

Weekly Market Trends

Week of December 28th



OVERVIEW

- Activity for the week was much stronger than expected for the holiday period compared to the same week last year:
 - The week's total new listing volume nearly doubled results for the same period in 2019, declining only slightly week to week.
 - Closing levels were also nearly double last year, with PA and DE activity ahead of 2019.
 - Showing volume ran 160.5% of a year ago, as D.C. nearly tripled.

Note : State-level charts can be found in the appendix.



Market Trends

Bright Footprint

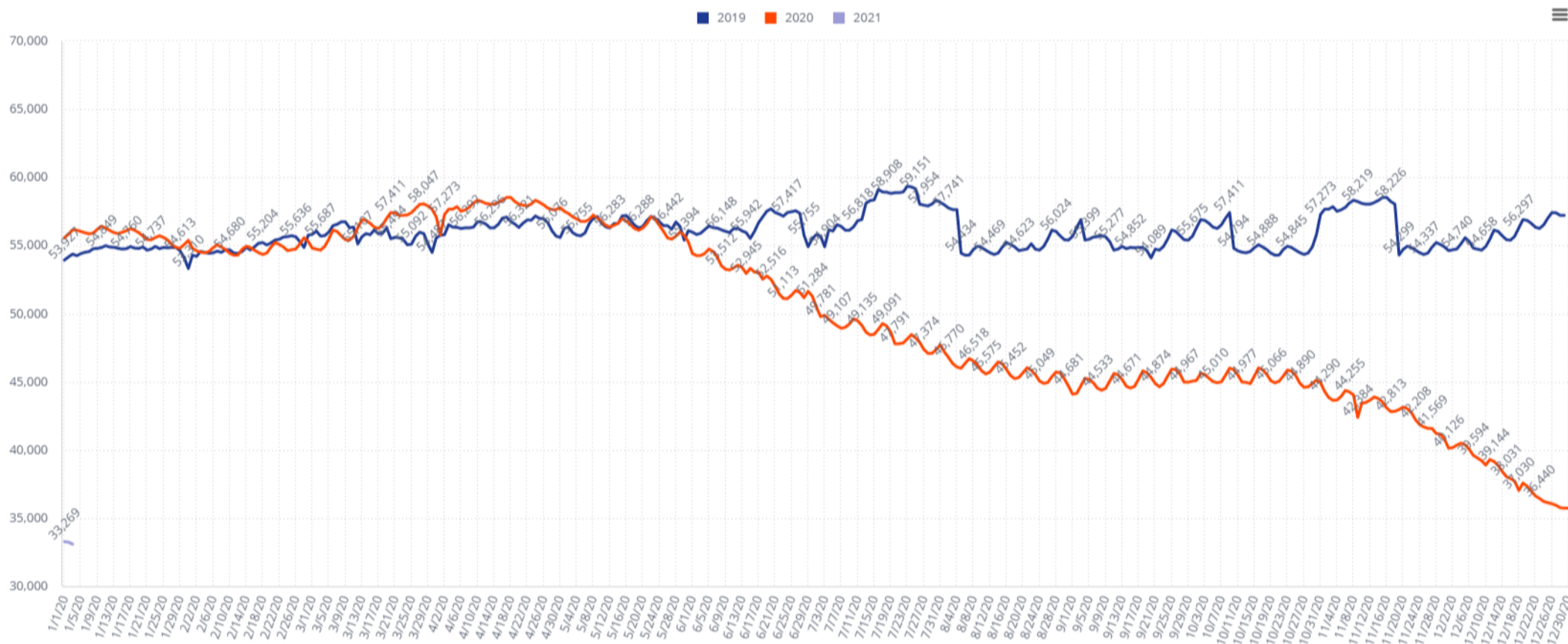
1. Daily Inventory – “Coming Soon, Active and Temp Off”
2. Weekly “New Listings”
3. Weekly “New Purchase Contracts”
4. Weekly Number of “New Closed” Listings
5. Weekly Average Number of Days Between Purchase Contract Date and Closing Date
6. Weekly Showing Activity

By State

1. [District of Columbia](#)
2. [Delaware](#)
3. [Maryland](#)
4. [New Jersey](#)
5. [Pennsylvania](#)
6. [Virginia](#)
7. [West Virginia](#)

Daily Inventory – Coming Soon, Active and Temp Off

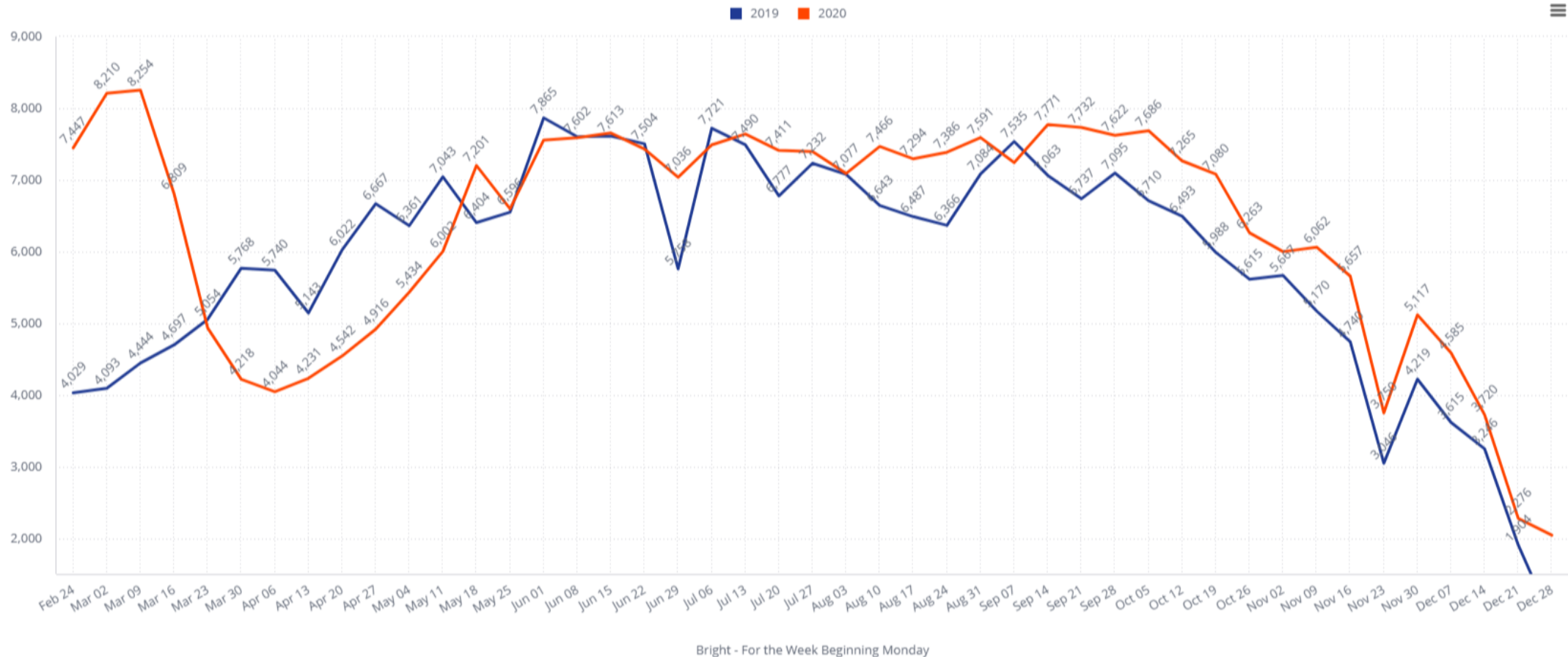
Average daily inventory for the week tracked at 61.7% of the same week a year ago.



Weekly “New Listings”

Weekly new listing levels tracked sharply higher than last year same week last year (195.0%).
Despite the typically slower time during the end of year period, activity declined only -3.7% week to week (compared to -39.4% last year).

For the week, PA (212.4%) and MD (198.0%) saw increased new listing volume compared to last year.

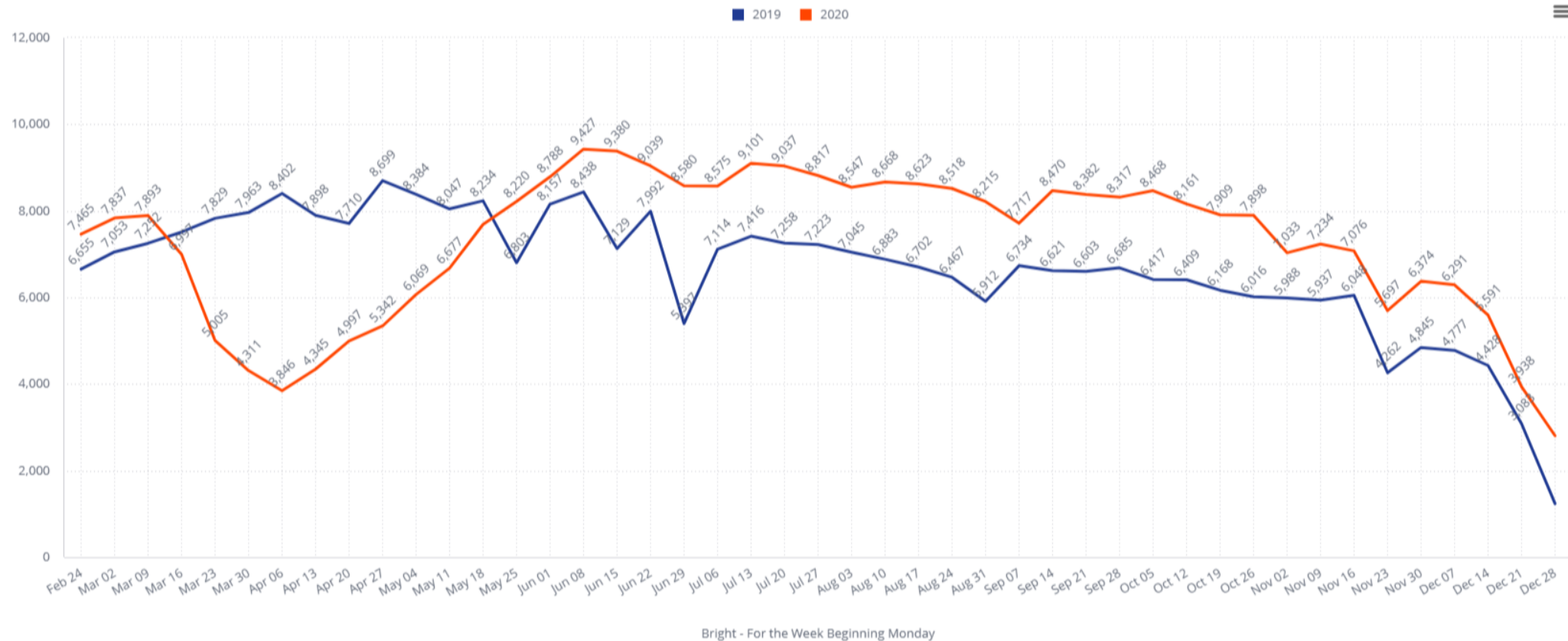


Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.

Weekly “New Purchase Contracts”

The market performed impressively for the week, with contracts coming in at 175.7% of the same week from December 2019, as volume showed less of a decline week to week than last year (-23.4% vs. -42.0%)

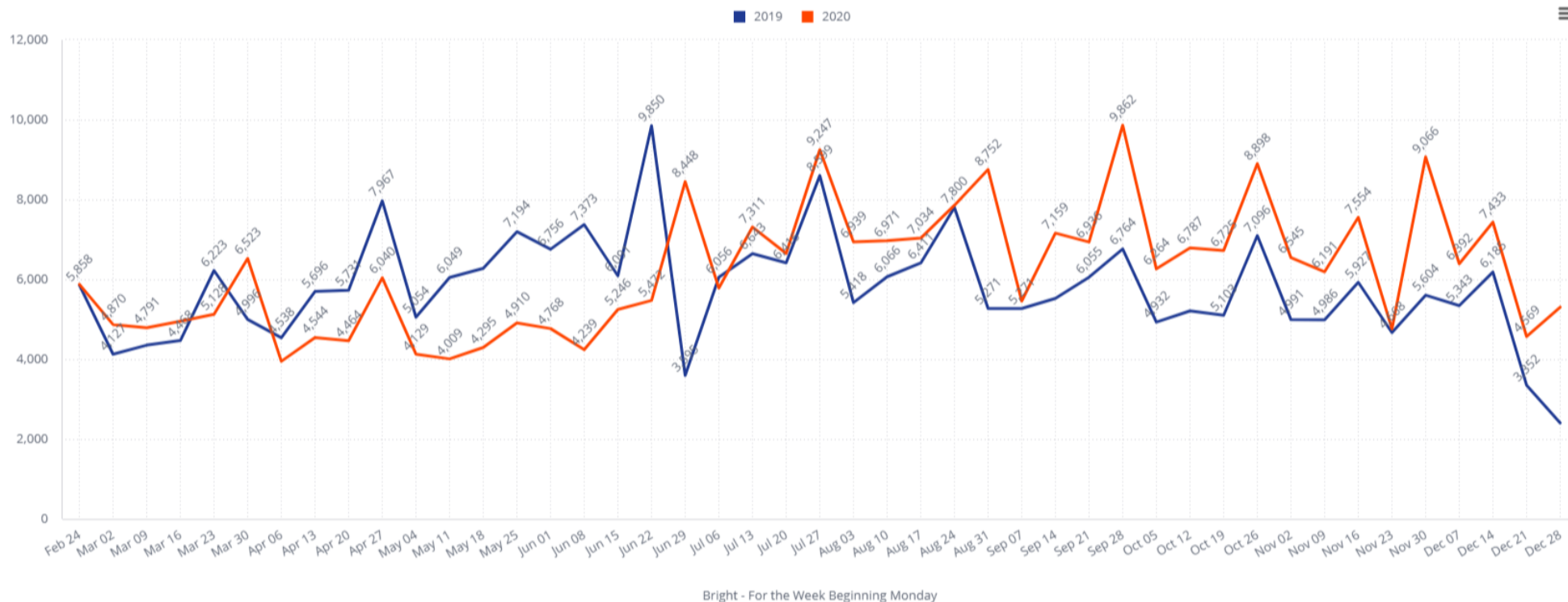
NJ (200.0%), DE (183.7%), and MD (177.2%) stood out across the region.



