

Weekly Market Trends

Week of November 2nd



OVERVIEW

- Inventory volume slipped -1% week to week and came in at 80.6% of last year.
- While new listing volume neared 2019 levels, VA activity remained strong.
- New contracts fell to their lowest levels since March, but remained higher than last year.

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



Market Trends

Bright Footprint

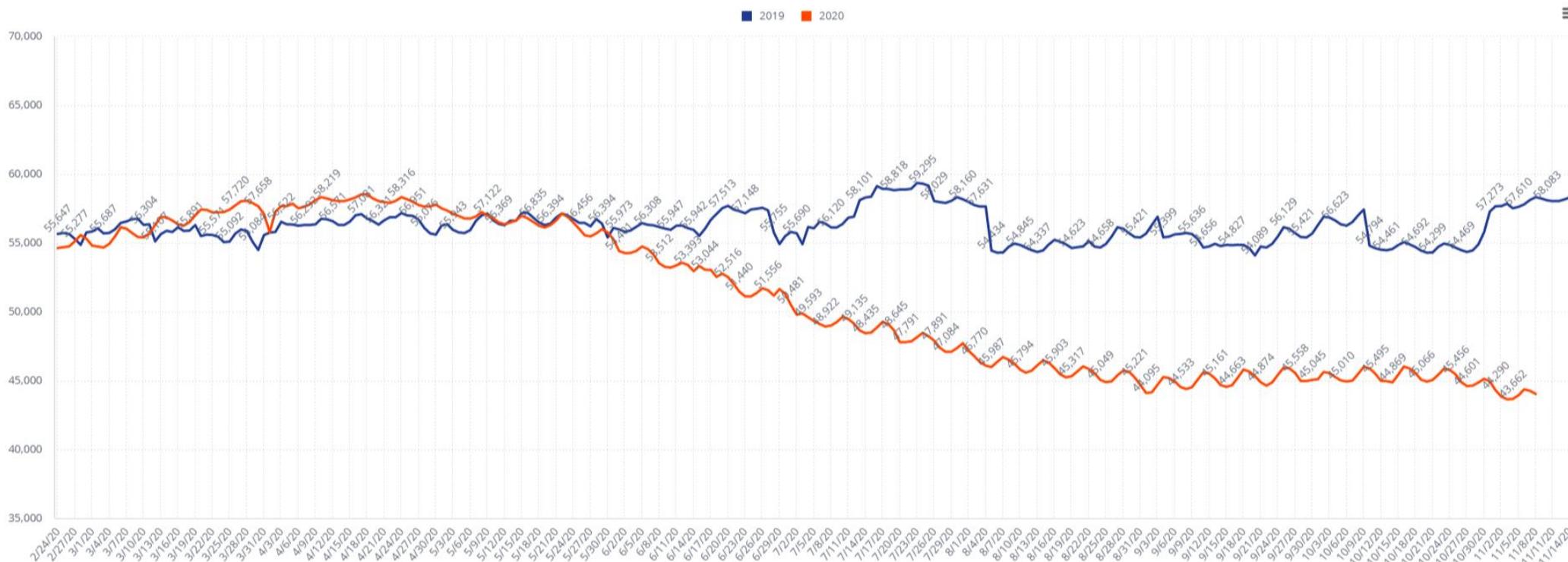
1. Daily Inventory – “Coming Soon, Active and Temp Off”
2. Weekly “New Listings”
3. Weekly “New Purchase Contracts”
4. Weekly Number of “New Closed” Listings
5. Weekly Average Number of Days Between Purchase Contract Date and Closing Date
6. Weekly Showing Activity

By State

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

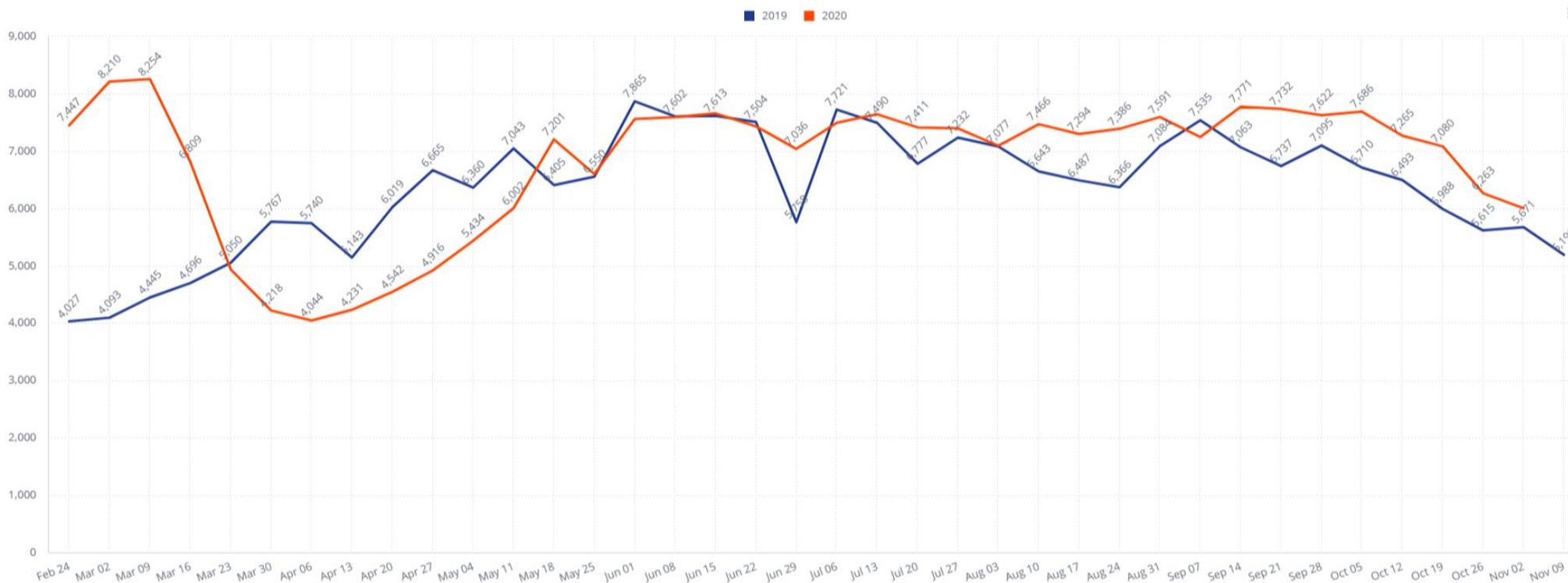
Weekly Inventory – Coming Soon, Active and Temp Off

After several weeks of stability, inventory volume declined -1.3% week to week to 80.6% of a year ago.



Weekly “New Listings”

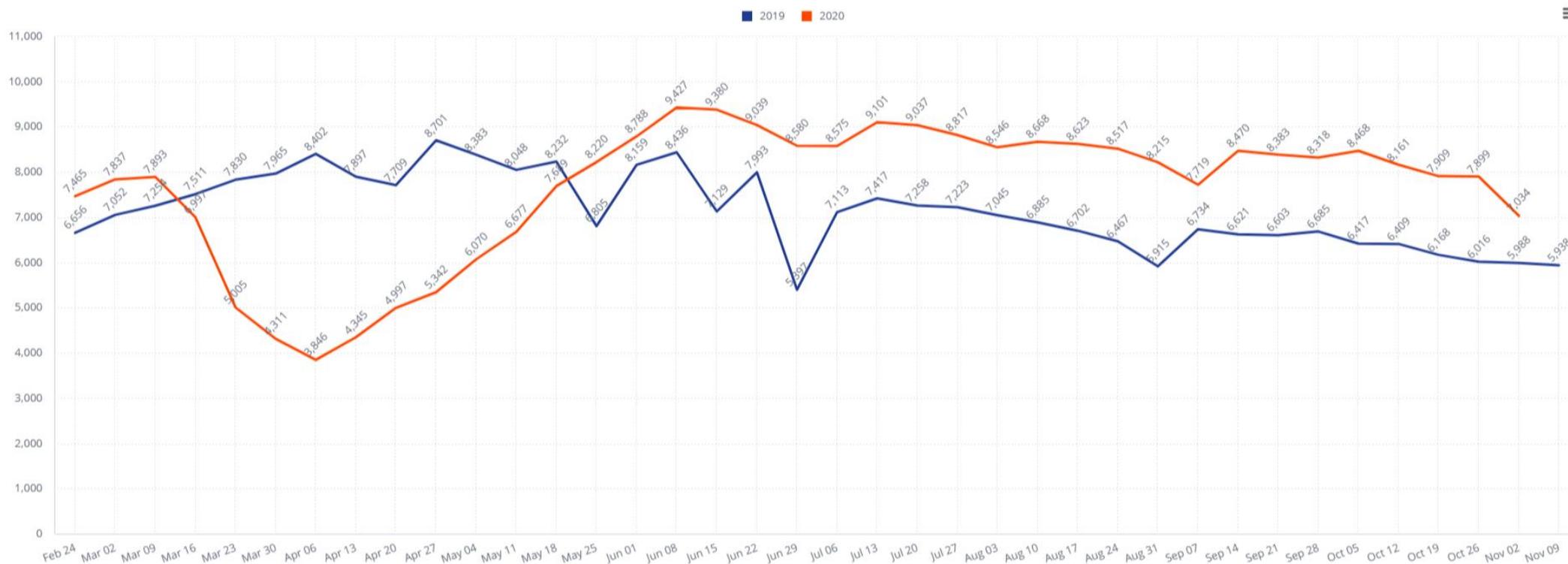
- Volume tracked closer to 2019 than prior weeks, coming in at 105.8% of a year ago.
- While VA continued exceed a year ago (127.3%), PA (95.5%) and NJ (92.7%) showed weakness.



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

Weekly “New Purchase Contracts”

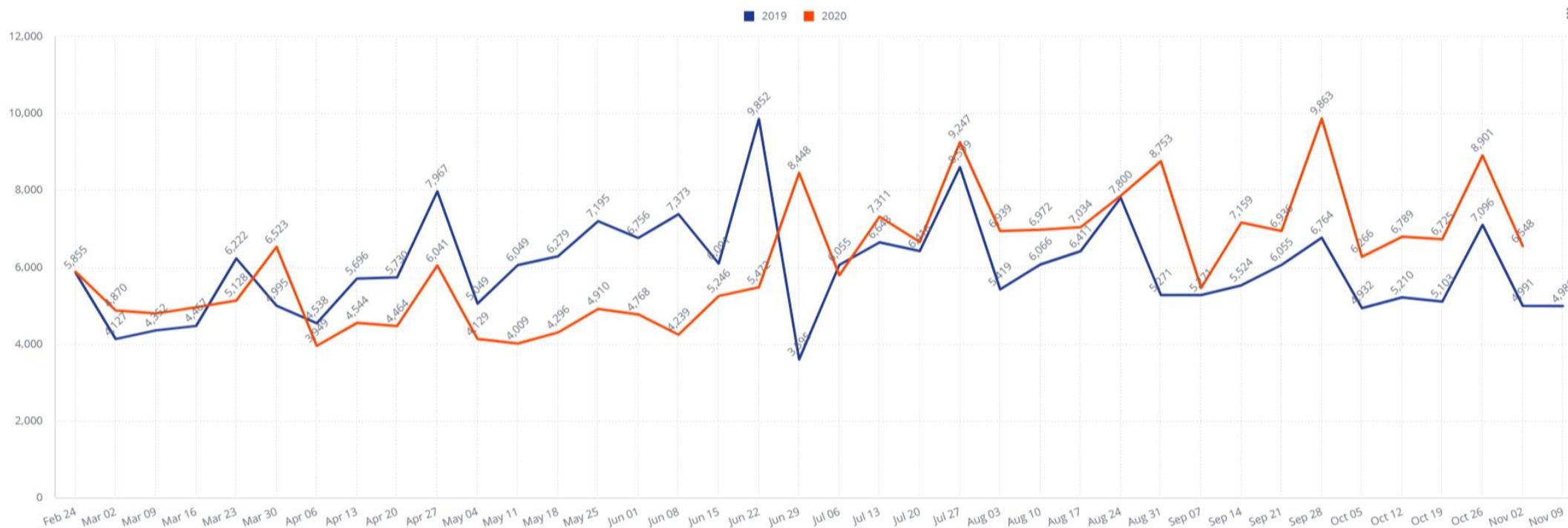
- New contract activity shrank to its lowest level since March, but still tracked at 117.5% of a year ago.
- VA (131.6%) stood out across the area.



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.

