NH Monthly Indicators

November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

New Listings decreased 8.8 percent for single family homes and 5.8 percent for townhouse-condo properties. Pending Sales decreased 2.2 percent for single family homes but increased 15.2 percent for townhouse-condo properties. Inventory decreased 32.0 percent for single family homes and 44.0 percent for townhouse-condo properties.

The Median Sales Price was up 13.6 percent to $401,000 for single family homes and 21.5 percent to $309,900 for townhouse-condo properties. Days on Market decreased 25.0 percent for single family homes and 31.3 percent for townhouse-condo properties. Months Supply of Inventory decreased 30.8 percent for single family homes and 42.9 percent for townhouse-condo properties.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to $363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

Monthly Snapshot

- 13.0% + 13.6% - 4.7%

<table>
<thead>
<tr>
<th>One-Year Change in</th>
<th>One-Year Change in</th>
<th>One-Year Change in</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single Family</td>
<td>Single Family</td>
<td>Single Family</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>Median Sales Price</td>
<td>Sales Volume</td>
</tr>
</tbody>
</table>

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
- Condo Activity Overview
- Closed Sales
- Median Sales Price
- Dollar Volume of Closed Sales (in millions)
- Days on Market Until Sale
- Pending Sales
- Months Supply of Inventory
- New Listings
- Inventory of Homes for Sale
- Percent of List Price Received
- Housing Affordability Index
- All Properties Activity Overview
- Single Family Residential Activity by County
- Condo Activity by County

## NH Single Family Residential Activity Overview

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

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Historical Sparkbars</th>
<th>11-2020</th>
<th>11-2021</th>
<th>Percent Change</th>
<th>YTD 2020</th>
<th>YTD 2021</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Closed Sales</strong></td>
<td></td>
<td>1,807</td>
<td>1,572</td>
<td>- 13.0%</td>
<td>16,734</td>
<td>16,030</td>
<td>- 4.2%</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td></td>
<td>$353,000</td>
<td>$401,000</td>
<td>+ 13.6%</td>
<td>$334,000</td>
<td>$392,500</td>
<td>+ 17.5%</td>
</tr>
<tr>
<td><strong>$ Volume of Closed Sales</strong></td>
<td></td>
<td>$759.6</td>
<td>$724.0</td>
<td>- 4.7%</td>
<td>$6,519.4</td>
<td>$7,351.3</td>
<td>+ 12.8%</td>
</tr>
<tr>
<td><strong>Days on Market</strong></td>
<td></td>
<td>36</td>
<td>27</td>
<td>- 25.0%</td>
<td>48</td>
<td>26</td>
<td>- 45.8%</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td></td>
<td>1,384</td>
<td>1,354</td>
<td>- 2.2%</td>
<td>18,259</td>
<td>16,777</td>
<td>- 8.1%</td>
</tr>
<tr>
<td><strong>Months Supply</strong></td>
<td></td>
<td>1.3</td>
<td>0.9</td>
<td>- 30.8%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td></td>
<td>1,208</td>
<td>1,102</td>
<td>- 8.8%</td>
<td>19,479</td>
<td>18,324</td>
<td>- 5.9%</td>
</tr>
<tr>
<td><strong>Homes for Sale</strong></td>
<td></td>
<td>2,029</td>
<td>1,380</td>
<td>- 32.0%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>Pct. of List Price Received</strong></td>
<td></td>
<td>100.6%</td>
<td>101.6%</td>
<td>+ 1.0%</td>
<td>99.6%</td>
<td>102.6%</td>
<td>+ 3.0%</td>
</tr>
<tr>
<td><strong>Affordability Index</strong></td>
<td></td>
<td>123</td>
<td>106</td>
<td>- 13.8%</td>
<td>130</td>
<td>109</td>
<td>- 16.2%</td>
</tr>
</tbody>
</table>

## NH Condo Activity Overview

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

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Historical Sparkbars</th>
<th>11-2020</th>
<th>11-2021</th>
<th>Percent Change</th>
<th>YTD 2020</th>
<th>YTD 2021</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Closed Sales</strong></td>
<td></td>
<td>458</td>
<td>469</td>
<td>+ 2.4%</td>
<td>4,582</td>
<td>4,884</td>
<td>+ 6.6%</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td></td>
<td>$255,000</td>
<td>$309,900</td>
<td>+ 21.5%</td>
<td>$248,950</td>
<td>$287,060</td>
<td>+ 15.3%</td>
</tr>
<tr>
<td><strong>$ Volume of Closed Sales (in millions)</strong></td>
<td></td>
<td>$132.7</td>
<td>$163.5</td>
<td>+ 23.2%</td>
<td>$1,299.8</td>
<td>$1,588.7</td>
<td>+ 22.2%</td>
</tr>
<tr>
<td><strong>Days on Market</strong></td>
<td></td>
<td>32</td>
<td>22</td>
<td>- 31.3%</td>
<td>41</td>
<td>25</td>
<td>- 39.0%</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td></td>
<td>375</td>
<td>432</td>
<td>+ 15.2%</td>
<td>4,908</td>
<td>5,064</td>
<td>+ 3.2%</td>
</tr>
<tr>
<td><strong>Months Supply</strong></td>
<td></td>
<td>1.4</td>
<td>0.8</td>
<td>- 42.9%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td></td>
<td>382</td>
<td>360</td>
<td>- 5.8%</td>
<td>5,313</td>
<td>5,263</td>
<td>- 0.9%</td>
</tr>
<tr>
<td><strong>Homes for Sale</strong></td>
<td></td>
<td>600</td>
<td>336</td>
<td>- 44.0%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>Pct. of List Price Received</strong></td>
<td></td>
<td>100.4%</td>
<td>101.7%</td>
<td>+ 1.3%</td>
<td>99.8%</td>
<td>102.3%</td>
<td>+ 2.5%</td>
</tr>
<tr>
<td><strong>Affordability Index</strong></td>
<td></td>
<td>170</td>
<td>138</td>
<td>- 18.8%</td>
<td>174</td>
<td>149</td>
<td>- 14.4%</td>
</tr>
</tbody>
</table>

