

Quarterly Indicators



Greater Erie
Board of REALTORS®, Inc.

Q4-2025

Activity Overview

New/Active Listings and Pending/Closed Sales

2

3-4

+11.9%

+3.3%

+12.6%

Average/Median List/Sales Price

5-6

Dollar Volume of Sales

7

Days on Market

8

Months of Inventory

9

New Listings

Average List Price

\$ Volume of Sales

+5.1%

-1.8%

+5.3%

Active Listings

Median List Price

Days on Market

+12.4%

+4.7%

0.0%

Pending Sales

Average Sale Price

Months of Inventory

+7.4%

+4.6%

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			Q4-2024	Q4-2025	One Year Percent Change	YTD 2024	YTD 2025	One Year Percent Change
	Q4-2023	Q4-2024	Q4-2025						
New Listings				590	660	+11.9%	3106	3371	+8.5%
Active Listings				481	505	+5.1%	474	490	+3.2%
Pending Sales				482	542	+12.4%	2465	2674	+8.5%
Closed Sales				692	743	+7.4%	2710	2837	+4.7%
Average List Price				\$227,221	\$234,702	+3.3%	\$234,998	\$240,939	+2.5%
Median List Price				\$192,000	\$188,450	-1.8%	\$189,500	\$197,175	+4.1%
Average Sales Price				\$229,857	\$240,735	+4.7%	\$220,075	\$230,195	+4.6%
Median Sales Price				\$190,500	\$199,250	+4.6%	\$189,550	\$199,625	+5.3%
\$ Volume Sales (Mil)				\$159	\$179	+12.6%	\$601	\$663	+10.4%
Days on Market				19	20	+5.3%	18	18	0.0%
Months of Inventory				2.0	2.0	0.0%	2.2	2.1	-3.8%

New/Active/Pending/Sold

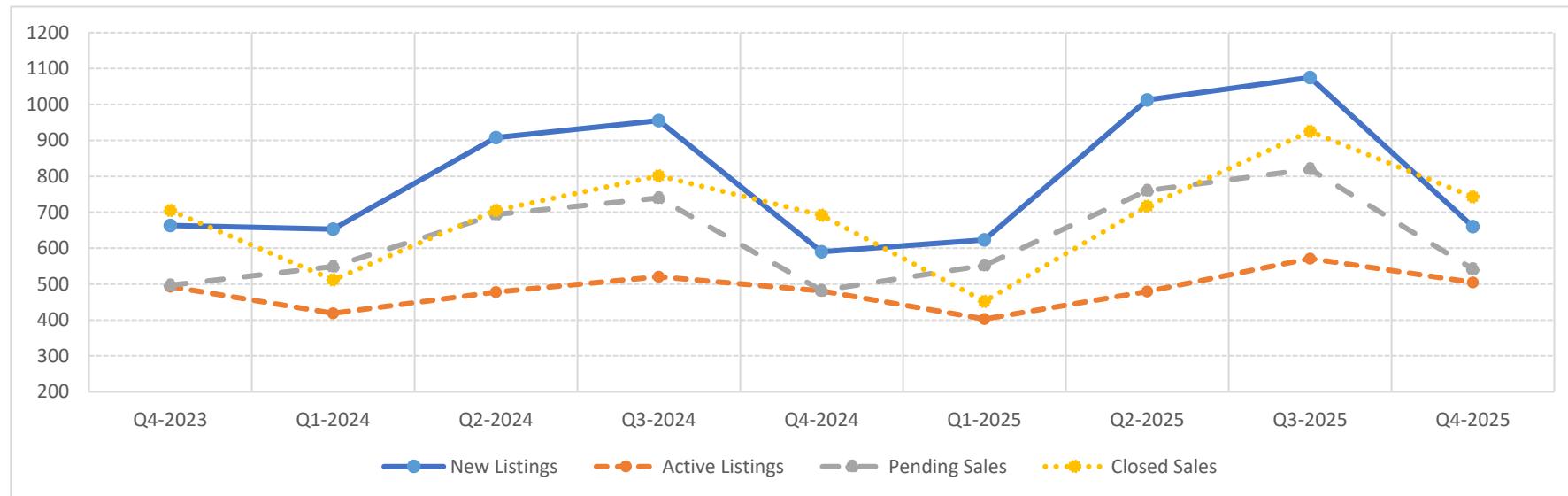
The number of new and average active residential listings, listings with accepted offers, and properties sold.