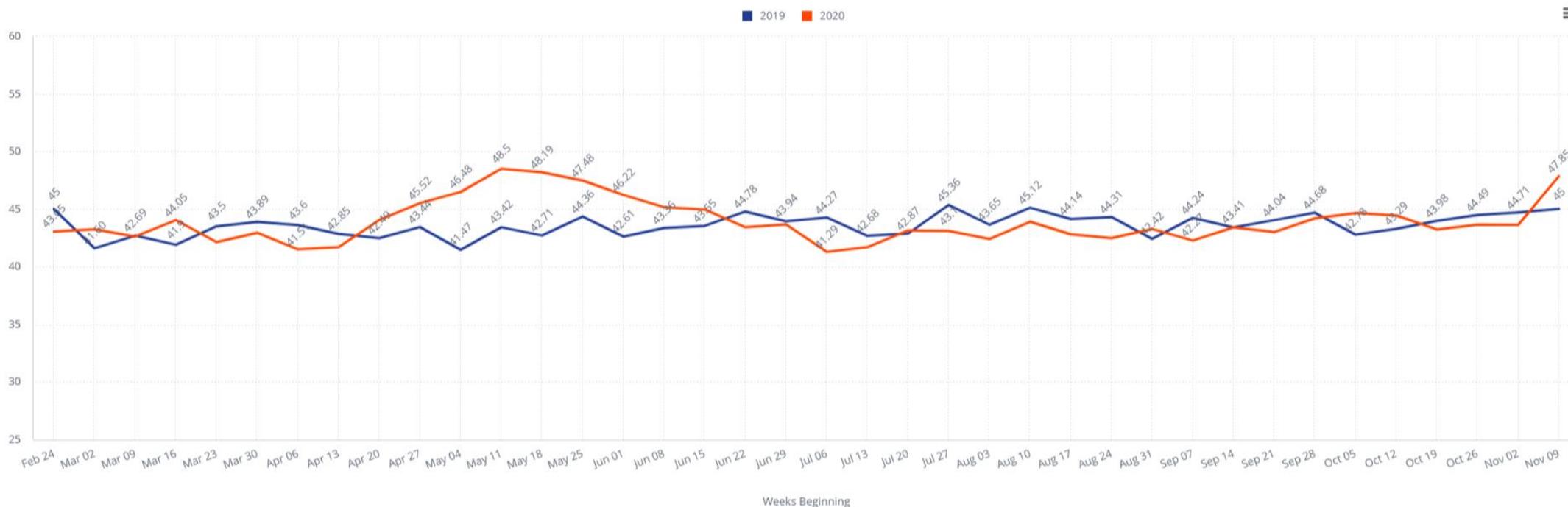
Weekly Number of “New Closed” Listings

- Closing activity followed season patterns but remained higher than a year ago (131.2% of same week last year)
- DE new closing levels landed at 138.8% of the same week last year.



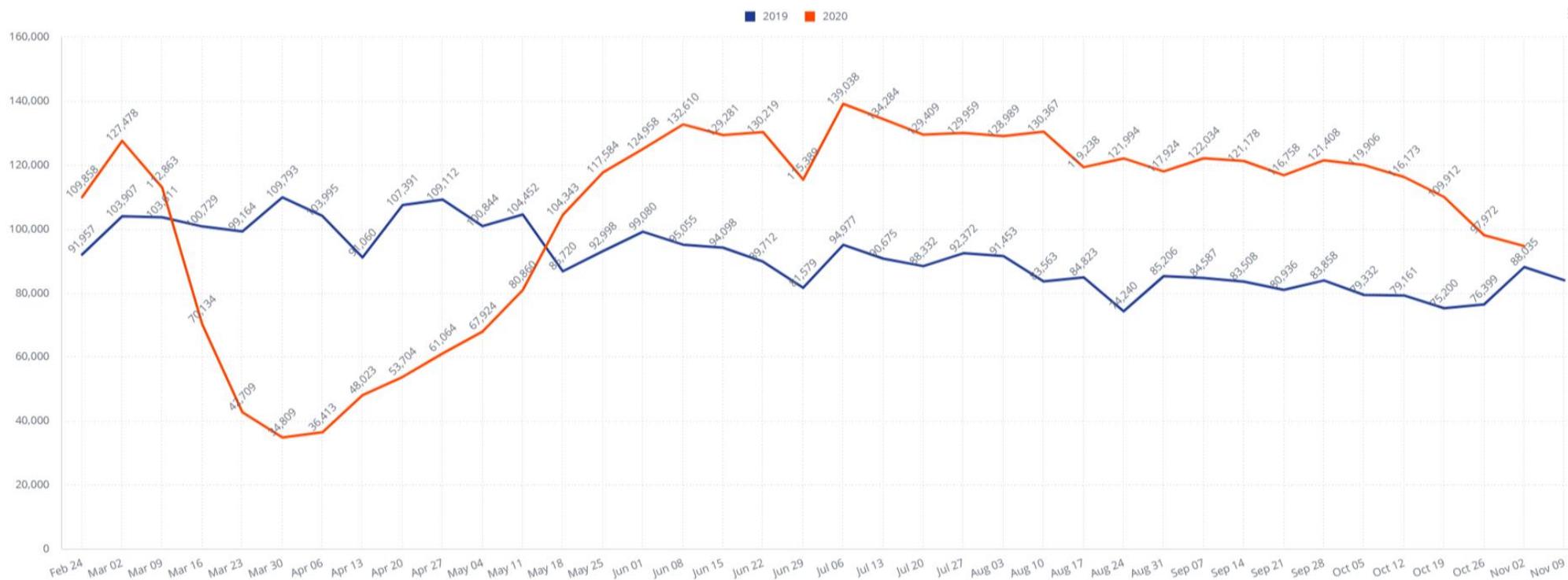
Weekly Average Number of Days Between Purchase Contract Date and Closing Date

The time between contract and closing (46.3 days) ticked up by a day and a half.



Weekly Showing Activity

- Showing continued to pace lower, but came in at 107.4% of last year.
- Although MD remained strong (120.3%), D.C. came in lower 73.6%



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

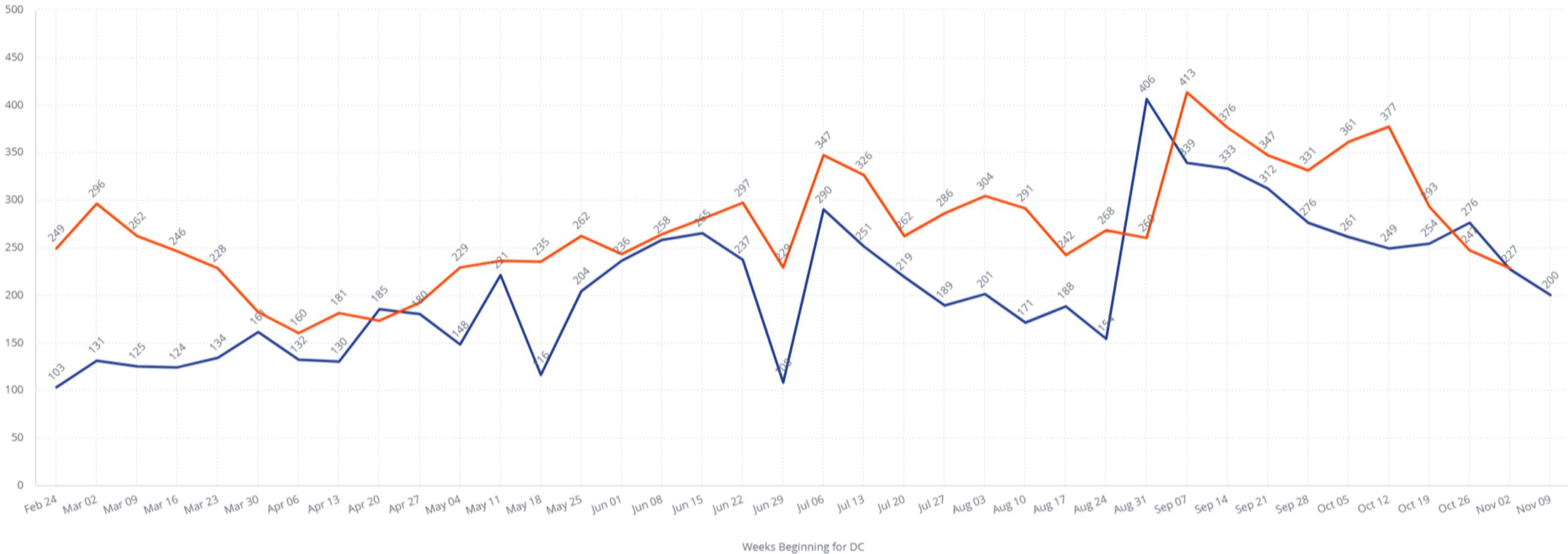
COVID-19 Market Trends District of Columbia

Weekly "New Listings" for DC

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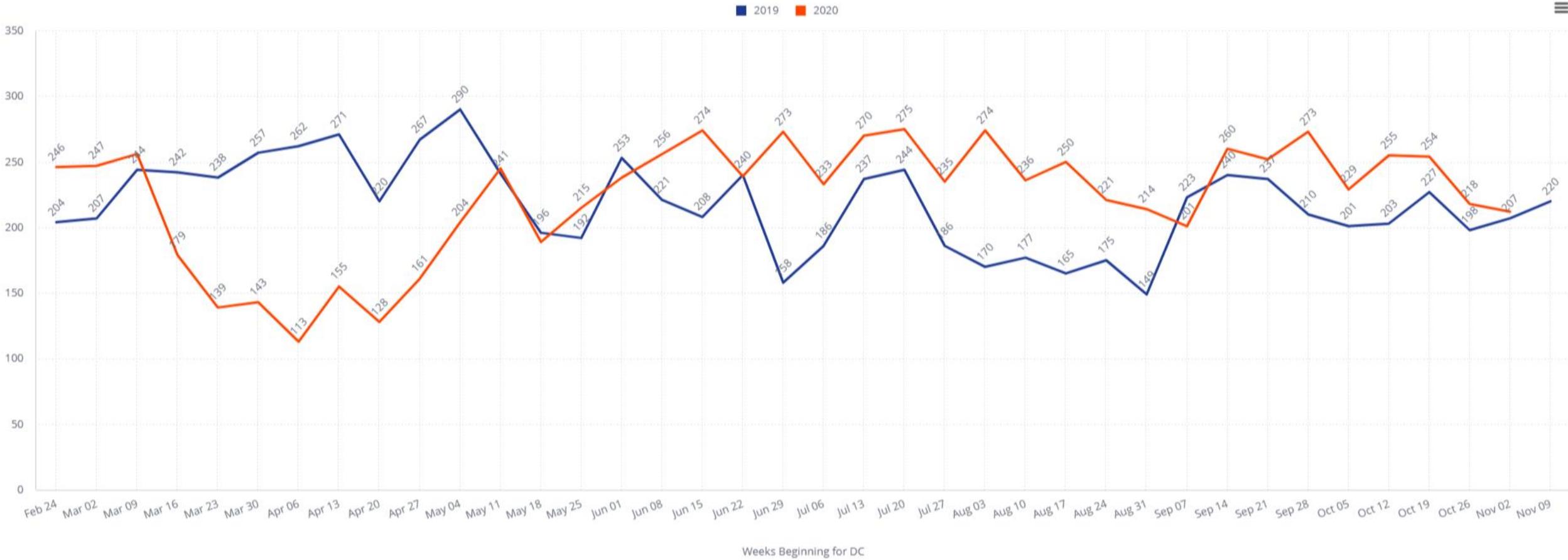


