

# Weekly Market Report

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Week Ending January 16, 2022

# Summary - Week Ending Jan 16, 2022

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- For the week, overall available inventory was in line with 2021 (99.9%); however, volume continued to track significantly below 2020 (59.4%)
- More sellers entered the market as 2022 gets underway, as new listings climbed week to week. However, activity tracked well below both 2021 (87.7%) and 2020 (84.3%).
- Showing volume tracked slightly below benchmarks, landing at 90.0% of '21 but rose to 110.3% of '20.
- Additionally, showing volume and new pending sales increased week to week by over 20% in a sign that buyer demand is rising as we go further into the new year.

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

# Weekly Market Trends

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## Footprint

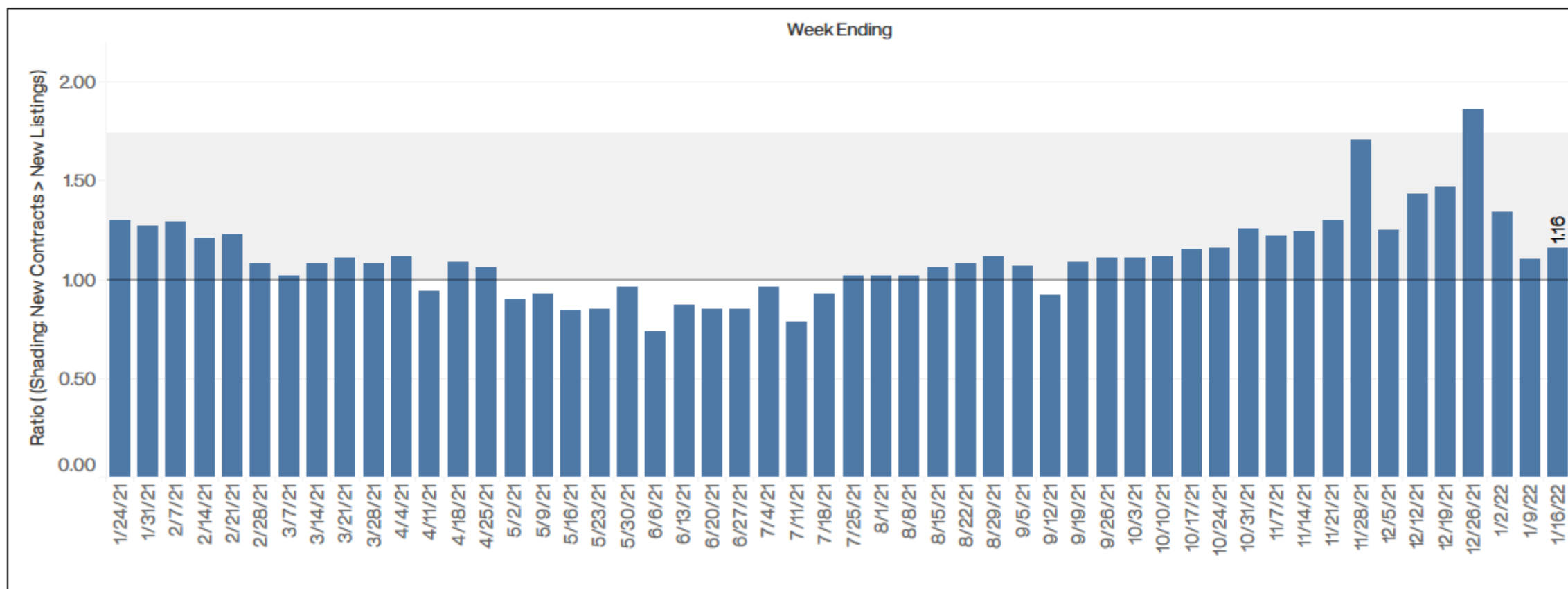
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5. [Pennsylvania](#)
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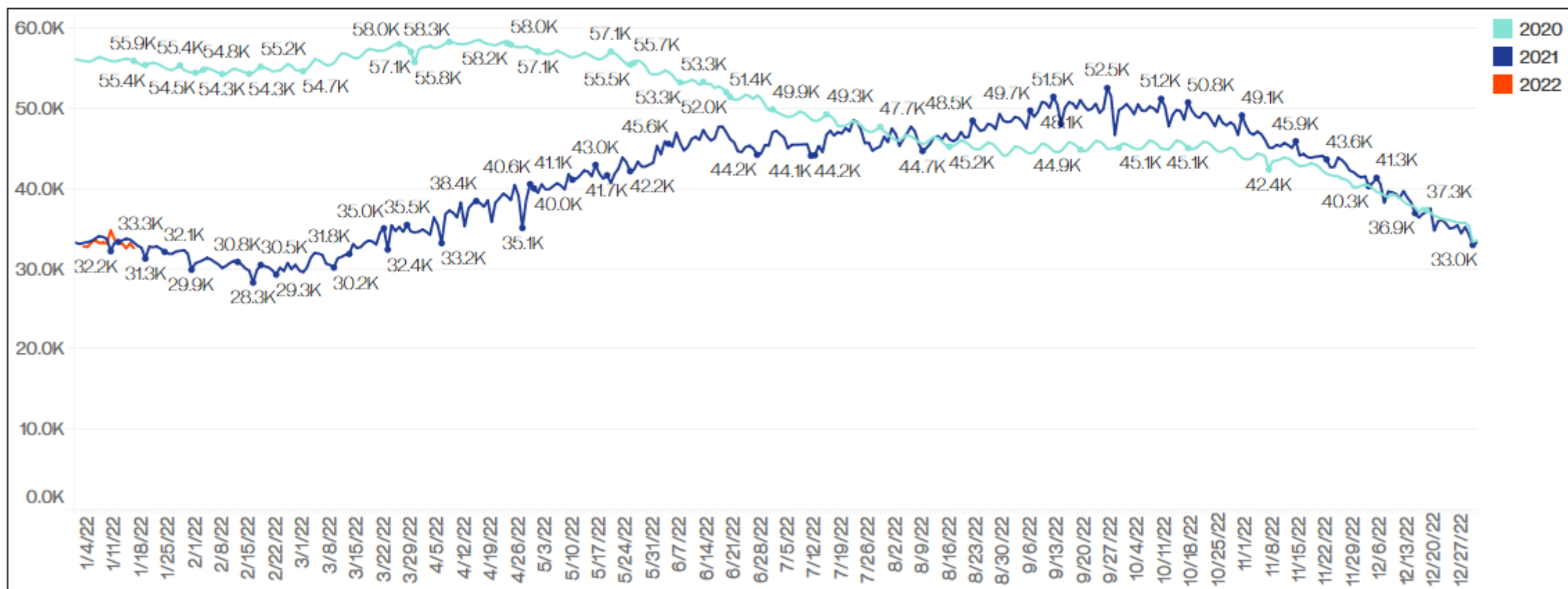
# New Purchase Contract to New Listing Ratio

- For the week, there were 116 new pending sales for every 100 new listings.
- WV led for the week with 134 new pending sales for every 100 new listings.



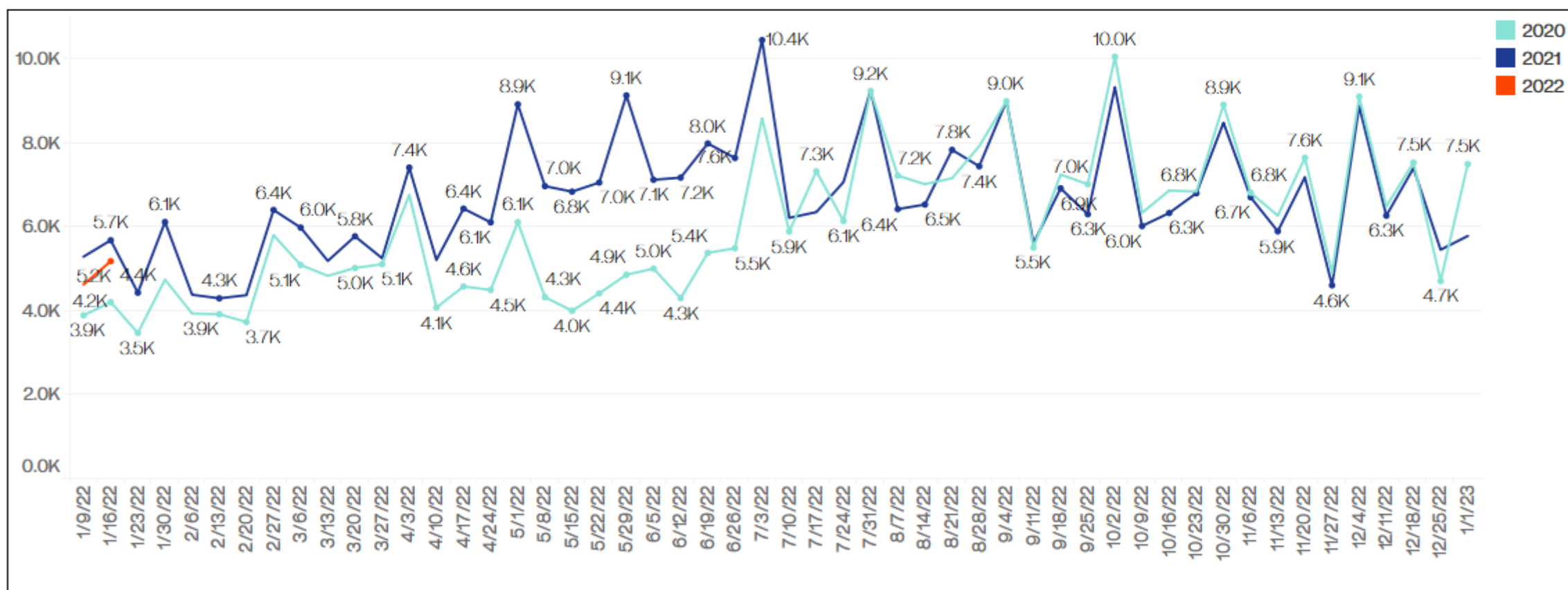
# Active New Listings

- For the second week of January 2022, total available inventory volume was in line with the same week from a year ago (99.9%), but considerably lower than 2020 (59.4%).



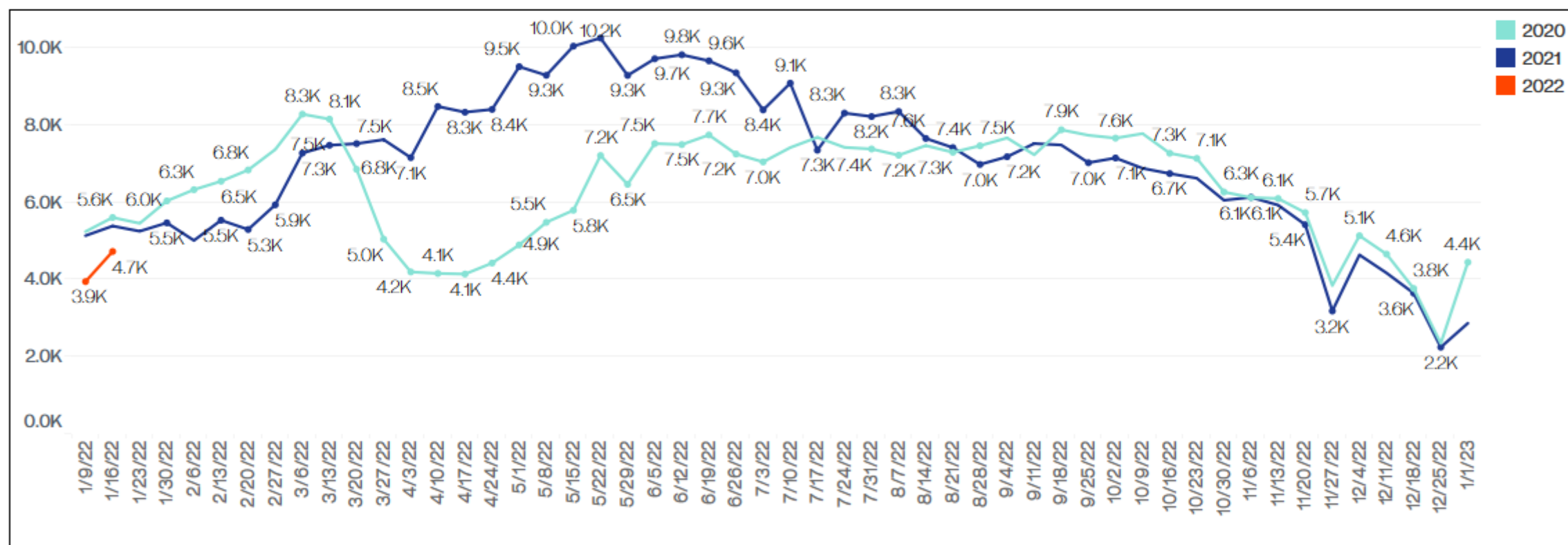
# Weekly New Closed Listings

●For the second week of the new year, Closings rose 12% (5,173) from the week prior; volume tracked below 2021 (91.2%), but well above '20 (123.3%).



# Weekly New Listings

- While new listings improved 20% week to week, volume tracked below the 2021 market at 87.7% and 2020 at 84.3%.

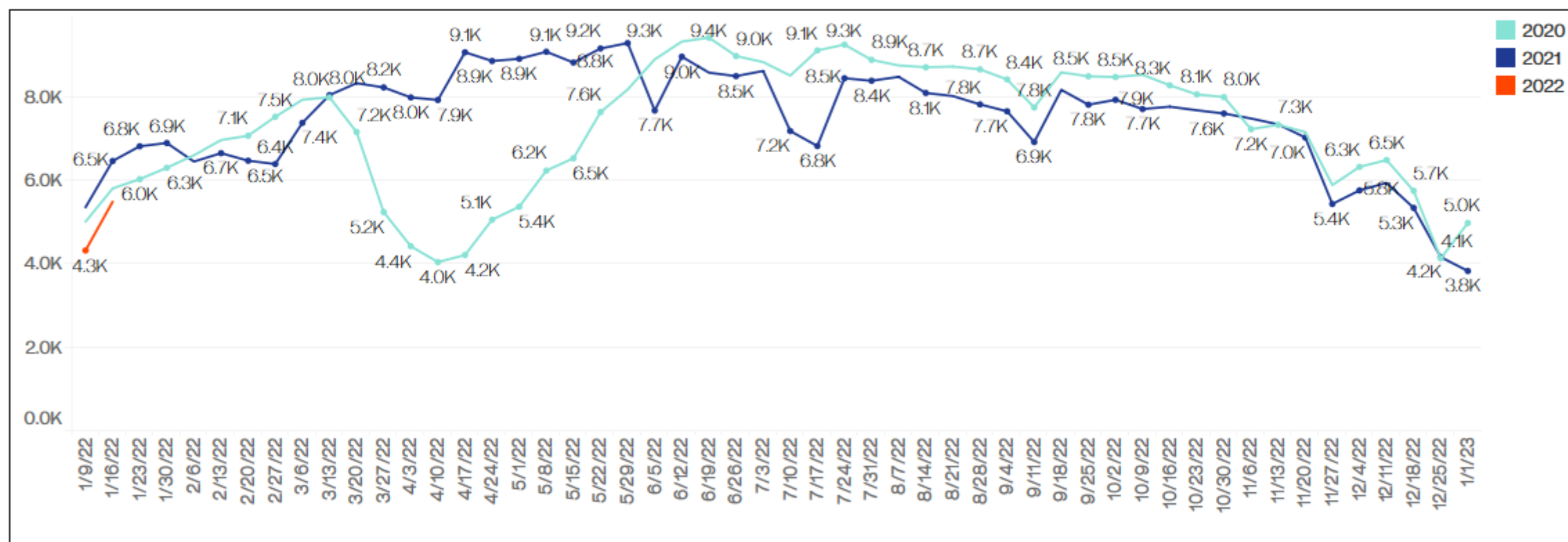


Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.



