

NH Monthly Indicators



August 2020

The housing and stock markets continue to be the leaders in the economy. In August, showings and pending sales remained at strong levels while housing inventory remained limited, continuing the competitive bidding market we have seen in recent months. With the stock indexes at or near record highs as mortgage rates remain near record lows, signs point to a busy fall housing market.

New Listings were down 4.5 percent for single family homes but increased 15.6 percent for condo properties. Pending Sales increased 30.7 percent for single family homes and 40.0 percent for condo properties.

The Median Sales Price was up 14.6 percent to \$349,450 for single family homes and 21.4 percent to \$255,000 for condo properties. Months Supply of Inventory decreased 60.5 percent for single family units and 42.3 percent for condo units.

As we look towards the fall, we normally see housing activity begin to slow a bit as the back-to-school season begins, but this year is far from normal. While uncertainty remains on what effects the upcoming elections and any seasonal resurgence of COVID-19 may have on the financial and housing markets, the healthy housing demand we see today will create significant tailwinds in the near term.

Monthly Snapshot

| | | |
|--|--|--|
| - 1.4% | + 14.6% | + 14.9% |
| One-Year Change in Single Family Closed Sales | One-Year Change in Single Family Median Sales Price | One-Year Change in Single Family Sales Volume |

This is a research tool provided by New Hampshire REALTORS® covering residential real estate activity in the state of New Hampshire.. Percent changes are calculated using rounded figures.

| | |
|--|-----------|
| Single Family Activity Overview | 2 |
| Condo Activity Overview | 3 |
| Closed Sales | 4 |
| Median Sales Price | 5 |
| Dollar Volume of Closed Sales (in millions) | 6 |
| Days on Market Until Sale | 7 |
| Pending Sales | 8 |
| Months Supply of Inventory | 9 |
| New Listings | 10 |
| Inventory of Homes for Sale | 11 |
| Percent of List Price Received | 12 |
| Housing Affordability Index | 13 |
| All Properties Activity Overview | 14 |
| Single Family Residential Activity by County | 15 |
| Condo Activity by County | 16 |



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 | 8-2019 | 8-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| Closed Sales | | 2,036 | 2,008 | - 1.4% | 11,421 | 10,900 | - 4.6% |
| Median Sales Price | | \$305,000 | \$349,450 | + 14.6% | \$299,900 | \$325,000 | + 8.4% |
| \$ Volume of Closed Sales (in millions) | | \$706.2 | \$811.3 | + 14.9% | \$3,908.7 | \$4,066.8 | + 4.0% |
| Days on Market | | 46 | 41 | - 10.9% | 56 | 53 | - 5.4% |
| Pending Sales | | 1,820 | 2,379 | + 30.7% | 12,887 | 13,273 | + 3.0% |
| Months Supply | | 3.8 | 1.5 | - 60.5% | -- | -- | -- |
| New Listings | | 2,270 | 2,168 | - 4.5% | 16,790 | 14,144 | - 15.8% |
| Homes for Sale | | 5,663 | 2,383 | - 57.9% | -- | -- | -- |
| Pct. of List Price Received | | 98.4% | 100.3% | + 1.9% | 98.4% | 99.1% | + 0.7% |
| Affordability Index | | 132 | 122 | - 7.6% | 134 | 131 | - 2.2% |

NH Condo Activity Overview

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



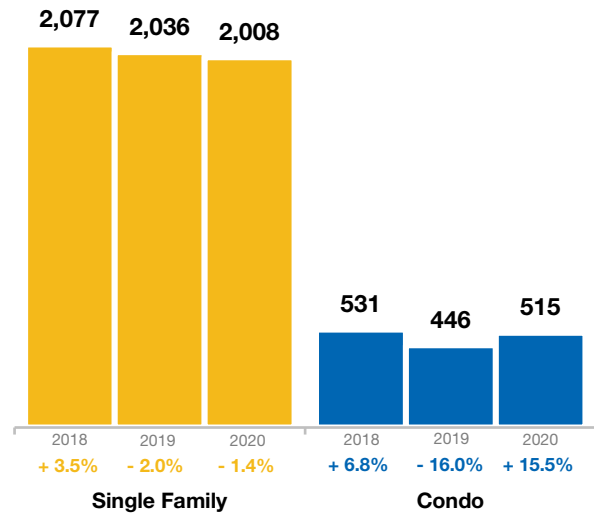
| Key Metrics | Historical Sparkbars | 8-2019 | 8-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| Closed Sales | | 446 | 515 | + 15.5% | 3,121 | 2,995 | - 4.0% |
| Median Sales Price | | \$210,000 | \$255,000 | + 21.4% | \$211,000 | \$245,000 | + 16.1% |
| \$ Volume of Closed Sales (in millions) | | \$109.0 | \$153.2 | + 40.6% | \$762.4 | \$836.2 | + 9.7% |
| Days on Market | | 38 | 40 | + 5.3% | 44 | 46 | + 4.5% |
| Pending Sales | | 465 | 651 | + 40.0% | 3,487 | 3,566 | + 2.3% |
| Months Supply | | 2.6 | 1.5 | - 42.3% | -- | -- | -- |
| New Listings | | 576 | 666 | + 15.6% | 4,147 | 3,852 | - 7.1% |
| Homes for Sale | | 1,028 | 649 | - 36.9% | -- | -- | -- |
| Pct. of List Price Received | | 99.0% | 100.2% | + 1.2% | 98.8% | 99.5% | + 0.7% |
| Affordability Index | | 192 | 167 | - 13.0% | 191 | 174 | - 8.9% |

NH Closed Sales

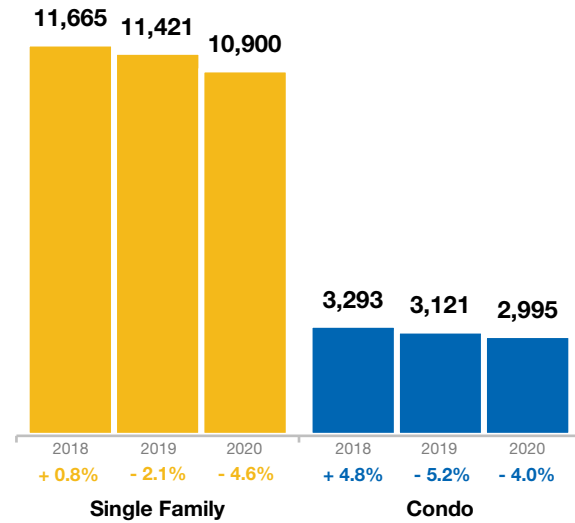
A count of the actual sales that closed in a given month.



August

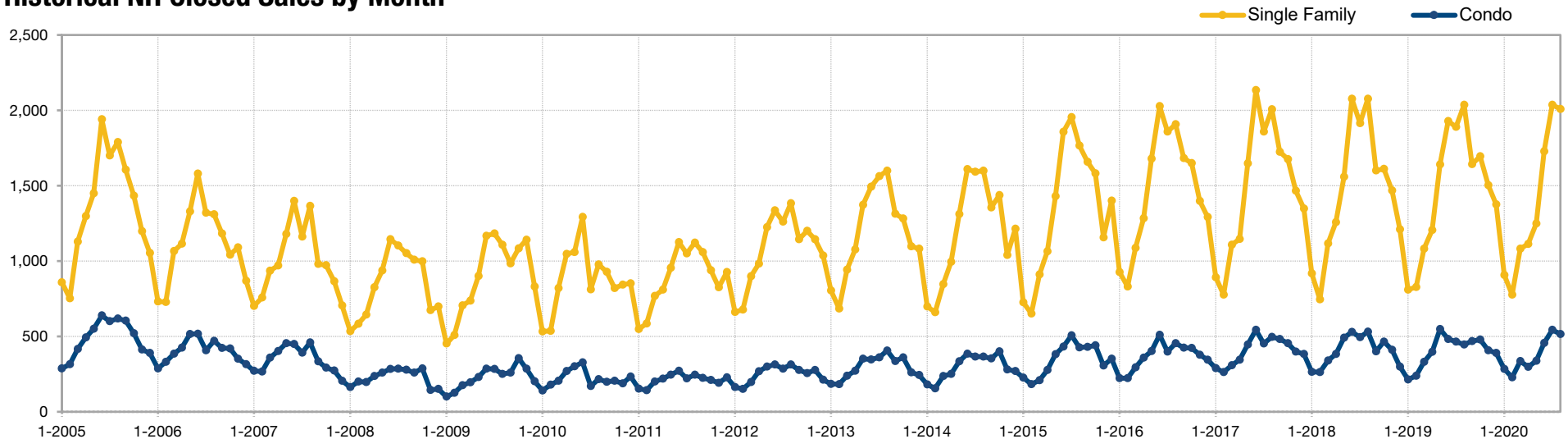


Year to Date



| Closed Sales | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Sep-2019 | 1,643 | +2.6% | 469 | +17.0% |
| Oct-2019 | 1,695 | +5.2% | 478 | +2.8% |
| Nov-2019 | 1,503 | +2.4% | 408 | -0.7% |
| Dec-2019 | 1,377 | +13.8% | 390 | +30.4% |
| Jan-2020 | 907 | +12.0% | 283 | +32.2% |
| Feb-2020 | 776 | -6.3% | 228 | -4.6% |
| Mar-2020 | 1,082 | +0.1% | 336 | +1.8% |
| Apr-2020 | 1,113 | -7.7% | 297 | -25.2% |
| May-2020 | 1,249 | -23.9% | 337 | -38.5% |
| Jun-2020 | 1,729 | -10.3% | 456 | -5.4% |
| Jul-2020 | 2,036 | +7.7% | 543 | +16.8% |
| Aug-2020 | 2,008 | -1.4% | 515 | +15.5% |
| 12-Month Avg | 1,427 | -1.1% | 395 | +0.9% |

