

# NH Monthly Indicators



## March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings increased 20.6 percent for single family homes and 22.6 percent for townhouse-condo properties. Pending Sales increased 14.7 percent for single family homes and 23.7 percent for townhouse-condo properties. Inventory increased 18.8 percent for single family homes and 22.2 percent for townhouse-condo properties.

The Median Sales Price was up 5.0 percent to \$525,000 for single family homes and 3.1 percent to \$425,000 for townhouse-condo properties. Days on Market increased 25.8 percent for single family homes and 27.6 percent for townhouse-condo properties. Months Supply of Inventory increased 9.1 percent for single family homes and 30.8 percent for townhouse-condo properties.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

## Monthly Snapshot

**- 2.6%**      **+ 5.0%**      **- 1.8%**

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
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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	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		699	681	- 2.6%	1,948	1,958	+ 0.5%
Median Sales Price		\$500,000	\$525,000	+ 5.0%	\$475,000	\$510,000	+ 7.4%
\$ Volume of Closed Sales (in millions)		\$406.8	\$399.3	- 1.8%	\$1,081.0	\$1,159.2	+ 7.2%
Days on Market		31	39	+ 25.8%	32	41	+ 28.1%
Pending Sales		846	970	+ 14.7%	2,212	2,323	+ 5.0%
Months Supply		1.1	1.2	+ 9.1%	--	--	--
New Listings		942	1,136	+ 20.6%	2,464	2,648	+ 7.5%
Homes for Sale		1,040	1,235	+ 18.8%	--	--	--
Pct. of List Price Received		101.2%	99.7%	- 1.5%	100.2%	99.2%	- 1.0%
Affordability Index		59	58	- 1.7%	63	59	- 6.3%

# NH Condo Activity Overview

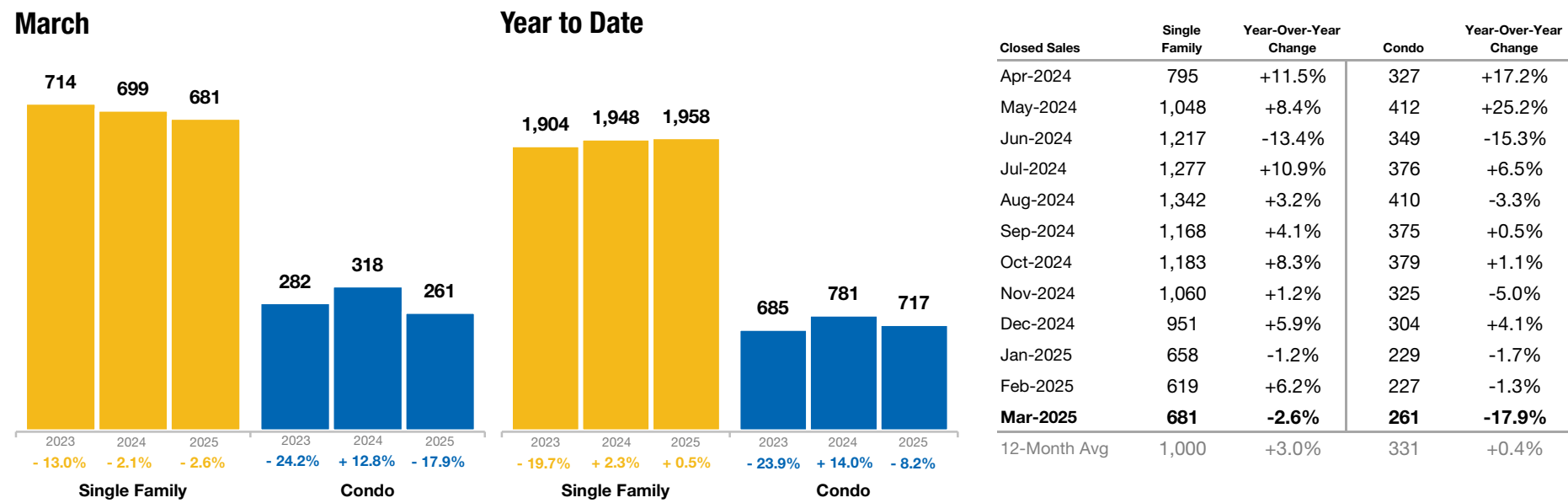
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



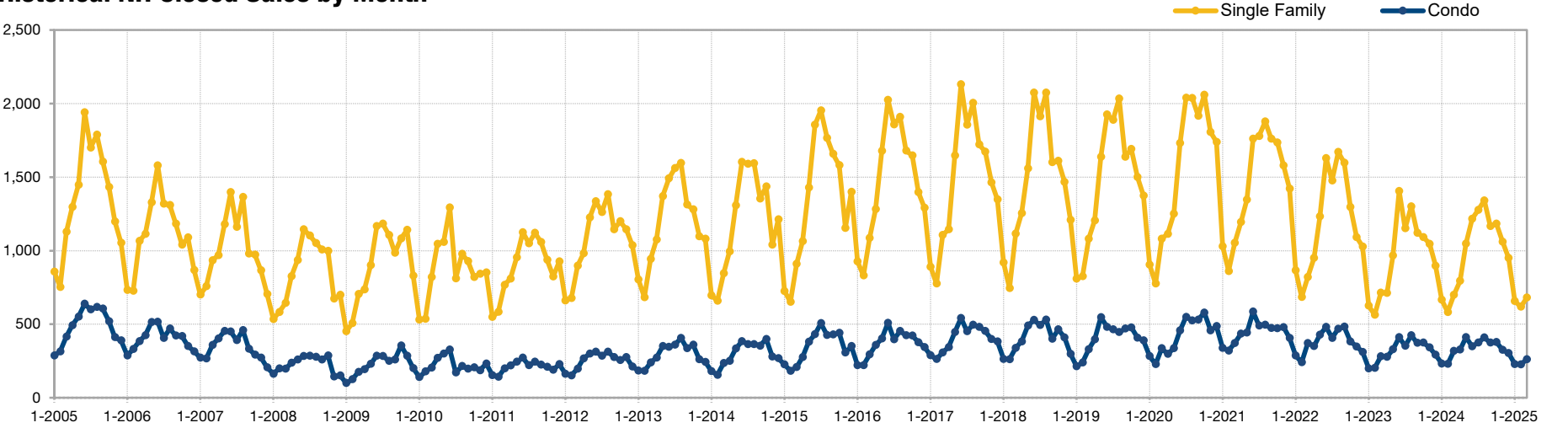
Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		318	261	- 17.9%	781	717	- 8.2%
Median Sales Price		\$412,250	\$425,000	+ 3.1%	\$403,500	\$410,000	+ 1.6%
\$ Volume of Closed Sales (in millions)		\$148.8	\$128.6	- 13.6%	\$369.8	\$345.7	- 6.5%
Days on Market		29	37	+ 27.6%	28	38	+ 35.7%
Pending Sales		329	407	+ 23.7%	944	927	- 1.8%
Months Supply		1.3	1.7	+ 30.8%	--	--	--
New Listings		371	455	+ 22.6%	1,036	1,113	+ 7.4%
Homes for Sale		450	550	+ 22.2%	--	--	--
Pct. of List Price Received		101.3%	100.3%	- 1.0%	101.2%	100.1%	- 1.1%
Affordability Index		72	71	- 1.4%	74	74	0.0%

