



# NH Monthly Indicators

June 2017

There has been a general slowdown in sales across the country, and this cannot be blamed on negative economic news. Unemployment remains low and wage growth, though nothing to overly celebrate, has held steady or increased for several years in a row. There is strong demand for home buying, emphasized by higher prices and multiple offers on homes for sale in many submarkets. As has been the case for month after month – and now year after year – low inventory is the primary culprit for any sales malaise rather than lack of offers.

New Listings were up 2.6 percent for single family homes and 1.0 percent for condo properties. Pending Sales increased 15.3 percent for single family homes and 10.3 percent for condo properties.

The Median Sales Price was up 9.3 percent to \$279,900 for single family homes and 2.7 percent to \$189,900 for condo properties. Months Supply of Inventory decreased 24.1 percent for single family units and 26.7 percent for condo units.

With job creation increasing and mortgage rates remaining low, the pull toward homeownership is expected to continue. Yet housing starts have been drifting lower, and some are beginning to worry that a more serious housing shortage could be in the cards if new construction and building permit applications continue to come in lower in year-over-year comparisons while demand remains high. Homebuilder confidence suggests otherwise, so predictions of a gloomy future should be curbed for the time being.

## Monthly Snapshot

**+ 3.5%**

One-Year Change in  
Single Family  
**Closed Sales**

**+ 9.3%**

One-Year Change in  
Single Family  
**Median Sales Price**

**+ 13.4%**

One-Year Change in  
Single Family  
**Sales Volume**

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	6-2016	6-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		2,027	<b>2,097</b>	+ 3.5%	7,837	<b>7,634</b>	- 2.6%
<b>Median Sales Price</b>		\$256,200	<b>\$279,900</b>	+ 9.3%	\$244,337	<b>\$264,000</b>	+ 8.0%
<b>\$ Volume of Closed Sales (in millions)</b>		\$594.1	<b>\$673.7</b>	+ 13.4%	\$2,195.4	<b>\$2,308.7</b>	+ 5.2%
<b>Days on Market</b>		72	<b>62</b>	- 13.9%	88	<b>76</b>	- 13.6%
<b>Pending Sales</b>		1,837	<b>2,118</b>	+ 15.3%	9,364	<b>9,613</b>	+ 2.7%
<b>Months Supply</b>		5.8	<b>4.4</b>	- 24.1%	--	--	--
<b>New Listings</b>		2,719	<b>2,791</b>	+ 2.6%	13,829	<b>13,047</b>	- 5.7%
<b>Homes for Sale</b>		8,498	<b>6,475</b>	- 23.8%	--	--	--
<b>Pct. of List Price Received</b>		98.0%	<b>98.5%</b>	+ 0.5%	97.4%	<b>98.0%</b>	+ 0.6%
<b>Affordability Index</b>		156	<b>138</b>	- 11.5%	164	<b>146</b>	- 11.0%

# NH Condo Activity Overview

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



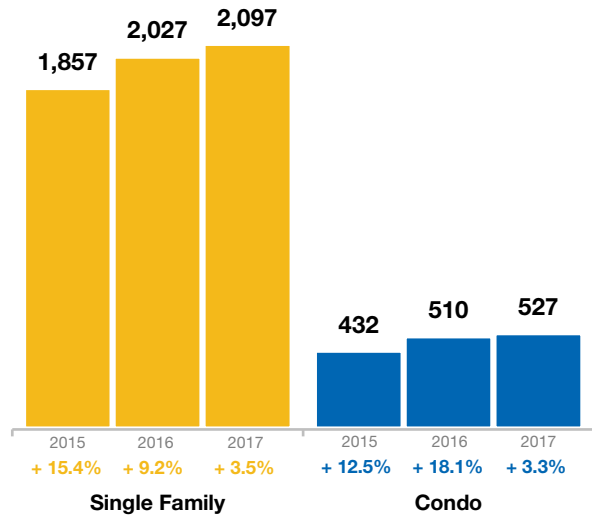
Key Metrics	Historical Sparkbars	6-2016	6-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		510	<b>527</b>	+ 3.3%	2,008	<b>2,162</b>	+ 7.7%
<b>Median Sales Price</b>		\$184,900	<b>\$189,900</b>	+ 2.7%	\$178,000	<b>\$185,000</b>	+ 3.9%
<b>\$ Volume of Closed Sales (in millions)</b>		\$108.3	<b>\$117.7</b>	+ 8.7%	\$412.5	<b>\$481.9</b>	+ 16.8%
<b>Days on Market</b>		53	<b>61</b>	+ 15.1%	72	<b>68</b>	- 5.6%
<b>Pending Sales</b>		455	<b>502</b>	+ 10.3%	2,358	<b>2,519</b>	+ 6.8%
<b>Months Supply</b>		4.5	<b>3.3</b>	- 26.7%	--	--	--
<b>New Listings</b>		614	<b>620</b>	+ 1.0%	3,235	<b>3,081</b>	- 4.8%
<b>Homes for Sale</b>		1,658	<b>1,268</b>	- 23.5%	--	--	--
<b>Pct. of List Price Received</b>		98.1%	<b>98.7%</b>	+ 0.6%	97.8%	<b>98.4%</b>	+ 0.6%
<b>Affordability Index</b>		216	<b>203</b>	- 6.0%	225	<b>209</b>	- 7.1%

# NH Closed Sales

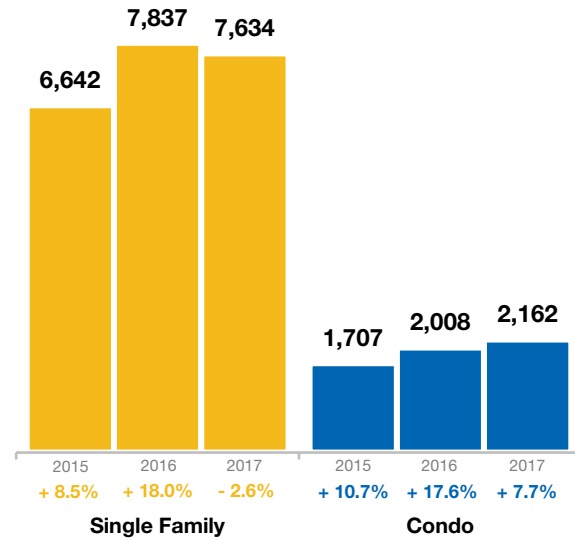
A count of the actual sales that closed in a given month.



## June

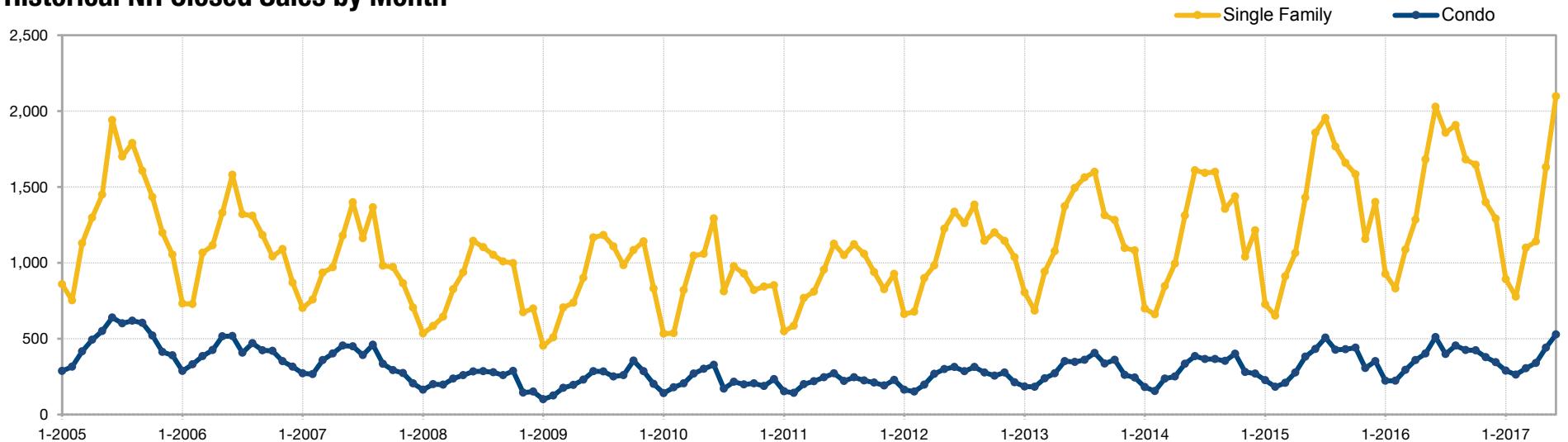


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2016	1,857	-5.0%	398	-21.5%
Aug-2016	1,908	+8.0%	454	+6.6%
Sep-2016	1,681	+1.4%	424	-1.4%
Oct-2016	1,647	+4.0%	423	-4.1%
Nov-2016	1,398	+20.9%	378	+23.1%
Dec-2016	1,291	-7.8%	345	-1.7%
Jan-2017	891	-3.9%	289	+30.2%
Feb-2017	776	-6.6%	262	+18.0%
Mar-2017	1,099	+1.1%	304	+3.4%
Apr-2017	1,141	-11.1%	340	-5.0%
May-2017	1,630	-3.0%	440	+9.5%
<b>Jun-2017</b>	<b>2,097</b>	<b>+3.5%</b>	<b>527</b>	<b>+3.3%</b>
12-Month Avg	1,451	+0.4%	382	+2.6%

