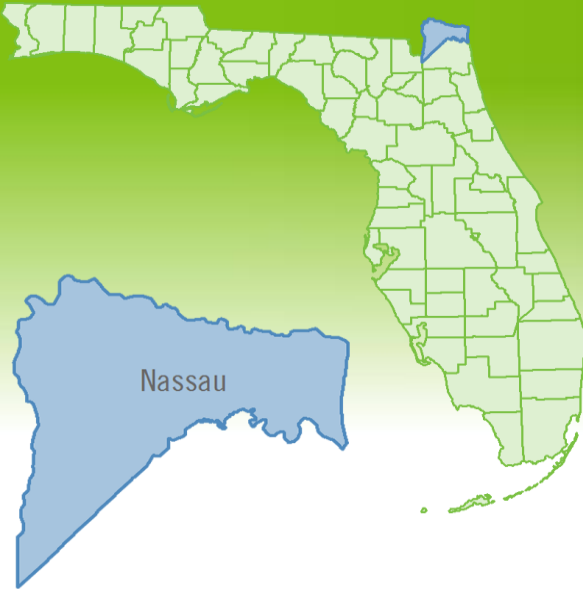


# Monthly Market Detail - February 2013

## Single Family Homes

### Nassau County



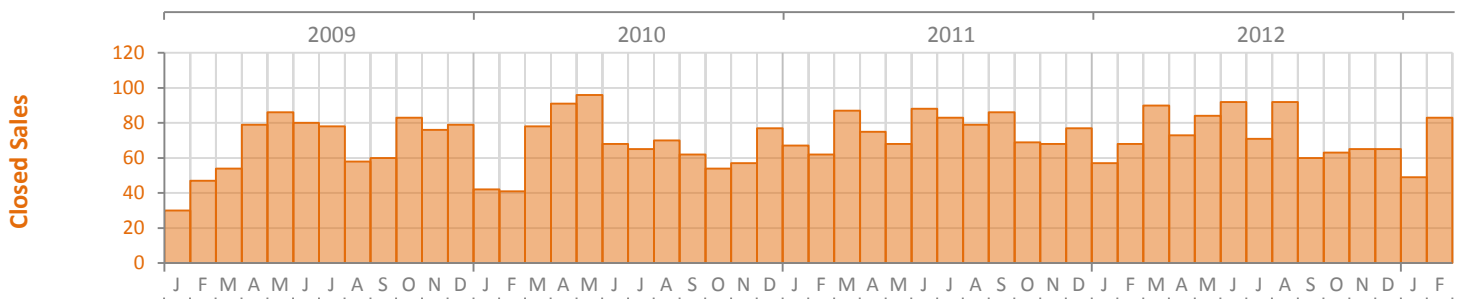
Summary Statistics	February 2013	February 2012	Percent Change Year-over-Year
Closed Sales	83	68	22.1%
Paid in Cash	27	20	35.0%
New Pending Sales	123	70	75.7%
New Listings	153	114	34.2%
Median Sale Price	\$189,225	\$183,700	3.0%
Average Sale Price	\$242,855	\$207,792	16.9%
Median Days on Market	100	77	29.9%
Average Percent of Original List Price Received	92.0%	89.7%	2.6%
Pending Inventory	264	(No Data)	N/A
Inventory (Active Listings)	675	975	-30.8%
Months Supply of Inventory	9.1	12.9	-29.4%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend using the year-over-year percent changes rather than the absolute counts. Realtors® and their clients should also be wary of month-to-month comparisons of Closed Sales because of potential seasonal effects.

