

Quarterly Indicators



Greater Erie Board of REALTORS®, Inc.

Q4-2021

- Activity Overview **2**
- New Listings **3**
- Pending Sales **4**
- Closed Sales **5**
- Days on Market **6**
- Median Sales Price **7**
- Average Sales Price **8**
- Active Listings **9**
- Months of Inventory **10**

Activity Snapshot

-7.8% **-36.2%** **+7.1%**

One Year Change in	One Year Change in	One Year Change in
Closed Sales	Active Listings	Median Sales Price

Residential real estate activity in the Greater Erie Board of REALTORS® MLS, comprised of single family properties, townhomes, and condominiums combined. Percent changes are calculated using rounded figures.

Market Overview

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



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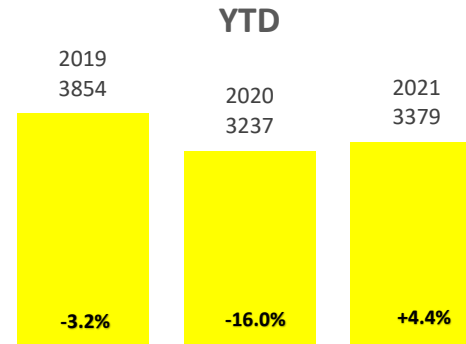
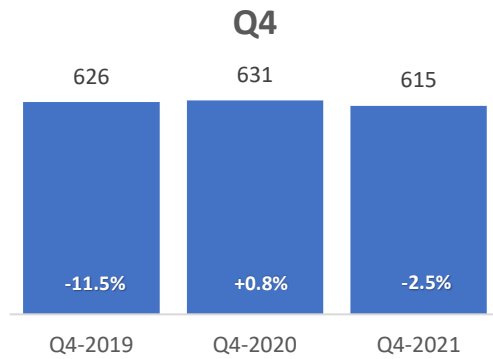
Key Metrics	Historical Sparkbars	Q4-2020	Q4-2021	One Year Percent Change	YTD 2020	YTD 2021	One Year Percent Change
New Listings		631	615	-2.5%	3237	3379	+4.4%
Pending Sales		1052	1040	-1.1%	5157	5099	-1.1%
Closed Sales		883	814	-7.8%	3081	3182	+3.3%
Days on Market		80	63	-21.3%	90	49	-45.3%
Median Sales Price		\$140,000	\$150,000	+7.1%	\$137,000	\$151,000	+10.2%
Average Sales Price		\$164,000	\$183,000	+11.6%	\$161,250	\$177,500	+10.1%
Active Listings		544	347	-36.2%	--	--	--
Months of Inventory		2.2	1.3	-41.2%	--	--	--

New Listings

The number of new residential listings that were added.

