



Queens County Market Update

December 2011

Data for this report was pulled on January 6, 2012

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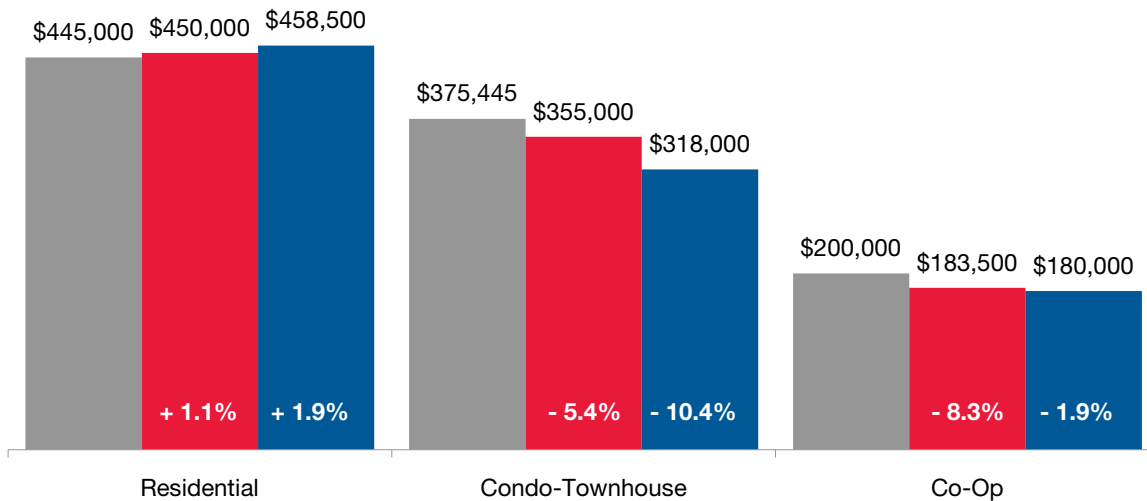
Median Sales Price of Closed Sales

Queens County Only



Median Sales Price of Closed Sales by Property Type

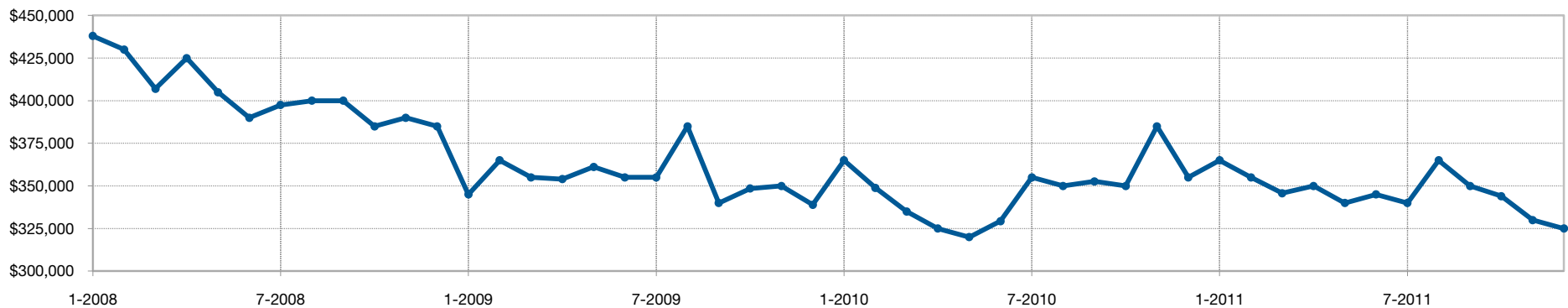
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	\$365,000	\$365,000	- 0.0%
2-2011	\$355,000	\$348,850	+ 1.8%
3-2011	\$345,750	\$335,000	+ 3.2%
4-2011	\$350,000	\$325,000	+ 7.7%
5-2011	\$340,000	\$320,000	+ 6.3%
6-2011	\$345,000	\$329,300	+ 4.8%
7-2011	\$340,000	\$355,000	- 4.2%
8-2011	\$365,000	\$350,000	+ 4.3%
9-2011	\$349,999	\$352,645	- 0.8%
10-2011	\$344,000	\$350,000	- 1.7%
11-2011	\$330,000	\$385,000	- 14.3%
12-2011	\$325,000	\$355,000	- 8.5%
12-Month Med	\$346,229	\$347,566	- 0.4%

