



Suffolk County Market Update

October 2011

Data for this report was pulled on November 4, 2011

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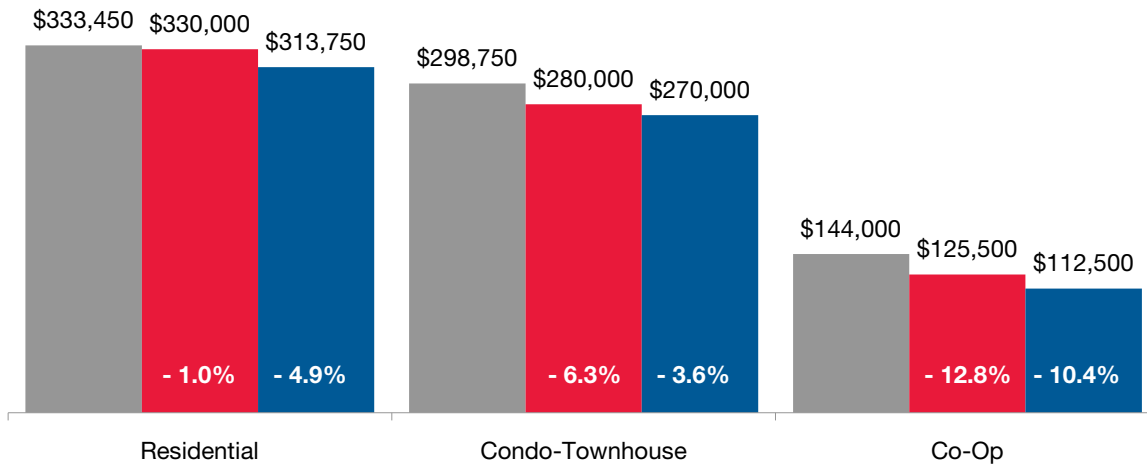
Median Sales Price of Closed Sales

Suffolk County Only



Median Sales Price of Closed Sales by Property Type

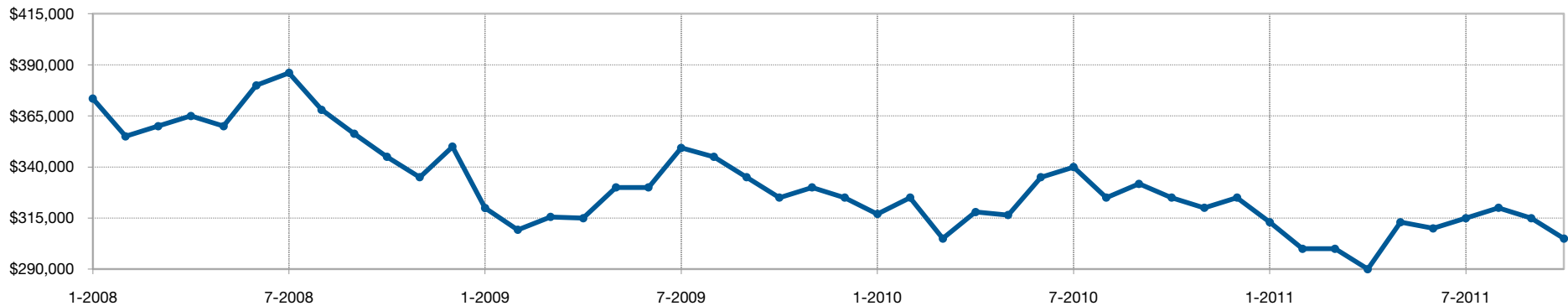
■ 10-2009 ■ 10-2010 ■ 10-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
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	\$313,000	\$316,500	- 1.1%
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	\$305,000	\$325,000	- 6.2%
12-Month Med	\$310,500	\$324,438	- 4.3%

