

# Weekly Market Report

---

Week Ending June 26, 2022

# Summary - Week Ending June 26, 2022

---

- Average daily inventory continues to increase and this week was the highest inventory level of the year. Inventory tracked above both 2021 and 2020 for the first time this year.
- New contracts continued to decline compared to last year with contracts falling 1.3% from the previous week. Contract declines were seen across every state except for West Virginia.
- With demand continuing to soften, showings continued to dip compared to last year's historic market. The average showings per week for the last month was 88,729 which was down 25.7% from last year.

# Weekly Market Trends

---

## Footprint

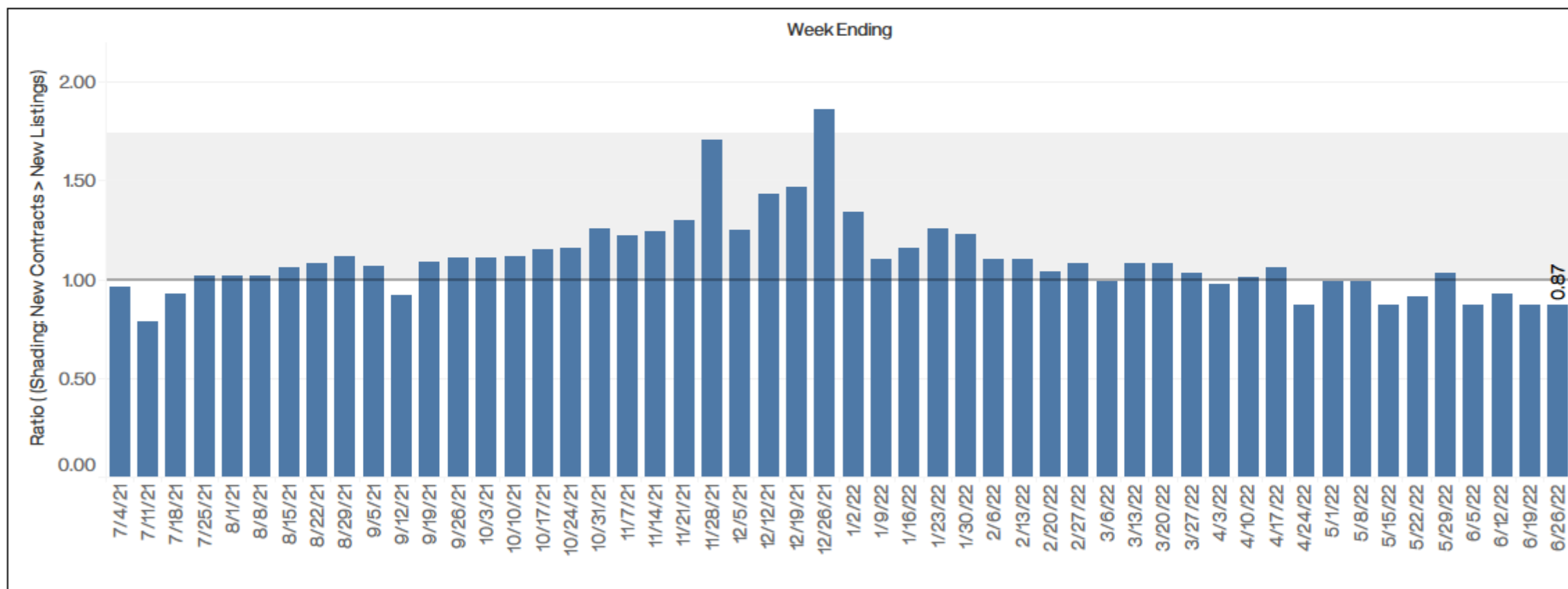
1. [New Purchase Contract to New Listing Ratio](#)
2. [Active New Listings](#)
3. [Weekly New Closed Listings](#)
4. [Weekly New Listings](#)
5. [Weekly New Purchase Contracts](#)
6. [Weekly Average Days: Purchase Contract to Closing](#)
7. [Weekly Showing Activity](#)

## By State

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

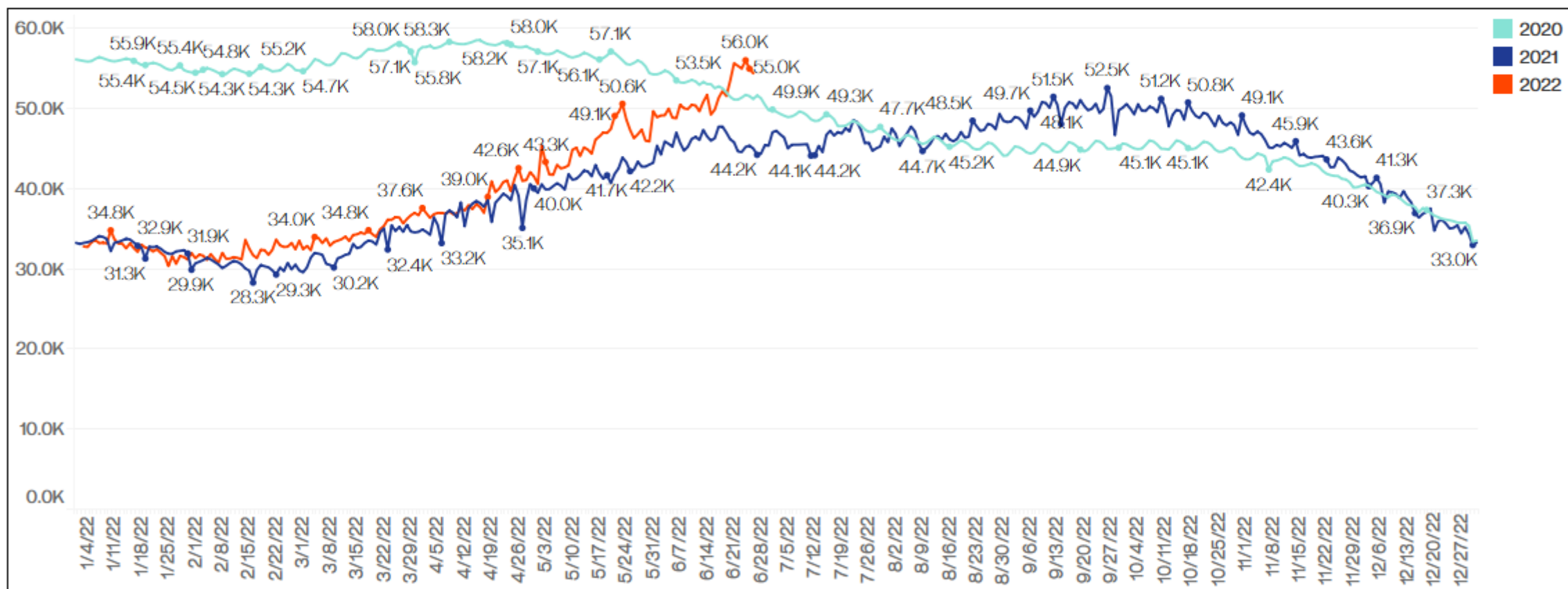
# New Purchase Contract to New Listing Ratio

- For the week, there were 87 new pending sales for every 100 new listings.
- MD led for the week with 96 new pending sales for every 100 new listings.



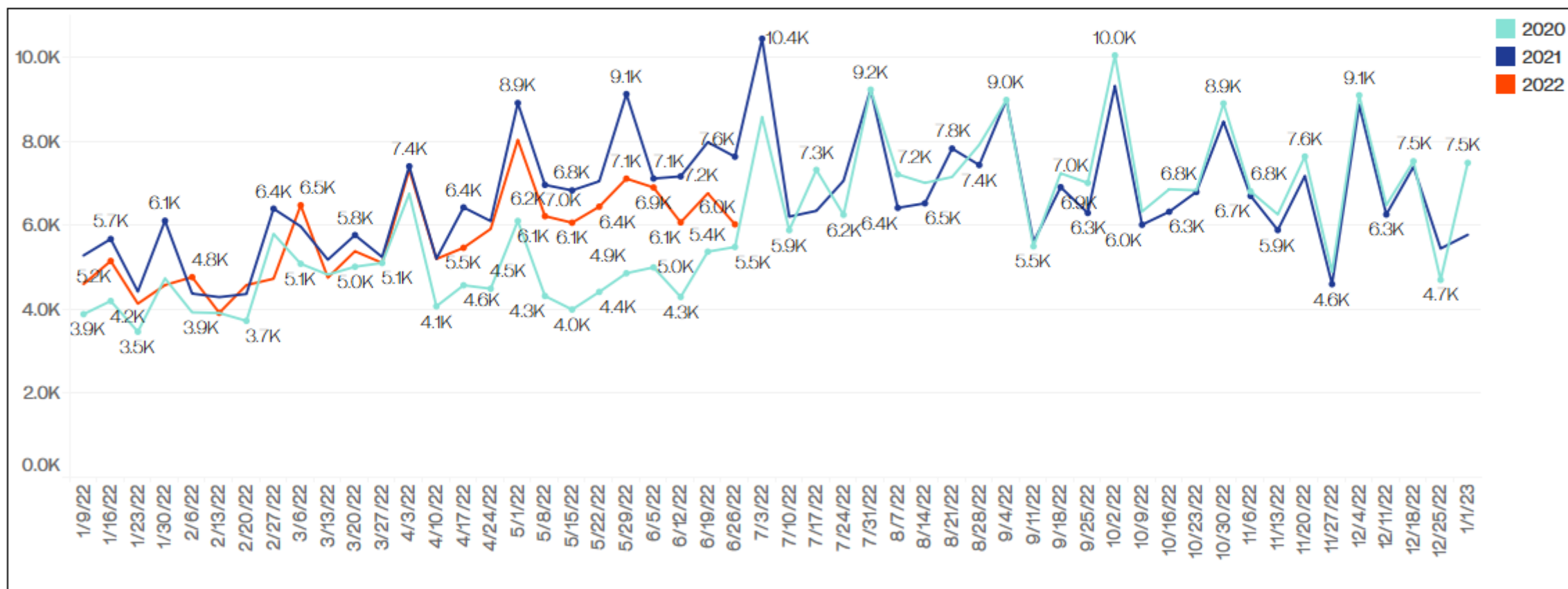
# Active New Listings

- For the week, average daily inventory remained above levels seen during the same week in 2021, with this week tracking at 121.5% of last year. For the first time in 2022, inventory levels tracked above the same week from 2020.



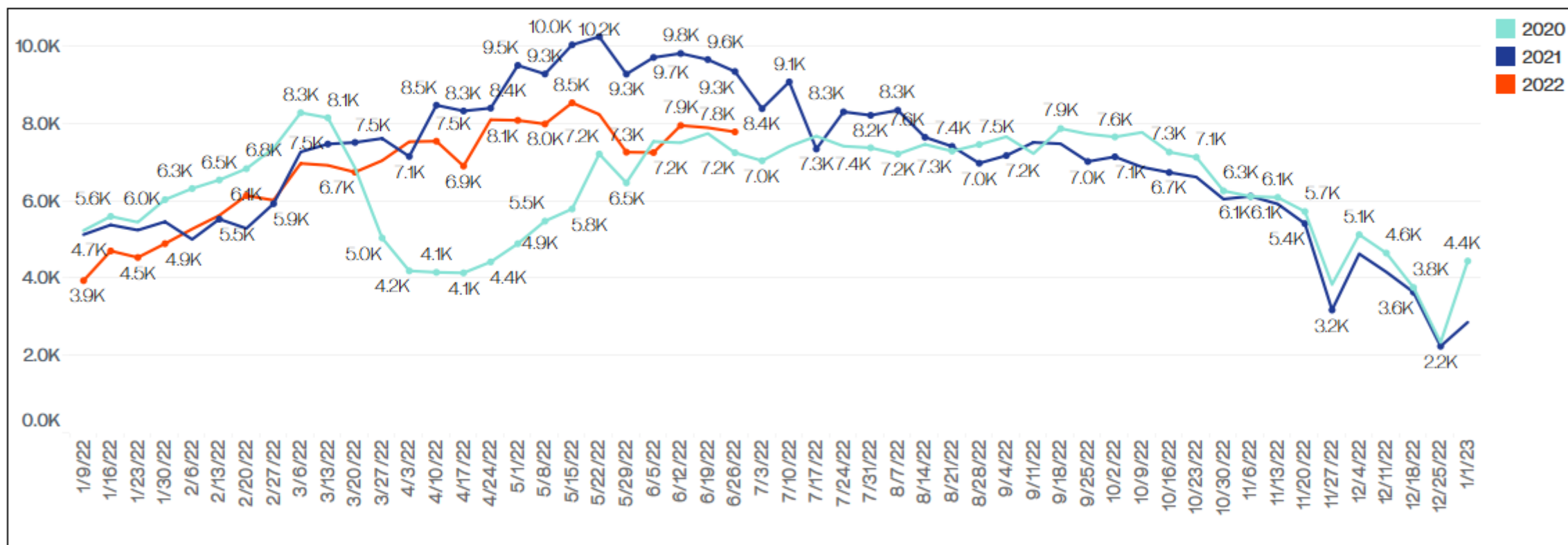
# Weekly New Closed Listings

- Closings fell for the week compared to the same time from last year, tracking at 84.7% for the week. Only WV saw closings rise compared to both 2021 and 2020.



# Weekly New Listings

• New listings remained below '21 levels (83.3%) for the week, with listing down 1.4% from the week prior. However, listings have averaged 7,712 listing per week over the past month.

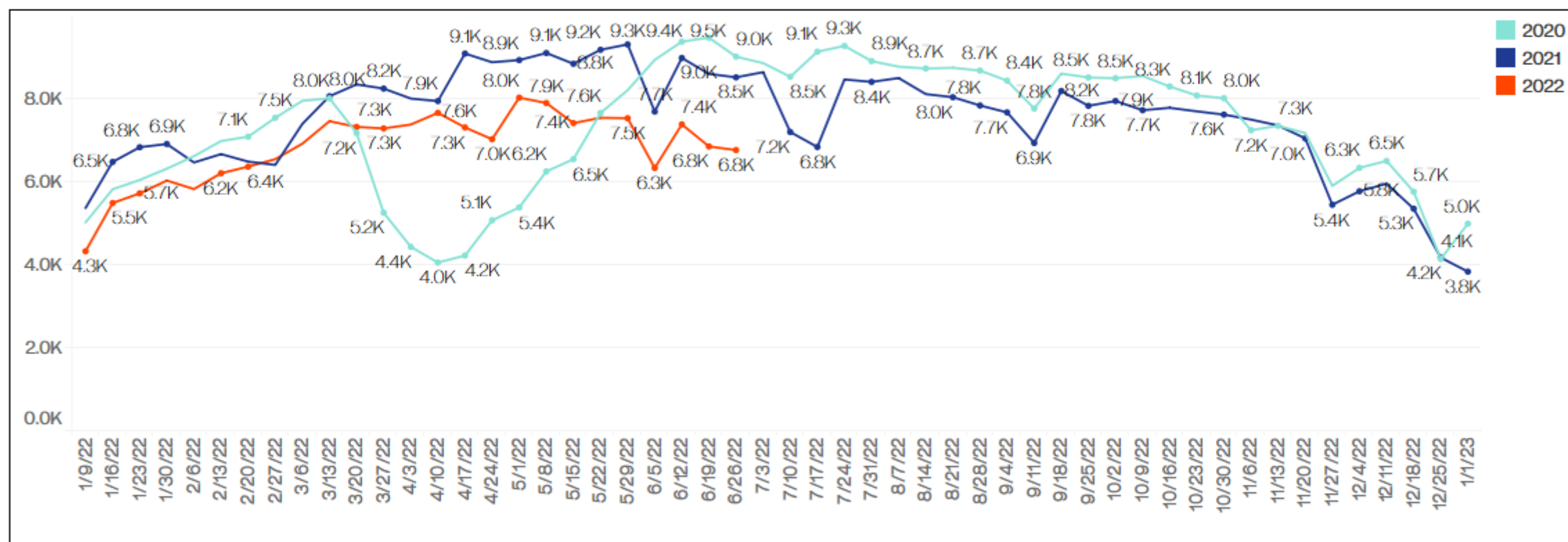


Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.



