

# Quarterly Indicators



Greater Erie  
Board of REALTORS®, Inc.

## Q2-2025

|  |     |
|--|-----|
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Residential real estate activity in the Greater Erie Board of REALTORS® MLS, comprised of single family properties and condominiums combined.

## Q2 One Year Change Activity Snapshot

|                 |                    |                     |
|-----------------|--------------------|---------------------|
| +7.2%           | +3.9%              | +2.3%               |
| New Listings    | Average List Price | \$ Volume of Sales  |
| -5.8%           | +3.1%              | -15.4%              |
| Active Listings | Median List Price  | Days on Market      |
| +9.5%           | +3.7%              | 0.0%                |
| Pending Sales   | Average Sale Price | Months of Inventory |
| -1.3%           | +8.4%              |                     |
| Closed Sales    | Median Sale Price  |                     |

# 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 |         |         | Q2-2024   | Q2-2025   | One Year<br>Percent<br>Change | YTD 2024  | YTD 2025  | One Year<br>Percent<br>Change |
|-----------------------|----------------------|---------|---------|-----------|-----------|-------------------------------|-----------|-----------|-------------------------------|
|                       | Q2-2023              | Q2-2024 | Q2-2025 |           |           |                               |           |           |                               |
| New Listings          |                      |         |         | 908       | 973       | +7.2%                         | 1561      | 1595      | +2.2%                         |
| Active Listings       |                      |         |         | 476       | 448       | -5.8%                         | 446       | 423       | -5.2%                         |
| Pending Sales         |                      |         |         | 694       | 760       | +9.5%                         | 1243      | 1312      | +5.6%                         |
| Closed Sales          |                      |         |         | 705       | 696       | -1.3%                         | 1217      | 1145      | -5.9%                         |
| Average List Price    |                      |         |         | \$241,997 | \$251,421 | +3.9%                         | \$230,366 | \$240,556 | +4.4%                         |
| Median List Price     |                      |         |         | \$198,900 | \$205,000 | +3.1%                         | \$179,975 | \$197,450 | +9.7%                         |
| Average Sales Price   |                      |         |         | \$220,498 | \$228,670 | +3.7%                         | \$211,304 | \$219,201 | +3.7%                         |
| Median Sales Price    |                      |         |         | \$189,200 | \$205,000 | +8.4%                         | \$171,000 | \$185,000 | +8.2%                         |
| \$ Volume Sales (Mil) |                      |         |         | \$156     | \$159     | +2.3%                         | \$259     | \$254     | -1.8%                         |
| Days on Market        |                      |         |         | 13        | 11        | -15.4%                        | 21        | 17        | -19.0%                        |
| Months of Inventory   |                      |         |         | 2.0       | 2.0       | 0.0%                          | 2.3       | 2.2       | -7.1%                         |

