



Queens County Market Update

August 2011

Data for this report was pulled on September 7, 2011

Median Sales Price of Closed Sales	2
Average Sales Price of Closed Sales	3
Median Contract Price of Contract Sales	4
Average Contract Price of Contract Sales	5
Pct. of Original List Price Received at Sale	6
Housing Affordability Index	7
Contract Sales	8
Closed Sales	9
Closed Sales by Price Range	10
Active Inventory of Homes for Sale	11
Months Supply of Inventory	12



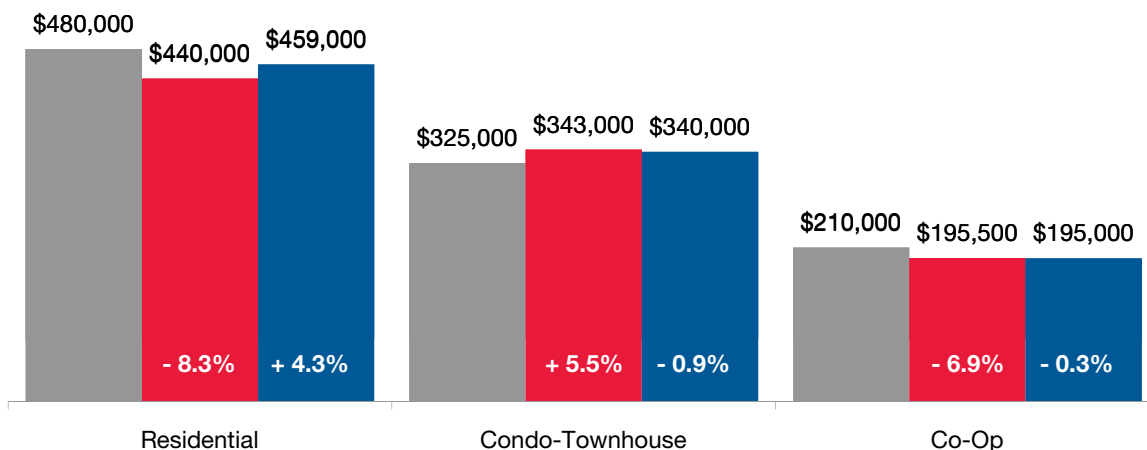
Median Sales Price of Closed Sales

Queens County Only



Median Sales Price of Closed Sales by Property Type

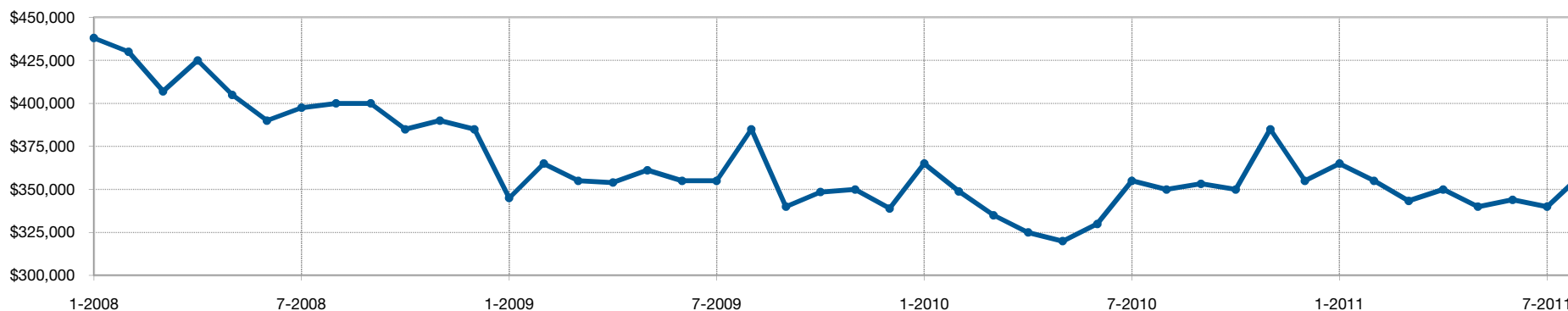
■ 8-2009 ■ 8-2010 ■ 8-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	\$353,290	\$340,000	+ 3.9%
10-2010	\$350,000	\$348,500	+ 0.4%
11-2010	\$385,000	\$350,000	+ 10.0%
12-2010	\$355,000	\$338,944	+ 4.7%
1-2011	\$365,000	\$365,000	- 0.0%
2-2011	\$355,000	\$348,850	+ 1.8%
3-2011	\$343,400	\$335,000	+ 2.5%
4-2011	\$350,000	\$325,000	+ 7.7%
5-2011	\$340,000	\$320,000	+ 6.3%
6-2011	\$344,000	\$330,000	+ 4.2%
7-2011	\$340,000	\$355,000	- 4.2%
8-2011	\$358,610	\$350,000	+ 2.5%
12-Month Med	\$353,275	\$342,191	+ 3.2%