# Weekly New Purchase Contracts

- Contract activity continued to decline compared to both 2021 and 2020. Contracts fell 1.3% from the previous week with only West Virginia not seeing contract declines compared to the year prior.

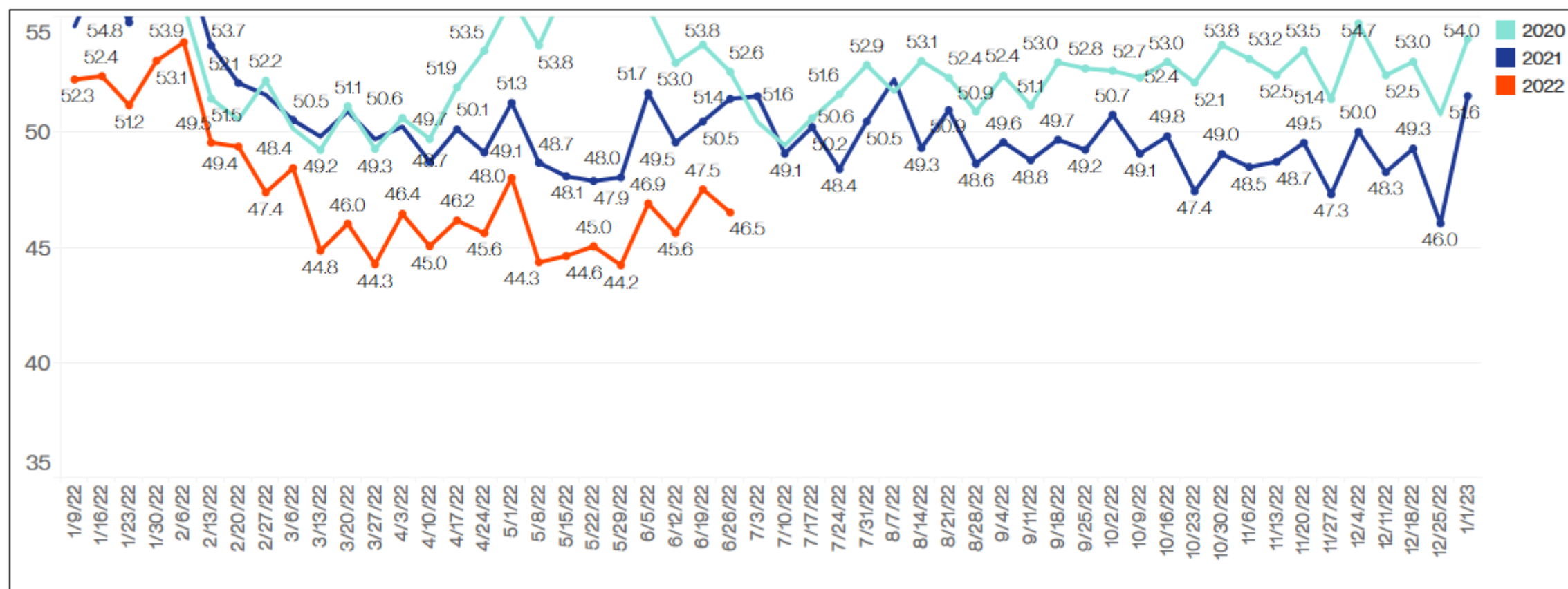


Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.



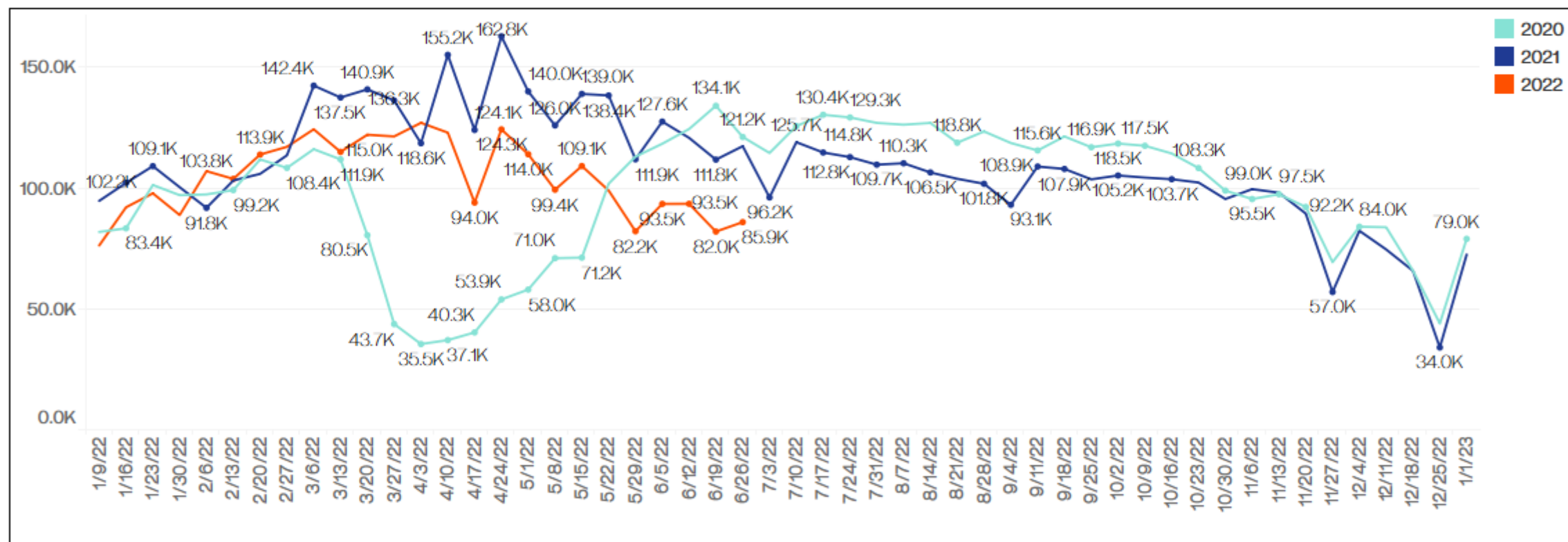
# Weekly Average Days: Purchase Contract to Closing

- The number of days from contract to closing (46) was four days less than the year prior.



# Weekly Showing Activity

- Showings tracked below the same week from 2021 at 73.2%. Over the past month showings have averaged 88,729 per week, which was down 25.7% from last year.



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

---

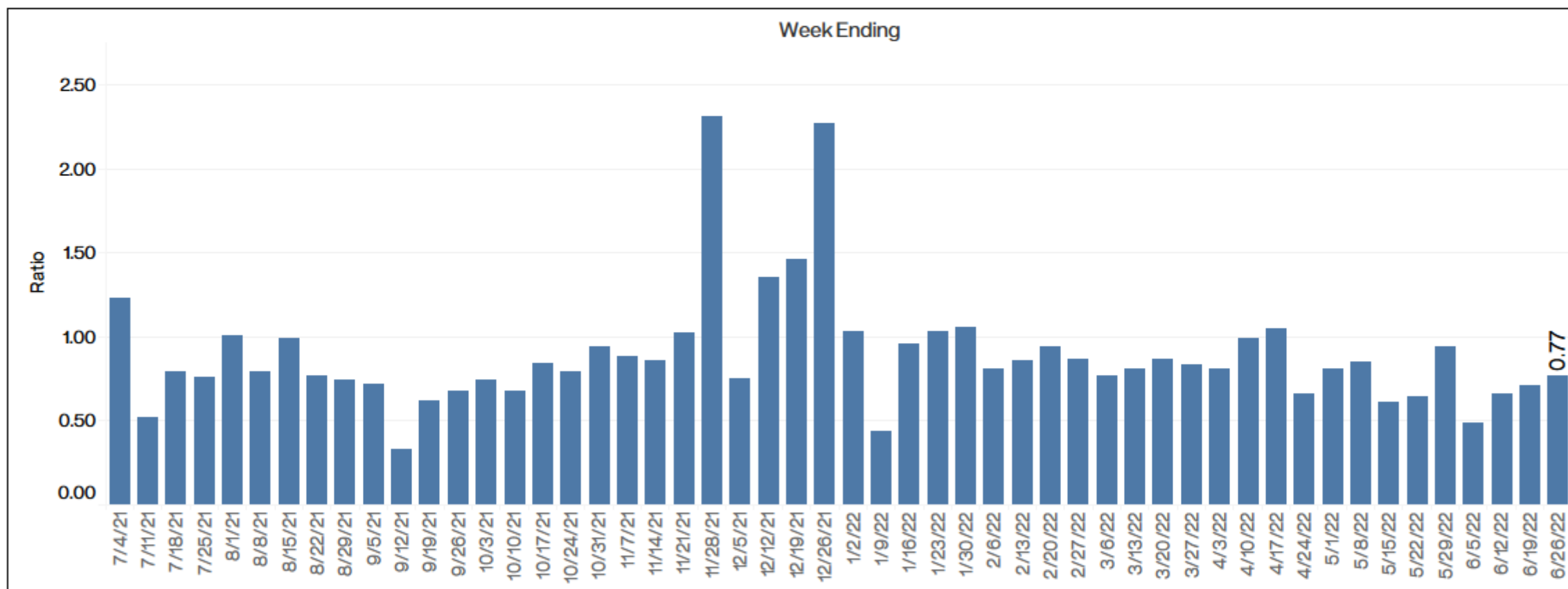
# Weekly Market Trends

---

District of Columbia

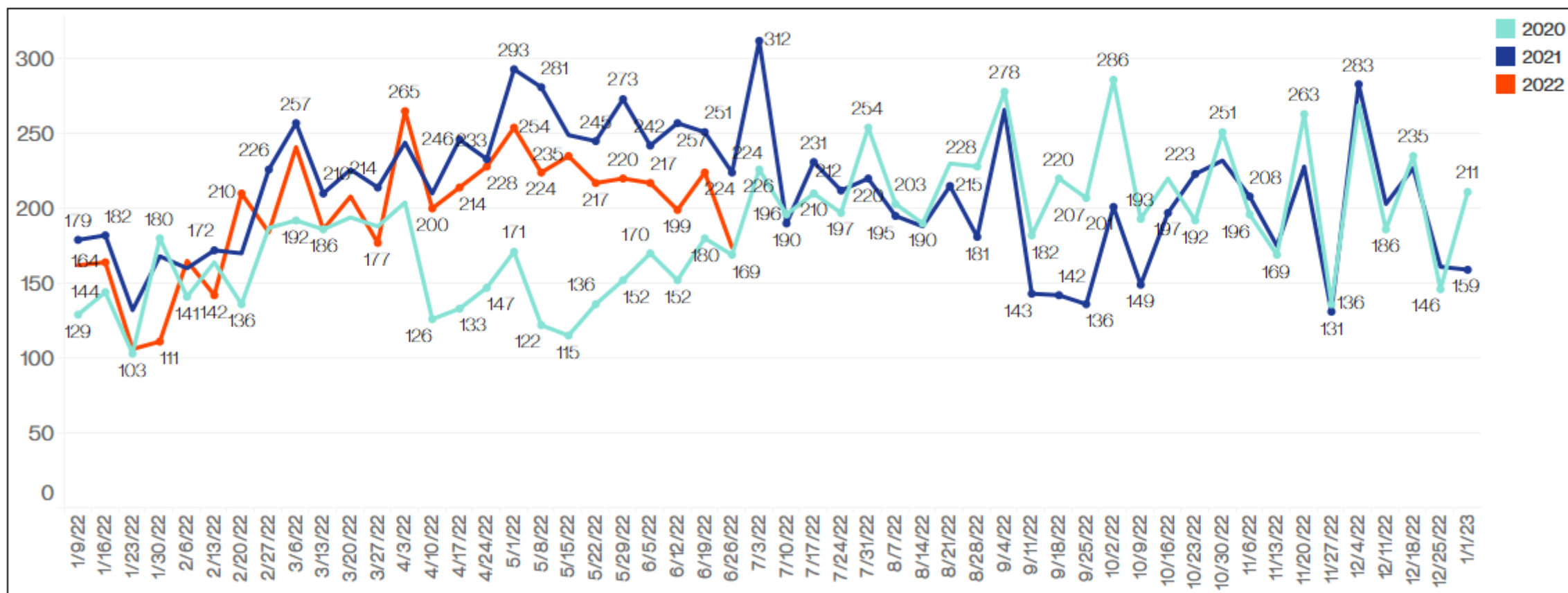
# DC - New Purchase Contract to New Listing Ratio

- For the week, there were 77 new pending home sales for every 100 new listings.



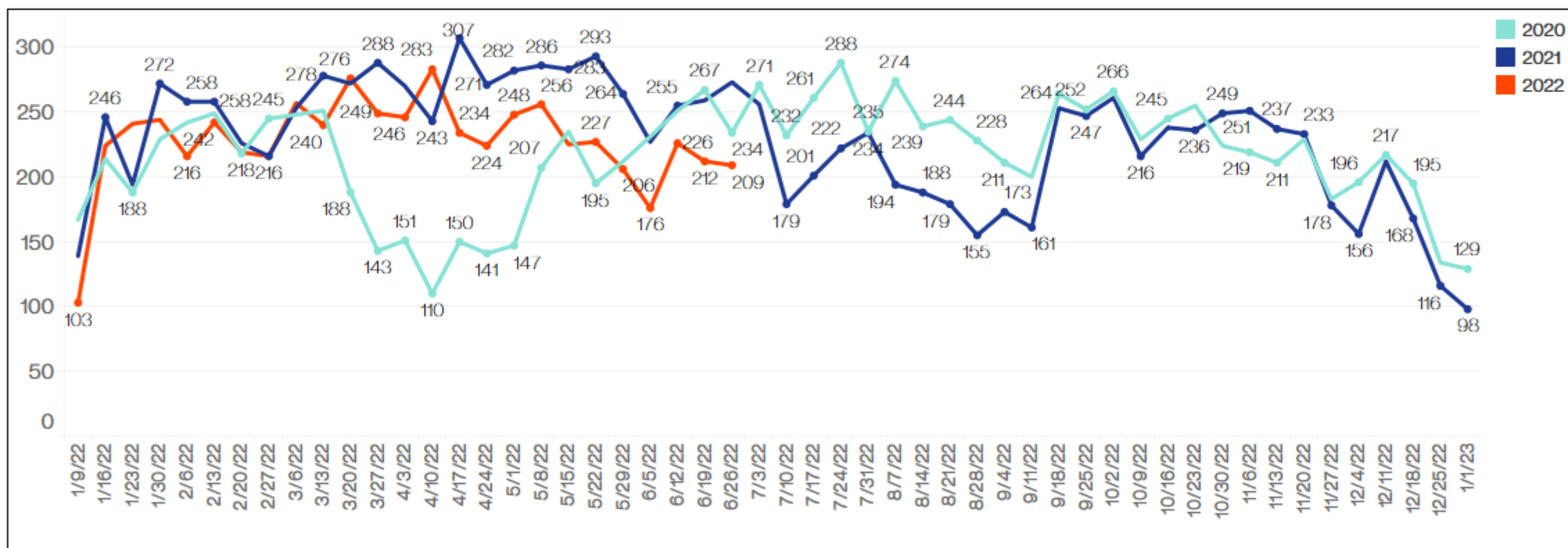
# DC - New Closed Listings

- Closing levels landed at 77.7% compared to the same week from June 2021 and 102.9% compared to 2020.



# DC - Weekly New Purchase Contracts

- New contract levels came in at 76.6% of the same week from June 2021, and 89.3% compared to 2020.

