NH Monthly Indicators



November 2024

U.S. existing-home sales rose 3.4% month-over-month and 2.9% year-over-year to a seasonally adjusted annual rate of 3.96 million units, exceeding economists' expectations for the month and marking the first annual gain since July 2021, according to the National Association of REALTORS® (NAR). Lower mortgage rates in late summer and early fall helped sales increase across all four regions.

New Listings decreased 2.2 percent for single family homes and 22.2 percent for townhouse-condo properties. Pending Sales increased 23.8 percent for single family homes but decreased 3.5 percent for townhouse-condo properties. Inventory increased 8.1 percent for single family homes and 8.6 percent for townhouse-condo properties.

The Median Sales Price was up 11.1 percent to \$500,000 for single family homes but decreased 4.4 percent to \$410,000 for townhouse-condo properties. Days on Market increased 14.8 percent for single family homes and 65.2 percent for townhouse-condo properties. Months Supply of Inventory remained flat for single family homes but increased 5.6 percent for townhouse-condo properties.

The number of homes for sale continues to improve nationwide, climbing 0.7% monthover-month and 19.1% year-over-year to 1.37 million units heading into November, for a 4.2-month supply at the current sales pace, according to NAR. Despite a wider selection of properties on the market, sales prices have remained strong at the national level, with a median existing-home price of \$407,200 as of last measure, a 4% increase from the same time last year.

Monthly Snapshot

+ 2.3%	+ 11.1%	+ 10.2%
One-Year Change in	One-Year Change in	One-Year Change in
Single Family	Single Family	Single Familly
Closed Sales	Median Sales Price	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	11-2023	11-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		1,047	1,071	+ 2.3%	10,706	11,076	+ 3.5%
Median Sales Price		\$450,000	\$500,000	+ 11.1%	\$470,000	\$515,000	+ 9.6%
\$ Volume of Closed Sales (in millions)		\$583.9	\$643.5	+ 10.2%	\$6,059.5	\$6,768.1	+ 11.7%
Days on Market		27	31	+ 14.8%	26	27	+ 3.8%
Pending Sales		787	974	+ 23.8%	11,037	11,615	+ 5.2%
Months Supply		1.9	1.9	0.0%			
New Listings		866	847	- 2.2%	13,040	14,120	+ 8.3%
Homes for Sale		1,820	1,968	+ 8.1%			
Pct. of List Price Received		100.2%	99.6%	- 0.6%	101.4%	100.9%	- 0.5%
Affordability Index	11-2021 11-2022 11-2023 11-2024	64	60	- 6.3%	61	58	- 4.9%

NH Condo Activity Overview

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



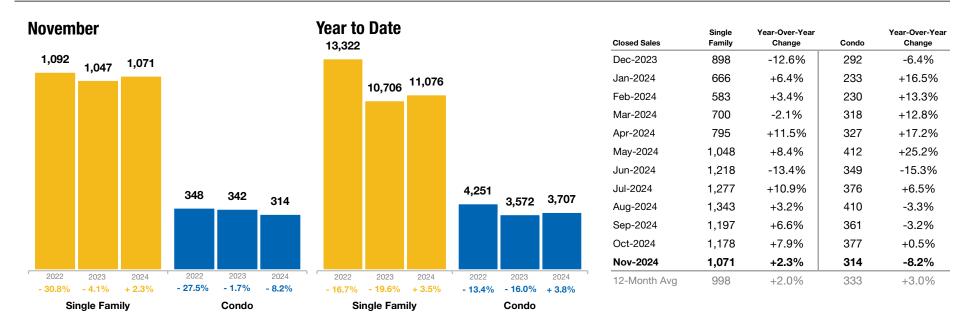
Key Metrics	Historical Sparkbars	11-2023	11-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		342	314	- 8.2%	3,572	3,707	+ 3.8%
Median Sales Price		\$429,000	\$410,000	- 4.4%	\$384,700	\$412,003	+ 7.1%
\$ Volume of Closed Sales (in millions)		\$182.1	\$144.7	- 20.5%	\$1,589.2	\$1,754.8	+ 10.4%
Days on Market		23	38	+ 65.2%	27	31	+ 14.8%
Pending Sales		283	273	- 3.5%	3,746	3,787	+ 1.1%
Months Supply		1.8	1.9	+ 5.6%			
New Listings		338	263	- 22.2%	4,275	4,464	+ 4.4%
Homes for Sale		579	629	+ 8.6%			
Pct. of List Price Received		101.2%	100.3%	- 0.9%	101.9%	100.9%	- 1.0%
Affordability Index	11-2021 11-2022 11-2023 11-2024	67	73	+ 9.0%	75	73	- 2.7%

