



Suffolk County Market Update

December 2011

Data for this report was pulled on January 6, 2012

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



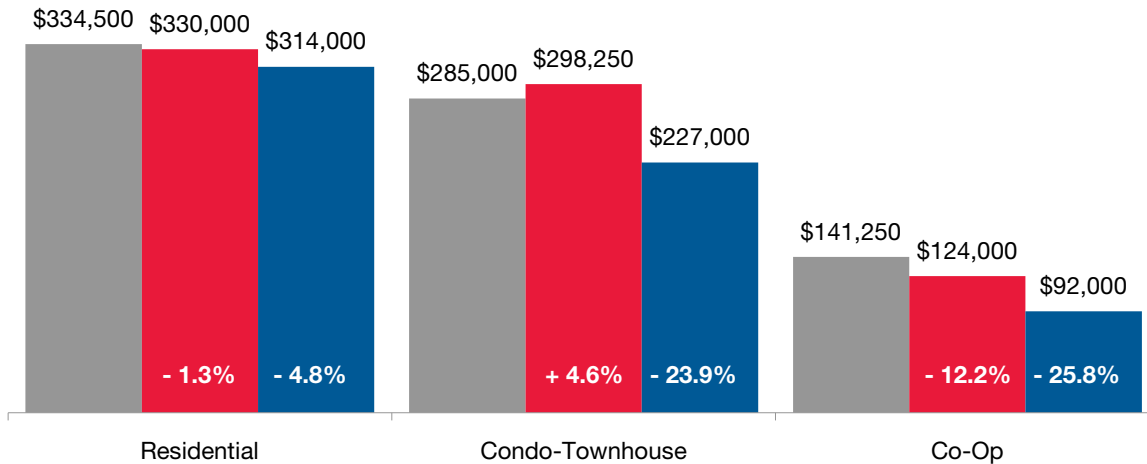
Median Sales Price of Closed Sales

Suffolk County Only



Median Sales Price of Closed Sales by Property Type

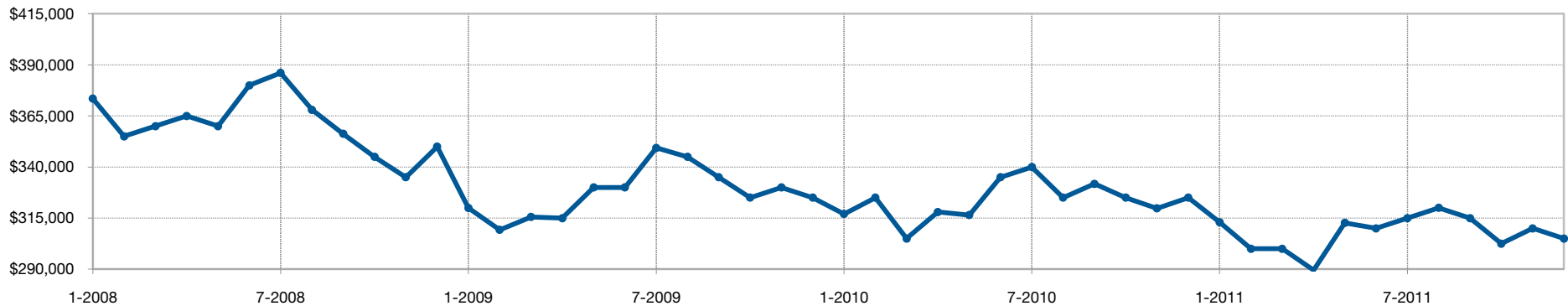
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	\$313,000	\$317,000	- 1.3%
2-2011	\$300,000	\$325,000	- 7.7%
3-2011	\$300,000	\$305,000	- 1.6%
4-2011	\$289,500	\$318,000	- 9.0%
5-2011	\$312,700	\$316,500	- 1.2%
6-2011	\$310,000	\$335,000	- 7.5%
7-2011	\$315,000	\$340,000	- 7.4%
8-2011	\$320,000	\$325,000	- 1.5%
9-2011	\$315,000	\$331,750	- 5.0%
10-2011	\$302,500	\$325,000	- 6.9%
11-2011	\$310,000	\$319,750	- 3.0%
12-2011	\$305,000	\$325,000	- 6.2%
12-Month Med	\$307,725	\$323,583	- 4.9%

