



# Suffolk County Market Update

## September 2011

Data for this report was pulled on October 6, 2011

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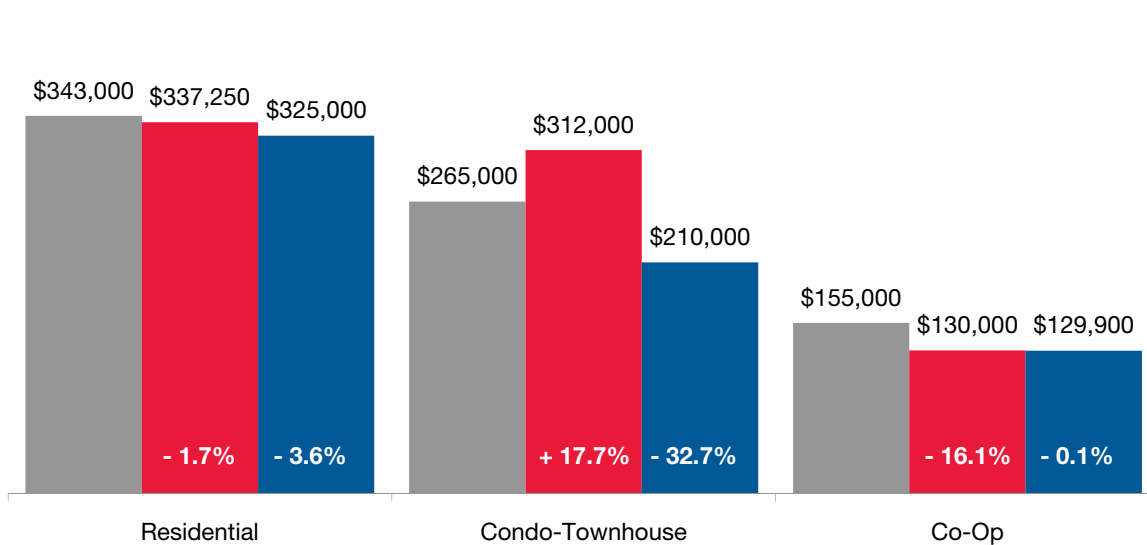
# Median Sales Price of Closed Sales

Suffolk County Only



## Median Sales Price of Closed Sales by Property Type

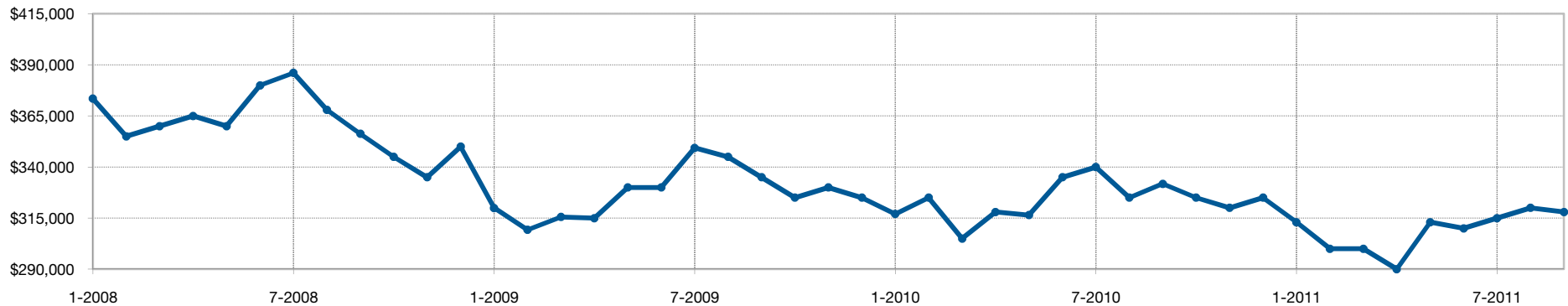
■ 9-2009 ■ 9-2010 ■ 9-2011



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	\$325,000	\$325,000	- 0.0%
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	\$318,000	\$331,750	- 4.1%
<b>12-Month Med</b>	<b>\$312,417</b>	<b>\$324,438</b>	<b>- 3.7%</b>

