

Weekly Market Report

Week Ending August 8th

Summary - Week Ending August 8th

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.

- For the first time in over a year, daily inventory levels were above benchmarks (101.1%). Supply levels continued to increase as new listing volumes tracked noticeably above 2020 and 2019.
- Showing activity continued to track below last year's sizzling summer market (87.1%) but ran above 2019 (125.2%). Week-to-week showing volume increased 3.4% (108,853 v 105,258).
- New pending sales were similar to the 2020 market (98.1%) but exceeded 2019 (119.1%).

Note: State-level charts appear in the appendix.

Weekly Market Trends

Footprint

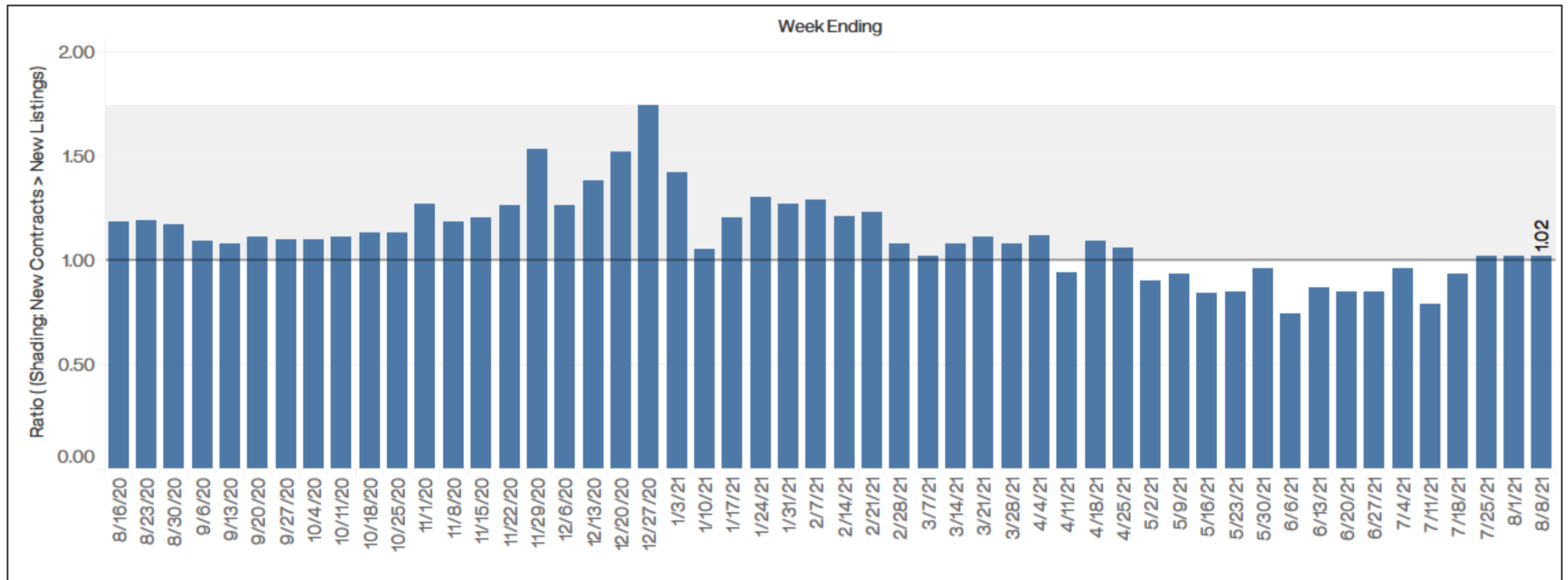
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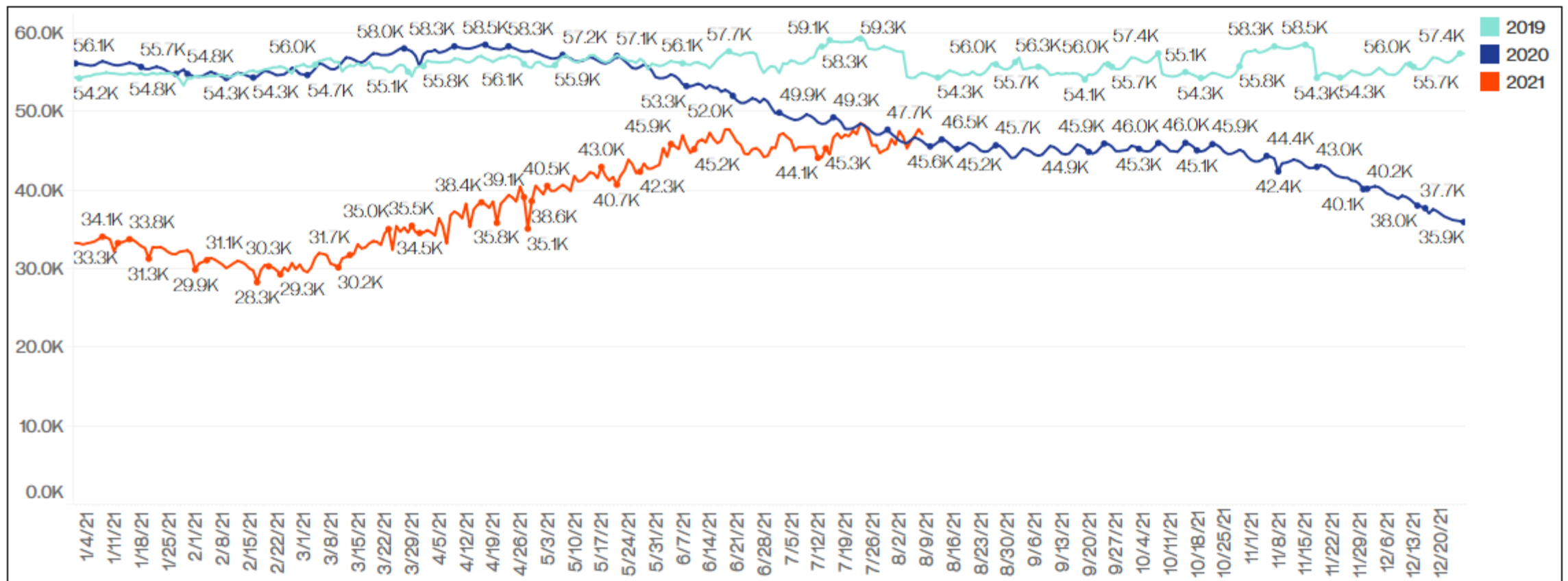
New Purchase Contract to New Listing Ratio

- For the week, there were 102 new pending home sales for every 100 new listings.
- NJ and WV led with 112 and 124 new pending home sales for every 100 new listings respectively.



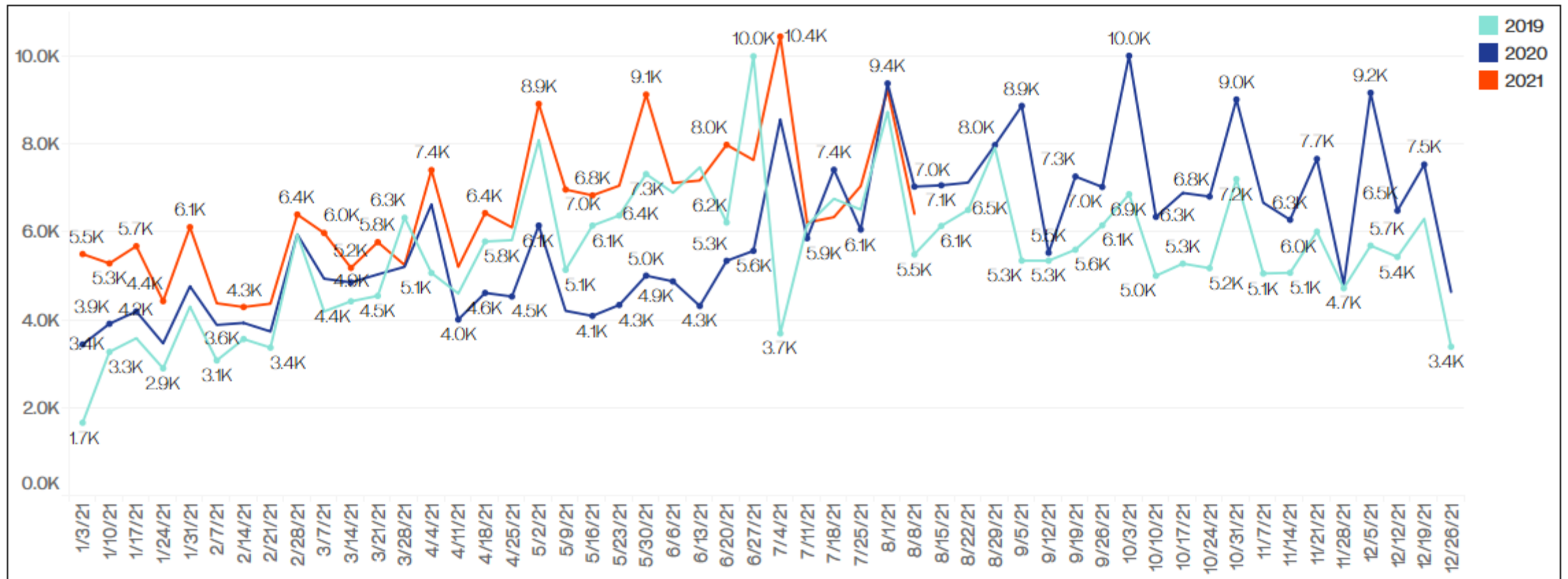
Active New Listings

- Inventory levels continued to improve, as the week surpassed a year ago for the first time in over a year.
- For the first week of August 2021, total available inventory ran at 101.1% of the same week from August 2020, but 84.5% of the same week from August 2019.



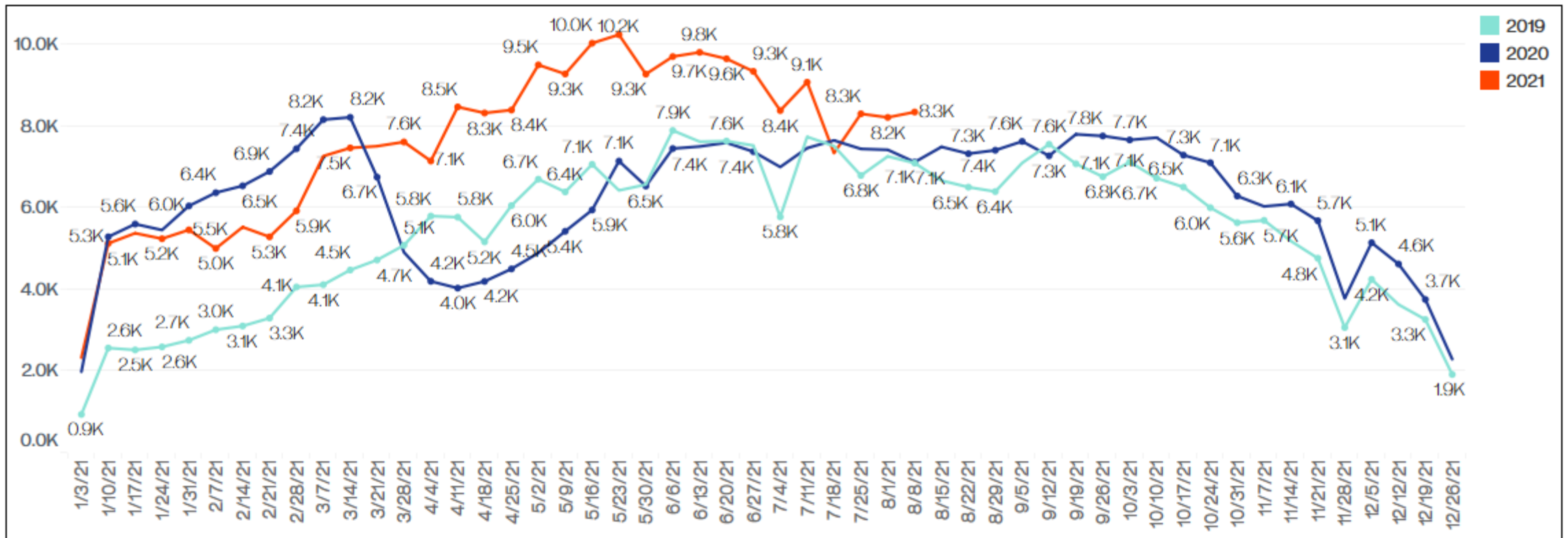
Weekly New Closed Listings

- During the first week of August, closing levels ran at 91.2% of last year's active summer market, but at 116.8% of 2019.
- Closing volume was lower than 2020 across most of the footprint, as DC was the only area to pace in line with 2020 (100.5%).



Weekly New Listings

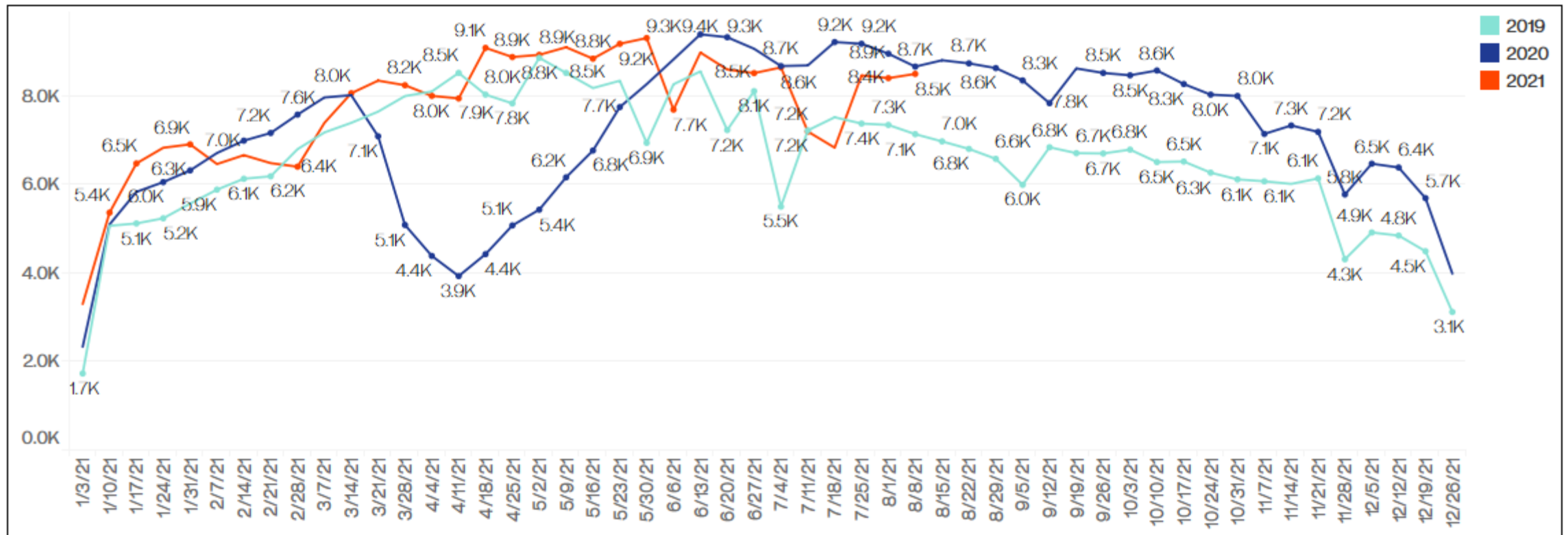
- New listings exceeded benchmarks at 117.3% of 2020 and 117.6% of 2019 levels. Week-to-week volume tracked up by +1.5% (8,342 v 8,218).
- MD (123.3%, 117.7%) and VA (121.9%, 150.6%) showed strength versus norms.



