

Weekly Market Report

Week Ending June 13th

Summary - Week Ending June 13th

Note: Current market performance will now be compared to 2020 and 2019 to provide a clear perspective on this year's activity against last year's COVID-affected market.

- Inventory levels ran above the 80% level for the second straight week. The past week tracked at 81.8% of 2019 levels, and 86.1% of the same week in 2020.
- New listing paced similar to last week, and remained higher than 2020 and 2019 benchmarks. There were 87 new pending sales for every 100 new listings.
- New pending sales decreased -6.1% compared to the same week during the prior year. Showings fell slightly week to week (-4.2%).

Note: State-level charts appear in the appendix.

Weekly Market

Trends Footprint

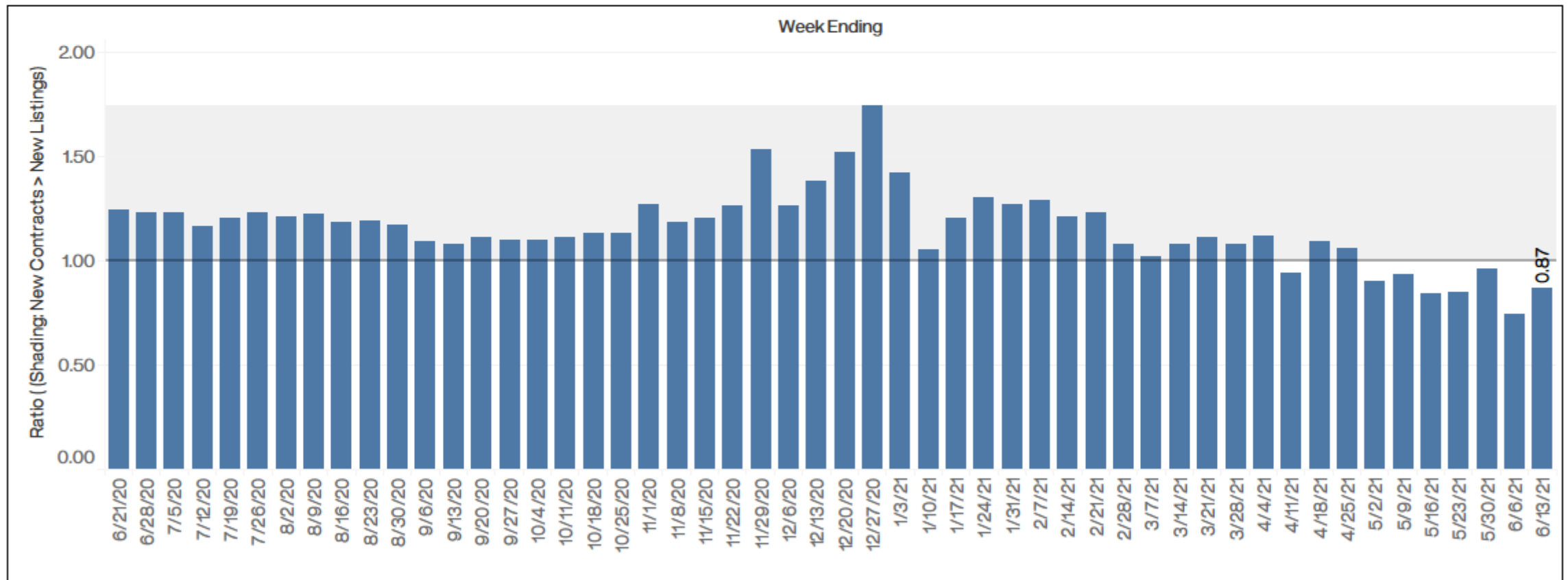
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3. [Maryland](#)
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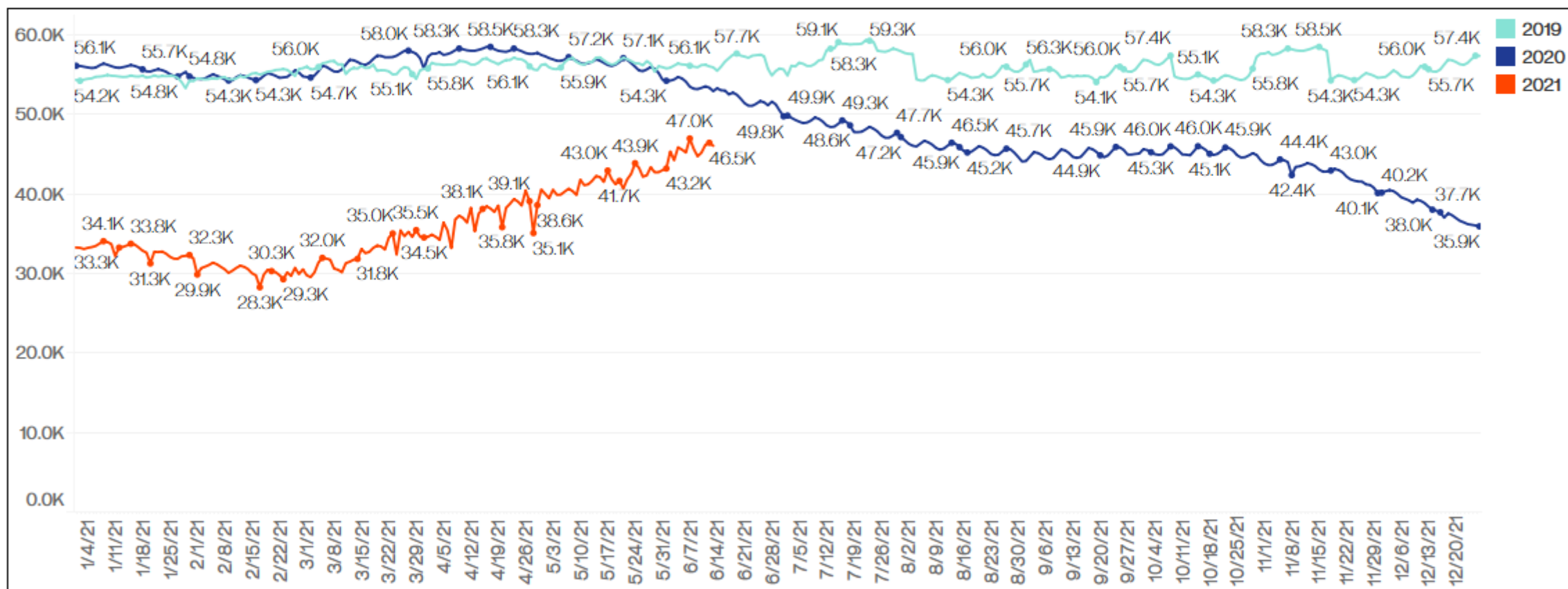
New Purchase Contract to New Listing Ratio

- For the week, there were 87 new pending home sale for every 100 new listing.
- Only DE and WV saw more new pending sales then new listings during the week.



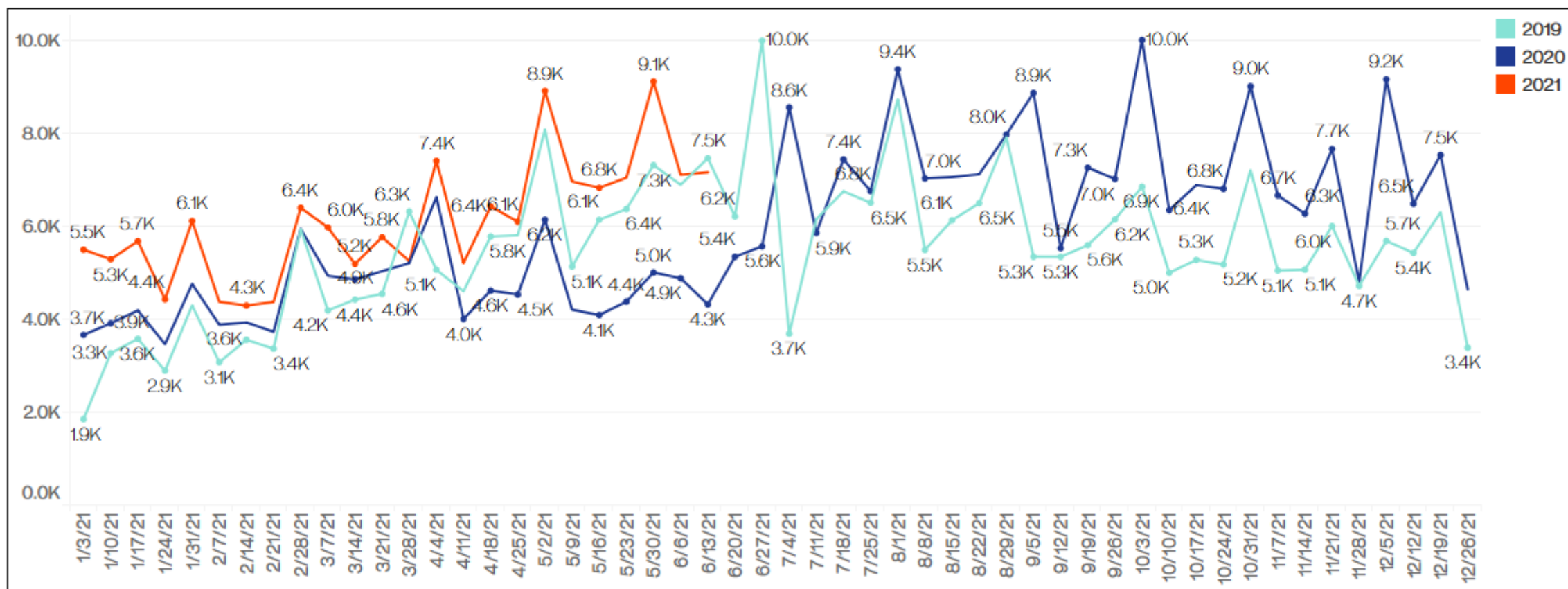
Active New Listings

- For the second week of June 2021, total available inventory continued to rebound. The week ran at 86.1% of the same week from June 2020. Total inventory tracked at 81.8% of the same week from June 2019.
- It was the second week in a row that inventory was above the 80% level.



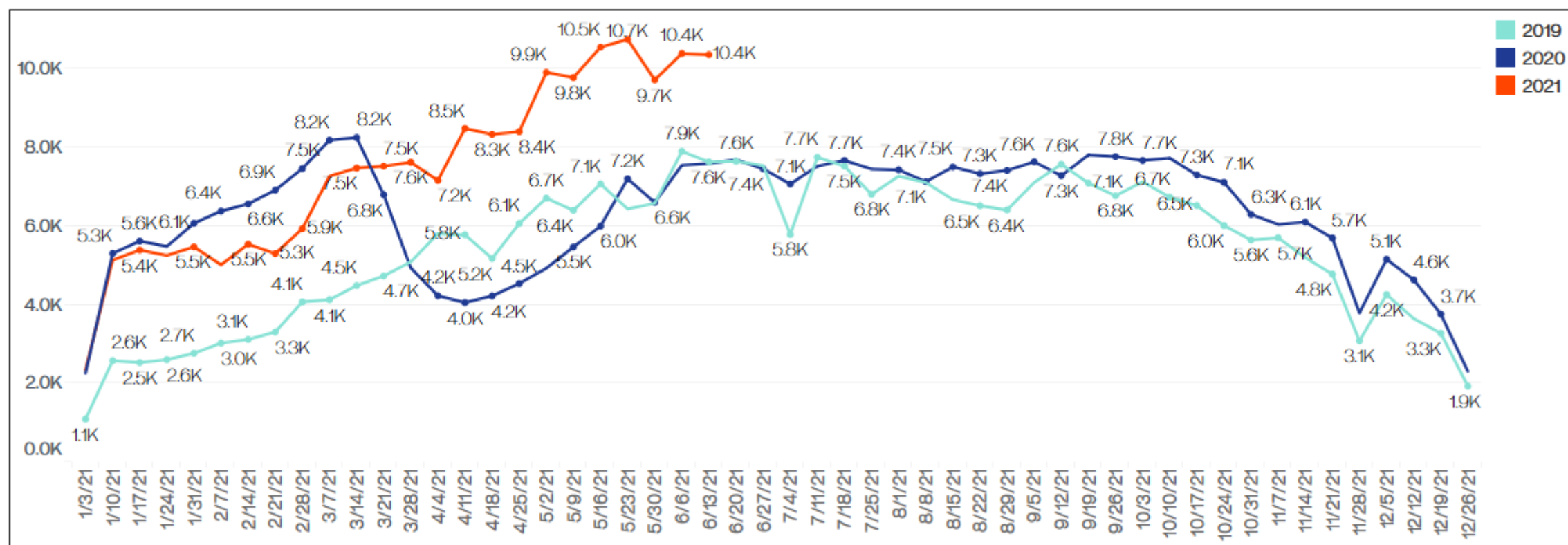
Weekly New Closed Listings

- During the second week of June, closing levels were below 2019 at 95.9%. However, activity paced above 2020's COVID-influenced norm, at 165.9%.
- Versus 2019, DC closing volume paced higher (111.2%) this week.



Weekly New Listings

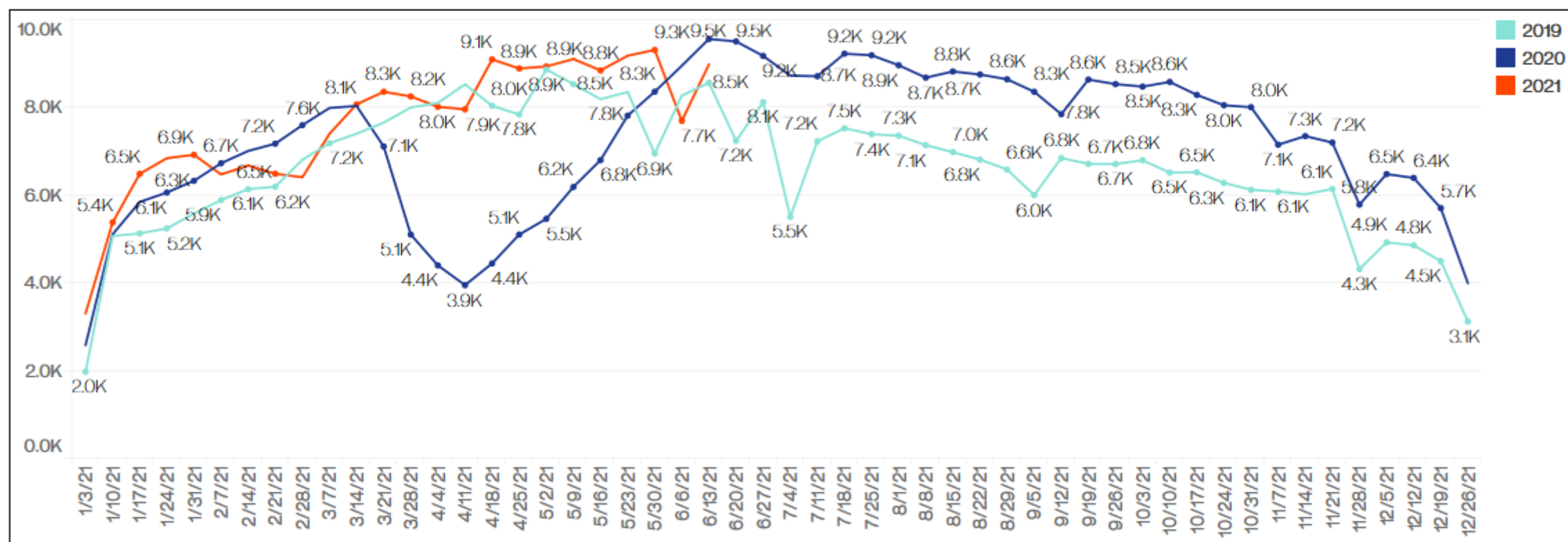
- Levels tracked in line with the prior week (10,353 vs 10,391) but showed strength compared to 2020 and 2019. Against the COVID-influenced 2020 benchmark, levels ran at 136.6%; compared to 2019, activity tracked at 135.9%.
- VA led for the week, coming in at 161.3% of 2020 and 173.5% of 2019



Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.

