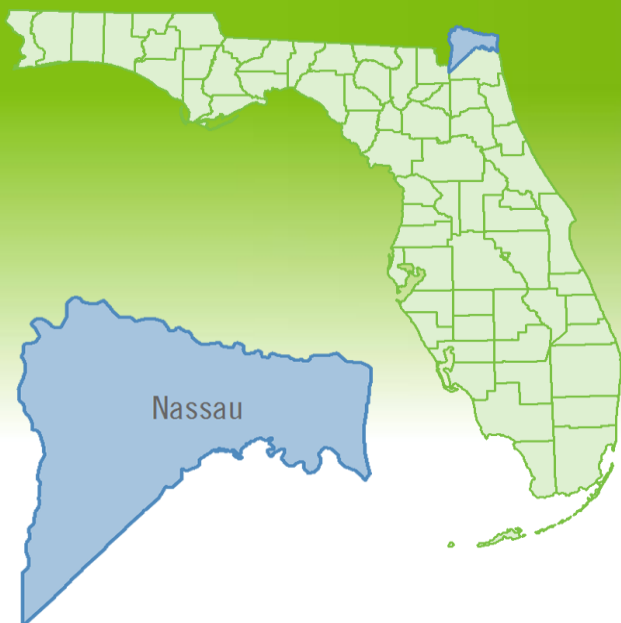


Monthly Market Detail - January 2013

Single Family Homes

Nassau County



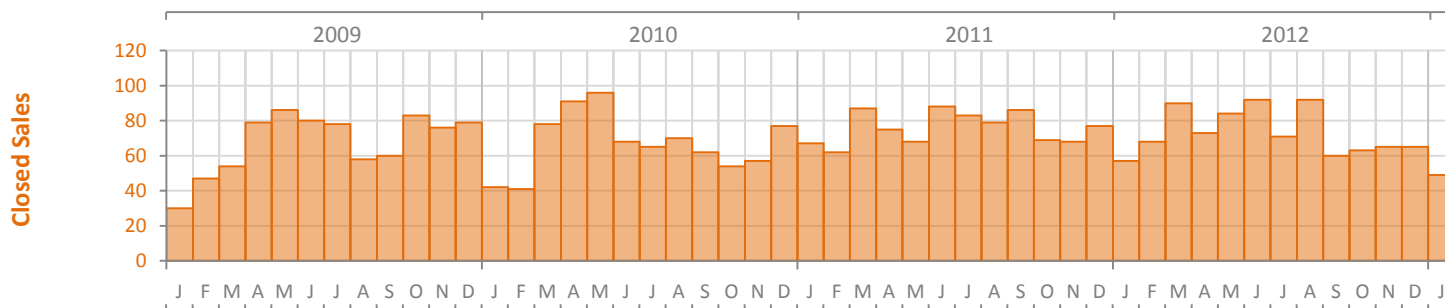
Summary Statistics	January 2013	January 2012	Percent Change Year-over-Year
Closed Sales	49	57	-14.0%
Paid in Cash	12	16	-25.0%
New Pending Sales	119	87	36.8%
New Listings	139	146	-4.8%
Median Sale Price	\$204,000	\$175,000	16.6%
Average Sale Price	\$291,693	\$219,800	32.7%
Median Days on Market	101	92	9.8%
Average Percent of Original List Price Received	90.3%	87.0%	3.8%
Inventory (Active Listings)	656	990	-33.7%
Months Supply of Inventory	9.0	13.2	-31.7%

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
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%
January 2012	57	-14.9%