NH Closed Sales

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

### November

<table>
<thead>
<tr>
<th>Year</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>1,502</td>
<td>+2.3%</td>
<td>408</td>
<td>-0.7%</td>
</tr>
<tr>
<td>2020</td>
<td>1,807</td>
<td>+20.3%</td>
<td>458</td>
<td>+12.3%</td>
</tr>
<tr>
<td>2021</td>
<td>1,572</td>
<td>-13.0%</td>
<td>469</td>
<td>+2.4%</td>
</tr>
</tbody>
</table>

### Year to Date

<table>
<thead>
<tr>
<th>Year</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>16,262</td>
<td>-0.5%</td>
<td>4,477</td>
<td>-2.0%</td>
</tr>
<tr>
<td>2020</td>
<td>16,734</td>
<td>+2.9%</td>
<td>4,582</td>
<td>+2.3%</td>
</tr>
<tr>
<td>2021</td>
<td>16,030</td>
<td>-4.2%</td>
<td>4,884</td>
<td>+6.6%</td>
</tr>
</tbody>
</table>

### 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.

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.

#### November

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-2020</td>
<td>$716.8</td>
<td>+50.5%</td>
<td>$152.3</td>
<td>+50.0%</td>
</tr>
<tr>
<td>Jan-2021</td>
<td>$408.3</td>
<td>+37.1%</td>
<td>$96.9</td>
<td>+27.8%</td>
</tr>
<tr>
<td>Feb-2021</td>
<td>$344.7</td>
<td>+33.0%</td>
<td>$96.8</td>
<td>+61.3%</td>
</tr>
<tr>
<td>Mar-2021</td>
<td>$447.2</td>
<td>+17.4%</td>
<td>$111.4</td>
<td>+19.9%</td>
</tr>
<tr>
<td>Apr-2021</td>
<td>$532.2</td>
<td>+31.0%</td>
<td>$143.8</td>
<td>+69.4%</td>
</tr>
<tr>
<td>May-2021</td>
<td>$656.0</td>
<td>+46.2%</td>
<td>$144.3</td>
<td>+52.7%</td>
</tr>
<tr>
<td>Jun-2021</td>
<td>$843.2</td>
<td>+26.8%</td>
<td>$186.5</td>
<td>+50.3%</td>
</tr>
<tr>
<td>Jul-2021</td>
<td>$847.0</td>
<td>+5.6%</td>
<td>$163.5</td>
<td>+6.2%</td>
</tr>
<tr>
<td>Aug-2021</td>
<td>$897.6</td>
<td>+8.9%</td>
<td>$164.5</td>
<td>+6.1%</td>
</tr>
<tr>
<td>Sep-2021</td>
<td>$857.0</td>
<td>+5.5%</td>
<td>$152.4</td>
<td>-1.0%</td>
</tr>
<tr>
<td>Oct-2021</td>
<td>$793.9</td>
<td>-8.1%</td>
<td>$165.0</td>
<td>-4.0%</td>
</tr>
<tr>
<td>Nov-2021</td>
<td>$724.0</td>
<td>-4.7%</td>
<td>$163.5</td>
<td>+23.2%</td>
</tr>
</tbody>
</table>

#### Year to Date

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-2020</td>
<td>$672.3</td>
<td>+15.3%</td>
<td>$145.1</td>
<td>+24.2%</td>
</tr>
</tbody>
</table>

*Volume of Closed Sales (in millions) for all properties from December 2020 through November 2021. 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.

