# **NH Monthly Indicators**



#### February 2021

Mortgage interest rates ticked a bit higher in February, but remain below their February 2020 levels. Interest rates may rise a bit further in coming weeks, but according to Freddie Mac chief economist Sam Khater, "while there are multiple temporary factors driving up rates, the underlying economic fundamentals point to rates remaining in the low 3 percent range for the year." With rates still at historically low levels, home sales are unlikely to be significantly impacted, though higher rates do impact affordability.

New Listings decreased 31.1 percent for single family homes and 3.4 percent for townhouse-condo properties. Pending Sales decreased 7.2 percent for single family homes but increased 3.5 percent for townhouse-condo properties. Inventory decreased 67.0 percent for single family homes and 50.1 percent for townhouse-condo properties.

The Median Sales Price was up 23.5 percent to \$357,400 for single family homes and 24.4 percent to \$273,610 for townhouse-condo properties. Days on Market decreased 47.5 percent for single family homes and 36.2 percent for townhouse-condo properties. Months Supply of Inventory decreased 66.7 percent for single family homes and 50.0 percent for townhouse-condo properties.

For homeowners currently struggling due to COVID-19, government agencies are continuing efforts to help those in need. The Federal Housing Finance Agency announced they will allow homeowners with loans backed by Fannie Mae and Freddie Mac to receive an additional three months of forbearance, extending total payment relief to up to 18 months. Qualified homeowners must already be in a forbearance plan as of the end of February.

#### **Monthly Snapshot**

+ 10.2% + 23.5% + 31.9%

One-Year Change in Single Family Closed Sales One-Year Change in Single Family **Median Sales Price**  One-Year Change in Single Familly 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	2-2020	2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales	2-2018 2-2019 2-2020 2-2021	776	855	+ 10.2%	1,683	1,883	+ 11.9%
Median Sales Price	2-2018 2-2019 2-2020 2-2021	\$289,450	\$357,400	+ 23.5%	\$285,000	\$350,000	+ 22.8%
\$ Volume of Closed Sales (in millions)	2-2018 2-2019 2-2020 2-2021	\$259.1	\$341.7	+ 31.9%	\$557.0	\$749.2	+ 34.5%
Days on Market	2-2018 2-2019 2-2020 2-2021	80	42	- 47.5%	72	40	- 44.4%
Pending Sales	2-2018 2-2019 2-2020 2-2021	1,153	1,070	- 7.2%	2,136	2,112	- 1.1%
Months Supply	2-2018 2-2019 2-2020 2-2021	2.1	0.7	- 66.7%			
New Listings	2-2018 2-2019 2-2020 2-2021	1,336	921	- 31.1%	2,419	1,865	- 22.9%
Homes for Sale	2-2018 2-2019 2-2020 2-2021	3,215	1,062	- 67.0%			
Pct. of List Price Received	2-2018 2-2019 2-2020 2-2021	97.5%	100.8%	+ 3.4%	97.6%	100.8%	+ 3.3%
Affordability Index	2-2018 2-2019 2-2020 2-2021	141	114	- 19.1%	143	117	- 18.2%

# **NH Condo Activity Overview**

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

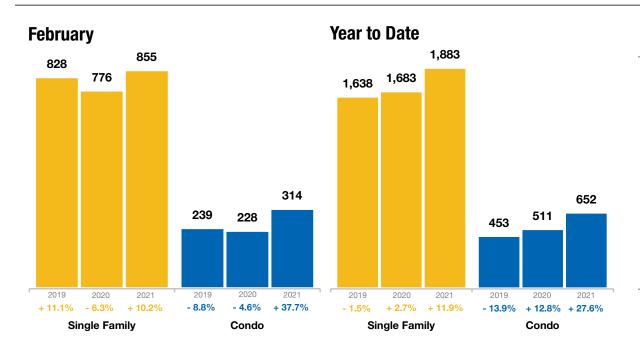


Key Metrics	Historical Sparkbars	2-2020	2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales	2-2018 2-2019 2-2020 2-2021	228	314	+ 37.7%	511	652	+ 27.6%
Median Sales Price	2-2018 2-2019 2-2020 2-2021	\$219,950	\$273,610	+ 24.4%	\$224,000	\$259,950	+ 16.0%
\$ Volume of Closed Sales (in millions)	2-2018 2-2019 2-2020 2-2021	\$60.0	\$94.6	+ 57.7%	\$135.8	\$191.5	+ 41.0%
Days on Market	2-2018 2-2019 2-2020 2-2021	58	37	- 36.2%	56	37	- 33.9%
Pending Sales	2-2018 2-2019 2-2020 2-2021	343	355	+ 3.5%	680	756	+ 11.2%
Months Supply	2-2018 2-2019 2-2020 2-2021	1.8	0.9	- 50.0%			
New Listings	2-2018 2-2019 2-2020 2-2021	384	371	- 3.4%	741	721	- 2.7%
Homes for Sale	2-2018 2-2019 2-2020 2-2021	758	378	- 50.1%			
Pct. of List Price Received	2-2018 2-2019 2-2020 2-2021	98.7%	101.5%	+ 2.8%	98.7%	101.0%	+ 2.3%
Affordability Index	2-2018 2-2019 2-2020 2-2021	185	149	- 19.5%	182	157	- 13.7%

