

Quarterly Indicators



Greater Erie Board of REALTORS[®], Inc.

Q4-2018

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Activity Snapshot

-0.8%	-12.0%	+2.6%
One Year Change in Closed Sales	One Year Change in Active Listings	One Year Change in 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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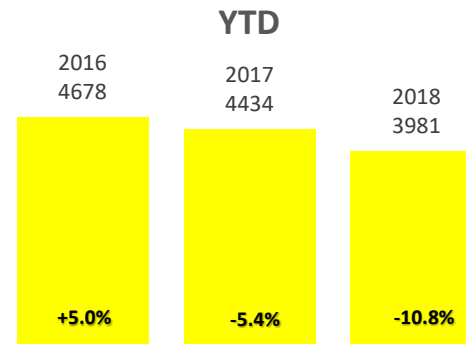
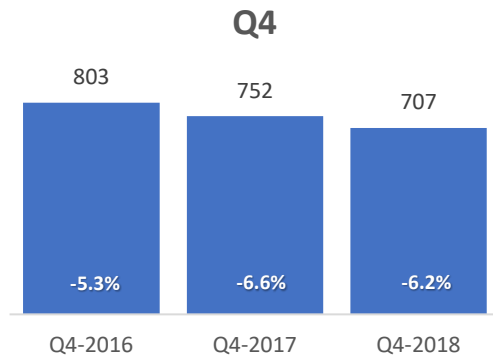
Key Metrics	Historical Sparkbars	Q4-2017	Q4-2018	One Year Percent Change	YTD 2017	YTD 2018	One Year Percent Change
New Listings		752	707	-6.2%	4434	3981	-10.8%
Pending Sales		1179	1157	-1.9%	5366	5188	-3.4%
Closed Sales		724	718	-0.8%	2949	2793	-5.4%
Days on Market		111	98	-12.4%	99	88	-11.3%
Median Sales Price		\$115,000	\$118,000	+2.6%	\$116,000	\$119,000	+2.6%
Average Sales Price		\$139,000	\$134,667	-3.2%	\$136,833	\$138,333	+1.1%
Active Listings		1330	1180	-12.0%	--	--	--
Months of Inventory		5.5	4.8	-13.8%	--	--	--

New Listings

The number of new residential listings that were added.