■ 2019 ■ 2020

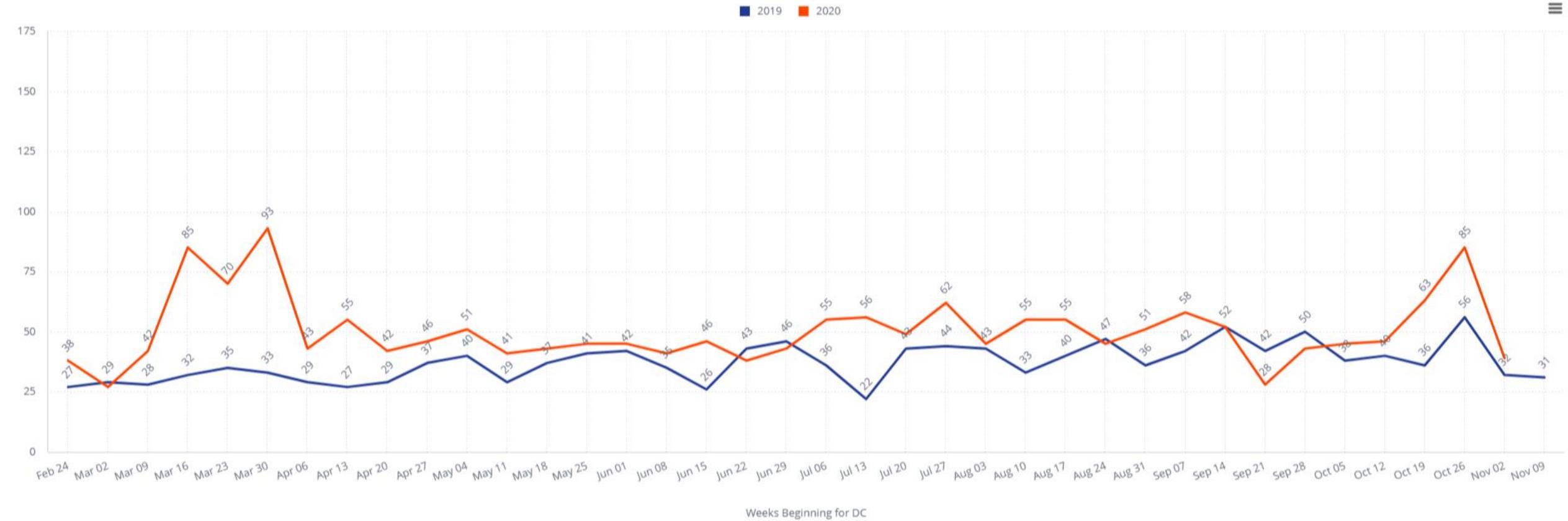


Weekly “New Purchase Contracts” for DC

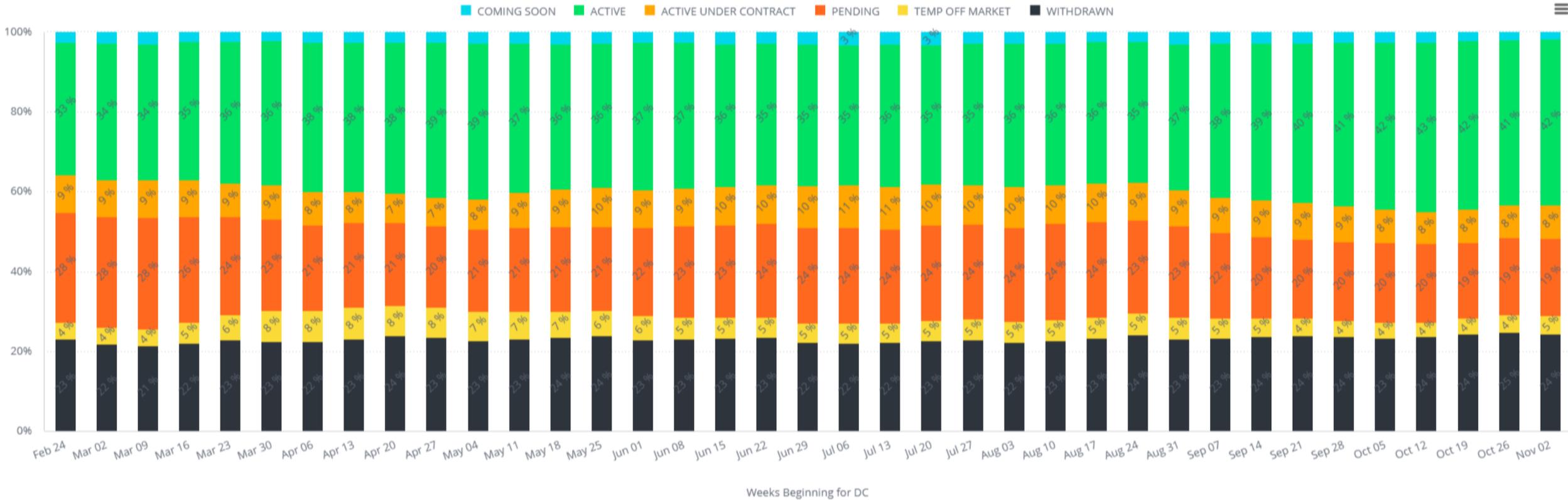
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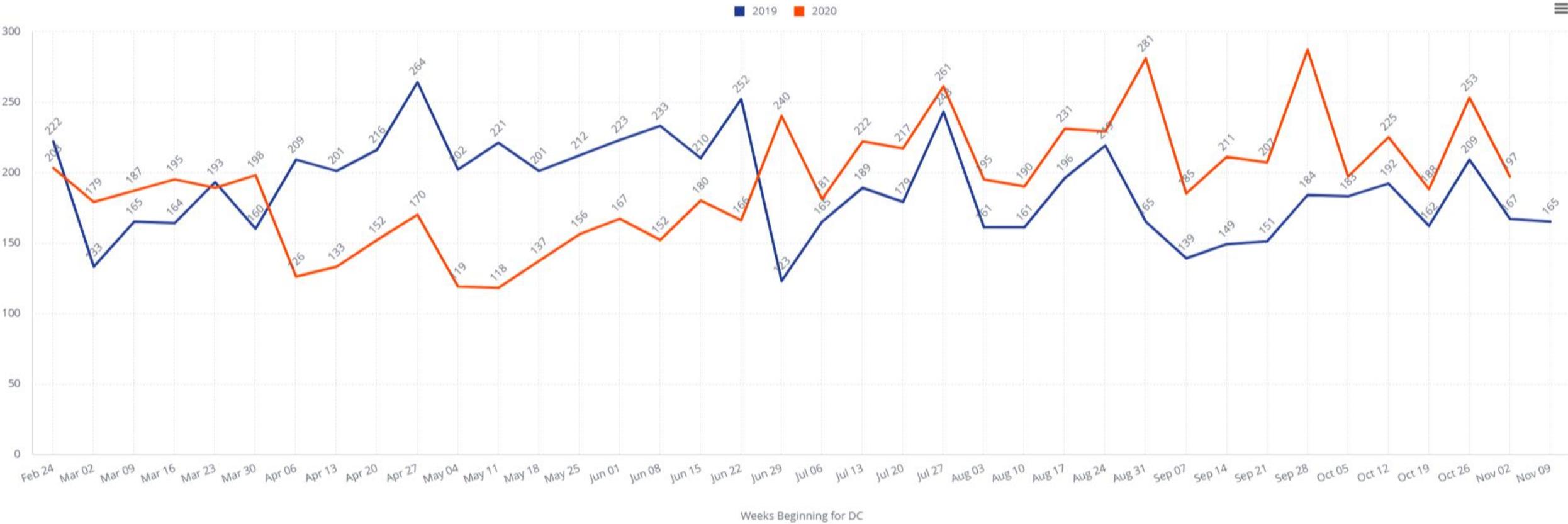
Weekly Number of Listings Changing to “Temp Off” Status for DC



Weekly Composition of “Listings in a Non-final Status” for DC

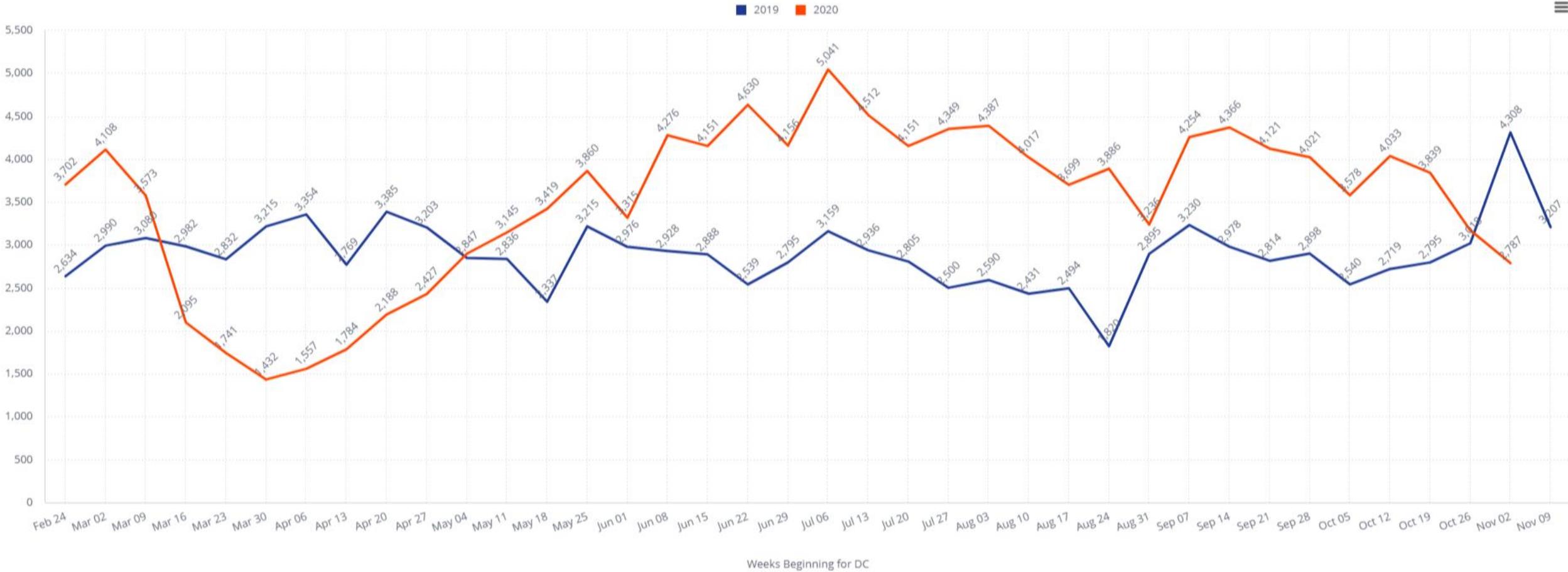


Weekly Number of "New Closed" Listings for DC



Weekly Showing Activity for DC

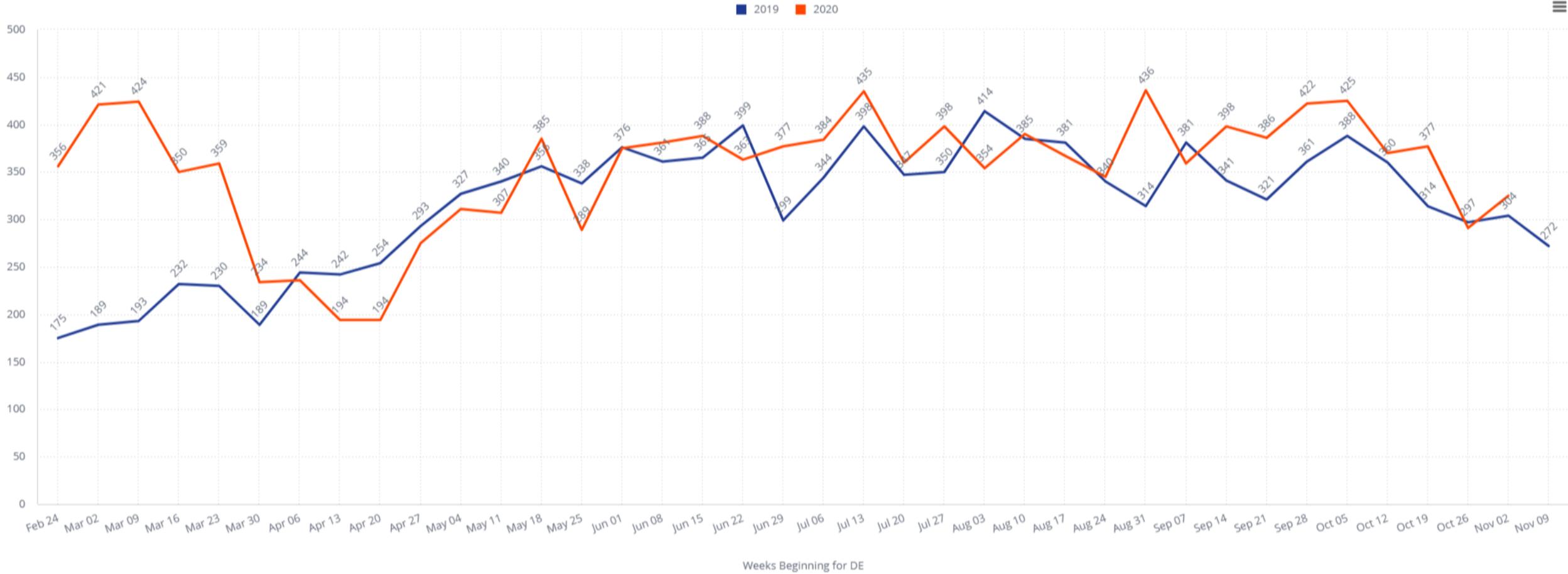
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COVID-19 Market Trends Delaware

Weekly "New Listings" for DE

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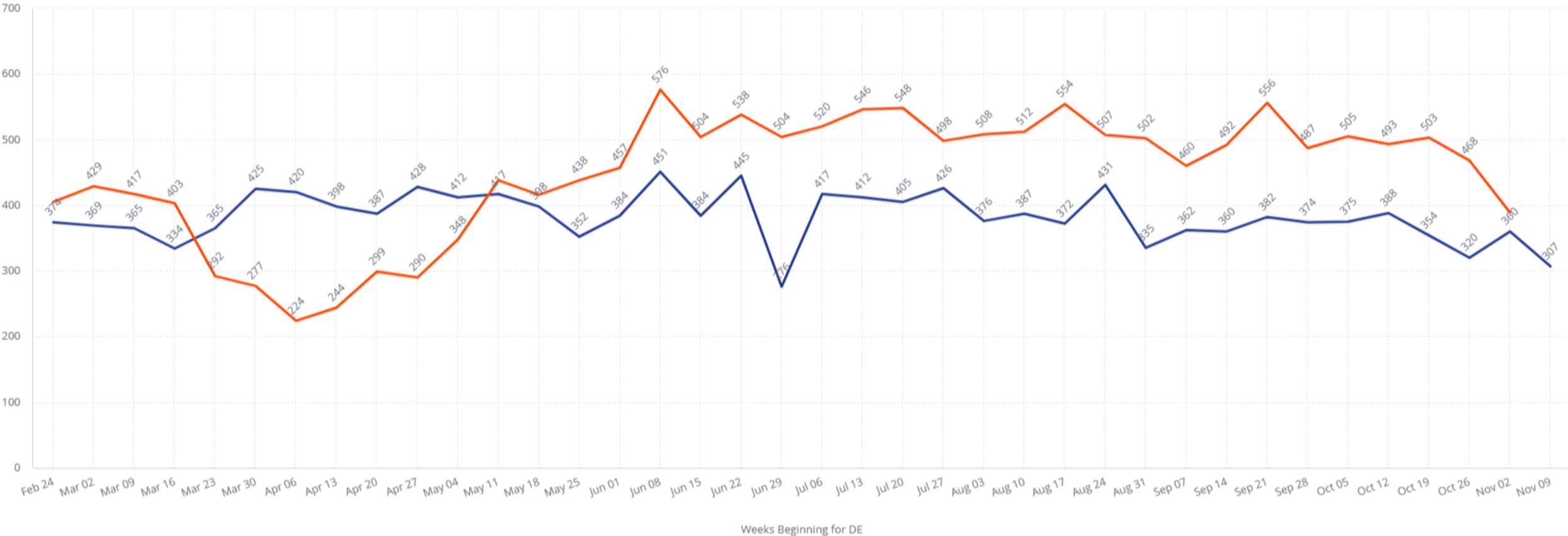


