

# New Hampshire

# 1997

Issued December 1999

EC97F53A-NH

## 1997 Economic Census

*Real Estate and Rental and Leasing*

Geographic Area Series



## U S C E N S U S B U R E A U

*Helping You Make Informed Decisions*

U.S. Department of Commerce  
Economics and Statistics Administration  
U.S. CENSUS BUREAU



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# Introduction to the Economic Census

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## PURPOSES AND USES OF THE ECONOMIC CENSUS

The economic census is the major source of facts about the structure and functioning of the Nation's economy. It provides essential information for government, business, industry, and the general public. Title 13 of the United States Code (Sections 131, 191, and 224) directs the Census Bureau to take the economic census every 5 years, covering years ending in 2 and 7.

The economic census furnishes an important part of the framework for such composite measures as the gross domestic product estimates, input/output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions. Specific uses of economic census data include the following:

- Policymaking agencies of the Federal Government use the data to monitor economic activity and assess the effectiveness of policies.
- State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.
- Trade associations study trends in their own and competing industries, which allows them to keep their members informed of market changes.
- Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

## ALL-NEW INDUSTRY CLASSIFICATIONS

Data from the 1997 Economic Census are published primarily on the basis of the North American Industry Classification System (NAICS), unlike earlier censuses, which were published according to the Standard Industrial Classification (SIC) system. NAICS is in the process of being adopted in the United States, Canada, and Mexico. Most economic census reports cover one of the following NAICS sectors:

21	Mining
22	Utilities
23	Construction
31-33	Manufacturing
42	Wholesale Trade
44-45	Retail Trade
48-49	Transportation and Warehousing
51	Information

52	Finance and Insurance
53	Real Estate and Rental and Leasing
54	Professional, Scientific, and Technical Services
55	Management of Companies and Enterprises
56	Administrative and Support and Waste Management and Remediation Services
61	Educational Services
62	Health Care and Social Assistance
71	Arts, Entertainment, and Recreation
72	Accommodation and Foodservices
81	Other Services (except Public Administration)

(Not listed above are the Agriculture, Forestry, Fishing, and Hunting sector (NAICS 11), partially covered by the census of agriculture conducted by the U.S. Department of Agriculture, and the Public Administration sector (NAICS 92), covered by the census of governments conducted by the Census Bureau.)

The 20 NAICS sectors are subdivided into 96 subsectors (three-digit codes), 313 industry groups (four-digit codes), and, as implemented in the United States, 1170 industries (five- and six-digit codes).

## RELATIONSHIP TO SIC

While many of the individual NAICS industries correspond directly to industries as defined under the SIC system, most of the higher level groupings do not. Particular care should be taken in comparing data for retail trade, wholesale trade, and manufacturing, which are sector titles used in both NAICS and SIC, but cover somewhat different groups of industries. The industry definitions discuss the relationships between NAICS and SIC industries. Where changes are significant, it will not be possible to construct time series that include data for points both before and after 1997.

For 1997, data for auxiliary establishments (those functioning primarily to manage, service, or support the activities of their company's operating establishments, such as a central administrative office or warehouse) will not be included in the sector-specific reports. These data will be published separately.

## GEOGRAPHIC AREA CODING

Accurate and complete information on the physical location of each establishment is required to tabulate the census data for the states, metropolitan areas (MAs), counties, parishes, and corporate municipalities including cities, towns, villages, and boroughs. Respondents were

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required to report their physical location (street address, municipality, county, and state) if it differed from their mailing address. For establishments not surveyed by mail (and those single-establishment companies that did not provide acceptable information on physical location), location information from Internal Revenue Service tax forms is used as a basis for coding.

## **BASIS OF REPORTING**

The economic census is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each store, factory, shop, or other location. Each establishment is assigned a separate industry classification based on its primary activity and not that of its parent company.

## **DOLLAR VALUES**

All dollar values presented are expressed in current dollars; i.e., 1997 data are expressed in 1997 dollars, and 1992 data, in 1992 dollars. Consequently, when making comparisons with prior years, users of the data should consider the changes in prices that have occurred.

All dollar values are shown in thousands of dollars.

## **AVAILABILITY OF ADDITIONAL DATA**

### **Reports in Print and Electronic Media**

All results of the 1997 Economic Census are available on the Census Bureau Internet site ([www.census.gov](http://www.census.gov)) and on compact discs (CD-ROM) for sale by the Census Bureau. Unlike previous censuses, only selected highlights are published in printed reports. For more information, including a description of electronic and printed reports being issued, see the Internet site, or write to U.S. Census Bureau, Washington, DC 20233-8300, or call Customer Services at 301-457-4100.

### **Special Tabulations**

Special tabulations of data collected in the 1997 Economic Census may be obtained, depending on availability of time and personnel, in electronic or tabular form. The data will be summaries subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) that govern the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief of the division named below, U.S. Census Bureau, Washington, DC 20233-8300. To discuss a special tabulation before submitting specifications, call the appropriate division:

Manufacturing and Construction Division 301-457-4673  
Service Sector Statistics Division 301-457-2668

## **HISTORICAL INFORMATION**

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1954, 1958, and 1963. Prior to that time, individual components of the economic census were taken separately at varying intervals.

The economic census traces its beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for the 1840 Decennial Census and subsequent censuses to include mining and some commercial activities. The 1905 Manufactures Census was the first time a census was taken apart from the regular decennial population census. Censuses covering retail and wholesale trade and construction industries were added in 1930, as were some covering service trades in 1933. Censuses of construction, manufacturing, and the other business service censuses were suspended during World War II.

The 1954 Economic Census was the first census to be fully integrated: providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. It was the first census to be taken by mail, using lists of firms provided by the administrative records of other Federal agencies. Since 1963, administrative records also have been used to provide basic statistics for very small firms, reducing or eliminating the need to send them census questionnaires.

The range of industries covered in the economic censuses expanded between 1967 and 1992. The census of construction industries began on a regular basis in 1967, and the scope of service industries, introduced in 1933, was broadened in 1967, 1977, and 1987. While a few transportation industries were covered as early as 1963, it was not until 1992 that the census broadened to include all of transportation, communications, and utilities. Also new for 1992 was coverage of financial, insurance, and real estate industries. With these additions, the economic census and the separate census of governments and census of agriculture collectively covered roughly 98 percent of all economic activity.

Printed statistical reports from the 1992 and earlier censuses provide historical figures for the study of long-term time series and are available in some large libraries. All of the census reports printed since 1967 are still available for sale on microfiche from the Census Bureau. CD-ROMs issued from the 1987 and 1992 Economic Censuses contain databases including nearly all data published in print, plus additional statistics, such as ZIP Code statistics, published only on CD-ROM.

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## SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1997 Economic Census and Related Statistics* at [www.census.gov/econguide](http://www.census.gov/econguide). More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1997 Economic Census* at [www.census.gov/econ/www/history.html](http://www.census.gov/econ/www/history.html).

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used with the 1997 Economic Census data:

A	Standard error of 100 percent or more.
D	Withheld to avoid disclosing data of individual companies; data are included in higher level totals.
F	Exceeds 100 percent because data include establishments with payroll exceeding revenue.
N	Not available or not comparable.
Q	Revenue not collected at this level of detail for multiestablishment firms.
S	Withheld because estimates did not meet publication standards.

V	Represents less than 50 vehicles or .05 percent.
X	Not applicable.
Y	Disclosure withheld because of insufficient coverage of merchandise lines.
Z	Less than half the unit shown.
a	0 to 19 employees.
b	20 to 99 employees.
c	100 to 249 employees.
e	250 to 499 employees.
f	500 to 999 employees.
g	1,000 to 2,499 employees.
h	2,500 to 4,999 employees.
i	5,000 to 9,999 employees.
j	10,000 to 24,999 employees.
k	25,000 to 49,999 employees.
l	50,000 to 99,999 employees.
m	100,000 employees or more.
p	10 to 19 percent estimated.
q	20 to 29 percent estimated.
r	Revised.
s	Sampling error exceeds 40 percent.
nec	Not elsewhere classified.
nsk	Not specified by kind.
–	Represents zero (page image/print only).
(CC)	Consolidated city.
(IC)	Independent city.



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# Real Estate and Rental and Leasing

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## SCOPE

The Real Estate and Rental and Leasing sector (sector 53) comprises establishments of firms with payroll primarily engaged in renting, leasing, or otherwise allowing the use of tangible assets (e.g. real estate and equipment), intangible assets (e.g., patents and trademarks), and establishments providing related services (e.g., establishments primarily engaged in managing real estate for others, selling, renting and/or buying real estate for others, and appraising real estate).

Excluded from this sector are real estate investment trusts (REITs) and establishments primarily engaged in renting or leasing equipment with operators. REITs are classified in North American Industry Classification System (NAICS) Subsector 525, Funds, Trusts, and Other Financial Vehicles, because they are considered investment vehicles. Establishments renting or leasing equipment with operators are classified in various subsectors of NAICS depending on the nature of the services provided (e.g., transportation, construction, agriculture). These activities are excluded from this sector because the client is paying for the expertise and knowledge of the equipment operator, in addition to the use of the equipment.

The basic tabulations for this sector do not include data for establishments which are auxiliary (primary function is providing a service, such as warehousing or bookkeeping) to establishments within the same organization. Data for auxiliaries are presented separately in another report.

## GENERAL

A list of reports that provide statistics on sector 53 follows.

**Geographic area reports.** There is a separate report for each state, the District of Columbia, and the United States. Each state report presents general statistics on number of establishments, revenue, payroll, and employment by kind of business for the state, metropolitan areas (MAs), counties, and places with 2,500 inhabitants or more. Greater kind-of-business detail is shown for larger areas. The United States report presents data for the United States as a whole.

**Sources of revenue report.** This report presents sources of revenue data for establishments by kind of business. Data are presented for the United States.

**Establishment and firm size (including legal form of organization) report.** This report presents revenue, payroll, and employment data for the United States by revenue size, by employment size, and by legal form of organization for establishments; and by revenue size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits) for firms.

**Miscellaneous subjects report.** This report presents data for establishments for a variety of industry-specific questions. Presentation of data varies by kind of business.

## GEOGRAPHIC AREAS COVERED

The level of geographic detail varies by report. Data may be presented for:

1. The United States as a whole.
2. States and the District of Columbia.
3. Consolidated metropolitan statistical areas (CMSAs) and primary metropolitan statistical areas (PMSAs) defined by the Office of Management and Budget (OMB) as of June 30, 1997. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSAs which have a population of at least 1,000,000 (according to the 1990 Census of Population or subsequent special census) and which meet specific criteria of urban character and of social and economic integration.
4. Metropolitan statistical areas defined by the OMB as of June 30, 1997. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants (according to the 1990 Census of Population or subsequent special census). Each MSA consists of one or more counties meeting standards of metropolitan character. In New England, cities and towns rather than counties are the component geographic units.
5. Areas within the state outside metropolitan areas (MAs).
6. Counties and county equivalents defined as of January 1, 1997. Counties are the primary divisions of states, except in Louisiana where they are called parishes and in Alaska where they are called boroughs and census areas. Maryland, Missouri, Nevada, and Virginia have

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one place or more that is independent of any county organization and constitute primary divisions of their states. These places are treated as counties and as places.

7. Consolidated cities defined as of January 1, 1997. Consolidated cities are consolidated governments which consist of separately incorporated municipalities.
8. Municipalities of 2,500 inhabitants or more defined as of January 1, 1997. These are areas of significant population incorporated as cities, boroughs, villages, or towns according to the 1990 Census of Population or subsequent special census. For the economic census, boroughs and census areas in Alaska and boroughs in New York are not included in this category.

#### **COMPARABILITY OF THE 1992 AND 1997 CENSUSES**

The 1997 Economic Census is the first census to present data based on the new North American Industry Classification System (NAICS). Previous census data were presented according to the Standard Industrial Classification (SIC) system developed some 60 years ago. Due to

this change, comparability between census years may be limited. Comparative statistics will be included as part of the Core Business Statistics Reports.

#### **DISCLOSURE**

In accordance with Federal law governing census reports (Title 13 of the United States Code), no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure; therefore, this information may be released even though other information is withheld.

#### **AVAILABILITY OF MORE FREQUENT ECONOMIC DATA**

The Census Bureau conducts the Service Annual Survey (SAS) each year. This survey, while providing more frequent observations, has more limited industry coverage and yields less kind-of-business and geographic detail than the economic census. In addition, the County Business Patterns program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

**Table 1. Summary Statistics for the State: 1997**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>NEW HAMPSHIRE</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>1 399</b>	<b>719 377</b>	<b>151 105</b>	<b>32 676</b>	<b>6 639</b>	<b>23.3</b>	<b>11.5</b>
531	Real estate .....	1 034	459 806	92 692	19 718	4 039	30.7	13.4
5311	Lessors of real estate .....	435	212 746	32 007	6 939	1 530	28.9	15.8
53111	Lessors of residential buildings & dwellings .....	183	103 244	14 459	3 236	763	25.3	17.6
531110	Lessors of residential buildings & dwellings .....	183	103 244	14 459	3 236	763	25.3	17.6
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	141	65 079	9 691	2 071	456	36.3	18.8
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	141	65 079	9 691	2 071	456	36.3	18.8
53113	Lessors of miniwarehouses & self storage units .....	26	8 657	1 592	365	82	22.8	7.1
531130	Lessors of miniwarehouses & self storage units .....	26	8 657	1 592	365	82	22.8	7.1
53119	Lessors of other real estate property .....	85	35 766	6 265	1 267	229	27.5	7.2
531190	Lessors of other real estate property .....	85	35 766	6 265	1 267	229	27.5	7.2
5312	Offices of real estate agents & brokers .....	366	154 121	22 212	4 415	918	36.1	11.0
53121	Offices of real estate agents & brokers .....	366	154 121	22 212	4 415	918	36.1	11.0
531210	Offices of real estate agents & brokers .....	366	154 121	22 212	4 415	918	36.1	11.0
5313	Activities related to real estate .....	233	92 939	38 473	8 364	1 591	25.6	11.7
53131	Real estate property managers .....	145	65 625	27 960	6 205	1 256	20.8	10.1
531311	Residential property managers .....	102	46 297	19 678	4 158	929	20.0	10.2
531312	Nonresidential property managers .....	43	19 328	8 282	2 047	327	22.7	9.9
53132	Offices of real estate appraisers .....	61	17 335	6 918	1 452	206	31.9	22.9
531320	Offices of real estate appraisers .....	61	17 335	6 918	1 452	206	31.9	22.9
53139	Other activities related to real estate .....	27	9 979	3 595	707	129	46.3	2.9
531390	Other activities related to real estate .....	27	9 979	3 595	707	129	46.3	2.9
532	Rental & leasing services .....	362	259 213	58 032	12 861	2 587	10.2	8.3
5321	Automotive equipment rental & leasing .....	61	146 777	30 390	6 927	901	1.7	5.2
53211	Passenger car rental & leasing .....	30	89 056	13 377	2 860	502	1.7	7.4
532111	Passenger car rental .....	25	D	D	D	c	D	D
53212	Truck, utility trailer, & RV rental & leasing .....	31	57 721	17 013	4 067	399	1.6	1.8
532120	Truck, utility trailer, & RV rental & leasing .....	31	57 721	17 013	4 067	399	1.6	1.8
5322	Consumer goods rental .....	215	67 798	15 406	3 478	1 256	17.0	14.0
53221	Consumer electronics & appliances rental .....	13	5 934	1 577	319	43	-	.7
532210	Consumer electronics & appliances rental .....	13	5 934	1 577	319	43	-	.7
53222	Formal wear & costume rental .....	7	1 666	405	82	20	5.9	-
532220	Formal wear & costume rental .....	7	1 666	405	82	20	5.9	-
53223	Video tape & disk rental .....	160	45 899	9 620	2 299	1 054	20.1	18.6
532230	Video tape & disk rental .....	160	45 899	9 620	2 299	1 054	20.1	18.6
53229	Other consumer goods rental .....	35	14 299	3 804	778	139	15.2	6.1
532291	Home health equipment rental .....	7	7 560	1 489	397	45	6.7	-
532292	Recreational goods rental .....	14	1 005	374	119	18	66.2	5.9
532299	All other consumer goods rental .....	14	5 734	1 941	262	76	17.4	14.2
5323	General rental centers .....	46	22 013	6 594	1 168	222	30.2	9.0
53231	General rental centers .....	46	22 013	6 594	1 168	222	30.2	9.0
532310	General rental centers .....	46	22 013	6 594	1 168	222	30.2	9.0
5324	Commercial & industrial machinery & equipment rental & leasing .....	40	22 625	5 642	1 288	208	25.6	10.4
53241	Const/trans/mining/forestry machinery & equip rental & leasing .....	14	5 739	1 198	303	57	20.5	1.3
532412	Construction/mining/forestry machinery & equip rental & leasing .....	12	D	D	D	b	D	D
53249	Oth commercial/industrial machinery & equipment rental & leasing .....	24	D	D	D	c	D	D
532490	Oth commercial/industrial machinery & equipment rental & leasing .....	24	D	D	D	c	D	D

<sup>1</sup>Includes revenue information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes revenue information which was imputed based on historic data, administrative records data, or on industry averages.