Historical Median Sales Price in Queens County All Property Types



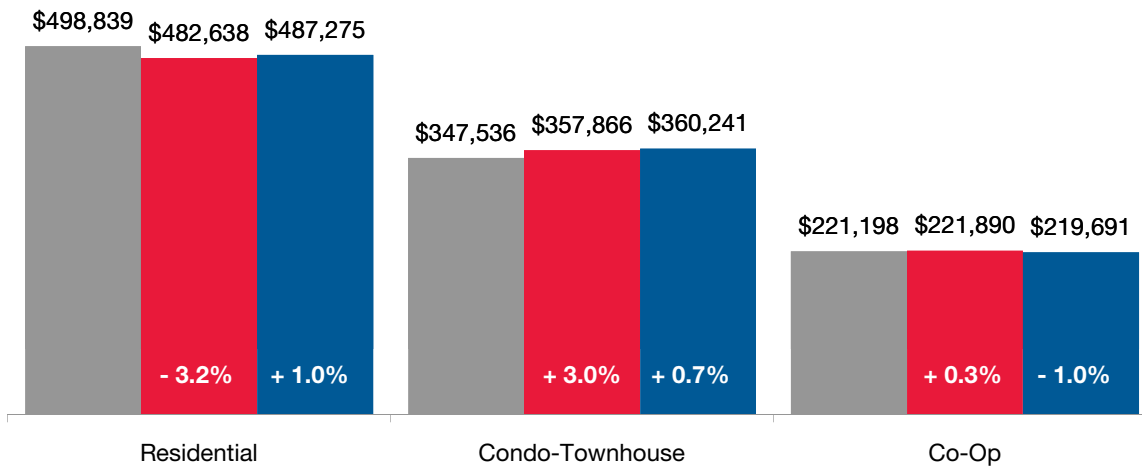
Average Sales Price of Closed Sales

Queens County Only



Average Sales Price of Closed Sales by Property Type

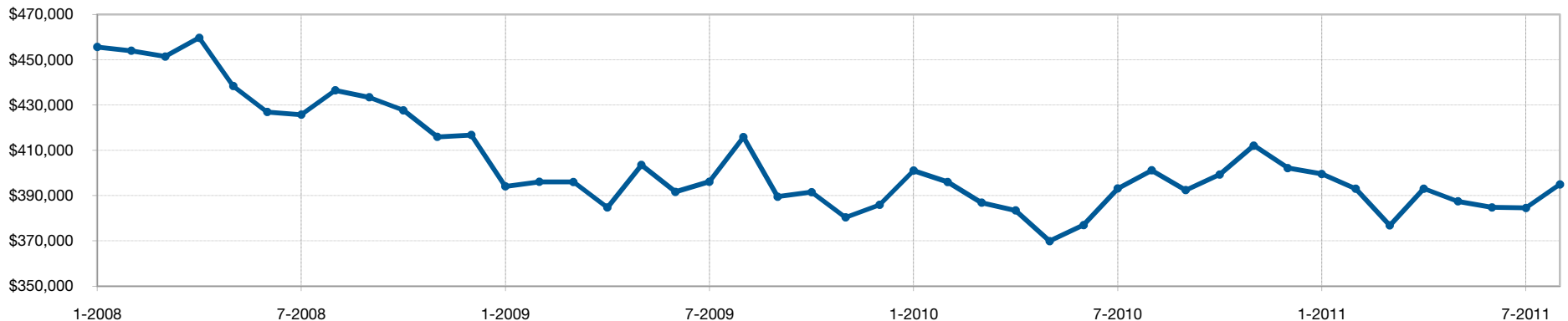
■ 8-2009 ■ 8-2010 ■ 8-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	\$392,392	\$389,489	+ 0.7%
10-2010	\$399,293	\$391,509	+ 2.0%
11-2010	\$412,061	\$380,385	+ 8.3%
12-2010	\$402,118	\$385,887	+ 4.2%
1-2011	\$399,524	\$401,007	- 0.4%
2-2011	\$393,009	\$395,980	- 0.8%
3-2011	\$376,803	\$386,842	- 2.6%
4-2011	\$393,037	\$383,457	+ 2.5%
5-2011	\$387,457	\$369,914	+ 4.7%
6-2011	\$384,771	\$376,975	+ 2.1%
7-2011	\$384,534	\$393,088	- 2.2%
8-2011	\$394,966	\$401,115	- 1.5%
12-Month Avg	\$393,330	\$387,971	+ 1.4%