Historical Median Sales Price in Suffolk County All Property Types



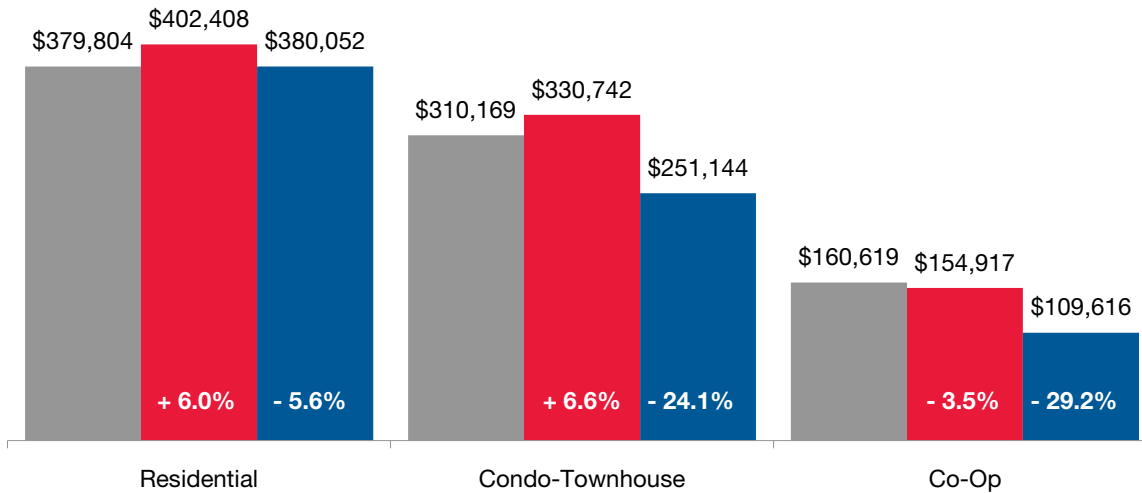
Average Sales Price of Closed Sales

Suffolk County Only



Average Sales Price of Closed Sales by Property Type

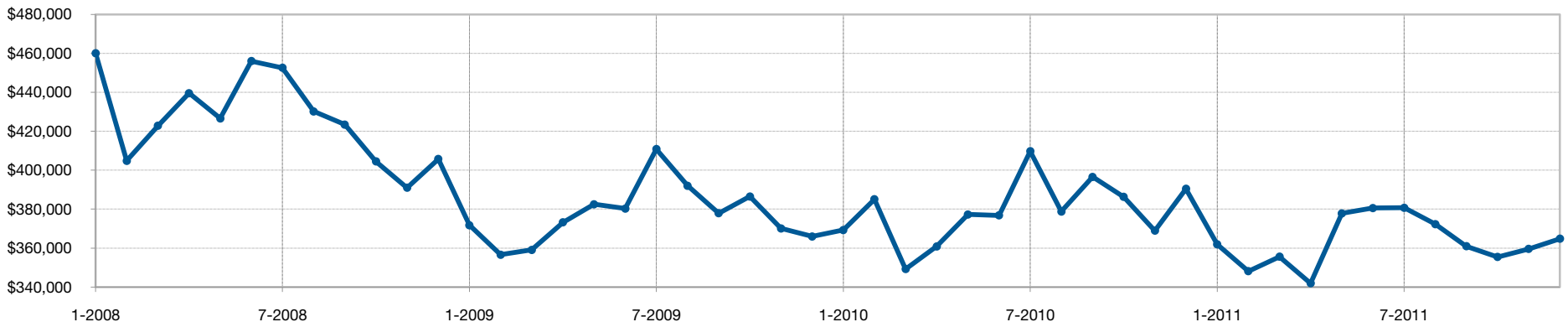
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	\$361,914	\$369,272	- 2.0%
2-2011	\$348,162	\$385,041	- 9.6%
3-2011	\$355,597	\$349,267	+ 1.8%
4-2011	\$341,932	\$360,875	- 5.2%
5-2011	\$377,821	\$377,272	+ 0.1%
6-2011	\$380,557	\$376,779	+ 1.0%
7-2011	\$380,707	\$409,738	- 7.1%
8-2011	\$372,315	\$378,758	- 1.7%
9-2011	\$360,983	\$396,538	- 9.0%
10-2011	\$355,439	\$386,294	- 8.0%
11-2011	\$359,572	\$368,949	- 2.5%
12-2011	\$364,820	\$390,432	- 6.6%
12-Month Avg	\$363,318	\$379,101	- 4.2%

