



# NH Monthly Indicators

## April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

New Listings were up 3.2 percent for single family homes and 1.2 percent for condo properties. Pending Sales increased 17.3 percent for single family homes and 23.0 percent for condo properties.

The Median Sales Price was up 9.2 percent to \$284,000 for single family homes and 18.1 percent to \$212,500 for condo properties. Months Supply of Inventory decreased 28.2 percent for single family units and 39.4 percent for condo units.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

## Monthly Snapshot

**+ 7.2%**

One-Year Change in  
Single Family  
Closed Sales

**+ 9.2%**

One-Year Change in  
Single Family  
Median Sales Price

**+ 22.8%**

One-Year Change in  
Single Family  
Sales Volume

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

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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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		1,146	<b>1,228</b>	+ 7.2%	3,921	<b>4,001</b>	+ 2.0%
<b>Median Sales Price</b>		\$260,000	<b>\$284,000</b>	+ 9.2%	\$250,000	<b>\$269,000</b>	+ 7.6%
<b>\$ Volume of Closed Sales (in millions)</b>		\$335.2	<b>\$411.5</b>	+ 22.8%	\$1,131.9	<b>\$1,251.6</b>	+ 10.6%
<b>Days on Market</b>		78	<b>75</b>	- 3.8%	87	<b>82</b>	- 5.7%
<b>Pending Sales</b>		1,695	<b>1,988</b>	+ 17.3%	5,389	<b>5,686</b>	+ 5.5%
<b>Months Supply</b>		3.9	<b>2.8</b>	- 28.2%	--	--	--
<b>New Listings</b>		2,441	<b>2,518</b>	+ 3.2%	7,126	<b>6,756</b>	- 5.2%
<b>Homes for Sale</b>		5,622	<b>4,306</b>	- 23.4%	--	--	--
<b>Pct. of List Price Received</b>		98.1%	<b>98.4%</b>	+ 0.3%	97.5%	<b>97.7%</b>	+ 0.2%
<b>Affordability Index</b>		147	<b>128</b>	- 12.9%	153	<b>135</b>	- 11.8%

# NH Condo Activity Overview

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



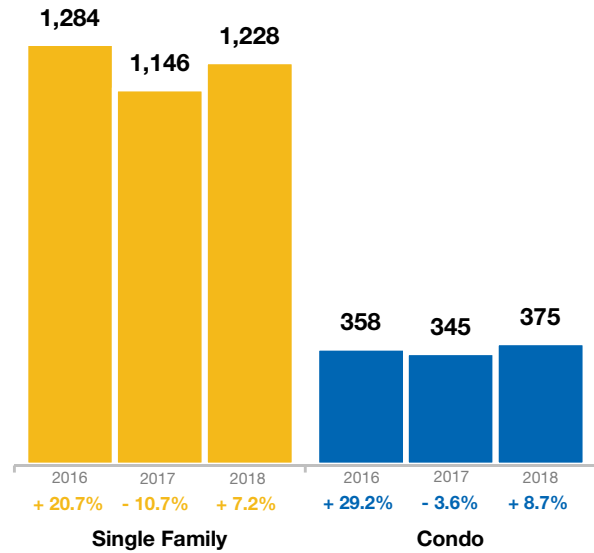
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		345	<b>375</b>	+ 8.7%	1,205	<b>1,234</b>	+ 2.4%
<b>Median Sales Price</b>		\$180,000	<b>\$212,500</b>	+ 18.1%	\$180,275	<b>\$199,000</b>	+ 10.4%
<b>\$ Volume of Closed Sales (in millions)</b>		\$73.1	<b>\$90.4</b>	+ 23.7%	\$269.5	<b>\$293.9</b>	+ 9.1%
<b>Days on Market</b>		64	<b>60</b>	- 6.3%	76	<b>66</b>	- 13.2%
<b>Pending Sales</b>		453	<b>557</b>	+ 23.0%	1,488	<b>1,652</b>	+ 11.0%
<b>Months Supply</b>		3.3	<b>2.0</b>	- 39.4%	--	--	--
<b>New Listings</b>		569	<b>576</b>	+ 1.2%	1,830	<b>1,821</b>	- 0.5%
<b>Homes for Sale</b>		1,225	<b>850</b>	- 30.6%	--	--	--
<b>Pct. of List Price Received</b>		98.7%	<b>98.8%</b>	+ 0.1%	98.2%	<b>98.4%</b>	+ 0.2%
<b>Affordability Index</b>		213	<b>171</b>	- 19.7%	213	<b>182</b>	- 14.6%

# NH Closed Sales

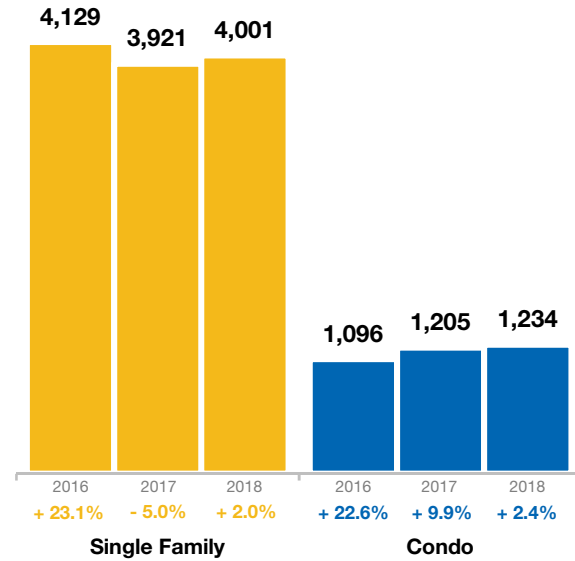
A count of the actual sales that closed in a given month.



## April

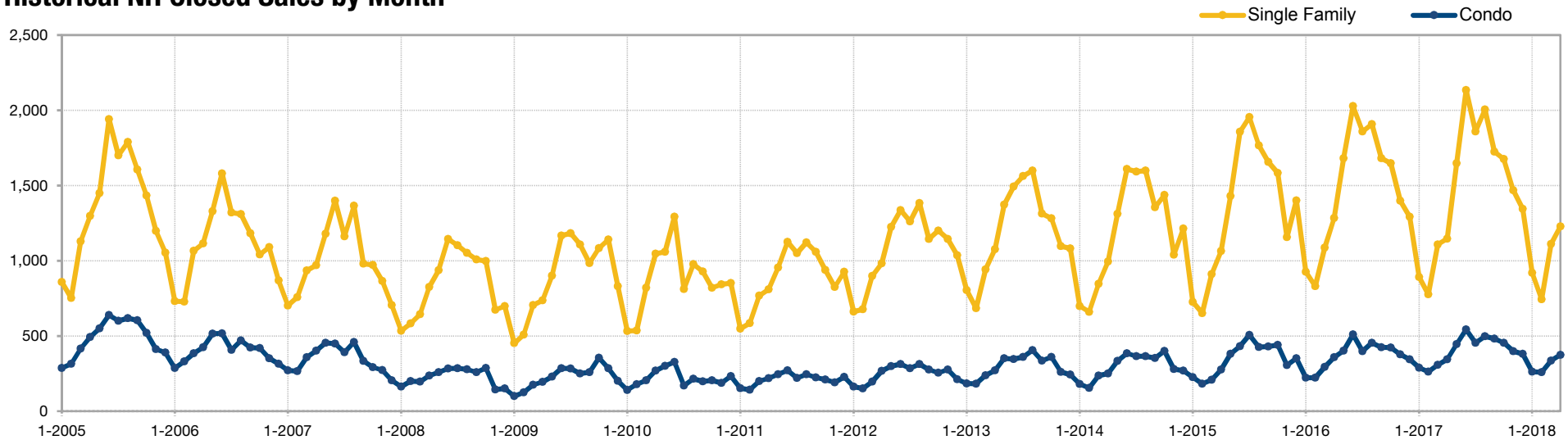


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2017	1,648	-2.0%	446	+10.9%
Jun-2017	2,134	+5.3%	543	+6.5%
Jul-2017	1,858	0.0%	454	+14.1%
Aug-2017	2,006	+5.1%	498	+9.7%
Sep-2017	1,724	+2.6%	482	+13.7%
Oct-2017	1,675	+1.6%	454	+7.3%
Nov-2017	1,468	+4.9%	398	+5.3%
Dec-2017	1,344	+4.0%	382	+10.7%
Jan-2018	919	+3.0%	263	-9.0%
Feb-2018	743	-4.3%	260	-1.1%
Mar-2018	1,111	+0.4%	336	+9.1%
<b>Apr-2018</b>	<b>1,228</b>	<b>+7.2%</b>	<b>375</b>	<b>+8.7%</b>
12-Month Avg	1,488	+2.5%	408	+7.8%