Historical Average Sales Price in Queens County All Property Types

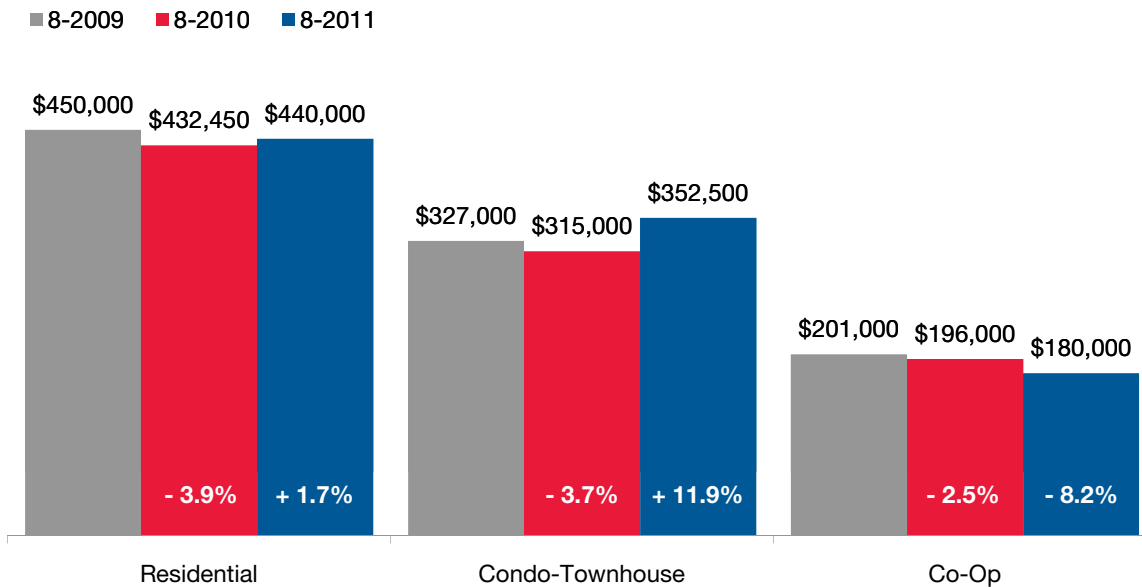


Median Contract Price of Contract Sales

Queens County Only



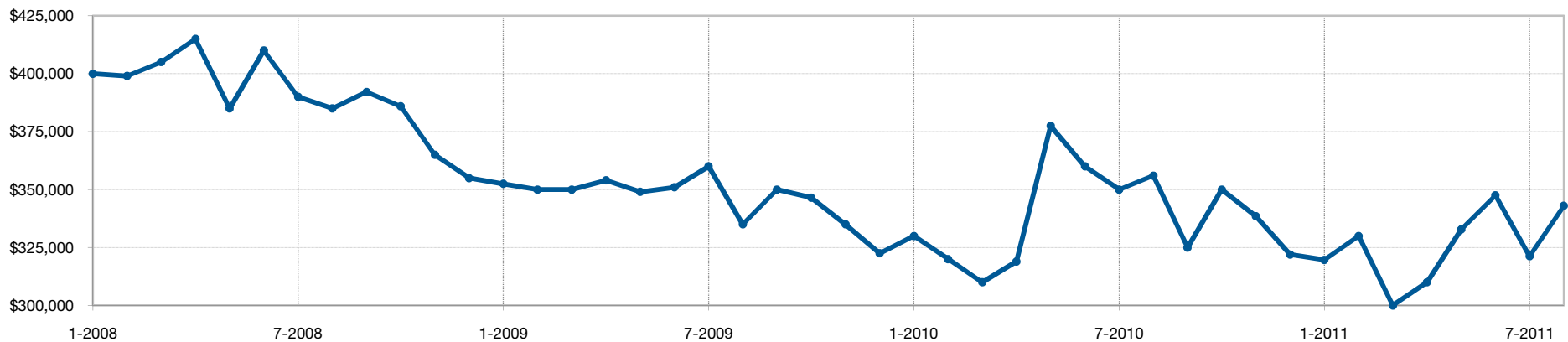
Median Contract Price of Contract Sales by Property Type



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	\$325,000	\$350,000	- 7.1%
10-2010	\$350,000	\$346,500	+ 1.0%
11-2010	\$338,500	\$335,000	+ 1.0%
12-2010	\$322,000	\$322,500	- 0.2%
1-2011	\$319,650	\$330,000	- 3.1%
2-2011	\$330,000	\$320,000	+ 3.1%
3-2011	\$300,000	\$310,000	- 3.2%
4-2011	\$310,000	\$319,000	- 2.8%
5-2011	\$332,800	\$377,500	- 11.8%
6-2011	\$347,500	\$360,000	- 3.5%
7-2011	\$321,250	\$350,000	- 8.2%
8-2011	\$343,000	\$356,000	- 3.7%
12-Month Avg	\$328,308	\$339,708	- 3.4%

Historical Median Sales Price of Contract Sales in Queens County All Properties



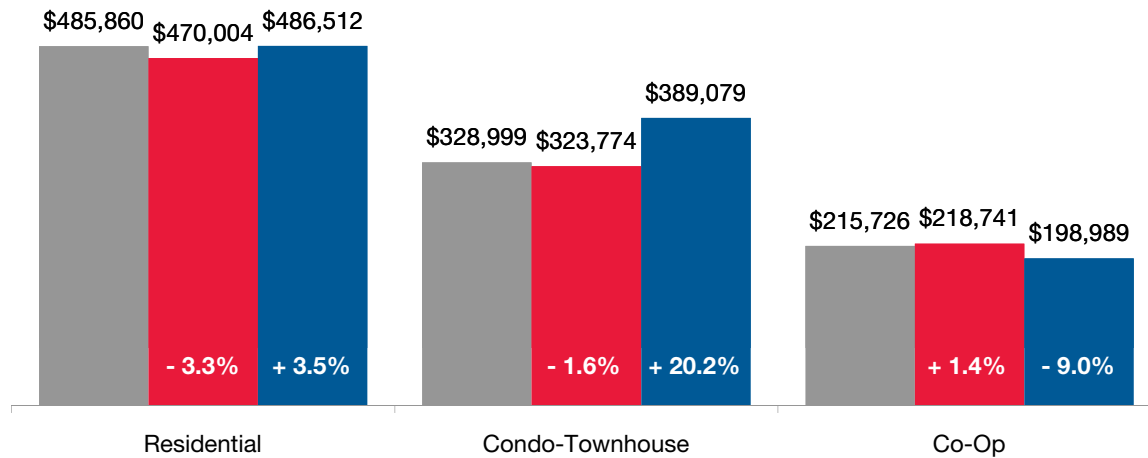
Average Contract Price of Contract Sales

Queens County Only



Average Contract Price of Contract Sales by Property Type

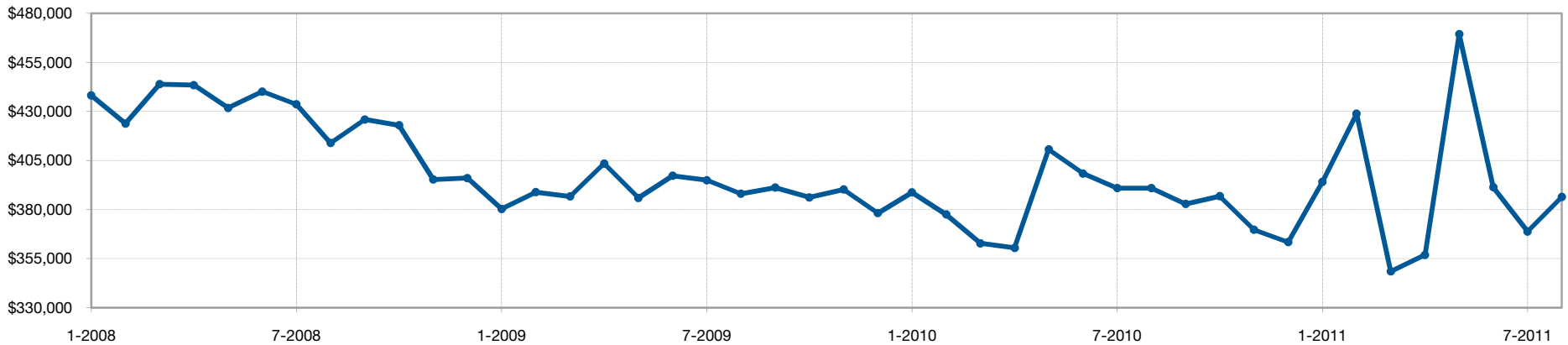
■ 8-2009 ■ 8-2010 ■ 8-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	\$382,820	\$391,175	- 2.1%
10-2010	\$386,793	\$386,171	+ 0.2%
11-2010	\$369,695	\$390,199	- 5.3%
12-2010	\$363,360	\$378,175	- 3.9%
1-2011	\$394,147	\$388,681	+ 1.4%
2-2011	\$428,798	\$377,514	+ 13.6%
3-2011	\$348,470	\$362,768	- 3.9%
4-2011	\$356,872	\$360,442	- 1.0%
5-2011	\$469,396	\$410,592	+ 14.3%
6-2011	\$391,331	\$398,330	- 1.8%
7-2011	\$368,807	\$390,918	- 5.7%
8-2011	\$386,415	\$390,931	- 1.2%
12-Month Avg	\$387,242	\$385,491	+ 0.5%