Historical NH Closed Sales by Month

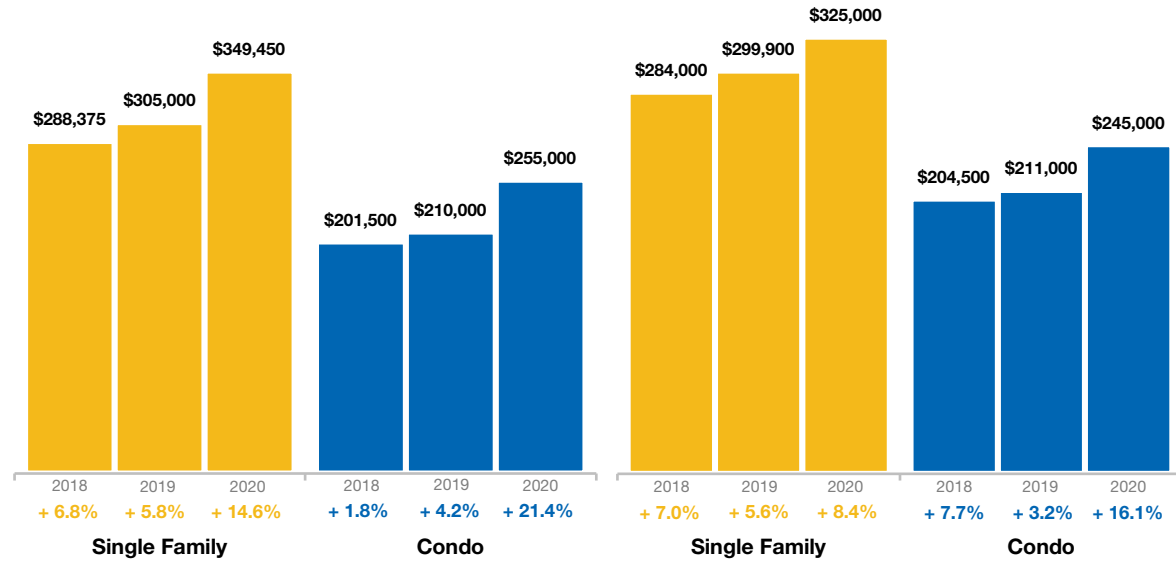


NH Median Sales Price

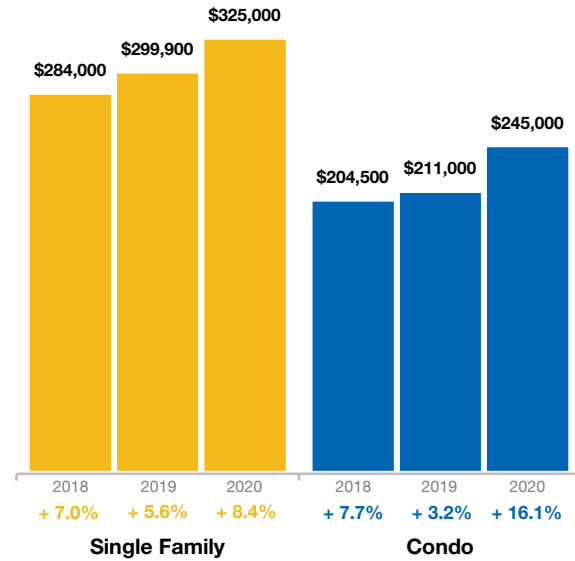
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



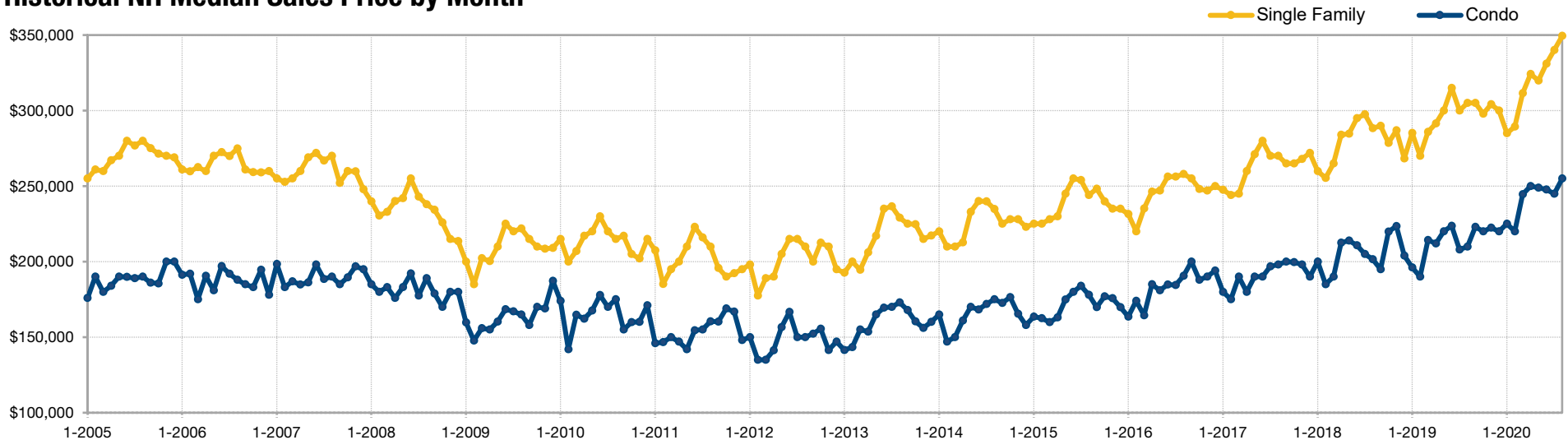
Year to Date



| Median Sales Price | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|--------------------|------------------|-----------------------|------------------|-----------------------|
| Sep-2019 | \$305,000 | +5.2% | \$223,000 | +14.4% |
| Oct-2019 | \$297,900 | +6.9% | \$220,000 | +0.0% |
| Nov-2019 | \$304,242 | +6.0% | \$222,450 | -0.5% |
| Dec-2019 | \$299,999 | +11.8% | \$220,000 | +7.8% |
| Jan-2020 | \$285,000 | -0.1% | \$225,000 | +14.7% |
| Feb-2020 | \$289,450 | +7.2% | \$219,950 | +15.8% |
| Mar-2020 | \$311,545 | +9.0% | \$244,625 | +14.2% |
| Apr-2020 | \$324,138 | +11.2% | \$250,000 | +17.9% |
| May-2020 | \$319,900 | +6.6% | \$249,000 | +13.2% |
| Jun-2020 | \$331,000 | +5.1% | \$247,650 | +10.7% |
| Jul-2020 | \$340,000 | +13.3% | \$244,900 | +17.7% |
| Aug-2020 | \$349,450 | +14.6% | \$255,000 | +21.4% |
| 12-Month Avg* | \$315,000 | +7.9% | \$235,000 | +11.9% |

* Median Sales Price for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical NH Median Sales Price by Month

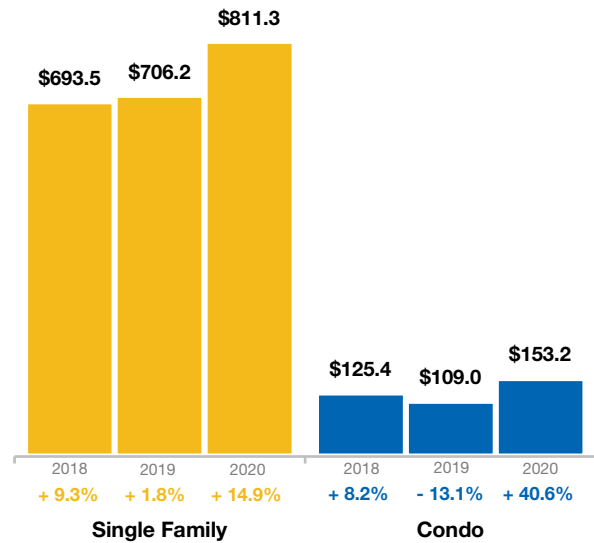


NH \$ Volume of Closed Sales

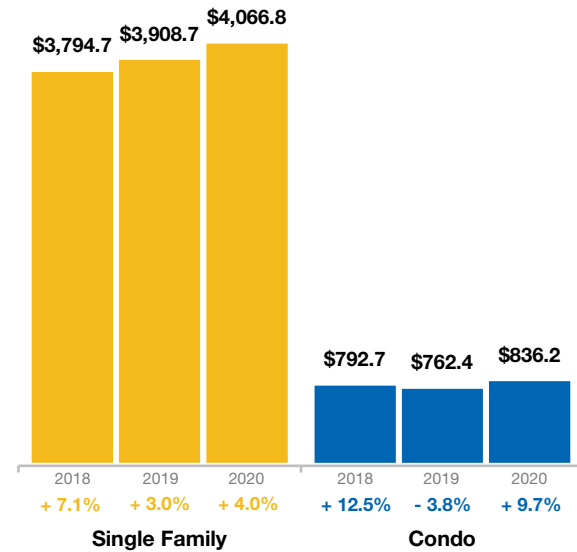
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



