



Queens County Market Update

July 2011

Data for this report was pulled on August 5, 2011

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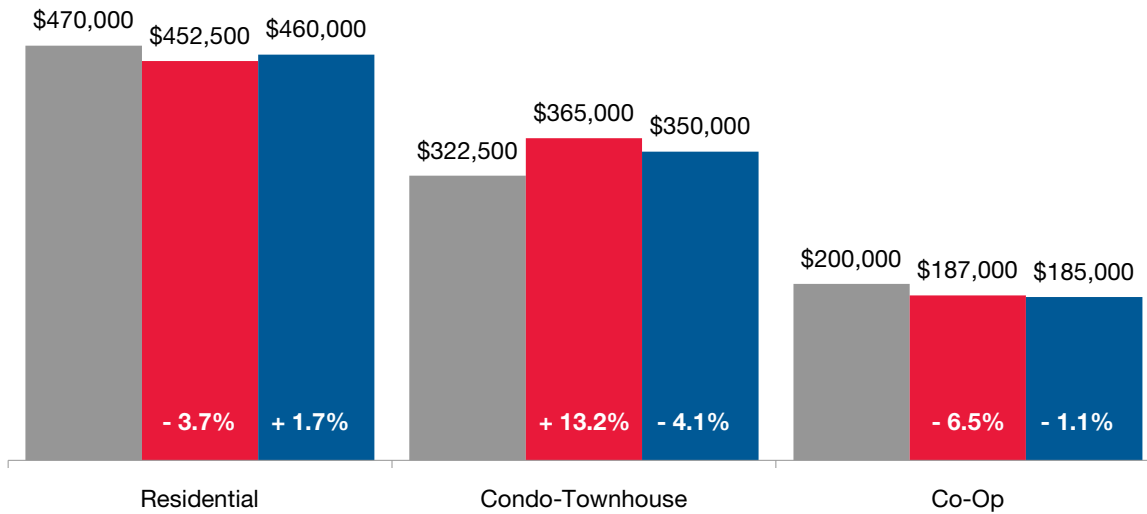
Median Sales Price of Closed Sales

Queens County Only



Median Sales Price of Closed Sales by Property Type

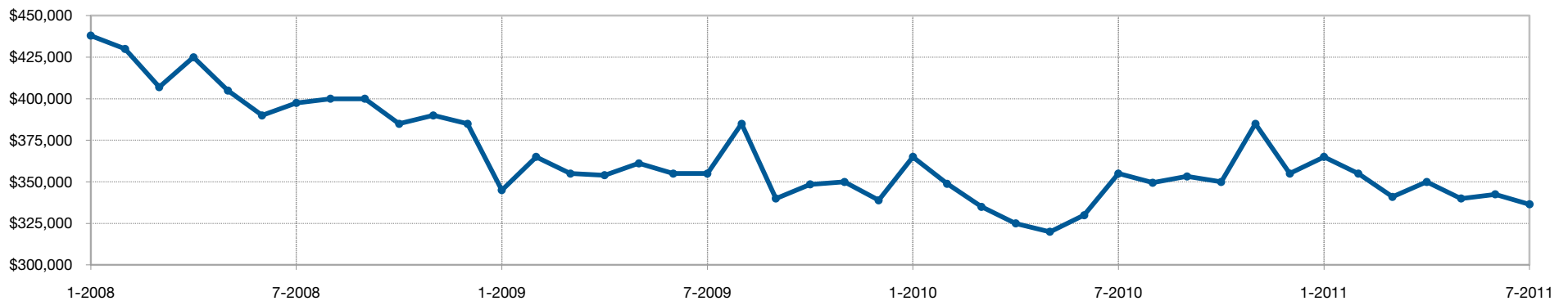
■ 7-2009 ■ 7-2010 ■ 7-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	\$349,500	\$385,000	- 9.2%
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	\$341,000	\$335,000	+ 1.8%
4-2011	\$350,000	\$325,000	+ 7.7%
5-2011	\$340,000	\$320,000	+ 6.3%
6-2011	\$342,500	\$330,000	+ 3.8%
7-2011	\$336,500	\$355,000	- 5.2%
12-Month Avg	\$351,899	\$345,108	+ 2.0%