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New Listings	One Year Percent Change	Active Listings	One Year Percent Change	Pending Sales	One Year Percent Change	Closed Sales	One Year Percent Change
663	+22.1%	Q4-2023	493	+0.2%	497	-1.2%	Q4-2023
653	+13.0%	Q1-2024	418	+13.0%	549	+6.4%	Q1-2024
908	-7.0%	Q2-2024	478	+16.4%	694	+24.8%	Q2-2024
955	-1.7%	Q3-2024	520	+5.9%	740	+16.2%	Q3-2024
590	-11.0%	Q4-2024	481	-2.5%	482	-3.0%	Q4-2024
623	-4.6%	Q1-2025	403	-3.7%	552	+0.5%	Q1-2025
1013	+11.6%	Q2-2025	480	+0.3%	760	+9.5%	Q2-2025
1075	+12.6%	Q3-2025	571	+9.8%	820	+10.8%	Q3-2025
660	+11.9%	Q4-2025	505	+5.1%	542	+12.4%	Q4-2025
						743	+7.4%

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

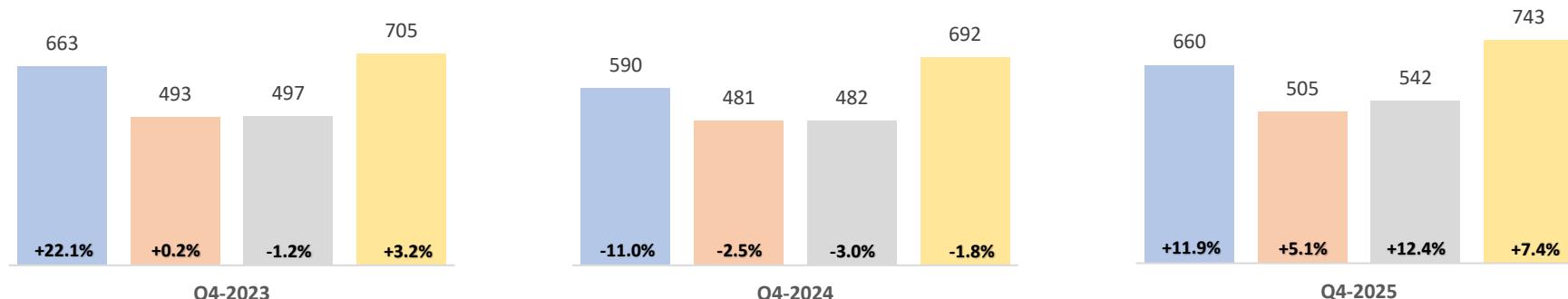


New/Active/Pending/Sold

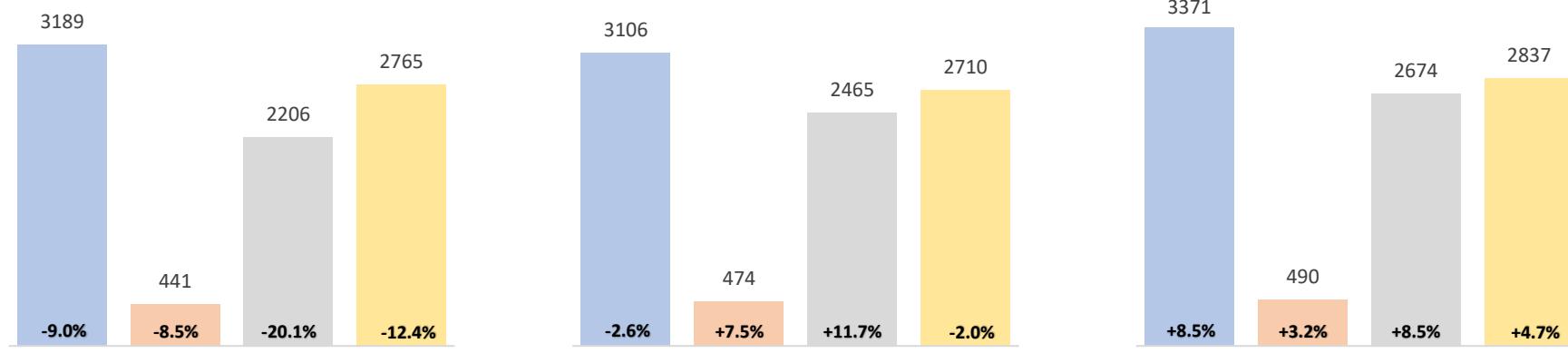
The number of new and average active residential listings, listings with accepted offers, and properties sold.