# NH Closed Sales

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

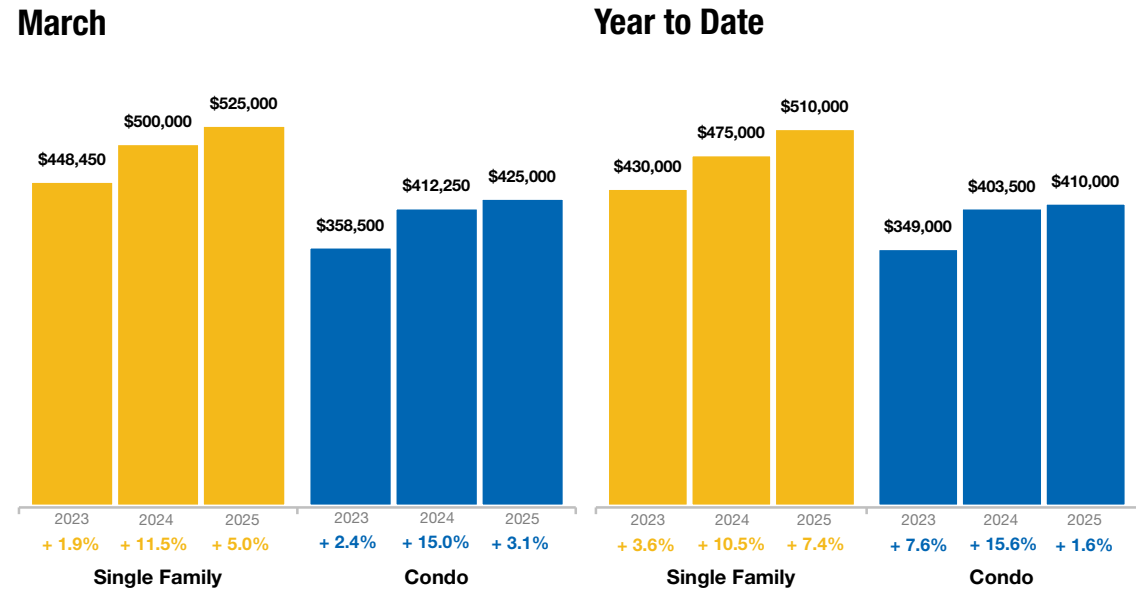


## Historical NH Closed Sales by Month



# NH Median Sales Price

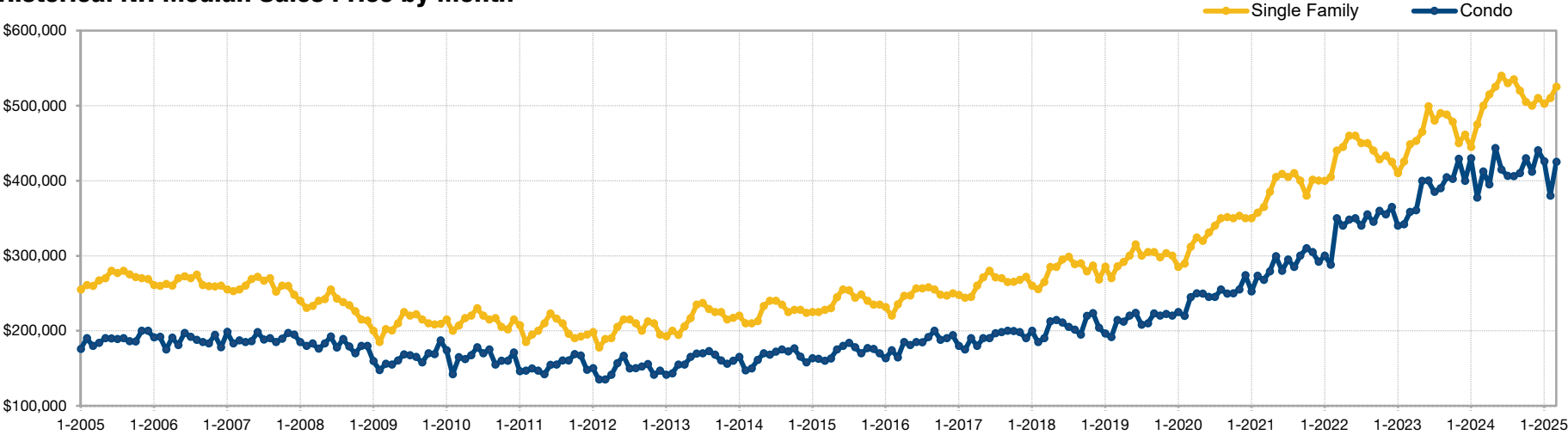
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



Median Sales Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
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	\$520,000	+6.5%	\$410,000	+1.4%
Oct-2024	\$505,000	+5.5%	\$430,000	+6.8%
Nov-2024	\$500,000	+11.1%	\$412,000	-4.0%
Dec-2024	\$510,000	+10.5%	\$440,500	+10.2%
Jan-2025	\$502,500	+12.9%	\$426,000	-0.9%
Feb-2025	\$510,000	+7.4%	\$380,000	+0.7%
Mar-2025	\$525,000	+5.0%	\$425,000	+3.1%
12-Month Avg*	\$520,000	+9.5%	\$415,000	+3.8%

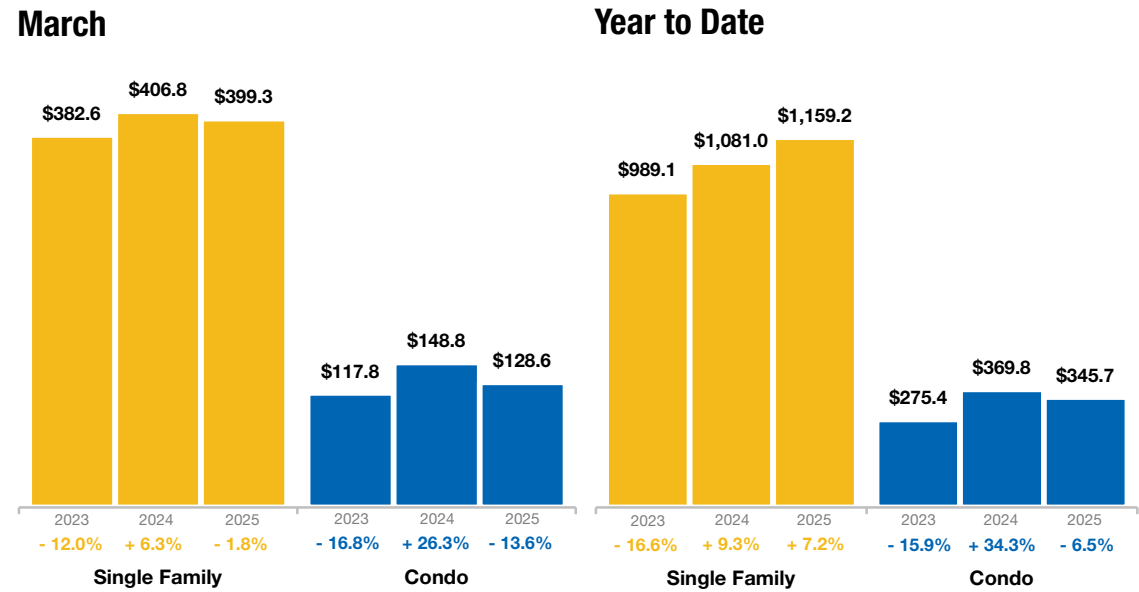
\* Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

## Historical NH Median Sales Price by Month



# NH \$ Volume of Closed Sales

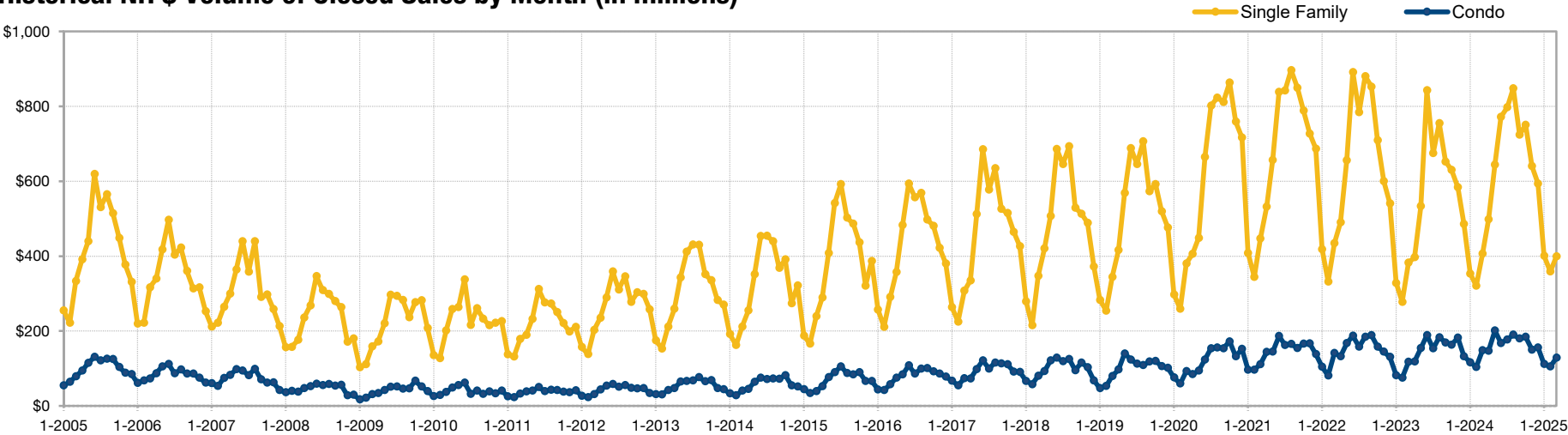
The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.



