



Queens County Market Update

September 2011

Data for this report was pulled on October 6, 2011

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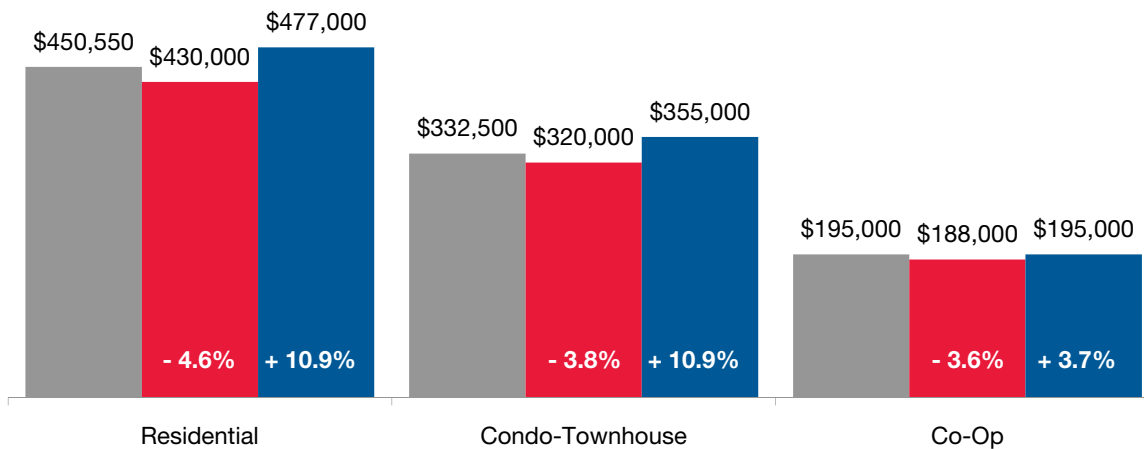
Median Sales Price of Closed Sales

Queens County Only



Median Sales Price of Closed Sales by Property Type

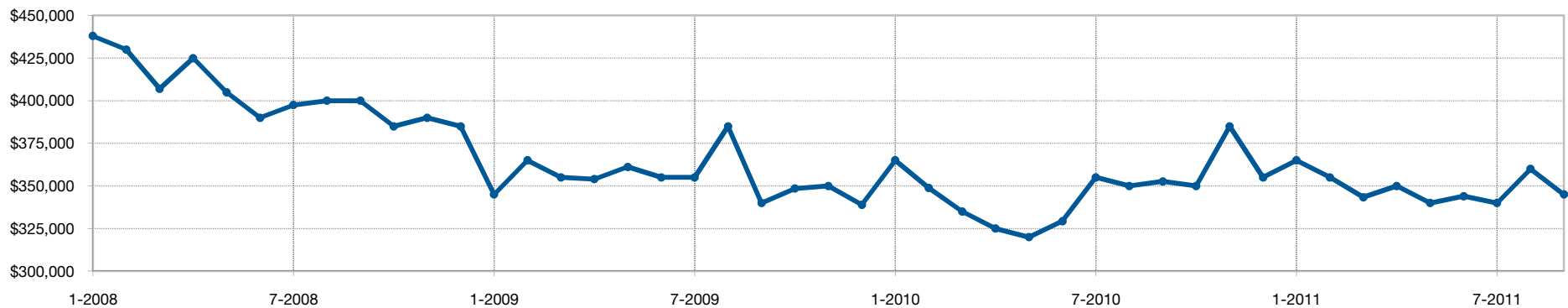
■ 9-2009 ■ 9-2010 ■ 9-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
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	\$343,400	\$335,000	+ 2.5%
4-2011	\$350,000	\$325,000	+ 7.7%
5-2011	\$340,000	\$320,000	+ 6.3%
6-2011	\$344,000	\$329,300	+ 4.5%
7-2011	\$340,000	\$355,000	- 4.2%
8-2011	\$360,000	\$350,000	+ 2.9%
9-2011	\$345,000	\$352,645	- 2.2%
12-Month Med	\$352,700	\$343,187	+ 2.8%