August



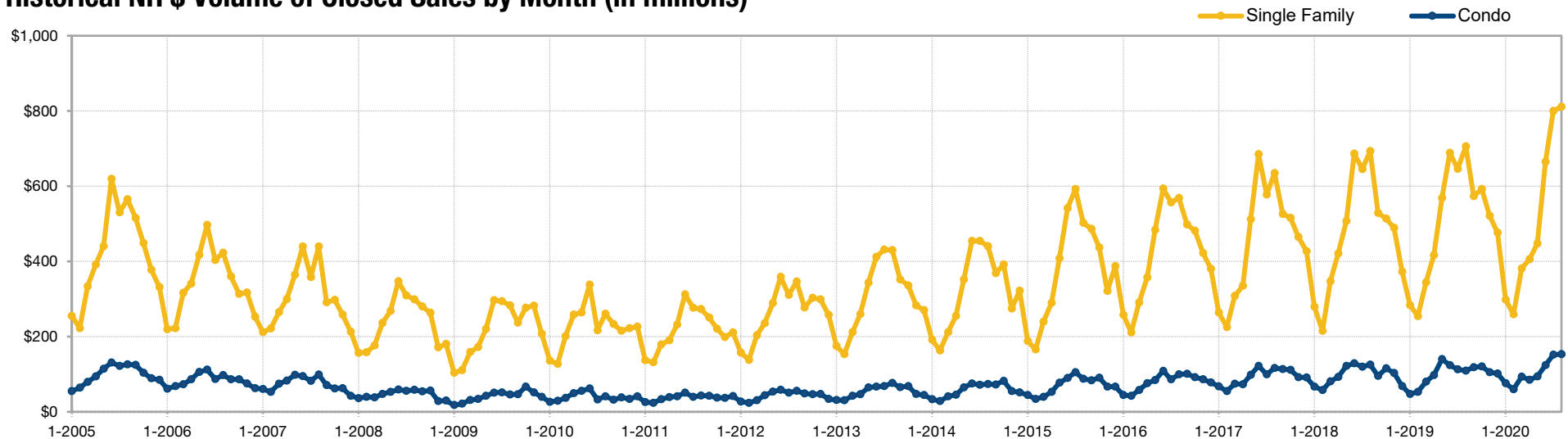
Year to Date



| \$ Volume of Closed Sales (in millions) | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|---|----------------|-----------------------|----------------|-----------------------|
| Sep-2019 | \$573.4 | +8.4% | \$118.0 | +23.7% |
| Oct-2019 | \$592.4 | +15.4% | \$120.4 | +4.0% |
| Nov-2019 | \$520.9 | +6.5% | \$105.4 | +2.2% |
| Dec-2019 | \$476.4 | +27.9% | \$101.5 | +48.8% |
| Jan-2020 | \$297.9 | +5.2% | \$75.8 | +60.9% |
| Feb-2020 | \$259.1 | +1.8% | \$60.0 | +13.6% |
| Mar-2020 | \$380.8 | +10.6% | \$92.9 | +16.1% |
| Apr-2020 | \$405.8 | -2.5% | \$84.6 | -13.0% |
| May-2020 | \$447.6 | -21.3% | \$94.1 | -32.7% |
| Jun-2020 | \$664.5 | -3.5% | \$123.8 | -0.1% |
| Jul-2020 | \$799.9 | +23.8% | \$151.7 | +34.8% |
| Aug-2020 | \$811.3 | +14.9% | \$153.2 | +40.6% |
| 12-Month Avg* | \$519.2 | +7.2% | \$106.8 | +11.9% |

* \$ Volume of Closed Sales (in millions) for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

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

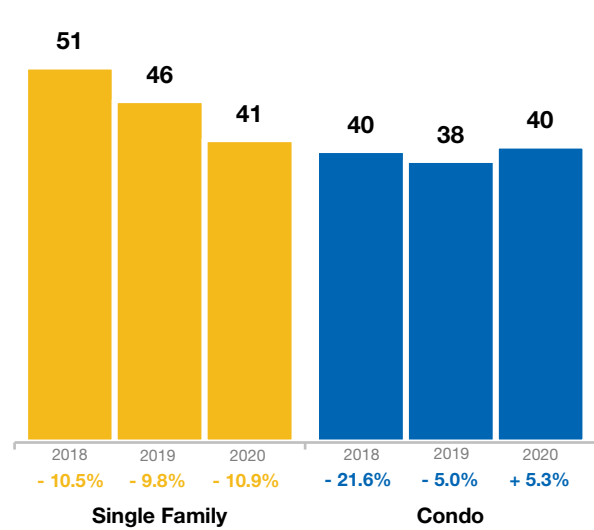


NH Days on Market

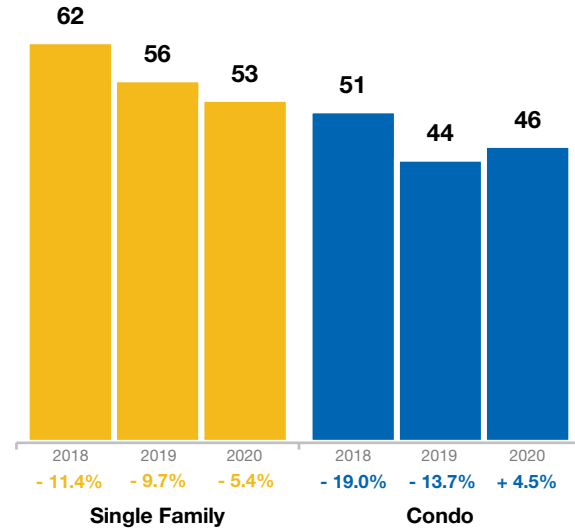
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



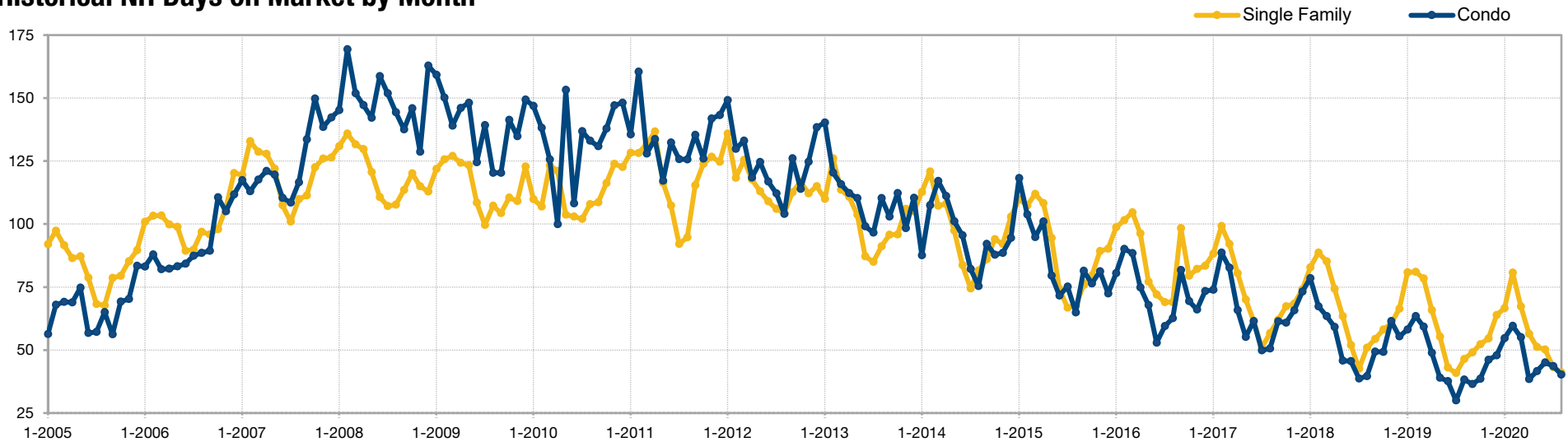
Year to Date



| Days on Market | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-----------|-----------------------|
| Sep-2019 | 49 | -9.3% | 36 | -26.5% |
| Oct-2019 | 52 | -10.3% | 39 | -20.4% |
| Nov-2019 | 55 | -8.3% | 46 | -24.6% |
| Dec-2019 | 64 | -3.0% | 48 | -12.7% |
| Jan-2020 | 67 | -17.3% | 55 | -5.2% |
| Feb-2020 | 81 | 0.0% | 60 | -4.8% |
| Mar-2020 | 67 | -14.1% | 55 | -6.8% |
| Apr-2020 | 56 | -15.2% | 39 | -20.4% |
| May-2020 | 51 | -7.3% | 42 | +7.7% |
| Jun-2020 | 50 | +16.3% | 45 | +18.4% |
| Jul-2020 | 43 | +4.9% | 44 | +46.7% |
| Aug-2020 | 41 | -10.9% | 40 | +5.3% |
| 12-Month Avg* | 54 | -6.3% | 45 | -5.7% |

