# **NH Monthly Indicators**



#### **July 2024**

U.S. existing home sales fell 5.4% month-over-month and 5.4% year-over-year to a seasonally adjusted annual rate of 3.89 million units, with monthly sales down in all four regions, according to the National Association of REALTORS® (NAR). Higher mortgage rates, along with rising sales prices, have kept many prospective buyers on the sidelines, despite more home choices and less competition for those homes.

New Listings increased 14.6 percent for single family homes and 13.6 percent for townhouse-condo properties. Pending Sales increased 19.0 percent for single family homes and 2.5 percent for townhouse-condo properties. Inventory increased 29.2 percent for single family homes and 35.0 percent for townhouse-condo properties.

The Median Sales Price was up 10.4 percent to \$530,000 for single family homes and 5.2 percent to \$405,000 for townhouse-condo properties. Days on Market increased 5.3 percent for single family homes and 21.7 percent for townhouse-condo properties. Months Supply of Inventory increased 29.4 percent for single family homes and 33.3 percent for townhouse-condo properties.

Home prices have maintained their upward trend across much of the country, even as sales slow and inventory improves. According to NAR, the national median existing-home sales price climbed 4.1% year-over-year to \$426,900 as of last measure, an all-time high. Meanwhile, total housing inventory increased 3.1% month-over-month to 1.32 million units heading into July, the highest level since 2020, for a 4.1-month supply at the current sales pace.

#### **Monthly Snapshot**

+ 10.5% + 10.4% + 17.7%

One-Year Change in One-Yea

ne-Year Change in One-Year Single Family Sing

Closed Sales Median

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        | 7-2023    | 7-2024    | Percent Change | YTD 2023  | YTD 2024  | Percent Change |
|---|-----------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| Closed Sales                            | 7-2021 7-2022 7-2023 7-2024 | 1,152     | 1,273     | + 10.5%        | 6,143     | 6,296     | + 2.5%         |
| Median Sales Price                      | 7-2021 7-2022 7-2023 7-2024 | \$480,000 | \$530,000 | + 10.4%        | \$465,000 | \$510,000 | + 9.7%         |
| \$ Volume of Closed Sales (in millions) | 7-2021 7-2022 7-2023 7-2024 | \$675.2   | \$794.7   | + 17.7%        | \$3,437.5 | \$3,795.9 | + 10.4%        |
| Days on Market                          | 7-2021 7-2022 7-2023 7-2024 | 19        | 20        | + 5.3%         | 29        | 27        | - 6.9%         |
| Pending Sales                           | 7-2021 7-2022 7-2023 7-2024 | 1,176     | 1,400     | + 19.0%        | 6,923     | 7,228     | + 4.4%         |
| Months Supply                           | 7-2021 7-2022 7-2023 7-2024 | 1.7       | 2.2       | + 29.4%        |           |           |                |
| New Listings                            | 7-2021 7-2022 7-2023 7-2024 | 1,392     | 1,595     | + 14.6%        | 7,993     | 9,001     | + 12.6%        |
| Homes for Sale                          | 7-2021 7-2022 7-2023 7-2024 | 1,724     | 2,228     | + 29.2%        |           |           |                |
| Pct. of List Price Received             | 7-2021 7-2022 7-2023 7-2024 | 102.5%    | 101.6%    | - 0.9%         | 101.6%    | 101.4%    | - 0.2%         |
| Affordability Index                     | 7-2021 7-2022 7-2023 7-2024 | 62        | 57        | - 8.1%         | 64        | 59        | - 7.8%         |

## **NH Condo Activity Overview**

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

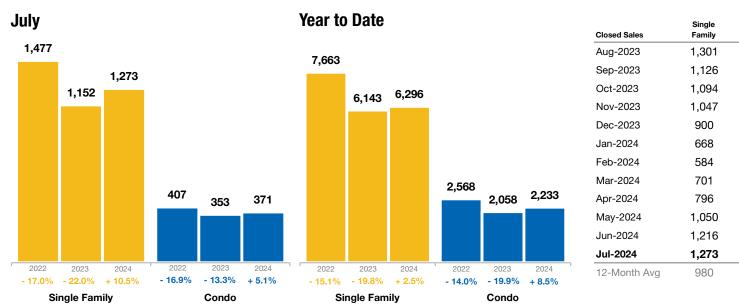


| Key Metrics                             | Historical Sparkbars        | 7-2023    | 7-2024    | Percent Change | YTD 2023  | YTD 2024  | Percent Change |
|---|-----------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| Closed Sales                            | 7-2021 7-2022 7-2023 7-2024 | 353       | 371       | + 5.1%         | 2,058     | 2,233     | + 8.5%         |
| Median Sales Price                      | 7-9021 7-9022 7-9023 7-9024 | \$385,000 | \$405,000 | + 5.2%         | \$370,000 | \$410,000 | + 10.8%        |
| \$ Volume of Closed Sales (in millions) | 7-2021 7-2022 7-2023 7-2024 | \$153.7   | \$175.2   | + 14.0%        | \$890.8   | \$1,057.5 | + 18.7%        |
| Days on Market                          | 7-2021 7-2022 7-2023 7-2024 | 23        | 28        | + 21.7%        | 29        | 30        | + 3.4%         |
| Pending Sales                           | 7-2021 7-2022 7-2023 7-2024 | 394       | 404       | + 2.5%         | 2,382     | 2,458     | + 3.2%         |
| Months Supply                           | 7-2021 7-2022 7-2023 7-2024 | 1.5       | 2.0       | + 33.3%        |           |           |                |
| New Listings                            | 7-2021 7-2022 7-2023 7-2024 | 411       | 467       | + 13.6%        | 2,653     | 2,901     | + 9.3%         |
| Homes for Sale                          | 7-2021 7-2022 7-2023 7-2024 | 505       | 682       | + 35.0%        |           |           |                |
| Pct. of List Price Received             | 7-2021 7-2022 7-2023 7-2024 | 103.0%    | 101.3%    | - 1.7%         | 102.1%    | 101.3%    | - 0.8%         |
| Affordability Index                     | 7-2021 7-2022 7-2023 7-2024 | 78        | 74        | - 5.1%         | 81        | 73        | - 9.9%         |

