

Marketwatch Report

Q4-2022

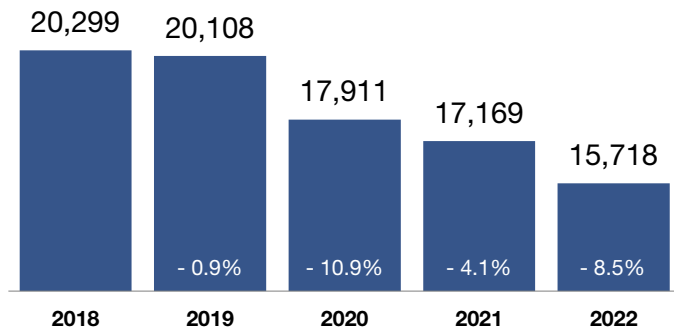


County Overview

	Homes for Sale		New Listings		Closed Sales		Median Sales Price		\$ Vol of Closed Sales (in millions)	
	Q4-2022	1-Yr Chg	Q4-2022	1-Yr Chg	Q4-2022	1-Yr Chg	Q4-2022	1-Yr Chg	Q4-2022	1-Yr Chg
Monroe County	395	↑ + 28.2%	1,593	↓ - 4.8%	1,898	↓ - 23.0%	\$205,000	↑ + 9.9%	\$452.3	↓ - 18.1%
Ontario County	158	↑ + 12.1%	301	↑ + 1.3%	316	↓ - 17.3%	\$250,000	↑ + 8.7%	\$93.4	↓ - 17.7%
Livingston County	54	↑ + 12.5%	103	↓ - 10.4%	144	↓ - 20.9%	\$179,250	↑ + 2.6%	\$31.9	↓ - 14.5%
Wayne County	62	↓ - 15.1%	184	↓ - 17.9%	210	↓ - 28.6%	\$180,000	↑ + 2.9%	\$44.4	↓ - 24.2%
Genesee County	31	↑ + 10.7%	90	↓ - 13.5%	156	↑ + 3.3%	\$175,000	→ 0.0%	\$29.3	↓ - 0.2%
Orleans County	43	↓ - 6.5%	63	↓ - 30.8%	104	↑ + 1.0%	\$156,500	↑ + 7.9%	\$19.5	↑ + 29.1%
Wyoming County	39	↑ + 2.6%	67	↓ - 10.7%	70	↓ - 30.0%	\$151,735	↓ - 1.1%	\$11.5	↓ - 35.3%
Yates County	27	↑ + 22.7%	44	↓ - 4.3%	73	↓ - 3.9%	\$225,000	↓ - 25.0%	\$29.6	↓ - 17.2%
Allegany County	54	↓ - 19.4%	55	↓ - 29.5%	93	↓ - 17.7%	\$97,000	↓ - 11.0%	\$12.1	↓ - 21.5%
Steuben County	86	↑ + 17.8%	85	↓ - 27.4%	103	↓ - 23.1%	\$137,500	↓ - 1.0%	\$20.2	↓ - 27.0%
Seneca County	29	↑ + 3.6%	48	↓ - 23.8%	62	↓ - 13.9%	\$172,000	↑ + 21.8%	\$16.7	↓ - 14.5%
Cayuga County	98	↓ - 1.0%	113	↓ - 28.5%	145	↓ - 27.5%	\$178,950	↑ + 3.2%	\$30.1	↓ - 27.9%

Quick Facts

New Listings



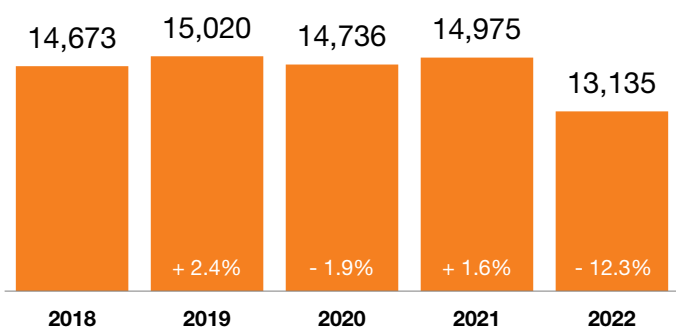
Top 5 Areas: Change in New Listings from 2021

Mendon/Honeoye Falls	+ 13.3%
Canandaigua	+ 11.2%
City of Rochester	+ 4.4%
Batavia	- 0.8%
Orleans County	- 0.9%

