

# NH Monthly Indicators



## December 2014

It has been another recovery year in 2014 but not the same as 2013. With a broad pattern of rising prices and stable to improving inventory, the market has shifted from being drastically undersupplied to approaching equilibrium. Price gains are still positive but less robust than last year. The metrics to watch in 2015 include days on market, percent of list price received and absorption rates, as these can offer deeper and more meaningful insights into the future direction of housing.

New Listings were up 8.4 percent for single family homes and 6.4 percent for condo properties. Pending Sales increased 14.1 percent for single family homes and 6.3 percent for condo properties.

The Median Sales Price was up 3.3 percent to \$223,000 for single family homes but decreased 3.1 percent to \$155,000 for condo properties. Months Supply of Inventory decreased 12.2 percent for single family units and 16.2 percent for condo units.

Interest rates remained lower than anyone expected for the entire year. That trend snowballed with solid and accelerating private job growth to empower more consumers to buy homes. This coupled nicely on the governmental side with mortgage debt forgiveness and interest deduction preservation. Student loan debt, sluggish wage growth and a lack of sufficient mortgage liquidity still remain hurdles to greater recovery.

## Monthly Snapshot

**+ 11.3%**      **+ 3.3%**      **+ 17.0%**

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

Residential real estate activity in New Hampshire. A Research Tool Provided by the New Hampshire Association of 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	12-2013	12-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
<b>Closed Sales</b>		1,074	<b>1,195</b>	+ 11.3%	14,267	<b>14,208</b>	- 0.4%
<b>Median Sales Price</b>		\$215,900	<b>\$223,000</b>	+ 3.3%	\$220,000	<b>\$227,500</b>	+ 3.4%
<b>\$ Volume of Closed Sales (in millions)</b>		\$266.8	<b>\$312.1</b>	+ 17.0%	\$3,640.1	<b>\$3,809.8</b>	+ 4.7%
<b>Days on Market</b>		105	<b>106</b>	+ 1.0%	100	<b>95</b>	- 5.0%
<b>Pending Sales</b>		929	<b>1,060</b>	+ 14.1%	14,186	<b>14,205</b>	+ 0.1%
<b>Months Supply</b>		8.2	<b>7.2</b>	- 12.2%	--	--	--
<b>New Listings</b>		853	<b>925</b>	+ 8.4%	24,849	<b>25,137</b>	+ 1.2%
<b>Homes for Sale</b>		9,644	<b>8,516</b>	- 11.7%	--	--	--
<b>Pct. of List Price Received</b>		95.2%	<b>96.2%</b>	+ 1.1%	96.0%	<b>96.4%</b>	+ 0.4%
<b>Affordability Index</b>		174	<b>176</b>	+ 1.1%	170	<b>172</b>	+ 1.2%

# NH Condo Activity Overview

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



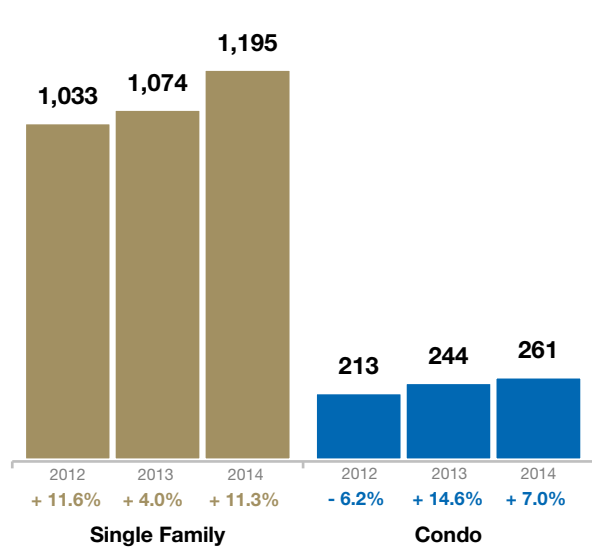
Key Metrics	Historical Sparkbars	12-2013	12-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
<b>Closed Sales</b>		244	<b>261</b>	+ 7.0%	3,533	<b>3,542</b>	+ 0.3%
<b>Median Sales Price</b>		\$160,000	<b>\$155,000</b>	- 3.1%	\$161,000	<b>\$168,000</b>	+ 4.3%
<b>\$ Volume of Closed Sales (in millions)</b>		\$44.8	<b>\$49.6</b>	+ 10.7%	\$651.7	<b>\$684.3</b>	+ 5.0%
<b>Days on Market</b>		115	<b>97</b>	- 15.7%	111	<b>95</b>	- 14.4%
<b>Pending Sales</b>		222	<b>236</b>	+ 6.3%	3,505	<b>3,596</b>	+ 2.6%
<b>Months Supply</b>		6.8	<b>5.7</b>	- 16.2%	--	--	--
<b>New Listings</b>		203	<b>216</b>	+ 6.4%	5,353	<b>5,391</b>	+ 0.7%
<b>Homes for Sale</b>		1,998	<b>1,704</b>	- 14.7%	--	--	--
<b>Pct. of List Price Received</b>		96.5%	<b>95.7%</b>	- 0.8%	96.3%	<b>96.8%</b>	+ 0.5%
<b>Affordability Index</b>		234	<b>253</b>	+ 8.1%	233	<b>233</b>	0.0%

# NH Closed Sales

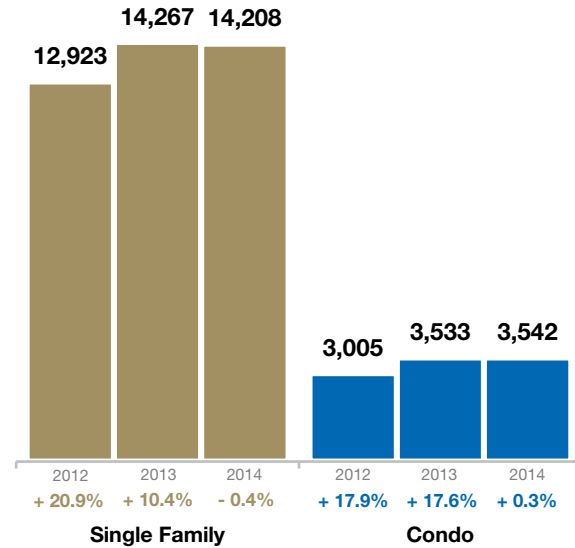
A count of the actual sales that closed in a given month.



## December

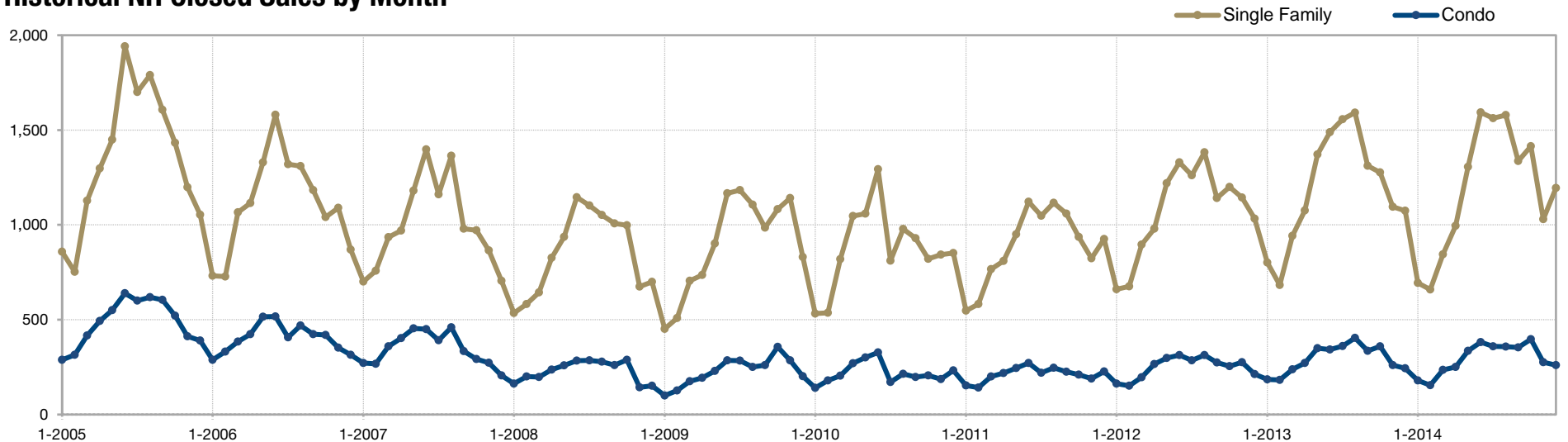


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2014	694	-13.4%	180	-2.7%
Feb-2014	659	-3.5%	155	-14.8%
Mar-2014	844	-10.4%	236	-0.8%
Apr-2014	995	-7.5%	250	-8.1%
May-2014	1,306	-4.7%	335	-4.0%
Jun-2014	1,593	+7.1%	381	+11.1%
Jul-2014	1,562	+0.3%	359	-0.6%
Aug-2014	1,579	-0.8%	358	-11.4%
Sep-2014	1,337	+2.0%	354	+5.4%
Oct-2014	1,414	+10.7%	397	+10.6%
Nov-2014	1,030	-5.9%	276	+6.2%
<b>Dec-2014</b>	<b>1,195</b>	<b>+11.3%</b>	<b>261</b>	<b>+7.0%</b>
12-Month Avg	1,184	-0.4%	295	+0.3%

