightly different square feet will have slightly different adjusted base rates as the economy of scale will come into play. Also, two identical size and style homes with various exterior wall materials may also vary in adjusted base rates slightly to account for the various market appeal/desirability and value of each material. The Adjusted Base Rate is then multiplied by the total effective area of the house to develop a replacement cost new for that structure.
Bedroom & Bathroom Data	While the number of bedrooms is a valuable commodity for most homes, the accompanying number of bathrooms or fixtures plays a pivotal role. A house with 5 bedrooms and only 1 bathroom is functionally obsolete as the plumbing cannot equally handle the bedrooms, as such a similar house with 5 bedrooms and 2 bathrooms would command a higher market value, all other things equal. As such, a weighting system was developed by Avitar to weight the number of bedrooms to bathrooms to develop an adjusting factor to account for this obsolescence when it existed. Therefore, it is not solely the bedroom or bathroom count that effects value, but the combination of both.

Sample Calculation

Note: The examples provided may not necessarily use the point table developed for your town. The actual point table for your town can be found in Section 9.

Example Listing Data

EXTERIOR WALLS		
Prefab Wood Panels	= 32 points	
Brick on Veneer	= 37 points	
When two types exist, the average rounded integer is used	=	35
ROOF STRUCTURE & COVER		
Gable or Hip	= 3 points	
Asphalt or Comp.	= 3 points	
Point values are added together	=	6
INTERIOR WALLS		
Drywall	= 27 points	
Plaster	= 27 points	
When two interior types exist, the average rounded integer is used	=	27
HEATING FUEL & TYPE		
Oil Fuel	= 1 point	
Hot Water	= 6 points	
Heating points are calculated by multiplying fuel by type 1 x 6	=	6
FLOOR COVER		
Carpet	= 10 points	
Hard Tile	= 12 points	
When two types exist, the average rounded integer is used	=	11
TOTAL STRUCTURAL POINTS COMPUTED	**=**	**85**

BED & BATH LIST DATA

Bedroom = 3 # Bathrooms = 1.5

The bedroom to bathroom functional quality is measured by utilizing the matrix below. The points are found at the intersection of the appropriate column and row values.

#Bedrooms->	0 - 1	2	3	4	5+
#Baths					
00.0	0	1	2	3	4
0.5	10	9	8	7	6
1.0	14	13	10	9	7
1.5	15	14	12	10	7
2.0	15	15	13	10	8
2.5	15	15	15	12	11
3.0	16	16	15	14	12
3.5	16	15	15	15	14
4.0	16	16	16	15	14
UP	17	16	16	16	15

This table represents the value of the plumbing in the building and its ability to effectively service the residence based on the number of bedrooms. 4 bedrooms & 4 baths is better than 4 bedrooms & 2 baths.

Indicated bedroom/bathroom ratio point value = 12 (Add to previously computed structural points of 85)

TOTAL STRUCTURAL POINTS INDEX = 97

QUALITY ADJUSTMENT FACTORS

Quality adjustment factors and descriptions are listed below. Usage of these factors enables the appraiser to make adjustments up or down for each building to account for differences of construction quality and the overall marketability of the building.

The quality factor from the table below, times the total structural point index = QUALITY ADJUSTMENT FACTOR, which is expressed as a percentage value.

97 x 1.10 = **1.067 QUALITY ADJUSTMENT FACTOR**

DESCRIPTION	% ADJUSTMENT
Minimum	70%
Below Average	80%
Average	100%
Average + 10	110%
Average + 20	120%
Average + 30	130%
Excellent	140%
Excellent + 10	150%
Excellent + 20	160%
Excellent + 40	180%
Excellent + 60	200%

IT IS IMPORTANT TO NOTE that the quality index is a percent value and the decimal point is necessary in calculations. Quality index for your community can be found in Section 9.

EFFECTIVE AREA CALCULATIONS

The calculation of effective area is applied in order to adjust for the differences in square foot construction costs in the various subareas of the building as compared to the principal living area. The SUB-AREA ID table shows the effective area which is the actual area adjusted by the cost factors for each subarea. Cost factors for all subareas for this community can be found in the Final Valuation Cost Tables of this manual. (*Section 9C.*)

EXAMPLE: BUILDING AREA CALCULATIONS

SUB AREA IDS			ACTUAL AREAS	COST FACTOR ADJUSTMENT	EFFECTIVE AREA
FFF	(First Floor Finished)	=	864	1.00	864
UFF	(Upper Floor Finished)	=	864	1.00	864
GAR	(Attached Garage)	=	600	.45	270
EPF	(Enclosed Porch Finished)	=	192	.70	134
DEK	(Deck or Entrance)	=	192	.10	19
BMU	(Basement Unfinished)	=	864	.15	130
	TOTAL AREAS GROSS	**=**	**3,576**	**EFFECTIVE =**	**2,281**

The cost factor adjusts the square foot cost of construction for living area to other areas of the structure.

EXAMPLE:

> If the base rate is $85 for a residential house, the cost of a deck is not $85/square foot, it is more accurately expressed as only 10% or $8.50/square foot. As such, this 192 square foot deck can be valued as follows: 192 square feet x 10% = 19.2 sf x $85 base rate = $1,632 or $85 x 10% = $8.50 x 192 square feet = $1,632.

SIZE ADJUSTMENT FACTORS

In order to accurately reflect "economies of scale", it is necessary to adjust the base rate up or down to reflect deviations from the median building size of the community for which it was originally computed. If the median size of all buildings in the town is 2,000 square feet, then the size adjustment table should be similar and all structures larger or smaller would be adjusted downward or upward (respectively) to account for the economy of scale. Size adjustment tables must be developed for each use: residential, commercial and industrial and will be found in Section 9. Final Valuation Tables of this manual for this particular community.

The size adjustment (SA) for this property is .9776

STORY HEIGHT ADJUSTMENTS

Further refinement of the base rate is required to acknowledge the impact of multi-story construction on the total construction costs. This is accomplished through the use of the story height adjustment factor. It is cost adjusted to account for the fact that up until 3 stories or more, it is generally less expensive during original construction to add square feet via story height then expanding the footprint which involves site work and foundation work. Sample Story Height Factors (SHF), for this example are:

STORY HEIGHT	SAMPLE STORY HEIGHT FACTOR
1.00	1.00
1.50	.98
1.75	.96
2.00	.94
2.50	.93
3.00	.92
3.00+	.90

The overall base rate to use for this example is $85.00. This rate is established through the analysis of all residential sales in the community with adjustments made by use of all the factors previously discussed. An example of which follows: (Base rates for your community can be found in Section 9. Final Valuation Tables).

Adjusted Base Rate Calculation

Base Rate x Story Height Factor x Quality Factor Index x Size Adjustment Factor =
$85 x .94 x 1.067 x .9776 = $83.34

FINAL BUILDING VALUE COMPUTATIONS

Effective Area x Adjusted Base Rate = Replacement Cost New (RCN)
2,281 x $83.34 = $190,098

REPLACEMENT COST NEW ROUNDED TO NEAREST $100 = $190,100

DEPRECIATION TYPES & USE

NORMAL AGE DEPRECIATION is based on the age of the structure and the condition relative to that age. New homes, while new, are average for their age, while older homes may be in better condition relative to their age.

EXAMPLE - 200 Year Old House

Condition	Normal Age Depreciation is	
Very Poor	71%	
Poor	57%	(See chart on prior page)
Fair	42%	
Average	35%	
Good	**28%**	
Excellent	14%	

EXAMPLE - For the 200 year old home in good condition

Building Value	=	129,900
Depreciation	=	x 28%
Depreciation Value	=	- 36,372
Depreciated Bldg. Value =		**93,528**

- OR -

Building Value	=	129,900
% Condition Good	=	x 72%
Depreciated Bldg. Value =		**93,528**

All final values are rounded to the nearest $100 for land and buildings alike.

Therefore, the indicated building value = $93,500

PHYSICAL: Refers to the general condition of the building, or how well it has aged or been maintained in comparison to new buildings. Here is where the assessor can allow for an adjustment for items that are not consistent with the overall condition of the majority of the home.

FUNCTIONAL: Refers to the functional design of the building based on the current use, design, layout and new technology available, over and above the normal age depreciation.

ECONOMIC: Refers to depreciation caused by things which are exterior to the building and usually not controllable by the owner. Excessive traffic, active railroad tracks, airport nearby, are just a few examples.

TEMPORARY: Refers to depreciation given for a special reason which shall only exist for a short period of time. This is generally used for new construction to account for varying stages during the construction, as of April 1st in the assessing year.

LAND VALUE COMPUTATIONS

Land can be valued using a per square foot method, per acre method, per front foot method, or a combination of all three methods. Generally, we use acres as our unit of measure for the lot, dollar per acre pricing for the rear acreage and dollar per front foot to take into account additional lot value by way of potential subdivision. Water frontage and/or view contributory value is listed separately. Land charts are created for ease of use.

SAMPLE LAND CHART

# Acres	Value
2.00	31,000
1.45	27,500
1.00	23,000
0.79	16,000
0.45	13,000
0.21	9,000
0.01	1,500

Excess acreage at $1,500 per acre

Base View Value = $50,000
Base Waterfront = $100,000

A table, as shown above, exists for each zone in town that shows the base values for separate indicated lot sizes in town.

This value would then be further adjusted by the neighborhood factor, as indicated by the neighborhood code (NC) table. The NC was established during the revaluation/update process when each road, on every map that existed at that time, had a NC assigned to it based on road, land quality, topography and market desirability.

For this example, we will assume a .45 acre lot with a NC of “G” (which has a value of 1.20, meaning this neighborhood is 20% more desirable or valuable than the average).

$13,000 x 1.20 = $15,600

The land may further be adjusted by the assessor for unique situations for the quality and development of the site, driveway and topography with individual condition adjustments noted on the card and multiplying straight across. In addition, the assessor can include an overall additional condition for abnormal conditions such as shape, in addition to the site, driveway and topography by placing a factor from 1 to 999 in the condition field on the appraisal card. The appraiser can then positively or negatively adjust the land value.

$15,600 x 1.10 Site x 1.00 Driveway x 1.00 Topography x
.90 Condition (Wet) = $15,444 or $15,400 (rounded)

If there were any excess land over the zone minimum, this land would be priced at the excess acreage price. There would be no NC adjustment, for the NC indicates the street frontage and excess land is the same throughout the town. It would be depreciated for size from the excess acreage chart created for this town, which simply decreases the per acre rate based on quantity. This excess land may be further adjusted based on the assessor's knowledge of the area for topography, ledge, wetlands, etc.

Excess road frontage, in amounts equal to the zone minimum, would be valued <u>only if there is enough excess land to support subdivisions based on the zoning requirements</u>. Excess frontage would not normally be assessed unless subdivision potential exists, however it could be if the market sales data showed a value exists even if subdivision potential did not.

The frontage would be valued by multiplying only the excess frontage above the minimum requirement, in increments of the zone minimum by the front foot rate and then adjusted by the NC and further for usability, topography, wetland, etc.

Example:

Zone = Two Acres, 100 Front Feet

1. Parcel with three acres and 400 front feet would not have any excess frontage assessed because only one excess acre exists and the zone requires two. So, this parcel has no subdivision potential.

2. Parcel with four acres and 400 front feet would be assessed for 100 excess front feet because there are two excess acres to support the zoning requirement, and therefore, a potential for subdivision exist.

If the sales data were to show a value for excess road frontage, even if no subdivision potential existed, it could be valued based on every front foot beyond the zone minimum.

Finally, you would add the building value to the extra features value to the land value to get the total assessment.

SECTION 5

UNDERSTANDING YOUR PROPERTY RECORD CARD

ABBREVIATIONS, SAMPLES & DEFINITIONS

Notices may not be exact copies

PROPERTY RECORD CARD - FRONT

Map: 000004 **Lot: 000013** **Sub: 000000** (1) **Card: 1 of 1** (2) **123 MAIN STREET** **ANYTOWN** **Printed:** (3) **04/1/2019**

OWNER INFORMATION

DOE, JOHN (4)
DOE, JANE
123 MAIN STREET

ANYTOWN, NH 03123

SALES HISTORY

Date	Book	Page	Type	Price	Grantor

(5)

PICTURE

LISTING HISTORY (6)

05/16/16	DMVX	
01/27/16	INSP	MARKED FOR INSPECTION
02/22/12	DMVM	
01/30/12	INSP	MARKED FOR INSPECTION
06/28/05	DIWL	
11/20/02	JDRL	

NOTES (7)

TAN; BTHS=5FIX, 3FIX, 2FIX=10 FIX; DNVI - DIFFICULT TO DETERMINE STY HEIGHTS FROM OUTSIDE; EXCELLENT VIEW; VERY LONG DRVWY; VERIFIED INFO @ DOOR;CD=PARTIAL ASPHALT;5/16 H/O SON REFUSED INT & EXT;

EXTRA FEATURES VALUATION (9)

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
FIREPLACE 2-CUST	1		100	8,500.00	100	8,500	
POOL-INGRND-GUNITE	800	40 x 20	80	33.00	100	21,120	
SHED-WOOD	96	8 x 12	227	10.00	100	2,179	UNDER DECK
SHED-WOOD	64	8 x 8	310	10.00	60	1,190	COOP EST
SHED-WOOD	60	6 x 10	327	10.00	40	785	COOP EST
						33,800	

MUNICIPAL SOFTWARE BY AVITAR

ANYTOWN ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE (10)

Year	Building	Features	Land
2017	$ 419,800	$ 31,100	$ 296,800
		Parcel Total:	$ 747,700
2018	$ 612,300	$ 33,800	$ 263,200
		Parcel Total:	$ 909,300
2019	**$ 612,300**	**$ 33,800**	**$ 263,200**
		Parcel Total:	**$ 909,300**

LAND VALUATION (11)

LAST REVALUATION: 2018

Zone: RESIDENTIAL 1 & 2 **Minimum Acreage:** 2.00 **Minimum Frontage:** 200 **Site:** GOOD **Driveway:** DIRT/GRAVEL **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	2.000 ac	148,000	F	110	105	100	95	85 -- MODERATE	90	124,200	0	N	124,200	ACC
1F RES	25.609 ac	x 3,500	X	94				95 -- MILD	70	56,000	0	N	56,000	TOPO
VIEW *See 1.D.		MOUNTAINS AND WATER, WIDE, TOP 75, EXTREME							80	83,000			83,000	WTR SEAS/OBST
	27.609 ac									263,200			**263,200**	

As you can see, the appraisal card is broken into sections.

1) **MAP/LOT/SUB** - Numbers represent the parcel identification numbers (PID) used by the town. The map number represents the ID of the map sheet on which the parcel is displayed. The lot number and sub lot are the unique ID for the parcel on that map sheet.

2) **CARD # OF #** - Typically 1 of 1 means the parcel has only one assessment record card for its entire assessment information. In a multi-card situation, where more than one assessment record card is needed to show the assessment information of a parcel with several primary buildings, the first number is the sequential card number and the second number is the total number of cards for that parcel.

3) **PRINTED** - The date the card was printed, reflecting the assessment information and value on file at that time.

4) **OWNER INFORMATION** - Located in upper left hand corner just below map-lot-sublot numbers and contains the owner name and address information of record at the time of print.

5) **SALE HISTORY** - This section is located to the right of owner information box and displays the five most current sales recorded as known for this parcel showing book, page, date, type of sale (Qualified/Unqualified & Vacant/Improved) and seller's name.

6) **LISTING HISTORY** - This section usually contains the date that the property was visited, plus the two initials of the person who visited the property. The third character is the reason why they were there, and the fourth is the "action" taken. This may vary as it is user definable, but will always have a date followed by a four space code and then space for a brief note.

7) **NOTES** - An area for the appraiser to enter abbreviated notes about the property, as well as reasons for any adjustments made elsewhere on the assessment record card.

8) **PICTURE** - Intended to represent some aspect of this tract of land such as view, waterfront or site or outbuildings.

9) **EXTRA FEATURES VALUATION** - This area contains the valuation of fireplaces, pools, sheds, detached garages, etc., (a table listing all descriptions and rates can be found in *Section 9C*.), and displays a description (as well as dimensions when appropriate), the unit rate, condition and final value. The grand total is rounded to nearest $100. Also, included is a brief notes section for each extra feature item listed.

10) **PARCEL TOTAL TAXABLE VALUE** - Is located about halfway down the right side of the card and displays prior years and current assessed value summarized as buildings, features and land and then the card total value. In the case of a multi-card parcel, in the current year column an additional value will be displayed for the total parcel value just below the card total value, whereas the prior year values will only show the total assessed value of the entire parcel.

11) **LAND VALUATION** - This area provides all the information necessary for land valuation.

Zone - Displays the land pricing table description, which is usually the same as the zones in town.

Minimum Acreage - The minimum lot size as defined by zoning requirements of the town. Occasionally, zones are defined that do not relate to the town zoning. Refer to the land pricing table for clearer definition of the land pricing table.

Minimum Frontage - Same as above, but represents the minimum required road frontage needed for development.

Site - A brief description of the site such as undeveloped, fair, average, good, very good or excellent, which are referring to the condition of the site development and landscaping.

Driveway - A brief description of the driveway such as none, gravel, paved, stone, etc.

Road - A brief description of the road such as paved or gravel.

Land Type - Refers to specific codes used to classify land use. These are all listed and defined in *Section 9C*.

Units - Size of land being assessed on each line.

AC = Acres
FF = Front Feet (Road Frontage) SF = Square Feet
WF = Waterfront Feet

If there are views, they will display here with subject, distance, depth and width as defined in Section 9.C.

Base Rate - Dollar value per unit, except on line one where it is the basic value of the building site, if one exists, for the lot size shown under units.

NC - Neighborhood Code. All towns have distinct neighborhoods, some more than others, which influence value based on features of the neighborhood and market desirability. Neighborhoods are represented alphabetically with "E" being average; A, B, C & D being levels below average; and F, G, H, I, etc. being levels above average value and desirability.

ADJ - The factor by which the neighborhood influences the value. In the case of excess acreage, it is a quantity or size adjustment factor

Site - Land line one only and displays the adjustment factor, if any, associated with the description.

Road - A brief description of the road such as paved or gravel.

Dway - Land line one only and displays the adjustment factor, if any, associated with the description.

Topography - Each land line can have a topography description and adjustment associated and displayed with it.

Cond - Condition - area to enter other land adjustments, such as: wet, shape, undeveloped, etc.

Ad Valorem - Market value.

SPI - Soil Potential Index is used to regulate the per acre rate of the current use land based on the range of value provided by the state. Current use condition for grade, location & site quality as defined in DRA Current Use Rules for forest categories. An entry of 100 means the maximum value and 0 means the minimum. The SPI is provided by the landowner for farm land.

R - This is used for the current use recreation discount. If the recreation discount is granted, a "Y" will appear in this column.

Tax Value - Is the taxable value of all land being appraised, including the land assessed under current use.

Notes - Brief information about each land line or the "COND" adjustment.

12) See Section 1.D. Listing the Property – Views.

PROPERTY RECORD CARD - BACK

PICTURE

OWNER

DOW, JOHN
DOW, JANE
123 MAIN STREET

ANYTOWN, NH 03123

(2)

TAXABLE DISTRICTS

District	Percentage

(3)

PERMITS

(5)

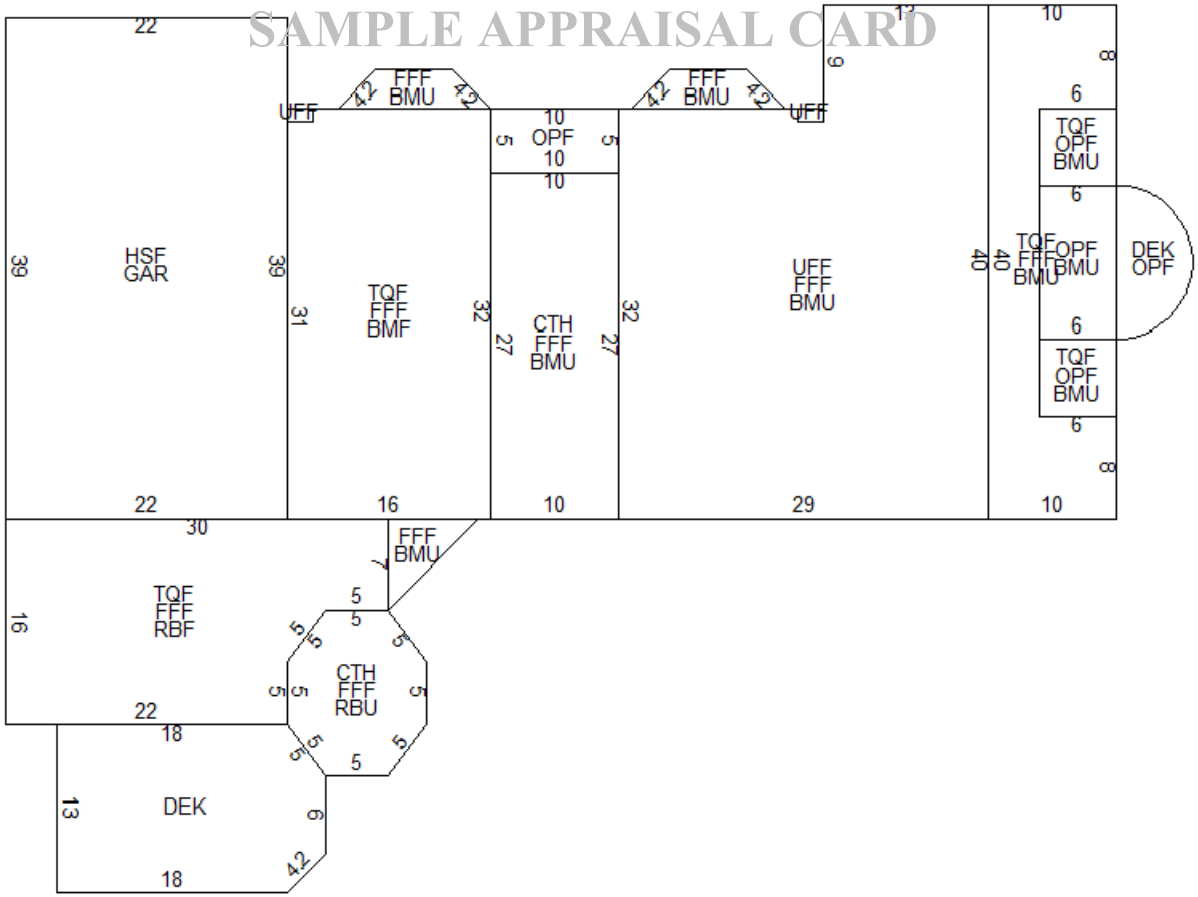
Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

(4)

Model: **2.00 STORY FRAME COLONIAL**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **CB STUCCO**
Int: **DRYWALL**
Floor: **CARPET/HARDWOOD**
Heat: **OIL/FA DUCTED**
Bedrooms: **3** Baths: **3.0** Fixtures:
Extra Kitchens: Fireplaces:
A/C: **Yes 100.00 %** Generators:
Quality: **A6 EXC+20**
Com. Wall:
Size Adj: **0.8499** Base Rate: **RSA 80.00**
Bldg. Rate: **1.3593**
Sq. Foot Cost: **$ 108.74**

(6)



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
RBU	RAISED BSMNT	119	0.25	30
BMF	BSMNT FINISHED	510	0.30	153
TQF	3/4 STRY FIN	1252	0.75	939
RBF	RAISED BSMNT	414	0.50	207
OPF	OPEN PORCH	251	0.25	63
UFF	UPPER FLR FIN	1034	1.00	1034
HSF	1/2 STRY FIN	858	0.50	429
GAR	GARAGE	858	0.45	386
CTH	CATHEDRAL	389	0.10	39
FFF	FST FLR FIN	2678	1.00	2678
BMU	BSMNT	1779	0.15	267
DEK	DECK/ENTRANCE	319	0.10	32
GLA:	**5,080**	**10,461**		**6,257**

(7)

2018 BASE YEAR BUILDING VALUATION

(8)

Market Cost New:		**$ 680,386**
Year Built:		**2001**
Condition For Age:	GOOD	**10 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**10 %**
Building Value:		**$ 612,300**

1) **PICTURE** - A color or black and white digital picture, if one is attached, usually a picture of the sketched building.

2) **OWNER INFORMATION** - Repeats the owner information from the front for ease of use.

3) **TAXABLE DISTRICTS** - This area lists any town districts and the percentage of the property in each district.

4) **BUILDING DETAILS** - The title bar displays the story height, building style and year built.

Model – Story Height/Building Type
Roof - Style & Material Cover
Ext - Exterior Wall Cover
Int - Interior Wall Material
Floor - Floor Cover Material
Heat - Type & Fuel
Bedrooms - # of Bedrooms
Bath - # of Baths
Fixtures - Total # of Bath Fixtures
Extra Kitchens – In-law or Living Area Kitchen
Fireplaces
A/C - Central Air
Generators
Quality - Building Quality Description
Com Wall - Commercial Wall Structure
Size Adj - Size Adj Factor
Base Rate - Bldg Sq Ft Cost
Bldg Rate - Overall bldg factor, based on prior bldg description
Sq. Foot Cost - Final Adjusted Bld Sq Ft Cost

5) **PERMITS** - Area to keep track of issued building permits, manually or automatically from the Avitar Building Permit module, if town building inspector is using that module.

6) **BUILDING SKETCH** - It is the area in which the CAMA generated sketch can be found. Labeling of all sections is located within each area. The acronyms in the sketch, which consists of three letters, are shown to the right of the sketch in the Building Sub Area Details section in a more readable, but still in an abbreviated format.

7) **BUILDING SUB AREA DETAILS** - This shows the Sub Area ID and description, the actual area for each sub area, the cost factor associated with it as a percentage of the Building Square Foot Cost and the effective area, which is the actual area times the cost factor.

Example: A first floor finished (FFF) might be worth $86/sq ft, but an attached deck would not be. By using the 10% cost factor, the square foot cost of the deck would be $8.60. So, if you have a 100 square foot deck at $8.60/sf, it would be valued at $860. Put another way, 100 sf times cost adjustment factor of 10% = 10 sf. 10 sf x $86 base rate = $860. As you can see, using the adjustment this way is the same, but it enables the computation of the total effective area for use in the overall size adjustment computation and for comparing the effective area of comparable structures.

8) **BASE YEAR BUILDING VALUATION** - Is calculated by multiplying the total effective area by the Building Adjusted Base Rate, displayed just above and to the right of the sketch. This represents the undepreciated value of the structure, or rather the cost to replace the structure with a similar structure at the time the assessment was made,

based on the local market data. The base year is the year of the last valuation update and the year from which the age depreciation of the building is computed.

- Normal - Depreciation based on the age and condition of the building.
- Physical - Is added depreciation to account for the loss in value due to wear and tear and the forces of nature.
- Functional - Added depreciation is the loss in value due to the inability of the structure to perform adequately the function for which it is used, based on problems with design, layout and/or use of the buildings.
- Economic - Added depreciation based on factors influencing value that are external to the property and generally not controlled by the owner.
- Temporary - Generally used for a building in a transitional phase such as renovation, remodeling or new construction not completed as of April 1st. It is expected to change yearly as construction is completed.

This approach ensures consistent age depreciation, but also allows the supervisor to make individual added depreciation on final field review, as deemed needed for each property. See *Section 4* - Depreciation - Manual Calculation

- Total Dpr - Total all depreciation.
- Assessment is the actual assessed value of the building and is calculated by multiplying the Building Market Cost New value by (100% - Total Depreciation %).

Building Market Cost New	=$227,000
Total Depreciation = 21%	x .79 (100% - 21%=79% or .79)
	$179,330

Rounded to $179,300 = Building Assessment

GENERAL
COMMONLY USED ABBREVIATIONS

A/C	Air Conditioning
AC	Acres
ACC	Access
AMNTY	Amenity
ATT	Attached
AVG	Average
BC	Blind Curve
BCH	Beach
BKL	Backland
BR	Bedroom
BSMNT/BMT	Basement
BTH	Bath
CB	Cinder/Concrete Block
CE	Conservation Easement
CK/CHK	Check
CLR	Clear
COF	Comm Office Area
COND	Condition
CTD	Cost to Develop
CTR	Close to Road
CU	Current Use
CW	Common Wall
DB	Dirt Basement
DNPU	Did Not Pick UP
DNV	Did Not View
DNVI	Did Not View Interior
DTW	Distance to Waterfront
DV	Data Verification
DW	Driveway
ENT	Entrance
ESMNT	Easement
EST	Estimate
EXC	Excellent
EXT	Exterior
FF	Front Feet on Road
FIN	Finished
FLR	Floor
FND	Foundation
FP	Flood Plain
FPL	Fireplace
FR	Fair
FS	Field Stone
GAR	Garage
GD	Good
HO	Homeowner
INCL	Included
INFO	Information
INT	Interior
LB	Low Basement
LDK	Loading Dock
LLA	Lot Line Adjustment
LTD	Limited
LOC	Location
LUCT	Land Use Change Tax
ME	Measured & Estimated
MH	Manufactured Home
MHD	Manufactured Home-Double Wide
MHS	Manufactured Home-Single Wide
MKB	Modern Kitchen/Bath
M/L	Measured & Listed
MPU	Most Probable Use
NBD	Non-Buildable
NC	No Change
NICU	Not in Current Use
NOH	No One Home
NSFA	No Show for Appointment
NV	No Value
OKB	Outdated Kitchen/Bath
P&B	Post & Beam
PDS	Pull Down Stairs/Attic Stairs
PF	Pond Frontage
PLE	Power Line Easement
PR	Poor
PRS	Pier Foundation
PU	Pickup
RBL	Road Bisects Lot
RD	Road
REF	Refused
RF	River Frontage
ROW	Right of Way (R/W)
SHDW	Shared Driveway
SUBD	Subdivision
TOPO	Topography
UC	Under Construction
UNB	Unbuildable
UND	Undeveloped
UNF	Unfinished
VBO	Verified by Owner
VGD	Very Good
VPR	Very Poor
VU	View
WA	Water Access
WB	Wet Basement
WF	Water Frontage
WH	Wall Height
WOB	Walkout Basement
W&D	Windows & Door
XFOB	Extra Features
XSWF	Excess Water Frontage
YB	Year Built

SAMPLE - LIST LETTER

TOWN OF ANYTOWN
25 MAIN STREET
ANYTOWN, NH 03123

DOW, JOHN
1 MAIN STREET
ANYTOWN, NH 03123

Map Lot Sub : 0000U3 000006 000000

April 3, 2019

Dear Property Owner:

The Town of Anytown has contracted Avitar Associates of New England, Inc. to perform a data verification process. Annually, properties are chosen and the data is verified for accuracy. This process helps to maintain an accurate database and will help maintain fair and equitable assessments.

At this time, Avitar is scheduling appointments for interior inspections. The purpose of the interior inspection is to verify the data listed on your property record card for accuracy ie. number of bedrooms and baths and to determine the overall condition. Please call during the times specified below to set up an appointment (at a later date) to view the interior of your property. Also, please note this phone will only be answered during the specified dates and times.

Please call **603-123-4567 STARTING Tuesday, 4/9/19 thru Thursday, 4/11/19 between 8:00 am & 4:30 pm** to arrange an appointment in the near future for an interior inspection of your property. Please have this notice available when you call.

Please keep in mind that the inspection of your property is very important for an accurate and equitable assessment.

Thank you for your cooperation,
Avitar Associates of NE, Inc.
Contract Assessors for the Town

P.S. It is important to note the phone may be busy during the first day of calls, as such, please be patient when calling.

SAMPLE - NOTICE OF PRELIMINARY VALUES

Town Of Anytown
Board of Selectmen
25Main Street
Anytown, NH 03123

DOW, JOHN
1 MAIN STREET
ANYTOWN, NH 03123

Map Lot Sub : 0000U3 000006 000000

NOTICE OF PRELIMINARY ASSESSMENT VALUES

May 8, 2019

Dear Property Owner:

The **Town of Anytown** has contracted with Avitar Associates to perform a townwide update of values. The new assessed values established for your property during the recent update are listed below. To view your property record card online, go to Avitar's Website at www.avitarassociates.com, click **ONLINE DATA, then click Logon & Subscriber**. Enter the **Username Anytown & the Password anytown.** Access to the website will be for the next 30 days from the date of this notice. If you do not have access to the internet, listings of all assessments are available for review at the Town Office. Internet access may also be available at the Library during normal business hours.

Should you feel an error exists or should you like to make an appointment to review your assessment, you should call **603-123-4567 starting on Mon, 5/13/19 thru, Thurs, 5/16/19 from 8:00 am to 4:30 pm** to arrange an appointment. Reviews will be held BY APPOINTMENT ONLY at the **Anytown Town Hall** at a later date. Please keep in mind the phone number will only be answered during the times listed above. If you cannot call during this time frame, please put your specific concerns in writing and we will review them. Do not attempt to fax a request for appointment during or after the date above.

If you call for an appointment to review your assessment, please be patient trying to reach our scheduler. Invariably, the phone line is very busy in the first hours of scheduling, so please be prepared to call back later during the scheduling period.

Please note that you should not multiply your new assessment by the old tax rate, as it will produce an erroneous tax amount. **The newly established values will not be implemented until the December bill.**

Thank you for your cooperation.

Land Value: $ 151,300 Other Value: $ 209,400 Total Parcel Value: $ 360,700

SAMPLE - SECOND NOTICE OF VALUE AFTER PRELIMINARY HEARINGS

Town of Anytown
Office of the Selectmen
25 Main Street
Anytown, NH 03123

DOW, JOHN
1 MAIN STREET
ANYTOWN, NH 03123

Map Lot Sub : 000001 000001 000001

June 25, 2019

Dear Property Owner:

The value listed below is your final value developed from the recent townwide update after review and changes from the informal hearing process in Anytown**, N.H.**

Changes may have occurred whether or not you scheduled an appointment for an informal hearing.

If you have any further questions or concerns, they should be addressed through the abatement process once you have received your final tax bill in the fall. As provided under RSA 76:16, you have the right to apply in writing to the selectmen or assessors for an abatement of taxes assessed by March 1 following the notice of tax. If after you have filed for abatement and are still aggrieved, you may apply in writing to either the Board of Tax and Land Appeals (RSA 76:16-a) or Superior Court (RSA 76:17), but not both. The appeal shall be filed on or before September 1 after the date of notice of tax and not afterwards.

Please note that you should not multiply your new assessment by the old tax rate, as it will produce an erroneous tax amount.

Sincerely,
Avitar Associates of NE, Inc.
Contract Assessor

Land Value: $ 73,300 Improvements: $ 163,800 Total Parcel Value: $ 237,100

DEFINITIONS

Abatement: An official reduction or elimination of one's taxes.

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 land residual 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.

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 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. Use of land owned in common like in a condominium complex, is an added value or amenity.

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

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

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.

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 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: The official act of discovering, listing, and estimating property value and other property assessments.

Assessment Card: A card used by an assessor with land and building information, including acreage, 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 of cost and depreciation. **Also called a "property record card"**.

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

Assessment Progressivity or Regressivity: An estimated assessing bias such that high-value properties are appraised higher (or lower) than low-value properties in relation to market values. It is computed by the Price Related Differential; however, it is not statistically definitive, but merely an indication of a possible bias.

Assessment to Sale Price Ratio: The ratio of the assessed value to the sale price (or adjusted sale price) of a property; a simple indication of assessment accuracy.

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.

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 assessor in estimating market value of a large population of properties.

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.

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).

Double Net Lease (NN): This type of lease requires only the tenant to pay property taxes and insurance premiums in addition to rent.

Effective Gross Income (EGI): The potential gross income, less vacancy and collection loss, plus miscellaneous income.

Escheat: The right to have property reverts 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 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 marketwide in personal property, and is generally considered to be economically infeasible to cure.

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 by looking at their exteriors.

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.

Gross Lease (GR): Is a monthly rent including an estimated utility cost.

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.

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.

Lessor: The person granting a possessory interest in property by lease.

Level of Assessment; Assessment Ratio: The common or overall ratio of assessed values to market values. 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.

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: Performing an interior inspection of a property/building.

Market Approach: Any valuation procedure that incorporates market-derived data, such as the stock and debt technique, gross rent multiplier method and allocation by ratio.
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 or average.

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.

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

Modified Gross Lease (MG): This type of lease sits somewhere between a triple net lease and a gross lease and varies. Some expenses may be included and are defined on a lease by lease basis.

Neighborhood: (1) The environment of a subject property that has a direct and immediate effect on value; (2) A geographic area 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 Operating Income (NOI): (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.

Net Leasable Area (also referred to as rentable square footage): The area within a building or structure that is actually occupied by an individual tenant. Net leasable area does not include any of the common areas, such as lobbies and restrooms shared by other tenants.

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 overadequacy; (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.

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”.

Potential Gross Income (PGI): The sum of potential gross rent and miscellaneous income, that is, the income from rent and other sources that a property could generate with normal management, before allowing for vacancies, collection loss and normal operating expenses.

Price Related Differential (PRD): The mean divided by the weighted mean. The statistic has a slight bias upward and is not statistically definitive; however, price-related differentials above 1.03 tend to indicate assessment regressivity; price-related differentials below 0.98 tend to indicate assessment progressivity.

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.

Ratio Study: A study of the relationship between assessed values and market sales data.

Real Property: Consists of the interests, benefits, and rights inherent in the ownership of land plus anything permanently or semi-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”.

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

Residual Value of Land: A value ascribed to land alone by deducting from the total value of land and improvements, the value of the improvements.

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

Right-of-Way: R/W or RW, an easement consisting of a right of passage through the servient estate. 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.

Single Net Lease (N): This type of lease requires the tenant to pay only the property taxes in addition to rent.

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.

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 Rate: The amount of tax stated in terms of a unit of the tax base. For property tax, it is expressed in dollar of tax per $1,000 of value.

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.

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.

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 microlocational goods and services.

Triple Net Lease (NNN): This type of lease requires the tenant to pay ALL expenses in addition to rent.

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

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, townhouse, detached single-family, condominium, house on farm, and so on.

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

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

SECTION 6

SALES DATA

A. DATE RANGE OF SALES & EFFECTIVE DATE OF NEW VALUE

B. QUALIFIED & UNQUALIFIED SALES REPORT

A. Date Range of Sales & Effective Date of New Value

Effective date of this revaluation is 4/1/2019.

Sales that occurred between 4/1/17 and 8/23/19 were used in the preliminary analysis.

Sales that occurred between 4/1/17 and 9/30/19 were used in the final analysis.

Sales after 4/1/19 may not have been inspected.

B. Qualified & Unqualified Sales Report

The following sales listing for all sales that were verified as qualified "market sales" (via PA-34 reports filed by the buyer and seller at the time of the transaction, onsite visits, sales questionnaires or through research of MLS listing services) that were discovered and used in the analysis of costs for the revaluation. There are two listings. The first is a list of all Market Sales commonly called Qualified. The second is a listing of all the sales considered non-market or unqualified sales and not used in the cost analysis.

