

Weekly Market Trends

Week Ending April 11th



Market Trends

Bright Footprint

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2. New Purchase Contract to New Listing Ratio
3. Weekly “New Listings”
4. Weekly “New Purchase Contracts”
5. Weekly Number of “New Closed” Listings
6. Weekly Average Number of Days Between Purchase Contract Date and Closing Date
7. Weekly Showing Activity

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2. [Delaware](#)
3. [Maryland](#)
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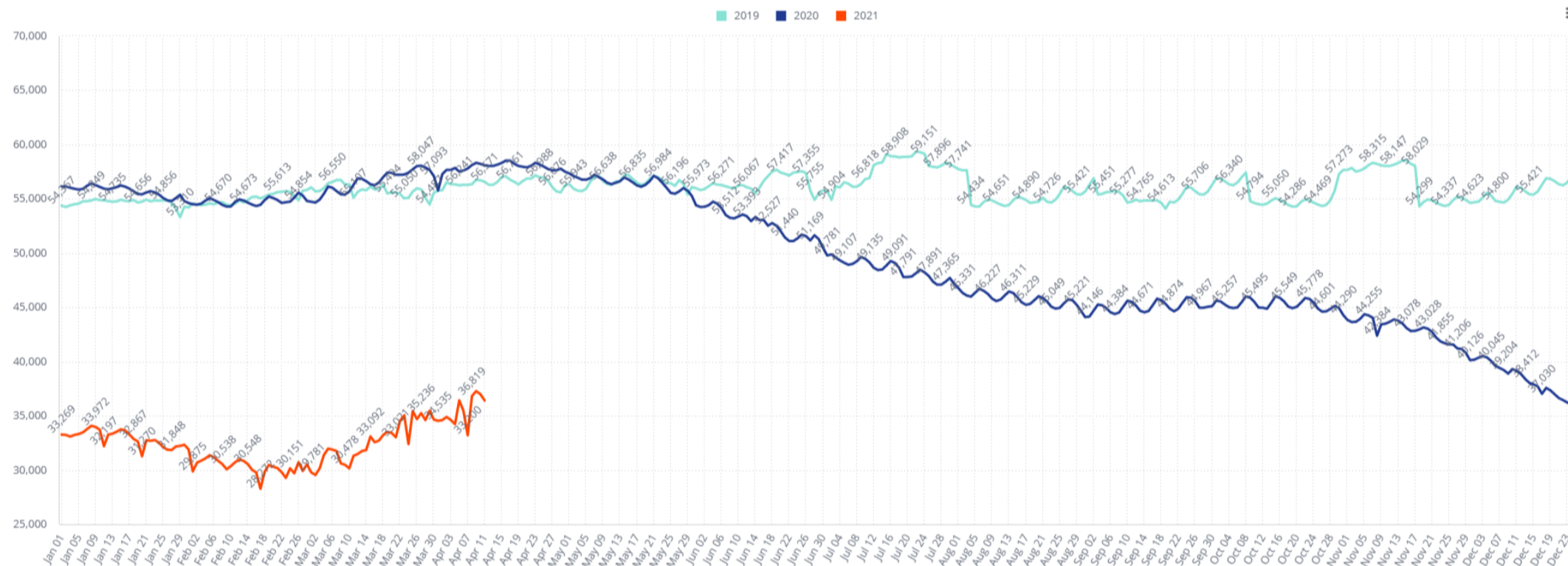
Summary

- As we enter the spring market, more sellers are bringing their properties to the market, helping to strengthen the marketplace. The increase in showings also points accelerating buyer demand.
 - Spring market listings bloomed this week, as new listings paced at 145.7% of 2019. Though there are more total new listings compared to 2019 (8,362 v 5,740), we expect buyers to continue to scoop up properties and suppress inventory levels.
 - This was the first week in over a year new listings outpaced new pending sales.
 - Showings paced at 144.4% of 2019 and were up 23.0% from the prior week.



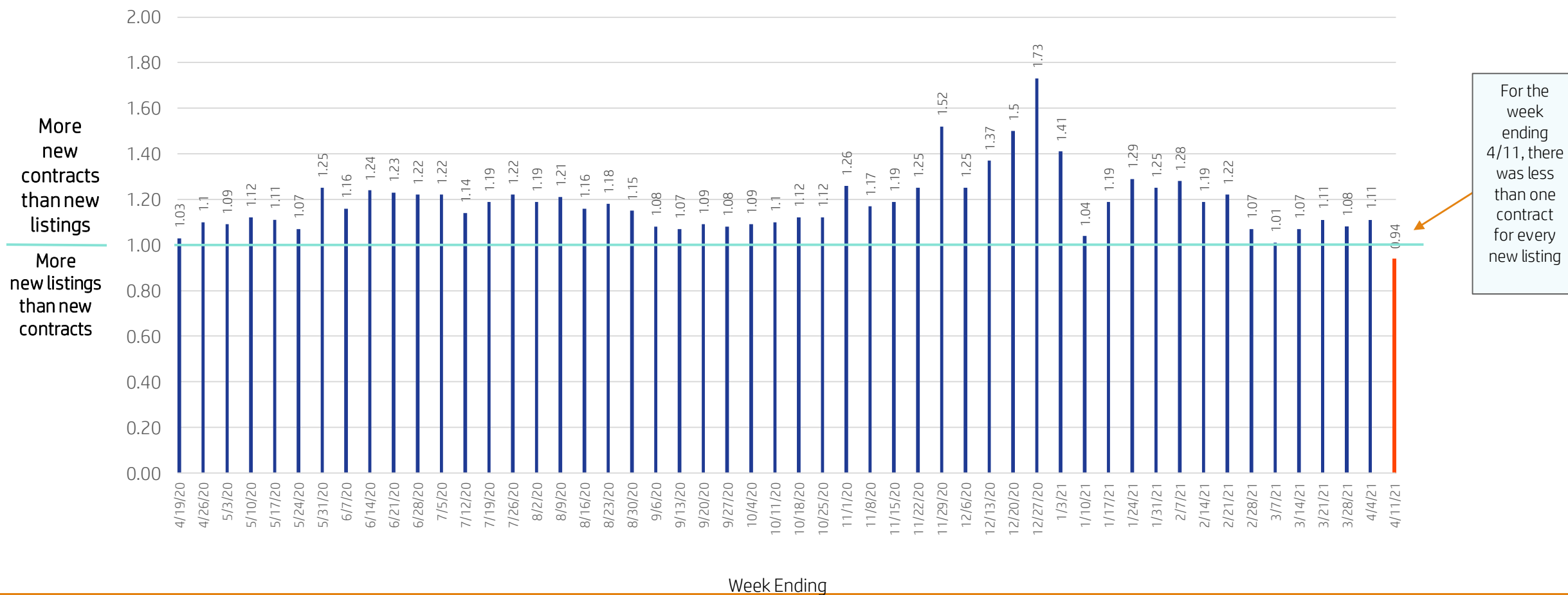
Daily Inventory – Coming Soon, Active and Temp Off

For the second week of April 2021, total available inventory landed at 62.26% of the same week from April 2020, and 63.9% of the same week from April 2019.



New Purchase Contract to New Listing Ratio

For the week, new pending sales ran just under new listings. However, this week's showing volume suggests the shift will be short-lived.

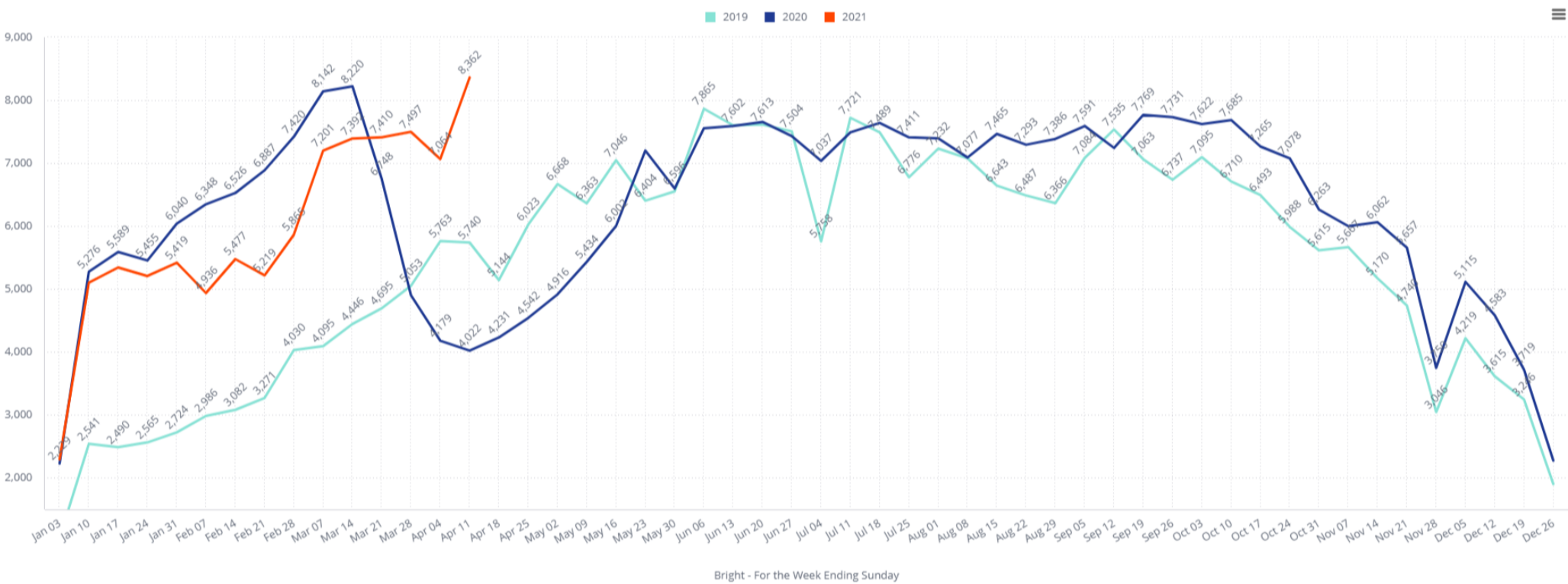


Weekly “New Listings”



New listing inventory for the week tracked higher than 2019 (145.7%) and was up in comparison to the Covid-influenced week in 2020 (207.9%).

DC led for the week and came in at 281.1% of 2019 and 233.3% of 2020.

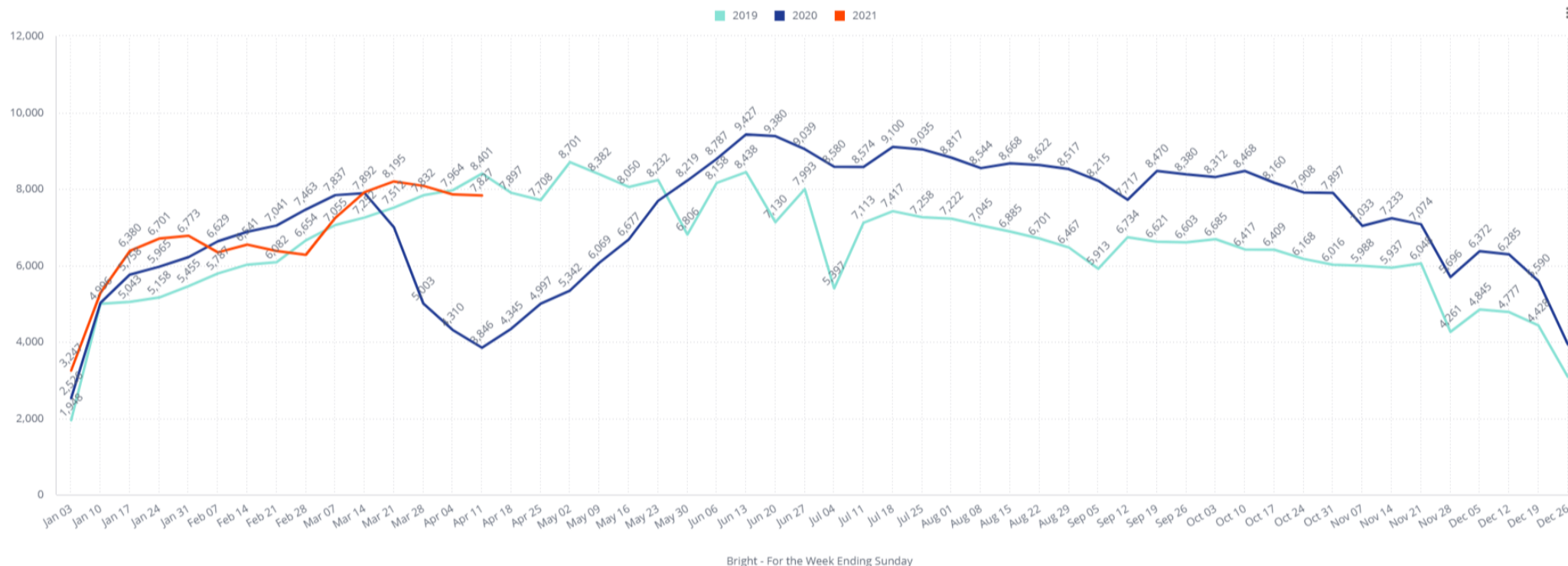


Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.

Weekly New Purchase Contracts

Limited supply impacted new pending home sales, which ran at 93.2% of 2019.

DE was the only region that paced above 2019 (104.0%) and 2020 (195.1%).