Bottom 5 Areas: Change in New Listings from 2021

Wheatland/Mumford/Scottsville	- 32.9%
East Rochester	- 32.0%
Allegany County	- 26.3%
Gates	- 22.5%
Sweden/Brockport	- 19.0%

Pending Sales



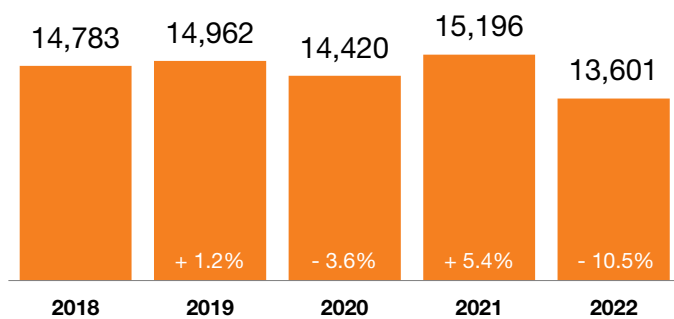
Top 5 Areas: Change in Pending Sales from 2021

Canandaigua	- 1.1%
City of Rochester	- 3.2%
Brighton	- 4.0%
Orleans County	- 4.9%
Batavia	- 5.6%

Bottom 5 Areas: Change in Pending Sales from 2021

East Rochester	- 29.9%
Sweden/Brockport	- 24.6%
Steuben County	- 22.8%
Gates	- 21.9%
Allegany County	- 21.1%

Closed Sales



Top 5 Areas: Change in Closed Sales from 2021

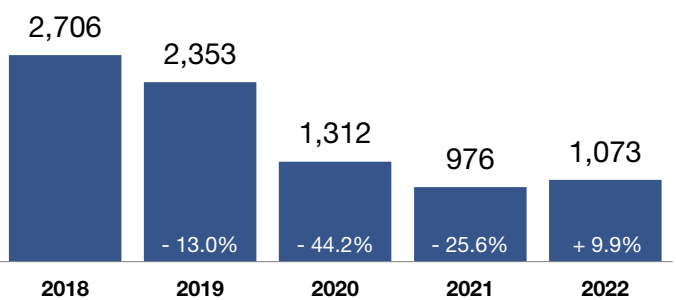
Canandaigua	+ 4.3%
City of Rochester	+ 1.5%
Brighton	+ 0.2%
Seneca County	- 0.4%
Genesee County	- 3.0%

Bottom 5 Areas: Change in Closed Sales from 2021

Rush	- 29.4%
Mendon/Honeoye Falls	- 25.4%
Sweden/Brockport	- 25.0%
Riga/Churchville	- 24.6%
Gates	- 24.2%

Inventory of Homes for Sale

At the end of the year.



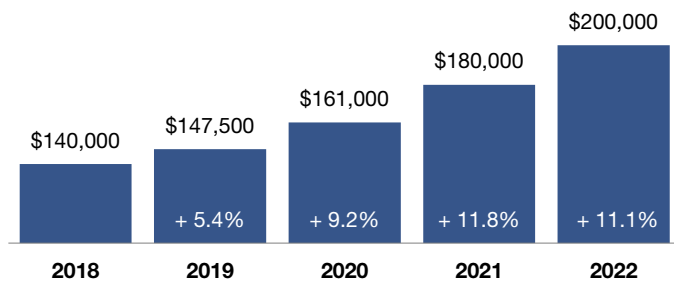
Top 5 Areas: Change in Inventory of Homes for Sale from 2021

Riga/Churchville	+ 200.0%
Chili	+ 100.0%
Clarkson	+ 100.0%
Batavia	+ 85.7%
Webster	+ 84.2%

Bottom 5 Areas: Change in Inventory of Homes for Sale from 2021

East Rochester	- 100.0%
Rush	- 66.7%
Wheatland/Mumford/Scottsville	- 63.6%
Gates	- 38.9%
Brighton	- 36.4%

Median Sales Price



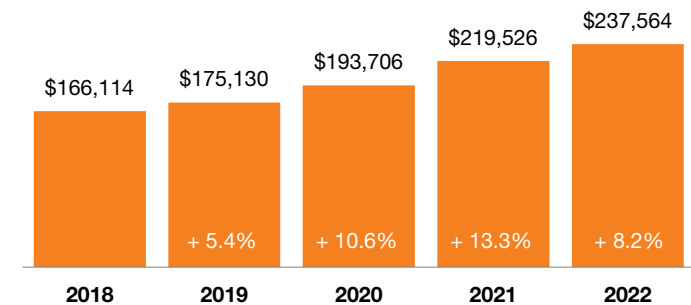
Top 5 Areas: Change in Median Sales Price from 2021

