

# Quarterly Indicators



Greater Erie  
Board of REALTORS®, Inc.

## Q4-2025

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## Q4 One Year Change Activity Snapshot

+11.9%	+3.3%	+12.6%
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.

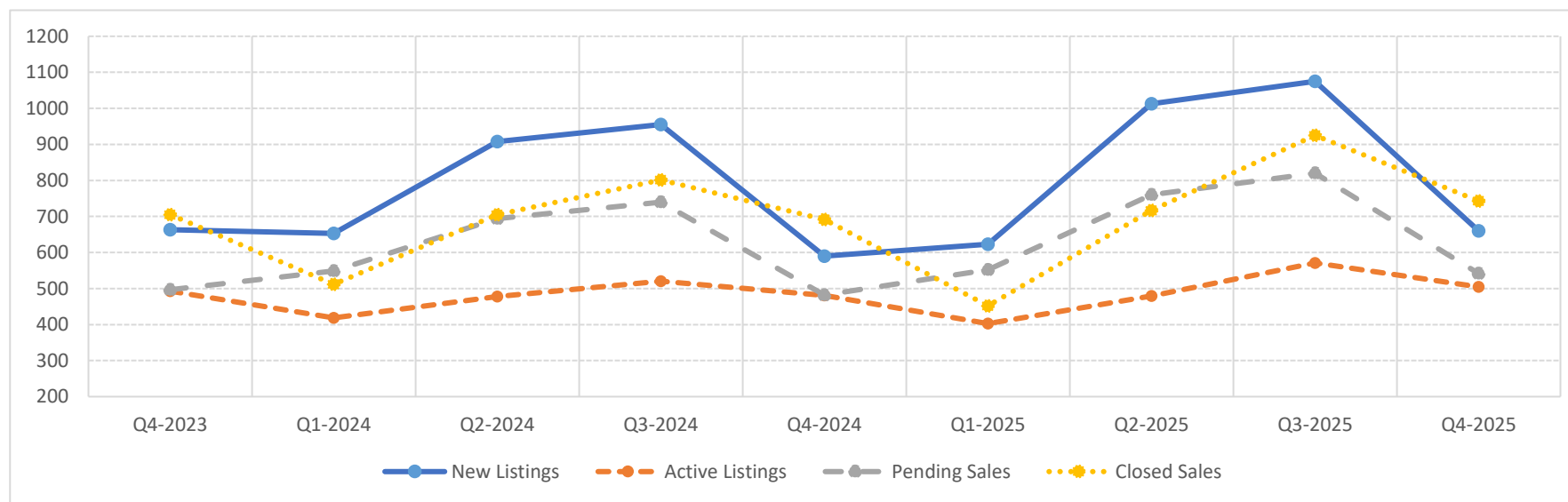


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New Listings	One Year Percent Change		Active Listings	One Year Percent Change
663	+22.1%	Q4-2023	493	+0.2%
653	+13.0%	Q1-2024	418	+13.0%
908	-7.0%	Q2-2024	478	+16.4%
955	-1.7%	Q3-2024	520	+5.9%
590	-11.0%	Q4-2024	481	-2.5%
623	-4.6%	Q1-2025	403	-3.7%
1013	+11.6%	Q2-2025	480	+0.3%
1075	+12.6%	Q3-2025	571	+9.8%
<b>660</b>	<b>+11.9%</b>	<b>Q4-2025</b>	<b>505</b>	<b>+5.1%</b>

Pending Sales	One Year Percent Change		Closed Sales	One Year Percent Change
497	-1.2%	Q4-2023	705	+3.2%
549	+6.4%	Q1-2024	512	+5.6%
694	+24.8%	Q2-2024	705	-4.9%
740	+16.2%	Q3-2024	801	-4.0%
482	-3.0%	Q4-2024	692	-1.8%
552	+0.5%	Q1-2025	452	-11.7%
760	+9.5%	Q2-2025	717	+1.7%
820	+10.8%	Q3-2025	925	+15.5%
<b>542</b>	<b>+12.4%</b>	<b>Q4-2025</b>	<b>743</b>	<b>+7.4%</b>