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



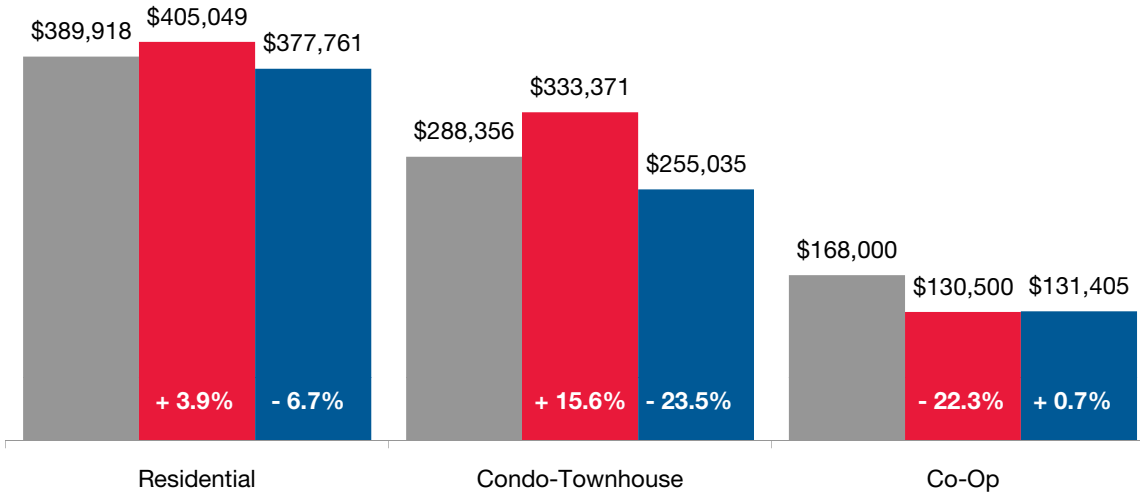
# Average Sales Price of Closed Sales

Suffolk County Only



## Average Sales Price of Closed Sales by Property Type

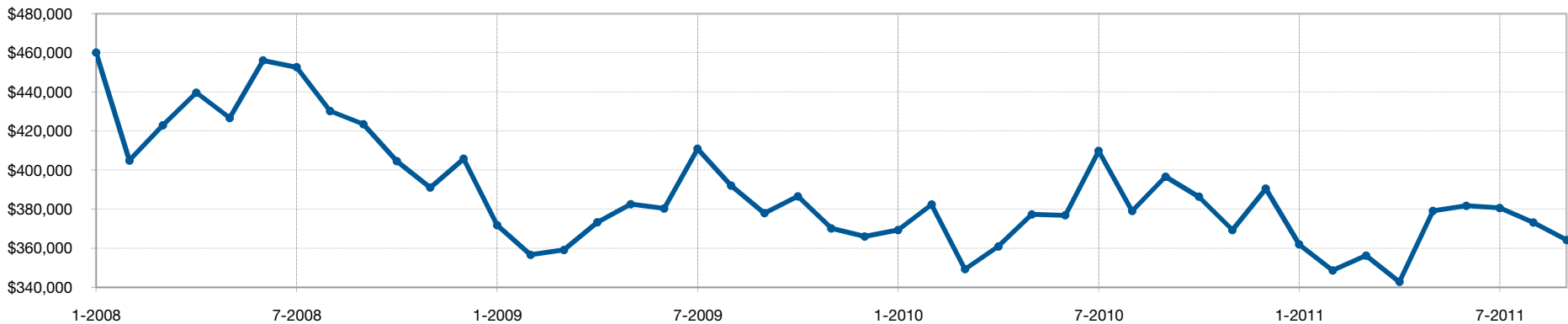
■ 9-2009 ■ 9-2010 ■ 9-2011



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	\$386,294	\$386,490	- 0.1%
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	\$356,176	\$349,267	+ 2.0%
4-2011	\$342,762	\$360,875	- 5.0%
5-2011	\$379,079	\$377,272	+ 0.5%
6-2011	\$381,711	\$376,796	+ 1.3%
7-2011	\$380,579	\$409,738	- 7.1%
8-2011	\$373,109	\$378,969	- 1.5%
9-2011	\$364,174	\$396,538	- 8.2%
<b>12-Month Avg</b>	<b>\$369,512</b>	<b>\$376,967</b>	<b>- 2.0%</b>