#### **NH Closed Sales**

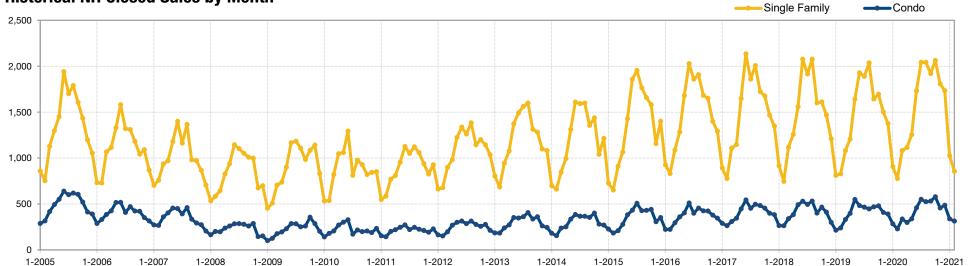
A count of the actual sales that closed in a given month.





Closed Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2020	1,082	+0.1%	336	+1.8%
Apr-2020	1,114	-7.6%	297	-25.2%
May-2020	1,254	-23.6%	337	-38.5%
Jun-2020	1,731	-10.2%	458	-5.0%
Jul-2020	2,041	+7.9%	550	+18.3%
Aug-2020	2,042	+0.2%	524	+17.5%
Sep-2020	1,919	+16.8%	531	+13.2%
Oct-2020	2,063	+21.7%	578	+20.9%
Nov-2020	1,808	+20.4%	456	+11.8%
Dec-2020	1,734	+25.9%	485	+24.4%
Jan-2021	1,028	+13.3%	338	+19.4%
Feb-2021	855	+10.2%	314	+37.7%
12-Month Avg	1,556	+5.6%	434	+5.7%

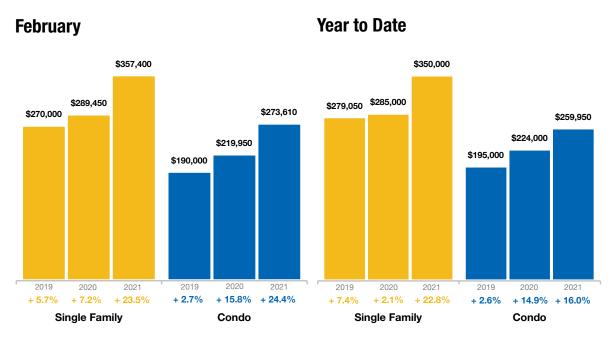
#### **Historical NH Closed Sales by Month**



#### **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.

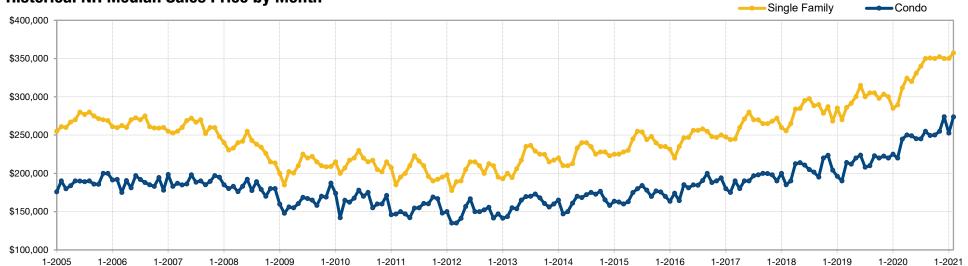




Median Sales Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2020	\$311,545	+9.0%	\$244,625	+14.2%
Apr-2020	\$324,275	+11.2%	\$250,000	+17.9%
May-2020	\$319,900	+6.6%	\$249,000	+13.2%
Jun-2020	\$330,750	+5.0%	\$245,250	+9.6%
Jul-2020	\$340,000	+13.3%	\$245,000	+17.8%
Aug-2020	\$350,000	+14.8%	\$255,000	+21.4%
Sep-2020	\$350,750	+15.0%	\$249,500	+11.9%
Oct-2020	\$350,000	+17.5%	\$250,000	+13.6%
Nov-2020	\$352,250	+16.1%	\$255,000	+14.6%
Dec-2020	\$350,000	+16.7%	\$274,000	+24.5%
Jan-2021	\$350,000	+22.8%	\$252,500	+12.2%
Feb-2021	\$357,400	+23.5%	\$273,610	+24.4%
12-Month Avg*	\$340,000	+13.3%	\$253,000	+15.1%

<sup>\*</sup> Median Sales Price for all properties from March 2020 through February 2021. 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.