## Historical NH Closed Sales by Month

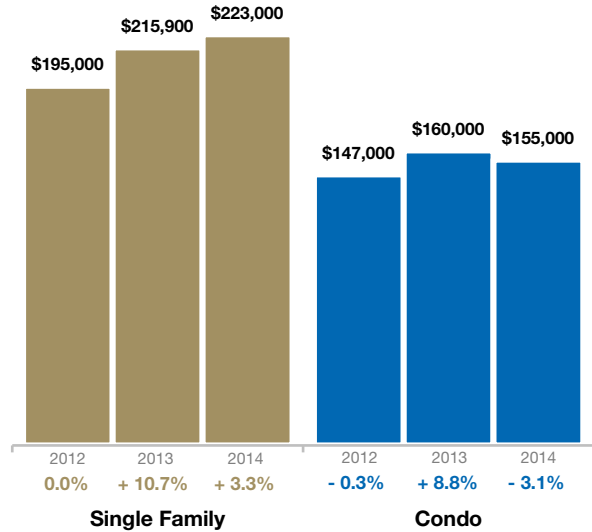


# NH Median Sales Price

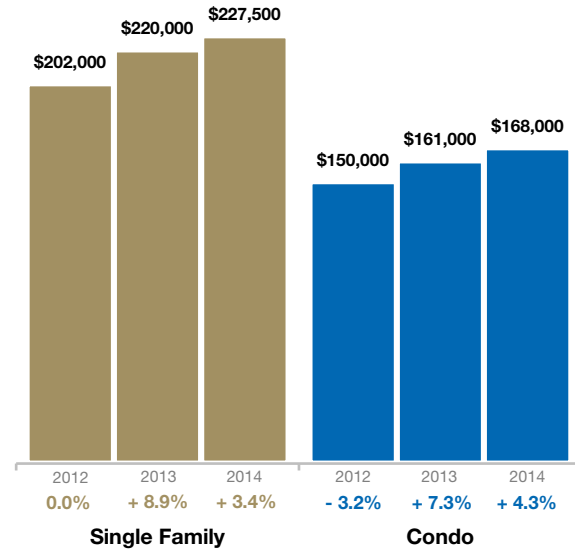
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



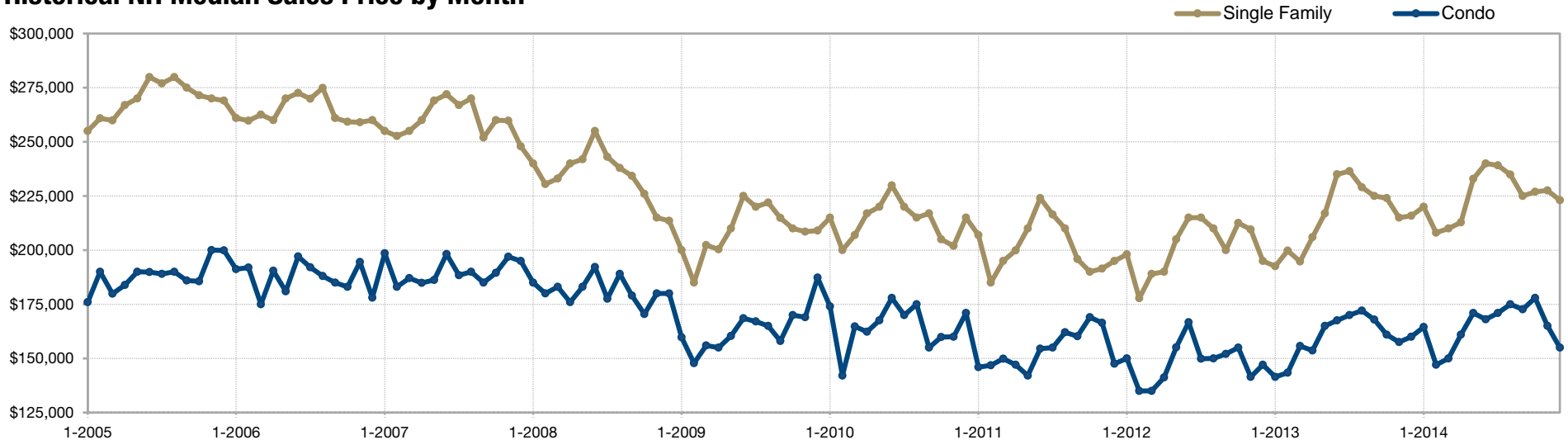
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2014	\$220,000	+14.3%	\$164,500	+16.3%
Feb-2014	\$208,000	+4.2%	\$147,000	+2.5%
Mar-2014	\$210,000	+7.9%	\$150,000	-3.7%
Apr-2014	\$212,750	+3.3%	\$161,000	+4.7%
May-2014	\$232,890	+7.3%	\$171,000	+3.6%
Jun-2014	\$240,000	+2.1%	\$168,000	+0.2%
Jul-2014	\$239,150	+1.2%	\$171,000	+0.6%
Aug-2014	\$234,900	+2.6%	\$174,950	+1.7%
Sep-2014	\$225,000	0.0%	\$172,665	+2.8%
Oct-2014	\$227,000	+1.3%	\$177,900	+10.5%
Nov-2014	\$227,500	+5.8%	\$165,000	+4.8%
<b>Dec-2014</b>	<b>\$223,000</b>	<b>+3.3%</b>	<b>\$155,000</b>	<b>-3.1%</b>
12-Month Avg*	\$227,500	+3.4%	\$168,000	+4.3%

\* Median Sales Price for all properties from January 2014 through December 2014. This is not the average of the individual figures above.

## Historical NH Median Sales Price by Month

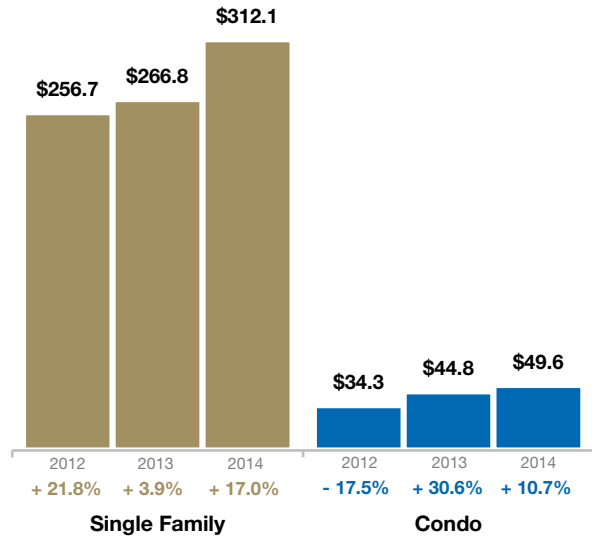


# NH \$ Volume of Closed Sales

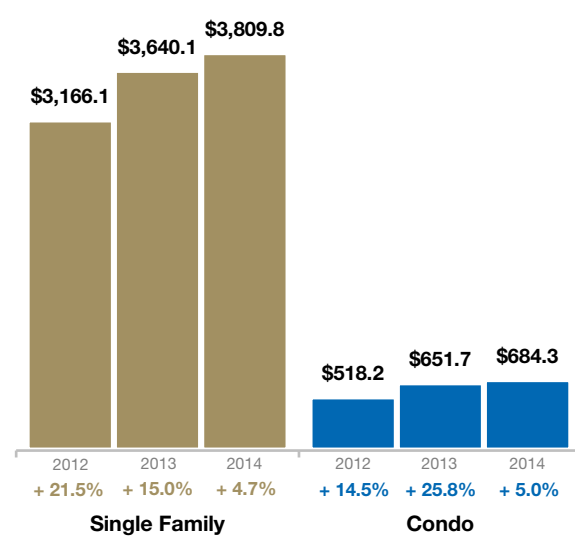
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