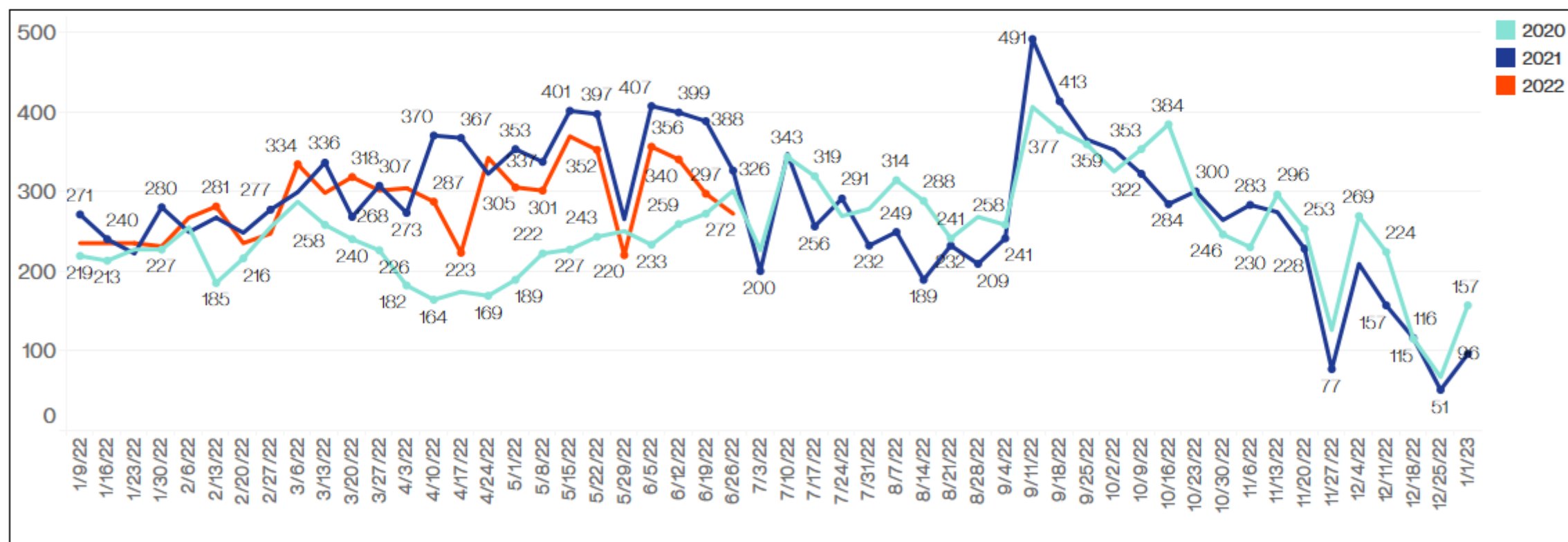


Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.



# DC - Weekly New Listings

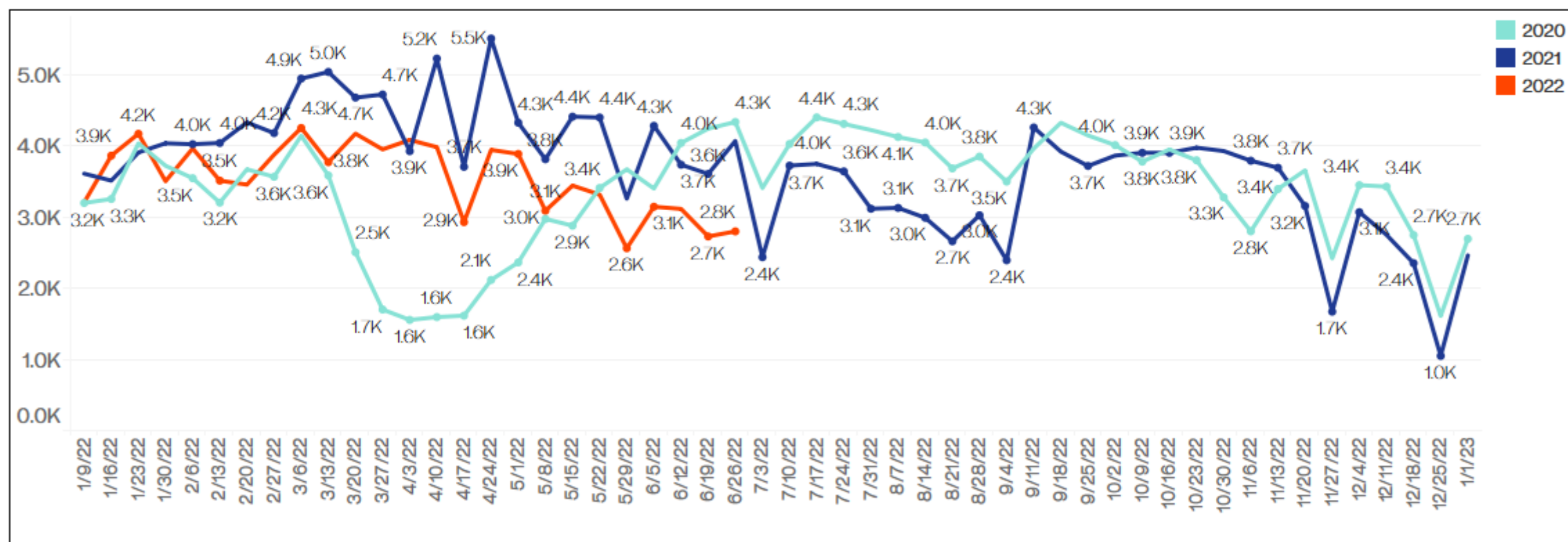
- DC's new listing levels tracked at 83.4% of the same week from June 2021, and 90.4% compared to 2020.



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

# DC - Weekly Showing Activity

- Showing levels tracked at 68.8% compared to June 2021 and 64.5% of the same week from June 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.

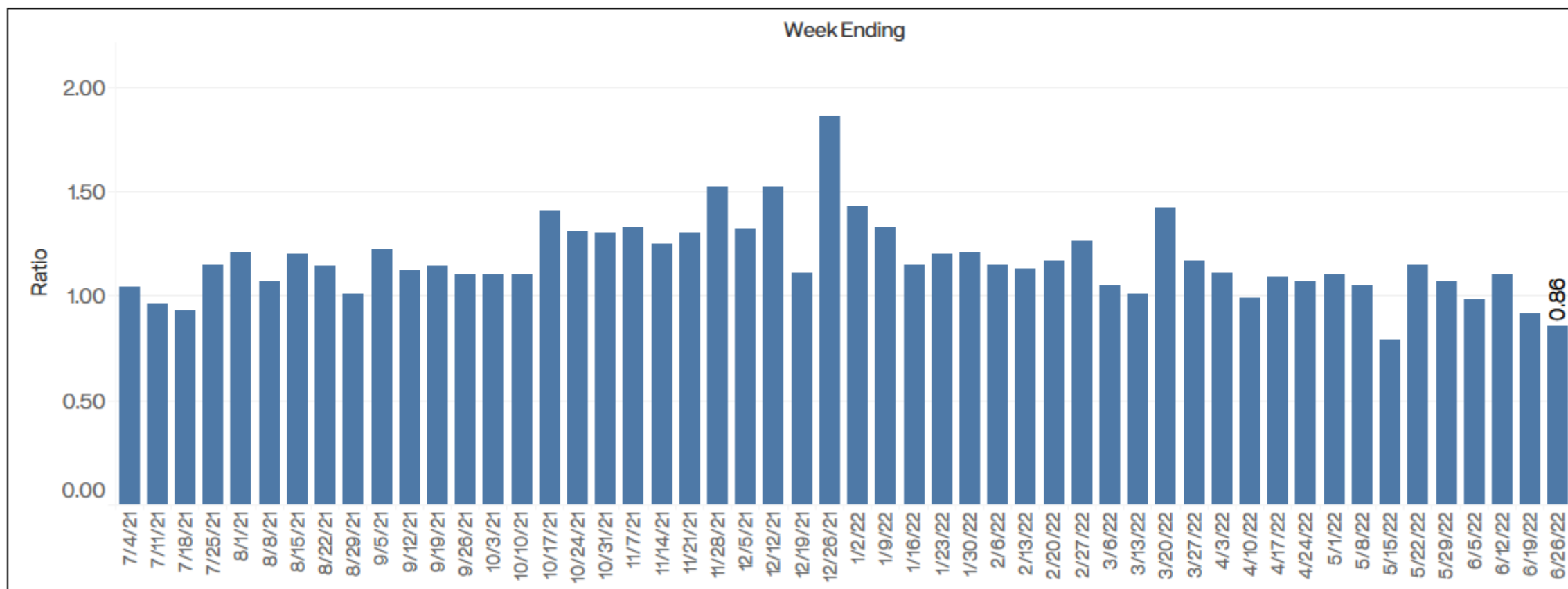
# Weekly Market Trends

---

Delaware

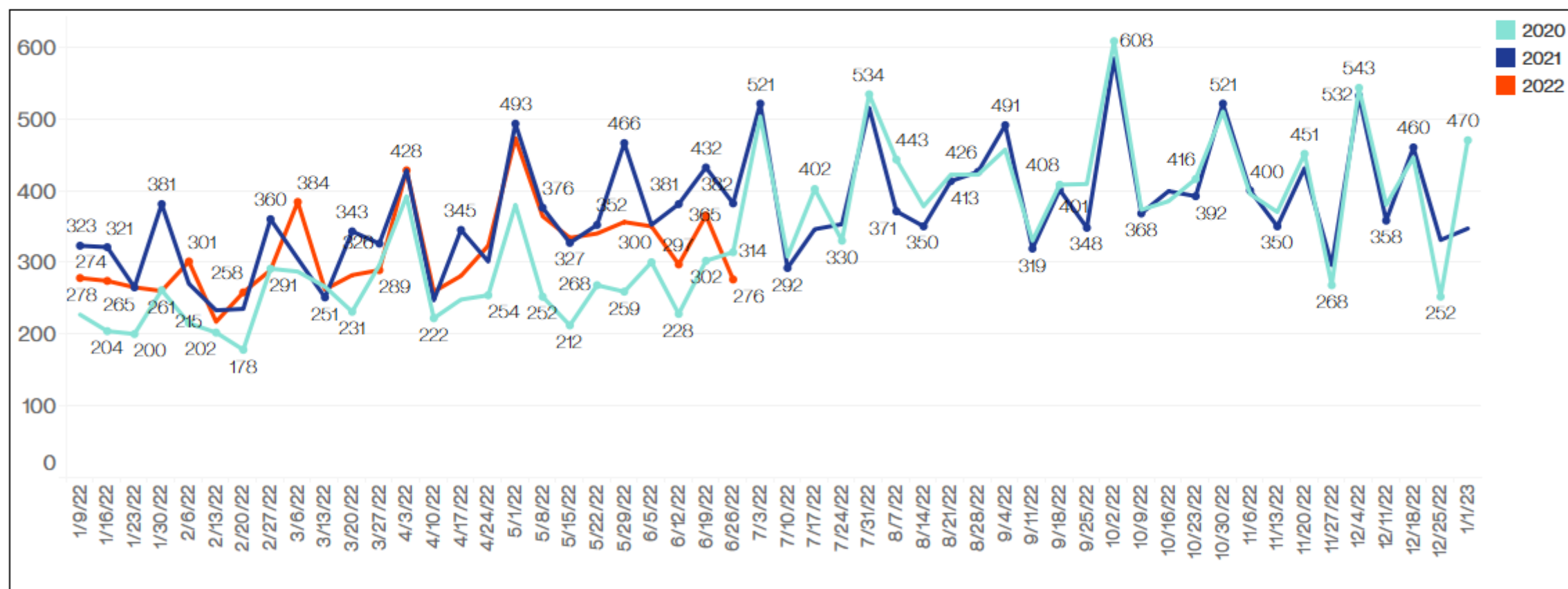
# DE - New Purchase Contract to New Listing Ratio

- For the week, there were 86 new pending home sales for every 100 new listings.



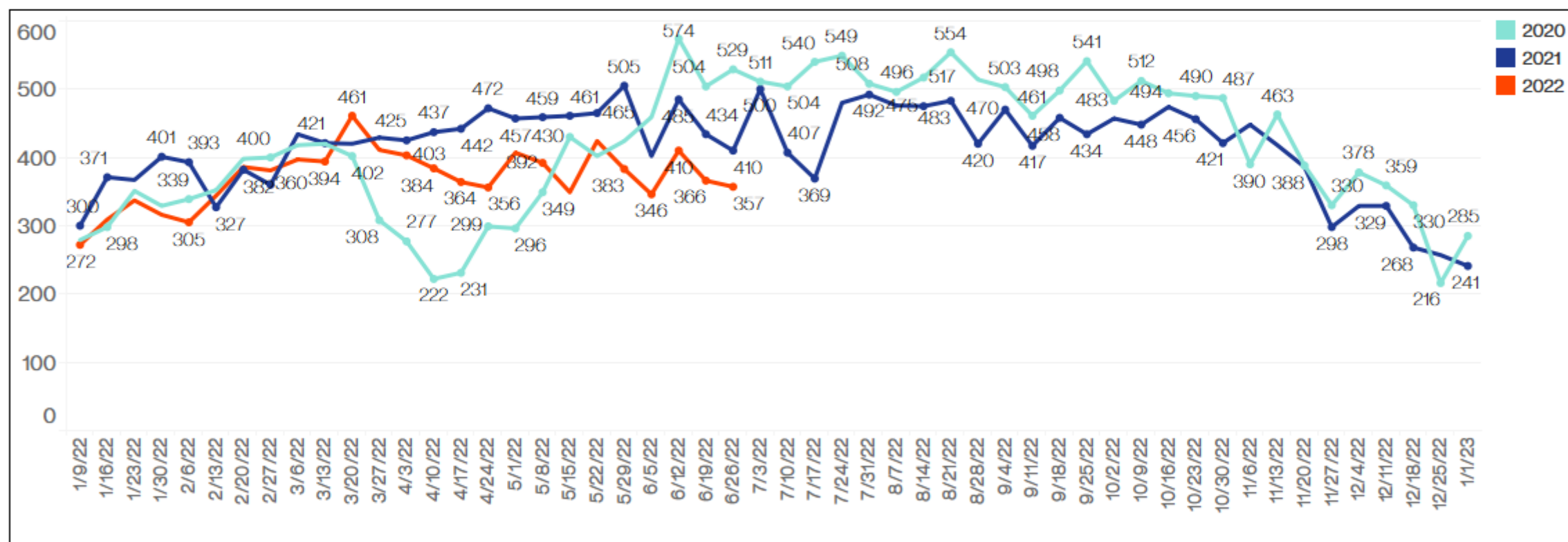
# DE - New Closed Listings

- Closing levels landed at 72.3% compared to the same week from June 2021, and 87.9% compared to 2020.



# DE - Weekly New Purchase Contracts

- New contract levels came in at 87.1% of the same week from June 2021, and 67.5% compared to 2020.

