

Weekly Market Trends

Week of November 16th



OVERVIEW

- Despite the rising number of COVID cases, the regional real estate market remained in line with current trends and shows little sign of a significant fall-off soon:
 - Inventory levels volume stayed under 2019 (76.4%), as the slump properties for sale stayed unchanged.
 - New contract volume continued higher than a year ago. While better than 2019, new listings remained unable to keep up with the pace of pending home sales and showed no slowing of the inventory shortage.
 - Showing activity dipped in line with seasonal trends and continues on track to parity with 2019. WV fell under its year-ago volume.

Note : State-level charts can be found in the appendix.



Market Trends

Bright Footprint

1. Daily Inventory – “Coming Soon, Active and Temp Off”
2. Weekly “New Listings”
3. Weekly “New Purchase Contracts”
4. Weekly Number of “New Closed” Listings
5. Weekly Average Number of Days Between Purchase Contract Date and Closing Date
6. Weekly Showing Activity

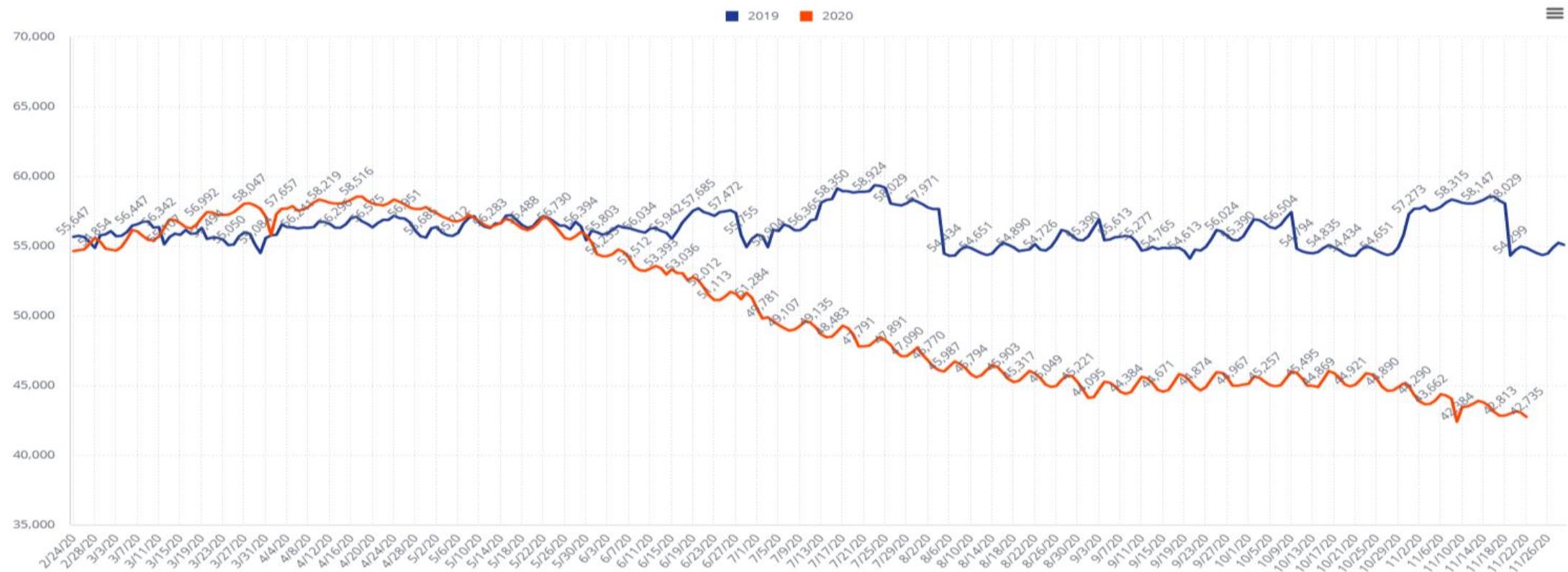
By State

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



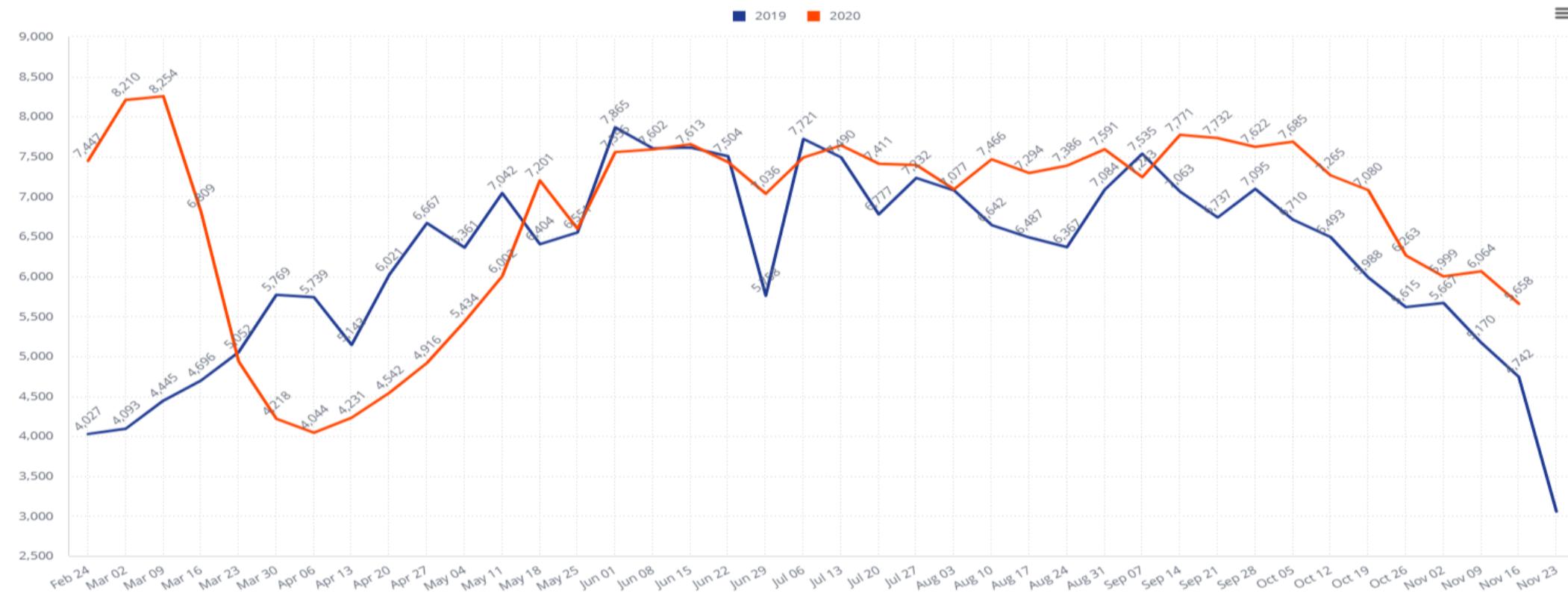
Weekly Inventory – Coming Soon, Active and Temp Off

Compared to last year, the total available inventory for the week placed at 76.4%.



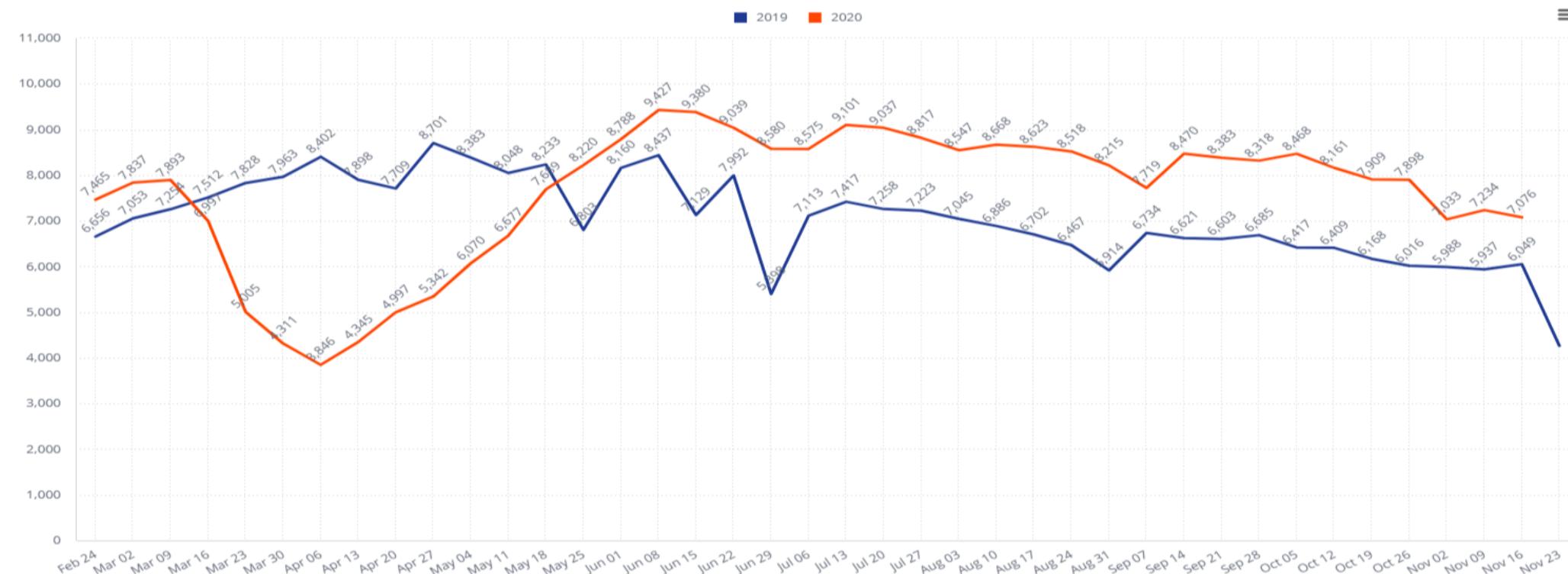
Weekly “New Listings”

- Despite the rise in COVID cases, new market listings remained strong at 119.3% the volume of the same week a year ago, with week to week trends in line with seasonal patterns.
- DC (150.6%) and VA (141.2%) continue to see improved new listing volume.