# Weekly New Purchase Contracts

- For the week, new contracts tracked below the same week in '21 (84.9%) and against '20 (94.5%). All areas in the footprint ran below 2020 and 2021. No regions saw gains compared to 2021.

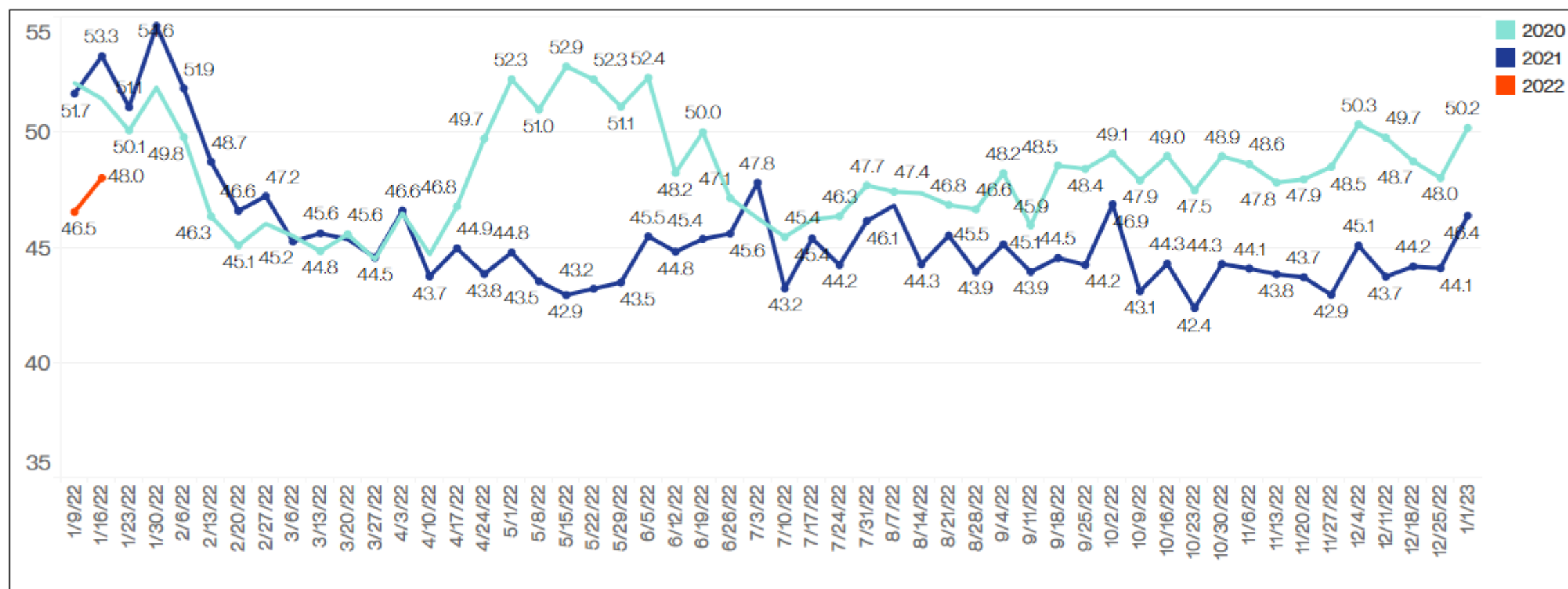


Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.



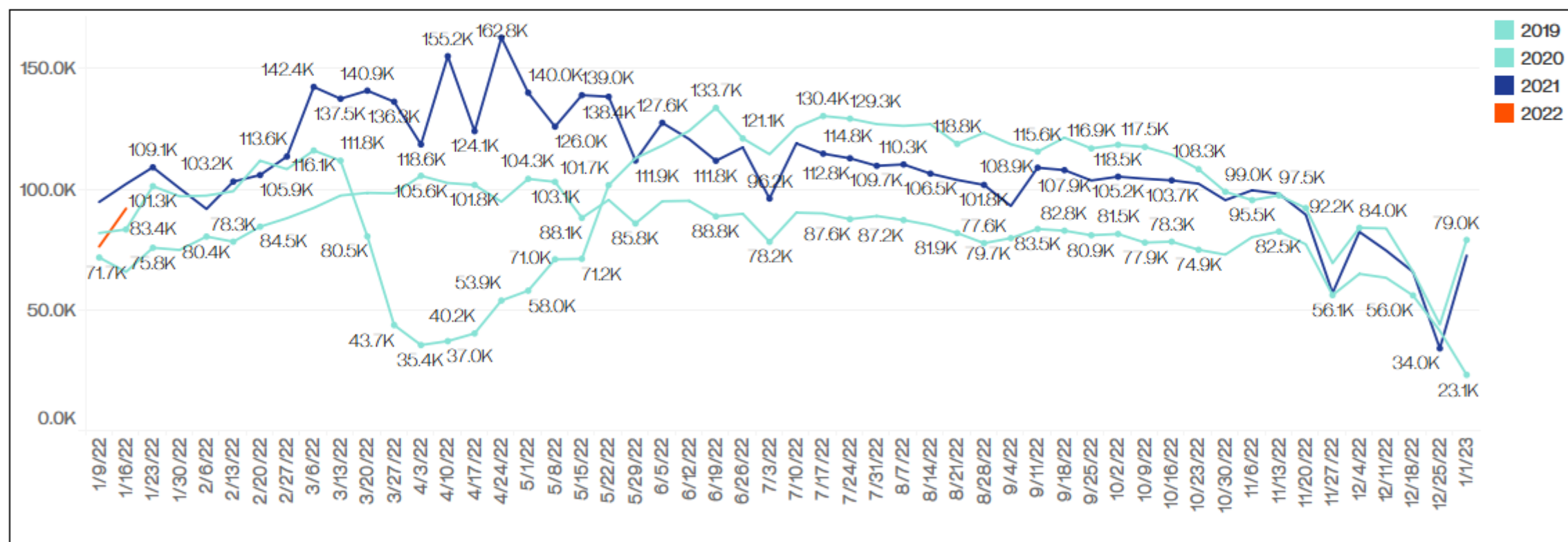
# Weekly Average Days: Purchase Contract to Closing

- The number of days from contract to closing (48) was five days less than 2021.



# Weekly Showing Activity

- Weekly showing volume tracked below 2021 (90.0%) but rose compared to 2020 (110.3%). Only DC saw gains compared to both 2021 and 2020 for the week (110.1% of '21 and 118.8% of '20).



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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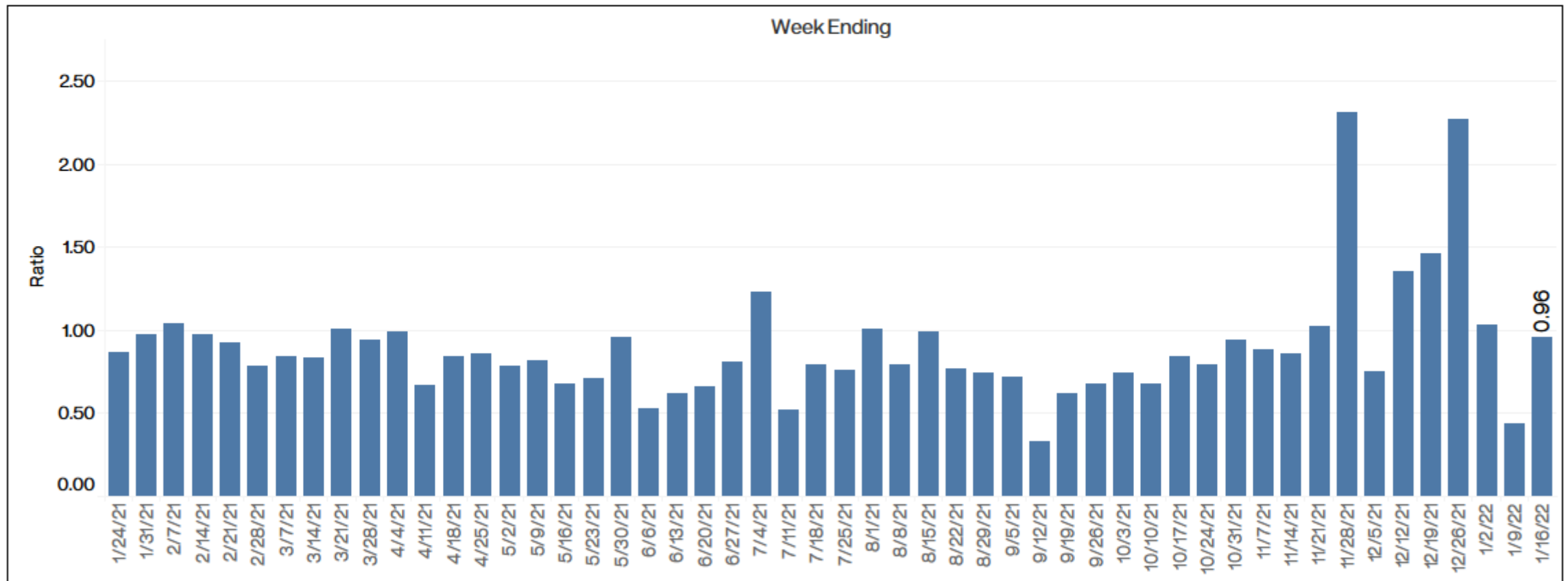
# Weekly Market Trends

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District of Columbia

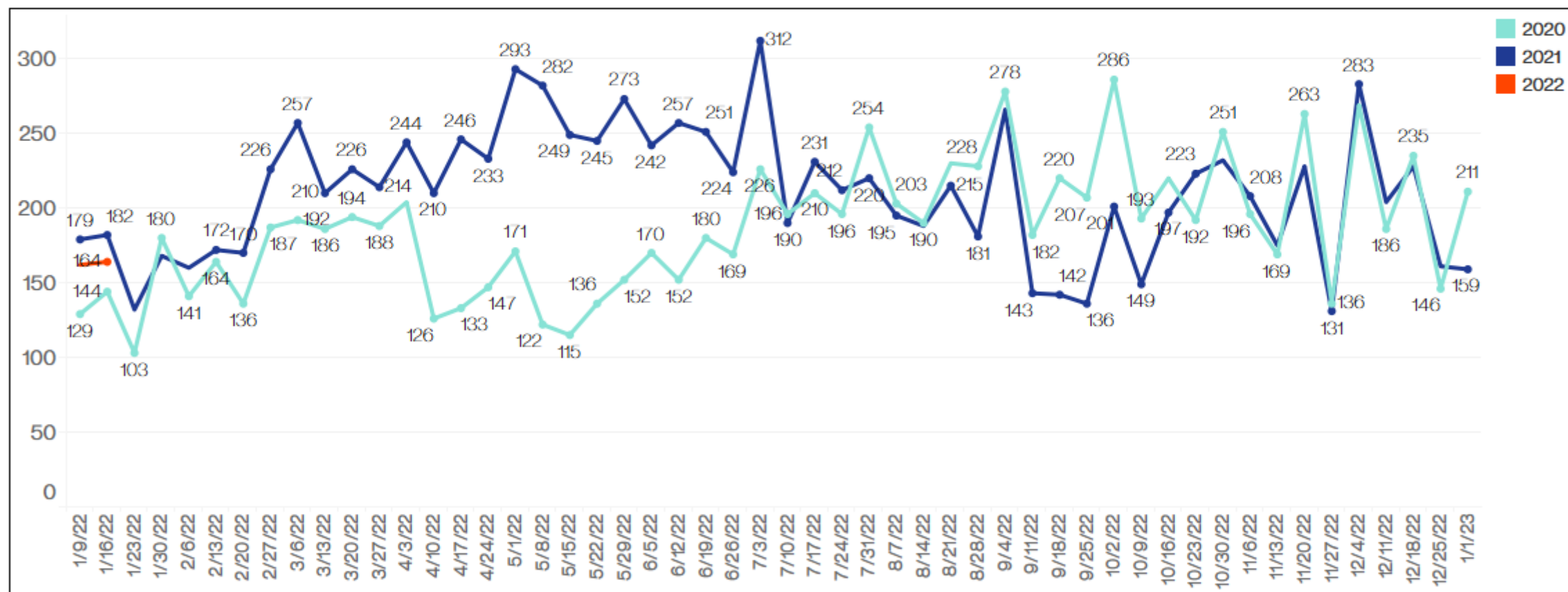
# DC - New Purchase Contract to New Listing Ratio

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



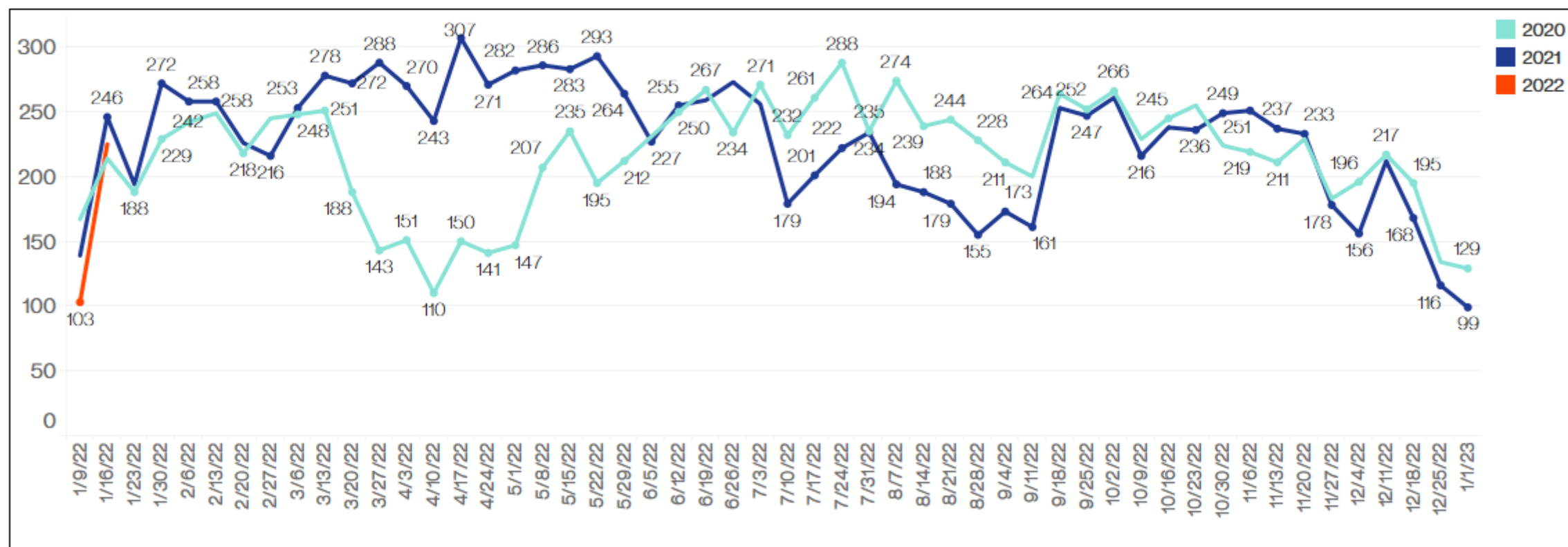
# DC - New Closed Listings

- Closing levels landed at 113.9% compared to 2020 and 90.1% compared to the same week from January 2021.



# DC - Weekly New Purchase Contracts

- New contract levels came in at 105.1% compared to 2020 and 91.5% of the same week from January 2021.