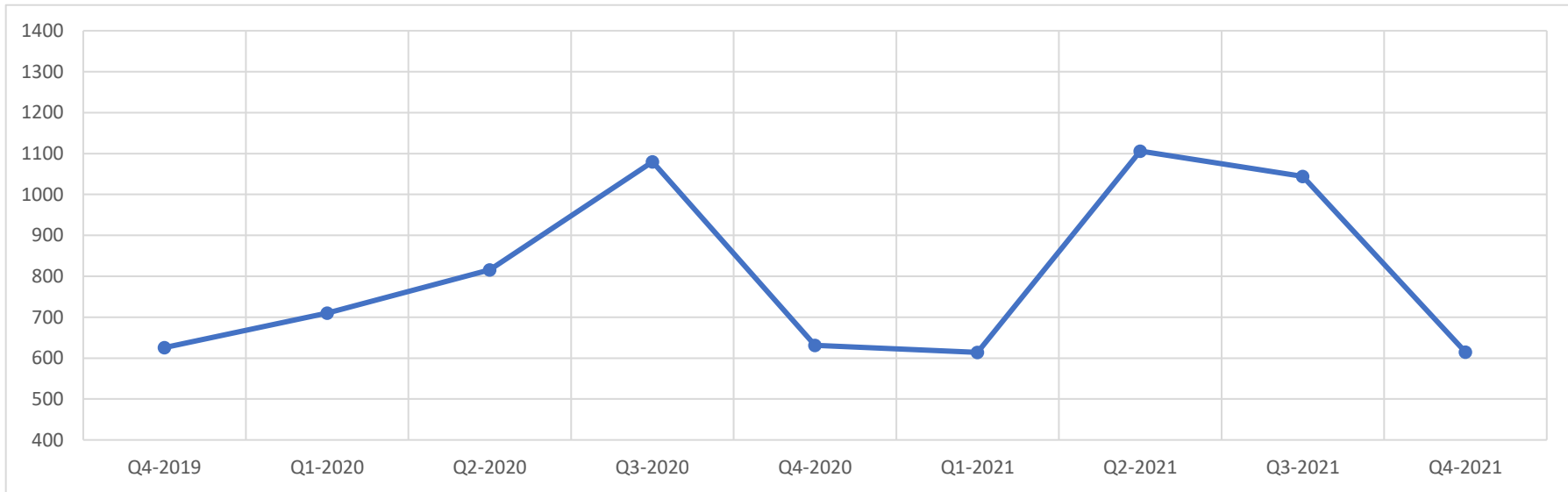


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	New Listings	One Year Percent Change
Q4-2019	626	-11.5%
Q1-2020	710	-13.9%
Q2-2020	816	-36.2%
Q3-2020	1080	-4.0%
Q4-2020	631	+0.8%
Q1-2021	614	-13.5%
Q2-2021	1106	+35.5%
Q3-2021	1044	-3.3%
Q4-2021	615	-2.5%

2-Year Historical New Listings by Quarter

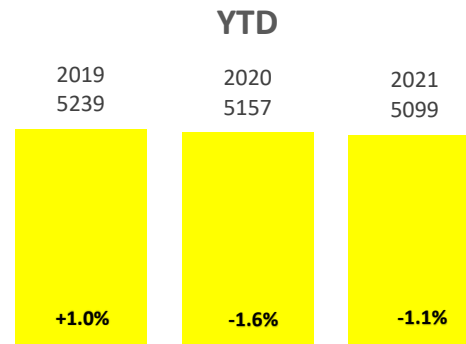
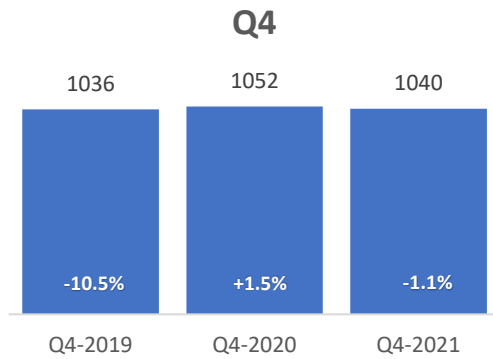


Pending Sales

The number of residential properties with accepted offers that were available at the end of each month.