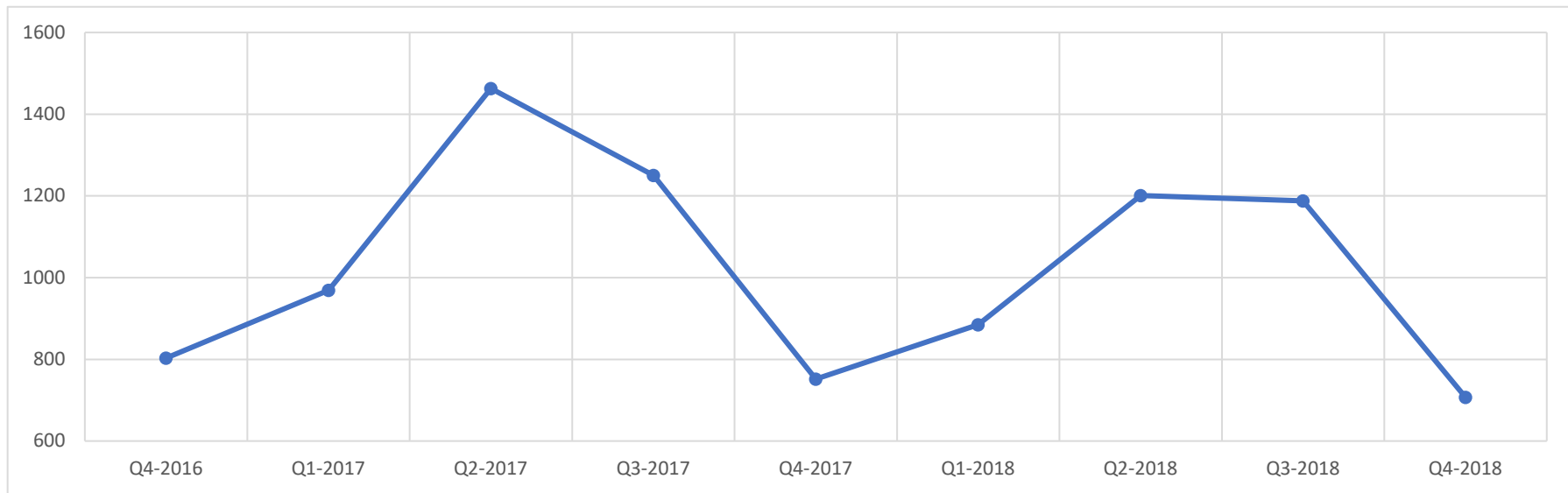


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	New Listings	One Year Percent Change
Q4-2016	803	-5.3%
Q1-2017	969	-4.6%
Q2-2017	1463	-8.0%
Q3-2017	1250	-2.0%
Q4-2017	752	-6.6%
Q1-2018	885	-9.1%
Q2-2018	1201	-19.7%
Q3-2018	1188	-5.1%
Q4-2018	707	-6.2%

2-Year Historical New Listings by Quarter

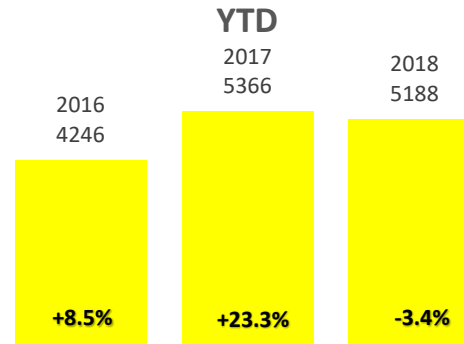
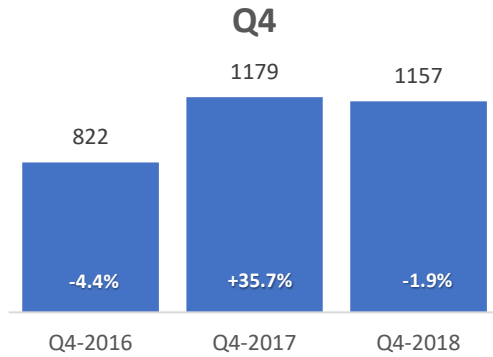


