

Marketwatch Report

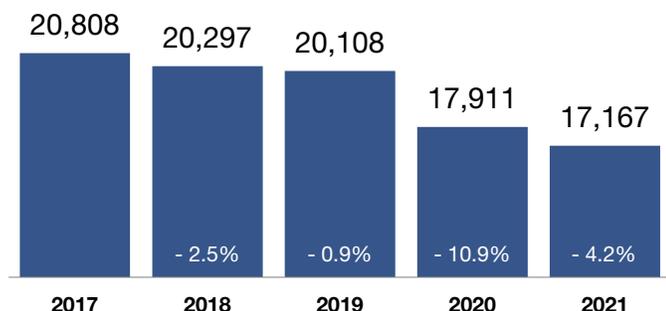
Q4-2021



County Overview

	Homes for Sale		New Listings		Closed Sales		Median Sales Price		\$ Vol of Closed Sales (in millions)	
	Q4-2021	1-Yr Chg	Q4-2021	1-Yr Chg	Q4-2021	1-Yr Chg	Q4-2021	1-Yr Chg	Q4-2021	1-Yr Chg
Monroe County	310	↓ - 28.2%	1,673	↓ - 15.3%	2,389	↓ - 10.4%	\$187,500	↑ + 7.1%	\$534.1	↓ - 2.7%
Ontario County	144	↓ - 33.0%	297	↓ - 21.6%	369	↓ - 12.8%	\$230,000	↑ + 4.5%	\$108.8	↓ - 8.1%
Livingston County	52	↓ - 21.2%	115	↑ + 10.6%	177	↑ + 6.6%	\$174,500	↑ + 5.8%	\$36.0	↑ + 14.2%
Wayne County	76	↓ - 16.5%	224	↓ - 2.6%	283	↓ - 6.3%	\$175,000	↑ + 7.2%	\$56.7	↑ + 1.5%
Genesee County	26	↓ - 36.6%	104	↓ - 9.6%	147	↓ - 0.7%	\$175,000	↑ + 23.7%	\$28.7	↑ + 22.6%
Orleans County	40	↓ - 14.9%	91	↓ - 4.2%	103	↓ - 27.5%	\$145,000	↑ + 9.8%	\$15.1	↓ - 23.2%
Wyoming County	37	↓ - 2.6%	74	↑ + 7.2%	96	↓ - 11.1%	\$153,500	↑ + 13.1%	\$17.1	↓ - 2.8%
Yates County	24	↓ - 52.0%	46	↓ - 43.9%	71	↓ - 23.7%	\$310,000	↑ + 36.0%	\$34.4	↑ + 7.8%
Allegany County	64	↓ - 7.2%	78	↑ + 14.7%	110	↑ + 4.8%	\$110,000	↑ + 6.8%	\$15.2	↑ + 19.7%
Steuben County	84	↓ - 20.0%	117	↑ + 17.0%	130	↓ - 0.8%	\$140,000	↑ + 4.5%	\$26.8	↑ + 6.3%
Seneca County	29	↓ - 25.6%	63	↓ - 1.6%	69	↓ - 13.8%	\$140,000	↓ - 6.7%	\$18.9	↑ + 32.6%
Cayuga County	120	↑ + 7.1%	157	↑ + 3.3%	194	↓ - 24.2%	\$175,000	↑ + 9.4%	\$40.9	↓ - 24.1%

New Listings



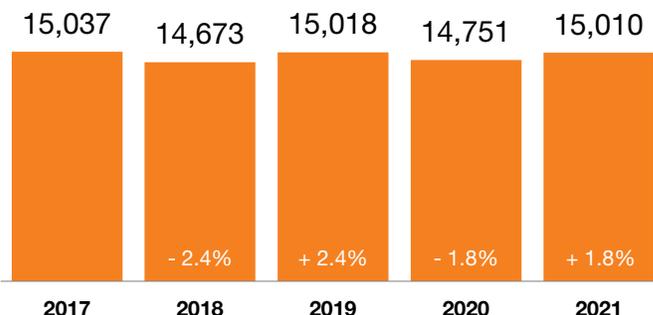
Top 5 Areas: Change in New Listings from 2020

Wheatland/Mumford/Scottsville	+ 52.0%
East Rochester	+ 24.1%
Macedon	+ 12.7%
Parma/Hilton	+ 10.9%
Genesee County	+ 9.5%