### **NH Closed Sales**

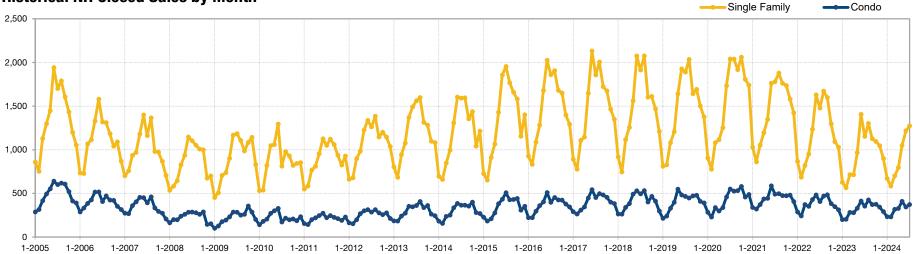
A count of the actual sales that closed in a given month.





| Closed Sales | Single<br>Family | Year-Over-Year<br>Change | Condo | Year-Over-Year<br>Change |
|--------------|------------------|--------------------------|-------|--------------------------|
| Aug-2023     | 1,301            | -22.1%                   | 424   | -9.6%                    |
| Sep-2023     | 1,126            | -29.5%                   | 372   | -23.0%                   |
| Oct-2023     | 1,094            | -15.7%                   | 375   | -2.1%                    |
| Nov-2023     | 1,047            | -4.1%                    | 342   | -1.7%                    |
| Dec-2023     | 900              | -12.5%                   | 291   | -6.7%                    |
| Jan-2024     | 668              | +6.7%                    | 232   | +16.0%                   |
| Feb-2024     | 584              | +3.5%                    | 230   | +13.3%                   |
| Mar-2024     | 701              | -2.0%                    | 317   | +12.4%                   |
| Apr-2024     | 796              | +11.6%                   | 327   | +17.2%                   |
| May-2024     | 1,050            | +8.6%                    | 409   | +24.3%                   |
| Jun-2024     | 1,216            | -13.5%                   | 344   | -16.5%                   |
| Jul-2024     | 1,273            | +10.5%                   | 371   | +5.1%                    |
| 12-Month Ava | 980              | -8.3%                    | 336   | -0.4%                    |

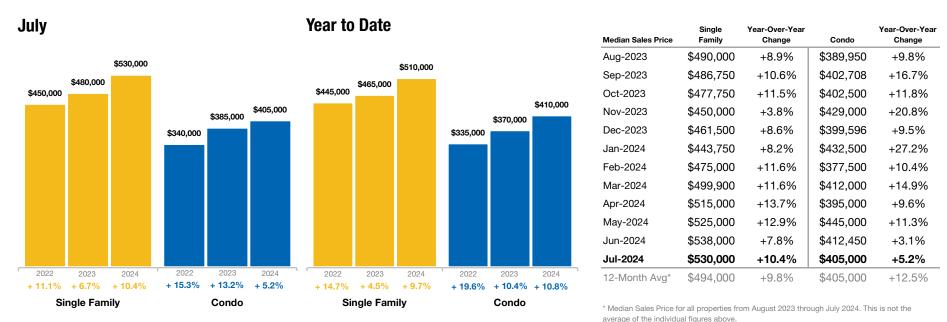
#### **Historical NH Closed Sales by Month**



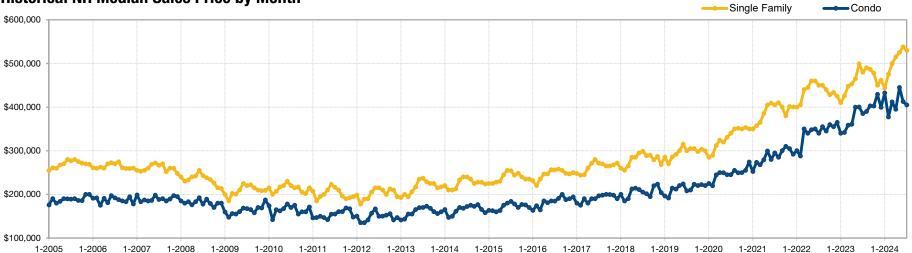
#### **NH Median Sales Price**







**Historical NH Median Sales Price by Month** 



### **NH \$ Volume of Closed Sales**



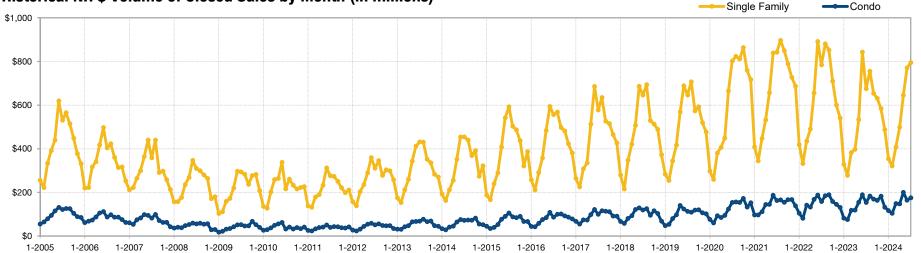


| July                   |                         | Year to Date            |                        |                       |                        |  |                        |                         |                         |         |                       |                        |
|------------------------|-------------------------|-------------------------|------------------------|-----------------------|------------------------|--|------------------------|-------------------------|-------------------------|---------|-----------------------|------------------------|
| \$784.5                |                         | \$794.7                 |                        |                       |                        |  | \$4,007.5              |                         | \$3,795.9               |         |                       |                        |
|                        | \$675.2                 |                         |                        |                       |                        |  |                        | \$3,437.5               |                         |         |                       |                        |
|                        |                         |                         |                        |                       |                        |  |                        |                         |                         |         |                       |                        |
|                        |                         |                         |                        |                       |                        |  |                        |                         |                         |         |                       |                        |
|                        |                         |                         |                        |                       |                        |  |                        |                         |                         |         |                       |                        |
|                        |                         |                         | \$157.9                | \$153.7               | \$175.2                |  |                        |                         |                         | \$972.5 | \$890.8               | \$1,057.5              |
|                        |                         |                         |                        |                       |                        |  |                        |                         |                         |         |                       |                        |
| 2022<br>- <b>6.9</b> % | 2023<br>- <b>13.9</b> % | 2024<br>+ <b>17.7</b> % | 2022<br>- <b>3.0</b> % | 2023<br><b>- 2.7%</b> | 2024<br>+ <b>14.0%</b> |  | 2022<br>- <b>1.5</b> % | 2023<br><b>- 14.2</b> % | 2024<br>+ <b>10.4</b> % | 2022    | 2023<br>- <b>8.4%</b> | 2024<br>+ <b>18.7%</b> |
|                        | ngle Fam                |                         |                        | Condo                 |                        |  |                        | ngle Fam                |                         |         | Condo                 | - 1                    |

