

# Weekly Market Report

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Week Ending November 28th

# Summary - Week Ending November 28th

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*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.*

- New listing volume saw a similar week-over-week Thanksgiving decline as the prior two years. However, activity tracked at 81.9% of '20 and was up marginally from '19 at 104.3%.
- This week saw a larger new purchase contract to new listing ratio due to new listings seeing a seasonal week of Thanksgiving decline.
- End of month closing volume tracked lower than the week of Thanksgiving in both '20 and '19 (95.7% of '20 and 97.5% of '19).
- While showing volume fell compared to the week of Thanksgiving in '20 (81.8%), it gained versus '19 (104.3%). Average weekly showings over last month (85,275) dipped -2.4% from the same period a year ago.

*Note: State-level charts appear in the appendix.*

# Weekly Market Trends

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## Footprint

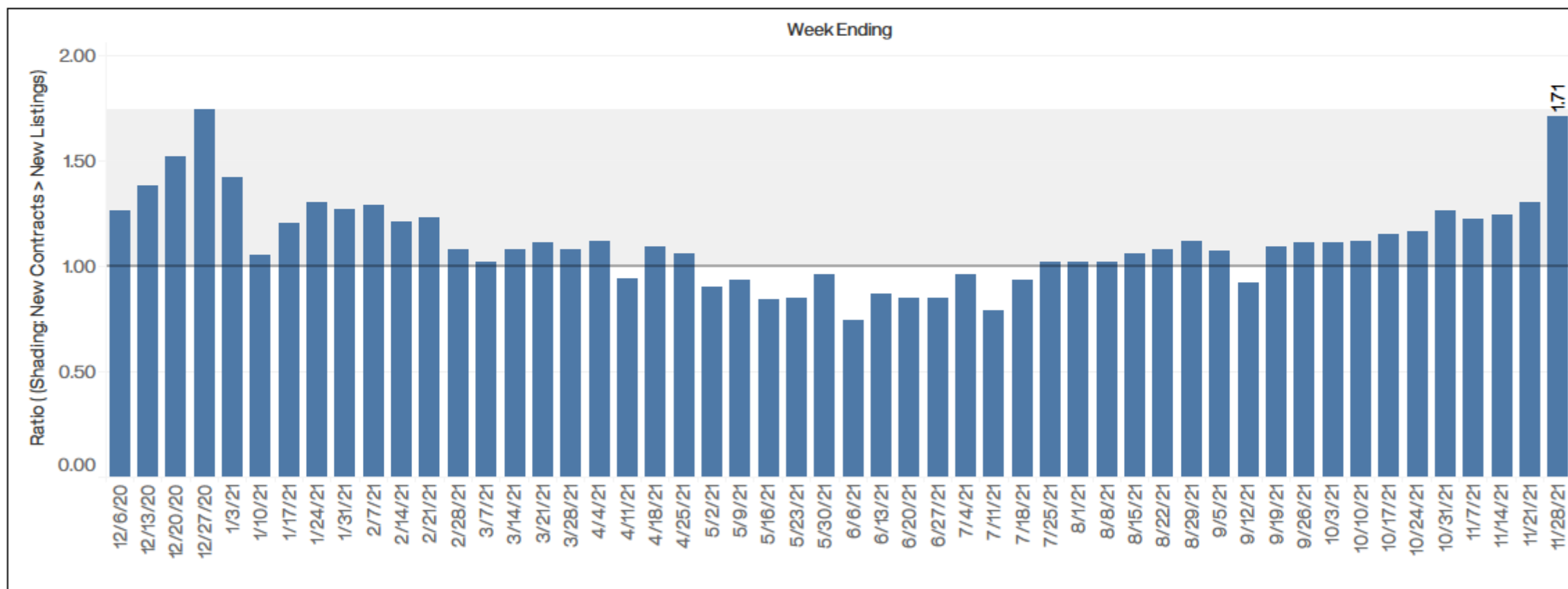
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5. [Pennsylvania](#)
6. [Virginia](#)
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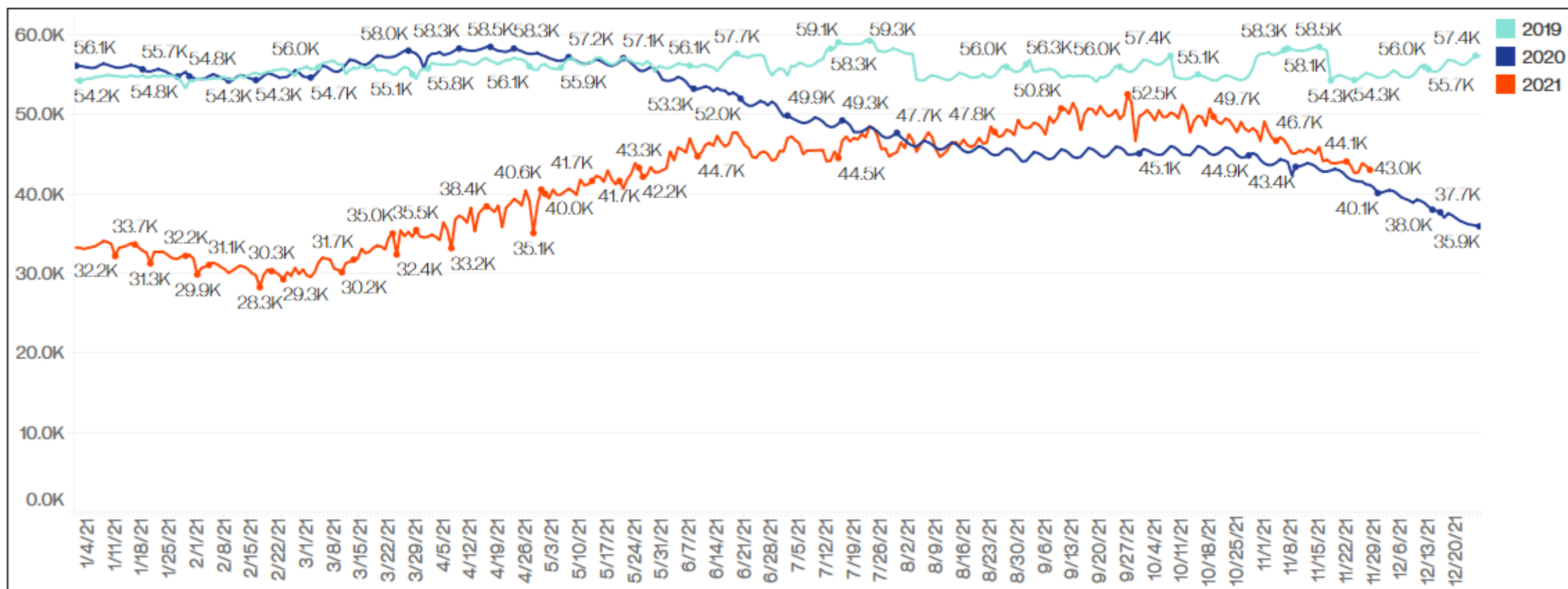
# New Purchase Contract to New Listing Ratio

- Although the week saw lower activity seasonally, new pending sales sharply outpaced new listings



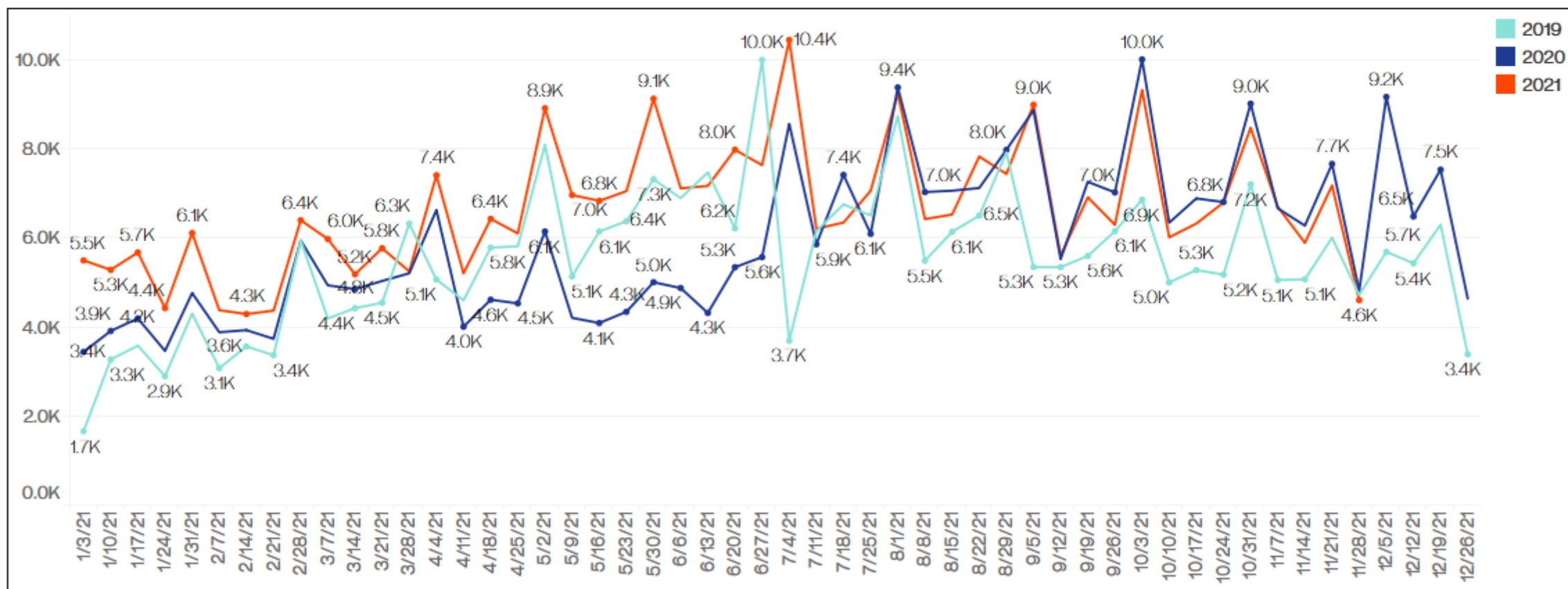
# Active New Listings

- For the week of Thanksgiving this week, total available inventory tracked at 104.2% of the same week a year ago but landed at 79.2% of 2019 levels.



# Weekly New Closed Listings

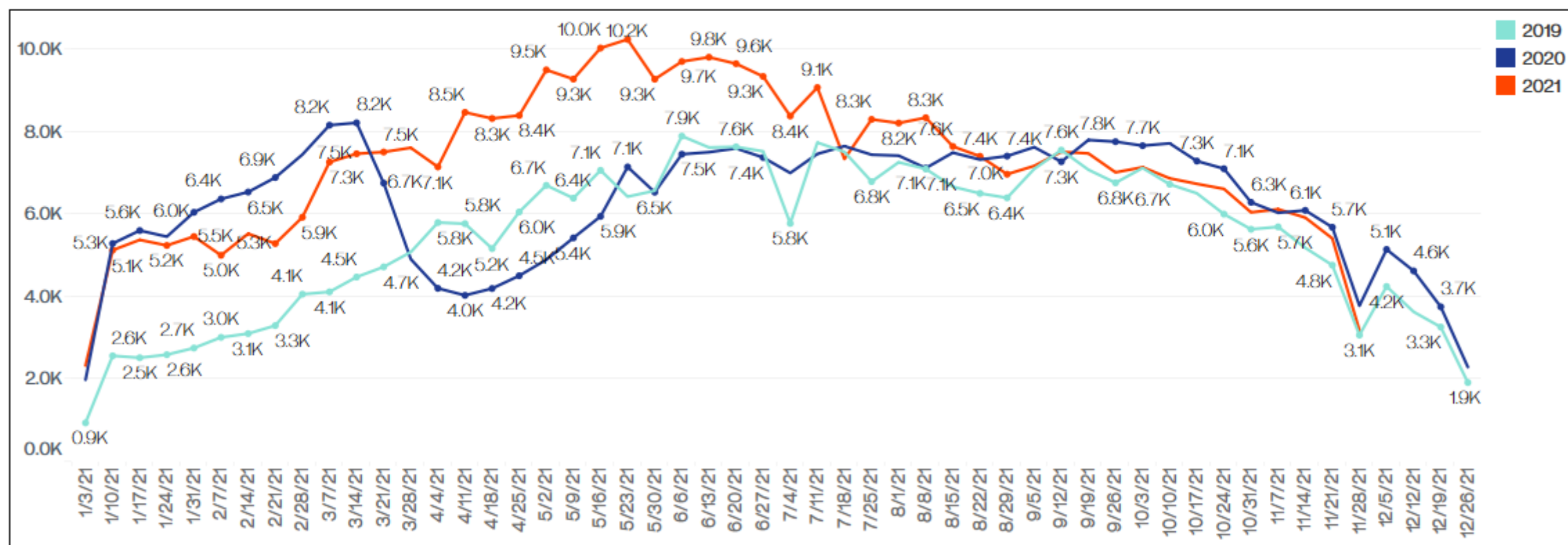
- For the final week of November, closing volume tracked below Thanksgiving weeks for 2020 and 2019 (95.7% and 97.5% respectively).
- DE (112.5% of '20, 114.7% of '19) and VA (101.9% of '20, 109.3% of '19) lead activity during the week.





# Weekly New Listings

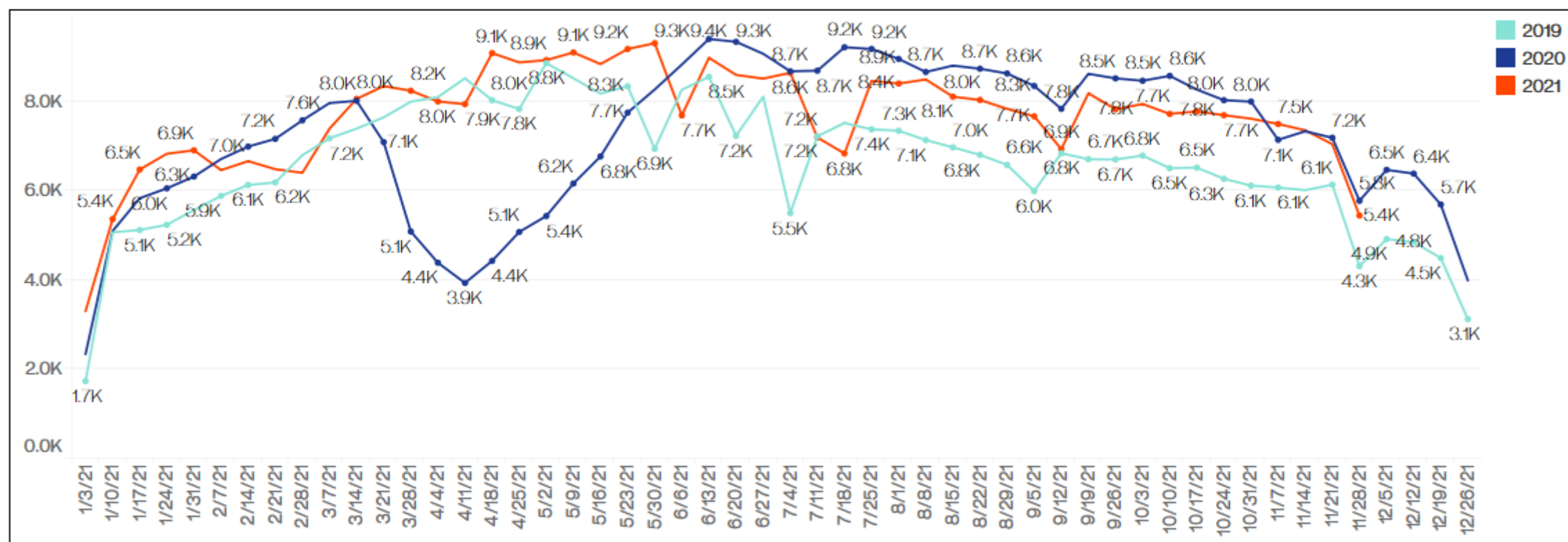
- Thanksgiving week-to-week declines (-41.3%) were slightly elevated compared to the year prior (-33.5%).
- Against yearly benchmarks, activity tracked at 84.2% of 2020 and 103.8% of '19. WV showed strength against both 2020 and 2019 (114.8% of '20 and 189.2% of '19).