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

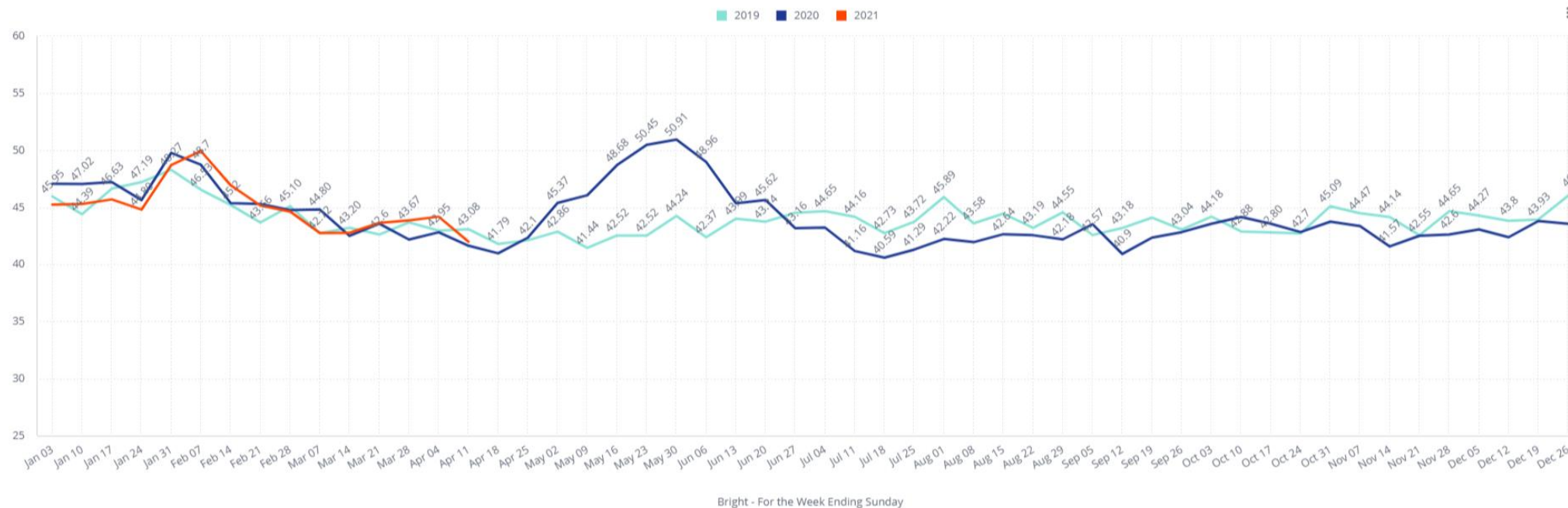
During the second week of April, closing levels paced at 113.4% of 2019 and 130.3% of last year’s COVID-influenced norm.

MD (116.8%) and VA (130.7%) saw noteworthy gains versus the same week in 2019. MD and VA also tracked at 132.2% and 132.8% respectively compared to 2020.



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

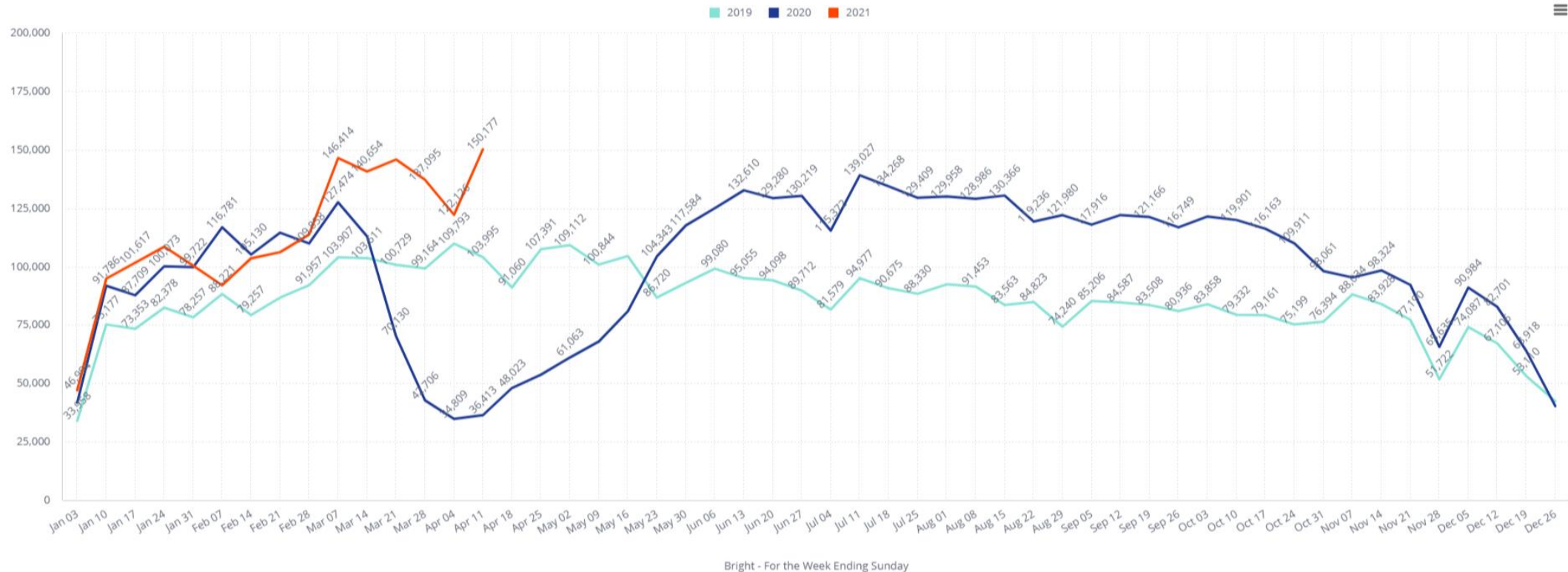
The number of days from contract to closing (42) decreased one day from the same week in 2019 and was equal to the same week from 2020.



Weekly Showing Activity

Showing volume tracked at 144.4% versus the same week in 2019. Against the COVID-influenced 2020 benchmark, however (many sellers halted showings), levels tracked at 412.4%.

Showing activity was strikingly higher (+23.0%) week over week (150,177 v 122,126).



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.

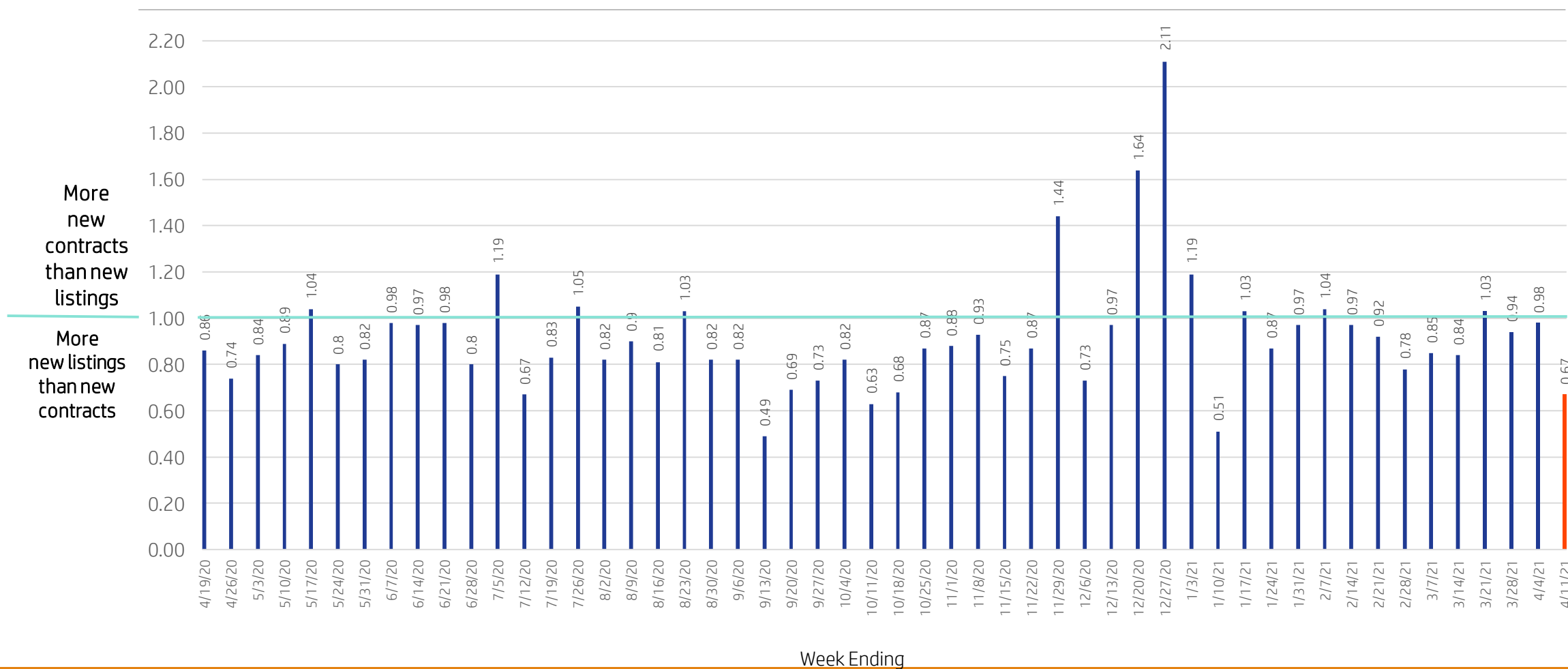
Appendix

Market Trends

District of Columbia

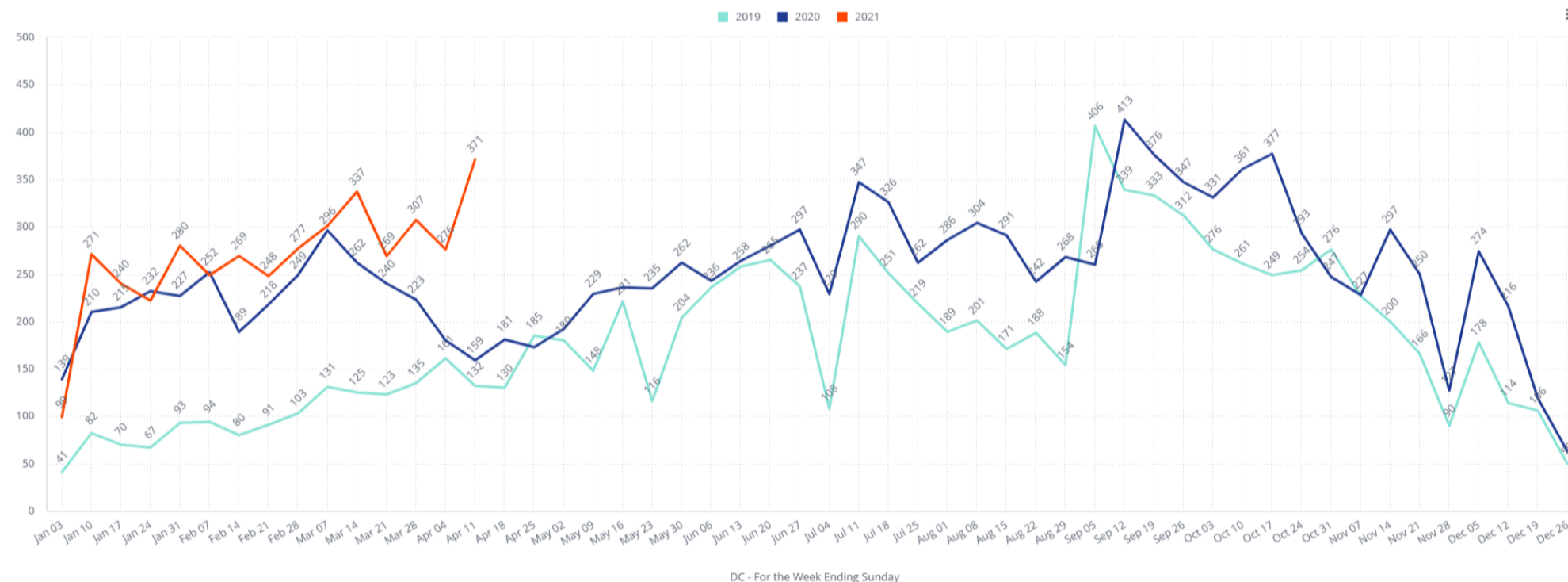
New Purchase Contract to New Listing Ratio - DC

For the week, new listing volume exceeded new pending sales.



Weekly “New Listings” for DC

DC's new listing levels tracked at 281.1% compared to 2019, and 233.3% of the same week from April 2020.



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

Weekly “New Purchase Contracts” for DC

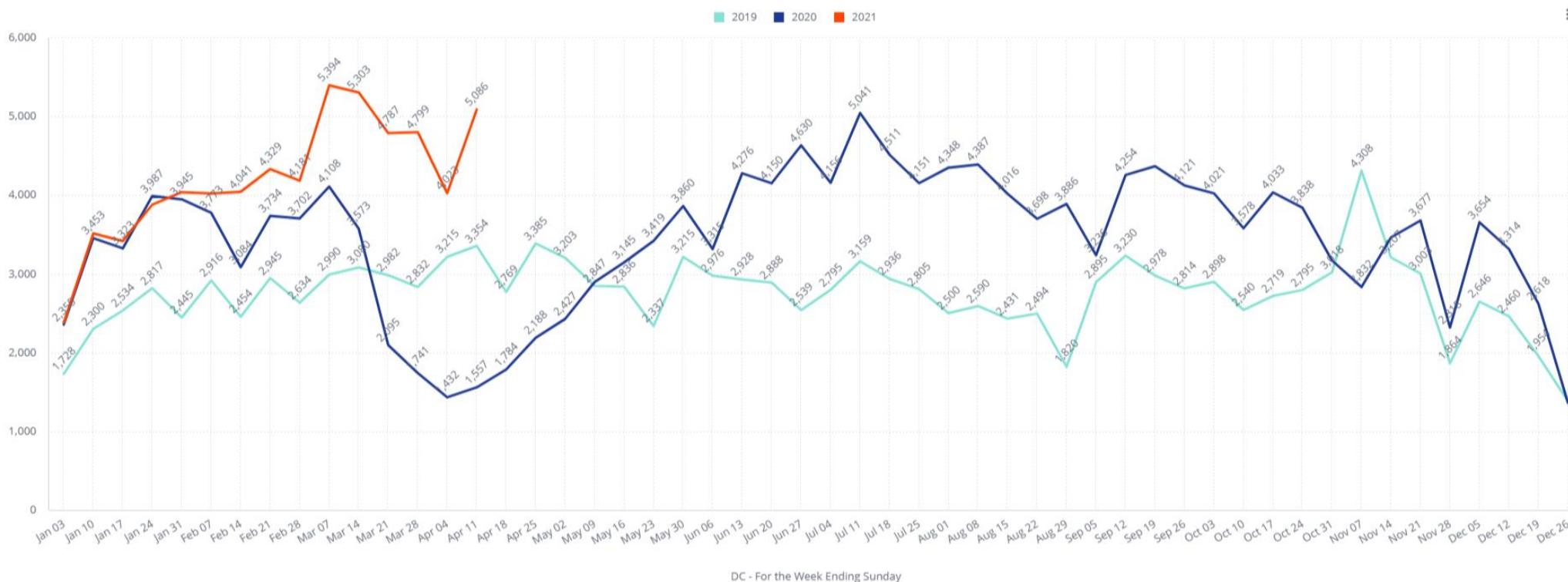
New contract levels came in at 94.3% compared to 2019 and 218.6% of the same week from April 2020.



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.