Historical Median Sales Price in Queens County All Property Types



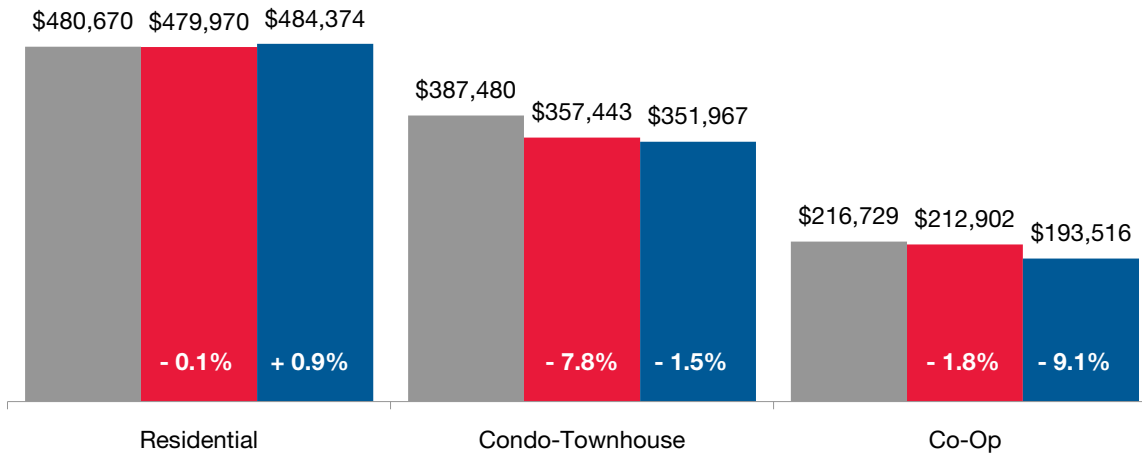
Average Sales Price of Closed Sales

Queens County Only



Average Sales Price of Closed Sales by Property Type

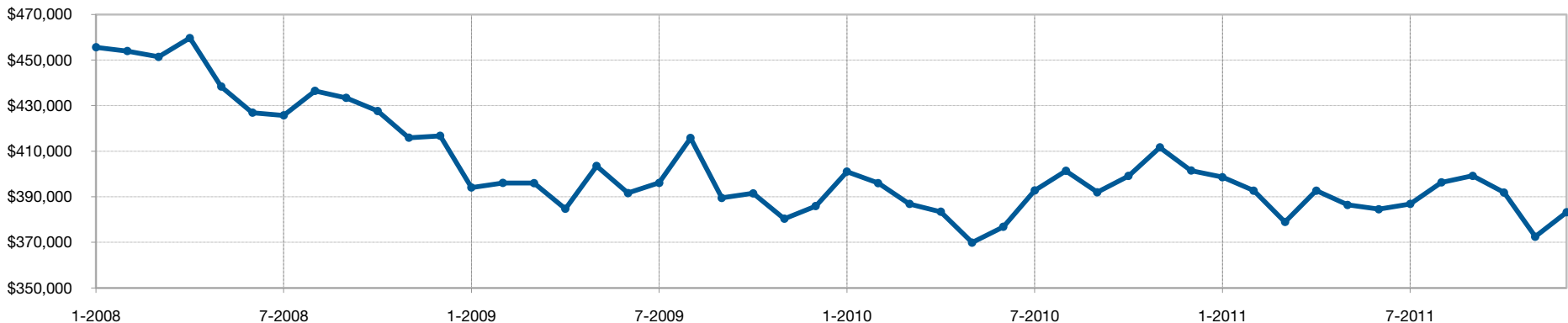
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	\$398,614	\$401,007	- 0.6%
2-2011	\$392,673	\$395,980	- 0.8%
3-2011	\$378,959	\$386,842	- 2.0%
4-2011	\$392,704	\$383,457	+ 2.4%
5-2011	\$386,463	\$369,914	+ 4.5%
6-2011	\$384,534	\$376,843	+ 2.0%
7-2011	\$386,832	\$392,782	- 1.5%
8-2011	\$396,272	\$401,370	- 1.3%
9-2011	\$399,204	\$391,976	+ 1.8%
10-2011	\$391,885	\$399,106	- 1.8%
11-2011	\$372,490	\$411,679	- 9.5%
12-2011	\$383,187	\$401,515	- 4.6%
12-Month Avg	\$388,651	\$392,706	- 1.0%