Monthly Market Detail - January 2013

Single Family Homes

Nassau County

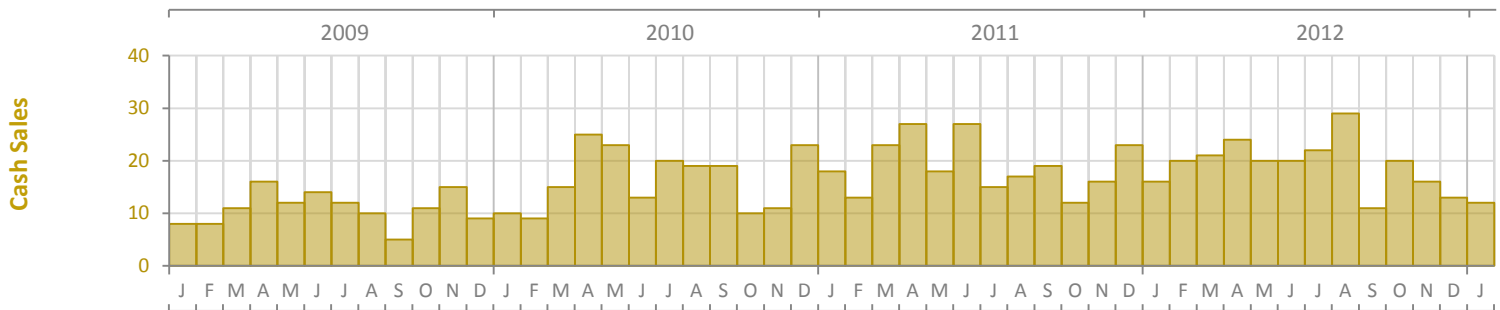


Cash Sales

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
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%
January 2012	16	-11.1%

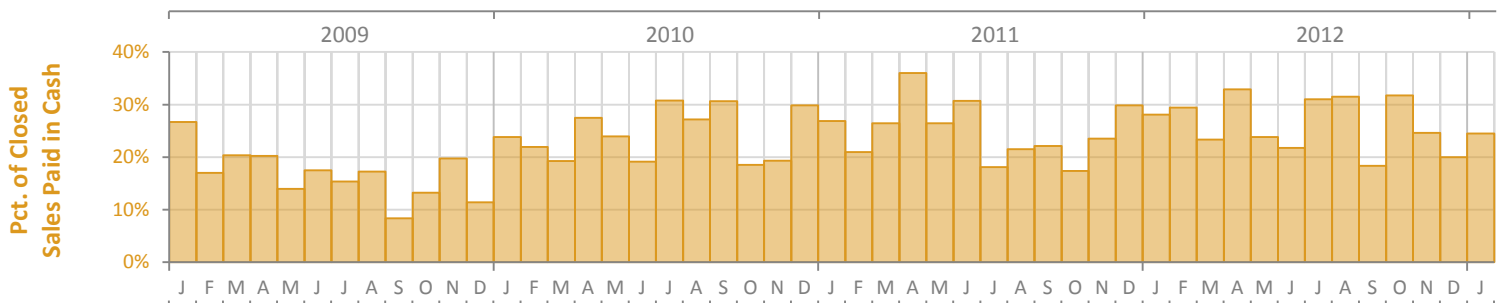


Cash Sales as a Percentage of Closed Sales

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
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%
January 2012	28.1%	4.5%



Monthly Market Detail - January 2013

Single Family Homes

Nassau County

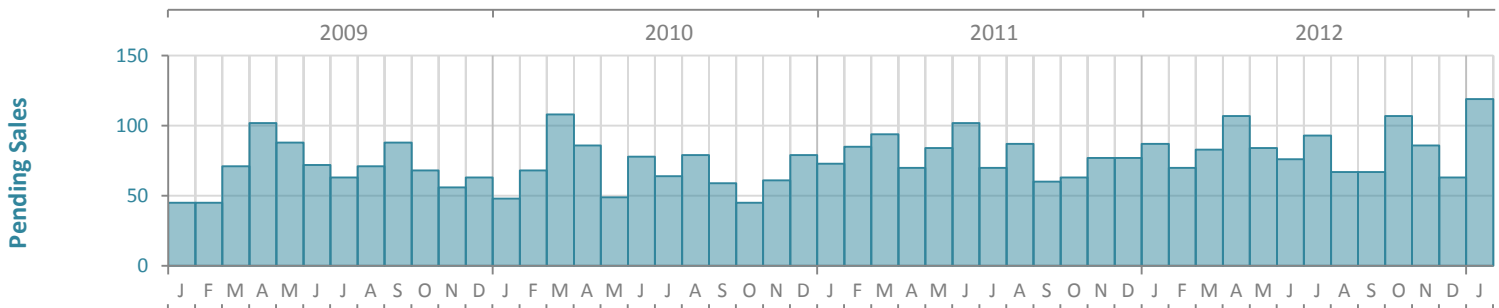


New Pending Sales

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
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%
January 2012	87	19.2%