Weekly New Purchase Contracts

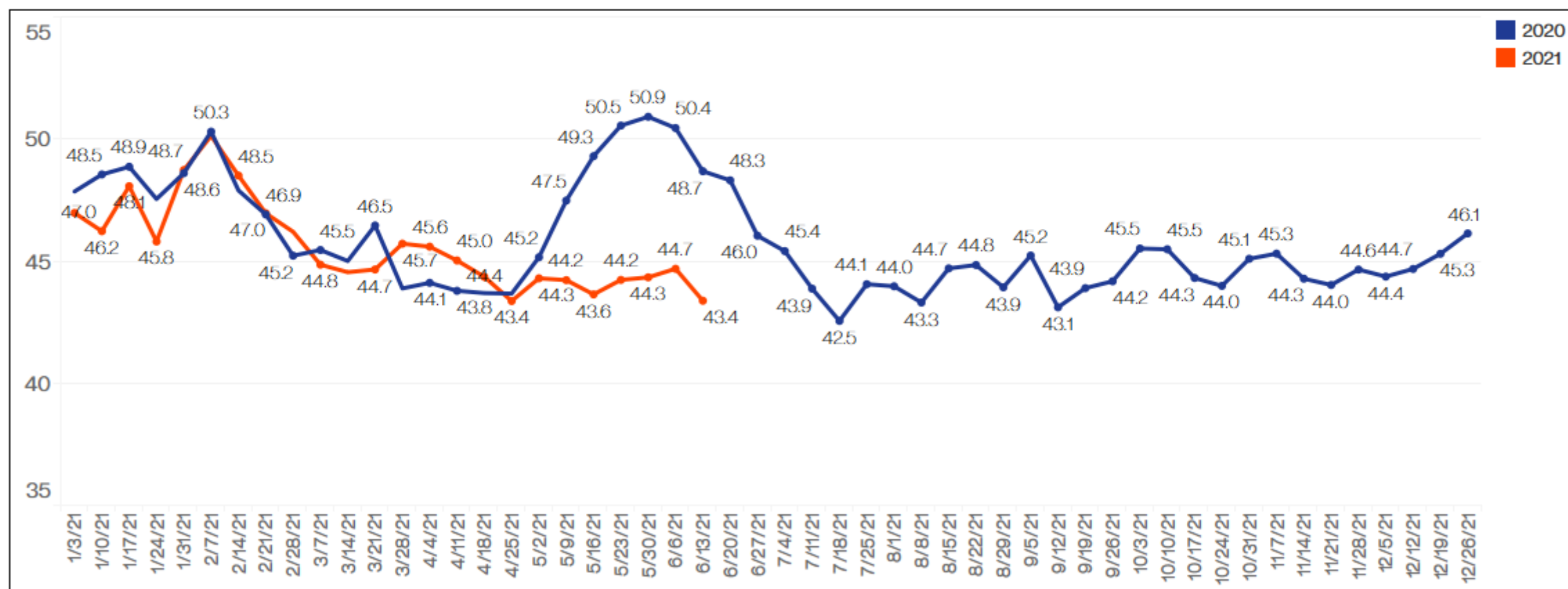
- New contracts paced above 2019 at 104.9%. Compared to the 2020 COVID-influenced norm, activity landed at 93.9%.
- Compared to 2019, VA (123.3%) and WV (127.2%) showed notable improvements.



Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.

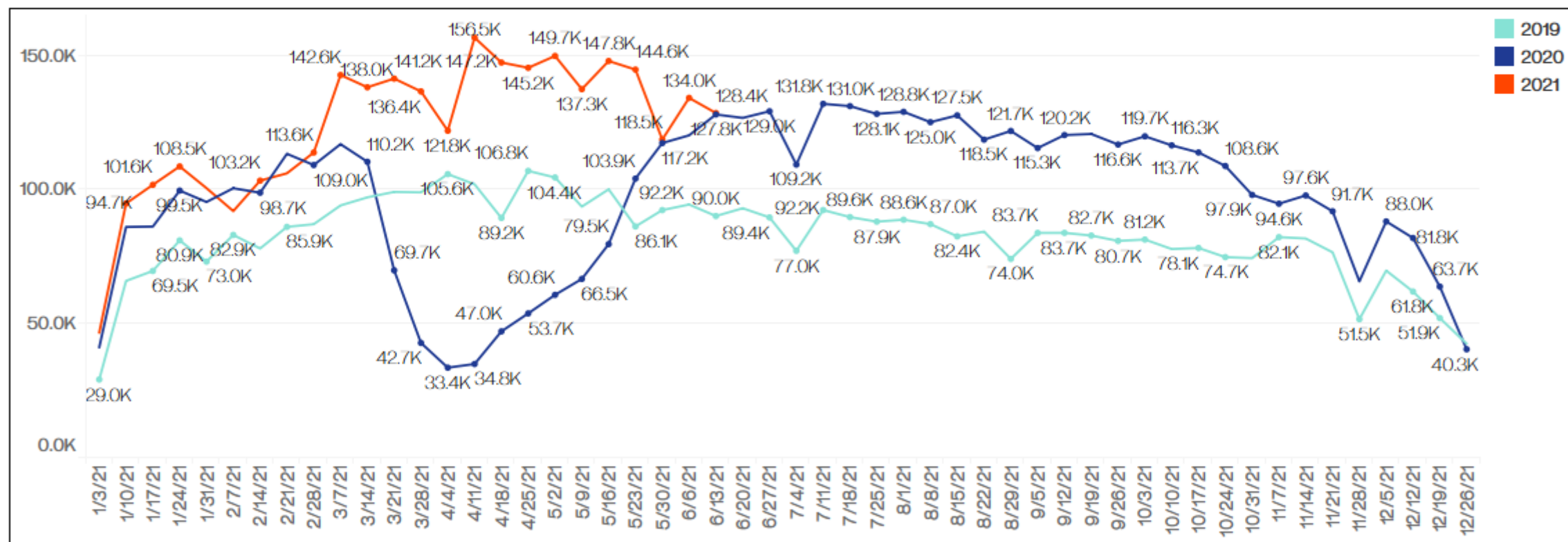
Weekly Average Days: Purchase Contract to Closing

- The number of days from contract to closing (43) decreased six days from 2020 and three days from 2019.



Weekly Showing Activity

- Showing volume tracked higher at 131.0% versus the same week in 2019. Week to week, activity saw a slight decline of -4.2% (128,377 vs 134,017).



Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

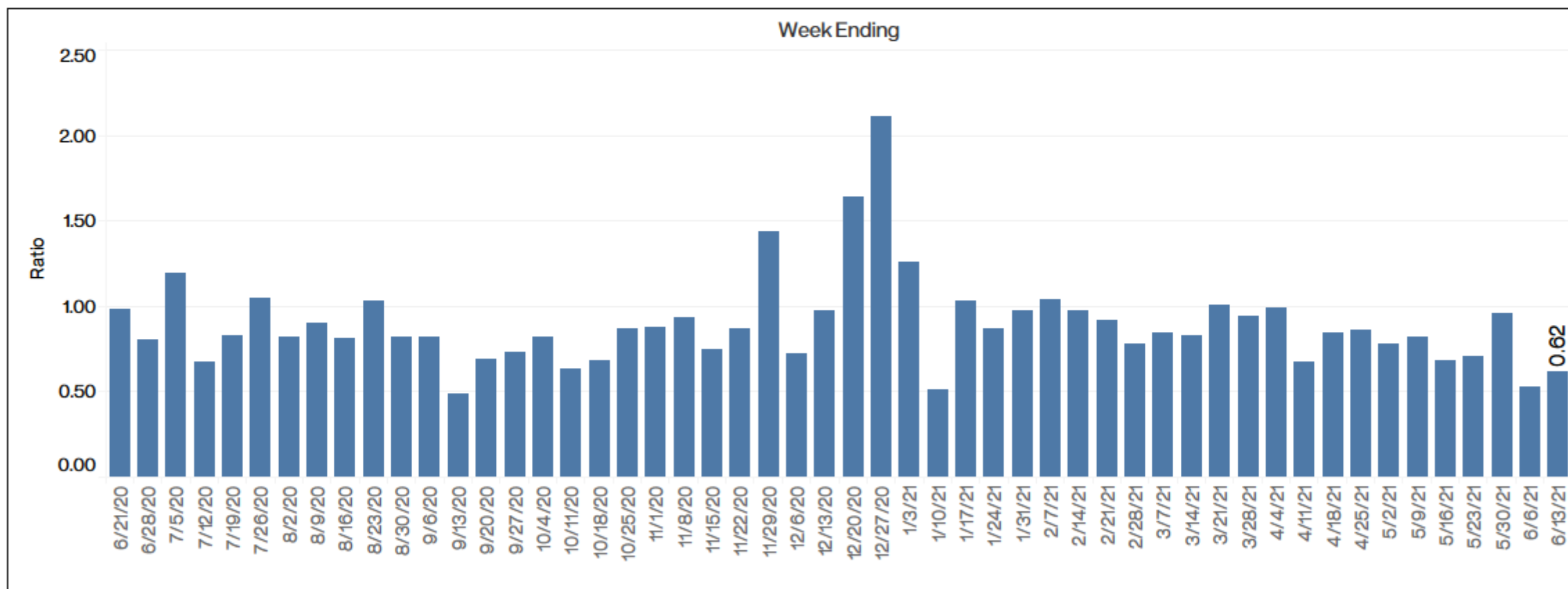
Appendix

Weekly Market Trends

District of Columbia

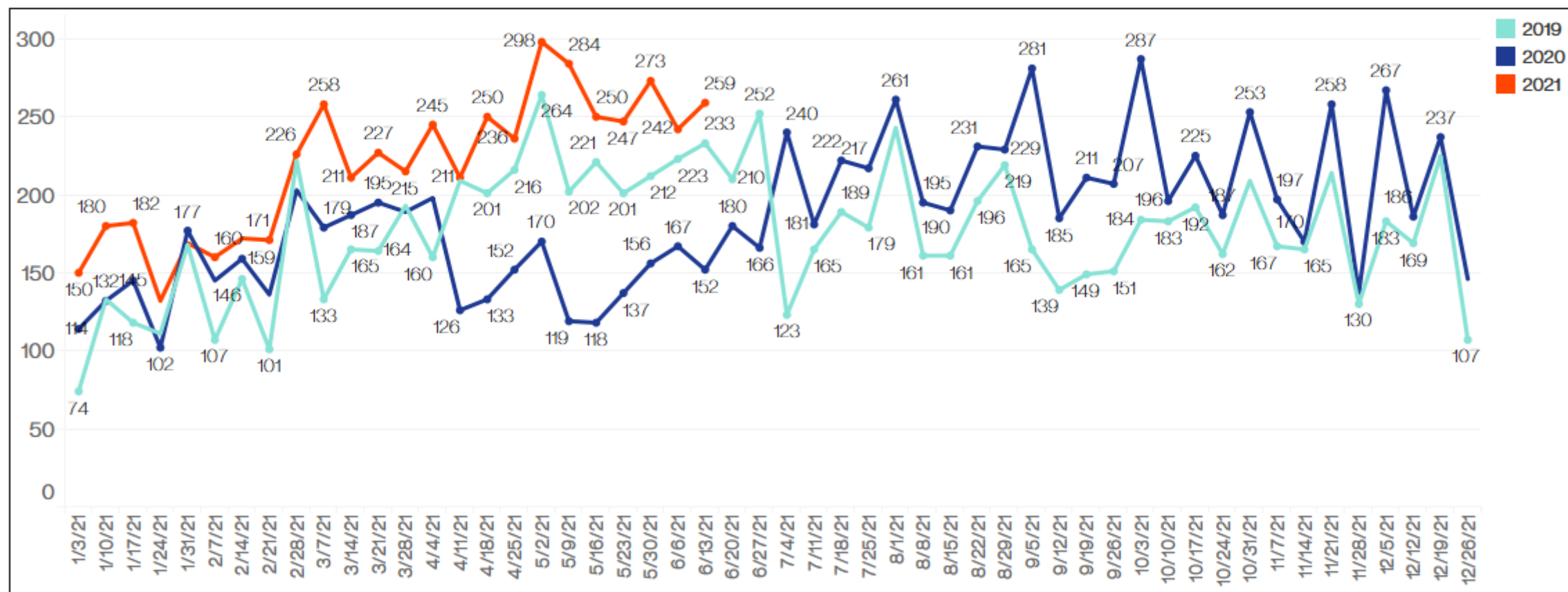
DC - New Purchase Contract to New Listing Ratio

- For the week, there were only 62 new pending home sales for every 100 new listings.



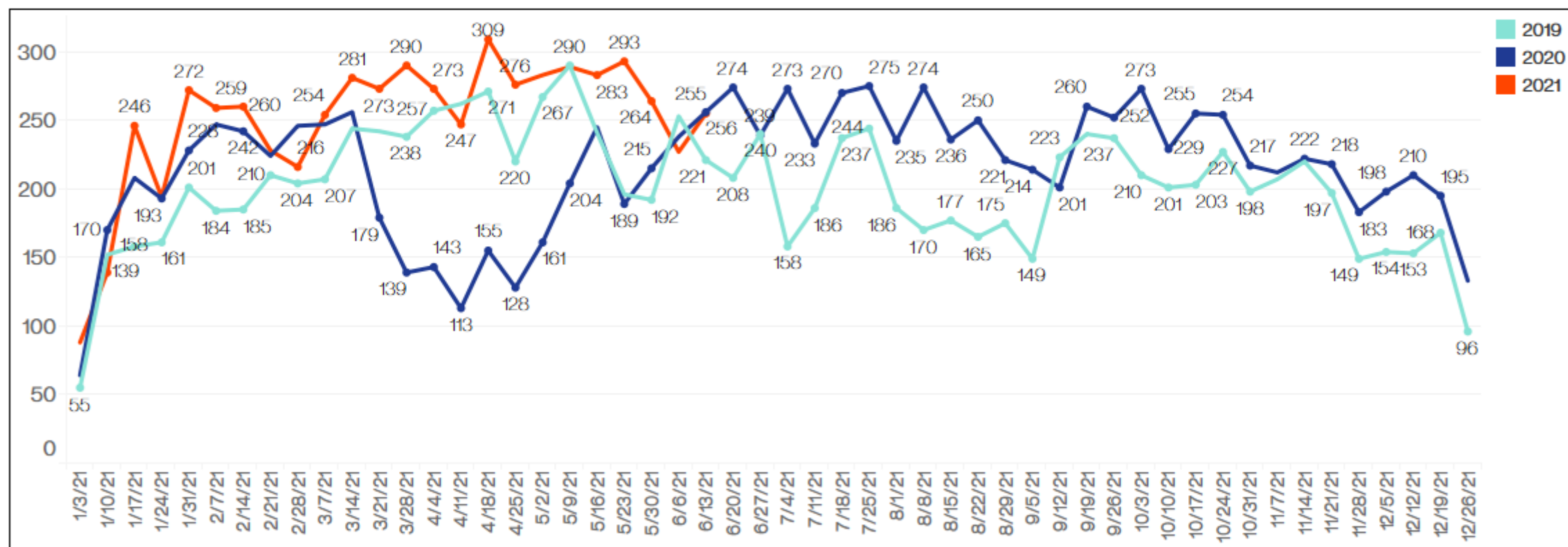
DC - New Closed Listings

- Closing levels landed at 111.2% compared to 2019 and 170.4% compared to the same week from June 2020.



