

## Multifamily Monthly Sales

|                          | March 2018       | April 2018       | May 2018         |
|--------------------------|------------------|------------------|------------------|
| SOLD                     | 147              | 164              | 152              |
| <b>DOM</b>               | <b>58</b>        | <b>52</b>        | <b>46</b>        |
| MEDIAN                   | \$225,000        | \$229,500        | \$241,107        |
| <b>LISTINGS</b>          | <b>461</b>       | <b>535</b>       | <b>613</b>       |
| <b>Pendings</b>          | <b>328</b>       | <b>284</b>       | <b>330</b>       |
| <b>Distressed Sales</b>  | <b>15</b>        | <b>20</b>        | <b>11</b>        |
| <b>Med. SP w/o distr</b> | <b>\$226,500</b> | <b>\$239,000</b> | <b>\$246,000</b> |
|                          |                  |                  |                  |
| % CHANGE 2017-18         |                  |                  |                  |
| SOLD                     | 4.26%            | 7.19%            | 7.80%            |
| <b>DOM</b>               | <b>-1.69%</b>    | <b>-17.46%</b>   | <b>0.00%</b>     |
| MEDIAN                   | 28.57%           | 19.22%           | 21.16%           |
| <b>LISTINGS</b>          | <b>-4.95%</b>    | <b>7.21%</b>     | <b>16.10%</b>    |
| <b>Pendings</b>          | <b>-14.58%</b>   | <b>-16.22%</b>   | <b>-7.82%</b>    |
| <b>Distressed Sales</b>  | <b>-44.44%</b>   | <b>-13.04%</b>   | <b>-63.33%</b>   |
| <b>Med. SP w/o distr</b> | <b>16.15%</b>    | <b>16.87%</b>    | <b>14.42%</b>    |
|                          |                  |                  |                  |
|                          | March 2017       | April 2017       | May 2017         |
| SOLD                     | 141              | 153              | 141              |
| <b>DOM</b>               | <b>59</b>        | <b>63</b>        | <b>46</b>        |
| MEDIAN                   | \$175,000        | \$192,500        | \$199,000        |
| <b>LISTINGS</b>          | <b>485</b>       | <b>499</b>       | <b>528</b>       |
| <b>Pendings</b>          | <b>384</b>       | <b>339</b>       | <b>358</b>       |
| <b>Distressed Sales</b>  | <b>27</b>        | <b>23</b>        | <b>30</b>        |
| <b>Med. SP w/o distr</b> | <b>\$195,000</b> | <b>\$204,500</b> | <b>\$215,000</b> |
|                          |                  |                  |                  |
| % CHANGE 2016-17         |                  |                  |                  |
| SOLD                     | 20.51%           | 42.99%           | 19.49%           |
| <b>DOM</b>               | <b>-21.33%</b>   | <b>-11.27%</b>   | <b>-31.34%</b>   |
| MEDIAN                   | 0.00%            | 6.94%            | 10.56%           |
| <b>LISTINGS</b>          | <b>-20.88%</b>   | <b>-21.79%</b>   | <b>-18.52%</b>   |
| <b>Pendings</b>          | <b>0.26%</b>     | <b>-17.92%</b>   | <b>-17.70%</b>   |
| <b>Distressed Sales</b>  | <b>68.75%</b>    | <b>21.05%</b>    | <b>57.89%</b>    |
| <b>Med. SP w/o distr</b> | <b>5.41%</b>     | <b>9.36%</b>     | <b>10.88%</b>    |
|                          |                  |                  |                  |
|                          | March 2016       | April 2016       | May 2016         |
| SOLD                     | 117              | 107              | 118              |
| <b>DOM</b>               | <b>75</b>        | <b>71</b>        | <b>67</b>        |
| MEDIAN                   | \$175,000        | \$180,000        | \$180,000        |
| <b>LISTINGS</b>          | <b>613</b>       | <b>638</b>       | <b>648</b>       |
| <b>Pendings</b>          | <b>383</b>       | <b>413</b>       | <b>435</b>       |
| <b>Distressed Sales</b>  | <b>16</b>        | <b>19</b>        | <b>19</b>        |
| <b>Med. SP w/o distr</b> | <b>\$185,000</b> | <b>\$187,000</b> | <b>\$193,900</b> |
|                          |                  |                  |                  |
| % CHANGE 2015-16         |                  |                  |                  |
| SOLD                     | 1.74%            | -13.71%          | 29.67%           |
| <b>DOM</b>               | <b>-3.85%</b>    | <b>-15.48%</b>   | <b>-10.67%</b>   |
| MEDIAN                   | 10.41%           | 9.89%            | 18.42%           |
| <b>LISTINGS</b>          | <b>-15.33%</b>   | <b>-22.67%</b>   | <b>-27.03%</b>   |
| <b>Pendings</b>          | <b>0.52%</b>     | <b>-4.62%</b>    | <b>0.00%</b>     |
| <b>Distressed Sales</b>  | <b>-40.74%</b>   | <b>-47.22%</b>   | <b>-24.00%</b>   |
| <b>Med. SP w/o distr</b> | <b>6.47%</b>     | <b>3.03%</b>     | <b>11.47%</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.