Historical Median Sales Price in Queens County All Property Types



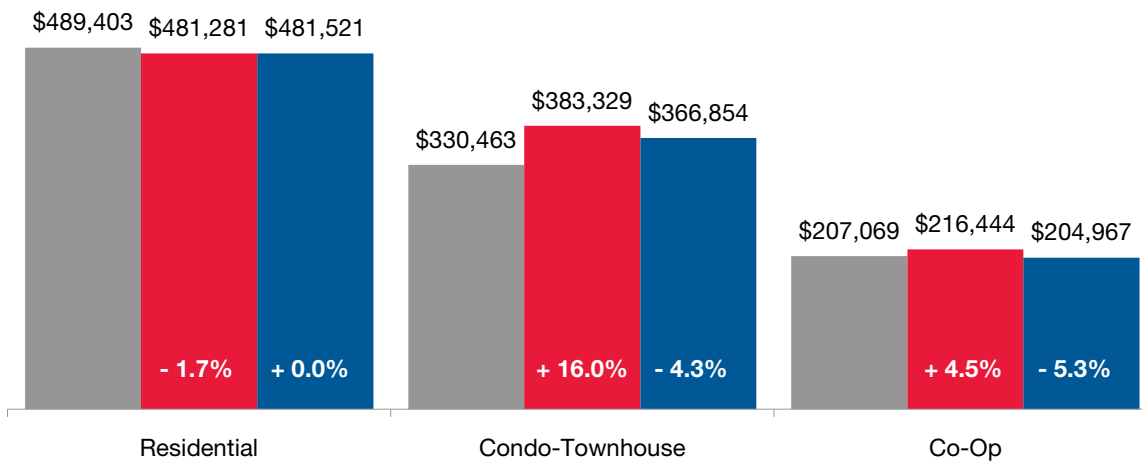
Average Sales Price of Closed Sales

Queens County Only



Average Sales Price of Closed Sales by Property Type

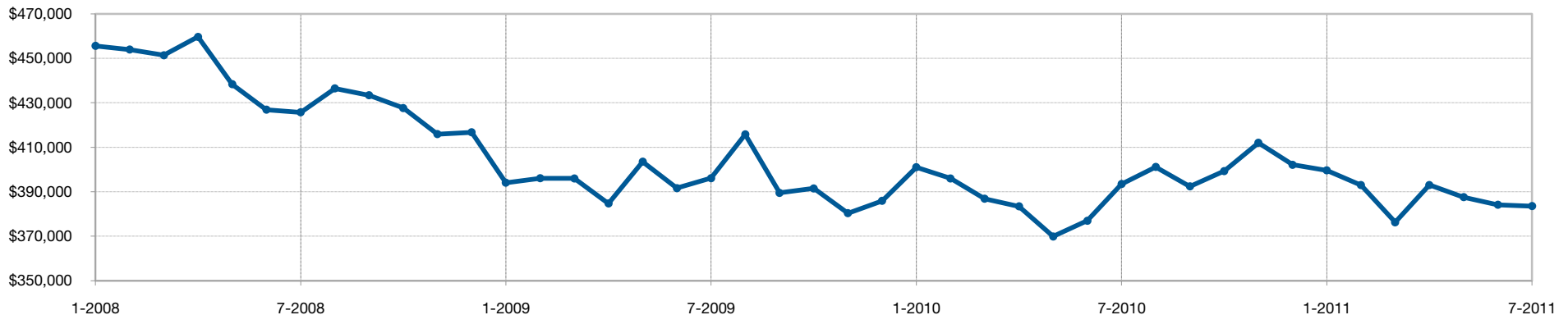
■ 7-2009 ■ 7-2010 ■ 7-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	\$401,117	\$415,779	- 3.5%
9-2010	\$392,392	\$389,489	+ 0.7%
10-2010	\$399,293	\$391,509	+ 2.0%
11-2010	\$412,004	\$380,385	+ 8.3%
12-2010	\$402,118	\$385,887	+ 4.2%
1-2011	\$399,631	\$401,007	- 0.3%
2-2011	\$393,009	\$395,980	- 0.8%
3-2011	\$376,303	\$386,842	- 2.7%
4-2011	\$393,037	\$383,457	+ 2.5%
5-2011	\$387,549	\$369,914	+ 4.8%
6-2011	\$384,157	\$376,975	+ 1.9%
7-2011	\$383,569	\$393,472	- 2.5%
12-Month Avg	\$393,682	\$389,225	+ 1.1%