## Historical NH Closed Sales by Month

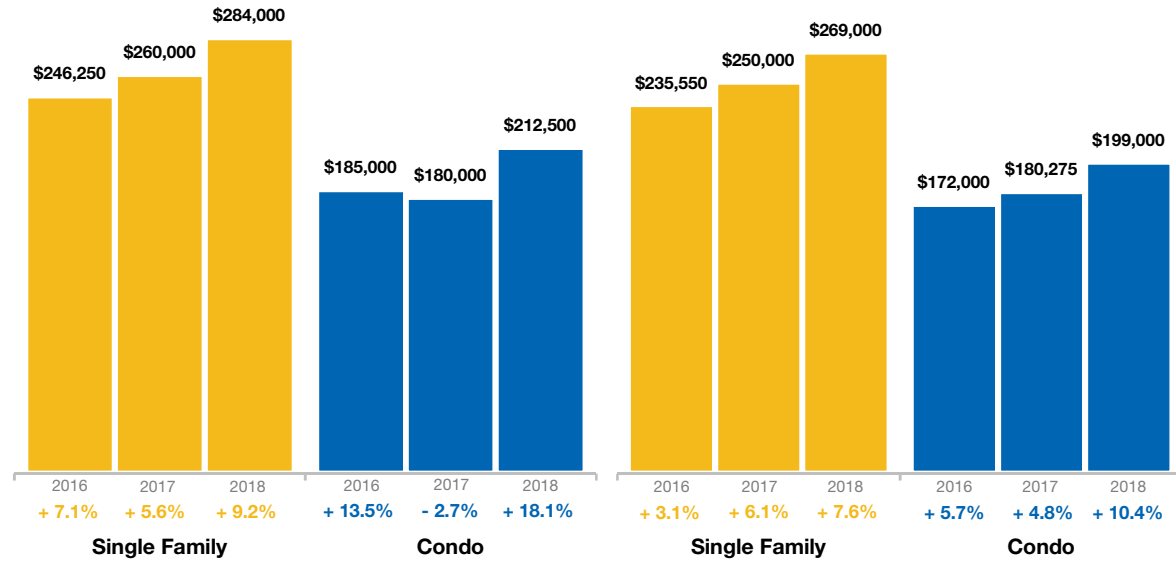


# NH Median Sales Price

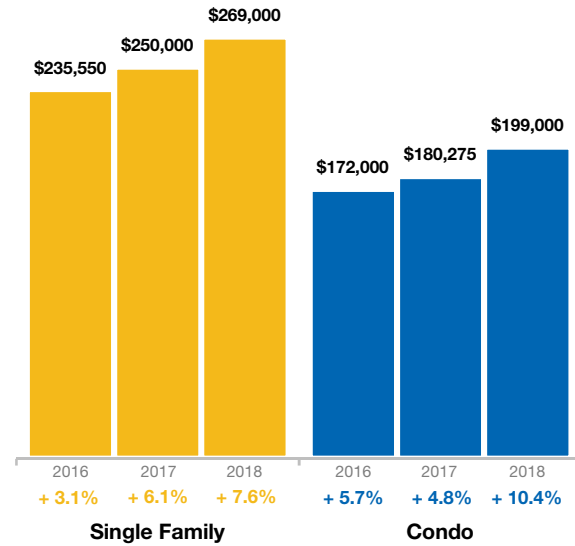
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



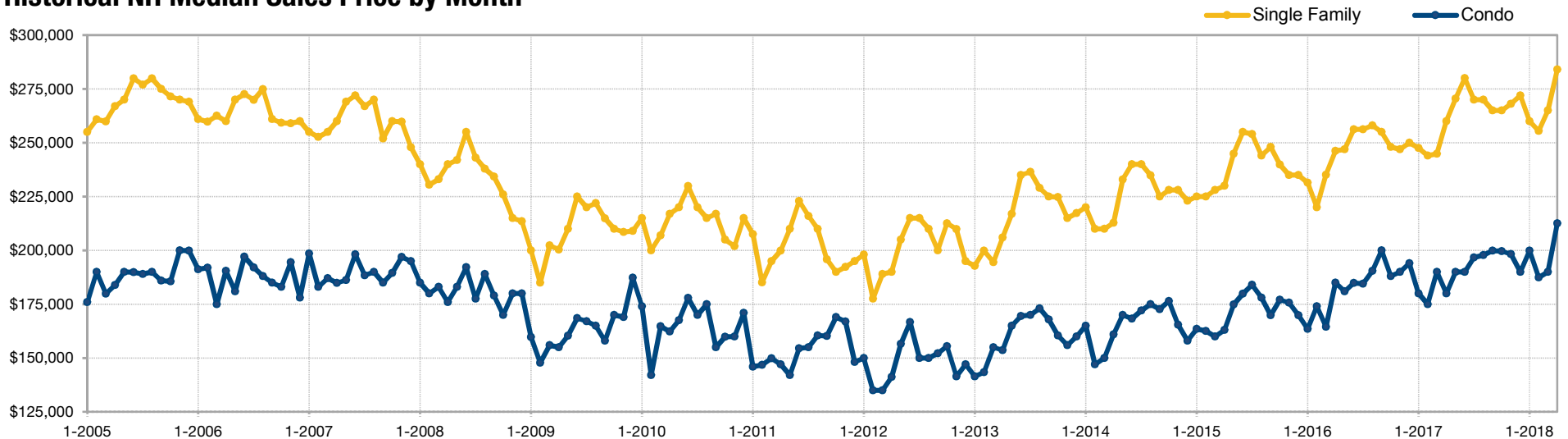
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2017	\$270,500	+9.6%	\$190,000	+5.0%
Jun-2017	\$280,000	+9.3%	\$190,000	+2.8%
Jul-2017	\$270,000	+5.4%	\$196,709	+6.6%
Aug-2017	\$270,000	+4.7%	\$197,845	+3.9%
Sep-2017	\$265,000	+3.9%	\$199,900	-0.0%
Oct-2017	\$265,000	+6.9%	\$199,675	+6.2%
Nov-2017	\$268,000	+8.5%	\$198,250	+4.3%
Dec-2017	\$272,000	+8.8%	\$190,000	-2.1%
Jan-2018	\$260,000	+5.1%	\$199,900	+11.1%
Feb-2018	\$255,450	+4.7%	\$187,450	+7.1%
Mar-2018	\$265,000	+8.2%	\$189,950	-0.0%
<b>Apr-2018</b>	<b>\$284,000</b>	<b>+9.2%</b>	<b>\$212,500</b>	<b>+18.1%</b>
12-Month Avg*	\$270,000	+7.2%	\$195,000	+4.6%

\* Median Sales Price for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

## Historical NH Median Sales Price by Month

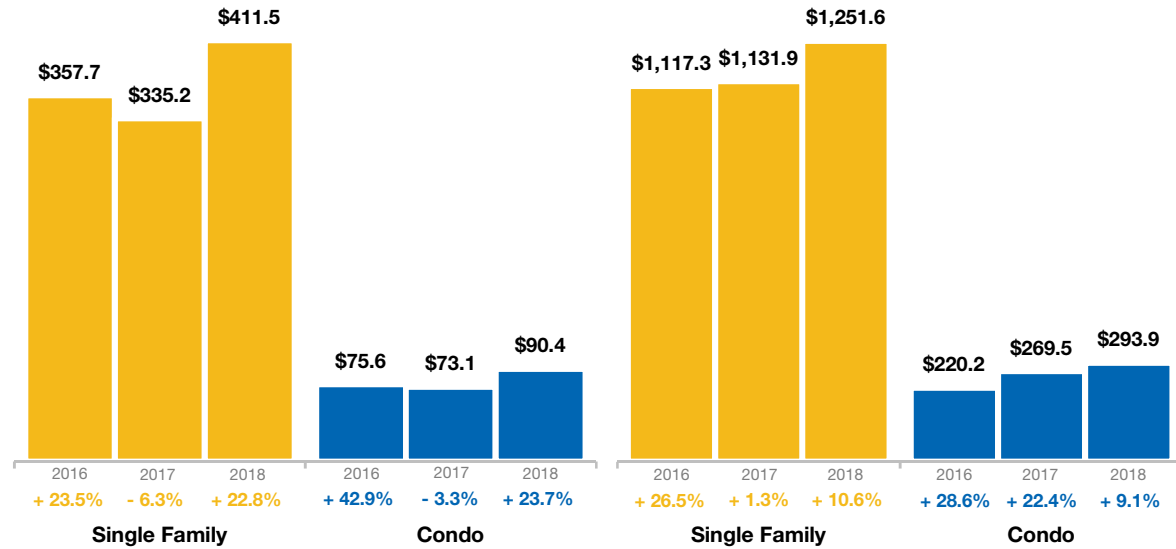


# NH \$ Volume of Closed Sales

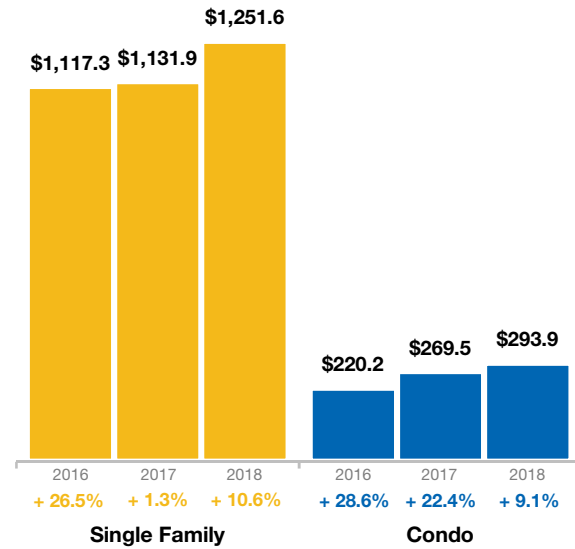
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