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

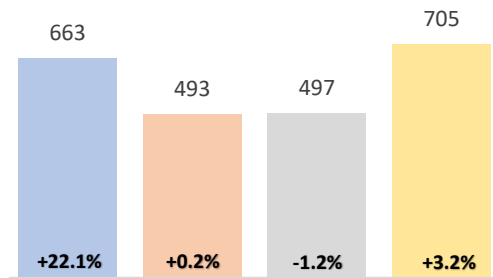


# New/Active/Pending/Sold

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

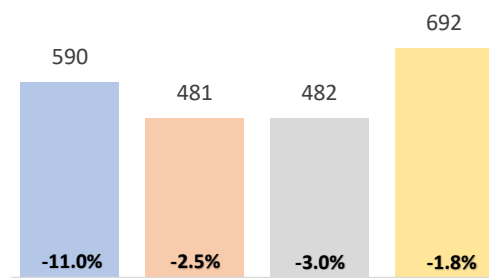


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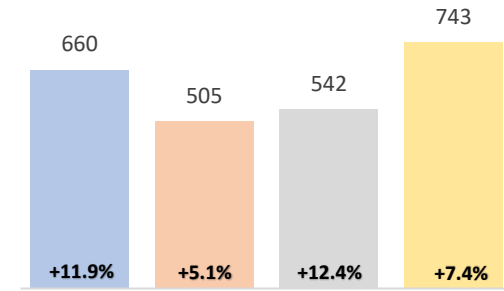
Q4-2023