## Historical NH Closed Sales by Month

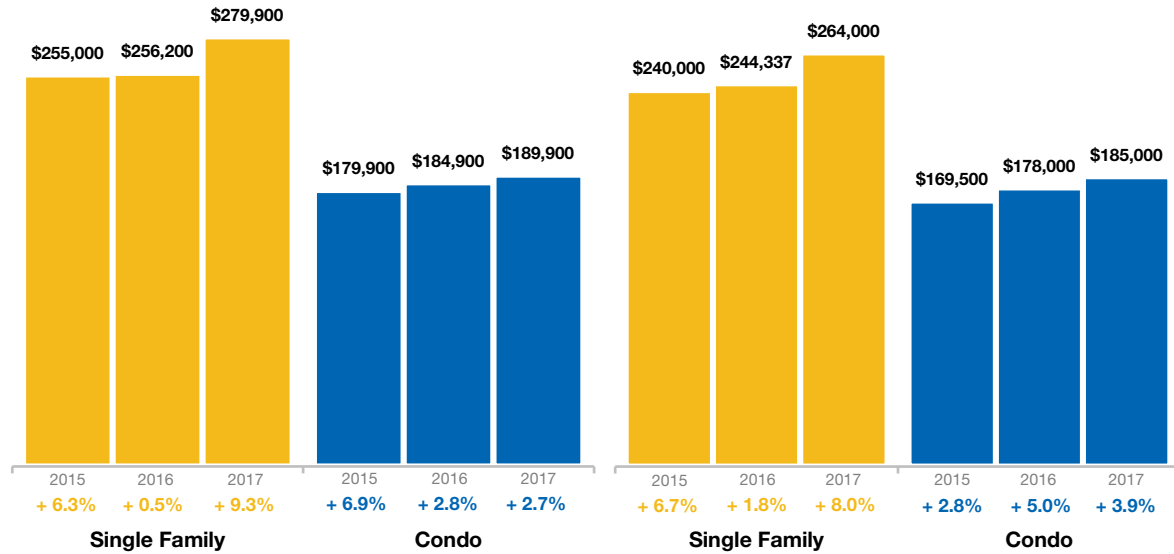


# NH Median Sales Price

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



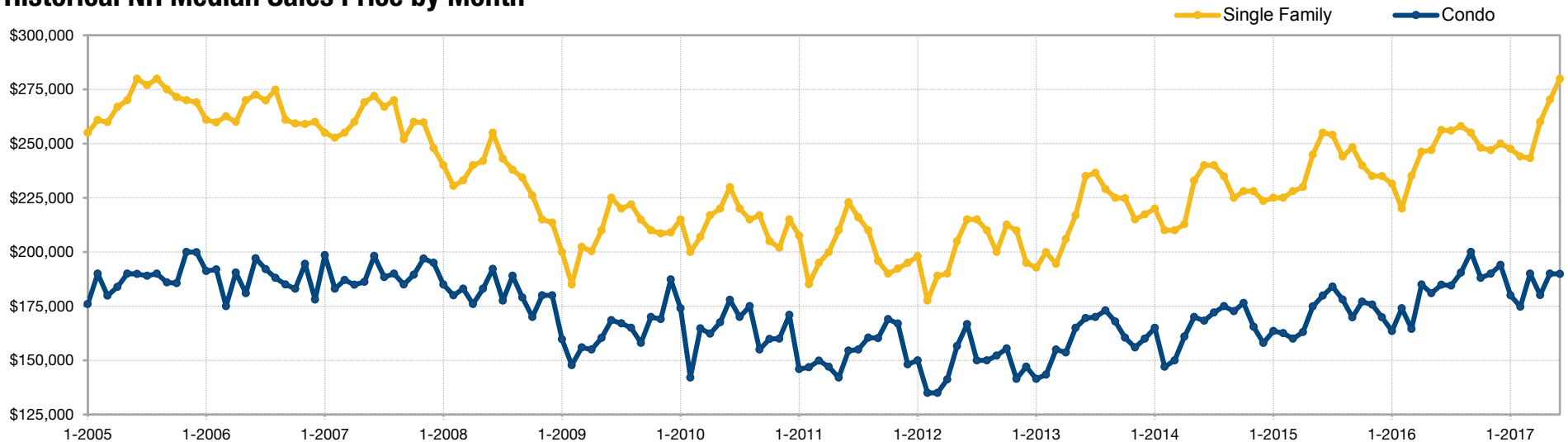
## June



Median Sales Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2016	\$256,000	+0.8%	\$184,500	+0.3%
Aug-2016	\$258,000	+5.7%	\$190,500	+7.0%
Sep-2016	\$255,000	+2.7%	\$200,000	+17.7%
Oct-2016	\$248,000	+3.4%	\$188,000	+6.2%
Nov-2016	\$247,000	+5.1%	\$190,000	+8.1%
Dec-2016	\$250,000	+6.4%	\$194,000	+14.2%
Jan-2017	\$247,500	+6.9%	\$179,950	+10.1%
Feb-2017	\$244,000	+10.9%	\$174,750	+0.5%
Mar-2017	\$243,250	+3.5%	\$190,000	+15.5%
Apr-2017	\$260,000	+5.6%	\$180,125	-2.6%
May-2017	\$270,250	+9.5%	\$190,000	+5.0%
<b>Jun-2017</b>	<b>\$279,900</b>	<b>+9.3%</b>	<b>\$189,900</b>	<b>+2.7%</b>
12-Month Avg*	\$258,000	+5.6%	\$189,400	+7.3%

\* Median Sales Price for all properties from July 2016 through June 2017. This is not the average of the individual figures above.

## Historical NH Median Sales Price by Month

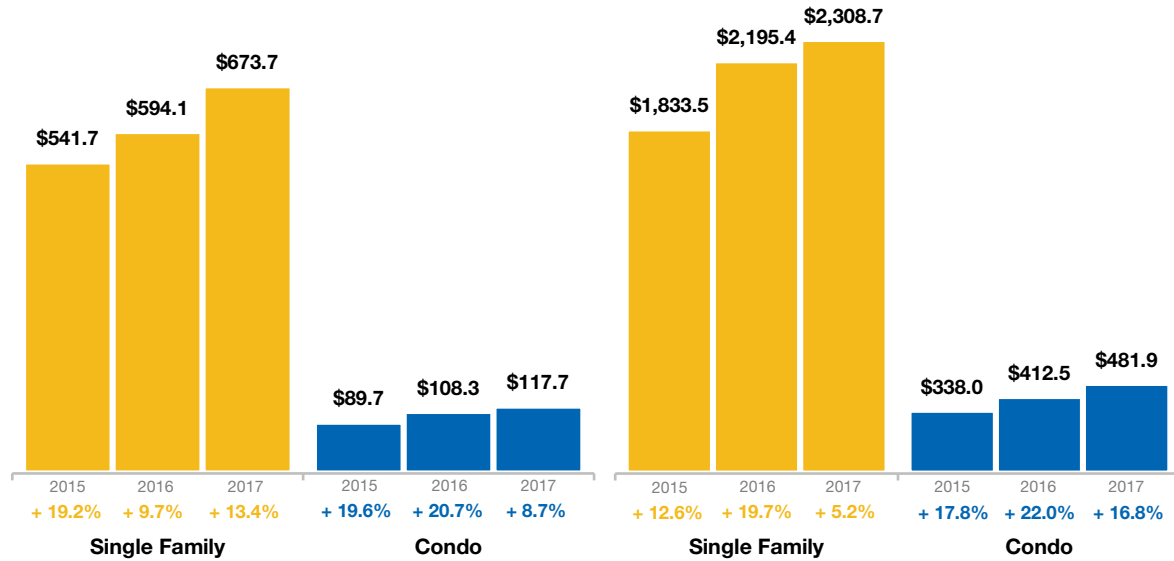


# NH \$ Volume of Closed Sales

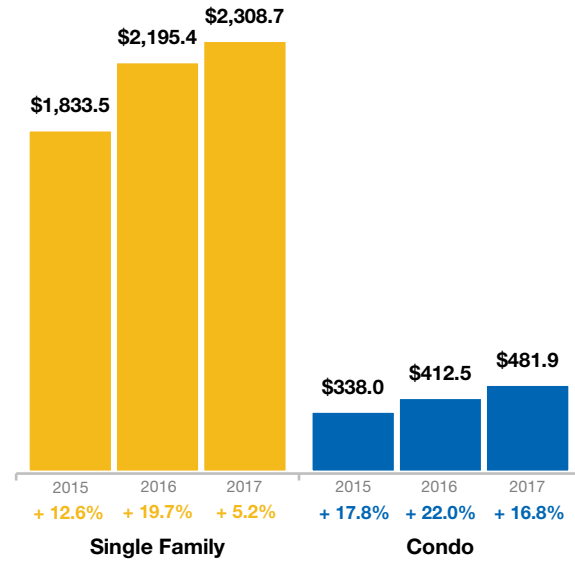
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