\$ Volume of Closed Sales (in millions)	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2024	\$498.6	+25.6%	\$147.2	+23.8%
May-2024	\$644.4	+20.8%	\$201.3	+30.5%
Jun-2024	\$772.2	-8.4%	\$168.1	-10.9%
Jul-2024	\$797.2	+18.1%	\$177.5	+15.5%
Aug-2024	\$848.4	+12.4%	\$190.1	+3.7%
Sep-2024	\$724.1	+11.0%	\$180.0	+6.2%
Oct-2024	\$750.7	+19.2%	\$184.5	+12.9%
Nov-2024	\$640.4	+9.7%	\$150.3	-17.5%
Dec-2024	\$593.9	+22.2%	\$156.0	+17.6%
Jan-2025	\$401.1	+13.5%	\$111.8	-4.2%
Feb-2025	\$358.8	+11.9%	\$105.3	+1.1%
Mar-2025	\$399.3	-1.8%	\$128.6	-13.6%
12-Month Avg*	\$619.1	+11.9%	\$158.4	+4.6%

\* \$ Volume of Closed Sales (in millions) for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

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

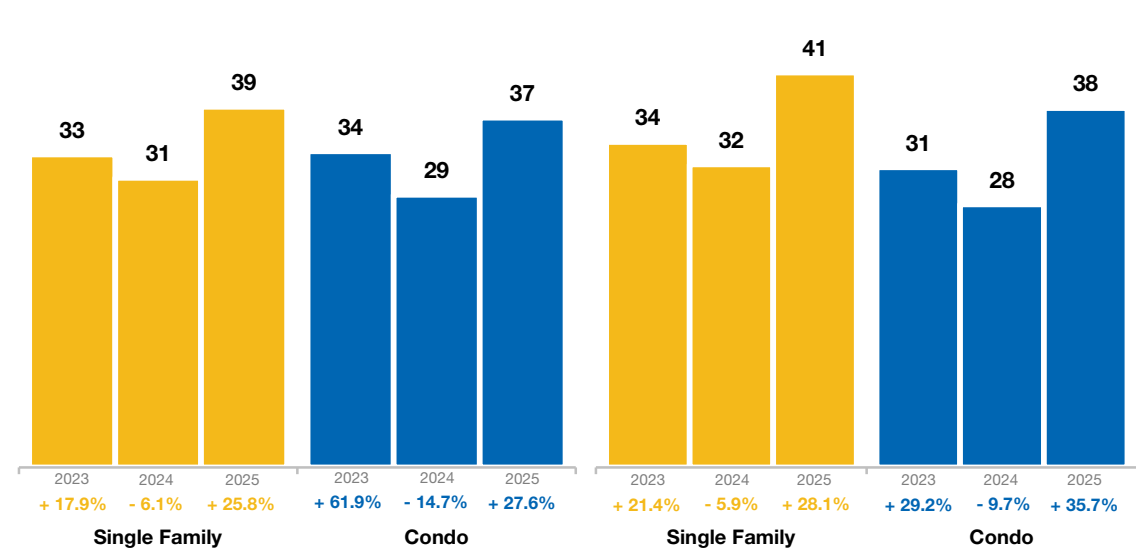


# NH Days on Market

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



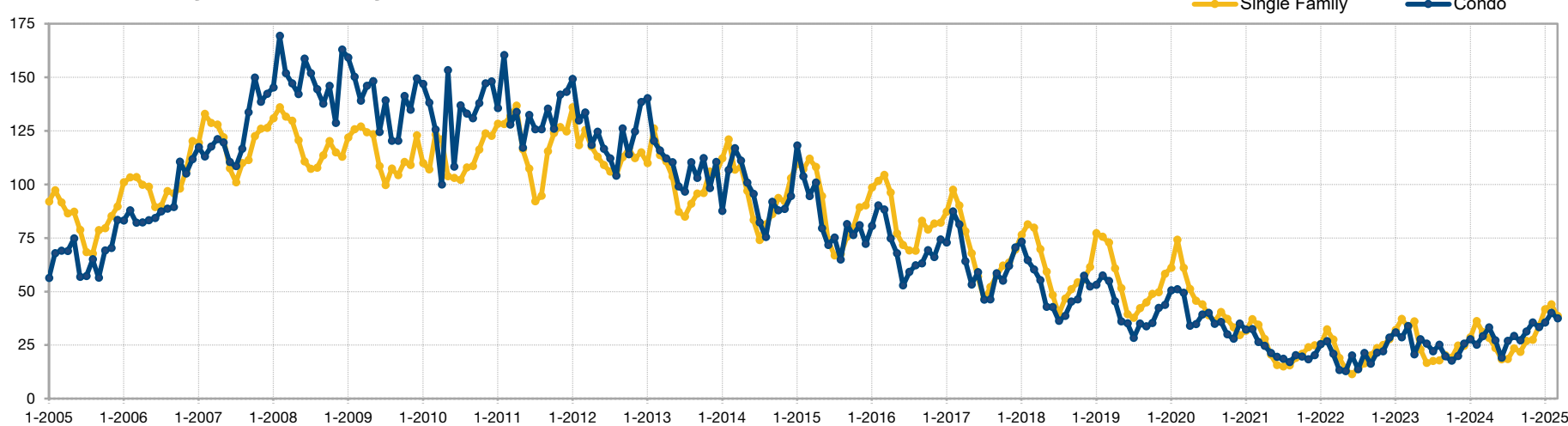
## March



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2024	28	-22.2%	33	+57.1%
May-2024	24	+4.3%	27	-3.6%
Jun-2024	18	+5.9%	19	-26.9%
Jul-2024	18	0.0%	27	+22.7%
Aug-2024	23	+27.8%	29	+16.0%
Sep-2024	22	+10.0%	27	+35.0%
Oct-2024	27	+42.1%	31	+72.2%
Nov-2024	27	+8.0%	36	+80.0%
Dec-2024	34	+36.0%	33	+26.9%
Jan-2025	42	+44.8%	36	+28.6%
Feb-2025	44	+22.2%	40	+60.0%
Mar-2025	39	+25.8%	37	+27.6%
12-Month Avg*	27	+17.4%	31	+29.3%