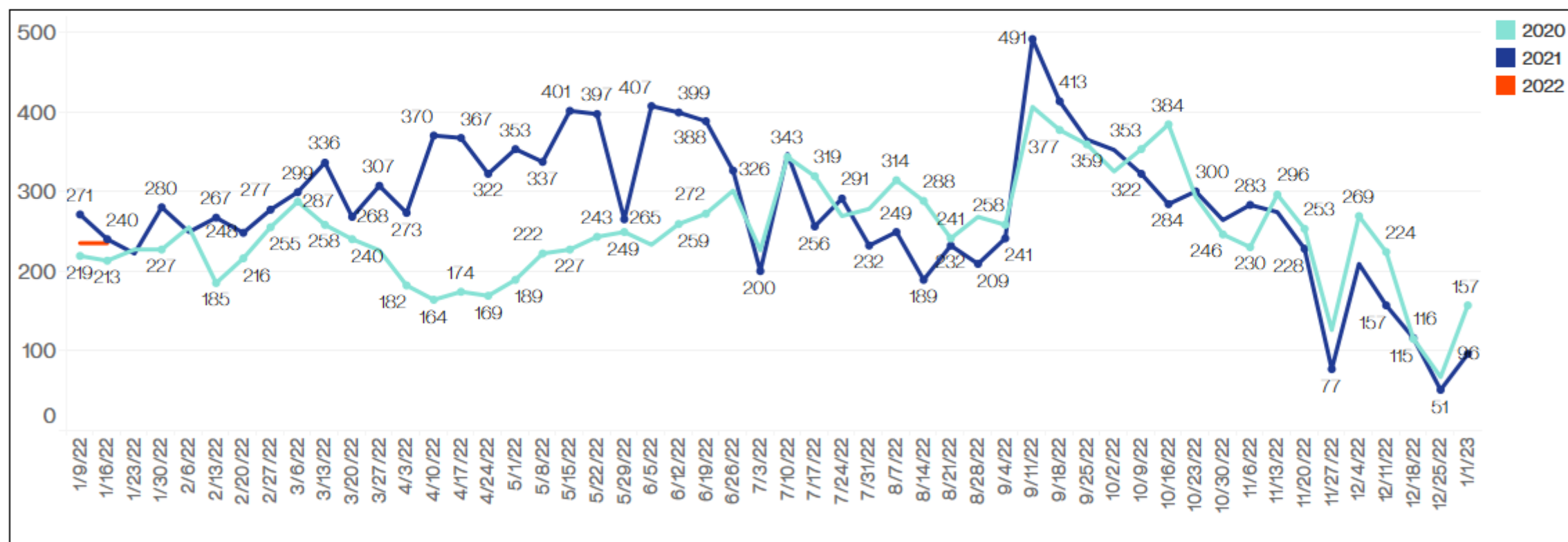


Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.



# DC - Weekly New Listings

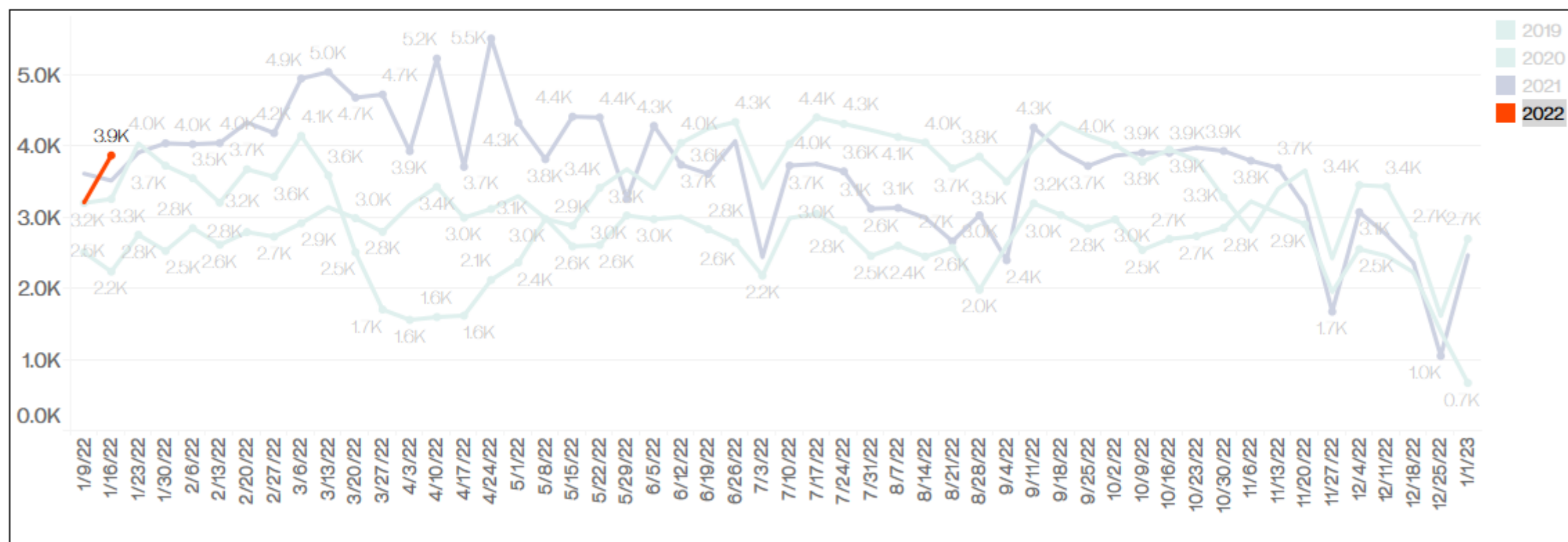
- DC's new listing levels tracked at 110.3% compared to 2020, and 97.9% of the same week from January 2021.



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

# DC - Weekly Showing Activity

- Showing levels tracked at 118.8% of the same week from January 2020 and 110.1% 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.

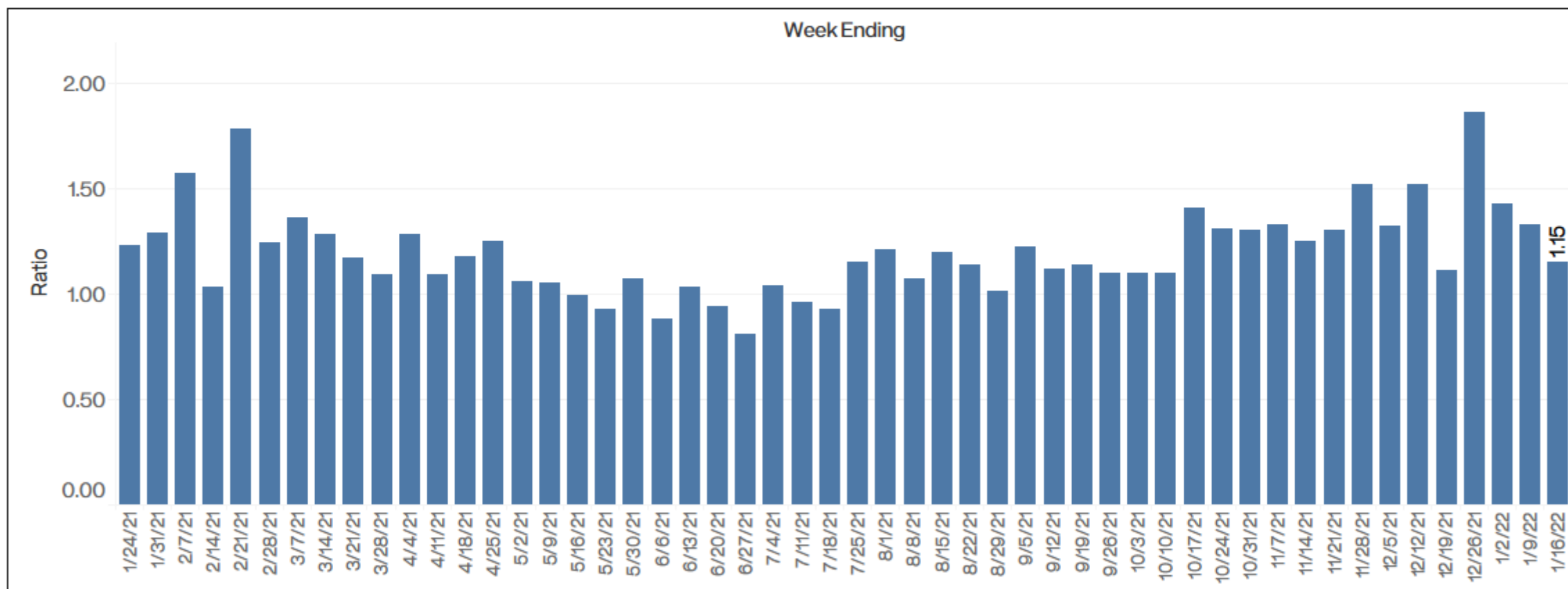
# Weekly Market Trends

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Delaware

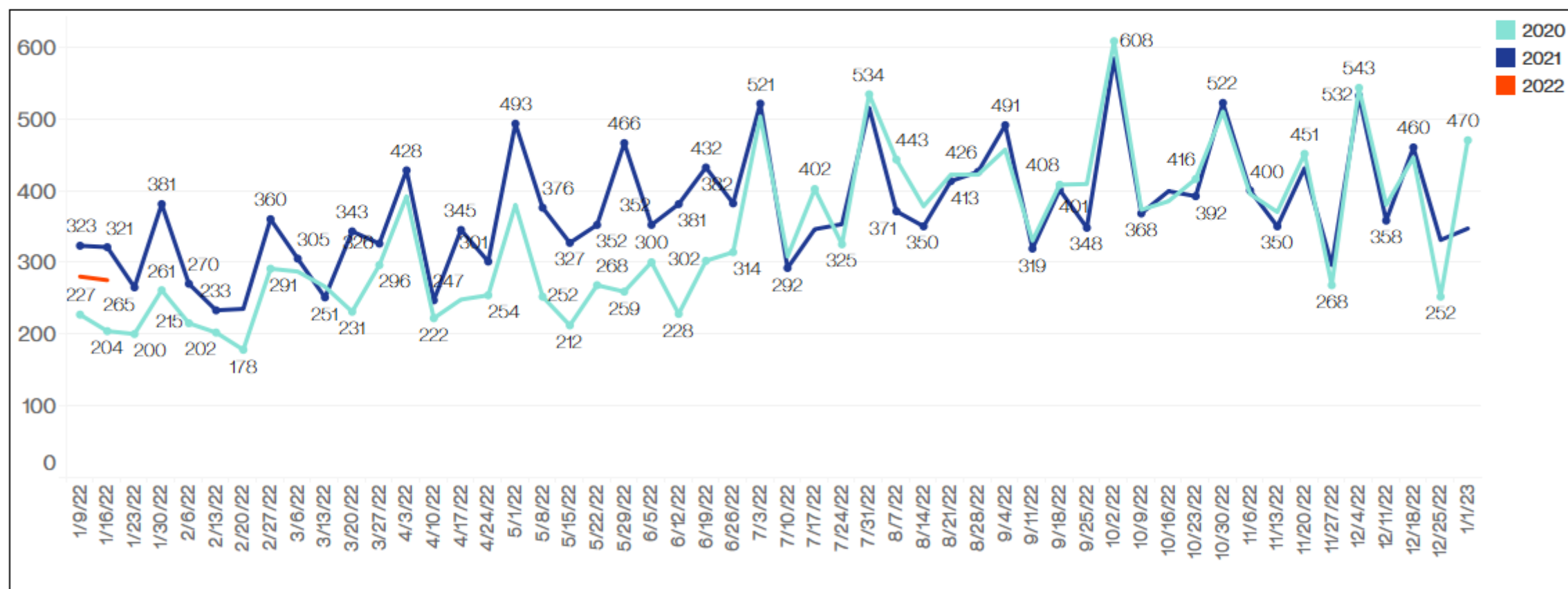
# DE - New Purchase Contract to New Listing Ratio

- For the week, there were 115 new pending home sales for every 100 new listings.



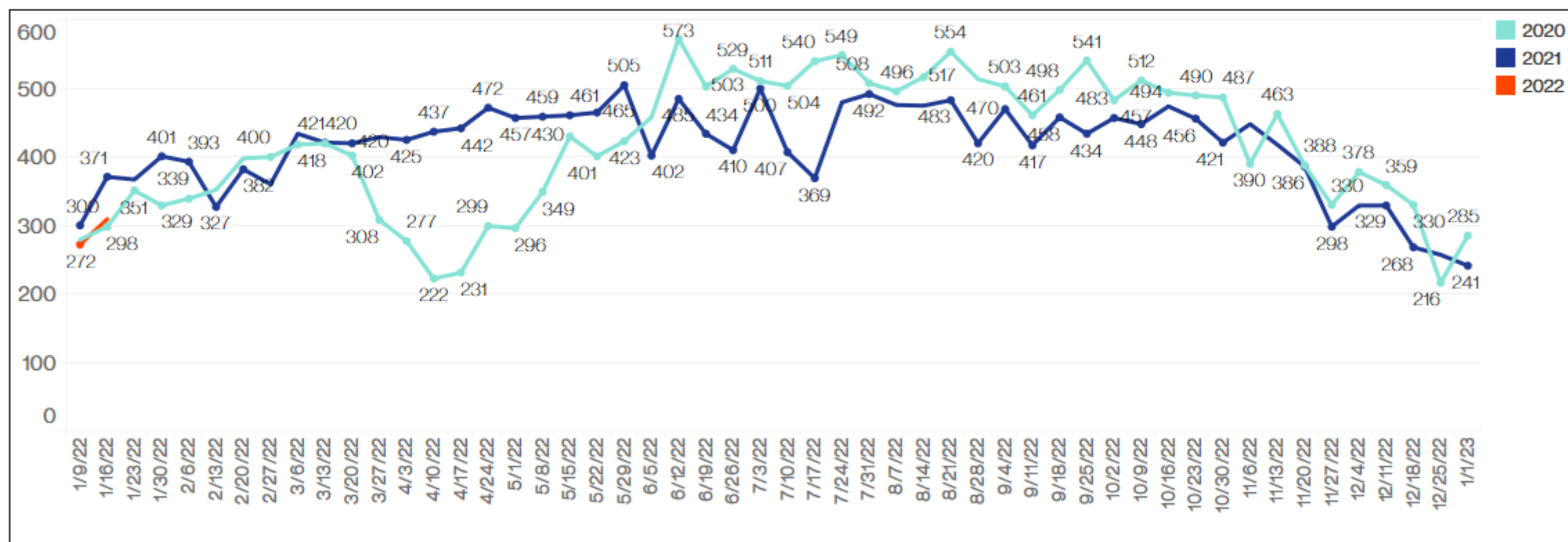
# DE - New Closed Listings

- Closing levels landed at 134.8% compared to 2020 and 85.7% compared to the same week from January 2021.



# DE - Weekly New Purchase Contracts

- New contract levels came in at 103.7% compared to 2020 and 83.3% of the same week from January 2021.