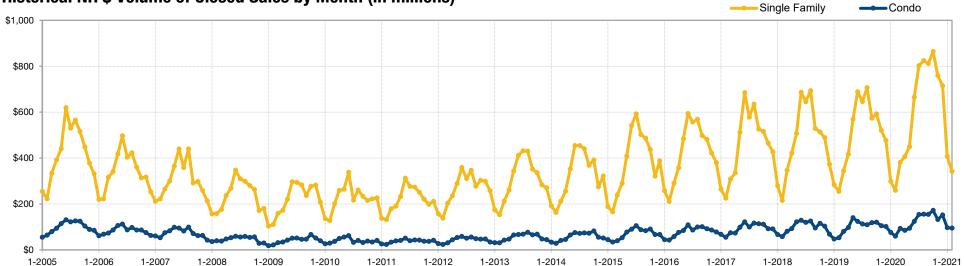


Februa	ry					١	ear to	Date				
									\$749.2			
		\$341.7										
\$254.5	\$259.1						\$537.8	\$557.0				
					\$94.6						<b>6405.0</b>	\$191.5
			\$52.8	\$60.0						\$99.9	\$135.8	
2019 + <b>18.2</b> %	2020 + <b>1.8%</b>	2021 + <b>31.9</b> %	2019 - <b>8.7%</b>	2020 + <b>13.6%</b>	2021 <b>+ 57.7%</b>	7 -	2019	2020 + <b>3.6</b> %	2021 + <b>34.5</b> %	2019	2020	2021
	ngle Fam		- 0.7 %	Condo	+ 31.1%		+ 8.7% Si	ngle Fam		- 19.8%	+ 35.9% Condo	+ 41.0%

\$ Volume of Closed Sales (in millions)	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2020	\$380.8	+10.6%	\$92.9	+16.1%
Apr-2020	\$406.2	-2.4%	\$84.6	-13.0%
May-2020	\$449.2	-21.0%	\$94.1	-32.7%
Jun-2020	\$664.8	-3.5%	\$124.1	+0.2%
Jul-2020	\$801.8	+24.1%	\$153.9	+36.8%
Aug-2020	\$824.4	+16.7%	\$155.1	+42.3%
Sep-2020	\$811.7	+41.6%	\$154.3	+30.8%
Oct-2020	\$864.3	+45.9%	\$171.8	+42.7%
Nov-2020	\$759.6	+46.0%	\$132.2	+25.4%
Dec-2020	\$715.0	+50.1%	\$151.7	+49.5%
Jan-2021	\$407.5	+36.8%	\$96.9	+27.8%
Feb-2021	\$341.7	+31.9%	\$94.6	+57.7%
12-Month Avg*	\$618.9	+21.9%	\$125.5	+21.1%

<sup>\* \$</sup> Volume of Closed Sales (in millions) for all properties from March 2020 through February 2021. 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.

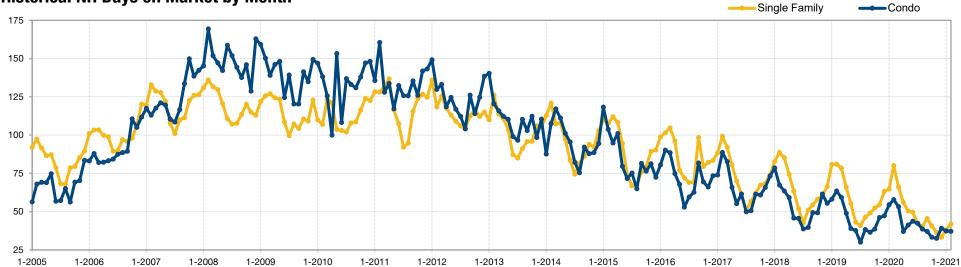


Februa	ry	Year to Date										
81	80						81					
								72				
			63	58						61	56	
		42			37				40			37
2019	2020	2021	2019	2020	2021	7 -	2019	2020	2021	2019	2020	2021
- 9.0%	- 1.2%	- 47.5%	- 6.0%	- 7.9%	- 36.2%		- 4.7%	- 11.1%	- 44.4%	- 16.4%	- 8.2%	- 33.9%
Si	ngle Fan	nily		Condo			Si	ngle Fam	nily		Condo	

Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2020	66	-15.4%	53	-10.2%
Apr-2020	56	-15.2%	37	-24.5%
May-2020	50	-9.1%	41	+5.1%
Jun-2020	50	+16.3%	44	+15.8%
Jul-2020	43	+4.9%	42	+40.0%
Aug-2020	40	-13.0%	39	+2.6%
Sep-2020	45	-8.2%	37	+2.8%
Oct-2020	41	-21.2%	33	-15.4%
Nov-2020	36	-33.3%	33	-28.3%
Dec-2020	33	-47.6%	39	-17.0%
Jan-2021	38	-41.5%	37	-31.5%
Feb-2021	42	-47.5%	37	-36.2%
12-Month Avg*	44	-19.6%	39	-8.8%

<sup>\*</sup> Days on Market for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

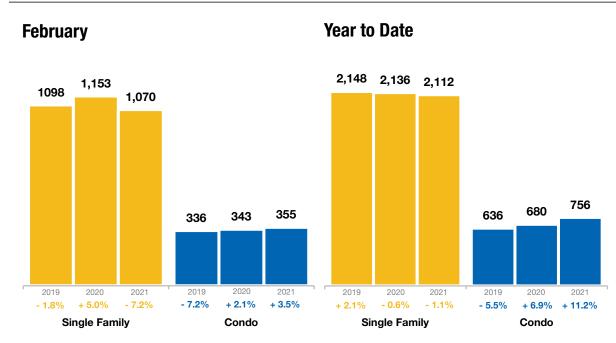
#### **Historical NH Days on Market by Month**