Historical Average Sales Price in Queens County All Property Types

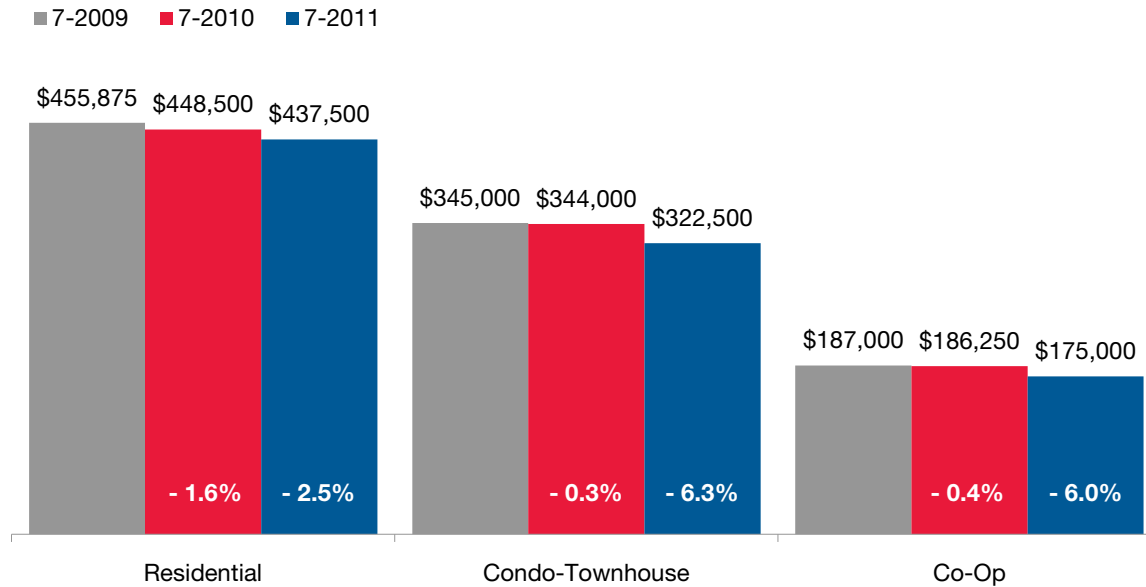


Median Contract Price of Contract Sales

Queens County Only



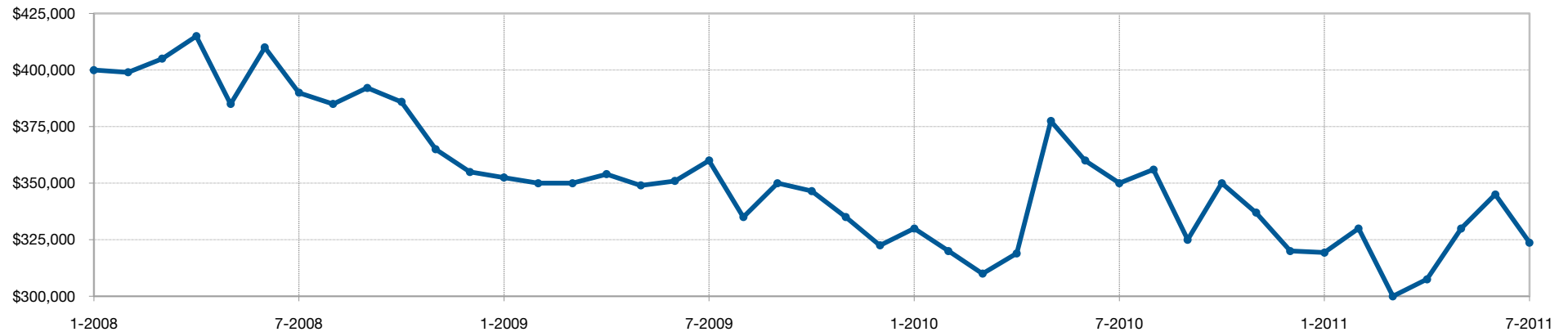
Median Contract Price of Contract Sales by Property Type



Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	\$356,000	\$335,000	+ 6.3%
9-2010	\$325,000	\$350,000	- 7.1%
10-2010	\$350,000	\$346,500	+ 1.0%
11-2010	\$337,000	\$335,000	+ 0.6%
12-2010	\$320,000	\$322,500	- 0.8%
1-2011	\$319,300	\$330,000	- 3.2%
2-2011	\$330,000	\$320,000	+ 3.1%
3-2011	\$300,000	\$310,000	- 3.2%
4-2011	\$307,500	\$319,000	- 3.6%
5-2011	\$330,000	\$377,500	- 12.6%
6-2011	\$345,000	\$360,000	- 4.2%
7-2011	\$323,750	\$350,000	- 7.5%
12-Month Avg	\$328,629	\$337,958	- 2.8%

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



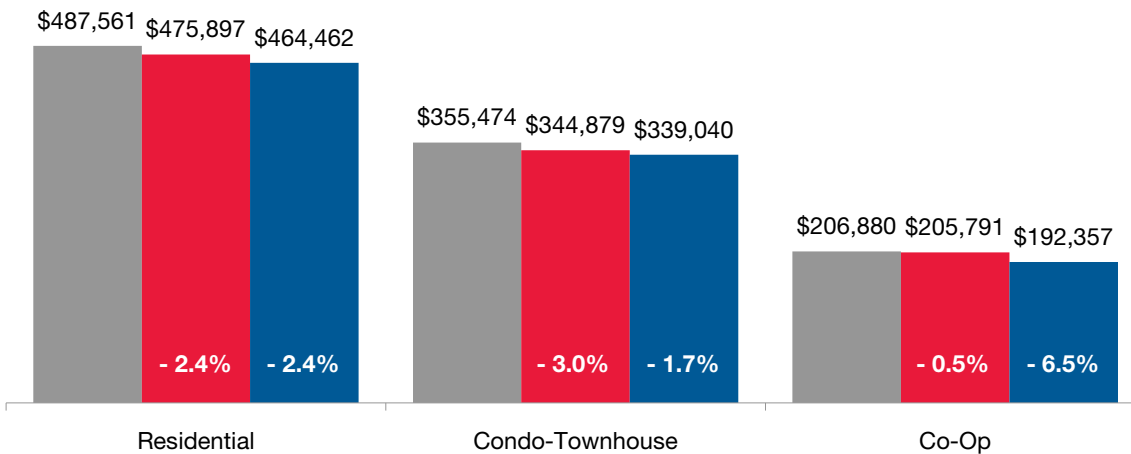
Average Contract Price of Contract Sales