| \$ Volume of Closed Sales (in millions) | Single<br>Family | Year-Over-Year<br>Change | Condo   | Year-Over-Year<br>Change |
|---|------------------|--------------------------|---------|--------------------------|
| Aug-2023                                | \$755.0          | -14.3%                   | \$183.4 | -0.7%                    |
| Sep-2023                                | \$654.0          | -23.3%                   | \$168.9 | -10.4%                   |
| Oct-2023                                | \$630.8          | -11.1%                   | \$163.4 | +3.1%                    |
| Nov-2023                                | \$583.9          | -2.7%                    | \$182.1 | +25.7%                   |
| Dec-2023                                | \$487.1          | -10.0%                   | \$131.9 | +0.6%                    |
| Jan-2024                                | \$354.1          | +7.8%                    | \$116.6 | +41.7%                   |
| Feb-2024                                | \$320.8          | +15.4%                   | \$104.2 | +38.4%                   |
| Mar-2024                                | \$407.2          | +6.4%                    | \$148.4 | +26.0%                   |
| Apr-2024                                | \$498.6          | +25.6%                   | \$147.2 | +23.8%                   |
| May-2024                                | \$644.9          | +20.9%                   | \$200.2 | +29.8%                   |
| Jun-2024                                | \$770.7          | -8.5%                    | \$164.3 | -12.9%                   |
| Jul-2024                                | \$794.7          | +17.7%                   | \$175.2 | +14.0%                   |
| 12-Month Avg*                           | \$575.2          | -1.7%                    | \$157.2 | +11.0%                   |

<sup>\* \$</sup> Volume of Closed Sales (in millions) for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

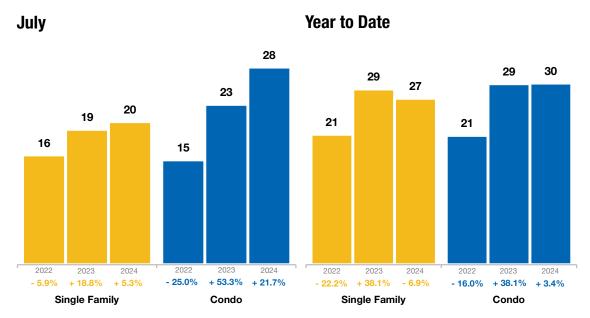
#### **Historical NH \$ Volume of Closed Sales by Month (in millions)**



### **NH Days on Market**

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

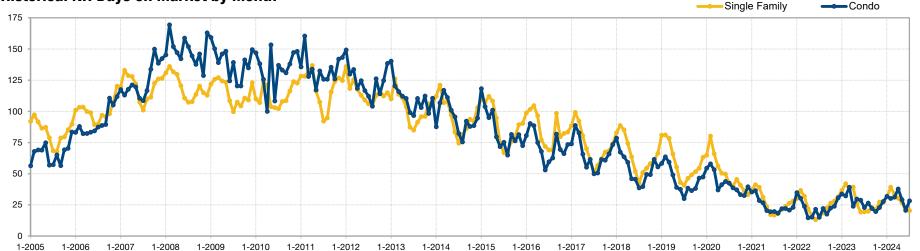




| Days on Market | Single<br>Family | Year-Over-Year<br>Change | Condo | Year-Over-Year<br>Change |
|----------------|------------------|--------------------------|-------|--------------------------|
| Aug-2023       | 20               | +5.3%                    | 26    | +18.2%                   |
| Sep-2023       | 23               | 0.0%                     | 22    | +22.2%                   |
| Oct-2023       | 21               | -19.2%                   | 20    | -9.1%                    |
| Nov-2023       | 27               | -3.6%                    | 23    | -4.2%                    |
| Dec-2023       | 27               | -12.9%                   | 28    | -9.7%                    |
| Jan-2024       | 32               | -13.5%                   | 32    | -5.9%                    |
| Feb-2024       | 39               | -7.1%                    | 30    | -6.3%                    |
| Mar-2024       | 34               | -10.5%                   | 31    | -20.5%                   |
| Apr-2024       | 30               | -23.1%                   | 38    | +58.3%                   |
| May-2024       | 27               | +3.8%                    | 29    | -3.3%                    |
| Jun-2024       | 20               | +5.3%                    | 21    | -27.6%                   |
| Jul-2024       | 20               | +5.3%                    | 28    | +21.7%                   |
| 12-Month Avg*  | 25               | -4.2%                    | 27    | +2.9%                    |

 $<sup>^{\</sup>circ}$  Days on Market for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

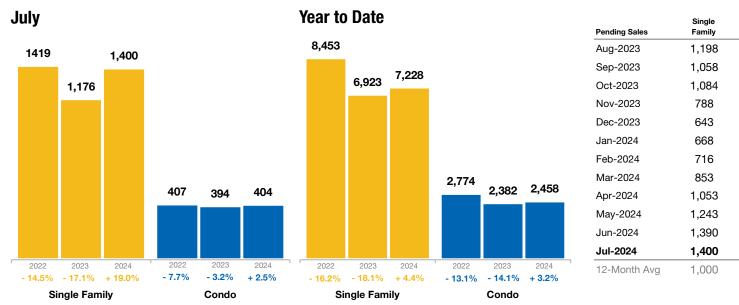
#### **Historical NH Days on Market by Month**



### **NH Pending Sales**

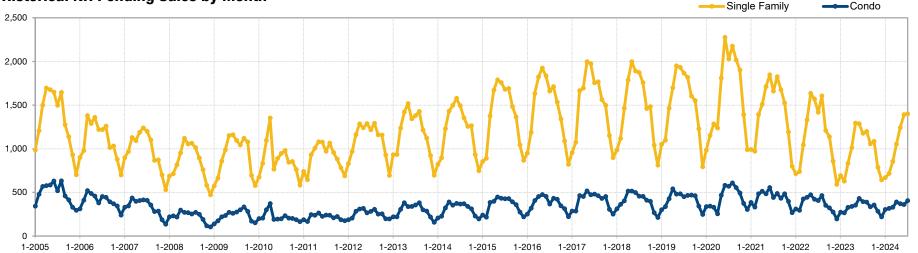
A count of the properties on which offers have been accepted in a given month.