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



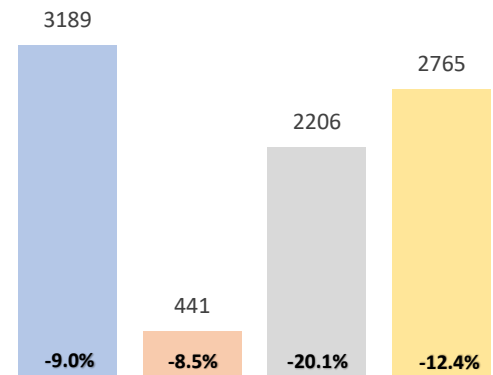
Q4-2024

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



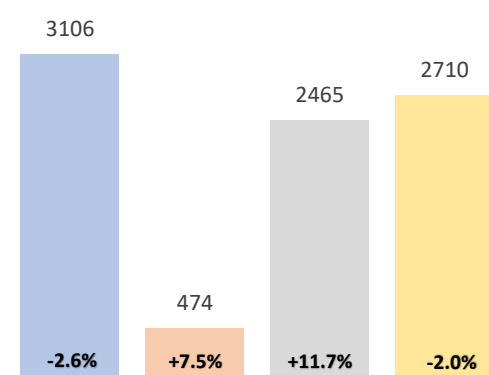
Q4-2025

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



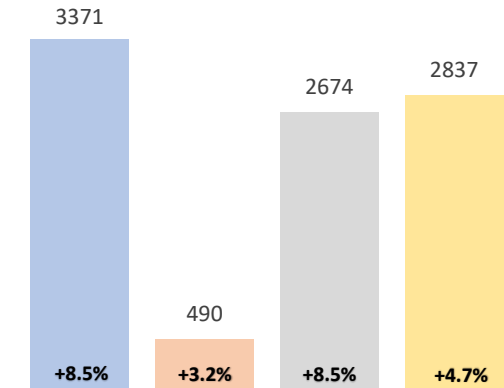
YTD 2023

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



YTD 2024

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



YTD 2025

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

# Average/Median List/Sales Price

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

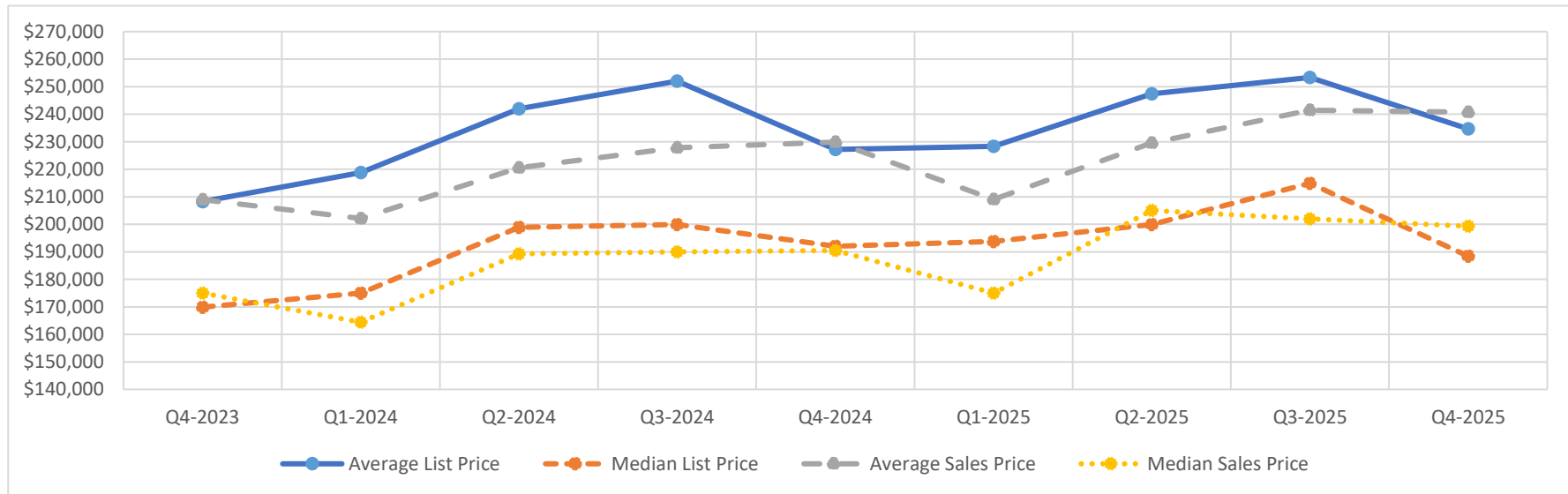


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Average List Price	One Year Percent Change		Median List Price	One Year Percent Change
\$208,260	+4.9%	Q4-2023	\$169,900	+6.3%
\$218,734	+0.8%	Q1-2024	\$175,000	+4.8%
\$241,997	+15.0%	Q2-2024	\$198,900	+15.5%
\$252,037	+10.9%	Q3-2024	\$199,900	+12.8%
\$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%
<b>\$234,702</b>	<b>+3.3%</b>	<b>Q4-2025</b>	<b>\$188,450</b>	<b>-1.8%</b>

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%
<b>\$240,735</b>	<b>+4.7%</b>	<b>Q4-2025</b>	<b>\$199,250</b>	<b>+4.6%</b>

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

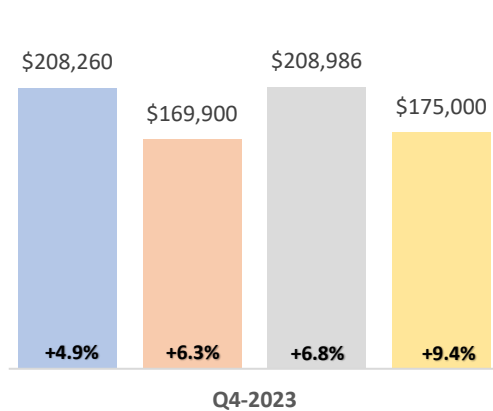


# Average/Median List/Sales Price

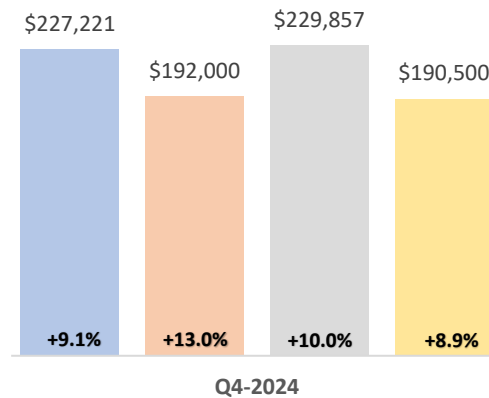
The average and median list and sales price of residential properties.



