

Quarterly Indicators



Greater Erie
Board of REALTORS®, Inc.

Q2-2021

- 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

+36.2% **-45.8%** **+18.5%**

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








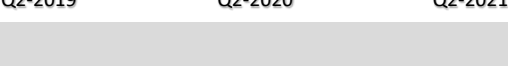
Residential real estate activity in the Greater Erie Board of REALTORS® MLS, comprised of single family properties, townhomes, and condominiums combined. Percent changes are calculated using rounded figures.

Market Overview

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



Greater Erie Board of REALTORS®, Inc.

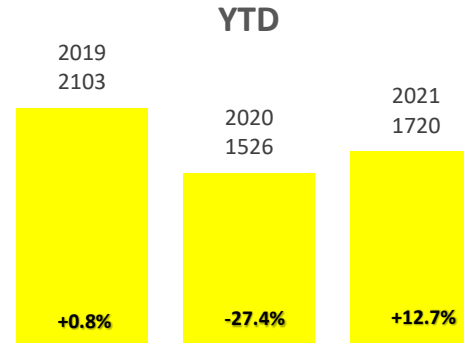
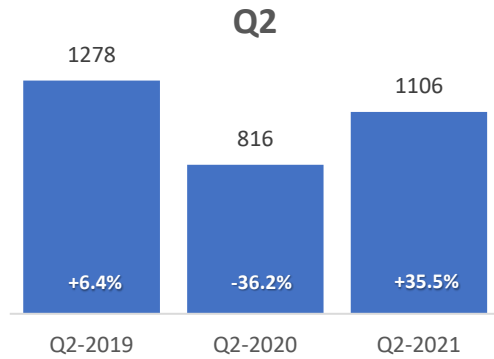
Key Metrics	Historical Sparkbars	Q2-2020	Q2-2021	One Year Percent Change	YTD 2020	YTD 2021	One Year Percent Change
New Listings		816	1106	+35.5%	1526	1720	+12.7%
Pending Sales		1348	1515	+12.4%	2427	2676	+10.3%
Closed Sales		622	847	+36.2%	1141	1406	+23.2%
Days on Market		99	34.5	-65.2%	130	49	-62.2%
Median Sales Price		\$130,000	\$154,000	+18.5%	\$129,500	\$137,500	+6.2%
Average Sales Price		\$158,333	\$181,667	+14.7%	\$156,167	\$169,667	+8.6%
Active Listings		701	380	-45.8%	--	--	--
Months of Inventory		4.4	1.4	-67.6%	--	--	--

New Listings

The number of new residential listings that were added.

