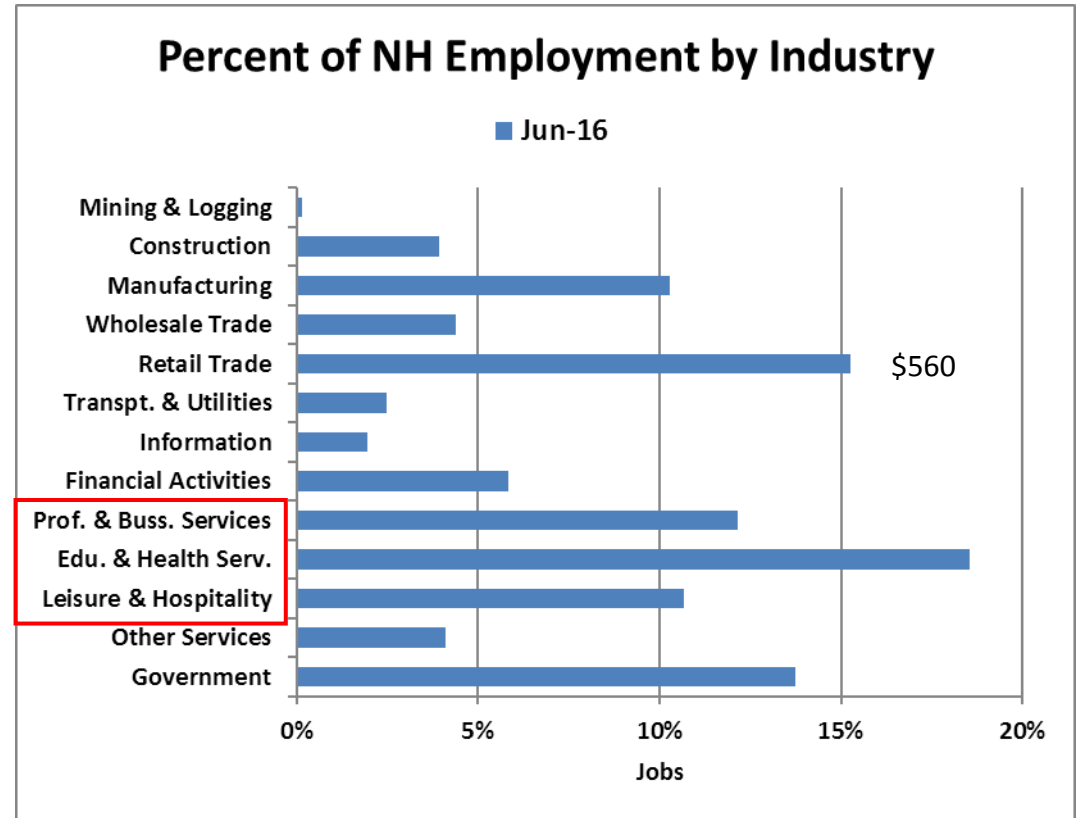
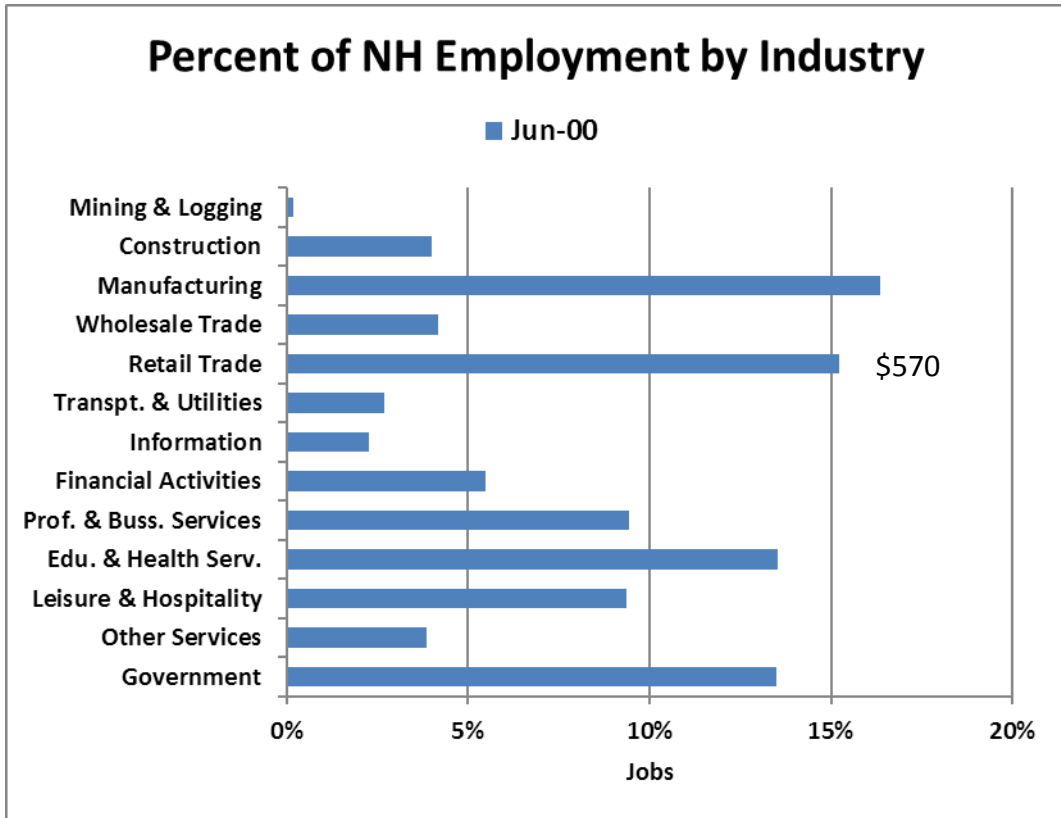


# Environmental Update



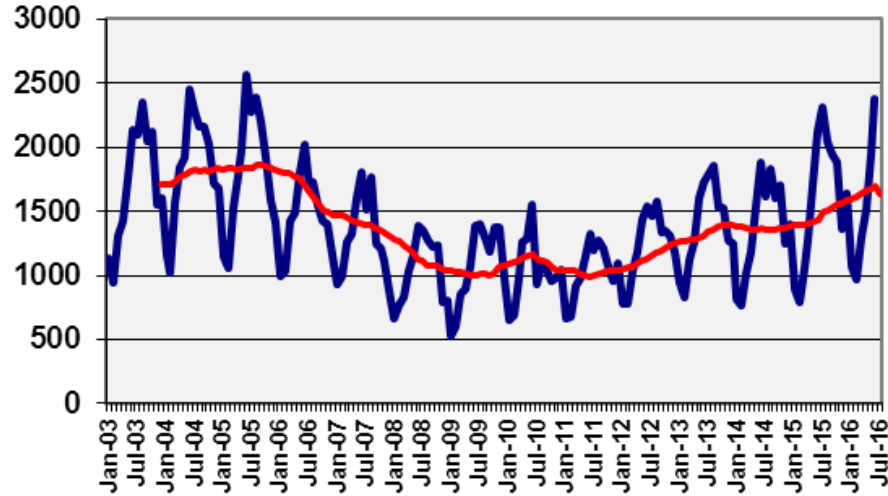


Retail Trade wages have remained unchanged since 2000.

