

Quarterly Indicators



Greater Erie Board of REALTORS®, Inc.

Q4-2022

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Q4 One Year Change Activity Snapshot

-23.7%	+8.6%	-16.5%
New Listings	Average List Price	\$ Volume of Sales

-5.3%	+7.3%	+57.1%
Active Listings	Median List Price	Days on Market

+2.4%	+7.3%	0.0%
Pending Sales	Average Sale Price	Months of Inventory

-22.4%	+7.9%
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.



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Key Metrics	Historical Sparkbars									One Year Percent Change	YTD 2021	YTD 2022	One Year Percent Change
	Q4-2020	Q4-2021		Q4-2022		Q4-2021	Q4-2022	Q4-2021	Q4-2022				
New Listings								700	534	-23.7%	3797	3491	-8.1%
Active Listings								497	471	-5.3%	487	474	-2.7%
Pending Sales								491	503	+2.4%	2995	2760	-7.8%
Closed Sales								879	682	-22.4%	3475	3153	-9.3%
Average List Price								\$180,733	\$196,254	+8.6%	\$191,217	\$202,762	+6.0%
Median List Price								\$149,000	\$159,900	+7.3%	\$149,450	\$159,963	+7.0%
Average Sales Price								\$182,872	\$196,277	+7.3%	\$178,828	\$190,264	+6.4%
Median Sales Price								\$149,900	\$161,750	+7.9%	\$151,825	\$162,825	+7.2%
\$ Volume Sales (Mil)								\$160	\$134	-16.5%	\$629	\$606	-3.6%
Days on Market								14	22	+57.1%	12	16	+29.2%
Months of Inventory								2.0	2.0	0.0%	1.8	2.0	+9.1%

