

# Quarterly Indicators

## Q2-2015

The curtain closes and the second quarter of 2015 is a finished act. Market analysis with compounded quarterly information helps nudge the real estate story forward for a final bow. The orchestra (consumers) and conductor (the REALTOR®) are thanked. Metropolitan operas, er, markets across the country continue to improve and further perform at peaks not seen in years. Bad memories from that one lousy show known as the Great Recession are pushed even further into the past.

New Listings in the Greater Rochester region increased 13.4 percent to 7,413. Pending Sales were up 6.7 percent to 4,001. Inventory levels shrank 9.4 percent to 5,495 units. Dollar Volume was down 5.9 percent to \$455,312,673.

Prices continued to gain traction. The Median Sales Price increased 2.4 percent to \$133,000. Percent of Original List Price Received increased 0.7 percent to 95.1. Sellers were encouraged as Months Supply of Inventory was down 14.1 percent to 5.5 months.

Two quarters are better than one, but it is still just intermission at this halfway point of the year. Forecasting market trends can be as dicey as the weather, but with interest rates managing to remain low this far into 2015, the outlook is promising, even if rates go up later in the year. Metrics like inventory and percent of list price received at sale are two of the better understudies to watch this year.

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## Activity Snapshot

**- 9.4%**

**- 6.0%**

**+ 2.4%**

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.



# 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	Q2-2014	Q2-2015	Percent Change	Q1-2015	Q2-2015	Percent Change
<b>Homes for Sale</b>		6,068	<b>5,495</b>	- 9.4%	4,190	<b>5,495</b>	+ 31.1%
<b>New Listings</b>		6,535	<b>7,413</b>	+ 13.4%	4,238	<b>7,413</b>	+ 74.9%
<b>Pending Sales</b>		3,749	<b>4,001</b>	+ 6.7%	2,590	<b>4,001</b>	+ 54.5%
<b>Closed Sales</b>		3,051	<b>2,868</b>	- 6.0%	1,844	<b>2,868</b>	+ 55.5%
<b>\$ Volume of Closed Sales</b> (in millions)		\$483.7	<b>\$455.3</b>	- 5.9%	\$262.1	<b>\$455.3</b>	+ 73.7%
<b>Median Sales Price</b>		\$129,900	<b>\$133,000</b>	+ 2.4%	\$119,900	<b>\$133,000</b>	+ 10.9%
<b>Pct. of Orig. Price Received</b>		94.4%	<b>95.1%</b>	+ 0.7%	92.6%	<b>95.1%</b>	+ 2.7%
<b>Months Supply</b>		6.4	<b>5.5</b>	- 14.1%	4.3	<b>5.5</b>	+ 27.9%