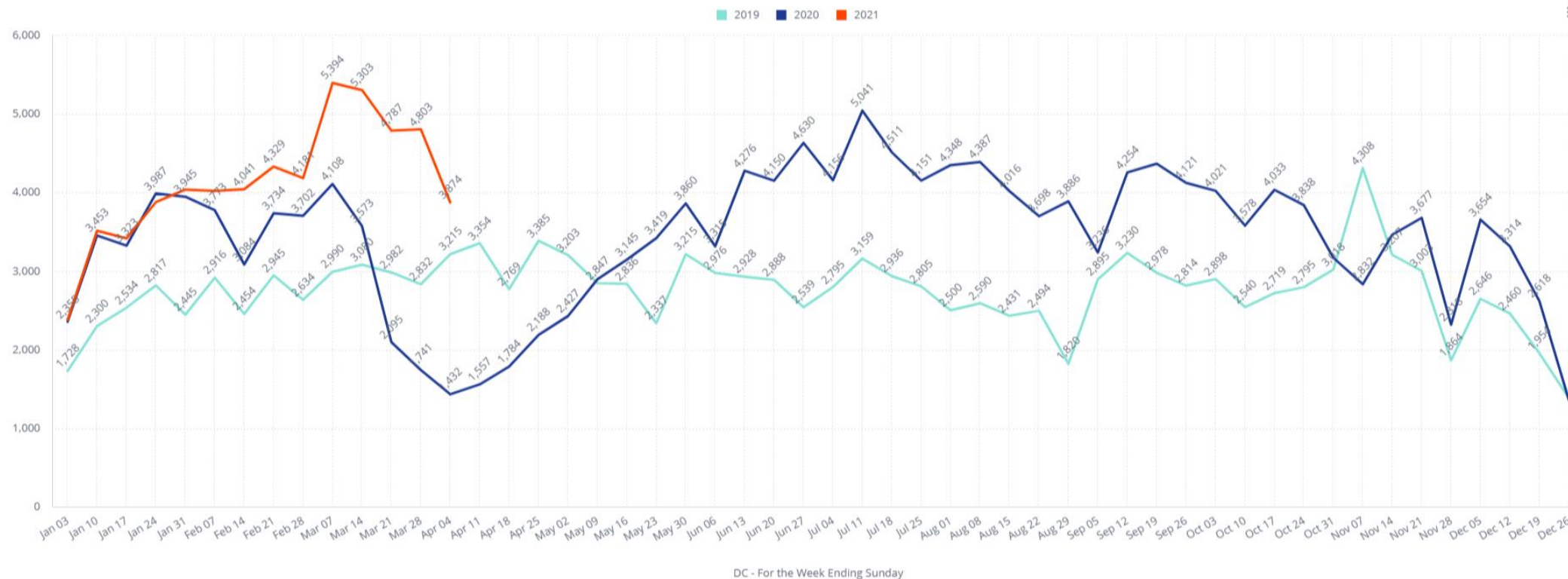
Weekly Number of “New Closed” Listings for DC

Closing levels landed at 100.9% compared to 2019 and 167.5% compared to the same week from April 2020.



Weekly Showing Activity for DC

Showing levels tracked at 151.6% of the same week from April 2019 and 326.7% compared to 2020.



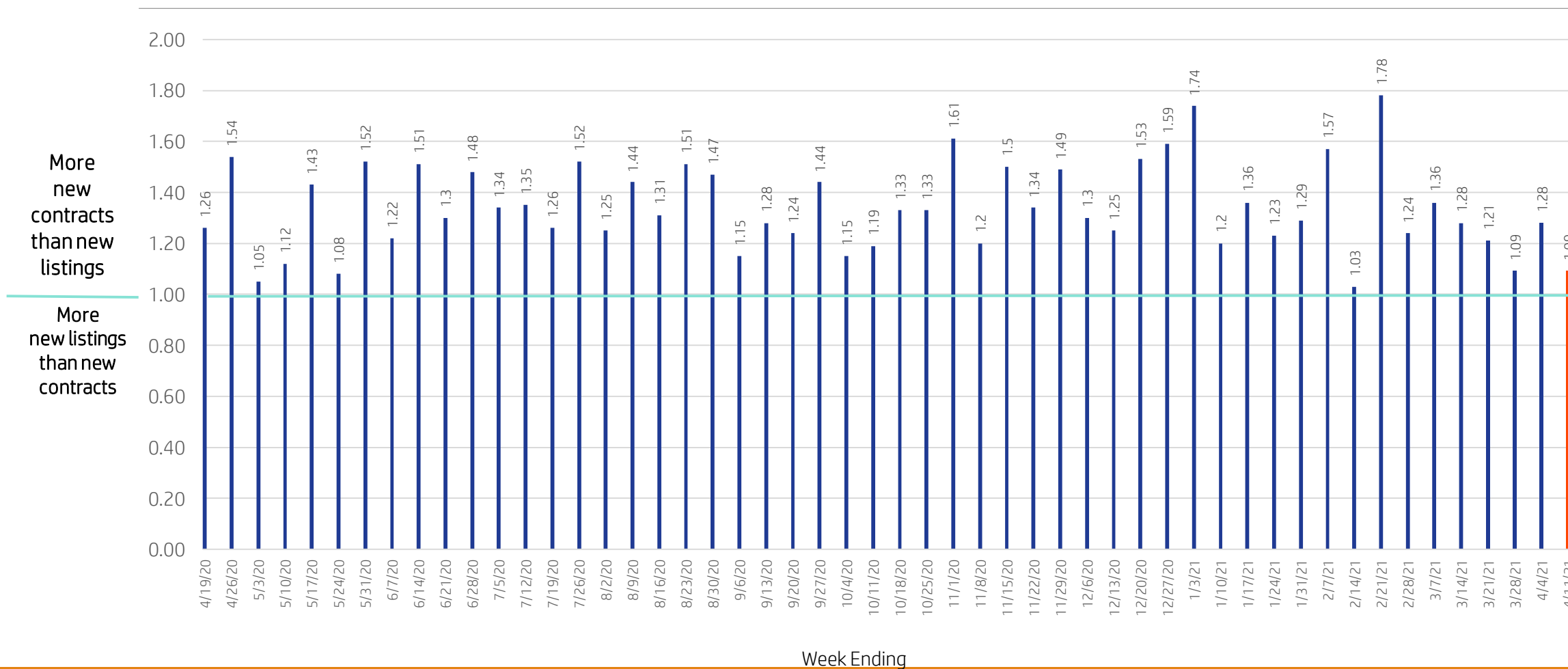
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Market Trends

Delaware

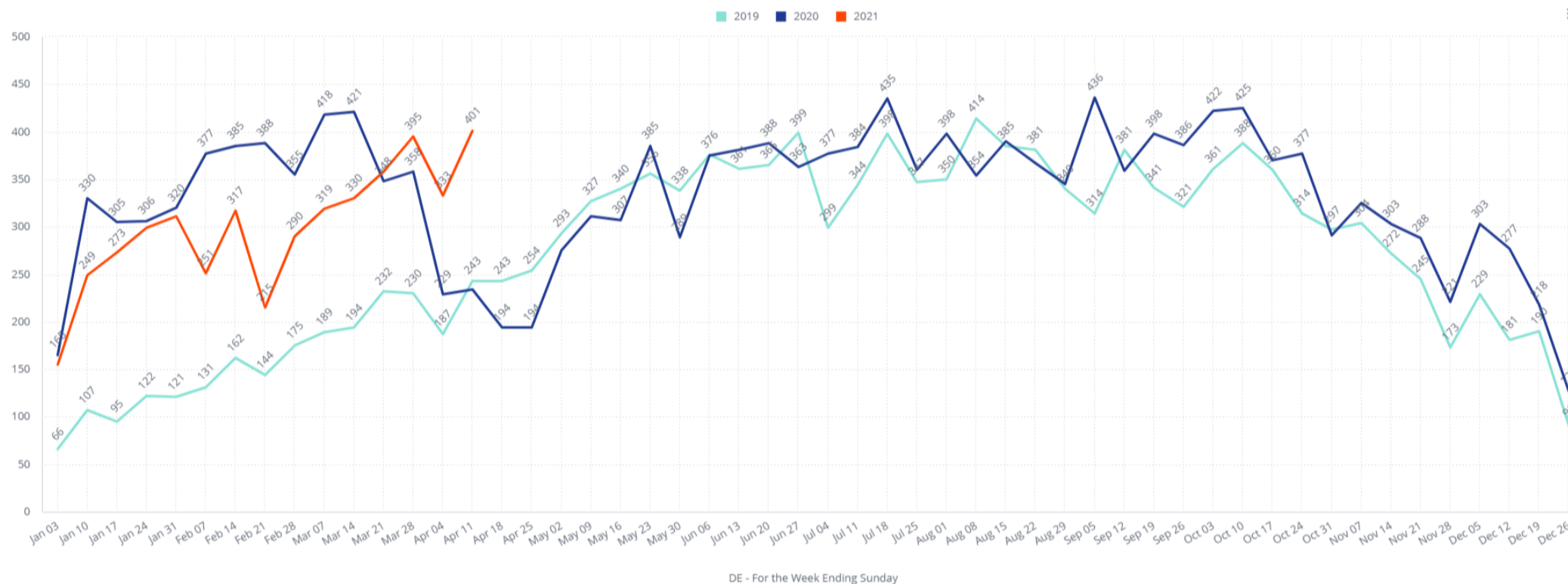
New Purchase Contract to New Listing Ratio - DE

New pending sales ran slightly higher than new listings for the week.



Weekly “New Listings” for DE

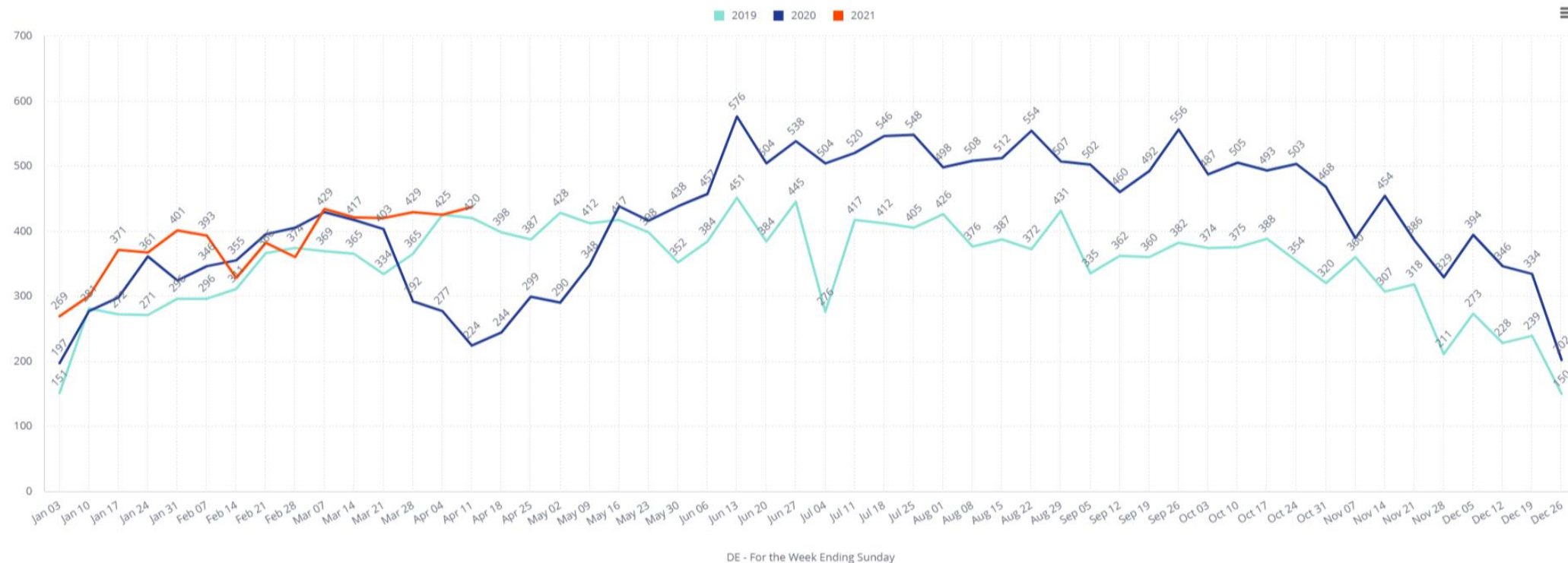
DE's new listing levels tracked at 165.0% compared to 2019, and 171.4% of the same week from April 2020.



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

Weekly “New Purchase Contracts” for DE

New contract levels came in at 104.0% compared to 2019 and 195.1% of the same week from April 2020.



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.

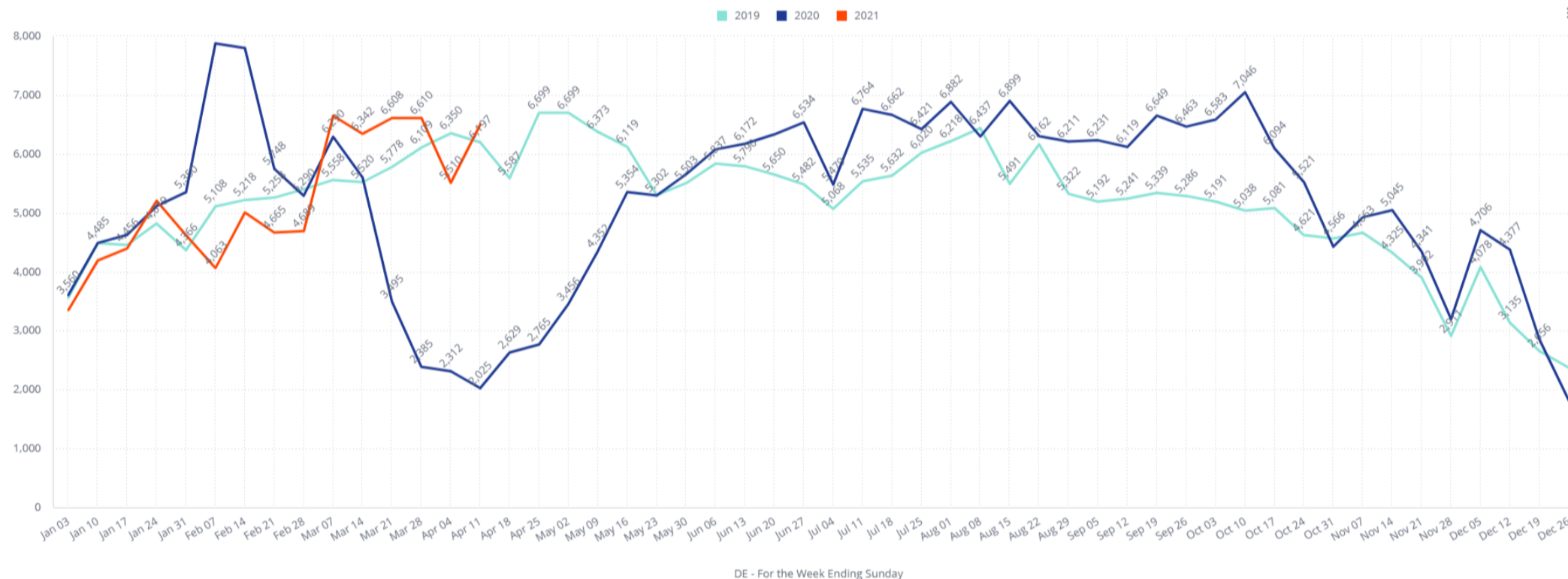
Weekly Number of “New Closed” Listings for DE

Closing levels landed at 102.5% compared to 2019 and 115.9% compared to the same week from April 2020.



