

Weekly Market Report

Week Ending October 31st

Summary - Week Ending October 31st

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.

- The week saw closing volume noticeably under below '20 at 93.9%. Volume declined -9.1% compared to the final week in September (8,469 v 9,316).
- Showing activity tracked at 93.5% of 2020 and 123.3% of 2019. Weekly showing volume has held steady over the past month. Activity fell -10.7% from the week prior (91,527 v 102,503).
- Demand continued to tick up – weekly new pending sales have outpaced new listings for the past two months. For the week, there were 126 new pending sales for every 100 new listings.

Note: State-level charts appear in the appendix.

Weekly Market Trends

Footprint

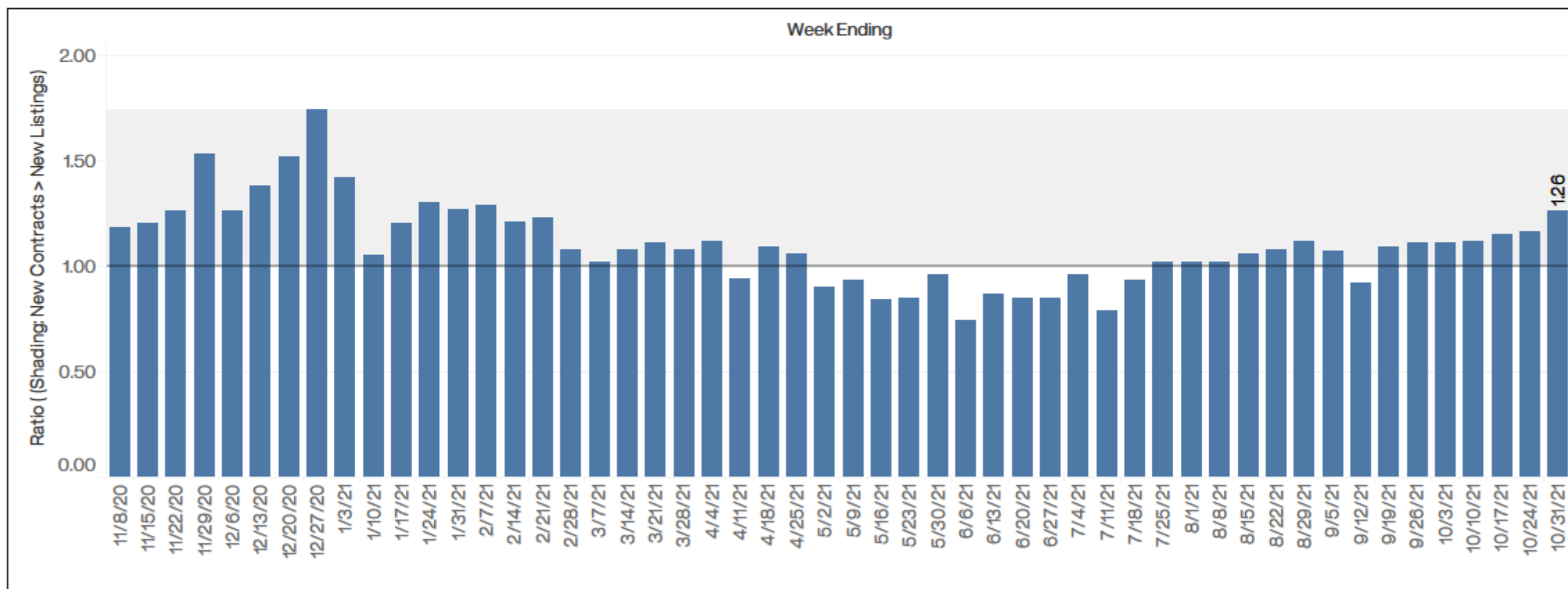
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3. [Maryland](#)
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5. [Pennsylvania](#)
6. [Virginia](#)
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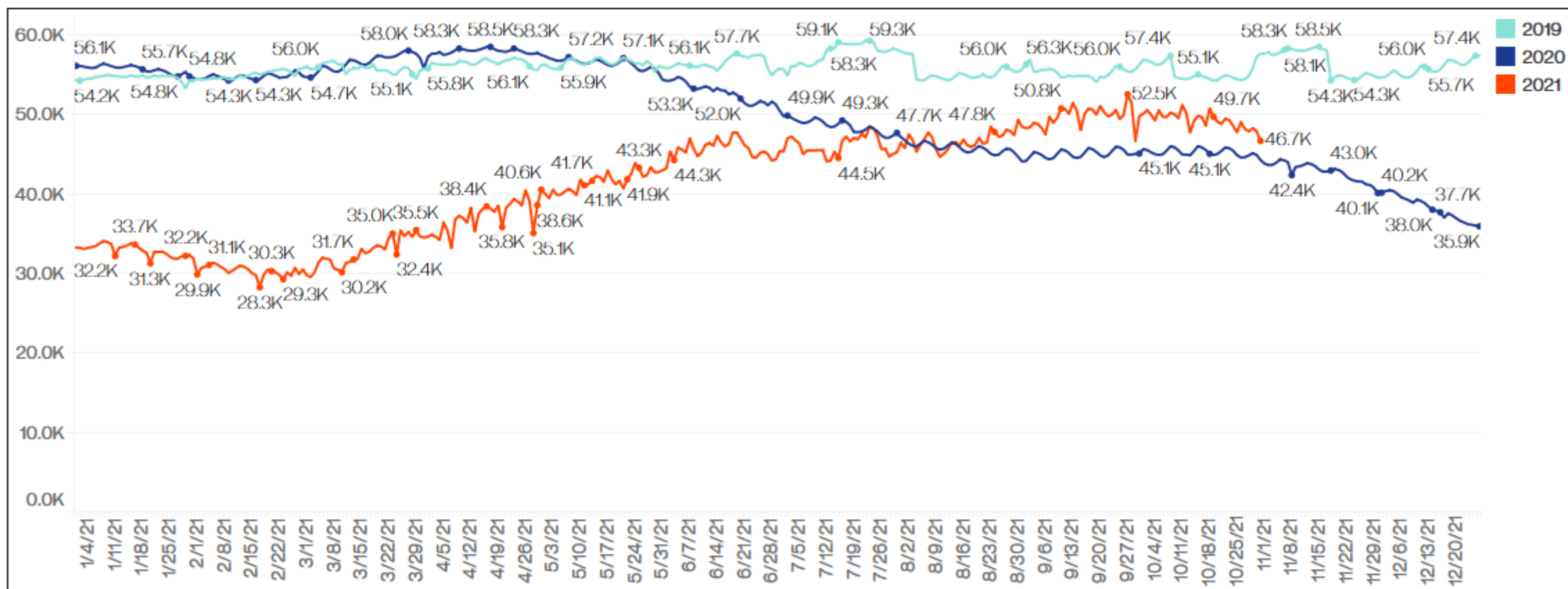
New Purchase Contract to New Listing Ratio

- For the week, there were 126 new pending home sales for every 100 new listings.
- WV led for the week in a row with 164 new pending home sales for every 100 new listings.



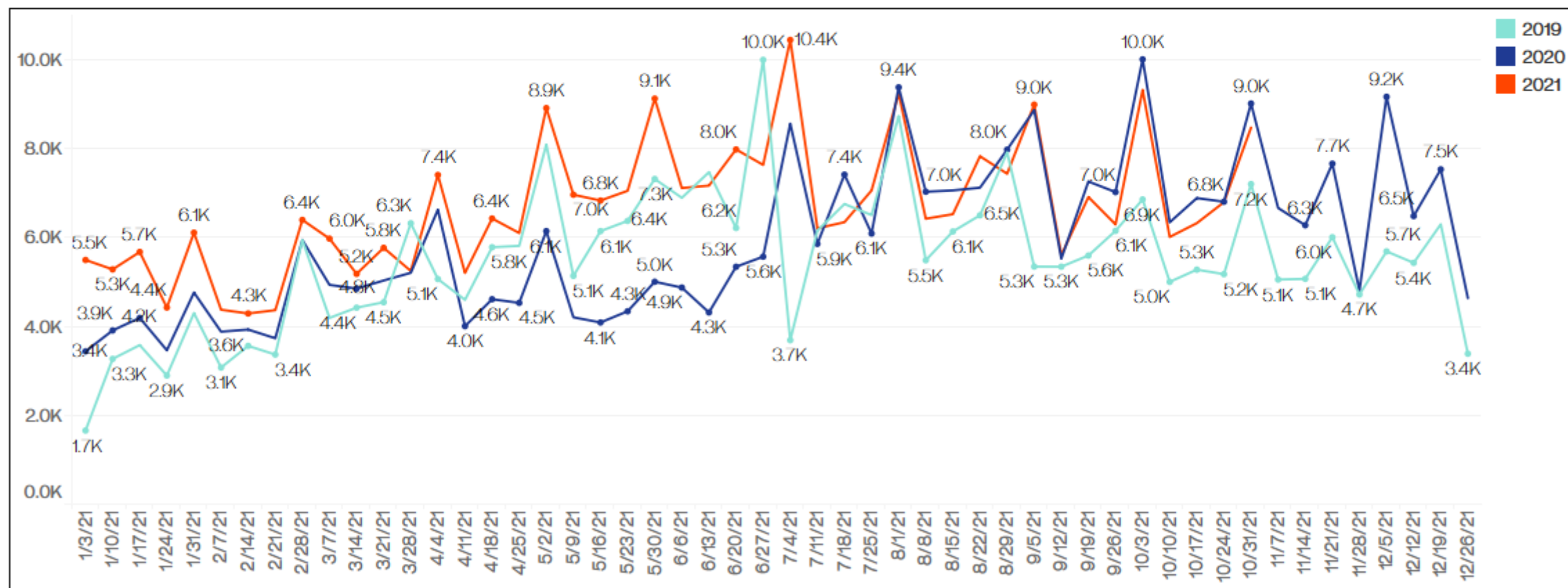
Active New Listings

- For the final week of October '21, total available inventory continued to track above '20 at 107.2% of a year ago. Volume continued to lag '19 at 86.4%.
- Total available inventory for the month of October was 8.9% higher than Oct. '20.



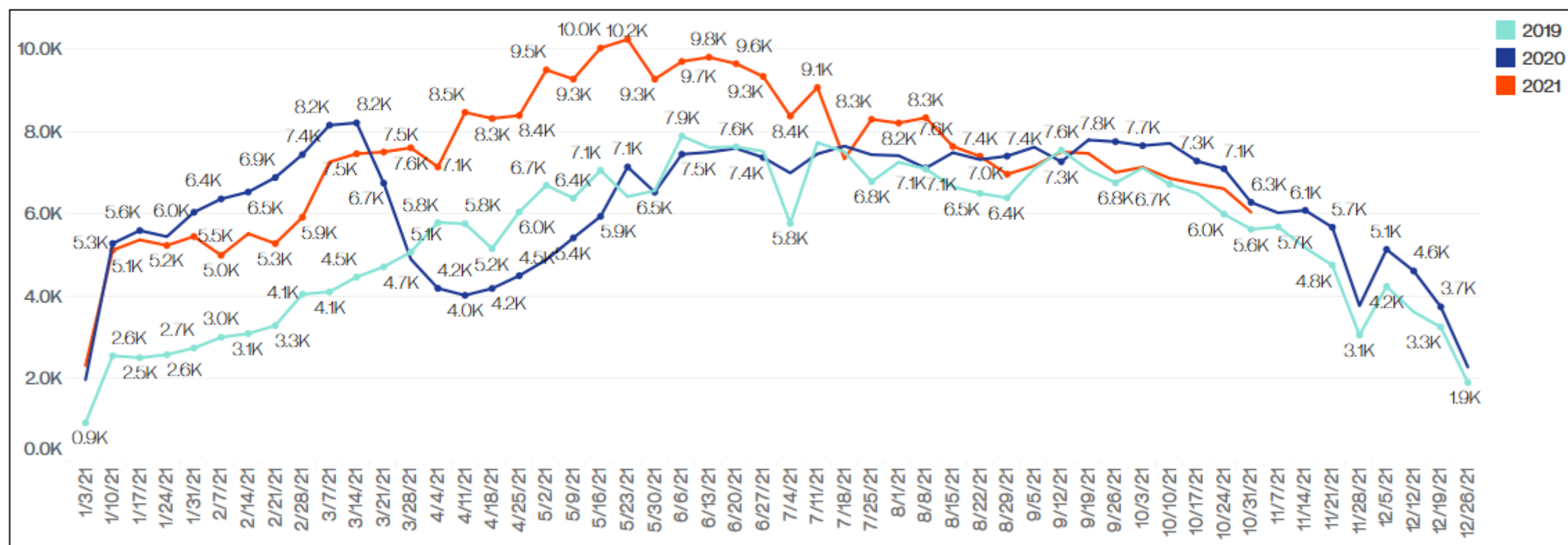
Weekly New Closed Listings

- The week tracked below 2020's historic market (93.9%), but ran considerably higher than '19 (117.6%). Activity was also down –9.1% from last month's end of month activity (8,469 v 9,316).
- DE led the marketplace, with closings up compared to '20 (102.9%) and '19 (111.0%) for the week.



Weekly New Listings

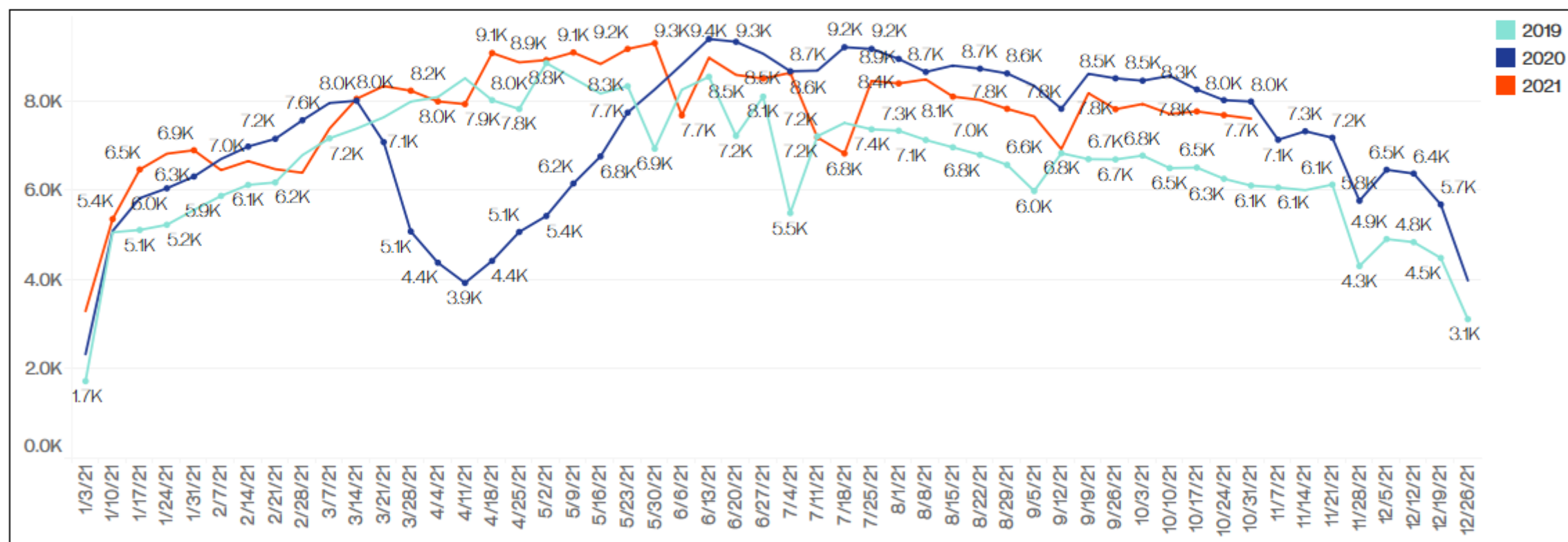
- For the week, volume tracked below 2020 at 96.2%, but ran above 2019 (107.4%). DE showed strength against both 2020 and 2019 benchmarks (111.3% of '20 and 109.1% of '19).
- For the month, total new listings were down 3.8% from October 2020.