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.

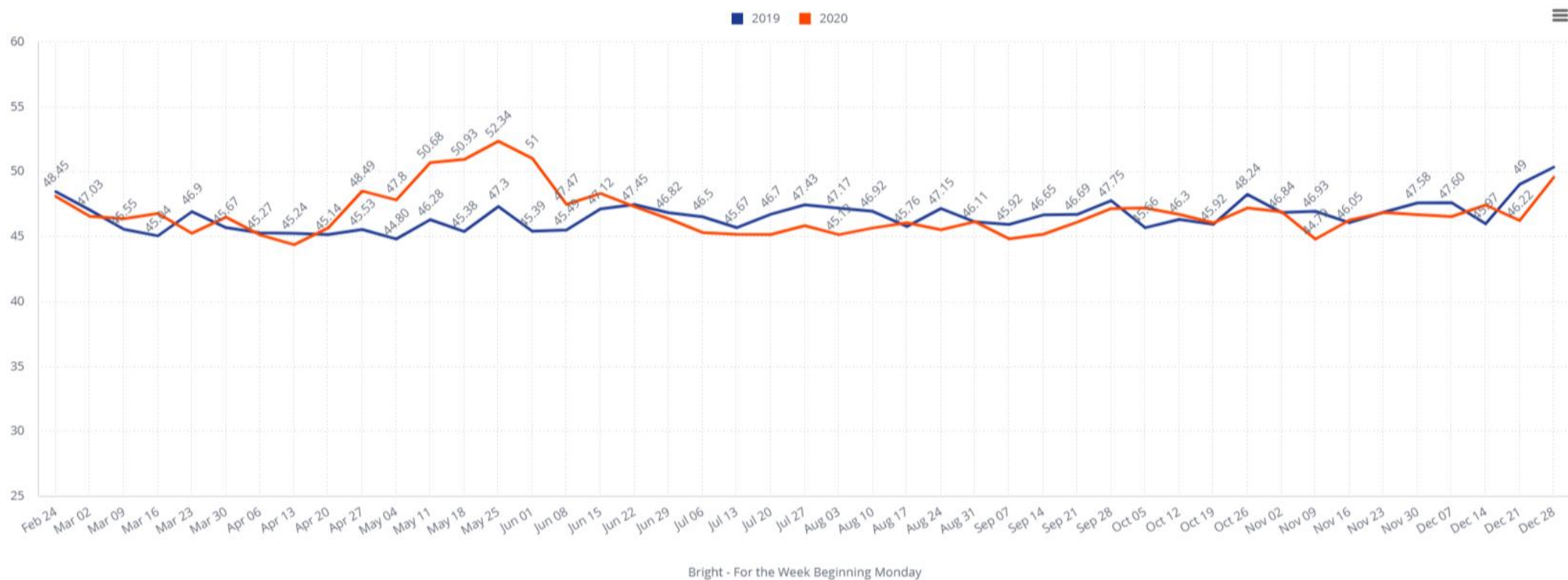
Weekly Number of “New Closed” Listings

- Closing levels for the week paced well above a year ago at 197.7% the prior year volume.
- PA (220.4%) and DE (218.4%) had notable activity.



Weekly Average Number of Days Between Purchase Contract Date and Closing Date

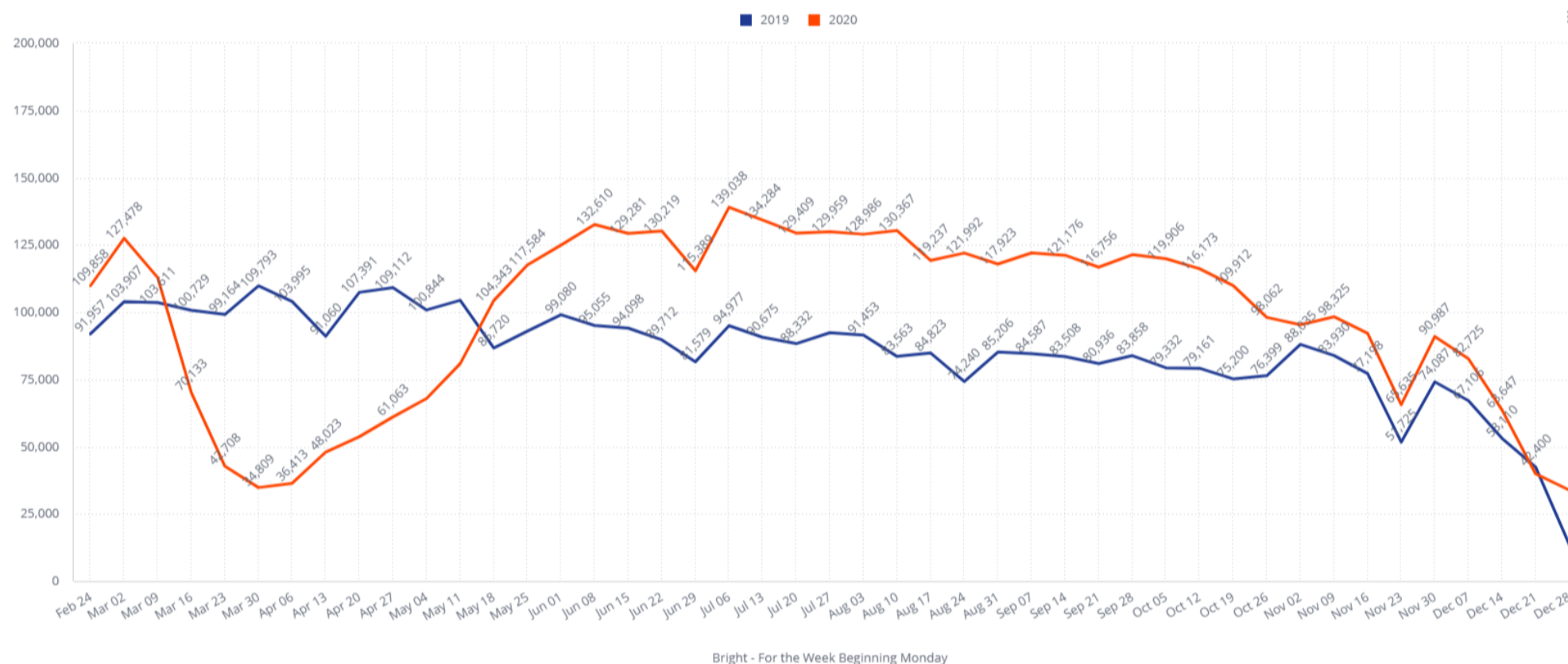
The number of days from contract and closing (48.0) remained lower by two days.



Weekly Showing Activity

Buyer interest for the week tracked higher than a year ago, as showing levels came in at 160.5% of last year.

Volume was up across the region, with D.C. levels at 285.3% of a year ago.



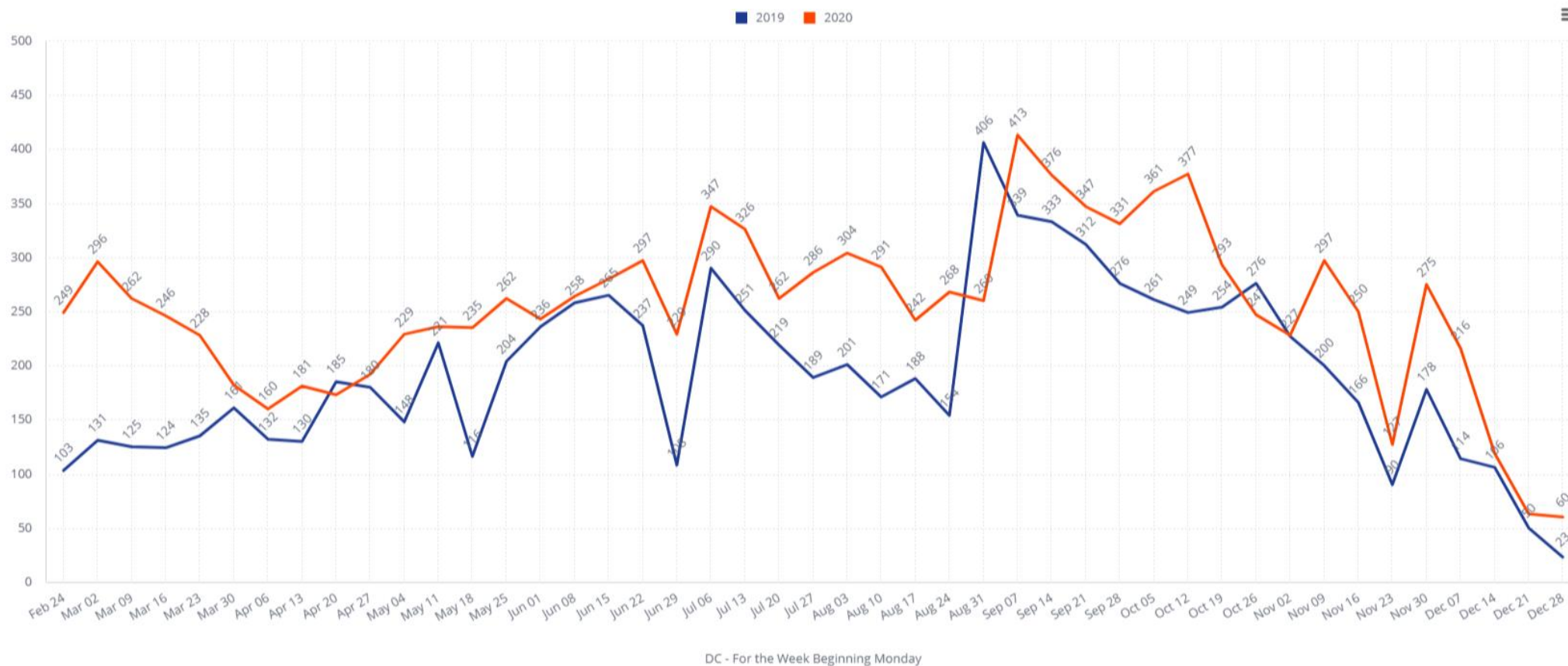
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

Appendix

COVID-19 Market Trends District of Columbia

Weekly “New Listings” for D.C.

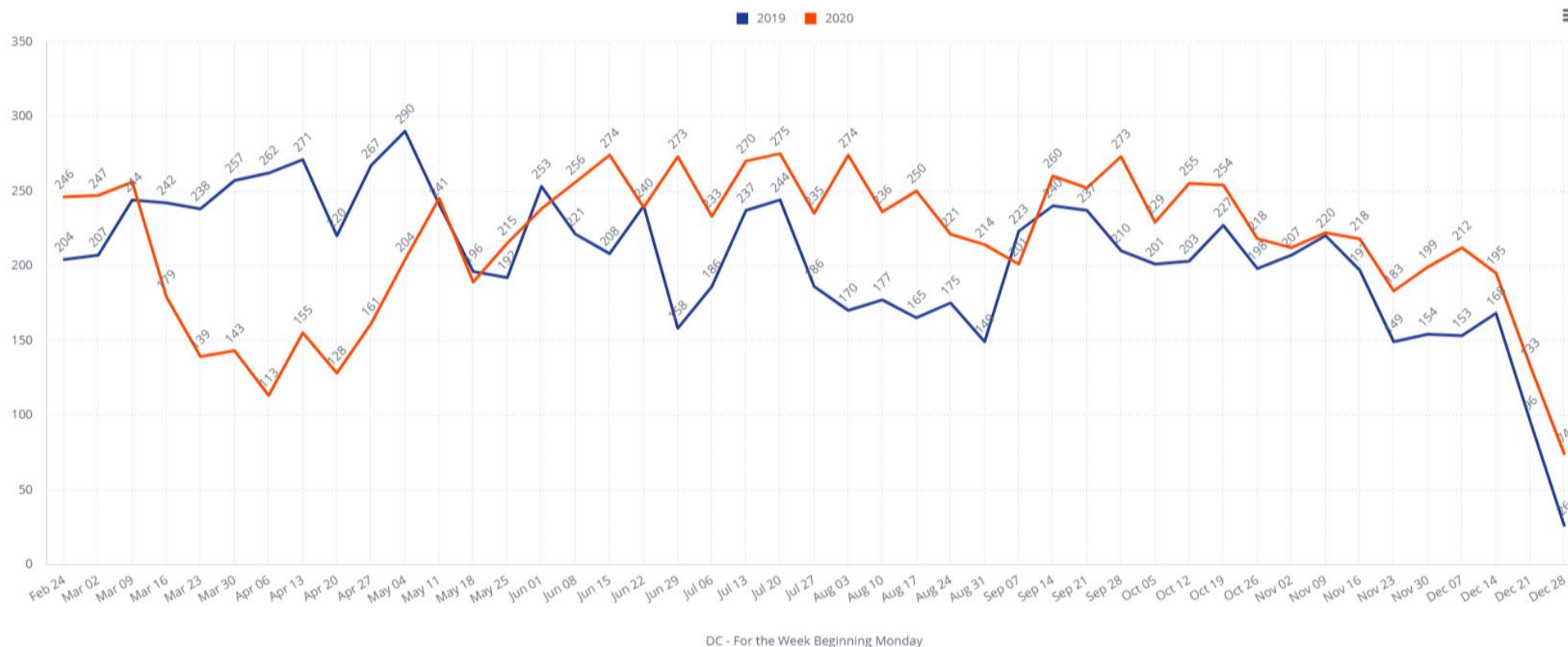
DC's new listing levels tracked at 148.2% of the same week from December 2019.



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

Weekly “New Purchase Contracts” for D.C.

