

# Marketwatch Report

Q1-2020



## County Overview

	Homes for Sale		New Listings		Closed Sales		Median Sales Price		\$ Vol of Closed Sales (in millions)	
	Q1-2020	1-Yr Chg	Q1-2020	1-Yr Chg	Q1-2020	1-Yr Chg	Q1-2020	1-Yr Chg	Q1-2020	1-Yr Chg
Monroe County	793	↓ - 12.2%	2,303	↓ - 3.6%	1,406	↓ - 9.6%	\$149,900	↑ + 8.6%	\$243.2	↓ - 2.0%
Ontario County	302	↓ - 10.4%	469	↑ + 2.0%	229	↑ + 6.5%	\$167,500	↑ + 5.0%	\$47.2	↑ + 13.5%
Livingston County	110	↓ - 13.4%	143	↓ - 7.7%	96	↑ + 3.2%	\$142,500	↑ + 9.6%	\$14.8	↑ + 9.6%
Wayne County	176	↓ - 6.4%	233	↓ - 4.1%	161	↓ - 9.6%	\$129,900	↑ + 9.4%	\$23.1	↓ - 0.5%
Genesee County	60	↓ - 13.0%	104	↑ + 7.2%	95	↑ + 33.8%	\$117,500	↑ + 2.2%	\$11.4	↑ + 20.9%
Orleans County	85	↓ - 5.6%	132	↑ + 33.3%	93	↑ + 6.9%	\$98,000	↑ + 24.1%	\$9.8	↑ + 17.8%
Wyoming County	81	↓ - 2.4%	88	↑ + 11.4%	50	↓ - 2.0%	\$127,200	↑ + 35.5%	\$6.0	↑ + 7.7%
Yates County	81	↓ - 12.9%	53	↓ - 30.3%	34	↓ - 2.9%	\$139,000	↑ + 3.0%	\$7.1	↑ + 5.4%
Allegany County	136	↓ - 37.3%	78	↓ - 51.3%	51	↑ + 2.0%	\$64,000	↑ + 3.2%	\$4.2	↓ - 3.0%
Steuben County	164	↑ + 0.6%	128	↑ + 25.5%	71	↓ - 10.1%	\$92,000	↑ + 22.7%	\$8.7	↑ + 0.8%
Seneca County	66	↓ - 15.4%	69	↓ - 6.8%	48	↑ + 14.3%	\$92,700	↓ - 19.4%	\$6.8	↑ + 5.1%
Cayuga County	201	↑ + 0.5%	148	↓ - 14.9%	111	↑ + 8.8%	\$118,625	↑ + 7.8%	\$15.8	↑ + 29.5%

# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	03-2019	03-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Homes for Sale		2,553	<b>2,258</b>	- 11.6%	--	--	--
New Listings		1,668	<b>1,418</b>	- 15.0%	4,111	<b>3,951</b>	- 3.9%
Pending Sales		1,289	<b>999</b>	- 22.5%	3,139	<b>2,968</b>	- 5.4%
Closed Sales		928	<b>732</b>	- 21.1%	2,562	<b>2,446</b>	- 4.5%
\$ Volume of Closed Sales (in millions)		\$147.1	<b>\$122.9</b>	- 16.5%	\$388.9	<b>\$398.3</b>	+ 2.4%
Median Sales Price		\$135,000	<b>\$146,000</b>	+ 8.1%	\$131,450	<b>\$139,900</b>	+ 6.4%
Pct. of Orig. Price Received		95.4%	<b>96.0%</b>	+ 0.6%	94.2%	<b>95.2%</b>	+ 1.1%
Months Supply of Inventory		2.1	<b>1.8</b>	- 14.3%	--	--	--
Housing Affordability Index		230	<b>224</b>	- 2.6%	236	<b>233</b>	- 1.3%