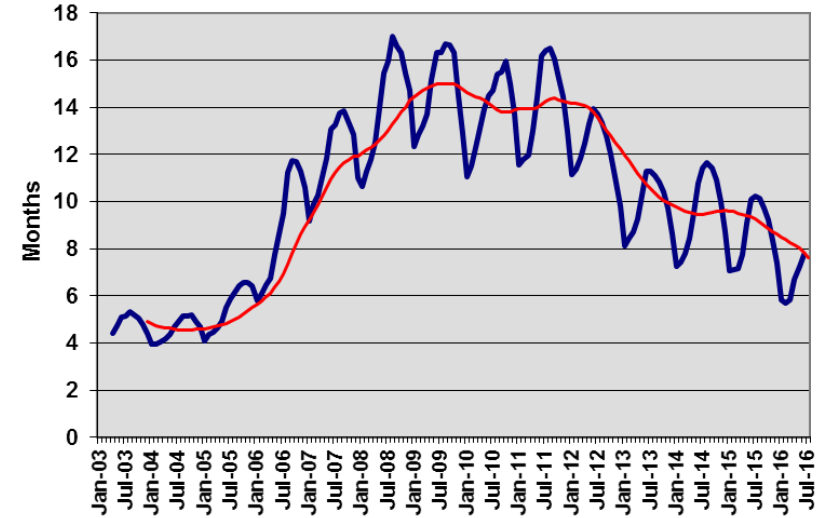
# Housing Market



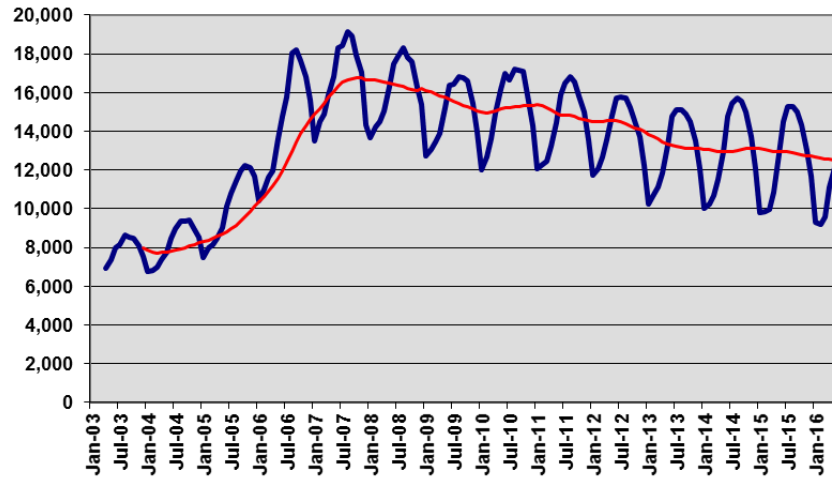
**New Hampshire - MLS Closed Sales**



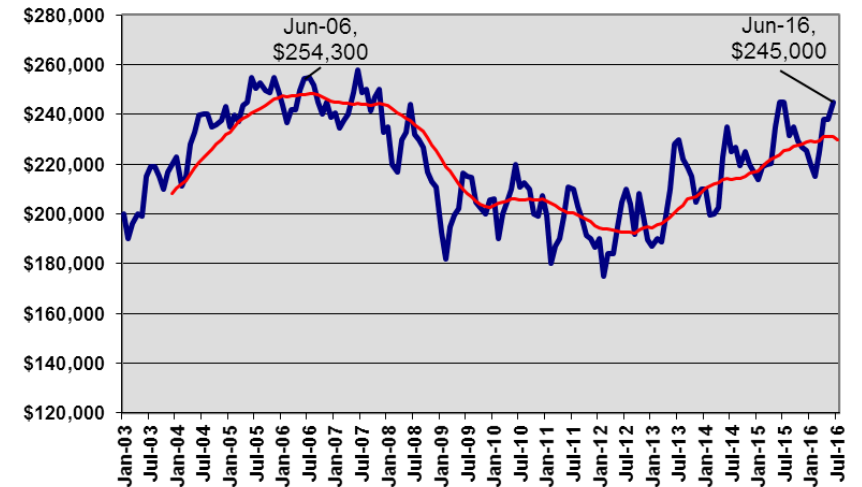
**MLS Housing Inventory**  
Months to Absorb Current Listings at Prior 12 months Sales Pace