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



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

Average/Median List/Sales Price

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

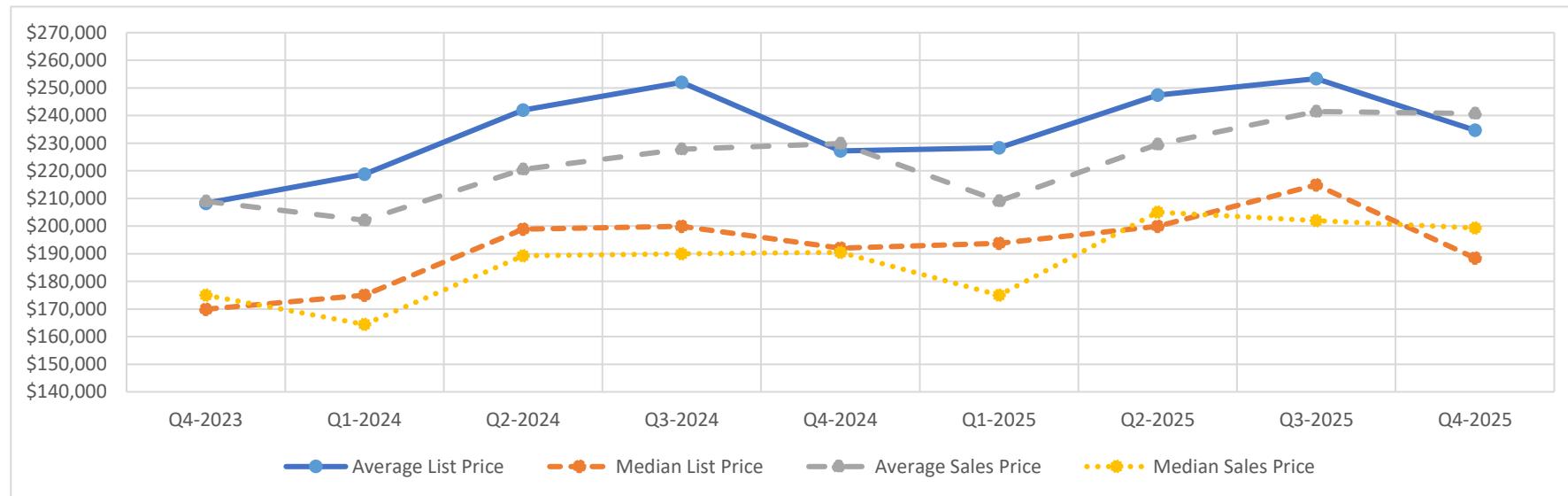


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Average List Price	One Year Percent Change		Median List Price	One Year Percent Change
\$208,260	+4.9%	Q4-2023	\$169,900	+6.3%
\$218,734	+0.8%	Q1-2024	\$175,000	+4.8%
\$241,997	+15.0%	Q2-2024	\$198,900	+15.5%
\$252,037	+10.9%	Q3-2024	\$199,900	+12.8%
\$227,221	+9.1%	Q4-2024	\$192,000	+13.0%
\$228,361	+4.4%	Q1-2025	\$193,750	+10.7%
\$247,353	+2.2%	Q2-2025	\$199,900	+0.5%
\$253,341	+0.5%	Q3-2025	\$214,900	+7.5%
\$234,702	+3.3%	Q4-2025	\$188,450	-1.8%