Historical Average Sales Price in Suffolk County All Property Types



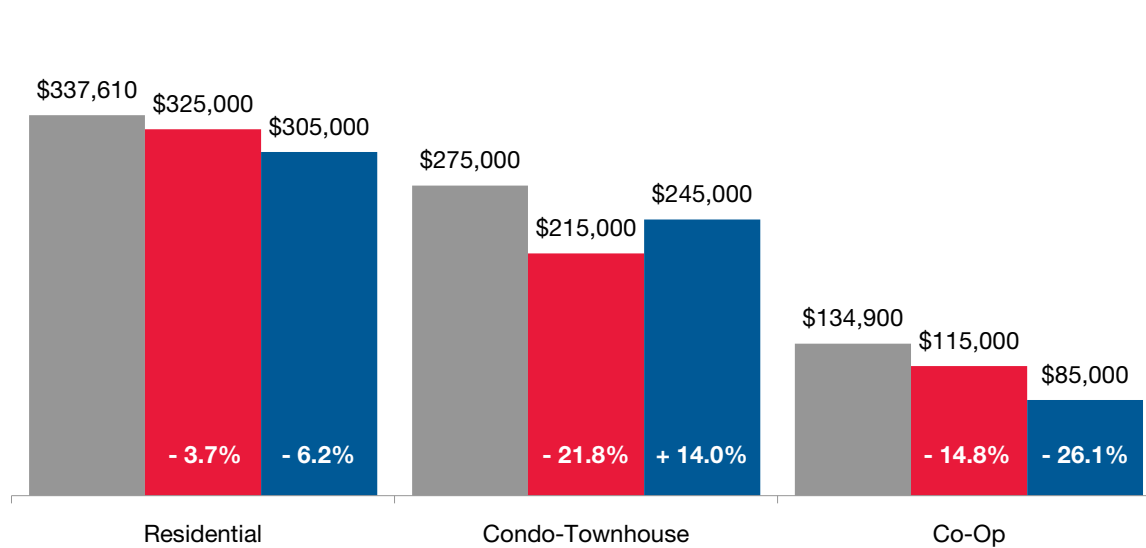
Median Contract Price of Contract Sales

Suffolk County Only



Median Contract Price of Contract Sales by Property Type

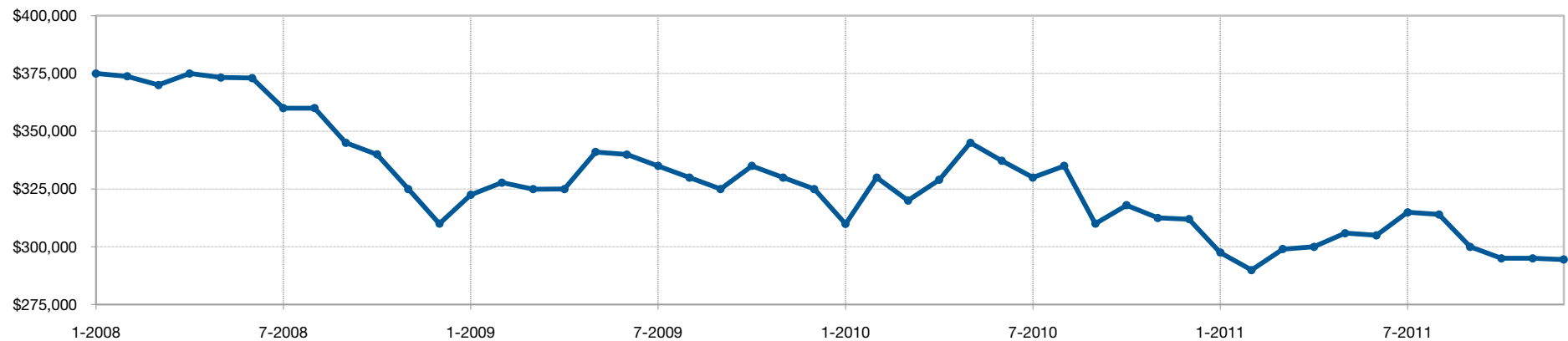
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	\$297,500	\$309,900	- 4.0%
2-2011	\$289,900	\$330,000	- 12.2%
3-2011	\$299,000	\$320,000	- 6.6%
4-2011	\$300,000	\$329,000	- 8.8%
5-2011	\$305,900	\$345,000	- 11.3%
6-2011	\$305,000	\$337,250	- 9.6%
7-2011	\$314,925	\$330,000	- 4.6%
8-2011	\$314,000	\$335,000	- 6.3%
9-2011	\$300,000	\$310,000	- 3.2%
10-2011	\$295,000	\$318,000	- 7.2%
11-2011	\$295,000	\$312,500	- 5.6%
12-2011	\$294,500	\$312,000	- 5.6%
12-Month Avg	\$300,894	\$324,054	- 7.1%

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



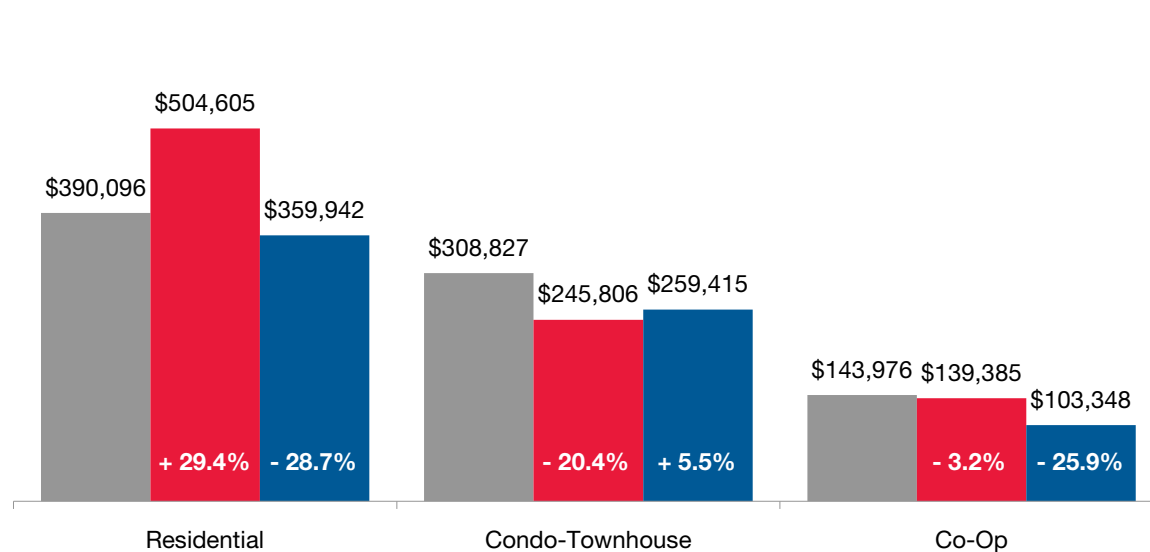
Average Contract Price of Contract Sales

