Weekly Market Report

Week Ending January 2nd (Final Week of 2021)

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Summary - Week Ending Jan 2 (Final Week of 2021)

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.

➢Compared to 2019, the final week of 2021 showed seasonal strength for the winter holiday period:

➢Weekly showing volume tracked below ‘20 (91.8%). Activity has been on a steady increase the past few weeks.

➢Closing volumes tracked significantly above 2019 (233.2%). However, it paced below the 2020’s bustling market.

➢For ever 100 new listings during the week, there were 134 new pending sales. Only WV (105.6% of ’20) saw increased activity compared to the same week in 2020.

Note: State-level charts appear in the appendix.

Weekly Market Trends

Footprint

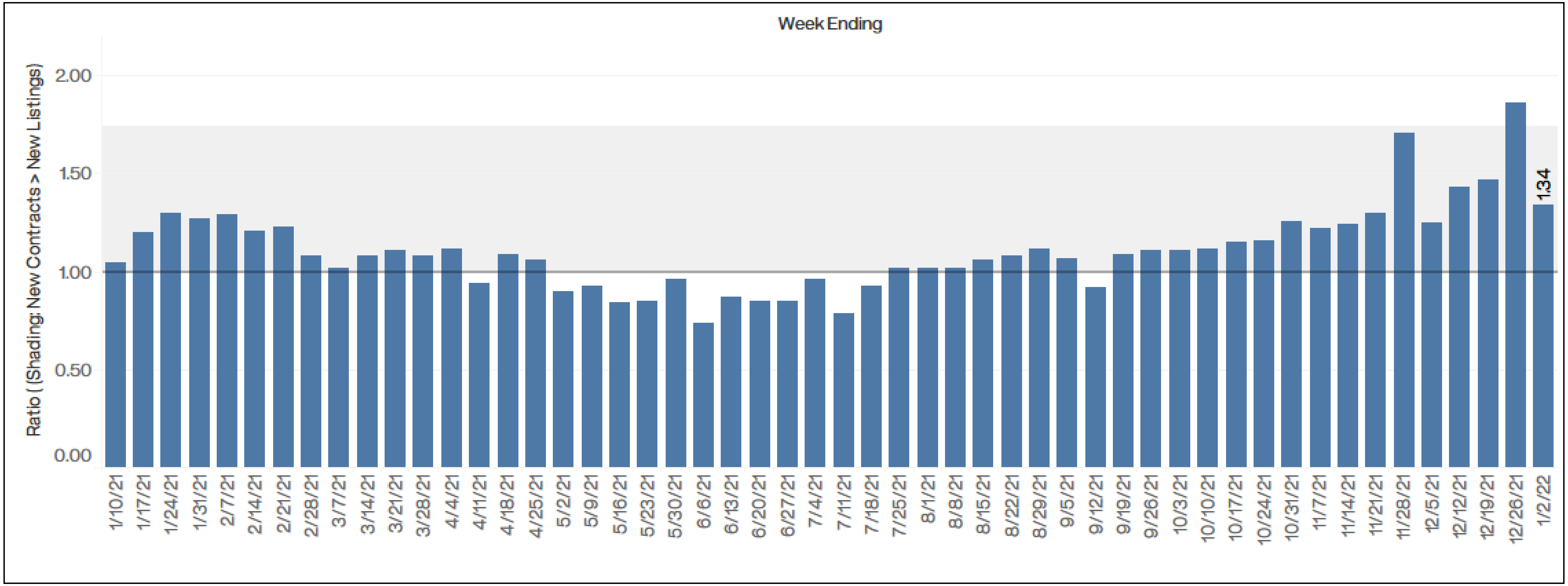
1. New Purchase Contract to New Listing Ratio
2. Active New Listings
3. Weekly New Closed Listings
4. Weekly New Listings
5. Weekly New Purchase Contracts
6. Weekly Average Days: Purchase Contract to Closing
7. Weekly Showing Activity

By State

1. District of Columbia
2. Delaware
3. Maryland
4. New Jersey
5. Pennsylvania
6. Virginia
7. West Virginia

New Purchase Contract to New Listing Ratio

- For the week, there were 134 new pending sales for every 100 new listings.
- WV led for the week with 229 new pending sales for every 100 new listings.



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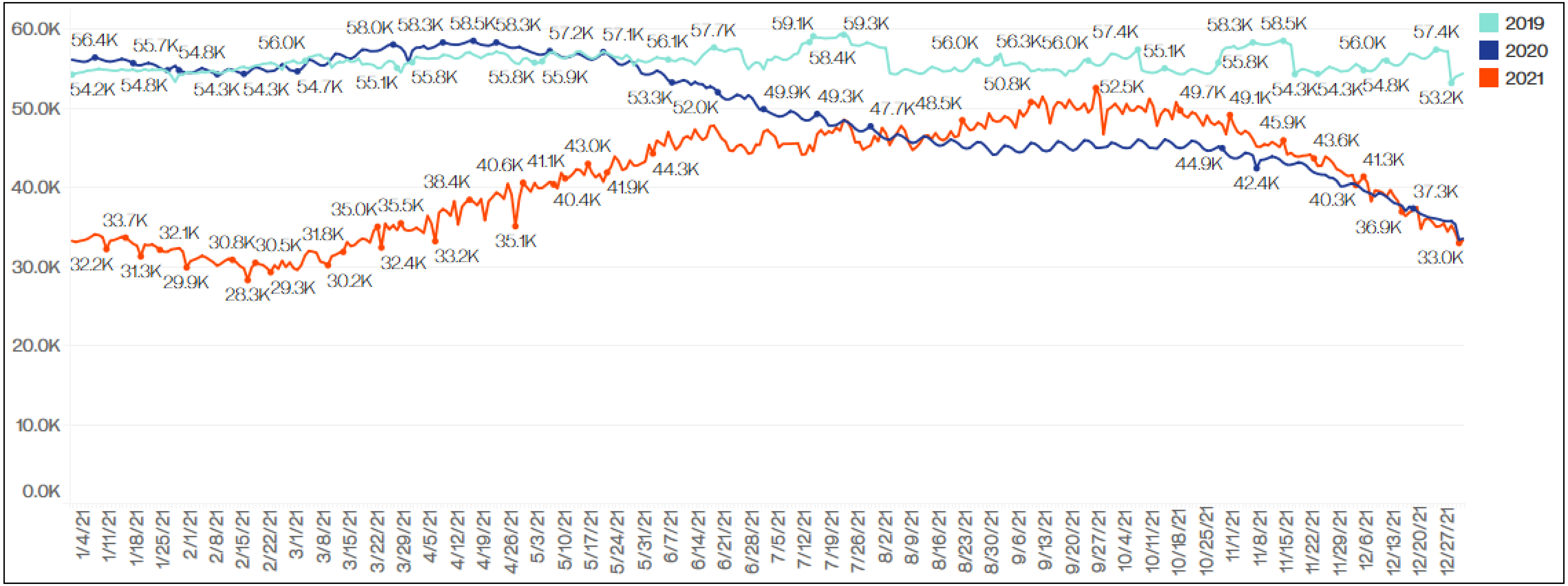
Active New Listings

- For the final week of 2021, total available inventory volume was below the same week a year ago (97.9%) but continued to trend well below 2019 levels (62.3%).



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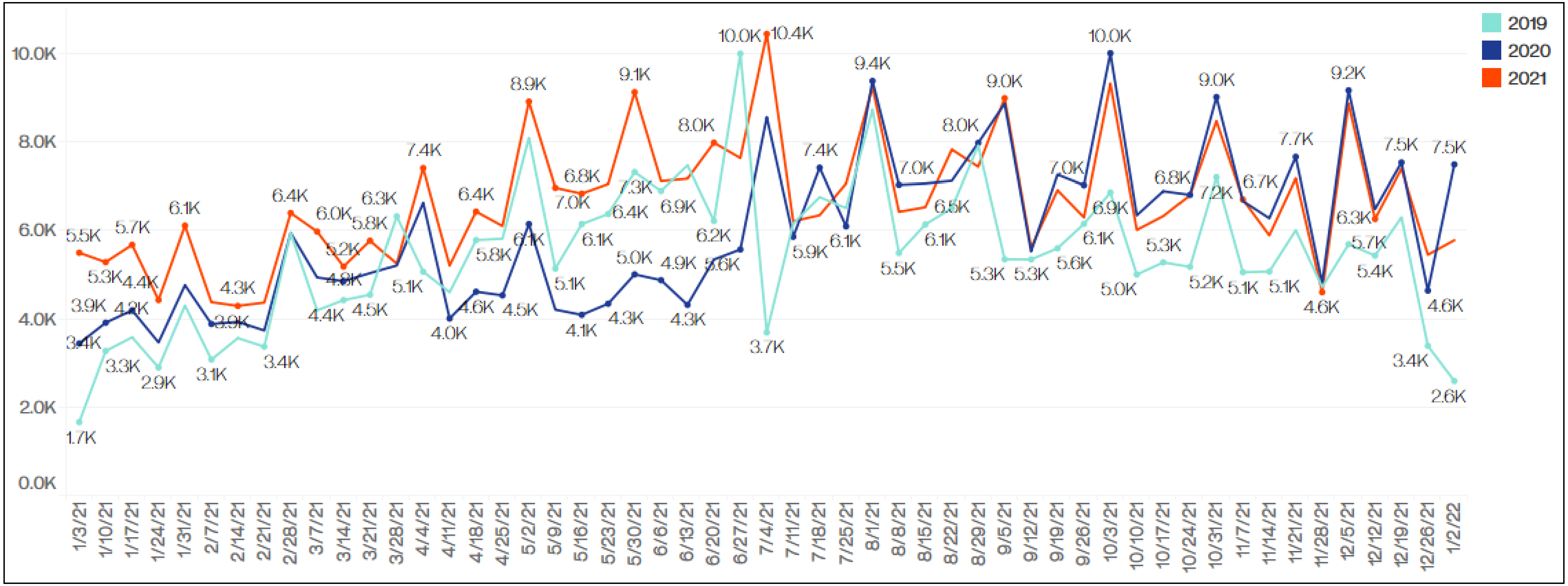
Weekly New Closed Listings

- For the final week of 2021, closing volume tracked noticeably below 2020 (77.2%), but paced significantly above '19 (233.2%).



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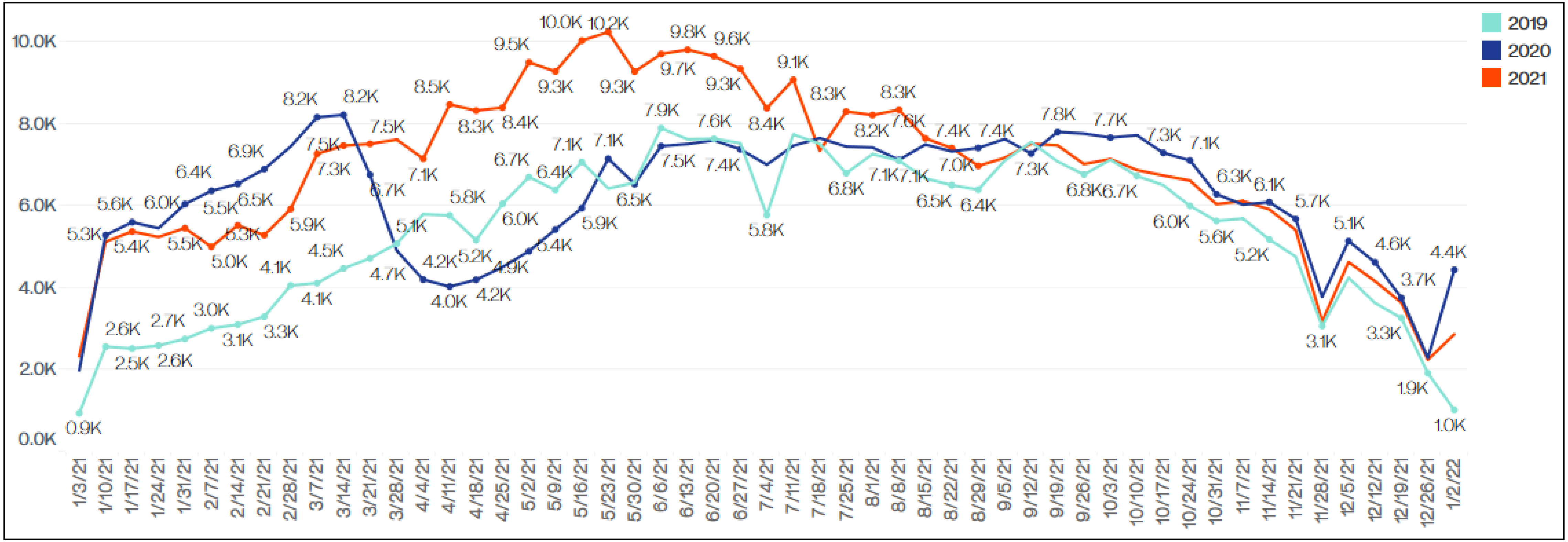
Weekly New Listings

•New listings tracked below the 2020 market at 64.5%, with most states seeing relatively similar declines compared to '20. However, volume rose compared to 2019 (282.9%)



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

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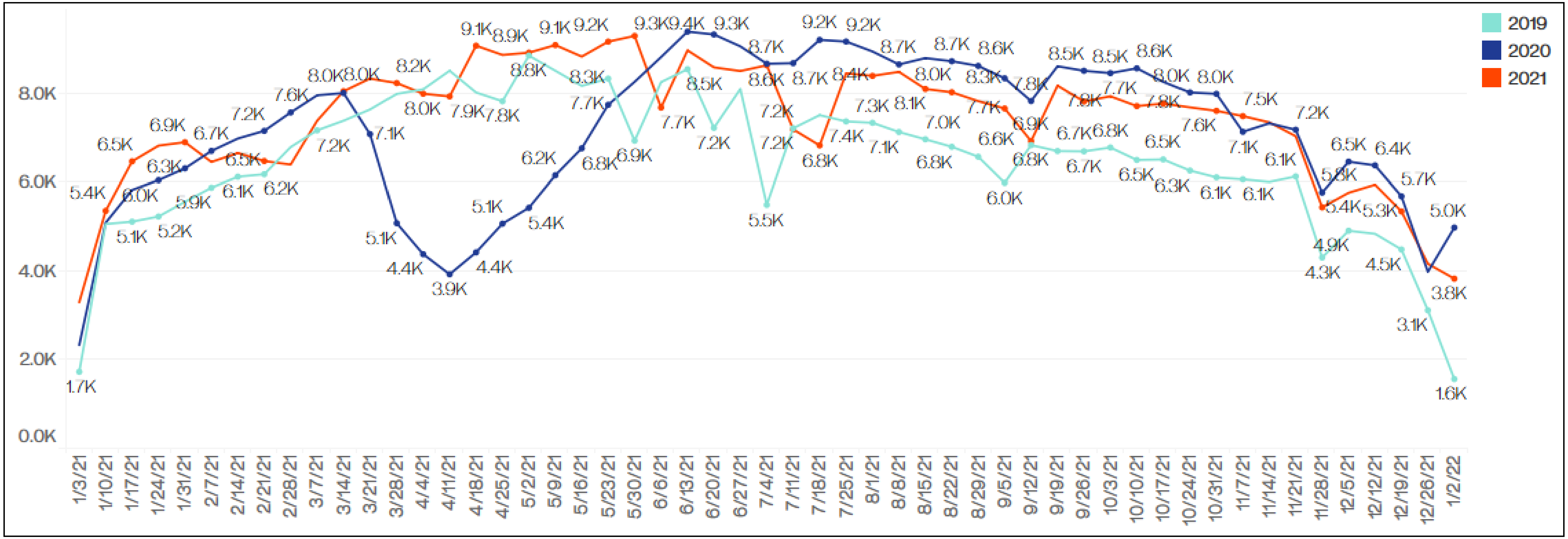
Weekly New Purchase Contracts

- For the week, new contracts decreased compared to the same week in ’20 (76.9%) but rose sharply against ’19 (244.9%).
- Only WV (105.6% of ’20) saw new pending sales track higher than 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.

