

NH Monthly Indicators



January 2020

For 2020, The National Association of REALTORS® Chief Economist Lawrence Yun sees good news for home prices. “National median home price growth is in no danger of falling due to inventory shortages and will rise by 4%,” the long-term NAR economist predicts. He is also expecting the new-home construction market sales to increase 10%. Yun and others would like to see home builders bring more affordable units to market to help ease shortages and slow price gains in that segment.

New Listings were down 7.1 percent for single family homes and 9.7 percent for condo properties. Pending Sales increased 7.9 percent for single family homes and 21.6 percent for condo properties.

The Median Sales Price was down 0.1 percent to \$285,000 for single family homes but increased 15.2 percent to \$226,000 for condo properties. Months Supply of Inventory decreased 32.1 percent for single family units and 23.8 percent for condo units.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

Monthly Snapshot

| | | |
|--|--|--|
| + 10.2% | - 0.1% | + 3.6% |
| 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 |

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

| | |
|--|-----------|
| Single Family Activity Overview | 2 |
| Condo Activity Overview | 3 |
| Closed Sales | 4 |
| Median Sales Price | 5 |
| Dollar Volume of Closed Sales (in millions) | 6 |
| Days on Market Until Sale | 7 |
| Pending Sales | 8 |
| Months Supply of Inventory | 9 |
| New Listings | 10 |
| Inventory of Homes for Sale | 11 |
| Percent of List Price Received | 12 |
| Housing Affordability Index | 13 |
| All Properties Activity Overview | 14 |
| Single Family Residential Activity by County | 15 |
| Condo Activity by County | 16 |



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 | 1-2019 | 1-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| Closed Sales | | 810 | 893 | + 10.2% | 810 | 893 | + 10.2% |
| Median Sales Price | | \$285,250 | \$285,000 | - 0.1% | \$285,250 | \$285,000 | - 0.1% |
| \$ Volume of Closed Sales (in millions) | | \$283.2 | \$293.3 | + 3.6% | \$283.2 | \$293.3 | + 3.6% |
| Days on Market | | 81 | 67 | - 17.3% | 81 | 67 | - 17.3% |
| Pending Sales | | 1,050 | 1,133 | + 7.9% | 1,050 | 1,133 | + 7.9% |
| Months Supply | | 2.8 | 1.9 | - 32.1% | -- | -- | -- |
| New Listings | | 1,148 | 1,067 | - 7.1% | 1,148 | 1,067 | - 7.1% |
| Homes for Sale | | 4,078 | 2,917 | - 28.5% | -- | -- | -- |
| Pct. of List Price Received | | 97.2% | 97.6% | + 0.4% | 97.2% | 97.6% | + 0.4% |
| Affordability Index | | 129 | 141 | + 9.3% | 129 | 141 | + 9.3% |

NH Condo Activity Overview

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



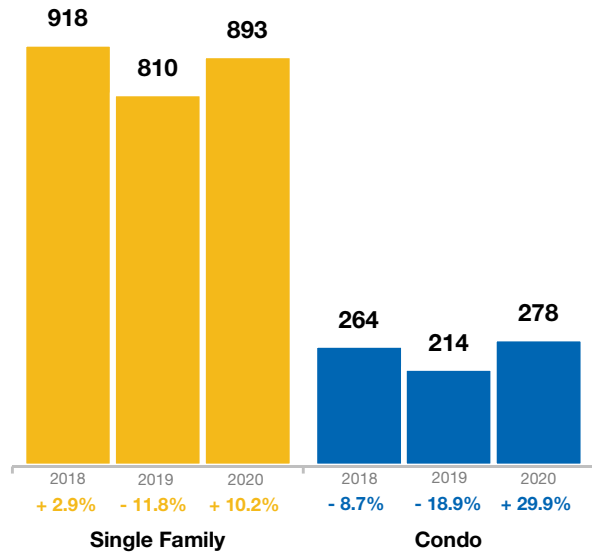
| Key Metrics | Historical Sparkbars | 1-2019 | 1-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| Closed Sales | | 214 | 278 | + 29.9% | 214 | 278 | + 29.9% |
| Median Sales Price | | \$196,200 | \$226,000 | + 15.2% | \$196,200 | \$226,000 | + 15.2% |
| \$ Volume of Closed Sales (in millions) | | \$47.1 | \$74.7 | + 58.6% | \$47.1 | \$74.7 | + 58.6% |
| Days on Market | | 58 | 54 | - 6.9% | 58 | 54 | - 6.9% |
| Pending Sales | | 301 | 366 | + 21.6% | 301 | 366 | + 21.6% |
| Months Supply | | 2.1 | 1.6 | - 23.8% | -- | -- | -- |
| New Listings | | 392 | 354 | - 9.7% | 392 | 354 | - 9.7% |
| Homes for Sale | | 851 | 673 | - 20.9% | -- | -- | -- |
| Pct. of List Price Received | | 97.7% | 98.7% | + 1.0% | 97.7% | 98.7% | + 1.0% |
| Affordability Index | | 187 | 178 | - 4.8% | 187 | 178 | - 4.8% |

NH Closed Sales

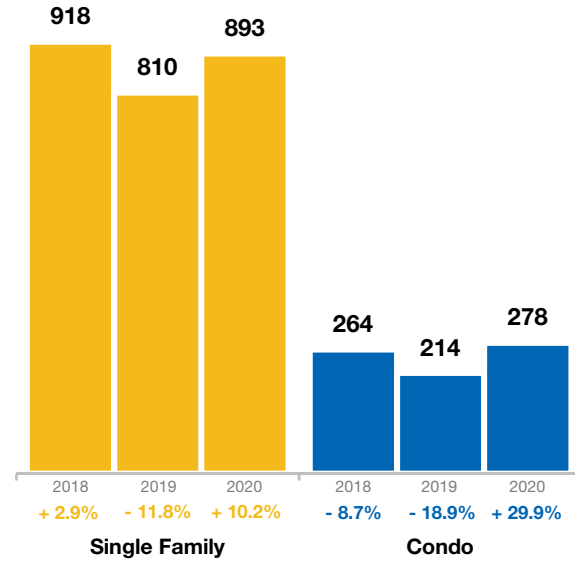
A count of the actual sales that closed in a given month.



January

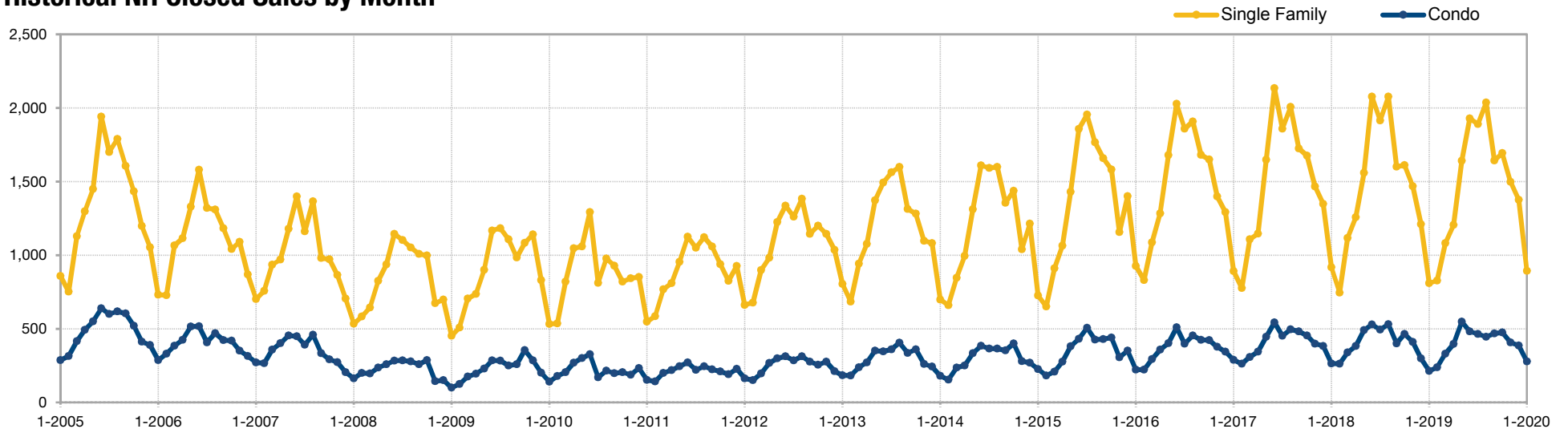


Year to Date



| Closed Sales | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Feb-2019 | 828 | +11.1% | 239 | -8.8% |
| Mar-2019 | 1,081 | -3.1% | 330 | -2.7% |
| Apr-2019 | 1,206 | -4.1% | 397 | +3.7% |
| May-2019 | 1,641 | +5.2% | 548 | +11.6% |
| Jun-2019 | 1,928 | -7.1% | 482 | -8.9% |
| Jul-2019 | 1,891 | -1.3% | 465 | -5.9% |
| Aug-2019 | 2,036 | -2.0% | 446 | -16.0% |
| Sep-2019 | 1,642 | +2.6% | 469 | +17.0% |
| Oct-2019 | 1,693 | +5.1% | 476 | +2.4% |
| Nov-2019 | 1,499 | +2.1% | 408 | -0.7% |
| Dec-2019 | 1,376 | +13.7% | 387 | +29.4% |
| Jan-2020 | 893 | +10.2% | 278 | +29.9% |
| 12-Month Avg | 1,476 | +1.5% | 410 | +2.2% |