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

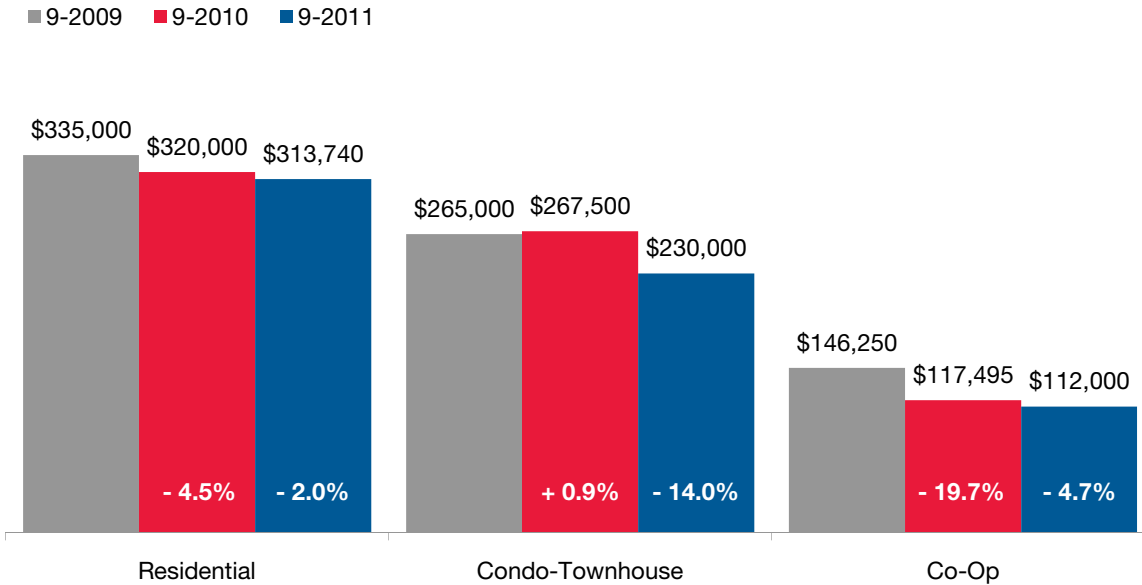


# Median Contract Price of Contract Sales

Suffolk County Only



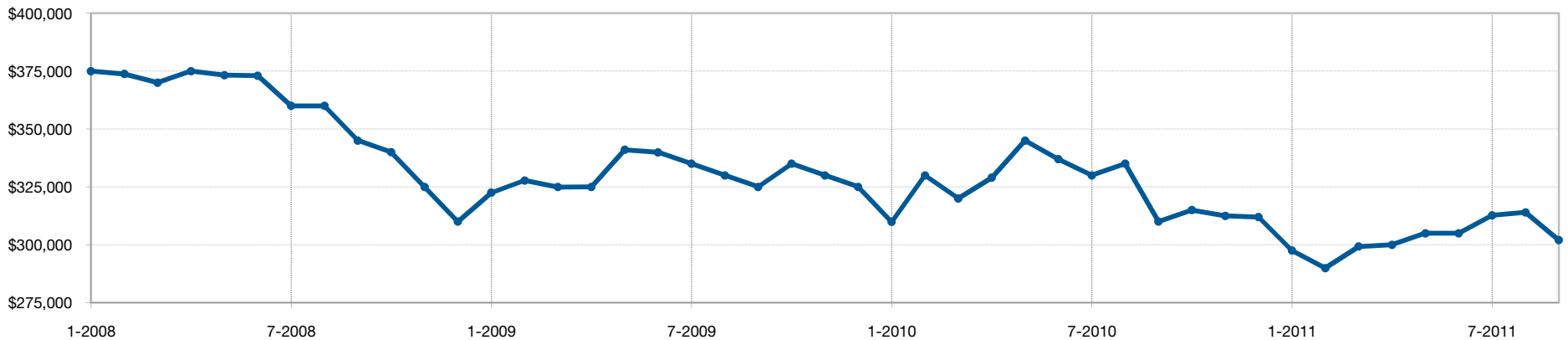
## Median Contract Price of Contract Sales by Property Type



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	\$315,000	\$335,000	- 6.0%
11-2010	\$312,500	\$330,000	- 5.3%
12-2010	\$312,000	\$325,000	- 4.0%
1-2011	\$297,500	\$309,900	- 4.0%
2-2011	\$289,900	\$330,000	- 12.2%
3-2011	\$299,250	\$320,000	- 6.5%
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	\$314,000	\$335,000	- 6.3%
9-2011	\$302,000	\$310,000	- 2.6%
<b>12-Month Avg</b>	<b>\$305,408</b>	<b>\$327,992</b>	<b>- 6.9%</b>

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



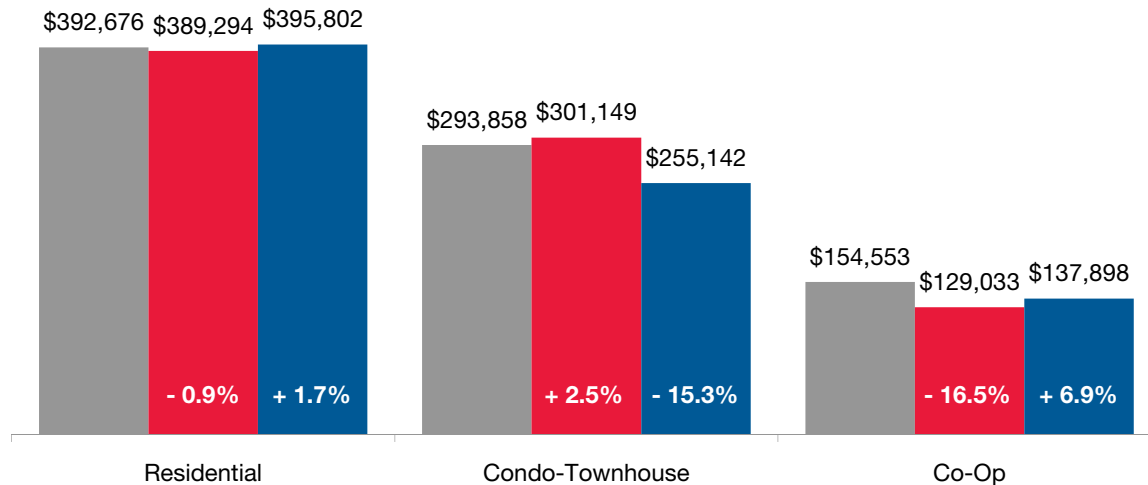
# Average Contract Price of Contract Sales

