



# NH Monthly Indicators

## February 2016

The primary story, both nationally and in local submarkets, is a dwindling months' supply of inventory. The cure, of course, is more inventory. But new construction has been lagging during this opportune moment, and sellers of existing homes are not yet hitting the market in droves. The heart of the selling season has yet to begin, so we're still optimistically watching for an increase in activity in the coming months.

New Listings were up 27.6 percent for single family homes and 38.3 percent for condo properties. Pending Sales increased 28.1 percent for single family homes and 21.0 percent for condo properties.

The Median Sales Price was down 2.3 percent to \$219,900 for single family homes but increased 6.6 percent to \$170,500 for condo properties. Months Supply of Inventory decreased 22.4 percent for single family units and 23.4 percent for condo units.

National housing starts were up by 10.8 percent at the end of 2015 when compared to 2014, and the unemployment rate is holding low and steady at or near 4.9 percent. Meanwhile, mortgage rates continue to astound below 4.0 percent and we have witnessed an unprecedented 70 consecutive months of private-sector job growth. As consumers navigate their options, competition for the best available properties should be profound, especially if the market remains hobbled by a lack of supply.

## Monthly Snapshot

|  |  |  |
|--|--|--|
| <b>+ 27.3%</b>   | <b>- 2.3%</b>  | <b>+ 24.7%</b>   |
| One-Year Change in<br>Single Family<br><b>Closed Sales</b> | One-Year Change in<br>Single Family<br><b>Median Sales Price</b> | One-Year Change in<br>Single Family<br><b>Sales Volume</b> |

Residential real estate activity in New Hampshire. A Research Tool Provided by the New Hampshire REALTORS®. Percent changes are calculated using rounded figures.

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# NH Single Family Residential Activity Overview



Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

| Key Metrics                                    | Historical Sparkbars | 2-2015    | 2-2016           | Percent Change | YTD 2015  | YTD 2016         | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>Closed Sales</b>                            |                      | 641       | <b>816</b>       | + 27.3%        | 1,356     | <b>1,714</b>     | + 26.4%        |
| <b>Median Sales Price</b>                      |                      | \$225,000 | <b>\$219,900</b> | - 2.3%         | \$224,900 | <b>\$225,000</b> | + 0.0%         |
| <b>\$ Volume of Closed Sales (in millions)</b> |                      | \$162.9   | <b>\$203.2</b>   | + 24.7%        | \$346.3   | <b>\$446.2</b>   | + 28.8%        |
| <b>Days on Market</b>                          |                      | 109       | <b>103</b>       | - 5.5%         | 110       | <b>102</b>       | - 7.3%         |
| <b>Pending Sales</b>                           |                      | 694       | <b>889</b>       | + 28.1%        | 1,438     | <b>1,811</b>     | + 25.9%        |
| <b>Months Supply</b>                           |                      | 7.6       | <b>5.9</b>       | - 22.4%        | --        | --               | --             |
| <b>New Listings</b>                            |                      | 1,207     | <b>1,540</b>     | + 27.6%        | 2,493     | <b>2,828</b>     | + 13.4%        |
| <b>Homes for Sale</b>                          |                      | 9,026     | <b>8,052</b>     | - 10.8%        | --        | --               | --             |
| <b>Pct. of List Price Received</b>             |                      | 96.4%     | <b>96.5%</b>     | + 0.1%         | 96.2%     | <b>96.4%</b>     | + 0.2%         |
| <b>Affordability Index</b>                     |                      | 182       | <b>188</b>       | + 3.3%         | 182       | <b>184</b>       | + 1.1%         |

# NH Condo Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



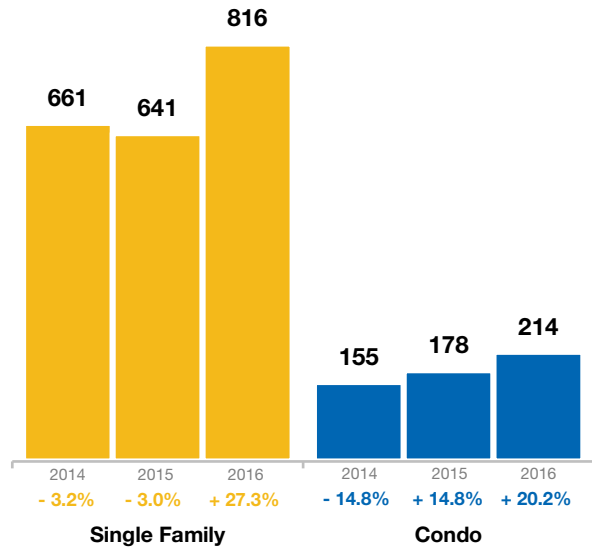
| Key Metrics                                    | Historical Sparkbars | 2-2015    | 2-2016           | Percent Change | YTD 2015  | YTD 2016         | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>Closed Sales</b>                            |                      | 178       | <b>214</b>       | + 20.2%        | 399       | <b>431</b>       | + 8.0%         |
| <b>Median Sales Price</b>                      |                      | \$160,000 | <b>\$170,500</b> | + 6.6%         | \$160,000 | <b>\$166,500</b> | + 4.1%         |
| <b>\$ Volume of Closed Sales (in millions)</b> |                      | \$32.5    | <b>\$40.1</b>    | + 23.4%        | \$76.1    | <b>\$83.2</b>    | + 9.3%         |
| <b>Days on Market</b>                          |                      | 107       | <b>95</b>        | - 11.2%        | 114       | <b>89</b>        | - 21.9%        |
| <b>Pending Sales</b>                           |                      | 205       | <b>248</b>       | + 21.0%        | 425       | <b>471</b>       | + 10.8%        |
| <b>Months Supply</b>                           |                      | 6.4       | <b>4.9</b>       | - 23.4%        | --        | --               | --             |
| <b>New Listings</b>                            |                      | 300       | <b>415</b>       | + 38.3%        | 657       | <b>743</b>       | + 13.1%        |
| <b>Homes for Sale</b>                          |                      | 1,933     | <b>1,681</b>     | - 13.0%        | --        | --               | --             |
| <b>Pct. of List Price Received</b>             |                      | 96.0%     | <b>96.7%</b>     | + 0.7%         | 96.5%     | <b>96.4%</b>     | - 0.1%         |
| <b>Affordability Index</b>                     |                      | 256       | <b>242</b>       | - 5.5%         | 256       | <b>248</b>       | - 3.1%         |

# NH Closed Sales

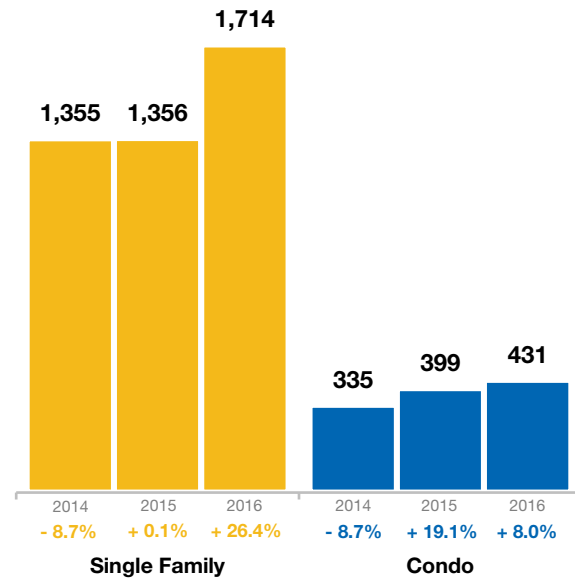
A count of the actual sales that closed in a given month.



## February

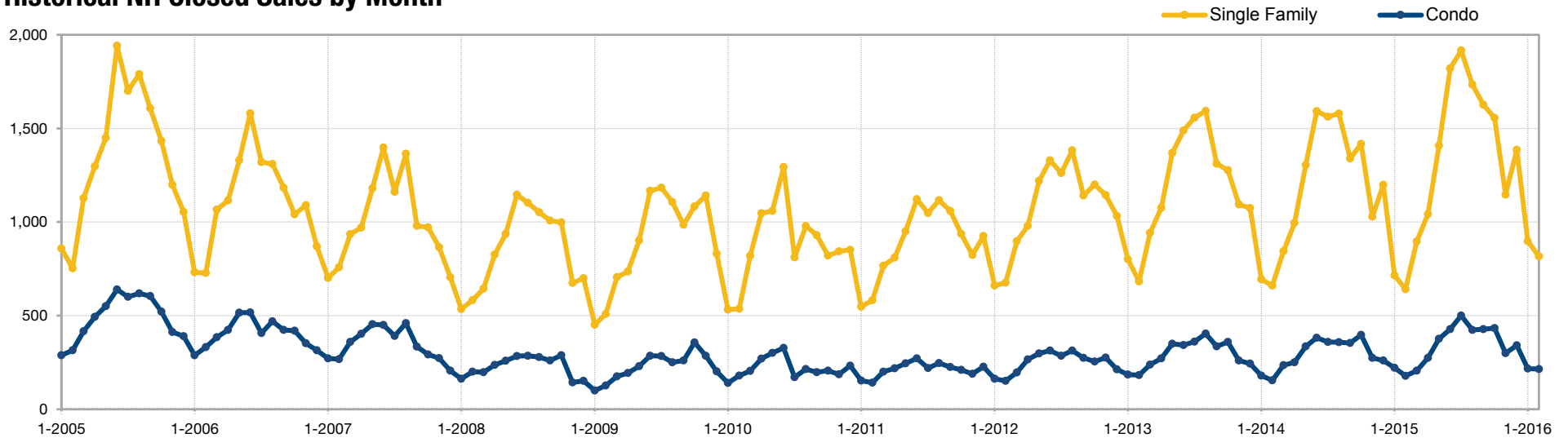


## Year to Date



| Closed Sales    | Single Family | Year-Over-Year Change | Condo      | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Mar-2015        | 896           | +6.2%                 | 206        | -12.7%                |
| Apr-2015        | 1,043         | +4.8%                 | 274        | +9.6%                 |
| May-2015        | 1,408         | +7.9%                 | 376        | +12.2%                |
| Jun-2015        | 1,820         | +14.4%                | 428        | +12.0%                |
| Jul-2015        | 1,917         | +22.6%                | 500        | +38.9%                |
| Aug-2015        | 1,734         | +9.8%                 | 423        | +18.2%                |
| Sep-2015        | 1,626         | +21.4%                | 428        | +20.9%                |
| Oct-2015        | 1,556         | +9.8%                 | 433        | +9.1%                 |
| Nov-2015        | 1,145         | +11.3%                | 300        | +9.1%                 |
| Dec-2015        | 1,385         | +15.5%                | 341        | +30.7%                |
| Jan-2016        | 898           | +25.6%                | 217        | -1.8%                 |
| <b>Feb-2016</b> | <b>816</b>    | <b>+27.3%</b>         | <b>214</b> | <b>+20.2%</b>         |
| 12-Month Avg    | 1,354         | +14.3%                | 345        | +14.8%                |