Historical Average Sales Price in Queens County All Property Types



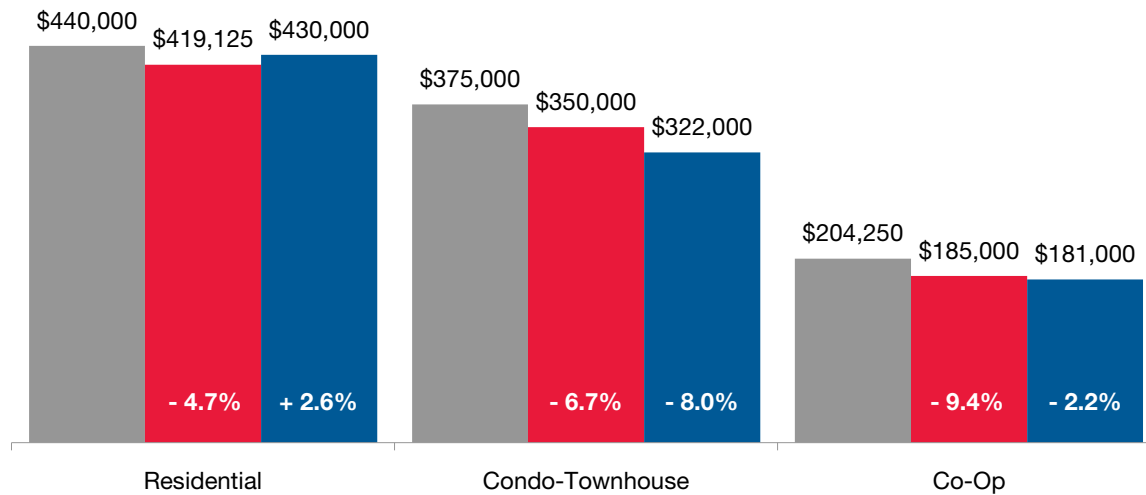
Median Contract Price of Contract Sales

Queens County Only



Median Contract Price of Contract Sales by Property Type

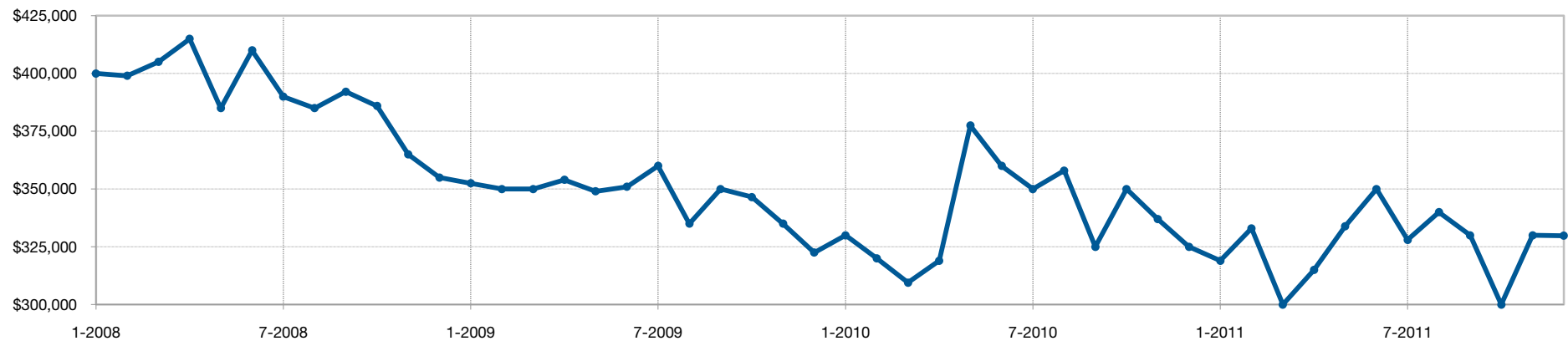
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	\$319,000	\$330,000	- 3.3%
2-2011	\$333,000	\$320,000	+ 4.1%
3-2011	\$300,000	\$309,500	- 3.1%
4-2011	\$315,000	\$319,000	- 1.3%
5-2011	\$333,888	\$377,500	- 11.6%
6-2011	\$350,000	\$360,000	- 2.8%
7-2011	\$328,000	\$350,000	- 6.3%
8-2011	\$340,000	\$358,000	- 5.0%
9-2011	\$330,000	\$325,000	+ 1.5%
10-2011	\$300,000	\$350,000	- 14.3%
11-2011	\$330,000	\$337,000	- 2.1%
12-2011	\$329,800	\$325,000	+ 1.5%
12-Month Avg	\$325,724	\$338,417	- 3.8%

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



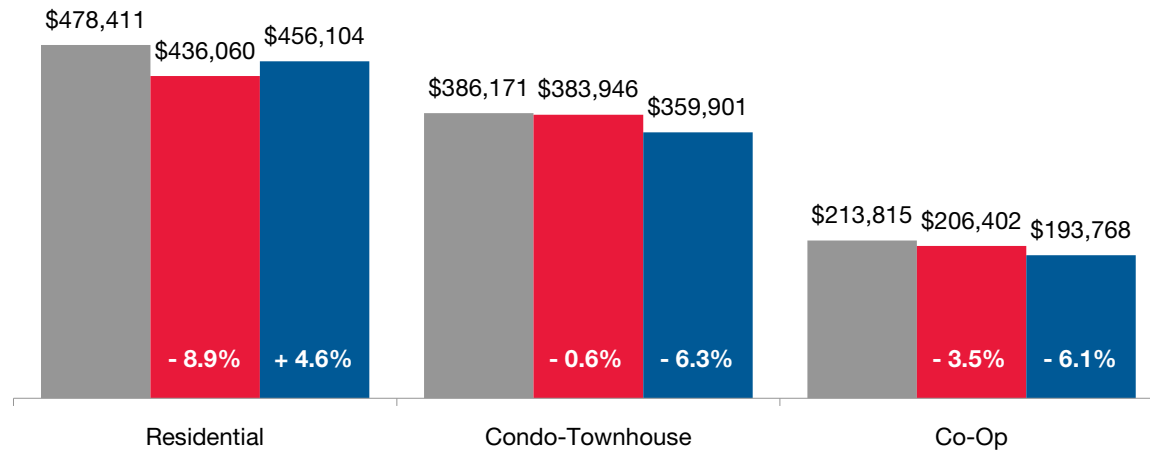
Average Contract Price of Contract Sales

Queens County Only



Average Contract Price of Contract Sales by Property Type

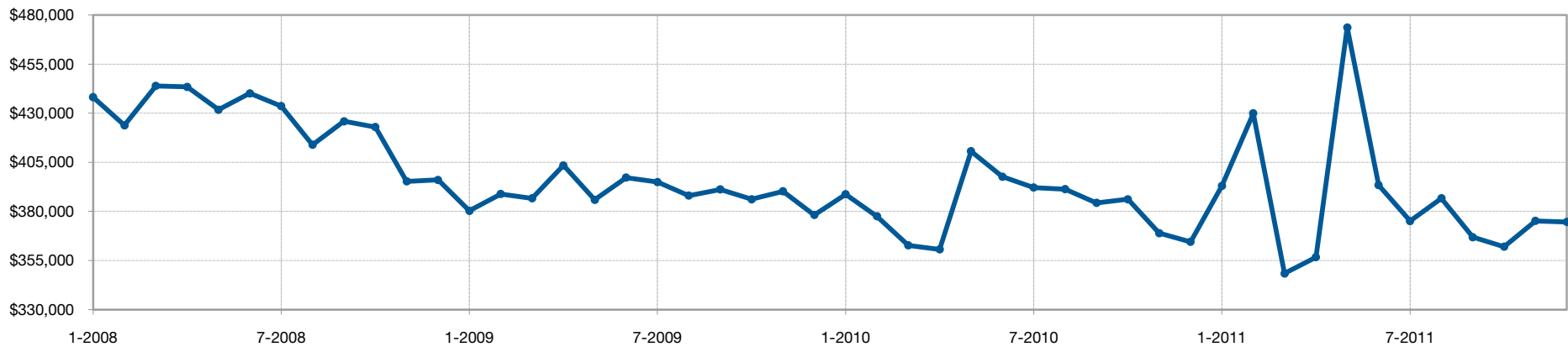
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	\$392,963	\$388,681	+ 1.1%
2-2011	\$429,925	\$377,514	+ 13.9%
3-2011	\$348,363	\$362,667	- 3.9%
4-2011	\$356,677	\$360,642	- 1.1%
5-2011	\$473,642	\$410,592	+ 15.4%
6-2011	\$393,362	\$397,680	- 1.1%
7-2011	\$375,088	\$392,137	- 4.3%
8-2011	\$386,690	\$391,281	- 1.2%
9-2011	\$366,899	\$384,304	- 4.5%
10-2011	\$361,987	\$386,190	- 6.3%
11-2011	\$375,160	\$368,951	+ 1.7%
12-2011	\$374,632	\$364,484	+ 2.8%
12-Month Avg	\$386,282	\$382,094	+ 1.1%