Historical Median Sales Price in Queens County All Property Types



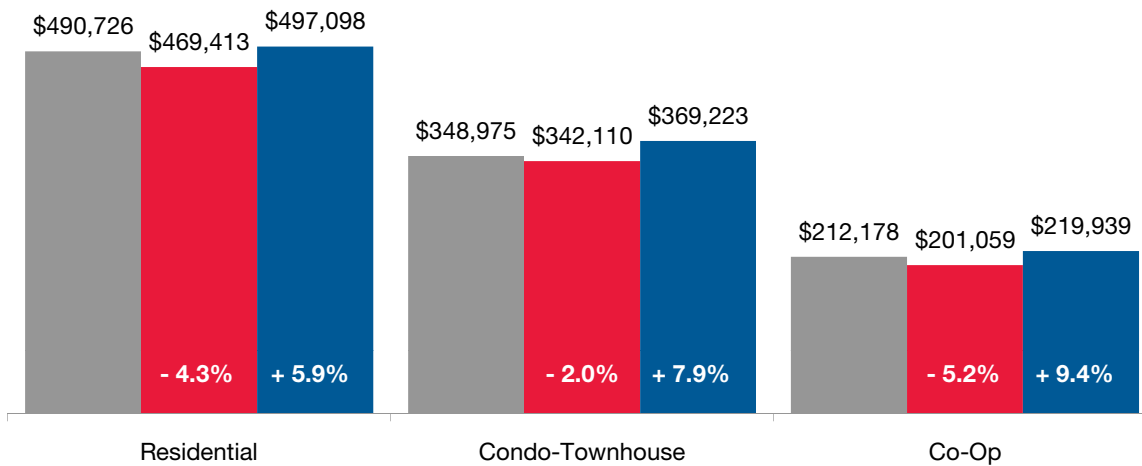
Average Sales Price of Closed Sales

Queens County Only



Average Sales Price of Closed Sales by Property Type

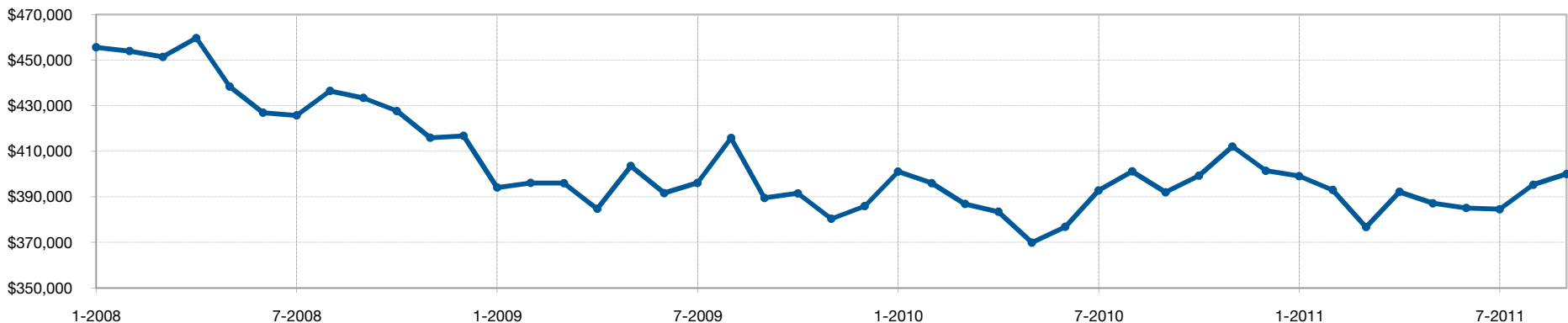
■ 9-2009 ■ 9-2010 ■ 9-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	\$399,244	\$391,509	+ 2.0%
11-2010	\$412,061	\$380,385	+ 8.3%
12-2010	\$401,463	\$385,887	+ 4.0%
1-2011	\$399,073	\$401,007	- 0.5%
2-2011	\$393,009	\$395,980	- 0.8%
3-2011	\$376,708	\$386,842	- 2.6%
4-2011	\$392,195	\$383,457	+ 2.3%
5-2011	\$387,123	\$369,914	+ 4.7%
6-2011	\$385,065	\$376,843	+ 2.2%
7-2011	\$384,540	\$392,833	- 2.1%
8-2011	\$395,314	\$401,115	- 1.4%
9-2011	\$400,011	\$391,976	+ 2.0%
12-Month Avg	\$393,817	\$388,146	+ 1.5%