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

Weekly New Purchase Contracts

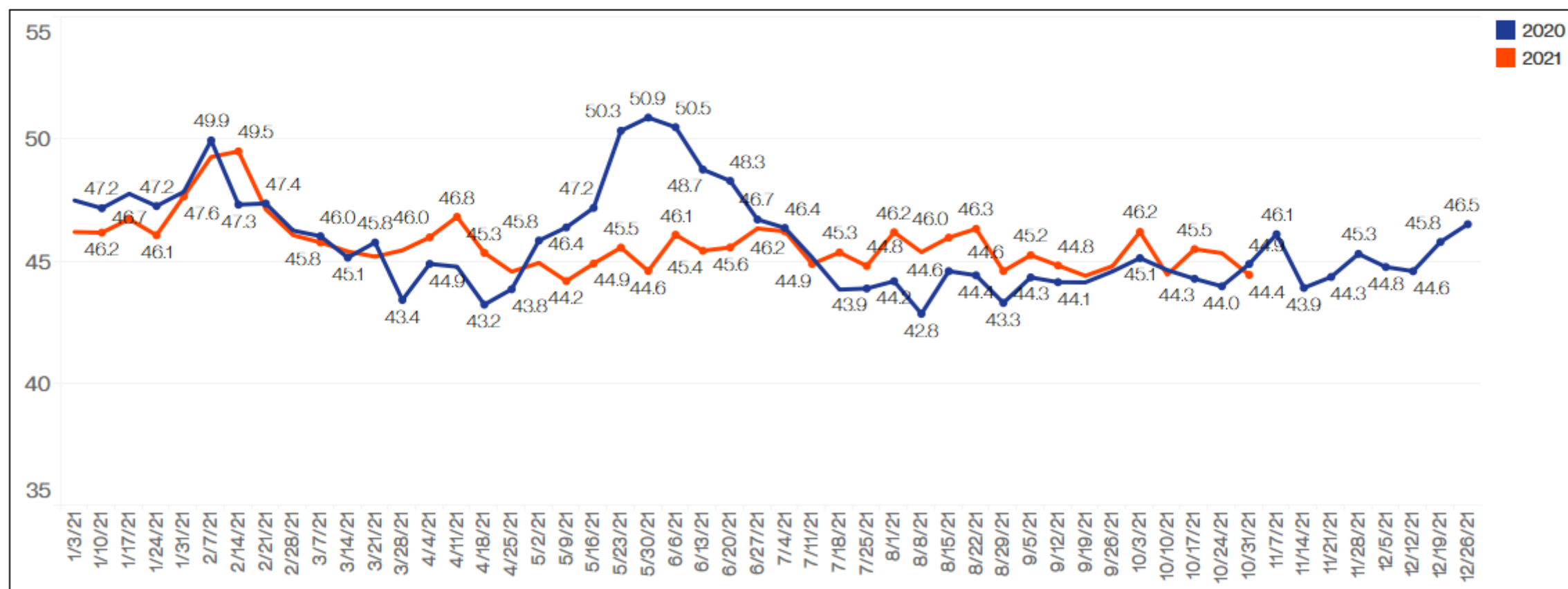
- Volume was in line in last week (-1.0%) as activity paced under the '20 market (95.2%).
- DC (115.3% vs '20 and 125.8% vs '19) and VA (105.7% vs '20 and 139.1% vs '19) led the marketplace for the week.



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.

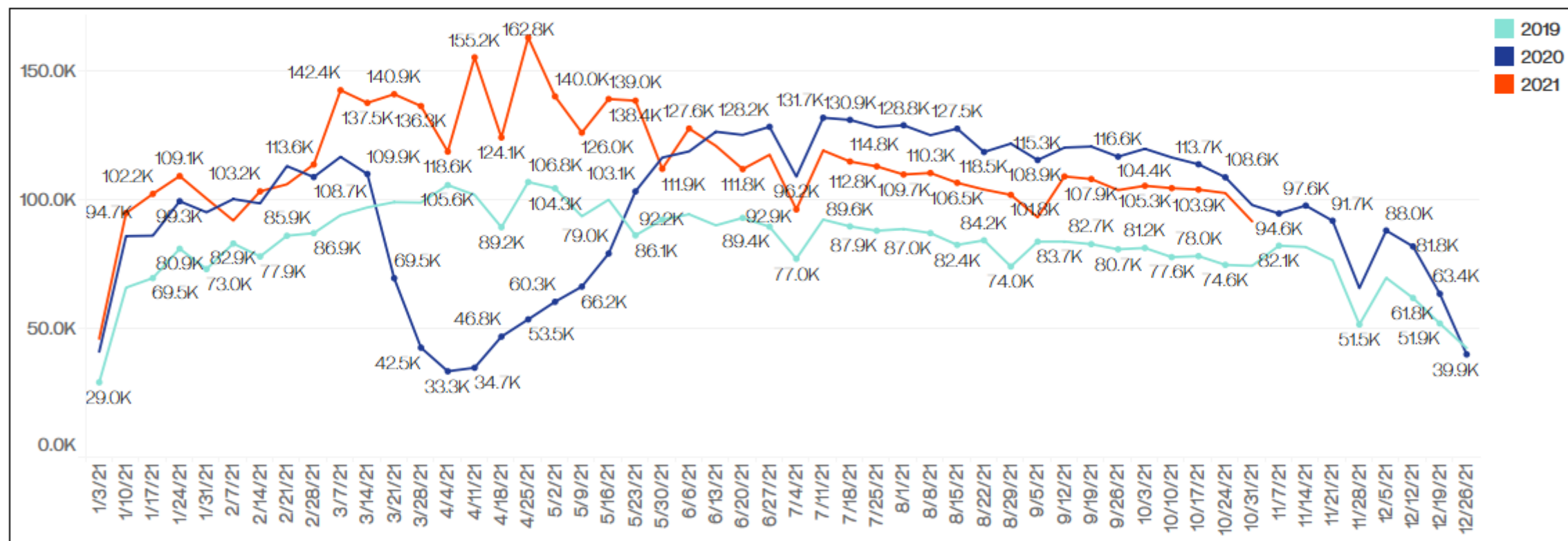
Weekly Average Days: Purchase Contract to Closing

- The number of days from contract to closing (43) was one day more than 2020 and two days more than 2019.



Weekly Showing Activity

- Week to week, volume saw a sharp -10.7% decline (91,527 v 102,503) which mirrored trends for the same period last year. Over the last month, average weekly showings are -14.5% lower than the same period in '20.
- For the week, showings tracked under the active market in '20 (93.5%), but remained significantly stronger than '19 (123.3%).



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.

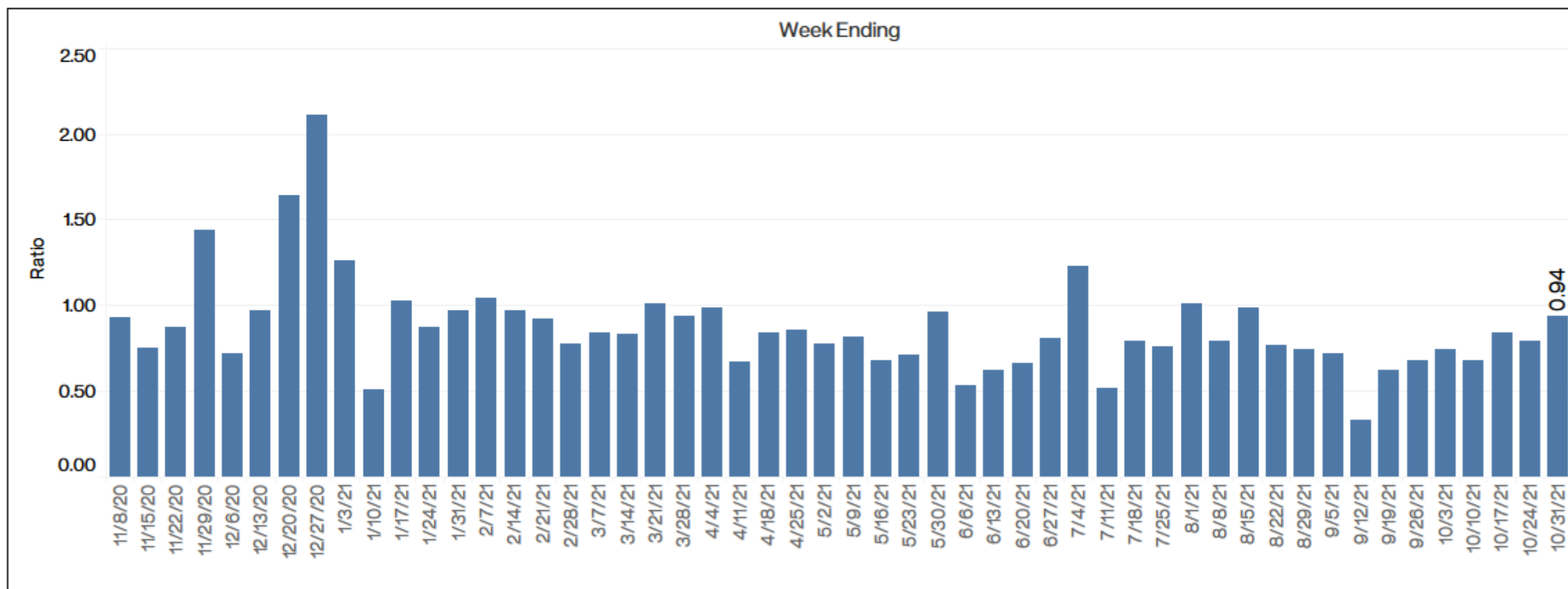
Appendix

Weekly Market Trends

District of Columbia

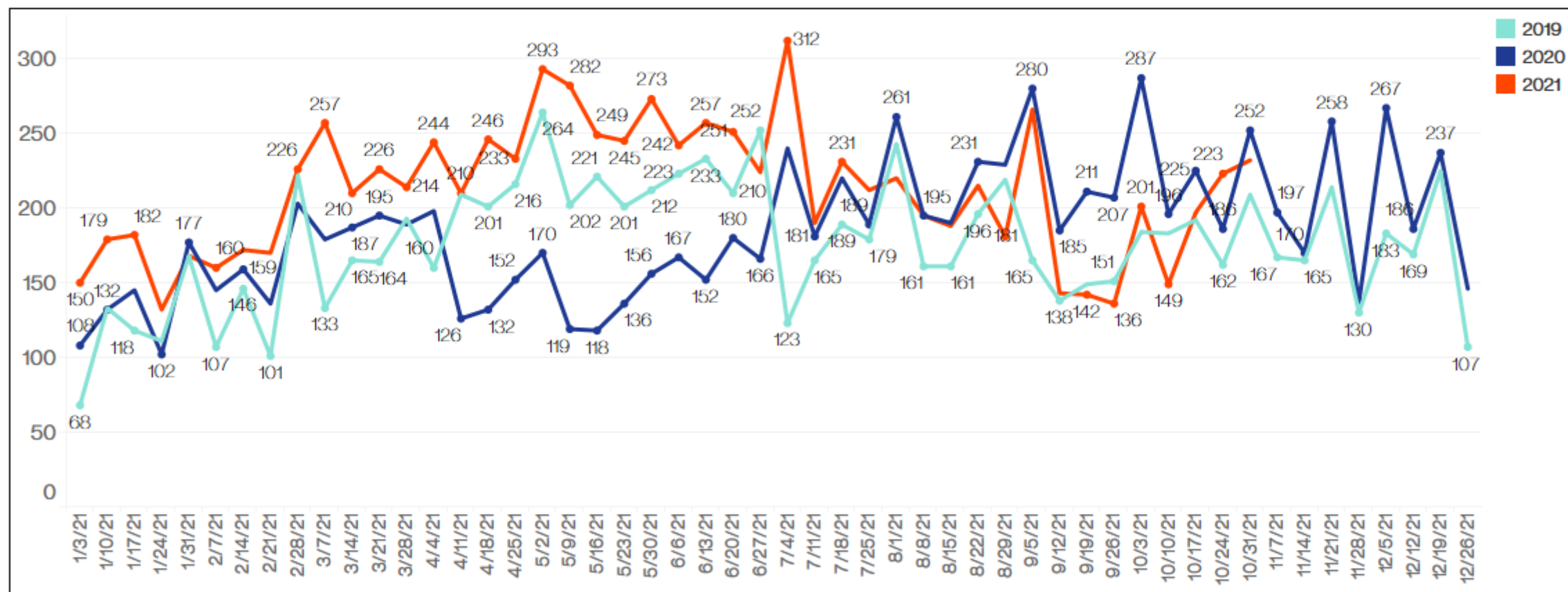
DC - New Purchase Contract to New Listing Ratio

- For the week, there were 94 new pending home sales for every 100 new listings.



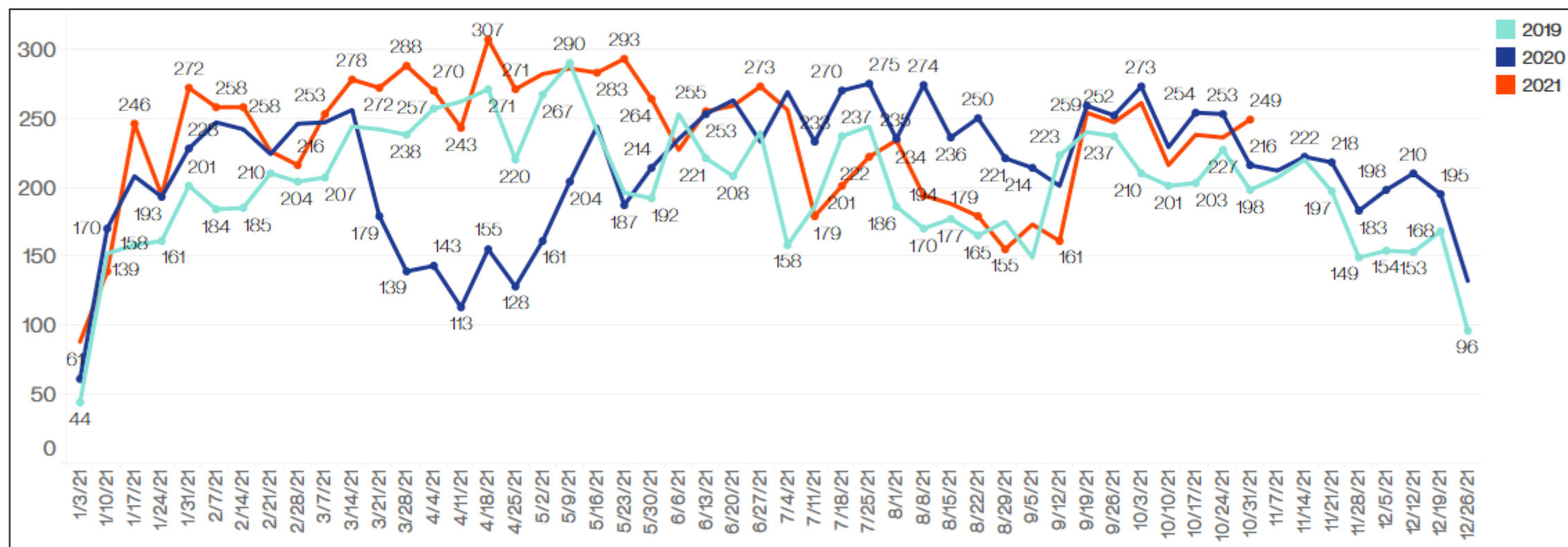
DC - New Closed Listings

- Closing levels landed at 111.0% compared to 2019 and 92.1% compared to the same week from October 2020.



