

Marketwatch Report

Q3-2019



County Overview

| | Homes for Sale | | New Listings | | Closed Sales | | Median Sales Price | | \$ Vol of Closed Sales (in millions) | |
|--------------------------|----------------|-----------|--------------|-----------|--------------|-----------|--------------------|-----------|---|-----------|
| | Q3-2019 | 1-Yr Chg | Q3-2019 | 1-Yr Chg | Q3-2019 | 1-Yr Chg | Q3-2019 | 1-Yr Chg | Q3-2019 | 1-Yr Chg |
| Monroe County | 1,346 | ↓ - 9.9% | 3,257 | ↓ - 0.1% | 2,677 | ↓ - 3.3% | \$165,000 | ↑ + 9.3% | \$518.7 | ↑ + 4.5% |
| Ontario County | 451 | ↓ - 7.0% | 639 | ↑ + 14.1% | 422 | ↑ + 17.2% | \$199,900 | ↑ + 11.1% | \$102.7 | ↑ + 33.4% |
| Livingston County | 169 | ↑ + 1.2% | 226 | ↓ - 7.8% | 182 | ↑ + 7.1% | \$148,400 | ↑ + 2.3% | \$31.9 | ↑ + 13.9% |
| Wayne County | 276 | ↑ + 3.0% | 398 | ↑ + 0.8% | 315 | ↑ + 11.7% | \$145,000 | → 0.0% | \$47.7 | ↑ + 10.7% |
| Genesee County | 117 | ↑ + 2.6% | 213 | ↑ + 26.8% | 126 | ↓ - 7.4% | \$129,950 | ↑ + 4.0% | \$17.7 | ↓ - 1.5% |
| Orleans County | 128 | ↓ - 28.9% | 184 | ↓ - 8.9% | 124 | → 0.0% | \$110,801 | ↑ + 19.1% | \$14.4 | ↑ + 4.2% |
| Wyoming County | 119 | ↑ + 7.2% | 144 | ↑ + 22.0% | 112 | → 0.0% | \$133,500 | ↑ + 23.0% | \$15.9 | ↑ + 12.4% |
| Yates County | 128 | ↑ + 4.9% | 133 | ↑ + 30.4% | 74 | ↓ - 3.9% | \$177,000 | ↓ - 6.8% | \$22.1 | ↑ + 0.4% |
| Allegany County | 187 | ↓ - 13.0% | 133 | ↓ - 1.5% | 85 | ↑ + 14.9% | \$89,470 | ↑ + 14.1% | \$8.8 | ↑ + 29.5% |
| Steuben County | 221 | ↑ + 3.8% | 203 | ↓ - 1.0% | 106 | ↑ + 17.8% | \$100,000 | ↓ - 5.4% | \$17.2 | ↑ + 43.7% |
| Seneca County | 84 | ↓ - 14.3% | 98 | ↑ + 3.2% | 78 | ↑ + 21.9% | \$133,939 | ↑ + 3.4% | \$13.2 | ↑ + 46.2% |
| Cayuga County | 313 | ↑ + 10.6% | 257 | ↓ - 3.0% | 197 | → 0.0% | \$137,270 | ↑ + 3.4% | \$31.9 | ↑ + 2.2% |

Activity Overview

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



| Key Metrics | Historical Sparkbars | 09-2018 | 09-2019 | Percent Change | YTD 2018 | YTD 2019 | Percent Change |
|---|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| Homes for Sale | | 3,757 | 3,541 | - 5.7% | -- | -- | -- |
| New Listings | | 1,693 | 1,817 | + 7.3% | 16,778 | 16,549 | - 1.4% |
| Pending Sales | | 1,264 | 1,204 | - 4.7% | 11,887 | 12,067 | + 1.5% |
| Closed Sales | | 1,236 | 1,308 | + 5.8% | 10,911 | 10,750 | - 1.5% |
| \$ Volume of Closed Sales (in millions) | | \$205.4 | \$236.6 | + 15.2% | \$1,807.3 | \$1,882.4 | + 4.2% |
| Median Sales Price | | \$141,000 | \$152,222 | + 8.0% | \$140,000 | \$148,000 | + 5.7% |
| Pct. of Orig. Price Received | | 96.0% | 97.4% | + 1.5% | 96.1% | 96.9% | + 0.8% |
| Months Supply of Inventory | | 3.1 | 2.9 | - 6.5% | -- | -- | -- |
| Housing Affordability Index | | 215 | 200 | - 7.0% | 216 | 206 | - 4.6% |