Weekly Showing Activity for DE

Showing levels tracked at 104.8% of the same week from April 2019 and 320.8% compared to 2020.



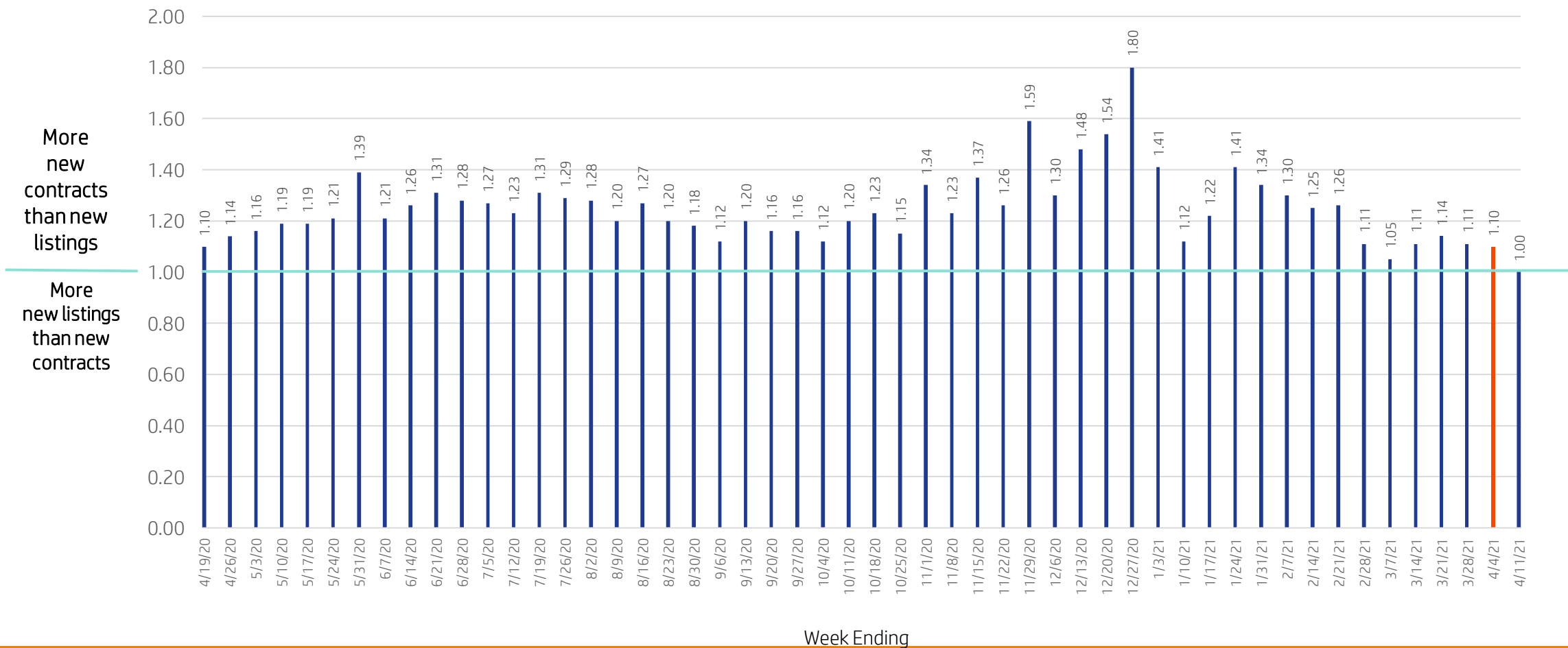
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Market Trends

Maryland

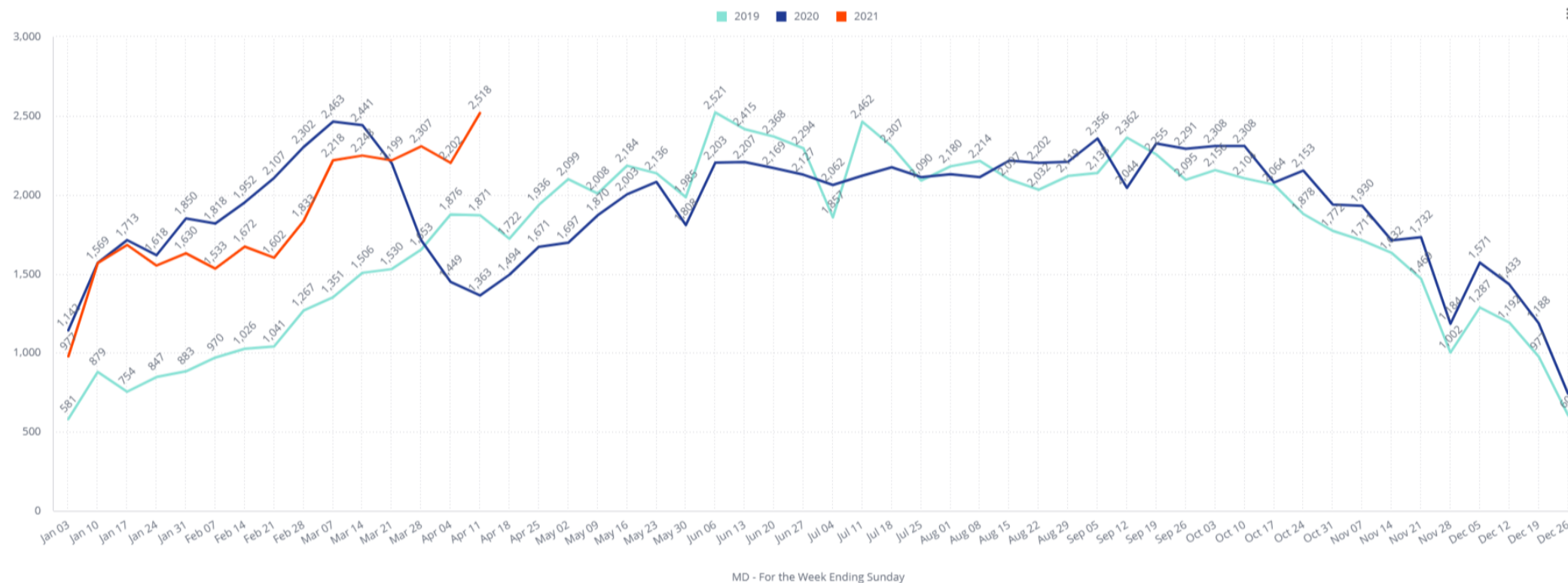
New Purchase Contract to New Listing Ratio - MD

New pending home sales ran equal with new listings this week..



Weekly “New Listings” for MD

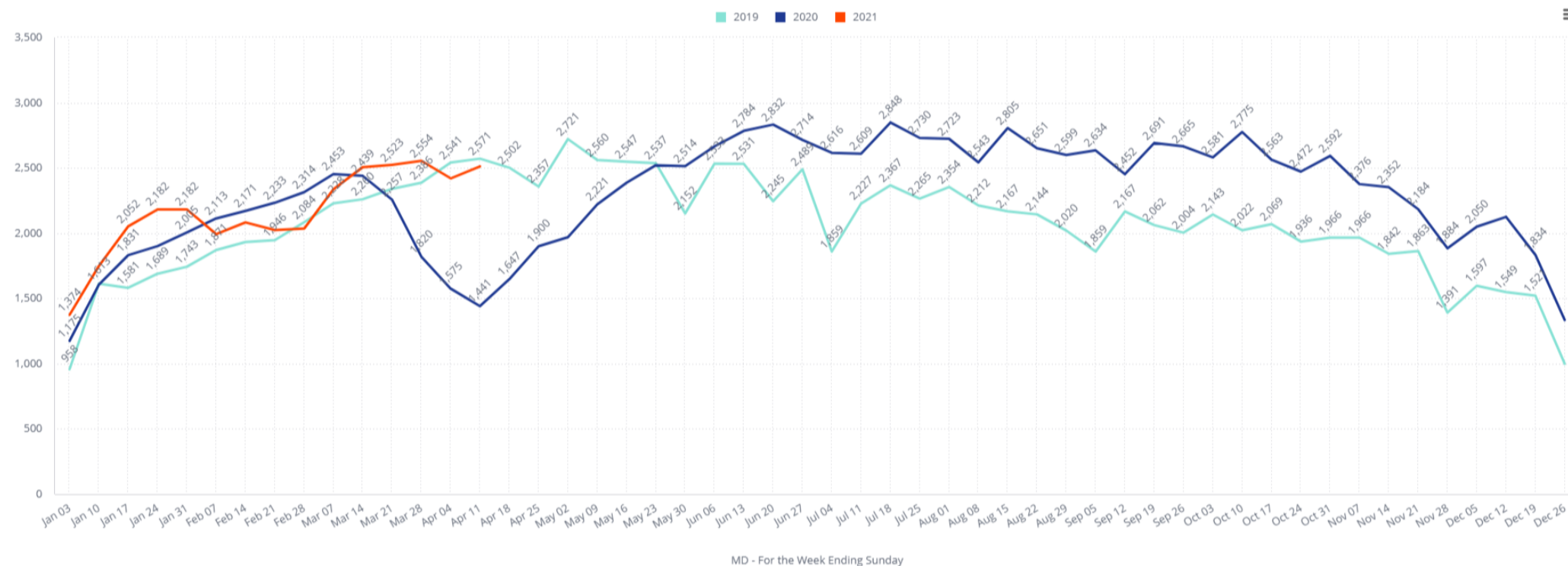
MD's new listing levels tracked at 134.6% compared to 2019, and 184.7% of the same week from April 2020.



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

Weekly “New Purchase Contracts” for MD

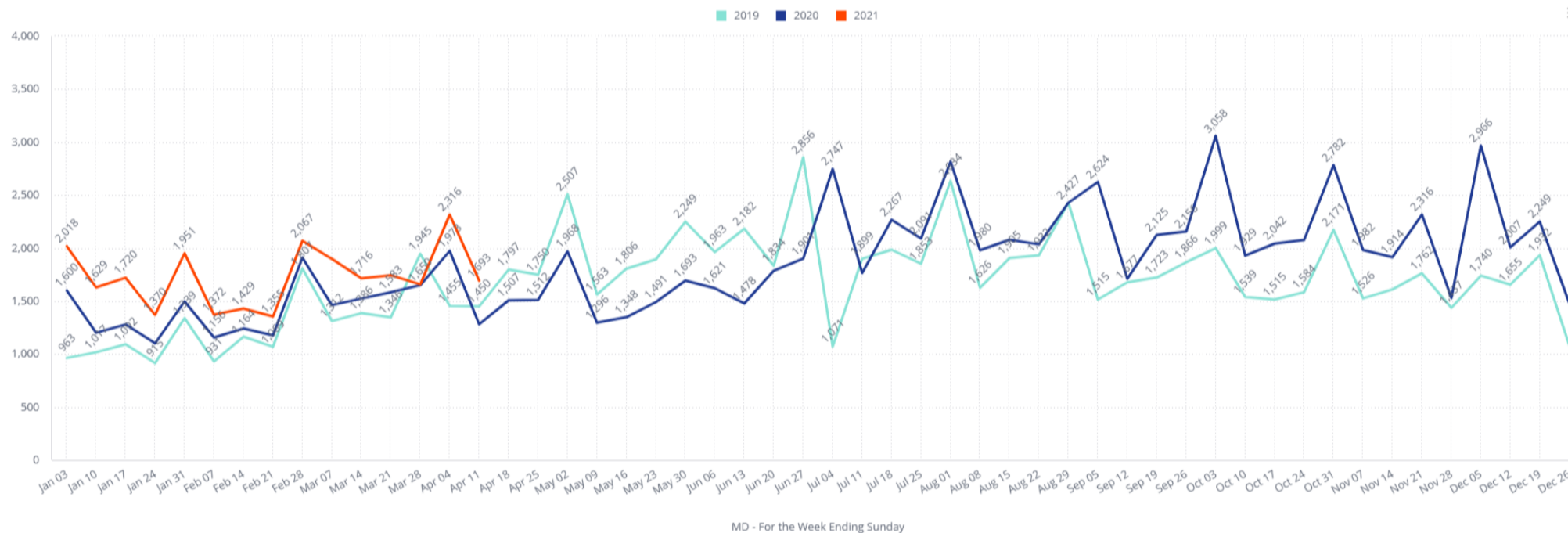
New contract levels came in at 97.7% compared to 2019 and 174.3% of the same week from April 2020.



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.