**Table 2. Summary Statistics for Metropolitan Areas: 1997**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>BOSTON-WORCESTER-LAWRENCE, MA-NH-ME-CT CMSA</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>5 506</b>	<b>5 835 172</b>	<b>1 224 362</b>	<b>281 877</b>	<b>41 062</b>	<b>19.5</b>	<b>9.0</b>
531	Real estate .....	4 186	D	D	D	k	D	D
5311	Lessors of real estate .....	1 682	D	D	D	i	D	D
53111	Lessors of residential buildings & dwellings .....	790	845 406	130 700	28 114	5 711	16.3	10.8
531110	Lessors of residential buildings & dwellings .....	790	845 406	130 700	28 114	5 711	16.3	10.8
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	666	966 186	97 988	23 164	3 302	28.8	7.2
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	666	966 186	97 988	23 164	3 302	28.8	7.2
53113	Lessors of miniwarehouses & self storage units .....	92	D	D	D	e	D	D
531130	Lessors of miniwarehouses & self storage units .....	92	D	D	D	e	D	D
53119	Lessors of other real estate property .....	134	D	D	D	e	D	D
531190	Lessors of other real estate property .....	134	D	D	D	e	D	D
5312	Offices of real estate agents & brokers .....	1 257	D	D	D	h	D	D
53121	Offices of real estate agents & brokers .....	1 257	D	D	D	h	D	D
531210	Offices of real estate agents & brokers .....	1 257	D	D	D	h	D	D
5313	Activities related to real estate .....	1 247	D	D	D	j	D	D
53131	Real estate property managers .....	851	D	D	D	j	D	D
531311	Residential property managers .....	543	D	D	D	i	D	D
531312	Nonresidential property managers .....	308	D	D	D	h	D	D
53132	Offices of real estate appraisers .....	218	D	D	D	f	D	D
531320	Offices of real estate appraisers .....	218	D	D	D	f	D	D
53139	Other activities related to real estate .....	178	D	D	D	g	D	D
531390	Other activities related to real estate .....	178	D	D	D	g	D	D
532	Rental & leasing services .....	1 295	D	D	D	j	D	D
5321	Automotive equipment rental & leasing .....	240	D	D	D	h	D	D
53211	Passenger car rental & leasing .....	133	465 687	71 188	16 278	2 515	1.9	4.6
532111	Passenger car rental .....	110	D	D	D	e	D	D
532112	Passenger car leasing .....	23	D	D	D	g	D	D
53212	Truck, utility trailer, & RV rental & leasing .....	107	D	D	D	g	D	D
532120	Truck, utility trailer, & RV rental & leasing .....	107	D	D	D	g	D	D
5322	Consumer goods rental .....	692	D	D	D	i	D	D
53221	Consumer electronics & appliances rental .....	31	D	D	D	c	D	D
532210	Consumer electronics & appliances rental .....	31	D	D	D	c	D	D
53222	Formal wear & costume rental .....	59	D	D	D	e	D	D
532220	Formal wear & costume rental .....	59	D	D	D	e	D	D
53223	Video tape & disk rental .....	489	D	D	D	h	D	D
532230	Video tape & disk rental .....	489	D	D	D	h	D	D
53229	Other consumer goods rental .....	113	103 355	26 323	5 040	903	22.3	3.6
532291	Home health equipment rental .....	19	25 091	5 350	1 147	158	12.0	2.4
532292	Recreational goods rental .....	20	4 702	1 256	184	53	40.2	20.0
532299	All other consumer goods rental .....	74	73 562	19 717	3 709	692	24.6	3.0
5323	General rental centers .....	128	D	D	D	f	D	D
53231	General rental centers .....	128	D	D	D	f	D	D
532310	General rental centers .....	128	D	D	D	f	D	D
5324	Commercial & industrial machinery & equipment rental & leasing .....	235	D	D	D	g	D	D
53241	Const/trans/mining/forestry machinery & equip rental & leasing .....	64	D	D	D	e	D	D
532411	Commercial air/rail/water transportation equip rental & leasing .....	10	D	D	D	a	D	D
532412	Construction/mining/forestry machinery & equip rental & leasing .....	54	D	D	D	e	D	D
53242	Office machinery & equipment rental & leasing .....	47	D	D	D	f	D	D
532420	Office machinery & equipment rental & leasing .....	47	D	D	D	f	D	D
5324201	Office machinery rental & leasing .....	11	D	D	D	e	D	D
5324209	Computer rental & leasing .....	36	D	D	D	e	D	D
53249	Oth commercial/industrial machinery & equipment rental & leasing .....	124	289 390	42 551	9 674	1 081	8.6	4.8
532490	Oth commercial/industrial machinery & equipment rental & leasing .....	124	289 390	42 551	9 674	1 081	8.6	4.8
533	Lessors of intangible assets, except copyrighted works .....	25	D	D	D	f	D	D
5331	Lessors of intangible assets, except copyrighted works .....	25	D	D	D	f	D	D
53311	Lessors of intangible assets, except copyrighted works .....	25	D	D	D	f	D	D
533110	Lessors of intangible assets, except copyrighted works .....	25	D	D	D	f	D	D

See footnotes at end of table.

**Table 2. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON–WORCESTER–LAWRENCE, MA–NH–ME–CT CMSA—Con.</b>							
	<b>Boston, MA–NH PMSA</b>							
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>3 492</b>	<b>4 504 452</b>	<b>976 313</b>	<b>226 905</b>	<b>30 605</b>	<b>18.4</b>	<b>9.0</b>
531	Real estate .....	2 711	3 103 565	723 521	167 850	21 989	23.2	10.3
5311	Lessors of real estate .....	1 064	1 551 464	193 427	43 272	7 131	22.5	7.8
53111	Lessors of residential buildings & dwellings .....	525	660 831	102 524	21 705	4 217	15.5	10.0
531110	Lessors of residential buildings & dwellings .....	525	660 831	102 524	21 705	4 217	15.5	10.0
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	442	845 681	82 728	19 806	2 618	27.8	6.0
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	442	845 681	82 728	19 806	2 618	27.8	6.0
53113	Lessors of miniwarehouses & self storage units .....	46	21 384	3 863	783	138	10.6	9.7
531130	Lessors of miniwarehouses & self storage units .....	46	21 384	3 863	783	138	10.6	9.7
53119	Lessors of other real estate property .....	51	23 568	4 312	978	158	38.9	6.9
531190	Lessors of other real estate property .....	51	23 568	4 312	978	158	38.9	6.9
5312	Offices of real estate agents & brokers .....	749	726 061	154 120	32 241	3 369	31.0	8.5
53121	Offices of real estate agents & brokers .....	749	726 061	154 120	32 241	3 369	31.0	8.5
531210	Offices of real estate agents & brokers .....	749	726 061	154 120	32 241	3 369	31.0	8.5
5313	Activities related to real estate .....	898	826 040	375 974	92 337	11 489	17.8	16.8
53131	Real estate property managers .....	621	625 360	294 076	72 525	9 998	16.5	18.3
531311	Residential property managers .....	392	367 537	166 924	38 963	6 467	16.8	19.4
531312	Nonresidential property managers .....	229	257 823	127 152	33 562	3 531	16.0	16.6
53132	Offices of real estate appraisers .....	139	57 653	18 765	3 967	555	30.6	12.9
531320	Offices of real estate appraisers .....	139	57 653	18 765	3 967	555	30.6	12.9
53139	Other activities related to real estate .....	138	143 027	63 133	15 845	936	18.2	11.8
531390	Other activities related to real estate .....	138	143 027	63 133	15 845	936	18.2	11.8
532	Rental & leasing services .....	759	D	D	D	i	D	D
5321	Automotive equipment rental & leasing .....	146	440 973	68 320	15 777	2 406	1.2	5.1
53211	Passenger car rental & leasing .....	83	359 534	55 424	12 786	1 926	1.4	4.1
532111	Passenger car rental .....	71	338 057	53 416	12 134	1 867	.4	3.9
532112	Passenger car leasing .....	12	21 477	2 008	652	59	18.2	6.6
53212	Truck, utility trailer, & RV rental & leasing .....	63	81 439	12 896	2 991	480	—	9.4
532120	Truck, utility trailer, & RV rental & leasing .....	63	81 439	12 896	2 991	480	—	9.4
5322	Consumer goods rental .....	384	D	D	D	h	D	D
53221	Consumer electronics & appliances rental .....	18	12 594	2 629	469	99	39.2	5.5
532210	Consumer electronics & appliances rental .....	18	12 594	2 629	469	99	39.2	5.5
53222	Formal wear & costume rental .....	37	14 119	3 874	840	216	15.8	7.9
532220	Formal wear & costume rental .....	37	14 119	3 874	840	216	15.8	7.9
53223	Video tape & disk rental .....	267	110 420	20 479	5 130	2 272	18.4	29.5
532230	Video tape & disk rental .....	267	110 420	20 479	5 130	2 272	18.4	29.5
53229	Other consumer goods rental .....	62	D	D	D	f	D	D
532292	Recreational goods rental .....	13	2 645	515	99	30	54.1	34.2
532299	All other consumer goods rental .....	40	D	D	D	e	D	D
5323	General rental centers .....	62	53 204	14 770	3 445	515	34.2	9.8
53231	General rental centers .....	62	53 204	14 770	3 445	515	34.2	9.8
532310	General rental centers .....	62	53 204	14 770	3 445	515	34.2	9.8
5324	Commercial & industrial machinery & equipment rental & leasing .....	167	486 998	71 505	16 624	1 593	8.4	3.5
53241	Const/trans/mining/forestry machinery & equip rental & leasing .....	48	55 105	12 804	2 716	286	21.8	3.0
532412	Construction/mining/forestry machinery & equip rental & leasing .....	40	D	D	D	e	D	D
53242	Office machinery & equipment rental & leasing .....	37	239 280	31 560	7 947	646	5.8	2.3
532420	Office machinery & equipment rental & leasing .....	37	239 280	31 560	7 947	646	5.8	2.3
5324209	Computer rental & leasing .....	29	D	D	D	e	D	D
53249	Oth commercial/industrial machinery & equipment rental & leasing .....	82	192 613	27 141	5 961	661	7.8	5.1
532490	Oth commercial/industrial machinery & equipment rental & leasing .....	82	192 613	27 141	5 961	661	7.8	5.1
533	Lessors of intangible assets, except copyrighted works .....	22	D	D	D	f	D	D
5331	Lessors of intangible assets, except copyrighted works .....	22	D	D	D	f	D	D
53311	Lessors of intangible assets, except copyrighted works .....	22	D	D	D	f	D	D
533110	Lessors of intangible assets, except copyrighted works .....	22	D	D	D	f	D	D

See footnotes at end of table.

**Table 2. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON–WORCESTER–LAWRENCE, MA–NH–ME–CT CMSA</b> —Con.							
	<b>Brockton, MA PMSA</b>							
<b>53</b>	<b>Real estate &amp; rental &amp; leasing</b> .....	<b>170</b>	<b>152 130</b>	<b>22 184</b>	<b>4 815</b>	<b>851</b>	<b>19.1</b>	<b>5.1</b>
531	Real estate .....	116	64 792	10 372	2 005	410	37.1	7.0
5311	Lessors of real estate .....	41	29 885	5 158	1 084	232	13.7	9.5
53111	Lessors of residential buildings & dwellings .....	15	15 121	2 237	519	95	9.6	9.8
531110	Lessors of residential buildings & dwellings .....	15	15 121	2 237	519	95	9.6	9.8
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	14	10 305	1 897	375	64	14.0	12.0
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	14	10 305	1 897	375	64	14.0	12.0
5312	Offices of real estate agents & brokers .....	48	26 849	2 485	469	96	64.6	3.0
53121	Offices of real estate agents & brokers .....	48	26 849	2 485	469	96	64.6	3.0
531210	Offices of real estate agents & brokers .....	48	26 849	2 485	469	96	64.6	3.0
5313	Activities related to real estate .....	27	8 058	2 729	452	82	32.5	11.5
53131	Real estate property managers .....	15	3 812	1 861	268	52	16.2	8.4
531311	Residential property managers .....	10	1 791	754	146	30	24.3	16.4
532	Rental & leasing services .....	54	87 338	11 812	2 810	441	5.7	3.7
5321	Automotive equipment rental & leasing .....	11	18 911	4 425	1 030	139	8.9	1.1
5322	Consumer goods rental .....	28	9 013	1 894	381	148	17.5	32.5
53223	Video tape & disk rental .....	20	6 606	1 132	267	118	13.9	44.3
532230	Video tape & disk rental .....	20	6 606	1 132	267	118	13.9	44.3
	<b>Fitchburg–Leominster, MA PMSA</b>							
<b>53</b>	<b>Real estate &amp; rental &amp; leasing</b> .....	<b>113</b>	<b>46 341</b>	<b>9 878</b>	<b>2 259</b>	<b>536</b>	<b>34.6</b>	<b>6.1</b>
531	Real estate .....	75	31 056	5 626	1 260	319	44.7	8.3
5311	Lessors of real estate .....	32	19 851	2 537	583	199	43.8	6.5
53111	Lessors of residential buildings & dwellings .....	17	12 540	2 078	493	172	38.5	7.3
531110	Lessors of residential buildings & dwellings .....	17	12 540	2 078	493	172	38.5	7.3
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	11	6 410	327	59	20	57.4	4.4
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	11	6 410	327	59	20	57.4	4.4
5312	Offices of real estate agents & brokers .....	25	D	D	D	b	D	D
53121	Offices of real estate agents & brokers .....	25	D	D	D	b	D	D
531210	Offices of real estate agents & brokers .....	25	D	D	D	b	D	D
5313	Activities related to real estate .....	18	D	D	D	b	D	D
53131	Real estate property managers .....	12	D	D	D	b	D	D
532	Rental & leasing services .....	37	D	D	D	c	D	D
5322	Consumer goods rental .....	20	5 521	1 530	341	116	27.8	—
53223	Video tape & disk rental .....	14	D	D	D	b	D	D
532230	Video tape & disk rental .....	14	D	D	D	b	D	D
	<b>Lawrence, MA–NH PMSA</b>							
<b>53</b>	<b>Real estate &amp; rental &amp; leasing</b> .....	<b>281</b>	<b>182 778</b>	<b>40 467</b>	<b>9 258</b>	<b>1 591</b>	<b>23.1</b>	<b>12.1</b>
531	Real estate .....	204	102 447	16 770	3 556	692	32.4	11.4
5311	Lessors of real estate .....	74	35 677	6 841	1 457	312	24.9	23.6
53111	Lessors of residential buildings & dwellings .....	26	14 560	2 934	641	182	13.3	13.0
531110	Lessors of residential buildings & dwellings .....	26	14 560	2 934	641	182	13.3	13.0
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	25	9 633	1 633	335	51	47.0	29.1
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	25	9 633	1 633	335	51	47.0	29.1
53119	Lessors of other real estate property .....	15	8 439	1 704	374	56	12.0	44.3
531190	Lessors of other real estate property .....	15	8 439	1 704	374	56	12.0	44.3
5312	Offices of real estate agents & brokers .....	81	51 850	5 370	1 089	213	28.3	2.8
53121	Offices of real estate agents & brokers .....	81	51 850	5 370	1 089	213	28.3	2.8
531210	Offices of real estate agents & brokers .....	81	51 850	5 370	1 089	213	28.3	2.8
5313	Activities related to real estate .....	49	14 920	4 559	1 010	167	64.2	12.1
53131	Real estate property managers .....	33	11 419	3 700	833	138	63.5	12.7
531311	Residential property managers .....	24	8 519	3 363	757	122	78.9	12.2
532	Rental & leasing services .....	76	D	D	D	f	D	D
5321	Automotive equipment rental & leasing .....	15	48 193	15 522	3 858	362	2.1	12.9
53211	Passenger car rental & leasing .....	12	D	D	D	b	D	D
5322	Consumer goods rental .....	44	20 950	4 806	1 082	441	25.4	6.7
53223	Video tape & disk rental .....	32	14 607	3 477	794	387	15.9	9.1
532230	Video tape & disk rental .....	32	14 607	3 477	794	387	15.9	9.1

See footnotes at end of table.