### November

**Single Family**
- 2019: 54
- 2020: 36
- 2021: 27

**Condo**
- 2019: 46
- 2020: 32
- 2021: 22

### Year to Date

**Single Family**
- 2019: 55
- 2020: 48
- 2021: 43

**Condo**
- 2019: 48
- 2020: 41
- 2021: 25

### Year-Over-Year Change

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-2020</td>
<td>33</td>
<td>-47.6%</td>
<td>40</td>
<td>-14.9%</td>
</tr>
<tr>
<td>Jan-2021</td>
<td>39</td>
<td>-40.0%</td>
<td>37</td>
<td>-31.5%</td>
</tr>
<tr>
<td>Feb-2021</td>
<td>42</td>
<td>-47.5%</td>
<td>37</td>
<td>-36.2%</td>
</tr>
<tr>
<td>Mar-2021</td>
<td>40</td>
<td>-39.4%</td>
<td>29</td>
<td>-45.3%</td>
</tr>
<tr>
<td>Apr-2021</td>
<td>32</td>
<td>-42.9%</td>
<td>27</td>
<td>-27.0%</td>
</tr>
<tr>
<td>May-2021</td>
<td>24</td>
<td>-52.9%</td>
<td>21</td>
<td>-48.8%</td>
</tr>
<tr>
<td>Jun-2021</td>
<td>18</td>
<td>-64.0%</td>
<td>18</td>
<td>-54.5%</td>
</tr>
<tr>
<td>Jul-2021</td>
<td>18</td>
<td>-58.1%</td>
<td>18</td>
<td>-47.6%</td>
</tr>
<tr>
<td>Aug-2021</td>
<td>19</td>
<td>-52.5%</td>
<td>19</td>
<td>-48.7%</td>
</tr>
<tr>
<td>Sep-2021</td>
<td>22</td>
<td>-51.1%</td>
<td>22</td>
<td>-40.5%</td>
</tr>
<tr>
<td>Oct-2021</td>
<td>24</td>
<td>-41.5%</td>
<td>23</td>
<td>-30.3%</td>
</tr>
<tr>
<td>Nov-2021</td>
<td>27</td>
<td>-25.0%</td>
<td>22</td>
<td>-31.3%</td>
</tr>
<tr>
<td>12-Month Avg*</td>
<td>26</td>
<td>-46.8%</td>
<td>26</td>
<td>-37.7%</td>
</tr>
</tbody>
</table>

* Days on Market for all properties from December 2020 through November 2021. 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.

### November

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-2020</td>
<td>972</td>
<td>+22.4%</td>
<td>301</td>
<td>+21.9%</td>
</tr>
<tr>
<td>Jan-2021</td>
<td>1,003</td>
<td>+1.9%</td>
<td>389</td>
<td>+15.4%</td>
</tr>
<tr>
<td>Feb-2021</td>
<td>974</td>
<td>-15.5%</td>
<td>337</td>
<td>-1.5%</td>
</tr>
<tr>
<td>Mar-2021</td>
<td>1,391</td>
<td>+8.2%</td>
<td>475</td>
<td>+43.9%</td>
</tr>
<tr>
<td>Apr-2021</td>
<td>1,526</td>
<td>+23.4%</td>
<td>513</td>
<td>+100.4%</td>
</tr>
<tr>
<td>May-2021</td>
<td>1,746</td>
<td>-3.5%</td>
<td>488</td>
<td>+4.3%</td>
</tr>
<tr>
<td>Jun-2021</td>
<td>1,894</td>
<td>-16.9%</td>
<td>551</td>
<td>-5.2%</td>
</tr>
<tr>
<td>Jul-2021</td>
<td>1,701</td>
<td>-16.3%</td>
<td>455</td>
<td>-20.0%</td>
</tr>
<tr>
<td>Aug-2021</td>
<td>1,891</td>
<td>-13.1%</td>
<td>502</td>
<td>-17.0%</td>
</tr>
<tr>
<td>Sep-2021</td>
<td>1,715</td>
<td>-15.1%</td>
<td>435</td>
<td>-21.5%</td>
</tr>
<tr>
<td>Oct-2021</td>
<td>1,582</td>
<td>-16.7%</td>
<td>487</td>
<td>-0.8%</td>
</tr>
<tr>
<td>Nov-2021</td>
<td>1,354</td>
<td>-2.2%</td>
<td>432</td>
<td>+15.2%</td>
</tr>
<tr>
<td>12-Month Avg</td>
<td>1,479</td>
<td>-6.8%</td>
<td>447</td>
<td>+4.1%</td>
</tr>
</tbody>
</table>

### Year to Date

<table>
<thead>
<tr>
<th>Year</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>1230</td>
<td>+18.0%</td>
<td>341</td>
<td>+28.2%</td>
</tr>
<tr>
<td>2020</td>
<td>1,384</td>
<td>+12.5%</td>
<td>375</td>
<td>+10.0%</td>
</tr>
<tr>
<td>2021</td>
<td>1,354</td>
<td>-2.2%</td>
<td>432</td>
<td>+15.2%</td>
</tr>
<tr>
<td>2019</td>
<td>17,275</td>
<td>+2.4%</td>
<td>4,753</td>
<td>+5.7%</td>
</tr>
<tr>
<td>2020</td>
<td>18,259</td>
<td>+5.7%</td>
<td>4,908</td>
<td>-8.1%</td>
</tr>
<tr>
<td>2021</td>
<td>16,777</td>
<td>-3.3%</td>
<td>5,064</td>
<td>+3.2%</td>
</tr>
<tr>
<td>2019</td>
<td>2019</td>
<td>+3.6%</td>
<td>2020</td>
<td>+3.3%</td>
</tr>
<tr>
<td>2021</td>
<td>2021</td>
<td>+3.2%</td>
<td>2021</td>
<td>+3.2%</td>
</tr>
</tbody>
</table>

