



INTER-OFFICE MEMORANDUM  
FROM THE DESK OF  
ANGELA L. SILVA, ASSESSOR

TO: WILLIAM MANZI, TOWN MANAGER &  
BOARD OF SELECTMEN

DATE: DECEMBER 14, 2020

SUBJECT: 2020 EQUALIZATION MUNICIPAL ASSESSMENT DATA CERTIFICATE

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Every year the State of NH requires the Assessor's Office to fill out a Ratio Study of Sales that occurred between October 1<sup>st</sup> of the previous year to September 30<sup>th</sup> of the current year.

I have filled this out and double checked it. Right now it looks like we will be at 89%. This means our new assessed values, on average, are running about 89% of what properties are selling for. They may however disagree with some of my decisions to keep in or to exclude sales; therefore, this number could change, usually by only 1 digit, if it does.

Attached are the analysis summaries.

If you have any questions, please feel free to contact me.

2020  
EQUALIZATION  
MUNICIPAL ASSESSMENT DATA  
CERTIFICATE



MUNICIPALITY: Seabrook

We the undersigned do hereby certify that the assessment and sales information provided by us on the NH Mosaic Equalization System has been thoroughly reviewed by this Board and is complete and accurate to the best of our knowledge.

We understand that this information will be used by the NH Department of Revenue Administration to calculate the municipality's equalization ratio. The equalization ratio will be used to calculate the total equalized valuation for this municipality.

SIGNATURE OF ASSESSING OFFICIALS  
*(Selectmen if Town; must be signed by a majority)*  
*(Assessor if City)*

DATE

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
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NAME OF CONTACT PERSON: Angela Silva  
OFFICE PHONE NUMBER: 603-474-7966  
*(Note: If your office keeps irregular hours, please provide an alternate means of contacting you.)*

EMAIL: asilva@SeabrookNH.org  
OFFICE HOURS: 7:30-4, weds til 5:30  
Fri til noon

*(Please check appropriate box, if applicable)*

- Full Reval
- Cyclical Reval  
*(values updated)*
- Cyclical In Progress
- Partial
- Update/  
Statistical

NAME OF COMPANY DOING REVALUATION WORK: done in-house  
*(Please state if done in-house)*

COMMENTS: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please sign, scan, and upload this page to <https://ratiostudy.org/>



# 2020 Trial Ratio Study Report

12/14/2020 2:24:28 PM

Town Name: Seabrook, Rockingham County

Use Code: AA - Any & All

Date Range: 10-01-2019 through 09-30-2020

**NOT FOR PUBLICATION**

*Ratios were created using stipulated year assessments.*

## Summary of Codes Used

<b>Group Class:</b> AA - Any & All	<b>Property Codes:</b> 11 = Single Family Home 12 = Multi Family 2-4 Units 14 = Single Res Condo Unit 15 = Res Condo 2-4 Unit Bldg 17 = Mfg Housing With Land 18 = Mfg Housing Without Land 22 = Residential Land 23 = Commercial Land 33 = Commercial L&B 34 = Industrial L&B 35 = Mixed Use Res/Cmcl L&B 44 = Commercial Condo
<b>Modifier Codes:</b> 00 = No Modifier Code 70 = Waterfront 71 = Water Access 73 = Waterfront Influence	<b>Special Codes:</b> 00 = No Special Code

## Indicated Ratio / Weighted Mean

Year	2020	2019	2018
Indicated Ratio	89.2	92	91.5
Weighted Mean	89.2	92	91.5

## Basic Statistics Section (Not Trimmed)

Sales In Date Range	Sales Used	Results
Total: 183 XX Moved: 0 Sales w/PA34: 110 %Sales w/PA34: 60.1%	Total Strata: 183 Sales Used: 129 %Sales Used: 70.5% Sales Used w/PA34: 78 %Sales Used w/PA34: 60.5%	%Mean: 89.2% %Median: 89.5% %WtMean: 89.3% COD (Median): 7.0 PRD: 1.00 Median Selling Price: \$326,000 Median Assessed Value: \$276,800