# New/Active/Pending/Sold

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

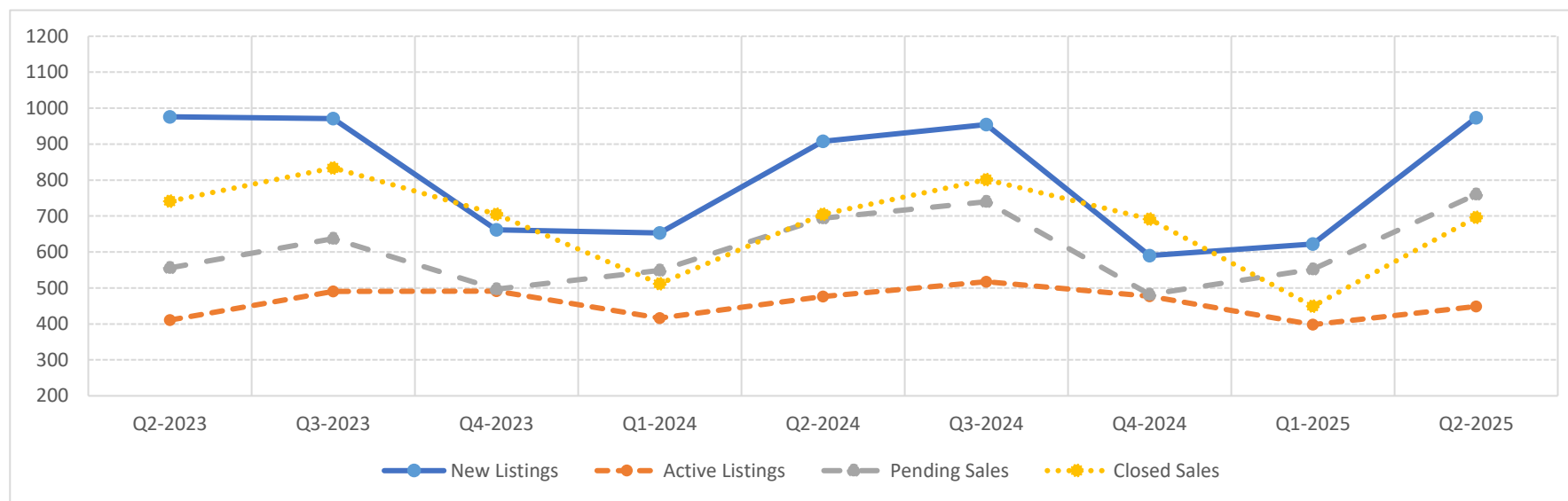


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| New Listings | One Year Percent Change |                | Active Listings | One Year Percent Change |
|--------------|-------------------------|----------------|-----------------|-------------------------|
| 976          | -19.6%                  | Q2-2023        | 411             | -14.7%                  |
| 971          | -5.9%                   | Q3-2023        | 491             | -14.7%                  |
| 662          | +21.9%                  | Q4-2023        | 491             | -0.2%                   |
| 653          | +13.0%                  | Q1-2024        | 416             | +12.4%                  |
| 908          | -7.0%                   | Q2-2024        | 476             | +15.9%                  |
| 954          | -1.8%                   | Q3-2024        | 517             | +5.4%                   |
| 590          | -10.9%                  | Q4-2024        | 477             | -2.9%                   |
| 622          | -4.7%                   | Q1-2025        | 398             | -4.4%                   |
| <b>973</b>   | <b>+7.2%</b>            | <b>Q2-2025</b> | <b>448</b>      | <b>-5.8%</b>            |

| Pending Sales | One Year Percent Change |                | Closed Sales | One Year Percent Change |
|---------------|-------------------------|----------------|--------------|-------------------------|
| 556           | -36.0%                  | Q2-2023        | 741          | -12.9%                  |
| 637           | -19.0%                  | Q3-2023        | 834          | -17.6%                  |
| 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        | 449          | -12.3%                  |
| <b>760</b>    | <b>+9.5%</b>            | <b>Q2-2025</b> | <b>696</b>   | <b>-1.3%</b>            |