Current as of December 5, 2024. All data from New Hampshire REALTORS®, Inc. and PrimeMLS, Inc. Report © 2024 ShowingTime Plus, LLC. | 3

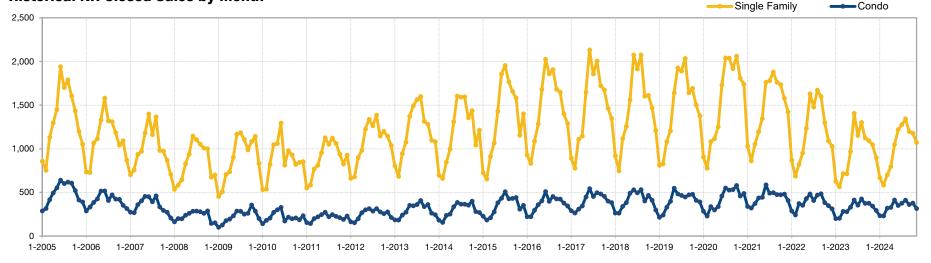
NH Closed Sales

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





Historical NH Closed Sales by Month

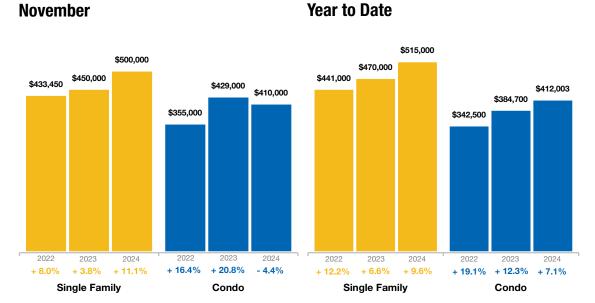


NH Median Sales Price

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



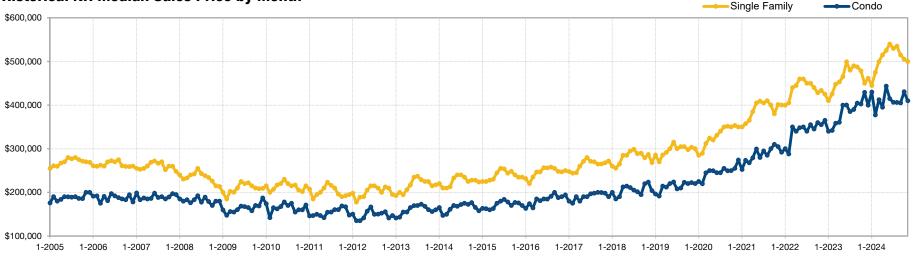
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2023	\$461,500	+8.6%	\$399,748	+9.6%
Jan-2024	\$445,000	+8.5%	\$430,000	+26.5%
Feb-2024	\$475,000	+11.6%	\$377,500	+10.4%
Mar-2024	\$500,000	+11.6%	\$412,250	+15.0%
Apr-2024	\$515,000	+13.7%	\$395,000	+9.6%
May-2024	\$525,000	+12.9%	\$443,500	+10.9%
Jun-2024	\$540,000	+8.2%	\$415,000	+3.8%
Jul-2024	\$530,000	+10.4%	\$406,250	+5.5%
Aug-2024	\$535,000	+9.2%	\$406,089	+4.1%
Sep-2024	\$515,000	+5.6%	\$405,000	+0.1%
Oct-2024	\$505,000	+5.5%	\$430,500	+7.0%
Nov-2024	\$500,000	+11.1%	\$410,000	-4.4%
12-Month Avg*	\$510,000	+9.7%	\$410,000	+7.9%

Historical NH Median Sales Price by Month

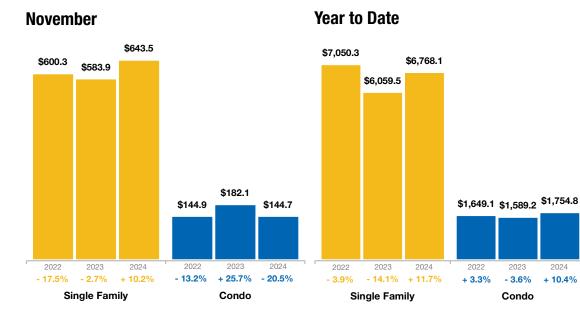
* Median Sales Price for all properties from December 2023 through November 2024. This is not the average of the individual figures above.