| Pending Sales | Single<br>Family | Year-Over-Year<br>Change | Condo | Year-Over-Year<br>Change |
|---------------|------------------|--------------------------|-------|--------------------------|
| Aug-2023      | 1,198            | -25.4%                   | 389   | -16.0%                   |
| Sep-2023      | 1,058            | -12.6%                   | 335   | -4.8%                    |
| Oct-2023      | 1,084            | -4.7%                    | 356   | +10.6%                   |
| Nov-2023      | 788              | -8.1%                    | 284   | +3.3%                    |
| Dec-2023      | 643              | +8.6%                    | 219   | +11.7%                   |
| Jan-2024      | 668              | -3.6%                    | 304   | +11.4%                   |
| Feb-2024      | 716              | +13.8%                   | 316   | +19.2%                   |
| Mar-2024      | 853              | +2.3%                    | 329   | +0.6%                    |
| Apr-2024      | 1,053            | +4.1%                    | 390   | +15.0%                   |
| May-2024      | 1,243            | -3.9%                    | 369   | +4.5%                    |
| Jun-2024      | 1,390            | +8.1%                    | 361   | -16.2%                   |
| Jul-2024      | 1,400            | +19.0%                   | 404   | +2.5%                    |
| 12-Month Avg  | 1,000            | -2.7%                    | 337   | +1.3%                    |

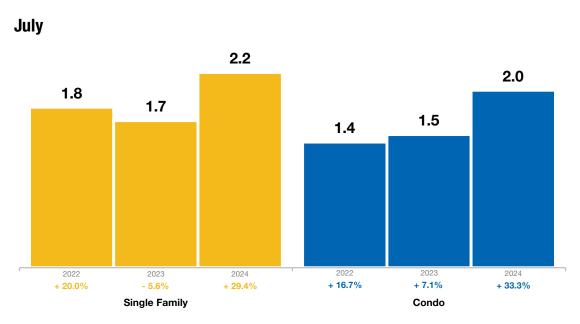
#### **Historical NH Pending Sales by Month**



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



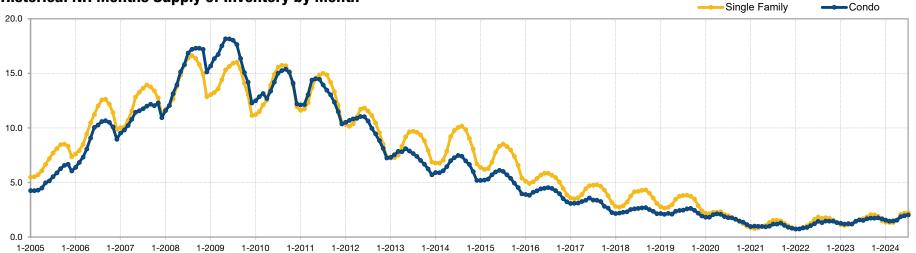




| Months Supply | Single<br>Family | Year-Over-Year<br>Change | Condo | Year-Over-Year<br>Change |
|---------------|------------------|--------------------------|-------|--------------------------|
| Aug-2023      | 1.8              | +5.9%                    | 1.7   | +30.8%                   |
| Sep-2023      | 2.0              | +11.1%                   | 1.7   | +13.3%                   |
| Oct-2023      | 2.0              | +17.6%                   | 1.7   | +13.3%                   |
| Nov-2023      | 1.9              | +18.8%                   | 1.8   | +28.6%                   |
| Dec-2023      | 1.5              | +15.4%                   | 1.7   | +30.8%                   |
| Jan-2024      | 1.4              | +27.3%                   | 1.5   | +15.4%                   |
| Feb-2024      | 1.3              | +18.2%                   | 1.4   | +16.7%                   |
| Mar-2024      | 1.3              | +18.2%                   | 1.5   | +25.0%                   |
| Apr-2024      | 1.5              | +25.0%                   | 1.6   | +33.3%                   |
| May-2024      | 2.1              | +50.0%                   | 1.9   | +26.7%                   |
| Jun-2024      | 2.2              | +37.5%                   | 2.0   | +25.0%                   |
| Jul-2024      | 2.2              | +29.4%                   | 2.0   | +33.3%                   |
| 12-Month Avg* | 1.8              | +24.0%                   | 1.7   | +24.9%                   |

<sup>\*</sup> Months Supply for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

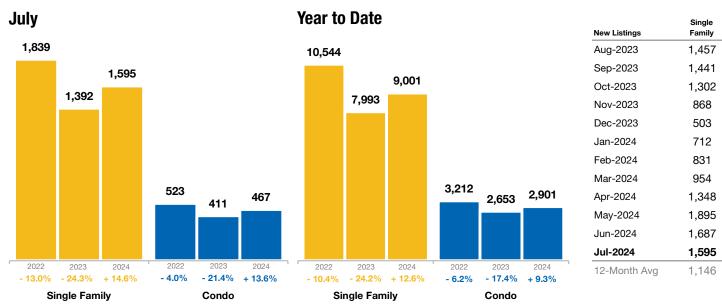
#### **Historical NH Months Supply of Inventory by Month**



### **NH New Listings**

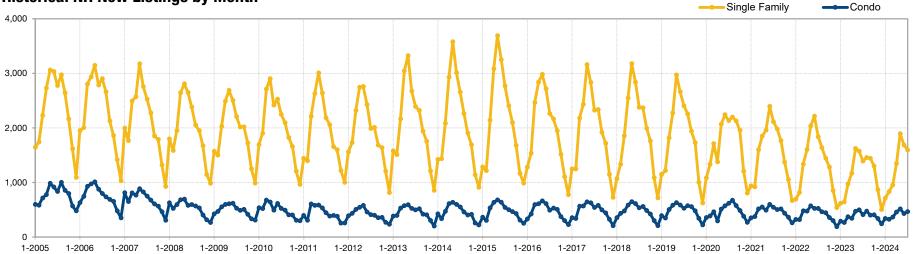
A count of the properties that have been newly listed on the market in a given month.





