Quarterly Indicators



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 singlefamily properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Greater Rochester Association of REALTORS® Member Housing Statistics Confidentiality Disclaimer

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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.



Key Metrics	Historical Sparkbars	Q3-2014	Q3-2015	Percent Change	Q2-2015	Q3-2015	Percent Change
Homes for Sale	Q3-2018 Q3-2011 Q3-2014	6,100	5,596	- 8.3%	5,551	5,596	+ 0.8%
New Listings	Q3-2018 Q3-2011 Q3-2014	5,514	6,045	+ 9.6%	7,423	6,045	- 18.6%
Pending Sales	Q3-2018 Q3-2011 Q3-2014	3,227	3,354	+ 3.9%	4,269	3,354	- 21.4%
Closed Sales	Q3-2018 Q3-2011 Q3-2014	3,708	4,020	+ 8.4%	3,095	4,020	+ 29.9%
\$ Volume of Closed Sales (in millions)	Q3-2018 Q3-2011 Q3-2014	\$568.2	\$650.9	+ 14.5%	\$487.3	\$650.9	+ 33.6%
Median Sales Price	Q3-2018 Q3-2011 Q3-2014	\$127,500	\$136,000	+ 6.7%	\$130,501	\$136,000	+ 4.2%
Pct. of Orig. Price Received	Q3-2018 Q3-2011 Q3-2014	94.5%	95.3%	+ 0.8%	95.2%	95.3%	+ 0.1%
Months Supply	Q3-2018 Q3-2011 Q3-2014	6.3	5.4	- 14.3%	5.4	5.4	0.0%

Local Market Update for Q3-2015



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Activity Overview

	Homes	for Sale	New	Listings	ngs 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	1 + 8.3%	2,704	1 + 9.2%	\$140,000	1 + 7.7%	\$445.3	16.4%
Chili	96 -	🖡 - 10.3%	163	1 + 21.6%	126	17.8%	\$140,000	10.2%	\$18.8	1 + 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	1 + 9.0%	392	1 + 10.4%	\$124,000	1 + 5.6%	\$53.3	1 + 21.0%
Hamlin	31 -	- 29.5%	33	- 26.7%	32	1 + 18.5%	\$123,500	1 + 7.5%	\$3.9	11.0%
Ogden/Spencerport	70 -	- 35.2%	87	1 + 3.6%	70	1 + 7.7%	\$151,500	↓ - 1.0%	\$10.9	- 6.7%
Parma/Hilton	84 4	🕈 + 7.7%	101	1 + 48.5%	66	1 + 26.9%	\$147,000	1 + 2.1%	\$11.1	1 + 29.8%
Riga/Churchville	16 -	🖡 - 15.8%	31	↓ - 3.1%	18	➡ 0.0%	\$105,000	4 - 10.8%	\$2.1	4 - 10.9%
Sweden/Brockport	50 -	- 25.4%	58	- 7.9%	34	1 + 3.0%	\$135,900	1 + 13.3%	\$4.8	12.1%
Wheatland/ Mumford/Scottsville	17 -	- 29.2%	23	- 14.8%	19	1 + 18.8%	\$122,000	1 + 1.0%	\$2.3	10.6%
Brighton	107 -	- 8.5%	185	11.4%	154	1 + 6.2%	\$164,000	1 + 0.6%	\$30.1	1 + 7.8%
East Rochester	26 -	- 27.8%	42	1 + 27.3%	25	13.6%	\$80,000	14.3%	\$2.4	1 + 50.5%
Henrietta	100 -	- 39.8%	174	- 13.4%	161	10.3%	\$143,500	1 + 2.9%	\$25.8	17.1%
Irondequoit	281 🔹	- 6.0%	368	1 + 9.5%	271	15.3%	\$115,000	1 + 5.0%	\$32.5	1 + 22.0%
Mendon/ Honeoye Falls	53 -	↓ - 29.3%	61	1 + 10.9%	35	- 14.6%	\$249,000	1 + 15.8%	\$9.1	- 30.7%
Penfield	147 -	- 31.3%	219	- 2.2%	184	1 + 4.0%	\$197,450	1 + 9.7%	\$38.8	1 + 9.1%
Perinton/Fairport	176 -	- 20.0%	263	1 + 1.5%	225	15.4%	\$189,900	↓ - 5.1%	\$47.7	12.5%
Pittsford	153 -	🖡 - 15.5%	195	1 + 4.8%	174	1 + 41.5%	\$278,500	- 4.0%	\$55.0	1 + 38.6%
Rush	16 -	- 20.0%	18	🗣 - 18.2%	13	1 + 8.3%	\$267,800	1 + 60.8%	\$3.3	1 + 62.8%
Webster	201 4	🕈 + 7.5%	278	1 + 29.9%	196	1 + 24.1%	\$177,500	11.3%	\$40.6	1 + 43.8%
City of Rochester	618 4	1 + 0.3%	776	1 + 16.9%	378	- 6.9%	\$84,500	1 + 5.6%	\$37.4	1 + 3.7%
Ontario County	705 -	- 4.9%	647	12.7% + 12.7%	410	- 2.8%	\$159,950	1 + 2.9%	\$82.8	- 0.2%
Canandaigua	142 -	- 2.1%	123	1.7%	80	- 22.3%	\$211,400	1 + 17.8%	\$20.9	- 5.3%
Victor	137 4	🕈 + 28.0%	164	1 + 35.5%	70	🖊 - 12.5%	\$272,950	1 + 15.5%	\$20.6	- 6.2%
Livingston County	310 -	🖡 - 1.0%	257	1 + 9.8%	152	14.3 %	\$124,950	1 + 7.7%	\$20.7	1 + 23.9%
Avon & Geneseo	54 [∎]	♦ 0.0%	47	- 7.8%	38	1 + 72.7%	\$156,500	1 + 8.4%	\$6.1	1 + 94.1%
Wayne County	503 -	- 9.9%	408	➡ 0.0%	269	1 + 5.5%	\$125,000	1 + 8.7%	\$34.8	1 + 6.9%
Macedon	37 4	🕈 + 23.3%	45	1 + 7.1%	20	4 - 13.0%	\$142,950	1 + 21.1%	\$2.8	1 + 5.5%
Genesee County	95 -	- 15.2%	107	1 + 7.0%	65	18.2 %	\$95,850	1 + 3.2%	\$6.8	1 + 20.5%
Batavia	26 🔻	- 33.3%	35	1 + 29.6%	23	1 + 53.3%	\$85,000	1 + 0.6%	\$2.1	1 + 66.4%
Orleans County	189 -	- 13.3%	166	11.4%	106	1 + 15.2%	\$95,000	1 + 7.6%	\$10.8	+ 22.5 %
Wyoming County	49 -	- 15.5%	42	1 + 31.3%	18	1 + 100.0%	\$70,000	- 25.5%	\$1.6	1 + 49.6%
Yates County	206 -	- 1.9%	131	14.9% + 14.9%	82	1 + 26.2%	\$146,950	- 2.0%	\$19.5	1 + 43.1%
Allegany County	93 4	🕈 + 97.9%	62	1 + 169.6%	12	1 + 33.3%	\$70,000	1 + 55.6%	\$1.1	1 + 108.1%
Steuben County	253 ²	+ 8.6%	159	1 + 23.3%	73	➡ 0.0%	\$115,000	1 + 17.3%	\$10.8	16.5%
Seneca County		- 14.6%	89	- 15.2%	56	↓ - 5.1%	\$108,000	<u> </u>	\$7.1	- 7.3%