NH \$ Volume of Closed Sales

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

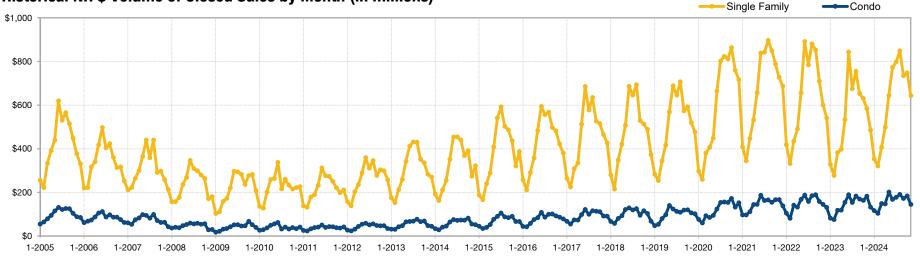




\$ Volume of Closed Sales (in millions)	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2023	\$486.1	-10.2%	\$132.7	+1.2%
Jan-2024	\$353.5	+7.6%	\$116.7	+41.8%
Feb-2024	\$320.7	+15.4%	\$104.2	+38.4%
Mar-2024	\$407.1	+6.4%	\$148.8	+26.3%
Apr-2024	\$498.6	+25.6%	\$147.2	+23.8%
May-2024	\$644.4	+20.8%	\$201.3	+30.5%
Jun-2024	\$772.3	-8.4%	\$168.1	-10.9%
Jul-2024	\$797.3	+18.1%	\$177.5	+15.5%
Aug-2024	\$848.3	+12.3%	\$190.1	+3.7%
Sep-2024	\$734.4	+12.5%	\$172.2	+1.6%
Oct-2024	\$747.8	+18.7%	\$183.9	+12.5%
Nov-2024	\$643.5	+10.2%	\$144.7	-20.5%
12-Month Avg*	\$604.5	+9.9%	\$157.3	+9.7%

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

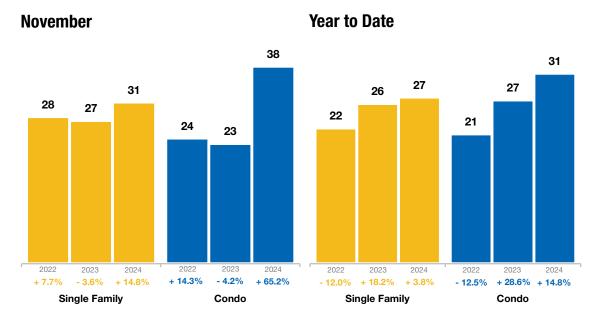
* \$ Volume of Closed Sales (in millions) for all properties from December 2023 through November 2024. This is not the average of the individual figures above.



NH Days on Market

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





Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Yea Change
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%	29	+26.1%
Aug-2024	26	+30.0%	32	+23.1%
Sep-2024	23	0.0%	30	+36.4%
Oct-2024	29	+38.1%	33	+65.0%
Nov-2024	31	+14.8%	38	+65.2%
12-Month Avg*	27	+2.1%	31	+14.1%

Historical NH Days on Market by Month

* Days on Market for all properties from December 2023 through November 2024. This is not the average of the individual figures above.