Local Market Update for September 2019

A RESEARCH TOOL FROM UNYREIS



Activity Overview

| Area | Homes for Sale | | New Listings | | Closed Sales | | Median Sales Price | | \$ Vol of Closed Sales (in millions) | |
|-------------------------------|----------------|----------------|--------------|----------------|--------------|----------------|--------------------|----------------|---|-----------------|
| | 09-2019 | 1-Yr Chg | 09-2019 | 1-Yr Chg | 09-2019 | 1-Yr Chg | 09-2019 | 1-Yr Chg | 09-2019 | 1-Yr Chg |
| Monroe County | 1,346 | - 9.9% | 1,020 | + 0.9% | 730 | - 2.3% | \$161,000 | + 10.3% | \$136.1 | + 7.9% |
| Chili | 40 | + 5.3% | 43 | + 43.3% | 23 | - 32.4% | \$142,500 | - 1.0% | \$3.7 | - 30.2% |
| Clarkson | 10 | - 9.1% | 4 | 0.0% | 3 | - 62.5% | \$230,000 | + 32.2% | \$0.7 | - 50.0% |
| Gates | 53 | + 17.8% | 51 | + 13.3% | 27 | - 3.6% | \$130,000 | + 5.3% | \$3.6 | + 5.9% |
| Greece | 205 | - 2.8% | 166 | - 1.2% | 130 | - 5.1% | \$148,250 | + 13.2% | \$20.5 | + 5.1% |
| Hamlin | 18 | - 5.3% | 10 | - 16.7% | 6 | + 50.0% | \$149,950 | - 17.3% | \$1.0 | + 25.0% |
| Ogden/Spencerport | 26 | - 25.7% | 26 | + 23.8% | 15 | - 21.1% | \$225,000 | + 32.4% | \$3.6 | - 2.7% |
| Parma/Hilton | 62 | - 29.5% | 23 | + 4.5% | 26 | + 13.0% | \$162,000 | + 8.0% | \$4.7 | + 4.4% |
| Riga/Churchville | 8 | - 27.3% | 3 | - 66.7% | 6 | + 20.0% | \$132,950 | - 1.5% | \$0.9 | + 28.6% |
| Sweden/Brockport | 20 | - 50.0% | 7 | - 72.0% | 14 | + 100.0% | \$134,950 | - 6.9% | \$2.1 | + 162.5% |
| Wheatland/Mumford/Scottsville | 9 | + 50.0% | 5 | 0.0% | 7 | + 40.0% | \$143,500 | + 5.5% | \$1.0 | + 66.7% |
| Brighton | 47 | - 20.3% | 47 | + 4.4% | 43 | + 26.5% | \$177,000 | - 5.7% | \$8.9 | + 9.9% |
| East Rochester | 8 | - 50.0% | 8 | - 20.0% | 6 | - 33.3% | \$78,500 | - 33.4% | \$0.6 | - 40.0% |
| Henrietta | 55 | - 16.7% | 40 | - 25.9% | 44 | - 2.2% | \$175,750 | + 4.0% | \$8.2 | + 3.8% |
| Irondequoit | 106 | - 19.1% | 94 | - 9.6% | 60 | - 20.0% | \$131,251 | + 0.2% | \$8.3 | - 17.8% |
| Mendon/Honeoye Falls | 39 | - 9.3% | 25 | + 56.3% | 9 | + 50.0% | \$273,000 | + 14.9% | \$2.3 | + 53.3% |
| Penfield | 71 | - 9.0% | 54 | - 6.9% | 50 | - 2.0% | \$228,830 | + 7.4% | \$12.2 | + 1.7% |
| Perinton/Fairport | 129 | + 1.6% | 101 | + 32.9% | 64 | + 39.1% | \$221,500 | - 5.7% | \$15.9 | + 40.7% |