Allegany County	+ 20.5%
Parma/Hilton	+ 19.4%
Chili	+ 18.4%
Macedon	+ 18.3%
Victor	+ 18.0%

Bottom 5 Areas: Change in Median Sales Price from 2021

Wheatland/Mumford/Scottsville	- 11.4%
Riga/Churchville	- 5.0%
Yates County	- 4.4%
Cayuga County	+ 0.4%
Pittsford	+ 3.7%

Average Sales Price



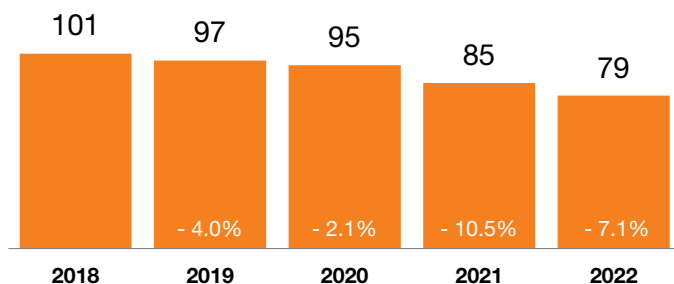
Top 5 Areas: Change in Average Sales Price from 2021

East Rochester	+ 16.2%
Penfield	+ 15.8%
Avon and Geneseo	+ 15.7%
Parma/Hilton	+ 15.1%
Macedon	+ 15.1%

Bottom 5 Areas: Change in Average Sales Price from 2021

Wheatland/Mumford/Scottsville	- 16.4%
Yates County	- 0.3%
Cayuga County	+ 1.3%
Canandaigua	+ 2.6%
Cattaraugus County	+ 2.7%

List to Close



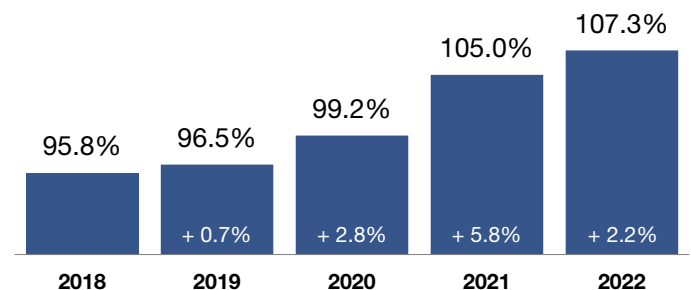
Top 5 Areas: Change in List to Close from 2021

Wheatland/Mumford/Scottsville	+ 28.2%
Canandaigua	+ 8.4%
Sweden/Brockport	+ 4.3%
Pittsford	+ 1.4%
City of Rochester	0.0%

Bottom 5 Areas: Change in List to Close from 2021

Hamlin	- 22.8%
Clarkson	- 19.3%
Victor	- 18.9%
Avon and Geneseo	- 18.8%
Seneca County	- 17.0%

Percent of Original List Price Received



Top 5 Areas: Change in Percent of Original List Price Received from 2021

Hamlin	+ 7.1%
Rush	+ 6.2%
Brighton	+ 5.6%
Webster	+ 4.8%
Clarkson	+ 4.5%

Bottom 5 Areas: Change in Percent of Original List Price Received from 2021

Wheatland/Mumford/Scottsville	- 5.2%
Sweden/Brockport	- 2.0%
Wyoming County	- 1.3%
Macedon	- 0.6%
Steuben County	- 0.4%