Average Sales Price	One Year Percent Change		Median Sales Price	One Year Percent Change
\$208,986	+6.8%	Q4-2023	\$175,000	+9.4%
\$202,109	+5.7%	Q1-2024	\$164,400	+6.1%
\$220,498	+11.4%	Q2-2024	\$189,200	+18.3%
\$227,833	+12.7%	Q3-2024	\$190,000	+9.5%
\$229,857	+10.0%	Q4-2024	\$190,500	+8.9%
\$209,032	+3.4%	Q1-2025	\$175,000	+6.4%
\$229,567	+4.1%	Q2-2025	\$205,000	+8.4%
\$241,447	+6.0%	Q3-2025	\$202,000	+6.3%
\$240,735	+4.7%	Q4-2025	\$199,250	+4.6%

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

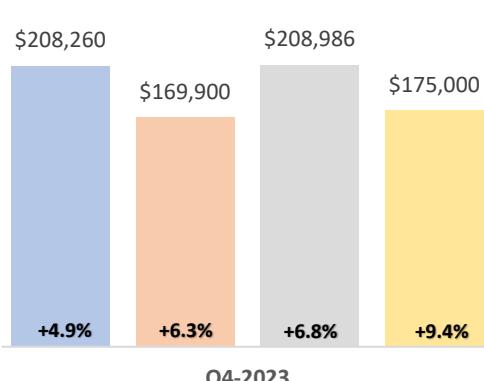


Average/Median List/Sales Price

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

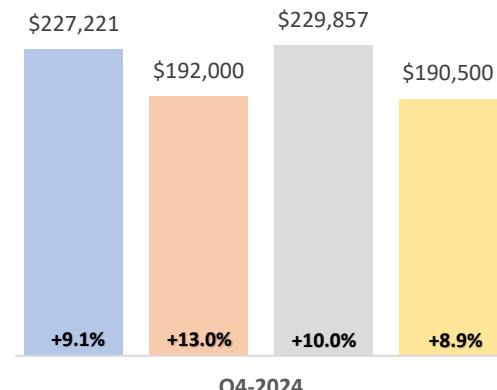


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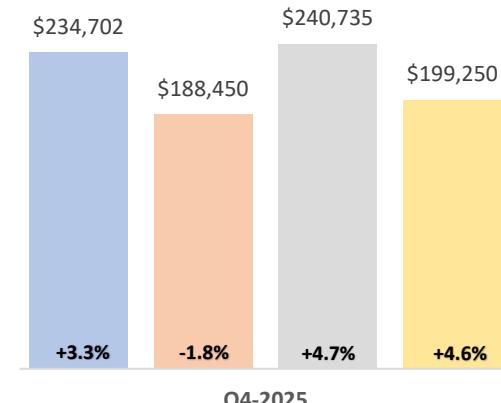
Q4-2023