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

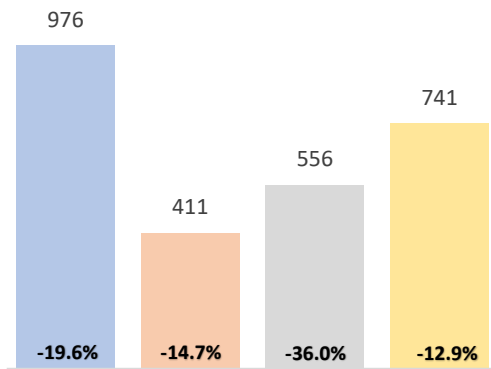


# New/Active/Pending/Sold

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

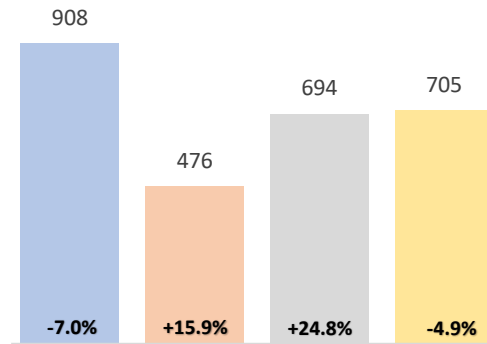


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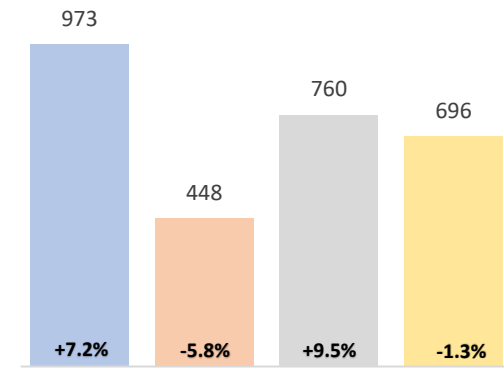
Q2-2023

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



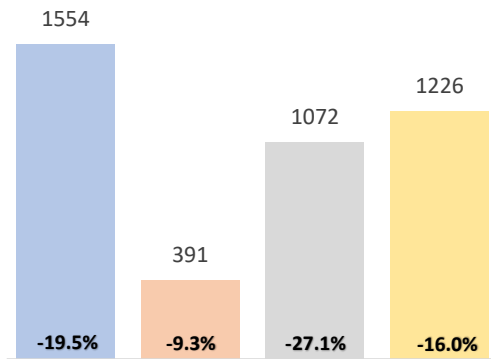
Q2-2024

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



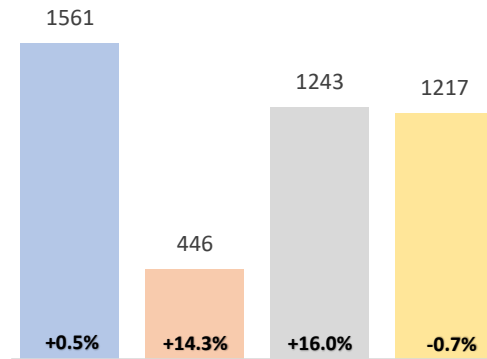
Q2-2025

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



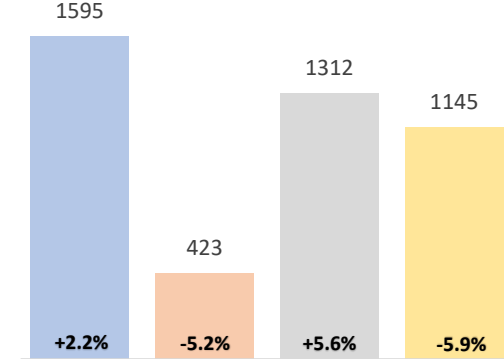
YTD 2023

■ 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.

