



# Suffolk County Market Update

## July 2011

Data for this report was pulled on August 5, 2011

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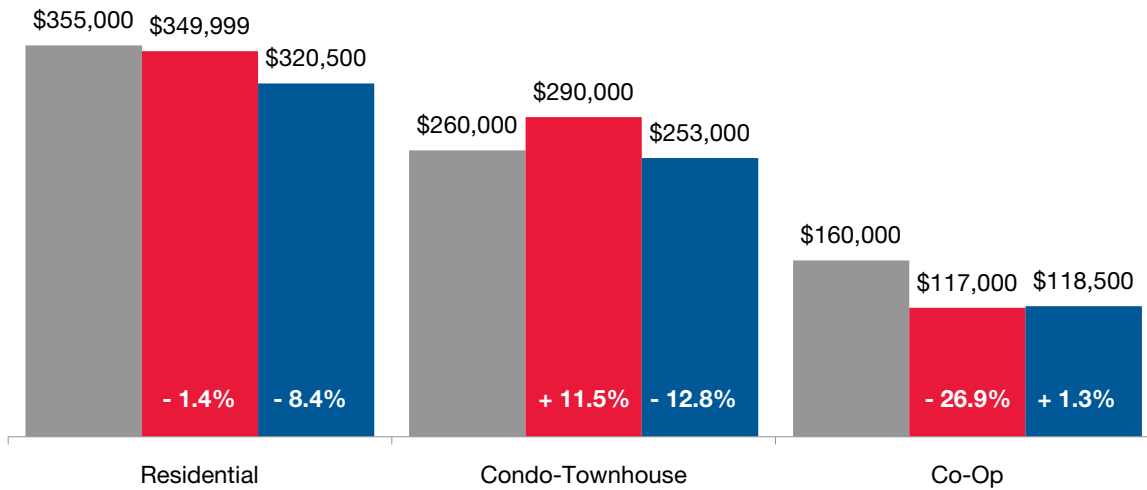
# Median Sales Price of Closed Sales

Suffolk County Only



## Median Sales Price of Closed Sales by Property Type

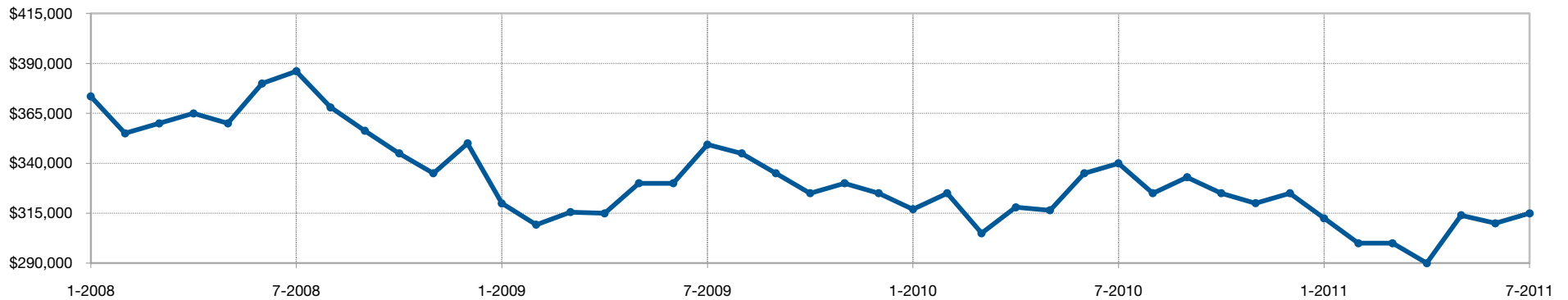
■ 7-2009 ■ 7-2010 ■ 7-2011



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	\$325,000	\$345,000	- 5.8%
9-2010	\$333,000	\$335,000	- 0.6%
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	\$312,500	\$317,000	- 1.4%
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	\$314,000	\$316,500	- 0.8%
6-2011	\$310,000	\$335,000	- 7.5%
7-2011	\$315,000	\$340,000	- 7.4%
<b>12-Month Avg</b>	<b>\$314,125</b>	<b>\$326,375</b>	<b>- 3.8%</b>