**Table 2. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON–WORCESTER–LAWRENCE, MA–NH–ME–CT CMSA—Con.</b>							
	<b>Lowell, MA–NH PMSA</b>							
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>219</b>	<b>153 374</b>	<b>25 499</b>	<b>6 061</b>	<b>1 159</b>	<b>30.3</b>	<b>14.1</b>
531	Real estate .....	160	113 147	16 672	3 869	756	32.1	15.4
5311	Lessors of real estate .....	61	59 834	6 566	1 443	269	27.4	15.4
53111	Lessors of residential buildings & dwellings .....	28	32 490	3 295	756	153	27.7	8.2
531110	Lessors of residential buildings & dwellings .....	28	32 490	3 295	756	153	27.7	8.2
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	24	23 147	2 464	575	88	26.2	28.3
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	24	23 147	2 464	575	88	26.2	28.3
5312	Offices of real estate agents & brokers .....	59	39 445	5 252	1 181	201	39.4	15.2
53121	Offices of real estate agents & brokers .....	59	39 445	5 252	1 181	201	39.4	15.2
531210	Offices of real estate agents & brokers .....	59	39 445	5 252	1 181	201	39.4	15.2
5313	Activities related to real estate .....	40	13 868	4 854	1 245	286	31.5	15.6
53131	Real estate property managers .....	30	10 043	3 740	1 029	244	20.4	17.3
531311	Residential property managers .....	20	7 335	2 612	749	199	17.4	14.2
531312	Nonresidential property managers .....	10	2 708	1 128	280	45	28.5	25.8
532	Rental & leasing services .....	59	40 227	8 827	2 192	403	25.5	10.6
5322	Consumer goods rental .....	37	19 484	3 695	1 107	270	6.8	21.5
53223	Video tape & disk rental .....	28	7 332	1 493	345	194	11.1	25.4
532230	Video tape & disk rental .....	28	7 332	1 493	345	194	11.1	25.4
	<b>Manchester, NH PMSA</b>							
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>247</b>	<b>210 571</b>	<b>42 687</b>	<b>8 944</b>	<b>1 743</b>	<b>11.3</b>	<b>9.1</b>
531	Real estate .....	182	98 784	22 910	4 847	989	18.0	15.8
5311	Lessors of real estate .....	74	42 791	5 938	1 317	329	15.4	21.3
53111	Lessors of residential buildings & dwellings .....	33	27 489	4 397	952	251	11.1	24.7
531110	Lessors of residential buildings & dwellings .....	33	27 489	4 397	952	251	11.1	24.7
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	28	10 791	911	224	51	18.8	15.2
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	28	10 791	911	224	51	18.8	15.2
5312	Offices of real estate agents & brokers .....	55	28 918	3 523	695	139	22.8	6.1
53121	Offices of real estate agents & brokers .....	55	28 918	3 523	695	139	22.8	6.1
531210	Offices of real estate agents & brokers .....	55	28 918	3 523	695	139	22.8	6.1
5313	Activities related to real estate .....	53	27 075	13 449	2 835	521	16.8	17.7
53131	Real estate property managers .....	34	18 186	10 228	2 149	420	13.4	8.3
531311	Residential property managers .....	24	12 620	7 602	1 504	316	12.0	4.9
531312	Nonresidential property managers .....	10	5 566	2 626	645	104	16.5	16.1
53132	Offices of real estate appraisers .....	11	6 632	2 682	586	71	10.1	49.5
531320	Offices of real estate appraisers .....	11	6 632	2 682	586	71	10.1	49.5
532	Rental & leasing services .....	65	111 787	19 777	4 097	754	5.4	3.1
5321	Automotive equipment rental & leasing .....	19	85 388	12 708	2 642	454	1.5	.6
53211	Passenger car rental & leasing .....	10	76 861	11 192	2 311	415	.6	.1
5322	Consumer goods rental .....	32	14 828	3 118	773	183	4.7	16.7
53223	Video tape & disk rental .....	23	8 368	1 662	425	150	6.2	26.0
532230	Video tape & disk rental .....	23	8 368	1 662	425	150	6.2	26.0
	<b>Nashua, NH PMSA</b>							
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>202</b>	<b>94 540</b>	<b>21 333</b>	<b>4 526</b>	<b>893</b>	<b>19.6</b>	<b>8.7</b>
531	Real estate .....	151	74 890	16 542	3 550	638	22.2	8.3
5311	Lessors of real estate .....	53	28 494	5 338	1 173	246	25.7	4.3
53111	Lessors of residential buildings & dwellings .....	20	10 922	1 767	409	75	38.0	4.6
531110	Lessors of residential buildings & dwellings .....	20	10 922	1 767	409	75	38.0	4.6
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	11	D	D	D	b	D	D
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	11	D	D	D	b	D	D
53119	Lessors of other real estate property .....	17	8 697	1 357	221	47	9.5	1.1
531190	Lessors of other real estate property .....	17	8 697	1 357	221	47	9.5	1.1
5312	Offices of real estate agents & brokers .....	51	26 523	3 530	677	137	26.3	16.1
53121	Offices of real estate agents & brokers .....	51	26 523	3 530	677	137	26.3	16.1
531210	Offices of real estate agents & brokers .....	51	26 523	3 530	677	137	26.3	16.1
5313	Activities related to real estate .....	47	19 873	7 674	1 700	255	11.7	3.4
53131	Real estate property managers .....	30	15 605	5 877	1 340	216	6.4	3.7
531311	Residential property managers .....	18	8 629	2 645	584	97	7.7	6.8
531312	Nonresidential property managers .....	12	6 976	3 232	756	119	4.9	—
53132	Offices of real estate appraisers .....	16	D	D	D	b	D	D
531320	Offices of real estate appraisers .....	16	D	D	D	b	D	D
532	Rental & leasing services .....	51	19 650	4 791	976	255	9.6	10.6
5321	Automotive equipment rental & leasing .....	11	D	D	D	b	D	D
5322	Consumer goods rental .....	29	11 858	3 289	628	194	8.5	11.4
53223	Video tape & disk rental .....	20	5 436	1 032	285	120	7.9	25.0
532230	Video tape & disk rental .....	20	5 436	1 032	285	120	7.9	25.0

See footnotes at end of table.



**Table 2. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	<b>BOSTON–WORCESTER–LAWRENCE, MA–NH–ME–CT CMSA—Con.</b>							
	<b>New Bedford, MA PMSA</b>							
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>109</b>	<b>44 388</b>	<b>7 569</b>	<b>1 632</b>	<b>394</b>	<b>53.6</b>	<b>13.0</b>
531	Real estate .....	77	31 458	4 705	1 052	240	66.1	10.4
5311	Lessors of real estate .....	41	D	D	D	c	D	D
53111	Lessors of residential buildings & dwellings .....	11	2 242	433	100	29	47.4	36.8
531110	Lessors of residential buildings & dwellings .....	11	2 242	433	100	29	47.4	36.8
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	26	D	D	D	b	D	D
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	26	D	D	D	b	D	D
5312	Offices of real estate agents & brokers .....	23	18 741	1 885	388	73	71.5	2.4
53121	Offices of real estate agents & brokers .....	23	18 741	1 885	388	73	71.5	2.4
531210	Offices of real estate agents & brokers .....	23	18 741	1 885	388	73	71.5	2.4
5313	Activities related to real estate .....	13	D	D	D	b	D	D
532	Rental & leasing services .....	32	12 930	2 864	580	154	23.4	19.1
5322	Consumer goods rental .....	23	8 198	2 052	418	121	21.7	30.1
53223	Video tape & disk rental .....	16	4 016	752	175	79	11.1	61.4
532230	Video tape & disk rental .....	16	4 016	752	175	79	11.1	61.4
	<b>Portsmouth–Rochester, NH–ME PMSA</b>							
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>314</b>	<b>133 991</b>	<b>23 201</b>	<b>4 882</b>	<b>1 018</b>	<b>36.8</b>	<b>12.6</b>
531	Real estate .....	253	110 119	17 938	3 838	733	41.1	11.4
5311	Lessors of real estate .....	115	58 847	7 633	1 716	360	34.9	10.3
53111	Lessors of residential buildings & dwellings .....	49	27 138	3 176	722	159	25.5	14.0
531110	Lessors of residential buildings & dwellings .....	49	27 138	3 176	722	159	25.5	14.0
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	39	19 306	2 448	534	126	47.3	9.5
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	39	19 306	2 448	534	126	47.3	9.5
53119	Lessors of other real estate property .....	21	10 466	1 742	413	63	37.3	4.4
531190	Lessors of other real estate property .....	21	10 466	1 742	413	63	37.3	4.4
5312	Offices of real estate agents & brokers .....	97	36 846	5 376	1 158	197	49.7	4.9
53121	Offices of real estate agents & brokers .....	97	36 846	5 376	1 158	197	49.7	4.9
531210	Offices of real estate agents & brokers .....	97	36 846	5 376	1 158	197	49.7	4.9
5313	Activities related to real estate .....	41	14 426	4 929	964	176	44.4	32.1
53131	Real estate property managers .....	27	9 489	3 416	696	138	41.4	36.3
531311	Residential property managers .....	19	5 644	1 975	403	85	29.1	47.3
532	Rental & leasing services .....	61	23 872	5 263	1 044	285	17.0	18.4
5322	Consumer goods rental .....	34	11 145	2 285	494	178	28.4	23.9
53223	Video tape & disk rental .....	27	7 380	1 395	338	152	26.8	35.5
532230	Video tape & disk rental .....	27	7 380	1 395	338	152	26.8	35.5
	<b>Worcester, MA–CT PMSA</b>							
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>359</b>	<b>312 607</b>	<b>55 231</b>	<b>12 595</b>	<b>2 272</b>	<b>19.3</b>	<b>5.5</b>
531	Real estate .....	257	D	D	D	g	D	D
5311	Lessors of real estate .....	127	75 152	11 252	2 621	546	20.7	13.0
53111	Lessors of residential buildings & dwellings .....	66	42 073	7 859	1 817	378	7.8	13.9
531110	Lessors of residential buildings & dwellings .....	66	42 073	7 859	1 817	378	7.8	13.9
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	46	28 629	2 789	633	128	35.3	12.4
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	46	28 629	2 789	633	128	35.3	12.4
5312	Offices of real estate agents & brokers .....	69	36 382	3 936	859	188	62.5	3.4
53121	Offices of real estate agents & brokers .....	69	36 382	3 936	859	188	62.5	3.4
531210	Offices of real estate agents & brokers .....	69	36 382	3 936	859	188	62.5	3.4
5313	Activities related to real estate .....	61	D	D	D	e	D	D
53131	Real estate property managers .....	40	13 251	4 837	1 153	242	44.1	20.7
531311	Residential property managers .....	25	8 275	2 376	605	113	42.4	30.4
531312	Nonresidential property managers .....	15	4 976	2 461	548	129	46.9	4.5
53132	Offices of real estate appraisers .....	15	6 423	2 596	595	92	24.9	1.4
531320	Offices of real estate appraisers .....	15	6 423	2 596	595	92	24.9	1.4
532	Rental & leasing services .....	101	177 233	32 104	7 247	1 183	8.1	1.9
5321	Automotive equipment rental & leasing .....	16	128 079	20 900	4 789	584	.1	.3
53212	Truck, utility trailer, & RV rental & leasing .....	10	121 667	19 812	4 499	555	—	.3
532120	Truck, utility trailer, & RV rental & leasing .....	10	121 667	19 812	4 499	555	—	.3
5322	Consumer goods rental .....	61	23 682	5 019	1 014	386	36.6	9.0
53223	Video tape & disk rental .....	42	11 477	1 897	465	255	41.7	13.1
532230	Video tape & disk rental .....	42	11 477	1 897	465	255	41.7	13.1
53229	Other consumer goods rental .....	12	D	D	D	b	D	D
5324	Commercial & industrial machinery & equipment rental & leasing .....	15	18 954	4 207	1 024	105	21.1	1.1
53249	Oth commercial/industrial machinery & equipment rental & leasing .....	10	17 273	3 761	933	92	19.3	1.2
532490	Oth commercial/industrial machinery & equipment rental & leasing .....	10	17 273	3 761	933	92	19.3	1.2

See footnotes at end of table.

**Table 2. Summary Statistics for Metropolitan Areas: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For definitions of metropolitan areas (CMSAs, MSAs, and PMSAs), see Appendix E]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>AREA OUTSIDE NEW HAMPSHIRE METROPOLITAN AREAS</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing</b> .....	<b>554</b>	<b>199 352</b>	<b>39 957</b>	<b>8 791</b>	<b>2 196</b>	<b>34.8</b>	<b>11.5</b>
531	Real estate .....	395	152 954	29 744	6 470	1 497	38.0	12.8
5311	Lessors of real estate .....	176	D	D	D	f	D	D
53111	Lessors of residential buildings & dwellings .....	79	34 660	4 698	1 110	267	35.5	17.1
531110	Lessors of residential buildings & dwellings .....	79	34 660	4 698	1 110	267	35.5	17.1
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	59	D	D	D	c	D	D
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	59	D	D	D	c	D	D
53119	Lessors of other real estate property .....	31	D	D	D	b	D	D
531190	Lessors of other real estate property .....	31	D	D	D	b	D	D
5312	Offices of real estate agents & brokers .....	140	D	D	D	e	D	D
53121	Offices of real estate agents & brokers .....	140	D	D	D	e	D	D
531210	Offices of real estate agents & brokers .....	140	D	D	D	e	D	D
5313	Activities related to real estate .....	79	D	D	D	f	D	D
53131	Real estate property managers .....	43	D	D	D	e	D	D
531311	Residential property managers .....	32	D	D	D	e	D	D
531312	Nonresidential property managers .....	11	D	D	D	b	D	D
53132	Offices of real estate appraisers .....	24	D	D	D	b	D	D
531320	Offices of real estate appraisers .....	24	D	D	D	b	D	D
53139	Other activities related to real estate .....	12	D	D	D	b	D	D
531390	Other activities related to real estate .....	12	D	D	D	b	D	D
532	Rental & leasing services .....	157	D	D	D	f	D	D
5321	Automotive equipment rental & leasing .....	15	D	D	D	b	D	D
5322	Consumer goods rental .....	103	D	D	D	e	D	D
53223	Video tape & disk rental .....	76	D	D	D	e	D	D
532230	Video tape & disk rental .....	76	D	D	D	e	D	D
53229	Other consumer goods rental .....	17	D	D	D	b	D	D
532292	Recreational goods rental .....	10	D	D	D	a	D	D
5323	General rental centers .....	21	D	D	D	b	D	D
53231	General rental centers .....	21	D	D	D	b	D	D
532310	General rental centers .....	21	D	D	D	b	D	D
5324	Commercial & industrial machinery & equipment rental & leasing .....	18	D	D	D	b	D	D
53249	Oth commercial/industrial machinery & equipment rental & leasing .....	10	D	D	D	b	D	D
532490	Oth commercial/industrial machinery & equipment rental & leasing .....	10	D	D	D	b	D	D

<sup>1</sup>Includes revenue information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes revenue information which was imputed based on historic data, administrative records data, or on industry averages.