## Extended Statistics Section (Trimmed)

<b>Town Code:</b> 193	<b>Weighted Mean:</b> 89.2	<b>COD:</b> 6.8	<b>PRD:</b> 1.00
<b>Valid Sales:</b> 129	<b>Wt.Mean Lo 90%CI:</b> 87.5	<b>COD Lo 90%CI:</b> 6	<b>PRD Lo 90%CI:</b> 0.98
<b>Trimmed:</b> 1	<b>Wt.Mean Up 90%CI:</b> 90.7	<b>COD Up 90%CI:</b> 7.7	<b>PRD Up 90%CI:</b> 1.01
<b>Untrimmed:</b> 128	<b>Median Ratio:</b> 89.5	<b>Weighted COD:</b> 6.6	<b>COV:</b> 9.1



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2 of 11

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Trim Factor:	3	Median Lo 90%CI:	88.4	Med. Abs. Dev.:	7	25th Percentile:	83.5
Lo Trim Point:	69.9	Median Up 90%CI:	90.2	Med % Dev.:	7.8	75th Percentile:	93.6
Up Trim Point:	117.1	Mean Ratio:	88.9	Coef. Conc. 10%:	80.6	Broaden Median:	89.5
Min Ratio:	69.9	Mean Lo 90%CI:	87.7	Coef. Conc. 15%:	91.5	Geometric Mean:	88.5
Max Ratio:	129	Mean Up 90%CI:	90	Coef. Conc. 20%:	97.7	Harmonic Mean:	88.1
Min Sale \$:	\$49,000	Avg. Sale Price:	\$369,352	Coef. Conc. 50%:	100	Std. Deviation:	8.1
Max Sale \$:	\$3,500,000	Avg. Appraised Val:	\$329,603	Coef. Conc. 100%:	100	Normality Test:	Reject

*The general descriptive and median ratio statistics are not trimmed of outliers and are based on all valid sales in the sample.*

### Summary of Exclusion Codes Used

Codes	Description	Count	%Excluded	%Strata
11	Property Sold Not Separately Assessed	2	3.7	1.6
13	Improvements +/- (Post Sale/PreAssmt) - Be	1	1.9	0.8
14	Improvements +/- (Post Assmt/Pre Sale)	4	7.4	3.1
15	Improvements +/- Incomplete at Assmt date	1	1.9	0.8
22	Indeterminate Price/Consideration	1	1.9	0.8
24	Sale Between owners of Abutting Prop	5	9.3	3.9
25	Insufficient market Exposure	4	7.4	3.1
27	Less than 100% Interest Transferred	2	3.7	1.6
33	Landlord/Tenant as Grantor/Grantee	4	7.4	3.1
35	Government Agency as Grantor/Grantee	1	1.9	0.8
37	Financial Entity as Grantor/Grantee	2	3.7	1.6
38	Family/Relatives/Affil as Grantor/Grantee	10	18.5	7.8
40	Business Affiliates as Grantor/Grantee	6	11.1	4.7
47	Other Sale of Convenience	1	1.9	0.8
51	Foreclosure	1	1.9	0.8
52	Other Forced Sale	1	1.9	0.8
66	Complex Commercial Sale	1	1.9	0.8



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81	Estate Sale With Fiduciary Covenants	7	13.0	5.4
		<b>54</b>	<b>100.4</b>	<b>42.3</b>