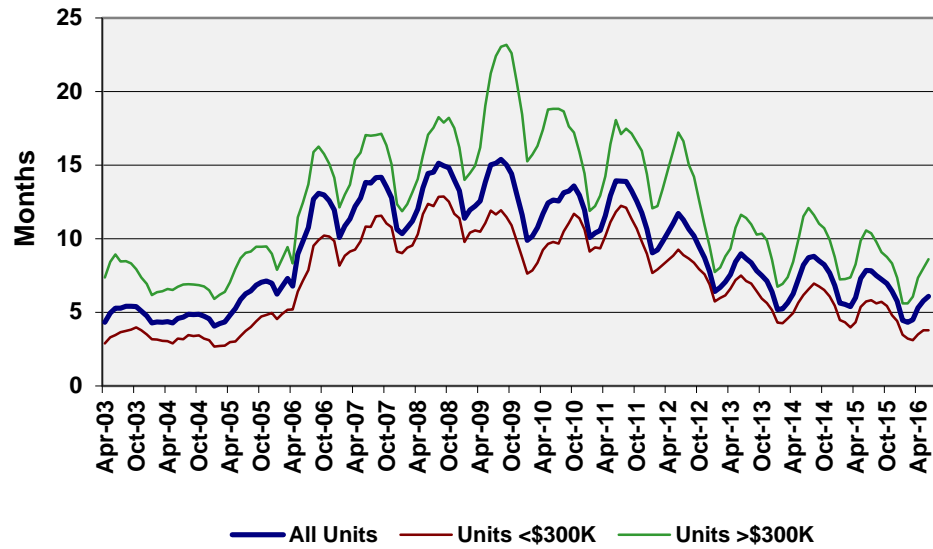
**MLS Current Listings**



**New Hampshire MLS Median Sale Price**



**MLS Housing Inventory**  
Months to Absorb Current Listings at Prior 12 months Sales Pace



## Rockingham County

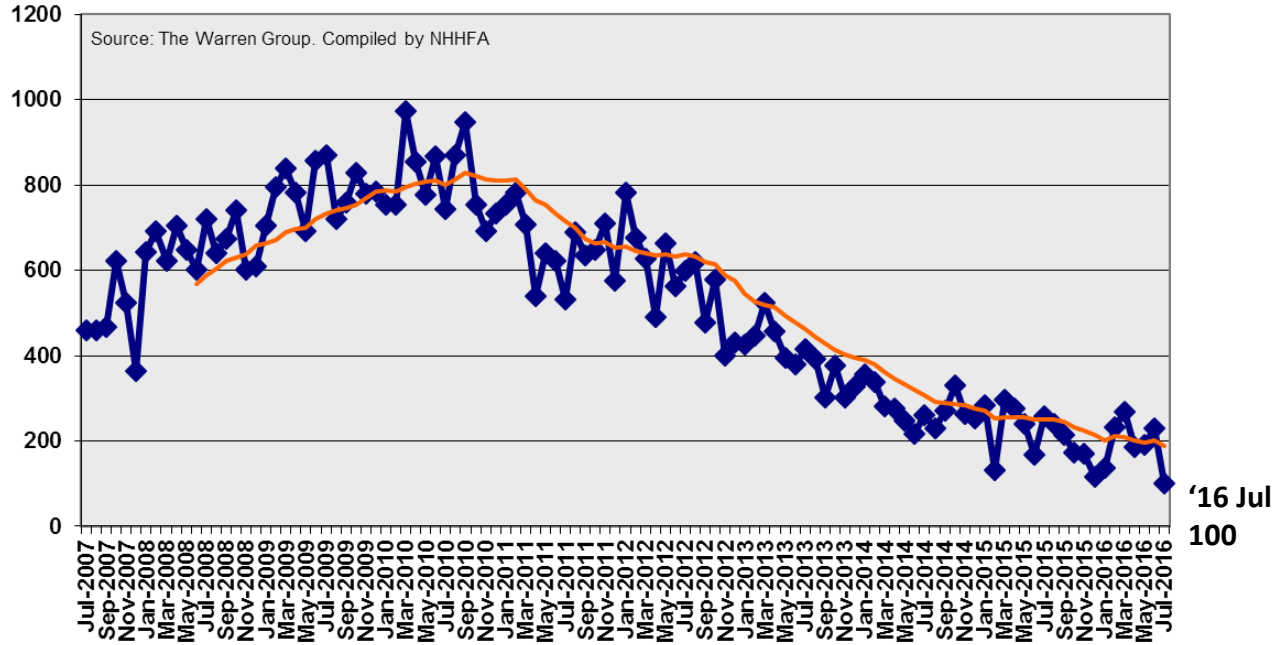
**MLS Current Listings**



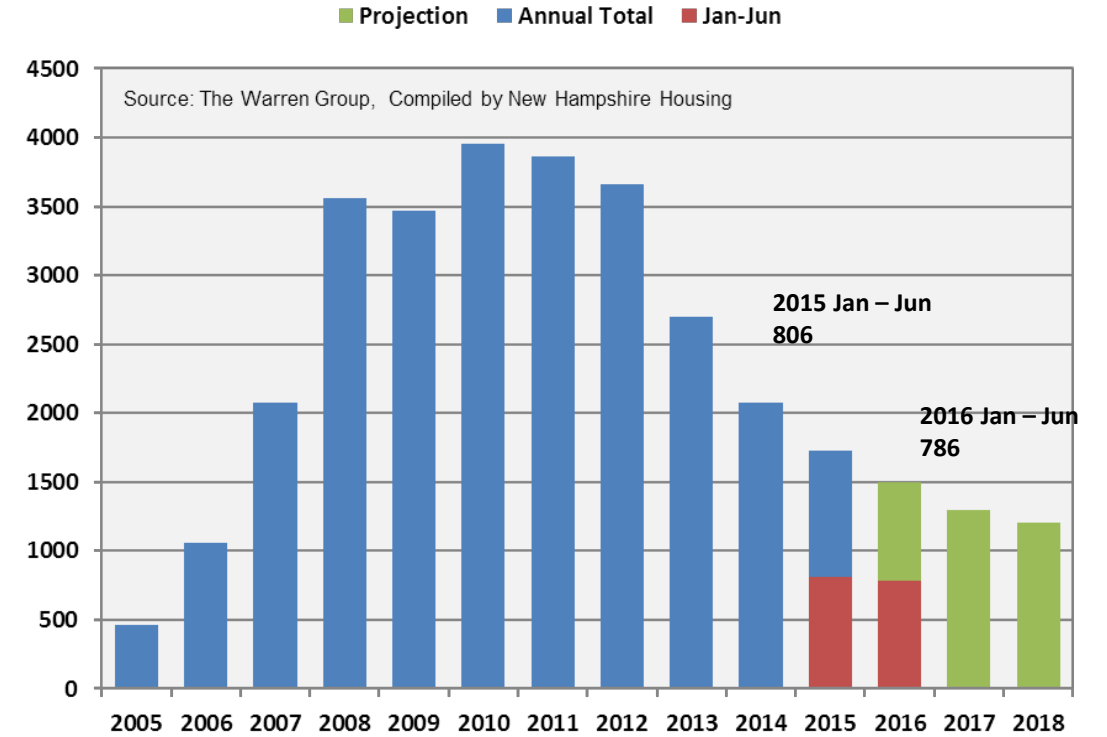
# Foreclosure



### Foreclosure Auctions Publicly Noticed



### Foreclosure Deeds, Actual and Projected



3% Decrease



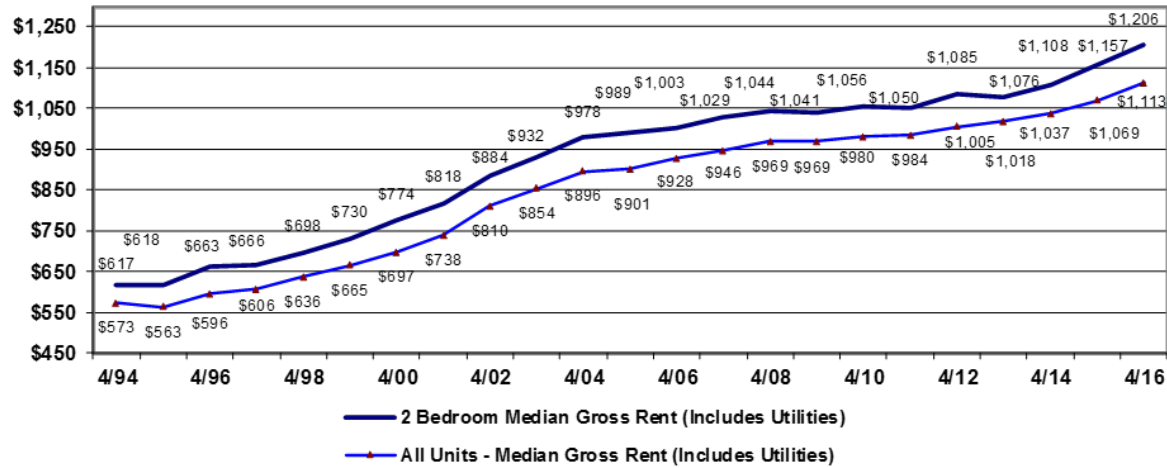
# 2016 Rental Cost Survey Results



New Hampshire Housing



### Statewide Median Gross Rent (Includes Utilities)



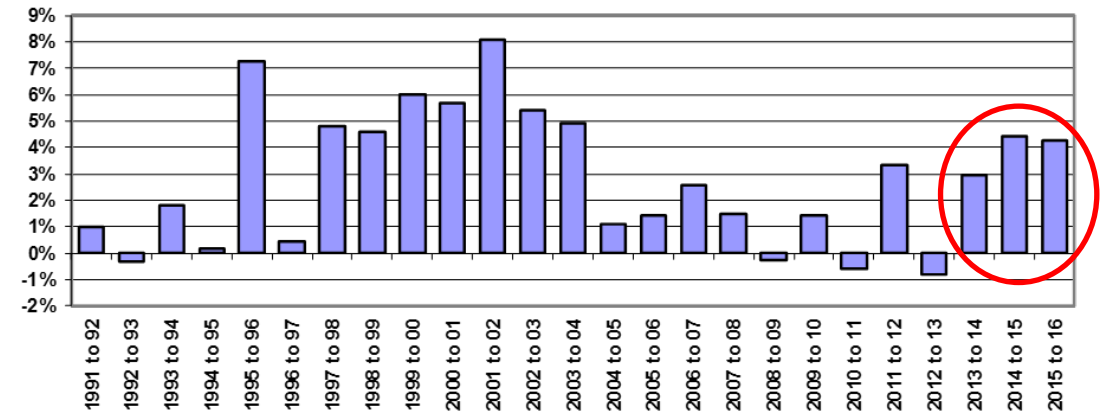
### 2016 Gross Rent (Includes Utilities)

Unit Size (Number of Bedrooms)	Sample Size	Rent Range	Median	Average* Utility Cost to Tenant
0	646	\$190 - \$2,309	\$700	\$132