Weekly “New Purchase Contracts” for DE

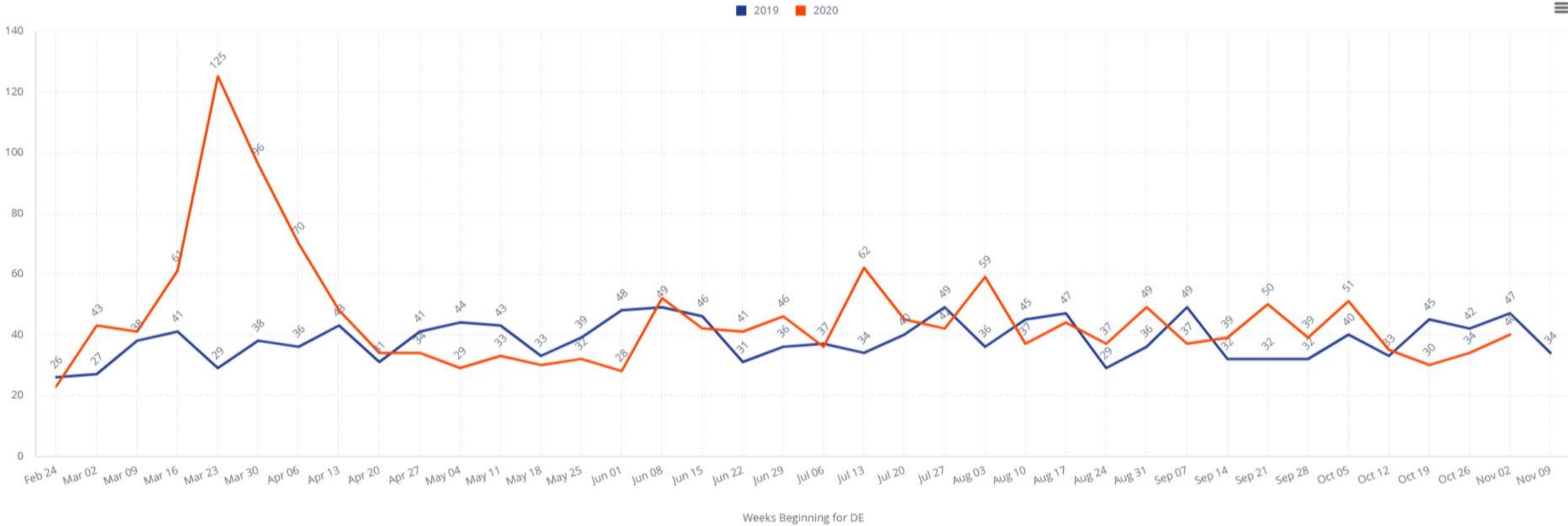
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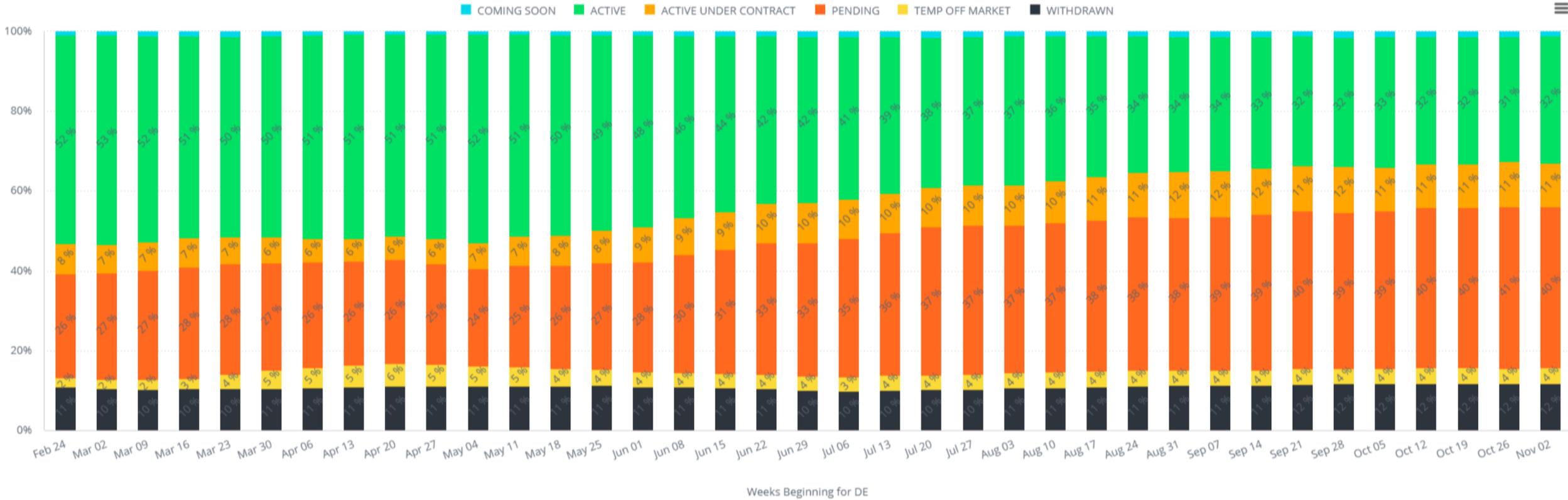
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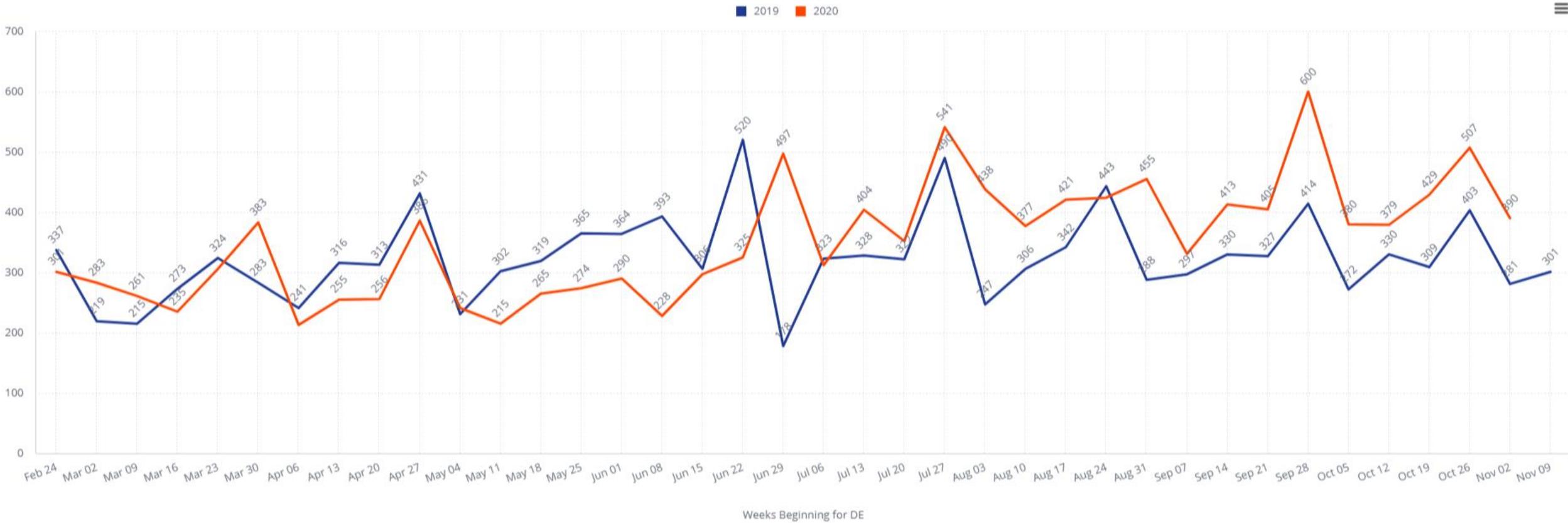
Weekly Number of Listings Changing to “Temp Off” Status for DE



Weekly Composition of “Listings in a Non-final Status” for DE

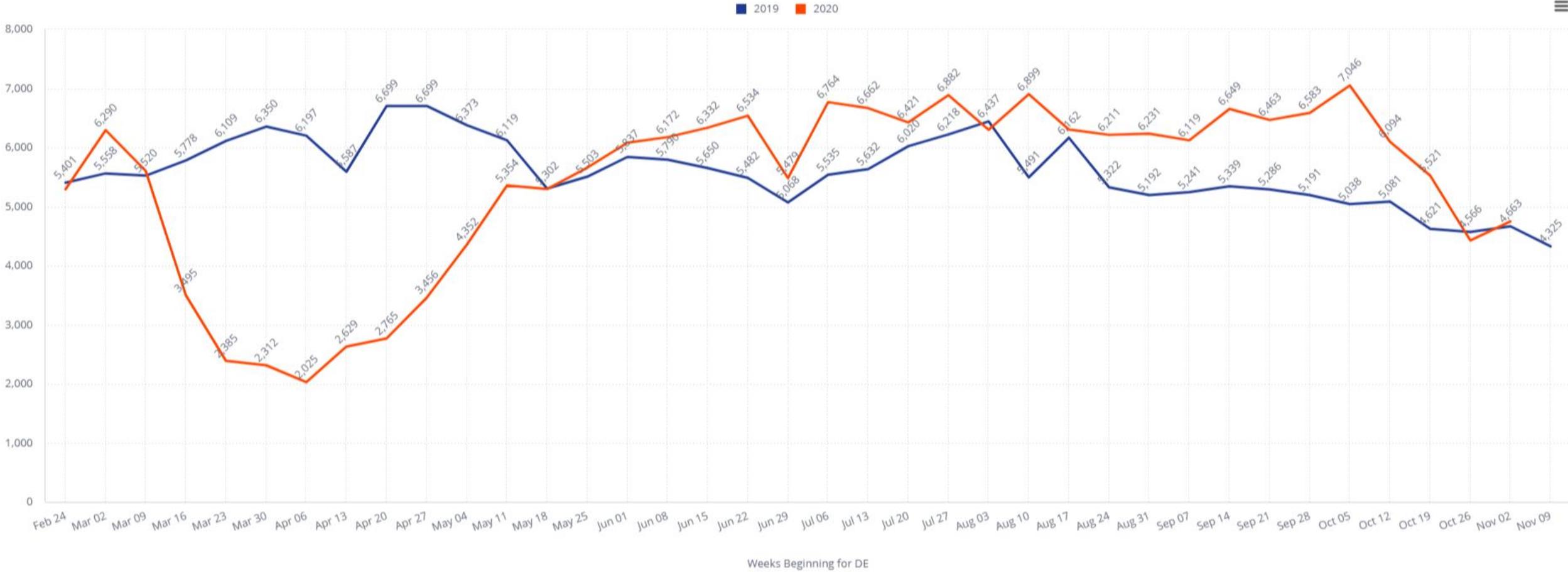


Weekly Number of "New Closed" Listings for DE



Weekly Showing Activity for DE

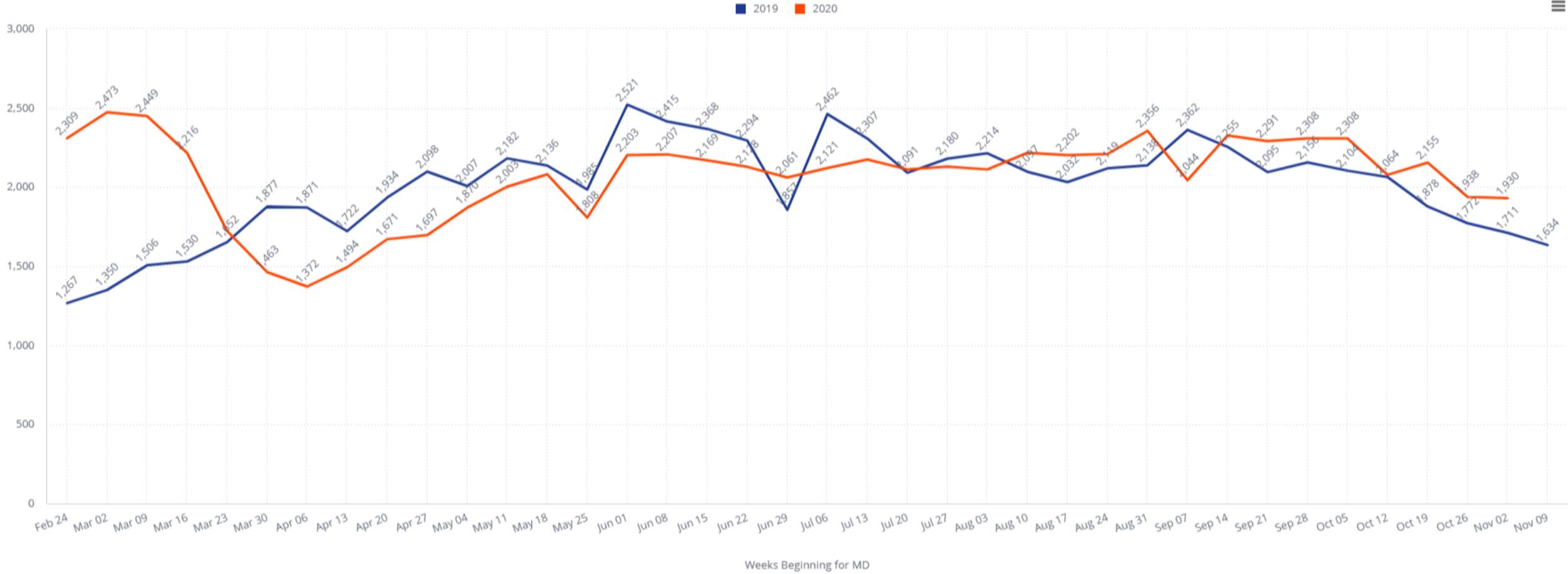
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COVID-19 Market Trends Maryland