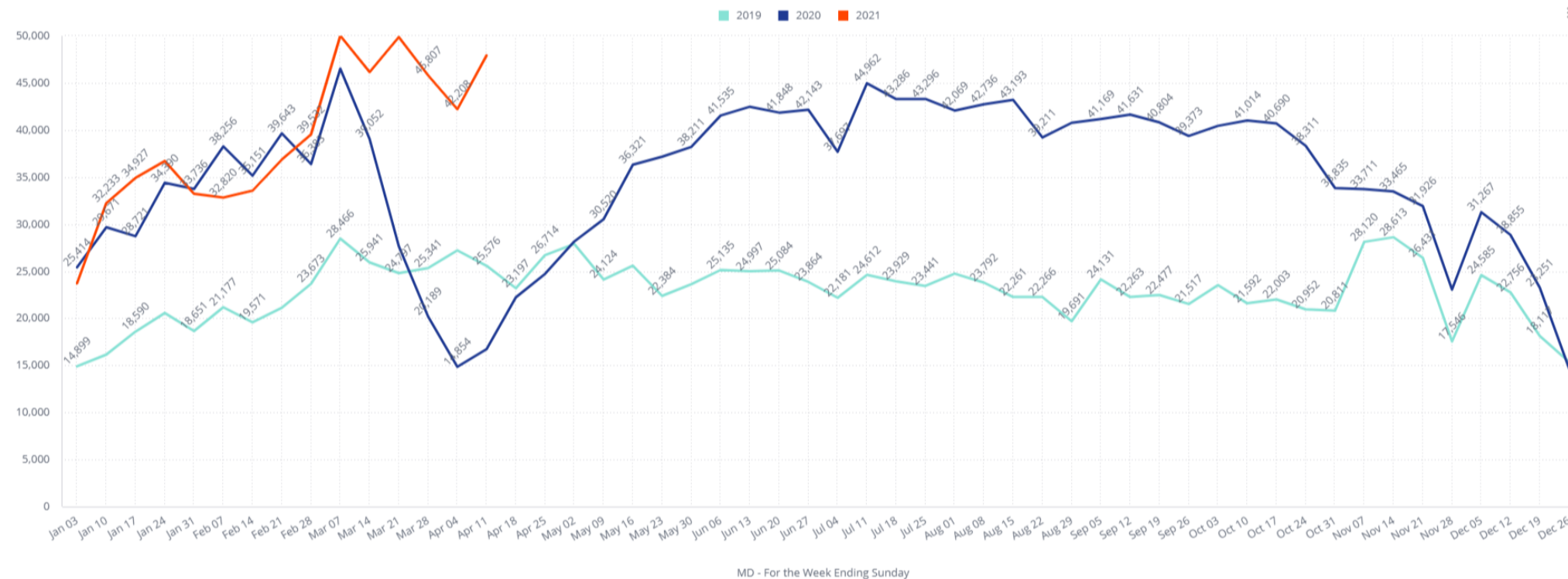
Weekly Number of “New Closed” Listings for MD

Closing levels landed at 116.8% compared to 2019 and 132.2% compared to the same week from April 2020.



Weekly Showing Activity for MD

Showing levels tracked at 187.4% of the same week from April 2019 and 286.5% compared to 2020.



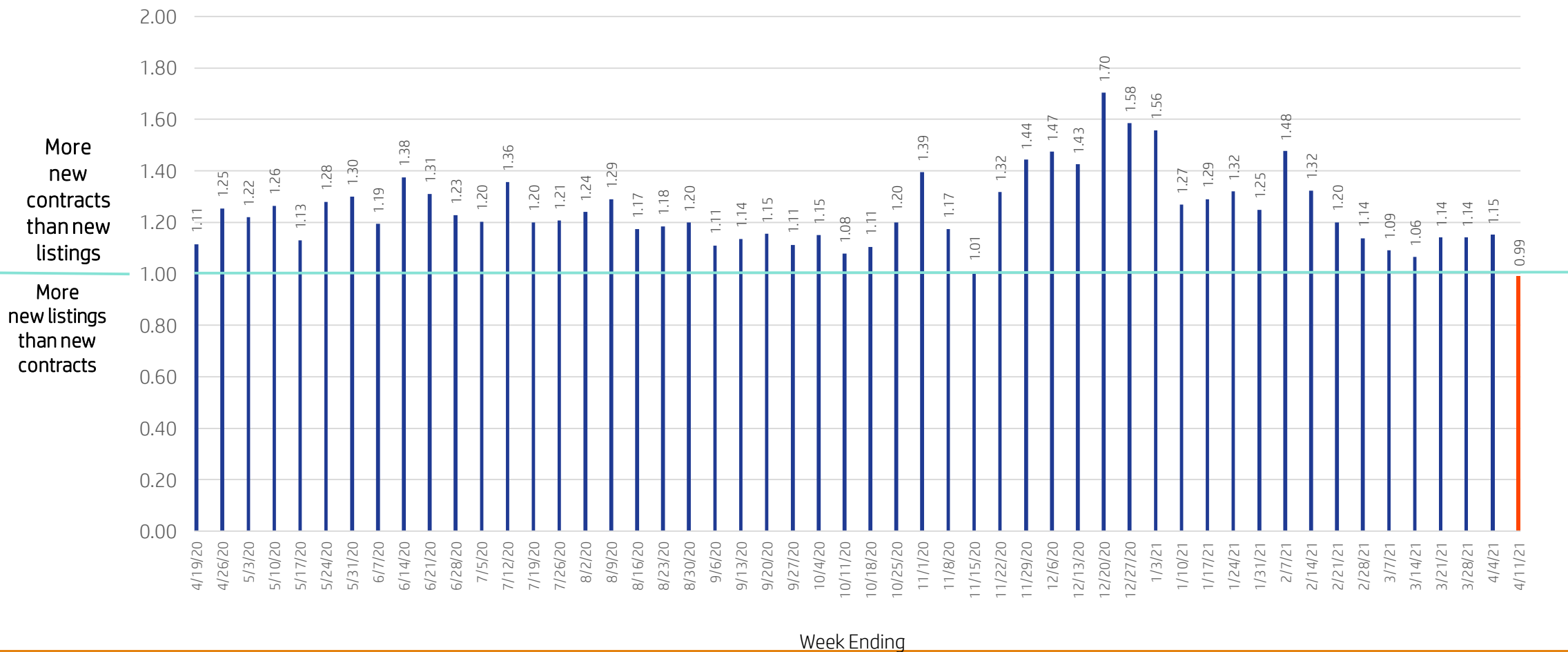
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Market Trends

New Jersey

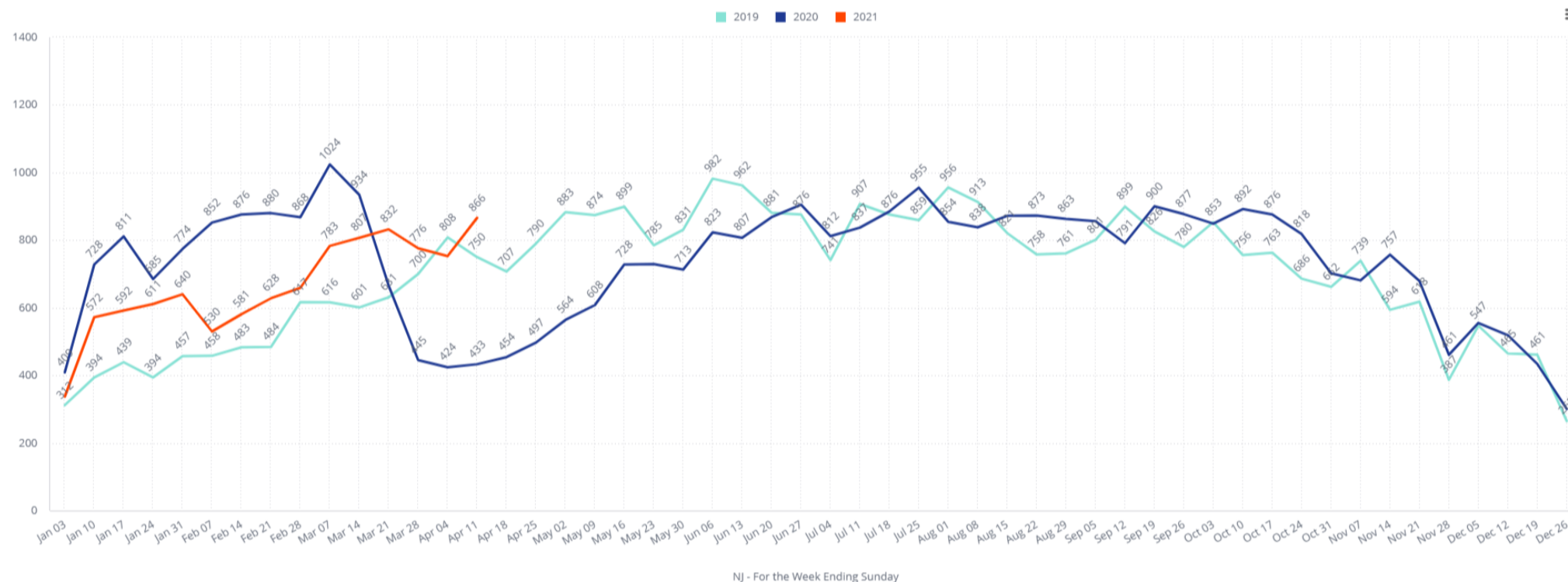
New Purchase Contract to New Listing Ratio - NJ

New pending sales tracked essentially equal to new listing for the week.



Weekly “New Listings” for NJ

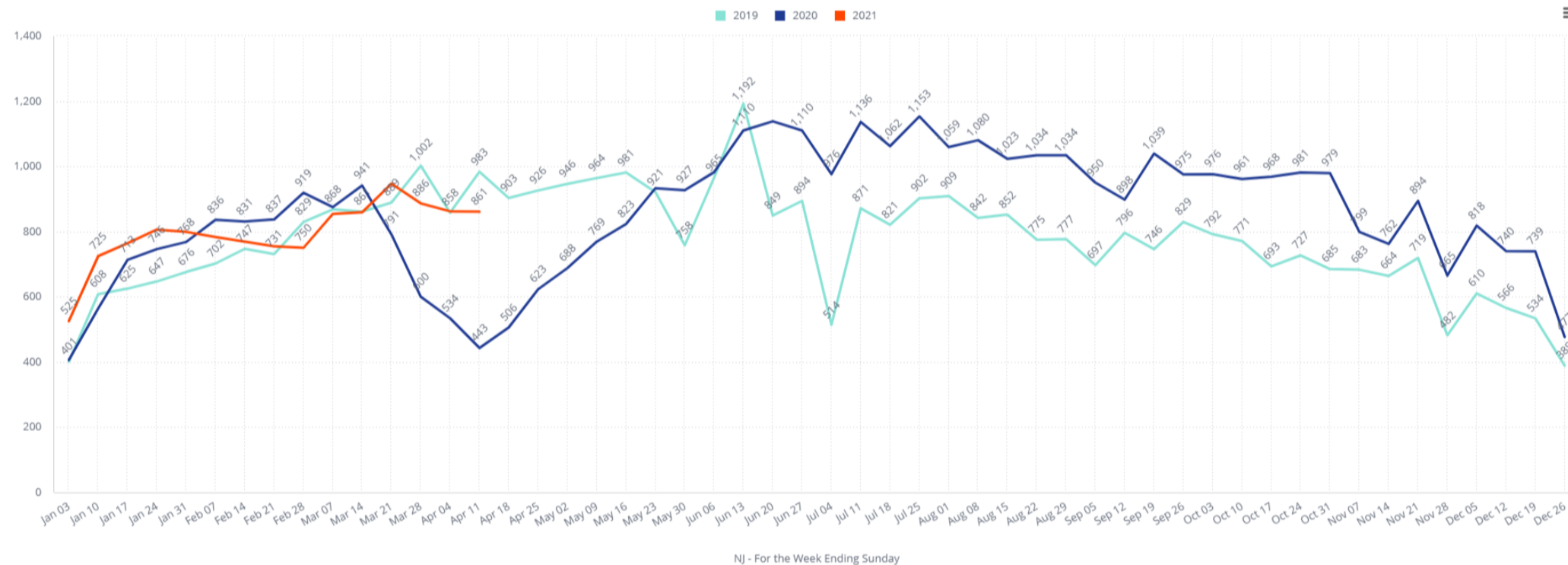
NJ's new listing levels tracked at 115.5% compared to 2019, and 200.0% of the same week from April 2020.



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

Weekly “New Purchase Contracts” for NJ

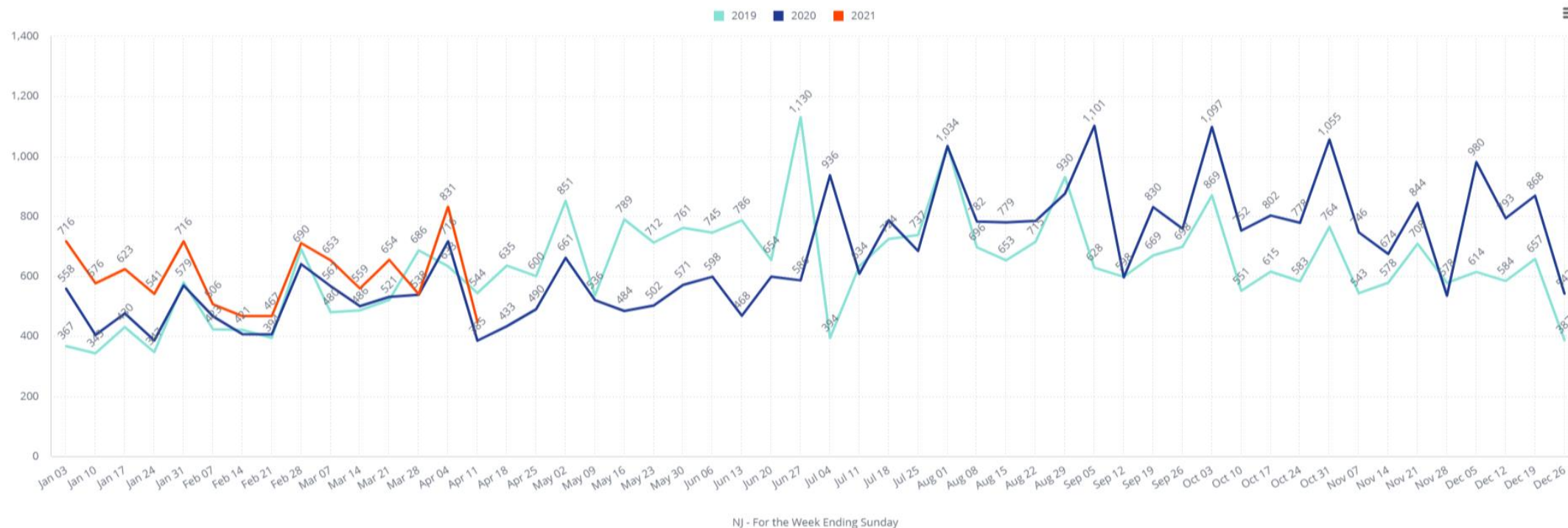
New contract levels came in at 87.6% compared to 2019 and 194.4% of the same week from April 2020.



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.