Historical NH Closed Sales by Month

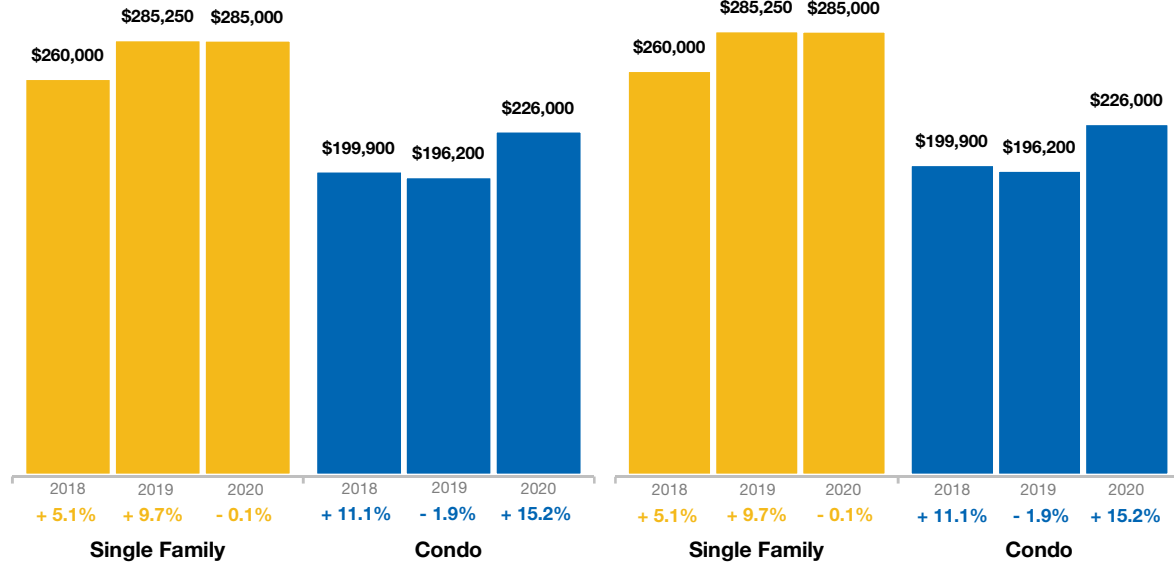


NH Median Sales Price

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



January

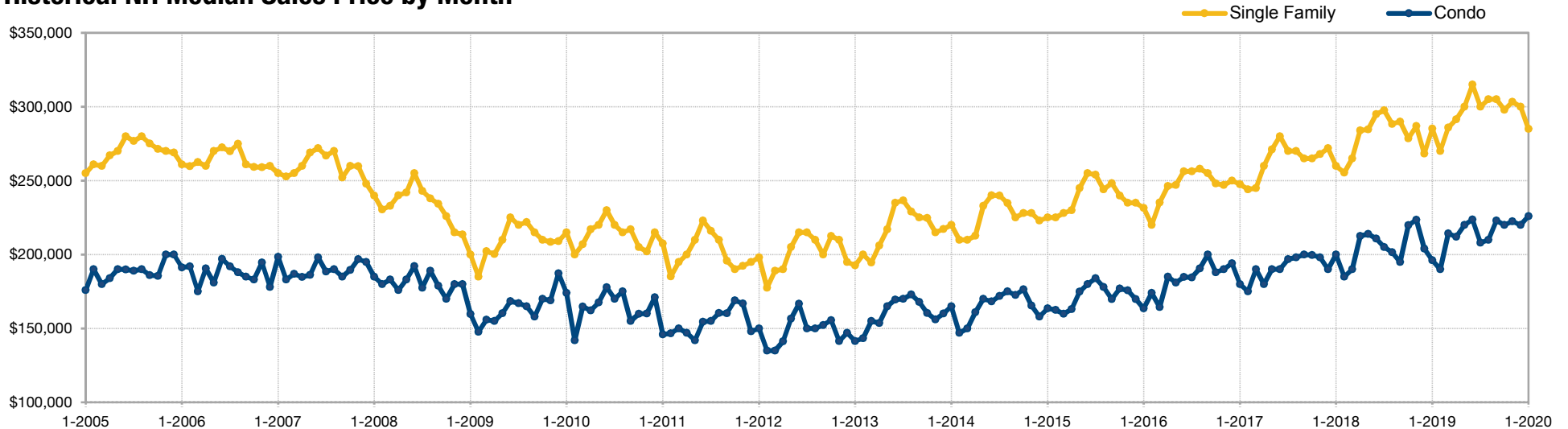


Year to Date

| Median Sales Price | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|--------------------|------------------|-----------------------|------------------|-----------------------|
| Feb-2019 | \$270,000 | +5.7% | \$190,000 | +2.7% |
| Mar-2019 | \$285,950 | +7.9% | \$214,200 | +12.7% |
| Apr-2019 | \$291,500 | +2.6% | \$212,000 | -0.2% |
| May-2019 | \$300,000 | +5.4% | \$220,000 | +2.9% |
| Jun-2019 | \$315,000 | +6.8% | \$223,750 | +6.1% |
| Jul-2019 | \$300,000 | +0.8% | \$208,000 | +1.5% |
| Aug-2019 | \$305,000 | +5.8% | \$210,000 | +4.2% |
| Sep-2019 | \$305,000 | +5.2% | \$223,000 | +14.4% |
| Oct-2019 | \$297,900 | +6.9% | \$220,000 | +0.0% |
| Nov-2019 | \$303,242 | +5.7% | \$222,450 | -0.5% |
| Dec-2019 | \$300,000 | +11.8% | \$220,000 | +7.8% |
| Jan-2020 | \$285,000 | -0.1% | \$226,000 | +15.2% |
| 12-Month Avg* | \$300,000 | +5.3% | \$217,900 | +6.3% |

* Median Sales Price for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical NH Median Sales Price by Month

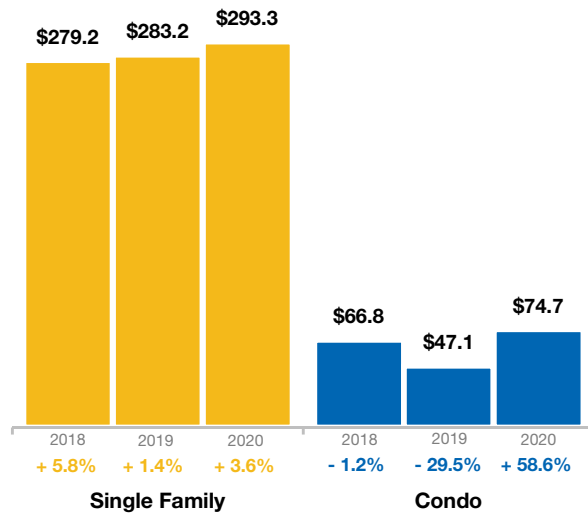


NH \$ Volume of Closed Sales

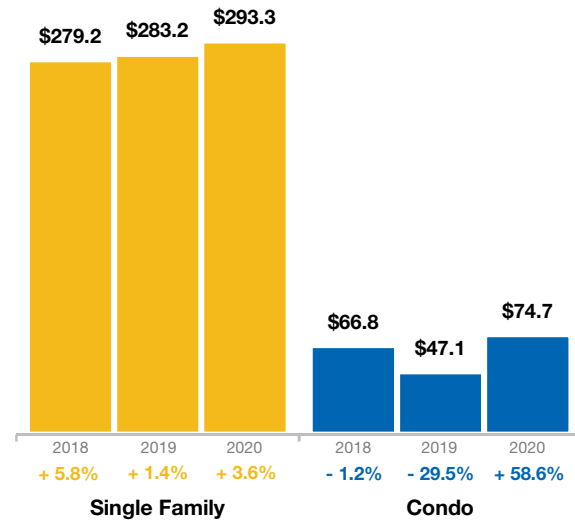
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