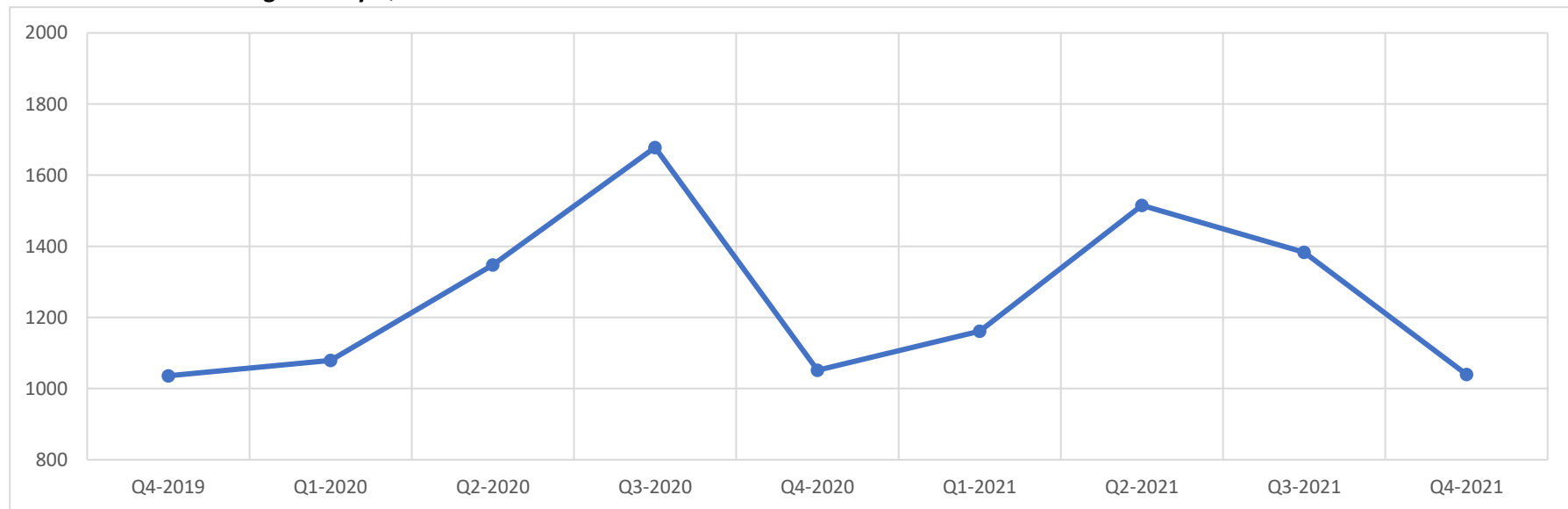


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	Pending Sales	One Year Percent Change
Q4-2019	1036	-10.5%
Q1-2020	1079	-11.0%
Q2-2020	1348	-12.3%
Q3-2020	1678	+15.4%
Q4-2020	1052	+1.5%
Q1-2021	1161	+7.6%
Q2-2021	1515	+12.4%
Q3-2021	1383	-17.6%
Q4-2021	1040	-1.1%

2-Year Historical Pending Sales by Quarter

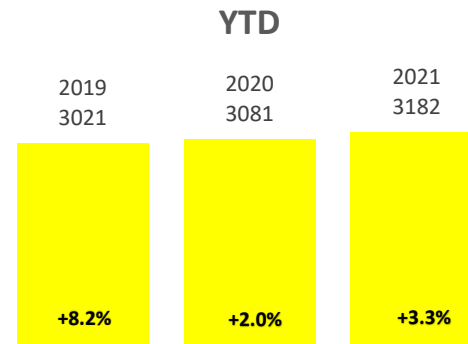
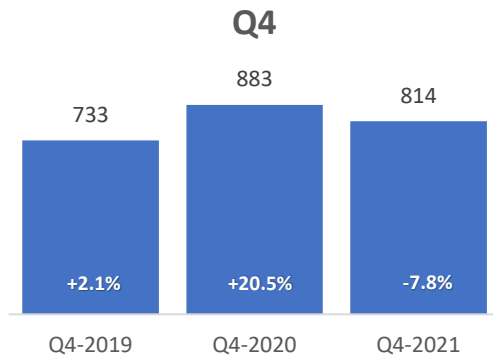


Closed Sales

The total number of residential properties sold.

