Quarterly Indicators

Greater Rochester Association of REALTORS®

Q3-2015

The third quarter of 2015 has ticked its last tock with the hands pointing firmly upon a reliable clock of a market. Although noon and 6:30 fluctuations are present even within the same states and cities, the overall tempo of real estate potential is experiencing a healthy number of good omens. The job market has shown continual improvement, jobless rates are down, real average hourly and weekly earnings have been up and there has been good news in new household formation.

New Listings in the Greater Rochester region increased 9.6 percent to 6,045. Pending Sales were up 3.9 percent to 3,354. Inventory levels shrank 8.3 percent to 5,596 units. Dollar Volume was up 14.5 percent to $650,890,321.

Prices continued to gain traction. The Median Sales Price increased 6.7 percent to $136,000. Percent of Original List Price Received increased 0.8 percent to 95.3. Sellers were encouraged as Months Supply of Inventory was down 14.3 percent to 5.4 months.

With positive economic news coming from many angles, there are no imminent factors to prepare for beyond the typical seasonal drop-off. From the mouths of market-analyzing pundits, we are in the midst of one of the healthiest housing markets in the past 15 years. The one thing we were anticipating in September, an increase in interest rates, did not happen. It most likely will before year's end. Until then, get out and enjoy the season.

Activity Snapshot

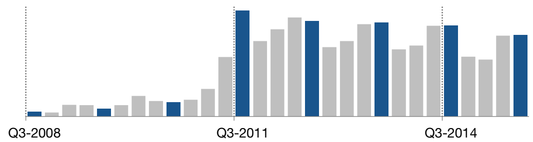
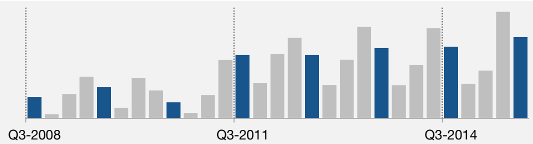
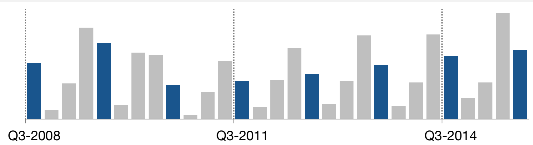
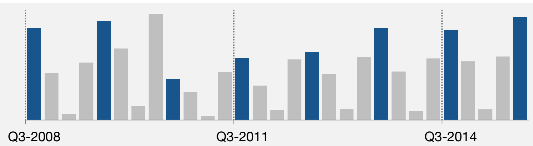
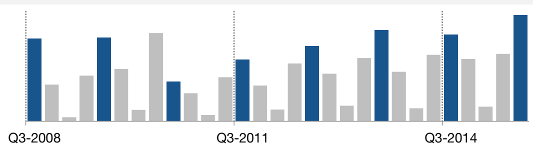
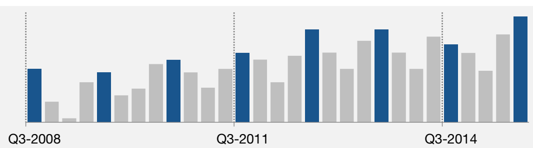
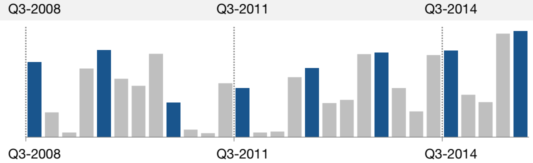
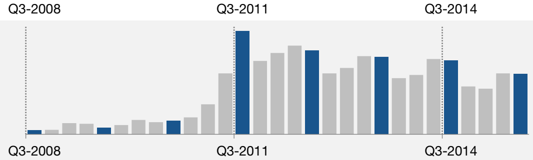
- 8.3%	+ 8.4%	+ 6.7%
One-Year Change in **Homes for Sale**	One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**

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.