### **NH Pending Sales**

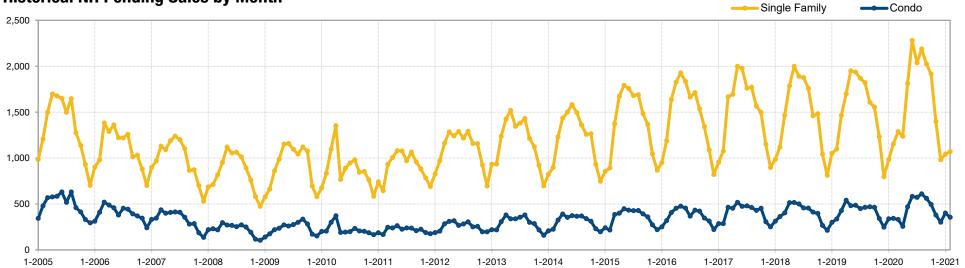
A count of the properties on which offers have been accepted in a given month.





Pending Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2020	1,287	-12.0%	331	-22.5%
Apr-2020	1,237	-27.2%	255	-52.8%
May-2020	1,810	-7.2%	469	-2.3%
Jun-2020	2,280	+17.8%	581	+19.8%
Jul-2020	2,036	+9.0%	572	+27.1%
Aug-2020	2,188	+20.2%	609	+31.3%
Sep-2020	2,024	+25.9%	560	+19.7%
Oct-2020	1,915	+23.2%	495	+6.7%
Nov-2020	1,397	+13.5%	379	+10.8%
Dec-2020	981	+23.2%	301	+21.9%
Jan-2021	1,042	+6.0%	401	+19.0%
Feb-2021	1,070	-7.2%	355	+3.5%
12-Month Avg	1,606	+6.7%	442	+5.2%

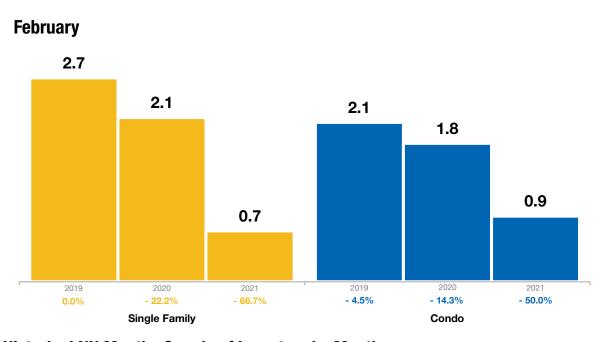
#### **Historical NH Pending Sales by Month**



### **NH Months Supply of Inventory**



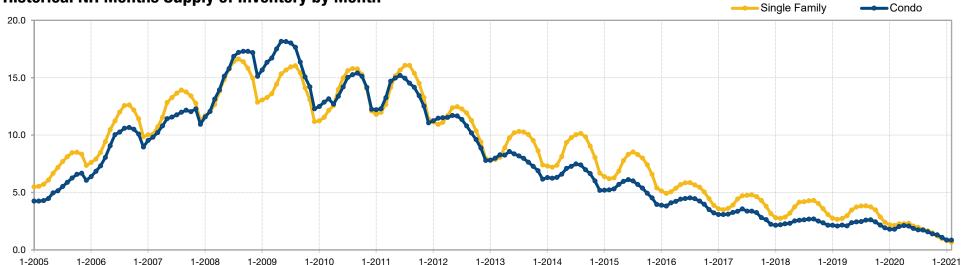




Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2020	2.3	-14.8%	2.0	-9.1%
Apr-2020	2.3	-23.3%	2.1	0.0%
May-2020	2.3	-34.3%	2.1	-12.5%
Jun-2020	2.1	-43.2%	1.9	-20.8%
Jul-2020	2.0	-47.4%	1.7	-32.0%
Aug-2020	1.8	-52.6%	1.7	-34.6%
Sep-2020	1.7	-55.3%	1.6	-38.5%
Oct-2020	1.5	-57.1%	1.4	-41.7%
Nov-2020	1.2	-58.6%	1.3	-40.9%
Dec-2020	1.0	-58.3%	1.1	-42.1%
Jan-2021	0.8	-63.6%	0.9	-50.0%
Feb-2021	0.7	-66.7%	0.9	-50.0%
12-Month Avg*	1.6	-48.1%	1.6	-30.6%

<sup>\*</sup> Months Supply for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

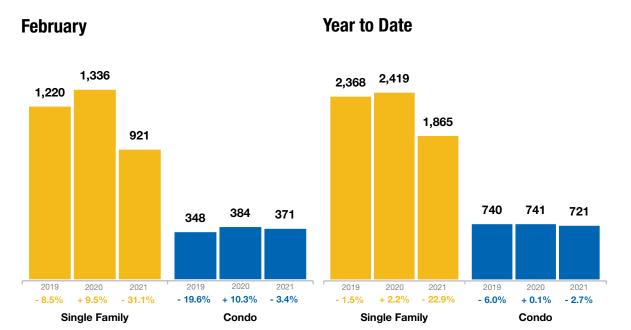
#### **Historical NH Months Supply of Inventory by Month**