Included Sales										
Verno	Book Page	Sale Price	Assessed Value	Ratio	PC	MC	SC	Trim	Notes	
2	6042-0660	\$1,318,000	\$949,000	72	11	73				
6	6043-0288	\$314,933	\$276,800	87.9	11					
7	6043-0715	\$50,000	\$48,100	96.2	18	73				
8	6043-0920	\$2,250,267	\$2,183,000	97	11	70				
14	6045-1423	\$112,000	\$106,300	94.9	18					
16	6045-2176	\$354,000	\$320,100	90.4	14					
20	6046-2823	\$345,000	\$345,400	100.1	14					
21	6047-0192	\$336,000	\$307,300	91.5	14					
23	6047-1292	\$106,000	\$90,400	85.3	18					
29	6047-1742	\$80,000	\$67,000	83.8	18	73				
35	6050-0594	\$510,000	\$458,000	89.8	11					
37	6051-0123	\$225,000	\$181,700	80.8	17					
38	6051-2850	\$65,000	\$56,800	87.4	18					
40	6052-2373	\$103,533	\$93,400	90.2	18					
41	6052-2393	\$159,933	\$139,600	87.3	18					
45	6053-0836	\$1,325,200	\$1,267,500	95.6	33					
50	6055-0938	\$900,000	\$646,200	71.8	11	70				
51	6055-1370	\$725,000	\$670,500	92.5	22	73				
53	6055-2515	\$349,933	\$315,200	90.1	14					
65	6059-2713	\$375,067	\$335,700	89.5	11					
66	6060-0435	\$320,000	\$268,500	83.9	14					
72	6060-0932	\$62,533	\$80,700	129	18			Yes		
73	6060-0937	\$75,000	\$67,400	89.9	18					
90	6063-2275	\$425,000	\$391,600	92.1	14					



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Verno	Book Page	Sale Price	Assessed Value	Ratio	PC	MC	SC	Trim	Notes
91	6064-0698	\$309,000	\$270,200	87.4	14				
92	6064-1260	\$410,000	\$400,100	97.6	11				
93	6064-1558	\$180,000	\$163,400	90.8	18				
97	6065-1574	\$340,000	\$308,300	90.7	14				
100	6066-1015	\$580,000	\$634,400	109.4	11	73			
104	6067-0471	\$470,000	\$413,400	88	11				
105	6067-2714	\$245,000	\$219,100	89.4	17				
107	6068-2459	\$384,933	\$336,200	87.3	14				
114	6070-0303	\$119,000	\$85,700	72	18				
116	6070-2836	\$403,000	\$370,200	91.9	11				
118	6071-0001	\$109,933	\$106,600	97	22				
119	6071-0080	\$340,000	\$309,500	91	14				
121	6071-1719	\$419,000	\$412,400	98.4	14				
125	6072-0809	\$155,000	\$181,500	117.1	22				
130	6073-0146	\$120,000	\$103,300	86.1	18				
133	6073-2282	\$89,000	\$77,400	87	18				
137	6074-1596	\$400,000	\$339,100	84.8	11				
138	6074-2338	\$668,400	\$591,500	88.5	11	73			
140	6074-2930	\$49,000	\$49,700	101.4	18	73			
143	6075-2350	\$90,600	\$81,900	90.4	18				
152	6077-0126	\$473,000	\$408,600	86.4	11				
155	6078-0254	\$381,733	\$340,400	89.2	14				
156	6078-1067	\$334,000	\$298,300	89.3	14				
167	6082-0890	\$500,000	\$484,700	96.9	11				
168	6083-0691	\$72,533	\$65,800	90.7	18				
169	6083-0986	\$78,000	\$61,900	79.4	18	73			