1	4,310	\$289 - \$4,060	\$924	\$146
2	6,742	\$484 - \$3,644	<b>\$1,206</b>	\$185
3	1,636	\$266 - \$4,369	\$1,351	\$217
4+	316	\$700 - \$4,069	\$1,595	\$283
All	13,650	\$190 - \$4,369	\$1,113	\$179

\* Average is only for units where tenant pays for heat.

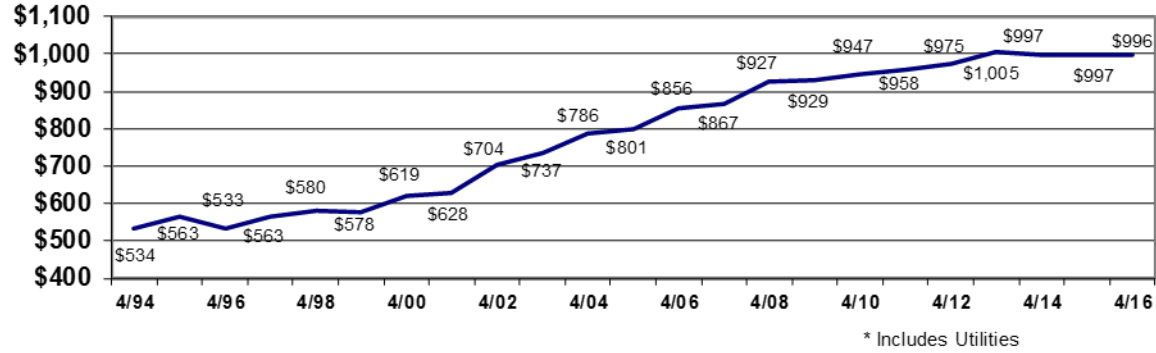
Sampled 31,771 Market Rate Units  
Adjusted to 13,650 Units for Calculations

### Year-Over-Year Percent Change In Statewide Two-Bedroom Median Gross Rent



## BELKNAP COUNTY

Median Monthly Gross Rent\* for Two-Bedroom Units

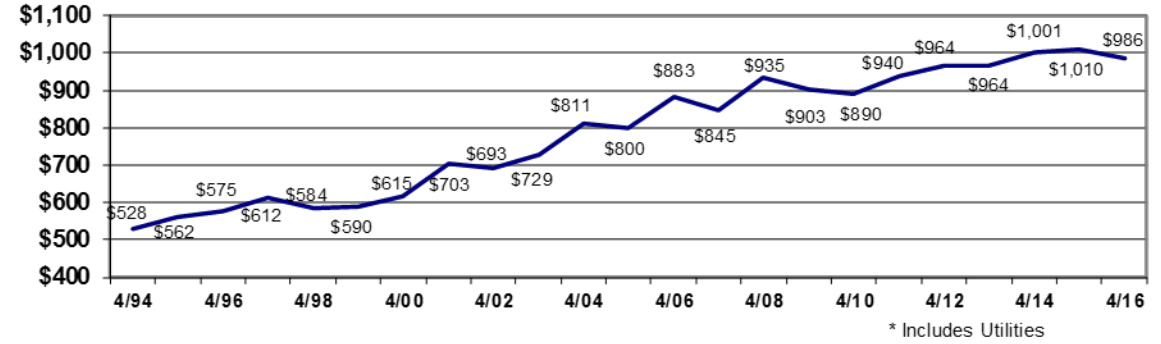


2016 Gross Rent (Includes Utilities)

Unit Size (Bedrooms)	Sample Size	Rent Range	Median
0	41	\$441 - \$900	\$563
1	156	\$576 - \$1,050	\$758
2	208	\$521 - \$1,436	\$996
3	92	\$850 - \$2,815	\$1,256
4+	14	\$1,092 - \$2,425	****
All	511	\$441 - \$2,815	\$953

