

Quarterly Indicators



Greater Erie Board of REALTORS®, Inc.

Q4-2023

- Activity Overview 2
- New/Active Listings and Pending/Closed Sales 3-4
- Average/Median List/Sales Price 5-6
- Dollar Volume of Sales 7
- Days on Market 8
- Months of Inventory 9

Q4 One Year Change Activity Snapshot

+20.8%	+6.1%	+11.6%
New Listings	Average List Price	\$ Volume of Sales
-4.6%	+5.0%	-18.2%
Active Listings	Median List Price	Days on Market
-1.2%	+7.3%	0.0%
Pending Sales	Average Sale Price	Months of Inventory
+3.5%	+9.3%	
Closed Sales	Median Sale Price	

Residential real estate activity in the Greater Erie Board of REALTORS® MLS, comprised of single family properties and condominiums combined.

Activity Overview

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



Greater Erie
Board of REALTORS®, Inc.

Key Metrics	Historical Sparkbars									One Year Percent Change	YTD 2022	YTD 2023	One Year Percent Change
	Q4-2021	Q4-2022		Q4-2023		Q4-2022	Q4-2023	Q4-2022	Q4-2023				
New Listings						543	656	+20.8%	3506	3172	-9.5%		
Active Listings						492	469	-4.6%	482	432	-10.5%		
Pending Sales						503	497	-1.2%	2760	2206	-20.1%		
Closed Sales						683	707	+3.5%	3156	2762	-12.5%		
Average List Price						\$198,603	\$210,775	+6.1%	\$203,054	\$216,501	+6.6%		
Median List Price						\$159,900	\$167,950	+5.0%	\$159,975	\$174,950	+9.4%		
Average Sales Price						\$195,682	\$209,920	+7.3%	\$190,153	\$200,342	+5.4%		
Median Sales Price						\$160,000	\$174,950	+9.3%	\$161,950	\$170,225	+5.1%		
\$ Volume Sales (Mil)						\$134	\$149	+11.6%	\$607	\$558	-8.0%		
Days on Market						22	18	-18.2%	16	16	0.0%		
Months of Inventory						2.0	2.0	0.0%	2.0	2.1	+4.2%		

New/Active/Pending/Sold

The number of new and average active residential listings, listings with accepted offers, and properties sold.