Historical Median Sales Price in Suffolk County All Property Types



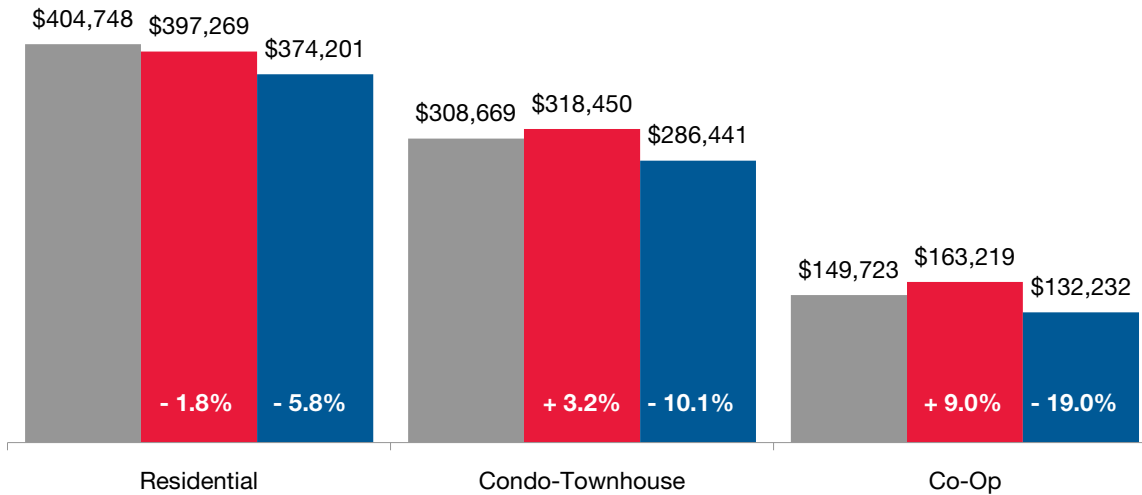
Average Sales Price of Closed Sales

Suffolk County Only



Average Sales Price of Closed Sales by Property Type

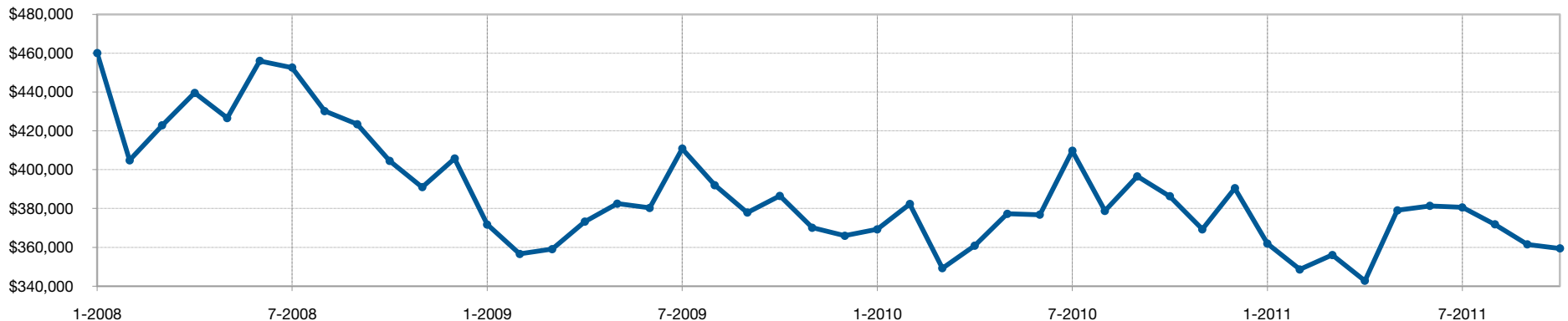
■ 10-2009 ■ 10-2010 ■ 10-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
11-2010	\$369,283	\$370,090	- 0.2%
12-2010	\$390,432	\$365,982	+ 6.7%
1-2011	\$361,914	\$369,272	- 2.0%
2-2011	\$348,624	\$382,321	- 8.8%
3-2011	\$356,036	\$349,267	+ 1.9%
4-2011	\$342,762	\$360,875	- 5.0%
5-2011	\$379,079	\$377,272	+ 0.5%
6-2011	\$381,340	\$376,779	+ 1.2%
7-2011	\$380,596	\$409,738	- 7.1%
8-2011	\$371,857	\$378,758	- 1.8%
9-2011	\$361,512	\$396,538	- 8.8%
10-2011	\$359,428	\$386,294	- 7.0%
12-Month Avg	\$366,905	\$376,932	- 2.7%