## CARROLL COUNTY

Median Monthly Gross Rent\* for Two-Bedroom Units



2016 Gross Rent (Includes Utilities)

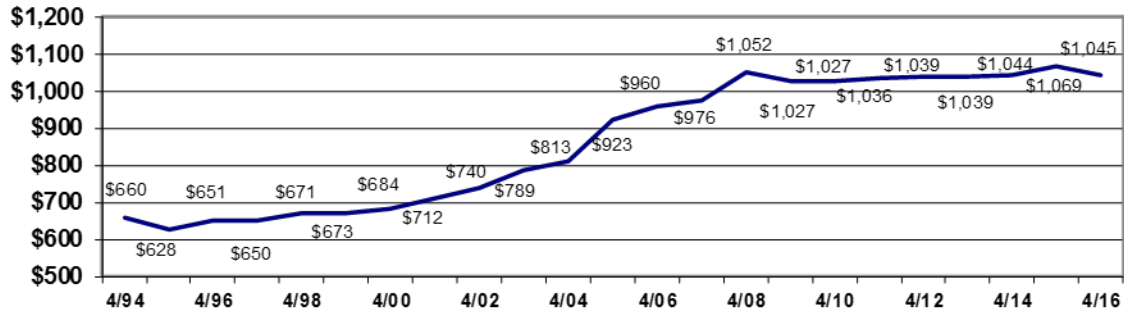
Unit Size (Bedrooms)	Sample Size	Rent Range	Median
0	14	\$500 - \$802	****
1	74	\$550 - \$1,511	\$854
2	104	\$709 - \$1,569	\$986
3	37	\$909 - \$1,674	\$1,242
4+	6	\$1,131 - \$1,277	****
All	235	\$500 - \$1,674	\$949



## CHESHIRE COUNTY

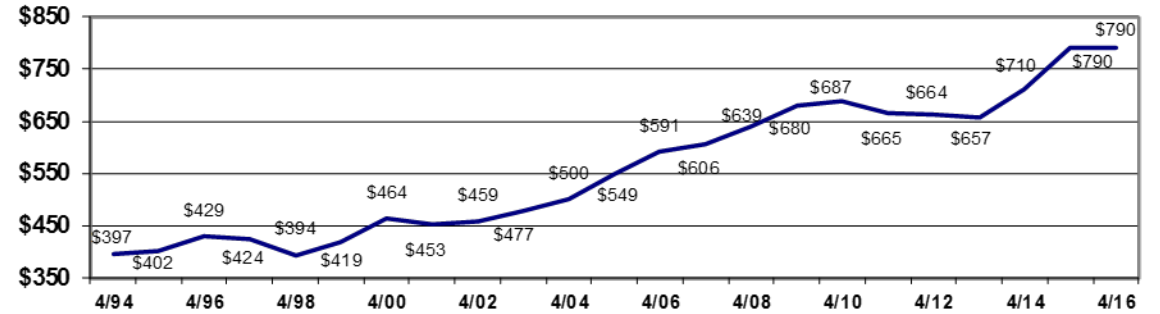
## COOS COUNTY

### Median Monthly Gross Rent\* for Two-Bedroom Units



\* Includes Utilities

### Median Monthly Gross Rent\* for Two-Bedroom Units



\* Includes Utilities

### 2016 Gross Rent (Includes Utilities)

Unit Size (Bedrooms)	Sample Size	Rent Range	Median
0	33	\$525 - \$951	\$750
1	236	\$289 - \$1,789	\$837
2	358	\$517 - \$1,650	\$1,045
3	82	\$831 - \$2,200	\$1,328
4+	23	\$1,472 - \$2,692	\$1,675
All	732	\$289 - \$2,692	\$1,000

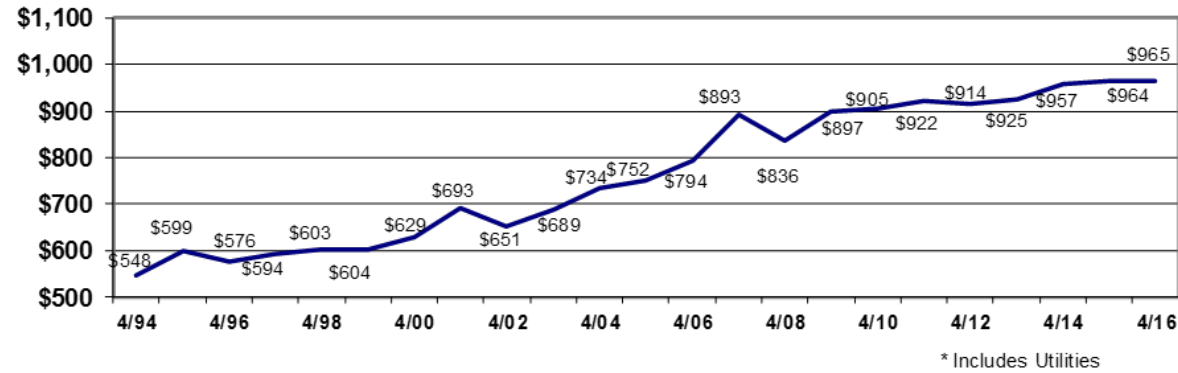
### 2016 Gross Rent (Includes Utilities)

Unit Size (Bedrooms)	Sample Size	Rent Range	Median
0	4	\$559 - \$718	****
1	108	\$469 - \$1,045	\$684
2	139	\$509 - \$1,106	\$790
3	57	\$671 - \$1,504	\$906
4+	5	\$1,084 - \$2,117	****
All	313	\$469 - \$2,117	\$765



## SULLIVAN COUNTY

Median Monthly Gross Rent\* for Two-Bedroom Units



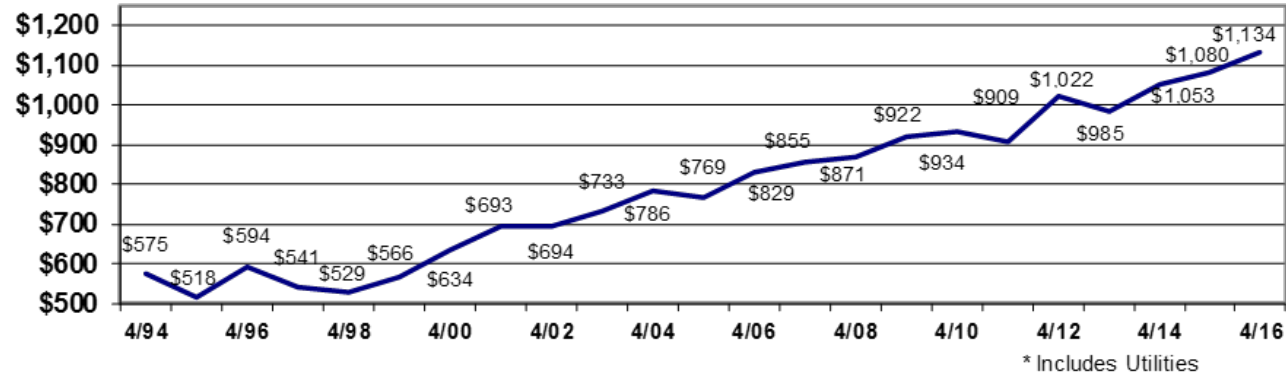
2016 Gross Rent (Includes Utilities)