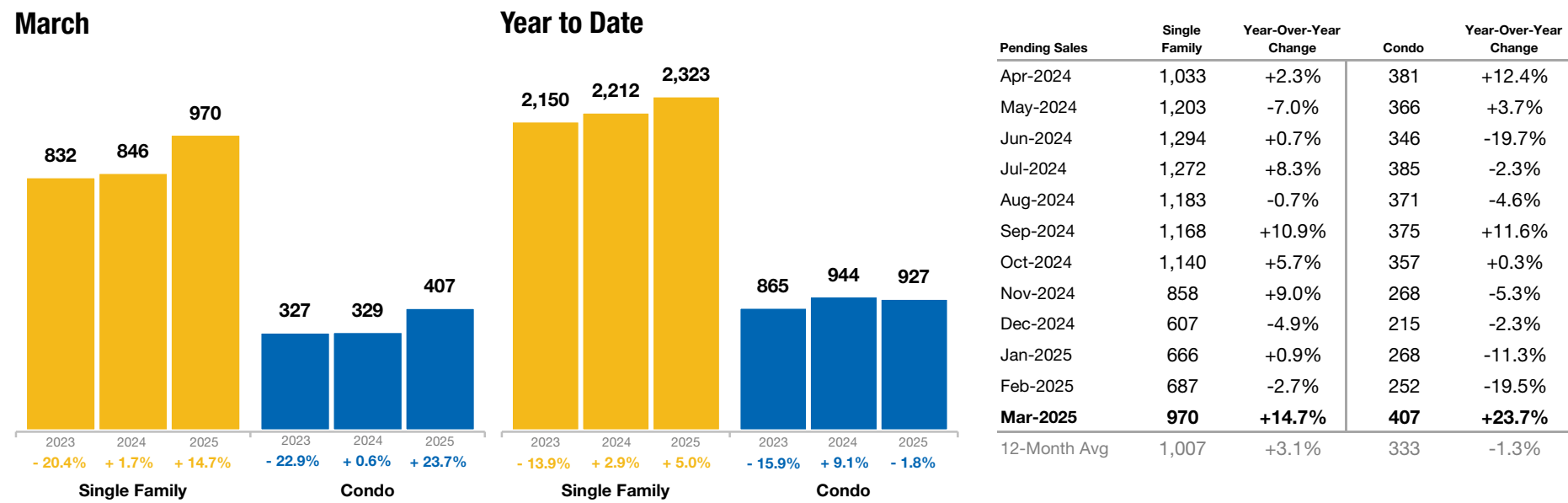
\* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

## Historical NH Days on Market by Month

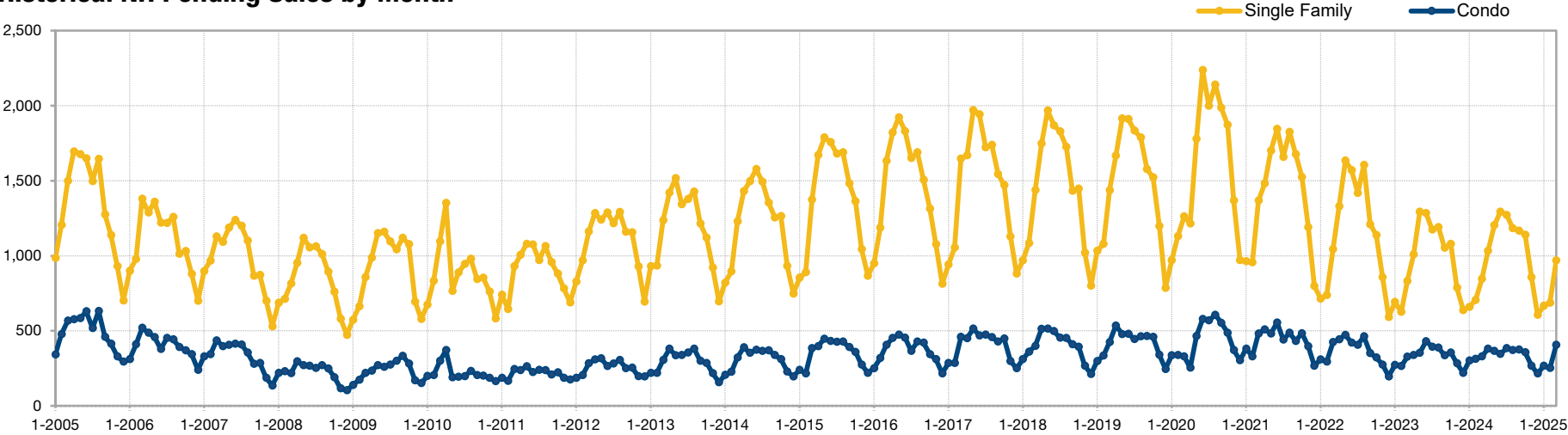


# NH Pending Sales

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



## Historical NH Pending Sales by Month



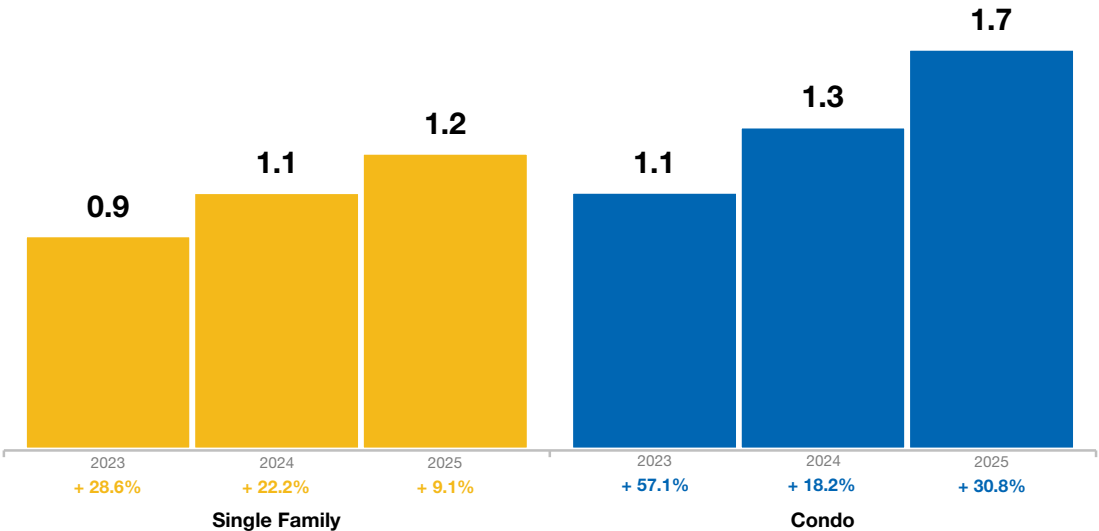


# NH Months Supply of Inventory

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.