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



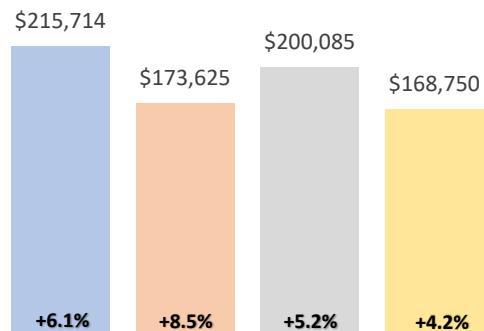
Q4-2024

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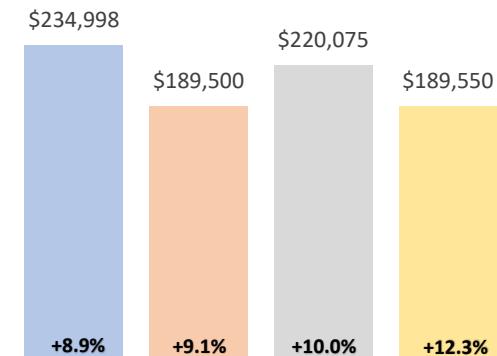
Q4-2025

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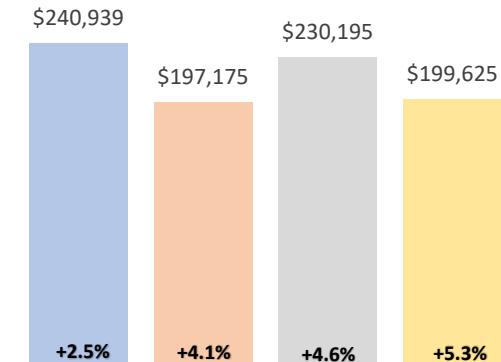
YTD 2023

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



YTD 2024

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



YTD 2025

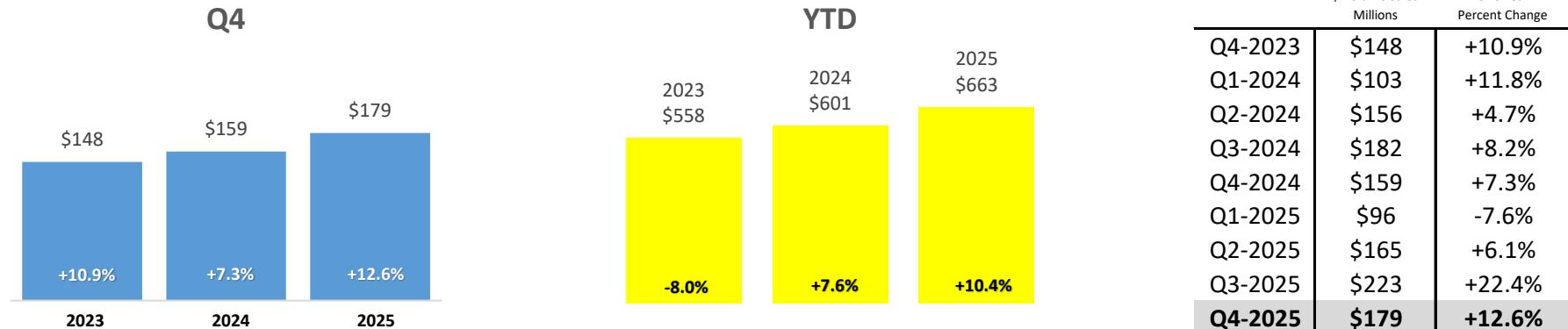
■ Average List Price ■ Median List Price
■ Average Sales Price ■ Median Sales Price

