

Activity Overview

Key metrics by the reported quarter are compared to the same quarter of the previous year and the previous quarter.



| Key Metrics | Historical Sparkbars | Q4-2012 | Q4-2013 | Percent Change | Q3-2013 | Q4-2013 | Percent Change |
|--------------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| Homes for Sale | | 4,894 | 4,406 | - 10.0% | 6,020 | 4,406 | - 26.8% |
| New Listings | | 3,456 | 3,433 | - 0.7% | 5,448 | 3,433 | - 37.0% |
| Pending Sales | | 2,065 | 1,950 | - 5.6% | 3,030 | 1,950 | - 35.6% |
| Closed Sales | | 2,682 | 2,583 | - 3.7% | 3,735 | 2,583 | - 30.8% |
| \$ Volume of Closed Sales (in millions) | | \$402.0 | \$387.9 | - 3.5% | \$585.3 | \$387.9 | - 33.7% |
| Median Sales Price | | \$125,000 | \$125,000 | 0.0% | \$132,000 | \$125,000 | - 5.3% |
| Pct. of Orig. Price Received | | 92.6% | 93.2% | + 0.6% | 94.5% | 93.2% | - 1.4% |
| Months Supply | | 5.4 | 4.7 | - 13.0% | 6.3 | 4.7 | - 25.4% |