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

# Weekly New Purchase Contracts

- Activity was marginally below the '20 market (94.3%), but up from '19 (126.3%). VA (99.4% vs '20 and 133.5% vs '19) had notable results for the week.

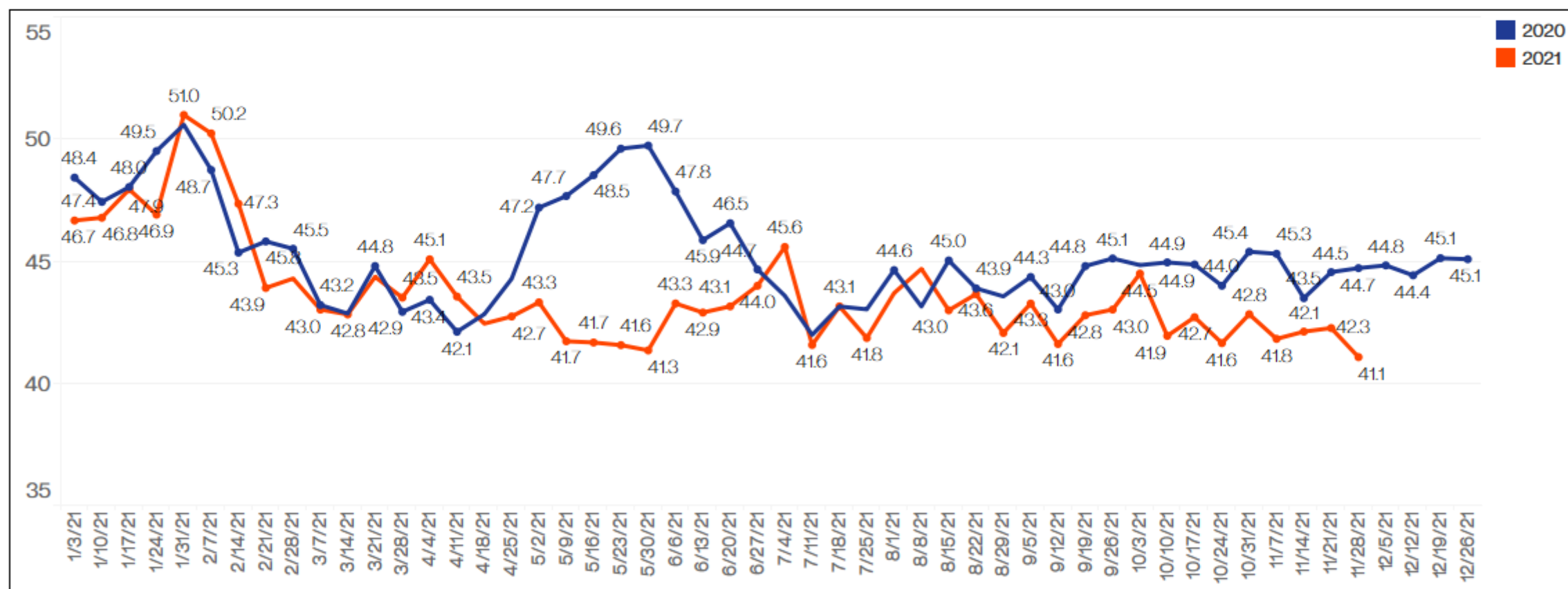


Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.



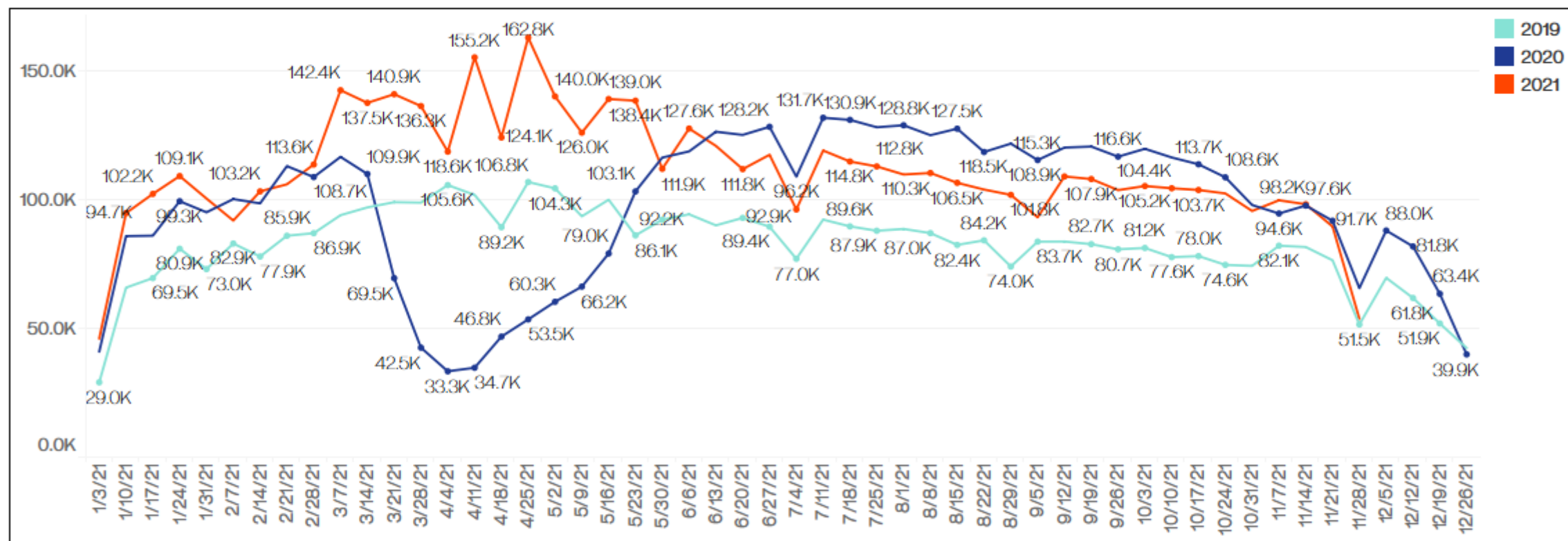
# Weekly Average Days: Purchase Contract to Closing

- The number of days from contract to closing (41) was four days less than 2020 and 2019.



# Weekly Showing Activity

- Weekly showing volume tracked lower compared to the week of Thanksgiving in 2020 (81.8%) but saw a slight gain compared to '19 (104.3%).
- Over the past month, the avg. number of showings per week came in at 85,275 which was 2.4% lower than the year prior.



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

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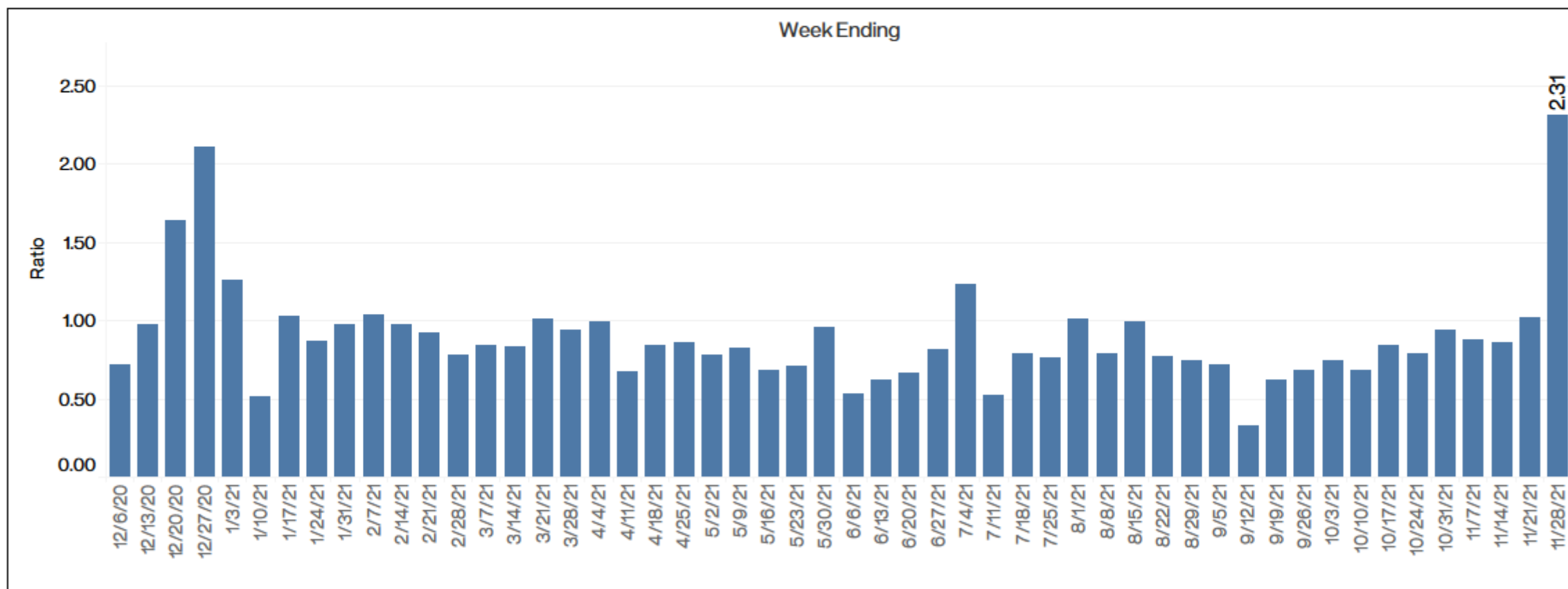
# Weekly Market Trends

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District of Columbia

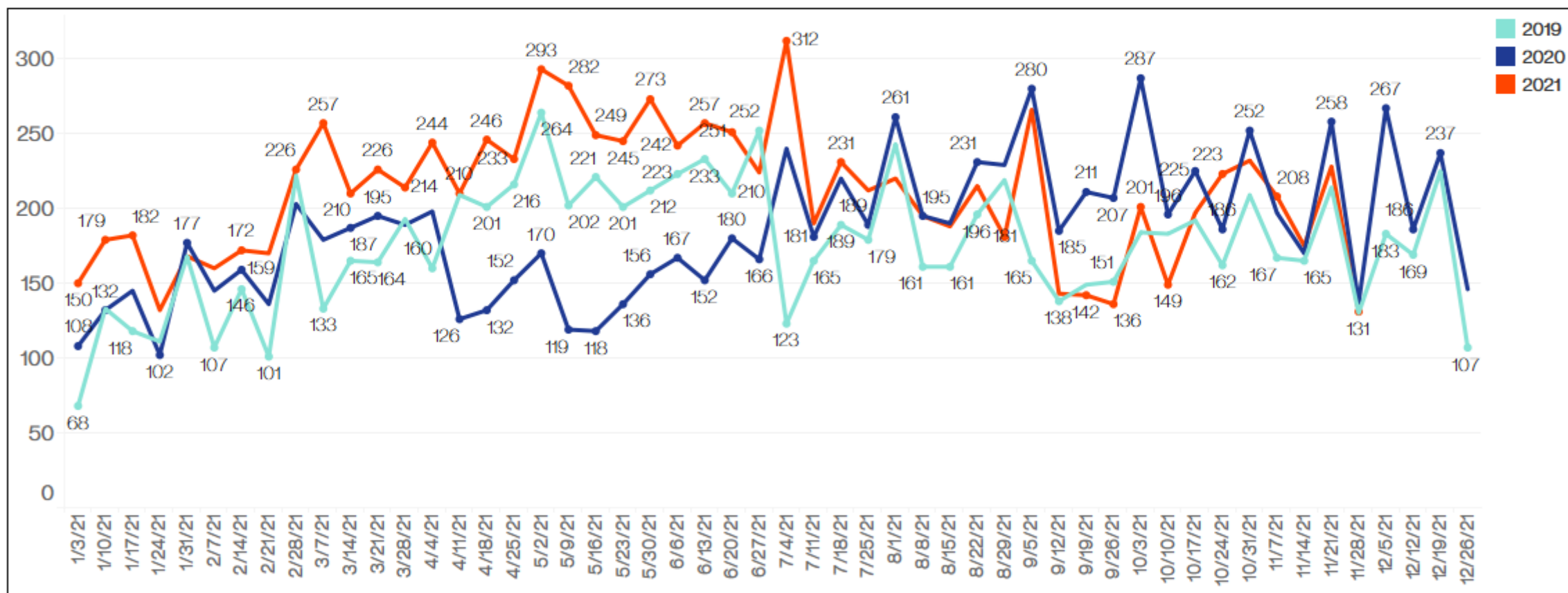
# DC - New Purchase Contract to New Listing Ratio

- For the week, there were 231 new pending home sales for every 100 new listings.



# DC - New Closed Listings

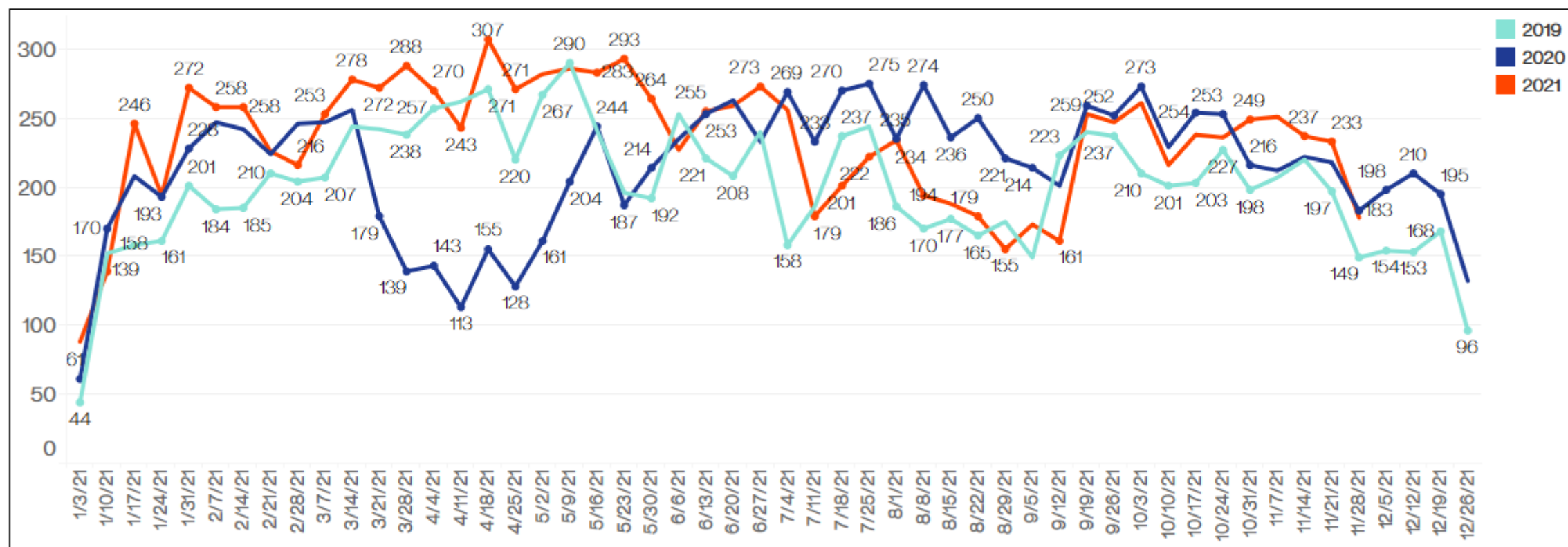
- Closing levels landed at 100.7% compared to 2019 and 95.6% compared to the same week from October 2020.