# Local Market Update for March 2020

A RESEARCH TOOL FROM UNYREIS



## Activity Overview

Area	Homes for Sale		New Listings		Closed Sales		Median Sales Price		\$ Vol of Closed Sales (in millions)	
	03-2020	1-Yr Chg	03-2020	1-Yr Chg	03-2020	1-Yr Chg	03-2020	1-Yr Chg	03-2020	1-Yr Chg
<b>Monroe County</b>	<b>795</b>	<b>- 12.0%</b>	<b>840</b>	<b>- 11.7%</b>	<b>412</b>	<b>- 28.1%</b>	<b>\$156,850</b>	<b>+ 12.0%</b>	<b>\$72.7</b>	<b>- 23.9%</b>
Chili	15	- 50.0%	23	- 37.8%	17	- 43.3%	\$143,650	+ 5.5%	\$2.9	- 29.3%
Clarkson	17	+ 54.5%	10	+ 66.7%	0	--	--	--	--	--
Gates	25	- 16.7%	28	- 28.2%	18	- 30.8%	\$142,500	+ 16.8%	\$2.4	- 22.6%
Greece	80	- 42.0%	123	- 28.9%	84	- 16.0%	\$155,000	+ 16.8%	\$13.6	- 0.7%
Hamlin	10	- 33.3%	5	- 54.5%	2	- 50.0%	\$76,000	- 49.0%	\$0.2	- 75.0%
Ogden/Spencerport	19	+ 35.7%	20	+ 122.2%	12	+ 50.0%	\$173,550	+ 17.7%	\$2.9	+ 163.6%
Parma/Hilton	42	- 28.8%	19	- 26.9%	7	- 58.8%	\$121,000	- 21.9%	\$1.1	- 60.7%
Riga/Churchville	4	0.0%	5	+ 66.7%	2	+ 100.0%	\$82,000	- 53.9%	\$0.2	0.0%
Sweden/Brockport	14	- 22.2%	9	- 55.0%	3	- 50.0%	\$175,000	+ 23.7%	\$0.5	- 37.5%
Wheatland/Mumford/Scottsville	9	+ 200.0%	6	+ 50.0%	0	--	--	--	--	--
Brighton	36	+ 44.0%	43	- 2.3%	20	- 33.3%	\$193,000	- 1.5%	\$4.1	- 31.7%
East Rochester	5	- 37.5%	5	- 58.3%	1	- 88.9%	\$75,000	- 24.9%	\$0.1	- 88.9%
Henrietta	59	+ 3.5%	71	+ 29.1%	19	- 47.2%	\$165,000	- 1.3%	\$3.3	- 50.0%
Irondequoit	48	- 21.3%	59	- 35.9%	48	- 2.0%	\$145,000	+ 8.2%	\$7.5	+ 10.3%
Mendon/Honeoye Falls	16	- 30.4%	11	- 31.3%	6	0.0%	\$307,500	+ 46.3%	\$2.0	+ 11.1%
Penfield	44	- 20.0%	54	- 1.8%	23	- 17.9%	\$240,000	+ 15.0%	\$5.6	- 16.4%
Perinton/Fairport	60	- 21.1%	75	+ 13.6%	42	+ 7.7%	\$217,500	+ 8.7%	\$9.6	+ 9.1%
Pittsford	82	+ 13.9%	61	- 9.0%	14	- 51.7%	\$256,525	- 4.1%	\$4.4	- 50.0%
Rush	7	+ 40.0%	3	+ 50.0%	3	+ 50.0%	\$245,000	+ 132.2%	\$0.7	+ 250.0%
Webster	65	0.0%	60	- 10.4%	15	- 65.1%	\$226,000	+ 7.6%	\$3.8	- 62.4%
City of Rochester	138	+ 3.0%	150	+ 2.0%	76	- 28.3%	\$90,250	+ 0.3%	\$7.7	- 33.6%
<b>Ontario County</b>	<b>302</b>	<b>- 10.4%</b>	<b>161</b>	<b>- 7.5%</b>	<b>75</b>	<b>- 12.8%</b>	<b>\$210,000</b>	<b>+ 31.3%</b>	<b>\$17.0</b>	<b>- 5.0%</b>
Canandaigua	68	- 26.9%	33	- 34.0%	19	- 13.6%	\$234,000	+ 23.8%	\$5.3	- 5.4%