January



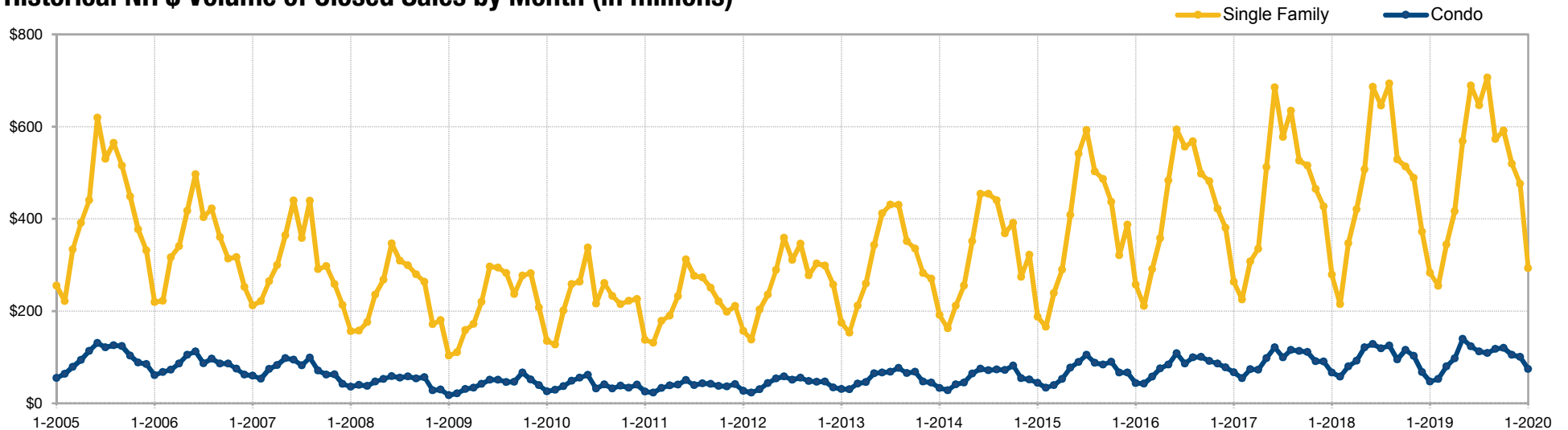
Year to Date



| \$ Volume of Closed Sales (in millions) | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|---|----------------|-----------------------|---------------|-----------------------|
| Feb-2019 | \$254.5 | +18.2% | \$52.8 | -8.7% |
| Mar-2019 | \$344.4 | -0.7% | \$80.0 | -0.5% |
| Apr-2019 | \$416.4 | -1.0% | \$97.2 | +4.9% |
| May-2019 | \$568.9 | +12.2% | \$139.9 | +15.1% |
| Jun-2019 | \$688.8 | +0.4% | \$123.9 | -3.7% |
| Jul-2019 | \$646.2 | +0.1% | \$112.5 | -5.9% |
| Aug-2019 | \$706.2 | +1.8% | \$109.0 | -13.1% |
| Sep-2019 | \$572.9 | +8.3% | \$118.0 | +23.7% |
| Oct-2019 | \$591.7 | +15.3% | \$120.1 | +3.7% |
| Nov-2019 | \$519.6 | +6.3% | \$105.4 | +2.2% |
| Dec-2019 | \$476.2 | +27.9% | \$100.8 | +47.8% |
| Jan-2020 | \$293.3 | +3.6% | \$74.7 | +58.6% |
| 12-Month Avg* | \$506.6 | +6.6% | \$102.9 | +6.8% |

* \$ Volume of Closed Sales (in millions) for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

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

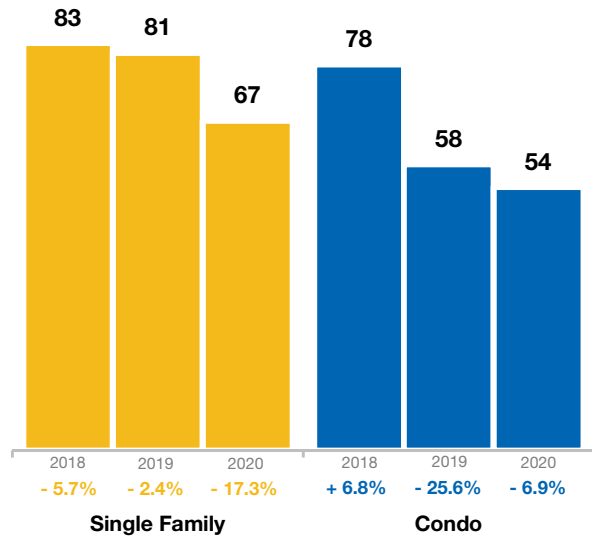


NH Days on Market

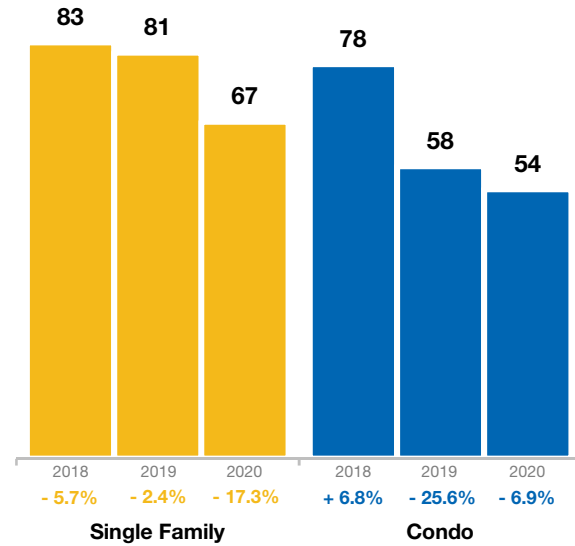
Average number of days between when a property is listed and when an offer is accepted in a given month.



January



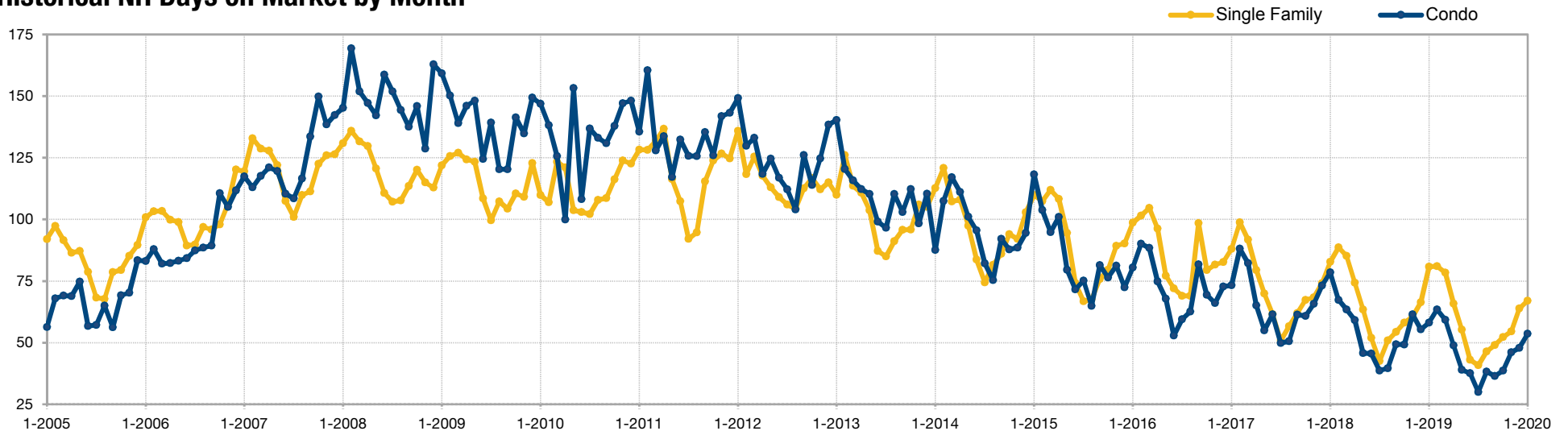
Year to Date



| Days on Market | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-----------|-----------------------|
| Feb-2019 | 81 | -9.0% | 63 | -6.0% |
| Mar-2019 | 78 | -8.2% | 59 | -6.3% |
| Apr-2019 | 66 | -10.8% | 49 | -16.9% |
| May-2019 | 55 | -12.7% | 39 | -15.2% |
| Jun-2019 | 43 | -17.3% | 38 | -17.4% |
| Jul-2019 | 41 | -2.4% | 30 | -23.1% |
| Aug-2019 | 46 | -9.8% | 38 | -5.0% |
| Sep-2019 | 49 | -9.3% | 36 | -26.5% |
| Oct-2019 | 52 | -10.3% | 39 | -20.4% |
| Nov-2019 | 55 | -8.3% | 46 | -24.6% |
| Dec-2019 | 64 | -3.0% | 48 | -12.7% |
| Jan-2020 | 67 | -17.3% | 54 | -6.9% |
| 12-Month Avg* | 55 | -9.7% | 43 | -15.4% |

* Days on Market for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical NH Days on Market by Month