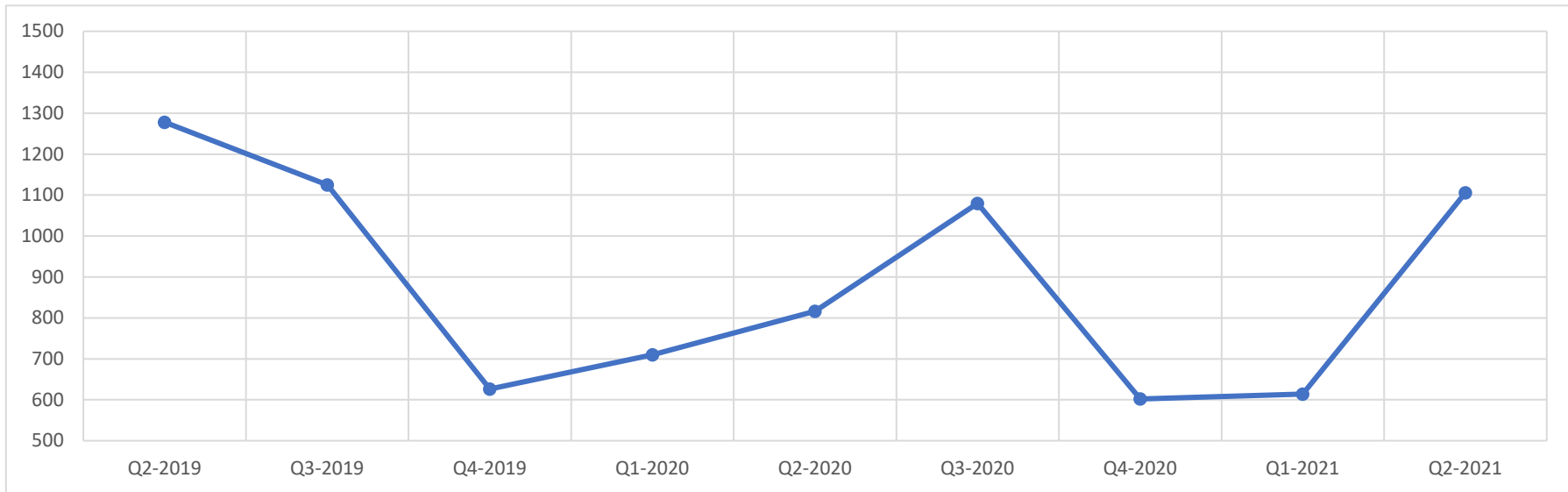


Greater Erie Board of REALTORS®, Inc.



	New Listings	One Year Percent Change
Q2-2019	1278	+6.4%
Q3-2019	1125	-5.3%
Q4-2019	626	-11.5%
Q1-2020	710	-13.9%
Q2-2020	816	-36.2%
Q3-2020	1080	-4.0%
Q4-2020	602	-3.8%
Q1-2021	614	-13.5%
Q2-2021	1106	+35.5%

2-Year Historical New Listings by Quarter

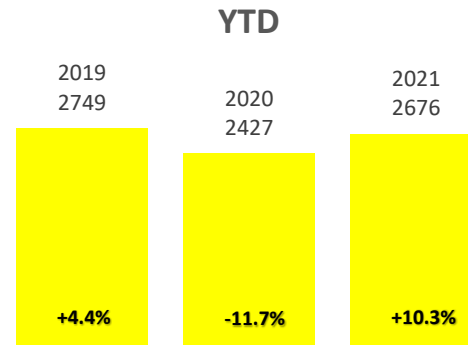
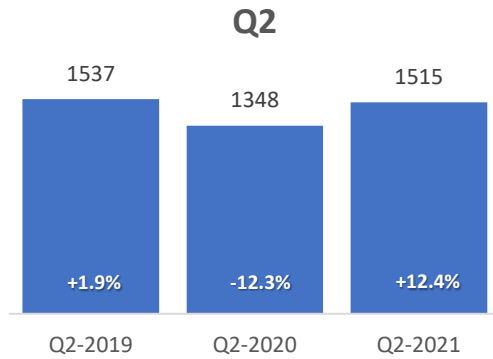


