

## Multifamily Monthly Sales

|                          | December 2018    | January 2019     | February 2019    |
|--------------------------|------------------|------------------|------------------|
| SOLD                     | 170              | 153              | 116              |
| <b>DOM</b>               | <b>47</b>        | <b>52</b>        | <b>68</b>        |
| MEDIAN                   | \$259,450        | \$264,000        | \$255,000        |
| <b>LISTINGS</b>          | <b>486</b>       | <b>467</b>       | <b>426</b>       |
| <b>Pendings</b>          | <b>277</b>       | <b>275</b>       | <b>312</b>       |
| <b>Distressed Sales</b>  | <b>11</b>        | <b>10</b>        | <b>12</b>        |
| <b>Med. SP w/o distr</b> | <b>\$250,000</b> | <b>\$265,000</b> | <b>\$260,000</b> |
|                          |                  |                  |                  |
|                          | % CHANGE 2017-18 | % CHANGE 2018-19 | % CHANGE 2018-19 |
| SOLD                     | -13.71%          | 6.99%            | -0.85%           |
| <b>DOM</b>               | <b>-6.00%</b>    | <b>26.83%</b>    | <b>41.67%</b>    |
| MEDIAN                   | 15.31%           | 17.33%           | 11.60%           |
| <b>LISTINGS</b>          | <b>19.12%</b>    | <b>12.80%</b>    | <b>-5.54%</b>    |
| <b>Pendings</b>          | <b>-11.50%</b>   | <b>-1.79%</b>    | <b>6.12%</b>     |
| <b>Distressed Sales</b>  | <b>-50.00%</b>   | <b>-28.57%</b>   | <b>-25.00%</b>   |
| <b>Med. SP w/o distr</b> | <b>8.70%</b>     | <b>12.77%</b>    | <b>13.79%</b>    |
|                          |                  |                  |                  |
|                          | December 2017    | January 2018     | February 2018    |
| SOLD                     | 197              | 143              | 117              |
| <b>DOM</b>               | <b>50</b>        | <b>41</b>        | <b>48</b>        |
| MEDIAN                   | \$225,000        | \$225,000        | \$228,500        |
| <b>LISTINGS</b>          | <b>408</b>       | <b>414</b>       | <b>451</b>       |
| <b>Pendings</b>          | <b>313</b>       | <b>280</b>       | <b>294</b>       |
| <b>Distressed Sales</b>  | <b>22</b>        | <b>14</b>        | <b>16</b>        |
| <b>Med. SP w/o distr</b> | <b>\$229,999</b> | <b>\$235,000</b> | <b>\$228,500</b> |
|                          |                  |                  |                  |
|                          | % CHANGE 2016-17 | % CHANGE 2017-18 | % CHANGE 2017-18 |
| SOLD                     | 38.73%           | 3.62%            | 1.74%            |
| <b>DOM</b>               | <b>-26.47%</b>   | <b>-31.67%</b>   | <b>-28.36%</b>   |
| MEDIAN                   | 11.41%           | 20.16%           | 26.94%           |
| <b>LISTINGS</b>          | <b>-20.16%</b>   | <b>-19.30%</b>   | <b>-5.85%</b>    |
| <b>Pendings</b>          | <b>-11.33%</b>   | <b>-18.13%</b>   | <b>-16.24%</b>   |
| <b>Distressed Sales</b>  | <b>69.23%</b>    | <b>-17.65%</b>   | <b>-11.11%</b>   |
| <b>Med. SP w/o distr</b> | <b>9.52%</b>     | <b>20.20%</b>    | <b>19.32%</b>    |
|                          |                  |                  |                  |
|                          | December 2016    | January 2017     | February 2017    |
| SOLD                     | 142              | 138              | 115              |
| <b>DOM</b>               | <b>68</b>        | <b>60</b>        | <b>67</b>        |
| MEDIAN                   | \$201,950        | \$187,250        | \$180,000        |
| <b>LISTINGS</b>          | <b>511</b>       | <b>513</b>       | <b>479</b>       |
| <b>Pendings</b>          | <b>353</b>       | <b>342</b>       | <b>351</b>       |
| <b>Distressed Sales</b>  | <b>13</b>        | <b>17</b>        | <b>18</b>        |
| <b>Med. SP w/o distr</b> | <b>\$210,000</b> | <b>\$195,500</b> | <b>\$191,500</b> |
|                          |                  |                  |                  |
|                          | % CHANGE 2015-16 | % CHANGE 2016-17 | % CHANGE 2016-17 |
| SOLD                     | -11.80%          | 20.00%           | 4.55%            |
| <b>DOM</b>               | <b>-26.88%</b>   | <b>-21.05%</b>   | <b>-8.22%</b>    |
| MEDIAN                   | 21.29%           | 20.81%           | 9.09%            |
| <b>LISTINGS</b>          | <b>-16.64%</b>   | <b>-13.64%</b>   | <b>-20.17%</b>   |
| <b>Pendings</b>          | <b>-5.11%</b>    | <b>-2.56%</b>    | <b>-1.96%</b>    |
| <b>Distressed Sales</b>  | <b>-50.00%</b>   | <b>-39.29%</b>   | <b>-25.00%</b>   |
| <b>Med. SP w/o distr</b> | <b>20.76%</b>    | <b>8.61%</b>     | <b>0.79%</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.