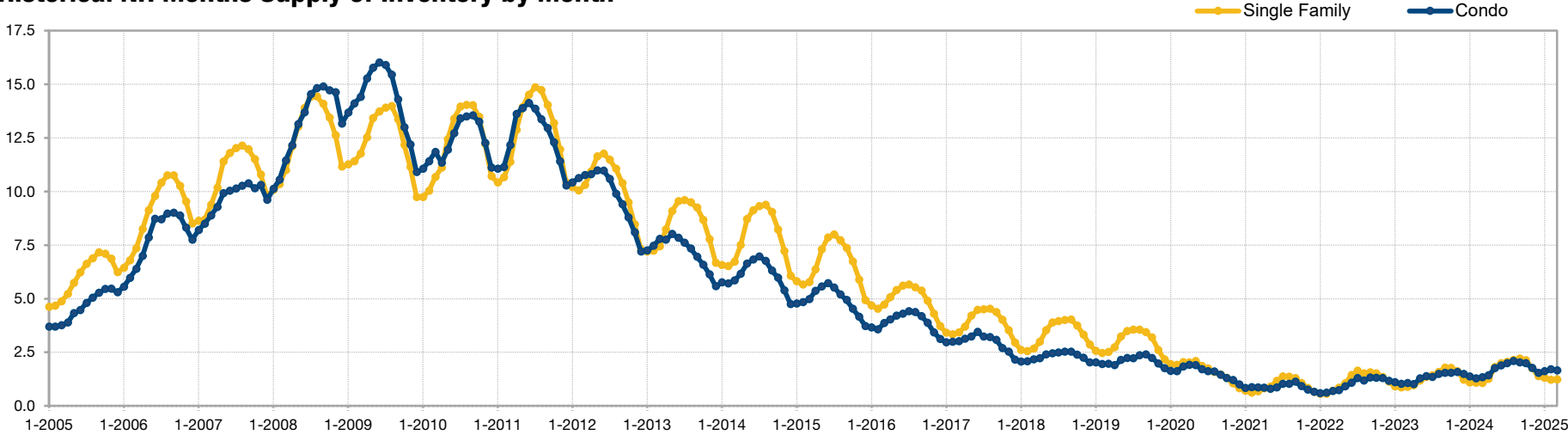
## March



Months Supply	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2024	1.3	+30.0%	1.4	+40.0%
May-2024	1.8	+50.0%	1.8	+38.5%
Jun-2024	2.0	+53.8%	1.9	+35.7%
Jul-2024	2.1	+50.0%	2.0	+53.8%
Aug-2024	2.1	+31.3%	2.1	+40.0%
Sep-2024	2.2	+22.2%	2.0	+33.3%
Oct-2024	2.1	+16.7%	2.0	+33.3%
Nov-2024	1.8	+12.5%	1.8	+12.5%
Dec-2024	1.4	+16.7%	1.5	0.0%
Jan-2025	1.3	+18.2%	1.6	+14.3%
Feb-2025	1.2	+9.1%	1.7	+30.8%
Mar-2025	1.2	+9.1%	1.7	+30.8%
12-Month Avg*	1.7	+27.0%	1.8	+28.9%

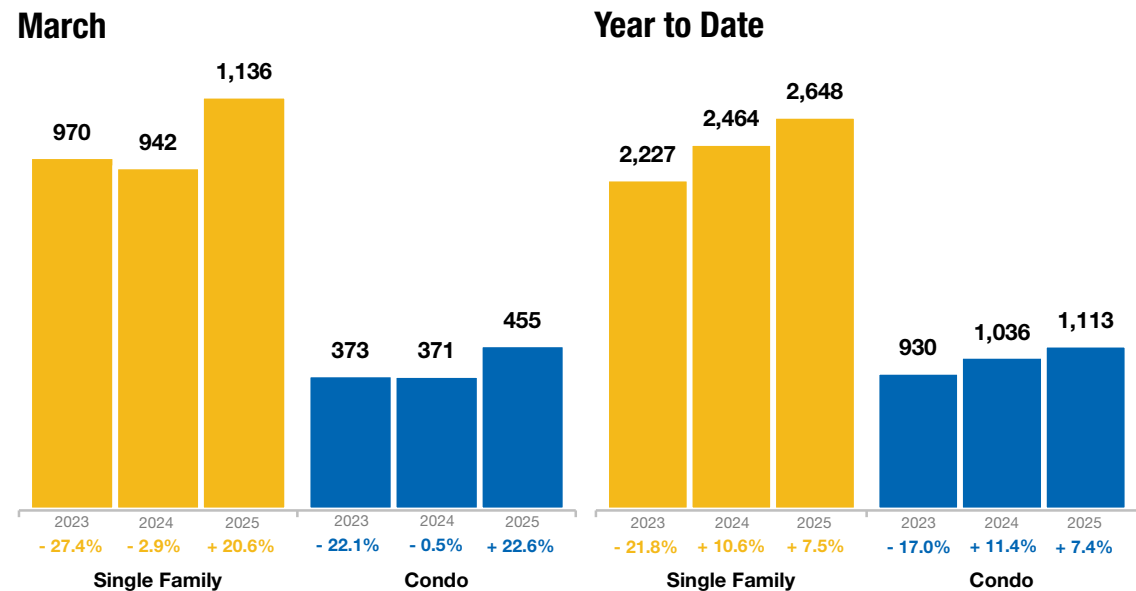
\* Months Supply for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

## Historical NH Months Supply of Inventory by Month



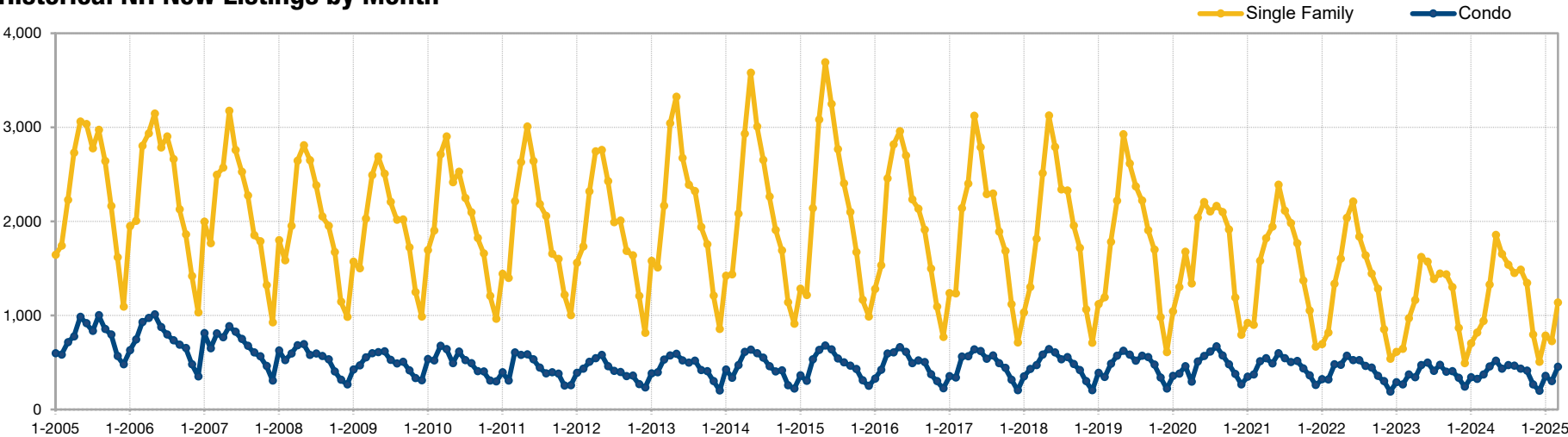
# NH New Listings

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
Apr-2024	1,327	+13.9%	457	+34.0%
May-2024	1,855	+14.4%	519	+10.0%
Jun-2024	1,653	+5.3%	432	-13.4%
Jul-2024	1,540	+11.1%	471	+14.9%
Aug-2024	1,451	+0.5%	466	-1.7%
Sep-2024	1,487	+3.5%	434	+8.2%
Oct-2024	1,345	+3.3%	414	+1.5%
Nov-2024	797	-8.0%	267	-21.0%
Dec-2024	506	+2.6%	200	-17.4%
Jan-2025	786	+11.8%	357	+4.7%
Feb-2025	726	-11.4%	301	-7.1%
Mar-2025	1,136	+20.6%	455	+22.6%
12-Month Avg	1,146	+6.3%	385	+3.3%