NH Pending Sales

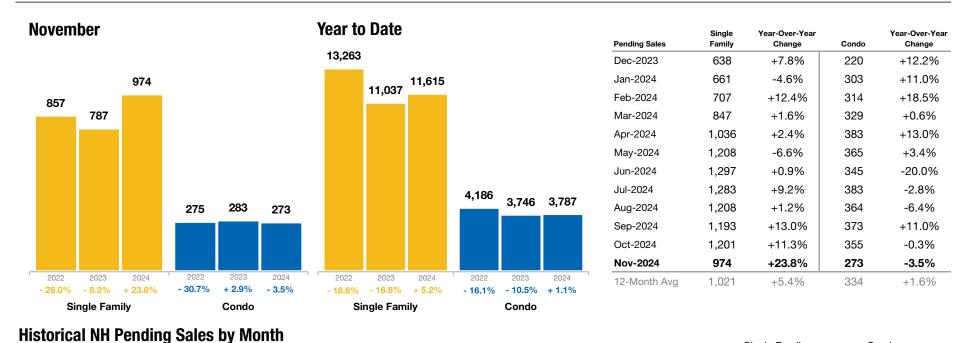
500

0

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



Condo





1-2005 1-2006 1-2007 1-2008 1-2009 1-2010 1-2011 1-2012 1-2013 1-2015 1-2016 1-2017 1-2018 1-2019 1-2020 1-2021 1-2022 1-2023 1-2024 1-2014

Single Family

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.



Year-Over-Year

Change

+30.8%

+23.1%

+16.7%

+25.0%

+33.3%

+26.7%

+25.0%

+40.0%

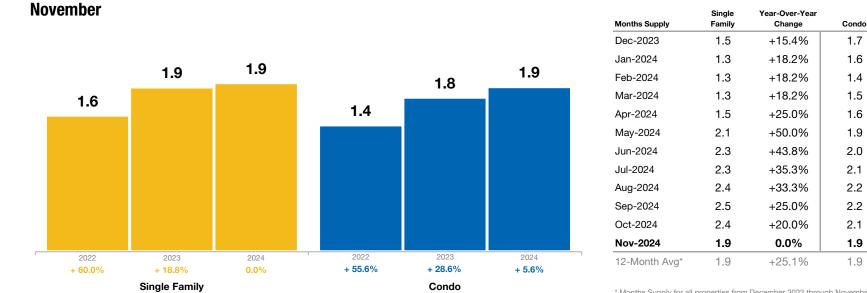
+29.4%

+29.4%

+23.5%

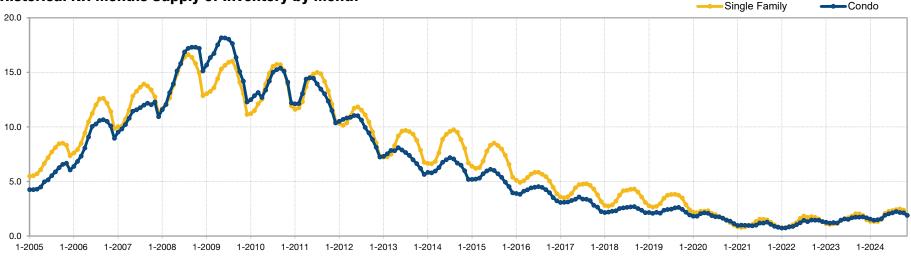
+5.6%

+26.2%



Historical NH Months Supply of Inventory by Month

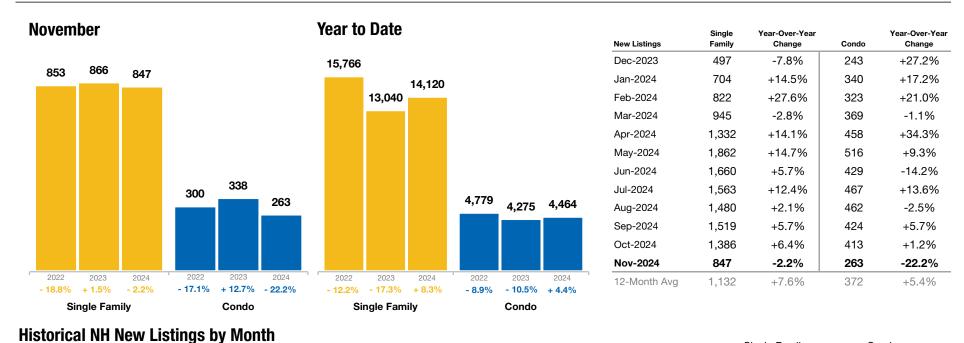
* Months Supply for all properties from December 2023 through November 2024. This is not the average of the individual figures above.