| New Listings | Single<br>Family | Year-Over-Year<br>Change | Condo | Year-Over-Year<br>Change |
|--------------|------------------|--------------------------|-------|--------------------------|
| Aug-2023     | 1,457            | -11.2%                   | 474   | +2.2%                    |
| Sep-2023     | 1,441            | -0.2%                    | 400   | -10.3%                   |
| Oct-2023     | 1,302            | +1.3%                    | 408   | +14.3%                   |
| Nov-2023     | 868              | +1.8%                    | 339   | +13.0%                   |
| Dec-2023     | 503              | -6.7%                    | 242   | +26.7%                   |
| Jan-2024     | 712              | +15.4%                   | 340   | +17.2%                   |
| Feb-2024     | 831              | +29.0%                   | 324   | +21.3%                   |
| Mar-2024     | 954              | -1.9%                    | 367   | -1.6%                    |
| Apr-2024     | 1,348            | +15.3%                   | 456   | +33.3%                   |
| May-2024     | 1,895            | +16.6%                   | 516   | +9.3%                    |
| Jun-2024     | 1,687            | +7.2%                    | 431   | -13.5%                   |
| Jul-2024     | 1,595            | +14.6%                   | 467   | +13.6%                   |
| 12-Month Avg | 1,146            | +5.9%                    | 368   | +8.0%                    |

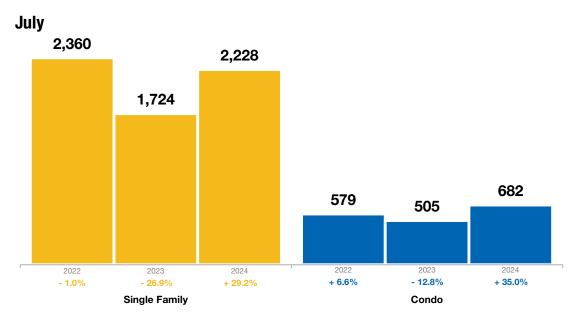
#### **Historical NH New Listings by Month**



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

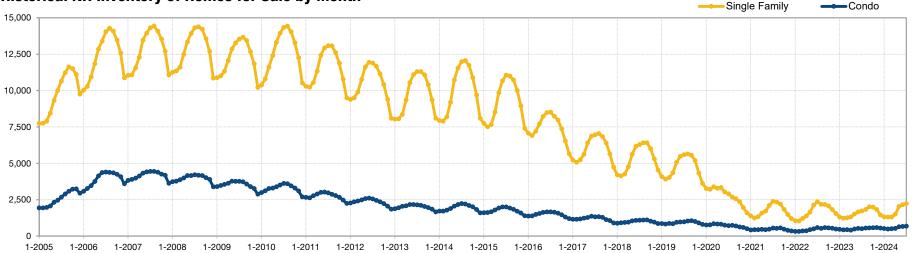
The number of properties available for sale in active status at the end of a given month.





| Homes for Sale | Single<br>Family | Year-Over-Year<br>Change | Condo | Year-Over-Year<br>Change |
|----------------|------------------|--------------------------|-------|--------------------------|
| Aug-2023       | 1,826            | -16.1%                   | 543   | +2.6%                    |
| Sep-2023       | 2,009            | -7.8%                    | 559   | -3.3%                    |
| Oct-2023       | 1,985            | -3.6%                    | 564   | +1.8%                    |
| Nov-2023       | 1,826            | +0.1%                    | 577   | +7.4%                    |
| Dec-2023       | 1,448            | -6.5%                    | 549   | +14.1%                   |
| Jan-2024       | 1,317            | +1.2%                    | 515   | +12.7%                   |
| Feb-2024       | 1,309            | +6.7%                    | 486   | +14.4%                   |
| Mar-2024       | 1,309            | +4.8%                    | 501   | +15.7%                   |
| Apr-2024       | 1,504            | +14.6%                   | 530   | +30.2%                   |
| May-2024       | 2,032            | +34.0%                   | 639   | +32.0%                   |
| Jun-2024       | 2,152            | +29.7%                   | 658   | +26.5%                   |
| Jul-2024       | 2,228            | +29.2%                   | 682   | +35.0%                   |
| 12-Month Avg   | 1,752            | +6.3%                    | 569   | +15.5%                   |

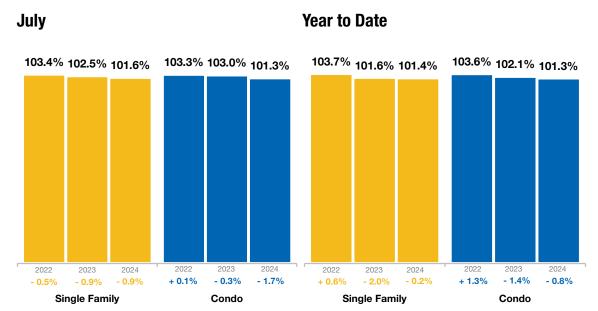
#### **Historical NH Inventory of Homes for Sale by Month**



### **NH Percent of List Price Received**



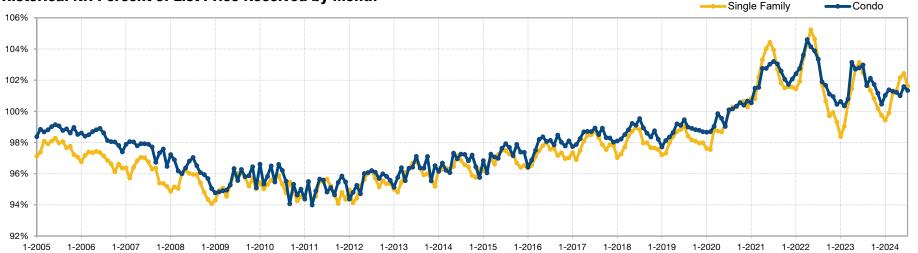
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