Greater Rochester Association of REALTORS®

Key Metrics	Historical Sparkbars	Q3-2014	Q3-2015	Percent Change	Q2-2015	Q3-2015	Percent Change
Homes for Sale		6,100	**5,596**	- 8.3%	5,551	**5,596**	+ 0.8%
New Listings		5,514	**6,045**	+ 9.6%	7,423	**6,045**	- 18.6%
Pending Sales		3,227	**3,354**	+ 3.9%	4,269	**3,354**	- 21.4%
Closed Sales		3,708	**4,020**	+ 8.4%	3,095	**4,020**	+ 29.9%
$ Volume of Closed Sales (in millions)		$568.2	**$650.9**	+ 14.5%	$487.3	**$650.9**	+ 33.6%
Median Sales Price		$127,500	**$136,000**	+ 6.7%	$130,501	**$136,000**	+ 4.2%
Pct. of Orig. Price Received		94.5%	**95.3%**	+ 0.8%	95.2%	**95.3%**	+ 0.1%
Months Supply		6.3	**5.4**	- 14.3%	5.4	**5.4**	0.0%

Local Market Update for Q3-2015

A RESEARCH TOOL FROM GENRIS

Greater Rochester Association of REALTORS®

Activity Overview

	Homes for Sale		New Listings		Closed Sales		Median Sales Price		$ Vol of Closed Sales (in millions)	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
Monroe County	**2,867**	**- 12.3%**	**3,848**	**+ 8.3%**	**2,704**	**+ 9.2%**	**$140,000**	**+ 7.7%**	**$445.3**	**+ 16.4%**
Chili	96	- 10.3%	163	+ 21.6%	126	+ 17.8%	$140,000	+ 10.2%	$18.8	+ 27.8%
Clarkson	27	- 20.6%	26	- 27.8%	19	0.0%	$131,000	- 4.4%	$2.8	+ 11.3%
Gates	131	- 2.2%	151	- 4.4%	112	- 9.7%	$107,000	- 0.4%	$12.5	- 6.1%
Greece	467	- 10.5%	596	+ 9.0%	392	+ 10.4%	$124,000	+ 5.6%	$53.3	+ 21.0%
Hamlin	31	- 29.5%	33	- 26.7%	32	+ 18.5%	$123,500	+ 7.5%	$3.9	+ 11.0%
Ogden/Spencerport	70	- 35.2%	87	+ 3.6%	70	+ 7.7%	$151,500	- 1.0%	$10.9	- 6.7%
Parma/Hilton	84	+ 7.7%	101	+ 48.5%	66	+ 26.9%	$147,000	+ 2.1%	$11.1	+ 29.8%
Riga/Churchville	16	- 15.8%	31	- 3.1%	18	0.0%	$105,000	- 10.8%	$2.1	- 10.9%
Sweden/Brockport	50	- 25.4%	58	- 7.9%	34	+ 3.0%	$135,900	+ 13.3%	$4.8	+ 12.1%
Wheatland/ Mumford/Scottsville	17	- 29.2%	23	- 14.8%	19	+ 18.8%	$122,000	+ 1.0%	$2.3	+ 10.6%
Brighton	107	- 8.5%	185	+ 11.4%	154	+ 6.2%	$164,000	+ 0.6%	$30.1	+ 7.8%
East Rochester	26	- 27.8%	42	+ 27.3%	25	+ 13.6%	$80,000	+ 14.3%	$2.4	+ 50.5%
Henrietta	100	- 39.8%	174	- 13.4%	161	+ 10.3%	$143,500	+ 2.9%	$25.8	+ 17.1%
Irondequoit	281	- 6.0%	368	+ 9.5%	271	+ 15.3%	$115,000	+ 5.0%	$32.5	+ 22.0%
Mendon/ Honeoye Falls	53	- 29.3%	61	+ 10.9%	35	- 14.6%	$249,000	+ 15.8%	$9.1	- 30.7%
Penfield	147	- 31.3%	219	- 2.2%	184	+ 4.0%	$197,450	+ 9.7%	$38.8	+ 9.1%
Perinton/Fairport	176	- 20.0%	263	+ 1.5%	225	+ 15.4%	$189,900	- 5.1%	$47.7	+ 12.5%
Pittsford	153	- 15.5%	195	+ 4.8%	174	+ 41.5%	$278,500	- 4.0%	$55.0	+ 38.6%
Rush	16	- 20.0%	18	- 18.2%	13	+ 8.3%	$267,800	+ 60.8%	$3.3	+ 62.8%
Webster	201	+ 7.5%	278	+ 29.9%	196	+ 24.1%	$177,500	+ 11.3%	$40.6	+ 43.8%
City of Rochester	618	+ 0.3%	776	+ 16.9%	378	- 6.9%	$84,500	+ 5.6%	$37.4	+ 3.7%
Ontario County	**705**	**- 4.9%**	**647**	**+ 12.7%**	**410**	**- 2.8%**	**$159,950**	**+ 2.9%**	**$82.8**	**- 0.2%**
Canandaigua	142	- 2.1%	123	+ 1.7%	80	- 22.3%	$211,400	+ 17.8%	$20.9	- 5.3%
Victor	137	+ 28.0%	164	+ 35.5%	70	- 12.5%	$272,950	+ 15.5%	$20.6	- 6.2%
Livingston County	**310**	**- 1.0%**	**257**	**+ 9.8%**	**152**	**+ 14.3%**	**$124,950**	**+ 7.7%**	**$20.7**	**+ 23.9%**
Avon & Geneseo	54	0.0%	47	- 7.8%	38	+ 72.7%	$156,500	+ 8.4%	$6.1	+ 94.1%
Wayne County	**503**	**- 9.9%**	**408**	**0.0%**	**269**	**+ 5.5%**	**$125,000**	**+ 8.7%**	**$34.8**	**+ 6.9%**
Macedon	37	+ 23.3%	45	+ 7.1%	20	- 13.0%	$142,950	+ 21.1%	$2.8	+ 5.5%
Genesee County	**95**	**- 15.2%**	**107**	**+ 7.0%**	**65**	**+ 18.2%**	**$95,850**	**+ 3.2%**	**$6.8**	**+ 20.5%**
Batavia	26	- 33.3%	35	+ 29.6%	23	+ 53.3%	$85,000	+ 0.6%	$2.1	+ 66.4%
Orleans County	**189**	**- 13.3%**	**166**	**+ 11.4%**	**106**	**+ 15.2%**	**$95,000**	**+ 7.6%**	**$10.8**	**+ 22.5%**
Wyoming County	**49**	**- 15.5%**	**42**	**+ 31.3%**	**18**	**+ 100.0%**	**$70,000**	**- 25.5%**	**$1.6**	**+ 49.6%**
Yates County	**206**	**- 1.9%**	**131**	**+ 14.9%**	**82**	**+ 26.2%**	**$146,950**	**- 2.0%**	**$19.5**	**+ 43.1%**
Allegany County	**93**	**+ 97.9%**	**62**	**+ 169.6%**	**12**	**+ 33.3%**	**$70,000**	**+ 55.6%**	**$1.1**	**+ 108.1%**
Steuben County	**253**	**+ 8.6%**	**159**	**+ 23.3%**	**73**	**0.0%**	**$115,000**	**+ 17.3%**	**$10.8**	**+ 16.5%**
Seneca County	**146**	**- 14.6%**	**89**	**- 15.2%**	**56**	**- 5.1%**	**$108,000**	**+ 2.9%**	**$7.1**	**- 7.3%**

