

Weekly Market Report

Week Ending February 27, 2022

Summary - Week Ending Feb 27, 2022

- With the spring market beginning to ramp up, new listing volume continued to rise over the past month as inventory levels gained compared to the years prior, up 2% compared to '20 and 7% compared to '21.
- Showings are pointing to rising buyer demand, with the total number of showings over the past month increasing by 5.3% compared to the year prior. Week to week, showings declined a slight -1.7%.
- In another sign of strong demand metrics, new pending home sales have increased 12.7% since the first week of the month.
- However, closing volume for the week tracked under both '21 and '20. This could be due to an earlier start in the exceptional spring markets of the past two years.

Note: State-level charts appear in the appendix.

Weekly Market Trends

Footprint

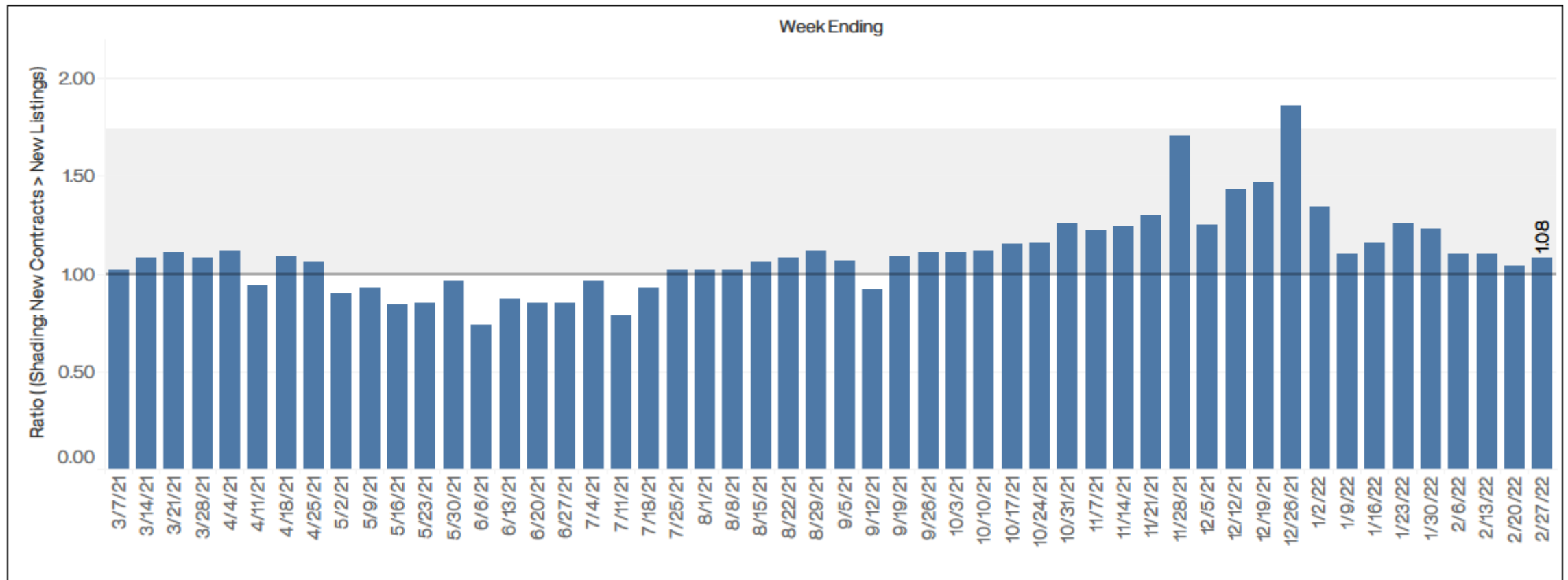
1. [New Purchase Contract to New Listing Ratio](#)
2. [Active New Listings](#)
3. [Weekly New Closed Listings](#)
4. [Weekly New Listings](#)
5. [Weekly New Purchase Contracts](#)
6. [Weekly Average Days: Purchase Contract to Closing](#)
7. [Weekly Showing Activity](#)

By State

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

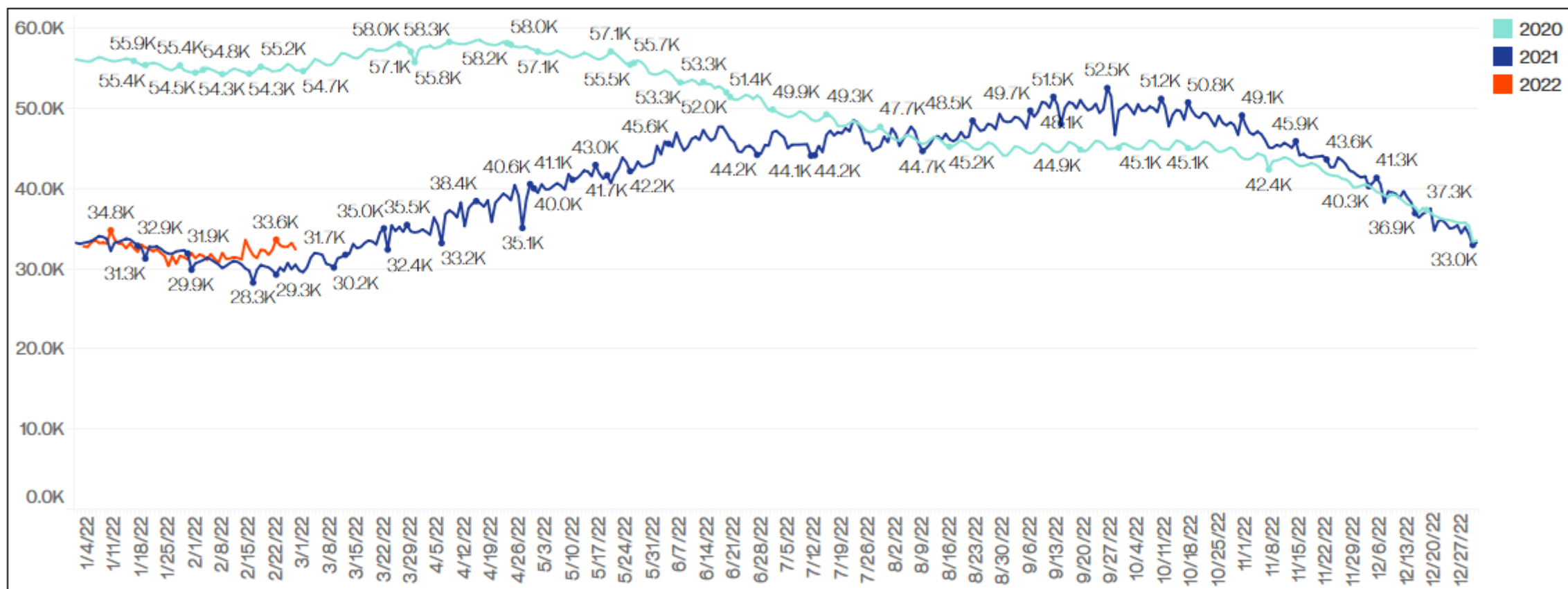
New Purchase Contract to New Listing Ratio

- For the week, there were 108 new pending sales for every 100 new listings.
- WV led for the week with 126 new pending sales for every 100 new listings.



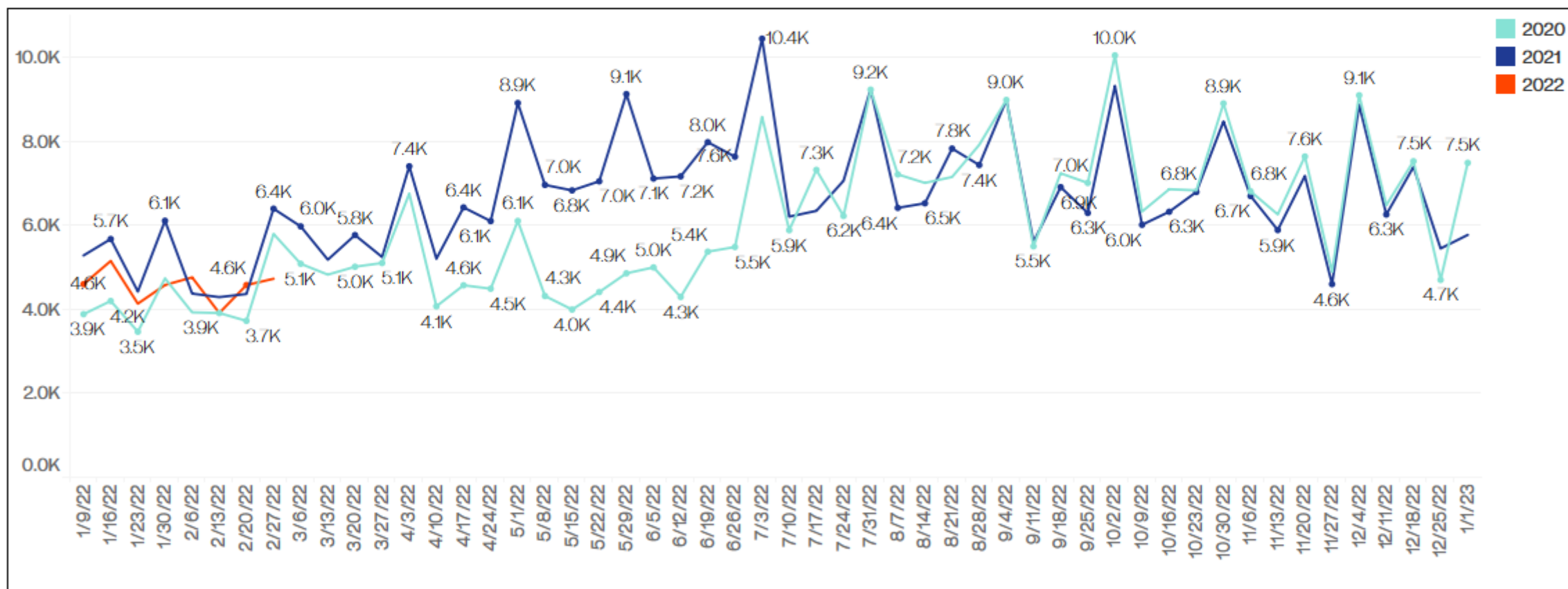
Active New Listings

- For the final week of February available inventory continued to increase compared to a year ago (109.5%) and have steadily increased for the past month. However, levels continue to track significantly below 2020 (this week at 59.8%).



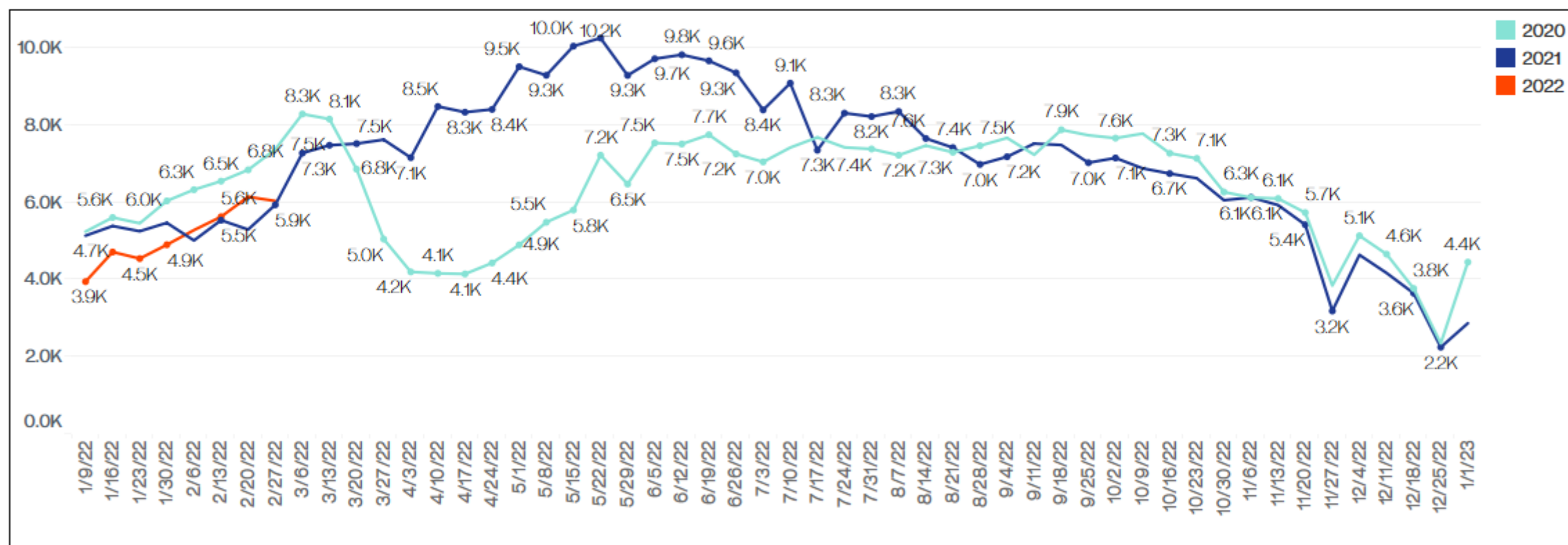
Weekly New Closed Listings

- Sales volumes tracked significantly below both '21 (73.9%) and '20 (81.6%), both of which were strong weeks leading into very active spring markets.
- Over the past month, total closings came in at 17,972, down -7.5% from the year prior.



Weekly New Listings

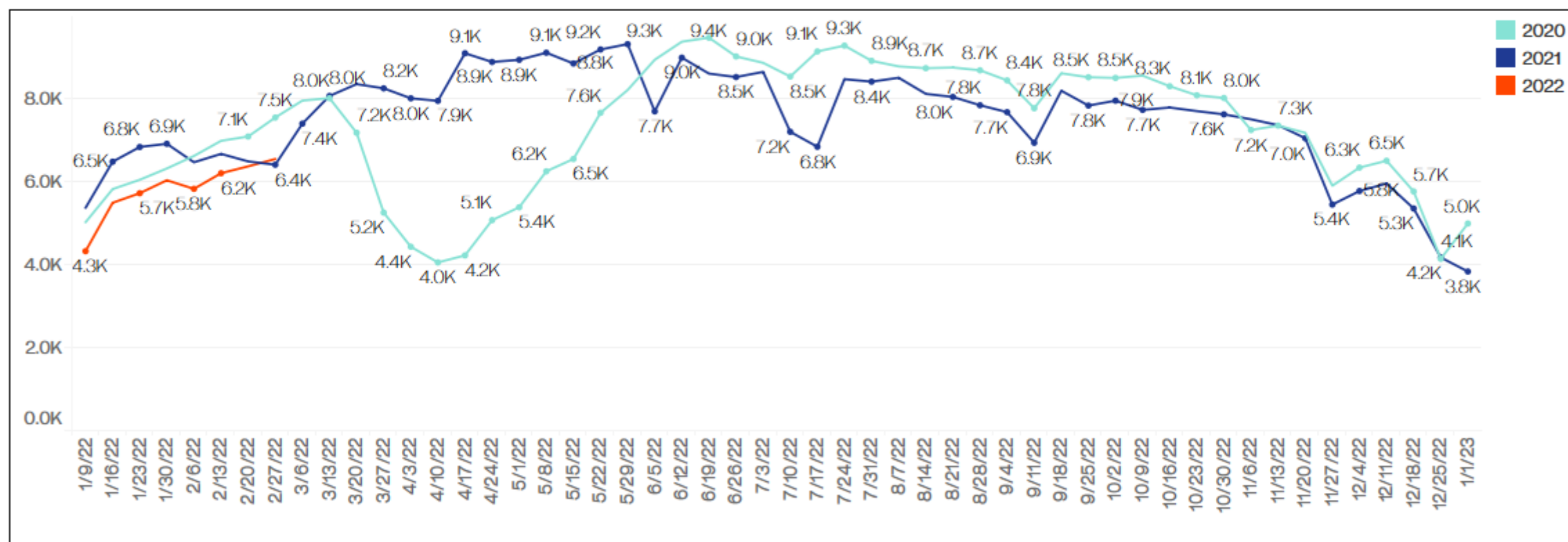
• New inventory levels tracked slightly above '21 for the week at 101.7%, but significantly lower than '20 (81.8%). Over the past month there has been 23,023 new listings, up 6% from February 2021.