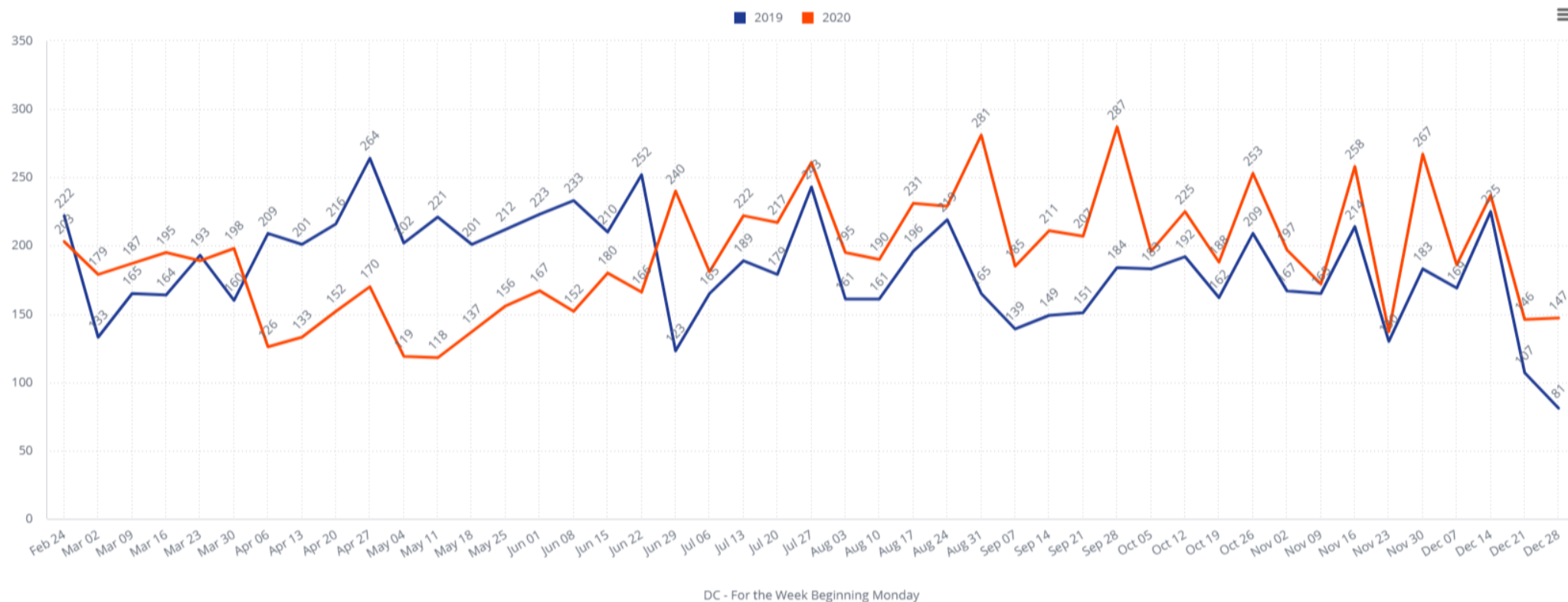
New contract levels came in at 184.8% of the same week from 2019.



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

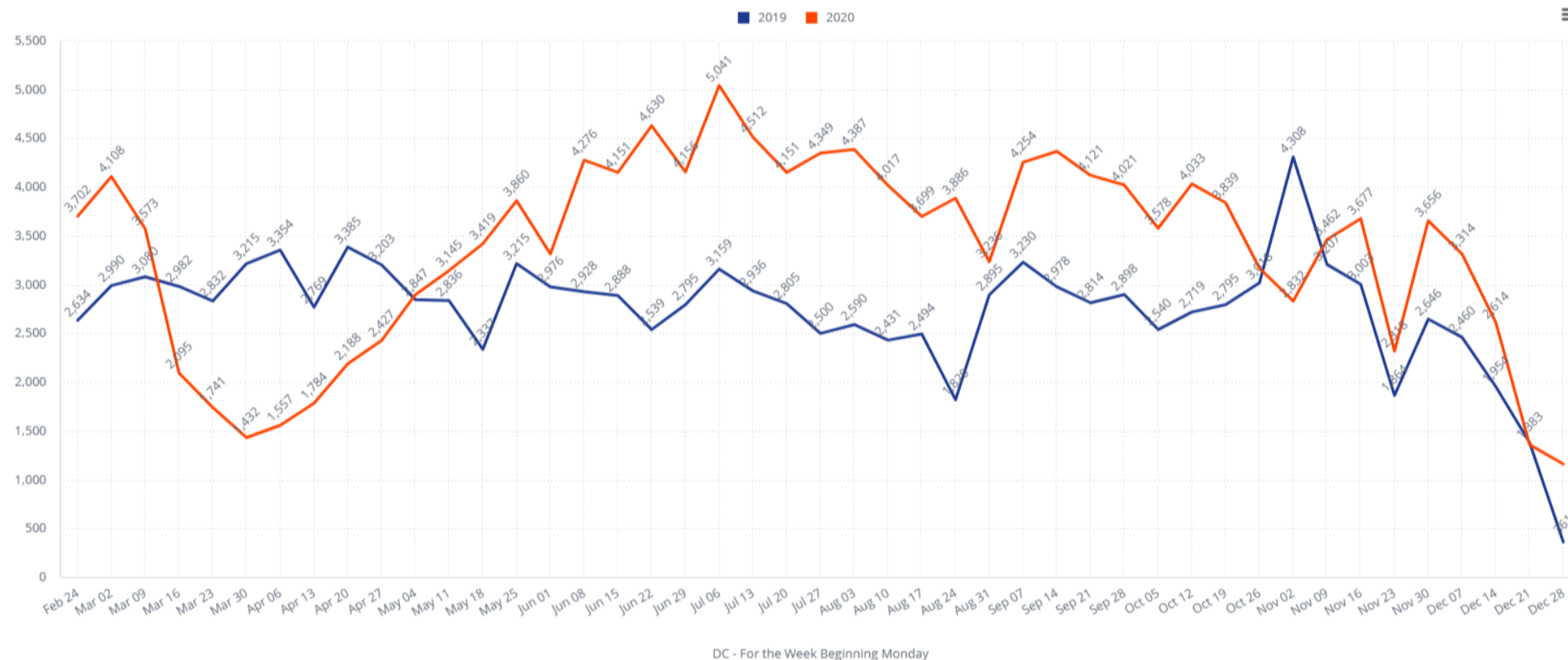
Weekly Number of “New Closed” Listings for D.C.

Closing levels landed at 160.7% compared to the same week last year.



Weekly Showing Activity for D.C.

Showing levels tracked at 285.3% of the same week from 2019.

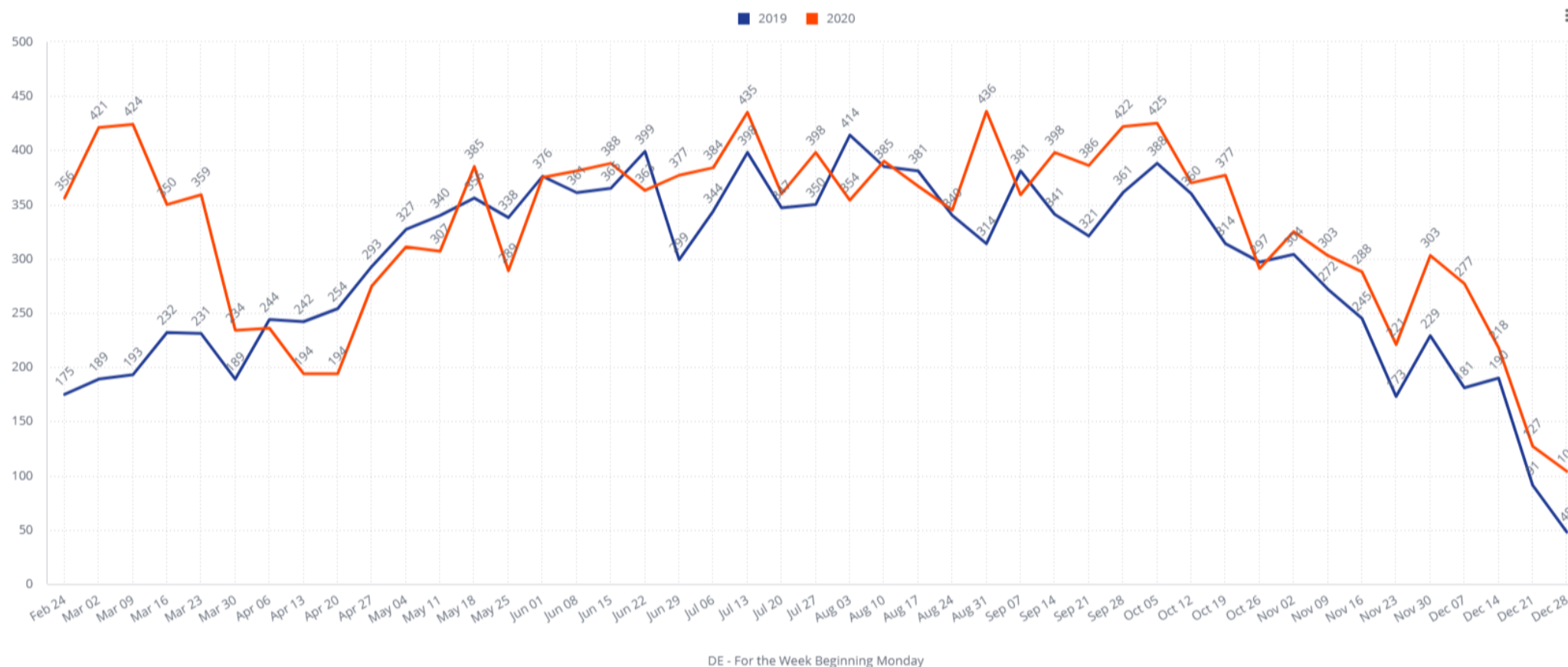


Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

COVID-19 Market Trends Delaware

Weekly “New Listings” for DE

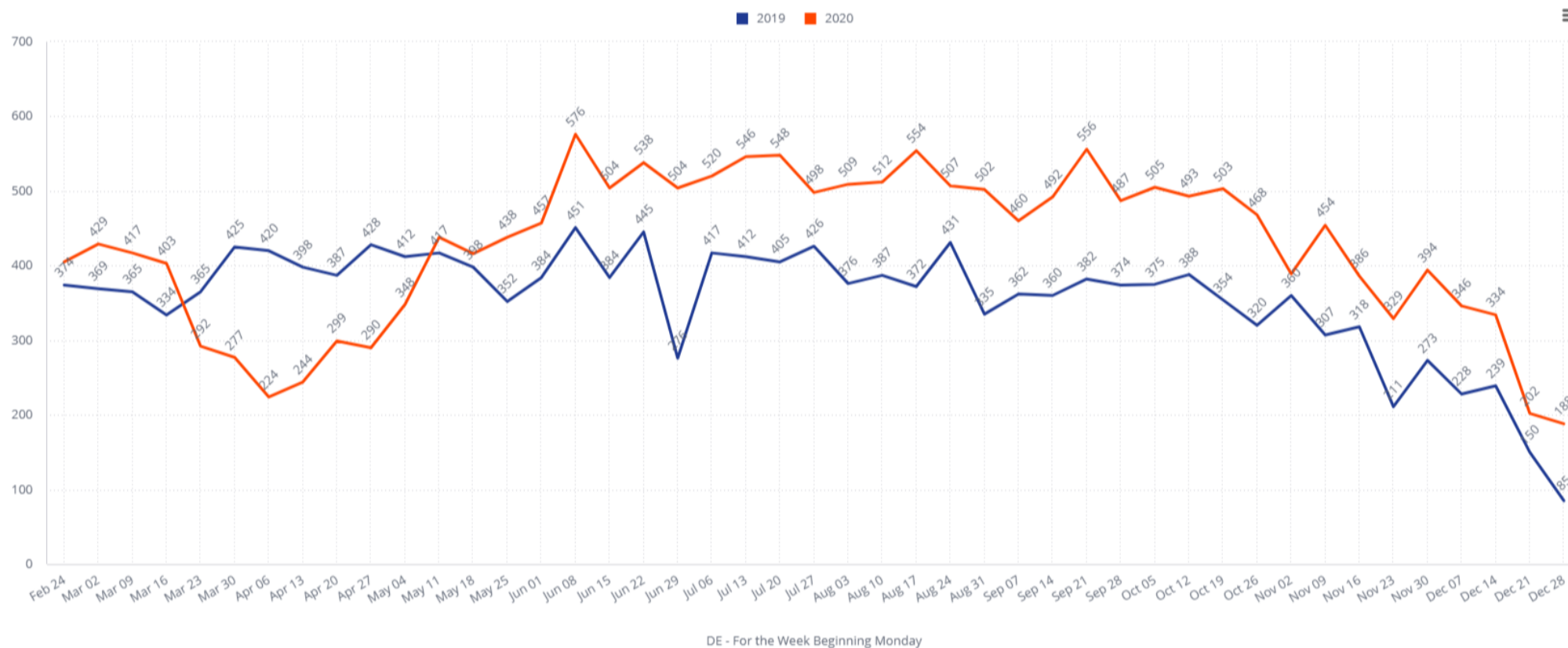
DE's new listing levels tracked at 186.5% of the same week from December 2019.



