

## Multi - Family Monthly Sales

2012	June	July	August
SOLD	120	118	127
<b>DOM</b>	<b>99</b>	<b>77</b>	<b>88</b>
MEDIAN	\$124,500	\$135,000	\$105,000
<b>LISTINGS</b>	<b>867</b>	<b>848</b>	<b>792</b>
<b>Pendings</b>	<b>470</b>	<b>471</b>	<b>489</b>
<b>Distressed Sales</b>	<b>52</b>	<b>51</b>	<b>63</b>
<b>Med. SP w/o distr</b>	<b>\$150,000</b>	<b>\$164,000</b>	<b>\$150,450</b>
% CHANGE 2011-12			
SOLD	12.15%	24.21%	16.51%
<b>DOM</b>	<b>22.22%</b>	<b>8.45%</b>	<b>27.54%</b>
MEDIAN	3.75%	-4.26%	-18.60%
<b>LISTINGS</b>	<b>-20.53%</b>	<b>-23.05%</b>	<b>-28.65%</b>
<b>Pendings</b>	<b>12.71%</b>	<b>12.14%</b>	<b>17.55%</b>
<b>Distressed Sales</b>	<b>6.12%</b>	<b>-7.27%</b>	<b>14.55%</b>
<b>Med. SP w/o distr</b>	<b>-8.65%</b>	<b>-0.61%</b>	<b>-12.53%</b>
2011	June	July	August
SOLD	107	95	109
<b>DOM</b>	<b>81</b>	<b>71</b>	<b>69</b>
MEDIAN	\$120,000	\$141,000	\$129,000
<b>LISTINGS</b>	<b>1091</b>	<b>1102</b>	<b>1110</b>
<b>Pendings</b>	<b>417</b>	<b>420</b>	<b>416</b>
<b>Distressed Sales</b>	<b>49</b>	<b>55</b>	<b>55</b>
<b>Med. SP w/o distr</b>	<b>\$164,200</b>	<b>\$165,000</b>	<b>\$172,000</b>
% CHANGE 2010-11			
SOLD	-43.68%	-11.21%	-6.84%
<b>DOM</b>	<b>30.65%</b>	<b>-29.70%</b>	<b>-2.82%</b>
MEDIAN	-5.51%	11.02%	0.00%
<b>LISTINGS</b>	<b>2.92%</b>	<b>-0.45%</b>	<b>-2.46%</b>
<b>Pendings</b>	<b>-0.71%</b>	<b>-0.94%</b>	<b>8.05%</b>
<b>Distressed Sales</b>	<b>-57.76%</b>	<b>-15.38%</b>	<b>0.00%</b>
<b>Med. SP w/o distr</b>	<b>-4.81%</b>	<b>-5.04%</b>	<b>3.30%</b>
2010	June	July	August
SOLD	190	107	117
<b>DOM</b>	<b>62</b>	<b>101</b>	<b>71</b>
MEDIAN	\$127,000	\$127,000	\$129,000
<b>LISTINGS</b>	<b>1,060</b>	<b>1,107</b>	<b>1,138</b>
<b>Pendings</b>	<b>420</b>	<b>424</b>	<b>385</b>
<b>Distressed Sales</b>	<b>116</b>	<b>65</b>	<b>55</b>
<b>Med. SP w/o distr</b>	<b>\$172,500</b>	<b>\$173,750</b>	<b>\$166,500</b>
% CHANGE 2009-10			
SOLD	-21.49%	-49.29%	-35.36%
<b>DOM</b>	<b>-17.33%</b>	<b>12.22%</b>	<b>-24.47%</b>
MEDIAN	52.64%	27.00%	61.25%
<b>LISTINGS</b>	<b>8.27%</b>	<b>12.27%</b>	<b>17.20%</b>
<b>Pendings</b>	<b>-33.75%</b>	<b>-28.38%</b>	<b>-35.62%</b>
<b>Distressed Sales</b>	<b>-40.21%</b>	<b>-56.67%</b>	<b>-60.71%</b>
<b>Med. SP w/o distr</b>	<b>-5.97%</b>	<b>-8.55%</b>	<b>-5.93%</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.