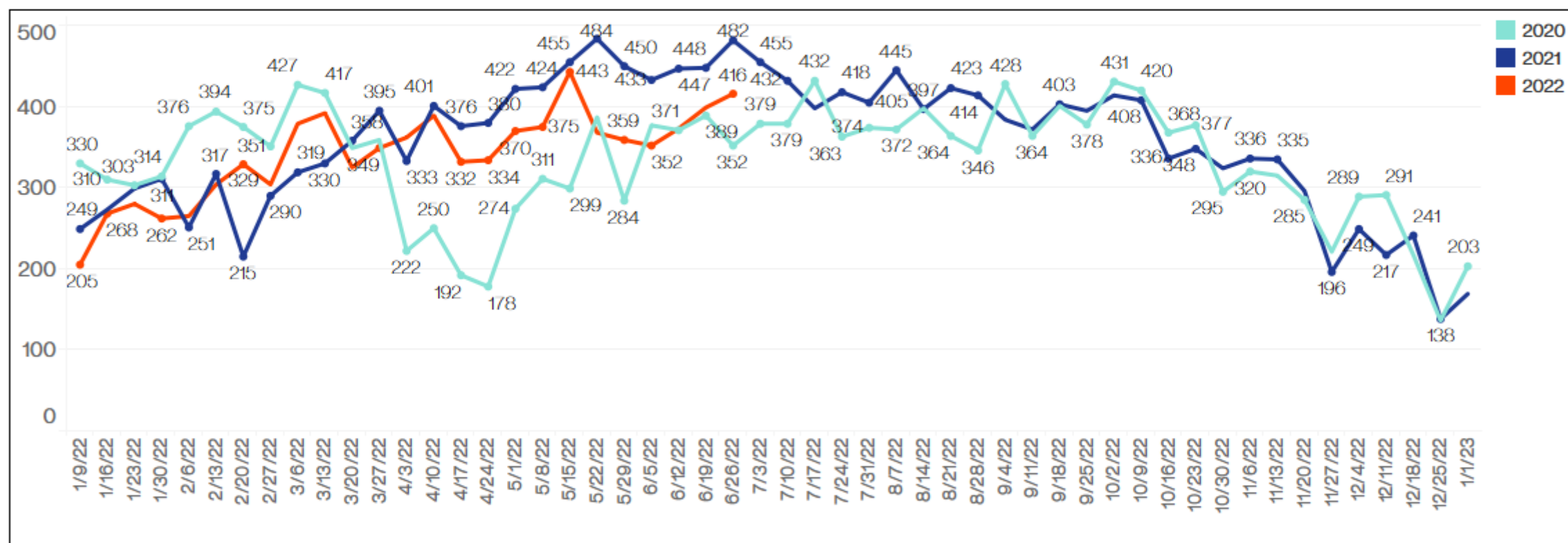


Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.



# DE - Weekly New Listings

- DE's new listing levels tracked at 86.3% of the same week from June 2021, and 118.2% compared to 2020.

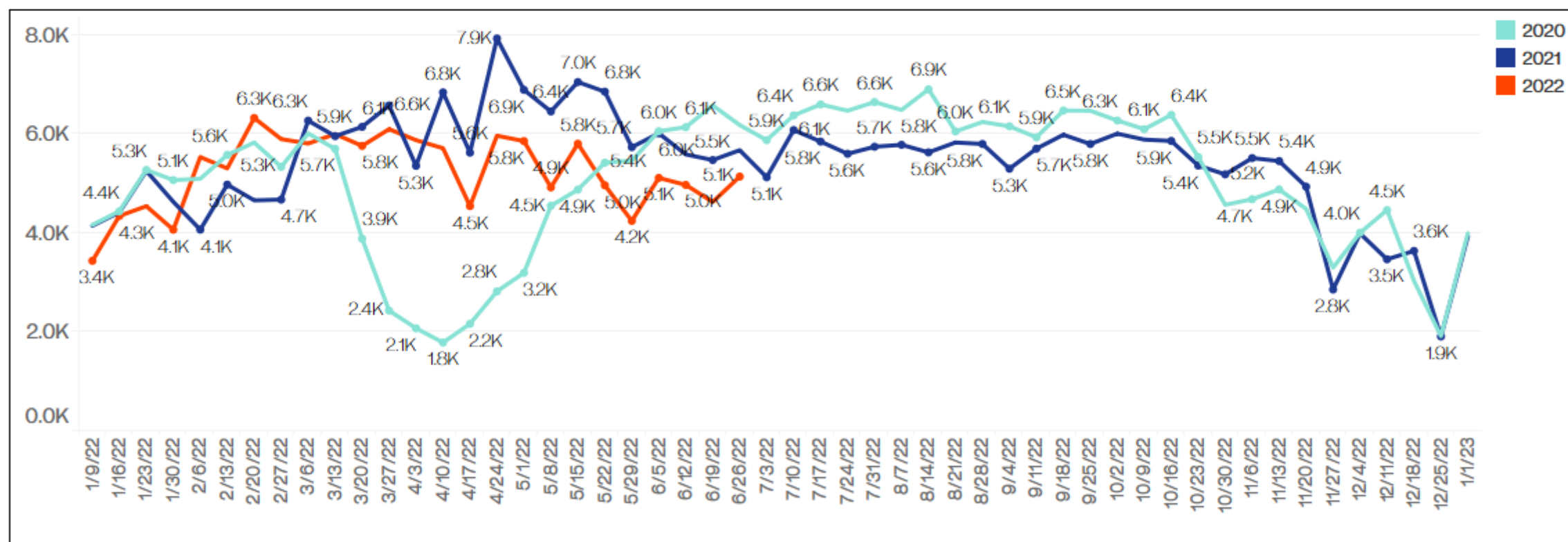


Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.



# DE - Weekly Showing Activity

- Showing levels tracked at 90.6% compared to June 2021 and 83.1% of the same week from June 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.

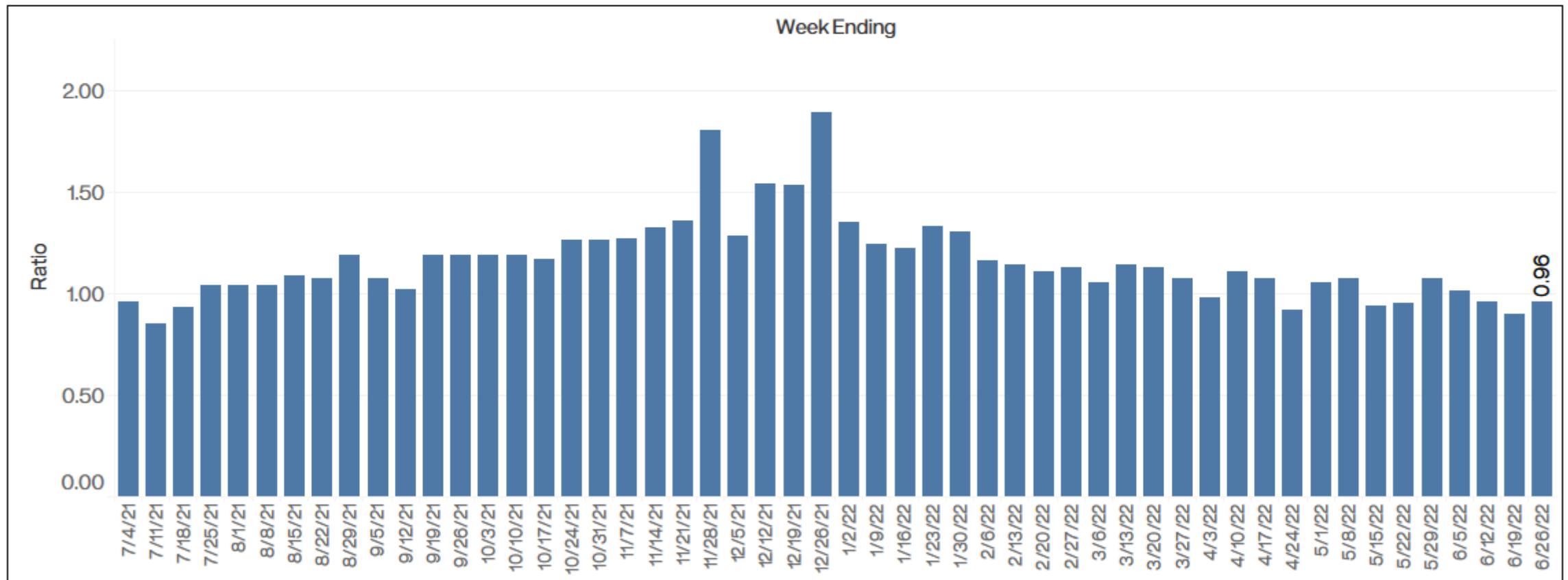
# Weekly Market Trends

---

Maryland

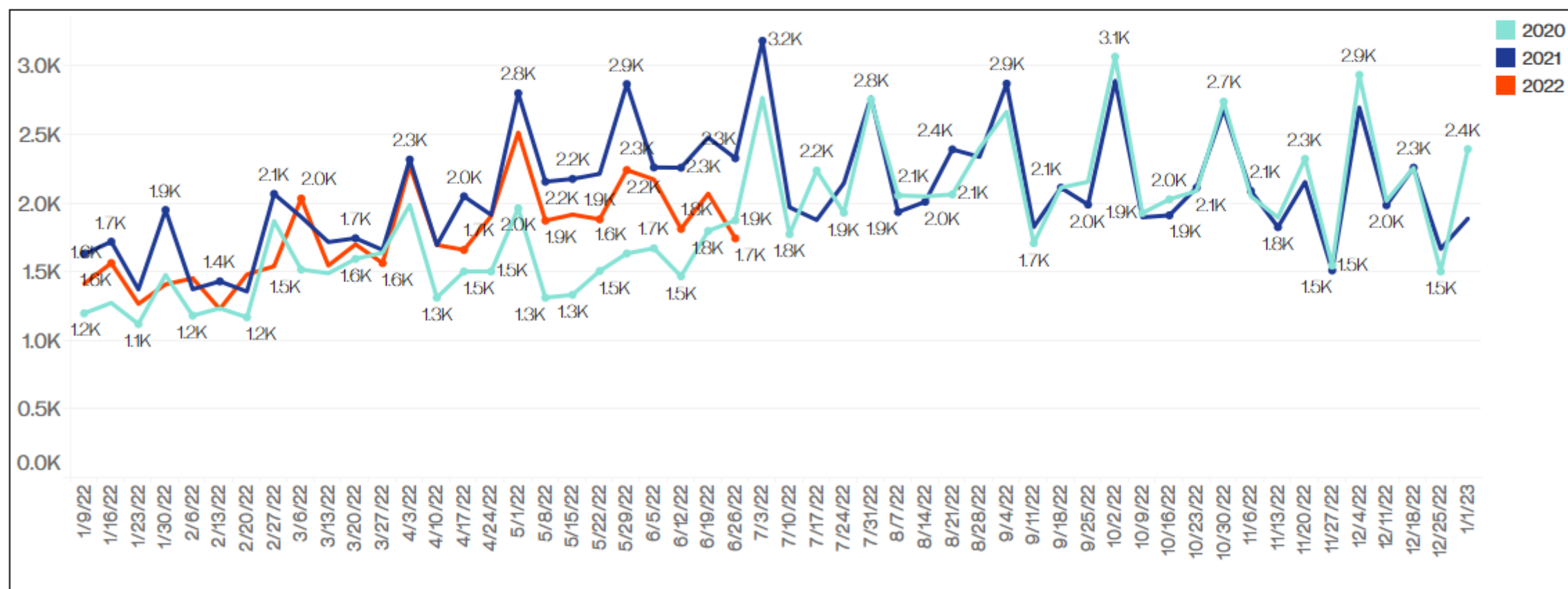
# MD - New Purchase Contract to New Listing Ratio

- For the week, there were 96 new pending home sales for every 100 new listings.



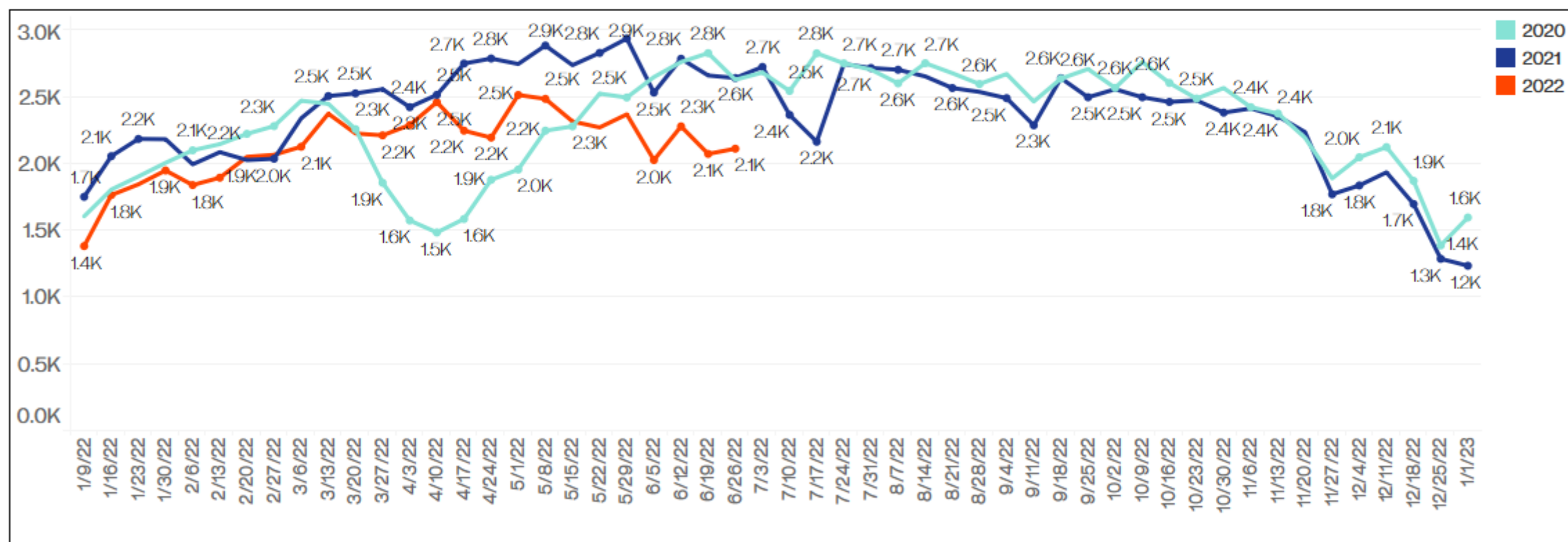
# MD - New Closed Listings

- Closing levels landed 74.9% compared to the same week from June 2021, and 93.0% compared to 2020.



# MD - Weekly New Purchase Contracts

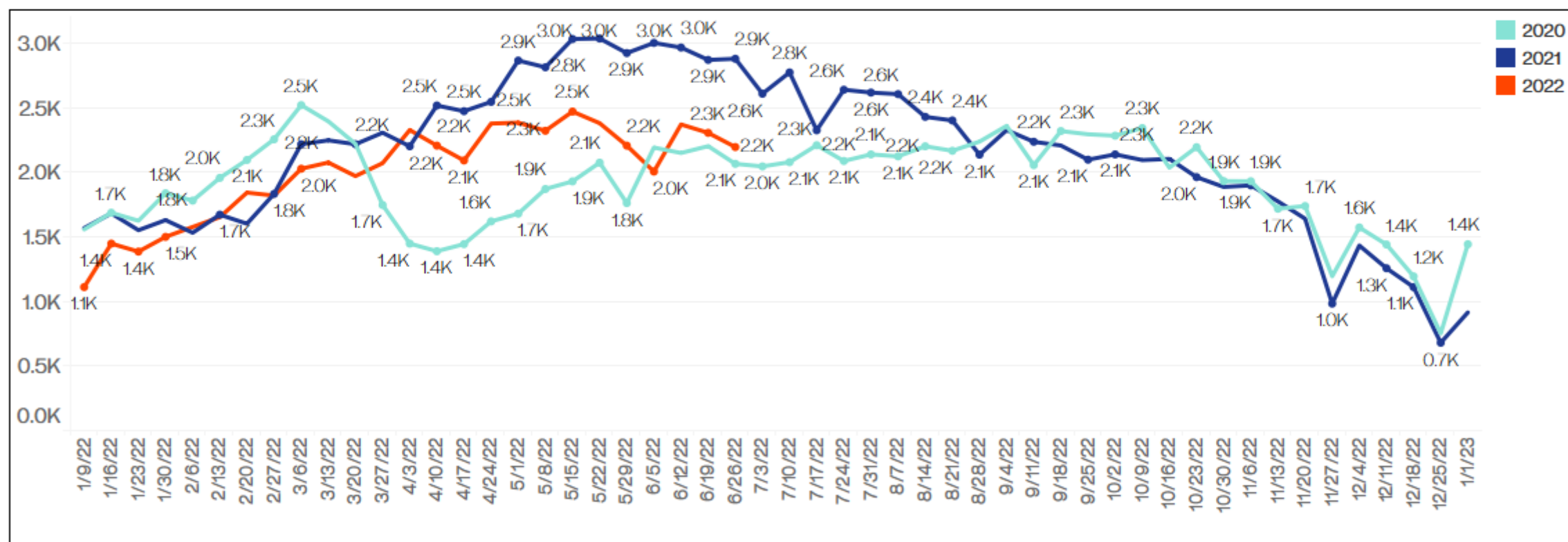
- New contract levels came in at 79.9% of the same week from June 2021, and 80.3% compared to 2020.