The sales list includes the following abbreviations, defined here:

LC=Land Use Code

CI	Comm/Ind
EX-F	Exempt-Federal
EX-M	Exempt-Municipal
EX-P	Exempt-PILT
EX-S	Exempt-State
R1	1F Residential (1F = One Family)
R1A	1F Residential Water Access
R1W	1F Residential Waterfront
R2	2F Residential (2F = Two Family)
R2A	2F Residential Water Access
R2W	2F Residential Waterfront
R3	3F Residential (3F = Three Family)
R3A	3F Residential Water Access
R3W	3F Residential Waterfront
R4	4F Residential (4F = Four Family)
R4A	4F Residential Water Access
R4W	4F Residential Waterfront
UTL	Utility-Other
UTLE	Utility-Electric
UTLG	Utility-Gas
UTLW	Utility-Water

NC=Neighborhood Code

A	60%	40% Below the Average
B	70%	30% Below the Average
C	80%	20% Below the Average
D	90%	10% Below the Average
E	100%	Average for the Town
F	110%	10% Above the Average
G	120%	20% Above the Average
H	130%	30% Above the Average
I	140%	40% Above the Average
J	150%	50% Above the Average
K	160%	60% Above the Average
L	170%	70% Above the Average
M	180%	80% Above the Average
N	190%	90% Above the Average
P	200%	100% Above the Average
Q	225%	125% Above the Average
R	250%	150% Above the Average
S	275%	175% Above the Average
T	300%	200% Above the Average
X	Backland	Not Having Road Frontage

BR=Building Square Foot Rate – See Section 9C Final Cost Tables

SH=Story Height

A	1 Story Frame	E	2.5 Story Frame
B	1.5 Story Frame	F	2.75 Story Frame
C	1.75 Story Frame	G	3 Story Frame
D	2 Story Frame	H	3.5+ Story Frame
		I	Split Level

EF AREA = Effective Area. This is the actual area of each section of the building adjusted for cost. In other words, 800 square feet of first floor is more valuable than 800 square feet of basement, so the basement square footage is adjusted down for cost and the total effective area is the sum of all the sub areas adjusted for cost.

I = This column will be either “I” for improved, meaning a land and building sale or “V” for vacant, meaning a land only sale.

Q = This column is “Q” for qualified market sale or “U” for unqualified market sale.

Gilsum Sales Analysis Report

Ratio	Map / Sale Note	Lot	Sub	Zone	Acres	LC	NC	BR	SH / Eff. Area	Sale Price	Assessment / Sale Date	I	Q	Unqualified Description / Grantor	Prior Year Assessment
0.845	000407	000085	000000	02	4.45	R1	D			$ 40,000	$ 33,800 / 05/24/2017	V	Q	CASTOR, DONALD R	$ 42,500
0.909	000408	000009	000000	02	14.40	R1	E	RSA	A / 967	$ 219,000	$ 199,100 / 11/20/2018	I	Q	POLYI, THOMAS M	$ 121,600
0.936	000405	000028	000000	04	12.03	R1	E	MHD	A / 1,199	$ 135,000	$ 126,300 / 06/26/2017	I	Q	NADEAU, KEITH	$ 103,000
0.937	000405	000045	000000	04	5.10	R1	E	RSA	D / 2,861	$ 270,000	$ 253,000 / 08/09/2018	I	Q	BARDWELL, VERNON R. JR	$ 185,900
0.970	000407	000004	000000	02	11.10	R1	C	RSA	B / 1,976	$ 252,000	$ 244,400 / 11/30/2018	I	Q	COOK, ROBERT	$ 175,700
0.982	000408	000021	000000	02	18.80	CUFL	E			$ 103,900	$ 102,000 / 09/05/2017	V	Q	GARDNER, JAMES R	$ 78,500
0.992	000405	000040	000000	04	5.00	R1	E	RSA	A / 2,183	$ 239,000	$ 237,200 / 09/14/2018	I	Q	HANSEN, TREVOR	$ 182,400
0.997	000407	000151	000000	04	50.00	CI	E			$ 318,000	$ 316,900 / 01/02/2018	V	Q	WOODBURY, RICHARD W &	$ 116,300
	SALE PRICE INCLUDES VALUE OF EART MATERIAL ON PROPE														
1.000	000407	000045	000000	01	0.12	R1	D	RST	B / 1,019	$ 97,000	$ 97,000 / 06/17/2017	I	Q	CANTRELL, CHERYL A	$ 78,400
	INTERIOR UPDATED, NEW WALLS, FLOORS, BATH, ATF TO HS														
1.005	000402	000004	000000	02	0.63	R1	E	RSA	A / 936	$ 135,000	$ 135,700 / 07/03/2018	I	Q	BEAM, JASON C.	$ 101,700
1.006	000405	000046	000000	04	10.40	R1	E	RSA	D / 2,599	$ 244,933	$ 246,400 / 05/23/2019	I	Q	BARDWELL JR., VERNON R	$ 228,400
1.014	000409	000045	000000	02	2.00	R1	D	RST	C / 2,885	$ 145,000	$ 147,000 / 07/16/2018	I	Q	MACNEIL, KAREN M.	$ 150,300
1.016	000405	000006	000000	02	11.55	R1	D	RSA	A / 1,355	$ 188,000	$ 191,100 / 08/08/2018	I	Q	MERCHANT, ROBERT D	$ 160,800
	ALSO CODE 21 SOLD WITH 405-5														
1.029	000407	000130	000000	01	0.90	R1	E	RST	B / 1,721	$ 153,000	$ 157,500 / 01/22/2018	I	Q	BECKER-WHYTE,EMILY	$ 164,200
1.052	000406	000033	000000	04	5.00	R1	E	RSA	A / 1,217	$ 171,900	$ 180,800 / 06/26/2017	I	Q	HARPET, ALLEN & CHERYL	$ 144,800
1.087	000407	000039	000000	01	31.00	R1	D	RSA	A / 933	$ 159,000	$ 172,800 / 06/29/2017	I	Q	SANDERS, CRAIG T	$ 128,400
	TWO PARCEL SALE, INCLUDES 407-36														
1.091	000408	000031	000000	02	1.00	R1	E	RSA	A / 1,985	$ 195,500	$ 213,200 / 09/27/2018	I	Q	MOONEY, DANIEL P	$ 183,800
1.091	000405	000007	000000	02	1.00	R1	D	RSA	B / 1,279	$ 150,000	$ 163,700 / 06/02/2017	I	Q	SYMONDS, GARY S	$ 130,000
1.094	000407	000189	000000	02	4.10	R1	C	RSA	A / 691	$ 101,600	$ 111,200 / 06/30/2017	I	Q	JAMES JACKSON, TRUSTEE	$ 83,800
	INT INFO FROM ZILLOW LISTING PICS AND DATA UPDATED-N														
1.128	000407	000016	000001	02	3.94	R1	D	RSA	D / 1,083	$ 131,000	$ 147,800 / 11/02/2017	I	Q	MORRIS, BRENNA T.	$ 122,600

Gilsum Sales Analysis Report

Ratio	Map / Sale Note	Lot	Sub	Zone	Acres	LC	NC	BR	SH / Eff. Area	Sale Price	Assessment / Sale Date	I	Q	Unqualified Description / Grantor	Prior Year Assessment
0.845	000407	000085	000000	02	4.45	R1	D			$ 40,000	$ 33,800 / 05/24/2017	V	Q	CASTOR, DONALD R	$ 42,500
0.909	000408	000009	000000	02	14.40	R1	E	RSA	A / 967	$ 219,000	$ 199,100 / 11/20/2018	I	Q	POLYI, THOMAS M	$ 121,600
0.936	000405	000028	000000	04	12.03	R1	E	MHD	A / 1,199	$ 135,000	$ 126,300 / 06/26/2017	I	Q	NADEAU, KEITH	$ 103,000
0.937	000405	000045	000000	04	5.10	R1	E	RSA	D / 2,861	$ 270,000	$ 253,000 / 08/09/2018	I	Q	BARDWELL, VERNON R. JR	$ 185,900
0.970	000407	000004	000000	02	11.10	R1	C	RSA	B / 1,976	$ 252,000	$ 244,400 / 11/30/2018	I	Q	COOK, ROBERT	$ 175,700
0.982	000408	000021	000000	02	18.80	CUFL	E			$ 103,900	$ 102,000 / 09/05/2017	V	Q	GARDNER, JAMES R	$ 78,500
0.992	000405	000040	000000	04	5.00	R1	E	RSA	A / 2,183	$ 239,000	$ 237,200 / 09/14/2018	I	Q	HANSEN, TREVOR	$ 182,400
0.997	000407	000151	000000	04	50.00	CI	E			$ 318,000	$ 316,900 / 01/02/2018	V	Q	WOODBURY, RICHARD W &	$ 116,300
	SALE PRICE INCLUDES VALUE OF EART MATERIAL ON PROPE														
1.000	000407	000045	000000	01	0.12	R1	D	RST	B / 1,019	$ 97,000	$ 97,000 / 06/17/2017	I	Q	CANTRELL, CHERYL A	$ 78,400
	INTERIOR UPDATED, NEW WALLS, FLOORS, BATH, ATF TO HS														
1.005	000402	000004	000000	02	0.63	R1	E	RSA	A / 936	$ 135,000	$ 135,700 / 07/03/2018	I	Q	BEAM, JASON C.	$ 101,700
1.006	000405	000046	000000	04	10.40	R1	E	RSA	D / 2,599	$ 244,933	$ 246,400 / 05/23/2019	I	Q	BARDWELL JR., VERNON R	$ 228,400
1.014	000409	000045	000000	02	2.00	R1	D	RST	C / 2,885	$ 145,000	$ 147,000 / 07/16/2018	I	Q	MACNEIL, KAREN M.	$ 150,300
1.016	000405	000006	000000	02	11.55	R1	D	RSA	A / 1,355	$ 188,000	$ 191,100 / 08/08/2018	I	Q	MERCHANT, ROBERT D	$ 160,800
	ALSO CODE 21 SOLD WITH 405-5														
1.029	000407	000130	000000	01	0.90	R1	E	RST	B / 1,721	$ 153,000	$ 157,500 / 01/22/2018	I	Q	BECKER-WHYTE,EMILY	$ 164,200
1.052	000406	000033	000000	04	5.00	R1	E	RSA	A / 1,217	$ 171,900	$ 180,800 / 06/26/2017	I	Q	HARPET, ALLEN & CHERYL	$ 144,800
1.087	000407	000039	000000	01	31.00	R1	D	RSA	A / 933	$ 159,000	$ 172,800 / 06/29/2017	I	Q	SANDERS, CRAIG T	$ 128,400
	TWO PARCEL SALE, INCLUDES 407-36														
1.091	000408	000031	000000	02	1.00	R1	E	RSA	A / 1,985	$ 195,500	$ 213,200 / 09/27/2018	I	Q	MOONEY, DANIEL P	$ 183,800
1.091	000405	000007	000000	02	1.00	R1	D	RSA	B / 1,279	$ 150,000	$ 163,700 / 06/02/2017	I	Q	SYMONDS, GARY S	$ 130,000
1.094	000407	000189	000000	02	4.10	R1	C	RSA	A / 691	$ 101,600	$ 111,200 / 06/30/2017	I	Q	JAMES JACKSON, TRUSTEE	$ 83,800
	INT INFO FROM ZILLOW LISTING PICS AND DATA UPDATED-N														
1.128	000407	000016	000001	02	3.94	R1	D	RSA	D / 1,083	$ 131,000	$ 147,800 / 11/02/2017	I	Q	MORRIS, BRENNA T.	$ 122,600

SECTION 7

SPREADSHEETS ANALYSIS

SPREADSHEET ANALYSIS

The following pages show the spreadsheets used to develop base values for land and buildings.

Land only sales were used when available and adjusted for location, excess acreage and road frontage leaving a residual value of the base undeveloped site. Land only sales similar in size to the zone minimum are selected when available, to help eliminate any bias of excess acreage or excess road frontage as the value associated with them has yet to be determined and has to be estimated at this time.

When enough sales are available, and a base undeveloped site value can be established, then excess acreage and road frontage values can be developed by using other sales and deducting the base undeveloped site to extract an indicated preliminary value for acreage above the minimum lot size required for development. This can also be done for excess road frontage.

Once land values are determined, we can then establish the developed site value by using improved sales with relatively new homes, if available.

Then a spreadsheet can be developed, using all the prior developed values for the developed site, excess land and excess road frontage and confirm or alter the estimated building square foot cost to reflect the very specific local market.

Now with land and building values developed using the following spreadsheets, we can begin to analyze the impact of waterfront, water access, views, or any other amenity, if any exist.

All this information is further tested via the final town wide sales analysis module for the CAMA system. Final values may vary slightly from those originally developed and are generally noted as such. The sales results are found in Section 9B of this manual and the final cost tables are found in Section 9C.

Gilsum

VACANT LAND COST

Annual Trend:	0.00% < 10/01/18 > 0.00%	Acreage Discount Minimum Acreage:	10.00	Excess Foot Frontage:	$25.00
Site Acreage:	1.000	Acreage Discount Maximum Acreage:	250.00		
Est. Excess Acreage Value:	$1,000	Acreage Discount Maximum Percentage:	75.00%		

Location Map Lot Sub	Sale Date/Days	Sale Price/Adjusted	Zn	Acres	Excess Ac Value	Excess FF Value	Site Value	Nhbd	Site	DWay	Road	Topo	Cond	Indicated Site Value
NASH CORNER ROAD 000409 000050 000001	02/15/17 593	$32,000 $32,000	02	8.727	$6,954	$0	$25,046	1.00	1.05	0.95	1.00	0.90	1.00	$27,899

Average Indicated Site Value: $27,899

Median Indicated Site Value: $27,899

ANALYSIS OF THE ONE SALE INDICATES A BASE VALUE OF $30,835 FOR A UNDEVELOPED SITE. USING THE INDICATED 2 ACRE BASE RATE FOR DEVELOPED SITE VALUE OF $59,000 AN UNDEVELOPED FACTOR OF .52 IS INDICATED ($30,800/$59,000) WITH AN UNDEVELOPED DRIVEWAY FACTOR OF .9, THE FOLLOWING FACTORS ARE DERIVED. UNDEVELOPED WOODS WITH A FACTOR OF .6 (.52/.90, ROUNDED) AND UNDEVELOPED CLEAR WITH A FACOTR OF .65.

Gilsum

DEVELOPED SITE VALUE

Annual Trend:	0.00% < 10/01/18 > 0.00%	Site Acreage:	2.000	Acreage Discount Minimum Acreage:	10.00
Building Base Year/Depreciation:	2019/1.25	Est. Excess Acreage Value:	$1,000	Acreage Discount Maximum Acreage:	250.00
Est. Building Square Foot Cost:	$90.00	Excess Foot Frontage:	$25.00	Acreage Discount Maximum Percentage:	75.00%

Location Map Lot Sub	Sale Date/Days	Sale Price/Adjusted	Zn	Bldg Rate	Year Built	Cond*	Depreciation Age	Depreciation Other	Bldg Sq. Ft.	Building Value	Features Value	Excess Acres	Excess Ac Value	Excess FF Value	Residual Value	Nhbd	Site	Dway	Road	Topo	Cond	Indicated Site Value
7 HIGH STREET 000407 000045 000000	06/17/17 471	$97,000 $97,000	01	1.3379	1894	2.00	28	0	1,019	$88,343	$1,600	0.000	-$38,000	$0	$45,057	0.90	1.00	0.95	1.00	0.90	1.00	$58,554
this is a fractional acreage sale and as such the xs acre adjustment is applied to account for this																						
31 WHITE BROOK ROA 000407 000189 000000	06/30/17 458	$101,600 $101,600	02	1.3748	1948	1.50	16	0	691	$71,819	$1,500	2.100	$1,470	$0	$26,811	0.80	1.00	0.95	0.95	0.90	0.95	$43,432
46 CENTENNIAL ROAD 000407 000016 000001	11/02/17 333	$131,000 $131,000	02	1.2158	2006	2.00	9	10	1,083	$95,988	$2,200	1.940	$1,746	$0	$31,066	0.90	1.00	0.95	0.95	1.00	1.00	$38,247
201 SURRY ROAD 000402 000004 000000	07/03/18 90	$135,000 $135,000	02	1.1642	1980	2.00	15	0	936	$83,361	$4,200	0.000	$0	$0	$47,439	1.00	1.00	0.95	1.00	1.00	1.00	$49,936
269 ROUTE 10 000405 000045 000000	08/09/18 53	$270,000 $270,000	04	0.7139	1999	2.50	14	0	2,861	$158,087	$5,400	3.100	$2,790	$4,500	$99,223	1.00	1.00	1.00	1.00	0.90	1.25	$88,198
110 ALSTEAD HILL ROA 000408 000009 000000	11/20/18 -50	$219,000 $219,000	02	1.2105	1984	2.00	15	0	967	$89,547	$40,200	12.400	$10,390	$0	$78,863	1.00	1.05	0.95	1.00	1.00	1.00	$79,061

Average Indicated Improved Site Value: $59,571

Median Indicated Improved Site Value: $54,245

GENERALLY THE MEDIAN IS THE BETTER VALUE INDICATOR, HOWEVER, IN FINAL ANALYSIS THE AVERAGE VALUE OF $59,000 WAS FOUND TO BE THE BEST FIT.

*Building Cond Values: 1.00 = EXCELLENT 1.50 = VERY GOOD 2.00 = GOOD 2.50 = AVERAGE 3.00 = FAIR 4.00 = POOR 5.00 = VERY POOR

Gilsum

BDLG SF COST

Annual Trend:	0.00% < 10/01/18 > 0.00%	Site Acreage:	2.000	Acreage Discount Minimum Acreage:	10.00
Building Base Year/Depreciation:	2019/1.25	Est. Excess Acreage Value:	$1,000	Acreage Discount Maximum Acreage:	250.00
Buildable Site Value:	$59,000	Excess Foot Frontage:	$25.00	Acreage Discount Maximum Percentage:	75.00%

Location Map Lot Sub	Sale Date/Days	Sale Price/Adjusted	Zn	Nhbd	Site	Dway	Road	Topo	Cond	Adj Site Value	Features Value	Excess Ac Value	Excess FF Value	Bldg Residual Value	Bldg Rate	Year Built	Cond*	Depreciation Age	Depreciation Other	Bldg Sq Ft	Indicated Sq Ft Value
377 ROUTE 10 000406 000033 000000	06/26/17 462	$171,900 $171,900	04	1.00	1.00	0.95	1.00	0.80	1.00	$44,840	$28,300	$2,400	$0	$96,360	1.1442	1975	2.00	16	0	1,217	$82.38
12 HIGH STREET 000407 000039 000000	06/29/17 459	$159,000 $159,000	01	0.90	1.05	0.95	1.00	0.90	0.95	$45,287	$5,500	$21,576	$0	$86,637	1.2761	1974	2.00	16	0	933	$86.63
10 OLD KEENE ROAD 000405 000006 000000	08/08/18 54	$188,000 $188,000	02	0.90	1.00	0.95	0.95	1.00	1.00	$47,923	$15,400	$8,509	$12,600	$103,568	1.0412	1980	2.50	20	0	1,355	$91.76
315 ROUTE 10 000405 000040 000000	09/14/18 17	$239,000 $239,000	04	1.00	1.00	0.95	1.00	0.90	1.00	$50,445	$5,400	$2,160	$0	$180,995	1.0025	2012	2.50	9	0	2,183	$90.88
47 ALSTEAD HILL ROA 000408 000031 000000	09/27/18 4	$195,500 $195,500	02	1.00	1.00	1.00	1.00	0.70	1.00	$41,300	$20,900	$0	$0	$133,300	0.9148	1976	1.50	13	0	1,985	$84.38
25 ORCHARD LANE 000407 000004 000000	11/30/18 -60	$252,000 $252,000	02	0.80	1.05	0.95	0.95	0.90	1.00	$40,255	$30,800	$7,207	$0	$173,738	1.0886	1974	2.00	16	0	1,976	$96.15
257 ROUTE 10 000405 000046 000000	05/23/19 -234	$244,933 $244,933	04	1.00	1.00	1.00	1.00	0.90	1.00	$53,100	$47,500	$840	$0	$143,493	0.7655	1973	2.00	18	1	2,599	$89.04

Average Indicated Square Foot Value: $88.75

Median Indicated Square Foot Value: $89.04

GIVING CONSIDERATION TO BOTH STATISTICS A PRELIMINARY SF COST OF $89 WAS INDICATED. IN FINAL TESTING/ANALYSIS, $90/SF WAS FOUND TO BE A BETTER FIT WHEN TESTED AGAINST ALL SALES.

*Building Cond Values: 1.00 = EXCELLENT 1.50 = VERY GOOD 2.00 = GOOD 2.50 = AVERAGE 3.00 = FAIR 4.00 = POOR 5.00 = VERY POOR

SECTION 8

A. FIELD REVIEW

B. INFORMAL HEARING PROCESS

1. **Number of Hearings**
2. **Results of Hearing**

A. Field Review

Preliminary values were established based on the cost tables developed and tested via the statistical analysis. The statistical results and preliminary values were reviewed with the local authority, discussing neighborhoods, the sales basis for land and building cost tables, the preliminary sales charts, base values and resulting statistics of all sales along with graphs. A report of all preliminary values in town is also reviewed with the local authority showing the overall value of the town, as well as individual values for their comment.

Field Review

Then the job supervisor and one other assessor reviewed each parcel again for final "form and fit" testing. This review is generally done from the road or driveway checking the exterior to ensure the property structure, quality, condition and depreciation, as well as review the visible site, the lister's notes and picture of the property.

This is a slow, time consuming process that improves consistency from lot to lot and neighborhood to neighborhood, making all subjective considerations of one experienced supervisor. We find this extra effort improves the overall job quality and consistency.

When anomalies are noticed, another inspection is made to correct or verify the situation.

Property Specific Adjustment Guidelines

Land Adjustments

Undeveloped Land – Wooded Lot	-40% (60 Site Modifier)
Undeveloped Land – Cleared Lot	-35% (65 Site Modifier)
Undeveloped Driveway	-10% (90 Site Modifier)
Second Site (w/Sep. Utilities)	+10 (110 Site Modifier)
Commercial Use	+25 to +900, depending on how extensive the use
Shared Driveway/Access (SHDW)	-5% or greater depending on size & impact
ROW Across Lot to Access Another	Varies – dependent upon access characteristics, typically -5 to -10%
Topography (TOPO)	Varies – dependent upon severity, defined in Cost Tables Section
Less Than Average Access (ACC)	Varies – dependent upon severity
Cost to Develop (CTD)	-40% (60 Site Modifier) Used on B&C (below average) neighborhood locations
Not Buildable (NBD)	-90% (10 Land Condition)
In-Law Apartment/2-4 Family	+0% (100 Land Condition)
Current Use Wetlands	-90 (10 Land Condition)
Conservation Easement (CE)	-75 (25 Land Condition)

Building Adjustments

Wall Height (WH)	-1% to -3% Dependent on Severity

This adjustment is typically seen on gambrel style dwellings as there is a loss in space in the upper floor due to the pitch of the roof.

Close to Road (CTR)	-5%

This adjustment is applied to homes that are abnormally close to the road.

Dirt Basement (DB)	-1% or greater depending on severity
Low Basement (LB)	-1% or greater depending on severity

A basement with low headroom (less than 5')

Wet Basement (WB)	-1% or greater depending on severity
No Parking Available	-5% to -15% depending on severity
Misc/CNotes	Varies

Buildings require depreciation for many items. The overall condition of the home usually accounts for the majority of normal wear and tear items but often depreciation is needed to account for issues that are short lived and have a cost to cure associated with them, ie roof and siding.

Utilities	-5% per utility lacking electricity, water or septic
Layout & Design (LOD)	-10% to -20% generally applied to living space above a garage or unusual design of structure

B. Informal Hearing Process

The informal hearing process begins with a notice of preliminary value and information on how to make an appointment to review the assessment one on one being mailed first class on: September 3, 2019.

Sample notice can be found in Section 5. Abbreviations & Samples

The property owners were given 3 days, starting 9/16/19 between the hours of 8:00 am & 4:30 pm to call and arrange an appointment.

The hearings were held for 2 days from 9/23/19 to 9/24/19 and resulted in 35 taxpayers calling to set up appointments to discuss their assessments.

If they were unable to fit into the normal 8-5 P.M. schedule, their name and phone number were taken and once the appointment period was over, all property owners on this list were contacted and arrangements for evening or Saturday meetings were made.

Once all the informal hearings are complete, the supervisor reviews all the information and recommendations from the hearing officer and makes final changes and produces the final statistical results and graphs.

The hearings went smoothly and gave us an opportunity to correct any physical data, as well as complete any interior inspections of properties that had not previously been inspected.

SECTION 9

A. CALIBRATION TECHNIQUE

B. FINAL STATISTICAL ANALYSIS & TESTING

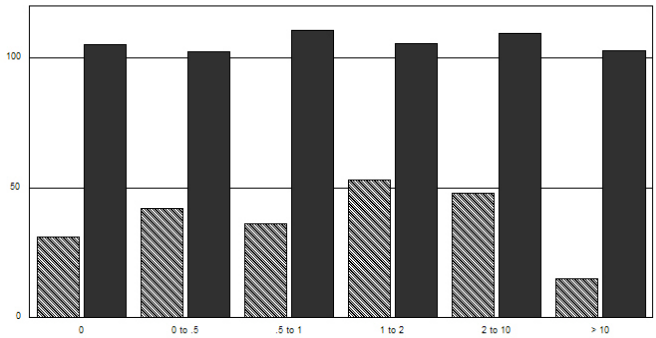
C. FINAL VALUATION TABLES

A. MODEL CALIBRATION TECHNIQUE

Once all the local sales data has been verified via onsite measure and list of all buildings and land information, the sale date, price and circumstances are verified by the appraisal supervisor via owner interview, questionnaire, PA-34, MLS or prior owner/real estate agent interview.

That data is then used to develop preliminary costs for land and building tables needed for the CAMA system to calculate assessment values for all property in the municipality once the rest of the properties are measured and listed.

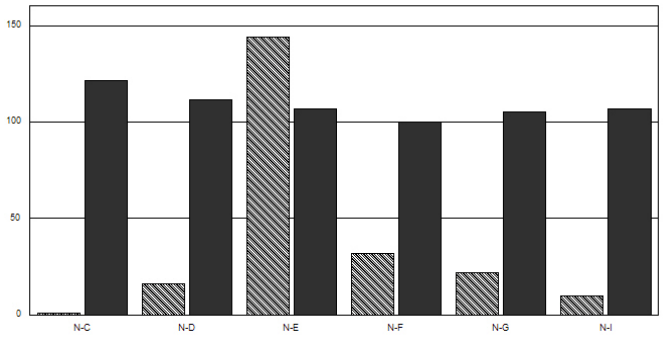
When the CAMA cost tables are defined, we compute the assessment to sales ratio for each property and produce graphs and reports which can then be used to calibrate the CAMA system to predict the market value of all property in the municipality as fairly as possibly. The following are samples of the graphs used to test and calibrate the CAMA model through multiple reiterations of the sales analysis program:



	# of Parcels	Median A/S x 100
0	31	105.32
0 to .5	42	102.70
.5 to 1	36	110.83
1 to 2	53	105.63
2 to 10	48	109.44
> 10	15	102.90

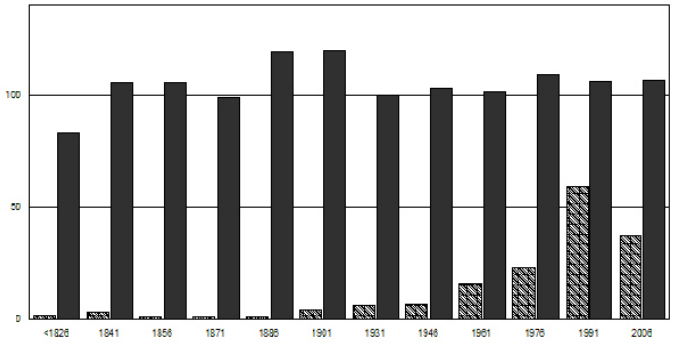
The hashed bars indicate the number of sales in each group, while the solid bars indicate the median assessment to sales ratio. This graph charts ratios for various lot sizes of the sales data and enables us to determine if all lots are fairly assessed regardless of size.

Here the groups, number of sales in each group and the median ratio are displayed.



	# of Parcels	Median A/S x 100
N-C	1	121.60
N-D	16	111.66
N-E	144	106.63
N-F	32	99.78
N-G	22	105.37
N-I	10	106.92

The sales are charted by neighborhood designation to test if there is a neighborhood bias. This sample chart indicates that neighborhood "C" is being significantly over assessed; "D" is slightly over assessed, while the other neighborhoods are fairly evenly assessed. However, neighborhood "C" has only one sale and as such, is not a clear indication of a model bias and is disregarded.



	# of Parcels	Median A/S x 100
<1826	2	82.90
1841	3	105.37
1856	1	105.37
1871	1	99.06
1886	1	119.15
1901	4	120.16
1931	6	100.09
1946	7	103.06
1961	16	101.20
1976	23	108.83
1991	59	106.49
2006	37	106.91

This graph is charting building age groups and their median ratio to see if the depreciation schedule is working across all age groups.

It is important to note the number of sales in each group. In this chart, the 1886 group seems to show an over assessment, but it is only one sale and as such, is not as meaningful. However, the 1901 group has four sales with a high ratio and may indicate a problem.

Sales Ratio Bar Graphs

Median Assessment/Sales Ratio by Year of Construction: This is a comparison of sale to assessment grouped by year of construction. This shows that effect, if any, of age on the median assessment ratio of various age groupings. It is used to help test that the depreciation used for normal age is consistently and equitably working across all ages of the sales.

Median Assessment/Sales Ratio by Effective Area: This graph is a test of the effect of size of the building and its impact on our valuation model. It is used to calibrate, as well as show whether or not the size adjustment scale is effectively working with small buildings, as well as large buildings.

Median Assessment/Sales Ratio by Story Height: This graph normally shows two to four groups based on the number of different story heights in the sales sample and demonstrates the effect of multiple floors on sales. It is used to test and calibrate story height adjustments to ensure our adjustment by story height is working.

Distribution of Sales Ratio: This shows the clustering of sales around our median ratio. The majority of sales should be at or near 1, which is actually 100% and taper off in both directions, below and above the 100% level indicating a normal distribution of sales ratios.

Median Assessment/Sales Ratio by Sale Price: We tested our computed values to actual sales values as in all these graphs, but here we are testing to see if there is a bias between low and high values by graphing the median ratio of value groups - low to high. It is used to test if a bias exists by value.

Median Assessment/Sales Ratio by Neighborhood: This graph tests our neighborhood delineation to ensure that our neighborhood codes are fair and equitable. With a median ratio of all groups as close to 100% as possible, this demonstrates a good neighborhood delineation.

Median Assessment/Sales Ratio by Zone: If there is more than one zoning district in a town and sales exist in more than one zone, the chart will show the median ratio for each zone to test for a zoning bias and to re-calibrate, if necessary, to reflect a reasonable relationship through all zones based on the median ratio.

Median Assessment/Sales Ratio by Acreage: This graph is used to test and calibrate the value difference of various size lots. The chart shows the median ratio by various lot size groupings of the sales data.

Median Assessment/Sales Ratio by Use: This graph shows the median ratio of various groups of land use within the sales data. It is used to calibrate the CAMA model to effectively treat each use fairly at similar assessment to sales ratios.

Median Assessment/Sales Ratio by Building Grade: This graph helps test the effect of building quality of construction adjustments by showing the median ratio for each grade classification within the sales sample.

As the true value of any property falls within a range of the most likely low to the most likely high value, these bar charts should show a relatively straight line. Rarely will it ever be a straight line. It is intended to show whether or not a strong measurable and correctable *bias* exists. As long as there is no trend up or down from the lowest to the highest grouping, then what bias exists, is negligible. In other words, everyone is being treated the same.

However, it is important to note that 1 or even 2 sales do not provide definitive information as to whether a bias exists or not. As such, it is possible for a graph with a group of only 1 or 2 sales to show a spike or drop compared to the rest. And while it is an indication of possible bias, it is not conclusive enough to assume any type of corrective action and as such, in mass appraisal it is documented in these graphs for future monitoring, but does not necessarily affect the overall results of the revaluation program.

All these graphs enable the CAMA model to be tested beyond the standard statistics as required by the DRA and the ASB guidelines to show equity within various categories to ensure the most equitable assessments possible.

SECTION 9

B. FINAL STATISTICAL ANALYSIS REPORTS

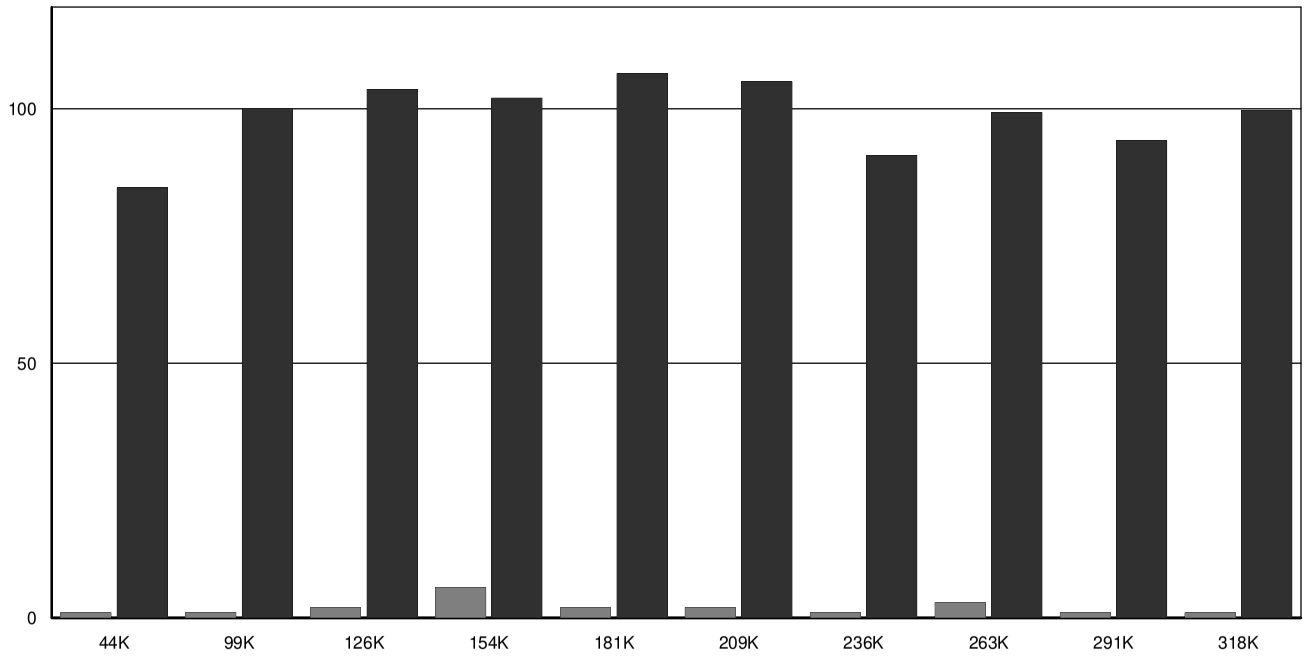
Sales Analysis Results

Gilsum -- 09/30/2019

Sales Analysis Statistics			
Number of Sales:	**20**	Mean Sales Ratio:	**1.0091**
Minimum Sales Ratio:	**0.8450**	Median Sales Ratio:	**1.0056**
Maximum Sales Ratio:	**1.1282**	Standard Deviation:	**0.0702**
Aggregate Sales Ratio:	**1.0081**	Coefficient of Dispersion:	**5.1531**
		Price Related Differential:	**1.0009**

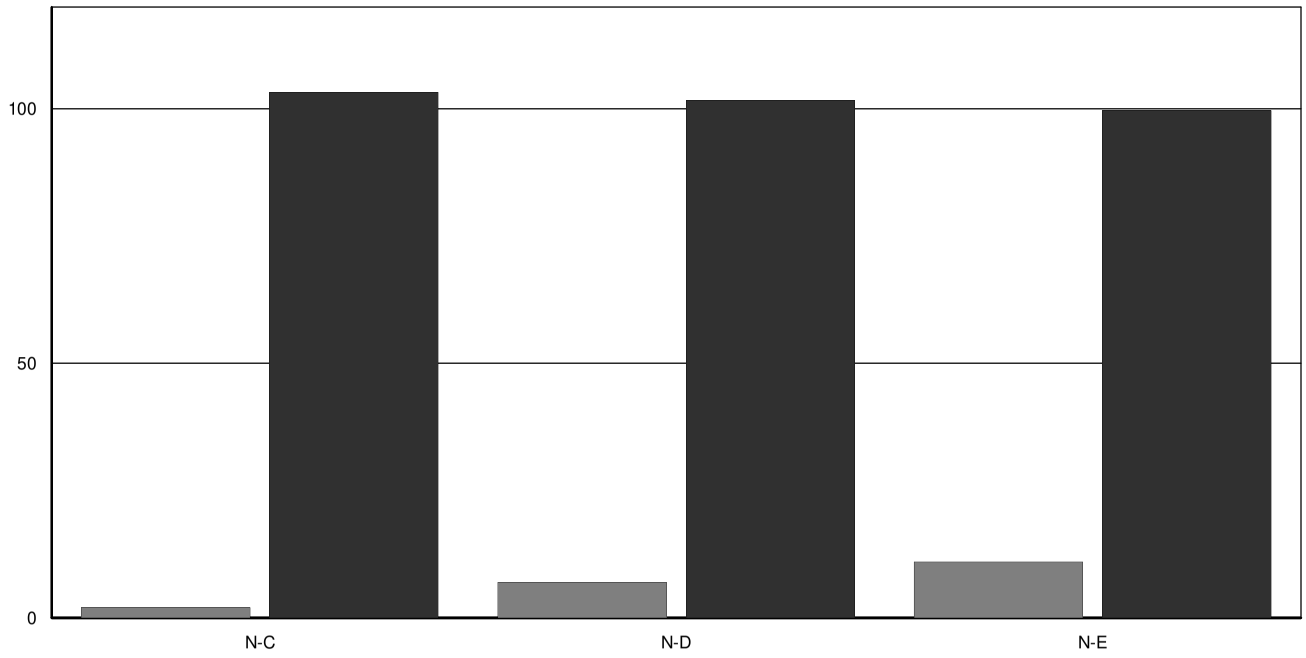
Sales Analysis Criteria	
Sold: 04/01/2017 - 09/30/2019	Sale Ratios: 0.000 - 999.999
Building Value: 0 - 99999999	Bldg Eff. Area: 0 - 99999999
Land Value: 0 - 99999999	Land Use: ALL
Current Use CR: 0 - 99999999	Acres: 0 - 99999999
Year Built: 1600 - 2019	Trend: 0% Prior to 09/30/2019
Story Height: ALL	Neighborhood: ALL
Base Rate: ALL	Zone: ALL
Qualified: YES	Unqualified: NO
Improved: YES	Vacant: YES
View: All Parcels	Waterfront: All
Include Comm./Ind./Util.: YES	