Queens County Only



Average Contract Price of Contract Sales by Property Type

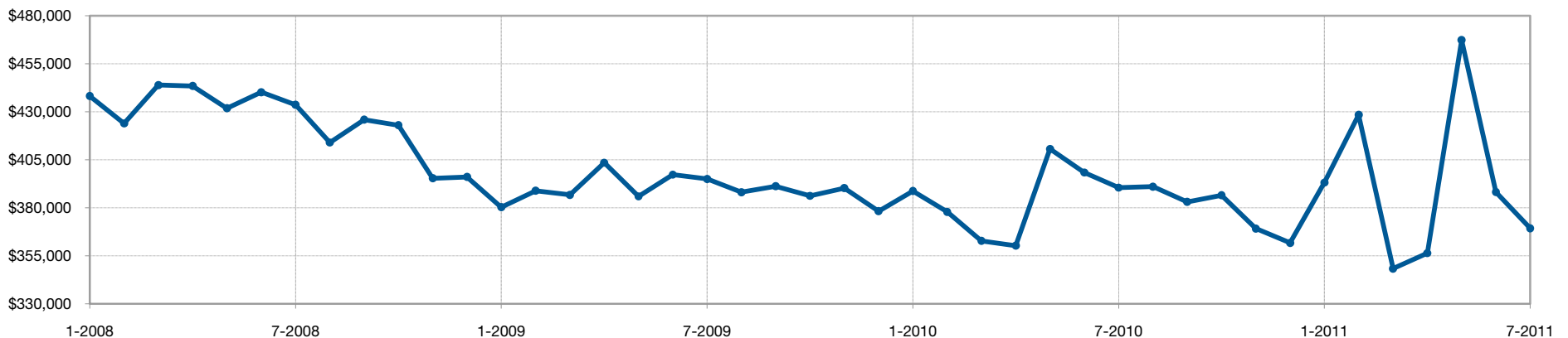
■ 7-2009 ■ 7-2010 ■ 7-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	\$390,931	\$388,040	+ 0.7%
9-2010	\$383,007	\$391,175	- 2.1%
10-2010	\$386,496	\$386,171	+ 0.1%
11-2010	\$369,131	\$390,199	- 5.4%
12-2010	\$361,696	\$378,175	- 4.4%
1-2011	\$393,081	\$388,681	+ 1.1%
2-2011	\$428,343	\$377,816	+ 13.4%
3-2011	\$348,253	\$362,719	- 4.0%
4-2011	\$356,319	\$360,244	- 1.1%
5-2011	\$467,275	\$410,592	+ 13.8%
6-2011	\$388,121	\$398,330	- 2.6%
7-2011	\$369,294	\$390,454	- 5.4%
12-Month Avg	\$386,829	\$385,216	+ 0.4%

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



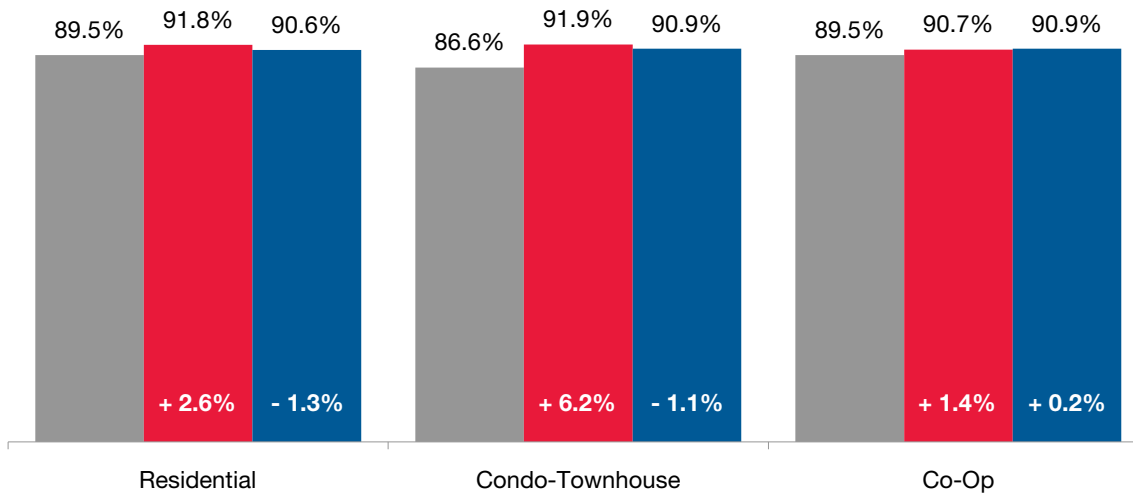
Pct. of Original List Price Received at Sale

Queens County Only



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

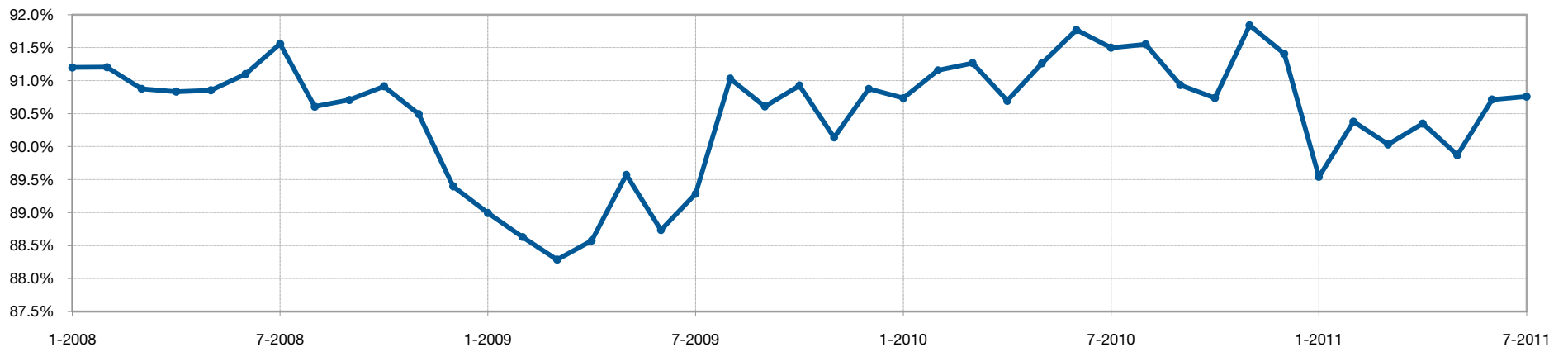
■ 7-2009 ■ 7-2010 ■ 7-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	91.6%	91.0%	+ 0.6%
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	89.5%	90.7%	- 1.3%
2-2011	90.4%	91.2%	- 0.9%
3-2011	90.0%	91.3%	- 1.4%
4-2011	90.3%	90.7%	- 0.4%
5-2011	89.9%	91.3%	- 1.5%
6-2011	90.7%	91.8%	- 1.2%
7-2011	90.8%	91.5%	- 0.8%
12-Month Avg	90.7%	91.0%	- 0.4%