## Historical NH Closed Sales by Month

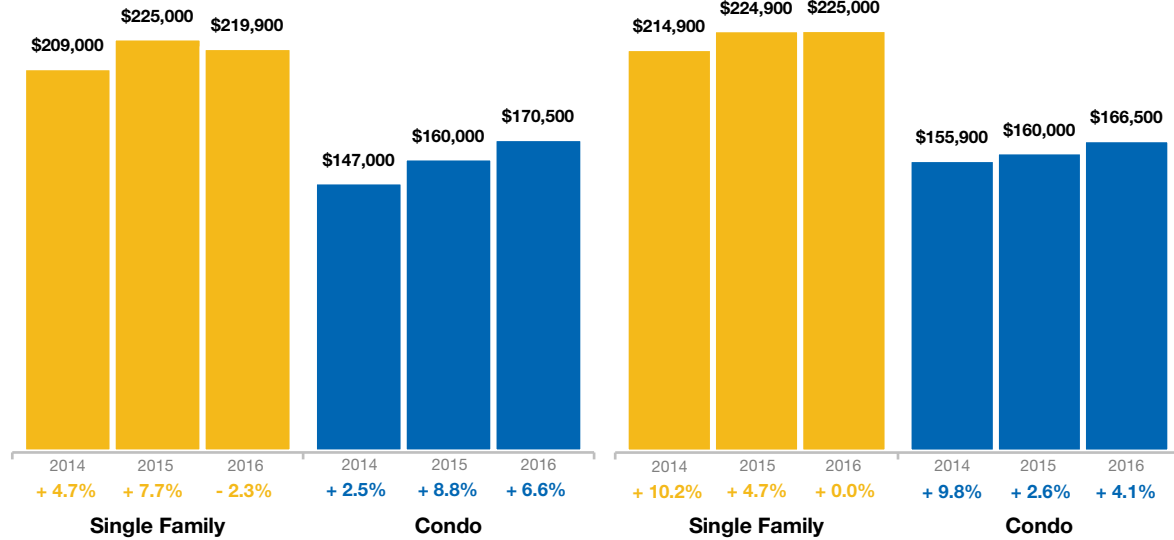


# NH Median Sales Price

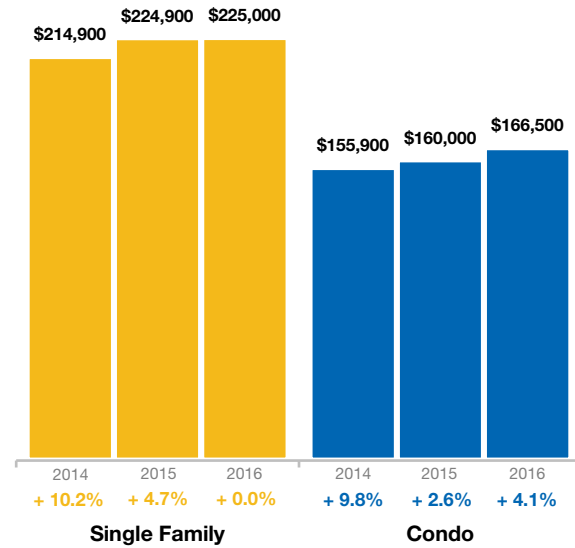
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February



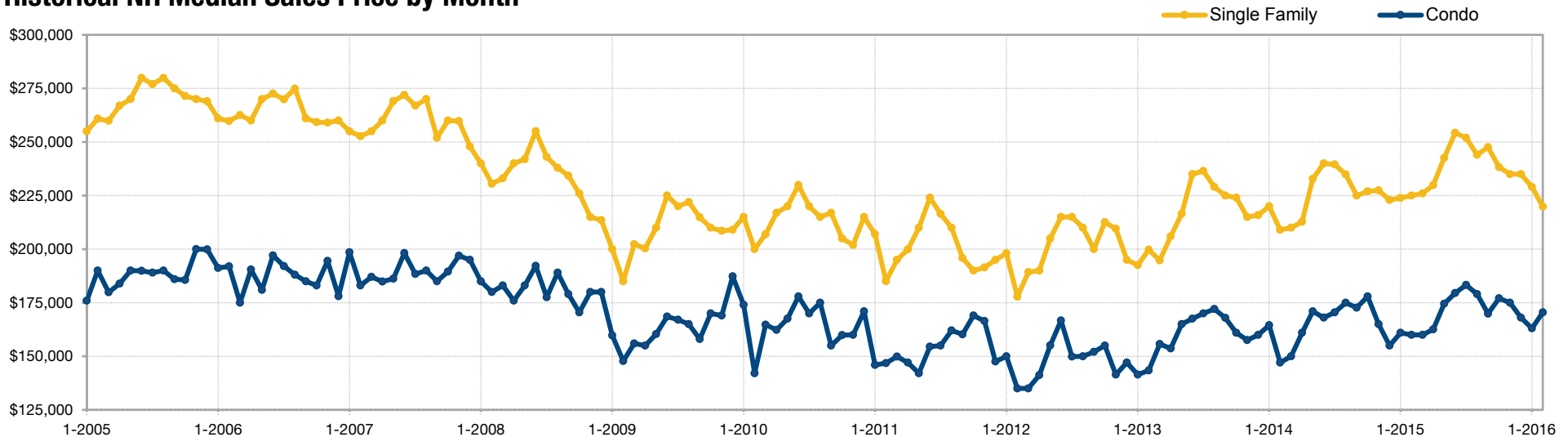
## Year to Date



| Median Sales Price | Single Family    | Year-Over-Year Change | Condo            | Year-Over-Year Change |
|--------------------|------------------|-----------------------|------------------|-----------------------|
| Mar-2015           | \$226,000        | +7.6%                 | \$159,950        | +6.6%                 |
| Apr-2015           | \$229,900        | +8.1%                 | \$162,500        | +0.9%                 |
| May-2015           | \$242,500        | +4.2%                 | \$174,450        | +2.0%                 |
| Jun-2015           | \$254,273        | +5.9%                 | \$179,450        | +6.8%                 |
| Jul-2015           | \$252,000        | +5.2%                 | \$183,238        | +7.5%                 |
| Aug-2015           | \$244,000        | +3.9%                 | \$179,000        | +2.3%                 |
| Sep-2015           | \$247,500        | +10.0%                | \$169,900        | -1.6%                 |
| Oct-2015           | \$238,250        | +5.0%                 | \$177,000        | -0.5%                 |
| Nov-2015           | \$235,000        | +3.3%                 | \$175,000        | +6.1%                 |
| Dec-2015           | \$235,000        | +5.4%                 | \$168,000        | +8.4%                 |
| Jan-2016           | \$229,000        | +2.3%                 | \$163,000        | +1.2%                 |
| <b>Feb-2016</b>    | <b>\$219,900</b> | <b>-2.3%</b>          | <b>\$170,500</b> | <b>+6.6%</b>          |
| 12-Month Avg*      | \$240,000        | +5.0%                 | \$173,000        | +3.3%                 |

\* Median Sales Price for all properties from March 2015 through February 2016. This is not the average of the individual figures above.

## Historical NH Median Sales Price by Month

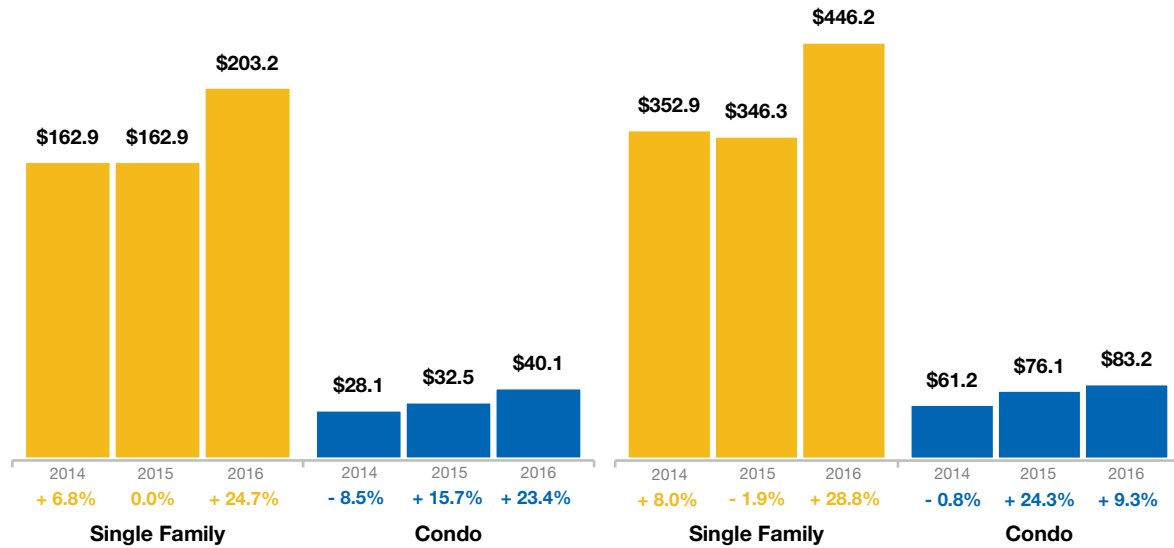


# NH \$ Volume of Closed Sales

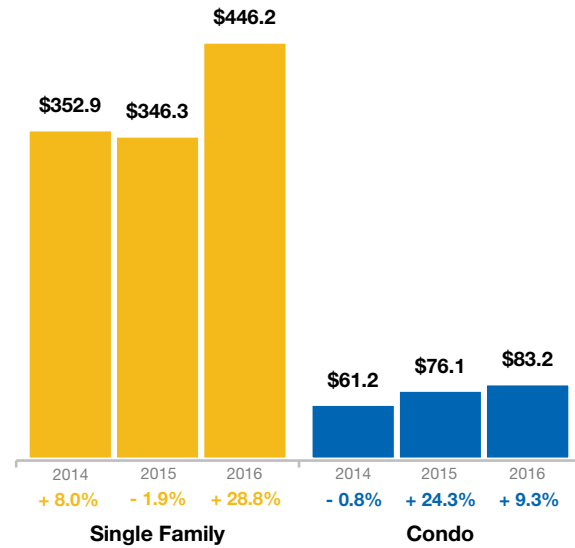
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