### **NH New Listings**

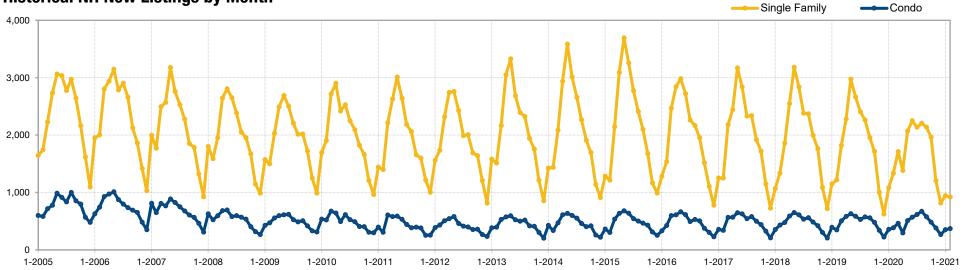
A count of the properties that have been newly listed on the market in a given month.





New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2020	1,712	-5.9%	463	-8.0%
Apr-2020	1,381	-39.5%	296	-49.2%
May-2020	2,072	-30.3%	511	-18.9%
Jun-2020	2,248	-15.6%	568	-2.9%
Jul-2020	2,138	-11.1%	616	+16.7%
Aug-2020	2,204	-2.7%	671	+16.7%
Sep-2020	2,138	+9.3%	576	+3.4%
Oct-2020	1,961	+14.3%	483	+1.0%
Nov-2020	1,207	+20.2%	382	+12.7%
Dec-2020	816	+31.0%	267	+20.3%
Jan-2021	944	-12.8%	350	-2.0%
Feb-2021	921	-31.1%	371	-3.4%
12-Month Avg	1,844	-10.8%	478	-3.3%

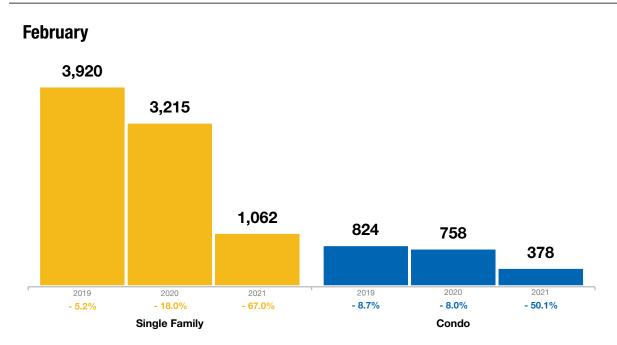
#### **Historical NH New Listings by Month**



### **NH Inventory of Homes for Sale**

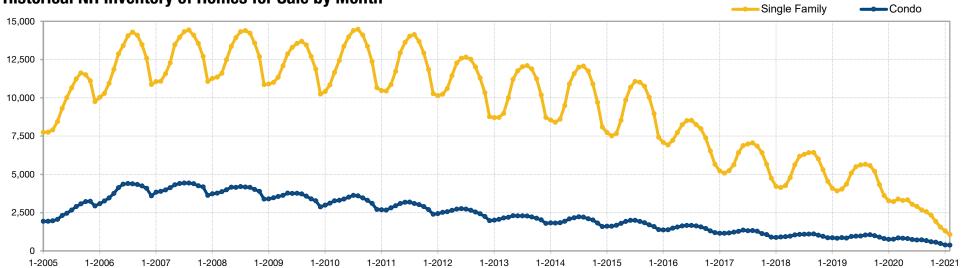
The number of properties available for sale in active status at the end of a given month.





Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2020	3,385	-16.0%	841	-2.3%
Apr-2020	3,291	-24.6%	822	-2.0%
May-2020	3,332	-34.5%	802	-14.8%
Jun-2020	3,043	-44.6%	737	-23.6%
Jul-2020	2,907	-48.2%	706	-27.6%
Aug-2020	2,672	-52.7%	724	-29.6%
Sep-2020	2,559	-54.1%	672	-36.3%
Oct-2020	2,334	-55.1%	598	-39.9%
Nov-2020	1,920	-55.7%	562	-37.3%
Dec-2020	1,557	-57.0%	474	-40.8%
Jan-2021	1,301	-60.2%	382	-49.3%
Feb-2021	1,062	-67.0%	378	-50.1%
12-Month Avg	2,447	-47.0%	642	-29.2%

#### **Historical NH Inventory of Homes for Sale by Month**

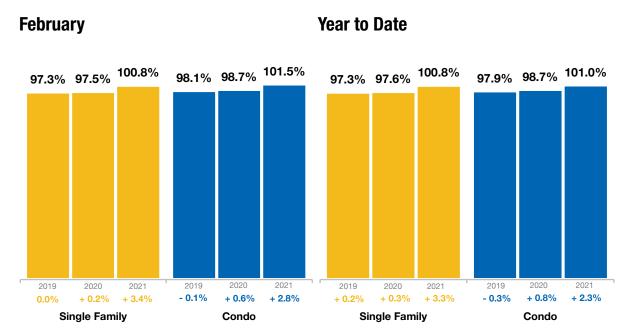


#### NH Percent of List Price Received



Condo

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.

