



Suffolk County Market Update

August 2011

Data for this report was pulled on September 7, 2011

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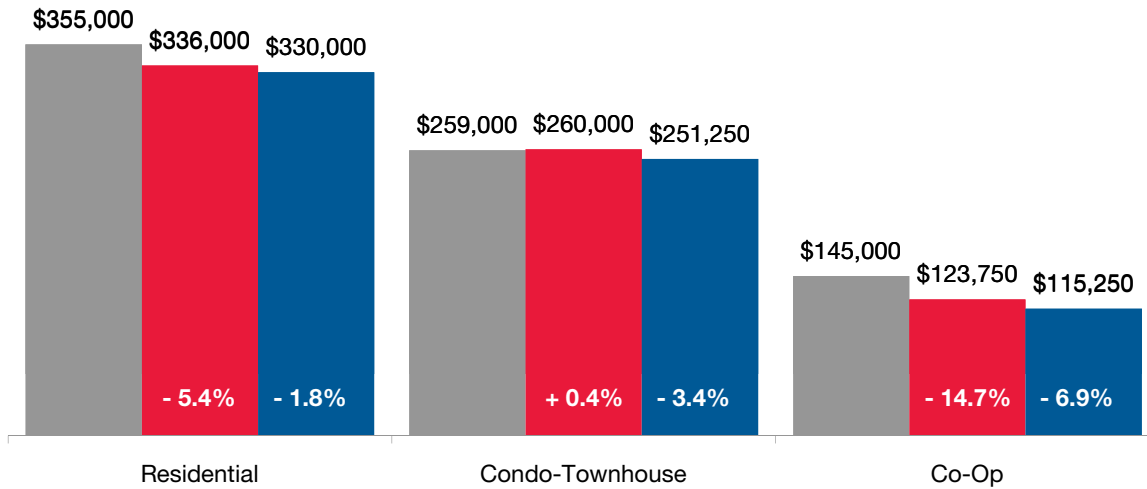
Median Sales Price of Closed Sales

Suffolk County Only



Median Sales Price of Closed Sales by Property Type

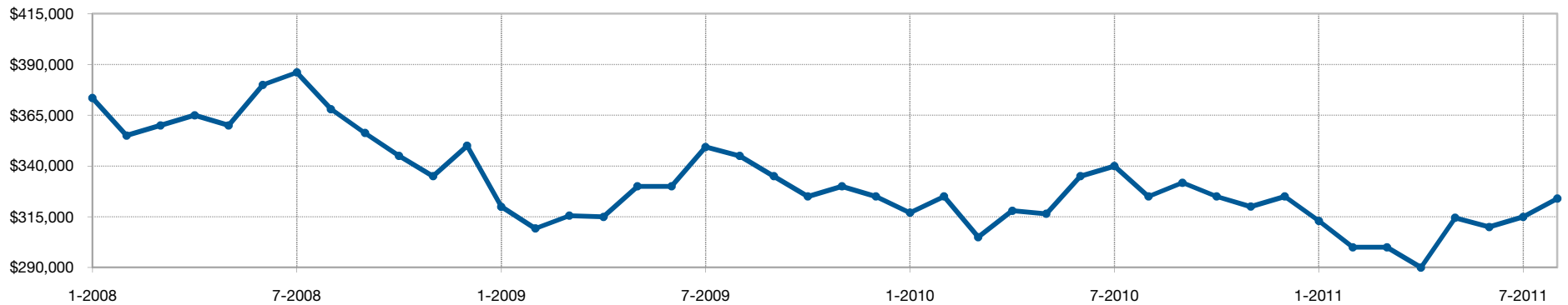
■ 8-2009 ■ 8-2010 ■ 8-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	\$331,750	\$335,000	- 1.0%
10-2010	\$325,000	\$325,000	- 0.0%
11-2010	\$320,000	\$330,000	- 3.0%
12-2010	\$325,000	\$325,000	- 0.0%
1-2011	\$313,000	\$317,000	- 1.3%
2-2011	\$300,000	\$325,000	- 7.7%
3-2011	\$300,000	\$305,000	- 1.6%
4-2011	\$290,000	\$318,000	- 8.8%
5-2011	\$314,500	\$316,500	- 0.6%
6-2011	\$310,000	\$335,000	- 7.5%
7-2011	\$315,000	\$340,000	- 7.4%
8-2011	\$324,000	\$325,000	- 0.3%
12-Month Med	\$314,021	\$324,708	- 3.3%