## Historical Median Sales Price in Suffolk County All Property Types



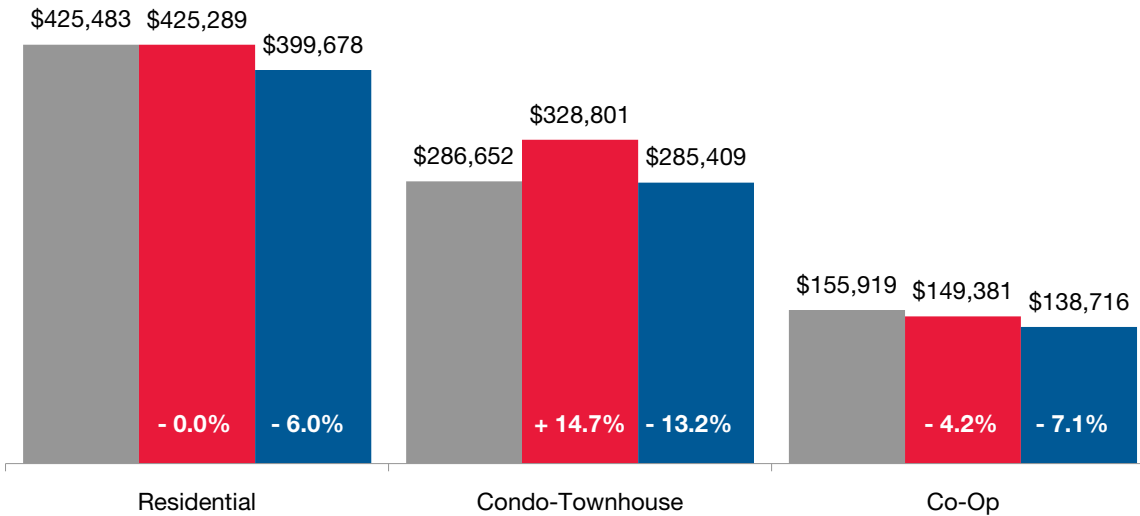
# Average Sales Price of Closed Sales

Suffolk County Only



## Average Sales Price of Closed Sales by Property Type

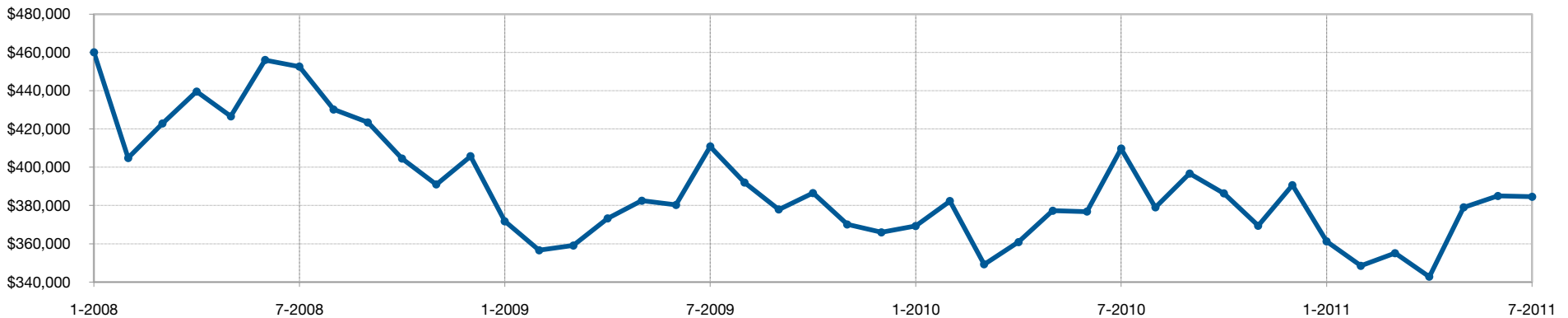
■ 7-2009 ■ 7-2010 ■ 7-2011



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	\$378,969	\$392,023	- 3.3%
9-2010	\$396,735	\$377,924	+ 5.0%
10-2010	\$386,294	\$386,490	- 0.1%
11-2010	\$369,413	\$370,090	- 0.2%
12-2010	\$390,640	\$365,982	+ 6.7%
1-2011	\$361,197	\$369,272	- 2.2%
2-2011	\$348,499	\$382,321	- 8.8%
3-2011	\$355,111	\$349,267	+ 1.7%
4-2011	\$342,779	\$360,875	- 5.0%
5-2011	\$378,970	\$377,272	+ 0.4%
6-2011	\$384,980	\$376,796	+ 2.2%
7-2011	\$384,553	\$409,738	- 6.1%
<b>12-Month Avg</b>	<b>\$373,178</b>	<b>\$376,504</b>	<b>- 0.9%</b>