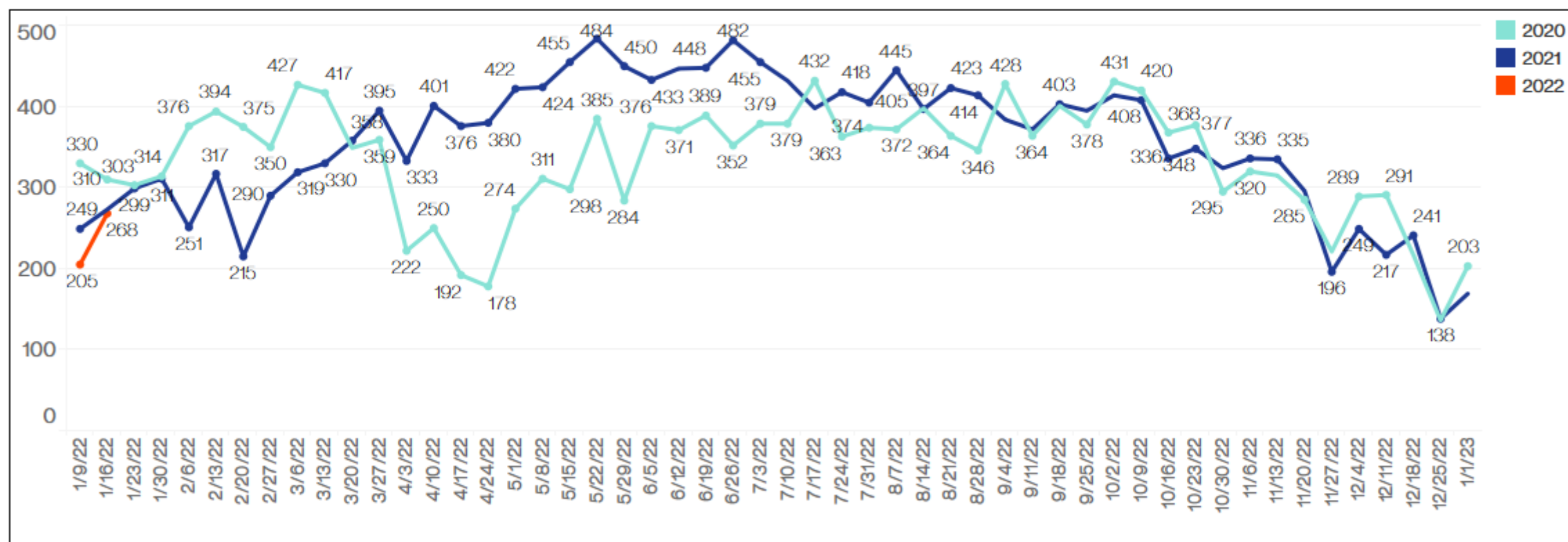


Note: A New Purchase Contract represents when a listing has been updated to either Active Under Contract or Pending. If a contract falls through, any subsequent contract is also counted.



# DE - Weekly New Listings

•DE's new listing levels tracked at 86.5% compared to 2020, and 98.2% of the same week from January 2021.

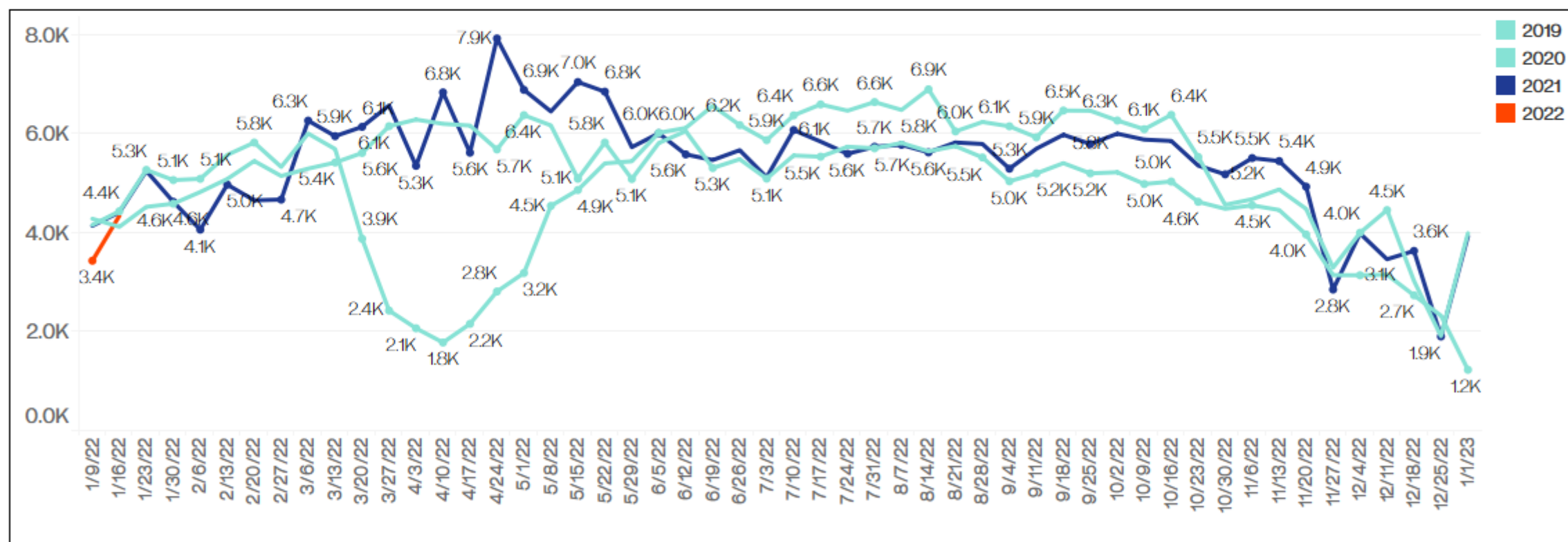


Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.



# DE - Weekly Showing Activity

- Showing levels tracked at 97.9% of the same week from January 2020 and 98.3% 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.

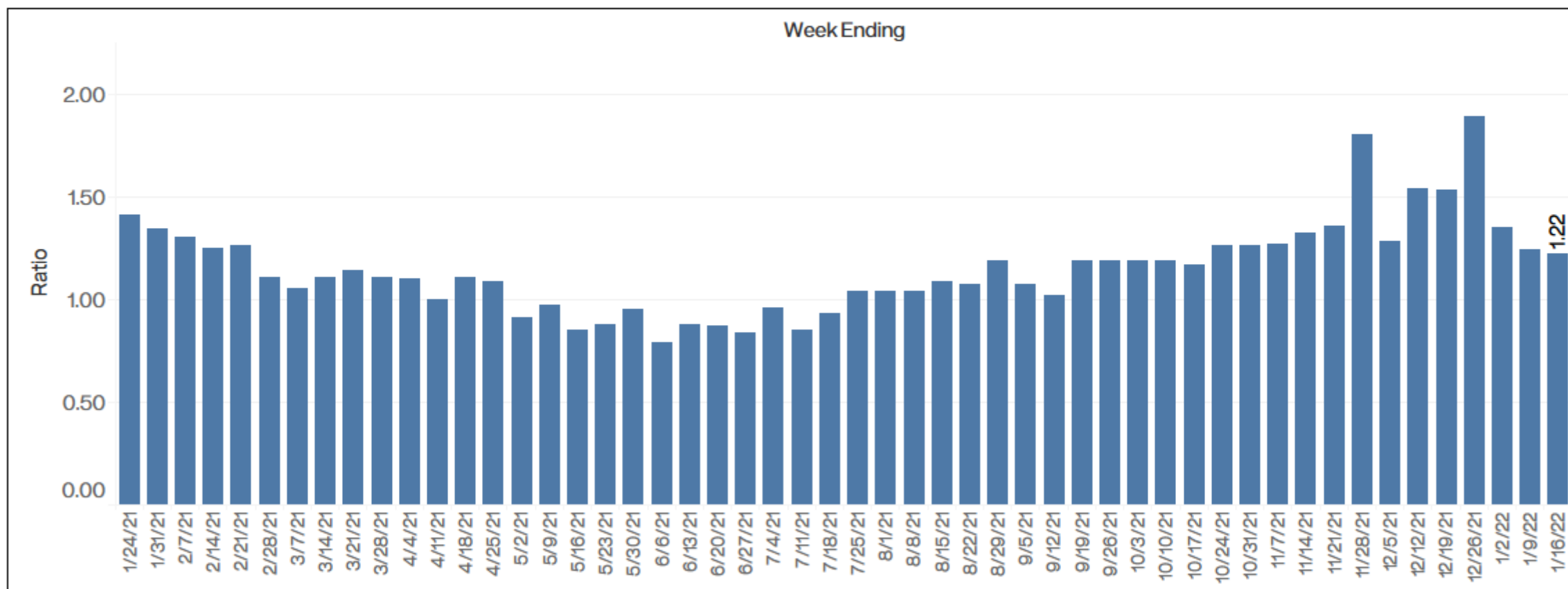
# Weekly Market Trends

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Maryland

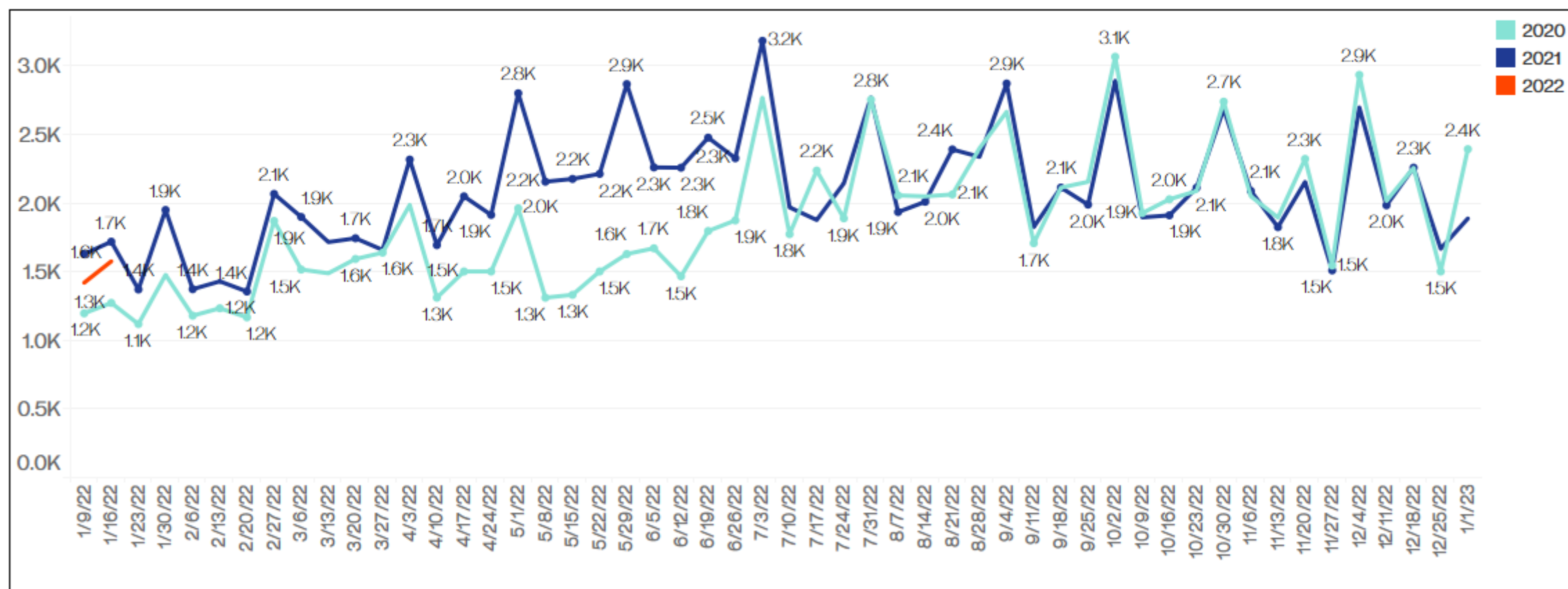
# MD - New Purchase Contract to New Listing Ratio

- For the week, there were 122 new pending home sales for every 100 new listings.



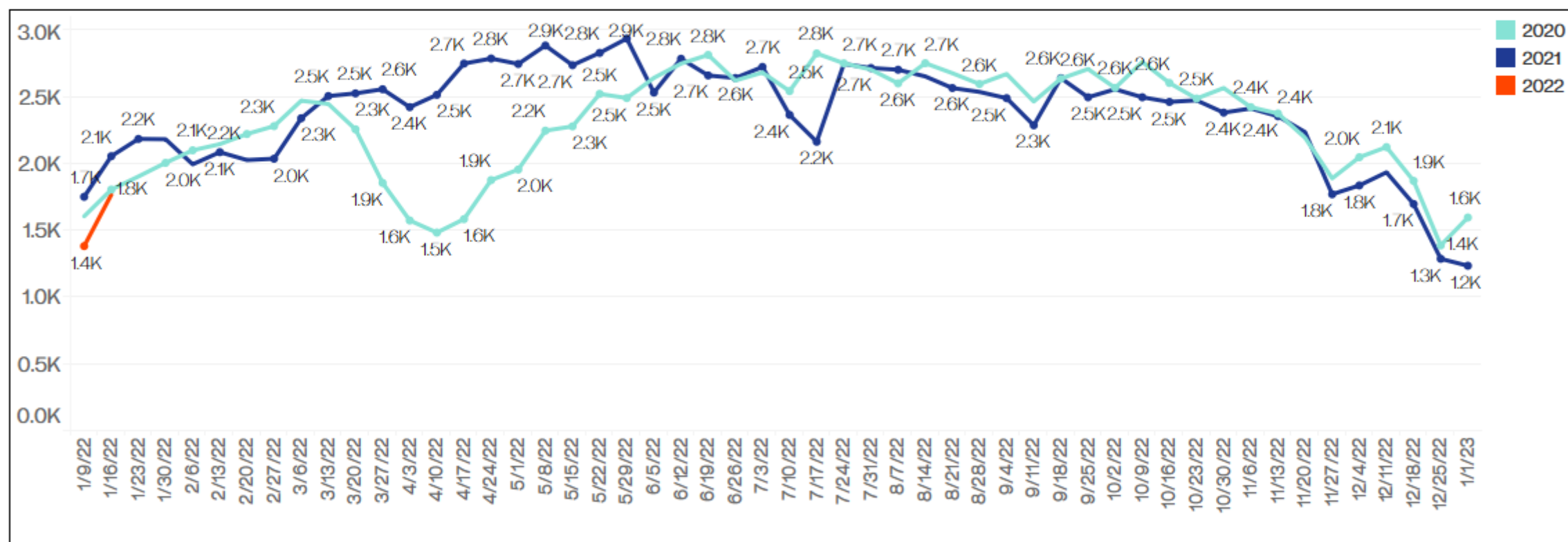
# MD - New Closed Listings

- Closing levels landed at 123.8% compared to 2020 and 91.7% compared to the same week from January 2021.



# MD - Weekly New Purchase Contracts

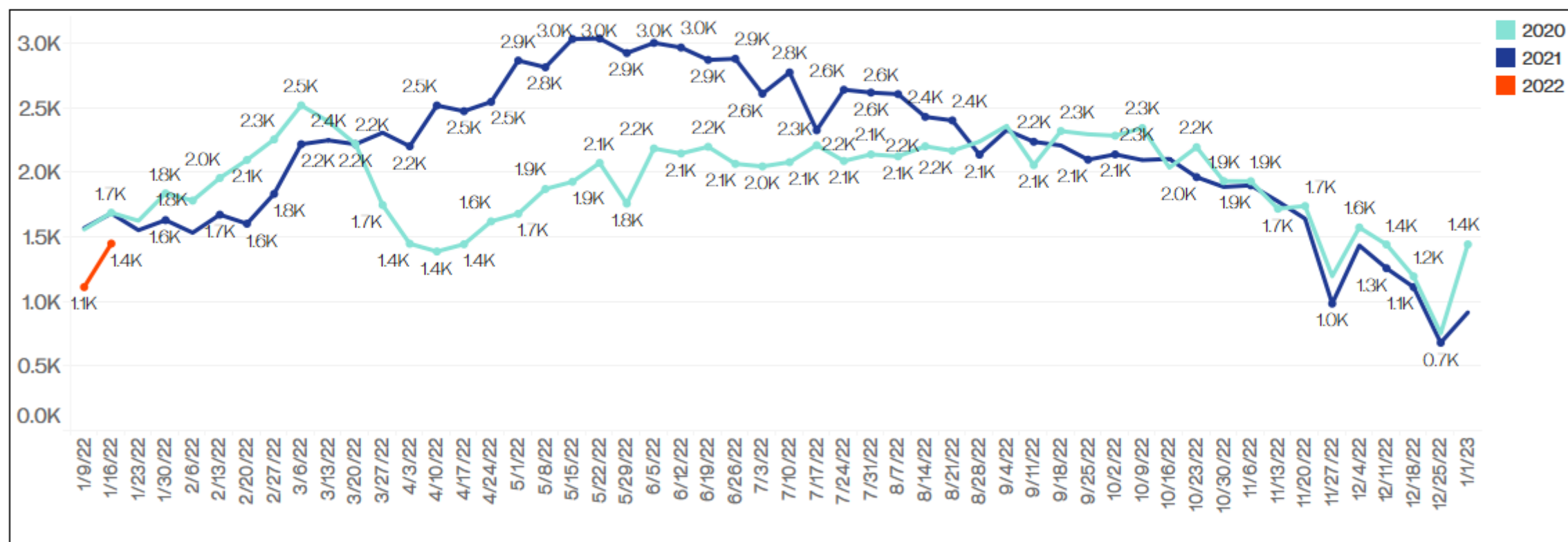
- New contract levels came in at 97.9% compared to 2020 and 85.9% of the same week from January 2021.