## June



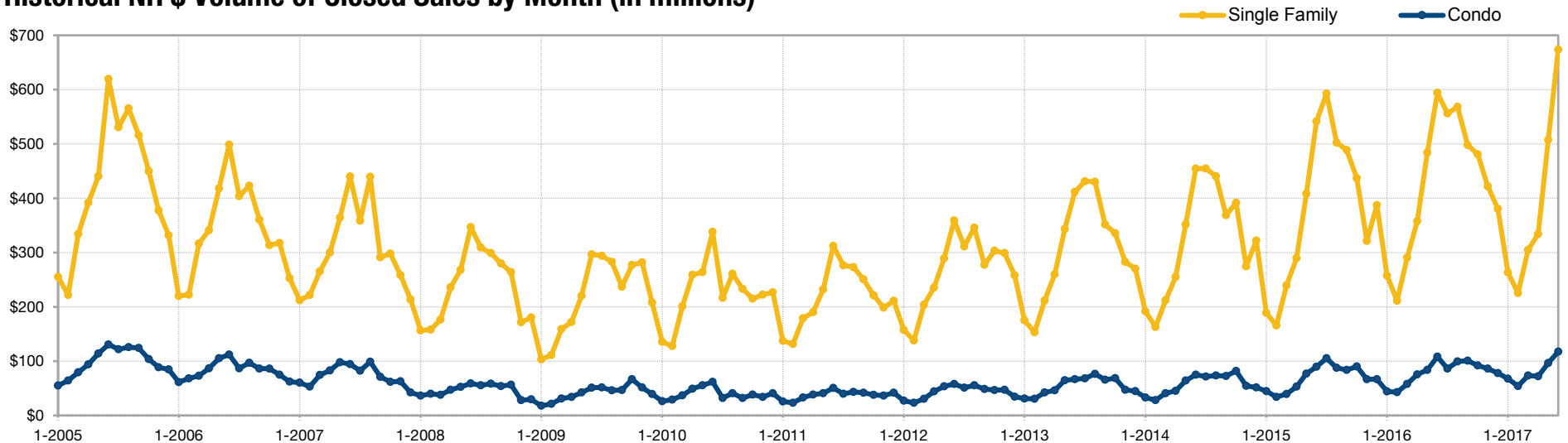
## Year to Date



\$ Volume of Closed Sales (in millions)	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2016	\$555.9	-6.2%	\$86.1	-18.4%
Aug-2016	\$568.4	+13.2%	\$99.7	+13.7%
Sep-2016	\$497.8	+1.9%	\$100.7	+20.2%
Oct-2016	\$481.1	+10.0%	\$91.9	+1.9%
Nov-2016	\$422.0	+31.4%	\$86.5	+29.3%
Dec-2016	\$380.5	-1.8%	\$78.1	+16.9%
Jan-2017	\$263.5	+2.3%	\$67.6	+52.9%
Feb-2017	\$225.3	+6.6%	\$54.1	+26.7%
Mar-2017	\$304.8	+4.8%	\$73.5	+27.2%
Apr-2017	\$334.2	-6.6%	\$72.2	-4.5%
May-2017	\$507.4	+4.9%	\$96.7	+15.3%
<b>Jun-2017</b>	<b>\$673.7</b>	<b>+13.4%</b>	<b>\$117.7</b>	<b>+8.7%</b>
12-Month Avg*	\$434.5	+5.9%	\$85.4	+12.2%

\* \$ Volume of Closed Sales (in millions) for all properties from July 2016 through June 2017. This is not the average of the individual figures above.

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

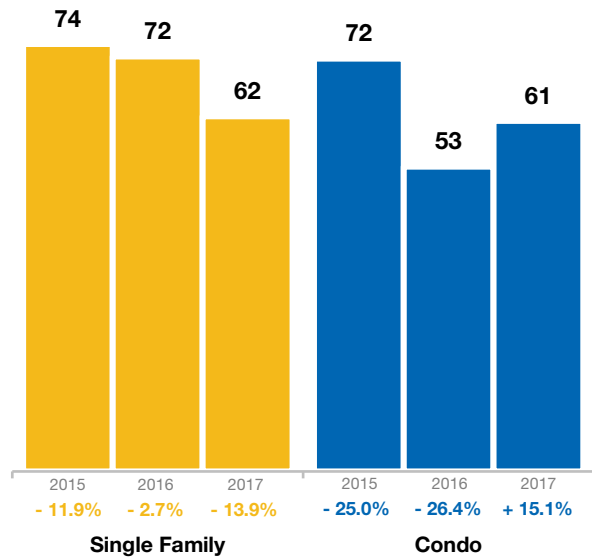


# NH Days on Market

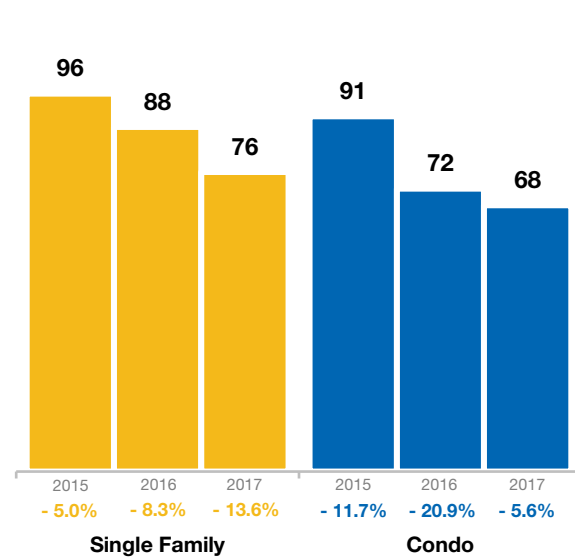
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June



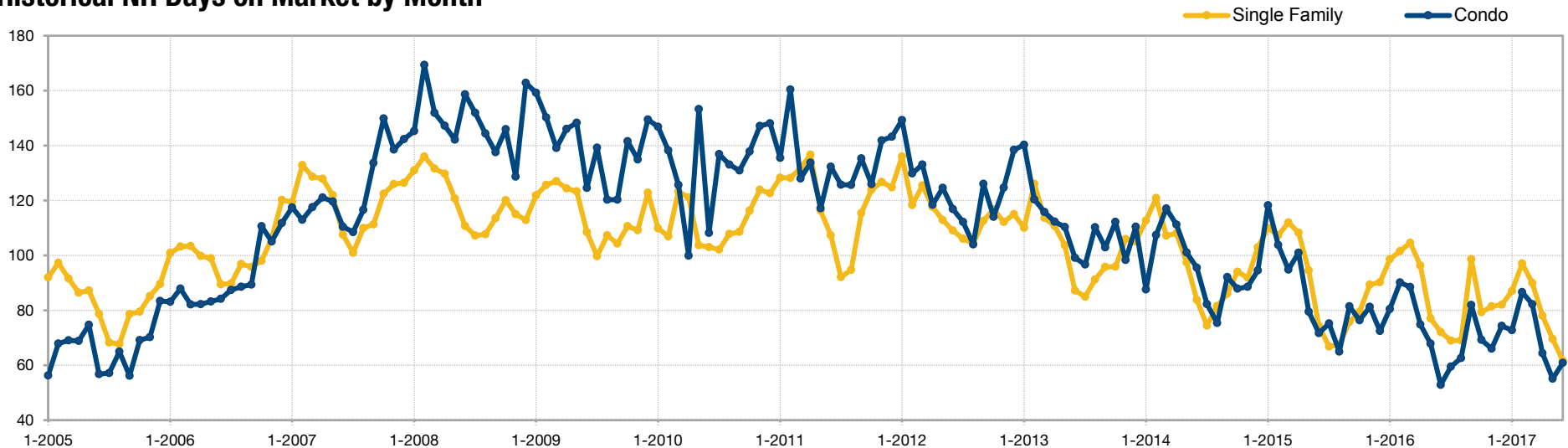
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2016	69	+3.0%	59	-21.3%
Aug-2016	69	+3.0%	63	-3.1%
Sep-2016	99	+30.3%	82	+1.2%
Oct-2016	79	0.0%	69	-9.2%
Nov-2016	81	-9.0%	66	-18.5%
Dec-2016	82	-8.9%	74	+2.8%
Jan-2017	87	-12.1%	73	-8.8%
Feb-2017	97	-4.9%	87	-3.3%
Mar-2017	90	-14.3%	82	-6.8%
Apr-2017	78	-18.8%	64	-14.7%
May-2017	70	-9.1%	55	-19.1%
<b>Jun-2017</b>	<b>62</b>	<b>-13.9%</b>	<b>61</b>	<b>+15.1%</b>
12-Month Avg*	78	-4.6%	68	-7.3%

\* Days on Market for all properties from July 2016 through June 2017. This is not the average of the individual figures above.