## Historical Average Sales Price in Suffolk County All Property Types

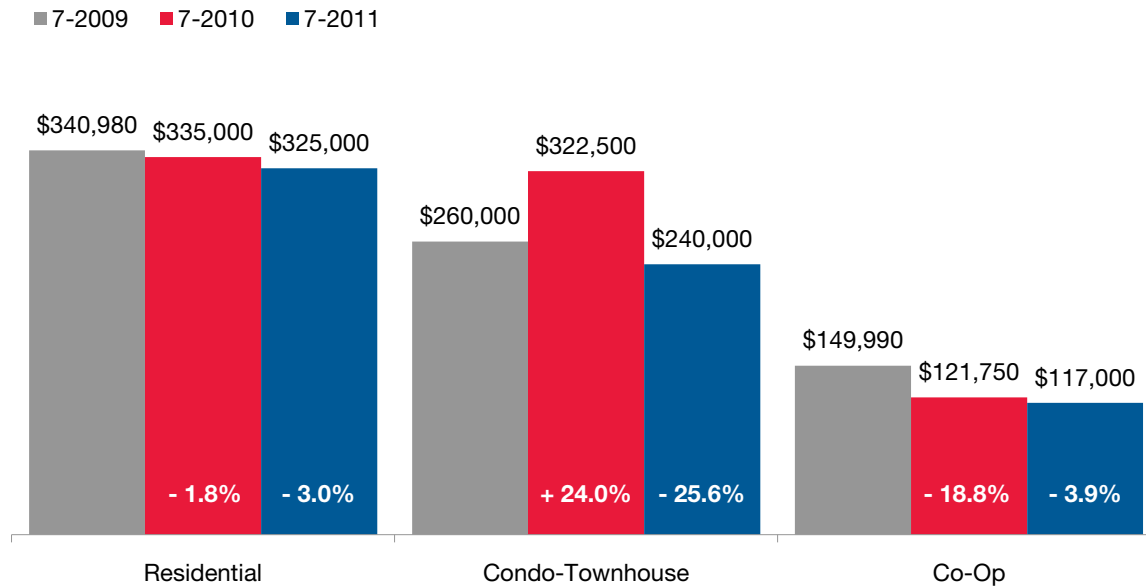


# Median Contract Price of Contract Sales

Suffolk County Only



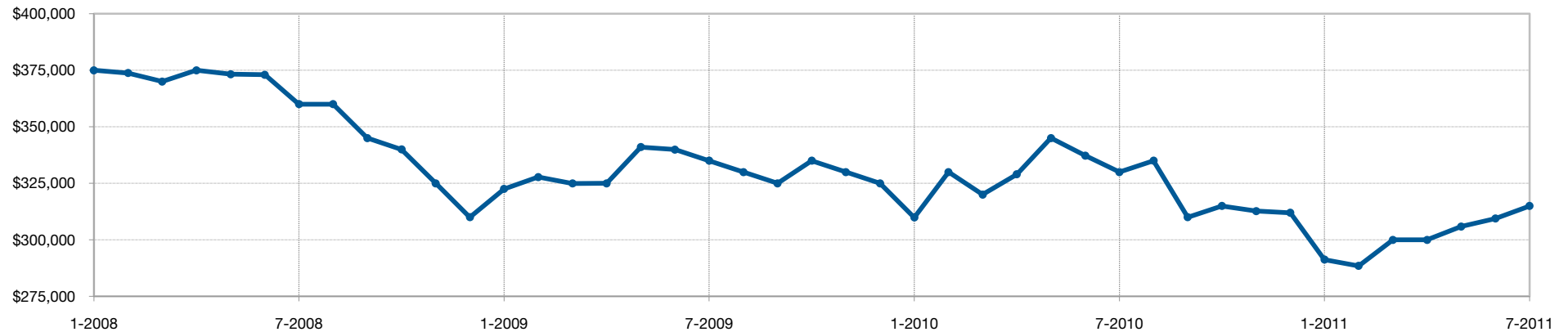
## Median Contract Price of Contract Sales by Property Type



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	\$335,000	\$329,995	+ 1.5%
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	\$288,500	\$330,000	- 12.6%
3-2011	\$299,990	\$320,000	- 6.3%
4-2011	\$300,000	\$329,000	- 8.8%
5-2011	\$305,900	\$345,000	- 11.3%
6-2011	\$309,450	\$337,250	- 8.2%
7-2011	\$315,000	\$330,000	- 4.5%
<b>12-Month Avg</b>	<b>\$307,903</b>	<b>\$328,845</b>	<b>- 6.4%</b>

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



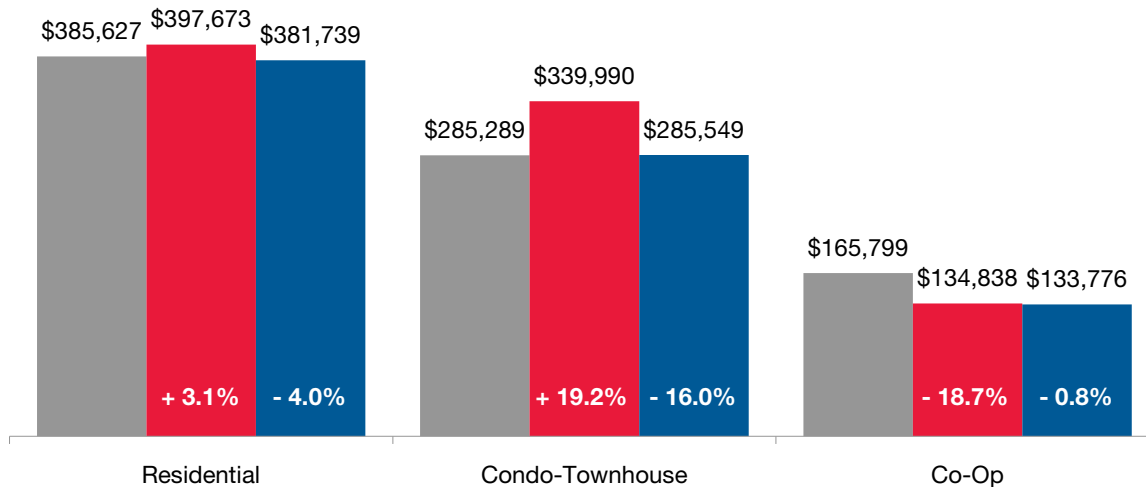
# Average Contract Price of Contract Sales