Gilsum:Median A/S Ratio by Sale Price



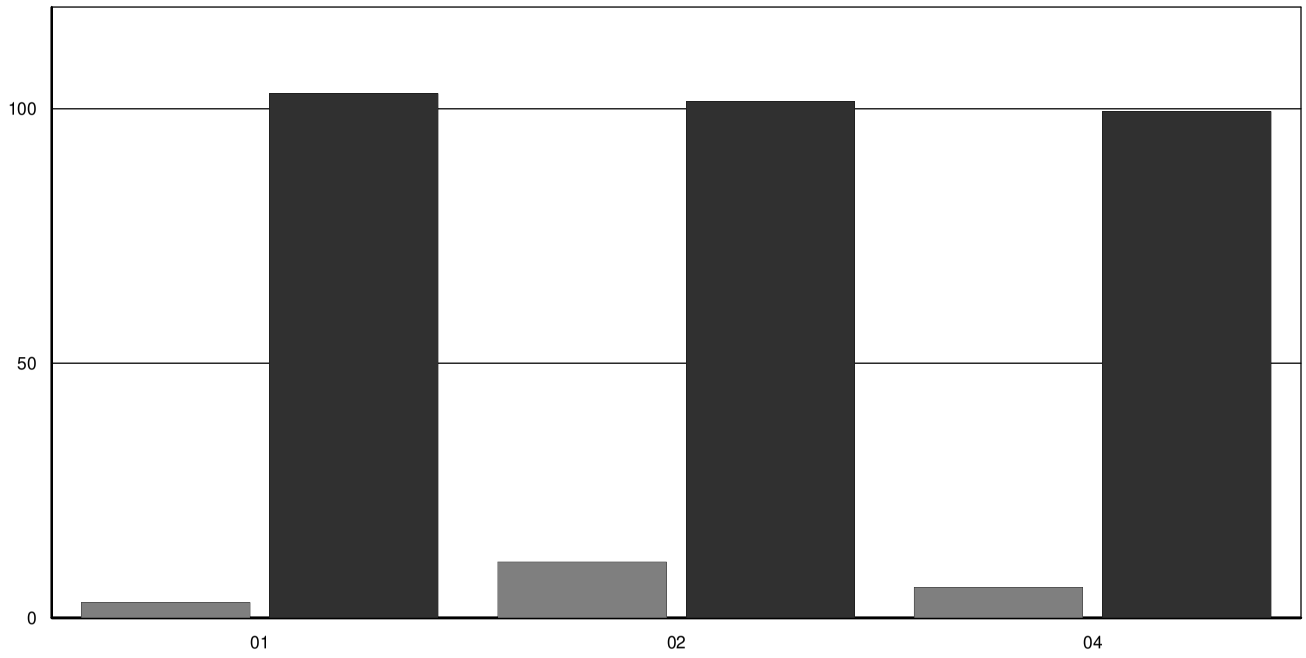
	# of Parcels	Median A/S x 100
44K	1	84.50
99K	1	100.00
126K	2	103.81
154K	6	102.16
181K	2	106.93
209K	2	105.35
236K	1	90.91
263K	3	99.25
291K	1	93.70
318K	1	99.65

Gilsum:Median A/S Ratio by Neighborhood



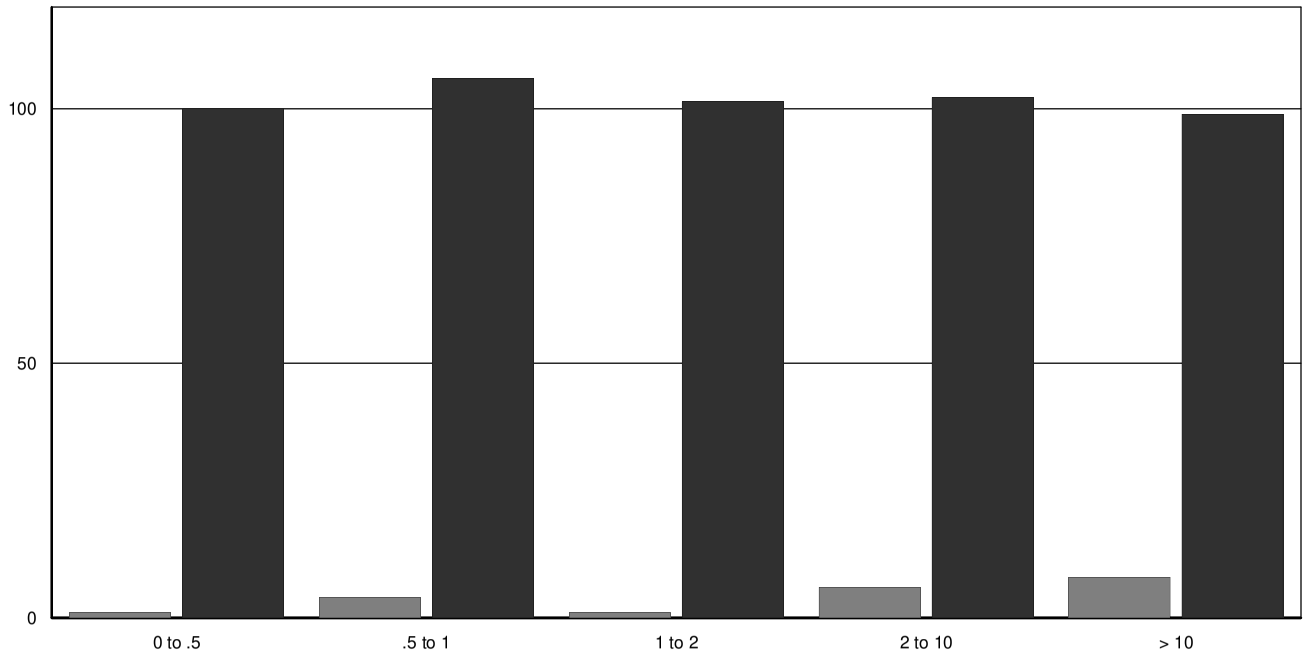
	# of Parcels	Median A/S x 100
N-C	2	103.22
N-D	7	101.65
N-E	11	99.65

Gilsum:Median A/S Ratio by Zone



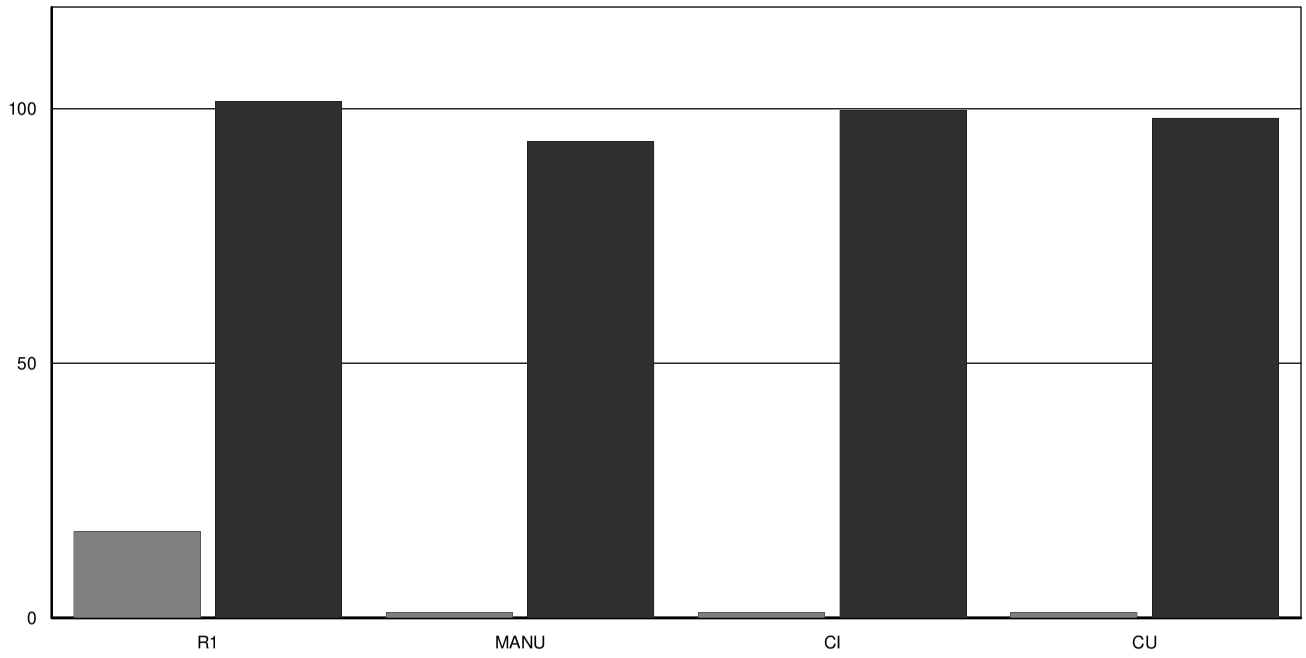
	# of Parcels	Median A/S x 100
01	3	102.94
02	11	101.38
04	6	99.45

Gilsum:Median A/S Ratio by Acreage



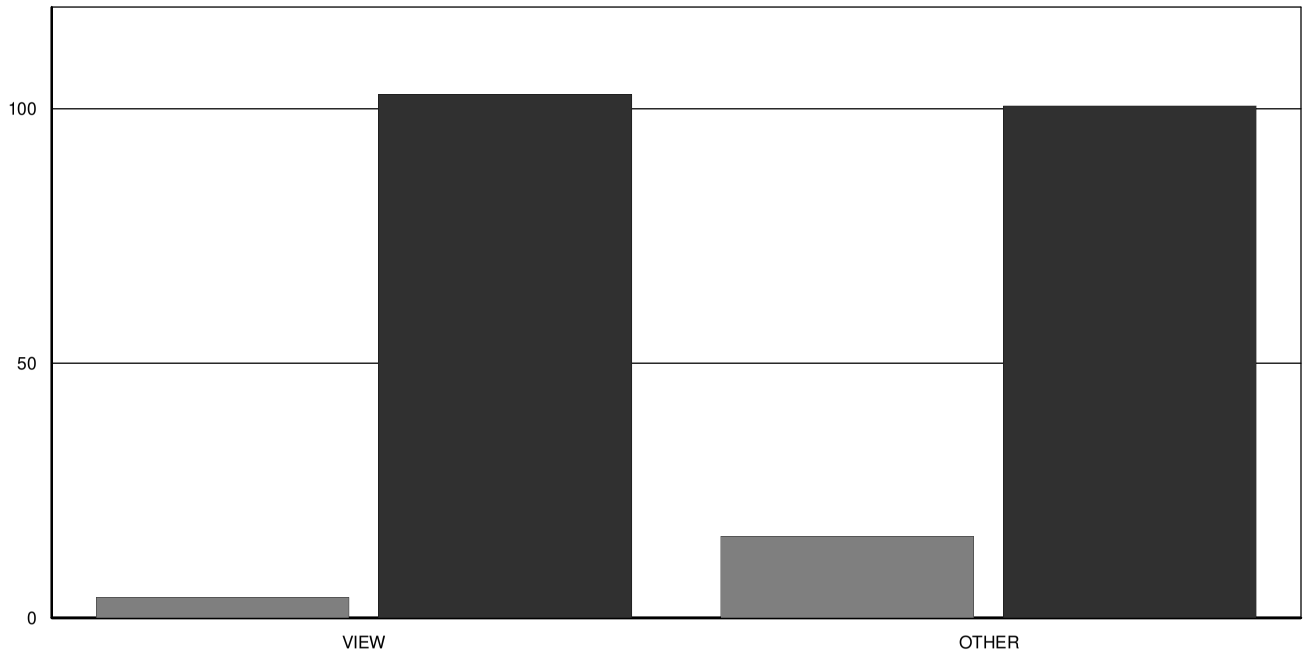
	# of Parcels	Median A/S x 100
0 to .5	1	100.00
.5 to 1	4	106.00
1 to 2	1	101.38
2 to 10	6	102.21
> 10	8	98.91

Gilsum:Median A/S Ratio by Improved Use



	# of Parcels	Median A/S x 100
R1	17	101.38
MANU	1	93.56
CI	1	99.65
CU	1	98.17

Gilsum:Median A/S Ratio for Views/Waterfront/Other



	# of Parcels	Median A/S x 100
VIEW	4	102.83
OTHER	16	100.56

Sales Analysis Results

Gilsum -- 09/30/2019

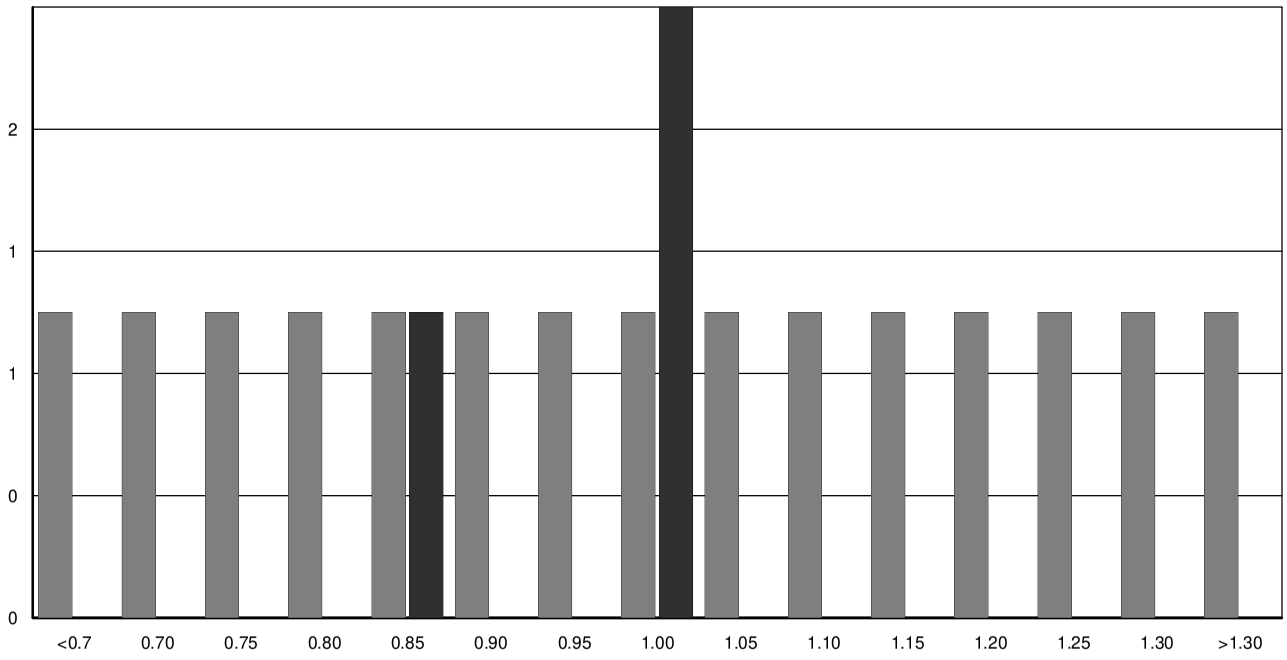
Sales Analysis Statistics			
Number of Sales:	**3**	Mean Sales Ratio:	**0.9411**
Minimum Sales Ratio:	**0.8450**	Median Sales Ratio:	**0.9817**
Maximum Sales Ratio:	**0.9965**	Standard Deviation:	**0.0835**
Aggregate Sales Ratio:	**0.9801**	Coefficient of Dispersion:	**5.1454**
		Price Related Differential:	**0.9602**

Sales Analysis Criteria	
Sold: 04/01/2017 - 09/30/2019	Sale Ratios: 0.000 - 999.999
Building Value: 0 - 99999999	Bldg Eff. Area: 0 - 99999999
Land Value: 0 - 99999999	Land Use: ALL
Current Use CR: 0 - 99999999	Acres: 0 - 99999999
Year Built: 1600 - 2019	Trend: 0% Prior to 09/30/2019
Story Height: ALL	Neighborhood: ALL
Base Rate: ALL	Zone: ALL
Qualified: YES	Unqualified: NO
Improved: NO	Vacant: YES
View: All Parcels	Waterfront: All
Include Comm./Ind./Util.: YES	

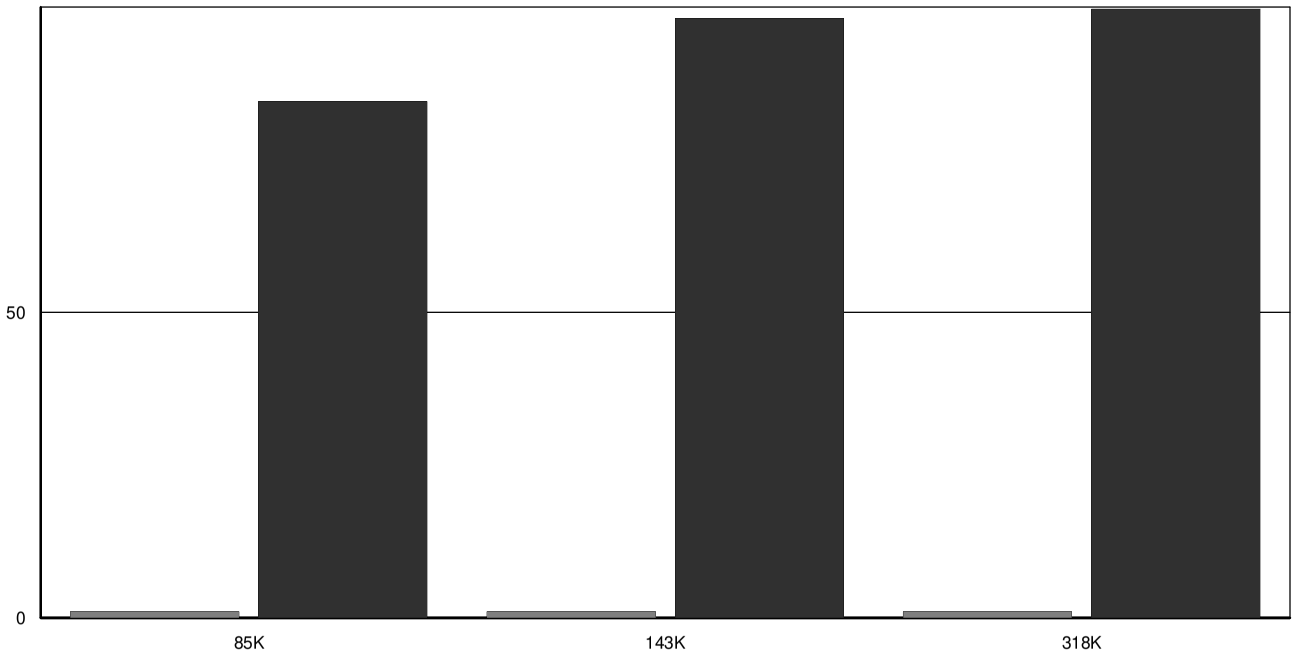
Gilsum Sales Analysis Report

Ratio	Map Sale Note	Lot	Sub	Zone	Acres	LC	NC	BR	SH Eff. Area	Sale Price	Assessment Sale Date	I	Q	Unqualified Description Grantor	Prior Year Assessment
0.845	000407	000085	000000	02	4.45	R1	D			$ 40,000	$ 33,800 05/24/2017	V	Q	CASTOR, DONALD R	$ 42,500
0.982	000408	000021	000000	02	18.80	CUFL	E			$ 103,900	$ 102,000 09/05/2017	V	Q	GARDNER, JAMES R	$ 78,500
0.997	000407 SALE PRICE INCLUDES VALUE OF EART MATERIAL ON PROPE	000151	000000	04	50.00	CI	E			$ 318,000	$ 316,900 01/02/2018	V	Q	WOODBURY, RICHARD W &	$ 116,300

Gilsum:Distribution of Sale Ratios

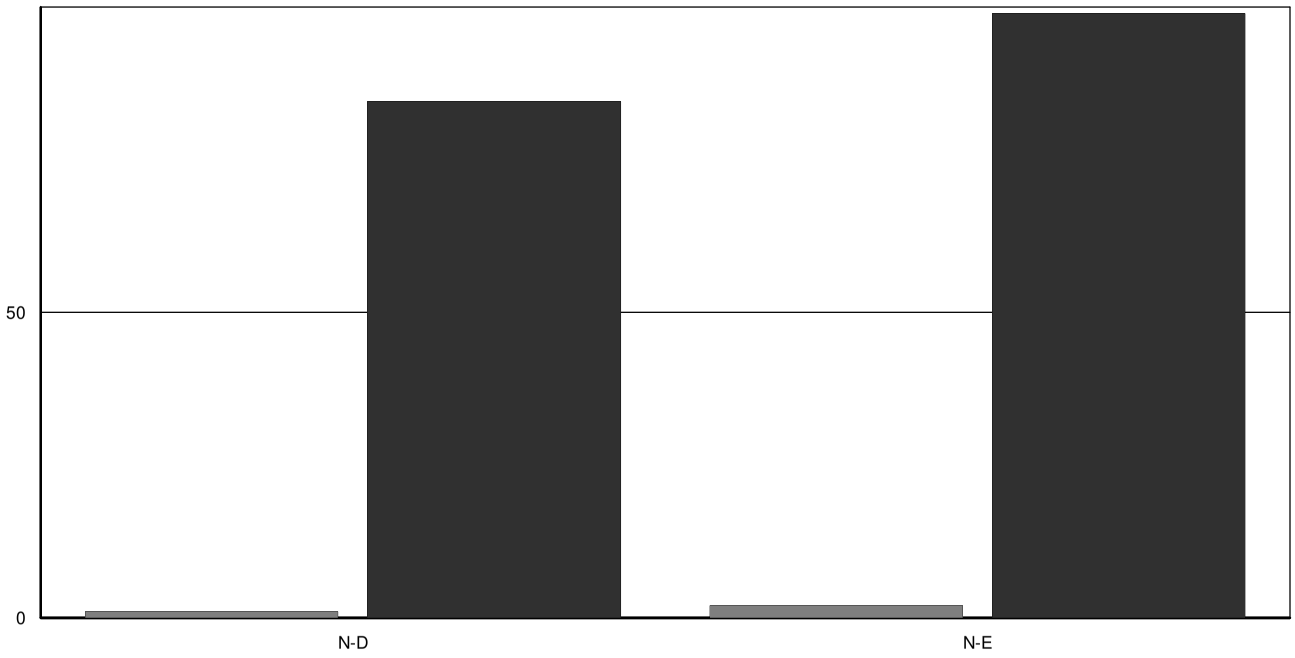


Gilsum:Median A/S Ratio by Sale Price



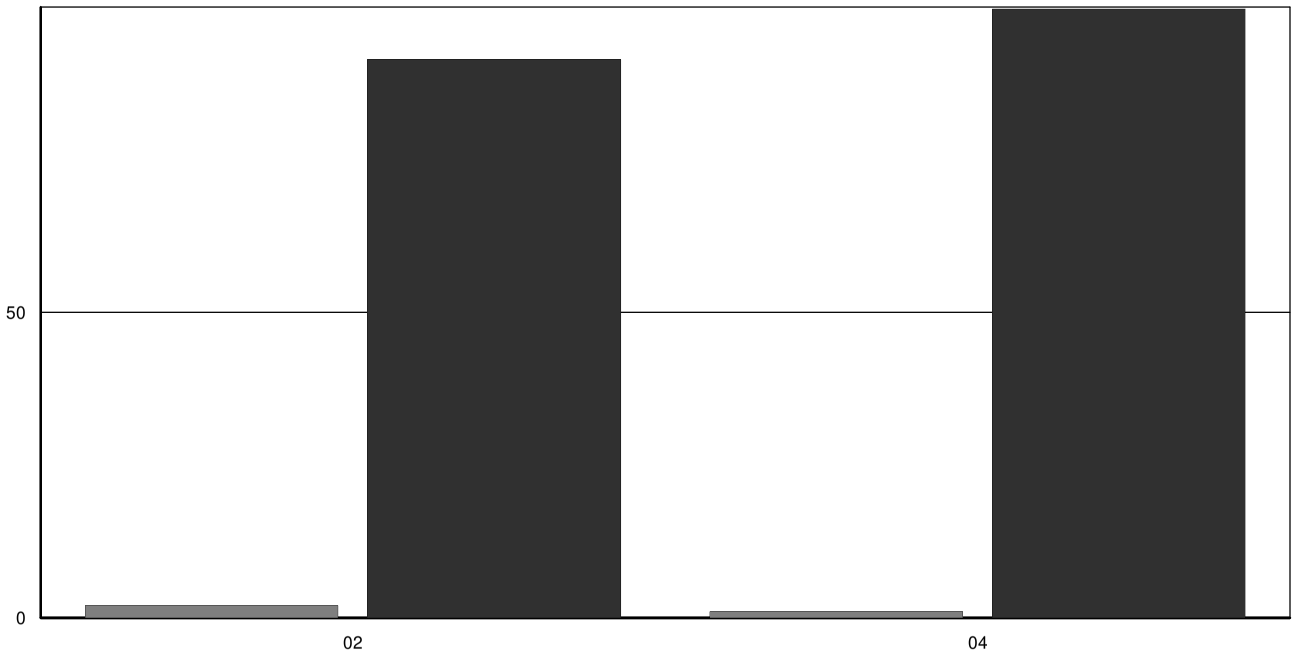
	# of Parcels	Median A/S x 100
85K	1	84.50
143K	1	98.17
318K	1	99.65

Gilsum:Median A/S Ratio by Neighborhood



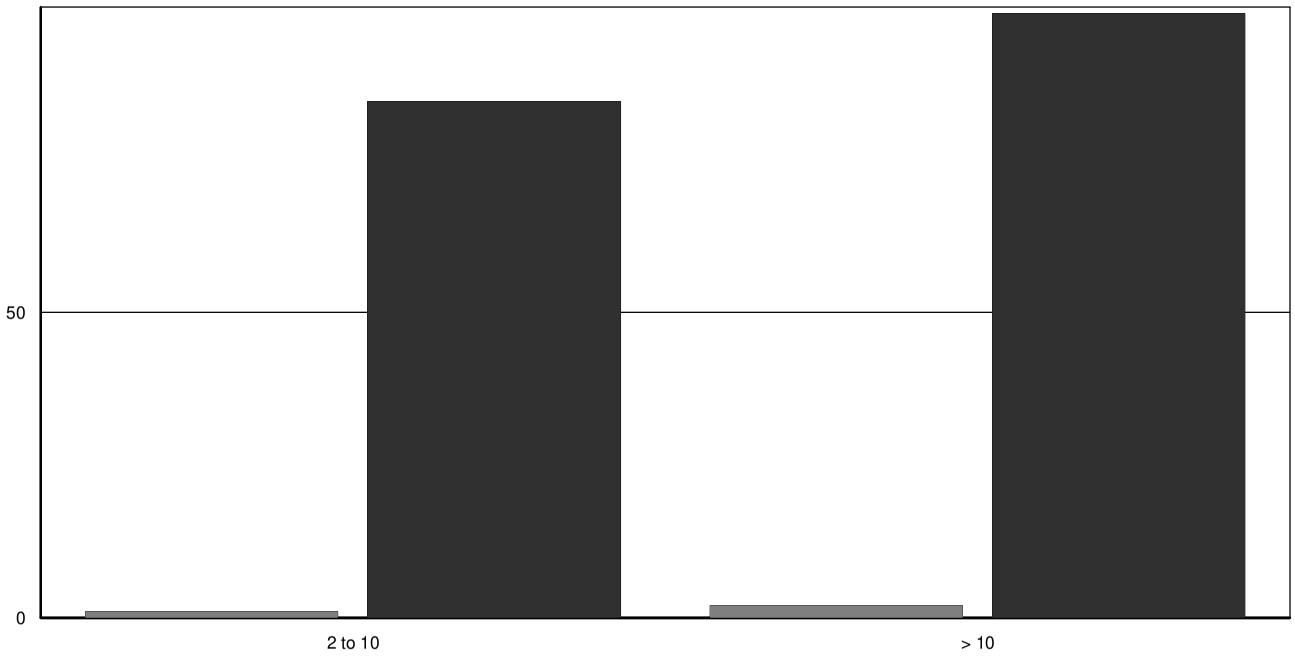
	# of Parcels	Median A/S x 100
N-D	1	84.50
N-E	2	98.91

Gilsum:Median A/S Ratio by Zone



	# of Parcels	Median A/S x 100
02	2	91.34
04	1	99.65

Gilsum:Median A/S Ratio by Acreage



	# of Parcels	Median A/S x 100
2 to 10	1	84.50
> 10	2	98.91

OWNER INFORMATION

CARTWRIGHT, MICHAEL
TAPLEY, SONYA
37 GALLOPING HILL ROAD

HOPKINTON, NH 03229

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
05/24/2017	2986	0538	Q V	40,000	CASTOR, DONALD R
05/11/2006	2343	964	U I 24	40,000	GEER JR, WILLIAM D

PICTURE

LISTING HISTORY

11/22/16 JRVL
09/22/14 LMHN

NOTES

GATED; 4-SALE AP $69,900;INCL GILSUM WOODS ASSOC, DEEDED ACC TO FOREST LAND AND PONDS OF TREE GROWERS INC, DREN GEERS LOT ZERO PLAN BOOK 20 PAGE 78; 11/16 NC;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
GILSUM WOODS ASSOC	1		100	10,000.00	100	10,000	
						10,000	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 0	$ 10,000	$ 32,500
		Parcel Total:	$ 42,500
2018	$ 0	$ 10,000	$ 32,500
		Parcel Total:	$ 42,500
2019	**$ 0**	**$ 10,000**	**$ 33,800**
		Parcel Total:	**$ 43,800**

LAND VALUATION

Zone: RURAL RESIDENTIAL **Minimum Acreage:** 2.00 **Minimum Frontage:** 175 **Site:** UND/CLR **Driveway:** UND **Road:** DIRT/GRAVEL

LAST REVALUATION: 2019

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	2.000 ac	59,000	D	90	65	95	90	90 -- MILD	100	26,600	0	N	26,600	
1F RES	2.450 ac	x 1,000	X	100				90 -- MILD	100	2,200	0	N	2,200	
1F RES	175.000 ff	x 35	D	90				90 -- MILD	100	5,000	0	N	5,000	
	4.450 ac									33,800			**33,800**	

PICTURE

OWNER

CARTWRIGHT, MICHAEL
TAPLEY, SONYA
37 GALLOPING HILL ROAD

HOPKINTON, NH 03229

TAXABLE DISTRICTS

District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model:
Roof:
Ext:
Int:
Floor:
Heat:
Bedrooms: Baths: Fixtures:
Extra Kitchens: Fireplaces:
A/C: Generators:
Quality:
Com. Wall:
Stories:

Base Type:

BUILDING SUB AREA DETAILS

2019 BASE YEAR BUILDING VALUATION

Year Built:
Condition For Age: %
Physical:
Functional:
Economic:
Temporary:
%

OWNER INFORMATION

STACY, RYAN LLC

11 VAUGHN ROAD

BOW, NH 03304

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
01/02/2018	3013	0036	Q V	318,000	WOODBURY, RICHARD W &

PICTURE

LISTING HISTORY

08/09/19	CRVL
10/12/16	ADVL
04/18/07	ETPR

NOTES

VAC; GRAVEL PIT; OWNER THINKS ALL 50 ACRES IS PERMITTED; 2 ACRES ACTIVE FOR 07; INTENT EST 10,000 YDS IN 2007;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 0	$ 0	$ 116,300
		Parcel Total:	$ 116,300
2018	$ 0	$ 0	$ 116,300
		Parcel Total:	$ 116,300
2019	**$ 0**	**$ 0**	**$ 316,900**
		Parcel Total:	**$ 316,900**

LAND VALUATION

LAST REVALUATION: 2019

Zone: HIGHWAY/BUSINESS **Minimum Acreage:** 2.00 **Minimum Frontage:** 200 **Site:** UND/CLR **Driveway:** DIRT/GRAVEL **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
COM/IND	2.000 ac	59,000	E	100	65	100	95	90 -- MILD	450	147,600	0	N	147,600	ACTIVE PIT
COM/IND	43.000 ac	x 1,000	X	87				80 -- ROLLING	450	134,700	0	N	134,700	PERMITTED ACT PIT
COM/IND	1,225.000 ff	x 35	E	100				80 -- ROLLING	100	34,300	0	N	34,300	
COM/IND	5.000 ac	x 1,000	X	87				80 -- ROLLING	10	300	0	N	300	WET
	50.000 ac									316,900			**316,900**	

PICTURE	OWNER	TAXABLE DISTRICTS	BUILDING DETAILS
	STACY, RYAN LLC 11 VAUGHN ROAD BOW, NH 03304	**District** **Percentage**	Model: Roof: Ext: Int: Floor: Heat: Bedrooms: Baths: Fixtures: Extra Kitchens: Fireplaces: A/C: Generators: Quality: Com. Wall: Stories: Base Type:

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING SUB AREA DETAILS

2019 BASE YEAR BUILDING VALUATION

Year Built:
Condition For Age: %
Physical:
Functional:
Economic:
Temporary:
%

OWNER INFORMATION

PIEDMONT-FLEISCHMANN, IRIS M
BELT, JAMES K III
P.O. BOX 27

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
09/05/2017	2998	1184	Q V	103,900	GARDNER, JAMES R
11/02/2015	2925	528	U V 90	95,000	KELLER, MATTHEW

PICTURE

LISTING HISTORY

08/02/17	JRVL	
02/16/17	INSP	MARKED FOR INSPECTION

NOTES

ALSTEAD HILL ROAD & WHITNEY ROAD;8/17 NC;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 0	$ 0	$ 8,022
		Parcel Total:	$ 8,022
2018	$ 0	$ 0	$ 7,486
		Parcel Total:	$ 7,486
2019	**$ 0**	**$ 0**	**$ 7,990**
		Parcel Total:	**$ 7,990**

LAND VALUATION

Zone: RURAL RESIDENTIAL **Minimum Acreage:** 2.00 **Minimum Frontage:** 175 **Site:** UND/CLR **Driveway:** UND **Road:** PAVED

LAST REVALUATION: 2019

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
FARM LAND	2.000 ac	59,000	E	100	65	100	90	100 -- LEVEL	100	34,500	100	N	850	
FARM LAND	16.800 ac	x 1,000	X	97				100 -- LEVEL	200	32,600	100	N	7,140	
FARM LAND	525.000 ff	x 35	E	100				100 -- LEVEL	100	18,400	0	N	0	
FARM LAND	525.000 ff	x 35	D	90				100 -- LEVEL	100	16,500	0	N	0	
	18.800 ac									102,000			**7,990**	

PICTURE

OWNER

PIEDMONT-FLEISCHMANN, IRIS M
BELT, JAMES K III
P.O. BOX 27

GILSUM, NH 03448

TAXABLE DISTRICTS

District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model:
Roof:
Ext:
Int:
Floor:
Heat:
Bedrooms: Baths: Fixtures:
Extra Kitchens: Fireplaces:
A/C: Generators:
Quality:
Com. Wall:
Stories:

Base Type:

BUILDING SUB AREA DETAILS

2019 BASE YEAR BUILDING VALUATION

Year Built:
Condition For Age: %
Physical:
Functional:
Economic:
Temporary:

%

Sales Analysis Results

Gilsum -- 09/30/2019

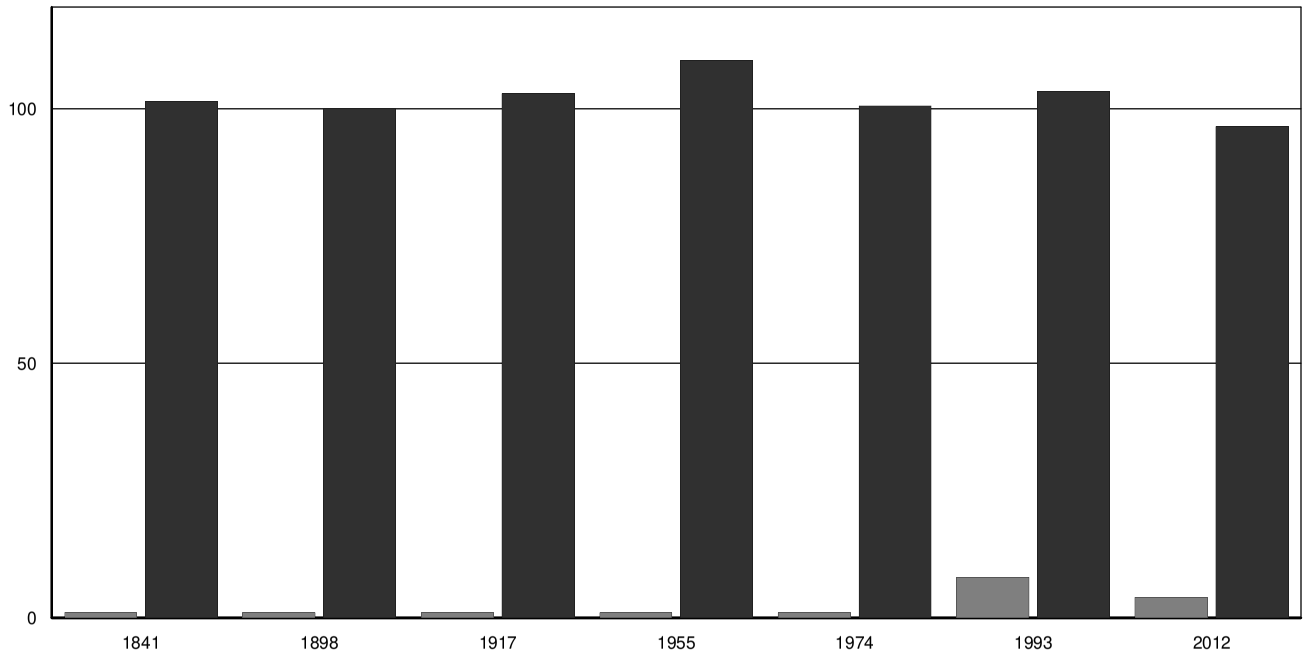
Sales Analysis Statistics			
Number of Sales:	**17**	Mean Sales Ratio:	**1.0211**
Minimum Sales Ratio:	**0.9091**	Median Sales Ratio:	**1.0138**
Maximum Sales Ratio:	**1.1282**	Standard Deviation:	**0.0629**
Aggregate Sales Ratio:	**1.0125**	Coefficient of Dispersion:	**4.8383**
		Price Related Differential:	**1.0085**

Sales Analysis Criteria	
Sold: 04/01/2017 - 09/30/2019	Sale Ratios: 0.000 - 999.999
Building Value: 0 - 99999999	Bldg Eff. Area: 0 - 99999999
Land Value: 0 - 99999999	Land Use: ALL
Current Use CR: 0 - 99999999	Acres: 0 - 99999999
Year Built: 1600 - 2019	Trend: 0% Prior to 09/30/2019
Story Height: ALL	Neighborhood: ALL
Base Rate: ALL	Zone: ALL
Qualified: YES	Unqualified: NO
Improved: YES	Vacant: NO
View: All Parcels	Waterfront: All
Include Comm./Ind./Util.: YES	