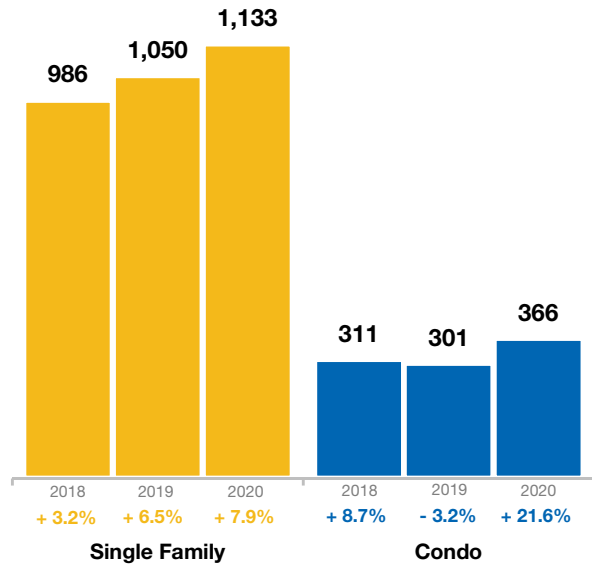


NH Pending Sales

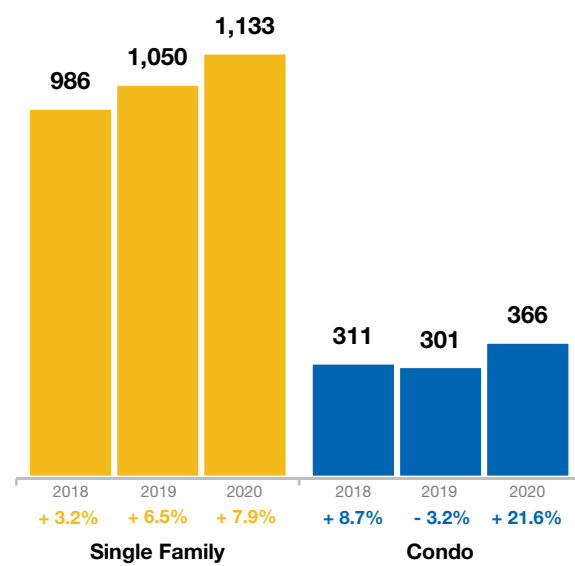
A count of the properties on which offers have been accepted in a given month.



January

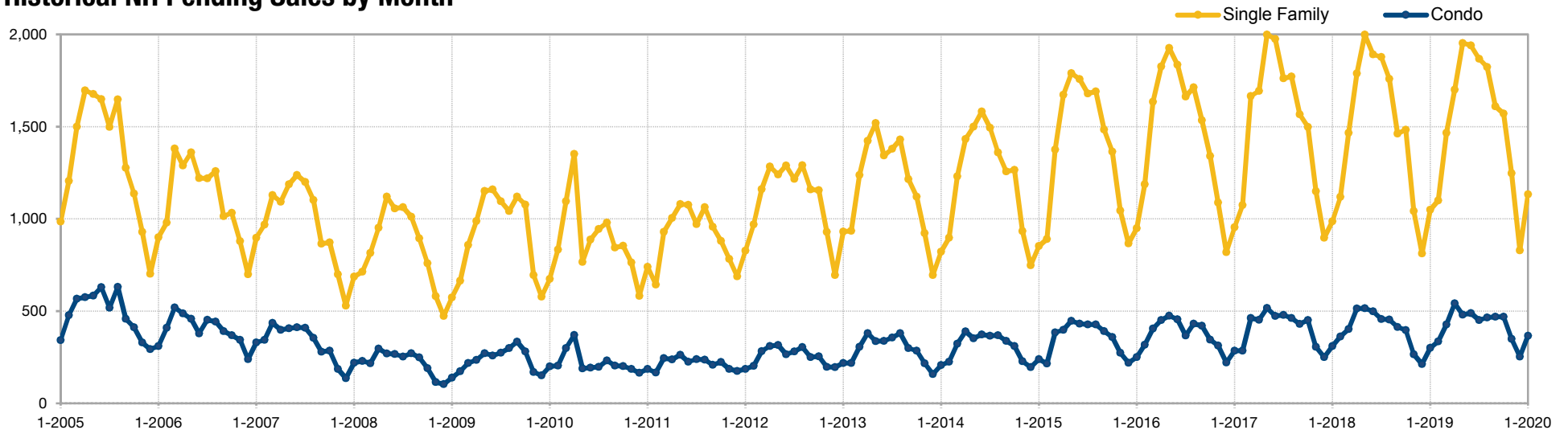


Year to Date



| Pending Sales | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Feb-2019 | 1,100 | -1.7% | 336 | -7.2% |
| Mar-2019 | 1,466 | 0.0% | 427 | +6.0% |
| Apr-2019 | 1,700 | -4.9% | 542 | +5.4% |
| May-2019 | 1,952 | -2.4% | 481 | -6.8% |
| Jun-2019 | 1,940 | +2.6% | 489 | -2.0% |
| Jul-2019 | 1,868 | -0.5% | 452 | -1.1% |
| Aug-2019 | 1,823 | +3.6% | 466 | +2.6% |
| Sep-2019 | 1,610 | +10.1% | 469 | +13.3% |
| Oct-2019 | 1,570 | +5.9% | 470 | +18.4% |
| Nov-2019 | 1,247 | +19.7% | 350 | +31.6% |
| Dec-2019 | 829 | +2.1% | 253 | +18.8% |
| Jan-2020 | 1,133 | +7.9% | 366 | +21.6% |
| 12-Month Avg | 1,520 | +2.8% | 425 | +6.4% |

Historical NH Pending Sales by Month

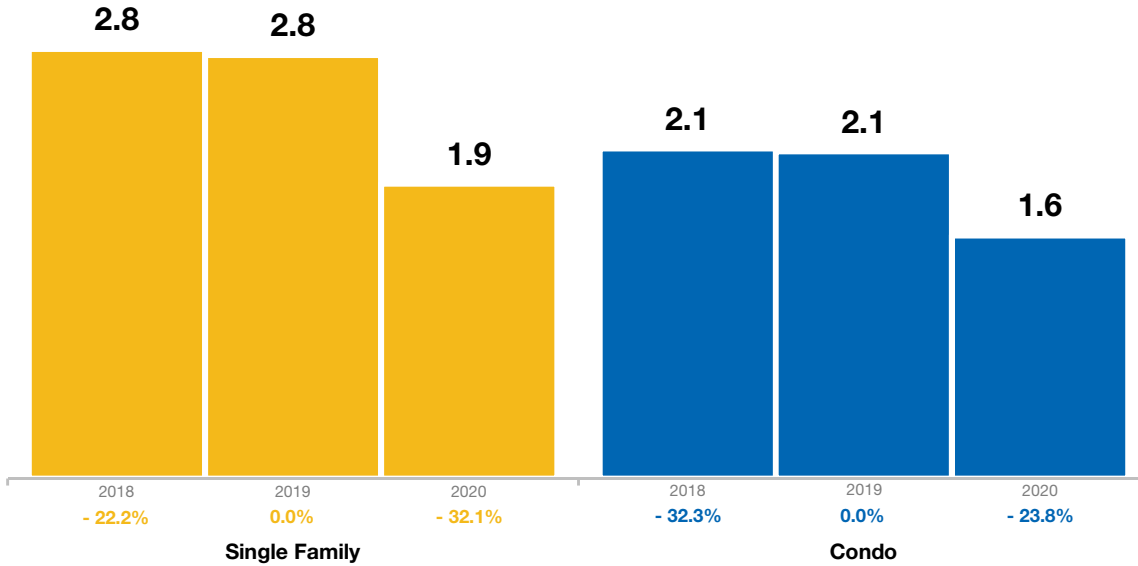


NH Months Supply of Inventory

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.



