February 2017

The start of the year ushered in a wave of good news about a hot stock market, higher wages and an active home sales environment. At the same time, housing prices have continued to rise, and the low inventory situation and affordability crunch has been particularly hard on first-time buyers struggling to get into the market. Nevertheless, buyer activity is easily outpacing seller activity in much of the country, culminating in relatively quick sales and low supply. Demand definitely remained strong this month.

New Listings were down 20.5 percent for single family homes and 21.0 percent for condo properties. Pending Sales increased 0.9 percent for single family homes but decreased 2.5 percent for condo properties.

The Median Sales Price was up 10.5 percent to $243,000 for single family homes and 0.3 percent to $174,500 for condo properties. Months Supply of Inventory decreased 34.7 percent for single family units and 26.3 percent for condo units.

Unemployment has reached pre-recession levels, and Americans remain optimistic about finding quality employment. This matters because job growth and higher paychecks fuel home purchases. Unfortunately, that won’t matter for potential buyers if price appreciation outpaces income growth and if mortgage rates continue their upward trend. Sellers are getting a generous number of offers in this market. The worry for sellers then becomes that there will not be a generous number of homes to choose from when they become buyers.

Monthly Snapshot

- 8.1%  + 10.5%  + 4.6%

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

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.

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Historical Sparkbars</th>
<th>2-2016</th>
<th>2-2017</th>
<th>Percent Change</th>
<th>YTD 2016</th>
<th>YTD 2017</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td></td>
<td>831</td>
<td>764</td>
<td>- 8.1%</td>
<td>1,757</td>
<td>1,652</td>
<td>- 6.0%</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td></td>
<td>$220,000</td>
<td>$243,000</td>
<td>+ 10.5%</td>
<td>$227,000</td>
<td>$245,600</td>
<td>+ 8.2%</td>
</tr>
<tr>
<td>$ Volume of Closed Sales (in millions)</td>
<td></td>
<td>$211.4</td>
<td>$221.2</td>
<td>+ 4.6%</td>
<td>$468.8</td>
<td>$483.8</td>
<td>+ 3.2%</td>
</tr>
<tr>
<td>Days on Market</td>
<td></td>
<td>102</td>
<td>97</td>
<td>- 4.9%</td>
<td>100</td>
<td>91</td>
<td>- 9.0%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td></td>
<td>1,189</td>
<td>1,200</td>
<td>+ 0.9%</td>
<td>2,138</td>
<td>2,204</td>
<td>+ 3.1%</td>
</tr>
<tr>
<td>Months Supply</td>
<td></td>
<td>4.9</td>
<td>3.2</td>
<td>- 34.7%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>New Listings</td>
<td></td>
<td>1,537</td>
<td>1,222</td>
<td>- 20.5%</td>
<td>2,819</td>
<td>2,464</td>
<td>- 12.6%</td>
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<tr>
<td>Homes for Sale</td>
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<td>6,919</td>
<td>4,679</td>
<td>- 32.4%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Pct. of List Price Received</td>
<td></td>
<td>96.5%</td>
<td>96.9%</td>
<td>+ 0.4%</td>
<td>96.4%</td>
<td>97.1%</td>
<td>+ 0.7%</td>
</tr>
<tr>
<td>Affordability Index</td>
<td></td>
<td>179</td>
<td>155</td>
<td>- 13.4%</td>
<td>174</td>
<td>153</td>
<td>- 12.1%</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.