| Pct. of List Price<br>Received | Single<br>Family | Year-Over-Year<br>Change | Condo  | Year-Over-Year<br>Change |
|--------------------------------|------------------|--------------------------|--------|--------------------------|
| Aug-2023                       | 101.9%           | +0.2%                    | 101.7% | -0.2%                    |
| Sep-2023                       | 101.3%           | +0.6%                    | 102.1% | +0.4%                    |
| Oct-2023                       | 100.8%           | +1.1%                    | 101.7% | +0.6%                    |
| Nov-2023                       | 100.2%           | +0.3%                    | 101.2% | +0.3%                    |
| Dec-2023                       | 99.7%            | +0.4%                    | 100.5% | +0.1%                    |
| Jan-2024                       | 99.4%            | +1.0%                    | 101.0% | +0.4%                    |
| Feb-2024                       | 99.9%            | +0.9%                    | 101.4% | +1.1%                    |
| Mar-2024                       | 101.2%           | +0.7%                    | 101.3% | +0.5%                    |
| Apr-2024                       | 101.3%           | -0.1%                    | 101.2% | -1.8%                    |
| May-2024                       | 102.2%           | -0.5%                    | 101.0% | -1.7%                    |
| Jun-2024                       | 102.4%           | -0.7%                    | 101.6% | -1.2%                    |
| Jul-2024                       | 101.6%           | -0.9%                    | 101.3% | -1.7%                    |
| 12-Month Avg*                  | 101.1%           | +0.2%                    | 101.4% | -0.4%                    |

<sup>\*</sup> Pct. of List Price Received for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

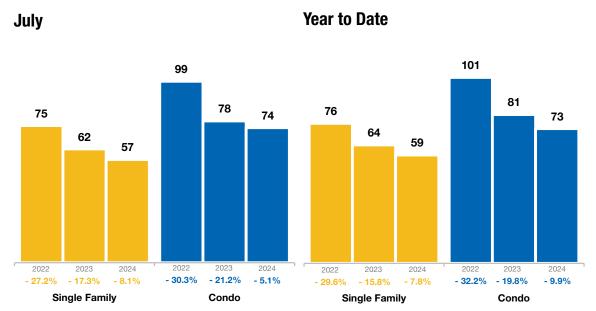
#### **Historical NH Percent of List Price Received by Month**



### **NH Housing Affordability Index**



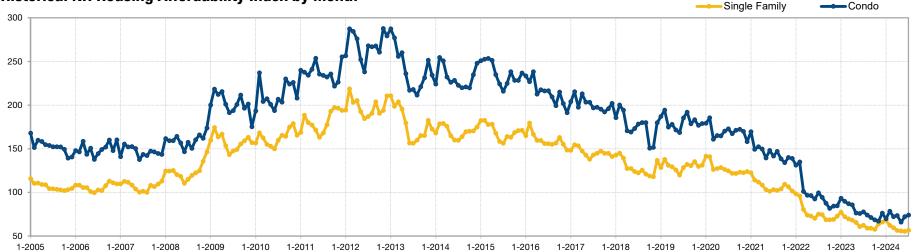
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



| Affordability Index | Single<br>Family | Year-Over-Year<br>Change | Condo | Year-Over-Year<br>Change |
|---------------------|------------------|--------------------------|-------|--------------------------|
| Aug-2023            | 59               | -20.3%                   | 74    | -21.3%                   |
| Sep-2023            | 59               | -14.5%                   | 71    | -18.4%                   |
| Oct-2023            | 58               | -15.9%                   | 68    | -17.1%                   |
| Nov-2023            | 64               | -7.2%                    | 67    | -20.2%                   |
| Dec-2023            | 66               | -9.6%                    | 76    | -10.6%                   |
| Jan-2024            | 68               | -11.7%                   | 70    | -24.7%                   |
| Feb-2024            | 62               | -13.9%                   | 78    | -13.3%                   |
| Mar-2024            | 59               | -15.7%                   | 72    | -17.2%                   |
| Apr-2024            | 56               | -17.6%                   | 73    | -15.1%                   |
| May-2024            | 56               | -15.2%                   | 66    | -13.2%                   |
| Jun-2024            | 55               | -9.8%                    | 72    | -5.3%                    |
| Jul-2024            | 57               | -8.1%                    | 74    | -5.1%                    |
| 12-Month Avg*       | 60               | -17.5%                   | 69    | -12.8%                   |

<sup>\*</sup> Affordability Index for all properties from August 2023 through July 2024. 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        | 7-2023    | 7-2024    | Percent Change | YTD 2023  | YTD 2024  | Percent Change |
|---|-----------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| Closed Sales                            | 7-2021 7-2022 7-2023 7-2024 | 1,624     | 1,759     | + 8.3%         | 8,878     | 9,192     | + 3.5%         |
| Median Sales Price                      | 7-2021 7-2022 7-2023 7-2024 | \$440,000 | \$485,000 | + 10.2%        | \$424,900 | \$465,000 | + 9.4%         |
| \$ Volume of Closed Sales (in millions) | 7-2021 7-2022 7-2023 7-2024 | \$847.8   | \$989.4   | + 16.7%        | \$4,429.4 | \$4,963.1 | + 12.0%        |
| Days on Market                          | 7-2021 7-2022 7-2023 7-2024 | 20        | 23        | + 15.0%        | 29        | 29        | 0.0%           |
| Pending Sales                           | 7-2021 7-2022 7-2023 7-2024 | 1,677     | 1,945     | + 16.0%        | 10,033    | 10,437    | + 4.0%         |
| Months Supply                           | 7-2021 7-2022 7-2023 7-2024 | 1.6       | 2.1       | + 31.3%        |           |           |                |
| New Listings                            | 7-2021 7-2022 7-2023 7-2024 | 1,932     | 2,226     | + 15.2%        | 11,459    | 12,767    | + 11.4%        |
| Homes for Sale                          | 7-2021 7-2022 7-2023 7-2024 | 2,387     | 3,093     | + 29.6%        |           |           |                |
| Pct. of List Price Received             | 7-2021 7-2022 7-2023 7-2024 | 102.4%    | 101.3%    | - 1.1%         | 101.5%    | 101.1%    | - 0.4%         |
| Affordability Index                     | 7-2021 7-2022 7-2023 7-2024 | 68        | 62        | - 9.0%         | 70        | 64        | - 8.4%         |