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



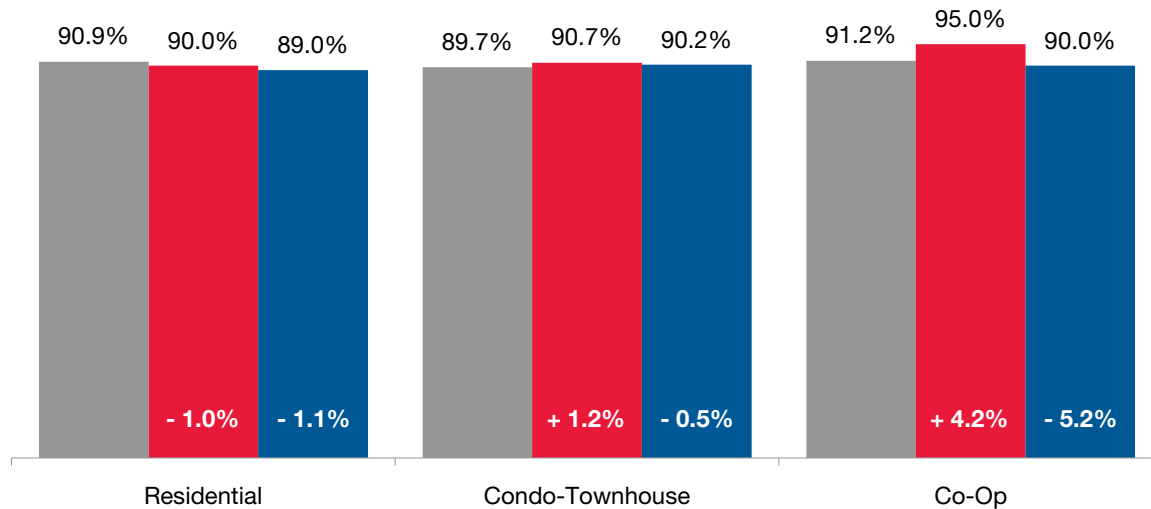
Pct. of Original List Price Received at Sale

Queens County Only



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

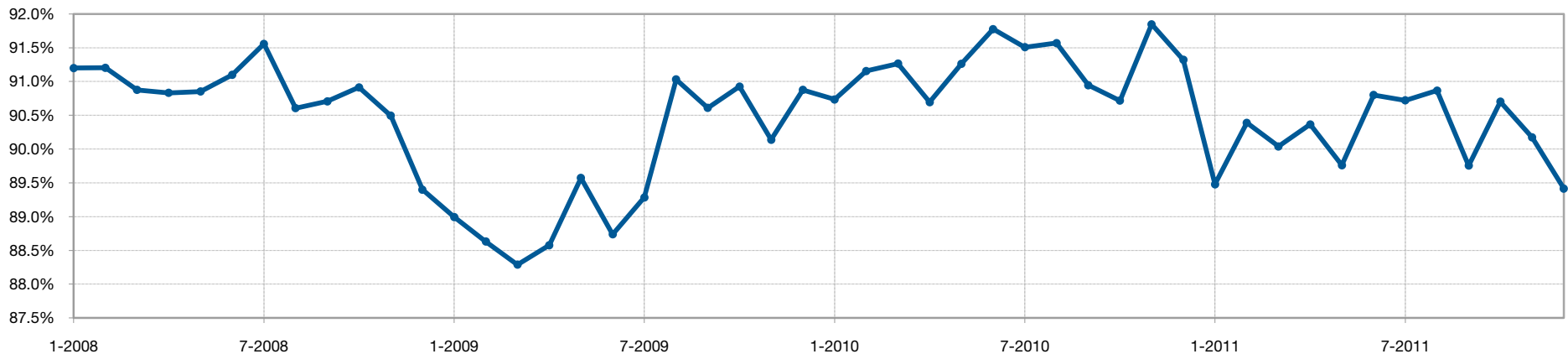
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	89.5%	90.7%	- 1.4%
2-2011	90.4%	91.2%	- 0.8%
3-2011	90.0%	91.3%	- 1.3%
4-2011	90.4%	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%	- 0.9%
8-2011	90.9%	91.6%	- 0.8%
9-2011	89.8%	90.9%	- 1.3%
10-2011	90.7%	90.7%	- 0.0%
11-2011	90.2%	91.8%	- 1.8%
12-2011	89.4%	91.3%	- 2.1%
12-Month Avg	90.2%	91.2%	- 1.1%