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 76.3% of the same week from June 2021, and 106.3% compared to 2020.

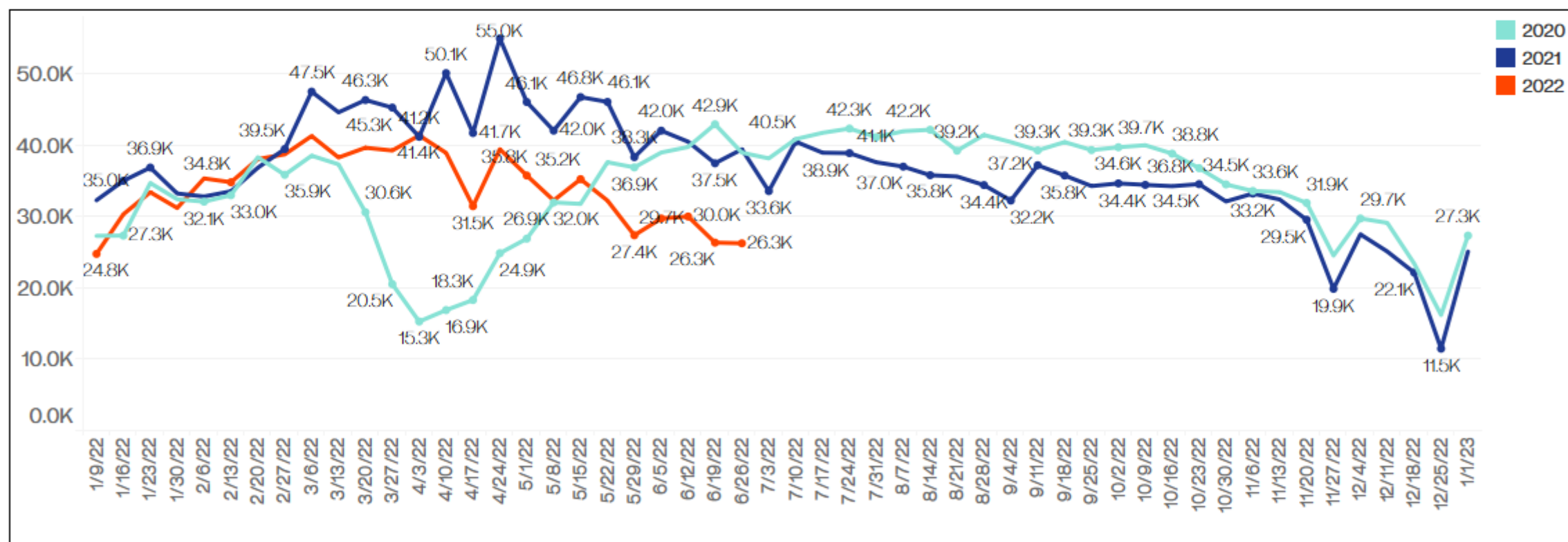


Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.



# MD - Weekly Showing Activity

- Showing levels tracked at 66.6% compared to June 2021 and 67.4% of the same week from June 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.



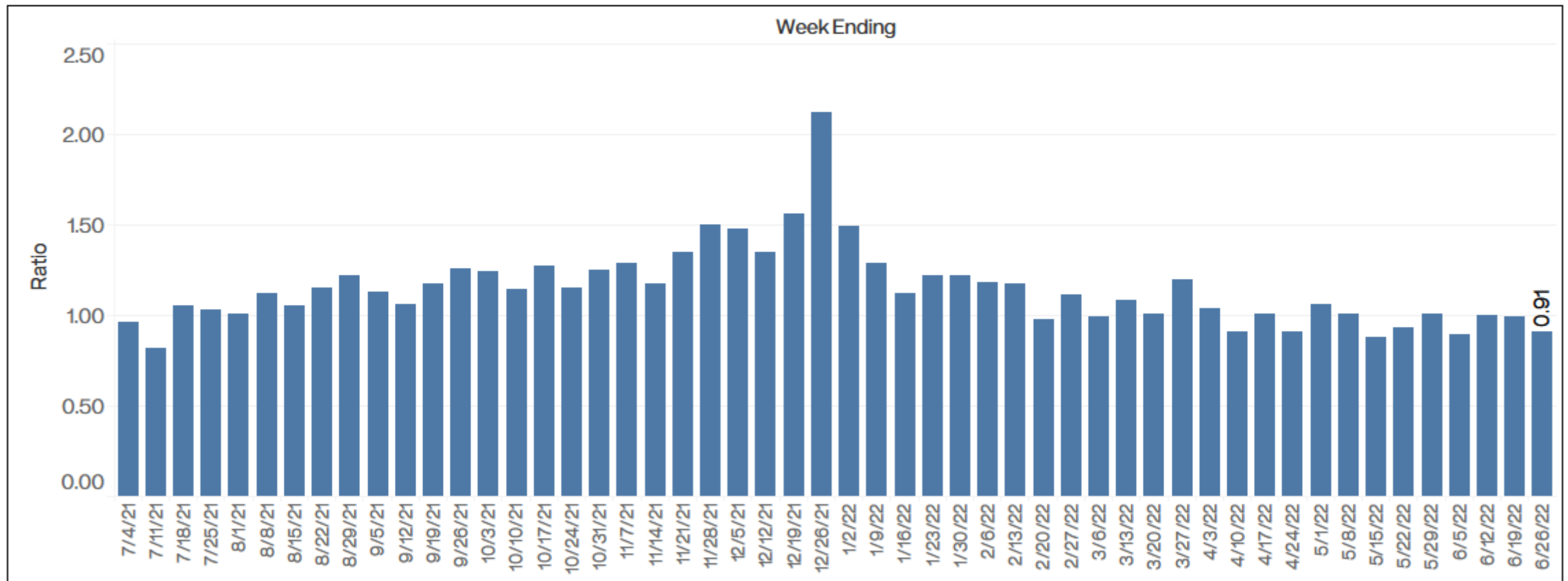
# Weekly Market Trends

---

New Jersey

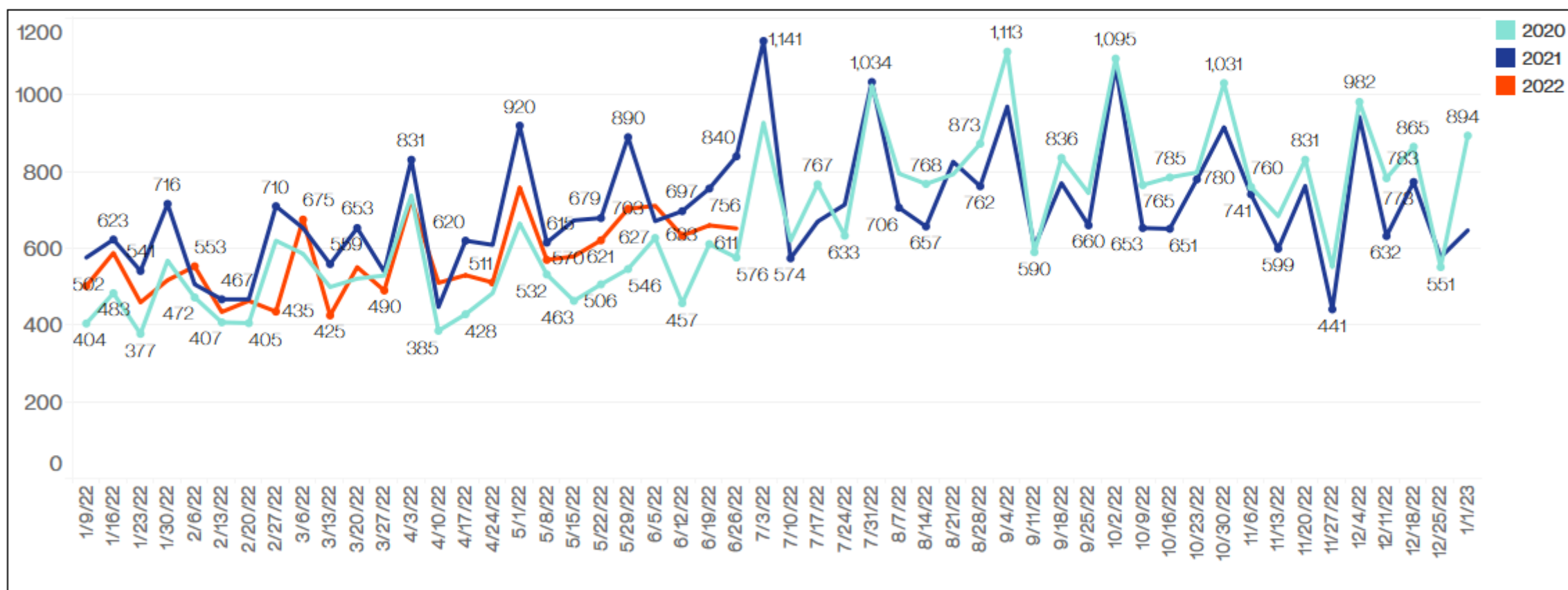
# NJ - New Purchase Contract to New Listing Ratio

- For the week there were 91 new pending home sales for every 100 new listings.



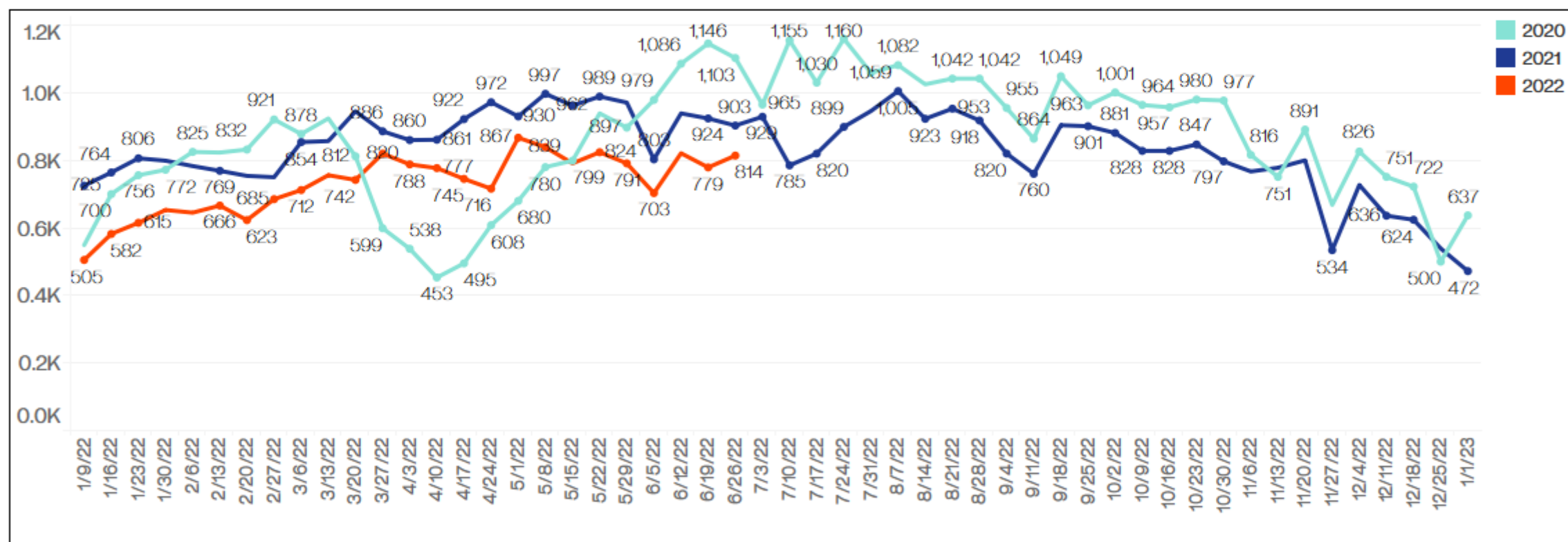
# NJ - New Closed Listings

- Closing levels landed at 77.6% compared to the same week from June 2021, and 113.2% compared to 2020.



# NJ - Weekly New Purchase Contracts

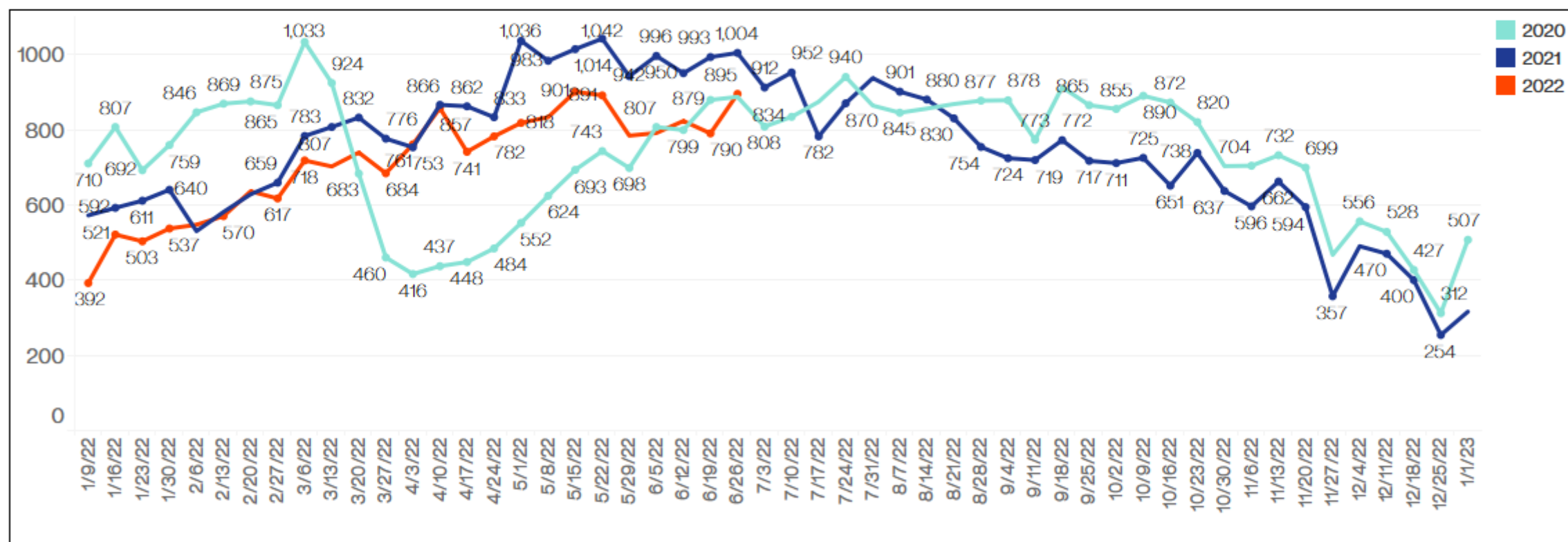
- New contract levels came in at 90.1% of the same week from June 2021, and 73.8% compared to 2020.