Victor	72	- 13.3%	35	+ 2.9%	11	- 31.3%	\$373,900	+ 36.0%	\$4.2	- 16.0%
<b>Livingston County</b>	<b>110</b>	<b>- 13.4%</b>	<b>48</b>	<b>- 11.1%</b>	<b>26</b>	<b>- 10.3%</b>	<b>\$147,500</b>	<b>+ 14.3%</b>	<b>\$3.6</b>	<b>- 7.7%</b>
Avon & Geneseo	20	- 4.8%	6	- 45.5%	4	- 42.9%	\$133,500	- 25.8%	\$0.6	- 53.8%
<b>Wayne County</b>	<b>177</b>	<b>- 5.9%</b>	<b>81</b>	<b>- 19.0%</b>	<b>47</b>	<b>- 19.0%</b>	<b>\$151,000</b>	<b>+ 20.5%</b>	<b>\$7.3</b>	<b>- 5.2%</b>
Macedon	12	- 14.3%	8	- 11.1%	2	- 33.3%	\$191,450	- 6.6%	\$0.4	- 33.3%
<b>Genesee County</b>	<b>60</b>	<b>- 13.0%</b>	<b>31</b>	<b>- 20.5%</b>	<b>19</b>	<b>+ 11.8%</b>	<b>\$109,000</b>	<b>- 6.0%</b>	<b>\$2.1</b>	<b>0.0%</b>
Batavia	25	- 13.8%	12	- 7.7%	6	- 14.3%	\$108,295	+ 27.6%	\$0.7	0.0%
<b>Orleans County</b>	<b>85</b>	<b>- 5.6%</b>	<b>44</b>	<b>+ 37.5%</b>	<b>28</b>	<b>- 28.2%</b>	<b>\$114,000</b>	<b>+ 34.1%</b>	<b>\$3.0</b>	<b>- 18.9%</b>
<b>Wyoming County</b>	<b>81</b>	<b>- 2.4%</b>	<b>40</b>	<b>- 13.0%</b>	<b>8</b>	<b>- 52.9%</b>	<b>\$131,100</b>	<b>+ 62.9%</b>	<b>\$1.1</b>	<b>- 35.3%</b>
<b>Yates County</b>	<b>81</b>	<b>- 12.9%</b>	<b>20</b>	<b>- 23.1%</b>	<b>13</b>	<b>- 18.8%</b>	<b>\$145,000</b>	<b>- 6.5%</b>	<b>\$2.5</b>	<b>- 39.0%</b>
<b>Allegany County</b>	<b>138</b>	<b>- 36.4%</b>	<b>33</b>	<b>- 62.5%</b>	<b>10</b>	<b>- 33.3%</b>	<b>\$66,000</b>	<b>+ 10.0%</b>	<b>\$0.9</b>	<b>0.0%</b>
<b>Steuben County</b>	<b>164</b>	<b>+ 0.6%</b>	<b>46</b>	<b>+ 12.2%</b>	<b>22</b>	<b>- 8.3%</b>	<b>\$89,750</b>	<b>+ 19.7%</b>	<b>\$1.9</b>	<b>- 42.4%</b>
<b>Seneca County</b>	<b>65</b>	<b>- 16.7%</b>	<b>19</b>	<b>- 38.7%</b>	<b>13</b>	<b>- 18.8%</b>	<b>\$112,000</b>	<b>- 8.0%</b>	<b>\$1.9</b>	<b>- 24.0%</b>
<b>Cayuga County</b>	<b>201</b>	<b>+ 0.5%</b>	<b>53</b>	<b>- 36.1%</b>	<b>27</b>	<b>- 27.0%</b>	<b>\$83,000</b>	<b>+ 12.2%</b>	<b>\$3.1</b>	<b>- 8.8%</b>
<b>Chautauqua County</b>	<b>435</b>	<b>- 9.9%</b>	<b>115</b>	<b>- 4.2%</b>	<b>67</b>	<b>- 8.2%</b>	<b>\$88,500</b>	<b>- 0.6%</b>	<b>\$8.2</b>	<b>- 18.0%</b>
<b>Cattaraugus County</b>	<b>370</b>	<b>- 11.7%</b>	<b>74</b>	<b>- 14.9%</b>	<b>46</b>	<b>- 4.2%</b>	<b>\$101,000</b>	<b>+ 15.1%</b>	<b>\$6.0</b>	<b>+ 25.0%</b>