Historical Average Sales Price in Suffolk County All Property Types



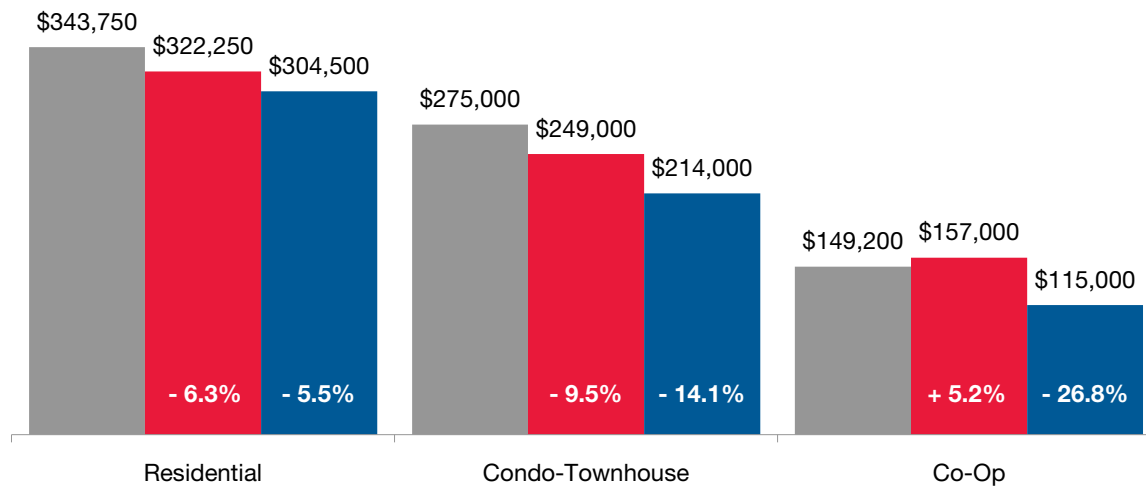
Median Contract Price of Contract Sales

Suffolk County Only



Median Contract Price of Contract Sales by Property Type

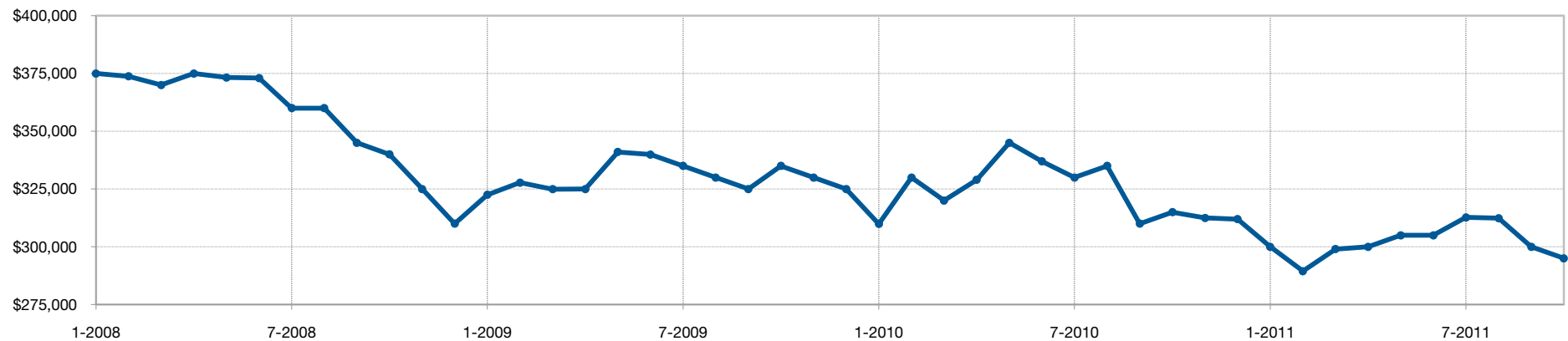
■ 10-2009 ■ 10-2010 ■ 10-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
11-2010	\$312,500	\$330,000	- 5.3%
12-2010	\$312,000	\$325,000	- 4.0%
1-2011	\$300,000	\$309,900	- 3.2%
2-2011	\$289,450	\$330,000	- 12.3%
3-2011	\$299,000	\$320,000	- 6.6%
4-2011	\$300,000	\$329,000	- 8.8%
5-2011	\$305,000	\$345,000	- 11.6%
6-2011	\$305,000	\$337,000	- 9.5%
7-2011	\$312,750	\$330,000	- 5.2%
8-2011	\$312,400	\$335,000	- 6.7%
9-2011	\$300,000	\$310,000	- 3.2%
10-2011	\$295,000	\$315,000	- 6.3%
12-Month Avg	\$303,592	\$326,325	- 7.0%

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



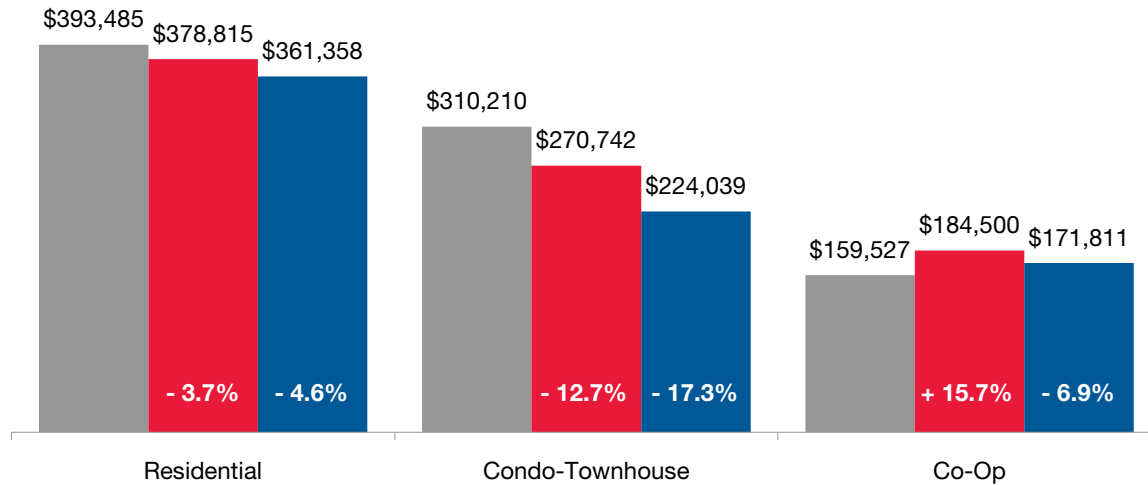
Average Contract Price of Contract Sales