DC - Weekly New Purchase Contracts

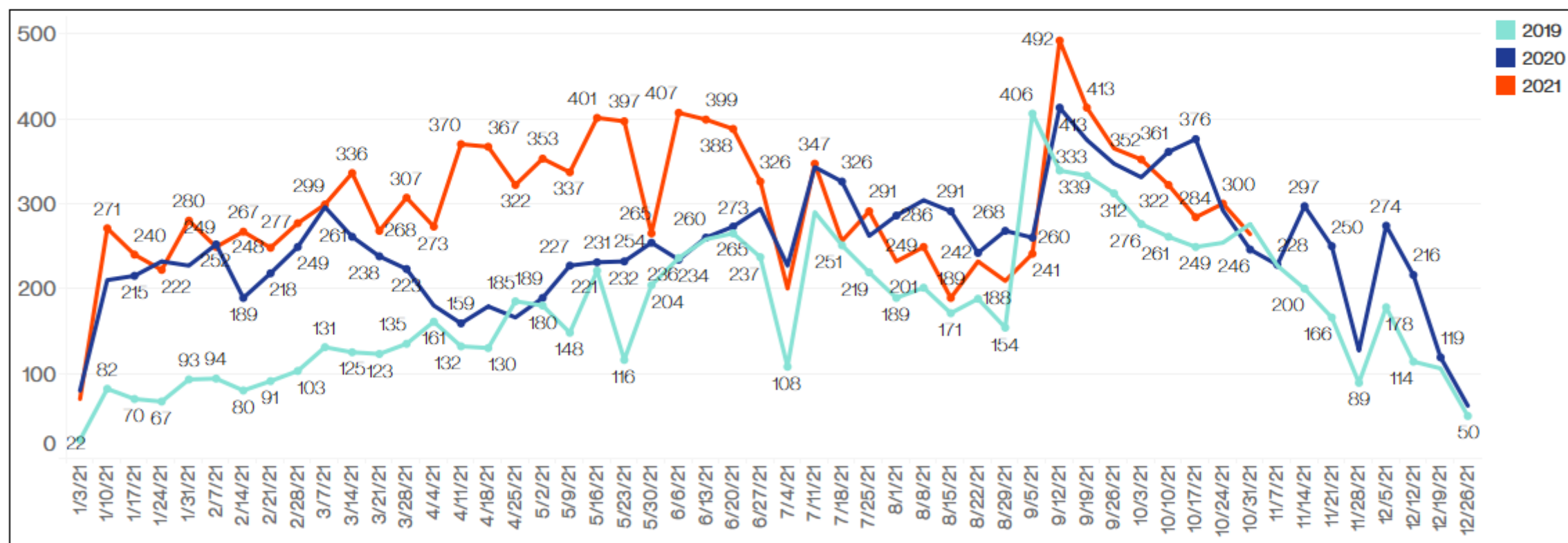
- New contract levels came in at 125.8% compared to 2019 and 115.3% of the same week from October 2020.



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

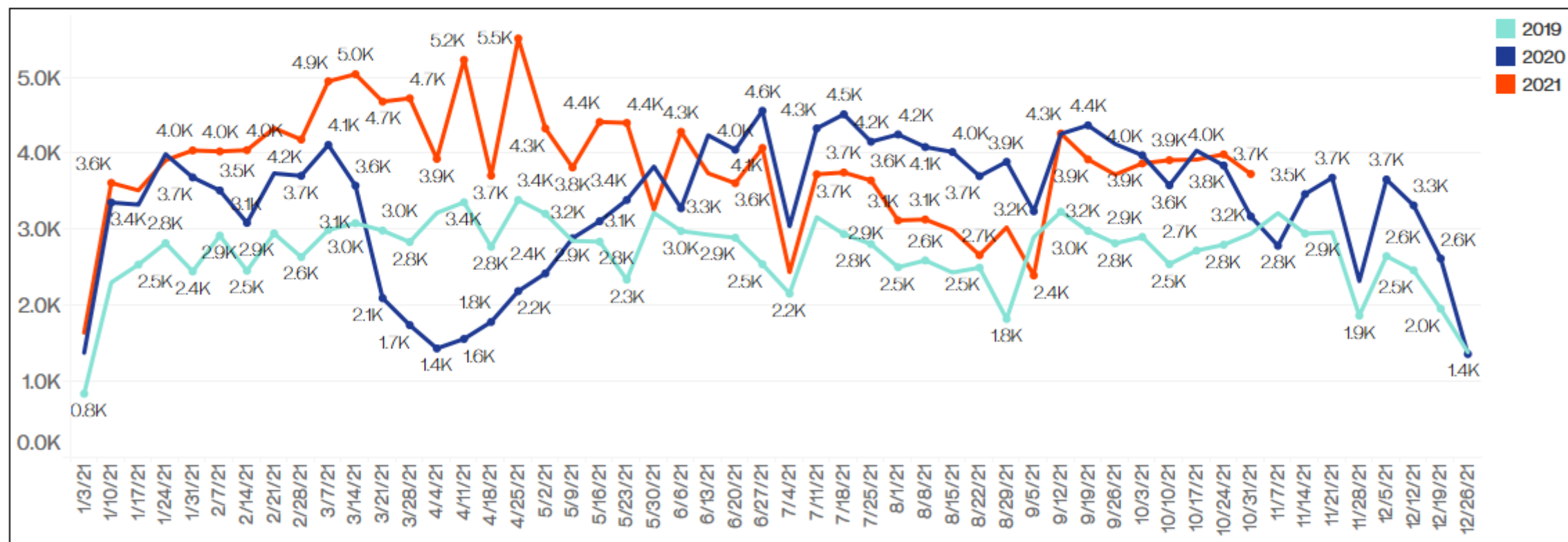
- DC's new listing levels tracked at 95.7% compared to 2019, and 107.3% of the same week from October 2020.



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

DC - Weekly Showing Activity

- Showing levels tracked at 126.7% of the same week from October 2019 and 117.6% compared to 2020.



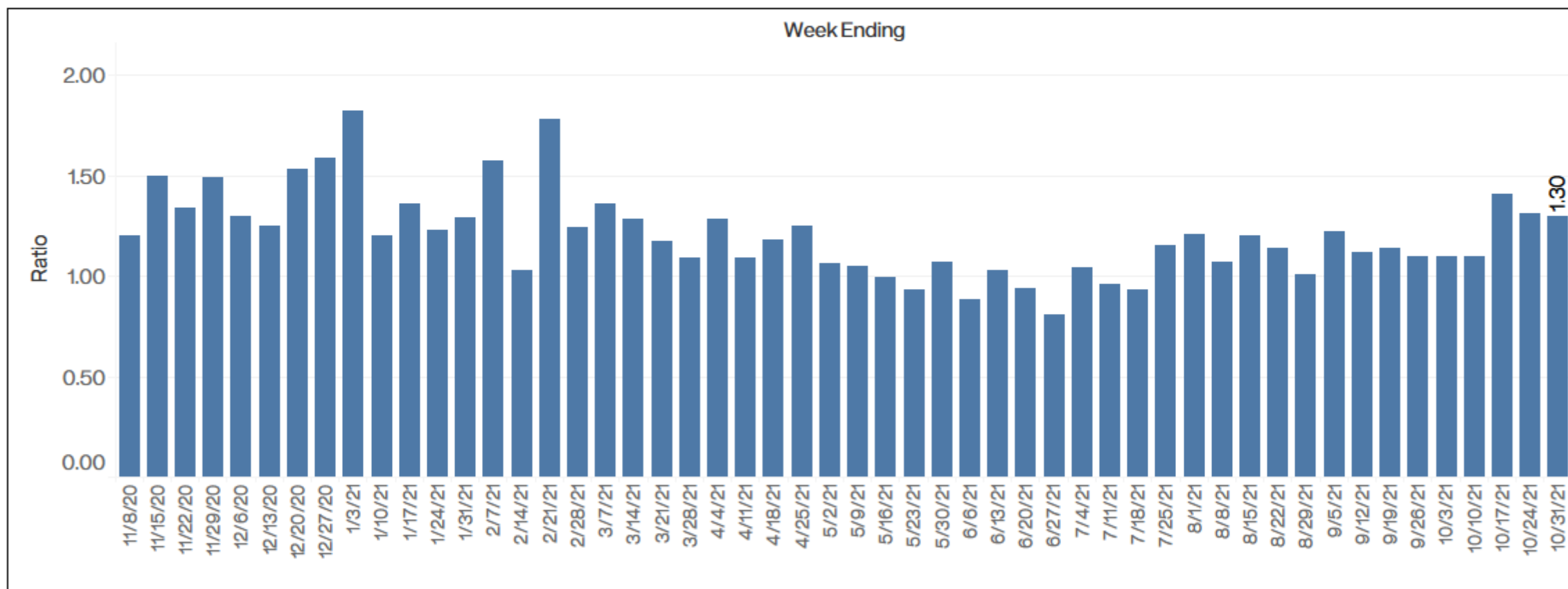
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Weekly Market Trends

Delaware

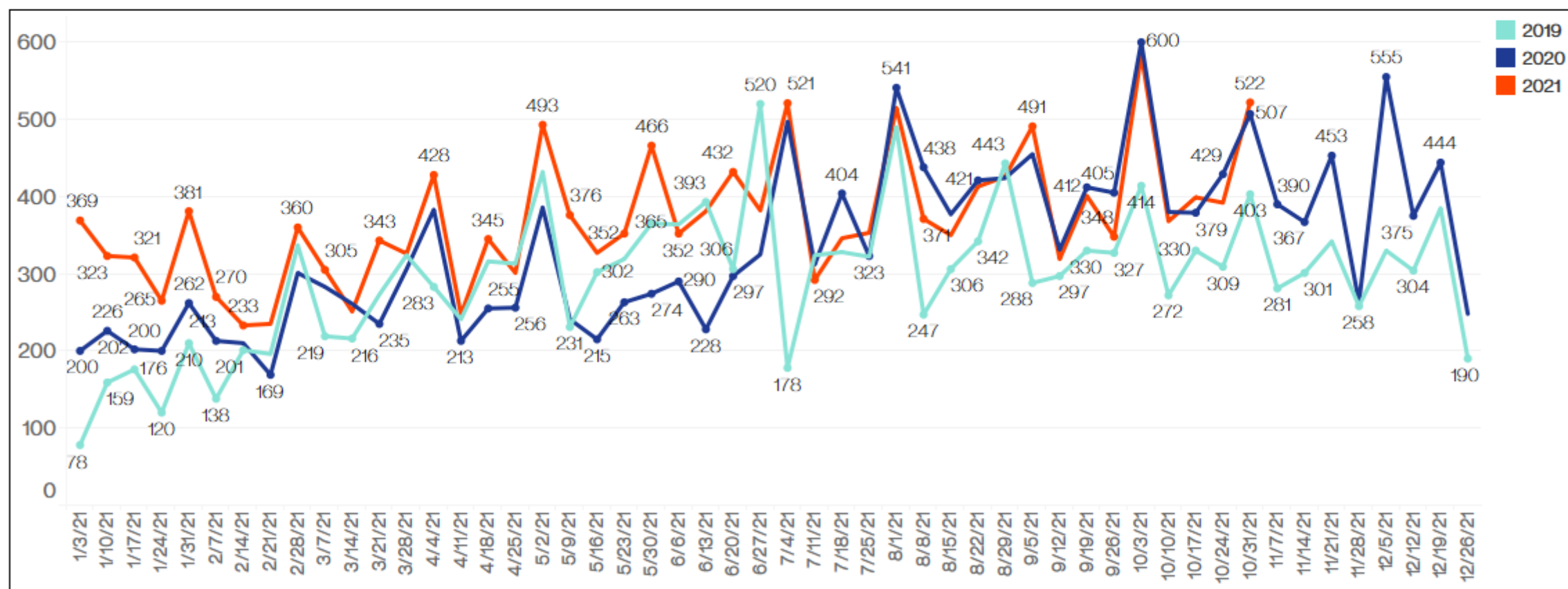
DE - New Purchase Contract to New Listing Ratio

- For the week, there were 130 new pending home sales for every 100 new listings.



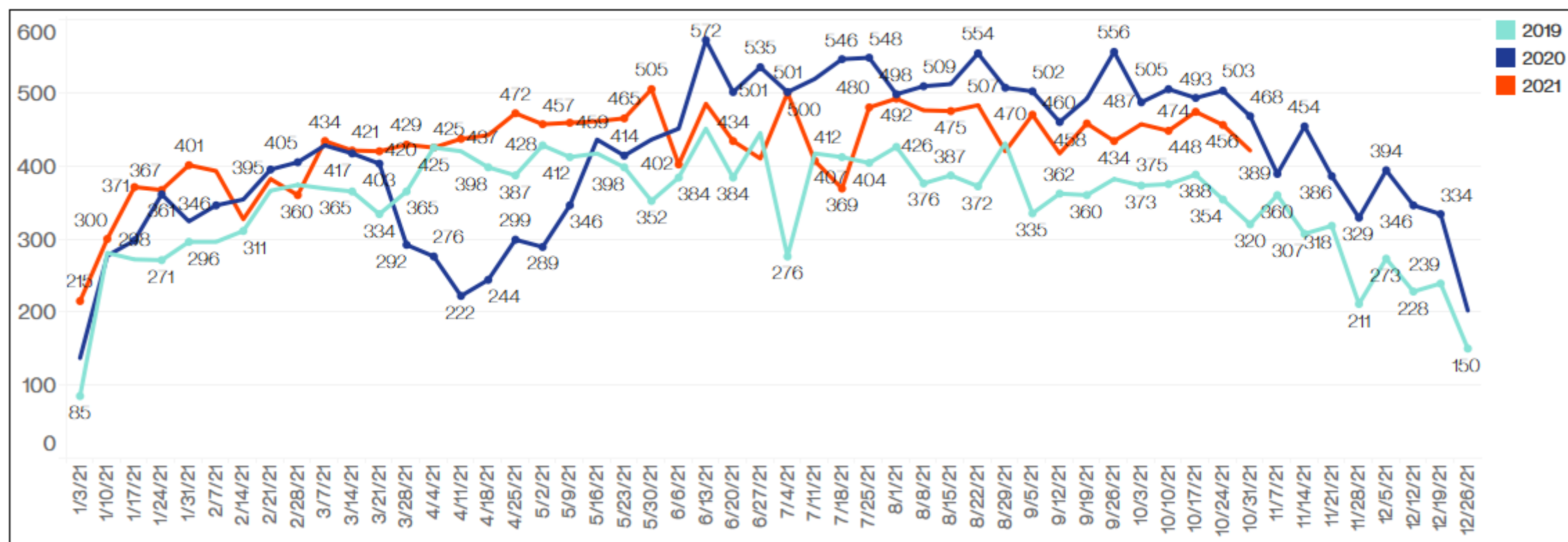
DE - New Closed Listings

- Closing levels landed at 129.5% compared to 2019 and 102.9% compared to the same week from October 2020.