DC - Weekly New Purchase Contracts

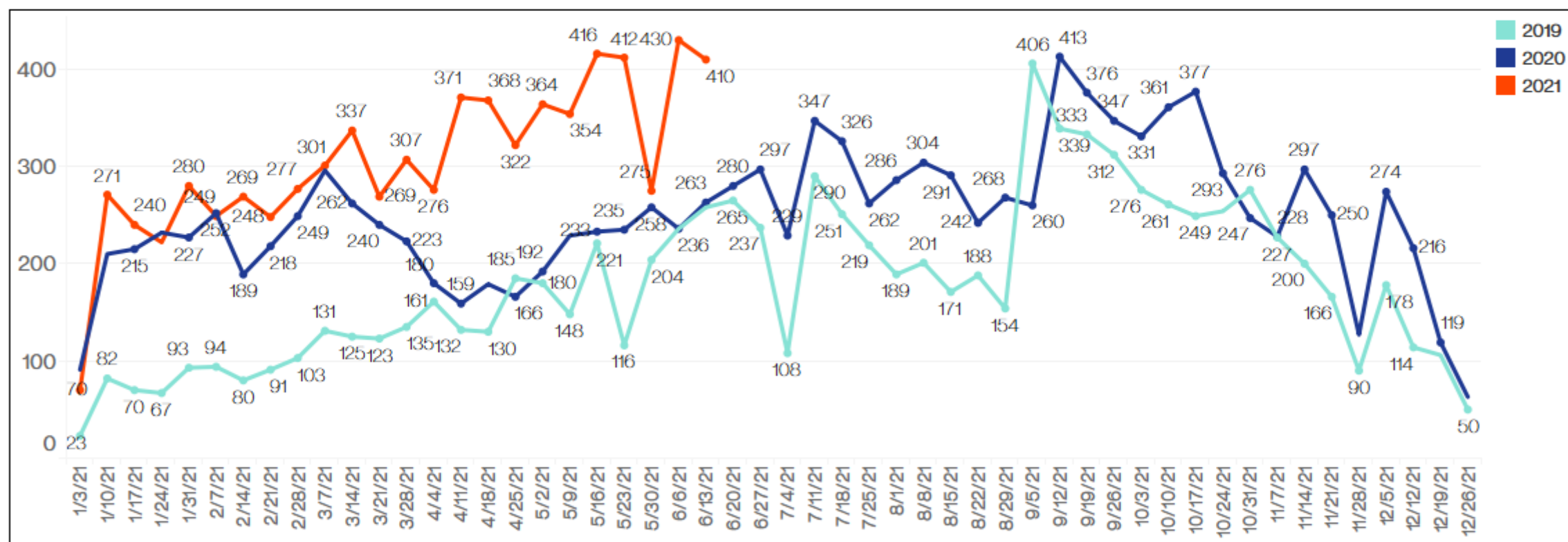
- New contract levels came in at 115.4% compared to 2019 and 99.6% of the same week from June 2020.



Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.

DC - Weekly New Listings

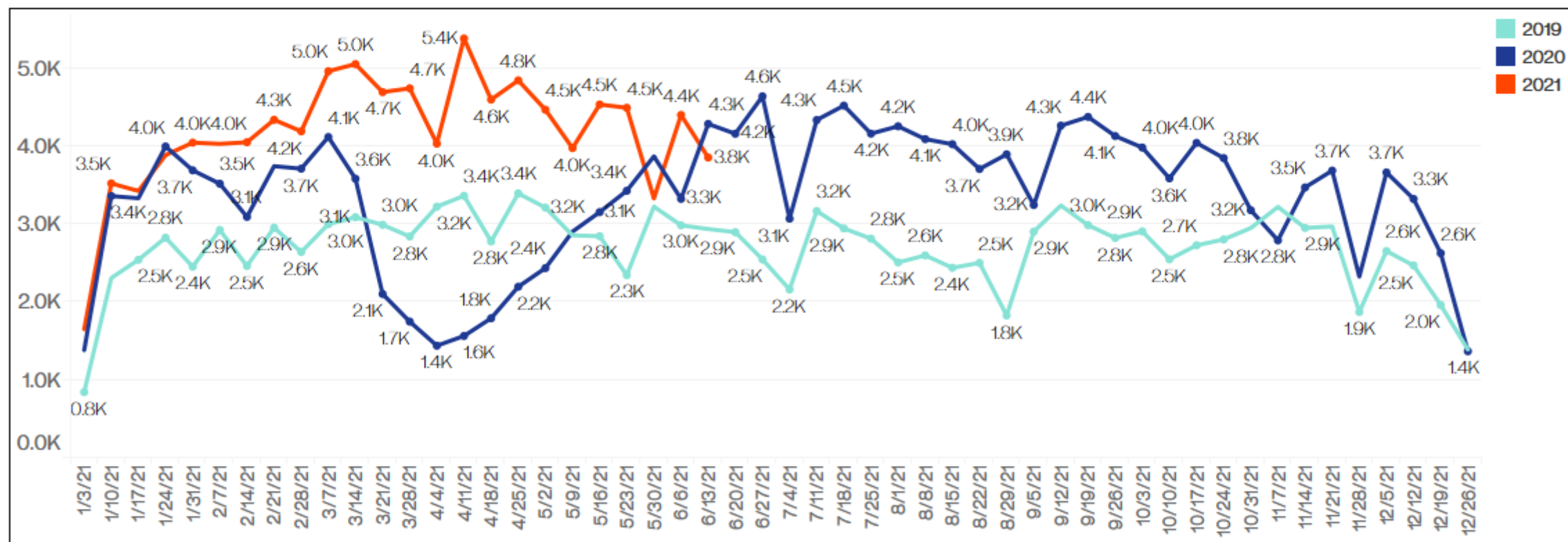
- DC's new listing levels tracked at 158.9% compared to 2019, and 155.9% of the same week from May 2020.



Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.

DC - Weekly Showing Activity

- Showing levels tracked at 97.2% of the same week from June 2019 and 89.9% compared to 2020.



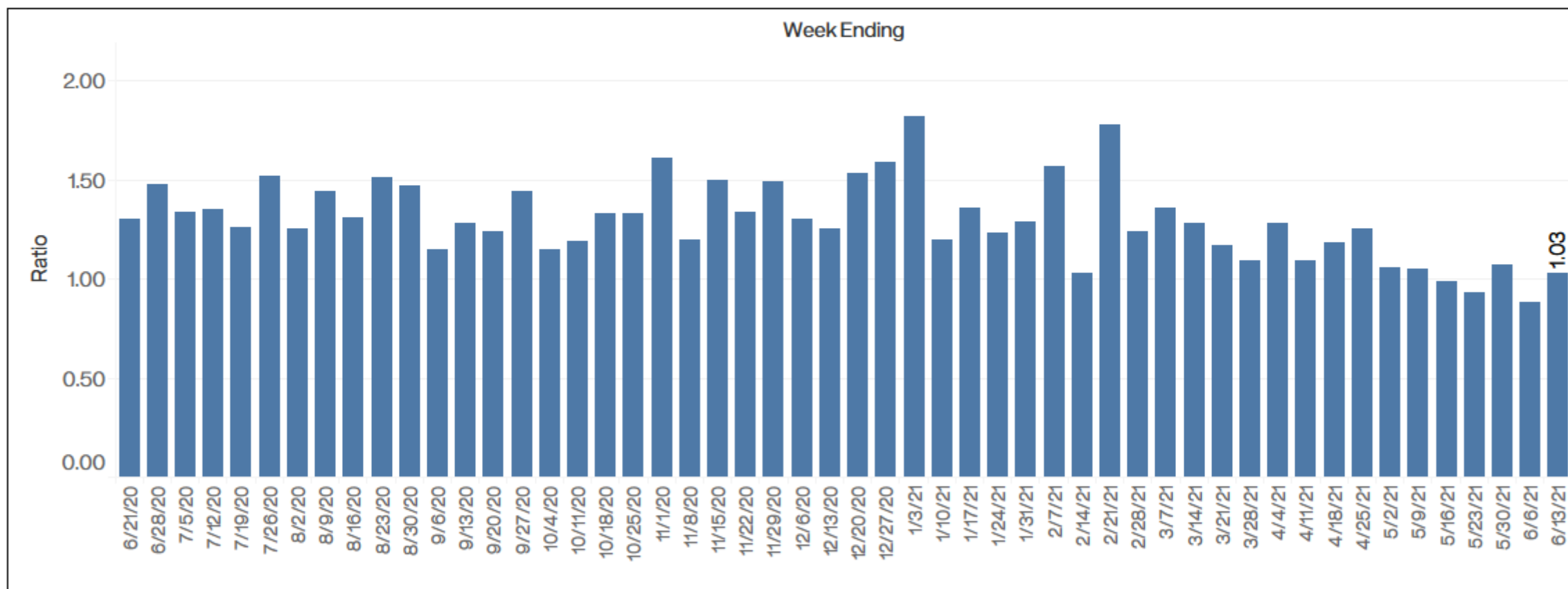
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Weekly Market Trends

Delaware

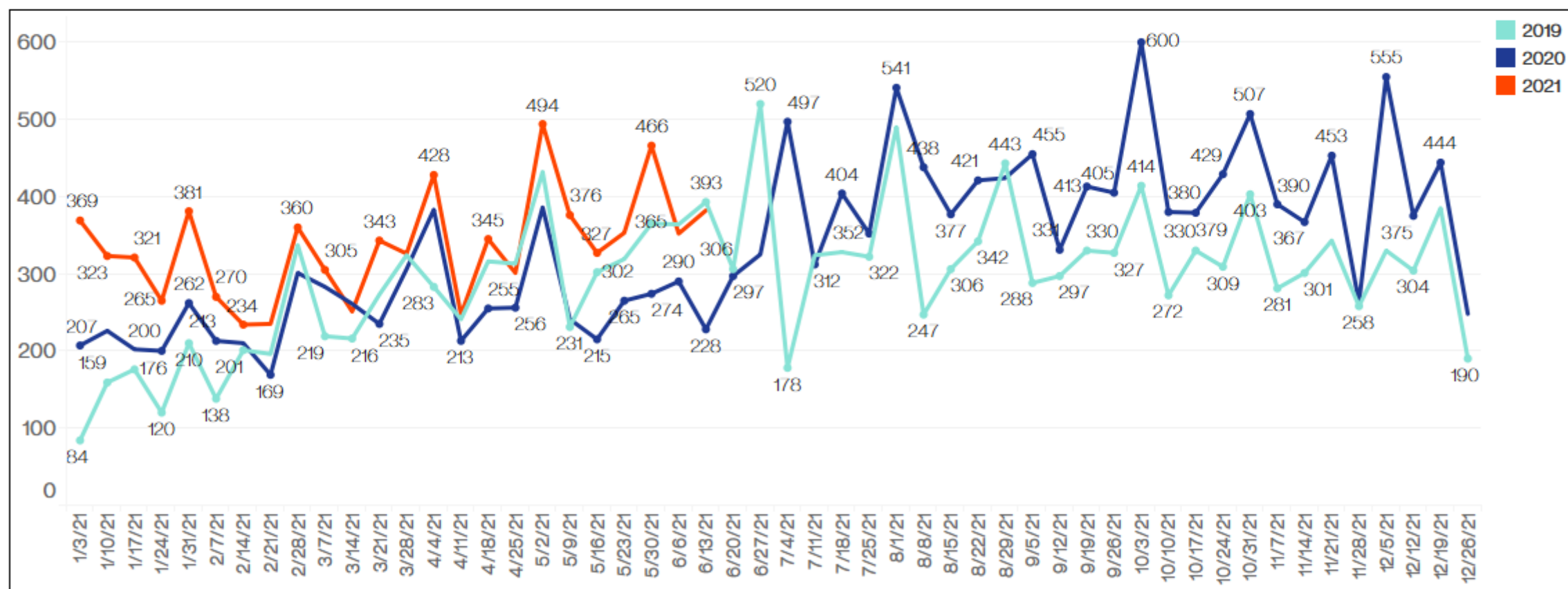
DE - New Purchase Contract to New Listing Ratio

- For the week, there were 1.03 new pending home sales for every 100 new listings.



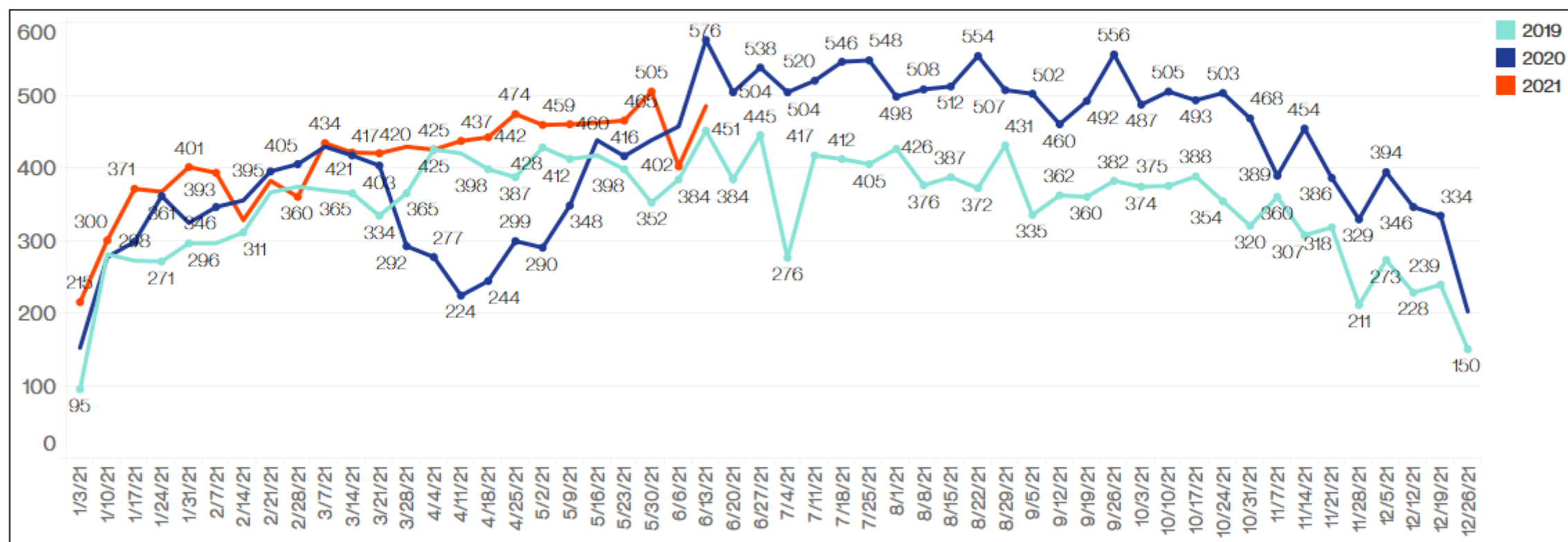
DE - New Closed Listings

- Closing levels landed at 97.2% compared to 2019 and 167.5% compared to the same week from June 2020.