## April



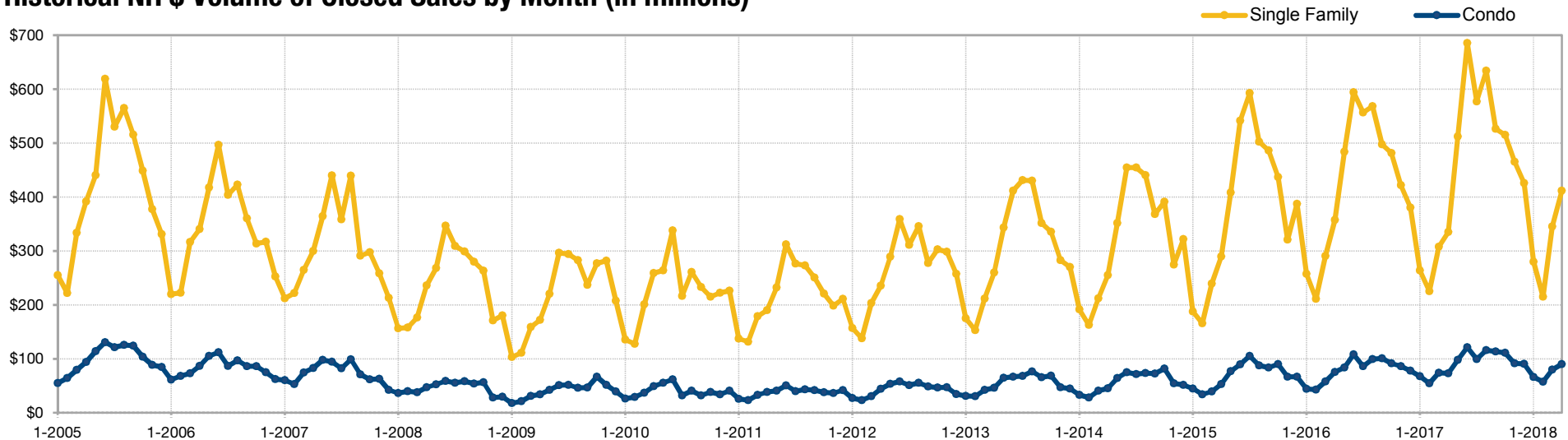
## Year to Date



\$ Volume of Closed Sales (in millions)	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2017	\$512.0	+5.9%	\$98.2	+17.0%
Jun-2017	\$685.2	+15.4%	\$121.5	+12.2%
Jul-2017	\$577.2	+3.7%	\$99.6	+15.7%
Aug-2017	\$633.9	+11.5%	\$116.0	+16.3%
Sep-2017	\$526.2	+5.7%	\$113.5	+12.7%
Oct-2017	\$515.2	+7.0%	\$111.2	+21.0%
Nov-2017	\$465.1	+10.2%	\$91.4	+5.7%
Dec-2017	\$425.9	+11.9%	\$90.8	+16.3%
Jan-2018	\$279.8	+6.1%	\$66.2	-2.1%
Feb-2018	\$215.2	-4.4%	\$57.6	+5.5%
Mar-2018	\$345.2	+12.2%	\$79.7	+7.4%
<b>Apr-2018</b>	<b>\$411.5</b>	<b>+22.8%</b>	<b>\$90.4</b>	<b>+23.7%</b>
12-Month Avg*	\$466.0	+9.3%	\$94.7	+13.1%

\* \$ Volume of Closed Sales (in millions) for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

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

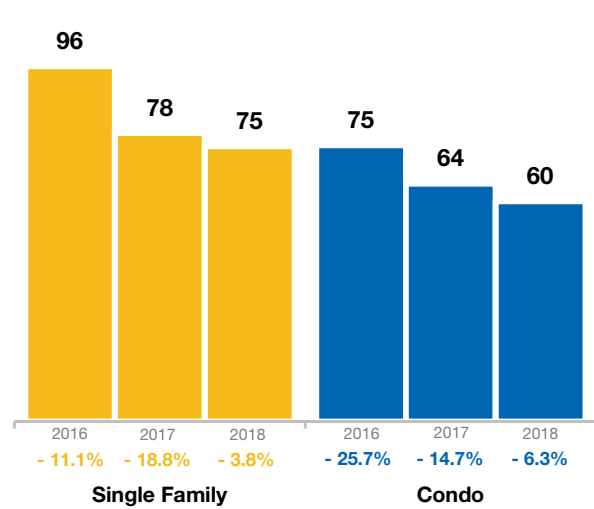


# NH Days on Market

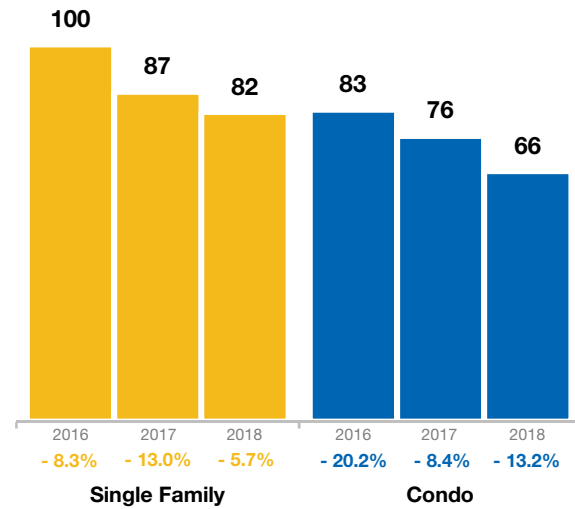
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April



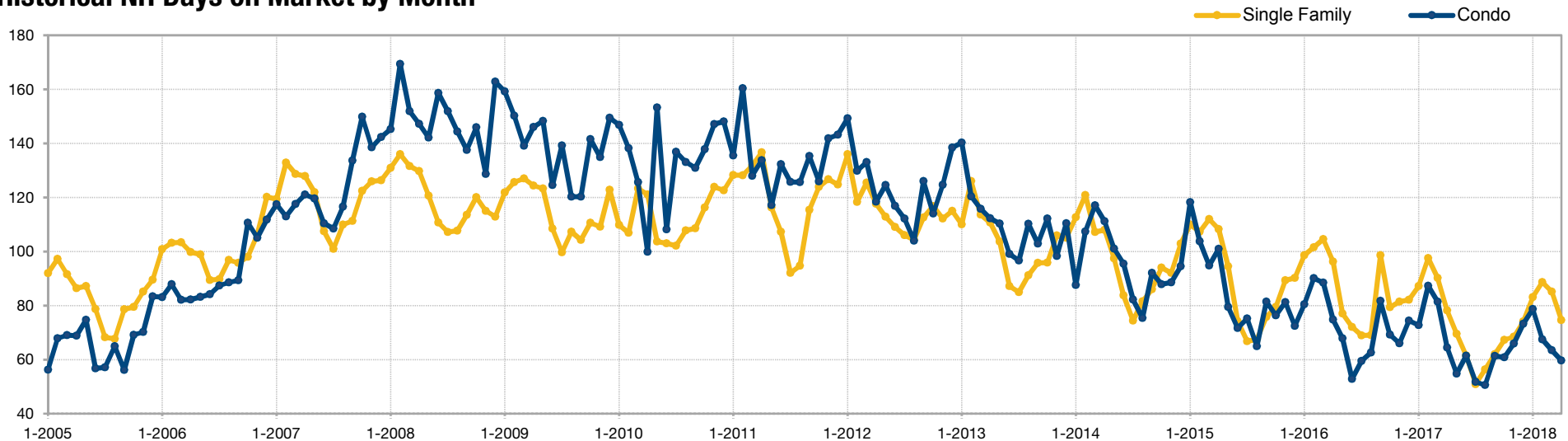
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2017	70	-9.1%	55	-19.1%
Jun-2017	62	-13.9%	61	+15.1%
Jul-2017	51	-26.1%	52	-11.9%
Aug-2017	56	-18.8%	51	-19.0%
Sep-2017	62	-37.4%	61	-25.6%
Oct-2017	67	-15.2%	61	-11.6%
Nov-2017	68	-16.0%	66	0.0%
Dec-2017	74	-9.8%	73	-1.4%
Jan-2018	83	-4.6%	79	+8.2%
Feb-2018	89	-9.2%	68	-21.8%
Mar-2018	85	-5.6%	64	-21.0%
<b>Apr-2018</b>	<b>75</b>	<b>-3.8%</b>	<b>60</b>	<b>-6.3%</b>
12-Month Avg*	67	-16.0%	61	-10.9%