Suffolk County Only



## Average Contract Price of Contract Sales by Property Type

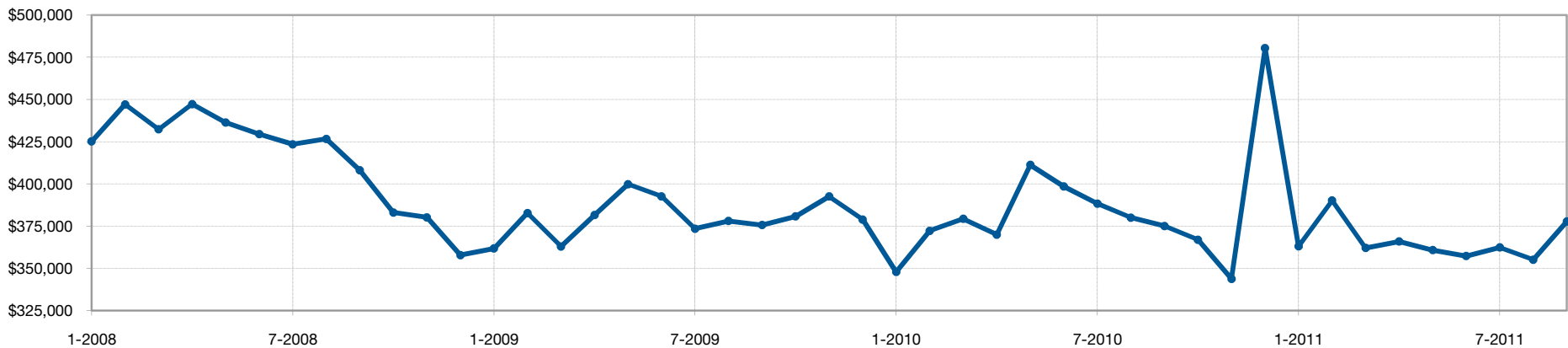
■ 9-2009 ■ 9-2010 ■ 9-2011



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	\$366,867	\$380,725	- 3.6%
11-2010	\$343,767	\$392,551	- 12.4%
12-2010	\$480,355	\$378,901	+ 26.8%
1-2011	\$362,988	\$347,817	+ 4.4%
2-2011	\$390,176	\$372,162	+ 4.8%
3-2011	\$362,060	\$379,252	- 4.5%
4-2011	\$365,886	\$369,962	- 1.1%
5-2011	\$360,723	\$411,246	- 12.3%
6-2011	\$357,228	\$398,470	- 10.4%
7-2011	\$362,369	\$388,315	- 6.7%
8-2011	\$355,115	\$380,034	- 6.6%
9-2011	\$377,714	\$375,056	+ 0.7%
<b>12-Month Avg</b>	<b>\$373,771</b>	<b>\$381,208</b>	<b>- 2.0%</b>

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



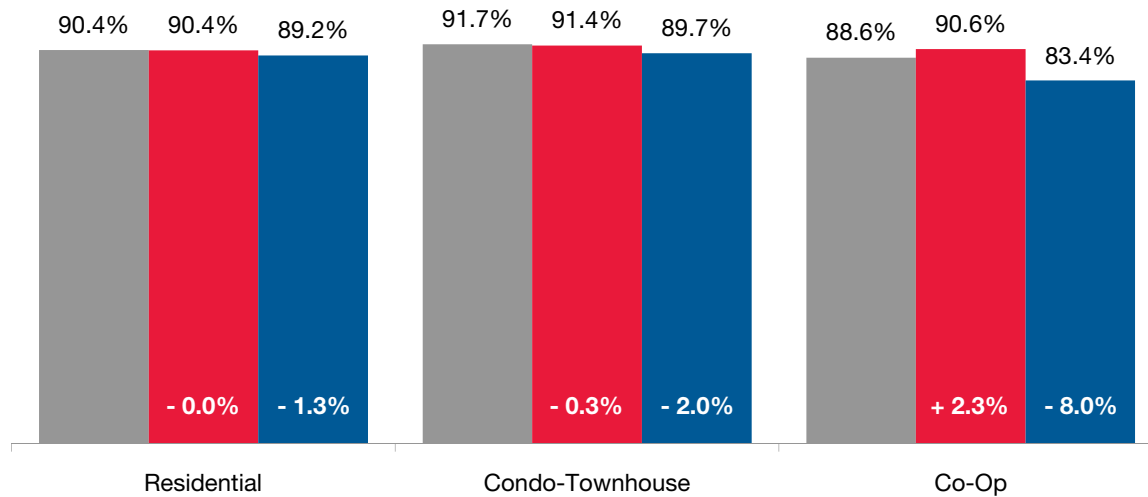
# Pct. of Original List Price Received at Sale

Suffolk County Only



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

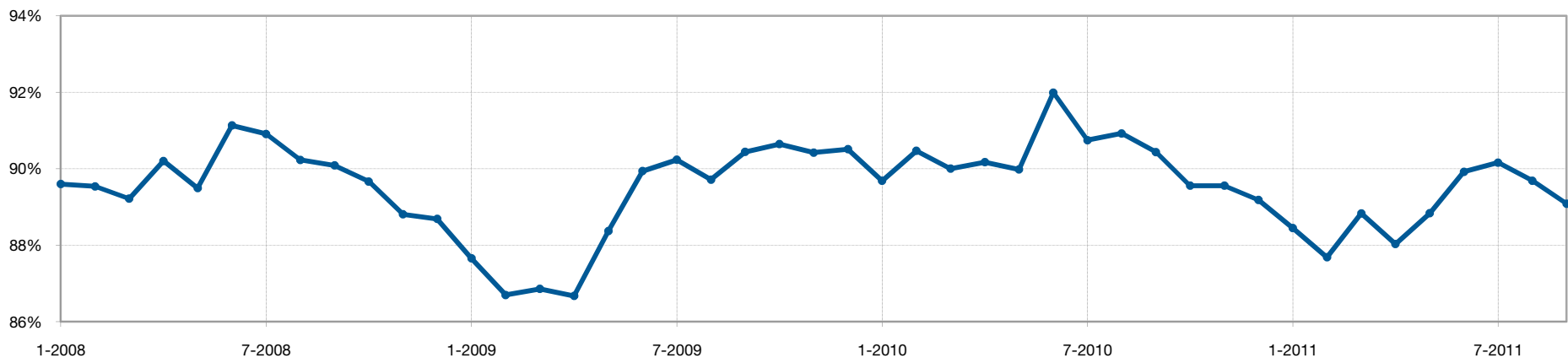
■ 9-2009 ■ 9-2010 ■ 9-2011



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
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	88.4%	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	89.1%	90.4%	- 1.5%
<b>12-Month Avg</b>	<b>89.1%</b>	<b>90.5%</b>	<b>- 1.6%</b>