Historical Median Sales Price in Suffolk County All Property Types



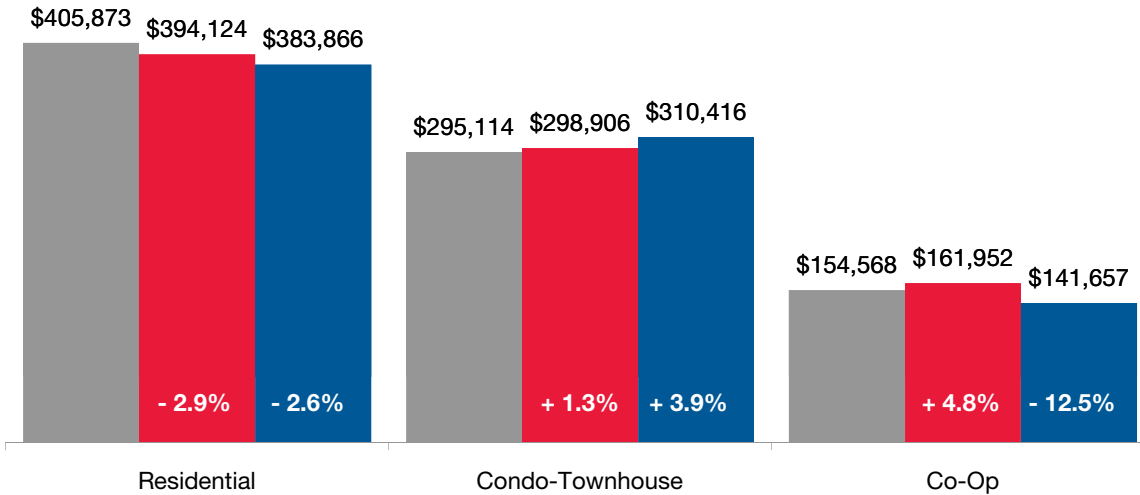
Average Sales Price of Closed Sales

Suffolk County Only



Average Sales Price of Closed Sales by Property Type

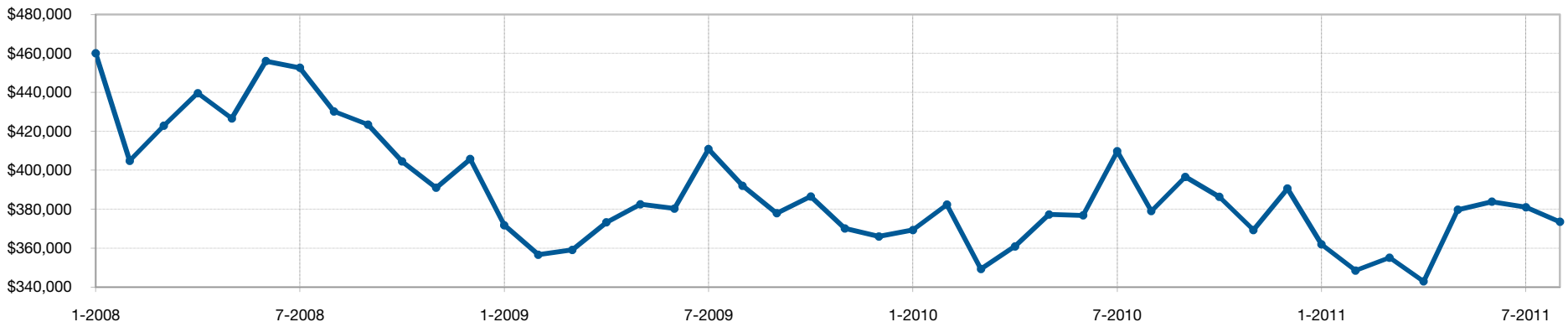
■ 8-2009 ■ 8-2010 ■ 8-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	\$396,538	\$377,924	+ 4.9%
10-2010	\$386,294	\$386,490	- 0.1%
11-2010	\$369,283	\$370,090	- 0.2%
12-2010	\$390,588	\$365,982	+ 6.7%
1-2011	\$361,914	\$369,272	- 2.0%
2-2011	\$348,499	\$382,321	- 8.8%
3-2011	\$355,111	\$349,267	+ 1.7%
4-2011	\$342,877	\$360,875	- 5.0%
5-2011	\$379,707	\$377,272	+ 0.6%
6-2011	\$383,816	\$376,796	+ 1.9%
7-2011	\$381,029	\$409,738	- 7.0%
8-2011	\$373,469	\$378,969	- 1.5%
12-Month Avg	\$372,427	\$375,416	- 0.8%