## December



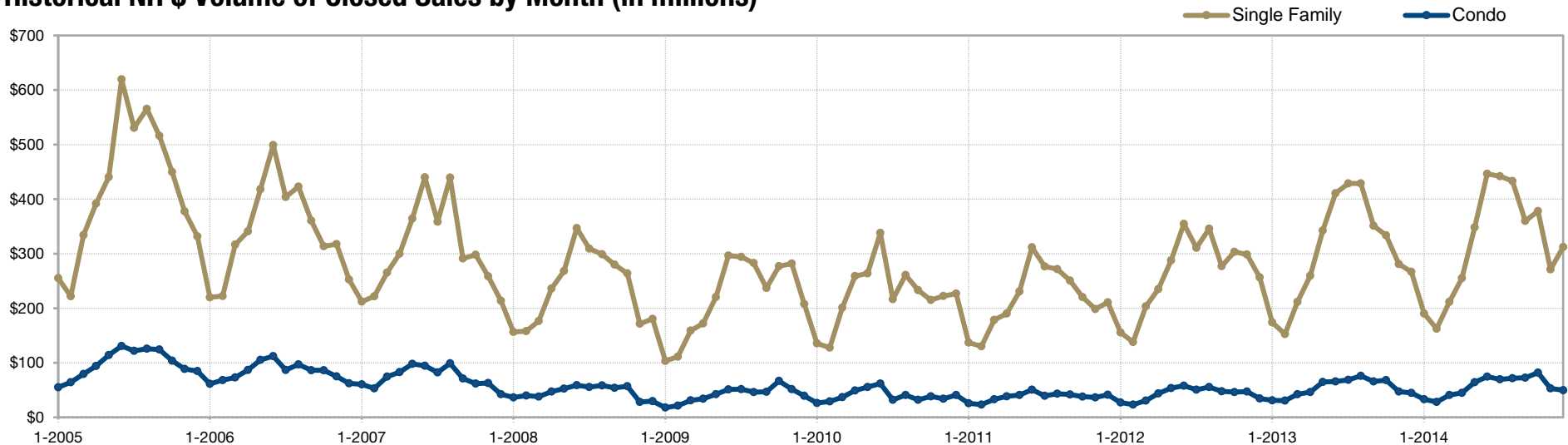
## Year to Date



\$ Volume of Closed Sales (in millions)	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2014	\$190.0	+9.0%	\$33.0	+6.5%
Feb-2014	\$162.2	+6.4%	\$28.1	-8.5%
Mar-2014	\$211.8	+0.0%	\$40.9	-3.8%
Apr-2014	\$255.1	-1.7%	\$45.0	-3.0%
May-2014	\$348.4	+1.8%	\$64.4	-0.5%
Jun-2014	\$446.4	+8.7%	\$74.5	+13.4%
Jul-2014	\$441.7	+3.1%	\$69.6	+1.5%
Aug-2014	\$432.9	+1.0%	\$71.7	-5.8%
Sep-2014	\$360.2	+2.7%	\$72.5	+10.5%
Oct-2014	\$378.1	+13.4%	\$81.7	+19.4%
Nov-2014	\$271.0	-3.5%	\$53.3	+12.7%
<b>Dec-2014</b>	<b>\$312.1</b>	<b>+17.0%</b>	<b>\$49.6</b>	<b>+10.7%</b>
12-Month Avg*	\$317.5	+4.7%	\$57.0	+5.0%

\* \$ Volume of Closed Sales (in millions) for all properties from January 2014 through December 2014. This is not the average of the individual figures above.

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

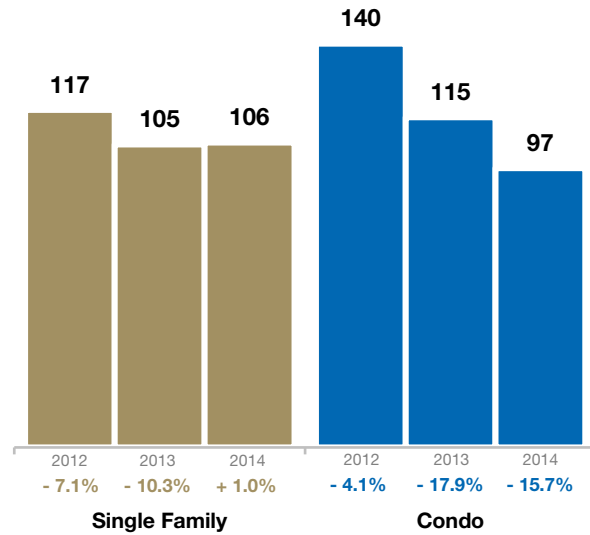


# NH Days on Market

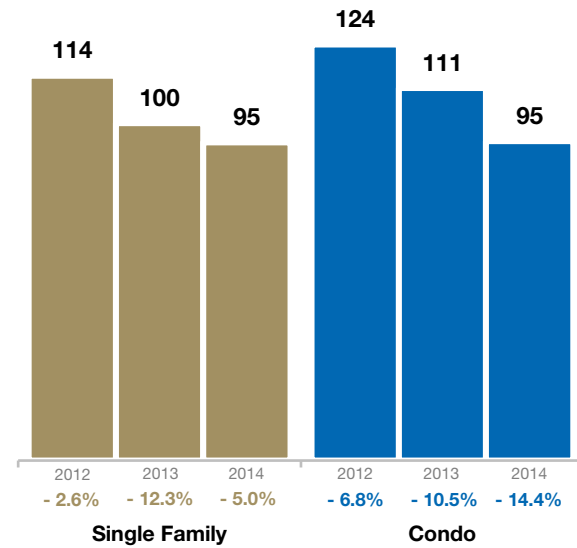
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December



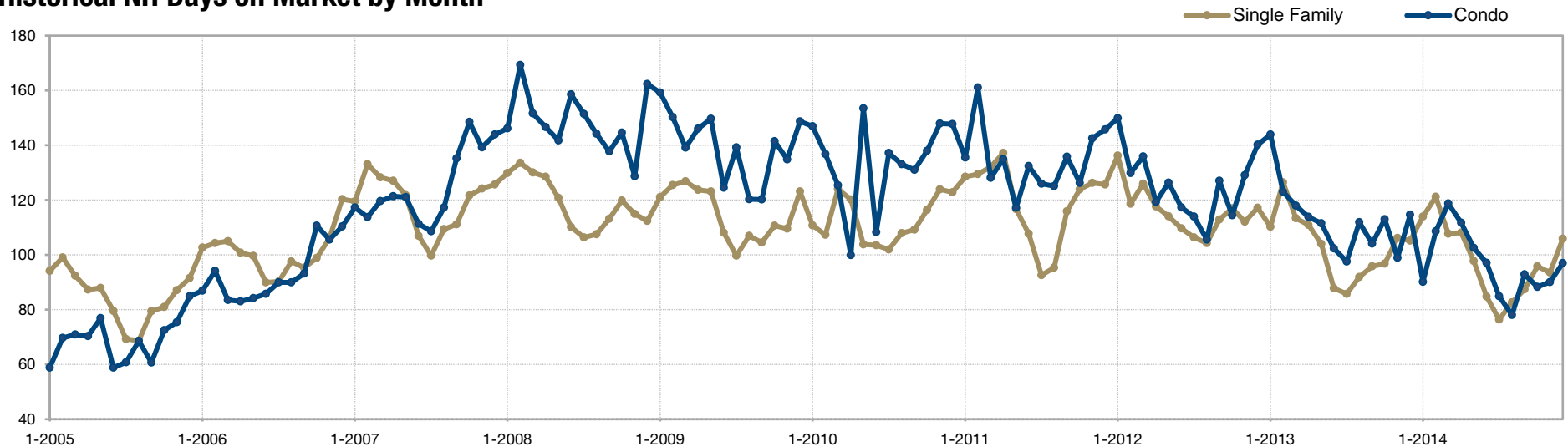
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2014	114	+3.6%	90	-37.5%
Feb-2014	121	-4.0%	109	-11.4%
Mar-2014	108	-4.4%	119	+0.8%
Apr-2014	108	-2.7%	112	-1.8%
May-2014	98	-5.8%	102	-8.1%
Jun-2014	85	-3.4%	97	-4.9%
Jul-2014	76	-11.6%	85	-13.3%
Aug-2014	83	-9.8%	78	-30.4%
Sep-2014	87	-9.4%	93	-10.6%
Oct-2014	96	-1.0%	88	-22.1%
Nov-2014	94	-11.3%	90	-9.1%
<b>Dec-2014</b>	<b>106</b>	<b>+1.0%</b>	<b>97</b>	<b>-15.7%</b>
12-Month Avg*	95	-5.7%	95	-14.2%

\* Days on Market for all properties from January 2014 through December 2014. This is not the average of the individual figures above.