Suffolk County Only



Average Contract Price of Contract Sales by Property Type

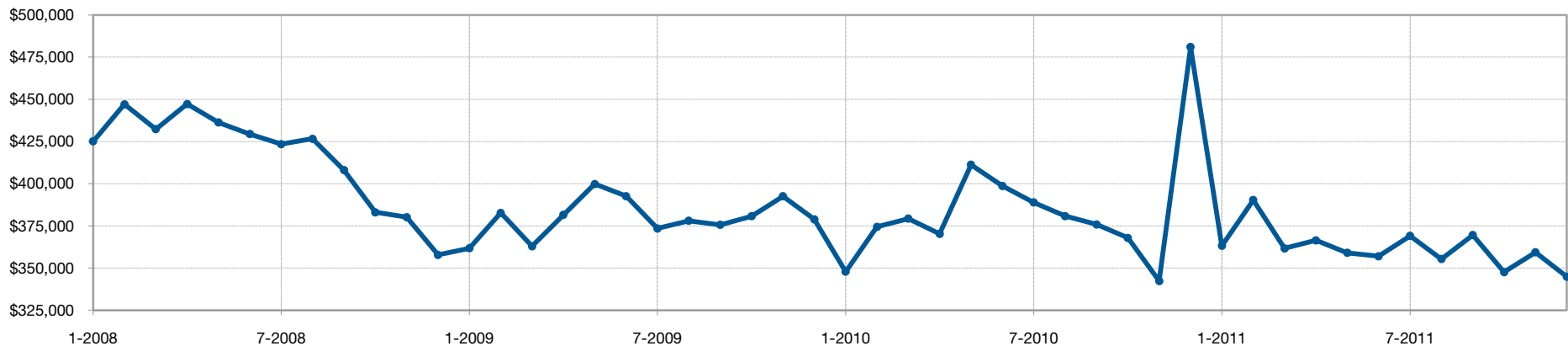
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	\$363,156	\$347,817	+ 4.4%
2-2011	\$390,269	\$374,400	+ 4.2%
3-2011	\$361,658	\$379,252	- 4.6%
4-2011	\$366,396	\$370,261	- 1.0%
5-2011	\$359,022	\$411,246	- 12.7%
6-2011	\$357,038	\$398,704	- 10.5%
7-2011	\$369,036	\$388,887	- 5.1%
8-2011	\$355,323	\$380,831	- 6.7%
9-2011	\$369,578	\$375,848	- 1.7%
10-2011	\$347,549	\$367,854	- 5.5%
11-2011	\$359,318	\$342,313	+ 5.0%
12-2011	\$344,877	\$481,014	- 28.3%
12-Month Avg	\$361,935	\$384,869	- 6.0%

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



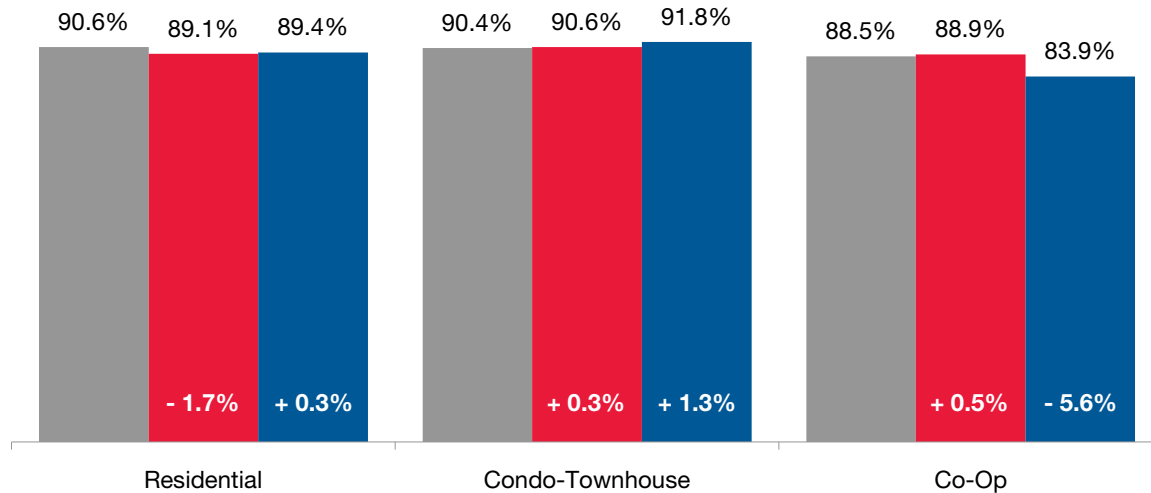
Pct. of Original List Price Received at Sale

Suffolk County Only



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

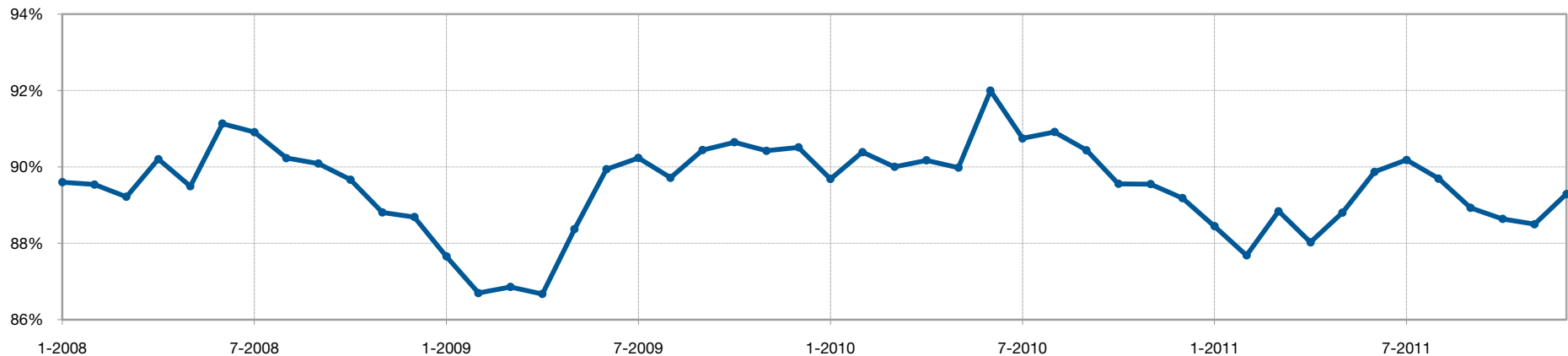
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	88.4%	89.7%	- 1.4%
2-2011	87.7%	90.4%	- 3.0%
3-2011	88.8%	90.0%	- 1.3%
4-2011	88.0%	90.2%	- 2.4%
5-2011	88.8%	90.0%	- 1.3%
6-2011	89.9%	92.0%	- 2.3%
7-2011	90.2%	90.7%	- 0.6%
8-2011	89.7%	90.9%	- 1.3%
9-2011	88.9%	90.4%	- 1.7%
10-2011	88.6%	89.6%	- 1.0%
11-2011	88.5%	89.5%	- 1.2%
12-2011	89.3%	89.2%	+ 0.1%
12-Month Avg	88.9%	90.2%	- 1.4%