## Historical NH Days on Market by Month

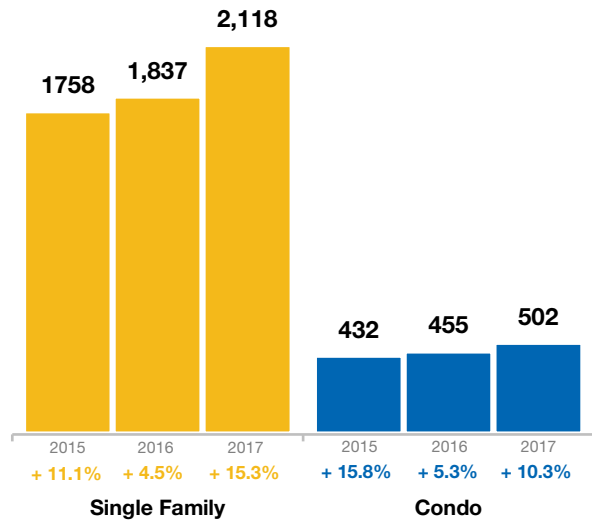


# NH Pending Sales

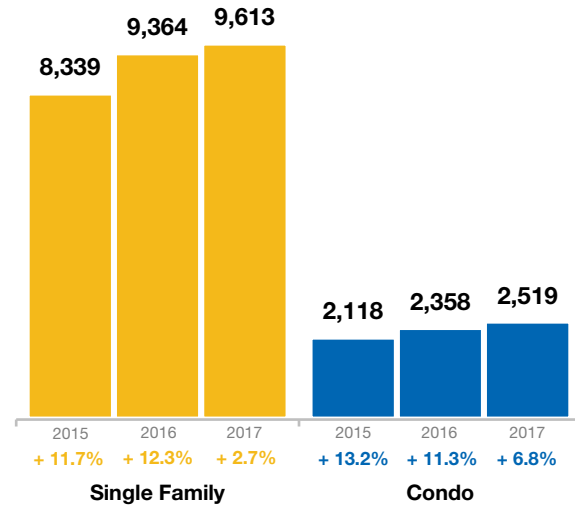
A count of the properties on which offers have been accepted in a given month.



## June

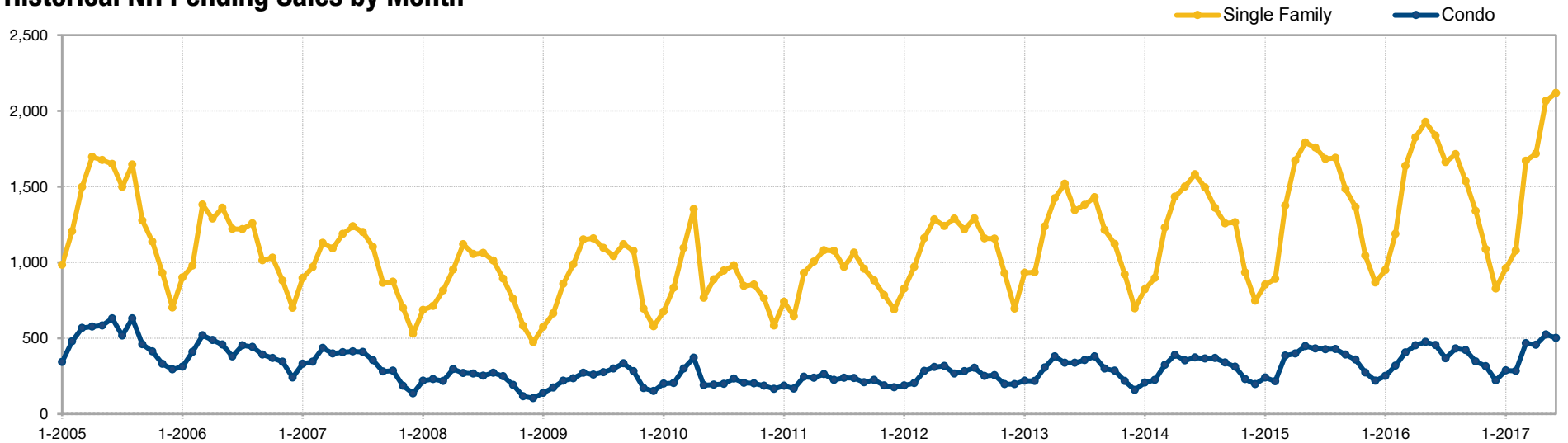


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2016	1,662	-1.2%	368	-13.8%
Aug-2016	1,715	+1.5%	432	+0.9%
Sep-2016	1,537	+3.6%	421	+7.7%
Oct-2016	1,339	-2.0%	346	-3.6%
Nov-2016	1,087	+4.0%	315	+15.0%
Dec-2016	827	-4.6%	221	+0.5%
Jan-2017	962	+1.4%	287	+14.3%
Feb-2017	1,078	-9.3%	283	-11.0%
Mar-2017	1,671	+2.1%	466	+14.8%
Apr-2017	1,718	-5.9%	456	+0.9%
May-2017	2,066	+7.2%	525	+10.3%
<b>Jun-2017</b>	<b>2,118</b>	<b>+15.3%</b>	<b>502</b>	<b>+10.3%</b>
12-Month Avg	1,482	+1.6%	385	+3.7%

## Historical NH Pending Sales by Month



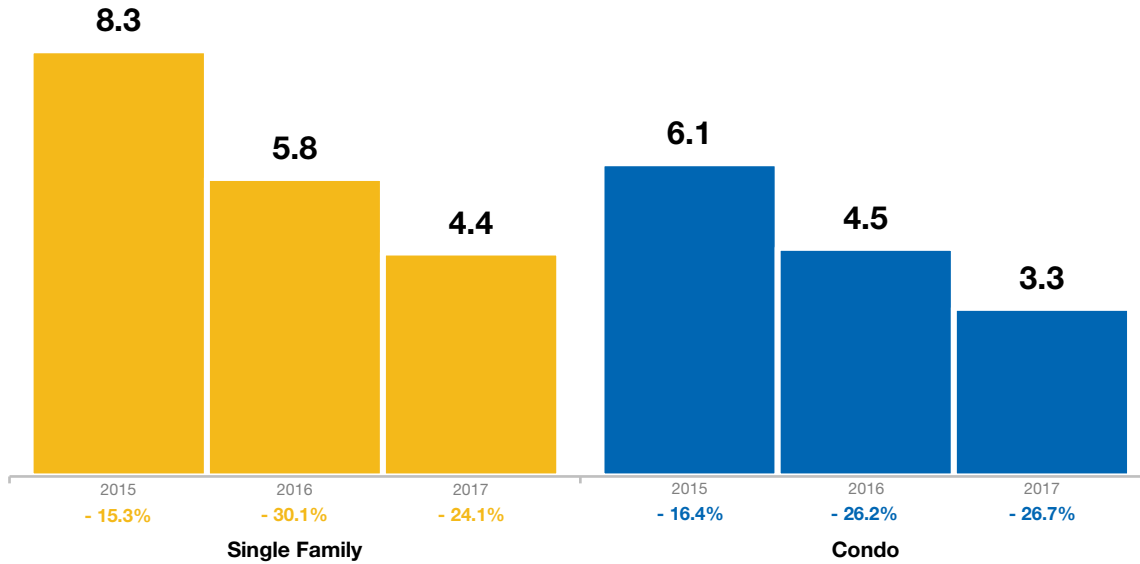


# NH Months Supply of Inventory

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.