New/Active/Pending/Sold

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

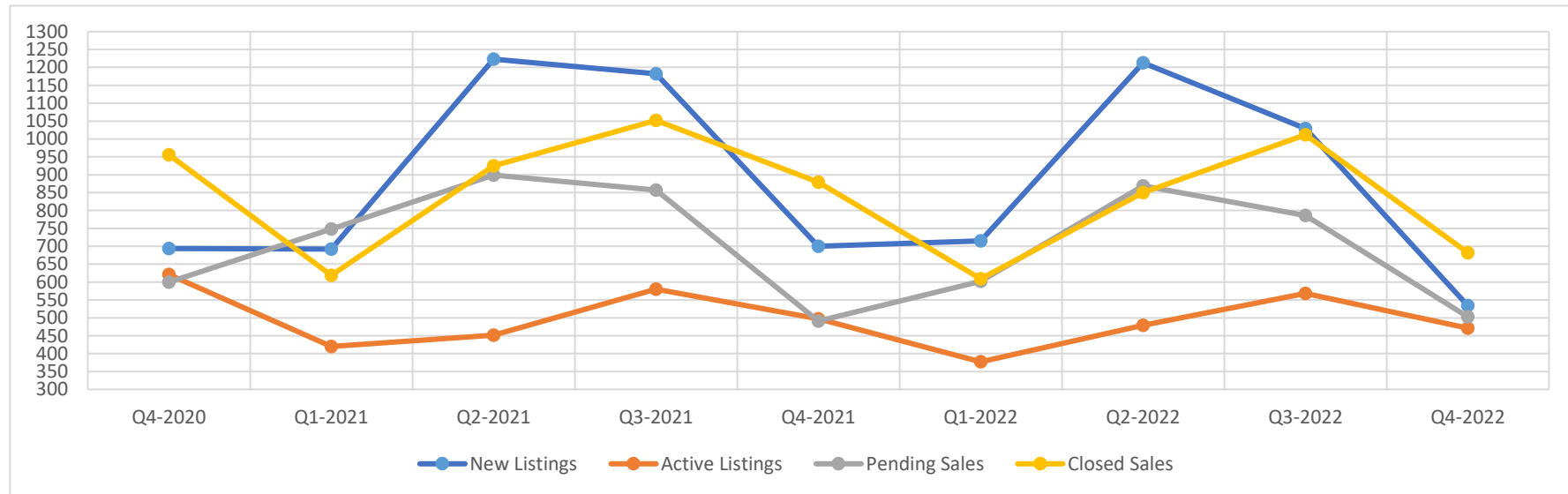


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New Listings	One Year Percent Change		Active Listings	One Year Percent Change
694	+1.5%	Q4-2020	621	-48.4%
692	-10.4%	Q1-2021	420	-56.3%
1223	+34.1%	Q2-2021	452	-46.2%
1182	-2.6%	Q3-2021	580	-24.6%
700	+0.9%	Q4-2021	497	-19.9%
715	+3.3%	Q1-2022	377	-10.2%
1213	-0.8%	Q2-2022	479	+6.1%
1029	-12.9%	Q3-2022	569	-2.0%
534	-23.7%	Q4-2022	471	-5.3%

Pending Sales	One Year Percent Change		Closed Sales	One Year Percent Change
600	+7.1%	Q4-2020	956	+24.5%
748	+3.9%	Q1-2021	619	+10.9%
899	+10.3%	Q2-2021	925	+38.1%
857	-19.2%	Q3-2021	1052	-9.2%
491	-18.2%	Q4-2021	879	-8.1%
602	-19.5%	Q1-2022	609	-1.6%
869	-3.3%	Q2-2022	850	-8.1%
786	-8.3%	Q3-2022	1012	-3.8%
503	+2.4%	Q4-2022	682	-22.4%

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

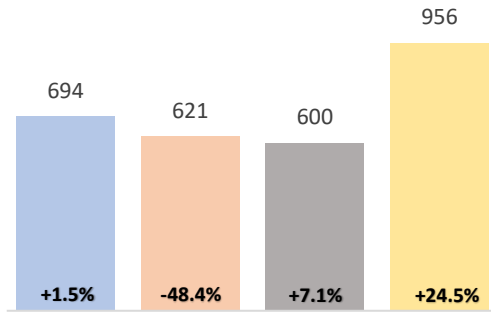


New/Active/Pending/Sold

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

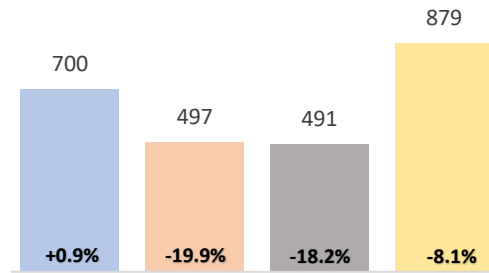


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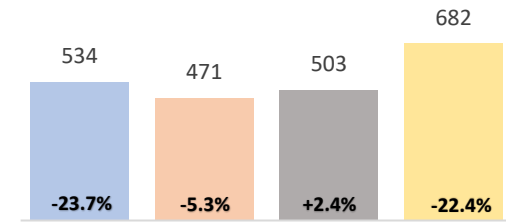
Q4-2020