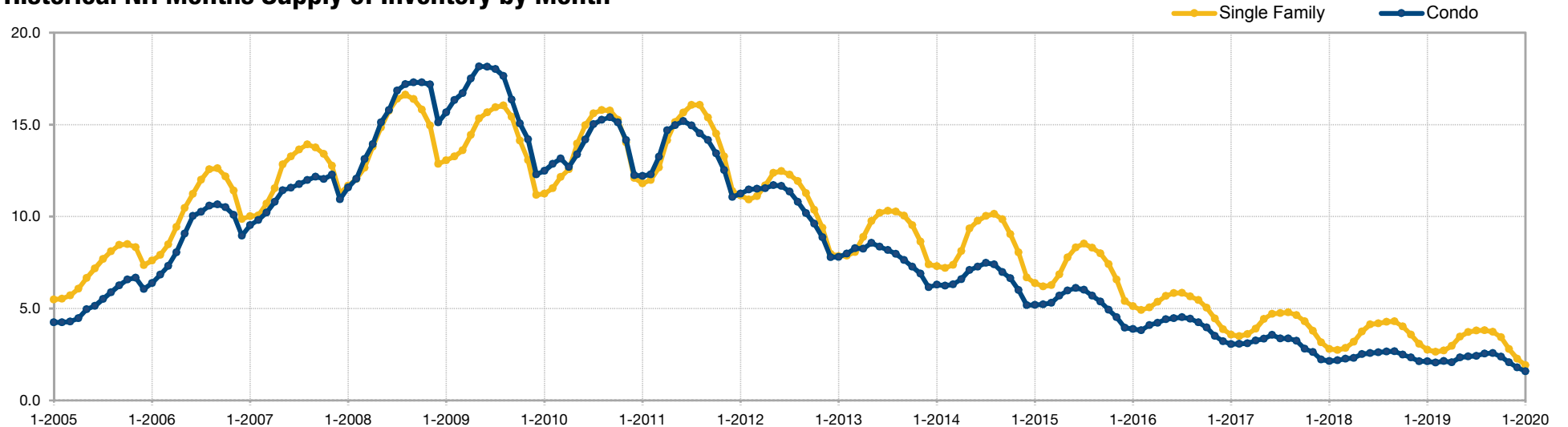
January



| Months Supply | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Feb-2019 | 2.6 | -3.7% | 2.1 | -4.5% |
| Mar-2019 | 2.7 | -6.9% | 2.1 | -8.7% |
| Apr-2019 | 3.0 | -6.3% | 2.1 | -8.7% |
| May-2019 | 3.5 | -7.9% | 2.3 | -8.0% |
| Jun-2019 | 3.7 | -9.8% | 2.4 | -7.7% |
| Jul-2019 | 3.8 | -9.5% | 2.4 | -7.7% |
| Aug-2019 | 3.8 | -11.6% | 2.6 | -3.7% |
| Sep-2019 | 3.7 | -14.0% | 2.6 | -3.7% |
| Oct-2019 | 3.4 | -15.0% | 2.4 | -4.0% |
| Nov-2019 | 2.8 | -22.2% | 2.1 | -8.7% |
| Dec-2019 | 2.3 | -25.8% | 1.8 | -14.3% |
| Jan-2020 | 1.9 | -32.1% | 1.6 | -23.8% |
| 12-Month Avg* | 3.1 | -13.0% | 2.2 | -8.7% |

* Months Supply for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical NH Months Supply of Inventory by Month

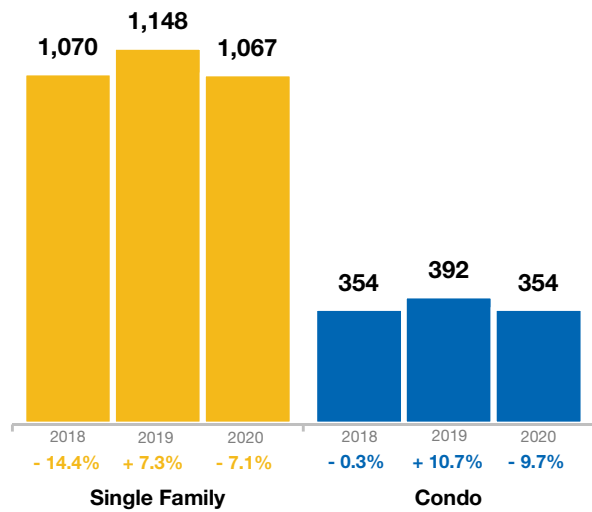


NH New Listings

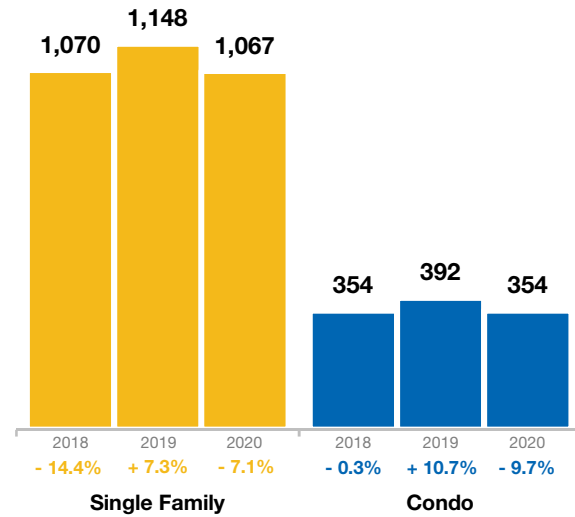
A count of the properties that have been newly listed on the market in a given month.



January

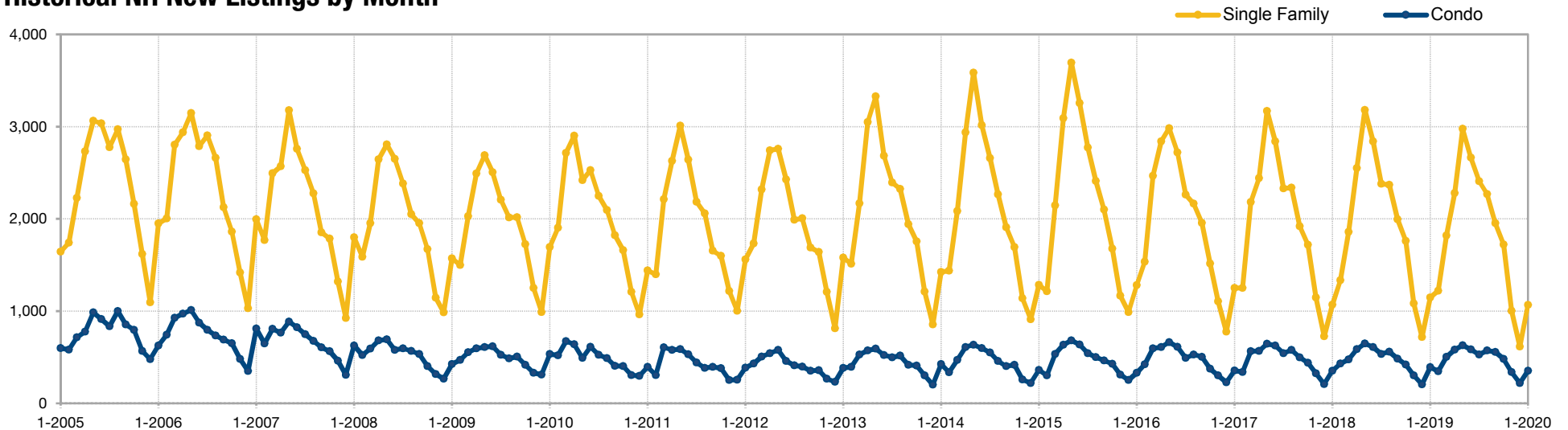


Year to Date



| New Listings | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Feb-2019 | 1,220 | -8.7% | 348 | -19.6% |
| Mar-2019 | 1,820 | -2.0% | 503 | +5.7% |
| Apr-2019 | 2,281 | -10.6% | 583 | -0.7% |
| May-2019 | 2,977 | -6.4% | 630 | -2.8% |
| Jun-2019 | 2,664 | -6.2% | 585 | -4.3% |
| Jul-2019 | 2,408 | +1.2% | 528 | -1.3% |
| Aug-2019 | 2,270 | -4.2% | 574 | +2.7% |
| Sep-2019 | 1,955 | -2.1% | 556 | +14.9% |
| Oct-2019 | 1,723 | -2.2% | 481 | +14.3% |
| Nov-2019 | 1,002 | -7.6% | 339 | +12.3% |
| Dec-2019 | 616 | -14.3% | 219 | +5.8% |
| Jan-2020 | 1,067 | -7.1% | 354 | -9.7% |
| 12-Month Avg | 1,935 | -5.3% | 471 | +0.8% |