Bottom 5 Areas: Change in New Listings from 2020

Hamlin	- 26.7%
Rush	- 25.0%
Riga/Churchville	- 23.9%
Henrietta	- 22.1%
Ontario County	- 20.5%

Pending Sales



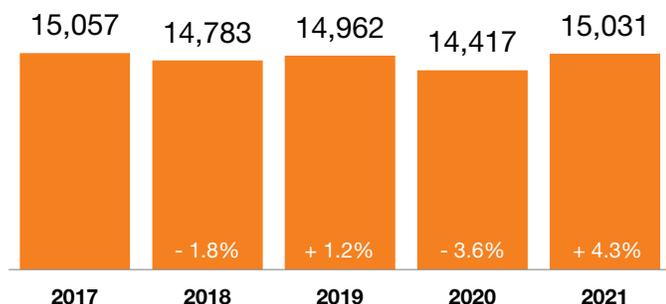
Top 5 Areas: Change in Pending Sales from 2020

Wheatland/Mumford/Scottsville	+ 50.0%
East Rochester	+ 25.3%
Avon and Geneseo	+ 22.0%
Pittsford	+ 17.0%
Clarkson	+ 15.3%

Bottom 5 Areas: Change in Pending Sales from 2020

Rush	- 34.8%
Hamlin	- 18.2%
Riga/Churchville	- 13.8%
Orleans County	- 10.1%
Perinton/Fairport	- 9.5%

Closed Sales



Top 5 Areas: Change in Closed Sales from 2020

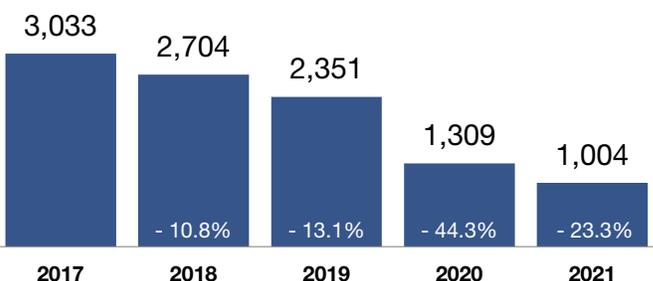
Wheatland/Mumford/Scottsville	+ 54.1%
East Rochester	+ 28.0%
Allegany County	+ 21.7%
Clarkson	+ 20.3%
Avon and Geneseo	+ 16.7%

Bottom 5 Areas: Change in Closed Sales from 2020

Rush	- 26.7%
Perinton/Fairport	- 12.9%
Hamlin	- 11.0%
Mendon/Honeoye Falls	- 10.6%
Canandaigua	- 10.5%

Inventory of Homes for Sale

At the end of the year.



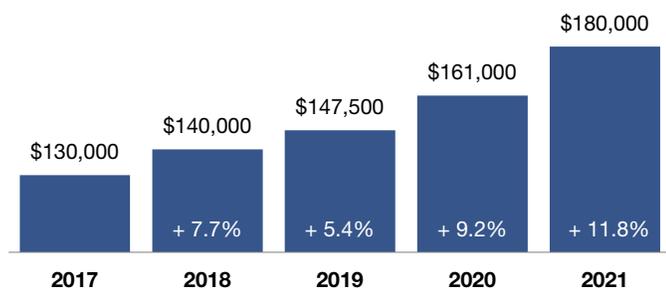
Top 5 Areas: Change in Inventory of Homes for Sale from 2020

Wheatland/Mumford/Scottsville	+ 400.0%
Chili	+ 66.7%
Brighton	+ 18.2%
Chautauqua County	+ 4.4%
Macedon	0.0%

Bottom 5 Areas: Change in Inventory of Homes for Sale from 2020

Hamlin	- 71.4%
Ogden/Spencerport	- 71.4%
East Rochester	- 66.7%
Penfield	- 66.7%
Riga/Churchville	- 66.7%

Median Sales Price



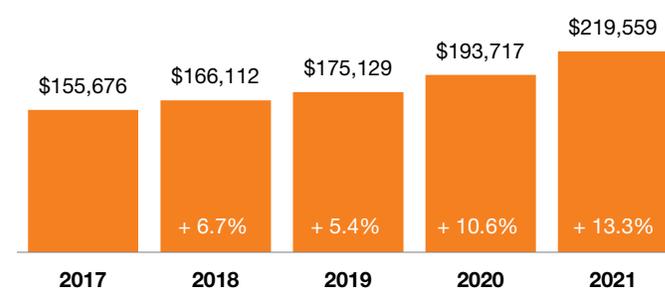
Top 5 Areas: Change in Median Sales Price from 2020