Historical Average Sales Price in Suffolk County All Property Types

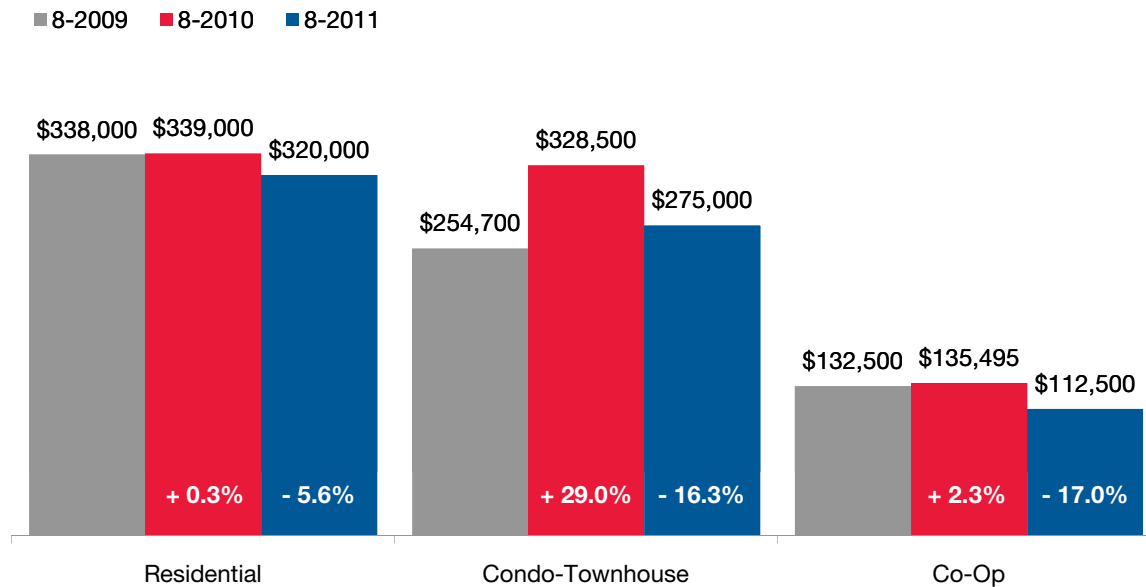


Median Contract Price of Contract Sales

Suffolk County Only



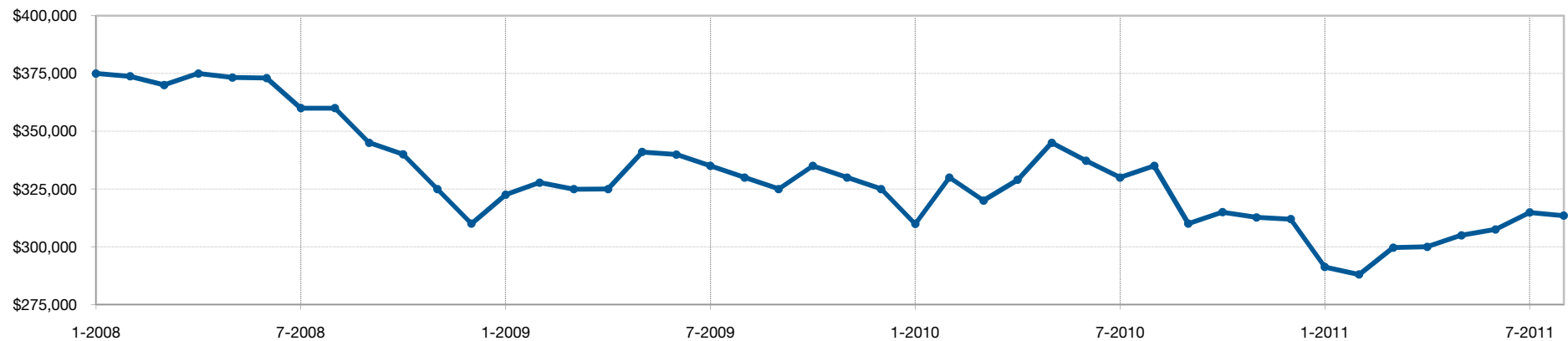
Median Contract Price of Contract Sales by Property Type



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	\$310,000	\$325,000	- 4.6%
10-2010	\$315,000	\$335,000	- 6.0%
11-2010	\$312,750	\$330,000	- 5.2%
12-2010	\$312,000	\$325,000	- 4.0%
1-2011	\$291,250	\$309,900	- 6.0%
2-2011	\$288,000	\$330,000	- 12.7%
3-2011	\$299,675	\$320,000	- 6.4%
4-2011	\$300,000	\$329,000	- 8.8%
5-2011	\$305,000	\$345,000	- 11.6%
6-2011	\$307,500	\$337,250	- 8.8%
7-2011	\$314,850	\$330,000	- 4.6%
8-2011	\$313,500	\$335,000	- 6.4%
12-Month Avg	\$305,794	\$329,263	- 7.1%

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



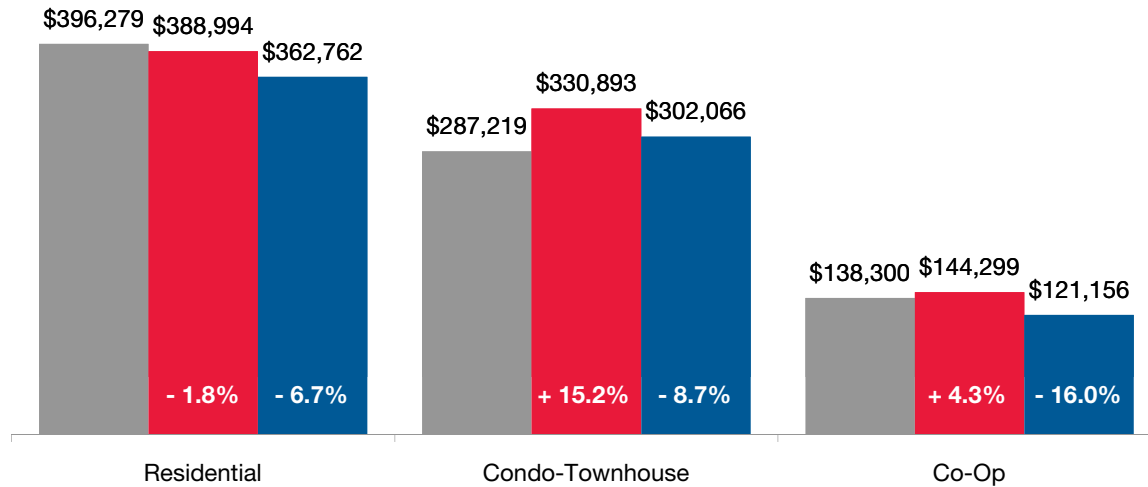
Average Contract Price of Contract Sales

Suffolk County Only



Average Contract Price of Contract Sales by Property Type

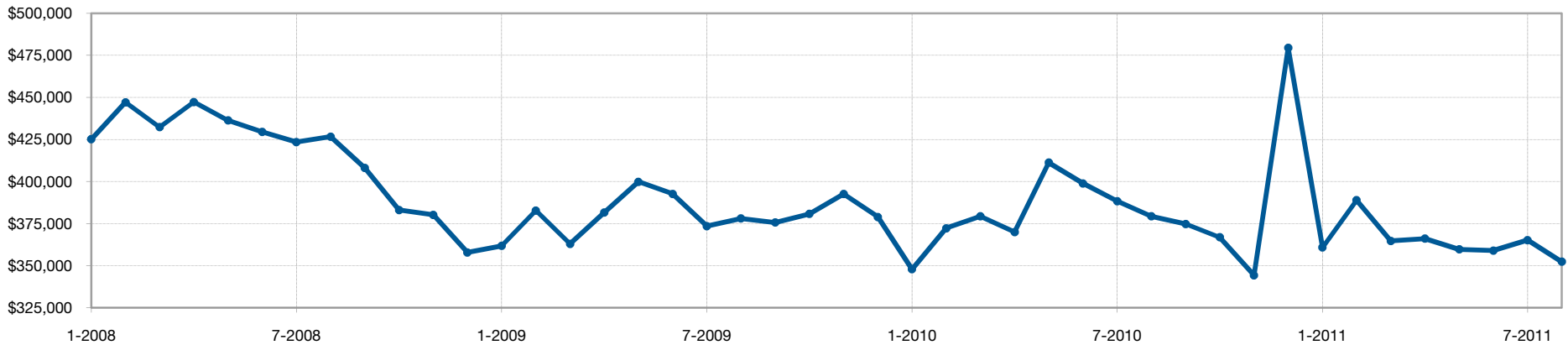
■ 8-2009 ■ 8-2010 ■ 8-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	\$374,746	\$375,629	- 0.2%
10-2010	\$366,860	\$380,725	- 3.6%
11-2010	\$344,250	\$392,551	- 12.3%
12-2010	\$479,468	\$378,901	+ 26.5%
1-2011	\$360,725	\$347,817	+ 3.7%
2-2011	\$388,861	\$372,162	+ 4.5%
3-2011	\$364,646	\$379,252	- 3.9%
4-2011	\$366,052	\$369,962	- 1.1%
5-2011	\$359,636	\$411,246	- 12.5%
6-2011	\$358,924	\$398,855	- 10.0%
7-2011	\$365,138	\$388,315	- 6.0%
8-2011	\$352,284	\$379,262	- 7.1%
12-Month Avg	\$373,466	\$381,223	- 2.0%