Historical NH New Listings by Month

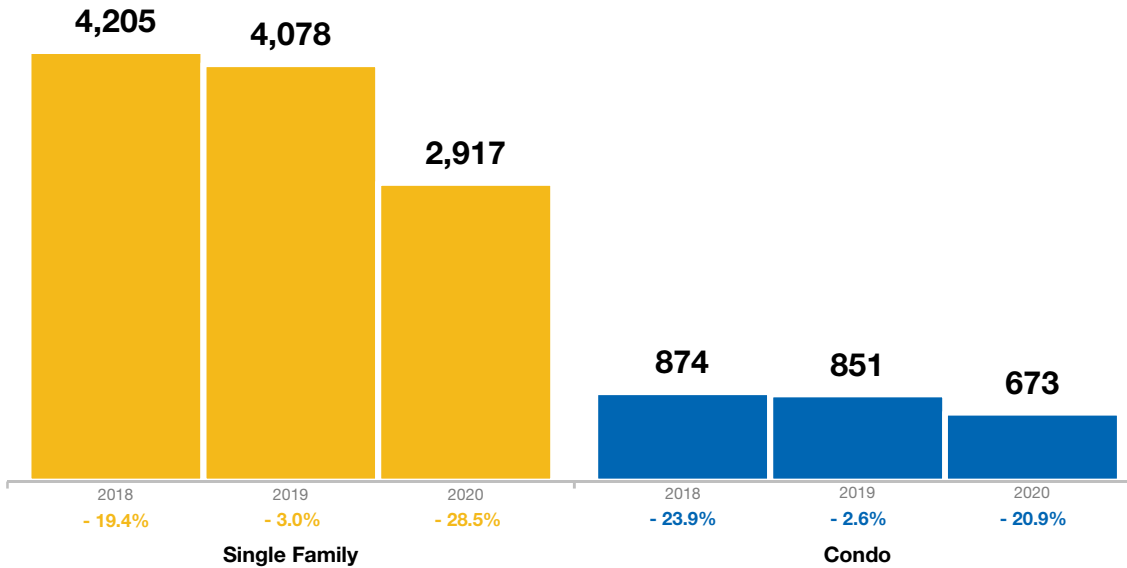


NH Inventory of Homes for Sale

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

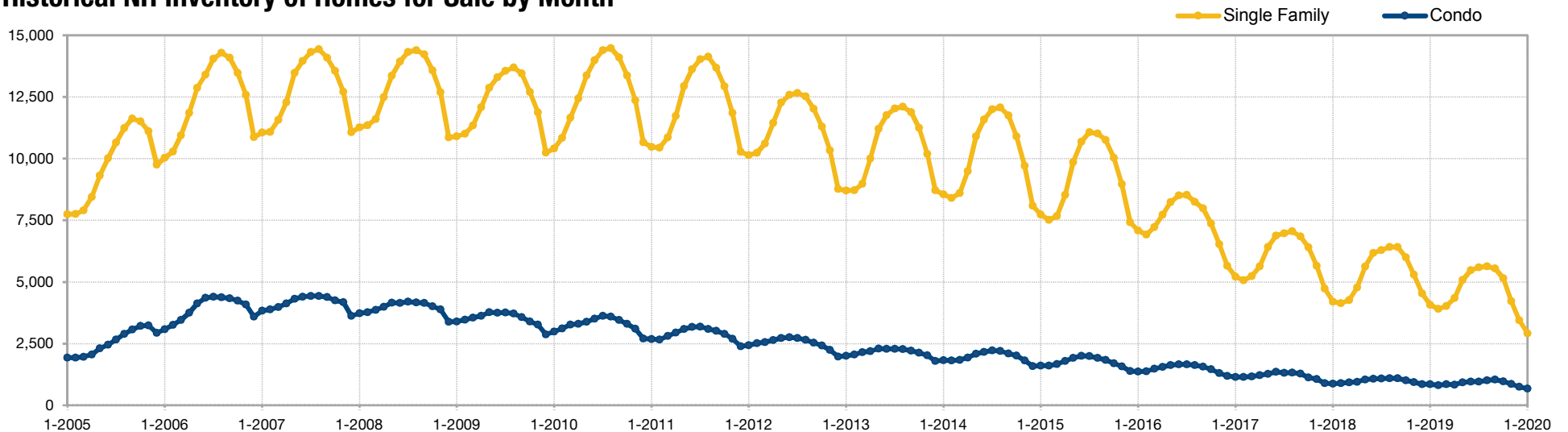


January



| Homes for Sale | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|------------|-----------------------|
| Feb-2019 | 3,911 | -5.4% | 817 | -9.4% |
| Mar-2019 | 4,019 | -5.7% | 854 | -7.8% |
| Apr-2019 | 4,352 | -8.9% | 832 | -12.8% |
| May-2019 | 5,076 | -9.7% | 932 | -10.3% |
| Jun-2019 | 5,477 | -11.3% | 955 | -10.9% |
| Jul-2019 | 5,596 | -11.1% | 965 | -10.7% |
| Aug-2019 | 5,638 | -12.1% | 1,017 | -7.5% |
| Sep-2019 | 5,545 | -13.6% | 1,040 | -5.5% |
| Oct-2019 | 5,148 | -14.2% | 973 | -4.3% |
| Nov-2019 | 4,225 | -20.2% | 865 | -8.4% |
| Dec-2019 | 3,443 | -24.1% | 754 | -11.4% |
| Jan-2020 | 2,917 | -28.5% | 673 | -20.9% |
| 12-Month Avg | 4,612 | -13.5% | 890 | -9.8% |

Historical NH Inventory of Homes for Sale by Month



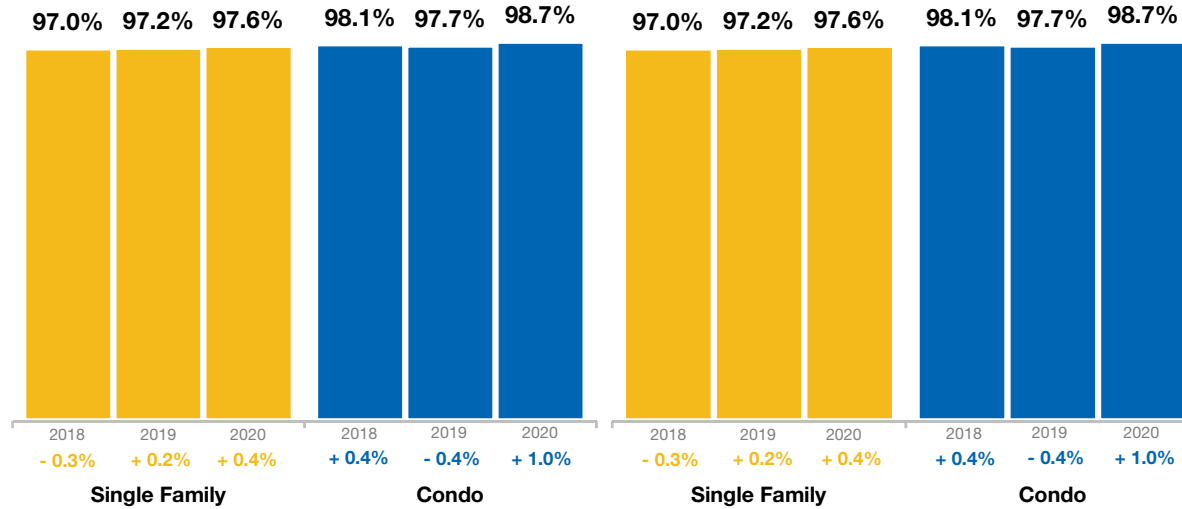
NH Percent of List Price Received



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.

January

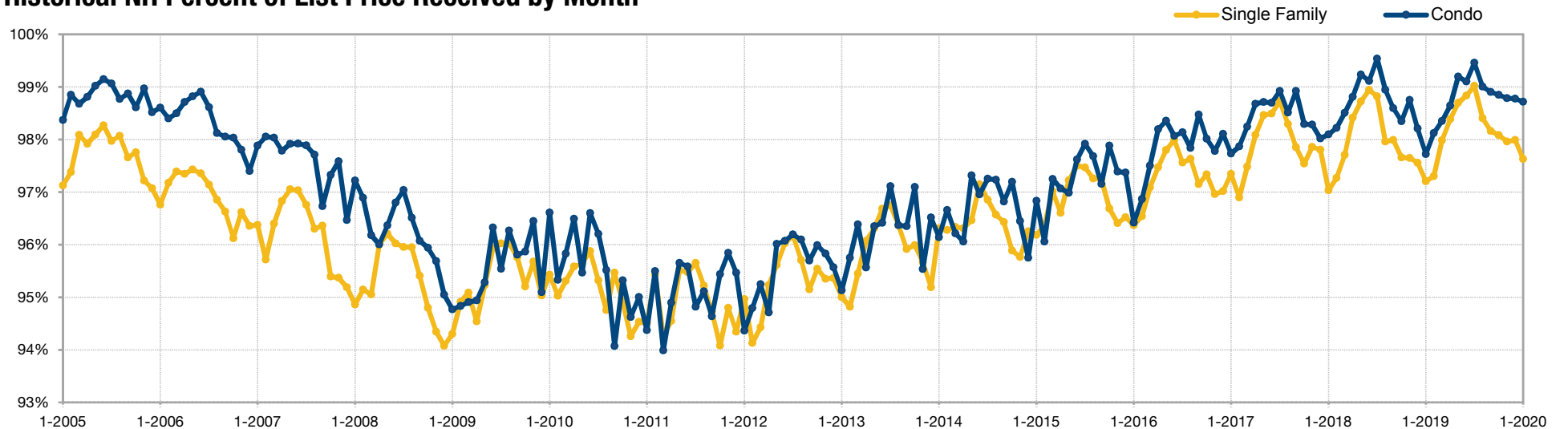
Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|--------------|-----------------------|
| Feb-2019 | 97.3% | 0.0% | 98.1% | -0.1% |
| Mar-2019 | 98.0% | +0.3% | 98.4% | -0.1% |
| Apr-2019 | 98.4% | 0.0% | 98.6% | -0.2% |
| May-2019 | 98.7% | 0.0% | 99.2% | 0.0% |
| Jun-2019 | 98.8% | -0.1% | 99.1% | 0.0% |
| Jul-2019 | 99.0% | +0.2% | 99.5% | 0.0% |
| Aug-2019 | 98.4% | +0.4% | 99.0% | +0.1% |
| Sep-2019 | 98.2% | +0.2% | 98.9% | +0.3% |
| Oct-2019 | 98.1% | +0.4% | 98.8% | +0.5% |
| Nov-2019 | 98.0% | +0.4% | 98.8% | +0.1% |
| Dec-2019 | 98.0% | +0.4% | 98.8% | +0.6% |
| Jan-2020 | 97.6% | +0.4% | 98.7% | +1.0% |
| 12-Month Avg* | 98.3% | +0.2% | 98.9% | +0.1% |

* Pct. of List Price Received for all properties from February 2019 through January 2020. This is not the average of the individual figures above.

