



Price Range: All | Properties: SFH - Condo - Twn

Market Profile & Trends Overview

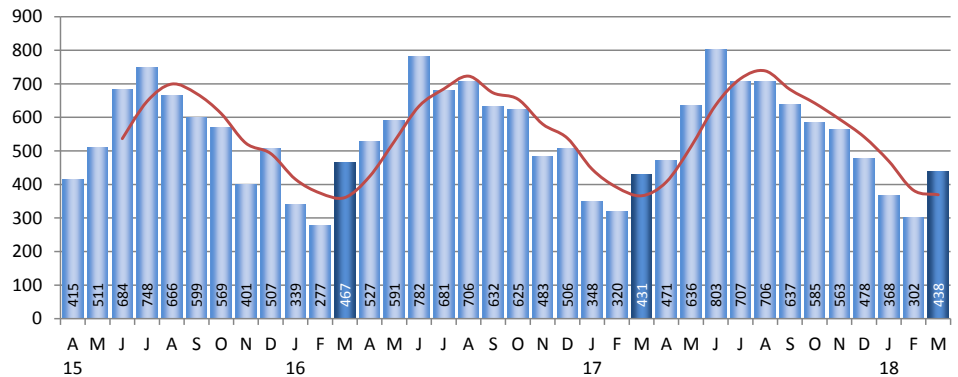
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$359,900	5%		9%				
Average List Price of all Current Listings	\$409,757	7%		8%				
March Median Sales Price	\$255,000	4%	-2%	0%	-4%	\$257,000	4%	-3%
March Average Sales Price	\$290,706	9%	0%	7%	1%	\$289,121	7%	1%
Total Properties Currently for Sale (Inventory)	894	-3%		-31%				
March Number of Properties Sold	438	45%		2%		1,108	1%	
March Average Days on Market (Solds)	64	0%	3%	-7%	25%	67	-4%	31%
Asking Price per Square Foot (based on New Listings)	\$127	2%	0%	5%	3%	\$127	6%	3%
March Sold Price per Square Foot	\$122	2%	1%	6%	3%	\$121	4%	2%
March Month's Supply of Inventory	2.0	-33%	-21%	-32%	-24%	2.6	-27%	-4%
March Sale Price vs List Price Ratio	97.5%	1.2%	.8%	1.2%	-.2%	96.8%	0%	-1%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2017) / YTD = Year-to-date

Property Sales

March Property sales were 438, up 1.6% from 431 in March of 2017 and 45.0% higher than the 302 sales last month. March 2018 sales were at a mid level compared to March of 2017 and 2016. March YTD sales of 1,108 are running 0.8% ahead of last year's year-to-date sales of 1,099.

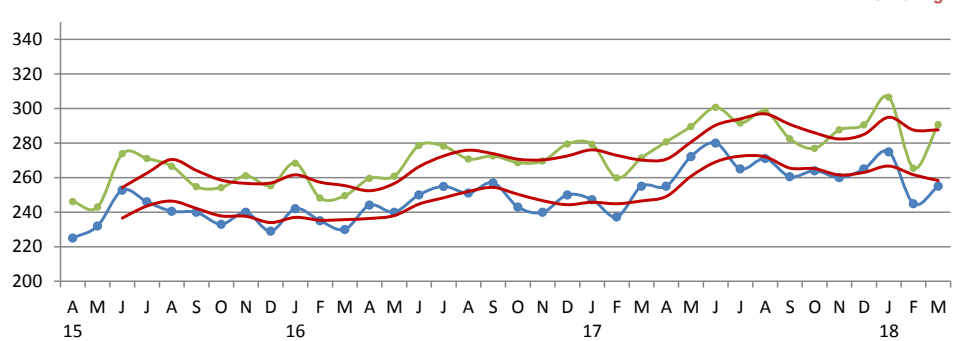
Number of Properties Sold



Prices

The Median Sales Price in March was \$255,000, equal to \$255,000 in March of 2017 and up 4.1% from \$244,950 last month. The Average Sales Price in March was \$290,706, up 7.1% from \$271,372 in March of 2017 and up 9.5% from \$265,500 last month. March 2018 ASP was at the highest level compared to March of 2017 and 2016.