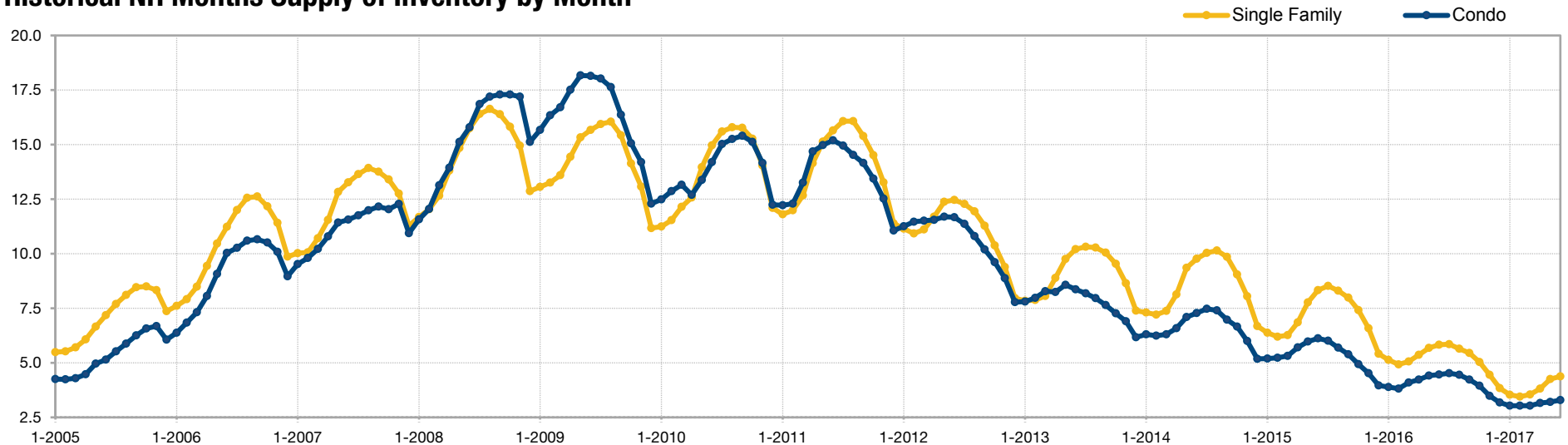
## June



Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2016	5.9	-30.6%	4.5	-25.0%
Aug-2016	5.6	-32.5%	4.4	-22.8%
Sep-2016	5.4	-32.5%	4.2	-22.2%
Oct-2016	5.0	-32.4%	4.0	-18.4%
Nov-2016	4.4	-33.3%	3.5	-22.2%
Dec-2016	3.8	-29.6%	3.2	-20.0%
Jan-2017	3.5	-31.4%	3.0	-23.1%
Feb-2017	3.4	-30.6%	3.0	-21.1%
Mar-2017	3.5	-31.4%	3.0	-26.8%
Apr-2017	3.8	-29.6%	3.2	-23.8%
May-2017	4.3	-24.6%	3.2	-27.3%
<b>Jun-2017</b>	<b>4.4</b>	<b>-24.1%</b>	<b>3.3</b>	<b>-26.7%</b>
12-Month Avg*	4.4	-30.1%	3.5	-23.2%

\* Months Supply for all properties from July 2016 through June 2017. This is not the average of the individual figures above.

## Historical NH Months Supply of Inventory by Month

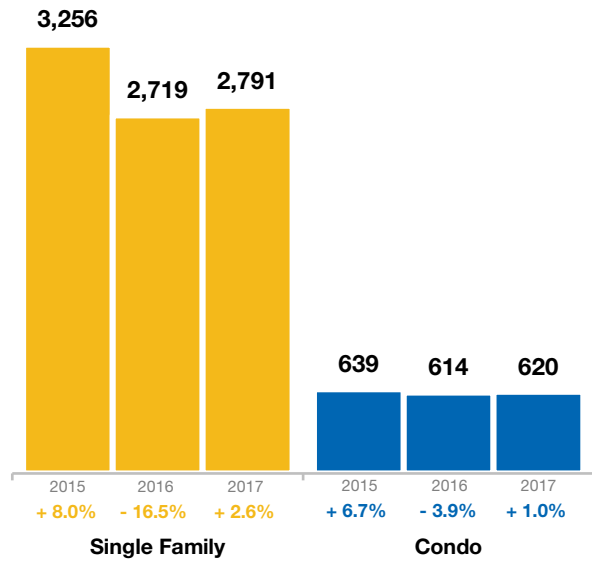


# NH New Listings

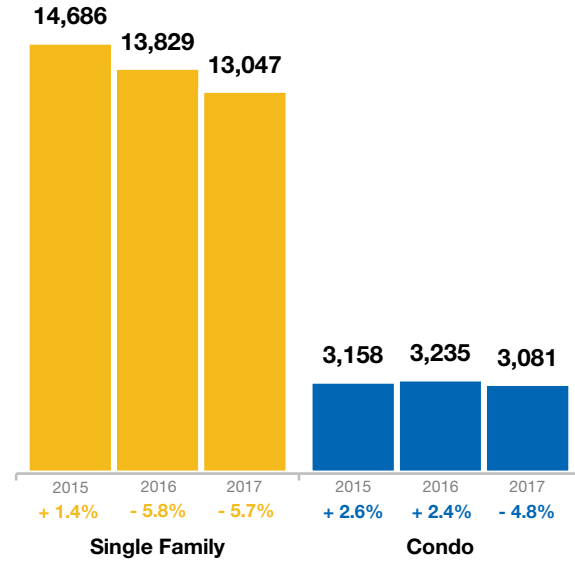
A count of the properties that have been newly listed on the market in a given month.



## June

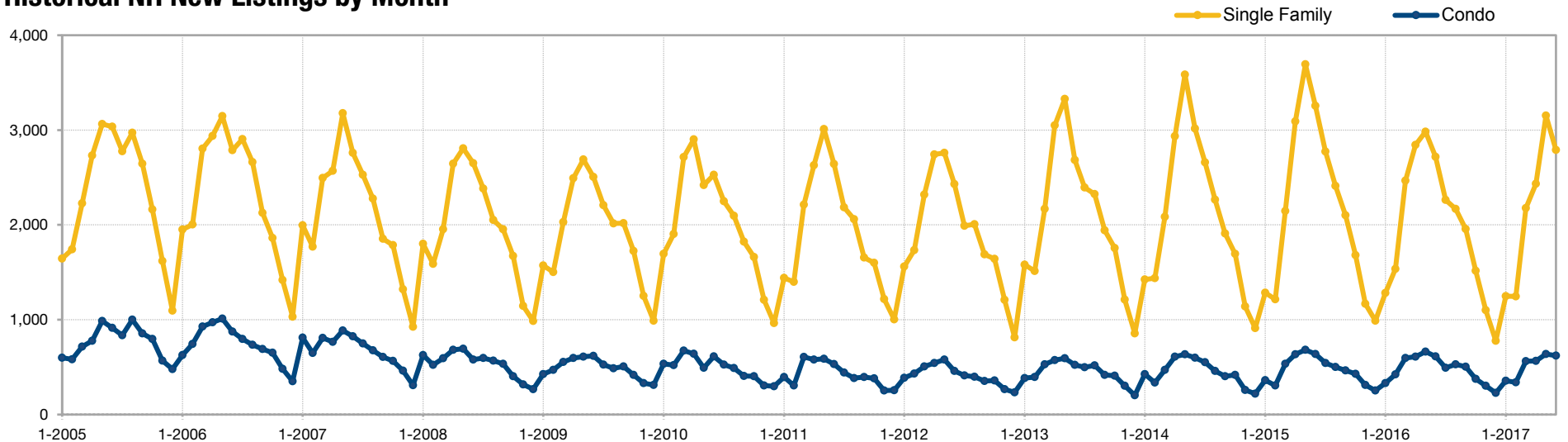


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2016	2,264	-18.4%	493	-9.2%
Aug-2016	2,168	-10.1%	530	+6.0%
Sep-2016	1,957	-6.9%	503	+8.2%
Oct-2016	1,516	-9.8%	375	-12.8%
Nov-2016	1,102	-5.6%	302	-2.9%
Dec-2016	777	-21.4%	228	-9.5%
Jan-2017	1,249	-2.6%	355	+7.6%
Feb-2017	1,246	-18.8%	339	-19.9%
Mar-2017	2,176	-11.8%	564	-5.2%
Apr-2017	2,432	-14.5%	566	-7.1%
May-2017	3,153	+5.7%	637	-4.1%
<b>Jun-2017</b>	<b>2,791</b>	<b>+2.6%</b>	<b>620</b>	<b>+1.0%</b>
12-Month Avg	2,079	-8.5%	478	-3.9%