Historical Average Contract Price of Contract Sales in Queens County All Property Types



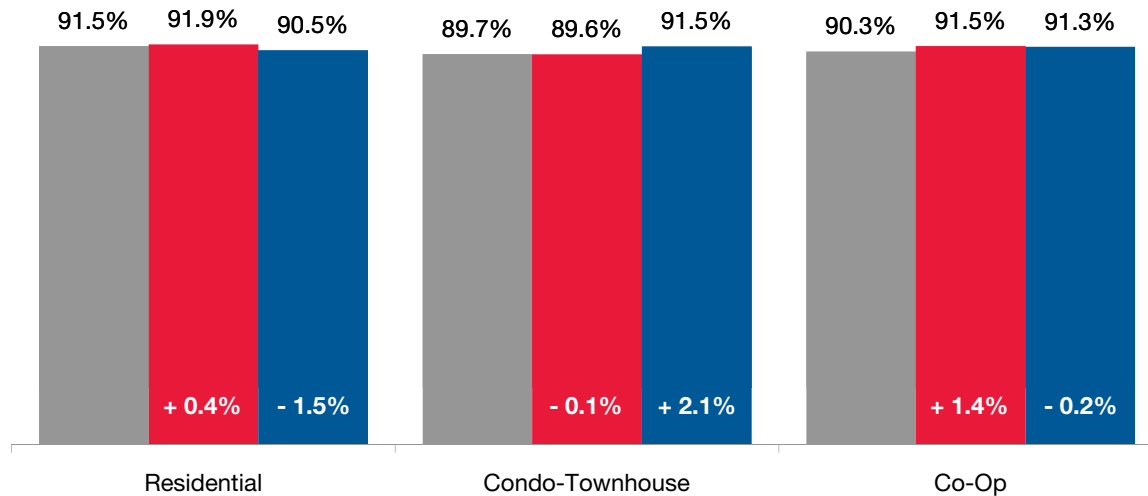
Pct. of Original List Price Received at Sale

Queens County Only



Pct. of Original List Price Received at Sale by Property Type

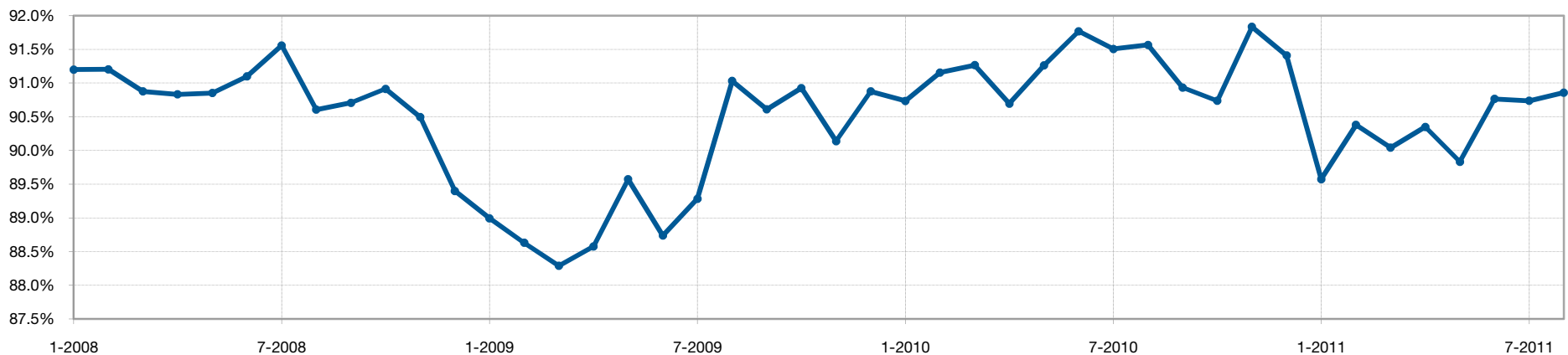
■ 8-2009 ■ 8-2010 ■ 8-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	90.9%	90.6%	+ 0.4%
10-2010	90.7%	90.9%	- 0.2%
11-2010	91.8%	90.1%	+ 1.9%
12-2010	91.4%	90.9%	+ 0.6%
1-2011	89.6%	90.7%	- 1.3%
2-2011	90.4%	91.2%	- 0.9%
3-2011	90.0%	91.3%	- 1.3%
4-2011	90.3%	90.7%	- 0.4%
5-2011	89.8%	91.3%	- 1.6%
6-2011	90.8%	91.8%	- 1.1%
7-2011	90.7%	91.5%	- 0.8%
8-2011	90.9%	91.6%	- 0.8%
12-Month Avg	90.6%	91.0%	- 0.5%

Historical Pct. of Original List Price Received at Sale for Queens County All Property Types