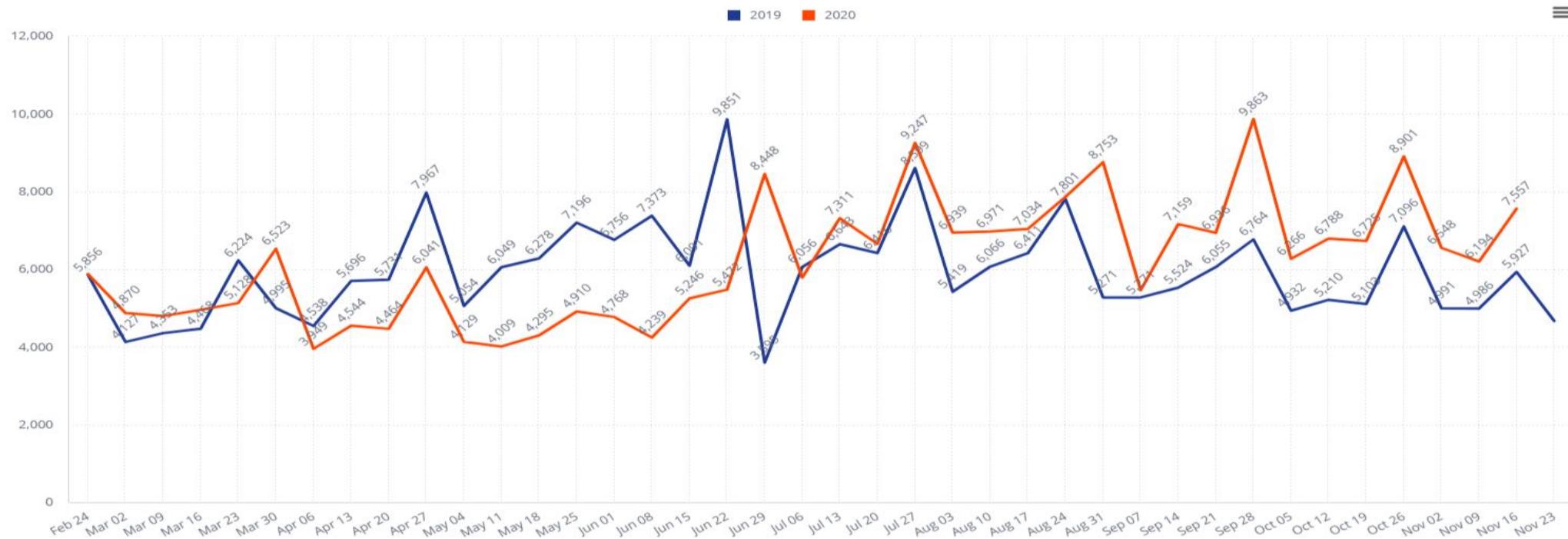
Weekly “New Purchase Contracts”

- New contract activity remained ahead of last year 117.0% the volume of the same week from 2019. With new contracts showing a smaller week to week declines than new listings, the inventory shortage shows little signs of slowing.
- VA (125.8%) and NJ (124.3%) saw notably higher activity.



Weekly Number of “New Closed” Listings

- New closing volume picked up moving into the latter half of the month, with the week at 127.5% of a year ago.
- Brisk activity occurred in VA (132.0%) and DE (132.1%).



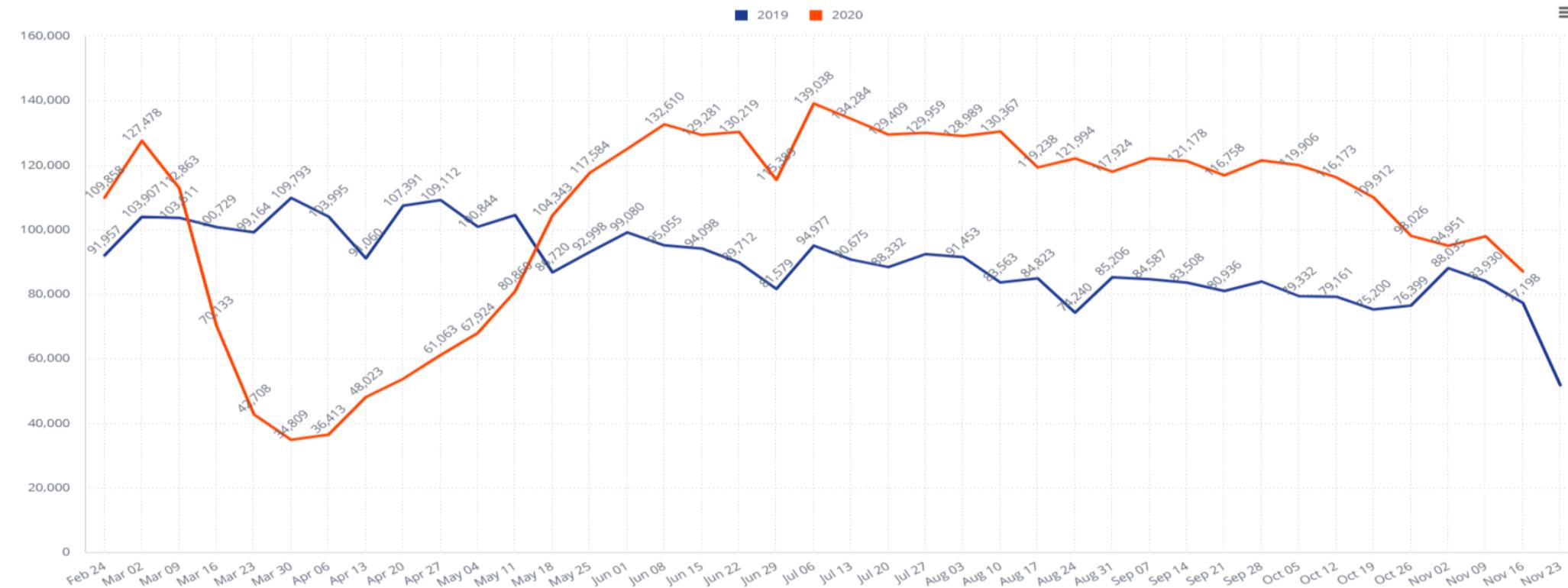
Weekly Average Number of Days Between Purchase Contract Date and Closing Date

The time between contract and closing (39.8 days) declined by two days.



Weekly Showing Activity

- Although tracking in line with seasonal trends, volume continues to move closer to 2019, this week at 112.7%.
- While VA activity (120.6%) stayed above 2019, WV (84.5%) fell below a year ago for the first time since August.
- PA - which suspended activity during the spring COVID outbreak –saw volume at 108.7% (down from 111.1%).



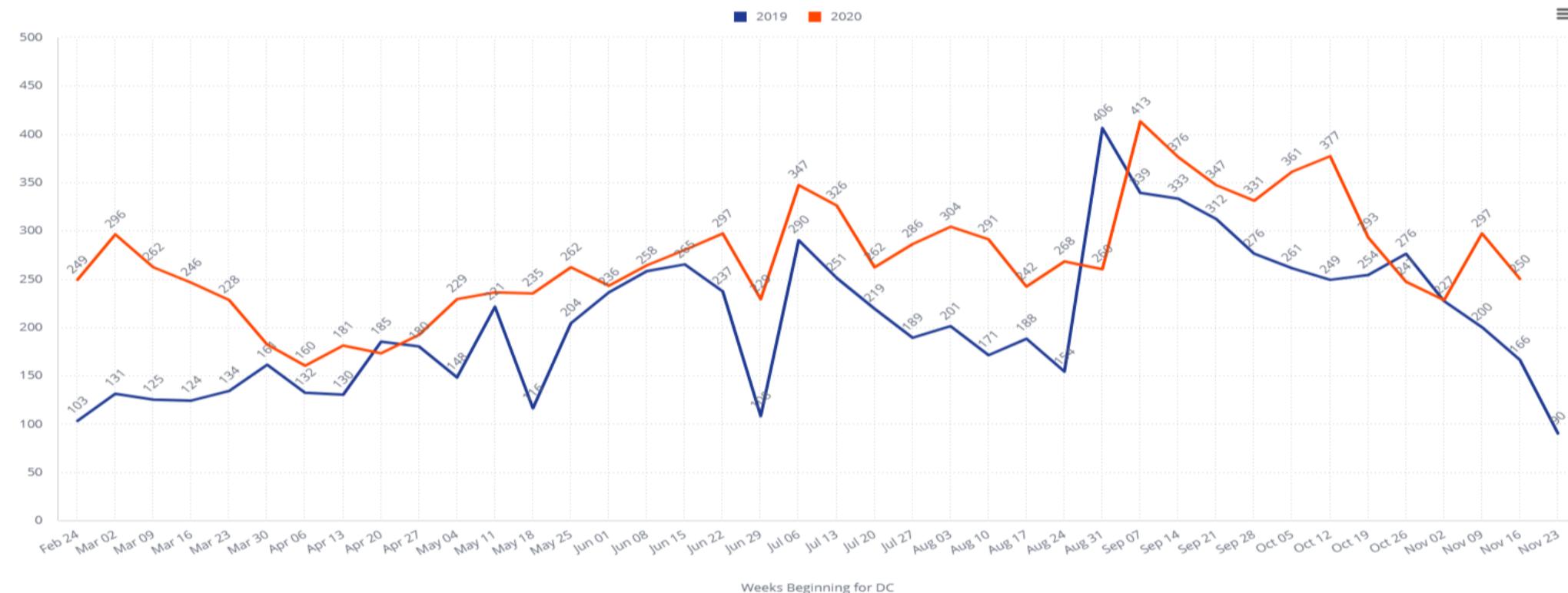
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

Appendix

COVID-19 Market Trends District of Columbia

Weekly “New Listings” for DC

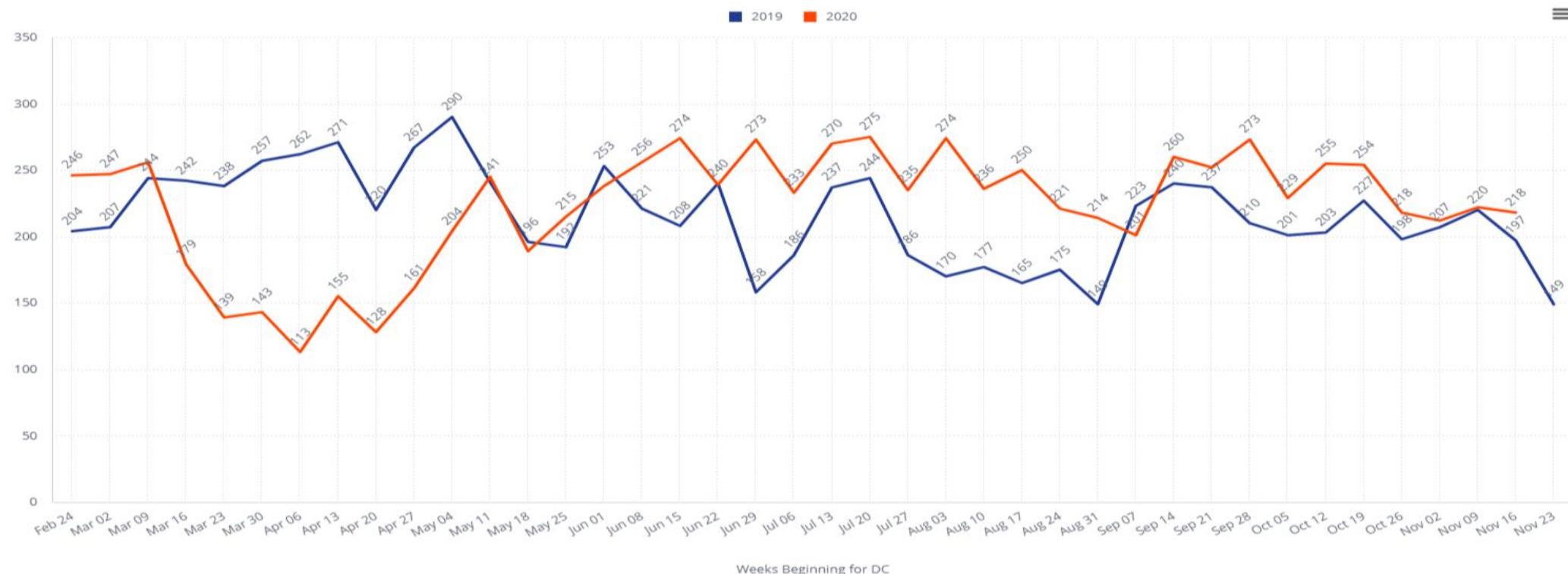
DC's new listing volume landed at 150.6% of the same week a year ago.