Month	Closed Sales	Percent Change Year-over-Year
<b>February 2013</b>	<b>83</b>	<b>22.1%</b>
January 2013	49	-14.0%
December 2012	65	-15.6%
November 2012	65	-4.4%
October 2012	63	-8.7%
September 2012	60	-30.2%
August 2012	92	16.5%
July 2012	71	-14.5%
June 2012	92	4.5%
May 2012	84	23.5%
April 2012	73	-2.7%
March 2012	90	3.4%
February 2012	68	9.7%



# Monthly Market Detail - February 2013

## Single Family Homes

### Nassau County

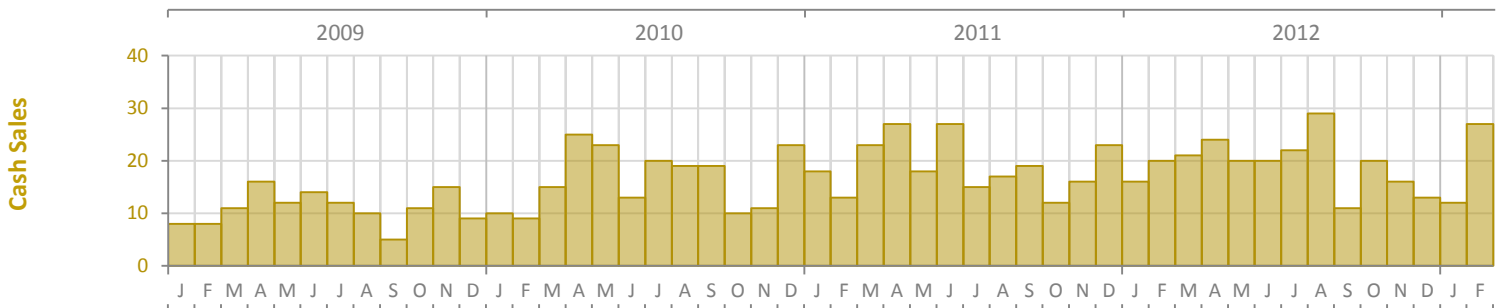


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
<b>February 2013</b>	<b>27</b>	<b>35.0%</b>
January 2013	12	-25.0%
December 2012	13	-43.5%
November 2012	16	0.0%
October 2012	20	66.7%
September 2012	11	-42.1%
August 2012	29	70.6%
July 2012	22	46.7%
June 2012	20	-25.9%
May 2012	20	11.1%
April 2012	24	-11.1%
March 2012	21	-8.7%
February 2012	20	53.8%

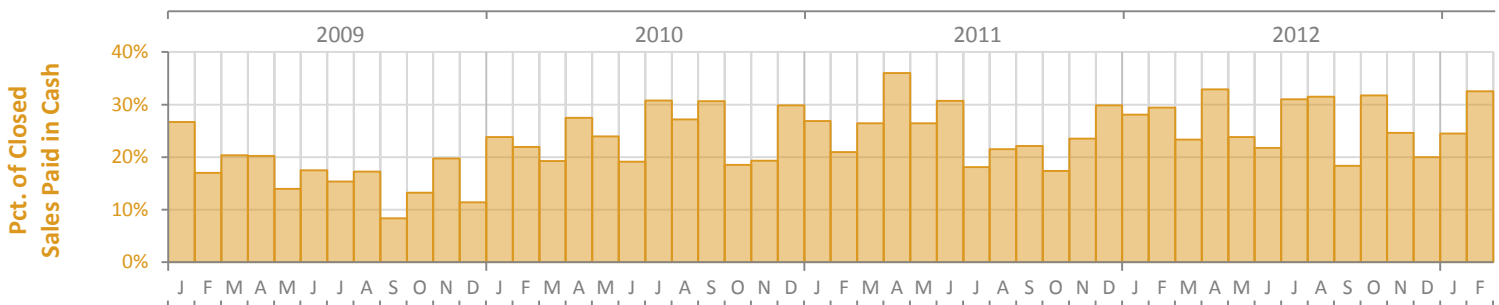


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
<b>February 2013</b>	<b>32.5%</b>	<b>10.6%</b>
January 2013	24.5%	-12.8%
December 2012	20.0%	-33.0%
November 2012	24.6%	4.6%
October 2012	31.7%	82.5%
September 2012	18.3%	-17.0%
August 2012	31.5%	46.5%
July 2012	31.0%	71.5%
June 2012	21.7%	-29.1%
May 2012	23.8%	-10.1%
April 2012	32.9%	-8.7%
March 2012	23.3%	-11.7%
February 2012	29.4%	40.3%