## February



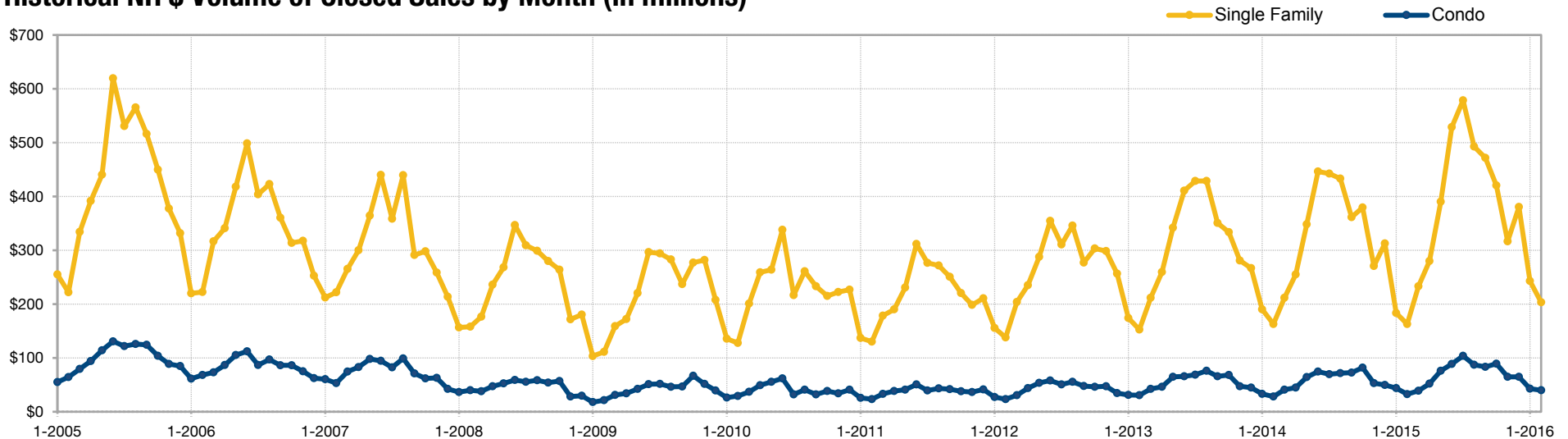
## Year to Date



| \$ Volume of Closed Sales (in millions) | Single Family  | Year-Over-Year Change | Condo         | Year-Over-Year Change |
|---|----------------|-----------------------|---------------|-----------------------|
| Mar-2015                                | \$233.3        | +10.2%                | \$39.2        | -4.2%                 |
| Apr-2015                                | \$279.8        | +9.7%                 | \$52.1        | +15.8%                |
| May-2015                                | \$390.4        | +12.2%                | \$76.0        | +18.0%                |
| Jun-2015                                | \$528.8        | +18.5%                | \$88.8        | +19.2%                |
| Jul-2015                                | \$578.5        | +30.8%                | \$103.6       | +48.4%                |
| Aug-2015                                | \$492.5        | +13.8%                | \$87.2        | +21.6%                |
| Sep-2015                                | \$471.6        | +30.6%                | \$83.2        | +14.8%                |
| Oct-2015                                | \$420.5        | +10.9%                | \$89.0        | +8.9%                 |
| Nov-2015                                | \$316.7        | +17.1%                | \$65.0        | +22.4%                |
| Dec-2015                                | \$380.4        | +21.6%                | \$64.9        | +30.8%                |
| Jan-2016                                | \$243.0        | +32.5%                | \$43.0        | -1.4%                 |
| <b>Feb-2016</b>                         | <b>\$203.2</b> | <b>+24.7%</b>         | <b>\$40.1</b> | <b>+23.4%</b>         |
| 12-Month Avg*                           | \$378.2        | +19.2%                | \$69.4        | +19.0%                |

\* \$ Volume of Closed Sales (in millions) for all properties from March 2015 through February 2016. This is not the average of the individual figures above.

## Historical NH \$ Volume of Closed Sales by Month (in millions)

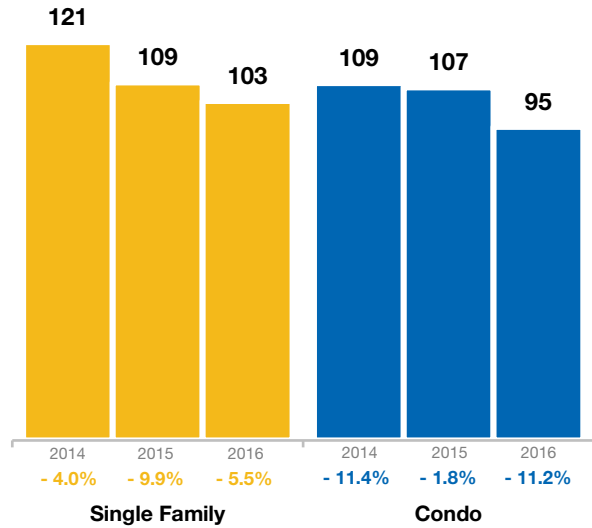


# NH Days on Market

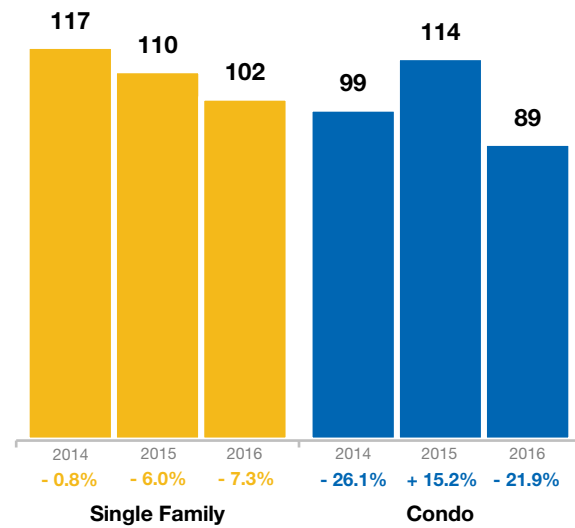
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



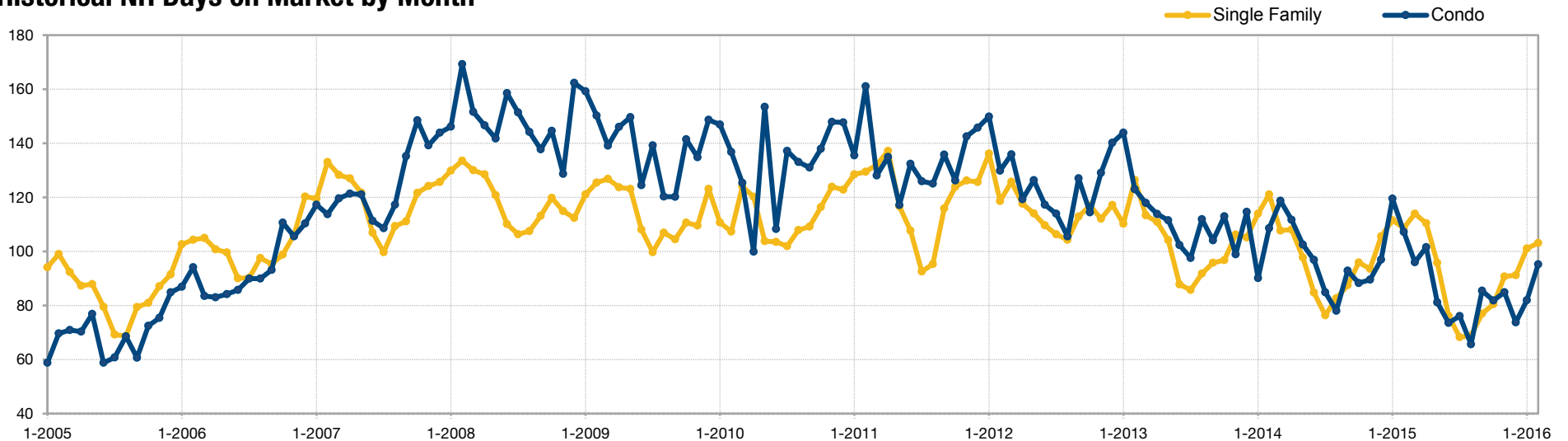
## Year to Date



| Days on Market  | Single Family | Year-Over-Year Change | Condo     | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-----------|-----------------------|
| Mar-2015        | 114           | +5.6%                 | 96        | -19.3%                |
| Apr-2015        | 110           | +1.9%                 | 102       | -8.9%                 |
| May-2015        | 96            | -2.0%                 | 81        | -20.6%                |
| Jun-2015        | 76            | -10.6%                | 74        | -23.7%                |
| Jul-2015        | 68            | -10.5%                | 76        | -10.6%                |
| Aug-2015        | 69            | -16.9%                | 66        | -15.4%                |
| Sep-2015        | 77            | -11.5%                | 85        | -8.6%                 |
| Oct-2015        | 80            | -16.7%                | 82        | -6.8%                 |
| Nov-2015        | 91            | -3.2%                 | 85        | -5.6%                 |
| Dec-2015        | 91            | -14.2%                | 74        | -23.7%                |
| Jan-2016        | 101           | -9.8%                 | 82        | -31.7%                |
| <b>Feb-2016</b> | <b>103</b>    | <b>-5.5%</b>          | <b>95</b> | <b>-11.2%</b>         |
| 12-Month Avg*   | 86            | -8.5%                 | 81        | -16.1%                |

\* Days on Market for all properties from March 2015 through February 2016. This is not the average of the individual figures above.