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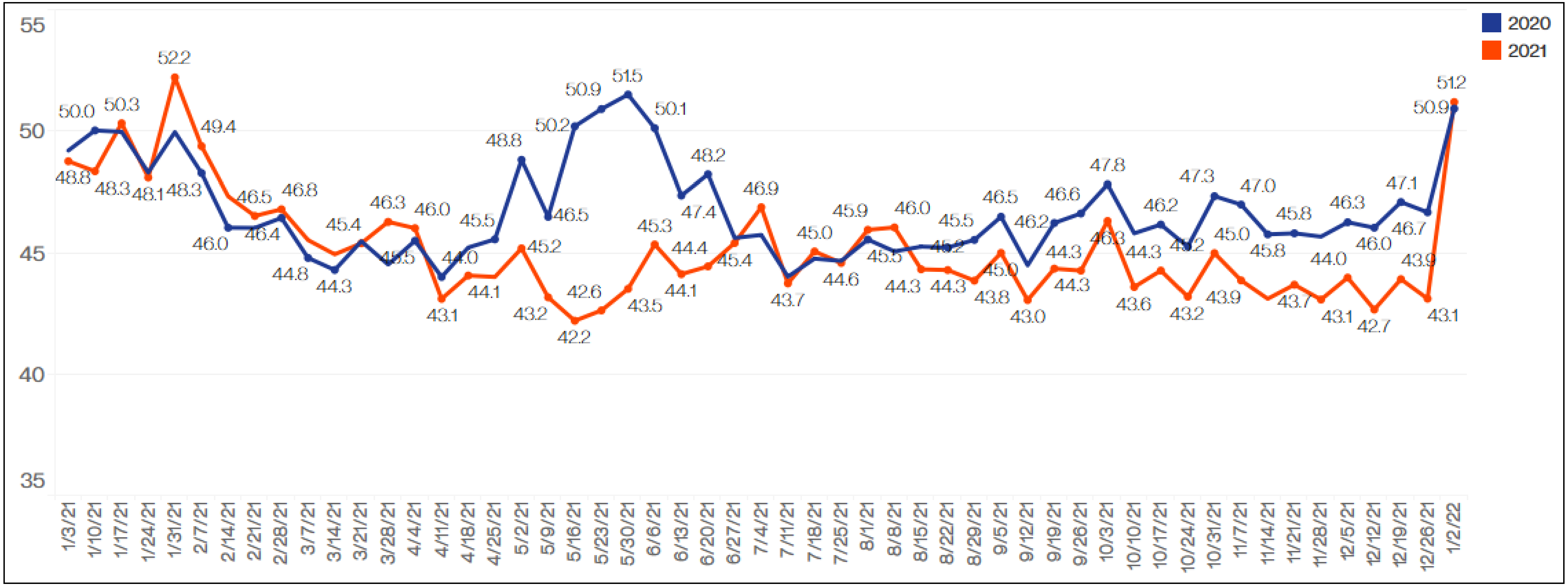
Weekly Average Days: Purchase Contract to Closing

- The number of days from contract to closing (51) was equal to the same week from 2020.



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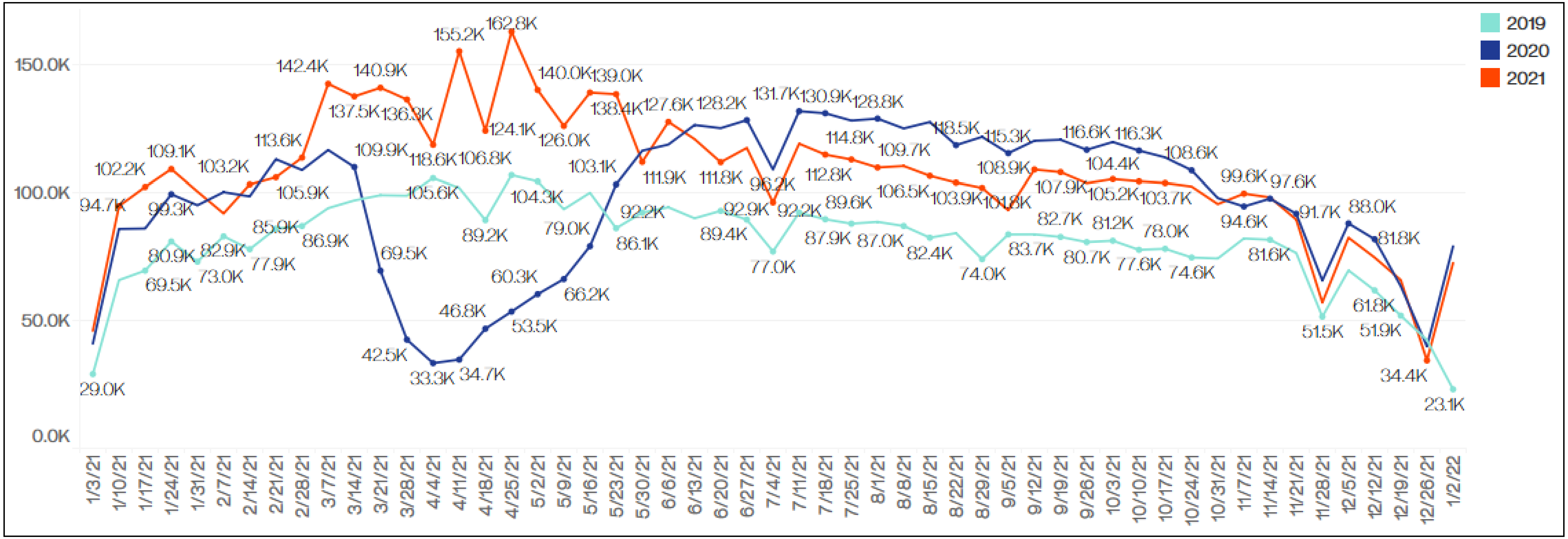
Weekly Showing Activity

●Weekly showing volume tracked below both 2020 (91.8%) and '19 (314.1%). Average weekly showing volume for December came in at 61,741 showing per week, down 9.4% from December 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.

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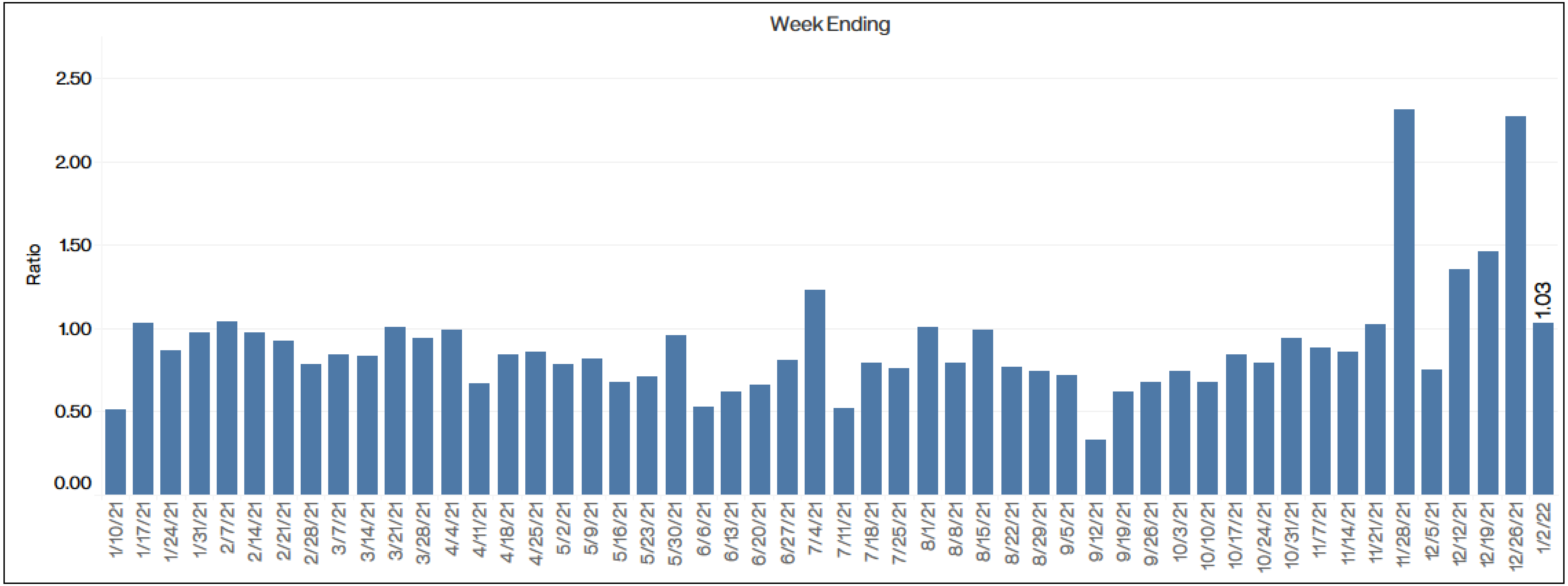
Appendix

Weekly Market Trends

District of Columbia

DC - New Purchase Contract to New Listing Ratio

- For the week, there were 103 new pending home sales for every 100 new listings.



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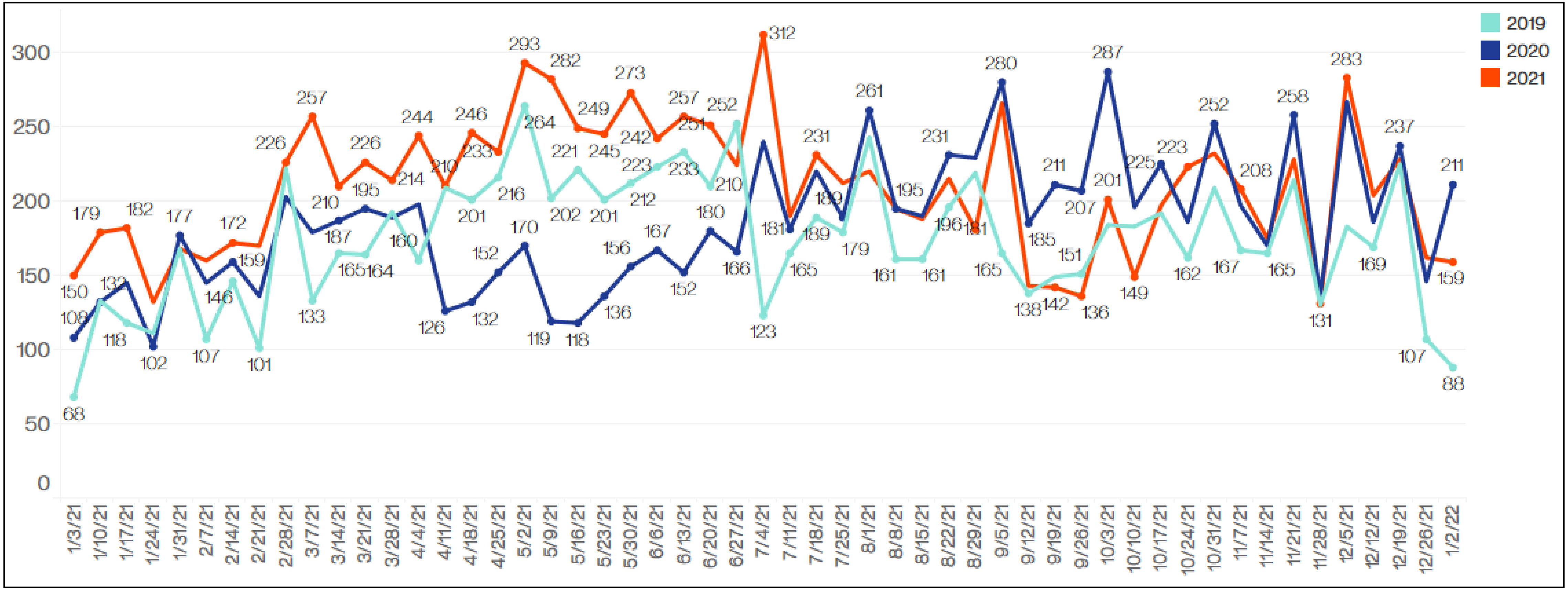
DC - New Closed Listings

- Closing levels landed at 180.7% compared to 2019 and 75.4% compared to the same week from December 2020.



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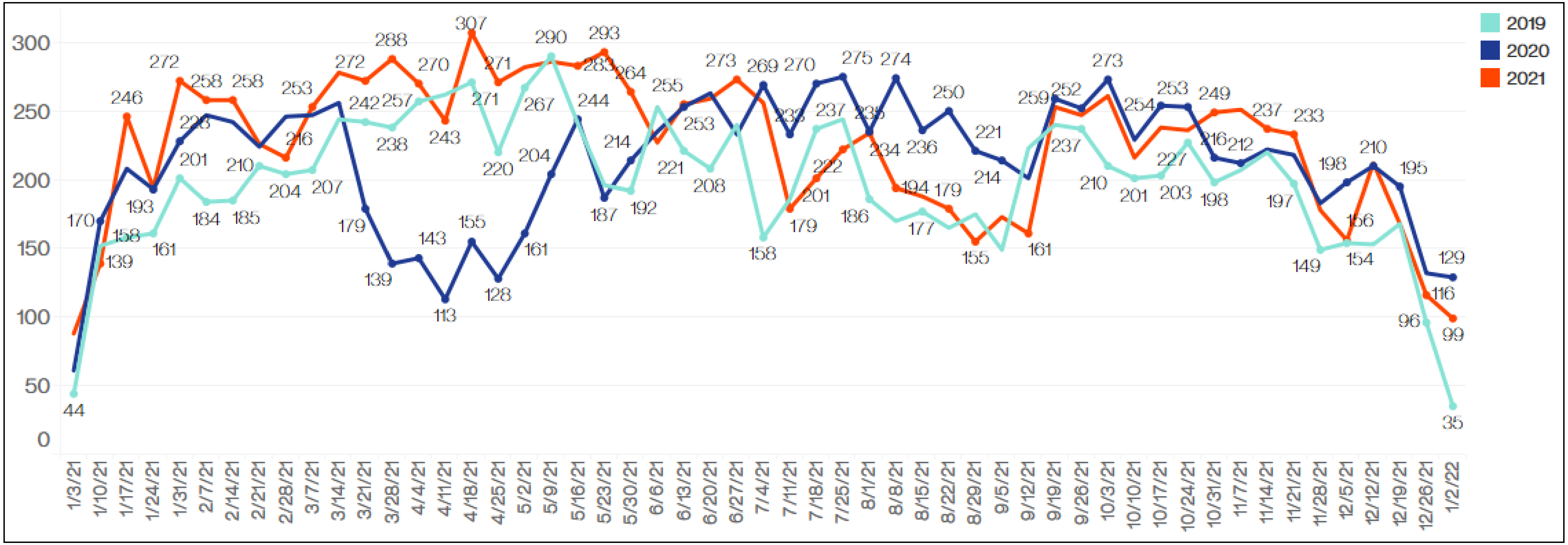
DC - Weekly New Purchase Contracts