Pending Sales

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

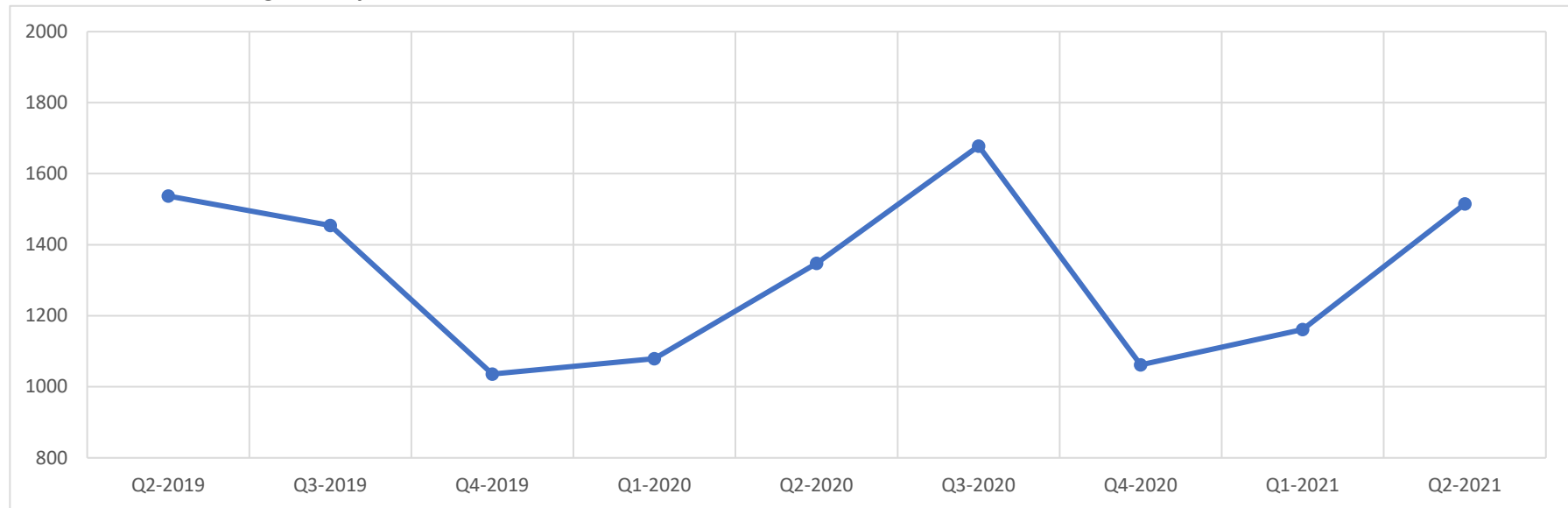


Greater Erie Board of REALTORS®, Inc.



	Pending Sales	One Year Percent Change
Q2-2019	1537	+1.9%
Q3-2019	1454	+4.0%
Q4-2019	1036	-10.5%
Q1-2020	1079	-11.0%
Q2-2020	1348	-12.3%
Q3-2020	1678	+15.4%
Q4-2020	1062	+2.5%
Q1-2021	1161	+7.6%
Q2-2021	1515	+12.4%

2-Year Historical Pending Sales by Quarter

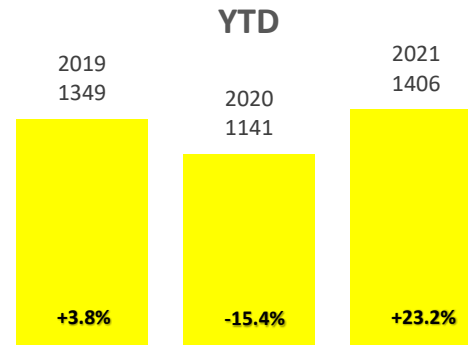
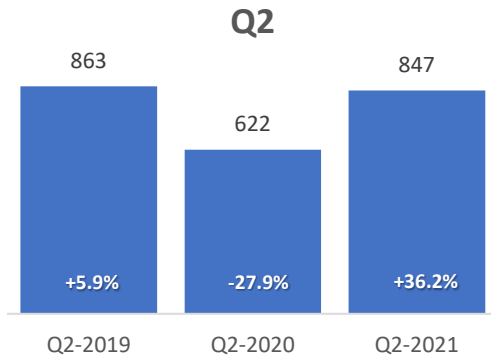


Closed Sales

The total number of residential properties sold.