* Days on Market for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical NH Days on Market by Month

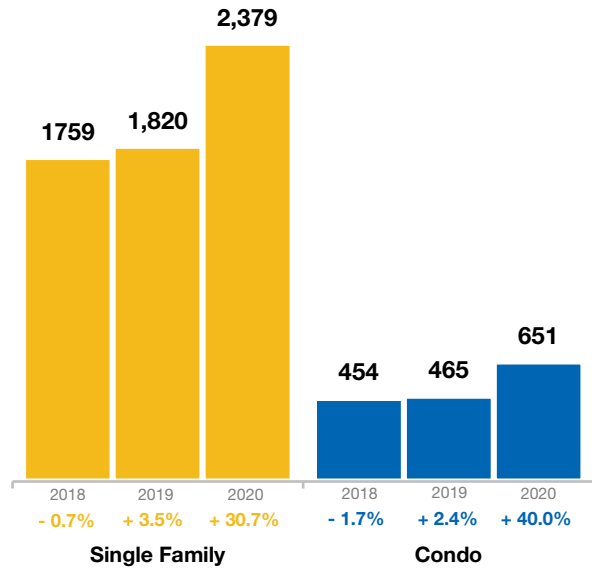


NH Pending Sales

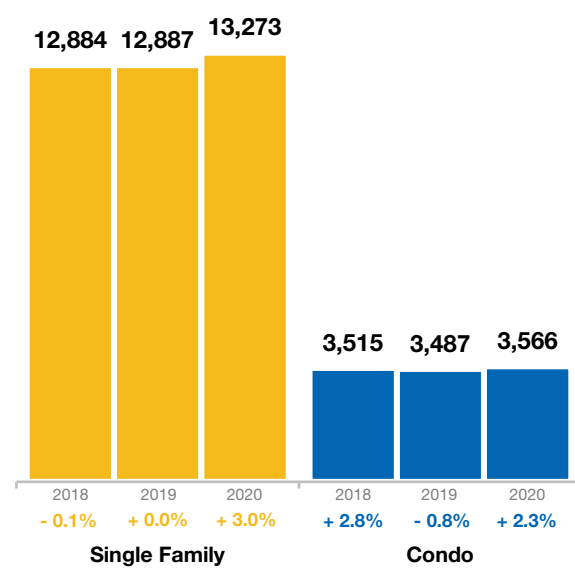
A count of the properties on which offers have been accepted in a given month.



August

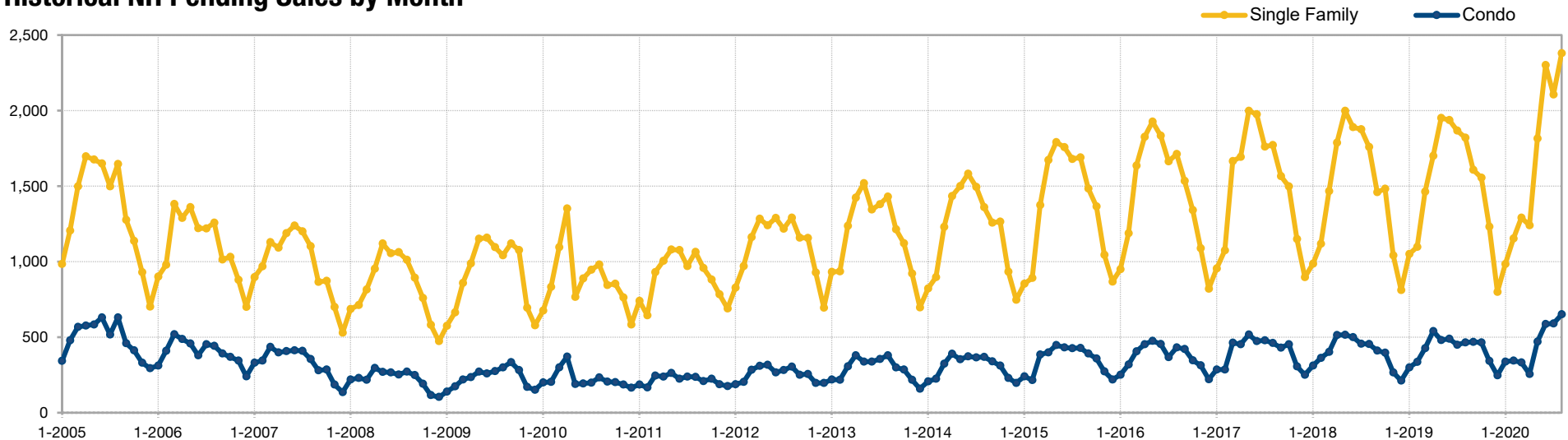


Year to Date



| Pending Sales | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Sep-2019 | 1,608 | +10.1% | 469 | +14.1% |
| Oct-2019 | 1,555 | +4.9% | 465 | +17.1% |
| Nov-2019 | 1,231 | +18.1% | 343 | +28.9% |
| Dec-2019 | 800 | -1.5% | 247 | +16.0% |
| Jan-2020 | 985 | -6.2% | 337 | +12.3% |
| Feb-2020 | 1,154 | +5.1% | 344 | +2.4% |
| Mar-2020 | 1,291 | -11.8% | 332 | -22.2% |
| Apr-2020 | 1,240 | -27.1% | 255 | -52.8% |
| May-2020 | 1,816 | -6.9% | 470 | -2.1% |
| Jun-2020 | 2,301 | +18.8% | 587 | +20.0% |
| Jul-2020 | 2,107 | +12.8% | 590 | +31.1% |
| Aug-2020 | 2,379 | +30.7% | 651 | +40.0% |
| 12-Month Avg | 1,539 | +4.4% | 424 | +6.6% |

Historical NH Pending Sales by Month

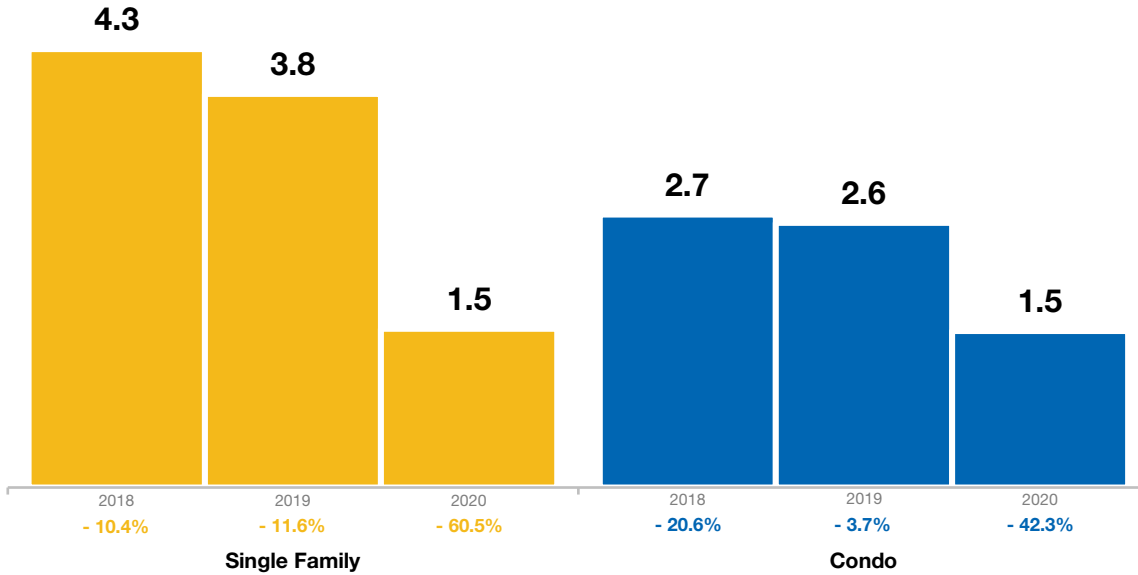


NH Months Supply of Inventory

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.