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174	6085-2001	\$160,000	\$145,700	91.1	18				
179	6085-2767	\$279,000	\$268,000	96.1	11				
182	6086-1798	\$350,933	\$314,100	89.5	14				
191	6090-0283	\$453,533	\$422,900	93.2	11				
195	6090-2093	\$3,500,000	\$3,245,400	92.7	23				
200	6091-2615	\$475,000	\$447,900	94.3	14				
201	6092-1739	\$829,000	\$709,200	85.6	11	73			
206	6093-0496	\$65,000	\$63,000	96.9	18				
208	6093-2365	\$440,933	\$405,900	92	11				
211	6094-0700	\$190,000	\$168,100	88.5	17				
212	6094-0854	\$106,000	\$106,600	100.6	14	73			
218	6095-1129	\$432,000	\$390,600	90.4	11				
219	6095-1913	\$364,933	\$330,600	90.6	14				
220	6096-0354	\$400,000	\$353,700	88.4	11				
221	6096-1102	\$107,000	\$95,100	88.9	18				
223	6097-0261	\$149,933	\$122,500	81.7	18				
224	6098-2647	\$325,000	\$291,400	89.7	14				
226	6099-2918	\$326,000	\$252,800	77.6	11				
233	6102-2851	\$367,000	\$356,600	97.2	33				
234	6103-1135	\$393,000	\$334,300	85.1	14				
238	6106-2462	\$405,000	\$380,100	93.8	11				
245	6110-2610	\$389,000	\$375,000	96.4	11				
249	6112-0193	\$424,933	\$408,200	96.1	11				
252	6113-0788	\$387,533	\$376,900	97.3	14				
253	6113-2221	\$310,000	\$230,800	74.4	11				
255	6114-0311	\$70,000	\$57,400	82	18				



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260	6116-1290	\$330,000	\$274,800	83.3	14				
261	6116-2332	\$396,533	\$358,900	90.5	14				
273	6119-2717	\$284,000	\$271,600	95.6	14				
275	6120-0708	\$175,000	\$157,000	89.7	44				
277	6120-1154	\$395,000	\$327,400	82.9	11				
284	6123-0557	\$635,000	\$586,000	92.3	11	73			
285	6123-0760	\$124,000	\$110,100	88.8	18				
286	6123-1818	\$325,000	\$331,100	101.9	14				
287	6123-2773	\$364,933	\$331,900	91	14				
292	6127-0973	\$120,000	\$106,600	88.8	14	73			
296	6129-1193	\$125,533	\$90,900	72.4	14				
305	6131-2914	\$537,000	\$448,500	83.5	11				
306	6131-2928	\$781,400	\$731,300	93.6	11	73			
311	6135-0804	\$155,000	\$154,200	99.5	11				
312	6136-0295	\$655,000	\$605,900	92.5	11	73			
313	6136-0328	\$519,000	\$420,700	81.1	11				
315	6137-1431	\$100,000	\$92,300	92.3	18				
320	6139-0043	\$61,000	\$63,200	103.6	18				
321	6139-0952	\$271,200	\$219,900	81.1	11				
326	6139-2395	\$70,000	\$62,900	89.9	18				
327	6139-2466	\$520,000	\$418,000	80.4	11				
329	6141-1948	\$441,533	\$382,600	86.6	11				
332	6142-1303	\$83,000	\$67,300	81.1	11				
335	6142-2940	\$335,933	\$260,300	77.5	14				
343	6145-0179	\$101,200	\$80,600	79.6	18				
345	6145-1282	\$440,000	\$352,700	80.2	11				





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346	6145-1455	\$470,000	\$356,000	75.7	11				
349	6146-1421	\$475,000	\$390,000	82.1	11				
350	6146-2167	\$524,933	\$418,500	79.7	11				
366	6151-2521	\$58,933	\$50,500	85.7	18	73			
373	6152-2412	\$360,000	\$291,900	81.1	11				
376	6154-0258	\$255,000	\$259,800	101.9	12				
377	6154-0499	\$149,933	\$132,500	88.4	18				
379	6154-0888	\$122,000	\$104,300	85.5	18				
382	6156-1785	\$189,933	\$162,400	85.5	18				
383	6156-2806	\$226,600	\$188,700	83.3	11				
385	6157-2161	\$140,333	\$159,500	113.7	18				
387	6158-0688	\$181,000	\$178,600	98.7	18				
390	6159-2321	\$399,933	\$376,900	94.2	14				
391	6159-2931	\$118,000	\$100,500	85.2	14	73			
392	6160-0005	\$87,000	\$67,600	77.7	18				
401	6087-1331	\$100,000	\$69,900	69.9	18				
402	6161-2971	\$745,000	\$680,600	91.4	11	73			
406	6163-1556	\$62,000	\$55,000	88.7	18				
408	6163-2401	\$112,333	\$107,700	95.9	18				
410	6164-2529	\$123,000	\$91,600	74.5	14				
411	6165-1659	\$303,000	\$237,600	78.4	14				
413	6167-1305	\$199,933	\$166,500	83.3	18				
416	6168-0259	\$575,000	\$521,300	90.7	12	73			
420	6169-0683	\$80,000	\$63,500	79.4	18				
421	6169-1269	\$400,000	\$332,600	83.2	11				
423	6169-2142	\$825,133	\$652,200	79	12	73			