### 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.

### Historical NH Months Supply of Inventory by Month

#### November

<table>
<thead>
<tr>
<th>Months Supply</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-2020</td>
<td>1.1</td>
<td>-54.2%</td>
<td>1.2</td>
<td>-36.8%</td>
</tr>
<tr>
<td>Jan-2021</td>
<td>0.9</td>
<td>-59.1%</td>
<td>1.0</td>
<td>-44.4%</td>
</tr>
<tr>
<td>Feb-2021</td>
<td>0.9</td>
<td>-57.1%</td>
<td>1.0</td>
<td>-44.4%</td>
</tr>
<tr>
<td>Mar-2021</td>
<td>0.9</td>
<td>-60.9%</td>
<td>1.0</td>
<td>-52.4%</td>
</tr>
<tr>
<td>Apr-2021</td>
<td>1.1</td>
<td>-52.2%</td>
<td>1.0</td>
<td>-52.4%</td>
</tr>
<tr>
<td>May-2021</td>
<td>1.2</td>
<td>-47.8%</td>
<td>1.0</td>
<td>-52.4%</td>
</tr>
<tr>
<td>Jun-2021</td>
<td>1.5</td>
<td>-28.6%</td>
<td>1.1</td>
<td>-42.1%</td>
</tr>
<tr>
<td>Jul-2021</td>
<td>1.7</td>
<td>-15.0%</td>
<td>1.3</td>
<td>-27.8%</td>
</tr>
<tr>
<td>Aug-2021</td>
<td>1.7</td>
<td>-5.6%</td>
<td>1.2</td>
<td>-33.3%</td>
</tr>
<tr>
<td>Sep-2021</td>
<td>1.6</td>
<td>-5.9%</td>
<td>1.3</td>
<td>-18.8%</td>
</tr>
<tr>
<td>Oct-2021</td>
<td>1.3</td>
<td>-13.3%</td>
<td>1.0</td>
<td>-33.3%</td>
</tr>
<tr>
<td>Nov-2021</td>
<td>0.9</td>
<td>-30.8%</td>
<td>0.8</td>
<td>-42.9%</td>
</tr>
</tbody>
</table>

12-Month Avg* 1.2 -38.6% 1.1 -40.7%

* Months Supply for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

NH New Listings

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

New Listings

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-2020</td>
<td>814</td>
<td>+30.7%</td>
<td>268</td>
<td>+20.7%</td>
</tr>
<tr>
<td>Jan-2021</td>
<td>945</td>
<td>-12.7%</td>
<td>350</td>
<td>-2.0%</td>
</tr>
<tr>
<td>Feb-2021</td>
<td>923</td>
<td>-30.9%</td>
<td>375</td>
<td>-2.3%</td>
</tr>
<tr>
<td>Mar-2021</td>
<td>1,613</td>
<td>-5.8%</td>
<td>515</td>
<td>+11.2%</td>
</tr>
<tr>
<td>Apr-2021</td>
<td>1,867</td>
<td>+35.3%</td>
<td>550</td>
<td>+85.8%</td>
</tr>
<tr>
<td>May-2021</td>
<td>2,008</td>
<td>-3.1%</td>
<td>493</td>
<td>-3.5%</td>
</tr>
<tr>
<td>Jun-2021</td>
<td>2,444</td>
<td>+8.8%</td>
<td>602</td>
<td>+5.8%</td>
</tr>
<tr>
<td>Jul-2021</td>
<td>2,163</td>
<td>+1.2%</td>
<td>553</td>
<td>-10.2%</td>
</tr>
<tr>
<td>Aug-2021</td>
<td>2,021</td>
<td>-8.3%</td>
<td>506</td>
<td>-24.7%</td>
</tr>
<tr>
<td>Sep-2021</td>
<td>1,821</td>
<td>-14.8%</td>
<td>515</td>
<td>-10.7%</td>
</tr>
<tr>
<td>Oct-2021</td>
<td>1,417</td>
<td>-27.7%</td>
<td>444</td>
<td>-8.6%</td>
</tr>
<tr>
<td>Nov-2021</td>
<td>1,102</td>
<td>-8.8%</td>
<td>360</td>
<td>-5.8%</td>
</tr>
<tr>
<td>12-Month Avg</td>
<td>1,675</td>
<td>-4.8%</td>
<td>461</td>
<td>-0.1%</td>
</tr>
</tbody>
</table>

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.