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

Weekly New Purchase Contracts

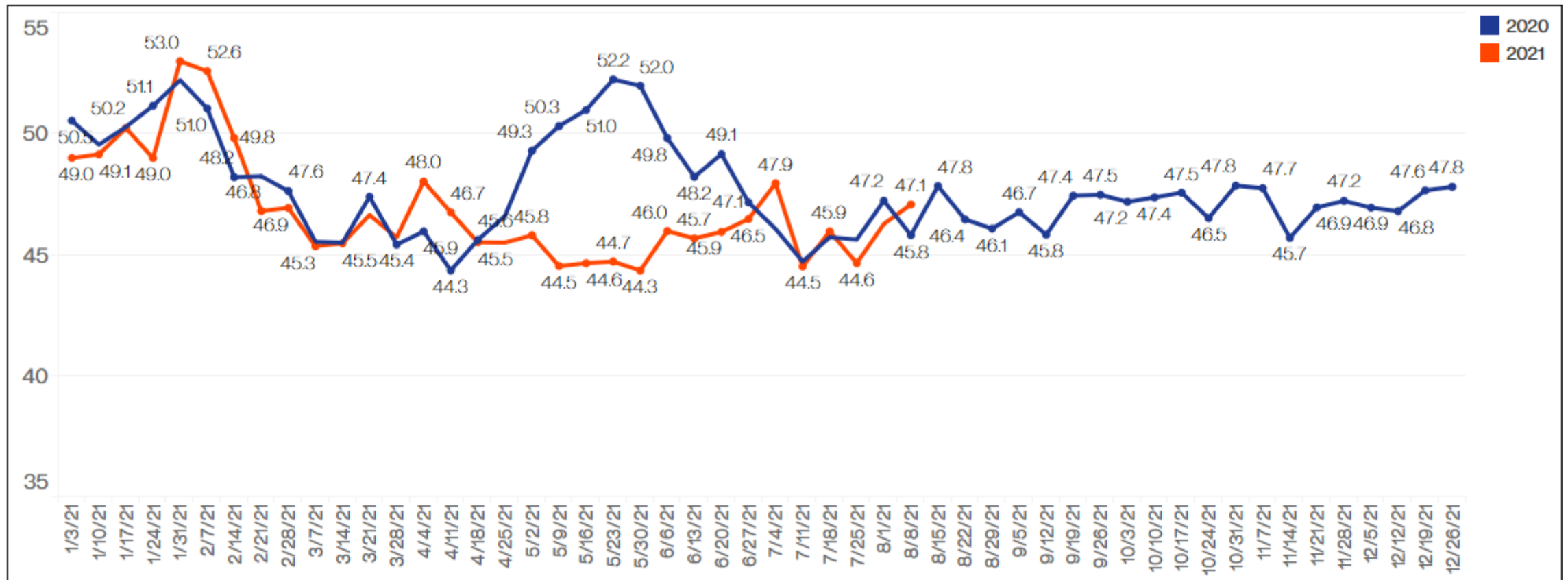
- The market paced similar to the competitive 2020 market (98.1%) and at 119.1% of the 2019 benchmark.



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.

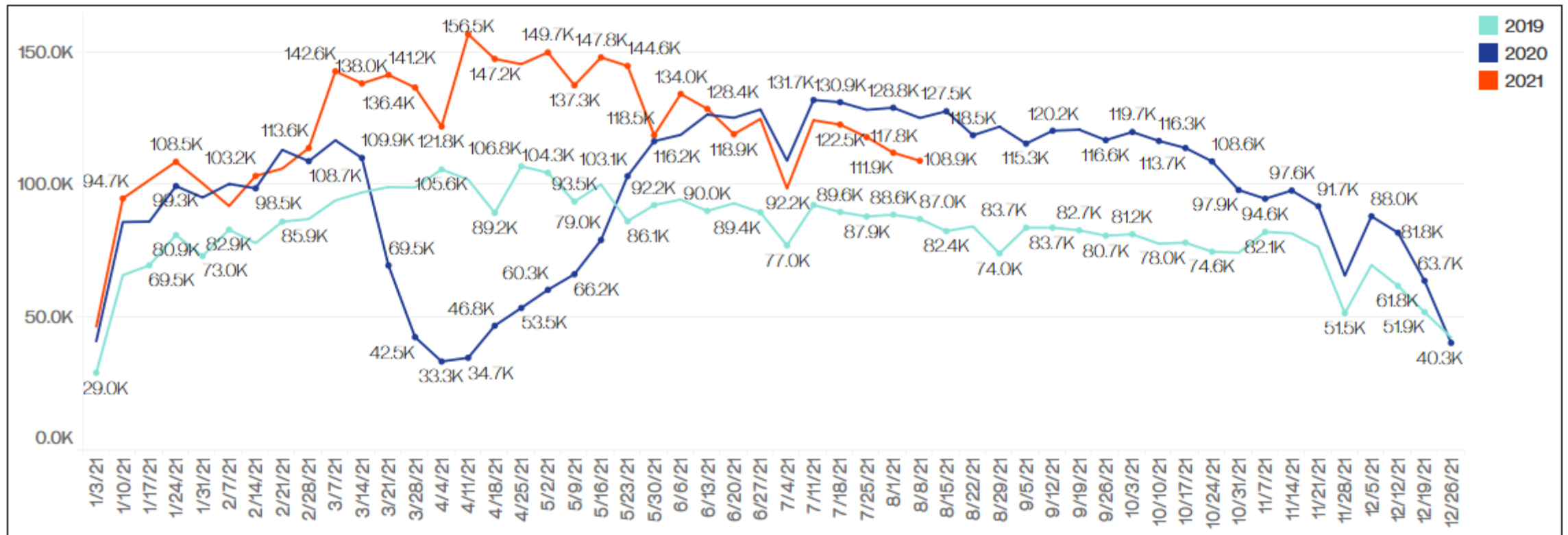
Weekly Average Days: Purchase Contract to Closing

- The number of days from contract to closing (47) was one day more than 2020 and fell one day from 2019.



Weekly Showing Activity

• Showing volume remained below the active market of 2020 (87.1%) but was sharply higher than 2019 (125.2%)



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.

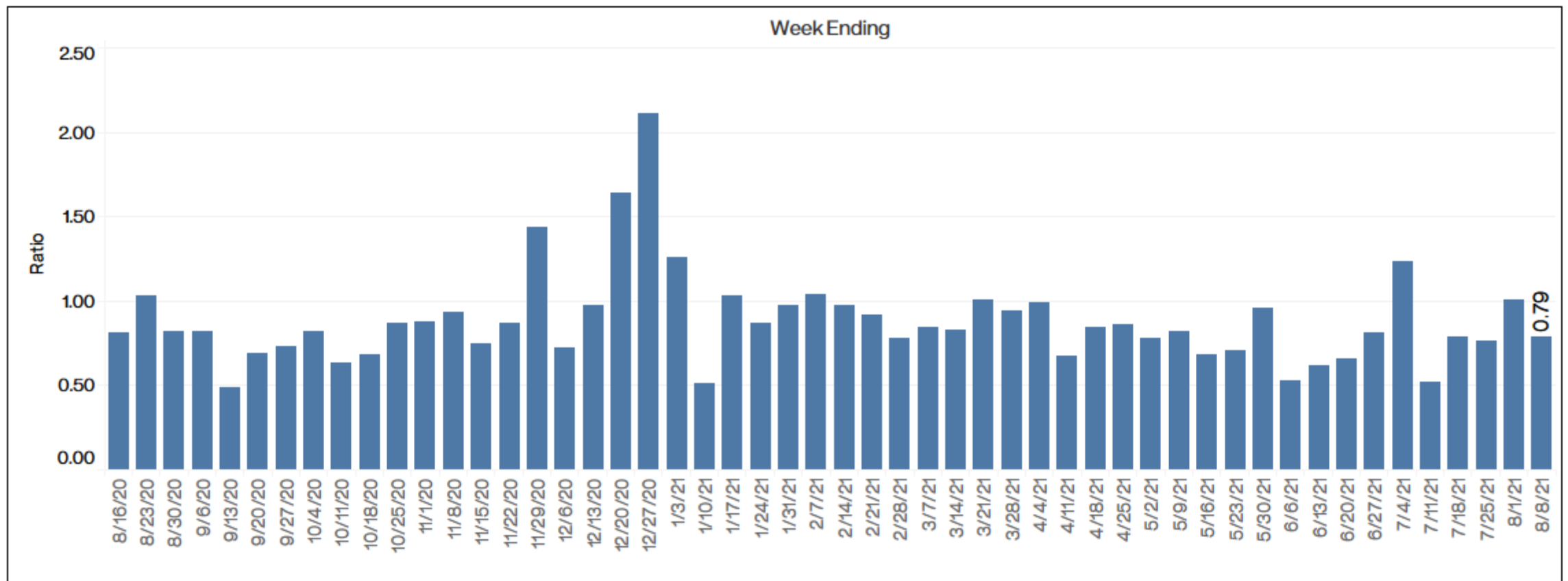
Appendix

Weekly Market Trends

District of Columbia

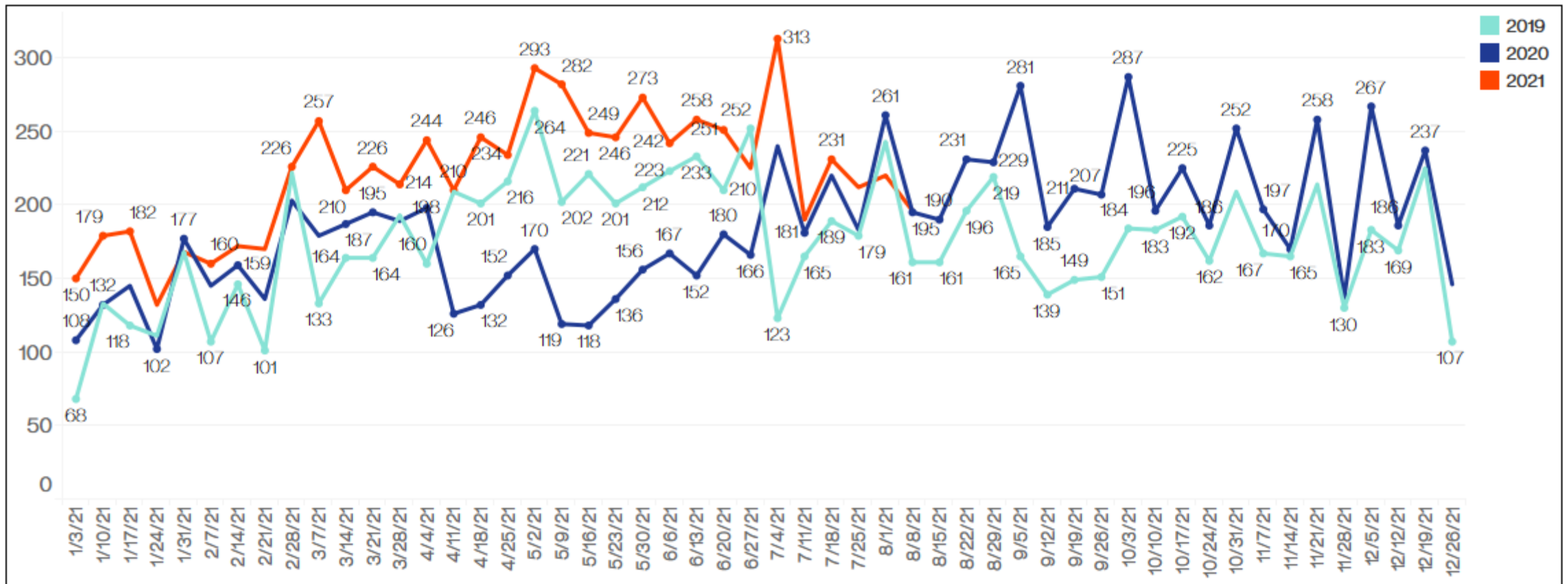
DC - New Purchase Contract to New Listing Ratio

- For the week, there were 79 new pending home sales for every 100 new listings.



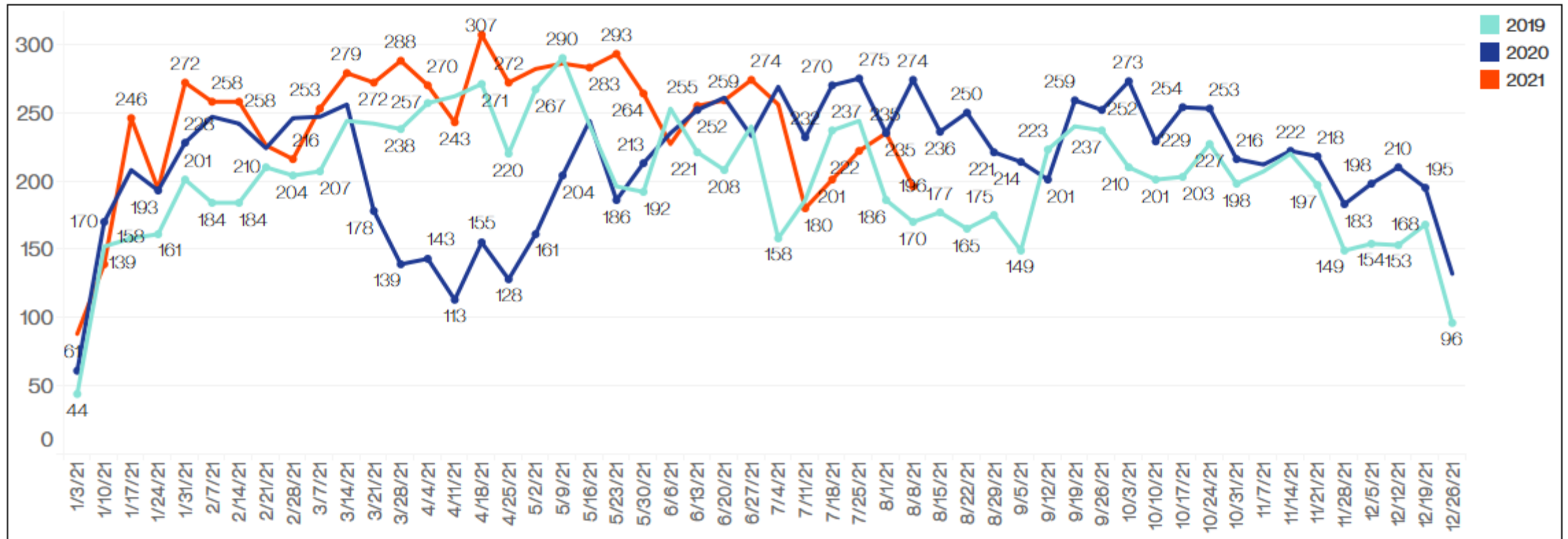
DC - New Closed Listings

• Closing levels landed at 121.7% compared to 2019 and 100.5% compared to the same week from August 2020.