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

Weekly “New Purchase Contracts” for D.C.

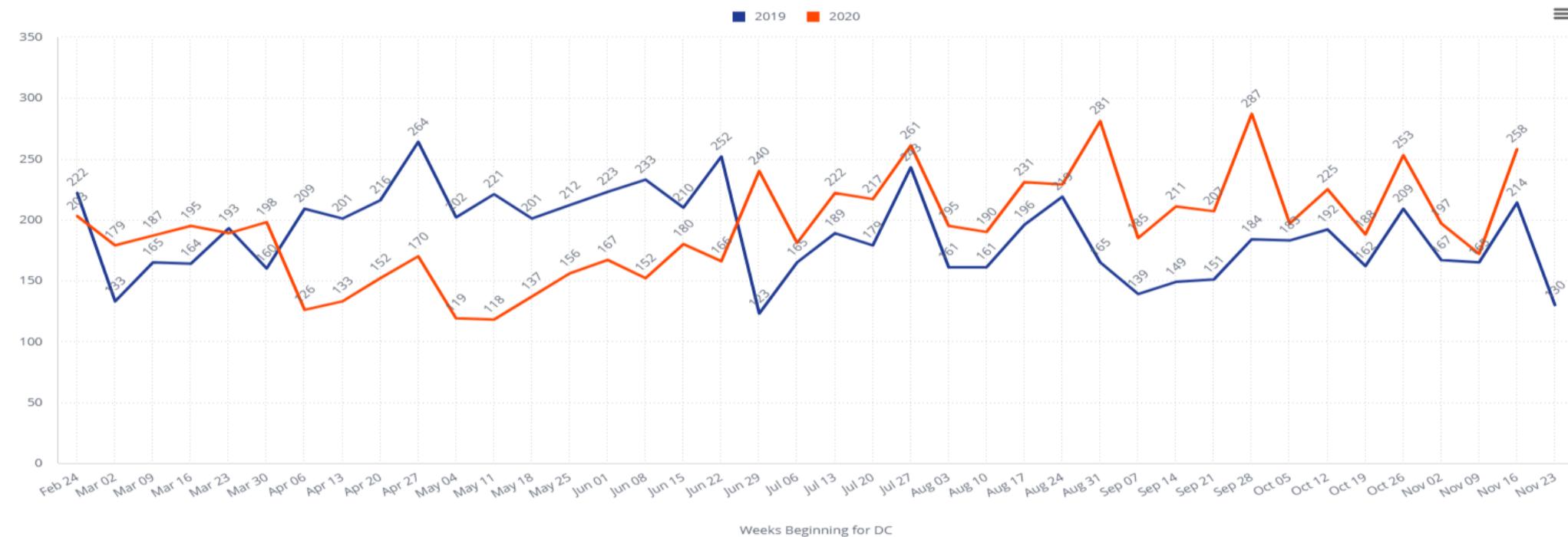
New contract activity tracked at 110.7% of 2019 same week levels.



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.

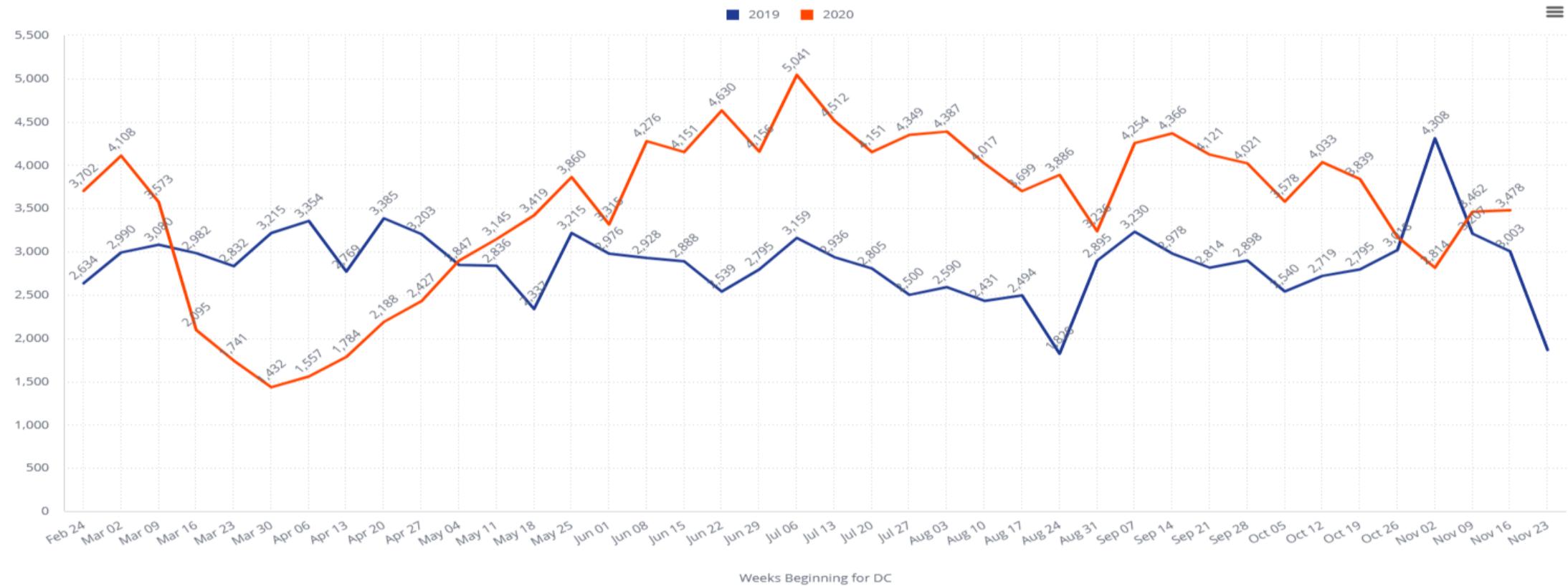
Weekly Number of “New Closed” Listings for DC

New closing activity came in at 120.6% versus the same week from November 2019.



Weekly Showing Activity for DC

Showing volume paced at 115.8% of the same week a year ago.

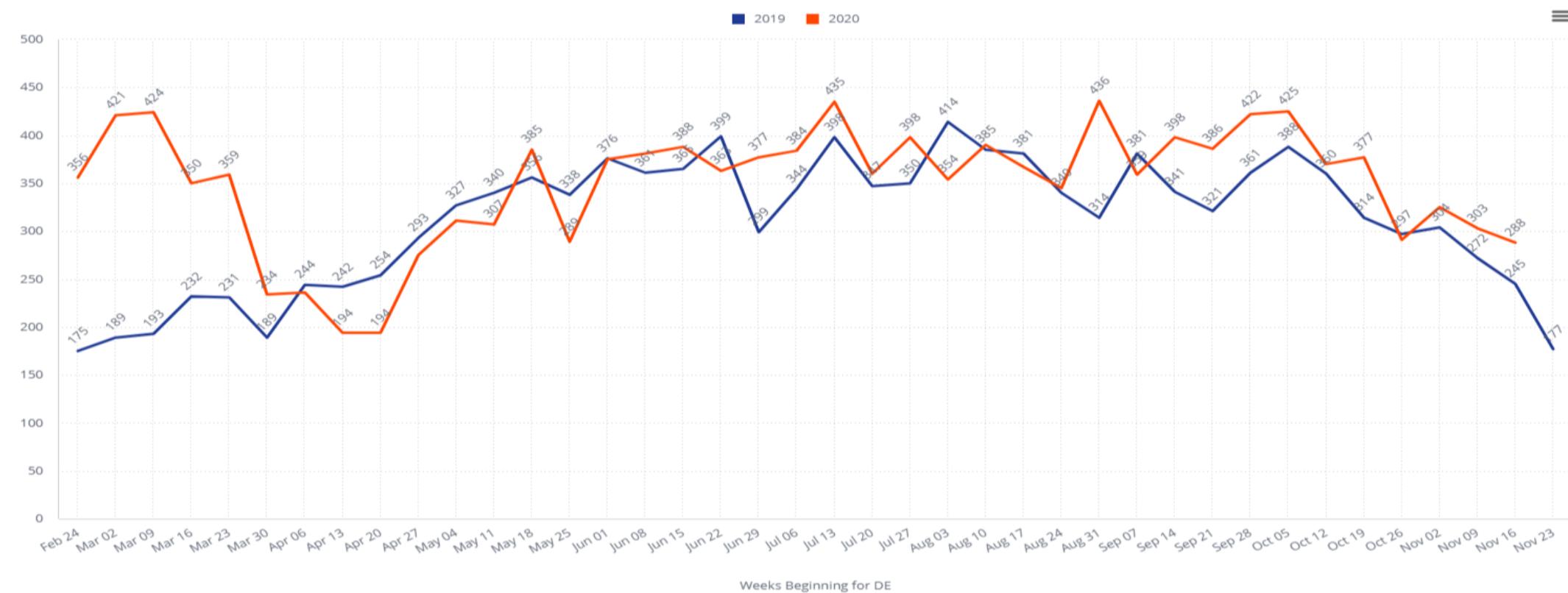


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COVID-19 Market Trends Delaware