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



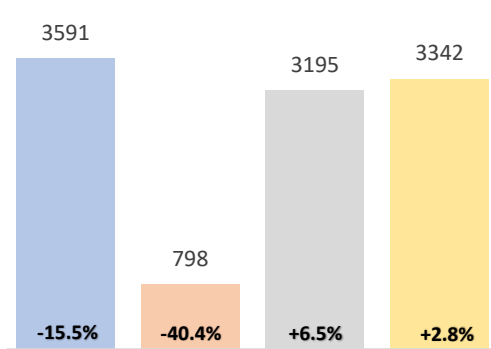
Q4-2021

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



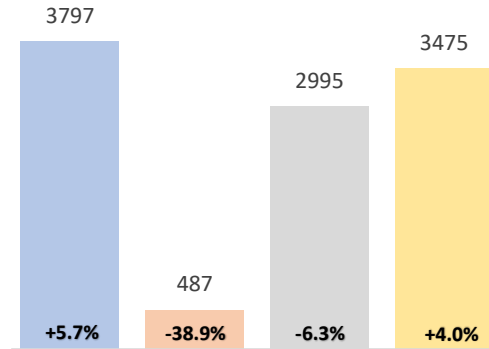
Q4-2022

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



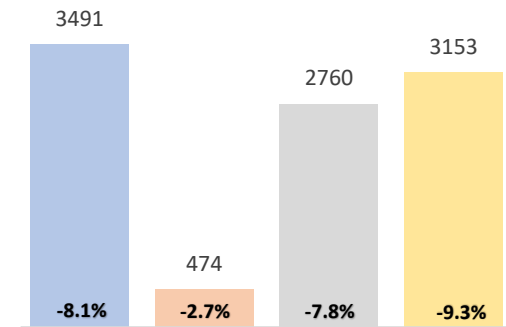
YTD 2020

■ 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

Average/Median List/Sales Price

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

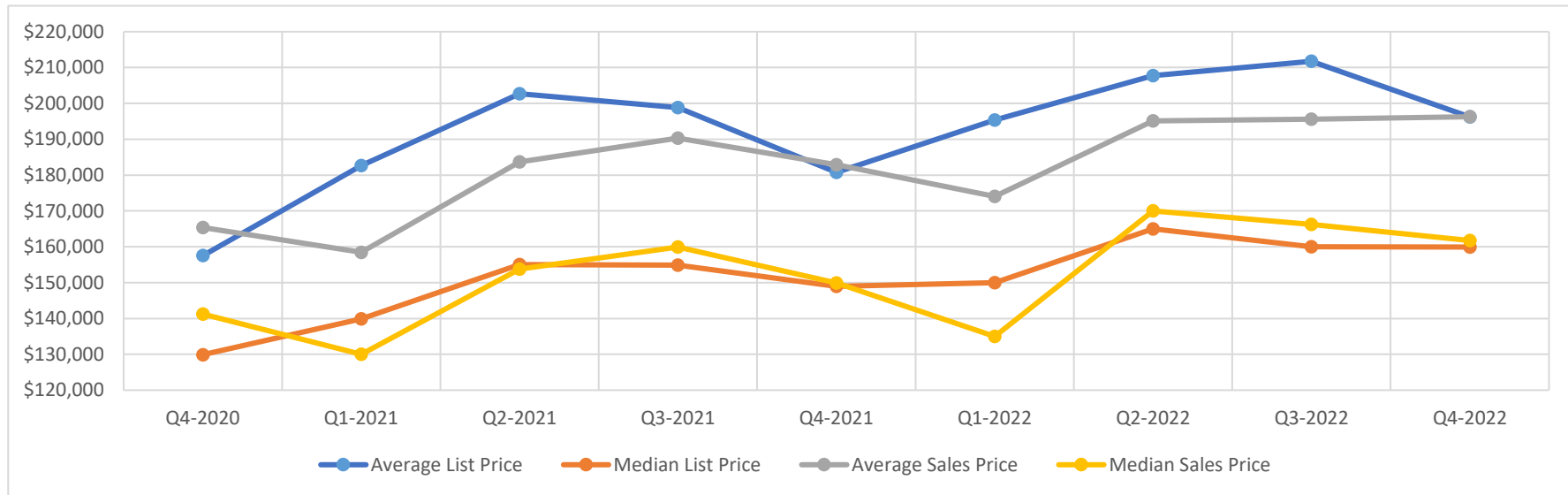


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Average List Price	One Year Percent Change		Median List Price	One Year Percent Change
\$157,523	+1.0%	Q4-2020	\$129,900	+2.3%
\$182,667	-0.7%	Q1-2021	\$139,900	+3.7%
\$202,665	+5.7%	Q2-2021	\$155,000	+0.1%
\$198,801	+16.0%	Q3-2021	\$154,900	+10.7%
\$180,733	+14.7%	Q4-2021	\$149,000	+14.7%
\$195,321	+6.9%	Q1-2022	\$150,000	+7.2%
\$207,734	+2.5%	Q2-2022	\$165,000	+6.5%
\$211,738	+6.5%	Q3-2022	\$160,000	+3.3%
\$196,254	+8.6%	Q4-2022	\$159,900	+7.3%