\* Days on Market for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

## Historical NH Days on Market by Month

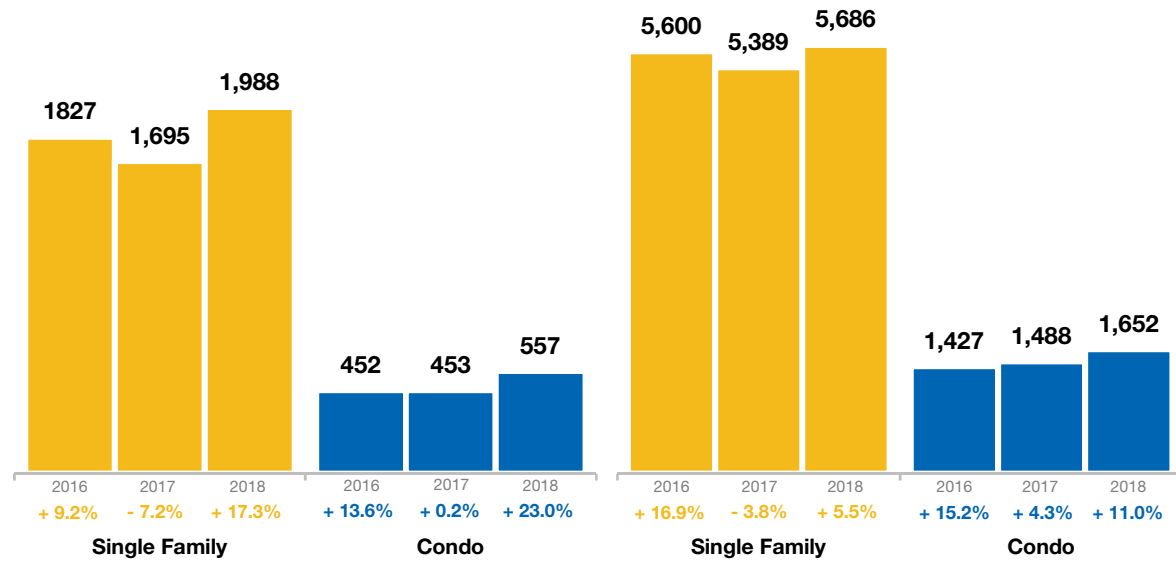


# NH Pending Sales

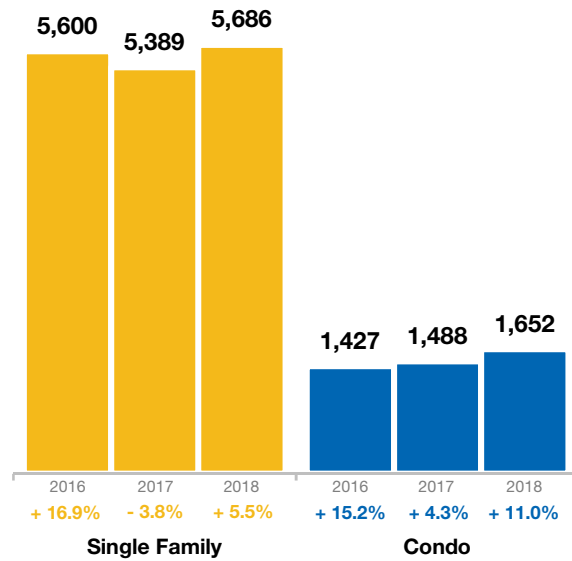
A count of the properties on which offers have been accepted in a given month.



## April

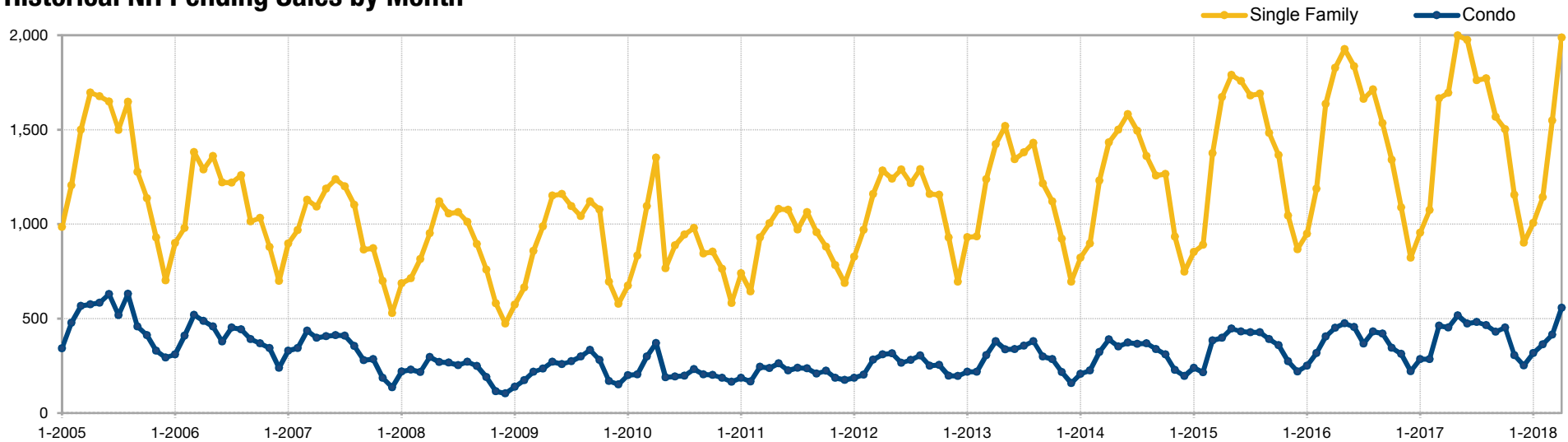


## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2017	1,999	+3.8%	517	+8.8%
Jun-2017	1,975	+7.6%	474	+4.2%
Jul-2017	1,762	+6.0%	482	+31.0%
Aug-2017	1,772	+3.4%	465	+7.6%
Sep-2017	1,568	+2.1%	431	+2.4%
Oct-2017	1,502	+12.1%	453	+30.9%
Nov-2017	1,155	+6.2%	306	-2.2%
Dec-2017	902	+9.7%	252	+14.0%
Jan-2018	1,006	+5.3%	317	+10.8%
Feb-2018	1,143	+6.4%	363	+26.9%
Mar-2018	1,549	-7.0%	415	-10.4%
<b>Apr-2018</b>	<b>1,988</b>	<b>+17.3%</b>	<b>557</b>	<b>+23.0%</b>
12-Month Avg	1,527	+5.8%	419	+11.4%

## Historical NH Pending Sales by Month



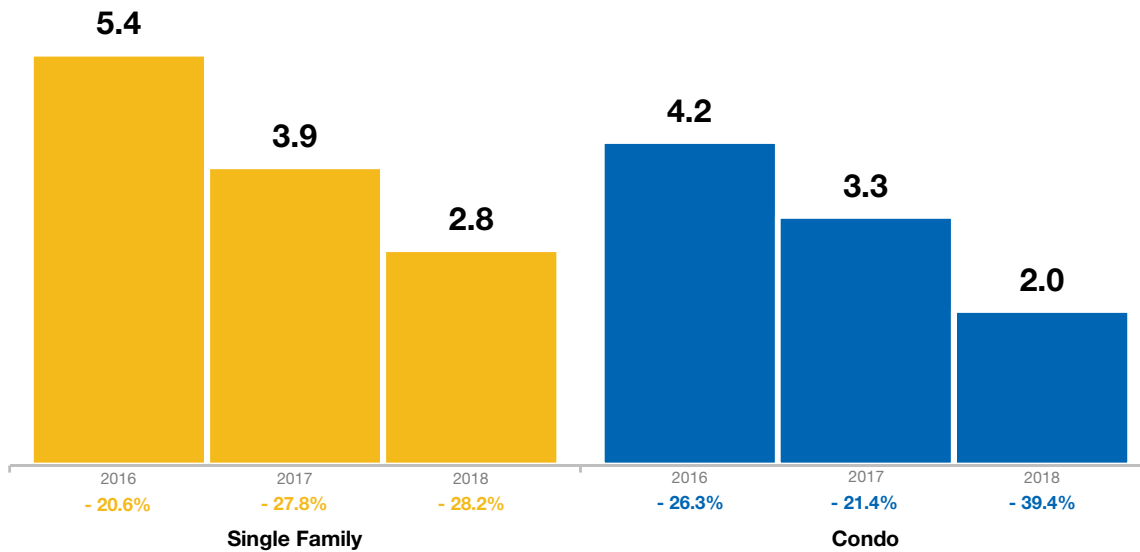


# NH Months Supply of Inventory

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.