Historical NH Percent of List Price Received by Month



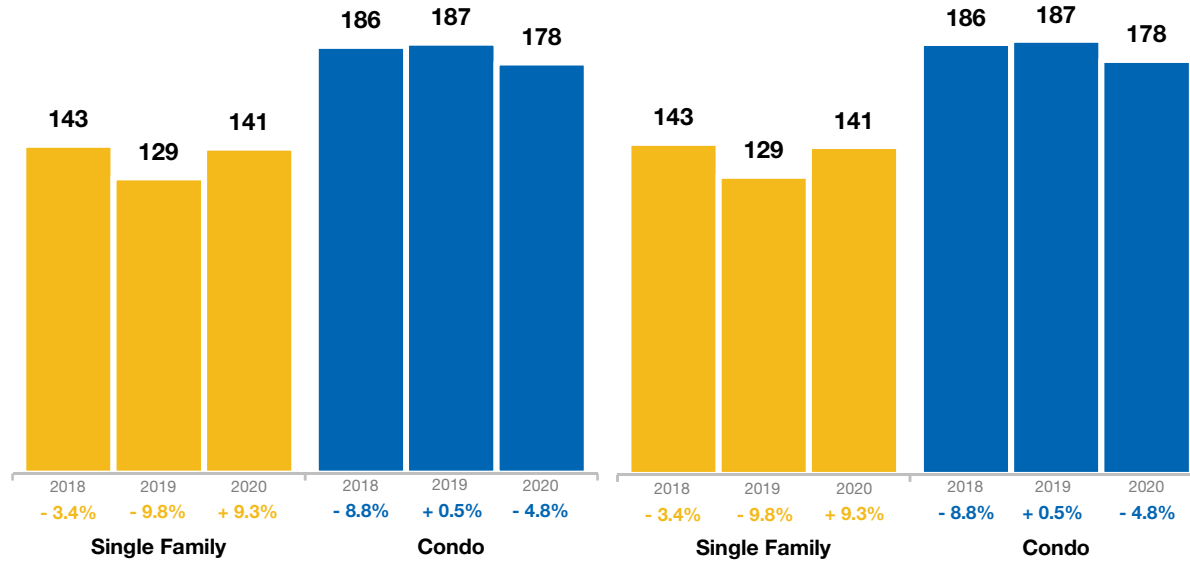
NH Housing Affordability Index



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.

January

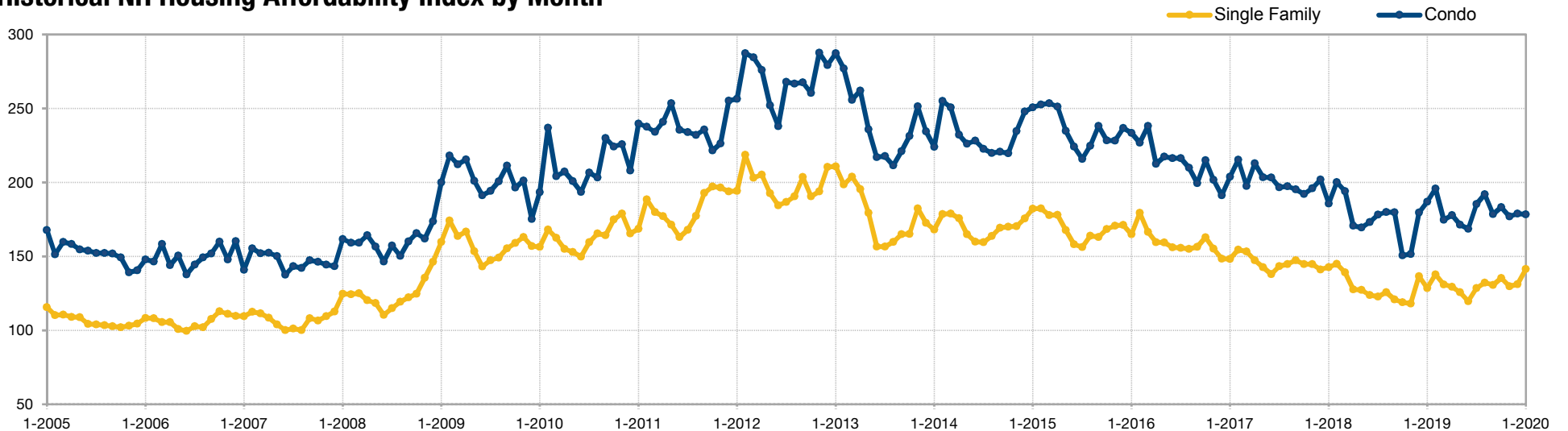
Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Condo | Year-Over-Year Change |
|---------------------|---------------|-----------------------|------------|-----------------------|
| Feb-2019 | 138 | -4.8% | 196 | -2.0% |
| Mar-2019 | 131 | -5.8% | 175 | -9.8% |
| Apr-2019 | 129 | +0.8% | 178 | +4.1% |
| May-2019 | 126 | -0.8% | 171 | +0.6% |
| Jun-2019 | 120 | -3.2% | 169 | -2.3% |
| Jul-2019 | 128 | +4.1% | 185 | +3.9% |
| Aug-2019 | 132 | +4.8% | 192 | +6.7% |
| Sep-2019 | 131 | +8.3% | 179 | -0.6% |
| Oct-2019 | 135 | +13.4% | 183 | +21.2% |
| Nov-2019 | 130 | +10.2% | 177 | +16.4% |
| Dec-2019 | 131 | -4.4% | 179 | -0.6% |
| Jan-2020 | 141 | +9.3% | 178 | -4.8% |
| 12-Month Avg* | 131 | +10.3% | 128 | +1.0% |

* Affordability Index for all properties from February 2019 through January 2020. 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 | 1-2019 | 1-2020 | Percent Change | YTD 2019 | YTD 2020 | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| Closed Sales | | 1,067 | 1,224 | + 14.7% | 1,067 | 1,224 | + 14.7% |
| Median Sales Price | | \$260,000 | \$262,500 | + 1.0% | \$260,000 | \$262,500 | + 1.0% |
| \$ Volume of Closed Sales (in millions) | | \$333.5 | \$372.2 | + 11.6% | \$333.5 | \$372.2 | + 11.6% |
| Days on Market | | 76 | 64 | - 15.8% | 76 | 64 | - 15.8% |
| Pending Sales | | 1,405 | 1,591 | + 13.2% | 1,405 | 1,591 | + 13.2% |
| Months Supply | | 2.6 | 1.8 | - 30.8% | -- | -- | -- |
| New Listings | | 1,628 | 1,501 | - 7.8% | 1,628 | 1,501 | - 7.8% |
| Homes for Sale | | 5,177 | 3,773 | - 27.1% | -- | -- | -- |
| Pct. of List Price Received | | 97.1% | 97.7% | + 0.6% | 97.1% | 97.7% | + 0.6% |
| Affordability Index | | 141 | 154 | + 8.8% | 141 | 154 | + 8.8% |