Historical Average Sales Price in Queens County All Property Types

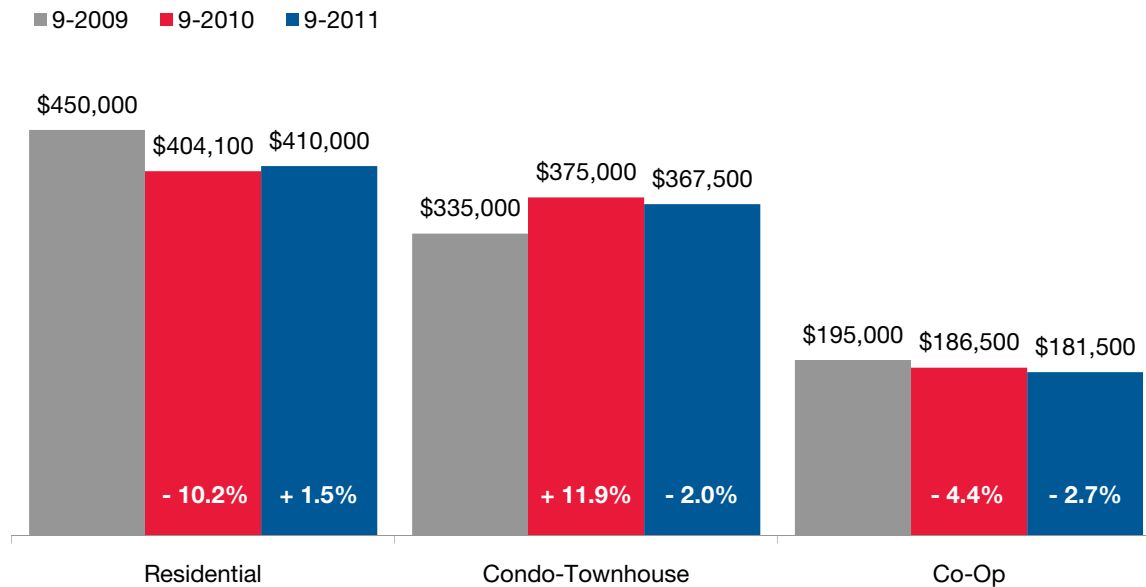


Median Contract Price of Contract Sales

Queens County Only



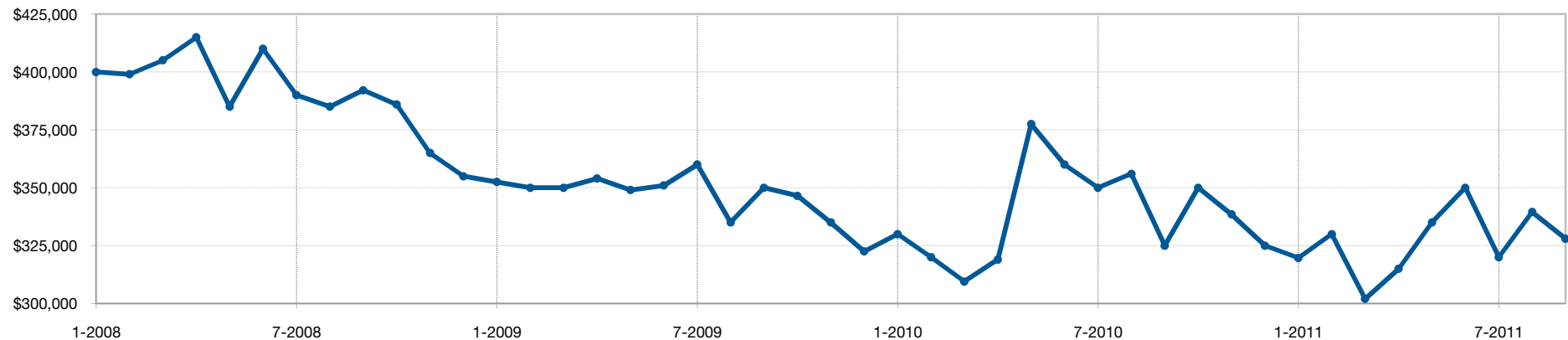
Median Contract Price of Contract Sales by Property Type



Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	\$350,000	\$346,500	+ 1.0%
11-2010	\$338,500	\$335,000	+ 1.0%
12-2010	\$325,000	\$322,500	+ 0.8%
1-2011	\$319,650	\$330,000	- 3.1%
2-2011	\$330,000	\$320,000	+ 3.1%
3-2011	\$302,000	\$309,500	- 2.4%
4-2011	\$315,000	\$319,000	- 1.3%
5-2011	\$335,000	\$377,500	- 11.3%
6-2011	\$350,000	\$360,000	- 2.8%
7-2011	\$320,000	\$350,000	- 8.6%
8-2011	\$339,500	\$356,000	- 4.6%
9-2011	\$328,000	\$325,000	+ 0.9%
12-Month Avg	\$329,388	\$337,583	- 2.4%

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



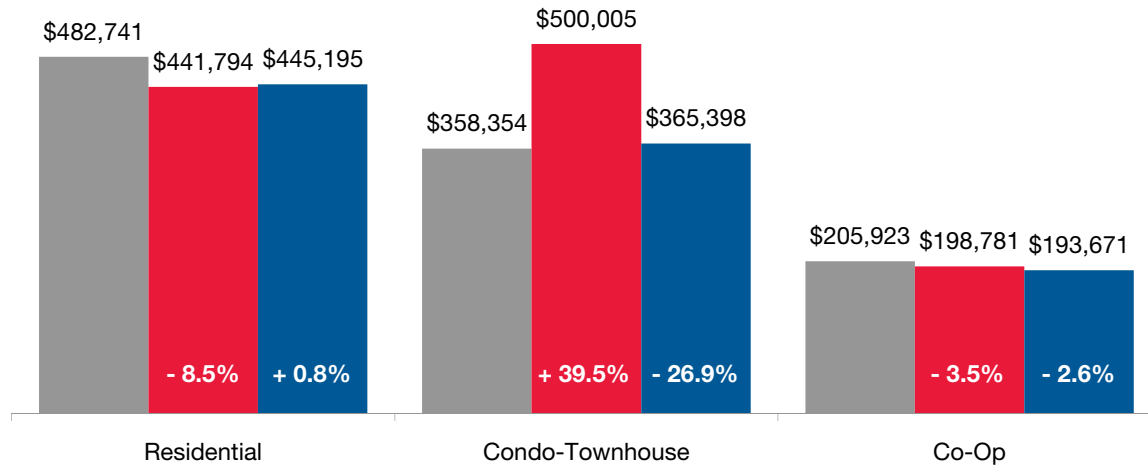
Average Contract Price of Contract Sales

Queens County Only



Average Contract Price of Contract Sales by Property Type

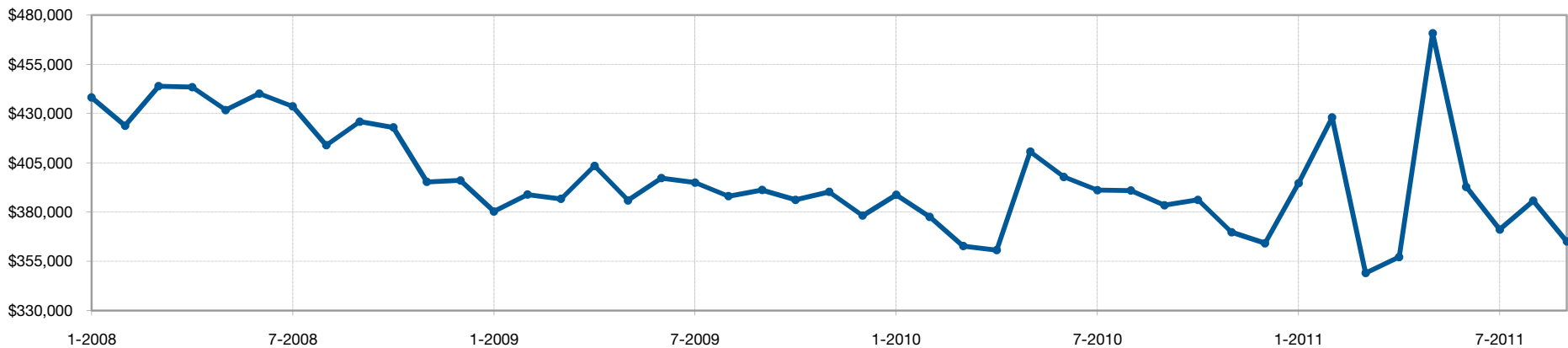
■ 9-2009 ■ 9-2010 ■ 9-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	\$386,190	\$386,171	+ 0.0%
11-2010	\$369,746	\$390,199	- 5.2%
12-2010	\$364,109	\$378,175	- 3.7%
1-2011	\$394,591	\$388,681	+ 1.5%
2-2011	\$427,988	\$377,514	+ 13.4%
3-2011	\$349,041	\$362,667	- 3.8%
4-2011	\$357,148	\$360,642	- 1.0%
5-2011	\$470,769	\$410,592	+ 14.7%
6-2011	\$392,725	\$397,841	- 1.3%
7-2011	\$371,099	\$391,075	- 5.1%
8-2011	\$385,713	\$390,931	- 1.3%
9-2011	\$365,044	\$383,429	- 4.8%
12-Month Avg	\$386,180	\$384,826	+ 0.4%