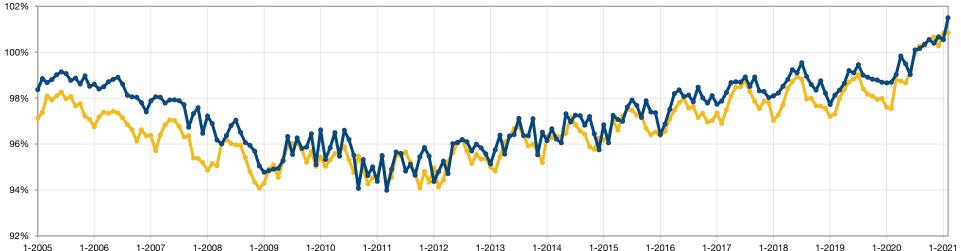


Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2020	98.8%	+0.8%	99.0%	+0.6%
Apr-2020	98.7%	+0.3%	99.8%	+1.2%
May-2020	98.7%	0.0%	99.5%	+0.3%
Jun-2020	99.1%	+0.3%	99.0%	-0.1%
Jul-2020	100.0%	+1.0%	100.1%	+0.6%
Aug-2020	100.3%	+1.9%	100.2%	+1.2%
Sep-2020	100.3%	+2.1%	100.3%	+1.4%
Oct-2020	100.6%	+2.5%	100.5%	+1.7%
Nov-2020	100.7%	+2.9%	100.4%	+1.6%
Dec-2020	100.3%	+2.3%	100.7%	+2.0%
Jan-2021	100.8%	+3.3%	100.5%	+1.8%
Feb-2021	100.8%	+3.4%	101.5%	+2.8%
12-Month Avg*	100.0%	+1.7%	100.2%	+1.3%

<sup>\*</sup> Pct. of List Price Received for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Single Family

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



## **NH Housing Affordability Index**



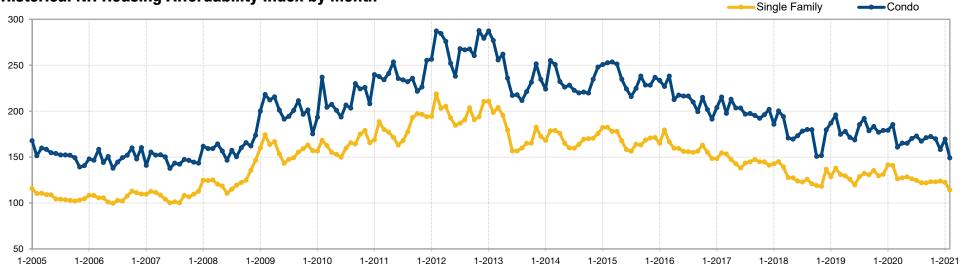
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

Februar	<b>'</b> y		Year to Date										
			196	185						191	182		
138	141				149		133	143				157	
		114					100		117				
2019 <b>- 4.8%</b>	2020 + <b>2.2%</b>	2021 - <b>19.1%</b>	2019 - <b>2.0%</b>	2020 <b>- 5.6%</b>	2021 - <b>19.5%</b>	' '	2019 <b>- 6.3</b> %	2020 + <b>7.5</b> %	2021 - <b>18.2</b> %	2019 - <b>2.1%</b>	2020 <b>- 4.7%</b>	2021 - <b>13.7%</b>	
Sin	Single Family Condo						Single Family Condo						

Affordability Index	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Mar-2020	126	-3.8%	161	-8.0%
Apr-2020	127	-1.6%	165	-7.3%
May-2020	128	+1.6%	165	-3.5%
Jun-2020	126	+5.0%	170	+0.6%
Jul-2020	124	-3.1%	173	-6.5%
Aug-2020	122	-7.6%	167	-13.0%
Sep-2020	122	-6.9%	171	-4.5%
Oct-2020	123	-8.9%	172	-6.0%
Nov-2020	123	-5.4%	170	-4.0%
Dec-2020	124	-5.3%	158	-11.7%
Jan-2021	122	-13.5%	170	-5.0%
Feb-2021	114	-19.1%	149	-19.5%
12-Month Avg*	124	-13.2%	131	-16.9%

<sup>\*</sup> Affordability Index for all properties from March 2020 through February 2021. 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	2-2020	2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Closed Sales	2-2018 2-2019 2-2020 2-2021	1,072	1,217	+ 13.5%	2,319	2,651	+ 14.3%
Median Sales Price	2-2018 2-2019 2-2020 2-2021	\$260,137	\$325,000	+ 24.9%	\$262,000	\$325,000	+ 24.0%
\$ Volume of Closed Sales (in millions)	2-2018 2-2019 2-2020 2-2021	\$323.9	\$441.1	+ 36.2%	\$702.2	\$951.6	+ 35.5%
Days on Market	2-2018 2-2019 2-2020 2-2021	75	41	- 45.3%	68	39	- 42.6%
Pending Sales	2-2018 2-2019 2-2020 2-2021	1,569	1,489	- 5.1%	2,974	3,001	+ 0.9%
Months Supply	2-2018 2-2019 2-2020 2-2021	2.1	0.7	- 66.7%			
New Listings	2-2018 2-2019 2-2020 2-2021	1,805	1,352	- 25.1%	3,326	2,696	- 18.9%
Homes for Sale	2-2018 2-2019 2-2020 2-2021	4,178	1,514	- 63.8%			
Pct. of List Price Received	2-2018 2-2019 2-2020 2-2021	97.5%	100.9%	+ 3.5%	97.6%	100.7%	+ 3.2%
Affordability Index	2-2018 2-2019 2-2020 2-2021	157	125	- 19.9%	156	125	- 19.3%