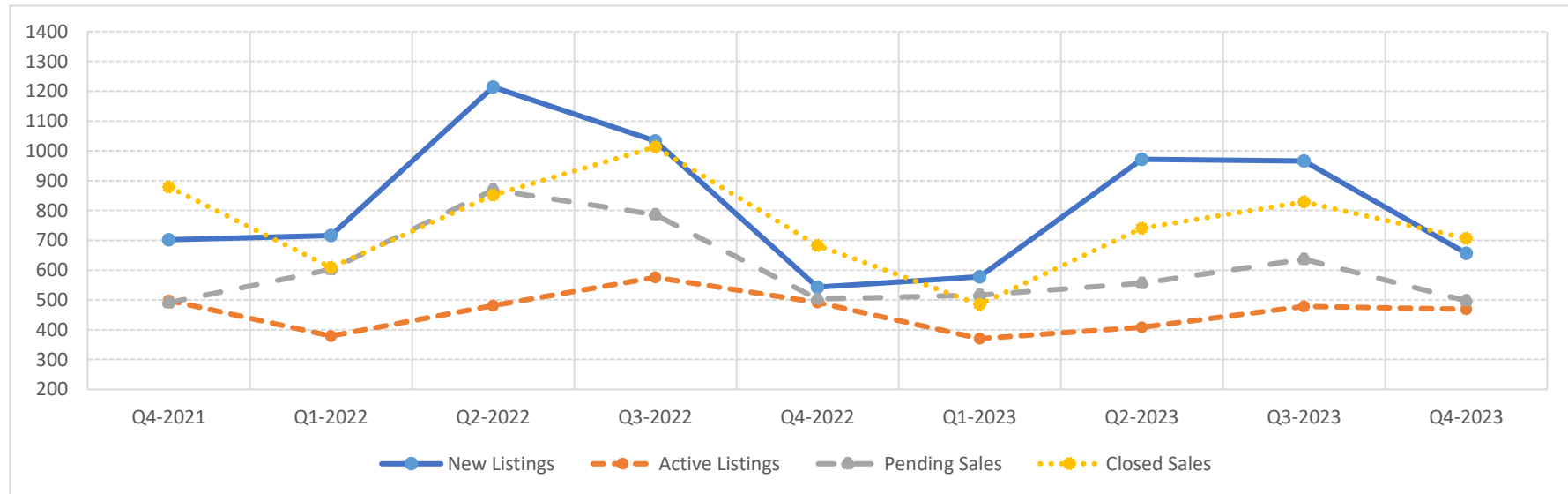


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New Listings	One Year Percent Change	Active Listings	One Year Percent Change
702	+1.2%	499	-19.7%
716	+3.5%	379	-9.6%
1214	-0.7%	482	+6.6%
1033	-12.6%	576	-0.8%
543	-22.6%	492	-1.3%
578	-19.3%	370	-2.4%
972	-19.9%	409	-15.2%
966	-6.5%	479	-16.9%
656	+20.8%	469	-4.6%

Pending Sales	One Year Percent Change	Closed Sales	One Year Percent Change
491	-18.2%	879	-8.1%
602	-19.5%	609	-1.6%
869	-3.3%	851	-8.0%
786	-8.3%	1013	-3.7%
503	+2.4%	683	-22.3%
516	-14.3%	485	-20.4%
556	-36.0%	741	-12.9%
637	-19.0%	829	-18.2%
497	-1.2%	707	+3.5%

2-Year Historical New/Active/Pending/Sold by Quarter

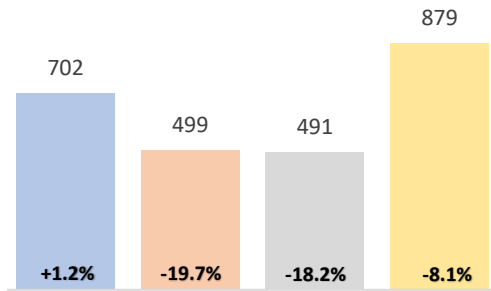


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The number of new and average active residential listings, listings with accepted offers, and properties sold.

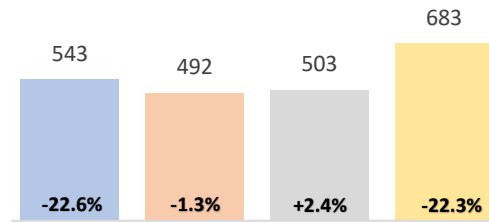


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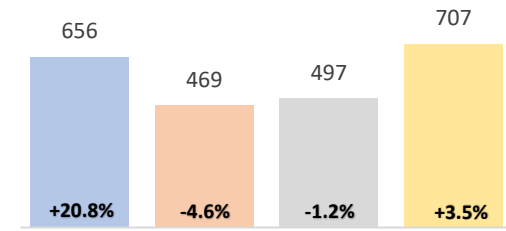
Q4-2021