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



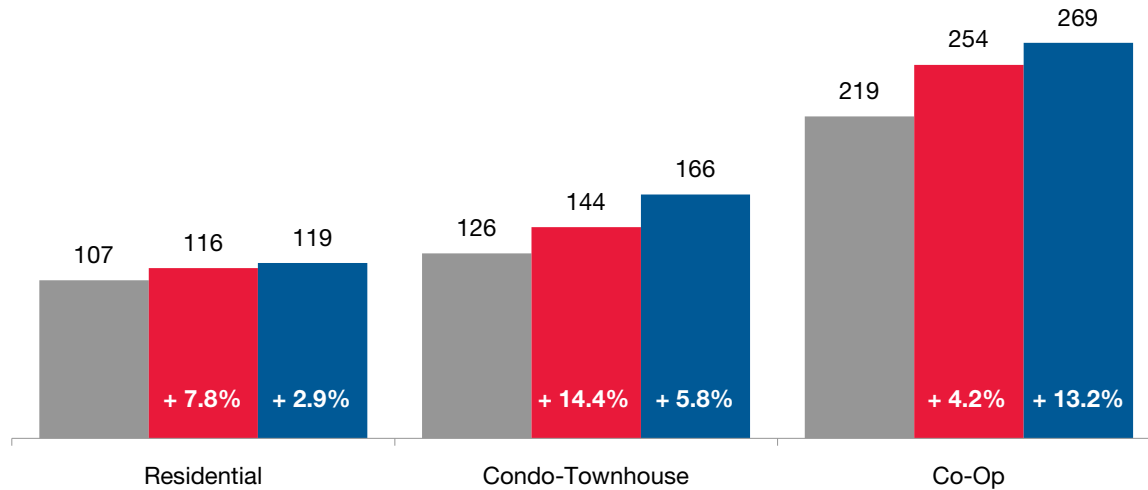
Housing Affordability Index

Queens County Only



Housing Affordability Indices by Property Type

■ 12-2009 ■ 12-2010 ■ 12-2011

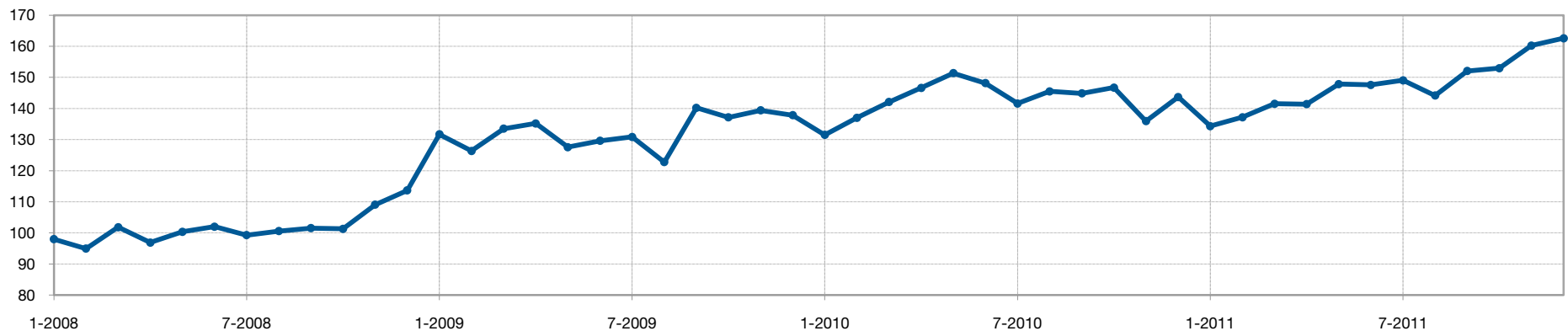


Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	134	131	+ 2.2%
2-2011	137	137	+ 0.1%
3-2011	142	142	- 0.4%
4-2011	141	147	- 3.6%
5-2011	148	151	- 2.3%
6-2011	148	148	- 0.4%
7-2011	149	142	+ 5.2%
8-2011	144	146	- 0.9%
9-2011	152	145	+ 5.0%
10-2011	153	147	+ 4.2%
11-2011	160	136	+ 17.9%
12-2011	163	144	+ 13.2%
12-Month Avg	148	143	+ 3.3%

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.