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



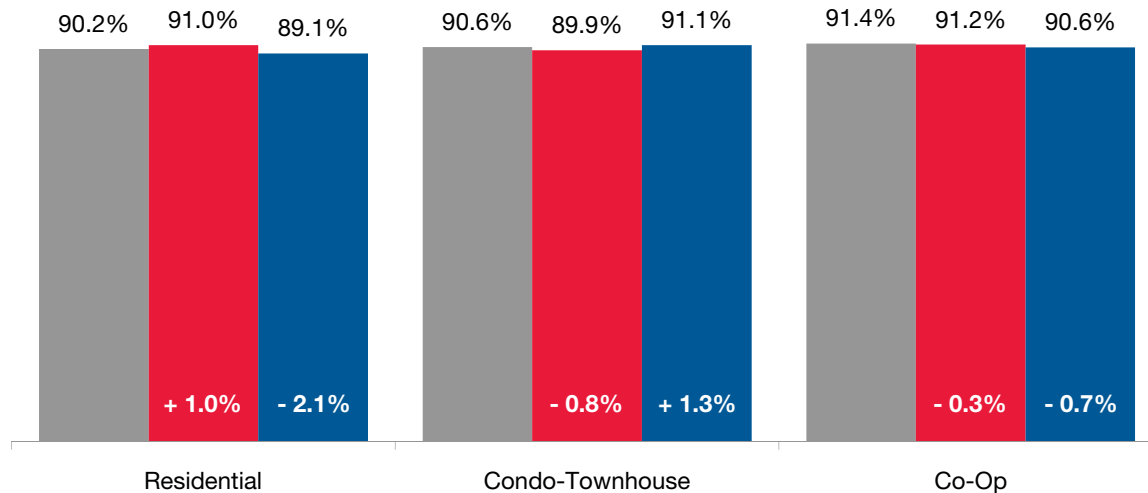
Pct. of Original List Price Received at Sale

Queens County Only



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

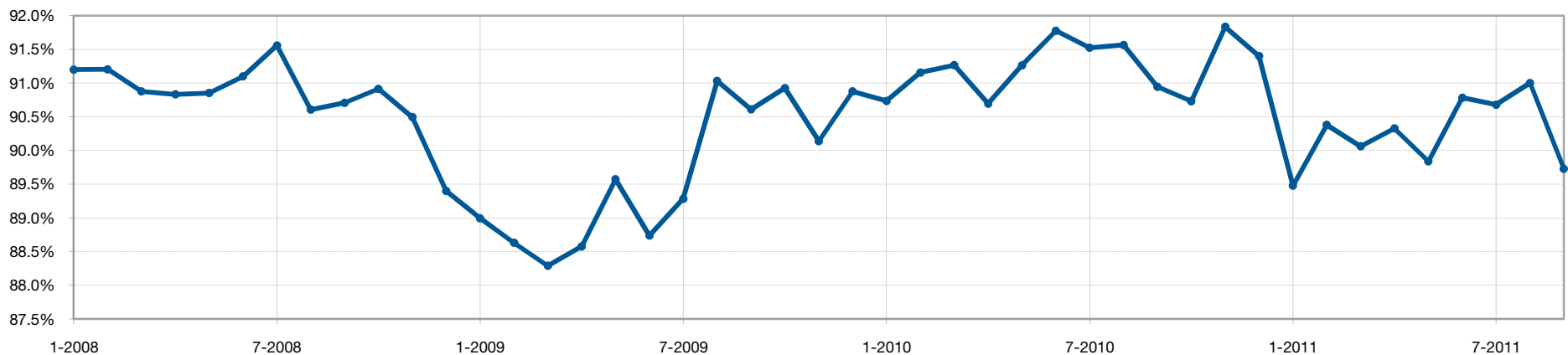
■ 9-2009 ■ 9-2010 ■ 9-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
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%	- 1.4%
2-2011	90.4%	91.2%	- 0.9%
3-2011	90.1%	91.3%	- 1.3%
4-2011	90.3%	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	91.0%	91.6%	- 0.6%
9-2011	89.7%	90.9%	- 1.3%
12-Month Avg	90.5%	91.1%	- 0.6%