## Historical NH Days on Market by Month

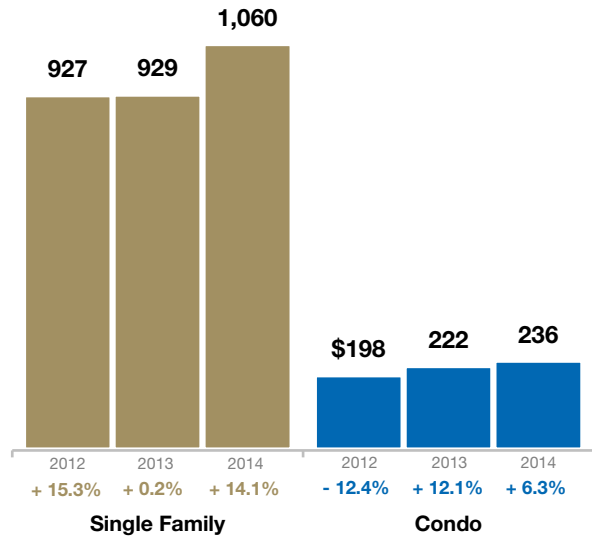


# NH Pending Sales

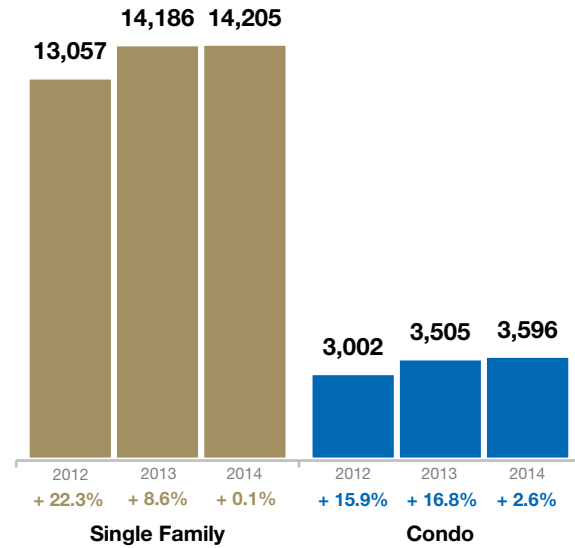
A count of the properties on which offers have been accepted in a given month.



## December

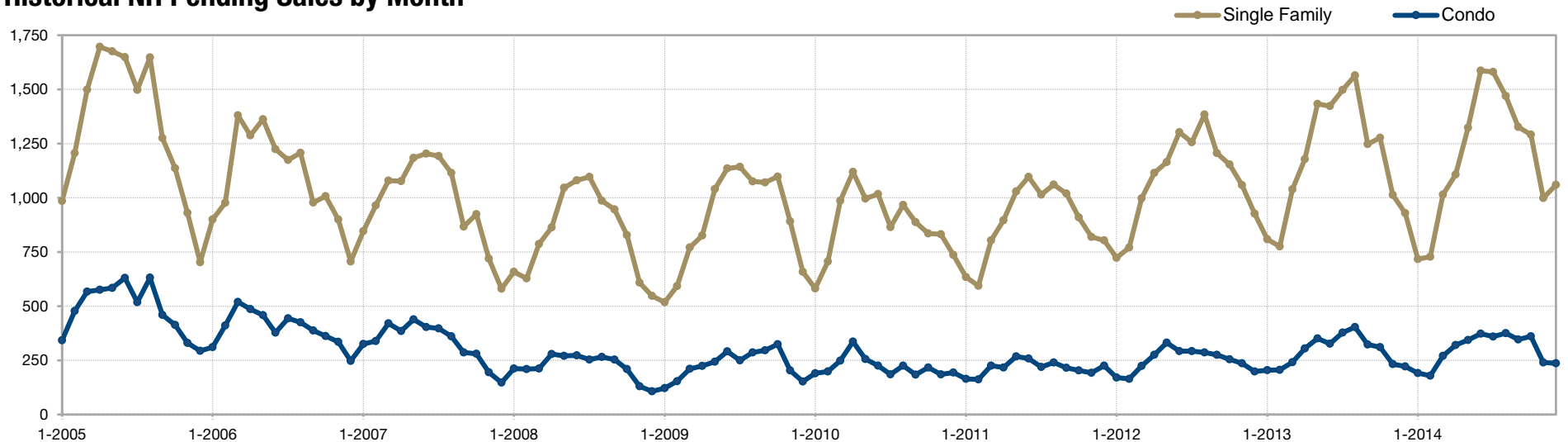


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2014	717	-11.3%	191	-6.8%
Feb-2014	728	-6.2%	179	-13.1%
Mar-2014	1,015	-2.3%	271	+12.4%
Apr-2014	1,107	-6.0%	320	+4.9%
May-2014	1,323	-7.7%	344	-2.0%
Jun-2014	1,586	+11.5%	373	+14.1%
Jul-2014	1,581	+5.6%	360	-4.8%
Aug-2014	1,470	-6.1%	375	-6.9%
Sep-2014	1,327	+6.3%	346	+7.1%
Oct-2014	1,292	+1.2%	361	+16.1%
Nov-2014	999	-1.4%	240	+3.0%
<b>Dec-2014</b>	<b>1,060</b>	<b>+14.1%</b>	<b>236</b>	<b>+6.3%</b>
12-Month Avg	1,184	+0.1%	300	+2.6%

## Historical NH Pending Sales by Month



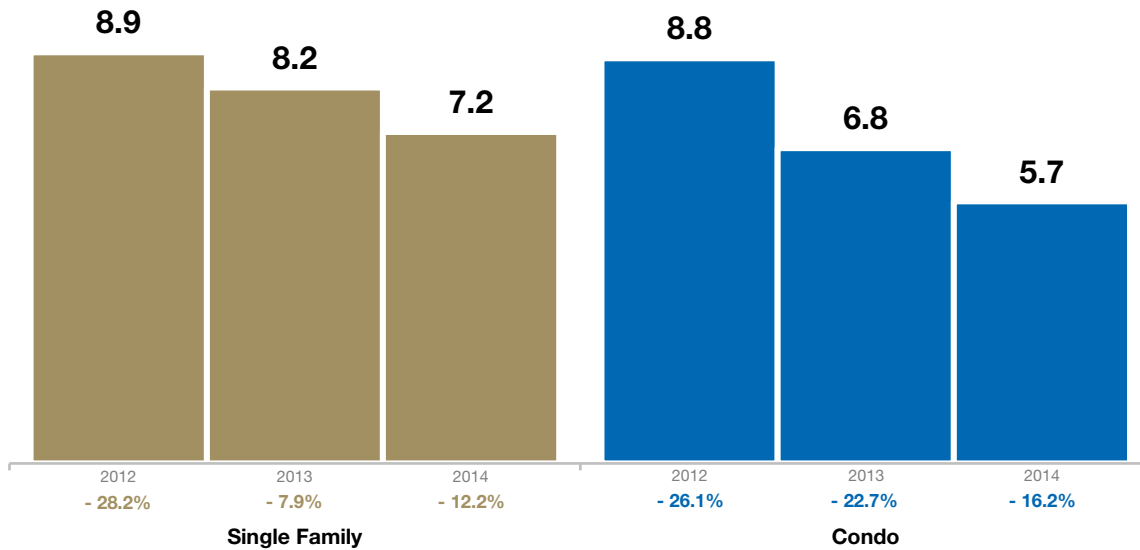


# NH Months Supply of Inventory

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.