| Pittsford | 103 | - 8.0% | 56 | + 7.7% | 39 | + 14.7% | \$320,000 | + 24.9% | \$12.7 | + 27.0% |
| Rush | 12 | + 50.0% | 7 | 0.0% | 2 | - 60.0% | \$210,000 | - 8.7% | \$0.4 | - 63.6% |
| Webster | 121 | + 7.1% | 86 | + 11.7% | 52 | + 15.6% | \$236,000 | + 2.7% | \$12.8 | + 24.3% |
| City of Rochester | 204 | - 13.9% | 164 | - 4.1% | 104 | - 18.1% | \$100,500 | + 15.5% | \$11.7 | - 0.8% |
| Ontario County | 451 | - 7.0% | 206 | + 31.2% | 129 | + 27.7% | \$176,000 | + 9.3% | \$27.8 | + 41.8% |
| Canandaigua | 116 | - 4.1% | 51 | + 30.8% | 21 | + 10.5% | \$229,900 | + 15.0% | \$5.4 | + 28.6% |
| Victor | 79 | - 19.4% | 33 | + 3.1% | 20 | + 33.3% | \$304,400 | + 92.7% | \$6.2 | + 106.7% |
| Livingston County | 169 | + 1.2% | 74 | 0.0% | 64 | + 56.1% | \$143,000 | - 11.4% | \$11.1 | + 58.6% |
| Avon & Geneseo | 32 | - 20.0% | 9 | - 43.8% | 14 | + 16.7% | \$183,000 | + 21.8% | \$2.7 | + 22.7% |
| Wayne County | 276 | + 3.0% | 135 | + 15.4% | 99 | + 13.8% | \$134,620 | + 0.5% | \$14.0 | + 10.2% |
| Macedon | 15 | 0.0% | 11 | + 57.1% | 4 | - 50.0% | \$211,000 | - 3.3% | \$0.8 | - 50.0% |
| Genesee County | 117 | + 2.6% | 71 | + 61.4% | 35 | - 5.4% | \$119,900 | + 7.1% | \$4.8 | 0.0% |
| Batavia | 44 | - 26.7% | 29 | + 45.0% | 15 | + 36.4% | \$90,100 | - 18.0% | \$1.8 | + 28.6% |
| Orleans County | 128 | - 28.9% | 45 | + 28.6% | 39 | + 8.3% | \$114,900 | + 27.7% | \$4.7 | + 4.4% |
| Wyoming County | 119 | + 7.2% | 35 | - 12.5% | 35 | + 29.6% | \$143,716 | + 36.9% | \$5.8 | + 81.3% |
| Yates County | 128 | + 4.9% | 29 | + 7.4% | 29 | - 6.5% | \$162,960 | - 11.9% | \$8.2 | - 11.8% |
| Allegany County | 187 | - 13.0% | 43 | + 22.9% | 25 | - 3.8% | \$103,000 | + 24.8% | \$3.0 | + 36.4% |
| Steuben County | 221 | + 3.8% | 61 | + 10.9% | 34 | + 21.4% | \$108,000 | + 25.6% | \$5.6 | + 100.0% |
| Seneca County | 84 | - 14.3% | 24 | + 4.3% | 25 | + 92.3% | \$170,877 | - 7.6% | \$5.4 | + 125.0% |
| Cayuga County | 313 | + 10.6% | 74 | 0.0% | 63 | + 5.0% | \$140,000 | - 3.4% | \$10.0 | - 4.8% |
| Chautauqua County | 623 | - 4.6% | 159 | + 17.8% | 120 | + 10.1% | \$133,000 | + 39.3% | \$19.7 | + 35.9% |
| Cattaraugus County | 478 | - 15.2% | 101 | + 17.4% | 51 | - 12.1% | \$110,000 | + 17.5% | \$6.4 | - 8.6% |