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

Weekly “New Purchase Contracts” for DE

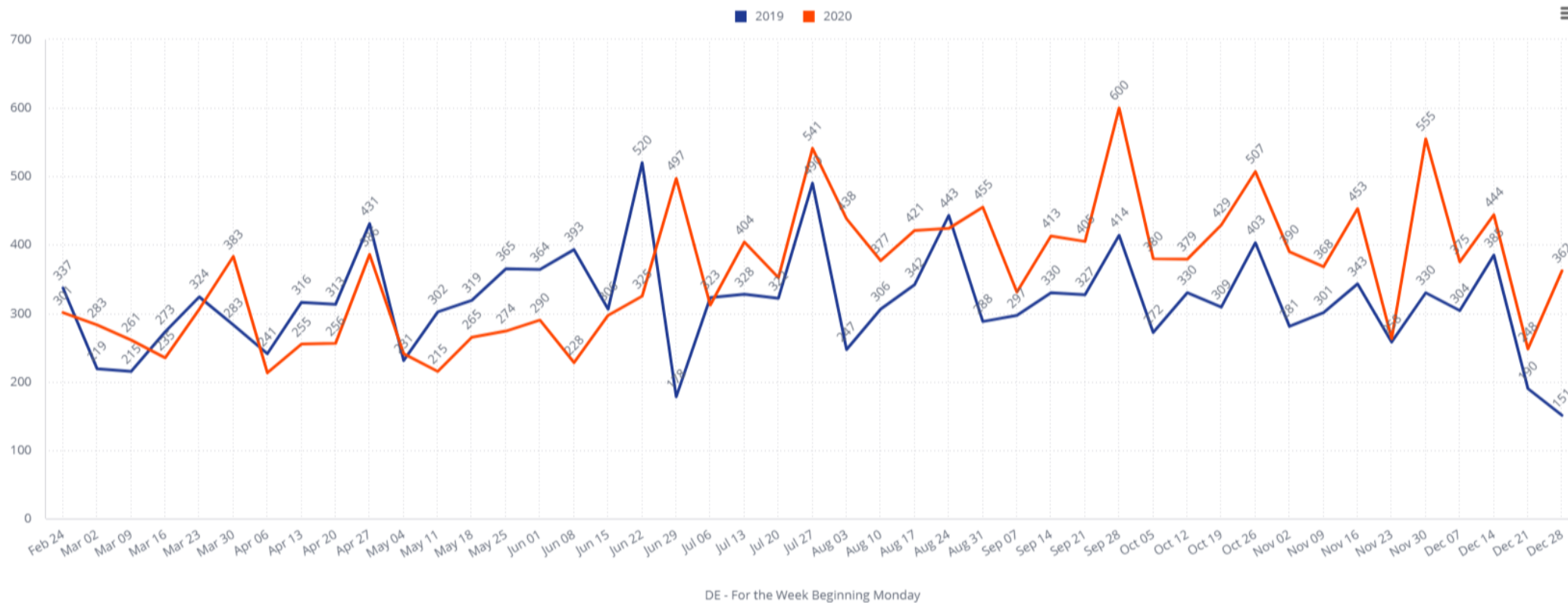
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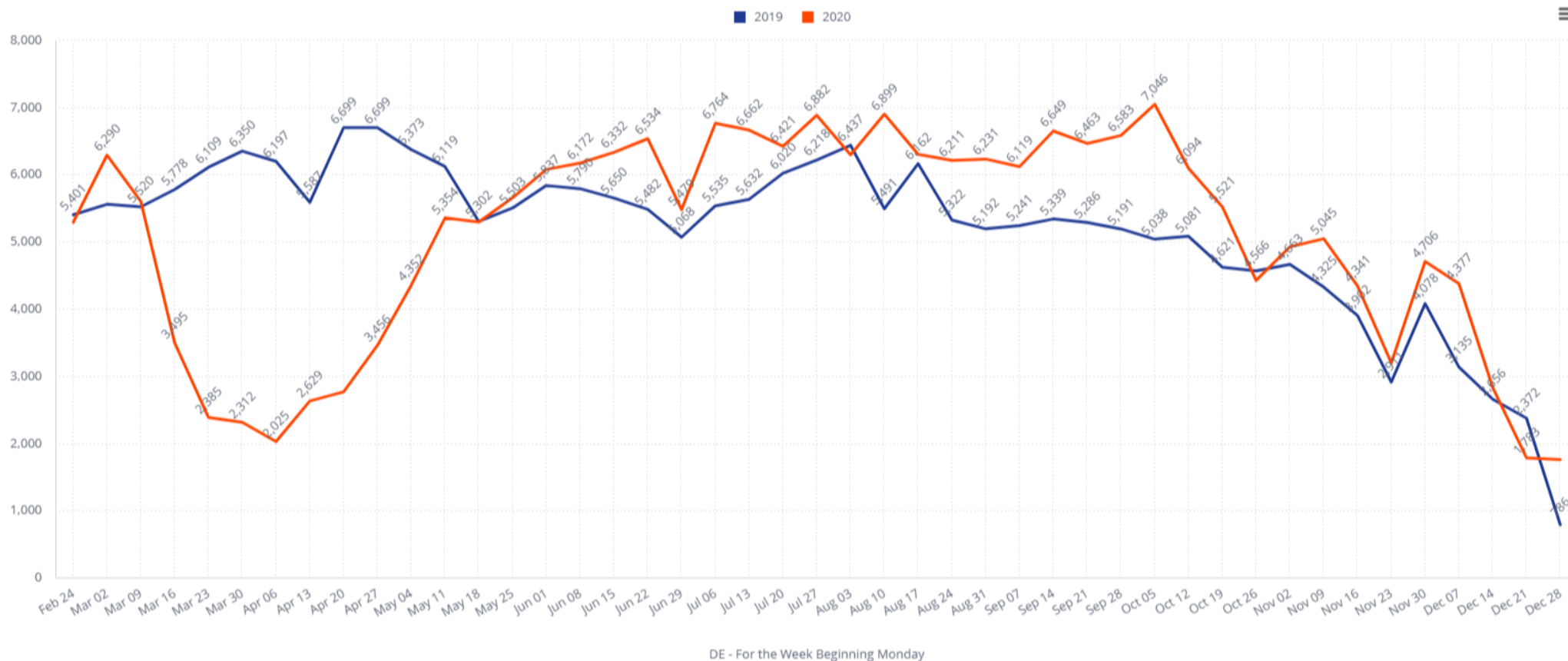
Weekly Number of “New Closed” Listings for DE

Closing levels landed at 218.4% compared to the same week last year.



Weekly Showing Activity for DE

Showing levels tracked at 184.2% of the same week from 2019.

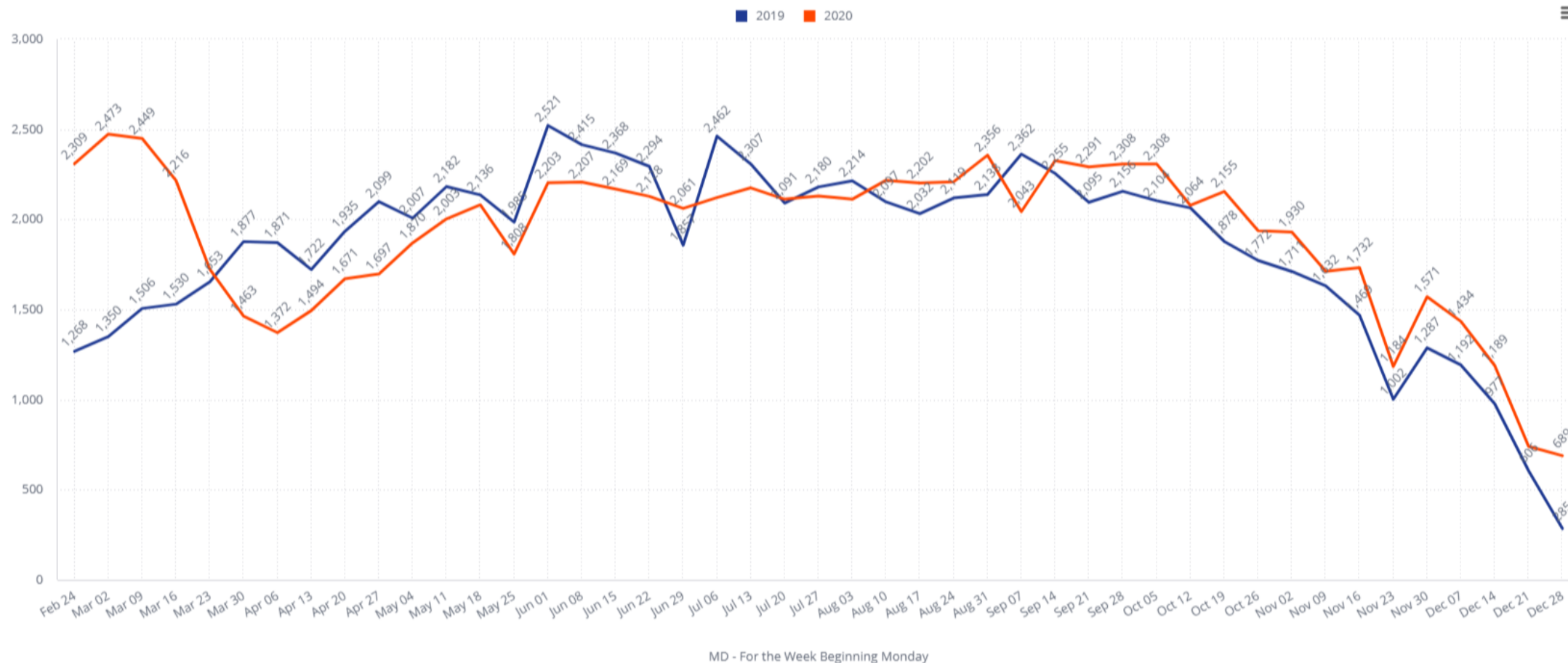


Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

COVID-19 Market Trends Maryland

Weekly “New Listings” for MD

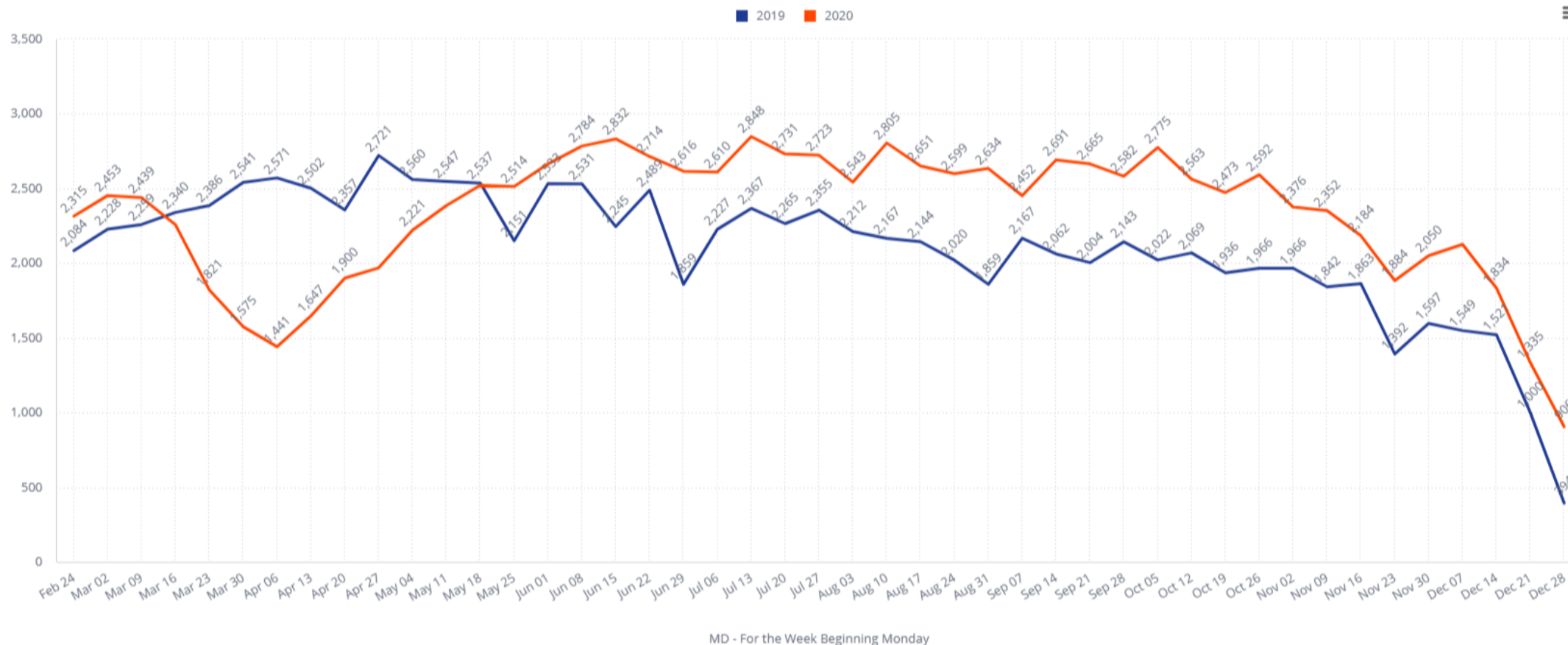
MD's new listing levels tracked at 198.0% of the same week from December 2019.



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

Weekly “New Purchase Contracts” for MD

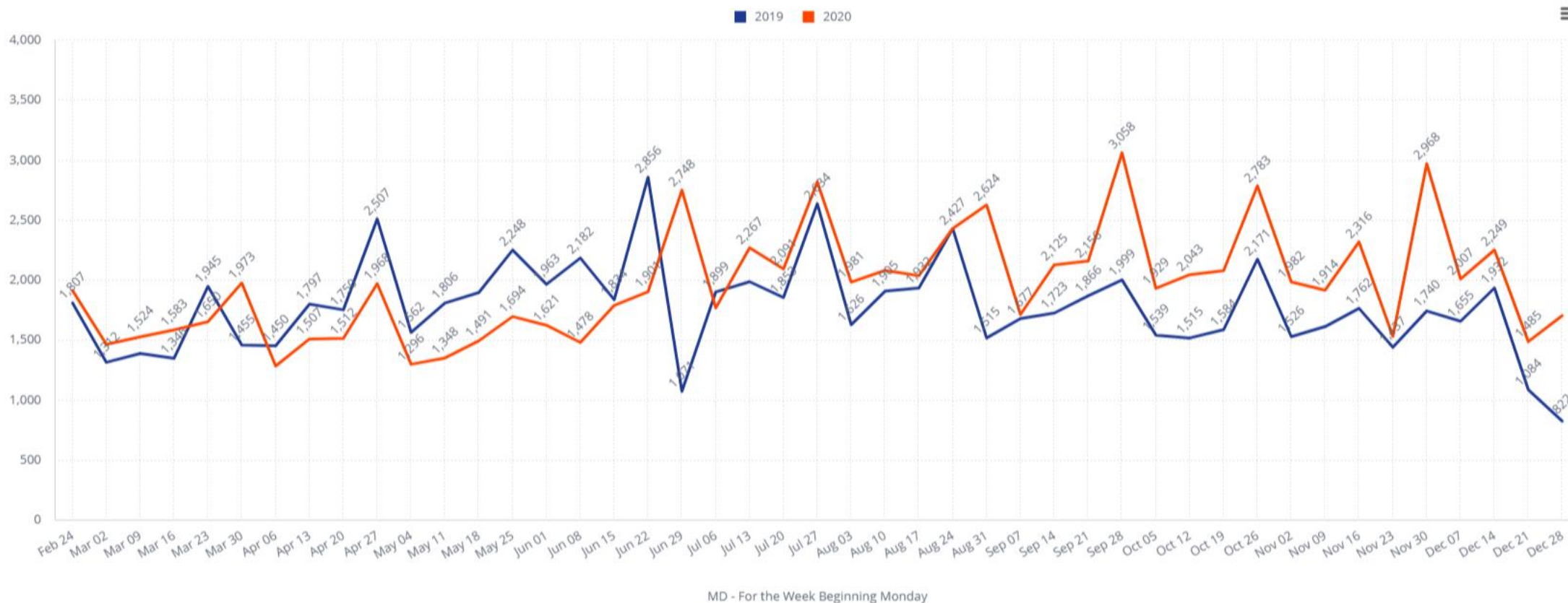
New contract levels came in at 177.2% of the same week from 2019.