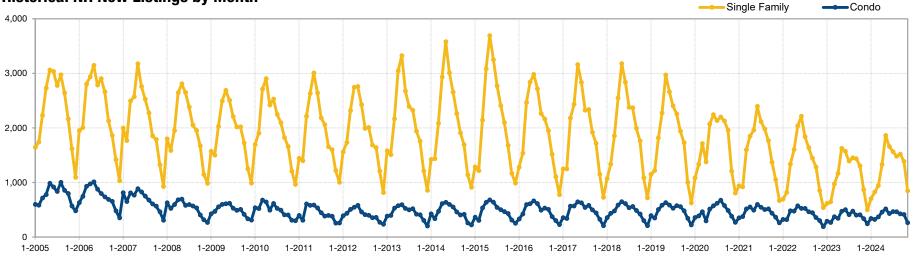
NH New Listings

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









NH Inventory of Homes for Sale

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



Condo

550

517

487

503

538

652

681

710

745

720

712

629

620

Year-Over-Year

Change

+14.3%

+13.1%

+14.6%

+16.2%

+32.5%

+35.0%

+30.7%

+40.3%

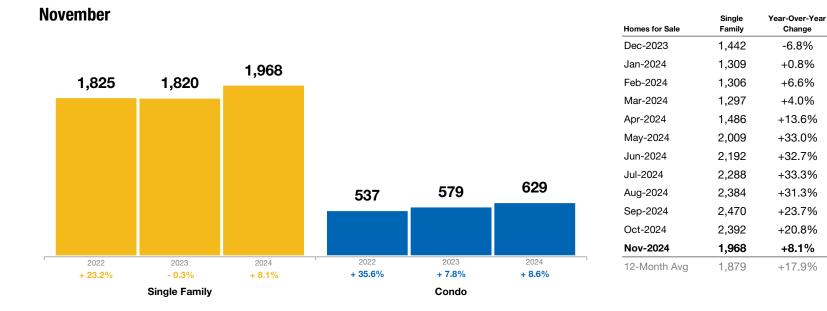
+36.7%

+28.3%

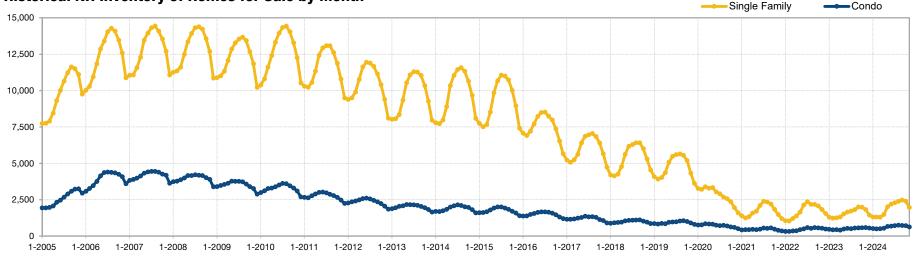
+25.8%

+8.6%

+24.8%



Historical NH Inventory of Homes for Sale by Month



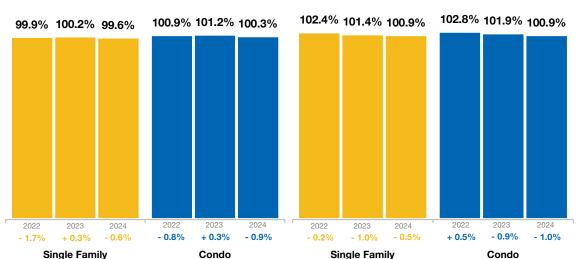
NH Percent of List Price Received

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.



November

Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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%	101.4%	-1.6%
Aug-2024	100.8%	-1.0%	101.1%	-0.6%
Sep-2024	100.4%	-0.9%	100.1%	-2.0%
Oct-2024	99.9%	-0.9%	100.1%	-1.6%
Nov-2024	99.6 %	-0.6%	100.3%	-0.9%
12-Month Avg*	100.8%	-0.4%	100.9%	-0.9%

Historical NH Percent of List Price Received by Month

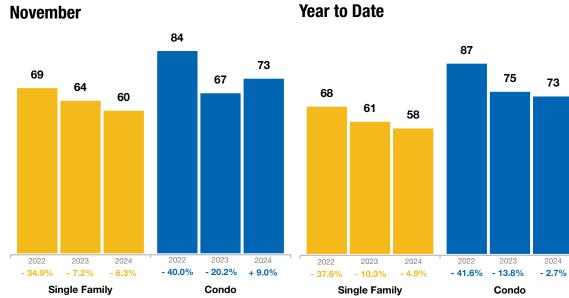
* Pct. of List Price Received for all properties from December 2023 through November 2024. This is not the average of the individual figures above.