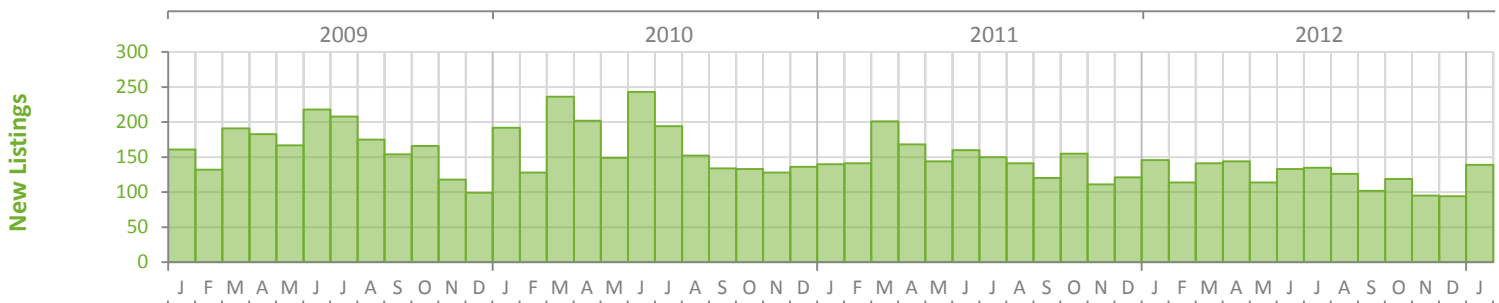


New Listings

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
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%
January 2012	146	4.3%



Monthly Market Detail - January 2013

Single Family Homes

Nassau County

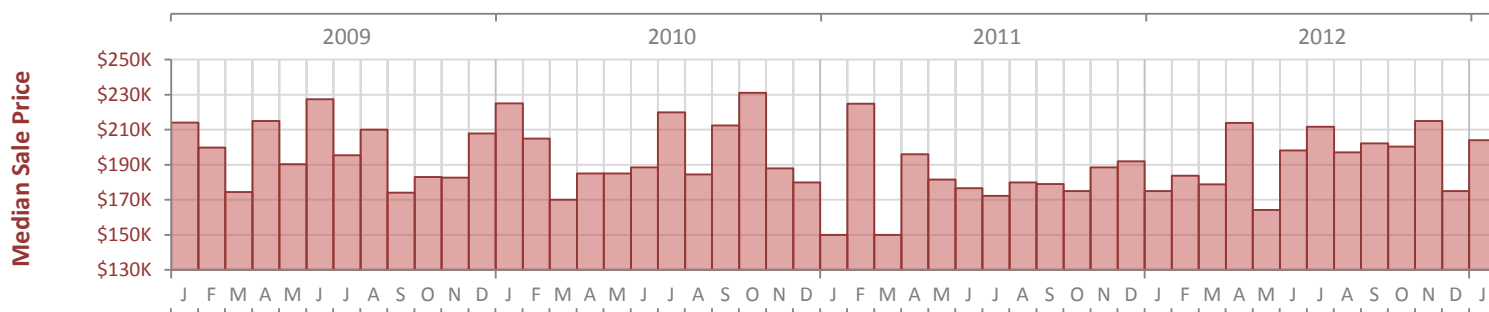


Median Sale Price

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
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%
January 2012	\$175,000	16.7%

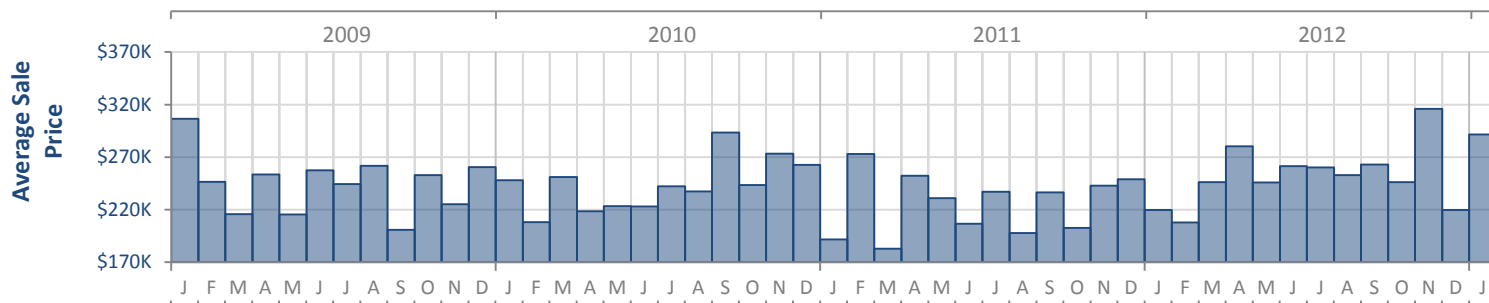


Average Sale Price

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
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%
January 2012	\$219,800	14.7%