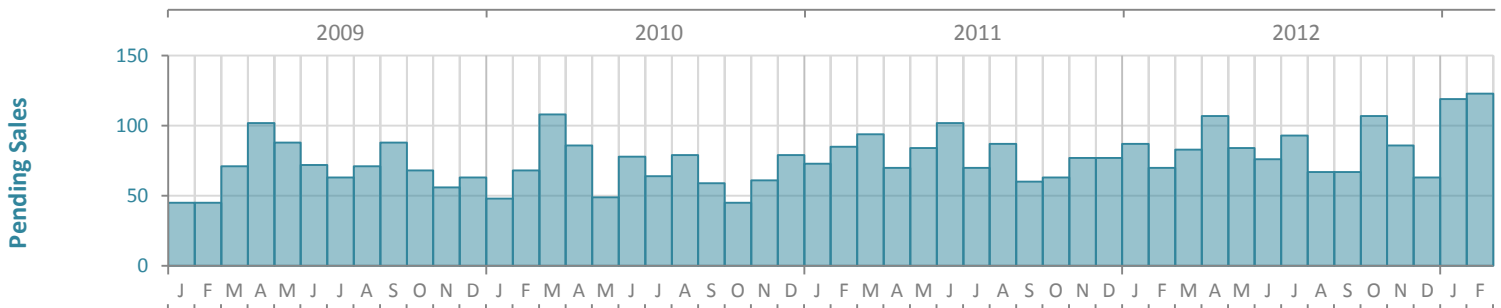


## New Pending Sales

The number of property listings that went from "Active" to "Pending" status during the month

**Economists' note** : Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
<b>February 2013</b>	<b>123</b>	<b>75.7%</b>
January 2013	119	36.8%
December 2012	63	-18.2%
November 2012	86	11.7%
October 2012	107	69.8%
September 2012	67	11.7%
August 2012	67	-23.0%
July 2012	93	32.9%
June 2012	76	-25.5%
May 2012	84	0.0%
April 2012	107	52.9%
March 2012	83	-11.7%
February 2012	70	-17.6%

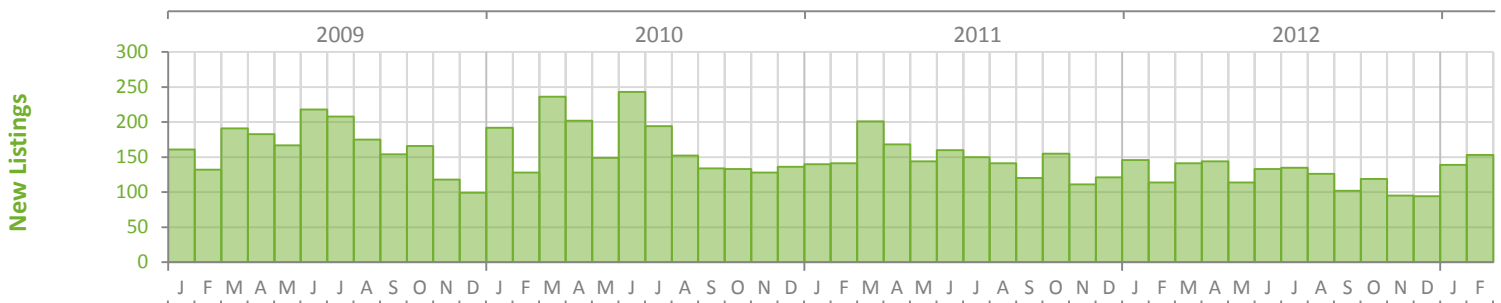


## New Listings

The number of properties put onto the market during the month

**Economists' note** : In a recovering market, we expect that new listings will eventually rise as sellers raise their estimations of value. But this increase will take place only after the market has turned up, so New Listings are a *lagging* indicator of the health of the market. Also be aware of properties which have been withdrawn from the market and then relisted. These are not really New Listings.