## Historical NH Days on Market by Month

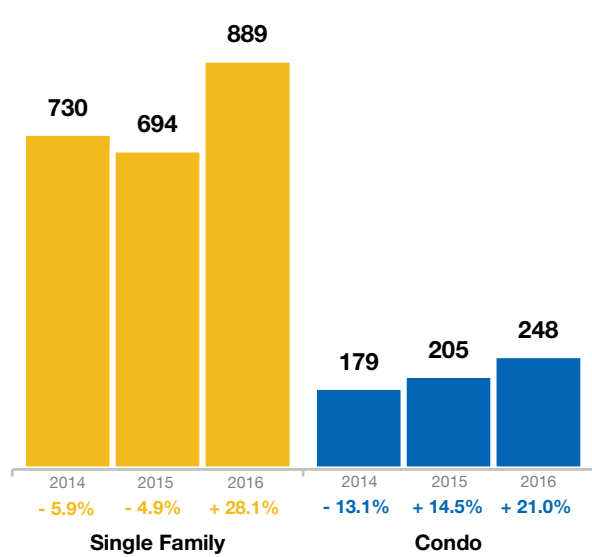


# NH Pending Sales

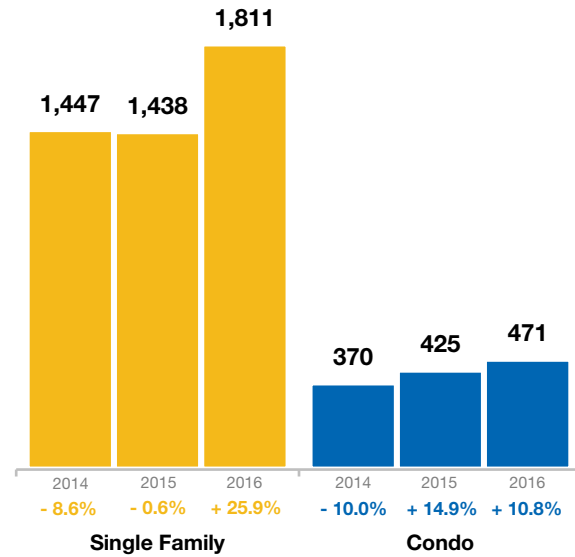
A count of the properties on which offers have been accepted in a given month.



## February

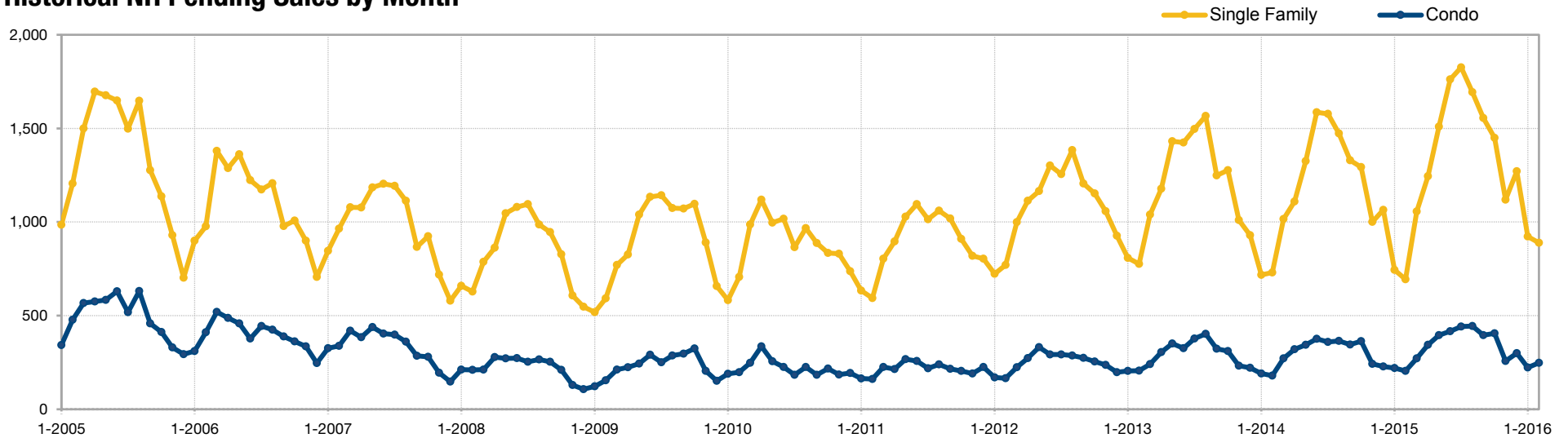


## Year to Date



| Pending Sales   | Single Family | Year-Over-Year Change | Condo      | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Mar-2015        | 1,057         | +4.0%                 | 271        | -0.4%                 |
| Apr-2015        | 1,244         | +12.2%                | 344        | +7.5%                 |
| May-2015        | 1,510         | +13.9%                | 395        | +14.8%                |
| Jun-2015        | 1,761         | +11.0%                | 417        | +10.9%                |
| Jul-2015        | 1,826         | +15.8%                | 442        | +22.8%                |
| Aug-2015        | 1,694         | +15.0%                | 445        | +21.9%                |
| Sep-2015        | 1,555         | +17.0%                | 396        | +14.5%                |
| Oct-2015        | 1,449         | +12.0%                | 405        | +11.6%                |
| Nov-2015        | 1,119         | +11.9%                | 258        | +6.6%                 |
| Dec-2015        | 1,271         | +19.3%                | 299        | +31.1%                |
| Jan-2016        | 922           | +23.9%                | 223        | +1.4%                 |
| <b>Feb-2016</b> | <b>889</b>    | <b>+28.1%</b>         | <b>248</b> | <b>+21.0%</b>         |
| 12-Month Avg    | 1,358         | +14.7%                | 345        | +13.8%                |