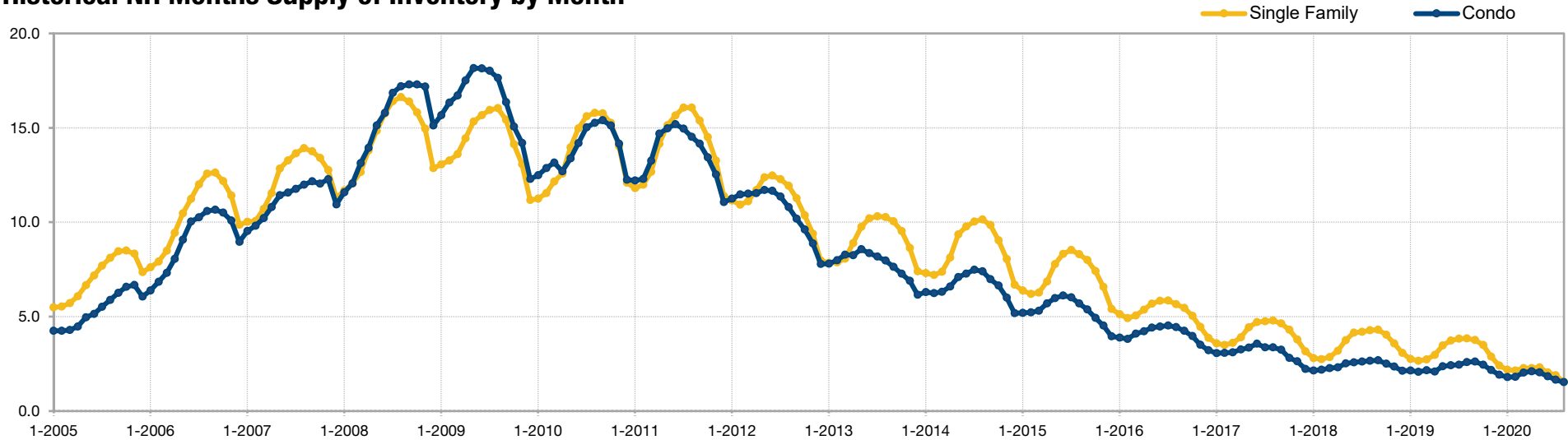
August



| Months Supply | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Sep-2019 | 3.8 | -11.6% | 2.6 | -3.7% |
| Oct-2019 | 3.5 | -12.5% | 2.4 | -4.0% |
| Nov-2019 | 2.9 | -19.4% | 2.2 | -8.3% |
| Dec-2019 | 2.4 | -22.6% | 1.9 | -9.5% |
| Jan-2020 | 2.2 | -21.4% | 1.8 | -14.3% |
| Feb-2020 | 2.1 | -22.2% | 1.8 | -14.3% |
| Mar-2020 | 2.3 | -14.8% | 2.0 | -9.1% |
| Apr-2020 | 2.3 | -23.3% | 2.1 | 0.0% |
| May-2020 | 2.3 | -34.3% | 2.1 | -12.5% |
| Jun-2020 | 2.1 | -43.2% | 1.8 | -25.0% |
| Jul-2020 | 1.9 | -50.0% | 1.7 | -32.0% |
| Aug-2020 | 1.5 | -60.5% | 1.5 | -42.3% |
| 12-Month Avg* | 2.4 | -28.7% | 2.0 | -14.3% |

* Months Supply for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical NH Months Supply of Inventory by Month

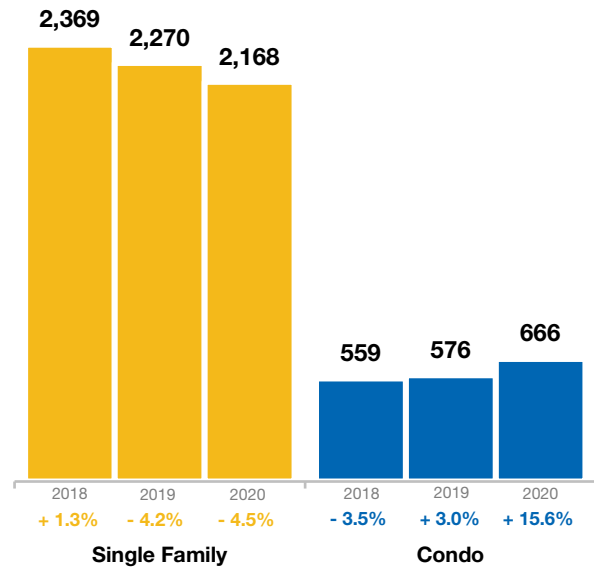


NH New Listings

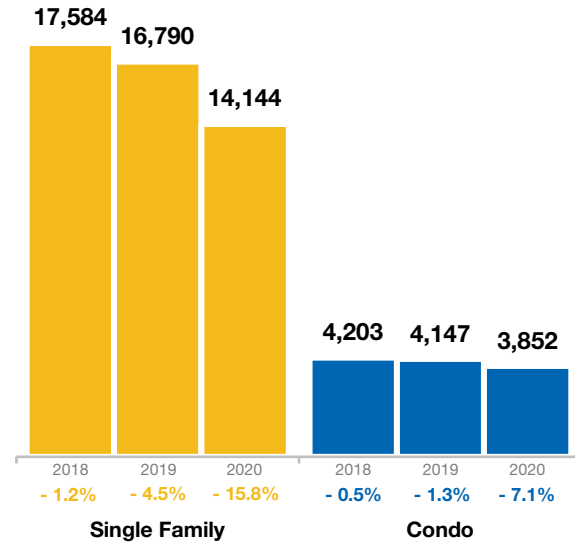
A count of the properties that have been newly listed on the market in a given month.



August

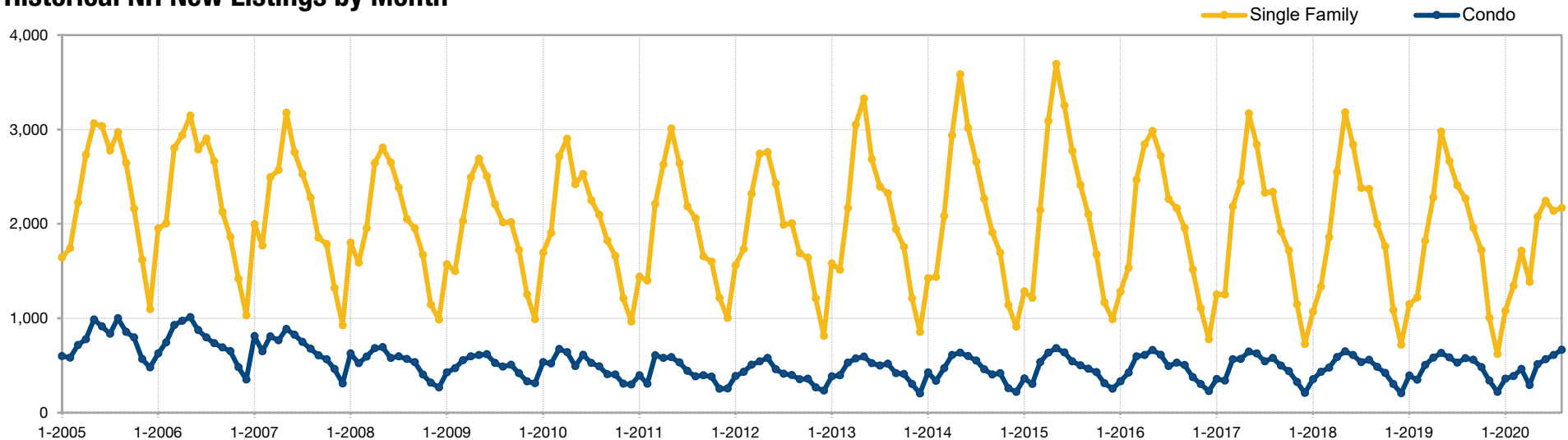


Year to Date



| New Listings | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Sep-2019 | 1,958 | -1.9% | 560 | +15.7% |
| Oct-2019 | 1,721 | -2.3% | 483 | +14.7% |
| Nov-2019 | 1,007 | -7.3% | 339 | +12.3% |
| Dec-2019 | 620 | -13.8% | 221 | +6.8% |
| Jan-2020 | 1,079 | -6.0% | 358 | -8.7% |
| Feb-2020 | 1,342 | +10.0% | 386 | +10.9% |
| Mar-2020 | 1,714 | -5.8% | 461 | -8.3% |
| Apr-2020 | 1,385 | -39.3% | 293 | -49.7% |
| May-2020 | 2,075 | -30.3% | 512 | -18.9% |
| Jun-2020 | 2,244 | -15.8% | 566 | -3.4% |
| Jul-2020 | 2,137 | -11.3% | 610 | +15.5% |
| Aug-2020 | 2,168 | -4.5% | 666 | +15.6% |
| 12-Month Avg | 1,863 | -13.0% | 463 | -1.9% |