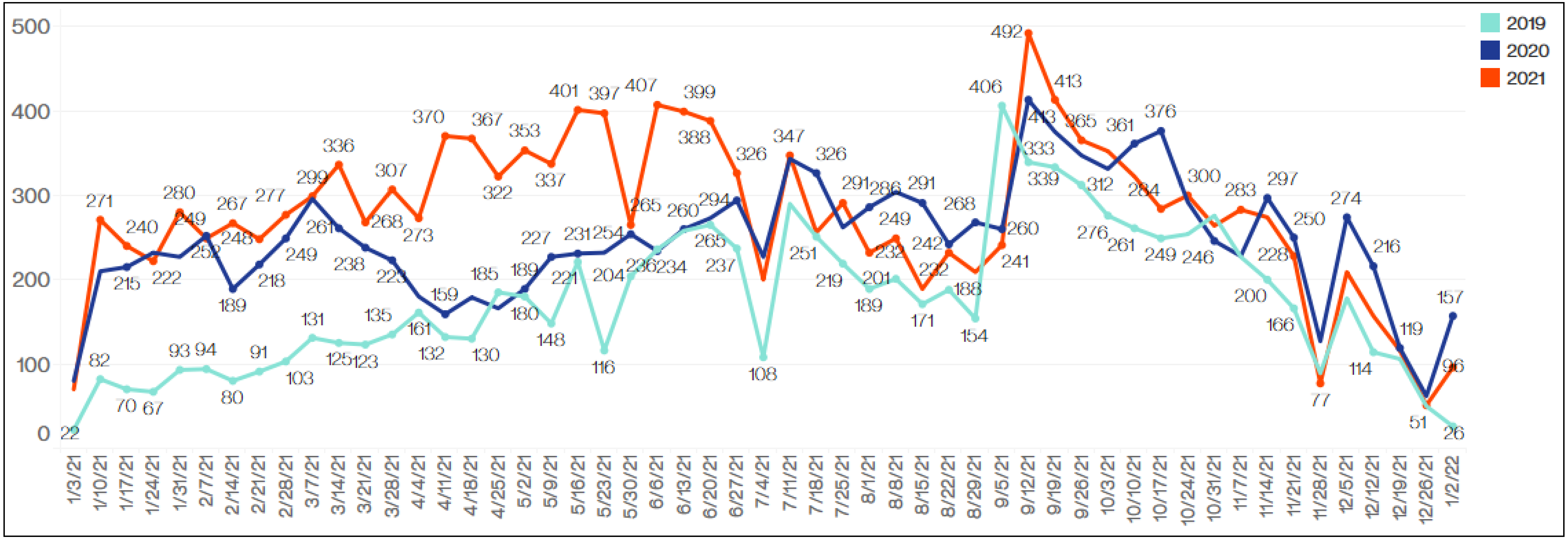
- New contract levels came in at 282.9% compared to 2019 and 76.7% of the same week from December 2020.



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 369.2% compared to 2019, and 61.1% of the same week from December 2020.



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

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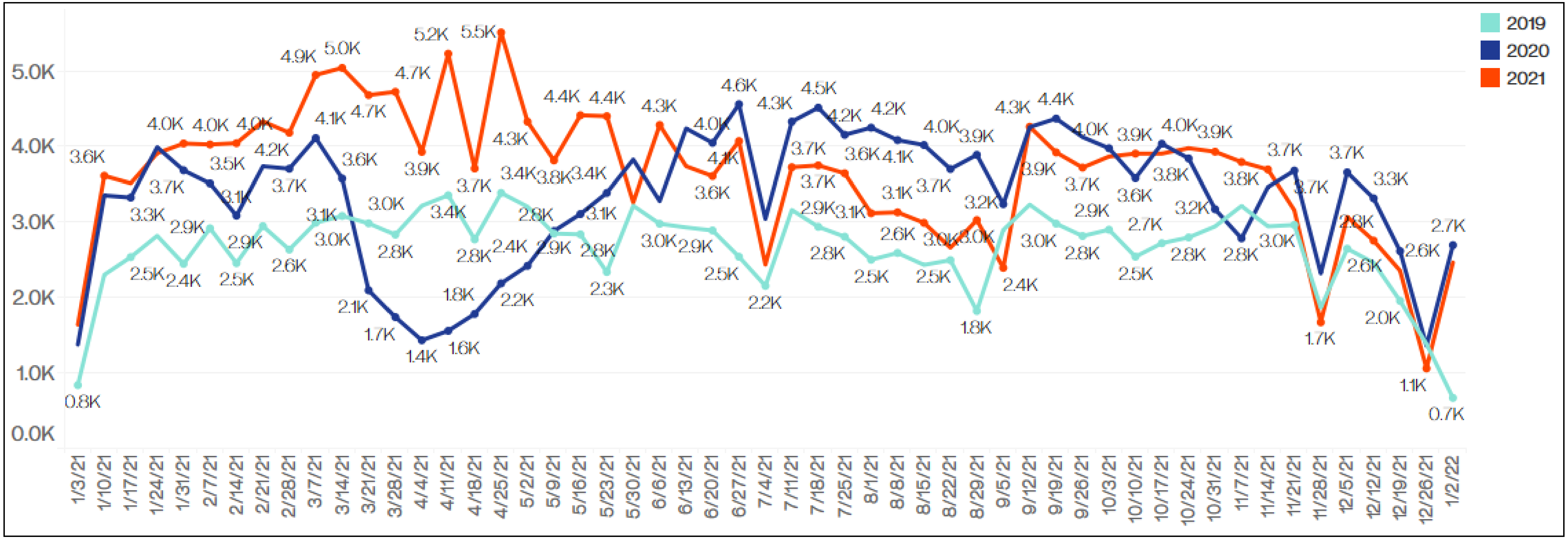
DC - Weekly Showing Activity

- Showing levels tracked at 76.6% of the same week from December 2019 and 77.9% compared to 2020.



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Weekly Market Trends

Delaware

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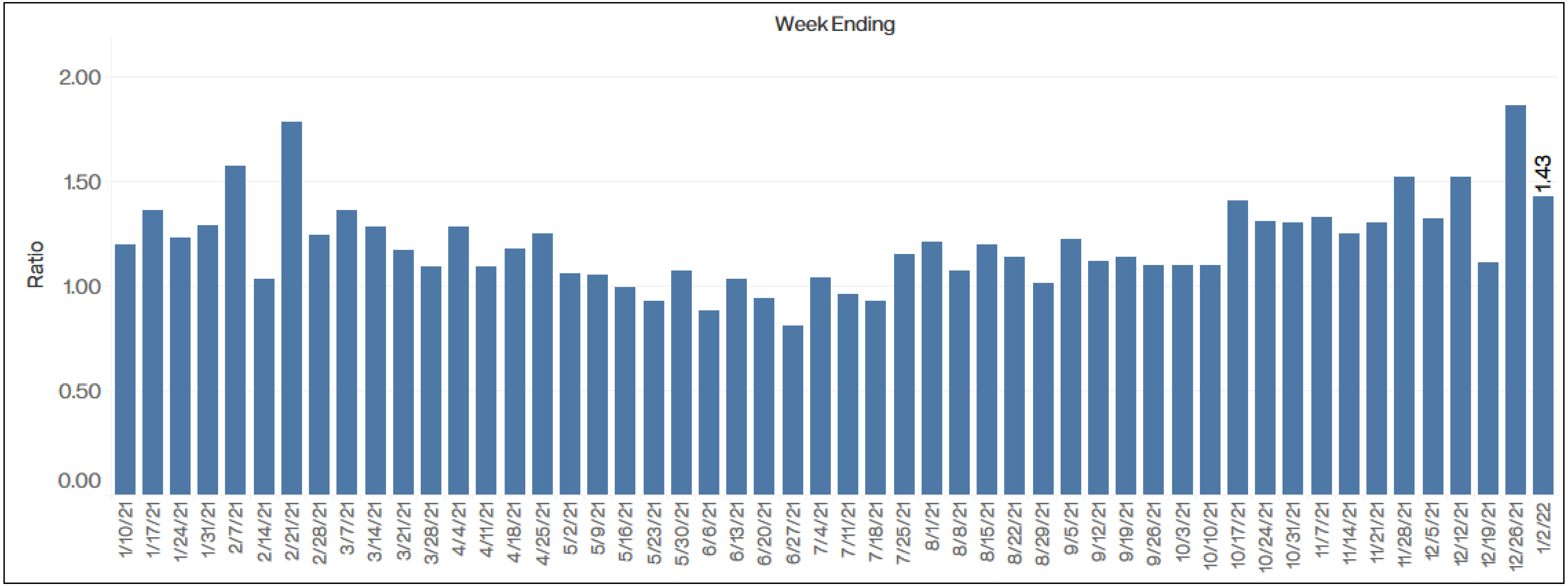
DE - New Purchase Contract to New Listing Ratio

- For the week, there were 143 new pending home sales for every 100 new listings.



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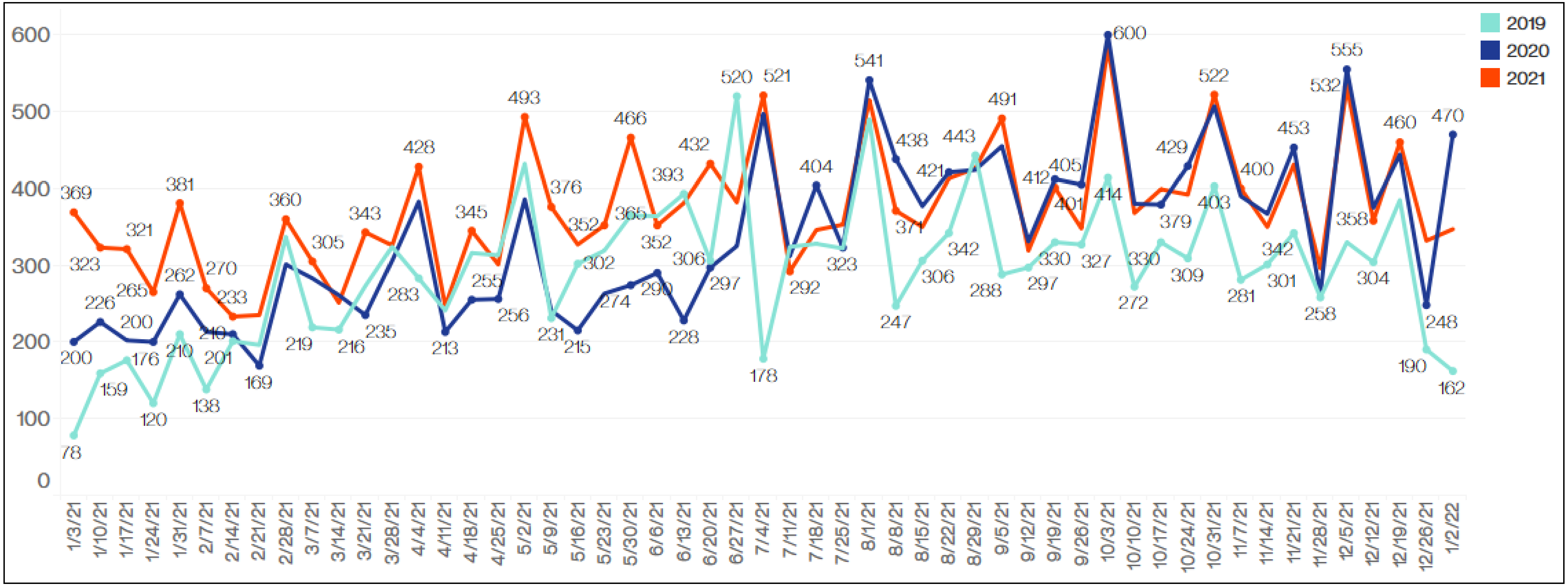
DE - New Closed Listings

- Closing levels landed at 214.2% compared to 2019 and 73.8% compared to the same week from December 2020.



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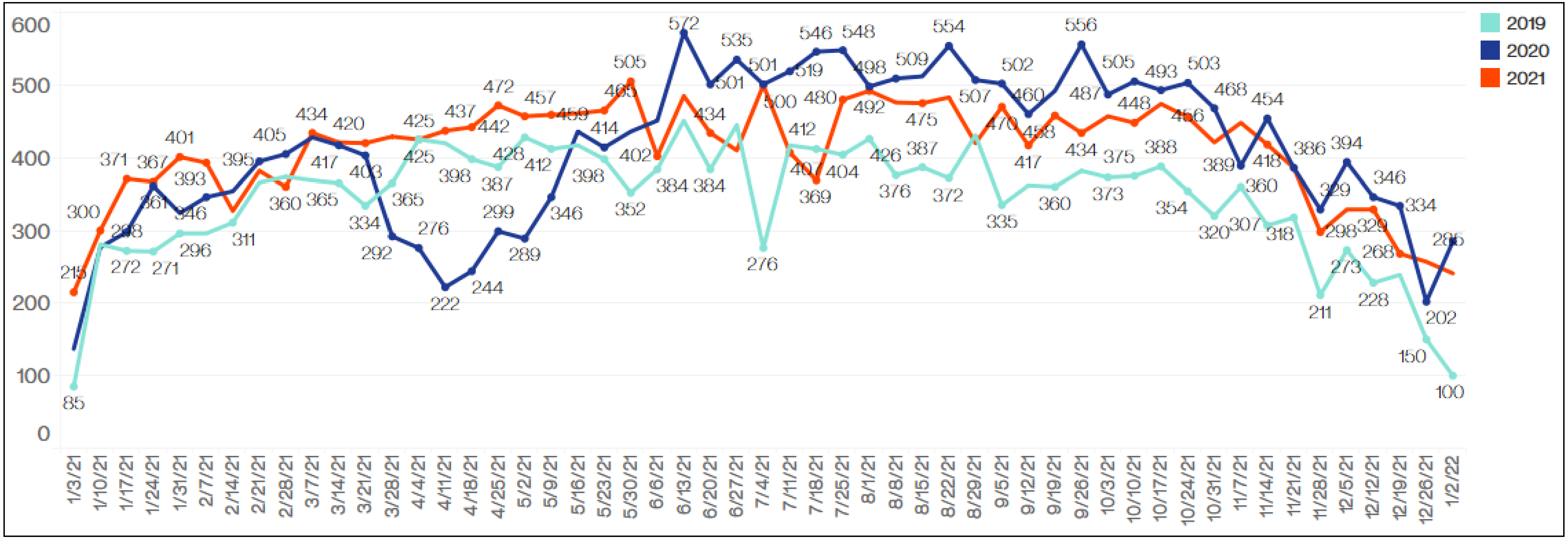
DE - Weekly New Purchase Contracts

- New contract levels came in at 241.0% compared to 2019 and 84.6% of the same week from December 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.