### Key Metrics

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Historical Sparkbars</th>
<th>2-2016</th>
<th>2-2017</th>
<th>Percent Change</th>
<th>YTD 2016</th>
<th>YTD 2017</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td></td>
<td>222</td>
<td>254</td>
<td>+ 14.4%</td>
<td>444</td>
<td>540</td>
<td>+ 21.6%</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td></td>
<td>$173,950</td>
<td>$174,500</td>
<td>+ 0.3%</td>
<td>$168,500</td>
<td>$177,000</td>
<td>+ 5.0%</td>
</tr>
<tr>
<td>$ Volume of Closed Sales (in millions)</td>
<td></td>
<td>$42.7</td>
<td>$52.2</td>
<td>+ 22.2%</td>
<td>$86.8</td>
<td>$119.0</td>
<td>+ 37.1%</td>
</tr>
<tr>
<td>Days on Market</td>
<td></td>
<td>90</td>
<td>87</td>
<td>- 3.3%</td>
<td>85</td>
<td>79</td>
<td>- 7.1%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td></td>
<td>319</td>
<td>311</td>
<td>- 2.5%</td>
<td>570</td>
<td>610</td>
<td>+ 7.0%</td>
</tr>
<tr>
<td>Months Supply</td>
<td></td>
<td>3.8</td>
<td>2.8</td>
<td>- 26.3%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>New Listings</td>
<td></td>
<td>423</td>
<td>334</td>
<td>- 21.0%</td>
<td>753</td>
<td>684</td>
<td>- 9.2%</td>
</tr>
<tr>
<td>Homes for Sale</td>
<td></td>
<td>1,375</td>
<td>1,053</td>
<td>- 23.4%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Pct. of List Price Received</td>
<td></td>
<td>96.9%</td>
<td>97.9%</td>
<td>+ 1.0%</td>
<td>96.6%</td>
<td>97.8%</td>
<td>+ 1.2%</td>
</tr>
<tr>
<td>Affordability Index</td>
<td></td>
<td>227</td>
<td>216</td>
<td>- 4.8%</td>
<td>234</td>
<td>213</td>
<td>- 9.0%</td>
</tr>
</tbody>
</table>

NH Closed Sales

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

February

<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>Mar-2016</td>
<td>1,087</td>
<td>+19.3%</td>
<td>294</td>
<td>+41.3%</td>
</tr>
<tr>
<td>Apr-2016</td>
<td>1,284</td>
<td>+20.7%</td>
<td>358</td>
<td>+29.2%</td>
</tr>
<tr>
<td>May-2016</td>
<td>1,681</td>
<td>+17.5%</td>
<td>402</td>
<td>+5.5%</td>
</tr>
<tr>
<td>Jun-2016</td>
<td>2,027</td>
<td>+9.2%</td>
<td>509</td>
<td>+17.8%</td>
</tr>
<tr>
<td>Jul-2016</td>
<td>1,856</td>
<td>-5.0%</td>
<td>398</td>
<td>-21.5%</td>
</tr>
<tr>
<td>Aug-2016</td>
<td>1,907</td>
<td>+8.0%</td>
<td>454</td>
<td>+6.6%</td>
</tr>
<tr>
<td>Sep-2016</td>
<td>1,680</td>
<td>+1.3%</td>
<td>424</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Oct-2016</td>
<td>1,646</td>
<td>+4.0%</td>
<td>423</td>
<td>-4.1%</td>
</tr>
<tr>
<td>Nov-2016</td>
<td>1,398</td>
<td>+20.9%</td>
<td>377</td>
<td>+22.8%</td>
</tr>
<tr>
<td>Dec-2016</td>
<td>1,287</td>
<td>-8.1%</td>
<td>345</td>
<td>-1.7%</td>
</tr>
<tr>
<td>Jan-2017</td>
<td>888</td>
<td>-4.1%</td>
<td>286</td>
<td>+28.8%</td>
</tr>
<tr>
<td>Feb-2017</td>
<td>764</td>
<td>-8.1%</td>
<td>254</td>
<td>+14.4%</td>
</tr>
</tbody>
</table>

12-Month Avg: 1,459 +5.9% 377 +7.6%

Historical NH Closed Sales by Month

Current as of March 13, 2017. All data from New Hampshire REALTORS®, Inc. and Northern New England Real Estate Network. Report © 2017 ShowingTime. | 4
### Historical NH Median Sales Price by Month