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



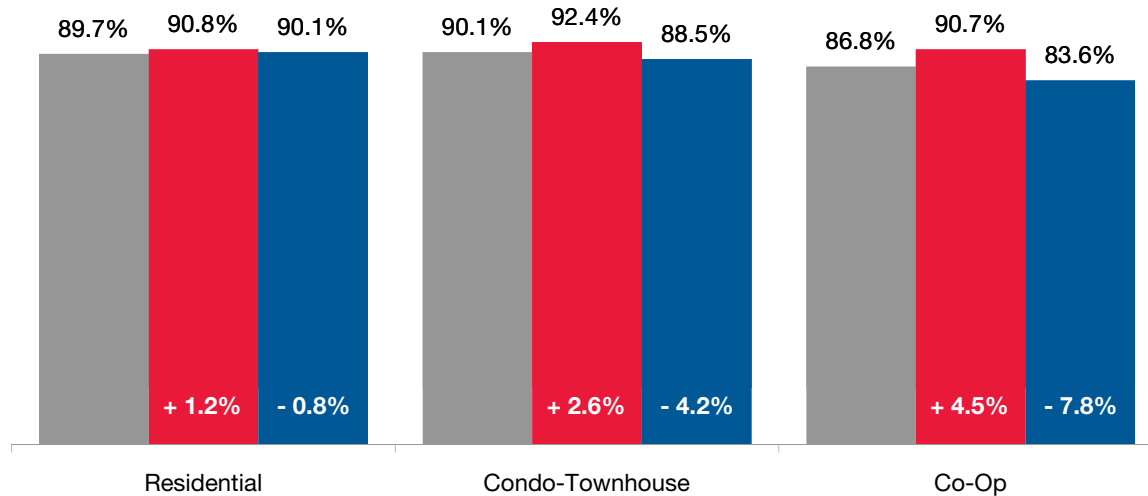
Pct. of Original List Price Received at Sale

Suffolk County Only



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

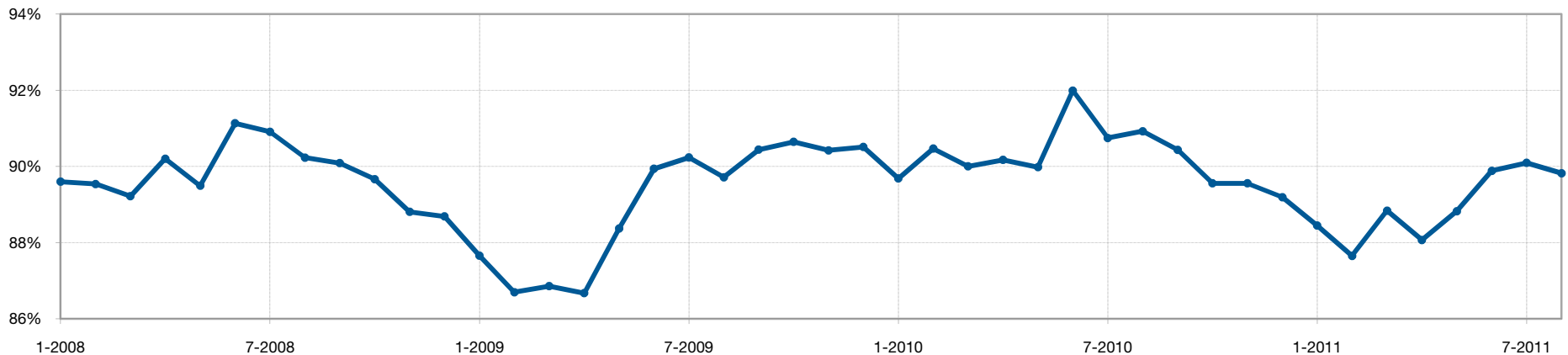
■ 8-2009 ■ 8-2010 ■ 8-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	90.4%	90.4%	- 0.0%
10-2010	89.6%	90.6%	- 1.2%
11-2010	89.6%	90.4%	- 1.0%
12-2010	89.2%	90.5%	- 1.5%
1-2011	88.4%	89.7%	- 1.4%
2-2011	87.7%	90.5%	- 3.1%
3-2011	88.8%	90.0%	- 1.3%
4-2011	88.1%	90.2%	- 2.3%
5-2011	88.8%	90.0%	- 1.3%
6-2011	89.9%	92.0%	- 2.3%
7-2011	90.1%	90.7%	- 0.7%
8-2011	89.8%	90.9%	- 1.2%
12-Month Avg	89.2%	90.5%	- 1.4%

