

Supply and Demand View of the Market
Area Condo Market – Min 1000Sq Ft, 2 BR+, Garage

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Towns & ZIPS	Sold in 6 Month	Median Days On Market- Solds	For Sale	Absorption Rate/Month	Months Inventory	Median List Price On Market	Median Original List Price – Solds	Median Sale Price
Atkinson	4	120	12	5.56%	18.00	\$219,950	\$269,200	\$249,500
Bedford	17	61	29	9.77%	10.24	\$294,900	\$289,900	\$260,000
Chester	4	68	13	5.13%	19.50	\$217,900	\$204,900	\$188,000
Derry	22	140.5	41	8.94%	11.18	\$135,500	\$147,400	\$129,000
Hampstead	5	65	14	5.95%	16.80	\$244,450	\$219,900	\$215,000
Hudson	25	98	37	11.26%	8.88	\$228,375	\$224,900	\$210,000
Litchfield	7	234	30	3.89%	25.71	\$236,450	\$265,400	\$265,400
Londonderry	15	104	51	4.90%	20.40	\$294,900	\$166,320	\$135,000
Merrimack	23	61	38	10.09%	9.91	\$201,500	\$179,900	\$160,000
Pelham	4	356	9	7.41%	13.50	\$264,800	\$247,400	\$261,950
Windham	19	150	40	7.92%	12.63	\$299,900	\$299,900	\$299,900

Similar analysis was done on the Condominium market in July of 2011, slightly less than a year ago. The Towns named and examined last year are compared below:

1. **Bedford** almost identical
2. **Chester** significant improvement in market - AR was 2.08%, growing to 5.13%, 48 month inventory now
3. **Derry** slight improvement - AR rose from 8.33% to 8.94%, inventory reduced by about a month's worth
4. **Hampstead** a very slight downturn
5. **Londonderry** AR was 9.28% about a year ago – it is now 4.9% - inventory outlook rose from 10.8 months to 20.4 months - condo sales are suffering
6. **Windham** sales momentum for condos totally contradicts Londonderry – here, AR rose from 3.92% to 7.92% and inventory decreased from 25.5 months duration to sell what is on market to 12.63.