DE - Weekly New Purchase Contracts

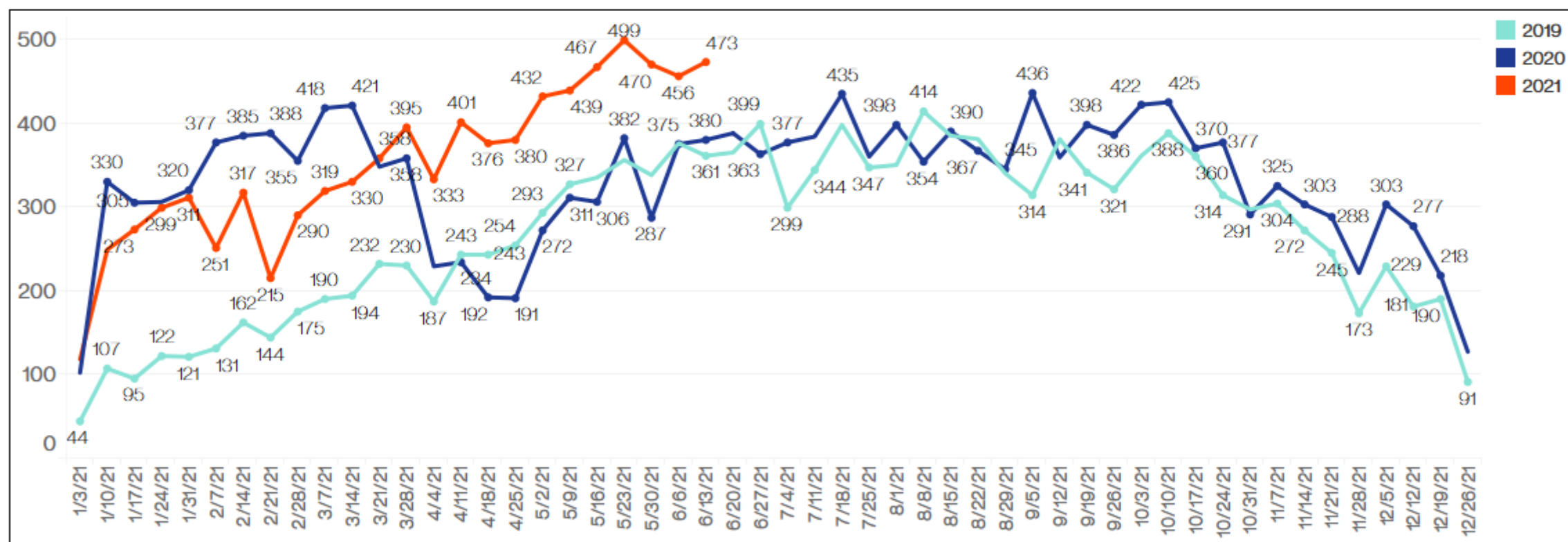
- New contract levels came in at 107.5% compared to 2019 and 84.2% of the same week from June 2020.



Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.

DE - Weekly New Listings

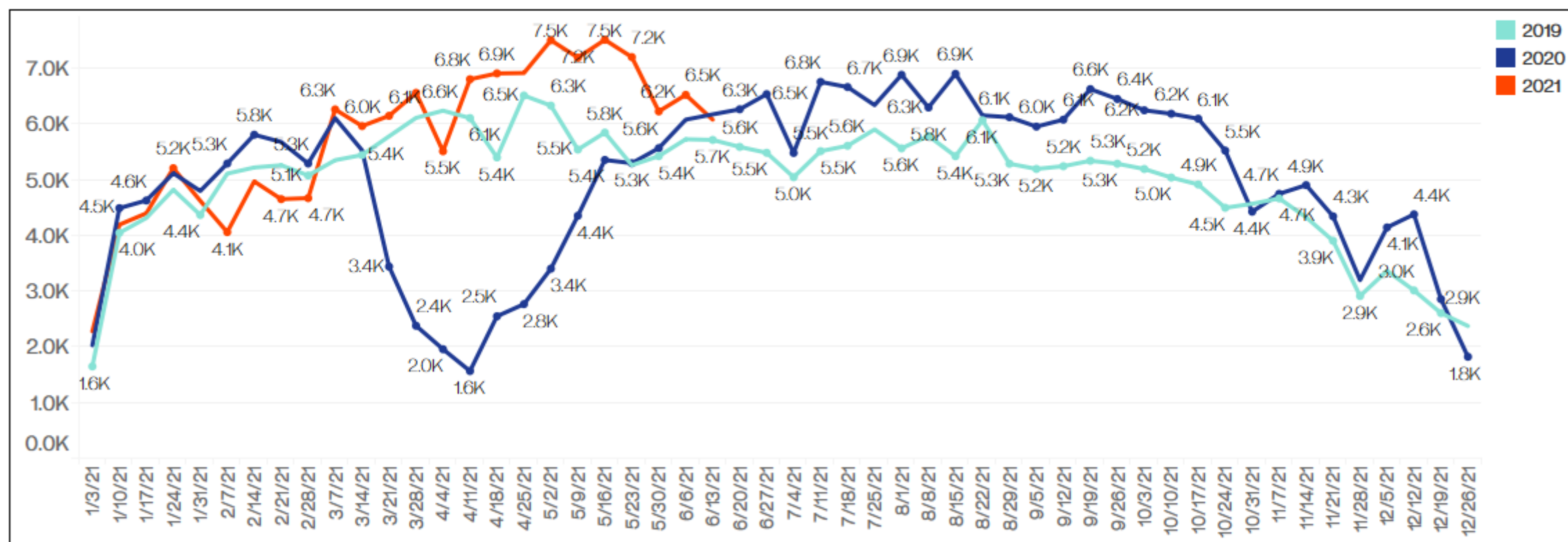
- DE's new listing levels tracked at 131.0% compared to 2019, and 124.5% of the same week from June 2020.



Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.

DE - Weekly Showing Activity

- Showing levels tracked at 106.4% of the same week from June 2019 and 98.4% compared to 2020.



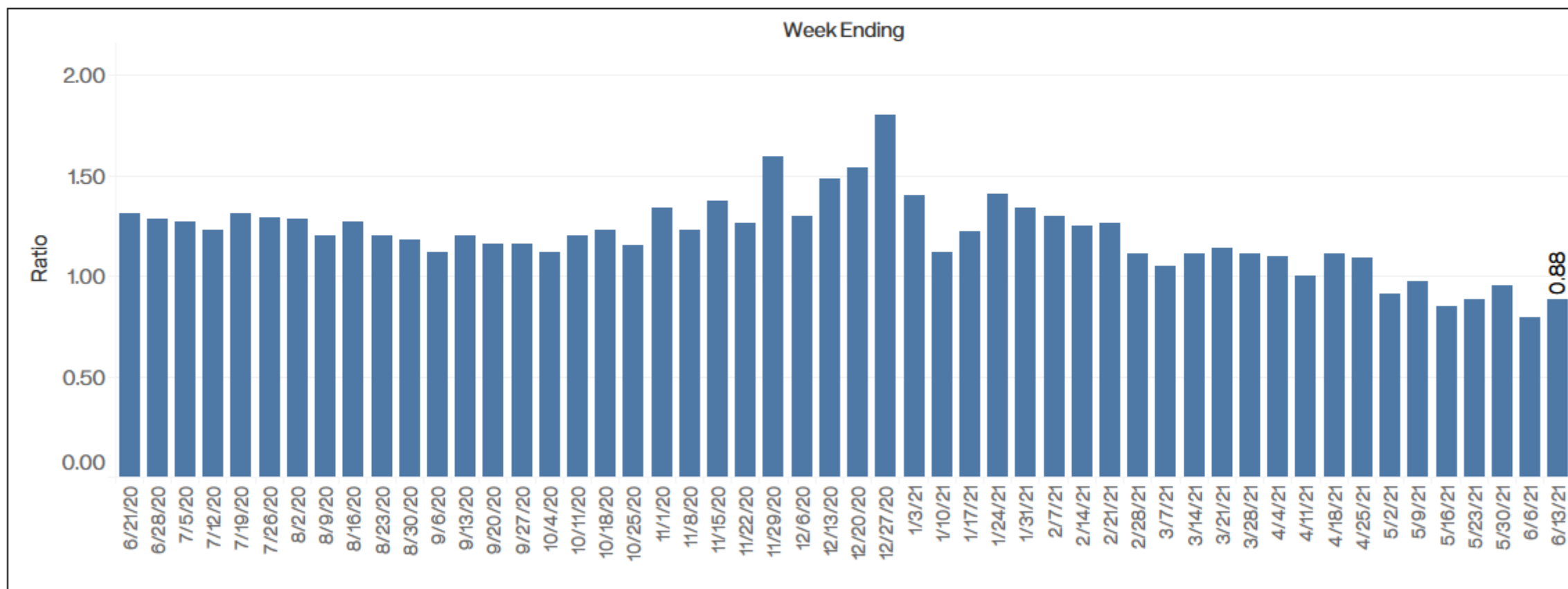
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Weekly Market Trends

Maryland

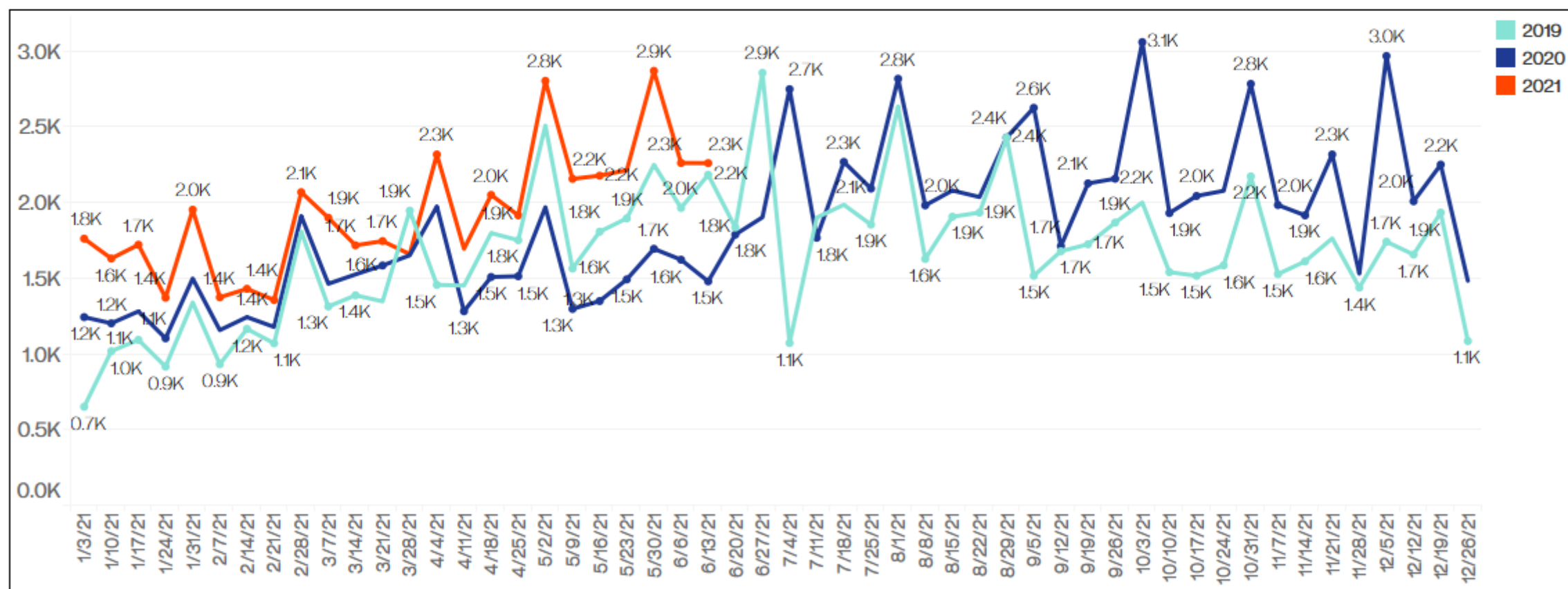
MD - New Purchase Contract to New Listing Ratio

- For the week, there were 88 new pending home sales for every 100 new listings.



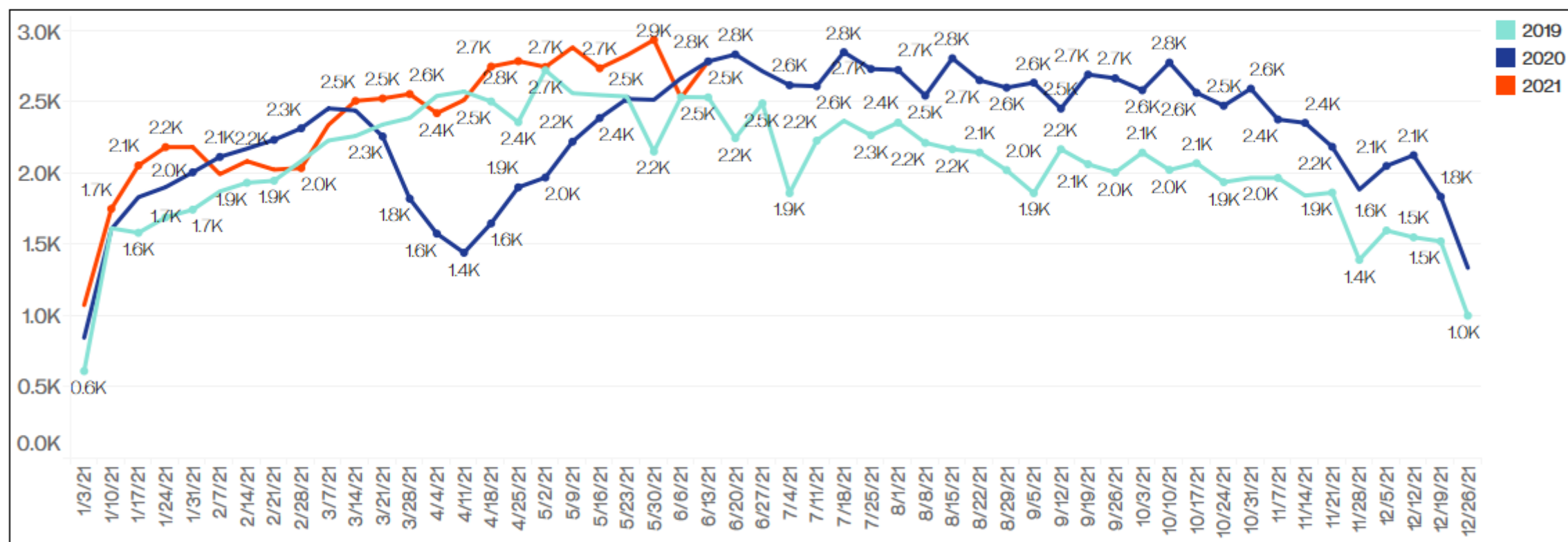
MD - New Closed Listings

- Closing levels landed at 103.5% compared to 2019 and 152.8% compared to the same week from June 2020.



MD - Weekly New Purchase Contracts

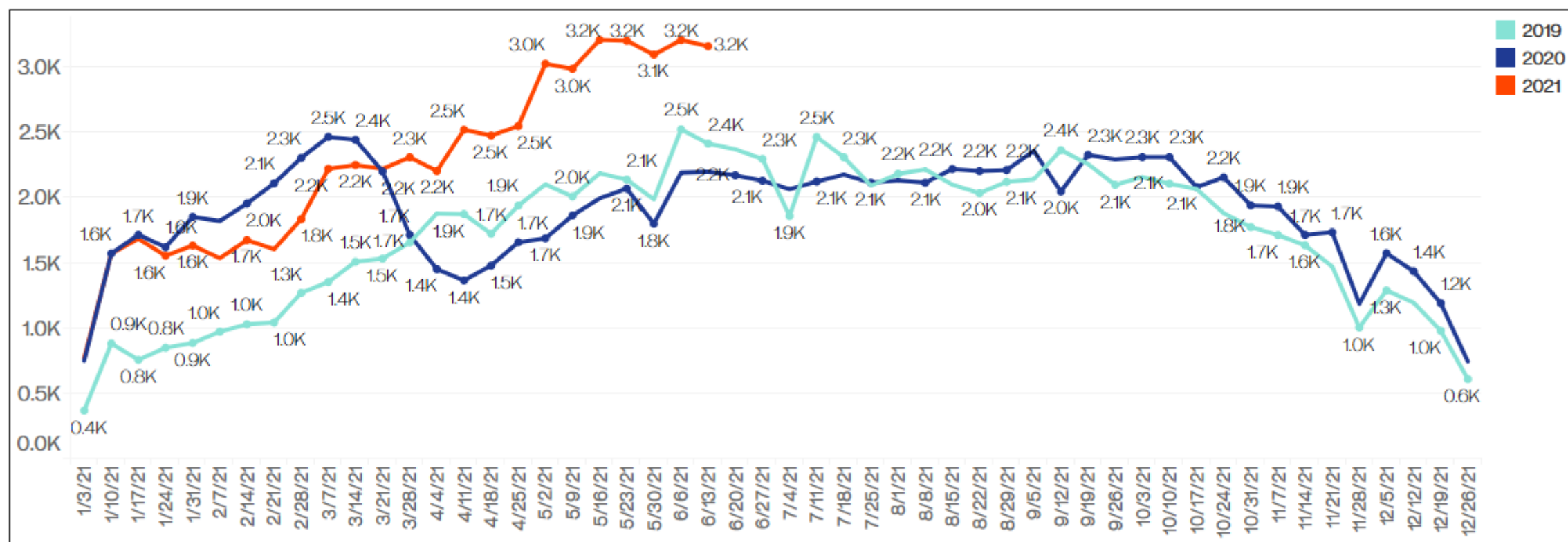
- New contract levels came in at 109.9% compared to 2019 and 100.0% of the same week from June 2020.