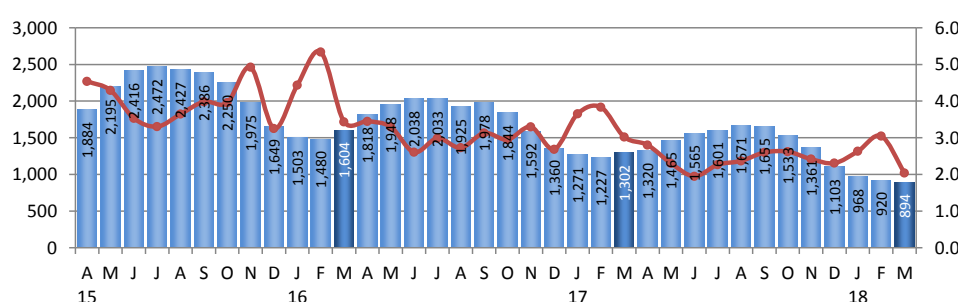
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 894, down 2.8% from 920 last month and down 31.3% from 1,302 in March of last year. March 2018 Inventory was at its lowest level compared with March of 2017 and 2016.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 2.0 months was at its lowest level compared with March of 2017 and 2016.

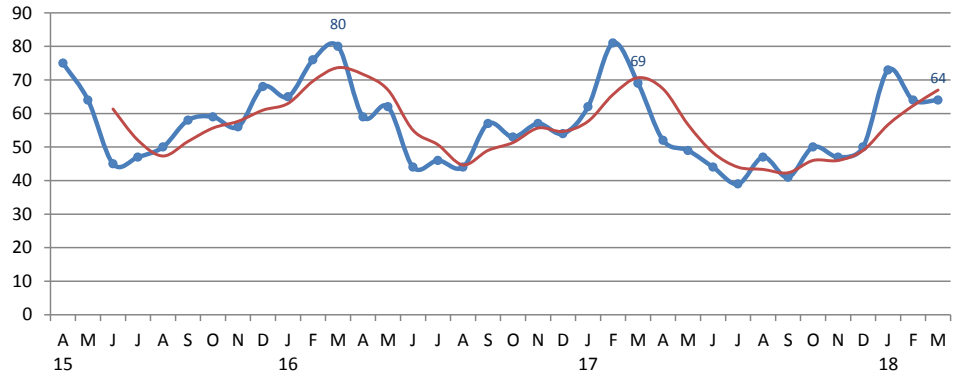


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Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 64, equal to 64 days last month and down 7.2% from 69 days in March of last year. The March 2018 DOM was at its lowest level compared with March of 2017 and 2016.

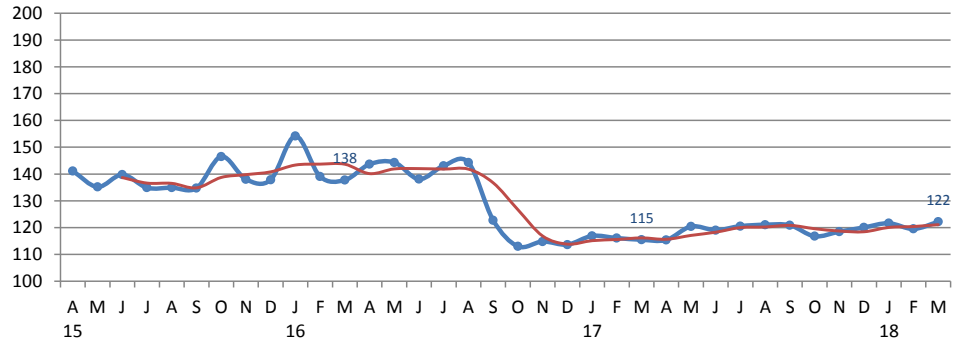
Days On Market for Sold Properties



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2018 Selling Price per Square Foot of \$122 was up 2.2% from \$120 last month and up 5.8% from 115 in March of last year.

Selling Price per Square Foot



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2018 Selling Price vs Original List Price of 97.5% was up from 96.3% last month and up from 96.3% in March of last year.