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

Weekly New Purchase Contracts

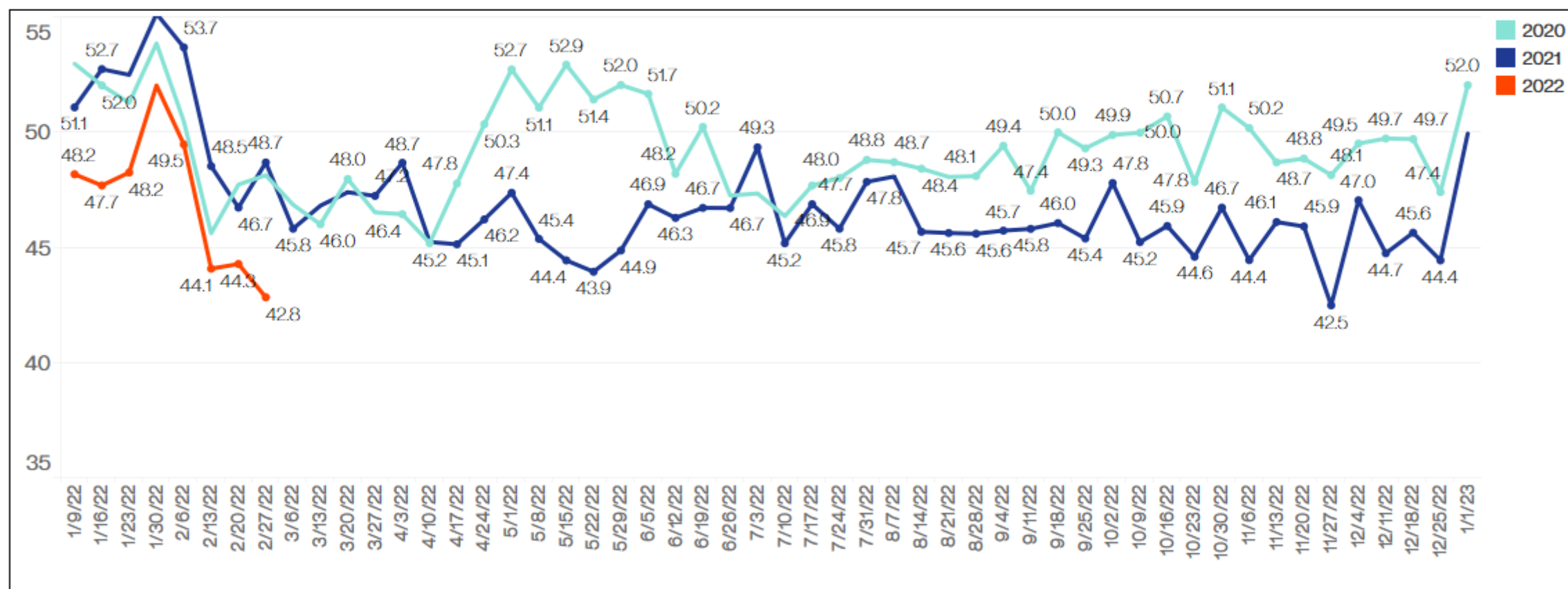
- New pending sales activity tracked above 2021 (102.2%) but fell compared to '20 (86.8%). For the month, 24,883 new pending sales occurred, down from last year by -4.2%.
- Only WV tracked above both '21 (122.8%) and '20 (108.8%) for the week.



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.

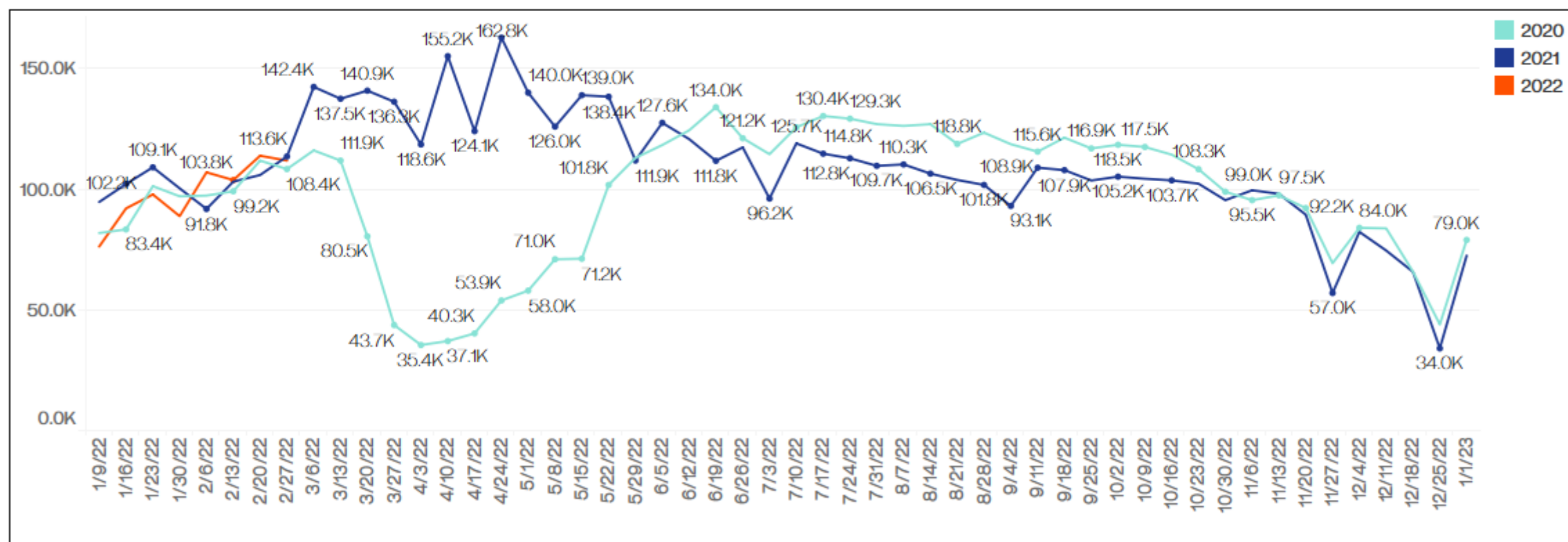
Weekly Average Days: Purchase Contract to Closing

- The number of days from contract to closing (43) was six days less than 2021.



Weekly Showing Activity

- Showings tracked slightly below '21 (98.5%) but rose compared to 2020 (103.3%).
- For the past month, there have been 436,644 showings, up 5.3% from the same time period a 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.

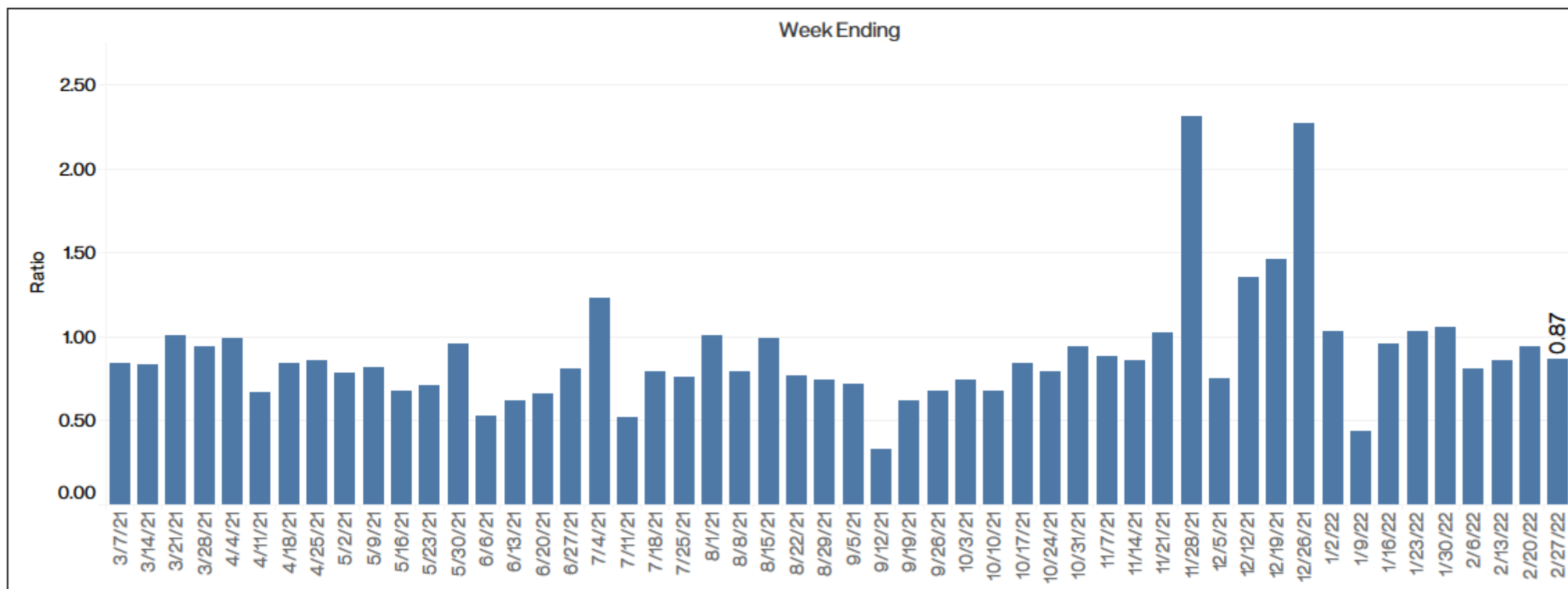
Appendix

Weekly Market Trends

District of Columbia

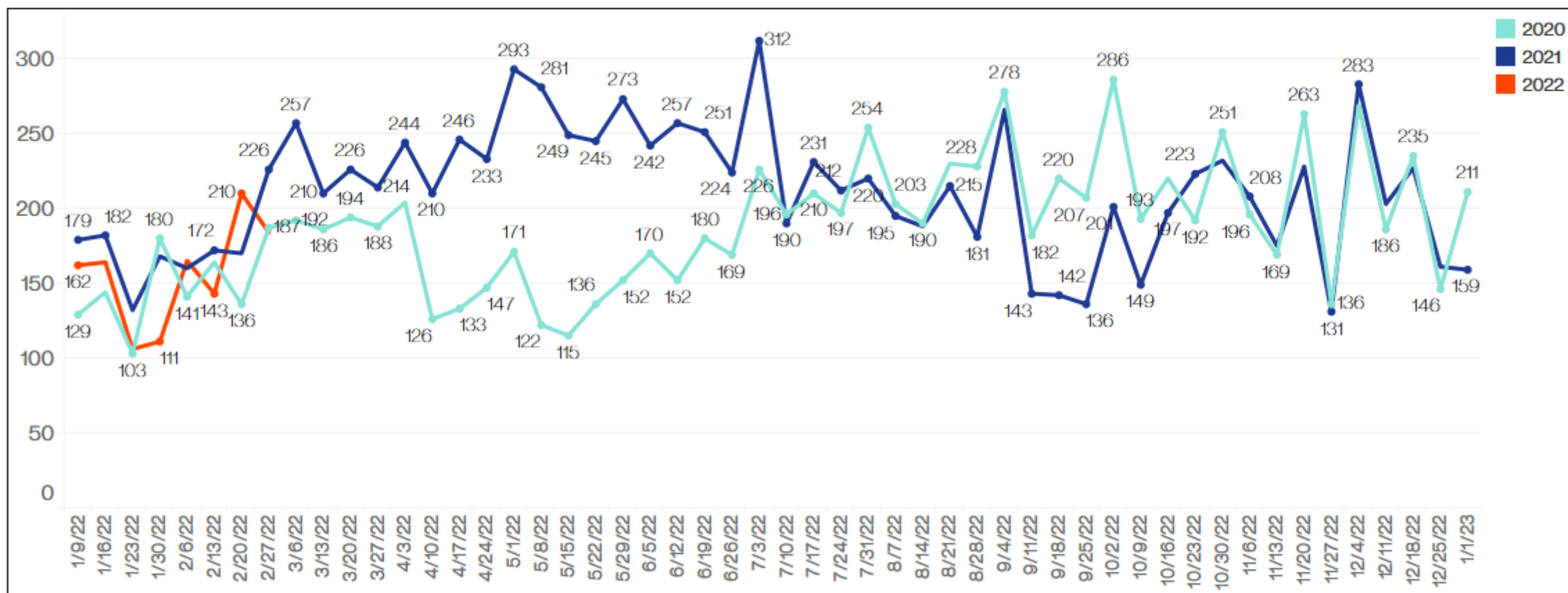
DC - New Purchase Contract to New Listing Ratio

- For the week, there were 87 new pending home sales for every 100 new listings.



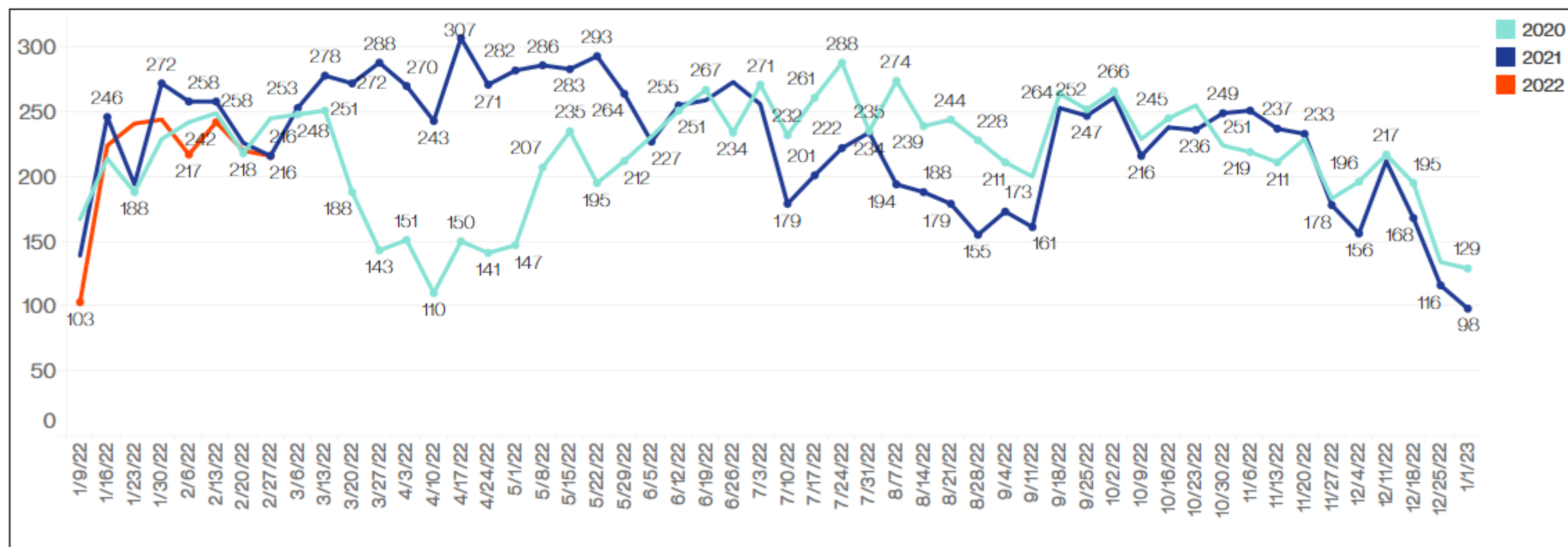
DC - New Closed Listings

- Closing levels landed at 98.4% compared to 2020 and 81.4% compared to the same week from February 2021.