Monthly Market Detail - January 2013

Single Family Homes

Nassau County

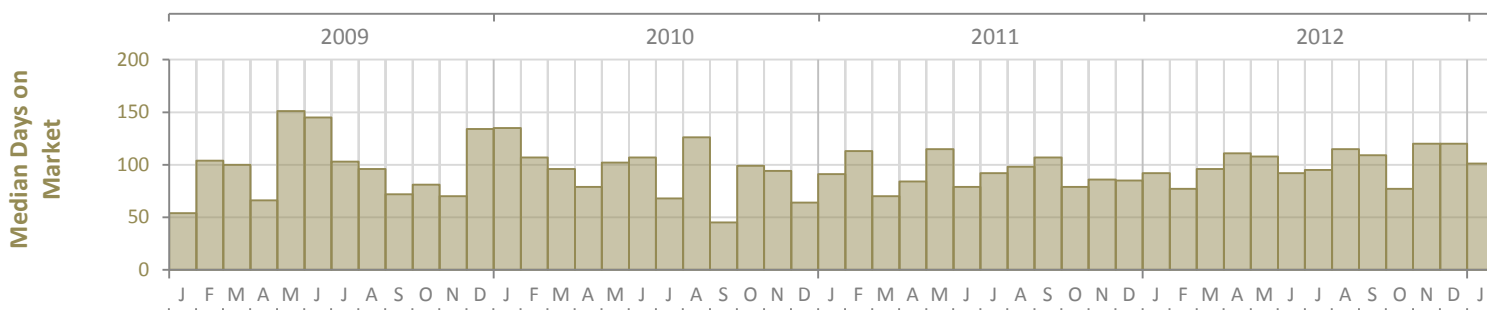


Median Days on Market

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.

Month	Median Days on Market	Percent Change Year-over-Year
January 2013	101	9.8%
December 2012	120	41.2%
November 2012	120	39.5%
October 2012	77	-2.5%
September 2012	109	1.9%
August 2012	115	17.3%
July 2012	95	3.3%
June 2012	92	16.5%
May 2012	108	-6.1%
April 2012	111	32.1%
March 2012	96	37.1%
February 2012	77	-31.9%
January 2012	92	1.1%

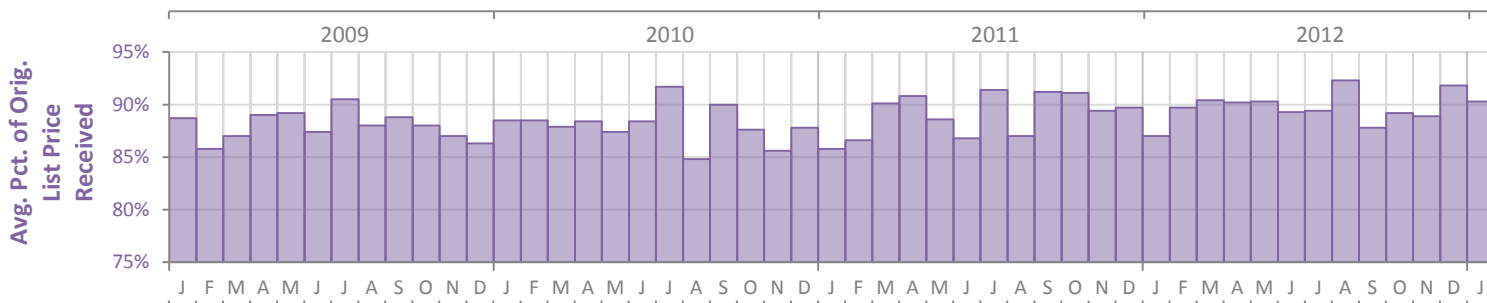


Average Percent of Original List Price Received

The average of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Average Percent of Original List Price Received is an indicator of market conditions, in that in a recovering market, the measure rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market that has shifted from down to up, and is another *lagging* indicator.