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



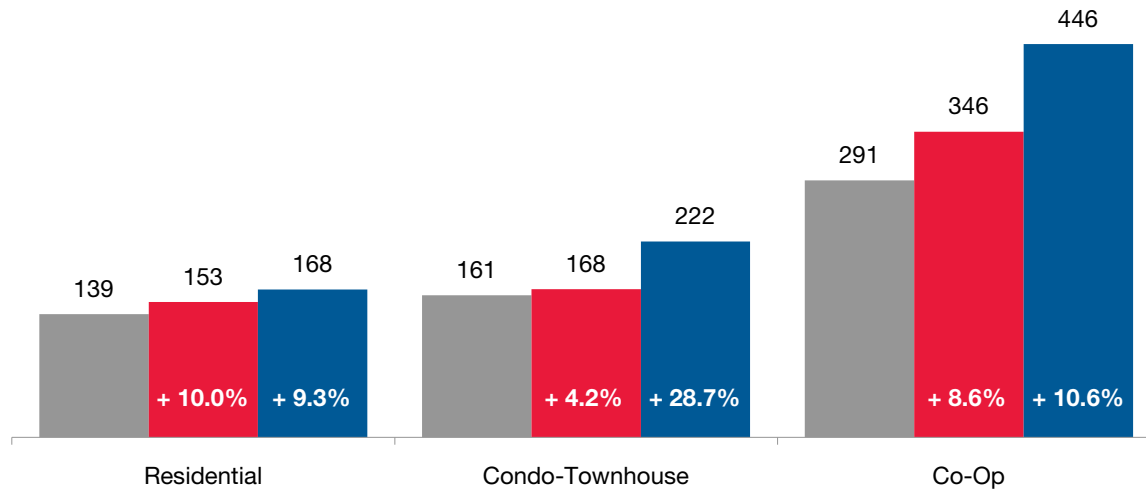
Housing Affordability Index

Suffolk County Only



Housing Affordability Indices by Property Type

■ 12-2009 ■ 12-2010 ■ 12-2011

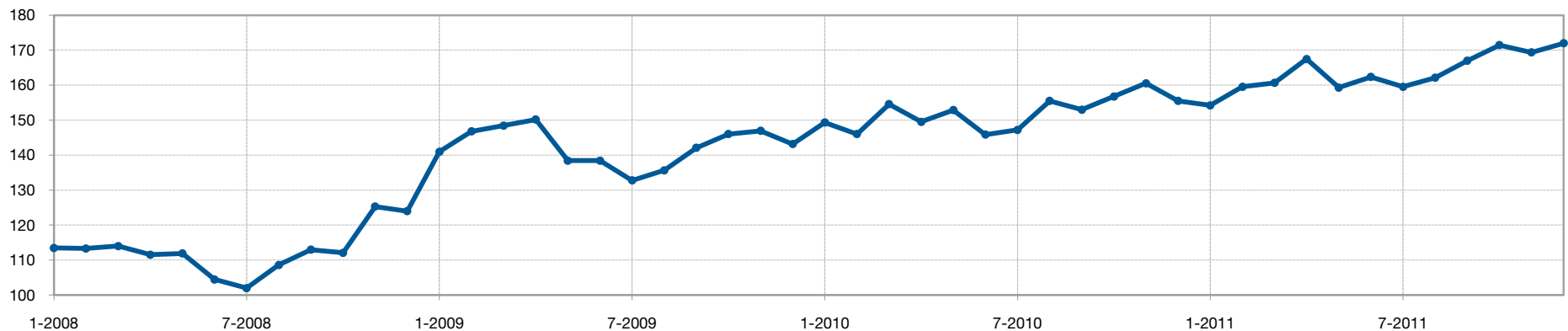


Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	154	149	+ 3.3%
2-2011	160	146	+ 9.3%
3-2011	161	155	+ 3.9%
4-2011	167	150	+ 12.0%
5-2011	159	153	+ 4.2%
6-2011	162	146	+ 11.3%
7-2011	160	147	+ 8.4%
8-2011	162	155	+ 4.3%
9-2011	167	153	+ 9.1%
10-2011	171	157	+ 9.3%
11-2011	169	161	+ 5.5%
12-2011	172	155	+ 10.6%
12-Month Avg	164	152	+ 7.6%

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.