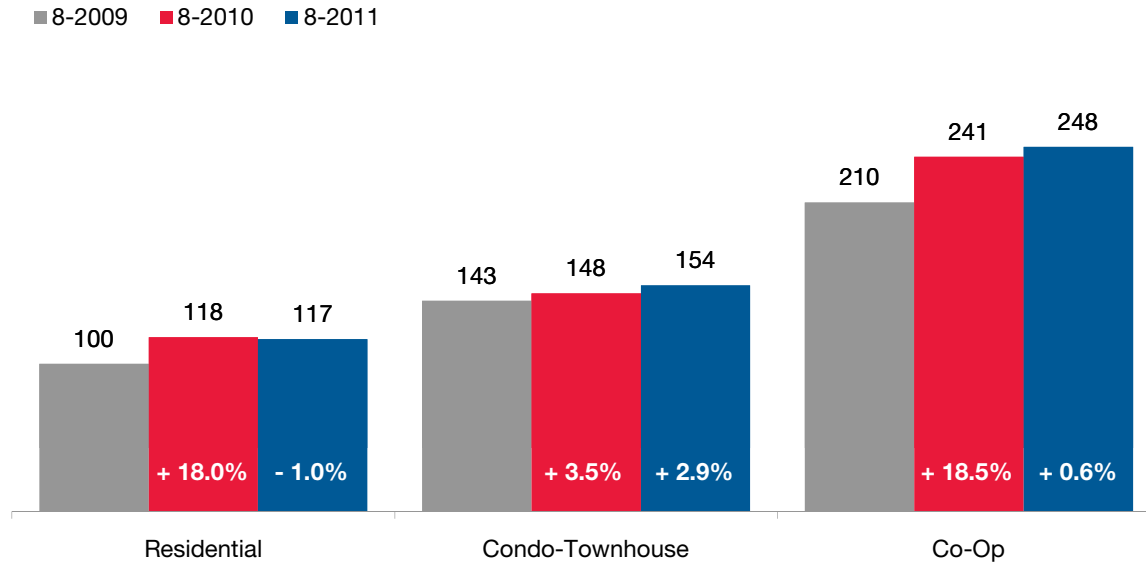


Housing Affordability Index

Queens County Only



Housing Affordability Indices by Property Type

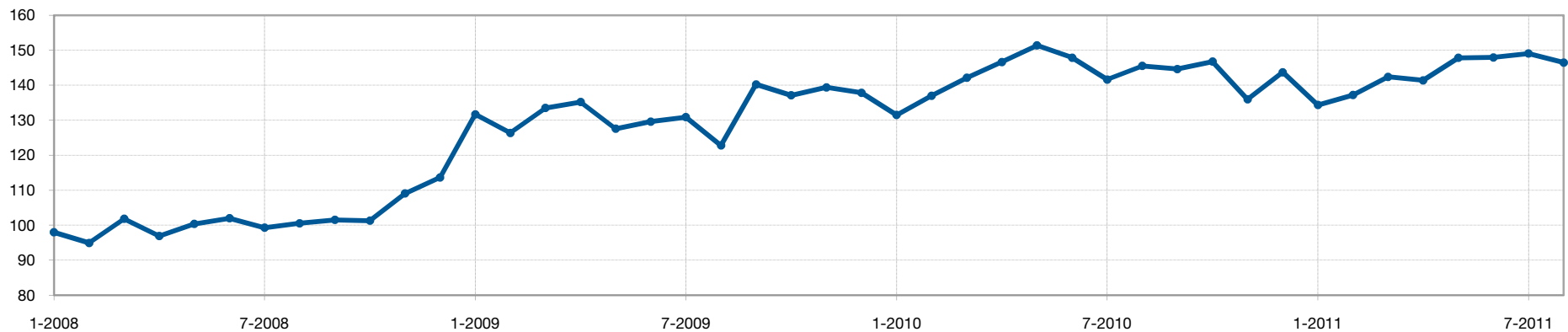


Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	145	140	+ 3.1%
10-2010	147	137	+ 7.0%
11-2010	136	139	- 2.5%
12-2010	144	138	+ 4.2%
1-2011	134	131	+ 2.2%
2-2011	137	137	+ 0.1%
3-2011	142	142	+ 0.2%
4-2011	141	147	- 3.6%
5-2011	148	151	- 2.3%
6-2011	148	148	+ 0.1%
7-2011	149	142	+ 5.2%
8-2011	146	146	+ 0.6%
12-Month Avg	143	142	+ 1.1%

Historical Housing Affordability Index for Queens County All Property Types

HAI measures housing affordability for Nassau County. An HAI of 120 means the median family income is 120% of the necessary income to qualify for the median priced home using 20% downpayment, 30-yr fixed rate mortgage.