Local Market Update for Q4-2013

A RESEARCH TOOL FROM GENRIS



Activity Overview

| | Homes for Sale | | New Listings | | Closed Sales | | Median Sales Price | | \$ Vol of Closed Sales (in millions) | |
|-----------------------------------|----------------|-----------------|--------------|-----------------|--------------|-----------------|--------------------|-----------------|-----------------------------------------|-----------------|
| | Q4-2013 | 1-Yr Chg | Q4-2013 | 1-Yr Chg | Q4-2013 | 1-Yr Chg | Q4-2013 | 1-Yr Chg | Q4-2013 | 1-Yr Chg |
| Monroe County | 2,322 | ↓ -12.9% | 2,259 | ↑ +1.2% | 1,710 | ↓ -0.6% | \$126,000 | ↓ -0.8% | \$252.2 | ↓ -2.5% |
| Chili | 98 | ↓ -14.8% | 87 | ↓ -15.5% | 71 | ↓ -15.5% | \$134,900 | ↑ +3.8% | \$10.3 | ↓ -7.2% |
| Clarkson | 26 | ↑ +62.5% | 15 | ↑ +66.7% | 14 | ↑ +55.6% | \$123,500 | ↓ -23.8% | \$1.8 | ↑ +18.2% |
| Gates | 100 | ↓ -16.0% | 104 | ↑ +1.0% | 73 | ↓ -7.6% | \$114,000 | ↑ +11.8% | \$8.3 | ↑ +2.2% |
| Greece | 398 | ↓ -0.3% | 359 | ↓ -3.2% | 273 | ↑ +13.8% | \$112,900 | ↓ -3.7% | \$34.2 | ↑ +8.0% |
| Hamlin | 30 | ↑ +50.0% | 28 | ↑ +33.3% | 20 | ↓ -23.1% | \$103,450 | ↓ -4.2% | \$2.2 | ↓ -32.6% |
| Ogden/Spencerport | 53 | ↓ -1.9% | 51 | ↑ +8.5% | 48 | ↑ +23.1% | \$162,250 | ↑ +8.9% | \$7.8 | ↑ +20.1% |
| Parma/Hilton | 65 | ↓ -18.8% | 56 | ↓ -6.7% | 35 | ↓ -7.9% | \$130,000 | ↑ +7.0% | \$5.2 | ↓ -5.0% |
| Riga/Churchville | 13 | ↓ -18.8% | 10 | ↑ +11.1% | 9 | → 0.0% | \$93,900 | ↓ -13.0% | \$1.2 | ↑ +22.9% |
| Sweden/Brockport | 55 | ↑ +19.6% | 34 | ↓ -2.9% | 23 | ↓ -25.8% | \$142,300 | ↑ +19.1% | \$3.1 | ↓ -21.4% |
| Wheatland/ Mumford/Scottsville | 22 | ↑ +340.0% | 17 | ↑ +112.5% | 13 | → 0.0% | \$121,500 | ↑ +13.6% | \$1.8 | ↑ +16.0% |
| Brighton | 92 | ↑ +3.4% | 110 | ↓ -4.3% | 77 | ↓ -24.5% | \$152,500 | ↑ +3.2% | \$13.9 | ↓ -19.9% |
| East Rochester | 23 | ↓ -17.9% | 28 | ↑ +27.3% | 18 | ↑ +50.0% | \$75,000 | ↓ -12.8% | \$1.6 | ↑ +40.0% |
| Henrietta | 110 | ↓ -2.7% | 121 | ↑ +21.0% | 115 | ↑ +10.6% | \$129,900 | ↑ +5.0% | \$16.2 | ↑ +12.2% |
| Irondequoit | 194 | ↓ -23.6% | 202 | ↓ -5.6% | 159 | ↑ +5.3% | \$105,000 | ↑ +1.4% | \$18.5 | ↑ +7.9% |
| Mendon/ Honeoye Falls | 47 | ↓ -39.0% | 23 | ↓ -23.3% | 24 | ↓ -22.6% | \$261,500 | ↑ +4.6% | \$6.8 | ↓ -19.9% |
| Penfield | 149 | ↓ -36.6% | 140 | ↓ -2.1% | 111 | ↑ +0.9% | \$184,900 | ↑ +2.7% | \$22.5 | ↑ +0.6% |
| Perinton/Fairport | 134 | ↓ -32.0% | 147 | ↓ -19.2% | 149 | ↑ +1.4% | \$178,000 | ↓ -1.1% | \$28.7 | ↓ -2.1% |
| Pittsford | 127 | → 0.0% | 116 | ↓ -0.9% | 80 | ↓ -14.0% | \$239,999 | ↓ -4.9% | \$22.2 | ↓ -17.3% |
| Rush | 13 | ↑ +85.7% | 13 | ↑ +85.7% | 5 | ↓ -54.5% | \$214,000 | ↓ -9.9% | \$0.9 | ↓ -57.2% |
| Webster | 135 | ↓ -6.9% | 139 | ↑ +16.8% | 113 | ↓ -13.1% | \$153,000 | ↓ -3.7% | \$20.2 | ↓ -14.7% |
| City of Rochester | 438 | ↓ -16.4% | 459 | ↑ +10.1% | 280 | ↑ +7.3% | \$74,900 | ↑ +7.9% | \$24.6 | ↑ +14.1% |
| Ontario County | 531 | ↓ -14.1% | 343 | ↓ -14.3% | 271 | ↓ -10.0% | \$139,500 | ↓ -5.7% | \$52.1 | ↓ -4.7% |
| Canandaigua | 107 | ↓ -16.4% | 63 | ↓ -8.7% | 48 | ↓ -32.4% | \$173,450 | ↓ -8.7% | \$10.5 | ↓ -35.0% |
| Victor | 73 | ↓ -25.5% | 65 | ↓ -26.1% | 51 | ↑ +8.5% | \$258,000 | ↑ +11.2% | \$14.0 | ↑ +25.5% |
| Livingston County | 233 | ↓ -8.6% | 147 | ↑ +14.0% | 97 | ↓ -12.6% | \$122,500 | ↑ +2.2% | \$13.8 | ↓ -5.4% |
| Avon & Geneseo | 34 | ↓ -38.2% | 22 | ↓ -24.1% | 17 | ↓ -41.4% | \$147,500 | ↑ +6.1% | \$2.9 | ↓ -35.7% |
| Wayne County | 423 | ↓ -4.1% | 247 | ↓ -7.1% | 172 | ↓ -18.5% | \$110,000 | ↓ -7.4% | \$21.3 | ↓ -26.0% |
| Macedon | 23 | ↓ -43.9% | 17 | ↓ -43.3% | 10 | ↓ -47.4% | \$121,250 | ↓ -13.4% | \$1.5 | ↓ -48.5% |
| Genesee County | 67 | ↓ -23.9% | 51 | ↑ +2.0% | 32 | ↓ -38.5% | \$90,500 | ↑ +3.4% | \$2.9 | ↓ -39.9% |
| Batavia | 24 | ↓ -20.0% | 18 | ↑ +12.5% | 15 | → 0.0% | \$90,000 | ↑ +13.4% | \$1.2 | ↑ +0.3% |
| Orleans County | 183 | ↑ +2.2% | 95 | ↑ +10.5% | 79 | ↑ +14.5% | \$77,000 | ↑ +2.7% | \$7.0 | ↑ +17.1% |
| Wyoming County | 39 | ↑ +8.3% | 19 | ↓ -13.6% | 15 | ↑ +15.4% | \$92,000 | ↑ +3.5% | \$1.9 | ↑ +50.3% |
| Yates County | 169 | ↑ +11.9% | 73 | ↑ +5.8% | 66 | ↑ +34.7% | \$155,000 | ↑ +12.7% | \$15.2 | ↑ +81.1% |
| Allegany County | 33 | ↑ +13.8% | 7 | ↓ -41.7% | 4 | ↓ -33.3% | \$62,500 | ↓ -22.4% | \$0.2 | ↓ -58.2% |
| Steuben County | 177 | ↓ -3.3% | 70 | ↓ -7.9% | 44 | ↓ -13.7% | \$127,500 | ↓ -8.9% | \$8.5 | ↑ +2.9% |
| Seneca County | 126 | ↑ +0.8% | 66 | ↑ +26.9% | 62 | ↓ -1.6% | \$110,450 | ↑ +22.7% | \$8.4 | ↑ +3.9% |