Suffolk County Only



## Average Contract Price of Contract Sales by Property Type

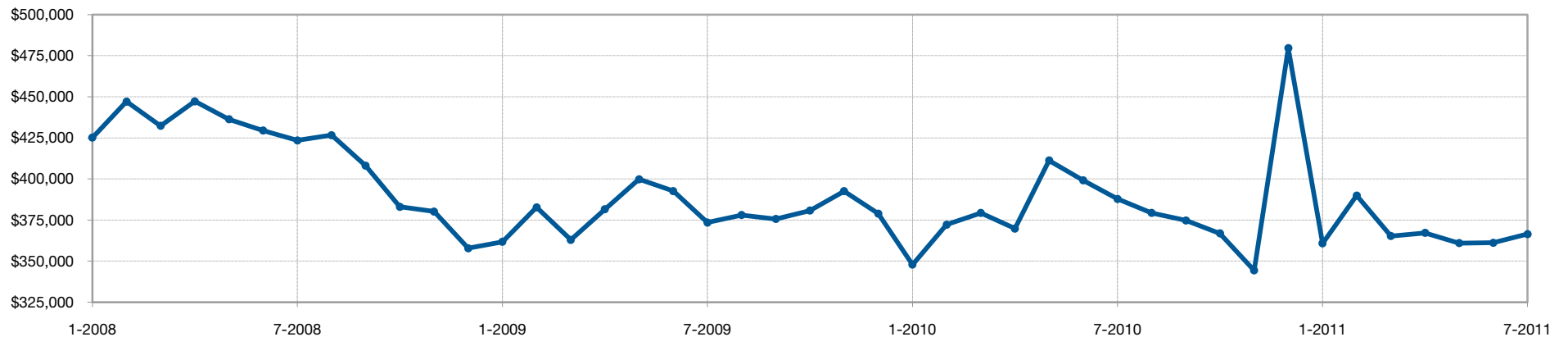
■ 7-2009 ■ 7-2010 ■ 7-2011



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	\$379,262	\$378,006	+ 0.3%
9-2010	\$374,714	\$375,629	- 0.2%
10-2010	\$366,860	\$380,725	- 3.6%
11-2010	\$344,311	\$392,551	- 12.3%
12-2010	\$479,551	\$378,901	+ 26.6%
1-2011	\$360,719	\$347,817	+ 3.7%
2-2011	\$389,884	\$372,162	+ 4.8%
3-2011	\$365,215	\$379,252	- 3.7%
4-2011	\$367,166	\$369,787	- 0.7%
5-2011	\$360,891	\$411,246	- 12.2%
6-2011	\$361,170	\$399,098	- 9.5%
7-2011	\$366,459	\$387,809	- 5.5%
<b>12-Month Avg</b>	<b>\$376,350</b>	<b>\$381,082</b>	<b>- 1.2%</b>

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



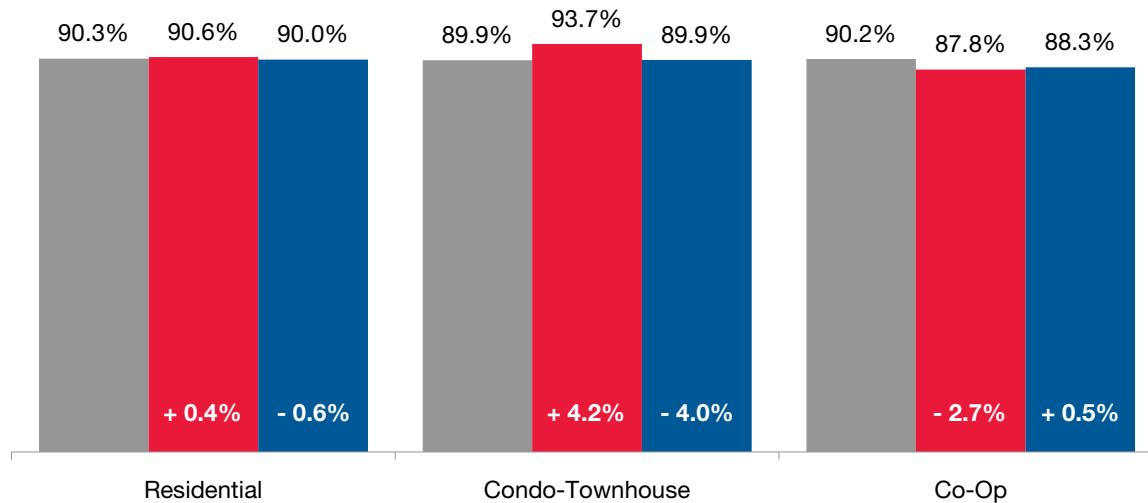
# Pct. of Original List Price Received at Sale

Suffolk County Only



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

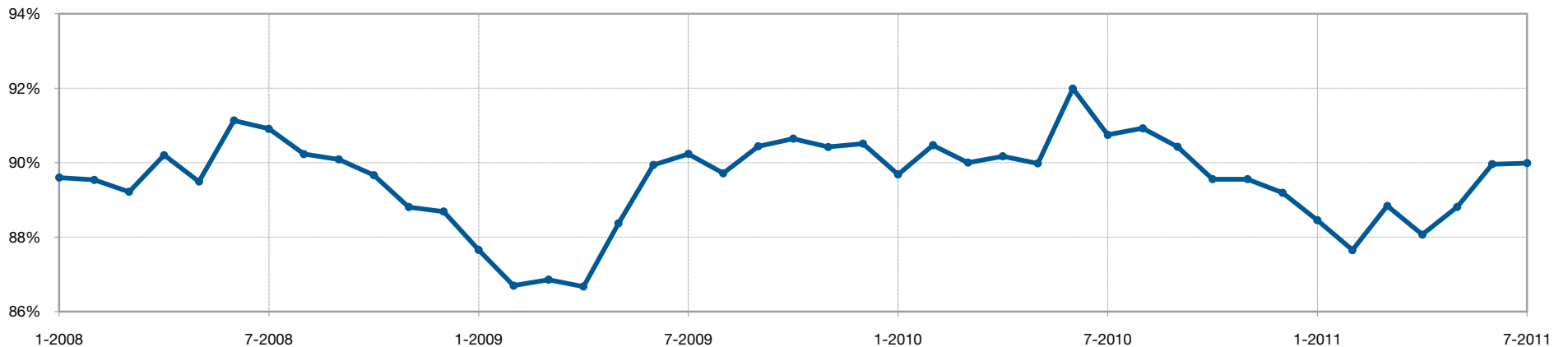
■ 7-2009 ■ 7-2010 ■ 7-2011



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	90.9%	89.7%	+ 1.3%
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	88.5%	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	90.0%	92.0%	- 2.2%
7-2011	90.0%	90.7%	- 0.8%
<b>12-Month Avg</b>	<b>89.3%</b>	<b>90.4%</b>	<b>- 1.2%</b>