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



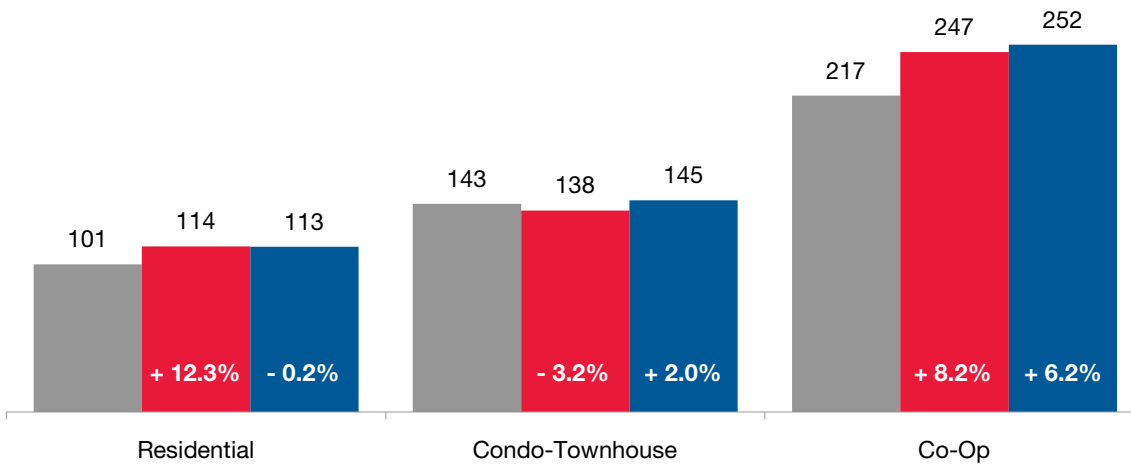
Housing Affordability Index

Queens County Only



Housing Affordability Indices by Property Type

■ 7-2009 ■ 7-2010 ■ 7-2011

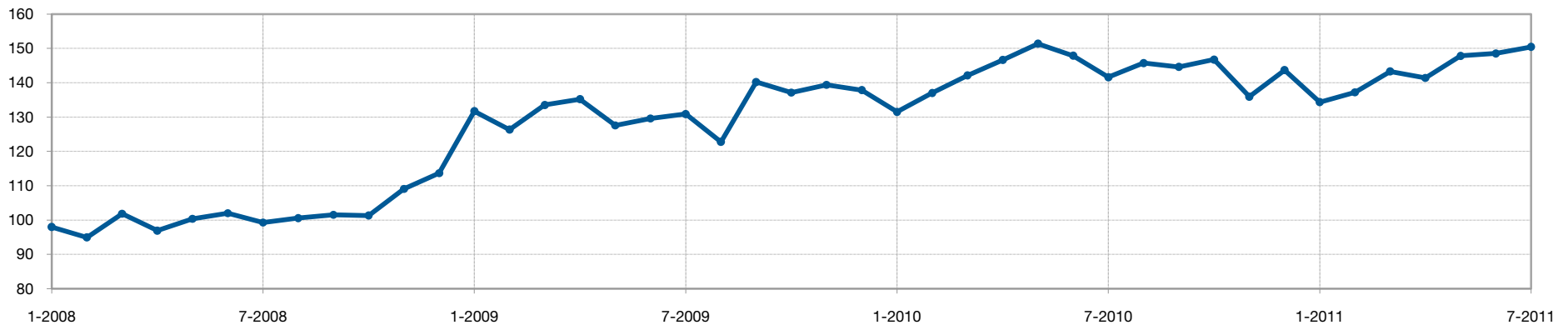


Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	146	123	+ 18.7%
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	143	142	+ 0.8%
4-2011	141	147	- 3.6%
5-2011	148	151	- 2.3%
6-2011	149	148	+ 0.5%
7-2011	150	142	+ 6.2%
12-Month Avg	143	140	+ 2.6%

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.