Pending Sales

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

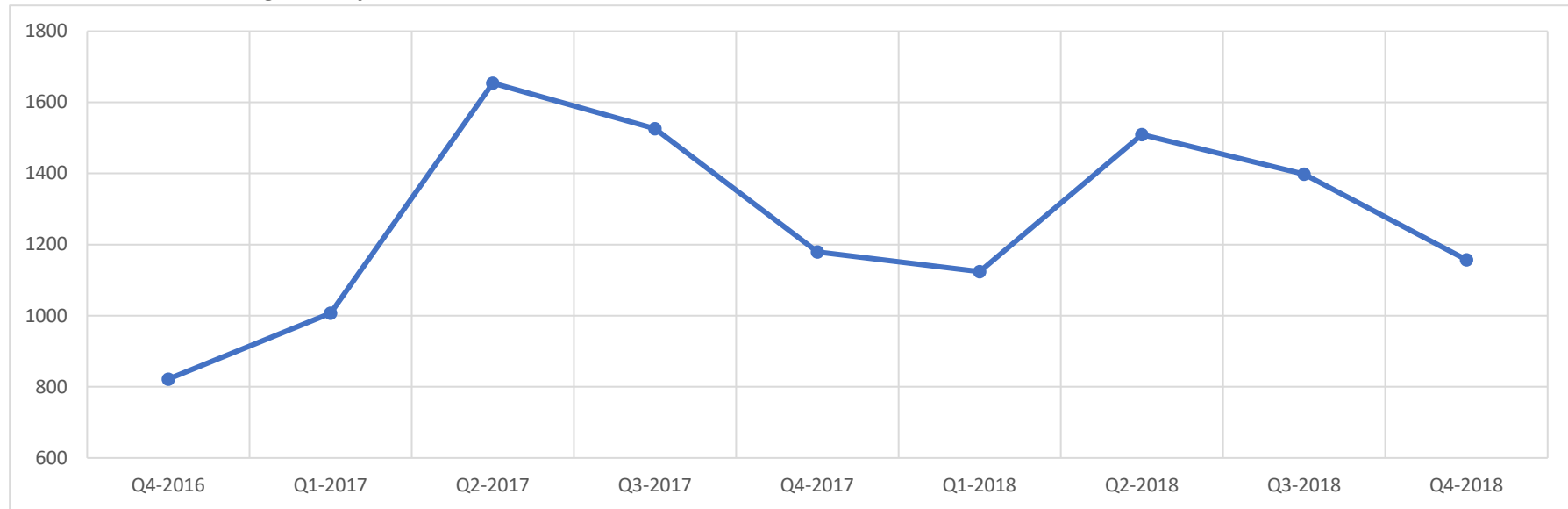


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	Pending Sales	One Year Percent Change
Q4-2016	822	-4.4%
Q1-2017	1007	+13.3%
Q2-2017	1654	+18.9%
Q3-2017	1526	+26.1%
Q4-2017	1179	+35.7%
Q1-2018	1124	+11.0%
Q2-2018	1509	-9.2%
Q3-2018	1398	-8.8%
Q4-2018	1157	-1.9%

2-Year Historical Pending Sales by Quarter

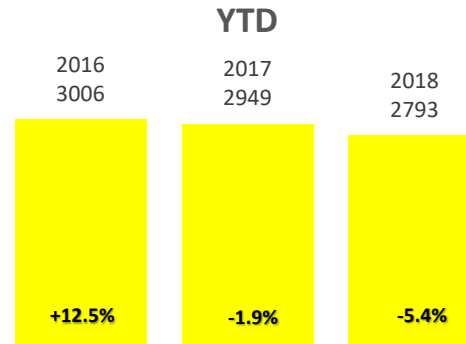
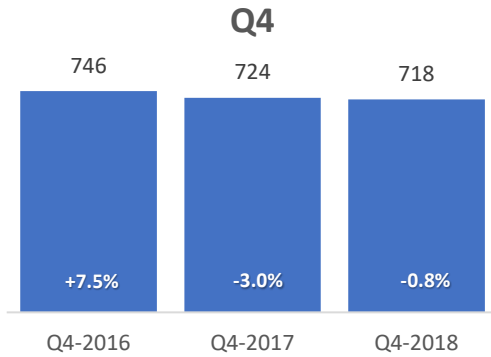


Closed Sales

The total number of residential properties sold.

