

## Multi - Family Monthly Sales

2013	January	February	March
SOLD	80	79	98
<b>DOM</b>	<b>92</b>	<b>87</b>	<b>98</b>
MEDIAN	\$115,500	\$96,000	\$125,000
<b>LISTINGS</b>	<b>638</b>	<b>643</b>	<b>671</b>
<b>Pendings</b>	<b>418</b>	<b>414</b>	<b>419</b>
<b>Distressed Sales</b>	<b>33</b>	<b>47</b>	<b>41</b>
<b>Med. SP w/o distr</b>	<b>\$146,500</b>	<b>\$146,500</b>	<b>\$142,000</b>
% CHANGE 2012-13			
SOLD	-13.04%	2.60%	-15.52%
<b>DOM</b>	<b>8.24%</b>	<b>-19.44%</b>	<b>-14.04%</b>
MEDIAN	4.90%	-7.69%	-1.54%
<b>LISTINGS</b>	<b>-28.79%</b>	<b>-25.84%</b>	<b>-22.25%</b>
<b>Pendings</b>	<b>12.06%</b>	<b>-6.33%</b>	<b>-5.20%</b>
<b>Distressed Sales</b>	<b>-40.00%</b>	<b>6.82%</b>	<b>-30.51%</b>
<b>Med. SP w/o distr</b>	<b>-2.27%</b>	<b>1.03%</b>	<b>-2.41%</b>
2012	January	February	March
SOLD	92	77	116
<b>DOM</b>	<b>85</b>	<b>108</b>	<b>114</b>
MEDIAN	\$110,100	\$104,000	\$126,950
<b>LISTINGS</b>	<b>896</b>	<b>867</b>	<b>863</b>
<b>Pendings</b>	<b>373</b>	<b>442</b>	<b>442</b>
<b>Distressed Sales</b>	<b>55</b>	<b>44</b>	<b>59</b>
<b>Med. SP w/o distr</b>	<b>\$149,900</b>	<b>\$145,000</b>	<b>\$145,500</b>
% CHANGE 2011-12			
SOLD	27.78%	20.31%	1.75%
<b>DOM</b>	<b>16.44%</b>	<b>22.73%</b>	<b>10.68%</b>
MEDIAN	-17.68%	8.33%	5.79%
<b>LISTINGS</b>	<b>-9.49%</b>	<b>-13.39%</b>	<b>-15.39%</b>
<b>Pendings</b>	<b>1.08%</b>	<b>8.87%</b>	<b>3.27%</b>
<b>Distressed Sales</b>	<b>37.50%</b>	<b>12.82%</b>	<b>-10.61%</b>
<b>Med. SP w/o distr</b>	<b>-7.75%</b>	<b>-14.71%</b>	<b>-12.35%</b>
2011	January	February	March
SOLD	72	64	114
<b>DOM</b>	<b>73</b>	<b>88</b>	<b>103</b>
MEDIAN	\$133,750	\$96,000	\$120,000
<b>LISTINGS</b>	<b>990</b>	<b>1001</b>	<b>1020</b>
<b>Pendings</b>	<b>369</b>	<b>406</b>	<b>428</b>
<b>Distressed Sales</b>	<b>40</b>	<b>39</b>	<b>66</b>
<b>Med. SP w/o distr</b>	<b>\$162,500</b>	<b>\$170,000</b>	<b>\$166,000</b>
% CHANGE 2010-11			
SOLD	-44.19%	-50.77%	-18.57%
<b>DOM</b>	<b>15.87%</b>	<b>20.55%</b>	<b>37.33%</b>
MEDIAN	21.59%	-2.78%	0.00%
<b>LISTINGS</b>	<b>2.91%</b>	<b>0.10%</b>	<b>-1.16%</b>
<b>Pendings</b>	<b>-20.65%</b>	<b>-11.35%</b>	<b>-11.75%</b>
<b>Distressed Sales</b>	<b>-53.49%</b>	<b>-58.06%</b>	<b>-25.00%</b>
<b>Med. SP w/o distr</b>	<b>5.52%</b>	<b>4.29%</b>	<b>-2.35%</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.