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 85.8% compared to 2020, and 86.1% of the same week from January 2021.

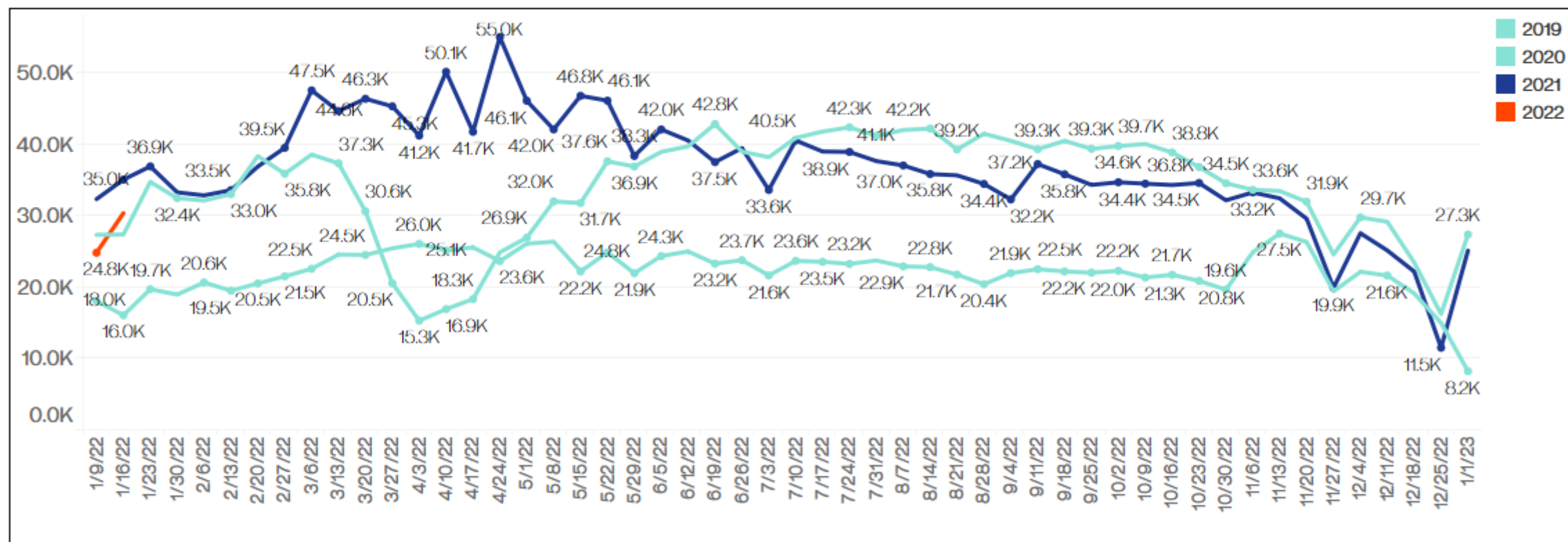


Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.



# MD - Weekly Showing Activity

- Showing levels tracked at 110.9% of the same week from January 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.



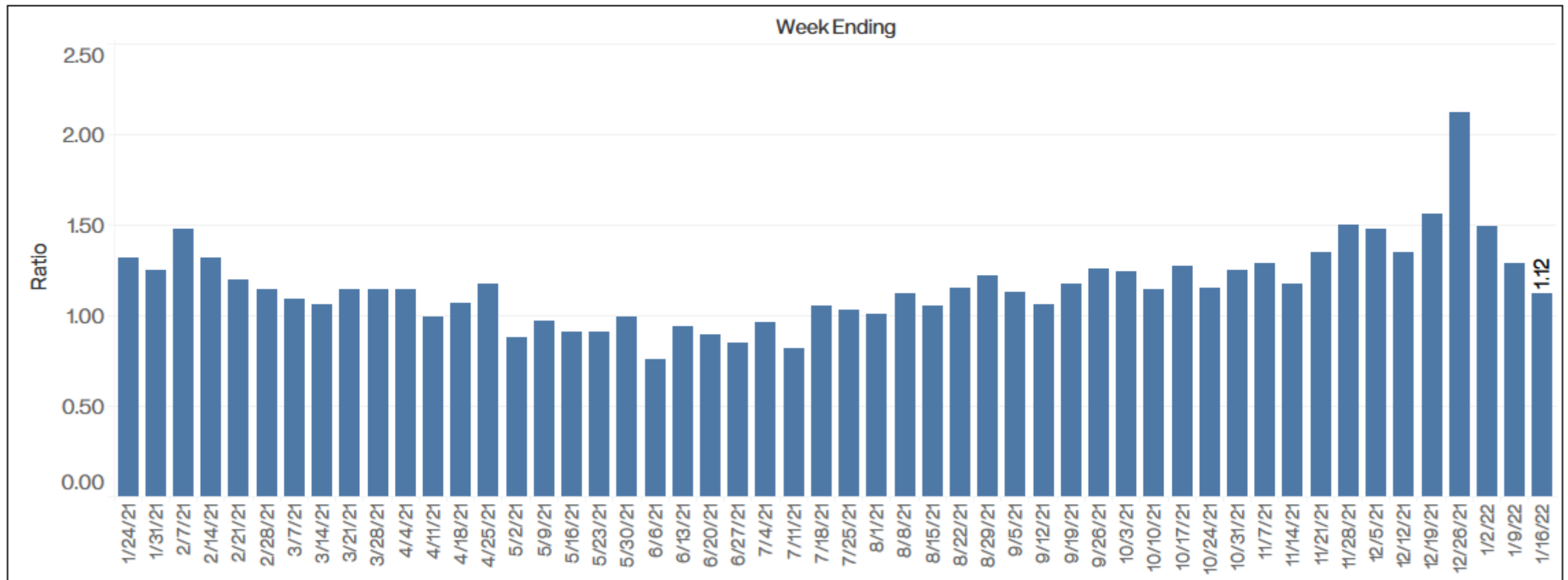
# Weekly Market Trends

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New Jersey

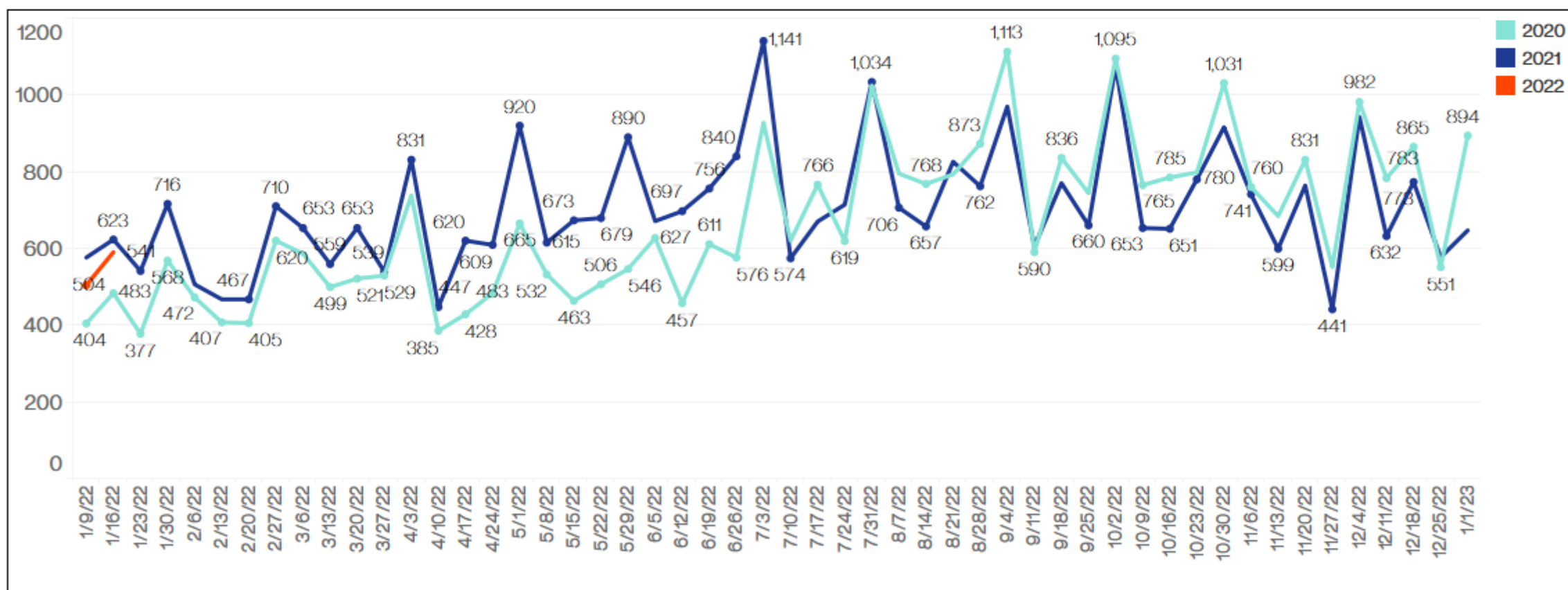
# NJ - New Purchase Contract to New Listing Ratio

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



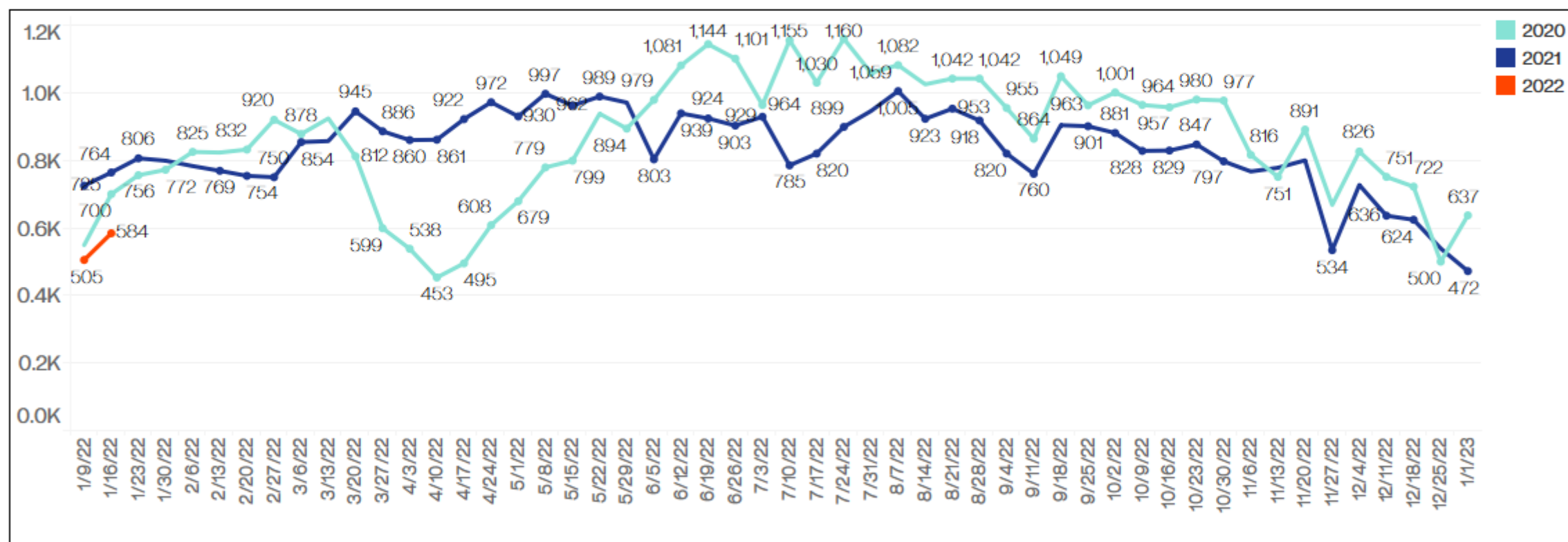
# NJ - New Closed Listings

- Closing levels landed at 122.2% compared to 2020 and 94.7% compared to the same week from January 2021.



# NJ - Weekly New Purchase Contracts

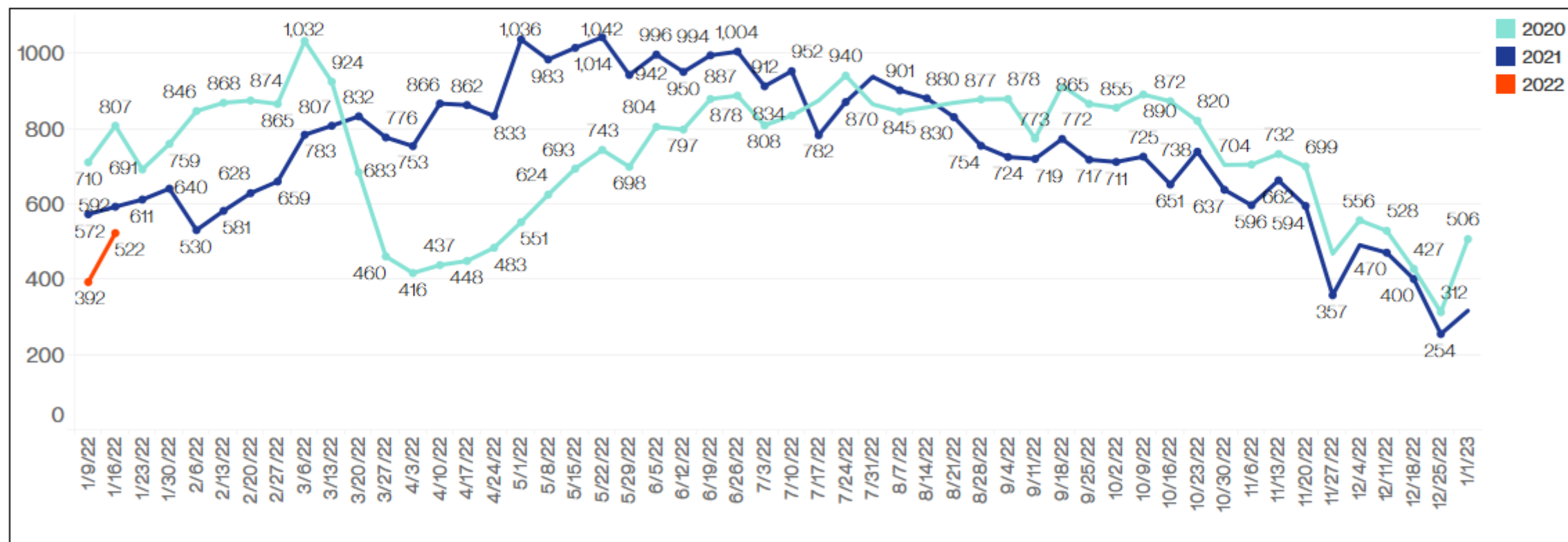
- New contract levels came in at 83.4% compared to 2020 and 76.4% of the same week from January 2021.