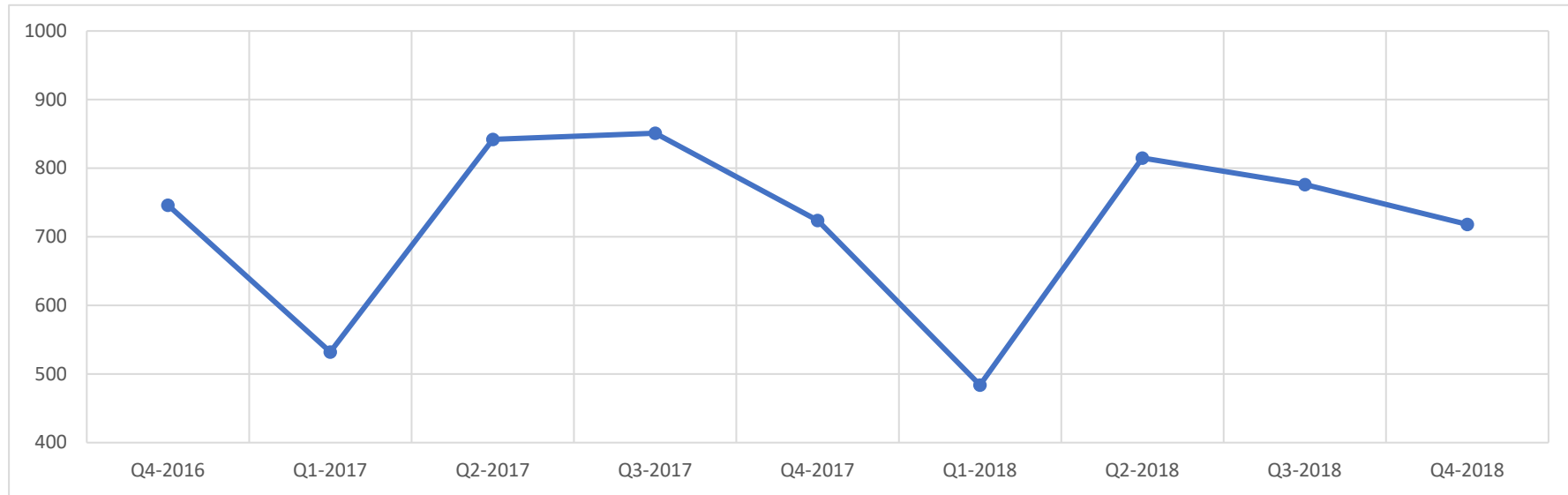


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	Closed Sales	One Year Percent Change
Q4-2016	746	+7.5%
Q1-2017	532	+8.6%
Q2-2017	842	-2.8%
Q3-2017	851	-6.3%
Q4-2017	724	-3.0%
Q1-2018	484	-9.4%
Q2-2018	815	-3.3%
Q3-2018	776	-9.2%
Q4-2018	718	-0.8%

2-Year Historical Closed Sales by Quarter

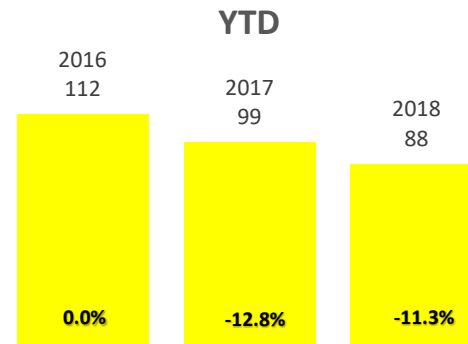
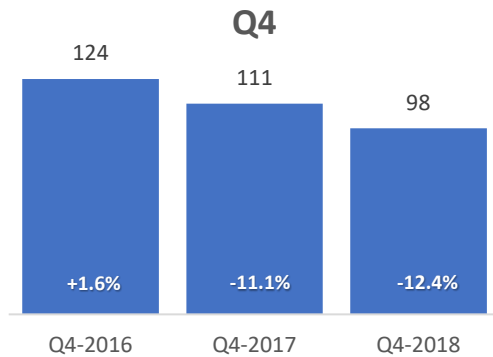