### November

<table>
<thead>
<tr>
<th></th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-2020</td>
<td>1,694</td>
<td>-53.4%</td>
<td>515</td>
<td>-35.9%</td>
</tr>
<tr>
<td>Jan-2021</td>
<td>1,486</td>
<td>-54.7%</td>
<td>433</td>
<td>-42.9%</td>
</tr>
<tr>
<td>Feb-2021</td>
<td>1,356</td>
<td>-58.0%</td>
<td>451</td>
<td>-40.8%</td>
</tr>
<tr>
<td>Mar-2021</td>
<td>1,474</td>
<td>-56.6%</td>
<td>468</td>
<td>-44.7%</td>
</tr>
<tr>
<td>Apr-2021</td>
<td>1,736</td>
<td>-47.5%</td>
<td>488</td>
<td>-41.0%</td>
</tr>
<tr>
<td>May-2021</td>
<td>1,907</td>
<td>-43.0%</td>
<td>475</td>
<td>-41.2%</td>
</tr>
<tr>
<td>Jun-2021</td>
<td>2,333</td>
<td>-23.7%</td>
<td>512</td>
<td>-31.2%</td>
</tr>
<tr>
<td>Jul-2021</td>
<td>2,664</td>
<td>-9.0%</td>
<td>584</td>
<td>-18.5%</td>
</tr>
<tr>
<td>Aug-2021</td>
<td>2,576</td>
<td>-5.0%</td>
<td>548</td>
<td>-25.9%</td>
</tr>
<tr>
<td>Sep-2021</td>
<td>2,399</td>
<td>-8.0%</td>
<td>568</td>
<td>-18.7%</td>
</tr>
<tr>
<td>Oct-2021</td>
<td>1,946</td>
<td>-19.4%</td>
<td>458</td>
<td>-27.5%</td>
</tr>
<tr>
<td>Nov-2021</td>
<td><strong>1,380</strong></td>
<td><strong>-32.0%</strong></td>
<td><strong>336</strong></td>
<td><strong>-44.0%</strong></td>
</tr>
</tbody>
</table>

12-Month Avg 1,913 -36.1% 486 -34.7%

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.

### November

<table>
<thead>
<tr>
<th>Year</th>
<th>Single Family</th>
<th>Pct. of List Price Received</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-2020</td>
<td>100.3%</td>
<td>+2.3%</td>
<td>100.7%</td>
</tr>
<tr>
<td>Jan-2021</td>
<td>100.8%</td>
<td>+3.3%</td>
<td>100.5%</td>
</tr>
<tr>
<td>Feb-2021</td>
<td>100.8%</td>
<td>+3.4%</td>
<td>101.5%</td>
</tr>
<tr>
<td>Mar-2021</td>
<td>102.2%</td>
<td>+3.4%</td>
<td>101.5%</td>
</tr>
<tr>
<td>Apr-2021</td>
<td>103.3%</td>
<td>+4.7%</td>
<td>102.8%</td>
</tr>
<tr>
<td>May-2021</td>
<td>104.0%</td>
<td>+5.4%</td>
<td>102.8%</td>
</tr>
<tr>
<td>Jun-2021</td>
<td>104.4%</td>
<td>+5.3%</td>
<td>103.1%</td>
</tr>
<tr>
<td>Jul-2021</td>
<td>103.9%</td>
<td>+3.9%</td>
<td>103.2%</td>
</tr>
<tr>
<td>Aug-2021</td>
<td>102.7%</td>
<td>+2.4%</td>
<td>103.1%</td>
</tr>
<tr>
<td>Sep-2021</td>
<td>101.8%</td>
<td>+1.5%</td>
<td>102.6%</td>
</tr>
<tr>
<td>Oct-2021</td>
<td>101.5%</td>
<td>+0.9%</td>
<td>102.0%</td>
</tr>
<tr>
<td>Nov-2021</td>
<td>101.6%</td>
<td>+1.0%</td>
<td>101.7%</td>
</tr>
</tbody>
</table>

### Year to Date

<table>
<thead>
<tr>
<th>Year</th>
<th>Single Family</th>
<th>Pct. of List Price Received</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-2020</td>
<td>100.3%</td>
<td>+2.3%</td>
<td>100.7%</td>
</tr>
<tr>
<td>Jan-2021</td>
<td>100.8%</td>
<td>+3.3%</td>
<td>100.5%</td>
</tr>
<tr>
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<td>100.8%</td>
<td>+3.4%</td>
<td>101.5%</td>
</tr>
<tr>
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<td>103.3%</td>
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<tr>
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<td>101.8%</td>
<td>+1.5%</td>
<td>102.6%</td>
</tr>
<tr>
<td>Oct-2021</td>
<td>101.5%</td>
<td>+0.9%</td>
<td>102.0%</td>
</tr>
<tr>
<td>Nov-2021</td>
<td>101.6%</td>
<td>+1.0%</td>
<td>101.7%</td>
</tr>
</tbody>
</table>

12-Month Avg* 102.3% +2.9% 102.2% +2.5%

* Pct. of List Price Received for all properties from December 2020 through November 2021. 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.