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

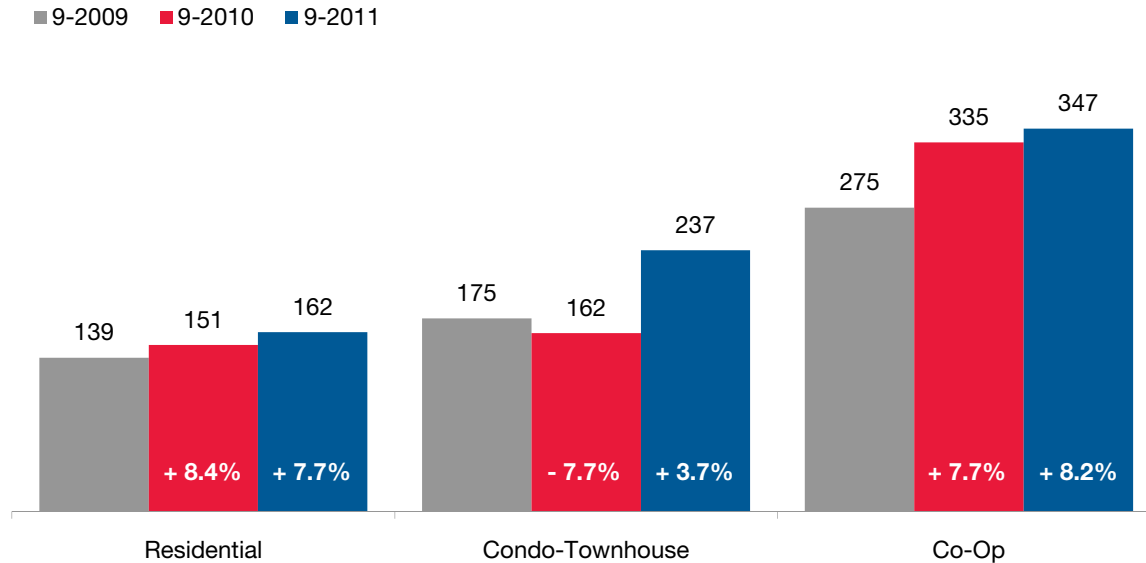


# Housing Affordability Index

Suffolk County Only



## Housing Affordability Indices by Property Type

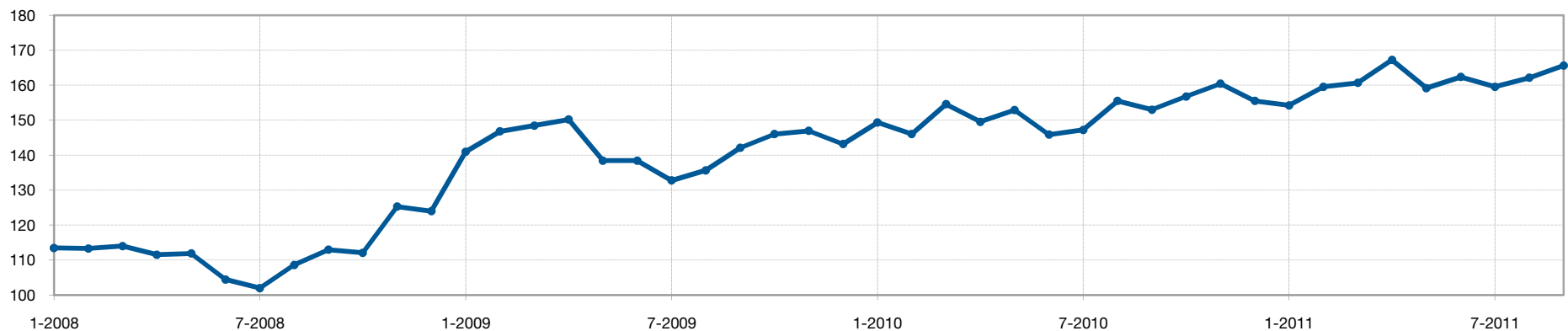


## Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	157	146	+ 7.4%
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	166	153	+ 8.2%
<b>12-Month Avg</b>	<b>160</b>	<b>149</b>	<b>+ 7.4%</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.