Days on Market

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

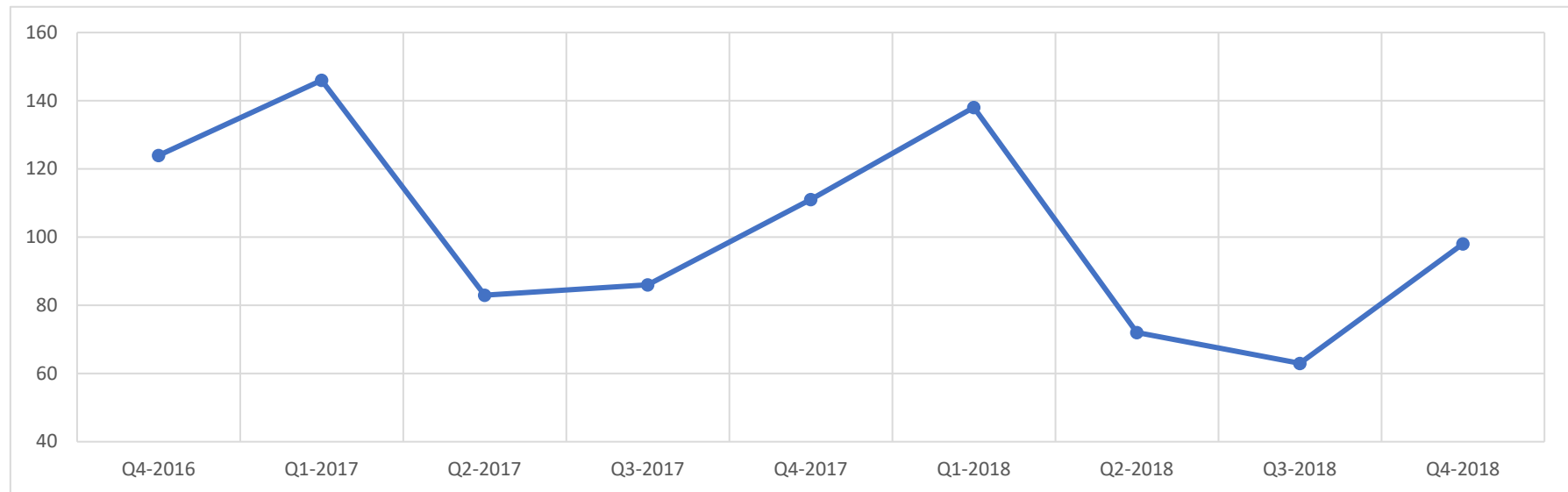


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	Days on Market	One Year Percent Change
Q4-2016	124	+1.6%
Q1-2017	146	0.0%
Q2-2017	83	-8.1%
Q3-2017	86	-14.1%
Q4-2017	111	-11.1%
Q1-2018	138	-5.6%
Q2-2018	72	-14.2%
Q3-2018	63	-30.9%
Q4-2018	98	-12.4%

2-Year Historical Days on Market Until Sale by Quarter

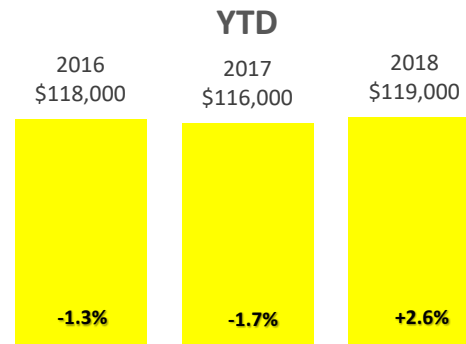
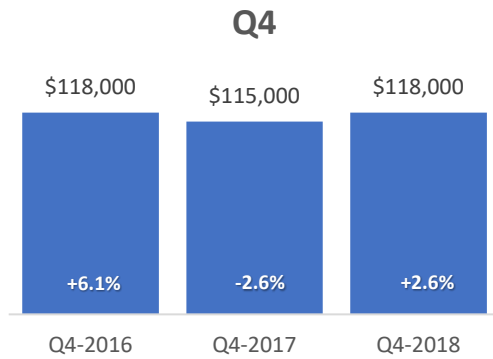


Median Sales Price

The median sales price of the residential properties sold.