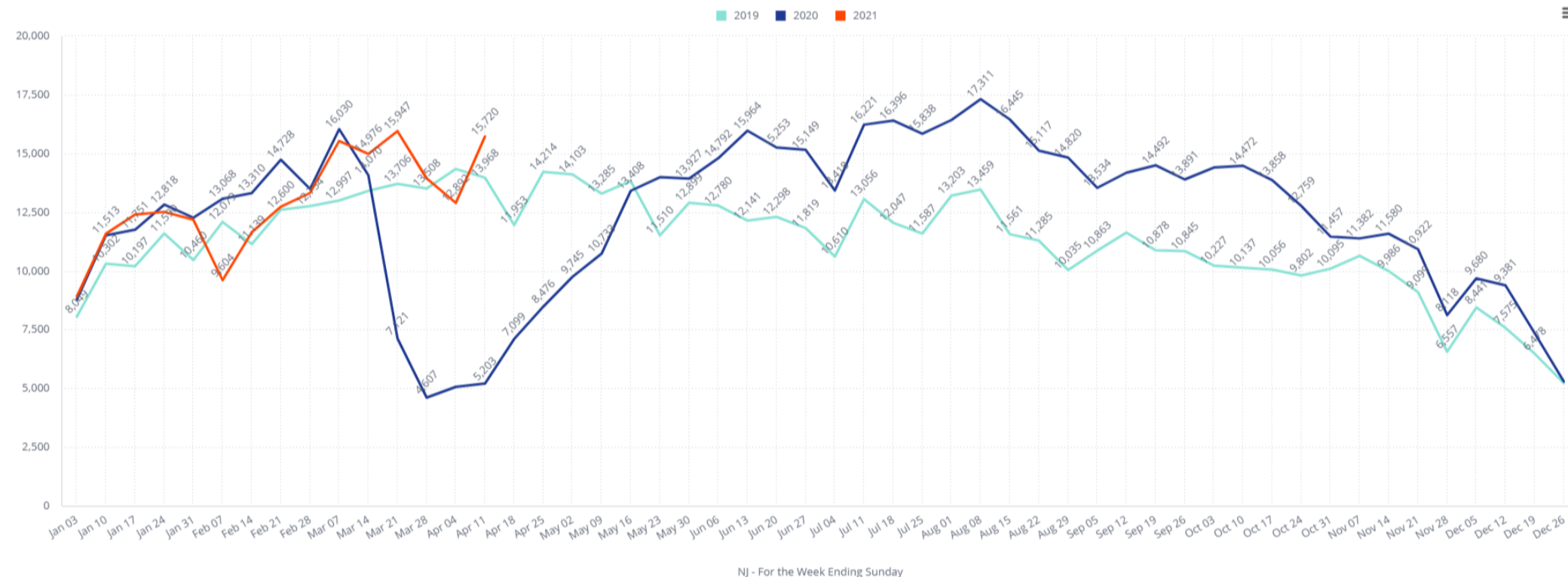
Weekly Number of “New Closed” Listings for NJ

Closing levels landed at 82.2% compared to 2019 and 116.1% compared to the same week from April 2020.



Weekly Showing Activity for NJ

Showing levels tracked at 112.5% of the same week from April 2019 and 302.1% compared to 2020.



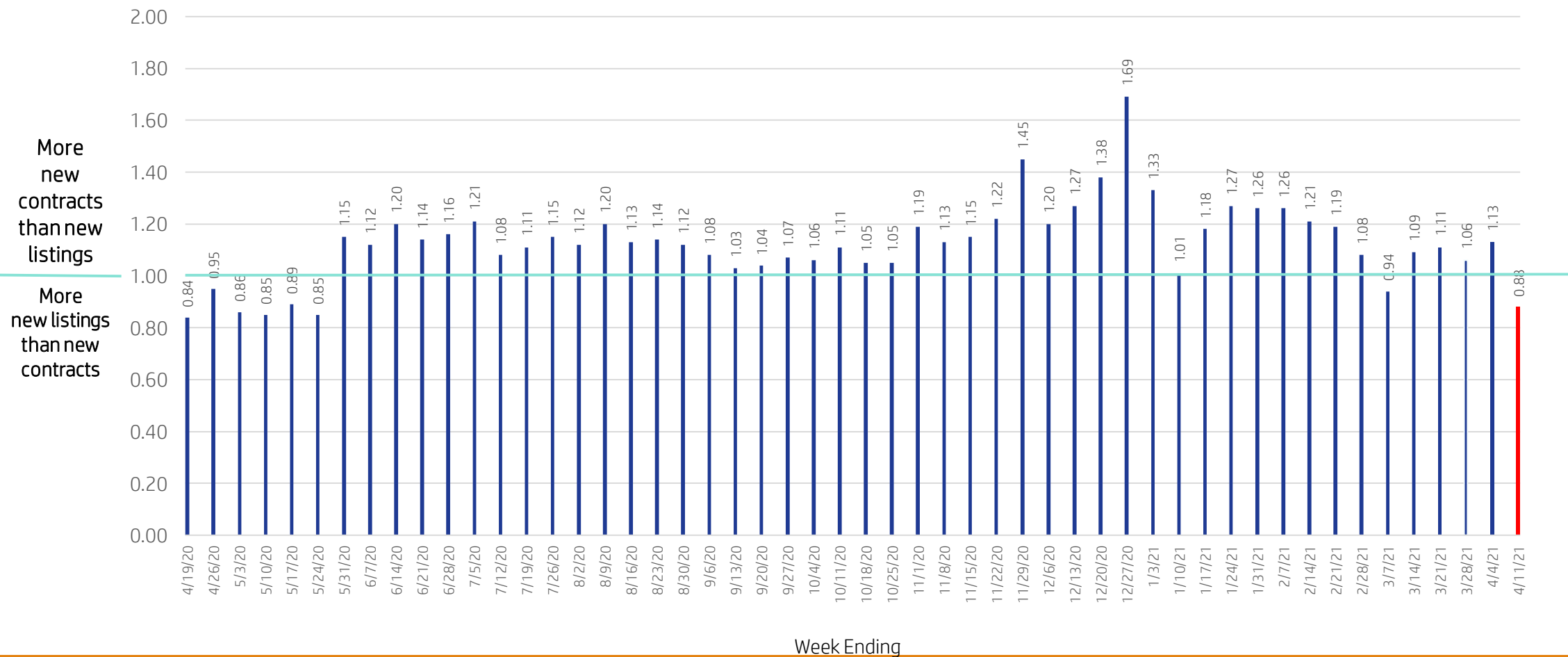
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Market Trends

Pennsylvania

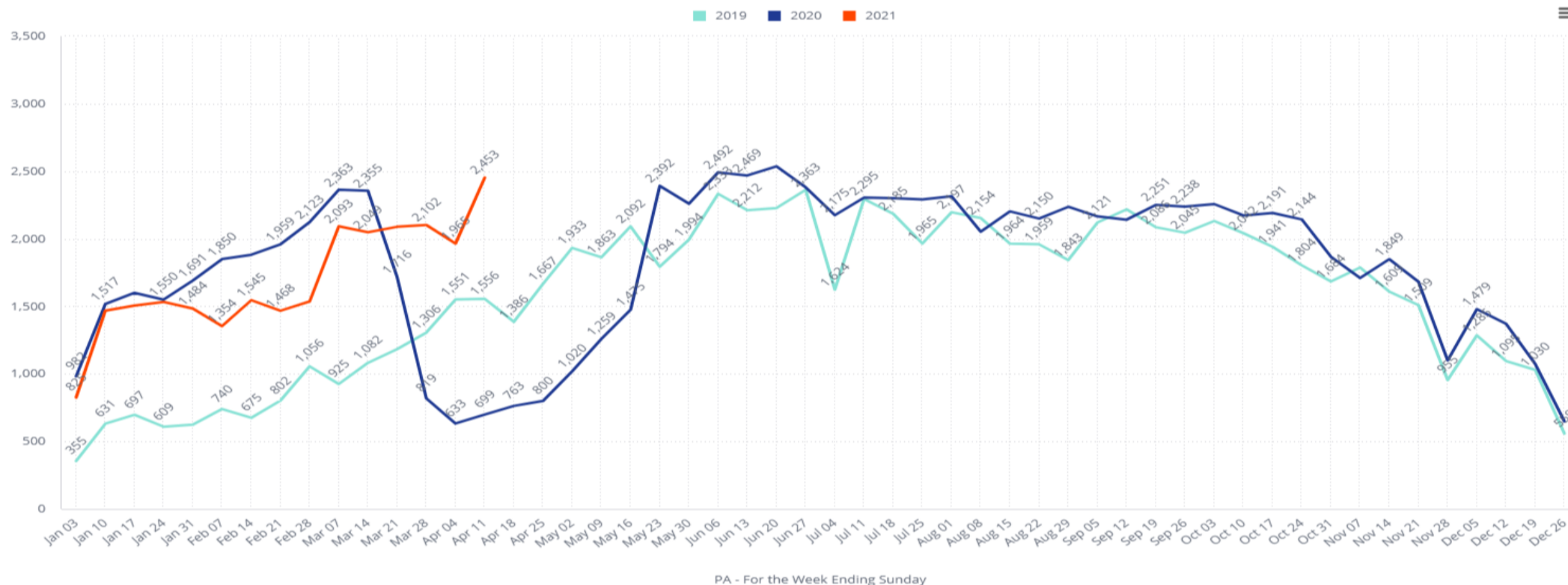
New Purchase Contract to New Listing Ratio - PA

For the week, new listing volume exceeded new pending sales.



Weekly “New Listings” for PA

PA's new listing levels tracked at 157.6% compared to 2019, and 350.9% of the same week from April 2020.



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 85.7% compared to 2019 and 392.9% of the same week from April 2020.



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.

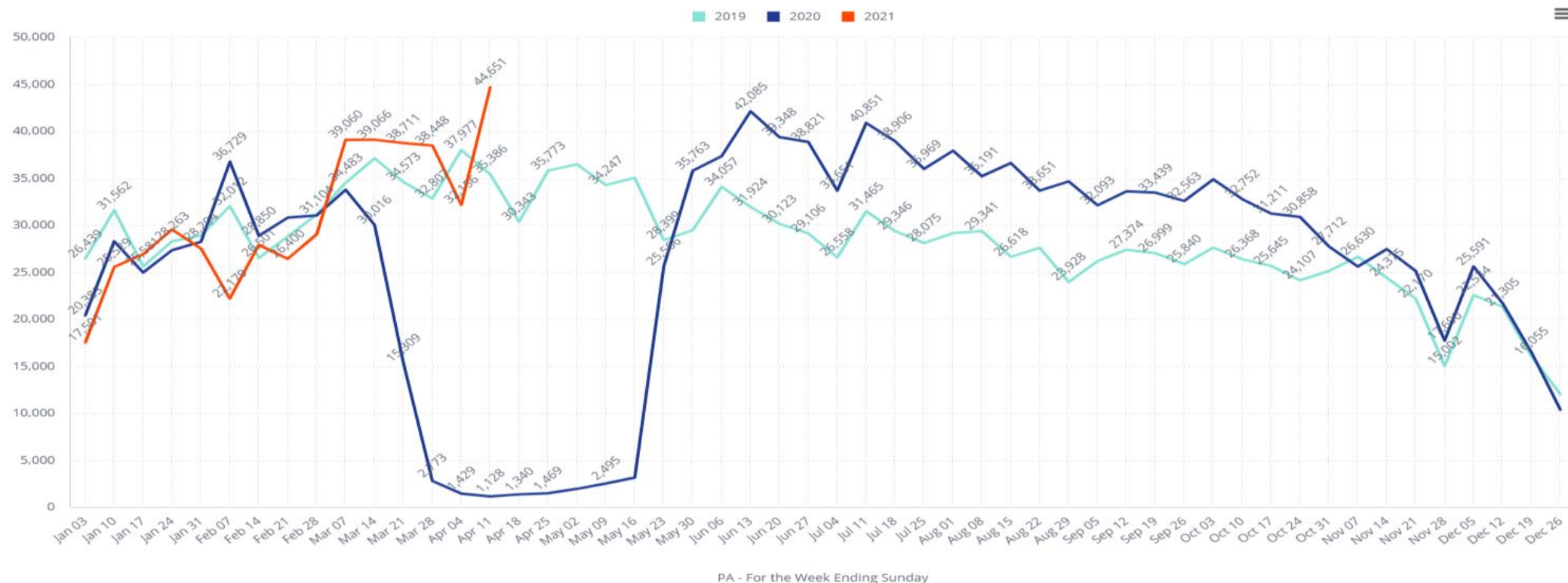
Weekly Number of “New Closed” Listings for PA

Closing levels landed at 115.0% compared to 2019 and 129.5% compared to the same week from April 2020.



Weekly Showing Activity for PA

Showing levels tracked at 126.2% of the same week from April 2019 and 3,958.4% compared to 2020.