■ New Listings ■ Active Listings
■ Pending Sales ■ Closed Sales



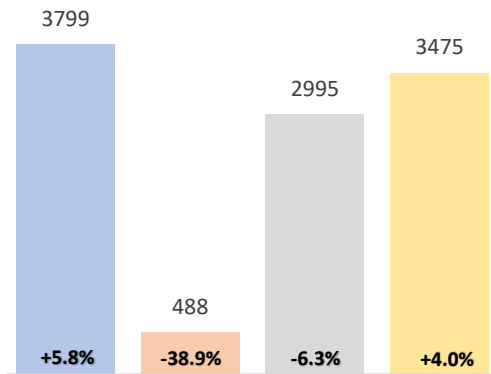
Q4-2022

■ New Listings ■ Active Listings
■ Pending Sales ■ Closed Sales



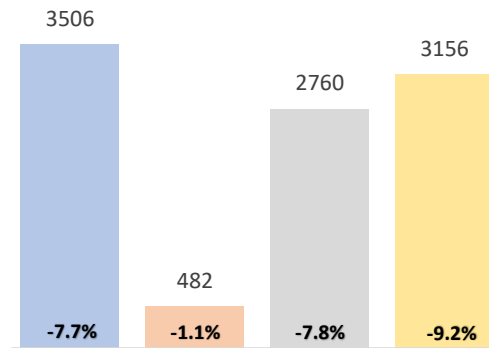
Q4-2023

■ New Listings ■ Active Listings
■ Pending Sales ■ Closed Sales



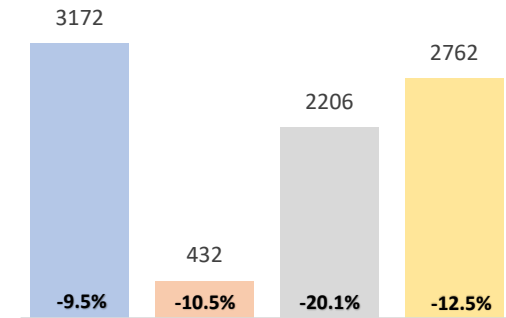
YTD 2021

■ New Listings ■ Active Listings
■ Pending Sales ■ Closed Sales



YTD 2022

■ New Listings ■ Active Listings
■ Pending Sales ■ Closed Sales



YTD 2023

■ New Listings ■ Active Listings
■ Pending Sales ■ Closed Sales

Average/Median List/Sales Price

The average and median list and sales price of residential properties.