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

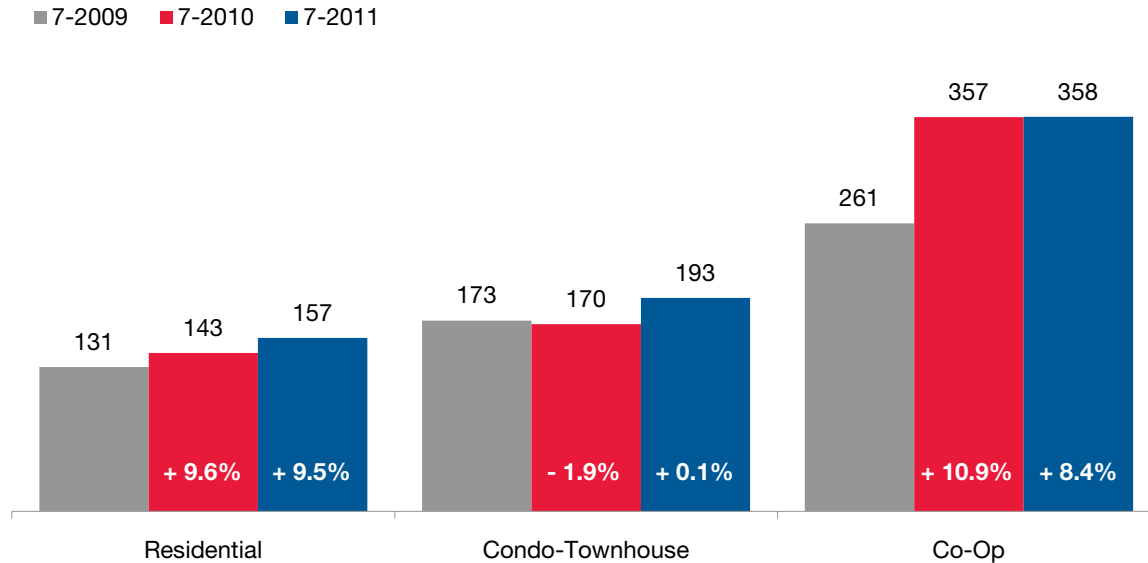


# Housing Affordability Index

Suffolk County Only



## Housing Affordability Indices by Property Type

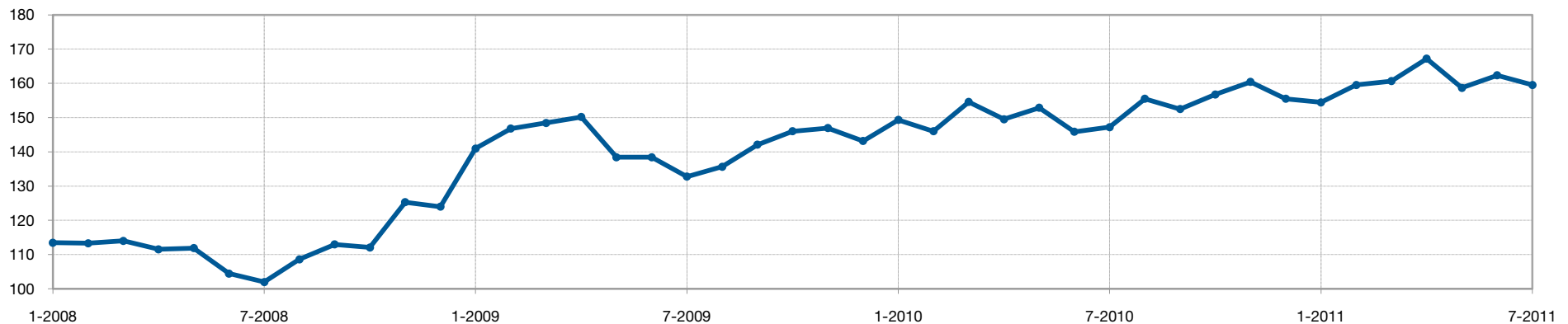


## Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	155	136	+ 14.6%
9-2010	152	142	+ 7.3%
10-2010	157	146	+ 7.4%
11-2010	160	147	+ 9.2%
12-2010	155	143	+ 8.6%
1-2011	154	149	+ 3.4%
2-2011	160	146	+ 9.3%
3-2011	161	155	+ 3.9%
4-2011	167	150	+ 11.8%
5-2011	159	153	+ 3.8%
6-2011	162	146	+ 11.3%
7-2011	160	147	+ 8.4%
<b>12-Month Avg</b>	<b>159</b>	<b>147</b>	<b>+ 8.2%</b>

