Quarterly Indicators

Q1-2015

All expectations in 2015 are for a healthy and energetic selling season. National stories have been highlighting an increase in new construction sales and pending sales, but national stories are not always readily applied to the local scene. All the same, if ever there was a year to list or purchase a home, wider economic factors seem to indicate that this is the one.

New Listings in the Greater Rochester region decreased 6.6 percent to 4,238. Pending Sales were down 7.5 percent to 2,390. Inventory levels shrank 17.8 percent to 4,106 units. Dollar Volume was down 3.4 percent to $249,221,492.

Prices were fairly stable. The Median Sales Price decreased 0.1 percent to $119,900. Percent of Original List Price Received increased 0.4 percent to 92.7. Sellers were encouraged as Months Supply of Inventory was down 20.8 percent to 4.2 months.

On average, more people are employed and making more money than they were at this time last year. The jobs picture, as a whole, looks promising. Employment drives home-buying activity, so it is ever critical to watch labor statistics as a key indicator for the residential real estate market. Coupled with the mostly positive jobs picture, it is widely expected that mortgage rates will remain as they are for at least the first two quarters of the year.

Activity Snapshot

- 17.8%	- 4.1%	- 0.1%
One-Year Change in **Homes for Sale**	One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**

Residential activity in Regional Board Code 'R', comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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Activity Overview

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

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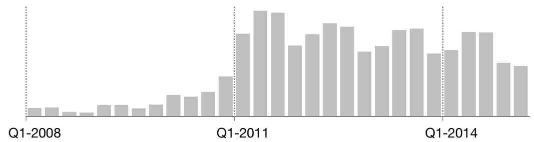
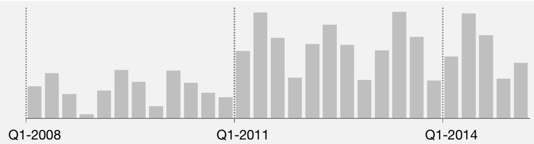
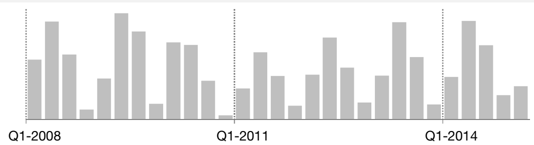
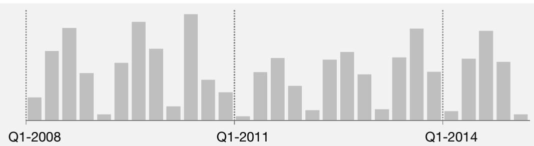
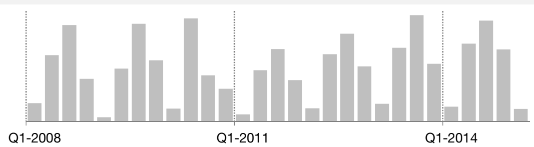
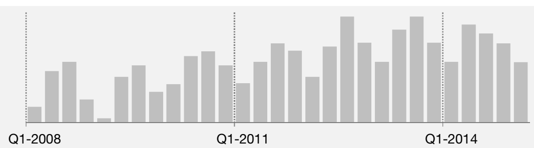
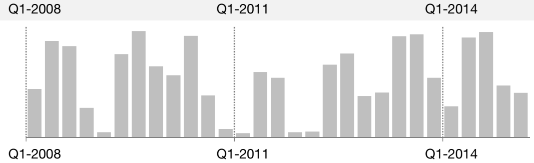
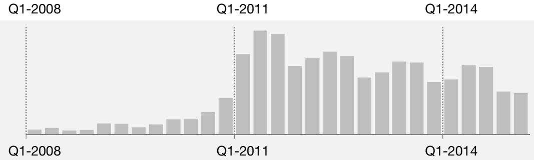
Key Metrics	Historical Sparkbars	Q1-2014	Q1-2015	Percent Change	Q4-2014	Q1-2015	Percent Change
Homes for Sale		4,994	**4,106**	- 17.8%	4,289	**4,106**	- 4.3%
New Listings		4,539	**4,238**	- 6.6%	3,515	**4,238**	+ 20.6%
Pending Sales		2,584	**2,390**	- 7.5%	2,205	**2,390**	+ 8.4%
Closed Sales		1,825	**1,751**	- 4.1%	2,975	**1,751**	- 41.1%
$ Volume of Closed Sales (in millions)		$257.9	**$249.2**	- 3.4%	$463.8	**$249.2**	- 46.3%
Median Sales Price		$120,000	**$119,900**	- 0.1%	$124,900	**$119,900**	- 4.0%
Pct. of Orig. Price Received		92.3%	**92.7%**	+ 0.4%	92.9%	**92.7%**	- 0.2%
Months Supply		5.3	**4.2**	- 20.8%	4.4	**4.2**	- 4.5%

Current as of April 10, 2015. All data from the Genesee Region Real Estate Information Service, Inc. Provided by the New York State Association of REALTORS®. Powered by 10K Research and Marketing.