Average Sales Price	One Year Percent Change		Median Sales Price	One Year Percent Change
\$165,356	+11.5%	Q4-2020	\$141,250	+12.1%
\$158,467	+3.9%	Q1-2021	\$130,000	+0.1%
\$183,657	+15.9%	Q2-2021	\$153,750	+18.3%
\$190,316	+12.8%	Q3-2021	\$159,900	+12.2%
\$182,872	+10.6%	Q4-2021	\$149,900	+6.1%
\$174,070	+9.8%	Q1-2022	\$135,000	+3.8%
\$195,130	+6.2%	Q2-2022	\$170,000	+10.6%
\$195,578	+2.8%	Q3-2022	\$166,250	+4.0%
\$196,277	+7.3%	Q4-2022	\$161,750	+7.9%

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

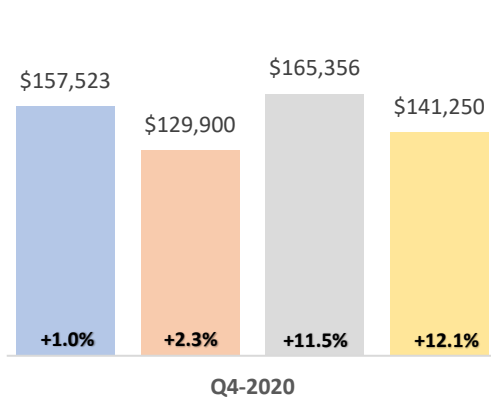


Average/Median List/Sales Price

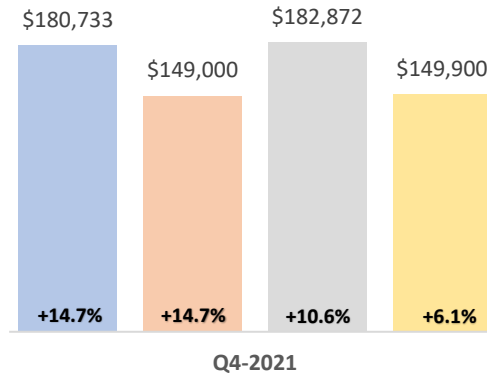
The average and median list and sales price of residential properties.



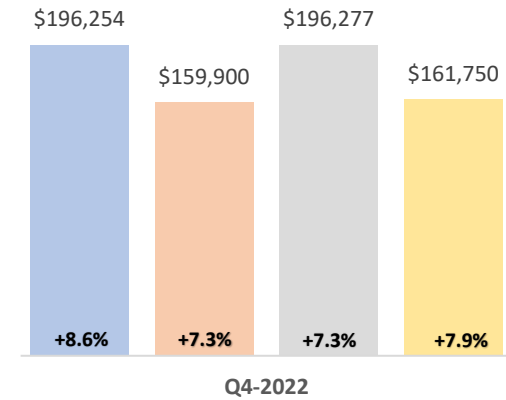
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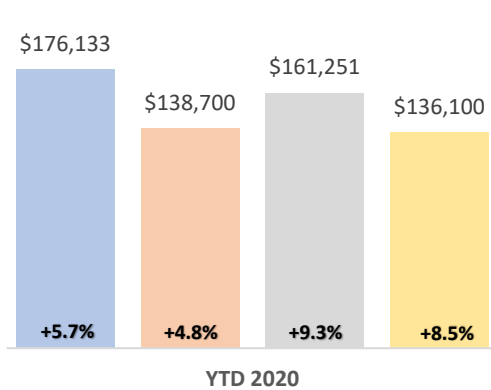
■ Average List Price ■ Median List Price
■ Average Sales Price ■ Median Sales Price