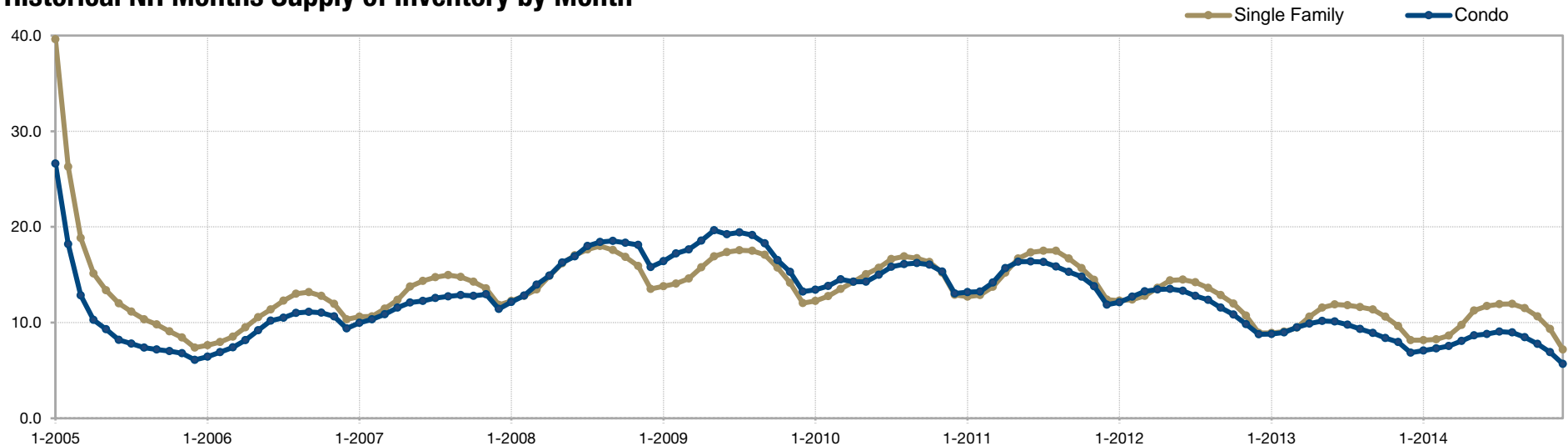
## December



Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2014	8.2	-7.9%	7.1	-19.3%
Feb-2014	8.3	-8.8%	7.3	-18.9%
Mar-2014	8.6	-9.5%	7.5	-21.1%
Apr-2014	9.8	-7.5%	8.1	-18.2%
May-2014	11.3	-2.6%	8.7	-14.7%
Jun-2014	11.7	-1.7%	8.8	-12.9%
Jul-2014	11.9	+0.8%	9.1	-7.1%
Aug-2014	12.0	+3.4%	9.0	-3.2%
Sep-2014	11.5	+0.9%	8.5	-4.5%
Oct-2014	10.6	0.0%	7.8	-7.1%
Nov-2014	9.3	-4.1%	6.9	-13.8%
<b>Dec-2014</b>	<b>7.2</b>	<b>-12.2%</b>	<b>5.7</b>	<b>-16.2%</b>
12-Month Avg*	10.0	-3.5%	7.9	-13.2%

\* Months Supply for all properties from January 2014 through December 2014. This is not the average of the individual figures above.

## Historical NH Months Supply of Inventory by Month

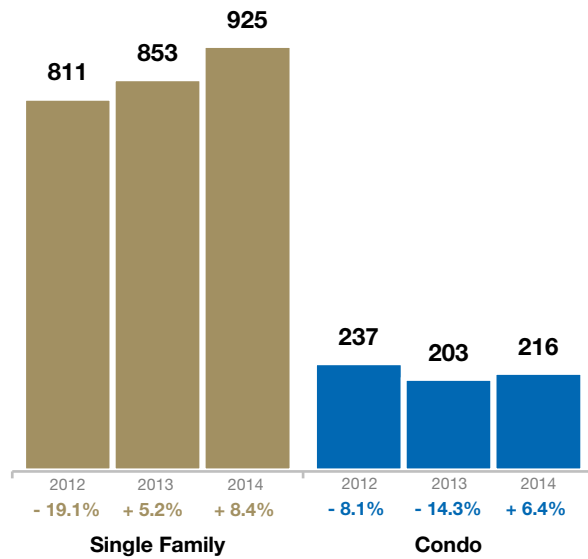


# NH New Listings

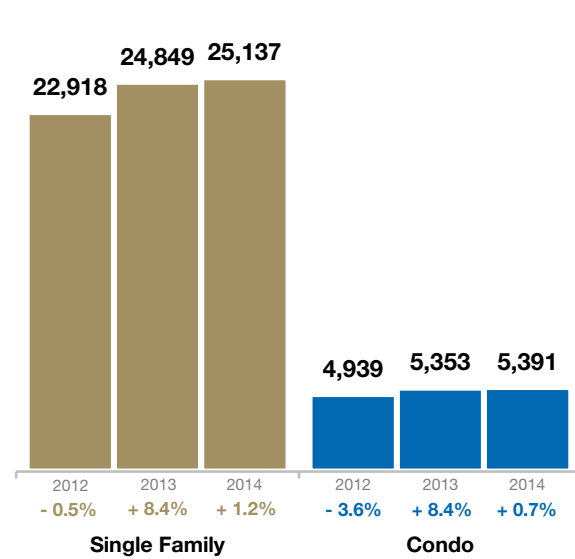
A count of the properties that have been newly listed on the market in a given month.



## December

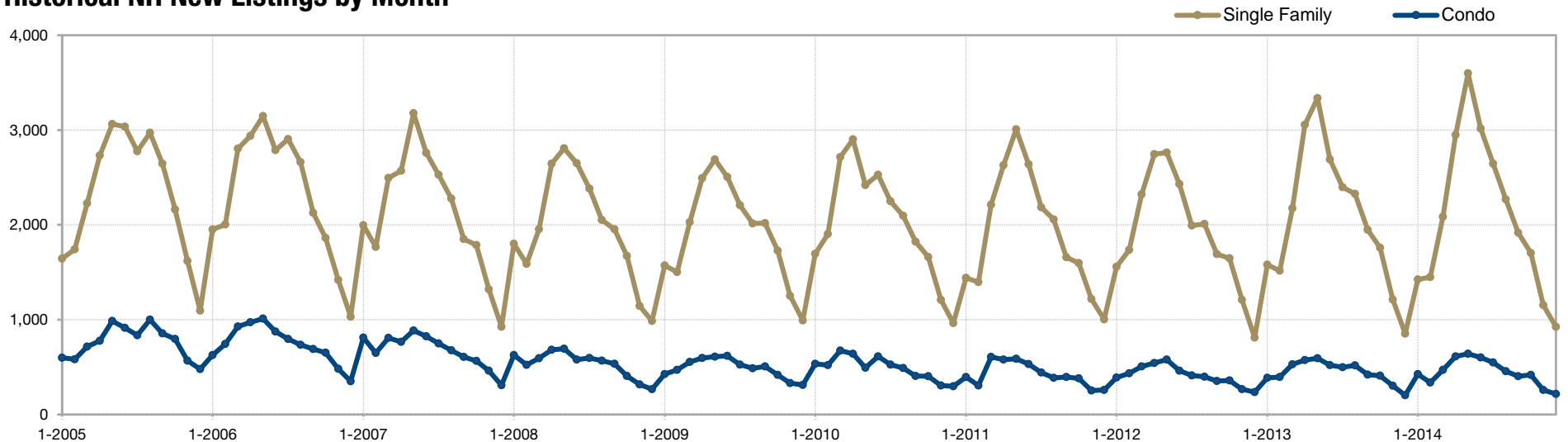


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2014	1,424	-9.9%	425	+9.8%
Feb-2014	1,448	-4.5%	338	-14.4%
Mar-2014	2,086	-4.1%	471	-11.1%
Apr-2014	2,949	-3.5%	613	+6.8%
May-2014	3,598	+7.8%	640	+7.7%
Jun-2014	3,016	+12.1%	602	+15.3%
Jul-2014	2,646	+10.4%	549	+10.0%
Aug-2014	2,269	-2.5%	457	-11.8%
Sep-2014	1,918	-1.5%	404	-4.0%
Oct-2014	1,704	-3.1%	418	+2.5%
Nov-2014	1,154	-4.9%	258	-14.6%
<b>Dec-2014</b>	<b>925</b>	<b>+8.4%</b>	<b>216</b>	<b>+6.4%</b>
12-Month Avg	2,071	+1.2%	446	+0.7%