## Historical NH New Listings by Month

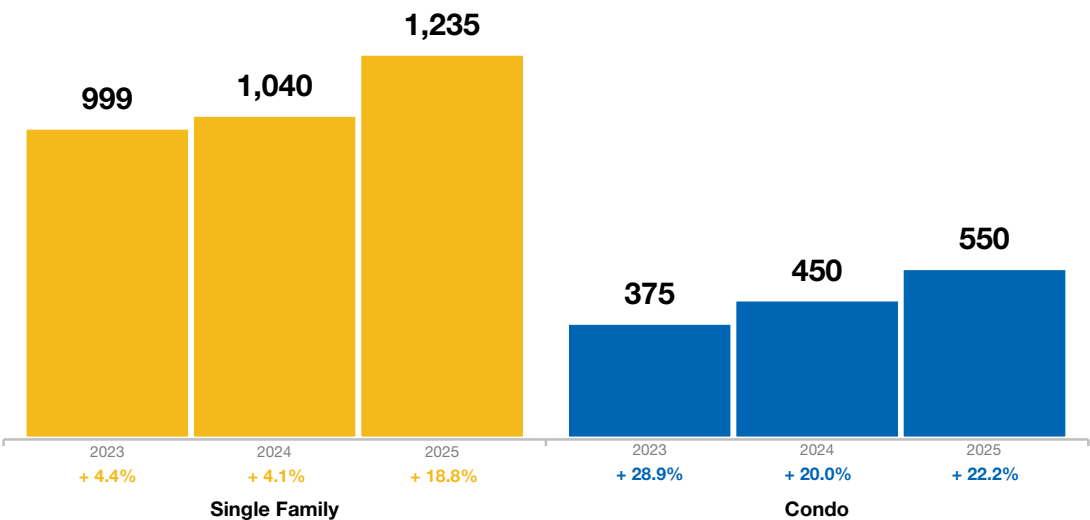


# NH Inventory of Homes for Sale

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

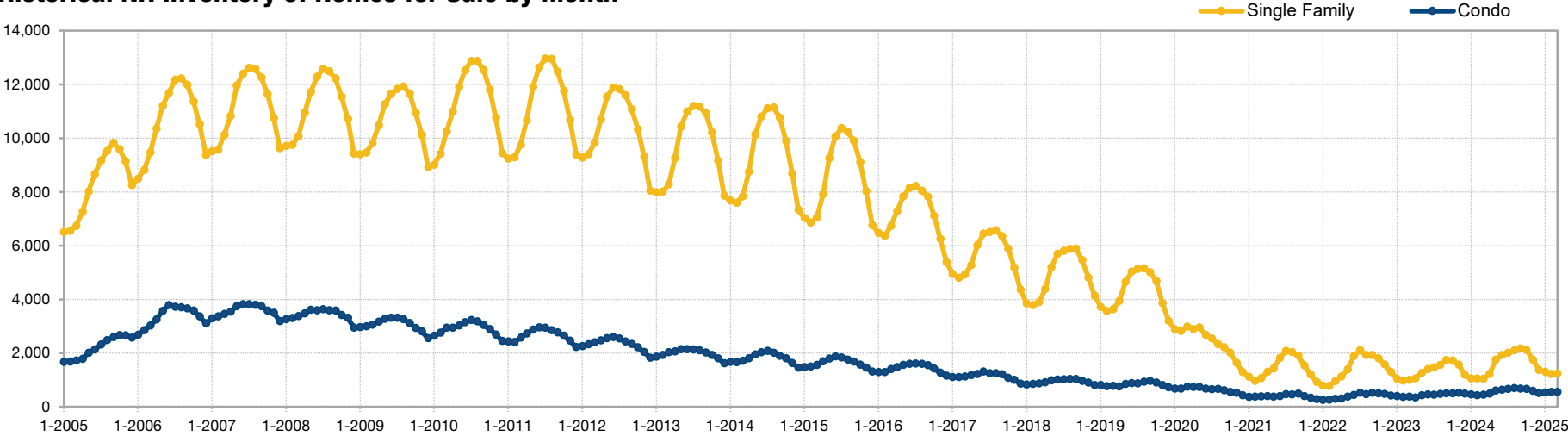


## March



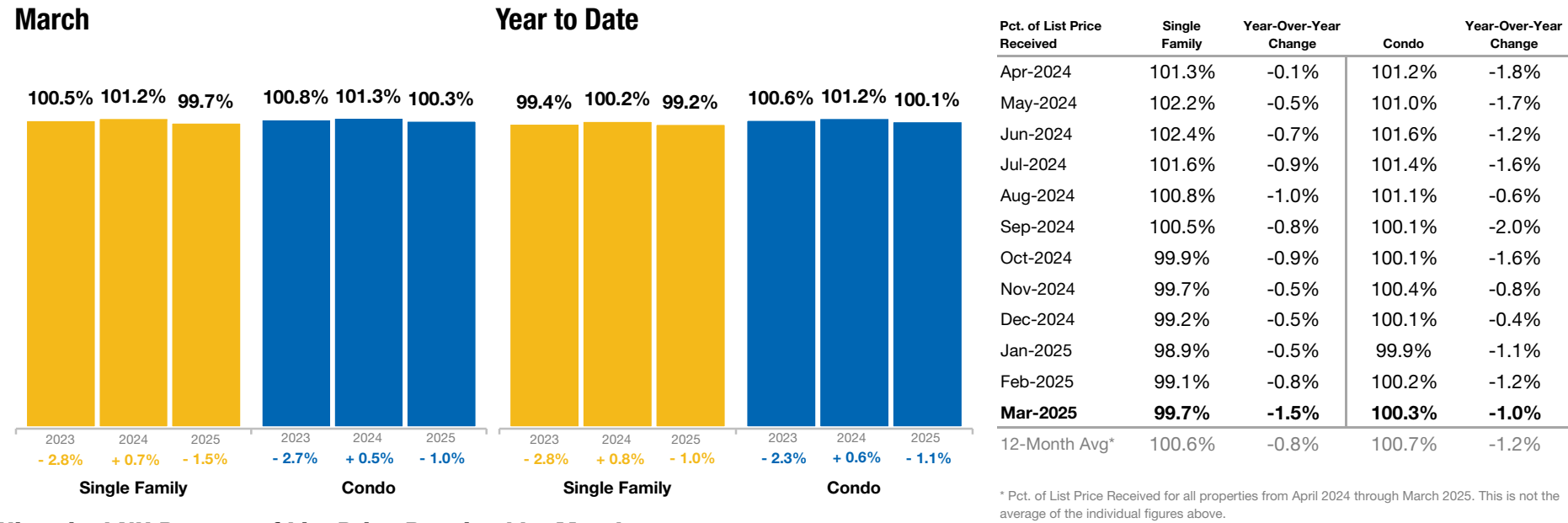
Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2024	1,227	+15.8%	486	+39.7%
May-2024	1,751	+38.9%	600	+41.2%
Jun-2024	1,932	+37.9%	630	+36.4%
Jul-2024	2,012	+37.6%	662	+48.4%
Aug-2024	2,100	+34.8%	696	+43.8%
Sep-2024	2,176	+24.8%	679	+35.8%
Oct-2024	2,116	+22.5%	666	+31.9%
Nov-2024	1,758	+12.2%	592	+14.3%
Dec-2024	1,375	+16.0%	512	+4.7%
Jan-2025	1,301	+23.6%	536	+17.0%
Feb-2025	1,215	+15.5%	555	+28.5%
Mar-2025	1,235	+18.8%	550	+22.2%
12-Month Avg	1,683	+25.4%	597	+29.9%

## Historical NH Inventory of Homes for Sale by Month

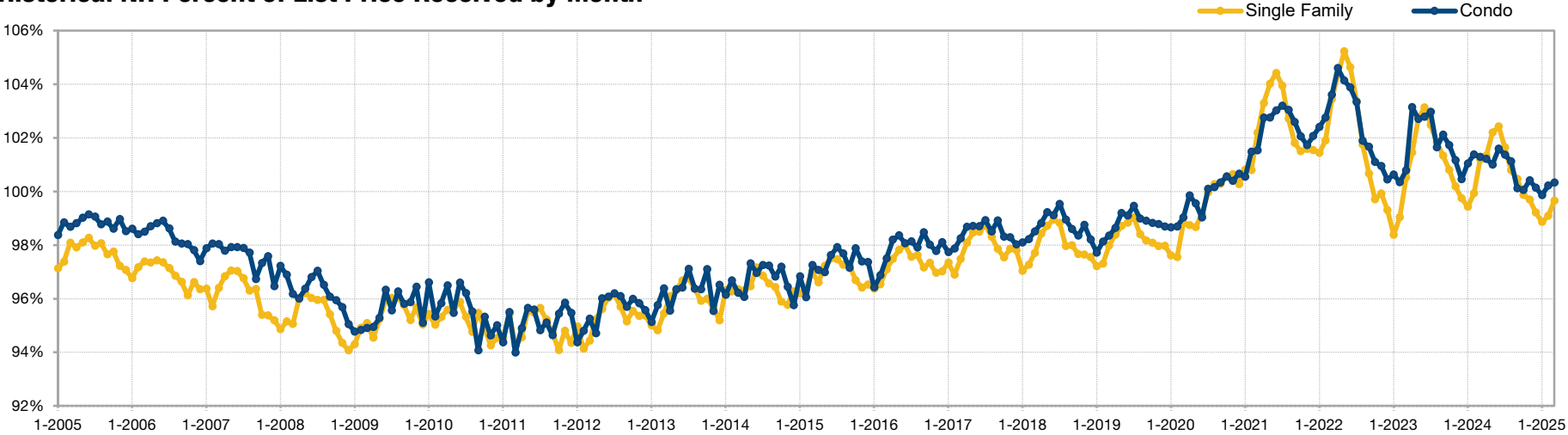


# NH Percent of List Price Received

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.