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

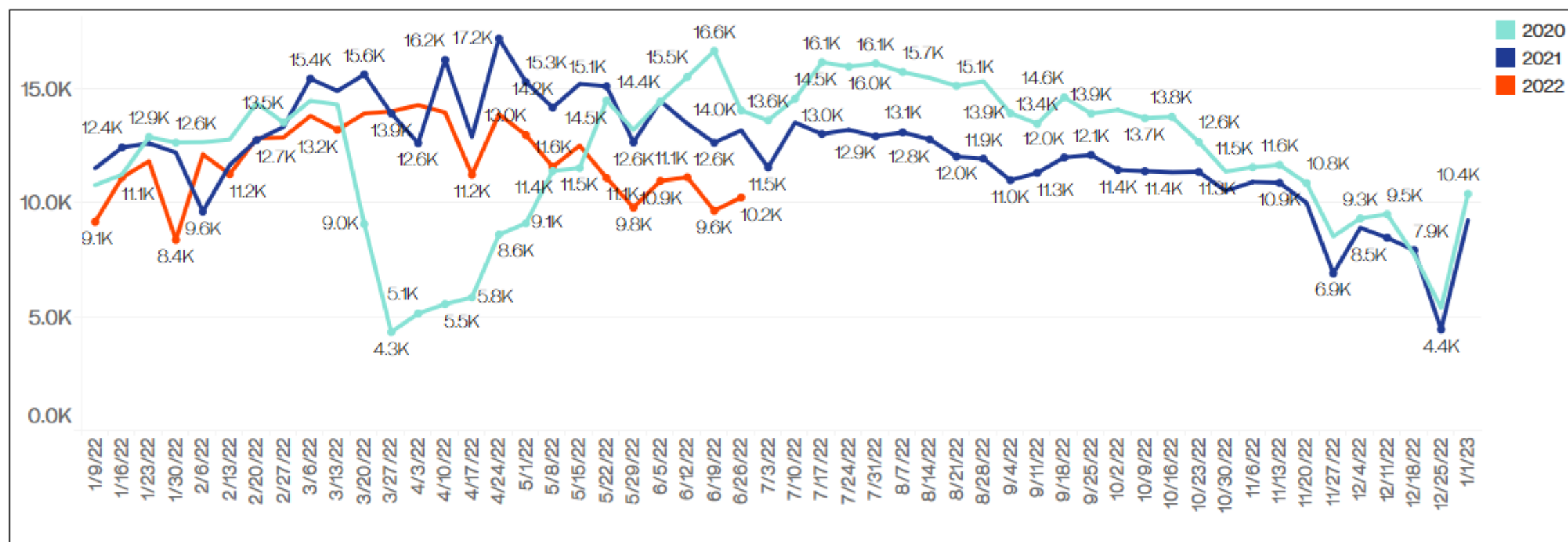
•NJ's new listing levels tracked at 89.1% of the same week from June 2021, and 100.9% compared to 2020.



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

# NJ - Weekly Showing Activity

- Showing levels tracked at 77.6% compared to June 2021 and 72.8% of the same week from June 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

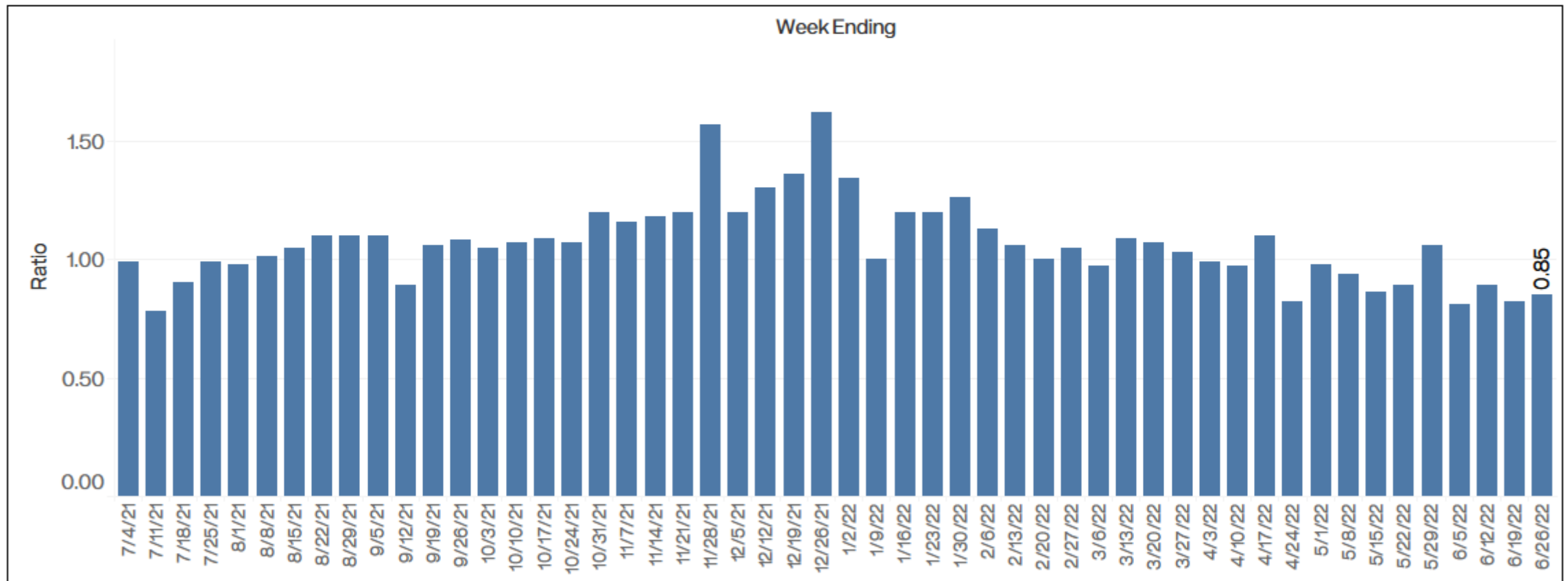
---

Pennsylvania



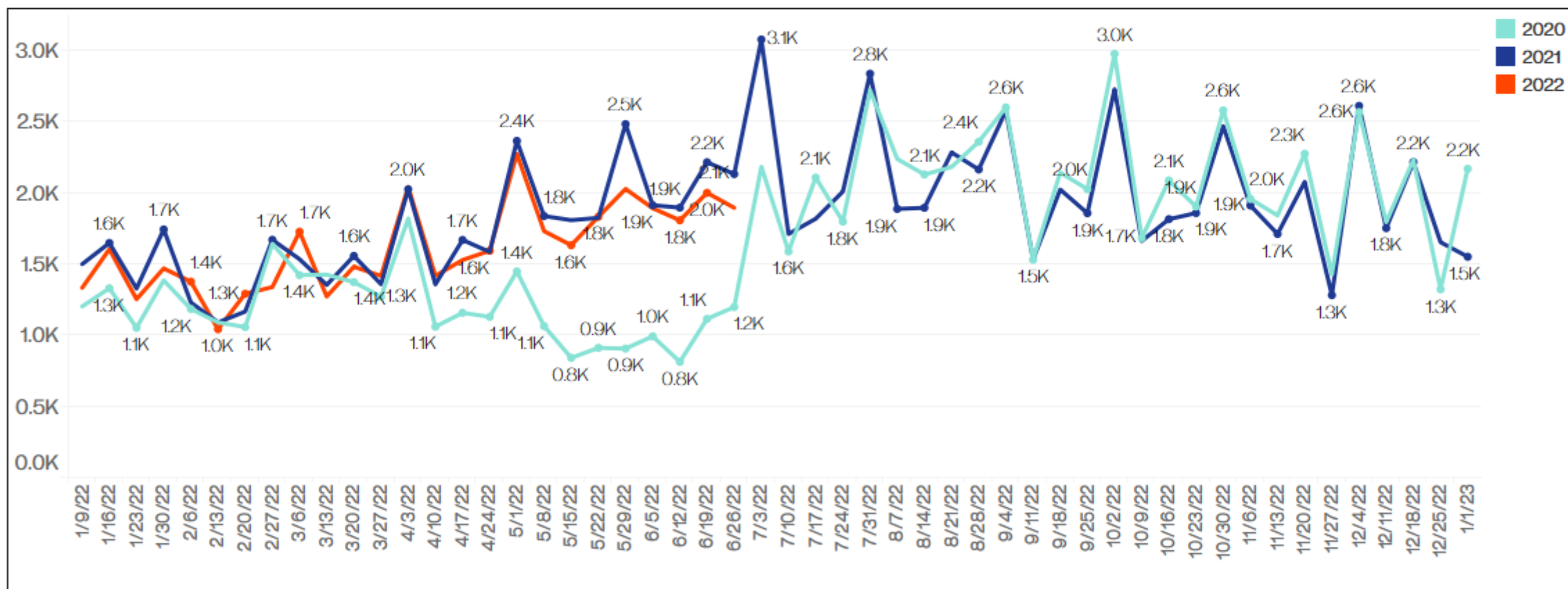
# PA - New Purchase Contract to New Listing Ratio

- For the week, there were 85 new pending home sales for every 100 new listings.



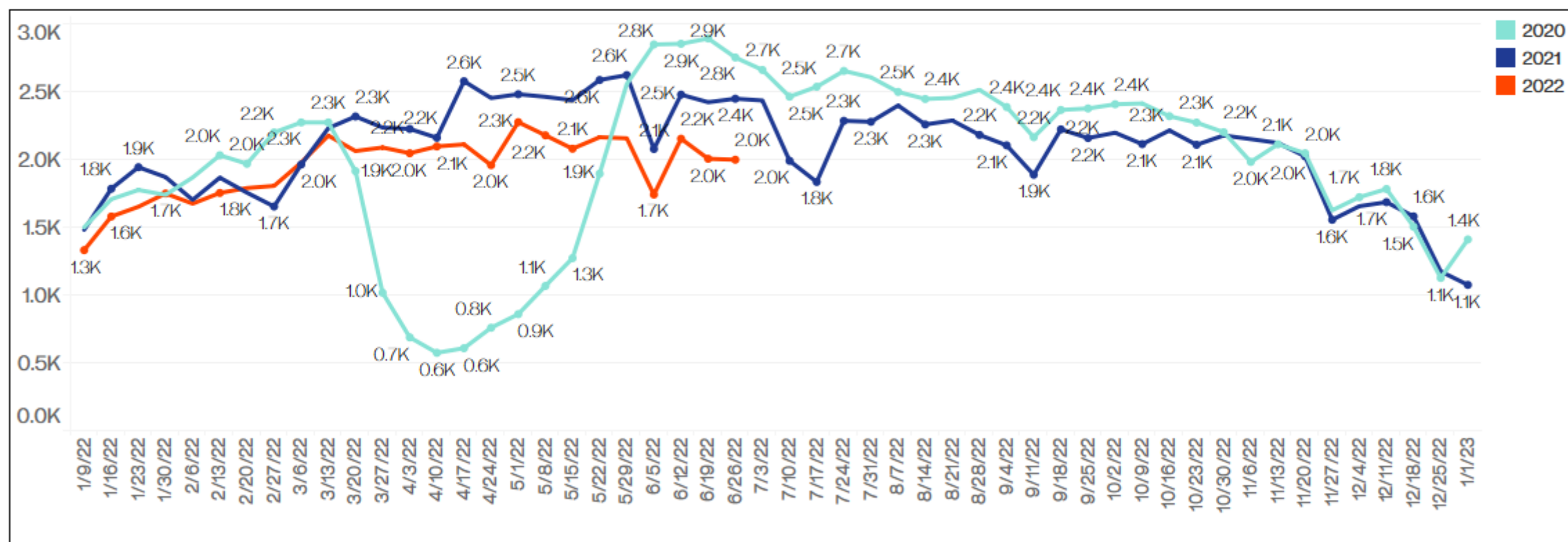
# PA - New Closed Listings

- Closing levels landed at 88.9% compared to the same week from June 2021, and 158.3% compared to 2020.



# PA - Weekly New Purchase Contracts

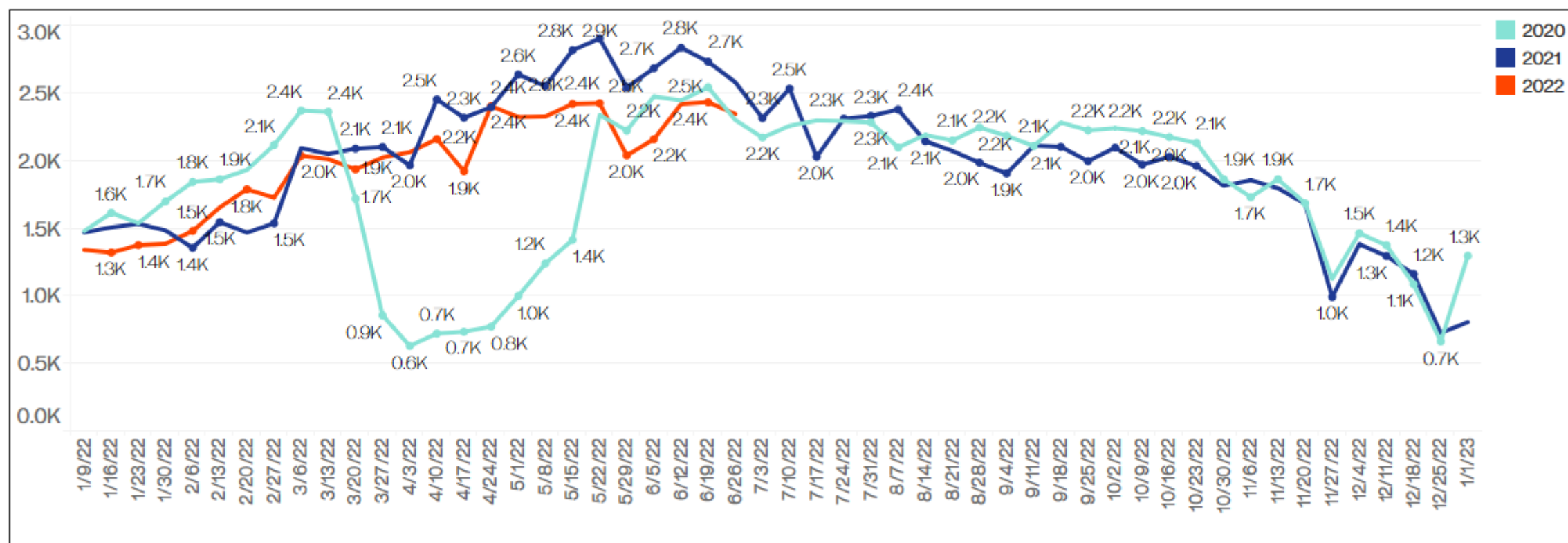
- New contract levels came in at 81.6% of the same week from June 2021, and 72.6% compared to 2020.