## Historical NH New Listings by Month

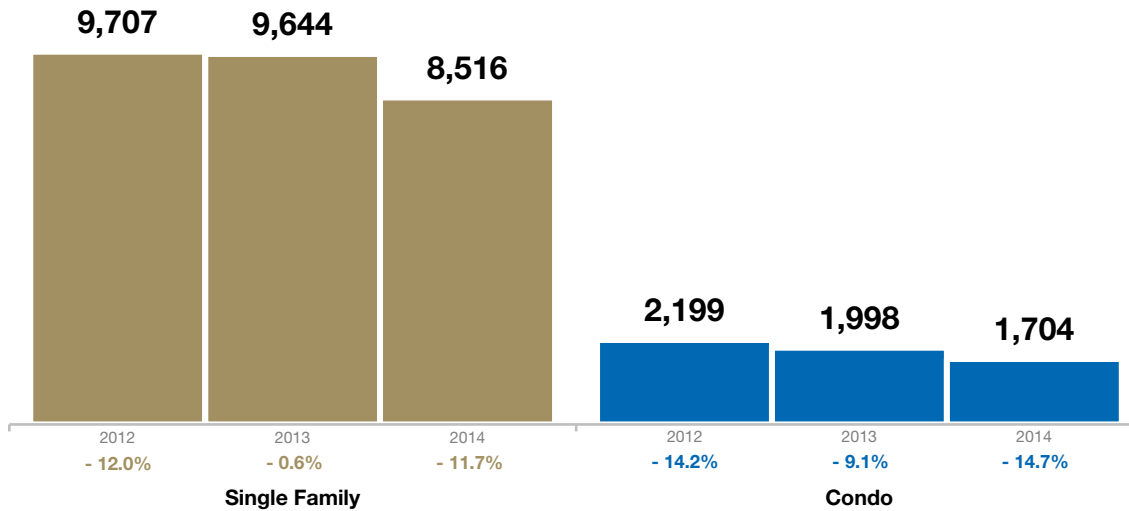


# NH Inventory of Homes for Sale

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

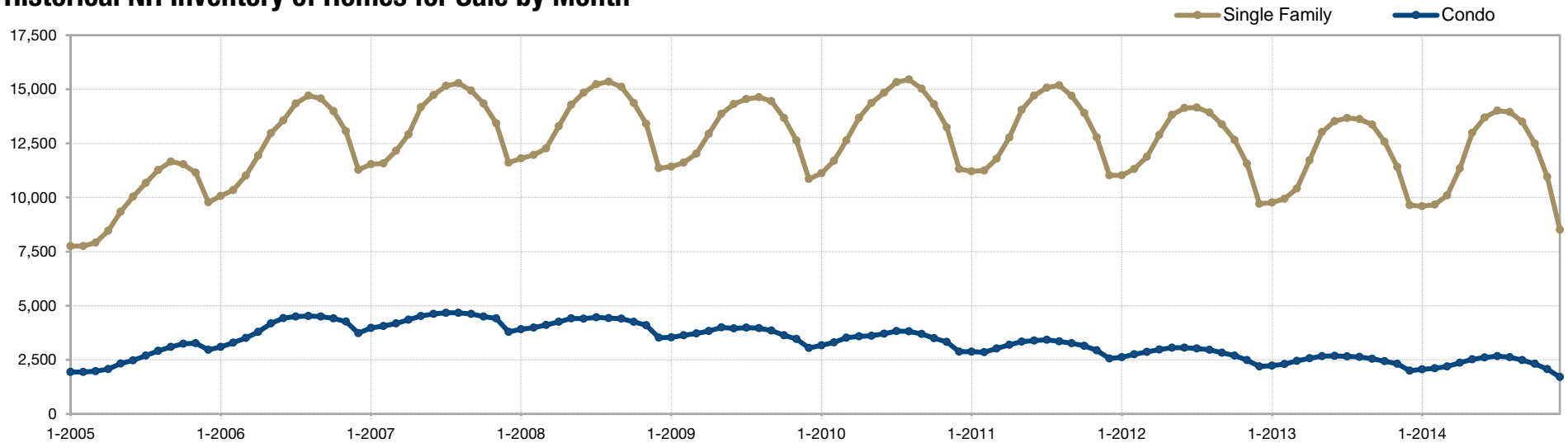


## December



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2014	9,591	-1.8%	2,056	-7.8%
Feb-2014	9,669	-2.7%	2,105	-8.4%
Mar-2014	10,102	-3.0%	2,197	-10.4%
Apr-2014	11,341	-3.2%	2,359	-8.4%
May-2014	12,987	-0.3%	2,527	-5.2%
Jun-2014	13,692	+1.2%	2,604	-2.8%
Jul-2014	14,012	+2.5%	2,665	+0.3%
Aug-2014	13,951	+2.4%	2,619	-0.5%
Sep-2014	13,495	+1.0%	2,491	-2.2%
Oct-2014	12,482	-0.7%	2,319	-4.7%
Nov-2014	10,955	-4.0%	2,066	-10.7%
<b>Dec-2014</b>	<b>8,516</b>	<b>-11.7%</b>	<b>1,704</b>	<b>-14.7%</b>
12-Month Avg	11,733	-1.3%	2,309	-6.0%

## Historical NH Inventory of Homes for Sale by Month



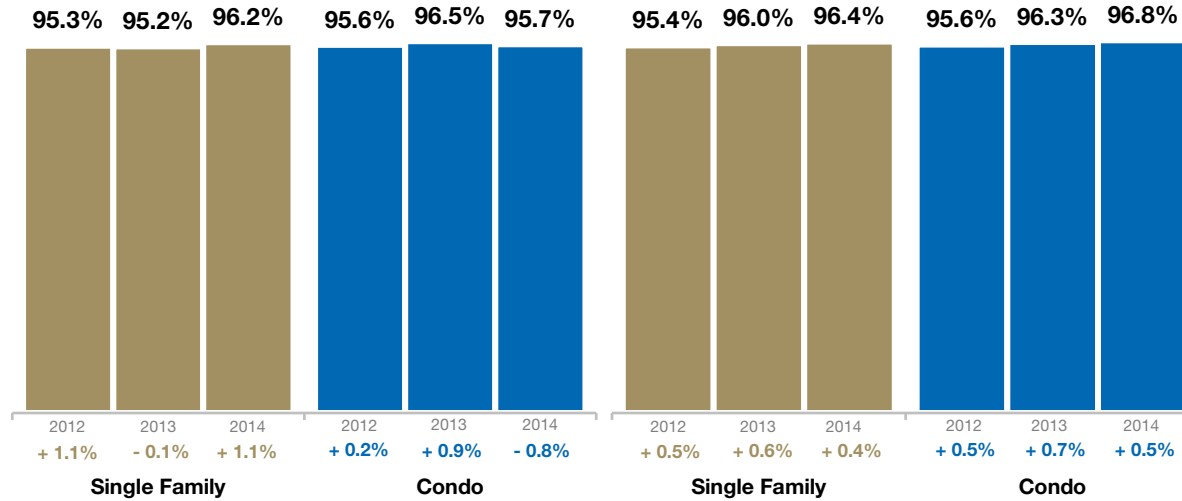
# NH Percent of List Price Received



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.

## December

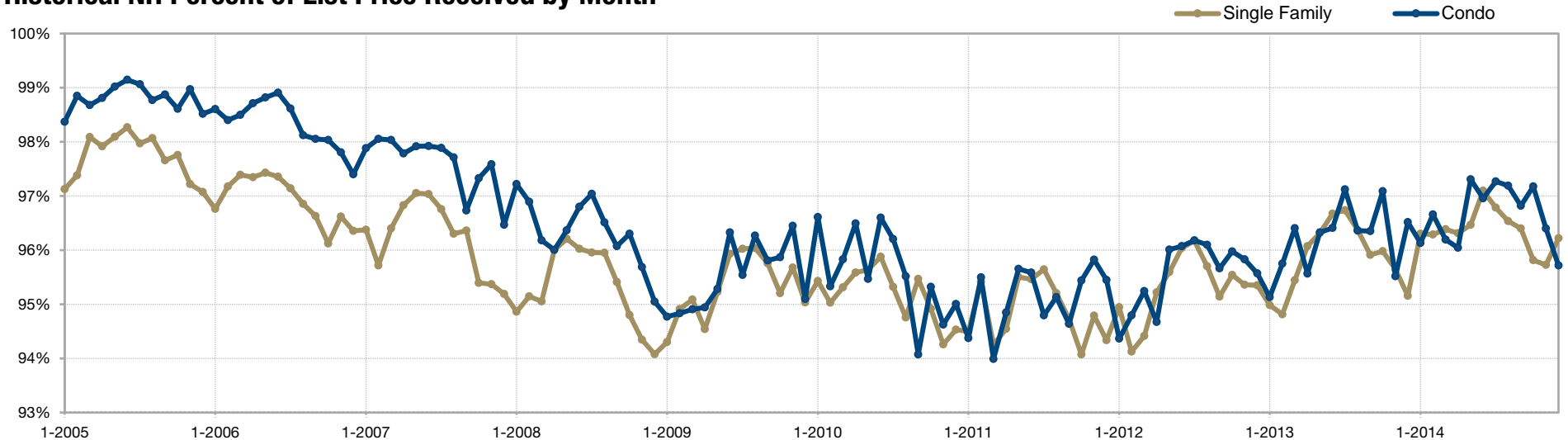
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2014	96.3%	+1.4%	96.1%	+1.1%
Feb-2014	96.3%	+1.6%	96.7%	+0.9%
Mar-2014	96.4%	+1.0%	96.2%	-0.2%
Apr-2014	96.3%	+0.2%	96.0%	+0.4%
May-2014	96.5%	+0.2%	97.3%	+1.0%
Jun-2014	97.1%	+0.4%	97.0%	+0.6%
Jul-2014	96.8%	+0.1%	97.3%	+0.2%
Aug-2014	96.5%	+0.1%	97.2%	+0.8%
Sep-2014	96.4%	+0.5%	96.8%	+0.4%
Oct-2014	95.8%	-0.2%	97.2%	+0.1%
Nov-2014	95.7%	+0.1%	96.4%	+0.9%
<b>Dec-2014</b>	<b>96.2%</b>	<b>+1.1%</b>	<b>95.7%</b>	<b>-0.8%</b>
12-Month Avg*	96.4%	+0.4%	96.8%	+0.5%

\* Pct. of List Price Received for all properties from January 2014 through December 2014. This is not the average of the individual figures above.