## Historical NH Pending Sales by Month



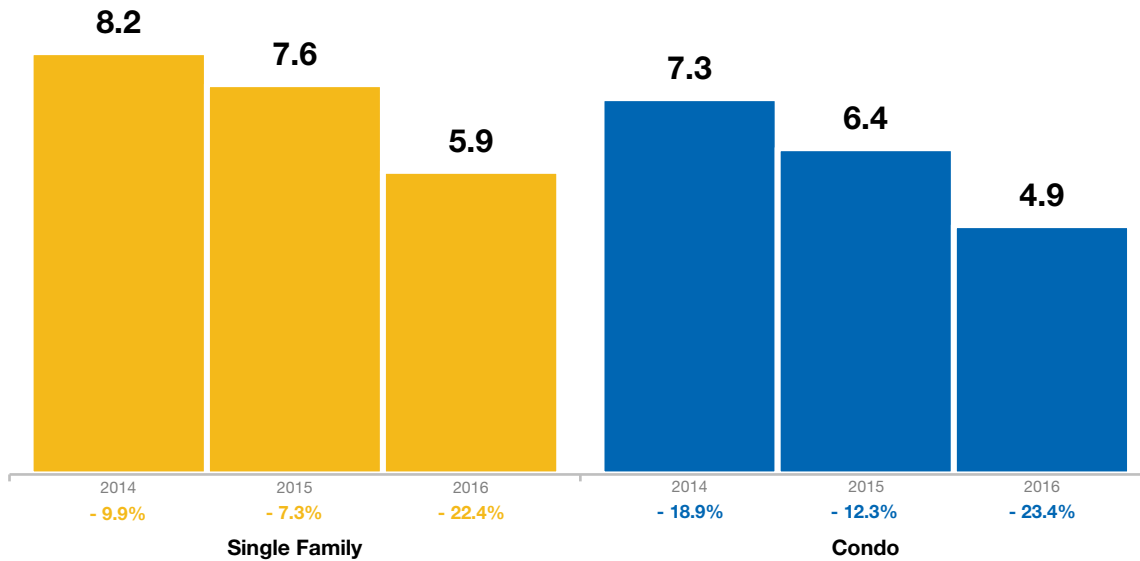


# NH Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



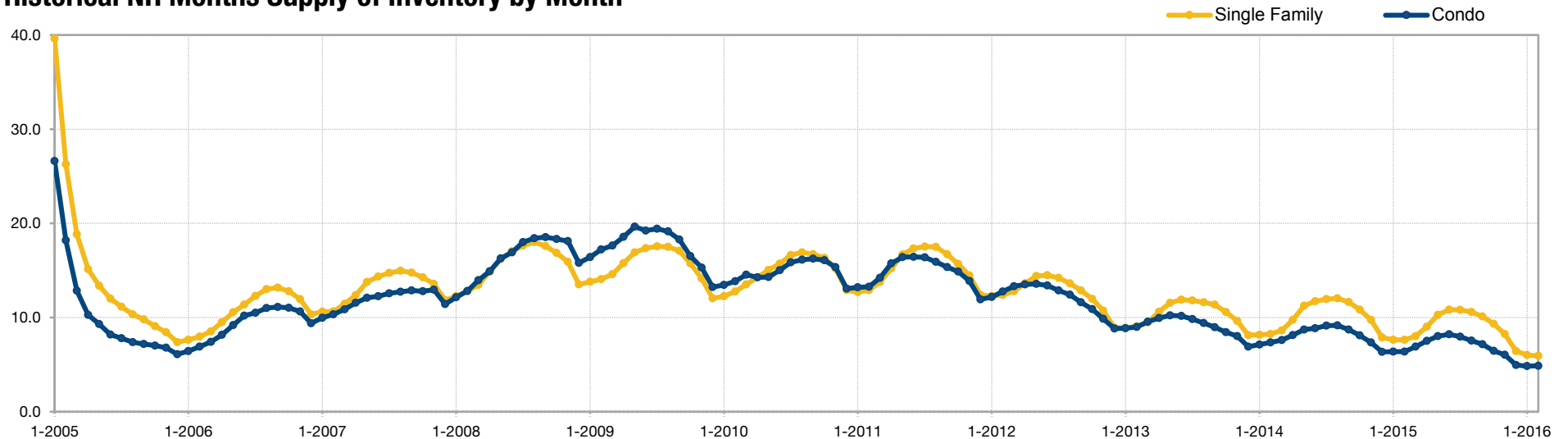
## February



| Months Supply   | Single Family | Year-Over-Year Change | Condo      | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Mar-2015        | 8.0           | -7.0%                 | 6.9        | -9.2%                 |
| Apr-2015        | 9.0           | -7.2%                 | 7.5        | -7.4%                 |
| May-2015        | 10.3          | -8.0%                 | 8.0        | -8.0%                 |
| Jun-2015        | 10.8          | -7.7%                 | 8.2        | -7.9%                 |
| Jul-2015        | 10.8          | -10.0%                | 8.0        | -13.0%                |
| Aug-2015        | 10.6          | -11.7%                | 7.5        | -18.5%                |
| Sep-2015        | 10.1          | -12.9%                | 7.2        | -17.2%                |
| Oct-2015        | 9.3           | -13.9%                | 6.5        | -19.8%                |
| Nov-2015        | 8.2           | -15.5%                | 6.0        | -18.9%                |
| Dec-2015        | 6.4           | -19.0%                | 4.9        | -23.4%                |
| Jan-2016        | 6.0           | -21.1%                | 4.8        | -25.0%                |
| <b>Feb-2016</b> | <b>5.9</b>    | <b>-22.4%</b>         | <b>4.9</b> | <b>-23.4%</b>         |
| 12-Month Avg*   | 8.8           | -12.5%                | 6.7        | -15.2%                |

\* Months Supply for all properties from March 2015 through February 2016. This is not the average of the individual figures above.

## Historical NH Months Supply of Inventory by Month

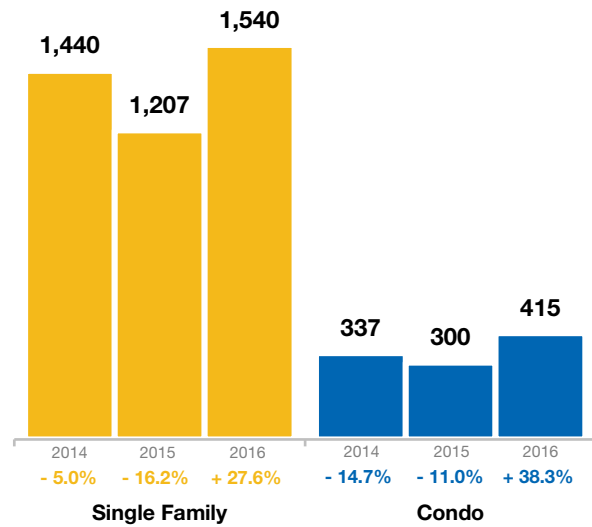


# NH New Listings

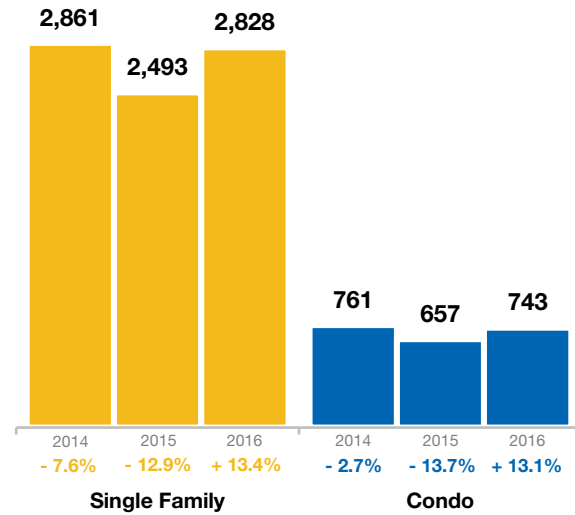
A count of the properties that have been newly listed on the market in a given month.



## February

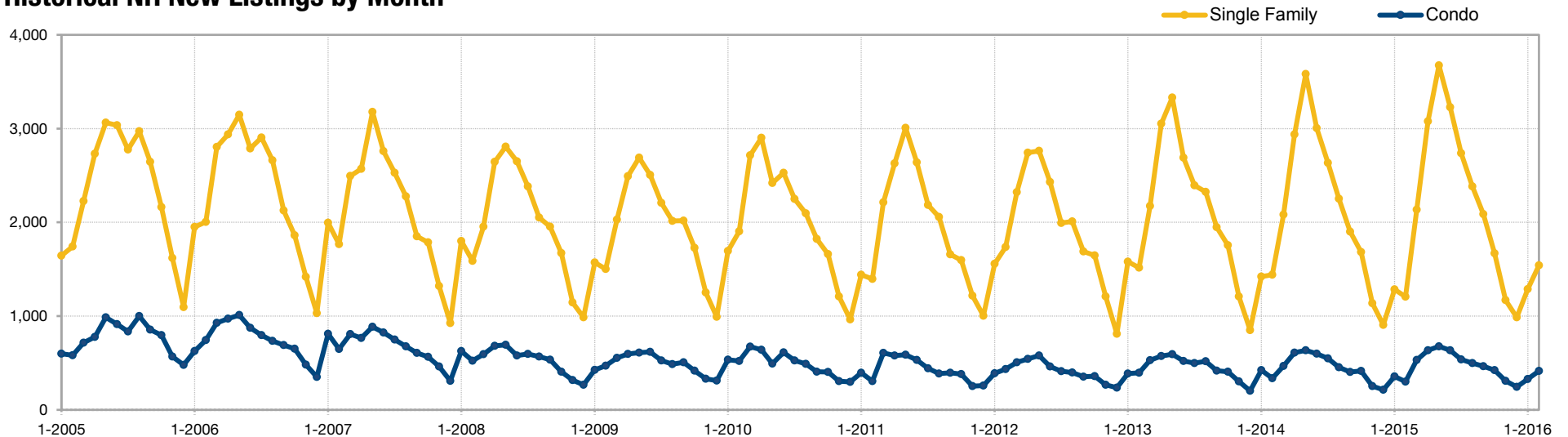


## Year to Date



| New Listings    | Single Family | Year-Over-Year Change | Condo      | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Mar-2015        | 2,134         | +2.5%                 | 533        | +13.6%                |
| Apr-2015        | 3,076         | +4.7%                 | 634        | +3.8%                 |
| May-2015        | 3,675         | +2.6%                 | 678        | +6.8%                 |
| Jun-2015        | 3,229         | +7.4%                 | 636        | +6.4%                 |
| Jul-2015        | 2,738         | +4.0%                 | 538        | -1.8%                 |
| Aug-2015        | 2,383         | +5.9%                 | 499        | +10.2%                |
| Sep-2015        | 2,087         | +9.8%                 | 464        | +14.9%                |
| Oct-2015        | 1,669         | -0.8%                 | 423        | +2.2%                 |
| Nov-2015        | 1,169         | +2.7%                 | 308        | +21.7%                |
| Dec-2015        | 986           | +9.0%                 | 246        | +14.4%                |
| Jan-2016        | 1,288         | +0.2%                 | 328        | -8.1%                 |
| <b>Feb-2016</b> | <b>1,540</b>  | <b>+27.6%</b>         | <b>415</b> | <b>+38.3%</b>         |
| 12-Month Avg    | 2,051         | +5.5%                 | 438        | +8.5%                 |