DC - Weekly New Purchase Contracts

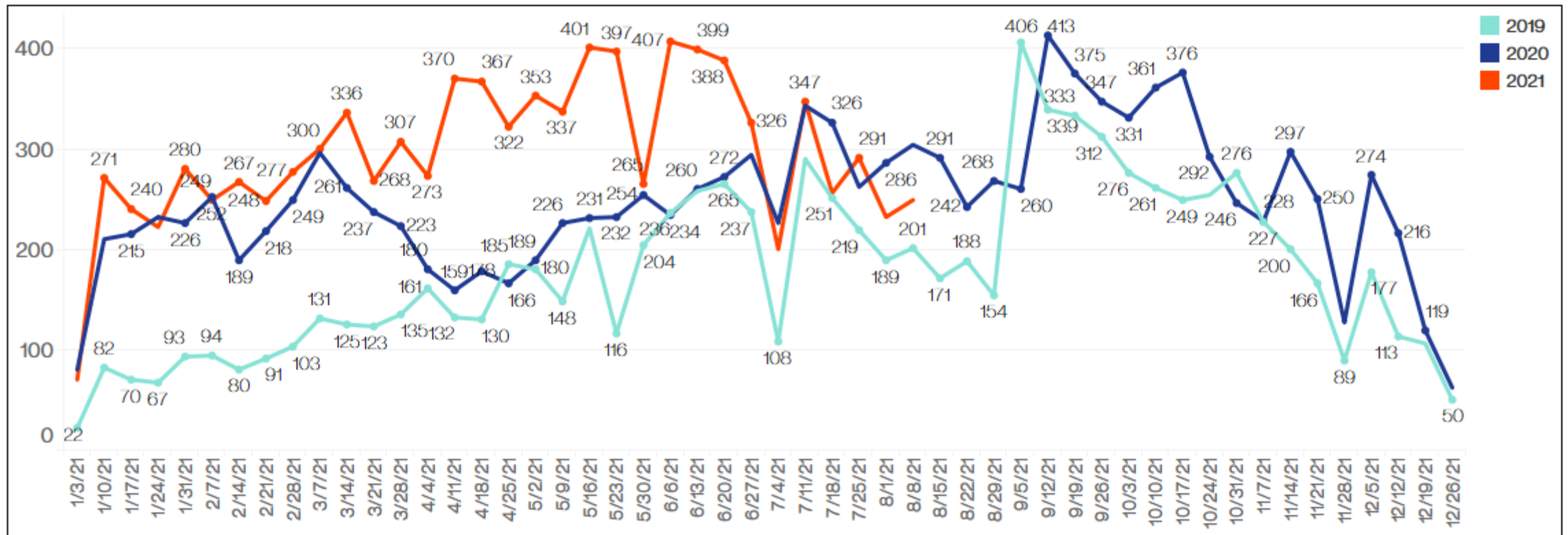
• New contract levels came in at 115.3% compared to 2019 and 71.5% of the same week from July 2020.



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

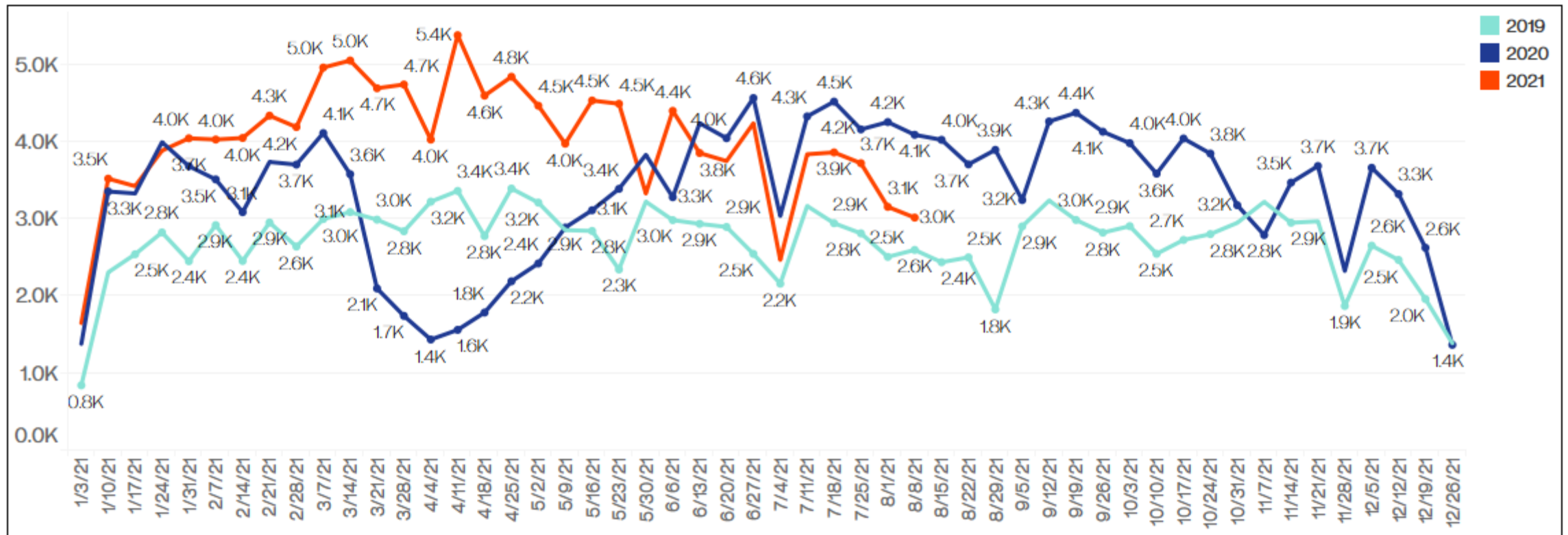
• DC's new listing levels tracked at 123.9% compared to 2019, and 81.9% of the same week from August 2020.



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

DC - Weekly Showing Activity

• Showing levels tracked at 116.2% of the same week from July 2019 and 73.7% compared to 2020.



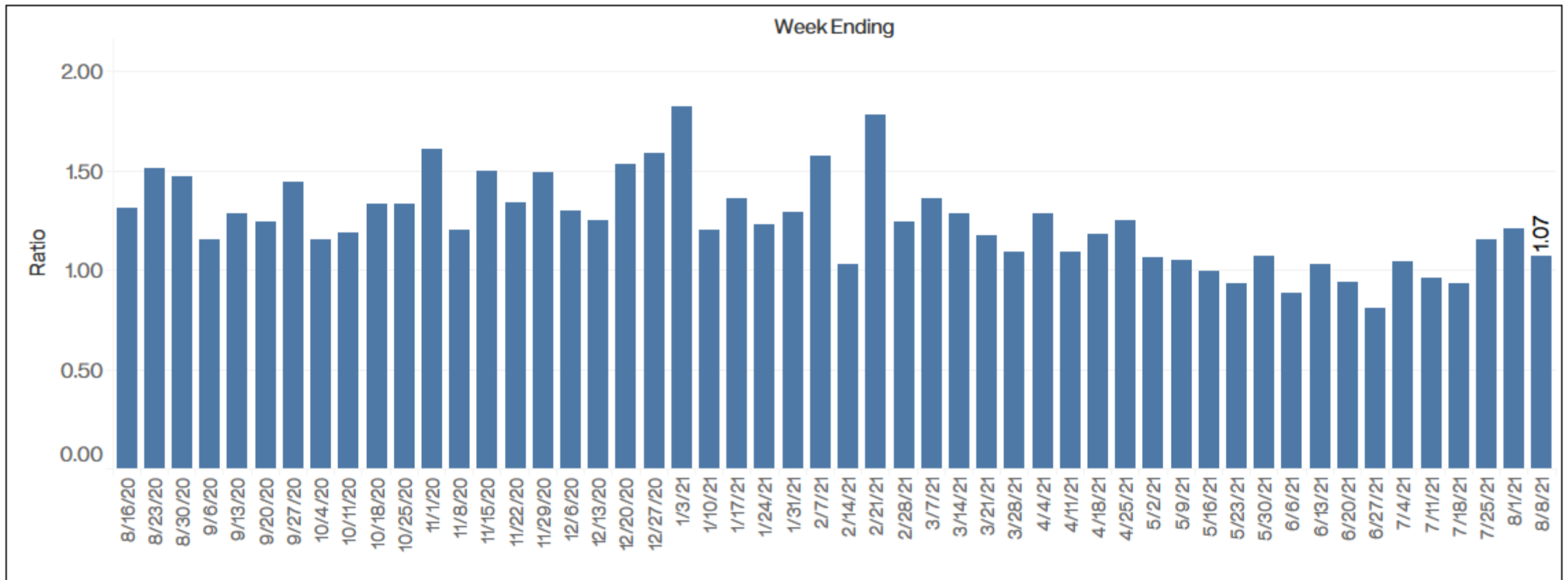
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Weekly Market Trends

Delaware

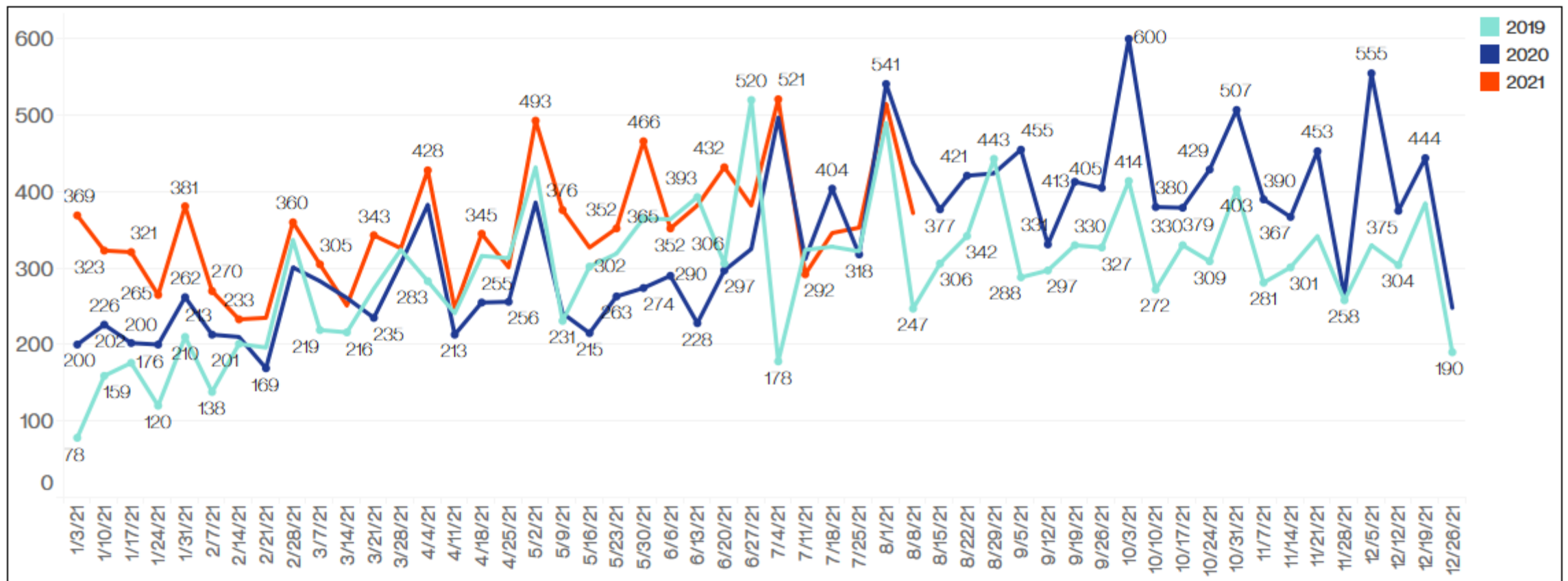
DE - New Purchase Contract to New Listing Ratio

- For the week, there were 107 new pending home sales for every 100 new listings.



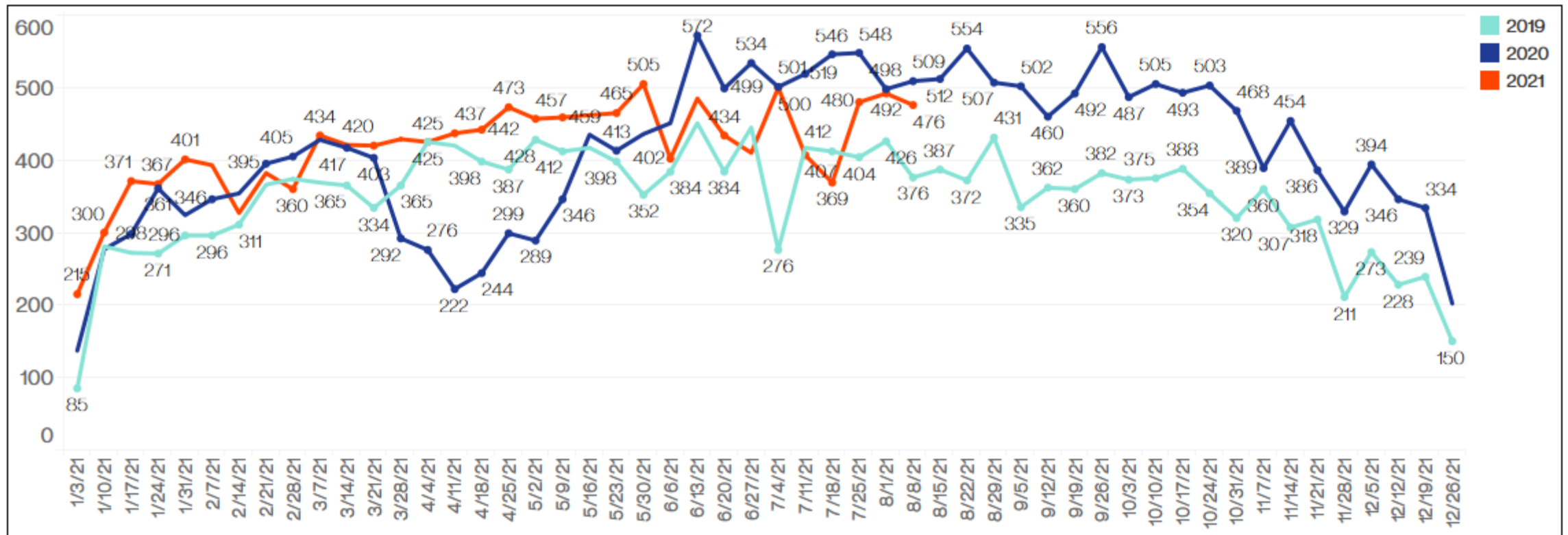
DE - New Closed Listings

- Closing levels landed at 150.6% compared to 2019 and 84.9% compared to the same week from August 2020.



DE - Weekly New Purchase Contracts

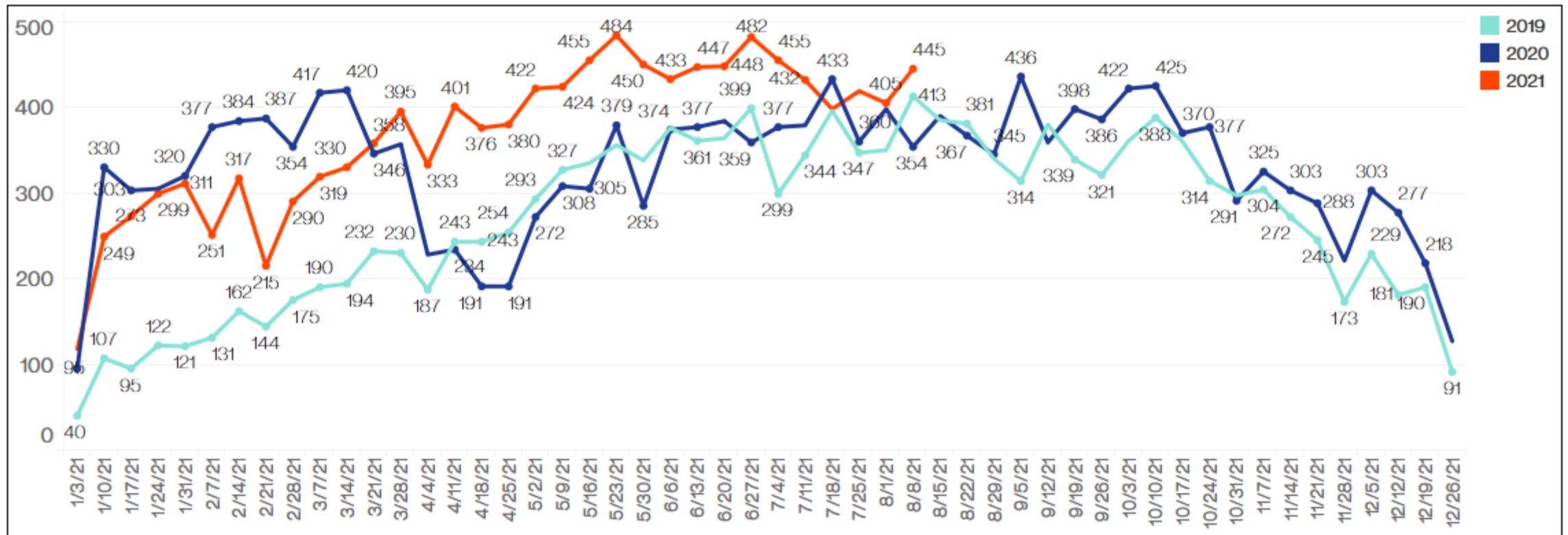
• New contract levels came in at 126.6% compared to 2019 and 93.5% of the same week from August 2020.