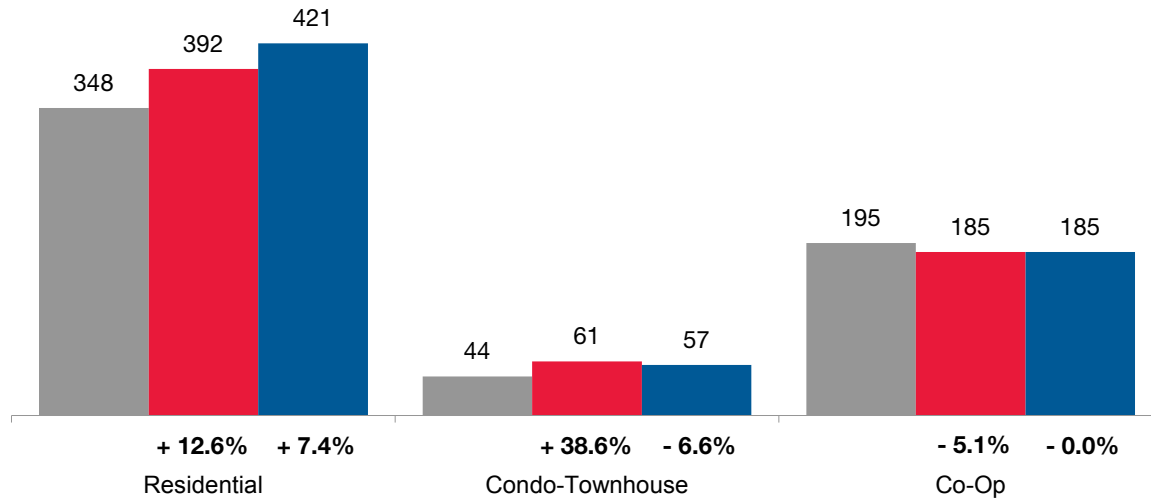
Contract Sales

Queens County Only



Contract Sales by Property Type

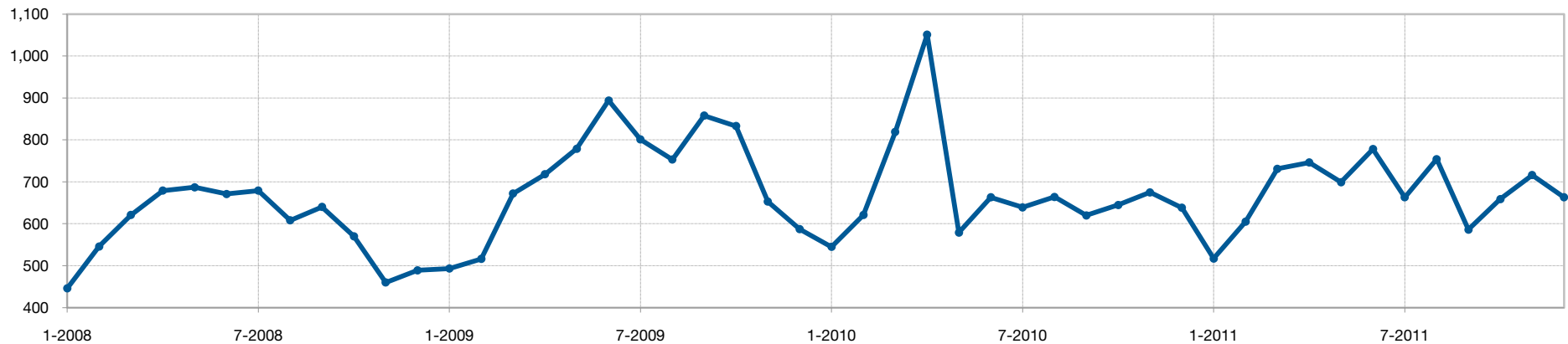
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	517	545	- 5.1%
2-2011	605	621	- 2.6%
3-2011	731	819	- 10.7%
4-2011	746	1,051	- 29.0%
5-2011	699	579	+ 20.7%
6-2011	778	663	+ 17.3%
7-2011	663	639	+ 3.8%
8-2011	754	664	+ 13.6%
9-2011	586	620	- 5.5%
10-2011	659	645	+ 2.2%
11-2011	716	675	+ 6.1%
12-2011	663	638	+ 3.9%
12-Month Total	8,117	8,159	- 0.5%