# DC - Weekly New Purchase Contracts

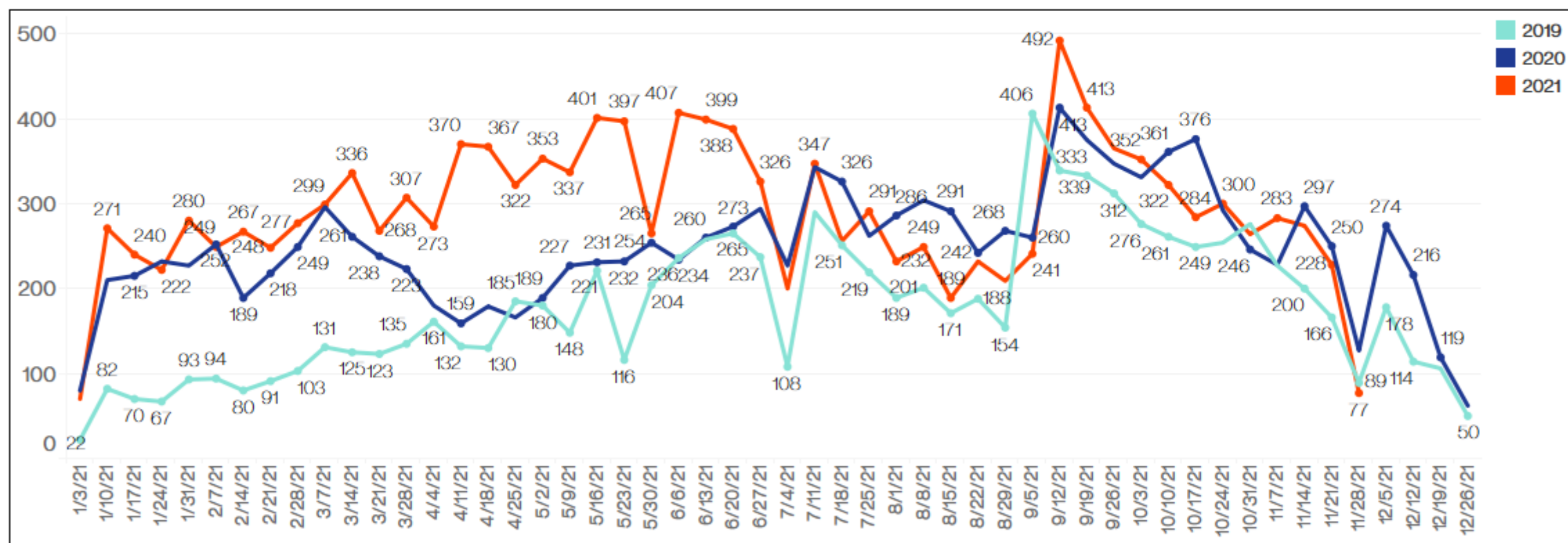
- New contract levels came in at 119.5% compared to 2019 and 97.3% of the same week from November 2020.



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

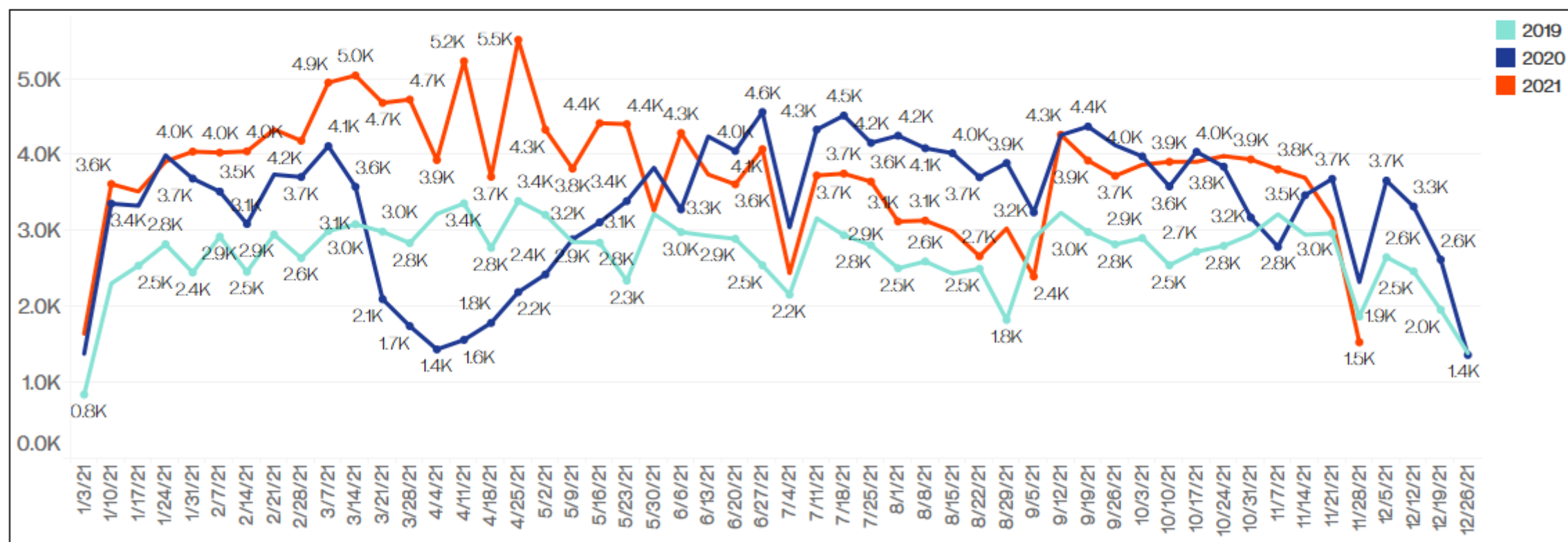
- DC's new listing levels tracked at 86.5% compared to 2019, and 60.6% of the same week from November 2020.



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

# DC - Weekly Showing Activity

- Showing levels tracked at 81.7% of the same week from November 2019 and 65.8% 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.

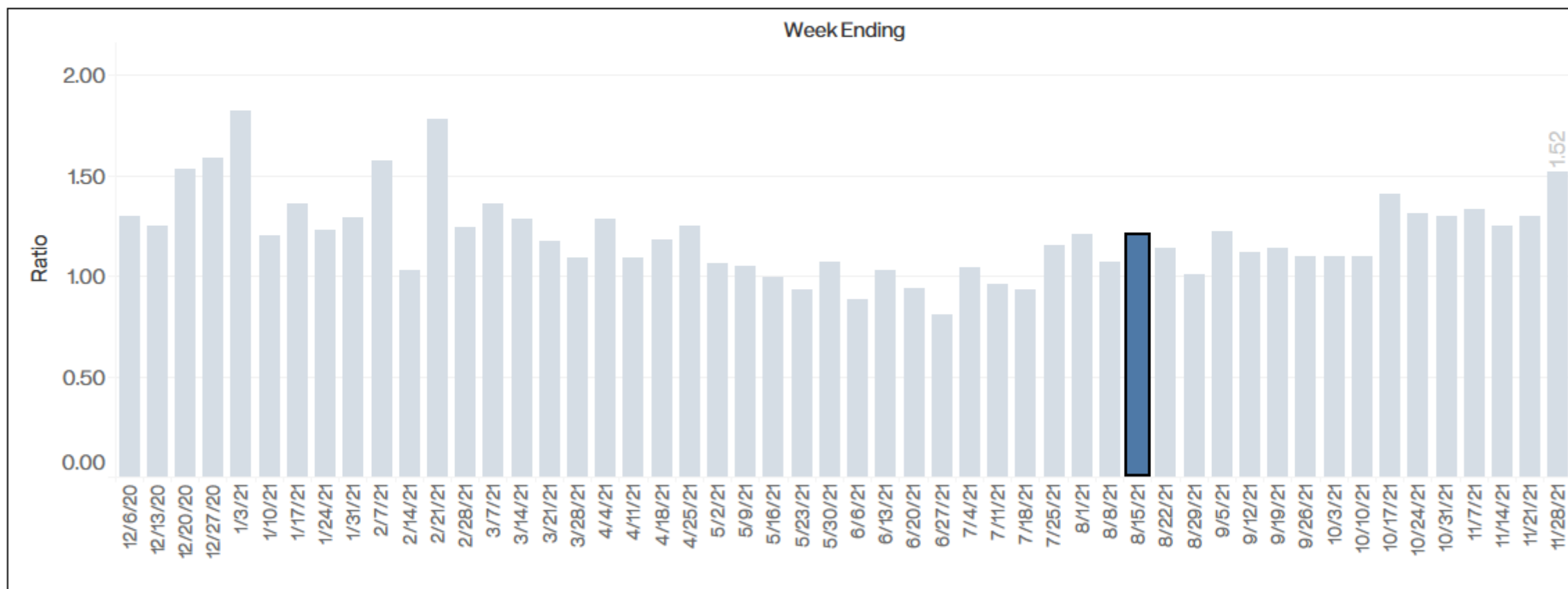
# Weekly Market Trends

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Delaware

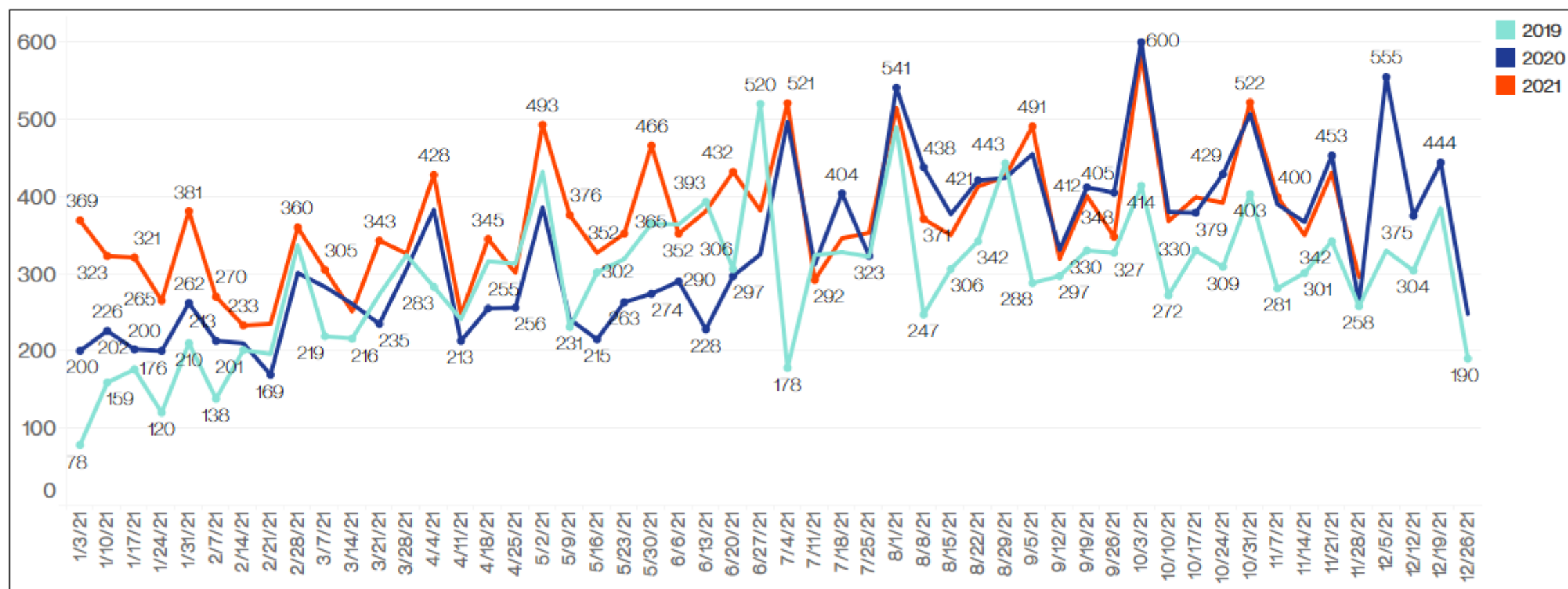
# DE - New Purchase Contract to New Listing Ratio

- For the week, there were 152 new pending home sales for every 100 new listings.



# DE - New Closed Listings

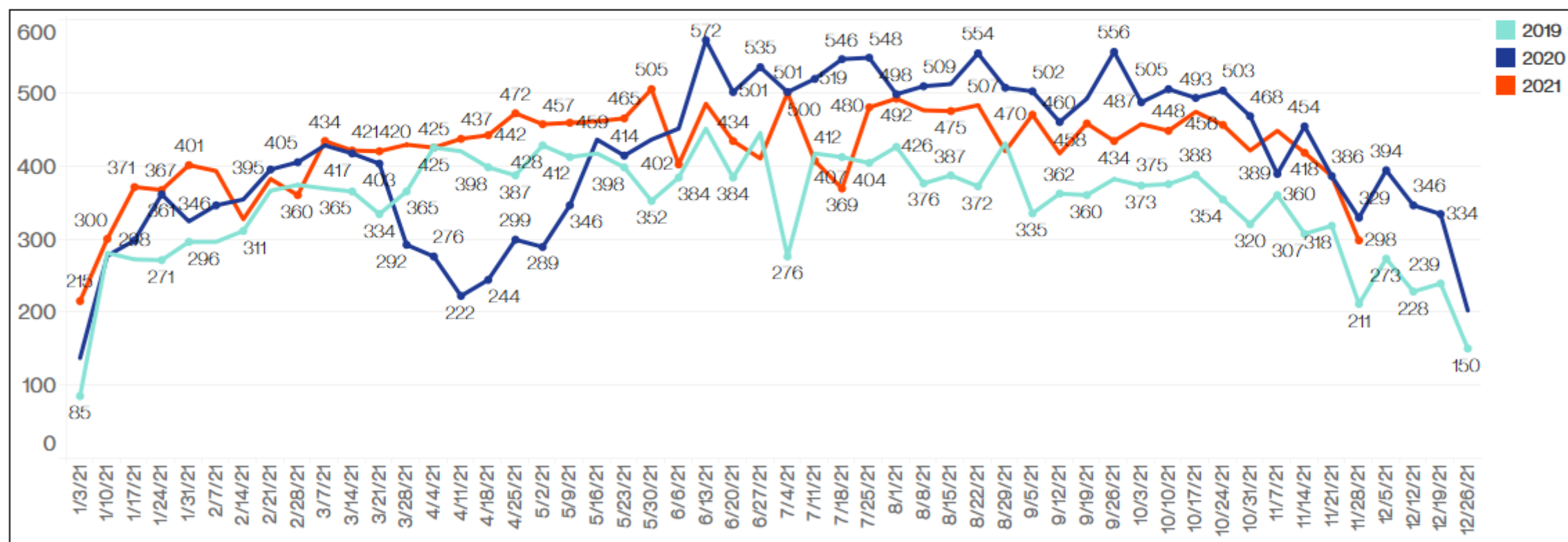
- Closing levels landed at 114.7% compared to 2019 and 112.5% compared to the same week from November 2020.