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

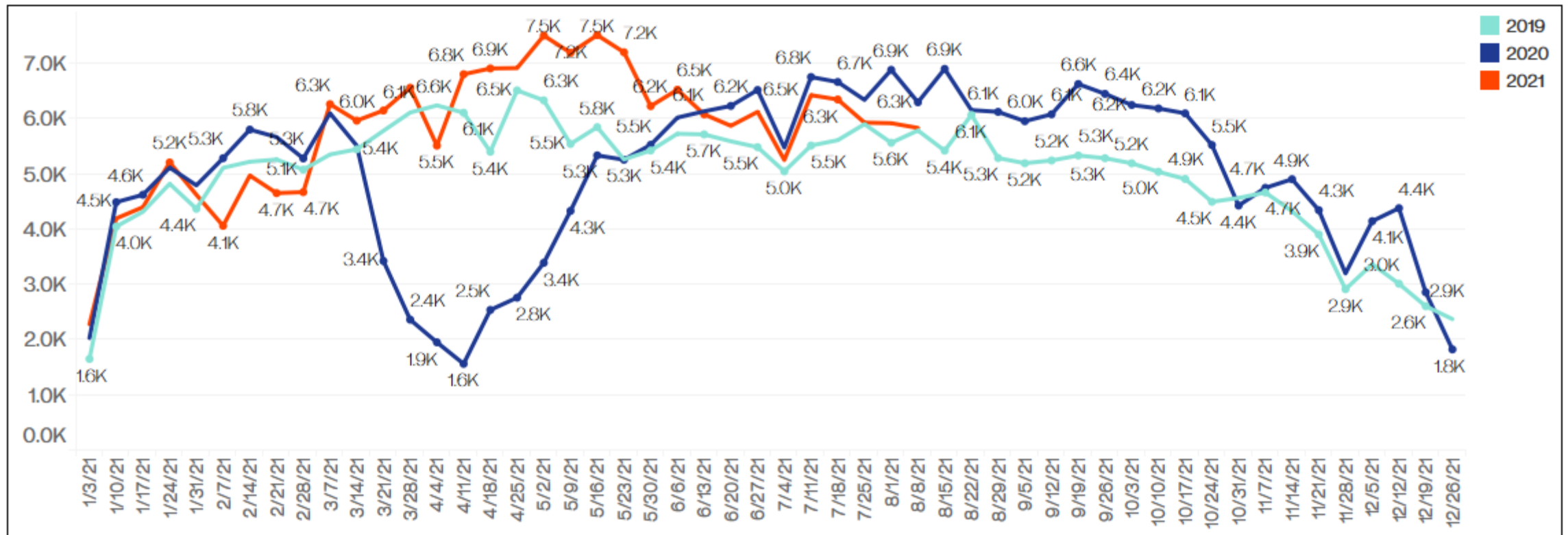
• DE's new listing levels tracked at 107.7% compared to 2019, and 125.7% of the same week from August 2020.



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

DE - Weekly Showing Activity

- Showing levels tracked at 100.8% of the same week from August 2019 and 92.6% compared to 2020.



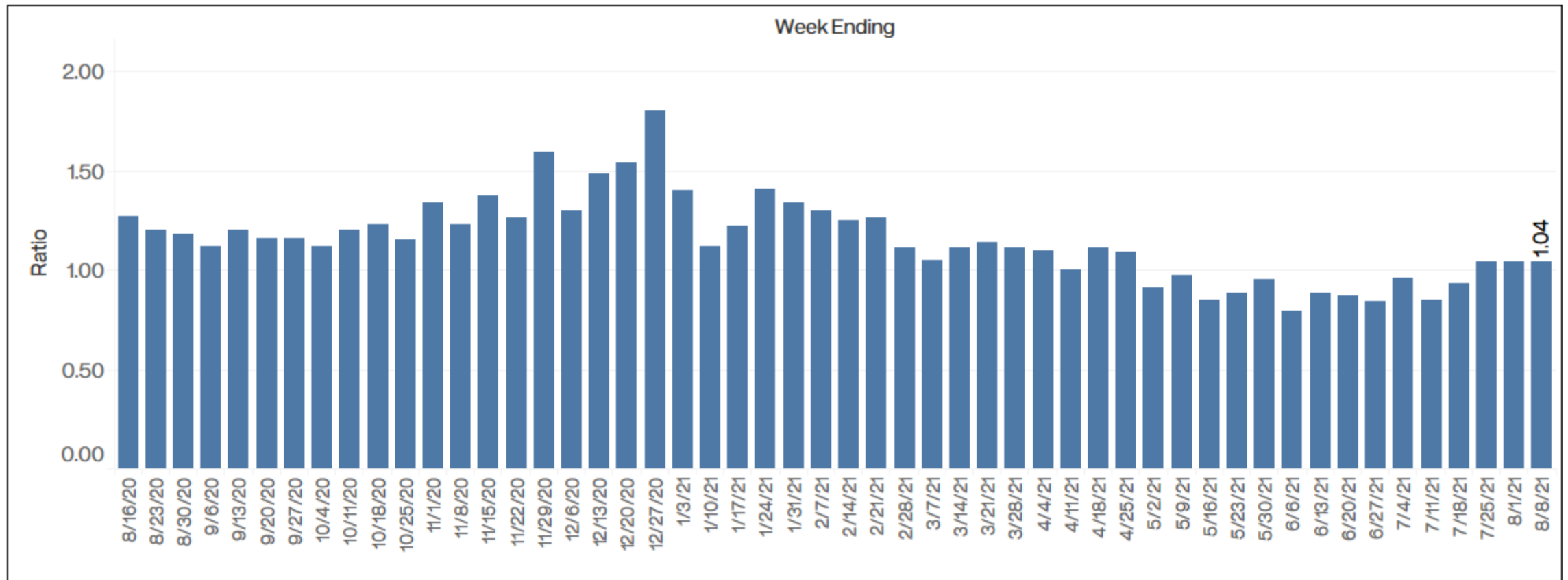
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Weekly Market Trends

Maryland

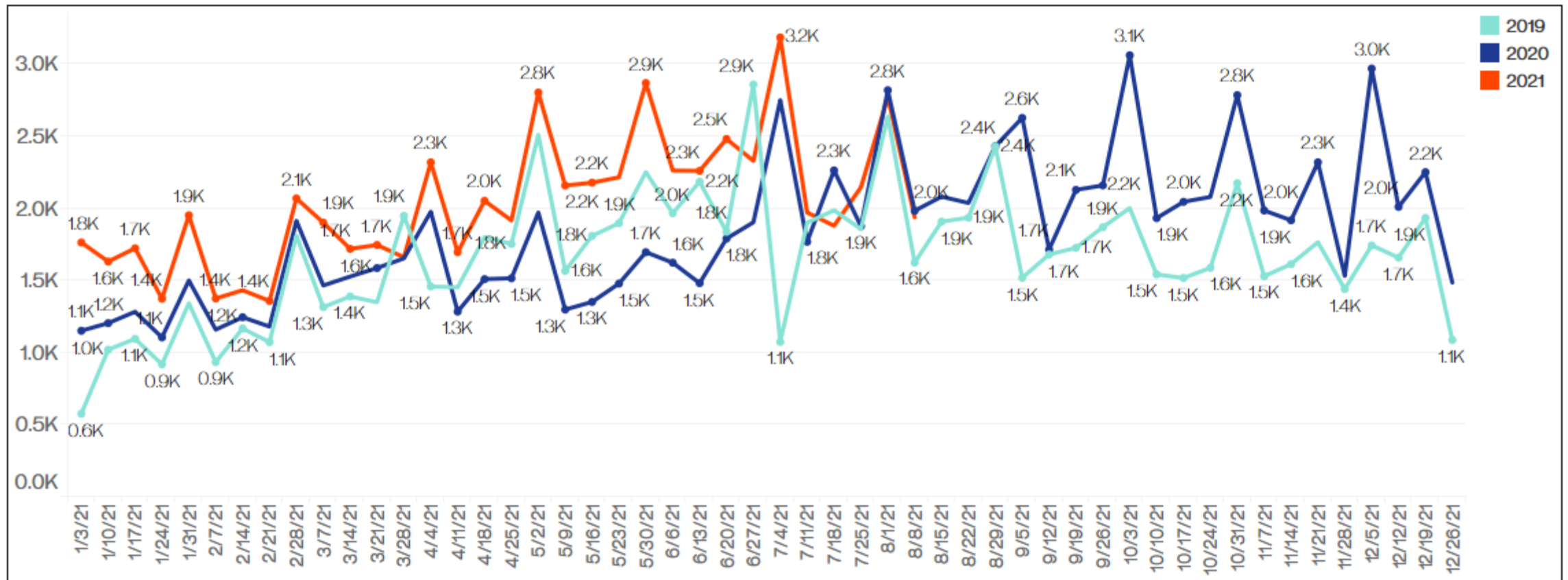
MD - New Purchase Contract to New Listing Ratio

- For the week, there were 104 new pending home sales for every 100 new listings.



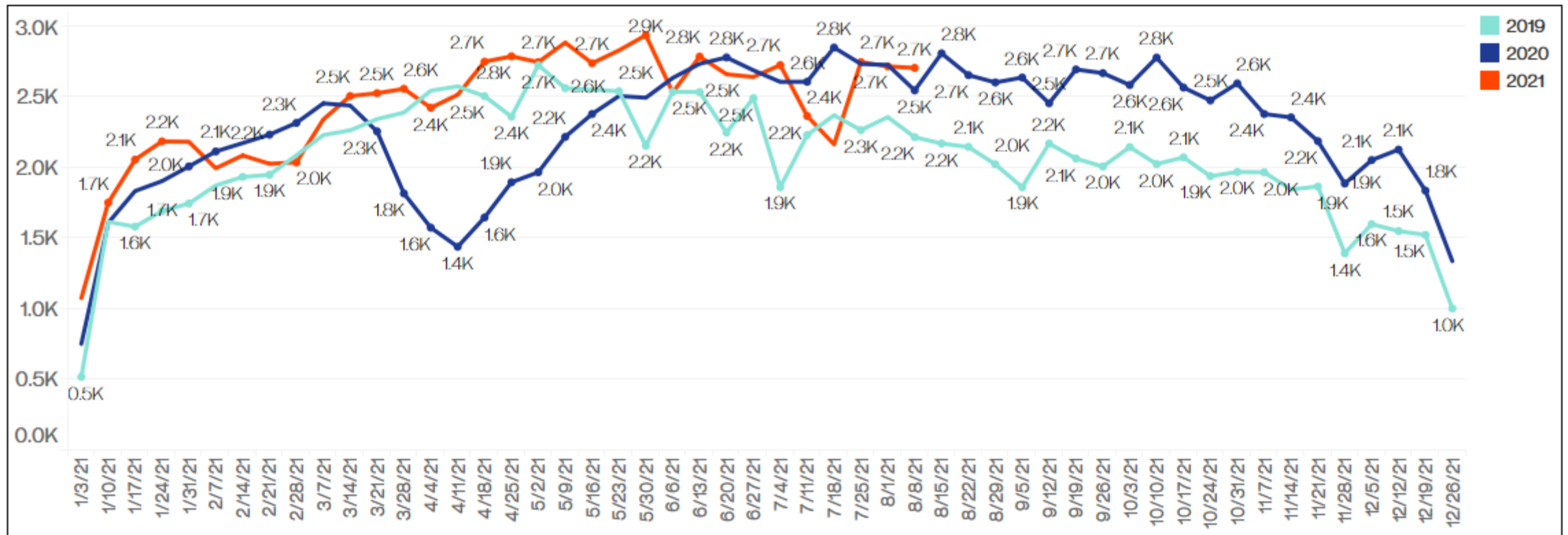
MD - New Closed Listings

- Closing levels landed at 119.3% compared to 2019 and 97.7% compared to the same week from August 2020.



MD - Weekly New Purchase Contracts

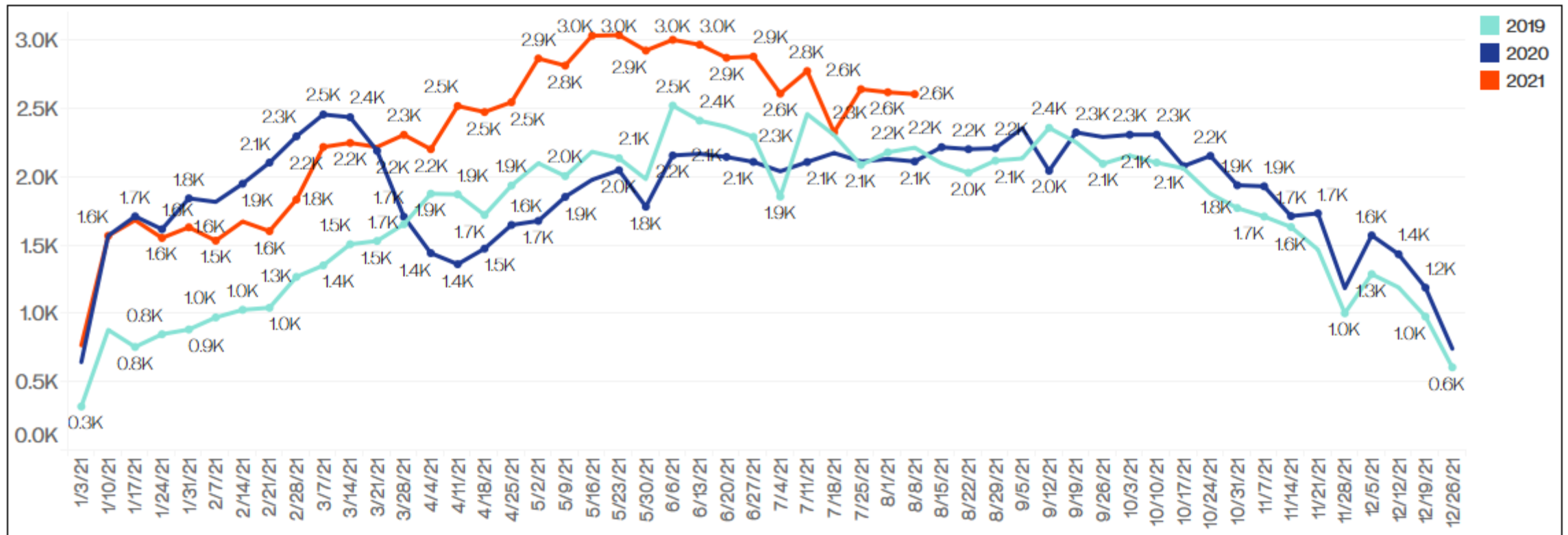
• New contract levels came in at 122.2% compared to 2019 and 106.3% of the same week from August 2020.