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MD - Weekly New Listings

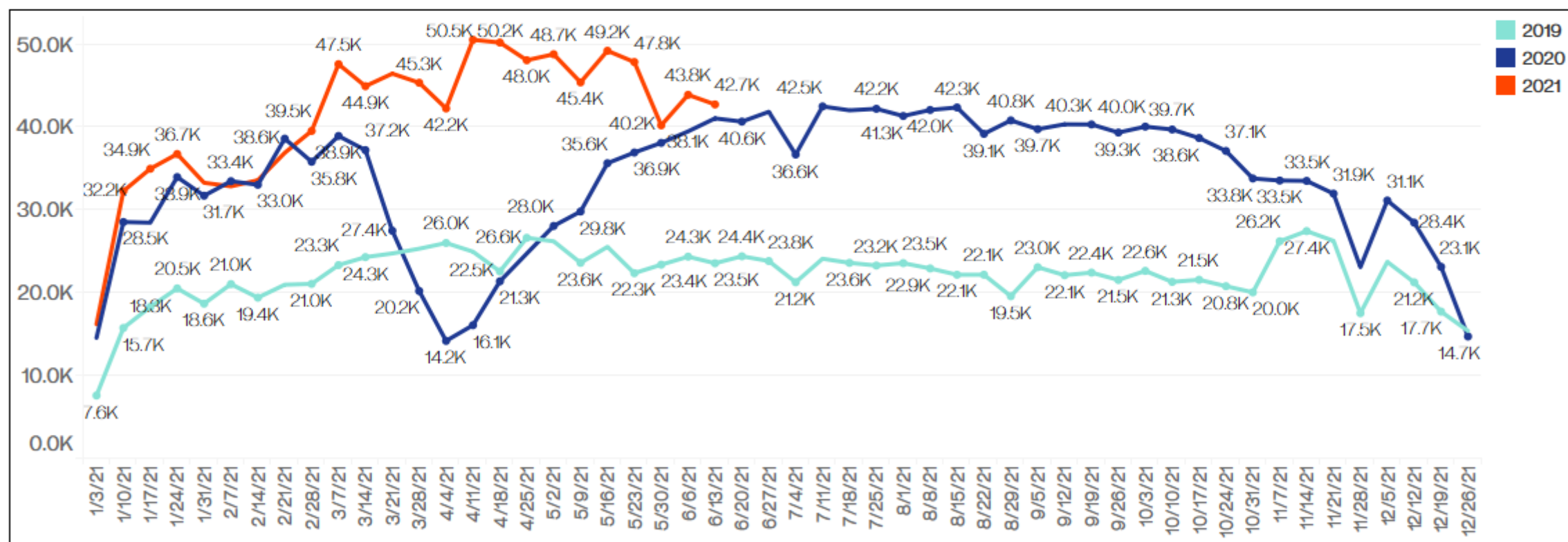
- MD's new listing levels tracked at 130.9% compared to 2019, and 143.8% of the same week from June 2020.



Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.

MD - Weekly Showing Activity

- Showing levels tracked at 181.5% of the same week from June 2019 and 104.1% compared to 2020.



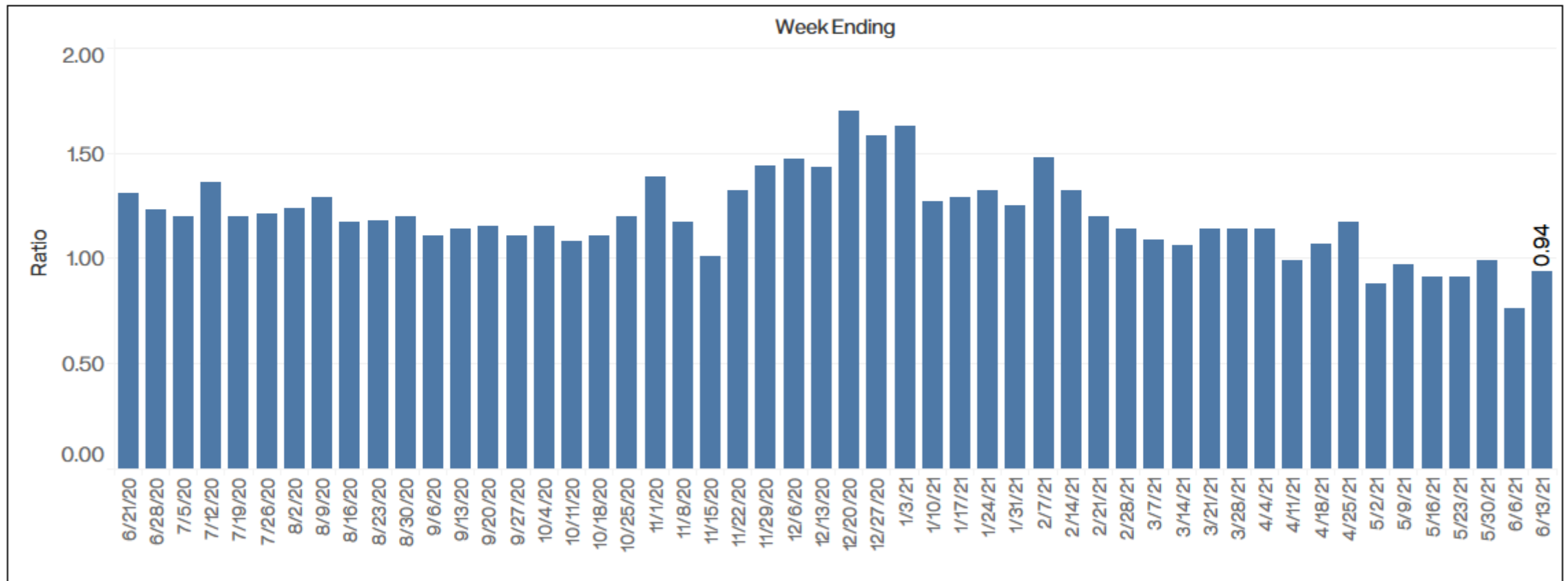
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Weekly Market Trends

New Jersey

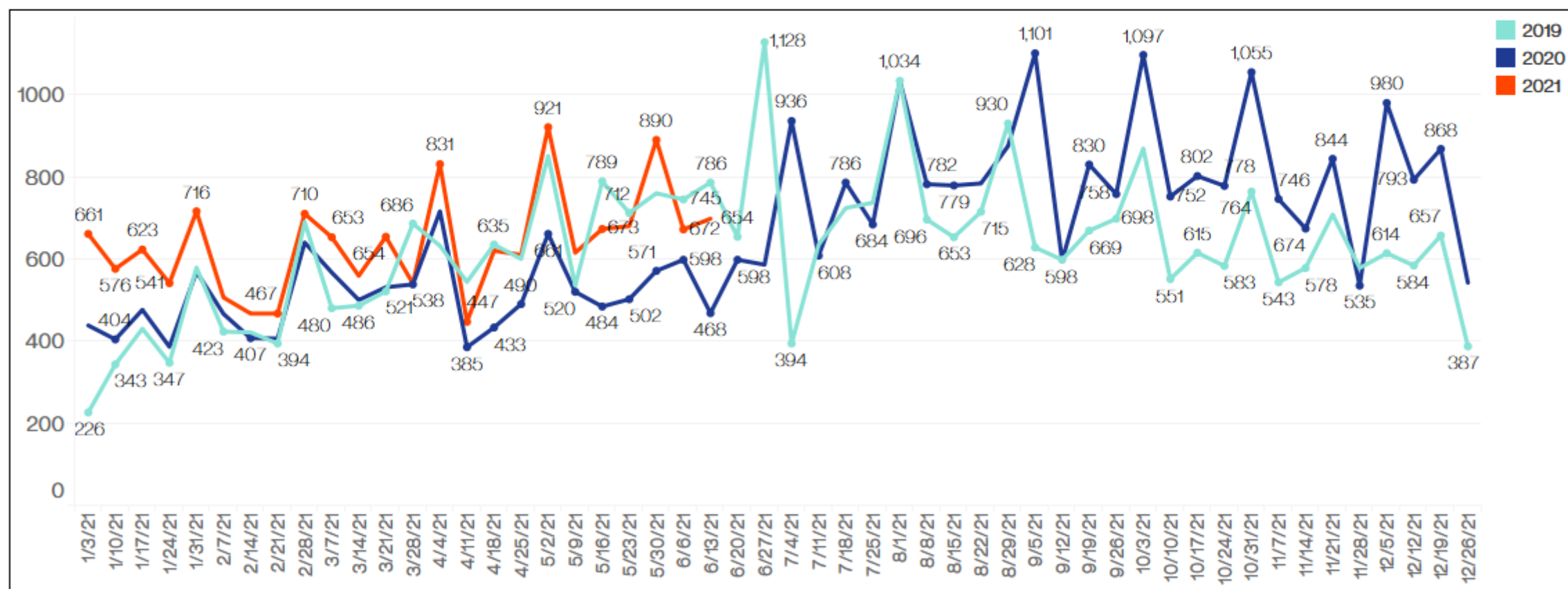
NJ - New Purchase Contract to New Listing Ratio

- For the week there were 94 new pending home sales for every 100 new listings.



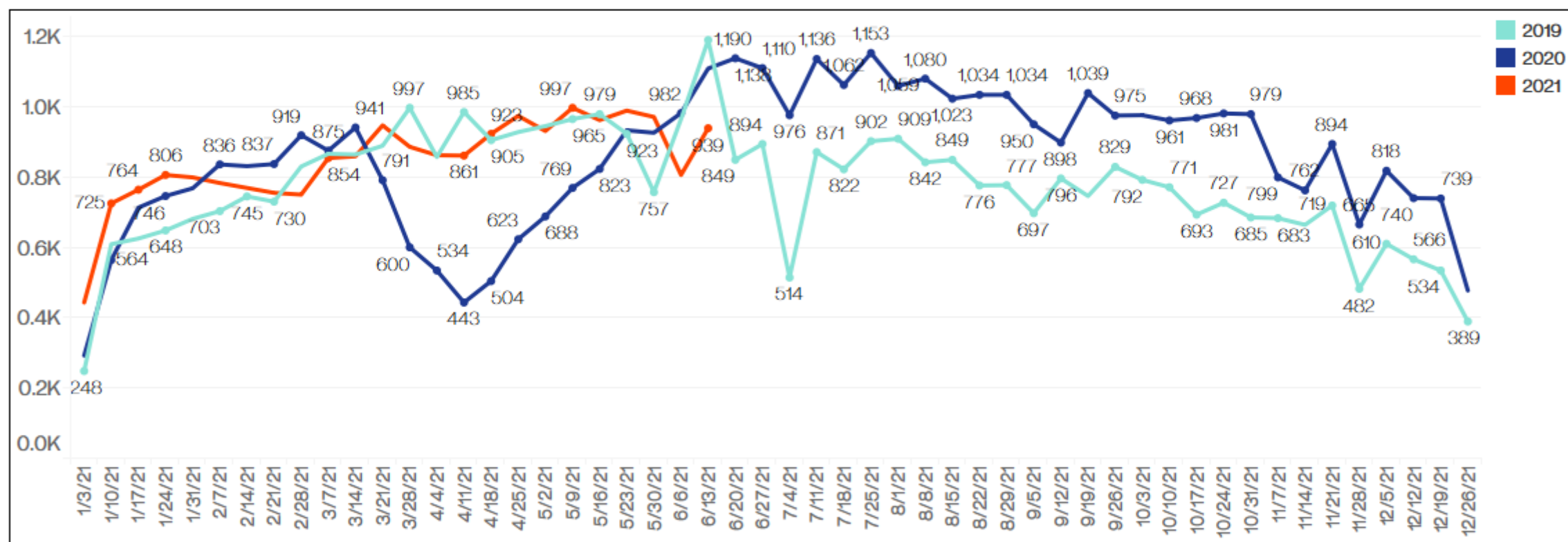
NJ - New Closed Listings

- Closing levels landed at 88.8% compared to 2019 and 149.1% compared to the same week from June 2020.



NJ - Weekly New Purchase Contracts

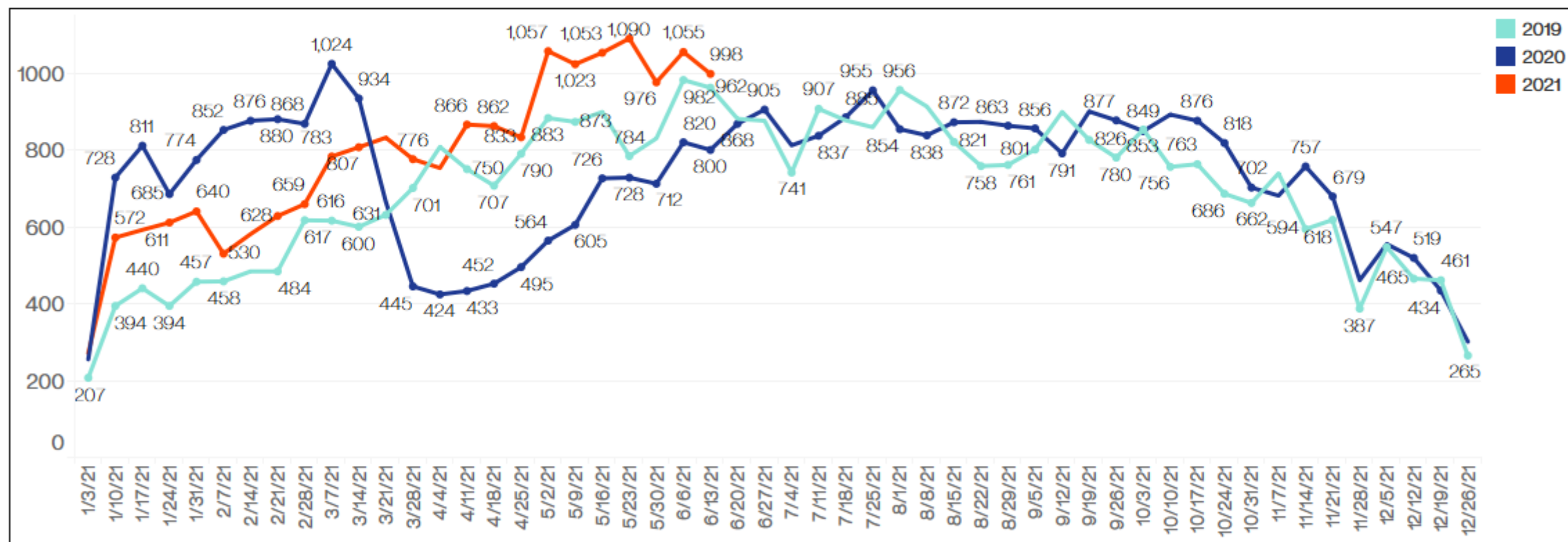
- New contract levels came in at 78.9% compared to 2019 and 84.7% of the same week from June 2020.



Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.