Clarkson	+ 23.5%
Yates County	+ 22.3%
East Rochester	+ 20.7%
Steuben County	+ 18.8%
Macedon	+ 17.9%

Bottom 5 Areas: Change in Median Sales Price from 2020

Victor	- 2.2%
Parma/Hilton	+ 3.6%
Wheatland/Mumford/Scottsville	+ 6.1%
Seneca County	+ 6.2%
Ogden/Spencerport	+ 6.6%

Average Sales Price



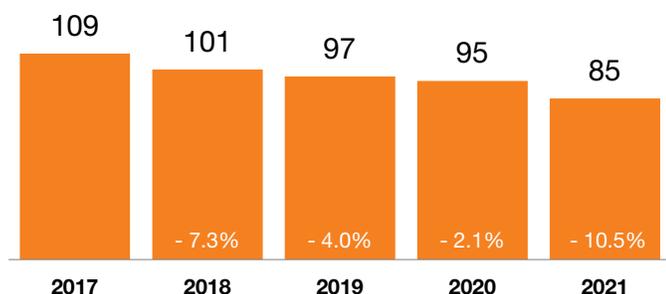
Top 5 Areas: Change in Average Sales Price from 2020

Clarkson	+ 32.0%
Seneca County	+ 27.3%
Batavia	+ 27.0%
Yates County	+ 24.9%
East Rochester	+ 23.3%

Bottom 5 Areas: Change in Average Sales Price from 2020

Rush	- 0.4%
Avon and Geneseo	+ 1.8%
Victor	+ 3.5%
Hamlin	+ 3.7%
Wheatland/Mumford/Scottsville	+ 4.3%

List to Close



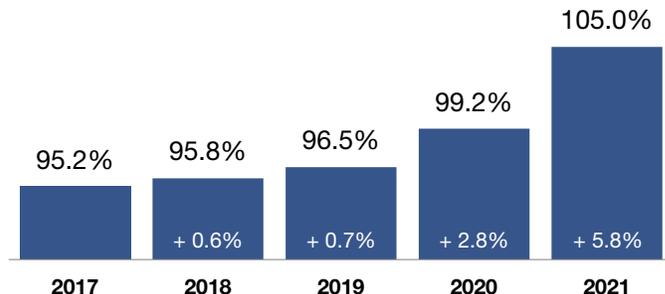
Top 5 Areas: Change in List to Close from 2020

Clarkson	+ 14.3%
Hamlin	+ 9.4%
Ogden/Spencerport	- 1.3%
Penfield	- 1.3%
Gates	- 1.4%

Bottom 5 Areas: Change in List to Close from 2020

Sweden/Brockport	- 24.7%
East Rochester	- 24.5%
Yates County	- 21.3%
Parma/Hilton	- 18.0%
Macedon	- 17.1%

Percent of Original List Price Received



Top 5 Areas: Change in Percent of Original List Price Received from 2020

East Rochester	+ 11.0%
Wheatland/Mumford/Scottsville	+ 9.0%
Pittsford	+ 7.9%
Perinton/Fairport	+ 7.8%
Penfield	+ 7.5%

Bottom 5 Areas: Change in Percent of Original List Price Received from 2020

Chautauqua County	+ 2.6%
Rush	+ 3.1%
Allegany County	+ 3.1%
Genesee County	+ 3.1%
Hamlin	+ 3.4%