DE - Weekly New Purchase Contracts

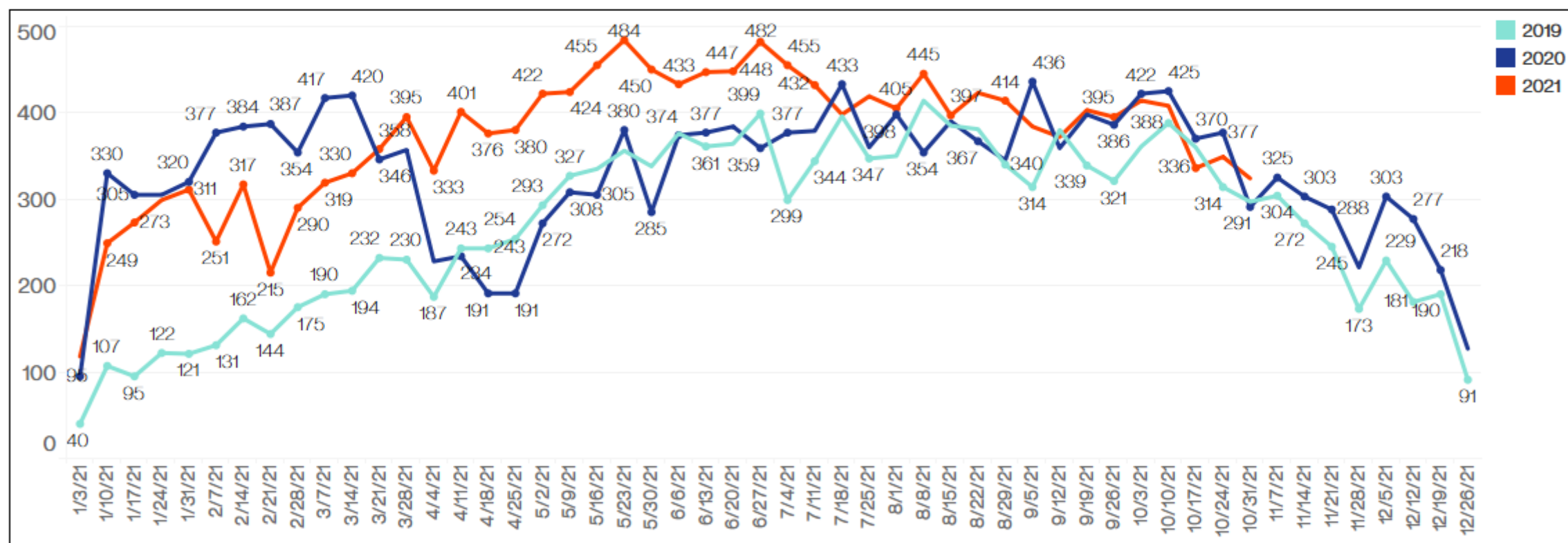
- New contract levels came in at 131.6% compared to 2019 and 89.9% of the same week from October 2020.



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

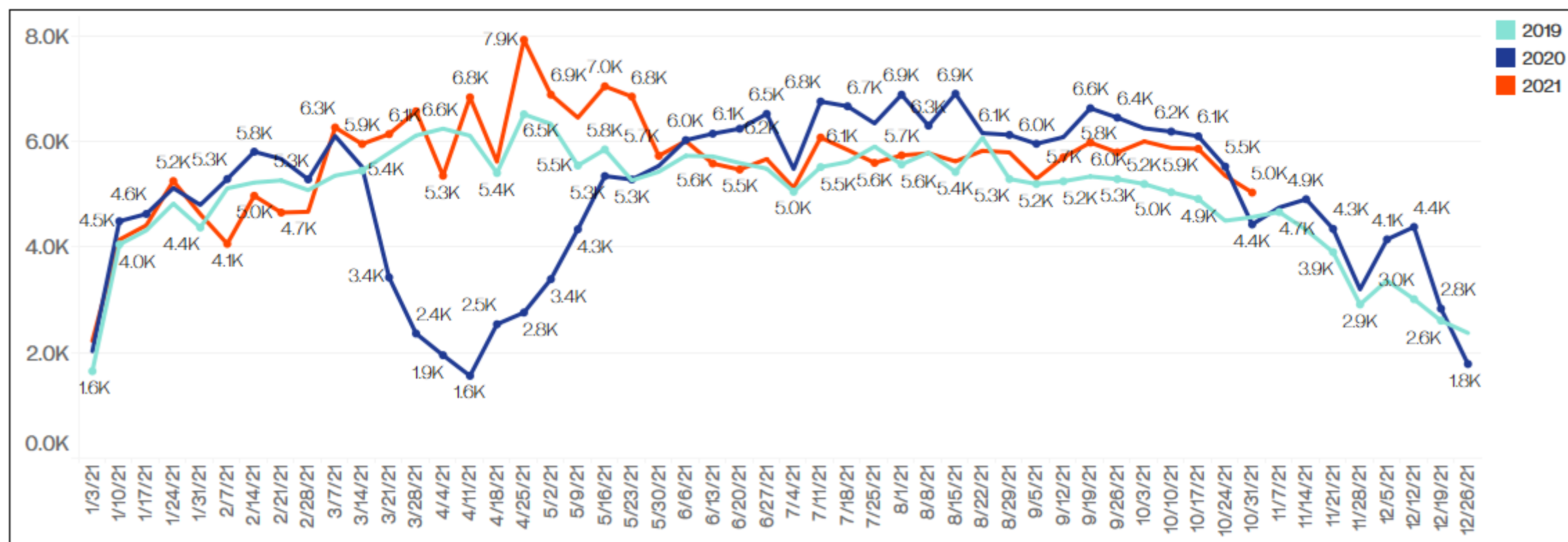
- DE's new listing levels tracked at 109.1% compared to 2019, and 111.3% of the same week from October 2020.



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

DE - Weekly Showing Activity

- Showing levels tracked at 110.2% of the same week from October 2019 and 113.6% compared to 2020.



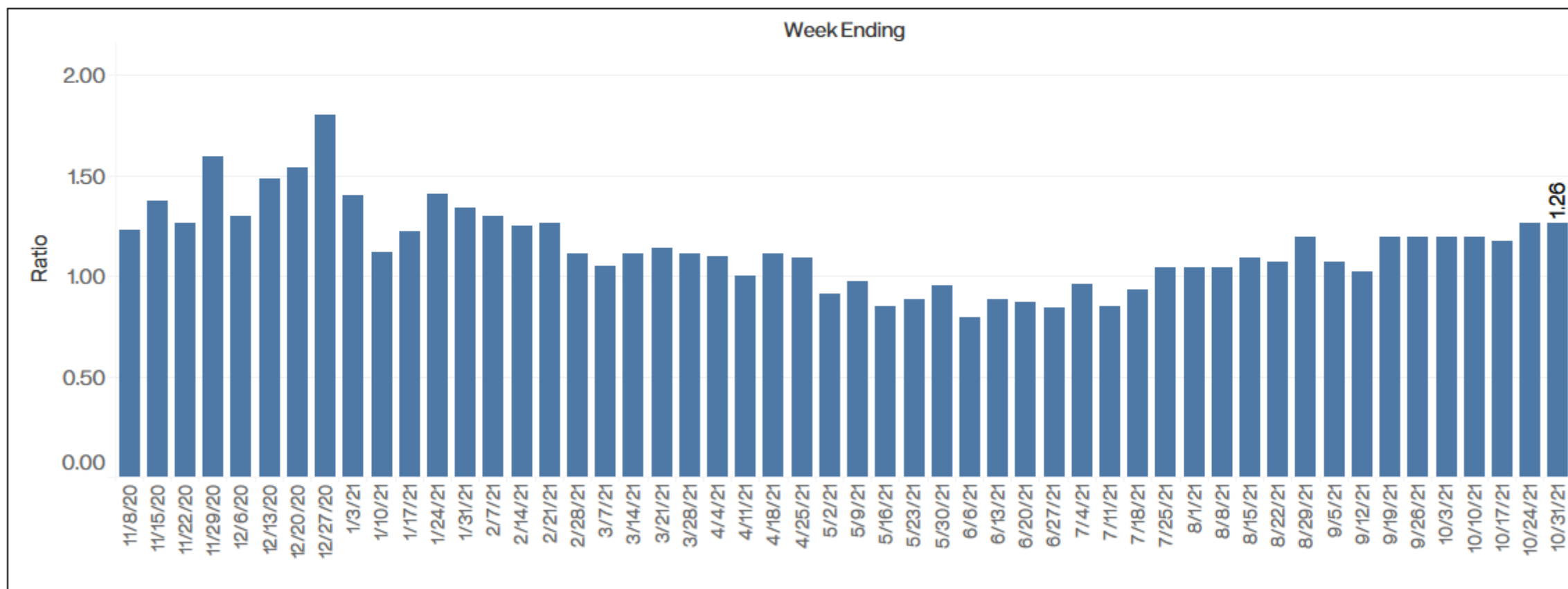
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Weekly Market Trends

Maryland

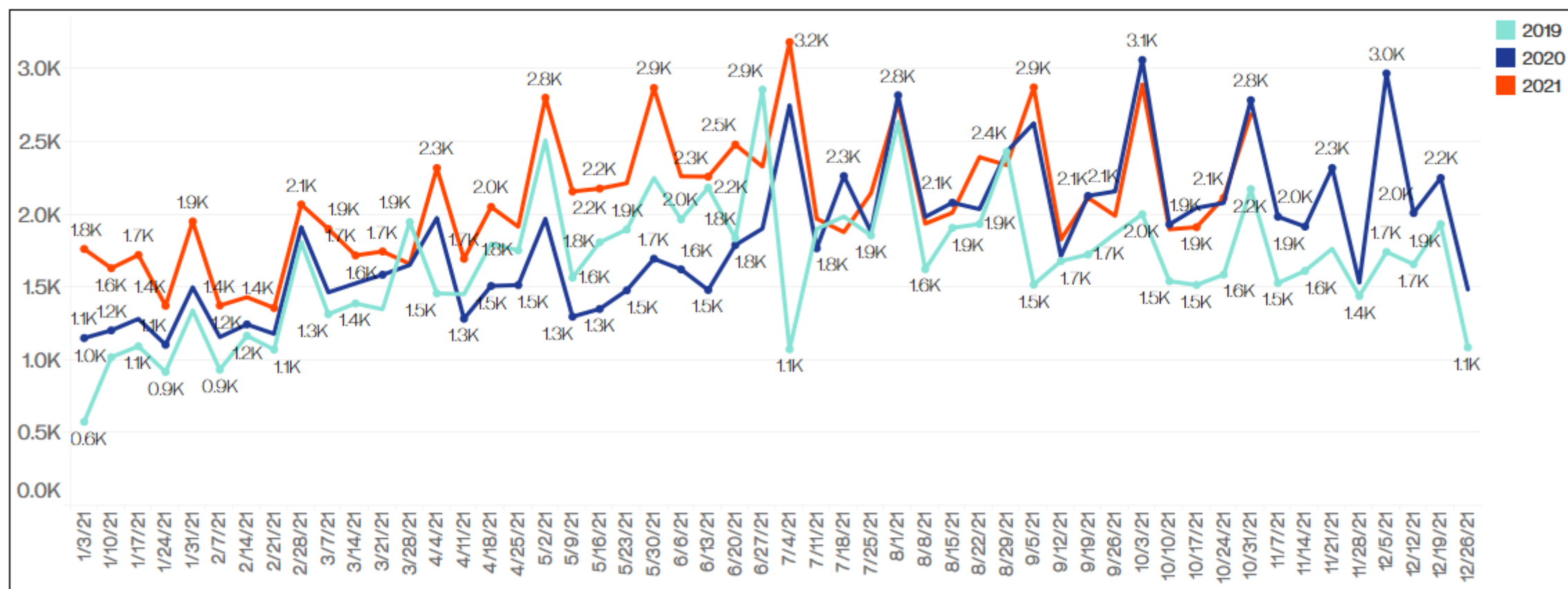
MD - New Purchase Contract to New Listing Ratio

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



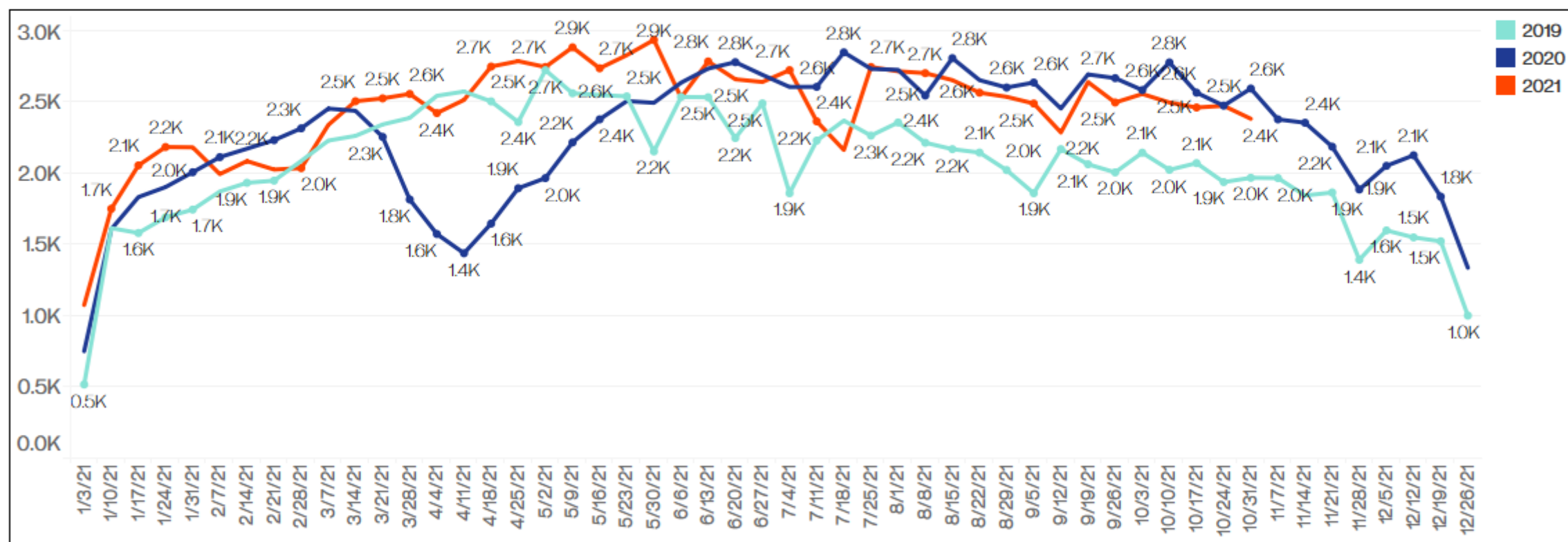
MD - New Closed Listings

- Closing levels landed at 123.7% compared to 2019 and 96.5% compared to the same week from October 2020.



MD - Weekly New Purchase Contracts

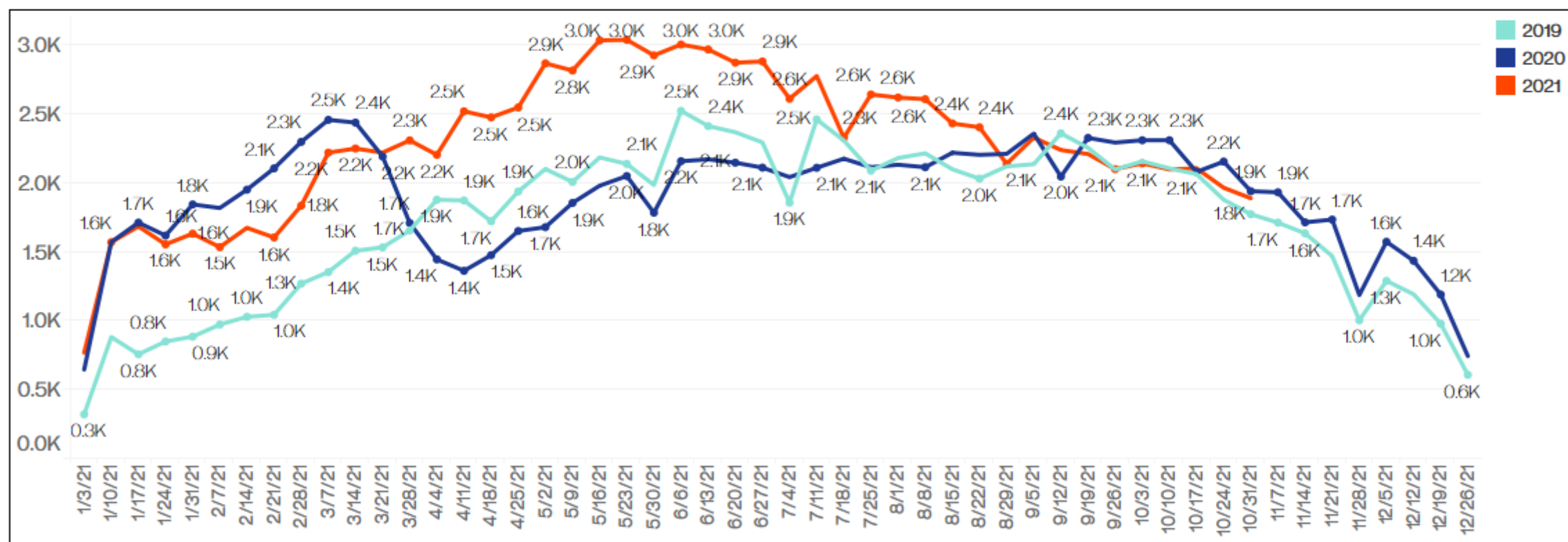
- New contract levels came in at 121.1% compared to 2019 and 91.8% of the same week from October 2020.