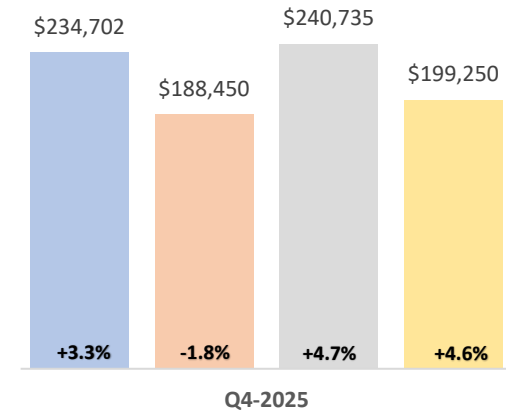
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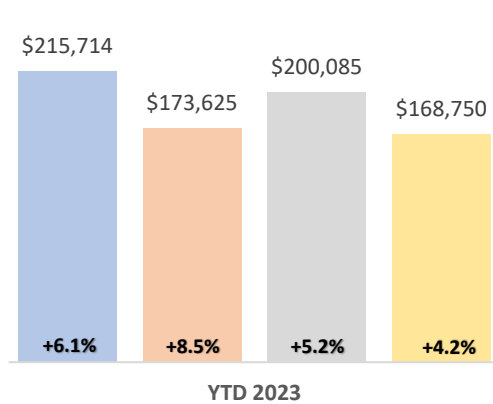
■ Average List Price ■ Median List Price  
■ Average Sales Price ■ Median Sales Price



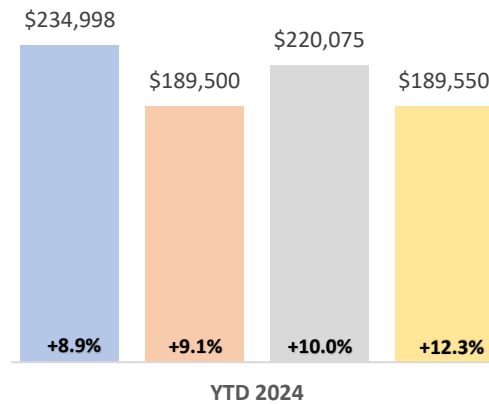
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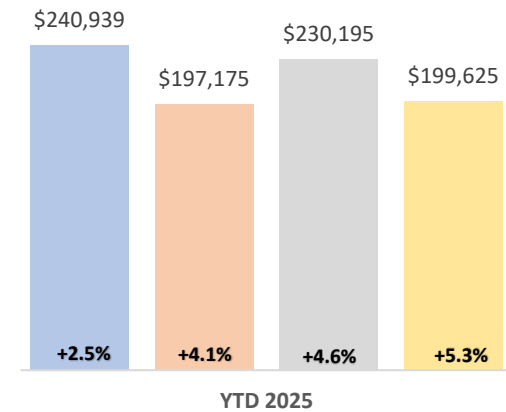
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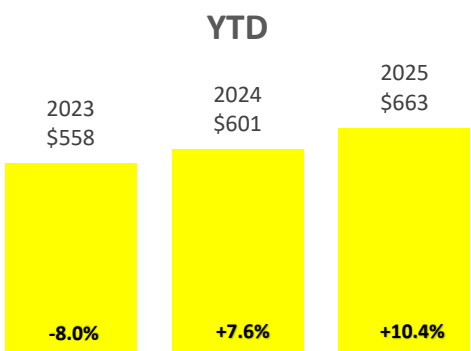
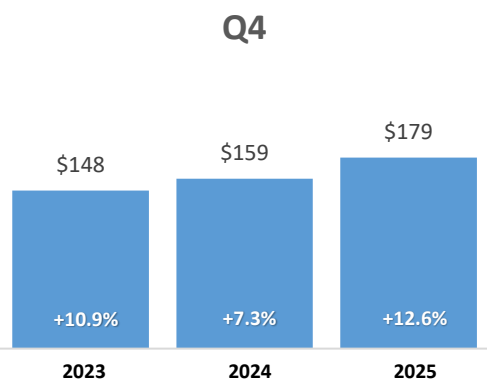
■ Average List Price ■ Median List Price  
■ Average Sales Price ■ Median Sales Price

