

## Multi - Family Monthly Sales

2011	April	May	June
SOLD	96	134	107
<b>DOM</b>	<b>84</b>	<b>75</b>	<b>81</b>
MEDIAN	\$124,250	\$120,000	\$120,000
<b>LISTINGS</b>	<b>1,076</b>	<b>1,105</b>	<b>1,091</b>
<b>Pendings</b>	<b>391</b>	<b>386</b>	<b>417</b>
<b>Distressed Sales</b>	<b>49</b>	<b>71</b>	<b>49</b>
<b>Med. SP w/o distr</b>	<b>\$162,500</b>	<b>\$145,000</b>	<b>\$164,200</b>
% CHANGE 2010-11			
SOLD	-31.43%	-6.29%	-43.68%
<b>DOM</b>	<b>1.20%</b>	<b>19.05%</b>	<b>30.65%</b>
MEDIAN	0.40%	11.21%	-5.51%
<b>LISTINGS</b>	<b>4.67%</b>	<b>4.64%</b>	<b>2.92%</b>
<b>Pendings</b>	<b>-21.96%</b>	<b>-16.99%</b>	<b>-0.71%</b>
<b>Distressed Sales</b>	<b>-38.75%</b>	<b>-21.11%</b>	<b>-57.76%</b>
<b>Med. SP w/o distr</b>	<b>0.00%</b>	<b>-9.38%</b>	<b>-4.81%</b>
2010	April	May	June
SOLD	140	143	190
<b>DOM</b>	<b>83</b>	<b>63</b>	<b>62</b>
MEDIAN	\$123,750	\$107,900	\$127,000
<b>LISTINGS</b>	<b>1,028</b>	<b>1,056</b>	<b>1,060</b>
<b>Pendings</b>	<b>501</b>	<b>465</b>	<b>420</b>
<b>Distressed Sales</b>	<b>80</b>	<b>90</b>	<b>116</b>
<b>Med. SP w/o distr</b>	<b>\$162,500</b>	<b>\$160,000</b>	<b>\$172,500</b>
% CHANGE 2009-10			
SOLD	-37.78%	-17.82%	-21.49%
<b>DOM</b>	<b>5.06%</b>	<b>-30.00%</b>	<b>-17.33%</b>
MEDIAN	77.04%	31.59%	52.64%
<b>LISTINGS</b>	<b>3.01%</b>	<b>4.35%</b>	<b>8.27%</b>
<b>Pendings</b>	<b>-29.04%</b>	<b>-30.80%</b>	<b>-33.75%</b>
<b>Distressed Sales</b>	<b>-58.33%</b>	<b>-34.78%</b>	<b>-40.21%</b>
<b>Med. SP w/o distr</b>	<b>-9.72%</b>	<b>9.81%</b>	<b>-5.97%</b>
2009	April	May	June
SOLD	225	174	242
<b>DOM</b>	<b>79</b>	<b>90</b>	<b>75</b>
MEDIAN	\$69,900	\$82,000	\$83,200
<b>LISTINGS</b>	<b>998</b>	<b>1,012</b>	<b>979</b>
<b>Pendings</b>	<b>706</b>	<b>672</b>	<b>634</b>
<b>Distressed Sales</b>	<b>192</b>	<b>138</b>	<b>194</b>
<b>Med. SP w/o distr</b>	<b>\$180,000</b>	<b>\$145,705</b>	<b>\$183,450</b>
% CHANGE 2008-09			
SOLD	57.34%	46.22%	64.63%
<b>DOM</b>	<b>-22.55%</b>	<b>-11.76%</b>	<b>-15.73%</b>
MEDIAN	-53.40%	-48.26%	-44.50%
<b>LISTINGS</b>			
<b>Pendings</b>			
<b>Distressed Sales</b>		<b>79.22%</b>	<b>83.02%</b>
<b>Med. SP w/o distr</b>		<b>-46.04%</b>	<b>-16.61%</b>