<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>Mar-2016</td>
<td>$235,100</td>
<td>+3.1%</td>
<td>$164,450</td>
<td>+2.8%</td>
</tr>
<tr>
<td>Apr-2016</td>
<td>$246,250</td>
<td>+7.1%</td>
<td>$185,000</td>
<td>+13.5%</td>
</tr>
<tr>
<td>May-2016</td>
<td>$246,900</td>
<td>+0.8%</td>
<td>$181,000</td>
<td>+3.5%</td>
</tr>
<tr>
<td>Jun-2016</td>
<td>$256,200</td>
<td>+0.5%</td>
<td>$184,900</td>
<td>+2.8%</td>
</tr>
<tr>
<td>Jul-2016</td>
<td>$256,250</td>
<td>+0.9%</td>
<td>$184,500</td>
<td>+0.3%</td>
</tr>
<tr>
<td>Aug-2016</td>
<td>$258,000</td>
<td>+5.7%</td>
<td>$190,500</td>
<td>+7.0%</td>
</tr>
<tr>
<td>Sep-2016</td>
<td>$255,000</td>
<td>+2.7%</td>
<td>$200,000</td>
<td>+17.7%</td>
</tr>
<tr>
<td>Oct-2016</td>
<td>$248,000</td>
<td>+3.4%</td>
<td>$188,000</td>
<td>+6.2%</td>
</tr>
<tr>
<td>Nov-2016</td>
<td>$247,000</td>
<td>+5.1%</td>
<td>$190,000</td>
<td>+8.1%</td>
</tr>
<tr>
<td>Dec-2016</td>
<td>$250,000</td>
<td>+6.4%</td>
<td>$194,000</td>
<td>+14.2%</td>
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<td>Jan-2017</td>
<td>$247,500</td>
<td>+6.9%</td>
<td>$179,900</td>
<td>+10.0%</td>
</tr>
<tr>
<td>Feb-2017</td>
<td>$243,000</td>
<td>+10.5%</td>
<td>$174,500</td>
<td>+0.3%</td>
</tr>
<tr>
<td>12-Month Avg*</td>
<td>$250,000</td>
<td>+3.7%</td>
<td>$185,000</td>
<td>+6.3%</td>
</tr>
</tbody>
</table>

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

## NH $ Volume of Closed Sales

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

### February

<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>Mar-2016</td>
<td>$290.9</td>
<td>+21.5%</td>
<td>$57.8</td>
<td>+46.7%</td>
</tr>
<tr>
<td>Apr-2016</td>
<td>$357.8</td>
<td>+23.5%</td>
<td>$75.6</td>
<td>+42.9%</td>
</tr>
<tr>
<td>May-2016</td>
<td>$483.8</td>
<td>+18.5%</td>
<td>$83.9</td>
<td>+8.8%</td>
</tr>
<tr>
<td>Jun-2016</td>
<td>$594.1</td>
<td>+9.7%</td>
<td>$108.3</td>
<td>+20.7%</td>
</tr>
<tr>
<td>Jul-2016</td>
<td>$555.7</td>
<td>-6.2%</td>
<td>$86.1</td>
<td>-18.4%</td>
</tr>
<tr>
<td>Aug-2016</td>
<td>$568.4</td>
<td>+13.2%</td>
<td>$99.7</td>
<td>+13.7%</td>
</tr>
<tr>
<td>Sep-2016</td>
<td>$497.6</td>
<td>+1.8%</td>
<td>$100.7</td>
<td>+20.2%</td>
</tr>
<tr>
<td>Oct-2016</td>
<td>$480.9</td>
<td>+10.0%</td>
<td>$91.9</td>
<td>+1.9%</td>
</tr>
<tr>
<td>Nov-2016</td>
<td>$422.0</td>
<td>+31.4%</td>
<td>$86.3</td>
<td>+29.0%</td>
</tr>
<tr>
<td>Dec-2016</td>
<td>$379.4</td>
<td>-2.1%</td>
<td>$78.1</td>
<td>+16.9%</td>
</tr>
<tr>
<td>Jan-2017</td>
<td>$262.6</td>
<td>+2.0%</td>
<td>$66.8</td>
<td>+51.1%</td>
</tr>
<tr>
<td>Feb-2017</td>
<td>$221.2</td>
<td>+4.6%</td>
<td>$52.2</td>
<td>+22.2%</td>
</tr>
</tbody>
</table>

