

## Multi - Family Monthly Sales

2012	May	June	July
SOLD	116	120	118
<b>DOM</b>	<b>83</b>	<b>99</b>	<b>77</b>
MEDIAN	\$115,100	\$124,500	\$135,000
<b>LISTINGS</b>	<b>905</b>	<b>867</b>	<b>848</b>
<b>Pendings</b>	<b>448</b>	<b>470</b>	<b>471</b>
<b>Distressed Sales</b>	<b>58</b>	<b>52</b>	<b>51</b>
<b>Med. SP w/o distr</b>	<b>\$148,000</b>	<b>\$150,000</b>	<b>\$164,000</b>
% CHANGE 2011-12			
SOLD	-13.43%	12.15%	24.21%
<b>DOM</b>	<b>10.67%</b>	<b>22.22%</b>	<b>8.45%</b>
MEDIAN	-4.08%	3.75%	-4.26%
<b>LISTINGS</b>	<b>-18.10%</b>	<b>-20.53%</b>	<b>-23.05%</b>
<b>Pendings</b>	<b>16.06%</b>	<b>12.71%</b>	<b>12.14%</b>
<b>Distressed Sales</b>	<b>-18.31%</b>	<b>6.12%</b>	<b>-7.27%</b>
<b>Med. SP w/o distr</b>	<b>2.07%</b>	<b>-8.65%</b>	<b>-0.61%</b>
2011	May	June	July
SOLD	134	107	95
<b>DOM</b>	<b>75</b>	<b>81</b>	<b>71</b>
MEDIAN	\$120,000	\$120,000	\$141,000
<b>LISTINGS</b>	<b>1105</b>	<b>1091</b>	<b>1102</b>
<b>Pendings</b>	<b>386</b>	<b>417</b>	<b>420</b>
<b>Distressed Sales</b>	<b>71</b>	<b>49</b>	<b>55</b>
<b>Med. SP w/o distr</b>	<b>\$145,000</b>	<b>\$164,200</b>	<b>\$165,000</b>
% CHANGE 2010-11			
SOLD	-6.29%	-43.68%	-11.21%
<b>DOM</b>	<b>19.05%</b>	<b>30.65%</b>	<b>-29.70%</b>
MEDIAN	11.21%	-5.51%	11.02%
<b>LISTINGS</b>	<b>4.64%</b>	<b>2.92%</b>	<b>-0.45%</b>
<b>Pendings</b>	<b>-16.99%</b>	<b>-0.71%</b>	<b>-0.94%</b>
<b>Distressed Sales</b>	<b>-21.11%</b>	<b>-57.76%</b>	<b>-15.38%</b>
<b>Med. SP w/o distr</b>	<b>-9.38%</b>	<b>-4.81%</b>	<b>-5.04%</b>
2010	May	June	July
SOLD	143	190	107
<b>DOM</b>	<b>63</b>	<b>62</b>	<b>101</b>
MEDIAN	\$107,900	\$127,000	\$127,000
<b>LISTINGS</b>	<b>1,056</b>	<b>1,060</b>	<b>1,107</b>
<b>Pendings</b>	<b>465</b>	<b>420</b>	<b>424</b>
<b>Distressed Sales</b>	<b>90</b>	<b>116</b>	<b>65</b>
<b>Med. SP w/o distr</b>	<b>\$160,000</b>	<b>\$172,500</b>	<b>\$173,750</b>
% CHANGE 2009-10			
SOLD	-17.82%	-21.49%	-49.29%
<b>DOM</b>	<b>-30.00%</b>	<b>-17.33%</b>	<b>12.22%</b>
MEDIAN	31.59%	52.64%	27.00%
<b>LISTINGS</b>	<b>4.35%</b>	<b>8.27%</b>	<b>12.27%</b>
<b>Pendings</b>	<b>-30.80%</b>	<b>-33.75%</b>	<b>-28.38%</b>
<b>Distressed Sales</b>	<b>-34.78%</b>	<b>-40.21%</b>	<b>-56.67%</b>
<b>Med. SP w/o distr</b>	<b>9.81%</b>	<b>-5.97%</b>	<b>-8.55%</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.