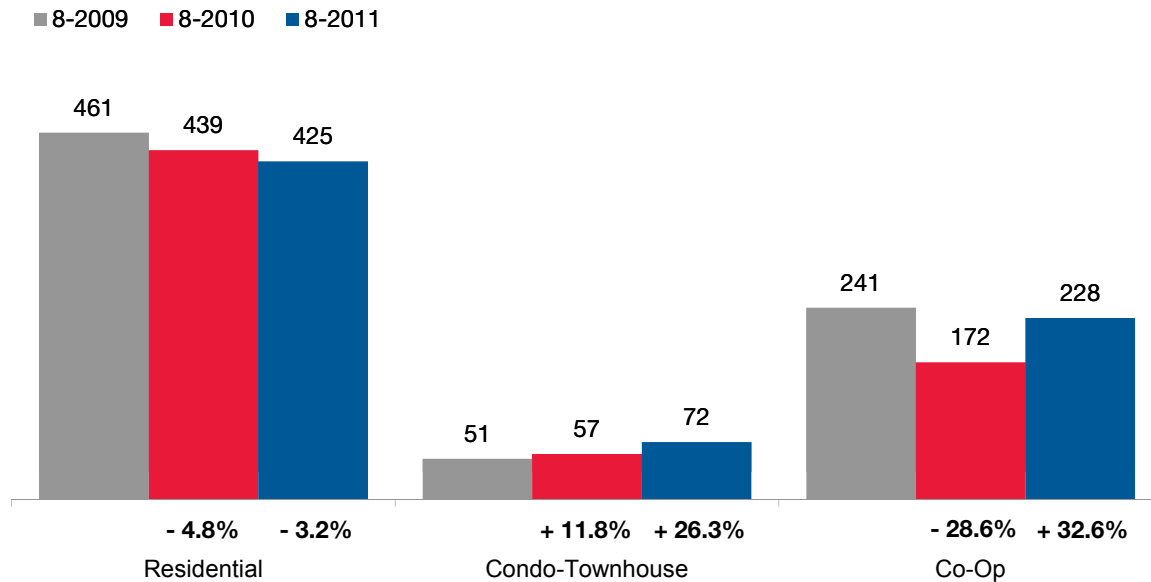


Contract Sales

Queens County Only



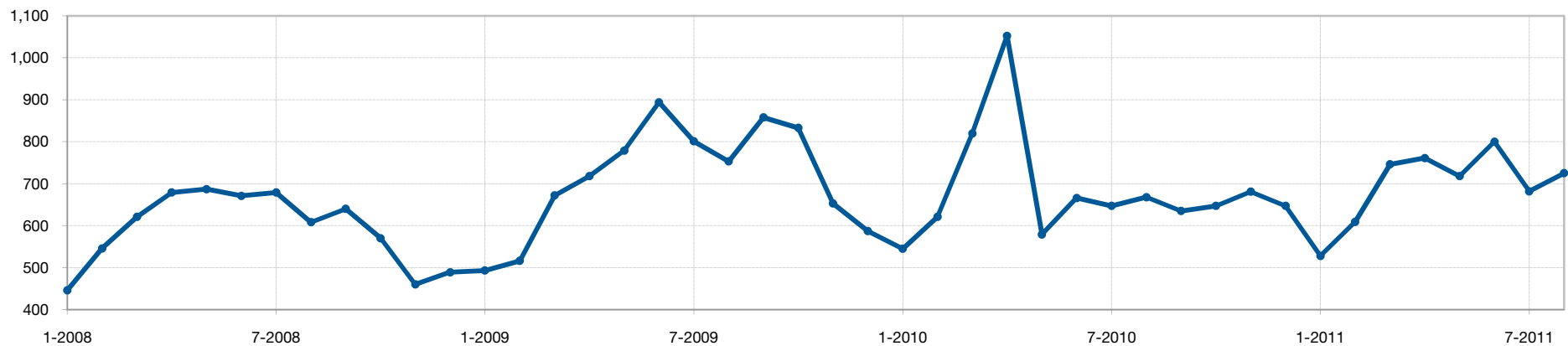
Contract Sales by Property Type



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	635	858	- 26.0%
10-2010	647	833	- 22.3%
11-2010	681	653	+ 4.3%
12-2010	647	587	+ 10.2%
1-2011	528	545	- 3.1%
2-2011	609	621	- 1.9%
3-2011	746	820	- 9.0%
4-2011	761	1,052	- 27.7%
5-2011	718	579	+ 24.0%
6-2011	800	666	+ 20.1%
7-2011	682	647	+ 5.4%
8-2011	725	668	+ 8.5%
12-Month Total	8,179	8,529	- 4.1%

