

# Activity Overview

Key metrics by the reported quarter are compared to the same quarter of the previous year and the previous quarter.



| Key Metrics                                | Historical Sparkbars | Q2-2012   | Q2-2013          | Percent Change | Q1-2013   | Q2-2013          | Percent Change |
|--------------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| Homes for Sale                             |                      | 6,523     | <b>5,771</b>     | - 11.5%        | 5,023     | <b>5,771</b>     | + 14.9%        |
| New Listings                               |                      | 6,011     | <b>6,610</b>     | + 10.0%        | 4,818     | <b>6,610</b>     | + 37.2%        |
| Pending Sales                              |                      | 3,419     | <b>3,580</b>     | + 4.7%         | 2,655     | <b>3,580</b>     | + 34.8%        |
| Closed Sales                               |                      | 3,029     | <b>2,906</b>     | - 4.1%         | 1,849     | <b>2,906</b>     | + 57.2%        |
| \$ Volume of Closed Sales<br>(in millions) |                      | \$445.9   | <b>\$444.1</b>   | - 0.4%         | \$264.1   | <b>\$444.1</b>   | + 68.2%        |
| Median Sales Price                         |                      | \$124,000 | <b>\$129,000</b> | + 4.0%         | \$120,000 | <b>\$129,000</b> | + 7.5%         |
| Pct. of Orig. Price Received               |                      | 93.6%     | <b>94.4%</b>     | + 0.9%         | 92.7%     | <b>94.4%</b>     | + 1.8%         |
| Months Supply                              |                      | 7.3       | <b>6.2</b>       | - 15.1%        | 5.5       | <b>6.2</b>       | + 12.7%        |