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## Activity Overview

Area	New Listings		Closed Sales		Median Sales Price		\$ Vol of Closed Sales (in millions)	
	YTD	1-Yr Chg	YTD	1-Yr Chg	YTD	1-Yr Chg	YTD	1-Yr Chg
<b>Monroe County</b>	<b>2,303</b>	<b>- 3.6%</b>	<b>1,382</b>	<b>- 11.1%</b>	<b>\$149,900</b>	<b>+ 8.6%</b>	<b>\$238.6</b>	<b>- 3.9%</b>
Chili	75	- 22.7%	61	- 17.6%	\$155,000	+ 14.9%	\$10.5	- 0.9%
Clarkson	20	- 13.0%	9	- 10.0%	\$149,900	+ 11.9%	\$1.4	+ 7.7%
Gates	95	+ 2.2%	58	- 24.7%	\$129,900	+ 8.3%	\$7.4	- 20.4%
Greece	342	- 12.1%	238	- 4.8%	\$140,500	+ 7.3%	\$37.3	+ 4.2%
Hamlin	19	- 36.7%	7	- 50.0%	\$128,000	- 7.6%	\$0.9	- 59.1%
Ogden/Spencerport	51	+ 15.9%	33	- 8.3%	\$168,000	+ 5.0%	\$6.7	+ 8.1%
Parma/Hilton	43	- 33.8%	24	- 41.5%	\$159,900	+ 3.8%	\$4.3	- 33.8%
Riga/Churchville	15	+ 66.7%	10	+ 66.7%	\$111,925	- 38.5%	\$1.4	+ 16.7%
Sweden/Brockport	28	- 20.0%	19	- 34.5%	\$125,000	- 7.4%	\$2.5	- 35.9%
Wheatland/Mumford/Scottsville	12	+ 9.1%	4	- 50.0%	\$133,500	- 5.3%	\$0.6	- 45.5%
Brighton	117	+ 21.9%	74	+ 1.4%	\$190,000	- 2.6%	\$16.4	+ 3.1%
East Rochester	14	- 56.3%	10	- 47.4%	\$86,500	- 15.6%	\$0.9	- 50.0%
Henrietta	151	+ 9.4%	64	- 17.9%	\$155,500	- 3.4%	\$11.5	- 16.1%
Irondequoit	176	- 18.5%	146	- 3.9%	\$140,000	+ 9.5%	\$22.4	+ 11.4%
Mendon/Honeoye Falls	37	- 7.5%	24	+ 14.3%	\$285,000	+ 29.5%	\$7.8	+ 44.4%
Penfield	116	- 8.7%	79	+ 12.9%	\$239,900	+ 22.6%	\$20.1	+ 24.1%
Perinton/Fairport	194	+ 22.8%	116	+ 12.6%	\$211,000	+ 5.6%	\$25.2	+ 13.5%
Pittsford	150	- 13.3%	53	- 24.3%	\$272,500	+ 4.8%	\$16.5	- 19.1%
Rush	9	- 18.2%	8	+ 60.0%	\$227,500	- 12.5%	\$1.9	+ 72.7%
Webster	154	- 20.6%	68	- 32.0%	\$202,500	+ 4.8%	\$15.5	- 29.9%
City of Rochester	485	+ 19.2%	277	- 13.2%	\$90,000	+ 7.1%	\$27.6	- 11.8%
<b>Ontario County</b>	<b>469</b>	<b>+ 2.0%</b>	<b>226</b>	<b>+ 5.1%</b>	<b>\$166,000</b>	<b>+ 4.1%</b>	<b>\$46.5</b>	<b>+ 11.8%</b>