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

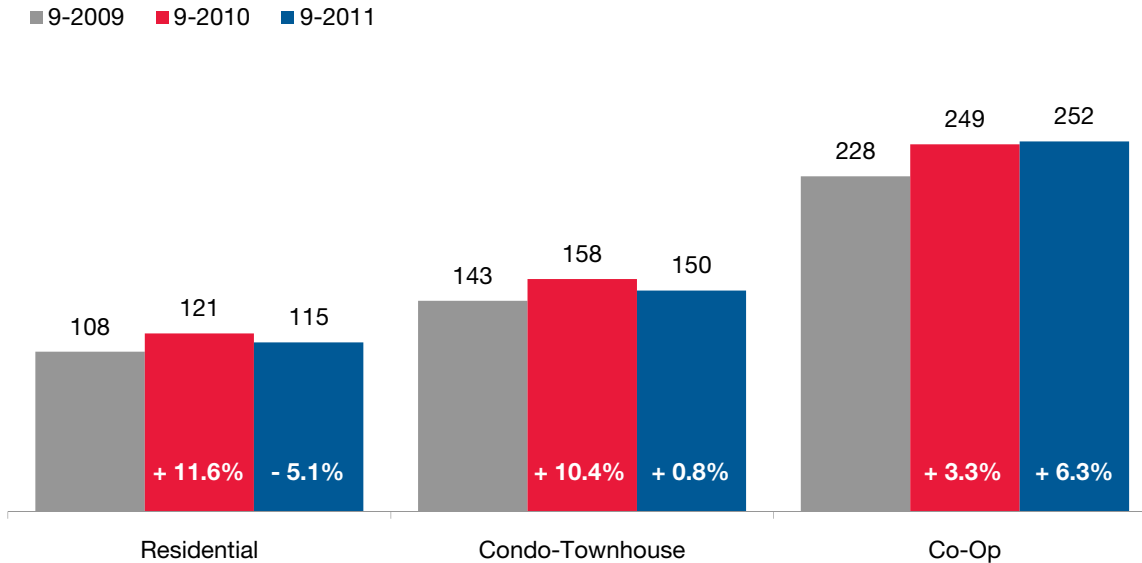


Housing Affordability Index

Queens County Only



Housing Affordability Indices by Property Type

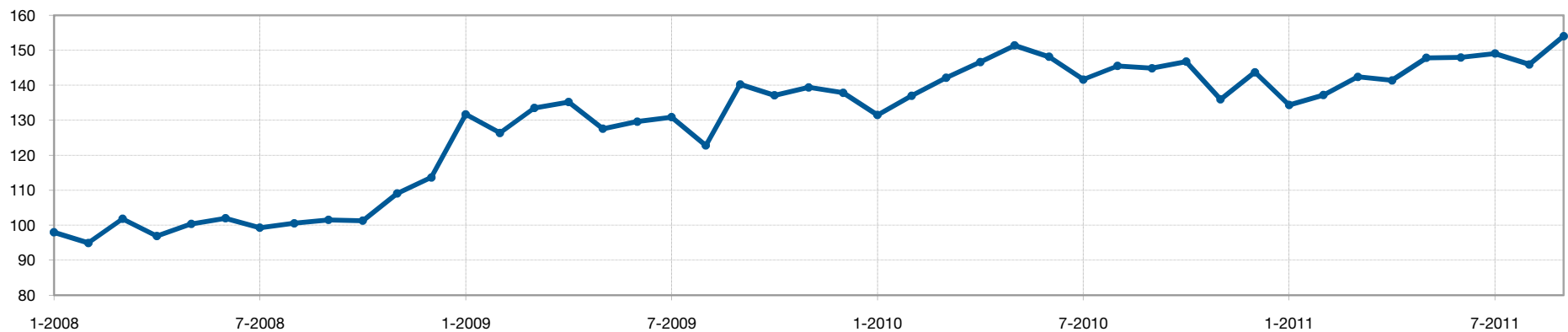


Data for All Property Types

Month	Current Year	Prior Year	+ / -
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	142	142	+ 0.2%
4-2011	141	147	- 3.6%
5-2011	148	151	- 2.3%
6-2011	148	148	- 0.1%
7-2011	149	142	+ 5.2%
8-2011	146	146	+ 0.3%
9-2011	154	145	+ 6.3%
12-Month Avg	144	142	+ 1.4%

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.