### Year to Date

<table>
<thead>
<tr>
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<td>$78.1</td>
<td>+16.9%</td>
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<tr>
<td>Jan-2017</td>
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</tr>
<tr>
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<td>$221.2</td>
<td>+4.6%</td>
<td>$52.2</td>
<td>+22.2%</td>
</tr>
</tbody>
</table>

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

* $ Volume of Closed Sales (in millions) for all properties from March 2016 through February 2017. This is not the average of the individual figures above.
NH Days on Market

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

### February

- **Single Family**
  - 2015: 107
  - 2016: 104
  - 2017: 97
  - Year-to-Year Change: -2.8%

- **Condo**
  - 2015: 90
  - 2016: 87
  - 2017: 85
  - Year-to-Year Change: +3.0%

### Year to Date

- **Single Family**
  - 2015: 109
  - 2016: 100
  - 2017: 91
  - Year-to-Year Change: +15.5%

- **Condo**
  - 2015: 85
  - 2016: 79
  - 2017: 85
  - Year-to-Year Change: +24.1%

<table>
<thead>
<tr>
<th>Days on Market</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>Mar-2016</td>
<td>105</td>
<td>-6.3%</td>
<td>88</td>
<td>-7.4%</td>
</tr>
<tr>
<td>Apr-2016</td>
<td>96</td>
<td>-11.1%</td>
<td>75</td>
<td>-25.7%</td>
</tr>
<tr>
<td>May-2016</td>
<td>77</td>
<td>-18.1%</td>
<td>68</td>
<td>-15.0%</td>
</tr>
<tr>
<td>Jun-2016</td>
<td>72</td>
<td>-2.7%</td>
<td>53</td>
<td>-26.4%</td>
</tr>
<tr>
<td>Jul-2016</td>
<td>69</td>
<td>+3.0%</td>
<td>59</td>
<td>-21.3%</td>
</tr>
<tr>
<td>Aug-2016</td>
<td>69</td>
<td>+3.0%</td>
<td>63</td>
<td>-3.1%</td>
</tr>
<tr>
<td>Sep-2016</td>
<td>99</td>
<td>+30.3%</td>
<td>82</td>
<td>+1.2%</td>
</tr>
<tr>
<td>Oct-2016</td>
<td>79</td>
<td>0.0%</td>
<td>69</td>
<td>-9.2%</td>
</tr>
<tr>
<td>Nov-2016</td>
<td>81</td>
<td>-9.0%</td>
<td>66</td>
<td>-18.5%</td>
</tr>
<tr>
<td>Dec-2016</td>
<td>82</td>
<td>-8.9%</td>
<td>74</td>
<td>+2.8%</td>
</tr>
<tr>
<td>Jan-2017</td>
<td>86</td>
<td>-13.1%</td>
<td>73</td>
<td>-8.8%</td>
</tr>
<tr>
<td>Feb-2017</td>
<td>97</td>
<td>-4.9%</td>
<td>87</td>
<td>-3.3%</td>
</tr>
</tbody>
</table>