## 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.

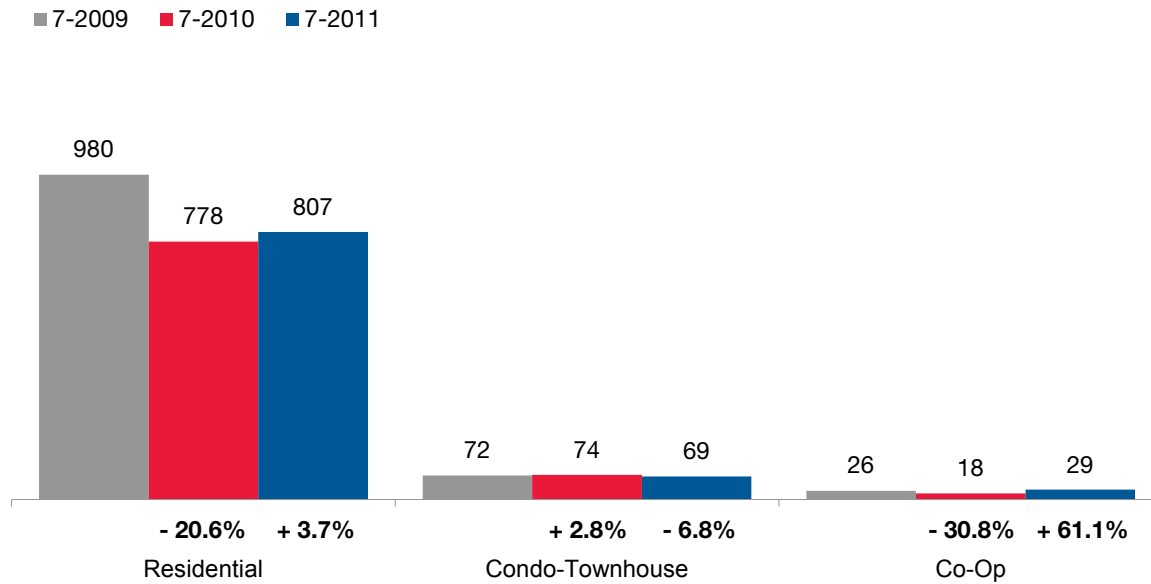


# Contract Sales

Suffolk County Only



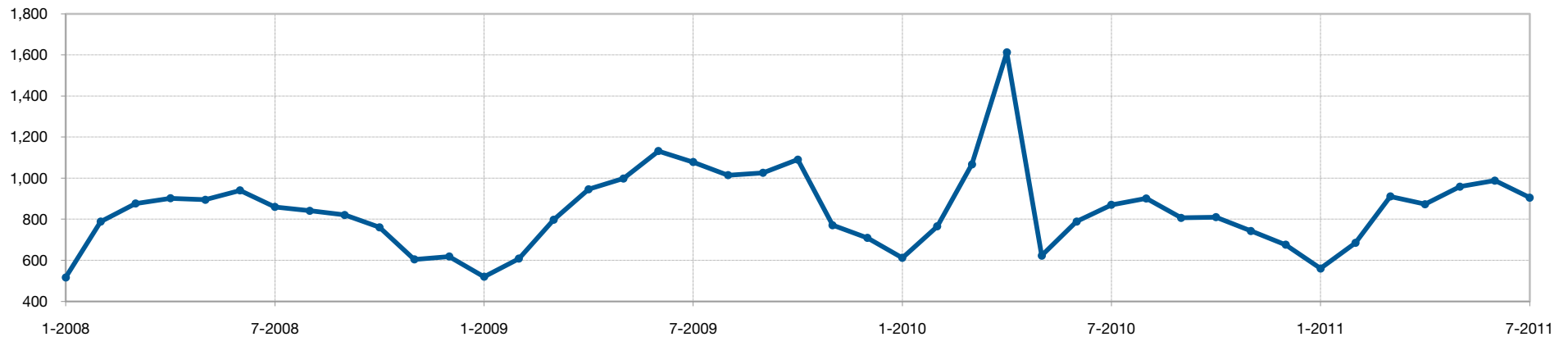
## Contract Sales by Property Type



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	901	1,014	- 11.1%
9-2010	807	1,026	- 21.3%
10-2010	810	1,090	- 25.7%
11-2010	743	771	- 3.6%
12-2010	676	709	- 4.7%
1-2011	560	612	- 8.5%
2-2011	685	765	- 10.5%
3-2011	911	1,067	- 14.6%
4-2011	873	1,612	- 45.8%
5-2011	959	623	+ 53.9%
6-2011	988	789	+ 25.2%
7-2011	905	870	+ 4.0%
<b>12-Month Total</b>	<b>9,818</b>	<b>10,948</b>	<b>- 10.3%</b>