# Local Market Update for Q2-2015

A RESEARCH TOOL FROM GENRIS



## Activity Overview

	Homes for Sale		New Listings		Closed Sales		Median Sales Price		\$ Vol of Closed Sales (in millions)	
	Q2-2015	1-Yr Chg	Q2-2015	1-Yr Chg	Q2-2015	1-Yr Chg	Q2-2015	1-Yr Chg	Q2-2015	1-Yr Chg
<b>Monroe County</b>	<b>2,787</b>	<b>↓ -13.7%</b>	<b>4,717</b>	<b>↑ +13.5%</b>	<b>1,980</b>	<b>↓ -7.3%</b>	<b>\$136,000</b>	<b>↑ +3.4%</b>	<b>\$316.8</b>	<b>↓ -5.9%</b>
Chili	92	↓ -27.0%	181	↑ +0.6%	80	↓ -2.4%	\$135,167	↑ +1.8%	\$11.0	↓ -2.5%
Clarkson	27	↓ -27.0%	40	↑ +14.3%	15	↑ +7.1%	\$129,900	↓ -0.5%	\$2.0	↑ +4.5%
Gates	133	↑ +2.3%	205	↑ +10.8%	88	↓ -8.3%	\$104,950	→ -0.0%	\$9.7	↓ -7.9%
Greece	509	↓ -8.1%	814	↑ +23.1%	294	↓ -1.3%	\$122,000	↑ +1.7%	\$39.3	→ +0.1%
Hamlin	48	↑ +9.1%	65	↑ +18.2%	16	↓ -40.7%	\$108,450	↓ -9.6%	\$1.8	↓ -49.5%
Ogden/Spencerport	85	↓ -11.5%	135	↑ +8.0%	50	↑ +16.3%	\$137,500	↓ -6.5%	\$8.2	↑ +17.9%
Parma/Hilton	77	↓ -13.5%	129	↑ +17.3%	47	↑ +46.9%	\$142,000	↑ +10.7%	\$7.2	↑ +53.7%
Riga/Churchville	21	↑ +16.7%	32	↑ +39.1%	15	↓ -6.3%	\$149,000	↑ +5.7%	\$2.5	↑ +8.2%
Sweden/Brockport	54	↓ -15.6%	74	↑ +21.3%	32	↑ +33.3%	\$127,450	↑ +13.0%	\$4.3	↑ +48.4%
Wheatland/ Mumford/Scottsville	20	↓ -35.5%	29	↑ +26.1%	12	↑ +33.3%	\$147,000	↑ +22.6%	\$1.7	↑ +53.2%
Brighton	94	↓ -26.0%	225	↑ +6.1%	109	↓ -18.0%	\$173,500	↑ +5.2%	\$22.3	↓ -17.8%
East Rochester	22	↓ -40.5%	41	↑ +5.1%	24	↑ +14.3%	\$93,250	↓ -4.8%	\$2.6	↑ +22.3%
Henrietta	99	↓ -39.3%	219	↑ +0.5%	132	↑ +14.8%	\$130,000	↓ -2.3%	\$19.4	↑ +18.4%
Irondequoit	287	↑ +2.9%	501	↑ +24.9%	220	→ 0.0%	\$106,000	↓ -3.0%	\$24.9	↓ -2.4%
Mendon/ Honeoye Falls	63	↓ -11.3%	75	↑ +15.4%	19	↓ -5.0%	\$259,900	↑ +12.5%	\$5.5	↑ +7.2%
Penfield	155	↓ -26.5%	287	↑ +5.1%	133	↓ -5.0%	\$205,000	↑ +14.5%	\$29.4	↑ +8.3%
Perinton/Fairport	176	↓ -18.5%	325	↑ +3.2%	175	↓ -5.4%	\$185,000	↓ -2.6%	\$35.7	↓ -12.8%
Pittsford	156	↓ -9.8%	281	↑ +23.8%	99	↓ -27.7%	\$270,000	↓ -2.0%	\$31.3	↓ -27.9%
Rush	15	↓ -16.7%	14	↓ -36.4%	9	↑ +12.5%	\$164,900	↓ -3.3%	\$1.8	↑ +15.2%
Webster	157	↓ -3.1%	308	↑ +21.7%	142	↓ -0.7%	\$176,950	↑ +7.9%	\$27.9	↑ +6.7%
City of Rochester	497	↓ -15.0%	737	↑ +9.3%	269	↓ -27.9%	\$85,000	↑ +6.3%	\$28.3	↓ -22.9%
<b>Ontario County</b>	<b>728</b>	<b>↓ -3.8%</b>	<b>815</b>	<b>↑ +15.6%</b>	<b>286</b>	<b>↓ -4.7%</b>	<b>\$149,950</b>	<b>↓ -2.0%</b>	<b>\$56.1</b>	<b>↓ -10.4%</b>
Canandaigua	136	↓ -15.0%	158	↑ +11.3%	56	↓ -12.5%	\$203,750	↑ +17.8%	\$12.3	↓ -8.1%
Victor	144	↑ +48.5%	175	↑ +40.0%	54	↓ -5.3%	\$259,000	↓ -19.1%	\$15.7	↓ -22.4%
<b>Livingston County</b>	<b>300</b>	<b>↓ -12.5%</b>	<b>322</b>	<b>↑ +13.4%</b>	<b>112</b>	<b>↓ -4.3%</b>	<b>\$130,500</b>	<b>↑ +7.1%</b>	<b>\$18.3</b>	<b>↑ +10.3%</b>
Avon & Geneseo	55	↑ +1.9%	74	↑ +60.9%	29	↑ +16.0%	\$175,000	↑ +10.8%	\$5.4	↑ +32.2%
<b>Wayne County</b>	<b>543</b>	<b>↓ -2.7%</b>	<b>549</b>	<b>↑ +7.9%</b>	<b>199</b>	<b>↓ -3.9%</b>	<b>\$125,000</b>	<b>↑ +8.7%</b>	<b>\$25.9</b>	<b>↑ +0.3%</b>
Macedon	36	↑ +44.0%	45	↑ +21.6%	22	↓ -15.4%	\$159,000	↓ -1.8%	\$3.6	↓ -23.0%
<b>Genesee County</b>	<b>102</b>	<b>↑ +13.3%</b>	<b>111</b>	<b>↑ +26.1%</b>	<b>42</b>	<b>↑ +35.5%</b>	<b>\$99,900</b>	<b>↓ -5.8%</b>	<b>\$4.1</b>	<b>↑ +8.3%</b>
Batavia	37	↑ +12.1%	35	↑ +34.6%	11	↓ -15.4%	\$69,500	↓ -20.6%	\$0.9	↓ -22.7%
<b>Orleans County</b>	<b>173</b>	<b>↓ -19.2%</b>	<b>195</b>	<b>↑ +4.3%</b>	<b>80</b>	<b>↑ +23.1%</b>	<b>\$89,950</b>	<b>↑ +7.1%</b>	<b>\$7.9</b>	<b>↑ +25.9%</b>
<b>Wyoming County</b>	<b>38</b>	<b>↓ -13.6%</b>	<b>28</b>	<b>↑ +7.7%</b>	<b>14</b>	<b>↓ -6.7%</b>	<b>\$69,000</b>	<b>↓ -22.5%</b>	<b>\$1.4</b>	<b>↓ -17.2%</b>
<b>Yates County</b>	<b>191</b>	<b>↓ -16.2%</b>	<b>167</b>	<b>↑ +9.2%</b>	<b>36</b>	<b>↓ -39.0%</b>	<b>\$152,500</b>	<b>↓ -4.7%</b>	<b>\$8.4</b>	<b>↓ -42.2%</b>
<b>Allegany County</b>	<b>48</b>	<b>↑ +20.0%</b>	<b>38</b>	<b>↑ +58.3%</b>	<b>8</b>	<b>↓ -11.1%</b>	<b>\$69,000</b>	<b>↑ +23.2%</b>	<b>\$0.6</b>	<b>↑ +9.1%</b>
<b>Steuben County</b>	<b>250</b>	<b>↑ +9.2%</b>	<b>171</b>	<b>↑ +14.0%</b>	<b>28</b>	<b>↓ -15.2%</b>	<b>\$96,500</b>	<b>↑ +10.9%</b>	<b>\$4.6</b>	<b>↑ +3.9%</b>
<b>Seneca County</b>	<b>169</b>	<b>↓ -1.2%</b>	<b>141</b>	<b>↑ +12.8%</b>	<b>41</b>	<b>↑ +7.9%</b>	<b>\$90,000</b>	<b>↓ -10.6%</b>	<b>\$6.3</b>	<b>↑ +18.5%</b>