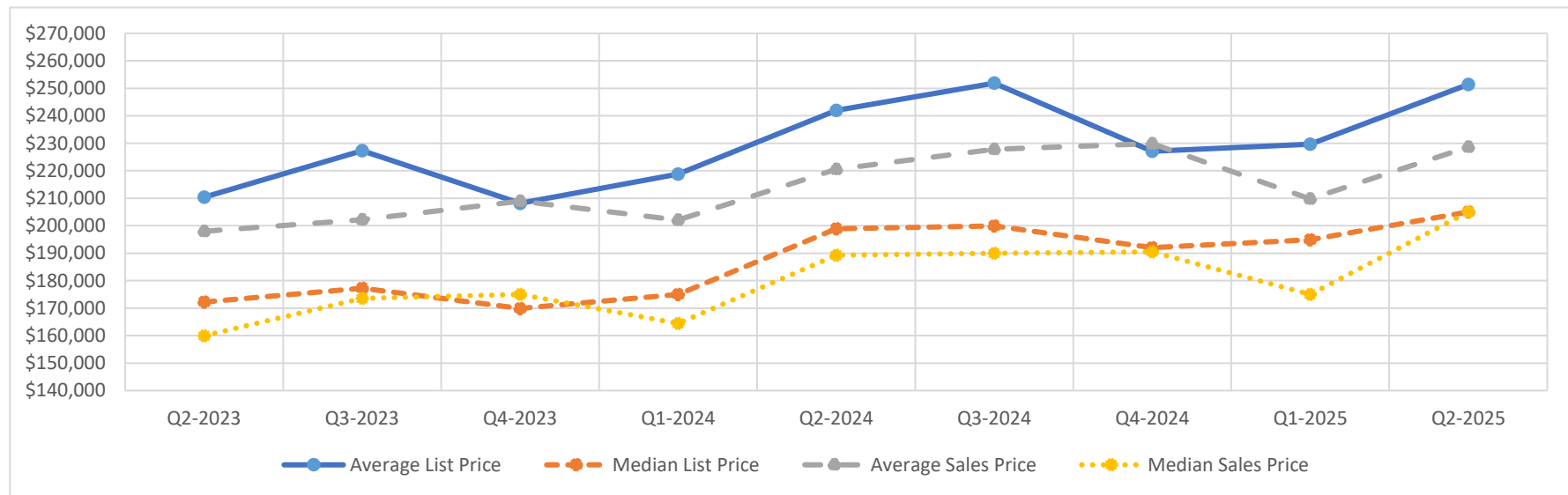


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| Average List Price | One Year Percent Change |                | Median List Price | One Year Percent Change |
|--------------------|-------------------------|----------------|-------------------|-------------------------|
| \$210,349          | +1.4%                   | Q2-2023        | \$172,250         | +4.4%                   |
| \$227,310          | +7.9%                   | Q3-2023        | \$177,250         | +10.8%                  |
| \$208,157          | +4.8%                   | 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%                  |
| \$251,870          | +10.8%                  | Q3-2024        | \$199,900         | +12.8%                  |
| \$227,086          | +9.1%                   | Q4-2024        | \$192,000         | +13.0%                  |
| \$229,690          | +5.0%                   | Q1-2025        | \$194,900         | +11.4%                  |
| <b>\$251,421</b>   | <b>+3.9%</b>            | <b>Q2-2025</b> | <b>\$205,000</b>  | <b>+3.1%</b>            |

| Average Sales Price | One Year Percent Change |                | Median Sales Price | One Year Percent Change |
|---------------------|-------------------------|----------------|--------------------|-------------------------|
| \$197,970           | +1.4%                   | Q2-2023        | \$159,950          | -5.9%                   |
| \$202,190           | +3.4%                   | Q3-2023        | \$173,500          | +4.4%                   |
| \$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%                   |
| \$209,731           | +3.8%                   | Q1-2025        | \$175,000          | +6.4%                   |
| <b>\$228,670</b>    | <b>+3.7%</b>            | <b>Q2-2025</b> | <b>\$205,000</b>   | <b>+8.4%</b>            |

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

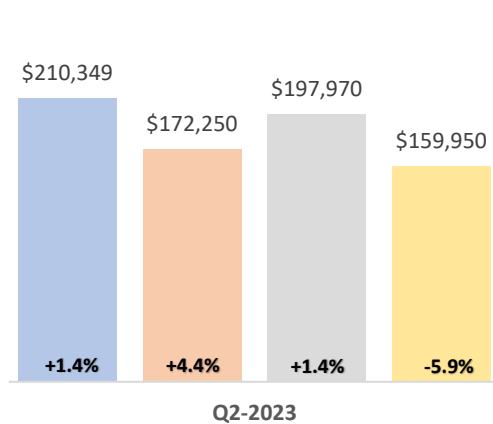


# Average/Median List/Sales Price

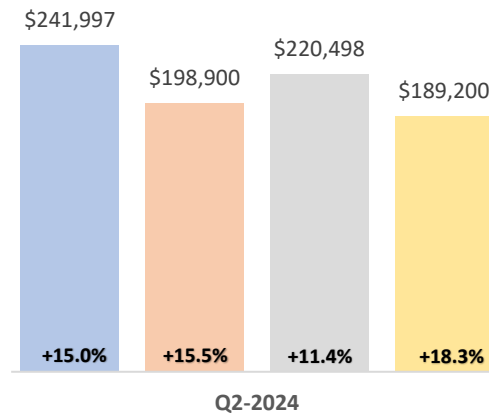
The average and median list and sales price of residential properties.