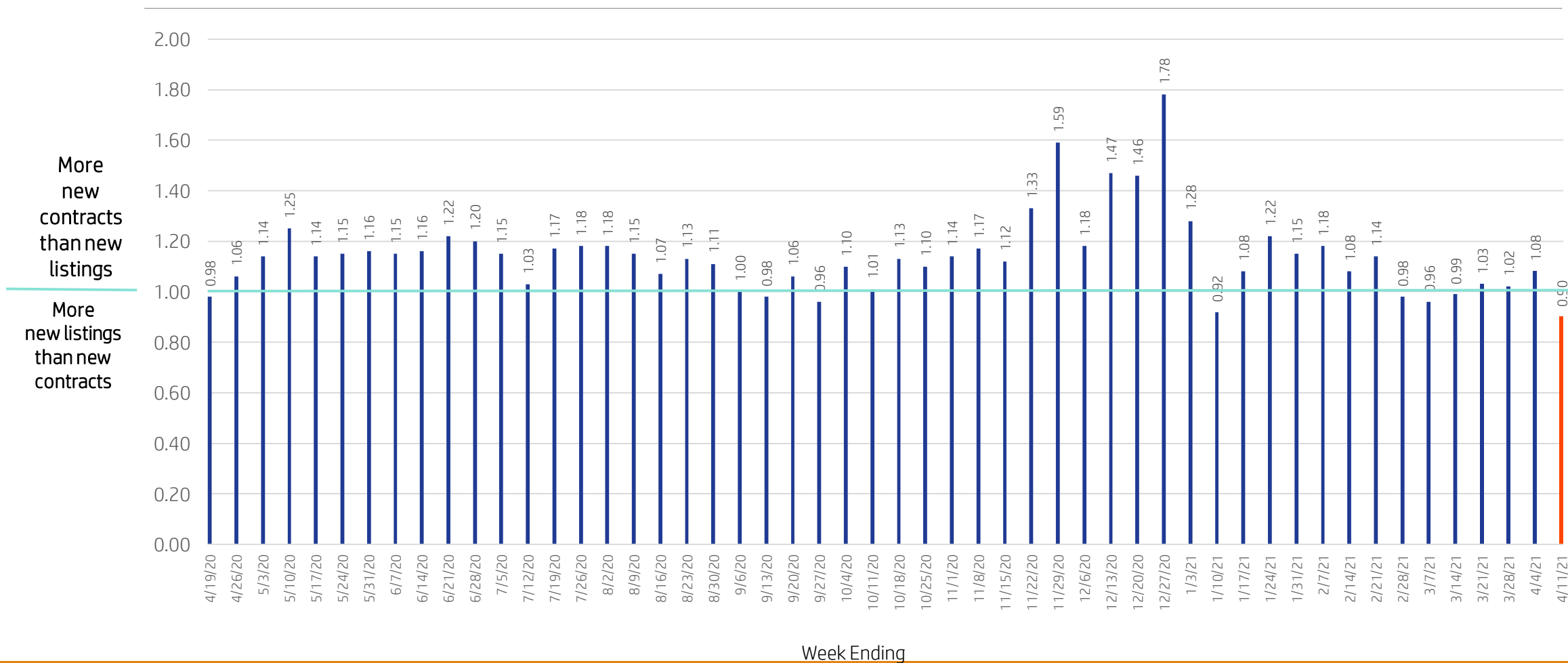
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Market Trends

Virginia

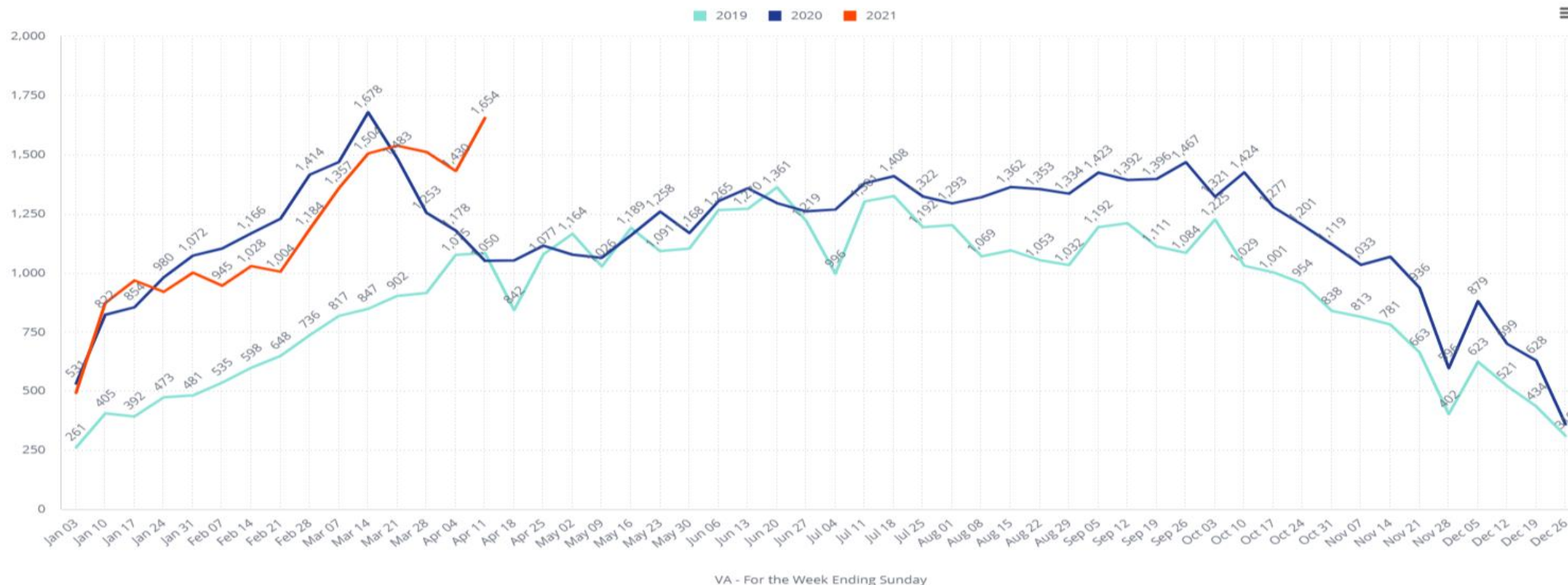
New Purchase Contract to New Listing Ratio - VA

For the week, there was less than one new pending sale for every new listing.



Weekly “New Listings” for VA

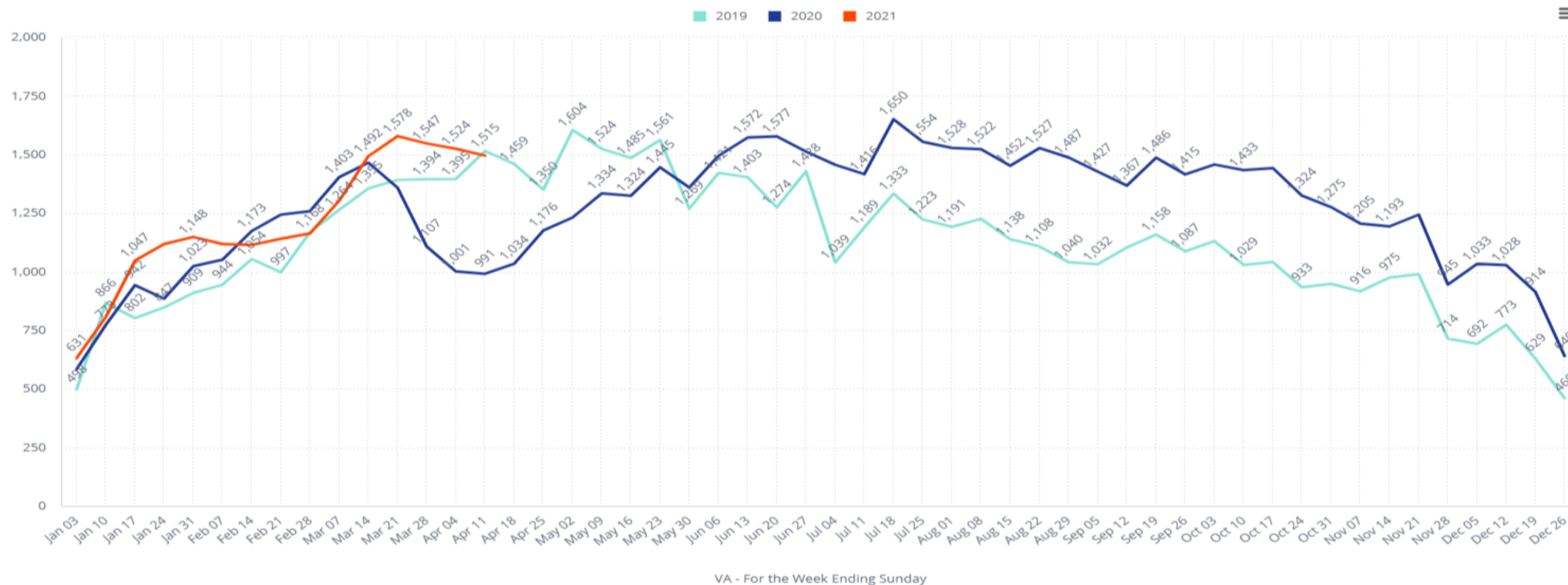
VA's new listing levels tracked at 152.7% compared to 2019, 157.5% of the same week from April 2020.



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

Weekly “New Purchase Contracts” for VA

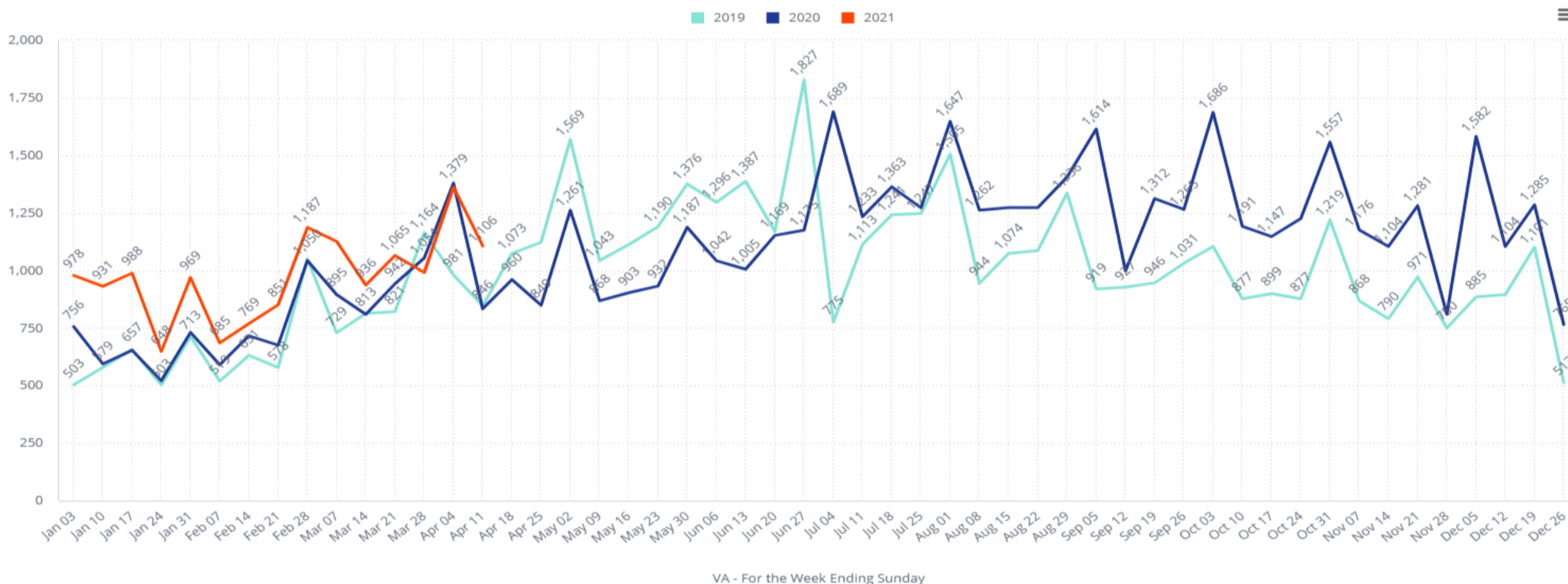
New contract levels came in at 98.7% compared to 2019 and 150.9% of the same week from April 2020.



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.

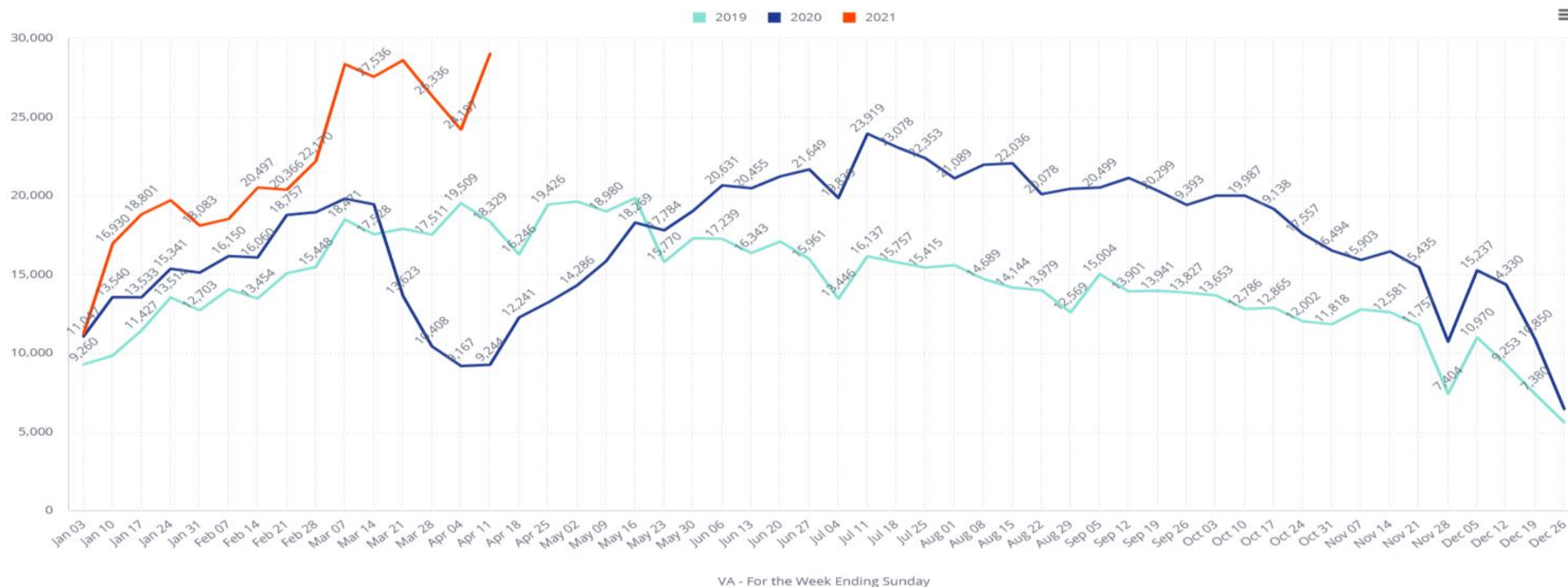
Weekly Number of “New Closed” Listings for VA

Closing levels landed at 130.7% compared to 2019 and 132.8% compared to the same week from April 2020.



Weekly Showing Activity for VA

Showing levels tracked at 158.2% of the same week from April 2019 and 313.7% compared to 2020.