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

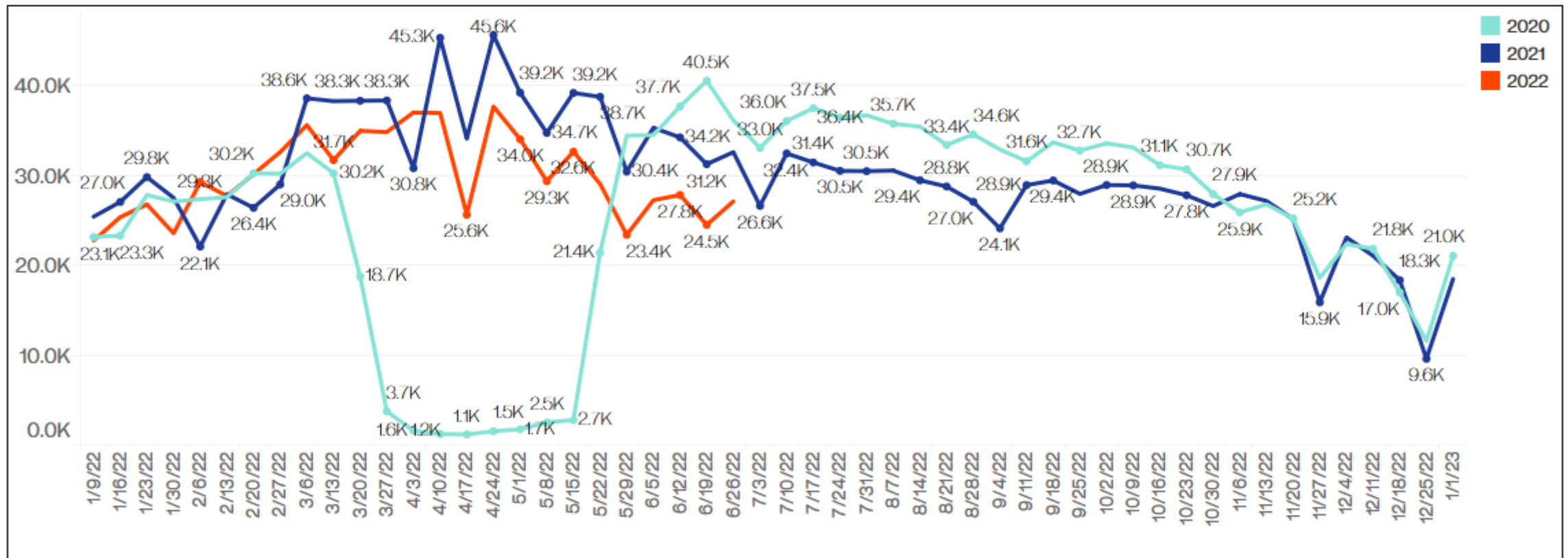
- PA's new listing levels tracked at 90.9% of the same week from June 2021, and 101.9% compared to 2020.



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

# PA - Weekly Showing Activity

- Showing levels tracked at 83.2% of the same week from June 2021 and 75.0% compared to May 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

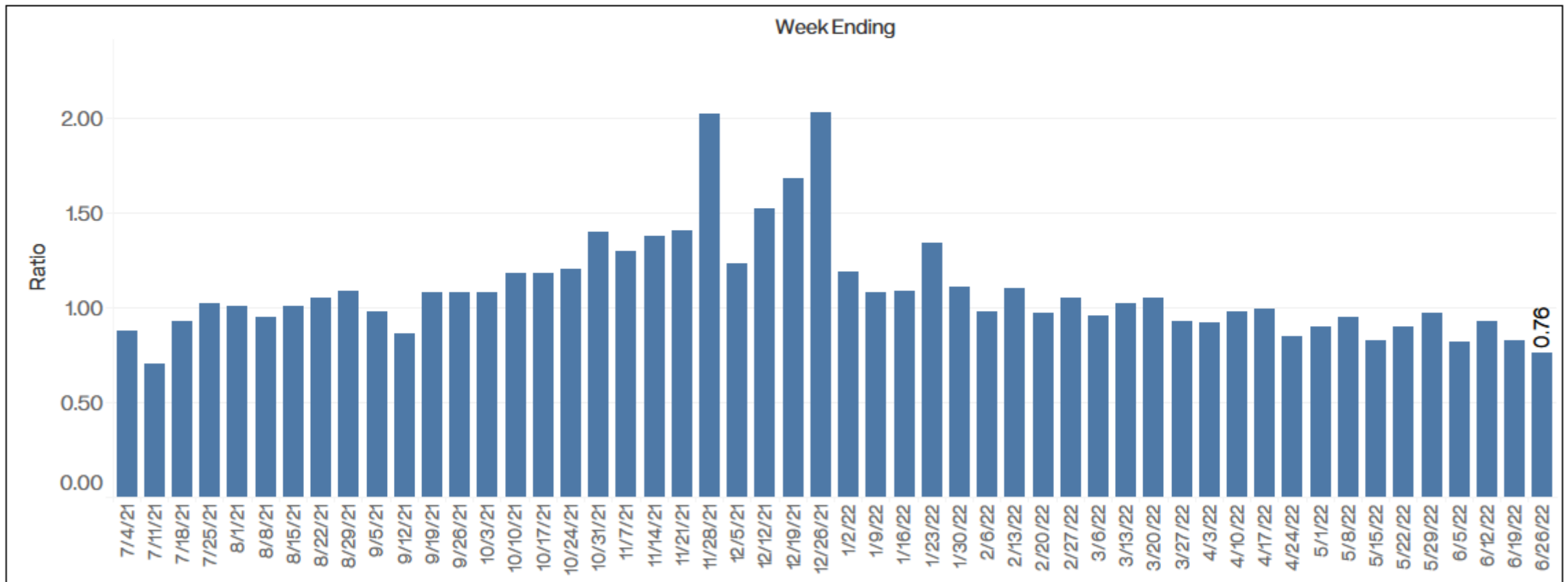
---

Virginia



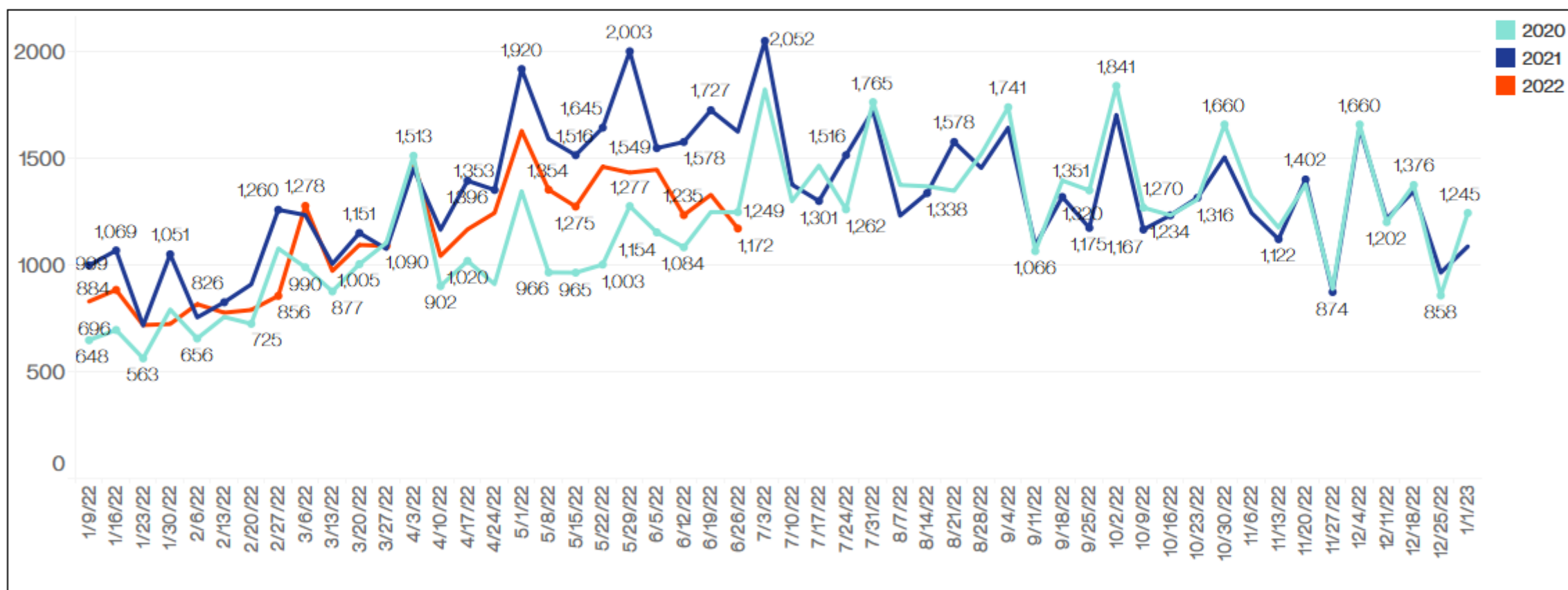
# VA - New Purchase Contract to New Listing Ratio

- For the week, there were 76 new pending sales for every 100 new listings.



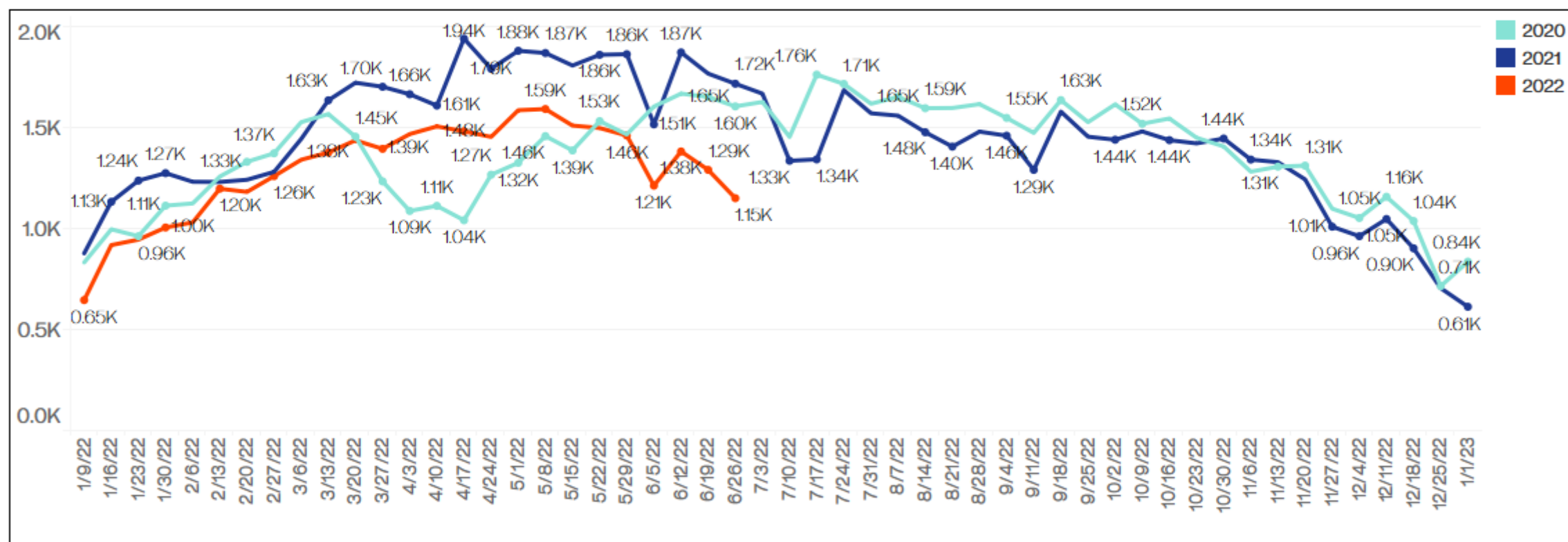
# VA - New Closed Listings

- Closing levels landed at 72.1% compared to the same week from June 2021, and 93.8% compared to 2020.



# VA - Weekly New Purchase Contracts

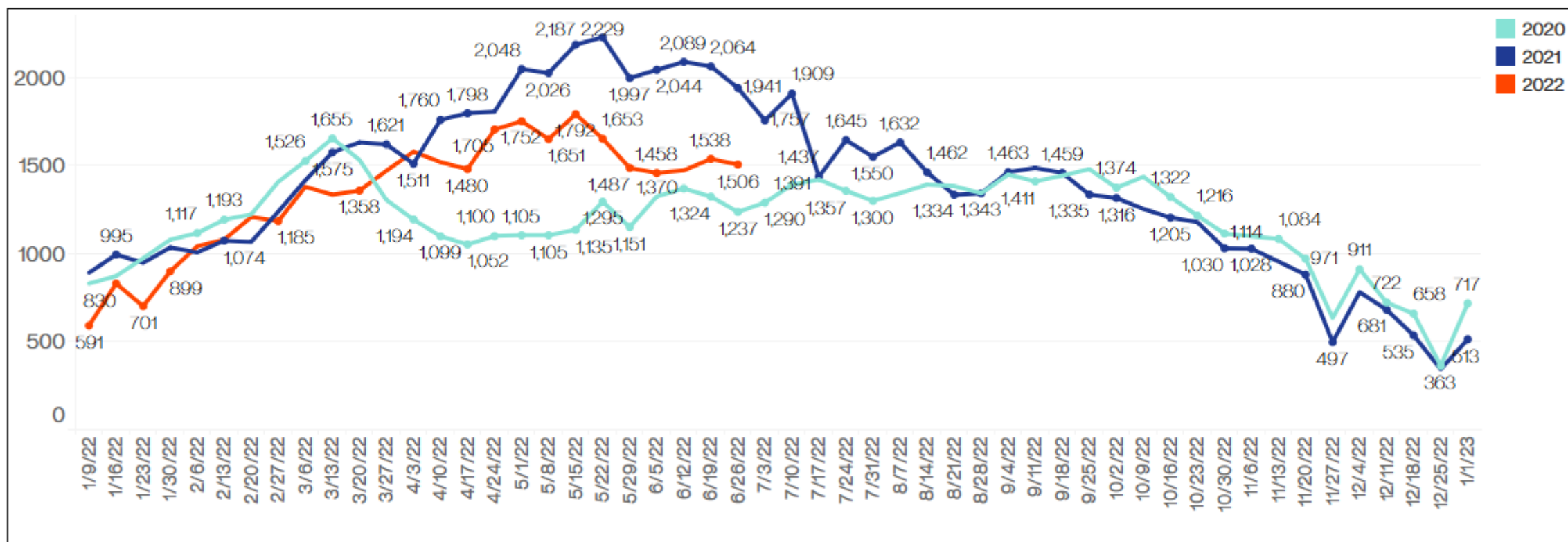
- New contract levels came in at 66.9% of the same week from June 2021, and 71.7% compared to 2020.



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

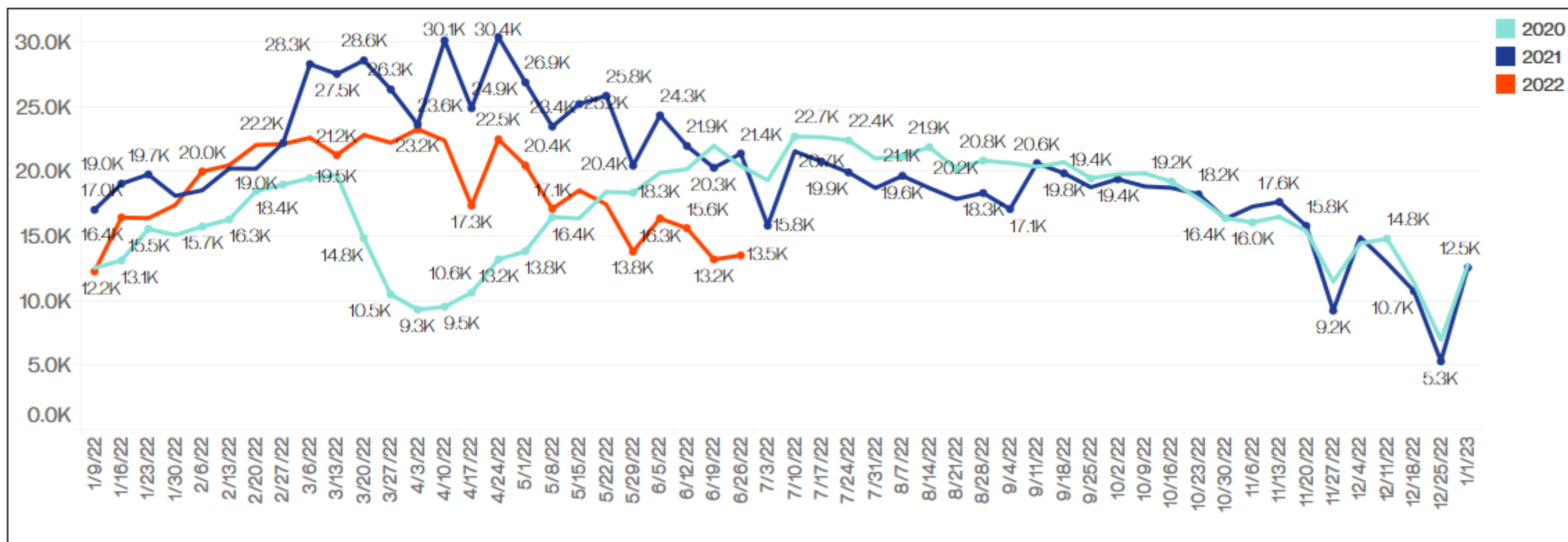
- VA's new listing levels tracked at 77.6% of the same week from June 2021, and 121.7% compared to 2020.