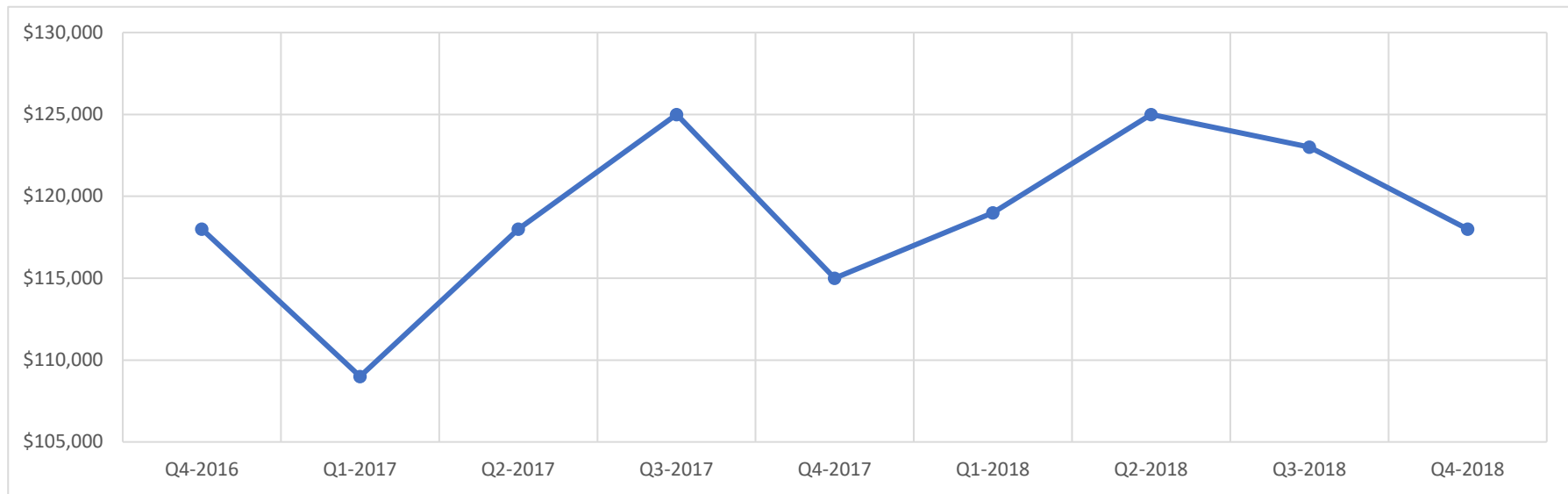


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	Median Sales Price	One Year Percent Change
Q4-2016	\$118,000	+6.1%
Q1-2017	\$109,000	-0.9%
Q2-2017	\$118,000	0.0%
Q3-2017	\$125,000	+4.1%
Q4-2017	\$115,000	-2.6%
Q1-2018	\$119,000	+8.8%
Q2-2018	\$125,000	+5.8%
Q3-2018	\$123,000	-1.6%
Q4-2018	\$118,000	+2.6%

2-Year Historical Median Sales Price by Quarter

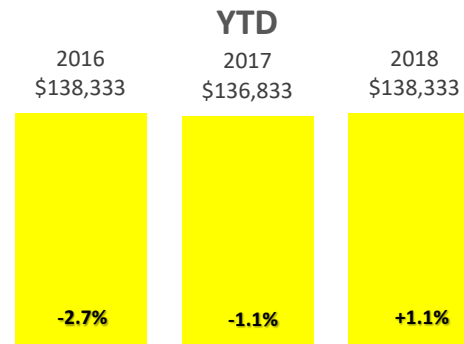
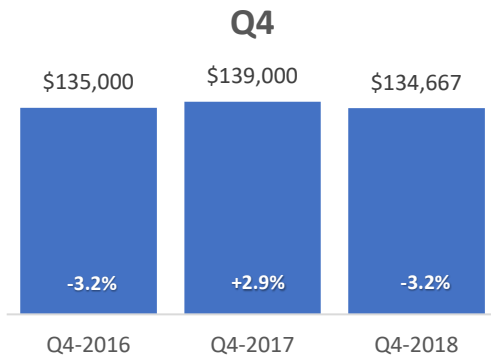


Average Sales Price

The average sales price of the residential properties sold.