## Historical NH New Listings by Month

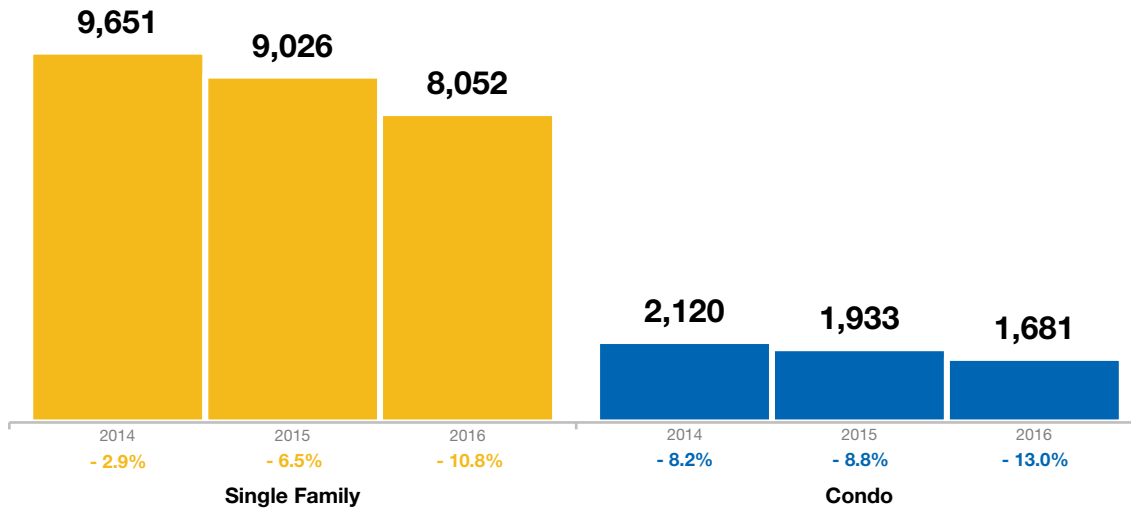


# NH Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

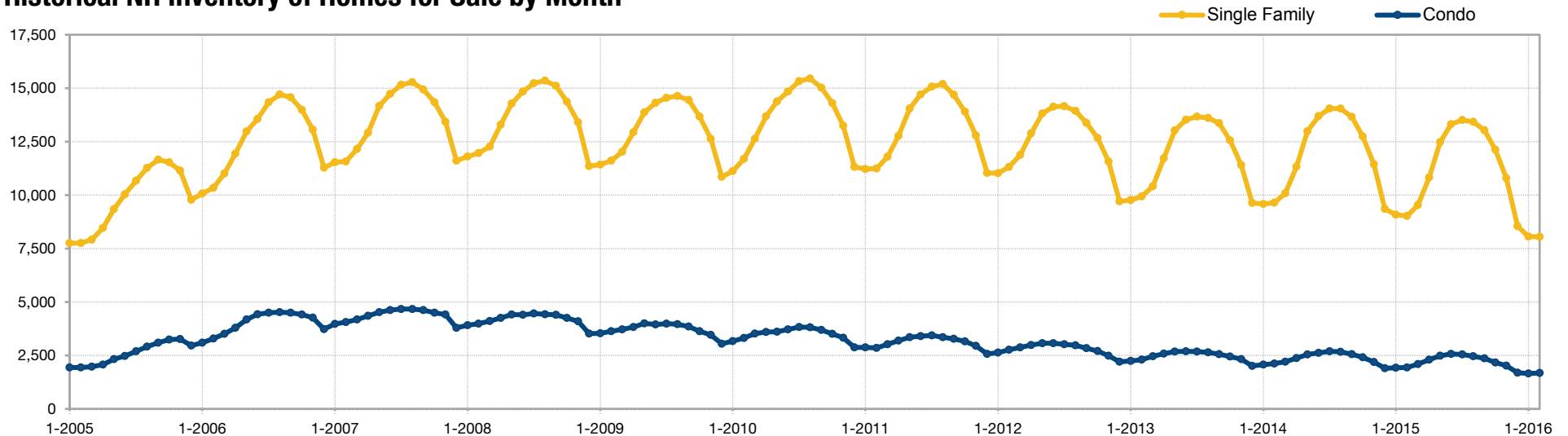


## February



| Homes for Sale  | Single Family | Year-Over-Year Change | Condo        | Year-Over-Year Change |
|-----------------|---------------|-----------------------|--------------|-----------------------|
| Mar-2015        | 9,531         | -5.5%                 | 2,099        | -5.1%                 |
| Apr-2015        | 10,826        | -4.4%                 | 2,297        | -3.3%                 |
| May-2015        | 12,474        | -3.9%                 | 2,484        | -2.5%                 |
| Jun-2015        | 13,317        | -2.8%                 | 2,572        | -2.0%                 |
| Jul-2015        | 13,515        | -3.8%                 | 2,551        | -5.3%                 |
| Aug-2015        | 13,430        | -4.4%                 | 2,465        | -7.7%                 |
| Sep-2015        | 13,032        | -4.6%                 | 2,367        | -7.6%                 |
| Oct-2015        | 12,121        | -4.9%                 | 2,164        | -10.4%                |
| Nov-2015        | 10,797        | -5.6%                 | 2,025        | -7.7%                 |
| Dec-2015        | 8,547         | -8.6%                 | 1,690        | -11.1%                |
| Jan-2016        | 8,063         | -11.2%                | 1,656        | -13.9%                |
| <b>Feb-2016</b> | <b>8,052</b>  | <b>-10.8%</b>         | <b>1,681</b> | <b>-13.0%</b>         |
| 12-Month Avg    | 11,142        | -5.5%                 | 2,171        | -7.1%                 |

## Historical NH Inventory of Homes for Sale by Month



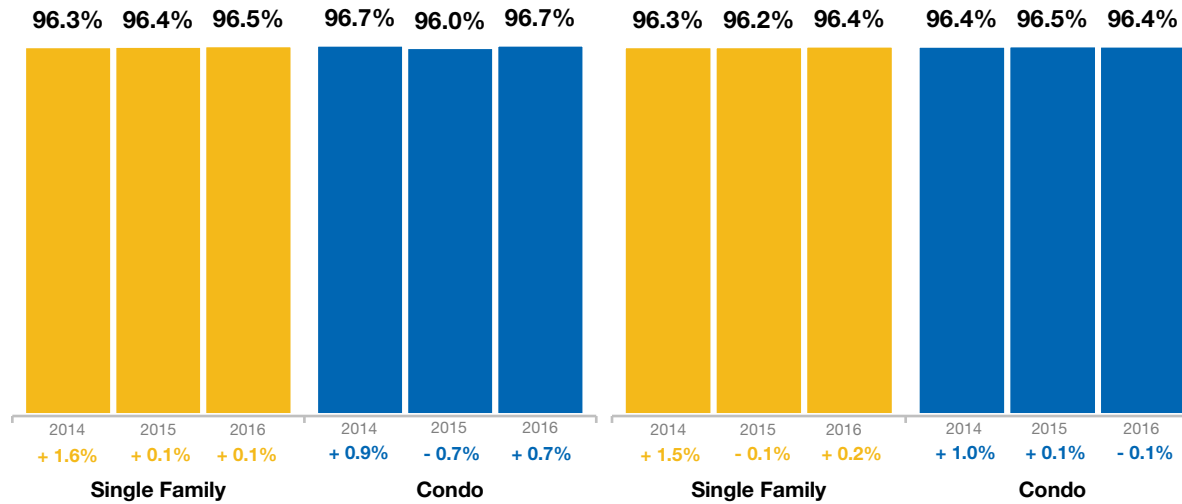
# NH Percent of List Price Received



Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## February

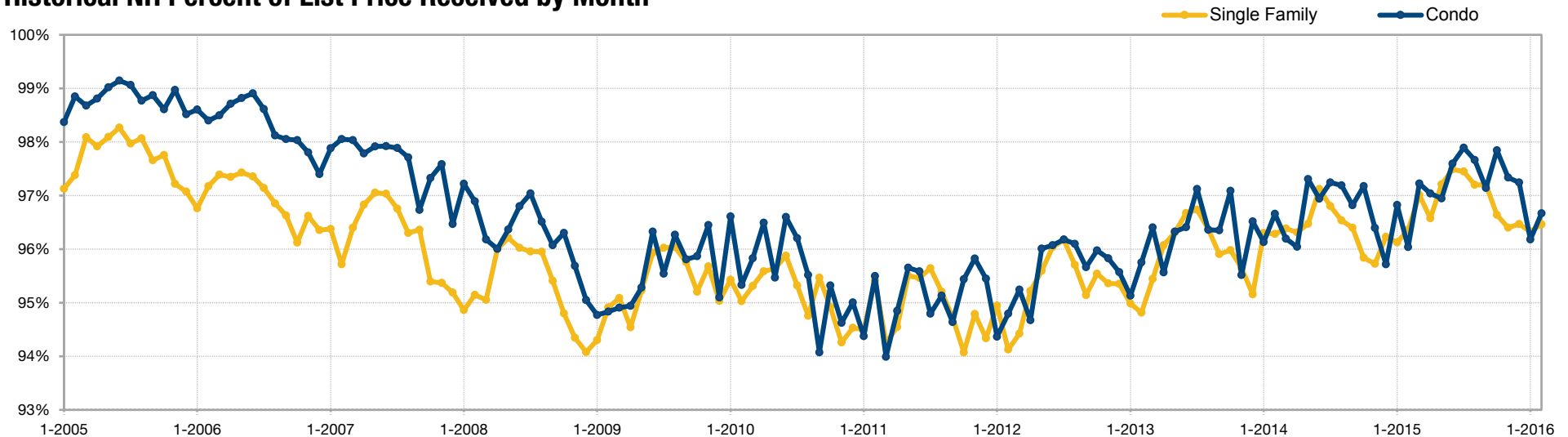
## Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condo        | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|--------------|-----------------------|
| Mar-2015                    | 97.0%         | +0.6%                 | 97.2%        | +1.0%                 |
| Apr-2015                    | 96.6%         | +0.3%                 | 97.0%        | +1.0%                 |
| May-2015                    | 97.2%         | +0.7%                 | 96.9%        | -0.4%                 |
| Jun-2015                    | 97.5%         | +0.4%                 | 97.6%        | +0.7%                 |
| Jul-2015                    | 97.5%         | +0.7%                 | 97.9%        | +0.7%                 |
| Aug-2015                    | 97.2%         | +0.7%                 | 97.7%        | +0.5%                 |
| Sep-2015                    | 97.2%         | +0.8%                 | 97.1%        | +0.3%                 |
| Oct-2015                    | 96.6%         | +0.8%                 | 97.8%        | +0.6%                 |
| Nov-2015                    | 96.4%         | +0.7%                 | 97.3%        | +0.9%                 |
| Dec-2015                    | 96.5%         | +0.3%                 | 97.2%        | +1.6%                 |
| Jan-2016                    | 96.3%         | +0.2%                 | 96.2%        | -0.6%                 |
| <b>Feb-2016</b>             | <b>96.5%</b>  | <b>+0.1%</b>          | <b>96.7%</b> | <b>+0.7%</b>          |
| 12-Month Avg*               | 97.0%         | +0.6%                 | 97.3%        | +0.6%                 |

\* Pct. of List Price Received for all properties from March 2015 through February 2016. This is not the average of the individual figures above.