Month	New Listings	Percent Change Year-over-Year
<b>February 2013</b>	<b>153</b>	<b>34.2%</b>
January 2013	139	-4.8%
December 2012	94	-22.3%
November 2012	95	-14.4%
October 2012	119	-23.2%
September 2012	102	-15.0%
August 2012	126	-10.6%
July 2012	135	-10.0%
June 2012	133	-16.9%
May 2012	114	-20.8%
April 2012	144	-14.3%
March 2012	141	-29.9%
February 2012	114	-19.1%



# Monthly Market Detail - February 2013

## Single Family Homes

### Nassau County

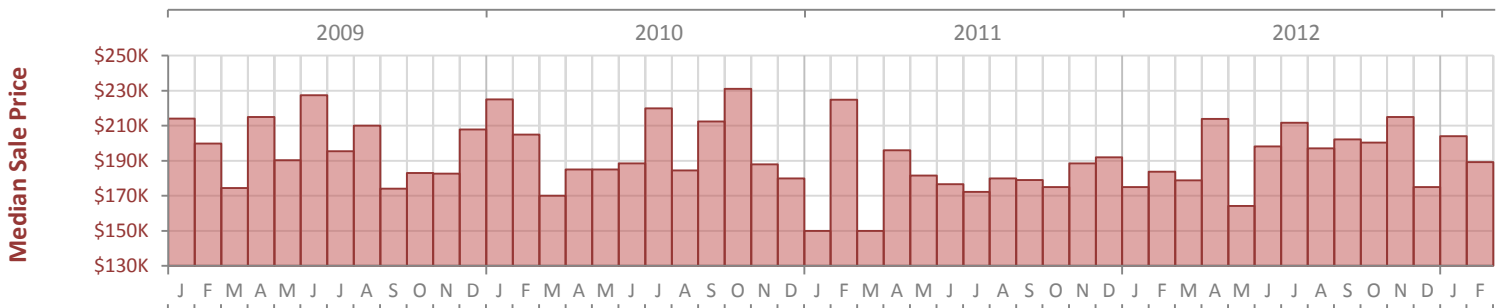


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area.

Month	Median Sale Price	Percent Change Year-over-Year
<b>February 2013</b>	<b>\$189,225</b>	<b>3.0%</b>
January 2013	\$204,000	16.6%
December 2012	\$175,000	-8.9%
November 2012	\$214,990	14.1%
October 2012	\$200,429	14.5%
September 2012	\$202,250	13.0%
August 2012	\$196,995	9.4%
July 2012	\$211,700	23.0%
June 2012	\$198,168	12.1%
May 2012	\$164,245	-9.5%
April 2012	\$213,940	9.2%
March 2012	\$178,900	19.3%
February 2012	\$183,700	-18.3%