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MD - Weekly New Listings

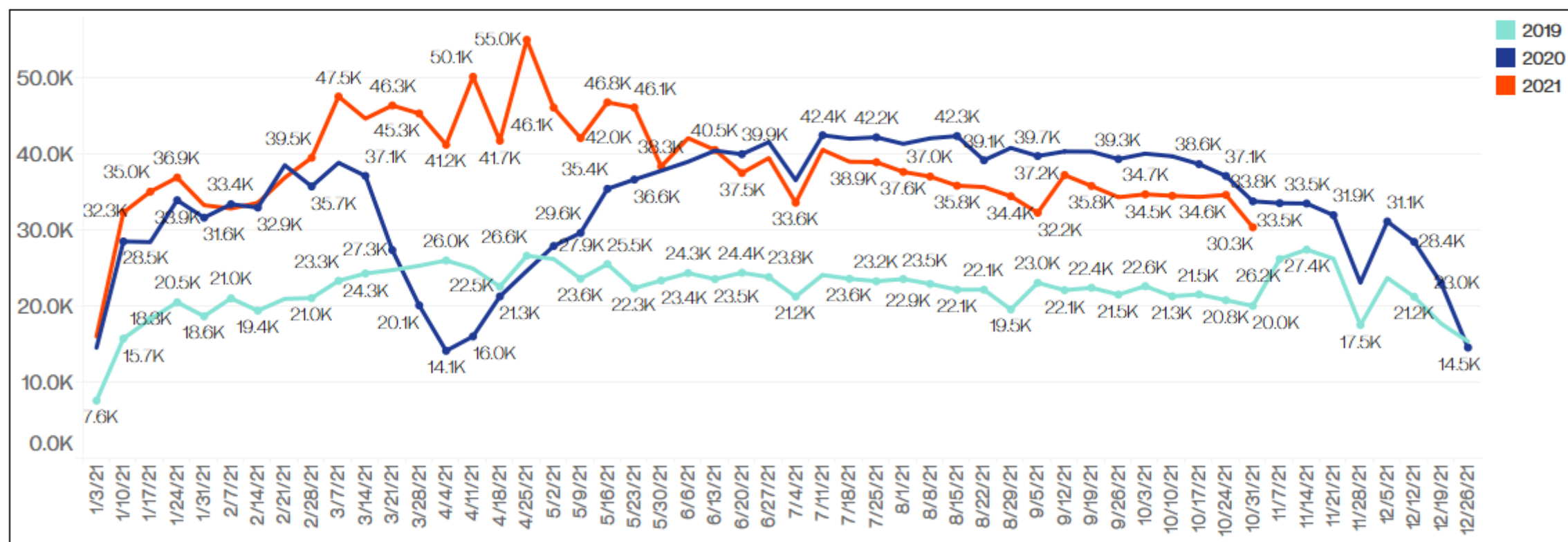
- MD's new listing levels tracked at 106.6% compared to 2019, and 97.4% of the same week from October 2020.



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

MD - Weekly Showing Activity

- Showing levels tracked at 151.7% of the same week from October 2019 and 89.9% compared to 2020.



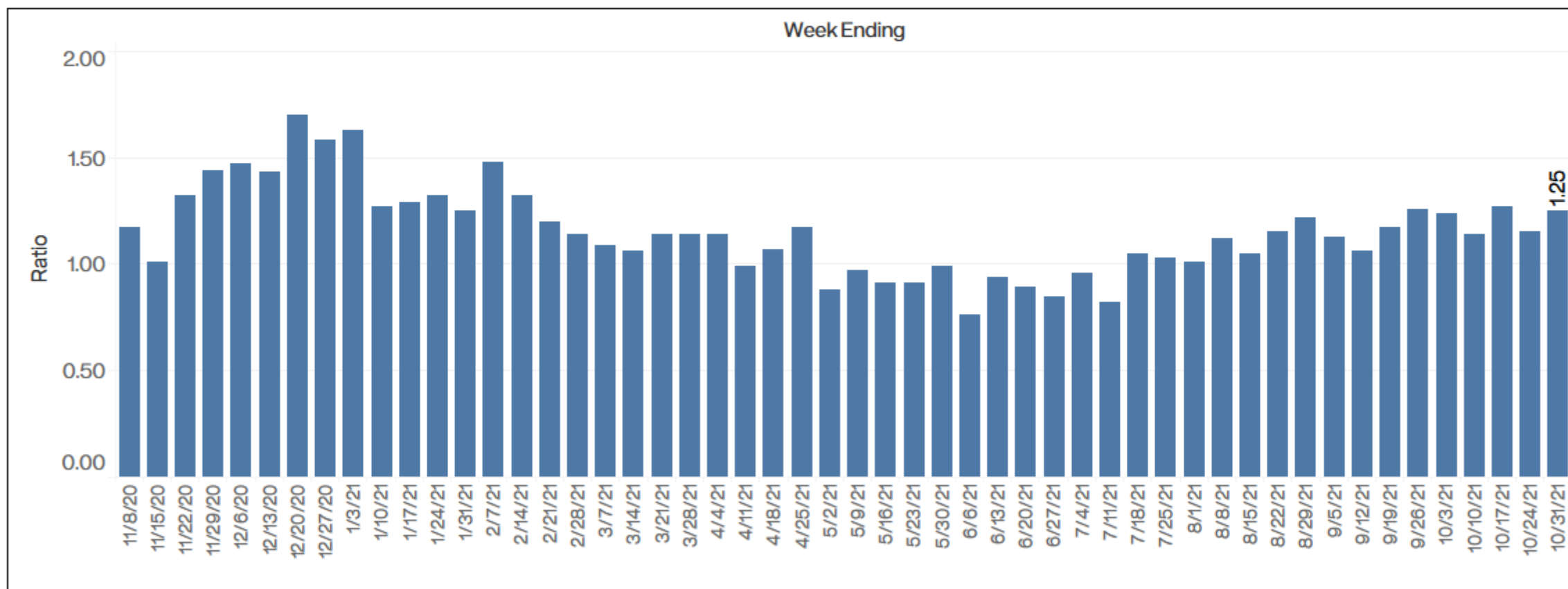
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Weekly Market Trends

New Jersey

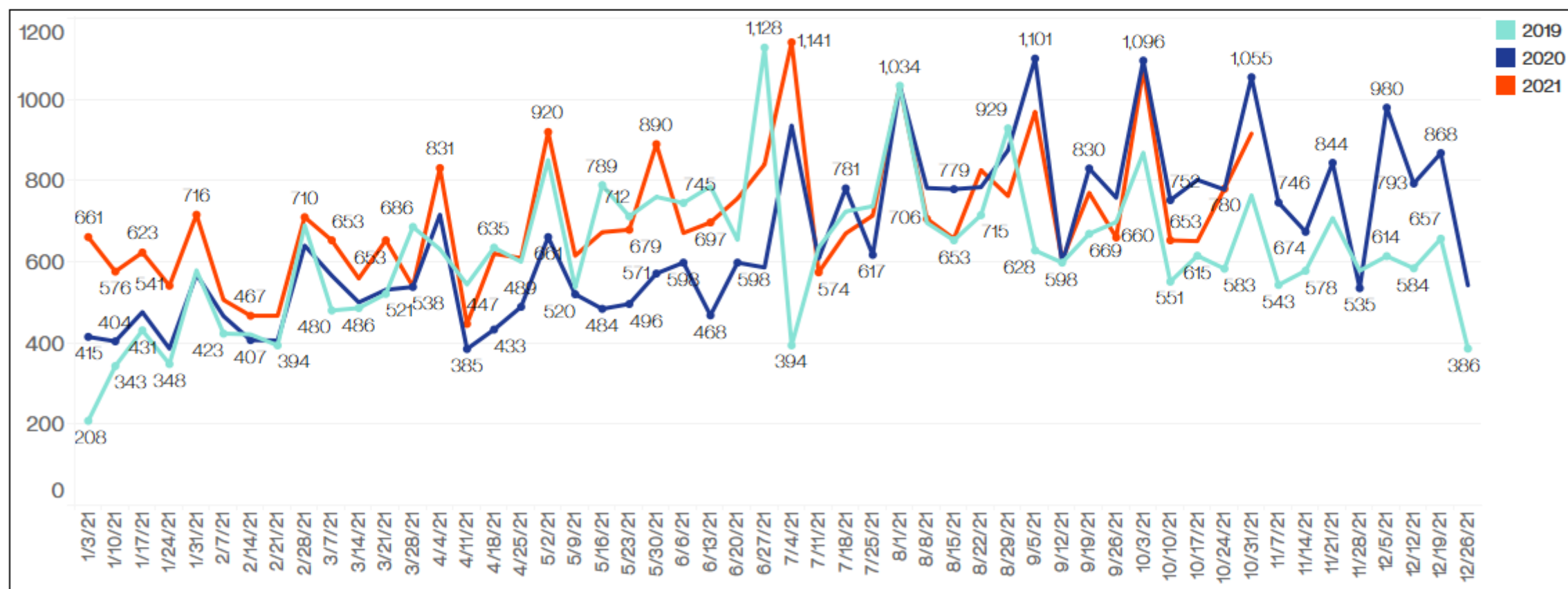
NJ - New Purchase Contract to New Listing Ratio

- For the week there were 125 new pending home sales for every 100 new listings.



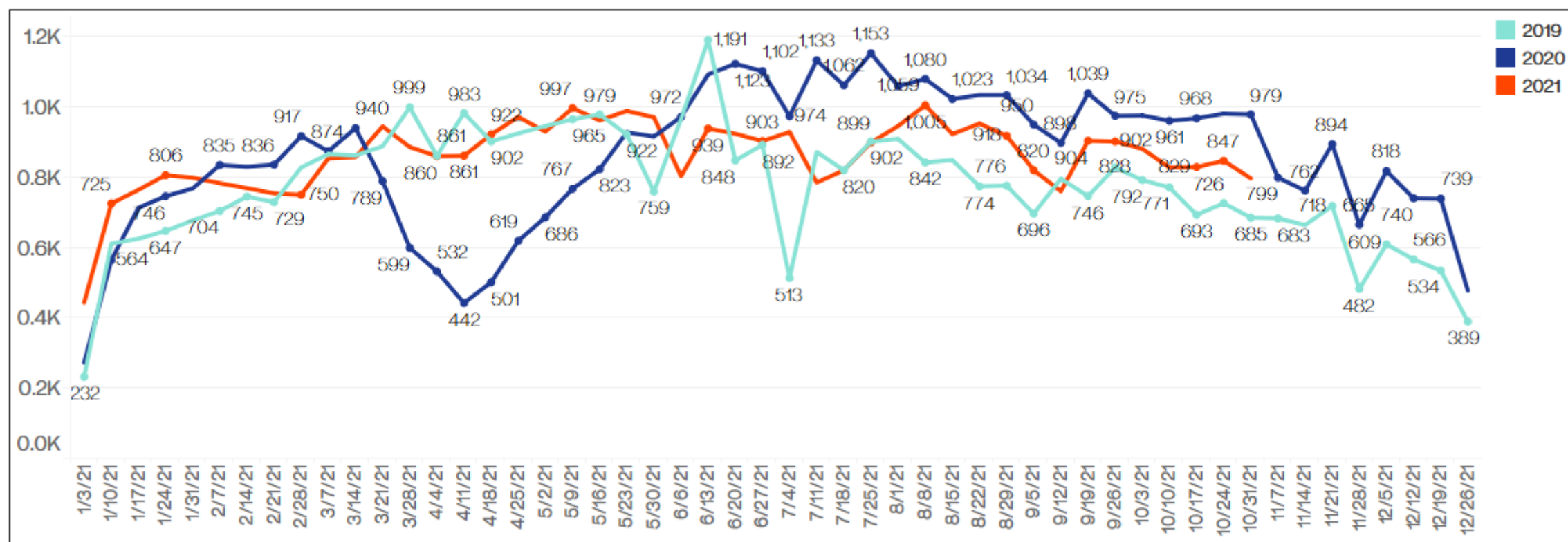
NJ - New Closed Listings

- Closing levels landed at 119.9% compared to 2019 and 86.8% compared to the same week from October 2020.



NJ - Weekly New Purchase Contracts

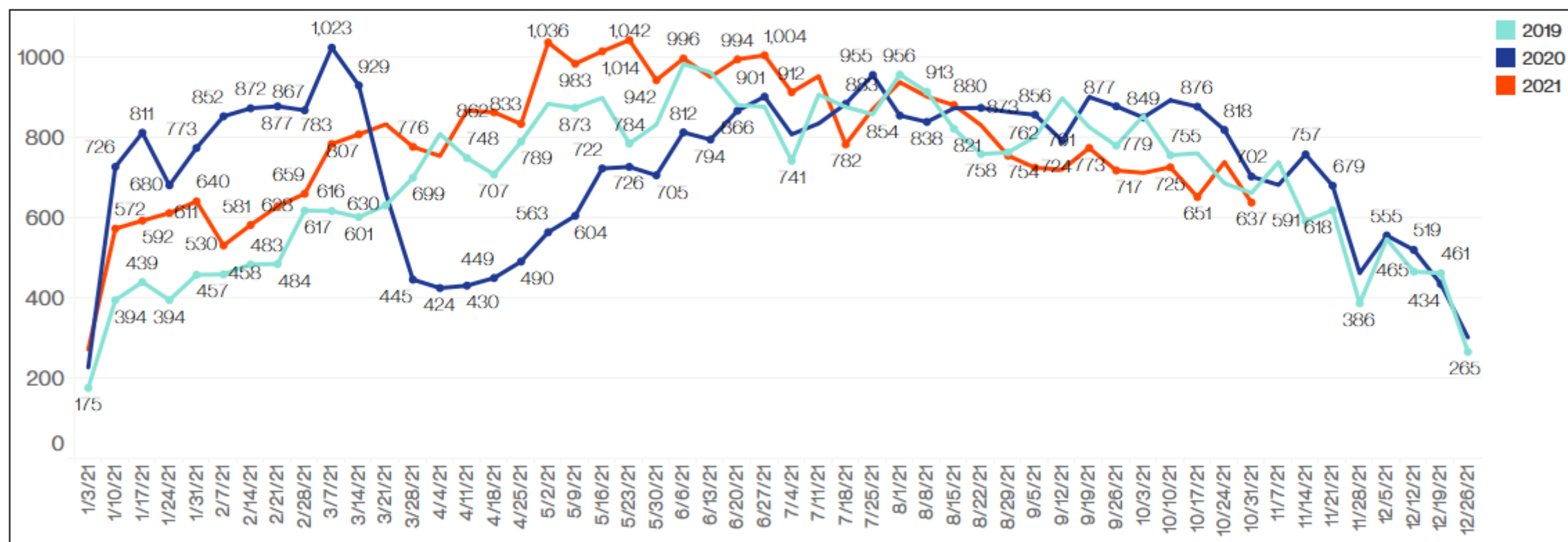
- New contract levels came in at 116.4% compared to 2019 and 81.4% of the same week from October 2020.