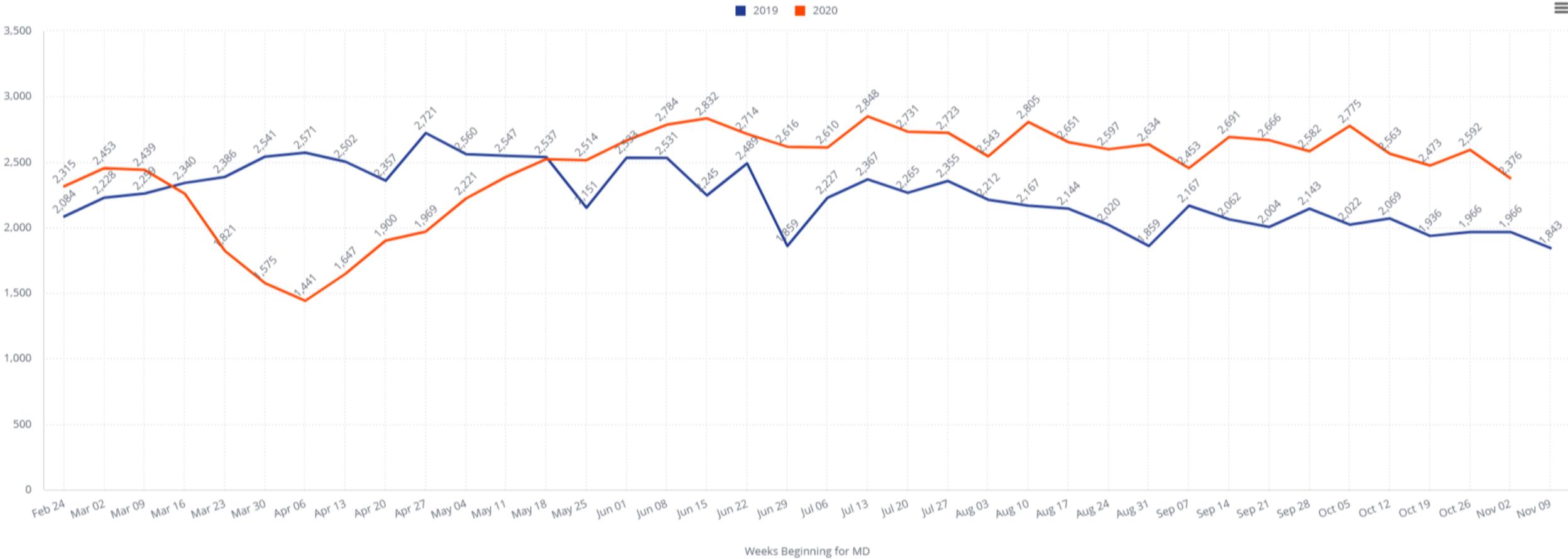
Weekly "New Listings" for MD

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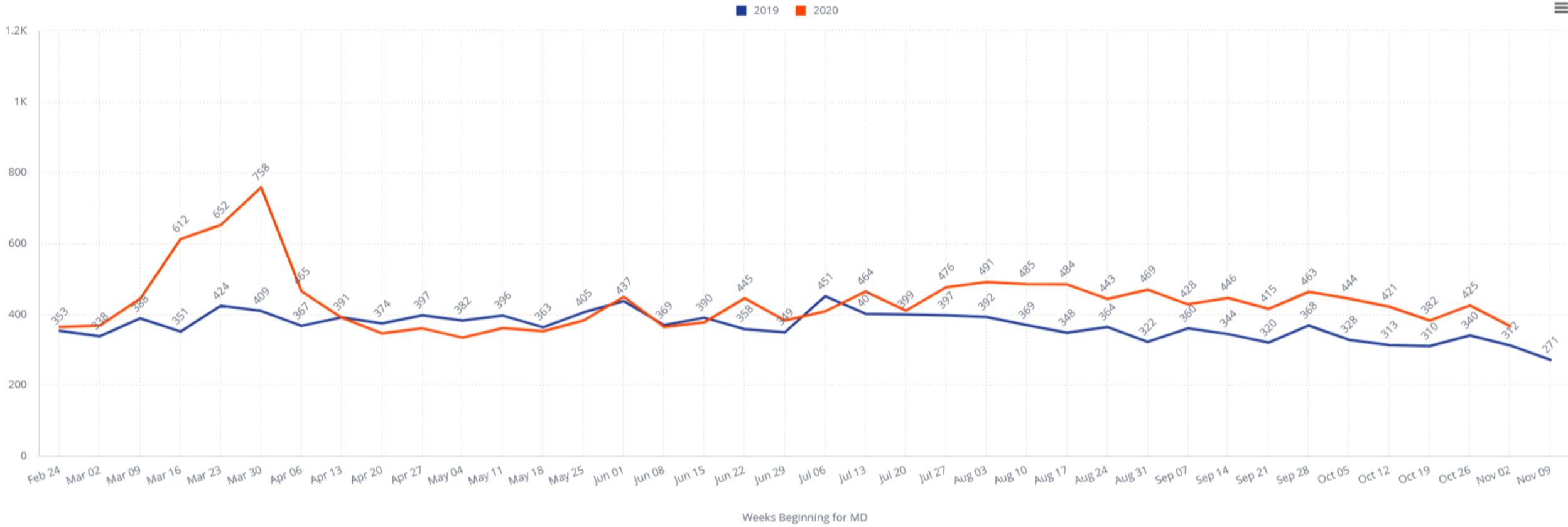


Weekly “New Purchase Contracts” for MD

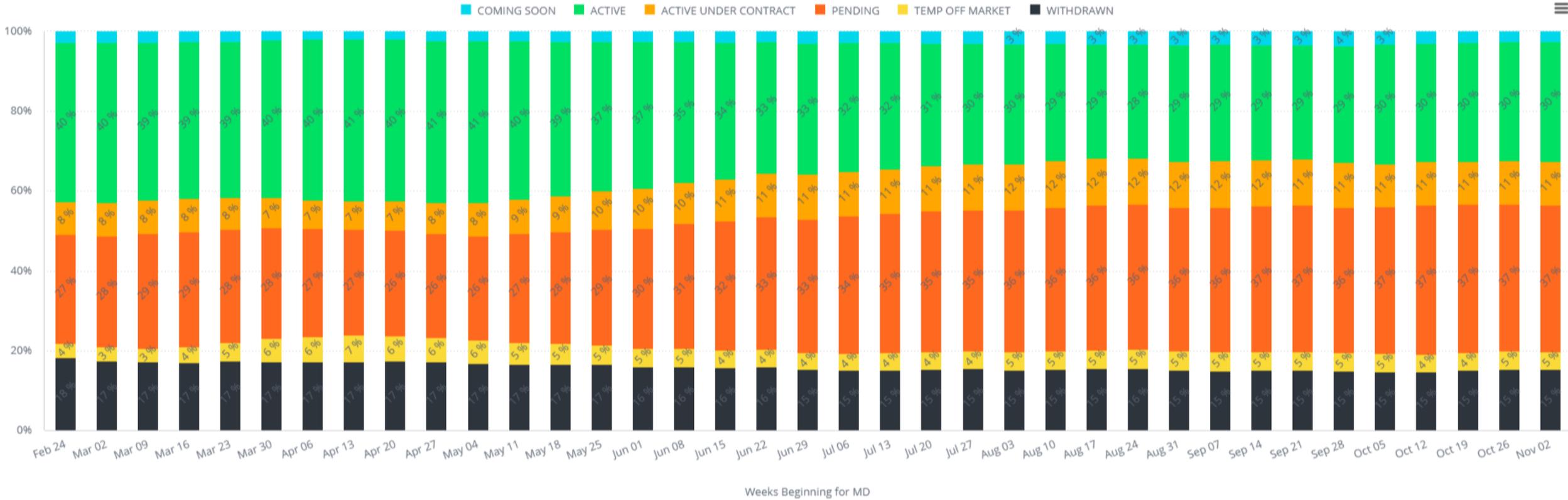
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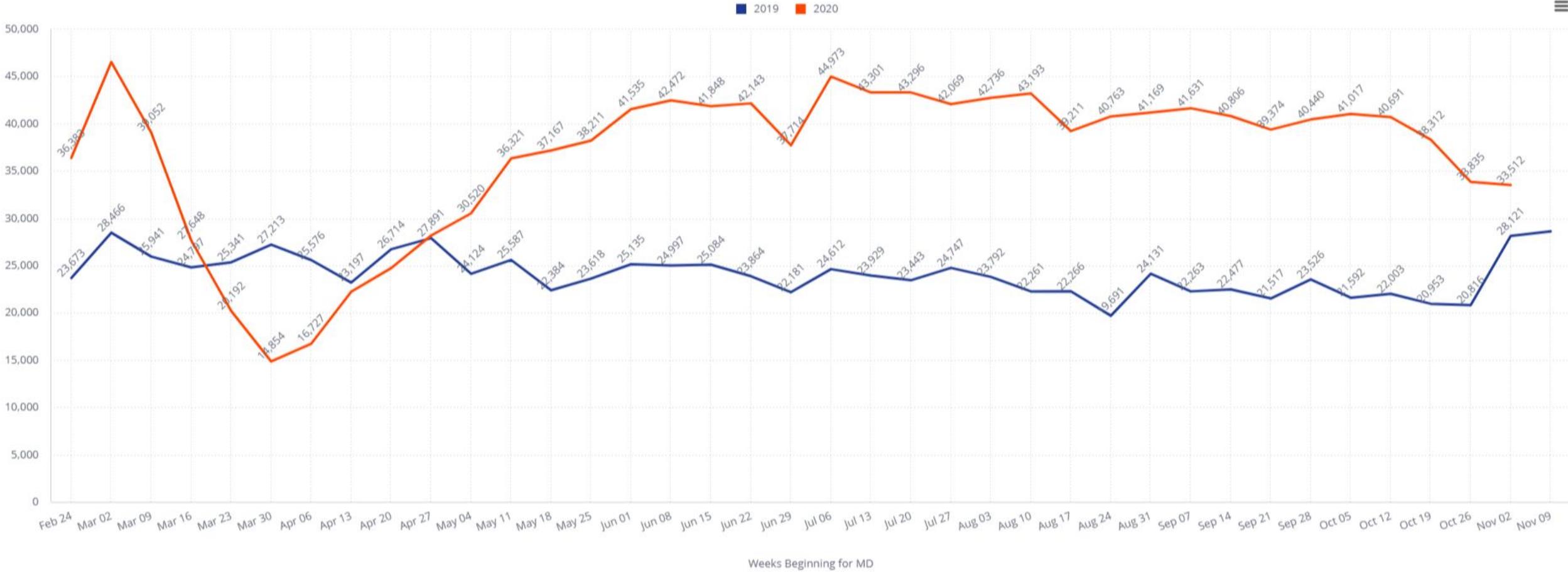


Weekly Number of “New Closed” Listings for MD



Weekly Showing Activity for MD

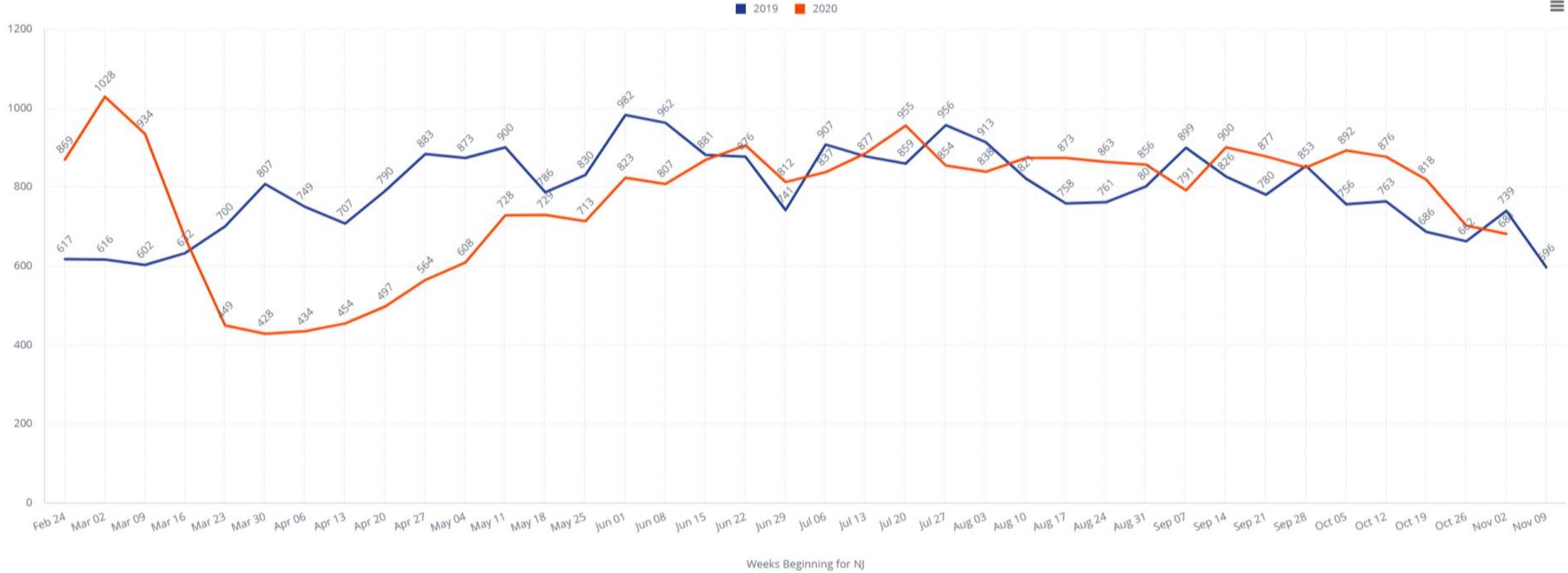
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COVID-19 Market Trends New Jersey