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

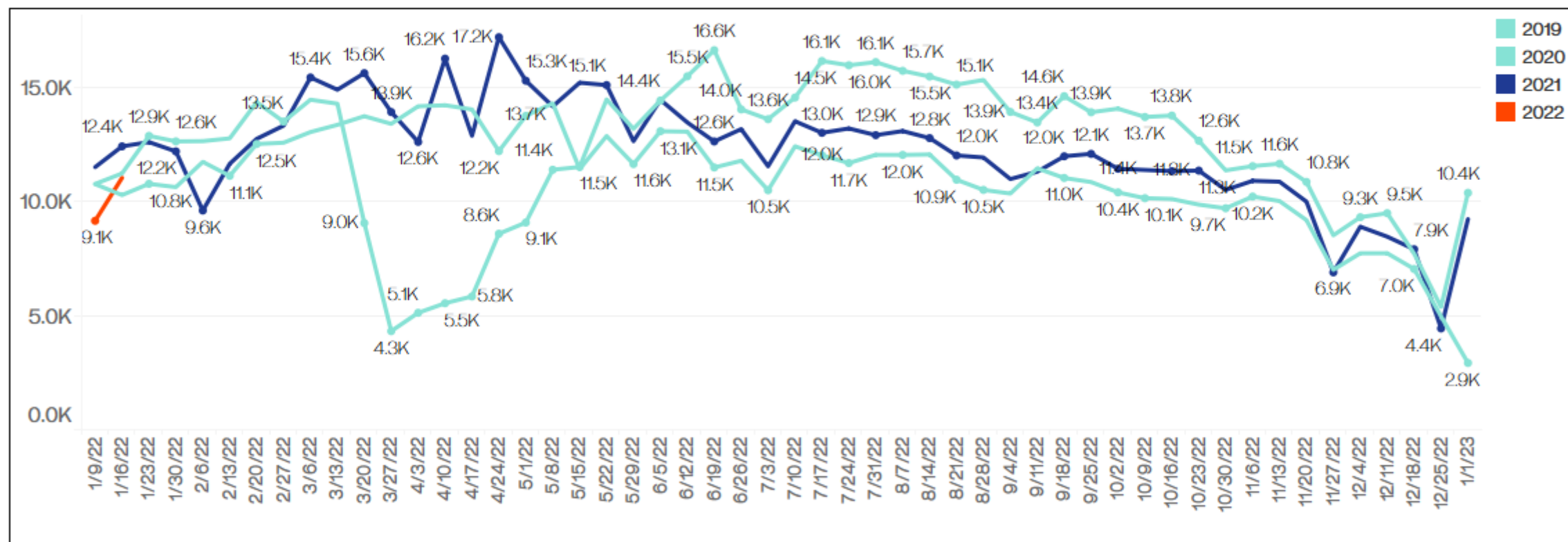
•NJ's new listing levels tracked at 64.7% compared to 2020, and 88.2% of the same week from January 2021.



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

# NJ - Weekly Showing Activity

- Showing levels tracked at 98.3% of the same week from January 2020 and 88.9% 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

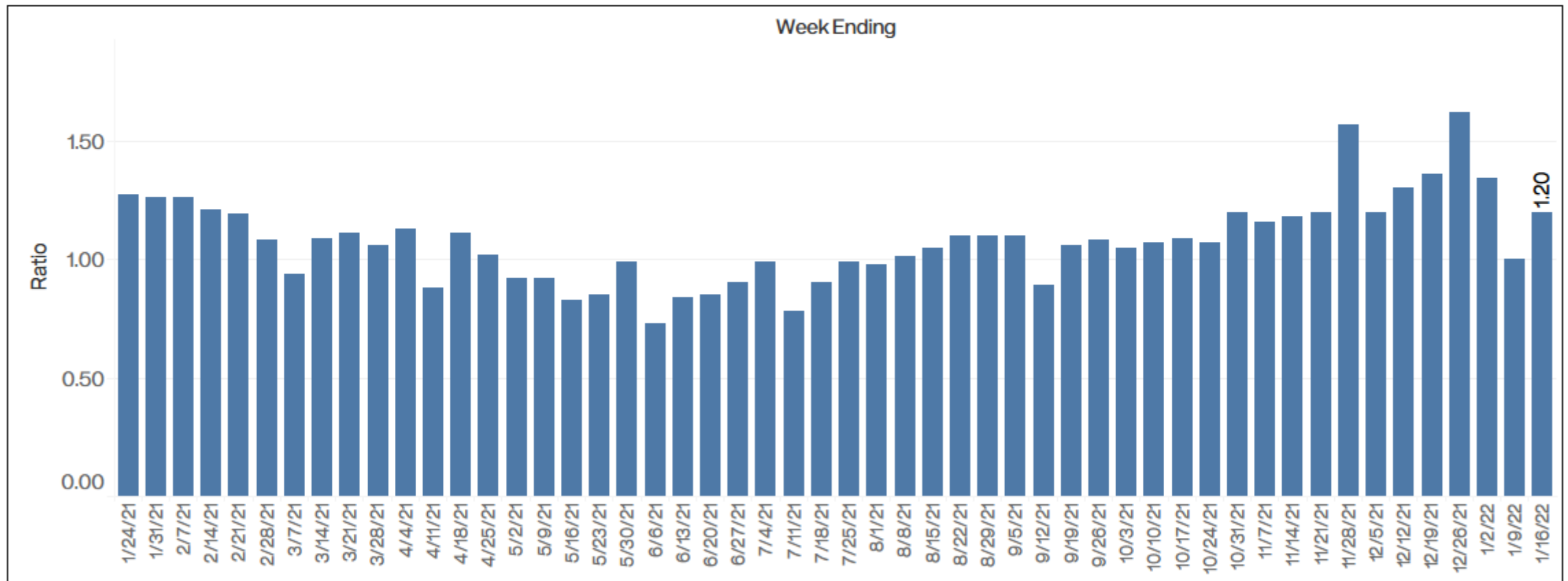
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Pennsylvania



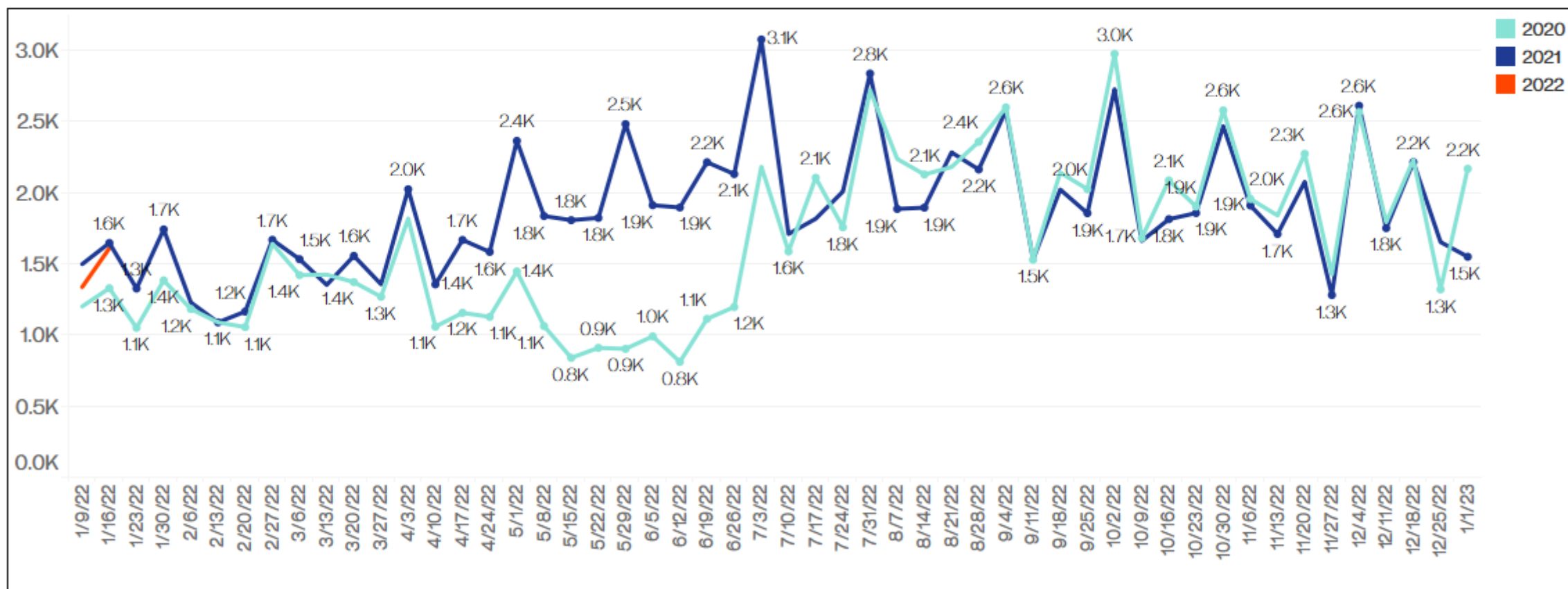
# PA - New Purchase Contract to New Listing Ratio

- For the week, there were 120 new pending home sales for every 100 new listings.



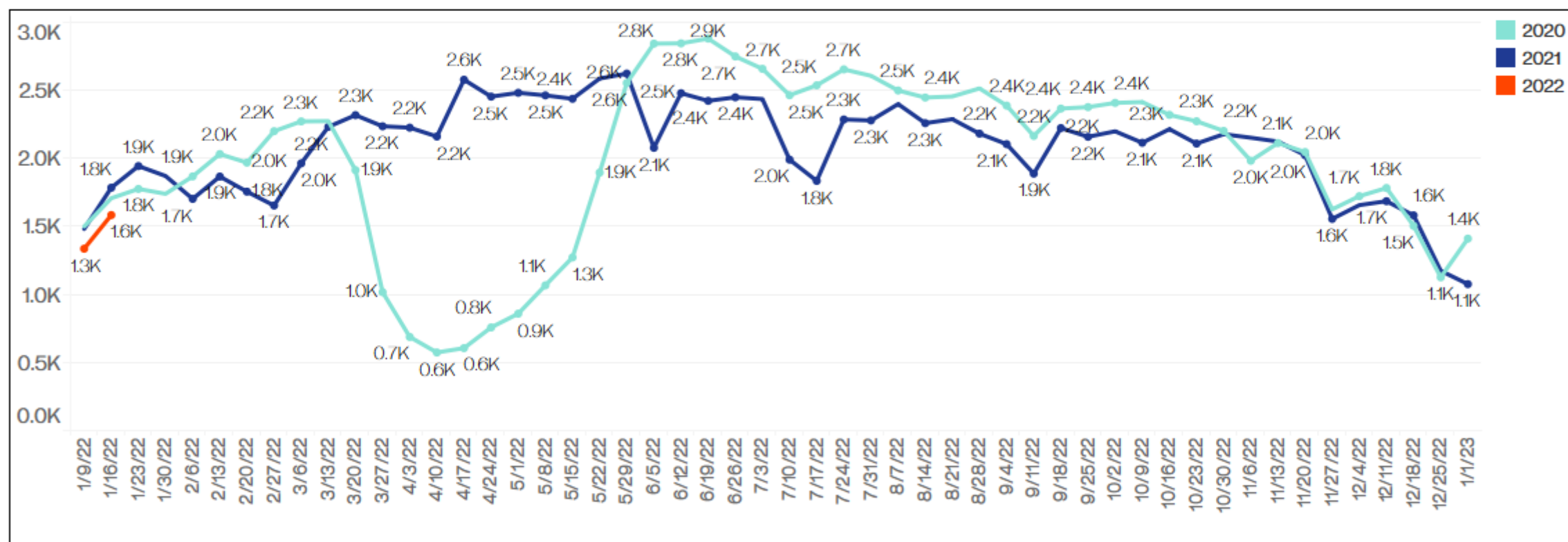
# PA - New Closed Listings

- Closing levels landed at 121.2% compared to 2020 and 97.8% compared to the same week from January 2021.



# PA - Weekly New Purchase Contracts

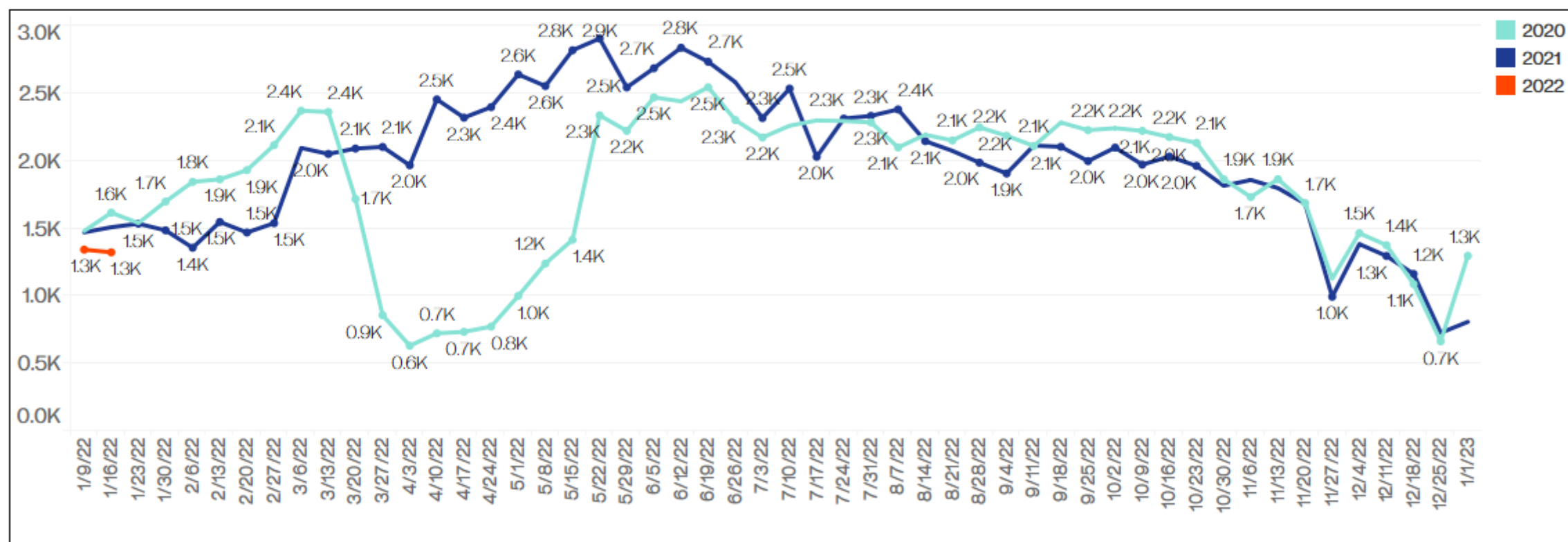
- New contract levels came in at 88.7% compared to 2020 and 92.7% of the same week from January 2021.