Dollar Volume of Sales

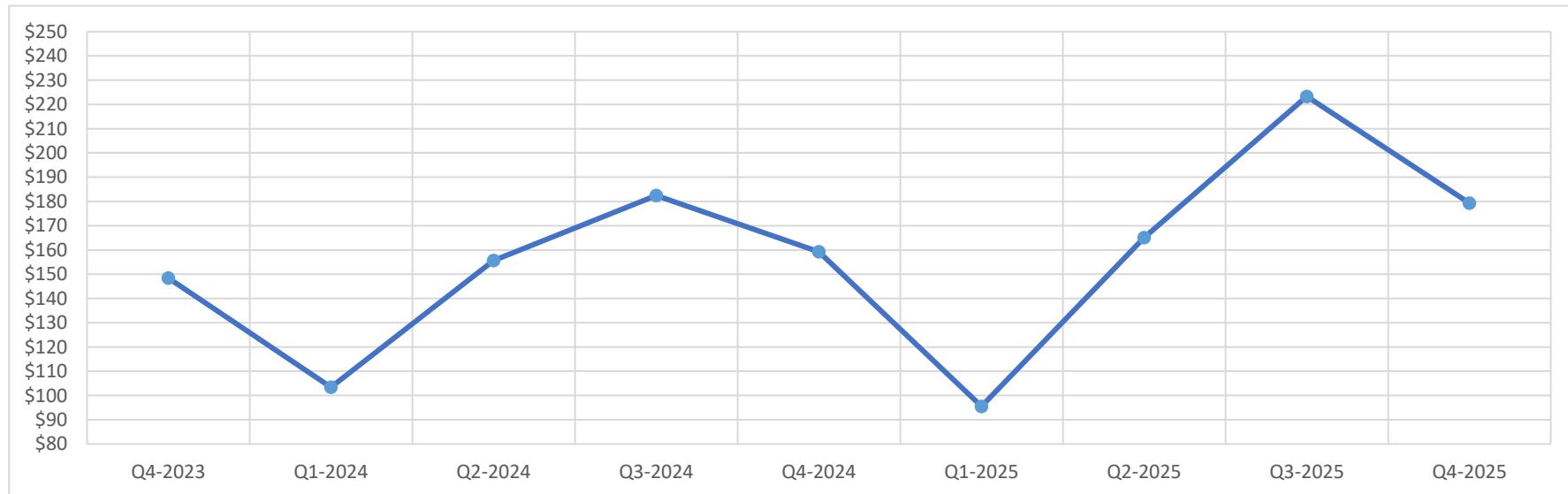
The dollar volume in millions of sales of residential properties sold.



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

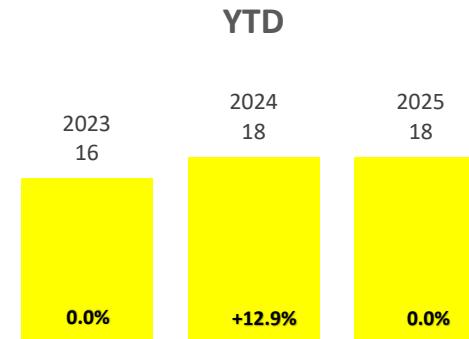
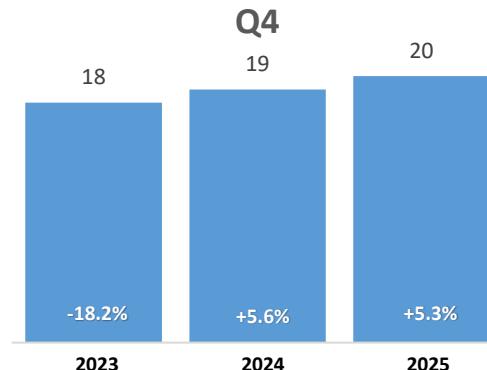