Canandaigua	96	- 15.0%	48	- 2.0%	\$233,000	+ 24.6%	\$13.0	+ 22.6%
Victor	99	- 5.7%	35	- 14.6%	\$324,900	+ 18.1%	\$10.3	- 11.2%
<b>Livingston County</b>	<b>143</b>	<b>- 7.7%</b>	<b>94</b>	<b>+ 1.1%</b>	<b>\$145,000</b>	<b>+ 11.5%</b>	<b>\$14.6</b>	<b>+ 8.1%</b>
Avon & Geneseo	24	- 14.3%	20	- 16.7%	\$175,000	+ 11.6%	\$4.6	+ 2.2%
<b>Wayne County</b>	<b>233</b>	<b>- 4.1%</b>	<b>158</b>	<b>- 11.2%</b>	<b>\$129,950</b>	<b>+ 9.4%</b>	<b>\$22.7</b>	<b>- 2.2%</b>
Macedon	19	- 17.4%	10	- 33.3%	\$166,450	+ 5.3%	\$2.0	- 20.0%
<b>Genesee County</b>	<b>104</b>	<b>+ 7.2%</b>	<b>93</b>	<b>+ 31.0%</b>	<b>\$117,500</b>	<b>+ 2.2%</b>	<b>\$11.2</b>	<b>+ 17.9%</b>
Batavia	47	+ 14.6%	34	+ 3.0%	\$108,295	+ 8.3%	\$3.9	+ 5.4%
<b>Orleans County</b>	<b>132</b>	<b>+ 33.3%</b>	<b>93</b>	<b>+ 6.9%</b>	<b>\$98,000</b>	<b>+ 24.1%</b>	<b>\$9.8</b>	<b>+ 18.1%</b>
<b>Wyoming County</b>	<b>88</b>	<b>+ 11.4%</b>	<b>50</b>	<b>- 2.0%</b>	<b>\$127,200</b>	<b>+ 35.5%</b>	<b>\$6.0</b>	<b>+ 7.1%</b>
<b>Yates County</b>	<b>53</b>	<b>- 30.3%</b>	<b>34</b>	<b>- 2.9%</b>	<b>\$139,000</b>	<b>+ 3.0%</b>	<b>\$7.1</b>	<b>+ 6.0%</b>
<b>Allegany County</b>	<b>78</b>	<b>- 51.3%</b>	<b>51</b>	<b>+ 2.0%</b>	<b>\$64,000</b>	<b>+ 3.2%</b>	<b>\$4.2</b>	<b>- 2.3%</b>
<b>Steuben County</b>	<b>128</b>	<b>+ 25.5%</b>	<b>71</b>	<b>- 10.1%</b>	<b>\$92,000</b>	<b>+ 22.7%</b>	<b>\$8.7</b>	<b>0.0%</b>
<b>Seneca County</b>	<b>69</b>	<b>- 6.8%</b>	<b>48</b>	<b>+ 14.3%</b>	<b>\$92,700</b>	<b>- 19.4%</b>	<b>\$6.8</b>	<b>+ 4.6%</b>
<b>Cayuga County</b>	<b>148</b>	<b>- 14.9%</b>	<b>111</b>	<b>+ 8.8%</b>	<b>\$118,625</b>	<b>+ 7.8%</b>	<b>\$15.8</b>	<b>+ 29.5%</b>
<b>Chautauqua County</b>	<b>335</b>	<b>- 16.0%</b>	<b>233</b>	<b>+ 18.9%</b>	<b>\$90,550</b>	<b>+ 9.1%</b>	<b>\$30.6</b>	<b>+ 28.6%</b>
<b>Cattaraugus County</b>	<b>231</b>	<b>+ 2.7%</b>	<b>143</b>	<b>+ 4.4%</b>	<b>\$90,100</b>	<b>+ 4.2%</b>	<b>\$18.1</b>	<b>+ 16.8%</b>