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

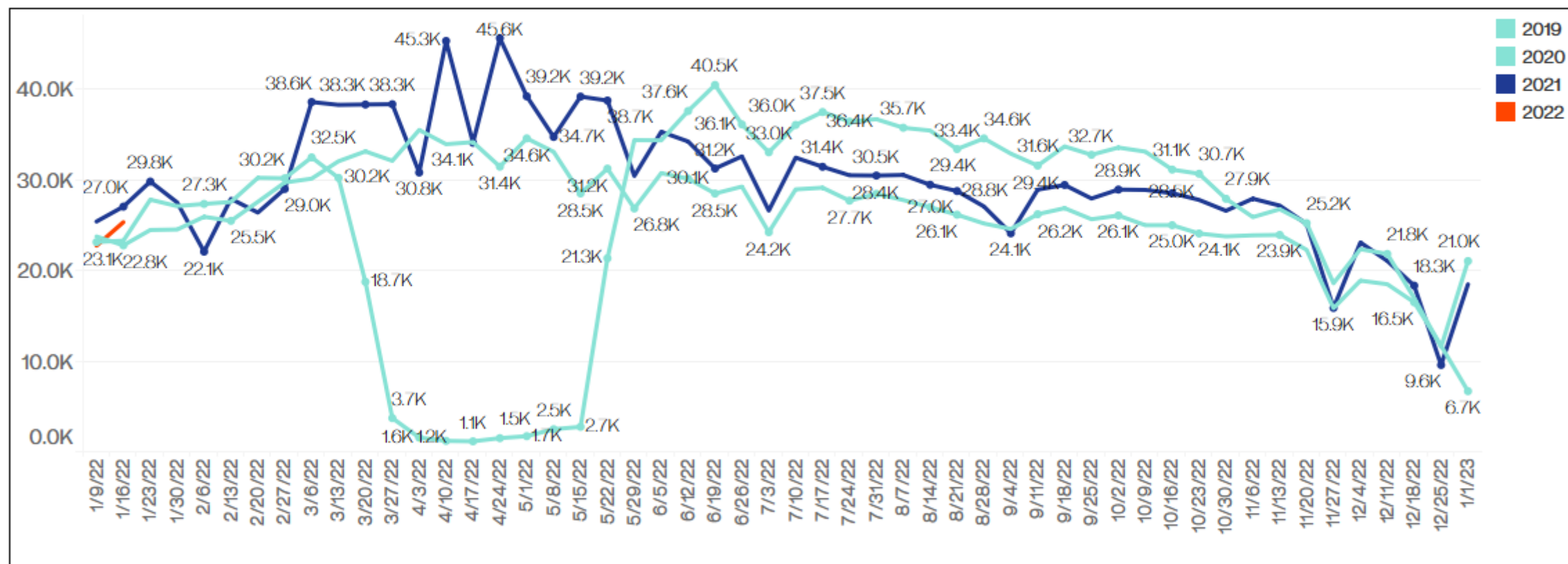
•PA's new listing levels tracked at 81.8% compared to 2020, and 87.6% of the same week from January 2021.



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

# PA - Weekly Showing Activity

- Showing levels tracked at 108.8% of the same week from January 2020 and 93.7% 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

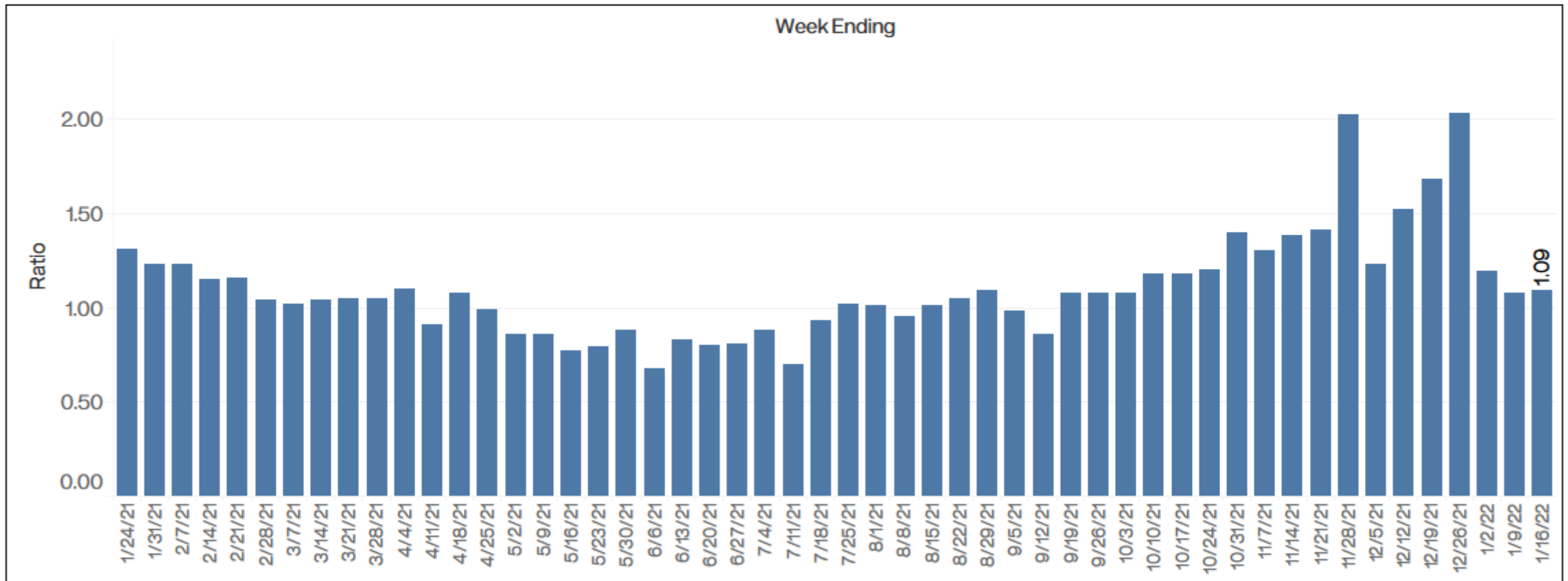
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Virginia



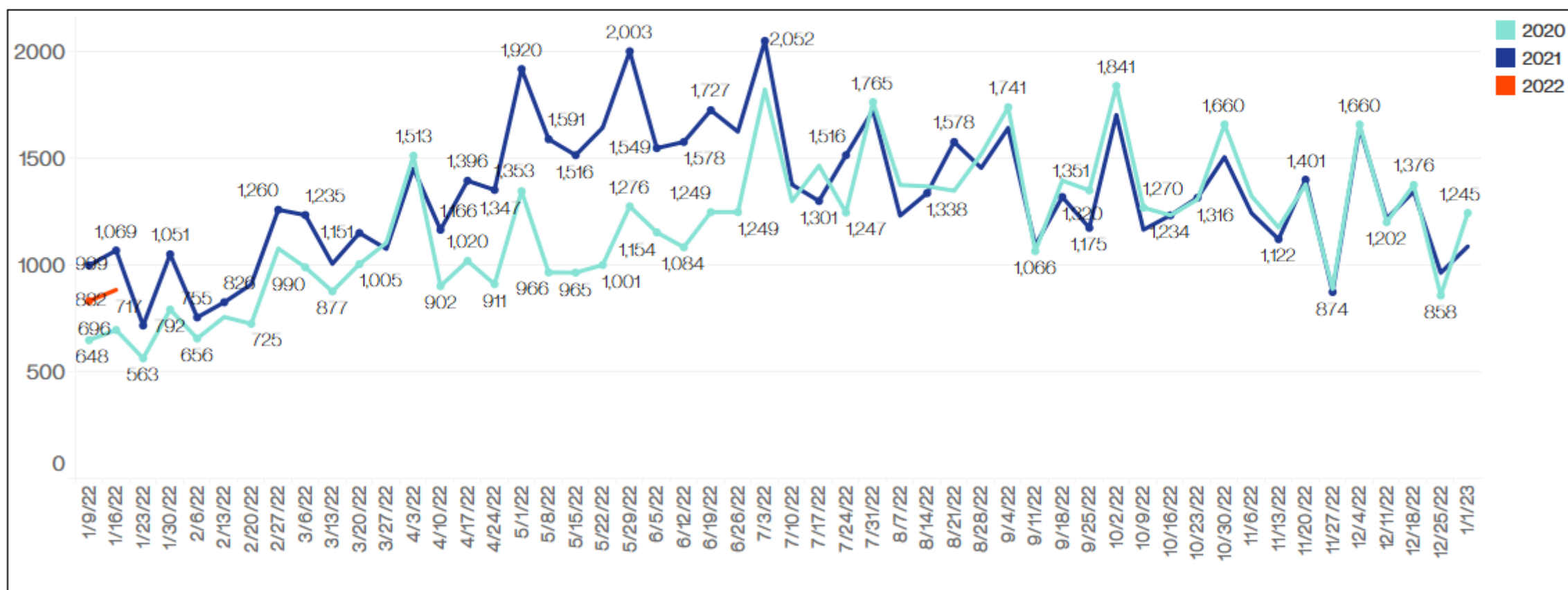
# VA - New Purchase Contract to New Listing Ratio

- For the week, there were 109 new pending sales for ever 100 new listings.



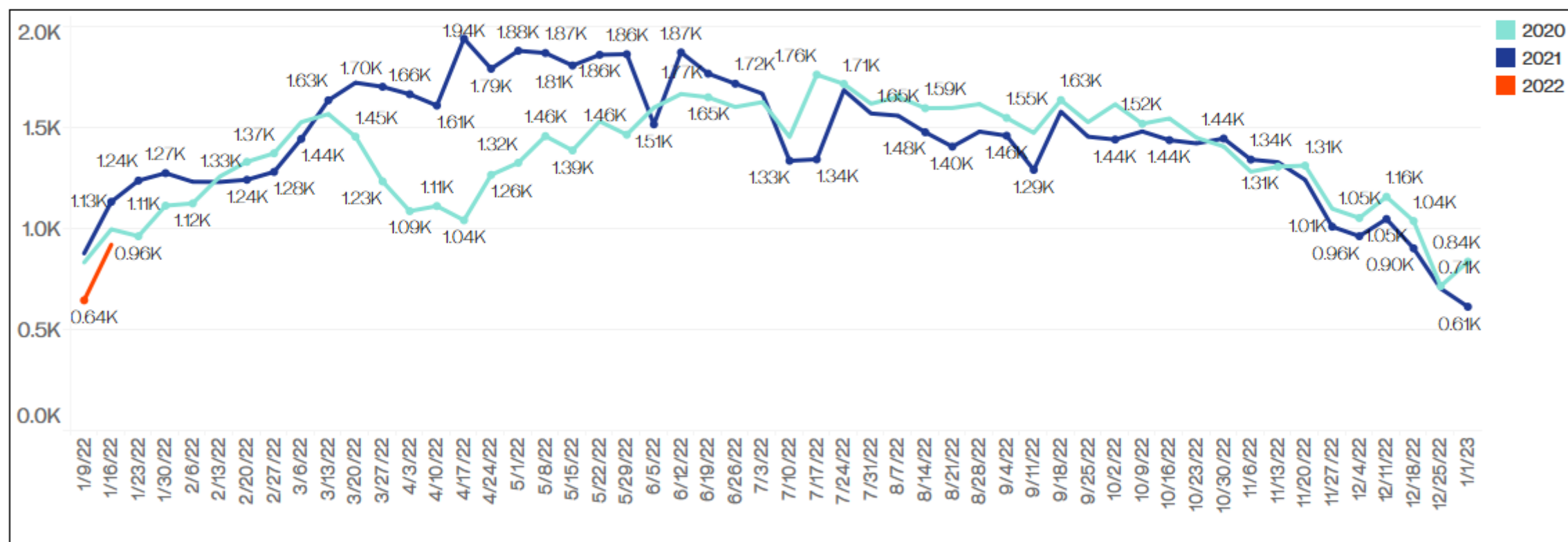
# VA - New Closed Listings

- Closing levels landed at 127.0% compared to 2020 and 82.7% compared to the same week from January 2021.



# VA - Weekly New Purchase Contracts

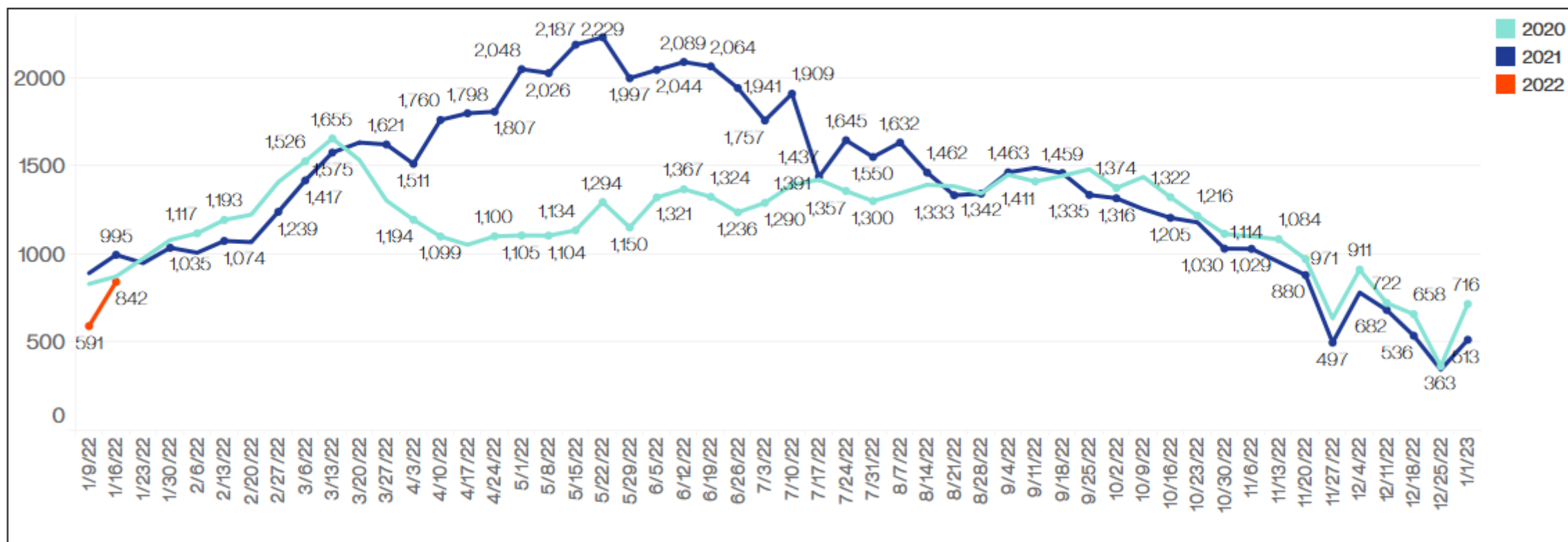
- New contract levels came in at 92.4% compared to 2020 and 81.3% of the same week from January 2021.



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

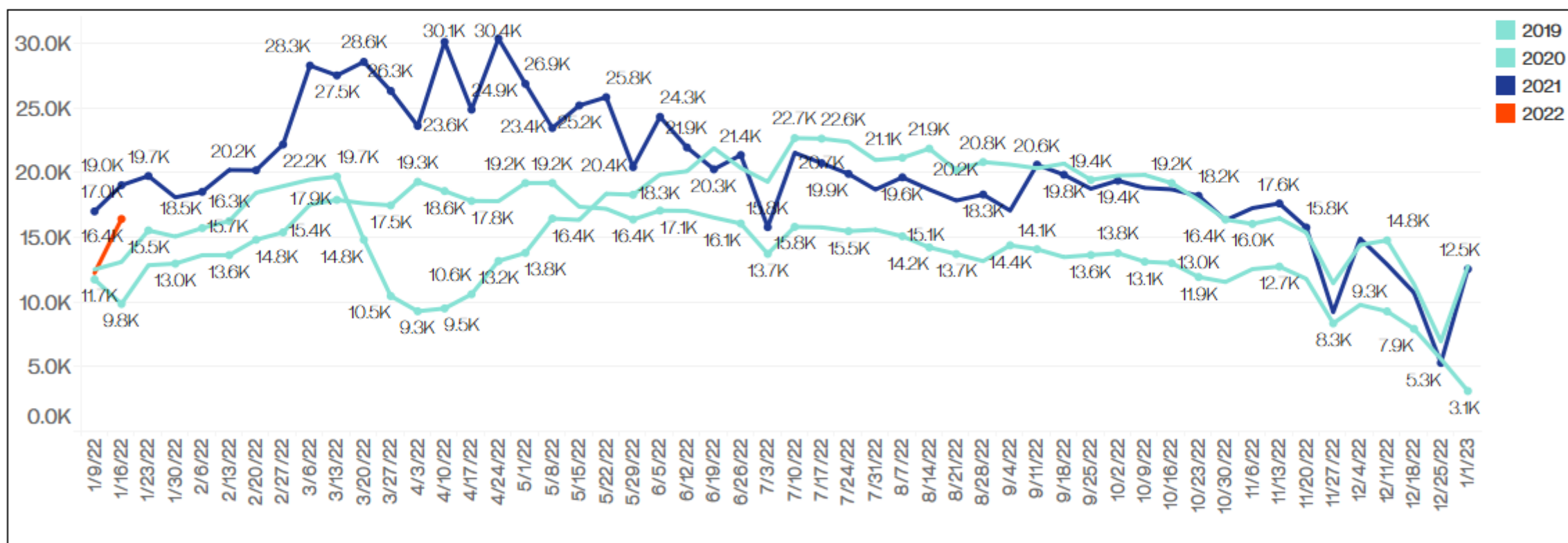
- VA's new listing levels tracked at 96.6% compared to 2020, 84.6% of the same week from January 2021.