Suffolk County Only



Average Contract Price of Contract Sales by Property Type

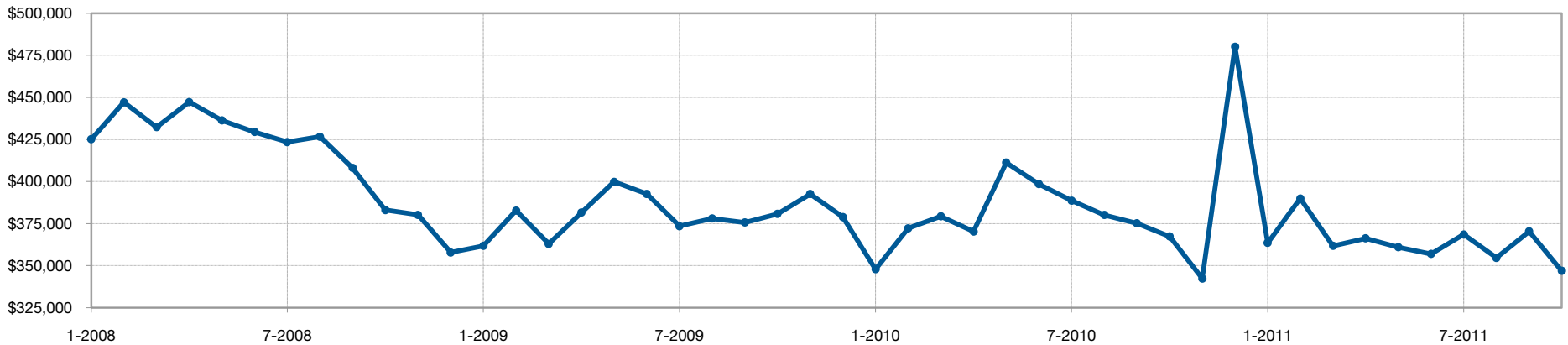
■ 10-2009 ■ 10-2010 ■ 10-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
11-2010	\$342,324	\$392,551	- 12.8%
12-2010	\$480,093	\$378,901	+ 26.7%
1-2011	\$363,506	\$347,817	+ 4.5%
2-2011	\$389,915	\$372,162	+ 4.8%
3-2011	\$361,673	\$379,252	- 4.6%
4-2011	\$366,182	\$370,261	- 1.1%
5-2011	\$360,905	\$411,246	- 12.2%
6-2011	\$356,889	\$398,470	- 10.4%
7-2011	\$368,462	\$388,638	- 5.2%
8-2011	\$354,598	\$380,052	- 6.7%
9-2011	\$370,349	\$375,109	- 1.3%
10-2011	\$346,831	\$367,283	- 5.6%
12-Month Avg	\$371,811	\$380,145	- 2.2%

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



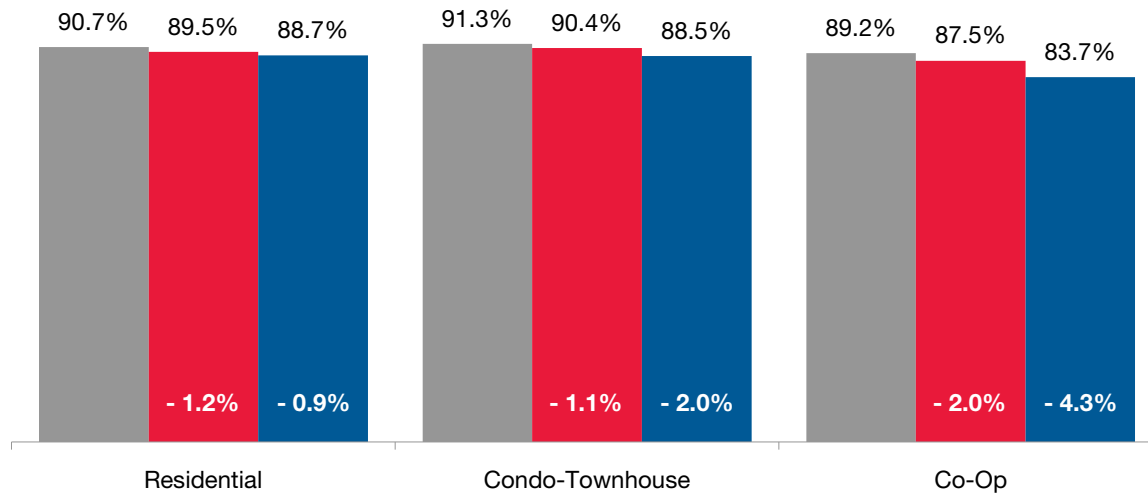
Pct. of Original List Price Received at Sale

Suffolk County Only



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

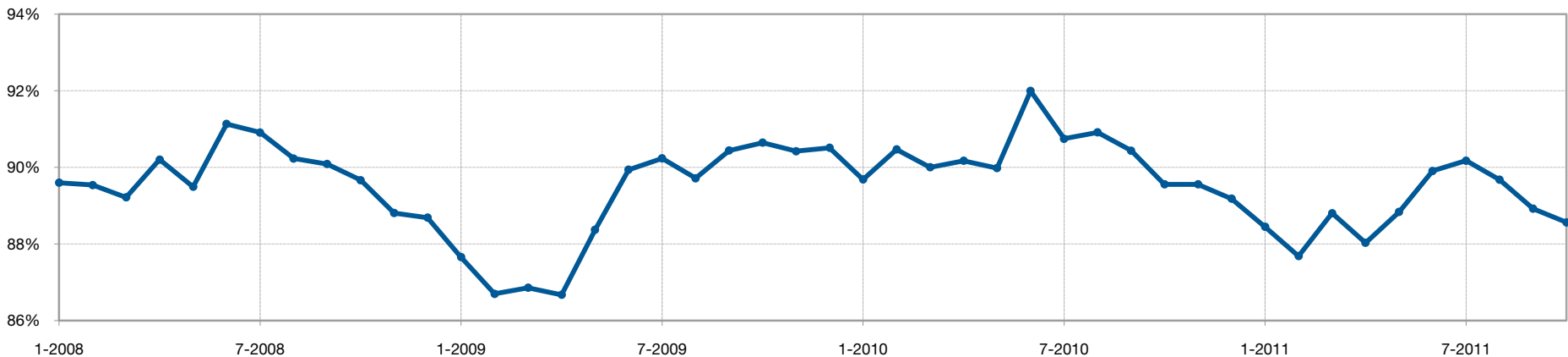
■ 10-2009 ■ 10-2010 ■ 10-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
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	88.0%	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%	- 1.4%
9-2011	88.9%	90.4%	- 1.7%
10-2011	88.6%	89.6%	- 1.1%
12-Month Avg	89.0%	90.4%	- 1.6%