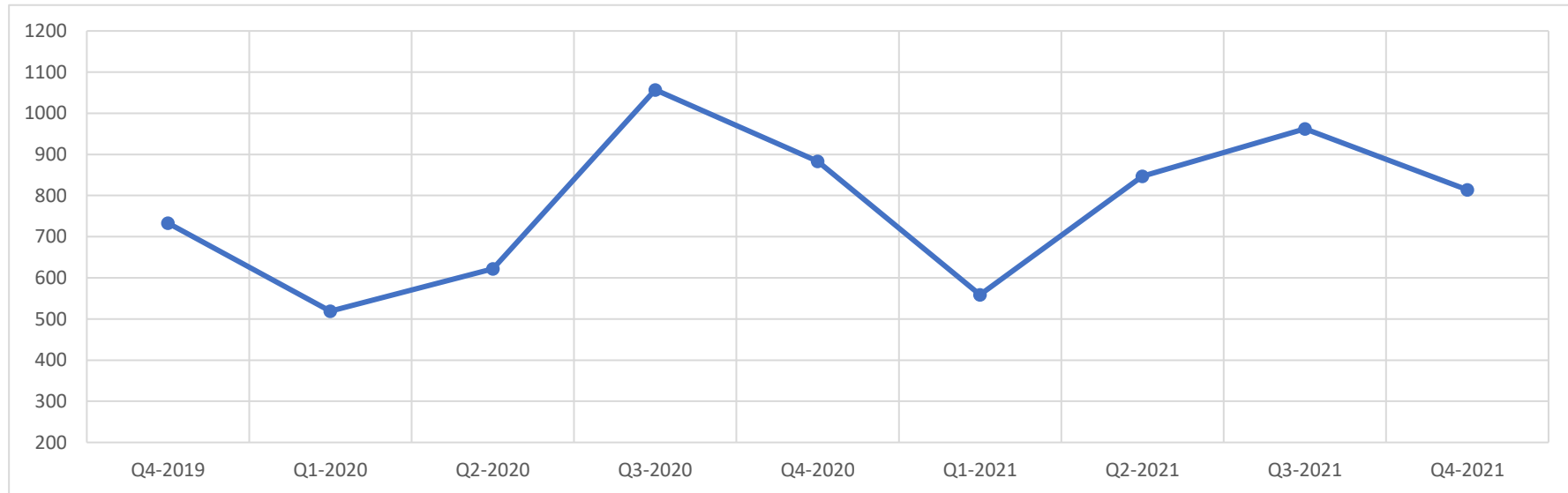


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	Closed Sales	One Year Percent Change
Q4-2019	733	+2.1%
Q1-2020	519	+6.8%
Q2-2020	622	-27.9%
Q3-2020	1057	+12.6%
Q4-2020	883	+20.5%
Q1-2021	559	+7.7%
Q2-2021	847	+36.2%
Q3-2021	962	-9.0%
Q4-2021	814	-7.8%

2-Year Historical Closed Sales by Quarter

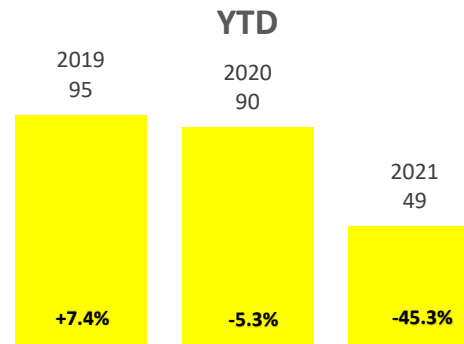
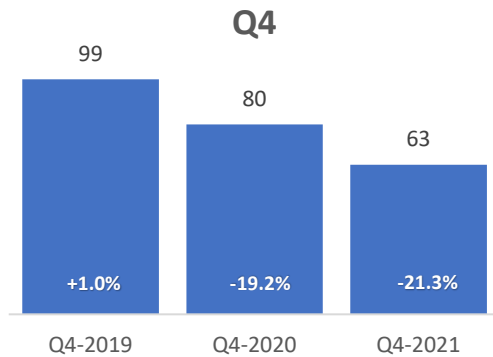


Days on Market

The median number of days between when residential properties are first displayed as active listings and when accepted offers have been noted.