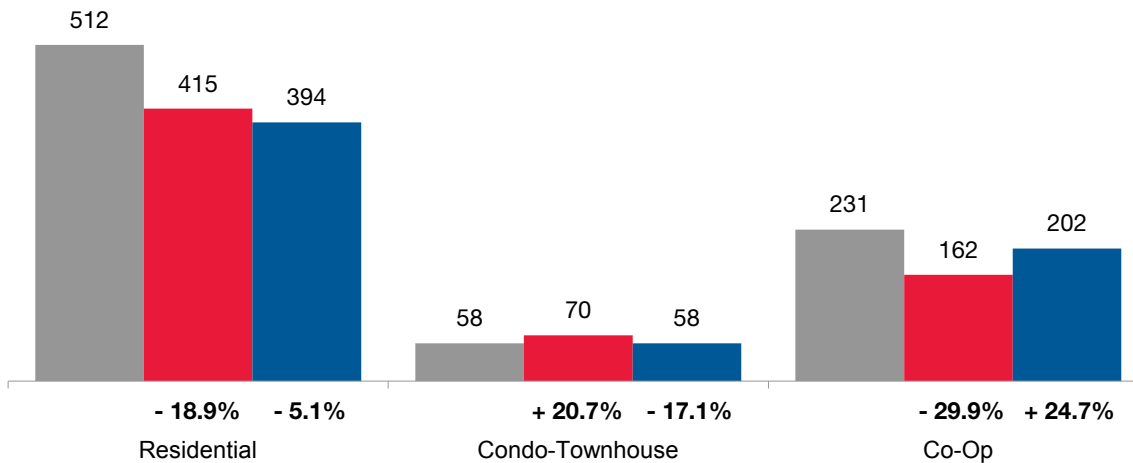
Contract Sales

Queens County Only



Contract Sales by Property Type

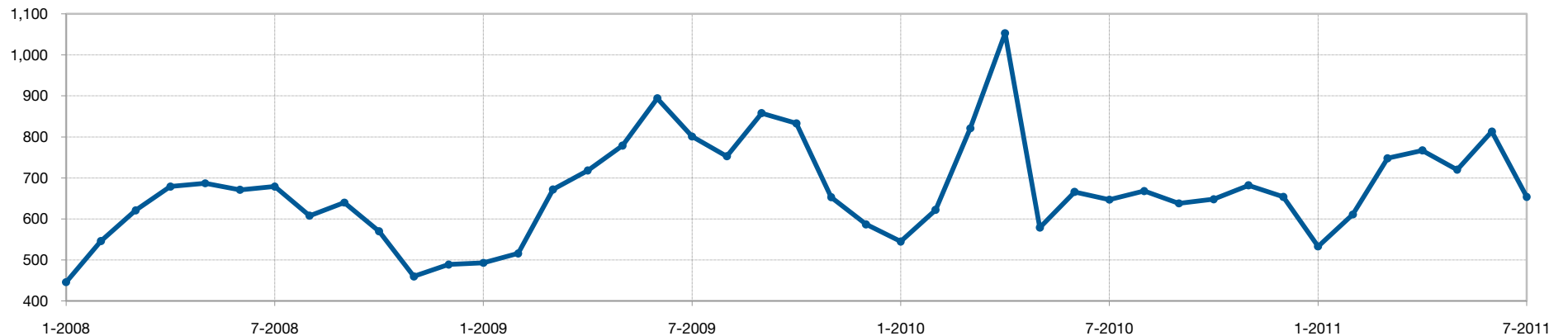
■ 7-2009 ■ 7-2010 ■ 7-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	668	753	- 11.3%
9-2010	638	858	- 25.6%
10-2010	648	833	- 22.2%
11-2010	682	653	+ 4.4%
12-2010	654	587	+ 11.4%
1-2011	533	545	- 2.2%
2-2011	611	622	- 1.8%
3-2011	748	821	- 8.9%
4-2011	767	1,053	- 27.2%
5-2011	720	579	+ 24.4%
6-2011	813	666	+ 22.1%
7-2011	654	647	+ 1.1%
12-Month Total	8,136	8,617	- 5.6%