Unit Size (Bedrooms)	Sample Size	Rent Range	Median
0	7	\$450 - \$750	****
1	70	\$604 - \$1,328	\$768
2	138	\$545 - \$1,501	\$965
3	36	\$772 - \$2,170	\$1,178
4+	10	\$1,117 - \$1,487	****
All	261	\$450 - \$2,170	\$909



## GRAFTON COUNTY

Median Monthly Gross Rent\* for Two-Bedroom Units



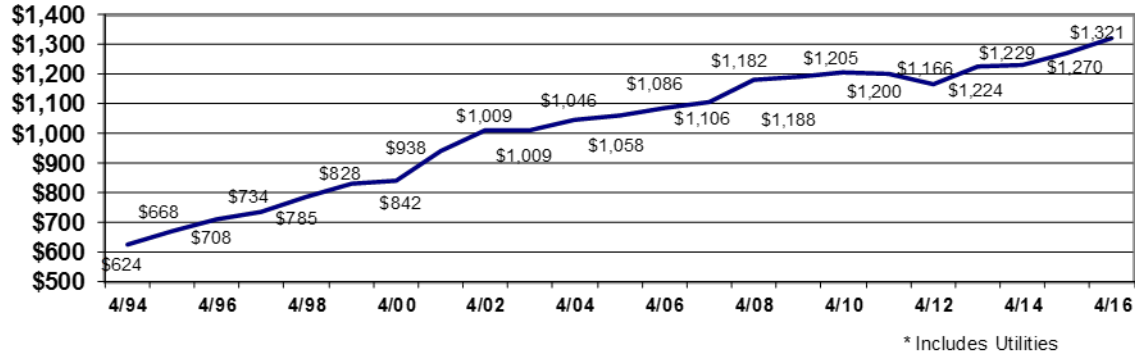
2016 Gross Rent (Includes Utilities)

Unit Size (Bedrooms)	Sample Size	Rent Range	Median
0	80	\$300 - \$2,309	\$722
1	370	\$400 - \$2,754	\$834
2	432	\$484 - \$2,365	\$1,134
3	132	\$626 - \$3,528	\$1,381
4+	33	\$700 - \$3,100	\$1,602
All	1,047	\$300 - \$3,528	\$1,004



## ROCKINGHAM COUNTY

### Median Monthly Gross Rent\* for Two-Bedroom Units

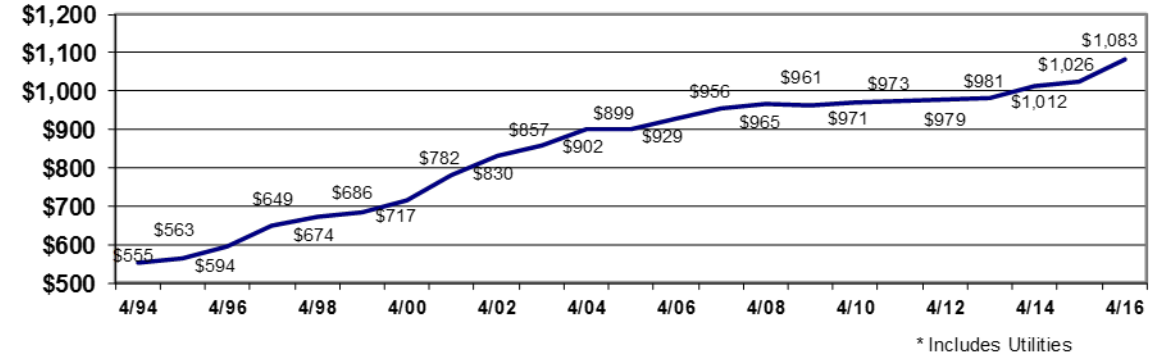


### 2016 Gross Rent (Includes Utilities)

Unit Size (Bedrooms)	Sample Size	Rent Range	Median
0	106	\$337 - \$2,300	\$800
1	689	\$500 - \$4,060	\$950
2	1,184	\$765 - \$3,644	\$1,321
3	192	\$266 - \$4,369	\$1,624
4+	15	\$1,250 - \$2,795	****
All	2,186	\$266 - \$4,369	\$1,241

## STRAFFORD COUNTY

### Median Monthly Gross Rent\* for Two-Bedroom Units



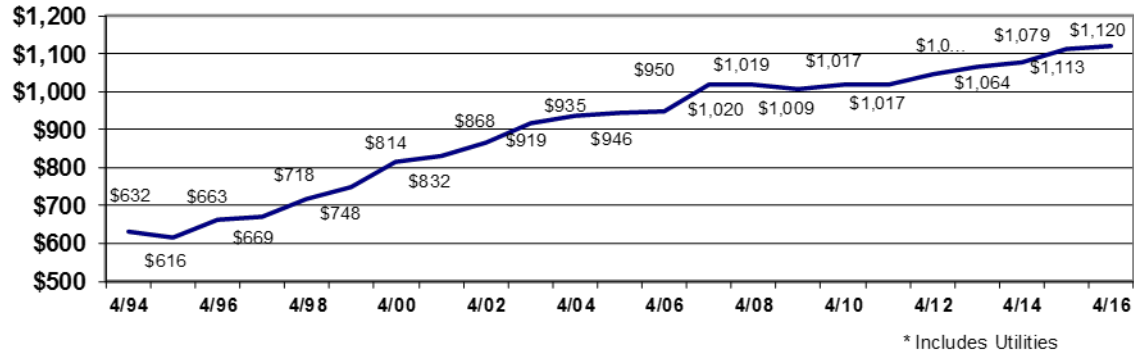
### 2016 Gross Rent (Includes Utilities)