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 | | |
|---------------------------|--------------|--------|---------|--------------------|-----------|---------|-------------------------------|---------|----------|----------------|--------|---------|---------------|--------|---------|
| | 1-2019 | 1-2020 | + / - | 1-2019 | 1-2020 | + / - | 1-2019 | 1-2020 | + / - | 1-2019 | 1-2020 | + / - | 1-2019 | 1-2020 | + / - |
| Belknap | 66 | 54 | - 18.2% | \$231,000 | \$272,000 | + 17.7% | \$24.2 | \$23.8 | - 1.7% | 103 | 88 | - 14.6% | 86 | 75 | - 12.8% |
| Belknap Year-to-Date | 66 | 54 | - 18.2% | \$231,000 | \$272,000 | + 17.7% | \$24.2 | \$23.8 | - 1.7% | 103 | 88 | - 14.6% | 86 | 75 | - 12.8% |
| Carroll | 51 | 55 | + 7.8% | \$269,900 | \$220,000 | - 18.5% | \$27.5 | \$18.2 | - 33.8% | 88 | 87 | - 1.1% | 72 | 69 | - 4.2% |
| Carroll Year-to-Date | 51 | 55 | + 7.8% | \$269,900 | \$220,000 | - 18.5% | \$27.5 | \$18.2 | - 33.8% | 88 | 87 | - 1.1% | 72 | 69 | - 4.2% |
| Cheshire | 38 | 60 | + 57.9% | \$169,200 | \$193,850 | + 14.6% | \$6.9 | \$13.2 | + 91.3% | 102 | 73 | - 28.4% | 57 | 63 | + 10.5% |
| Cheshire Year-to-Date | 38 | 60 | + 57.9% | \$169,200 | \$193,850 | + 14.6% | \$6.9 | \$13.2 | + 91.3% | 102 | 73 | - 28.4% | 57 | 63 | + 10.5% |
| Coos | 20 | 36 | + 80.0% | \$73,000 | \$116,500 | + 59.6% | \$1.8 | \$4.8 | + 166.7% | 135 | 142 | + 5.2% | 42 | 45 | + 7.1% |
| Coos Year-to-Date | 20 | 36 | + 80.0% | \$73,000 | \$116,500 | + 59.6% | \$1.8 | \$4.8 | + 166.7% | 135 | 142 | + 5.2% | 42 | 45 | + 7.1% |
| Grafton | 43 | 62 | + 44.2% | \$173,250 | \$171,950 | - 0.8% | \$10.1 | \$15.7 | + 55.4% | 126 | 107 | - 15.1% | 73 | 103 | + 41.1% |
| Grafton Year-to-Date | 43 | 62 | + 44.2% | \$173,250 | \$171,950 | - 0.8% | \$10.1 | \$15.7 | + 55.4% | 126 | 107 | - 15.1% | 73 | 103 | + 41.1% |
| Hillsborough | 207 | 227 | + 9.7% | \$305,000 | \$304,500 | - 0.2% | \$68.1 | \$73.4 | + 7.8% | 63 | 44 | - 30.2% | 277 | 259 | - 6.5% |
| Hillsborough Year-to-Date | 207 | 227 | + 9.7% | \$305,000 | \$304,500 | - 0.2% | \$68.1 | \$73.4 | + 7.8% | 63 | 44 | - 30.2% | 277 | 259 | - 6.5% |
| Merrimack | 86 | 94 | + 9.3% | \$272,500 | \$277,500 | + 1.8% | \$24.3 | \$28.3 | + 16.5% | 79 | 61 | - 22.8% | 101 | 125 | + 23.8% |
| Merrimack Year-to-Date | 86 | 94 | + 9.3% | \$272,500 | \$277,500 | + 1.8% | \$24.3 | \$28.3 | + 16.5% | 79 | 61 | - 22.8% | 101 | 125 | + 23.8% |
| Rockingham | 195 | 170 | - 12.8% | \$392,000 | \$393,750 | + 0.4% | \$92.9 | \$75.2 | - 19.1% | 67 | 58 | - 13.4% | 224 | 243 | + 8.5% |
| Rockingham Year-to-Date | 195 | 170 | - 12.8% | \$392,000 | \$393,750 | + 0.4% | \$92.9 | \$75.2 | - 19.1% | 67 | 58 | - 13.4% | 224 | 243 | + 8.5% |
| Strafford | 78 | 96 | + 23.1% | \$248,450 | \$277,000 | + 11.5% | \$21.4 | \$30.7 | + 43.5% | 76 | 52 | - 31.6% | 80 | 103 | + 28.8% |
| Strafford Year-to-Date | 78 | 96 | + 23.1% | \$248,450 | \$277,000 | + 11.5% | \$21.4 | \$30.7 | + 43.5% | 76 | 52 | - 31.6% | 80 | 103 | + 28.8% |
| Sullivan | 26 | 39 | + 50.0% | \$211,000 | \$170,000 | - 19.4% | \$6.0 | \$9.9 | + 65.0% | 134 | 98 | - 26.9% | 38 | 48 | + 26.3% |
| Sullivan Year-to-Date | 26 | 39 | + 50.0% | \$211,000 | \$170,000 | - 19.4% | \$6.0 | \$9.9 | + 65.0% | 134 | 98 | - 26.9% | 38 | 48 | + 26.3% |
| Entire State | 810 | 893 | + 10.2% | \$285,250 | \$285,000 | - 0.1% | \$283.2 | \$293.3 | + 3.6% | 81 | 67 | - 17.3% | 1,050 | 1,133 | + 7.9% |
| Entire State Year-to-Date | 810 | 893 | + 10.2% | \$285,250 | \$285,000 | - 0.1% | \$283.2 | \$293.3 | + 3.6% | 81 | 67 | - 17.3% | 1,050 | 1,133 | + 7.9% |

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 | | |
|---------------------------|--------------|--------|----------|--------------------|-----------|----------|-------------------------------|--------|----------|----------------|--------|----------|---------------|--------|----------|
| | 1-2019 | 1-2020 | + / - | 1-2019 | 1-2020 | + / - | 1-2019 | 1-2020 | + / - | 1-2019 | 1-2020 | + / - | 1-2019 | 1-2020 | + / - |
| Belknap | 9 | 12 | + 33.3% | \$187,400 | \$197,500 | + 5.4% | \$1.9 | \$2.9 | + 52.6% | 82 | 93 | + 13.4% | 17 | 19 | + 11.8% |
| Belknap Year-to-Date | 9 | 12 | + 33.3% | \$187,400 | \$197,500 | + 5.4% | \$1.9 | \$2.9 | + 52.6% | 82 | 93 | + 13.4% | 17 | 19 | + 11.8% |
| Carroll | 12 | 13 | + 8.3% | \$187,450 | \$224,000 | + 19.5% | \$2.3 | \$3.3 | + 43.5% | 75 | 78 | + 4.0% | 18 | 17 | - 5.6% |
| Carroll Year-to-Date | 12 | 13 | + 8.3% | \$187,450 | \$224,000 | + 19.5% | \$2.3 | \$3.3 | + 43.5% | 75 | 78 | + 4.0% | 18 | 17 | - 5.6% |
| Cheshire | 1 | 0 | - 100.0% | \$289,130 | 0 | - 100.0% | \$0.3 | 0 | - 100.0% | 1 | 0 | - 100.0% | 3 | 4 | + 33.3% |
| Cheshire Year-to-Date | 1 | 0 | - 100.0% | \$289,130 | \$0 | - 100.0% | \$0.3 | \$0.0 | - 100.0% | 1 | 0 | - 100.0% | 3 | 4 | + 33.3% |
| Coos | 1 | 6 | + 500.0% | \$290,013 | \$414,250 | + 42.8% | \$0.3 | \$2.3 | + 666.7% | 162 | 32 | - 80.2% | 1 | 3 | + 200.0% |
| Coos Year-to-Date | 1 | 6 | + 500.0% | \$290,013 | \$414,250 | + 42.8% | \$0.3 | \$2.3 | + 666.7% | 162 | 32 | - 80.2% | 1 | 3 | + 200.0% |
| Grafton | 17 | 23 | + 35.3% | \$121,000 | \$145,000 | + 19.8% | \$2.1 | \$3.2 | + 52.4% | 131 | 79 | - 39.7% | 31 | 37 | + 19.4% |
| Grafton Year-to-Date | 17 | 23 | + 35.3% | \$121,000 | \$145,000 | + 19.8% | \$2.1 | \$3.2 | + 52.4% | 131 | 79 | - 39.7% | 31 | 37 | + 19.4% |
| Hillsborough | 82 | 92 | + 12.2% | \$200,000 | \$229,700 | + 14.9% | \$17.3 | \$23.6 | + 36.4% | 37 | 52 | + 40.5% | 98 | 120 | + 22.4% |
| Hillsborough Year-to-Date | 82 | 92 | + 12.2% | \$200,000 | \$229,700 | + 14.9% | \$17.3 | \$23.6 | + 36.4% | 37 | 52 | + 40.5% | 98 | 120 | + 22.4% |
| Merrimack | 18 | 19 | + 5.6% | \$188,763 | \$278,000 | + 47.3% | \$3.5 | \$4.5 | + 28.6% | 42 | 56 | + 33.3% | 21 | 25 | + 19.0% |
| Merrimack Year-to-Date | 18 | 19 | + 5.6% | \$188,763 | \$278,000 | + 47.3% | \$3.5 | \$4.5 | + 28.6% | 42 | 56 | + 33.3% | 21 | 25 | + 19.0% |
| Rockingham | 64 | 92 | + 43.8% | \$227,500 | \$258,888 | + 13.8% | \$17.4 | \$30.2 | + 73.6% | 55 | 42 | - 23.6% | 92 | 123 | + 33.7% |
| Rockingham Year-to-Date | 64 | 92 | + 43.8% | \$227,500 | \$258,888 | + 13.8% | \$17.4 | \$30.2 | + 73.6% | 55 | 42 | - 23.6% | 92 | 123 | + 33.7% |
| Strafford | 10 | 17 | + 70.0% | \$197,000 | \$200,000 | + 1.5% | \$2.1 | \$3.7 | + 76.2% | 121 | 24 | - 80.2% | 16 | 14 | - 12.5% |
| Strafford Year-to-Date | 10 | 17 | + 70.0% | \$197,000 | \$200,000 | + 1.5% | \$2.1 | \$3.7 | + 76.2% | 121 | 24 | - 80.2% | 16 | 14 | - 12.5% |
| Sullivan | 0 | 4 | -- | \$0 | \$242,500 | -- | \$0.0 | \$1.1 | -- | 0 | 152 | -- | 4 | 4 | 0.0% |
| Sullivan Year-to-Date | 0 | 4 | -- | \$0 | \$242,500 | -- | \$0.0 | \$1.1 | -- | 0 | 152 | -- | 4 | 4 | 0.0% |
| Entire State | 214 | 278 | + 29.9% | \$196,200 | \$226,000 | + 15.2% | \$47.1 | \$74.7 | + 58.6% | 58 | 54 | - 6.9% | 301 | 366 | + 21.6% |
| Entire State Year-to-Date | 214 | 278 | + 29.9% | \$196,200 | \$226,000 | + 15.2% | \$47.1 | \$74.7 | + 58.6% | 58 | 54 | - 6.9% | 301 | 366 | + 21.6% |