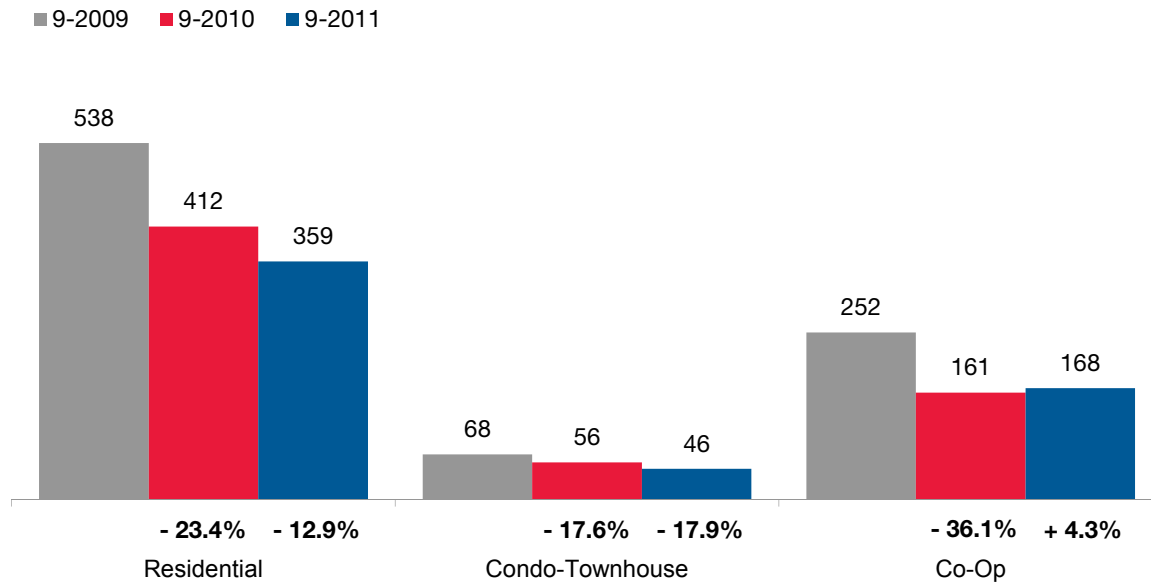


Contract Sales

Queens County Only



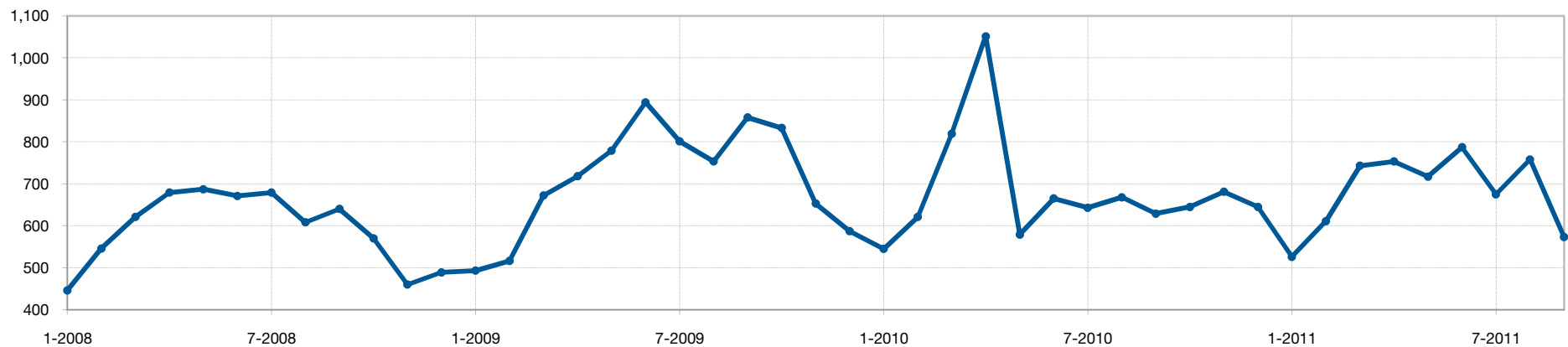
Contract Sales by Property Type



Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	645	833	- 22.6%
11-2010	681	653	+ 4.3%
12-2010	645	587	+ 9.9%
1-2011	526	545	- 3.5%
2-2011	611	621	- 1.6%
3-2011	743	819	- 9.3%
4-2011	753	1,051	- 28.4%
5-2011	717	579	+ 23.8%
6-2011	787	665	+ 18.3%
7-2011	675	643	+ 5.0%
8-2011	758	668	+ 13.5%
9-2011	573	629	- 8.9%
12-Month Total	8,114	8,293	- 2.2%