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MD - Weekly New Listings

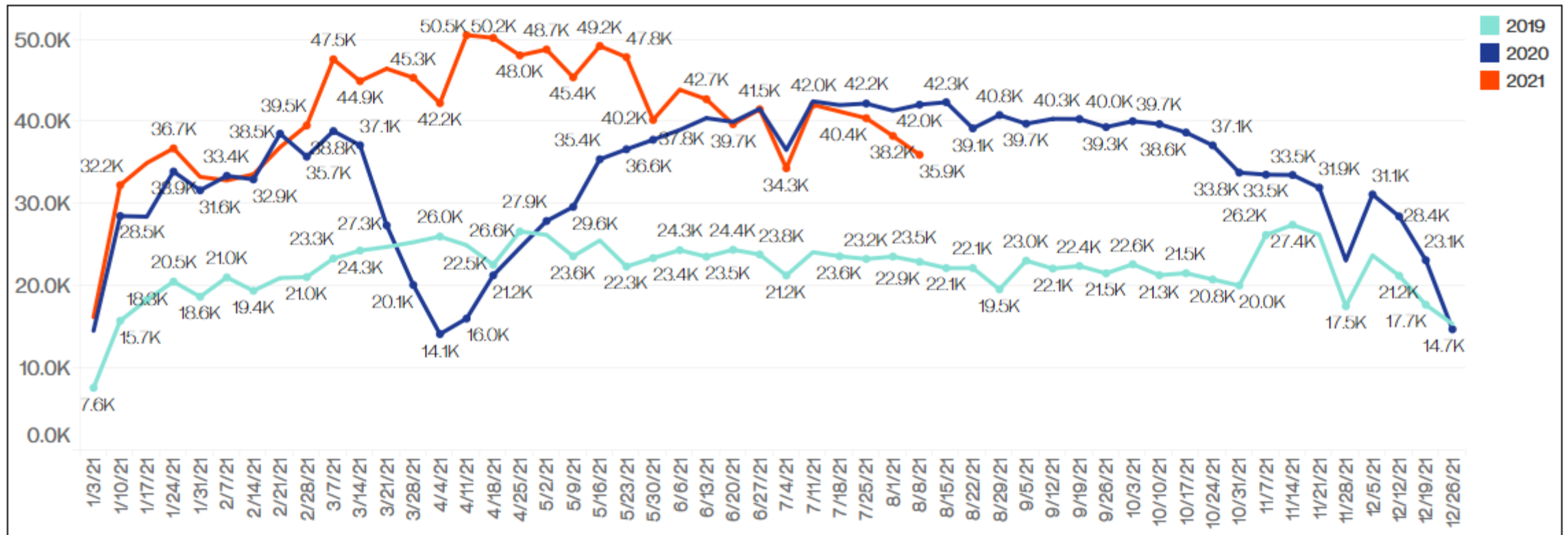
• MD's new listing levels tracked at 117.7% compared to 2019, and 123.3% of the same week from August 2020.



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

MD - Weekly Showing Activity

• Showing levels tracked at 156.9% of the same week from August 2019 and 85.5% compared to 2020.



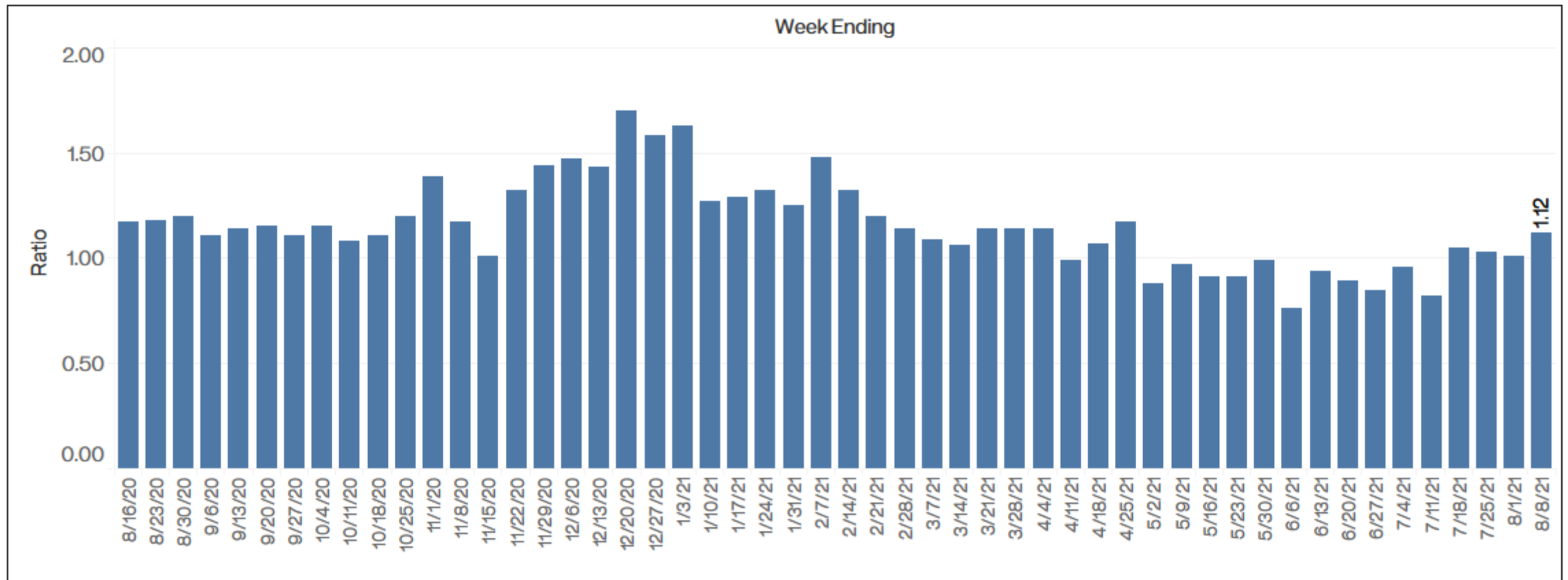
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Weekly Market Trends

New Jersey

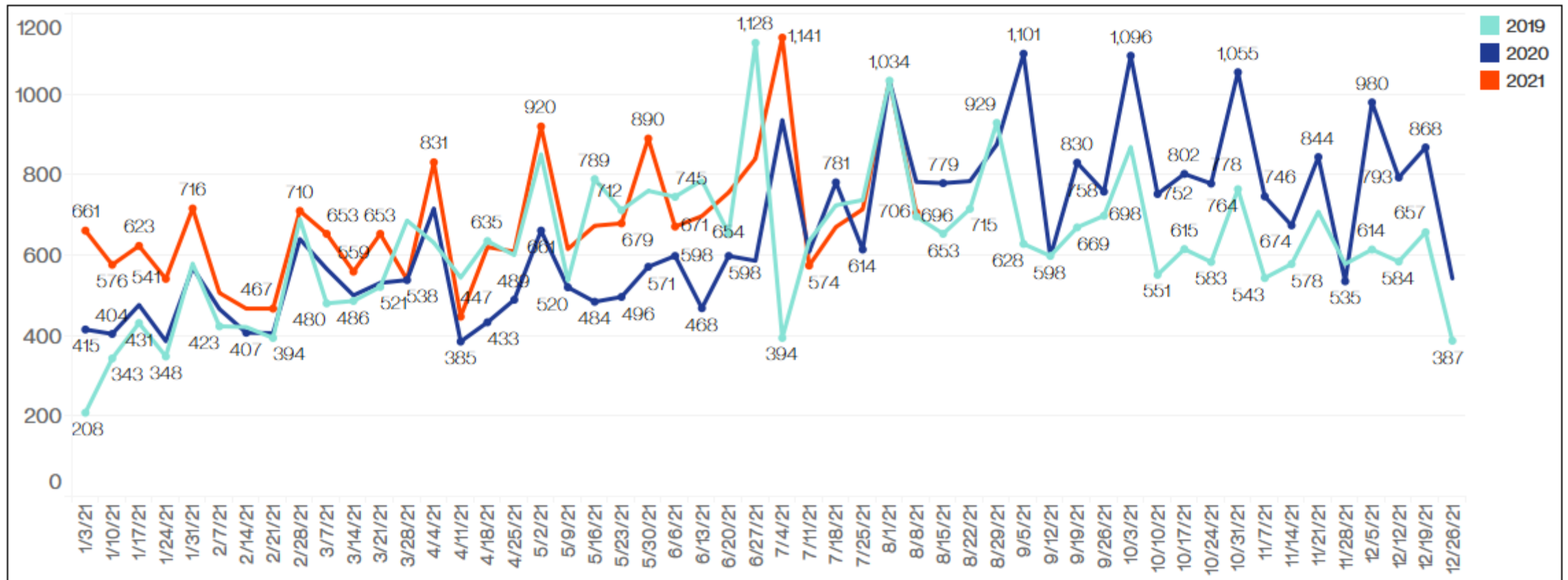
NJ - New Purchase Contract to New Listing Ratio

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



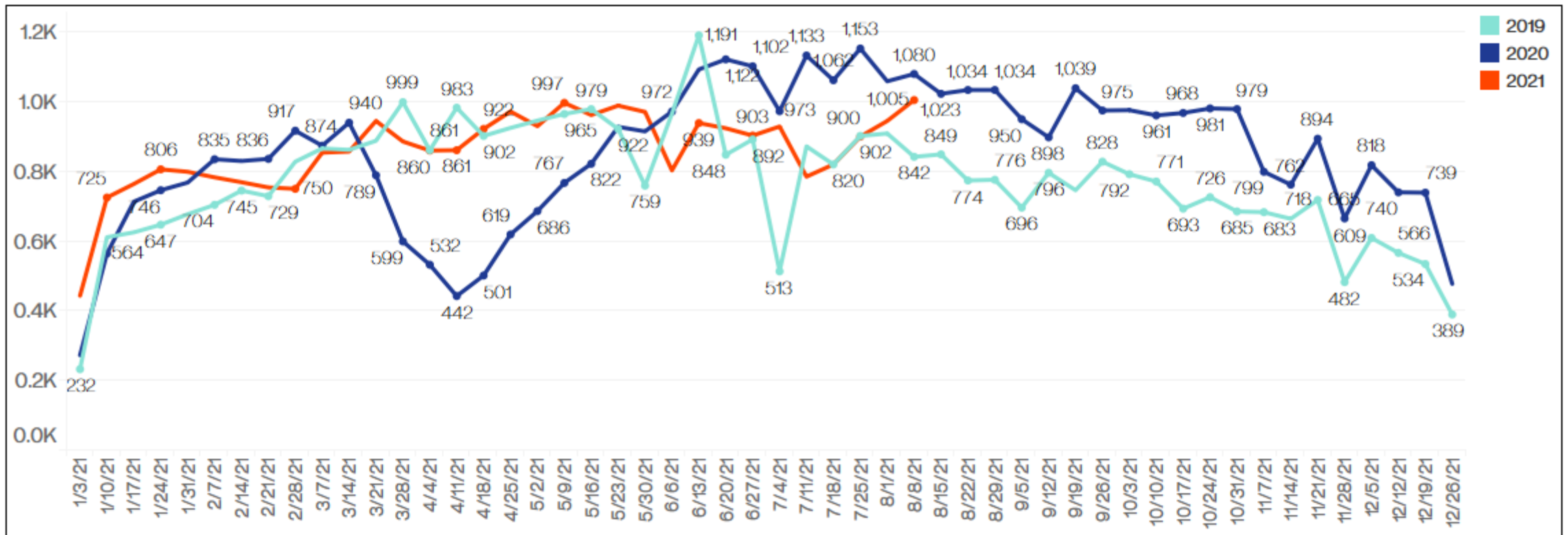
NJ - New Closed Listings

- Closing levels landed at 101.4% compared to 2019 and 90.3% compared to the same week from August 2020.



NJ - Weekly New Purchase Contracts

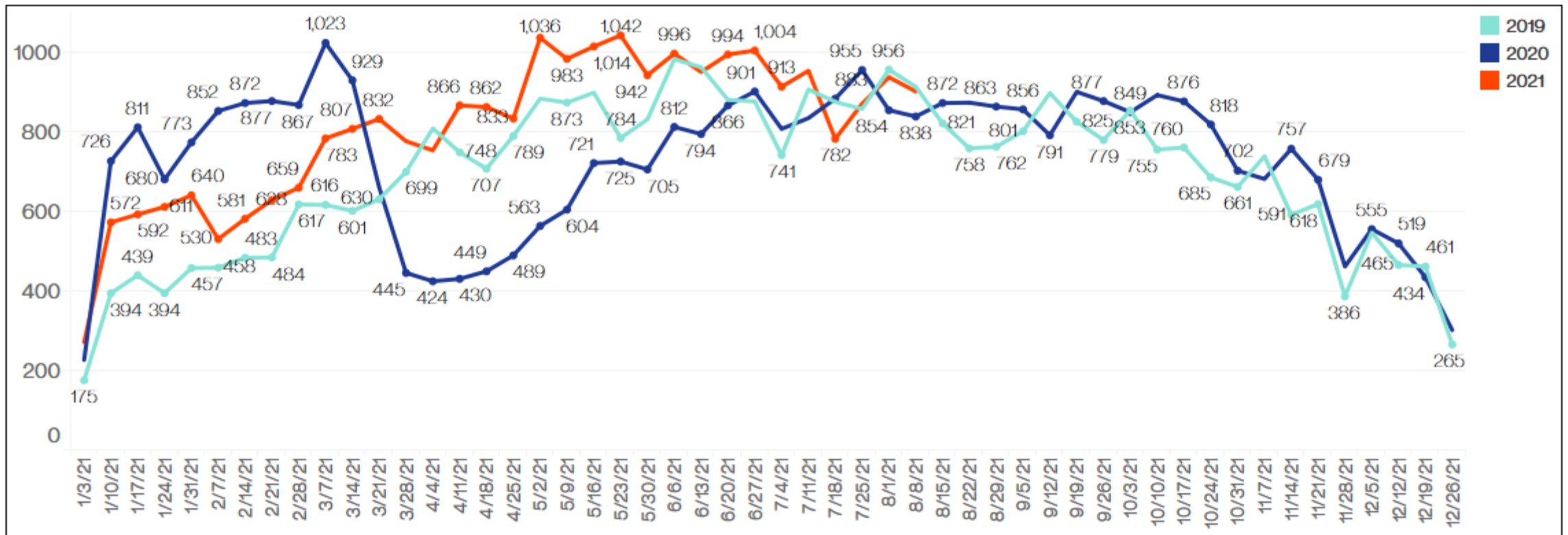
• New contract levels came in at 119.4% compared to 2019 and 93.1% of the same week from August 2020.