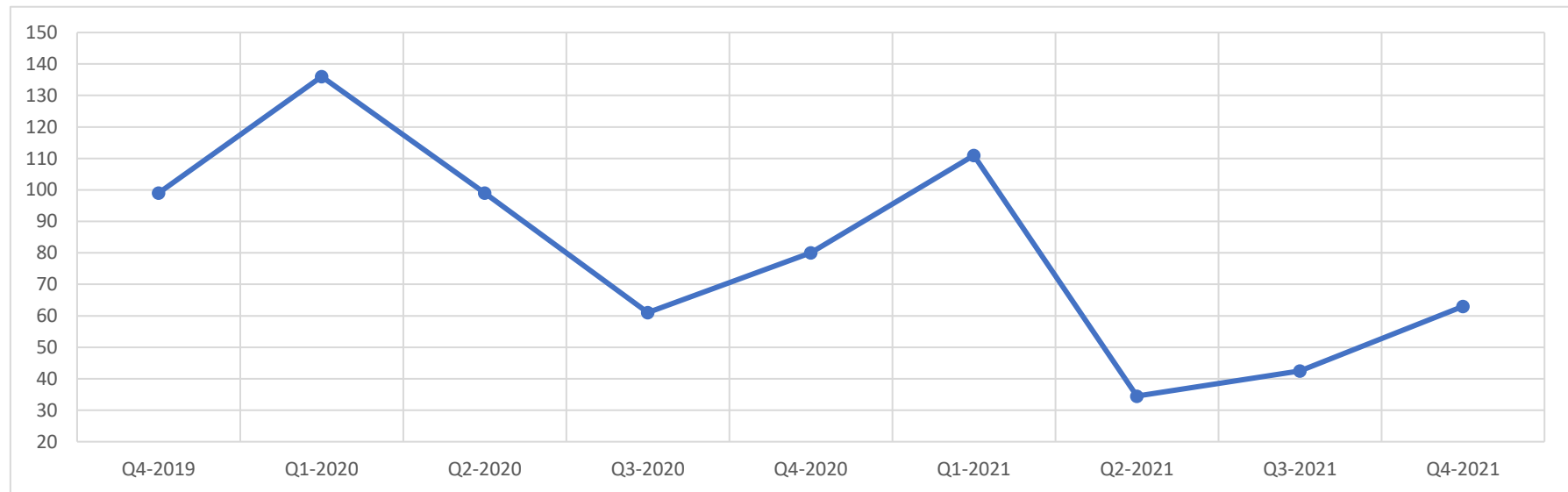


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	Days on Market	One Year Percent Change
Q4-2019	99	+1.0%
Q1-2020	136	+10.6%
Q2-2020	99	+22.2%
Q3-2020	61	-18.7%
Q4-2020	80	-19.2%
Q1-2021	111	-18.4%
Q2-2021	34.5	-65.2%
Q3-2021	42.5	-30.3%
Q4-2021	63	-21.3%

2-Year Historical Days on Market Until Sale by Quarter

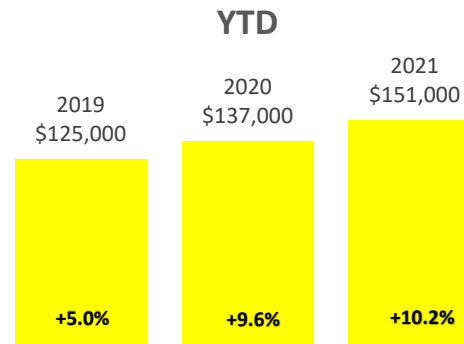
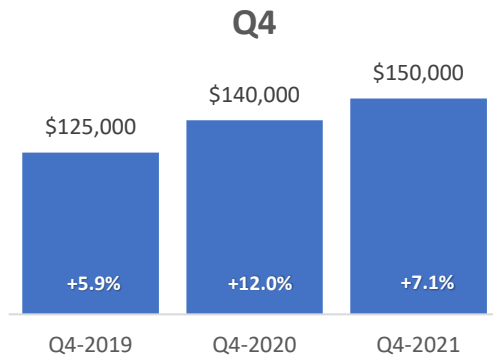


Median Sales Price

The median sales price of the residential properties sold.