Historical Contract Sales in Queens County All Property Types



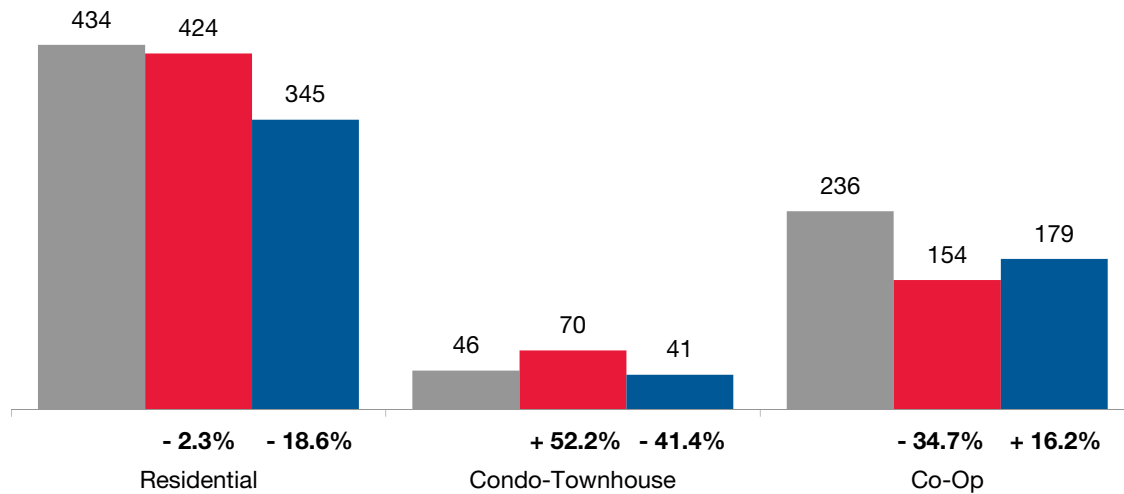
Closed Sales

Queens County Only



Closed Sales by Property Type

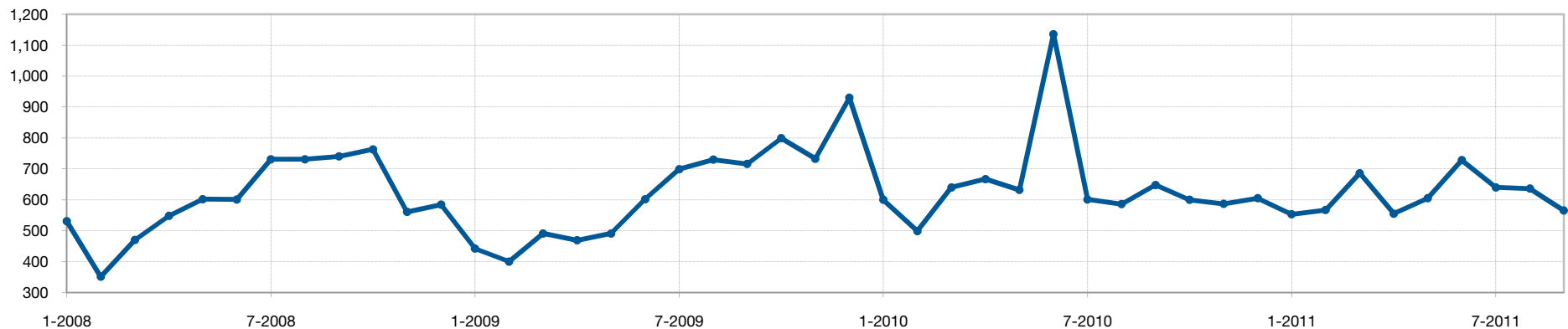
■ 9-2009 ■ 9-2010 ■ 9-2011



Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	600	799	- 24.9%
11-2010	587	733	- 19.9%
12-2010	605	930	- 34.9%
1-2011	553	600	- 7.8%
2-2011	567	499	+ 13.6%
3-2011	686	640	+ 7.2%
4-2011	555	667	- 16.8%
5-2011	605	632	- 4.3%
6-2011	728	1,136	- 35.9%
7-2011	640	601	+ 6.5%
8-2011	636	586	+ 8.5%
9-2011	565	648	- 12.8%
12-Month Total	7,327	8,471	- 13.5%

Historical Closed Sales in Queens County All Property Types

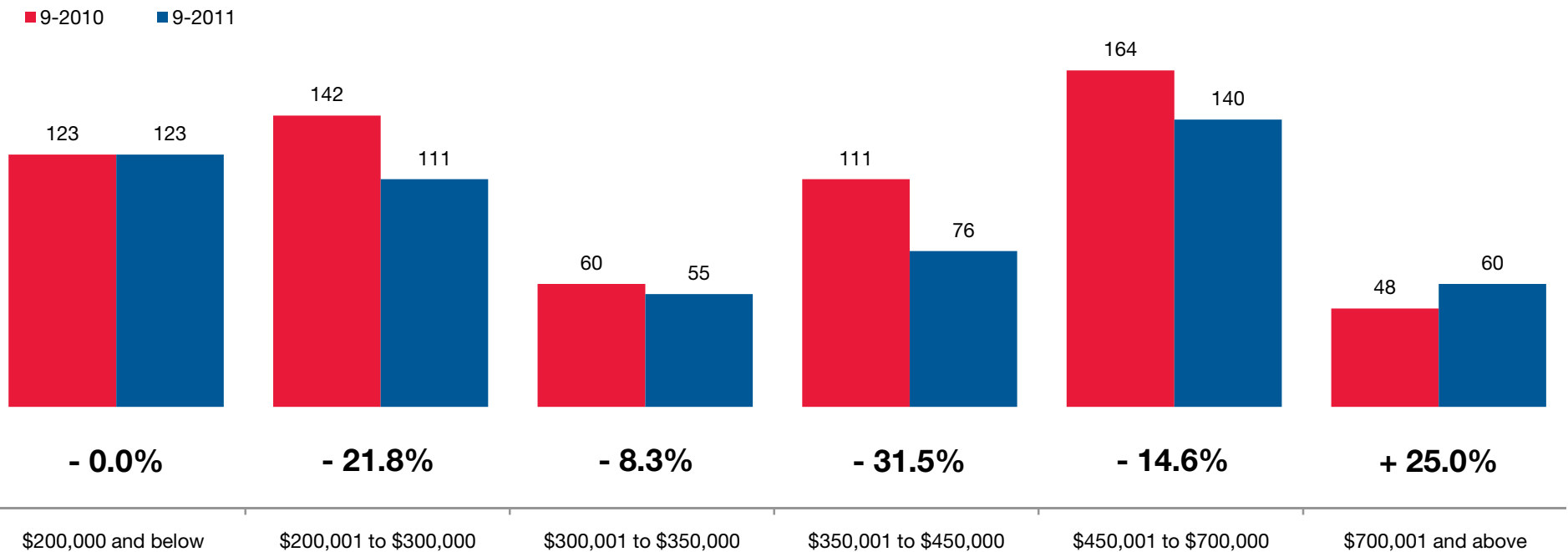


Closed Home Sales by Price Range

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
9-2010	123	142	60	111	164	48	648
9-2011	123	111	55	76	140	60	565
+ / -	- 0.0%	- 21.8%	- 8.3%	- 31.5%	- 14.6%	+ 25.0%	- 12.8%