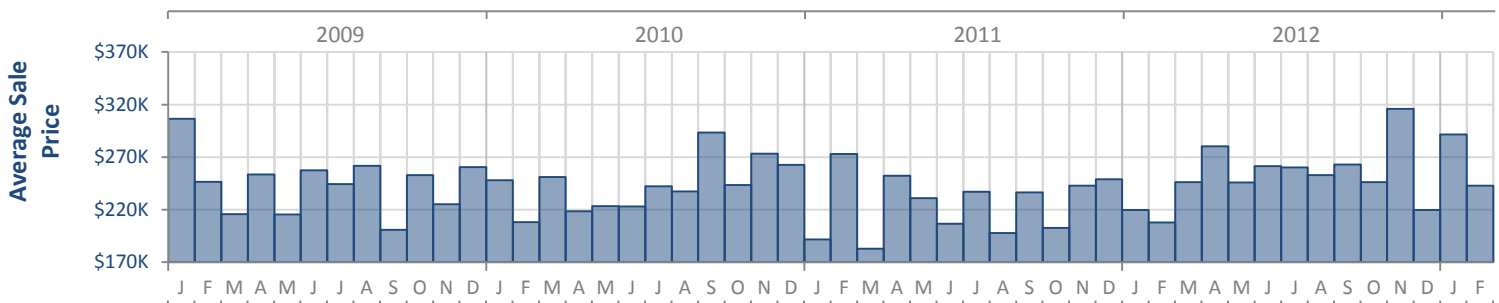


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** As noted above, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
<b>February 2013</b>	<b>\$242,855</b>	<b>16.9%</b>
January 2013	\$291,693	32.7%
December 2012	\$219,744	-11.8%
November 2012	\$315,928	30.0%
October 2012	\$246,121	21.4%
September 2012	\$263,034	11.2%
August 2012	\$252,929	27.8%
July 2012	\$260,262	9.8%
June 2012	\$261,262	26.5%
May 2012	\$245,893	6.5%
April 2012	\$280,229	11.1%
March 2012	\$246,171	34.5%
February 2012	\$207,792	-23.9%



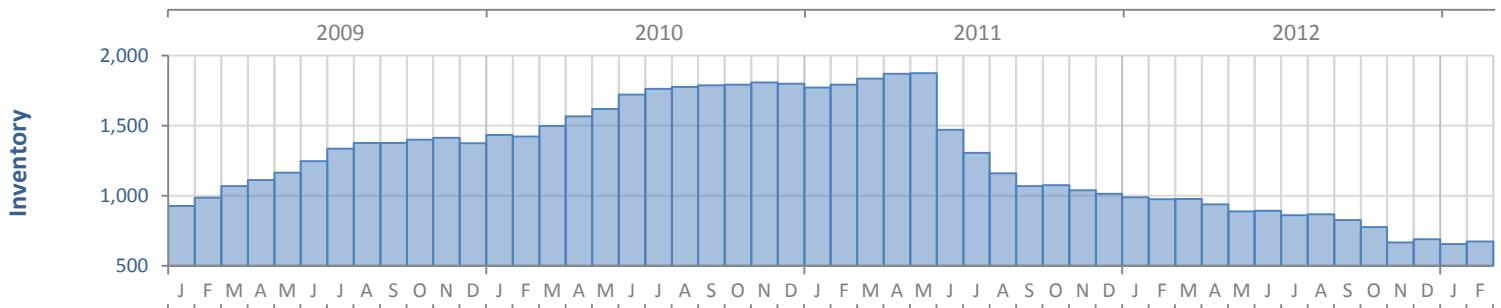


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to calculate Inventory, so these numbers may not match up to others you see in your market. We calculate Inventory by counting the number of active listings on the last day of the month, and hold this number to compare with the same month the following year.

Month	Inventory	Percent Change Year-over-Year
<b>February 2013</b>	<b>675</b>	<b>-30.8%</b>
January 2013	656	-33.7%
December 2012	691	-31.9%
November 2012	667	-35.9%
October 2012	776	-27.8%
September 2012	826	-22.7%
August 2012	869	-25.1%
July 2012	862	-34.0%
June 2012	893	-39.3%
May 2012	889	-52.6%
April 2012	938	-49.8%
March 2012	978	-46.7%
February 2012	975	-45.6%