Month	Avg. Pct. of Orig. List Price Received	Percent Change Year-over-Year
January 2013	90.3%	3.8%
December 2012	91.8%	2.3%
November 2012	88.9%	-0.6%
October 2012	89.2%	-2.1%
September 2012	87.8%	-3.7%
August 2012	92.3%	6.1%
July 2012	89.4%	-2.2%
June 2012	89.3%	2.9%
May 2012	90.3%	1.9%
April 2012	90.2%	-0.7%
March 2012	90.4%	0.3%
February 2012	89.7%	3.6%
January 2012	87.0%	1.4%



Monthly Market Detail - January 2013

Single Family Homes

Nassau County

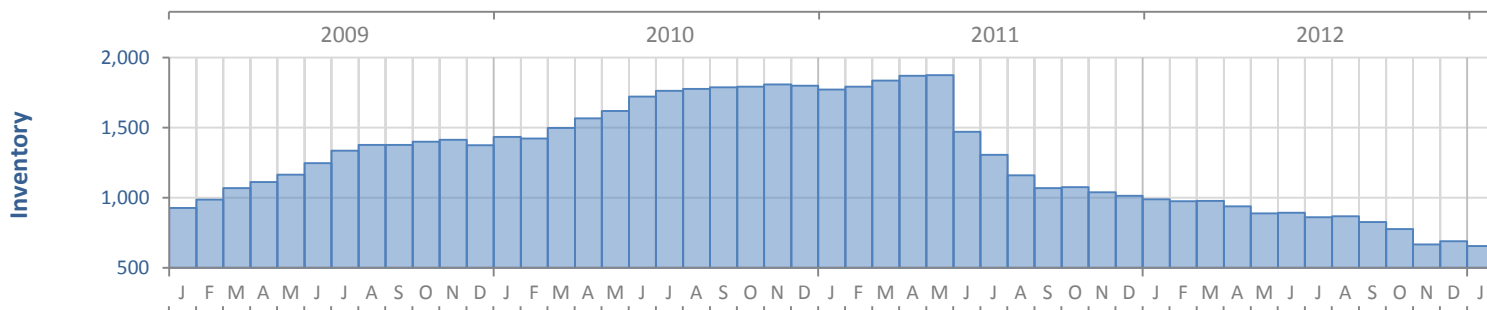


Inventory (Active Listings)

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
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%
January 2012	990	-44.2%

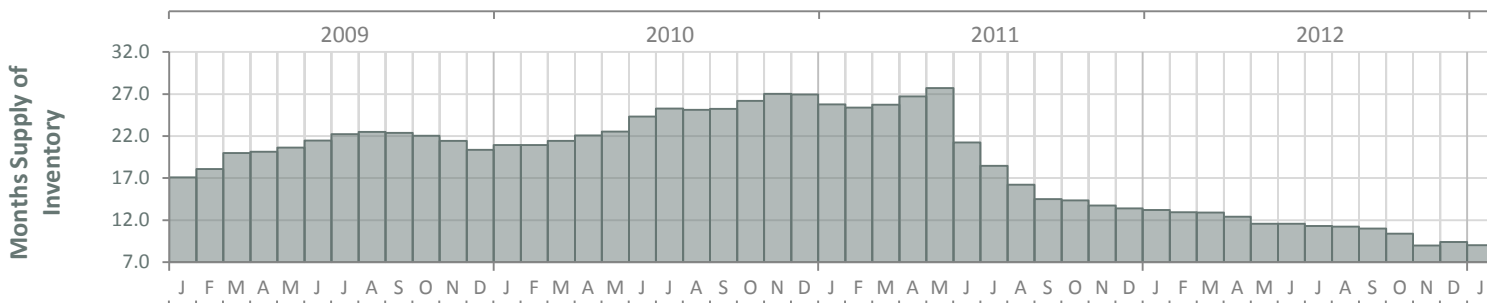


Months Supply of Inventory

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
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%
January 2012	13.2	-48.7%