Unit Size (Bedrooms)	Sample Size	Rent Range	Median
0	88	\$511 - \$1,096	\$693
1	431	\$489 - \$3,224	\$886
2	575	\$709 - \$2,552	\$1,083
3	183	\$890 - \$2,778	\$1,427
4+	105	\$1,034 - \$4,069	\$2,234
All	1,382	\$489 - \$4,069	\$1,043

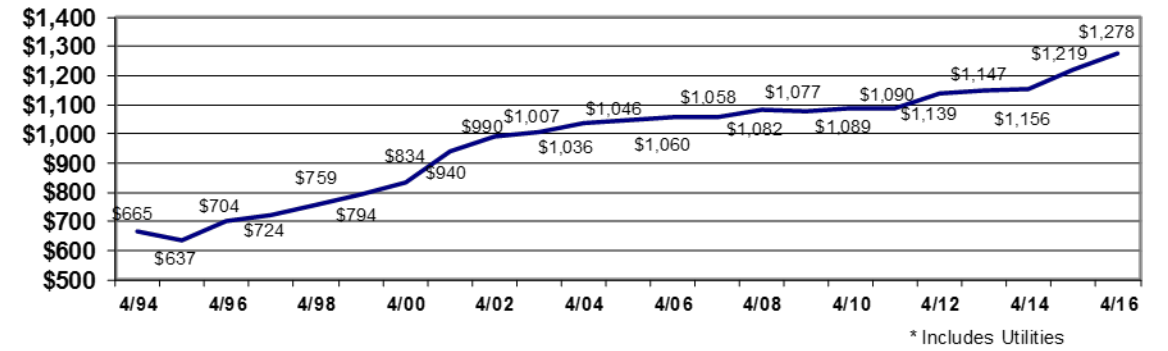


**MERRIMACK COUNTY      HILLSBOROUGH COUNTY**

**Median Monthly Gross Rent\* for Two-Bedroom Units**



**Median Monthly Gross Rent\* for Two-Bedroom Units**



**2016 Gross Rent (Includes Utilities)**

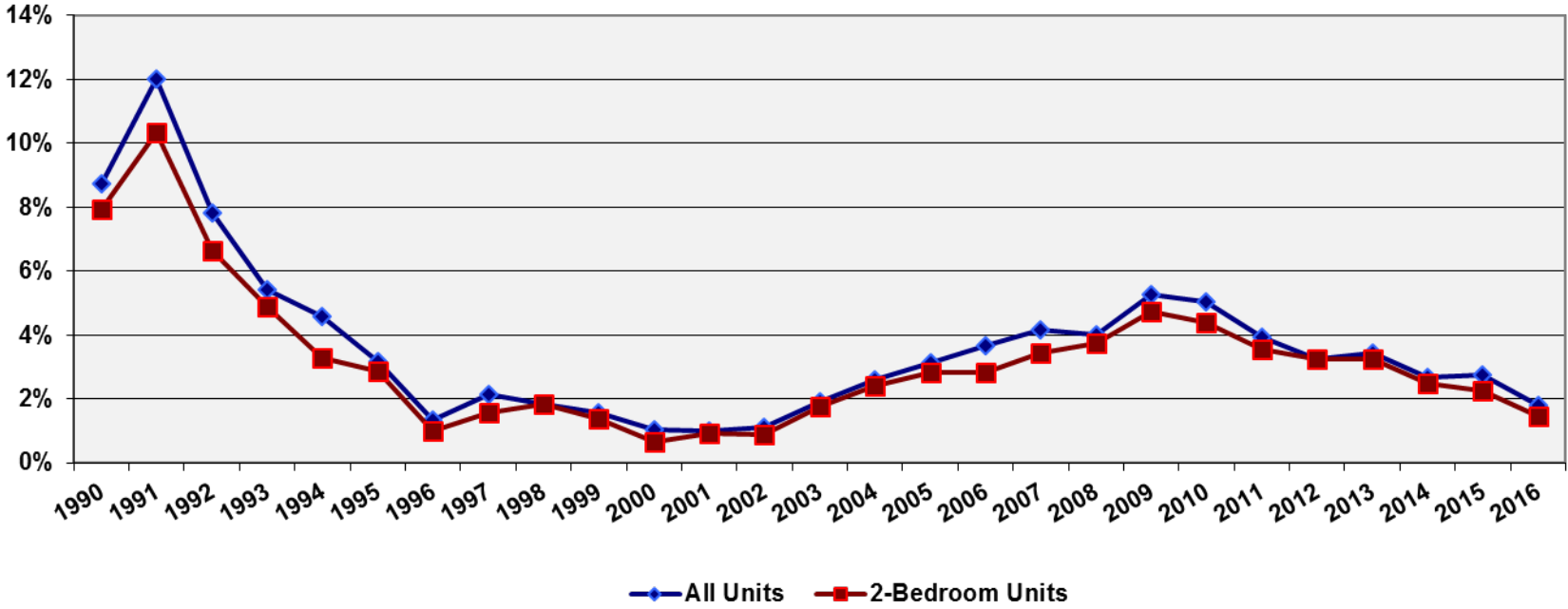
Unit Size (Bedrooms)	Sample Size	Rent Range	Median
0	58	\$190 - \$1,059	\$715
1	478	\$520 - \$1,300	\$921
2	778	\$581 - \$1,816	\$1,120
3	165	\$936 - \$1,951	\$1,298
4+	29	\$1,018 - \$2,303	\$1,539
All	1,508	\$190 - \$2,303	\$1,074

**2016 Gross Rent (Includes Utilities)**

Unit Size (Bedrooms)	Sample Size	Rent Range	Median
0	215	\$450 - \$1,660	\$696
1	1,698	\$354 - \$1,745	\$1,020
2	2,826	\$581 - \$2,301	\$1,278
3	660	\$581 - \$2,381	\$1,364
4+	76	\$1,104 - \$3,072	\$1,515
All	5,475	\$354 - \$3,072	\$1,214