12-Month Avg* 82 -2.6% 70 -11.3%

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

### Historical NH Days on Market by Month

![Historical NH Days on Market by Month](image-url)
NH Pending Sales

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

February

<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>Mar-2016</td>
<td>1,639</td>
<td>+19.2%</td>
<td>406</td>
<td>+5.5%</td>
</tr>
<tr>
<td>Apr-2016</td>
<td>1,829</td>
<td>+9.4%</td>
<td>452</td>
<td>+13.6%</td>
</tr>
<tr>
<td>May-2016</td>
<td>1,930</td>
<td>+7.8%</td>
<td>477</td>
<td>+6.7%</td>
</tr>
<tr>
<td>Jun-2016</td>
<td>1,842</td>
<td>+4.8%</td>
<td>454</td>
<td>+5.1%</td>
</tr>
<tr>
<td>Jul-2016</td>
<td>1,663</td>
<td>-1.1%</td>
<td>368</td>
<td>-13.8%</td>
</tr>
<tr>
<td>Aug-2016</td>
<td>1,718</td>
<td>+1.7%</td>
<td>433</td>
<td>+1.2%</td>
</tr>
<tr>
<td>Sep-2016</td>
<td>1,543</td>
<td>+4.0%</td>
<td>424</td>
<td>+8.4%</td>
</tr>
<tr>
<td>Oct-2016</td>
<td>1,345</td>
<td>-1.7%</td>
<td>351</td>
<td>-2.2%</td>
</tr>
<tr>
<td>Nov-2016</td>
<td>1,102</td>
<td>+5.6%</td>
<td>316</td>
<td>+15.3%</td>
</tr>
<tr>
<td>Dec-2016</td>
<td>836</td>
<td>-3.6%</td>
<td>223</td>
<td>+1.4%</td>
</tr>
<tr>
<td>Jan-2017</td>
<td>1,004</td>
<td>+5.8%</td>
<td>299</td>
<td>+19.1%</td>
</tr>
<tr>
<td>Feb-2017</td>
<td>1,200</td>
<td>+0.9%</td>
<td>311</td>
<td>-2.5%</td>
</tr>
<tr>
<td>12-Month Avg</td>
<td>1,471</td>
<td>+4.6%</td>
<td>376</td>
<td>+4.2%</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>2015</td>
<td>891</td>
<td>-0.7%</td>
<td>500</td>
<td>1.5%</td>
</tr>
<tr>
<td>2016</td>
<td>1,189</td>
<td>+33.4%</td>
<td>1,000</td>
<td>+33.4%</td>
</tr>
<tr>
<td>2017</td>
<td>1,200</td>
<td>+0.9%</td>
<td>1,500</td>
<td>+25.0%</td>
</tr>
<tr>
<td>2015</td>
<td>1,744</td>
<td>+1.5%</td>
<td>456</td>
<td>+22.6%</td>
</tr>
<tr>
<td>2016</td>
<td>2,138</td>
<td>+22.6%</td>
<td>570</td>
<td>+1.1%</td>
</tr>
<tr>
<td>2017</td>
<td>2,204</td>
<td>+3.1%</td>
<td>610</td>
<td>+7.0%</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.

**February**

<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>Mar-2016</td>
<td>5.1</td>
<td>-19.0%</td>
<td>4.1</td>
<td>-22.6%</td>
</tr>
<tr>
<td>Apr-2016</td>
<td>5.4</td>
<td>-21.7%</td>
<td>4.2</td>
<td>-26.3%</td>
</tr>
<tr>
<td>May-2016</td>
<td>5.7</td>
<td>-26.9%</td>
<td>4.4</td>
<td>-26.7%</td>
</tr>
<tr>
<td>Jun-2016</td>
<td>5.8</td>
<td>-30.1%</td>
<td>4.5</td>
<td>-26.2%</td>
</tr>
<tr>
<td>Jul-2016</td>
<td>5.9</td>
<td>-30.6%</td>
<td>4.5</td>
<td>-25.0%</td>
</tr>
<tr>
<td>Aug-2016</td>
<td>5.7</td>
<td>-31.3%</td>
<td>4.4</td>
<td>-22.8%</td>
</tr>
<tr>
<td>Sep-2016</td>
<td>5.5</td>
<td>-31.3%</td>
<td>4.2</td>
<td>-22.2%</td>
</tr>
<tr>
<td>Oct-2016</td>
<td>5.0</td>
<td>-32.4%</td>
<td>3.9</td>
<td>-20.4%</td>
</tr>
<tr>
<td>Nov-2016</td>
<td>4.4</td>
<td>-33.3%</td>
<td>3.4</td>
<td>-24.4%</td>
</tr>
<tr>
<td>Dec-2016</td>
<td>3.8</td>
<td>-29.6%</td>
<td>3.1</td>
<td>-22.5%</td>
</tr>
<tr>
<td>Jan-2017</td>
<td>3.4</td>
<td>-33.3%</td>
<td>2.9</td>
<td>-25.6%</td>
</tr>
<tr>
<td>Feb-2017</td>
<td>3.2</td>
<td>-34.7%</td>
<td>2.8</td>
<td>-26.3%</td>
</tr>
</tbody>
</table>

12-Month Avg* | 4.9 | -29.7% | 3.9 | -24.3% |

* Months Supply for all properties from March 2016 through February 2017. 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.