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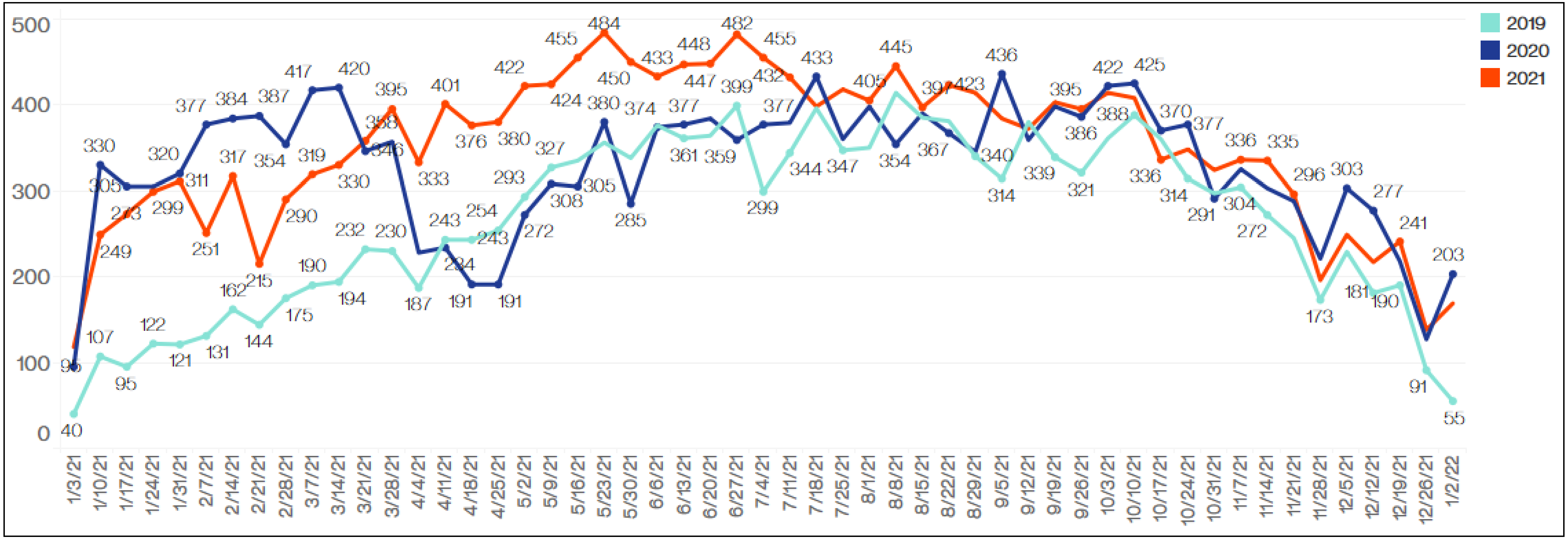
DE - Weekly New Listings

• DE's new listing levels tracked at 307.3% compared to 2019, and 83.3% of the same week from December 2020.



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

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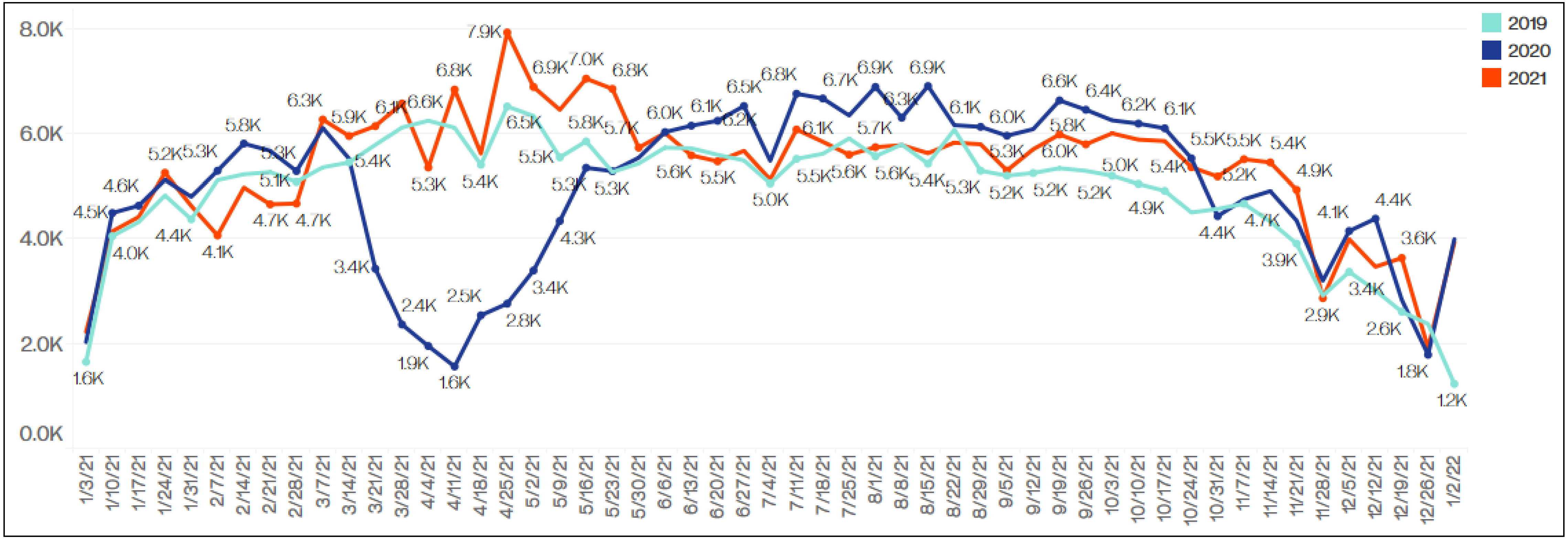
DE - Weekly Showing Activity

- Showing levels tracked at 80.7% of the same week from December 2019 and 107.3% compared to 2020.



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Weekly Market Trends

Maryland

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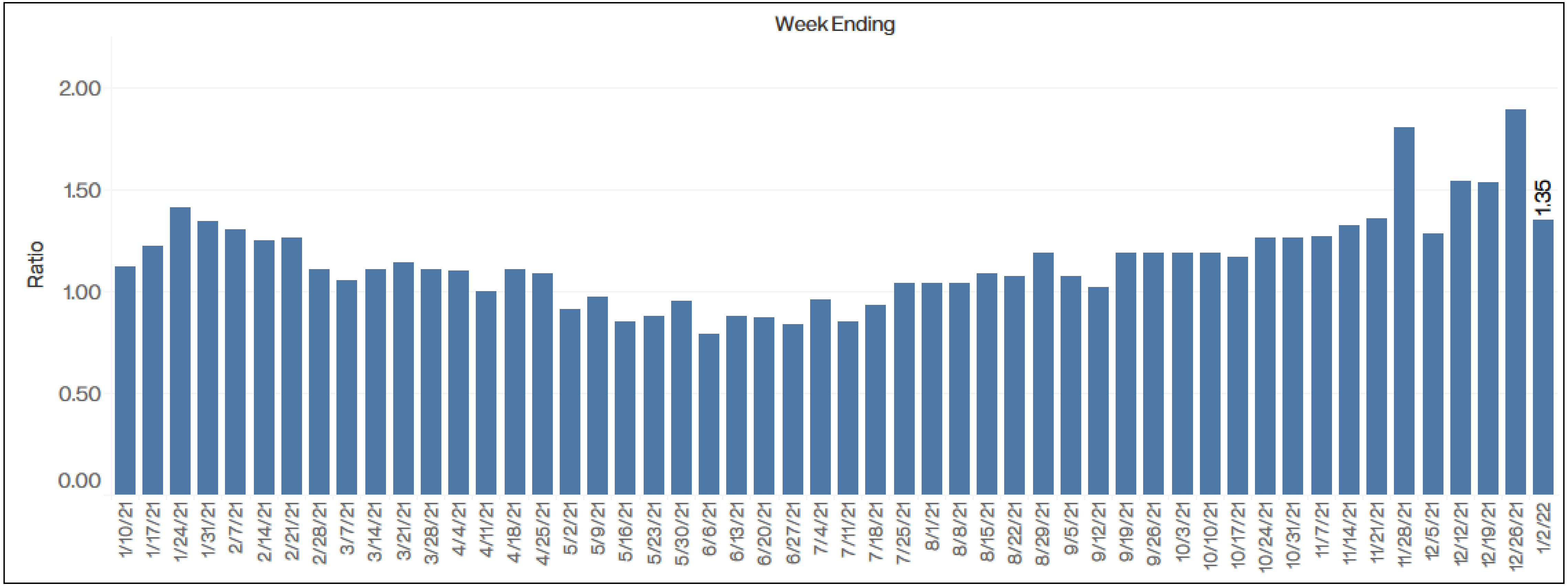
MD - New Purchase Contract to New Listing Ratio

- For the week, there were 135 new pending home sales for every 100 new listings.



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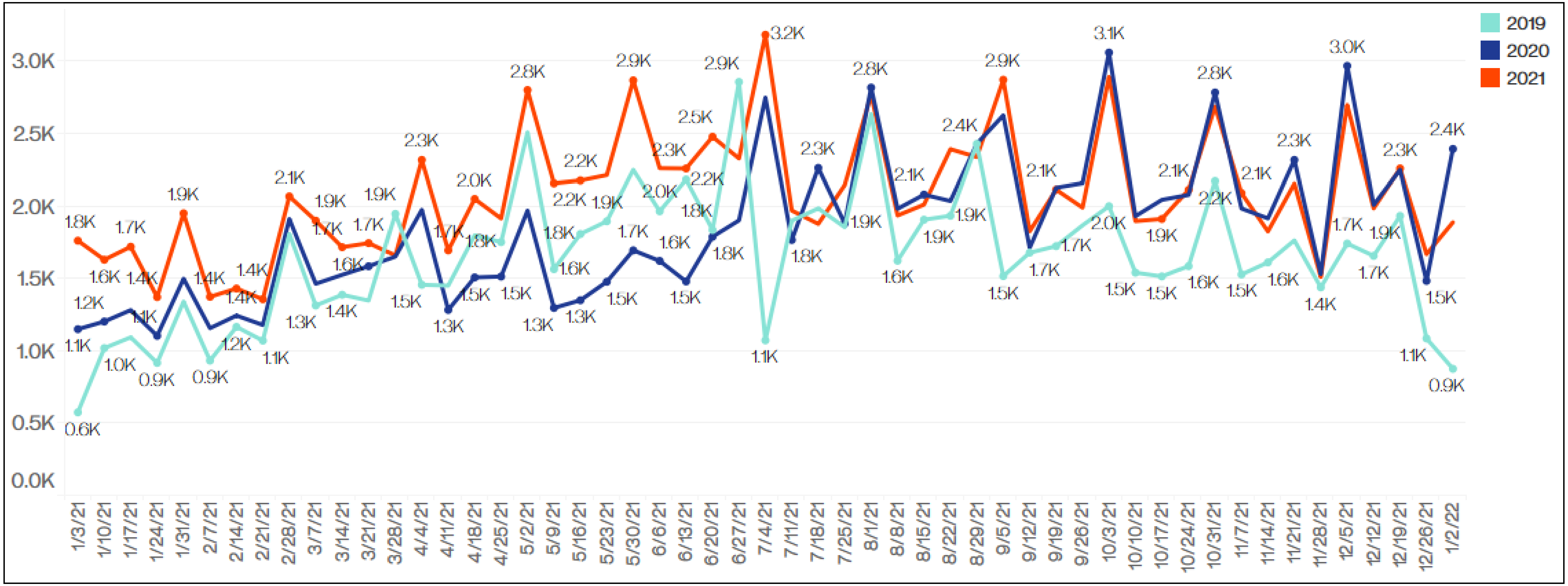
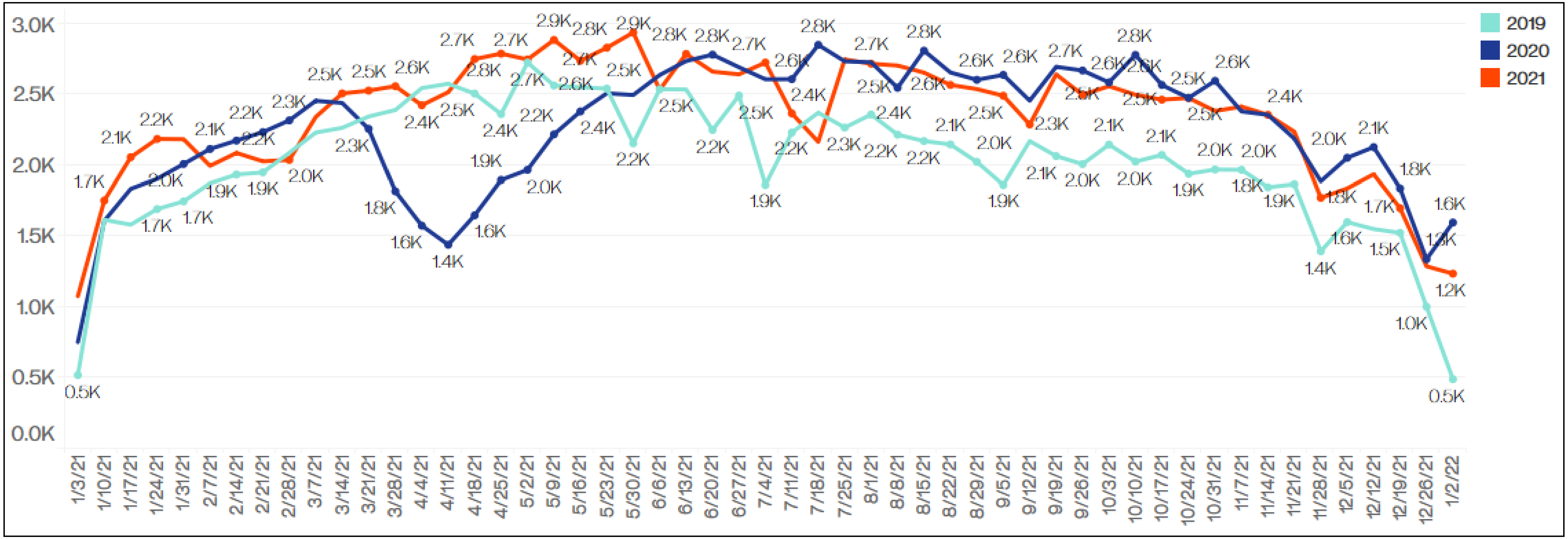
MD - New Closed Listings

- Closing levels landed at 215.9% compared to 2019 and 78.9% compared to the same week from December 2020.



MD - Weekly New Purchase Contracts

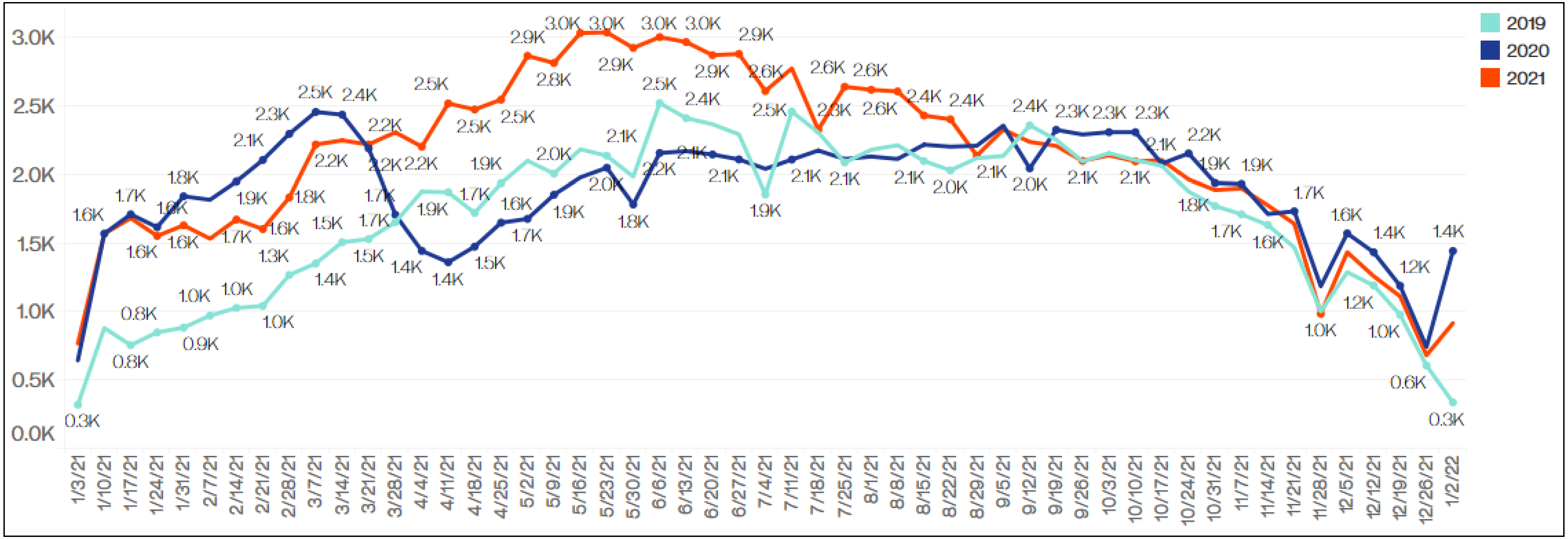
- New contract levels came in at 252.7% compared to 2019 and 77.4% of the same week from December 2020.