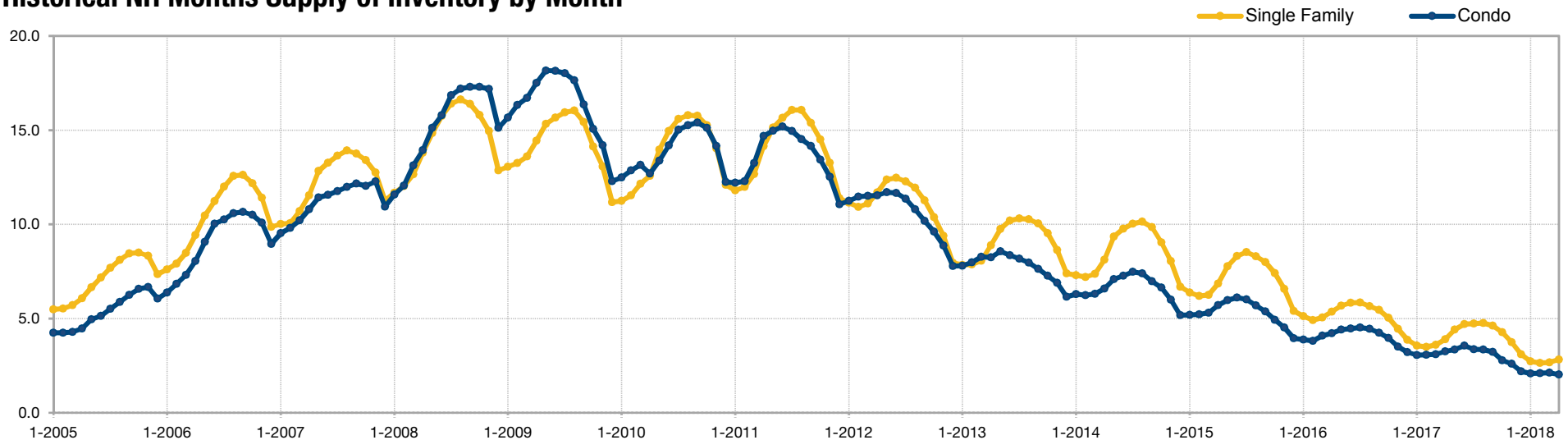
## April



Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2017	4.4	-22.8%	3.4	-22.7%
Jun-2017	4.7	-19.0%	3.6	-20.0%
Jul-2017	4.7	-20.3%	3.4	-24.4%
Aug-2017	4.8	-15.8%	3.4	-24.4%
Sep-2017	4.6	-16.4%	3.2	-23.8%
Oct-2017	4.3	-14.0%	2.8	-30.0%
Nov-2017	3.7	-17.8%	2.6	-25.7%
Dec-2017	3.1	-20.5%	2.2	-31.3%
Jan-2018	2.7	-25.0%	2.1	-32.3%
Feb-2018	2.6	-25.7%	2.1	-32.3%
Mar-2018	2.7	-25.0%	2.1	-32.3%
<b>Apr-2018</b>	<b>2.8</b>	<b>-28.2%</b>	<b>2.0</b>	<b>-39.4%</b>
12-Month Avg*	3.8	-19.8%	2.7	-27.6%

\* Months Supply for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

## Historical NH Months Supply of Inventory by Month

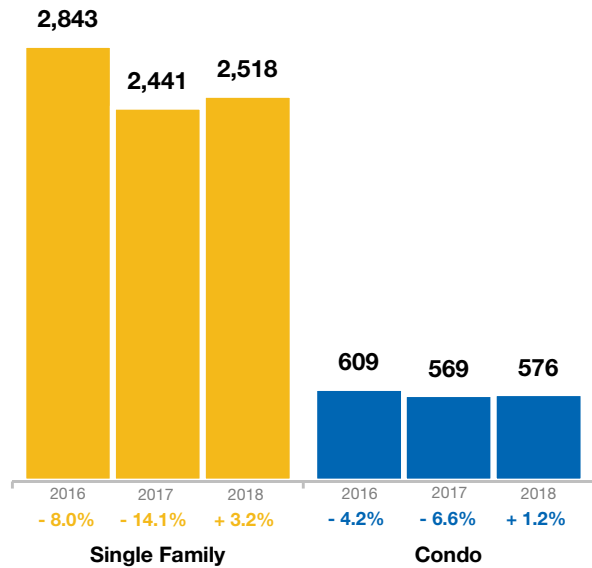


# NH New Listings

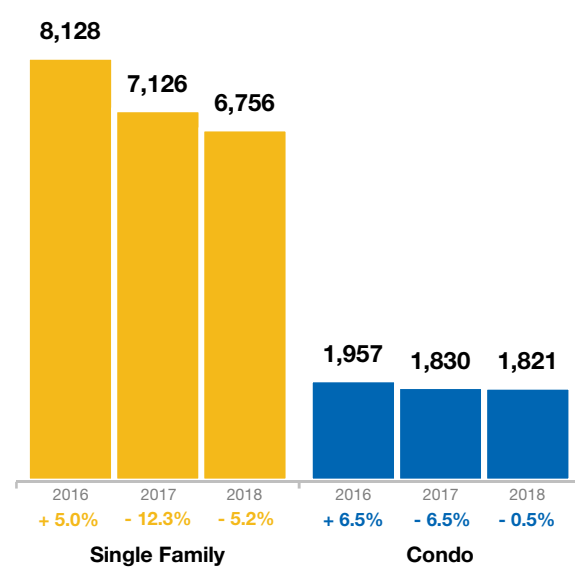
A count of the properties that have been newly listed on the market in a given month.



## April

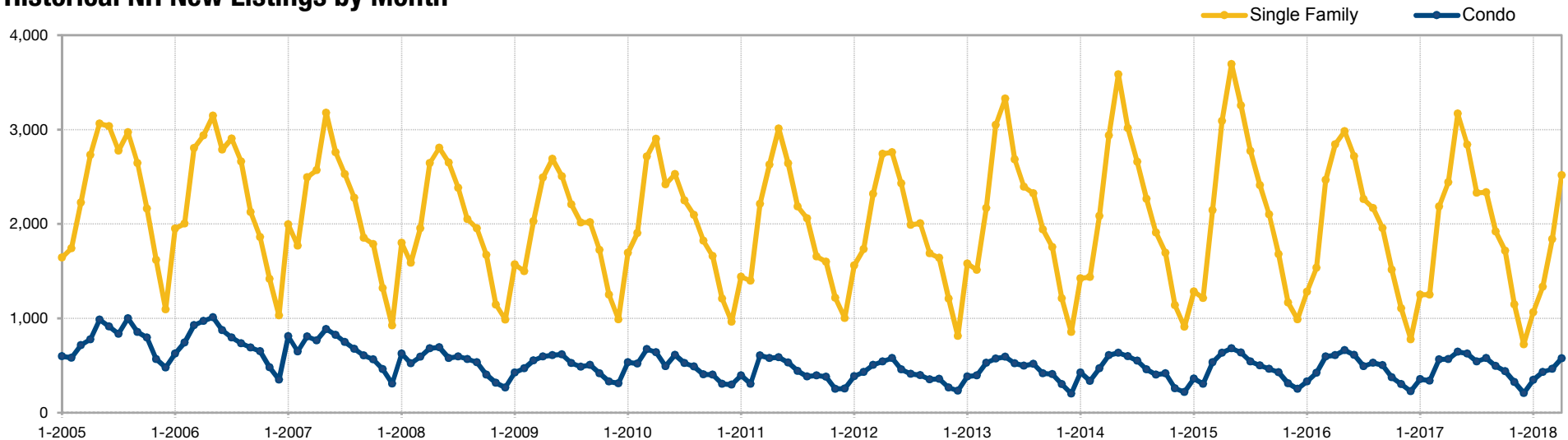


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2017	3,168	+6.2%	647	-2.6%
Jun-2017	2,839	+4.4%	627	+2.1%
Jul-2017	2,329	+2.9%	543	+10.1%
Aug-2017	2,337	+7.8%	579	+9.2%
Sep-2017	1,920	-1.8%	497	-1.6%
Oct-2017	1,716	+13.2%	439	+17.1%
Nov-2017	1,148	+3.7%	325	+7.6%
Dec-2017	724	-6.8%	208	-8.8%
Jan-2018	1,065	-14.9%	347	-2.3%
Feb-2018	1,334	+6.7%	432	+27.1%
Mar-2018	1,839	-15.8%	466	-17.7%
<b>Apr-2018</b>	<b>2,518</b>	<b>+3.2%</b>	<b>576</b>	<b>+1.2%</b>
12-Month Avg	1,885	+1.4%	462	+2.6%