NJ - Weekly New Listings

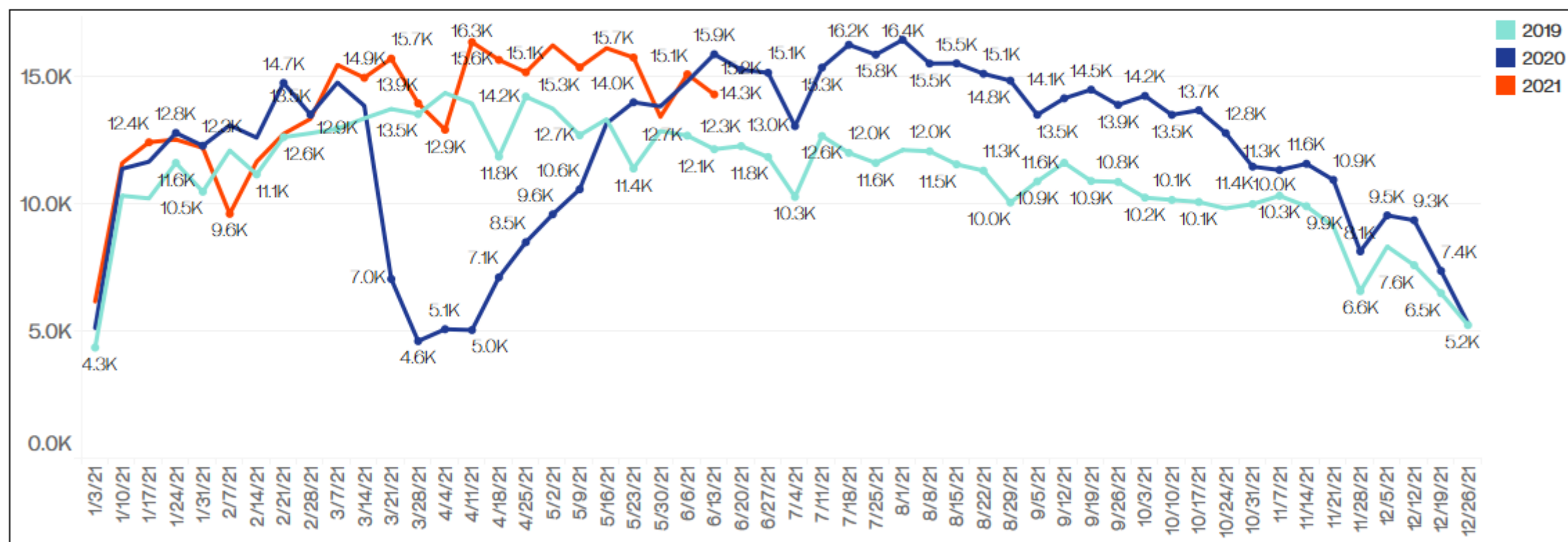
•NJ's new listing levels tracked at 103.7% compared to 2019, and 124.8% of the same week from June 2020.



Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.

NJ - Weekly Showing Activity

- Showing levels tracked at 130.1% of the same week from June 2019 and 95.4% compared to 2020.



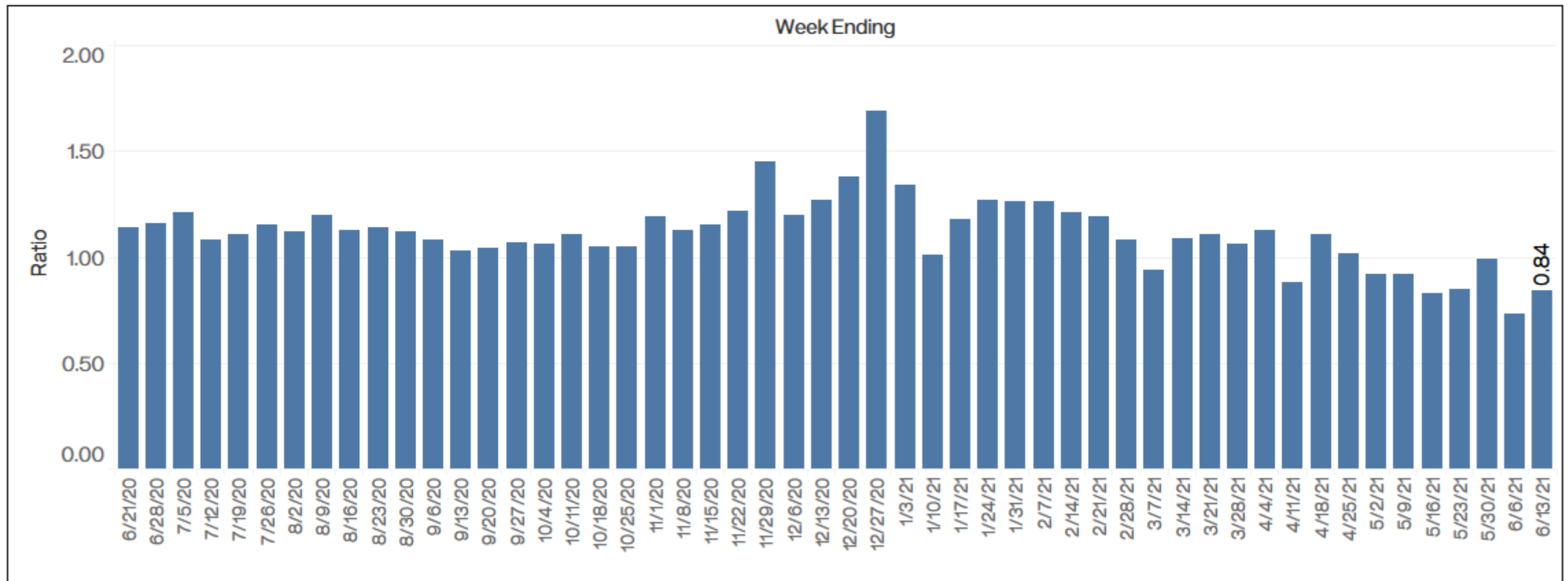
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Weekly Market Trends

Pennsylvania

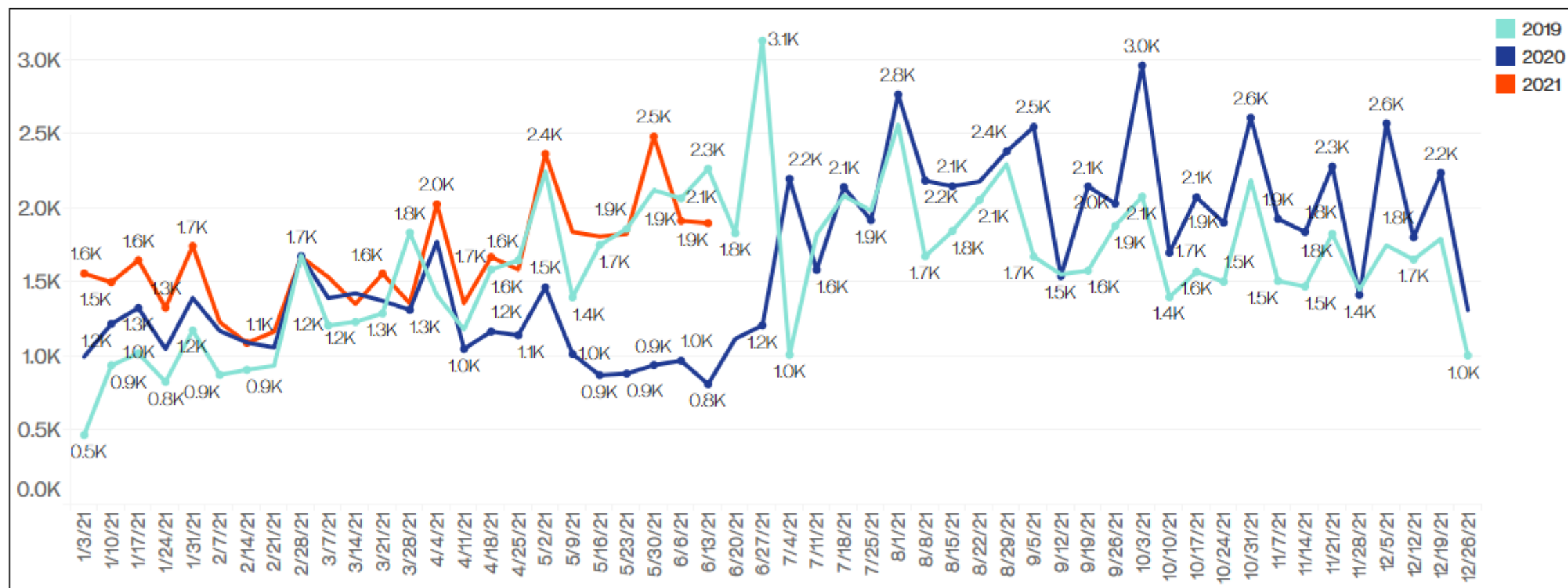
PA - New Purchase Contract to New Listing Ratio

- For the week, there were 84 new pending home sales for every 100 new listings.



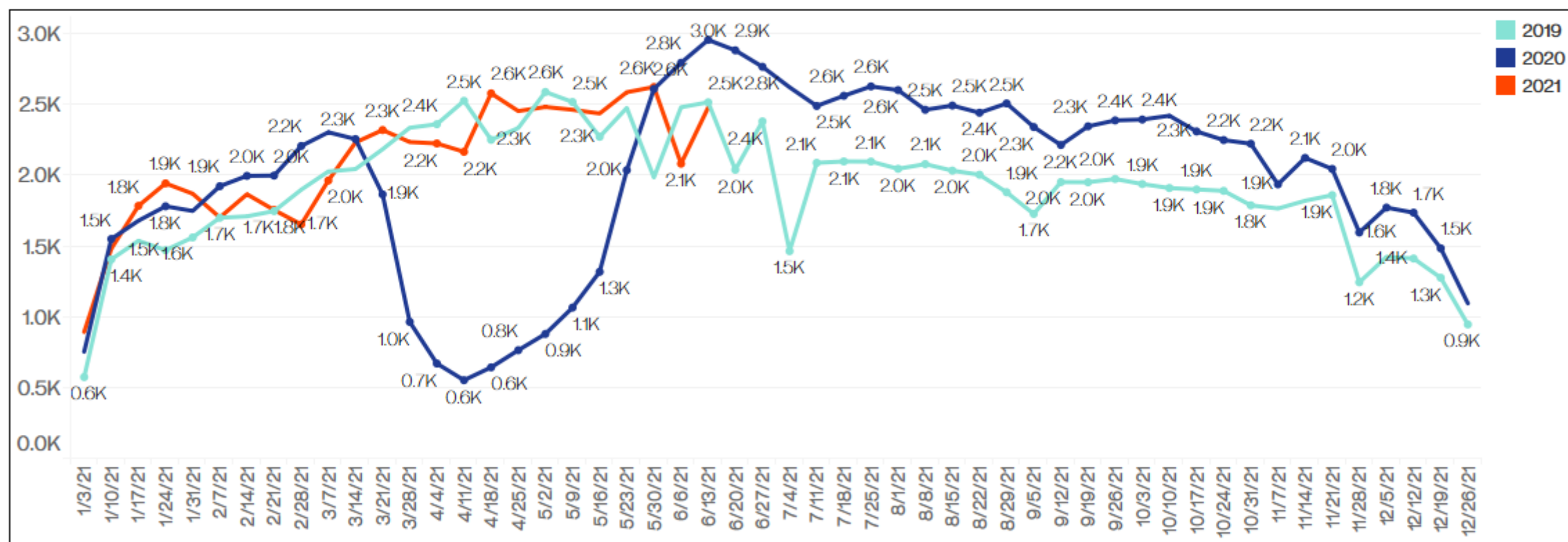
PA - New Closed Listings

- Closing levels landed at 83.8% compared to 2019 and 234.4% compared to the same week from June 2020.



PA - Weekly New Purchase Contracts

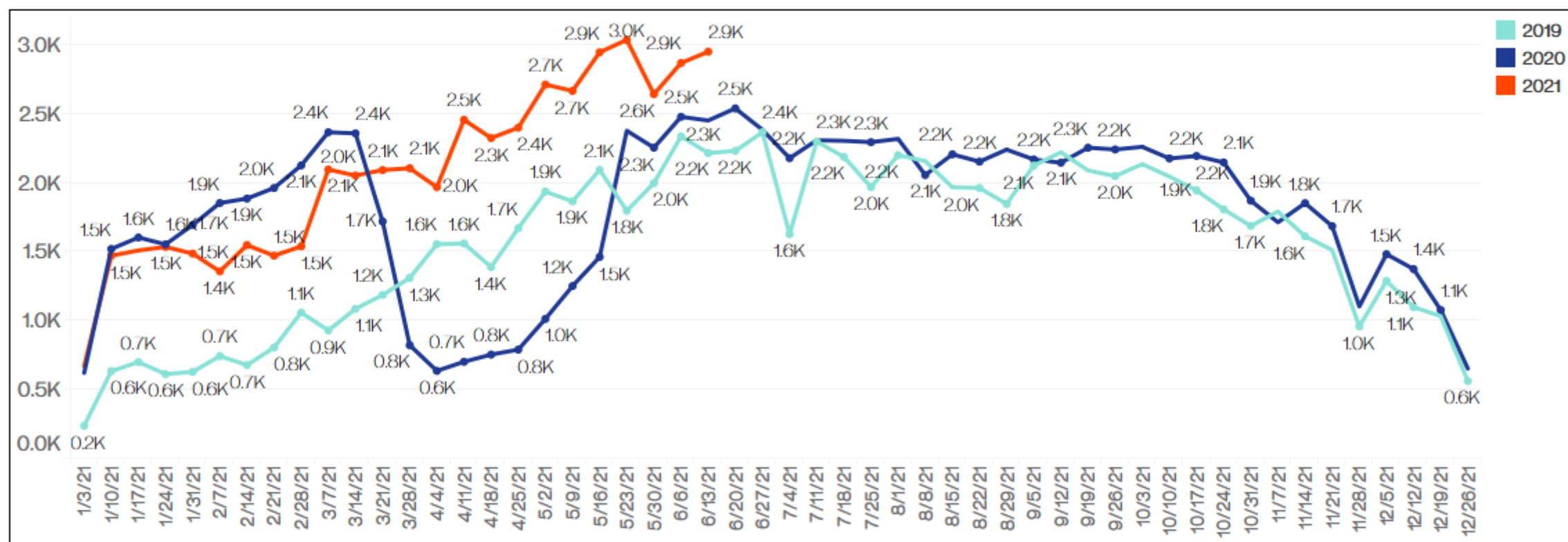
- New contract levels came in at 98.5% compared to 2019 and 83.8% of the same week from June 2020.