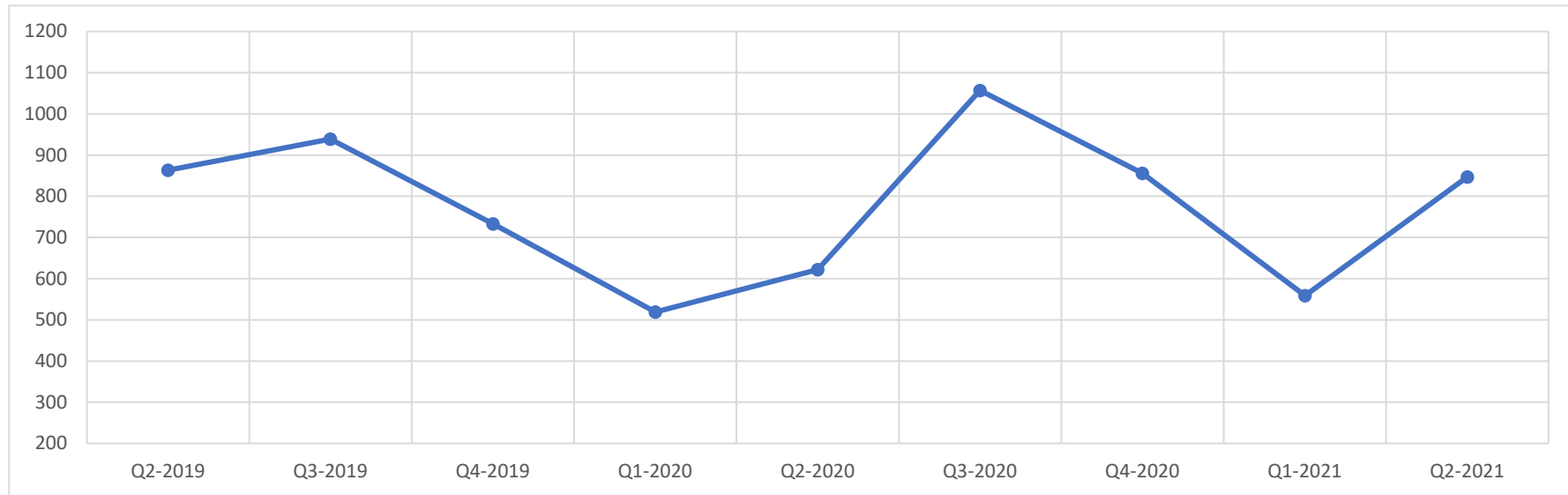


Greater Erie Board of REALTORS[®], Inc.



	Closed Sales	One Year Percent Change
Q2-2019	863	+5.9%
Q3-2019	939	+21.0%
Q4-2019	733	+2.1%
Q1-2020	519	+6.8%
Q2-2020	622	-27.9%
Q3-2020	1057	+12.6%
Q4-2020	856	+16.8%
Q1-2021	559	+7.7%
Q2-2021	847	+36.2%