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.

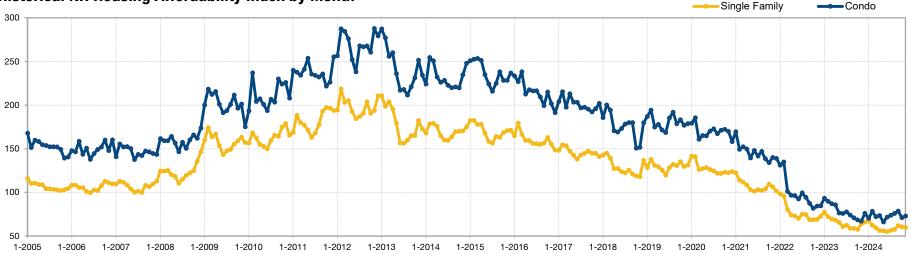




Affordability Index	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Dec-2023	66	-9.6%	76	-10.6%
Jan-2024	68	-11.7%	70	-24.7%
Feb-2024	62	-13.9%	78	-13.3%
Mar-2024	59	-15.7%	72	-17.2%
Apr-2024	56	-17.6%	73	-15.1%
May-2024	56	-15.2%	66	-13.2%
Jun-2024	55	-9.8%	72	-5.3%
Jul-2024	57	-8.1%	74	-5.1%
Aug-2024	58	-1.7%	76	+2.7%
Sep-2024	62	+5.1%	79	+11.3%
Oct-2024	61	+5.2%	71	+4.4%
Nov-2024	60	-6.3%	73	+9.0%
12-Month Avg*	60	-8.6%	66	-7.8%

Historical NH Housing Affordability Index by Month

* Affordability Index for all properties from December 2023 through November 2024. This is not the average of the individual figures above.



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	11-2023	11-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
Closed Sales		1,477	1,489	+ 0.8%	15,413	15,926	+ 3.3%
Median Sales Price		\$430,000	\$455,000	+ 5.8%	\$430,000	\$469,900	+ 9.3%
\$ Volume of Closed Sales (in millions)		\$779.9	\$808.2	+ 3.6%	\$7,822.8	\$8,721.2	+ 11.5%
Days on Market		26	33	+ 26.9%	27	29	+ 7.4%
Pending Sales		1,156	1,334	+ 15.4%	15,946	16,582	+ 4.0%
Months Supply		1.9	1.9	0.0%			
New Listings		1,300	1,224	- 5.8%	18,670	19,992	+ 7.1%
Homes for Sale		2,602	2,816	+ 8.2%			
Pct. of List Price Received		100.3%	99.6%	- 0.7%	101.3%	100.7%	- 0.6%
Affordability Index	11-2021 11-2022 11-2023 11-2024	67	66	- 1.6%	67	64	- 4.7%