Historical NH New Listings by Month

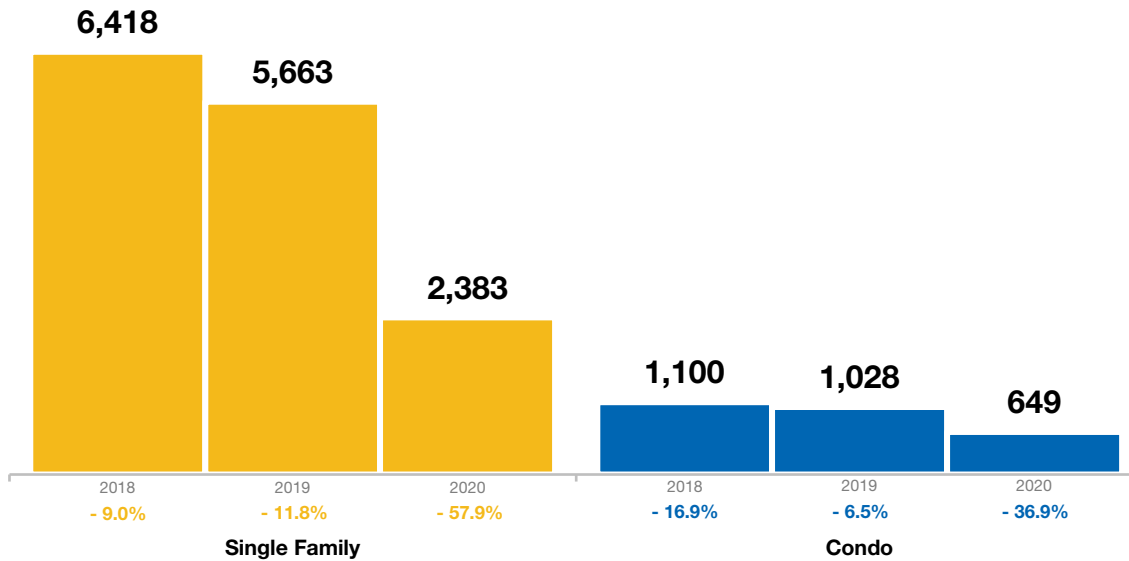


NH Inventory of Homes for Sale

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

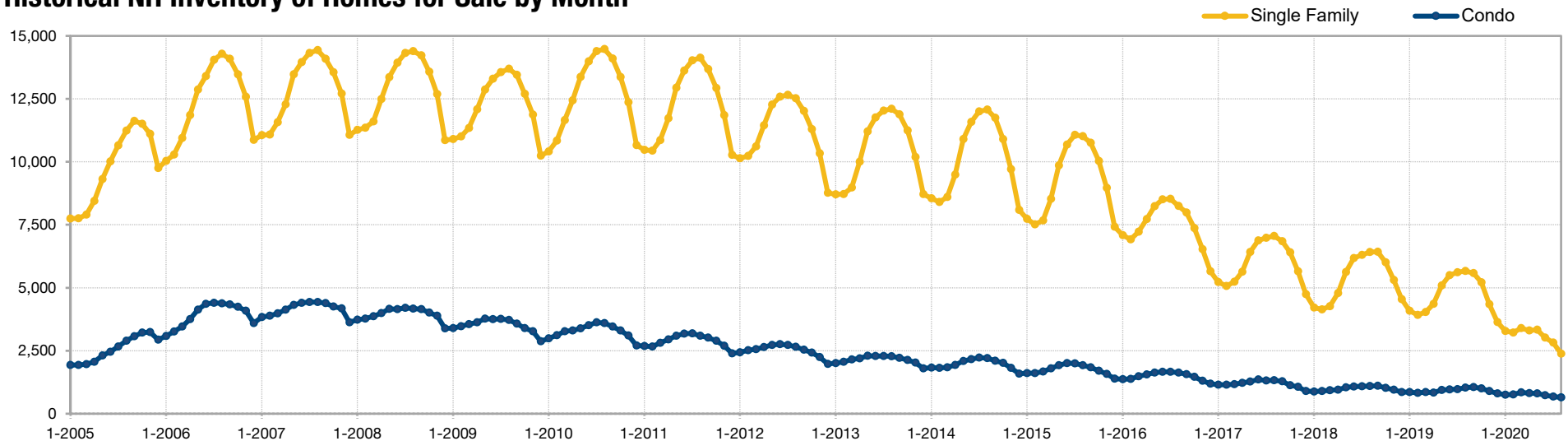


August



| Homes for Sale | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Sep-2019 | 5,585 | -13.0% | 1,056 | -4.3% |
| Oct-2019 | 5,215 | -13.2% | 999 | -2.2% |
| Nov-2019 | 4,347 | -18.0% | 899 | -5.2% |
| Dec-2019 | 3,631 | -20.1% | 802 | -6.2% |
| Jan-2020 | 3,276 | -19.8% | 756 | -11.8% |
| Feb-2020 | 3,223 | -17.8% | 761 | -7.5% |
| Mar-2020 | 3,392 | -15.8% | 841 | -2.2% |
| Apr-2020 | 3,301 | -24.3% | 817 | -2.5% |
| May-2020 | 3,334 | -34.5% | 798 | -15.1% |
| Jun-2020 | 3,019 | -45.0% | 728 | -24.5% |
| Jul-2020 | 2,823 | -49.7% | 675 | -30.7% |
| Aug-2020 | 2,383 | -57.9% | 649 | -36.9% |
| 12-Month Avg | 3,627 | -28.1% | 815 | -12.8% |

Historical NH Inventory of Homes for Sale by Month



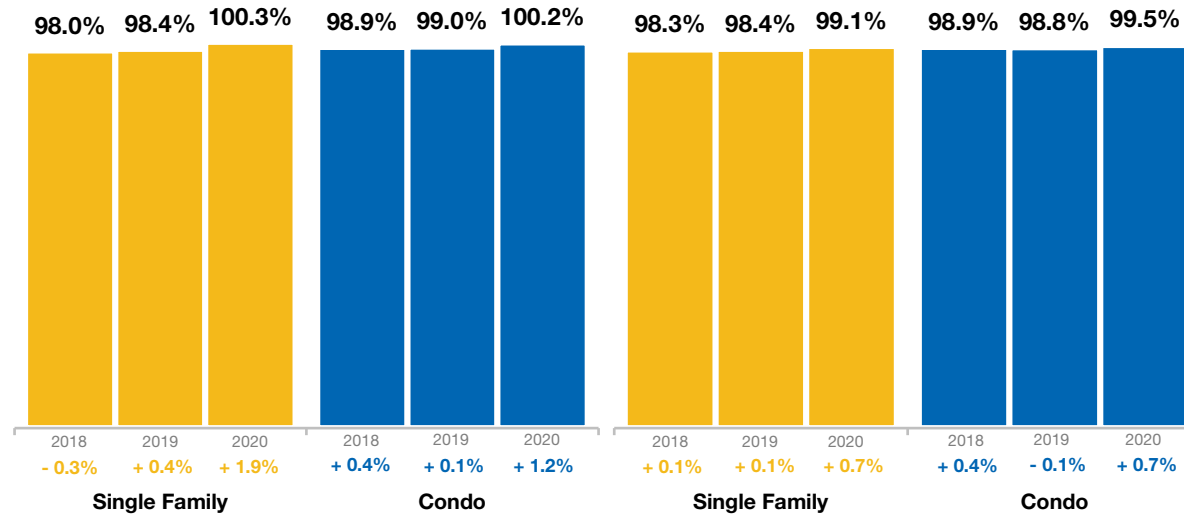
NH Percent of List Price Received

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.



August

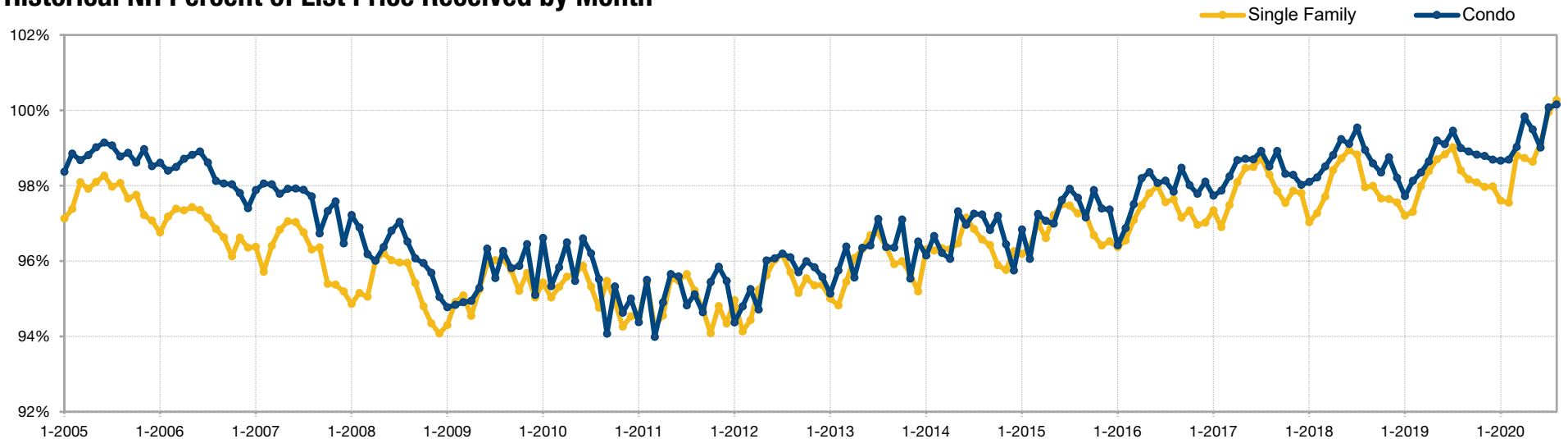
Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|---------------|-----------------------|
| Sep-2019 | 98.2% | +0.2% | 98.9% | +0.3% |
| Oct-2019 | 98.1% | +0.4% | 98.8% | +0.5% |
| Nov-2019 | 98.0% | +0.4% | 98.8% | +0.1% |
| Dec-2019 | 98.0% | +0.4% | 98.7% | +0.5% |
| Jan-2020 | 97.6% | +0.4% | 98.7% | +1.0% |
| Feb-2020 | 97.5% | +0.2% | 98.7% | +0.6% |
| Mar-2020 | 98.8% | +0.8% | 99.0% | +0.6% |
| Apr-2020 | 98.7% | +0.3% | 99.8% | +1.2% |
| May-2020 | 98.6% | -0.1% | 99.5% | +0.3% |
| Jun-2020 | 99.1% | +0.3% | 99.0% | -0.1% |
| Jul-2020 | 100.0% | +1.0% | 100.1% | +0.6% |
| Aug-2020 | 100.3% | +1.9% | 100.2% | +1.2% |
| 12-Month Avg* | 98.7% | +0.6% | 99.2% | +0.5% |

* Pct. of List Price Received for all properties from September 2019 through August 2020. This is not the average of the individual figures above.

