

## Multi - Family Monthly Sales

2011	August	September	October
SOLD	109	120	108
<b>DOM</b>	<b>69</b>	<b>75</b>	<b>78</b>
MEDIAN	\$129,000	\$118,575	\$100,000
<b>LISTINGS</b>	<b>1,110</b>	<b>1,086</b>	<b>1,033</b>
<b>Pendings</b>	<b>416</b>	<b>397</b>	<b>391</b>
<b>Distressed Sales</b>	<b>55</b>	<b>66</b>	<b>64</b>
<b>Med. SP w/o distr</b>	<b>\$172,000</b>	<b>\$155,000</b>	<b>\$134,750</b>
% CHANGE 2010-11			
SOLD	-6.84%	8.11%	0.93%
<b>DOM</b>	<b>-2.82%</b>	<b>10.29%</b>	<b>8.33%</b>
MEDIAN	0.00%	-7.00%	-31.03%
<b>LISTINGS</b>	<b>-2.46%</b>	<b>-7.50%</b>	<b>-9.31%</b>
<b>Pendings</b>	<b>8.05%</b>	<b>5.87%</b>	<b>2.62%</b>
<b>Distressed Sales</b>	<b>0.00%</b>	<b>-5.71%</b>	<b>25.49%</b>
<b>Med. SP w/o distr</b>	<b>3.30%</b>	<b>-16.01%</b>	<b>-24.62%</b>
2010	August	September	October
SOLD	117	111	107
<b>DOM</b>	<b>71</b>	<b>68</b>	<b>72</b>
MEDIAN	\$129,000	\$127,500	\$145,000
<b>LISTINGS</b>	<b>1,138</b>	<b>1,174</b>	<b>1,139</b>
<b>Pendings</b>	<b>385</b>	<b>375</b>	<b>381</b>
<b>Distressed Sales</b>	<b>55</b>	<b>70</b>	<b>51</b>
<b>Med. SP w/o distr</b>	<b>\$166,500</b>	<b>\$184,536</b>	<b>\$178,750</b>
% CHANGE 2009-10			
SOLD	-35.36%	-32.32%	-42.78%
<b>DOM</b>	<b>-24.47%</b>	<b>-2.86%</b>	<b>-1.37%</b>
MEDIAN	61.25%	11.43%	31.82%
<b>LISTINGS</b>	<b>17.20%</b>	<b>19.80%</b>	<b>17.54%</b>
<b>Pendings</b>	<b>-35.62%</b>	<b>-33.63%</b>	<b>-29.70%</b>
<b>Distressed Sales</b>	<b>-60.71%</b>	<b>-32.69%</b>	<b>-59.84%</b>
<b>Med. SP w/o distr</b>	<b>-5.93%</b>	<b>11.70%</b>	<b>5.15%</b>
2009	August	September	October
SOLD	181	164	187
<b>DOM</b>	<b>94</b>	<b>70</b>	<b>73</b>
MEDIAN	\$80,000	\$114,425	\$110,000
<b>LISTINGS</b>	<b>971</b>	<b>980</b>	<b>969</b>
<b>Pendings</b>	<b>598</b>	<b>565</b>	<b>542</b>
<b>Distressed Sales</b>	<b>140</b>	<b>104</b>	<b>127</b>
<b>Med. SP w/o distr</b>	<b>\$177,000</b>	<b>\$165,200</b>	<b>\$170,000</b>
% CHANGE 2008-09			
SOLD	37.12%	-2.38%	-3.11%
<b>DOM</b>	<b>2.17%</b>	<b>-29.29%</b>	<b>-18.89%</b>
MEDIAN	-37.62%	-15.24%	-5.17%
<b>LISTINGS</b>	<b>-35.74%</b>	<b>-30.10%</b>	<b>-30.64%</b>
<b>Pendings</b>	<b>14.12%</b>	<b>-0.35%</b>	<b>-9.52%</b>
<b>Distressed Sales</b>	<b>35.92%</b>	<b>-9.57%</b>	<b>-18.59%</b>
<b>Med. SP w/o distr</b>	<b>-17.67%</b>	<b>-23.16%</b>	<b>-20.93%</b>