Weekly “New Listings” for DE

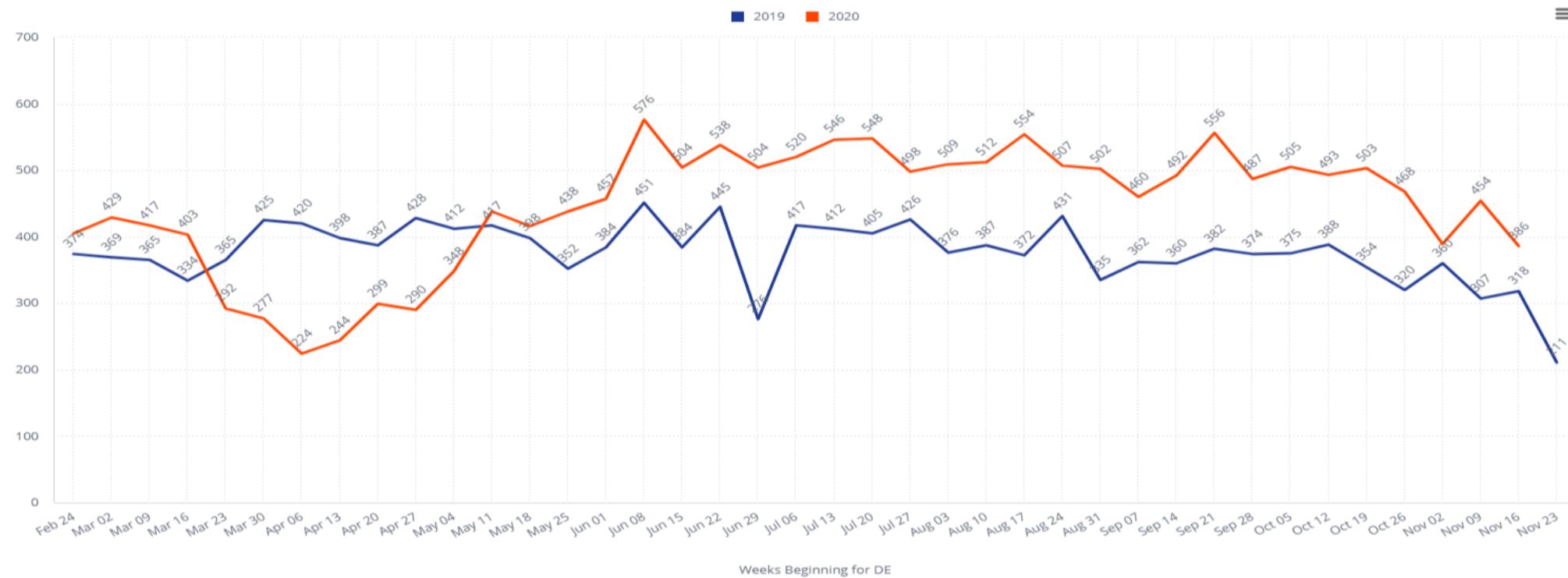
DE's new listing volume landed at 117.6% of the same week a year ago.



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

Weekly “New Purchase Contracts” for DE

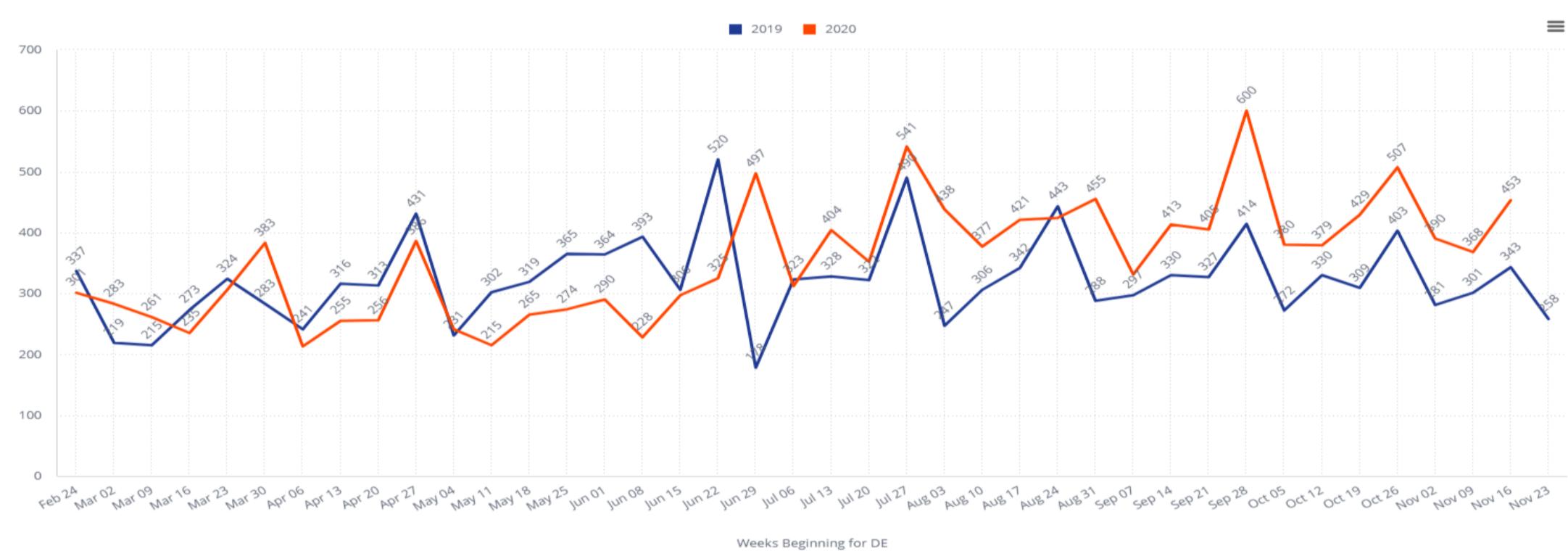
New contract activity tracked at 121.4% of 2019 same week levels.



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.

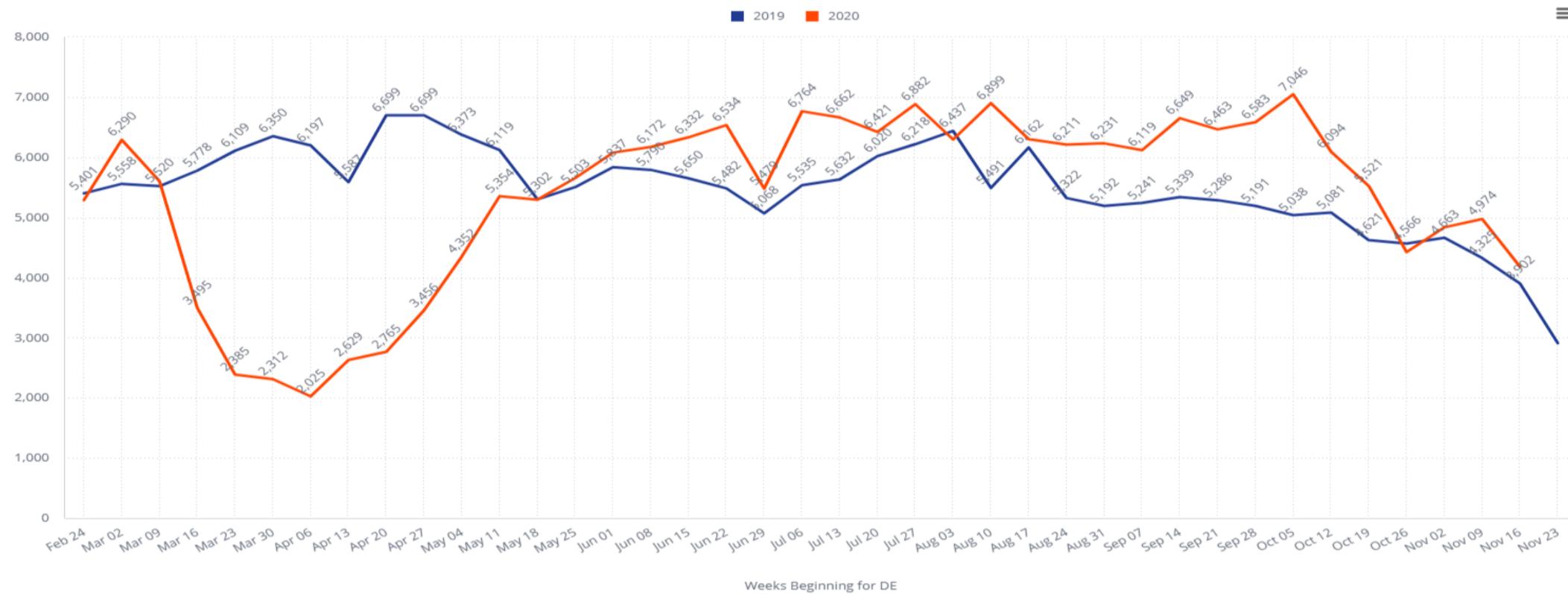
Weekly Number of “New Closed” Listings for DE

New closing activity came in at 132.1% versus the same week from November 2019.



Weekly Showing Activity for DE

Showing volume paced at 107.2% of the same week a year ago.



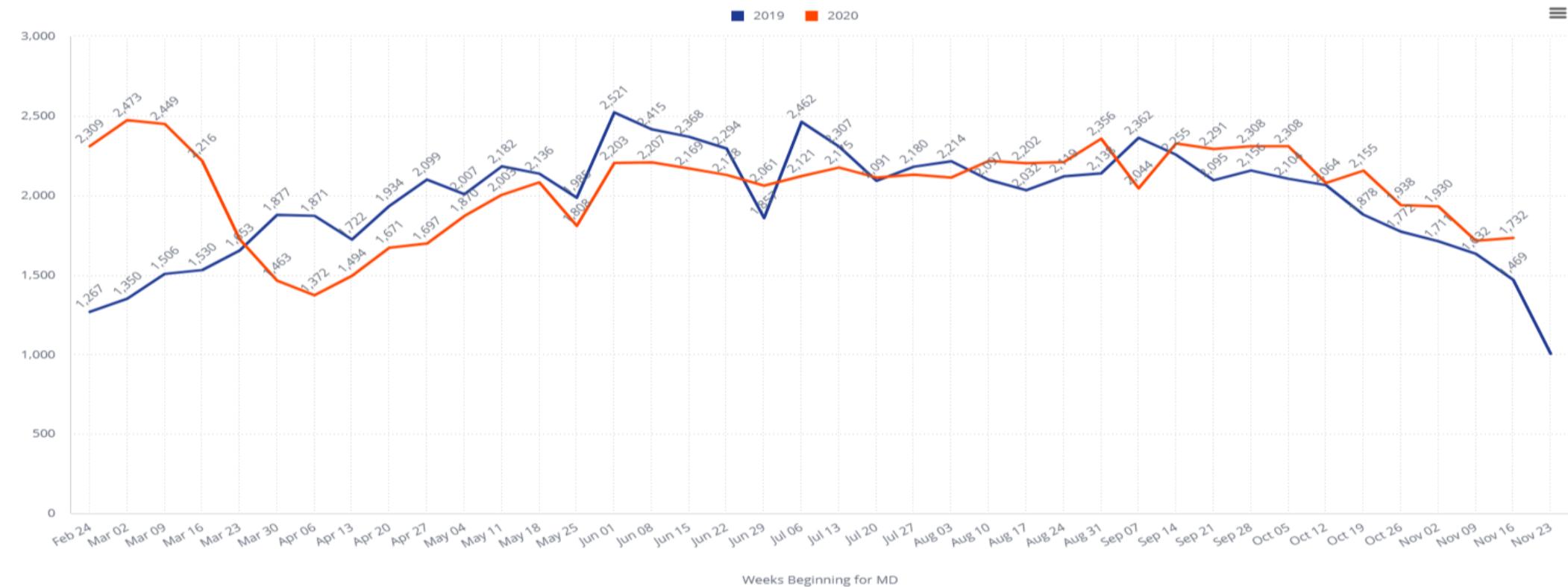
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COVID-19 Market Trends Maryland