### November

<table>
<thead>
<tr>
<th>Month</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-2020</td>
<td>124</td>
<td>-5.3%</td>
<td>158</td>
<td>-11.7%</td>
</tr>
<tr>
<td>Jan-2021</td>
<td>122</td>
<td>-13.5%</td>
<td>170</td>
<td>-5.0%</td>
</tr>
<tr>
<td>Feb-2021</td>
<td>114</td>
<td>-19.1%</td>
<td>149</td>
<td>-19.5%</td>
</tr>
<tr>
<td>Mar-2021</td>
<td>112</td>
<td>-11.1%</td>
<td>152</td>
<td>-6.6%</td>
</tr>
<tr>
<td>Apr-2021</td>
<td>109</td>
<td>-14.2%</td>
<td>150</td>
<td>-9.1%</td>
</tr>
<tr>
<td>May-2021</td>
<td>104</td>
<td>-18.8%</td>
<td>139</td>
<td>-15.8%</td>
</tr>
<tr>
<td>Jun-2021</td>
<td>102</td>
<td>-19.0%</td>
<td>148</td>
<td>-12.9%</td>
</tr>
<tr>
<td>Jul-2021</td>
<td>103</td>
<td>-16.9%</td>
<td>142</td>
<td>-17.9%</td>
</tr>
<tr>
<td>Aug-2021</td>
<td>102</td>
<td>-16.4%</td>
<td>147</td>
<td>-12.0%</td>
</tr>
<tr>
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<td>-14.8%</td>
<td>139</td>
<td>-18.7%</td>
</tr>
<tr>
<td>Oct-2021</td>
<td>109</td>
<td>-11.4%</td>
<td>134</td>
<td>-22.1%</td>
</tr>
<tr>
<td>Nov-2021</td>
<td>106</td>
<td>-13.8%</td>
<td>138</td>
<td>-18.8%</td>
</tr>
</tbody>
</table>

### Year to Date

<table>
<thead>
<tr>
<th>Affordability Index</th>
<th>Single Family</th>
<th>Year-Over-Year Change</th>
<th>Condo</th>
<th>Year-Over-Year Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec-2020</td>
<td>124</td>
<td>-5.3%</td>
<td>158</td>
<td>-11.7%</td>
</tr>
<tr>
<td>Jan-2021</td>
<td>122</td>
<td>-13.5%</td>
<td>170</td>
<td>-5.0%</td>
</tr>
<tr>
<td>Feb-2021</td>
<td>114</td>
<td>-19.1%</td>
<td>149</td>
<td>-19.5%</td>
</tr>
<tr>
<td>Mar-2021</td>
<td>112</td>
<td>-11.1%</td>
<td>152</td>
<td>-6.6%</td>
</tr>
<tr>
<td>Apr-2021</td>
<td>109</td>
<td>-14.2%</td>
<td>150</td>
<td>-9.1%</td>
</tr>
<tr>
<td>May-2021</td>
<td>104</td>
<td>-18.8%</td>
<td>139</td>
<td>-15.8%</td>
</tr>
<tr>
<td>Jun-2021</td>
<td>102</td>
<td>-19.0%</td>
<td>148</td>
<td>-12.9%</td>
</tr>
<tr>
<td>Jul-2021</td>
<td>103</td>
<td>-16.9%</td>
<td>142</td>
<td>-17.9%</td>
</tr>
<tr>
<td>Aug-2021</td>
<td>102</td>
<td>-16.4%</td>
<td>147</td>
<td>-12.0%</td>
</tr>
<tr>
<td>Sep-2021</td>
<td>104</td>
<td>-14.8%</td>
<td>139</td>
<td>-18.7%</td>
</tr>
<tr>
<td>Oct-2021</td>
<td>109</td>
<td>-11.4%</td>
<td>134</td>
<td>-22.1%</td>
</tr>
<tr>
<td>Nov-2021</td>
<td>106</td>
<td>-13.8%</td>
<td>138</td>
<td>-18.8%</td>
</tr>
<tr>
<td>12-Month Avg*</td>
<td>109</td>
<td>-17.2%</td>
<td>128</td>
<td>-19.5%</td>
</tr>
</tbody>
</table>

* Affordability Index for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

**Historical NH Housing Affordability Index by Month**

![Graph showing historical NH housing affordability index by month](image)
# 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.

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Historical Sparkbars</th>
<th>11-2020</th>
<th>11-2021</th>
<th>Percent Change</th>
<th>YTD 2020</th>
<th>YTD 2021</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td></td>
<td>2,357</td>
<td>2,146</td>
<td>- 9.0%</td>
<td>22,350</td>
<td>21,934</td>
<td>- 1.9%</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td></td>
<td>$329,225</td>
<td>$375,000</td>
<td>+ 13.9%</td>
<td>$307,500</td>
<td>$360,000</td>
<td>+ 17.1%</td>
</tr>
<tr>
<td>$ Volume of Closed Sales (in millions)</td>
<td></td>
<td>$901.1</td>
<td>$900.4</td>
<td>- 0.1%</td>
<td>$7,908.3</td>
<td>$9,056.0</td>
<td>+ 14.5%</td>
</tr>
<tr>
<td>Days on Market</td>
<td></td>
<td>36</td>
<td>25</td>
<td>- 30.6%</td>
<td>47</td>
<td>26</td>
<td>- 44.7%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td></td>
<td>1,861</td>
<td>1,897</td>
<td>+ 1.9%</td>
<td>24,272</td>
<td>22,919</td>
<td>- 5.6%</td>
</tr>
<tr>
<td>Months Supply</td>
<td></td>
<td>1.3</td>
<td>0.9</td>
<td>- 30.8%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>New Listings</td>
<td></td>
<td>1,689</td>
<td>1,557</td>
<td>- 7.8%</td>
<td>25,958</td>
<td>24,744</td>
<td>- 4.7%</td>
</tr>
<tr>
<td>Homes for Sale</td>
<td></td>
<td>2,761</td>
<td>1,818</td>
<td>- 34.2%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Pct. of List Price Received</td>
<td></td>
<td>100.5%</td>
<td>101.6%</td>
<td>+ 1.1%</td>
<td>99.5%</td>
<td>102.4%</td>
<td>+ 2.9%</td>
</tr>
<tr>
<td>Affordability Index</td>
<td></td>
<td>132</td>
<td>114</td>
<td>- 13.5%</td>
<td>141</td>
<td>119</td>
<td>- 15.8%</td>
</tr>
</tbody>
</table>