Gilsum Sales Analysis Report

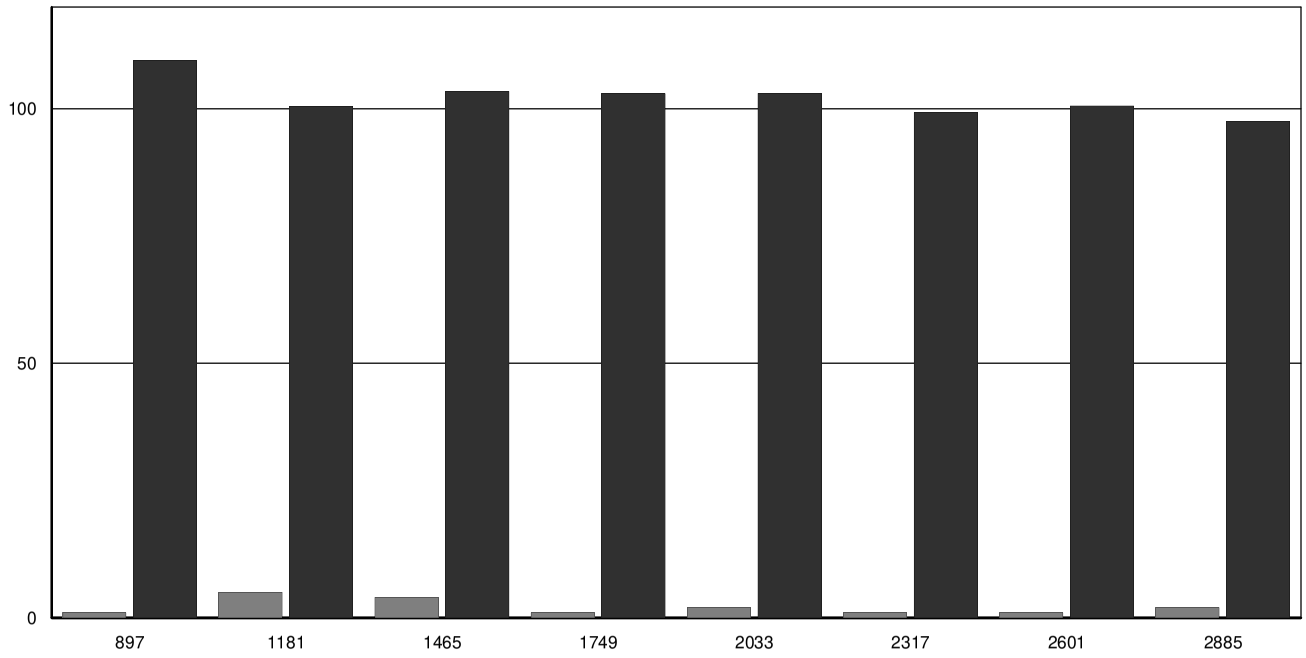
Ratio	Map Sale Note	Lot	Sub	Zone	Acres	LC	NC	BR	SH Eff. Area	Sale Price	Assessment Sale Date	I	Q	Unqualified Description Grantor	Prior Year Assessment
0.909	000408	000009	000000	02	14.40	R1	E	RSA	A 967	$ 219,000	$ 199,100 11/20/2018	I	Q	POLYI, THOMAS M	$ 121,600
0.936	000405	000028	000000	04	12.03	R1	E	MHD	A 1,199	$ 135,000	$ 126,300 06/26/2017	I	Q	NADEAU, KEITH	$ 103,000
0.937	000405	000045	000000	04	5.10	R1	E	RSA	D 2,861	$ 270,000	$ 253,000 08/09/2018	I	Q	BARDWELL, VERNON R. JR	$ 185,900
0.970	000407	000004	000000	02	11.10	R1	C	RSA	B 1,976	$ 252,000	$ 244,400 11/30/2018	I	Q	COOK, ROBERT	$ 175,700
0.992	000405	000040	000000	04	5.00	R1	E	RSA	A 2,183	$ 239,000	$ 237,200 09/14/2018	I	Q	HANSEN, TREVOR	$ 182,400
1.000	000407 INTERIOR UPDATED, NEW WALLS, FLOORS, BATH, ATF TO HS	000045	000000	01	0.12	R1	D	RST	B 1,019	$ 97,000	$ 97,000 06/17/2017	I	Q	CANTRELL, CHERYL A	$ 78,400
1.005	000402	000004	000000	02	0.63	R1	E	RSA	A 936	$ 135,000	$ 135,700 07/03/2018	I	Q	BEAM, JASON C.	$ 101,700
1.006	000405	000046	000000	04	10.40	R1	E	RSA	D 2,599	$ 244,933	$ 246,400 05/23/2019	I	Q	BARDWELL JR., VERNON R	$ 228,400
1.014	000409	000045	000000	02	2.00	R1	D	RST	C 2,885	$ 145,000	$ 147,000 07/16/2018	I	Q	MACNEIL, KAREN M.	$ 150,300
1.016	000405 ALSO CODE 21 SOLD WITH 405-5	000006	000000	02	11.55	R1	D	RSA	A 1,355	$ 188,000	$ 191,100 08/08/2018	I	Q	MERCHANT, ROBERT D	$ 160,800
1.029	000407	000130	000000	01	0.90	R1	E	RST	B 1,721	$ 153,000	$ 157,500 01/22/2018	I	Q	BECKER-WHYTE,EMILY	$ 164,200
1.052	000406	000033	000000	04	5.00	R1	E	RSA	A 1,217	$ 171,900	$ 180,800 06/26/2017	I	Q	HARPET, ALLEN & CHERYL	$ 144,800
1.087	000407 TWO PARCEL SALE, INCLUDES 407-36	000039	000000	01	31.00	R1	D	RSA	A 933	$ 159,000	$ 172,800 06/29/2017	I	Q	SANDERS, CRAIG T	$ 128,400
1.091	000408	000031	000000	02	1.00	R1	E	RSA	A 1,985	$ 195,500	$ 213,200 09/27/2018	I	Q	MOONEY, DANIEL P	$ 183,800
1.091	000405	000007	000000	02	1.00	R1	D	RSA	B 1,279	$ 150,000	$ 163,700 06/02/2017	I	Q	SYMONDS, GARY S	$ 130,000
1.094	000407 INT INFO FROM ZILLOW LISTING PICS AND DATA UPDATED-N	000189	000000	02	4.10	R1	C	RSA	A 691	$ 101,600	$ 111,200 06/30/2017	I	Q	JAMES JACKSON, TRUSTEE	$ 83,800
1.128	000407	000016	000001	02	3.94	R1	D	RSA	D 1,083	$ 131,000	$ 147,800 11/02/2017	I	Q	MORRIS, BRENNA T.	$ 122,600

Gilsum:Median A/S Ratio by Year of Construction



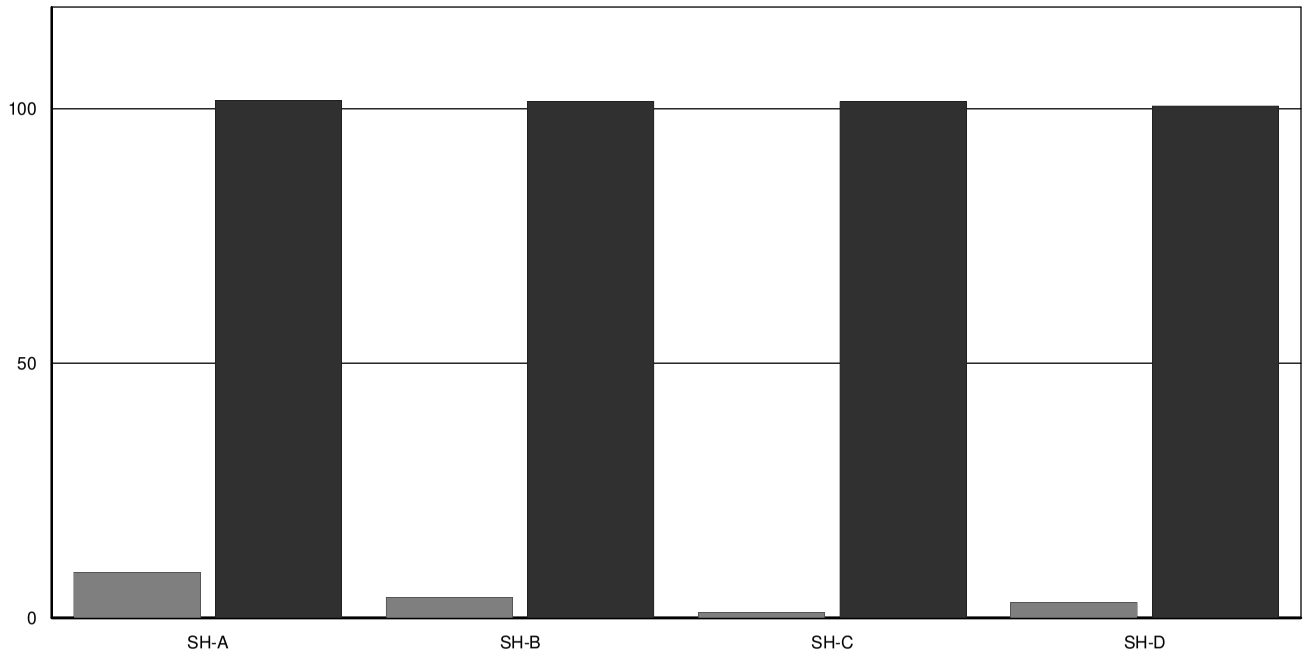
	# of Parcels	Median A/S x 100
1841	1	101.38
1898	1	100.00
1917	1	102.94
1955	1	109.45
1974	1	100.60
1993	8	103.41
2012	4	96.48

Gilsum:Median A/S Ratio by Effective Area



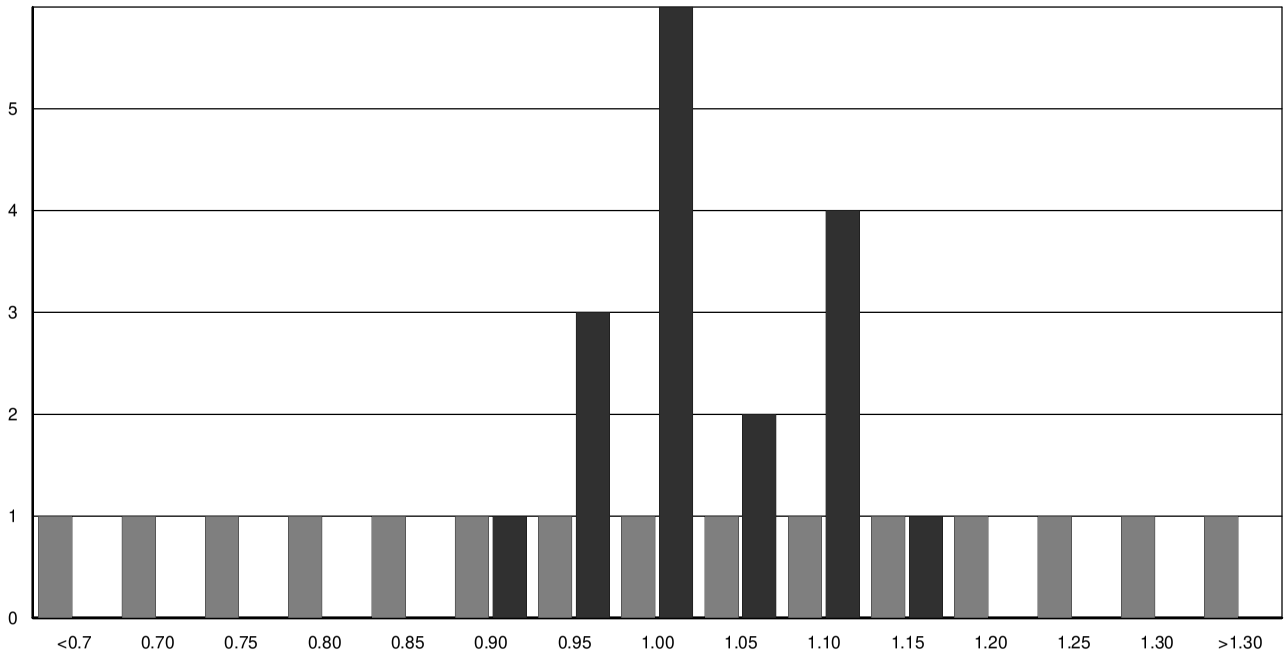
	# of Parcels	Median A/S x 100
897	1	109.45
1181	5	100.52
1465	4	103.41
1749	1	102.94
2033	2	103.02
2317	1	99.25
2601	1	100.60
2885	2	97.54

Gilsum:Median A/S Ratio by Story Height

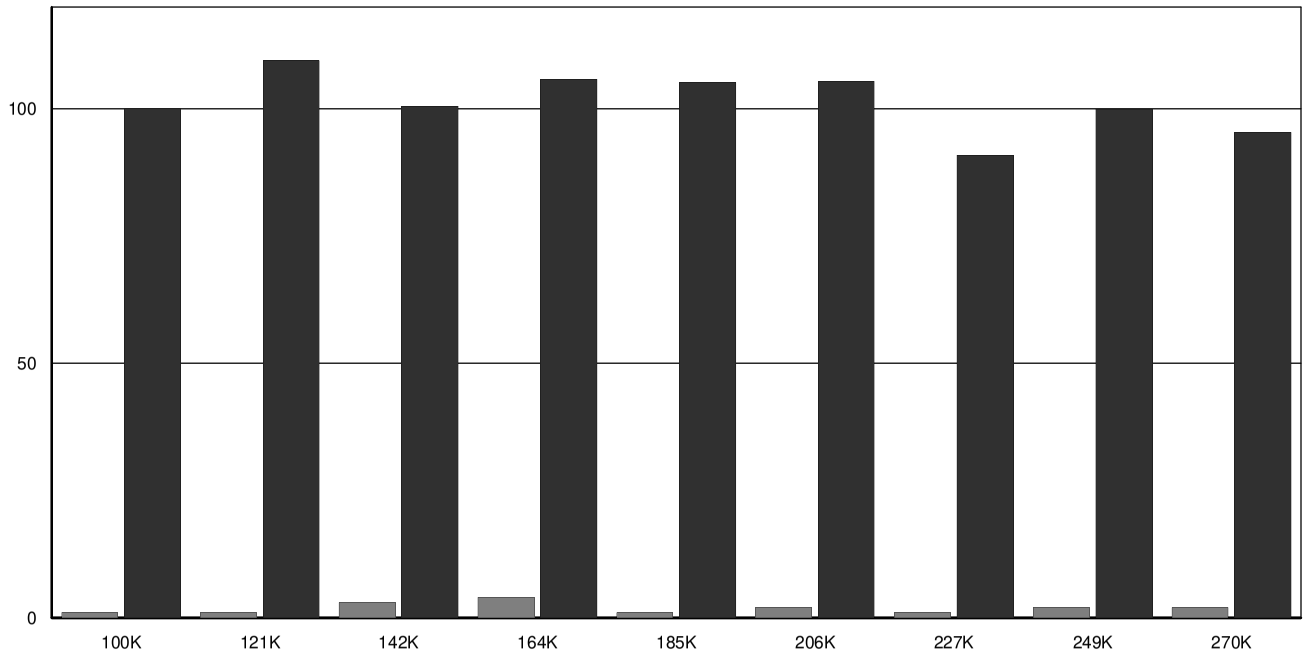


	# of Parcels	Median A/S x 100
SH-A	9	101.65
SH-B	4	101.47
SH-C	1	101.38
SH-D	3	100.60

Gilsum:Distribution of Sale Ratios

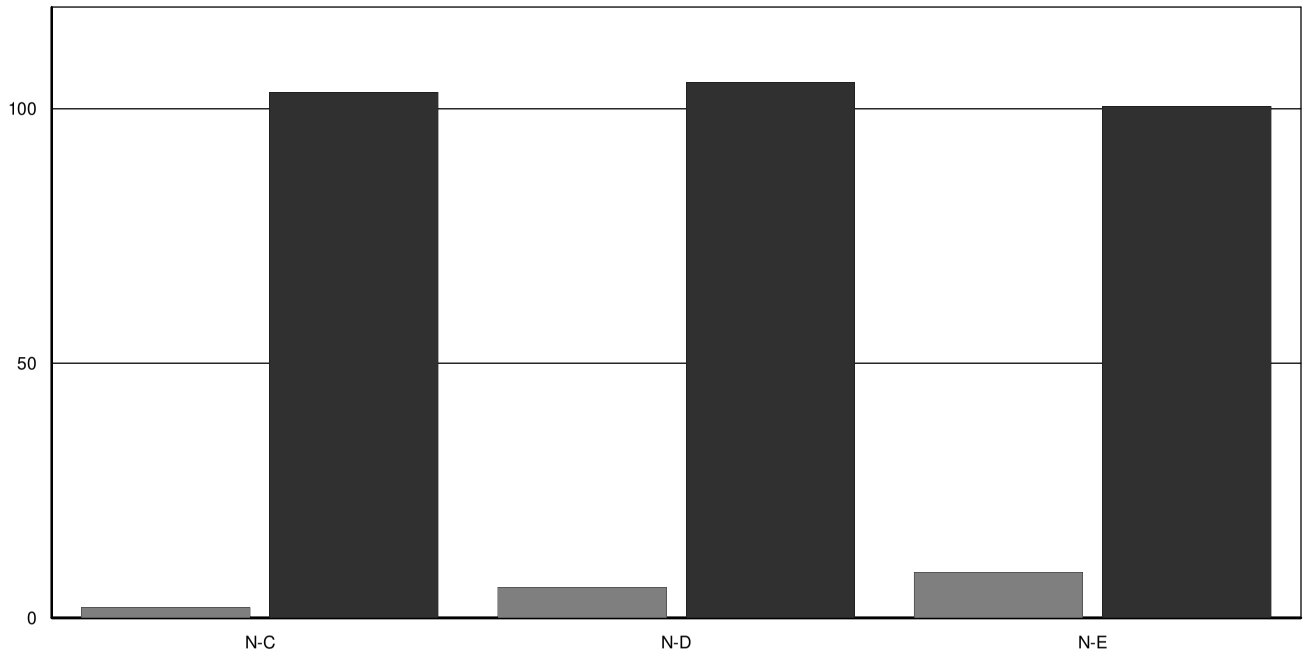


Gilsum:Median A/S Ratio by Sale Price



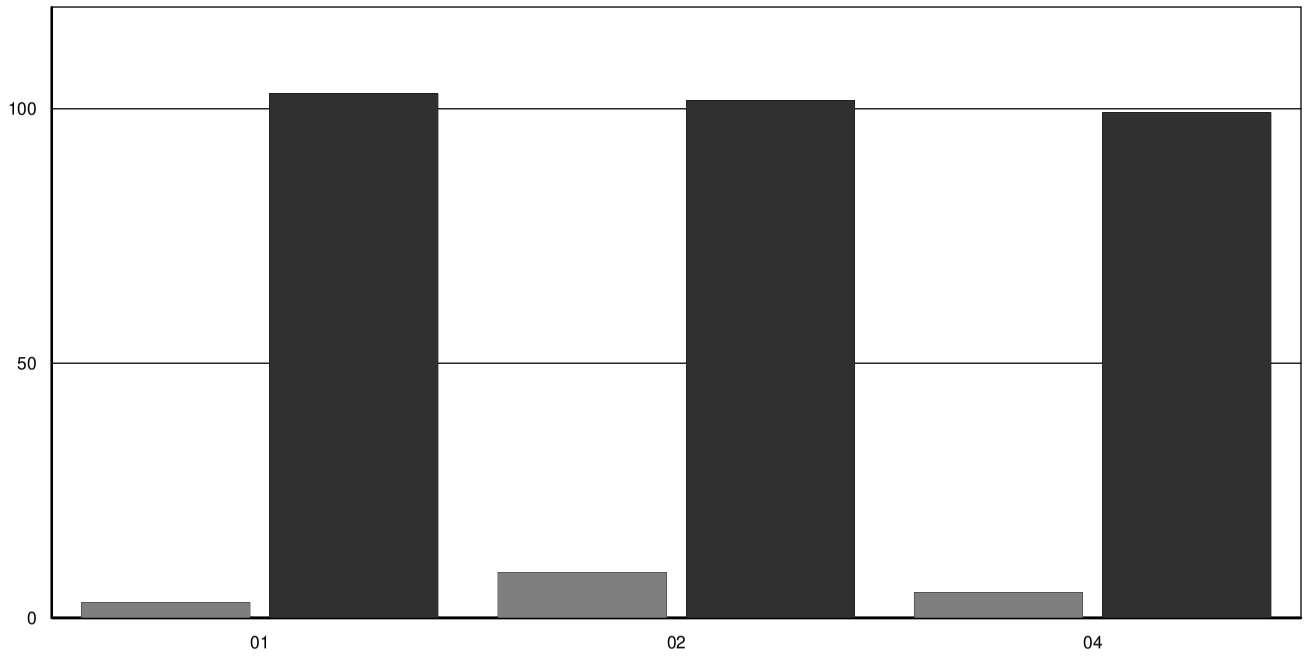
	# of Parcels	Median A/S x 100
100K	1	100.00
121K	1	109.45
142K	3	100.52
164K	4	105.81
185K	1	105.18
206K	2	105.35
227K	1	90.91
249K	2	99.92
270K	2	95.34

Gilsum:Median A/S Ratio by Neighborhood



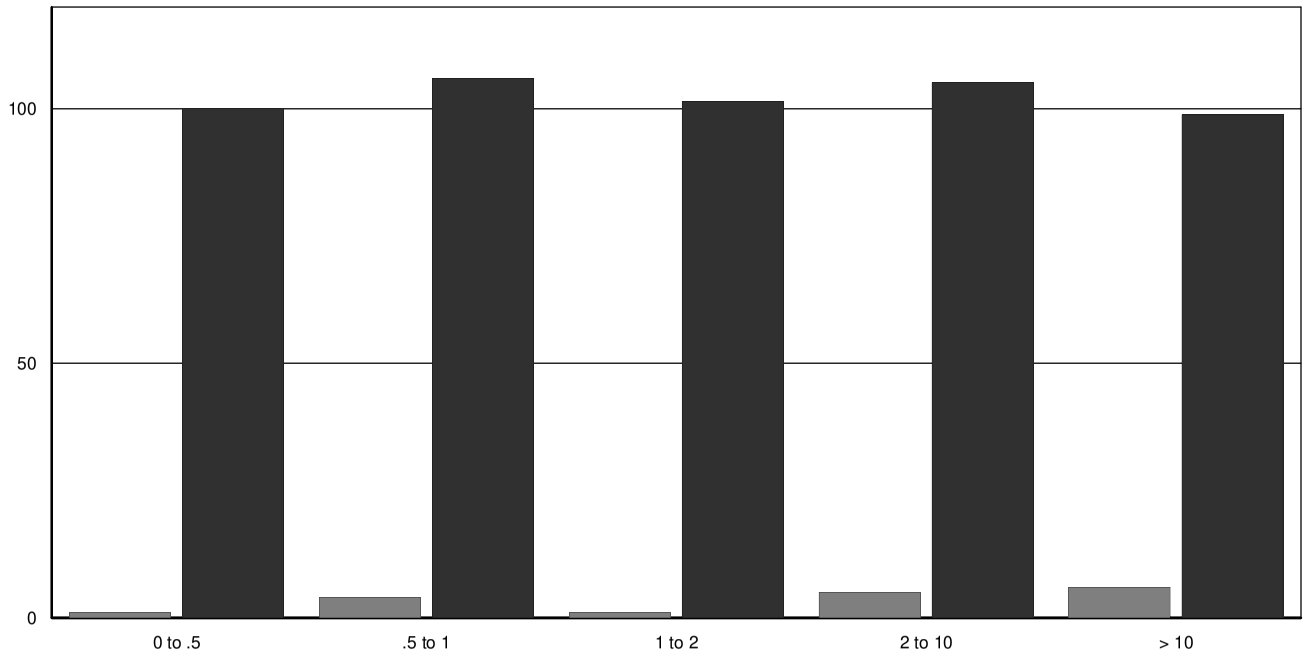
	# of Parcels	Median A/S x 100
N-C	2	103.22
N-D	6	105.16
N-E	9	100.52

Gilsum:Median A/S Ratio by Zone



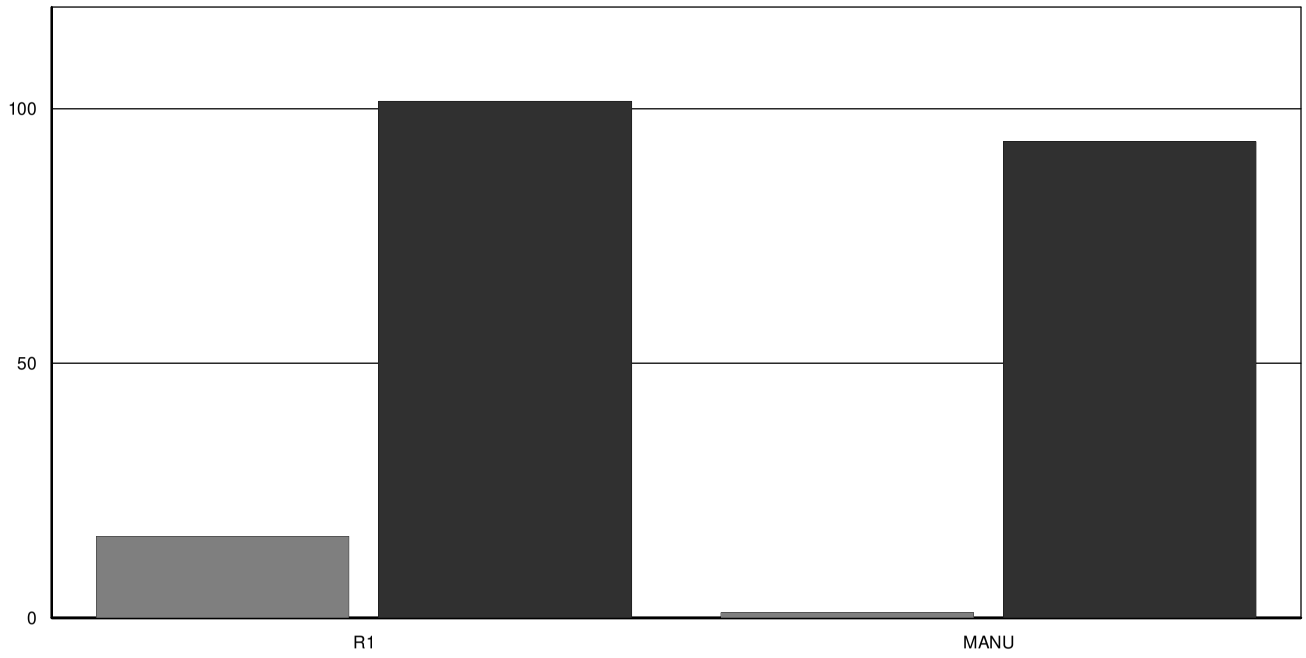
	# of Parcels	Median A/S x 100
01	3	102.94
02	9	101.65
04	5	99.25

Gilsum:Median A/S Ratio by Acreage



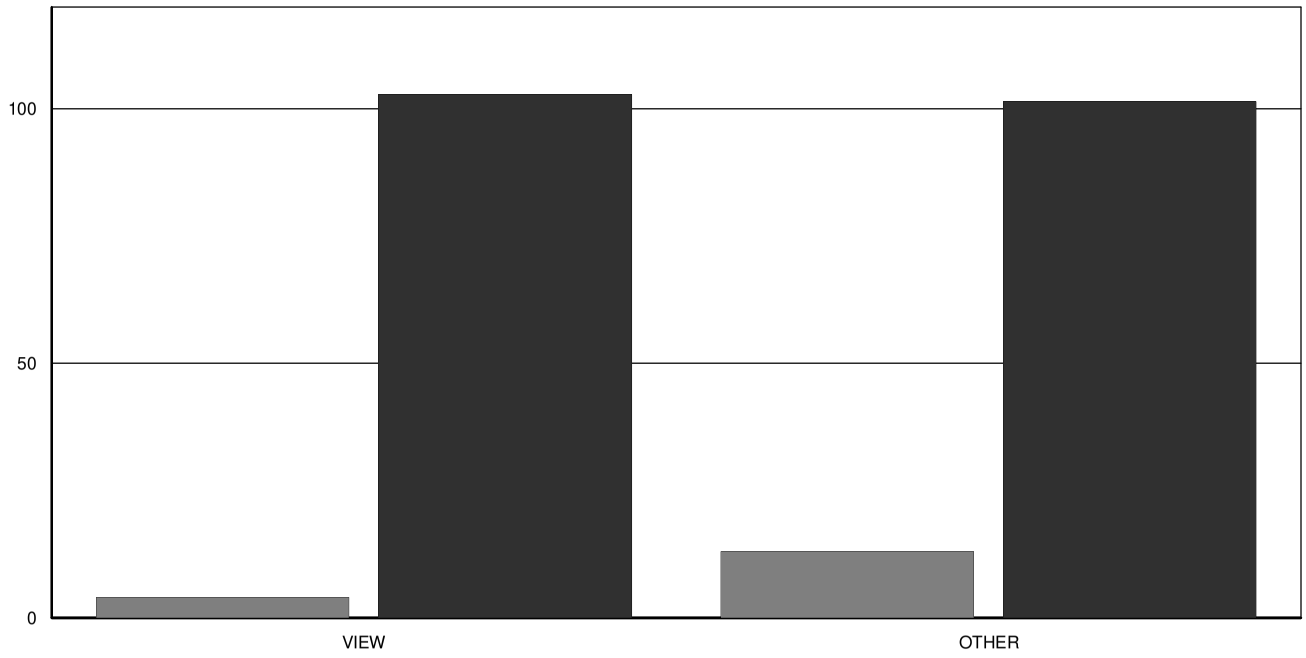
	# of Parcels	Median A/S x 100
0 to .5	1	100.00
.5 to 1	4	106.00
1 to 2	1	101.38
2 to 10	5	105.18
> 10	6	98.79

Gilsum:Median A/S Ratio by Improved Use



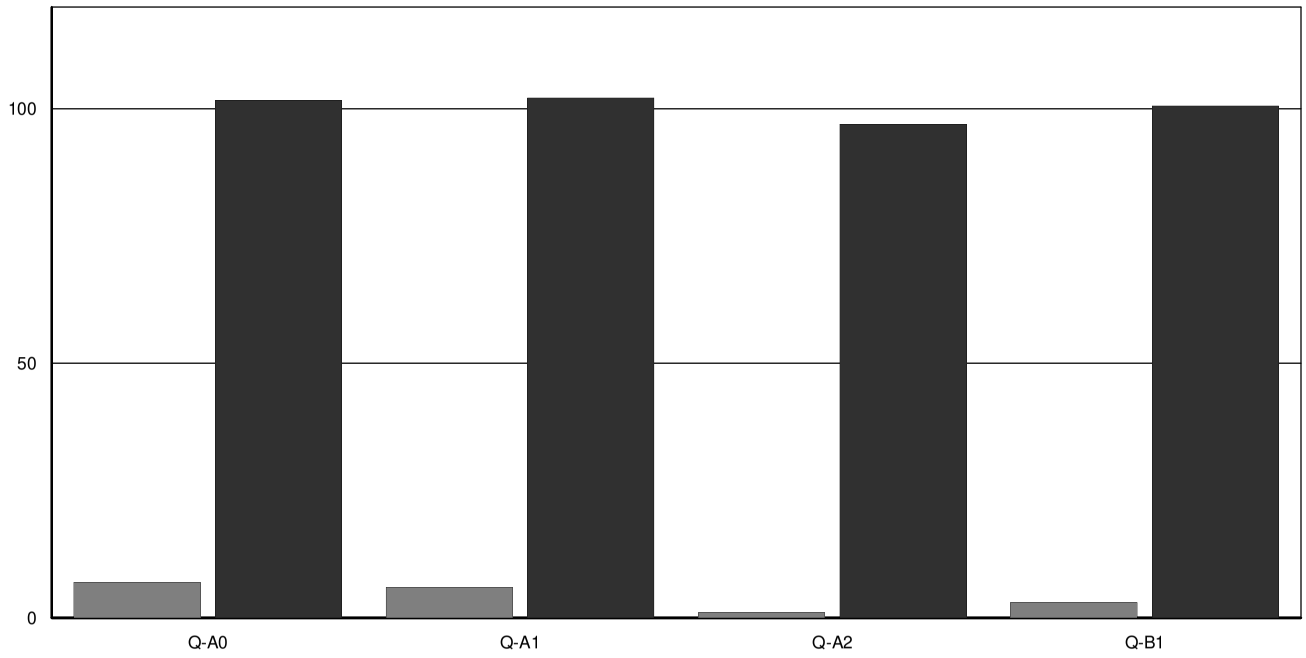
	# of Parcels	Median A/S x 100
R1	16	101.51
MANU	1	93.56

Gilsum:Median A/S Ratio for Views/Waterfront/Other



	# of Parcels	Median A/S x 100
VIEW	4	102.83
OTHER	13	101.38

Gilsum:Median A/S Ratio by Building Quality



	# of Parcels	Median A/S x 100
Q-A0	7	101.65
Q-A1	6	102.16
Q-A2	1	96.98
Q-B1	3	100.60

OWNER INFORMATION

KORLACKI, BRIAN

201 SURRY ROAD

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
07/03/2018	3031	0059	Q I	135,000	BEAM, JASON C.
09/07/2012	2770	140	Q I	95,000	TIMBER OWNERS OF NEW E
12/31/2008	2548	376	U V 54	192,000	BULKHEAD INVESTMENT, L
10/02/2002	1933	502	Q I	82,000	DEROSIERS, FLORA

PICTURE

LISTING HISTORY

09/14/18	KEVM	
02/20/18	INSP	MARKED FOR INSPECTION
07/31/12	KCVM	
09/18/08	KCVM	
10/24/07	CMUM	
10/14/04	CNHN	
08/30/04	CNRM	
06/29/04	AMUR	

NOTES

BEIGE; 9/08, NOH;NEW ROOF; 14X12 HAS GAS HEAT 07/12 NOH; 9/18; HO (MR) VER INT=DNVI; EXT=GOOD, WELL MAINT; PU SHED EST BY 4/1/18; DNPU LOW QUAL/CONST LT @ 8X14 SHED=NV;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
SHED-WOOD	112	8 x 14	203	10.00	60	1,364	
SHED-WOOD	209	11 x 19	137	10.00	100	2,863	
						4,200	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 65,000	$ 1,000	$ 35,200
		Parcel Total:	$ 101,200
2018	$ 63,500	$ 3,000	$ 35,200
		Parcel Total:	$ 101,700
2019	**$ 83,400**	**$ 4,200**	**$ 48,100**
		Parcel Total:	**$ 135,700**

LAND VALUATION

Zone: RURAL RESIDENTIAL **Minimum Acreage:** 2.00 **Minimum Frontage:** 175 **Site:** AVERAGE **Driveway:** DIRT/GRAVEL **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	0.630 ac	50,600	E	100	100	100	95	100 -- LEVEL	100	48,100	0	N	48,100	
	0.630 ac									48,100			**48,100**	

LAST REVALUATION: 2019

PICTURE

OWNER

KORLACKI, BRIAN

201 SURRY ROAD

GILSUM, NH 03448

TAXABLE DISTRICTS

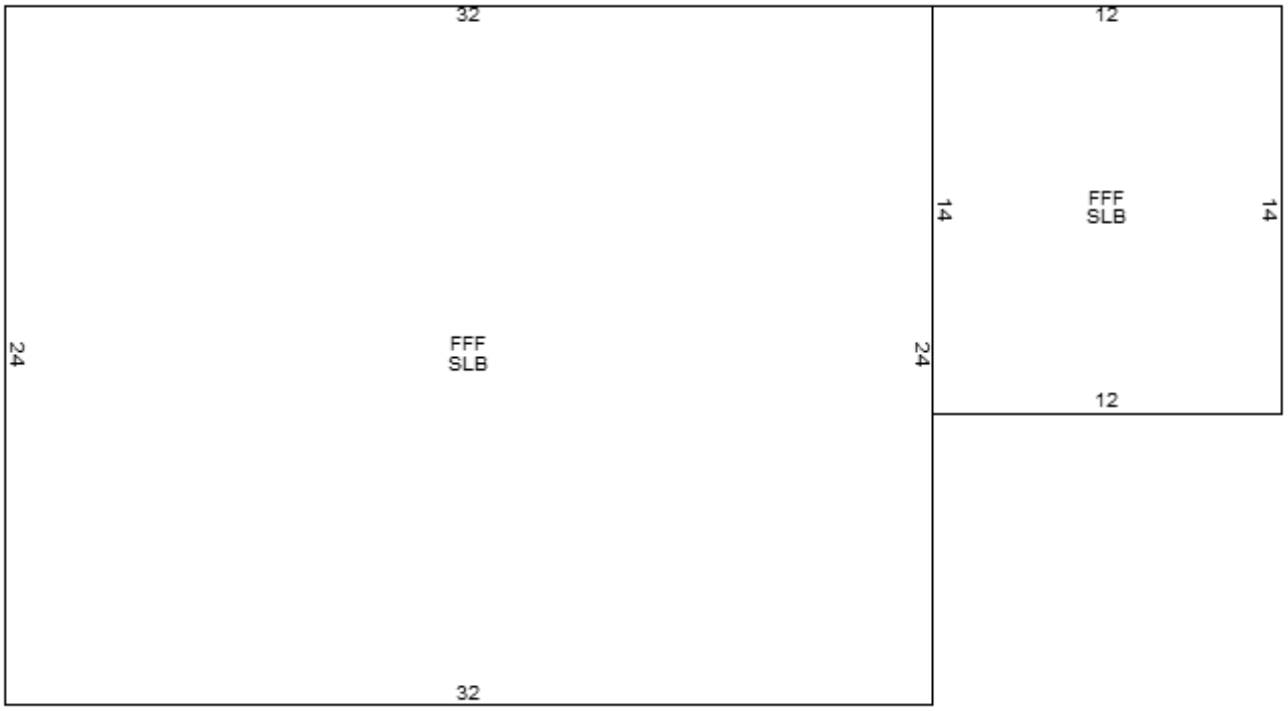
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **1.00 STORY FRAME RANCH**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **PREFAB WD PNL**
Int: **DRYWALL**
Floor: **LINOLEUM OR SIM**
Heat: **ELECTRIC/RAD ELECT**
Bedrooms: **2** Baths: **1.0** Fixtures: **3**
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A0 AVG**
Com. Wall:
Size Adj: **1.3697** Base Rate: **RSA 90.00**
Bldg. Rate: **1.1642**
Sq. Foot Cost: **$ 104.78**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
FFF	FST FLR FIN	936	1.00	936
SLB	SLB	936	0.00	0
GLA:	**936**	**1,872**		**936**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 98,074**
Year Built:		**1980**
Condition For Age:	GOOD	**15 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**15 %**
Building Value:		**$ 83,400**

OWNER INFORMATION

AZEVEDO, MELISSA J.
AZEVEDO, JASON G.
10 OLD KEENE ROAD

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
08/08/2018	3035	1227	Q I	188,000	MERCHANT, ROBERT D

PICTURE

LISTING HISTORY

09/10/18	KEVM	
02/20/18	INSP	MARKED FOR INSPECTION
08/21/12	KCVL	
10/06/06	ETUL	

NOTES

BRN; SHED-W 16X24 USED AS SUGAR HSE, ALSO RM W/ HRDWD; 8/12 NEW ROOF, NO OTHER UPDATES, 1 BEDROOM WALK THRU ANOTHER; 9/18; NOH=MEAS; EXT=GD, WELL MAINT, PAINTED RECENTLY, ROOF=GD; PU ENT OFF OPF;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
SHED-EQUIPMENT	380	20 x 19	102	8.00	30	930	
SHED-WOOD	384	16 x 24	102	10.00	30	1,175	ATT 22X12
LEAN-TO	264	12 x 22	121	4.00	20	256	SHAPE
GARAGE-1 STY	576	24 x 24	88	30.00	80	12,165	
LEAN-TO	154	11 x 14	164	4.00	20	202	ATT 20X19
SHED-EQUIPMENT	196	14 x 14	142	8.00	30	668	ATT 24X16
						15,400	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 84,600	$ 11,400	$ 35,462
		Parcel Total:	$ 131,462
2018	$ 84,700	$ 11,400	$ 35,444
		Parcel Total:	$ 131,544
2019	**$ 101,600**	**$ 15,400**	**$ 47,691**
		Parcel Total:	**$ 164,691**

LAND VALUATION

LAST REVALUATION: 2019

Zone: RURAL RESIDENTIAL **Minimum Acreage:** 2.00 **Minimum Frontage:** 175 **Site:** AVERAGE **Driveway:** DIRT/GRAVEL **Road:** DIRT/GRAVEL

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	1.000 ac	58,000	D	90	100	95	95	100 -- LEVEL	100	47,100	0	N	47,100	
UNMNGD OTHER	10.550 ac	x 1,000	X	99				90 -- MILD	100	9,400	95	N	591	
UNMNGD OTHER	700.000 ff	x 35	D	90				80 -- ROLLING	100	17,600	0	N	0	
	11.550 ac									74,100			**47,691**	