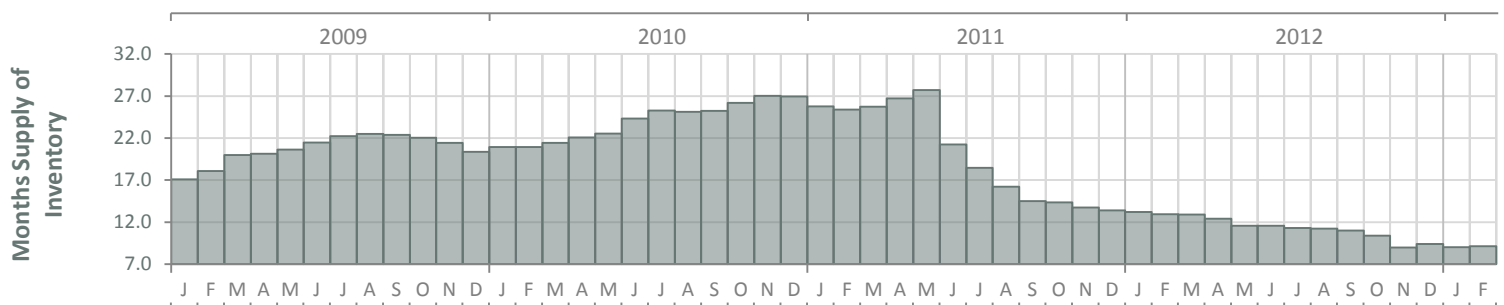


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** This is an indicator of the state of the market, whether it is a buyers' market or a sellers' market. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 Months of Inventory. Higher numbers indicate a buyers' market, lower numbers a sellers' market.

Month	Months Supply	Percent Change Year-over-Year
<b>February 2013</b>	<b>9.1</b>	<b>-29.4%</b>
January 2013	9.0	-31.7%
December 2012	9.4	-29.7%
November 2012	9.0	-34.6%
October 2012	10.4	-27.6%
September 2012	11.0	-24.2%
August 2012	11.2	-30.6%
July 2012	11.3	-38.7%
June 2012	11.6	-45.5%
May 2012	11.6	-58.2%
April 2012	12.4	-53.5%
March 2012	12.9	-49.8%
February 2012	12.9	-49.1%



# Monthly Market Detail - February 2013

## Single Family Homes

### Nassau County

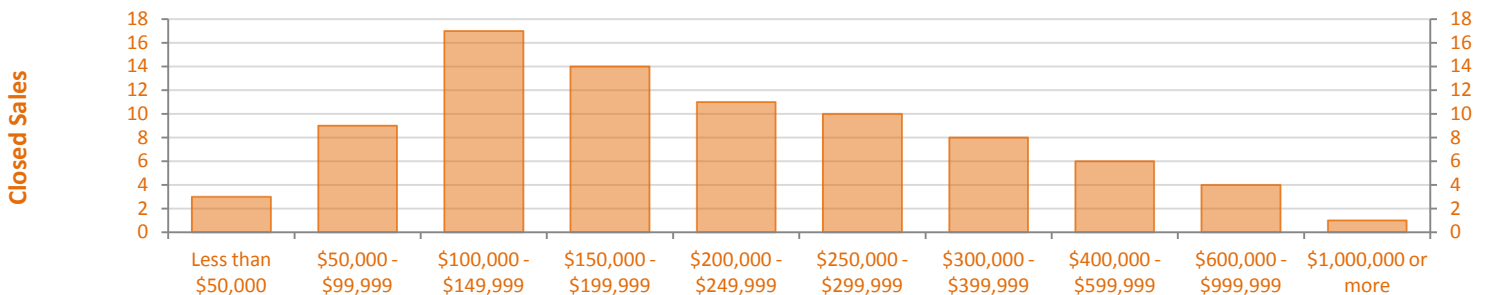


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend using the year-over-year percent changes rather than the absolute counts. Realtors® and their clients should also be wary of month-to-month comparisons of Closed Sales because of potential seasonal effects.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	3	200.0%
\$50,000 - \$99,999	9	-10.0%
\$100,000 - \$149,999	17	88.9%
\$150,000 - \$199,999	14	-30.0%
\$200,000 - \$249,999	11	120.0%
\$250,000 - \$299,999	10	-16.7%
\$300,000 - \$399,999	8	0.0%
\$400,000 - \$599,999	6	100.0%
\$600,000 - \$999,999	4	N/A
\$1,000,000 or more	1	N/A