Area Overviews



	Total Closed Sales	Change from 2020	Percent Single Family	Percent Condominium	Median Showings per Listing	Homes for Sale	Months Supply of Inventory	List to Close	Pct. of Orig. Price Received
Monroe County	8,810	+ 4.0%	91.4%	8.6%	18.1	309	0.4	72	108.6%
Chili	363	+ 9.7%	90.6%	9.4%	18.5	10	0.3	66	109.4%
Clarkson	71	+ 20.3%	100.0%	0.0%	12.3	2	0.3	88	104.9%
Gates	452	+ 13.3%	90.7%	9.3%	19.5	18	0.5	70	109.0%
Greece	1,425	+ 3.1%	94.3%	5.7%	19.2	38	0.3	69	108.8%
Hamlin	73	- 11.0%	98.6%	1.4%	12.1	2	0.3	93	102.1%
Ogden (Spencerport Village)	217	+ 13.6%	94.9%	5.1%	16.2	4	0.2	74	107.1%
Parma (Hilton Village)	190	- 2.6%	97.4%	2.6%	14.1	10	0.6	91	107.5%
Riga (Churchville Village)	56	0.0%	76.8%	23.2%	12.9	1	0.2	66	104.3%
Sweden (Brockport Village)	144	+ 14.3%	82.6%	17.4%	12.9	3	0.3	70	107.2%
Wheatland (Mumford Village, Scottsville Village)	57	+ 54.1%	93.0%	7.0%	15.3	10	1.8	77	110.7%
Brighton (West Brighton)	399	- 5.7%	84.0%	16.0%	17.8	13	0.4	65	108.0%
East Rochester	96	+ 28.0%	81.3%	18.8%	17.7	2	0.2	71	111.8%
Henrietta (West Henrietta)	464	- 1.9%	92.2%	7.8%	21.6	15	0.4	70	109.5%
Irondequoit (East and West)	879	+ 4.1%	96.2%	3.8%	21.5	15	0.2	67	111.3%
Mendon (Honeoye Falls Village)	118	- 10.6%	93.2%	6.8%	14.4	7	0.7	75	105.5%
Penfield	514	+ 9.1%	82.9%	17.1%	19.2	9	0.2	74	108.4%
Perinton (Fairport Village)	617	- 12.9%	81.0%	19.0%	18.8	12	0.2	67	109.0%
Pittsford (Pittsford Village)	462	+ 15.8%	90.3%	9.7%	16.3	23	0.6	73	106.7%
Rush	33	- 26.7%	100.0%	0.0%	16.3	3	1.1	71	104.7%
Webster (Webster Village)	573	+ 6.1%	88.8%	11.2%	17.9	19	0.4	73	107.1%
City of Rochester	1,607	+ 6.9%	95.8%	4.2%	16.1	93	0.7	77	108.4%
Ontario County	1,328	+ 2.0%	89.8%	10.2%	10.9	143	1.3	95	101.6%
Canandaigua	247	- 10.5%	87.9%	12.1%	11.4	28	1.3	83	103.7%
Victor	280	+ 6.9%	80.0%	20.0%	10.9	35	1.6	90	102.6%
Livingston County	556	+ 6.1%	99.1%	0.9%	7.5	51	1.1	94	99.9%
Avon & Geneseo	119	+ 16.7%	99.2%	0.8%	7.0	7	0.7	96	99.6%
Wayne County	1,023	+ 4.2%	98.4%	1.6%	11.3	74	0.9	86	104.7%
Macedon	85	+ 16.4%	92.9%	7.1%	14.1	3	0.4	68	107.6%
Genesee County	536	+ 11.9%	100.0%	0.0%	7.8	26	0.6	90	99.8%
Batavia	241	+ 15.9%	100.0%	0.0%	7.5	7	0.4	86	99.7%
Orleans County	432	- 4.2%	100.0%	0.0%	7.7	40	1.1	100	100.4%
Wyoming County	346	+ 8.5%	100.0%	0.0%	7.7	37	1.2	106	100.1%
Yates County	258	- 0.4%	99.6%	0.4%	6.1	24	1.2	107	98.8%
Allegany County	365	+ 21.7%	100.0%	0.0%	4.0	64	2.1	157	94.0%
Steuben County	436	+ 8.5%	98.6%	1.4%	3.1	83	2.2	129	95.6%
Seneca County	252	+ 6.3%	100.0%	0.0%	9.5	29	1.4	112	99.1%
Cayuga County	886	+ 14.2%	85.8%	14.2%	6.8	144	1.9	141	95.4%