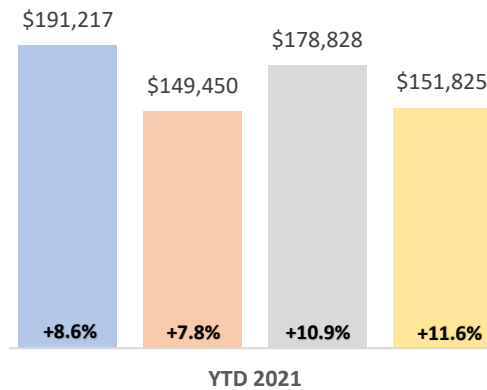
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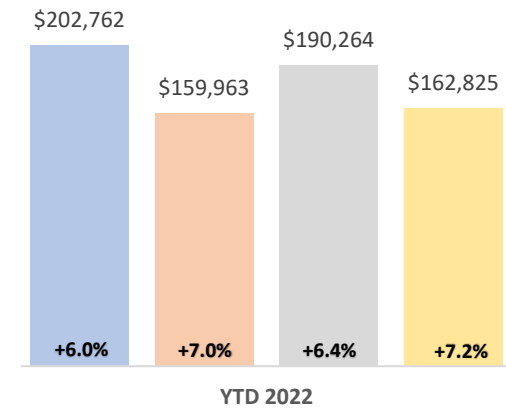
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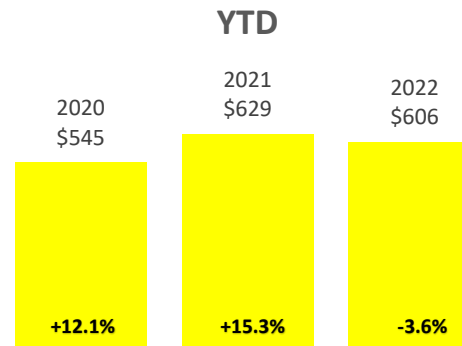
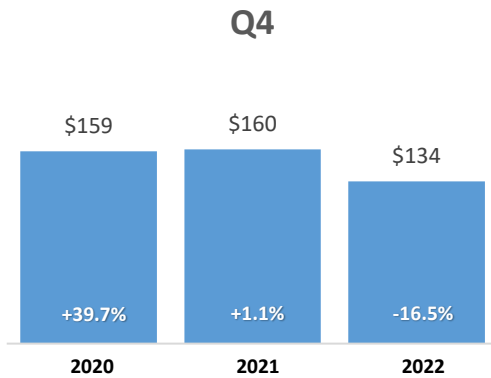
■ Average List Price ■ Median List Price
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Dollar Volume of Sales