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PA - Weekly New Listings

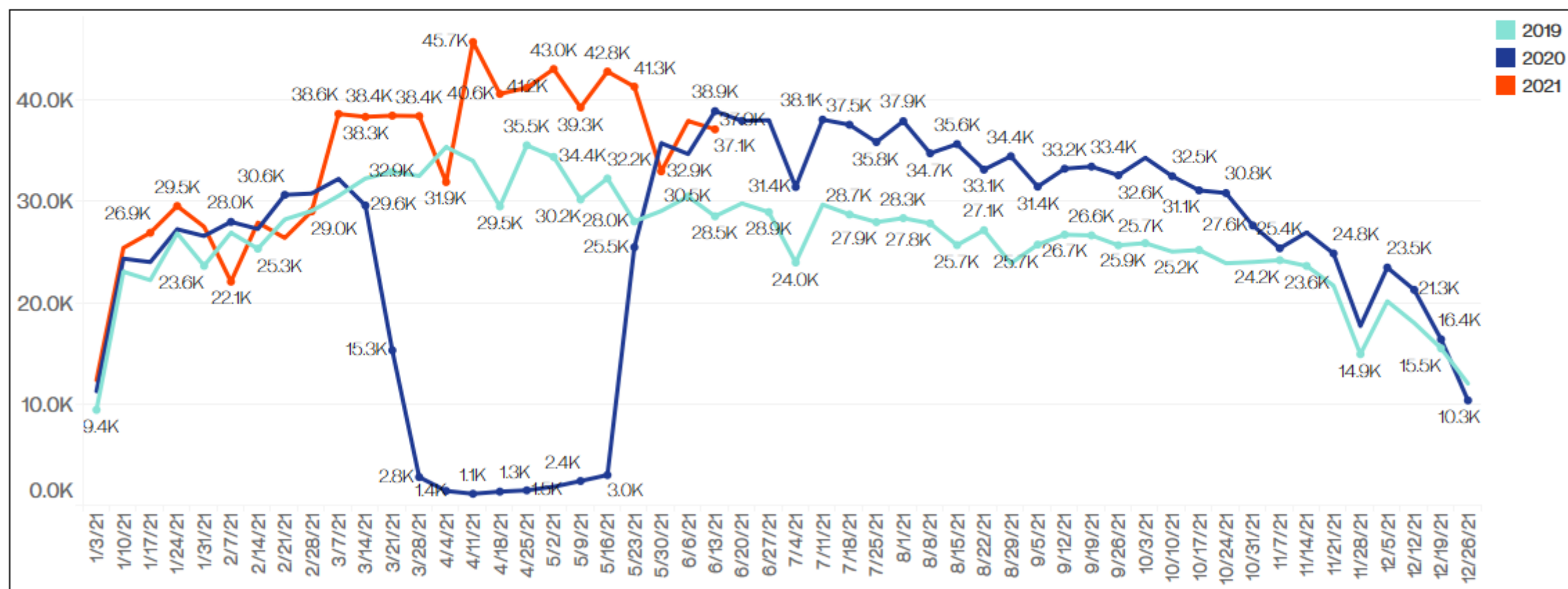
- PA's new listing levels tracked at 133.2% compared to 2019, and 120.4% of the same week from June 2020.



Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.

PA - Weekly Showing Activity

- Showing levels tracked at 130.1% of the same week from June 2019 and 95.4% compared to 2020.

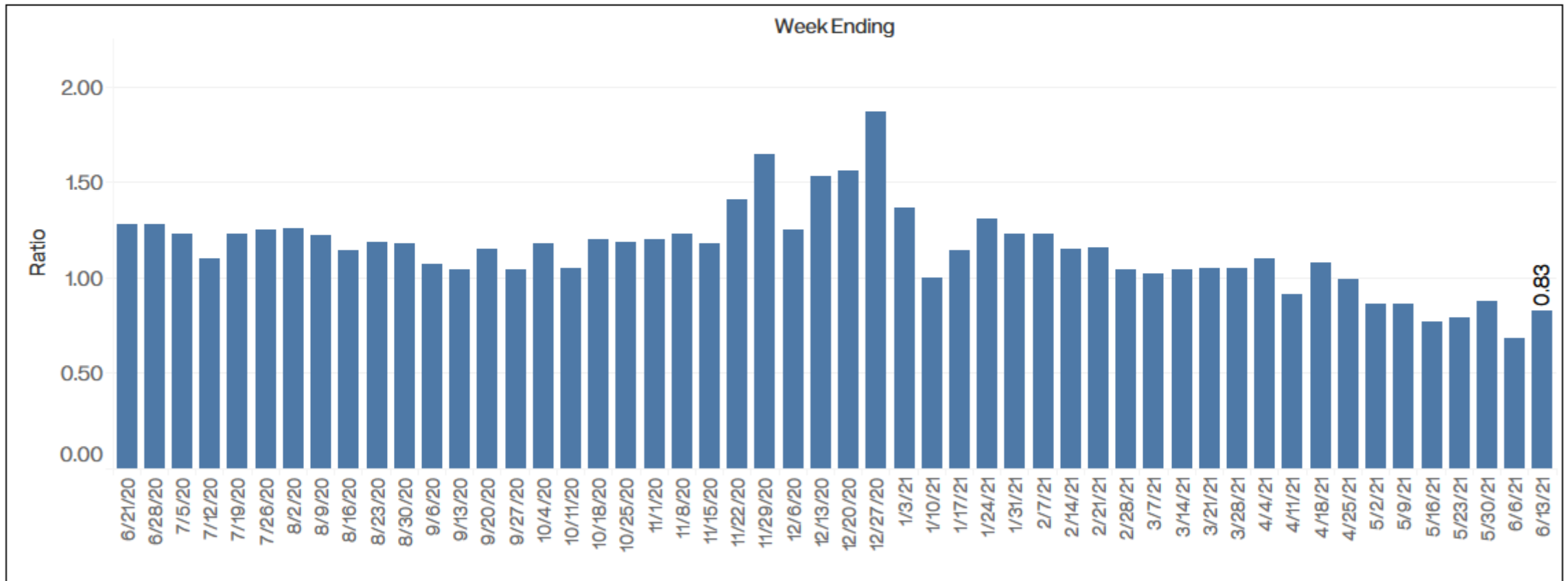


Weekly Market Trends

Virginia

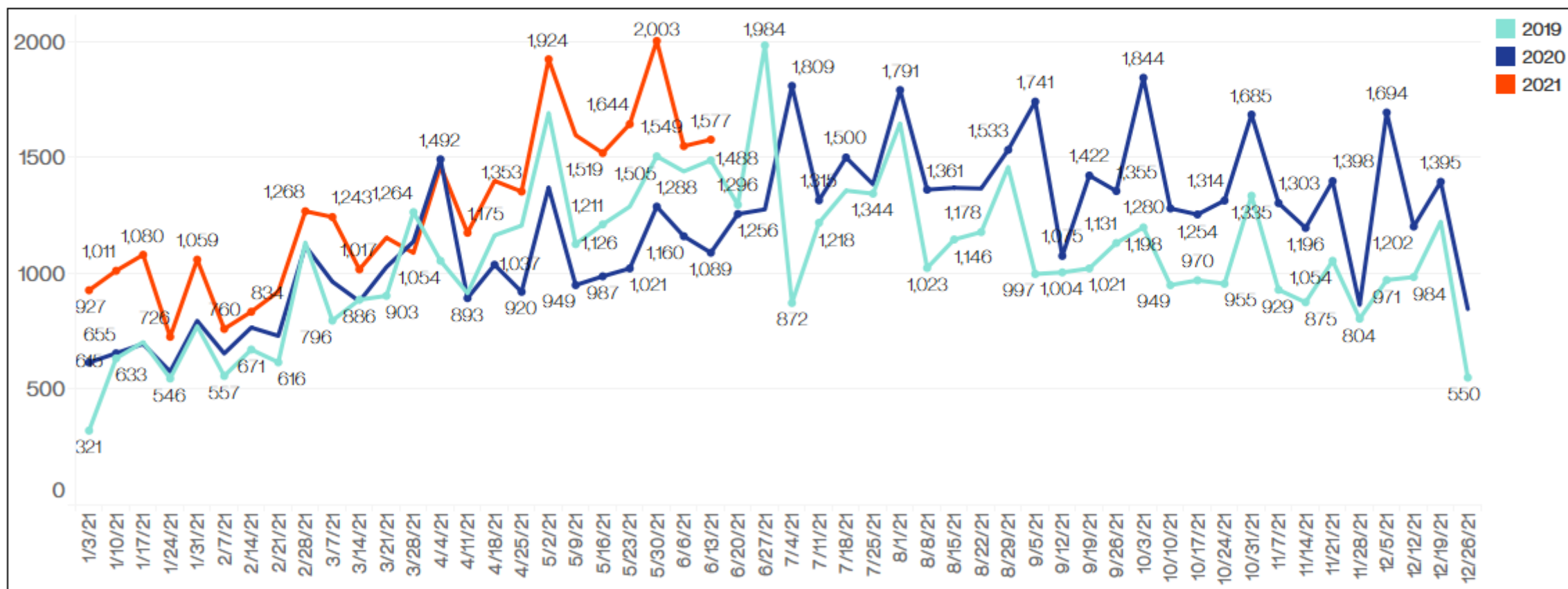
VA - New Purchase Contract to New Listing Ratio

- For the week, there were 83 new pending sales for ever 100 new listings.



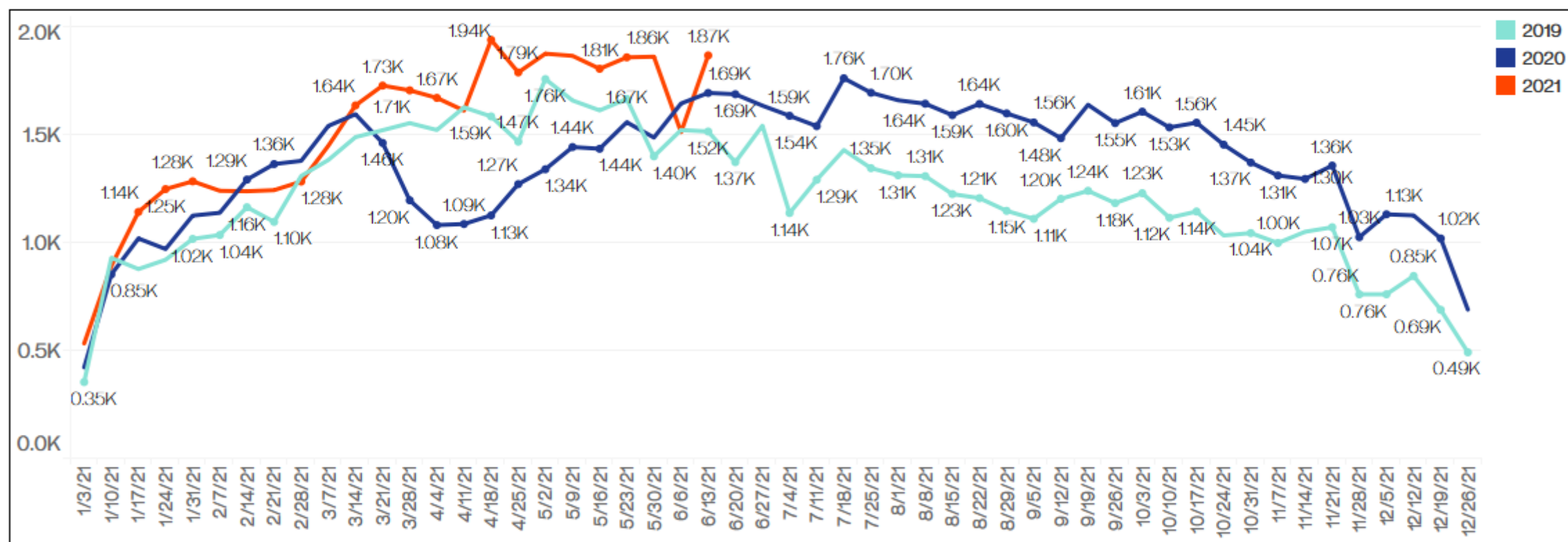
VA - New Closed Listings

- Closing levels landed at 105.9% compared to 2019 and 144.8% compared to the same week from June 2020.



VA - Weekly New Purchase Contracts

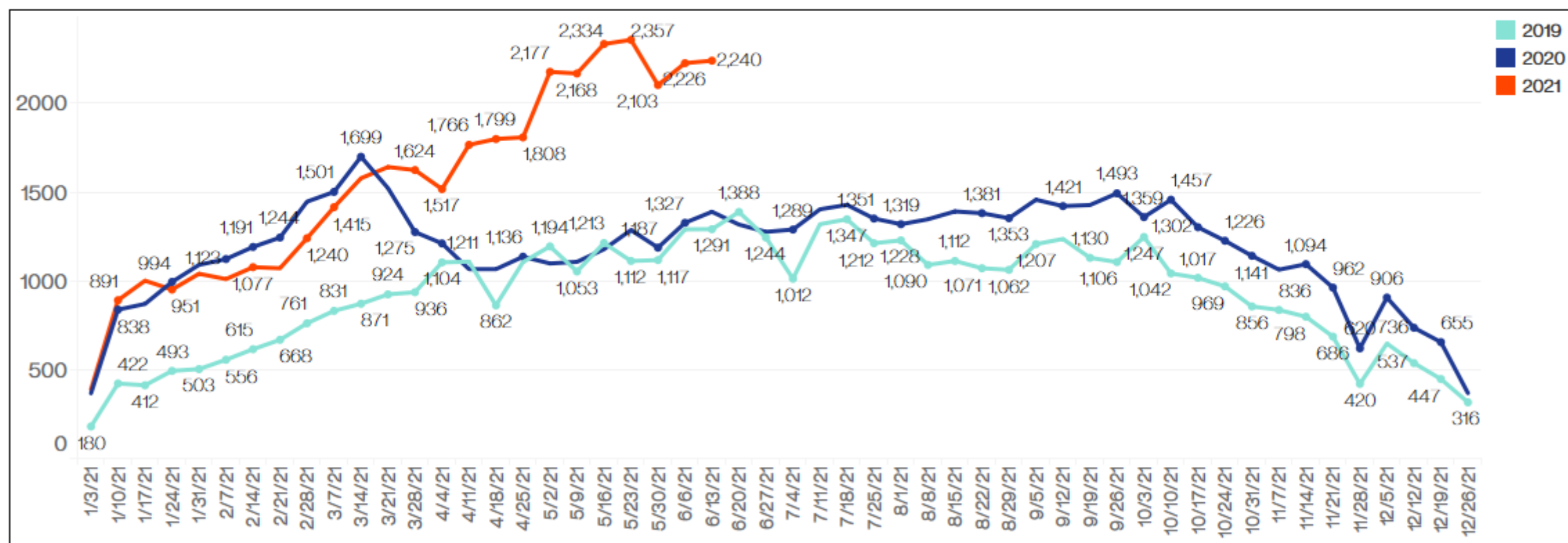
- New contract levels came in at 123.3% compared to 2019 and 110.3% of the same week from June 2020.



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VA - Weekly New Listings

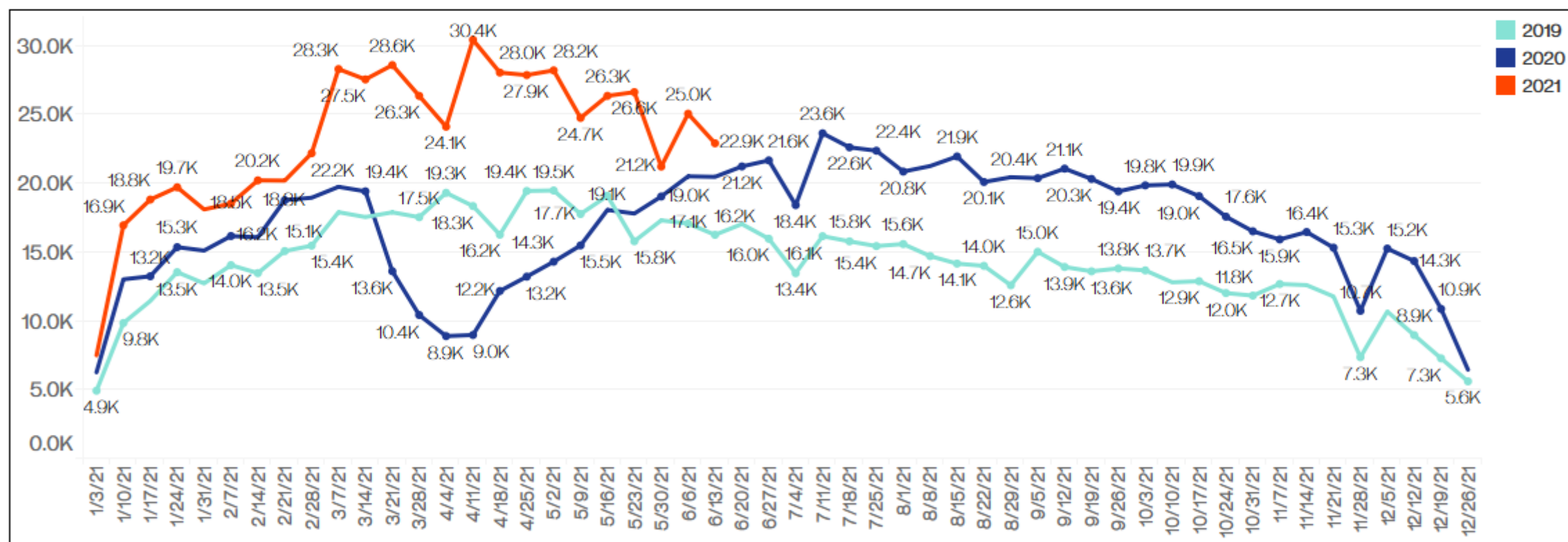
- VA's new listing levels tracked at 173.5% compared to 2019, 161.3% of the same week from June 2020.