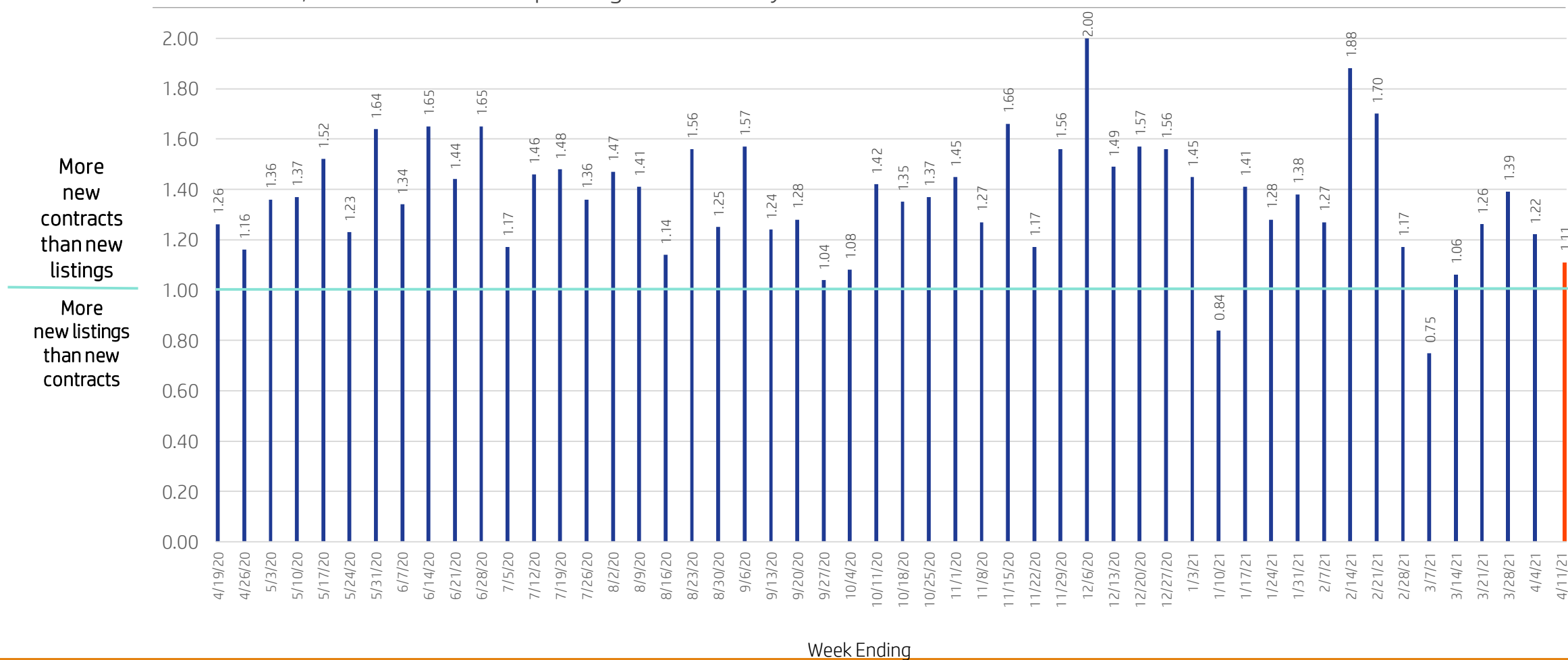
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Market Trends

West Virginia

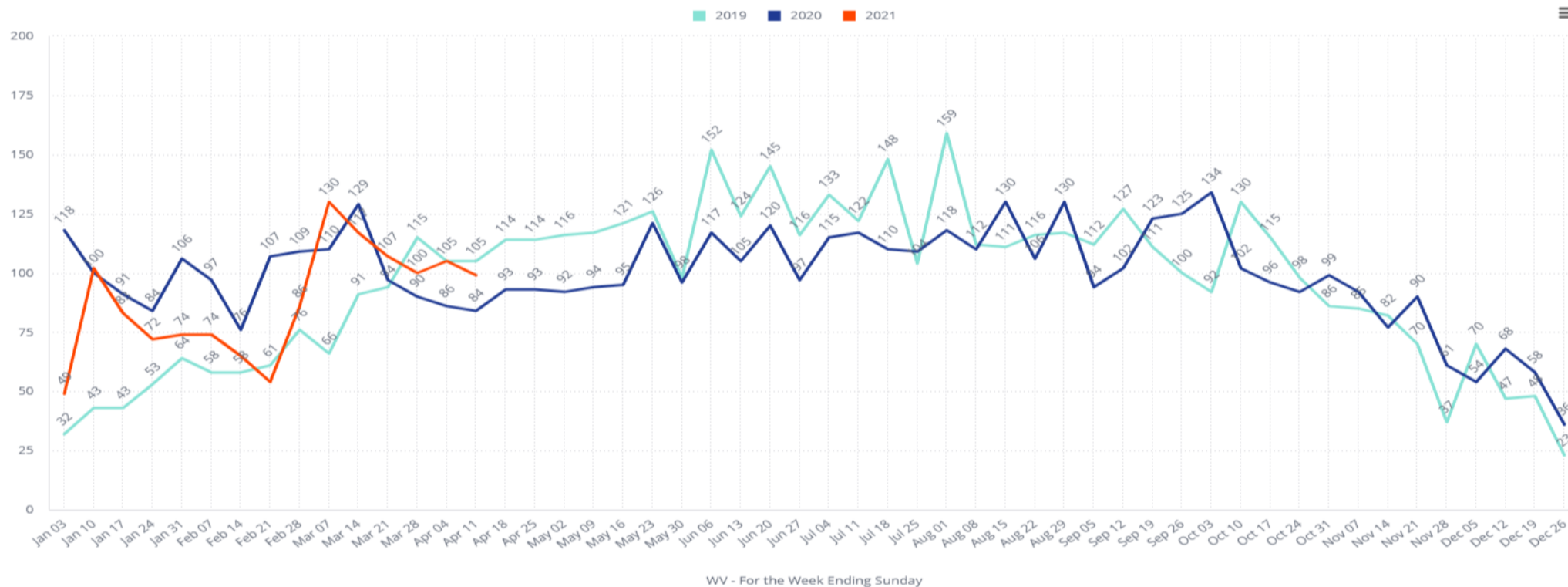
New Purchase Contract to New Listing Ratio - WV

For the week, there was 1.11 new pending sales for every new home added to the market.



Weekly “New Listings” for WV

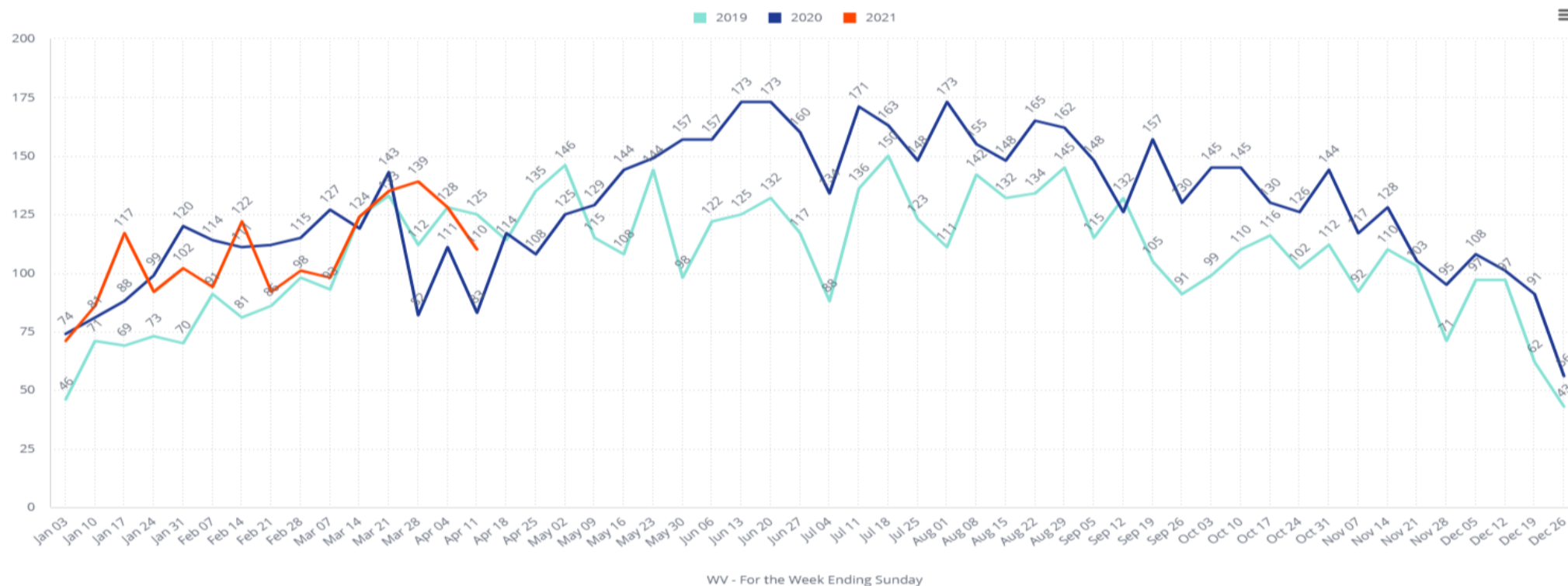
WV's new listing levels tracked at 94.3% compared to 2019, 117.9% of the same week from April 2020.



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

Weekly “New Purchase Contracts” for WV

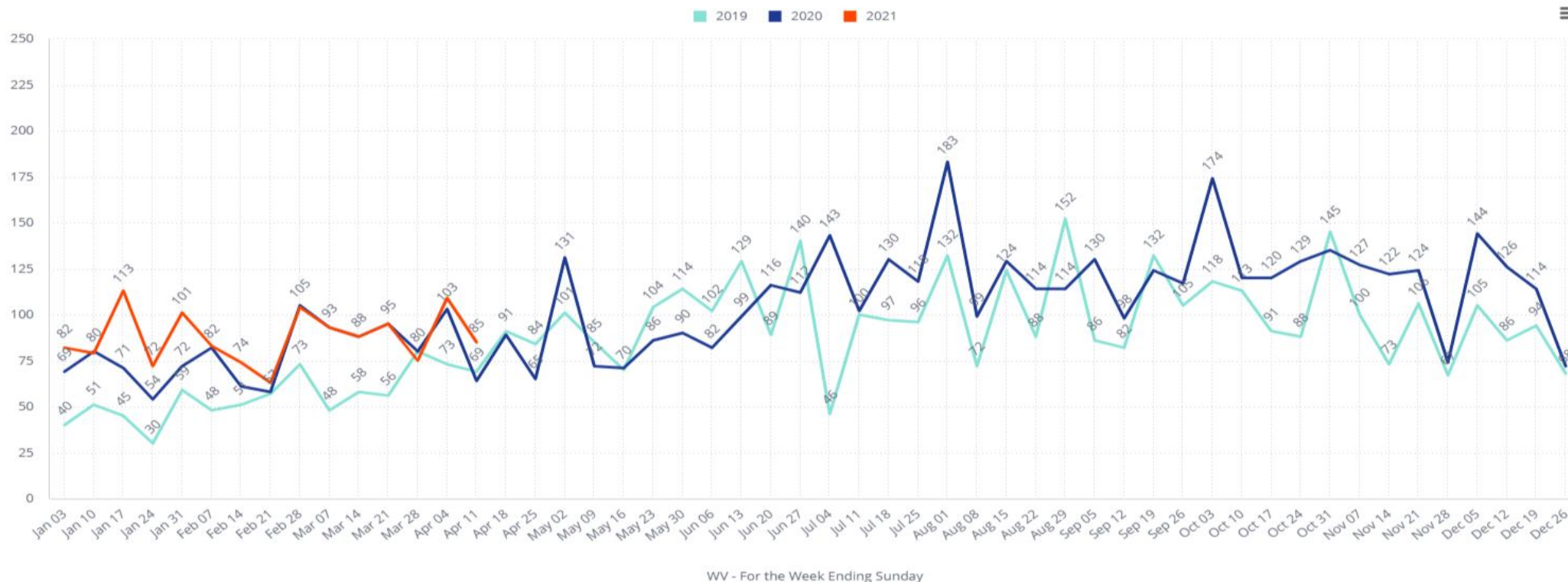
New contract levels came in at 88.0% compared to 2019 and 132.5% of the same week from April 2020.



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.

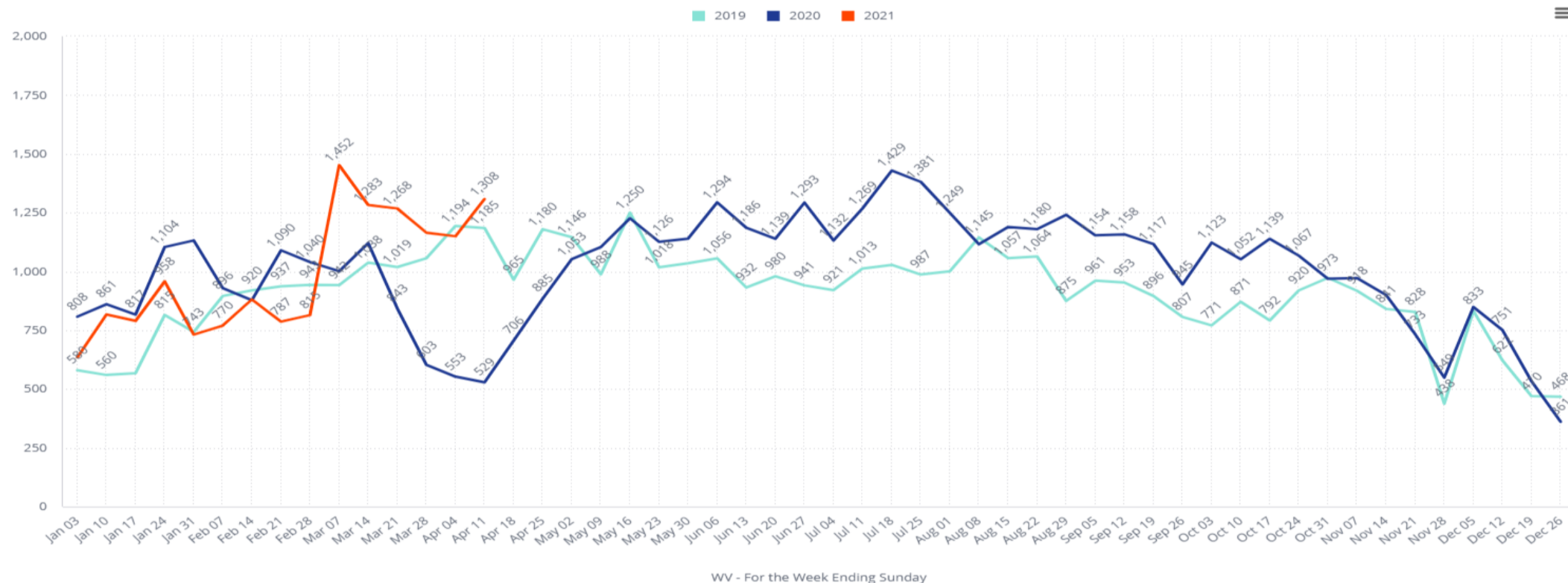
Weekly Number of “New Closed” Listings for WV

Closing levels landed at 123.2% compared to 2019 and 132.8% compared to the same week from April 2020.



Weekly Showing Activity for WV

Showing levels tracked at 110.4% of the same week from April 2019 and 247.3% 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.