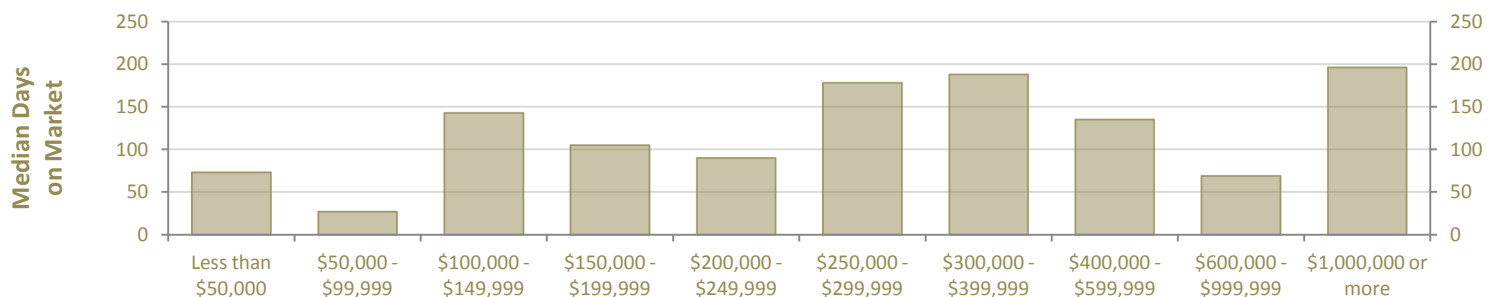


## Median Days on Market by Sale Price

The median number of days that properties sold during the month were on the market

**Economists' note:** Median Days on Market is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took less time to sell, and 50% of homes took more time to sell. We use the median rather than the average because the median is not particularly sensitive to sales of homes that took an unusually large amount of time to sell relative to the vast majority of homes in the market.

Sale Price	Median Days on Market	Percent Change Year-over-Year
Less than \$50,000	73	-15.1%
\$50,000 - \$99,999	27	-28.9%
\$100,000 - \$149,999	143	88.2%
\$150,000 - \$199,999	105	64.1%
\$200,000 - \$249,999	90	429.4%
\$250,000 - \$299,999	178	39.1%
\$300,000 - \$399,999	188	6.8%
\$400,000 - \$599,999	135	-53.1%
\$600,000 - \$999,999	69	N/A
\$1,000,000 or more	196	N/A

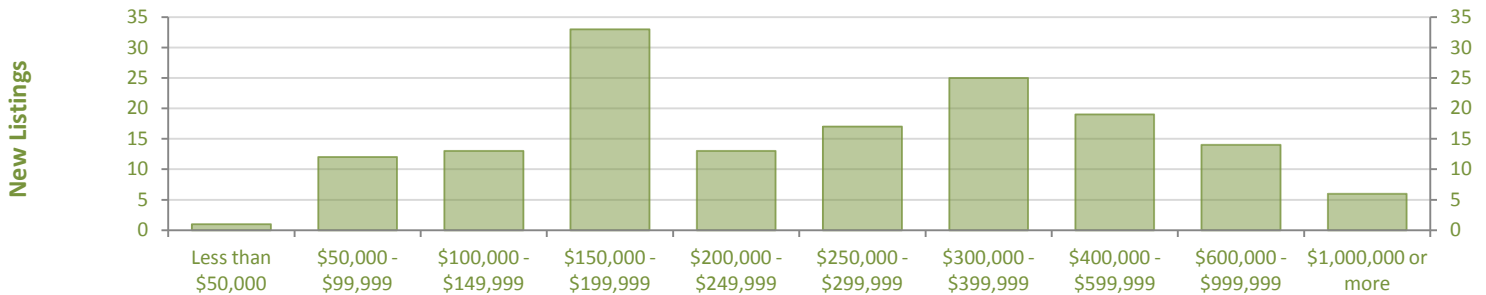


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** In a recovering market, we expect that new listings will eventually rise as sellers raise their estimations of value. But this increase will take place only after the market has turned up, so New Listings are a lagging indicator of the health of the market. Also be aware of properties which have been withdrawn from the market and then relisted. These are not really New Listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	-66.7%
\$50,000 - \$99,999	12	0.0%
\$100,000 - \$149,999	13	-50.0%
\$150,000 - \$199,999	33	57.1%
\$200,000 - \$249,999	13	8.3%
\$250,000 - \$299,999	17	41.7%
\$300,000 - \$399,999	25	212.5%
\$400,000 - \$599,999	19	280.0%
\$600,000 - \$999,999	14	100.0%
\$1,000,000 or more	6	-25.0%