# Dollar Volume of Sales

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

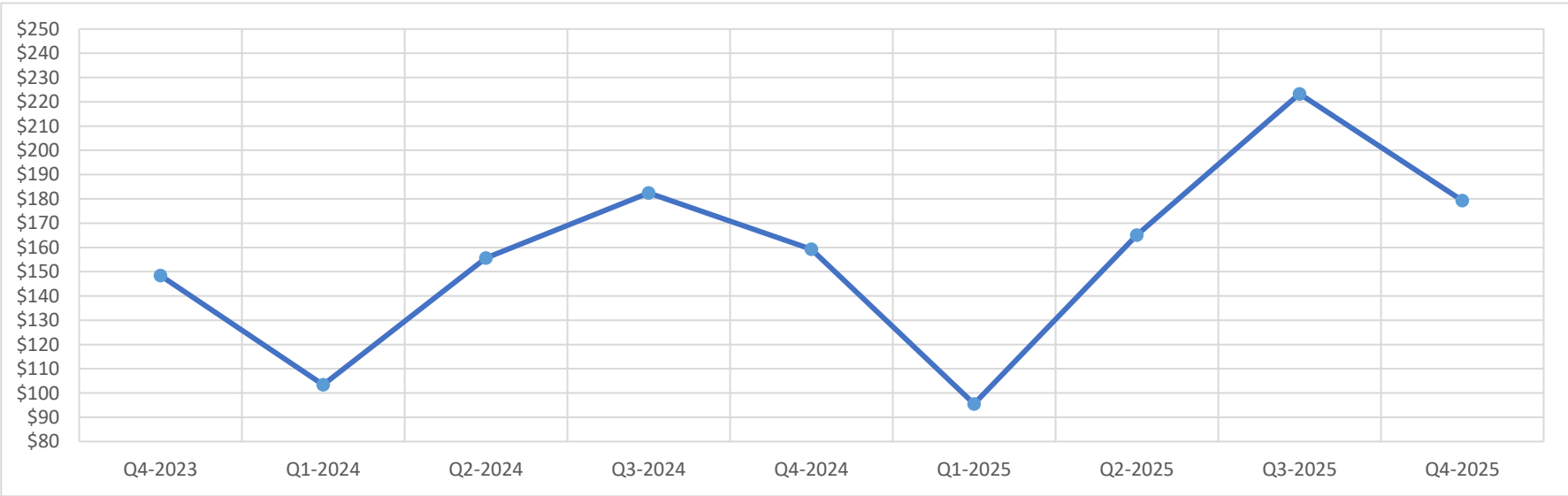


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	\$ Volume Sales Millions	One Year Percent Change
Q4-2023	\$148	+10.9%
Q1-2024	\$103	+11.8%
Q2-2024	\$156	+4.7%
Q3-2024	\$182	+8.2%
Q4-2024	\$159	+7.3%
Q1-2025	\$96	-7.6%
Q2-2025	\$165	+6.1%
Q3-2025	\$223	+22.4%
Q4-2025	\$179	+12.6%

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

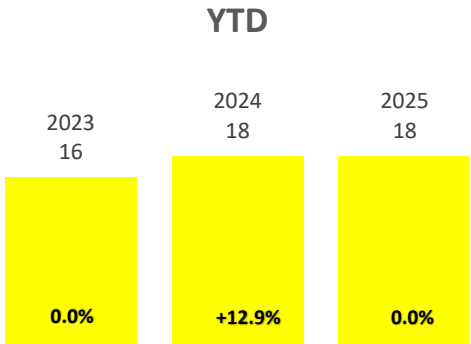
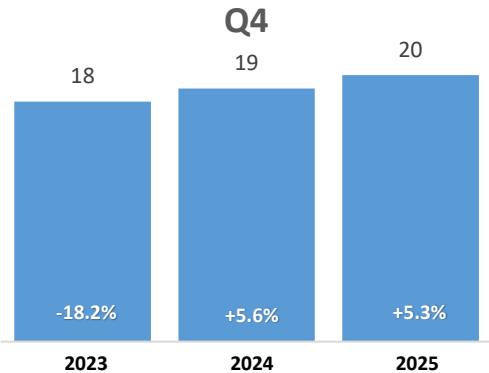