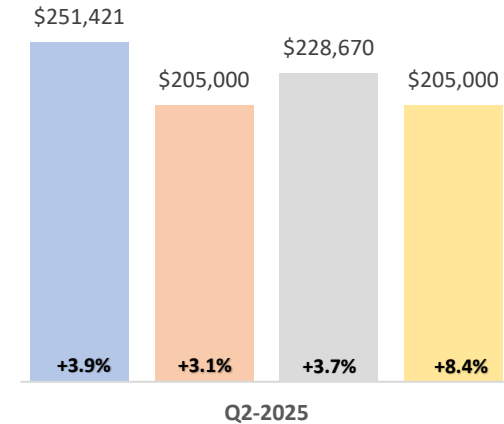
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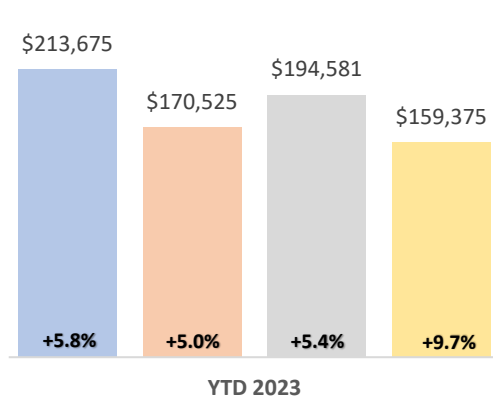
■ Average List Price ■ Median List Price  
■ Average Sales Price ■ Median Sales Price



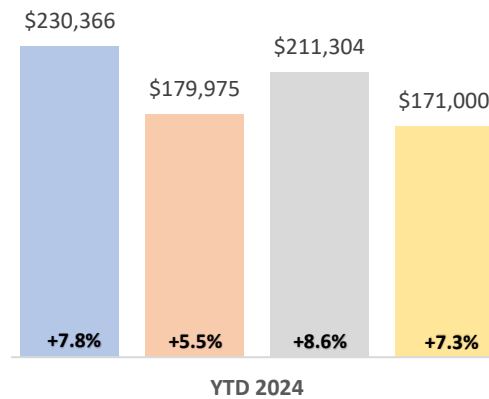
■ Average List Price ■ Median List Price  
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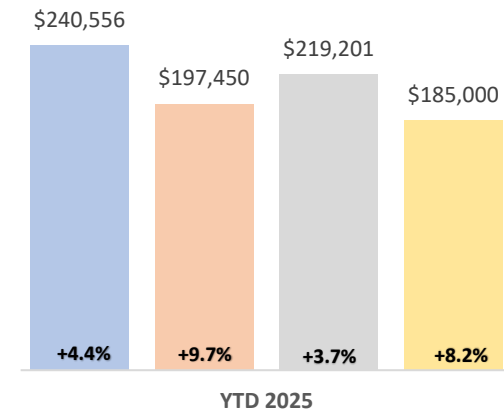
■ Average List Price ■ Median List Price  
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■ Average Sales Price ■ Median Sales Price



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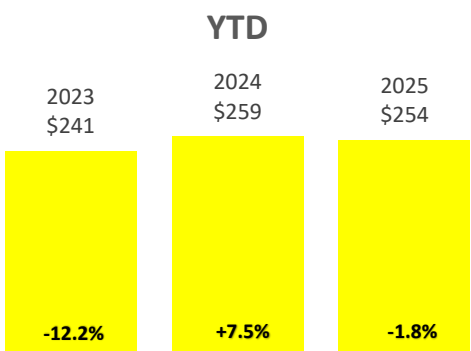
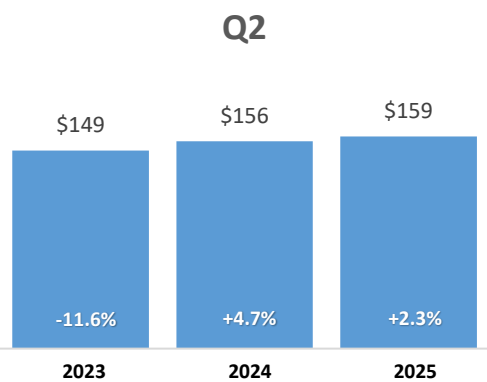
■ Average List Price ■ Median List Price  
■ Average Sales Price ■ Median Sales Price