# DE - Weekly New Purchase Contracts

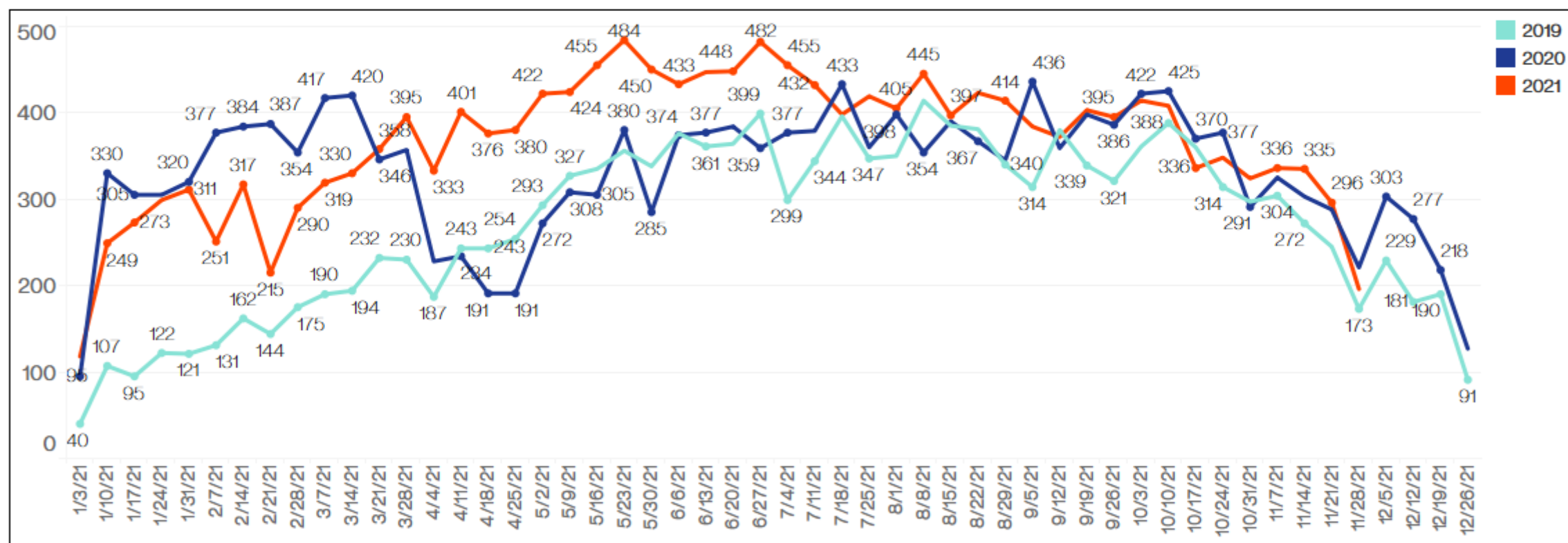
- New contract levels came in at 141.2% compared to 2019 and 90.6% of the same week from November 2020.



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

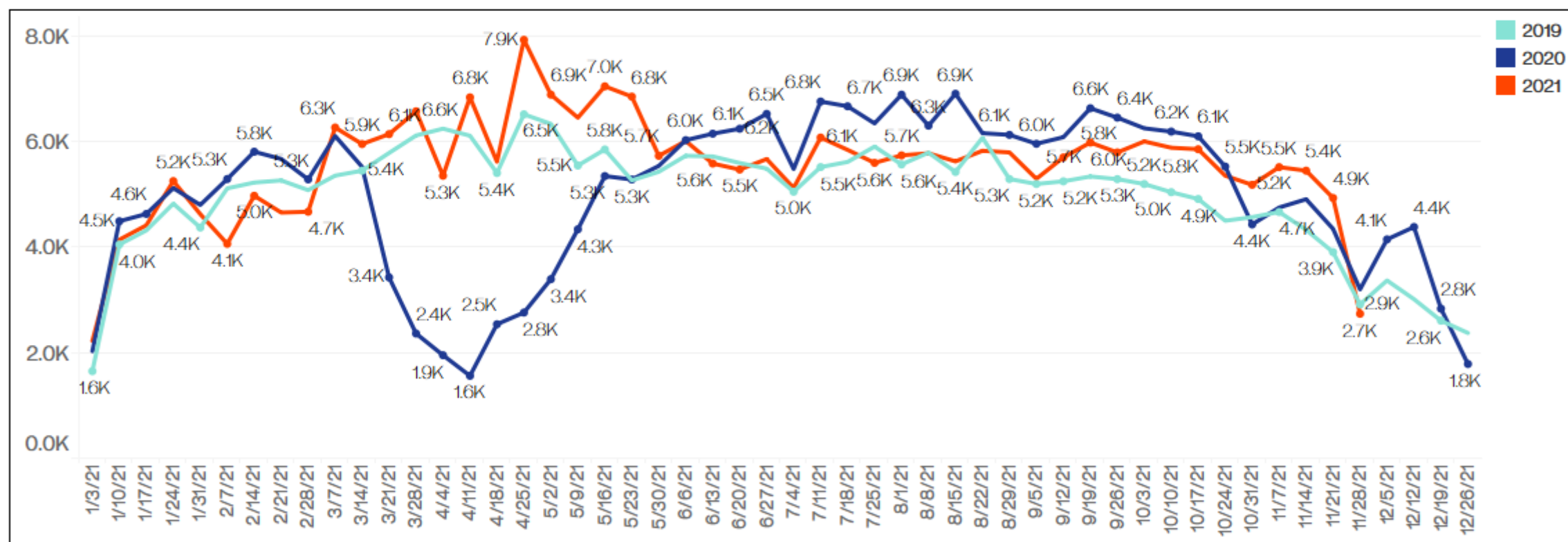
- DE's new listing levels tracked at 113.3% compared to 2019, and 88.7% of the same week from November 2020.



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

# DE - Weekly Showing Activity

- Showing levels tracked at 93.9% of the same week from November 2019 and 85.5% 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.

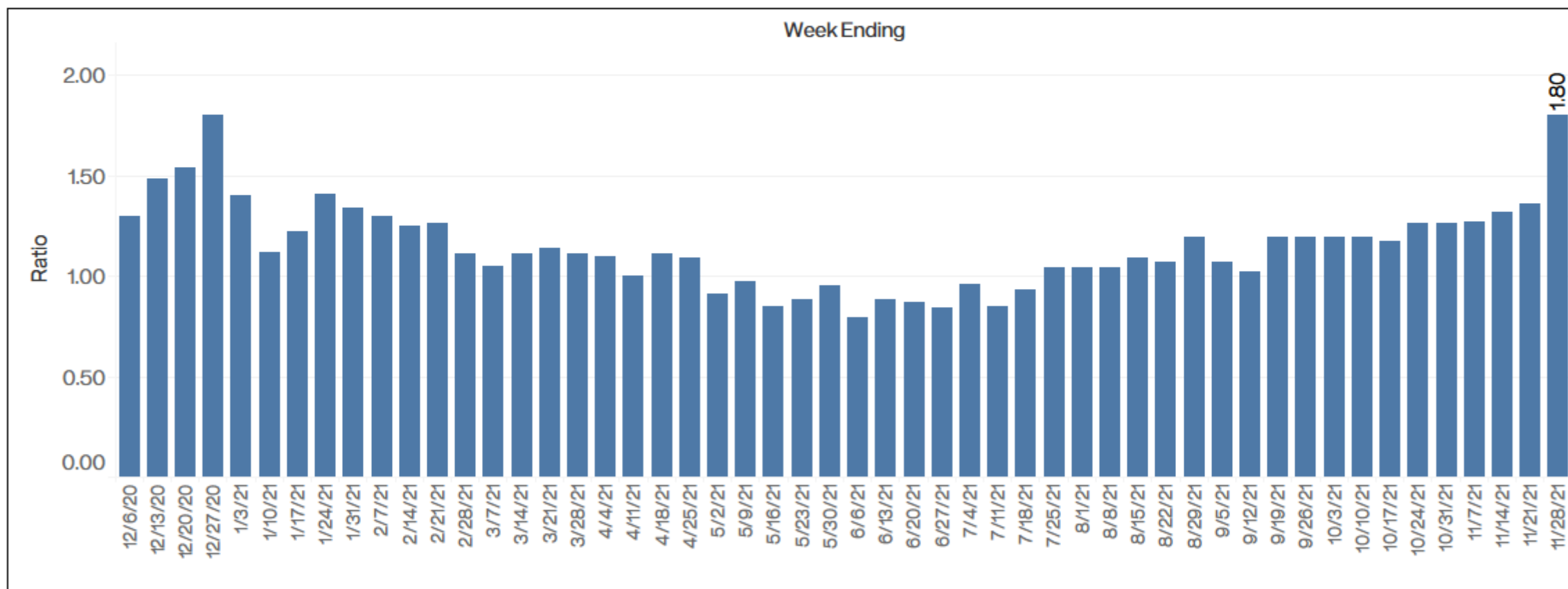
# Weekly Market Trends

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Maryland

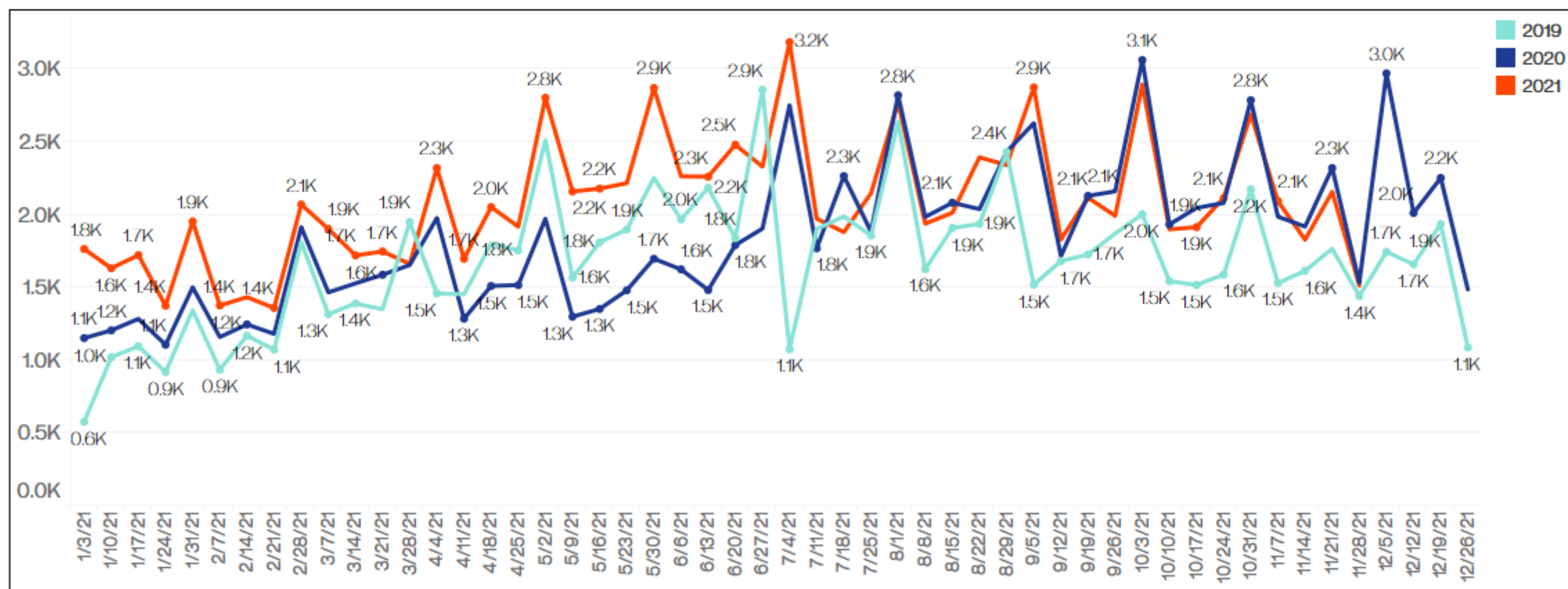
# MD - New Purchase Contract to New Listing Ratio

- For the week, there were 180 new pending home sales for every 100 new listings.



# MD - New Closed Listings

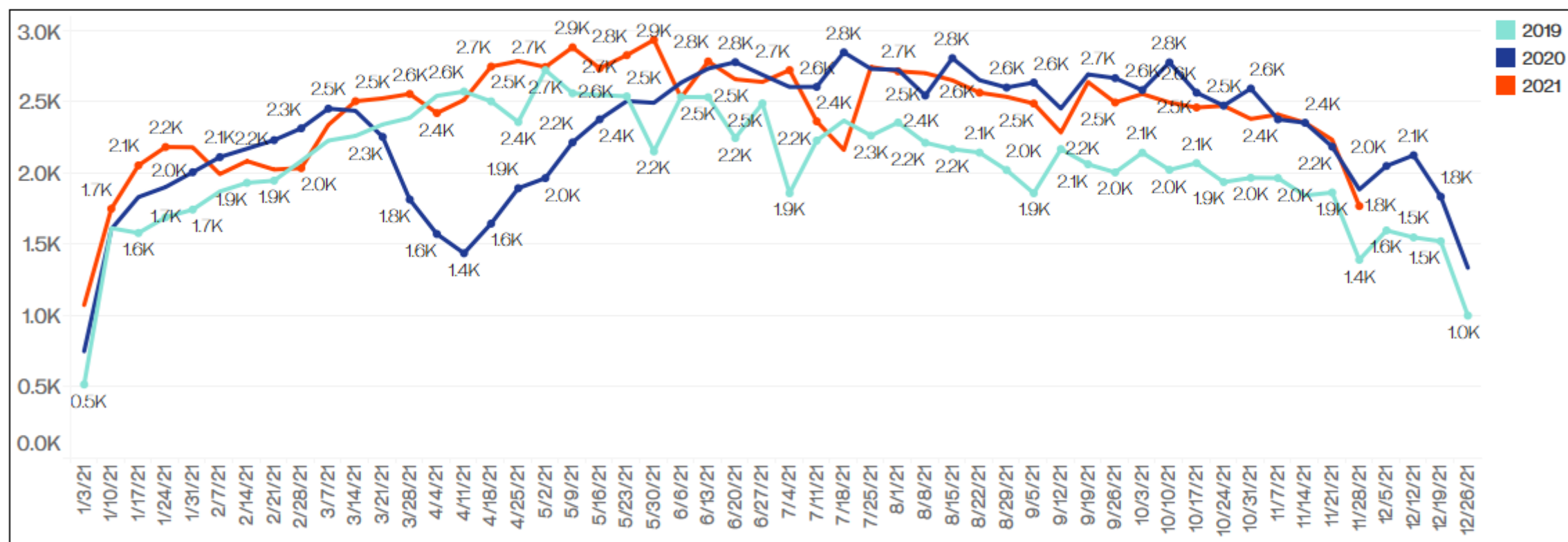
- Closing levels landed at 105.0% compared to 2019 and 98.7% compared to the same week from November 2020.





# MD - Weekly New Purchase Contracts

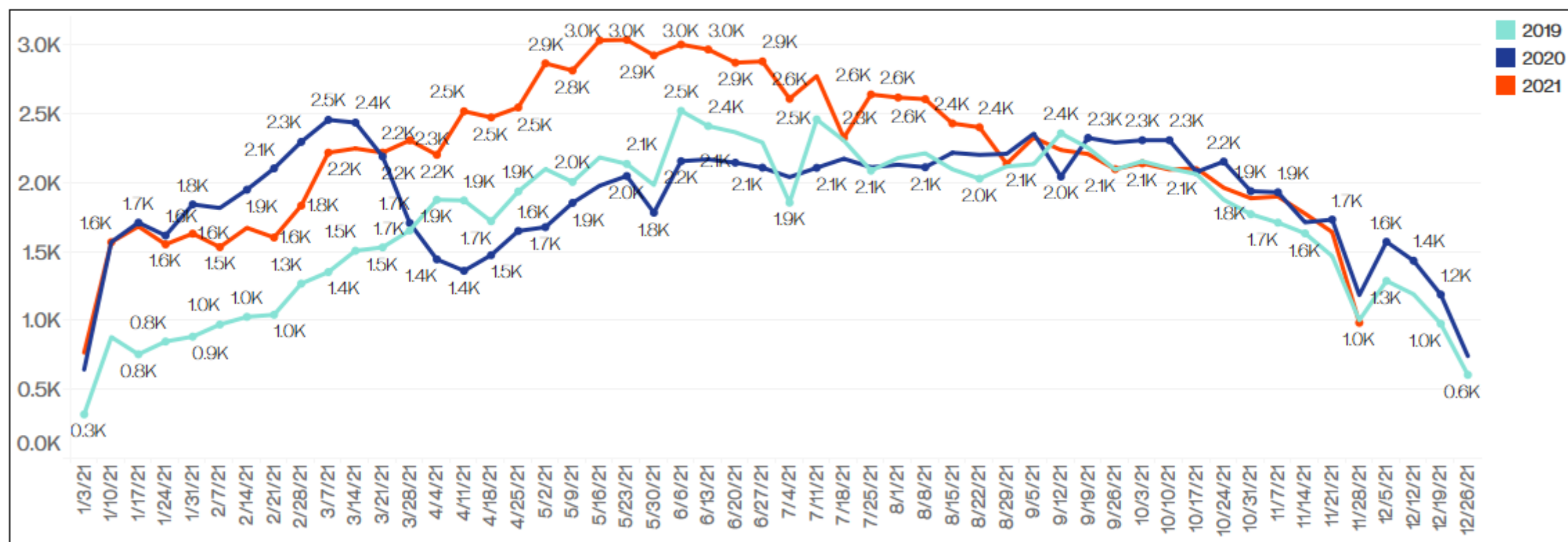
- New contract levels came in at 127.1% compared to 2019 and 93.8% of the same week from November 2020.