Weekly "New Listings" for NJ

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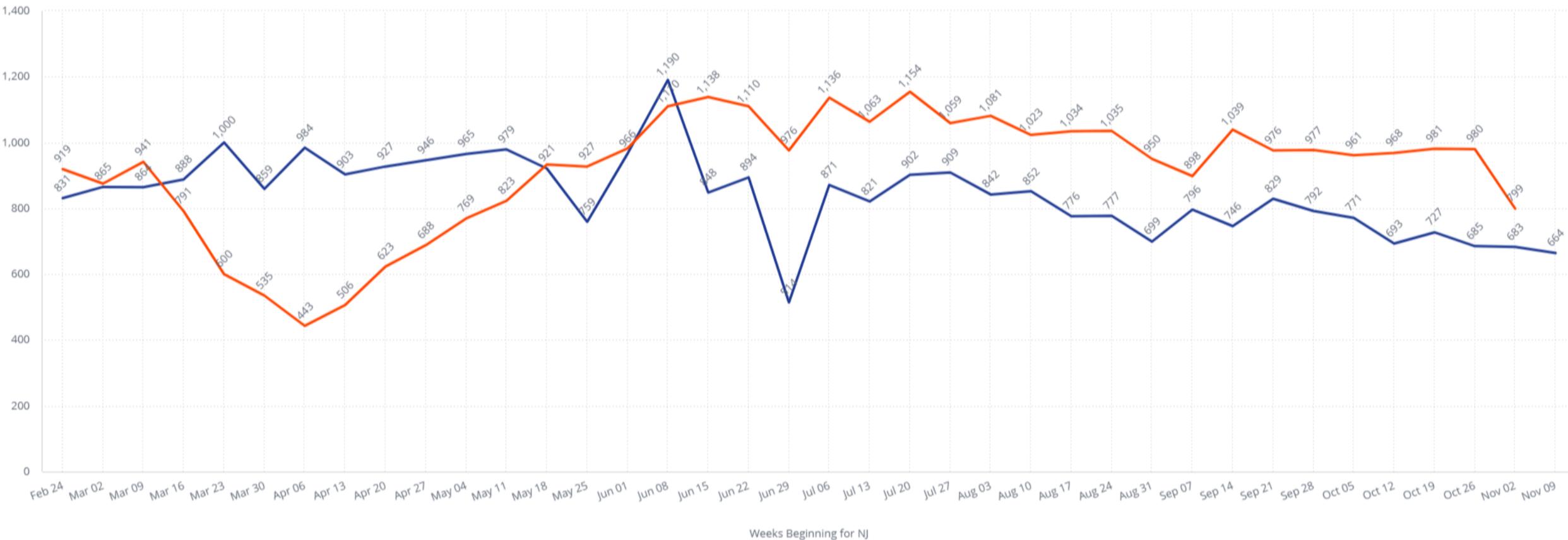


Weekly “New Purchase Contracts” for NJ

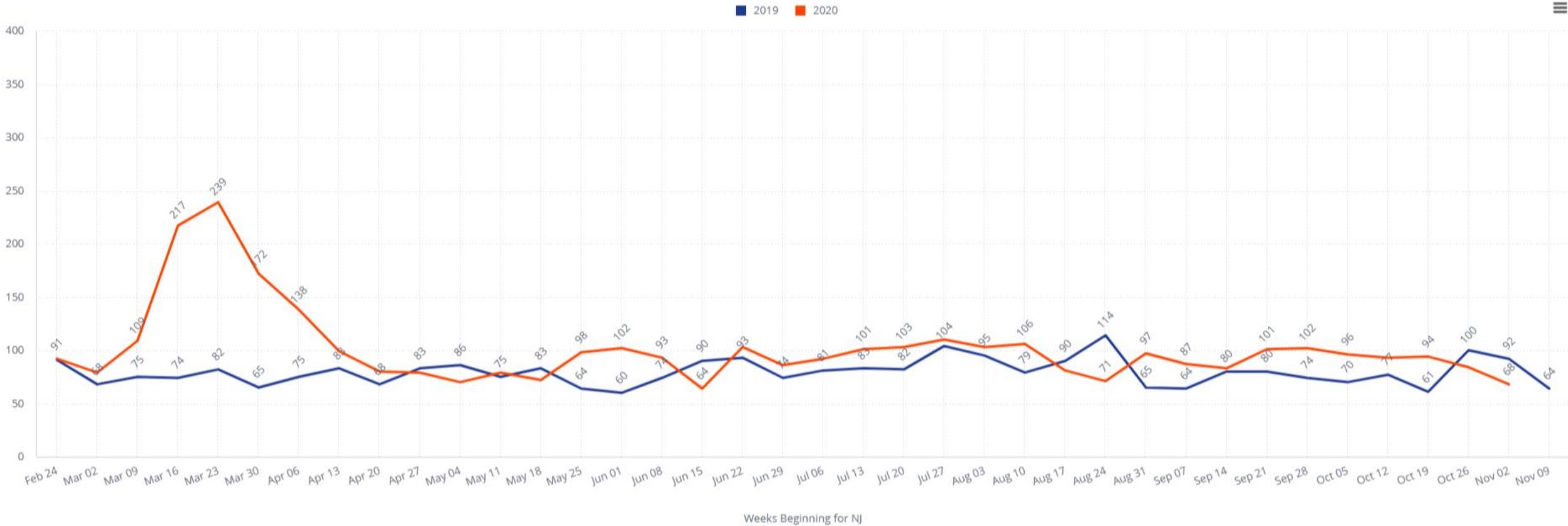
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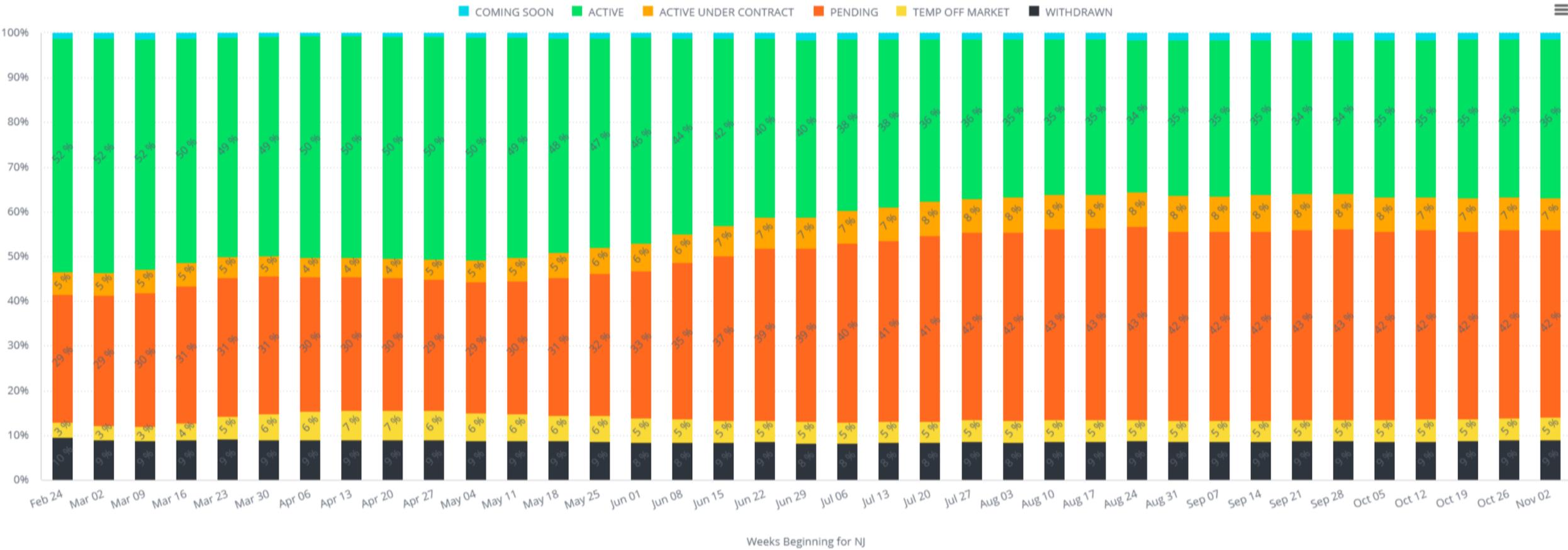
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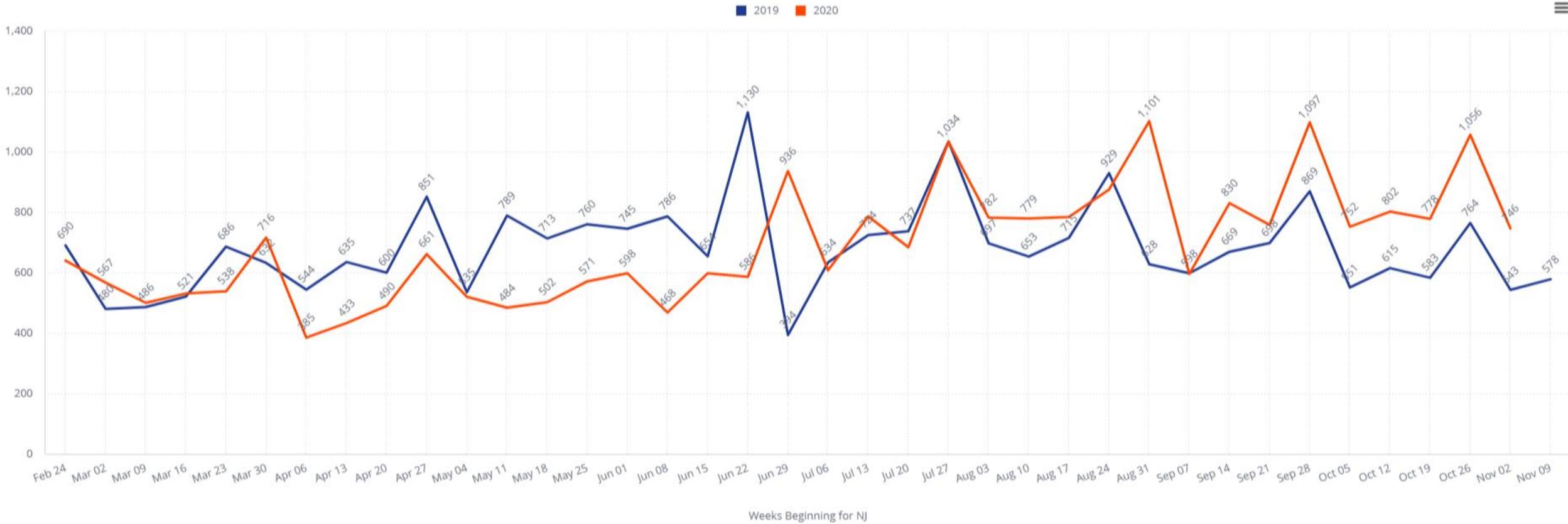
Weekly Number of Listings Changing to “Temp Off” Status for NJ