Weekly “New Listings” for MD

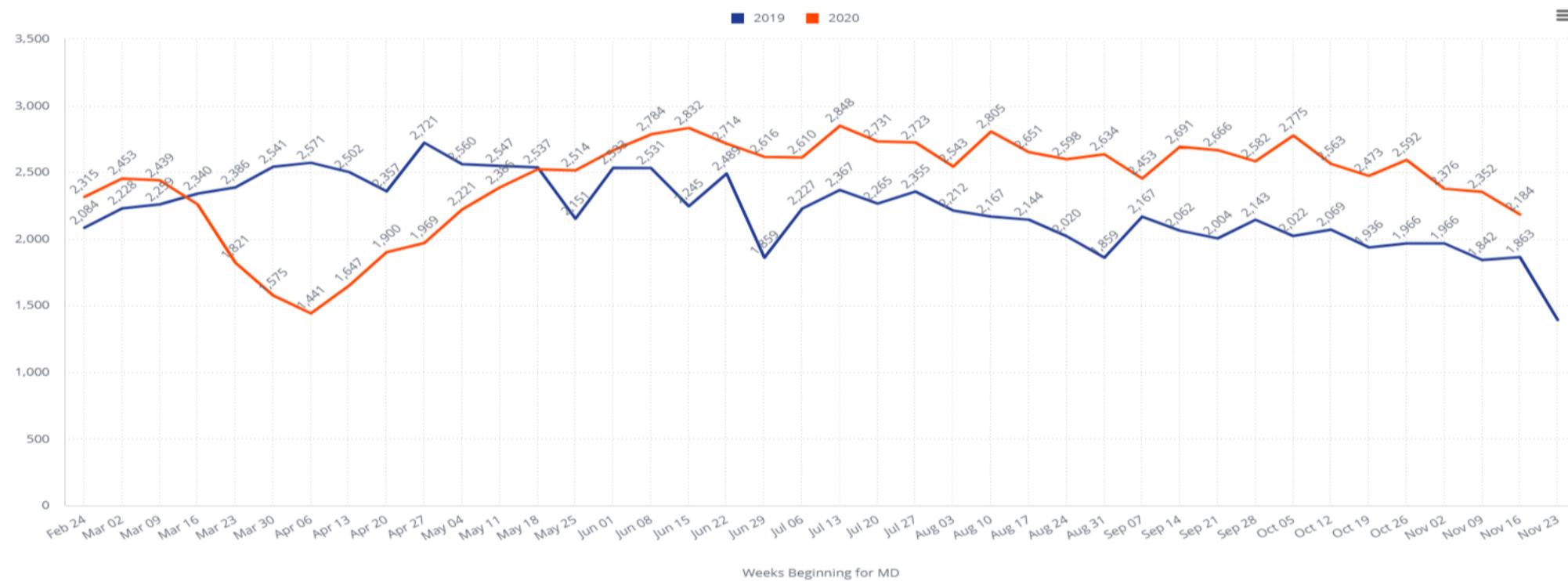
MD's new listing volume landed at 117.9% of the same week a year ago.



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

Weekly “New Purchase Contracts” for MD

New contract activity tracked at 117.2% of 2019 same week levels.



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.

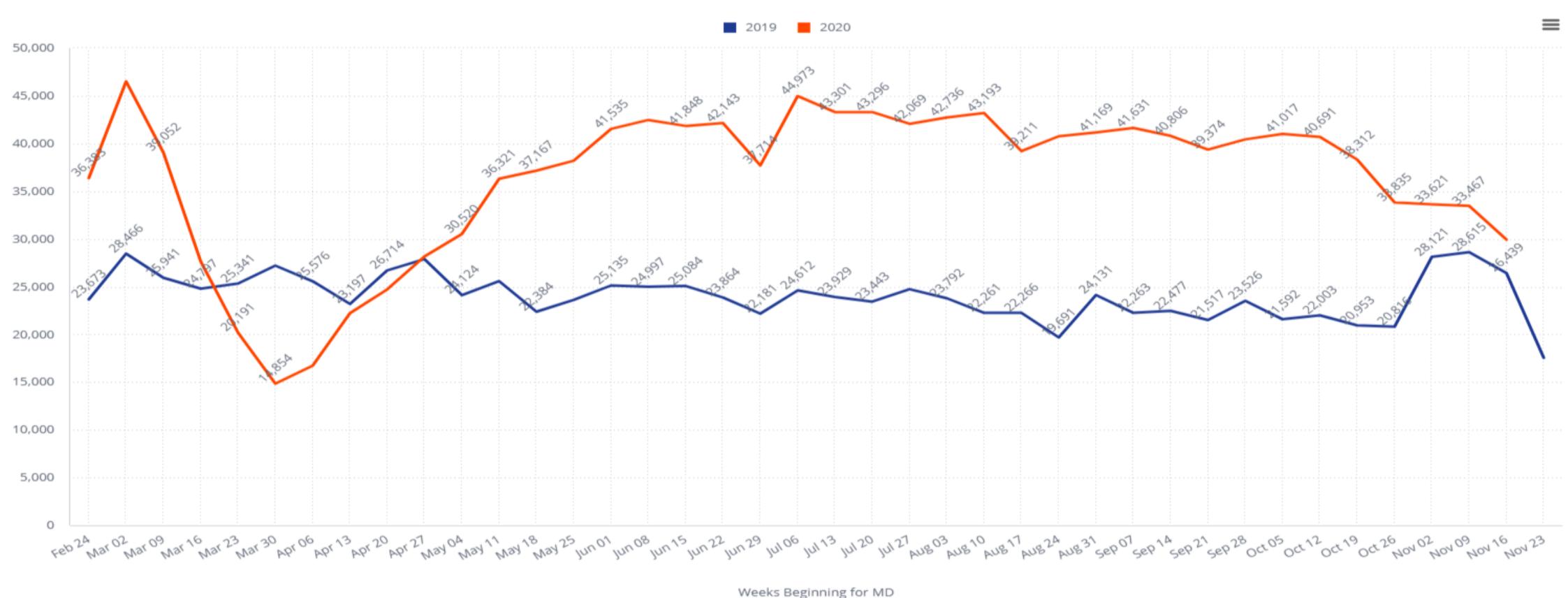
Weekly Number of “New Closed” Listings for MD

New closing activity came in at 131.5% versus the same week from November 2019.



Weekly Showing Activity for MD

Showing volume paced at 113.2% of the same week a year ago.



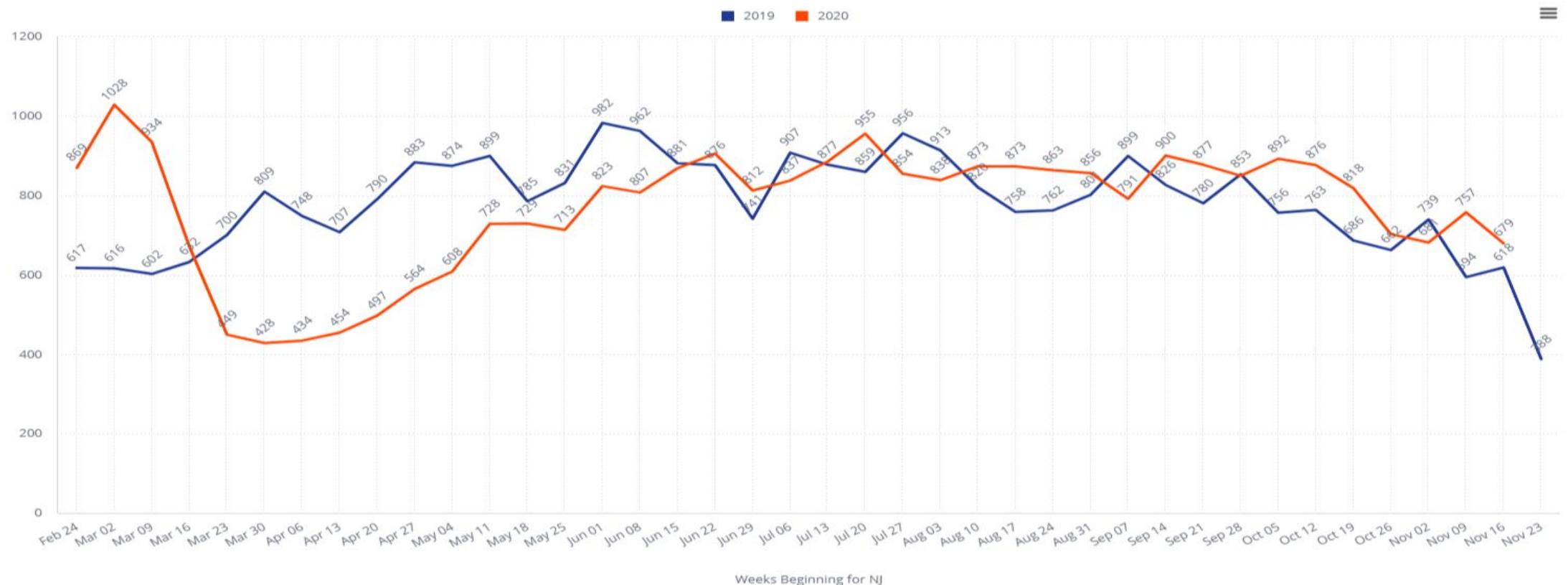
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COVID-19 Market Trends New Jersey