**Table 3. Summary Statistics for Counties: 1997**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>BELKNAP COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing</b> .....	<b>75</b>	<b>26 584</b>	<b>4 924</b>	<b>1 025</b>	<b>241</b>	<b>31.7</b>	<b>22.8</b>
531	Real estate .....	56	20 873	3 412	722	143	37.4	22.8
5311	Lessors of real estate .....	22	9 193	1 115	208	42	41.7	14.5
53111	Lessors of residential buildings & dwellings .....	10	2 662	348	104	15	37.0	42.1
531110	Lessors of residential buildings & dwellings .....	10	2 662	348	104	15	37.0	42.1
5312	Offices of real estate agents & brokers .....	24	8 050	829	204	37	37.2	39.9
53121	Offices of real estate agents & brokers .....	24	8 050	829	204	37	37.2	39.9
531210	Offices of real estate agents & brokers .....	24	8 050	829	204	37	37.2	39.9
5313	Activities related to real estate .....	10	3 630	1 468	310	64	26.7	5.7
532	Rental & leasing services .....	19	5 711	1 512	303	98	10.9	22.8
5322	Consumer goods rental .....	13	D	D	D	b	D	D
53223	Video tape & disk rental .....	11	2 395	665	146	64	12.1	31.1
532230	Video tape & disk rental .....	11	2 395	665	146	64	12.1	31.1

See footnotes at end of table.

**Table 3. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>CARROLL COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>73</b>	<b>33 635</b>	<b>6 529</b>	<b>1 315</b>	<b>314</b>	<b>45.5</b>	<b>12.6</b>
531	Real estate .....	57	28 669	5 815	1 190	264	46.7	13.6
5311	Lessors of real estate .....	22	10 091	1 683	394	73	61.9	4.4
5312	Offices of real estate agents & brokers .....	25	15 314	3 051	574	149	36.5	21.0
53121	Offices of real estate agents & brokers .....	25	15 314	3 051	574	149	36.5	21.0
531210	Offices of real estate agents & brokers .....	25	15 314	3 051	574	149	36.5	21.0
5313	Activities related to real estate .....	10	3 264	1 081	222	42	47.8	7.1
532	Rental & leasing services .....	16	4 966	714	125	50	38.4	7.3
5322	Consumer goods rental .....	12	D	D	D	b	D	D
<b>CHESHIRE COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>68</b>	<b>26 176</b>	<b>5 923</b>	<b>1 345</b>	<b>312</b>	<b>32.3</b>	<b>7.2</b>
531	Real estate .....	50	18 884	4 285	1 001	191	36.2	7.9
5311	Lessors of real estate .....	27	9 266	1 077	199	53	39.1	13.3
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	15	5 932	527	101	27	34.5	15.2
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	15	5 932	527	101	27	34.5	15.2
5312	Offices of real estate agents & brokers .....	14	5 458	1 131	248	53	41.5	4.7
53121	Offices of real estate agents & brokers .....	14	5 458	1 131	248	53	41.5	4.7
531210	Offices of real estate agents & brokers .....	14	5 458	1 131	248	53	41.5	4.7
532	Rental & leasing services .....	18	7 292	1 638	344	121	22.1	5.3
5322	Consumer goods rental .....	12	4 549	1 003	205	92	22.6	8.6
<b>COOS COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>23</b>	<b>6 198</b>	<b>1 084</b>	<b>336</b>	<b>111</b>	<b>47.4</b>	<b>1.4</b>
531	Real estate .....	14	D	D	D	b	D	D
532	Rental & leasing services .....	9	D	D	D	b	D	D
<b>GRAFTON COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>122</b>	<b>38 782</b>	<b>7 906</b>	<b>1 728</b>	<b>432</b>	<b>34.2</b>	<b>6.6</b>
531	Real estate .....	92	29 849	5 851	1 260	309	35.6	8.0
5311	Lessors of real estate .....	41	14 381	2 178	495	125	37.8	7.8
53111	Lessors of residential buildings & dwellings .....	24	7 491	1 259	278	69	41.8	8.0
531110	Lessors of residential buildings & dwellings .....	24	7 491	1 259	278	69	41.8	8.0
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	11	5 587	706	162	44	30.8	3.1
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	11	5 587	706	162	44	30.8	3.1
5312	Offices of real estate agents & brokers .....	27	10 343	1 840	357	65	38.1	4.1
53121	Offices of real estate agents & brokers .....	27	10 343	1 840	357	65	38.1	4.1
531210	Offices of real estate agents & brokers .....	27	10 343	1 840	357	65	38.1	4.1
5313	Activities related to real estate .....	24	5 125	1 833	408	119	24.6	16.2
53131	Real estate property managers .....	15	3 021	1 112	245	73	16.3	9.1
531311	Residential property managers .....	11	D	D	D	b	D	D
532	Rental & leasing services .....	30	8 933	2 055	468	123	29.7	1.9
5322	Consumer goods rental .....	15	2 728	606	211	69	49.3	—
53223	Video tape & disk rental .....	11	1 994	364	95	54	67.4	—
532230	Video tape & disk rental .....	11	1 994	364	95	54	67.4	—

See footnotes at end of table.

**Table 3. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>HILLSBOROUGH COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>436</b>	<b>233 814</b>	<b>53 119</b>	<b>10 999</b>	<b>2 269</b>	<b>17.1</b>	<b>13.3</b>
531	Real estate .....	319	173 599	38 760	8 136	1 614	18.5	14.7
5311	Lessors of real estate .....	119	73 435	11 788	2 542	562	16.5	20.5
53111	Lessors of residential buildings & dwellings .....	53	38 047	6 158	1 325	324	17.5	17.5
531110	Lessors of residential buildings & dwellings .....	53	38 047	6 158	1 325	324	17.5	17.5
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	36	21 264	3 488	791	147	18.4	33.2
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	36	21 264	3 488	791	147	18.4	33.2
53119	Lessors of other real estate property .....	21	9 857	1 421	233	50	10.6	7.6
531190	Lessors of other real estate property .....	21	9 857	1 421	233	50	10.6	7.6
5312	Offices of real estate agents & brokers .....	104	52 001	6 836	1 320	262	25.5	10.2
53121	Offices of real estate agents & brokers .....	104	52 001	6 836	1 320	262	25.5	10.2
531210	Offices of real estate agents & brokers .....	104	52 001	6 836	1 320	262	25.5	10.2
5313	Activities related to real estate .....	96	48 163	20 136	4 274	790	14.0	10.7
53131	Real estate property managers .....	60	35 223	15 152	3 222	652	9.9	4.6
531311	Residential property managers .....	42	25 880	11 046	2 250	492	9.2	4.7
531312	Nonresidential property managers .....	18	9 343	4 106	972	160	11.8	4.4
53132	Offices of real estate appraisers .....	29	11 057	4 479	949	111	18.1	31.9
531320	Offices of real estate appraisers .....	29	11 057	4 479	949	111	18.1	31.9
532	Rental & leasing services .....	117	60 215	14 359	2 863	655	12.9	9.3
5321	Automotive equipment rental & leasing .....	26	23 788	4 076	883	150	2.8	3.7
53211	Passenger car rental & leasing .....	14	D	D	D	c	D	D
532111	Passenger car rental .....	12	D	D	D	b	D	D
53212	Truck, utility trailer, & RV rental & leasing .....	12	D	D	D	b	D	D
532120	Truck, utility trailer, & RV rental & leasing .....	12	D	D	D	b	D	D
5322	Consumer goods rental .....	68	25 371	6 359	1 369	405	10.3	15.6
53223	Video tape & disk rental .....	51	14 337	2 792	721	302	13.1	25.6
532230	Video tape & disk rental .....	51	14 337	2 792	721	302	13.1	25.6
53229	Other consumer goods rental .....	11	D	D	D	b	D	D
5323	General rental centers .....	13	5 888	2 422	295	54	49.3	13.1
53231	General rental centers .....	13	5 888	2 422	295	54	49.3	13.1
532310	General rental centers .....	13	5 888	2 422	295	54	49.3	13.1
5324	Commercial & industrial machinery & equipment rental & leasing .....	10	5 168	1 502	316	46	30.3	—
<b>MERRIMACK COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>139</b>	<b>116 215</b>	<b>20 174</b>	<b>4 431</b>	<b>882</b>	<b>12.1</b>	<b>5.4</b>
531	Real estate .....	94	D	D	D	e	D	D
5311	Lessors of real estate .....	43	23 735	3 877	860	186	23.4	17.4
53111	Lessors of residential buildings & dwellings .....	18	16 506	2 004	517	123	20.1	15.9
531110	Lessors of residential buildings & dwellings .....	18	16 506	2 004	517	123	20.1	15.9
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	12	3 177	982	180	26	17.2	42.0
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	12	3 177	982	180	26	17.2	42.0
53119	Lessors of other real estate property .....	12	D	D	D	b	D	D
531190	Lessors of other real estate property .....	12	D	D	D	b	D	D
5312	Offices of real estate agents & brokers .....	32	7 384	918	171	55	64.1	17.1
53121	Offices of real estate agents & brokers .....	32	7 384	918	171	55	64.1	17.1
531210	Offices of real estate agents & brokers .....	32	7 384	918	171	55	64.1	17.1
5313	Activities related to real estate .....	19	D	D	D	c	D	D
53131	Real estate property managers .....	11	3 701	1 946	473	104	19.9	15.5
532	Rental & leasing services .....	43	79 272	12 133	2 657	500	2.8	.4
5322	Consumer goods rental .....	27	D	D	D	c	D	D
53223	Video tape & disk rental .....	20	4 205	837	207	109	11.9	1.5
532230	Video tape & disk rental .....	20	4 205	837	207	109	11.9	1.5

See footnotes at end of table.

**Table 3. Summary Statistics for Counties: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>ROCKINGHAM COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>331</b>	<b>191 976</b>	<b>45 221</b>	<b>10 125</b>	<b>1 702</b>	<b>23.2</b>	<b>13.2</b>
531	Real estate .....	253	111 838	21 944	4 612	850	33.5	12.4
5311	Lessors of real estate .....	99	50 068	7 894	1 729	343	26.0	15.4
53111	Lessors of residential buildings & dwellings .....	30	21 250	2 621	627	125	13.9	22.6
531110	Lessors of residential buildings & dwellings .....	30	21 250	2 621	627	125	13.9	22.6
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	39	14 572	1 947	383	116	42.4	14.7
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	39	14 572	1 947	383	116	42.4	14.7
53119	Lessors of other real estate property .....	22	11 108	2 676	594	79	28.0	6.8
531190	Lessors of other real estate property .....	22	11 108	2 676	594	79	28.0	6.8
5312	Offices of real estate agents & brokers .....	102	41 707	5 967	1 162	211	35.5	6.2
53121	Offices of real estate agents & brokers .....	102	41 707	5 967	1 162	211	35.5	6.2
531210	Offices of real estate agents & brokers .....	102	41 707	5 967	1 162	211	35.5	6.2
5313	Activities related to real estate .....	52	20 063	8 083	1 721	296	47.8	17.9
53131	Real estate property managers .....	36	15 268	6 434	1 448	250	38.4	22.9
531311	Residential property managers .....	25	8 779	3 509	783	146	40.7	30.6
531312	Nonresidential property managers .....	11	6 489	2 925	665	104	35.3	12.5
532	Rental & leasing services .....	77	D	D	D	f	D	D
5321	Automotive equipment rental & leasing .....	16	52 384	16 529	4 028	385	3.1	11.8
5322	Consumer goods rental .....	40	16 718	3 798	835	340	15.6	14.3
53223	Video tape & disk rental .....	30	13 419	3 170	714	313	14.4	16.9
532230	Video tape & disk rental .....	30	13 419	3 170	714	313	14.4	16.9
5324	Commercial & industrial machinery & equipment rental & leasing .....	13	D	D	D	b	D	D
53249	Oth commercial/industrial machinery & equipment rental & leasing .....	10	6 218	1 503	369	73	30.0	36.6
532490	Oth commercial/industrial machinery & equipment rental & leasing .....	10	6 218	1 503	369	73	30.0	36.6
<b>STRAFFORD COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>91</b>	<b>34 781</b>	<b>4 859</b>	<b>1 081</b>	<b>279</b>	<b>41.8</b>	<b>11.2</b>
531	Real estate .....	72	27 518	3 452	766	170	49.3	9.1
5311	Lessors of real estate .....	39	16 574	1 821	380	94	52.5	10.1
53111	Lessors of residential buildings & dwellings .....	22	9 121	866	149	46	46.8	16.0
531110	Lessors of residential buildings & dwellings .....	22	9 121	866	149	46	46.8	16.0
5312	Offices of real estate agents & brokers .....	26	10 200	1 342	323	61	45.2	6.8
53121	Offices of real estate agents & brokers .....	26	10 200	1 342	323	61	45.2	6.8
531210	Offices of real estate agents & brokers .....	26	10 200	1 342	323	61	45.2	6.8
532	Rental & leasing services .....	19	7 263	1 407	315	109	13.3	18.9
5322	Consumer goods rental .....	12	D	D	D	b	D	D
53223	Video tape & disk rental .....	11	3 773	715	176	75	25.7	36.3
532230	Video tape & disk rental .....	11	3 773	715	176	75	25.7	36.3
<b>SULLIVAN COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>41</b>	<b>11 216</b>	<b>1 366</b>	<b>291</b>	<b>97</b>	<b>54.8</b>	<b>12.2</b>
531	Real estate .....	27	D	D	D	b	D	D
5311	Lessors of real estate .....	16	D	D	D	b	D	D
532	Rental & leasing services .....	14	D	D	D	b	D	D

<sup>1</sup>Includes revenue information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes revenue information which was imputed based on historic data, administrative records data, or on industry averages.

