

# Sales Meeting

BROCKPORT OFFICE – 5/25/22

"Your Family is our 1st Priority!"



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# Agenda

- 1<sup>st</sup> Priority – Mary Kern
- Market Inventory
- Market Conditions
- Listing Contract



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# 1<sup>st</sup> Priority

- Mary Kern



# Market Inventory



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# Current Single Family & Condo for Sale

(as of 4/24)

- Monroe County – 389 (511)
- Orleans County – 50
- Brockport School Dist. – 7 (3)
- 14420 – 7 (3)
- Albion School Dist. - 17
- Kendall School Dist. – 4
- Holly School Dist. - 4



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# Market Conditions



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## Market Conditions –April– Brockport Office

Year	Listings	Written (Units)	Closed (Units)
'18	11	\$1,990,220 (15)	\$1,328,566 (15)
'19	13	\$2,218,370 (17)	\$675,300 (4)
'20	12	\$1,745,900 (12)	\$1,232,400 (10)
'21	15	\$4,779,562 (28)	\$2,765,500 (16)
'22	10	\$2,554,600 (12)	\$1,160,200 (8)
5 Year Avg	12.2	\$2,657,730 (16.8)	\$1,432,303 (10.6)
Diff +/-	-22%	-4%	-23%

# New Listing Contract – Major Points

- 10+ years since last refresh
- Reorganize putting like sections together
- Includes attachment much like the PCD
  - Must be uploaded into Attachments of listings
- Effective June 1st
- Allows for Listing Date, Expiration Date, Execution Date
- Clear Cooperation still not clear. Awaiting confirmation



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Thanks for coming!