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

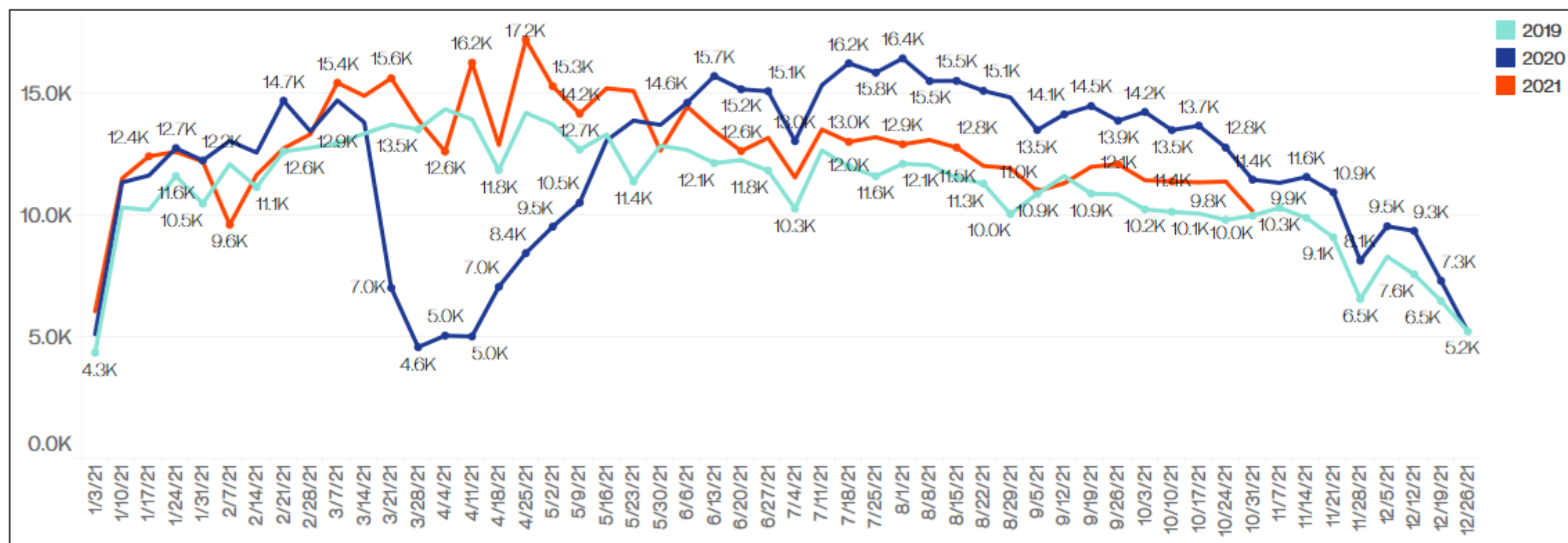
- NJ's new listing levels tracked at 96.4% compared to 2019, and 90.7% of the same week from October 2020. .



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

NJ - Weekly Showing Activity

- Showing levels tracked at 101.8% of the same week from October 2019 and 88.7% compared to 2020.



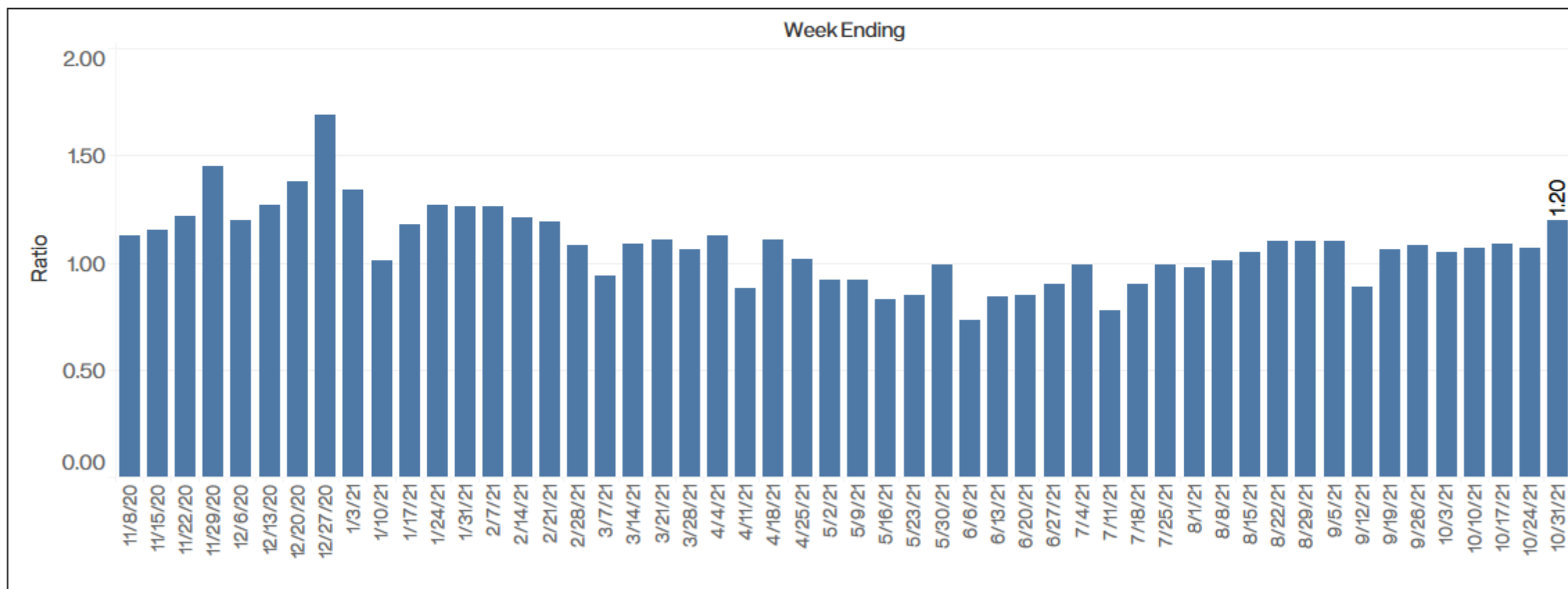
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Weekly Market Trends

Pennsylvania

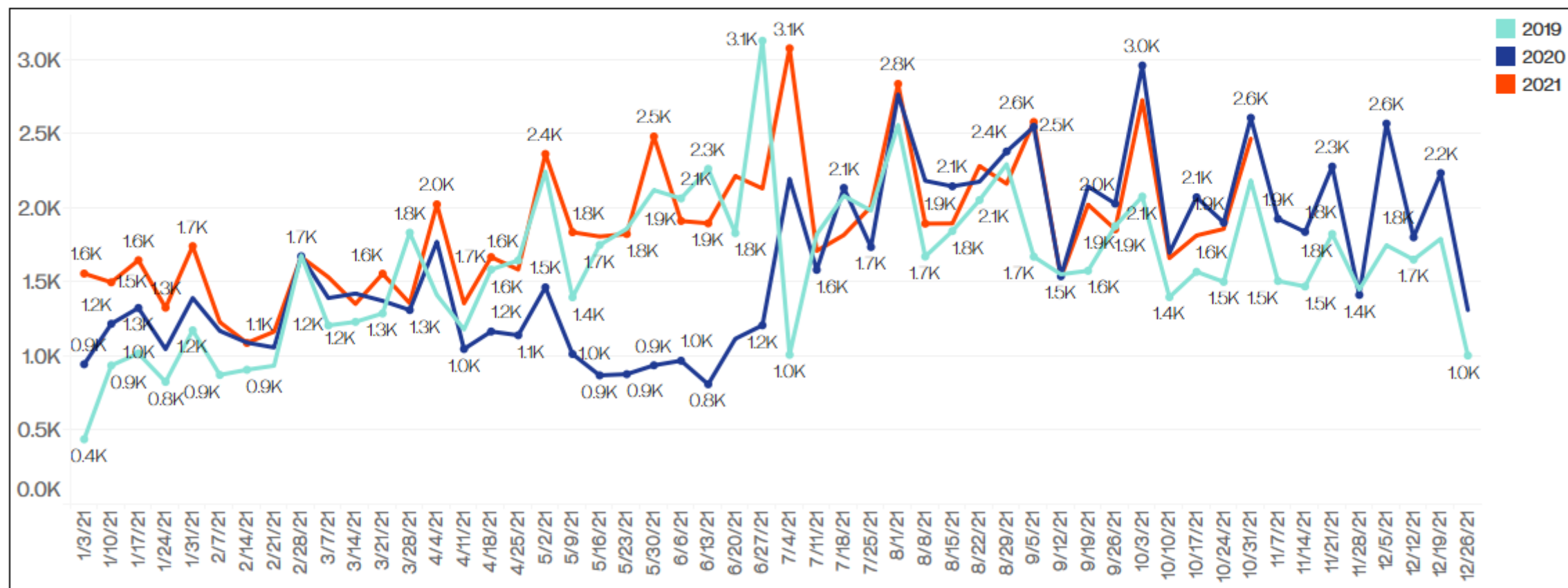
PA - New Purchase Contract to New Listing Ratio

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



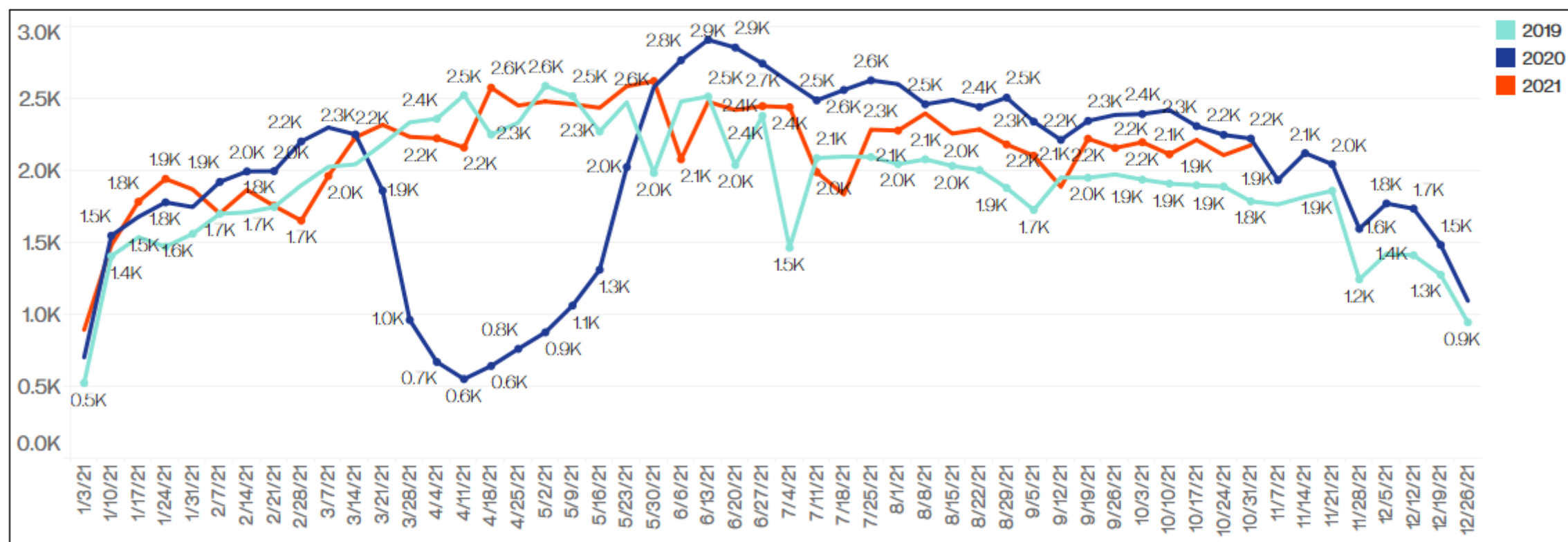
PA - New Closed Listings

- Closing levels landed at 112.9% compared to 2019 and 94.6% compared to the same week from October 2020.



PA - Weekly New Purchase Contracts

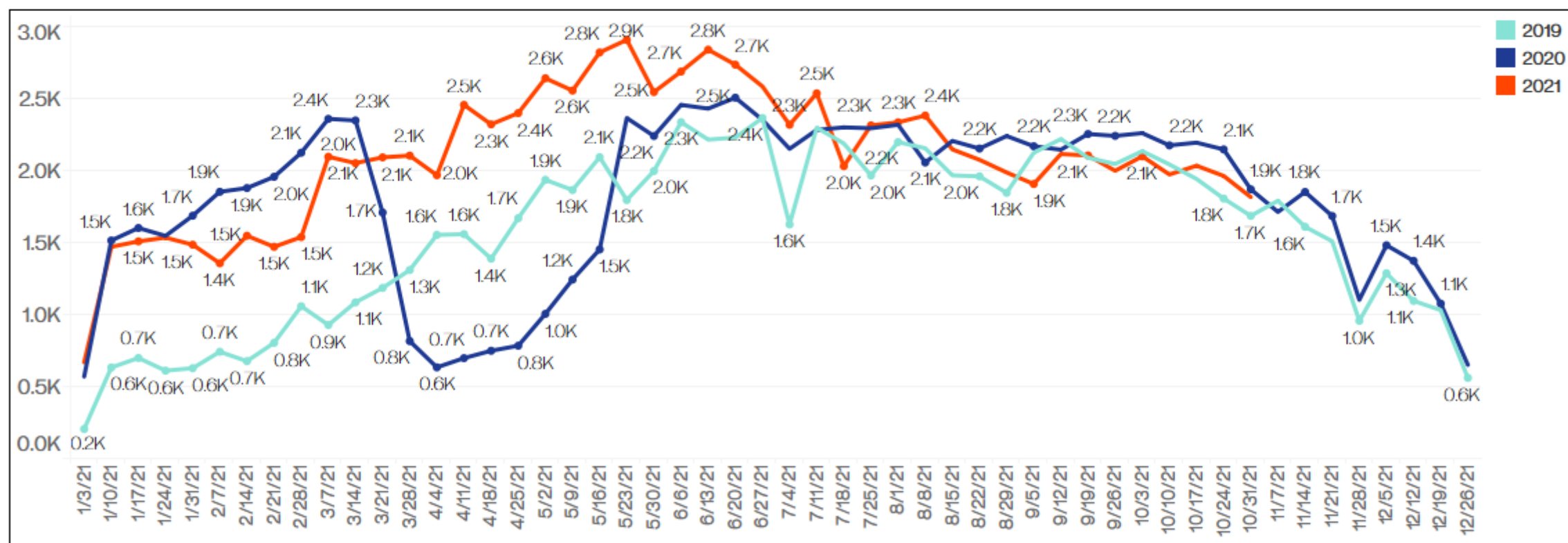
- New contract levels came in at 121.8% compared to 2019 and 97.9% of the same week from October 2020.