**Table 4. Summary Statistics for Places: 1997**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>BEDFORD TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>37</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>
531	Real estate .....	35	24 328	6 318	1 245	248	14.0	13.8
5312	Offices of real estate agents & brokers .....	15	10 207	803	163	31	12.9	.9
53121	Offices of real estate agents & brokers .....	15	10 207	803	163	31	12.9	.9
531210	Offices of real estate agents & brokers .....	15	10 207	803	163	31	12.9	.9
5313	Activities related to real estate .....	14	10 920	5 244	1 014	194	16.9	29.9
532	Rental & leasing services .....	2	D	D	D	a	D	D
<b>BERLIN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>12</b>	<b>4 314</b>	<b>648</b>	<b>222</b>	<b>70</b>	<b>30.9</b>	<b>-</b>
531	Real estate .....	6	2 664	253	64	40	44.4	-
532	Rental & leasing services .....	6	1 650	395	158	30	9.0	-
<b>CLAREMONT, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>23</b>	<b>6 692</b>	<b>988</b>	<b>210</b>	<b>69</b>	<b>47.2</b>	<b>20.2</b>
531	Real estate .....	14	3 788	527	101	34	59.5	24.6
532	Rental & leasing services .....	9	2 904	461	109	35	31.2	14.5
<b>CONCORD, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>62</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>e</b>	<b>D</b>	<b>D</b>
531	Real estate .....	43	25 158	5 566	1 232	261	19.8	15.4
5311	Lessors of real estate .....	21	D	D	D	c	D	D
53111	Lessors of residential buildings & dwellings .....	12	D	D	D	c	D	D
531110	Lessors of residential buildings & dwellings .....	12	D	D	D	c	D	D
5312	Offices of real estate agents & brokers .....	12	4 356	421	70	22	55.2	25.6
53121	Offices of real estate agents & brokers .....	12	4 356	421	70	22	55.2	25.6
531210	Offices of real estate agents & brokers .....	12	4 356	421	70	22	55.2	25.6
5313	Activities related to real estate .....	10	D	D	D	c	D	D
532	Rental & leasing services .....	18	D	D	D	b	D	D
<b>DERRY TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>16</b>	<b>9 199</b>	<b>2 318</b>	<b>479</b>	<b>164</b>	<b>8.4</b>	<b>15.4</b>
531	Real estate .....	13	D	D	D	b	D	D
532	Rental & leasing services .....	3	D	D	D	c	D	D
<b>DOVER, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>36</b>	<b>15 596</b>	<b>1 889</b>	<b>399</b>	<b>114</b>	<b>47.3</b>	<b>14.1</b>
531	Real estate .....	31	13 196	1 537	307	76	55.9	13.4
5311	Lessors of real estate .....	18	D	D	D	b	D	D
53111	Lessors of residential buildings & dwellings .....	11	6 141	536	82	22	65.2	16.1
531110	Lessors of residential buildings & dwellings .....	11	6 141	536	82	22	65.2	16.1
532	Rental & leasing services .....	5	2 400	352	92	38	-	17.8
<b>DURHAM TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>14</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>
531	Real estate .....	12	D	D	D	b	D	D
532	Rental & leasing services .....	2	D	D	D	a	D	D
<b>EXETER TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>23</b>	<b>10 158</b>	<b>2 173</b>	<b>374</b>	<b>67</b>	<b>26.5</b>	<b>14.5</b>
531	Real estate .....	20	D	D	D	b	D	D
5311	Lessors of real estate .....	10	D	D	D	b	D	D
532	Rental & leasing services .....	3	2 268	655	82	24	D	-
<b>FRANKLIN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>6</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>
531	Real estate .....	2	D	D	D	a	D	D
532	Rental & leasing services .....	4	D	D	D	a	D	D

See footnotes at end of table.

**Table 4. Summary Statistics for Places: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>GOFFSTOWN TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>10</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>
531	Real estate .....	7	4 744	873	206	33	7.8	79.6
532	Rental & leasing services .....	3	D	D	D	a	D	D
<b>HAMPTON TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>30</b>	<b>10 431</b>	<b>2 688</b>	<b>476</b>	<b>85</b>	<b>28.9</b>	<b>14.9</b>
531	Real estate .....	23	7 752	2 002	415	57	36.6	13.6
5311	Lessors of real estate .....	12	3 648	541	118	20	34.8	7.7
532	Rental & leasing services .....	7	2 679	686	61	28	6.7	18.7
<b>HUDSON TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>16</b>	<b>5 200</b>	<b>853</b>	<b>208</b>	<b>58</b>	<b>3.0</b>	<b>—</b>
531	Real estate .....	8	1 732	357	89	22	3.8	—
532	Rental & leasing services .....	8	3 468	496	119	36	2.6	—
<b>KEENE, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>41</b>	<b>19 719</b>	<b>4 523</b>	<b>969</b>	<b>235</b>	<b>23.2</b>	<b>5.7</b>
531	Real estate .....	32	14 322	3 379	734	149	28.3	5.5
5311	Lessors of real estate .....	16	6 035	678	140	30	35.9	8.7
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	10	3 980	336	52	13	38.6	11.5
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	10	3 980	336	52	13	38.6	11.5
5312	Offices of real estate agents & brokers .....	10	4 796	981	225	48	33.4	5.4
53121	Offices of real estate agents & brokers .....	10	4 796	981	225	48	33.4	5.4
531210	Offices of real estate agents & brokers .....	10	4 796	981	225	48	33.4	5.4
532	Rental & leasing services .....	9	5 397	1 144	235	86	9.6	6.3
<b>LACONIA, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>21</b>	<b>8 119</b>	<b>1 110</b>	<b>261</b>	<b>57</b>	<b>17.5</b>	<b>34.1</b>
531	Real estate .....	14	5 646	493	104	26	19.3	49.1
532	Rental & leasing services .....	7	2 473	617	157	31	13.5	—
<b>LEBANON, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>40</b>	<b>16 513</b>	<b>3 282</b>	<b>617</b>	<b>146</b>	<b>28.5</b>	<b>4.3</b>
531	Real estate .....	27	D	D	D	b	D	D
5311	Lessors of real estate .....	15	6 799	1 034	239	50	49.1	8.4
532	Rental & leasing services .....	13	D	D	D	b	D	D
<b>LONDONDERRY TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>25</b>	<b>18 510</b>	<b>3 995</b>	<b>981</b>	<b>204</b>	<b>15.0</b>	<b>11.0</b>
531	Real estate .....	21	D	D	D	c	D	D
5312	Offices of real estate agents & brokers .....	10	6 199	610	124	30	28.4	11.9
53121	Offices of real estate agents & brokers .....	10	6 199	610	124	30	28.4	11.9
531210	Offices of real estate agents & brokers .....	10	6 199	610	124	30	28.4	11.9
532	Rental & leasing services .....	4	D	D	D	b	D	D

See footnotes at end of table.

**Table 4. Summary Statistics for Places: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>MANCHESTER, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>143</b>	<b>86 186</b>	<b>19 167</b>	<b>4 121</b>	<b>821</b>	<b>13.4</b>	<b>10.4</b>
531	Real estate .....	100	50 918	11 500	2 424	521	16.8	11.0
5311	Lessors of real estate .....	48	29 182	4 188	913	235	12.9	13.5
53111	Lessors of residential buildings & dwellings .....	25	19 951	3 315	700	197	11.7	9.4
531110	Lessors of residential buildings & dwellings .....	25	19 951	3 315	700	197	11.7	9.4
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	18	7 299	695	166	31	19.7	19.4
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	18	7 299	695	166	31	19.7	19.4
5312	Offices of real estate agents & brokers .....	23	10 807	1 795	333	63	24.3	6.6
53121	Offices of real estate agents & brokers .....	23	10 807	1 795	333	63	24.3	6.6
531210	Offices of real estate agents & brokers .....	23	10 807	1 795	333	63	24.3	6.6
5313	Activities related to real estate .....	29	10 929	5 517	1 178	223	19.7	8.6
53131	Real estate property managers .....	21	8 497	4 501	979	195	19.4	10.8
531311	Residential property managers .....	17	7 201	3 908	828	168	21.1	7.1
532	Rental & leasing services .....	43	35 268	7 667	1 697	300	8.5	9.6
5321	Automotive equipment rental & leasing .....	14	D	D	D	c	D	D
5322	Consumer goods rental .....	21	D	D	D	c	D	D
53223	Video tape & disk rental .....	13	6 135	1 239	307	94	3.6	35.4
532230	Video tape & disk rental .....	13	6 135	1 239	307	94	3.6	35.4
<b>MERRIMACK TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>17</b>	<b>8 230</b>	<b>2 898</b>	<b>699</b>	<b>128</b>	<b>16.5</b>	<b>15.2</b>
531	Real estate .....	12	6 999	2 638	645	114	17.4	17.0
532	Rental & leasing services .....	5	1 231	260	54	14	11.0	4.7
<b>MILFORD TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>18</b>	<b>6 145</b>	<b>1 158</b>	<b>241</b>	<b>58</b>	<b>48.9</b>	<b>4.9</b>
531	Real estate .....	14	4 757	903	179	40	63.1	—
532	Rental & leasing services .....	4	1 388	255	62	18	—	21.7
<b>NASHUA, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>119</b>	<b>62 930</b>	<b>13 997</b>	<b>2 937</b>	<b>541</b>	<b>19.3</b>	<b>6.3</b>
531	Real estate .....	94	52 155	11 069	2 304	389	20.8	4.4
5311	Lessors of real estate .....	35	22 417	4 349	916	185	22.4	1.7
53111	Lessors of residential buildings & dwellings .....	12	8 015	1 513	349	58	24.6	4.2
531110	Lessors of residential buildings & dwellings .....	12	8 015	1 513	349	58	24.6	4.2
53119	Lessors of other real estate property .....	11	D	D	D	b	D	D
531190	Lessors of other real estate property .....	11	D	D	D	b	D	D
5312	Offices of real estate agents & brokers .....	26	16 578	2 478	485	78	24.1	7.4
53121	Offices of real estate agents & brokers .....	26	16 578	2 478	485	78	24.1	7.4
531210	Offices of real estate agents & brokers .....	26	16 578	2 478	485	78	24.1	7.4
5313	Activities related to real estate .....	33	13 160	4 242	903	126	13.8	5.1
53131	Real estate property managers .....	23	9 717	2 728	610	95	10.4	6.0
531311	Residential property managers .....	16	D	D	D	b	D	D
532	Rental & leasing services .....	25	10 775	2 928	633	152	12.4	15.7
5322	Consumer goods rental .....	14	6 557	2 048	426	116	8.7	20.2
<b>PELHAM TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>8</b>	<b>8 215</b>	<b>1 416</b>	<b>258</b>	<b>44</b>	<b>10.2</b>	<b>69.5</b>
531	Real estate .....	5	7 744	1 307	229	32	5.6	72.9
532	Rental & leasing services .....	3	471	109	29	12	85.6	14.4
<b>PORTSMOUTH, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>70</b>	<b>33 525</b>	<b>5 912</b>	<b>1 271</b>	<b>235</b>	<b>33.4</b>	<b>7.8</b>
531	Real estate .....	56	27 389	4 844	1 004	182	39.9	5.0
5311	Lessors of real estate .....	17	13 839	1 961	474	85	27.1	4.1
5312	Offices of real estate agents & brokers .....	20	7 730	959	207	43	46.0	.4
53121	Offices of real estate agents & brokers .....	20	7 730	959	207	43	46.0	.4
531210	Offices of real estate agents & brokers .....	20	7 730	959	207	43	46.0	.4
5313	Activities related to real estate .....	19	5 820	1 924	323	54	62.1	13.1
53131	Real estate property managers .....	12	D	D	D	b	D	D
532	Rental & leasing services .....	14	6 136	1 068	267	53	4.9	20.5

See footnotes at end of table.



**Table 4. Summary Statistics for Places: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>ROCHESTER, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>26</b>	<b>10 751</b>	<b>1 479</b>	<b>385</b>	<b>79</b>	<b>38.0</b>	<b>12.6</b>
531	Real estate .....	20	8 596	1 032	272	47	45.1	6.7
5311	Lessors of real estate .....	12	D	D	D	b	D	D
532	Rental & leasing services .....	6	2 155	447	113	32	10.0	36.1
<b>SALEM TOWN, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>41</b>	<b>50 977</b>	<b>17 881</b>	<b>4 245</b>	<b>449</b>	<b>8.1</b>	<b>3.2</b>
531	Real estate .....	28	8 106	2 263	403	61	21.7	15.7
5311	Lessors of real estate .....	11	D	D	D	a	D	D
5312	Offices of real estate agents & brokers .....	12	4 288	807	119	19	12.5	14.9
53121	Offices of real estate agents & brokers .....	12	4 288	807	119	19	12.5	14.9
531210	Offices of real estate agents & brokers .....	12	4 288	807	119	19	12.5	14.9
532	Rental & leasing services .....	13	42 871	15 618	3 842	388	5.5	.8
<b>SOMERSWORTH, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>5</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>a</b>	<b>D</b>	<b>D</b>
531	Real estate .....	3	D	D	D	a	D	D
532	Rental & leasing services .....	2	D	D	D	a	D	D
<b>BALANCE OF HILLSBOROUGH COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>68</b>	<b>26 366</b>	<b>6 124</b>	<b>1 011</b>	<b>310</b>	<b>25.0</b>	<b>14.5</b>
531	Real estate .....	44	20 222	3 795	815	215	20.9	18.3
5311	Lessors of real estate .....	13	3 312	426	91	22	14.9	26.2
5312	Offices of real estate agents & brokers .....	21	8 921	932	182	47	33.6	28.8
53121	Offices of real estate agents & brokers .....	21	8 921	932	182	47	33.6	28.8
531210	Offices of real estate agents & brokers .....	21	8 921	932	182	47	33.6	28.8
5313	Activities related to real estate .....	10	7 989	2 437	542	146	9.3	3.3
532	Rental & leasing services .....	24	6 144	2 329	196	95	38.2	1.7
5322	Consumer goods rental .....	18	3 319	944	127	85	30.6	3.1
53223	Video tape & disk rental .....	16	D	D	D	b	D	D
532230	Video tape & disk rental .....	16	D	D	D	b	D	D
<b>BALANCE OF MERRIMACK COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>71</b>	<b>82 237</b>	<b>12 771</b>	<b>2 772</b>	<b>504</b>	<b>9.5</b>	<b>2.6</b>
531	Real estate .....	49	D	D	D	c	D	D
5311	Lessors of real estate .....	21	D	D	D	b	D	D
5312	Offices of real estate agents & brokers .....	19	D	D	D	b	D	D
53121	Offices of real estate agents & brokers .....	19	D	D	D	b	D	D
531210	Offices of real estate agents & brokers .....	19	D	D	D	b	D	D
532	Rental & leasing services .....	21	70 758	10 576	2 293	396	1.7	.1
5322	Consumer goods rental .....	15	D	D	D	b	D	D
53223	Video tape & disk rental .....	12	D	D	D	b	D	D
532230	Video tape & disk rental .....	12	D	D	D	b	D	D
<b>BALANCE OF ROCKINGHAM COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>126</b>	<b>59 176</b>	<b>10 254</b>	<b>2 299</b>	<b>498</b>	<b>33.8</b>	<b>24.6</b>
531	Real estate .....	92	43 151	7 433	1 603	339	38.6	14.6
5311	Lessors of real estate .....	35	19 847	2 858	615	152	26.3	20.4
53111	Lessors of residential buildings & dwellings .....	12	10 801	903	233	51	20.0	26.7
531110	Lessors of residential buildings & dwellings .....	12	10 801	903	233	51	20.0	26.7
53112	Lessors of nonresidential buildings (except miniwarehouses) .....	13	5 047	756	124	63	47.9	14.6
531120	Lessors of nonresidential buildings (except miniwarehouses) .....	13	5 047	756	124	63	47.9	14.6
5312	Offices of real estate agents & brokers .....	39	16 693	2 044	412	77	42.0	2.5
53121	Offices of real estate agents & brokers .....	39	16 693	2 044	412	77	42.0	2.5
531210	Offices of real estate agents & brokers .....	39	16 693	2 044	412	77	42.0	2.5
5313	Activities related to real estate .....	18	6 611	2 531	576	110	66.8	28.2
53131	Real estate property managers .....	10	D	D	D	b	D	D
532	Rental & leasing services .....	33	D	D	D	c	D	D
5322	Consumer goods rental .....	21	D	D	D	c	D	D
53223	Video tape & disk rental .....	16	4 546	817	192	94	25.7	1.3
532230	Video tape & disk rental .....	16	4 546	817	192	94	25.7	1.3

See footnotes at end of table.