2-Year Historical Closed Sales by Quarter

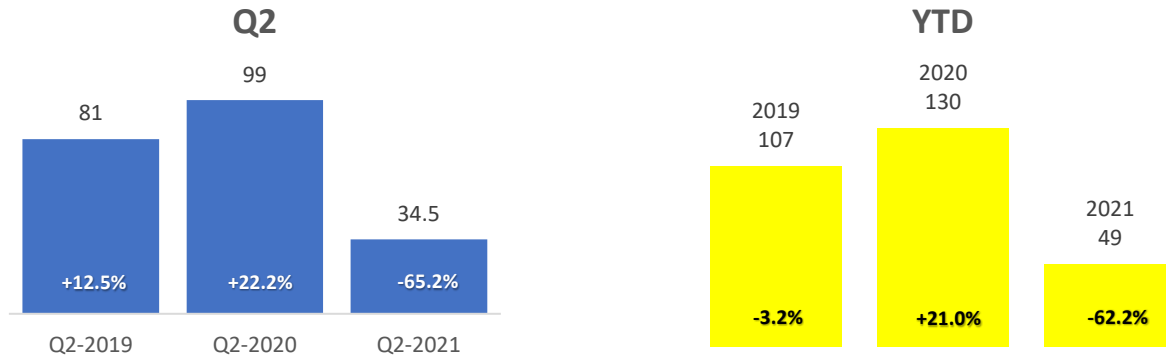


Days on Market

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

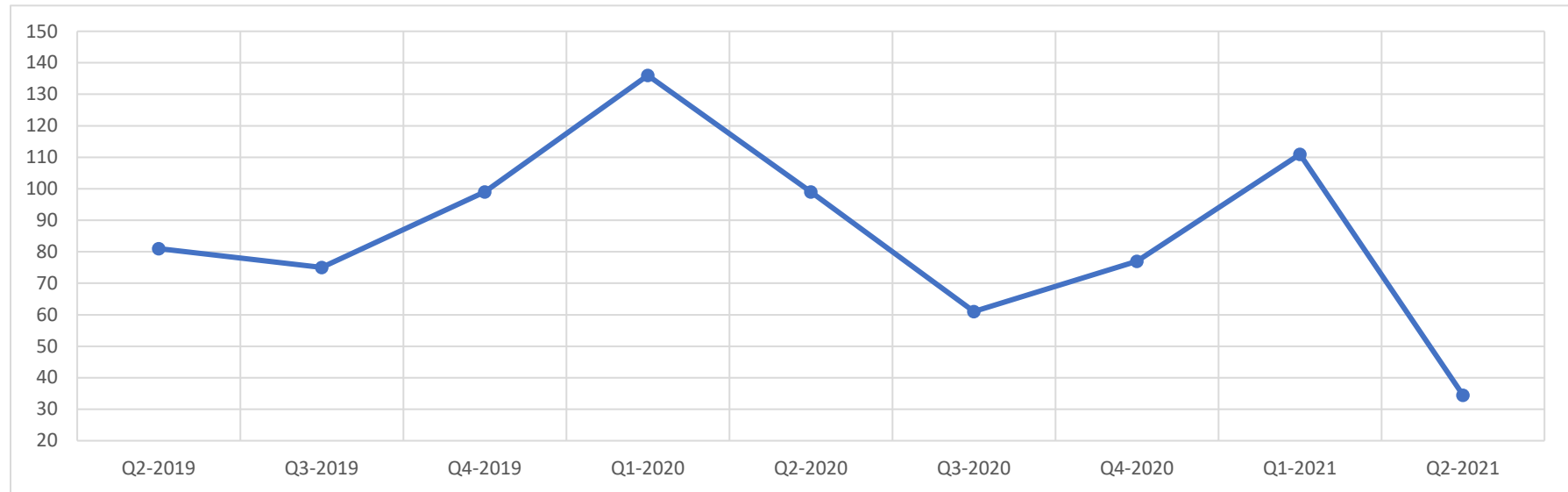


Greater Erie Board of REALTORS®, Inc.



	Days on Market	One Year Percent Change
Q2-2019	81	+12.5%
Q3-2019	75	+19.0%
Q4-2019	99	+1.0%
Q1-2020	136	+10.6%
Q2-2020	99	+22.2%
Q3-2020	61	-18.7%
Q4-2020	77	-22.2%
Q1-2021	111	-18.4%
Q2-2021	34.5	-65.2%

2-Year Historical Days on Market Until Sale by Quarter

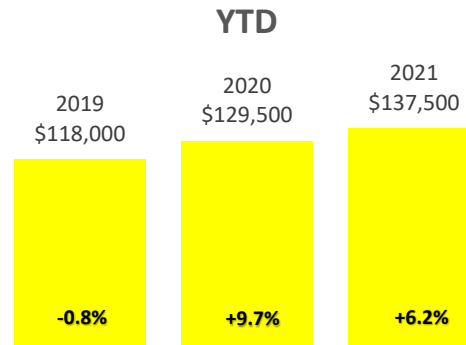
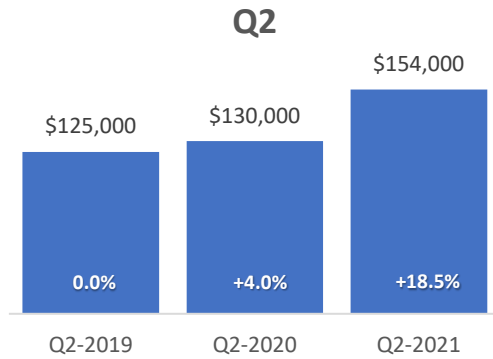


Median Sales Price

The median sales price of the residential properties sold.