Greater Rochester Association of REALTORS®

Activity Overview

	Homes for Sale		New Listings		Closed Sales		Median Sales Price		$ Vol of Closed Sales (in millions)	
	Q1-2015	1-Yr Chg	Q1-2015	1-Yr Chg	Q1-2015	1-Yr Chg	Q1-2015	1-Yr Chg	Q1-2015	1-Yr Chg
Monroe County	**2,086**	**- 21.3%**	**2,803**	**- 7.2%**	**1,159**	**- 2.8%**	**$120,000**	**- 4.0%**	**$163.0**	**- 5.8%**
Chili	72	- 18.2%	118	+ 10.3%	44	- 4.3%	$126,250	- 11.7%	$5.9	- 12.1%
Clarkson	13	- 68.3%	23	- 45.2%	14	+ 75.0%	$129,400	- 15.1%	$2.2	+ 82.2%
Gates	105	- 18.0%	136	- 11.1%	50	- 18.0%	$108,500	+ 5.9%	$5.5	- 9.9%
Greece	354	- 20.8%	456	- 5.8%	178	+ 5.3%	$105,000	- 9.5%	$20.8	- 6.2%
Hamlin	27	+ 17.4%	21	- 25.0%	9	- 30.8%	$107,500	+ 10.8%	$1.1	- 29.3%
Ogden/Spencerport	54	- 30.8%	82	- 4.7%	22	- 38.9%	$137,750	- 4.2%	$3.3	- 43.8%
Parma/Hilton	52	- 29.7%	55	- 15.4%	21	+ 10.5%	$115,000	- 9.4%	$3.7	+ 37.6%
Riga/Churchville	13	- 45.8%	16	- 44.8%	11	+ 120.0%	$139,900	+ 39.9%	$1.5	+ 186.6%
Sweden/Brockport	44	- 20.0%	52	- 8.8%	19	+ 216.7%	$104,000	- 5.4%	$2.0	+ 164.2%
Wheatland/ Mumford/Scottsville	16	- 50.0%	16	- 15.8%	1	- 87.5%	$84,694	- 47.5%	$0.1	- 93.7%
Brighton	63	- 41.1%	129	- 18.9%	61	- 12.9%	$155,000	+ 5.4%	$10.9	- 11.3%
East Rochester	17	- 26.1%	31	+ 29.2%	10	+ 11.1%	$84,300	+ 29.8%	$0.8	+ 9.5%
Henrietta	95	- 18.8%	159	+ 14.4%	79	+ 21.5%	$129,900	+ 6.0%	$11.5	+ 34.9%
Irondequoit	192	- 15.8%	283	- 5.0%	111	- 13.3%	$110,000	+ 5.6%	$12.3	- 4.9%
Mendon/ Honeoye Falls	53	- 10.2%	50	+ 35.1%	17	+ 21.4%	$230,000	+ 3.4%	$4.0	+ 9.4%
Penfield	108	- 37.6%	164	- 9.4%	74	- 6.3%	$175,360	- 0.3%	$14.8	- 4.4%
Perinton/Fairport	121	- 27.5%	184	- 14.8%	69	- 22.5%	$175,000	+ 1.2%	$13.5	- 22.3%
Pittsford	118	- 16.9%	143	- 24.3%	52	- 24.6%	$226,250	- 5.7%	$13.1	- 30.1%
Rush	13	+ 18.2%	14	+ 40.0%	13	+ 30.0%	$259,900	+ 54.5%	$4.0	+ 77.1%
Webster	139	+ 7.8%	190	+ 22.6%	74	- 12.9%	$154,650	- 7.9%	$15.3	- 6.5%
City of Rochester	417	- 17.3%	481	- 11.4%	230	+ 12.7%	$53,000	- 15.2%	$16.8	+ 5.5%
Ontario County	**539**	**- 16.7%**	**495**	**+ 1.6%**	**194**	**+ 4.3%**	**$156,000**	**+ 9.3%**	**$37.8**	**+ 15.5%**
Canandaigua	97	- 32.2%	100	- 16.7%	34	+ 21.4%	$193,250	- 21.9%	$8.6	+ 15.7%
Victor	119	+ 40.0%	122	+ 58.4%	38	+ 22.6%	$275,950	- 4.5%	$10.9	+ 35.5%
Livingston County	**233**	**- 15.0%**	**171**	**- 15.3%**	**62**	**- 3.1%**	**$116,000**	**+ 4.1%**	**$8.3**	**+ 20.5%**
Avon & Geneseo	35	- 14.6%	19	- 54.8%	12	0.0%	$151,000	+ 46.6%	$2.3	+ 77.3%
Wayne County	**381**	**- 10.1%**	**300**	**+ 1.7%**	**93**	**- 33.1%**	**$120,000**	**+ 11.1%**	**$12.1**	**- 27.0%**
Macedon	20	- 25.9%	25	- 19.4%	11	- 8.3%	$174,000	+ 33.8%	$2.0	+ 27.0%
Genesee County	**89**	**+ 15.6%**	**62**	**+ 12.7%**	**30**	**0.0%**	**$90,000**	**- 13.8%**	**$3.1**	**- 8.4%**
Batavia	38	+ 15.2%	21	- 16.0%	9	+ 12.5%	$73,000	- 36.5%	$0.8	- 7.5%
Orleans County	**142**	**- 27.6%**	**101**	**- 8.2%**	**56**	**- 3.4%**	**$81,500**	**- 2.7%**	**$4.6**	**- 17.2%**
Wyoming County	**39**	**- 18.8%**	**23**	**- 37.8%**	**14**	**+ 16.7%**	**$72,950**	**- 18.9%**	**$1.0**	**+ 5.0%**
Yates County	**141**	**- 23.8%**	**56**	**- 42.9%**	**49**	**+ 53.1%**	**$129,000**	**+ 7.5%**	**$8.0**	**+ 20.9%**
Allegany County	**29**	**+ 7.4%**	**11**	**0.0%**	**1**	**- 85.7%**	**$51,500**	**- 24.2%**	**$0.1**	**- 92.2%**
Steuben County	**177**	**- 10.6%**	**88**	**+ 10.0%**	**33**	**- 5.7%**	**$87,500**	**- 0.6%**	**$4.3**	**+ 9.8%**
Seneca County	**123**	**- 12.8%**	**61**	**- 7.6%**	**29**	**- 19.4%**	**$68,000**	**- 13.3%**	**$3.8**	**+ 5.3%**