## Historical NH Percent of List Price Received by Month

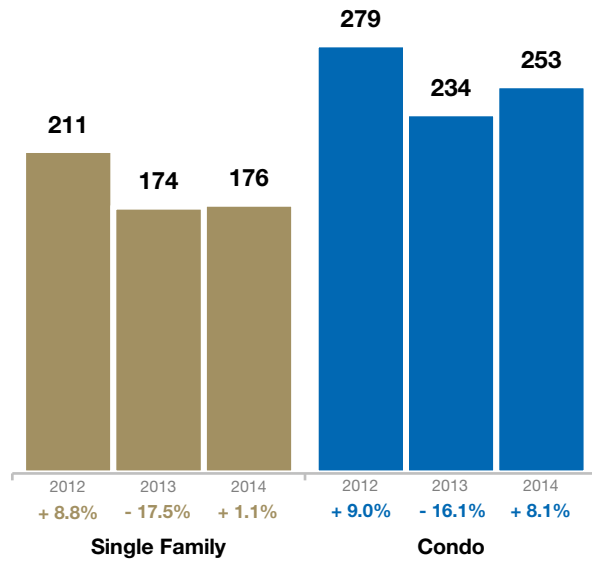


# NH Housing Affordability Index

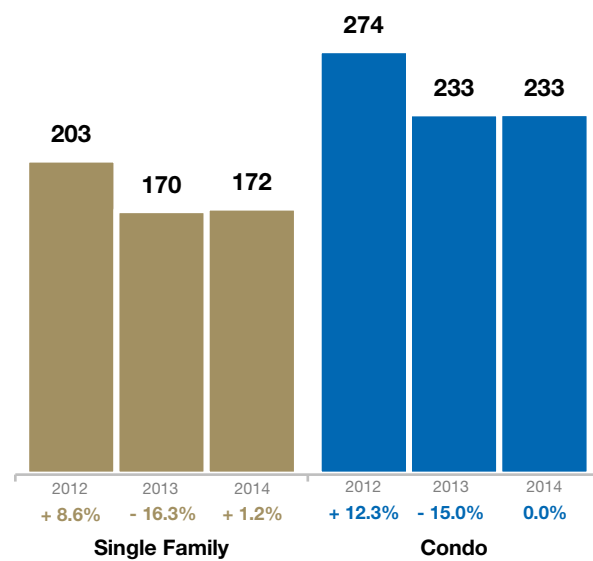


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## December



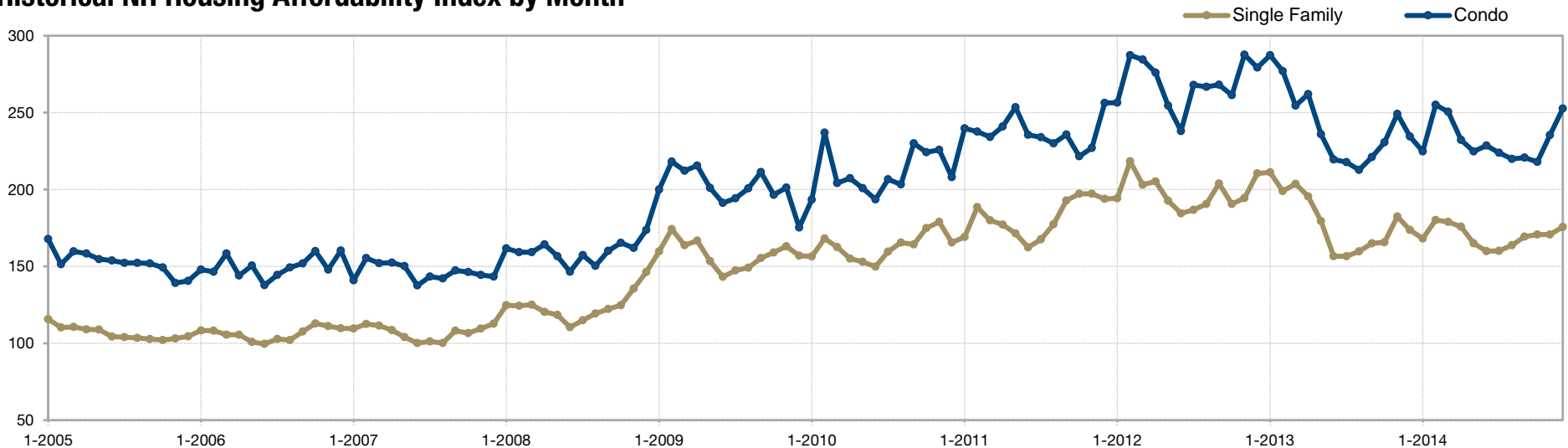
## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jan-2014	168	-20.4%	225	-21.6%
Feb-2014	180	-9.5%	255	-7.9%
Mar-2014	179	-12.3%	251	-1.2%
Apr-2014	176	-10.2%	232	-11.5%
May-2014	165	-7.8%	225	-4.7%
Jun-2014	160	+1.9%	229	+4.6%
Jul-2014	160	+1.9%	224	+2.8%
Aug-2014	164	+2.5%	220	+3.3%
Sep-2014	169	+2.4%	221	0.0%
Oct-2014	171	+3.0%	218	-5.6%
Nov-2014	171	-6.0%	235	-5.6%
<b>Dec-2014</b>	<b>176</b>	<b>+1.1%</b>	<b>253</b>	<b>+8.1%</b>
12-Month Avg*	170	-1.7%	179	+4.6%

\* Affordability Index for all properties from January 2014 through December 2014. 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	12-2013	12-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
<b>Closed Sales</b>		1,390	<b>1,524</b>	+ 9.6%	18,750	<b>18,792</b>	+ 0.2%
<b>Median Sales Price</b>		\$198,650	<b>\$208,000</b>	+ 4.7%	\$199,900	<b>\$208,500</b>	+ 4.3%
<b>\$ Volume of Closed Sales (in millions)</b>		\$315.4	<b>\$366.5</b>	+ 16.2%	\$4,335.1	<b>\$4,548.5</b>	+ 4.9%
<b>Days on Market</b>		106	<b>104</b>	- 1.9%	103	<b>95</b>	- 7.8%
<b>Pending Sales</b>		1,203	<b>1,359</b>	+ 13.0%	18,637	<b>18,852</b>	+ 1.2%
<b>Months Supply</b>		7.9	<b>6.8</b>	- 13.9%	--	--	--
<b>New Listings</b>		1,131	<b>1,212</b>	+ 7.2%	31,765	<b>32,105</b>	+ 1.1%
<b>Homes for Sale</b>		12,252	<b>10,737</b>	- 12.4%	--	--	--
<b>Pct. of List Price Received</b>		95.2%	<b>95.9%</b>	+ 0.7%	95.7%	<b>96.2%</b>	+ 0.5%
<b>Affordability Index</b>		189	<b>188</b>	- 0.3%	188	<b>188</b>	+ 0.1%