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

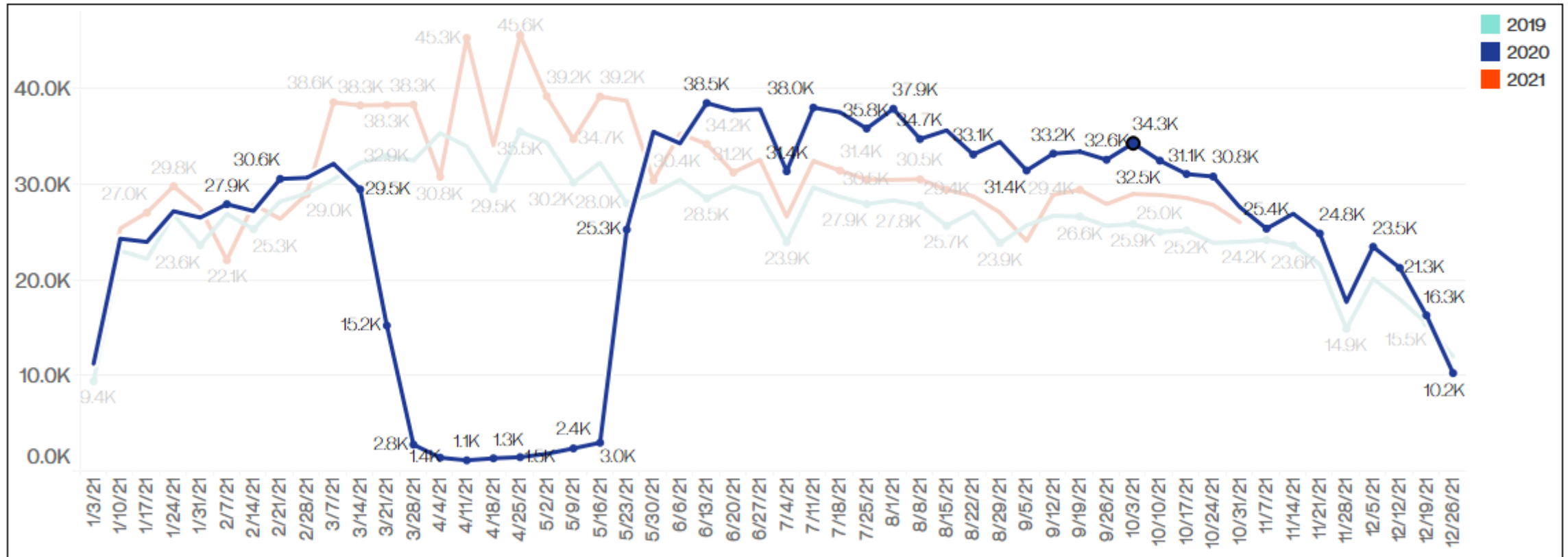
- PA's new listing levels tracked at 107.7% compared to 2019, and 97.1% of the same week from October 2020.



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

PA - Weekly Showing Activity

- Showing levels tracked at 108.6% of the same week from October 2019 and 94.3% compared to 2020.



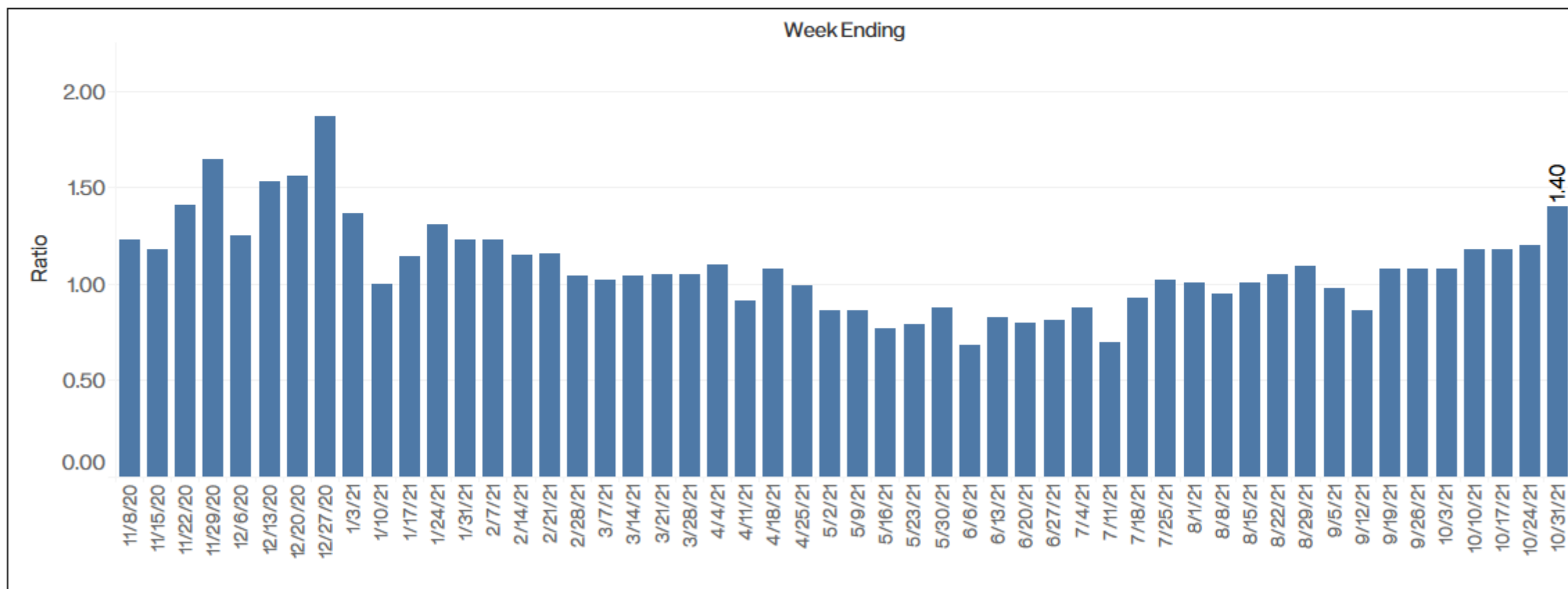
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Weekly Market Trends

Virginia

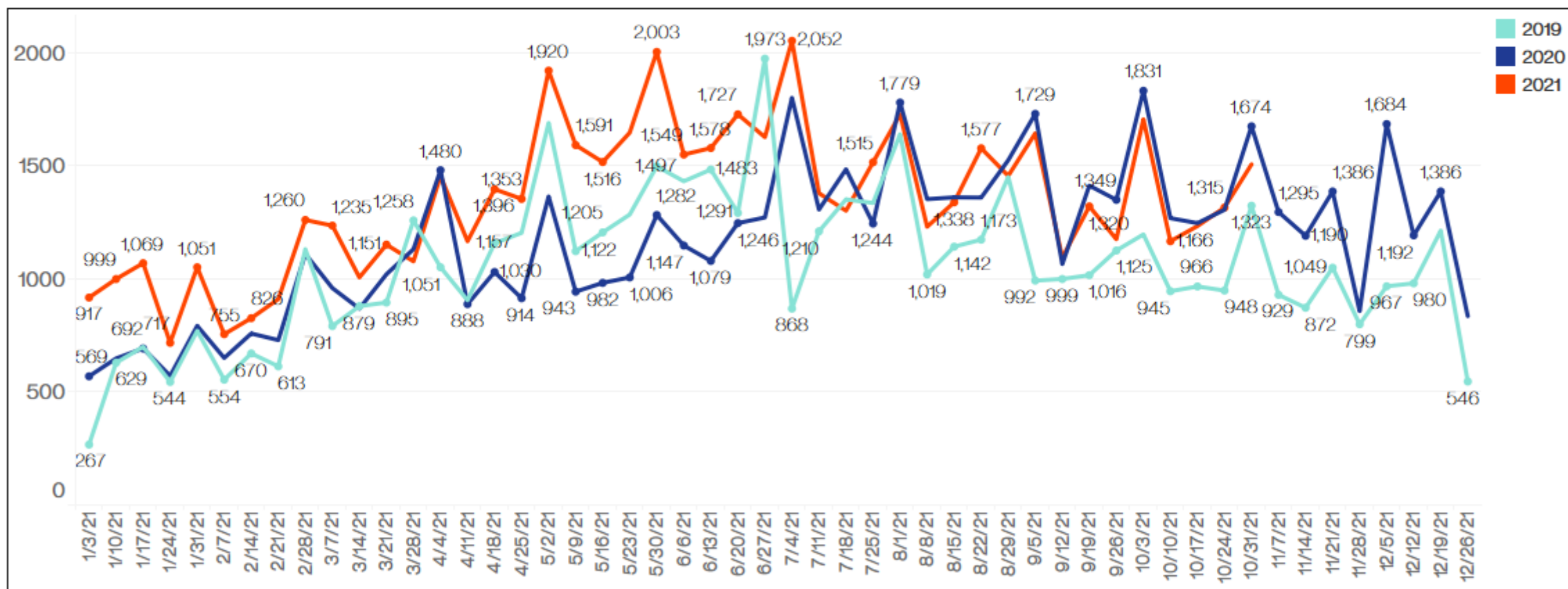
VA - New Purchase Contract to New Listing Ratio

- For the week, there were 140 new pending sales for ever 100 new listings.



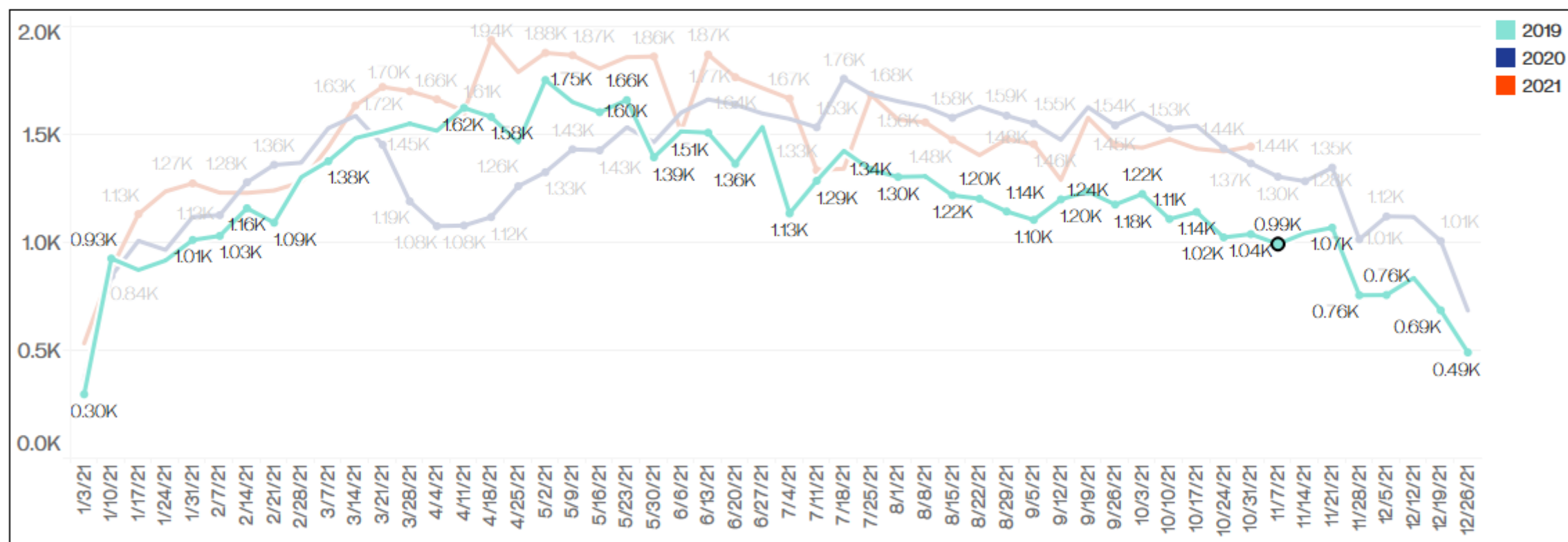
VA - New Closed Listings

- Closing levels landed at 113.8% compared to 2019 and 89.9% compared to the same week from October 2020.



VA - Weekly New Purchase Contracts

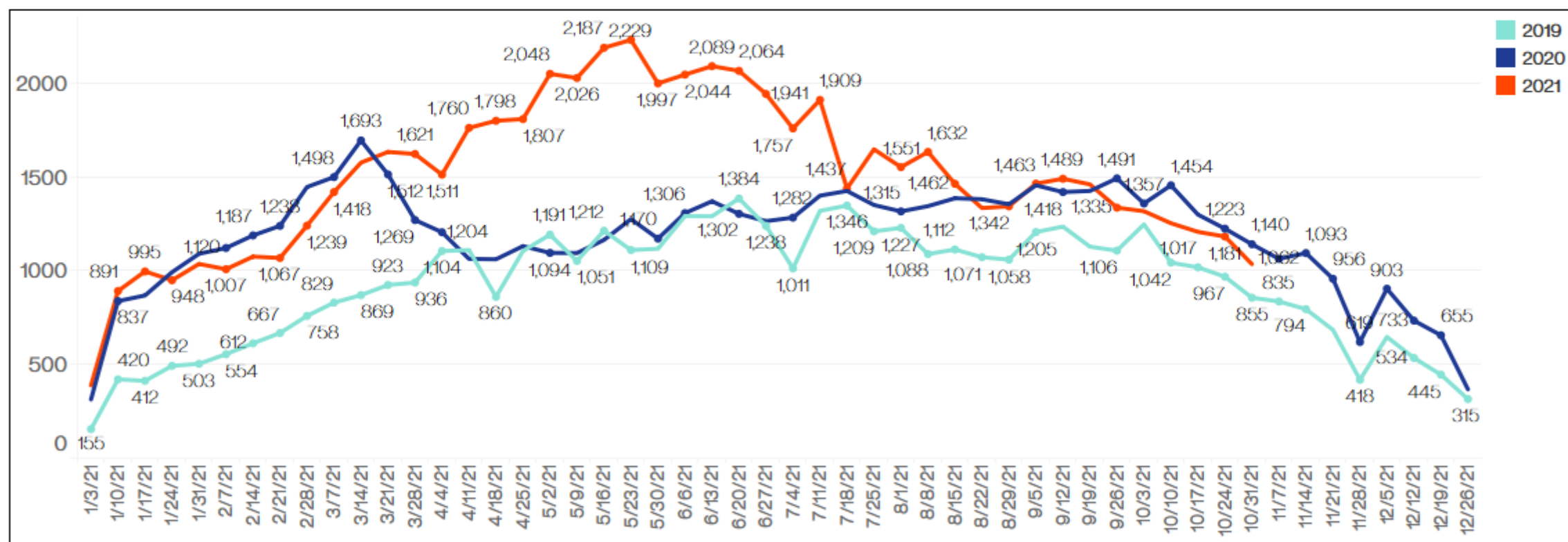
- New contract levels came in at 139.1% compared to 2019 and 105.7% of the same week from October 2020.



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

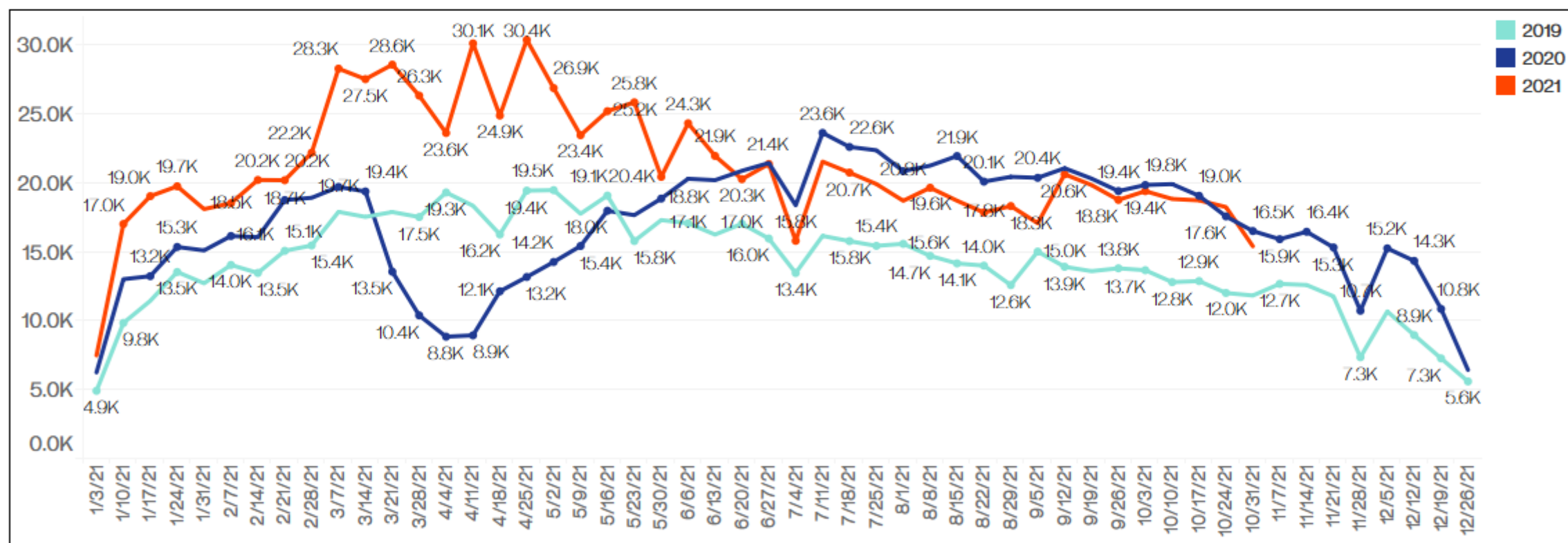
- VA's new listing levels tracked at 120.9% compared to 2019, 90.7% of the same week from October 2020.