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



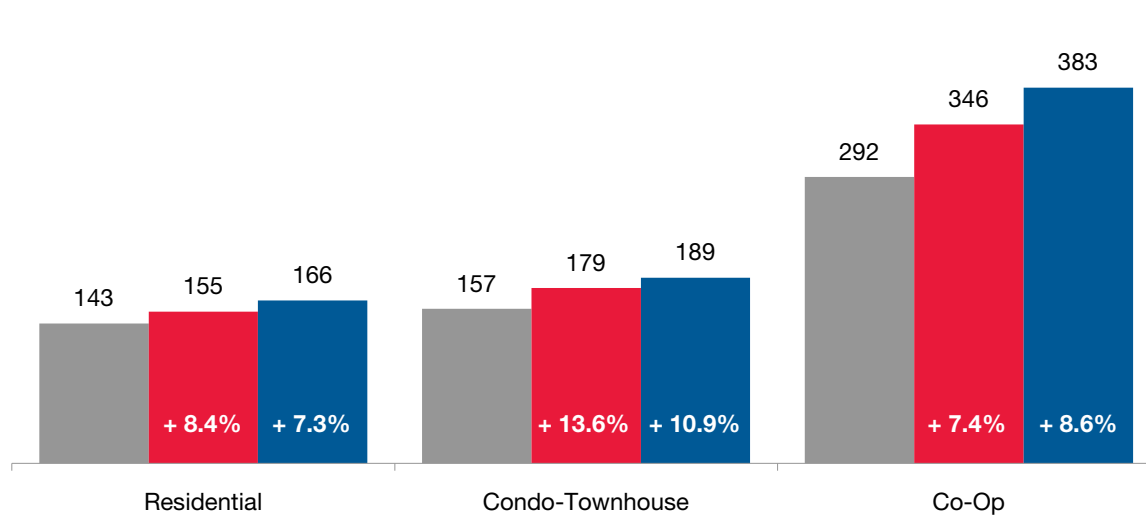
Housing Affordability Index

Suffolk County Only



Housing Affordability Indices by Property Type

■ 10-2009 ■ 10-2010 ■ 10-2011

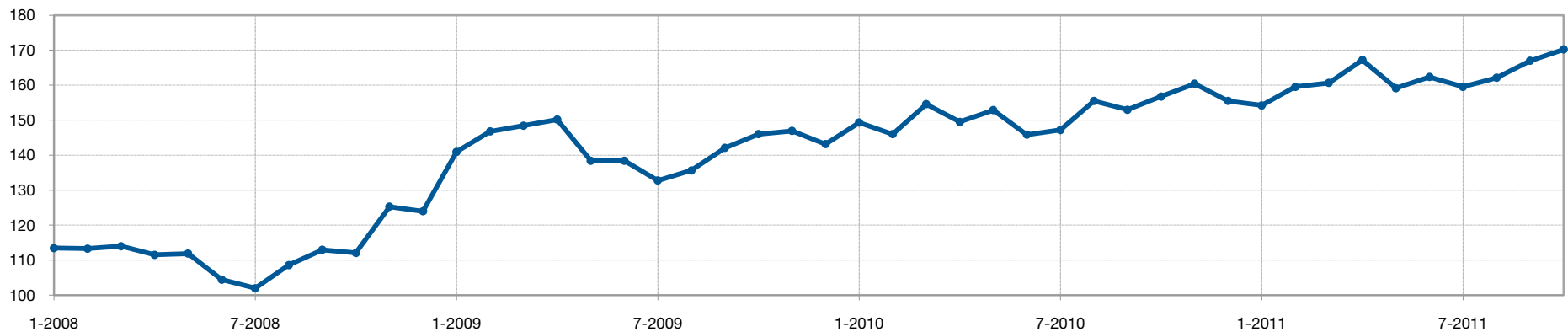


Data for All Property Types

Month	Current Year	Prior Year	+ / -
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	159	153	+ 4.1%
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	170	157	+ 8.6%
12-Month Avg	161	150	+ 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.