Marketwatch Report

Q3-2015

Greater Rochester Association of REALTORS®

County Overview

	Homes for Sale		New Listings		Closed Sales		Median Sales Price		$ Vol of Closed Sales (in millions)	
	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg	Q3-2015	1-Yr Chg
Monroe County	2,872	- 12.1%	3,848	+ 8.3%	2,709	+ 9.4%	$140,000	+ 7.7%	$445.9	+ 16.6%
Ontario County	707	- 4.6%	647	+ 12.7%	410	- 2.8%	$159,950	+ 2.9%	$82.8	- 0.2%
Livingston County	311	- 0.6%	257	+ 9.8%	152	+ 14.3%	$124,950	+ 7.7%	$20.7	+ 23.9%
Wayne County	504	- 9.7%	408	0.0%	269	+ 5.5%	$125,000	+ 8.7%	$34.8	+ 6.9%
Genesee County	95	- 15.2%	107	+ 7.0%	65	+ 18.2%	$95,850	+ 3.2%	$6.8	+ 20.5%
Orleans County	189	- 13.3%	166	+ 11.4%	106	+ 15.2%	$95,000	+ 7.6%	$10.8	+ 22.5%
Wyoming County	49	- 15.5%	42	+ 31.3%	18	+ 100.0%	$70,000	- 25.5%	$1.6	+ 49.6%
Yates County	206	- 1.9%	131	+ 14.9%	82	+ 26.2%	$146,950	- 2.0%	$19.5	+ 43.1%
Allegany County	93	+ 97.9%	62	+ 169.6%	12	+ 33.3%	$70,000	+ 55.6%	$1.1	+ 108.1%
Steuben County	253	+ 8.6%	159	+ 23.3%	73	0.0%	$115,000	+ 17.3%	$10.8	+ 16.5%
Seneca County	146	- 14.6%	89	- 15.2%	56	- 5.1%	$108,000	+ 2.9%	$7.1	- 7.3%