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

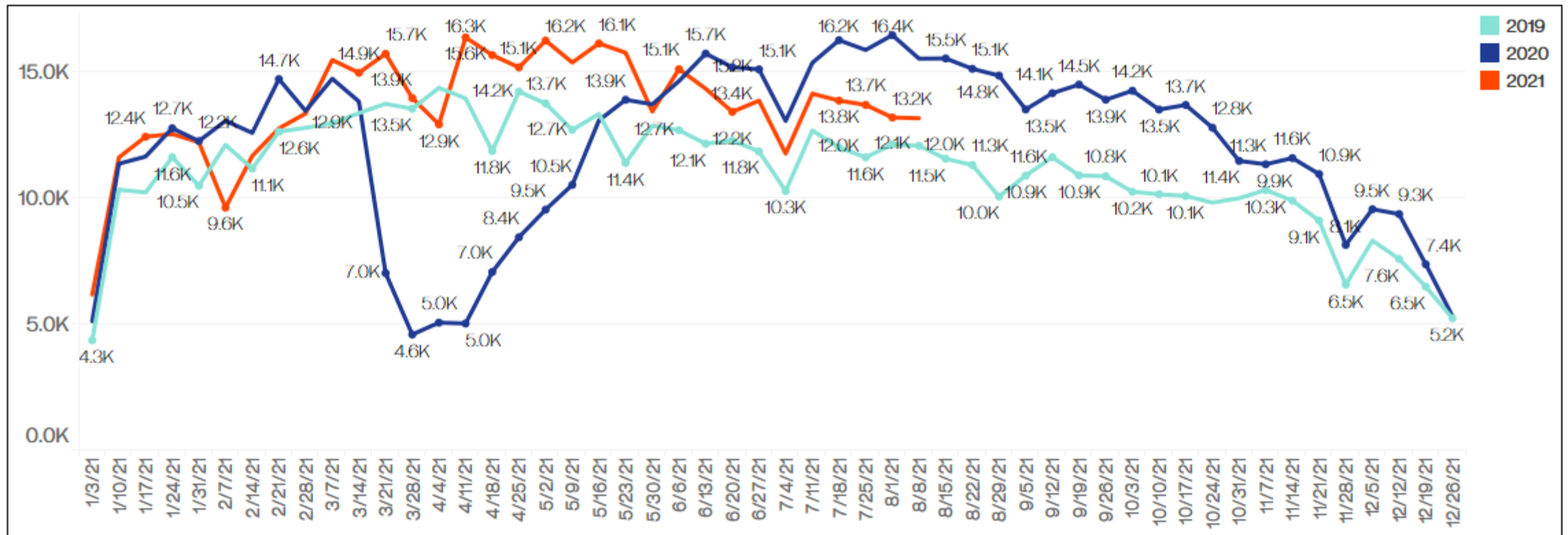
• NJ's new listing levels tracked at 98.7% compared to 2019, and 107.5% of the same week from August 2020.



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NJ - Weekly Showing Activity

• Showing levels tracked at 109.0% of the same week from August 2019 and 84.8% compared to 2020.



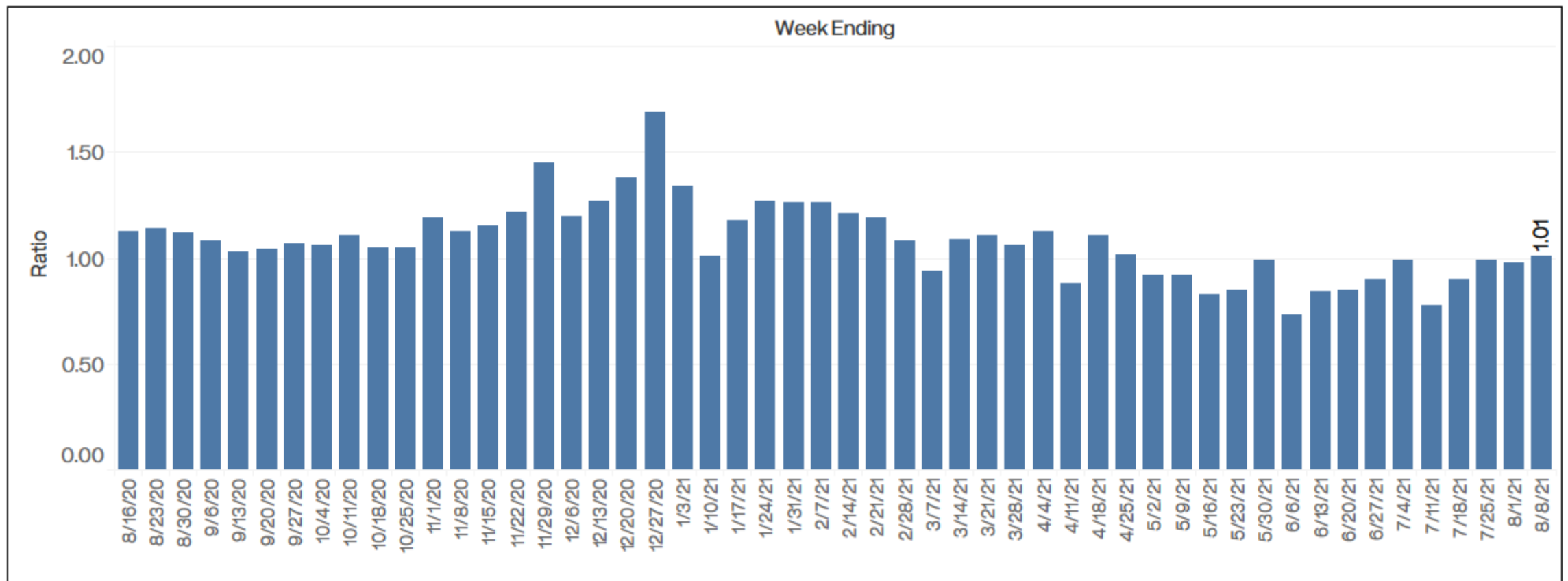
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Weekly Market Trends

Pennsylvania

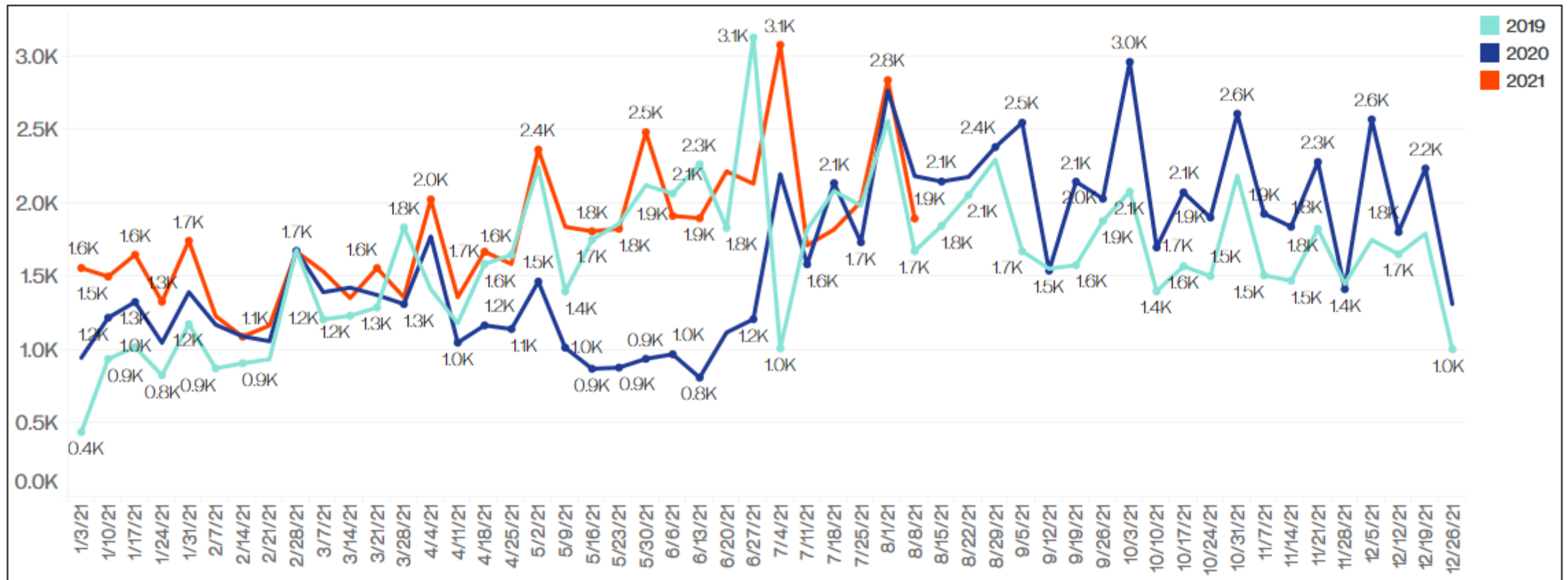
PA - New Purchase Contract to New Listing Ratio

- For the week, there were 101 new pending home sales for every 100 new listings.



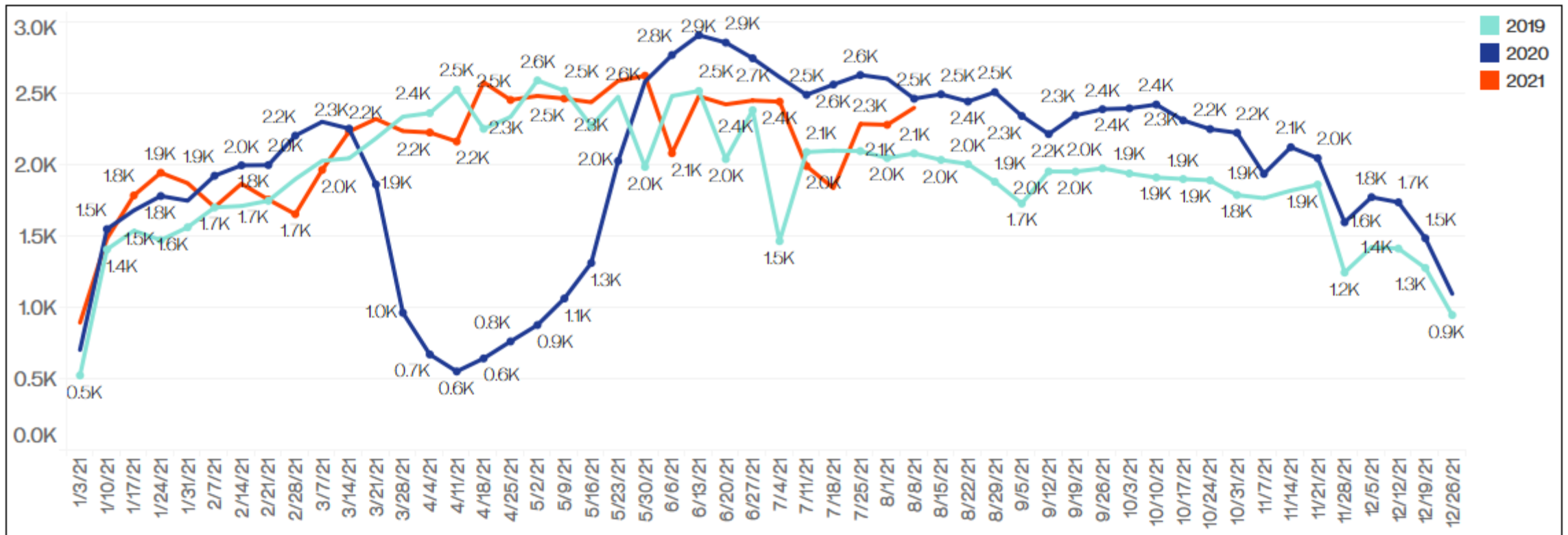
PA - New Closed Listings

- Closing levels landed at 113.3% compared to 2019 and 86.8% compared to the same week from August 2020.



PA - Weekly New Purchase Contracts

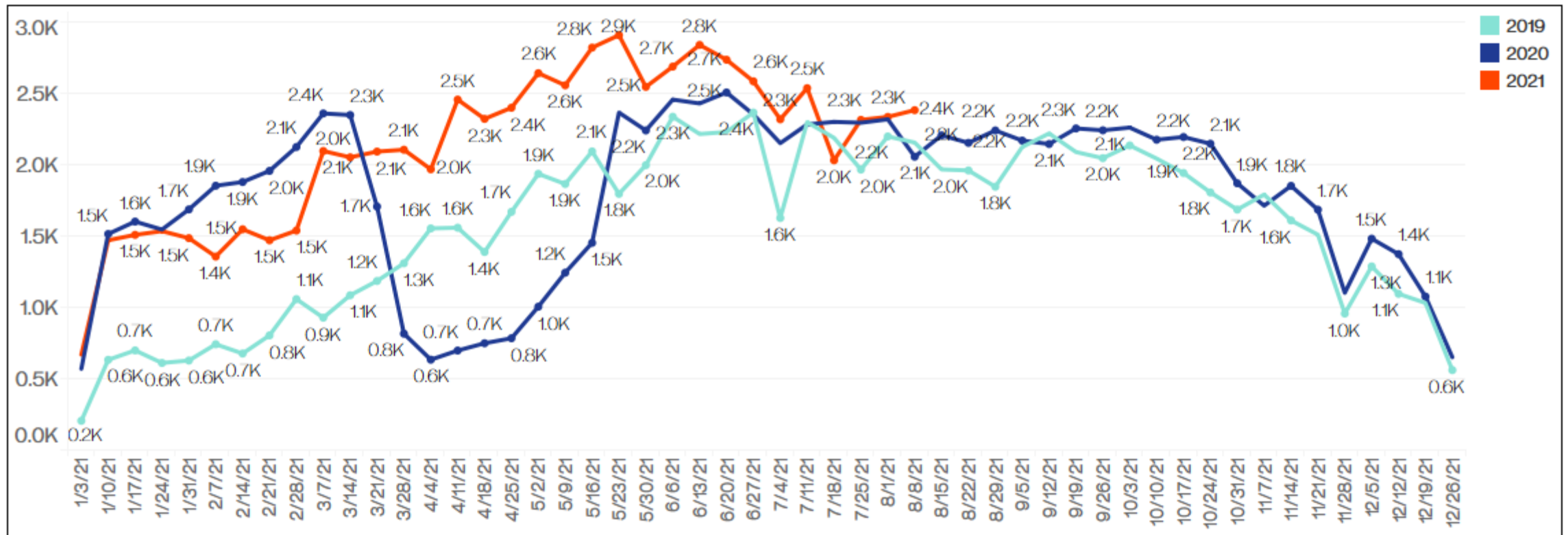
- New contract levels came in at 115.4% compared to 2019 and 97.4% of the same week from August 2020.