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

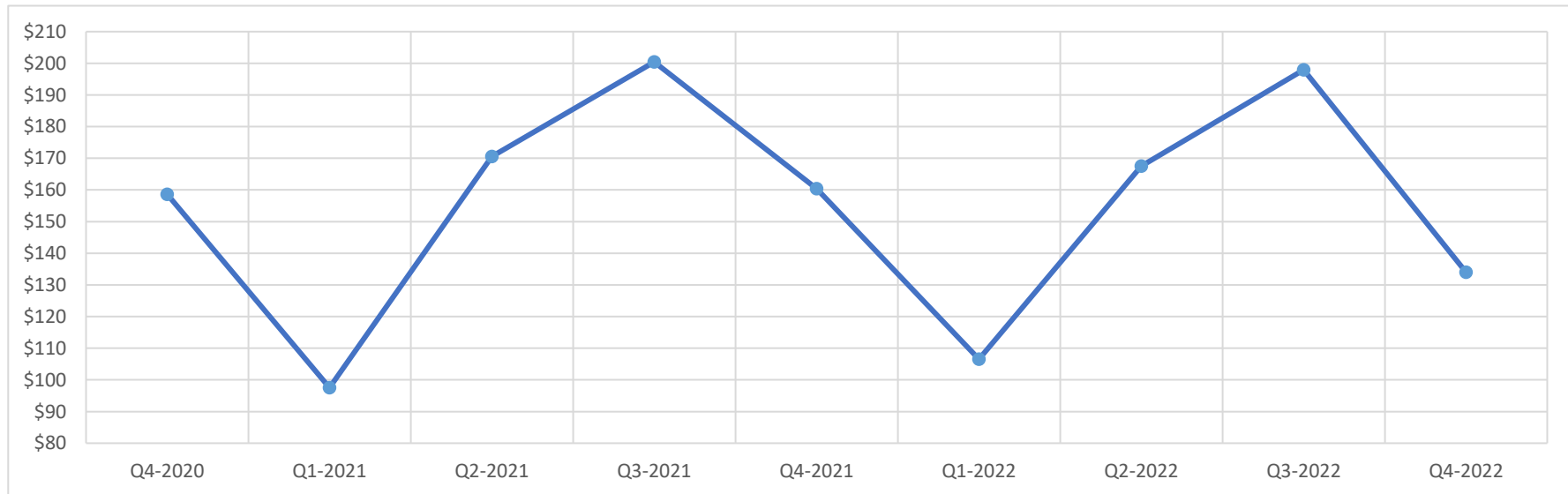


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	\$ Volume Sales Millions	One Year Percent Change
Q4-2020	\$159	+39.7%
Q1-2021	\$98	+14.3%
Q2-2021	\$171	+61.1%
Q3-2021	\$200	+2.4%
Q4-2021	\$160	+1.1%
Q1-2022	\$107	+9.2%
Q2-2022	\$168	-1.7%
Q3-2022	\$198	-1.2%
Q4-2022	\$134	-16.5%

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

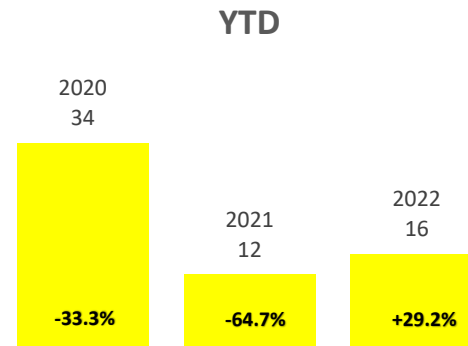
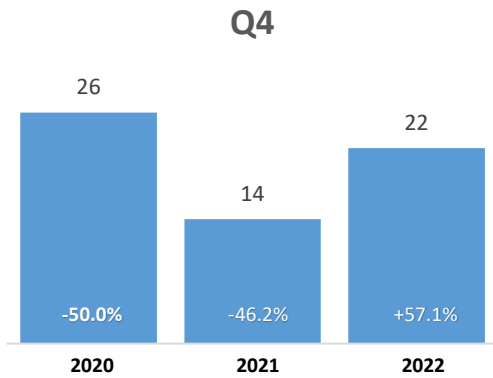


