

## Multi - Family Monthly Sales

	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>
	December 2010	January 2011	February 2011
SOLD	124	72	64
<b>DOM</b>	<b>79</b>	<b>73</b>	<b>88</b>
MEDIAN	\$135,000	\$133,750	\$96,000
<b>LISTINGS</b>	<b>987</b>	<b>990</b>	<b>1001</b>
<b>Pendings</b>	<b>363</b>	<b>369</b>	<b>406</b>
<b>Distressed Sales</b>	<b>58</b>	<b>40</b>	<b>39</b>
<b>Med. SP w/o distr</b>	<b>\$173,500</b>	<b>\$162,500</b>	<b>\$170,000</b>
	% CHANGE 2009-10	% CHANGE 2010-11	% CHANGE 2010-11
SOLD	-32.61%	-44.19%	-50.77%
<b>DOM</b>	<b>5.33%</b>	<b>15.87%</b>	<b>20.55%</b>
MEDIAN	16.88%	21.59%	-2.78%
<b>LISTINGS</b>	<b>4.89%</b>	<b>2.91%</b>	<b>0.10%</b>
<b>Pendings</b>	<b>-19.87%</b>	<b>-20.65%</b>	<b>-11.35%</b>
<b>Distressed Sales</b>	<b>-51.26%</b>	<b>-53.49%</b>	<b>-58.06%</b>
<b>Med. SP w/o distr</b>	<b>11.94%</b>	<b>5.52%</b>	<b>4.29%</b>
	December 2009	January 2010	February 2010
SOLD	184	129	130
<b>DOM</b>	<b>75</b>	<b>63</b>	<b>73</b>
MEDIAN	\$115,500	\$110,000	\$98,750
<b>LISTINGS</b>	<b>941</b>	<b>962</b>	<b>1,000</b>
<b>Pendings</b>	<b>453</b>	<b>465</b>	<b>458</b>
<b>Distressed Sales</b>	<b>119</b>	<b>86</b>	<b>93</b>
<b>Med. SP w/o distr</b>	<b>\$155,000</b>	<b>\$154,000</b>	<b>\$163,000</b>
	% CHANGE 2008-09	% CHANGE 2009-10	% CHANGE 2009-10
SOLD	-10.24%	-21.34%	-19.75%
<b>DOM</b>	<b>-15.73%</b>	<b>-36.36%</b>	<b>-25.51%</b>
MEDIAN	21.58%	20.88%	23.44%
<b>LISTINGS</b>	<b>-22.36%</b>	<b>-21.98%</b>	<b>-13.04%</b>
<b>Pendings</b>	<b>-19.11%</b>	<b>-16.67%</b>	<b>-25.77%</b>
<b>Distressed Sales</b>	<b>-26.99%</b>	<b>-35.82%</b>	<b>-32.12%</b>
<b>Med. SP w/o distr</b>	<b>-4.62%</b>	<b>-13.24%</b>	<b>-7.07%</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.