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426	6170-1322	\$1,400,000	\$1,314,400	93.9	11	70			

## Excluded Sales

Verno	Book Page	Sale Price	Assessed Vaue	Ratio	PC	MC	SC	EX	Notes
3	6042-2155	\$38,533	\$61,600	159.9	18			25	Insufficient market Exposure not on mls, doesn't appear to have been on the market, outlier ratio 1.60
9	6045-0047	\$160,000	\$139,100	86.9	22			33	Landlord/Tenant as Grantor/Grantee tenant buys land from site owner
11	6045-0387	\$5,250,000	\$2,246,700	42.8	33			22	Indeterminate Price/Consideration sale incl FFE, and Best Western franchise
19	6046-1832	\$162,000	\$126,900	78.3	22			40	Business Affiliates as Grantor/Grantee buyer has purch a few lots from seller
46	6053-1355	\$420,000	\$423,200	100.8	33			40	Business Affiliates as Grantor/Grantee SAME DOCTORS (VETS), SALE OF BLDG AND LEASEBACK
47	6054-1547	\$40,000	\$18,400	46	22	73		24	Sale Between owners of Abutting Prop VAC LOT ABUTTS HIS HOUSE, HE PURCH HOUSE LOT FROM THIS PERSON ALSO
52	6055-1790	\$118,000	\$147,300	124.8	44			40	Business Affiliates as Grantor/Grantee SELLER IS MORTGAGE HOLDER
55	6056-0436	\$85,000	\$135,000	158.8	17			47	Other Sale of Convenience MOST LIKELY WILL BE THROWN OUT AS AN OUTLIER
58	6057-1977	\$185,000	\$158,200	85.5	18			52	Other Forced Sale MOTHER DIES, SEPT 2019, DAUGHTER WHO LIVES IN LAWRENCE AND IS SUCCESSOR TRUSTEE SELLS WITHIN 2 MONTHS (SEE DEED FOR DEATH), WAS ON THE MARKET THOUGH
60	6058-0477	\$20,000	\$5,200	26	18			33	Landlord/Tenant as Grantor/Grantee PARK OWNER BUYS FROM ESTATE OF TENANT
67	6060-0560	\$363,000	\$357,600	98.5	35			40	Business Affiliates as Grantor/Grantee SELLER IS MORTG HOLDER
76	6061-2977	\$351,000	\$303,900	86.6	11			81	Estate Sale With Fiduciary Covenants fiduciary deed
84	6063-0742	\$79,000	\$78,100	98.9	18			81	Estate Sale With Fiduciary Covenants
88	6063-1831	\$188,000	\$244,100	129.8	17			37	Financial Entity as Grantor/Grantee
94	6065-0664	\$100,000	\$161,300	161.3	22			38	Family/Relatives/Affil as Grantor/Grantee NOT ON MARKET, SPOKE TO BUYER, HIS WIFE'S FRIEND/ACQUAINTANCE, THEY USED TO WORK TOGETHER
98	6065-2751	\$171,000	\$147,800	86.4	14			38	Family/Relatives/Affil as Grantor/Grantee BROTHER BUYS OUT SIBLINGS