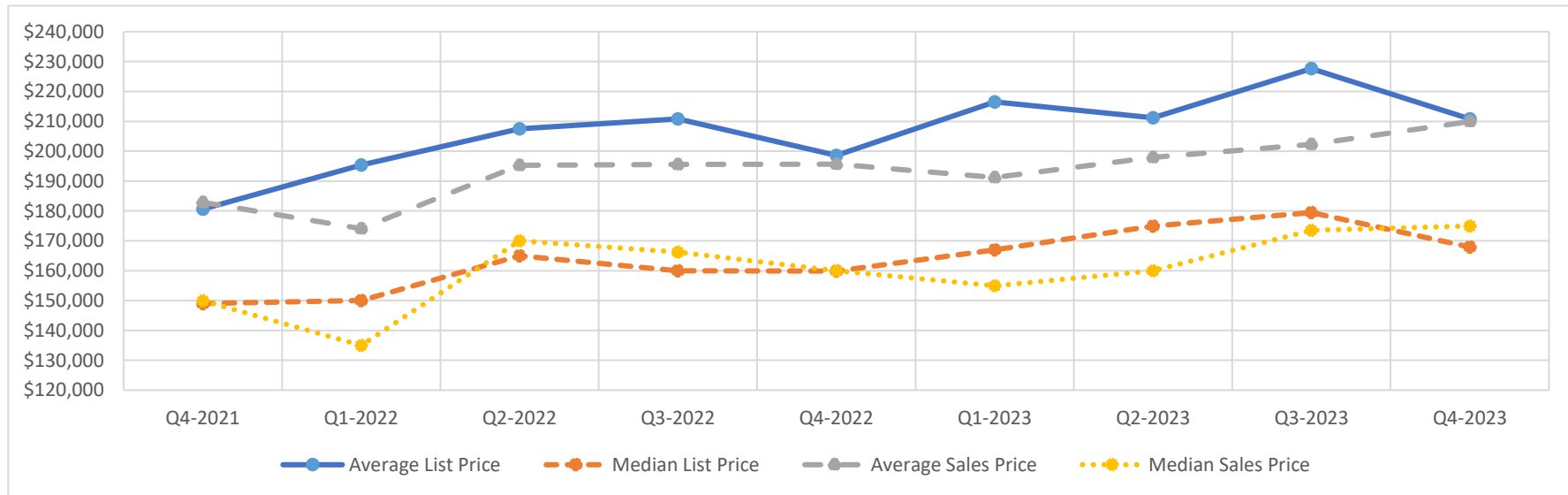


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Average List Price	One Year Percent Change		Median List Price	One Year Percent Change
\$180,610	+14.7%	Q4-2021	\$149,000	+14.7%
\$195,353	+6.9%	Q1-2022	\$150,000	+7.2%
\$207,451	+2.4%	Q2-2022	\$165,000	+6.5%
\$210,811	+6.0%	Q3-2022	\$160,000	+3.3%
\$198,603	+10.0%	Q4-2022	\$159,900	+7.3%
\$216,471	+10.8%	Q1-2023	\$167,000	+11.3%
\$211,139	+1.8%	Q2-2023	\$174,900	+6.0%
\$227,619	+8.0%	Q3-2023	\$179,450	+12.2%
\$210,775	+6.1%	Q4-2023	\$167,950	+5.0%

Average Sales Price	One Year Percent Change		Median Sales Price	One Year Percent Change
\$182,872	+10.6%	Q4-2021	\$149,900	+6.1%
\$174,070	+9.8%	Q1-2022	\$135,000	+3.8%
\$195,301	+6.3%	Q2-2022	\$170,000	+10.6%
\$195,560	+2.8%	Q3-2022	\$166,250	+4.0%
\$195,682	+7.0%	Q4-2022	\$160,000	+6.7%
\$191,193	+9.8%	Q1-2023	\$154,950	+14.8%
\$197,970	+1.4%	Q2-2023	\$159,950	-5.9%
\$202,285	+3.4%	Q3-2023	\$173,500	+4.4%
\$209,920	+7.3%	Q4-2023	\$174,950	+9.3%

2-Year Historical Average/Median List/Sales Price by Quarter

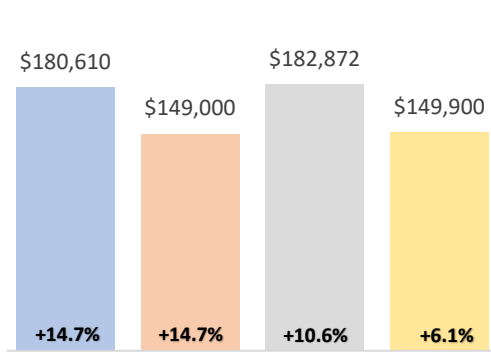


Average/Median List/Sales Price

The average and median list and sales price of residential properties.

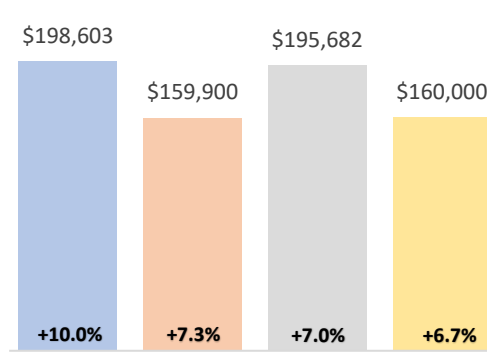


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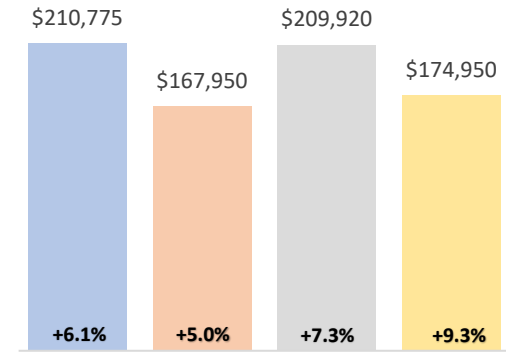
Q4-2021

■ Average List Price ■ Median List Price
■ Average Sales Price ■ Median Sales Price



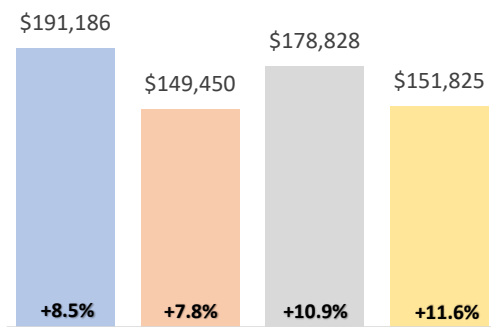
Q4-2022

■ Average List Price ■ Median List Price
■ Average Sales Price ■ Median Sales Price