Vacancy Rate of Rental Housing Units

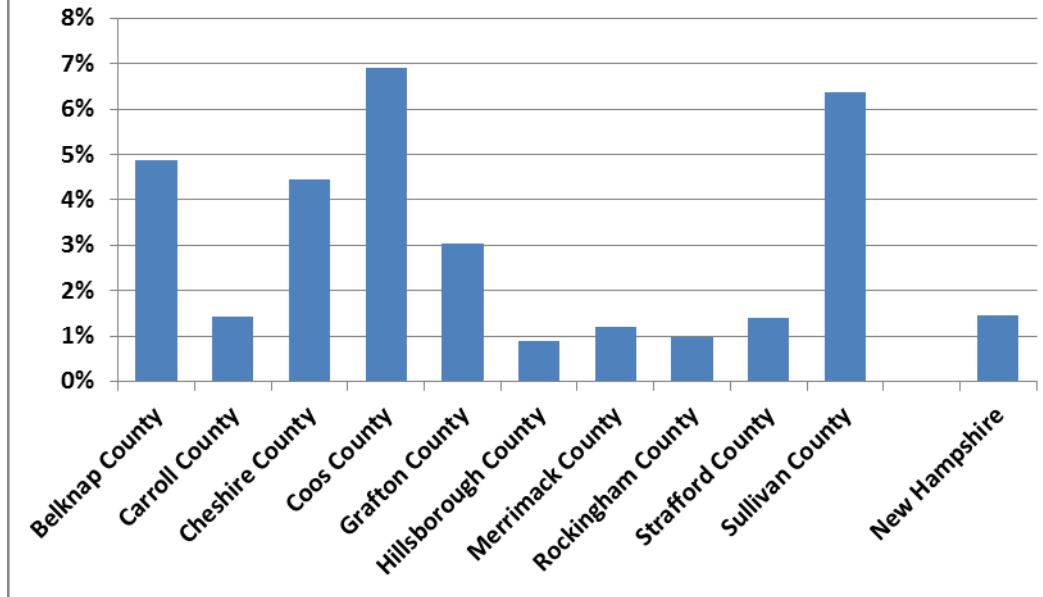


Year	All Units Vacancy Rate	2-Bedroom Vacancy Rate
2016	1.8%	1.5%
2015	2.8%	2.2%
2014	2.7%	2.5%
2013	3.4%	3.3%
2012	3.2%	3.2%
2011	3.9%	3.5%
2010	5.0%	4.4%
2009	5.3%	4.7%
2008	4.0%	3.7%
2007	4.2%	3.4%
2006	3.7%	2.8%
2005	3.1%	2.8%
2004	2.6%	2.4%
2003	1.9%	1.8%
2002	1.1%	0.9%
2001	1.0%	0.9%
2000	1.0%	0.7%





## 2016 Vacancy Rate By County for 2-Bedroom Units

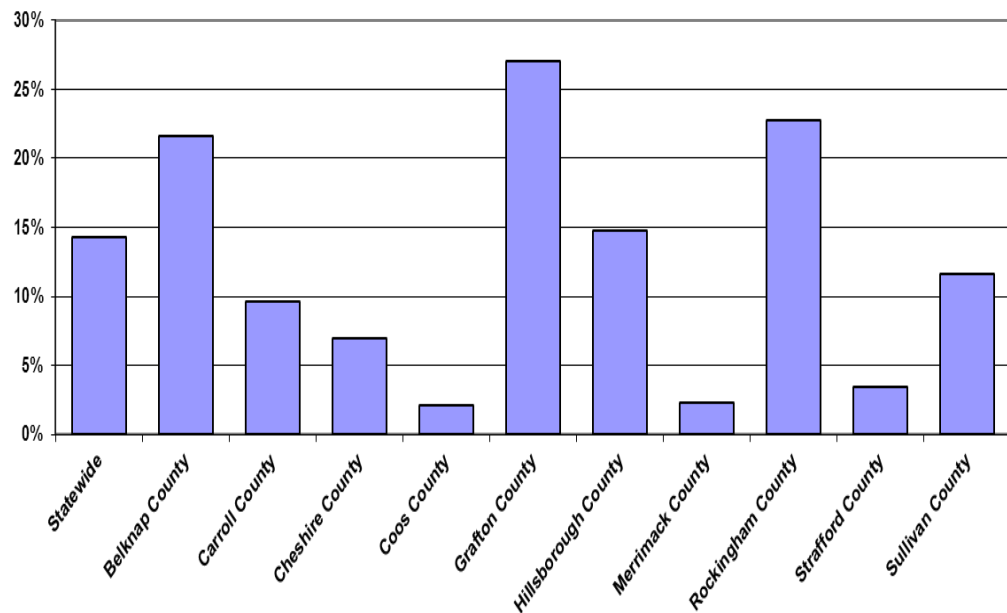


### 2-Bedroom Units

Area	2016	2015	2014	2013	2012	2011	2010	2009	2008
Belknap County	4.9%	1.2%	5.3%	7.5%	3.3%	8.9%	6.4%	6.8%	3.5%
Carroll County	1.4%	3.9%	3.6%	3.1%	5.1%	11.3%	9.7%	7.8%	11.0%
Cheshire County	4.5%	3.2%	3.7%	2.5%	7.1%	6.4%	7.4%	4.3%	3.5%
Coos County	6.9%	9.2%	7.9%	9.5%	12.6%	15.2%	10.6%	6.3%	7.7%
Grafton County	3.0%	2.7%	3.9%	3.0%	7.5%	7.6%	7.0%	6.8%	2.0%
Hillsborough County	0.9%	2.3%	2.1%	2.6%	2.2%	2.2%	3.8%	4.9%	4.6%
Merrimack County	1.2%	1.7%	2.5%	3.3%	2.7%	4.8%	4.9%	5.6%	3.0%
Rockingham County	1.0%	1.9%	2.1%	3.4%	3.2%	2.7%	3.0%	3.2%	3.1%
Strafford County	1.4%	2.3%	2.1%	4.9%	3.6%	3.3%	5.7%	4.5%	2.4%
Sullivan County	6.4%	2.7%	5.8%	7.3%	7.4%	5.7%	6.4%	5.9%	3.4%
New Hampshire	1.5%	2.2%	2.5%	3.3%	3.2%	3.5%	4.4%	4.7%	3.7%



**Percent of 2-Bedroom Units In Rental Cost Survey  
Affordable to the Median Income Renter Household**



**Percent of 2-Bedroom Units in the 2016 Rental Cost Survey  
Affordable to the Median Income Renter Household\***

Area	Estimated 2016 Renter Household Median Income *	Affordable Gross Rent Based on Income	% of 2-Bdrm Units in Survey Below Affordable Rent
Statewide	\$37,949	\$949	14%
Belknap County	\$36,690	\$917	22%
Carroll County	\$34,404	\$860	10%
Cheshire County	\$30,655	\$766	7%
Coos County	\$22,834	\$571	2%
Grafton County	\$37,105	\$928	27%
Hillsborough County	\$40,482	\$1,012	15%
Merrimack County	\$33,324	\$833	2%
Rockingham County	\$45,068	\$1,127	23%
Strafford County	\$34,857	\$871	3%
Sullivan County	\$31,968	\$799	12%

\*Note: Prior reports calculated affordability based on 50% of HUD Area Median Income. This analysis uses the 2010-2014 American Community Survey, Median Income for Renter Households by county.