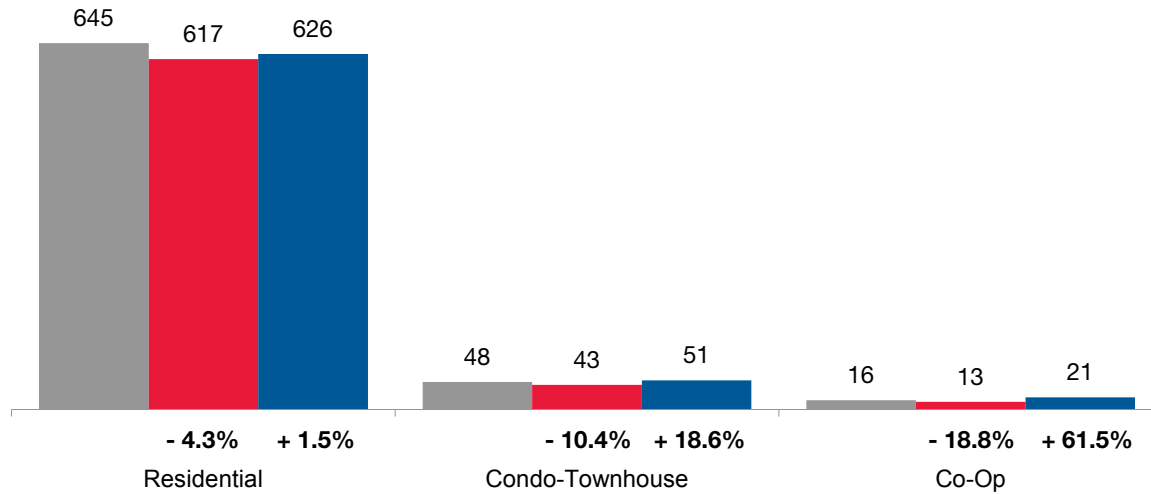
Contract Sales

Suffolk County Only



Contract Sales by Property Type

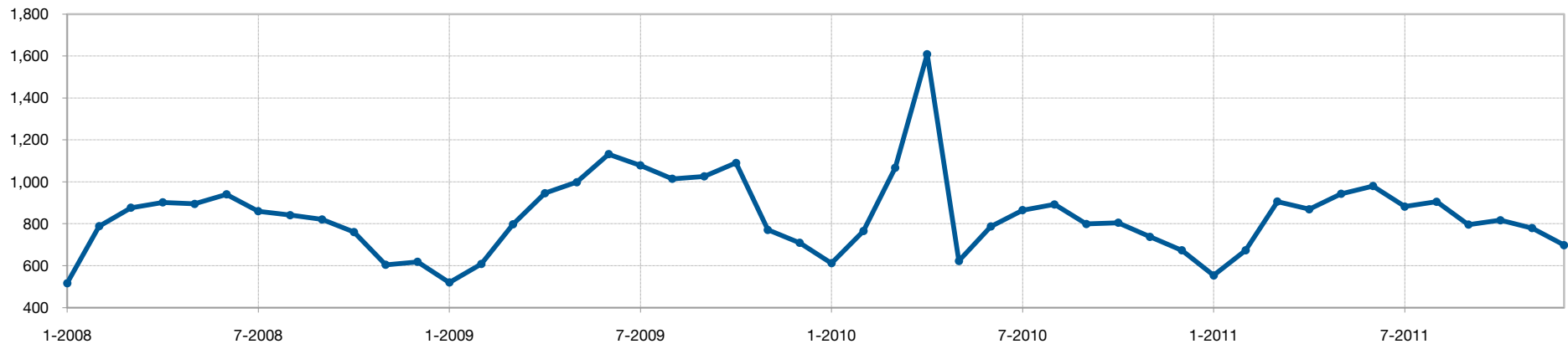
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	554	612	- 9.5%
2-2011	673	765	- 12.0%
3-2011	906	1,067	- 15.1%
4-2011	869	1,609	- 46.0%
5-2011	943	623	+ 51.4%
6-2011	980	787	+ 24.5%
7-2011	882	865	+ 2.0%
8-2011	905	892	+ 1.5%
9-2011	796	799	- 0.4%
10-2011	817	805	+ 1.5%
11-2011	779	738	+ 5.6%
12-2011	698	673	+ 3.7%
12-Month Total	9,802	10,235	- 4.2%