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

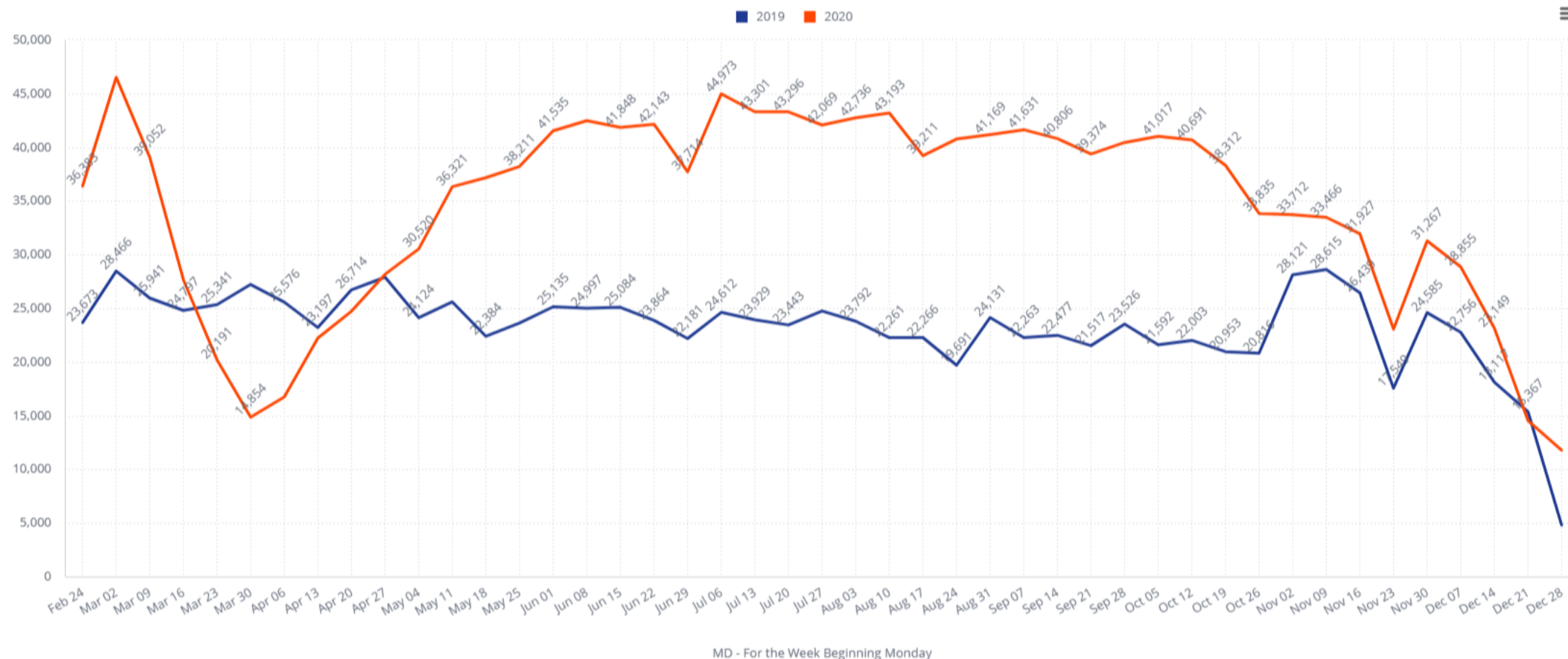
Weekly Number of “New Closed” Listings for MD

Closing levels landed at 183.5% compared to the same week last year.



Weekly Showing Activity for MD

Showing levels tracked at 202.2% of the same week from 2019.

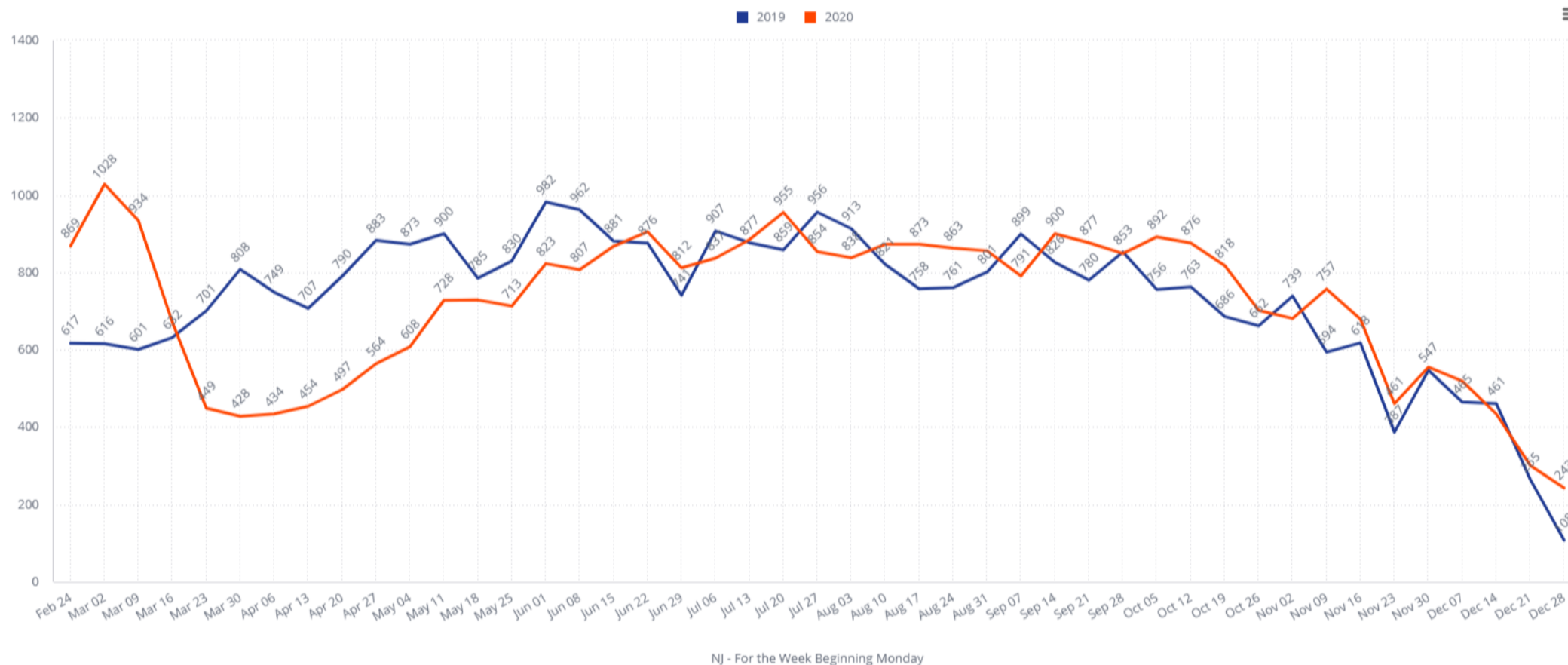


Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

COVID-19 Market Trends New Jersey

Weekly “New Listings” for NJ

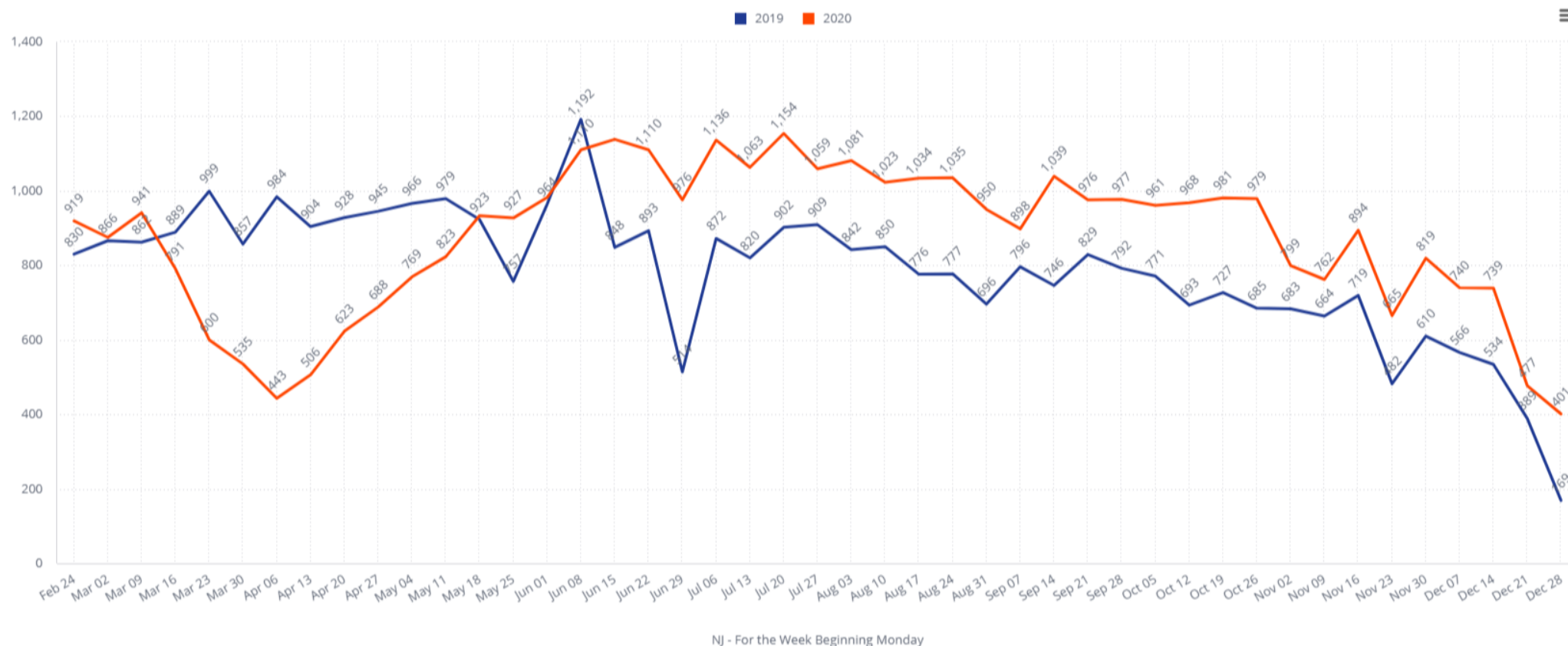
NJ's new listing levels tracked at 156.3% of the same week from December 2019.



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

Weekly “New Purchase Contracts” for NJ

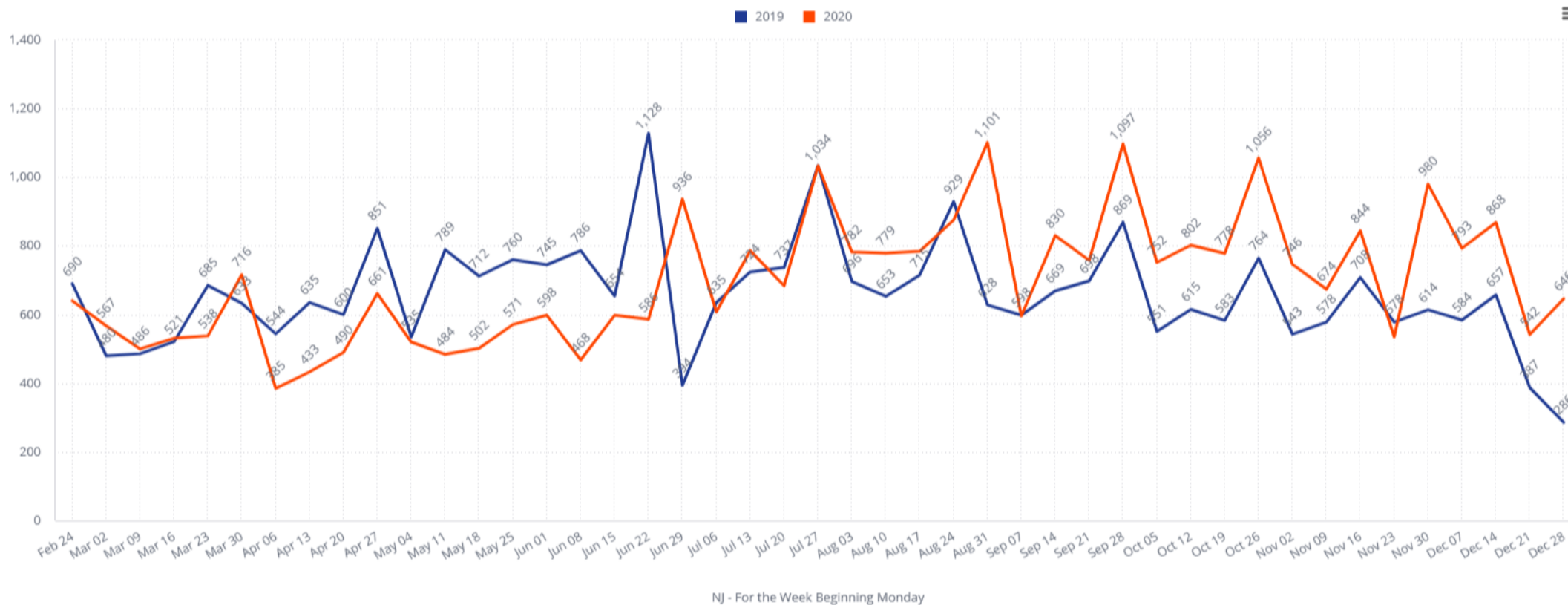
New contract levels came in at 200.0% of the same week from 2019.