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

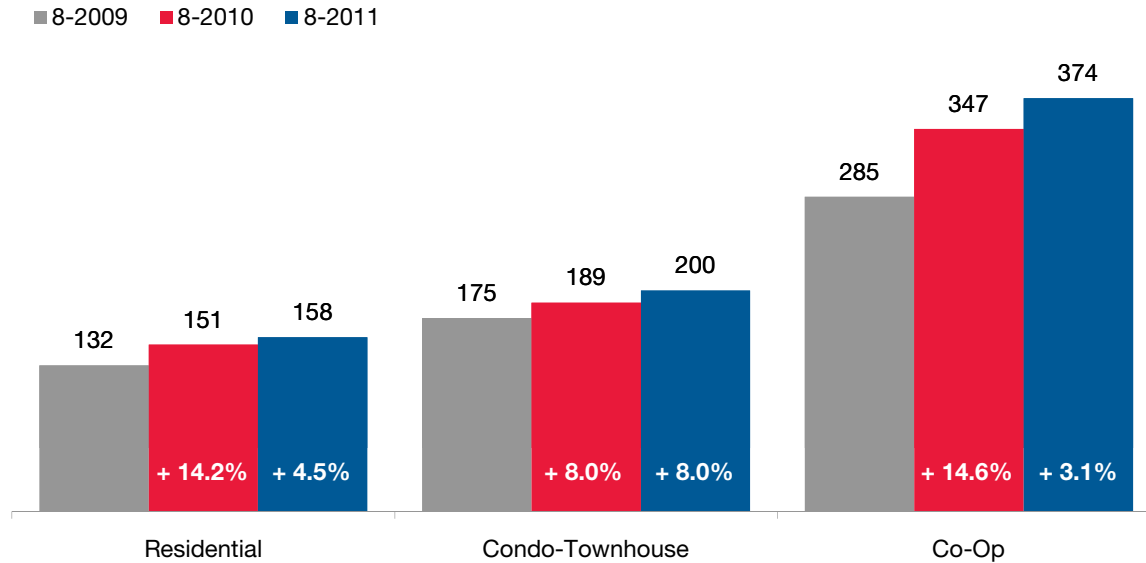


Housing Affordability Index

Suffolk County Only



Housing Affordability Indices by Property Type

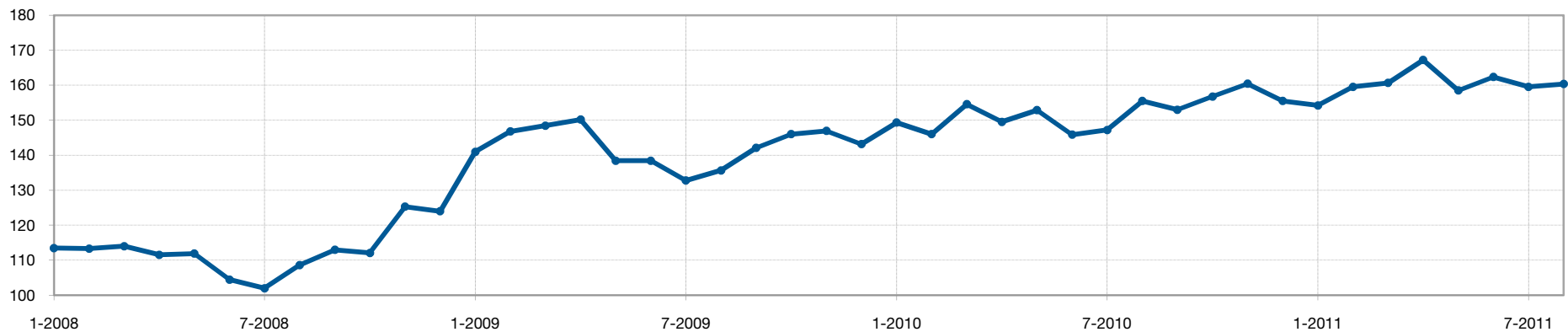


Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	153	142	+ 7.7%
10-2010	157	146	+ 7.4%
11-2010	160	147	+ 9.2%
12-2010	155	143	+ 8.6%
1-2011	154	149	+ 3.3%
2-2011	160	146	+ 9.3%
3-2011	161	155	+ 3.9%
4-2011	167	150	+ 11.8%
5-2011	158	153	+ 3.7%
6-2011	162	146	+ 11.3%
7-2011	160	147	+ 8.4%
8-2011	160	155	+ 3.1%
12-Month Avg	159	148	+ 7.2%

Historical Housing Affordability Index for Suffolk 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.