PICTURE

OWNER

AZEVEDO, MELISSA J.
AZEVEDO, JASON G.
10 OLD KEENE ROAD

GILSUM, NH 03448

TAXABLE DISTRICTS

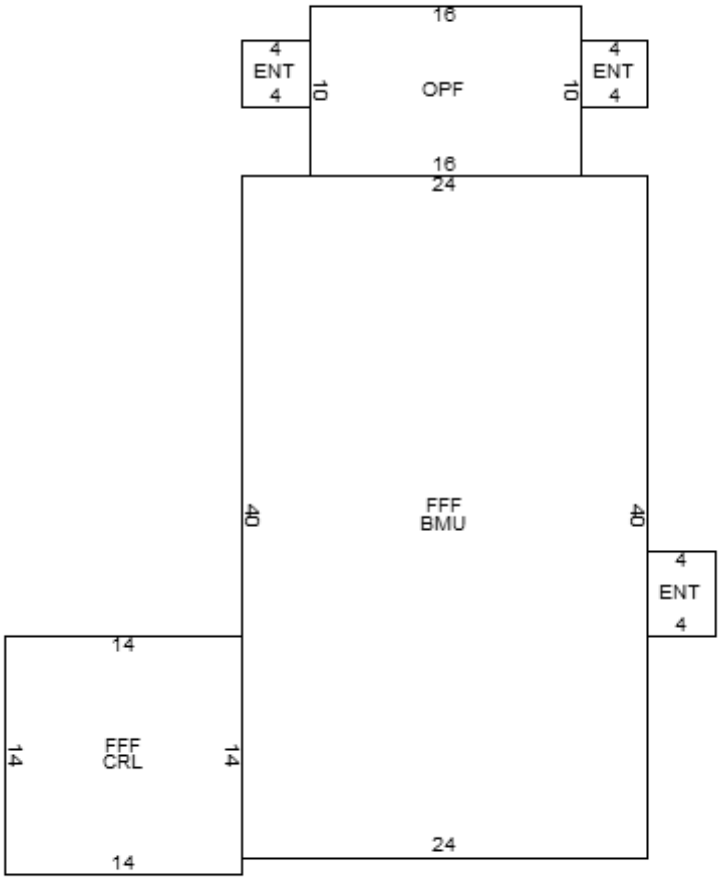
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **1.00 STORY FRAME RANCH**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **AVERAGE**
Int: **DRYWALL**
Floor: **CARPET/LINOLEUM OR SIM**
Heat: **OIL/FA DUCTED**
Bedrooms: **3** Baths: **1.0** Fixtures:
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A0 AVG**
Com. Wall:
Size Adj: **1.1317** Base Rate: **RSA 90.00**
Bldg. Rate: **1.0412**
Sq. Foot Cost: **$ 93.70**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
OPF	OPEN PORCH	160	0.25	40
FFF	FST FLR FIN	1156	1.00	1156
BMU	BSMNT	960	0.15	144
CRL	CRAWL SPACE	196	0.05	10
ENT	ENTRY WAY	52	0.10	5
GLA:	**1,156**	**2,524**		**1,355**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 126,964**
Year Built:		**1980**
Condition For Age:	AVERAGE	**20 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**20 %**
Building Value:		**$ 101,600**

OWNER INFORMATION

MAIN, SKYLER A
MARTIN, KYLE R
21 OLD KEENE ROAD

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
06/02/2017	2994	0754	Q I	150,000	SYMONDS, GARY S

PICTURE

LISTING HISTORY

09/10/18	KEVL	
02/20/18	INSP	MARKED FOR INSPECTION
08/21/12	KCVM	
09/17/08	KCVM	

NOTES

BROWN; 24X12SUGARHSE; 9/08 SPOKE W/PERSON NO INFO SLEEPING;8/12 INFO FROM (MRS) DNVI PER HO, REPLACE PART OF DEK, ADD 4X6; 9/18; MRS=TOUR; DNV STY HEIGHT; INT=GD, NEW CARPET ON HSF, KIT=CORIAN/MAPLE, WELL KEPT; EXT=AVG, DEKS SHOW WEAR, ROOF O/D; CORR'D SKETCH=DEK; ADJ XFOB=COND, MEAS; PU PAT ATT DEK B4 4/1/18;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
SHED-EQUIPMENT	72	12 x 6	282	8.00	50	812	ATT 24X12
SHED-WOOD	288	12 x 24	116	10.00	30	1,002	ATT
LEAN-TO	96	6 x 16	227	4.00	50	436	ATT 24X12
SHED-WOOD	72	12 x 6	282	10.00	50	1,015	
SHED-WOOD	192	16 x 12	143	10.00	30	824	ATT
SHED-EQUIPMENT	112	14 x 8	203	8.00	30	546	ATT 16X12
LEAN-TO	96	12 x 8	227	4.00	30	262	ATT 16X12
SHED-WOOD	16	4 x 4	400	10.00	20	128	
						5,000	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 91,200	$ 3,800	$ 31,400
		Parcel Total:	$ 126,400
2018	$ 94,800	$ 3,800	$ 31,400
		Parcel Total:	$ 130,000
2019	**$ 119,100**	**$ 5,000**	**$ 39,600**
		Parcel Total:	**$ 163,700**

LAND VALUATION

LAST REVALUATION: 2019

Zone: RURAL RESIDENTIAL **Minimum Acreage:** 2.00 **Minimum Frontage:** 175 **Site:** GOOD **Driveway:** DIRT/GRAVEL **Road:** DIRT/GRAVEL

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	1.000 ac	58,000	D	90	105	95	95	80 -- ROLLING	100	39,600	0	N	39,600	
	1.000 ac									39,600			**39,600**	

PICTURE

OWNER

MAIN, SKYLER A
MARTIN, KYLE R
21 OLD KEENE ROAD

GILSUM, NH 03448

TAXABLE DISTRICTS

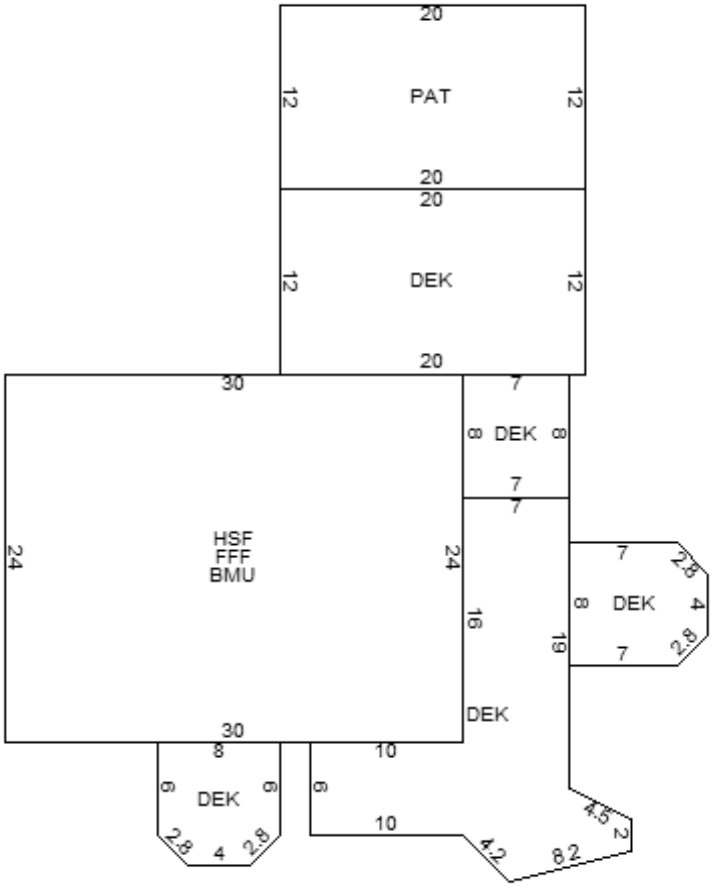
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **1.50 STORY FRAME CAPE**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **LOGS**
Int: **WOOD/LOG**
Floor: **LAMINATE/VINYL/CARPET**
Heat: **OIL/FA DUCTED**
Bedrooms: **2** Baths: **1.0** Fixtures:
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A1 AVG+10**
Com. Wall:
Size Adj: **1.1633** Base Rate: **RSA 90.00**
Bldg. Rate: **1.2035**
Sq. Foot Cost: **$ 108.31**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
HSF	1/2 STRY FIN	720	0.50	360
FFF	FST FLR FIN	720	1.00	720
BMU	BSMNT	720	0.15	108
DEK	DECK/ENTRANCE	667	0.10	67
PAT	PATIO	240	0.10	24
GLA:	**1,080**	**3,067**		**1,279**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 138,528**
Year Built:		**1987**
Condition For Age:	GOOD	**14 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**14 %**
Building Value:		**$ 119,100**

OWNER INFORMATION

BROWN, NICOLE A

296 B ROUTE 10

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
02/14/2018	3017	0098	U I 23		FILES, CHRISTOPHER R.
06/26/2017	2990	0080	Q I	135,000	NADEAU, KEITH
09/11/2015	2919	330	U I 35	40,550	SECRETARY OF HOUSING &
07/02/2015	2910	582	U I 35	1	WELLS FARGO BANK N.A.
02/10/2014	2858	974	U I 51	83,000	PATCH, KAREN D.

PICTURE

LISTING HISTORY

09/13/18	KEVM	
02/20/18	INSP	MARKED FOR INSPECTION
08/22/12	KCVX	
10/06/06	ETUM	
08/30/04	CNRL	

NOTES

TAN; 8/12 INFO FROM HO (MR) DNVI PER HO, NEW ROOF, ADD DEK, HO STATES H20 DMG FROM FLOOD, DNPU CAMPER; 9/18; NOH=MEAS; EXT=GD; PU LT ATT TO HSE EST B4 4/1/18; DNV 11X11 PLATFORM=REMOVE; DNPU V.SMALL COOP=NV;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
GARAGE-1 STY	576	24 x 24	88	30.00	50	7,603	
						7,600	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 50,700	$ 5,900	$ 37,940
		Parcel Total:	$ 94,540
2018	$ 50,700	$ 5,600	$ 37,923
		Parcel Total:	$ 94,223
2019	**$ 59,300**	**$ 7,600**	**$ 50,768**
		Parcel Total:	**$ 117,668**

LAND VALUATION

LAST REVALUATION: 2019

Zone: HIGHWAY/BUSINESS **Minimum Acreage:** 2.00 **Minimum Frontage:** 200 **Site:** AVERAGE **Driveway:** DIRT/GRAVEL **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	1.720 ac	58,720	E	100	100	100	95	90 -- MILD	100	50,200	0	N	50,200	
UNMNGD OTHER	10.310 ac	x 1,000	X	99				90 -- MILD	100	9,200	90	N	568	
	12.030 ac									59,400			**50,768**	

PICTURE

OWNER

BROWN, NICOLE A

296 B ROUTE 10

GILSUM, NH 03448

TAXABLE DISTRICTS

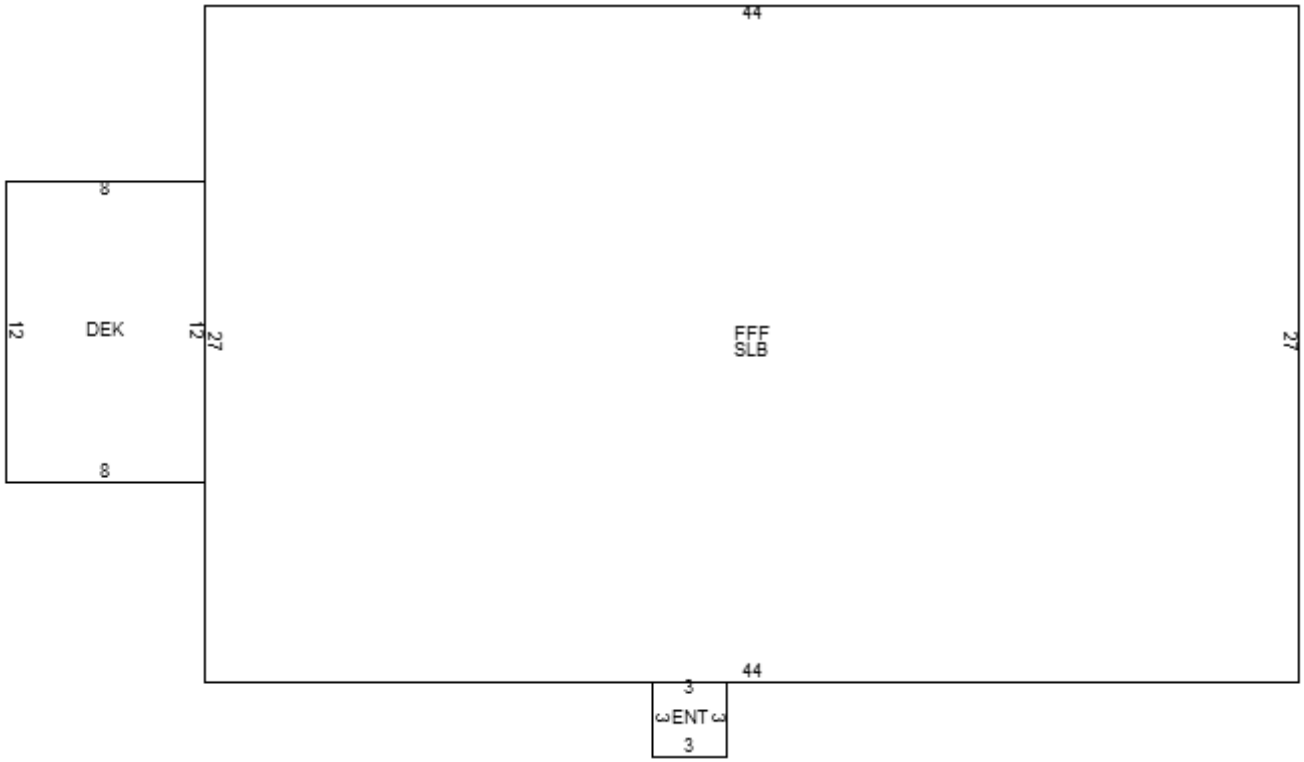
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **1.00 STORY FRAME DW MH**
Roof: **GABLE OR HIP/PREFAB METALS**
Ext: **VINYL SIDING**
Int: **WALL BOARD**
Floor: **CARPET/LINOLEUM OR SIM**
Heat: **OIL/FA DUCTED**
Bedrooms: **3** Baths: **2.0** Fixtures:
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A0 AVG**
Com. Wall:
Size Adj: **1.2008** Base Rate: **MHD 60.00**
Bldg. Rate: **1.1288**
Sq. Foot Cost: **$ 67.73**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
FFF	FST FLR FIN	1188	1.00	1188
SLB	SLB	1188	0.00	0
DEK	DECK/ENTRANCE	96	0.10	10
ENT	ENTRY WAY	9	0.10	1
GLA:	**1,188**	**2,481**		**1,199**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 81,208**
Year Built:		**1997**
Condition For Age:	GOOD	**27 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**27 %**
Building Value:		**$ 59,300**

OWNER INFORMATION

COTE, JAMES T.
COTE, ROSA I.
315 ROUTE 10

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
09/14/2018	3040	0522	Q I	239,000	HANSEN, TREVOR
04/27/2006	2340	546	Q I	160,000	BRITTON JR, RAYMOND F
11/13/2003	2021	464	U I 38	50,200	CHARLOTTE E PHELPS
03/19/2003	1986	982	U I 25	45,000	BARKER, THEDA J

PICTURE

LISTING HISTORY

09/13/18	KEVM	
02/20/18	INSP	MARKED FOR INSPECTION
08/22/12	KCVM	
11/28/05	DIUM	
10/13/04	JDHC	
06/28/04	KCUM	
06/28/04	AMUR	

NOTES

CLAY; 8/12 PU NEW HOUSE, REMOVE OLD DUE TO FIRE W/O BSMT; 9/18; NOH=MEAS; EXT=AVG, WELL MAINT; NC; F/S "REMAX";

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
FIREPLACE 1-CUST	1		100	5,000.00	50	2,500	OUT DOOR
SHED-WOOD	140	14 x 10	174	10.00	100	2,436	
PATIO	140	20 x 7	174	7.00	25	426	BY FPL OLD SLAB
						5,400	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 145,300	$ 4,600	$ 32,500
		Parcel Total:	$ 182,400
2018	$ 145,300	$ 4,600	$ 32,500
		Parcel Total:	$ 182,400
2019	**$ 179,200**	**$ 5,400**	**$ 52,600**
		Parcel Total:	**$ 237,200**

LAND VALUATION

LAST REVALUATION: 2019

Zone: HIGHWAY/BUSINESS **Minimum Acreage:** 2.00 **Minimum Frontage:** 200 **Site:** AVERAGE **Driveway:** DIRT/GRAVEL **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	2.000 ac	59,000	E	100	100	100	95	90 -- MILD	100	50,400	0	N	50,400	WET/BRIDGE ACC
1F RES	3.000 ac	x 1,000	X	100				80 -- ROLLING	90	2,200	0	N	2,200	WET
	5.000 ac									52,600			**52,600**	

PICTURE

OWNER

COTE, JAMES T.
COTE, ROSA I.
315 ROUTE 10

GILSUM, NH 03448

TAXABLE DISTRICTS

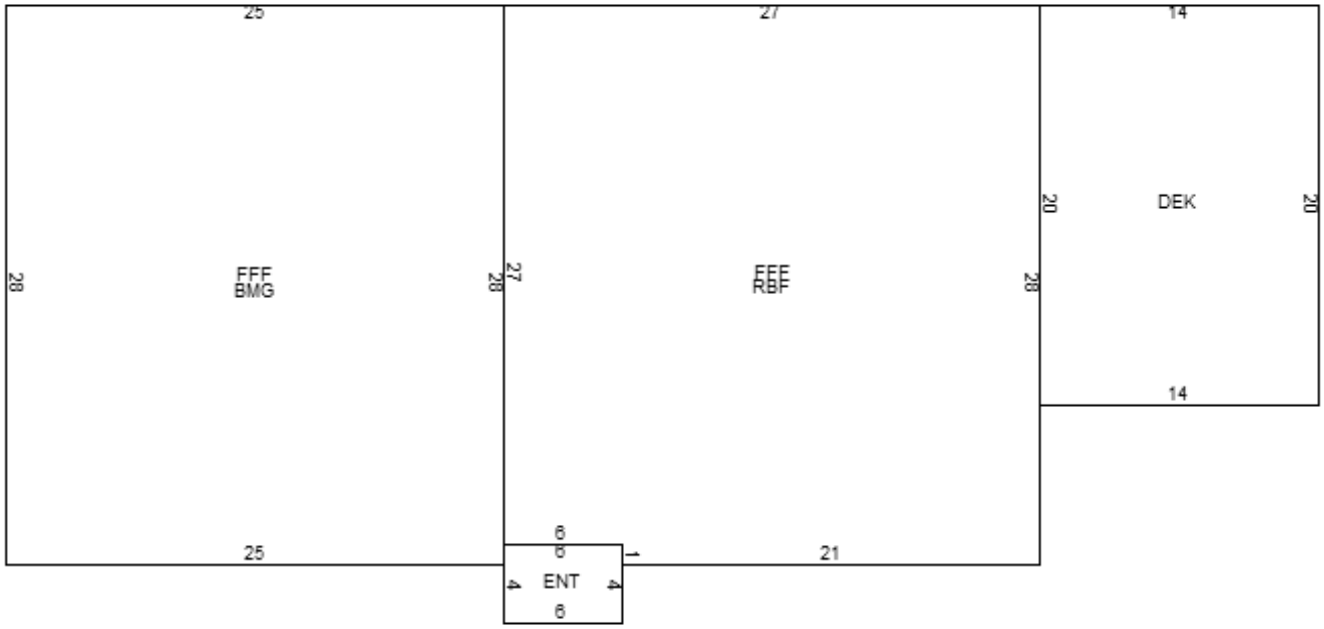
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes
05/26/11	11-203	NEW BUILDING	HOUSE TO REPLACE ONE T

BUILDING DETAILS

Model: **1.00 STORY FRAME R-RANCH**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **VINYL SIDING**
Int: **DRYWALL**
Floor: **HARDWOOD/CARPET**
Heat: **OIL/HOT WATER**
Bedrooms: **3** Baths: **2.0** Fixtures:
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A1 AVG+10**
Com. Wall:
Size Adj: **0.9300** Base Rate: **RSA 90.00**
Bldg. Rate: **1.0025**
Sq. Foot Cost: **$ 90.23**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
FFF	FST FLR FIN	1450	1.00	1450
BMG	BASEMENT	700	0.20	140
RBF	RAISED BSMNT	750	0.75	563
ENT	ENTRY WAY	24	0.10	2
DEK	DECK/ENTRANCE	280	0.10	28
GLA:	**1,450**	**3,204**		**2,183**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 196,972**
Year Built:		**2012**
Condition For Age:	AVERAGE	**9 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**9 %**
Building Value:		**$ 179,200**

OWNER INFORMATION

LANE INVESTMENTS LLC

173 ROUTE 10 NORTH

KEENE, NH 03431

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
08/09/2018	3036	0220	Q I	270,000	BARDWELL, VERNON R. JR.
08/23/2007	2459	95	U I 38	200,000	JOSEPH BARDWELL
11/16/2004	2195	884	U I 38	193,000	VERNON R. BARDWELL, JR

PICTURE

LISTING HISTORY

09/12/18	KEVE	
02/20/18	INSP	MARKED FOR INSPECTION
03/02/11	SGCR	
09/17/08	KCVM	
11/29/07	DLCL	
10/24/07	CMUM	
06/30/04	BNPM	

NOTES

GREY; APT FOR LIVING AREA 26X42; 26X42 ROUGHLY FINISHED, LG OPEN ROOM-APT HAS LO CLEARANCE/HEADRM IN SOME AREAS; 9/08, NOH; QUALITY ADJUSTED; 9/18; POSTED "NT"=ALL EST; NC;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
PAVING	2,520	60 x 42	66	3.25	100	5,405	
						5,400	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 132,100	$ 5,400	$ 48,400
		Parcel Total:	$ 185,900
2018	$ 132,100	$ 5,400	$ 48,400
		Parcel Total:	$ 185,900
2019	**$ 158,100**	**$ 5,400**	**$ 89,500**
		Parcel Total:	**$ 253,000**

LAND VALUATION

LAST REVALUATION: 2019

Zone: HIGHWAY/BUSINESS **Minimum Acreage:** 2.00 **Minimum Frontage:** 200 **Site:** AVERAGE **Driveway:** PAVED **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	2.000 ac	59,000	E	100	100	100	100	90 -- MILD	125	66,400	0	N	66,400	USE
1F RES	3.100 ac	x 1,000	X	100				90 -- MILD	100	2,800	0	N	2,800	WET
1F RES	200.000 ff	x 35	E	100				90 -- MILD	100	6,300	0	N	6,300	WET
VIEW		HILLS, AVERAGE, TOP75, NEAR							100	14,000			14,000	
	5.100 ac									89,500			**89,500**	

PICTURE

OWNER

LANE INVESTMENTS LLC

173 ROUTE 10 NORTH

KEENE, NH 03431

TAXABLE DISTRICTS

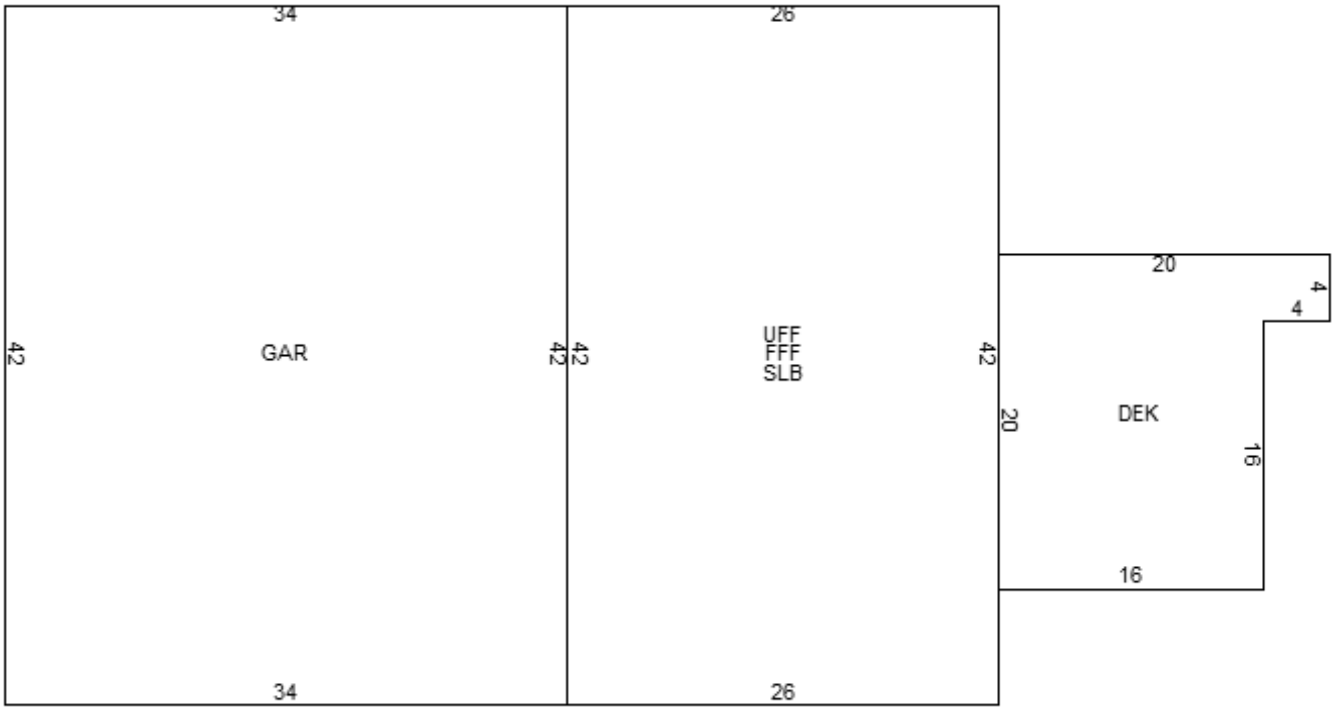
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **2.00 STORY FRAME SHOP/APT**
Roof: **GABLE OR HIP/PREFAB METALS**
Ext: **PREFIN METAL**
Int: **DRYWALL**
Floor: **LINOLEUM OR SIM**
Heat: **OIL/HOT WATER**
Bedrooms: **1** Baths: **1.0** Fixtures:
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **B1 AVG-10**
Com. Wall:
Size Adj: **0.8518** Base Rate: **RSA 90.00**
Bldg. Rate: **0.7139**
Sq. Foot Cost: **$ 64.25**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
UFF	UPPER FLR FIN	1092	1.00	1092
FFF	FST FLR FIN	1092	1.00	1092
SLB	SLB	1092	0.00	0
GAR	GARAGE	1428	0.45	643
DEK	DECK/ENTRANCE	336	0.10	34
GLA:	**2,184**	**5,040**		**2,861**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 183,819**
Year Built:		**1999**
Condition For Age:	AVERAGE	**14 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**14 %**
Building Value:		**$ 158,100**

OWNER INFORMATION

BARNES, KEVIN M.
BARNES, STACEY A.
257 ROUTE 10

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
05/23/2019	3065	0826	Q I	244,933	BARDWELL JR., VERNON R

PICTURE

LISTING HISTORY

01/07/19	DMCL	
09/12/18	KEVM	
02/20/18	INSP	MARKED FOR INSPECTION
10/01/12	KCCL	
08/22/12	KCVM	
05/18/09	SGHN	
09/17/08	KCVL	

NOTES

TAN; 9/08;1973 HSE BLT AROUND OLD (TORN DOWN)=AO, HSE BLT IN 3 SECTIONS; OLD PATIO DNPU; 10/12 NEW SIDING, PELLET FURNACE ALSO; 28X24 FLOOR SAGE, LOW BSMNT= FD; 9/18; NOH=MEAS; F/S "HKS"; EXT=GD FOR YR, WELL MAINT; PU DEK ATT TO 10X13 DEK; PREF MTL ROOF-SOME SHINGLE ON GAR; 1/19; CORR'D DRWY; REMODELED (2)BTHS IN 2012; FMICA/WD CABIENTS, NO UPPER CABINETS SHELFS ONLY IN KIT; DROP CEILING IN 1 BTH;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
GARAGE-2 STY/BSMT	1,080	27 x 40	75	39.00	80	25,272	ATT
GARAGE-1 STY	896	28 x 32	78	30.00	80	16,773	ATT SHOP/HEATED
SHOP-AVE	672	28 x 24	84	18.00	50	5,080	ATT BOTH GAR
DECK	48	12 x 4	393	7.00	25	330	ATT
						47,500	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 141,500	$ 41,700	$ 39,848
		Parcel Total:	$ 223,048
2018	$ 146,200	$ 41,700	$ 39,839
		Parcel Total:	$ 227,739
2019	**$ 145,000**	**$ 47,500**	**$ 53,255**
		Parcel Total:	**$ 245,755**

LAND VALUATION

LAST REVALUATION: 2019

Zone: HIGHWAY/BUSINESS **Minimum Acreage:** 2.00 **Minimum Frontage:** 200 **Site:** AVERAGE **Driveway:** PAVED **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	2.000 ac	59,000	E	100	100	100	100	90 -- MILD	100	53,100	0	N	53,100	
WETLANDS	8.400 ac	x 1,000	X	100					10	800	100	Y	155	
	10.400 ac									53,900			**53,255**	

PICTURE

OWNER

BARNES, KEVIN M.
BARNES, STACEY A.
257 ROUTE 10

GILSUM, NH 03448

TAXABLE DISTRICTS

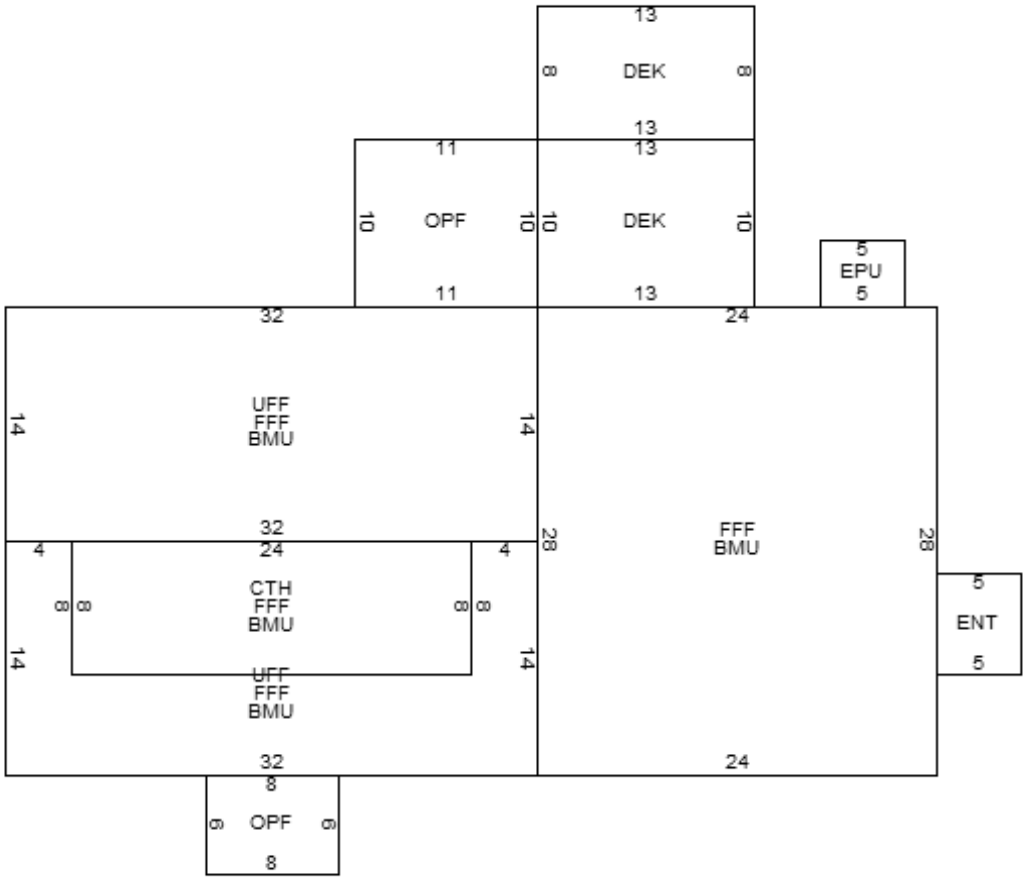
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **2.00 STORY FRAME COLONIAL**
Roof: **GABLE OR HIP/PREFAB METALS**
Ext: **VINYL SIDING**
Int: **DRYWALL/WOOD/LOG**
Floor: **LINOLEUM OR SIM/CARPET**
Heat: **OIL/FA DUCTED**
Bedrooms: **3** Baths: **2.0** Fixtures: **6**
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **B1 AVG-10**
Com. Wall:
Size Adj: **0.8772** Base Rate: **RSA 90.00**
Bldg. Rate: **0.7655**
Sq. Foot Cost: **$ 68.89**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
ENT	ENTRY WAY	30	0.10	3
FFF	FST FLR FIN	1568	1.00	1568
BMU	BSMNT	1568	0.15	235
UFF	UPPER FLR FIN	704	1.00	704
OPF	OPEN PORCH	158	0.25	40
DEK	DECK/ENTRANCE	234	0.10	23
EPU	COVERED BSMNT	20	0.35	7
CTH	CATHEDRAL	192	0.10	19
GLA:	**2,272**	**4,474**		**2,599**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 179,045**
Year Built:		**1973**
Condition For Age:	GOOD	**18 %**
Physical:		
Functional:	BMSNT	**1 %**
Economic:		
Temporary:		
Total Depreciation:		**19 %**
Building Value:		**$ 145,000**

OWNER INFORMATION

REEVES, TONY J
REEVES, CHELSEA L
377 ROUTE 10

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
06/26/2017	2990	0255	Q I	171,900	HARPET, ALLEN & CHERYL

PICTURE

LISTING HISTORY

09/30/19	LMHC	
08/09/19	CRVM	
08/15/17	JRVE	
02/16/17	INSP	MARKED FOR INSPECTION
05/01/13	ADPE	
10/01/12	KCCL	V-MEAS+LIST
08/09/12	KCVE	
11/28/05	DIUL	

NOTES

FPL BLOCKED OFF;8/12 GATED + POSTED=EST10/12 NO UPDATES, ADD PAT+ SHED, 18X10 SHED ADDED 9/12 PELLLET FURNACE, ATU 6' 04/2103 ADD 18X10 SHED-WOOD @ 100 COND, 5/13 PROP GATED + POSTED; PU SHED;8/17 GATED & POSTED;ALL EST;8/19 PER MLS FPL NOT BLOCKED AND ROOF IS PREFAB METAL

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
FIREPLACE 1-STAND	1		100	3,000.00	100	3,000	
GARAGE-1 STY	1,292	38 x 34	72	30.00	80	22,326	
SHED-WOOD	32	8 x 4	400	10.00	20	256	
SHED-WOOD	180	18 x 10	149	10.00	100	2,682	
						28,300	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 82,500	$ 19,900	$ 42,400
		Parcel Total:	$ 144,800
2018	$ 82,500	$ 19,900	$ 42,400
		Parcel Total:	$ 144,800
2019	**$ 105,300**	**$ 28,300**	**$ 47,200**
		Parcel Total:	**$ 180,800**

LAND VALUATION

LAST REVALUATION: 2019

Zone: HIGHWAY/BUSINESS **Minimum Acreage:** 2.00 **Minimum Frontage:** 200 **Site:** AVERAGE **Driveway:** DIRT/GRAVEL **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	2.000 ac	59,000	E	100	100	100	95	80 -- ROLLING	100	44,800	0	N	44,800	
1F RES	3.000 ac	x 1,000	X	100				80 -- ROLLING	100	2,400	0	N	2,400	
	5.000 ac									47,200			**47,200**	

PICTURE

OWNER

REEVES, TONY J
REEVES, CHELSEA L
377 ROUTE 10

GILSUM, NH 03448

TAXABLE DISTRICTS

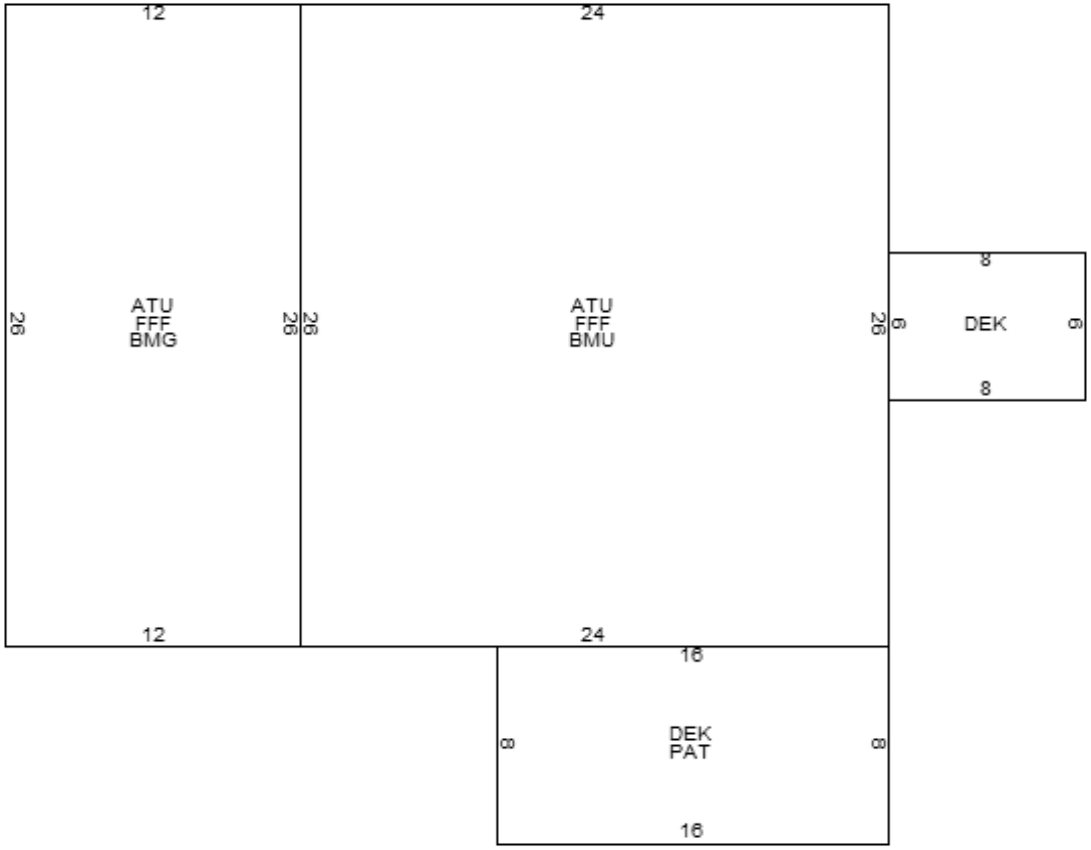
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **1.00 STORY FRAME RANCH**
Roof: **GABLE OR HIP/PREFAB METALS**
Ext: **VINYL SIDING**
Int: **DRYWALL**
Floor: **CARPET/LAMINATE/VINYL**
Heat: **OIL/FA DUCTED**
Bedrooms: **2** Baths: **1.0** Fixtures: **3**
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A0 AVG**
Com. Wall:
Size Adj: **1.1919** Base Rate: **RSA 90.00**
Bldg. Rate: **1.1442**
Sq. Foot Cost: **$ 102.98**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
BMU	BSMNT	624	0.15	94
ATU	ATTIC	936	0.10	94
FFF	FST FLR FIN	936	1.00	936
BMG	BASEMENT	312	0.20	62
DEK	DECK/ENTRANCE	176	0.10	18
PAT	PATIO	128	0.10	13
GLA:	**936**	**3,112**		**1,217**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 125,327**
Year Built:		**1975**
Condition For Age:	GOOD	**16 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**16 %**
Building Value:		**$ 105,300**

