

# LAKE REGION

## NEW HAMPSHIRE

2017  
\$271,972.86

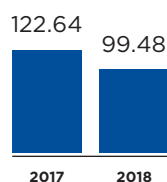
2018  
\$251,687.21

↓ 7.46%

AVERAGE SALES  
PRICE FOR Q1  
PERCENT CHANGE

### Belknap county

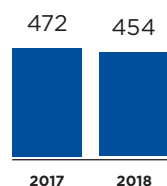
Average days on  
market for Q1:



Average days on  
market for  
Q1 percent  
change:

↓ 18.88%

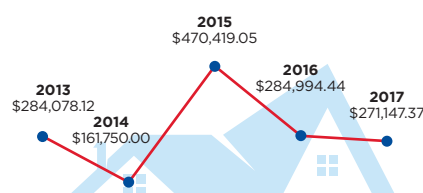
Units sold in Q1:



Units sold  
in Q1 percent  
change:

↓ 3.81%

AVERAGE RESIDENTIAL  
SALE PRICE 2013-2017



Typical Buyer:



**FIRST-TIME  
BUYERS**

Typical Seller:



**SELLERS  
WITH FAMILIES**

Type of Home in Greatest Demand:



**SINGLE FAMILY**

Current Market Dynamics:



**BALANCED  
MARKET**

Average time sellers  
of homes under \$300,000  
accepted an offer:

**2-3 DAYS**

**RECOMMENDED  
RENOVATIONS  
FOR SELLERS:**

- Renovated kitchen & bath(s)
- New appliances

**"MUST HAVE"  
AMENITIES  
FOR BUYERS:**

- Proximity to retail & restaurants
- Newly built home
- Updated kitchen & bath(s)

**TOP UP-AND-COMING  
NEIGHBORHOODS:**

South Down Shores,  
Windemere Ridge

Data and insight provided by RE/MAX INTEGRA, New England. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.

### LUXURY MARKET



Average luxury sales price:  
**\$1,666,000.00**

**2018 MARKET  
TRENDS REPORT**

**RE/MAX®**