Monthly Market Detail - January 2013

Single Family Homes

Nassau County

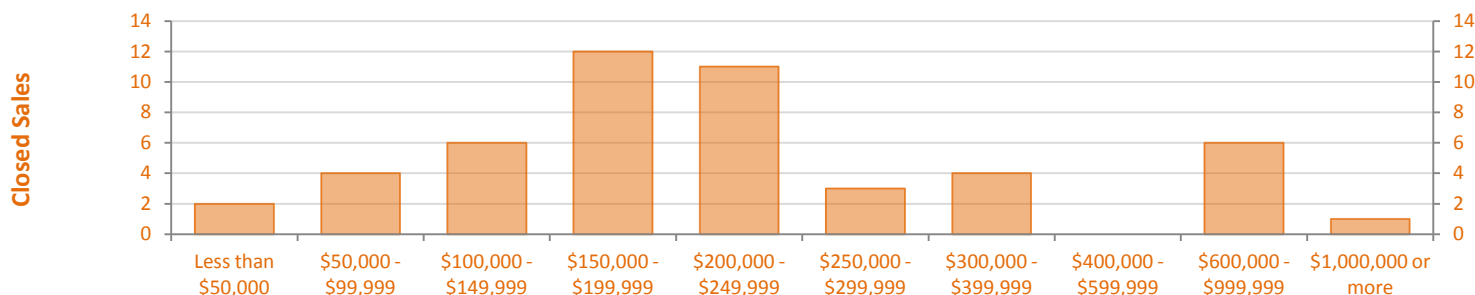


Closed Sales by Sale Price

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	2	0.0%
\$50,000 - \$99,999	4	-55.6%
\$100,000 - \$149,999	6	-45.5%
\$150,000 - \$199,999	12	-20.0%
\$200,000 - \$249,999	11	175.0%
\$250,000 - \$299,999	3	-62.5%
\$300,000 - \$399,999	4	0.0%
\$400,000 - \$599,999	0	-100.0%
\$600,000 - \$999,999	6	N/A
\$1,000,000 or more	1	-50.0%

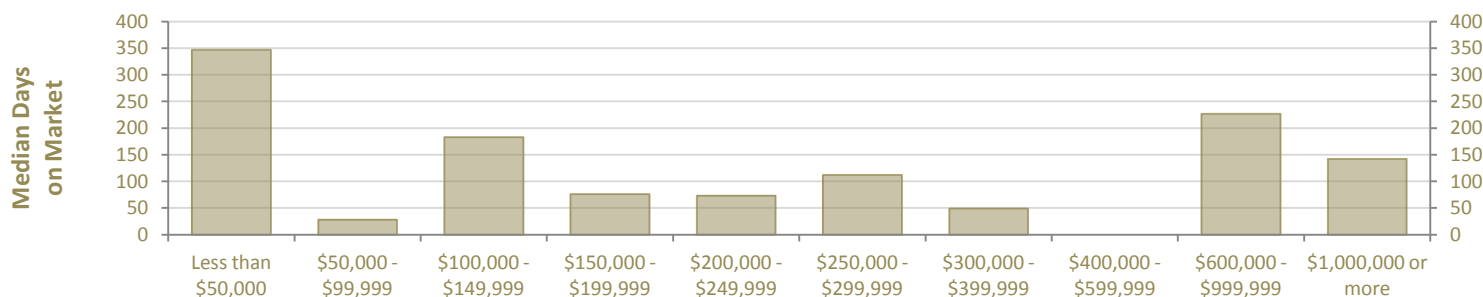


Median Days on Market by Sale Price

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	347	-18.0%
\$50,000 - \$99,999	28	-77.6%
\$100,000 - \$149,999	183	125.9%
\$150,000 - \$199,999	76	-26.9%
\$200,000 - \$249,999	73	-35.4%
\$250,000 - \$299,999	112	-11.8%
\$300,000 - \$399,999	49	-42.4%
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	227	N/A
\$1,000,000 or more	142	-47.6%