OWNER INFORMATION

TRUESDELL, JOHN E
TRUESDELL, JOAN H
25 ORCHARD LANE

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
11/30/2018	3048	0620	Q I	252,000	COOK, ROBERT

PICTURE

LISTING HISTORY

08/09/19	CRVM
12/19/16	JRCL
10/11/16	ADVM
03/25/14	ADPR
05/02/13	ADPR
09/20/11	SGVL
03/14/11	SGPE
04/26/10	SGPR

NOTES

NAT; AVG EXT=VERT BOARDS; WORK BEING DONE IS TO UPSTAIRS BDRM; 10/16 HO (MRS) DECLINED TOUR=ALL INT INFO @ DOOR; EXT GD COND; CORR XFOBS; HO STATES SOME HDWD; 12/16 CORR BTH, FIX CNT, & SKETCH; HSF = 7'; 8/149 BUTCHER BLOCK COUNTER IN KIT AND 1 BATH, TILE ENTRY AND HEAT CORRECTED

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
LEAN-TO	576	18 x 32	88	4.00	40	811	ATT TO GARAGE
SHED-WOOD	120	12 x 10	193	10.00	20	463	ATT TO 10 X 16
SHED-WOOD	160	10 x 16	160	10.00	20	512	
GARAGE-1.75 STY	1,280	40 x 32	73	35.00	80	26,163	
SHED-WOOD	96	12 x 8	227	10.00	60	1,308	
SHED-EQUIPMENT	152	8 x 19	165	8.00	50	1,003	ATT GAR
SHED-WOOD	60	10 x 6	327	10.00	30	589	GARLIC SHED
						30,800	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 111,900	$ 23,800	$ 32,315
		Parcel Total:	$ 168,015
2018	$ 111,900	$ 23,800	$ 32,226
		Parcel Total:	$ 167,926
2019	**$ 162,600**	**$ 30,800**	**$ 44,416**
		Parcel Total:	**$ 237,816**

LAND VALUATION

LAST REVALUATION: 2019

Zone: RURAL RESIDENTIAL **Minimum Acreage:** 2.00 **Minimum Frontage:** 175 **Site:** GOOD **Driveway:** DIRT/GRAVEL **Road:** DIRT/GRAVEL

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	1.100 ac	58,100	C	80	105	95	95	90 -- MILD	100	39,600	0	N	39,600	
FARM LAND	3.000 ac	x 1,000	X	99				80 -- ROLLING	100	2,400	90	N	1,155	
UNPRODUCTIVE	7.000 ac	x 1,000	X	99				80 -- ROLLING	100	5,500	90	N	161	
VIEW		HILLS, AVERAGE, TOP25, NEAR							75	3,500			3,500	OBST CONT
	11.100 ac									51,000			**44,416**	

PICTURE

OWNER

TRUESDELL, JOHN E
TRUESDELL, JOAN H
25 ORCHARD LANE

GILSUM, NH 03448

TAXABLE DISTRICTS

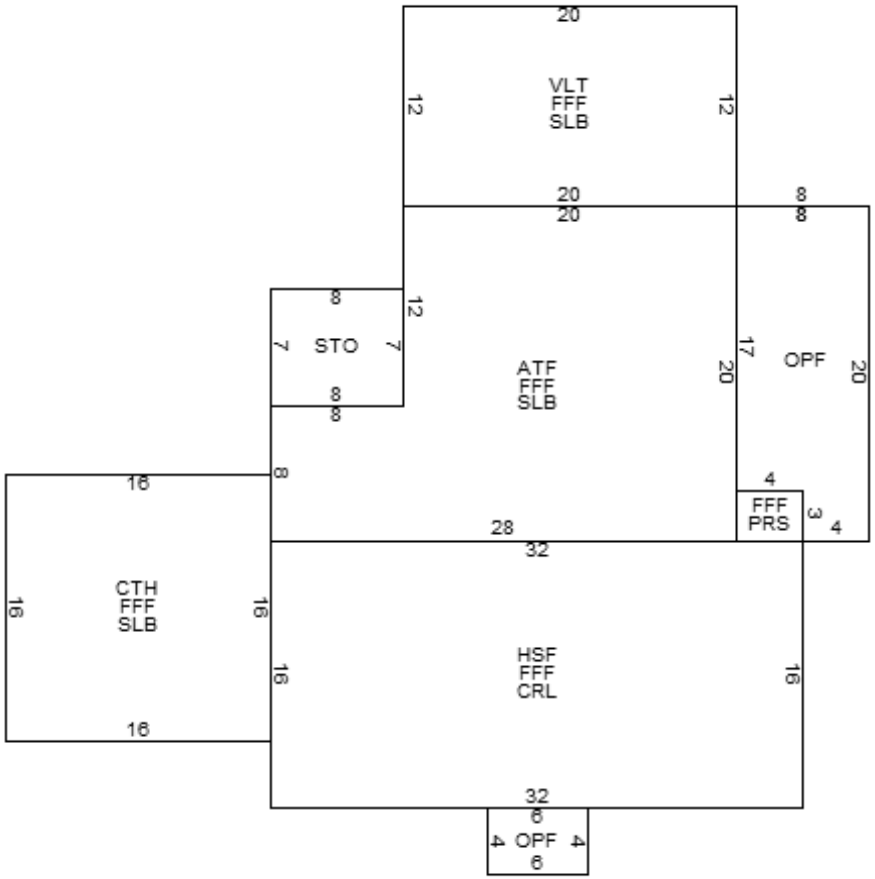
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **1.50 STORY FRAME CAPE**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **CLAP BOARD/AVERAGE**
Int: **DRYWALL/PLASTERED**
Floor: **PINE/SOFT WD/HARD TILE**
Heat: **WOOD/COAL/RAD WATER**
Bedrooms: **3** Baths: **2.5** Fixtures: **8**
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A2 AVG+20**
Com. Wall:
Size Adj: **0.9646** Base Rate: **RSA 90.00**
Bldg. Rate: **1.0886**
Sq. Foot Cost: **$ 97.98**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
CTH	CATHEDRAL	256	0.10	26
FFF	FST FLR FIN	1484	1.00	1484
SLB	SLB	960	0.00	0
HSF	1/2 STRY FIN	512	0.50	256
CRL	CRAWL SPACE	512	0.05	26
PRS	PIER	12	-0.05	-1
ATF	ATTIC FINISHED	464	0.25	116
OPF	OPEN PORCH	172	0.25	43
VLT	VAULTED	240	0.05	12
STO	STORAGE AREA	56	0.25	14
GLA:	**1,856**	**4,668**		**1,976**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 193,608**
Year Built:		**1974**
Condition For Age:	GOOD	**16 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**16 %**
Building Value:		**$ 162,600**

OWNER INFORMATION

CASSIMATIS, GEORGIA

46 CENTENNIAL ROAD

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
11/02/2017	3006	0839	Q I	131,000	MORRIS, BRENNA T.
06/09/2014	2870	1127	Q I	127,000	NEWELL, MATTHEW C.
08/18/2008	2528	492	U I 44		BOUCHIE, BYRON
07/01/2005	2256	75	U V 12	49,500	GAK INVESTMENTS

PICTURE

LISTING HISTORY

09/30/19	LMHC
08/09/19	CRVM
10/06/16	ADVM
09/12/14	ADVM
03/14/11	SGPR
09/07/10	SGVM
04/26/10	SGPR
03/31/09	SGPE

NOTES

BROWN; 10/16 NOH; EXT GD COND; NC; SHOWN ON PLAN AS 407-16-; 8/19 KITCH LAM/OAK, DNPU WOODSTOVE, FLOORS CORRECTED

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
SHED-WOOD	192	12 x 16	143	10.00	50	1,373	
GAZEBO	36	6 x 6	400	12.00	50	864	
						2,200	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 83,300	$ 1,800	$ 37,500
		Parcel Total:	$ 122,600
2018	$ 83,300	$ 1,800	$ 37,500
		Parcel Total:	$ 122,600
2019	**$ 96,000**	**$ 2,200**	**$ 49,600**
		Parcel Total:	**$ 147,800**

LAND VALUATION

LAST REVALUATION: 2019

Zone: RURAL RESIDENTIAL **Minimum Acreage:** 2.00 **Minimum Frontage:** 175 **Site:** AVERAGE **Driveway:** DIRT/GRAVEL **Road:** DIRT/GRAVEL

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	2.000 ac	59,000	D	90	100	95	95	100 -- LEVEL	100	47,900	0	N	47,900	
1F RES	1.940 ac	x 1,000	X	100				90 -- MILD	100	1,700	0	N	1,700	
	3.940 ac									49,600			**49,600**	

PICTURE

OWNER

CASSIMATIS, GEORGIA

46 CENTENNIAL ROAD

GILSUM, NH 03448

TAXABLE DISTRICTS

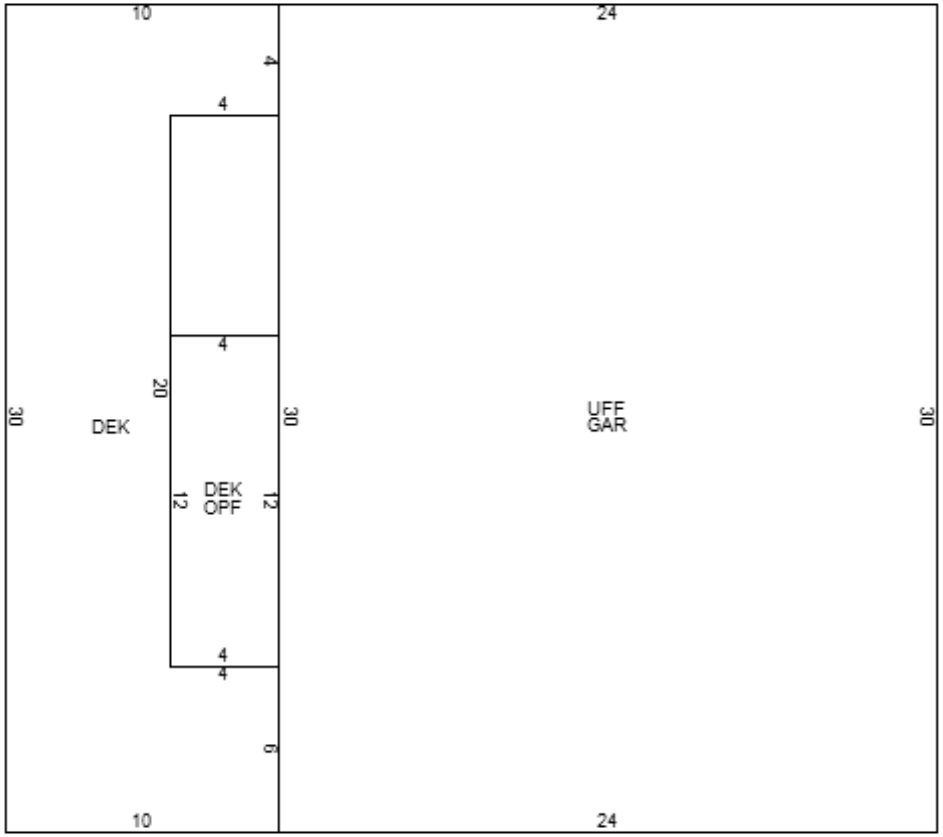
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes
07/05/06	06-150	NEW BUILDING	NEW GARAGE/2ND FLOOR

BUILDING DETAILS

Model: **2.00 STORY FRAME CONVENTNL**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **CLAP BOARD**
Int: **DRYWALL**
Floor: **HARD TILE/LAMINATE/VINYL**
Heat: **ELECTRIC/RAD ELECT**
Bedrooms: **1** Baths: **1.0** Fixtures: **3**
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A1 AVG+10**
Com. Wall:
Size Adj: **1.2652** Base Rate: **RSA 90.00**
Bldg. Rate: **1.2158**
Sq. Foot Cost: **$ 109.42**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
UFF	UPPER FLR FIN	720	1.00	720
GAR	GARAGE	720	0.45	324
DEK	DECK/ENTRANCE	268	0.10	27
OPF	OPEN PORCH	48	0.25	12
GLA:	**720**	**1,756**		**1,083**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 118,502**
Year Built:		**2006**
Condition For Age:	GOOD	**9 %**
Physical:	LOD	**10 %**
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**19 %**
Building Value:		**$ 96,000**

OWNER INFORMATION

SALEHI, BROCK P

PO BOX 23

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
06/29/2017	2990	1120	Q I	159,000	SANDERS, CRAIG T

PICTURE

LISTING HISTORY

09/30/19	CRHC
08/09/19	CRVM
10/07/16	ADVE
09/08/10	SGVM
11/29/05	DIUM

NOTES

HIGH HOMESITE W/ VIEW & PRIVACY; MISC SHED DNPU; ACC BETWEEN LOT 38 & 40; 9/10 DNPU TENT GARAGE OR LOW HEIGHT & QUALITY WOOD STORAGE; 10/16 OCCUPANT STATES WANTS HO HOME FOR INT/EXT=ALL EST @ THIS TIME;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
FIREPLACE 1-STAND	1		100	3,000.00	100	3,000	
SHED-WOOD	200	20 x 10	140	10.00	40	1,120	
SHED-WOOD	20	4 x 5	400	10.00	50	400	ATT 10 X 20
SHED-WOOD	64	8 x 8	310	10.00	50	992	ATT 10 X 20
						5,500	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 61,700	$ 4,800	$ 61,900
		Parcel Total:	$ 128,400
2018	$ 61,700	$ 4,800	$ 61,900
		Parcel Total:	$ 128,400
2019	**$ 90,000**	**$ 5,500**	**$ 77,300**
		Parcel Total:	**$ 172,800**

LAND VALUATION

LAST REVALUATION: 2019

Zone: VILLAGE RESIDENTIAL **Minimum Acreage:** 1.00 **Minimum Frontage:** 175 **Site:** GOOD **Driveway:** DIRT/GRAVEL **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	1.000 ac	58,000	D	90	105	100	95	90 -- MILD	95	44,500	0	N	44,500	ACC
1F RES	30.000 ac	x 1,000	X	93				80 -- ROLLING	100	22,300	0	N	22,300	
VIEW		HILLS, WIDE, TOP50, NEAR							100	10,500			10,500	HILLSIDE VU
	31.000 ac									77,300			**77,300**	

PICTURE

OWNER

SALEHI, BROCK P

PO BOX 23

GILSUM, NH 03448

TAXABLE DISTRICTS

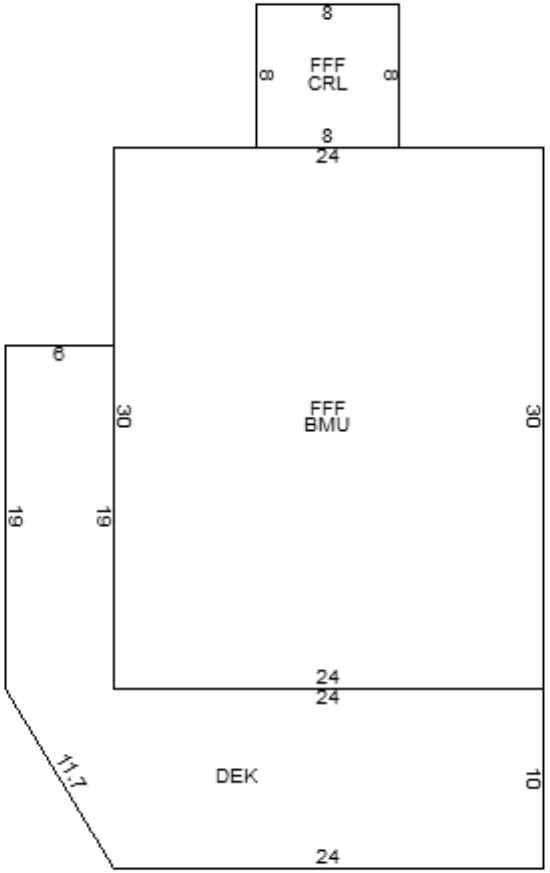
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **1.00 STORY FRAME RANCH**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **CLAP BOARD**
Int: **WOOD/LOG**
Floor: **LINOLEUM OR SIM**
Heat: **OIL/FA DUCTED**
Bedrooms: **2** Baths: **1.0** Fixtures:
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A0 AVG**
Com. Wall:
Size Adj: **1.3721** Base Rate: **RSA 90.00**
Bldg. Rate: **1.2761**
Sq. Foot Cost: **$ 114.84**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
CRL	CRAWL SPACE	64	0.05	3
BMU	BSMNT	720	0.15	108
FFF	FST FLR FIN	784	1.00	784
DEK	DECK/ENTRANCE	384	0.10	38
GLA:	**784**	**1,952**		**933**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 107,146**
Year Built:		**1974**
Condition For Age:	GOOD	**16 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**16 %**
Building Value:		**$ 90,000**

OWNER INFORMATION

RABASSA, MARIA A

7 HIGH STREET

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
06/17/2017	2992	1163	Q I	97,000	CANTRELL, CHERYL A
10/13/2015	2922	625	U I 13	30,000	LAKE, ERNEST H

PICTURE

LISTING HISTORY

09/30/19	LMHC
04/04/17	ADVL
04/04/17	ADVL
10/07/16	ADVM
09/08/10	SGVM
09/18/08	CRVM

NOTES

BLUE; NEW SIDING; CK STORY HT;9/10 NOH,CORRECTED PORCH SIZE & HT FUEL; 10/16 NOH; EXT GD COND; WOB; NC;4/17 INTERIOR UPDATED, NEW WALLS, FLOORS, BATH, ATF TO HSF, NEWER SIDING/WINDOWS

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
SHED-WOOD	120	12 x 10	193	10.00	70	1,621	
						1,600	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 64,000	$ 1,100	$ 13,300
		Parcel Total:	$ 78,400
2018	$ 64,000	$ 1,100	$ 13,300
		Parcel Total:	$ 78,400
2019	**$ 74,800**	**$ 1,600**	**$ 20,600**
		Parcel Total:	**$ 97,000**

LAND VALUATION

Zone: VILLAGE RESIDENTIAL **Minimum Acreage:** 1.00 **Minimum Frontage:** 175 **Site:** AVERAGE **Driveway:** DIRT/GRAVEL **Road:** PAVED

LAST REVALUATION: 2019

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	0.120 ac	26,733	D	90	100	100	95	90 -- MILD	100	20,600	0	N	20,600	
	0.120 ac									20,600			**20,600**	

PICTURE

OWNER

RABASSA, MARIA A

7 HIGH STREET

GILSUM, NH 03448

TAXABLE DISTRICTS

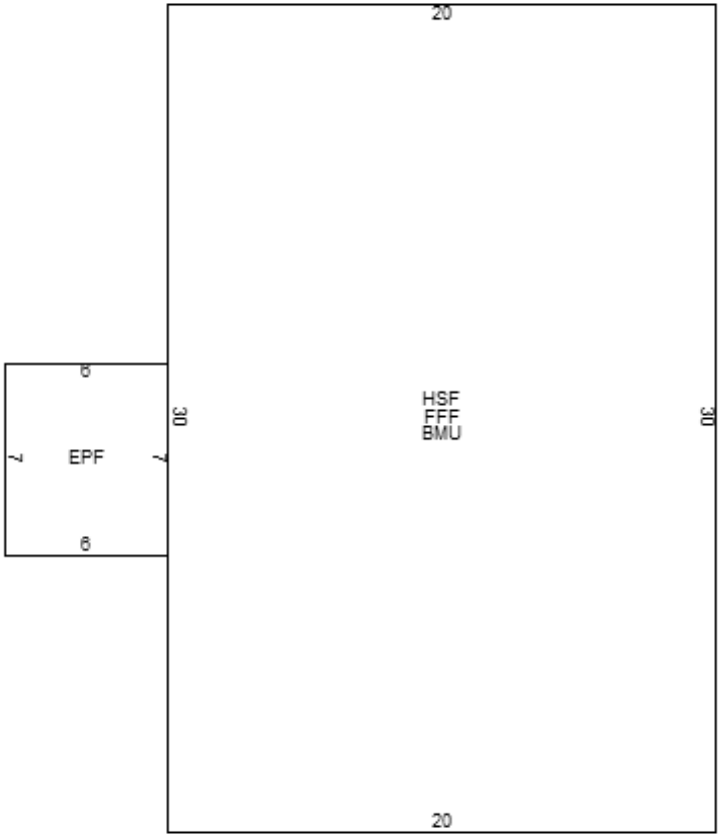
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **1.50 STORY FRAME CAPE**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **VINYL SIDING**
Int: **DRYWALL**
Floor: **CARPET**
Heat: **GAS/HOT WATER**
Bedrooms: **3** Baths: **1.0** Fixtures:
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A1 AVG+10**
Com. Wall:
Size Adj: **1.3070** Base Rate: **RST 90.00**
Bldg. Rate: **1.3379**
Sq. Foot Cost: **$ 120.41**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
HSF	1/2 STRY FIN	600	0.50	300
FFF	FST FLR FIN	600	1.00	600
BMU	BSMNT	600	0.15	90
EPF	ENCLOSED	42	0.70	29
GLA:	**900**	**1,842**		**1,019**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 122,698**
Year Built:		**1894**
Condition For Age:	GOOD	**39 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**39 %**
Building Value:		**$ 74,800**

OWNER INFORMATION

BENOIT, JOSHUA D
BENOIT, PAMELA K
4 MEMORIAL STREET

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
01/22/2018	3014	1061	Q I	153,000	BECKER-WHYTE,EMILY
07/05/2011	2700	0141	U I 81		SCHWERIN-WHYTE, EMILY
05/13/2005	2241	0815	Q I	185,297	GILSUM GETAWAY REAL ES
12/28/2001	1862	0057	U I 81	80,000	COUTU, LEAH M ESTATE

PICTURE

LISTING HISTORY

07/19/19	KEVM
11/16/16	ADVM
09/14/11	SGVM
03/31/09	SGPE
10/06/06	ETUL

NOTES

WHT; 9/11 HOME GETTING PAINTING & SOME INTERIOR WORK=GOOD COND; 7/14 FOR SALE AP $147,400 "OWNER SAYS SELL, HAS BEEN ON THE MARKET FOR LONG TIME; 11/16 NOH; EXT GD COND; NC; 7/19; NOH-NEWER VINYL WINDOWS-EST B4 SALE;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
BARN-1STRY/LOFT/BSMT	648	24 x 27	85	24.00	70	9,253	
BARN-1STRY/LOFT/BSMT	864	32 x 27	79	24.00	70	11,467	
						20,700	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 108,700	$ 18,100	$ 37,400
		Parcel Total:	$ 164,200
2018	$ 108,700	$ 18,100	$ 37,400
		Parcel Total:	$ 164,200
2019	**$ 98,500**	**$ 20,700**	**$ 38,300**
		Parcel Total:	**$ 157,500**

LAND VALUATION

LAST REVALUATION: 2019

Zone: VILLAGE RESIDENTIAL **Minimum Acreage:** 1.00 **Minimum Frontage:** 175 **Site:** AVERAGE **Driveway:** DIRT/GRAVEL **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	0.903 ac	56,060	E	100	100	100	95	80 -- ROLLING	90	38,300	0	N	38,300	SHAPE
	0.903 ac									38,300			**38,300**	

PICTURE

OWNER

BENOIT, JOSHUA D
BENOIT, PAMELA K
4 MEMORIAL STREET

GILSUM, NH 03448

TAXABLE DISTRICTS

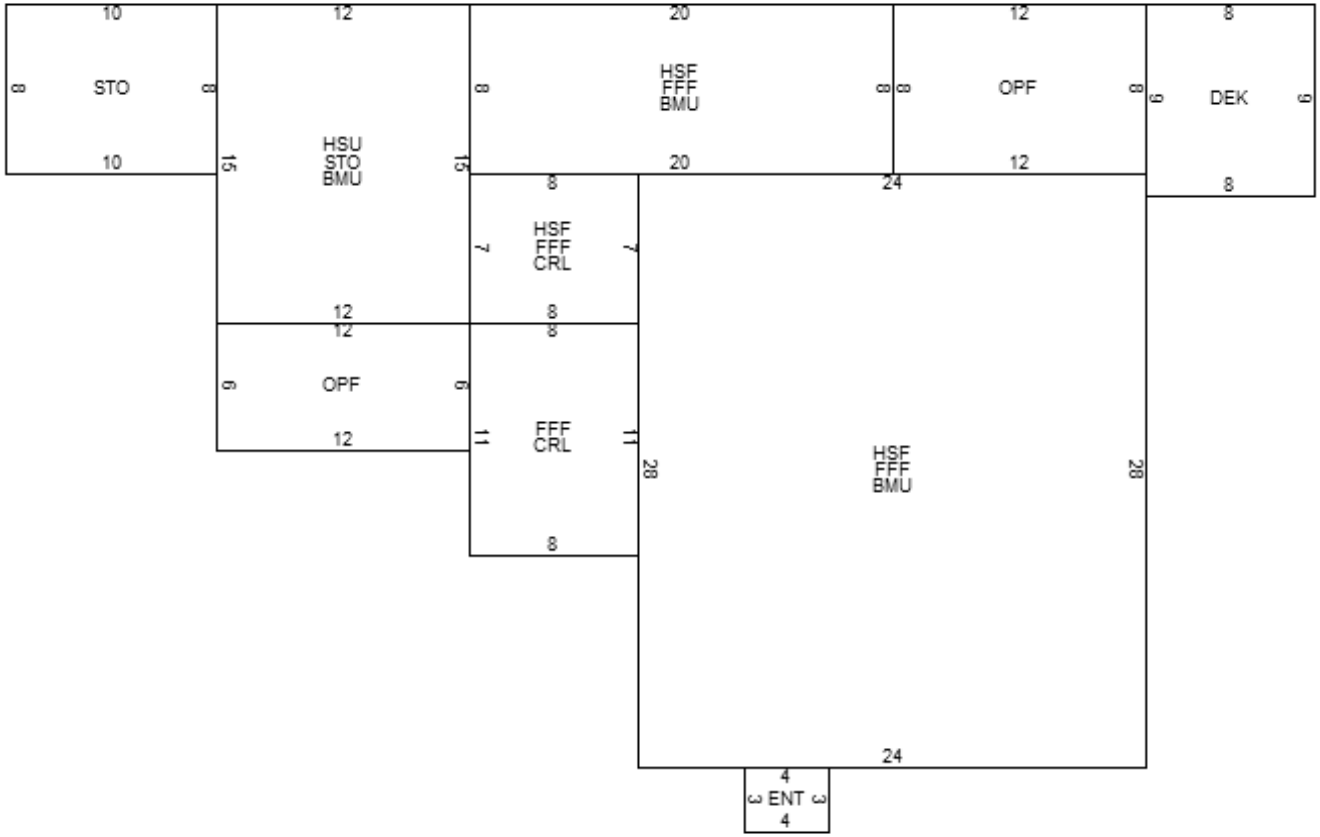
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **1.50 STORY FRAME CONVENTNL**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **CLAP BOARD**
Int: **PLASTERED/DRYWALL**
Floor: **PINE/SOFT WD/CARPET**
Heat: **OIL/HOT WATER**
Bedrooms: **3** Baths: **1.0** Fixtures:
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A1 AVG+10**
Com. Wall:
Size Adj: **1.0186** Base Rate: **RST 90.00**
Bldg. Rate: **1.0427**
Sq. Foot Cost: **$ 93.84**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
STO	STORAGE AREA	260	0.25	65
HSU	1/2 STRY UNFIN	180	0.15	27
BMU	BSMNT	1012	0.15	152
OPF	OPEN PORCH	168	0.25	42
FFF	FST FLR FIN	976	1.00	976
CRL	CRAWL SPACE	144	0.05	7
HSF	1/2 STRY FIN	888	0.50	444
ENT	ENTRY WAY	12	0.10	1
DEK	DECK/ENTRANCE	72	0.10	7
GLA:	**1,420**	**3,712**		**1,721**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 161,499**
Year Built:		**1900**
Condition For Age:	GOOD	**39 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**39 %**
Building Value:		**$ 98,500**

OWNER INFORMATION

SWANSON, AMANDA

31 WHITE BROOK ROAD

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
06/30/2017	2991	0248	Q I	101,600	JAMES JACKSON, TRUSTEE
09/10/2013	2838	465	U I 37	10,000	NH HOUSING FINANCE AUT
06/07/2013	2819	0931	U I 37	67,765	MEADER, BRIAN M
10/01/2001	1838	1659	Q I	78,000	WHITE, FRANK/DONNA

PICTURE

LISTING HISTORY

08/09/19 CRVM
04/08/17 ADVM
10/25/16 ADVE
09/16/11 SGVM
09/19/08 KCVX

NOTES

TAN; DEAD END DIRT ROAD - ROUGH DRVWY ;LT = DNPU; 9/11 NOH, APPARENT UNOCCUPIED, SUSPECT CONDITION BELOW AVE=VER. ON INTERIOR, LEAN-TO STILL JUST FRAME=DNPU, MUCH DEBIS ON SITE; 10/16 ALL MEAS EST=DOWNED POWER LINE IN DW;4/17 INT INFO FROM ZILLOW LISTING PICS AND DATA UPDATED-NEW SIDING, WINDOWS, FLOORS, WALLS, KITCHEN UPDATED, HEATING SYSTEM UPDATED

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
SHED-WOOD	144	12 x 12	171	10.00	60	1,477	
						1,500	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 52,300	$ 1,000	$ 30,500
		Parcel Total:	$ 83,800
2018	$ 52,300	$ 1,000	$ 30,500
		Parcel Total:	$ 83,800
2019	**$ 71,800**	**$ 1,500**	**$ 37,900**
		Parcel Total:	**$ 111,200**

LAND VALUATION

LAST REVALUATION: 2019

Zone: RURAL RESIDENTIAL **Minimum Acreage:** 2.00 **Minimum Frontage:** 175 **Site:** AVERAGE **Driveway:** DIRT/GRAVEL **Road:** DIRT/GRAVEL

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	2.000 ac	59,000	C	80	100	95	95	90 -- MILD	95	36,400	0	N	36,400	ACC
1F RES	2.100 ac	x 1,000	X	100				70 -- MODERATE	100	1,500	0	N	1,500	
	4.100 ac									37,900			**37,900**	

PICTURE

OWNER

SWANSON, AMANDA

31 WHITE BROOK ROAD

GILSUM, NH 03448

TAXABLE DISTRICTS

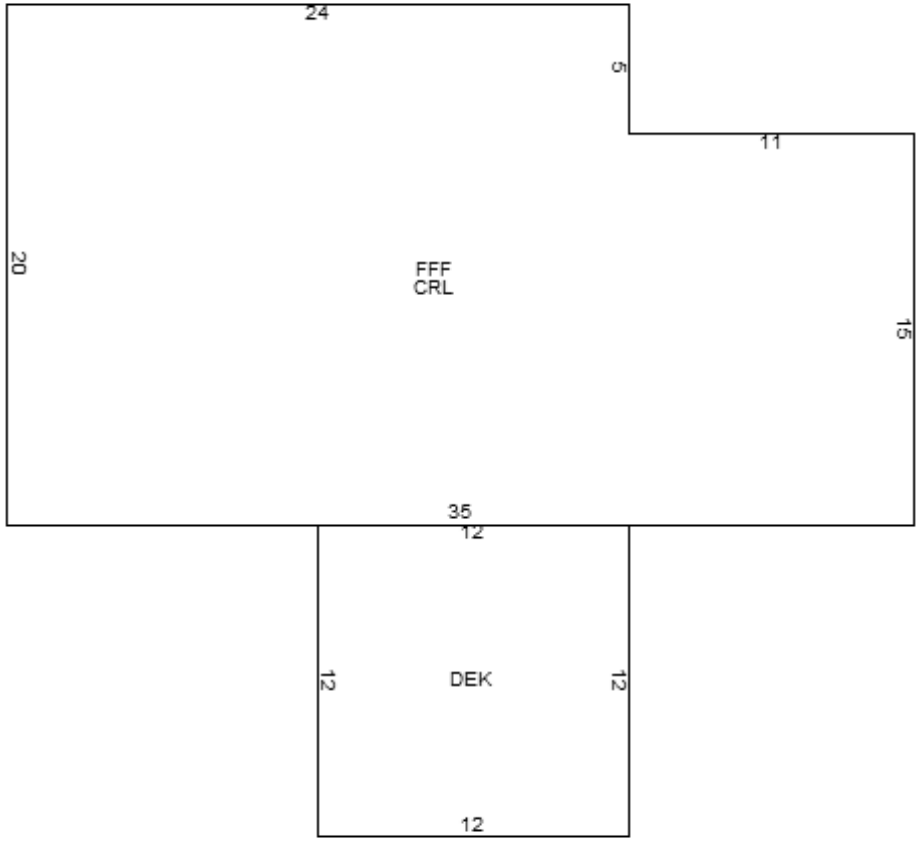
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **1.00 STORY FRAME RANCH**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **VINYL SIDING**
Int: **DRYWALL**
Floor: **CARPET/LAMINATE/VINYL**
Heat: **GAS/FA DUCTED**
Bedrooms: **2** Baths: **1.0** Fixtures:
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **B1 AVG-10**
Com. Wall:
Size Adj: **1.6425** Base Rate: **RSA 90.00**
Bldg. Rate: **1.3748**
Sq. Foot Cost: **$ 123.73**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
FFF	FST FLR FIN	645	1.00	645
CRL	CRAWL SPACE	645	0.05	32
DEK	DECK/ENTRANCE	144	0.10	14
GLA:	**645**	**1,434**		**691**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 85,497**
Year Built:		**1948**
Condition For Age:	VERY GOOD	**16 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**16 %**
Building Value:		**$ 71,800**

OWNER INFORMATION

ZABLOWSKY, NICOLE KATHERINE
ZABLOWSKY, ERIC WILLIAM
110 ALSTEAD HILL

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
11/20/2018	3047	0709	Q I	219,000	POLYI, THOMAS M
03/21/2017	2979	835	U I 90	199,000	WILSON, JANIS L
11/17/2003	2087	922	Q I	169,900	MORAN, DAVID

PICTURE

LISTING HISTORY

04/17/19	ZBPM	
11/10/17	ADCL	
08/10/17	JRVM	
02/16/17	INSP	MARKED FOR INSPECTION
09/15/11	SGVM	
09/13/11	INSP	MARKED FOR INSPECTION
02/08/06	DLPR	
05/11/05	BNUM	

NOTES

BRN; AVG EXT=VERT BOARD;8/14 PU ROW ACC FOR LOGGING TO 408-10;8/17 NOH;POLE BARN & 20X13 SHED EST=FENCE;DEK NOW OPF;11/17 INT/EXT AVG COND; KIT FORMICA/HARDWOOD & UNDERGOING RENOS THAT WILL BE COMPLETE BY 4/1; LIVING RM PINE; REMOVED FD=BMU WETNESS REMEDIATED; DNPU BED IN BMF;4/19 PICKUP BARN ADDTN, SPOKE WITH H/O HE INDICATED NO CHANGES

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
SHED-WOOD	260	20 x 13	122	10.00	60	1,903	
GARAGE-1 STY	768	32 x 24	81	30.00	100	18,662	HEATED
LEAN-TO	126	18 x 7	187	4.00	60	565	ATT GARAGE
STABLES	1,200	30 x 40	73	21.00	100	18,396	'18-10X40 ADDTN
SHED-WOOD	45	9 x 5	400	10.00	40	720	WOOD STORAGE
						40,200	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 56,000	$ 12,700	$ 40,192
		Parcel Total:	$ 108,892
2018	$ 59,600	$ 12,700	$ 39,991
		Parcel Total:	$ 112,291
2019	**$ 89,600**	**$ 40,200**	**$ 61,314**
		Parcel Total:	**$ 191,114**

LAND VALUATION

LAST REVALUATION: 2019

Zone: RURAL RESIDENTIAL **Minimum Acreage:** 2.00 **Minimum Frontage:** 175 **Site:** GOOD **Driveway:** DIRT/GRAVEL **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	1.000 ac	58,000	E	100	105	100	95	100 -- LEVEL	100	57,900	0	N	57,900	
FARM LAND	8.400 ac	x 1,000	X	98				90 -- MILD	95	7,000	95	Y	2,722	ROW
UNMNGD PINE	5.000 ac	x 1,000	X	98				90 -- MILD	100	4,400	95	Y	692	
	14.400 ac									69,300			**61,314**	

PICTURE

OWNER

ZABLOWSKY, NICOLE KATHERINE
ZABLOWSKY, ERIC WILLIAM
110 ALSTEAD HILL

GILSUM, NH 03448

TAXABLE DISTRICTS

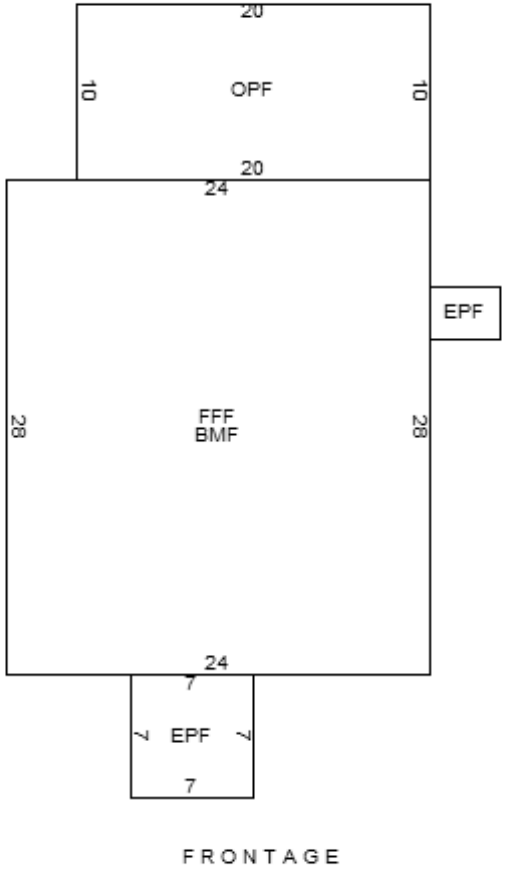
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes
07/09/18	18-274	ADDITION	BARN ADDITION

BUILDING DETAILS

Model: **1.00 STORY FRAME RANCH**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **AVERAGE**
Int: **DRYWALL**
Floor: **CARPET/HARDWOOD**
Heat: **ELECTRIC/RAD ELECT**
Bedrooms: **1** Baths: **1.0** Fixtures: **3**
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A0 AVG**
Com. Wall:
Size Adj: **1.3450** Base Rate: **RSA 90.00**
Bldg. Rate: **1.2105**
Sq. Foot Cost: **$ 108.95**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
OPF	OPEN PORCH	200	0.25	50
EPF	ENCLOSED	61	0.70	43
FFF	FST FLR FIN	672	1.00	672
BMF	BSMNT FINISHED	672	0.30	202
GLA:	**672**	**1,605**		**967**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 105,355**
Year Built:		**1984**
Condition For Age:	GOOD	**15 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**15 %**
Building Value:		**$ 89,600**

OWNER INFORMATION

WARCHOL, ROBERT A.