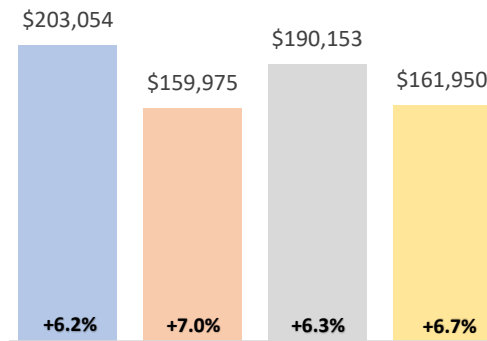
Q4-2023

■ Average List Price ■ Median List Price
■ Average Sales Price ■ Median Sales Price



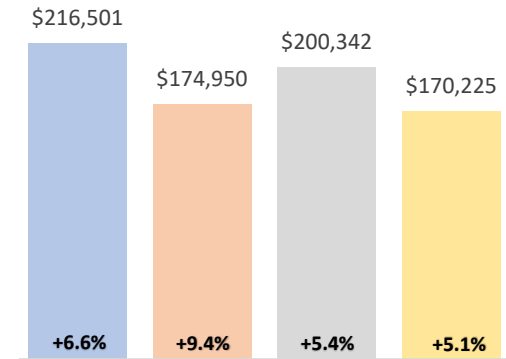
YTD 2021

■ Average List Price ■ Median List Price
■ Average Sales Price ■ Median Sales Price



YTD 2022

■ Average List Price ■ Median List Price
■ Average Sales Price ■ Median Sales Price



YTD 2023

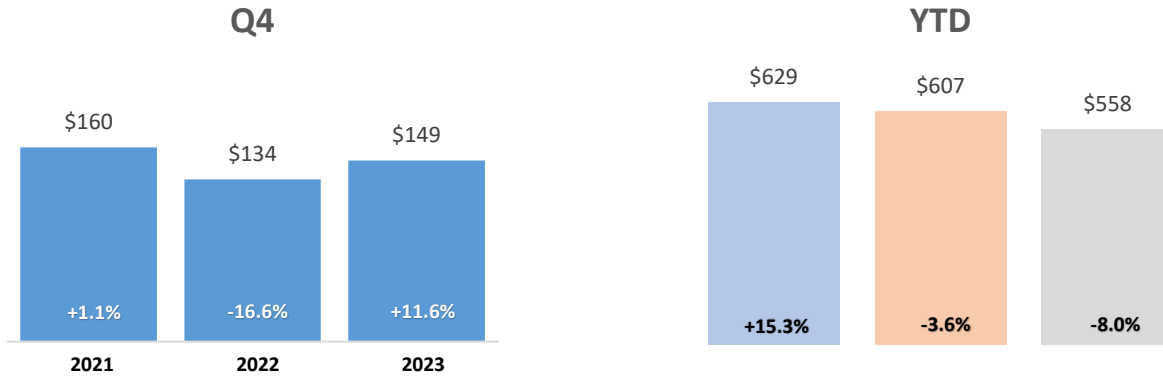
■ Average List Price ■ Median List Price
■ Average Sales Price ■ Median Sales Price

Dollar Volume of Sales

The dollar volume in millions of sales of residential properties sold.