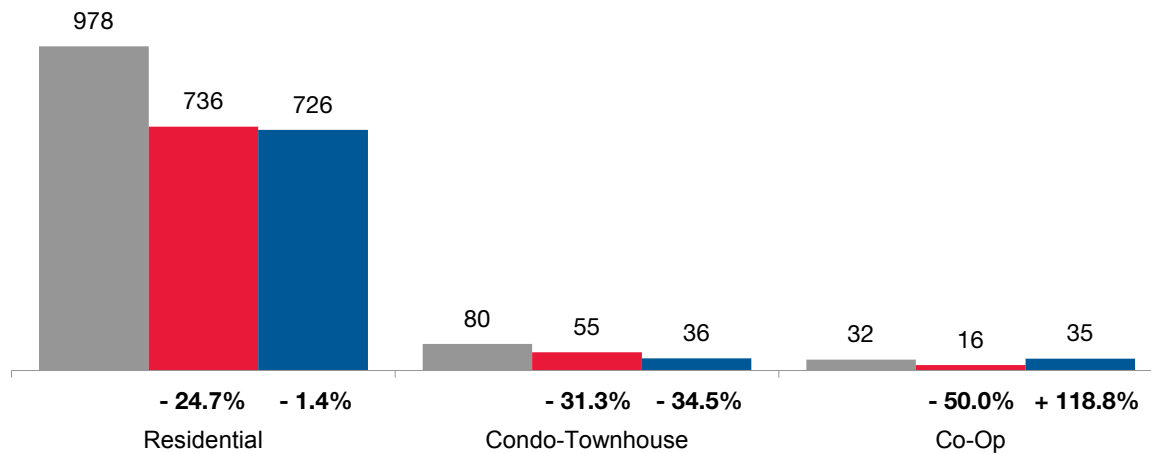
Contract Sales

Suffolk County Only



Contract Sales by Property Type

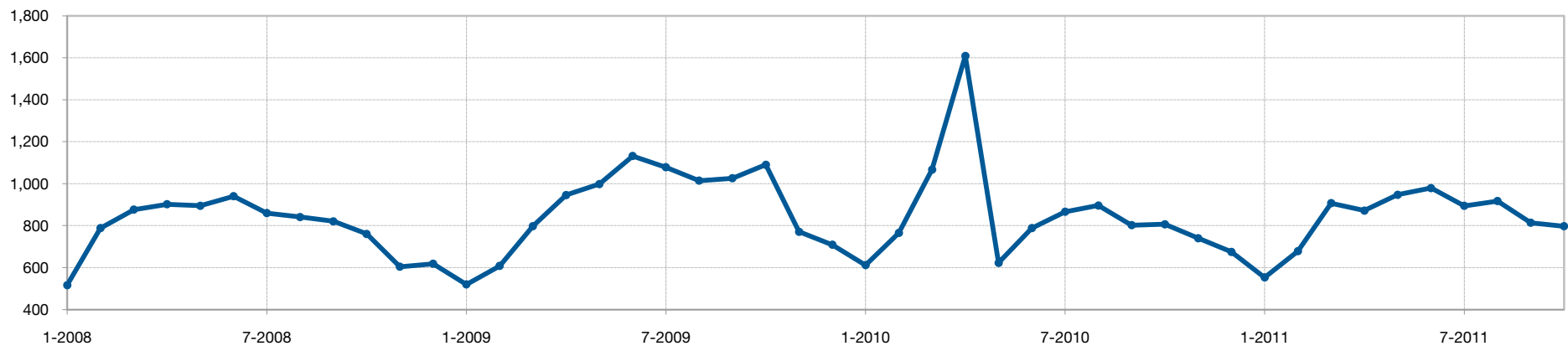
■ 10-2009 ■ 10-2010 ■ 10-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
11-2010	740	771	- 4.0%
12-2010	675	709	- 4.8%
1-2011	553	612	- 9.6%
2-2011	678	765	- 11.4%
3-2011	907	1,067	- 15.0%
4-2011	872	1,609	- 45.8%
5-2011	947	623	+ 52.0%
6-2011	979	788	+ 24.2%
7-2011	894	866	+ 3.2%
8-2011	917	896	+ 2.3%
9-2011	814	802	+ 1.5%
10-2011	797	807	- 1.2%
12-Month Total	9,773	10,315	- 5.3%