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

# VA - Weekly Showing Activity

- Showing levels tracked at 125.4% of the same week from January 2020 and 86.3% 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

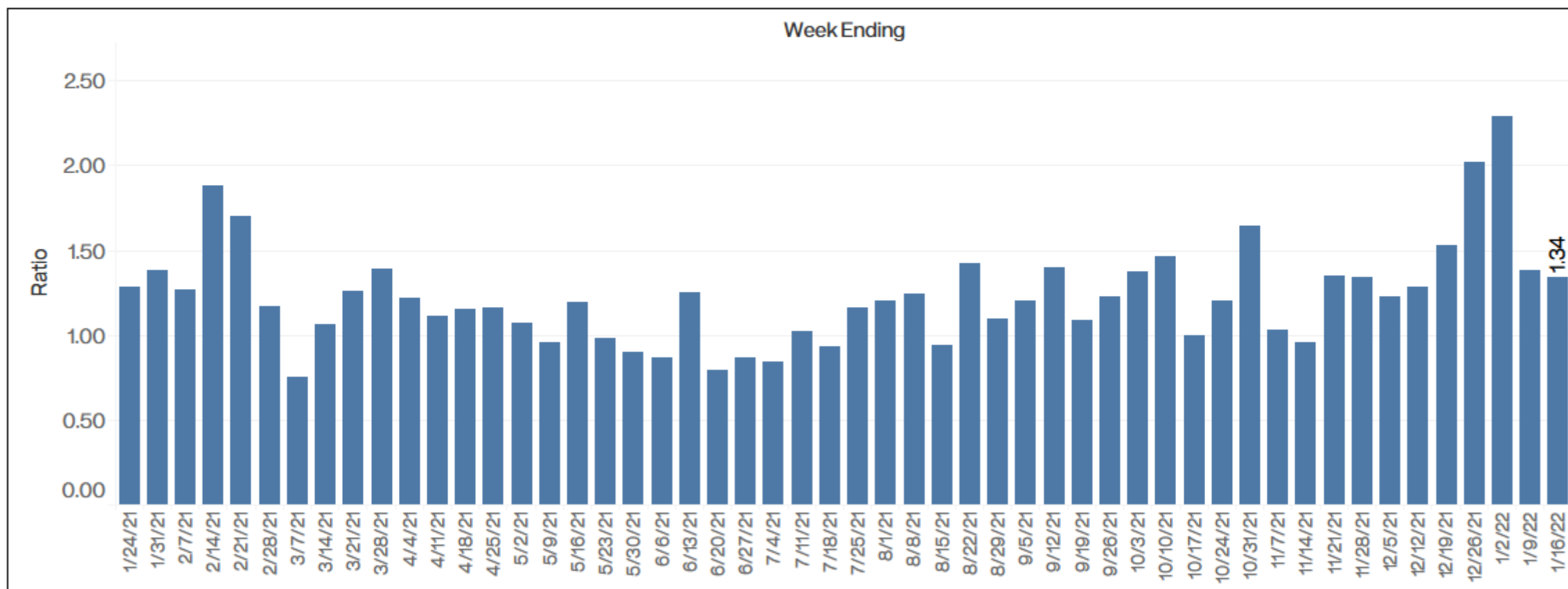
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**West Virginia**



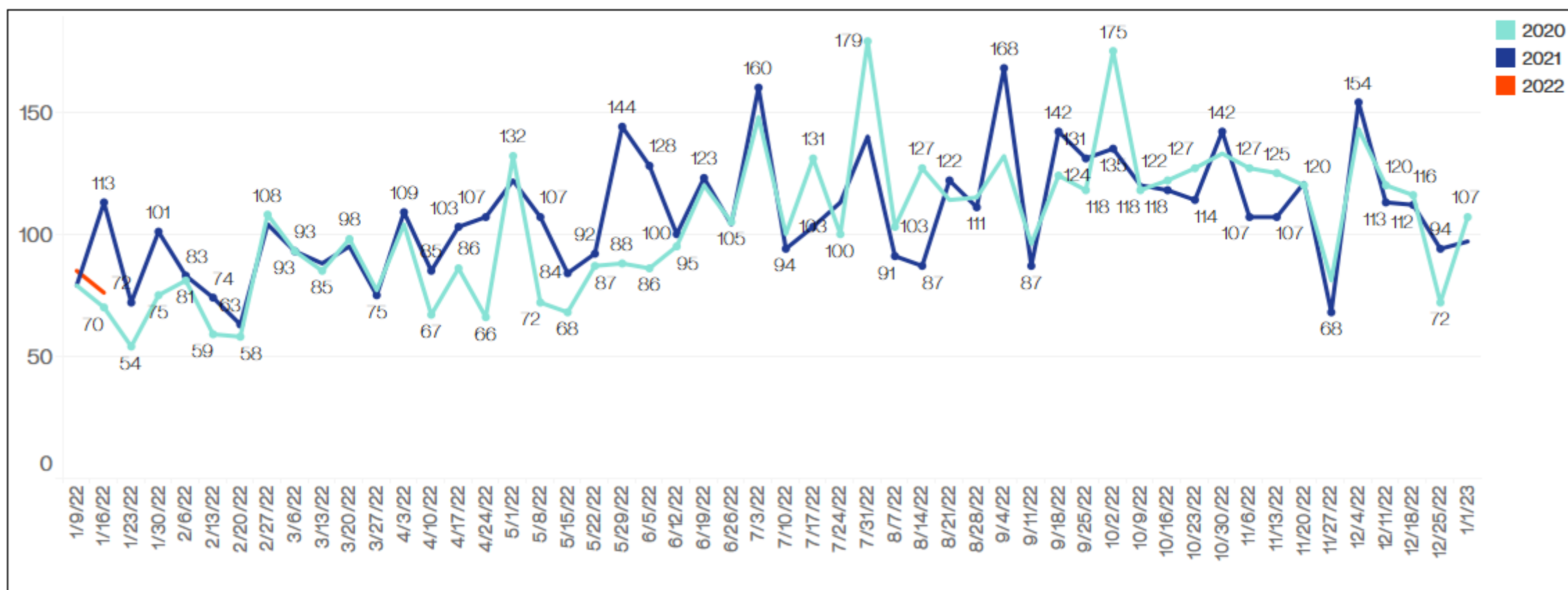
# WV - New Purchase Contract to New Listing Ratio

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



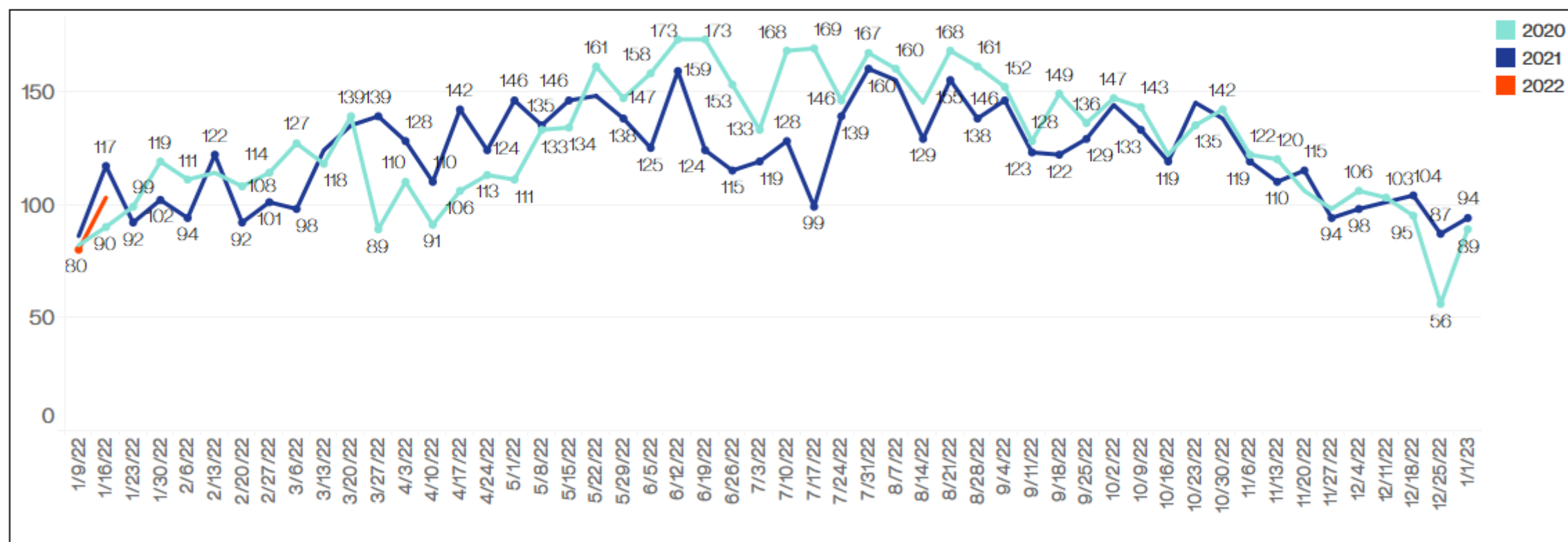
# WV- New Closed Listings

- Closing levels landed at 108.6% compared to 2020 and 67.3% compared to the same week from January 2021.



# WV- Weekly New Purchase Contracts

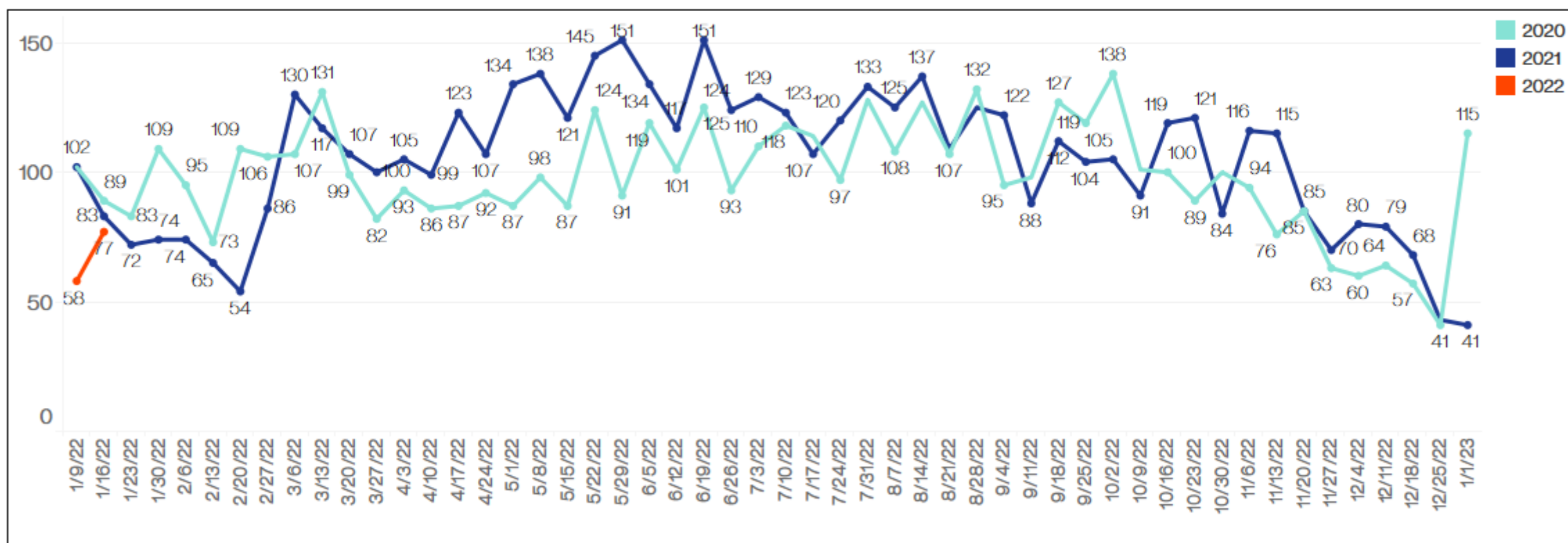
- New contract levels came in at 114.4% compared to 2020 and 88.0% of the same week from January 2021.



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

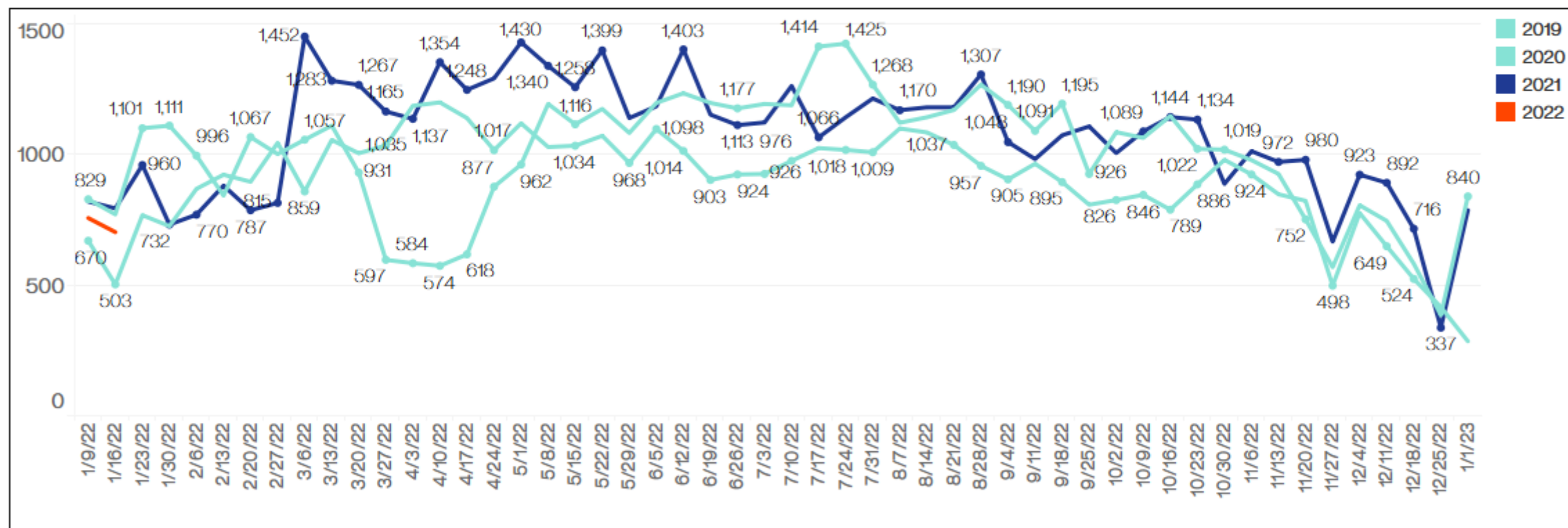
- WV's new listing levels tracked at 86.5% compared to 2020, 92.8% of the same week from January 2021.



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

# WV- Weekly Showing Activity

- Showing levels tracked at 91.2% of the same week from January 2020 and 88.5% 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.