**Table 4. Summary Statistics for Places: 1997—Con.**

[Includes only establishments of companies with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For information on geographic areas followed by \*, see Appendix D]

NAICS code	Geographic area and kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From administrative records <sup>1</sup>	Estimated <sup>2</sup>
<b>BALANCE OF STRAFFORD COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>10</b>	<b>D</b>	<b>D</b>	<b>D</b>	<b>b</b>	<b>D</b>	<b>D</b>
531	Real estate .....	6	D	D	D	a	D	D
532	Rental & leasing services .....	4	D	D	D	b	D	D
<b>BALANCE OF BELKNAP COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>54</b>	<b>18 465</b>	<b>3 814</b>	<b>764</b>	<b>184</b>	<b>37.9</b>	<b>17.8</b>
531	Real estate .....	42	15 227	2 919	618	117	44.1	13.0
5311	Lessors of real estate .....	16	7 139	912	169	30	51.3	5.4
5312	Offices of real estate agents & brokers .....	16	4 458	539	139	23	46.5	31.1
53121	Offices of real estate agents & brokers .....	16	4 458	539	139	23	46.5	31.1
531210	Offices of real estate agents & brokers .....	16	4 458	539	139	23	46.5	31.1
5313	Activities related to real estate .....	10	3 630	1 468	310	64	26.7	5.7
532	Rental & leasing services .....	12	3 238	895	146	67	8.9	40.2
<b>BALANCE OF CARROLL COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>73</b>	<b>33 635</b>	<b>6 529</b>	<b>1 315</b>	<b>314</b>	<b>45.5</b>	<b>12.6</b>
531	Real estate .....	57	28 669	5 815	1 190	264	46.7	13.6
5311	Lessors of real estate .....	22	10 091	1 683	394	73	61.9	4.4
5312	Offices of real estate agents & brokers .....	25	15 314	3 051	574	149	36.5	21.0
53121	Offices of real estate agents & brokers .....	25	15 314	3 051	574	149	36.5	21.0
531210	Offices of real estate agents & brokers .....	25	15 314	3 051	574	149	36.5	21.0
5313	Activities related to real estate .....	10	3 264	1 081	222	42	47.8	7.1
532	Rental & leasing services .....	16	4 966	714	125	50	38.4	7.3
5322	Consumer goods rental .....	12	D	D	D	b	D	D
<b>BALANCE OF CHESHIRE COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>27</b>	<b>6 457</b>	<b>1 400</b>	<b>376</b>	<b>77</b>	<b>60.1</b>	<b>11.7</b>
531	Real estate .....	18	4 562	906	267	42	61.1	15.5
5311	Lessors of real estate .....	11	3 231	399	59	23	45.1	21.9
532	Rental & leasing services .....	9	1 895	494	109	35	57.5	2.6
<b>BALANCE OF COOS COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>11</b>	<b>1 884</b>	<b>436</b>	<b>114</b>	<b>41</b>	<b>85.3</b>	<b>4.7</b>
531	Real estate .....	8	D	D	D	b	D	D
532	Rental & leasing services .....	3	D	D	D	a	D	D
<b>BALANCE OF GRAFTON COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>82</b>	<b>22 269</b>	<b>4 624</b>	<b>1 111</b>	<b>286</b>	<b>38.5</b>	<b>8.3</b>
531	Real estate .....	65	D	D	D	c	D	D
5311	Lessors of real estate .....	26	7 582	1 144	256	75	27.6	7.3
53111	Lessors of residential buildings & dwellings .....	17	4 717	783	175	45	25.2	4.2
531110	Lessors of residential buildings & dwellings .....	17	4 717	783	175	45	25.2	4.2
5312	Offices of real estate agents & brokers .....	22	7 358	1 328	284	53	50.8	5.8
53121	Offices of real estate agents & brokers .....	22	7 358	1 328	284	53	50.8	5.8
531210	Offices of real estate agents & brokers .....	22	7 358	1 328	284	53	50.8	5.8
5313	Activities related to real estate .....	17	D	D	D	c	D	D
532	Rental & leasing services .....	17	D	D	D	b	D	D
5322	Consumer goods rental .....	11	D	D	D	b	D	D
<b>BALANCE OF SULLIVAN COUNTY, NH</b>								
<b>53</b>	<b>Real estate &amp; rental &amp; leasing .....</b>	<b>18</b>	<b>4 524</b>	<b>378</b>	<b>81</b>	<b>28</b>	<b>65.9</b>	<b>.2</b>
531	Real estate .....	13	D	D	D	a	D	D
532	Rental & leasing services .....	5	D	D	D	a	D	D

<sup>1</sup>Includes revenue information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes revenue information which was imputed based on historic data, administrative records data, or on industry averages.

# Appendix A.

## Explanation of Terms

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### **ANNUAL PAYROLL**

Payroll includes all forms of compensation, such as salaries, wages, commissions, dismissal pay, bonuses, vacation allowances, sick-leave pay, and employee contributions to qualified pension plans paid during the year to all employees. Payroll does not include commissions paid to independent (nonemployee) agents, such as real estate agents. For corporations, payroll includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the Internal Revenue Service (IRS) on Form 941.

### **FIRST QUARTER PAYROLL (\$1,000)**

Represents payroll paid to persons employed at any time during the quarter January to March 1997.

### **NUMBER OF EMPLOYEES**

Paid employees consist of the full-time and part-time employees who were on the payroll during the pay period including March 12, including salaried officers and executives of corporations. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. Excluded are independent (nonemployee) agents. The definition of paid employees is the same as that used on IRS Form 941.

### **NUMBER OF ESTABLISHMENTS**

An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Economic census figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Each economic census establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents those in business at any time during 1997.

### **REAL ESTATE AND RENTAL AND LEASING**

When two or more activities were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, separate establishment reports for each of the different activities were obtained in the census.

Data for individual properties leased or managed by property lessors or property managers are not normally considered separate establishments, but rather the permanent offices from which the properties are leased or managed are considered establishments. Data for separate automotive rental offices or concessions (e.g. airport locations) in the same metropolitan area, for which a common fleet of cars is maintained, are merged together and not considered as separate establishments.

### **REVENUE**

Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees from all sources, rents, net investment income, interest, dividends, and royalties. Revenue from leasing property marketed under operating leases is included. Revenue also includes the total value of service contracts, amounts received for work subcontracted to others, and rents from real property sublet to others.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

### **SALES, RECEIPTS, OR REVENUE ESTIMATED (PERCENT)**

Percent of total sales/receipts/revenue that was imputed based on historic company ratios or administrative records, or on industry averages.

### **SALES, RECEIPTS, OR REVENUE FROM ADMINISTRATIVE RECORDS (PERCENT)**

Percent of total sales/receipts/revenue obtained from administrative records of other Federal agencies.

# Appendix B.

## NAICS Codes, Titles, and Descriptions

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### **53 REAL ESTATE AND RENTAL AND LEASING**

The Real Estate and Rental and Leasing sector comprises establishments primarily engaged in renting, leasing, or otherwise allowing the use of tangible or intangible assets, and establishments providing related services. The major portion of this sector comprises establishments that rent, lease, or otherwise allow the use of their own assets by others. The assets may be tangible, as is the case of real estate and equipment, or intangible, as is the case with patents and trademarks.

This sector also includes establishments primarily engaged in managing real estate for others, selling, renting and/or buying real estate for others, and appraising real estate. These activities are closely related to this sector's main activity, and it was felt that from a production basis they would best be included here. In addition, a substantial proportion of property management is self-performed by lessors.

The main components of this sector are the real estate lessors industries; equipment lessors industries (including motor vehicles, computers, and consumer goods); and lessors of nonfinancial intangible assets (except copyrighted works).

Excluded from this sector are real estate investment trusts (REITS) and establishments primarily engaged in renting or leasing equipment with operators. REITS are classified in Subsector 525, Funds, Trusts, and Other Financial Vehicles because they are considered investment vehicles. Establishments renting or leasing equipment with operators are classified in various subsectors of NAICS depending on the nature of the services provided (e.g., transportation, construction, agriculture). These activities are excluded from this sector because the client is paying for the expertise and knowledge of the equipment operator, in addition to the rental of the equipment. In many cases, such as, the rental of heavy construction equipment, the operator is essential to operate the equipment.

### **531 REAL ESTATE**

Industries in the Real Estate subsector group establishments that are primarily engaged in renting or leasing real estate to others; managing real estate for others; selling, buying, or renting real estate for others; and providing other real estate related services, such as appraisal services.

Establishments primarily engaged in subdividing and developing unimproved real estate and constructing buildings for sale are classified in Subsector 233, Building, Developing, and General Contracting.

Real Estate Investment Trusts (REITS) are classified in Subsector 525, Funds, Trusts, and Other Financial Vehicles because they are considered investment vehicles.

### **5311 Lessors of Real Estate**

This NAICS industry group includes establishments classified in the following NAICS industry(ies): 53111, Lessors of Residential Buildings and Dwellings; 53112, Lessors of Nonresidential Buildings (Except Miniwarehouses); 53113, Lessors of Miniwarehouses and Self-Storage Units; 53119, Lessors of Other Real Estate Property

### **53111 Lessors of Residential Buildings and Dwellings**

This industry comprises establishments primarily engaged in acting as lessors of buildings used as residences or dwellings, such as single-family homes, apartment buildings, and town homes. Included in this industry are owner-lessors and establishments renting real estate and then acting as lessors in subleasing it to others. The establishments in this industry may manage the property themselves or have another establishment manage it for them.

### **531110 Lessors of Residential Buildings and Dwellings**

This industry comprises establishments primarily engaged in acting as lessors of buildings used as residences or dwellings, such as single-family homes, apartment buildings, and town homes. Included in this industry are owner-lessors and establishments renting real estate and then acting as lessors in subleasing it to others. The establishments in this industry may manage the property themselves or have another establishment manage it for them.

The data published with NAICS code 531110 include these parts of the following SIC industries:

6513 Lessors of apartment buildings

6514 Lessors of dwellings (except apartment buildings)

### **5311101 Lessors of Apartment Buildings**

Establishments primarily engaged in leasing (renting) apartment buildings (with 5 or more housing units per

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building) which are used as residences. Included are establishments which may lease (rent) apartments and then act as lessors in subleasing to others

### **531109 Lessors of Dwellings Other Than Apartment Buildings**

Establishments primarily engaged in leasing (renting) residential buildings and dwellings (with less than 5 housing units per building) other than apartment buildings. Included are establishments which may lease (rent) residential space and then act as lessors in subleasing to others.

### **53112 Lessors of Nonresidential Buildings (Except Miniwarehouses)**

This industry comprises establishments primarily engaged in acting as lessors of buildings (except mini-warehouses and self-storage units) that are not used as residences or dwellings. Included in this industry are owner-lessors and establishments renting real estate and then acting as lessors in subleasing it to others. The establishments in this industry may manage the property themselves or have another establishment manage it for them.

### **531120 Lessors of Nonresidential Buildings (Except Miniwarehouses)**

This industry comprises establishments primarily engaged in acting as lessors of buildings (except mini-warehouses and self-storage units) that are not used as residences or dwellings. Included in this industry are owner-lessors and establishments renting real estate and then acting as lessors in subleasing it to others. The establishments in this industry may manage the property themselves or have another establishment manage it for them.

The data published with NAICS code 531120 include these parts of the following SIC industries:

- 6512 (pt) Lessors of professional & other office buildings
- 6512 (pt) Lessors of manufacturing & industrial buildings
- 6512 (pt) Lessors of shopping centers & retail stores
- 6512 (pt) Lessors of other nonresidential buildings & facilities

### **5311201 Lessors of Professional and Other Office Buildings**

Establishments primarily engaged in leasing (renting) professional and other office buildings or office space in such buildings. Included are establishments that may lease (rent) and then act as lessors in subleasing to others.

### **5311202 Lessors of Manufacturing and Industrial Buildings**

Establishments primarily engaged in leasing (renting) manufacturing and other industrial buildings. Included are establishments that may lease (rent) and then act as lessors in subleasing to others.

### **5311203 Lessors of Shopping Centers and Retail Stores**

Establishments primarily engaged in leasing (renting) retail stores or shopping center properties. Included are establishments that may lease (rent) and then act as lessors in subleasing to others.

### **5311209 Lessors of Other Nonresidential Buildings and Facilities**

Establishments primarily engaged in leasing (renting) nonresidential buildings not elsewhere classified. Included are establishments that may lease (rent) and then act as lessors in subleasing to others.

### **53113 Lessors of Miniwarehouses and Self-Storage Units**

This industry comprises establishments primarily engaged in renting or leasing space for self-storage. These establishments provide secure space (i.e., rooms, compartments, lockers, containers, or outdoor space) where clients can store and retrieve their goods.

### **531130 Lessors of Miniwarehouses and Self-Storage Units**

This industry comprises establishments primarily engaged in renting or leasing space for self-storage. These establishments provide secure space (i.e., rooms, compartments, lockers, containers, or outdoor space) where clients can store and retrieve their goods.

The data published with NAICS code 531130 include these parts of the following SIC industries:

- 4225 (pt) Lessors of miniwarehouses & self storage units

### **53119 Lessors of Other Real Estate Property**

This industry comprises establishments primarily engaged in acting as lessors of real estate (except buildings), such as manufactured home (i.e., mobile home) sites, vacant lots, and grazing land.

### **531190 Lessors of Other Real Estate Property**

This industry comprises establishments primarily engaged in acting as lessors of real estate (except buildings), such as manufactured home (i.e., mobile home) sites, vacant lots, and grazing land.

The data published with NAICS code 531190 include these parts of the following SIC industries:

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6515 Lessors of manufactured (mobile) home sites  
6517 Lessors of railroad property  
6519 Lessors of other real estate property

### **5311901 Lessors of Manufactured (Mobile) Home Sites**

Establishments primarily engaged in leasing (renting) manufactured (i.e., mobile) home sites for residential use. The establishments may also lease (rent) manufactured (mobile) homes on these sites. Included are establishments that may lease (rent) and then act as lessors in subleasing to others.

### **5311902 Lessors of Railroad Property**

Establishments primarily engaged in leasing (renting) real property owned by railroads, with or without improvements, including track rights of way. Included are establishments which may lease (rent) real property space and then act as lessors in subleasing to others.

### **5311909 Lessors of Other Real Property**

Establishments primarily engaged in leasing (renting) other real property, not elsewhere classified. This is primarily leasing (renting) of land. Some incidental buildings may be on the property. The establishments in this industry may lease (rent) space and then act as lessors in subleasing to others.

### **5312 Offices of Real Estate Agents and Brokers**

This NAICS industry group includes establishments classified in the following NAICS industry(ies): 53121, Offices of Real Estate Agents and Brokers.

### **53121 Offices of Real Estate Agents and Brokers**

This industry comprises establishments primarily engaged in acting as agents and/or brokers in one or more of the following: (1) selling real estate for others; (2) buying real estate for others; and (3) renting real estate for others.

### **531210 Offices of Real Estate Agents and Brokers**

This industry comprises establishments primarily engaged in acting as agents and/or brokers in one or more of the following: (1) selling real estate for others; (2) buying real estate for others; and (3) renting real estate for others.

The data published with NAICS code 531210 include these parts of the following SIC industries:

- 6531 (pt) Offices of residential real estate agents & brokers
- 6531 (pt) Offices of nonresidential real estate agents & brokers

### **5312101 Offices of Residential Real Estate Agents and Brokers**

Establishments primarily engaged in renting, buying, and selling residential real estate for others, on a fee or contract basis.

### **5312109 Offices of Nonresidential Real Estate Agents and Brokers**

Establishments primarily engaged in renting, buying, and selling nonresidential real estate for others, on a fee or contract basis.

### **5313 Activities Related to Real Estate**

This industry group comprises establishments primarily engaged in providing real estate services (except lessors of real estate and offices of real estate agents and brokers). Included in this industry group are establishments primarily engaged in activities, such as, managing real estate for others and appraising real estate.

### **53131 Real Estate Property Managers**

This industry comprises establishments primarily engaged in managing real property for others. Management includes ensuring that various activities associated with the overall operation of the property are performed, such as collecting rents, and overseeing other services (e.g., maintenance, security, trash removal.)

### **531311 Residential Property Managers**

This U.S. industry comprises establishments primarily engaged in managing residential real estate for others.

The data published with NAICS code 531311 include these parts of the following SIC industries:

- 6531 (pt) Residential property managers

### **531312 Nonresidential Property Managers**

This U.S. industry comprises establishments primarily engaged in managing nonresidential real estate for others.

The data published with NAICS code 531312 include these parts of the following SIC industries:

- 6531 (pt) Nonresidential property managers

### **53132 Offices of Real Estate Appraisers**

This industry comprises establishments primarily engaged in estimating the fair market value of real estate.

### **531320 Offices of Real Estate Appraisers**

This industry comprises establishments primarily engaged in estimating the fair market value of real estate.