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

VA - Weekly Showing Activity

- Showing levels tracked at 130.2% of the same week from October 2019 and 93.3% compared to 2020.



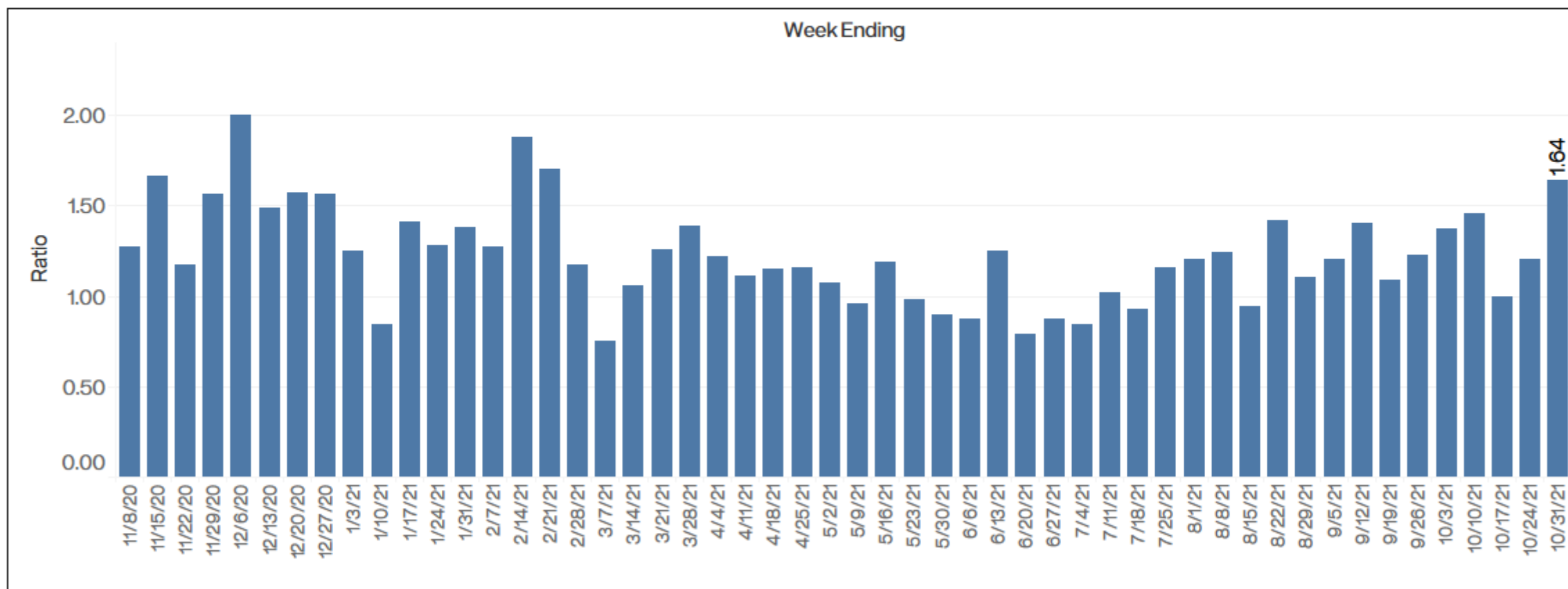
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Weekly Market Trends

West Virginia

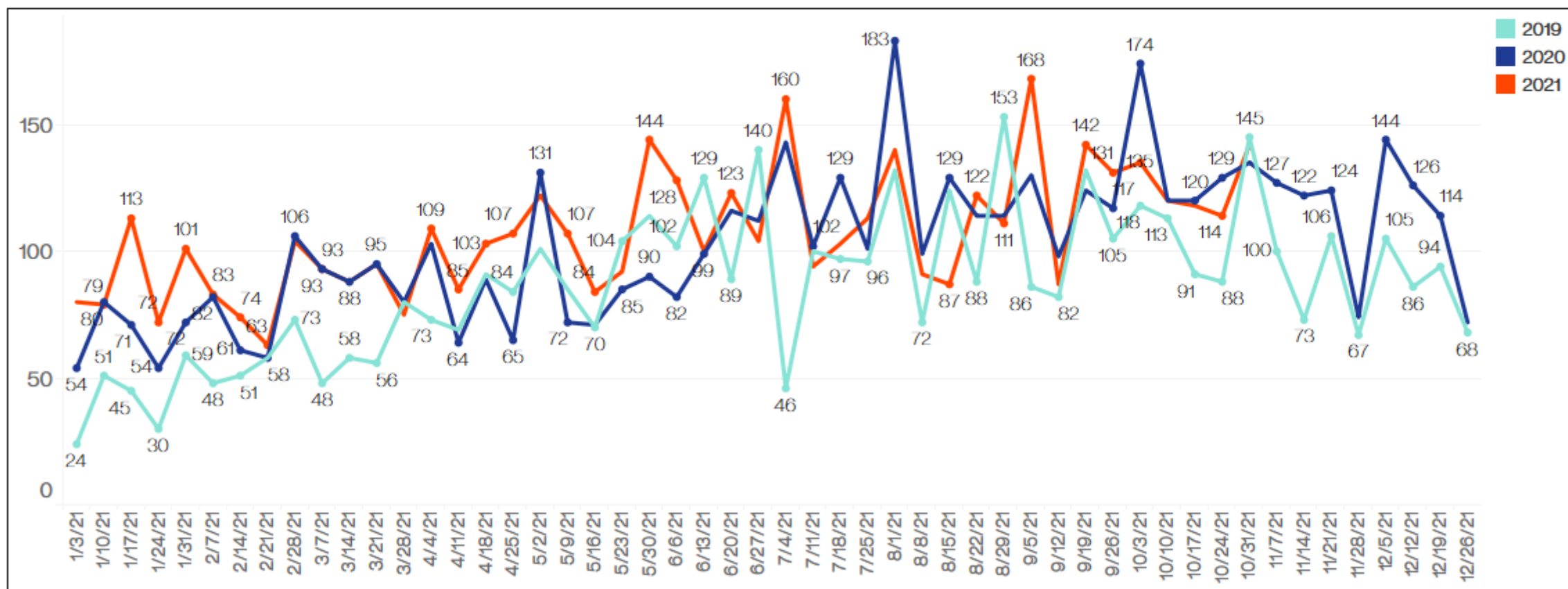
WV - New Purchase Contract to New Listing Ratio

- For the week, there were 164 new pending home sales for every 100 new listings.



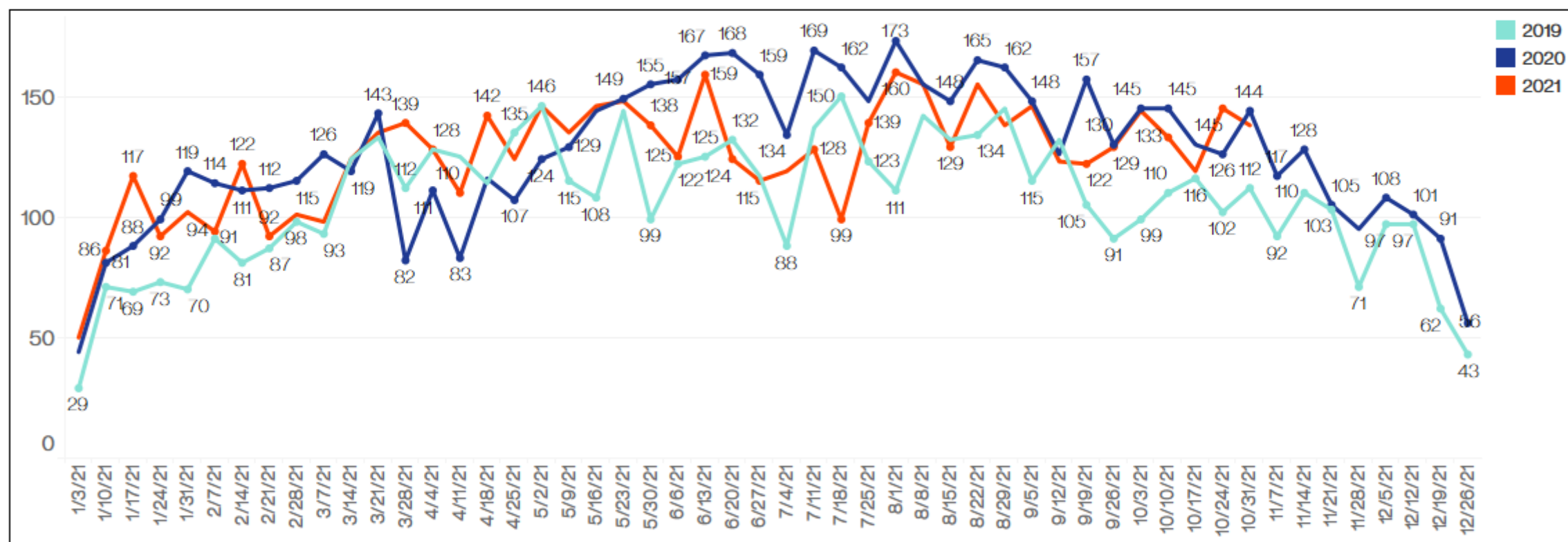
WV- New Closed Listings

- Closing levels landed at 97.9% compared to 2019 and 105.2% compared to the same week from October 2020.



WV- Weekly New Purchase Contracts

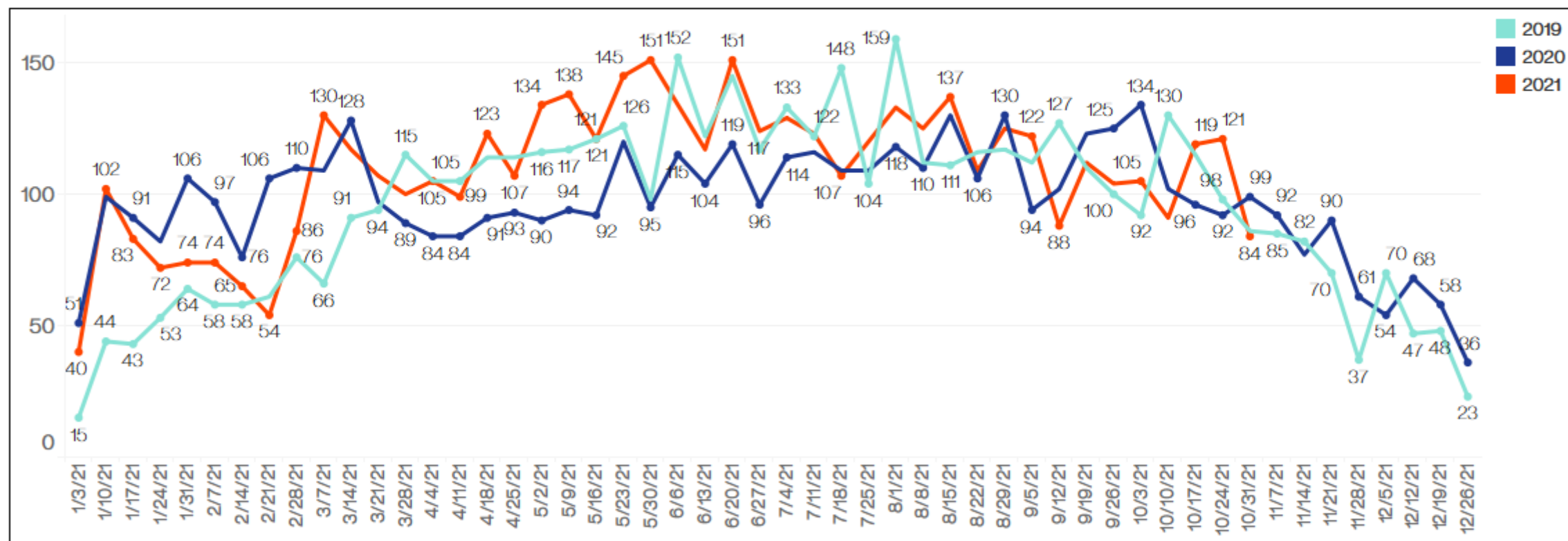
- New contract levels came in at 123.2% compared to 2019 and 95.8% of the same week from October 2020.



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

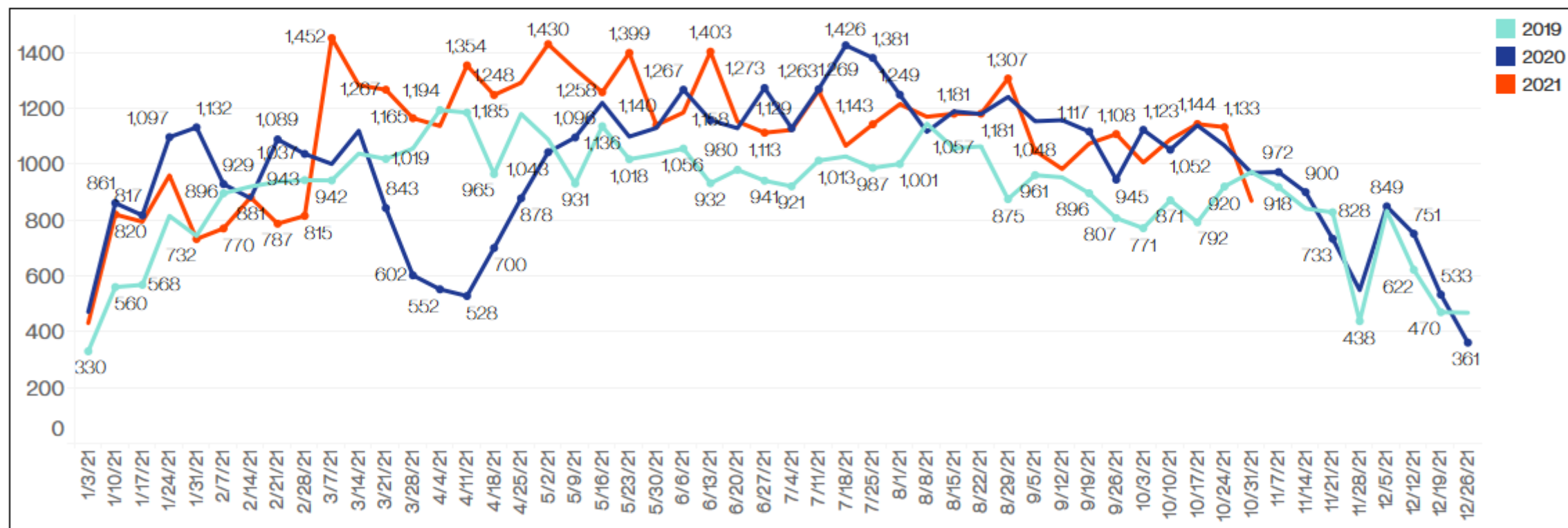
● WV's new listing levels tracked at 84.8% compared to 2019, 97.7% of the same week from October 2020.



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

WV- Weekly Showing Activity

- Showing levels tracked at 89.4% of the same week from October 2019 and 89.7% compared to 2020.



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