## Historical NH Percent of List Price Received by Month



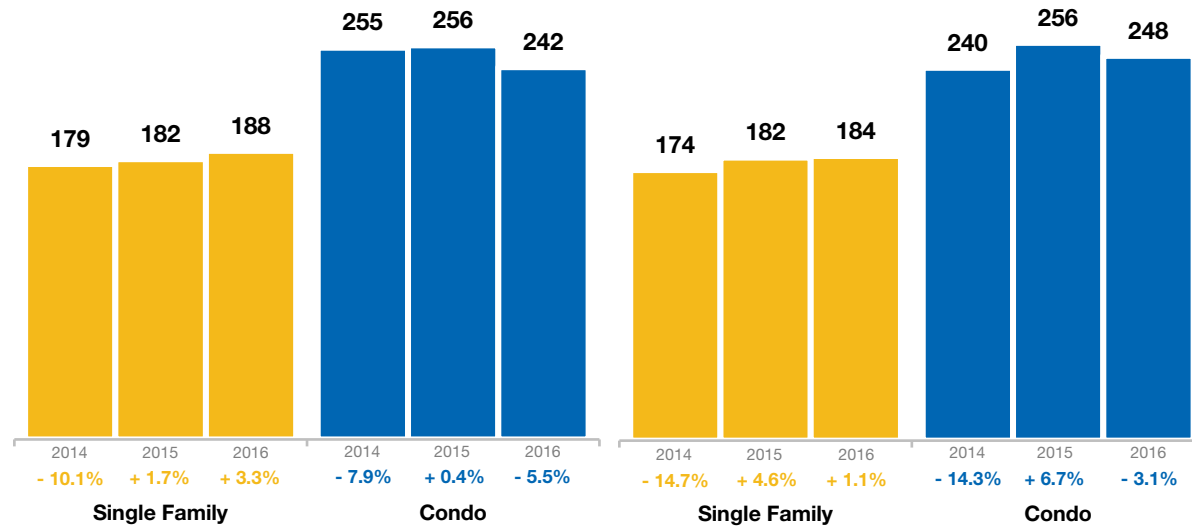
# NH Housing Affordability Index



This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## February

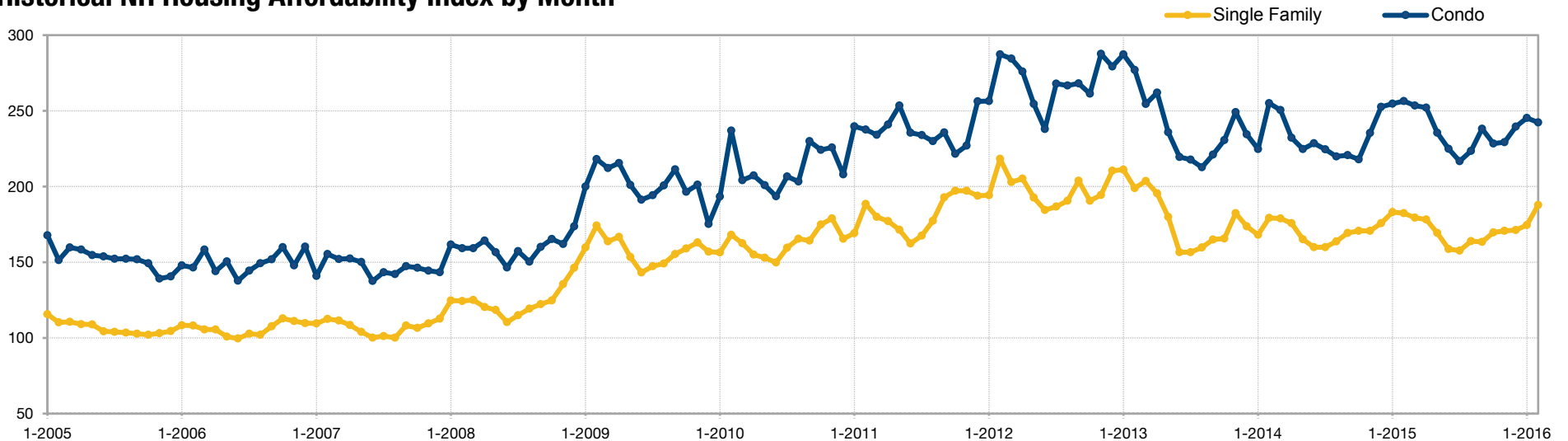
## Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Condo      | Year-Over-Year Change |
|---------------------|---------------|-----------------------|------------|-----------------------|
| Mar-2015            | 179           | 0.0%                  | 253        | +0.8%                 |
| Apr-2015            | 178           | +1.1%                 | 252        | +8.6%                 |
| May-2015            | 169           | +2.4%                 | 235        | +4.4%                 |
| Jun-2015            | 159           | -0.6%                 | 225        | -1.7%                 |
| Jul-2015            | 158           | -1.3%                 | 217        | -3.6%                 |
| Aug-2015            | 164           | 0.0%                  | 224        | +1.8%                 |
| Sep-2015            | 163           | -3.6%                 | 238        | +7.7%                 |
| Oct-2015            | 170           | -0.6%                 | 228        | +4.6%                 |
| Nov-2015            | 171           | 0.0%                  | 229        | -2.6%                 |
| Dec-2015            | 171           | -2.8%                 | 239        | -5.5%                 |
| Jan-2016            | 175           | -4.4%                 | 245        | -3.9%                 |
| <b>Feb-2016</b>     | <b>188</b>    | <b>+3.3%</b>          | <b>242</b> | <b>-5.5%</b>          |
| 12-Month Avg*       | 170           | +9.8%                 | 171        | +3.0%                 |

\* Affordability Index for all properties from March 2015 through February 2016. This is not the average of the individual figures above.

## Historical NH Housing Affordability Index by Month



# NH All Properties Activity Overview



Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Includes Single Family, Condos and Manufactured/Mobile Homes.

| Key Metrics                                    | Historical Sparkbars | 2-2015    | 2-2016           | Percent Change | YTD 2015  | YTD 2016         | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| <b>Closed Sales</b>                            |                      | 864       | <b>1,093</b>     | + 26.5%        | 1,853     | <b>2,256</b>     | + 21.7%        |
| <b>Median Sales Price</b>                      |                      | \$207,000 | <b>\$200,000</b> | - 3.4%         | \$202,450 | <b>\$207,000</b> | + 2.2%         |
| <b>\$ Volume of Closed Sales (in millions)</b> |                      | \$197.6   | <b>\$246.3</b>   | + 24.7%        | \$427.3   | <b>\$534.8</b>   | + 25.2%        |
| <b>Days on Market</b>                          |                      | 110       | <b>100</b>       | - 9.1%         | 112       | <b>98</b>        | - 12.5%        |
| <b>Pending Sales</b>                           |                      | 941       | <b>1,206</b>     | + 28.2%        | 1,962     | <b>2,418</b>     | + 23.2%        |
| <b>Months Supply</b>                           |                      | 7.3       | <b>5.6</b>       | - 23.3%        | --        | --               | --             |
| <b>New Listings</b>                            |                      | 1,582     | <b>2,033</b>     | + 28.5%        | 3,288     | <b>3,728</b>     | + 13.4%        |
| <b>Homes for Sale</b>                          |                      | 11,485    | <b>10,108</b>    | - 12.0%        | --        | --               | --             |
| <b>Pct. of List Price Received</b>             |                      | 96.1%     | <b>96.1%</b>     | 0.0%           | 96.0%     | <b>96.2%</b>     | + 0.2%         |
| <b>Affordability Index</b>                     |                      | 198       | <b>207</b>       | + 4.2%         | 203       | <b>200</b>       | - 1.5%         |

# NH Single Family Residential Activity by County

Key metrics by report month for the counties in the state of New Hampshire.