Historical Contract Sales in Suffolk County All Property Types



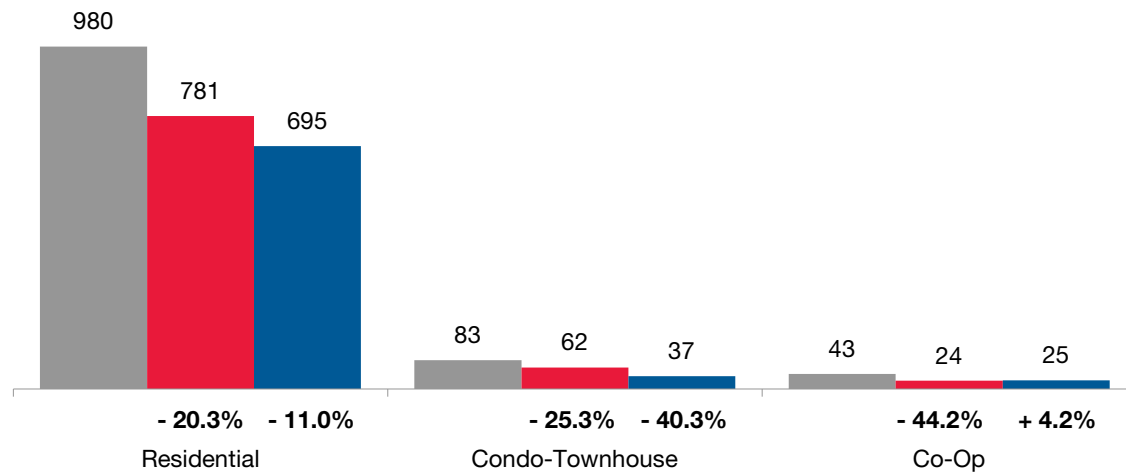
Closed Sales

Suffolk County Only



Closed Sales by Property Type

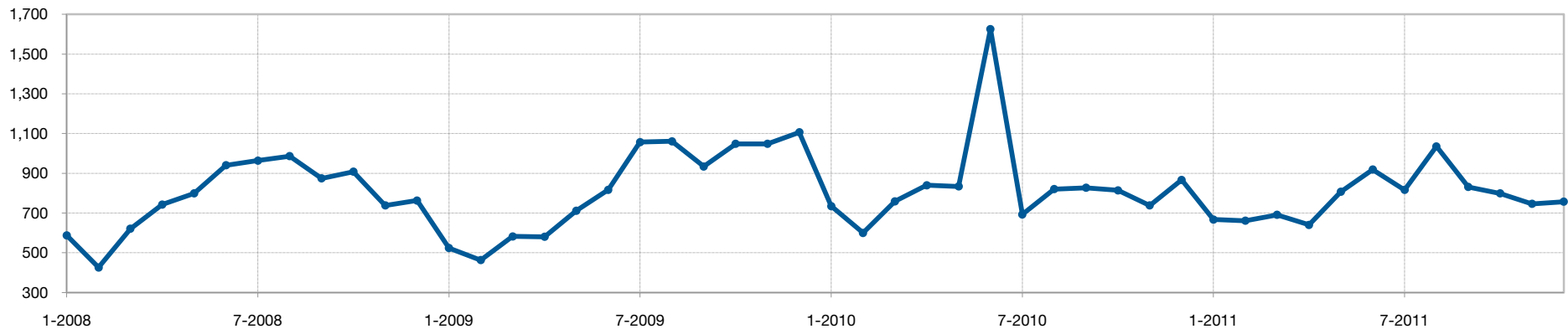
■ 12-2009 ■ 12-2010 ■ 12-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
1-2011	667	735	- 9.3%
2-2011	661	600	+ 10.2%
3-2011	691	759	- 9.0%
4-2011	640	840	- 23.8%
5-2011	807	834	- 3.2%
6-2011	919	1,626	- 43.5%
7-2011	816	693	+ 17.7%
8-2011	1,035	820	+ 26.2%
9-2011	831	827	+ 0.5%
10-2011	799	814	- 1.8%
11-2011	746	738	+ 1.1%
12-2011	757	867	- 12.7%
12-Month Total	9,369	10,153	- 7.7%

Historical Closed Sales in Suffolk County All Property Types



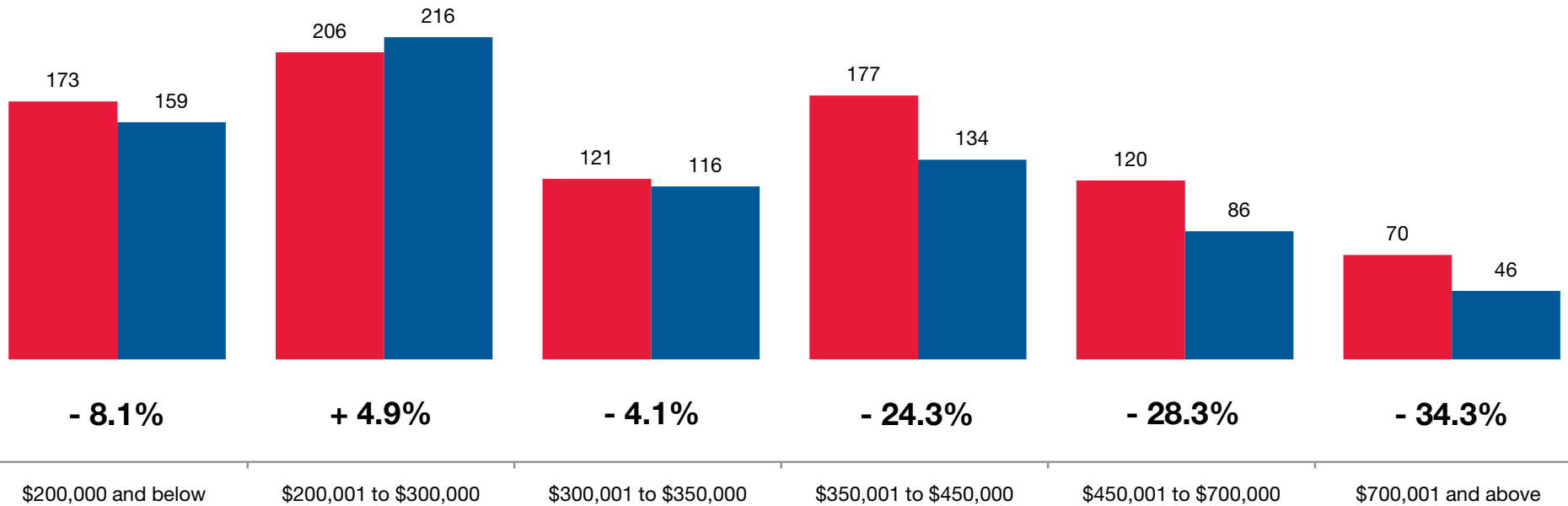
Closed Home Sales by Price Range

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
12-2010	173	206	121	177	120	70	867
12-2011	159	216	116	134	86	46	757
+ / -	- 8.1%	+ 4.9%	- 4.1%	- 24.3%	- 28.3%	- 34.3%	- 12.7%