Q3-2015



County Overview

	Homes for Sale	New	New Listings		Closed Sales		Median Sales Price		\$ Vol of Closed Sales (in millions)	
	Q3-2015 1-Yr C	g 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.	% 3,848	1 + 8.3%	2,709	1 + 9.4%	\$140,000 ·	1 + 7.7%	\$445.9	1 + 16.6%	
Ontario County	707 🗣 - 4.6	% 647	1 + 12.7%	410		\$159,950 ·	1 + 2.9%	\$82.8		
Livingston County	311 🗣 - 0.6	% 257	1 + 9.8%	152	14.3 %	\$124,950 ·	1 + 7.7%	\$20.7	1 + 23.9%	
Wayne County	504 🗣 - 9.7	408	⇒ 0.0%	269	1 + 5.5%	\$125,000 ·	1 + 8.7%	\$34.8	1 + 6.9%	
Genesee County	95 🗣 - 15.	% 107	1 + 7.0%	65	18.2 %	\$95,850 ·	1 + 3.2%	\$6.8	1 + 20.5%	
Orleans County	189 🗣 - 13.	% 166	1 + 11.4%	106	15.2 %	\$95,000 ·	1 + 7.6%	\$10.8	1 + 22.5%	
Wyoming County	49 🗣 - 15.	% 42	1 + 31.3%	18	1 + 100.0%	\$70,000	- 25.5%	\$1.6	1 + 49.6%	
Yates County	206 🗣 - 1.9	% 131	1 + 14.9%	82	1 + 26.2%	\$146,950	↓ - 2.0%	\$19.5	1 + 43.1%	
Allegany County	93 👚 + 97.	% 62	1 + 169.6%	12	1 + 33.3%	\$70,000 ·	1 + 55.6%	\$1.1	1 + 108.1%	
Steuben County	253 👚 + 8.0	% 159	1 + 23.3%	73	➡ 0.0%	\$115,000 ·	1 + 17.3%	\$10.8	1 + 16.5%	
Seneca County	146 🗣 - 14.	% 89	↓ - 15.2%	56		\$108,000 ·	1 + 2.9%	\$7.1		