Historical Contract Sales in Queens County All Property Types



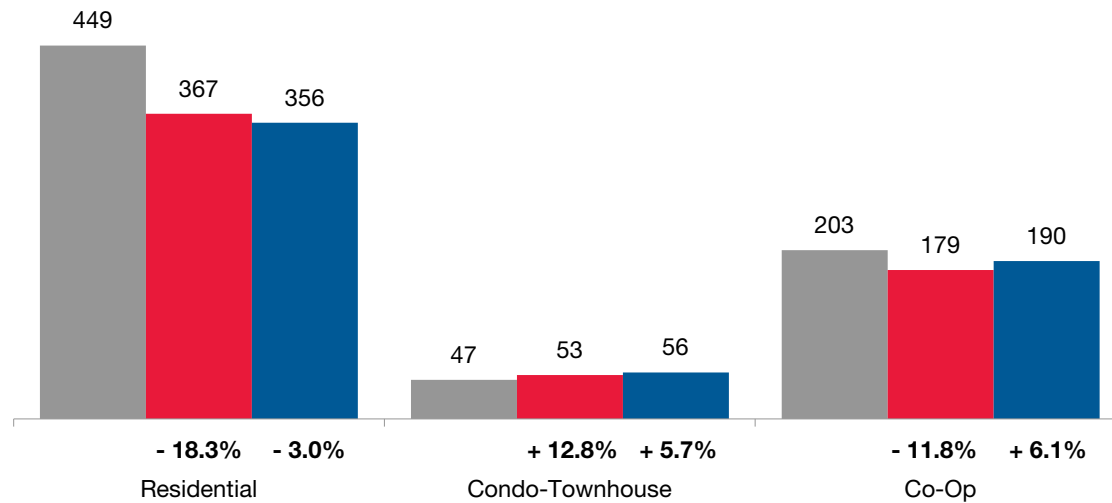
Closed Sales

Queens County Only



Closed Sales by Property Type

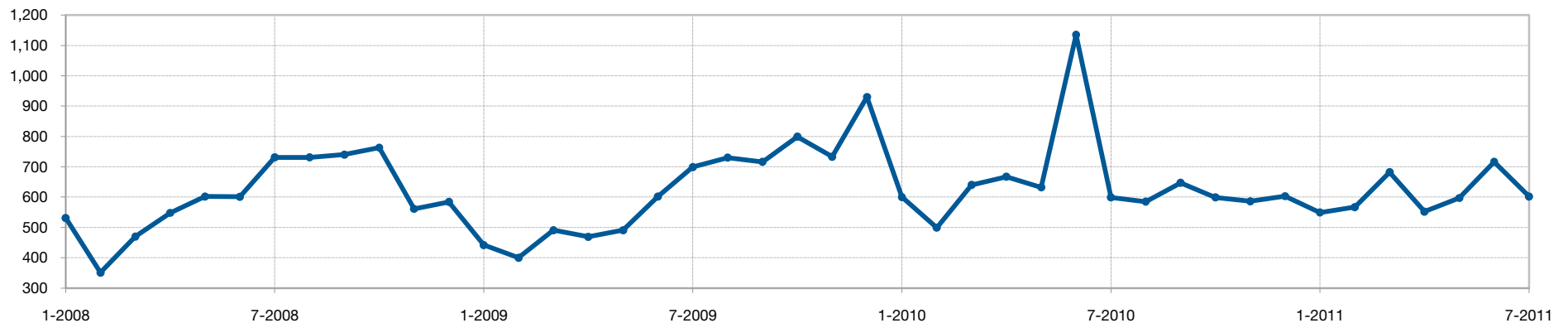
■ 7-2009 ■ 7-2010 ■ 7-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	585	730	- 19.9%
9-2010	647	716	- 9.6%
10-2010	599	799	- 25.0%
11-2010	586	733	- 20.1%
12-2010	603	930	- 35.2%
1-2011	549	600	- 8.5%
2-2011	567	499	+ 13.6%
3-2011	682	640	+ 6.6%
4-2011	552	667	- 17.2%
5-2011	597	632	- 5.5%
6-2011	716	1,135	- 36.9%
7-2011	602	599	+ 0.5%
12-Month Total	7,285	8,680	- 16.1%

Historical Closed Sales in Queens County All Property Types

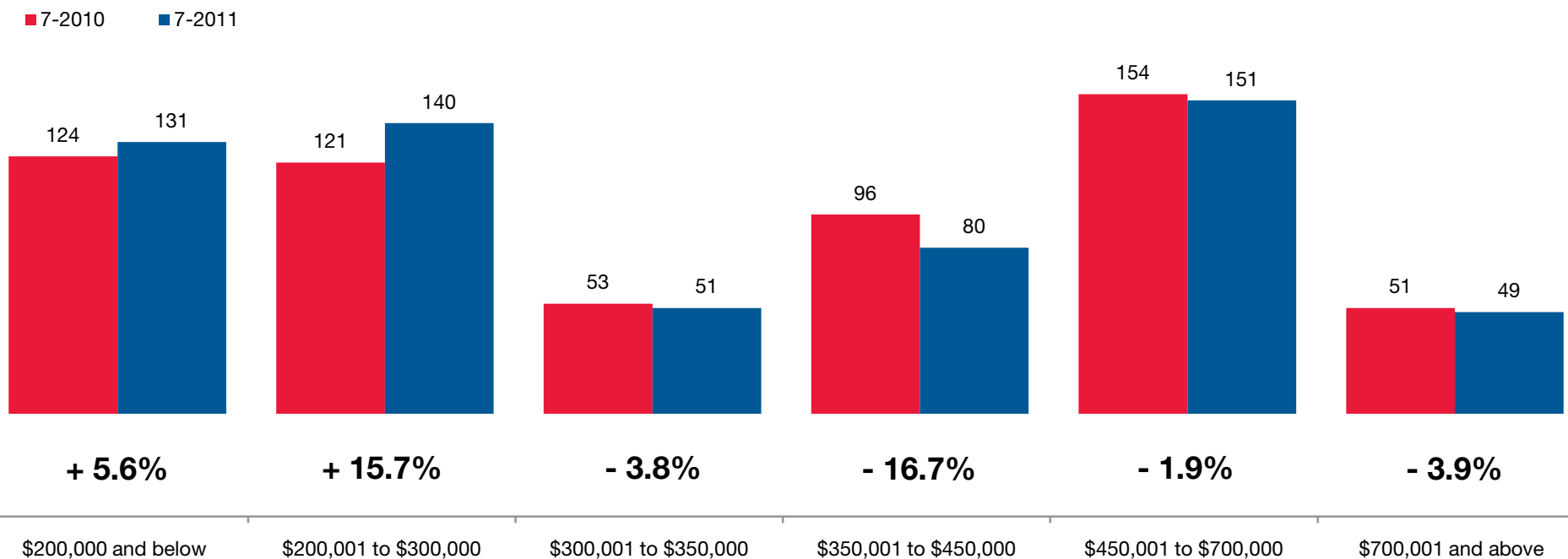


Closed Home Sales by Price Range

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
7-2010	124	121	53	96	154	51	599
7-2011	131	140	51	80	151	49	602
+ / -	+ 5.6%	+ 15.7%	- 3.8%	- 16.7%	- 1.9%	- 3.9%	+ 0.5%