## Historical NH New Listings by Month

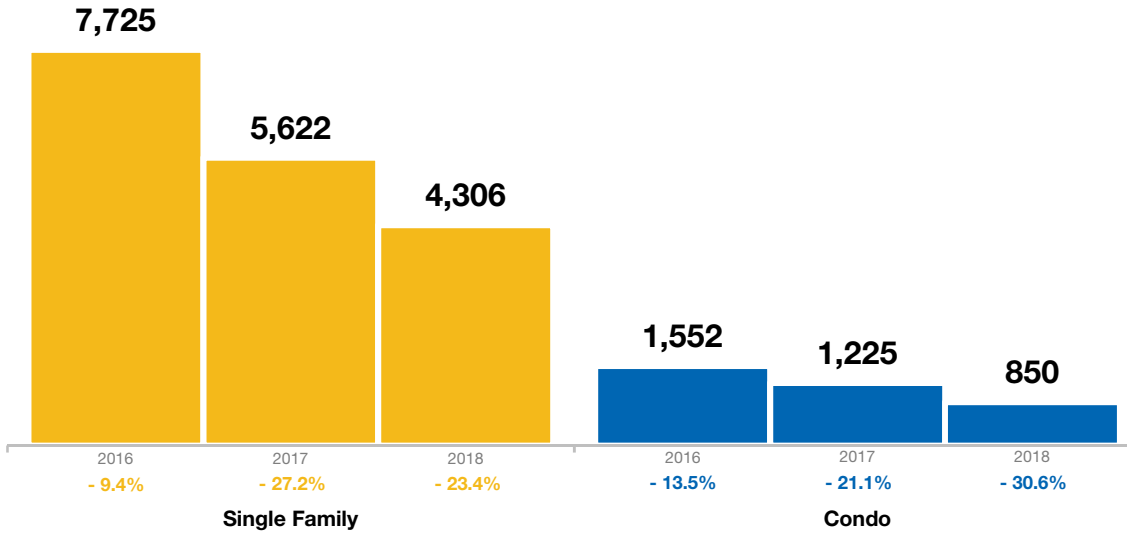


# NH Inventory of Homes for Sale

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

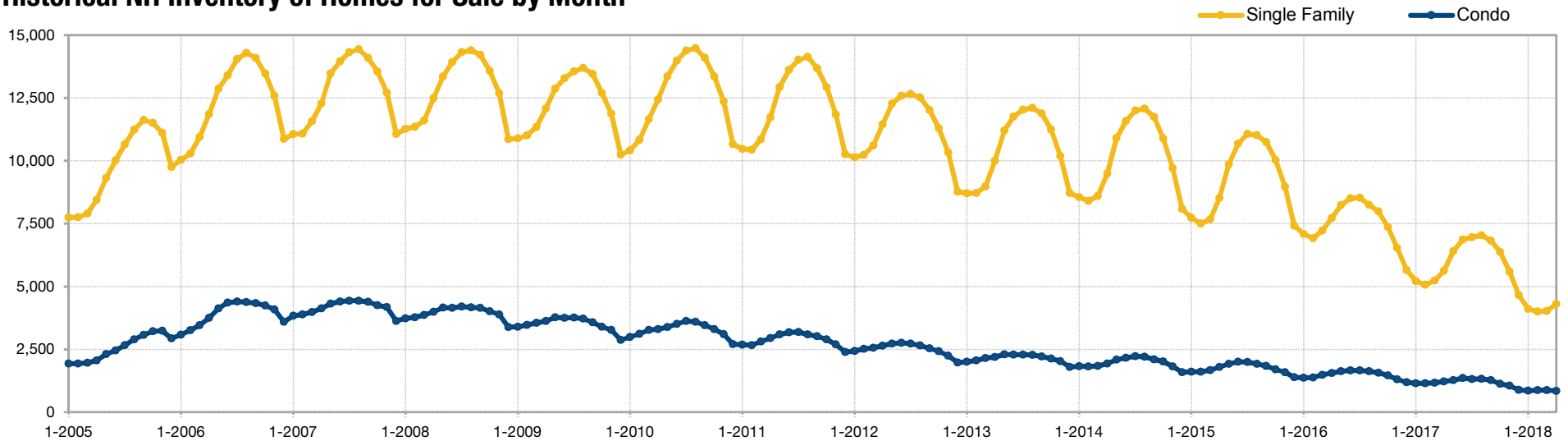


## April



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2017	6,406	-22.3%	1,277	-21.7%
Jun-2017	6,871	-19.2%	1,360	-18.1%
Jul-2017	6,962	-18.4%	1,318	-20.6%
Aug-2017	7,031	-14.7%	1,323	-19.0%
Sep-2017	6,820	-14.6%	1,275	-18.7%
Oct-2017	6,374	-13.5%	1,126	-23.0%
Nov-2017	5,595	-14.4%	1,051	-19.5%
Dec-2017	4,662	-17.5%	890	-25.5%
Jan-2018	4,102	-21.4%	851	-25.9%
Feb-2018	4,000	-21.1%	874	-23.6%
Mar-2018	4,027	-23.1%	876	-25.1%
<b>Apr-2018</b>	<b>4,306</b>	<b>-23.4%</b>	<b>850</b>	<b>-30.6%</b>
12-Month Avg	5,596	-18.3%	1,089	-22.2%

## Historical NH Inventory of Homes for Sale by Month



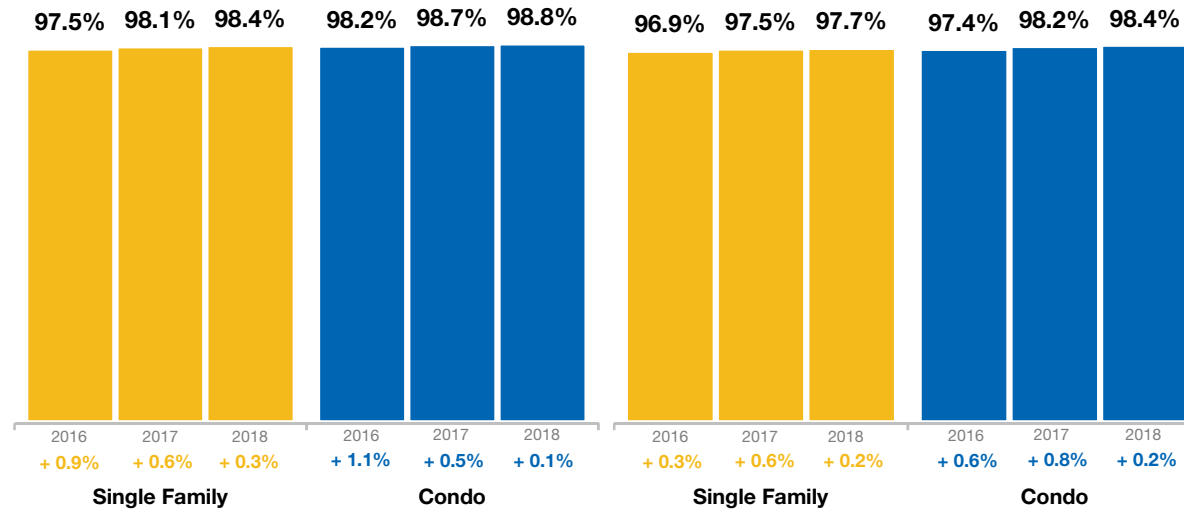
# NH Percent of List Price Received



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.

## April

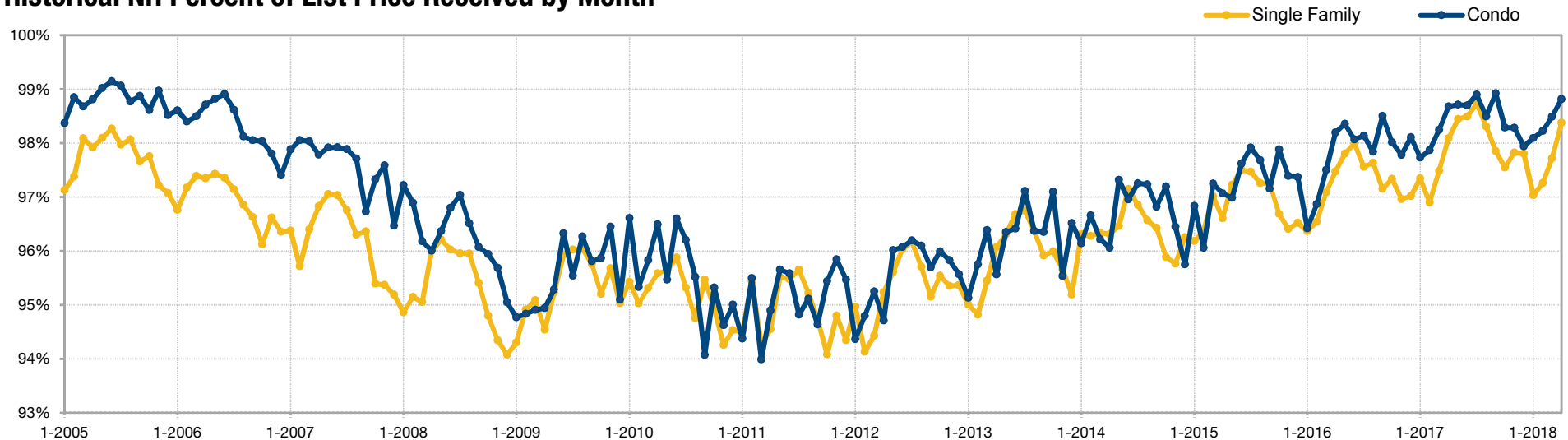
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2017	98.4%	+0.6%	98.7%	+0.3%
Jun-2017	98.5%	+0.5%	98.7%	+0.6%
Jul-2017	98.7%	+1.1%	98.9%	+0.8%
Aug-2017	98.3%	+0.7%	98.5%	+0.7%
Sep-2017	97.9%	+0.7%	98.9%	+0.4%
Oct-2017	97.5%	+0.2%	98.3%	+0.3%
Nov-2017	97.8%	+0.8%	98.3%	+0.5%
Dec-2017	97.8%	+0.8%	97.9%	-0.2%
Jan-2018	97.0%	-0.3%	98.1%	+0.4%
Feb-2018	97.3%	+0.4%	98.2%	+0.3%
Mar-2018	97.7%	+0.2%	98.5%	+0.3%
<b>Apr-2018</b>	<b>98.4%</b>	<b>+0.3%</b>	<b>98.8%</b>	<b>+0.1%</b>
12-Month Avg*	98.1%	+0.6%	98.5%	+0.4%