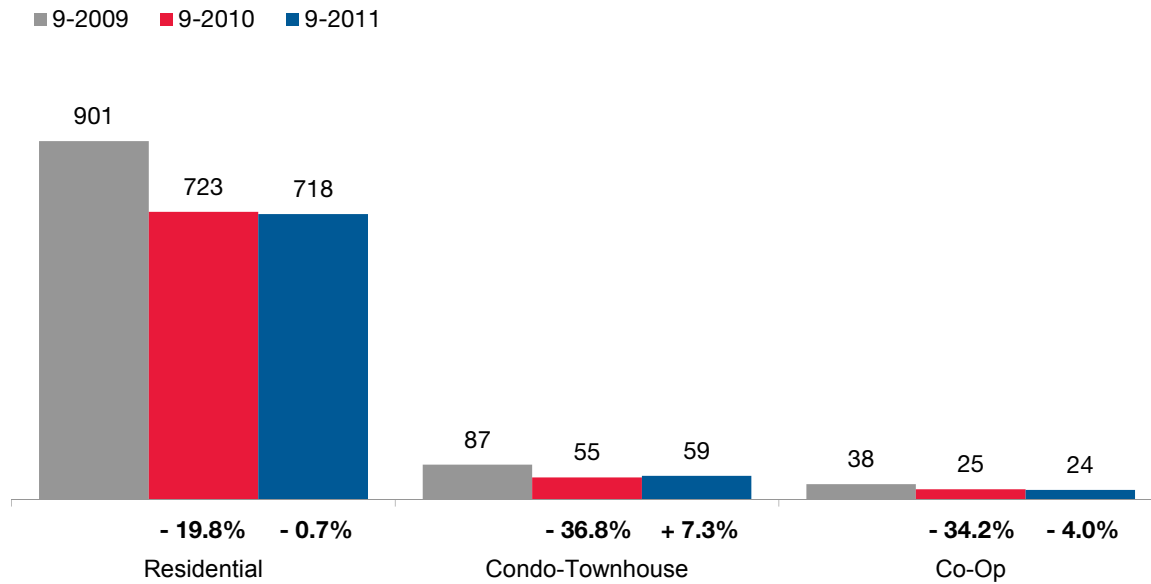


# Contract Sales

Suffolk County Only



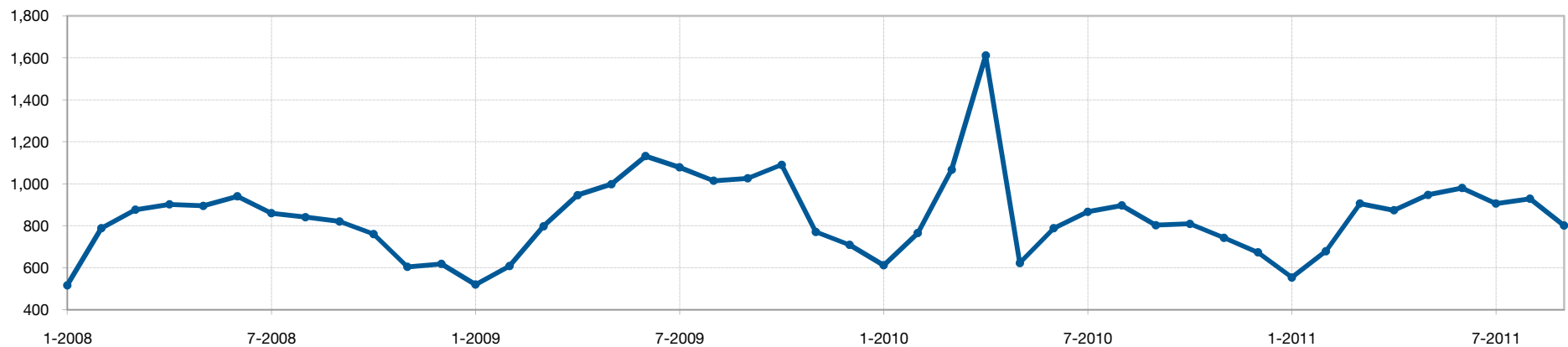
## Contract Sales by Property Type



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	809	1,090	- 25.8%
11-2010	743	771	- 3.6%
12-2010	673	709	- 5.1%
1-2011	554	612	- 9.5%
2-2011	679	765	- 11.2%
3-2011	906	1,067	- 15.1%
4-2011	874	1,611	- 45.7%
5-2011	947	623	+ 52.0%
6-2011	980	788	+ 24.4%
7-2011	906	867	+ 4.5%
8-2011	929	897	+ 3.6%
9-2011	801	803	- 0.2%
<b>12-Month Total</b>	<b>9,801</b>	<b>10,603</b>	<b>- 7.6%</b>