February

<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>Mar-2016</td>
<td>2,470</td>
<td>+15.1%</td>
<td>595</td>
<td>+11.2%</td>
</tr>
<tr>
<td>Apr-2016</td>
<td>2,852</td>
<td>-7.7%</td>
<td>612</td>
<td>-3.8%</td>
</tr>
<tr>
<td>May-2016</td>
<td>2,993</td>
<td>-19.0%</td>
<td>666</td>
<td>-2.3%</td>
</tr>
<tr>
<td>Jun-2016</td>
<td>2,733</td>
<td>-16.1%</td>
<td>618</td>
<td>-3.4%</td>
</tr>
<tr>
<td>Jul-2016</td>
<td>2,271</td>
<td>-18.1%</td>
<td>492</td>
<td>-9.6%</td>
</tr>
<tr>
<td>Aug-2016</td>
<td>2,166</td>
<td>-10.2%</td>
<td>528</td>
<td>+5.4%</td>
</tr>
<tr>
<td>Sep-2016</td>
<td>1,957</td>
<td>-7.0%</td>
<td>504</td>
<td>+8.2%</td>
</tr>
<tr>
<td>Oct-2016</td>
<td>1,520</td>
<td>-9.7%</td>
<td>373</td>
<td>-13.3%</td>
</tr>
<tr>
<td>Nov-2016</td>
<td>1,098</td>
<td>-5.9%</td>
<td>301</td>
<td>-3.2%</td>
</tr>
<tr>
<td>Dec-2016</td>
<td>769</td>
<td>-22.2%</td>
<td>226</td>
<td>-11.0%</td>
</tr>
<tr>
<td>Jan-2017</td>
<td>1,242</td>
<td>-3.1%</td>
<td>350</td>
<td>+6.1%</td>
</tr>
<tr>
<td>Feb-2017</td>
<td>1,222</td>
<td>-20.5%</td>
<td>334</td>
<td>-21.0%</td>
</tr>
</tbody>
</table>

12-Month Avg 2,178 -10.9% 479 -2.7%

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.

February

Single Family
- 10.6%
- 7.9%
- 32.4%

Condo
- 11.2%
- 14.6%
- 23.4%

Homes for Sale

<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>Mar-2016</td>
<td>7,221</td>
<td>-5.9%</td>
<td>1,479</td>
<td>-11.3%</td>
</tr>
<tr>
<td>Apr-2016</td>
<td>7,735</td>
<td>-9.3%</td>
<td>1,549</td>
<td>-13.7%</td>
</tr>
<tr>
<td>May-2016</td>
<td>8,254</td>
<td>-16.3%</td>
<td>1,628</td>
<td>-15.4%</td>
</tr>
<tr>
<td>Jun-2016</td>
<td>8,528</td>
<td>-20.2%</td>
<td>1,660</td>
<td>-17.1%</td>
</tr>
<tr>
<td>Jul-2016</td>
<td>8,561</td>
<td>-22.7%</td>
<td>1,655</td>
<td>-17.3%</td>
</tr>
<tr>
<td>Aug-2016</td>
<td>8,270</td>
<td>-25.0%</td>
<td>1,621</td>
<td>-15.7%</td>
</tr>
<tr>
<td>Sep-2016</td>
<td>7,999</td>
<td>-25.6%</td>
<td>1,554</td>
<td>-15.6%</td>
</tr>
<tr>
<td>Oct-2016</td>
<td>7,372</td>
<td>-26.6%</td>
<td>1,439</td>
<td>-15.7%</td>
</tr>
<tr>
<td>Nov-2016</td>
<td>6,475</td>
<td>-27.9%</td>
<td>1,276</td>
<td>-19.4%</td>
</tr>
<tr>
<td>Dec-2016</td>
<td>5,517</td>
<td>-25.8%</td>
<td>1,158</td>
<td>-16.9%</td>
</tr>
<tr>
<td>Jan-2017</td>
<td>5,009</td>
<td>-29.3%</td>
<td>1,093</td>
<td>-20.4%</td>
</tr>
<tr>
<td>Feb-2017</td>
<td>4,679</td>
<td>-32.4%</td>
<td>1,053</td>
<td>-23.4%</td>
</tr>
</tbody>
</table>

12-Month Avg
- 22.2%
- 16.6%

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.