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.

MD - Weekly New Listings

- MD's new listing levels tracked at 273.1% compared to 2019, and 63.5% of the same week from December 2020.



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

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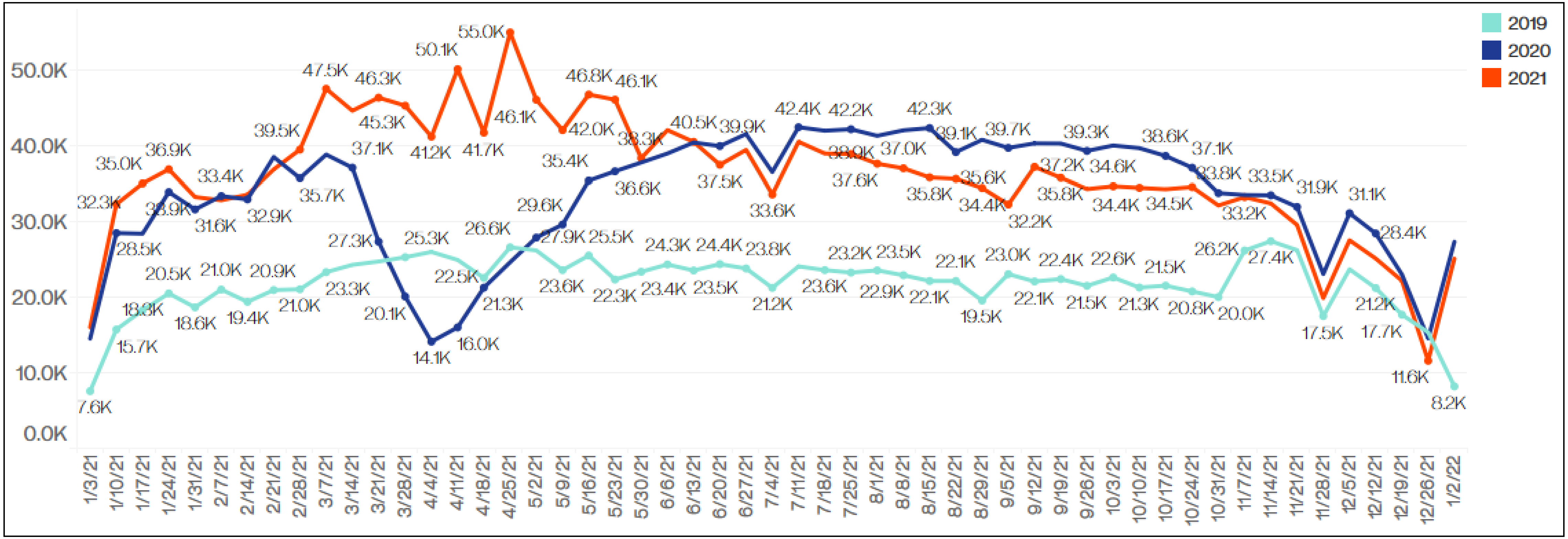
MD - Weekly Showing Activity

- Showing levels tracked at 75.4% of the same week from December 2019 and 79.6% compared to 2020.



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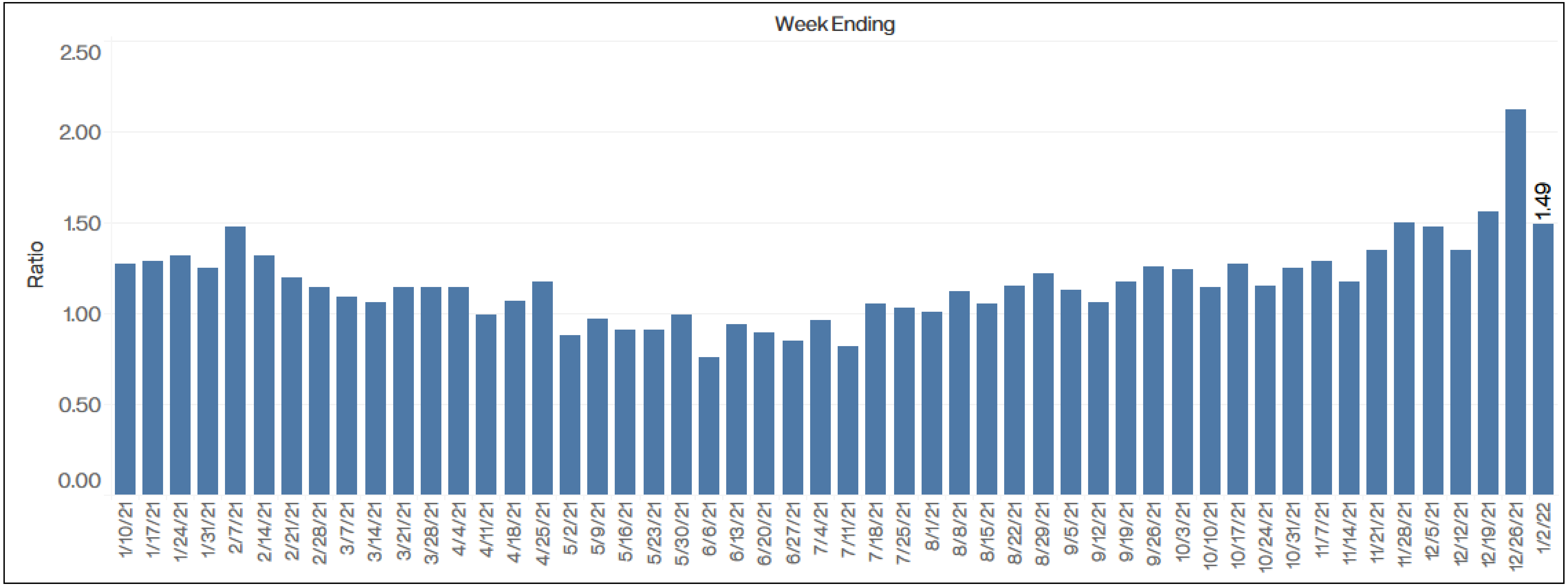
Weekly Market Trends

New Jersey

NJ - New Purchase Contract to New Listing Ratio

- For the week there were 149 new pending home sales for every 100 new listings.



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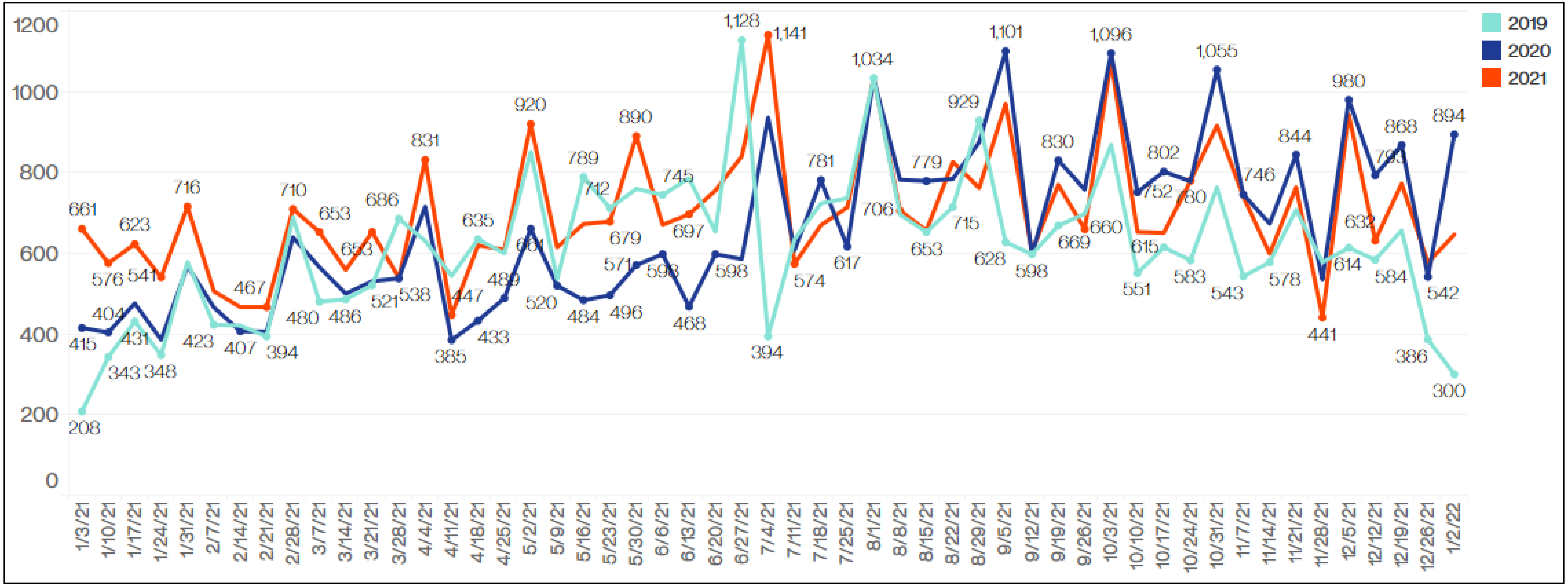
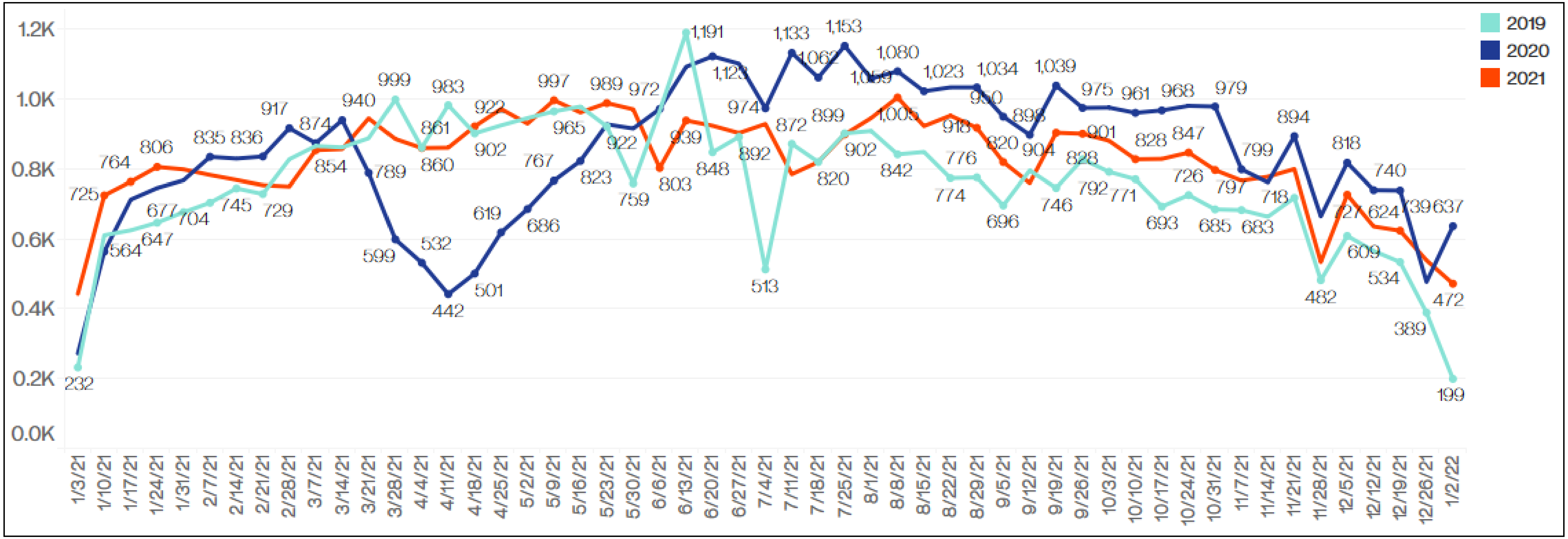
NJ - New Closed Listings

- Closing levels landed at 215.7% compared to 2019 and 72.4% compared to the same week from December 2020.



NJ - Weekly New Purchase Contracts

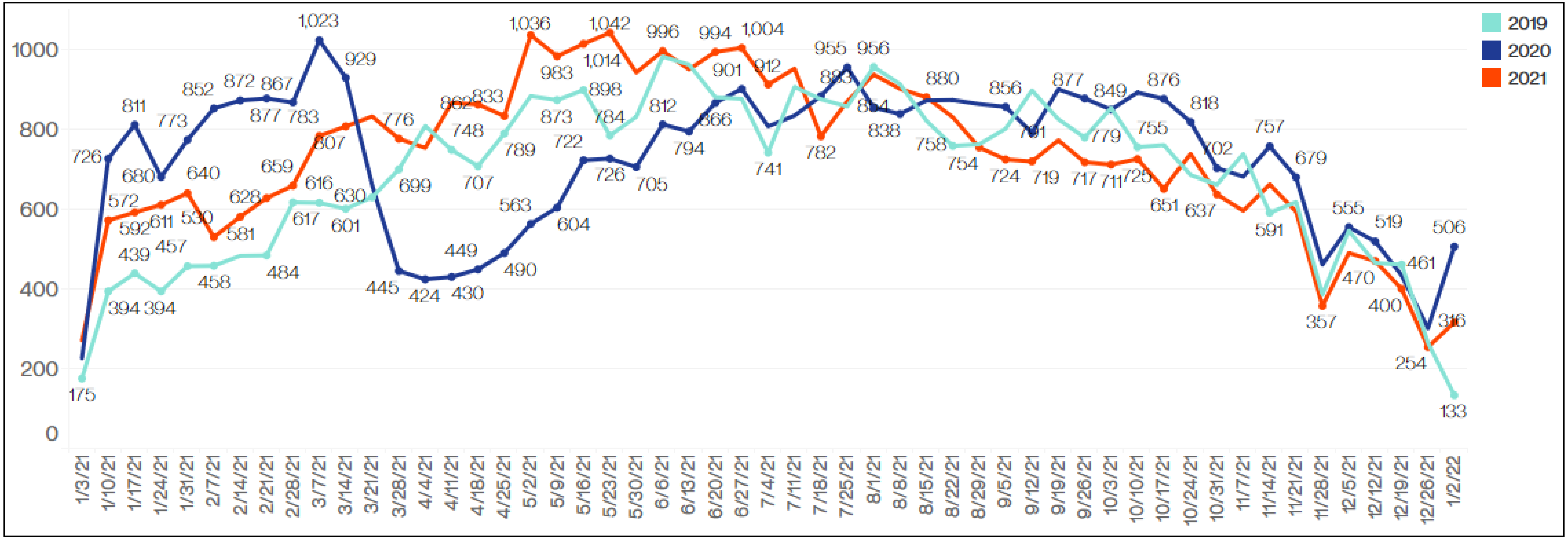
- New contract levels came in at 237.2% compared to 2019 and 74.1% of the same week from December 2020.



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 237.6% compared to 2019, and 62.5% of the same week from December 2020.