## Historical Contract Sales in Suffolk County All Property Types

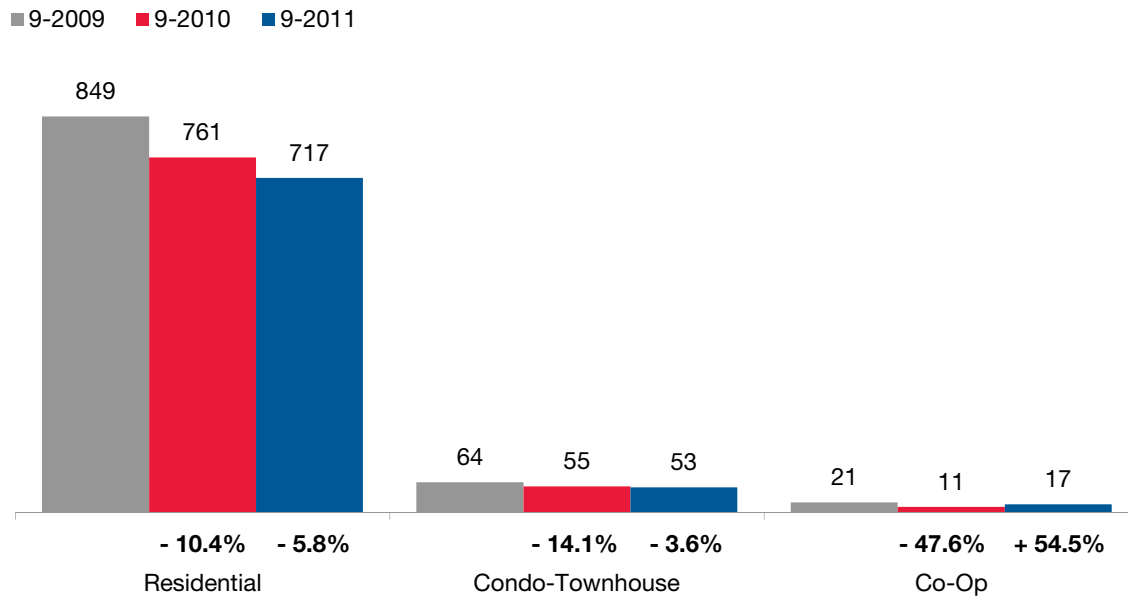


# Closed Sales

Suffolk County Only



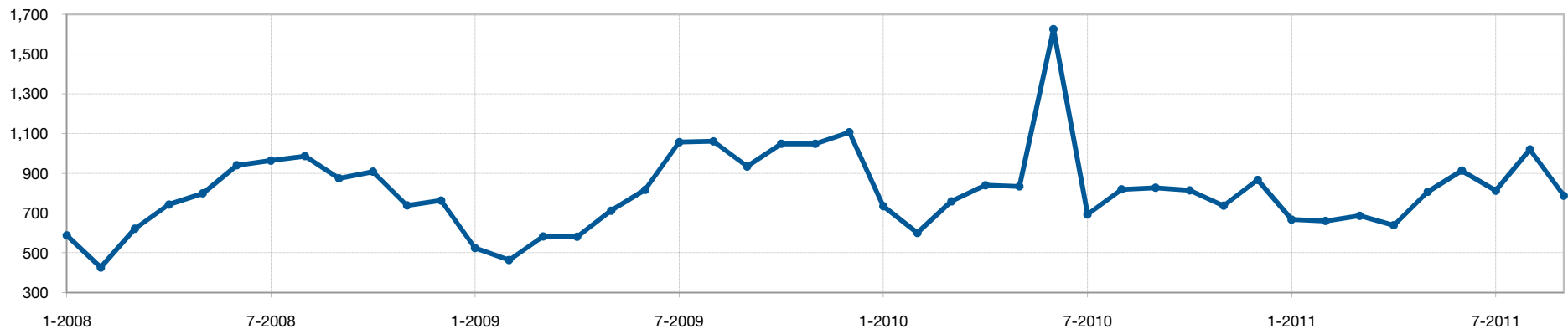
## Closed Sales by Property Type



## Data for All Property Types

Month	Current Year	Prior Year	+ / -
10-2010	814	1,048	- 22.3%
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	686	759	- 9.6%
4-2011	638	840	- 24.0%
5-2011	807	834	- 3.2%
6-2011	913	1,625	- 43.8%
7-2011	813	693	+ 17.3%
8-2011	1,020	819	+ 24.5%
9-2011	787	827	- 4.8%
<b>12-Month Total</b>	<b>9,409</b>	<b>10,934</b>	<b>- 13.9%</b>

## Historical Closed Sales in Suffolk County All Property Types

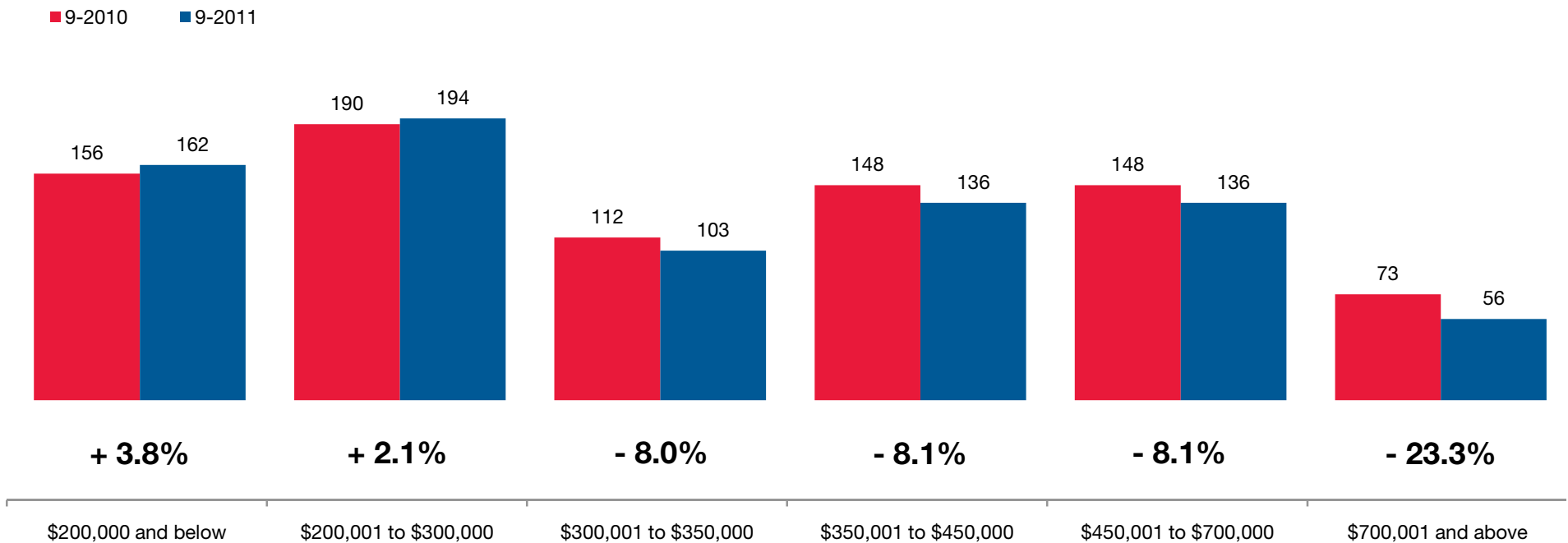


# Closed Home Sales by Price Range

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>9-2010</b>	156	190	112	148	148	73	<b>827</b>
<b>9-2011</b>	162	194	103	136	136	56	<b>787</b>
<b>+ / -</b>	<b>+ 3.8%</b>	<b>+ 2.1%</b>	<b>- 8.0%</b>	<b>- 8.1%</b>	<b>- 8.1%</b>	<b>- 23.3%</b>	<b>- 4.8%</b>

