

## Multi - Family Monthly Sales

2012	July	August	September
SOLD	118	127	100
<b>DOM</b>	<b>77</b>	<b>88</b>	<b>82</b>
MEDIAN	\$135,000	\$105,000	\$130,250
<b>LISTINGS</b>	<b>848</b>	<b>792</b>	<b>785</b>
<b>Pendings</b>	<b>471</b>	<b>489</b>	<b>470</b>
<b>Distressed Sales</b>	<b>51</b>	<b>63</b>	<b>46</b>
<b>Med. SP w/o distr</b>	<b>\$164,000</b>	<b>\$150,450</b>	<b>\$158,500</b>
% CHANGE 2011-12			
SOLD	24.21%	16.51%	-16.67%
<b>DOM</b>	<b>8.45%</b>	<b>27.54%</b>	<b>9.33%</b>
MEDIAN	-4.26%	-18.60%	9.85%
<b>LISTINGS</b>	<b>-23.05%</b>	<b>-28.65%</b>	<b>-27.72%</b>
<b>Pendings</b>	<b>12.14%</b>	<b>17.55%</b>	<b>18.39%</b>
<b>Distressed Sales</b>	<b>-7.27%</b>	<b>14.55%</b>	<b>-30.30%</b>
<b>Med. SP w/o distr</b>	<b>-0.61%</b>	<b>-12.53%</b>	<b>2.26%</b>
2011	July	August	September
SOLD	95	109	120
<b>DOM</b>	<b>71</b>	<b>69</b>	<b>75</b>
MEDIAN	\$141,000	\$129,000	\$118,575
<b>LISTINGS</b>	<b>1102</b>	<b>1110</b>	<b>1086</b>
<b>Pendings</b>	<b>420</b>	<b>416</b>	<b>397</b>
<b>Distressed Sales</b>	<b>55</b>	<b>55</b>	<b>66</b>
<b>Med. SP w/o distr</b>	<b>\$165,000</b>	<b>\$172,000</b>	<b>\$155,000</b>
% CHANGE 2010-11			
SOLD	-11.21%	-6.84%	8.11%
<b>DOM</b>	<b>-29.70%</b>	<b>-2.82%</b>	<b>10.29%</b>
MEDIAN	11.02%	0.00%	-7.00%
<b>LISTINGS</b>	<b>-0.45%</b>	<b>-2.46%</b>	<b>-7.50%</b>
<b>Pendings</b>	<b>-0.94%</b>	<b>8.05%</b>	<b>5.87%</b>
<b>Distressed Sales</b>	<b>-15.38%</b>	<b>0.00%</b>	<b>-5.71%</b>
<b>Med. SP w/o distr</b>	<b>-5.04%</b>	<b>3.30%</b>	<b>-16.01%</b>
2010	July	August	September
SOLD	107	117	111
<b>DOM</b>	<b>101</b>	<b>71</b>	<b>68</b>
MEDIAN	\$127,000	\$129,000	\$127,500
<b>LISTINGS</b>	<b>1,107</b>	<b>1,138</b>	<b>1,174</b>
<b>Pendings</b>	<b>424</b>	<b>385</b>	<b>375</b>
<b>Distressed Sales</b>	<b>65</b>	<b>55</b>	<b>70</b>
<b>Med. SP w/o distr</b>	<b>\$173,750</b>	<b>\$166,500</b>	<b>\$184,536</b>
% CHANGE 2009-10			
SOLD	-49.29%	-35.36%	-32.32%
<b>DOM</b>	<b>12.22%</b>	<b>-24.47%</b>	<b>-2.86%</b>
MEDIAN	27.00%	61.25%	11.43%
<b>LISTINGS</b>	<b>12.27%</b>	<b>17.20%</b>	<b>19.80%</b>
<b>Pendings</b>	<b>-28.38%</b>	<b>-35.62%</b>	<b>-33.63%</b>
<b>Distressed Sales</b>	<b>-56.67%</b>	<b>-60.71%</b>	<b>-32.69%</b>
<b>Med. SP w/o distr</b>	<b>-8.55%</b>	<b>-5.93%</b>	<b>11.70%</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.