DC - Weekly New Purchase Contracts

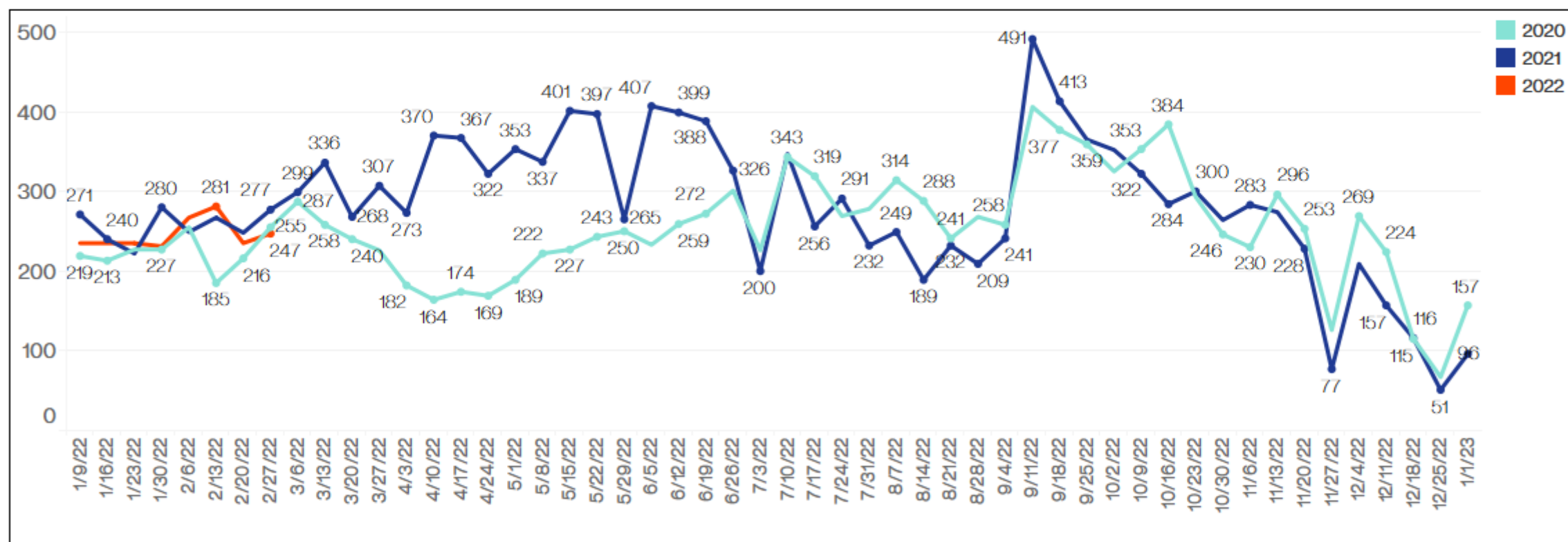
- New contract levels came in at 88.2% compared to 2020 and 100.0% of the same week from February 2021.



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

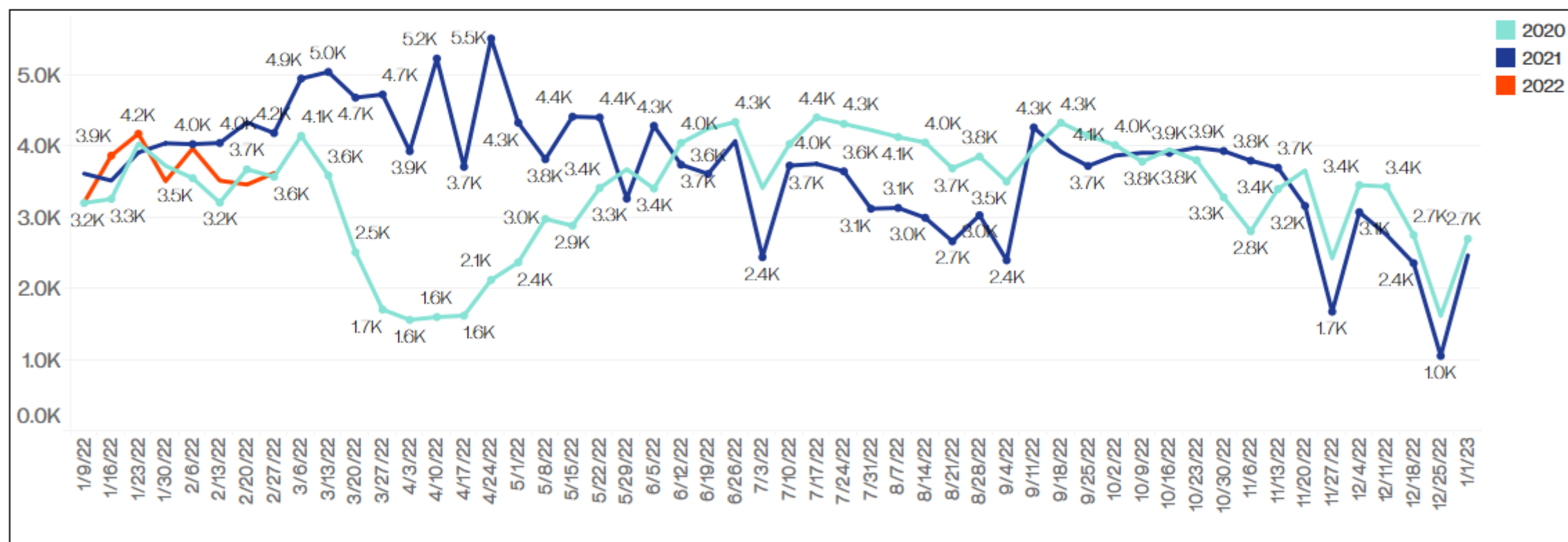
●DC's new listing levels tracked at 96.9% compared to 2020, and 89.2% of the same week from February 2021.



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

DC - Weekly Showing Activity

- Showing levels tracked at 101.5% of the same week from February 2020 and 86.6% compared to 2021.



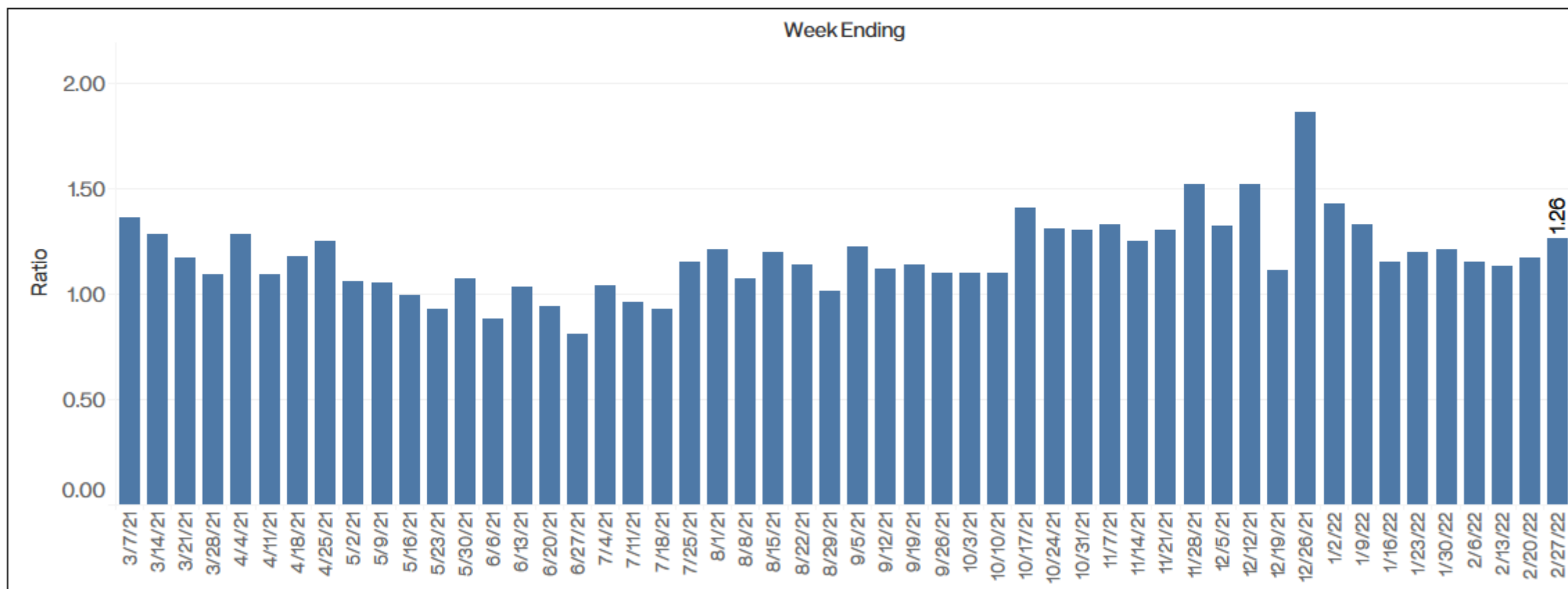
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

Weekly Market Trends

Delaware

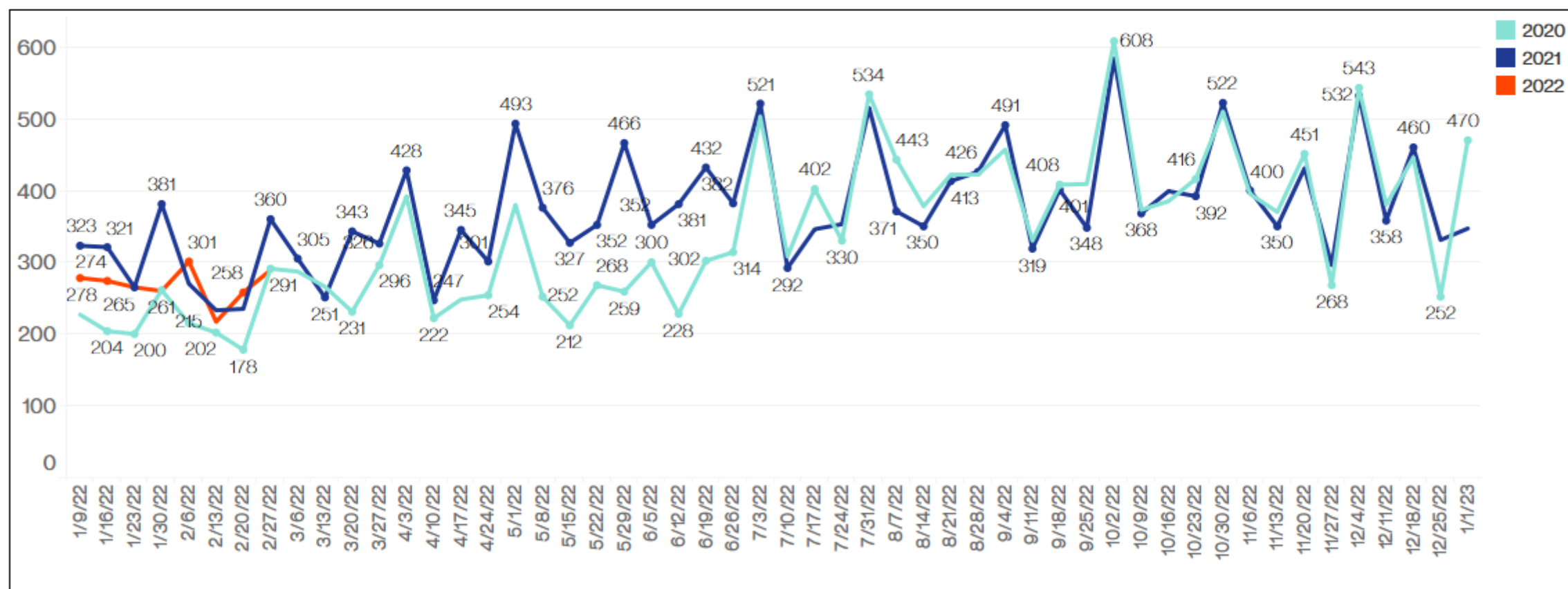
DE - New Purchase Contract to New Listing Ratio

- For the week, there were 126 new pending home sales for every 100 new listings.



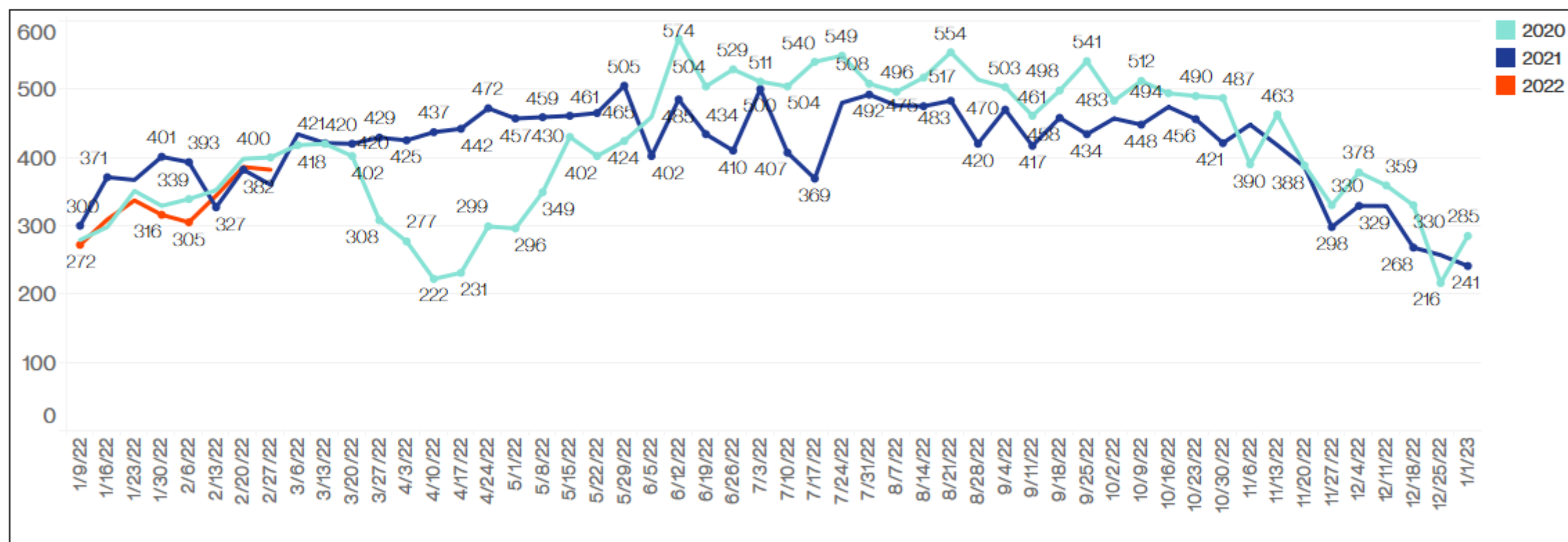
DE - New Closed Listings

- Closing levels landed at 99.3% compared to 2020 and 80.3% compared to the same week from February 2021.