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

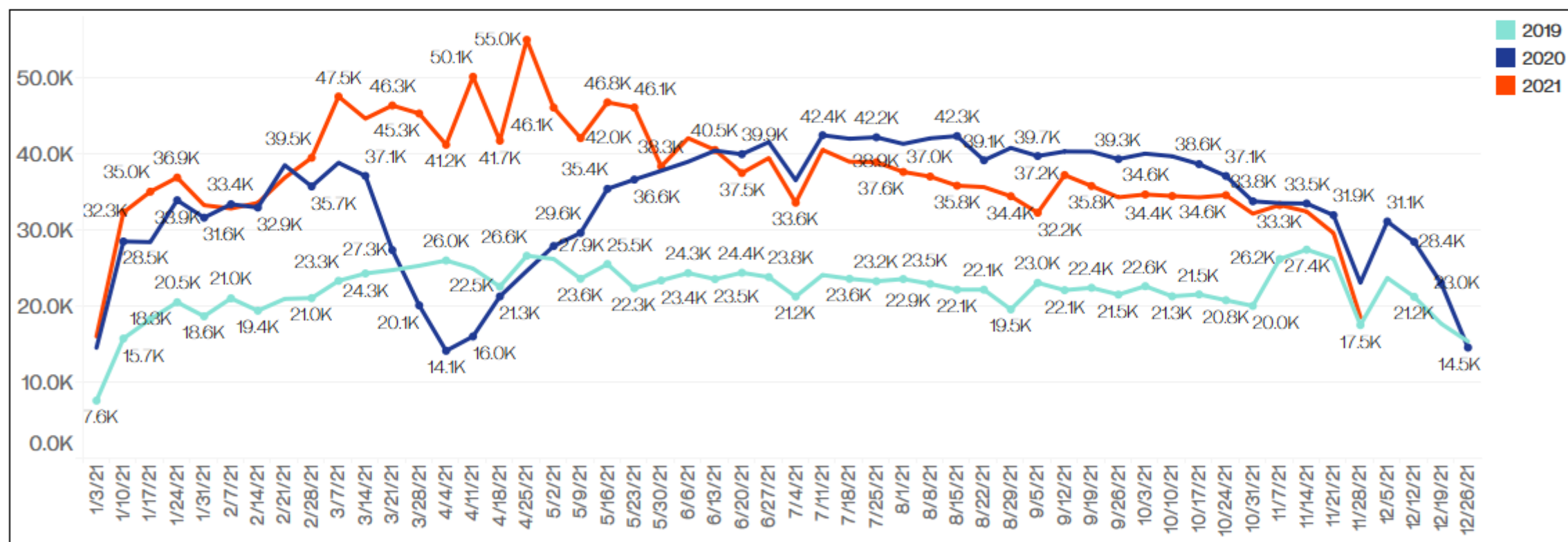
- MD's new listing levels tracked at 98.2% compared to 2019, and 83.0% of the same week from November 2020.



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

# MD - Weekly Showing Activity

- Showing levels tracked at 105.9% of the same week from November 2019 and 80.4% 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.

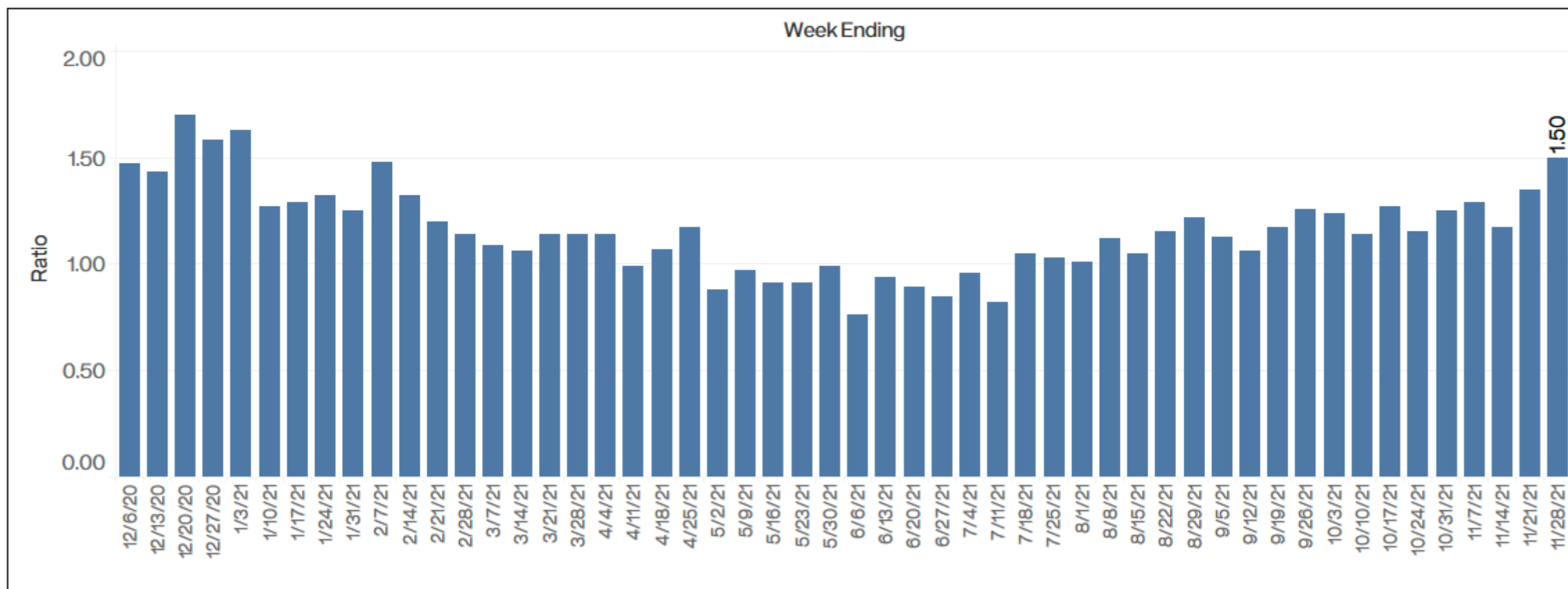
# Weekly Market Trends

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New Jersey

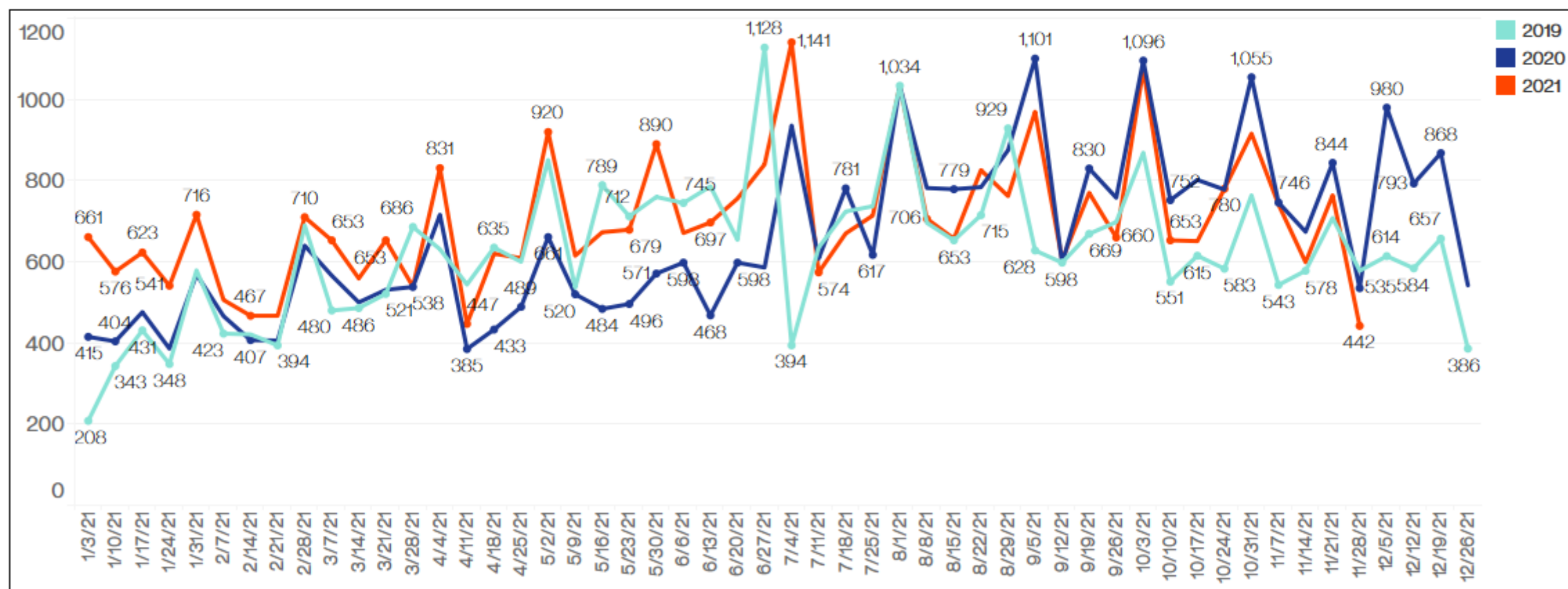
# NJ - New Purchase Contract to New Listing Ratio

- For the week there were 150 new pending home sales for every 100 new listings.



# NJ - New Closed Listings

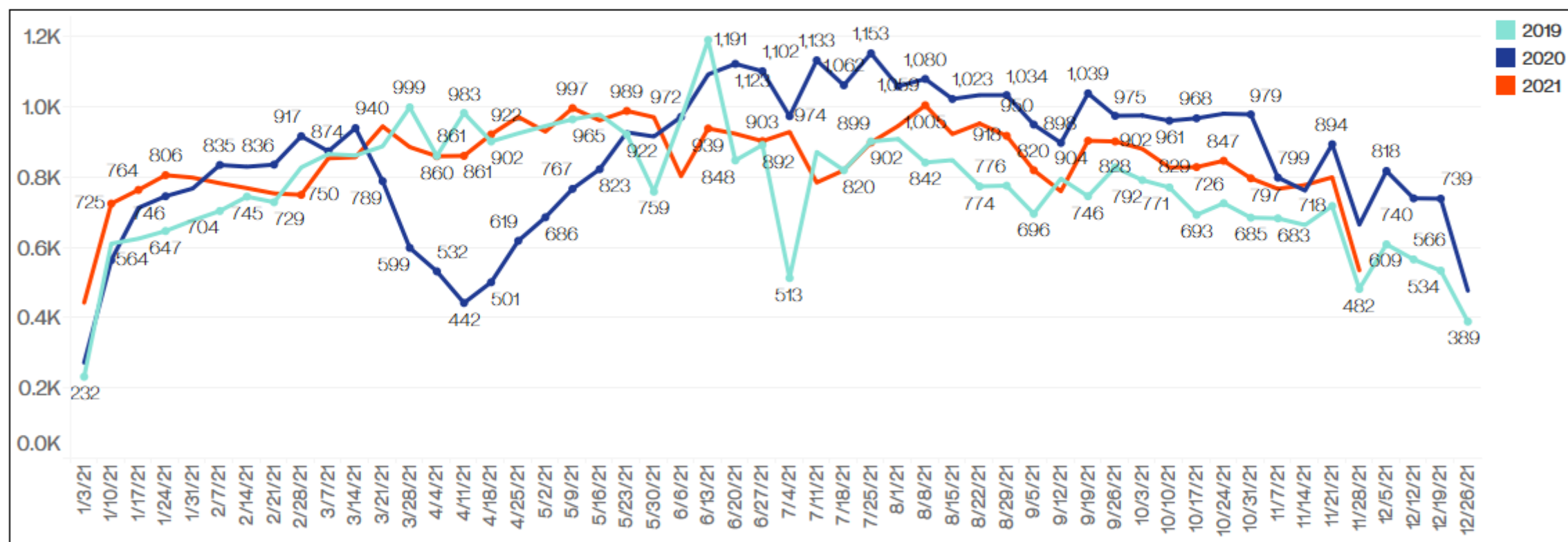
- Closing levels landed at 76.5% compared to 2019 and 82.6% compared to the same week from November 2020.





# NJ - Weekly New Purchase Contracts

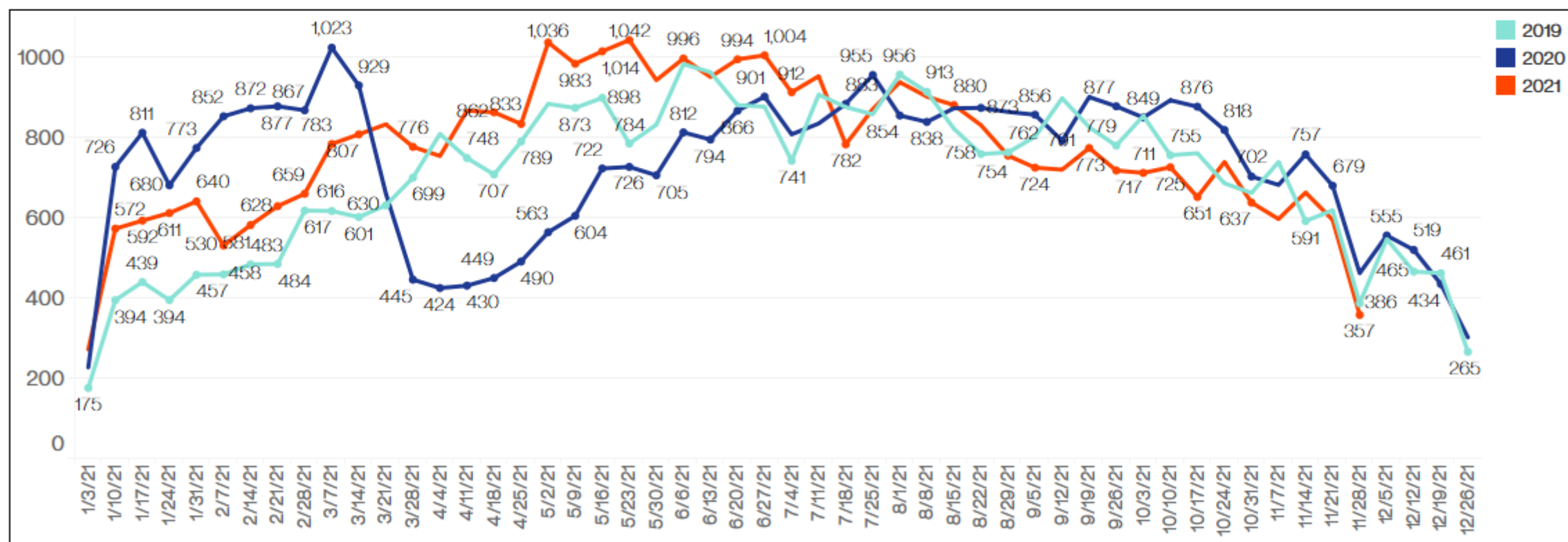
- New contract levels came in at 110.9% compared to 2019 and 80.5% of the same week from November 2020.