Historical Contract Sales in Queens County All Property Types



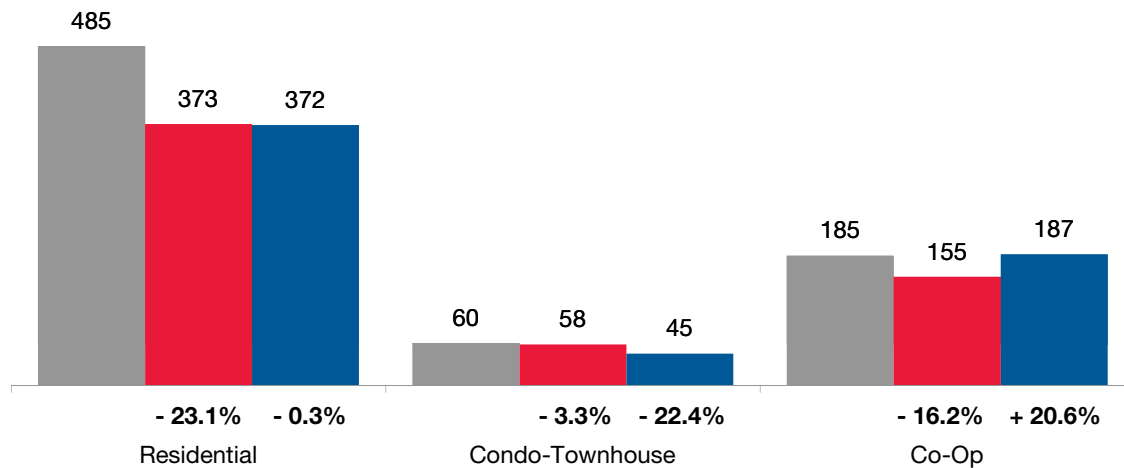
Closed Sales

Queens County Only



Closed Sales by Property Type

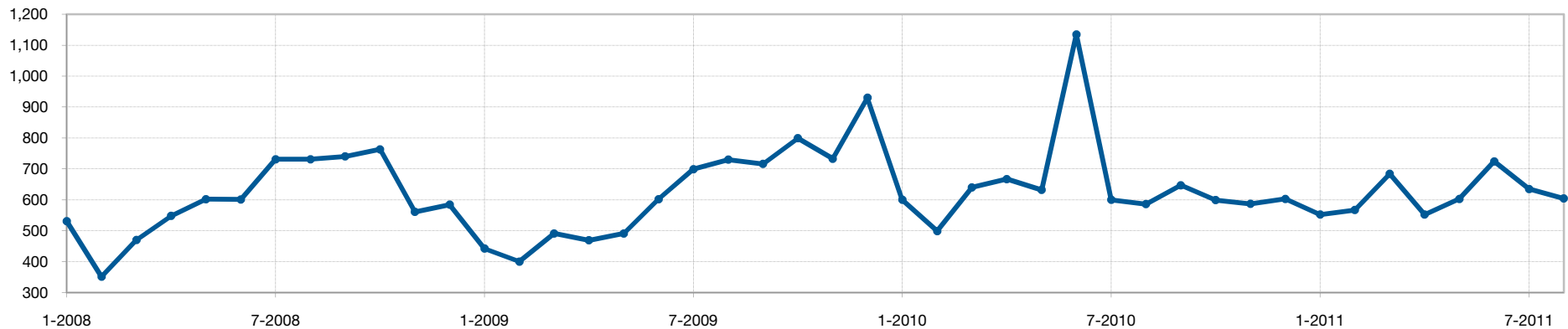
■ 8-2009 ■ 8-2010 ■ 8-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	647	716	- 9.6%
10-2010	599	799	- 25.0%
11-2010	587	733	- 19.9%
12-2010	603	930	- 35.2%
1-2011	552	600	- 8.0%
2-2011	567	499	+ 13.6%
3-2011	684	640	+ 6.9%
4-2011	552	667	- 17.2%
5-2011	603	632	- 4.6%
6-2011	724	1,135	- 36.2%
7-2011	635	600	+ 5.8%
8-2011	604	586	+ 3.1%
12-Month Total	7,357	8,537	- 13.8%

Historical Closed Sales in Queens County All Property Types

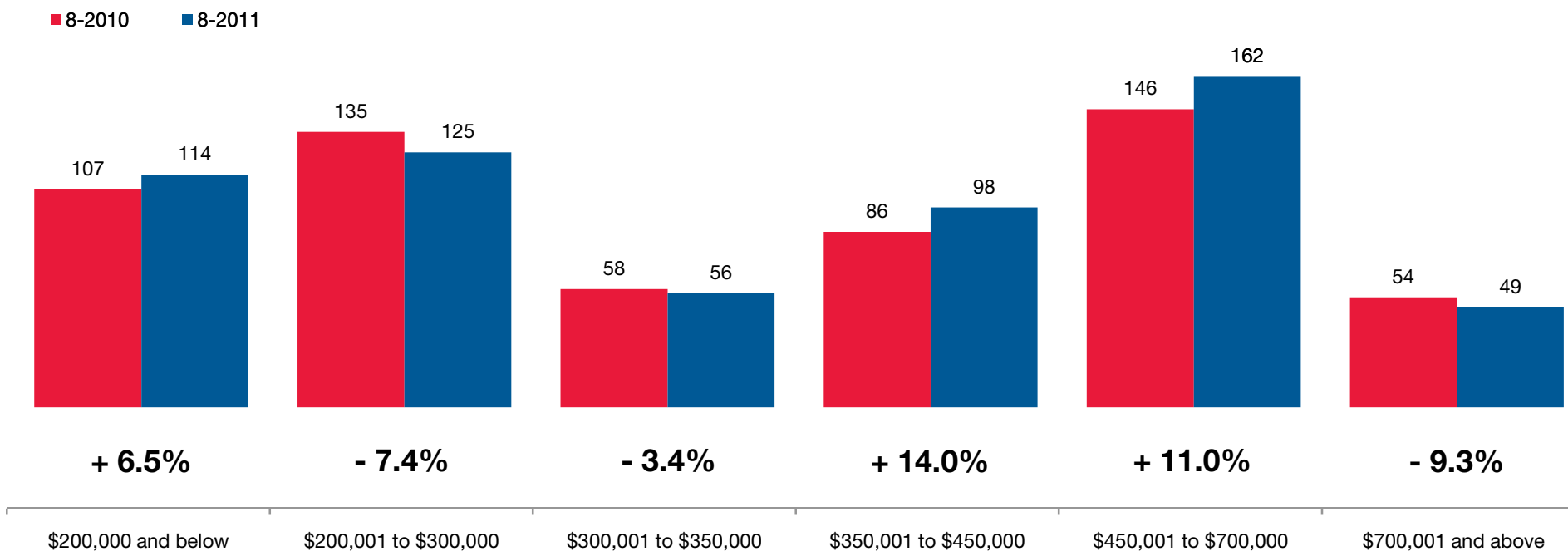


Closed Home Sales by Price Range

Queens County Only



	\$200,000 and below	\$200,001 to \$300,000	\$300,001 to \$350,000	\$350,001 to \$450,000	\$450,001 to \$700,000	\$700,001 and above	All Price Ranges
8-2010	107	135	58	86	146	54	586
8-2011	114	125	56	98	162	49	604
+ / -	+ 6.5%	- 7.4%	- 3.4%	+ 14.0%	+ 11.0%	- 9.3%	+ 3.1%