The data published with NAICS code 531320 include these parts of the following SIC industries:

- 6531 (pt) Offices of real estate appraisers

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### **53139 Other Activities Related to Real Estate**

This industry comprises establishments primarily engaged in performing real estate related services (except lessors of real estate, offices of real estate agents and brokers, real estate property managers, and offices of real estate appraisers).

### **531390 Other Activities Related to Real Estate**

This industry comprises establishments primarily engaged in performing real estate related services (except lessors of real estate, offices of real estate agents and brokers, real estate property managers, and offices of real estate appraisers).

The data published with NAICS code 531390 include these parts of the following SIC industries:

6531 (pt) Other activities related to real estate

### **532 Rental and Leasing Services**

Industries in the Rental and Leasing Services subsector include establishments that provide a wide array of tangible goods, such as automobiles, computers, consumer goods, and industrial machinery and equipment, to customers in return for a periodic rental or lease payment.

The subsector includes two main types of establishments: (1) those that are engaged in renting consumer goods and equipment and (2) those that are engaged in leasing machinery and equipment of the kind often used for business operations. The first type typically operates from a retail-like or store-front facility and maintains inventories of goods that are rented for short periods of time. The latter type typically does not operate from retail-like locations or maintain inventories, and offers longer term leases. These establishments work directly with clients to enable them to acquire the use of equipment on a lease basis, or they work with equipment vendors or dealers to support the marketing of equipment to their customers under lease arrangements. Equipment lessors generally structure lease contracts to meet the specialized needs of their clients and use their remarketing expertise to find other users for previously leased equipment. Establishments that provide operating and capital (i.e., finance) leases are included in this subsector.

Establishments primarily engaged in leasing in combination with providing loans are classified in Sector 52, Finance and Insurance. Establishments primarily engaged in leasing real property are classified in Subsector 531, Real Estate. Those establishments primarily engaged in renting or leasing equipment with operators are classified in various subsectors of NAICS depending on the nature of the services provided (e.g., Transportation, Construction, Agriculture). These activities are excluded from this subsector since the client is paying for the expertise and knowledge of the equipment operator, in addition to the rental of the equipment. In many cases, such as the rental of heavy construction equipment, the operator is essential

to operate the equipment. Likewise, since the provision of crop harvesting services includes both the equipment and operator, it is included in the agriculture subsector. The rental or leasing of copyrighted works is classified in Sector 51, Information, and the rental or leasing of assets, such as patents, trademarks, and/or licensing agreements is classified in Subsector 533, Lessors of Nonfinancial Intangible Assets (except Copyrighted Works).

### **5321 Automotive Equipment Rental and Leasing**

This industry group comprises establishments primarily engaged in renting or leasing the following types of vehicles: passenger cars and trucks without drivers, and utility trailers. These establishments generally operate from a retail-like facility. Some establishments offer only short-term rental, others only longer term leases, and some provide both type of services.

### **53211 Passenger Car Rental and Leasing**

This industry comprises establishments primarily engaged in renting or leasing passenger cars without drivers.

#### **532111 Passenger Car Rental**

This U.S. industry comprises establishments primarily engaged in renting passenger cars without drivers, generally for short periods of time.

The data published with NAICS code 532111 include these parts of the following SIC industries:

7514 Passenger car rental

#### **532112 Passenger Car Leasing**

This U.S. industry comprises establishments primarily engaged in leasing passenger cars without drivers, generally for long periods of time.

The data published with NAICS code 532112 include these parts of the following SIC industries:

7515 Passenger car leasing

### **53212 Truck, Utility Trailer, and RV (Recreational Vehicle) Rental and Leasing**

This industry comprises establishments primarily engaged in renting or leasing, without drivers, one or more of the following: trucks, truck tractors or buses: semitrailers, utility trailers, or RVs (recreational vehicles).

### **532120 Truck, Utility Trailer, and RV (Recreational Vehicle) Rental and Leasing**

This industry comprises establishments primarily engaged in renting or leasing, without drivers, one or more of the following: trucks, truck tractors or buses: semitrailers, utility trailers, or RVs (recreational vehicles).

The data published with NAICS code 532120 include these parts of the following SIC industries:

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7513 Truck rental and leasing without drivers

7519 Utility trailer & RV (recreational vehicle) rental & leasing

### **5321201 Truck Rental, Without Drivers**

Establishments primary engaged in renting (without drivers) one or more of the following: trucks, truck tractors, buses, or semi-trailers.

### **5321202 Truck Leasing**

Establishments primarily engaged in leasing (without drivers) one or more of the following: trucks, truck tractors, or buses. Service or maintenance may be provided.

### **5321209 Utility Trailer and Recreational Vehicle Rental and Leasing**

Establishments primarily engaged in renting or leasing utility trailers and recreational vehicles.

### **5322 Consumer Goods Rental**

This industry group comprises establishments primarily engaged in renting personal and household-type goods. Establishments classified in this industry group generally provide short-term rental although in some instances, the goods may be leased for longer periods of time. These establishments often operate from a retail-like or store-front facility.

### **53221 Consumer Electronics and Appliances Rental**

This industry comprises establishments primarily engaged in renting consumer electronics equipment and appliances, such as televisions, stereos, and refrigerators. Included in this industry are appliance rental centers.

### **532210 Consumer Electronics and Appliances Rental**

This industry comprises establishments primarily engaged in renting consumer electronics equipment and appliances, such as televisions, stereos, and refrigerators. Included in this industry are appliance rental centers.

The data published with NAICS code 532210 include these parts of the following SIC industries:

7359 (pt) Consumer electronics & appliances rental

### **53222 Formal Wear and Costume Rental**

This industry comprises establishments primarily engaged in renting clothing, such as formal wear, costumes (e.g., theatrical), or other clothing (except laundered uniforms and work apparel).

### **532220 Formal Wear and Costume Rental**

This industry comprises establishments primarily engaged in renting clothing, such as formal wear, costumes (e.g., theatrical), or other clothing (except laundered uniforms and work apparel).

The data published with NAICS code 532220 include these parts of the following SIC industries:

7299 (pt) Formal wear rental

7819 (pt) Wardrobe rental

### **5322201 Formal Wear Rental**

Establishments primarily engaged in renting clothing, such as formal wear or costumes (other than for motion picture production, TV, or theatrical production).

### **5322209 Wardrobe Rental**

Establishments primarily engaged in renting costumes for motion picture production, TV, or theatrical productions.

### **53223 Video Tape and Disc Rental**

This industry comprises establishments primarily engaged in renting prerecorded video tapes and discs for home electronic equipment.

### **532230 Video Tape and Disc Rental**

This industry comprises establishments primarily engaged in renting prerecorded video tapes and discs for home electronic equipment.

The data published with NAICS code 532230 include these parts of the following SIC industries:

7841 Video tape & disk rental

### **53229 Other Consumer Goods Rental**

This industry comprises establishments primarily engaged in renting consumer goods (except consumer electronics and appliances, formal wear and costumes, and prerecorded video tapes).

### **532291 Home Health Equipment Rental**

This U.S. industry comprises establishments primarily engaged in renting home-type health and invalid equipment, such as wheel chairs, hospital beds, oxygen tanks, walkers, and crutches.

The data published with NAICS code 532291 include these parts of the following SIC industries:

7352 (pt) Home health equipment rental

### **532292 Recreational Goods Rental**

This U.S. industry comprises establishments primarily engaged in renting recreational goods, such as bicycles, canoes, motorcycles, skis, sailboats, beach chairs, and beach umbrellas.



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The data published with NAICS code 532292 include these parts of the following SIC industries:

7999 (pt) Recreational goods rental

### **532299 All Other Consumer Goods Rental**

This U.S. industry comprises establishments primarily engaged in renting consumer goods and products (except consumer electronics and appliances; formal wear and costumes; prerecorded video tapes and discs for home electronic equipment; home health furniture and equipment; and recreational goods). Included in this industry are furniture rental centers and party rental supply centers.

The data published with NAICS code 53299 include these parts of the following SIC industries:

7359 (pt) Other consumer goods rental & leasing

### **5322991 Locker Rental, Except Cold Storage**

Establishments primarily engaged in renting lockers (except cold storage).

### **5322999 All Other Miscellaneous Consumer Goods Rental and Leasing**

Establishments primarily engaged in renting or leasing a single line of consumer goods or products (except electronics and appliances, formal wear and costumes, video tapes, and recreational goods). Residential furniture and party supply rental are included here.

### **5323 General Rental Centers**

This NAICS industry group includes establishments classified in the following NAICS industry(ies): 53231, General Rental Centers.

#### **53231 General Rental Centers**

This industry comprises establishments primarily engaged in renting a range of consumer, commercial, and industrial equipment. Establishments in this industry typically operate from conveniently located facilities where they maintain inventories of goods and equipment that they rent for short periods of time. The type of equipment that establishments in this industry provide often includes, but is not limited to: audio-visual equipment, contractors and builders tools and equipment, home repair tools, lawn and garden equipment, moving equipment and supplies, and party and banquet equipment and supplies.

#### **532310 General Rental Centers**

This industry comprises establishments primarily engaged in renting a range of consumer, commercial, and industrial equipment. Establishments in this industry typically operate from conveniently located facilities where they maintain inventories of goods and equipment that

they rent for short periods of time. The type of equipment that establishments in this industry provide often includes, but is not limited to: audio-visual equipment, contractors and builders tools and equipment, home repair tools, lawn and garden equipment, moving equipment and supplies, and party and banquet equipment and supplies.

The data published with NAICS code 532310 include these parts of the following SIC industries:

7359 (pt) General rental centers

### **5324 Commercial and Industrial Machinery and Equipment Rental and Leasing**

This industry group comprises establishments primarily engaged in renting or leasing commercial-type and industrial-type machinery and equipment. The types of establishments included in this industry group are generally involved in providing capital or investment-type equipment that clients use in their business operations. These establishments typically cater to a business clientele and do not generally operate a retail-like or store-front facility.

#### **53241 Construction, Transportation, Mining, and Forestry Machinery and Equipment Rental and Leasing**

This industry comprises establishments primarily engaged in renting or leasing one or more of the following without operators: heavy construction, off-highway transportation, mining, and forestry machinery and equipment. Establishments in this industry may rent or lease products, such as aircraft, railroad cars, steamships, tugboats, bulldozers, earthmoving equipment, well-drilling machinery and equipment, or cranes.

#### **532411 Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing**

This U.S. industry comprises establishments primarily engaged in renting or leasing off-highway transportation equipment without operators, such as aircraft, railroad cars, steamships, or tugboats.

The data published with NAICS code 532411 include these parts of the following SIC industries:

4499 (pt) Commercial vessel rental & leasing

4741 (pt) Railroad car rental

7359 (pt) Aircraft rental & leasing

#### **5324111 Commercial Vessel Rental and Leasing Without Crew**

Establishments primarily engaged in renting or leasing commercial vessels or barges (without crew).

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### **5324112 Railroad Car Rental and Leasing**

Establishments primarily engaged in renting or leasing railroad cars.

### **5324119 Aircraft Rental and Leasing**

Establishments primarily engaged in renting or leasing air transportation equipment (without operators).

### **532412 Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing**

This U.S. industry comprises establishments primarily engaged in renting or leasing heavy equipment without operators that may be used for construction, mining, or forestry, such as bulldozers, earthmoving equipment, well-drilling machinery and equipment, or cranes.

The data published with NAICS code 532412 include these parts of the following SIC industries:

7353 (pt) Rental & leasing of heavy construction equip without operators

7359 (pt) Oil field & well drilling equipment rental & leasing

### **5324121 Rental and Leasing of Heavy Construction Equipment Without Operators**

Establishments primarily engaged in renting or leasing heavy construction and earthmoving machinery and equipment (without operators), such as cranes, bulldozers, scrapers, clamshells, and bucket loaders.

### **5324129 Oilfield and Well Drilling Equipment Rental and Leasing**

Establishments primarily engaged in renting or leasing oil field and well drilling equipment.

### **53242 Office Machinery and Equipment Rental and Leasing**

This industry comprises establishments primarily engaged in renting or leasing office machinery and equipment, such as computers, office furniture, duplicating machines (i.e., copiers), or facsimile machines.

### **532420 Office Machinery and Equipment Rental and Leasing**

This industry comprises establishments primarily engaged in renting or leasing office machinery and equipment, such as computers, office furniture, duplicating machines (i.e., copiers), or facsimile machines.

The data published with NAICS code 532420 include these parts of the following SIC industries:

7359 (pt) Office machinery rental & leasing

7377 Computer rental & leasing

### **5324201 Office Machine Rental and Leasing**

Establishments primarily engaged in renting or leasing office machinery and equipment.

### **5324209 Computer Rental and Leasing**

Establishments primarily engaged in renting or leasing computers and computer peripheral equipment.

### **53249 Other Commercial and Industrial Machinery and Equipment Rental and Leasing**

This industry comprises establishments primarily engaged in renting or leasing nonconsumer-type machinery and equipment (except heavy construction, transportation, mining, and forestry machinery and equipment without operators; and office machinery and equipment). Establishments in this industry rent or lease products, such as, manufacturing equipment; metalworking, telecommunications, motion picture, or theatrical machinery and equipment; institutional (i.e., public building) furniture, such as furniture for schools, theaters, or buildings; or agricultural equipment without operators.

### **532490 Other Commercial and Industrial Machinery and Equipment Rental and Leasing**

This industry comprises establishments primarily engaged in renting or leasing nonconsumer-type machinery and equipment (except heavy construction, transportation, mining, and forestry machinery and equipment without operators; and office machinery and equipment). Establishments in this industry rent or lease products, such as, manufacturing equipment; metalworking, telecommunications, motion picture, or theatrical machinery and equipment; institutional (i.e., public building) furniture, such as furniture for schools, theaters, or buildings; or agricultural equipment without operators.

The data published with NAICS code 532490 include these parts of the following SIC industries:

7352 (pt) Medical equipment rental & leasing (exc home health equipment)

7359 (pt) Industrial equipment rental & leasing

7819 (pt) Motion picture equipment rental

7922 (pt) Theatrical equipment rental

### **5324901 Medical Equipment Rental and Leasing, Except Home Health Equipment**

Establishments primarily engaged in renting or leasing medical equipment (except invalid supplies or home health equipment).

### **5324902 Industrial Equipment Rental and Leasing**

Establishments primarily engaged in renting or leasing industrial machinery and equipment.

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### **5324903 Motion Picture Equipment Rental**

Establishments primarily engaged in renting or leasing motion picture equipment. Included in this industry are establishments that rent studio property for motion picture production, TV, or theatrical productions.

### **5324909 Theatrical Equipment Rental**

Establishments primarily engaged in renting or leasing theatrical equipment, such as lighting, theatrical audio equipment and sets.

### **533 Lessors of Nonfinancial Intangible Assets (Except Copyrighted Works)**

Industries in the Lessors of Nonfinancial Intangible Assets (Except Copyrighted Works) subsector include establishments that are primarily engaged in assigning rights to assets, such as patents, trademarks, brand names, and/or franchise agreements for which a royalty payment or licensing fee is paid to the asset holder. Establishments in this subsector own the patents, trademarks, and/or franchise agreements that they allow others to use or reproduce for a fee and may or may not have created those assets.

Establishments that allow franchisees the use of the franchise name, contingent on the franchisee buying products or services from the franchisor, are classified elsewhere.

Excluded from this subsector are establishments primarily engaged in leasing real property and establishments primarily engaged in leasing tangible assets, such as automobiles, computers, consumer goods, and industrial machinery and equipment. These establishments are classified in Subsector 531, Real Estate and Subsector 532, Rental and Leasing Services, respectively.

### **5331 Lessors of Nonfinancial Intangible Assets (Except Copyrighted Works)**

This NAICS industry group includes establishments classified in the following NAICS industry(ies): 53311, Lessors of Nonfinancial Intangible Assets (Except Copyrighted Works).

#### **53311 Lessors of Nonfinancial Intangible Assets (Except Copyrighted Works)**

This industry comprises establishments primarily engaged in assigning rights to assets, such as patents, trademarks, brand names, and/or franchise agreements for which a royalty payment or licensing fee is paid to the asset holder.