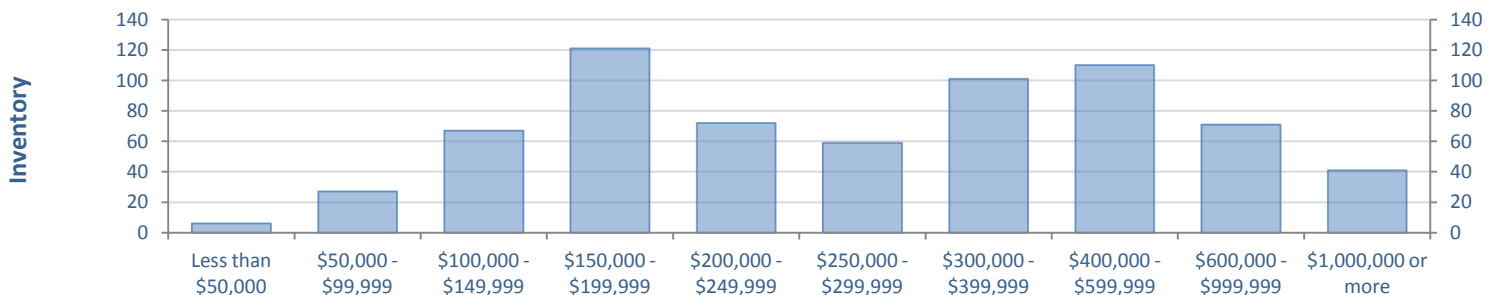


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to calculate Inventory, so these numbers may not match up to others you see in your market. We calculate Inventory by counting the number of active listings on the last day of the month, and hold this number to compare with the same month the following year.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	6	-33.3%
\$50,000 - \$99,999	27	-56.5%
\$100,000 - \$149,999	67	-40.7%
\$150,000 - \$199,999	121	-36.0%
\$200,000 - \$249,999	72	-36.3%
\$250,000 - \$299,999	59	-42.2%
\$300,000 - \$399,999	101	-24.1%
\$400,000 - \$599,999	110	-19.7%
\$600,000 - \$999,999	71	-7.8%
\$1,000,000 or more	41	2.5%

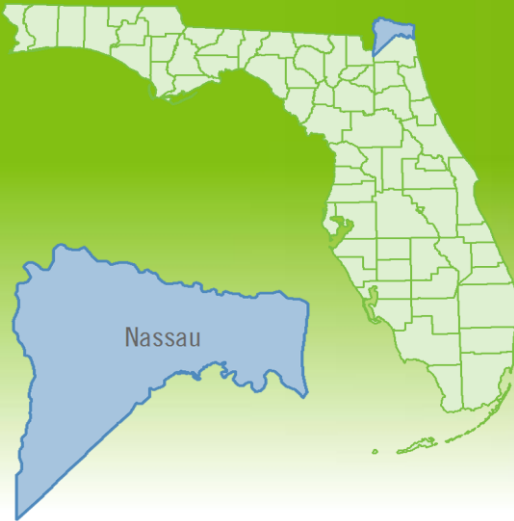




# Monthly Market Detail - February 2013

## Single Family Homes

### Nassau County



		February 2013	February 2012	Percent Change Year-over-Year
Traditional	Closed Sales	60	44	36.4%
	Median Sale Price	\$242,250	\$197,500	22.7%
Foreclosure/REO	Closed Sales	10	11	-9.1%
	Median Sale Price	\$69,000	\$129,000	-46.5%
Short Sale	Closed Sales	13	13	0.0%
	Median Sale Price	\$142,000	\$168,000	-15.5%