Historical Contract Sales in Queens County All Property Types



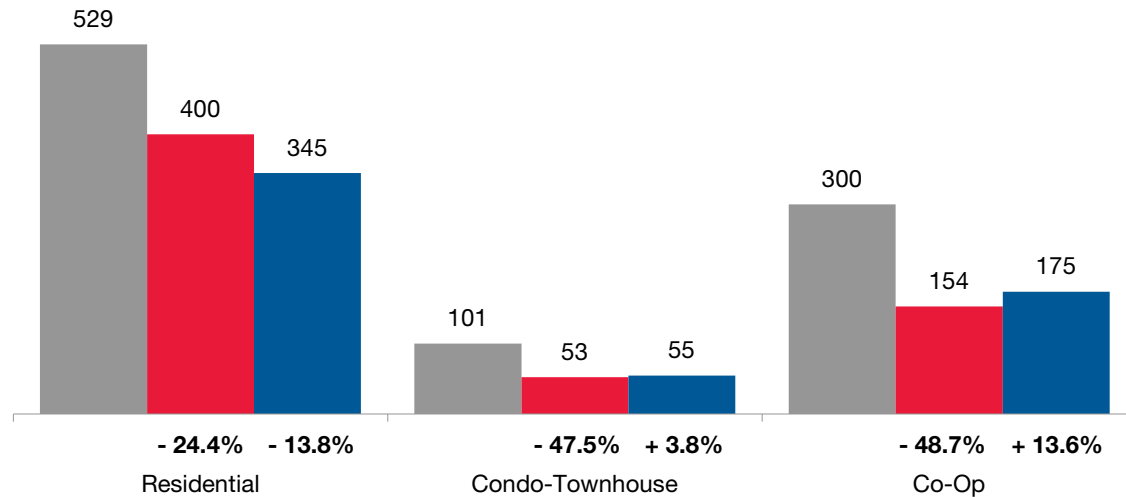
Closed Sales

Queens County Only



Closed Sales by Property Type

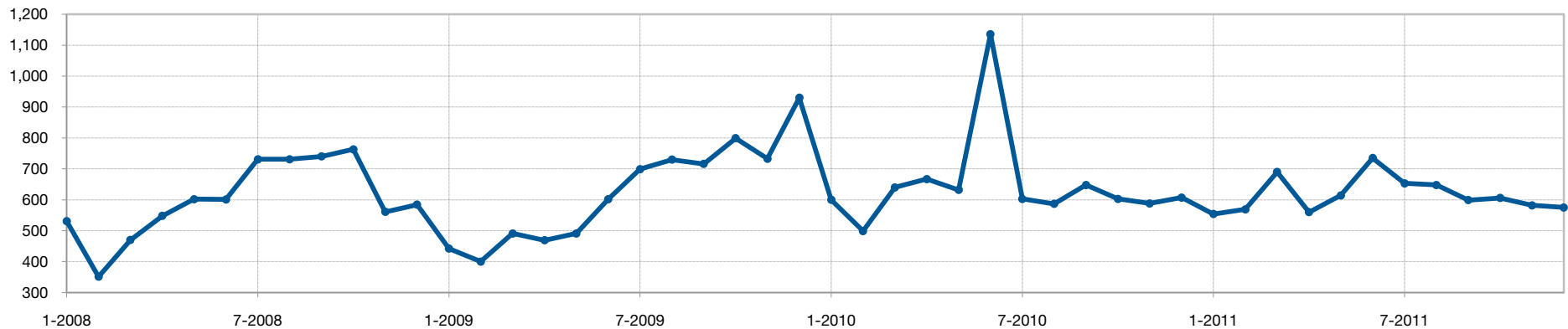
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	554	600	- 7.7%
2-2011	569	499	+ 14.0%
3-2011	690	640	+ 7.8%
4-2011	560	667	- 16.0%
5-2011	614	632	- 2.8%
6-2011	735	1,136	- 35.3%
7-2011	653	603	+ 8.3%
8-2011	648	587	+ 10.4%
9-2011	599	648	- 7.6%
10-2011	606	603	+ 0.5%
11-2011	582	588	- 1.0%
12-2011	575	607	- 5.3%
12-Month Total	7,385	7,810	- 5.4%

Historical Closed Sales in Queens County All Property Types



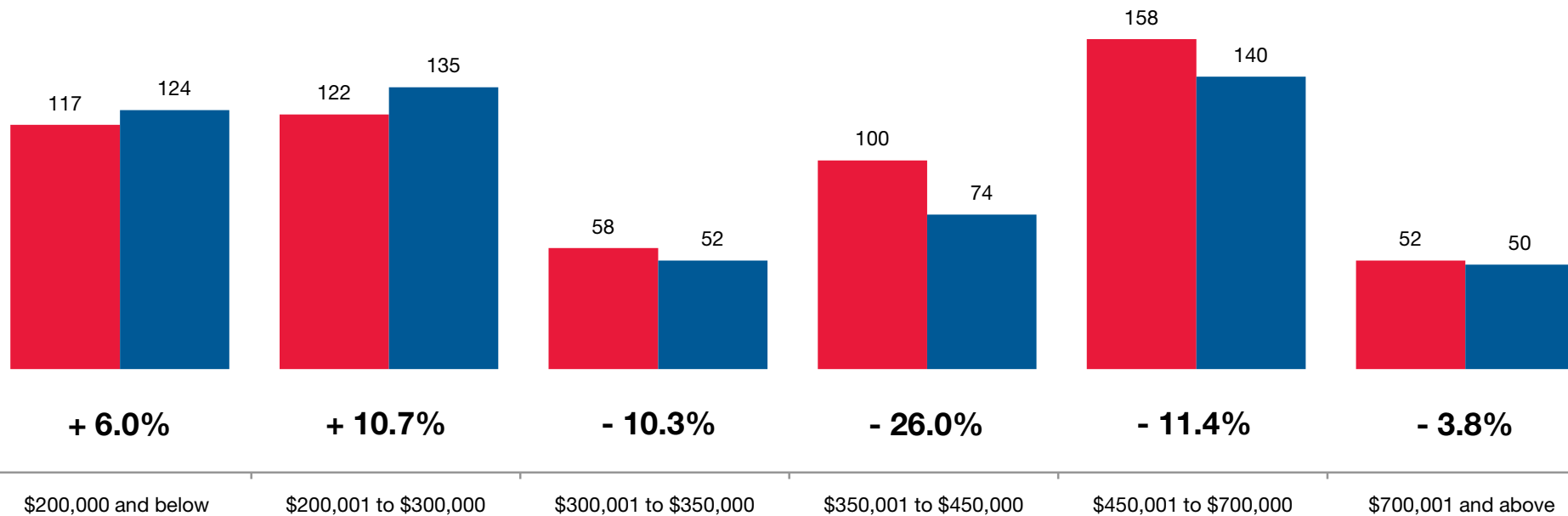
Closed Home Sales by Price Range

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
12-2010	117	122	58	100	158	52	607
12-2011	124	135	52	74	140	50	575
+ / -	+ 6.0%	+ 10.7%	- 10.3%	- 26.0%	- 11.4%	- 3.8%	- 5.3%