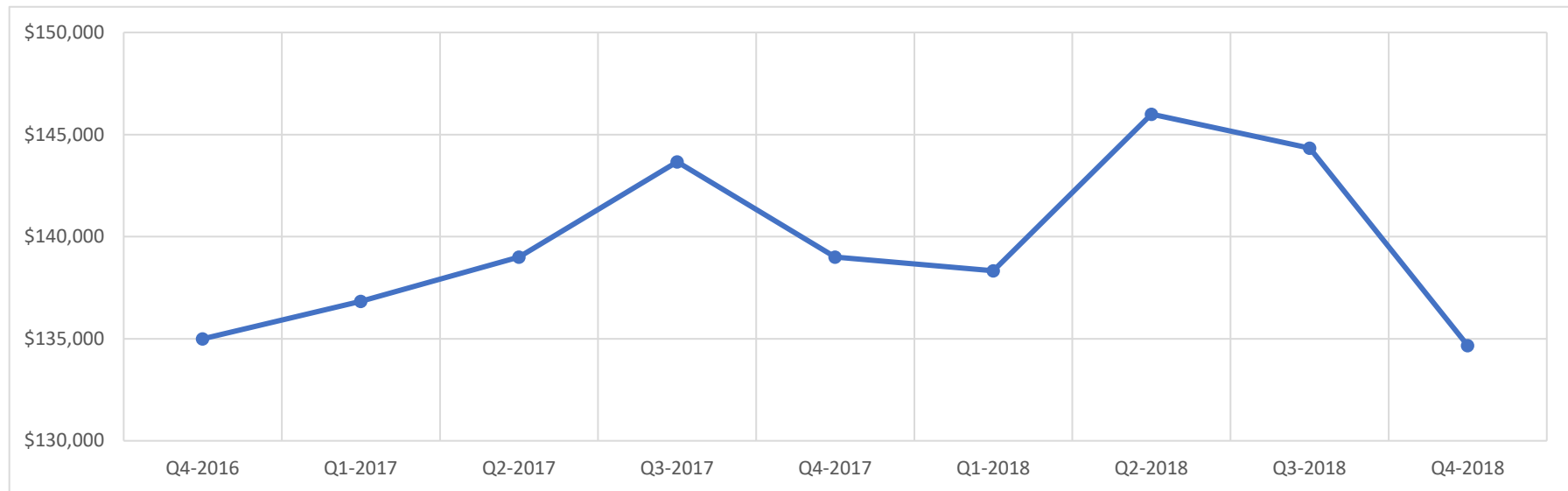


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	Average Sales Price	One Year Percent Change
Q4-2016	\$135,000	-3.2%
Q1-2017	\$136,833	+10.6%
Q2-2017	\$139,000	-1.9%
Q3-2017	\$143,667	-6.7%
Q4-2017	\$139,000	+2.9%
Q1-2018	\$138,333	+1.1%
Q2-2018	\$146,000	+4.9%
Q3-2018	\$144,333	+0.5%
Q4-2018	\$134,667	-3.2%

2-Year Historical Average Sales Price by Quarter

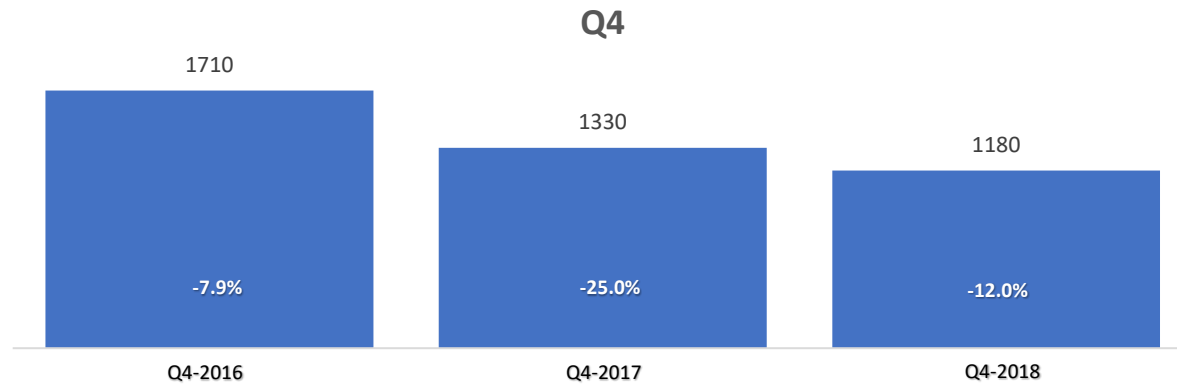


Active Listings

The number of active residential listings.