Weekly Composition of “Listings in a Non-final Status” for NJ

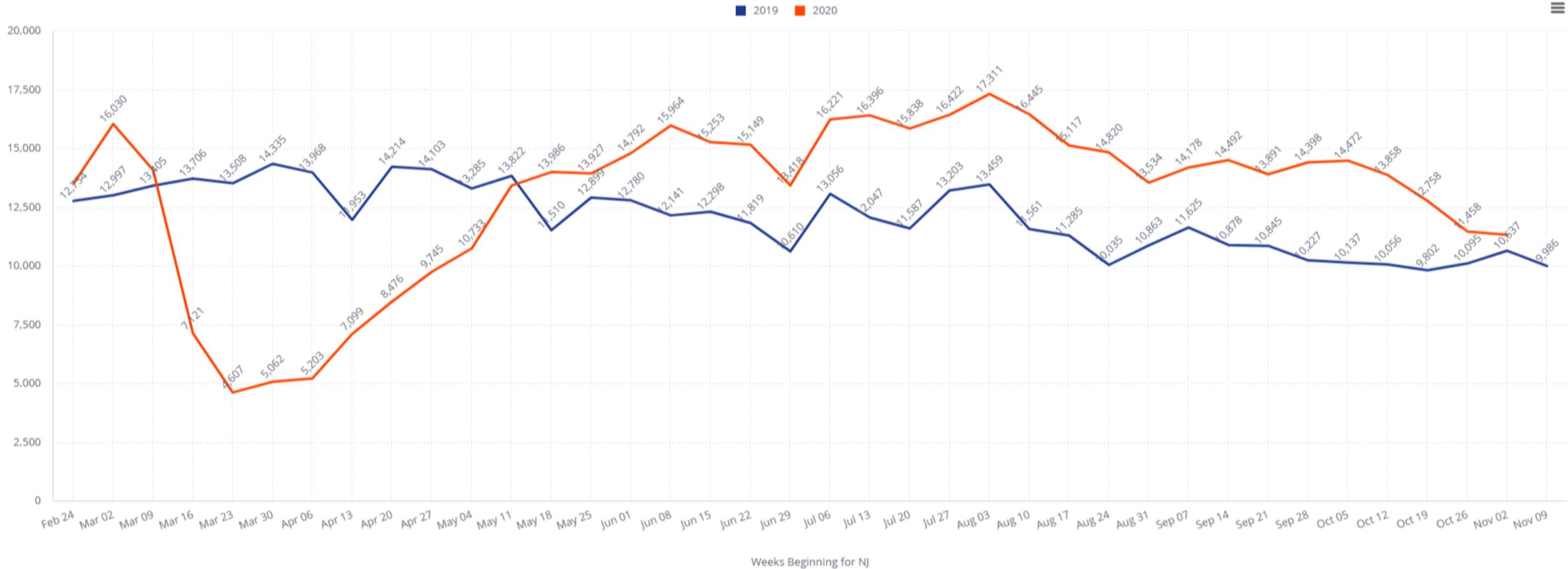


Weekly Number of “New Closed” Listings for NJ



Weekly Showing Activity for NJ

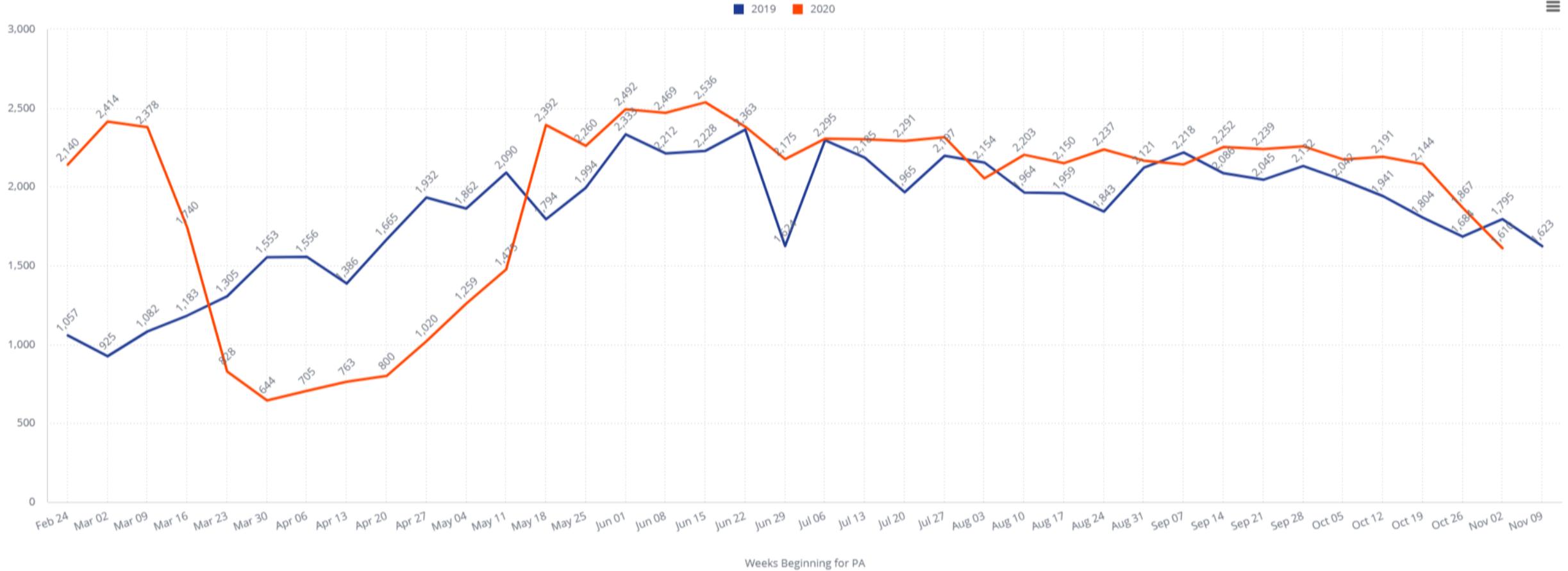
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COVID-19 Market Trends Pennsylvania

Weekly "New Listings" for PA

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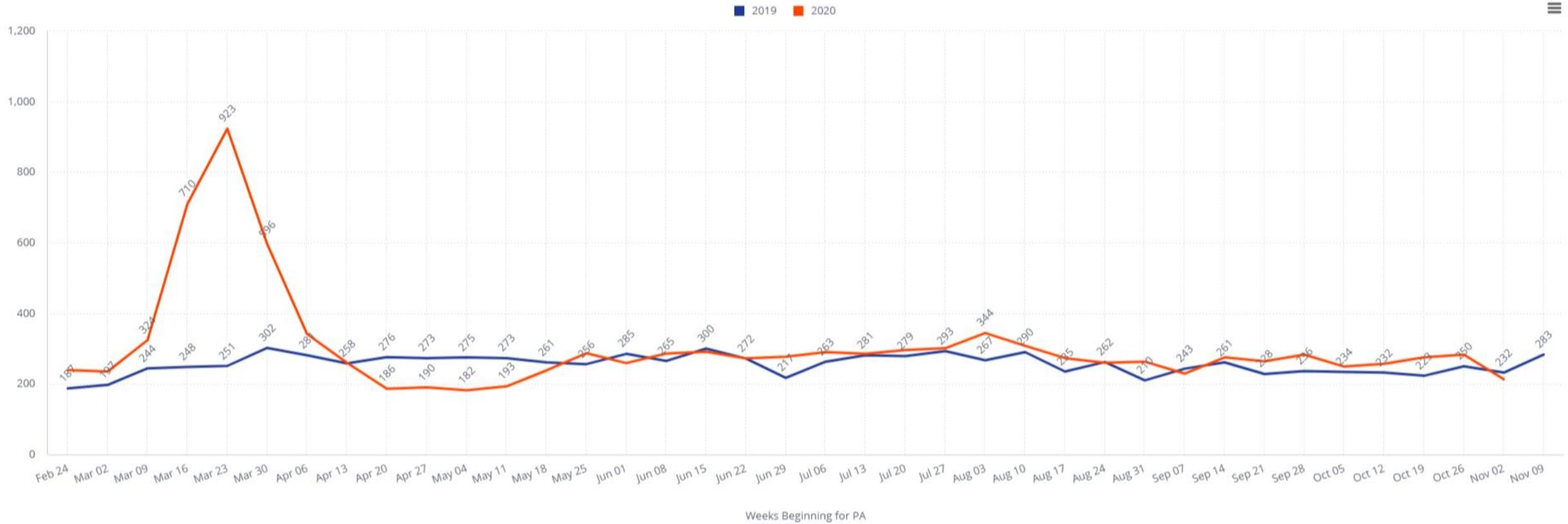


Weekly “New Purchase Contracts” for PA

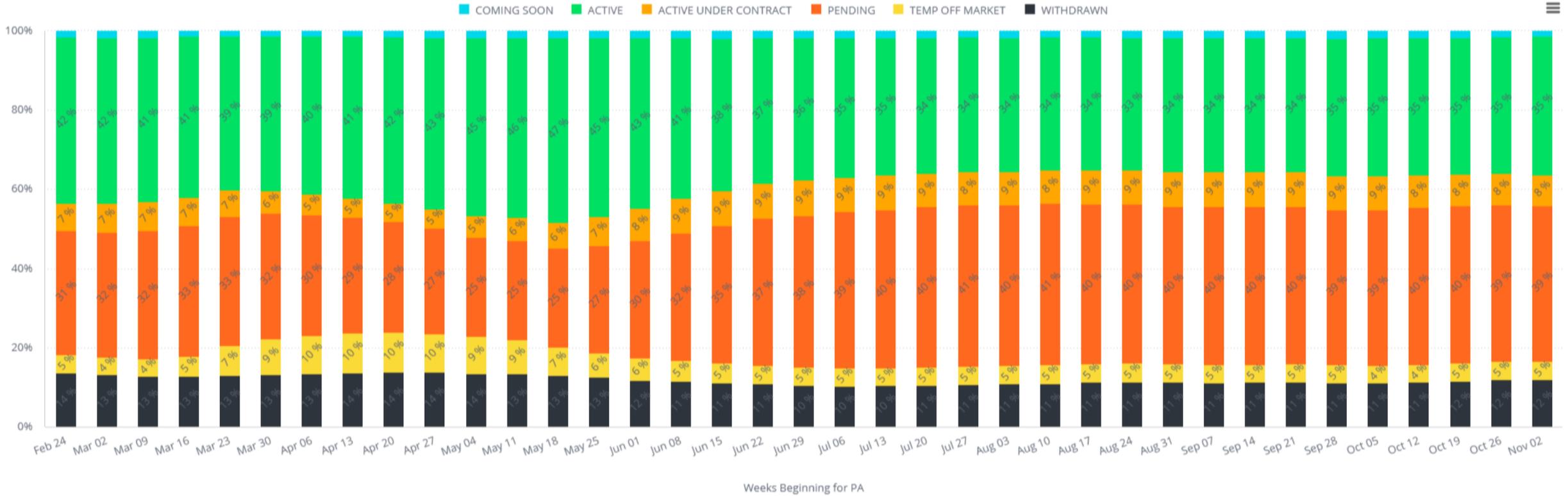
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Weekly Number of Listings Changing to “Temp Off” Status for PA



Weekly Composition of “Listings in a Non-final Status” for PA



Weekly Number of “New Closed” Listings for PA



Weekly Showing Activity for PA

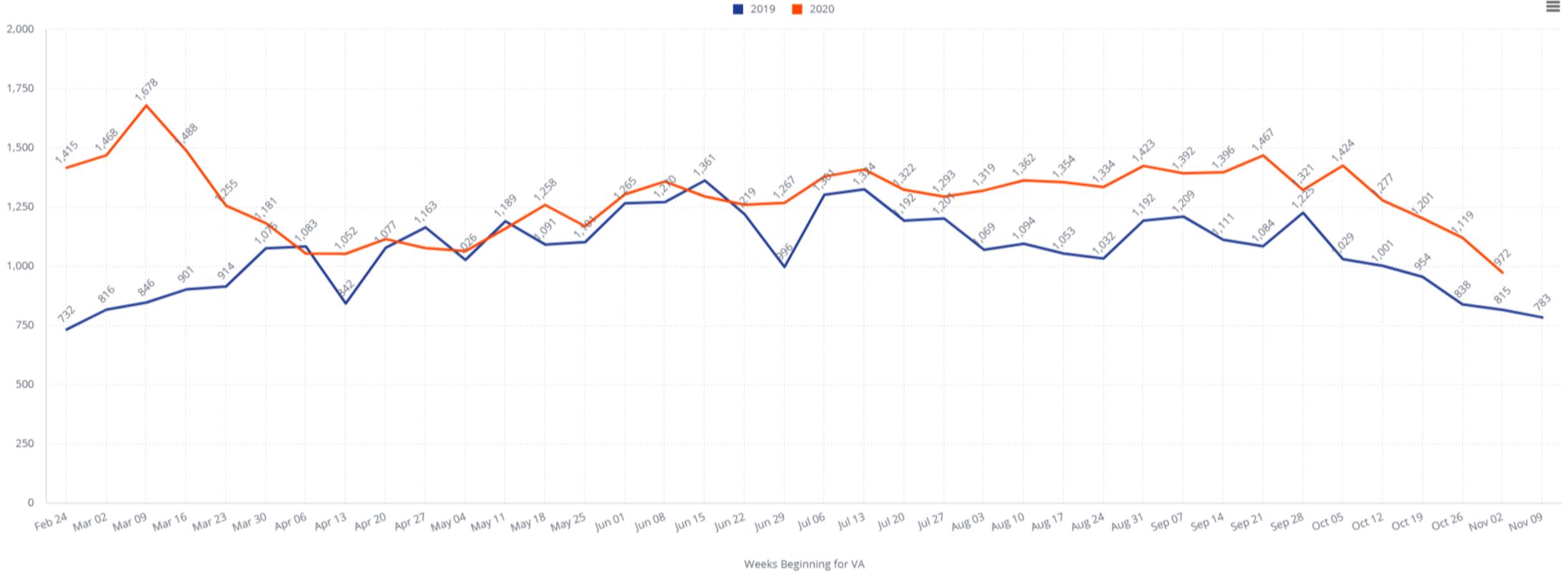
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COVID-19 Market Trends Virginia