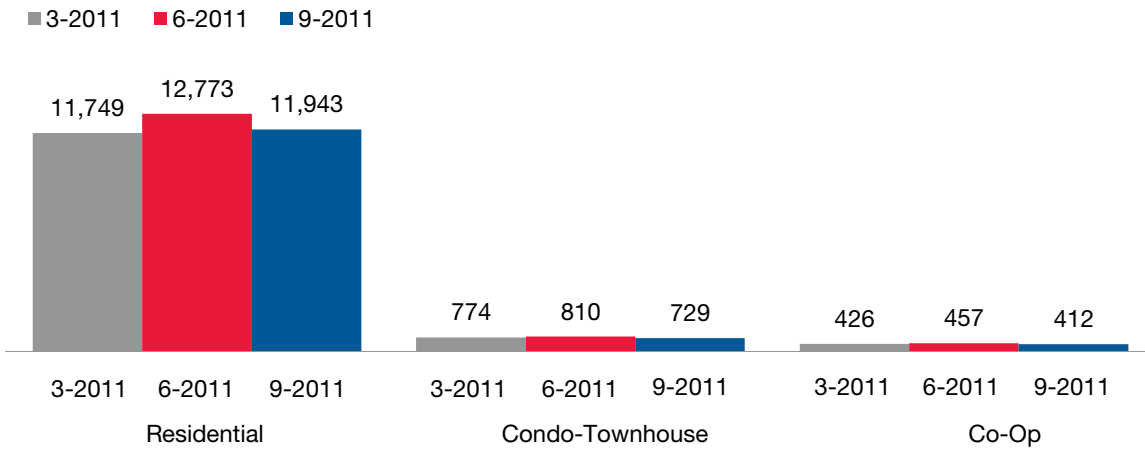


# Active Inventory of Homes for Sale

Suffolk County Only



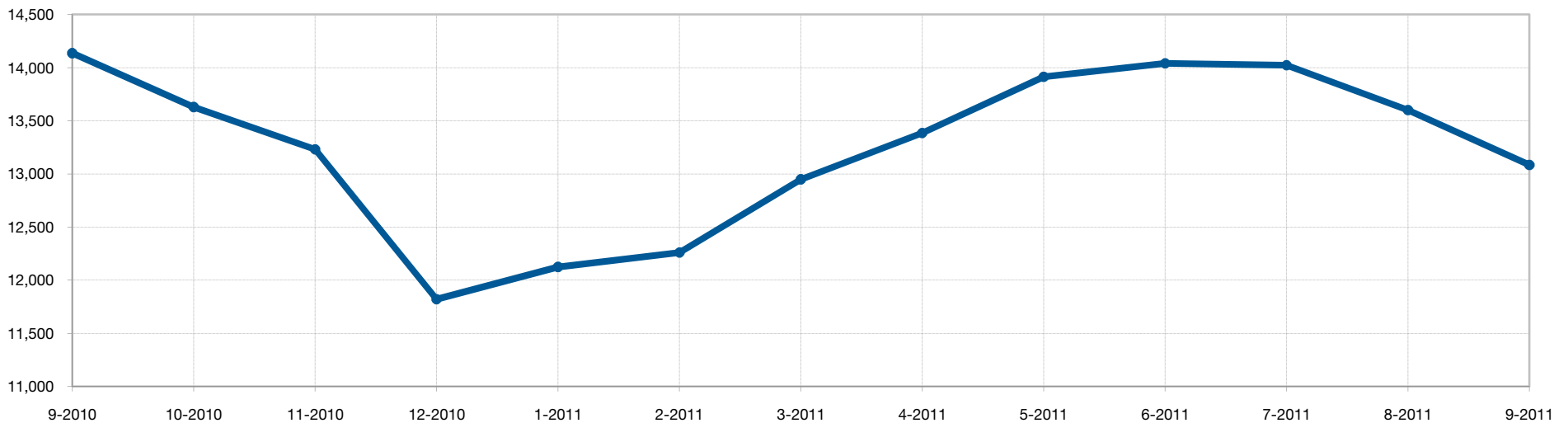
## Inventory of Homes for Sale by Property Type Last 6 Months



## Data for All Date Ranges

Property Type	6 Months Ago	3 Months Ago	Current Month
Residential	11,749	12,773	11,943
Condo-Townhouse	774	810	729
Co-Op	426	457	412
<b>All Properties</b>	<b>12,949</b>	<b>14,040</b>	<b>13,084</b>

## Historical Inventory in Suffolk County All Property Types

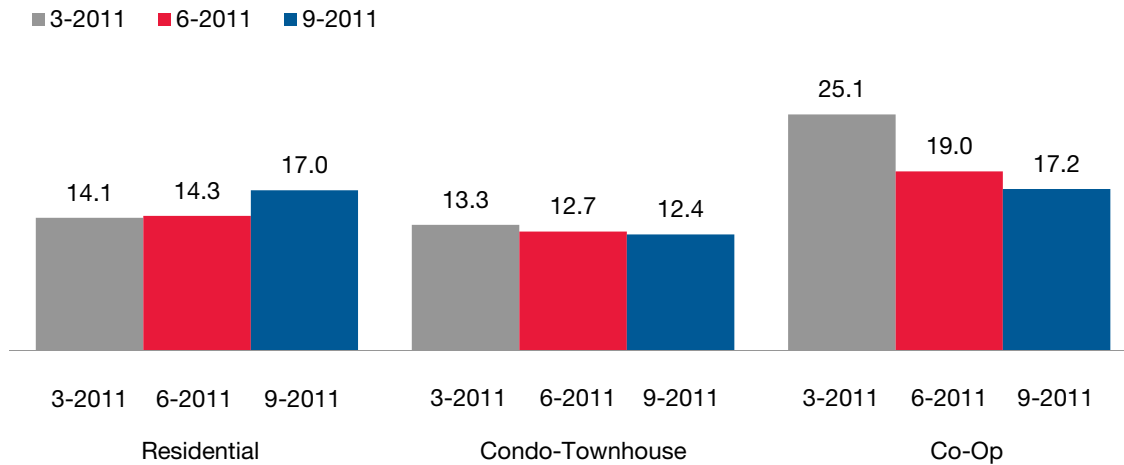


# Months Supply of Inventory

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	14.1	14.3	17.0
Condo-Townhouse	13.3	12.7	12.4
Co-Op	25.1	19.0	17.2
<b>All Properties</b>	<b>14.3</b>	<b>14.3</b>	<b>16.7</b>

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