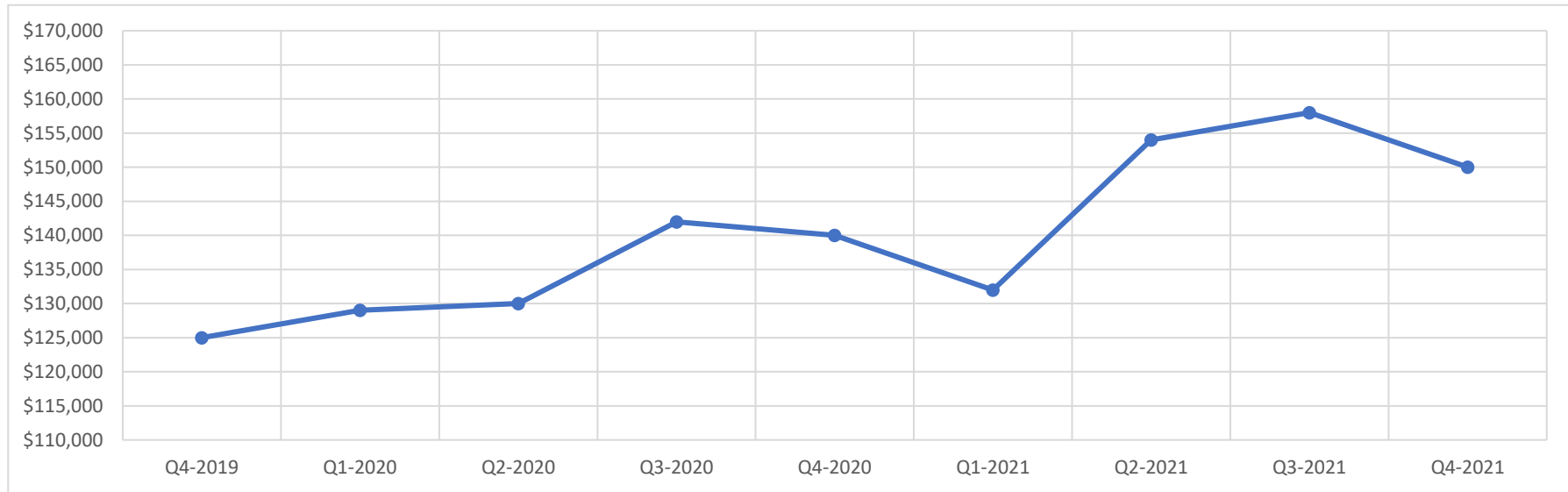


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	Median Sales Price	One Year Percent Change
Q4-2019	\$125,000	+5.9%
Q1-2020	\$129,000	+17.3%
Q2-2020	\$130,000	+4.0%
Q3-2020	\$142,000	+6.8%
Q4-2020	\$140,000	+12.0%
Q1-2021	\$132,000	+2.3%
Q2-2021	\$154,000	+18.5%
Q3-2021	\$158,000	+11.3%
Q4-2021	\$150,000	+7.1%

2-Year Historical Median Sales Price by Quarter

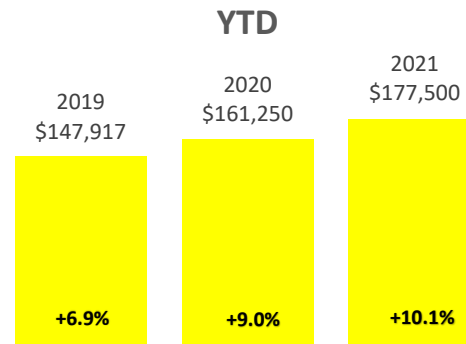
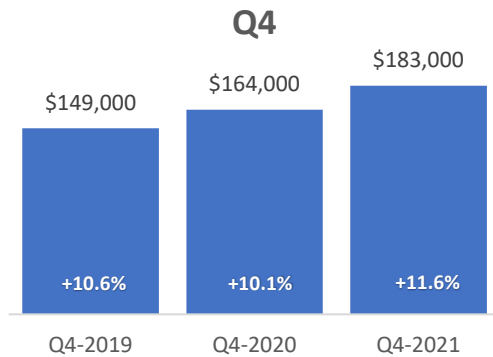


Average Sales Price

The average sales price of the residential properties sold.