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

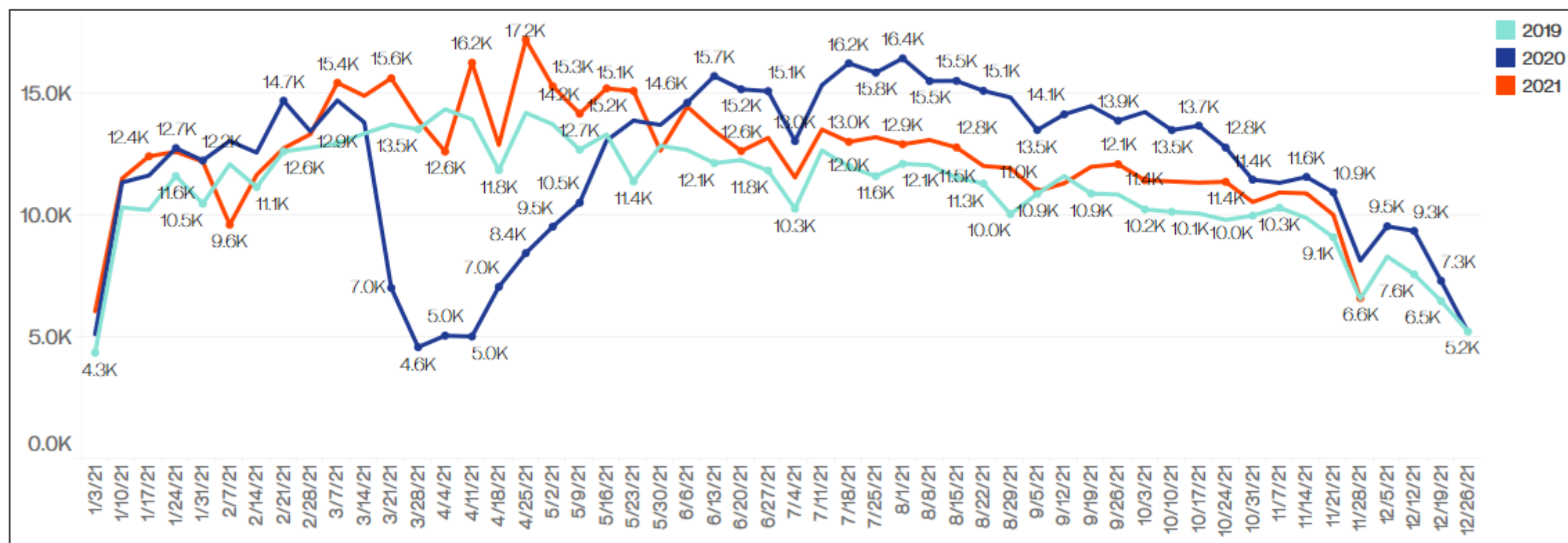
- NJ's new listing levels tracked at 92.5% compared to 2019, and 77.4% of the same week from November 2020.



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

# NJ - Weekly Showing Activity

- Showing levels tracked at 100.6% of the same week from November 2019 and 81.1% 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.

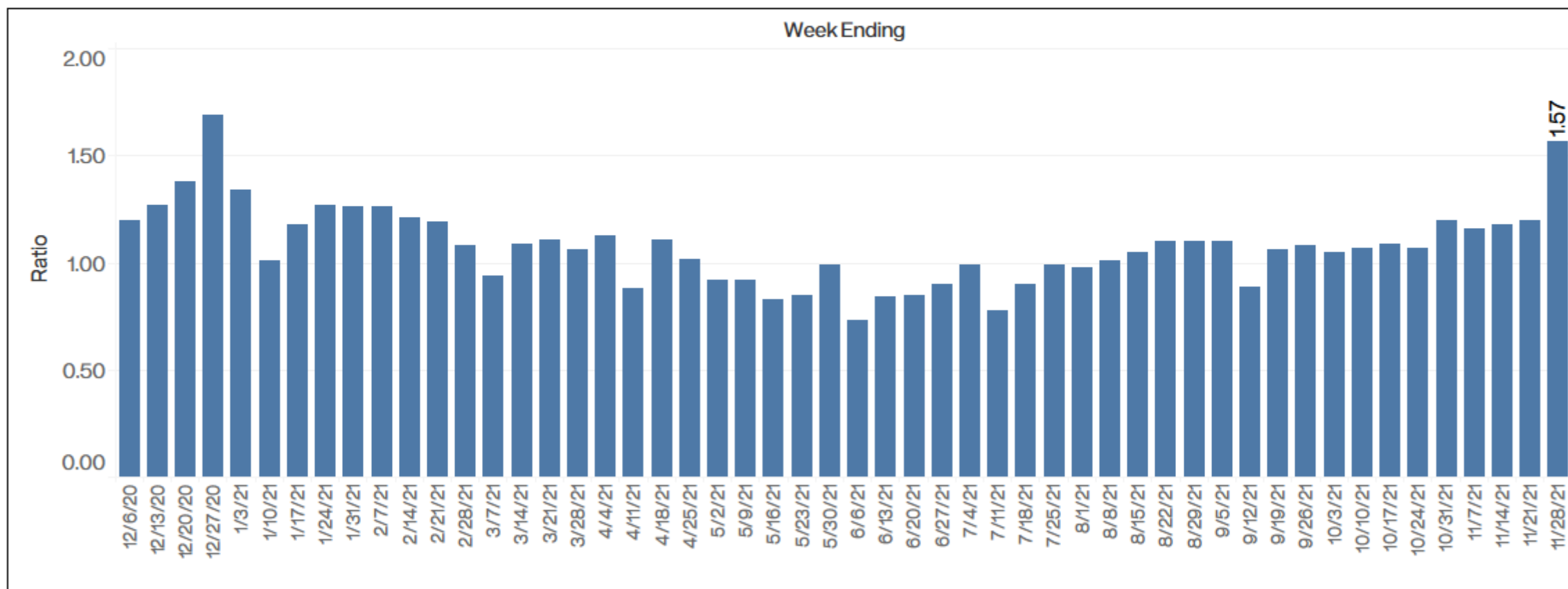
# Weekly Market Trends

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Pennsylvania

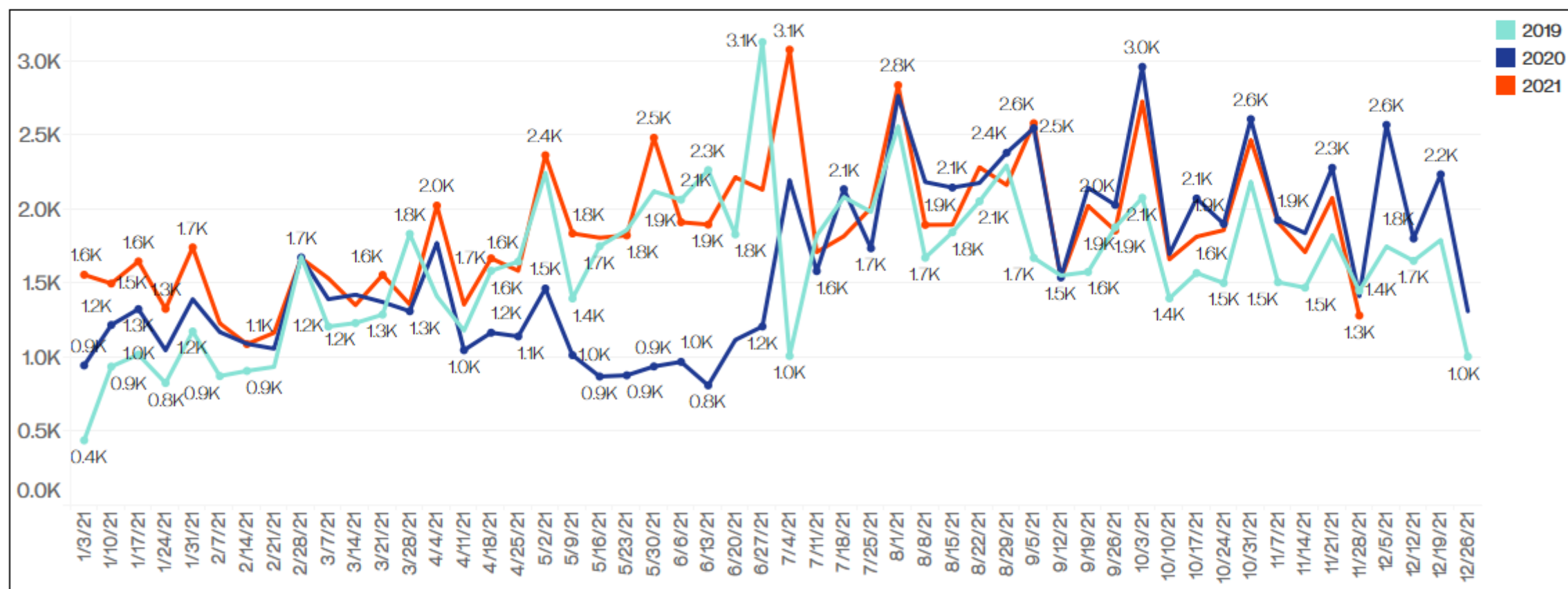
# PA - New Purchase Contract to New Listing Ratio

- For the week, there were 157 new pending home sales for every 100 new listings.



# PA - New Closed Listings

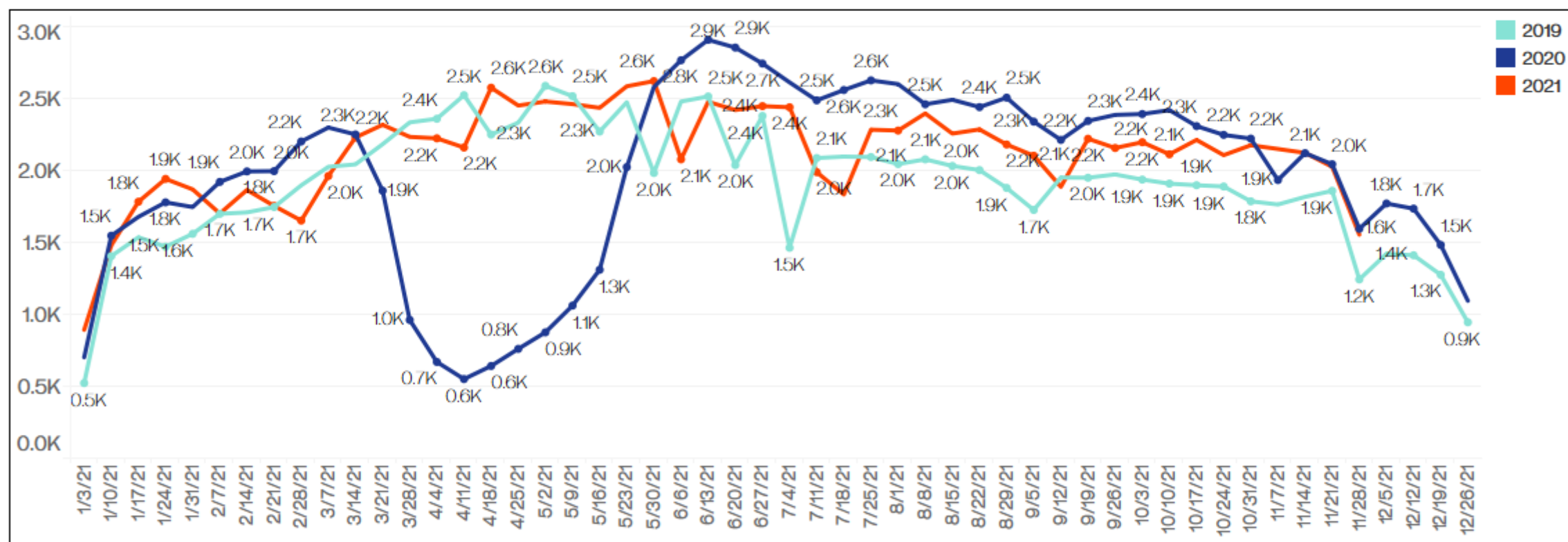
- Closing levels landed at 88.5% compared to 2019 and 90.7% compared to the same week from November 2020.





# PA - Weekly New Purchase Contracts

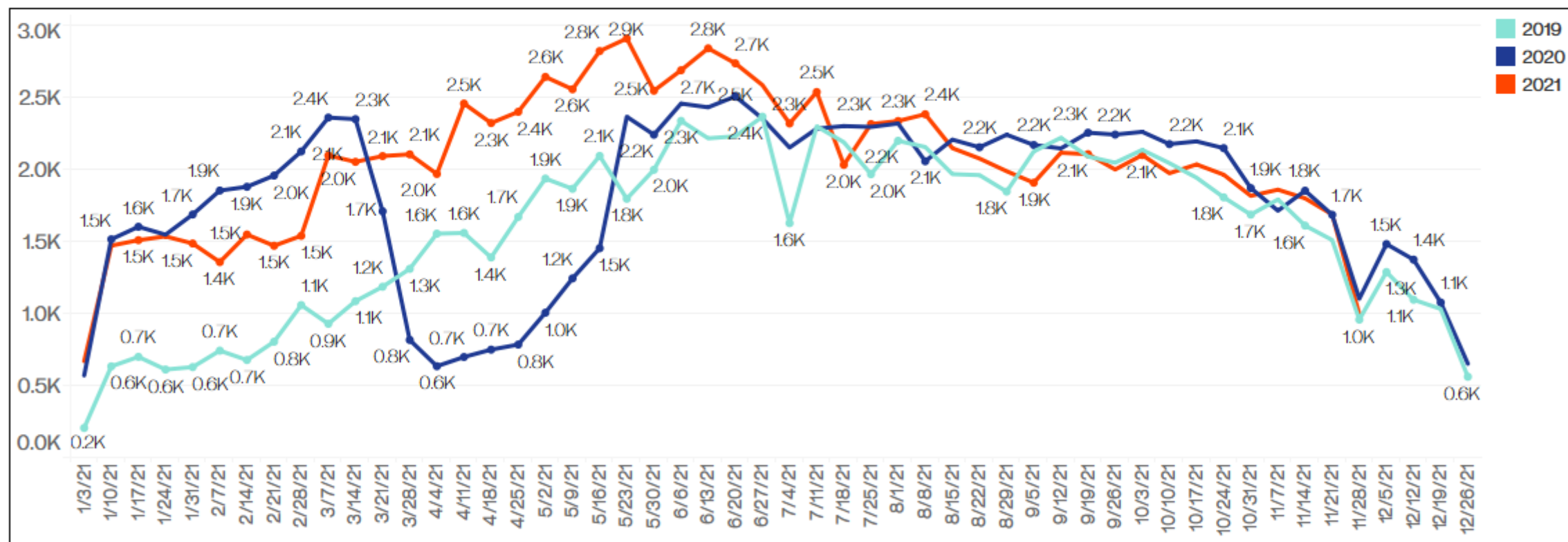
- New contract levels came in at 125.0% compared to 2019 and 97.4% of the same week from November 2020.