\* Pct. of List Price Received for all properties from May 2017 through April 2018. This is not the average of the individual figures above.

## Historical NH Percent of List Price Received by Month



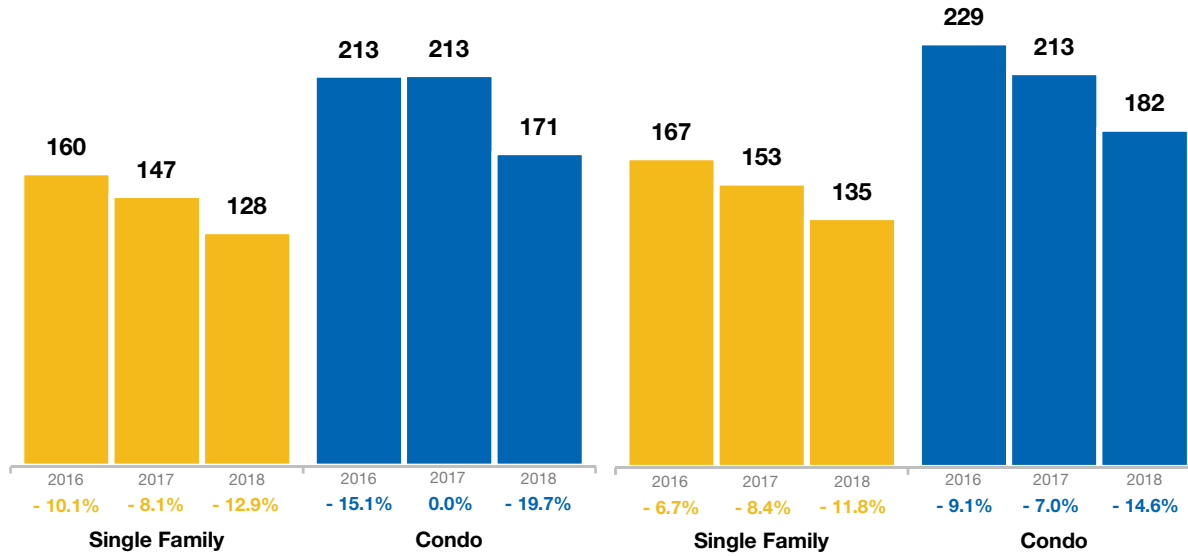
# NH Housing Affordability Index



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.

## April

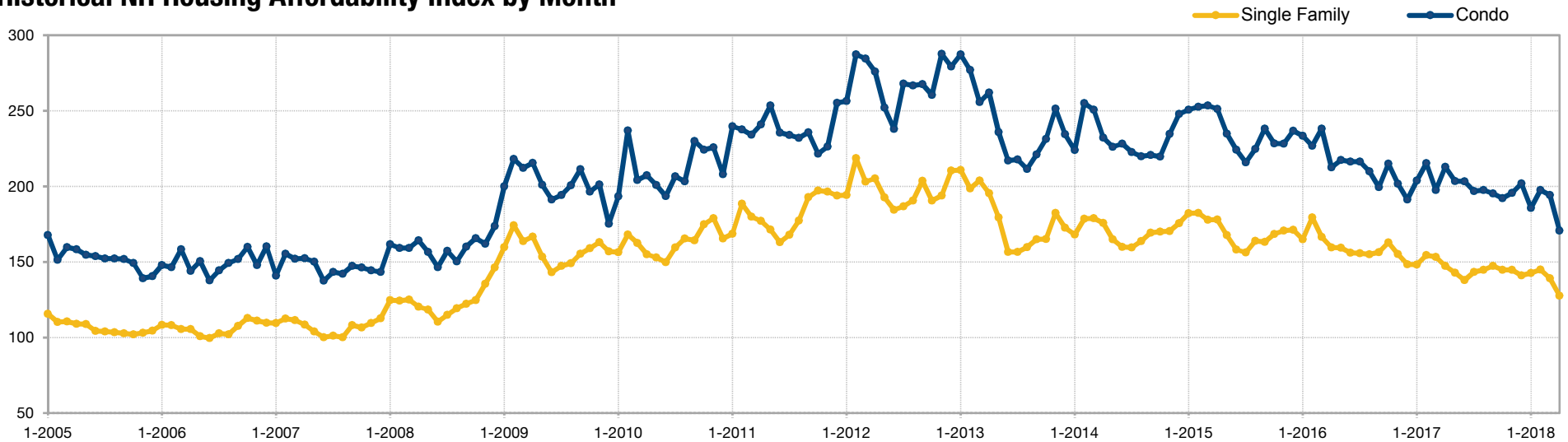
## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
May-2017	143	-10.1%	203	-6.5%
Jun-2017	138	-11.5%	203	-6.0%
Jul-2017	143	-8.3%	197	-8.8%
Aug-2017	145	-6.5%	198	-5.7%
Sep-2017	147	-5.8%	195	-2.0%
Oct-2017	145	-11.0%	192	-10.7%
Nov-2017	145	-6.5%	196	-3.0%
Dec-2017	141	-4.7%	202	+5.8%
Jan-2018	143	-3.4%	186	-8.8%
Feb-2018	145	-5.8%	198	-7.9%
Mar-2018	139	-9.2%	194	-2.0%
<b>Apr-2018</b>	<b>128</b>	<b>-12.9%</b>	<b>171</b>	<b>-19.7%</b>
12-Month Avg*	142	-17.1%	154	-17.8%

\* Affordability Index for all properties from May 2017 through April 2018. 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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>Closed Sales</b>		1,555	<b>1,693</b>	+ 8.9%	5,390	<b>5,507</b>	+ 2.2%
<b>Median Sales Price</b>		\$237,500	<b>\$260,000</b>	+ 9.5%	\$229,000	<b>\$245,000</b>	+ 7.0%
<b>\$ Volume of Closed Sales (in millions)</b>		\$412.7	<b>\$508.3</b>	+ 23.2%	\$1,417.8	<b>\$1,563.0</b>	+ 10.2%
<b>Days on Market</b>		75	<b>71</b>	- 5.3%	84	<b>78</b>	- 7.1%
<b>Pending Sales</b>		2,245	<b>2,664</b>	+ 18.7%	7,193	<b>7,676</b>	+ 6.7%
<b>Months Supply</b>		3.7	<b>2.6</b>	- 29.7%	--	--	--
<b>New Listings</b>		3,125	<b>3,208</b>	+ 2.7%	9,288	<b>8,923</b>	- 3.9%
<b>Homes for Sale</b>		7,062	<b>5,331</b>	- 24.5%	--	--	--
<b>Pct. of List Price Received</b>		98.1%	<b>98.2%</b>	+ 0.1%	97.4%	<b>97.6%</b>	+ 0.2%
<b>Affordability Index</b>		161	<b>139</b>	- 13.6%	167	<b>148</b>	- 11.6%