Area Historical Median Prices



	2017	2018	2019	2020	2021	Change From 2020	Change From 2017
Monroe County	\$138,000	\$146,855	\$154,000	\$170,000	\$190,100	+ 11.8%	+ 37.8%
Chili	\$139,900	\$147,000	\$154,000	\$172,000	\$190,000	+ 10.5%	+ 35.8%
Clarkson	\$148,950	\$150,000	\$162,500	\$170,000	\$209,900	+ 23.5%	+ 40.9%
Gates	\$117,000	\$119,000	\$126,050	\$145,000	\$160,000	+ 10.3%	+ 36.8%
Greece	\$125,000	\$133,000	\$142,000	\$155,000	\$175,000	+ 12.9%	+ 40.0%
Hamlin	\$115,000	\$120,000	\$128,000	\$149,500	\$167,000	+ 11.7%	+ 45.2%
Ogden (Spencerport Village)	\$149,900	\$163,750	\$183,500	\$197,000	\$210,000	+ 6.6%	+ 40.1%
Parma (Hilton Village)	\$149,900	\$164,950	\$162,500	\$200,000	\$207,250	+ 3.6%	+ 38.3%
Riga (Churchville Village)	\$173,500	\$134,000	\$174,900	\$190,000	\$205,000	+ 7.9%	+ 18.2%
Sweden (Brockport Village)	\$135,500	\$130,000	\$142,000	\$150,000	\$172,000	+ 14.7%	+ 26.9%
Wheatland (Mumford Village, Scottsville Village)	\$125,000	\$132,950	\$143,750	\$164,900	\$175,000	+ 6.1%	+ 40.0%
Brighton (West Brighton)	\$175,000	\$195,000	\$195,000	\$227,000	\$250,000	+ 10.1%	+ 42.9%
East Rochester	\$95,000	\$104,450	\$104,500	\$117,000	\$141,250	+ 20.7%	+ 48.7%
Henrietta (West Henrietta)	\$150,500	\$155,000	\$168,201	\$182,000	\$211,000	+ 15.9%	+ 40.2%
Irondequoit (East and West)	\$118,000	\$129,900	\$132,000	\$150,000	\$169,000	+ 12.7%	+ 43.2%
Mendon (Honeoye Falls Village)	\$269,000	\$263,500	\$275,000	\$302,040	\$340,000	+ 12.6%	+ 26.4%
Penfield	\$197,750	\$217,800	\$240,000	\$242,500	\$280,750	+ 15.8%	+ 42.0%
Perinton (Fairport Village)	\$202,500	\$217,700	\$220,000	\$240,000	\$280,500	+ 16.9%	+ 38.5%
Pittsford (Pittsford Village)	\$296,000	\$291,000	\$300,000	\$346,000	\$403,525	+ 16.6%	+ 36.3%
Rush	\$201,000	\$208,250	\$240,000	\$250,000	\$268,975	+ 7.6%	+ 33.8%
Webster (Webster Village)	\$194,000	\$200,000	\$205,900	\$234,920	\$270,000	+ 14.9%	+ 39.2%
City of Rochester	\$77,000	\$85,278	\$95,000	\$112,500	\$130,000	+ 15.6%	+ 68.8%
Ontario County	\$155,500	\$174,000	\$183,000	\$203,000	\$224,900	+ 10.8%	+ 44.6%
Canandaigua	\$195,000	\$215,000	\$229,900	\$242,500	\$276,000	+ 13.8%	+ 41.5%
Victor	\$262,500	\$269,000	\$291,000	\$338,380	\$331,000	- 2.2%	+ 26.1%
Livingston County	\$130,000	\$130,000	\$143,750	\$155,050	\$170,001	+ 9.6%	+ 30.8%
Avon & Geneseo	\$160,000	\$148,250	\$166,750	\$188,500	\$210,000	+ 11.4%	+ 31.3%
Wayne County	\$124,900	\$135,000	\$137,500	\$149,000	\$172,500	+ 15.8%	+ 38.1%
Macedon	\$151,500	\$170,000	\$164,693	\$166,250	\$196,028	+ 17.9%	+ 29.4%
Genesee County	\$106,000	\$115,000	\$124,000	\$138,625	\$160,000	+ 15.4%	+ 50.9%
Batavia	\$90,000	\$105,000	\$109,900	\$120,000	\$140,450	+ 17.0%	+ 56.1%
Orleans County	\$81,000	\$97,000	\$108,500	\$117,011	\$136,500	+ 16.7%	+ 68.5%
Wyoming County	\$94,500	\$99,468	\$115,900	\$130,000	\$148,400	+ 14.2%	+ 57.0%
Yates County	\$161,950	\$169,900	\$169,000	\$184,750	\$226,000	+ 22.3%	+ 39.5%
Allegany County	\$65,100	\$74,250	\$83,500	\$84,900	\$95,000	+ 11.9%	+ 45.9%
Steuben County	\$87,950	\$95,400	\$94,900	\$109,450	\$130,000	+ 18.8%	+ 47.8%
Seneca County	\$108,400	\$118,450	\$123,500	\$133,001	\$141,250	+ 6.2%	+ 30.3%
Cayuga County	\$114,800	\$128,000	\$132,175	\$145,000	\$169,847	+ 17.1%	+ 48.0%