# Dollar Volume of Sales

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

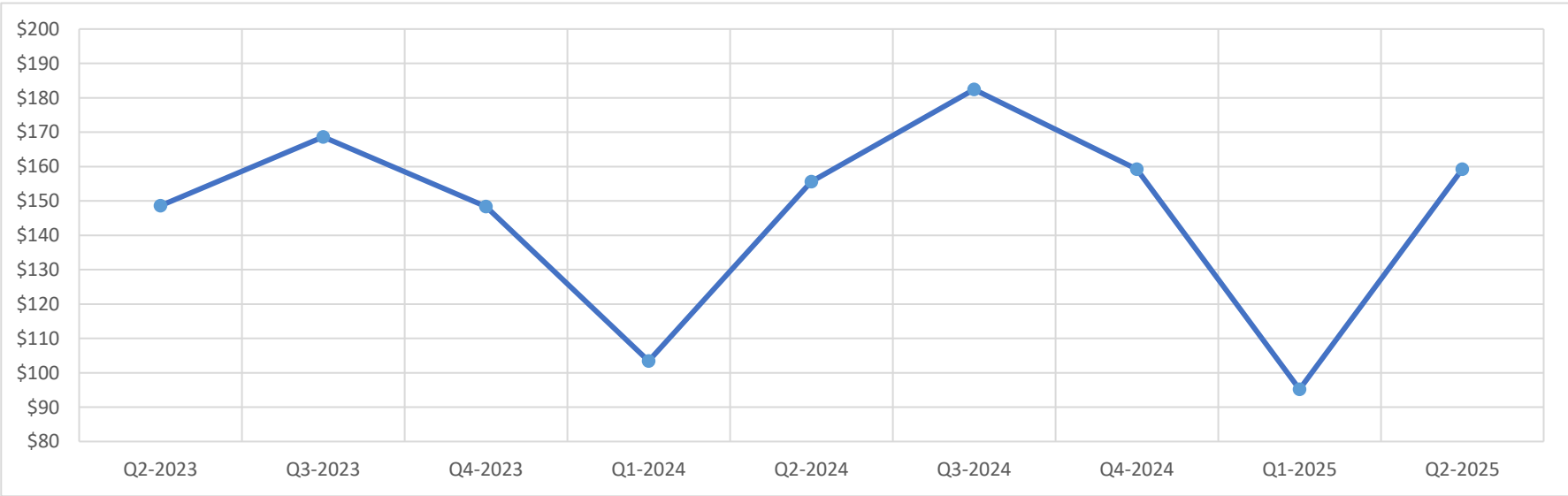


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|         | \$ Volume Sales<br>Millions | One Year<br>Percent Change |
|---------|-----------------------------|----------------------------|
| Q2-2023 | \$149                       | -11.6%                     |
| Q3-2023 | \$169                       | -14.9%                     |
| 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 | \$95                        | -7.9%                      |
| Q2-2025 | \$159                       | +2.3%                      |

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

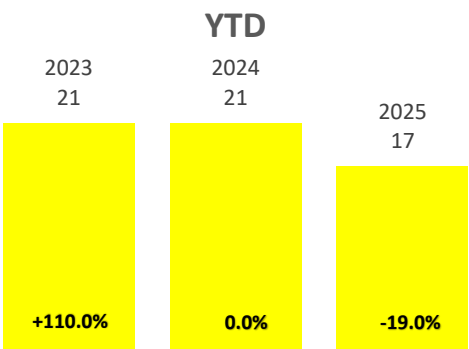
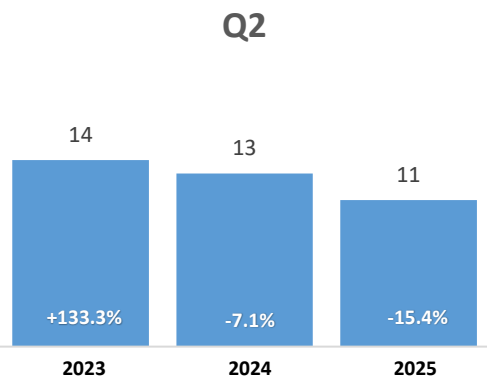