Area Overviews



	Total Closed Sales	Change from 2021	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	7,838	- 11.9%	91.4%	8.6%	17.4	393	0.6	68	111.7%
Chili	315	- 14.2%	93.0%	7.0%	17.4	16	0.6	61	113.5%
Clarkson	58	- 17.1%	100.0%	0.0%	11.1	4	0.7	71	109.5%
Gates	345	- 24.2%	89.0%	11.0%	20.5	11	0.4	63	113.6%
Greece	1,262	- 12.2%	94.5%	5.5%	18.3	32	0.3	64	112.7%
Hamlin	58	- 21.6%	100.0%	0.0%	12.5	2	0.4	71	109.5%
Ogden (Spencerport Village)	196	- 10.9%	92.3%	7.7%	18.1	5	0.3	71	111.8%
Parma (Hilton Village)	168	- 12.5%	95.2%	4.8%	13.8	18	1.3	77	107.1%
Riga (Churchville Village)	43	- 24.6%	60.5%	39.5%	12.7	3	0.7	62	109.0%
Sweden (Brockport Village)	108	- 25.0%	84.3%	15.7%	10.8	5	0.6	73	105.1%
Wheatland (Mumford Village, Scottsville Village)	49	- 15.5%	100.0%	0.0%	11.4	4	0.9	100	104.8%
Brighton (West Brighton)	407	+ 0.2%	86.7%	13.3%	21.2	7	0.2	60	113.9%
East Rochester	77	- 19.8%	81.8%	18.2%	19.9	0	0.0	62	115.0%
Henrietta (West Henrietta)	415	- 12.4%	88.4%	11.6%	21.8	15	0.4	64	114.2%
Irondequoit (East and West)	743	- 16.0%	97.3%	2.7%	19.6	18	0.3	61	115.3%
Mendon (Honeoye Falls Village)	91	- 25.4%	93.4%	6.6%	12.0	12	1.5	72	108.3%
Penfield	415	- 19.7%	84.6%	15.4%	18.8	16	0.5	66	111.4%
Perinton (Fairport Village)	552	- 11.1%	82.2%	17.8%	19.3	10	0.2	62	112.3%
Pittsford (Pittsford Village)	370	- 20.3%	88.6%	11.4%	16.2	26	0.9	74	107.2%
Rush	24	- 29.4%	100.0%	0.0%	23.4	1	0.4	72	110.7%
Webster (Webster Village)	486	- 15.8%	84.0%	16.0%	17.9	35	0.9	71	112.2%
City of Rochester	1,656	+ 1.5%	96.1%	3.9%	14.1	153	1.1	77	109.4%
Ontario County	1,289	- 3.9%	89.4%	10.6%	11.0	156	1.5	84	104.6%
Canandaigua	265	+ 4.3%	77.7%	22.3%	10.6	36	1.7	90	104.0%
Victor	241	- 14.2%	86.7%	13.3%	11.7	50	2.5	73	106.5%
Livingston County	494	- 11.9%	100.0%	0.0%	8.0	53	1.3	85	99.6%
Avon & Geneseo	108	- 11.5%	100.0%	0.0%	9.5	14	1.6	78	101.2%
Wayne County	909	- 12.8%	99.6%	0.4%	12.1	61	0.8	76	107.5%
Macedon	77	- 10.5%	98.7%	1.3%	12.4	4	0.6	66	107.0%
Genesee County	524	- 3.0%	99.0%	1.0%	8.9	31	0.7	84	101.4%
Batavia	224	- 7.4%	97.8%	2.2%	8.0	13	0.7	82	100.9%
Orleans County	410	- 5.7%	100.0%	0.0%	7.5	43	1.3	94	101.2%
Wyoming County	307	- 12.3%	100.0%	0.0%	7.5	39	1.6	97	98.7%
Yates County	221	- 16.0%	99.1%	0.9%	5.6	27	1.6	92	100.6%
Allegany County	319	- 14.0%	100.0%	0.0%	4.1	54	2.3	141	95.2%
Steuben County	395	- 10.2%	99.0%	1.0%	3.4	87	3.0	121	95.1%
Seneca County	255	- 0.4%	99.6%	0.4%	9.7	29	1.5	93	100.8%
Cayuga County	763	- 14.3%	90.4%	9.6%	6.9	133	2.2	120	97.3%