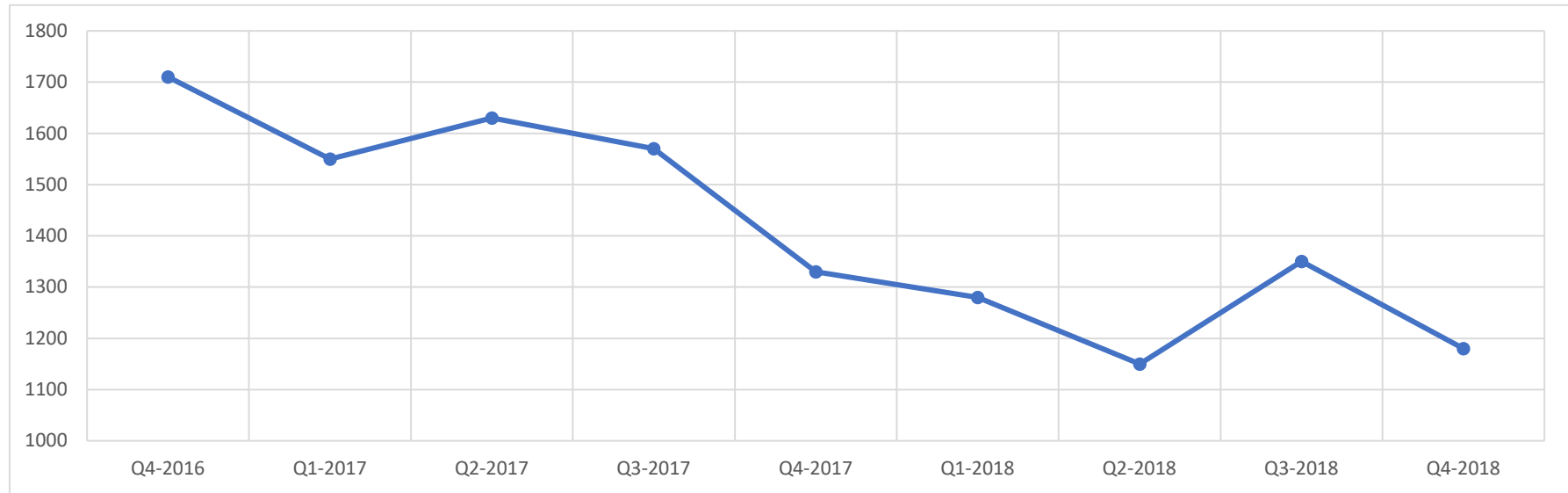


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	Homes for Sale	One Year Percent Change
Q4-2016	1710	-7.9%
Q1-2017	1550	-18.7%
Q2-2017	1630	-24.7%
Q3-2017	1570	-26.5%
Q4-2017	1330	-25.0%
Q1-2018	1280	-19.1%
Q2-2018	1150	-34.5%
Q3-2018	1350	-15.1%
Q4-2018	1180	-12.0%

2-Year Historical Inventory of Homes for Sale by Quarter

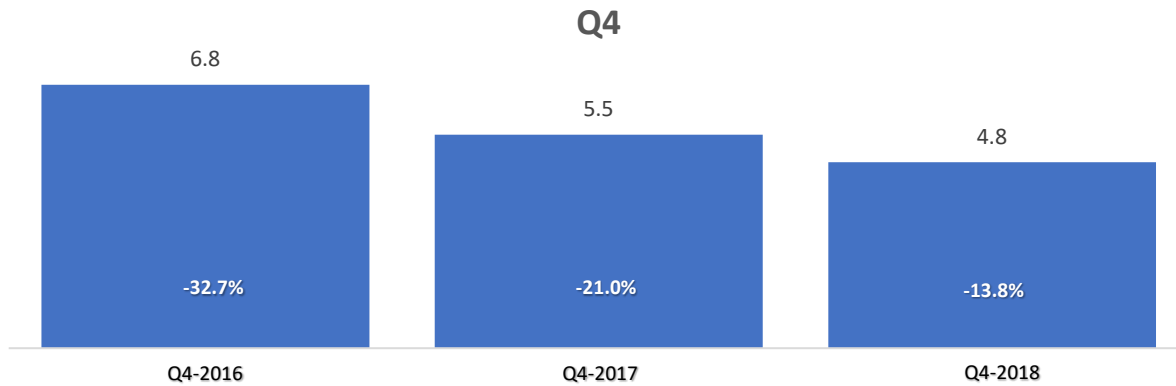


Months of Inventory

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
Q4-2016	6.8	-32.7%
Q1-2017	10.4	-25.9%
Q2-2017	4.6	-36.5%
Q3-2017	5.5	-17.7%
Q4-2017	5.5	-21.0%
Q1-2018	9.1	-13.2%
Q2-2018	4.5	-4.0%
Q3-2018	4.0	-30.7%
Q4-2018	4.8	-13.8%

2-Year Historical Months Supply of Inventory by Quarter