Days on Market

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

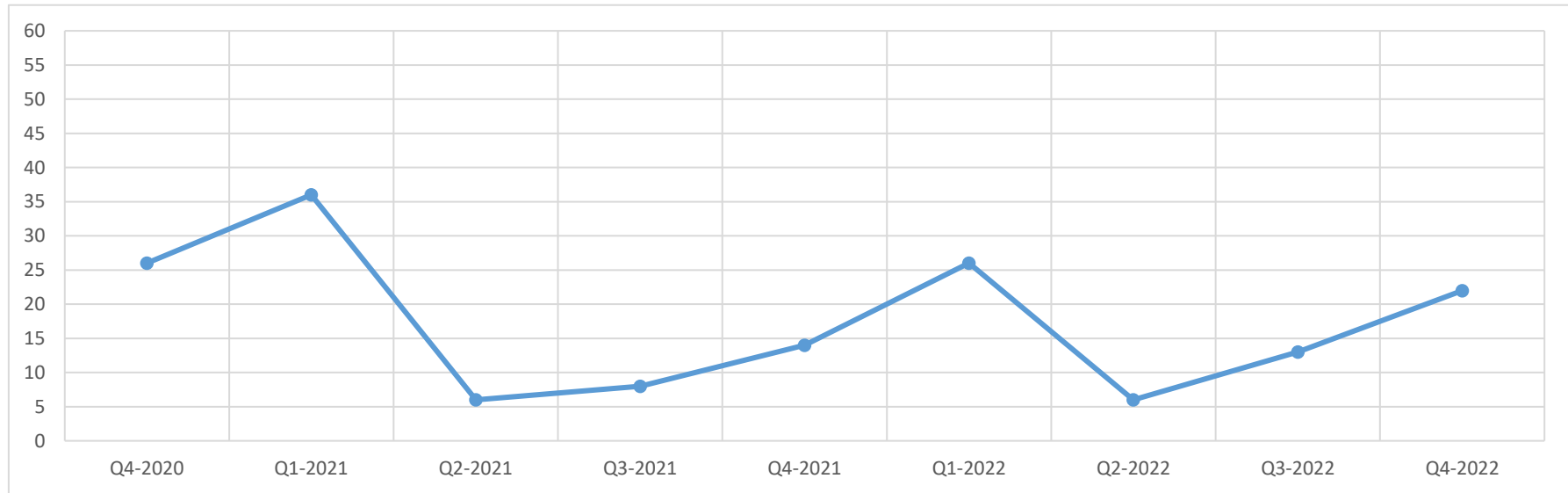


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	Median Days to Sell	One Year Percent Change
Q4-2020	26	-50.0%
Q1-2021	36	-48.6%
Q2-2021	6	-87.2%
Q3-2021	8	-60.0%
Q4-2021	14	-46.2%
Q1-2022	26	-27.8%
Q2-2022	6	0.0%
Q3-2022	13	+62.5%
Q4-2022	22	+57.1%

2-Year Historical Days on Market by Quarter

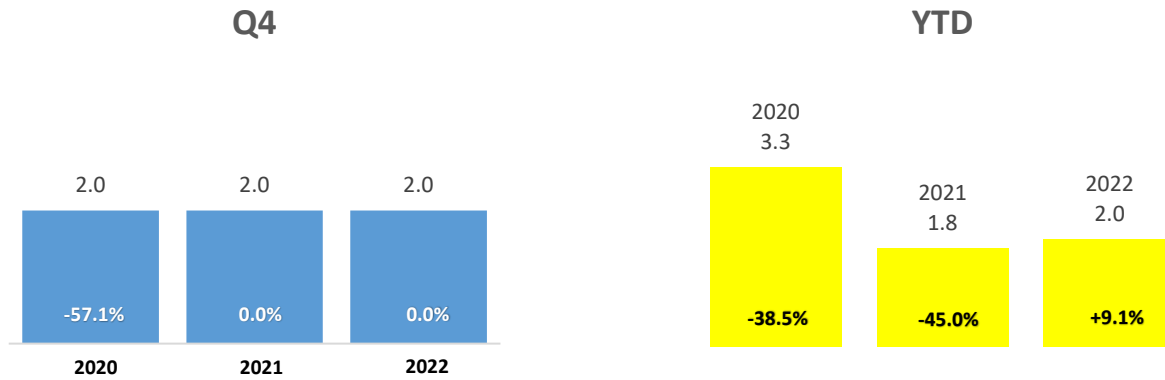


Months of Inventory

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
Q4-2020	2.0	-57.1%
Q1-2021	2.0	-62.5%
Q2-2021	1.3	-66.7%
Q3-2021	2.0	0.0%
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%

2-Year Historical Months Supply of Inventory by Quarter