### February

- **Single Family:**
  - 2015: 96.4%
  - 2016: 96.5%
  - 2017: 96.9%

- **Condo:**
  - 2015: 96.1%
  - 2016: 96.9%
  - 2017: 97.9%

### Year to Date

- **Single Family:**
  - 2015: 96.3%
  - 2016: 96.4%
  - 2017: 97.1%

- **Condo:**
  - 2015: 96.5%
  - 2016: 96.6%
  - 2017: 97.8%

### Year-Over-Year Change

<table>
<thead>
<tr>
<th>Month</th>
<th>Pct. of List Price Received</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>Mar-2016</td>
<td>97.1%</td>
<td>+0.1%</td>
<td>97.5%</td>
<td>+0.3%</td>
<td></td>
</tr>
<tr>
<td>Apr-2016</td>
<td>97.5%</td>
<td>+0.9%</td>
<td>98.2%</td>
<td>+1.1%</td>
<td></td>
</tr>
<tr>
<td>May-2016</td>
<td>97.8%</td>
<td>+0.6%</td>
<td>98.4%</td>
<td>+1.4%</td>
<td></td>
</tr>
<tr>
<td>Jun-2016</td>
<td>98.0%</td>
<td>+0.5%</td>
<td>98.1%</td>
<td>+0.5%</td>
<td></td>
</tr>
<tr>
<td>Jul-2016</td>
<td>97.6%</td>
<td>+0.1%</td>
<td>98.1%</td>
<td>+0.2%</td>
<td></td>
</tr>
<tr>
<td>Aug-2016</td>
<td>97.6%</td>
<td>+0.4%</td>
<td>97.8%</td>
<td>+0.1%</td>
<td></td>
</tr>
<tr>
<td>Sep-2016</td>
<td>97.2%</td>
<td>0.0%</td>
<td>98.5%</td>
<td>+1.3%</td>
<td></td>
</tr>
<tr>
<td>Oct-2016</td>
<td>97.3%</td>
<td>+0.6%</td>
<td>98.0%</td>
<td>+0.1%</td>
<td></td>
</tr>
<tr>
<td>Nov-2016</td>
<td>97.0%</td>
<td>+0.6%</td>
<td>97.8%</td>
<td>+0.4%</td>
<td></td>
</tr>
<tr>
<td>Dec-2016</td>
<td>97.0%</td>
<td>+0.5%</td>
<td>98.1%</td>
<td>+0.7%</td>
<td></td>
</tr>
<tr>
<td>Jan-2017</td>
<td>97.4%</td>
<td>+1.0%</td>
<td>97.8%</td>
<td>+1.5%</td>
<td></td>
</tr>
<tr>
<td>Feb-2017</td>
<td>96.9%</td>
<td>+0.4%</td>
<td>97.9%</td>
<td>+1.0%</td>
<td></td>
</tr>
</tbody>
</table>

12-Month Avg* 97.4% +0.4% 98.0% +0.7%

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

**Historical NH Percent of List Price Received by Month**

- **Single Family**
- **Condo**

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.