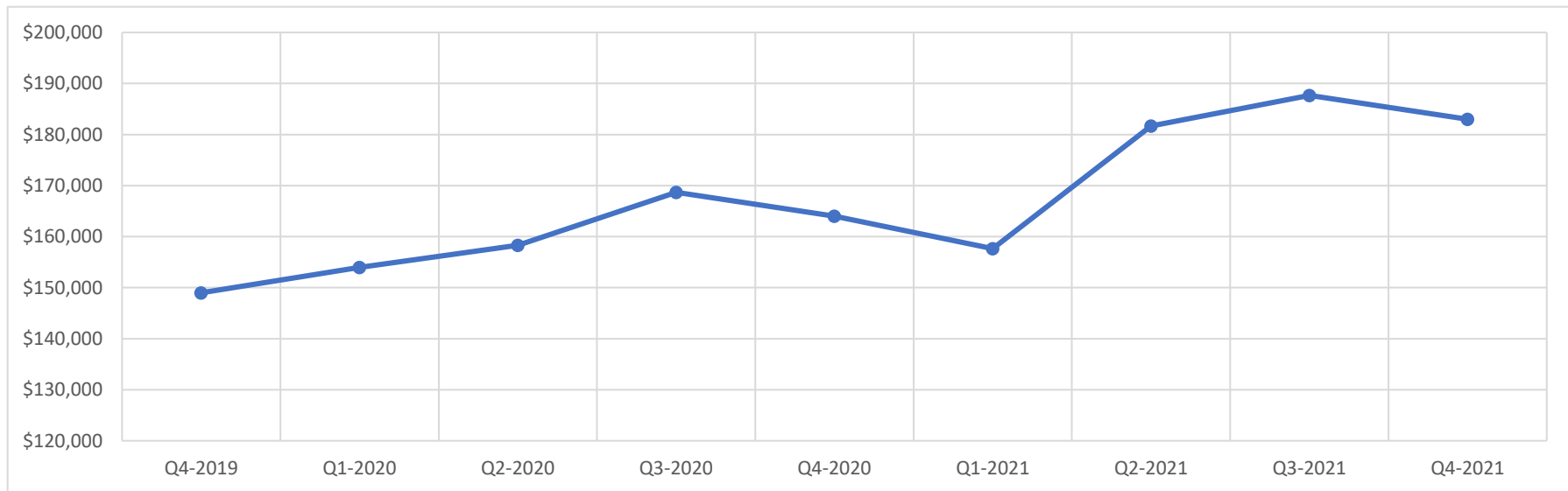


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	Average Sales Price	One Year Percent Change
Q4-2019	\$149,000	+10.6%
Q1-2020	\$154,000	+14.9%
Q2-2020	\$158,333	+6.0%
Q3-2020	\$168,667	+5.9%
Q4-2020	\$164,000	+10.1%
Q1-2021	\$157,667	+2.4%
Q2-2021	\$181,667	+14.7%
Q3-2021	\$187,667	+11.3%
Q4-2021	\$183,000	+11.6%

2-Year Historical Average Sales Price by Quarter

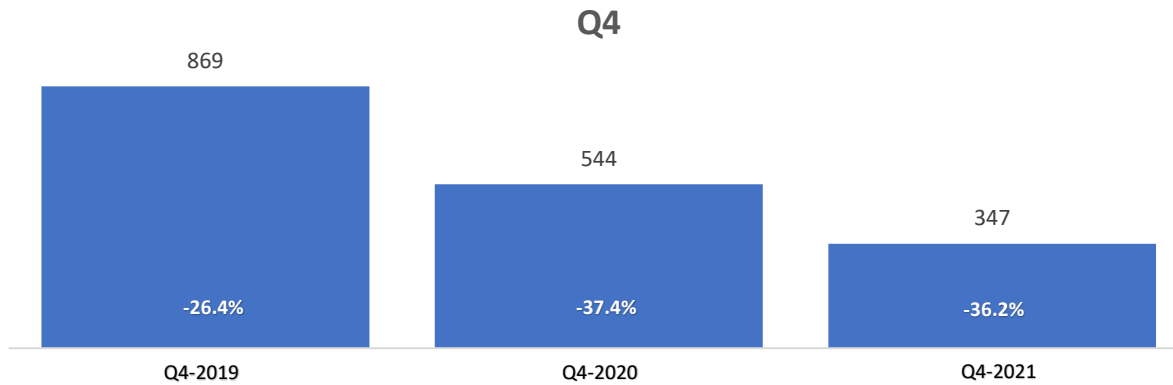


Active Listings

The number of active residential listings.