# Marketwatch Report

Q2-2015



## County Overview

	Homes for Sale		New Listings		Closed Sales		Median Sales Price		\$ Vol of Closed Sales (in millions)	
	Q2-2015	1-Yr Chg	Q2-2015	1-Yr Chg	Q2-2015	1-Yr Chg	Q2-2015	1-Yr Chg	Q2-2015	1-Yr Chg
<b>Monroe County</b>	2,787	↓ - 13.7%	4,717	↑ + 13.5%	1,980	↓ - 7.3%	\$136,000	↑ + 3.4%	\$316.8	↓ - 5.9%
<b>Ontario County</b>	728	↓ - 3.8%	815	↑ + 15.6%	286	↓ - 4.7%	\$149,950	↓ - 2.0%	\$56.1	↓ - 10.4%
<b>Livingston County</b>	300	↓ - 12.5%	322	↑ + 13.4%	112	↓ - 4.3%	\$130,500	↑ + 7.1%	\$18.3	↑ + 10.3%
<b>Wayne County</b>	543	↓ - 2.7%	549	↑ + 7.9%	199	↓ - 3.9%	\$125,000	↑ + 8.7%	\$25.9	↑ + 0.3%
<b>Genesee County</b>	102	↑ + 13.3%	111	↑ + 26.1%	42	↑ + 35.5%	\$99,900	↓ - 5.8%	\$4.1	↑ + 8.3%
<b>Orleans County</b>	173	↓ - 19.2%	195	↑ + 4.3%	80	↑ + 23.1%	\$89,950	↑ + 7.1%	\$7.9	↑ + 25.9%
<b>Wyoming County</b>	38	↓ - 13.6%	28	↑ + 7.7%	14	↓ - 6.7%	\$69,000	↓ - 22.5%	\$1.4	↓ - 17.2%
<b>Yates County</b>	191	↓ - 16.2%	167	↑ + 9.2%	36	↓ - 39.0%	\$152,500	↓ - 4.7%	\$8.4	↓ - 42.2%
<b>Allegany County</b>	48	↑ + 20.0%	38	↑ + 58.3%	8	↓ - 11.1%	\$69,000	↑ + 23.2%	\$0.6	↑ + 9.1%
<b>Steuben County</b>	250	↑ + 9.2%	171	↑ + 14.0%	28	↓ - 15.2%	\$96,500	↑ + 10.9%	\$4.6	↑ + 3.9%
<b>Seneca County</b>	169	↓ - 1.2%	141	↑ + 12.8%	41	↑ + 7.9%	\$90,000	↓ - 10.6%	\$6.3	↑ + 18.5%