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

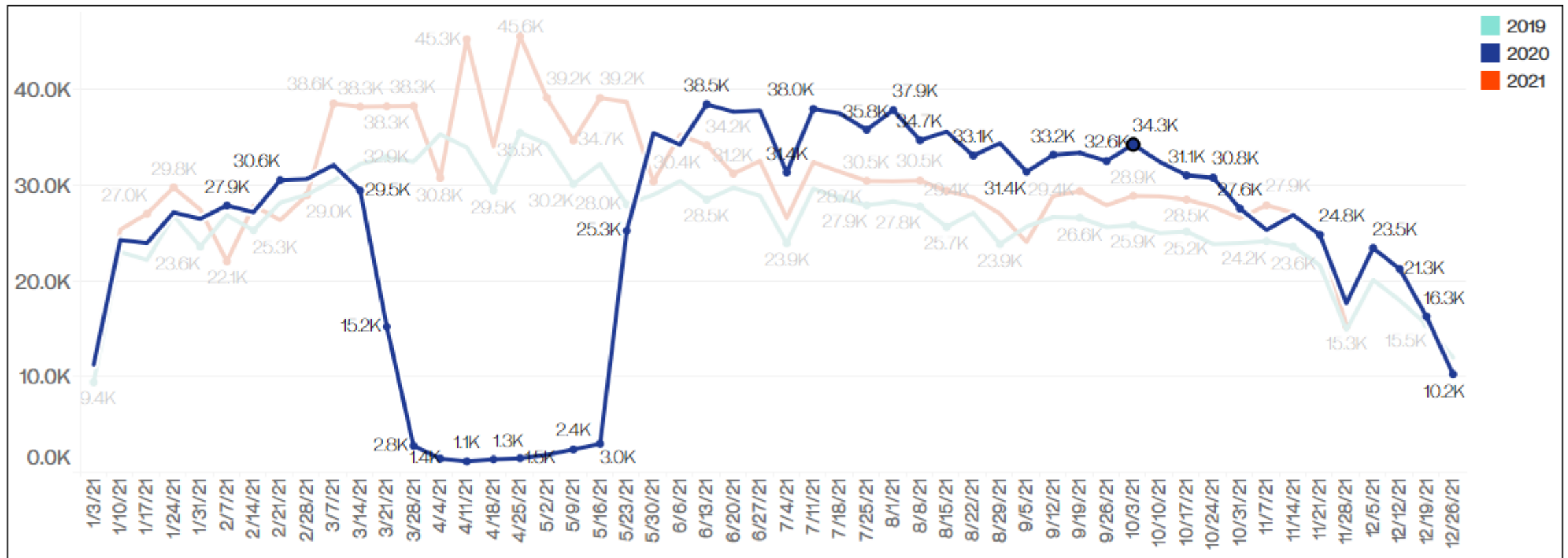
- PA's new listing levels tracked at 103.9% compared to 2019, and 90.2% of the same week from November 2020.



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

# PA - Weekly Showing Activity

- Showing levels tracked at 102.7% of the same week from November 2019 and 86.5% 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.

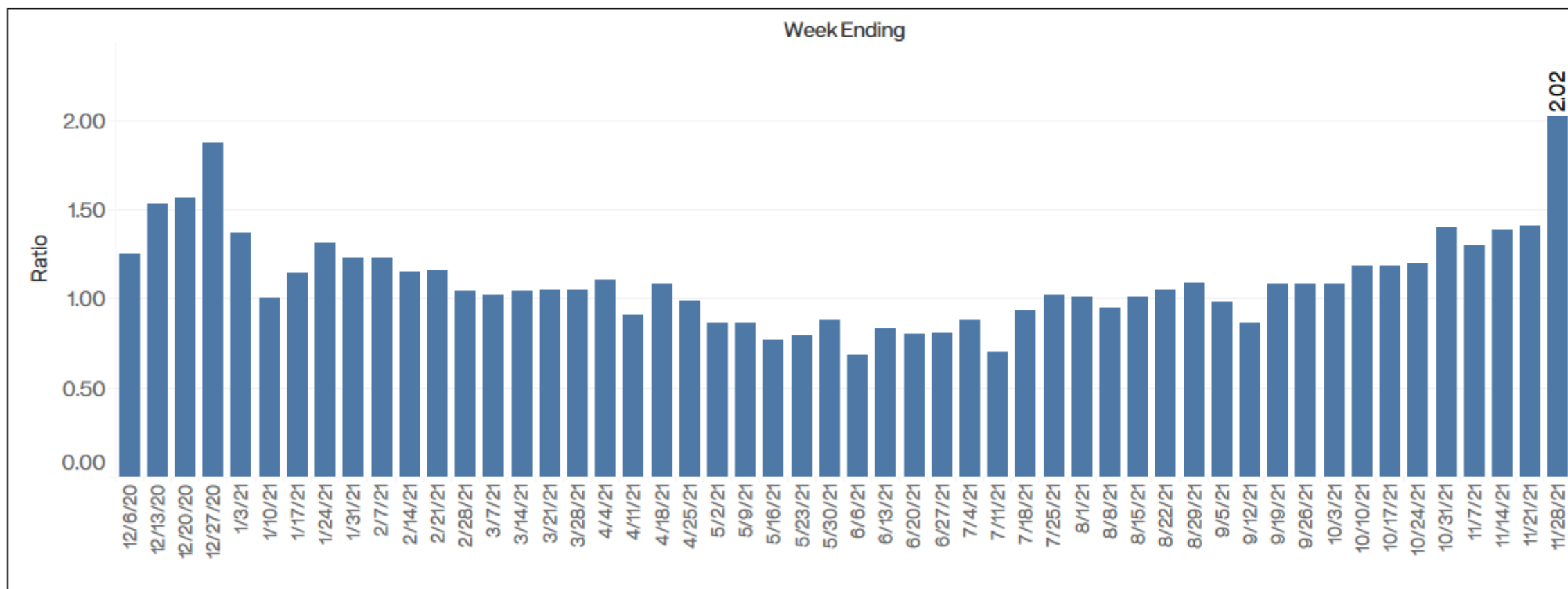
# Weekly Market Trends

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Virginia

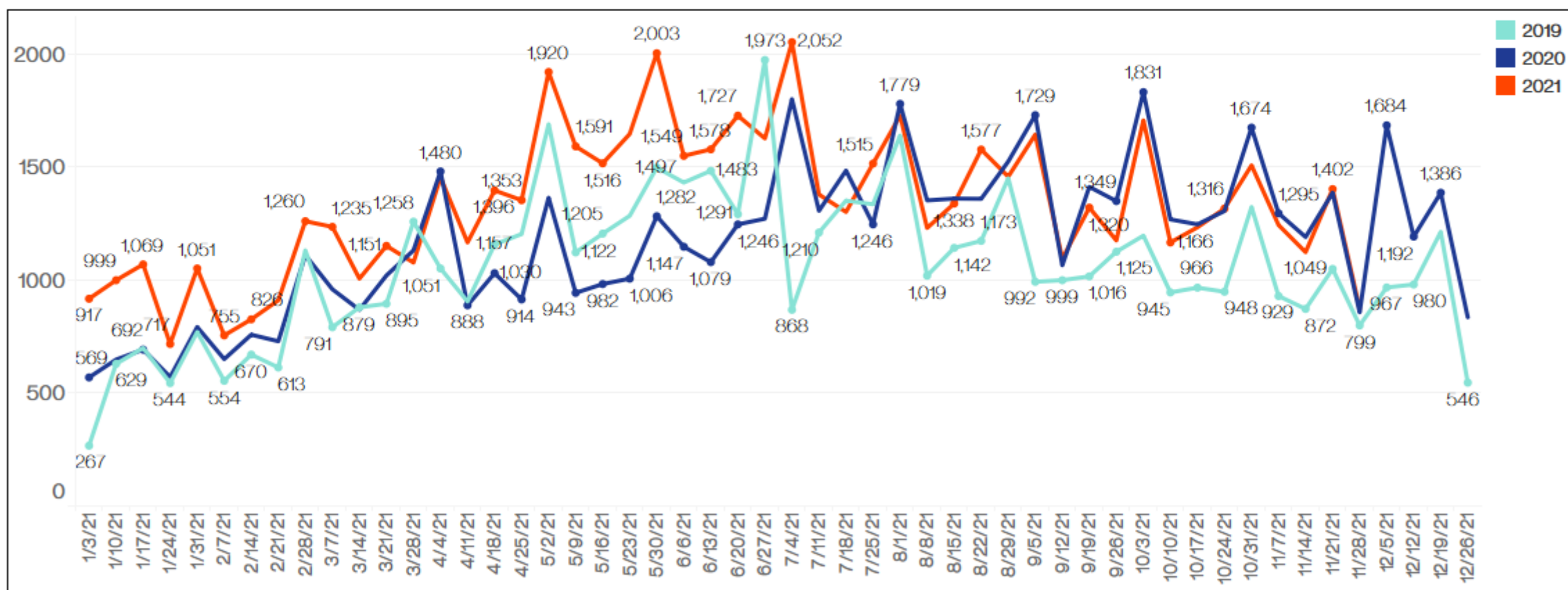
# VA - New Purchase Contract to New Listing Ratio

- For the week, there were 202 new pending sales for ever 100 new listings.



# VA - New Closed Listings

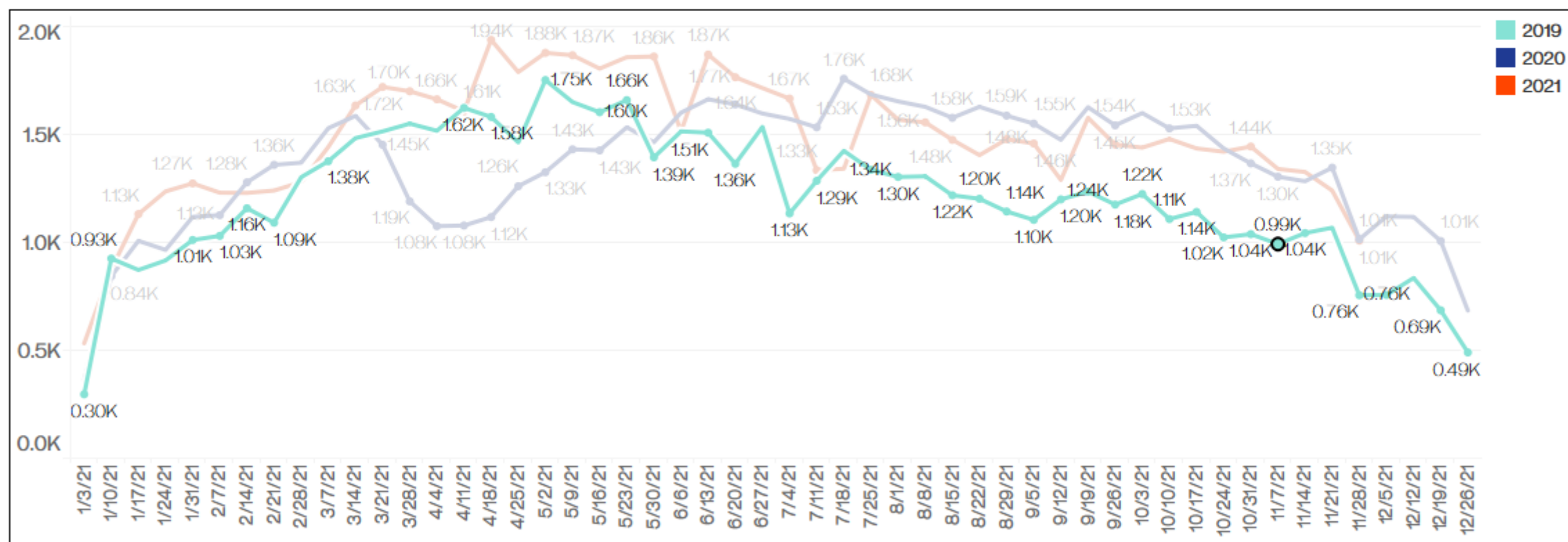
- Closing levels landed at 109.3% compared to 2019 and 101.9% compared to the same week from November 2020.





# VA - Weekly New Purchase Contracts

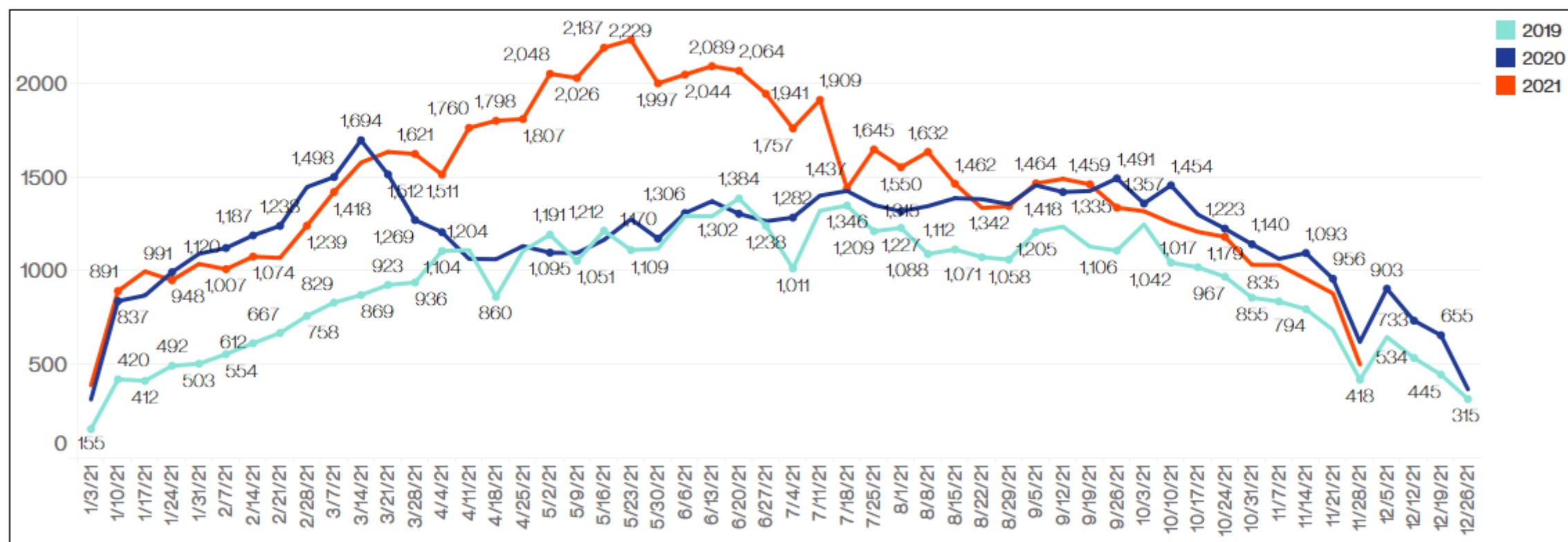
- New contract levels came in at 133.5% compared to 2019 and 99.4% of the same week from November 2020.



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

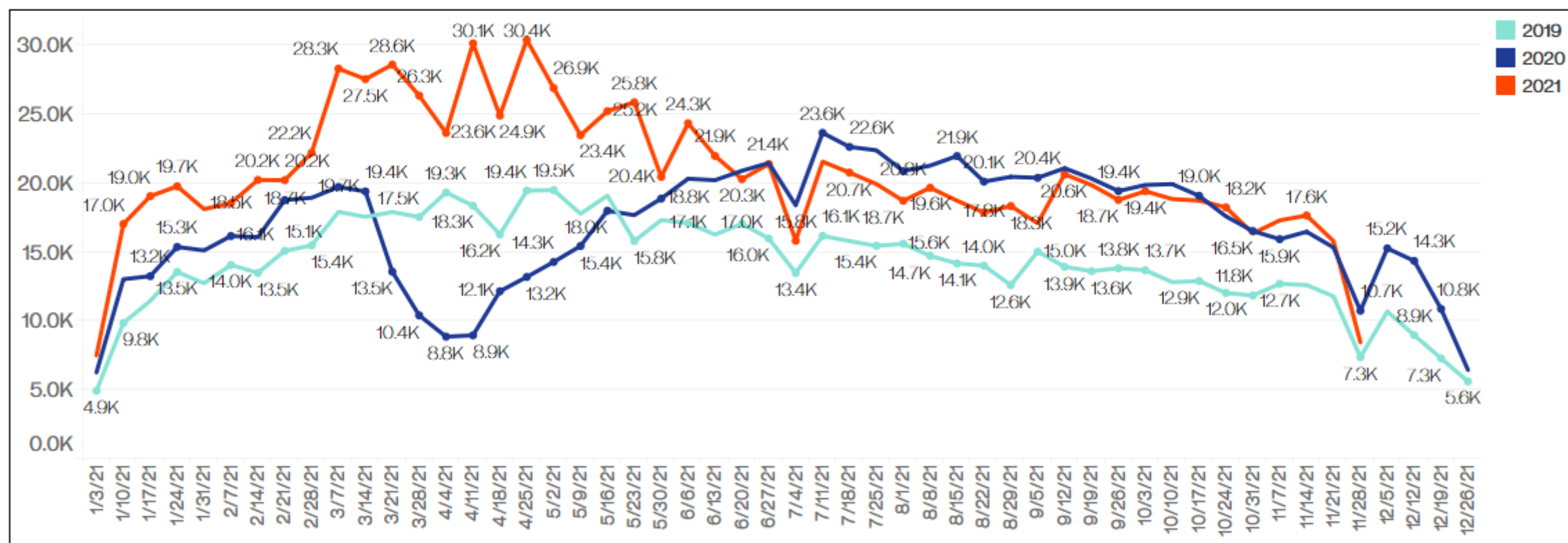
- VA's new listing levels tracked at 119.6% compared to 2019, 80.8% of the same week from November 2020.