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

# VA - Weekly Showing Activity

- Showing levels tracked at 63.1% of the same week from June 2021 and 66.1% compared to June 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

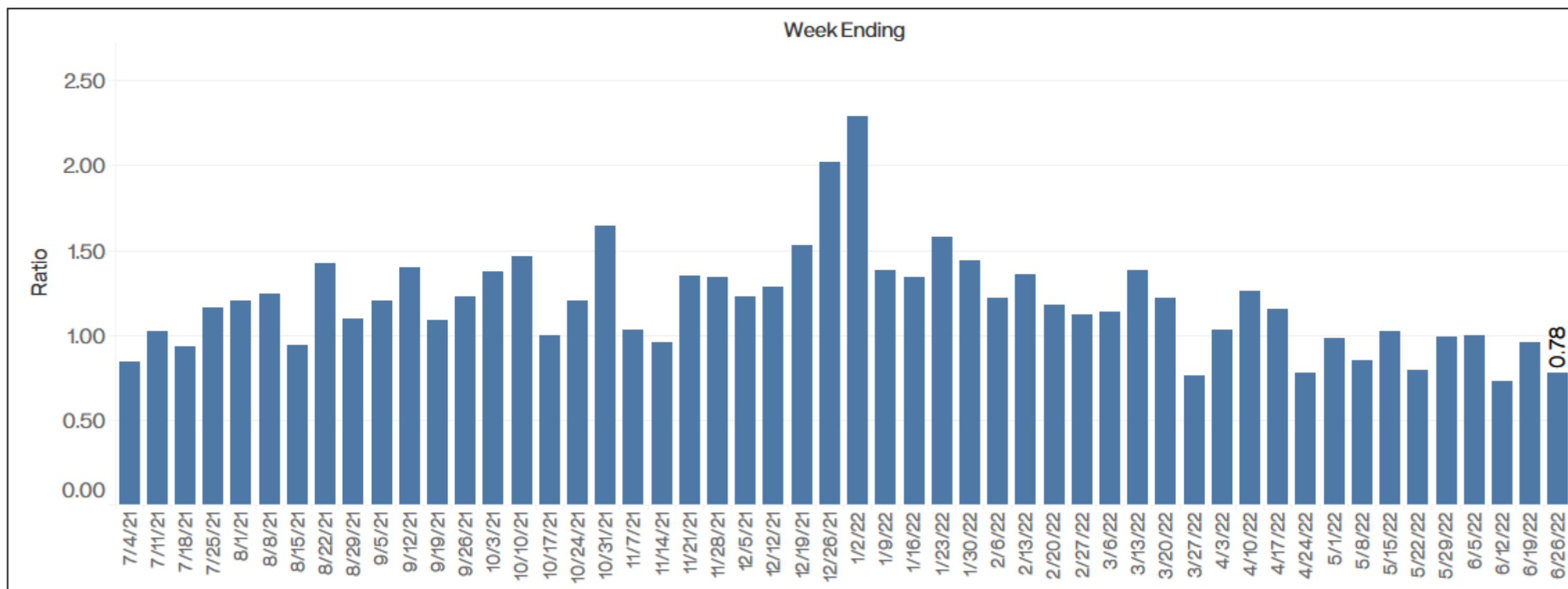
---

**West Virginia**



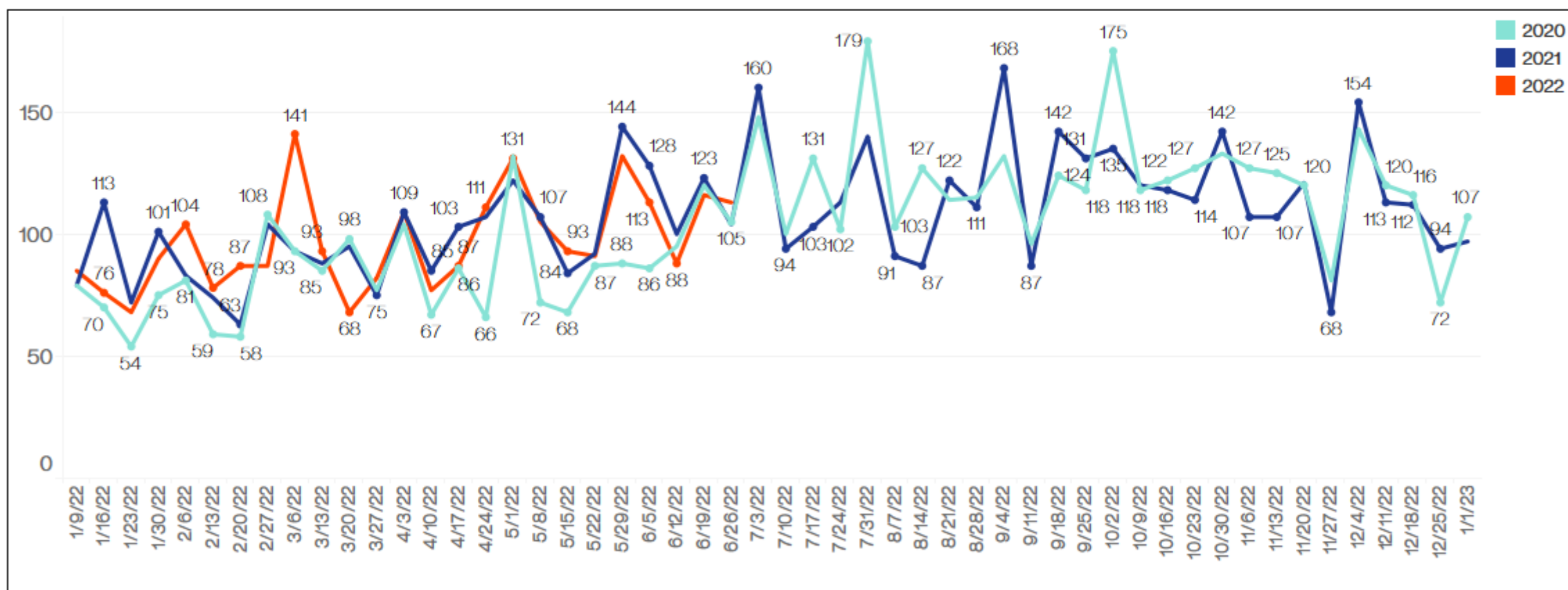
# WV - New Purchase Contract to New Listing Ratio

- For the week, there were 78 new pending home sales for every 100 new listings.



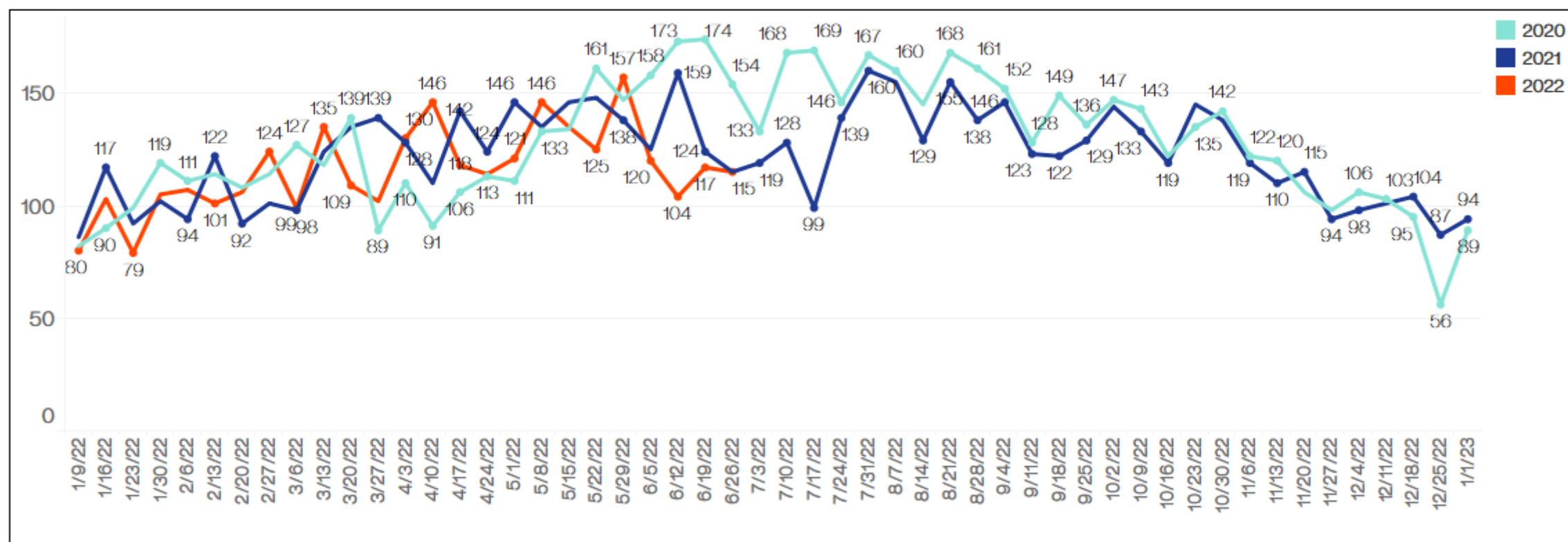
# WV- New Closed Listings

- Closing levels landed at 108.7% compared to the same week from June 2021, and 107.6% compared to 2020.



# WV- Weekly New Purchase Contracts

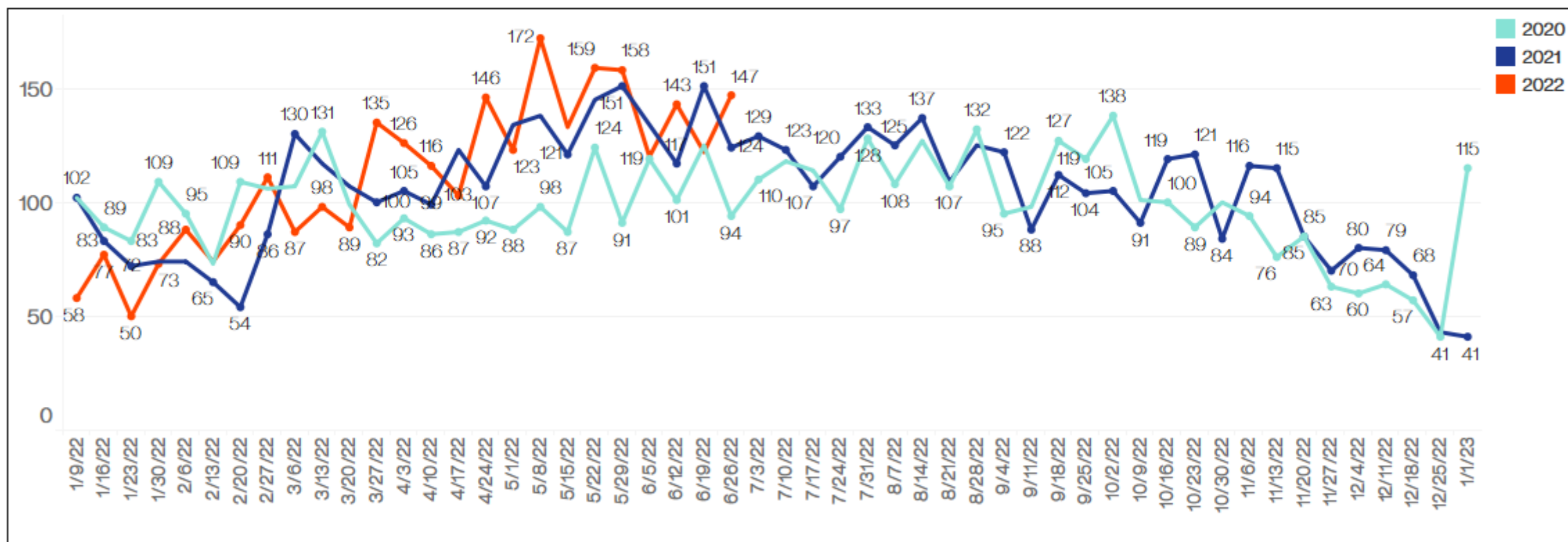
- New contract levels came in at 100.0% of the same week from June 2021, and 74.7% compared to 2020.



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

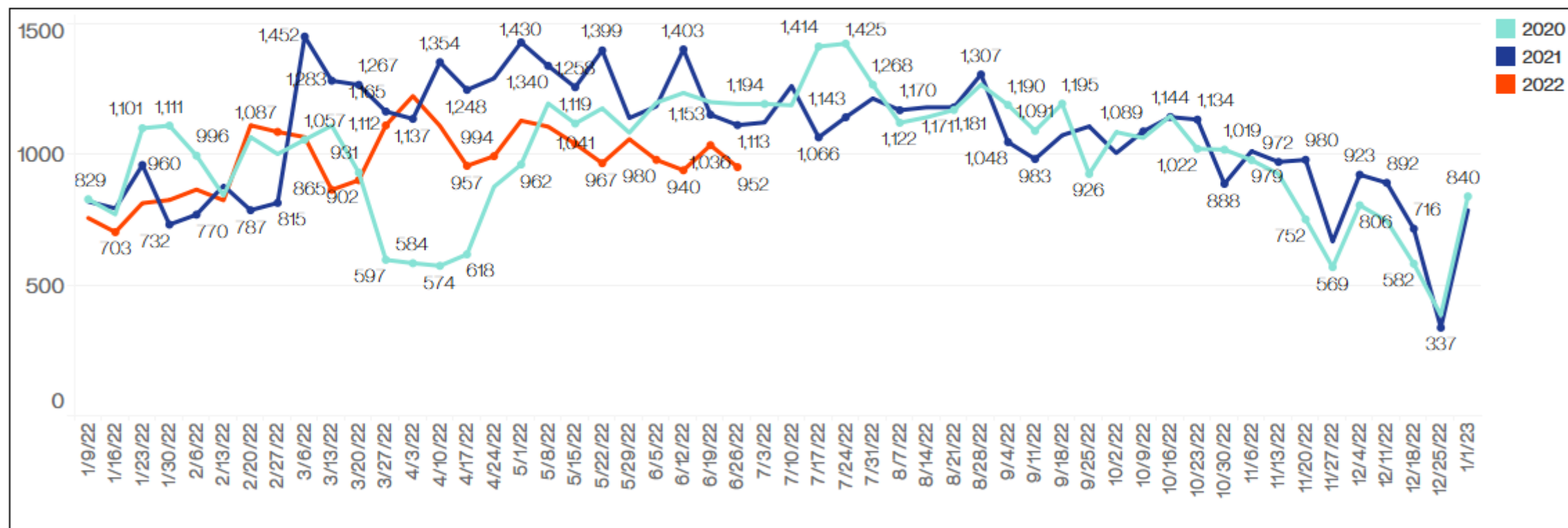
- WV's new listing levels tracked at 118.5% of the same week from June 2021, and 156.4% compared to 2020



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

# WV- Weekly Showing Activity

- Showing levels tracked at 85.5% of the same week from June 2021 and 79.7% compared to June 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.