

## Multi - Family Monthly Sales

2011	February	March	April
SOLD	64	114	96
<b>DOM</b>	<b>88</b>	<b>103</b>	<b>84</b>
MEDIAN	\$96,000	\$120,000	\$124,250
<b>LISTINGS</b>	<b>1,001</b>	<b>1,020</b>	<b>1,076</b>
<b>Pendings</b>	<b>406</b>	<b>428</b>	<b>391</b>
<b>Distressed Sales</b>	<b>39</b>	<b>66</b>	<b>49</b>
<b>Med. SP w/o distr</b>	<b>\$170,000</b>	<b>\$166,000</b>	<b>\$162,500</b>
% CHANGE 2010-11			
SOLD	-50.77%	-18.57%	-31.43%
<b>DOM</b>	<b>20.55%</b>	<b>37.33%</b>	<b>1.20%</b>
MEDIAN	-2.78%	0.00%	0.40%
<b>LISTINGS</b>	<b>0.10%</b>	<b>-1.16%</b>	<b>4.67%</b>
<b>Pendings</b>	<b>-11.35%</b>	<b>-11.75%</b>	<b>-21.96%</b>
<b>Distressed Sales</b>	<b>-58.06%</b>	<b>-25.00%</b>	<b>-38.75%</b>
<b>Med. SP w/o distr</b>	<b>4.29%</b>	<b>-2.35%</b>	<b>0.00%</b>
2010	February	March	April
SOLD	130	140	140
<b>DOM</b>	<b>73</b>	<b>75</b>	<b>83</b>
MEDIAN	\$98,750	\$120,000	\$123,750
<b>LISTINGS</b>	<b>1,000</b>	<b>1,032</b>	<b>1,028</b>
<b>Pendings</b>	<b>458</b>	<b>485</b>	<b>501</b>
<b>Distressed Sales</b>	<b>93</b>	<b>88</b>	<b>80</b>
<b>Med. SP w/o distr</b>	<b>\$163,000</b>	<b>\$170,000</b>	<b>\$162,500</b>
% CHANGE 2009-10			
SOLD	-19.75%	-33.65%	-37.78%
<b>DOM</b>	<b>-25.51%</b>	<b>-25.00%</b>	<b>5.06%</b>
MEDIAN	23.44%	71.43%	77.04%
<b>LISTINGS</b>	<b>-13.04%</b>	<b>-5.23%</b>	<b>3.01%</b>
<b>Pendings</b>	<b>-25.77%</b>	<b>-23.50%</b>	<b>-29.04%</b>
<b>Distressed Sales</b>	<b>-32.12%</b>	<b>-46.67%</b>	<b>-58.33%</b>
<b>Med. SP w/o distr</b>	<b>-7.07%</b>	<b>3.98%</b>	<b>-9.72%</b>
2009	February	March	April
SOLD	162	211	225
<b>DOM</b>	<b>98</b>	<b>100</b>	<b>79</b>
MEDIAN	\$80,000	\$70,000	\$69,900
<b>LISTINGS</b>	<b>1,150</b>	<b>1,089</b>	<b>998</b>
<b>Pendings</b>	<b>617</b>	<b>634</b>	<b>706</b>
<b>Distressed Sales</b>	<b>137</b>	<b>165</b>	<b>192</b>
<b>Med. SP w/o distr</b>	<b>\$175,396</b>	<b>\$163,500</b>	<b>\$180,000</b>
% CHANGE 2008-09			
SOLD	70.53%	104.85%	57.34%
<b>DOM</b>	<b>7.69%</b>	<b>7.53%</b>	<b>-22.55%</b>
MEDIAN	-54.29%	-55.13%	-53.40%
<b>LISTINGS</b>			
<b>Pendings</b>			