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106	6068-0413	\$260,000	\$243,600	93.7	12			13	Improvements +/- (Post Sale/PreAssmt) - Be SEE ABOVE, SALE INCL RANCH AND MH, RANCH HAS BEEN GUTTED, FOR 4/1/2020, MH HAS BEEN REMOVED AND FOUNDATION ADDED FOR NEW 2ND STRUCTURE. SO 2019 VALUE DOES NO INCLUDE THE MH, AND 2020 VALUE HAS GUTTED RANCH AND FOUND FOR NEW HOME
108	6068-2532	\$190,800	\$196,700	103.1	11			51	Foreclosure
109	6069-0039	\$35,000	\$95,100	271.7	18			40	Business Affiliates as Grantor/Grantee RUSTY GATE HAS PURCH AS MANY AS 5 MH'S IN THIS PARK AND REMODELLED THEM (WITHOUT PERMITS) AND RESOLD, AS HE DID THIS ONE.
127	6072-1143	\$135,000	\$144,500	107	18			81	Estate Sale With Fiduciary Covenants fiduciary DEED
136	6074-1201	\$240,000	\$257,500	107.3	11			24	Sale Between owners of Abutting Prop
139	6074-2366	\$12,000	\$312,800	2606.7	11			11	Property Sold Not Separately Assessed LOT LINE ADJ
144	6075-2685	\$181,667	\$596,900	328.6	11	73		27	Less than 100% Interest Transferred
173	6084-2943	\$625,000	\$774,600	123.9	44			38	Family/Relatives/Affil as Grantor/Grantee buyers are friends of sellers
178	6085-2066	\$3,000,000	\$2,120,500	70.7	34			40	Business Affiliates as Grantor/Grantee buyer is 1 of tenants
180	6086-0945	\$170,000	\$213,100	125.4	11			27	Less than 100% Interest Transferred 1 sibling bought out other 2
181	6086-1329	\$203,000	\$196,700	96.9	11			37	Financial Entity as Grantor/Grantee
225	6099-1829	\$49,000	\$53,300	108.8	18			33	Landlord/Tenant as Grantor/Grantee BUYER IS LANDLORD, SMALL TRAILER PARK
232	6102-1108	\$300,000	\$279,600	93.2	11			38	Family/Relatives/Affil as Grantor/Grantee
241	6108-0767	\$2,000,000	\$1,656,200	82.8	33			25	Insufficient market Exposure NOT ON MARKET, BUYER APPROACHED OWNER AND MADE AN UNREFUSABLE OFFER, SELLER TOLD ME
243	6110-1659	\$375,000	\$366,000	97.6	14			38	Family/Relatives/Affil as Grantor/Grantee both have last name Brooks, not on market
257	6114-1799	\$28,000	\$46,000	164.3	18			24	Sale Between owners of Abutting Prop this buyer purchases older mh's in this park and remodels them w/o permits, most likely a cash sale, was on the market for 49K for only 6 days, must've been a desperate seller in my opinion, most likely will also be an outlier
258	6115-0603	\$80,000	\$108,000	135	18			33	Landlord/Tenant as Grantor/Grantee GRANTEE OWNS PARK, HE SAYS POOR CONDITION, NEEDED WORK, ALSO HE SAID HE PAID \$80,000