DE - Weekly New Purchase Contracts

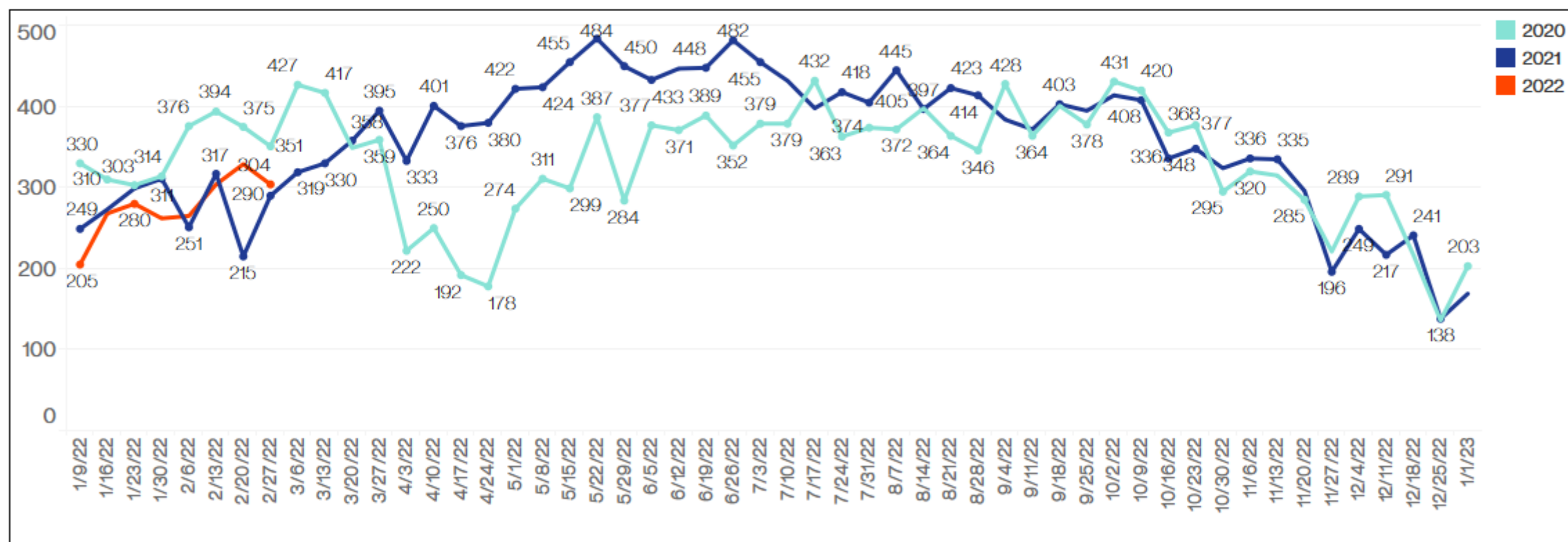
- New contract levels came in at 95.5% compared to 2020 and 106.1% of the same week from February 2021.



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

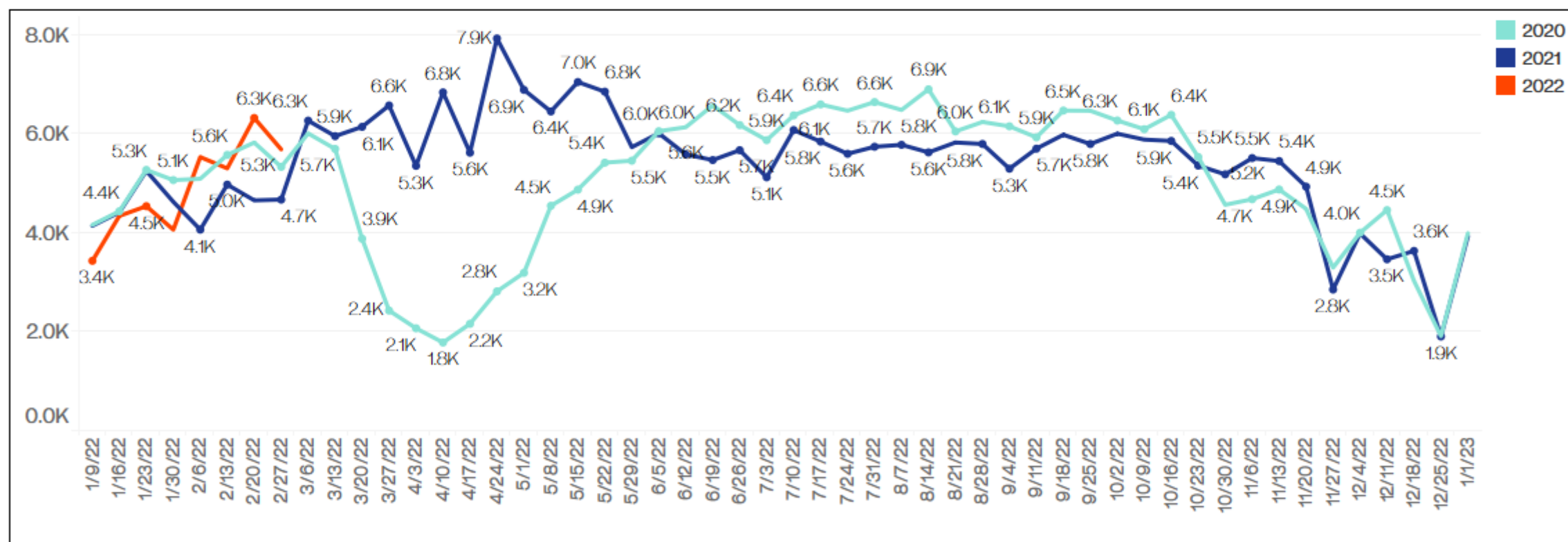
- DE's new listing levels tracked at 86.6% compared to 2020, and 104.8% of the same week from February 2021.



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

DE - Weekly Showing Activity

- Showing levels tracked at 106.6% of the same week from February 2020 and 121.7% compared to February 2021.



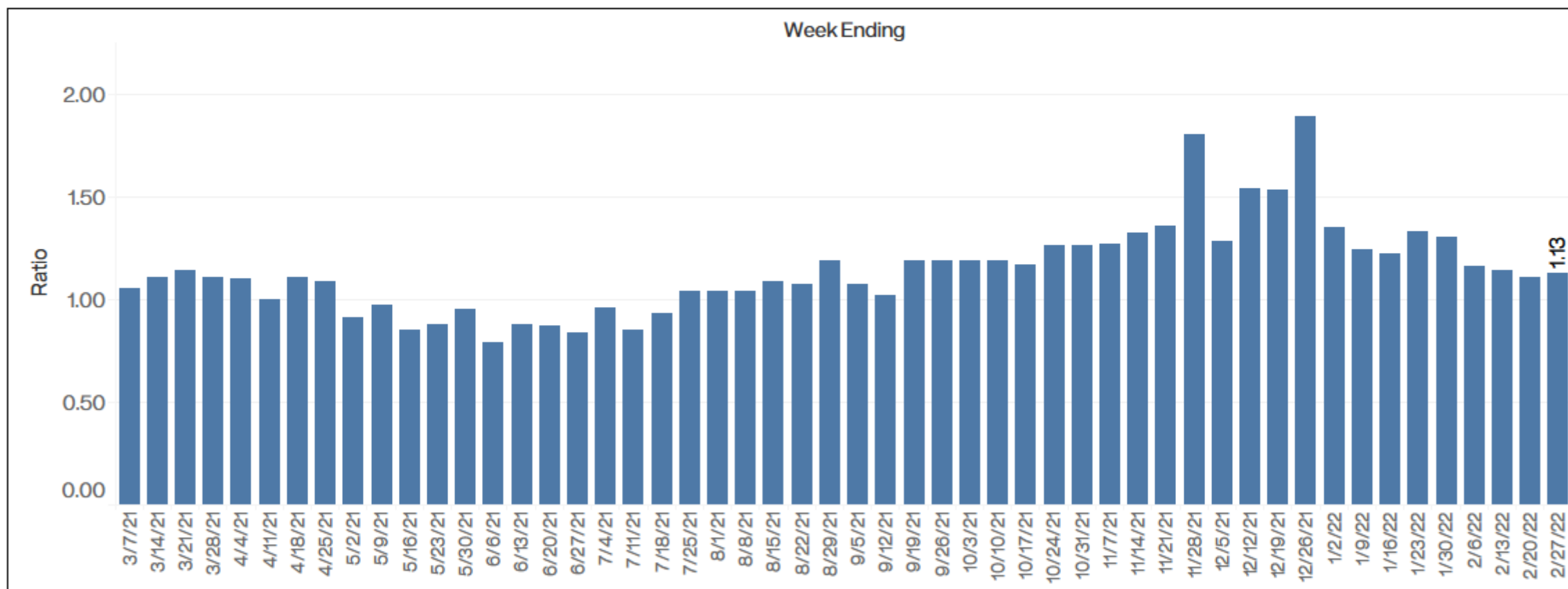
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

Weekly Market Trends

Maryland

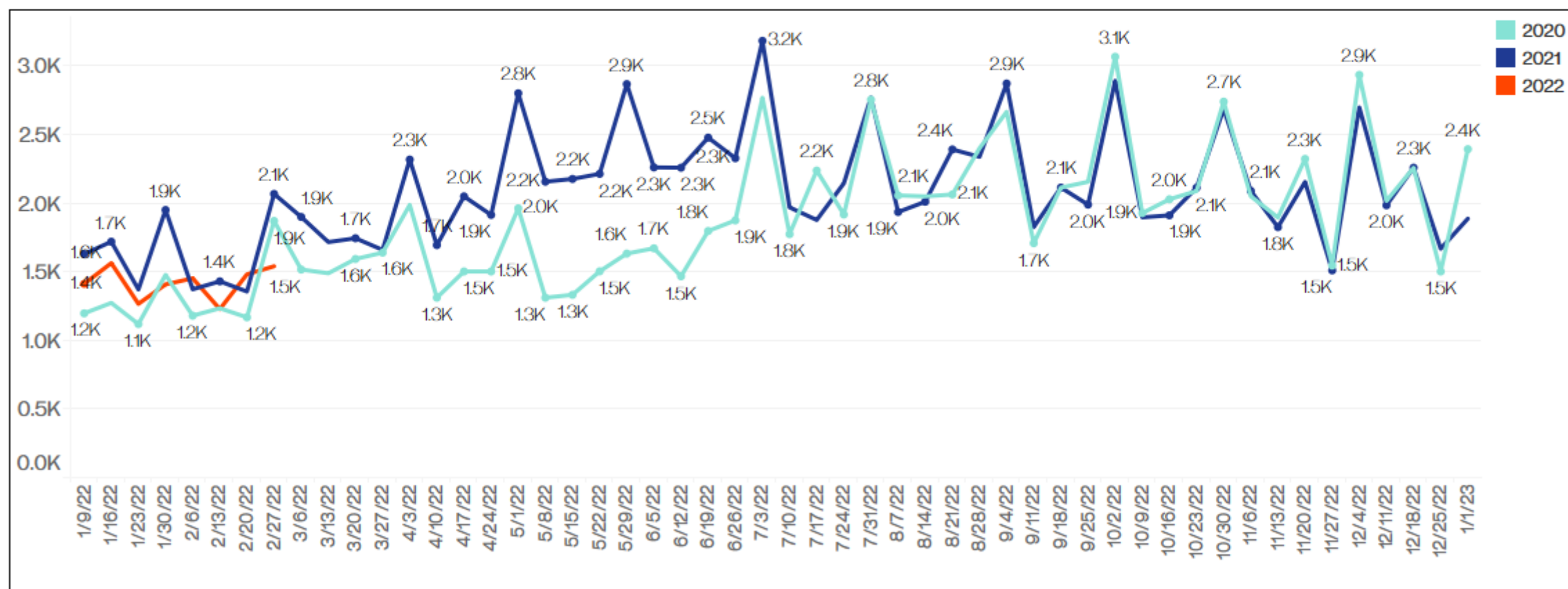
MD - New Purchase Contract to New Listing Ratio

- For the week, there were 113 new pending home sales for every 100 new listings.



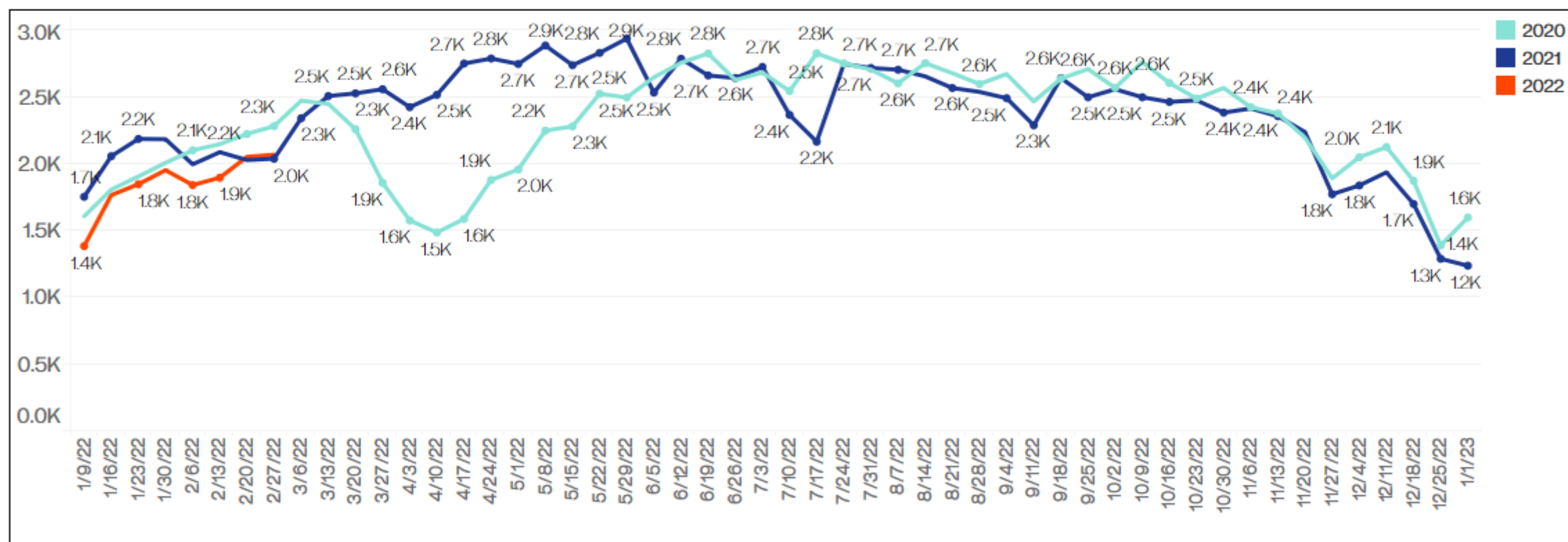
MD - New Closed Listings

- Closing levels landed at 82.3% compared to 2020 and 74.5% compared to the same week from February 2021.



MD - Weekly New Purchase Contracts

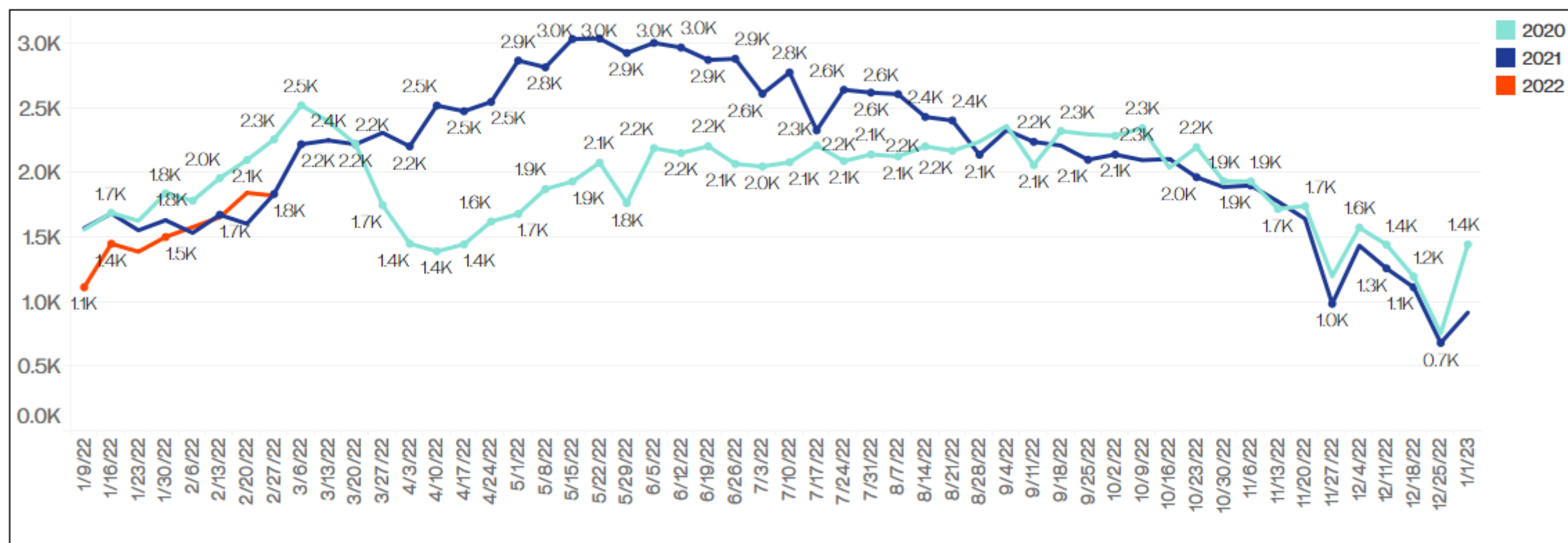
- New contract levels came in at 90.6% compared to 2020 and 101.5% of the same week from February 2021.