# Days on Market

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

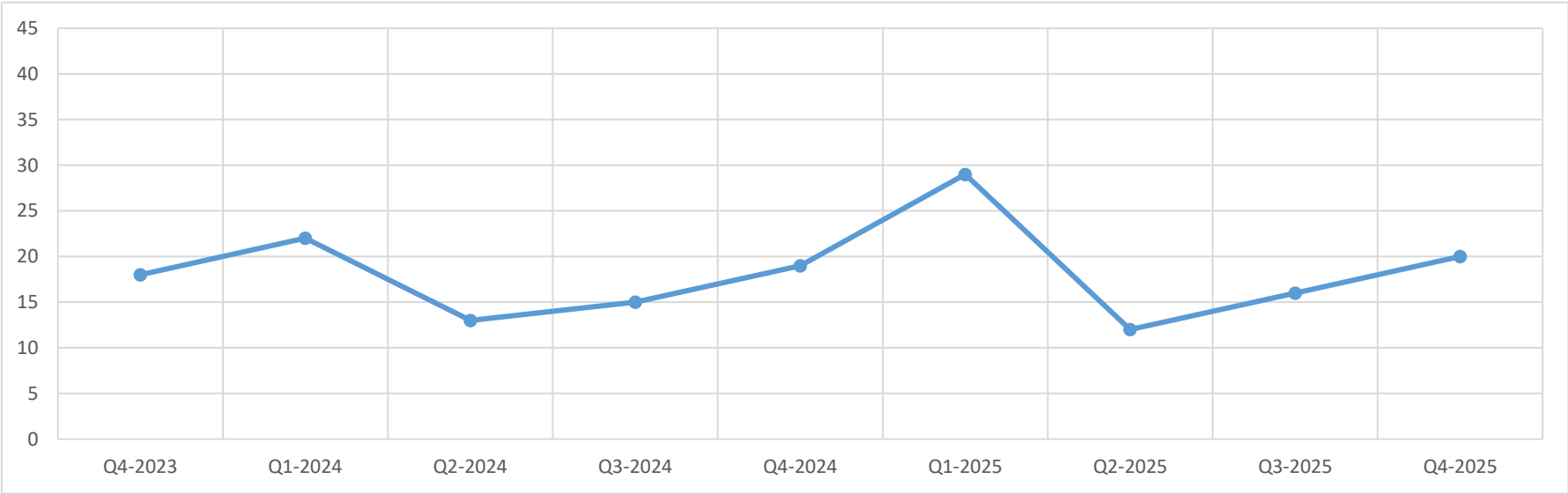


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	Median Days to Sell	One Year Percent Change
Q4-2023	18	-18.2%
Q1-2024	22	-40.5%
Q2-2024	13	-7.1%
Q3-2024	15	+25.0%
Q4-2024	19	+5.6%
Q1-2025	29	+31.8%
Q2-2025	12	-7.7%
Q3-2025	16	+6.7%
Q4-2025	20	+5.3%

## 2-Year Historical Days on Market by Quarter



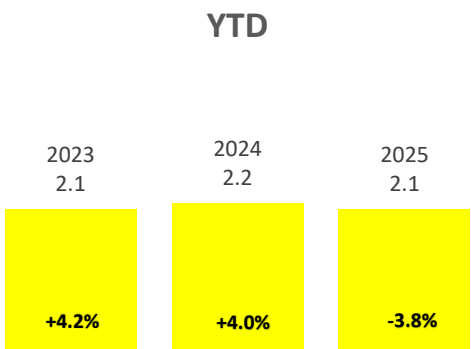
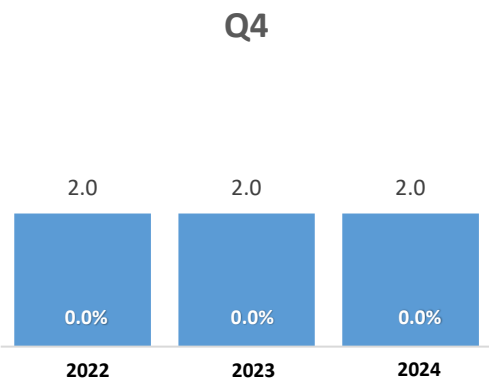


# Months of Inventory

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



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	Months of Inventory	One Year Percent Change
Q4-2023	2.0	0.0%
Q1-2024	2.7	0.0%
Q2-2024	2.0	+20.0%
Q3-2024	2.0	0.0%
Q4-2024	2.0	0.0%
Q1-2025	2.3	-12.5%
Q2-2025	2.0	0.0%
Q3-2025	2.0	0.0%
Q4-2025	2.0	0.0%

2-Year Historical Months Supply of Inventory by Quarter