■ 12-2010 ■ 12-2011

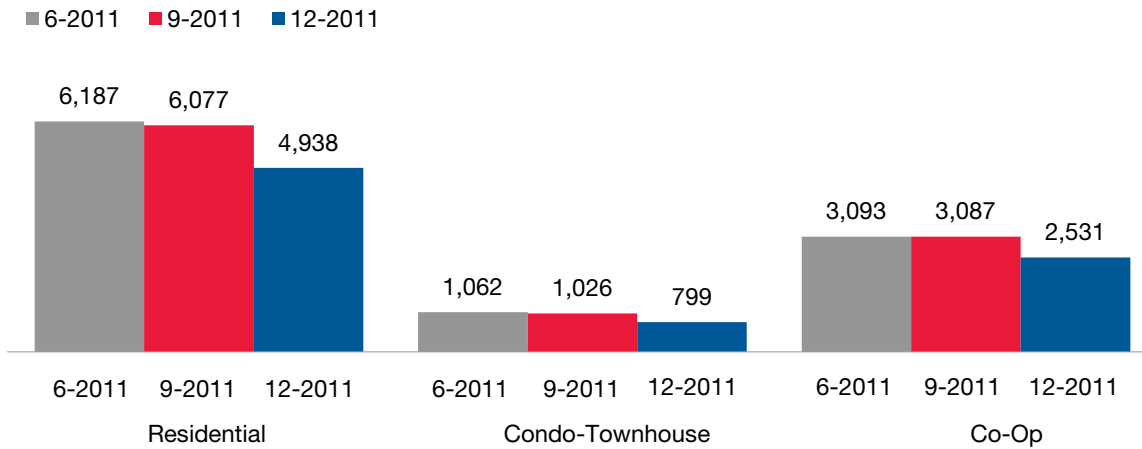


Active Inventory of Homes for Sale

Queens County Only



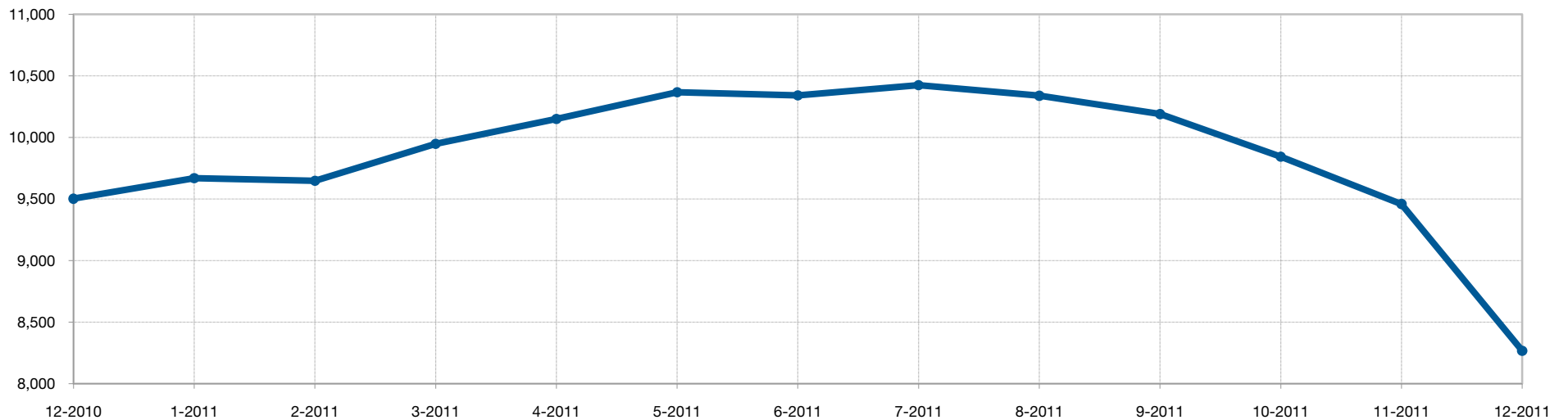
Inventory of Homes for Sale by Property Type Last 6 Months



Data for All Date Ranges

Property Type	6 Months Ago	3 Months Ago	Current Month
Residential	6,187	6,077	4,938
Condo-Townhouse	1,062	1,026	799
Co-Op	3,093	3,087	2,531
All Properties	10,342	10,190	8,268

Historical Inventory in Queens County All Property Types

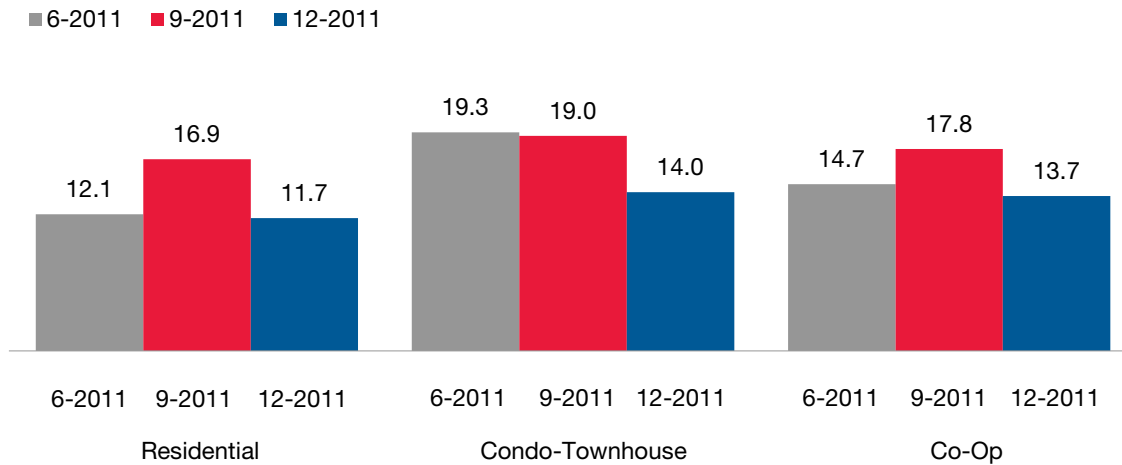


Months Supply of Inventory

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	12.1	16.9	11.7
Condo-Townhouse	19.3	19.0	14.0
Co-Op	14.7	17.8	13.7
All Properties	13.3	17.4	12.5

Historical Months Supply of Inventory in Queens County All Property Types