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

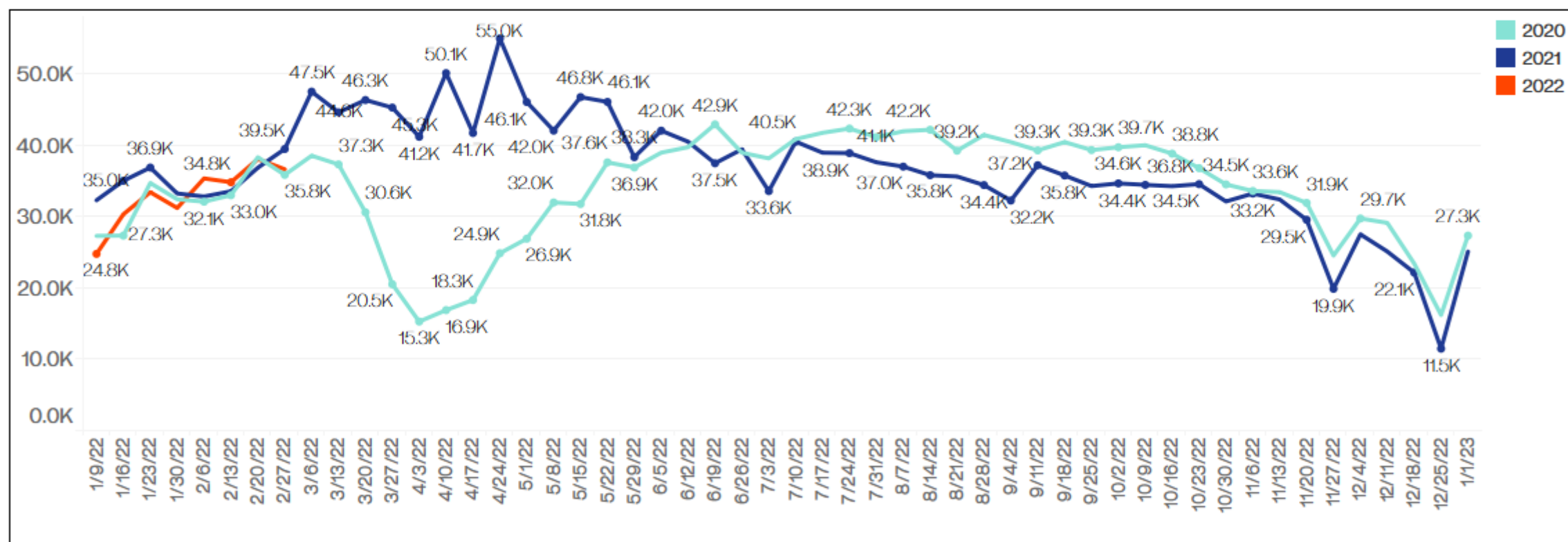
- MD's new listing levels tracked at 80.7% compared to 2020, and 99.3% of the same week from February 2021.



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

MD - Weekly Showing Activity

- Showing levels tracked at 102.2% of the same week from February 2020 and 92.8% compared to February 2021.



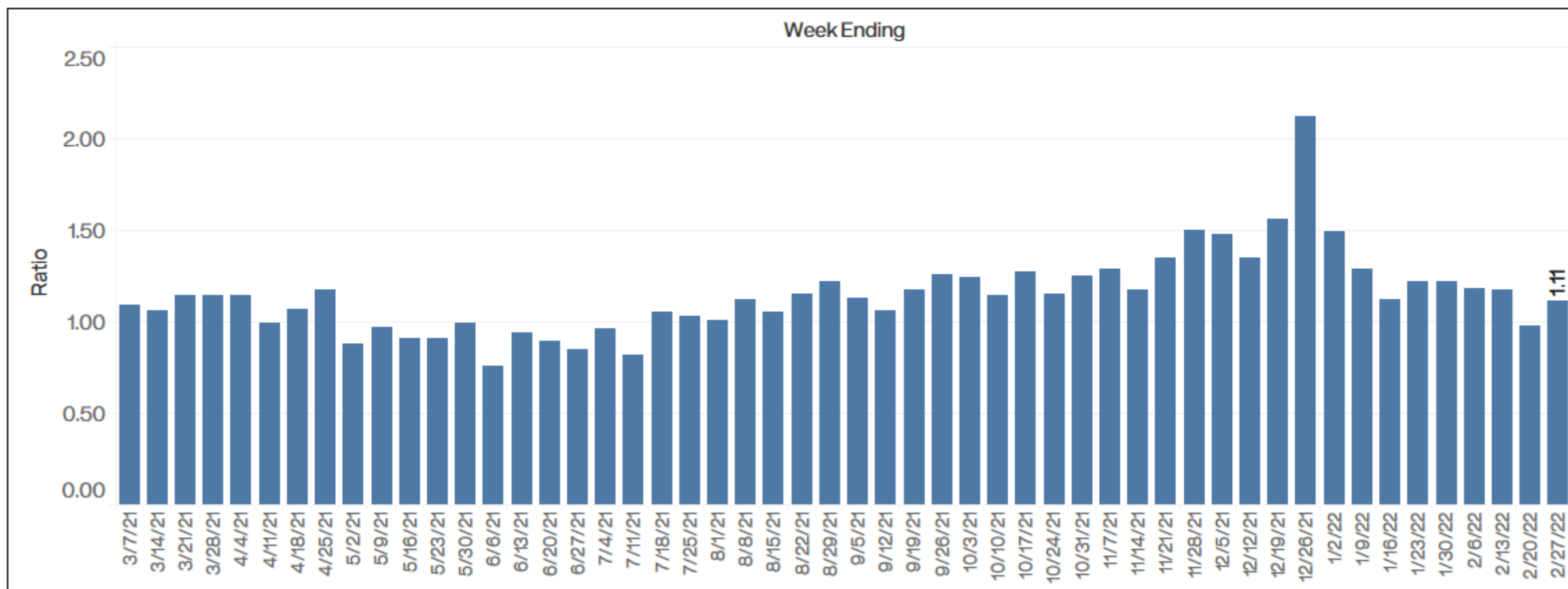
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

Weekly Market Trends

New Jersey

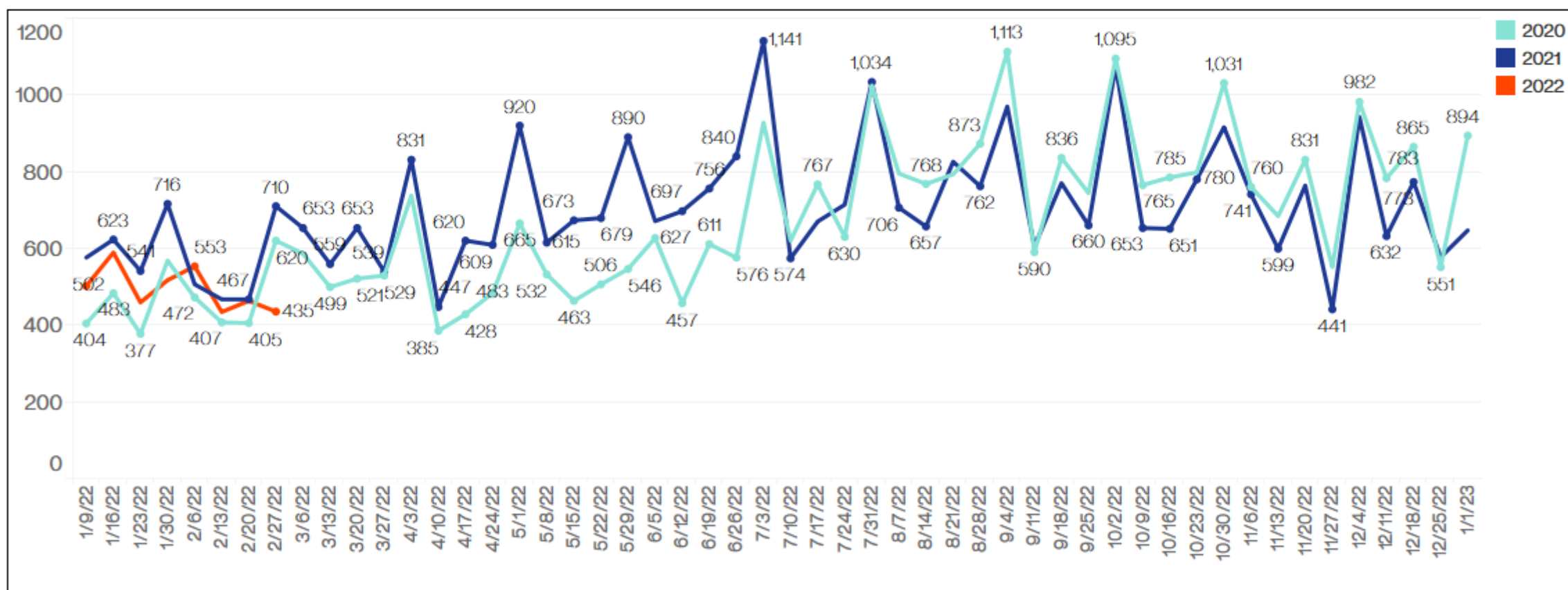
NJ - New Purchase Contract to New Listing Ratio

- For the week there were 111 new pending home sales for every 100 new listings.



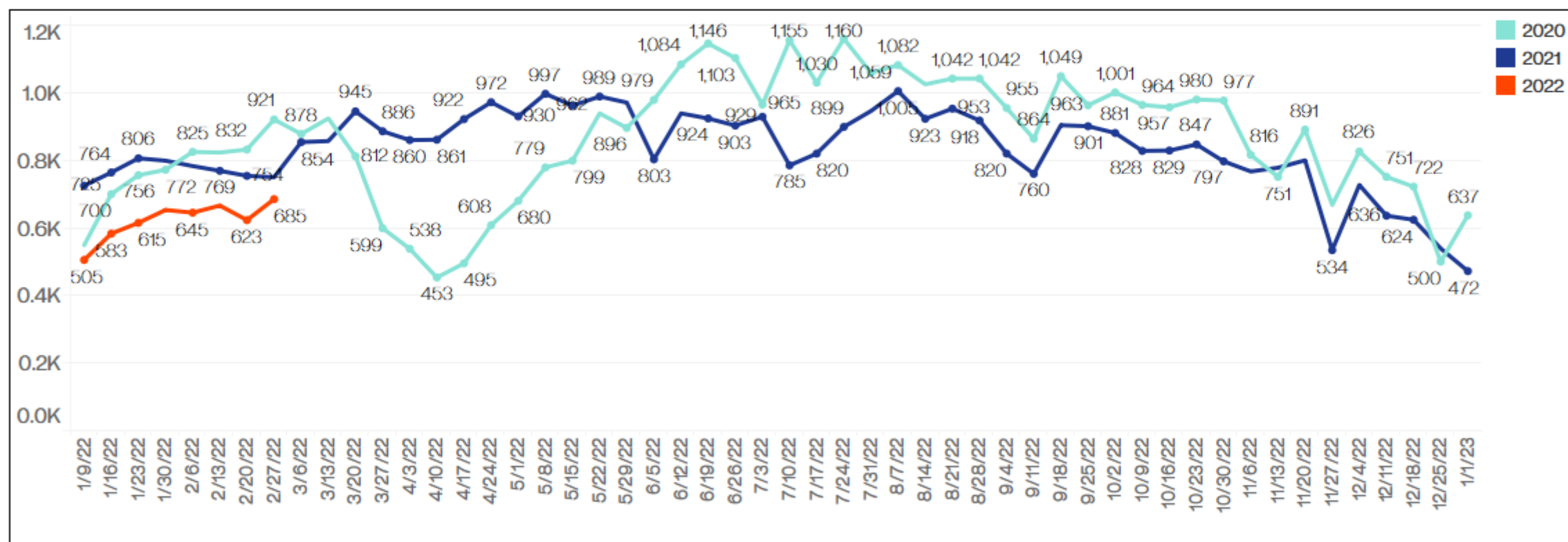
NJ - New Closed Listings

- Closing levels landed at 70.2% compared to 2020 and 61.3% compared to the same week from February 2021.



NJ - Weekly New Purchase Contracts

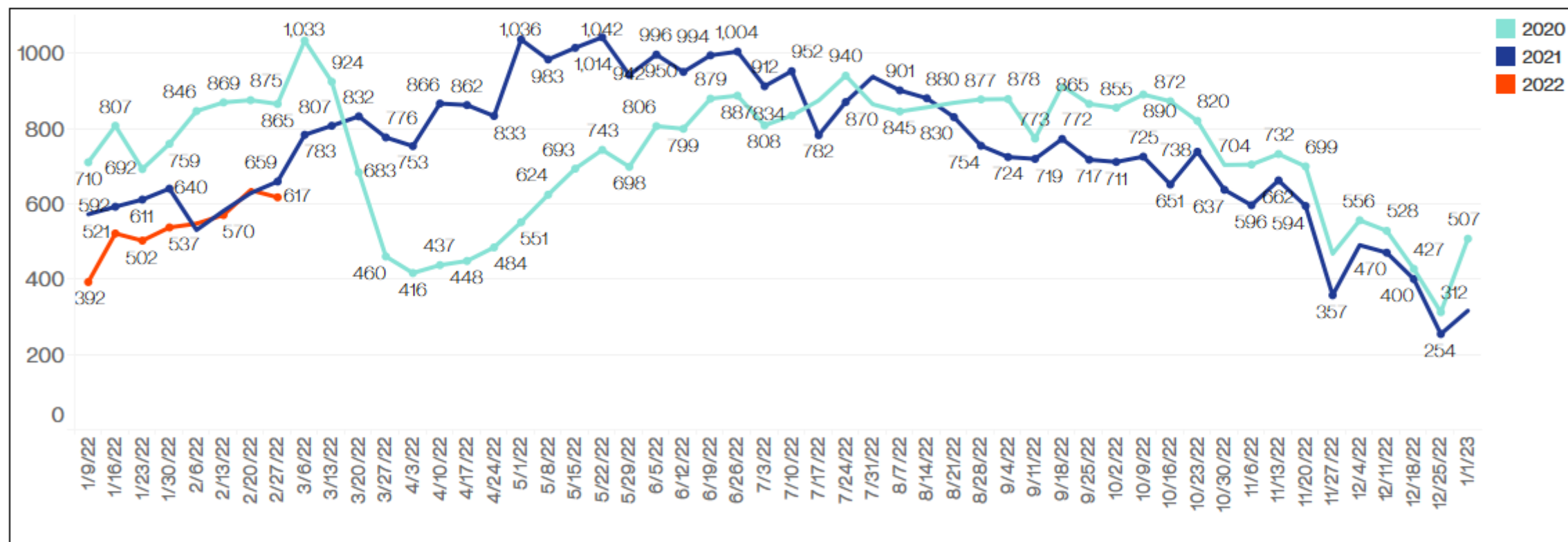
- New contract levels came in at 74.4% compared to 2020 and 91.3% of the same week from February 2021.