## Historical NH New Listings by Month

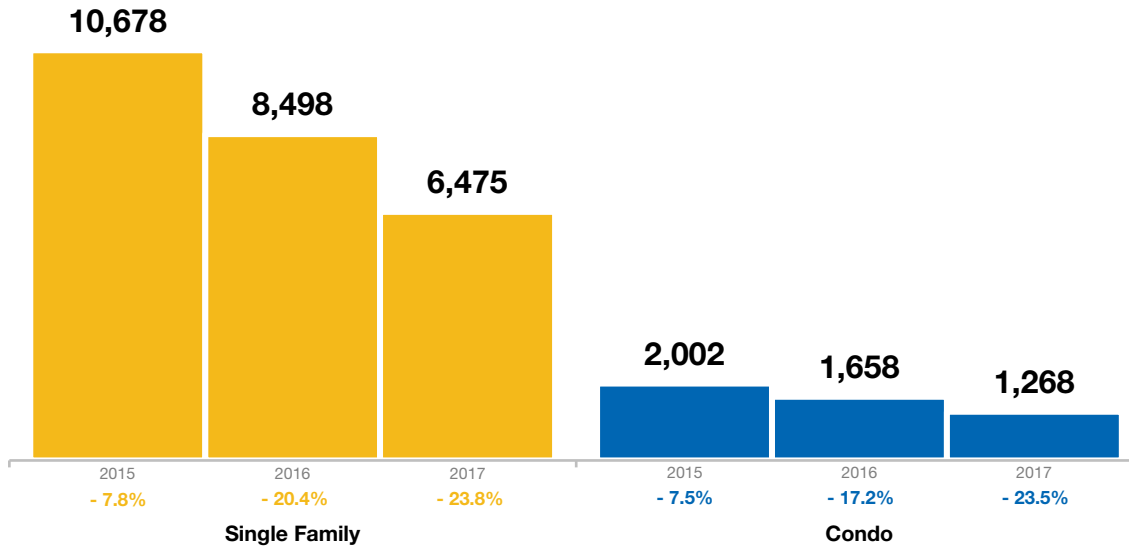


# NH Inventory of Homes for Sale

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

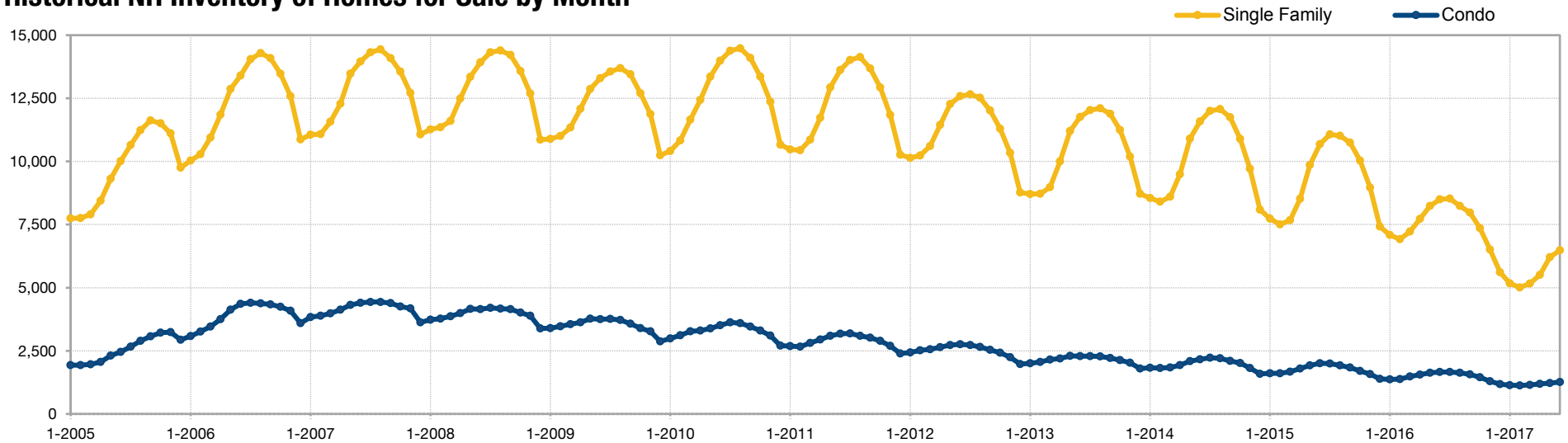


## June



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2016	8,524	-23.0%	1,657	-17.2%
Aug-2016	8,237	-25.2%	1,630	-15.2%
Sep-2016	7,972	-25.8%	1,563	-15.0%
Oct-2016	7,360	-26.6%	1,455	-14.7%
Nov-2016	6,508	-27.4%	1,296	-18.0%
Dec-2016	5,617	-24.4%	1,184	-14.8%
Jan-2017	5,175	-26.9%	1,136	-17.1%
Feb-2017	5,009	-27.6%	1,129	-18.1%
Mar-2017	5,160	-28.5%	1,143	-23.0%
Apr-2017	5,511	-28.7%	1,189	-23.3%
May-2017	6,212	-24.6%	1,221	-25.0%
<b>Jun-2017</b>	<b>6,475</b>	<b>-23.8%</b>	<b>1,268</b>	<b>-23.5%</b>
12-Month Avg	6,480	-25.9%	1,323	-18.6%

## Historical NH Inventory of Homes for Sale by Month



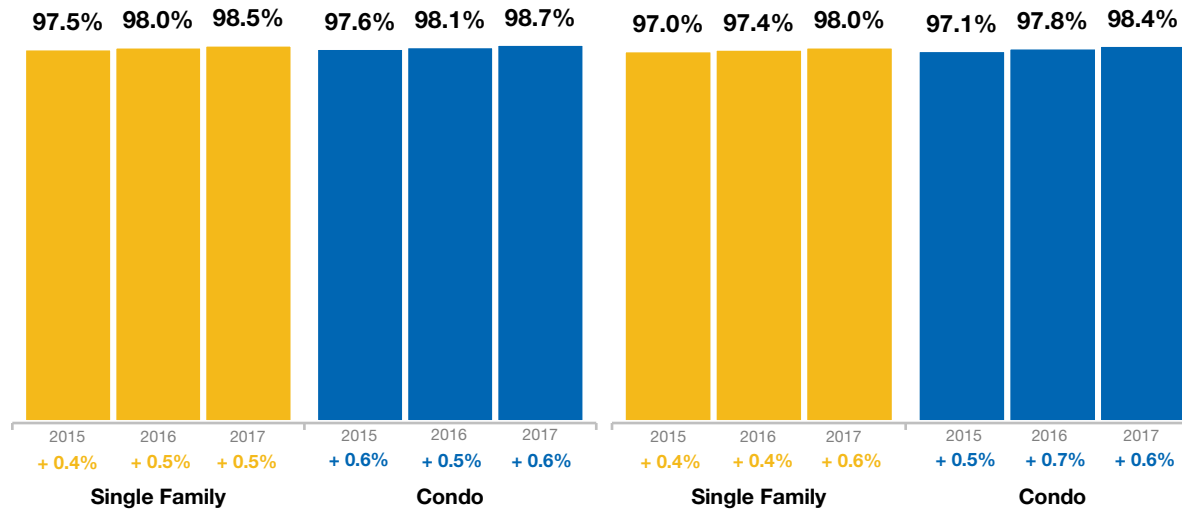
# NH Percent of List Price Received



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.

## June

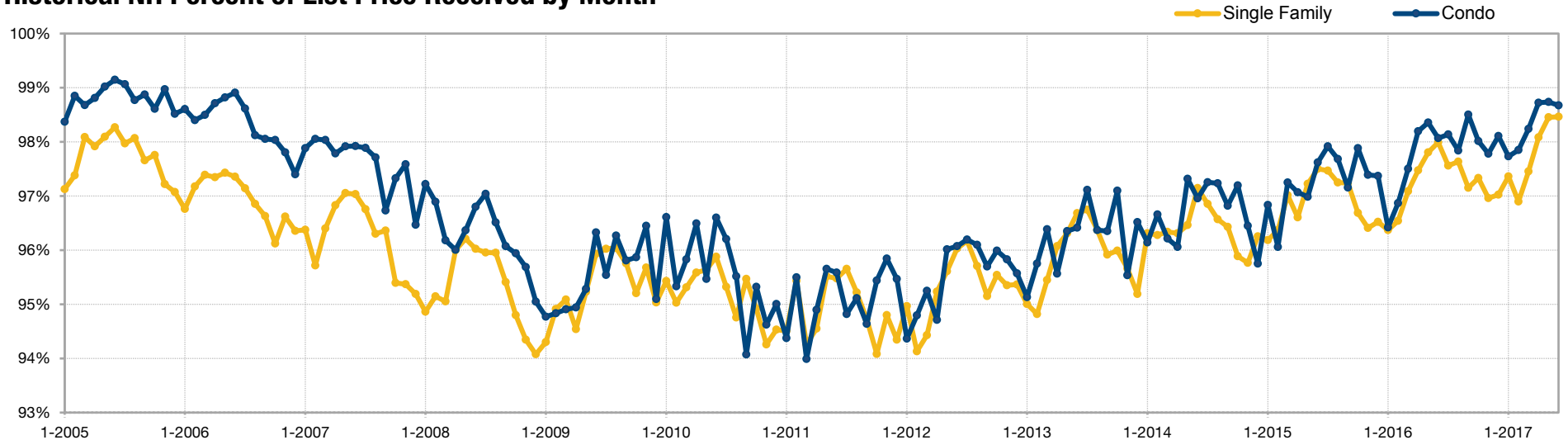
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2016	97.6%	+0.1%	98.1%	+0.2%
Aug-2016	97.6%	+0.4%	97.8%	+0.1%
Sep-2016	97.2%	0.0%	98.5%	+1.3%
Oct-2016	97.3%	+0.6%	98.0%	+0.1%
Nov-2016	97.0%	+0.6%	97.8%	+0.4%
Dec-2016	97.0%	+0.5%	98.1%	+0.7%
Jan-2017	97.4%	+1.0%	97.7%	+1.3%
Feb-2017	96.9%	+0.4%	97.8%	+0.9%
Mar-2017	97.5%	+0.4%	98.2%	+0.7%
Apr-2017	98.1%	+0.6%	98.7%	+0.5%
May-2017	98.5%	+0.7%	98.7%	+0.3%
<b>Jun-2017</b>	<b>98.5%</b>	<b>+0.5%</b>	<b>98.7%</b>	<b>+0.6%</b>
12-Month Avg*	97.6%	+0.4%	98.2%	+0.6%

\* Pct. of List Price Received for all properties from July 2016 through June 2017. This is not the average of the individual figures above.

