Quarterly Indicators

Greater Rochester Association of REALTORS®

Q1-2013

With spring here in all its bounty, it's time to renew, refresh and revive our understanding of what's fueling the ongoing market recovery. First, tightened inventory levels combined with strong demand are fueling price gains in many areas. Second, consumer demand is shifting from distressed properties to conventional homes. Third, record-low mortgage rates and rising rents are supporting housing recovery. Let's check the local scene.

New Listings in the Greater Rochester region decreased 5.7 percent to 4,821. Pending Sales were down 8.6 percent to 2,416. Inventory levels shrank 17.0 percent to 4,859 units. Dollar Volume was down 2.4 percent to $246,143,264.

Prices moved higher. The Median Sales Price increased 3.4 percent to $120,000. Percent of Original List Price Received increased 1.4 percent to 92.8. Absorption rates improved as Months Supply of Inventory was down 20.6 percent to 5.4 months.

On the economic front, things inched forward. We saw a minor but important upward revision to Q4-2012 GDP growth that put us back in positive territory. In the political arena, key debates over the deficit, marriage, gun law, immigration reform and tax policy rage onward. The squeaky wheel gets the grease, and with this emerging housing recovery, there are no imminent housing-related bills. Perhaps that's a good thing.

Activity Snapshot

- 17.0%	- 7.2%	+ 3.4%
One-Year Change in **Homes for Sale**	One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**

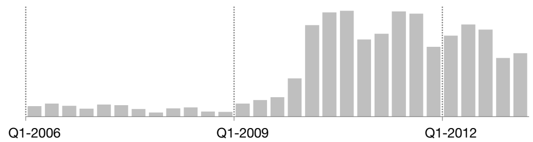
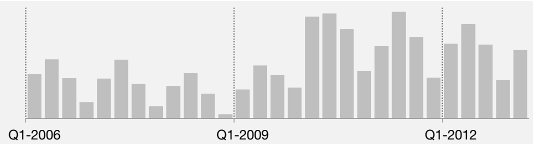
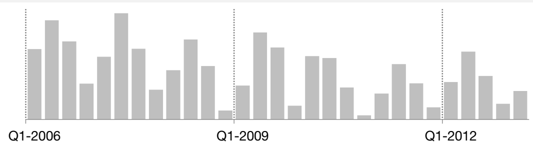
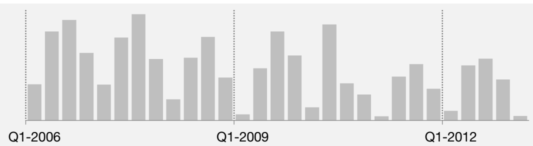
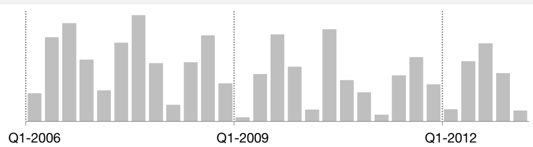
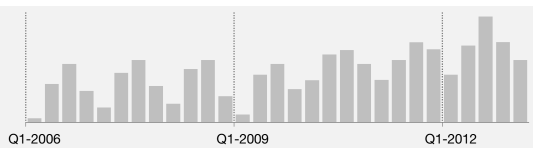
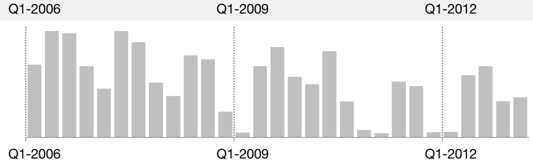
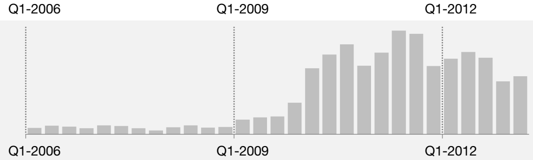
Residential activity in Regional Board Code 'R', comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Click on desired metric to jump to that page.

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	Q1-2012	Q1-2013	Percent Change	Q4-2012	Q1-2013	Percent Change
Homes for Sale		5,855	**4,859**	- 17.0%	4,602	**4,859**	+ 5.6%
New Listings		5,115	**4,821**	- 5.7%	3,456	**4,821**	+ 39.5%
Pending Sales		2,644	**2,416**	- 8.6%	2,087	**2,416**	+ 15.8%
Closed Sales		1,849	**1,715**	- 7.2%	2,663	**1,715**	- 35.6%
$ Volume of Closed Sales (in millions)		$252.2	**$246.1**	- 2.4%	$398.8	**$246.1**	- 38.3%
Median Sales Price		$116,000	**$120,000**	+ 3.4%	$125,000	**$120,000**	- 4.0%
Pct. of Orig. Price Received		91.5%	**92.8%**	+ 1.4%	92.6%	**92.8%**	+ 0.2%
Months Supply		6.8	**5.4**	- 20.6%	5.0	**5.4**	+ 8.0%