Local Market Update for September 2019

A RESEARCH TOOL FROM UNYREIS



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 |
| Monroe County | 9,331 | - 2.4% | 6,524 | - 2.1% | \$154,950 | + 5.4% | \$1,187.3 | + 3.4% |
| Chili | 331 | - 7.0% | 259 | - 10.1% | \$149,500 | + 1.2% | \$41.6 | - 8.4% |
| Clarkson | 75 | 0.0% | 48 | - 14.3% | \$165,000 | + 8.6% | \$8.1 | - 9.0% |
| Gates | 392 | + 4.0% | 287 | - 2.0% | \$125,000 | + 4.3% | \$36.3 | + 4.0% |
| Greece | 1,470 | - 4.8% | 1,051 | - 6.8% | \$142,250 | + 7.0% | \$162.6 | - 1.0% |
| Hamlin | 117 | + 19.4% | 62 | + 12.7% | \$129,950 | + 8.4% | \$8.7 | + 33.8% |
| Ogden/Spencerport | 218 | 0.0% | 164 | + 3.8% | \$190,000 | + 19.5% | \$33.6 | + 17.1% |
| Parma/Hilton | 252 | + 5.9% | 166 | + 12.9% | \$161,000 | - 3.6% | \$30.7 | + 14.6% |
| Riga/Churchville | 51 | - 1.9% | 34 | 0.0% | \$167,000 | + 24.6% | \$5.9 | + 15.7% |
| Sweden/Brockport | 157 | + 24.6% | 118 | + 38.8% | \$148,500 | + 9.2% | \$17.4 | + 41.5% |
| Wheatland/Mumford/Scottsville | 53 | + 1.9% | 38 | - 11.6% | \$143,500 | + 6.3% | \$5.6 | - 8.2% |
| Brighton | 427 | - 4.0% | 334 | + 3.1% | \$195,000 | + 0.1% | \$79.1 | + 1.9% |
| East Rochester | 88 | - 18.5% | 71 | - 4.1% | \$110,000 | + 14.6% | \$7.7 | + 1.3% |
| Henrietta | 488 | + 5.6% | 333 | - 10.0% | \$168,201 | + 8.5% | \$62.0 | - 2.7% |
| Irondequoit | 849 | - 8.2% | 658 | - 6.8% | \$131,000 | + 1.4% | \$90.4 | - 4.8% |
| Mendon/Honeoye Falls | 150 | + 5.6% | 83 | + 13.7% | \$297,500 | + 10.6% | \$26.1 | + 19.2% |
| Penfield | 519 | - 13.9% | 384 | - 3.0% | \$230,000 | + 2.3% | \$94.2 | - 0.8% |
| Perinton/Fairport | 800 | + 8.5% | 525 | + 7.4% | \$220,000 | + 0.6% | \$129.3 | + 11.4% |
| Pittsford | 607 | - 4.7% | 356 | + 2.3% | \$307,000 | + 4.1% | \$123.0 | + 4.4% |
| Rush | 49 | + 2.1% | 27 | - 10.0% | \$260,000 | + 27.8% | \$7.0 | - 4.1% |
| Webster | 730 | + 0.3% | 418 | - 1.6% | \$209,525 | + 6.9% | \$95.3 | + 2.3% |
| City of Rochester | 1,508 | - 5.0% | 1,108 | - 3.1% | \$95,000 | + 11.8% | \$122.7 | + 7.8% |
| Ontario County | 1,841 | + 4.8% | 970 | + 4.5% | \$187,730 | + 9.8% | \$226.0 | + 14.4% |
| Canandaigua | 436 | + 10.7% | 200 | + 7.0% | \$230,000 | + 15.0% | \$52.5 | + 19.6% |
| Victor | 342 | - 22.1% | 207 | + 1.0% | \$290,000 | + 5.5% | \$63.2 | + 6.8% |
| Livingston County | 664 | + 3.4% | 419 | - 1.9% | \$144,000 | + 10.8% | \$68.7 | + 6.7% |
| Avon & Geneseo | 136 | - 5.6% | 101 | + 4.1% | \$169,900 | + 14.6% | \$18.6 | + 9.4% |
| Wayne County | 1,049 | - 5.2% | 737 | + 6.3% | \$134,900 | - 0.8% | \$107.5 | + 7.0% |
| Macedon | 89 | - 4.3% | 67 | 0.0% | \$161,650 | - 11.2% | \$11.0 | - 9.8% |
| Genesee County | 487 | + 8.2% | 291 | - 13.4% | \$120,000 | + 4.3% | \$38.6 | - 5.6% |
| Batavia | 205 | + 2.0% | 124 | - 1.6% | \$105,500 | + 0.5% | \$14.5 | + 1.4% |
| Orleans County | 451 | - 17.4% | 300 | - 11.2% | \$101,414 | + 9.0% | \$32.0 | - 9.6% |
| Wyoming County | 382 | + 1.3% | 223 | - 7.5% | \$122,500 | + 26.9% | \$29.1 | + 5.1% |
| Yates County | 349 | + 2.9% | 167 | - 11.2% | \$169,250 | - 2.0% | \$43.3 | - 11.8% |
| Allegany County | 447 | - 0.9% | 227 | - 2.2% | \$82,450 | + 8.6% | \$20.6 | + 12.0% |
| Steuben County | 505 | - 0.4% | 263 | + 4.4% | \$89,900 | - 8.3% | \$36.2 | - 3.7% |
| Seneca County | 273 | + 1.1% | 177 | + 4.1% | \$117,500 | + 2.0% | \$27.2 | + 24.2% |
| Cayuga County | 760 | + 0.5% | 440 | + 2.6% | \$130,000 | + 1.6% | \$64.2 | 0.0% |
| Chautauqua County | 1,588 | + 5.4% | 880 | + 6.5% | \$102,000 | + 14.4% | \$125.2 | + 24.7% |
| Cattaraugus County | 874 | + 1.3% | 510 | + 2.8% | \$89,900 | + 9.0% | \$59.9 | + 5.5% |