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

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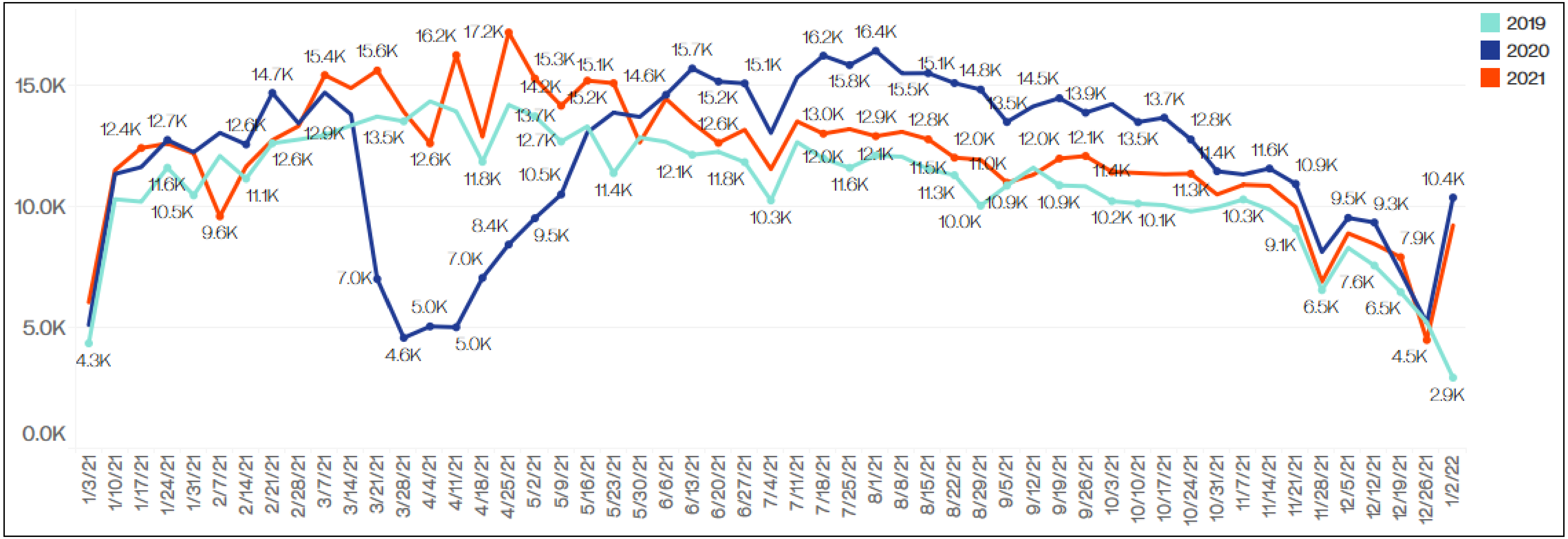
NJ - Weekly Showing Activity

•Showing levels tracked at 85.9% of the same week from December 2019 and 86.3% compared to 2020.



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Weekly Market Trends

Pennsylvania

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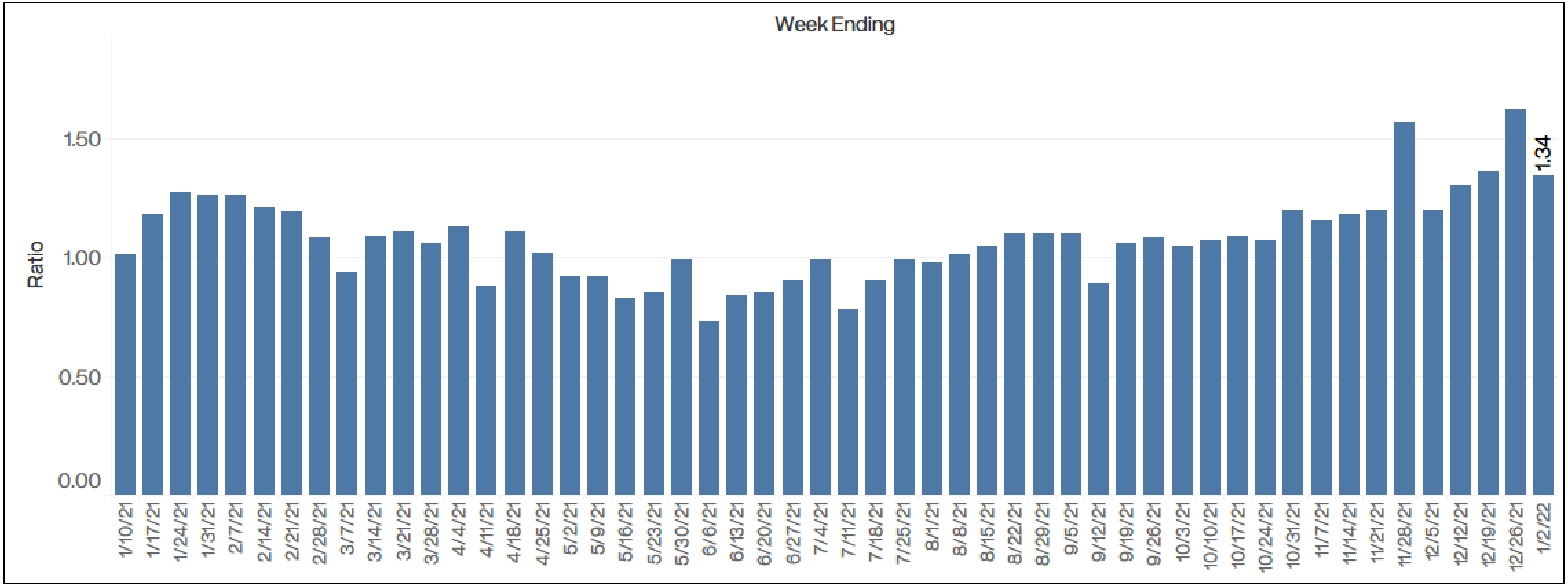
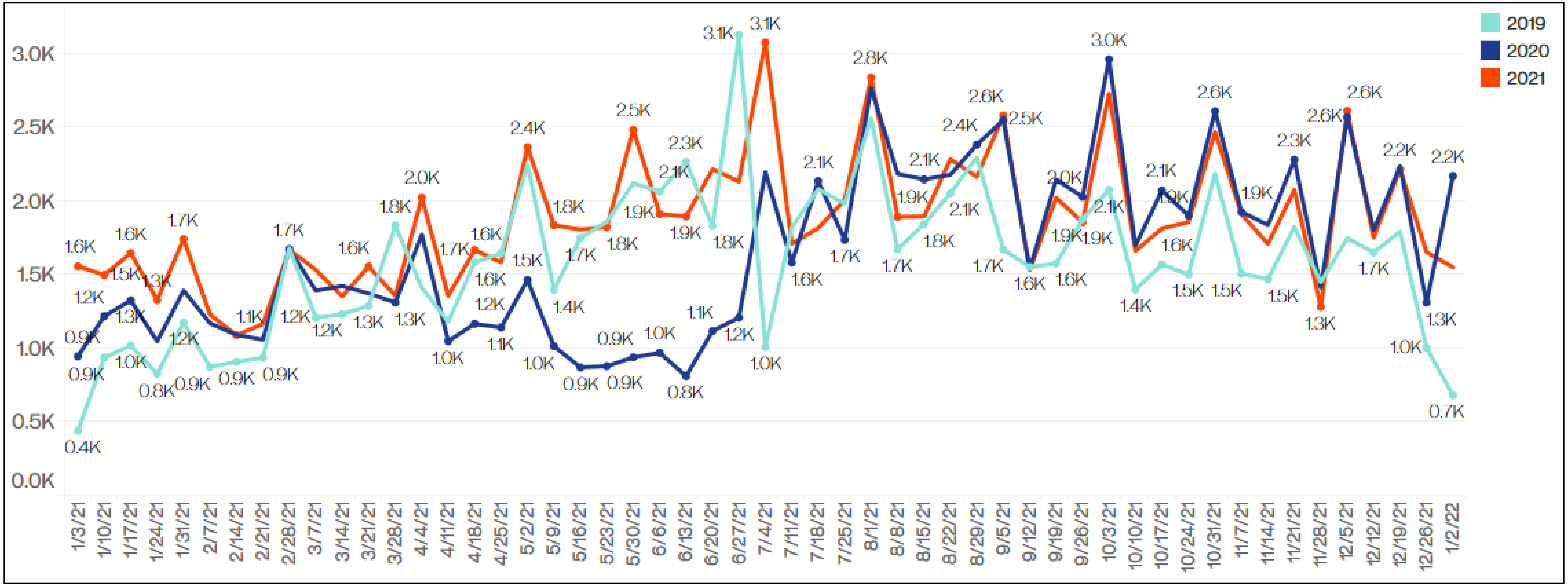
PA - New Purchase Contract to New Listing Ratio

- For the week, there were 134 new pending home sales for every 100 new listings.



PA - New Closed Listings

- Closing levels landed at 228.1% compared to 2019 and 71.5% compared to the same week from December 2020.



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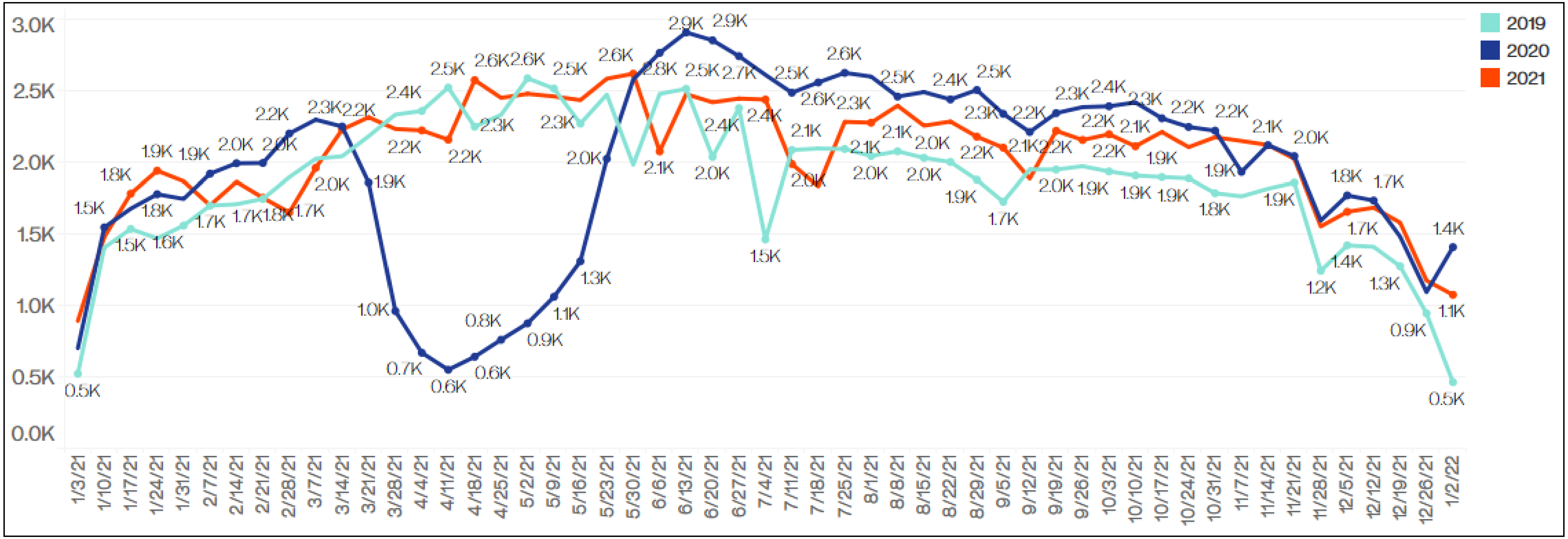
PA -Weekly New Purchase Contracts

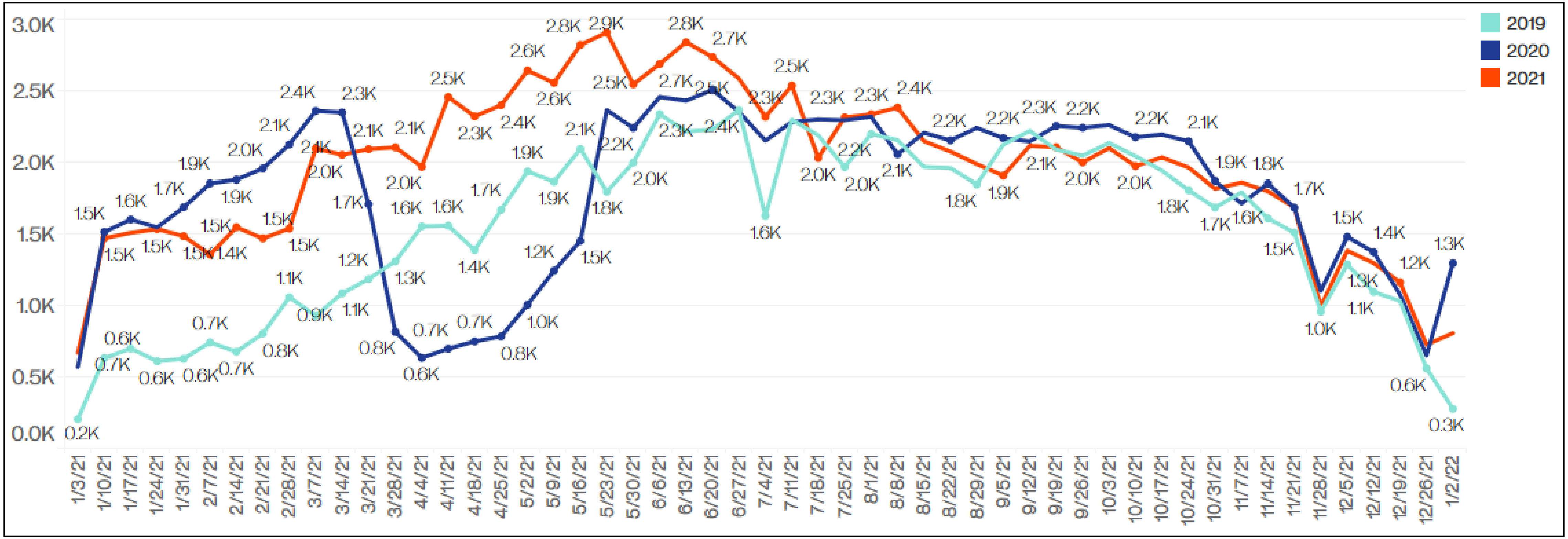
- New contract levels came in at 232.2% compared to 2019 and 76.3% of the same week from December 2020.



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.

PA -Weekly New Listings

- PA's new listing levels tracked at 291.7% compared to 2019, and 62.2% of the same week from December 2020.