# Days on Market

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

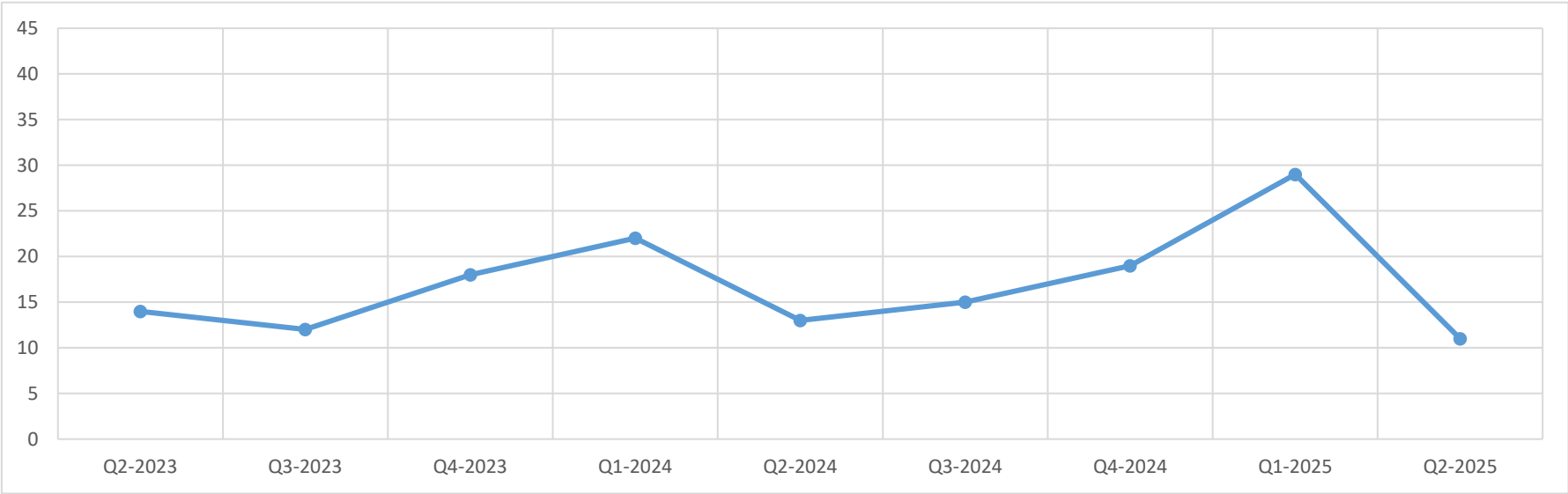


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|         | Median Days to Sell | One Year Percent Change |
|---------|---------------------|-------------------------|
| Q2-2023 | 14                  | +133.3%                 |
| Q3-2023 | 12                  | 0.0%                    |
| Q4-2023 | 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 | 11                  | -15.4%                  |

2-Year Historical Days on Market by Quarter



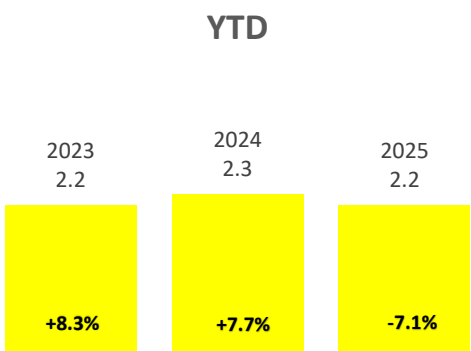
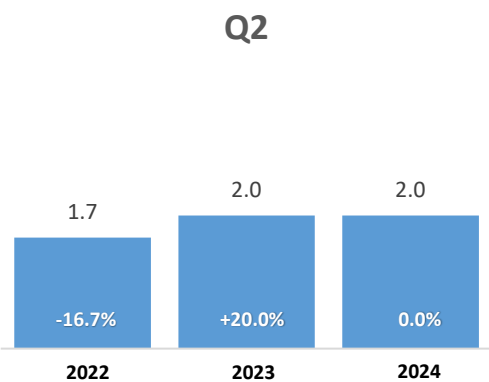