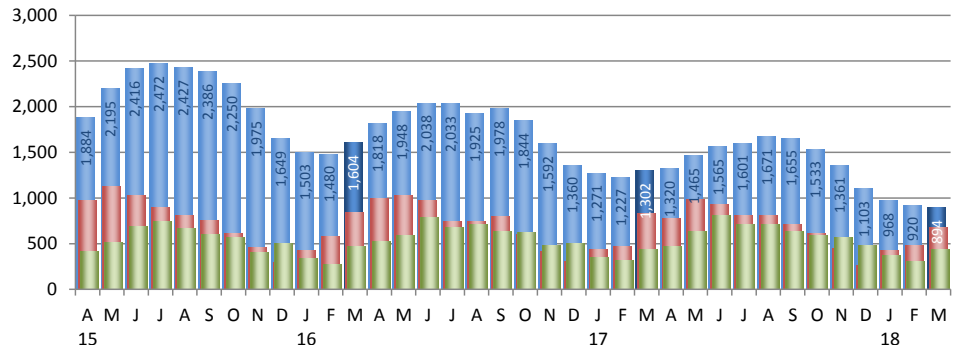
Selling Price versus Listing Price Ratio



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2018 was 679, up 40.9% from 482 last month and down 18.3% from 831 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

March 2018

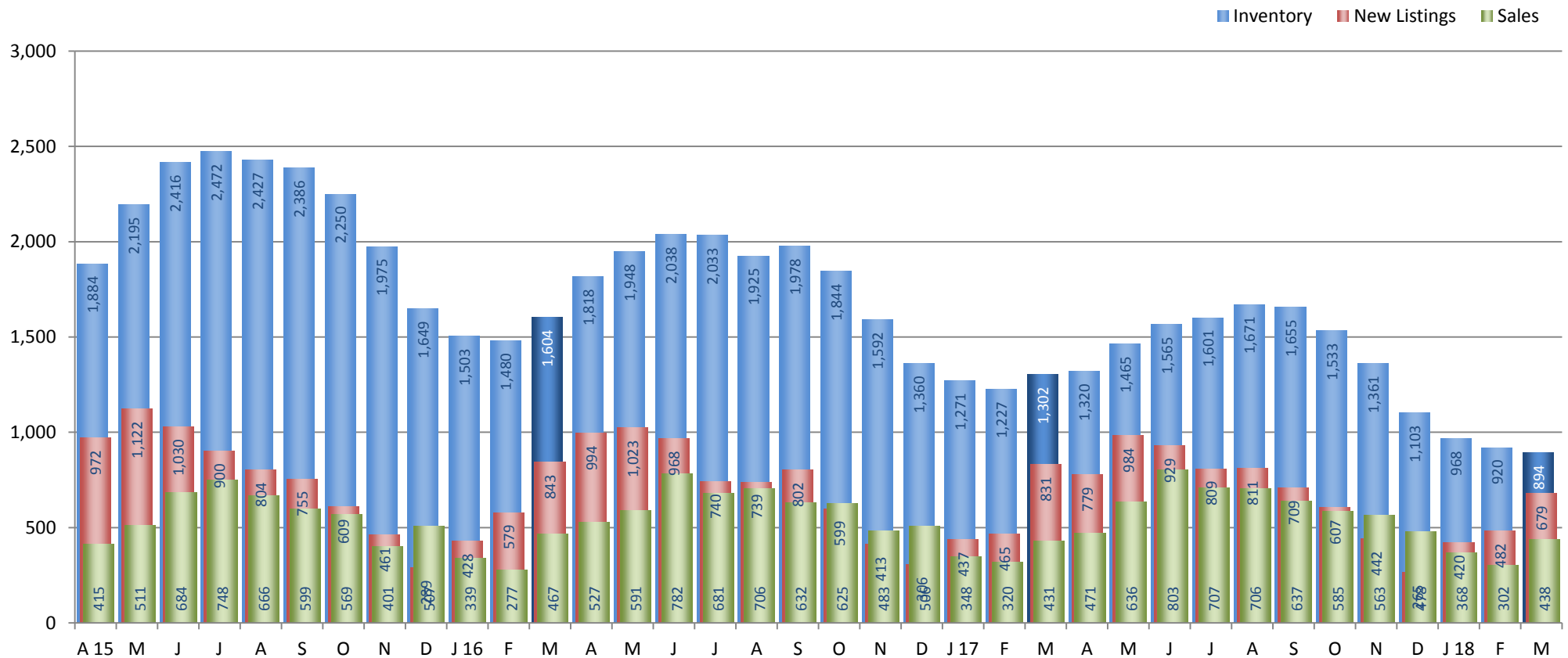
County: Hillsborough, NH



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