## Historical NH Percent of List Price Received by Month



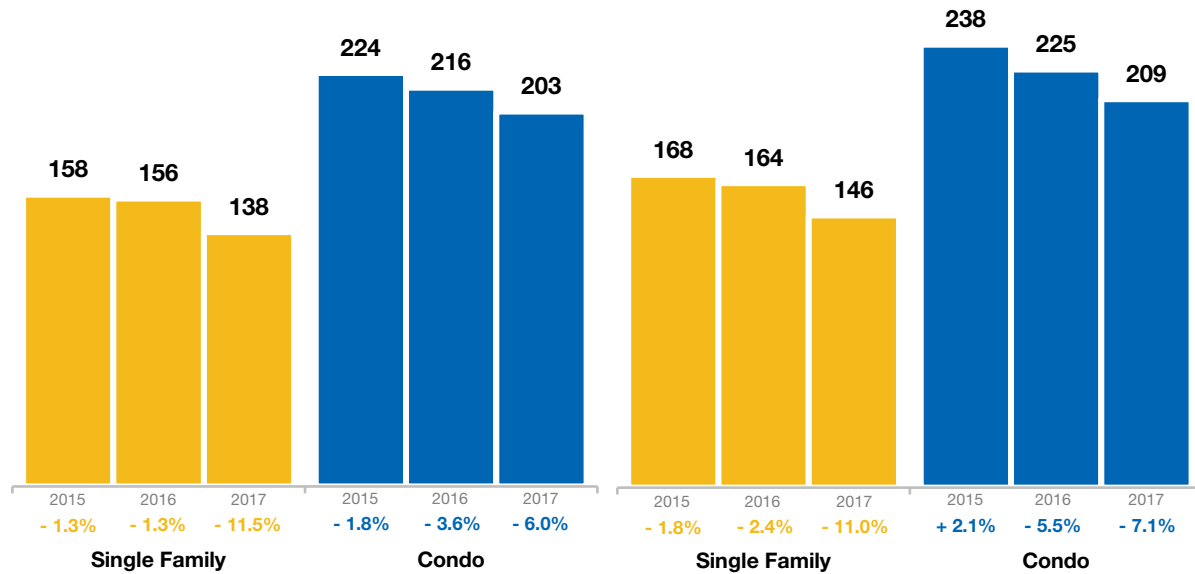
# NH Housing Affordability Index



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.

## June

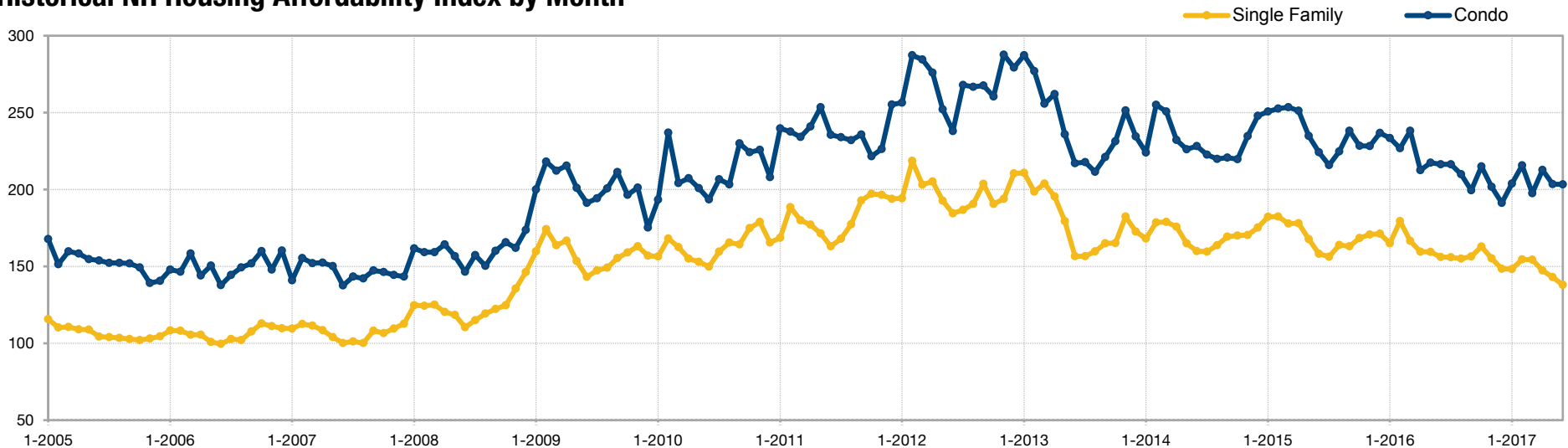
## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jul-2016	156	0.0%	216	0.0%
Aug-2016	155	-5.5%	210	-6.7%
Sep-2016	156	-4.3%	199	-16.4%
Oct-2016	163	-3.6%	215	-5.7%
Nov-2016	155	-9.4%	202	-11.4%
Dec-2016	148	-13.5%	191	-19.4%
Jan-2017	148	-10.3%	204	-12.8%
Feb-2017	154	-14.0%	216	-4.8%
Mar-2017	154	-7.8%	198	-16.8%
Apr-2017	147	-8.1%	213	0.0%
May-2017	143	-10.1%	203	-6.5%
<b>Jun-2017</b>	<b>138</b>	<b>-11.5%</b>	<b>203</b>	<b>-6.0%</b>
12-Month Avg*	152	-16.4%	165	-10.3%

\* Affordability Index for all properties from July 2016 through June 2017. 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	6-2016	6-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>Closed Sales</b>		2,669	<b>2,747</b>	+ 2.9%	10,361	<b>10,272</b>	- 0.9%
<b>Median Sales Price</b>		\$236,000	<b>\$259,000</b>	+ 9.7%	\$224,500	<b>\$240,000</b>	+ 6.9%
<b>\$ Volume of Closed Sales (in millions)</b>		\$710.0	<b>\$799.6</b>	+ 12.6%	\$2,636.0	<b>\$2,820.6</b>	+ 7.0%
<b>Days on Market</b>		69	<b>61</b>	- 11.6%	85	<b>74</b>	- 12.9%
<b>Pending Sales</b>		2,392	<b>2,745</b>	+ 14.8%	12,288	<b>12,698</b>	+ 3.3%
<b>Months Supply</b>		5.4	<b>4.1</b>	- 24.1%	--	--	--
<b>New Listings</b>		3,468	<b>3,553</b>	+ 2.5%	17,743	<b>16,770</b>	- 5.5%
<b>Homes for Sale</b>		10,482	<b>7,980</b>	- 23.9%	--	--	--
<b>Pct. of List Price Received</b>		97.8%	<b>98.4%</b>	+ 0.6%	97.2%	<b>97.9%</b>	+ 0.7%
<b>Affordability Index</b>		169	<b>149</b>	- 12.0%	178	<b>161</b>	- 9.7%