# Local Market Update for Q2-2013

A RESEARCH TOOL FROM GENRIS



## Activity Overview

|                                   | Homes for Sale |           | New Listings |           | Closed Sales |            | Median Sales Price |           | \$ Vol of Closed Sales<br>(in millions) |            |
|-----------------------------------|----------------|-----------|--------------|-----------|--------------|------------|--------------------|-----------|-----------------------------------------|------------|
|                                   | Q2-2013        | 1-Yr Chg  | Q2-2013      | 1-Yr Chg  | Q2-2013      | 1-Yr Chg   | Q2-2013            | 1-Yr Chg  | Q2-2013                                 | 1-Yr Chg   |
| <b>Monroe County</b>              | <b>3,038</b>   | ↓ - 13.9% | <b>4,227</b> | ↑ + 9.6%  | <b>2,051</b> | ↓ - 1.8%   | <b>\$133,500</b>   | ↑ + 6.0%  | <b>\$318.5</b>                          | ↑ + 3.7%   |
| Chili                             | 111            | ↓ - 11.9% | 180          | ↑ + 25.9% | 84           | ↓ - 16.0%  | \$129,450          | ↑ + 11.1% | \$11.2                                  | ↓ - 13.7%  |
| Clarkson                          | 44             | ↑ + 57.1% | 46           | ↑ + 31.4% | 12           | ↓ - 14.3%  | \$135,950          | ↓ - 2.5%  | \$1.7                                   | ↓ - 19.0%  |
| Gates                             | 148            | ↓ - 0.7%  | 197          | ↑ + 22.4% | 82           | ↓ - 12.8%  | \$111,000          | ↑ + 5.8%  | \$10.4                                  | ↑ + 7.8%   |
| Greece                            | 519            | ↓ - 0.6%  | 692          | ↑ + 18.5% | 301          | → 0.0%     | \$119,900          | ↓ - 1.7%  | \$38.1                                  | ↓ - 2.8%   |
| Hamlin                            | 45             | ↑ + 2.3%  | 44           | ↑ + 2.3%  | 21           | ↓ - 4.5%   | \$123,500          | ↑ + 16.8% | \$3.0                                   | ↓ - 1.1%   |
| Ogden/Spencerport                 | 81             | ↓ - 5.8%  | 95           | ↑ + 9.2%  | 48           | ↑ + 2.1%   | \$161,000          | ↑ + 7.4%  | \$8.1                                   | ↑ + 8.9%   |
| Parma/Hilton                      | 90             | ↑ + 26.8% | 117          | ↑ + 72.1% | 34           | ↓ - 15.0%  | \$136,450          | ↑ + 8.1%  | \$4.9                                   | ↓ - 15.2%  |
| Riga/Churchville                  | 16             | ↓ - 33.3% | 25           | ↑ + 4.2%  | 17           | ↑ + 183.3% | \$120,000          | ↓ - 23.5% | \$2.3                                   | ↑ + 143.7% |
| Sweden/Brockport                  | 62             | ↓ - 18.4% | 60           | → 0.0%    | 26           | ↑ + 36.8%  | \$102,000          | ↓ - 13.0% | \$2.7                                   | ↑ + 16.4%  |
| Wheatland/<br>Mumford/Scottsville | 21             | ↑ + 10.5% | 33           | ↑ + 13.8% | 7            | ↑ + 40.0%  | \$119,900          | ↓ - 20.0% | \$0.8                                   | ↓ - 4.3%   |
| Brighton                          | 121            | ↓ - 19.9% | 208          | ↑ + 1.0%  | 136          | ↑ + 0.7%   | \$158,700          | ↓ - 0.8%  | \$24.8                                  | ↓ - 3.6%   |
| East Rochester                    | 34             | ↓ - 15.0% | 51           | ↑ + 37.8% | 20           | ↓ - 39.4%  | \$94,200           | ↑ + 10.8% | \$2.0                                   | ↓ - 31.8%  |
| Henrietta                         | 143            | ↓ - 13.3% | 205          | ↑ + 4.6%  | 115          | ↑ + 0.9%   | \$139,000          | ↑ + 7.0%  | \$16.9                                  | ↑ + 3.7%   |
| Irondequoit                       | 271            | ↓ - 23.0% | 409          | ↑ + 13.3% | 229          | ↑ + 11.2%  | \$105,000          | ↓ - 0.5%  | \$26.0                                  | ↑ + 8.9%   |
| Mendon/<br>Honeoye Falls          | 65             | ↓ - 40.9% | 63           | ↓ - 24.1% | 31           | ↑ + 3.3%   | \$257,000          | ↑ + 18.8% | \$9.3                                   | ↑ + 24.8%  |
| Penfield                          | 177            | ↓ - 27.5% | 250          | ↓ - 5.7%  | 130          | ↓ - 7.1%   | \$171,000          | ↓ - 3.3%  | \$25.1                                  | ↓ - 7.5%   |