#### **533110 Lessors of Nonfinancial Intangible Assets (Except Copyrighted Works)**

This industry comprises establishments primarily engaged in assigning rights to assets, such as patents, trademarks, brand names, and/or franchise agreements for which a royalty payment or licensing fee is paid to the asset holder.

The data published with NAICS code 533110 include these parts of the following SIC industries:

6792 (pt) Oil royalty companies

6794 Patent owners & lessors

#### **5331101 Oil Royalty Trading Companies**

Establishments primarily engaged in leasing the rights to a whole or partial interest in the proceeds from the sale of oil or gas, produced from a specific tract for investors.

#### **5331109 Patent Owners and Lessors**

Establishments primarily engaged in collecting royalties or licensing fees from patents, trademarks, and/or franchise agreements.

# Appendix C.

## Coverage and Methodology

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### MAIL/NONMAIL UNIVERSE

For this sector, large- and medium-size firms, plus all firms known to operate more than one establishment, were sent questionnaires to be completed and returned to the Census Bureau by mail. For most very small firms data from existing administrative records of other Federal agencies were used instead. These records provided basic information on location, kind of business, revenue, payroll, number of employees, and legal form of organization.

Firms in the 1997 Economic Census were divided into the mail universe and nonmail universe. The coverage of and the method of obtaining census information from each are described below:

1. The mail universe consisted of firms for which information was obtained by means of a mail canvass and included:
  - a. Large employers, i.e., all multiestablishment and all single-establishment employer firms with payroll above a specified cutoff. The term “employers” refers to firms with one or more paid employees at any time during 1997 as shown in the active administrative records of other Federal agencies.
  - b. A sample of small employers, i.e., single-establishment firms with payroll below a specified cutoff, in classifications for which specialized data precluded reliance solely on administrative records sources.
2. The nonmail universe consisted of firms that were not required to file a regular census return and included:
  - a. Selected small employers, i.e., single-establishment firms with payroll below a specified cutoff. Although the payroll cutoff varied by kind of business, small employers in the nonmail universe generally included firms with less than 10 employees and represented about 10 percent of total revenue of establishments covered in the census. Data on revenue, payroll, and employment for small employers in the nonmail universe were derived or estimated from administrative records of other Federal agencies.
  - b. All taxable nonemployers, i.e., all firms subject to Federal income tax with no paid employees during 1997. Revenue information for these firms was obtained from administrative records of other Federal agencies. Although consisting of many firms,

nonemployers accounted for less than 10 percent of total revenue of all establishments covered in the census. The census included only those nonemployer firms which reported a revenue volume of \$1,000 or more during 1997. Data for nonemployers are not included in this report, but are released as part of the “Core Business Statistics Report Series.”

### INDUSTRY CLASSIFICATION OF ESTABLISHMENTS

The classifications for all establishments in this sector were assigned in accordance with the 1997 North American Industry Classification System (NAICS) Manual, United States. NAICS is a common classification system developed by the United States, Canada, and Mexico. This system replaces the 1987 Standard Industrial Classification (SIC) that was used in previous censuses. Appendix A of the 1997 NAICS manual provides information on the comparability between the 1987 SIC and the 1997 NAICS. More information on NAICS is available in the NAICS manual and at [www.census.gov/naics](http://www.census.gov/naics).

The method of assigning classifications, and the level of detail at which establishments were classified, differed between the mail and nonmail universe as follows:

1. The mail universe.
  - a. Establishments in the mail universe that returned questionnaires were classified on the basis of their self-designation, sources of revenue, and other industry-specific inquiries.
  - b. Establishments in the mail universe that did not return questionnaires were classified on the basis of the most current census kind-of-business classification available from one of the Census Bureau’s current sample surveys, the 1992 census, or the administrative records of other Federal agencies.
2. The nonmail universe.
  - a. Employer establishments in the nonmail universe were classified on the basis of the most current census kind-of-business classification available from one of the Census Bureau’s current sample surveys, the 1992 census, or the administrative records of other Federal agencies. If the census or

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administrative record classifications proved inadequate (none corresponded to a 1997 census classification in the detail required for employers), the firm was sent a brief inquiry requesting information necessary to assign a 1997 census kind-of-business code.

- b. Nonemployers were classified on the basis of information obtained from administrative records of other Federal agencies.

### **RELIABILITY OF DATA**

All data compiled for this sector are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, processing, and estimation for missing or misreported data.

Data presented in the Miscellaneous Subjects and the Sources of Revenue reports for this sector are subject to sampling errors as well as nonsampling errors. Specifically, these data are estimated based on information obtained from census questionnaires mailed to all large employers and to a sample of small employers in the universe. Sampling errors affect these estimates insofar as they may differ from results that would be obtained from a complete enumeration.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors or by the joint effects of sampling and nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Census Bureau obtains limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to

develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication.

### **TREATMENT OF NONRESPONSE**

Census report forms included two different types of inquiries, "basic" and "industry-specific". Data for the basic inquiries, which include location, kind of business or operation, revenue, payroll, number of employees, and legal form of organization, were available from a combination of sources for all establishments. Data for industry-specific inquiries, tailored to the particular kinds of business or operation covered by the report, were available only from the establishments in the mail universe that completed the appropriate inquiries on the questionnaire.

Two methods were used to account for nonresponse to industry-specific inquiries. For some inquiries, missing data were imputed for individual records based on responses from similar establishments. For other inquiries, the total of reported data were expanded to represent the mail and nonmail universe. Data for industry-specific inquiries based on a December 31 reference date were expanded in direct relationship to total annualized revenue of only those establishments in business at the end of the year. Unless otherwise noted in specific reports, data for other industry-specific inquiries were expanded in direct relationship to total revenue of all establishments included in the category. In a few cases, expansion on the basis of the revenue item was not appropriate, and another basic data item was used as the basis for expansion.

All reports in which data were expanded to account for nonmail employers and nonrespondents include a coverage indicator for each publication category, which shows the revenue of establishments responding to the inquiry as a percent of total revenue for all establishments for which data are shown. Coverage is usually determined by the ratio of total revenue of establishments responding to the inquiry to total revenue of all establishments in the category.

# Appendix D. Geographic Notes

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## **NEW HAMPSHIRE**

There are no geographic notes for the state of New Hampshire.

# Appendix E. Metropolitan Areas

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## NEW HAMPSHIRE

### Boston, MA—NH PMSA

Bristol County, MA (Part)

Mansfield town, MA

Norton town, MA

Taunton city, MA

Essex County, MA (Part)

Amesbury town, MA

Beverly city, MA

Danvers town, MA

Gloucester city, MA

Ipswich town, MA

Lynn city, MA

Lynnfield town, MA

Marblehead town, MA

Newburyport city, MA

Peabody city, MA

Salem city, MA

Saugus town, MA

Swampscott town, MA

Middlesex County, MA (Part)

Acton town, MA

Arlington town, MA

Ashland town, MA

Bedford town, MA

Belmont town, MA

Burlington town, MA

Cambridge city, MA

Concord town, MA

Everett city, MA

Framingham town, MA

Holliston town, MA

### Boston, MA—NH PMSA—Con.

Middlesex County, MA (Part)—Con.

Hopkinton town, MA

Hudson town, MA

Lexington town, MA

Malden city, MA

Marlborough city, MA

Maynard town, MA

Medford city, MA

Melrose city, MA

Natick town, MA

Newton city, MA

North Reading town, MA

Reading town, MA

Somerville city, MA

Stoneham town, MA

Sudbury town, MA

Wakefield town, MA

Waltham city, MA

Watertown city, MA

Wayland town, MA

Weston town, MA

Wilmington town, MA

Winchester town, MA

Woburn city, MA

Norfolk County, MA (Part)

Bellingham town, MA

Braintree town, MA

Brookline town, MA

Canton town, MA

Dedham town, MA

Foxborough town, MA

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**Boston, MA—NH PMSA—Con.**

Norfolk County, MA (Part)—Con.

Franklin city, MA  
Holbrook town, MA  
Medfield town, MA  
Medway town, MA  
Milton town, MA  
Needham town, MA  
Norfolk town, MA  
Norwood town, MA  
Quincy city, MA  
Randolph town, MA  
Sharon town, MA  
Stoughton town, MA  
Walpole town, MA  
Wellesley town, MA  
Westwood town, MA  
Weymouth town, MA  
Wrentham town, MA

Plymouth County, MA (Part)

Carver town, MA  
Duxbury town, MA  
Hanover town, MA  
Hingham town, MA  
Hull town, MA  
Kingston town, MA  
Marshfield town, MA  
Pembroke town, MA  
Plymouth town, MA  
Rockland town, MA  
Scituate town, MA  
Wareham town, MA

Suffolk County, MA (Part)

Boston city, MA  
Chelsea city, MA  
Revere city, MA  
Winthrop town, MA

**Boston, MA—NH PMSA—Con.**

Worcester County, MA (Part)  
Harvard town, MA  
Milford town, MA  
Rockingham County, NH (Part)

**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA**

Boston, MA—NH PMSA  
Bristol County, MA (Part)  
Mansfield town, MA  
Norton town, MA  
Taunton city, MA  
Essex County, MA (Part)  
Amesbury town, MA  
Beverly city, MA  
Danvers town, MA  
Gloucester city, MA  
Ipswich town, MA  
Lynn city, MA  
Lynnfield town, MA  
Marblehead town, MA  
Newburyport city, MA  
Peabody city, MA  
Salem city, MA  
Saugus town, MA  
Swampscott town, MA  
Middlesex County, MA (Part)  
Acton town, MA  
Arlington town, MA  
Ashland town, MA  
Bedford town, MA  
Belmont town, MA  
Burlington town, MA  
Cambridge city, MA  
Concord town, MA  
Everett city, MA  
Framingham town, MA  
Holliston town, MA



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**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Boston, MA—NH PMSA—Con.

Middlesex County, MA (Part)—Con.

Hopkinton town, MA  
Hudson town, MA  
Lexington town, MA  
Malden city, MA  
Marlborough city, MA  
Maynard town, MA  
Medford city, MA  
Melrose city, MA  
Natick town, MA  
Newton city, MA  
North Reading town, MA  
Reading town, MA  
Somerville city, MA  
Stoneham town, MA  
Sudbury town, MA  
Wakefield town, MA  
Waltham city, MA  
Watertown city, MA  
Wayland town, MA  
Weston town, MA  
Wilmington town, MA  
Winchester town, MA  
Woburn city, MA

Norfolk County, MA (Part)

Bellingham town, MA  
Braintree town, MA  
Brookline town, MA  
Canton town, MA  
Dedham town, MA  
Foxborough town, MA  
Franklin city, MA  
Holbrook town, MA  
Medfield town, MA  
Medway town, MA

**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Boston, MA—NH PMSA—Con.

Norfolk County, MA (Part)—Con.

Milton town, MA  
Needham town, MA  
Norfolk town, MA  
Norwood town, MA  
Quincy city, MA  
Randolph town, MA  
Sharon town, MA  
Stoughton town, MA  
Walpole town, MA  
Wellesley town, MA  
Westwood town, MA  
Weymouth town, MA  
Wrentham town, MA

Plymouth County, MA (Part)

Carver town, MA  
Duxbury town, MA  
Hanover town, MA  
Hingham town, MA  
Hull town, MA  
Kingston town, MA  
Marshfield town, MA  
Pembroke town, MA  
Plymouth town, MA  
Rockland town, MA  
Scituate town, MA  
Wareham town, MA

Suffolk County, MA (Part)

Boston city, MA  
Chelsea city, MA  
Revere city, MA  
Winthrop town, MA

Worcester County, MA (Part)

Harvard town, MA  
Milford town, MA

Rockingham County, NH (Part)

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**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Brockton, MA PMSA  
Bristol County, MA (Part)  
Easton town, MA  
Raynham town, MA  
Norfolk County, MA (Part)  
Plymouth County, MA (Part)  
Abington town, MA  
Bridgewater town, MA  
Brockton city, MA  
East Bridgewater town, MA  
Middleborough town, MA  
Whitman town, MA  
Fitchburg—Leominster, MA PMSA  
Middlesex County, MA (Part)  
Worcester County, MA (Part)  
Fitchburg city, MA  
Gardner city, MA  
Leominster city, MA  
Lawrence, MA—NH PMSA  
Essex County, MA (Part)  
Andover town, MA  
Haverhill city, MA  
Lawrence city, MA  
Methuen city, MA  
North Andover town, MA  
Rockingham County, NH (Part)  
Derry town, NH  
Salem town, NH  
Lowell, MA—NH PMSA  
Middlesex County, MA (Part)  
Billerica town, MA  
Chelmsford town, MA  
Dracut town, MA  
Lowell city, MA  
Pepperell town, MA  
Tewksbury town, MA  
Westford town, MA  
Hillsborough County, NH (Part)  
Pelham town, NH

**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Manchester, NH PMSA  
Hillsborough County, NH (Part)  
Bedford town, NH  
Goffstown town, NH  
Manchester city, NH  
Merrimack County, NH (Part)  
Rockingham County, NH (Part)  
Londonderry town, NH  
Nashua, NH PMSA  
Hillsborough County, NH (Part)  
Hudson town, NH  
Merrimack town, NH  
Milford town, NH  
Nashua city, NH  
New Bedford, MA PMSA  
Bristol County, MA (Part)  
Dartmouth town, MA  
Fairhaven town, MA  
New Bedford city, MA  
Plymouth County, MA (Part)  
Portsmouth—Rochester, NH—ME PMSA  
York County, ME (Part)  
York town, ME  
Rockingham County, NH (Part)  
Exeter town, NH  
Hampton town, NH  
Portsmouth city, NH  
Strafford County, NH (Part)  
Dover city, NH  
Durham town, NH  
Rochester city, NH  
Somersworth city, NH  
Worcester, MA—CT PMSA  
Windham County, CT (Part)  
Hampden County, MA (Part)  
Worcester County, MA (Part)  
Auburn town, MA  
Charlton town, MA

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**Boston—Worcester—Lawrence, MA—NH—ME—CT  
CMSA—Con.**

Worcester, MA—CT PMSA—Con.

Worcester County, MA (Part)—Con.

Clinton town, MA  
Grafton town, MA  
Holden town, MA  
Leicester town, MA  
Millbury town, MA  
Northborough town, MA  
Northbridge town, MA  
Oxford town, MA  
Shrewsbury town, MA  
Southbridge town, MA  
Spencer town, MA  
Uxbridge town, MA  
Webster town, MA  
Westborough town, MA  
Worcester city, MA

**Lawrence, MA—NH PMSA**

Essex County, MA (Part)  
Andover town, MA  
Haverhill city, MA  
Lawrence city, MA  
Methuen city, MA  
North Andover town, MA  
Rockingham County, NH (Part)  
Derry town, NH  
Salem town, NH

**Lowell, MA—NH PMSA**

Middlesex County, MA (Part)  
Billerica town, MA  
Chelmsford town, MA  
Dracut town, MA  
Lowell city, MA

**Lowell, MA—NH PMSA—Con.**

Middlesex County, MA (Part)—Con.

Pepperell town, MA  
Tewksbury town, MA  
Westford town, MA

Hillsborough County, NH (Part)

Pelham town, NH

**Manchester, NH PMSA**

Hillsborough County, NH (Part)

Bedford town, NH  
Goffstown town, NH  
Manchester city, NH

Merrimack County, NH (Part)

Rockingham County, NH (Part)

Londonderry town, NH

**Nashua, NH PMSA**

Hillsborough County, NH (Part)

Hudson town, NH  
Merrimack town, NH  
Milford town, NH  
Nashua city, NH

**Portsmouth—Rochester, NH—ME PMSA**

York County, ME (Part)

York town, ME

Rockingham County, NH (Part)

Exeter town, NH  
Hampton town, NH  
Portsmouth city, NH

Strafford County, NH (Part)

Dover city, NH  
Durham town, NH  
Rochester city, NH  
Somersworth city, NH