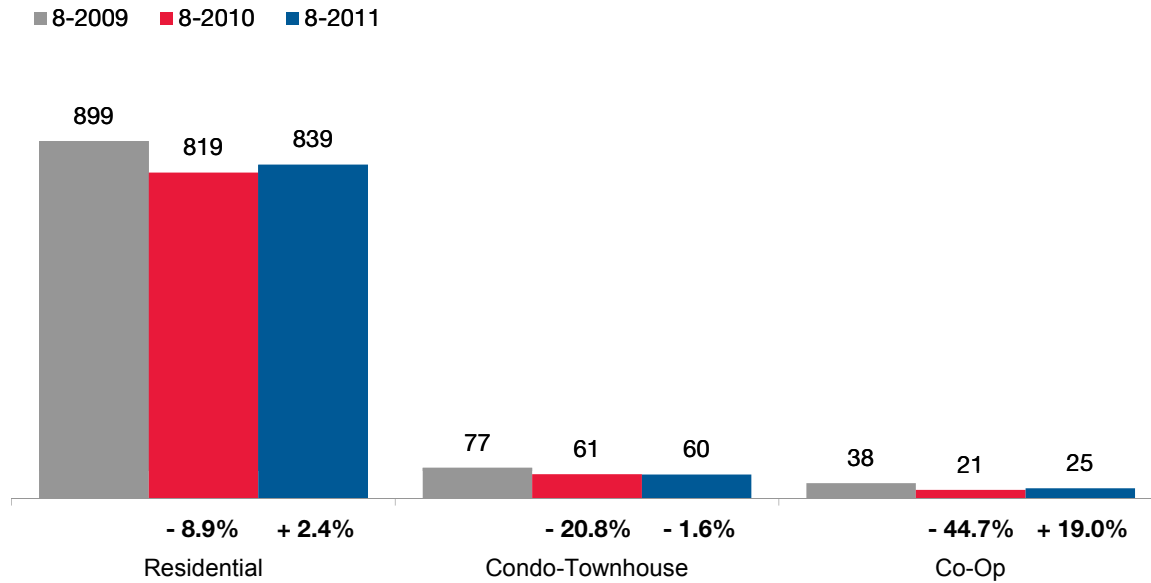


Contract Sales

Suffolk County Only



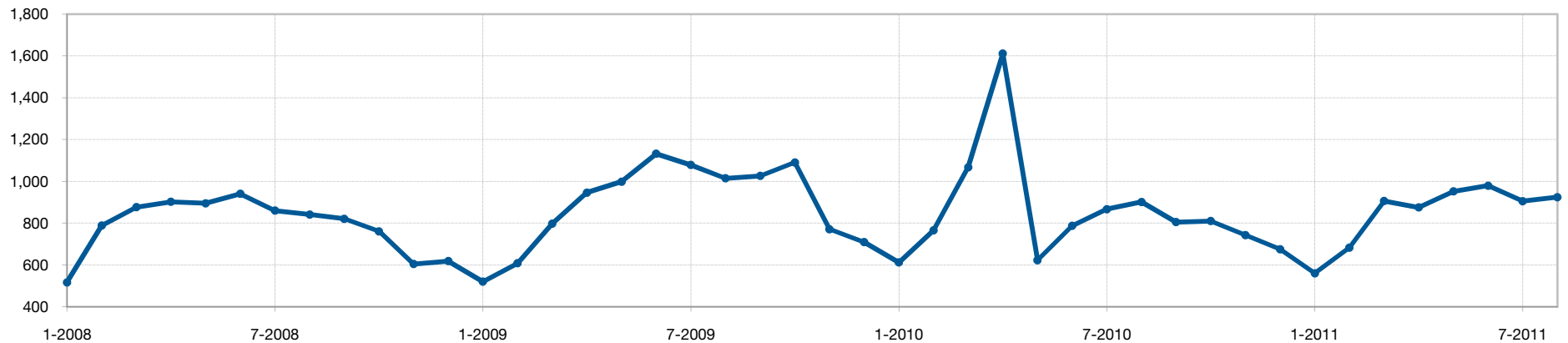
Contract Sales by Property Type



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	805	1,026	- 21.5%
10-2010	810	1,090	- 25.7%
11-2010	743	771	- 3.6%
12-2010	675	709	- 4.8%
1-2011	560	612	- 8.5%
2-2011	683	765	- 10.7%
3-2011	906	1,067	- 15.1%
4-2011	875	1,611	- 45.7%
5-2011	952	623	+ 52.8%
6-2011	979	787	+ 24.4%
7-2011	905	867	+ 4.4%
8-2011	924	901	+ 2.6%
12-Month Total	9,817	10,829	- 9.3%