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

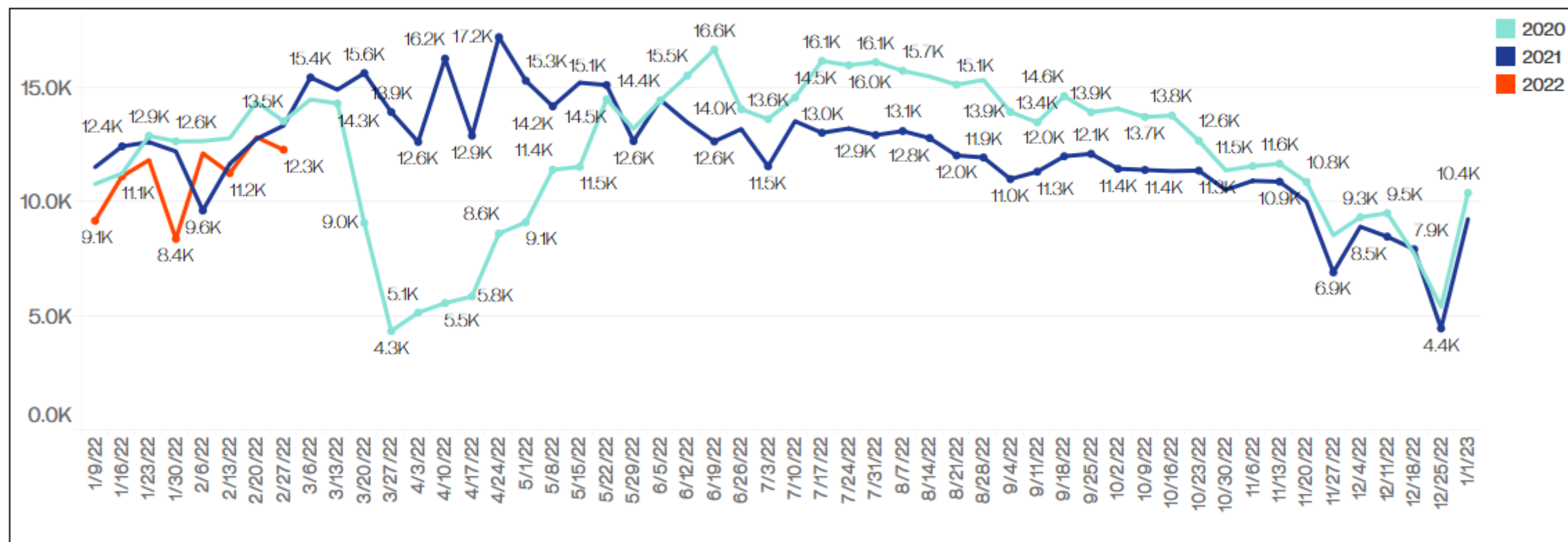
•NJ's new listing levels tracked at 71.3% compared to 2020, and 93.6% of the same week from February 2021.



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

NJ - Weekly Showing Activity

- Showing levels tracked at 90.8% of the same week from February 2020 and 92.1% compared to February 2021.



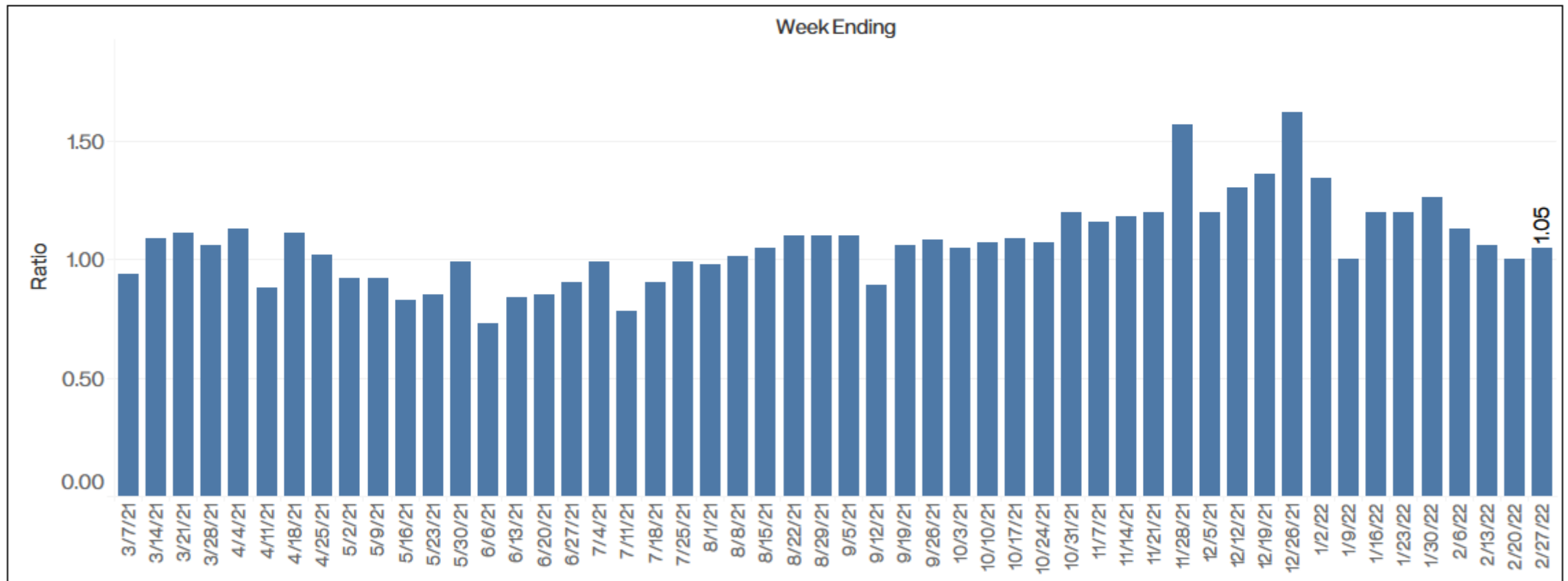
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

Weekly Market Trends

Pennsylvania

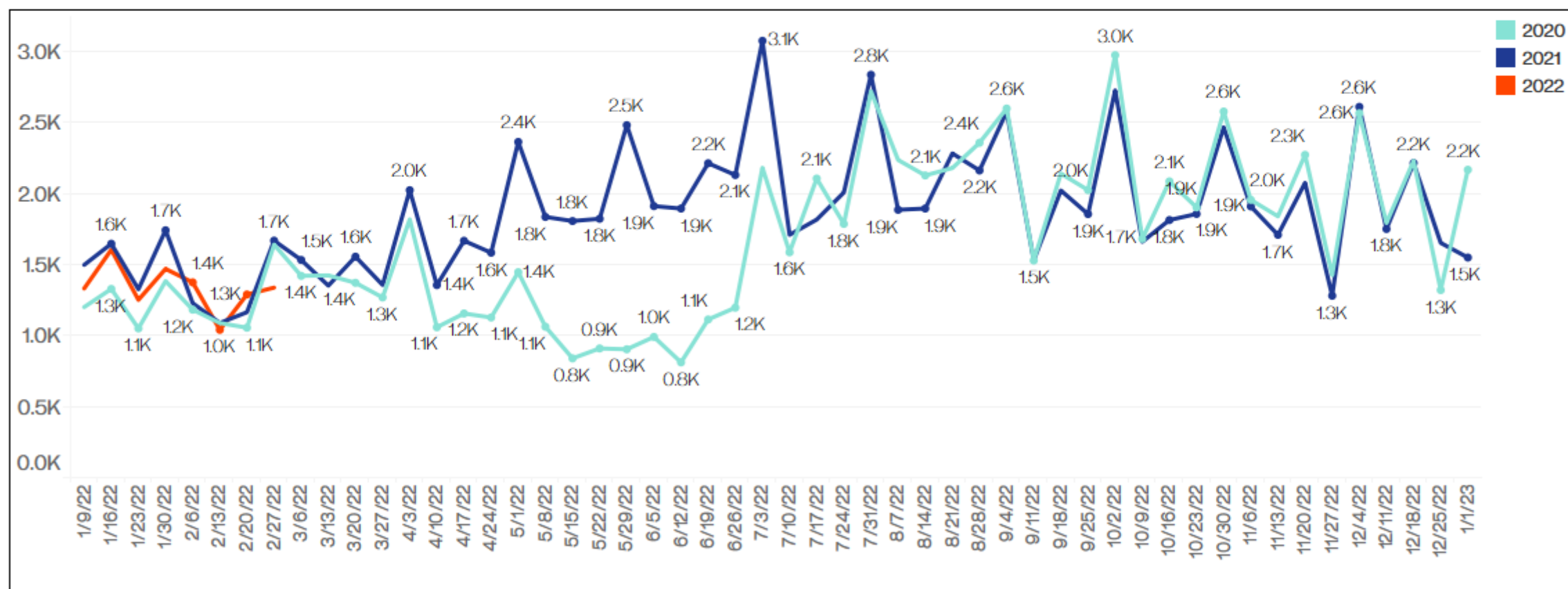
PA - New Purchase Contract to New Listing Ratio

- For the week, there were 105 new pending home sales for every 100 new listings.



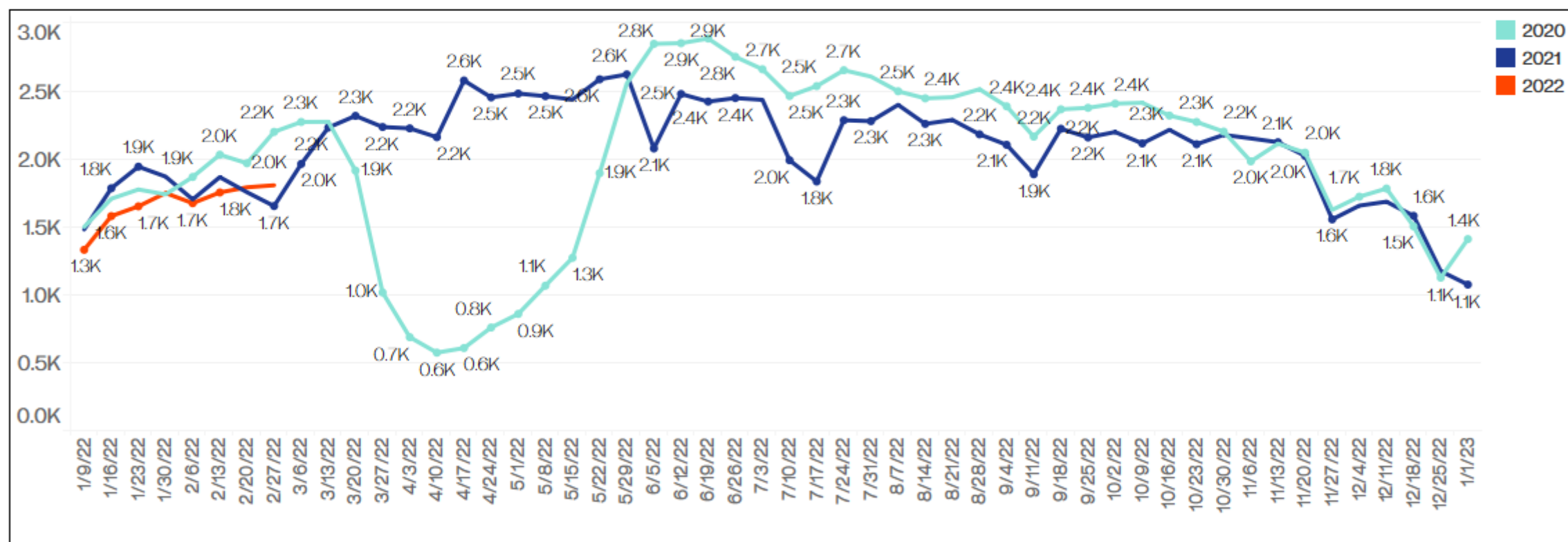
PA - New Closed Listings

- Closing levels landed at 81.5% compared to 2020 and 80.2% compared to the same week from February 2021.



PA - Weekly New Purchase Contracts

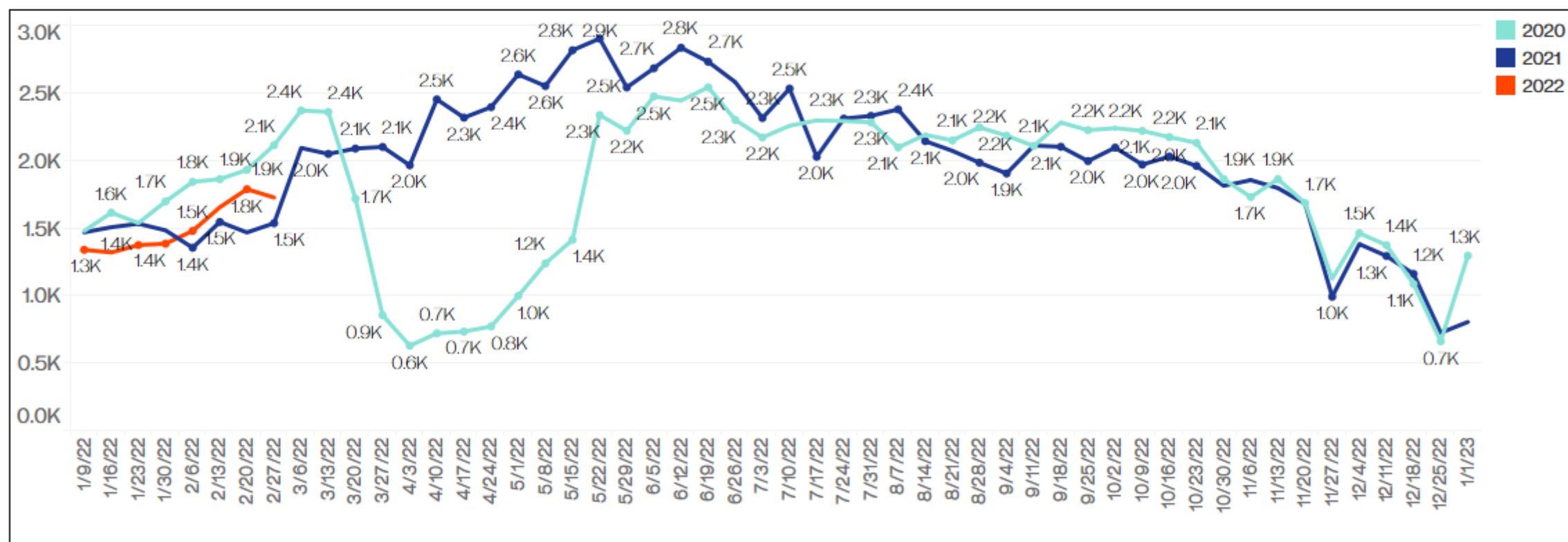
- New contract levels came in at 82.1% compared to 2020 and 109.3% of the same week from February 2021.