## NH Single Family Residential Activity by County

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

<table>
<thead>
<tr>
<th>County</th>
<th>Closed Sales</th>
<th>Median Sales Price</th>
<th>Sales Volume (In Millions)</th>
<th>Days on Market</th>
<th>Pending Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Belknap</td>
<td>110</td>
<td>99</td>
<td>- 10.0%</td>
<td>$341,000</td>
<td>$390,000</td>
</tr>
<tr>
<td>Belknap Year-to-Date</td>
<td>1,147</td>
<td>987</td>
<td>- 13.9%</td>
<td>$310,000</td>
<td>$374,950</td>
</tr>
<tr>
<td>Carroll</td>
<td>135</td>
<td>106</td>
<td>- 21.5%</td>
<td>$355,000</td>
<td>$407,750</td>
</tr>
<tr>
<td>Carroll Year-to-Date</td>
<td>1,186</td>
<td>1,125</td>
<td>- 5.1%</td>
<td>$299,900</td>
<td>$372,000</td>
</tr>
<tr>
<td>Cheshire</td>
<td>103</td>
<td>109</td>
<td>+ 5.8%</td>
<td>$257,152</td>
<td>$310,000</td>
</tr>
<tr>
<td>Cheshire Year-to-Date</td>
<td>924</td>
<td>952</td>
<td>+ 3.0%</td>
<td>$249,950</td>
<td>$281,000</td>
</tr>
<tr>
<td>Coos</td>
<td>67</td>
<td>51</td>
<td>- 23.9%</td>
<td>$136,200</td>
<td>$250,000</td>
</tr>
<tr>
<td>Coos Year-to-Date</td>
<td>576</td>
<td>532</td>
<td>- 7.6%</td>
<td>$133,000</td>
<td>$179,950</td>
</tr>
<tr>
<td>Grafton</td>
<td>134</td>
<td>111</td>
<td>- 17.2%</td>
<td>$277,250</td>
<td>$290,000</td>
</tr>
<tr>
<td>Grafton Year-to-Date</td>
<td>1,264</td>
<td>1,182</td>
<td>- 6.5%</td>
<td>$260,000</td>
<td>$310,000</td>
</tr>
<tr>
<td>Hillsborough</td>
<td>450</td>
<td>396</td>
<td>- 12.0%</td>
<td>$373,500</td>
<td>$411,500</td>
</tr>
<tr>
<td>Hillsborough Year-to-Date</td>
<td>4,113</td>
<td>4,109</td>
<td>- 0.1%</td>
<td>$350,000</td>
<td>$413,740</td>
</tr>
<tr>
<td>Merrimack</td>
<td>206</td>
<td>178</td>
<td>- 13.6%</td>
<td>$314,500</td>
<td>$398,450</td>
</tr>
<tr>
<td>Merrimack Year-to-Date</td>
<td>1,829</td>
<td>1,714</td>
<td>- 6.3%</td>
<td>$305,000</td>
<td>$365,000</td>
</tr>
<tr>
<td>Rockingham</td>
<td>402</td>
<td>337</td>
<td>- 16.2%</td>
<td>$441,750</td>
<td>$520,000</td>
</tr>
<tr>
<td>Rockingham Year-to-Date</td>
<td>3,566</td>
<td>3,415</td>
<td>- 4.2%</td>
<td>$434,900</td>
<td>$500,000</td>
</tr>
<tr>
<td>Strafford</td>
<td>135</td>
<td>130</td>
<td>- 3.7%</td>
<td>$319,000</td>
<td>$369,500</td>
</tr>
<tr>
<td>Strafford Year-to-Date</td>
<td>1,454</td>
<td>1,424</td>
<td>- 2.1%</td>
<td>$300,000</td>
<td>$360,000</td>
</tr>
<tr>
<td>Sullivan</td>
<td>65</td>
<td>55</td>
<td>- 15.4%</td>
<td>$230,000</td>
<td>$255,000</td>
</tr>
<tr>
<td>Sullivan Year-to-Date</td>
<td>675</td>
<td>590</td>
<td>- 12.6%</td>
<td>$224,000</td>
<td>$265,000</td>
</tr>
<tr>
<td>Entire State</td>
<td>1,807</td>
<td>1,572</td>
<td>- 13.0%</td>
<td>$353,000</td>
<td>$401,000</td>
</tr>
<tr>
<td>Entire State Year-to-Date</td>
<td>16,734</td>
<td>16,030</td>
<td>- 4.2%</td>
<td>$334,000</td>
<td>$392,500</td>
</tr>
</tbody>
</table>