Historical Contract Sales in Suffolk County All Property Types



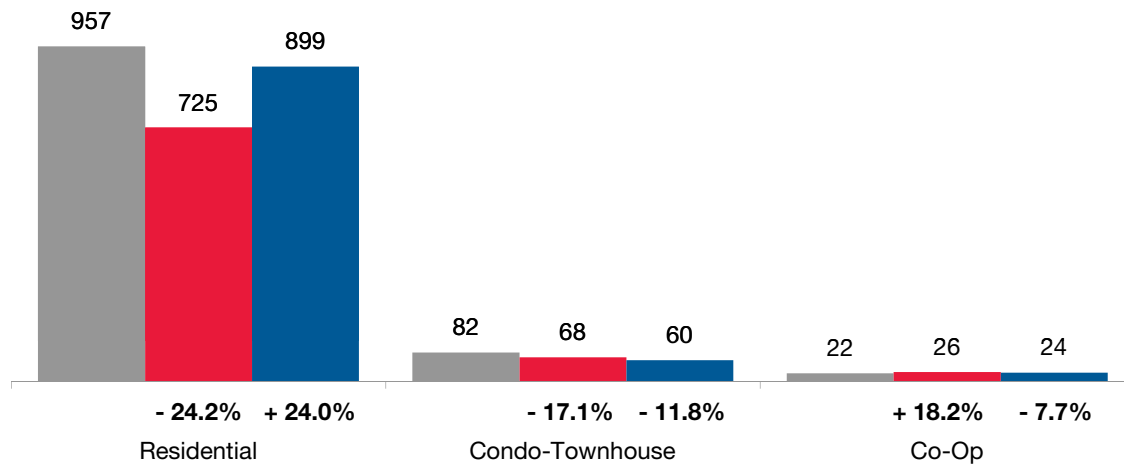
Closed Sales

Suffolk County Only



Closed Sales by Property Type

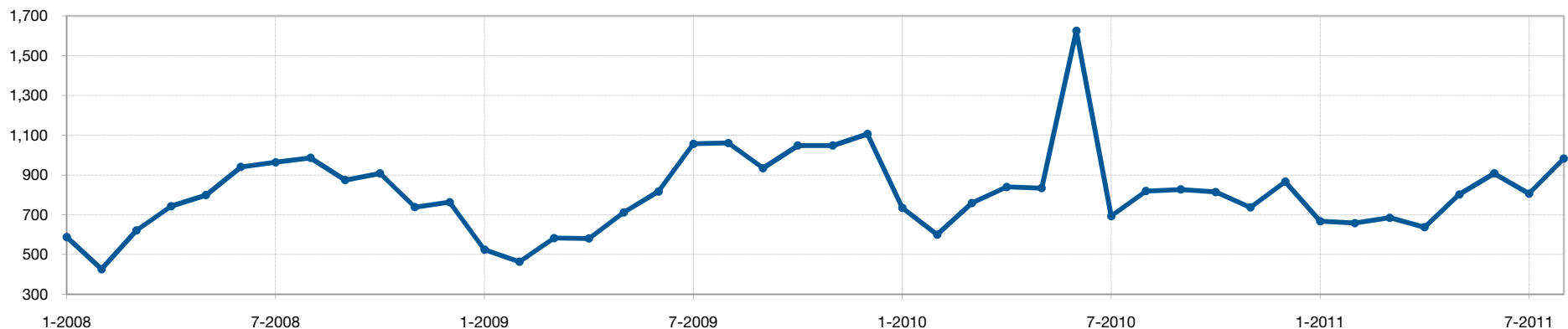
■ 8-2009 ■ 8-2010 ■ 8-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
9-2010	827	934	- 11.5%
10-2010	814	1,048	- 22.3%
11-2010	737	1,048	- 29.7%
12-2010	866	1,106	- 21.7%
1-2011	667	735	- 9.3%
2-2011	658	600	+ 9.7%
3-2011	685	759	- 9.7%
4-2011	637	840	- 24.2%
5-2011	802	834	- 3.8%
6-2011	908	1,625	- 44.1%
7-2011	806	693	+ 16.3%
8-2011	983	819	+ 20.0%
12-Month Total	9,390	11,041	- 15.0%

Historical Closed Sales in Suffolk County All Property Types

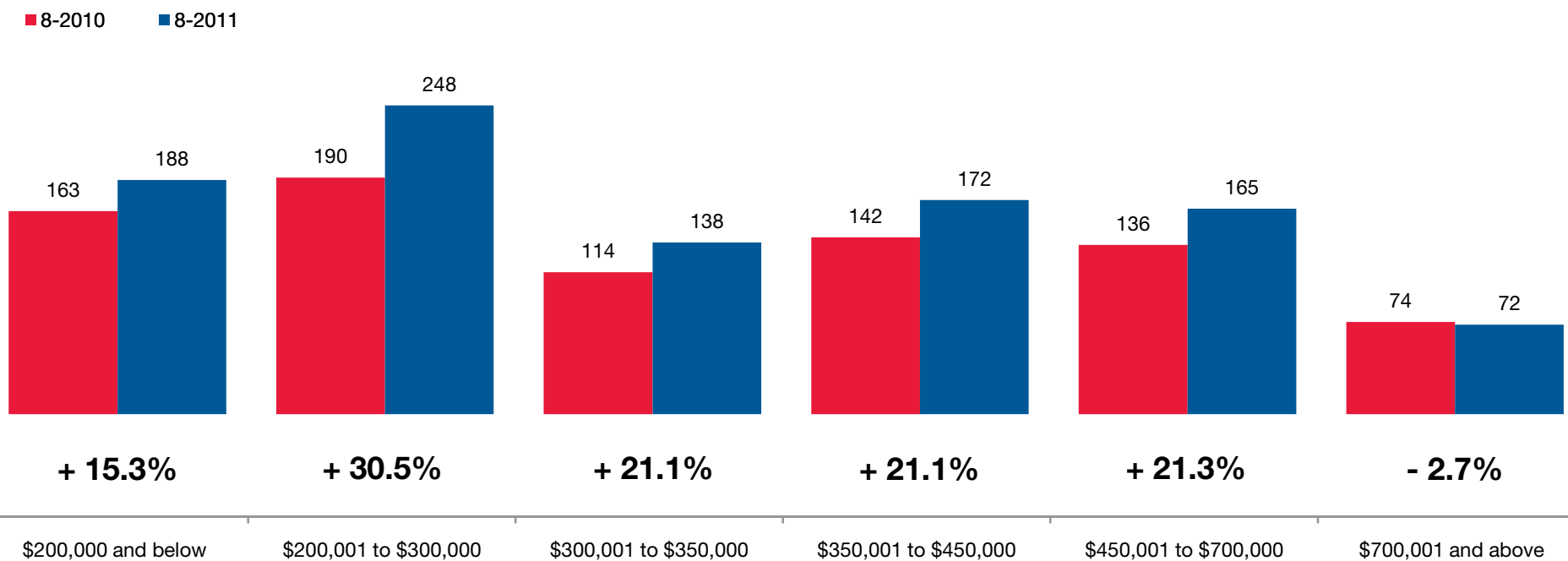


Closed Home Sales by Price Range

Suffolk 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	163	190	114	142	136	74	819
8-2011	188	248	138	172	165	72	983
+ / -	+ 15.3%	+ 30.5%	+ 21.1%	+ 21.1%	+ 21.3%	- 2.7%	+ 20.0%