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

# VA - Weekly Showing Activity

- Showing levels tracked at 114.8% of the same week from November 2019 and 78.7% 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.

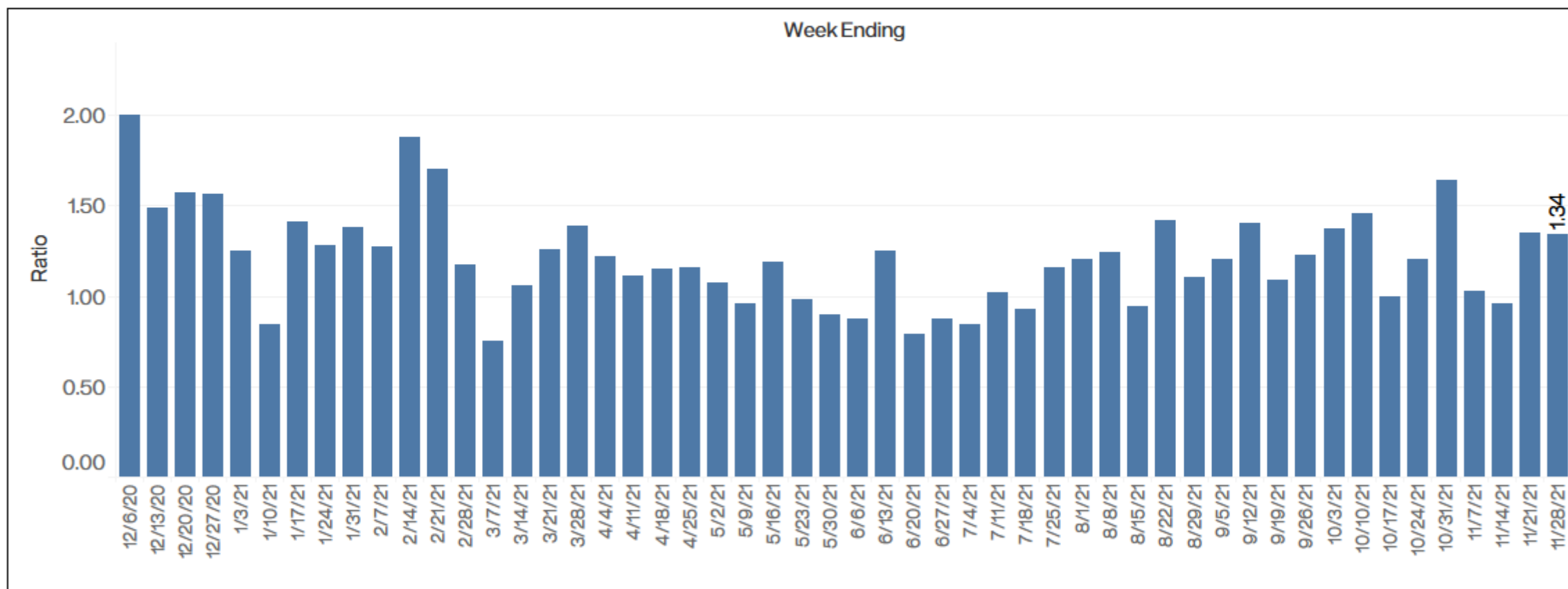
# Weekly Market Trends

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**West Virginia**

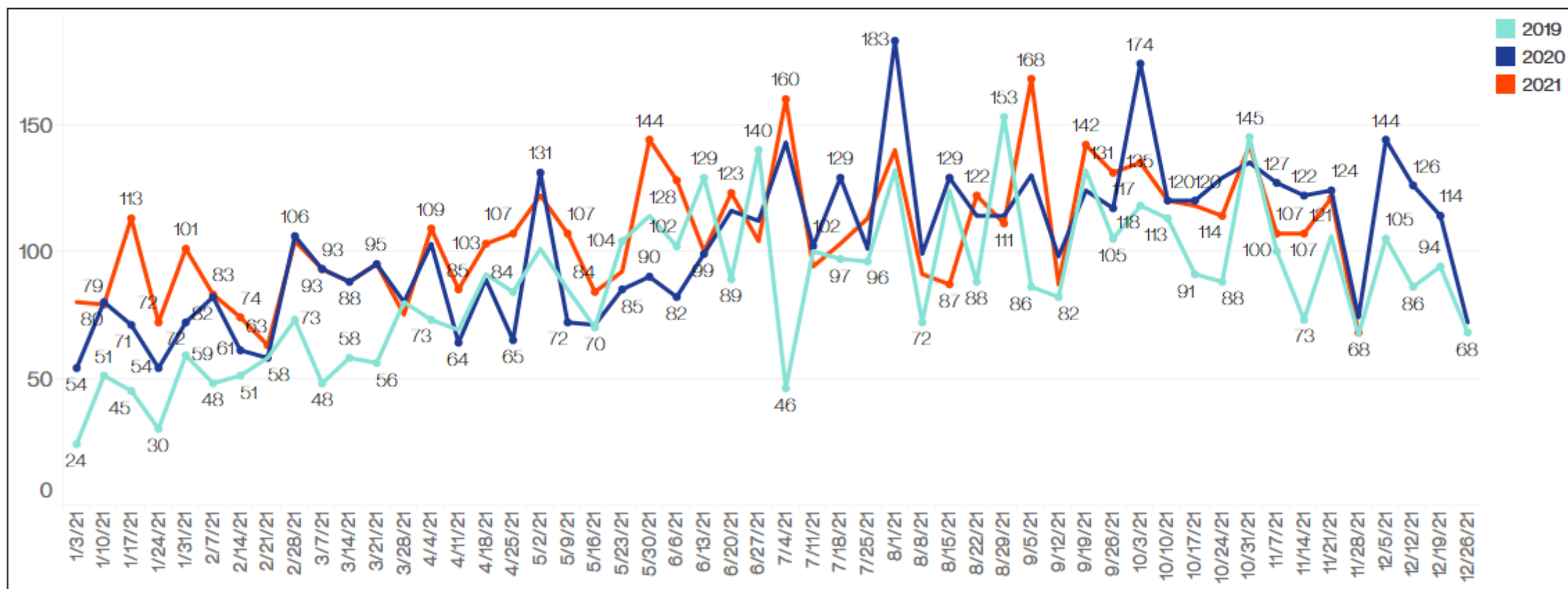
# WV - New Purchase Contract to New Listing Ratio

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



# WV- New Closed Listings

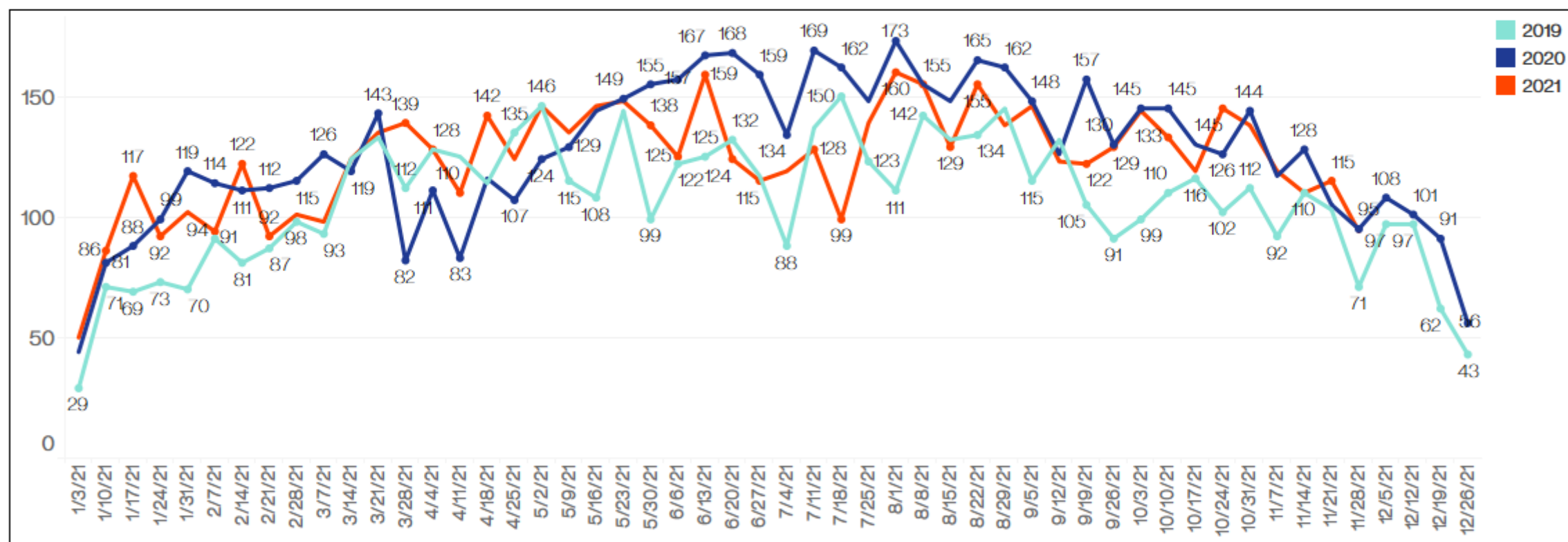
- Closing levels landed at 101.5% compared to 2019 and 91.9% compared to the same week from November 2020.





# WV- Weekly New Purchase Contracts

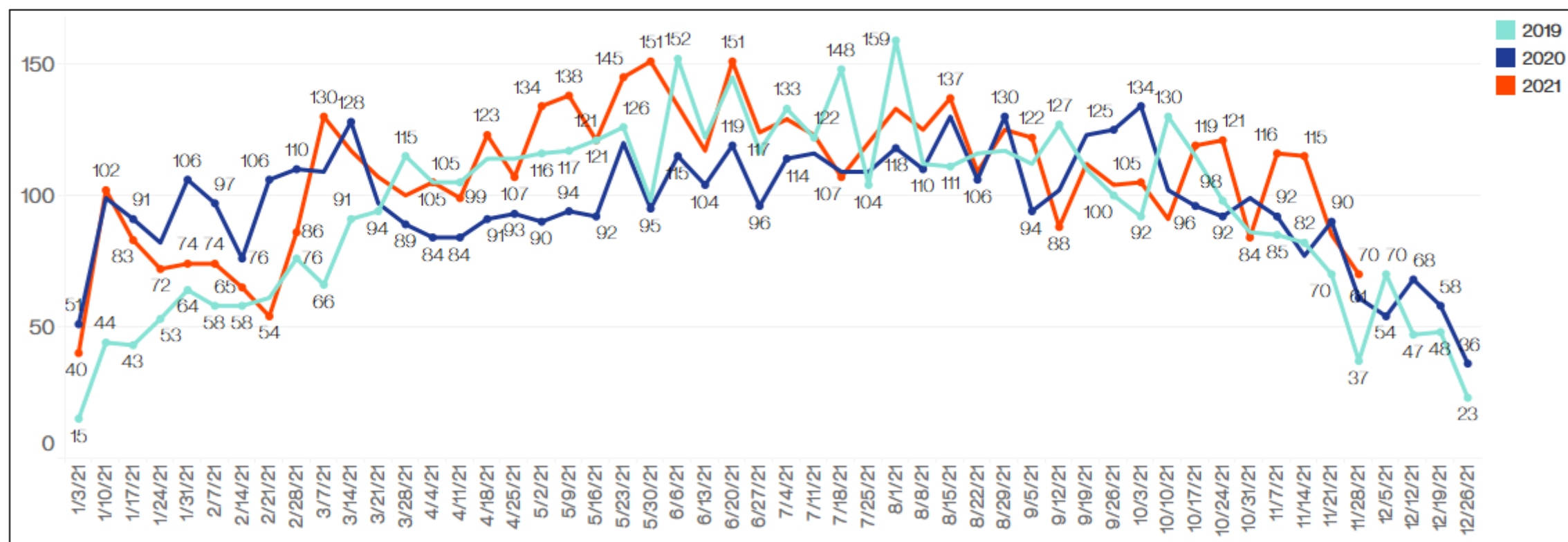
- New contract levels came in at 132.4% compared to 2019 and 98.9% of the same week from November 2020.



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

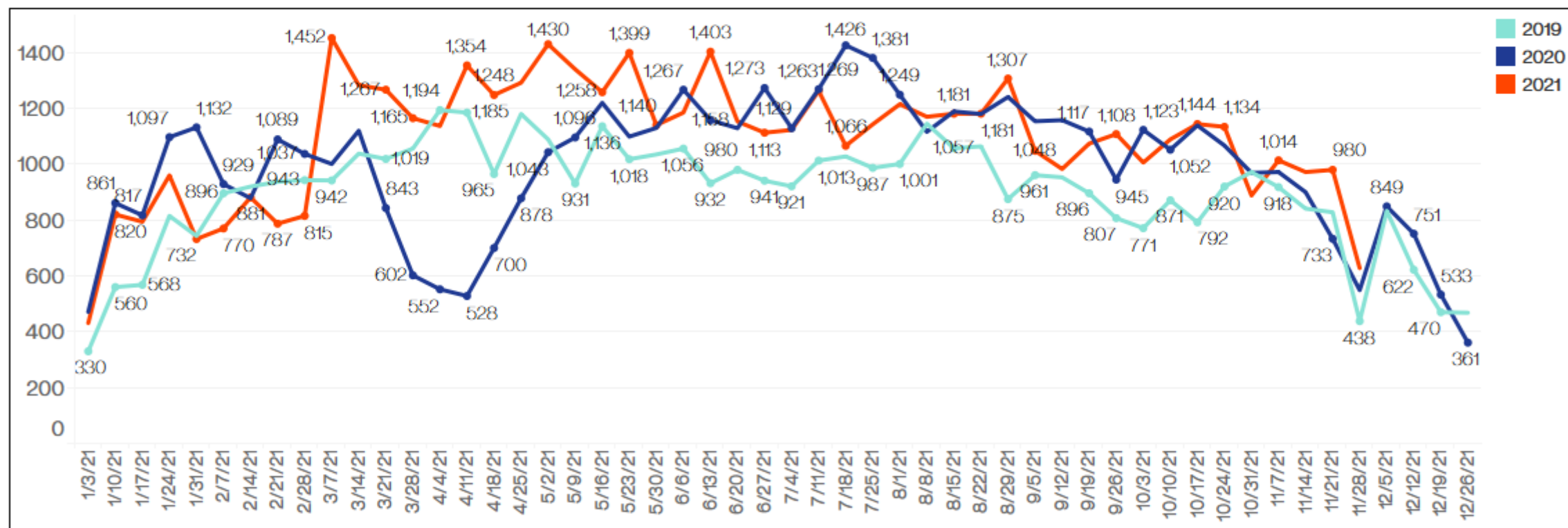
- WV's new listing levels tracked at 189.2% compared to 2019, 114.8% of the same week from November 2020.



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

# WV- Weekly Showing Activity

- Showing levels tracked at 143.4% of the same week from November 2019 and 114.4% 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.