47 ALSTEAD HILL ROAD

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
09/27/2018	3041	0923	Q I	195,500	MOONEY, DANIEL P

PICTURE

LISTING HISTORY

09/30/19	LMHC	
08/09/19	CRVM	
08/10/17	JRVM	
02/16/17	INSP	MARKED FOR INSPECTION
11/10/11	SGCL	
09/15/11	SGVM	
09/13/11	INSP	MARKED FOR INSPECTION
02/08/06	DLPR	

NOTES

NAT; 9/11 NOH; EXT VERIFIED, P/U DEKS ;RBF MAY BE UNFINISHED=VER. ON INT., P/U MAIN DEK & POOL, DNPU WOOD WALK AROUND POOL;11/11 LEVEL OF FINISHED BSMT CORRECTED, FINISH AREA IS IRREGULAR & SQUARED FOR SKETCH, LEVEL OF RSD.BSMT. CORRECTED, NO FINISH IN RAISED AREA;8/17 NOH;

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
SHED-WOOD	400	20 x 20	100	10.00	90	3,600	
GARAGE-1.5 STY	576	24 x 24	88	34.00	90	15,511	
POOL-ABOVE GROUND	360	24 x 15	104	6.00	50	1,123	
DECK	104	13 x 8	214	7.00	40	623	ATT POOL
						20,900	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 123,300	$ 15,300	$ 45,200
		Parcel Total:	$ 183,800
2018	$ 123,300	$ 15,300	$ 45,200
		Parcel Total:	$ 183,800
2019	**$ 142,200**	**$ 20,900**	**$ 50,100**
		Parcel Total:	**$ 213,200**

LAND VALUATION

LAST REVALUATION: 2019

Zone: RURAL RESIDENTIAL **Minimum Acreage:** 2.00 **Minimum Frontage:** 175 **Site:** AVERAGE **Driveway:** PAVED **Road:** PAVED

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	1.000 ac	58,000	E	100	100	100	100	70 -- MODERATE	100	40,600	0	N	40,600	
VIEW		HILLS, AVERAGE, TOP50, NEAR							100	9,500			9,500	HILLSIDE VU
	1.000 ac									50,100			**50,100**	

PICTURE

OWNER

WARCHOL, ROBERT A.

47 ALSTEAD HILL ROAD

GILSUM, NH 03448

TAXABLE DISTRICTS

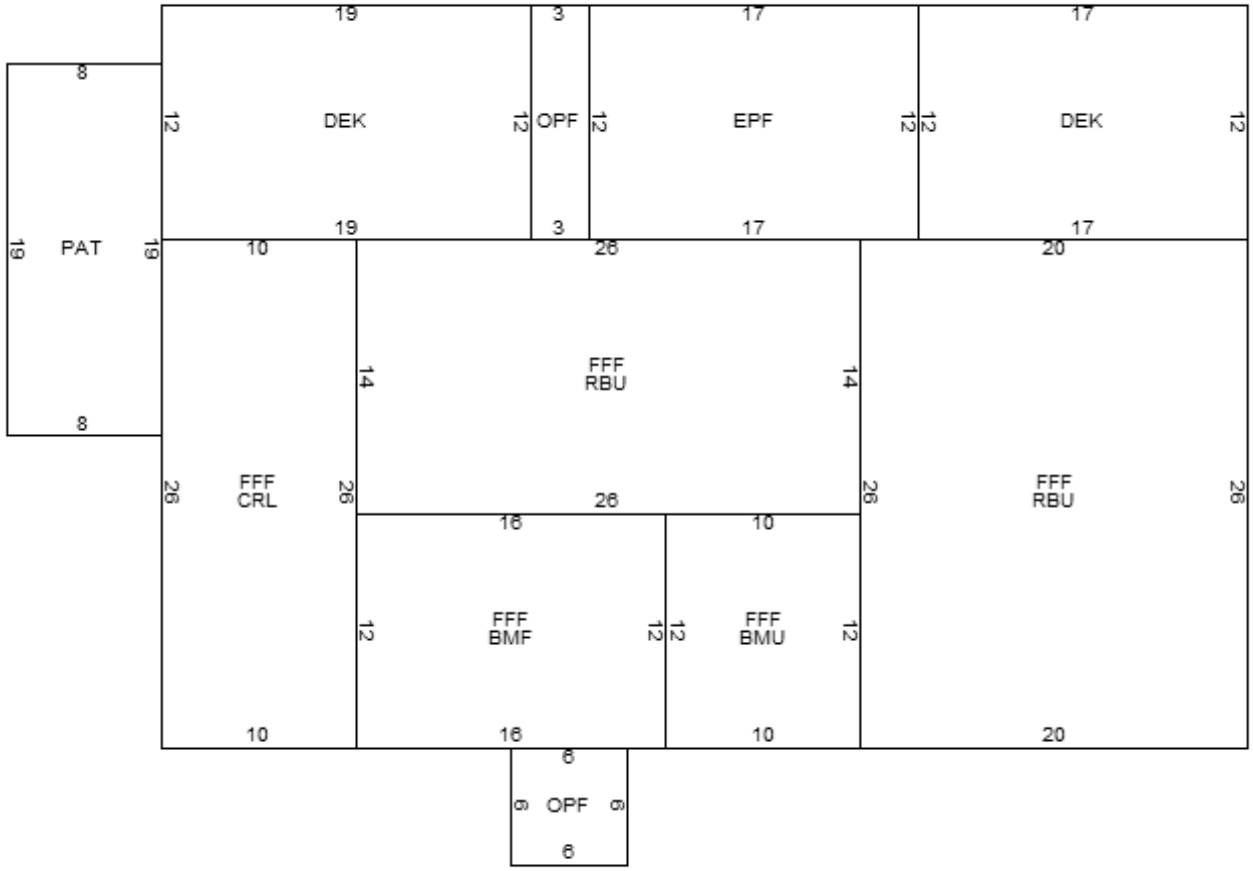
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes

BUILDING DETAILS

Model: **1.00 STORY FRAME RANCH**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **CEDAR/REDWD**
Int: **DRYWALL**
Floor: **CARPET/LINOLEUM OR SIM**
Heat: **OIL/FA DUCTED**
Bedrooms: **3** Baths: **1.0** Fixtures: **3**
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A0 AVG**
Com. Wall:
Size Adj: **0.9629** Base Rate: **RSA 90.00**
Bldg. Rate: **0.9148**
Sq. Foot Cost: **$ 82.33**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
PAT	PATIO	152	0.10	15
FFF	FST FLR FIN	1456	1.00	1456
CRL	CRAWL SPACE	260	0.05	13
RBU	RAISED BSMNT	884	0.25	221
OPF	OPEN PORCH	72	0.25	18
EPF	ENCLOSED	204	0.70	143
DEK	DECK/ENTRANCE	432	0.10	43
BMU	BSMNT	120	0.15	18
BMF	BSMNT FINISHED	192	0.30	58
GLA:	**1,456**	**3,772**		**1,985**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 163,425**
Year Built:		**1976**
Condition For Age:	VERY GOOD	**13 %**
Physical:		
Functional:		
Economic:		
Temporary:		
Total Depreciation:		**13 %**
Building Value:		**$ 142,200**

OWNER INFORMATION

BAILEY, MICHAEL A.
STRUBLE, SALLY B.
42 NASH CORNER ROAD

GILSUM, NH 03448

SALES HISTORY

Date	Book	Page	Type	Price	Grantor
05/08/2019	3063	1084	U I 38	1	BAILEY, MICHAEL A.
07/16/2018	3032	0760	Q I	145,000	MACNEIL, KAREN M.
07/26/2002	1914	0069	U I 18	154,000	GALKOWSKI, WALTER/ELIZ

PICTURE

LISTING HISTORY

09/30/19	LMHC	
08/09/19	CRVM	
04/23/18	ADPR	
08/09/17	JRVM	
02/16/17	INSP	MARKED FOR INSPECTION
02/24/16	JRPR	
08/01/13	ADVL	
09/17/08	DMVL	

NOTES

WHITE; EXT BSMNT ENTRY ONLY=ENT 8X7; HSF = 17 FT=TQF; GAR HASPDAS DNPU HSU; PU LEAN-TO; 8/13 DNPU PAT = NV; DNPU MEAS 12 X 14 FFF = DOGS; 1/15 BLA ACREAGE FROM 8.40 AC TO 2.00 AC; 2/16 NOH; SOME RENO'S; 4/18 SHED GONE; 11/18; REMV CU & ISSUE LUCT EXCESS 1.24 ACRES; 8/19 INT WELL MAINTAINED BUT ODK & B=AVG OVERALL COND

EXTRA FEATURES VALUATION

Feature Type	Units	Lngth x Width	Size Adj	Rate	Cond	Market Value	Notes
FIREPLACE 1-CUST	1		100	5,000.00	100	5,000	
LEAN-TO	189	9 x 21	145	4.00	40	438	ATT TO GAR
						5,400	

MUNICIPAL SOFTWARE BY AVITAR

GILSUM ASSESSING OFFICE

PARCEL TOTAL TAXABLE VALUE

Year	Building	Features	Land
2017	$ 111,900	$ 5,700	$ 31,867
		Parcel Total:	$ 149,467
2018	$ 111,900	$ 5,400	$ 31,865
		Parcel Total:	$ 149,165
2019	**$ 93,700**	**$ 5,400**	**$ 47,900**
		Parcel Total:	**$ 147,000**

LAND VALUATION

LAST REVALUATION: 2019

Zone: RURAL RESIDENTIAL **Minimum Acreage:** 2.00 **Minimum Frontage:** 175 **Site:** AVERAGE **Driveway:** DIRT/GRAVEL **Road:** DIRT/GRAVEL

Land Type	Units	Base Rate	NC	Adj	Site	Road	DWay	Topography	Cond	Ad Valorem	SPI	R	Tax Value	Notes
1F RES	2.000 ac	59,000	D	90	100	95	95	100 -- LEVEL	100	47,900	0	N	47,900	
	2.000 ac									47,900			**47,900**	

PICTURE

OWNER

BAILEY, MICHAEL A.
STRUBLE, SALLY B.
42 NASH CORNER ROAD

GILSUM, NH 03448

TAXABLE DISTRICTS

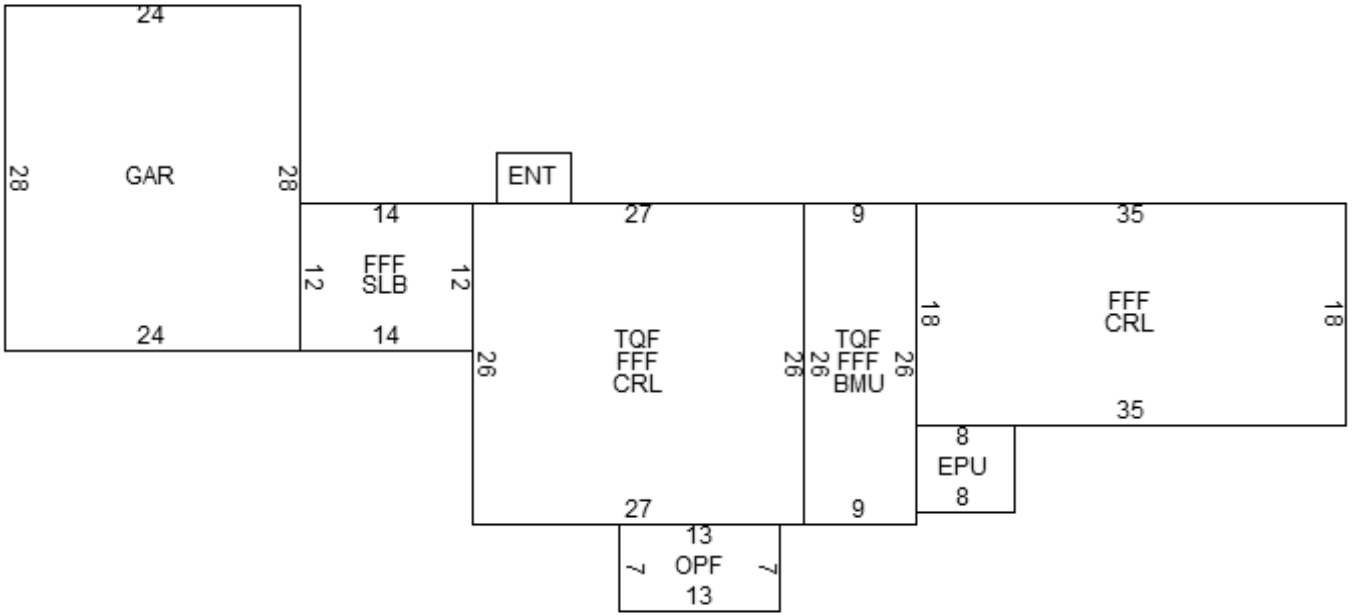
District	Percentage

PERMITS

Date	Permit ID	Permit Type	Notes
09/12/17	None	DEMOLITION	REMOVED SHED
09/15/15	15-249	EXTERIOR ONLY	ENCLOSE MAIN ENTRY

BUILDING DETAILS

Model: **1.75 STORY FRAME NEW ENGLND**
Roof: **GABLE OR HIP/ASPHALT**
Ext: **CLAP BOARD**
Int: **DRYWALL/WOOD/LOG**
Floor: **PINE/SOFT WD/CARPET**
Heat: **OIL/FA DUCTED**
Bedrooms: **5** Baths: **2.0** Fixtures: **6**
Extra Kitchens: Fireplaces:
A/C: **No** Generators:
Quality: **A1 AVG+10**
Com. Wall:
Size Adj: **0.8497** Base Rate: **RST 90.00**
Bldg. Rate: **0.9251**
Sq. Foot Cost: **$ 83.26**



BUILDING SUB AREA DETAILS

ID	Description	Area	Adj.	Effect.
GAR	GARAGE	672	0.45	302
FFF	FST FLR FIN	1734	1.00	1734
SLB	SLB	168	0.00	0
TQF	3/4 STRY FIN	936	0.75	702
CRL	CRAWL SPACE	1332	0.05	67
BMU	BSMNT	234	0.15	35
EPU	COVERED BSMNT	56	0.35	20
OPF	OPEN PORCH	91	0.25	23
ENT	ENTRY WAY	24	0.10	2
GLA:	**2,436**	**5,247**		**2,885**

2019 BASE YEAR BUILDING VALUATION

Market Cost New:		**$ 240,205**
Year Built:		**1829**
Condition For Age:	AVERAGE	**60 %**
Physical:		
Functional:	WH	**1 %**
Economic:		
Temporary:		
Total Depreciation:		**61 %**
Building Value:		**$ 93,700**

SECTION 9

C. FINAL VALUATION TABLES

Land Pricing Zones

Zone 01

Description:	VILLAGE RESIDENTIAL	$ 18,000	@	0.010 ac
Lot Size:	1.00	$ 25,000	@	0.100 ac
Frontage:	175	$ 38,000	@	0.250 ac
Lot Price:	$ 58,000	$ 48,000	@	0.500 ac
Excess Acreage:	$ 1,000	$ 58,000	@	1.000 ac
Excess Frontage:	$ 25	$ 58,000	@	1.000 ac
		$ 58,000	@	1.000 ac
		$ 58,000	@	1.000 ac
		$ 58,000	@	1.000 ac
View:	$ 50,000			

Zone 02

Description:	RURAL RESIDENTIAL	$ 18,000	@	0.010 ac
Lot Size:	2.00	$ 25,000	@	0.100 ac
Frontage:	175	$ 38,000	@	0.250 ac
Lot Price:	$ 59,000	$ 48,000	@	0.500 ac
Excess Acreage:	$ 1,000	$ 58,000	@	1.000 ac
Excess Frontage:	$ 35	$ 59,000	@	2.000 ac
		$ 59,000	@	2.000 ac
		$ 59,000	@	2.000 ac
		$ 59,000	@	2.000 ac
View:	$ 50,000			

Zone 03

Description:	IND/COMMERCIAL	$ 18,000	@	0.010 ac
Lot Size:	2.00	$ 25,000	@	0.100 ac
Frontage:	175	$ 38,000	@	0.250 ac
Lot Price:	$ 59,000	$ 48,000	@	0.500 ac
Excess Acreage:	$ 1,000	$ 58,000	@	1.000 ac
Excess Frontage:	$ 25	$ 59,000	@	2.000 ac
		$ 59,000	@	2.000 ac
		$ 59,000	@	2.000 ac
		$ 59,000	@	2.000 ac
View:	$ 50,000			

Zone 04

Description:	HIGHWAY/BUSINESS	$ 18,000	@	0.010 ac
Lot Size:	2.00	$ 25,000	@	0.100 ac
Frontage:	200	$ 38,000	@	0.250 ac
Lot Price:	$ 59,000	$ 48,000	@	0.500 ac
Excess Acreage:	$ 1,000	$ 58,000	@	1.000 ac
Excess Frontage:	$ 35	$ 59,000	@	2.000 ac
		$ 59,000	@	2.000 ac
		$ 59,000	@	2.000 ac
		$ 59,000	@	2.000 ac
View:	$ 50,000			

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
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	AVG -40	60
B	AVG -30	70
C	AVG -20	80
D	AVG -10	90
E	AVG	100
F	AVG +10	110
G	AVG +20	120
H	AVG +30	130
I	AVG +40	140
J	AVG +50	150
K	AVG +60 160%	160
L	AVG +70 170%	170
M	AVG +80 180%	180
N	AVG +90 190%	190
P	AVG +100 200%	200
Q	SPECIAL 225%	225
R	SPECIAL 250%	250
S	SPECIAL 275%	275
T	SPECIAL 300%	300
X	BACKLAND	100

Site Modifiers

Code	Description	Factor
A	AVERAGE	100
B	BEST	150
BA	BACKLAND	100
C	UND/CLR	65
D	UND/WDS	60
E	EXC	125
F	FAIR	95
G	GOOD	105
N	NATURAL	90
P	POOR	85
Y	VERY GOOD	110

Topography Modifiers

Code	Description	Factor
A	LEVEL	100
B	MILD	90
C	ROLLING	80
D	MODERATE	70
E	STEEP	60
F	SEVERE	50

Road Modifiers

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

Driveway Modifiers

Code	Description	Factor
G	DIRT/GRAVEL	95
K	N/A	100
P	PAVED	100
PRT	PARTIAL	98
UND	UND	90

Current Use Codes

Code	Description	Min. Value	Max. Value
CUDE	DISCRETNRY	$ 0.00	$ 0.00
CUFL	FARM LAND	$ 25.00	$ 425.00
CUMH	MNGD HARDWD	$ 34.00	$ 52.00
CUMO	MNGD OTHER	$ 23.00	$ 34.00
CUMW	MNGD PINE	$ 71.00	$ 106.00
CUUH	UNMNGD HARDWD	$ 57.00	$ 86.00
CUUL	UNPRODUCTIVE	$ 23.00	$ 23.00
CUUO	UNMNGD OTHER	$ 38.00	$ 57.00
CUUW	UNMNGD PINE	$ 118.00	$ 176.00
CUWL	WETLANDS	$ 23.00	$ 23.00

View Subjects

Code	Description	Factor
HILLS	HILLS	75
H&M	HILLS & MOUNTAINS	110
MTN	MOUNTAINS	100
WTR	WATER	75

View Widths

Code	Description	Factor
AVG	AVERAGE	100
NAR	NARROW	50
PAN	PANORAMIC	125
TUN	TUNNEL	25
WID	WIDE	110

View Depths		
Code	**Description**	**Factor**
FULL	FULL	100
D25	TOP25	25
D50	TOP50	50
D75	TOP75	75

View Distances		
Code	**Description**	**Factor**
DIS	DISTANT	100
EXT	EXTREME	125
NER	NEAR	50

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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		

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Description	Rate		DPR
79-D HISTORIC BARN	0.00	sf	0.00
79-F FARM STRUCTURE	0.00	sf	0.00
BARN-1STRY	18.00	sf	40.00
BARN-1STRY/BSMNT	20.00	sf	40.00
BARN-1STRY/LOFT	22.00	sf	40.00
BARN-1STRY/LOFT/BSMT	24.00	sf	40.00
BARN-2STRY	26.00	sf	40.00
BARN-2STRY/BSMNT	28.00	sf	40.00
BARN-2STRY/LOFT	29.00	sf	40.00
BARN-2STRY/LOFT/BSMT	30.00	sf	40.00
BATH HOUSE	25.00	sf	50.00
BB COURT	18,000.00	ea	0.00
BOAT DOCK	10.00	sf	0.00
BOAT HOUSE	30.00	sf	75.00
CABANA	30.00	sf	0.00
CABIN	25.00	sf	75.00
CAMPER	40.00	sf	0.00
CANOPY	23.00	sf	0.00
CARPORT METAL	8.00	sf	50.00
CARPORT WOOD	11.00	sf	50.00
COLD STORAGE	50.00	sf	0.00
COMM GENERATOR	10,000.00	ea	0.00
CONCRETE SLAB	5.00	sf	0.00
COOPS-POULTRY	10.00	sf	40.00
DECK	7.00	sf	50.00
DRIVE UP WINDOW	10,000.00	ea	0.00
D-UP W/PNEUMATIC	19,000.00	ea	0.00
ELEVATOR/FREIGHT	30,000.00	ea	0.00
ELEVATOR/PASSENGER	20,000.00	ea	0.00
EMERSON BROOK	5,000.00	ea	0.00
FENCE COMMERCIAL/FT	15.00	ea	0.00
FIREPLACE 1-CUST	5,000.00	ea	0.00
FIREPLACE 1-STAND	3,000.00	ea	0.00
FIREPLACE 2-CUST	8,500.00	ea	0.00
FIREPLACE 2-STAND	5,000.00	ea	0.00
FIREPLACE 3-CUST	12,000.00	ea	0.00
FIREPLACE 3-STAND	6,500.00	ea	0.00
FIREPLACE 4-CUST	15,000.00	ea	0.00
FIREPLACE 4-STAND	8,000.00	ea	0.00
FIREPLACE 5-CUST	17,500.00	ea	0.00
FIREPLACE 5-STAND	9,500.00	ea	0.00
FIREPLACE 6-CUST	19,000.00	ea	0.00
FIREPLACE 6-STAND	11,000.00	ea	0.00
FOUNDATION	20.00	sf	60.00
GARAGE-1 STY	30.00	sf	60.00
GARAGE-1 STY/ATTIC	33.00	sf	60.00
GARAGE-1 STY/BSMT	34.00	sf	60.00
GARAGE-1.5 STY	34.00	sf	0.00
GARAGE-1.5 STY/BSMT	35.00	sf	0.00
GARAGE-1.75 STY	35.00	sf	0.00
GARAGE-1.75 STY/BSMT	38.00	sf	0.00
GARAGE-2 STY	36.00	sf	60.00
GARAGE-2 STY/BSMT	39.00	sf	60.00
GARAGE-ATTIC/BSMT	35.00	sf	60.00
GAZEBO	12.00	sf	75.00
GENERATOR	5,000.00	ea	0.00
GILSUM WOODS ASSOC	10,000.00	ea	0.00
GREENHOUSE-GLASS	24.00	sf	0.00
GREENHOUSE-POLY	5.00	sf	0.00
HOT TUB	1,500.00	ea	0.00
KENNELS	12.00	sf	50.00
LEAN-TO	4.00	sf	50.00
LIFTS-COMMERCIAL	4,000.00	ea	60.00
LIGHTS-DOUBLE	2,700.00	ea	0.00
LIGHTS-QUAD	4,700.00	ea	0.00
LIGHTS-SINGLE	1,700.00	ea	0.00
LIGHTS-TRIPLE	3,700.00	ea	0.00
LOADING DOCKS	5,000.00	ea	0.00
PATIO	7.00	sf	50.00
PAVING	3.25	sf	60.00
POLE BARN	8.00	sf	0.00
POOL-ABOVE GROUND	6.00	sf	60.00
POOL-ENCLOSED	30.00	sf	0.00
POOL-INGRND-GUNITE	33.00	sf	60.00

Description	Rate		DPR
POOL-INGRND-VINYL	28.00	sf	60.00
PORCH	15.00	sf	0.00
PUMP-GAS/OIL-DOUBLE	9,400.00	ea	75.00
PUMP-GAS/OIL-MIXING	8,200.00	ea	75.00
PUMP-GAS/OIL-SINGLE	7,500.00	ea	75.00
RIDING ARENA	18.00	sf	75.00
SAUNA	75.00	sf	50.00
SCALE 40 TON	43,000.00	ea	0.00
SCALE 50 TON	48,700.00	ea	0.00
SCALE 60 TON	55,000.00	ea	0.00
SCALE 70 TON	63,500.00	ea	0.00
SCREENHOUSE	14.00	sf	50.00
SHED-EQUIPMENT	8.00	sf	50.00
SHED-METAL	6.00	sf	60.00
SHED-VINYL	7.00	sf	0.00
SHED-WOOD	10.00	sf	50.00
SHOP-AVE	18.00	sf	80.00
SHOP-EX	25.00	sf	80.00
SHOP-GOOD	21.00	sf	80.00
SILO-BRICK	32.00	sf	40.00
SILO-CONCRETE	27.00	sf	40.00
SILO-STEEL	32.00	sf	40.00
SILO-WOOD	22.00	sf	40.00
SOLAR ELEC PANEL	600.00	ea	0.00
SOLAR H20 PANELS	600.00	ea	0.00
SPRINKLER AREA	3.00	sf	75.00
STABLES	21.00	sf	50.00
TANKS-FUEL/WATER	3.00	ea	0.00
TENNIS COURT(S)	18,000.00	ea	50.00
TOWER	200,000.00	ea	0.00
VAULTS	150.00	sf	75.00

Gilsum

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		

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Building Base Rate Codes & Values

Code	Description	Stand. Dpr.	Rate	SA
CCH	CHURCH	1.25	110.00	COM
CGS	GARAGE/SERVICE SHOP	1.25	38.00	COM
CMA	PRODUCTION	1.25	70.00	COM
COF	OFFICE	1.25	70.00	RES
CRA	RETAIL/APT	1.25	74.00	COM
CST	STORE	1.00	70.00	COM
CWH	WAREHOUSE/SHOP	1.25	38.00	COM
EFS	FIRE STATION	1.25	50.00	COM
EHG	HIGHWAY GARAGE	1.25	38.00	COM
EHS	EXEMPT HOUSE	1.25	90.00	RES
ELC	LODGE/CLUB	1.25	78.00	RES
ESC	SCHOOL/COLLEGE	1.25	100.00	COM
ETH	TOWN HALL	1.25	78.00	COM
IFA	FACTORY	1.50	34.00	IND
MHD	MOBILE HOME-DOUBLE	3.00	60.00	RES
MHS	MOBILE HOME-SINGLE	5.00	44.00	MFH
RMF	MULTI FAMILY	2.00	90.00	RES
RSA	RESIDENTIAL	1.25	90.00	RES
RST	RES - PRE 1900	1.75	90.00	RES

Building Sub Area Codes & Values

Code	Description	Factor
ATF	ATTIC FINISHED	0.25
ATU	ATTIC UNFINISHED	0.10
BMF	BSMNT FINISHED	0.30
BMG	BASEMENT GARAGE	0.20
BMU	BSMNT UNFINISHED	0.15
COF	COM OFFICE AREA	1.75
CPT	CARPORT ATTACHED	0.10
CRL	CRAWL SPACE	0.05
CTH	CATHEDRAL CEILING	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	0.45
HSF	1/2 STRY FIN	0.50
HSU	1/2 STRY UNFIN	0.15
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	0.75
RBU	RAISED BSMNT UNFIN	0.25
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	0.20
UFF	UPPER FLR FIN	1.00
UFU	UPPER FLR UNFIN	0.25
VLT	VAULTED	0.05

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	1.00 STORY FRAME	1.00
B	1.50 STORY FRAME	0.99
C	1.75 STORY FRAME	0.98
D	2.00 STORY FRAME	0.96
E	2.50 STORY FRAME	0.94
F	2.75 STORY FRAME	0.94
G	3.00 STORY FRAME	0.92
H	3.50+ STORY FRAME	0.90
I	SPLIT LEVEL	1.00

Building Roof Structures

Code	Description	Points
A	FLAT	2.00
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	5.00
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
F	ASBESTOS	3.00
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	RUBBER MEMBRANE	5.00
S	STANDING SEAM	7.00
T	HIGH QUALITY COMP	7.00

Building Exterior Wall Materials

Code	Description	Points
1	CEMENT CLAPBOARDS	36.00
2	DECORATIVE BLOCK	36.00
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	30.00
G	LOGS	34.00
H	ABOVE AVG	37.00
I	CLAP BOARD	34.00
J	CEDAR/REDWD	37.00
K	PREFAB WD PNL	32.00
L	WOOD SHINGLE	37.00
M	CNCRT OR BLK	28.00
N	CB STUCCO	34.00
O	ASPHALT	30.00
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	35.00
U	PREFIN METAL	38.00
V	GLASS/THERMO	40.00
Y	MASONITE	28.00
Z	STONE VENEER	38.00

Building Frame Materials

Code	Description	Factor
A	WOOD	100.00
B	MASONRY	110.00
C	REIN-CONCRETE	110.00
D	STEEL	115.00
E	SPECIAL	115.00

Commercial Wall Factor Increases2.1% 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
E	WOOD PANEL	30.00
F	PLYWOOD PANEL	27.00
G	WOOD/LOG	30.00
H	AVE FOR USE	22.00
J	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	VCT	12.00
K	LAMINATE/VINYL	9.00

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
F	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 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

Bathrooms	Bedrooms: 0	1	2	3	4	> 4
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

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.

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Residential Building Area Size Adjustment Factors

Median Effective Area = 1801sf Fixed Site Cost Adjustment = 40%

Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.
212	4.00	283	3.15	389	2.45	626	1.75	1,601	1.05
213	3.99	284	3.14	392	2.44	632	1.74	1,637	1.04
214	3.97	285	3.13	394	2.43	638	1.73	1,675	1.03
215	3.95	286	3.12	396	2.42	643	1.72	1,715	1.02
216	3.94	287	3.11	398	2.41	649	1.71	1,757	1.01
217	3.92	288	3.10	400	2.40	655	1.70	1,801	1.00
218	3.91	289	3.09	402	2.39	661	1.69	1,847	0.99
219	3.89	290	3.08	405	2.38	667	1.68	1,896	0.98
220	3.88	292	3.07	407	2.37	673	1.67	1,947	0.97
221	3.86	293	3.06	409	2.36	680	1.66	2,001	0.96
222	3.85	294	3.05	412	2.35	686	1.65	2,058	0.95
223	3.83	295	3.04	414	2.34	693	1.64	2,119	0.94
224	3.82	296	3.03	416	2.33	699	1.63	2,183	0.93
225	3.80	298	3.02	419	2.32	706	1.62	2,251	0.92
226	3.79	299	3.01	421	2.31	713	1.61	2,324	0.91
227	3.78	300	3.00	424	2.30	720	1.60	2,401	0.90
228	3.76	301	2.99	426	2.29	728	1.59	2,484	0.89
229	3.75	303	2.98	429	2.28	735	1.58	2,573	0.88
230	3.73	304	2.97	431	2.27	743	1.57	2,668	0.87
231	3.72	305	2.96	434	2.26	750	1.56	2,771	0.86
232	3.71	307	2.95	437	2.25	758	1.55	2,882	0.85
233	3.69	308	2.94	439	2.24	766	1.54	3,002	0.84
234	3.68	309	2.93	442	2.23	775	1.53	3,132	0.83
235	3.67	311	2.92	445	2.22	783	1.52	3,275	0.82
236	3.65	312	2.91	447	2.21	792	1.51	3,430	0.81
237	3.64	313	2.90	450	2.20	800	1.50	3,602	0.80
238	3.63	315	2.89	453	2.19	809	1.49	3,792	0.79
239	3.62	316	2.88	456	2.18	819	1.48	4,002	0.78
240	3.60	317	2.87	459	2.17	828	1.47	4,238	0.77
241	3.59	319	2.86	462	2.16	838	1.46	4,502	0.76
242	3.58	320	2.85	465	2.15	848	1.45	4,803	0.75
243	3.57	322	2.84	468	2.14	858	1.44	5,146	0.74
244	3.55	323	2.83	471	2.13	868	1.43	5,542	0.73
245	3.54	325	2.82	474	2.12	879	1.42	6,003	0.72
246	3.53	326	2.81	477	2.11	889	1.41	6,549	0.71
247	3.52	327	2.80	480	2.10	901	1.40	7,204	0.70
248	3.51	329	2.79	483	2.09	912	1.39	8,004	0.69
249	3.49	330	2.78	487	2.08	924	1.38	9,005	0.68
250	3.48	332	2.77	490	2.07	936	1.37	10,291	0.67
251	3.47	334	2.76	493	2.06	948	1.36	12,007	0.66
252	3.46	335	2.75	497	2.05	961	1.35	14,408	0.65
253	3.45	337	2.74	500	2.04	974	1.34	18,010	0.64
254	3.44	338	2.73	504	2.03	987	1.33	24,013	0.63
255	3.43	340	2.72	507	2.02	1,001	1.32	36,020	0.62
256	3.41	341	2.71	511	2.01	1,015	1.31	72,040	0.61
257	3.40	343	2.70	515	2.00	1,029	1.30	100,000	0.61
258	3.39	345	2.69	518	1.99	1,044	1.29	200,000	0.6036
259	3.38	346	2.68	522	1.98	1,059	1.28	300,000	0.6024
260	3.37	348	2.67	526	1.97	1,075	1.27	400,000	0.6018
261	3.36	350	2.66	530	1.96	1,092	1.26	500,000	0.6014
262	3.35	351	2.65	534	1.95	1,108	1.25	600,000	0.6012
263	3.34	353	2.64	538	1.94	1,126	1.24	700,000	0.6010
264	3.33	355	2.63	542	1.93	1,143	1.23	800,000	0.6009
265	3.32	357	2.62	546	1.92	1,162	1.22	900,000	0.6008
266	3.31	358	2.61	550	1.91	1,181	1.21	1,000,000	0.6007
267	3.30	360	2.60	554	1.90	1,201	1.20		
268	3.29	362	2.59	558	1.89	1,221	1.19		
269	3.28	364	2.58	563	1.88	1,242	1.18		
270	3.27	366	2.57	567	1.87	1,264	1.17		
271	3.26	368	2.56	572	1.86	1,286	1.16		
272	3.25	369	2.55	576	1.85	1,310	1.15		
273	3.24	371	2.54	581	1.84	1,334	1.14		
274	3.23	373	2.53	586	1.83	1,359	1.13		
275	3.22	375	2.52	590	1.82	1,385	1.12		
276	3.21	377	2.51	595	1.81	1,413	1.11		
277	3.20	379	2.50	600	1.80	1,441	1.10		
278	3.19	381	2.49	605	1.79	1,470	1.09		
279	3.18	383	2.48	611	1.78	1,501	1.08		
280	3.17	385	2.47	616	1.77	1,533	1.07		
281	3.16	387	2.46	621	1.76	1,566	1.06		

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Commercial Building Area Size Adjustment Factors

Median Effective Area = 2760sf Fixed Site Cost Adjustment = 25%

Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.
212	4.00	282	3.20	390	2.52	633	1.84	1,683	1.16
213	3.99	283	3.19	392	2.51	639	1.83	1,725	1.15
214	3.98	284	3.18	394	2.50	645	1.82	1,769	1.14
215	3.96	285	3.17	397	2.49	651	1.81	1,816	1.13
216	3.95	286	3.16	399	2.48	657	1.80	1,865	1.12
217	3.93	288	3.15	401	2.47	663	1.79	1,917	1.11
218	3.92	289	3.14	404	2.46	670	1.78	1,971	1.10
219	3.90	290	3.13	406	2.45	676	1.77	2,029	1.09
220	3.89	291	3.12	408	2.44	683	1.76	2,091	1.08
221	3.87	292	3.11	411	2.43	690	1.75	2,156	1.07
222	3.86	294	3.10	413	2.42	697	1.74	2,226	1.06
223	3.85	295	3.09	416	2.41	704	1.73	2,300	1.05
224	3.83	296	3.08	418	2.40	711	1.72	2,379	1.04
225	3.82	297	3.07	421	2.39	719	1.71	2,464	1.03
226	3.80	299	3.06	423	2.38	726	1.70	2,556	1.02
227	3.79	300	3.05	426	2.37	734	1.69	2,654	1.01
228	3.78	301	3.04	429	2.36	742	1.68	2,760	1.00
229	3.76	303	3.03	431	2.35	750	1.67	2,875	0.99
230	3.75	304	3.02	434	2.34	758	1.66	3,000	0.98
231	3.74	305	3.01	437	2.33	767	1.65	3,136	0.97
232	3.73	307	3.00	439	2.32	775	1.64	3,286	0.96
233	3.71	308	2.99	442	2.31	784	1.63	3,450	0.95
234	3.70	309	2.98	445	2.30	793	1.62	3,632	0.94
235	3.69	311	2.97	448	2.29	802	1.61	3,833	0.93
236	3.67	312	2.96	451	2.28	812	1.60	4,059	0.92
237	3.66	314	2.95	454	2.27	821	1.59	4,312	0.91
238	3.65	315	2.94	457	2.26	831	1.58	4,600	0.90
239	3.64	317	2.93	460	2.25	841	1.57	4,929	0.89
240	3.63	318	2.92	463	2.24	852	1.56	5,308	0.88
241	3.61	319	2.91	466	2.23	862	1.55	5,750	0.87
242	3.60	321	2.90	469	2.22	873	1.54	6,273	0.86
243	3.59	322	2.89	473	2.21	885	1.53	6,900	0.85
244	3.58	324	2.88	476	2.20	896	1.52	7,667	0.84
245	3.57	325	2.87	479	2.19	908	1.51	8,625	0.83
246	3.56	327	2.86	483	2.18	920	1.50	9,857	0.82
247	3.54	329	2.85	486	2.17	932	1.49	11,500	0.81
248	3.53	330	2.84	489	2.16	945	1.48	13,800	0.80
249	3.52	332	2.83	493	2.15	958	1.47	17,250	0.79
250	3.51	333	2.82	496	2.14	972	1.46	23,000	0.78
251	3.50	335	2.81	500	2.13	986	1.45	34,500	0.77
252	3.49	337	2.80	504	2.12	1,000	1.44	69,000	0.76
253	3.48	338	2.79	507	2.11	1,015	1.43	100,000	0.76
254	3.47	340	2.78	511	2.10	1,030	1.42	200,000	0.7535
255	3.46	342	2.77	515	2.09	1,045	1.41	300,000	0.7523
256	3.45	343	2.76	519	2.08	1,062	1.40	400,000	0.7517
257	3.44	345	2.75	523	2.07	1,078	1.39	500,000	0.7514
258	3.42	347	2.74	527	2.06	1,095	1.38	600,000	0.7512
259	3.41	348	2.73	531	2.05	1,113	1.37	700,000	0.7510
260	3.40	350	2.72	535	2.04	1,131	1.36	800,000	0.7509
261	3.39	352	2.71	539	2.03	1,150	1.35	900,000	0.7508
262	3.38	354	2.70	543	2.02	1,169	1.34	1,000,000	0.7507
263	3.37	356	2.69	548	2.01	1,190	1.33		
264	3.36	358	2.68	552	2.00	1,211	1.32		
265	3.35	359	2.67	556	1.99	1,232	1.31		
266	3.34	361	2.66	561	1.98	1,255	1.30		
267	3.33	363	2.65	566	1.97	1,278	1.29		
268	3.32	365	2.64	570	1.96	1,302	1.28		
270	3.31	367	2.63	575	1.95	1,327	1.27		
271	3.30	369	2.62	580	1.94	1,353	1.26		
272	3.29	371	2.61	585	1.93	1,380	1.25		
273	3.28	373	2.60	590	1.92	1,408	1.24		
274	3.27	375	2.59	595	1.91	1,438	1.23		
275	3.26	377	2.58	600	1.90	1,468	1.22		
276	3.25	379	2.57	605	1.89	1,500	1.21		
277	3.24	381	2.56	611	1.88	1,533	1.20		
278	3.23	383	2.55	616	1.87	1,568	1.19		
279	3.22	385	2.54	622	1.86	1,605	1.18		
280	3.21	388	2.53	627	1.85	1,643	1.17		