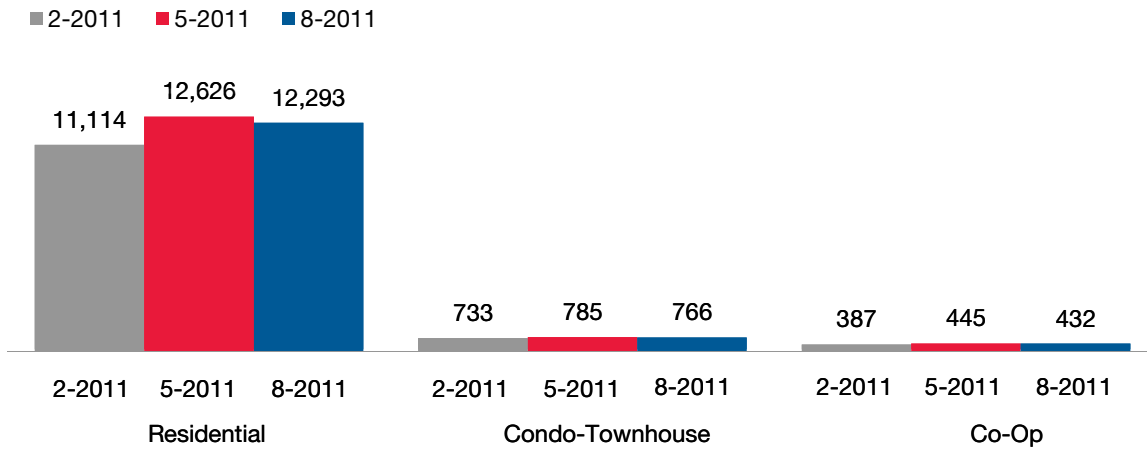


Active Inventory of Homes for Sale

Suffolk County Only



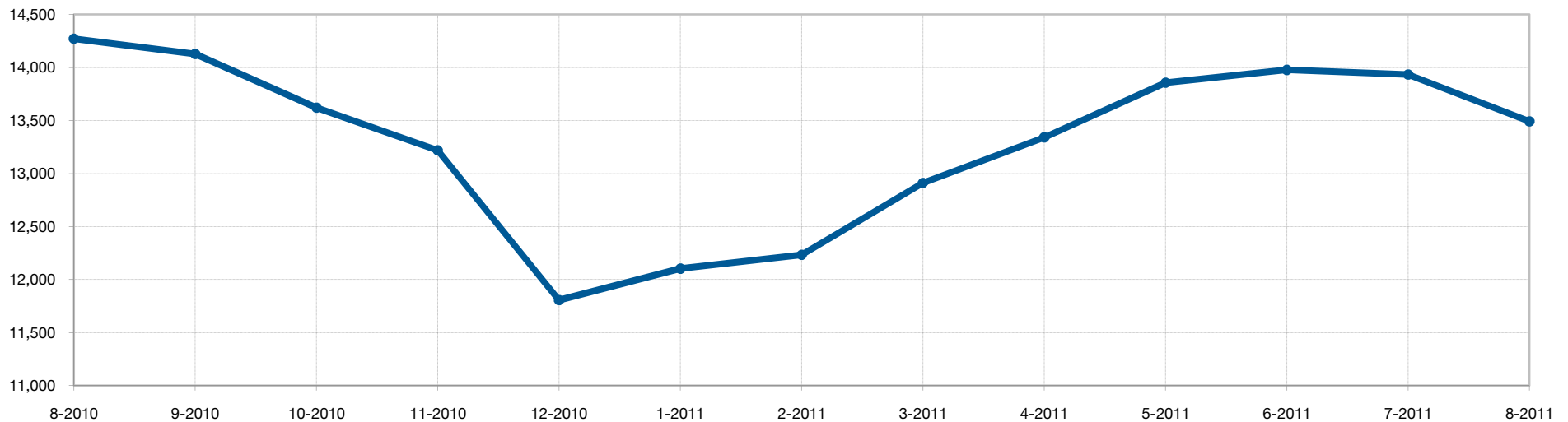
Inventory of Homes for Sale by Property Type Last 6 Months



Data for All Date Ranges

Property Type	6 Months Ago	3 Months Ago	Current Month
Residential	11,712	12,710	#N/A
Condo-Townhouse	773	811	#N/A
Co-Op	426	456	#N/A
All Properties	12,911	13,977	#N/A

Historical Inventory in Suffolk County All Property Types

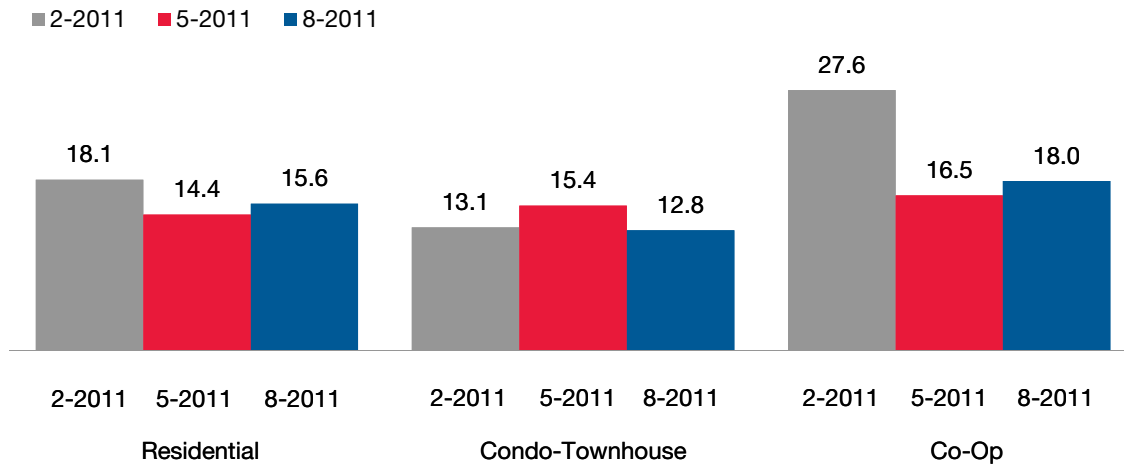


Months Supply of Inventory

Suffolk 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	18.1	14.4	15.6
Condo-Townhouse	13.1	15.4	12.8
Co-Op	27.6	16.5	18.0
All Properties	17.9	14.6	15.5

Historical Months Supply of Inventory in Suffolk County All Property Types