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

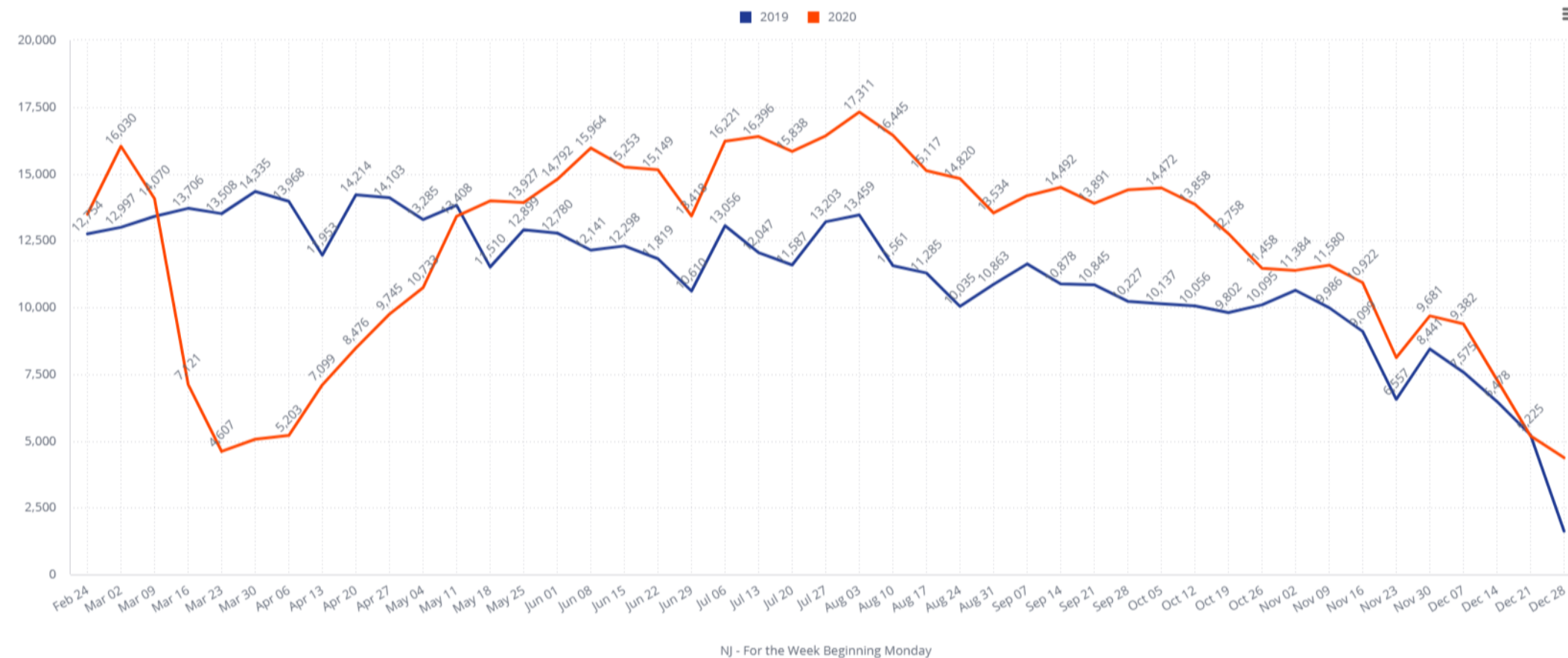
Weekly Number of “New Closed” Listings for NJ

Closing levels landed at 206.6% compared to the same week last year.



Weekly Showing Activity for NJ

Showing levels tracked at 211.4% of the same week from 2019.

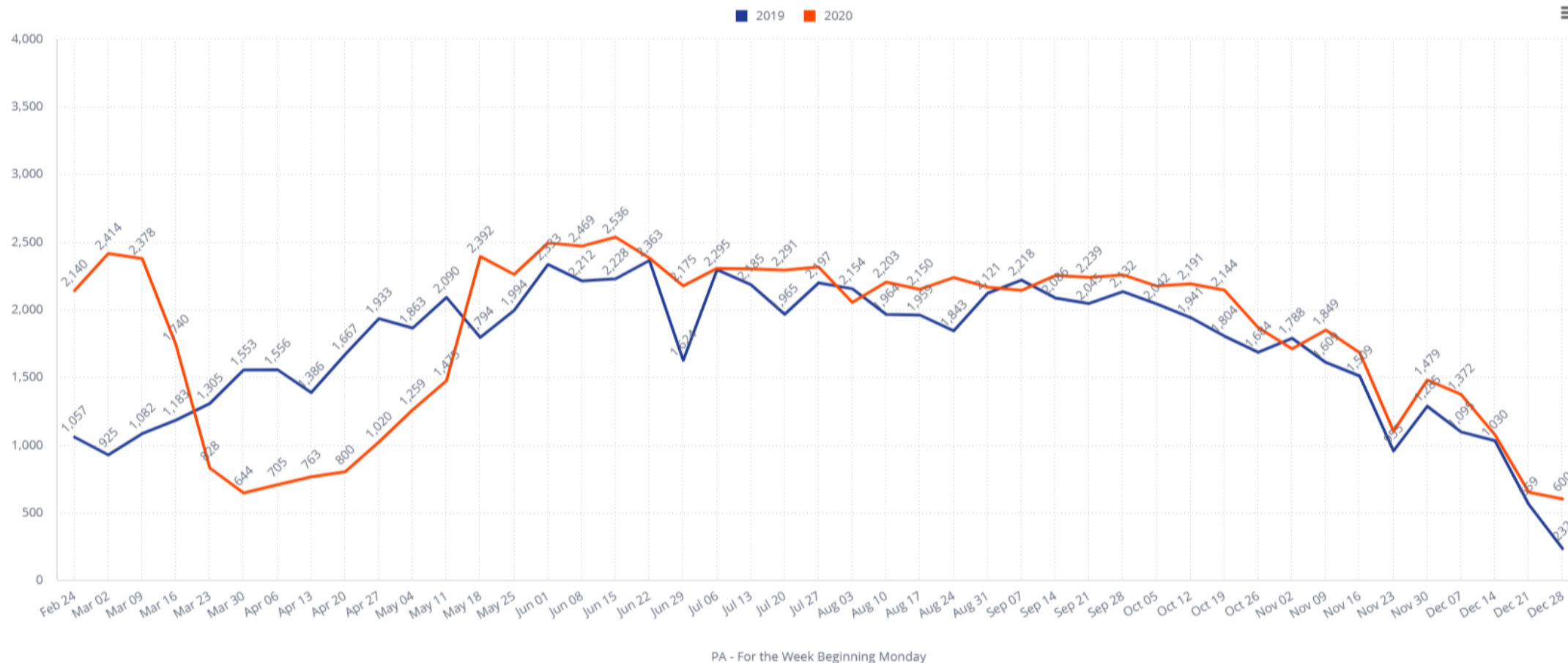


Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

COVID-19 Market Trends Pennsylvania

Weekly “New Listings” for PA

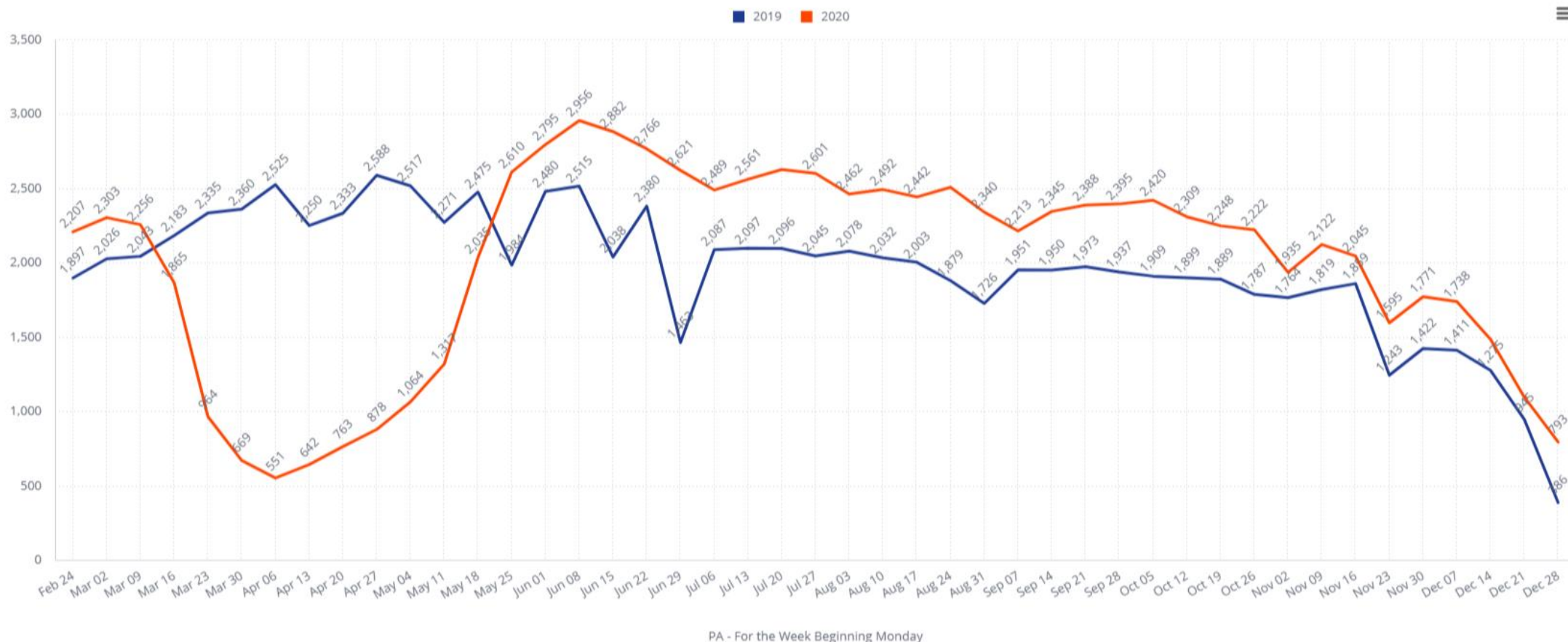
PA's new listing levels tracked at 212.4% of the same week from December 2019.



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

Weekly “New Purchase Contracts” for PA

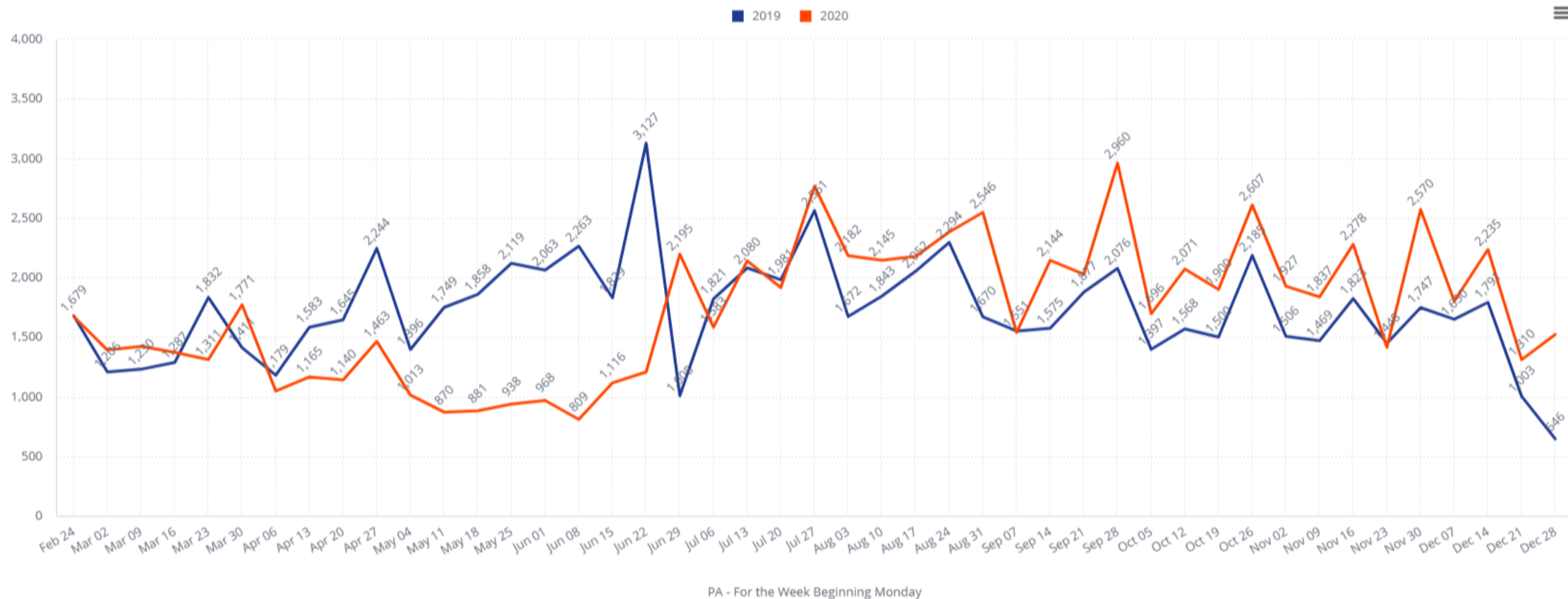
New contract levels came in at 169.3% of the same week from 2019.