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Industrial Building Area Size Adjustment Factors

Median Effective Area = 15114sf Fixed Site Cost Adjustment = 25%

Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.
1,163	4.00	1,476	3.31	2,021	2.62	3,202	1.93	7,711	1.24
1,166	3.99	1,482	3.30	2,031	2.61	3,229	1.92	7,872	1.23
1,170	3.98	1,488	3.29	2,042	2.60	3,257	1.91	8,039	1.22
1,173	3.97	1,493	3.28	2,054	2.59	3,286	1.90	8,214	1.21
1,177	3.96	1,499	3.27	2,065	2.58	3,314	1.89	8,397	1.20
1,181	3.95	1,505	3.26	2,076	2.57	3,344	1.88	8,588	1.19
1,184	3.94	1,511	3.25	2,088	2.56	3,374	1.87	8,787	1.18
1,188	3.93	1,517	3.24	2,099	2.55	3,404	1.86	8,996	1.17
1,192	3.92	1,524	3.23	2,111	2.54	3,435	1.85	9,216	1.16
1,196	3.91	1,530	3.22	2,123	2.53	3,467	1.84	9,446	1.15
1,200	3.90	1,536	3.21	2,135	2.52	3,499	1.83	9,688	1.14
1,203	3.89	1,542	3.20	2,147	2.51	3,531	1.82	9,943	1.13
1,207	3.88	1,549	3.19	2,159	2.50	3,565	1.81	10,212	1.12
1,211	3.87	1,555	3.18	2,172	2.49	3,599	1.80	10,496	1.11
1,215	3.86	1,561	3.17	2,184	2.48	3,633	1.79	10,796	1.10
1,219	3.85	1,568	3.16	2,197	2.47	3,668	1.78	11,113	1.09
1,223	3.84	1,574	3.15	2,210	2.46	3,704	1.77	11,450	1.08
1,227	3.83	1,581	3.14	2,223	2.45	3,741	1.76	11,808	1.07
1,231	3.82	1,588	3.13	2,236	2.44	3,778	1.75	12,189	1.06
1,235	3.81	1,594	3.12	2,249	2.43	3,817	1.74	12,595	1.05
1,239	3.80	1,601	3.11	2,263	2.42	3,856	1.73	13,029	1.04
1,243	3.79	1,608	3.10	2,276	2.41	3,895	1.72	13,495	1.03
1,247	3.78	1,615	3.09	2,290	2.40	3,936	1.71	13,994	1.02
1,251	3.77	1,622	3.08	2,304	2.39	3,977	1.70	14,533	1.01
1,255	3.76	1,629	3.07	2,318	2.38	4,020	1.69	15,114	1.00
1,260	3.75	1,636	3.06	2,332	2.37	4,063	1.68	15,744	0.99
1,264	3.74	1,643	3.05	2,347	2.36	4,107	1.67	16,428	0.98
1,268	3.73	1,650	3.04	2,362	2.35	4,152	1.66	17,175	0.97
1,272	3.72	1,657	3.03	2,376	2.34	4,198	1.65	17,993	0.96
1,277	3.71	1,665	3.02	2,391	2.33	4,246	1.64	18,893	0.95
1,281	3.70	1,672	3.01	2,407	2.32	4,294	1.63	19,887	0.94
1,285	3.69	1,679	3.00	2,422	2.31	4,343	1.62	20,992	0.93
1,290	3.68	1,687	2.99	2,438	2.30	4,394	1.61	22,226	0.92
1,294	3.67	1,694	2.98	2,454	2.29	4,445	1.60	23,616	0.91
1,298	3.66	1,702	2.97	2,470	2.28	4,498	1.59	25,190	0.90
1,303	3.65	1,710	2.96	2,486	2.27	4,552	1.58	26,989	0.89
1,307	3.64	1,717	2.95	2,502	2.26	4,608	1.57	29,065	0.88
1,312	3.63	1,725	2.94	2,519	2.25	4,665	1.56	31,488	0.87
1,317	3.62	1,733	2.93	2,536	2.24	4,723	1.55	34,350	0.86
1,321	3.61	1,741	2.92	2,553	2.23	4,783	1.54	37,785	0.85
1,326	3.60	1,749	2.91	2,570	2.22	4,844	1.53	41,983	0.84
1,330	3.59	1,757	2.90	2,588	2.21	4,907	1.52	47,231	0.83
1,335	3.58	1,766	2.89	2,606	2.20	4,972	1.51	53,979	0.82
1,340	3.57	1,774	2.88	2,624	2.19	5,038	1.50	62,975	0.81
1,345	3.56	1,782	2.87	2,642	2.18	5,106	1.49	75,570	0.80
1,349	3.55	1,791	2.86	2,661	2.17	5,176	1.48	94,462	0.79
1,354	3.54	1,799	2.85	2,680	2.16	5,248	1.47	125,950	0.7800
1,359	3.53	1,808	2.84	2,699	2.15	5,322	1.46	188,925	0.7700
1,364	3.52	1,817	2.83	2,718	2.14	5,398	1.45	377,850	0.7600
1,369	3.51	1,825	2.82	2,738	2.13	5,476	1.44	400,000	0.7594
1,374	3.50	1,834	2.81	2,758	2.12	5,557	1.43	500,000	0.7576
1,379	3.49	1,843	2.80	2,778	2.11	5,640	1.42	600,000	0.7563
1,384	3.48	1,852	2.79	2,799	2.10	5,725	1.41	700,000	0.7554
1,389	3.47	1,861	2.78	2,820	2.09	5,813	1.40	800,000	0.7547
1,394	3.46	1,871	2.77	2,841	2.08	5,904	1.39	900,000	0.7542
1,399	3.45	1,880	2.76	2,863	2.07	5,998	1.38	1,000,000	0.7538
1,405	3.44	1,889	2.75	2,884	2.06	6,094	1.37		
1,410	3.43	1,899	2.74	2,907	2.05	6,194	1.36		
1,415	3.42	1,908	2.73	2,929	2.04	6,297	1.35		
1,420	3.41	1,918	2.72	2,952	2.03	6,404	1.34		
1,426	3.40	1,928	2.71	2,975	2.02	6,515	1.33		
1,431	3.39	1,938	2.70	2,999	2.01	6,629	1.32		
1,437	3.38	1,948	2.69	3,023	2.00	6,747	1.31		
1,442	3.37	1,958	2.68	3,047	1.99	6,870	1.30		
1,448	3.36	1,968	2.67	3,072	1.98	6,997	1.29		
1,453	3.35	1,978	2.66	3,097	1.97	7,129	1.28		
1,459	3.34	1,989	2.65	3,123	1.96	7,266	1.27		
1,465	3.33	1,999	2.64	3,149	1.95	7,409	1.26		
1,470	3.32	2,010	2.63	3,175	1.94	7,557	1.25		

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Manufactured Building Area Size Adjustment Factors

Median Effective Area = 1058sf Fixed Site Cost Adjustment = 25%

Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.	Size	Adj.
81	4.00	135	2.71	194	2.11	323	1.57	945	1.03
82	3.99	136	2.70	196	2.10	327	1.56	980	1.02
83	3.95	137	2.68	197	2.09	331	1.55	1,017	1.01
84	3.91	138	2.67	199	2.08	335	1.54	1,058	1.00
85	3.88	139	2.65	200	2.07	339	1.53	1,102	0.99
86	3.84	140	2.64	202	2.06	344	1.52	1,150	0.98
87	3.80	141	2.63	203	2.05	348	1.51	1,202	0.97
88	3.77	142	2.61	205	2.04	353	1.50	1,260	0.96
89	3.73	143	2.60	207	2.03	357	1.49	1,323	0.95
90	3.70	144	2.59	208	2.02	362	1.48	1,392	0.94
91	3.67	145	2.58	210	2.01	367	1.47	1,469	0.93
92	3.64	146	2.56	212	2.00	373	1.46	1,556	0.92
93	3.60	147	2.55	213	1.99	378	1.45	1,653	0.91
94	3.57	148	2.54	215	1.98	383	1.44	1,763	0.90
95	3.54	149	2.53	217	1.97	389	1.43	1,889	0.89
96	3.51	150	2.51	219	1.96	395	1.42	2,035	0.88
97	3.49	151	2.50	220	1.95	401	1.41	2,204	0.87
98	3.46	152	2.49	222	1.94	407	1.40	2,405	0.86
99	3.43	153	2.48	224	1.93	413	1.39	2,645	0.85
100	3.40	154	2.47	226	1.92	420	1.38	2,939	0.84
101	3.38	155	2.46	228	1.91	427	1.37	3,306	0.83
102	3.35	156	2.45	230	1.90	434	1.36	3,779	0.82
103	3.33	157	2.44	232	1.89	441	1.35	4,408	0.81
104	3.30	158	2.42	234	1.88	448	1.34	5,290	0.80
105	3.28	159	2.41	236	1.87	456	1.33	6,612	0.79
106	3.25	160	2.40	238	1.86	464	1.32	8,817	0.78
107	3.23	161	2.39	240	1.85	472	1.31	13,225	0.77
108	3.21	162	2.38	243	1.84	481	1.30	26,450	0.76
109	3.18	163	2.37	245	1.83	490	1.29	100,000	0.75
110	3.16	164	2.36	247	1.82	499	1.28	200,000	0.7513
111	3.14	165	2.35	250	1.81	509	1.27	300,000	0.7509
112	3.12	166	2.34	252	1.80	519	1.26	400,000	0.7507
113	3.10	167	2.33	254	1.79	529	1.25	500,000	0.7505
114	3.08	168	2.32	257	1.78	540	1.24	600,000	0.7504
115	3.06	170	2.31	259	1.77	551	1.23	700,000	0.7504
116	3.04	171	2.30	262	1.76	563	1.22	800,000	0.7503
117	3.02	172	2.29	264	1.75	575	1.21	900,000	0.7503
118	3.00	173	2.28	267	1.74	588	1.20	1,000,000	0.7503
119	2.98	174	2.27	270	1.73	601	1.19		
120	2.96	175	2.26	273	1.72	615	1.18		
121	2.94	176	2.25	276	1.71	630	1.17		
122	2.92	178	2.24	278	1.70	645	1.16		
123	2.90	179	2.23	281	1.69	661	1.15		
124	2.89	180	2.22	284	1.68	678	1.14		
125	2.87	181	2.21	288	1.67	696	1.13		
126	2.85	182	2.20	291	1.66	715	1.12		
127	2.84	184	2.19	294	1.65	735	1.11		
128	2.82	185	2.18	297	1.64	756	1.10		
129	2.80	186	2.17	301	1.63	778	1.09		
130	2.79	188	2.16	304	1.62	802	1.08		
131	2.77	189	2.15	308	1.61	827	1.07		
132	2.76	190	2.14	311	1.60	853	1.06		
133	2.74	192	2.13	315	1.59	882	1.05		
134	2.73	193	2.12	319	1.58	912	1.04		

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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	INSUFCNT 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 COMMRCL 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	CEMETERY 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

SOLAR PANELS

Market data suggests solar panels contribute to market value. Government and other incentives commonly available to the property owner are taken into consideration when developing the initial assessed value. Industry representatives suggest that newly installed panels have a life expectancy of at least 25 years, so the following depreciation schedule is used with a floor factor of 25%:

Age	Condition Factor
1-5 Years	100
6-10 Years	85
11-15 Years	70
16-20 Years	55
21-25 Years	40
25+ Years	25

It should be noted that Solar Panels may have differing condition factors to account for atypical sizes or noted physical condition issues.

SECTION 10

WATERFRONT, VIEW & BUILDING GRADE INFORMATION

A. WATERFRONT

B. VIEW REPORT

C. BUILDING GRADE REPORT

FOLLOWED BY PICTURE CATALOG

A. WATERFRONT

Grading waterfront, although somewhat objective due to the amount of waterfront, topography and presence or lack of a beach, the overall value different buyers are willing to spend for the same property varies dramatically due to individual likes and dislikes making the purchase somewhat emotional and to a degree subjective. This makes the assessing process more subjective than one may like, but it is a fact that buying and selling of property is not 100% objective. Docks are not separately assessed, as the value is inherent in the waterfront value.

Although the total market value of the property is expressed or displayed in separate parts, such as land, building, views and waterfront, it is the total value of the property that is most important. You may feel the view, waterfront, building or land is high or low, but if the total value represents market value and is equitable with similar properties, then your assessment is reasonable and fair.

The quality and desirability of waterfront varies widely as does the value attributed to various bodies of water and even the same body of water in two different municipalities.

Topography and access to the site, as well as to the waterfront itself varies and can greatly affect the market value. Because of this, it is rare to find two properties that are identical and as such adjustments must be made for water quality and access based on 3rd party data such as, NH DES when sales are lacking or limited.

Despite the possible lack of sales data, the assessor must still produce an equitable opinion of value for each and every property in town; sometimes making subjective adjustments for differences from property to property for what they feel affects the market value positively and/or negatively. This unfortunately may not always be demonstrated in sales data due to the lack of sales, so experience and common sense play a large part in this process, when local direct sales are lacking.

There is no waterfront property in town.

B. VIEWS

Views, by their nature are subjective. However, isn't buying and selling of real estate also subjective? Is it not all based on the likes and dislikes of the market? And, do we not all like and dislike differently?

While there are some subjective measures involved in buying and selling of real estate, a large portion of the purchase price is based on likes and dislikes and the emotion of the buyer and seller.

Like land and building values, the contributory value of a view is extracted from the actual sales data. If you review Section 7, you can see how these values are developed, when sales data is available. However, it is a known fact and part of historical sales data, that views can and do contribute to the total market value. The lack of sales data in any particular neighborhood of properties with views does not mean views have no contributing value but rather that the need for the use of historic data, experience and common sense must prevail.

Once various views are analyzed and the market contributory value extracted, the assessor can then apply that value whenever the same view occurs, similar to land and building values. That part is easy. It becomes more difficult when more or less substantial views or total different views are found in the town then were found in the sales data. When this occurs, the assessor, using all the sales data available, must then give an opinion of the value of the view. To assist in that process, the views are further defined by their width, depth, distance and subject matter as outlined in Section 1. D. Here experience and common sense play a large part in this process.

The following report of all views is provided, to show consistency in the application of views, as well as document the contributory value assessed in each one.

There are 40 parcels noted with a positive view value ranging from $2,500 to $51,500. See the Codes & Adjustments Section of this report for the specific adjustments applied.

Gilsum View Report

Sorted By View Value

Map Lot Sub: 000407 000058 000001
Location: 12 ALSTEAD HILL ROAD
Owner: KARNECKI, MATTHEW J., JR.
View Value: $ 0
Subject: HILLS
Width: NARROW
Depth: TOP50
Distance: NEAR
Condition: 0
Notes: BLOCKED

Map Lot Sub: 000401 000007 000000
Location: 26 PICKERING HILL ROAD
Owner: PARENTEAU, JEFFREY A.
View Value: $ 2,500
Subject: HILLS
Width: NARROW
Depth: TOP25
Distance: NEAR
Condition: 100
Notes:

Map Lot Sub: 000402 000060 000000
Location: 174 SURRY ROAD
Owner: LOUNDER, DARRICK
View Value: $ 2,500
Subject: HILLS
Width: NARROW
Depth: TOP25
Distance: NEAR
Condition: 100
Notes: HILLSIDE VU

Map Lot Sub: 000402 000060 000100
Location: 170 SURRY ROAD
Owner: LOUNDER, GUY
View Value: $ 2,500
Subject: HILLS
Width: NARROW
Depth: TOP25
Distance: NEAR
Condition: 100
Notes: HILLSIDE VU

Map Lot Sub: 000405 000024 000000
Location: 268 ROUTE 10
Owner: MILLER, JASON D.
View Value: $ 2,500
Subject: HILLS
Width: NARROW
Depth: TOP25
Distance: NEAR
Condition: 100
Notes:

Map Lot Sub: 000407 000017 000000
Location: 66 CENTENNIAL ROAD
Owner: VACCHIANO, ALFRED
View Value: $ 2,500
Subject: HILLS
Width: TUNNEL
Depth: TOP50
Distance: NEAR
Condition: 100
Notes: VU

Map Lot Sub: 000407 000086 000000
Location: 21 OLD COUNTY ROAD
Owner: LOMBARA, JAMES S
View Value: $ 2,500
Subject: HILLS
Width: NARROW
Depth: TOP25
Distance: NEAR
Condition: 100
Notes: HILLSIDE VU

Map Lot Sub: 000407 000002 000000
Location: 35 VESSEL ROCK ROAD
Owner: SHANOFF, DENNIS J
View Value: $ 3,500
Subject: HILLS
Width: AVERAGE
Depth: TOP25
Distance: NEAR
Condition: 75
Notes: OBST CONT

Map Lot Sub: 000407 000004 000000
Location: 25 ORCHARD LANE
Owner: TRUESDELL, JOHN E
View Value: $ 3,500
Subject: HILLS
Width: AVERAGE
Depth: TOP25
Distance: NEAR
Condition: 75
Notes: OBST CONT

	Date	Book/Page	Type	Price
Most Recent Sale:	11/30/18	3048/0620	Q I	$252,000
Current Assessment:				$244,400

Map Lot Sub: 000402 000038 000000
Location: 77 HAMMOND HOLLOW ROAD
Owner: WRIGHT, MARY PATTERSON
View Value: $ 4,500
Subject: HILLS
Width: AVERAGE
Depth: TOP25
Distance: NEAR
Condition: 100
Notes:

Map Lot Sub: 000407 000063 000000
Location: 41 ALSTEAD HILL ROAD
Owner: FULWOOD, JAMES
View Value: $ 4,500
Subject: HILLS
Width: AVERAGE
Depth: TOP25
Distance: NEAR
Condition: 100
Notes: HILLSIDE VU

Map Lot Sub: 000407 000075 000000
Location: 22 PINNACLE ROAD
Owner: WING, JAMES M
View Value: $ 4,500
Subject: HILLS
Width: AVERAGE
Depth: TOP25
Distance: NEAR
Condition: 100
Notes: HILLSIDE VU

Map Lot Sub: 000403 000002 000000
Location: 21 SMITH HILL ROAD
Owner: CHAPMAN JR, JAMES G TRUSTEE
View Value: $ 5,000
Subject: HILLS
Width: WIDE
Depth: TOP50
Distance: NEAR
Condition: 50
Notes: SOME GROWN IN

Map Lot Sub: 000408 000028 000000
Location: 5 WHITNEY STAGE ROAD
Owner: MATTERN, EDWARD
View Value: $ 7,000
Subject: HILLS
Width: AVERAGE
Depth: TOP50
Distance: NEAR
Condition: 75
Notes: HILLSIDE VU/OBST

Map Lot Sub: 000401 000016 000000
Location: 31 PICKERING HILL ROAD
Owner: CLARK II, RICHARD M & ANNE S.
View Value: $ 9,500
Subject: HILLS
Width: AVERAGE
Depth: TOP50
Distance: NEAR
Condition: 100
Notes:

Map Lot Sub: 000402 000050 000000
Location: 11 HAMMOND HOLLOW ROAD
Owner: RICHMOND, KIMBERLY L & RANDY W
View Value: $ 9,500
Subject: HILLS
Width: AVERAGE
Depth: TOP50
Distance: NEAR
Condition: 100
Notes:

Map Lot Sub: 000405 000043 000000
Location: 279 ROUTE 10
Owner: RABEL, LINDA
View Value: $ 9,500
Subject: HILLS
Width: AVERAGE
Depth: TOP50
Distance: NEAR
Condition: 100
Notes: VU

Map Lot Sub: 000407 000001 000000
Location: VESSEL ROCK ROAD
Owner: FINAL JOURNEY
View Value: $ 9,500
Subject: HILLS
Width: AVERAGE
Depth: TOP50
Distance: NEAR
Condition: 100
Notes:

Map Lot Sub: 000407 000060 000001
Location: 22 ALSTEAD HILL ROAD
Owner: JERNBERG, RALPH C
View Value: $ 9,500
Subject: HILLS
Width: AVERAGE
Depth: TOP50
Distance: NEAR
Condition: 100
Notes: HILLSIDE VU

Map Lot Sub: 000408 000031 000000
Location: 47 ALSTEAD HILL ROAD
Owner: WARCHOL, ROBERT A.
View Value: $ 9,500
Subject: HILLS
Width: AVERAGE
Depth: TOP50
Distance: NEAR
Condition: 100
Notes: HILLSIDE VU

	Date	Book/Page	Type	Price
Most Recent Sale:	09/27/18	3041/0923	Q I	$195,500
Current Assessment:				$213,200

Map Lot Sub: 000402 000051 000000
Location: 118 SURRY ROAD
Owner: BARTLETT, MICHAEL A.
View Value: $ 10,500
Subject: HILLS
Width: WIDE
Depth: TOP50
Distance: NEAR
Condition: 100
Notes: VU

Map Lot Sub: 000407 000039 000000
Location: 12 HIGH STREET
Owner: SALEHI, BROCK P
View Value: $ 10,500
Subject: HILLS
Width: WIDE
Depth: TOP50
Distance: NEAR
Condition: 100
Notes: HILLSIDE VU

	Date	Book/Page	Type	Price
Most Recent Sale:	06/29/17	2990/1120	Q I	$159,000
Current Assessment:				$172,800

Map Lot Sub: 000407 000059 000000
Location: 6 ALSTEAD HILL ROAD
Owner: BASSINGTHWAITE, BRIAN A
View Value: $ 10,500
Subject: HILLS
Width: WIDE
Depth: TOP50
Distance: NEAR
Condition: 100
Notes: HILLSIDE VU

Map Lot Sub: 000405 000013 000001
Location: OLD GILSUM ROAD
Owner: CUSHING, BART C
View Value: $ 12,500 CU
Subject: MOUNTAINS
Width: NARROW
Depth: TOP50
Distance: DISTANT
Condition: 100
Notes: VU

Map Lot Sub: 000408 000058 000000
Location: 8 MAPLE LANE
Owner: LITTELL, DENNIS E
View Value: $ 12,500
Subject: MOUNTAINS
Width: AVERAGE
Depth: TOP25
Distance: DISTANT
Condition: 100
Notes:

Map Lot Sub: 000405 000045 000000
Location: 269 ROUTE 10
Owner: LANE INVESTMENTS LLC
View Value: $ 14,000
Subject: HILLS
Width: AVERAGE
Depth: TOP75
Distance: NEAR
Condition: 100
Notes:

	Date	Book/Page	Type	Price
Most Recent Sale:	08/09/18	3036/0220	Q I	$270,000
Current Assessment:				$253,000

Map Lot Sub: 000407 000012 000000
Location: 42 BOND ROAD
Owner: MONADNOCK TAMARACK TRUST
View Value: $ 14,000
Subject: HILLS
Width: AVERAGE
Depth: TOP75
Distance: NEAR
Condition: 100
Notes: VU

Map Lot Sub: 000405 000002 000000
Location: 198 BELVEDERE ROAD
Owner: MERCHANT, RANDALL
View Value: $ 25,000
Subject: MOUNTAINS
Width: AVERAGE
Depth: TOP50
Distance: DISTANT
Condition: 100
Notes: VU

Map Lot Sub: 000405 000023 000002
Location: 151 BELVEDERE ROAD
Owner: WOOD, SHAWN N.
View Value: $ 27,500
Subject: HILLS & MOUNTAINS
Width: AVERAGE
Depth: TOP50
Distance: DISTANT
Condition: 100
Notes: DIST MONADNOCK VU

Map Lot Sub: 000405 000023 000003
Location: 173 BELVEDERE ROAD
Owner: TOEPFER, JOHN Q.
View Value: $ 30,500
Subject: HILLS & MOUNTAINS
Width: WIDE
Depth: TOP50
Distance: DISTANT
Condition: 100
Notes: VU MONAD

Map Lot Sub: 000410 000002 000000
Location: 25 LOVELL DRIVE
Owner: BEDAW FAMILY REVOCABLE TRUST
View Value: $ 31,000
Subject: HILLS
Width: WIDE
Depth: FULL
Distance: DISTANT
Condition: 75
Notes: OBST CONTR/VU

Map Lot Sub: 000405 000023 000000
Location: 171 BELVEDERE ROAD
Owner: ROBINSON, JENNY L.
View Value: $ 34,500
Subject: HILLS & MOUNTAINS
Width: PANORAMIC
Depth: TOP50
Distance: DISTANT
Condition: 100
Notes:

Map Lot Sub: 000405 000023 000001
Location: 161 BELVEDERE ROAD
Owner: PETERSON, KRISTOPHER E.
View Value: $ 34,500
Subject: HILLS & MOUNTAINS
Width: PANORAMIC
Depth: TOP50
Distance: DISTANT
Condition: 100
Notes: monad VU

Map Lot Sub: 000405 000023 000004
Location: BELVEDERE ROAD
Owner: BLAGDON, JOHN F. X.
View Value: $ 51,500 CU
Subject: MOUNTAINS
Width: WIDE
Depth: TOP75
Distance: EXTREME
Condition: 100
Notes: VU MONADNOCK

C. BUILDING GRADING

B5 – Bare Minimum House – Minimum camp. Typically no interior finish, foundation, central heat, plumbing or electric service.

B4 – Below Minimum House – Basic camp style construction, typically no interior finish, may lack central heat. May lack plumbing and/or electric service. Typically no foundation.

B3 - Minimum House – Average camp style construction. No specific style and having minimal interior and/or exterior finish and features. May not have enclosed foundation and may lack water, sewer or electric.

B2 - Basic Weather Tight House - Very plain shelter with few doors or windows, low grade design interior and exterior. Typically without an enclosed foundation.

B1 - Below Average House - Basic box, minimal to no fenestration, little to no design, low quality materials and windows may consist of a mix of average grade material and low grade design, or may be an average house without an enclosed foundation.

A0 - Average House - Basic box, reasonable number of windows, may be double hung single pane with or without storm windows or double pane windows, no extras, plain interior and exterior.

A1 - Above Average House - Typically more than a box with some design features, roof overhang, and upgraded windows or not, may have some angles or roof cuts, appealing layout of windows and initial appeal somewhat better than average. Generally above average materials for trim and floor finish.

A2 - Good Quality House - Generally of good to high quality materials or a mix of average and high, has good exterior trim design normally with roof overhang, some designer roof cover and/or trim accents, not plain, windows are typically casement or thermopane, entrance may be elaborate, roof may have multiple angles.

A3 - Very Good Quality House - All of A2 above, but also custom work on trim, kitchen & baths, recessed lighting, high quality floor cover, exterior high quality and design, exterior and interior trim of good quality and design, may have features like window "eyebrows" and a splash board around the lower exterior walls. May have some custom windows and cathedral areas typically with good lighting.

A4 - Excellent Quality House - All of the above, but with greater fenestration and attention to detail, custom trim, custom kitchen and/or baths. Multiple high quality floor cover, excellent design and curb appeal. Generally multi floor with angles and/or roof cuts. Generally high quality usually includes built-ins cabinets, bookcases and shelving.

A5 - Excellent + Quality House - All of the features of an A4 (Excellent) house, but with some additional custom details and design features. Typically older homes of high quality, center chimney, detailed cove molding, excellent roof overhang on four sides with custom design and molding, wide or detailed corner boards and window trim, generally multi-story with good fenestration having great curb presentation.

Grades Above A5 - Generally have all the features of the A5 grade, including some or all of the following: multi-story, angles, roof cuts, recessed lighting inside and out, built-ins, great curb presentation and marketability, features and appeal that in the marketplace make this building somewhat more desirable than the A5 grade building in stages up to luxurious which may contain all of the features above with a progressively higher degree of quality and design found in town.

Manufactured Homes

B3 – Generally 8' wide or less 2x4 or 2x3 construction.
B2 – Generally 10' wide, 2x4 or 2x3 construction.
B1 – Generally 12' wide, 2x4 construction.
A0 – Generally 14' wide with gable roof, could be 2x4 or 2x6 construction.
A1 – Generally 14' wide with added ornamentation or detail or 2x6 construction.
A2 – Generally 16' wide with 2x6 construction.

This is merely a guideline and a homes' quality could be adjusted up or down for the presence (or lack of) the following: upgraded windows, gable or pitched roof, foundation or basement.

The following pictures samples will help, as words do not always express or capture the essence of the building as much as pictures do. The above text is meant as a guideline and not meant, nor would it be possible to describe or include every possible situation.

B4 -- AVG-40 (000408 000054 000000)

B3 -- AVG-30 (000408 000055 000000)

B3 -- AVG-30 (000407 000011 000000)

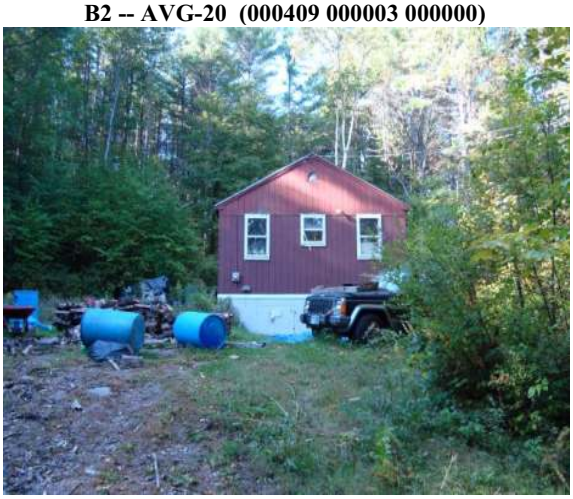
B2 -- AVG-20 (000407 000016 000000)

B2 -- AVG-20 (000407 000162 000000)

B2 -- AVG-20 (000408 000056 000000)

B2 -- AVG-20 (000409 000003 000000)

B2 -- AVG-20 (000408 000029 000000)



B1 -- AVG-10 (000407 000189 000000)

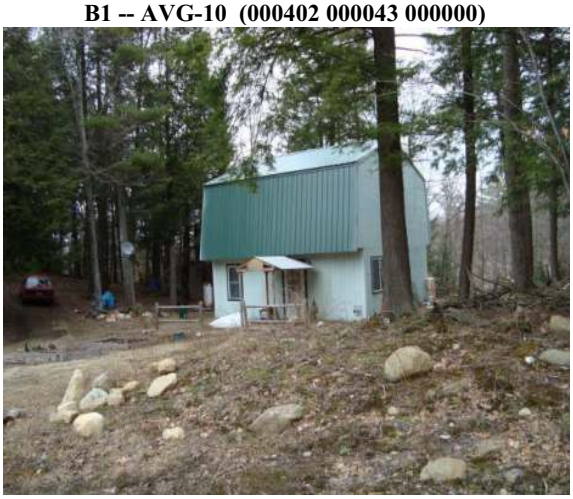
B1 -- AVG-10 (000407 000096 000000)

B1 -- AVG-10 (000407 000004 000002)

B1 -- AVG-10 (000402 000007 000000)

B1 -- AVG-10 (000402 000043 000000)

B1 -- AVG-10 (000405 000027 000000)



B1 -- AVG-10 (000406 000004 000000)

A0 -- AVG (000406 000033 000000)

A0 -- AVG (000405 000028 000000)

A0 -- AVG (000405 000006 000000)

A0 -- AVG (000407 000039 000000)

A0 -- AVG (000402 000004 000000)

A1 -- AVG+10 (000407 000130 000000)

A1 -- AVG+10 (000407 000045 000000)

A1 -- AVG+10 (000405 000007 000000)

A1 -- AVG+10 (000405 000040 000000)

A1 -- AVG+10 (000409 000045 000000)

A2 -- AVG+20 (000407 000004 000000)

A2 -- AVG+20 (000406 000031 000000)

A2 -- AVG+20 (000402 000038 000000)

A2 -- AVG+20 (000402 000039 000000)

A2 -- AVG+20 (000402 000042 000000)

A2 -- AVG+20 (000407 000048 000000)

A2 -- AVG+20 (000407 000041 000000)

A2 -- AVG+20 (000407 000023 000001)

A2 -- AVG+20 (000407 000052 000000)

A2 -- AVG+20 (000407 000074 000001)

A3 -- AVG+30 (000408 000018 000002)

A3 -- AVG+30 (000407 000007 000000)

A3 -- AVG+30 (000407 000050 000000)

A3 -- AVG+30 (000402 000051 000000)

A3 -- AVG+30 (000402 000060 000100)

A3 -- AVG+30 (000403 000002 000000)

A3 -- AVG+30 (000403 000008 000001)

A3 -- AVG+30 (000405 000023 000003)

A4 -- EXC (000407 000114 000000)

A4 -- EXC (000407 000117 000000)

Town Of

GILSUM

Cheshire County
New Hampshire

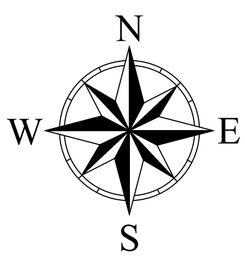
A NEIGHBORHOOD AND SALES MAP 2019

LEGEND

NEIGHBORHOODS

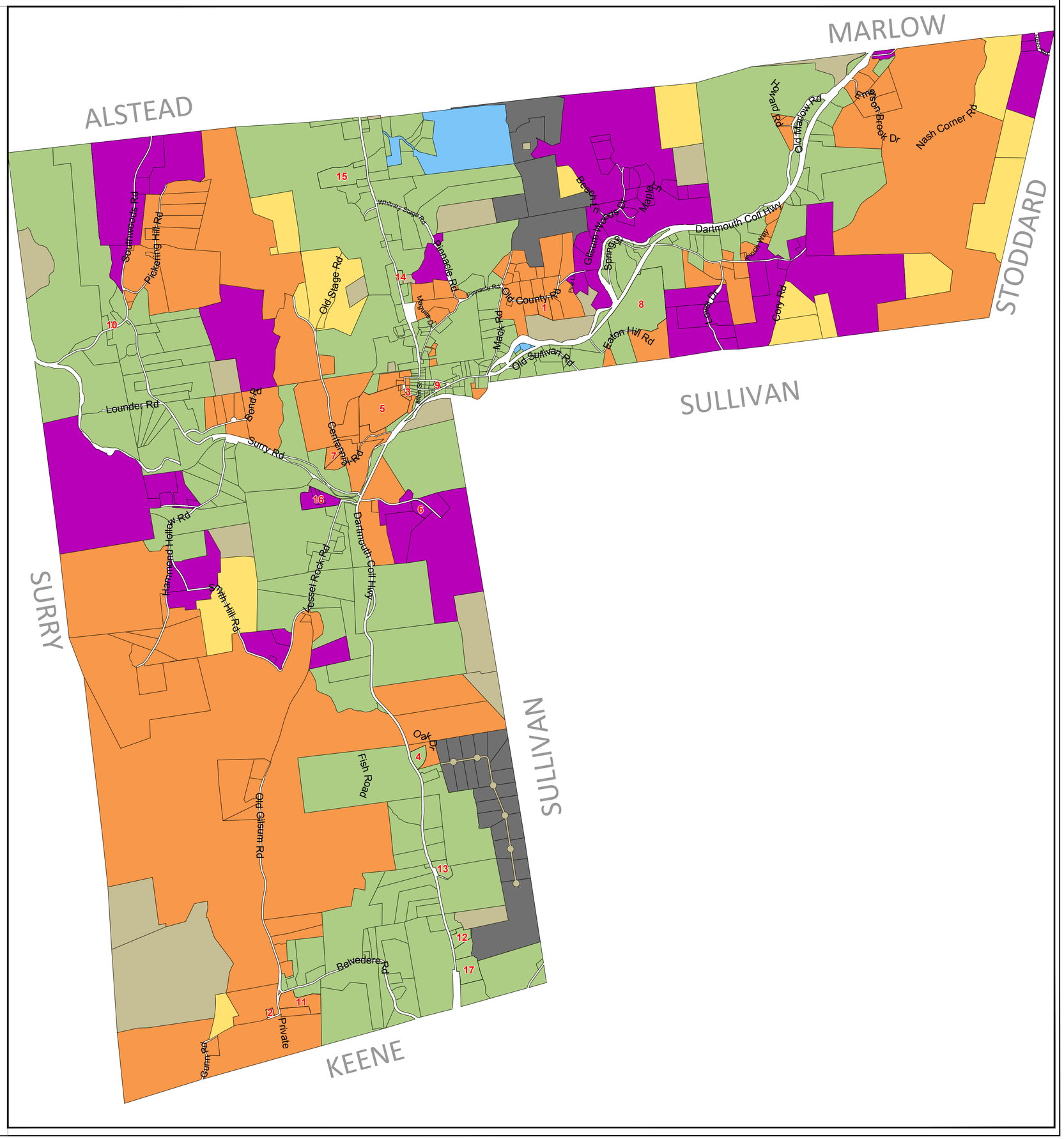
- AVERAGE -40%
- AVERAGE -30%
- AVERAGE -20%
- AVERAGE -10%
- AVERAGE
- AVERAGE +10%
- BACKLAND

1-17 SALE ID #



Terra-Map
A Division Of
Avitar Associates of New England, Inc.

Map information was taken from GRANIT with some info added by Terra-Map. Sale information was acquired from Avitar.



SALE ID #	PID	DATED	BOOK	PAGE	QUAL		PRICE	GRANTOR
1	000407000085000000	2017-05-24	2986	538	Q	$	40,000.00	CASTOR, DONALD R
2	000405000007000000	2017-06-02	2994	754	Q	$	150,000.00	SYMONDS, GARY S
3	000407000045000000	2017-06-17	2992	1163	Q	$	97,000.00	CANTRELL, CHERYL A
4	000406000033000000	2017-06-26	2990	255	Q	$	171,900.00	HARPET, ALLEN & CHERYL LEE
5	000407000039000000	2017-06-29	2990	1120	Q	$	159,000.00	SANDERS, CRAIG T
6	000407000189000000	2017-06-30	2991	248	Q	$	101,600.00	JAMES JACKSON, TRUSTEE
7	000407000016000001	2017-11-02	3006	839	Q	$	131,000.00	MORRIS, BRENNA T.
8	000407000151000000	2018-01-02	3013	36	Q	$	318,000.00	WOODBURY, RICHARD W & WOODBURY, LOIS
9	000407000130000000	2018-01-22	3014	1061	Q	$	153,000.00	BECKER-WHYTE,EMILY
10	000402000004000000	2018-07-03	3031	59	Q	$	135,000.00	BEAM, JASON C.
11	000405000006000000	2018-08-08	3035	1227	Q	$	188,000.00	MERCHANT, ROBERT D
12	000405000045000000	2018-08-09	3036	220	Q	$	270,000.00	BARDWELL, VERNON R. JR.
13	000405000040000000	2018-09-14	3040	522	Q	$	239,000.00	HANSEN, TREVOR
14	000408000031000000	2018-09-27	3041	923	Q	$	195,500.00	MOONEY, DANIEL P
15	000408000009000000	2018-11-20	3047	709	Q	$	219,000.00	POLYI, THOMAS M
16	000407000004000000	2018-11-30	3048	620	Q	$	252,000.00	COOK, ROBERT
17	000405000046000000	2019-05-23	3065	826	Q	$	244,933.00	BARDWELL JR., VERNON R