NH Single Family Residential Activity by County

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



	CI	Closed Sales			an Sales P	rice		ales Volu (In Millions		Day	/s on Ma	arket	Pending Sales		
	11-2023	11-2024	+/-	11-2023	11-2024	+/-	11-2023	11-2024	+/-	11-2023	11-2024	+/-	11-2023	11-2024	+/-
Belknap	76	63	- 17.1%	\$437,250	\$500,000	+ 14.4%	\$51.5	\$49.6	- 3.7%	41	47	+ 14.6%	51	67	+ 31.4%
Belknap Year-to-Date	663	710	+ 7.1%	\$449,000	\$514,000	+ 14.5%	\$453.9	\$526.4	+ 16.0%	32	33	+ 3.1%	680	765	+ 12.5%
Carroll	67	71	+ 6.0%	\$479,900	\$449,000	- 6.4%	\$52.6	\$46.9	- 10.8%	42	46	+ 9.5%	46	75	+ 63.0%
Carroll Year-to-Date	693	764	+ 10.2%	\$469,500	\$470,000	+ 0.1%	\$508.8	\$506.1	- 0.5%	39	42	+ 7.7%	712	823	+ 15.6%
Cheshire	73	65	- 11.0%	\$360,000	\$365,000	+ 1.4%	\$28.8	\$29.1	+ 1.0%	33	27	- 18.2%	54	65	+ 20.4%
Cheshire Year-to-Date	662	683	+ 3.2%	\$344,900	\$373,850	+ 8.4%	\$263.8	\$288.8	+ 9.5%	27	26	- 3.7%	676	712	+ 5.3%
Coos	33	39	+ 18.2%	\$263,000	\$210,000	- 20.2%	\$9.9	\$9.8	- 1.0%	45	57	+ 26.7 %	30	28	- 6.7%
Coos Year-to-Date	378	356	- 5.8%	\$230,000	\$250,000	+ 8.7%	\$101.3	\$103.1	+ 1.8%	58	59	+ 1.7%	394	367	- 6.9%
Grafton	82	88	+ 7.3%	\$362,250	\$407,500	+ 12.5%	\$42.6	\$48.0	+ 12.7%	42	54	+ 28.6%	60	68	+ 13.3%
Grafton Year-to-Date	872	834	- 4.4%	\$402,550	\$430,251	+ 6.9%	\$487.2	\$476.3	- 2.2%	36	39	+ 8.3%	905	886	- 2.1%
Hillsborough	286	259	- 9.4%	\$476,250	\$505,000	+ 6.0%	\$146.6	\$145.2	- 1.0%	19	19	0.0%	203	204	+ 0.5%
Hillsborough Year-to-Date	2,785	2,670	- 4.1%	\$486,000	\$530,000	+ 9.1%	\$1,497.0	\$1,575.0	+ 5.2%	18	20	+ 11.1%	2,872	2,759	- 3.9%
Merrimack	106	130	+ 22.6%	\$419,750	\$447,500	+ 6.6%	\$57.5	\$68.9	+ 19.8%	22	25	+ 13.6%	97	120	+ 23.7%
Merrimack Year-to-Date	1,137	1,259	+ 10.7%	\$435,500	\$475,000	+ 9.1%	\$571.7	\$687.8	+ 20.3%	21	23	+ 9.5%	1,175	1,321	+ 12.4%
Rockingham	197	224	+ 13.7%	\$599,950	\$655,000	+ 9.2%	\$140.8	\$179.2	+ 27.3%	25	25	0.0%	148	209	+ 41.2%
Rockingham Year-to-Date	2,187	2,379	+ 8.8%	\$600,000	\$644,000	+ 7.3%	\$1,542.9	\$1,851.5	+ 20.0%	25	22	- 12.0%	2,239	2,516	+ 12.4%
Strafford	88	85	- 3.4%	\$390,000	\$469,000	+ 20.3%	\$40.2	\$46.4	+ 15.4%	18	27	+ 50.0%	73	90	+ 23.3%
Strafford Year-to-Date	886	960	+ 8.4%	\$435,000	\$485,000	+ 11.5%	\$444.8	\$536.1	+ 20.5%	21	22	+ 4.8%	930	976	+ 4.9%
Sullivan	39	47	+ 20.5%	\$308,000	\$360,000	+ 16.9%	\$13.3	\$20.3	+ 52.6%	23	41	+ 78.3%	25	48	+ 92.0%
Sullivan Year-to-Date	443	461	+ 4.1%	\$340,450	\$385,000	+ 13.1%	\$188.2	\$216.9	+ 15.2%	30	35	+ 16.7%	454	490	+ 7.9%
Entire State	1,047	1,071	+ 2.3%	\$450,000	\$500,000	+ 11.1%	\$583.9	\$643.5	+ 10.2%	27	31	+ 14.8%	787	974	+ 23.8%
Entire State Year-to-Date	10,706	11,076	+ 3.5%	\$470,000	\$515,000	+ 9.6%	\$6,059.5	\$6,768.1	+ 11.7%	26	27	+ 3.8%	11,037	11,615	+ 5.2%