Local Market Update for Q1-2013

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)	
	Q1-2013	1-Yr Chg	Q1-2013	1-Yr Chg	Q1-2013	1-Yr Chg	Q1-2013	1-Yr Chg	Q1-2013	1-Yr Chg
Monroe County	**2,546**	**- 21.1%**	**3,173**	**- 6.6%**	**1,162**	**- 4.0%**	**$121,500**	**+ 1.3%**	**$169.9**	**+ 1.1%**
Chili	78	- 33.9%	123	- 15.2%	55	+ 14.6%	$124,900	- 0.3%	$6.8	+ 3.2%
Clarkson	40	+ 100.0%	39	+ 105.3%	6	- 33.3%	$136,213	+ 14.5%	$0.8	- 37.8%
Gates	100	- 24.2%	134	- 14.1%	64	+ 18.5%	$101,500	- 6.0%	$6.2	+ 3.5%
Greece	431	- 7.7%	536	+ 2.1%	200	+ 5.3%	$117,000	+ 6.1%	$26.1	+ 11.0%
Hamlin	34	- 17.1%	41	+ 13.9%	9	- 35.7%	$121,000	- 8.0%	$1.2	- 32.7%
Ogden/Spencerport	77	- 1.3%	103	+ 21.2%	30	- 21.1%	$142,750	+ 24.1%	$4.4	- 15.7%
Parma/Hilton	65	- 11.0%	59	- 9.2%	23	- 37.8%	$133,500	+ 4.3%	$3.4	- 34.4%
Riga/Churchville	10	- 33.3%	20	+ 33.3%	5	- 50.0%	$113,000	- 0.8%	$0.7	- 48.6%
Sweden/Brockport	57	- 5.0%	41	- 18.0%	11	0.0%	$106,000	+ 9.4%	$1.3	+ 20.7%
Wheatland/ Mumford/Scottsville	10	- 37.5%	15	- 6.3%	3	- 25.0%	$123,200	+ 1.9%	$0.4	- 28.9%
Brighton	89	- 37.8%	156	- 14.8%	65	- 4.4%	$146,000	0.0%	$11.1	+ 6.4%
East Rochester	23	- 54.9%	29	- 27.5%	14	+ 133.3%	$80,750	+ 1.6%	$1.1	+ 126.8%
Henrietta	126	- 23.2%	169	+ 5.0%	68	+ 4.6%	$136,950	+ 15.6%	$10.0	+ 17.4%
Irondequoit	221	- 34.0%	302	- 13.2%	108	- 10.0%	$95,050	- 5.0%	$11.7	- 8.6%
Mendon/ Honeoye Falls	62	- 10.1%	42	- 34.4%	16	+ 23.1%	$242,500	+ 32.9%	$5.1	+ 90.5%
Penfield	156	- 34.2%	193	- 15.0%	66	- 12.0%	$164,750	+ 16.8%	$12.4	+ 2.6%
Perinton/Fairport	176	- 31.3%	244	- 12.5%	90	+ 3.4%	$155,500	- 10.6%	$17.6	- 2.7%
Pittsford	150	- 25.7%	211	+ 3.9%	64	- 8.6%	$242,500	- 6.7%	$19.3	- 1.3%
Rush	13	+ 8.3%	15	+ 36.4%	3	- 25.0%	$137,000	+ 27.7%	$0.5	+ 19.4%
Webster	155	- 19.7%	173	- 16.0%	61	- 29.1%	$188,500	+ 15.8%	$12.5	- 19.8%
City of Rochester	473	- 13.4%	528	- 6.5%	201	0.0%	$69,450	+ 9.0%	$17.3	+ 15.9%
Ontario County	**619**	**- 19.2%**	**507**	**- 6.1%**	**173**	**- 9.4%**	**$139,000**	**+ 3.0%**	**$31.4**	**- 2.1%**
Canandaigua	155	- 13.4%	123	- 9.6%	28	- 33.3%	$136,500	+ 1.1%	$5.4	- 15.8%
Victor	90	- 17.4%	105	- 9.5%	26	- 38.1%	$302,500	+ 20.0%	$8.4	- 26.1%
Livingston County	**265**	**- 13.7%**	**178**	**- 22.3%**	**62**	**- 15.1%**	**$137,650**	**+ 37.7%**	**$8.4**	**- 4.0%**
Avon & Geneseo	53	- 13.1%	37	- 21.3%	13	- 13.3%	$185,000	+ 41.5%	$2.4	- 3.3%
Wayne County	**497**	**- 4.4%**	**374**	**+ 2.5%**	**113**	**- 22.1%**	**$118,500**	**+ 0.7%**	**$13.4**	**- 25.1%**
Macedon	33	- 29.8%	33	- 21.4%	18	+ 100.0%	$130,000	+ 14.8%	$2.1	+ 107.4%
Genesee County	**92**	**- 1.1%**	**66**	**- 2.9%**	**33**	**+ 37.5%**	**$86,000**	**- 14.0%**	**$3.0**	**+ 20.8%**
Batavia	31	+ 10.7%	20	+ 33.3%	8	+ 14.3%	$91,375	+ 32.4%	$0.8	+ 41.2%
Orleans County	**187**	**- 11.0%**	**137**	**+ 3.0%**	**48**	**- 12.7%**	**$94,900**	**+ 24.9%**	**$4.6**	**- 2.4%**
Wyoming County	**40**	**- 18.4%**	**24**	**+ 33.3%**	**4**	**- 50.0%**	**$84,000**	**+ 64.7%**	**$0.3**	**- 41.1%**
Yates County	**172**	**- 4.4%**	**95**	**- 1.0%**	**36**	**- 29.4%**	**$110,850**	**- 6.5%**	**$4.6**	**- 46.9%**
Allegany County	**30**	**0.0%**	**16**	**+ 14.3%**	**5**	**+ 66.7%**	**$68,900**	**- 19.9%**	**$0.3**	**+ 17.1%**
Steuben County	**182**	**- 5.7%**	**94**	**- 1.1%**	**29**	**+ 31.8%**	**$90,000**	**+ 20.0%**	**$2.9**	**+ 27.1%**
Seneca County	**104**	**- 36.2%**	**76**	**- 24.0%**	**24**	**- 27.3%**	**$101,250**	**+ 6.4%**	**$4.3**	**+ 22.5%**

Marketwatch Report
Q1-2013

County Overview

	Homes for Sale		New Listings		Closed Sales		Median Sales Price		$ Vol of Closed Sales (in millions)	
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