## **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<br>(In Millions) |           |         | Days on Market |        |         | <b>Pending Sales</b> |        |         |
|---------------------------|---------------------|--------|---------|---------------------------|-----------|---------|-------------------------------|-----------|---------|----------------|--------|---------|----------------------|--------|---------|
|                           | 7-2023              | 7-2024 | +/-     | 7-2023                    | 7-2024    | +/-     | 7-2023                        | 7-2024    | +/-     | 7-2023         | 7-2024 | +/-     | 7-2023               | 7-2024 | +/-     |
| Belknap                   | 89                  | 77     | - 13.5% | \$505,050                 | \$537,000 | + 6.3%  | \$57.2                        | \$63.1    | + 10.3% | 16             | 27     | + 68.8% | 81                   | 105    | + 29.6% |
| Belknap Year-to-Date      | 371                 | 399    | + 7.5%  | \$450,000                 | \$490,000 | + 8.9%  | \$266.7                       | \$280.9   | + 5.3%  | 35             | 33     | - 5.7%  | 419                  | 461    | + 10.0% |
| Carroll                   | 71                  | 86     | + 21.1% | \$425,000                 | \$543,875 | + 28.0% | \$44.6                        | \$60.4    | + 35.4% | 35             | 29     | - 17.1% | 74                   | 135    | + 82.4% |
| Carroll Year-to-Date      | 390                 | 390    | 0.0%    | \$450,000                 | \$470,000 | + 4.4%  | \$275.1                       | \$258.6   | - 6.0%  | 44             | 47     | + 6.8%  | 427                  | 486    | + 13.8% |
| Cheshire                  | 72                  | 89     | + 23.6% | \$344,500                 | \$380,000 | + 10.3% | \$29.8                        | \$40.1    | + 34.6% | 26             | 22     | - 15.4% | 75                   | 82     | + 9.3%  |
| Cheshire Year-to-Date     | 384                 | 385    | + 0.3%  | \$335,000                 | \$360,400 | + 7.6%  | \$149.9                       | \$155.6   | + 3.8%  | 31             | 25     | - 19.4% | 430                  | 439    | + 2.1%  |
| Coos                      | 35                  | 33     | - 5.7%  | \$224,900                 | \$240,000 | + 6.7%  | \$9.3                         | \$9.6     | + 3.2%  | 48             | 31     | - 35.4% | 44                   | 52     | + 18.2% |
| Coos Year-to-Date         | 212                 | 203    | - 4.2%  | \$215,000                 | \$250,000 | + 16.3% | \$51.9                        | \$58.8    | + 13.3% | 67             | 61     | - 9.0%  | 238                  | 236    | - 0.8%  |
| Grafton                   | 105                 | 101    | - 3.8%  | \$475,000                 | \$480,000 | + 1.1%  | \$70.4                        | \$66.9    | - 5.0%  | 26             | 21     | - 19.2% | 92                   | 119    | + 29.3% |
| Grafton Year-to-Date      | 494                 | 463    | - 6.3%  | \$405,500                 | \$425,000 | + 4.8%  | \$272.5                       | \$264.7   | - 2.9%  | 38             | 38     | 0.0%    | 579                  | 560    | - 3.3%  |
| Hillsborough              | 301                 | 311    | + 3.3%  | \$501,000                 | \$542,000 | + 8.2%  | \$169.5                       | \$185.0   | + 9.1%  | 16             | 17     | + 6.3%  | 310                  | 317    | + 2.3%  |
| Hillsborough Year-to-Date | 1,600               | 1,524  | - 4.8%  | \$475,000                 | \$540,000 | + 13.7% | \$854.1                       | \$911.2   | + 6.7%  | 19             | 21     | + 10.5% | 1,811                | 1,748  | - 3.5%  |
| Merrimack                 | 127                 | 147    | + 15.7% | \$450,500                 | \$470,000 | + 4.3%  | \$66.1                        | \$75.7    | + 14.5% | 14             | 19     | + 35.7% | 128                  | 151    | + 18.0% |
| Merrimack Year-to-Date    | 657                 | 719    | + 9.4%  | \$433,950                 | \$474,900 | + 9.4%  | \$325.4                       | \$373.2   | + 14.7% | 24             | 24     | 0.0%    | 731                  | 809    | + 10.7% |
| Rockingham                | 205                 | 280    | + 36.6% | \$608,500                 | \$650,000 | + 6.8%  | \$154.8                       | \$214.3   | + 38.4% | 14             | 18     | + 28.6% | 219                  | 282    | + 28.8% |
| Rockingham Year-to-Date   | 1,289               | 1,368  | + 6.1%  | \$585,000                 | \$650,000 | + 11.1% | \$894.6                       | \$1,059.1 | + 18.4% | 26             | 22     | - 15.4% | 1,424                | 1,557  | + 9.3%  |
| Strafford                 | 94                  | 105    | + 11.7% | \$472,950                 | \$473,000 | + 0.0%  | \$50.5                        | \$54.9    | + 8.7%  | 12             | 21     | + 75.0% | 112                  | 104    | - 7.1%  |
| Strafford Year-to-Date    | 512                 | 587    | + 14.6% | \$435,000                 | \$480,000 | + 10.3% | \$253.7                       | \$318.2   | + 25.4% | 24             | 21     | - 12.5% | 585                  | 638    | + 9.1%  |
| Sullivan                  | 53                  | 44     | - 17.0% | \$345,000                 | \$477,500 | + 38.4% | \$23.0                        | \$24.7    | + 7.4%  | 23             | 17     | - 26.1% | 41                   | 53     | + 29.3% |
| Sullivan Year-to-Date     | 234                 | 258    | + 10.3% | \$330,000                 | \$383,750 | + 16.3% | \$93.7                        | \$115.7   | + 23.5% | 35             | 34     | - 2.9%  | 278                  | 294    | + 5.8%  |
| Entire State              | 1,152               | 1,273  | + 10.5% | \$480,000                 | \$530,000 | + 10.4% | \$675.2                       | \$794.7   | + 17.7% | 19             | 20     | + 5.3%  | 1,176                | 1,400  | + 19.0% |
| Entire State Year-to-Date | 6,143               | 6,296  | + 2.5%  | \$465,000                 | \$510,000 | + 9.7%  | \$3,437.5                     | \$3,795.9 | + 10.4% | 29             | 27     | - 6.9%  | 6,923                | 7,228  | + 4.4%  |

