

## Multi - Family Monthly Sales

2013	April	May	June
SOLD	113	117	115
<b>DOM</b>	<b>78</b>	<b>93</b>	<b>71</b>
MEDIAN	\$107,000	\$129,000	\$138,000
<b>LISTINGS</b>	<b>707</b>	<b>711</b>	<b>730</b>
<b>Pendings</b>	<b>423</b>	<b>442</b>	<b>417</b>
<b>Distressed Sales</b>	<b>52</b>	<b>41</b>	<b>40</b>
<b>Med. SP w/o distr</b>	<b>\$135,000</b>	<b>\$146,000</b>	<b>\$159,000</b>
% CHANGE 2012-13			
SOLD	10.78%	0.86%	-4.17%
<b>DOM</b>	<b>-9.30%</b>	<b>12.05%</b>	<b>-28.28%</b>
MEDIAN	-16.08%	12.08%	10.84%
<b>LISTINGS</b>	<b>-21.88%</b>	<b>-21.44%</b>	<b>-15.80%</b>
<b>Pendings</b>	<b>-3.64%</b>	<b>-1.34%</b>	<b>-11.28%</b>
<b>Distressed Sales</b>	<b>4.00%</b>	<b>-29.31%</b>	<b>-23.08%</b>
<b>Med. SP w/o distr</b>	<b>-21.74%</b>	<b>-1.35%</b>	<b>6.00%</b>
2012	April	May	June
SOLD	102	116	120
<b>DOM</b>	<b>86</b>	<b>83</b>	<b>99</b>
MEDIAN	\$127,499	\$115,100	\$124,500
<b>LISTINGS</b>	<b>905</b>	<b>905</b>	<b>867</b>
<b>Pendings</b>	<b>439</b>	<b>448</b>	<b>470</b>
<b>Distressed Sales</b>	<b>50</b>	<b>58</b>	<b>52</b>
<b>Med. SP w/o distr</b>	<b>\$172,500</b>	<b>\$148,000</b>	<b>\$150,000</b>
% CHANGE 2011-12			
SOLD	6.25%	-13.43%	12.15%
<b>DOM</b>	<b>2.38%</b>	<b>10.67%</b>	<b>22.22%</b>
MEDIAN	2.61%	-4.08%	3.75%
<b>LISTINGS</b>	<b>-15.89%</b>	<b>-18.10%</b>	<b>-20.53%</b>
<b>Pendings</b>	<b>12.28%</b>	<b>16.06%</b>	<b>12.71%</b>
<b>Distressed Sales</b>	<b>2.04%</b>	<b>-18.31%</b>	<b>6.12%</b>
<b>Med. SP w/o distr</b>	<b>6.15%</b>	<b>2.07%</b>	<b>-8.65%</b>
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>1076</b>	<b>1105</b>	<b>1091</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>

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.