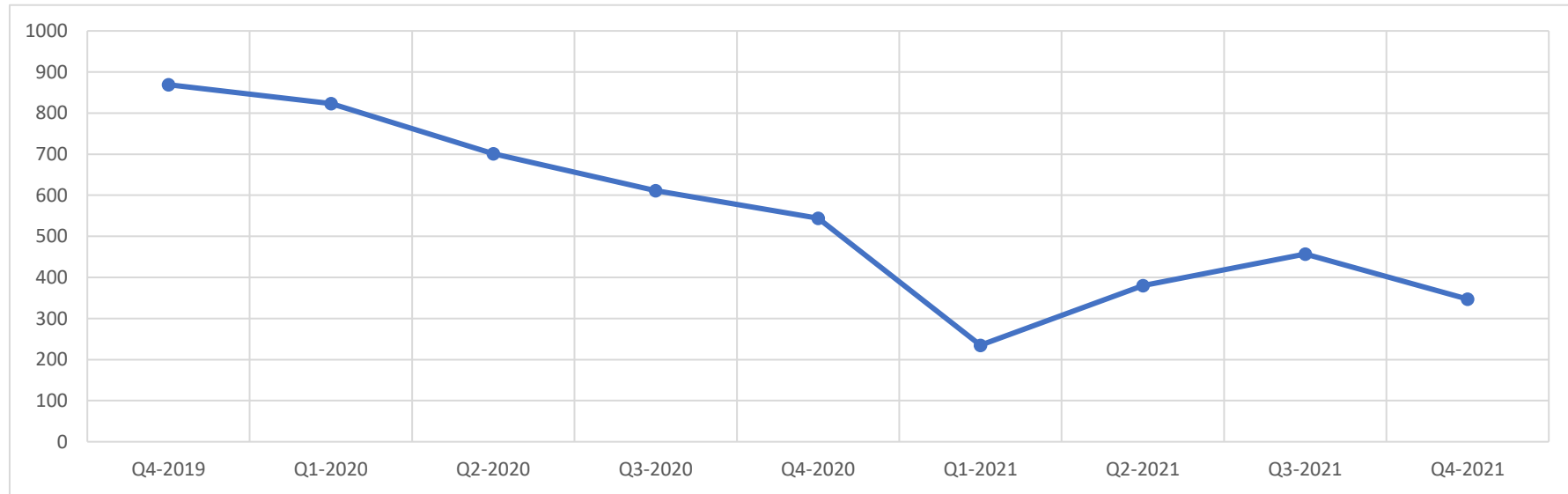


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	Homes for Sale	One Year Percent Change
Q4-2019	869	-26.4%
Q1-2020	823	-22.4%
Q2-2020	701	-39.0%
Q3-2020	611	-45.0%
Q4-2020	544	-37.4%
Q1-2021	235	-71.4%
Q2-2021	380	-45.8%
Q3-2021	457	-25.2%
Q4-2021	347	-36.2%

2-Year Historical Inventory of Homes for Sale by Quarter

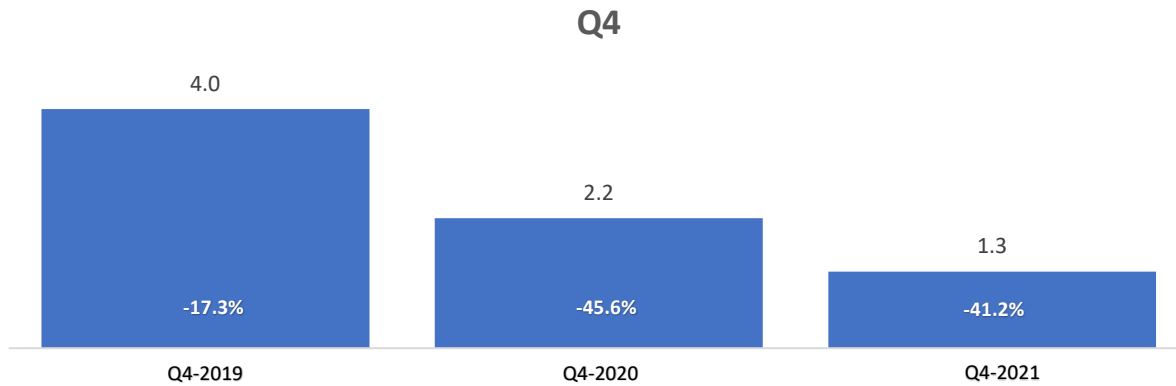


Months of Inventory

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



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	Months Supply	One Year Percent Change
Q4-2019	4.0	-17.3%
Q1-2020	5.1	-36.1%
Q2-2020	4.4	+23.3%
Q3-2020	1.8	-47.0%
Q4-2020	2.2	-45.6%
Q1-2021	1.6	-68.7%
Q2-2021	1.4	-67.6%
Q3-2021	1.3	-24.0%
Q4-2021	1.3	-41.2%

2-Year Historical Months Supply of Inventory by Quarter