| Perinton/Fairport                 | 210            | ↓ - 29.5% | 344          | ↑ + 1.5%  | 185          | ↑ + 9.5%   | \$187,000          | ↑ + 4.5%  | \$38.2                                  | ↑ + 14.8%  |
| Pittsford                         | 178            | ↓ - 13.2% | 275          | ↑ + 19.0% | 128          | ↑ + 26.7%  | \$279,750          | ↑ + 15.1% | \$40.1                                  | ↑ + 44.6%  |
| Rush                              | 12             | → 0.0%    | 16           | → 0.0%    | 8            | ↑ + 60.0%  | \$161,400          | ↑ + 18.8% | \$1.5                                   | ↑ + 136.0% |
| Webster                           | 174            | ↓ - 19.4% | 261          | ↑ + 4.8%  | 126          | ↑ + 5.0%   | \$160,000          | → 0.0%    | \$22.3                                  | ↑ + 1.5%   |
| City of Rochester                 | 516            | ↓ - 12.7% | 656          | ↑ + 2.8%  | 311          | ↓ - 19.6%  | \$82,950           | ↑ + 10.6% | \$29.1                                  | ↓ - 19.0%  |
| <b>Ontario County</b>             | <b>726</b>     | ↓ - 13.5% | <b>727</b>   | ↑ + 11.3% | <b>269</b>   | ↓ - 10.0%  | <b>\$149,950</b>   | ↑ + 2.1%  | <b>\$53.6</b>                           | ↓ - 3.5%   |
| Canandaigua                       | 156            | ↓ - 21.6% | 145          | ↑ + 17.9% | 62           | ↑ + 8.8%   | \$196,650          | ↑ + 8.0%  | \$14.4                                  | ↑ + 4.9%   |
| Victor                            | 103            | ↓ - 1.9%  | 132          | ↑ + 10.0% | 44           | ↓ - 18.5%  | \$221,750          | ↓ - 10.9% | \$10.5                                  | ↓ - 30.6%  |
| <b>Livingston County</b>          | <b>330</b>     | ↓ - 2.4%  | <b>308</b>   | ↑ + 19.4% | <b>92</b>    | ↓ - 22.0%  | <b>\$120,250</b>   | ↑ + 9.3%  | <b>\$12.3</b>                           | ↓ - 15.7%  |
| Avon & Geneseo                    | 54             | ↓ - 29.9% | 57           | ↑ + 5.6%  | 17           | ↓ - 29.2%  | \$136,000          | ↓ - 4.6%  | \$2.4                                   | ↓ - 28.8%  |
| <b>Wayne County</b>               | <b>574</b>     | ↓ - 8.0%  | <b>489</b>   | ↑ + 11.1% | <b>191</b>   | ↓ - 12.4%  | <b>\$113,000</b>   | ↓ - 9.1%  | <b>\$23.3</b>                           | ↓ - 19.0%  |
| Macedon                           | 28             | ↓ - 54.1% | 36           | ↓ - 26.5% | 20           | ↓ - 13.0%  | \$127,500          | ↓ - 13.3% | \$2.7                                   | ↓ - 17.7%  |
| <b>Genesee County</b>             | <b>93</b>      | ↓ - 13.9% | <b>88</b>    | → 0.0%    | <b>47</b>    | ↑ + 27.0%  | <b>\$95,000</b>    | ↑ + 10.6% | <b>\$4.4</b>                            | ↑ + 28.5%  |
| Batavia                           | 36             | ↑ + 12.5% | 29           | ↑ + 31.8% | 13           | ↑ + 18.2%  | \$72,000           | ↓ - 5.1%  | \$1.0                                   | ↑ + 18.8%  |
| <b>Orleans County</b>             | <b>225</b>     | ↓ - 3.8%  | <b>181</b>   | → 0.0%    | <b>64</b>    | ↓ - 17.9%  | <b>\$80,000</b>    | ↑ + 19.4% | <b>\$5.5</b>                            | ↓ - 10.3%  |
| <b>Wyoming County</b>             | <b>55</b>      | ↓ - 17.9% | <b>40</b>    | ↑ + 2.6%  | <b>13</b>    | ↑ + 116.7% | <b>\$83,500</b>    | ↑ + 44.0% | <b>\$1.2</b>                            | ↑ + 27.4%  |
| <b>Yates County</b>               | <b>197</b>     | ↓ - 9.6%  | <b>147</b>   | ↑ + 8.9%  | <b>52</b>    | ↓ - 3.7%   | <b>\$134,500</b>   | ↑ + 5.6%  | <b>\$9.8</b>                            | ↓ - 17.7%  |
| <b>Allegany County</b>            | <b>33</b>      | ↑ + 13.8% | <b>20</b>    | ↑ + 5.3%  | <b>7</b>     | → 0.0%     | <b>\$84,800</b>    | ↑ + 46.8% | <b>\$0.8</b>                            | ↑ + 103.8% |
| <b>Steuben County</b>             | <b>222</b>     | ↓ - 6.3%  | <b>153</b>   | ↑ + 14.2% | <b>38</b>    | ↓ - 9.5%   | <b>\$110,000</b>   | ↑ + 3.8%  | <b>\$5.3</b>                            | ↓ - 19.6%  |
| <b>Seneca County</b>              | <b>142</b>     | ↓ - 18.4% | <b>126</b>   | ↑ + 7.7%  | <b>44</b>    | ↓ - 13.7%  | <b>\$91,093</b>    | ↓ - 11.6% | <b>\$4.6</b>                            | ↓ - 35.5%  |