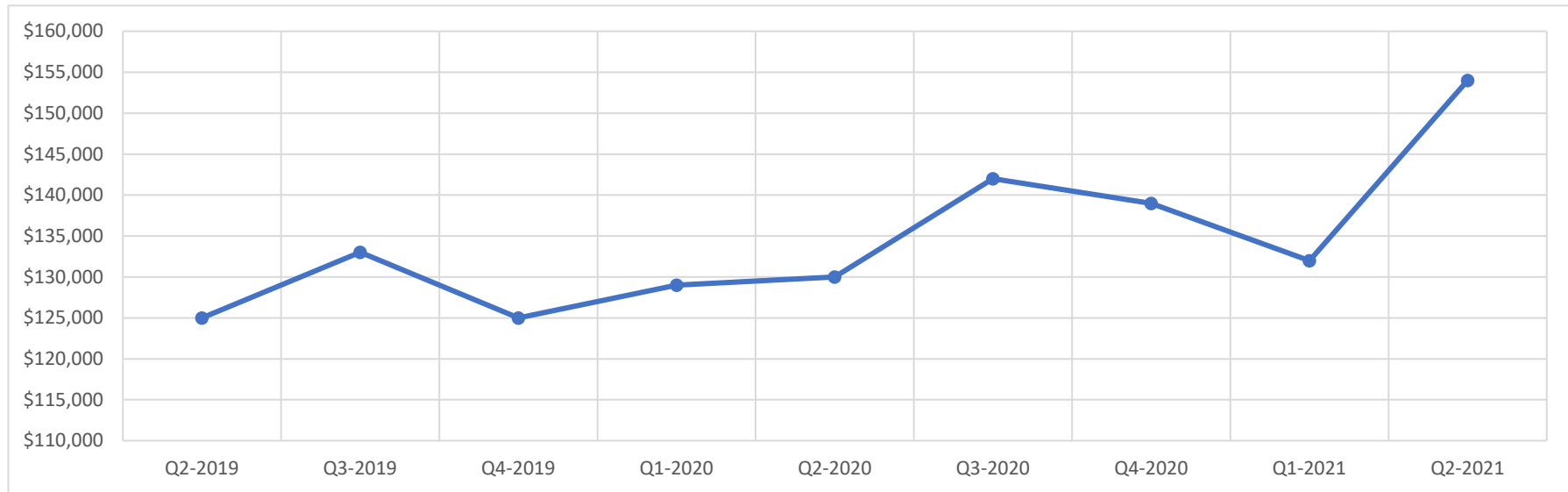


Greater Erie Board of REALTORS®, Inc.



	Median Sales Price	One Year Percent Change
Q2-2019	\$125,000	0.0%
Q3-2019	\$133,000	+8.1%
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	\$139,000	+11.2%
Q1-2021	\$132,000	+2.3%
Q2-2021	\$154,000	+18.5%

2-Year Historical Median Sales Price by Quarter

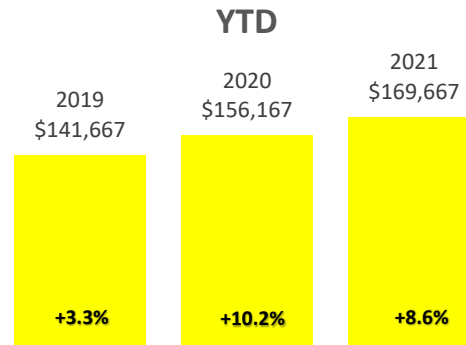
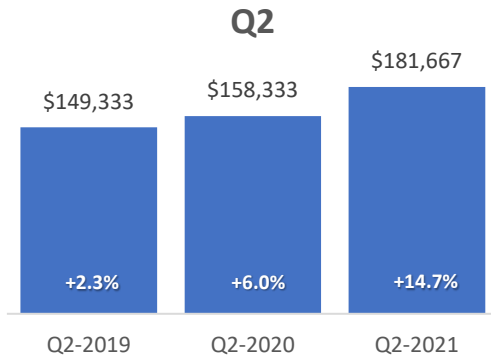


Average Sales Price

The average sales price of the residential properties sold.