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

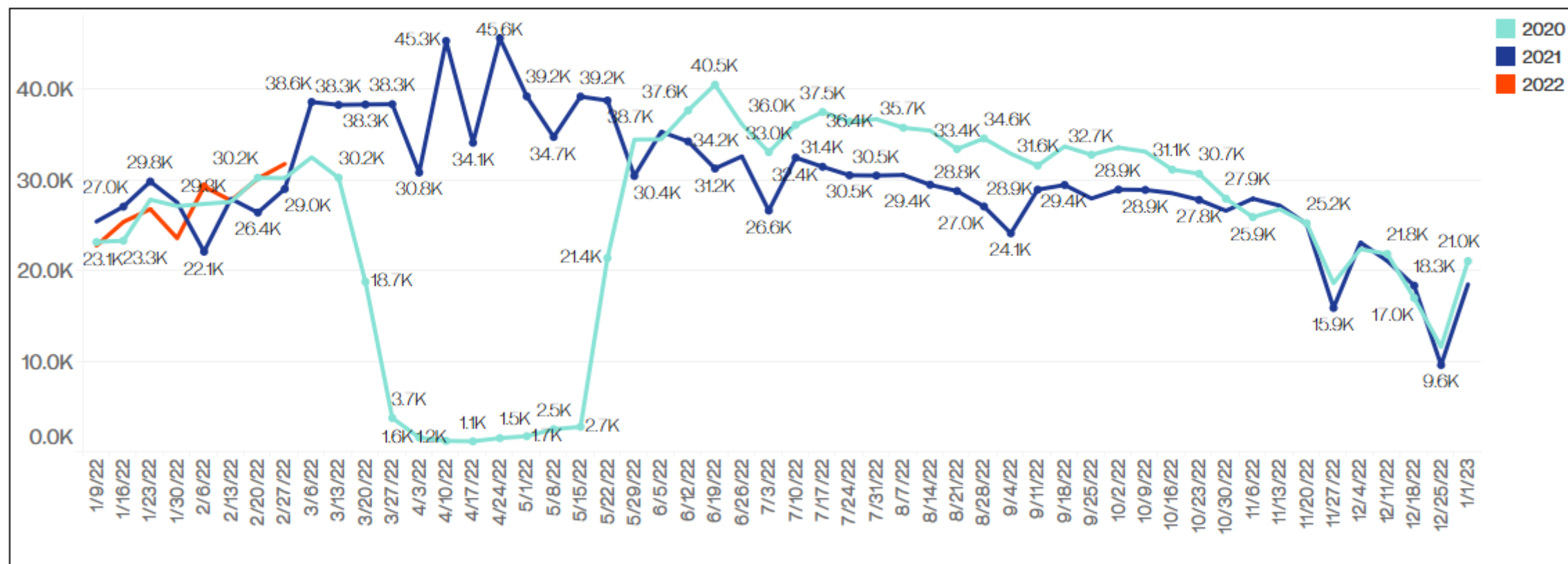
•PA's new listing levels tracked at 81.6% compared to 2020, and 112.4% of the same week from February 2021.



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

PA - Weekly Showing Activity

- Showing levels tracked at 105.2% of the same week from February 2020 and 109.5% compared to February 2021.



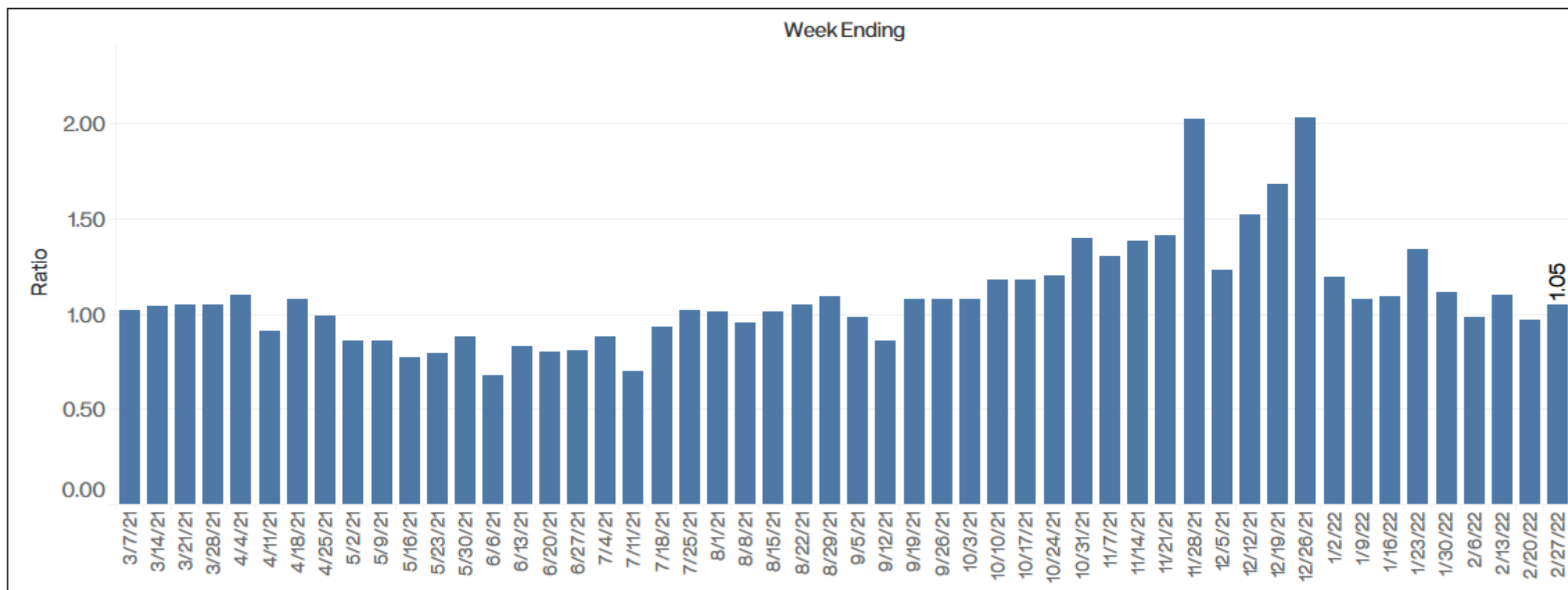
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

Weekly Market Trends

Virginia

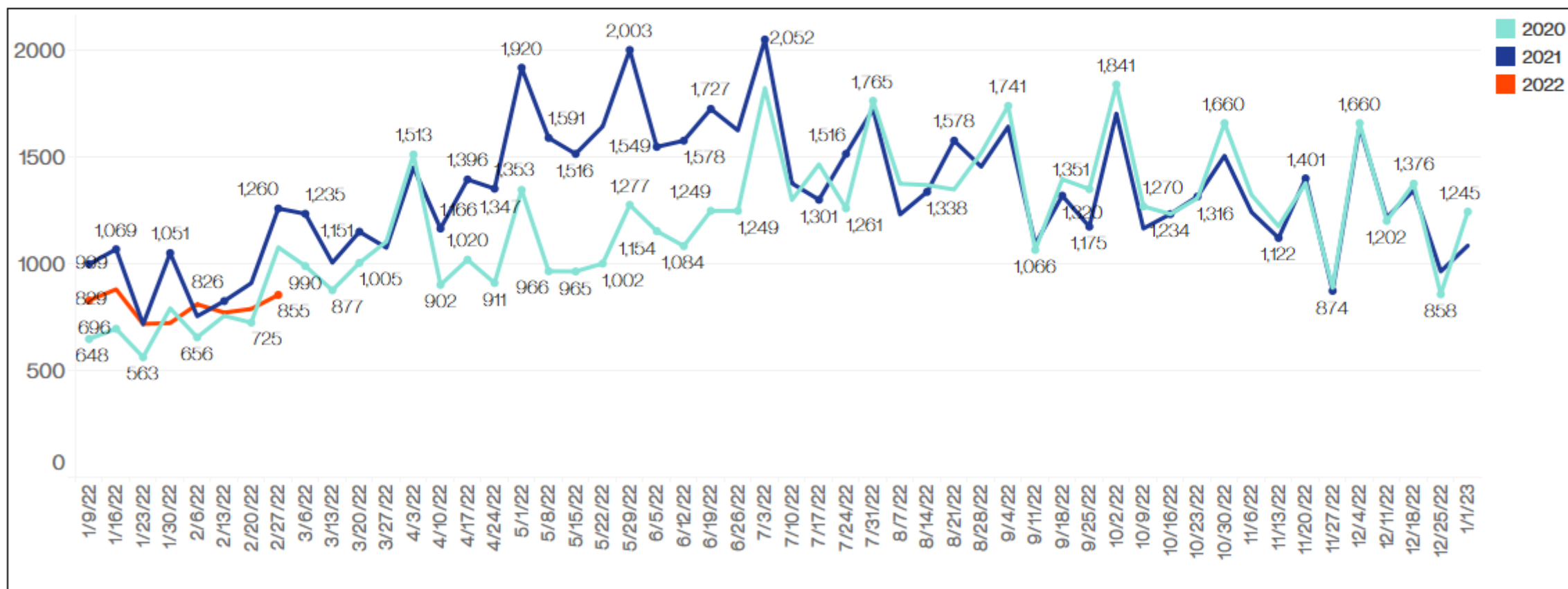
VA - New Purchase Contract to New Listing Ratio

- For the week, there were 105 new pending sales for every 100 new listings.



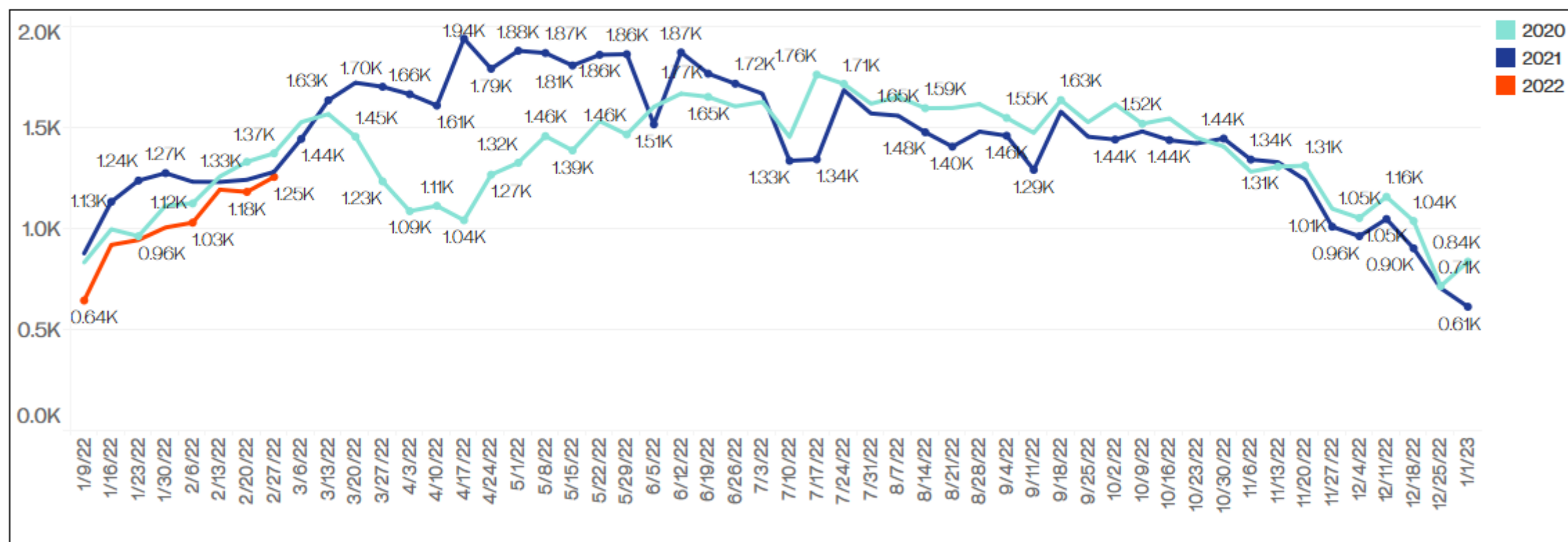
VA - New Closed Listings

- Closing levels landed at 79.3% compared to 2020 and 67.9% compared to the same week from February 2021.



VA - Weekly New Purchase Contracts

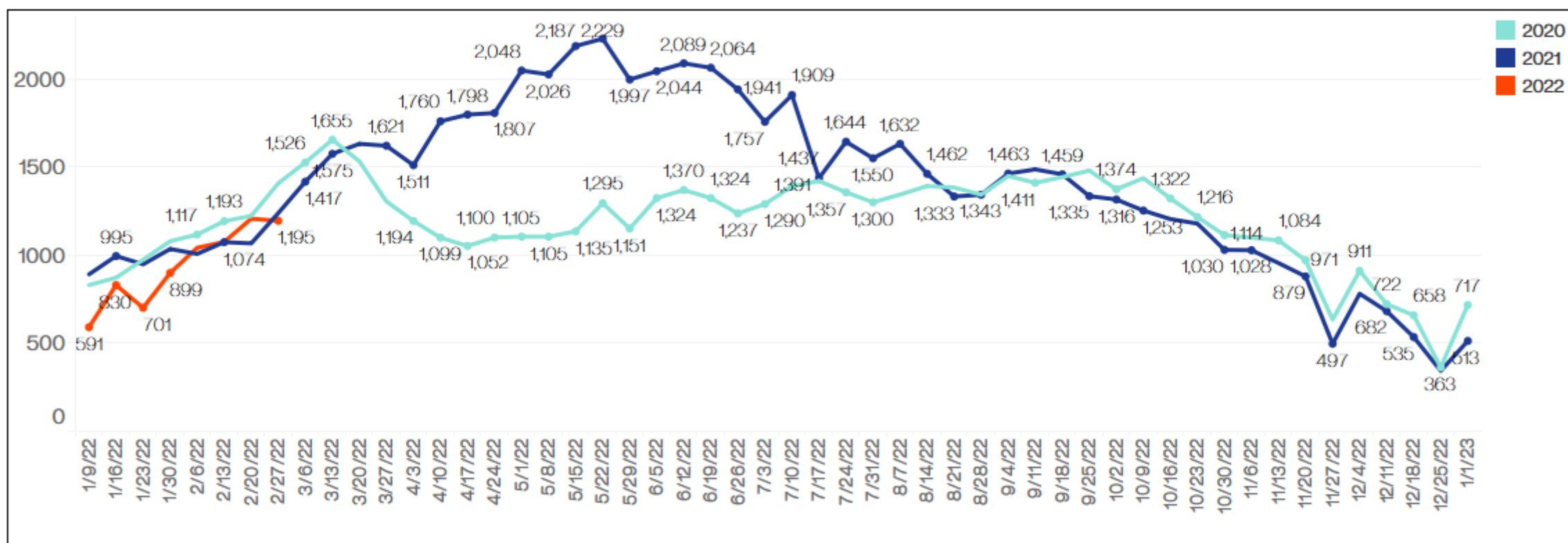
- New contract levels came in at 91.5% compared to 2020 and 98.0% of the same week from February 2021.



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

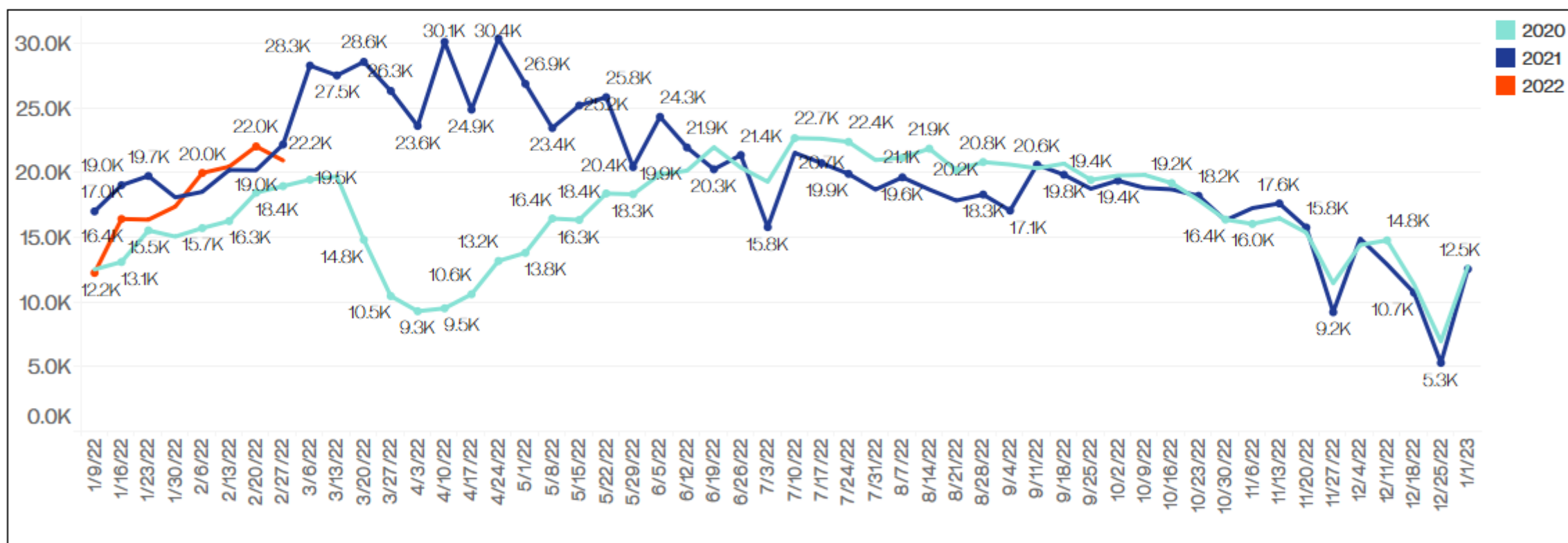
- VA's new listing levels tracked at 84.9% compared to 2020, 96.4% of the same week from February 2021.