## Historical Contract Sales in Suffolk County All Property Types



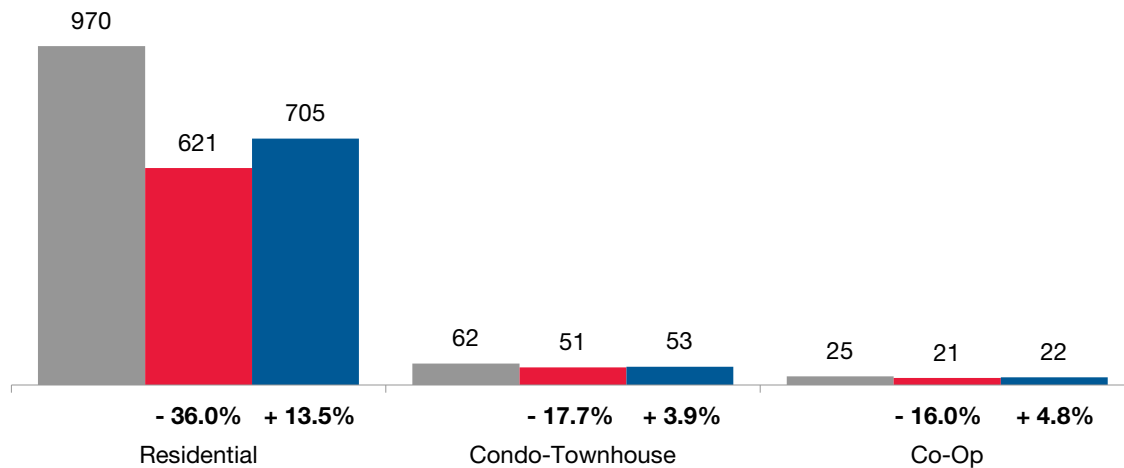
# Closed Sales

Suffolk County Only



## Closed Sales by Property Type

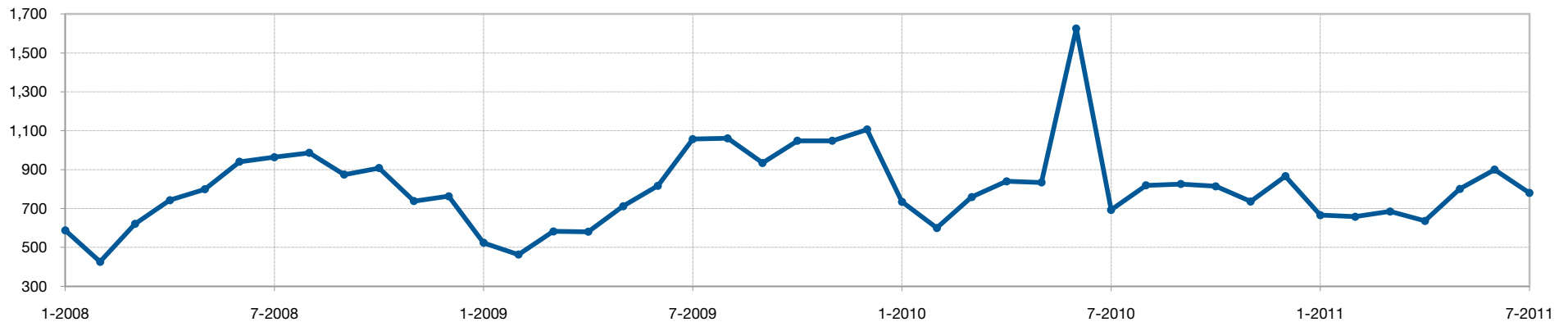
■ 7-2009 ■ 7-2010 ■ 7-2011



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
8-2010	819	1,061	- 22.8%
9-2010	826	934	- 11.6%
10-2010	814	1,048	- 22.3%
11-2010	736	1,048	- 29.8%
12-2010	866	1,106	- 21.7%
1-2011	666	735	- 9.4%
2-2011	658	600	+ 9.7%
3-2011	685	759	- 9.7%
4-2011	636	840	- 24.3%
5-2011	801	834	- 4.0%
6-2011	900	1,625	- 44.6%
7-2011	780	693	+ 12.6%
<b>12-Month Total</b>	<b>9,187</b>	<b>11,283</b>	<b>- 18.6%</b>

## Historical Closed Sales in Suffolk County All Property Types

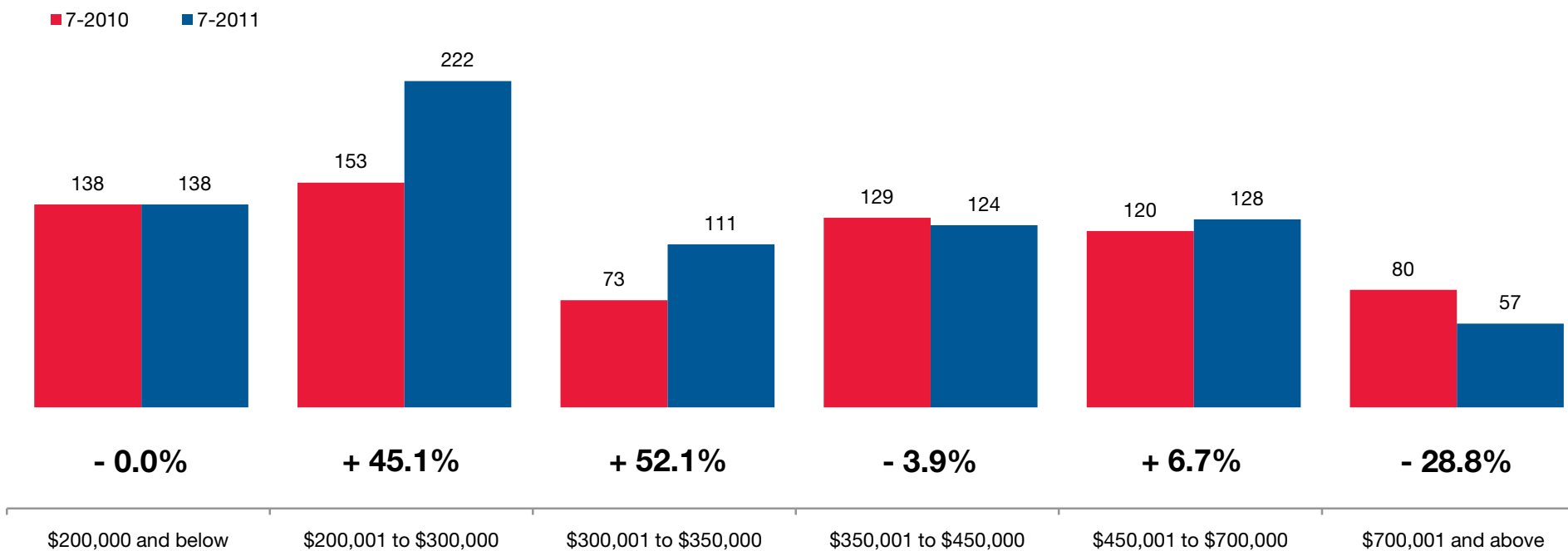


# Closed Home Sales by Price Range

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
<b>7-2010</b>	138	153	73	129	120	80	<b>693</b>
<b>7-2011</b>	138	222	111	124	128	57	<b>780</b>
<b>+ / -</b>	<b>- 0.0%</b>	<b>+ 45.1%</b>	<b>+ 52.1%</b>	<b>- 3.9%</b>	<b>+ 6.7%</b>	<b>- 28.8%</b>	<b>+ 12.6%</b>