Historical Contract Sales in Suffolk County All Property Types



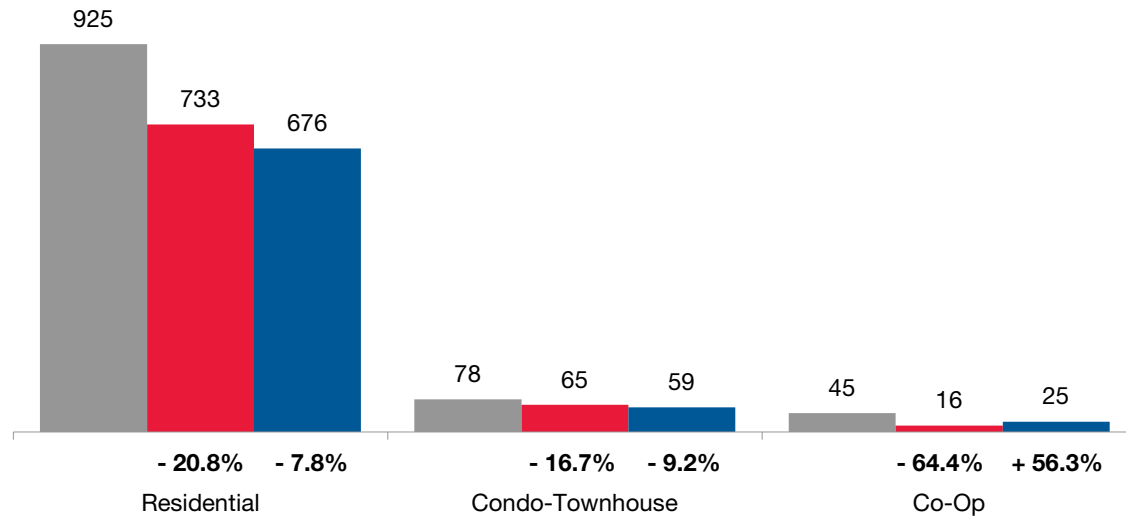
Closed Sales

Suffolk County Only



Closed Sales by Property Type

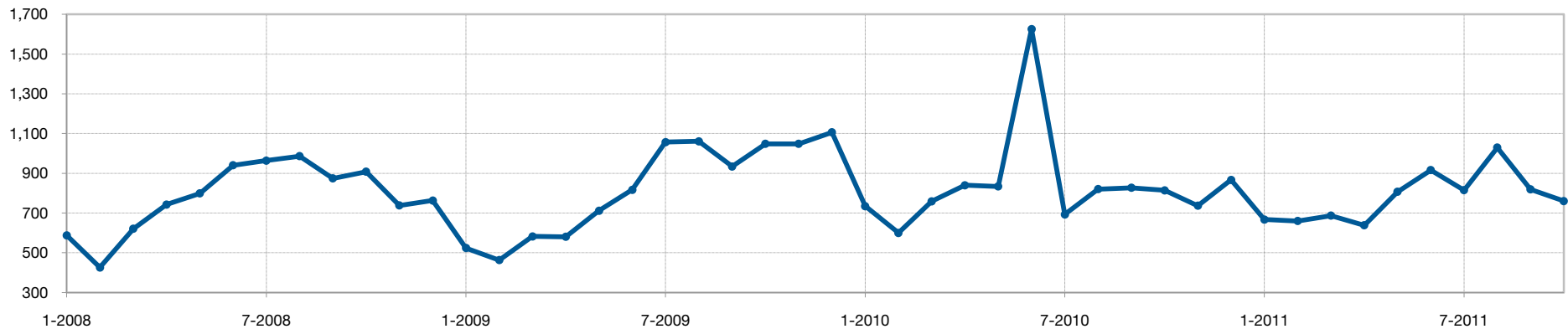
■ 10-2009 ■ 10-2010 ■ 10-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
11-2010	737	1,048	- 29.7%
12-2010	867	1,106	- 21.6%
1-2011	667	735	- 9.3%
2-2011	660	600	+ 10.0%
3-2011	687	759	- 9.5%
4-2011	638	840	- 24.0%
5-2011	807	834	- 3.2%
6-2011	916	1,626	- 43.7%
7-2011	815	693	+ 17.6%
8-2011	1,029	820	+ 25.5%
9-2011	819	827	- 1.0%
10-2011	760	814	- 6.6%
12-Month Total	9,402	10,702	- 12.1%

Historical Closed Sales in Suffolk County All Property Types



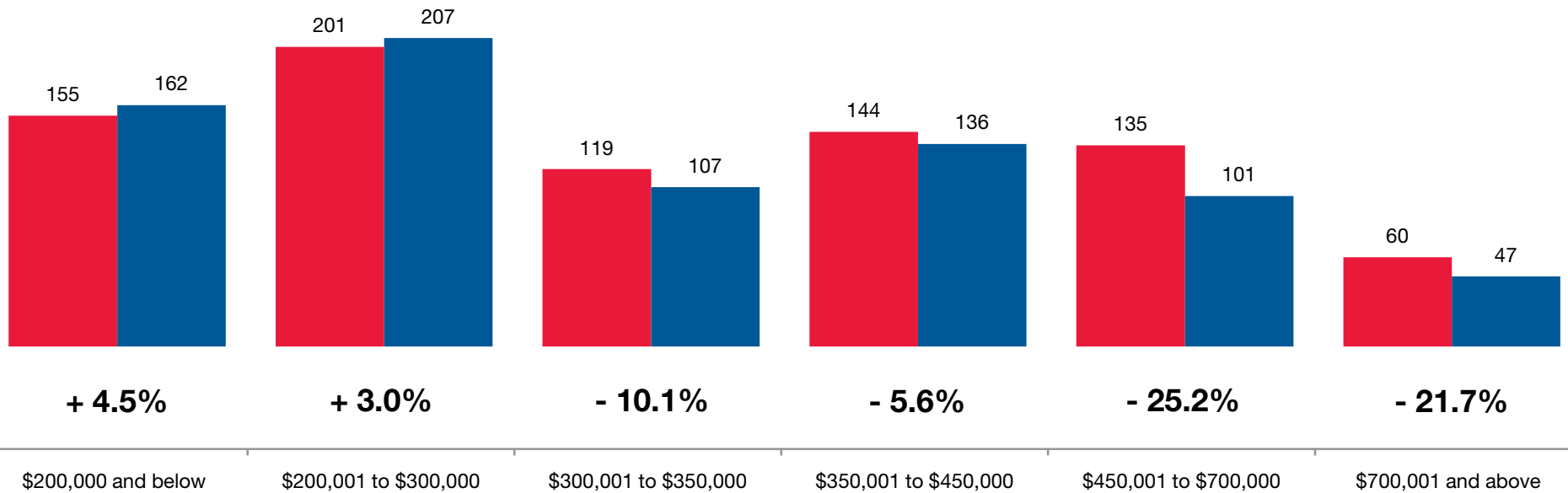
Closed Home Sales by Price Range

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
10-2010	155	201	119	144	135	60	814
10-2011	162	207	107	136	101	47	760
+ / -	+ 4.5%	+ 3.0%	- 10.1%	- 5.6%	- 25.2%	- 21.7%	- 6.6%