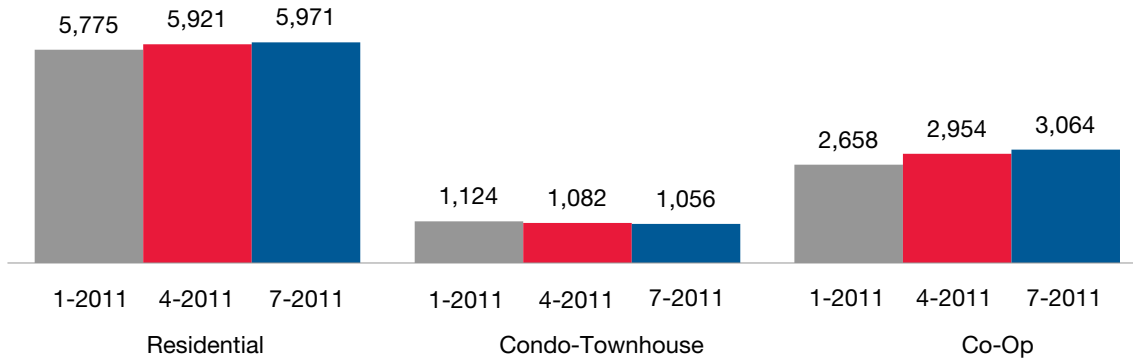
Active Inventory of Homes for Sale

Queens County Only



Inventory of Homes for Sale by Property Type Last 6 Months

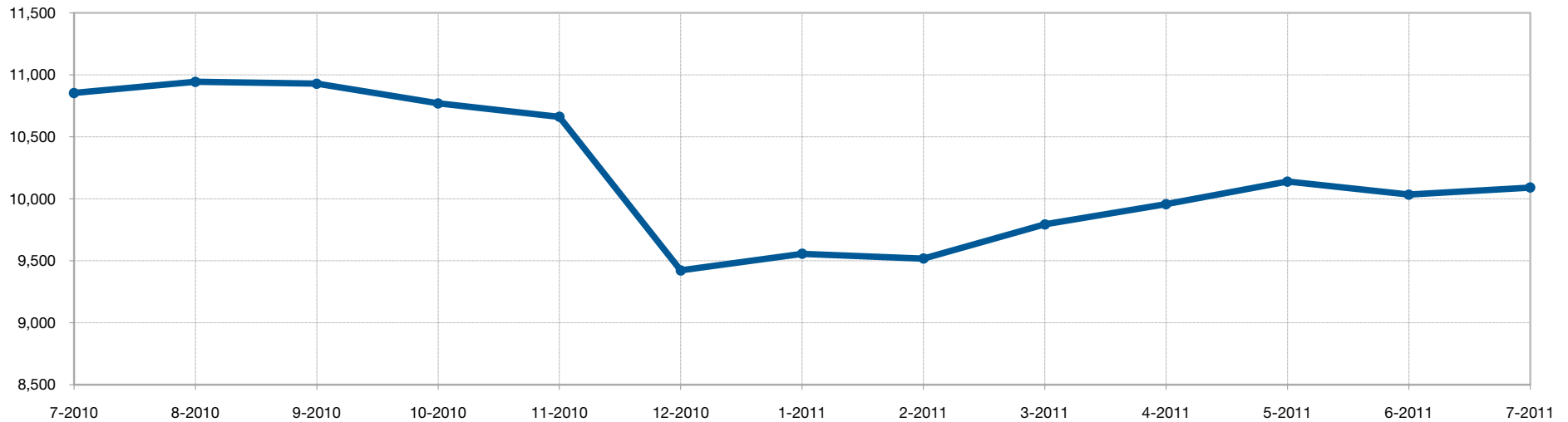
■ 1-2011 ■ 4-2011 ■ 7-2011



Data for All Date Ranges

Property Type	6 Months Ago	3 Months Ago	Current Month
Residential	5,773	5,918	5,968
Condo-Townhouse	1,123	1,080	1,056
Co-Op	2,660	2,954	3,058
All Properties	9,556	9,952	10,082

Historical Inventory in Queens County All Property Types

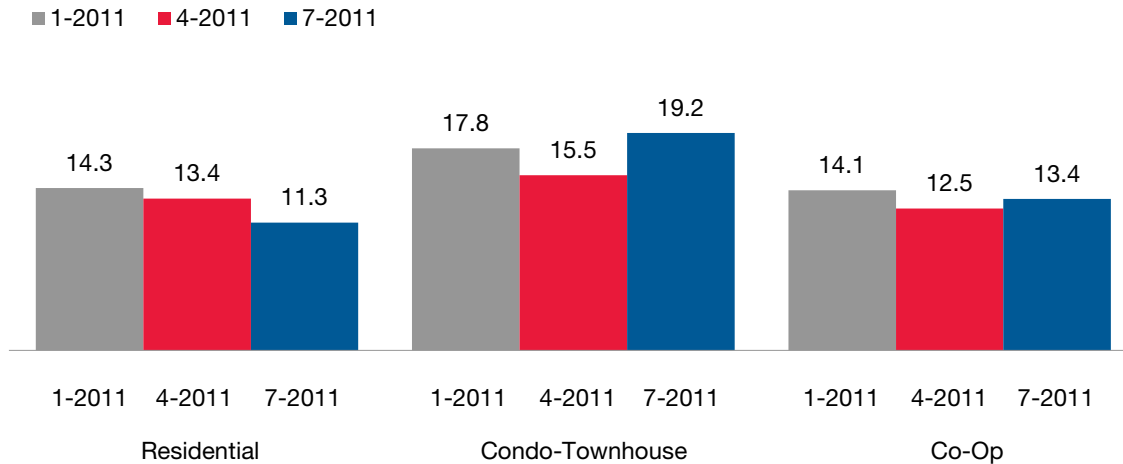


Months Supply of Inventory

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	14.3	13.4	11.3
Condo-Townhouse	17.8	15.5	19.2
Co-Op	14.1	12.5	13.4
All Properties	14.6	13.3	12.4

Historical Months Supply of Inventory in Queens County All Property Types