# 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		
	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -
<b>Belknap</b>	67	74	+ 10.4%	\$219,000	\$259,950	+ 18.7%	\$17.5	\$26.5	+ 51.4%	107	82	- 23.4%	112	136	+ 21.4%
Belknap Year-to-Date	251	244	- 2.8%	\$202,000	\$240,500	+ 19.1%	\$71.8	\$73.3	+ 2.1%	111	85	- 23.4%	329	371	+ 12.8%
<b>Carroll</b>	80	78	- 2.5%	\$235,000	\$234,550	- 0.2%	\$25.8	\$24.4	- 5.4%	144	104	- 27.8%	84	107	+ 27.4%
Carroll Year-to-Date	258	240	- 7.0%	\$215,000	\$228,750	+ 6.4%	\$78.6	\$74.4	- 5.3%	144	116	- 19.4%	306	341	+ 11.4%
<b>Cheshire</b>	54	65	+ 20.4%	\$189,500	\$240,000	+ 26.6%	\$11.4	\$16.9	+ 48.2%	93	109	+ 17.2%	95	111	+ 16.8%
Cheshire Year-to-Date	210	208	- 1.0%	\$176,000	\$189,250	+ 7.5%	\$39.7	\$43.2	+ 8.8%	106	103	- 2.8%	285	290	+ 1.8%
<b>Coos</b>	39	39	0.0%	\$89,000	\$133,750	+ 50.3%	\$4.1	\$5.9	+ 43.9%	207	161	- 22.2%	30	47	+ 56.7%
Coos Year-to-Date	121	121	0.0%	\$95,000	\$125,000	+ 31.6%	\$14.1	\$17.4	+ 23.4%	186	158	- 15.1%	122	155	+ 27.0%
<b>Grafton</b>	63	92	+ 46.0%	\$215,000	\$269,500	+ 25.3%	\$14.7	\$36.1	+ 145.6%	133	118	- 11.3%	98	128	+ 30.6%
Grafton Year-to-Date	244	284	+ 16.4%	\$192,500	\$225,400	+ 17.1%	\$58.2	\$85.4	+ 46.7%	119	126	+ 5.9%	346	413	+ 19.4%
<b>Hillsborough</b>	320	331	+ 3.4%	\$273,578	\$295,000	+ 7.8%	\$98.3	\$104.6	+ 6.4%	48	56	+ 16.7%	452	530	+ 17.3%
Hillsborough Year-to-Date	1,038	1,093	+ 5.3%	\$270,000	\$278,000	+ 3.0%	\$308.6	\$341.5	+ 10.7%	62	66	+ 6.5%	1,448	1,525	+ 5.3%
<b>Merrimack</b>	137	126	- 8.0%	\$237,500	\$259,450	+ 9.2%	\$34.5	\$38.6	+ 11.9%	74	73	- 1.4%	200	209	+ 4.5%
Merrimack Year-to-Date	473	443	- 6.3%	\$229,450	\$250,000	+ 9.0%	\$116.7	\$126.1	+ 8.1%	84	83	- 1.2%	635	638	+ 0.5%
<b>Rockingham</b>	237	259	+ 9.3%	\$335,000	\$365,000	+ 9.0%	\$90.4	\$108.2	+ 19.7%	54	50	- 7.4%	401	455	+ 13.5%
Rockingham Year-to-Date	820	832	+ 1.5%	\$332,900	\$361,500	+ 8.6%	\$326.0	\$347.0	+ 6.4%	69	63	- 8.7%	1,205	1,212	+ 0.6%
<b>Strafford</b>	108	124	+ 14.8%	\$238,750	\$286,500	+ 20.0%	\$27.1	\$41.9	+ 54.6%	56	65	+ 16.1%	173	175	+ 1.2%
Strafford Year-to-Date	374	405	+ 8.3%	\$226,000	\$265,000	+ 17.3%	\$91.5	\$118.0	+ 29.0%	69	69	0.0%	539	530	- 1.7%
<b>Sullivan</b>	41	40	- 2.4%	\$200,000	\$159,500	- 20.3%	\$11.4	\$8.4	- 26.3%	131	113	- 13.7%	50	90	+ 80.0%
Sullivan Year-to-Date	132	131	- 0.8%	\$165,000	\$158,000	- 4.2%	\$26.7	\$25.4	- 4.9%	137	111	- 19.0%	174	211	+ 21.3%
<b>Entire State</b>	1,146	1,228	+ 7.2%	\$260,000	\$284,000	+ 9.2%	\$335.2	\$411.5	+ 22.8%	78	75	- 3.8%	1,695	1,988	+ 17.3%
Entire State Year-to-Date	3,921	4,001	+ 2.0%	\$250,000	\$269,000	+ 7.6%	\$1,131.9	\$1,251.6	+ 10.6%	87	82	- 5.7%	5,389	5,686	+ 5.5%

# 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		
	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -
<b>Belknap</b>	26	25	- 3.8%	\$145,000	\$169,500	+ 16.9%	\$5.2	\$5.9	+ 13.5%	73	83	+ 13.7%	23	24	+ 4.3%
Belknap Year-to-Date	70	70	0.0%	\$168,250	\$166,000	- 1.3%	\$14.8	\$15.5	+ 4.7%	106	103	- 2.8%	85	90	+ 5.9%
<b>Carroll</b>	17	24	+ 41.2%	\$206,900	\$207,500	+ 0.3%	\$4.0	\$5.7	+ 42.5%	141	66	- 53.2%	18	29	+ 61.1%
Carroll Year-to-Date	55	75	+ 36.4%	\$168,000	\$175,000	+ 4.2%	\$10.8	\$15.0	+ 38.9%	118	89	- 24.6%	72	96	+ 33.3%
<b>Cheshire</b>	2	7	+ 250.0%	\$193,188	\$135,000	- 30.1%	\$0.4	\$1.0	+ 150.0%	78	97	+ 24.4%	6	21	+ 250.0%
Cheshire Year-to-Date	16	15	- 6.3%	\$148,500	\$135,000	- 9.1%	\$2.9	\$2.2	- 24.1%	121	86	- 28.9%	18	43	+ 138.9%
<b>Coos</b>	2	2	0.0%	\$295,000	\$118,500	- 59.8%	\$0.6	\$0.2	- 66.7%	82	98	+ 19.5%	1	3	+ 200.0%
Coos Year-to-Date	5	7	+ 40.0%	\$395,000	\$178,000	- 54.9%	\$1.7	\$1.6	- 5.9%	109	176	+ 61.5%	7	8	+ 14.3%
<b>Grafton</b>	38	45	+ 18.4%	\$158,700	\$155,000	- 2.3%	\$6.6	\$8.0	+ 21.2%	121	108	- 10.7%	36	63	+ 75.0%
Grafton Year-to-Date	130	123	- 5.4%	\$146,000	\$160,000	+ 9.6%	\$22.1	\$25.4	+ 14.9%	140	102	- 27.1%	173	175	+ 1.2%
<b>Hillsborough</b>	113	122	+ 8.0%	\$179,000	\$211,000	+ 17.9%	\$21.6	\$28.3	+ 31.0%	38	49	+ 28.9%	158	188	+ 19.0%
Hillsborough Year-to-Date	406	387	- 4.7%	\$178,500	\$190,000	+ 6.4%	\$81.5	\$83.9	+ 2.9%	48	53	+ 10.4%	496	538	+ 8.5%
<b>Merrimack</b>	27	22	- 18.5%	\$129,900	\$184,900	+ 42.3%	\$3.9	\$4.1	+ 5.1%	31	51	+ 64.5%	34	43	+ 26.5%
Merrimack Year-to-Date	94	96	+ 2.1%	\$161,500	\$172,675	+ 6.9%	\$16.5	\$17.4	+ 5.5%	79	52	- 34.2%	106	117	+ 10.4%
<b>Rockingham</b>	102	111	+ 8.8%	\$253,000	\$270,000	+ 6.7%	\$27.9	\$33.7	+ 20.8%	70	45	- 35.7%	159	157	- 1.3%
Rockingham Year-to-Date	375	391	+ 4.3%	\$247,500	\$250,000	+ 1.0%	\$110.4	\$120.3	+ 9.0%	69	60	- 13.0%	465	494	+ 6.2%
<b>Strafford</b>	17	14	- 17.6%	\$147,900	\$166,600	+ 12.6%	\$2.7	\$2.9	+ 7.4%	45	40	- 11.1%	17	23	+ 35.3%
Strafford Year-to-Date	50	59	+ 18.0%	\$150,000	\$169,162	+ 12.8%	\$8.4	\$10.9	+ 29.8%	65	44	- 32.3%	61	77	+ 26.2%
<b>Sullivan</b>	1	3	+ 200.0%	\$199,900	\$146,000	- 27.0%	\$0.2	\$0.5	+ 150.0%	6	79	+ 1,216.7%	1	6	+ 500.0%
Sullivan Year-to-Date	4	11	+ 175.0%	\$87,750	\$139,000	+ 58.4%	\$0.5	\$1.7	+ 240.0%	6	142	+ 2,266.7%	5	14	+ 180.0%
<b>Entire State</b>	345	375	+ 8.7%	\$180,000	\$212,500	+ 18.1%	\$73.1	\$90.4	+ 23.7%	64	60	- 6.3%	453	557	+ 23.0%
Entire State Year-to-Date	1,205	1,234	+ 2.4%	\$180,275	\$199,000	+ 10.4%	\$269.5	\$293.9	+ 9.1%	76	66	- 13.2%	1,488	1,652	+ 11.0%