Historical NH Percent of List Price Received by Month



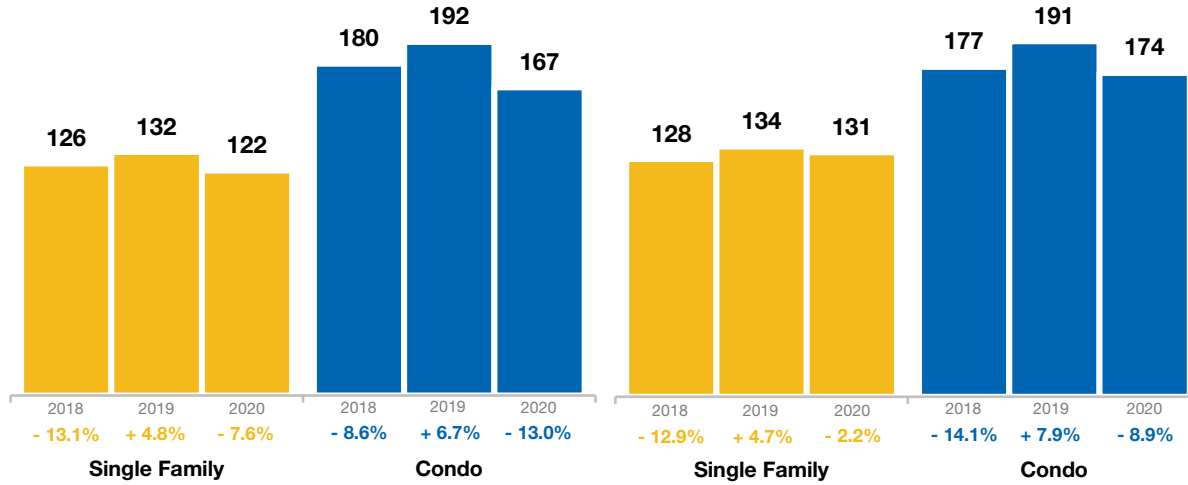
NH Housing Affordability Index



This index measures housing affordability for the region. For example, 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.

August

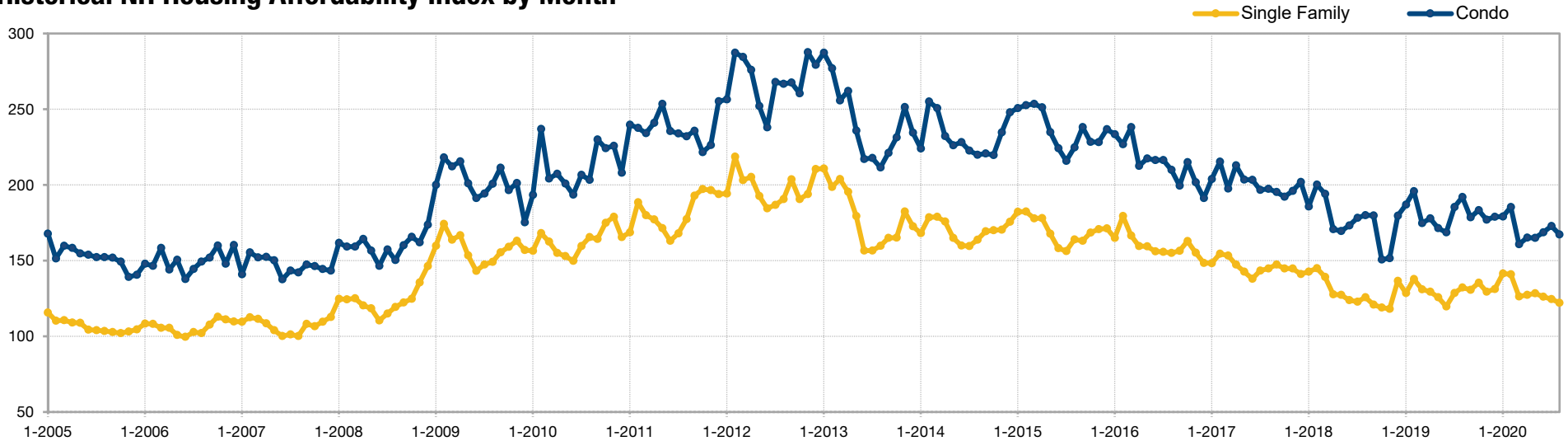
Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|---------------------|---------------|-----------------------|------------|-----------------------|
| Sep-2019 | 131 | +8.3% | 179 | -0.6% |
| Oct-2019 | 135 | +13.4% | 183 | +21.2% |
| Nov-2019 | 129 | +9.3% | 177 | +16.4% |
| Dec-2019 | 131 | -4.4% | 179 | -0.6% |
| Jan-2020 | 141 | +9.3% | 179 | -4.3% |
| Feb-2020 | 141 | +2.2% | 185 | -5.6% |
| Mar-2020 | 126 | -3.8% | 161 | -8.0% |
| Apr-2020 | 127 | -1.6% | 165 | -7.3% |
| May-2020 | 128 | +1.6% | 165 | -3.5% |
| Jun-2020 | 126 | +5.0% | 169 | 0.0% |
| Jul-2020 | 124 | -3.1% | 173 | -6.5% |
| Aug-2020 | 122 | -7.6% | 167 | -13.0% |
| 12-Month Avg* | 130 | -4.1% | 127 | -5.2% |

* Affordability Index for all properties from September 2019 through August 2020. 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 | 8-2019 | 8-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| Closed Sales | | 2,621 | 2,657 | + 1.4% | 15,296 | 14,589 | - 4.6% |
| Median Sales Price | | \$280,000 | \$320,000 | + 14.3% | \$274,000 | \$300,000 | + 9.5% |
| \$ Volume of Closed Sales (in millions) | | \$826.3 | \$976.1 | + 18.1% | \$4,728.4 | \$4,959.5 | + 4.9% |
| Days on Market | | 45 | 41 | - 8.9% | 54 | 52 | - 3.7% |
| Pending Sales | | 2,415 | 3,182 | + 31.8% | 17,216 | 17,655 | + 2.5% |
| Months Supply | | 3.5 | 1.5 | - 57.1% | -- | -- | -- |
| New Listings | | 3,006 | 2,969 | - 1.2% | 21,952 | 18,830 | - 14.2% |
| Homes for Sale | | 6,969 | 3,155 | - 54.7% | -- | -- | -- |
| Pct. of List Price Received | | 98.3% | 100.1% | + 1.8% | 98.4% | 99.0% | + 0.6% |
| Affordability Index | | 144 | 133 | - 7.4% | 147 | 142 | - 3.3% |