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VA - Weekly Showing Activity

- Showing levels tracked at 140.9% of the same week from June 2019 and 111.9% compared to 2020.



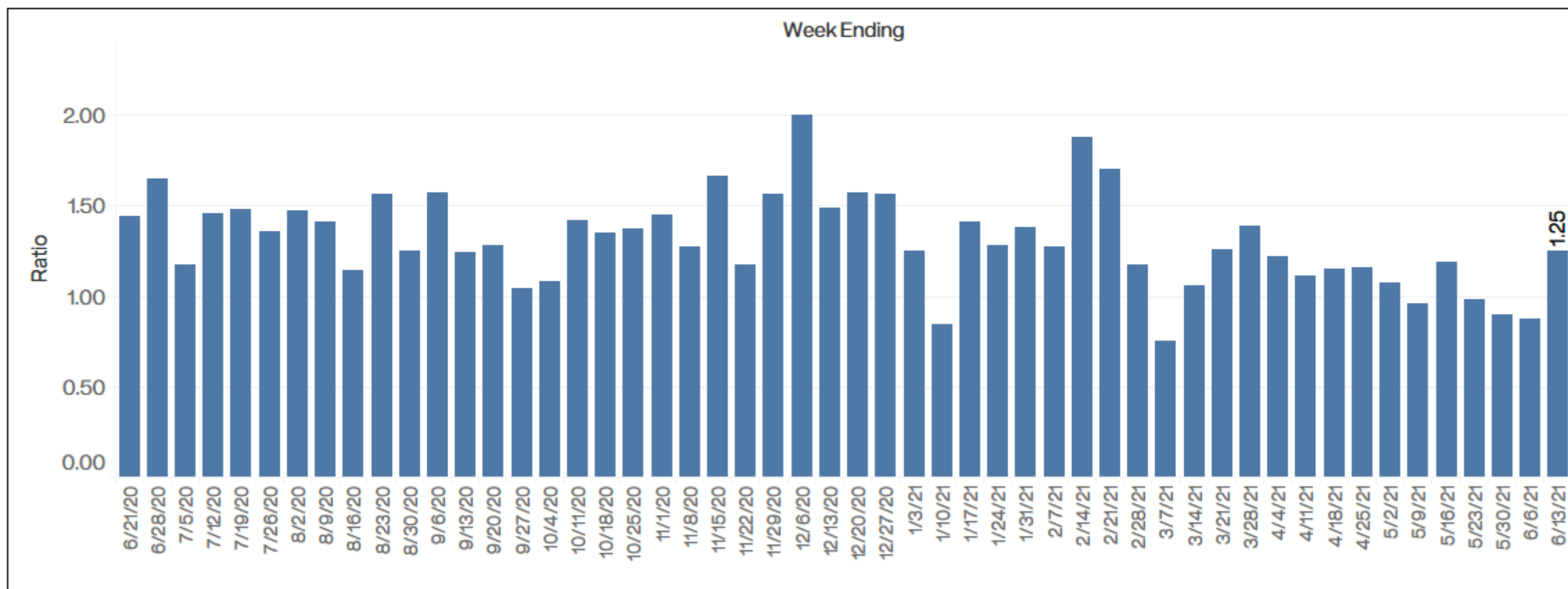
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Weekly Market Trends

West Virginia

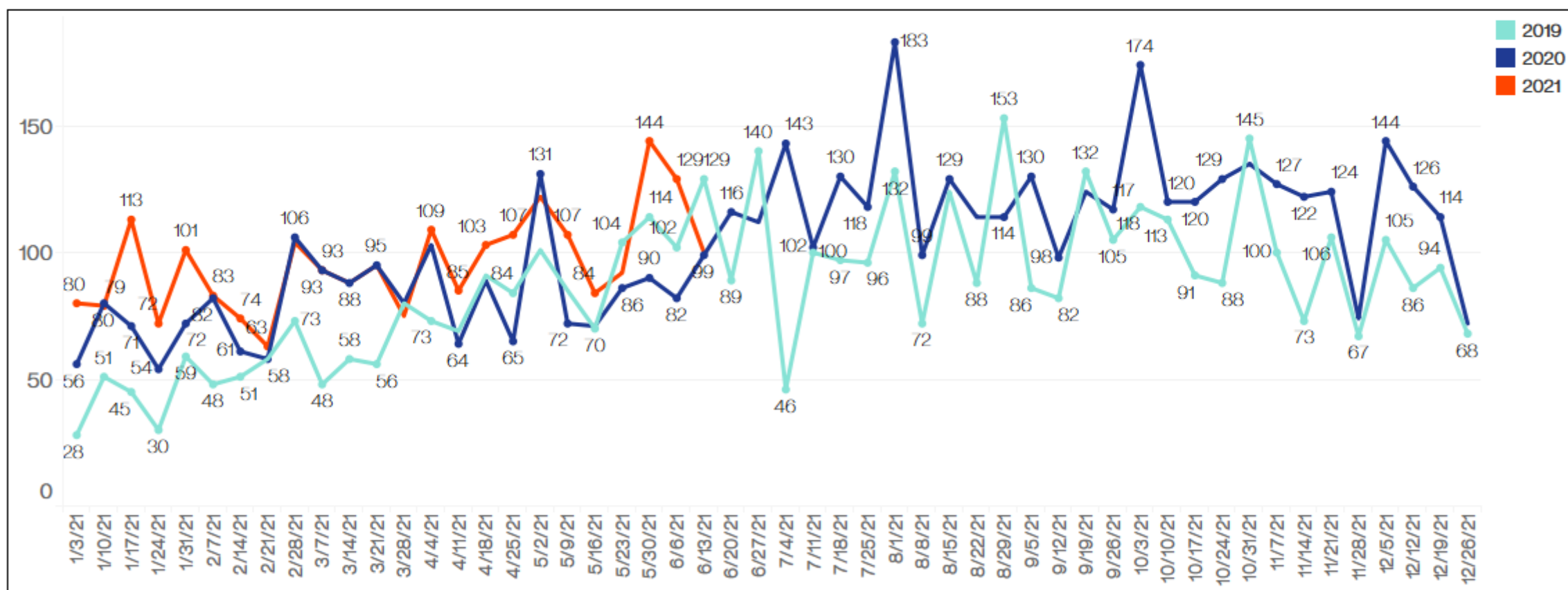
WV - New Purchase Contract to New Listing Ratio

- For the week, there were 125 new pending home sales for every 100 new listings.



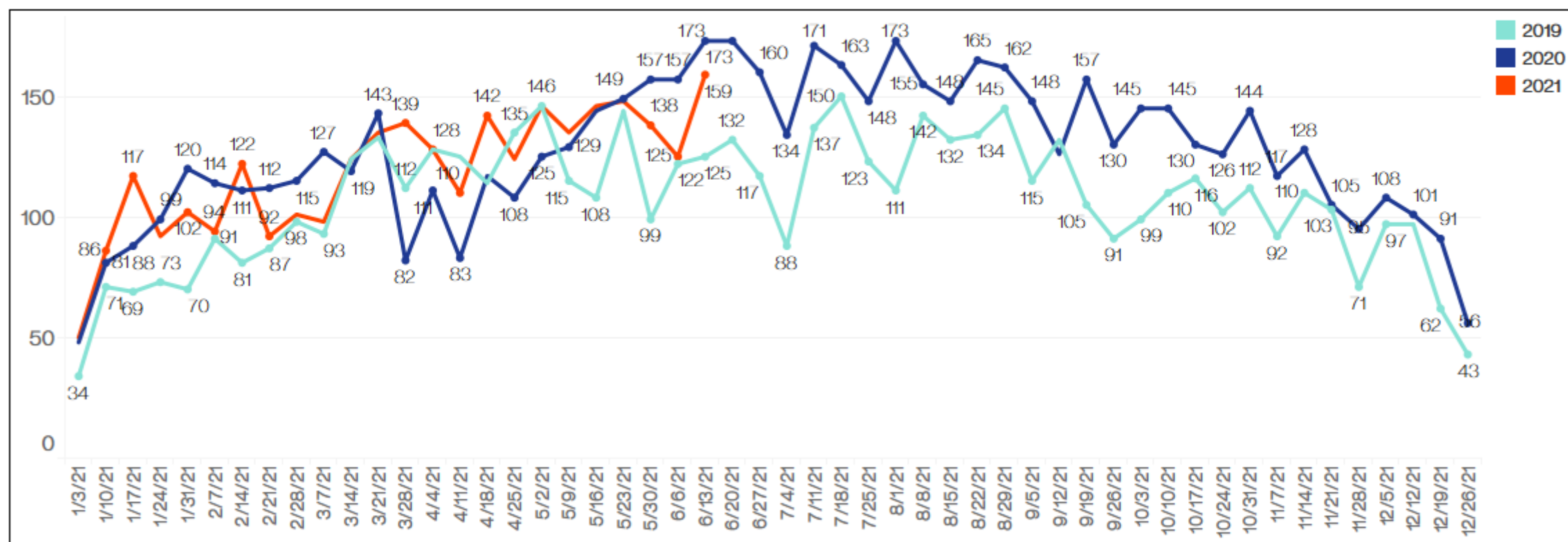
WV- New Closed Listings

- Closing levels landed at 77.5% compared to 2019 and 101.0% compared to the same week from June 2020.



WV- Weekly New Purchase Contracts

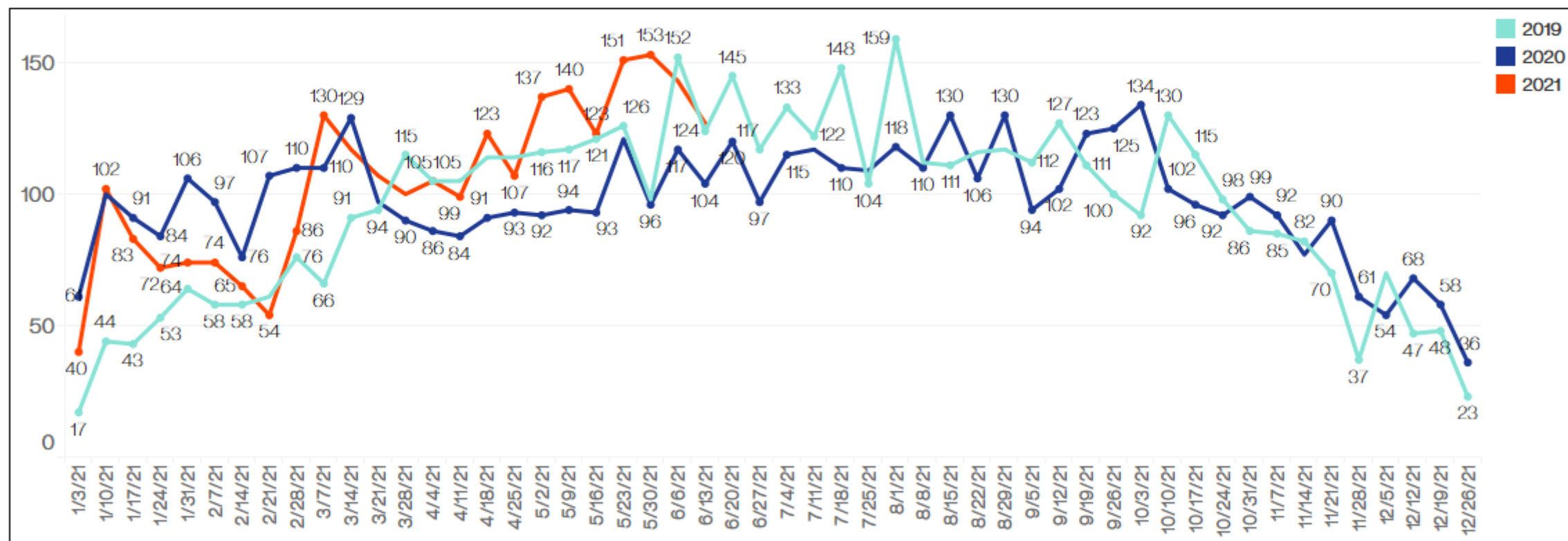
- New contract levels came in at 127.2% compared to 2019 and 91.9% of the same week from June 2020.



Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.

WV- Weekly New Listings

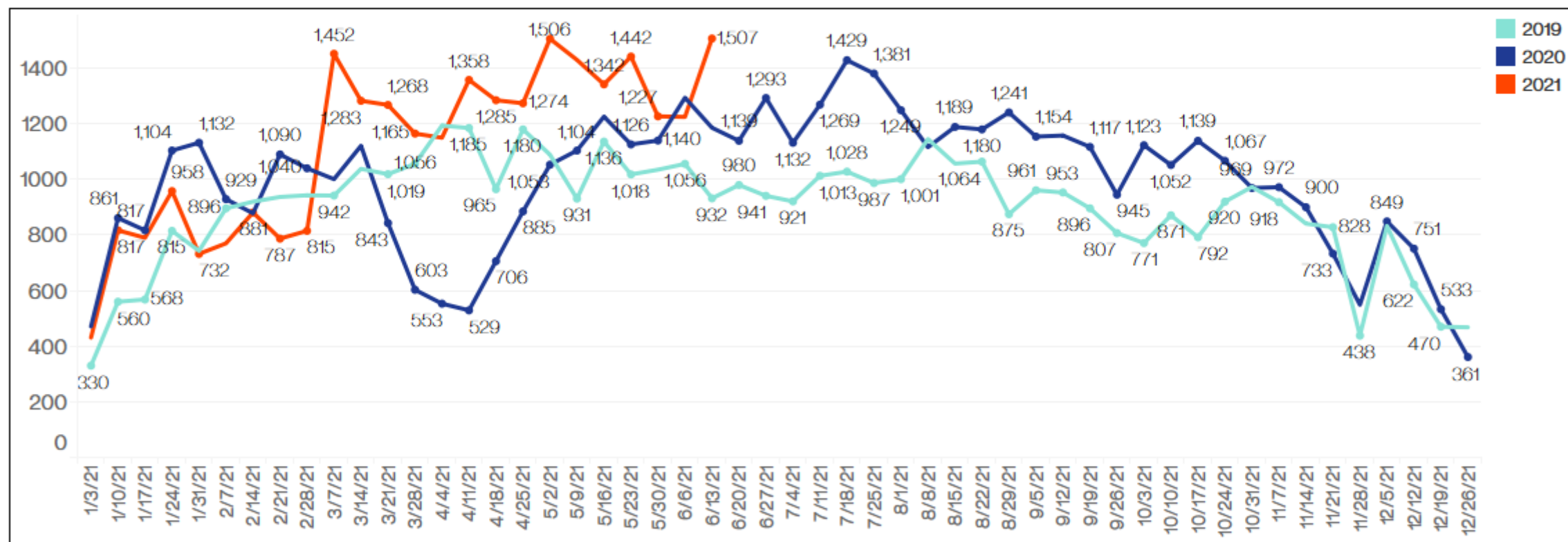
- WV's new listing levels tracked at 102.4% compared to 2019, 122.1% of the same week from June 2020.



Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.

WV- Weekly Showing Activity

- Showing levels tracked at 161.7% of the same week from June 2019 and 127.1% compared to 2020.



Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.