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

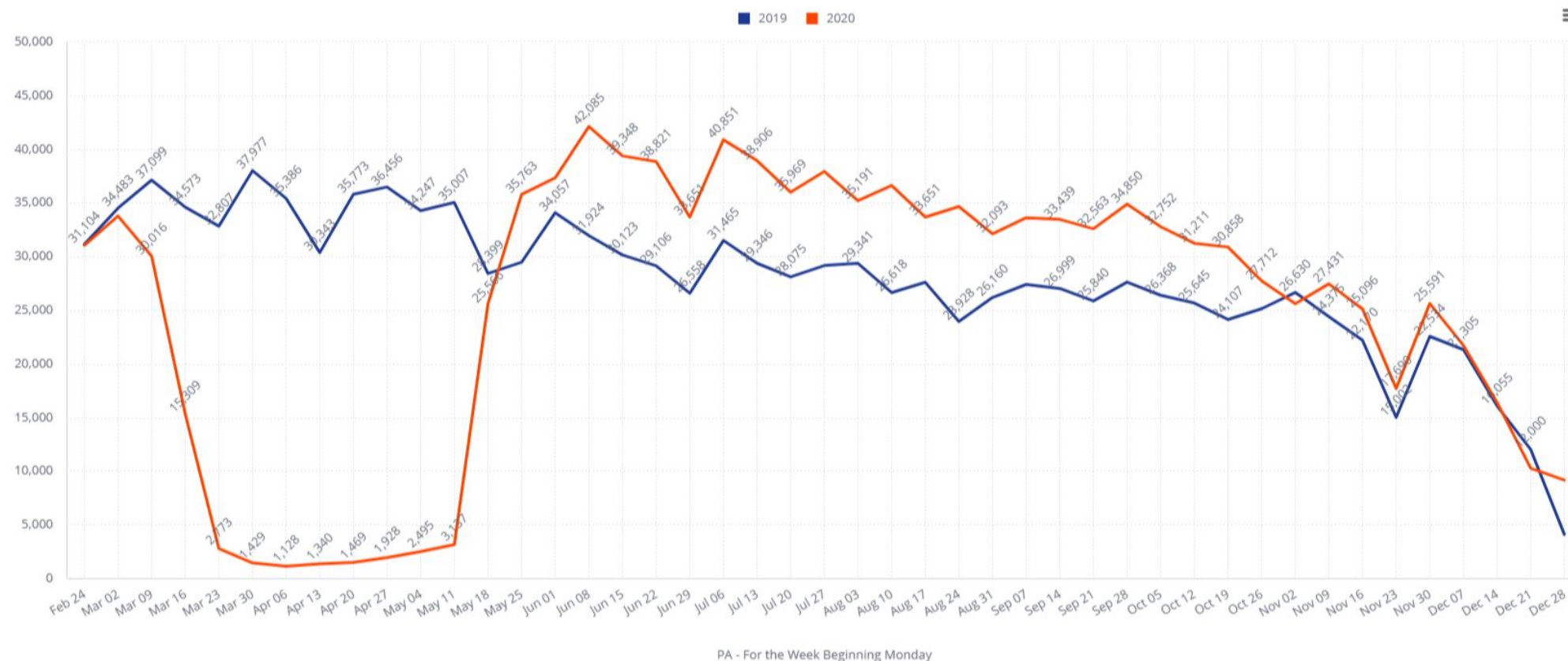
Weekly Number of “New Closed” Listings for PA

Closing levels landed at 220.4% compared to the same week last year.



Weekly Showing Activity for PA

Showing levels tracked at 258.6% of the same week from 2019.



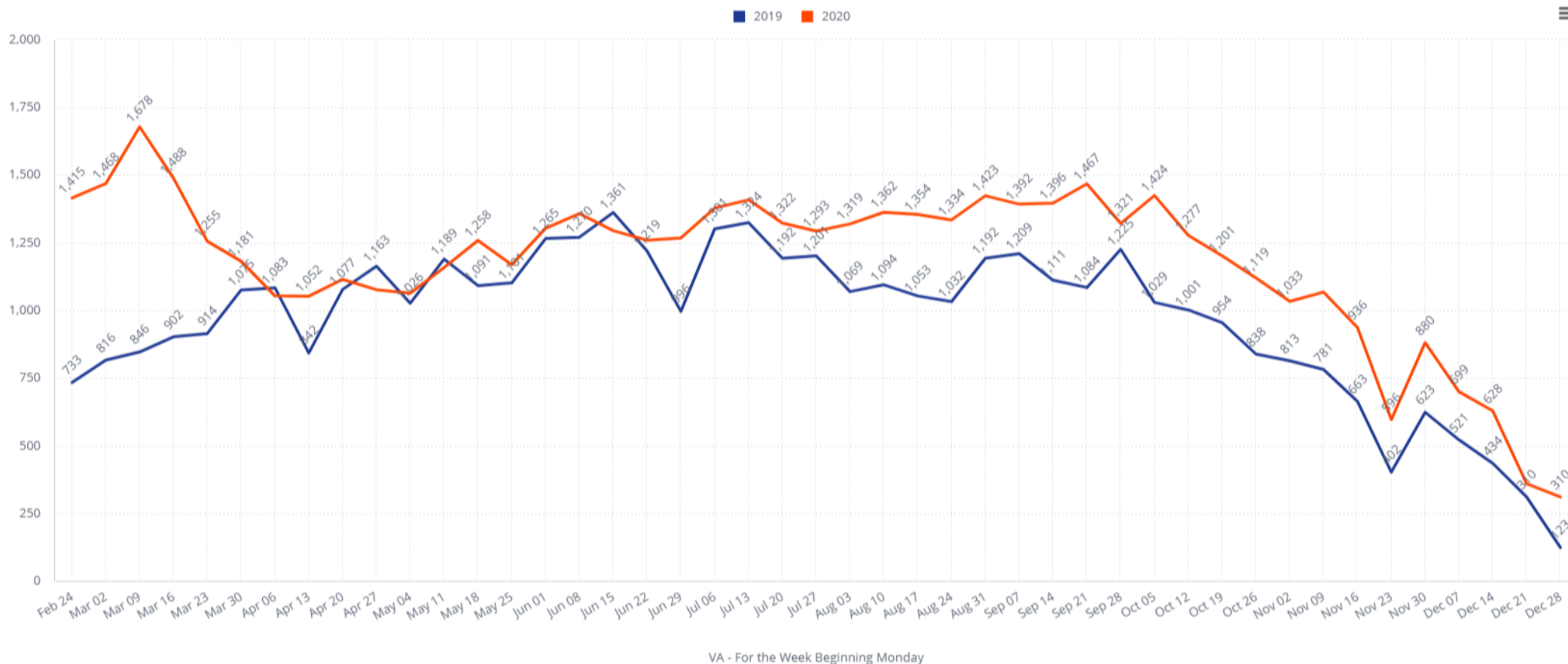
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

COVID-19 Market Trends

Virginia

Weekly “New Listings” for VA

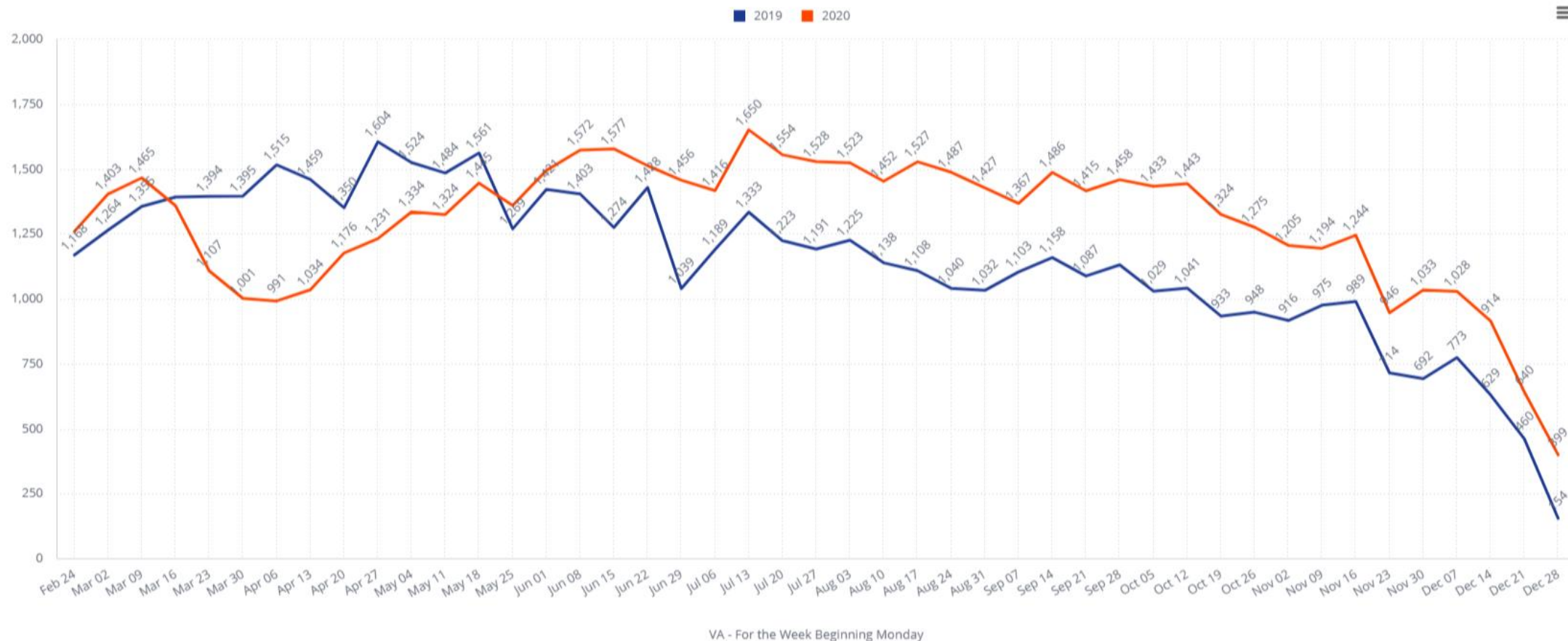
VA's new listing levels tracked at 200.0% of the same week from December 2019.



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

Weekly “New Purchase Contracts” for VA

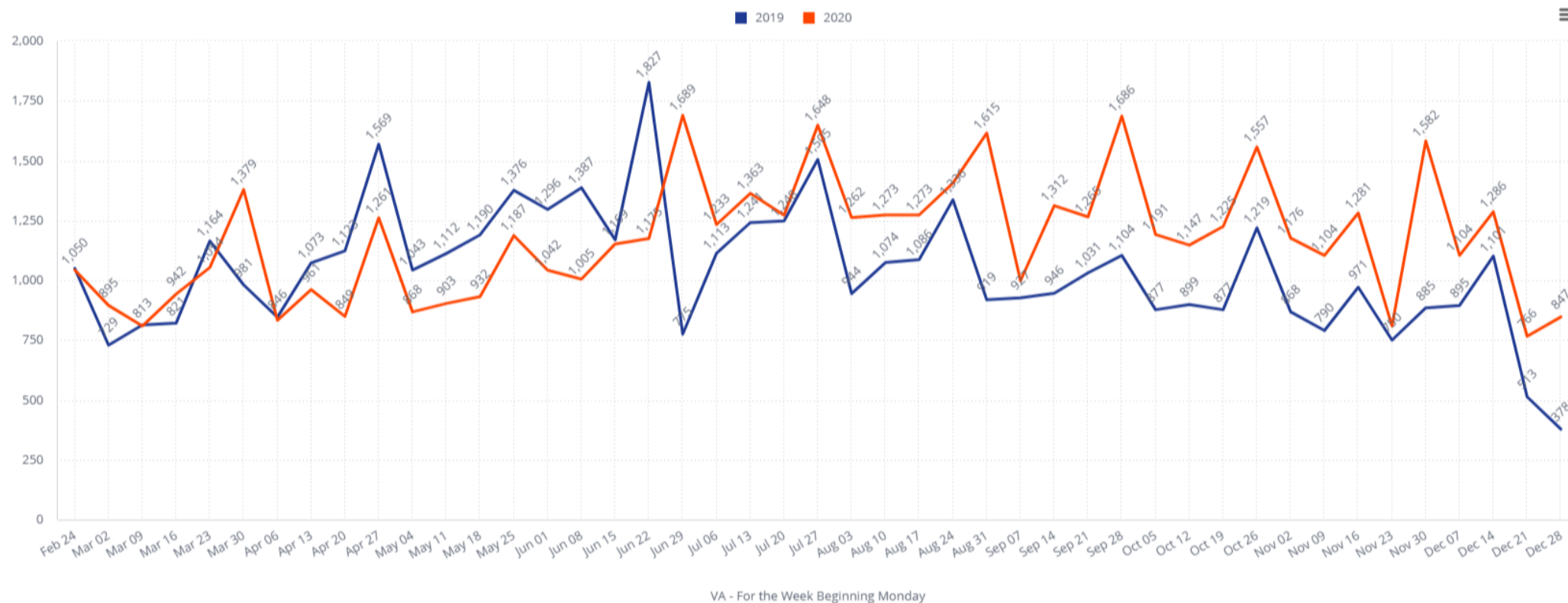
New contract levels came in at 164.3% of the same week from 2019.



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

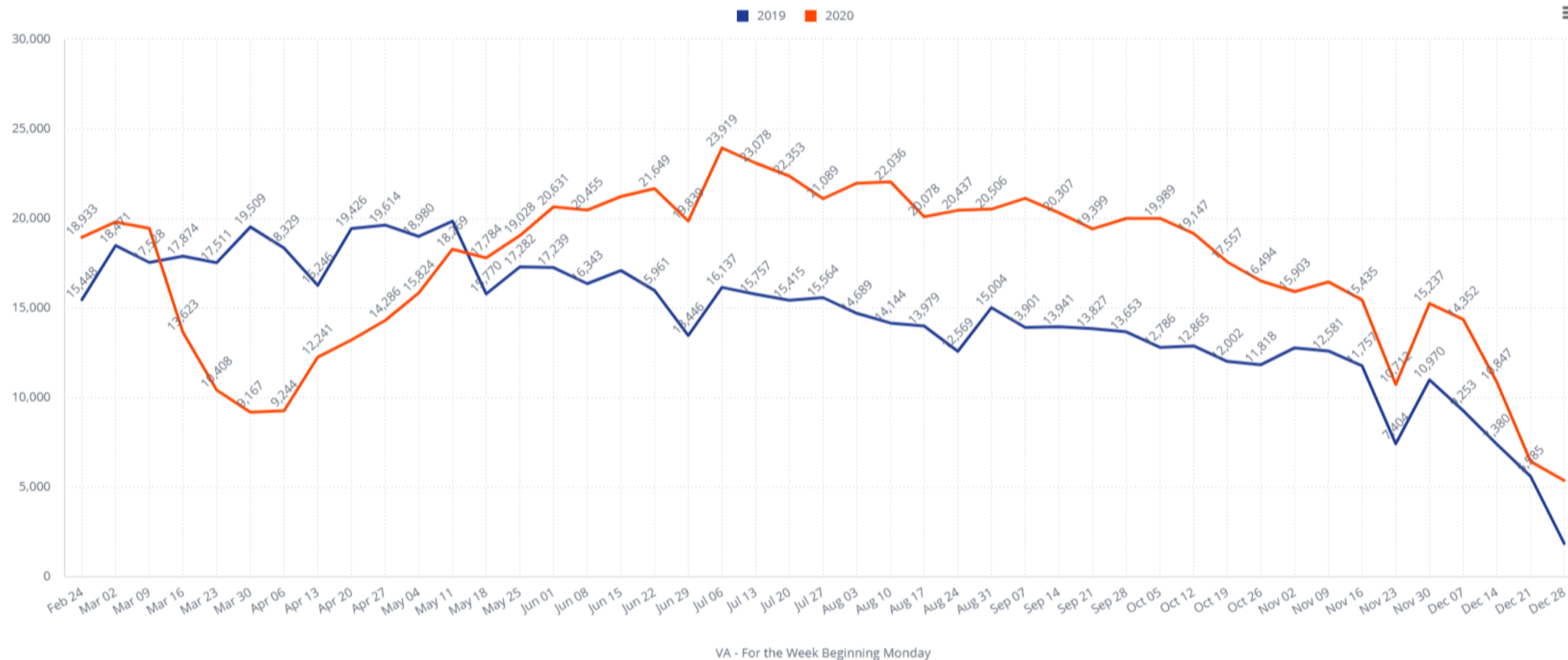
Weekly Number of “New Closed” Listings for VA

Closing levels landed at 190.1% compared to the same week last year.