# Months of Inventory

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

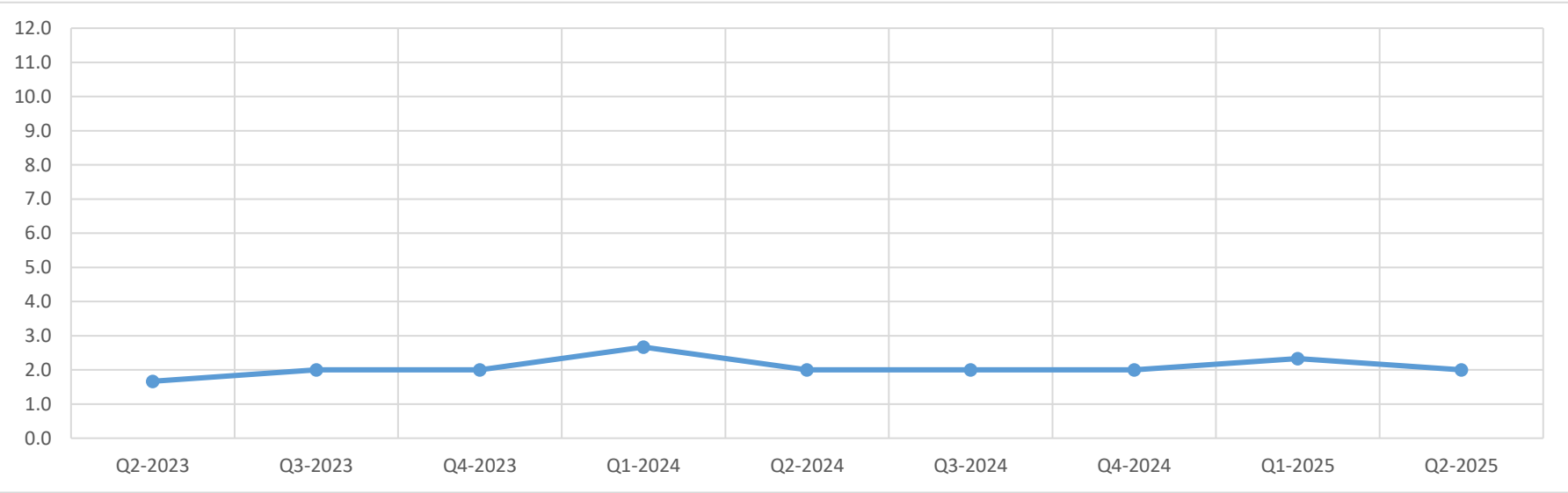


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|         | Months of Inventory | One Year Percent Change |
|---------|---------------------|-------------------------|
| Q2-2023 | 1.7                 | -16.7%                  |
| Q3-2023 | 2.0                 | 0.0%                    |
| Q4-2023 | 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%                    |

2-Year Historical Months Supply of Inventory by Quarter



# 2ND QUARTER 2025

## RESIDENTIAL REAL ESTATE ACTIVITY IN THE GREATER ERIE BOARD OF REALTORS MLS

ONE YEAR CHANGE



### NEW LISTINGS

2024

908

2025

973

**+7.2%**

### CLOSED SALES

2024

705

2025

696

**-1.3%**



### SALES PRICE

**AVERAGE \$228,670**

2024 \$220,498  
1 YR CH +3.7%

**MEDIAN \$205,000**

2024 \$189,200  
1 YR CH +8.4%

SOURCE: GEBOR MLS JULY 1, 2025