■ 12-2010 ■ 12-2011

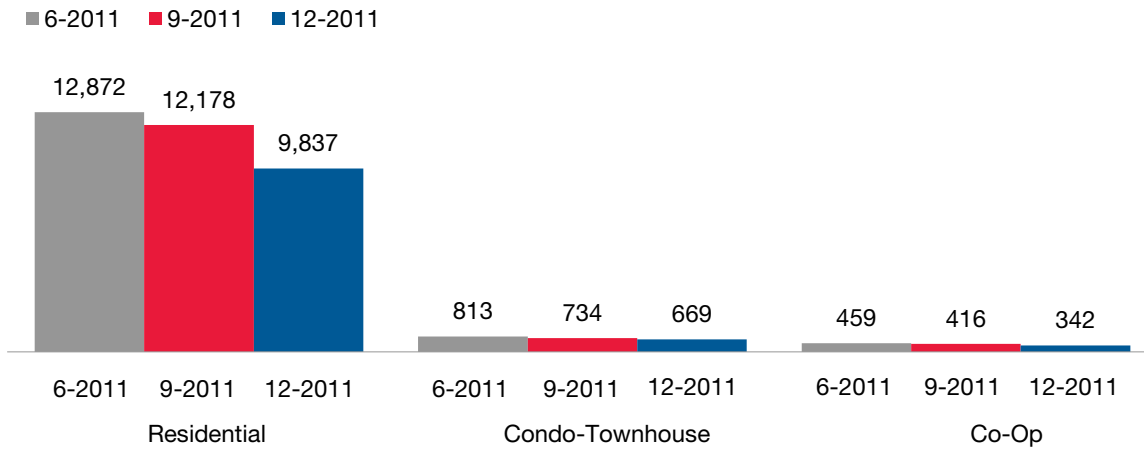


Active Inventory of Homes for Sale

Suffolk County Only



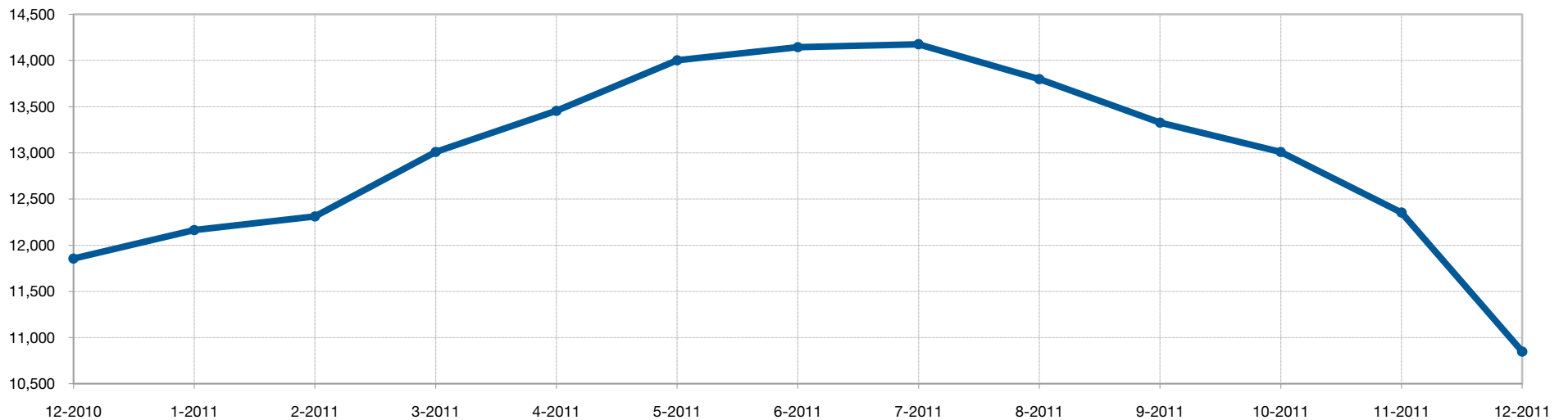
Inventory of Homes for Sale by Property Type Last 6 Months



Data for All Date Ranges

Property Type	6 Months Ago	3 Months Ago	Current Month
Residential	12,872	12,178	9,837
Condo-Townhouse	813	734	669
Co-Op	459	416	342
All Properties	14,144	13,328	10,848

Historical Inventory in Suffolk County All Property Types

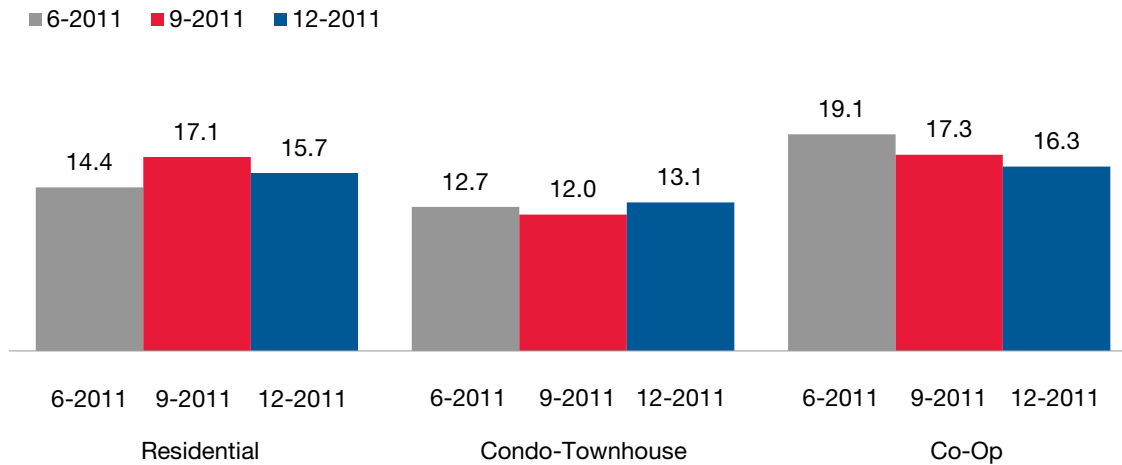


Months Supply of Inventory

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	14.4	17.1	15.7
Condo-Townhouse	12.7	12.0	13.1
Co-Op	19.1	17.3	16.3
All Properties	14.4	16.7	15.5

Historical Months Supply of Inventory in Suffolk County All Property Types