Weekly “New Listings” for NJ

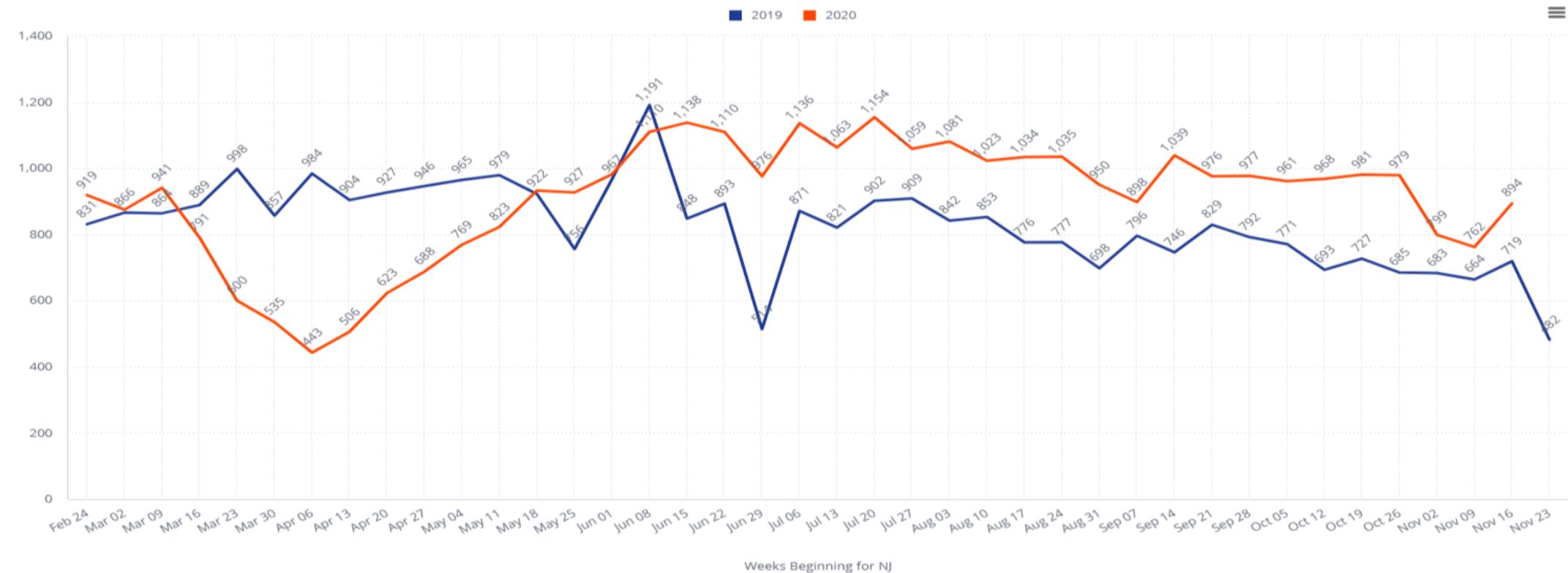
NJ's new listing volume landed at 109.9% of the same week a year ago.



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

Weekly “New Purchase Contracts” for NJ

New contract activity tracked at 124.3% of 2019 same week levels.



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.

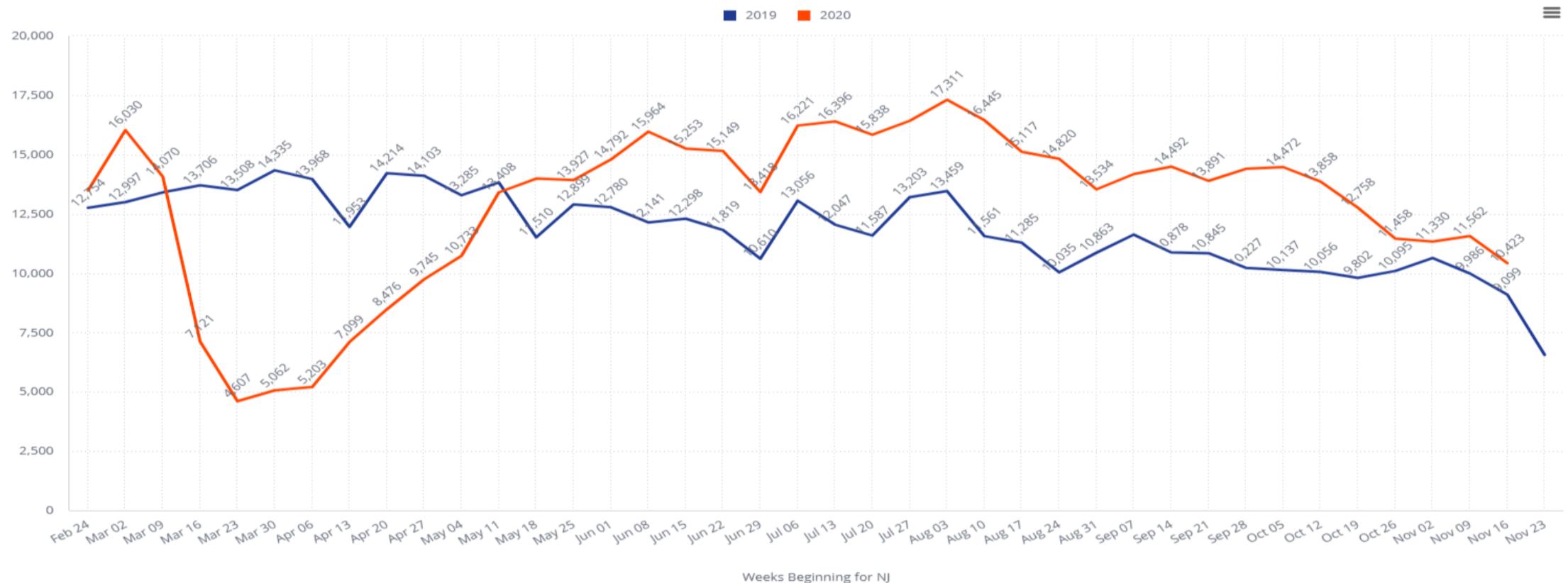
Weekly Number of “New Closed” Listings for NJ

New closing activity came in at 119.2% versus the same week from November 2019.



Weekly Showing Activity for NJ

Showing volume paced at 114.6% of the same week a year ago.



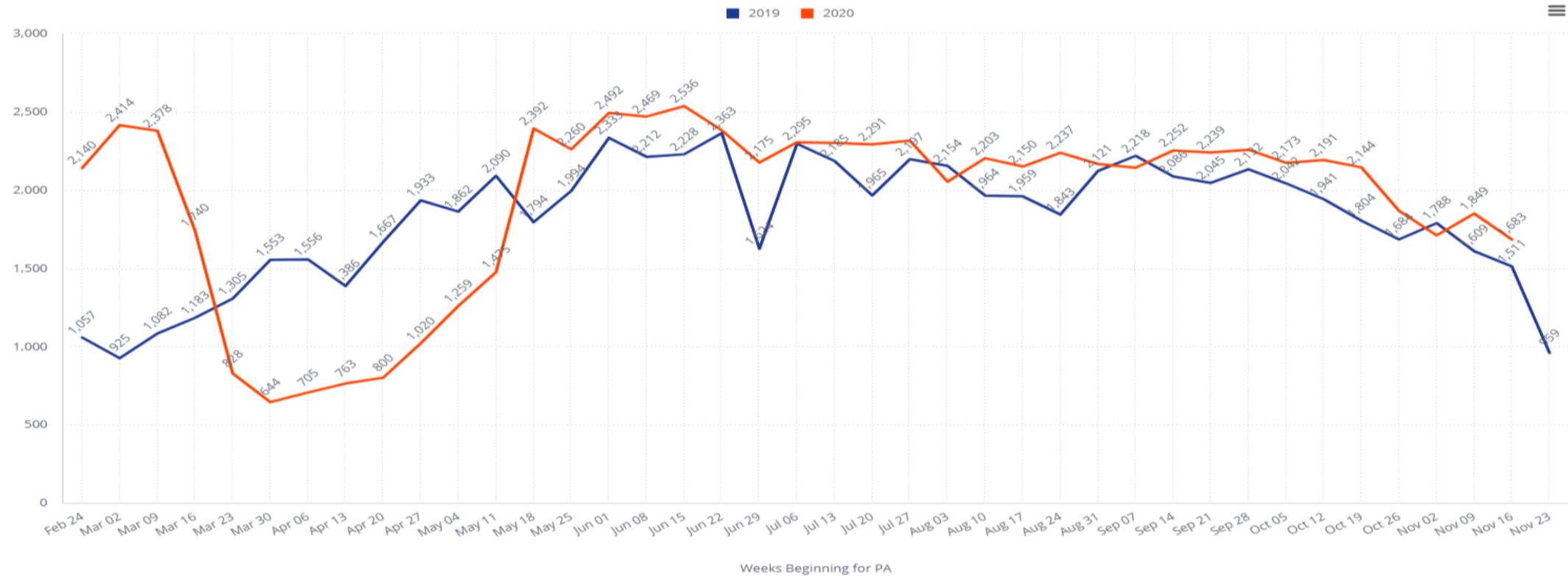
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

COVID-19 Market Trends Pennsylvania



Weekly “New Listings” for PA

PA's new listing volume landed at 111.4% of the same week a year ago.



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

Weekly “New Purchase Contracts” for PA

New contract activity tracked at 110.0% of 2019 same week levels.



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

New closing activity came in at 125.0% versus the same week from November 2019.



Weekly Showing Activity for PA

Showing volume paced at 108.7% of the same week a year ago.



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.