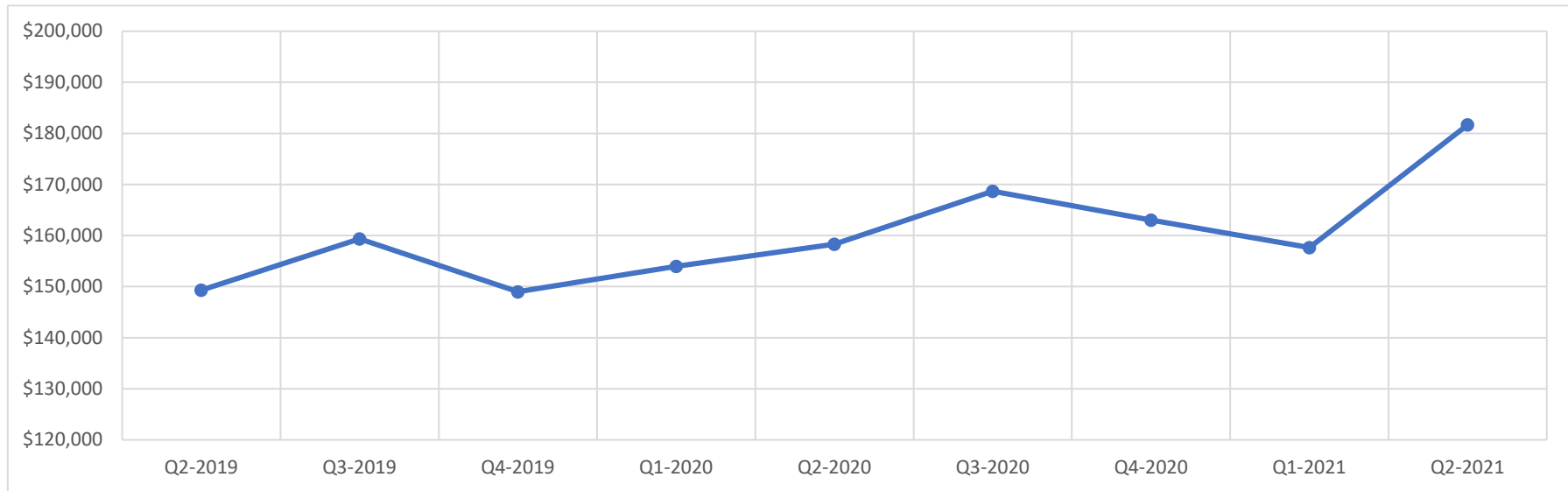


Greater Erie Board of REALTORS®, Inc.



	Average Sales Price	One Year Percent Change
Q2-2019	\$149,333	+2.3%
Q3-2019	\$159,333	+10.4%
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	\$163,000	+9.4%
Q1-2021	\$157,667	+2.4%
Q2-2021	\$181,667	+14.7%

2-Year Historical Average Sales Price by Quarter

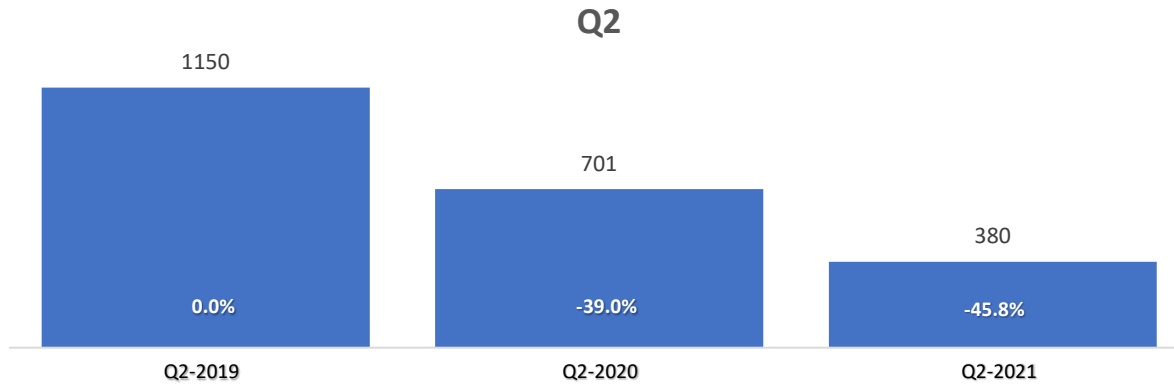


Active Listings

The number of active residential listings.