## 2020 Trial Ratio Study Report

10 of 11

12/14/2020 2:24:28 PM

Town Name: Seabrook, Rockingham County

Use Code: AA - Any & All

Date Range: 10-01-2019 through 09-30-2020

**NOT FOR PUBLICATION**

*Ratios were created using stipulated year assessments.*

### Excluded Sales

Verno	Book Page	Sale Price	Assessed Vaue	Ratio	PC	MC	SC	EX	Notes
279	6121-0001	\$112,533	\$102,000	90.6	22			24	Sale Between owners of Abutting Prop
280	6121-0955	\$20,000	\$88,900	444.5	18	71		14	Improvements +/- (Post Assmt/Pre Sale) seller sells MH only to Samantha Tessier, not on lot on 4/1/2020, will be a seperate tax bill also as the owners are different from the land owners
291	6127-0529	\$100,000	\$80,000	80	18			81	Estate Sale With Fiduciary Covenants prob docket 318-2020-et-00714 as shown on deed
297	6129-2009	\$210,000	\$313,800	149.4	11			38	Family/Relatives/Affil as Grantor/Grantee this has to be a family sale, although I haven't talked to anybody directly, mother just died in March, house is in good condition bec I have been in it maybe 5 years ago, not on mls
301	6131-0430	\$2,200,000	\$8,602,700	391	23			11	Property Sold Not Separately Assessed this sale is for a piece of land that is part of this larger parcel, not separately assessed in 2020
310	6134-0461	\$460,000	\$402,500	87.5	11			25	Insufficient market Exposure NEVER ON MARKET, SELLER SELLS TO PERSON IN NEIGHBORHOOD. WHOM RENTED IN NEIGHBORHOOD.
314	6136-2676	\$150,000	\$171,900	114.6	17			38	Family/Relatives/Affil as Grantor/Grantee BUYER AND SELLER ARE FRIENDS, CASH SALE,
318	6138-0932	\$375,000	\$260,700	69.5	11			14	Improvements +/- (Post Assmt/Pre Sale) NEW HOME MODULAR, UC75 ON APR 1ST
323	6139-1710	\$350,000	\$308,600	88.2	11			38	Family/Relatives/Affil as Grantor/Grantee NOT ON MARKET, BUYER AND SELLER ARE FRIENDS
334	6142-2219	\$118,000	\$159,100	134.8	18			81	Estate Sale With Fiduciary Covenants
337	6143-2489	\$98,000	\$149,200	152.2	17			35	Government Agency as Grantor/Grantee IRS SELLS PROPERTY AT AUCTION FOR BACK TAXES
341	6144-1642	\$615,000	\$185,900	30.2	11			15	Improvements +/- Incomplete at Assmt date NEW HOUSE FOUNDATION ONLY ON 4/1/2020
342	6144-2218	\$79,933	\$71,200	89.1	18			25	Insufficient market Exposure PRIVATE SALE, NOT ON MLS, SELLER DIED JUNE 2020, HIS DAUGHTER OR SUCCESSOR TTEE SOLD TO A FRIEND
351	6146-2707	\$360,000	\$506,000	140.6	15			38	Family/Relatives/Affil as Grantor/Grantee BUYER IS wife'S MOM & DAD
374	6152-2432	\$275,067	\$231,100	84	11			81	Estate Sale With Fiduciary Covenants FIDUCIARY DEED
386	6158-0163	\$6,059,733	\$3,695,400	61	33			66	Complex Commercial Sale sales of storage unit complex, business value included
417	6168-0531	\$710,000	\$655,400	92.3	11	73		24	Sale Between owners of Abutting Prop



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## Excluded Sales

Verno	Book Page	Sale Price	Assessed Vaue	Ratio	PC	MC	SC	EX	Notes
418	6168-1039	\$550,000	\$496,200	90.2	12	73		81	Estate Sale With Fiduciary Covenants 50% of sale, 1 of the deeds, there are 2 deeds 50% ea, says fiduciary
424	6169-2877	\$402,533	\$154,400	38.4	14			14	Improvements +/- (Post Assmt/Pre Sale) new condex for 2021, not started 4/1/2020
427	6170-1847	\$402,600	\$154,400	38.4	14			14	Improvements +/- (Post Assmt/Pre Sale) new condo, not started yet on 4/1/2020
430	6172-0566	\$140,000	\$162,000	115.7	11			38	Family/Relatives/Affil as Grantor/Grantee buyer and seller are friends