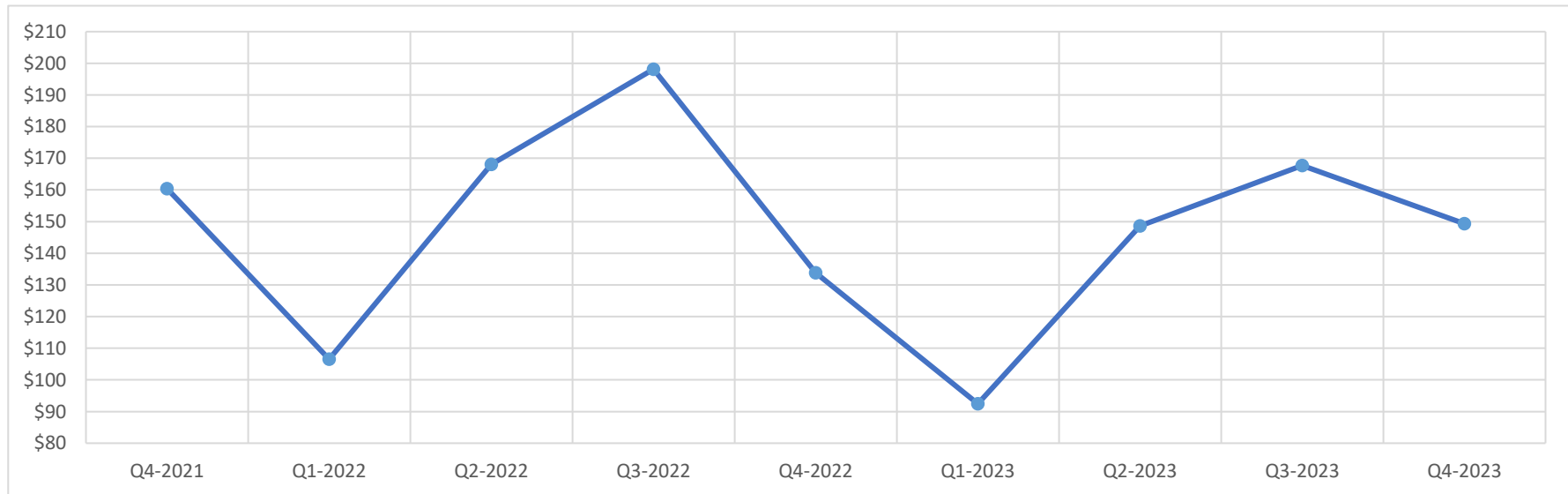


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	\$ Volume Sales Millions	One Year Percent Change
Q4-2021	\$160	+1.1%
Q1-2022	\$107	+9.2%
Q2-2022	\$168	-1.4%
Q3-2022	\$198	-1.1%
Q4-2022	\$134	-16.6%
Q1-2023	\$92	-13.2%
Q2-2023	\$149	-11.6%
Q3-2023	\$168	-15.4%
Q4-2023	\$149	+11.6%

2-Year Historical Dollar Volume in Millions of Sales by Quarter

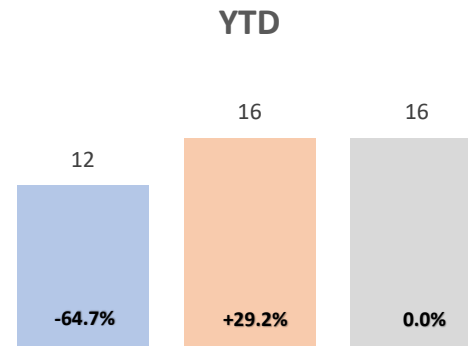
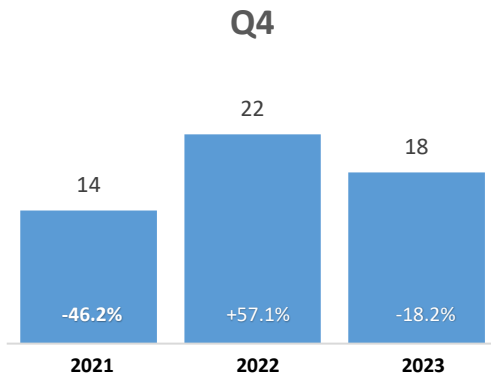


Days on Market

The median number of days a residential property is on the market before being sold.