Days on Market

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

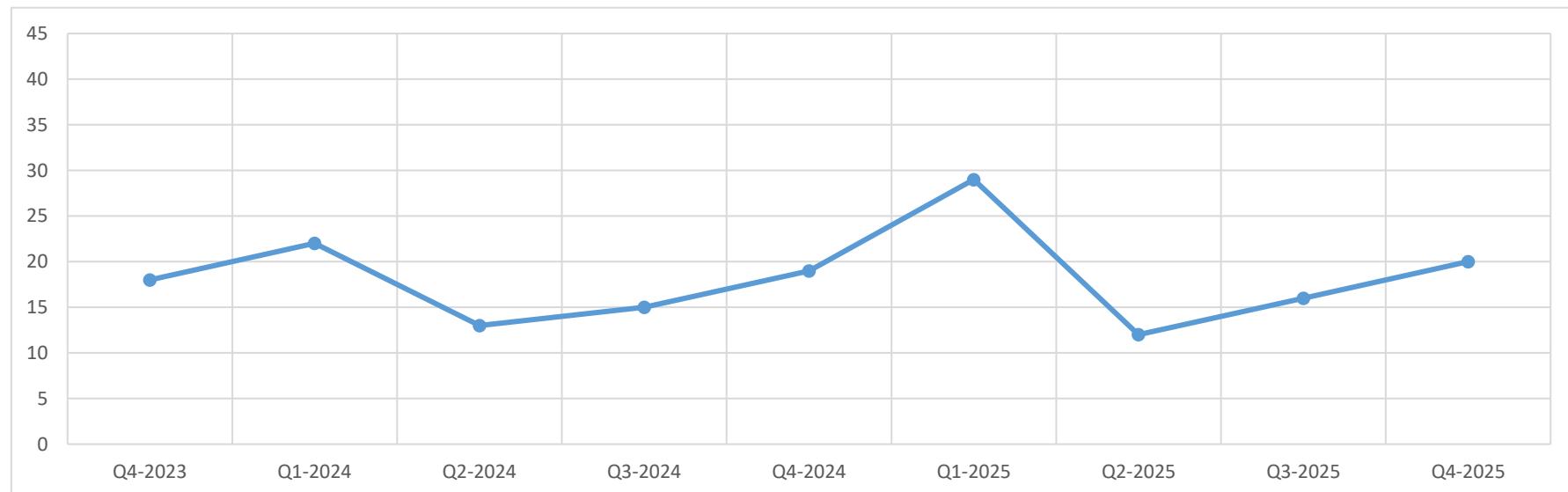


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	Median Days to Sell	One Year Percent Change
Q4-2023	18	-18.2%
Q1-2024	22	-40.5%
Q2-2024	13	-7.1%
Q3-2024	15	+25.0%
Q4-2024	19	+5.6%
Q1-2025	29	+31.8%
Q2-2025	12	-7.7%
Q3-2025	16	+6.7%
Q4-2025	20	+5.3%

2-Year Historical Days on Market by Quarter

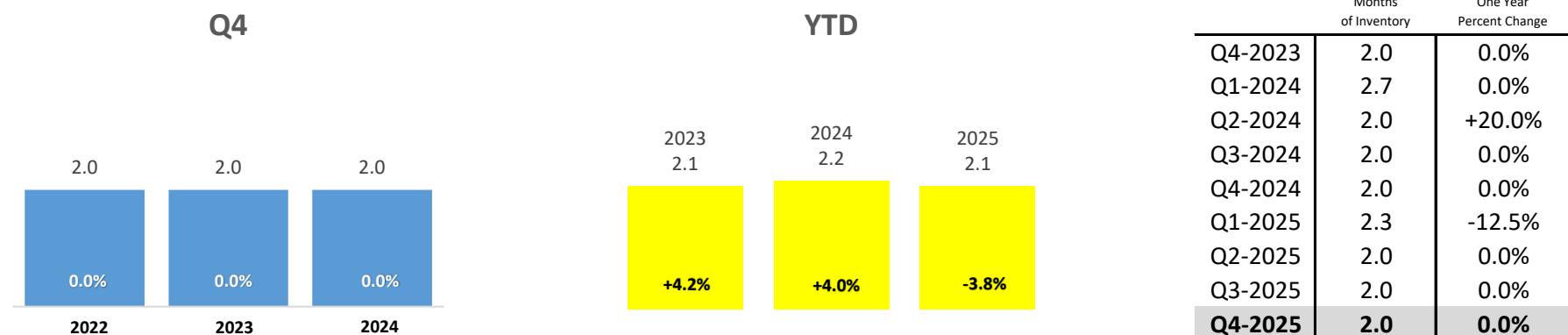


Months of Inventory

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



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2-Year Historical Months Supply of Inventory by Quarter

