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## The New Normal

### The State of Real Estate In NH

Quite simply, residential real estate in NH is going strong. With near historic lows on mortgage rates, demand is high and buyers are serious in their search.

With continued low inventory and strong demand this is a great time to sell.

New listings are going under contract quickly, and often attracting multiple offers, especially in the under \$300,000 range. The average days on market in April was 55, down over 16% from

the same time last year. The NH Association of Realtors reports "as many have pre-



dicted, pricing has remained strong early in the pandemic. The median home price in April was up 11.5 percent over April 2019, and it was in fact the highest median price for a single month in our recorded history – at \$325,000."

So, not only are homes selling quickly, they are also commanding higher prices.

The Concord Monitor reported the following on housing in NH on May 4;

"Despite economic uncertainty caused by business closings and the complications that social distancing has placed on document signing and house tours,

the business of buying, selling and refinancing residences hasn't slowed at all."

### Meeting the Challenge

Whether buying or selling, rest assured that our team has adjusted how we conduct business in this new normal. The NH Fine Properties Team uses virtual and online services, and technology whenever possible. We have instituted strict guidelines around live showings. While Open Houses are still not allowed in NH, we can utilize video and live Facetime walk-throughs to showcase



homes. We vet buyers as to financial qualifications and potential exposure to the virus prior to scheduling in person showings. And, of course, we adhere to all CDC and state guidelines and recommendations regarding Covid 19.

The health and safety of our clients are a top priority.

### New Normal In NH

As of May 11 golf courses, drive-in theaters, retail stores, barbers, hair salons, and campgrounds opened their doors to the public under Gov. Chris Sununu's "stay at home



order 2.0", with limitations and new regulations around numbers and social distancing. On May 18, restaurants were allowed to open outdoor dining – limited to parking spaces, patios, sidewalks and lawns. Set to reopen on June 1st are state beaches, small group fitness classes and personal care industry businesses such as tanning, nail salons and massage therapy. Many beloved traditions and events, such as the Sandwich Fair and Star Island programs have been cancelled. NH Bike Week has been postponed from June to August 22—30.



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The NHFP Team was initially formed in 2017 and consisted of experienced Agents Lisa Hurley and Trish Conley. Most recently, Andrea Bonner joined the Team, so they now have combined experience totaling 18 years.

Lisa lives in New Hampton and has many designations including GRI (Graduate of the Real Estate Institute) and CBR (Certified Buyers Representative). Lisa also serves on the Lakes Region Board of Realtors Scholarship Committee, the NHAR Grievance Committee, and Education Committee. Lisa also volunteers at the Veterans Home in Tilton visiting the residents with her dog Molly for pet therapy. Trish has been active in her hometown of Moultonborough for many years and served as a past President and current member of the Moultonborough Women's Club. She also volunteers with the Interlake's Community Caregivers by supporting their website. Andrea has also been active in her hometown of Wolfeboro and currently serves on the Lakes Region Newcomers Club Board. The team's newest member, Lisa Dombroski, affectionately known as Lisa D., is a lifelong resident of New Hampshire. The Team has also been sponsors of various area golf tournaments, including Habitat for Humanity, Building Dreams for Marines, and most recently the Local Firefighters Golf Tournament at Ridgewood Country Club. The Team believes in giving back to the community with both time and money, and is committed to providing exceptional real estate services for their clients.



**NH Fine Properties**

**NH Fine Properties at Coldwell  
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*Whether buying or selling, we'll  
be with you every step of the way.*



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