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

VA - Weekly Showing Activity

- Showing levels tracked at 110.5% of the same week from February 2020 and 94.4% compared to February 2021.



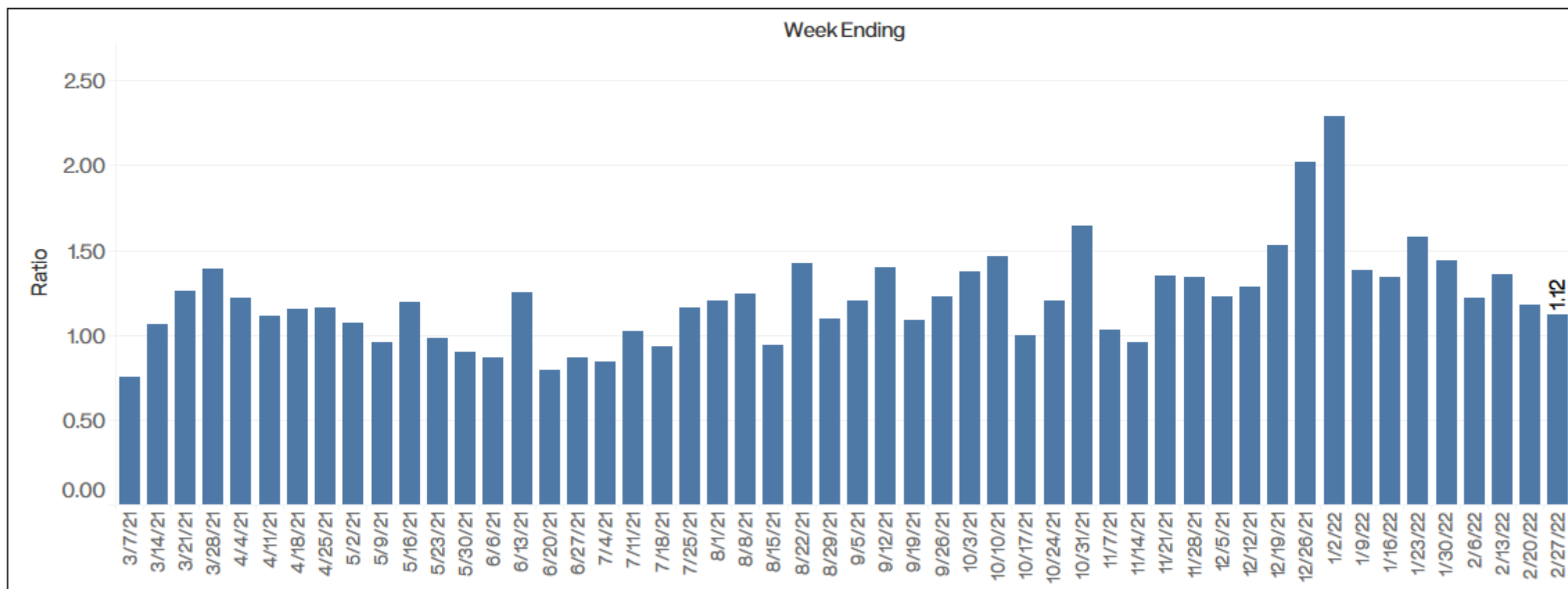
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

Weekly Market Trends

West Virginia

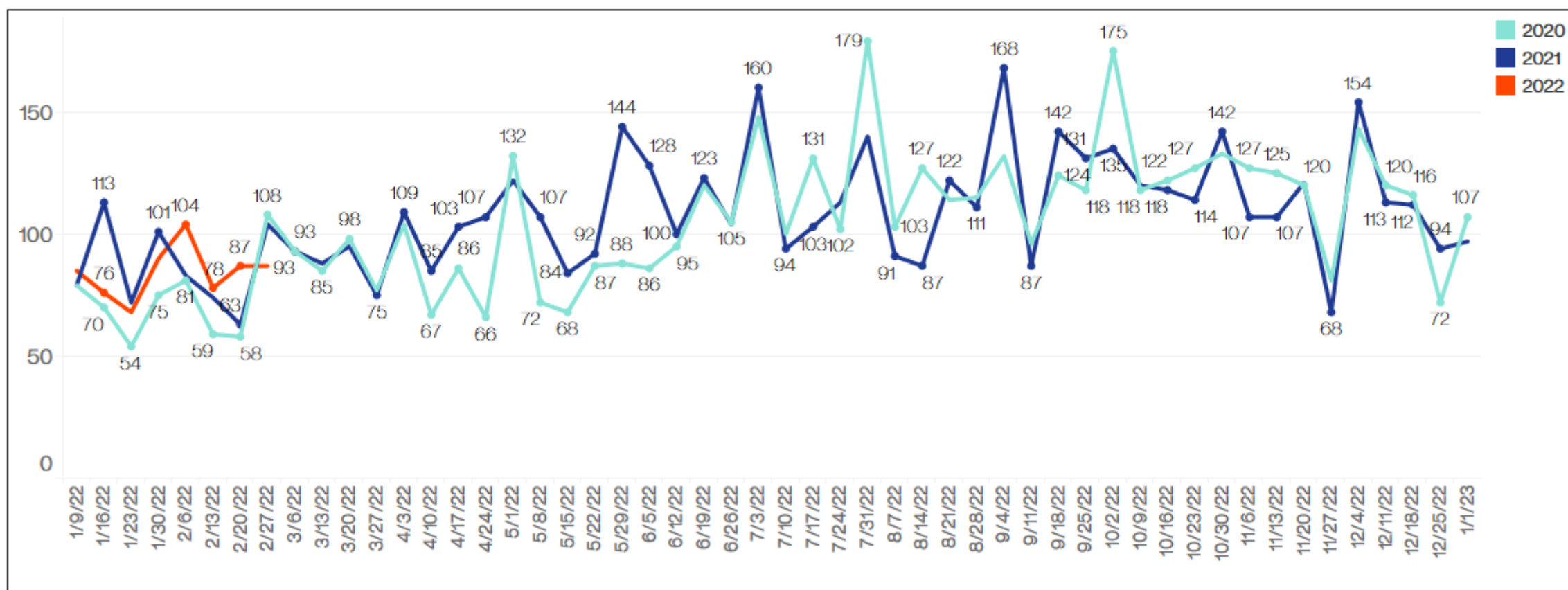
WV - New Purchase Contract to New Listing Ratio

- For the week, there were 112 new pending home sales for every 100 new listings.



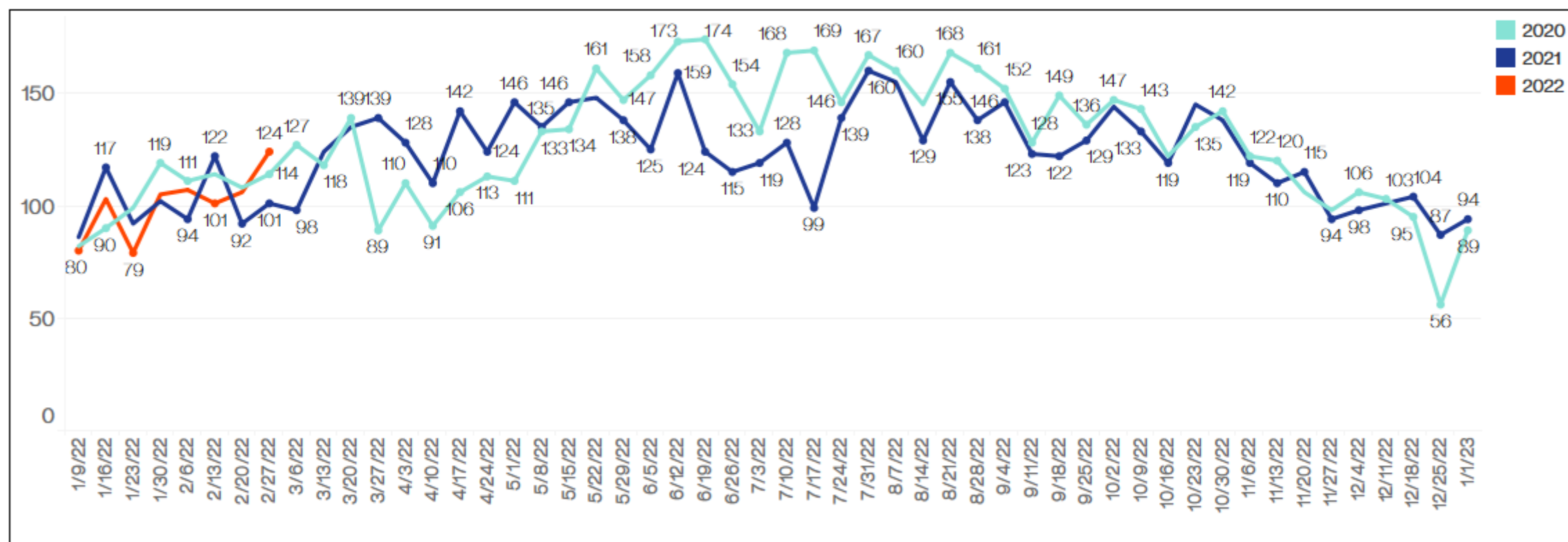
WV- New Closed Listings

- Closing levels landed at 80.6% compared to 2020 and 83.7% compared to the same week from February 2021.



WV- Weekly New Purchase Contracts

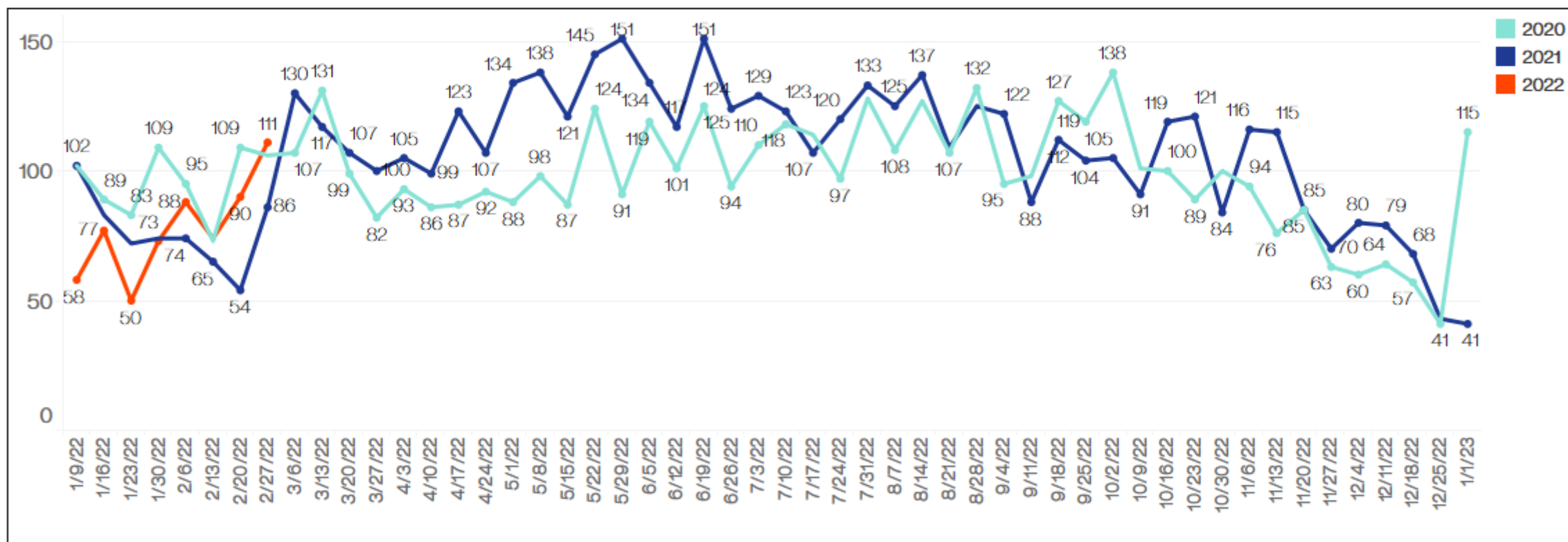
- New contract levels came in at 108.8% compared to 2020 and 122.8% of the same week from February 2021.



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

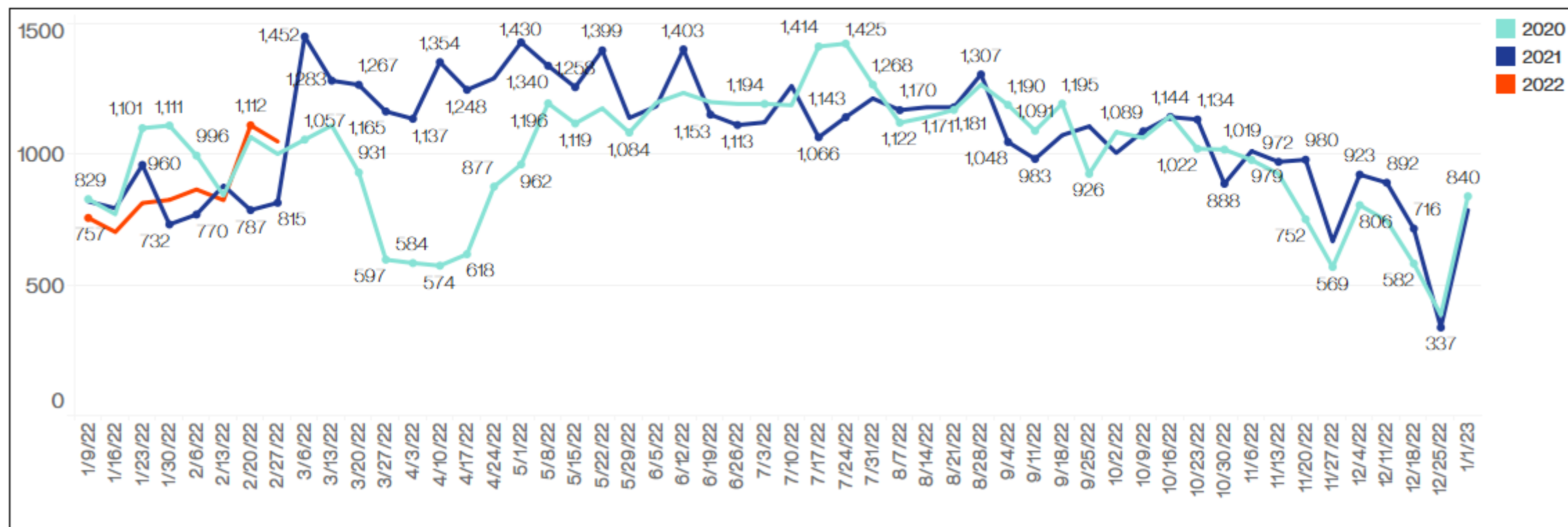
- WV's new listing levels tracked at 104.7% compared to 2020, 129.1% of the same week from February 2021.



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

WV- Weekly Showing Activity

- Showing levels tracked at 104.8% of the same week from February 2020 and 128.8% compared to February 2021.



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.