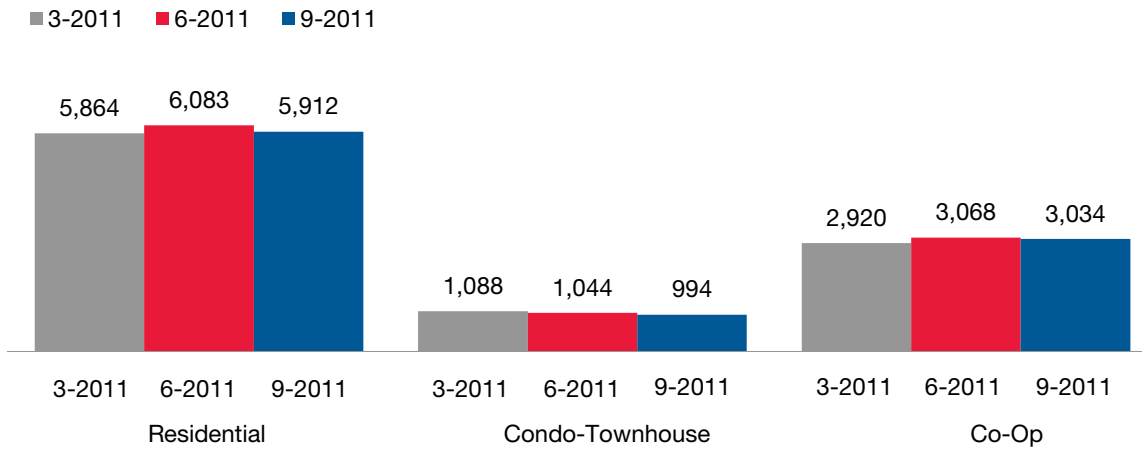


Active Inventory of Homes for Sale

Queens County Only



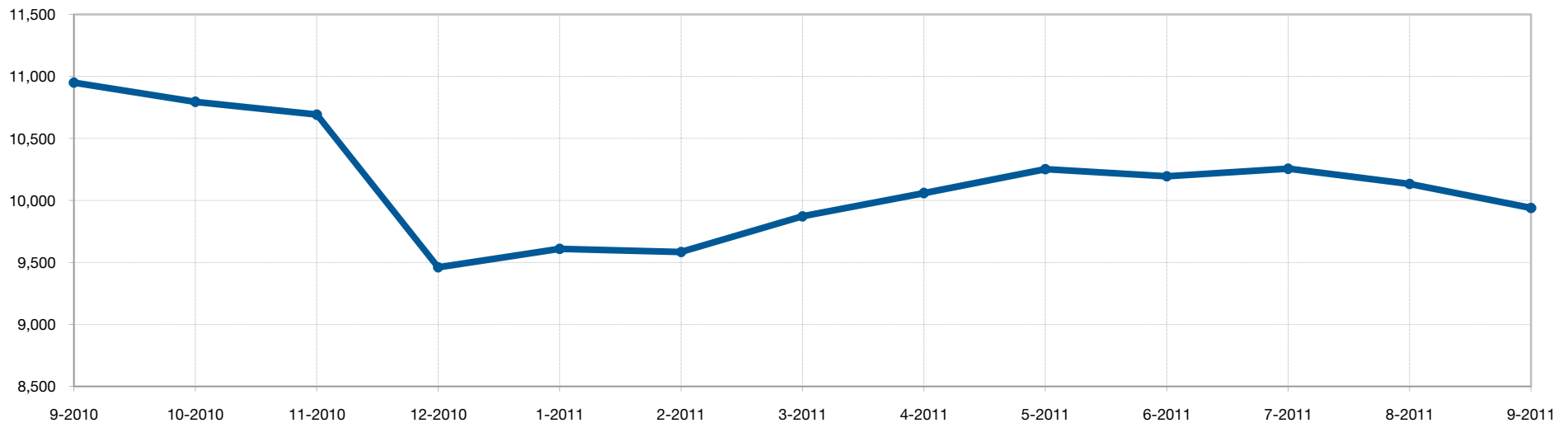
Inventory of Homes for Sale by Property Type Last 6 Months



Data for All Date Ranges

Property Type	6 Months Ago	3 Months Ago	Current Month
Residential	5,864	6,083	5,912
Condo-Townhouse	1,088	1,044	994
Co-Op	2,920	3,068	3,034
All Properties	9,872	10,195	9,940

Historical Inventory in Queens County All Property Types

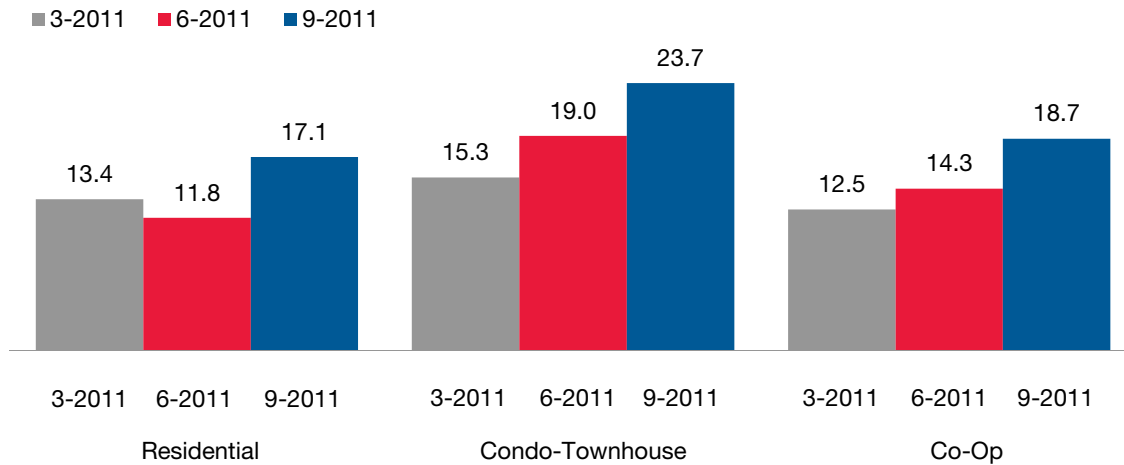


Months Supply of Inventory

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	13.4	11.8	17.1
Condo-Townhouse	15.3	19.0	23.7
Co-Op	12.5	14.3	18.7
All Properties	13.3	13.0	18.1

Historical Months Supply of Inventory in Queens County All Property Types