Weekly Showing Activity for VA

Showing levels tracked at 252.0% of the same week from 2019.

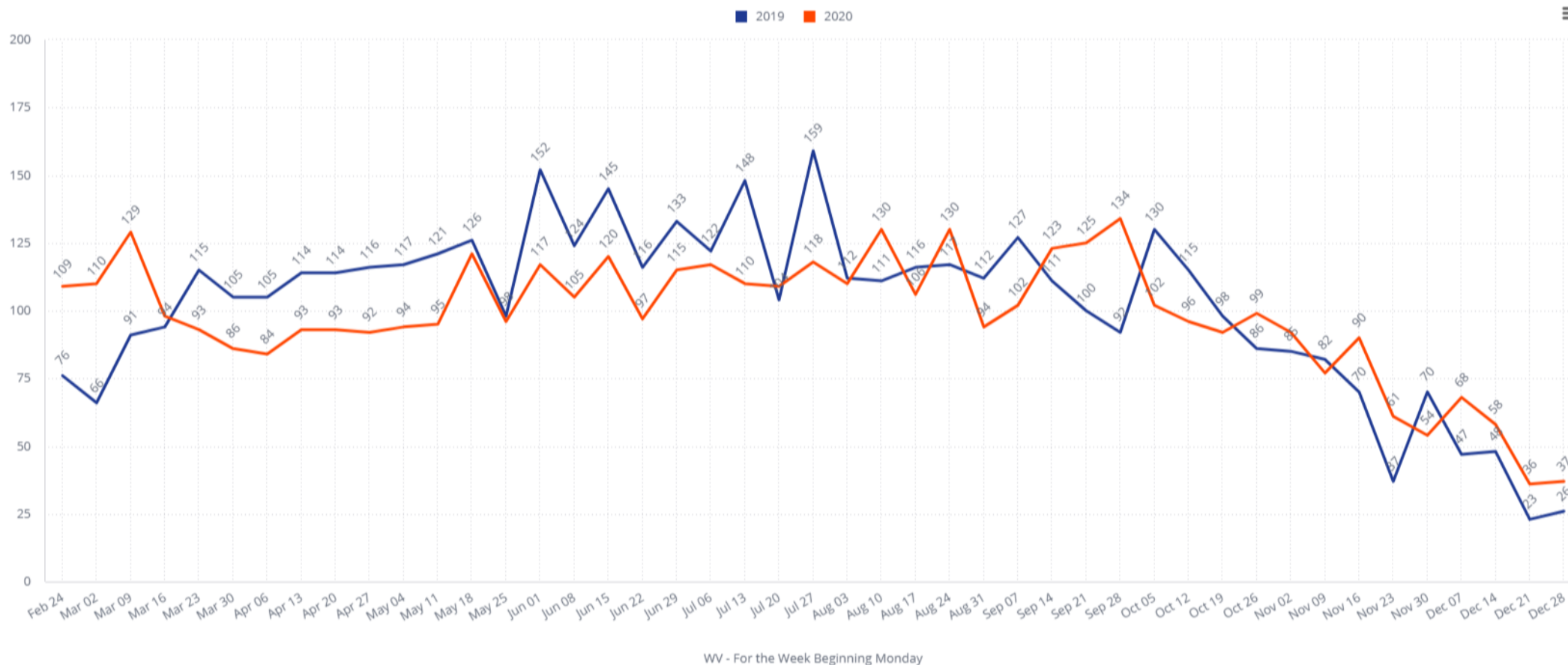


Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

COVID-19 Market Trends West Virginia

Weekly “New Listings” for WV

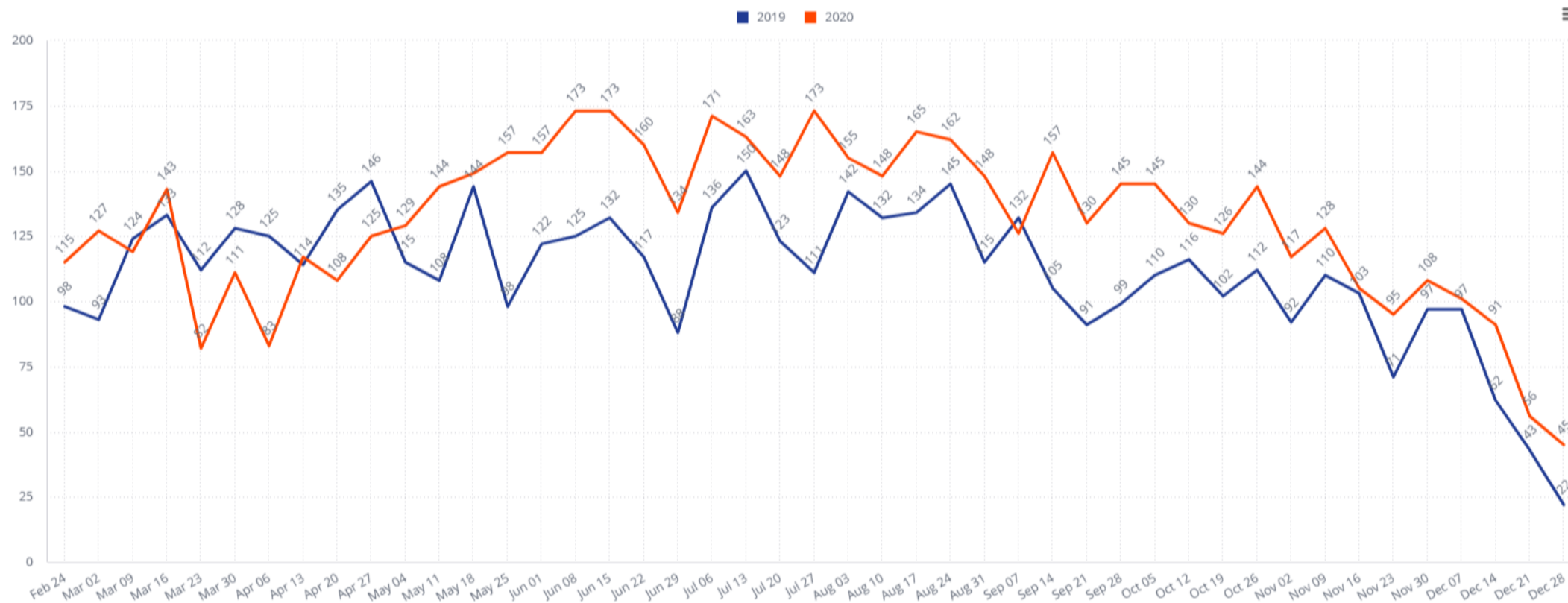
WV's new listing levels tracked at 142.9% of the same week from December 2019.



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

Weekly “New Purchase Contracts” for WV

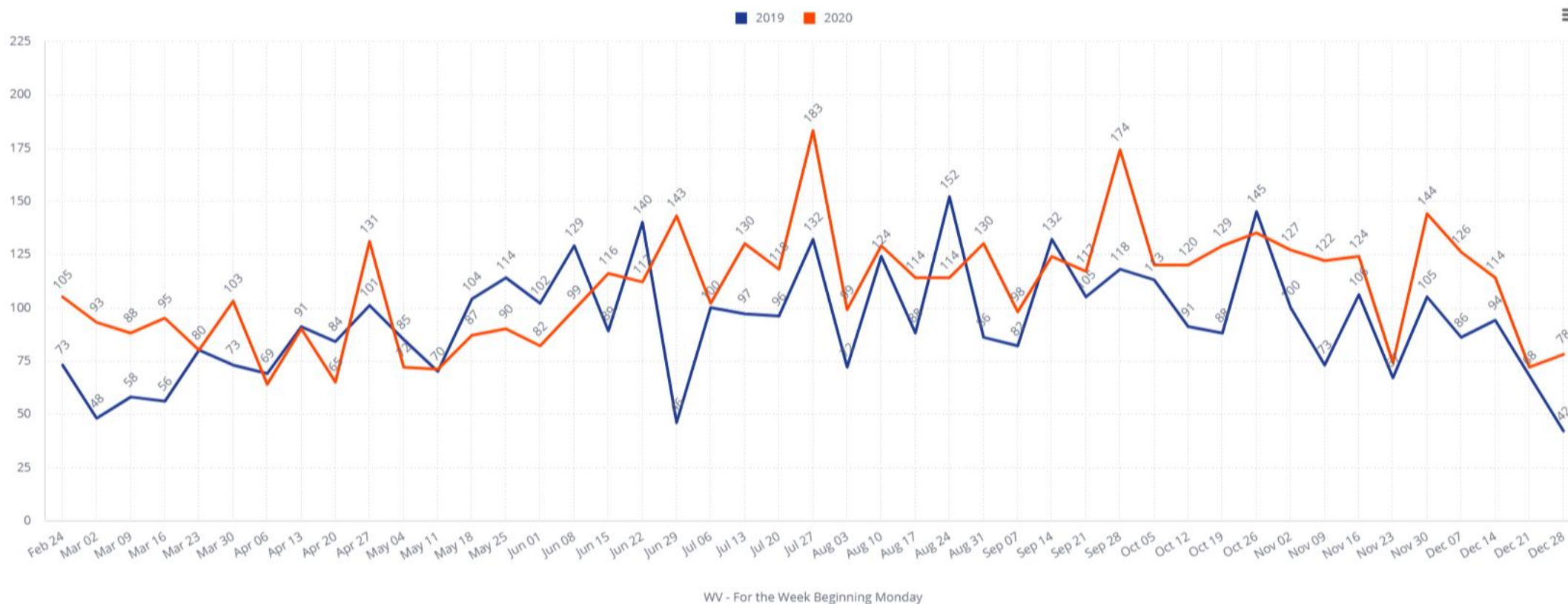
New contract levels came in at 151.6% of the same week from 2019.



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

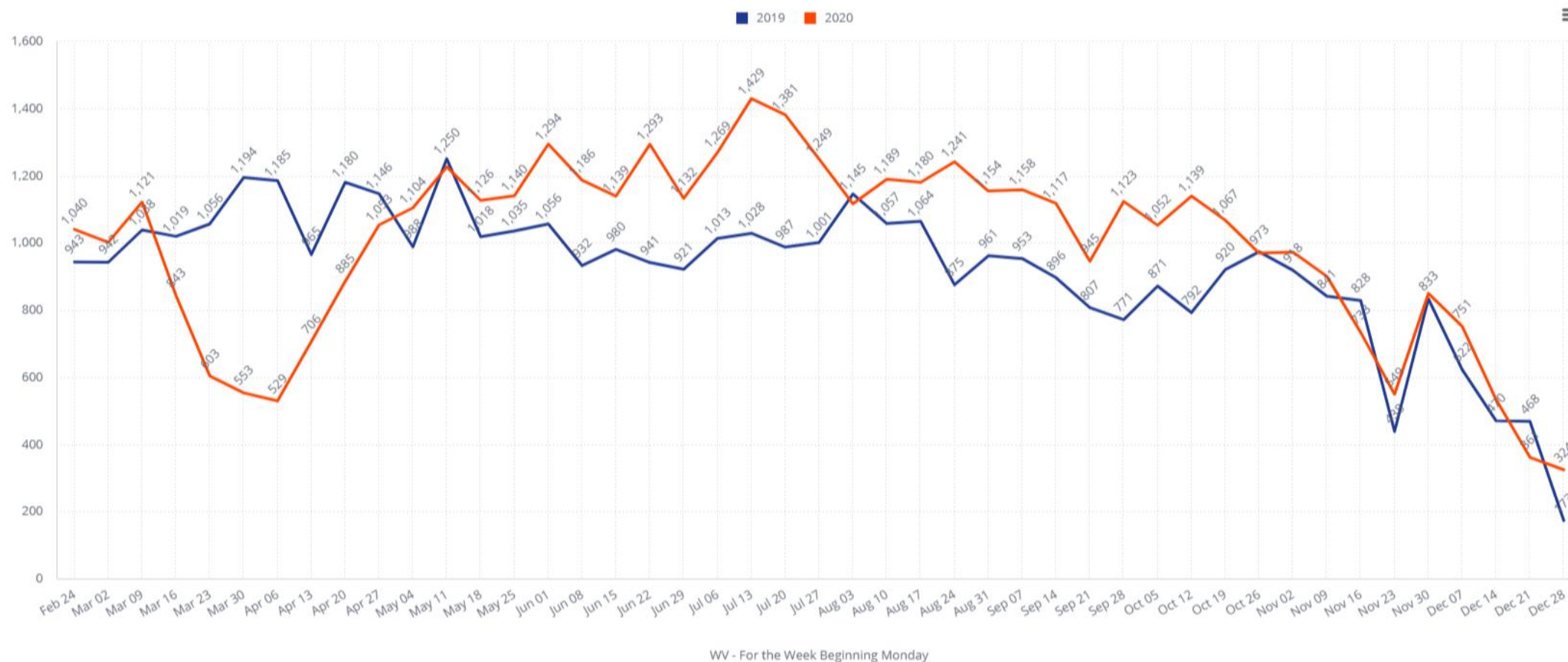
Weekly Number of “New Closed” Listings for WV

Closing levels landed at 162.8% compared to the same week last year.



Weekly Showing Activity for WV

Showing levels tracked at 187.3% of the same week from 2019.



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