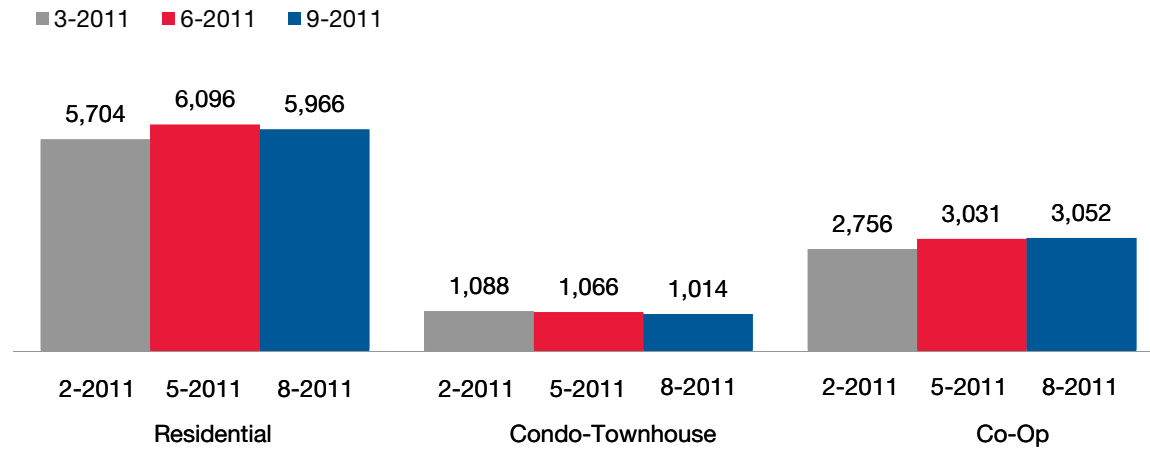


Active Inventory of Homes for Sale

Queens County Only



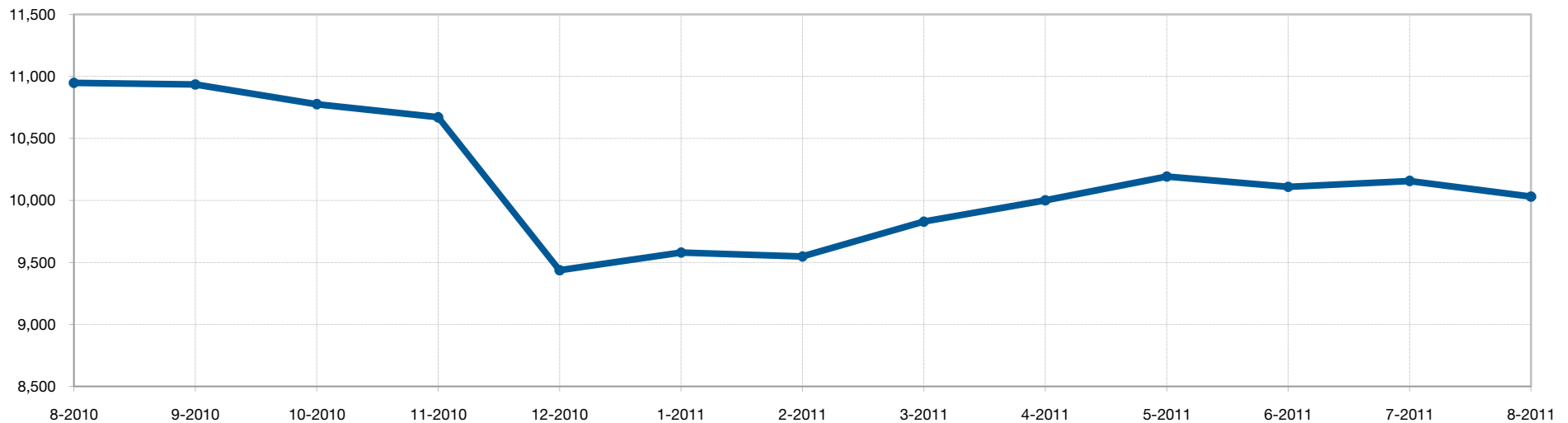
Inventory of Homes for Sale by Property Type Last 6 Months



Data for All Date Ranges

Property Type	6 Months Ago	3 Months Ago	Current Month
Residential	5,704	6,096	5,966
Condo-Townhouse	1,088	1,066	1,014
Co-Op	2,756	3,031	3,052
All Properties	9,548	10,193	10,032

Historical Inventory in Queens County All Property Types

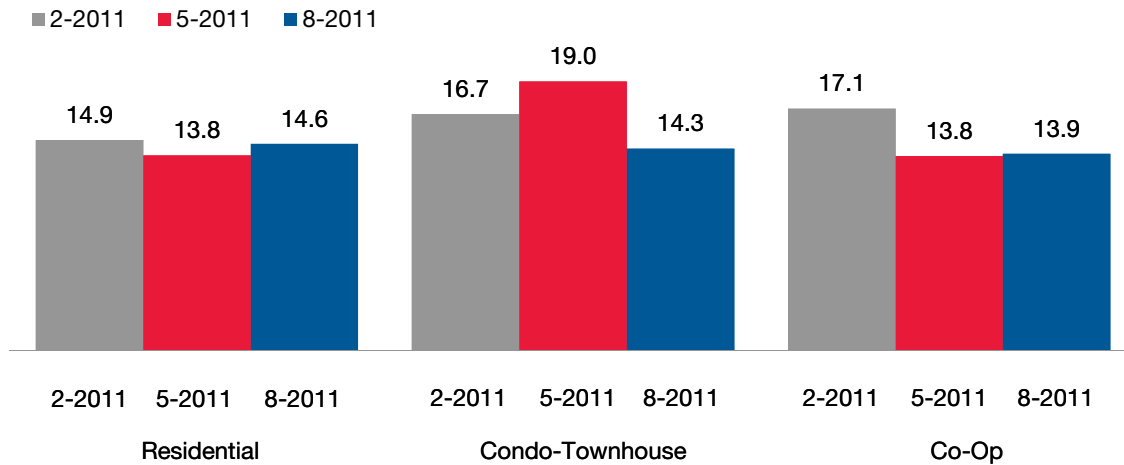


Months Supply of Inventory

Queens County Only



Months Supply of Inventory by Property Type Last 6 Months



Data for All Date Ranges

Property Type	6 Months Ago	3 Months Ago	Current Month
Residential	14.9	13.8	14.6
Condo-Townhouse	16.7	19.0	14.3
Co-Op	17.1	13.8	13.9
All Properties	15.7	14.2	14.4

Historical Months Supply of Inventory in Queens County All Property Types