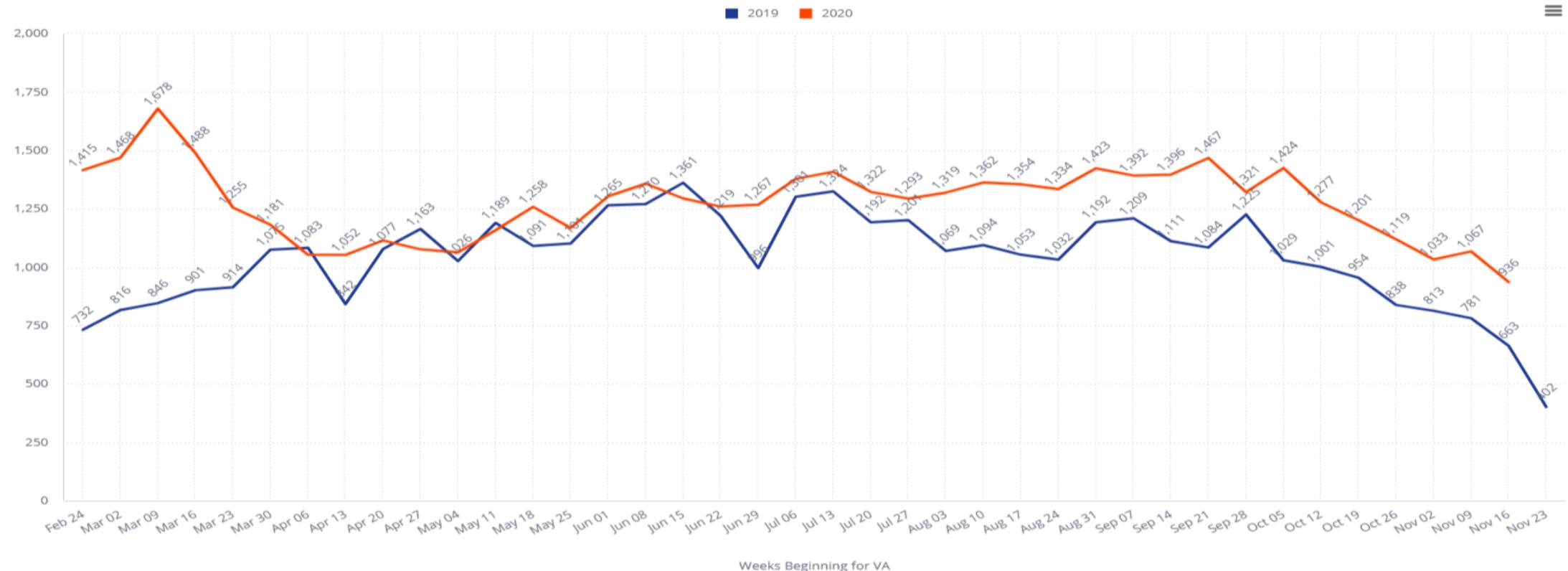
COVID-19 Market Trends

Virginia



Weekly “New Listings” for VA

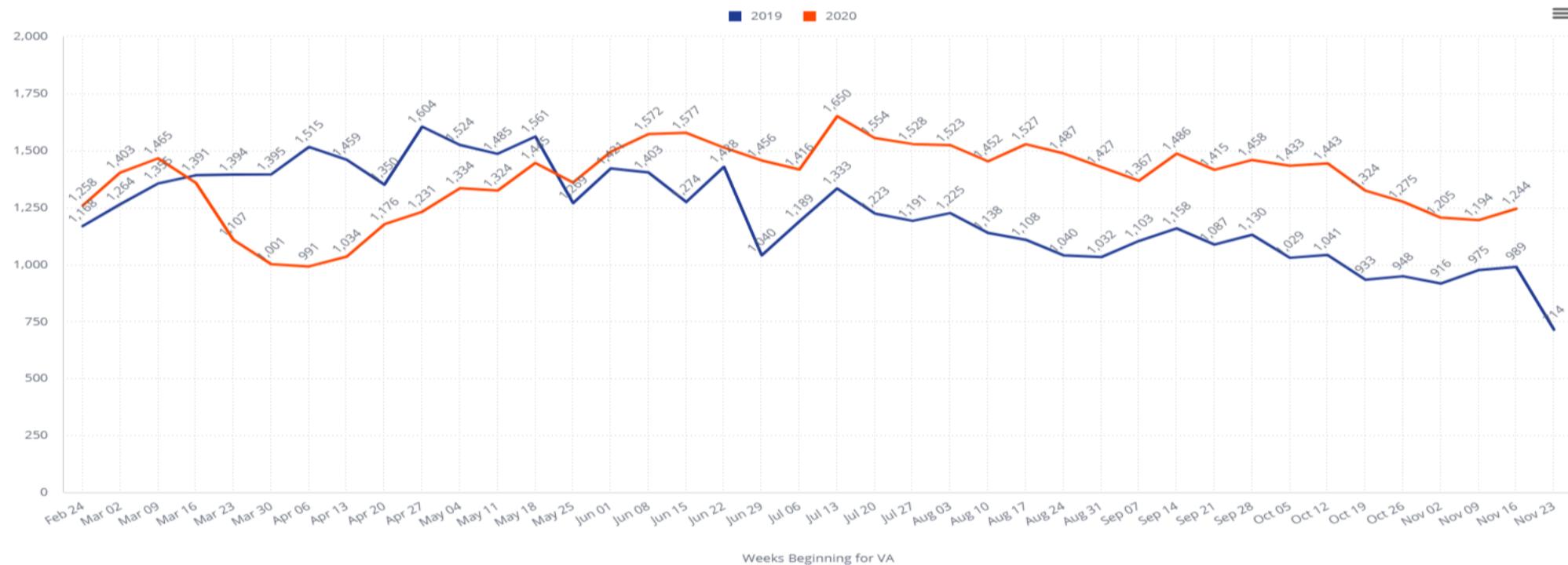
VA's new listing volume landed at 141.2% of the same week a year ago.



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

Weekly “New Purchase Contracts” for VA

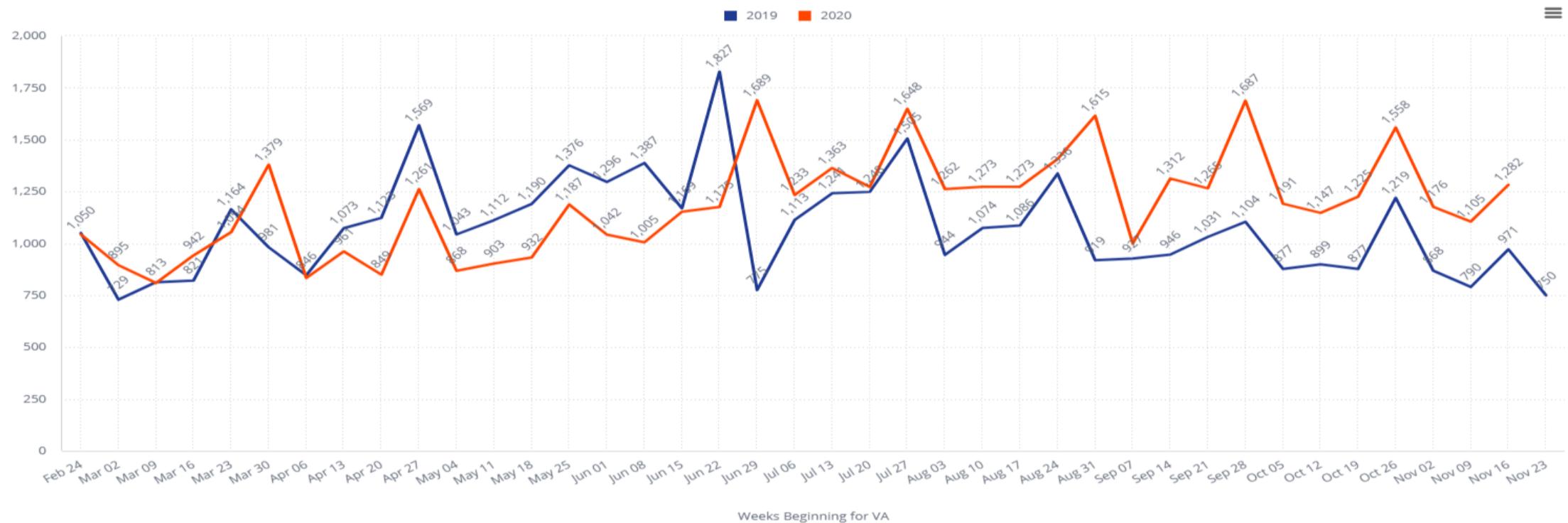
New contract activity tracked at 125.8% of 2019 same week levels.



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.

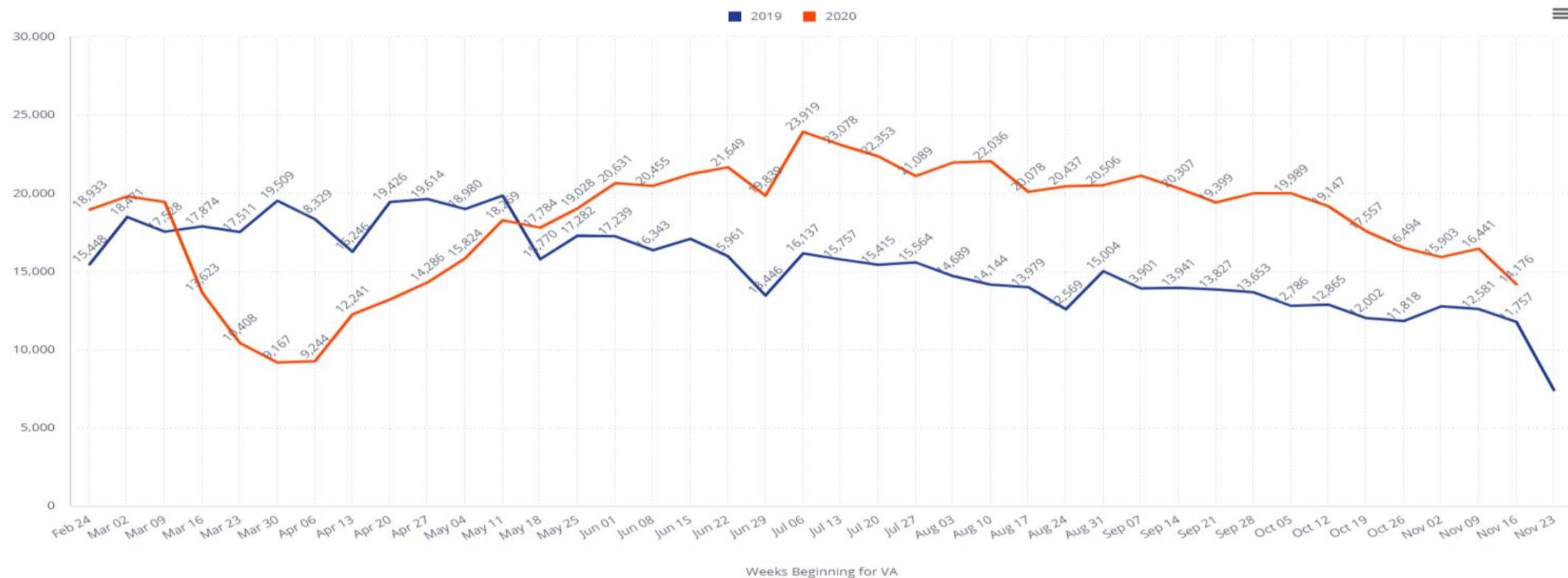
Weekly Number of “New Closed” Listings for VA

New closing activity came in at 132.0% versus the same week from November 2019.



Weekly Showing Activity for VA

Showing volume paced at 120.6% of the same week a year ago.