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

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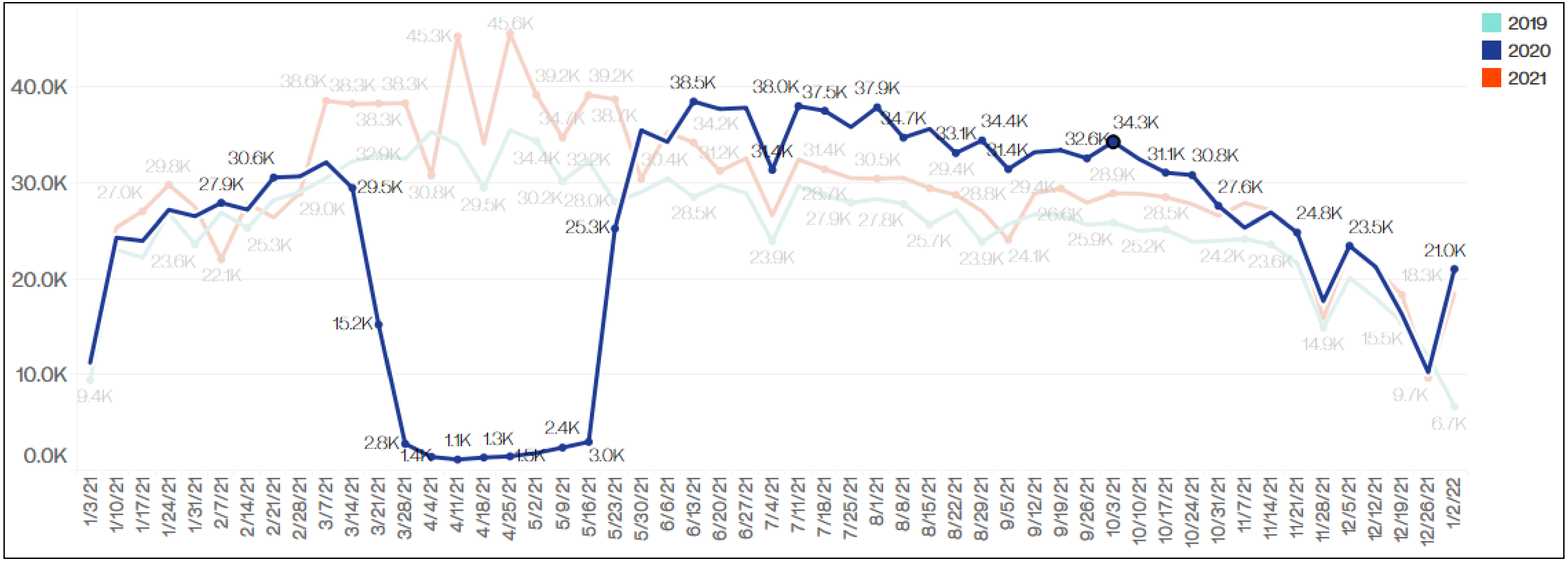
PA - Weekly Showing Activity

- Showing levels tracked at 80.6% of the same week from December 2019 and 94.3% 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.

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Weekly Market Trends

Virginia

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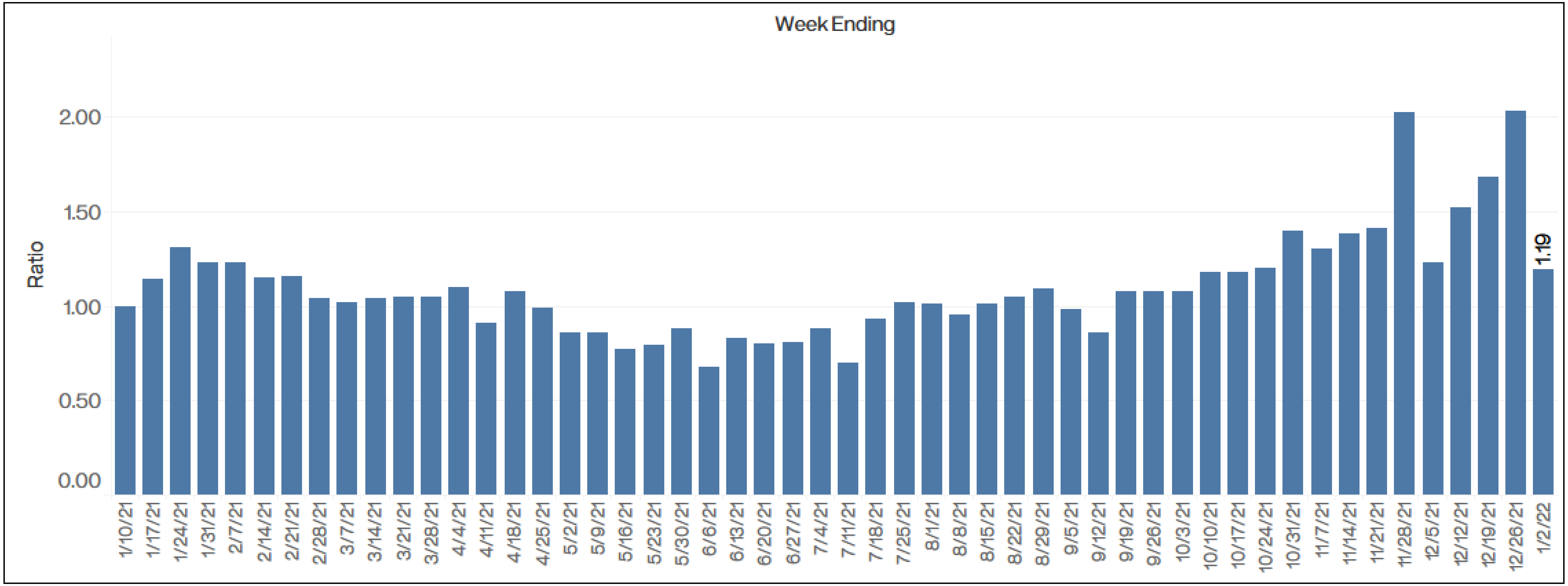
VA - New Purchase Contract to New Listing Ratio

- For the week, there were 119 new pending sales for ever 100 new listings.



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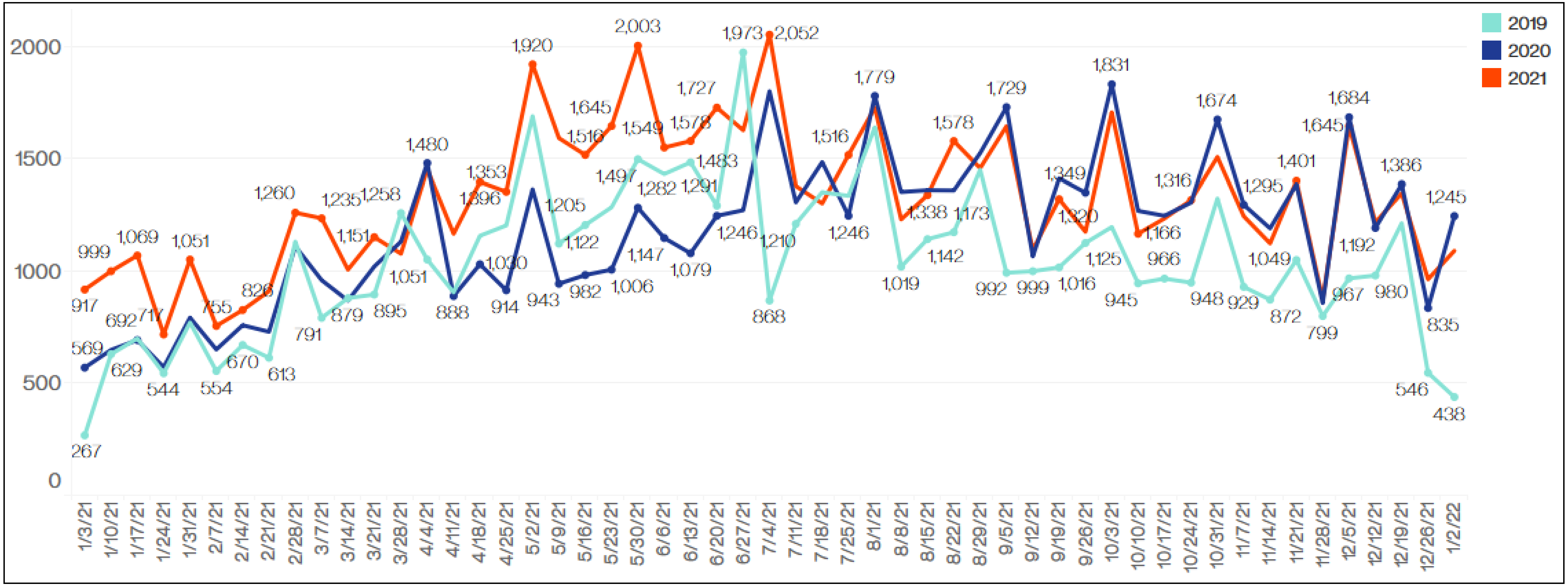
VA - New Closed Listings

- Closing levels landed at 248.9% compared to 2019 and 87.6% compared to the same week from December 2020.



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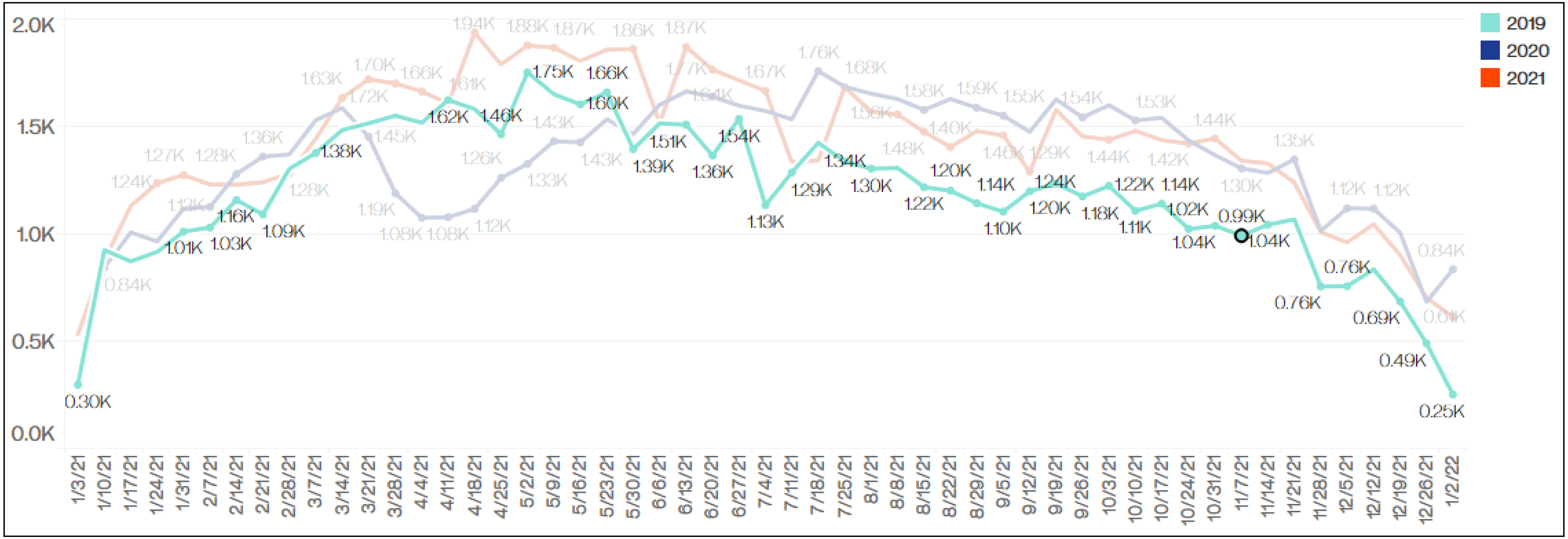
VA - Weekly New Purchase Contracts

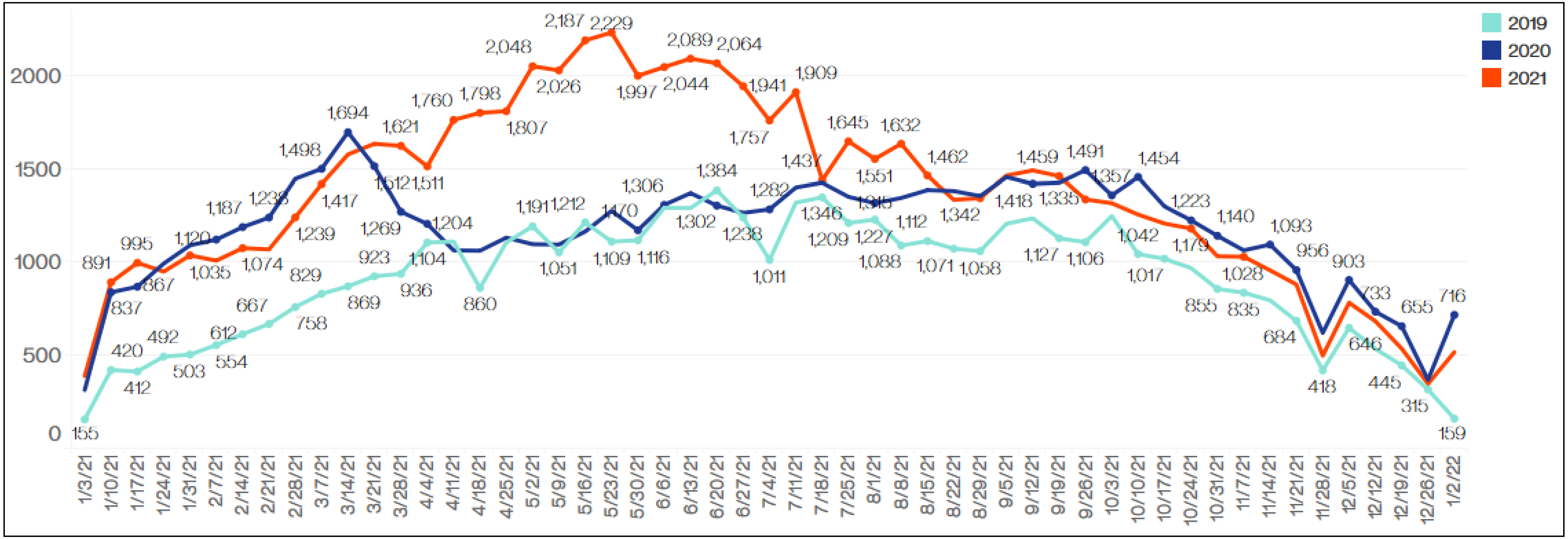
- New contract levels came in at 243.8% compared to 2019 and 73.3% of the same week from December 2020.



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.

VA - Weekly New Listings

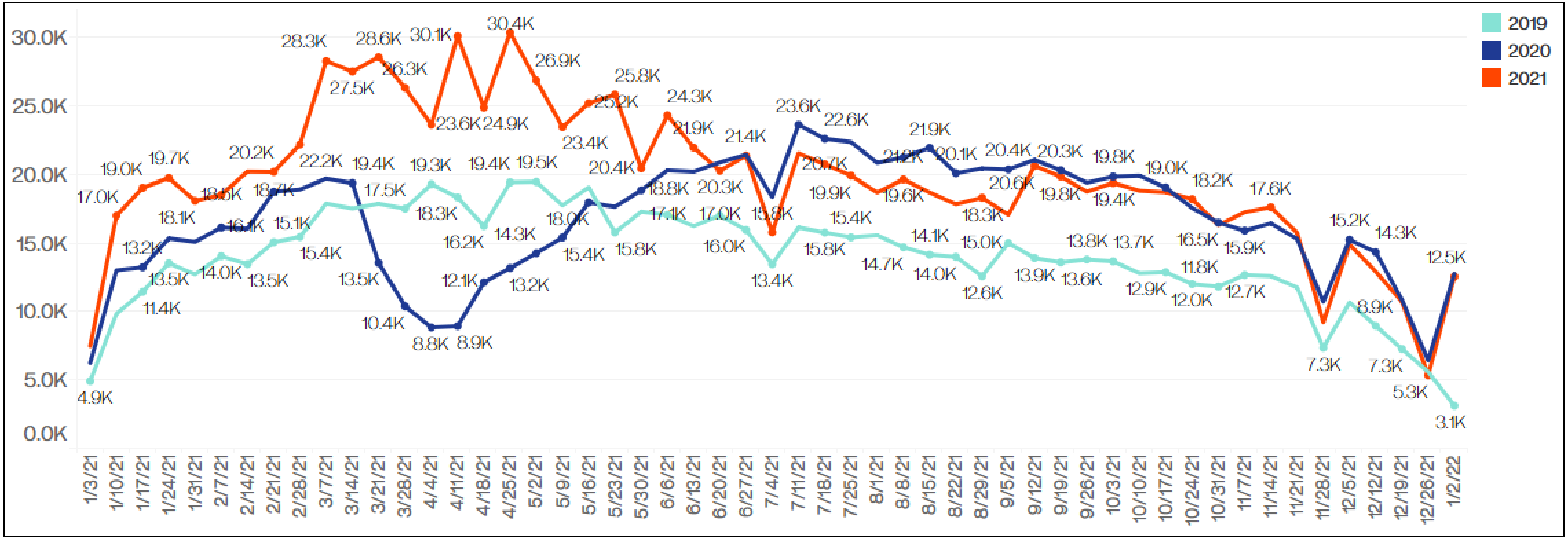
- VA's new listing levels tracked at 324.5% compared to 2019, 72.1% of the same week from December 2020.



