

## Multi - Family Monthly Sales

2011	July	August	September
SOLD	95	109	120
<b>DOM</b>	<b>71</b>	<b>69</b>	<b>75</b>
MEDIAN	\$141,000	\$129,000	\$118,575
<b>LISTINGS</b>	<b>1,102</b>	<b>1,110</b>	<b>1,086</b>
<b>Pendings</b>	<b>420</b>	<b>416</b>	<b>397</b>
<b>Distressed Sales</b>	<b>55</b>	<b>55</b>	<b>66</b>
<b>Med. SP w/o distr</b>	<b>\$165,000</b>	<b>\$172,000</b>	<b>\$155,000</b>
% CHANGE 2010-11			
SOLD	-11.21%	-6.84%	8.11%
<b>DOM</b>	<b>-29.70%</b>	<b>-2.82%</b>	<b>10.29%</b>
MEDIAN	11.02%	0.00%	-7.00%
<b>LISTINGS</b>	<b>-0.45%</b>	<b>-2.46%</b>	<b>-7.50%</b>
<b>Pendings</b>	<b>-0.94%</b>	<b>8.05%</b>	<b>5.87%</b>
<b>Distressed Sales</b>	<b>-15.38%</b>	<b>0.00%</b>	<b>-5.71%</b>
<b>Med. SP w/o distr</b>	<b>-5.04%</b>	<b>3.30%</b>	<b>-16.01%</b>
2010	July	August	September
SOLD	107	117	111
<b>DOM</b>	<b>101</b>	<b>71</b>	<b>68</b>
MEDIAN	\$127,000	\$129,000	\$127,500
<b>LISTINGS</b>	<b>1,107</b>	<b>1,138</b>	<b>1,174</b>
<b>Pendings</b>	<b>424</b>	<b>385</b>	<b>375</b>
<b>Distressed Sales</b>	<b>65</b>	<b>55</b>	<b>70</b>
<b>Med. SP w/o distr</b>	<b>\$173,750</b>	<b>\$166,500</b>	<b>\$184,536</b>
% CHANGE 2009-10			
SOLD	-49.29%	-35.36%	-32.32%
<b>DOM</b>	<b>12.22%</b>	<b>-24.47%</b>	<b>-2.86%</b>
MEDIAN	27.00%	61.25%	11.43%
<b>LISTINGS</b>	<b>12.27%</b>	<b>17.20%</b>	<b>19.80%</b>
<b>Pendings</b>	<b>-28.38%</b>	<b>-35.62%</b>	<b>-33.63%</b>
<b>Distressed Sales</b>	<b>-56.67%</b>	<b>-60.71%</b>	<b>-32.69%</b>
<b>Med. SP w/o distr</b>	<b>-8.55%</b>	<b>-5.93%</b>	<b>11.70%</b>
2009	July	August	September
SOLD	211	181	164
<b>DOM</b>	<b>90</b>	<b>94</b>	<b>70</b>
MEDIAN	\$100,000	\$80,000	\$114,425
<b>LISTINGS</b>	<b>986</b>	<b>971</b>	<b>980</b>
<b>Pendings</b>	<b>592</b>	<b>598</b>	<b>565</b>
<b>Distressed Sales</b>	<b>150</b>	<b>140</b>	<b>104</b>
<b>Med. SP w/o distr</b>	<b>\$190,000</b>	<b>\$177,000</b>	<b>\$165,200</b>
% CHANGE 2008-09			
SOLD	42.57%	37.12%	-2.38%
<b>DOM</b>	<b>15.38%</b>	<b>2.17%</b>	<b>-29.29%</b>
MEDIAN	-28.57%	-37.62%	-15.24%
<b>LISTINGS</b>	<b>-38.76%</b>	<b>-35.74%</b>	<b>-30.10%</b>
<b>Pendings</b>	<b>22.06%</b>	<b>14.12%</b>	<b>-0.35%</b>
<b>Distressed Sales</b>	<b>40.19%</b>	<b>35.92%</b>	<b>-9.57%</b>
<b>Med. SP w/o distr</b>	<b>-15.56%</b>	<b>-17.67%</b>	<b>-23.16%</b>