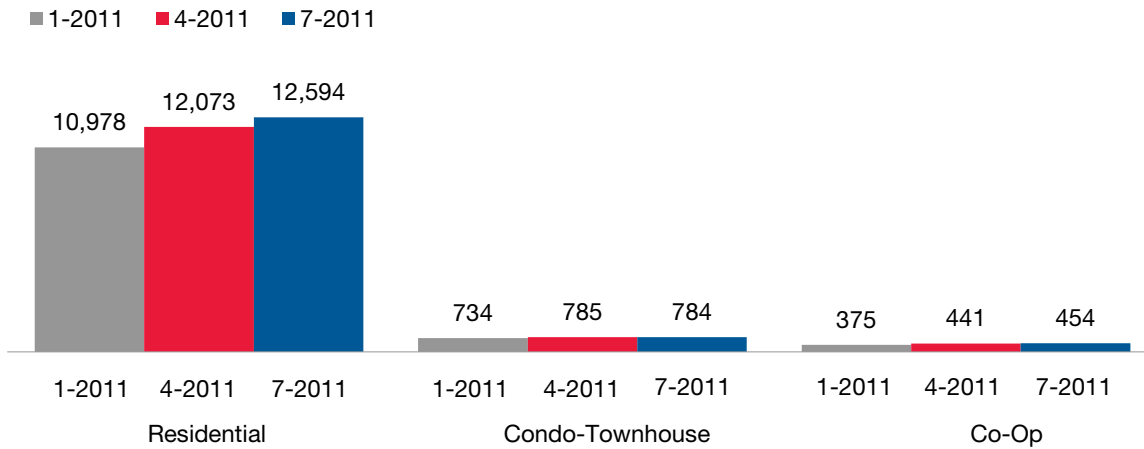


# Active Inventory of Homes for Sale

Suffolk County Only



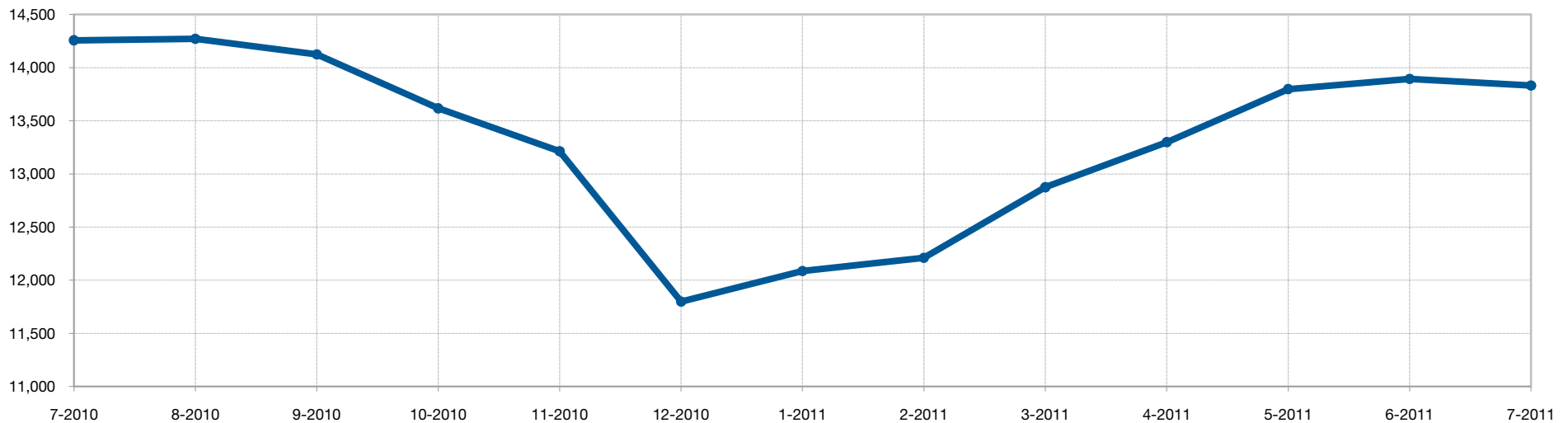
## Inventory of Homes for Sale by Property Type Last 6 Months



## Data for All Date Ranges

Property Type	6 Months Ago	3 Months Ago	Current Month
Residential	10,978	12,073	12,594
Condo-Townhouse	734	785	784
Co-Op	375	441	454
<b>All Properties</b>	<b>12,087</b>	<b>13,299</b>	<b>13,832</b>

## Historical Inventory in Suffolk County All Property Types

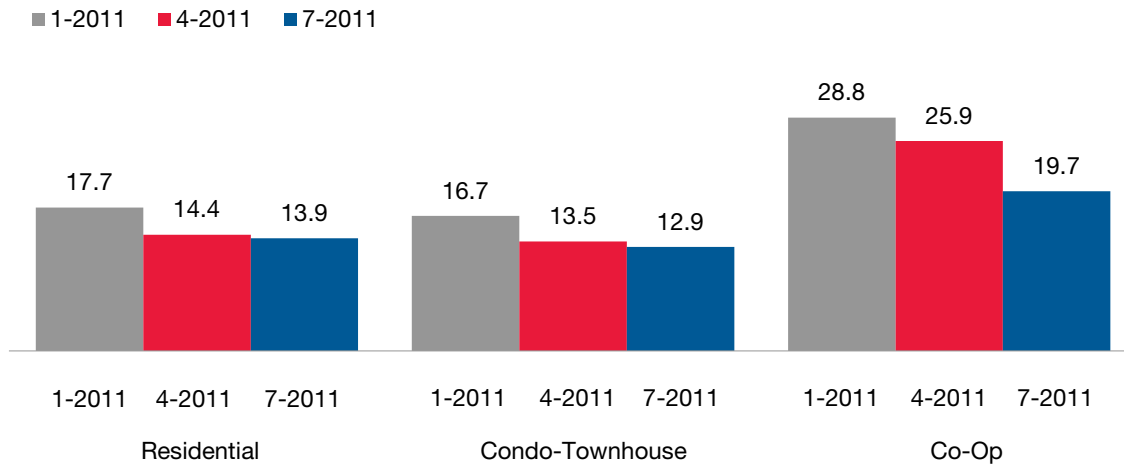


# Months Supply of Inventory

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	17.7	14.4	13.9
Condo-Townhouse	16.7	13.5	12.9
Co-Op	28.8	25.9	19.7
<b>All Properties</b>	<b>17.9</b>	<b>14.5</b>	<b>14.0</b>

## Historical Months Supply of Inventory in Suffolk County All Property Types