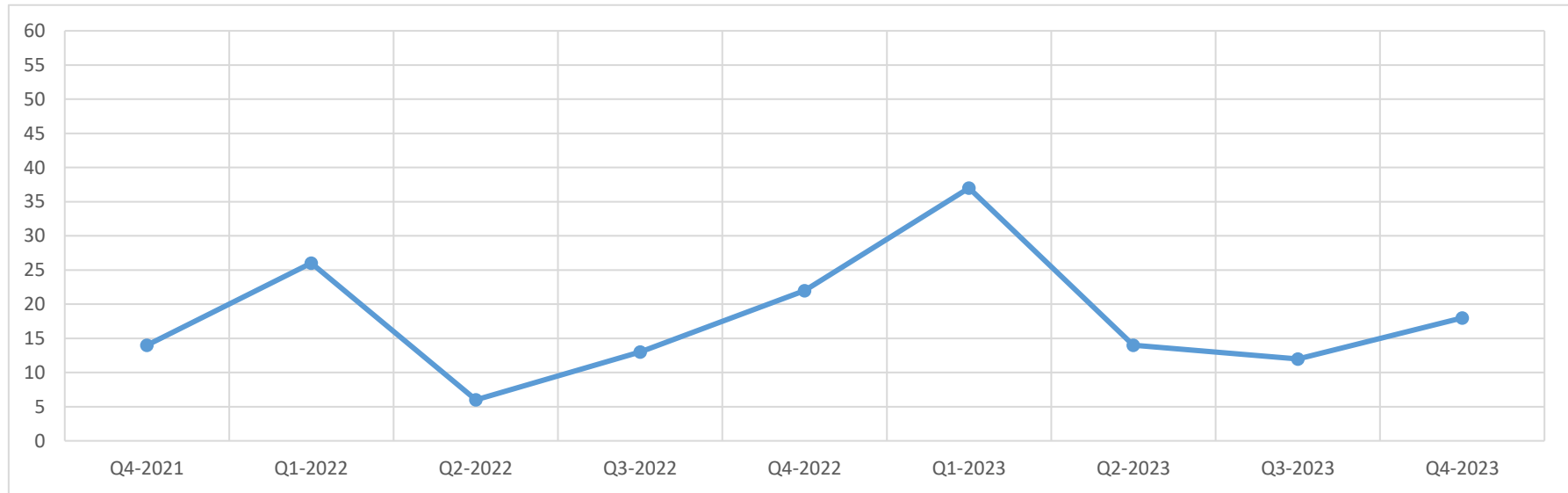


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	Median Days to Sell	One Year Percent Change
Q4-2021	14	-46.2%
Q1-2022	26	-27.8%
Q2-2022	6	0.0%
Q3-2022	13	+62.5%
Q4-2022	22	+57.1%
Q1-2023	37	+42.3%
Q2-2023	14	+133.3%
Q3-2023	12	-7.7%
Q4-2023	18	-18.2%

2-Year Historical Days on Market by Quarter

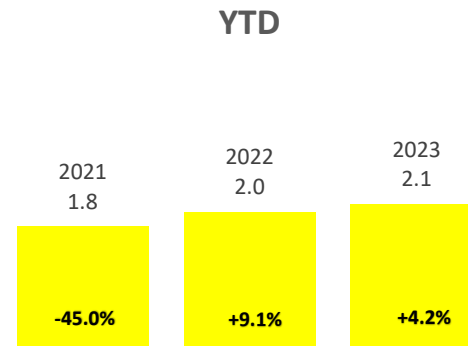
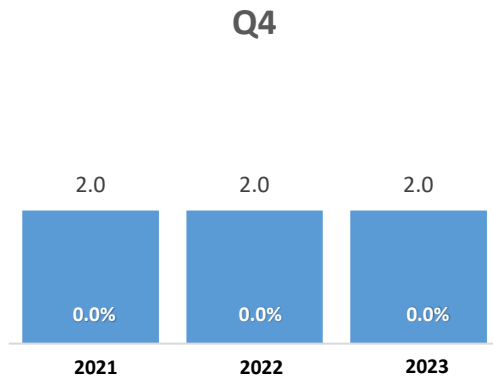


Months of Inventory

The average number of months it would take to exhaust active listings at the current sales rate.



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	Months of Inventory	One Year Percent Change
Q4-2021	2.0	0.0%
Q1-2022	2.0	0.0%
Q2-2022	2.0	+50.0%
Q3-2022	2.0	0.0%
Q4-2022	2.0	0.0%
Q1-2023	2.7	+33.3%
Q2-2023	1.7	-16.7%
Q3-2023	2.0	0.0%
Q4-2023	2.0	0.0%

2-Year Historical Months Supply of Inventory by Quarter