# Marketwatch Report

## Q2-2013



## County Overview

|                          | Homes for Sale |           | New Listings |           | Closed Sales |            | Median Sales Price |           | \$ Vol of Closed Sales<br>(in millions) |            |
|--------------------------|----------------|-----------|--------------|-----------|--------------|------------|--------------------|-----------|-----------------------------------------|------------|
|                          | Q2-2013        | 1-Yr Chg  | Q2-2013      | 1-Yr Chg  | Q2-2013      | 1-Yr Chg   | Q2-2013            | 1-Yr Chg  | Q2-2013                                 | 1-Yr Chg   |
| <b>Monroe County</b>     | 3,038          | ↓ - 13.9% | 4,227        | ↑ + 9.6%  | 2,051        | ↓ - 1.8%   | \$133,500          | ↑ + 6.0%  | \$318.5                                 | ↑ + 3.7%   |
| <b>Ontario County</b>    | 726            | ↓ - 13.5% | 727          | ↑ + 11.3% | 269          | ↓ - 10.0%  | \$149,950          | ↑ + 2.1%  | \$53.6                                  | ↓ - 3.5%   |
| <b>Livingston County</b> | 330            | ↓ - 2.4%  | 308          | ↑ + 19.4% | 92           | ↓ - 22.0%  | \$120,250          | ↑ + 9.3%  | \$12.3                                  | ↓ - 15.7%  |
| <b>Wayne County</b>      | 574            | ↓ - 8.0%  | 489          | ↑ + 11.1% | 191          | ↓ - 12.4%  | \$113,000          | ↓ - 9.1%  | \$23.3                                  | ↓ - 19.0%  |
| <b>Genesee County</b>    | 93             | ↓ - 13.9% | 88           | → 0.0%    | 47           | ↑ + 27.0%  | \$95,000           | ↑ + 10.6% | \$4.4                                   | ↑ + 28.5%  |
| <b>Orleans County</b>    | 225            | ↓ - 3.8%  | 181          | → 0.0%    | 64           | ↓ - 17.9%  | \$80,000           | ↑ + 19.4% | \$5.5                                   | ↓ - 10.3%  |
| <b>Wyoming County</b>    | 55             | ↓ - 17.9% | 40           | ↑ + 2.6%  | 13           | ↑ + 116.7% | \$83,500           | ↑ + 44.0% | \$1.2                                   | ↑ + 27.4%  |
| <b>Yates County</b>      | 197            | ↓ - 9.6%  | 147          | ↑ + 8.9%  | 52           | ↓ - 3.7%   | \$134,500          | ↑ + 5.6%  | \$9.8                                   | ↓ - 17.7%  |
| <b>Allegany County</b>   | 33             | ↑ + 13.8% | 20           | ↑ + 5.3%  | 7            | → 0.0%     | \$84,800           | ↑ + 46.8% | \$0.8                                   | ↑ + 103.8% |
| <b>Steuben County</b>    | 222            | ↓ - 6.3%  | 153          | ↑ + 14.2% | 38           | ↓ - 9.5%   | \$110,000          | ↑ + 3.8%  | \$5.3                                   | ↓ - 19.6%  |
| <b>Seneca County</b>     | 142            | ↓ - 18.4% | 126          | ↑ + 7.7%  | 44           | ↓ - 13.7%  | \$91,093           | ↓ - 11.6% | \$4.6                                   | ↓ - 35.5%  |