NH Condo Activity by County

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



	Closed Sales		ales	Median Sales Price				ales Volu (In Million		Da	ays on M	arket	Pending Sales		
	11-2023	11-2024	+/-	11-2023	11-2024	+/-	11-2023	11-2024	+/-	11-2023	11-2024	+/-	11-2023	11-2024	+/-
Belknap	17	16	- 5.9%	\$540,150	\$482,500	- 10.7%	\$9.1	\$9.1	0.0%	37	68	+ 83.8%	24	14	- 41.7%
Belknap Year-to-Date	285	225	- 21.1%	\$450,000	\$381,500	- 15.2%	\$134.7	\$104.4	- 22.5%	36	46	+ 27.8%	293	229	- 21.8%
Carroll	14	12	- 14.3%	\$455,000	\$432,500	- 4.9%	\$6.0	\$6.2	+ 3.3%	52	47	- 9.6%	17	16	- 5.9%
Carroll Year-to-Date	174	174	0.0%	\$427,500	\$414,000	- 3.2%	\$85.0	\$81.3	- 4.4%	28	45	+ 60.7%	182	188	+ 3.3%
Cheshire	2	4	+ 100.0%	\$246,500	\$300,000	+ 21.7%	\$0.5	\$1.2	+ 140.0%	9	21	+ 133.3%	7	1	- 85.7%
Cheshire Year-to-Date	60	58	- 3.3%	\$275,500	\$278,000	+ 0.9%	\$16.9	\$17.9	+ 5.9%	20	23	+ 15.0%	63	56	- 11.1%
Coos	2	1	- 50.0%	\$1,652,500	\$745,000	- 54.9%	\$3.3	\$0.7	- 78.8%	4	63	+ 1,475.0%	0	2	
Coos Year-to-Date	13	17	+ 30.8%	\$622,125	\$619,000	- 0.5%	\$10.0	\$11.0	+ 10.0%	25	38	+ 52.0%	11	20	+ 81.8%
Grafton	28	29	+ 3.6%	\$368,500	\$418,000	+ 13.4%	\$13.0	\$14.2	+ 9.2%	19	57	+ 200.0%	24	26	+ 8.3%
Grafton Year-to-Date	331	321	- 3.0%	\$350,000	\$380,000	+ 8.6%	\$131.7	\$137.3	+ 4.3%	27	43	+ 59.3%	357	331	- 7.3%
Hillsborough	112	108	- 3.6%	\$363,500	\$377,500	+ 3.9%	\$43.4	\$43.3	- 0.2%	24	34	+ 41.7%	91	60	- 34.1%
Hillsborough Year-to-Date	1,072	1,100	+ 2.6%	\$345,000	\$377,750	+ 9.5%	\$390.3	\$441.6	+ 13.1%	17	23	+ 35.3%	1,100	1,094	- 0.5%
Merrimack	17	26	+ 52.9%	\$287,000	\$341,000	+ 18.8%	\$4.8	\$9.5	+ 97.9%	7	25	+ 257.1%	14	24	+ 71.4%
Merrimack Year-to-Date	256	268	+ 4.7%	\$315,000	\$315,000	0.0%	\$86.4	\$95.0	+ 10.0%	22	24	+ 9.1%	252	288	+ 14.3%
Rockingham	129	106	- 17.8%	\$591,374	\$479,500	- 18.9%	\$94.4	\$56.5	- 40.1%	21	34	+ 61.9%	96	113	+ 17.7%
Rockingham Year-to-Date	1,175	1,271	+ 8.2%	\$480,000	\$525,000	+ 9.4%	\$647.5	\$741.8	+ 14.6%	34	33	- 2.9%	1,273	1,330	+ 4.5%
Strafford	18	8	- 55.6%	\$336,500	\$267,500	- 20.5%	\$6.5	\$2.4	- 63.1%	17	33	+ 94.1%	9	17	+ 88.9%
Strafford Year-to-Date	187	246	+ 31.6%	\$325,000	\$363,500	+ 11.8%	\$77.7	\$112.5	+ 44.8%	29	23	- 20.7%	195	226	+ 15.9%
Sullivan	3	4	+ 33.3%	\$365,000	\$401,400	+ 10.0%	\$1.2	\$1.6	+ 33.3%	13	34	+ 161.5%	1	0	- 100.0%
Sullivan Year-to-Date	19	27	+ 42.1%	\$450,000	\$380,000	- 15.6%	\$9.1	\$12.2	+ 34.1%	26	47	+ 80.8%	20	25	+ 25.0%
Entire State	342	314	- 8.2%	\$429,000	\$410,000	- 4.4%	\$182.1	\$144.7	- 20.5%	23	38	+ 65.2%	283	273	- 3.5%
Entire State Year-to-Date	3,572	3,707	+ 3.8%	\$384,700	\$412,003	+ 7.1%	\$1,589.2	\$1,754.8	+ 10.4%	27	31	+ 14.8%	3,746	3,787	+ 1.1%