

Marketing History
of "Typical" Three Bedroom Ranches in Portsmouth

1 Year	2 Median Sale Price	3 % Change	4 No. of Sales	5 Median Asking	6 % Change	7 Ratio Sale to Ask	8 Mean D O M	9 % Change
1989	\$126,500	--	16	\$130,950	--	96.6%	110	--
1990	\$119,895	-5.2%	20	\$125,250	-4.4%	95.7%	144	30.3%
1991	\$115,000	-4.1%	19	\$120,000	-4.2%	95.8%	129	-10.6%
1992	\$110,000	-4.3%	9	\$115,000	-4.2%	95.7%	97	-24.7%
1993	\$119,900	9.0%	17	\$124,500	8.3%	96.3%	123	26.8%
1994	\$108,650	-9.4%	20	\$112,450	-9.7%	96.6%	65	-47.1%
1995	\$109,950	1.2%	32	\$113,900	1.3%	96.5%	119	83.2%
1996	\$112,400	2.2%	20	\$115,200	1.1%	97.6%	64	-46.5%
1997	\$113,450	0.9%	28	\$115,950	0.7%	97.8%	86	35.5%
1998	\$133,500	17.7%	25	\$135,000	16.4%	98.9%	61	-29.1%
1999	\$144,200	8.0%	28	\$144,950	7.4%	99.5%	31	-48.7%
2000	\$168,500	16.9%	16	\$169,900	17.2%	99.2%	60	89.9%
2001	\$182,000	8.0%	22	\$184,700	8.7%	98.5%	38	-35.4%
2002	\$210,000	15.4%	29	\$214,000	15.9%	98.1%	59	53.4%
2003	\$241,750	15.1%	34	\$249,450	16.6%	96.9%	67	12.8%
2004	\$256,250	6.0%	26	\$262,400	5.2%	97.7%	43	-35.3%
2005	\$264,900	3.4%	19	\$274,000	4.4%	96.7%	49	13.0%
2006	\$280,000	5.7%	19	\$289,900	5.8%	96.6%	81	66.7%
2007	\$261,000	-6.8%	14	\$276,500	-4.6%	94.4%	96	18.3%
2008	\$260,000	-0.4%	21	\$274,900	-0.6%	94.6%	69	-28.3%
Entire Sample	\$149,500		434	\$153,950		97.1%	77	
<i>1989-1997 Only</i>	<i>\$115,000</i>		<i>181</i>	<i>\$119,900</i>		<i>95.9%</i>	<i>104</i>	
<i>1998-2008 Only</i>	<i>\$215,000</i>		<i>232</i>	<i>\$219,900</i>		<i>97.8%</i>	<i>57</i>	

Comments for each column

- 1 Calendar year studied
- 2 Median price of existing 3 BR ranch sale in Portsmouth. Excludes split-foyer, bi-level, raised and tri-level ranches (based upon sales reported in local MLS)
- 3 Percent change, year to year, of median sales price
- 4 Number of sales studied (excludes homes with abnormal acreage, homes in high priced neighborhoods and homes with 3rd BR in basement or "in-law" apartment)
- 5 Median asking price
- 6 Percent change, year to year, of median asking price
- 7 Ratio of median sale price to median asking price
- 8 Average (mean) days on market (excludes change in Realtor, etc.)
- 9 Percent change, year to year, of average days on market