

## Multi - Family Monthly Sales

|                          | December 2013    | January 2014     | February 2014    |
|--------------------------|------------------|------------------|------------------|
| SOLD                     | 104              | 86               | 83               |
| <b>DOM</b>               | <b>67</b>        | <b>82</b>        | <b>86</b>        |
| MEDIAN                   | \$150,000        | \$125,000        | \$139,000        |
| <b>LISTINGS</b>          | <b>645</b>       | <b>667</b>       | <b>678</b>       |
| <b>Pendings</b>          | <b>351</b>       | <b>345</b>       | <b>350</b>       |
| <b>Distressed Sales</b>  | <b>36</b>        | <b>37</b>        | <b>29</b>        |
| <b>Med. SP w/o distr</b> | <b>\$167,900</b> | <b>\$157,000</b> | <b>\$149,950</b> |
|                          |                  |                  |                  |
|                          | % CHANGE 2012-13 | % CHANGE 2013-14 | % CHANGE 2013-14 |
| SOLD                     | -18.75%          | 7.50%            | 5.06%            |
| <b>DOM</b>               | <b>-17.28%</b>   | <b>-10.87%</b>   | <b>-1.15%</b>    |
| MEDIAN                   | 24.74%           | 8.23%            | 44.79%           |
| <b>LISTINGS</b>          | <b>-3.59%</b>    | <b>4.55%</b>     | <b>5.44%</b>     |
| <b>Pendings</b>          | <b>-9.77%</b>    | <b>-17.46%</b>   | <b>-15.46%</b>   |
| <b>Distressed Sales</b>  | <b>-40.98%</b>   | <b>12.12%</b>    | <b>-38.30%</b>   |
| <b>Med. SP w/o distr</b> | <b>0.24%</b>     | <b>7.17%</b>     | <b>2.35%</b>     |
|                          |                  |                  |                  |
|                          | December 2012    | January 2013     | February 2013    |
| SOLD                     | 128              | 80               | 79               |
| <b>DOM</b>               | <b>81</b>        | <b>92</b>        | <b>87</b>        |
| MEDIAN                   | \$120,250        | \$115,500        | \$96,000         |
| <b>LISTINGS</b>          | <b>669</b>       | <b>638</b>       | <b>643</b>       |
| <b>Pendings</b>          | <b>389</b>       | <b>418</b>       | <b>414</b>       |
| <b>Distressed Sales</b>  | <b>61</b>        | <b>33</b>        | <b>47</b>        |
| <b>Med. SP w/o distr</b> | <b>\$167,500</b> | <b>\$146,500</b> | <b>\$146,500</b> |
|                          |                  |                  |                  |
|                          | % CHANGE 2011-12 | % CHANGE 2012-13 | % CHANGE 2012-13 |
| SOLD                     | -3.76%           | -13.04%          | 2.60%            |
| <b>DOM</b>               | <b>0.00%</b>     | <b>8.24%</b>     | <b>-19.44%</b>   |
| MEDIAN                   | 9.42%            | 4.90%            | -7.69%           |
| <b>LISTINGS</b>          | <b>-27.04%</b>   | <b>-28.79%</b>   | <b>-25.84%</b>   |
| <b>Pendings</b>          | <b>6.87%</b>     | <b>12.06%</b>    | <b>-6.33%</b>    |
| <b>Distressed Sales</b>  | <b>-22.78%</b>   | <b>-40.00%</b>   | <b>6.82%</b>     |
| <b>Med. SP w/o distr</b> | <b>10.20%</b>    | <b>-2.27%</b>    | <b>1.03%</b>     |
|                          |                  |                  |                  |
|                          | December 2011    | January 2012     | February 2012    |
| SOLD                     | 133              | 92               | 77               |
| <b>DOM</b>               | <b>81</b>        | <b>85</b>        | <b>108</b>       |
| MEDIAN                   | \$109,900        | \$110,100        | \$104,000        |
| <b>LISTINGS</b>          | <b>917</b>       | <b>896</b>       | <b>867</b>       |
| <b>Pendings</b>          | <b>364</b>       | <b>373</b>       | <b>442</b>       |
| <b>Distressed Sales</b>  | <b>79</b>        | <b>55</b>        | <b>44</b>        |
| <b>Med. SP w/o distr</b> | <b>\$152,000</b> | <b>\$149,900</b> | <b>\$145,000</b> |
|                          |                  |                  |                  |
|                          | % CHANGE 2010-11 | % CHANGE 2011-12 | % CHANGE 2011-12 |
| SOLD                     | 7.26%            | 27.78%           | 20.31%           |
| <b>DOM</b>               | <b>2.53%</b>     | <b>16.44%</b>    | <b>22.73%</b>    |
| MEDIAN                   | -18.59%          | -17.68%          | 8.33%            |
| <b>LISTINGS</b>          | <b>-7.09%</b>    | <b>-9.49%</b>    | <b>-13.39%</b>   |
| <b>Pendings</b>          | <b>0.28%</b>     | <b>1.08%</b>     | <b>8.87%</b>     |
| <b>Distressed Sales</b>  | <b>36.21%</b>    | <b>37.50%</b>    | <b>12.82%</b>    |
| <b>Med. SP w/o distr</b> | <b>-12.39%</b>   | <b>-7.75%</b>    | <b>-14.71%</b>   |

Please note: Monthly statewide statistics may vary slightly from town by town data as the latter is updated as sales are recorded throughout the year. Conversely, monthly statewide statistics are pulled one time only, approximately two weeks following the end of the previous month. Monthly statewide statistics therefore, contain the majority of sales, but sales following the pull date are not included.