Area Historical Median Prices



	2018	2019	2020	2021	2022	Change From 2021	Change From 2018
Monroe County	\$146,855	\$154,000	\$170,000	\$190,000	\$210,000	+ 10.5%	+ 43.0%
Chili	\$147,000	\$154,000	\$172,000	\$190,000	\$225,000	+ 18.4%	+ 53.1%
Clarkson	\$150,000	\$162,500	\$170,000	\$209,950	\$233,250	+ 11.1%	+ 55.5%
Gates	\$119,000	\$126,050	\$145,000	\$160,000	\$179,250	+ 12.0%	+ 50.6%
Greece	\$133,000	\$142,000	\$155,000	\$175,000	\$192,000	+ 9.7%	+ 44.4%
Hamlin	\$120,000	\$128,000	\$149,500	\$166,000	\$180,500	+ 8.7%	+ 50.4%
Ogden (Spencerport Village)	\$163,750	\$183,500	\$197,000	\$210,000	\$230,000	+ 9.5%	+ 40.5%
Parma (Hilton Village)	\$164,950	\$162,500	\$200,000	\$207,250	\$247,450	+ 19.4%	+ 50.0%
Riga (Churchville Village)	\$134,000	\$174,900	\$190,000	\$205,000	\$194,750	- 5.0%	+ 45.3%
Sweden (Brockport Village)	\$130,000	\$142,000	\$150,000	\$172,000	\$195,000	+ 13.4%	+ 50.0%
Wheatland (Mumford Village, Scottsville Village)	\$132,950	\$143,750	\$164,900	\$175,000	\$155,000	- 11.4%	+ 16.6%
Brighton (West Brighton)	\$195,000	\$195,000	\$227,000	\$250,000	\$275,000	+ 10.0%	+ 41.0%
East Rochester	\$104,450	\$104,500	\$117,000	\$141,250	\$160,000	+ 13.3%	+ 53.2%
Henrietta (West Henrietta)	\$155,000	\$168,201	\$182,000	\$211,513	\$232,500	+ 9.9%	+ 50.0%
Irondequoit (East and West)	\$129,900	\$132,000	\$150,000	\$168,000	\$186,000	+ 10.7%	+ 43.2%
Mendon (Honeoye Falls Village)	\$263,500	\$275,000	\$302,040	\$350,000	\$400,000	+ 14.3%	+ 51.8%
Penfield	\$217,800	\$240,000	\$242,500	\$282,000	\$320,000	+ 13.5%	+ 46.9%
Perinton (Fairport Village)	\$217,700	\$220,000	\$240,000	\$280,500	\$307,750	+ 9.7%	+ 41.4%
Pittsford (Pittsford Village)	\$291,000	\$300,000	\$346,000	\$405,000	\$420,000	+ 3.7%	+ 44.3%
Rush	\$208,250	\$240,000	\$250,000	\$266,988	\$284,000	+ 6.4%	+ 36.4%
Webster (Webster Village)	\$200,000	\$205,900	\$234,920	\$270,000	\$289,950	+ 7.4%	+ 45.0%
City of Rochester	\$85,278	\$95,000	\$112,500	\$130,000	\$135,000	+ 3.8%	+ 58.3%
Ontario County	\$174,000	\$183,000	\$203,000	\$224,900	\$247,000	+ 9.8%	+ 42.0%
Canandaigua	\$215,000	\$229,900	\$242,500	\$276,750	\$320,000	+ 15.6%	+ 48.8%
Victor	\$269,000	\$291,000	\$338,380	\$330,500	\$390,000	+ 18.0%	+ 45.0%
Livingston County	\$130,000	\$143,750	\$155,050	\$170,501	\$180,000	+ 5.6%	+ 38.5%
Avon & Geneseo	\$148,250	\$166,750	\$188,500	\$208,750	\$242,000	+ 15.9%	+ 63.2%
Wayne County	\$135,000	\$137,500	\$149,000	\$171,500	\$185,000	+ 7.9%	+ 37.0%
Macedon	\$170,000	\$164,693	\$166,250	\$196,514	\$232,500	+ 18.3%	+ 36.8%
Genesee County	\$115,000	\$124,000	\$138,625	\$160,000	\$173,500	+ 8.4%	+ 50.9%
Batavia	\$105,000	\$109,900	\$120,000	\$140,000	\$159,900	+ 14.2%	+ 52.3%
Orleans County	\$97,000	\$108,500	\$117,021	\$136,250	\$149,000	+ 9.4%	+ 53.6%
Wyoming County	\$99,468	\$115,900	\$130,000	\$148,400	\$155,000	+ 4.4%	+ 55.8%
Yates County	\$169,900	\$169,000	\$184,750	\$225,000	\$215,000	- 4.4%	+ 26.5%
Allegany County	\$74,250	\$83,500	\$84,900	\$95,000	\$114,450	+ 20.5%	+ 54.1%
Steuben County	\$95,400	\$94,900	\$109,450	\$130,000	\$135,000	+ 3.8%	+ 41.5%
Seneca County	\$118,450	\$123,500	\$133,001	\$141,250	\$165,000	+ 16.8%	+ 39.3%
Cayuga County	\$128,000	\$132,175	\$145,000	\$167,500	\$175,000	+ 4.5%	+ 36.7%