### February

<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>Mar-2016</td>
<td>167</td>
<td>-6.2%</td>
<td>238</td>
<td>-5.9%</td>
</tr>
<tr>
<td>Apr-2016</td>
<td>160</td>
<td>-10.1%</td>
<td>213</td>
<td>-15.1%</td>
</tr>
<tr>
<td>May-2016</td>
<td>159</td>
<td>-5.4%</td>
<td>217</td>
<td>-7.7%</td>
</tr>
<tr>
<td>Jun-2016</td>
<td>156</td>
<td>-1.3%</td>
<td>216</td>
<td>-3.6%</td>
</tr>
<tr>
<td>Jul-2016</td>
<td>156</td>
<td>0.0%</td>
<td>216</td>
<td>0.0%</td>
</tr>
<tr>
<td>Aug-2016</td>
<td>155</td>
<td>-5.5%</td>
<td>210</td>
<td>-6.7%</td>
</tr>
<tr>
<td>Sep-2016</td>
<td>156</td>
<td>-4.3%</td>
<td>199</td>
<td>-16.4%</td>
</tr>
<tr>
<td>Oct-2016</td>
<td>163</td>
<td>-3.6%</td>
<td>215</td>
<td>-5.7%</td>
</tr>
<tr>
<td>Nov-2016</td>
<td>155</td>
<td>-9.4%</td>
<td>202</td>
<td>-11.4%</td>
</tr>
<tr>
<td>Dec-2016</td>
<td>148</td>
<td>-13.5%</td>
<td>191</td>
<td>-19.4%</td>
</tr>
<tr>
<td>Jan-2017</td>
<td>148</td>
<td>-10.3%</td>
<td>204</td>
<td>-12.8%</td>
</tr>
<tr>
<td>Feb-2017</td>
<td>155</td>
<td>-13.4%</td>
<td>216</td>
<td>-4.8%</td>
</tr>
</tbody>
</table>

12-Month Avg* | 157 | -7.9% | 168 | -7.3% |

* Affordability Index for all properties from March 2016 through February 2017. 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-url)

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></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Closed Sales</strong></td>
<td>2,038</td>
<td>1,618</td>
<td>1,117</td>
<td>1,069</td>
<td>- 4.3%</td>
<td>2,314</td>
<td>2,305</td>
<td>2,314</td>
<td>2,305</td>
<td>- 0.4%</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td>$204,950</td>
<td>$220,000</td>
<td>+ 7.3%</td>
<td>$209,900</td>
<td>$224,000</td>
<td>+ 6.7%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>$ Volume of Closed Sales</strong></td>
<td>$257.1</td>
<td>$276.2</td>
<td>+ 7.4%</td>
<td>$561.3</td>
<td>$609.7</td>
<td>+ 8.6%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Days on Market</strong></td>
<td>98</td>
<td>94</td>
<td>- 4.1%</td>
<td>96</td>
<td>88</td>
<td>- 8.3%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>1,594</td>
<td>1,590</td>
<td>- 0.3%</td>
<td>2,867</td>
<td>2,954</td>
<td>+ 3.0%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Months Supply</strong></td>
<td>4.6</td>
<td>3.1</td>
<td>- 32.6%</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>2,038</td>
<td>1,618</td>
<td>- 20.6%</td>
<td>3,729</td>
<td>3,282</td>
<td>- 12.0%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Homes for Sale</strong></td>
<td>8,612</td>
<td>5,938</td>
<td>- 31.0%</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Pct. of List Price Received</strong></td>
<td>96.2%</td>
<td>96.9%</td>
<td>+ 0.7%</td>
<td>96.3%</td>
<td>97.1%</td>
<td>+ 0.8%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Affordability Index</strong></td>
<td>193</td>
<td>171</td>
<td>- 11.0%</td>
<td>188</td>
<td>168</td>
<td>- 10.5%</td>
<td></td>
<td></td>
<td></td>
<td></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</th>
<th>Days on Market</th>
<th>Pending Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Belknap</td>
<td>55 39</td>
<td>- 29.1%</td>
<td></td>
<td>$191,500</td>
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<tr>
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<td>Merrimack</td>
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<tr>
<td>Strafford Year-to-Date</td>
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<tr>
<td>Sullivan</td>
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<tr>
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<td>$245,600</td>
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## NH Condo Activity by County

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

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<tr>
<th></th>
<th>Closed Sales</th>
<th>Median Sales Price</th>
<th>Sales Volume</th>
<th>Days on Market</th>
<th>Pending Sales</th>
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<td>160</td>
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<td>+ 4.4%</td>
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<td>444</td>
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<td>+ 21.6%</td>
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<td>$177,000</td>
</tr>
</tbody>
</table>