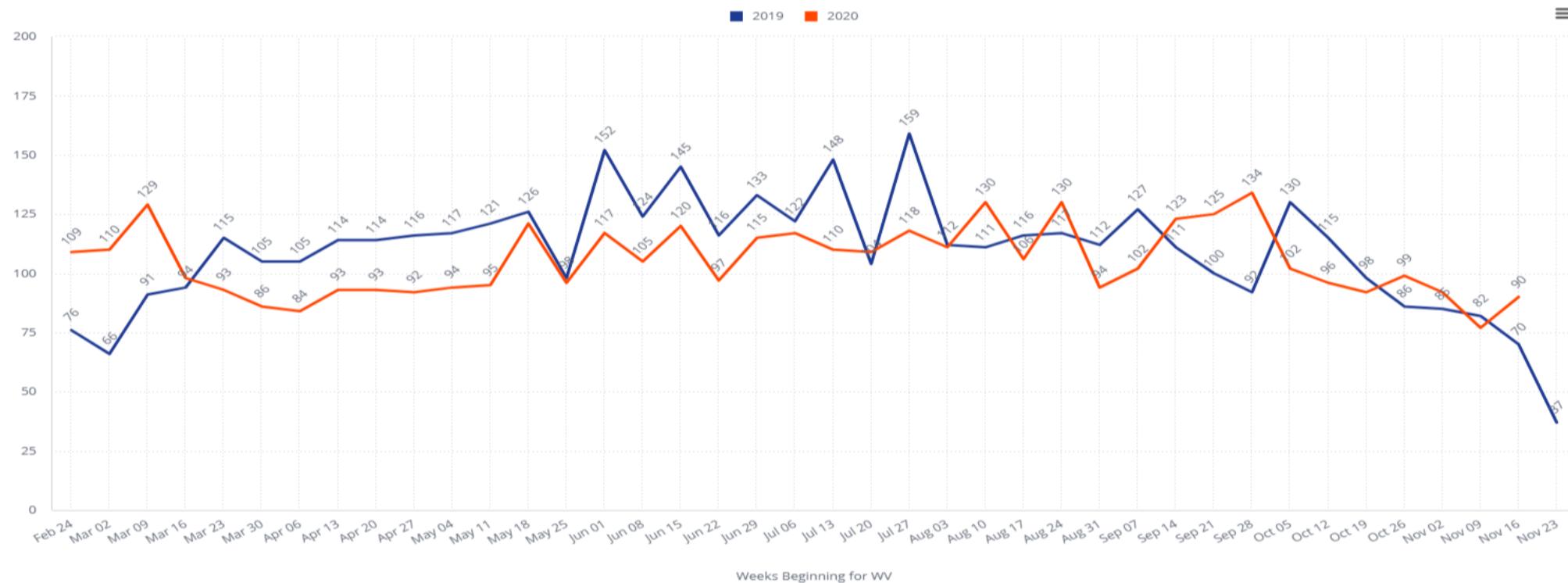
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COVID-19 Market Trends West Virginia



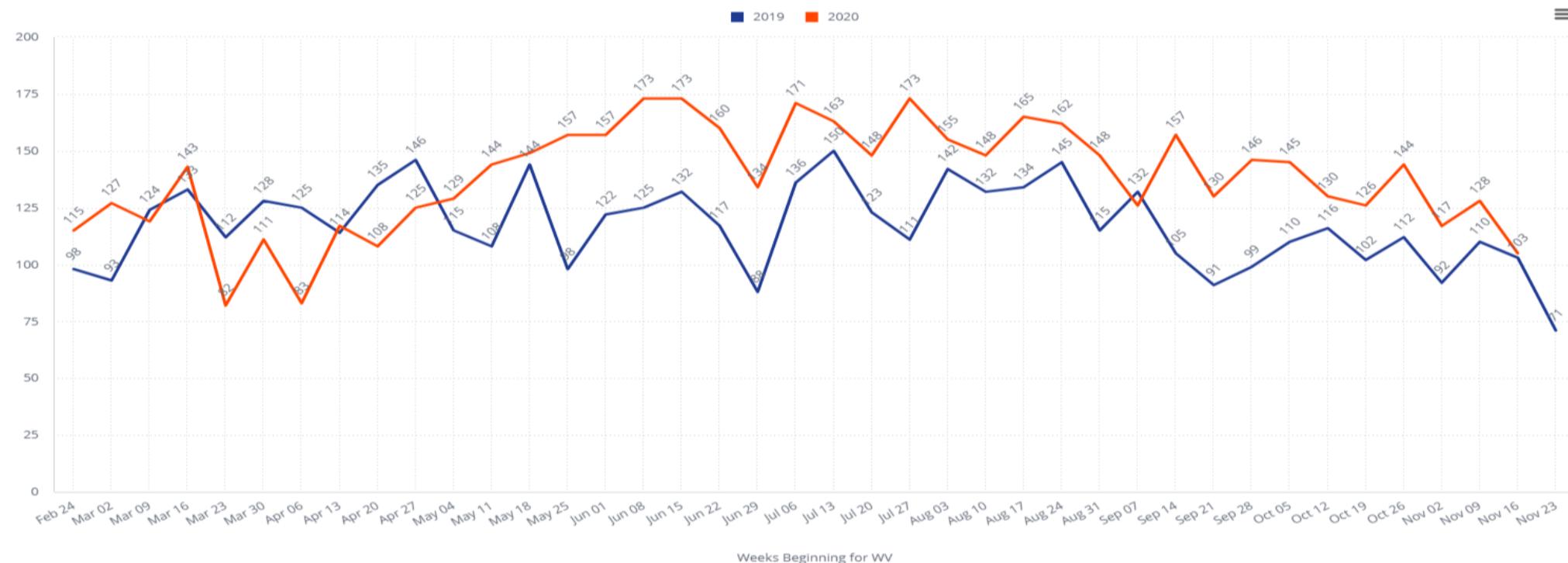
Weekly “New Listings” for WV

WV's new listing volume landed at 128.6% of the same week a year ago.



Weekly “New Purchase Contracts” for WV

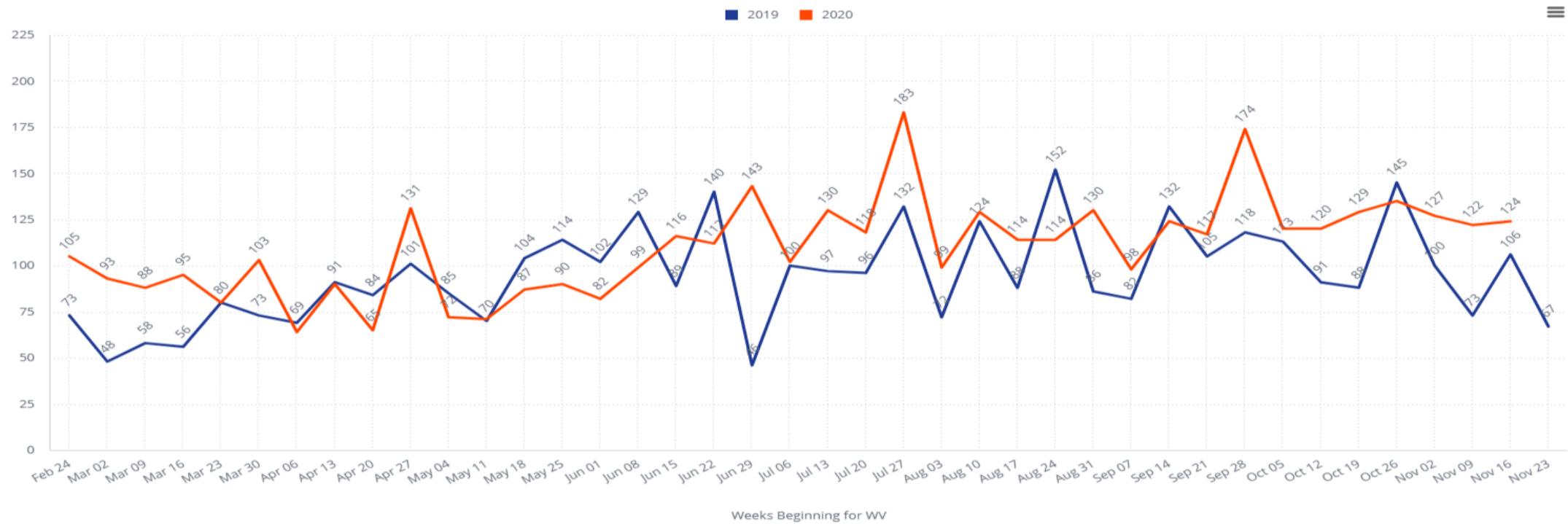
New contract activity tracked at 102.0% of 2019 same week levels.



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.

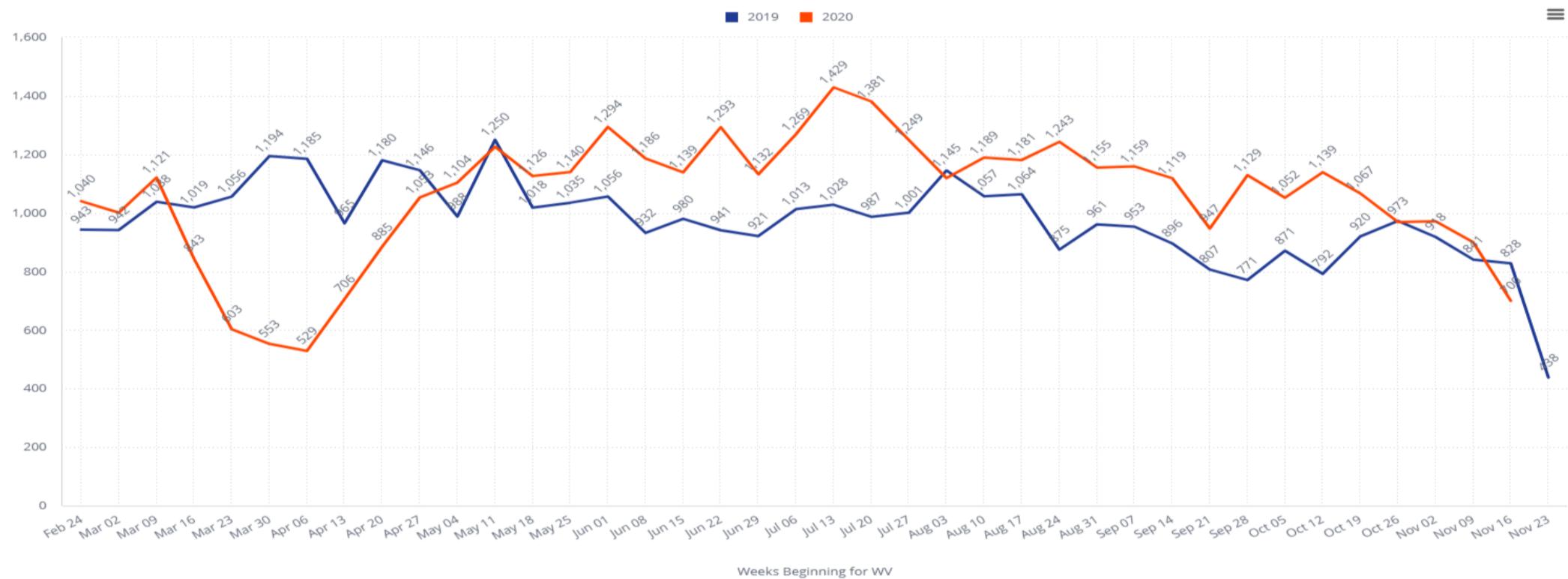
Weekly Number of “New Closed” Listings for WV

New closing activity came in at 117.0% versus the same week from November 2019.



Weekly Showing Activity for WV

Showing volume paced at 84.5% of the same week a year ago.



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