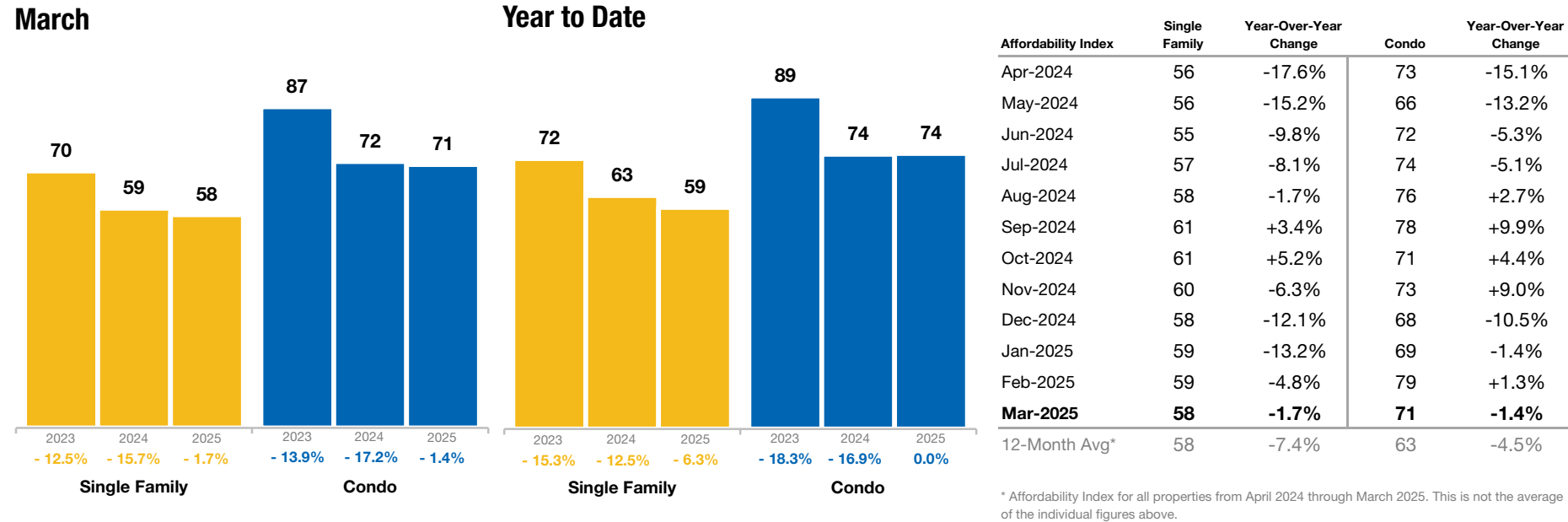


## Historical NH Percent of List Price Received by Month

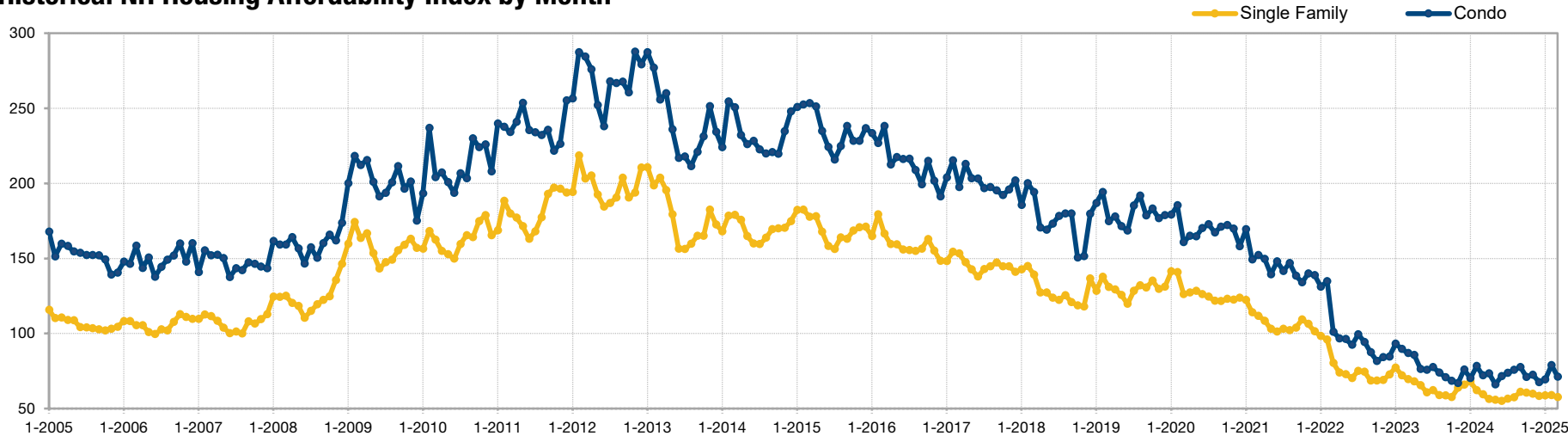


# NH Housing Affordability Index

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.



## 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	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
Closed Sales		1,105	1,050	- 5.0%	2,960	2,948	- 0.4%
Median Sales Price		\$450,000	\$465,000	+ 3.3%	\$430,000	\$455,000	+ 5.8%
\$ Volume of Closed Sales (in millions)		\$570.5	\$546.2	- 4.3%	\$1,487.2	\$1,550.6	+ 4.3%
Days on Market		31	39	+ 25.8%	31	40	+ 29.0%
Pending Sales		1,283	1,479	+ 15.3%	3,428	3,549	+ 3.5%
Months Supply		1.2	1.3	+ 8.3%	--	--	--
New Listings		1,409	1,701	+ 20.7%	3,801	4,043	+ 6.4%
Homes for Sale		1,646	1,935	+ 17.6%	--	--	--
Pct. of List Price Received		101.0%	99.6%	- 1.4%	100.3%	99.3%	- 1.0%
Affordability Index		66	65	- 1.4%	69	67	- 3.7%