■ 10-2010 ■ 10-2011

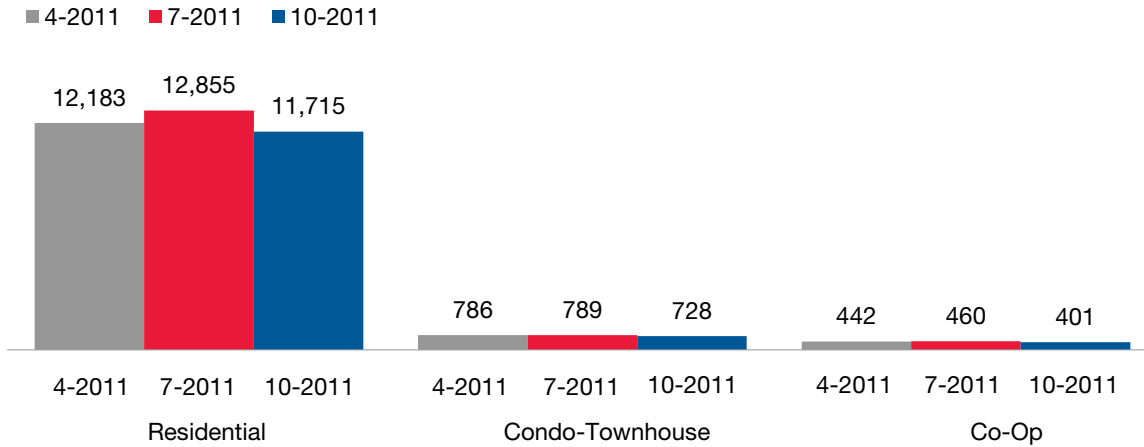


Active Inventory of Homes for Sale

Suffolk County Only



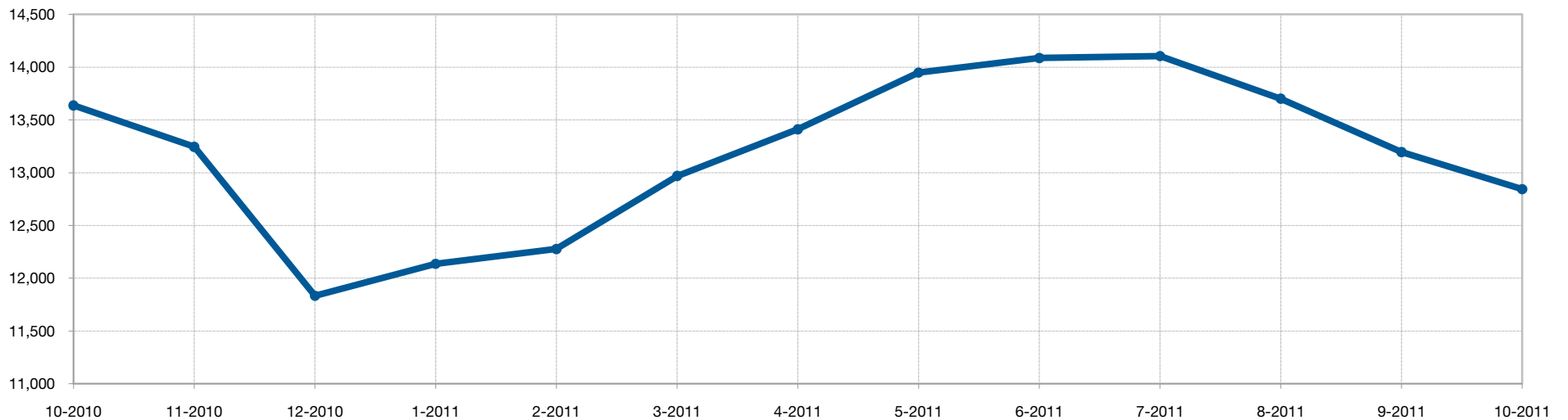
Inventory of Homes for Sale by Property Type Last 6 Months



Data for All Date Ranges

Property Type	6 Months Ago	3 Months Ago	Current Month
Residential	12,183	12,855	11,715
Condo-Townhouse	786	789	728
Co-Op	442	460	401
All Properties	13,411	14,104	12,844

Historical Inventory in Suffolk County All Property Types

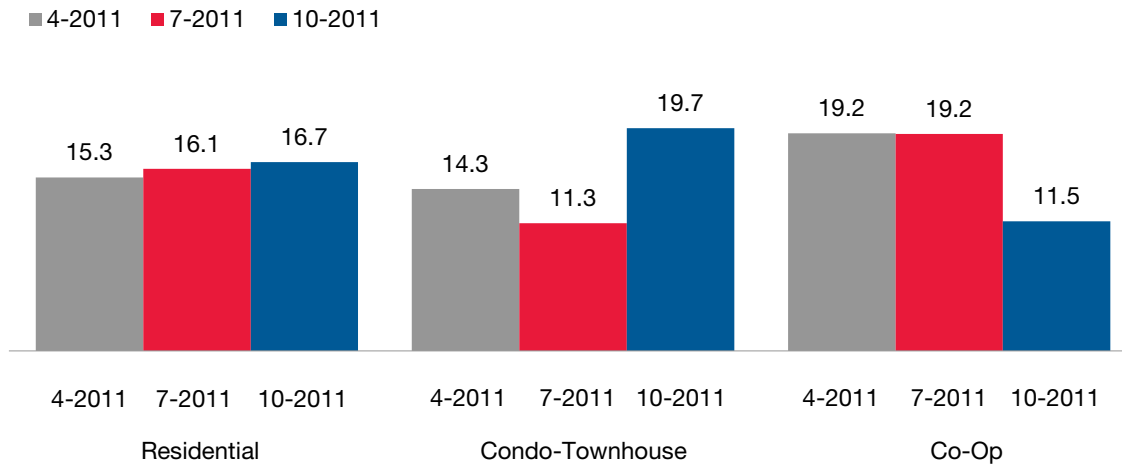


Months Supply of Inventory

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	15.3	16.1	16.7
Condo-Townhouse	14.3	11.3	19.7
Co-Op	19.2	19.2	11.5
All Properties	15.4	15.8	16.6

Historical Months Supply of Inventory in Suffolk County All Property Types