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PA - Weekly New Listings

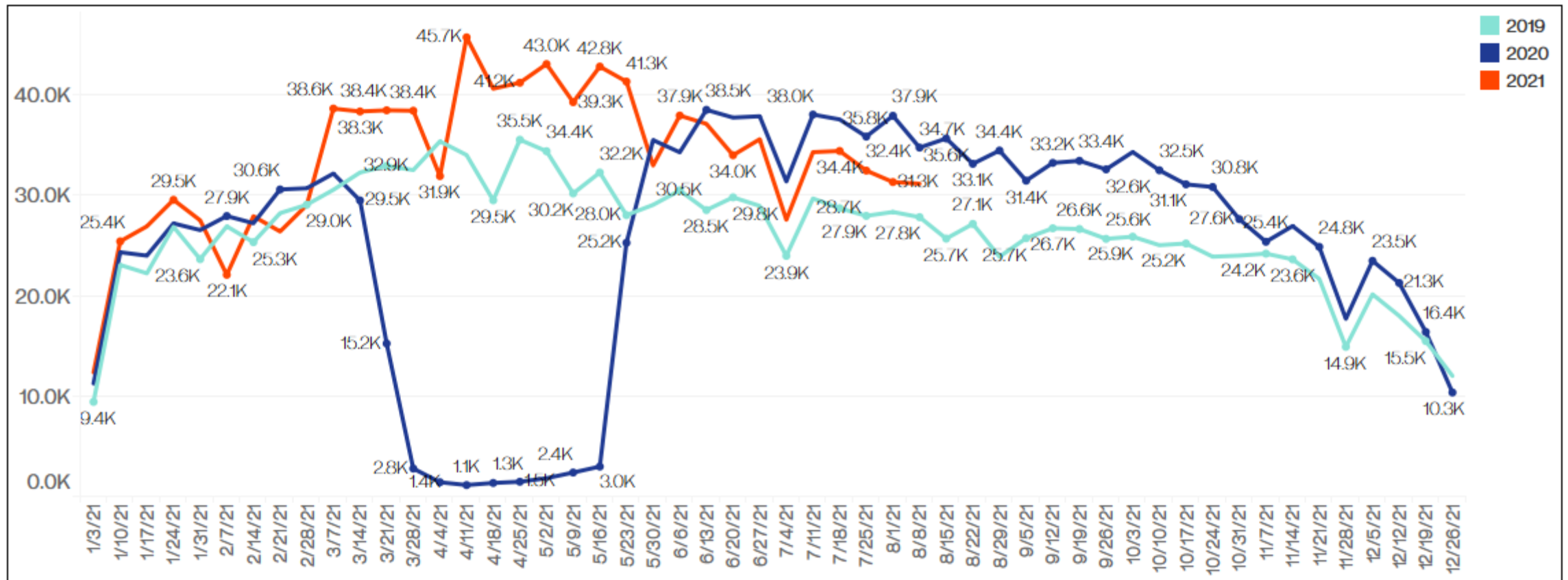
• PA's new listing levels tracked at 110.5% compared to 2019, and 115.9% of the same week from August 2020.



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PA - Weekly Showing Activity

- Showing levels tracked at 111.9% of the same week from August 2019 and 89.6% compared to 2020.

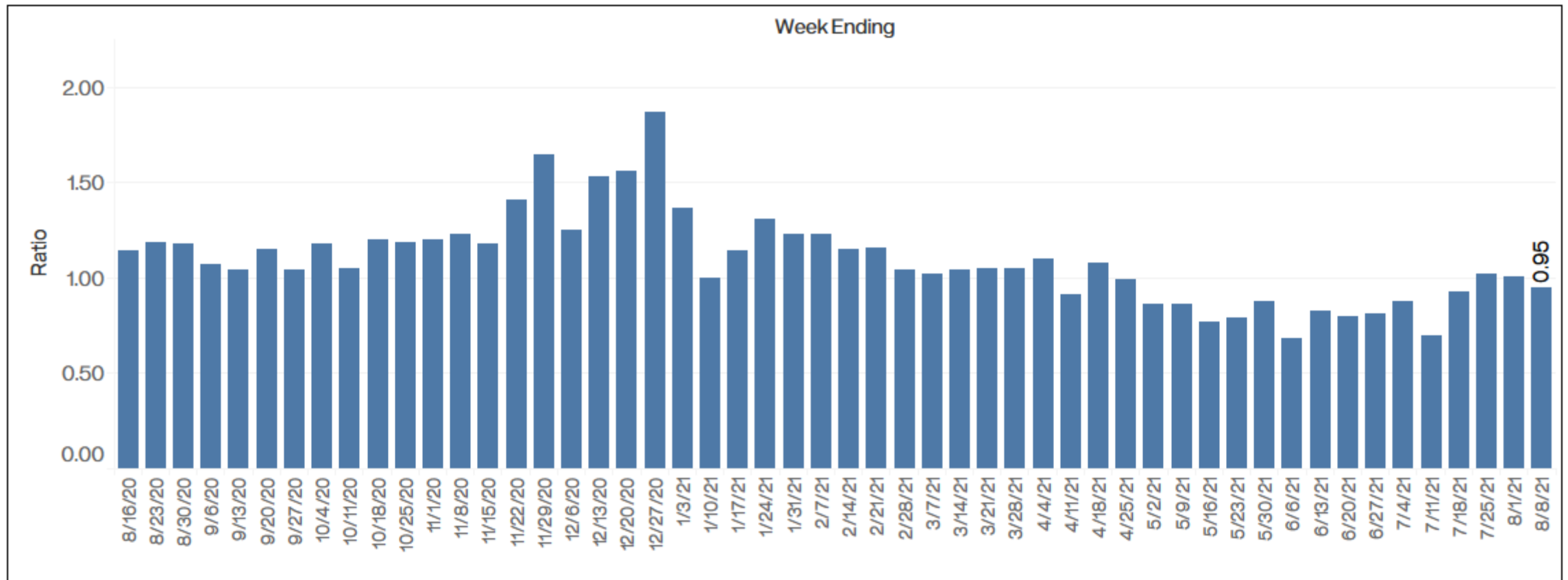


Weekly Market Trends

Virginia

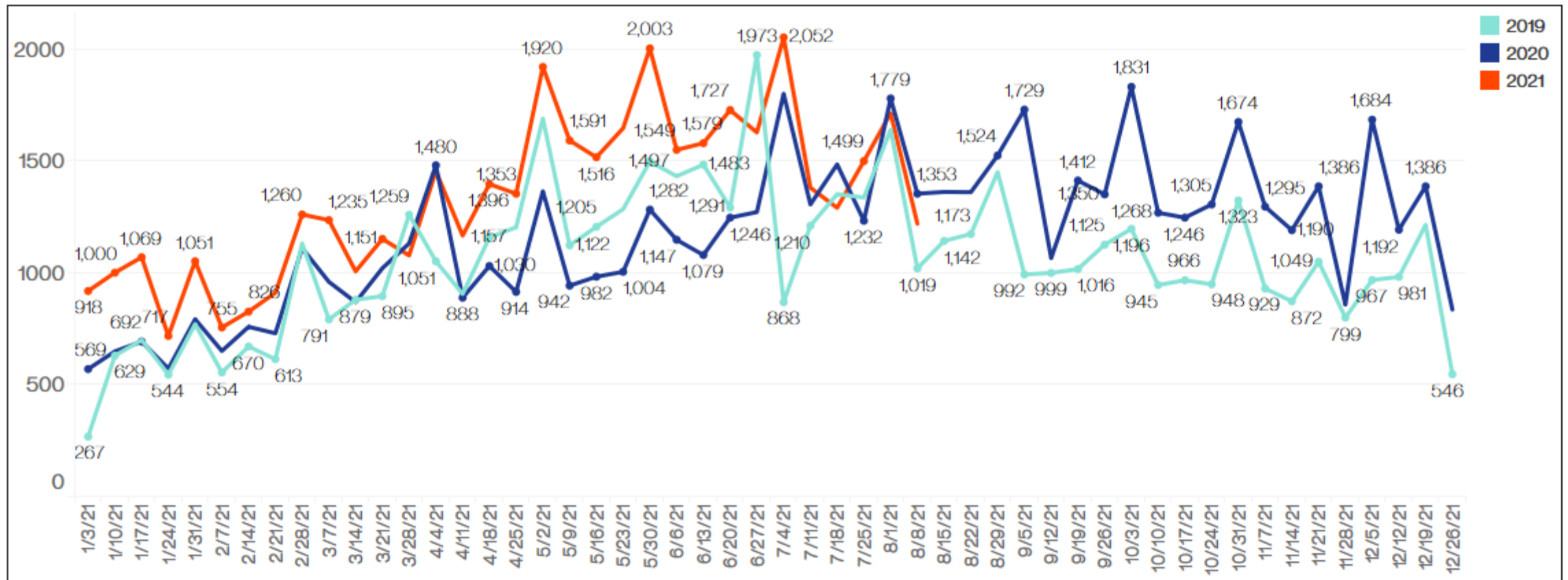
VA - New Purchase Contract to New Listing Ratio

- For the week, there were 95 new pending sales for every 100 new listings.



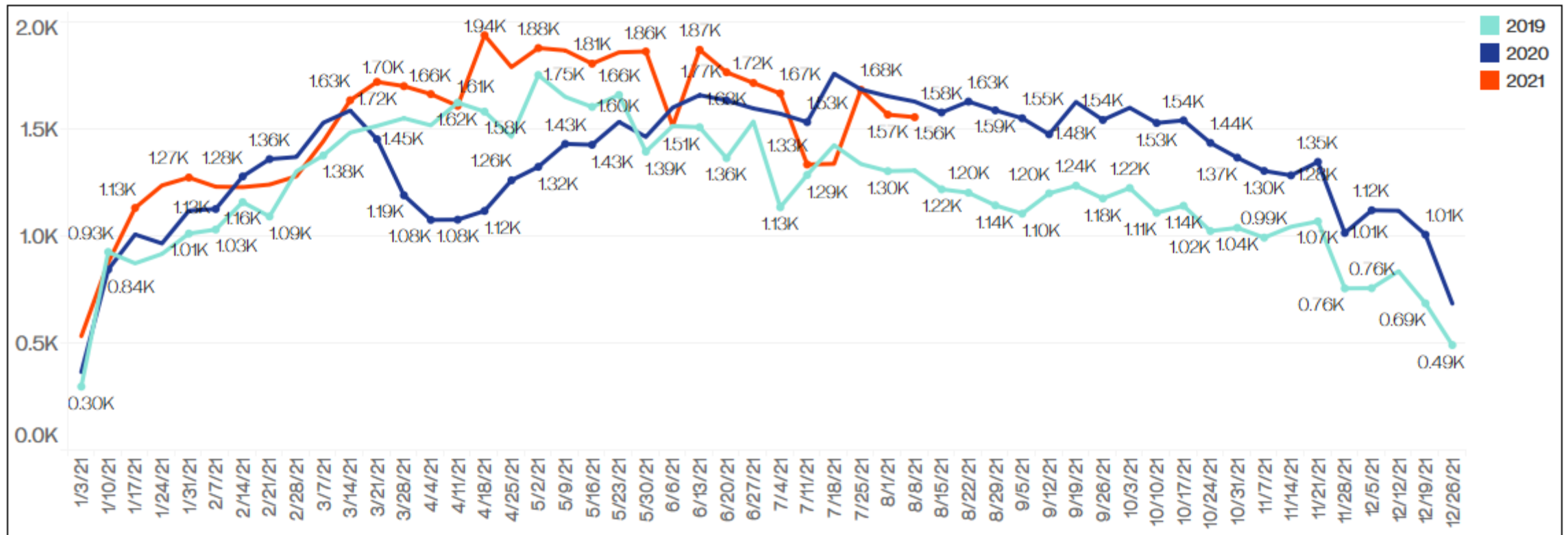
VA - New Closed Listings

• Closing levels landed at 119.6% compared to 2019 and 90.1% compared to the same week from August 2020.



VA - Weekly New Purchase Contracts

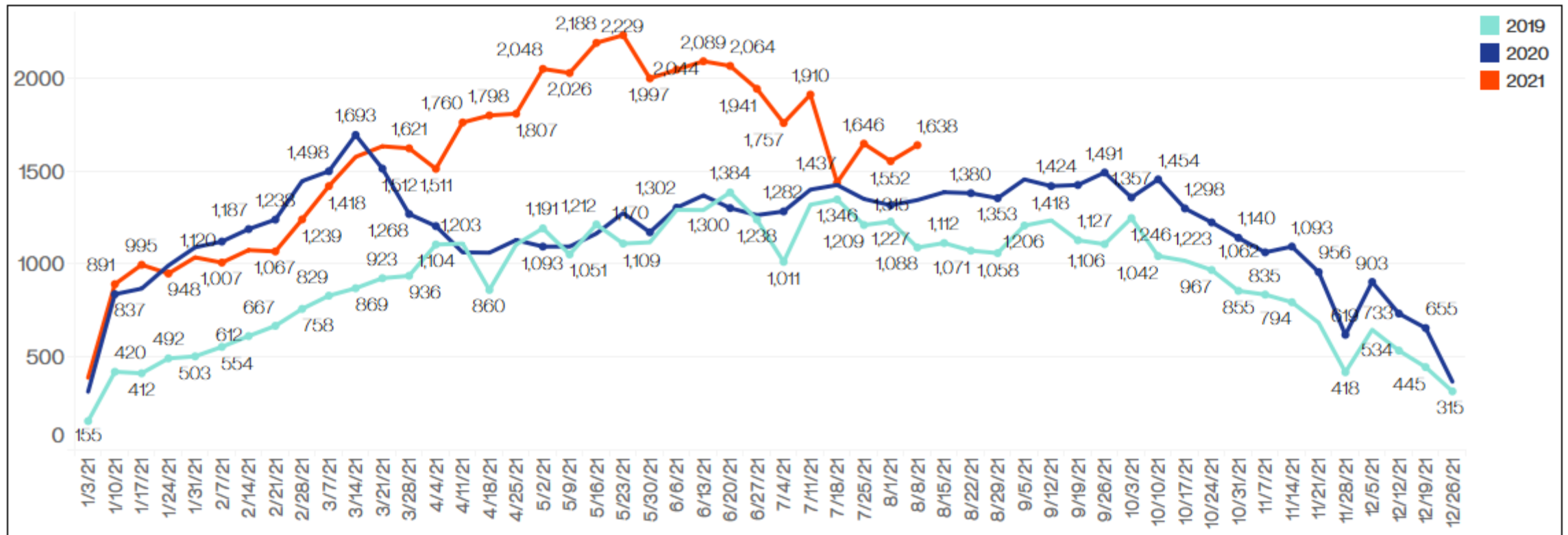
- New contract levels came in at 119.1% compared to 2019 and 95.5% of the same week from August 2020.



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

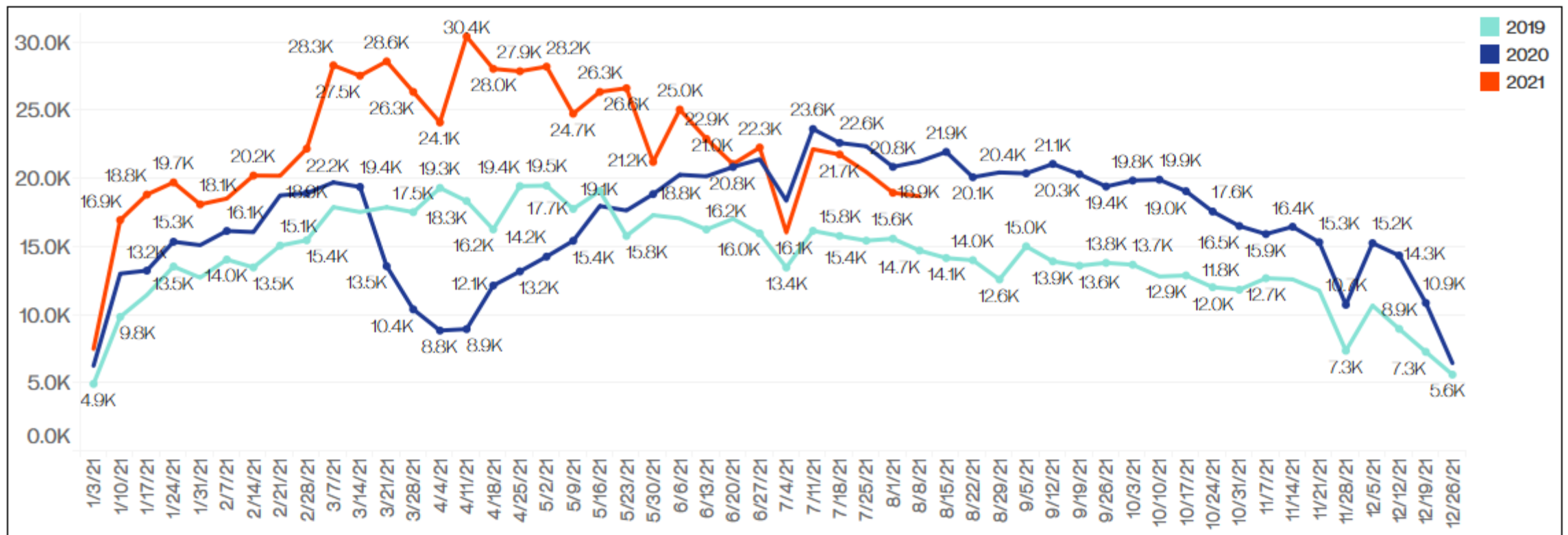
- VA's new listing levels tracked at 150.6% compared to 2019, 121.9% of the same week from August 2020.