Marketwatch Report

Q1-2015

County Overview

	Homes for Sale		New Listings		Closed Sales		Median Sales Price		$ Vol of Closed Sales (in millions)	
	Q1-2015	1-Yr Chg	Q1-2015	1-Yr Chg	Q1-2015	1-Yr Chg	Q1-2015	1-Yr Chg	Q1-2015	1-Yr Chg
Monroe County	2,086	- 21.3%	2,803	- 7.2%	1,159	- 2.8%	$120,000	- 4.0%	$163.0	- 5.8%
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Livingston County	233	- 15.0%	171	- 15.3%	62	- 3.1%	$116,000	+ 4.1%	$8.3	+ 20.5%
Wayne County	381	- 10.1%	300	+ 1.7%	93	- 33.1%	$120,000	+ 11.1%	$12.1	- 27.0%
Genesee County	89	+ 15.6%	62	+ 12.7%	30	0.0%	$90,000	- 13.8%	$3.1	- 8.4%
Orleans County	142	- 27.6%	101	- 8.2%	56	- 3.4%	$81,500	- 2.7%	$4.6	- 17.2%
Wyoming County	39	- 18.8%	23	- 37.8%	14	+ 16.7%	$72,950	- 18.9%	$1.0	+ 5.0%
Yates County	141	- 23.8%	56	- 42.9%	49	+ 53.1%	$129,000	+ 7.5%	$8.0	+ 20.9%
Allegany County	29	+ 7.4%	11	0.0%	1	- 85.7%	$51,500	- 24.2%	$0.1	- 92.2%
Steuben County	177	- 10.6%	88	+ 10.0%	33	- 5.7%	$87,500	- 0.6%	$4.3	+ 9.8%
Seneca County	123	- 12.8%	61	- 7.6%	29	- 19.4%	$68,000	- 13.3%	$3.8	+ 5.3%