# 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		
	12-2013	12-2014	+ / -	12-2013	12-2014	+ / -	12-2013	12-2014	+ / -	12-2013	12-2014	+ / -	12-2013	12-2014	+ / -
<b>Belknap</b>	65	68	+ 4.6%	\$172,400	\$200,000	+ 16.0%	\$13.4	\$17.2	+ 28.4%	107	136	+ 27.1%	67	59	- 11.9%
Belknap Year-to-Date	902	849	- 5.9%	\$185,000	\$200,000	+ 8.1%	\$240.1	\$244.5	+ 1.8%	126	114	- 9.5%	910	829	- 8.9%
<b>Carroll</b>	60	95	+ 58.3%	\$185,500	\$192,000	+ 3.5%	\$16.0	\$28.5	+ 77.4%	175	160	- 8.6%	63	89	+ 41.3%
Carroll Year-to-Date	925	930	+ 0.5%	\$184,000	\$185,400	+ 0.8%	\$254.6	\$263.5	+ 3.5%	142	139	- 2.1%	922	929	+ 0.8%
<b>Cheshire</b>	55	56	+ 1.8%	\$170,000	\$175,300	+ 3.1%	\$10.6	\$11.8	+ 11.8%	114	147	+ 28.9%	41	62	+ 51.2%
Cheshire Year-to-Date	738	736	- 0.3%	\$159,000	\$165,000	+ 3.8%	\$134.5	\$146.6	+ 9.0%	124	118	- 4.8%	721	751	+ 4.2%
<b>Coos</b>	21	34	+ 61.9%	\$83,000	\$85,000	+ 2.4%	\$2.8	\$3.3	+ 16.8%	164	156	- 4.9%	20	26	+ 30.0%
Coos Year-to-Date	358	365	+ 2.0%	\$83,000	\$80,000	- 3.6%	\$39.3	\$36.8	- 6.4%	177	174	- 1.7%	351	366	+ 4.3%
<b>Grafton</b>	85	90	+ 5.9%	\$165,300	\$175,500	+ 6.2%	\$18.0	\$18.0	+ 0.0%	146	142	- 2.7%	74	83	+ 12.2%
Grafton Year-to-Date	946	895	- 5.4%	\$179,000	\$178,750	- 0.1%	\$220.5	\$225.6	+ 2.3%	132	132	0.0%	943	896	- 5.0%
<b>Hillsborough</b>	283	301	+ 6.4%	\$222,000	\$232,000	+ 4.5%	\$66.8	\$77.8	+ 16.4%	85	84	- 1.2%	228	257	+ 12.7%
Hillsborough Year-to-Date	3,612	3,656	+ 1.2%	\$230,000	\$233,000	+ 1.3%	\$917.8	\$946.1	+ 3.1%	74	72	- 2.7%	3,558	3,658	+ 2.8%
<b>Merrimack</b>	137	127	- 7.3%	\$195,000	\$185,000	- 5.1%	\$32.6	\$28.0	- 14.2%	91	112	+ 23.1%	108	124	+ 14.8%
Merrimack Year-to-Date	1,573	1,581	+ 0.5%	\$196,500	\$212,500	+ 8.1%	\$348.3	\$389.8	+ 11.9%	99	100	+ 1.0%	1,561	1,585	+ 1.5%
<b>Rockingham</b>	246	283	+ 15.0%	\$291,500	\$285,000	- 2.2%	\$81.3	\$95.2	+ 17.1%	91	70	- 23.1%	232	248	+ 6.9%
Rockingham Year-to-Date	3,464	3,460	- 0.1%	\$275,000	\$289,900	+ 5.4%	\$1,114.5	\$1,158.8	+ 4.0%	86	73	- 15.1%	3,476	3,458	- 0.5%
<b>Strafford</b>	82	107	+ 30.5%	\$208,875	\$206,000	- 1.4%	\$18.1	\$25.3	+ 39.9%	117	108	- 7.7%	69	87	+ 26.1%
Strafford Year-to-Date	1,238	1,287	+ 4.0%	\$199,950	\$210,000	+ 5.0%	\$272.5	\$302.6	+ 11.1%	91	90	- 1.1%	1,229	1,291	+ 5.0%
<b>Sullivan</b>	40	34	- 15.0%	\$133,900	\$126,250	- 5.7%	\$7.2	\$7.1	- 1.9%	123	152	+ 23.6%	27	25	- 7.4%
Sullivan Year-to-Date	511	449	- 12.1%	\$142,000	\$149,500	+ 5.3%	\$97.9	\$95.6	- 2.3%	143	134	- 6.3%	515	442	- 14.2%
<b>Entire State</b>	1,074	1,195	+ 11.3%	\$215,900	\$223,000	+ 3.3%	\$266.8	\$312.1	+ 17.0%	105	106	+ 1.0%	929	1,060	+ 14.1%
Entire State Year-to-Date	14,267	14,208	- 0.4%	\$220,000	\$227,500	+ 3.4%	\$3,640.1	\$3,809.8	+ 4.7%	100	95	- 5.0%	14,186	14,205	+ 0.1%

# 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		
	12-2013	12-2014	+ / -	12-2013	12-2014	+ / -	12-2013	12-2014	+ / -	12-2013	12-2014	+ / -	12-2013	12-2014	+ / -
<b>Belknap</b>	9	13	+ 44.4%	\$73,000	\$99,000	+ 35.6%	\$1.5	\$2.6	+ 74.3%	160	202	+ 26.3%	11	11	0.0%
Belknap Year-to-Date	191	212	+ 11.0%	\$155,000	\$135,000	- 12.9%	\$35.0	\$36.3	+ 3.7%	149	129	- 13.4%	193	207	+ 7.3%
<b>Carroll</b>	20	14	- 30.0%	\$165,000	\$195,450	+ 18.5%	\$3.7	\$2.8	- 25.0%	272	112	- 58.8%	24	13	- 45.8%
Carroll Year-to-Date	216	213	- 1.4%	\$159,500	\$160,000	+ 0.3%	\$38.8	\$39.1	+ 0.8%	169	121	- 28.4%	221	219	- 0.9%
<b>Cheshire</b>	4	6	+ 50.0%	\$145,450	\$122,500	- 15.8%	\$0.6	\$0.9	+ 47.0%	92	134	+ 45.7%	2	3	+ 50.0%
Cheshire Year-to-Date	69	49	- 29.0%	\$142,000	\$133,000	- 6.3%	\$9.4	\$6.8	- 27.8%	122	127	+ 4.1%	64	51	- 20.3%
<b>Coos</b>	7	5	- 28.6%	\$257,876	\$360,000	+ 39.6%	\$2.0	\$1.8	- 11.6%	129	182	+ 41.1%	7	5	- 28.6%
Coos Year-to-Date	32	28	- 12.5%	\$254,262	\$335,000	+ 31.8%	\$8.8	\$10.9	+ 24.5%	169	158	- 6.5%	32	28	- 12.5%
<b>Grafton</b>	22	32	+ 45.5%	\$115,000	\$161,200	+ 40.2%	\$3.1	\$5.5	+ 79.2%	190	124	- 34.7%	20	33	+ 65.0%
Grafton Year-to-Date	366	375	+ 2.5%	\$162,000	\$164,900	+ 1.8%	\$68.3	\$65.9	- 3.5%	176	171	- 2.8%	363	379	+ 4.4%
<b>Hillsborough</b>	74	74	0.0%	\$152,950	\$142,725	- 6.7%	\$13.1	\$12.5	- 4.9%	87	74	- 14.9%	63	65	+ 3.2%
Hillsborough Year-to-Date	1,156	1,140	- 1.4%	\$154,500	\$156,000	+ 1.0%	\$199.6	\$202.1	+ 1.2%	83	73	- 12.0%	1,151	1,137	- 1.2%
<b>Merrimack</b>	19	19	0.0%	\$182,500	\$123,000	- 32.6%	\$3.5	\$2.7	- 24.0%	129	90	- 30.2%	22	16	- 27.3%
Merrimack Year-to-Date	218	257	+ 17.9%	\$141,700	\$161,900	+ 14.3%	\$34.1	\$42.1	+ 23.6%	119	100	- 16.0%	216	257	+ 19.0%
<b>Rockingham</b>	81	88	+ 8.6%	\$178,500	\$191,450	+ 7.3%	\$15.6	\$20.0	+ 27.8%	77	80	+ 3.9%	62	81	+ 30.6%
Rockingham Year-to-Date	1,086	1,106	+ 1.8%	\$189,000	\$207,500	+ 9.8%	\$229.0	\$256.0	+ 11.8%	100	77	- 23.0%	1,065	1,157	+ 8.6%
<b>Strafford</b>	5	7	+ 40.0%	\$200,000	\$69,900	- 65.1%	\$1.2	\$0.6	- 55.0%	60	48	- 20.0%	8	6	- 25.0%
Strafford Year-to-Date	175	135	- 22.9%	\$122,000	\$130,500	+ 7.0%	\$24.4	\$19.6	- 19.6%	84	70	- 16.7%	176	133	- 24.4%
<b>Sullivan</b>	3	3	0.0%	\$154,000	\$202,000	+ 31.2%	\$0.5	\$0.5	- 0.2%	156	306	+ 96.2%	0	3	--
Sullivan Year-to-Date	24	26	+ 8.3%	\$149,500	\$181,625	+ 21.5%	\$4.4	\$5.5	+ 26.1%	215	252	+ 17.2%	24	27	+ 12.5%
<b>Entire State</b>	244	261	+ 7.0%	\$160,000	\$155,000	- 3.1%	\$44.8	\$49.6	+ 10.7%	115	97	- 15.7%	222	236	+ 6.3%
Entire State Year-to-Date	3,533	3,542	+ 0.3%	\$161,000	\$168,000	+ 4.3%	\$651.7	\$684.3	+ 5.0%	111	95	- 14.4%	3,505	3,596	+ 2.6%