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 (In Millions) | | | Days on Market | | | Pending Sales | | |
|---------------------------|--------------|--------|---------|--------------------|-----------|---------|-------------------------------|-----------|----------|----------------|--------|---------|---------------|--------|----------|
| | 8-2019 | 8-2020 | + / - | 8-2019 | 8-2020 | + / - | 8-2019 | 8-2020 | + / - | 8-2019 | 8-2020 | + / - | 8-2019 | 8-2020 | + / - |
| Belknap | 124 | 116 | - 6.5% | \$266,025 | \$319,500 | + 20.1% | \$47.1 | \$50.6 | + 7.4% | 58 | 49 | - 15.5% | 128 | 176 | + 37.5% |
| Belknap Year-to-Date | 734 | 730 | - 0.5% | \$260,000 | \$290,000 | + 11.5% | \$276.8 | \$301.6 | + 9.0% | 68 | 63 | - 7.4% | 865 | 936 | + 8.2% |
| Carroll | 134 | 150 | + 11.9% | \$259,950 | \$294,250 | + 13.2% | \$43.7 | \$63.4 | + 45.1% | 50 | 61 | + 22.0% | 131 | 191 | + 45.8% |
| Carroll Year-to-Date | 677 | 725 | + 7.1% | \$269,000 | \$278,250 | + 3.4% | \$252.3 | \$272.7 | + 8.1% | 72 | 75 | + 4.2% | 799 | 932 | + 16.6% |
| Cheshire | 116 | 104 | - 10.3% | \$213,500 | \$273,500 | + 28.1% | \$27.9 | \$31.5 | + 12.9% | 63 | 49 | - 22.2% | 107 | 150 | + 40.2% |
| Cheshire Year-to-Date | 661 | 566 | - 14.4% | \$219,688 | \$243,000 | + 10.6% | \$153.0 | \$151.4 | - 1.0% | 73 | 72 | - 1.4% | 747 | 695 | - 7.0% |
| Coos | 57 | 71 | + 24.6% | \$105,000 | \$130,000 | + 23.8% | \$7.7 | \$11.6 | + 50.6% | 118 | 135 | + 14.4% | 48 | 101 | + 110.4% |
| Coos Year-to-Date | 321 | 342 | + 6.5% | \$118,000 | \$128,500 | + 8.9% | \$43.4 | \$55.0 | + 26.7% | 118 | 134 | + 13.6% | 368 | 455 | + 23.6% |
| Grafton | 142 | 147 | + 3.5% | \$233,250 | \$286,900 | + 23.0% | \$40.8 | \$53.3 | + 30.6% | 66 | 39 | - 40.9% | 154 | 214 | + 39.0% |
| Grafton Year-to-Date | 750 | 790 | + 5.3% | \$226,750 | \$245,000 | + 8.0% | \$218.3 | \$251.8 | + 15.3% | 83 | 81 | - 2.4% | 898 | 1,038 | + 15.6% |
| Hillsborough | 508 | 495 | - 2.6% | \$330,000 | \$365,000 | + 10.6% | \$184.8 | \$195.1 | + 5.6% | 33 | 27 | - 18.2% | 464 | 512 | + 10.3% |
| Hillsborough Year-to-Date | 2,983 | 2,768 | - 7.2% | \$318,000 | \$345,000 | + 8.5% | \$1,031.4 | \$1,027.1 | - 0.4% | 40 | 35 | - 12.5% | 3,311 | 3,240 | - 2.1% |
| Merrimack | 249 | 234 | - 6.0% | \$265,000 | \$337,500 | + 27.4% | \$73.0 | \$87.7 | + 20.1% | 43 | 22 | - 48.8% | 217 | 232 | + 6.9% |
| Merrimack Year-to-Date | 1,325 | 1,235 | - 6.8% | \$270,000 | \$299,000 | + 10.7% | \$399.9 | \$410.5 | + 2.7% | 51 | 42 | - 17.6% | 1,484 | 1,439 | - 3.0% |
| Rockingham | 458 | 432 | - 5.7% | \$386,750 | \$440,000 | + 13.8% | \$204.0 | \$221.3 | + 8.5% | 41 | 36 | - 12.2% | 356 | 505 | + 41.9% |
| Rockingham Year-to-Date | 2,528 | 2,305 | - 8.8% | \$385,000 | \$425,000 | + 10.4% | \$1,121.2 | \$1,122.8 | + 0.1% | 48 | 45 | - 6.3% | 2,795 | 2,827 | + 1.1% |
| Strafford | 187 | 175 | - 6.4% | \$295,000 | \$320,000 | + 8.5% | \$62.0 | \$61.6 | - 0.6% | 40 | 43 | + 7.5% | 162 | 189 | + 16.7% |
| Strafford Year-to-Date | 1,042 | 1,004 | - 3.6% | \$280,000 | \$295,000 | + 5.4% | \$320.7 | \$331.6 | + 3.4% | 50 | 41 | - 18.0% | 1,176 | 1,157 | - 1.6% |
| Sullivan | 61 | 84 | + 37.7% | \$192,000 | \$222,150 | + 15.7% | \$15.3 | \$35.0 | + 128.8% | 57 | 70 | + 22.8% | 53 | 109 | + 105.7% |
| Sullivan Year-to-Date | 400 | 435 | + 8.7% | \$188,500 | \$215,000 | + 14.1% | \$91.6 | \$142.3 | + 55.3% | 89 | 83 | - 6.7% | 444 | 554 | + 24.8% |
| Entire State | 2,036 | 2,008 | - 1.4% | \$305,000 | \$349,450 | + 14.6% | \$706.2 | \$811.3 | + 14.9% | 46 | 41 | - 10.9% | 1,820 | 2,379 | + 30.7% |
| Entire State Year-to-Date | 11,421 | 10,900 | - 4.6% | \$299,900 | \$325,000 | + 8.4% | \$3,908.7 | \$4,066.8 | + 4.0% | 56 | 53 | - 5.4% | 12,887 | 13,273 | + 3.0% |

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 (In Millions) | | | Days on Market | | | Pending Sales | | |
|---------------------------|--------------|--------|----------|--------------------|-----------|---------|-------------------------------|---------|----------|----------------|--------|----------|---------------|--------|----------|
| | 8-2019 | 8-2020 | + / - | 8-2019 | 8-2020 | + / - | 8-2019 | 8-2020 | + / - | 8-2019 | 8-2020 | + / - | 8-2019 | 8-2020 | + / - |
| Belknap | 24 | 36 | + 50.0% | \$250,000 | \$228,950 | - 8.4% | \$7.0 | \$7.7 | + 10.0% | 70 | 35 | - 50.0% | 31 | 39 | + 25.8% |
| Belknap Year-to-Date | 167 | 195 | + 16.8% | \$189,900 | \$218,000 | + 14.8% | \$38.5 | \$50.8 | + 31.9% | 48 | 49 | + 2.1% | 201 | 221 | + 10.0% |
| Carroll | 19 | 26 | + 36.8% | \$257,500 | \$233,400 | - 9.4% | \$5.7 | \$6.6 | + 15.8% | 37 | 32 | - 13.5% | 35 | 43 | + 22.9% |
| Carroll Year-to-Date | 154 | 151 | - 1.9% | \$214,250 | \$224,000 | + 4.6% | \$38.0 | \$37.2 | - 2.1% | 65 | 43 | - 33.8% | 182 | 195 | + 7.1% |
| Cheshire | 9 | 10 | + 11.1% | \$172,500 | \$183,750 | + 6.5% | \$1.7 | \$1.9 | + 11.8% | 15 | 36 | + 140.0% | 3 | 2 | - 33.3% |
| Cheshire Year-to-Date | 61 | 37 | - 39.3% | \$146,000 | \$182,500 | + 25.0% | \$9.4 | \$7.3 | - 22.3% | 39 | 61 | + 56.4% | 61 | 43 | - 29.5% |
| Coos | 1 | 7 | + 600.0% | \$411,000 | \$499,000 | + 21.4% | \$0.4 | \$3.3 | + 725.0% | 3 | 23 | + 666.7% | 1 | 3 | + 200.0% |
| Coos Year-to-Date | 15 | 21 | + 40.0% | \$330,000 | \$420,000 | + 27.3% | \$5.3 | \$8.4 | + 58.5% | 79 | 35 | - 55.7% | 16 | 21 | + 31.3% |
| Grafton | 44 | 59 | + 34.1% | \$189,000 | \$187,000 | - 1.1% | \$9.3 | \$14.0 | + 50.5% | 68 | 69 | + 1.5% | 39 | 78 | + 100.0% |
| Grafton Year-to-Date | 307 | 312 | + 1.6% | \$167,938 | \$189,450 | + 12.8% | \$62.2 | \$68.2 | + 9.6% | 77 | 68 | - 11.7% | 343 | 389 | + 13.4% |
| Hillsborough | 124 | 144 | + 16.1% | \$201,500 | \$251,750 | + 24.9% | \$28.0 | \$37.3 | + 33.2% | 30 | 28 | - 6.7% | 166 | 179 | + 7.8% |
| Hillsborough Year-to-Date | 1,036 | 905 | - 12.6% | \$205,000 | \$235,000 | + 14.6% | \$233.0 | \$231.0 | - 0.9% | 33 | 35 | + 6.1% | 1,156 | 1,047 | - 9.4% |
| Merrimack | 47 | 34 | - 27.7% | \$162,000 | \$210,875 | + 30.2% | \$8.3 | \$7.4 | - 10.8% | 31 | 9 | - 71.0% | 36 | 33 | - 8.3% |
| Merrimack Year-to-Date | 237 | 215 | - 9.3% | \$175,900 | \$200,000 | + 13.7% | \$46.2 | \$45.2 | - 2.2% | 34 | 32 | - 5.9% | 269 | 247 | - 8.2% |
| Rockingham | 146 | 163 | + 11.6% | \$266,250 | \$360,000 | + 35.2% | \$41.5 | \$66.0 | + 59.0% | 33 | 54 | + 63.6% | 136 | 229 | + 68.4% |
| Rockingham Year-to-Date | 948 | 977 | + 3.1% | \$269,250 | \$310,000 | + 15.1% | \$292.0 | \$344.9 | + 18.1% | 43 | 53 | + 23.3% | 1,045 | 1,190 | + 13.9% |
| Strafford | 23 | 26 | + 13.0% | \$150,000 | \$216,000 | + 44.0% | \$4.4 | \$5.5 | + 25.0% | 39 | 16 | - 59.0% | 17 | 34 | + 100.0% |
| Strafford Year-to-Date | 159 | 149 | - 6.3% | \$169,900 | \$210,000 | + 23.6% | \$29.6 | \$33.3 | + 12.5% | 38 | 33 | - 13.2% | 174 | 172 | - 1.1% |
| Sullivan | 9 | 10 | + 11.1% | \$250,000 | \$307,250 | + 22.9% | \$2.7 | \$3.5 | + 29.6% | 61 | 58 | - 4.9% | 1 | 11 | +105.7% |
| Sullivan Year-to-Date | 37 | 33 | - 10.8% | \$189,500 | \$256,722 | + 35.5% | \$8.1 | \$9.9 | + 22.2% | 61 | 95 | + 55.7% | 40 | 41 | + 2.5% |
| Entire State | 446 | 515 | + 15.5% | \$210,000 | \$255,000 | + 21.4% | \$109.0 | \$153.2 | + 40.6% | 38 | 40 | + 5.3% | 465 | 651 | + 40.0% |
| Entire State Year-to-Date | 3,121 | 2,995 | - 4.0% | \$211,000 | \$245,000 | + 16.1% | \$762.4 | \$836.2 | + 9.7% | 44 | 46 | + 4.5% | 3,487 | 3,566 | + 2.3% |