# 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		
	6-2016	6-2017	+ / -	6-2016	6-2017	+ / -	6-2016	6-2017	+ / -	6-2016	6-2017	+ / -	6-2016	6-2017	+ / -
<b>Belknap</b>	114	141	+ 23.7%	\$213,300	\$239,000	+ 12.0%	\$31.3	\$50.7	+ 62.0%	95	77	- 18.9%	107	141	+ 31.8%
Belknap Year-to-Date	483	503	+ 4.1%	\$208,000	\$220,000	+ 5.8%	\$141.0	\$158.5	+ 12.4%	107	94	- 12.1%	565	613	+ 8.5%
<b>Carroll</b>	112	120	+ 7.1%	\$220,000	\$233,500	+ 6.1%	\$31.6	\$39.1	+ 23.7%	139	102	- 26.6%	109	125	+ 14.7%
Carroll Year-to-Date	450	474	+ 5.3%	\$205,000	\$222,900	+ 8.7%	\$134.0	\$150.5	+ 12.3%	151	125	- 17.2%	534	587	+ 9.9%
<b>Cheshire</b>	103	130	+ 26.2%	\$188,450	\$215,500	+ 14.4%	\$20.8	\$29.0	+ 39.4%	84	73	- 13.1%	96	129	+ 34.4%
Cheshire Year-to-Date	399	423	+ 6.0%	\$175,000	\$186,500	+ 6.6%	\$75.1	\$85.3	+ 13.6%	123	99	- 19.5%	473	520	+ 9.9%
<b>Coos</b>	43	48	+ 11.6%	\$95,000	\$103,600	+ 9.1%	\$4.7	\$5.6	+ 19.1%	180	134	- 25.6%	39	70	+ 79.5%
Coos Year-to-Date	201	193	- 4.0%	\$80,000	\$95,000	+ 18.8%	\$20.3	\$22.4	+ 10.3%	164	164	0.0%	221	244	+ 10.4%
<b>Grafton</b>	147	129	- 12.2%	\$195,000	\$217,000	+ 11.3%	\$40.5	\$33.8	- 16.5%	114	130	+ 14.0%	105	157	+ 49.5%
Grafton Year-to-Date	490	484	- 1.2%	\$192,787	\$200,000	+ 3.7%	\$127.5	\$125.6	- 1.5%	118	121	+ 2.5%	583	643	+ 10.3%
<b>Hillsborough</b>	553	529	- 4.3%	\$272,950	\$300,000	+ 9.9%	\$167.9	\$173.7	+ 3.5%	47	42	- 10.6%	512	523	+ 2.1%
Hillsborough Year-to-Date	2,113	2,006	- 5.1%	\$254,750	\$281,275	+ 10.4%	\$591.7	\$619.9	+ 4.8%	63	54	- 14.3%	2,568	2,491	- 3.0%
<b>Merrimack</b>	226	244	+ 8.0%	\$238,500	\$245,200	+ 2.8%	\$58.0	\$64.6	+ 11.4%	70	54	- 22.9%	185	223	+ 20.5%
Merrimack Year-to-Date	840	900	+ 7.1%	\$215,000	\$240,000	+ 11.6%	\$201.3	\$231.3	+ 14.9%	85	74	- 12.9%	1,021	1,102	+ 7.9%
<b>Rockingham</b>	484	495	+ 2.3%	\$333,575	\$370,000	+ 10.9%	\$182.3	\$201.9	+ 10.8%	49	45	- 8.2%	436	468	+ 7.3%
Rockingham Year-to-Date	1,869	1,677	- 10.3%	\$320,000	\$345,000	+ 7.8%	\$676.2	\$673.4	- 0.4%	68	57	- 16.2%	2,217	2,140	- 3.5%
<b>Strafford</b>	180	195	+ 8.3%	\$240,000	\$262,500	+ 9.4%	\$45.2	\$55.1	+ 21.9%	62	42	- 32.3%	164	201	+ 22.6%
Strafford Year-to-Date	742	724	- 2.4%	\$224,950	\$235,000	+ 4.5%	\$179.0	\$186.8	+ 4.4%	84	58	- 31.0%	856	942	+ 10.0%
<b>Sullivan</b>	65	66	+ 1.5%	\$159,900	\$218,000	+ 36.3%	\$11.7	\$20.2	+ 72.6%	158	121	- 23.4%	84	81	- 3.6%
Sullivan Year-to-Date	250	250	0.0%	\$155,000	\$169,000	+ 9.0%	\$49.2	\$54.9	+ 11.6%	151	129	- 14.6%	326	331	+ 1.5%
<b>Entire State</b>	2,027	2,097	+ 3.5%	\$256,200	\$279,900	+ 9.3%	\$594.1	\$673.7	+ 13.4%	72	62	- 13.9%	1,837	2,118	+ 15.3%
Entire State Year-to-Date	7,837	7,634	- 2.6%	\$244,337	\$264,000	+ 8.0%	\$2,195.4	\$2,308.7	+ 5.2%	88	76	- 13.6%	9,364	9,613	+ 2.7%

# 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		
	6-2016	6-2017	+ / -	6-2016	6-2017	+ / -	6-2016	6-2017	+ / -	6-2016	6-2017	+ / -	6-2016	6-2017	+ / -
<b>Belknap</b>	24	24	<b>0.0%</b>	\$154,002	\$178,800	<b>+ 16.1%</b>	\$5.0	\$5.8	<b>+ 16.0%</b>	88	90	<b>+ 2.3%</b>	31	23	<b>- 25.8%</b>
Belknap Year-to-Date	120	126	<b>+ 5.0%</b>	\$147,000	\$169,650	<b>+ 15.4%</b>	\$20.4	\$26.4	<b>+ 29.4%</b>	95	95	<b>0.0%</b>	141	139	<b>- 1.4%</b>
<b>Carroll</b>	22	21	<b>- 4.5%</b>	\$163,750	\$192,000	<b>+ 17.3%</b>	\$4.3	\$4.3	<b>0.0%</b>	83	129	<b>+ 55.4%</b>	25	21	<b>- 16.0%</b>
Carroll Year-to-Date	108	103	<b>- 4.6%</b>	\$167,500	\$173,000	<b>+ 3.3%</b>	\$20.4	\$21.2	<b>+ 3.9%</b>	121	106	<b>- 12.4%</b>	119	118	<b>- 0.8%</b>
<b>Cheshire</b>	13	9	<b>- 30.8%</b>	\$153,000	\$119,000	<b>- 22.2%</b>	\$2.2	\$1.1	<b>- 50.0%</b>	96	82	<b>- 14.6%</b>	9	6	<b>- 33.3%</b>
Cheshire Year-to-Date	24	30	<b>+ 25.0%</b>	\$140,500	\$139,500	<b>- 0.7%</b>	\$3.6	\$5.0	<b>+ 38.9%</b>	93	95	<b>+ 2.2%</b>	35	34	<b>- 2.9%</b>
<b>Coos</b>	9	8	<b>- 11.1%</b>	\$235,000	\$400,000	<b>+ 70.2%</b>	\$2.5	\$2.8	<b>+ 12.0%</b>	151	108	<b>- 28.5%</b>	12	10	<b>- 16.7%</b>
Coos Year-to-Date	9	8	<b>- 11.1%</b>	\$235,000	\$400,000	<b>+ 70.2%</b>	\$2.5	\$2.8	<b>+ 12.0%</b>	151	108	<b>- 28.5%</b>	12	10	<b>- 16.7%</b>
<b>Grafton</b>	44	55	<b>+ 25.0%</b>	\$186,250	\$149,000	<b>- 20.0%</b>	\$9.3	\$9.9	<b>+ 6.5%</b>	101	135	<b>+ 33.7%</b>	32	41	<b>+ 28.1%</b>
Grafton Year-to-Date	177	224	<b>+ 26.6%</b>	\$163,750	\$150,250	<b>- 8.2%</b>	\$32.5	\$39.3	<b>+ 20.9%</b>	153	138	<b>- 9.8%</b>	187	266	<b>+ 42.2%</b>
<b>Hillsborough</b>	172	181	<b>+ 5.2%</b>	\$169,700	\$187,000	<b>+ 10.2%</b>	\$32.5	\$39.4	<b>+ 21.2%</b>	37	43	<b>+ 16.2%</b>	150	185	<b>+ 23.3%</b>
Hillsborough Year-to-Date	668	718	<b>+ 7.5%</b>	\$172,000	\$180,000	<b>+ 4.7%</b>	\$131.0	\$148.5	<b>+ 13.4%</b>	47	45	<b>- 4.3%</b>	794	854	<b>+ 7.6%</b>
<b>Merrimack</b>	32	44	<b>+ 37.5%</b>	\$173,500	\$153,250	<b>- 11.7%</b>	\$6.0	\$7.0	<b>+ 16.7%</b>	44	72	<b>+ 63.6%</b>	36	41	<b>+ 13.9%</b>
Merrimack Year-to-Date	132	169	<b>+ 28.0%</b>	\$155,000	\$160,000	<b>+ 3.2%</b>	\$21.6	\$28.8	<b>+ 33.3%</b>	85	77	<b>- 9.4%</b>	162	192	<b>+ 18.5%</b>
<b>Rockingham</b>	176	168	<b>- 4.5%</b>	\$219,500	\$225,000	<b>+ 2.5%</b>	\$44.3	\$45.0	<b>+ 1.6%</b>	47	41	<b>- 12.8%</b>	144	147	<b>+ 2.1%</b>
Rockingham Year-to-Date	669	686	<b>+ 2.5%</b>	\$210,000	\$231,655	<b>+ 10.3%</b>	\$164.3	\$192.5	<b>+ 17.2%</b>	60	56	<b>- 6.7%</b>	786	775	<b>- 1.4%</b>
<b>Strafford</b>	23	20	<b>- 13.0%</b>	\$150,000	\$160,950	<b>+ 7.3%</b>	\$4.0	\$3.6	<b>- 10.0%</b>	50	34	<b>- 32.0%</b>	22	33	<b>+ 50.0%</b>
Strafford Year-to-Date	88	89	<b>+ 1.1%</b>	\$147,000	\$155,950	<b>+ 6.1%</b>	\$14.2	\$15.6	<b>+ 9.9%</b>	64	52	<b>- 18.8%</b>	109	118	<b>+ 8.3%</b>
<b>Sullivan</b>	3	3	<b>0.0%</b>	\$219,000	\$115,000	<b>- 47.5%</b>	\$0.7	\$0.7	<b>0.0%</b>	87	50	<b>- 42.5%</b>	3	4	<b>+ 33.3%</b>
Sullivan Year-to-Date	13	9	<b>- 30.8%</b>	\$128,000	\$115,000	<b>- 10.2%</b>	\$2.1	\$1.7	<b>- 19.0%</b>	87	155	<b>+ 78.2%</b>	13	13	<b>0.0%</b>
<b>Entire State</b>	510	527	<b>+ 3.3%</b>	\$184,900	\$189,900	<b>+ 2.7%</b>	\$108.3	\$117.7	<b>+ 8.7%</b>	53	61	<b>+ 15.1%</b>	455	502	<b>+ 10.3%</b>
Entire State Year-to-Date	2,008	2,162	<b>+ 7.7%</b>	\$178,000	\$185,000	<b>+ 3.9%</b>	\$412.5	\$481.9	<b>+ 16.8%</b>	72	68	<b>- 5.6%</b>	2,358	2,519	<b>+ 6.8%</b>