## **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<br>(In Millions) |         |           | Da      | ays on M | arket  | <b>Pending Sales</b> |        |        |          |
|---------------------------|---------------------|--------|---------------------------|-----------|-----------|-------------------------------|---------|-----------|---------|----------|--------|----------------------|--------|--------|----------|
|                           | 7-2023              | 7-2024 | +/-                       | 7-2023    | 7-2024    | +/-                           | 7-2023  | 7-2024    | +/-     | 7-2023   | 7-2024 | +/-                  | 7-2023 | 7-2024 | +/-      |
| Belknap                   | 24                  | 23     | - 4.2%                    | \$516,041 | \$369,900 | - 28.3%                       | \$12.8  | \$9.8     | - 23.4% | 50       | 42     | - 16.0%              | 37     | 38     | + 2.7%   |
| Belknap Year-to-Date      | 158                 | 133    | - 15.8%                   | \$417,500 | \$365,000 | - 12.6%                       | \$77.2  | \$60.2    | - 22.0% | 42       | 43     | + 2.4%               | 194    | 151    | - 22.2%  |
| Carroll                   | 14                  | 12     | - 14.3%                   | \$447,500 | \$464,500 | + 3.8%                        | \$6.2   | \$6.1     | - 1.6%  | 6        | 39     | + 550.0%             | 21     | 18     | - 14.3%  |
| Carroll Year-to-Date      | 92                  | 111    | + 20.7%                   | \$410,000 | \$410,000 | 0.0%                          | \$43.9  | \$51.1    | + 16.4% | 24       | 41     | + 70.8%              | 107    | 131    | + 22.4%  |
| Cheshire                  | 6                   | 3      | - 50.0%                   | \$300,500 | \$235,000 | - 21.8%                       | \$1.9   | \$0.8     | - 57.9% | 39       | 6      | - 84.6%              | 3      | 7      | + 133.3% |
| Cheshire Year-to-Date     | 35                  | 35     | 0.0%                      | \$270,500 | \$257,500 | - 4.8%                        | \$9.8   | \$10.6    | + 8.2%  | 21       | 29     | + 38.1%              | 37     | 38     | + 2.7%   |
| Coos                      | 0                   | 1      |                           | \$0       | \$715,000 |                               | \$0.0   | \$0.7     |         | 0        | 119    |                      | 1      | 3      | + 200.0% |
| Coos Year-to-Date         | 9                   | 9      | 0.0%                      | \$622,125 | \$639,000 | + 2.7%                        | \$5.7   | \$6.0     | + 5.3%  | 25       | 38     | + 52.0%              | 8      | 12     | + 50.0%  |
| Grafton                   | 43                  | 36     | - 16.3%                   | \$340,000 | \$326,225 | - 4.1%                        | \$16.3  | \$13.8    | - 15.3% | 24       | 46     | + 91.7%              | 40     | 39     | - 2.5%   |
| Grafton Year-to-Date      | 199                 | 206    | + 3.5%                    | \$350,000 | \$379,500 | + 8.4%                        | \$78.5  | \$87.0    | + 10.8% | 30       | 39     | + 30.0%              | 232    | 207    | - 10.8%  |
| Hillsborough              | 97                  | 122    | + 25.8%                   | \$350,000 | \$369,500 | + 5.6%                        | \$36.0  | \$48.8    | + 35.6% | 11       | 24     | + 118.2%             | 96     | 117    | + 21.9%  |
| Hillsborough Year-to-Date | 637                 | 646    | + 1.4%                    | \$340,000 | \$375,000 | + 10.3%                       | \$227.3 | \$256.5   | + 12.8% | 17       | 23     | + 35.3%              | 690    | 724    | + 4.9%   |
| Merrimack                 | 29                  | 27     | - 6.9%                    | \$288,000 | \$320,000 | + 11.1%                       | \$9.2   | \$9.7     | + 5.4%  | 17       | 16     | - 5.9%               | 30     | 30     | 0.0%     |
| Merrimack Year-to-Date    | 155                 | 162    | + 4.5%                    | \$308,000 | \$315,000 | + 2.3%                        | \$51.4  | \$56.4    | + 9.7%  | 27       | 25     | - 7.4%               | 171    | 183    | + 7.0%   |
| Rockingham                | 119                 | 123    | + 3.4%                    | \$460,000 | \$538,000 | + 17.0%                       | \$63.9  | \$75.5    | + 18.2% | 31       | 29     | - 6.5%               | 146    | 125    | - 14.4%  |
| Rockingham Year-to-Date   | 646                 | 760    | + 17.6%                   | \$460,000 | \$535,701 | + 16.5%                       | \$340.3 | \$451.9   | + 32.8% | 40       | 30     | - 25.0%              | 810    | 843    | + 4.1%   |
| Strafford                 | 18                  | 21     | + 16.7%                   | \$324,500 | \$355,000 | + 9.4%                        | \$6.0   | \$8.8     | + 46.7% | 11       | 13     | + 18.2%              | 18     | 24     | + 33.3%  |
| Strafford Year-to-Date    | 119                 | 158    | + 32.8%                   | \$325,000 | \$380,000 | + 16.9%                       | \$52.8  | \$72.8    | + 37.9% | 33       | 25     | - 24.2%              | 122    | 154    | + 26.2%  |
| Sullivan                  | 3                   | 3      | 0.0%                      | \$520,000 | \$425,000 | - 18.3%                       | \$1.5   | \$1.1     | - 26.7% | 7        | 10     | + 42.9%              | 2      | 3      | + 50.0%  |
| Sullivan Year-to-Date     | 8                   | 13     | + 62.5%                   | \$485,500 | \$425,000 | - 12.5%                       | \$3.8   | \$5.1     | + 34.2% | 30       | 37     | + 23.3%              | 11     | 15     | + 36.4%  |
| Entire State              | 353                 | 371    | + 5.1%                    | \$385,000 | \$405,000 | + 5.2%                        | \$153.7 | \$175.2   | + 14.0% | 23       | 28     | + 21.7%              | 394    | 404    | + 2.5%   |
| Entire State Year-to-Date | 2,058               | 2,233  | + 8.5%                    | \$370,000 | \$410,000 | + 10.8%                       | \$890.8 | \$1,057.5 | + 18.7% | 29       | 30     | + 3.4%               | 2,382  | 2,458  | + 3.2%   |