## **NH Single Family Residential Activity by County**

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



	<b>Closed Sales</b>		<b>Median Sales Price</b>			Sales Volume (In Millions)			Days on Market			<b>Pending Sales</b>			
	2-2020	2-2021	+/-	2-2020	2-2021	+/-	2-2020	2-2021	+/-	2-2020	2-2021	+/-	2-2020	2-2021	+/-
Belknap	48	62	+ 29.2%	\$250,000	\$339,000	+ 35.6%	\$15.2	\$25.3	+ 66.4%	88	65	- 26.1%	88	80	- 9.1%
Belknap Year-to-Date	104	120	+ 15.4%	\$256,825	\$325,255	+ 26.6%	\$39.5	\$49.3	+ 24.8%	80	48	- 40.0%	153	141	- 7.8%
Carroll	41	72	+ 75.6%	\$276,000	\$278,500	+ 0.9%	\$17.9	\$26.7	+ 49.2%	112	48	- 57.1%	74	76	+ 2.7%
Carroll Year-to-Date	96	138	+ 43.8%	\$235,000	\$299,450	+ 27.4%	\$36.1	\$53.3	+ 47.6%	98	44	- 55.1%	133	168	+ 26.3%
Cheshire	47	42	- 10.6%	\$237,500	\$266,500	+ 12.2%	\$13.0	\$13.1	+ 0.8%	104	44	- 57.7%	49	56	+ 14.3%
Cheshire Year-to-Date	107	102	- 4.7%	\$205,500	\$250,000	+ 21.7%	\$26.1	\$29.7	+ 13.8%	86	35	- 59.3%	102	107	+ 4.9%
Coos	27	30	+ 11.1%	\$135,000	\$117,950	- 12.6%	\$3.9	\$5.7	+ 46.2%	167	81	- 51.5%	40	44	+ 10.0%
Coos Year-to-Date	64	70	+ 9.4%	\$118,950	\$149,000	+ 25.3%	\$8.9	\$14.1	+ 58.4%	152	92	- 39.5%	76	83	+ 9.2%
Grafton	57	79	+ 38.6%	\$212,500	\$275,000	+ 29.4%	\$12.6	\$28.7	+ 127.8%	104	61	- 41.3%	95	77	- 18.9%
Grafton Year-to-Date	119	152	+ 27.7%	\$189,500	\$270,000	+ 42.5%	\$28.3	\$53.2	+ 88.0%	104	53	- 49.0%	184	172	- 6.5%
Hillsborough	190	200	+ 5.3%	\$300,500	\$399,500	+ 32.9%	\$64.4	\$84.0	+ 30.4%	60	31	- 48.3%	296	238	- 19.6%
Hillsborough Year-to-Date	422	464	+ 10.0%	\$304,750	\$388,450	+ 27.5%	\$140.1	\$197.5	+ 41.0%	51	27	- 47.1%	527	458	- 13.1%
Merrimack	96	94	- 2.1%	\$267,500	\$326,500	+ 22.1%	\$31.3	\$35.0	+ 11.8%	72	34	- 52.8%	123	117	- 4.9%
Merrimack Year-to-Date	191	209	+ 9.4%	\$270,000	\$324,950	+ 20.4%	\$59.7	\$73.9	+ 23.8%	67	40	- 40.3%	232	219	- 5.6%
Rockingham	160	174	+ 8.7%	\$389,900	\$455,500	+ 16.8%	\$72.3	\$89.8	+ 24.2%	73	35	- 52.1%	222	228	+ 2.7%
Rockingham Year-to-Date	334	377	+ 12.9%	\$390,000	\$459,900	+ 17.9%	\$148.7	\$193.6	+ 30.2%	64	36	- 43.8%	431	465	+ 7.9%
Strafford	78	79	+ 1.3%	\$270,250	\$324,145	+ 19.9%	\$21.9	\$28.1	+ 28.3%	67	33	- 50.7%	106	111	+ 4.7%
Strafford Year-to-Date	174	175	+ 0.6%	\$275,000	\$320,000	+ 16.4%	\$52.8	\$61.7	+ 16.9%	58	35	- 39.7%	195	215	+ 10.3%
Sullivan	32	23	- 28.1%	\$157,500	\$195,000	+ 23.8%	\$6.6	\$5.4	- 18.2%	83	45	- 45.8%	60	43	- 28.3%
Sullivan Year-to-Date	72	76	+ 5.6%	\$162,950	\$214,950	+ 31.9%	\$16.6	\$22.8	+ 37.3%	85	61	- 28.2%	103	84	- 18.4%
Entire State	776	855	+ 10.2%	\$289,450	\$357,400	+ 23.5%	\$259.1	\$341.7	+ 31.9%	80	42	- 47.5%	1,153	1,070	- 7.2%
Entire State Year-to-Date	1,683	1,883	+ 11.9%	\$285,000	\$350,000	+ 22.8%	\$557.0	\$749.2	+ 34.5%	72	40	- 44.4%	2,136	2,112	- 1.1%