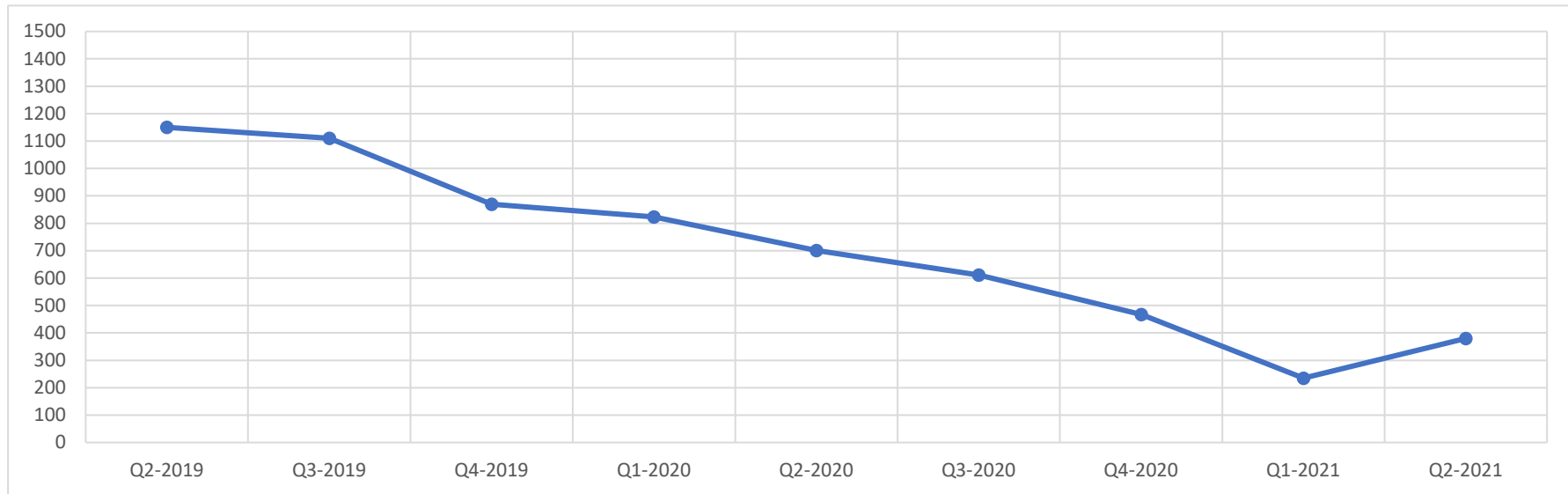


Greater Erie Board of REALTORS®, Inc.



	Homes for Sale	One Year Percent Change
Q2-2019	1150	0.0%
Q3-2019	1110	-17.8%
Q4-2019	869	-26.4%
Q1-2020	823	-22.4%
Q2-2020	701	-39.0%
Q3-2020	611	-45.0%
Q4-2020	467	-46.3%
Q1-2021	235	-71.4%
Q2-2021	380	-45.8%

2-Year Historical Inventory of Homes for Sale by Quarter

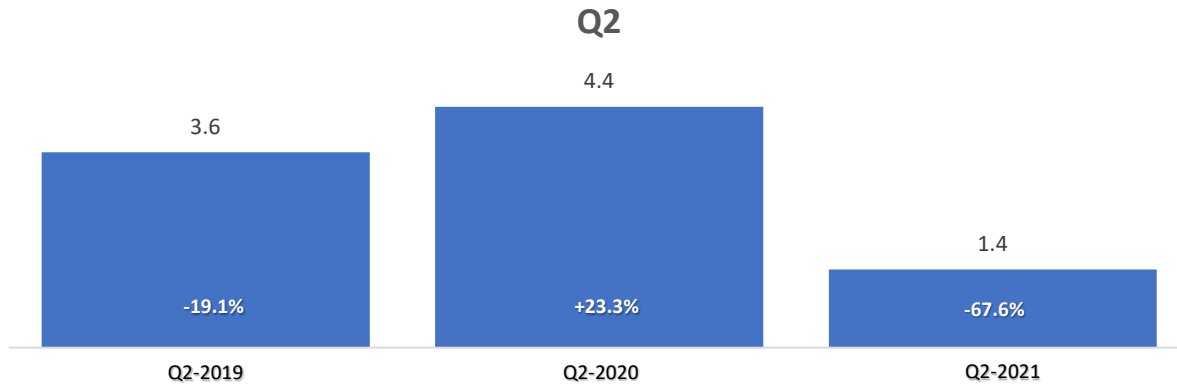


Months of Inventory

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



Greater Erie Board of REALTORS®, Inc.



	Months Supply	One Year Percent Change
Q2-2019	3.6	-19.1%
Q3-2019	3.3	-17.5%
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	1.9	-53.4%
Q1-2021	1.6	-68.7%
Q2-2021	1.4	-67.6%

2-Year Historical Months Supply of Inventory by Quarter