# 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		
	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -
<b>Belknap</b>	51	45	- 11.8%	\$489,900	\$453,000	- 7.5%	\$38.9	\$25.9	- 33.4%	39	39	0.0%	54	54	0.0%
Belknap Year-to-Date	127	125	- 1.6%	\$455,000	\$479,000	+ 5.3%	\$81.3	\$81.7	+ 0.5%	39	46	+ 17.9%	144	135	- 6.3%
<b>Carroll</b>	51	46	- 9.8%	\$450,000	\$525,000	+ 16.7%	\$32.0	\$30.4	- 5.0%	45	47	+ 4.4%	40	46	+ 15.0%
Carroll Year-to-Date	140	155	+ 10.7%	\$450,000	\$475,000	+ 5.6%	\$88.9	\$98.0	+ 10.2%	51	62	+ 21.6%	144	158	+ 9.7%
<b>Cheshire</b>	53	43	- 18.9%	\$350,000	\$374,900	+ 7.1%	\$21.9	\$18.7	- 14.6%	33	35	+ 6.1%	48	69	+ 43.8%
Cheshire Year-to-Date	126	113	- 10.3%	\$328,450	\$370,000	+ 12.7%	\$46.7	\$46.7	0.0%	33	45	+ 36.4%	139	145	+ 4.3%
<b>Coos</b>	34	23	- 32.4%	\$242,200	\$210,000	- 13.3%	\$10.2	\$5.8	- 43.1%	60	105	+ 75.0%	32	35	+ 9.4%
Coos Year-to-Date	77	69	- 10.4%	\$225,000	\$247,500	+ 10.0%	\$21.1	\$19.8	- 6.2%	57	89	+ 56.1%	87	87	0.0%
<b>Grafton</b>	55	46	- 16.4%	\$460,000	\$424,000	- 7.8%	\$30.7	\$26.2	- 14.7%	41	60	+ 46.3%	73	64	- 12.3%
Grafton Year-to-Date	142	137	- 3.5%	\$407,500	\$410,000	+ 0.6%	\$69.5	\$76.5	+ 10.1%	38	56	+ 47.4%	194	173	- 10.8%
<b>Hillsborough</b>	154	167	+ 8.4%	\$532,000	\$558,000	+ 4.9%	\$88.2	\$100.0	+ 13.4%	24	33	+ 37.5%	212	275	+ 29.7%
Hillsborough Year-to-Date	452	467	+ 3.3%	\$510,000	\$550,000	+ 7.8%	\$255.2	\$282.5	+ 10.7%	24	30	+ 25.0%	530	589	+ 11.1%
<b>Merrimack</b>	86	85	- 1.2%	\$462,500	\$485,000	+ 4.9%	\$42.5	\$44.7	+ 5.2%	33	23	- 30.3%	86	100	+ 16.3%
Merrimack Year-to-Date	228	240	+ 5.3%	\$450,000	\$485,000	+ 7.8%	\$115.4	\$127.7	+ 10.7%	28	35	+ 25.0%	237	254	+ 7.2%
<b>Rockingham</b>	132	147	+ 11.4%	\$672,500	\$639,900	- 4.8%	\$98.7	\$105.6	+ 7.0%	23	32	+ 39.1%	187	196	+ 4.8%
Rockingham Year-to-Date	395	390	- 1.3%	\$609,125	\$650,000	+ 6.7%	\$281.6	\$294.5	+ 4.6%	29	34	+ 17.2%	439	463	+ 5.5%
<b>Strafford</b>	62	58	- 6.5%	\$483,500	\$517,500	+ 7.0%	\$34.0	\$32.2	- 5.3%	17	39	+ 129.4%	83	98	+ 18.1%
Strafford Year-to-Date	191	175	- 8.4%	\$439,900	\$477,000	+ 8.4%	\$93.1	\$92.5	- 0.6%	23	33	+ 43.5%	205	221	+ 7.8%
<b>Sullivan</b>	21	21	0.0%	\$420,000	\$377,500	- 10.1%	\$9.8	\$9.8	0.0%	37	56	+ 51.4%	31	33	+ 6.5%
Sullivan Year-to-Date	70	87	+ 24.3%	\$322,500	\$374,900	+ 16.2%	\$28.1	\$39.3	+ 39.9%	38	58	+ 52.6%	93	98	+ 5.4%
<b>Entire State</b>	699	681	- 2.6%	\$500,000	\$525,000	+ 5.0%	\$406.8	\$399.3	- 1.8%	31	39	+ 25.8%	846	970	+ 14.7%
Entire State Year-to-Date	1,948	1,958	+ 0.5%	\$475,000	\$510,000	+ 7.4%	\$1,081.0	\$1,159.2	+ 7.2%	32	41	+ 28.1%	2,212	2,323	+ 5.0%

# 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		
	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -
<b>Belknap</b>	14	17	+ 21.4%	\$357,625	\$455,000	+ 27.2%	\$5.9	\$8.8	+ 49.2%	54	57	+ 5.6%	23	31	+ 34.8%
Belknap Year-to-Date	51	49	- 3.9%	\$356,000	\$419,900	+ 17.9%	\$23.5	\$22.2	- 5.5%	41	62	+ 51.2%	58	66	+ 13.8%
<b>Carroll</b>	18	13	- 27.8%	\$425,004	\$465,000	+ 9.4%	\$9.2	\$6.9	- 25.0%	25	52	+ 108.0%	18	21	+ 16.7%
Carroll Year-to-Date	48	39	- 18.8%	\$407,500	\$515,000	+ 26.4%	\$23.7	\$25.7	+ 8.4%	29	48	+ 65.5%	58	52	- 10.3%
<b>Cheshire</b>	4	3	- 25.0%	\$227,500	\$340,000	+ 49.5%	\$0.9	\$1.2	+ 33.3%	37	4	- 89.2%	7	5	- 28.6%
Cheshire Year-to-Date	7	10	+ 42.9%	\$225,000	\$337,500	+ 50.0%	\$1.5	\$4.1	+ 173.3%	28	23	- 17.9%	12	9	- 25.0%
<b>Coos</b>	1	3	+ 200.0%	\$986,000	\$759,000	- 23.0%	\$1.0	\$2.3	+ 130.0%	10	25	+ 150.0%	2	1	- 50.0%
Coos Year-to-Date	2	8	+ 300.0%	\$943,000	\$595,000	- 36.9%	\$1.9	\$5.2	+ 173.7%	8	85	+ 962.5%	5	5	0.0%
<b>Grafton</b>	41	24	- 41.5%	\$373,000	\$384,500	+ 3.1%	\$17.2	\$10.5	- 39.0%	46	38	- 17.4%	37	33	- 10.8%
Grafton Year-to-Date	73	74	+ 1.4%	\$365,000	\$394,000	+ 7.9%	\$30.7	\$33.4	+ 8.8%	45	45	0.0%	91	95	+ 4.4%
<b>Hillsborough</b>	101	77	- 23.8%	\$400,000	\$389,999	- 2.5%	\$40.9	\$30.3	- 25.9%	25	26	+ 4.0%	84	126	+ 50.0%
Hillsborough Year-to-Date	241	203	- 15.8%	\$360,000	\$365,000	+ 1.4%	\$94.3	\$80.2	- 15.0%	22	23	+ 4.5%	270	266	- 1.5%
<b>Merrimack</b>	21	23	+ 9.5%	\$325,000	\$351,000	+ 8.0%	\$7.6	\$9.3	+ 22.4%	16	28	+ 75.0%	25	26	+ 4.0%
Merrimack Year-to-Date	50	64	+ 28.0%	\$315,000	\$347,500	+ 10.3%	\$17.6	\$24.2	+ 37.5%	31	39	+ 25.8%	64	78	+ 21.9%
<b>Rockingham</b>	102	79	- 22.5%	\$522,500	\$554,000	+ 6.0%	\$59.0	\$50.4	- 14.6%	27	41	+ 51.9%	116	140	+ 20.7%
Rockingham Year-to-Date	255	220	- 13.7%	\$545,000	\$522,583	- 4.1%	\$154.3	\$128.8	- 16.5%	26	38	+ 46.2%	322	290	- 9.9%
<b>Strafford</b>	15	18	+ 20.0%	\$291,000	\$354,000	+ 21.6%	\$6.5	\$7.4	+ 13.8%	26	41	+ 57.7%	14	21	+ 50.0%
Strafford Year-to-Date	49	42	- 14.3%	\$292,000	\$354,000	+ 21.2%	\$20.3	\$18.7	- 7.9%	20	33	+ 65.0%	58	56	- 3.4%
<b>Sullivan</b>	1	4	+ 300.0%	\$565,000	\$422,500	- 25.2%	\$0.6	\$1.5	+ 150.0%	41	120	+ 192.7%	3	3	0.0%
Sullivan Year-to-Date	5	8	+ 60.0%	\$475,000	\$410,000	- 13.7%	\$2.0	\$3.1	+ 55.0%	35	98	+ 180.0%	6	10	+ 66.7%
<b>Entire State</b>	318	261	- 17.9%	\$412,250	\$425,000	+ 3.1%	\$148.8	\$128.6	- 13.6%	29	37	+ 27.6%	329	407	+ 23.7%
Entire State Year-to-Date	781	717	- 8.2%	\$403,500	\$410,000	+ 1.6%	\$369.8	\$345.7	- 6.5%	28	38	+ 35.7%	944	927	- 1.8%