# **NH Condo Activity by County**

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



	<b>Closed Sales</b>		<b>Median Sales Price</b>			Sales Volume (In Millions)			Da	ays on M	arket	<b>Pending Sales</b>			
	2-2020	2-2021	+/-	2-2020	2-2021	+/-	2-2020	2-2021	+/-	2-2020	2-2021	+/-	2-2020	2-2021	+/-
Belknap	13	19	+ 46.2%	\$136,000	\$143,000	+ 5.1%	\$2.0	\$4.2	+ 110.0%	60	20	- 66.7%	18	22	+ 22.2%
Belknap Year-to-Date	26	25	- 3.8%	\$146,500	\$167,000	+ 14.0%	\$5.0	\$5.9	+ 18.0%	77	26	- 66.2%	33	50	+ 51.5%
Carroll	9	20	+ 122.2%	\$340,000	\$254,500	- 25.1%	\$3.1	\$5.5	+ 77.4%	77	68	- 11.7%	21	25	+ 19.0%
Carroll Year-to-Date	22	29	+ 31.8%	\$262,500	\$254,000	- 3.2%	\$6.4	\$7.7	+ 20.3%	78	66	- 15.4%	37	40	+ 8.1%
Cheshire	5	5	0.0%	\$169,900	\$182,500	+ 7.4%	\$0.8	\$0.9	+ 12.5%	40	8	- 80.0%	1	3	+ 200.0%
Cheshire Year-to-Date	5	10	+ 100.0%	\$169,900	\$172,750	+ 1.7%	\$0.8	\$1.8	+ 125.0%	40	15	- 62.5%	5	7	+ 40.0%
Coos	0	1		\$0	\$272,500		\$0.0	\$0.3		0	0		1	1	0.0%
Coos Year-to-Date	0	1		\$0	\$272,500		\$0.0	\$0.3		32	0	- 100.0%	4	3	- 25.0%
Grafton	23	24	+ 4.3%	\$198,000	\$181,550	- 8.3%	\$4.7	\$5.6	+ 19.1%	62	17	- 72.6%	31	40	+ 29.0%
Grafton Year-to-Date	46	65	+ 41.3%	\$155,250	\$189,000	+ 21.7%	\$7.9	\$15.8	+ 100.0%	71	39	- 45.1%	66	80	+ 21.2%
Hillsborough	78	102	+ 30.8%	\$213,750	\$282,000	+ 31.9%	\$17.9	\$29.4	+ 64.2%	40	33	- 17.5%	109	100	- 8.3%
Hillsborough Year-to-Date	172	217	+ 26.2%	\$222,250	\$250,000	+ 12.5%	\$41.9	\$58.7	+ 40.1%	48	33	- 31.3%	217	221	+ 1.8%
Merrimack	18	28	+ 55.6%	\$197,450	\$245,000	+ 24.1%	\$3.5	\$6.9	+ 97.1%	57	49	- 14.0%	27	26	- 3.7%
Merrimack Year-to-Date	38	54	+ 42.1%	\$229,950	\$242,250	+ 5.3%	\$8.2	\$13.2	+ 61.0%	59	40	- 32.2%	51	56	+ 9.8%
Rockingham	71	95	+ 33.8%	\$299,900	\$360,000	+ 20.0%	\$25.7	\$37.2	+ 44.7%	68	43	- 36.8%	110	119	+ 8.2%
Rockingham Year-to-Date	164	207	+ 26.2%	\$278,450	\$337,500	+ 21.2%	\$56.3	\$78.1	+ 38.7%	53	40	- 24.5%	227	258	+ 13.7%
Strafford	10	19	+ 90.0%	\$209,850	\$245,000	+ 16.8%	\$2.0	\$4.3	+ 115.0%	82	31	- 62.2%	22	18	- 18.2%
Strafford Year-to-Date	27	39	+ 44.4%	\$200,000	\$225,000	+ 12.5%	\$5.8	\$8.9	+ 53.4%	45	32	- 28.9%	33	39	+ 18.2%
Sullivan	1	1	0.0%	\$165,000	\$234,900	+ 42.4%	\$0.2	\$0.2	0.0%	248	25	- 89.9%	3	1	- 66.7%
Sullivan Year-to-Date	5	5	0.0%	\$170,000	\$230,000	+ 35.3%	\$1.3	\$1.2	- 7.7%	248	31	- 87.5%	7	2	- 71.4%
Entire State	228	314	+ 37.7%	\$219,950	\$273,610	+ 24.4%	\$60.0	\$94.6	+ 57.7%	58	37	- 36.2%	343	355	+ 3.5%
Entire State Year-to-Date	511	652	+ 27.6%	\$224,000	\$259,950	+ 16.0%	\$135.8	\$191.5	+ 41.0%	56	37	- 33.9%	680	756	+ 11.2%