Monthly Market Detail - January 2013

Single Family Homes

Nassau County

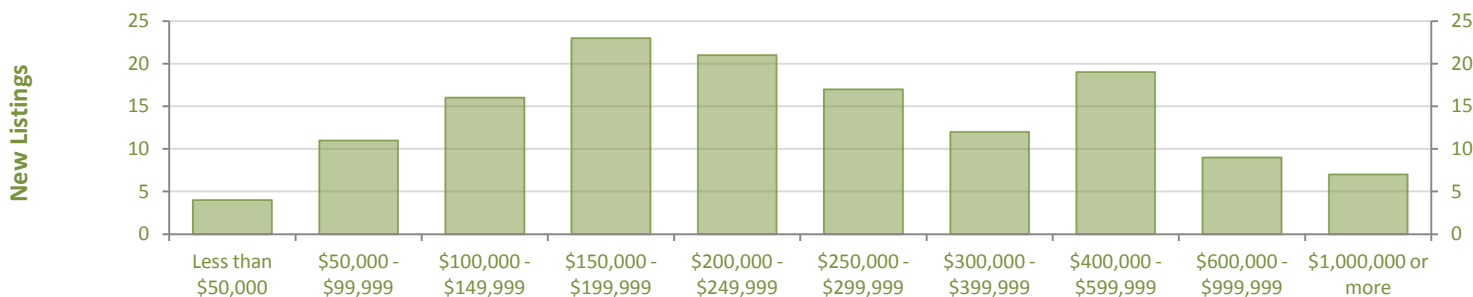


New Listings by Initial Listing Price

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	4	100.0%
\$50,000 - \$99,999	11	10.0%
\$100,000 - \$149,999	16	-36.0%
\$150,000 - \$199,999	23	-37.8%
\$200,000 - \$249,999	21	-22.2%
\$250,000 - \$299,999	17	88.9%
\$300,000 - \$399,999	12	-7.7%
\$400,000 - \$599,999	19	90.0%
\$600,000 - \$999,999	9	12.5%
\$1,000,000 or more	7	40.0%

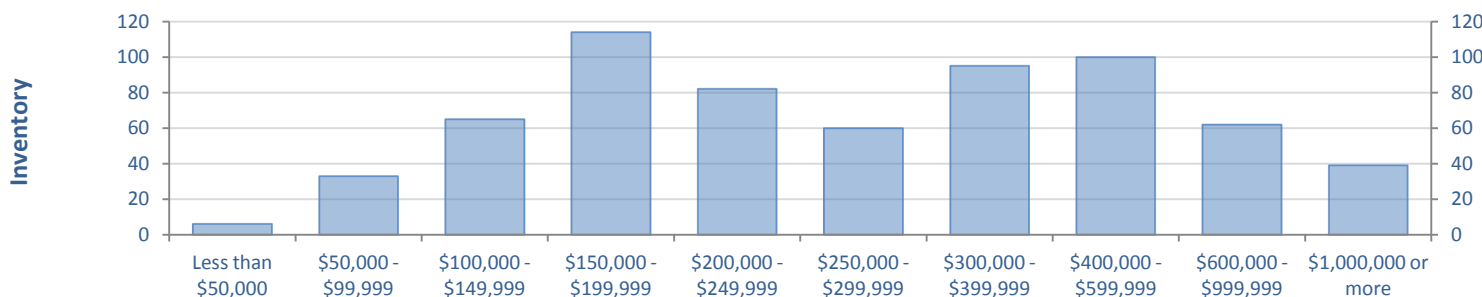


Inventory by Current Listing Price

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.

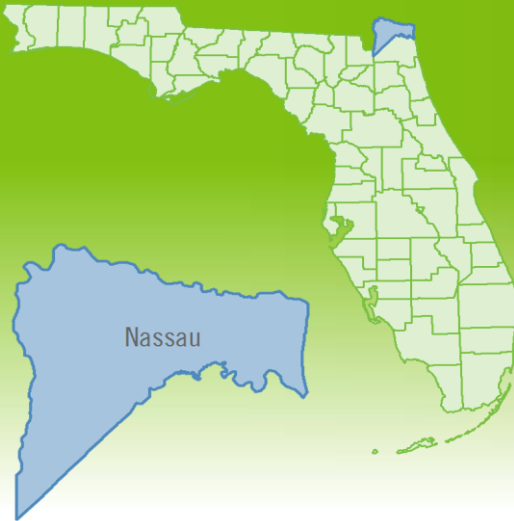
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	6	-25.0%
\$50,000 - \$99,999	33	-38.9%
\$100,000 - \$149,999	65	-40.4%
\$150,000 - \$199,999	114	-38.4%
\$200,000 - \$249,999	82	-34.4%
\$250,000 - \$299,999	60	-43.4%
\$300,000 - \$399,999	95	-32.1%
\$400,000 - \$599,999	100	-33.3%
\$600,000 - \$999,999	62	-20.5%
\$1,000,000 or more	39	11.4%



Monthly Market Detail - January 2013

Single Family Homes

Nassau County



		January 2013	January 2012	Percent Change Year-over-Year
Traditional	Closed Sales	38	34	11.8%
	Median Sale Price	\$211,250	\$186,500	13.3%
Foreclosure/REO	Closed Sales	5	12	-58.3%
	Median Sale Price	\$114,299	\$112,000	2.1%
Short Sale	Closed Sales	6	11	-45.5%
	Median Sale Price	\$180,500	\$178,500	1.1%