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

VA - Weekly Showing Activity

- Showing levels tracked at 127.1% of the same week from August 2019 and 87.9% compared to 2020.



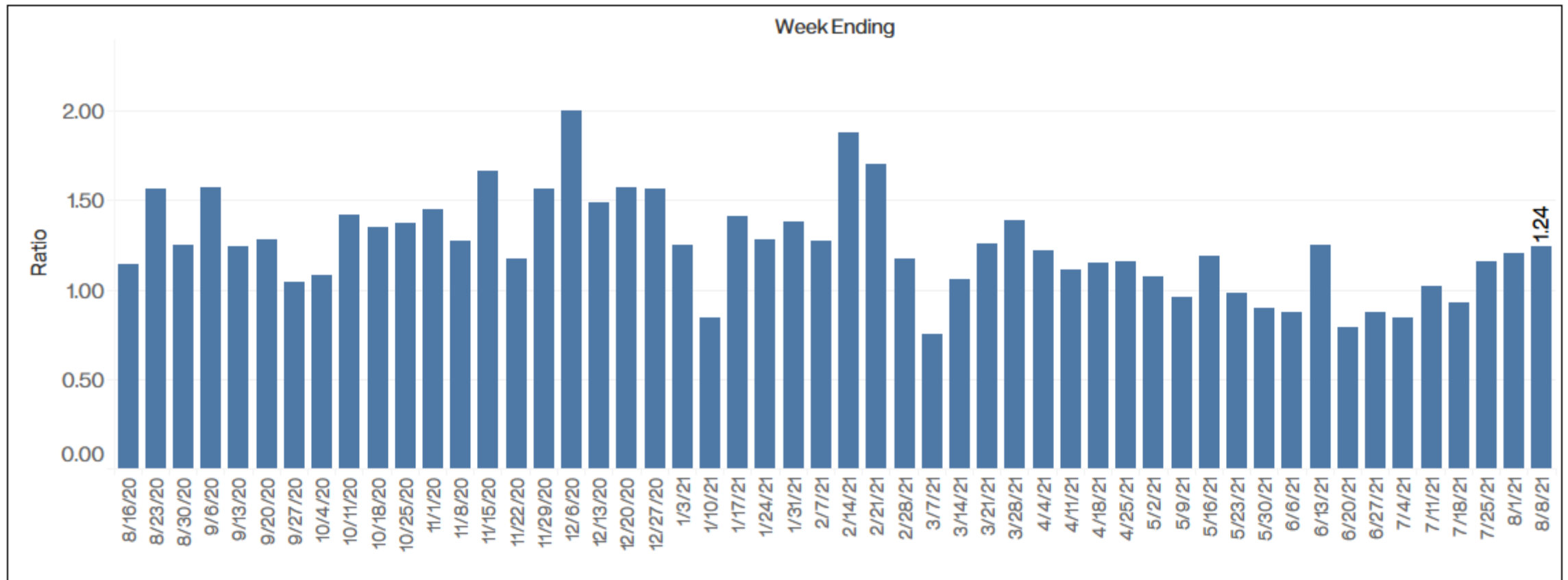
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Weekly Market Trends

West Virginia

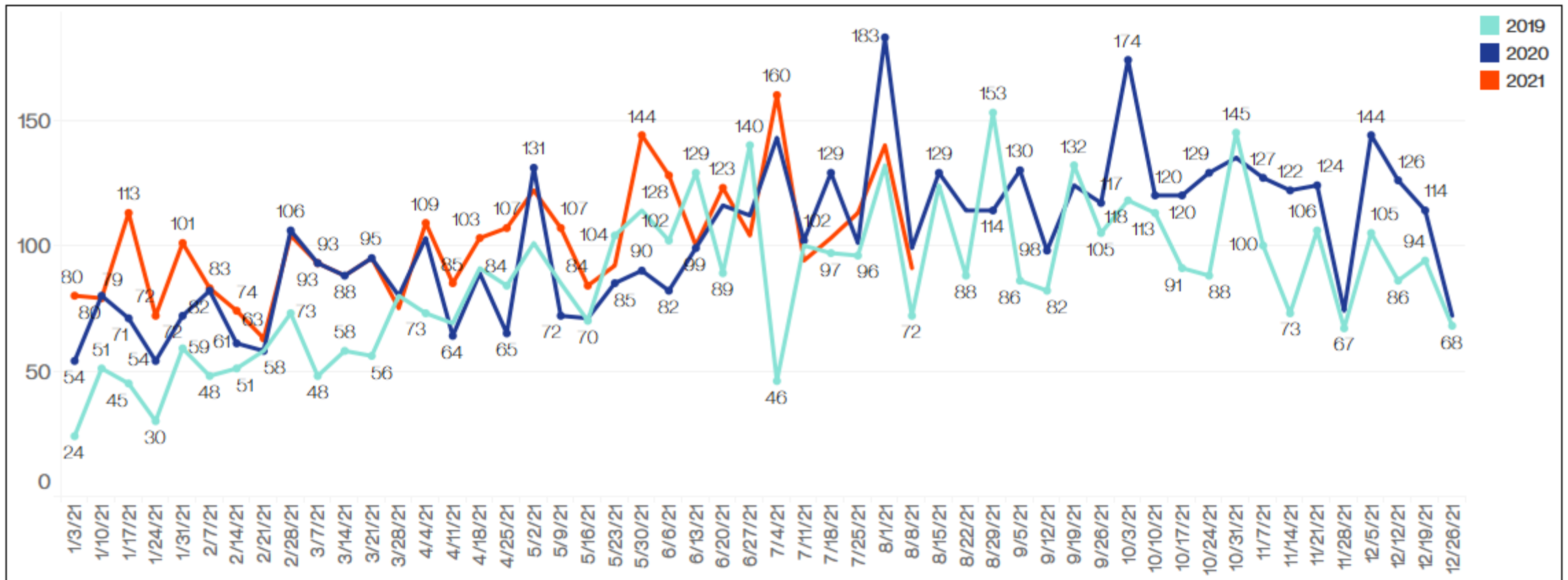
WV - New Purchase Contract to New Listing Ratio

- For the week, there were 124 new pending home sales for every 100 new listings.



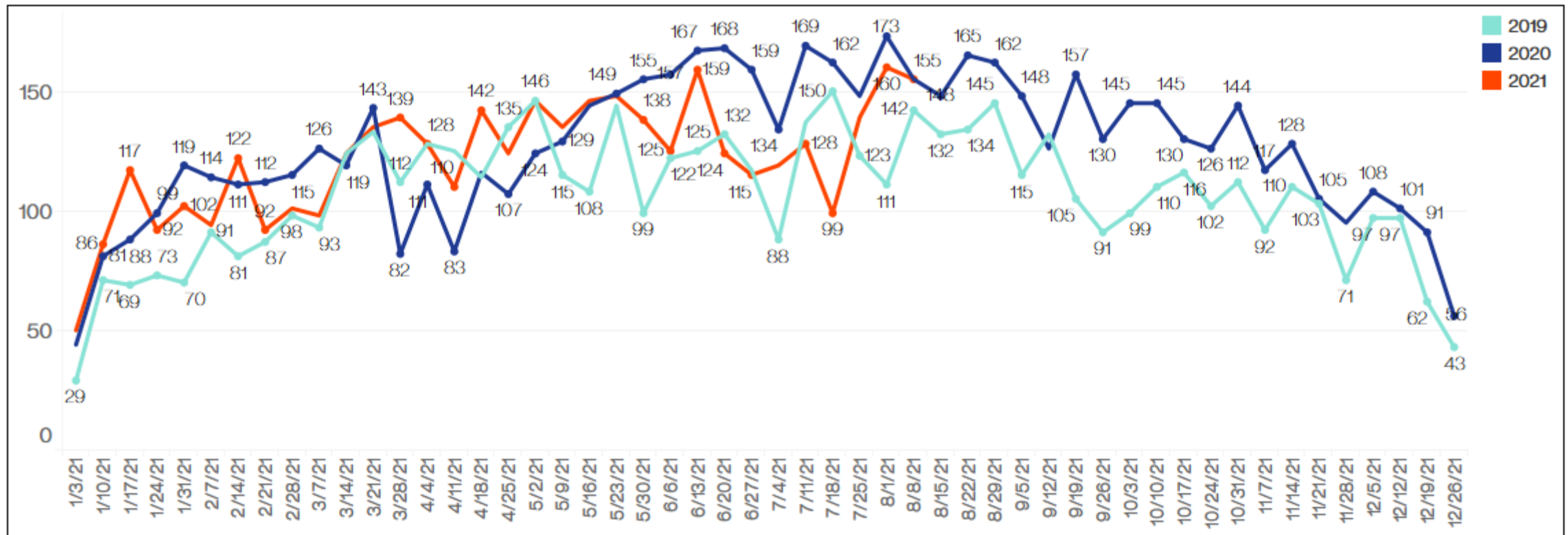
WV- New Closed Listings

- Closing levels landed at 126.4% compared to 2019 and 91.9% compared to the same week from August 2020.



WV- Weekly New Purchase Contracts

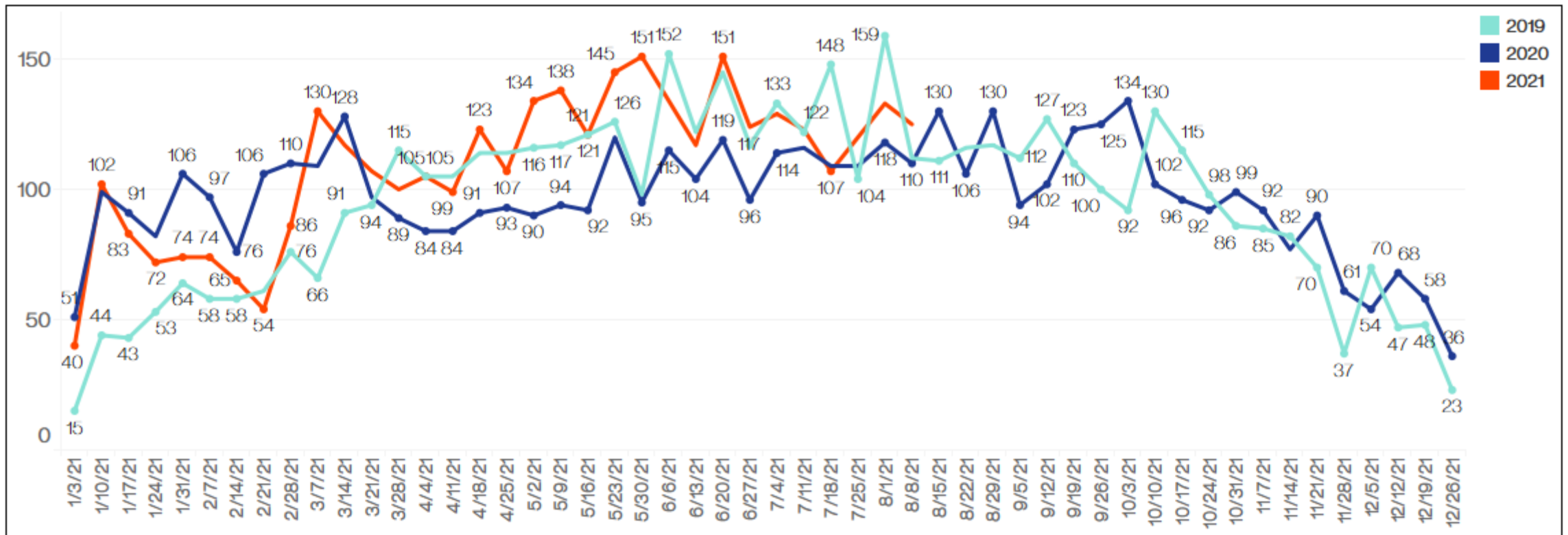
• New contract levels came in at 109.2% compared to 2019 and 100.0% of the same week from August 2020.



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

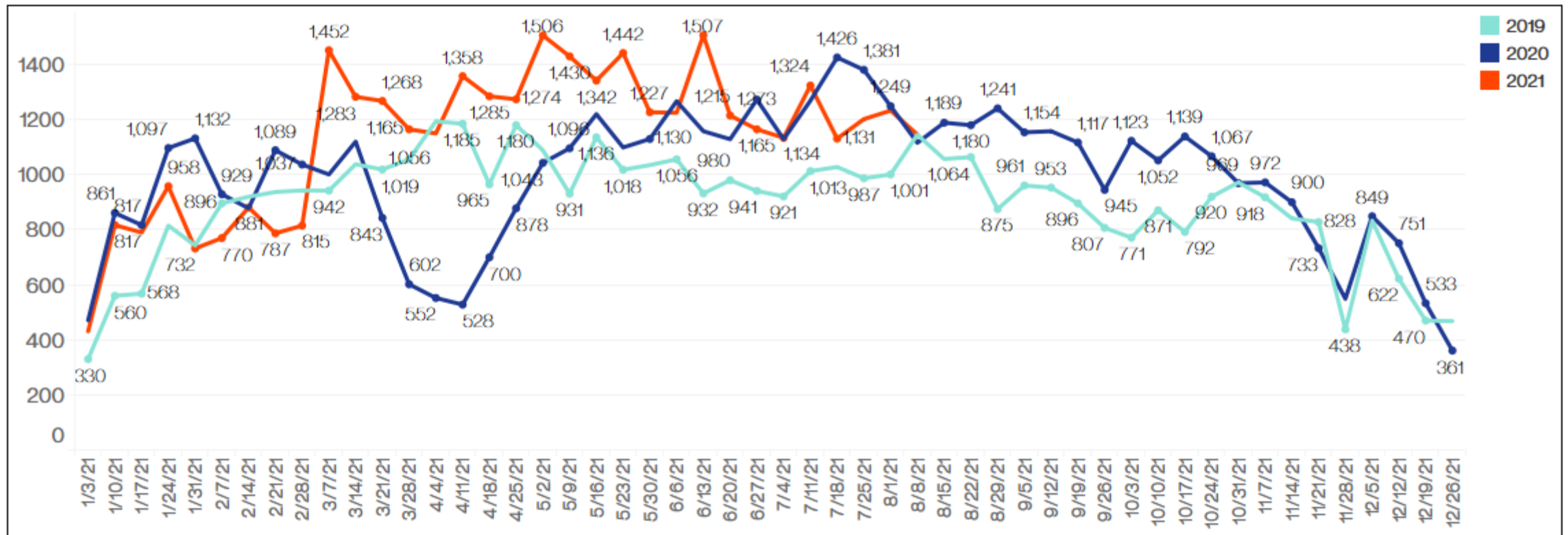
• WV's new listing levels tracked at 111.6% compared to 2019, 113.6% of the same week from August 2020.



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

WV- Weekly Showing Activity

• Showing levels tracked at 100.1% of the same week from August 2019 and 102.7% compared to 2020



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