

Multi - Family Monthly Sales

| 2012 | August | September | October |
|--------------------------|------------------|------------------|------------------|
| SOLD | 127 | 100 | 124 |
| DOM | 88 | 82 | 83 |
| MEDIAN | \$105,000 | \$130,250 | \$120,400 |
| LISTINGS | 792 | 785 | 760 |
| Pendings | 489 | 470 | 429 |
| Distressed Sales | 63 | 46 | 56 |
| Med. SP w/o distr | \$150,450 | \$158,500 | \$149,500 |
| | | | |
| % CHANGE 2011-12 | | | |
| SOLD | 16.51% | -16.67% | 14.81% |
| DOM | 27.54% | 9.33% | 6.41% |
| MEDIAN | -18.60% | 9.85% | 20.40% |
| LISTINGS | -28.65% | -27.72% | -26.43% |
| Pendings | 17.55% | 18.39% | 9.72% |
| Distressed Sales | 14.55% | -30.30% | -12.50% |
| Med. SP w/o distr | -12.53% | 2.26% | 10.95% |
| | | | |
| 2011 | August | September | October |
| SOLD | 109 | 120 | 108 |
| DOM | 69 | 75 | 78 |
| MEDIAN | \$129,000 | \$118,575 | \$100,000 |
| LISTINGS | 1110 | 1086 | 1033 |
| Pendings | 416 | 397 | 391 |
| Distressed Sales | 55 | 66 | 64 |
| Med. SP w/o distr | \$172,000 | \$155,000 | \$134,750 |
| | | | |
| % CHANGE 2010-11 | | | |
| SOLD | -6.84% | 8.11% | 0.93% |
| DOM | -2.82% | 10.29% | 8.33% |
| MEDIAN | 0.00% | -7.00% | -31.03% |
| LISTINGS | -2.46% | -7.50% | -9.31% |
| Pendings | 8.05% | 5.87% | 2.62% |
| Distressed Sales | 0.00% | -5.71% | 25.49% |
| Med. SP w/o distr | 3.30% | -16.01% | -24.62% |
| | | | |
| 2010 | August | September | October |
| SOLD | 117 | 111 | 107 |
| DOM | 71 | 68 | 72 |
| MEDIAN | \$129,000 | \$127,500 | \$145,000 |
| LISTINGS | 1,138 | 1,174 | 1,139 |
| Pendings | 385 | 375 | 381 |
| Distressed Sales | 55 | 70 | 51 |
| Med. SP w/o distr | \$166,500 | \$184,536 | \$178,750 |
| | | | |
| % CHANGE 2009-10 | | | |
| SOLD | -35.36% | -32.32% | -42.78% |
| DOM | -24.47% | -2.86% | -1.37% |
| MEDIAN | 61.25% | 11.43% | 31.82% |
| LISTINGS | 17.20% | 19.80% | 17.54% |
| Pendings | -35.62% | -33.63% | -29.70% |
| Distressed Sales | -60.71% | -32.69% | -59.84% |
| Med. SP w/o distr | -5.93% | 11.70% | 5.15% |

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.