|                           | Closed Sales |        |         | Median Sales Price |           |         | Sales Volume<br>(In Millions) |         |         | Days on Market |        |         | Pending Sales |        |         |
|---------------------------|--------------|--------|---------|--------------------|-----------|---------|-------------------------------|---------|---------|----------------|--------|---------|---------------|--------|---------|
|                           | 2-2015       | 2-2016 | + / -   | 2-2015             | 2-2016    | + / -   | 2-2015                        | 2-2016  | + / -   | 2-2015         | 2-2016 | + / -   | 2-2015        | 2-2016 | + / -   |
| <b>Belknap</b>            | 32           | 55     | + 71.9% | \$207,450          | \$191,500 | - 7.7%  | \$8.3                         | \$15.8  | + 90.6% | 135            | 120    | - 11.1% | 44            | 58     | + 31.8% |
| Belknap Year-to-Date      | 77           | 107    | + 39.0% | \$210,000          | \$191,250 | - 8.9%  | \$22.4                        | \$31.2  | + 39.5% | 143            | 118    | - 17.5% | 86            | 118    | + 37.2% |
| <b>Carroll</b>            | 44           | 50     | + 13.6% | \$217,500          | \$201,000 | - 7.6%  | \$11.7                        | \$12.7  | + 8.1%  | 122            | 161    | + 32.0% | 42            | 46     | + 9.5%  |
| Carroll Year-to-Date      | 87           | 115    | + 32.2% | \$215,000          | \$197,000 | - 8.4%  | \$21.8                        | \$30.0  | + 37.5% | 142            | 162    | + 14.1% | 95            | 104    | + 9.5%  |
| <b>Cheshire</b>           | 41           | 48     | + 17.1% | \$157,000          | \$164,000 | + 4.5%  | \$7.2                         | \$8.2   | + 13.2% | 119            | 139    | + 16.8% | 37            | 47     | + 27.0% |
| Cheshire Year-to-Date     | 88           | 94     | + 6.8%  | \$162,750          | \$162,500 | - 0.2%  | \$17.3                        | \$17.1  | - 1.2%  | 125            | 128    | + 2.4%  | 75            | 100    | + 33.3% |
| <b>Coos</b>               | 16           | 16     | 0.0%    | \$71,950           | \$41,313  | - 42.6% | \$1.2                         | \$0.9   | - 29.9% | 198            | 217    | + 9.6%  | 16            | 25     | + 56.3% |
| Coos Year-to-Date         | 45           | 48     | + 6.7%  | \$67,000           | \$70,950  | + 5.9%  | \$3.9                         | \$4.3   | + 8.0%  | 210            | 170    | - 19.0% | 48            | 55     | + 14.6% |
| <b>Grafton</b>            | 34           | 58     | + 70.6% | \$179,950          | \$139,900 | - 22.3% | \$8.3                         | \$10.3  | + 24.8% | 171            | 112    | - 34.5% | 40            | 46     | + 15.0% |
| Grafton Year-to-Date      | 82           | 112    | + 36.6% | \$146,500          | \$165,820 | + 13.2% | \$17.2                        | \$26.0  | + 51.2% | 146            | 128    | - 12.3% | 88            | 106    | + 20.5% |
| <b>Hillsborough</b>       | 165          | 199    | + 20.6% | \$235,000          | \$243,000 | + 3.4%  | \$44.6                        | \$51.2  | + 14.9% | 83             | 81     | - 2.4%  | 170           | 224    | + 31.8% |
| Hillsborough Year-to-Date | 347          | 433    | + 24.8% | \$239,900          | \$243,900 | + 1.7%  | \$94.1                        | \$115.1 | + 22.2% | 88             | 72     | - 18.2% | 368           | 457    | + 24.2% |
| <b>Merrimack</b>          | 69           | 77     | + 11.6% | \$189,000          | \$209,000 | + 10.6% | \$14.2                        | \$17.4  | + 22.3% | 112            | 90     | - 19.6% | 70            | 85     | + 21.4% |
| Merrimack Year-to-Date    | 143          | 165    | + 15.4% | \$190,500          | \$191,000 | + 0.3%  | \$29.1                        | \$37.4  | + 28.6% | 115            | 91     | - 20.9% | 156           | 181    | + 16.0% |
| <b>Rockingham</b>         | 161          | 201    | + 24.8% | \$272,300          | \$280,000 | + 2.8%  | \$51.4                        | \$63.3  | + 23.2% | 100            | 85     | - 15.0% | 187           | 234    | + 25.1% |
| Rockingham Year-to-Date   | 334          | 408    | + 22.2% | \$286,000          | \$295,000 | + 3.1%  | \$109.3                       | \$135.5 | + 24.0% | 92             | 87     | - 5.4%  | 362           | 430    | + 18.8% |
| <b>Strafford</b>          | 60           | 82     | + 36.7% | \$192,500          | \$202,500 | + 5.2%  | \$12.3                        | \$17.8  | + 44.1% | 89             | 114    | + 28.1% | 60            | 89     | + 48.3% |
| Strafford Year-to-Date    | 114          | 170    | + 49.1% | \$186,950          | \$205,000 | + 9.7%  | \$23.2                        | \$38.3  | + 64.6% | 92             | 112    | + 21.7% | 114           | 188    | + 64.9% |
| <b>Sullivan</b>           | 19           | 30     | + 57.9% | \$172,500          | \$126,775 | - 26.5% | \$3.8                         | \$5.8   | + 53.1% | 177            | 117    | - 33.9% | 28            | 35     | + 25.0% |
| Sullivan Year-to-Date     | 39           | 62     | + 59.0% | \$155,000          | \$133,500 | - 13.9% | \$8.0                         | \$11.4  | + 42.8% | 148            | 138    | - 6.8%  | 46            | 72     | + 56.5% |
| <b>Entire State</b>       | 641          | 816    | + 27.3% | \$225,000          | \$219,900 | - 2.3%  | \$162.9                       | \$203.2 | + 24.7% | 109            | 103    | - 5.5%  | 694           | 889    | + 28.1% |
| Entire State Year-to-Date | 1,356        | 1,714  | + 26.4% | \$224,900          | \$225,000 | + 0.0%  | \$346.3                       | \$446.2 | + 28.8% | 110            | 102    | - 7.3%  | 1,438         | 1,811  | + 25.9% |

# NH Condo Activity by County

Key metrics by report month for the counties in the state of New Hampshire.



|                           | Closed Sales |        |          | Median Sales Price |           |         | Sales Volume<br>(In Millions) |        |          | Days on Market |        |         | Pending Sales |        |          |
|---------------------------|--------------|--------|----------|--------------------|-----------|---------|-------------------------------|--------|----------|----------------|--------|---------|---------------|--------|----------|
|                           | 2-2015       | 2-2016 | + / -    | 2-2015             | 2-2016    | + / -   | 2-2015                        | 2-2016 | + / -    | 2-2015         | 2-2016 | + / -   | 2-2015        | 2-2016 | + / -    |
| <b>Belknap</b>            | 9            | 12     | + 33.3%  | \$119,000          | \$143,750 | + 20.8% | \$1.3                         | \$1.9  | + 44.6%  | 251            | 136    | - 45.8% | 9             | 12     | + 33.3%  |
| Belknap Year-to-Date      | 22           | 27     | + 22.7%  | \$139,500          | \$125,000 | - 10.4% | \$4.2                         | \$4.3  | + 3.6%   | 185            | 123    | - 33.5% | 18            | 25     | + 38.9%  |
| <b>Carroll</b>            | 13           | 10     | - 23.1%  | \$138,000          | \$153,250 | + 11.1% | \$2.0                         | \$1.6  | - 18.1%  | 86             | 100    | + 16.3% | 12            | 13     | + 8.3%   |
| Carroll Year-to-Date      | 28           | 22     | - 21.4%  | \$152,500          | \$153,250 | + 0.5%  | \$5.1                         | \$3.5  | - 30.9%  | 143            | 102    | - 28.7% | 27            | 26     | - 3.7%   |
| <b>Cheshire</b>           | 4            | 2      | - 50.0%  | \$150,750          | \$114,950 | - 23.7% | \$0.7                         | \$0.2  | - 64.7%  | 160            | 112    | - 30.0% | 5             | 2      | - 60.0%  |
| Cheshire Year-to-Date     | 5            | 3      | - 40.0%  | \$147,950          | \$110,000 | - 25.7% | \$0.8                         | \$0.3  | - 57.4%  | 192            | 79     | - 58.9% | 7             | 3      | - 57.1%  |
| <b>Coos</b>               | 0            | 3      | --       | \$0                | \$349,000 | --      | \$0.0                         | \$0.7  | --       | 131            | 241    | + 84.0% | 1             | 3      | + 200.0% |
| Coos Year-to-Date         | 0            | 3      | --       | \$0                | \$349,000 | --      | \$0.0                         | \$0.7  | --       | 131            | 241    | + 84.0% | 1             | 3      | + 200.0% |
| <b>Grafton</b>            | 20           | 28     | + 40.0%  | \$132,000          | \$121,000 | - 8.3%  | \$3.3                         | \$3.8  | + 13.8%  | 166            | 161    | - 3.0%  | 23            | 32     | + 39.1%  |
| Grafton Year-to-Date      | 45           | 44     | - 2.2%   | \$126,500          | \$129,500 | + 2.4%  | \$7.4                         | \$6.6  | - 10.7%  | 211            | 192    | - 9.0%  | 42            | 49     | + 16.7%  |
| <b>Hillsborough</b>       | 49           | 58     | + 18.4%  | \$145,000          | \$172,225 | + 18.8% | \$8.5                         | \$11.4 | + 34.8%  | 69             | 78     | + 13.0% | 52            | 75     | + 44.2%  |
| Hillsborough Year-to-Date | 109          | 123    | + 12.8%  | \$159,000          | \$168,950 | + 6.3%  | \$20.1                        | \$24.1 | + 20.4%  | 76             | 69     | - 9.2%  | 121           | 145    | + 19.8%  |
| <b>Merrimack</b>          | 4            | 19     | + 375.0% | \$191,950          | \$152,000 | - 20.8% | \$0.8                         | \$2.8  | + 263.3% | 82             | 133    | + 62.2% | 10            | 18     | + 80.0%  |
| Merrimack Year-to-Date    | 22           | 35     | + 59.1%  | \$169,750          | \$145,000 | - 14.6% | \$3.6                         | \$5.1  | + 40.0%  | 114            | 109    | - 4.4%  | 22            | 36     | + 63.6%  |
| <b>Rockingham</b>         | 69           | 79     | + 14.5%  | \$205,000          | \$205,000 | 0.0%    | \$14.9                        | \$17.3 | + 15.9%  | 102            | 64     | - 37.3% | 84            | 86     | + 2.4%   |
| Rockingham Year-to-Date   | 144          | 156    | + 8.3%   | \$186,250          | \$197,250 | + 5.9%  | \$31.9                        | \$35.7 | + 11.7%  | 96             | 63     | - 34.4% | 162           | 165    | + 1.9%   |
| <b>Strafford</b>          | 6            | 2      | - 66.7%  | \$121,500          | \$218,575 | + 79.9% | \$0.7                         | \$0.4  | - 35.3%  | 61             | 21     | - 65.6% | 8             | 6      | - 25.0%  |
| Strafford Year-to-Date    | 18           | 13     | - 27.8%  | \$107,500          | \$155,000 | + 44.2% | \$2.2                         | \$2.1  | - 5.2%   | 78             | 51     | - 34.6% | 20            | 15     | - 25.0%  |
| <b>Sullivan</b>           | 4            | 2      | - 50.0%  | \$109,750          | \$147,250 | + 34.2% | \$0.4                         | \$0.3  | - 30.1%  | 153            | 100    | - 34.6% | 2             | 2      | 0.0%     |
| Sullivan Year-to-Date     | 5            | 5      | 0.0%     | \$134,000          | \$100,000 | - 25.4% | \$0.6                         | \$0.7  | + 5.8%   | 153            | 81     | - 47.1% | 5             | 4      | - 20.0%  |
| <b>Entire State</b>       | 178          | 214    | + 20.2%  | \$160,000          | \$170,500 | + 6.6%  | \$32.5                        | \$40.1 | + 23.4%  | 107            | 95     | - 11.2% | 205           | 248    | + 21.0%  |
| Entire State Year-to-Date | 399          | 431    | + 8.0%   | \$160,000          | \$166,500 | + 4.1%  | \$76.1                        | \$83.2 | + 9.3%   | 114            | 89     | - 21.9% | 425           | 471    | + 10.8%  |