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

VA - Weekly Showing Activity

- Showing levels tracked at 95.5% of the same week from December 2019 and 83.1% 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.

Weekly Market Trends

West Virginia

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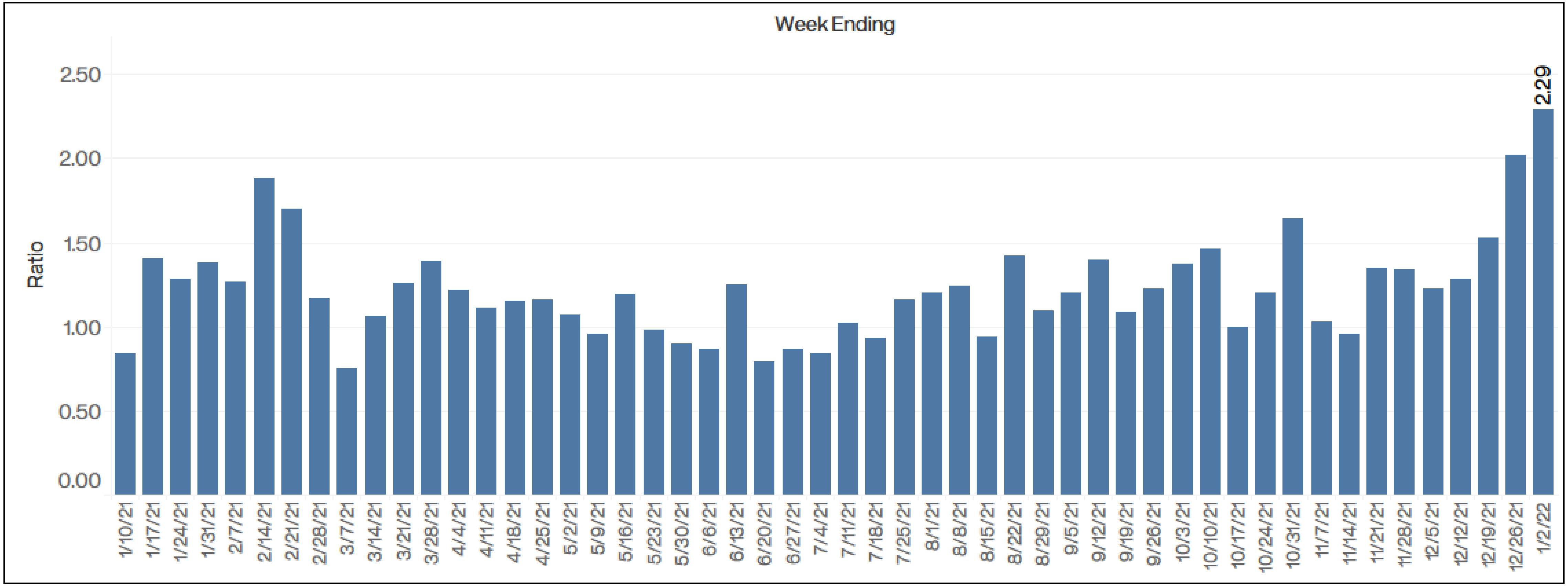
WV - New Purchase Contract to New Listing Ratio

- For the week, there were 229 new pending home sales for every 100 new listings.



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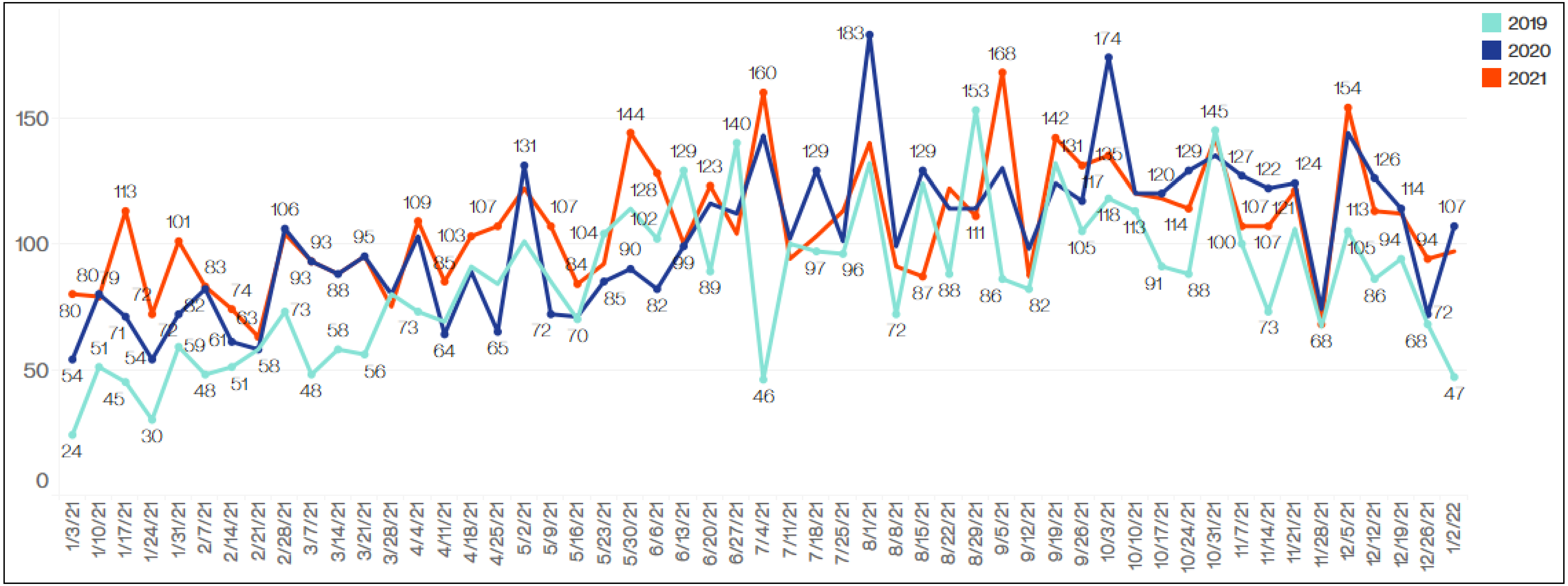
WV- New Closed Listings

- Closing levels landed at 206.4% compared to 2019 and 90.7% compared to the same week from December 2020.



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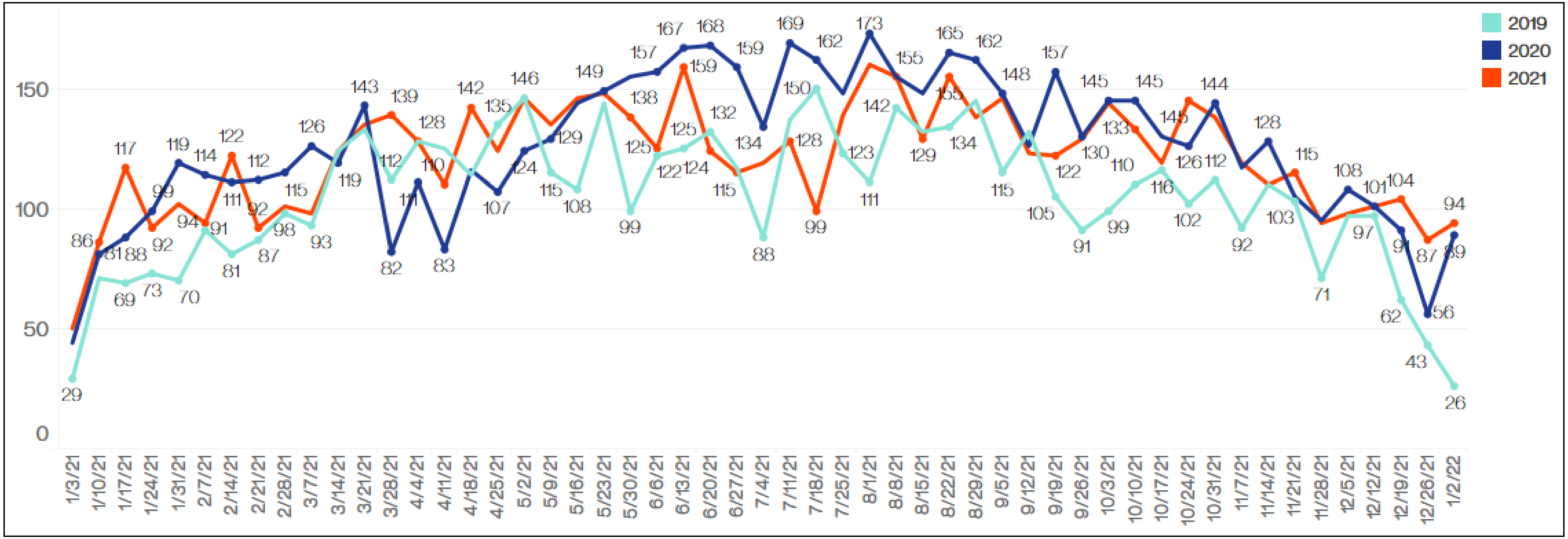
WV- Weekly New Purchase Contracts

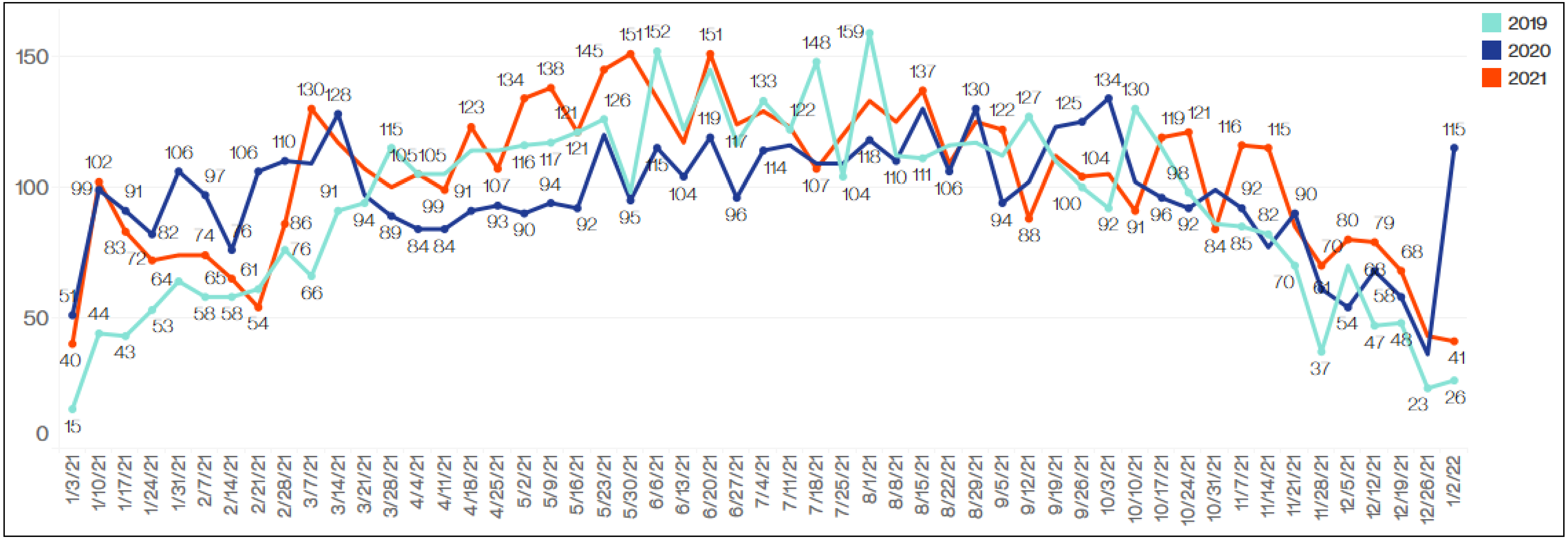
- New contract levels came in at 361.5% compared to 2019 and 105.6% of the same week from December 2020.



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 157.7% compared to 2019, 35.7% of the same week from December 2020.



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

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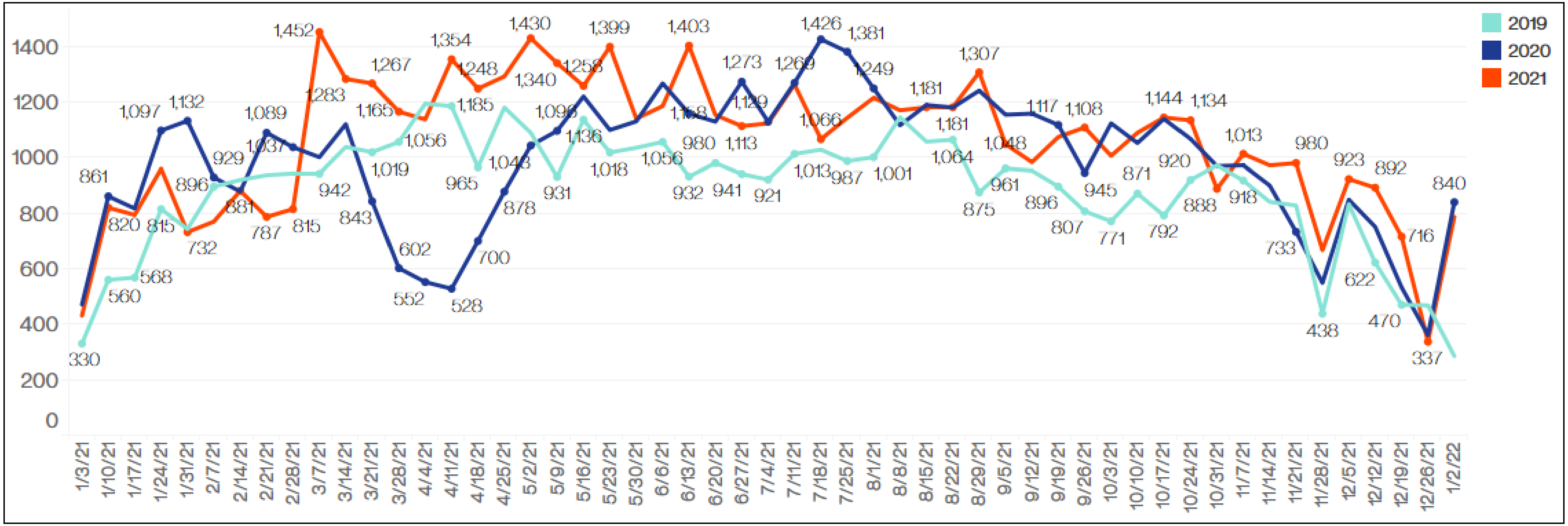
WV- Weekly Showing Activity

- Showing levels tracked at 72.0% of the same week from December 2019 and 93.4% compared to 2020.



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