## NH Condo Activity by County

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

<table>
<thead>
<tr>
<th>County</th>
<th>Closed Sales</th>
<th>Median Sales Price</th>
<th>Sales Volume (In Millions)</th>
<th>Days on Market</th>
<th>Pending Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>11-2020</td>
<td>11-2021 + / −</td>
<td>11-2020</td>
<td>11-2021</td>
<td>11-2020</td>
</tr>
<tr>
<td>Belknap</td>
<td>21</td>
<td>25 + 19.0%</td>
<td>$256,000</td>
<td>$6.7</td>
<td>30</td>
</tr>
<tr>
<td>Belknap Year-to-Date</td>
<td>280</td>
<td>301 + 7.5%</td>
<td>$229,900</td>
<td>$74.6</td>
<td>42</td>
</tr>
<tr>
<td>Carroll</td>
<td>23</td>
<td>23 0.0%</td>
<td>$255,000</td>
<td>$6.4</td>
<td>46</td>
</tr>
<tr>
<td>Carroll Year-to-Date</td>
<td>236</td>
<td>250 + 5.9%</td>
<td>$229,950</td>
<td>$60.2</td>
<td>41</td>
</tr>
<tr>
<td>Cheshire</td>
<td>2</td>
<td>7 + 250.0%</td>
<td>$167,500</td>
<td>$0.3</td>
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<tr>
<td>Cheshire Year-to-Date</td>
<td>55</td>
<td>70 + 27.3%</td>
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<td>$10.2</td>
<td>45</td>
</tr>
<tr>
<td>Coos</td>
<td>0</td>
<td>1 --</td>
<td>$0</td>
<td>$0.0</td>
<td>0</td>
</tr>
<tr>
<td>Coos Year-to-Date</td>
<td>30</td>
<td>20 - 33.3%</td>
<td>$429,050</td>
<td>$13.3</td>
<td>35</td>
</tr>
<tr>
<td>Grafton</td>
<td>70</td>
<td>42 - 40.0%</td>
<td>$180,950</td>
<td>$18.6</td>
<td>55</td>
</tr>
<tr>
<td>Grafton Year-to-Date</td>
<td>521</td>
<td>537 + 3.1%</td>
<td>$180,500</td>
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<td>64</td>
</tr>
<tr>
<td>Hillsborough</td>
<td>125</td>
<td>142 + 13.6%</td>
<td>$245,000</td>
<td>$32.9</td>
<td>25</td>
</tr>
<tr>
<td>Hillsborough Year-to-Date</td>
<td>1,362</td>
<td>1,474 + 8.2%</td>
<td>$241,000</td>
<td>$351.6</td>
<td>32</td>
</tr>
<tr>
<td>Merrimack</td>
<td>31</td>
<td>28 - 9.7%</td>
<td>$215,000</td>
<td>$6.8</td>
<td>15</td>
</tr>
<tr>
<td>Merrimack Year-to-Date</td>
<td>320</td>
<td>340 + 6.3%</td>
<td>$213,375</td>
<td>$69.7</td>
<td>28</td>
</tr>
<tr>
<td>Rockingham</td>
<td>157</td>
<td>173 + 10.2%</td>
<td>$310,000</td>
<td>$53.3</td>
<td>32</td>
</tr>
<tr>
<td>Rockingham Year-to-Date</td>
<td>1,508</td>
<td>1,606 + 6.5%</td>
<td>$310,000</td>
<td>$540.2</td>
<td>45</td>
</tr>
<tr>
<td>Strafford</td>
<td>24</td>
<td>27 + 12.5%</td>
<td>$214,000</td>
<td>$6.2</td>
<td>20</td>
</tr>
<tr>
<td>Strafford Year-to-Date</td>
<td>221</td>
<td>257 + 16.3%</td>
<td>$207,500</td>
<td>$48.9</td>
<td>31</td>
</tr>
<tr>
<td>Sullivan</td>
<td>5</td>
<td>1 - 80.0%</td>
<td>$220,000</td>
<td>$1.4</td>
<td>56</td>
</tr>
<tr>
<td>Sullivan Year-to-Date</td>
<td>49</td>
<td>29 - 40.8%</td>
<td>$265,500</td>
<td>$15.4</td>
<td>77</td>
</tr>
<tr>
<td>Entire State</td>
<td>458</td>
<td>469 + 2.4%</td>
<td>$255,000</td>
<td>$132.7</td>
<td>32</td>
</tr>
<tr>
<td>Entire State Year-to-Date</td>
<td>4,582</td>
<td>4,884 + 6.6%</td>
<td>$248,950</td>
<td>$1,299.8</td>
<td>41</td>
</tr>
</tbody>
</table>