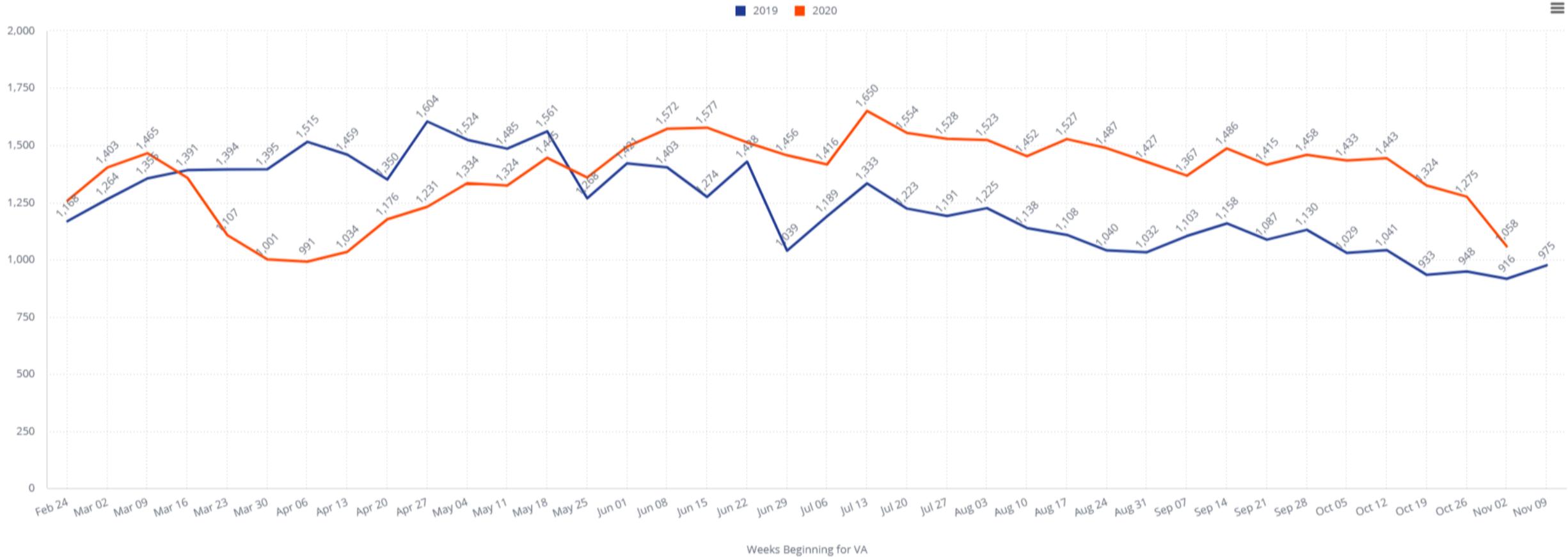
Weekly "New Listings" for VA

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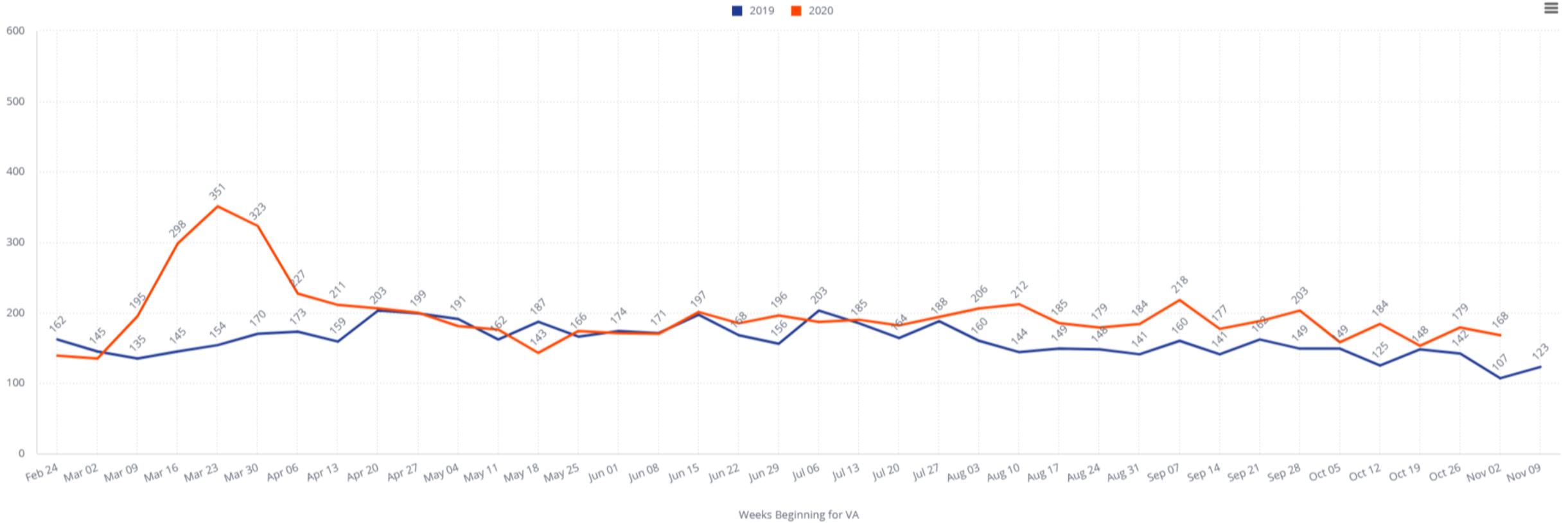


Weekly “New Purchase Contracts” for VA

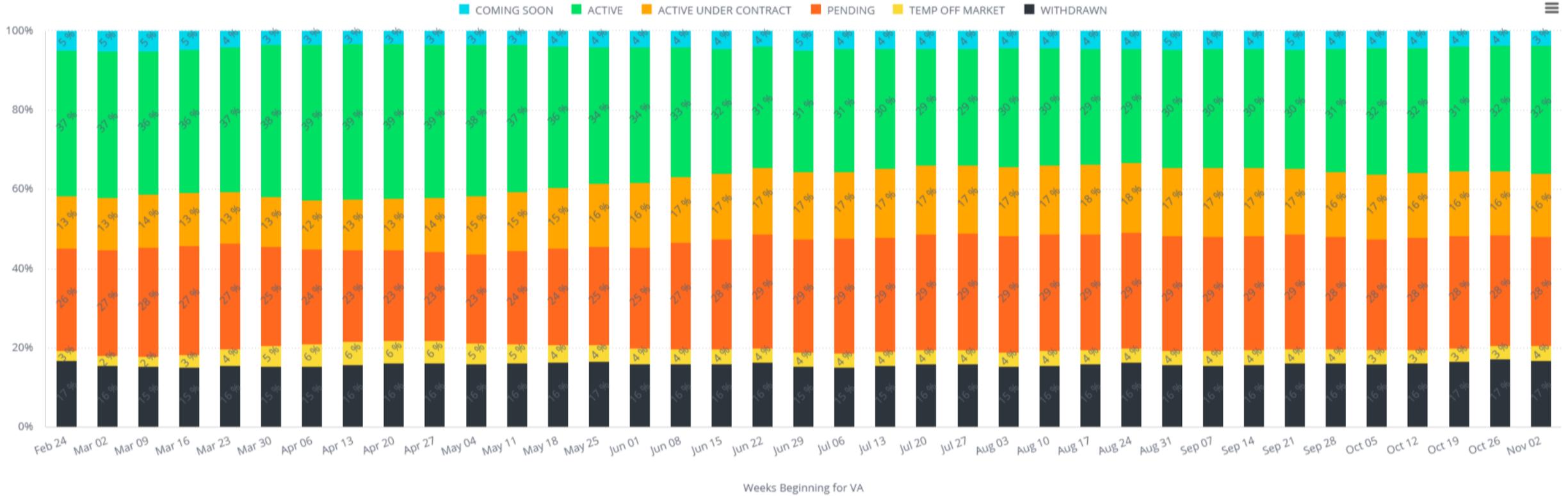
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Weekly Number of Listings Changing to “Temp Off” Status for VA



Weekly Composition of “Listings in a Non-final Status” for VA

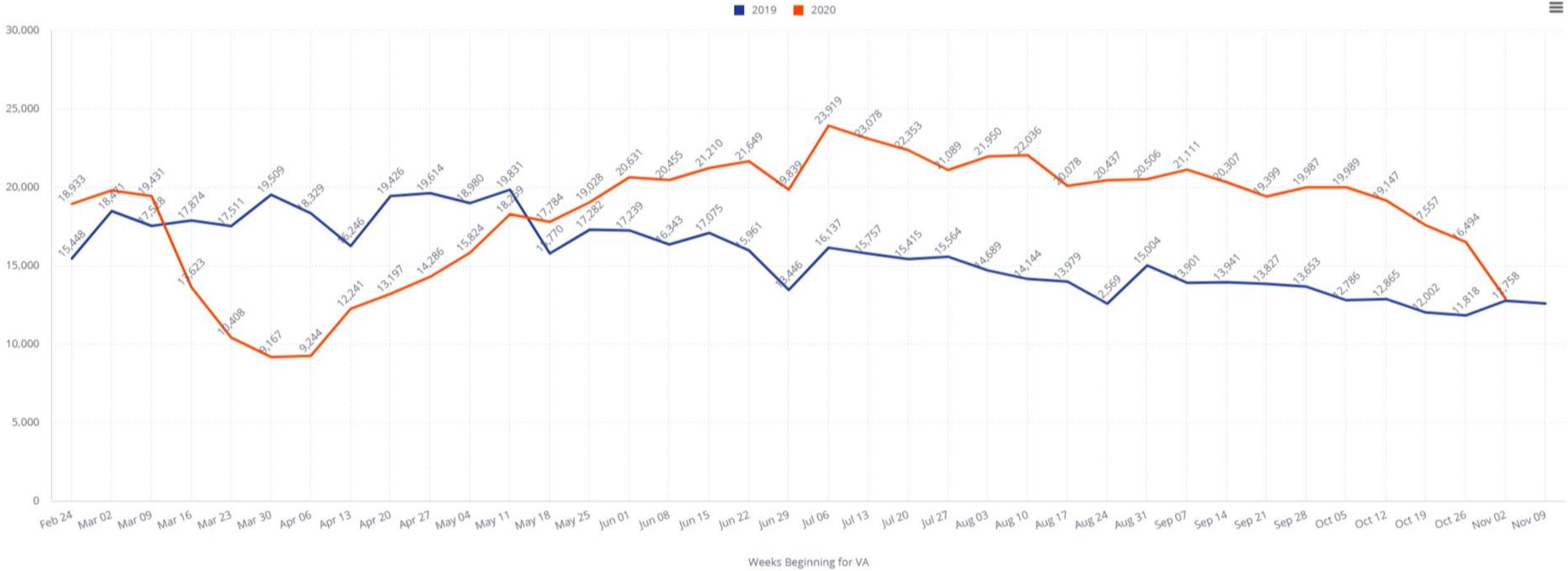


Weekly Number of “New Closed” Listings for VA



Weekly Showing Activity for VA

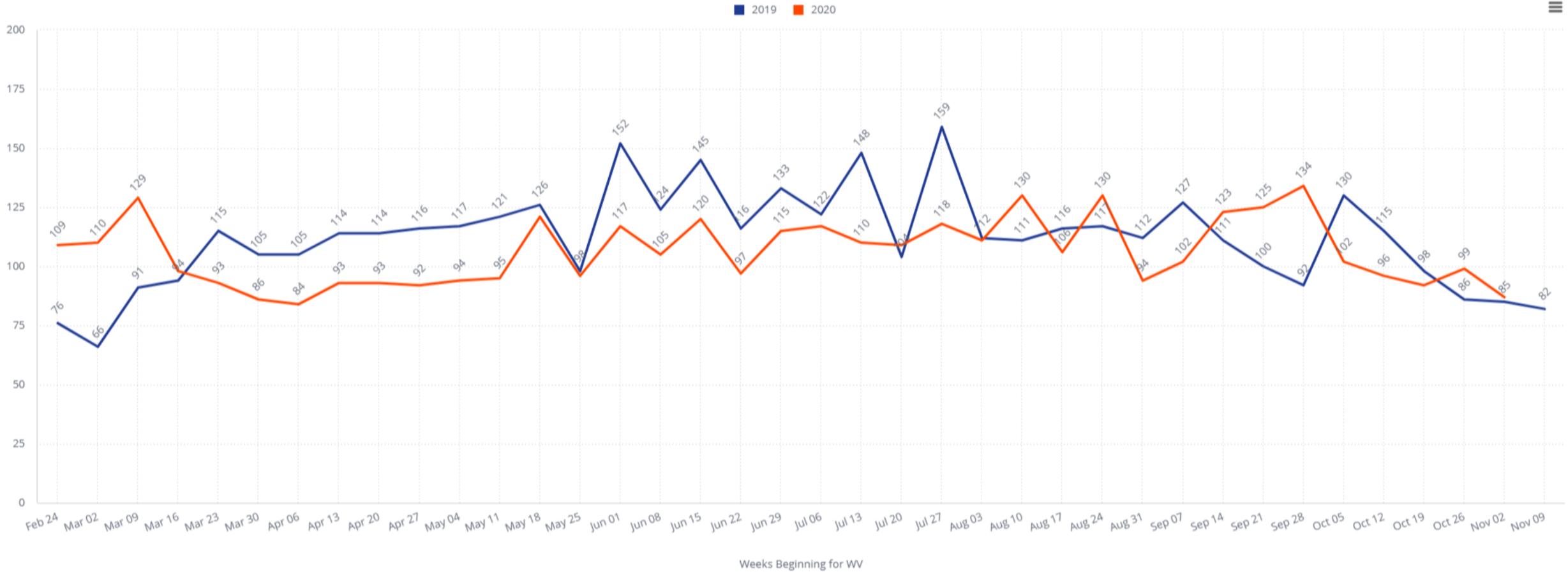
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COVID-19 Market Trends West Virginia

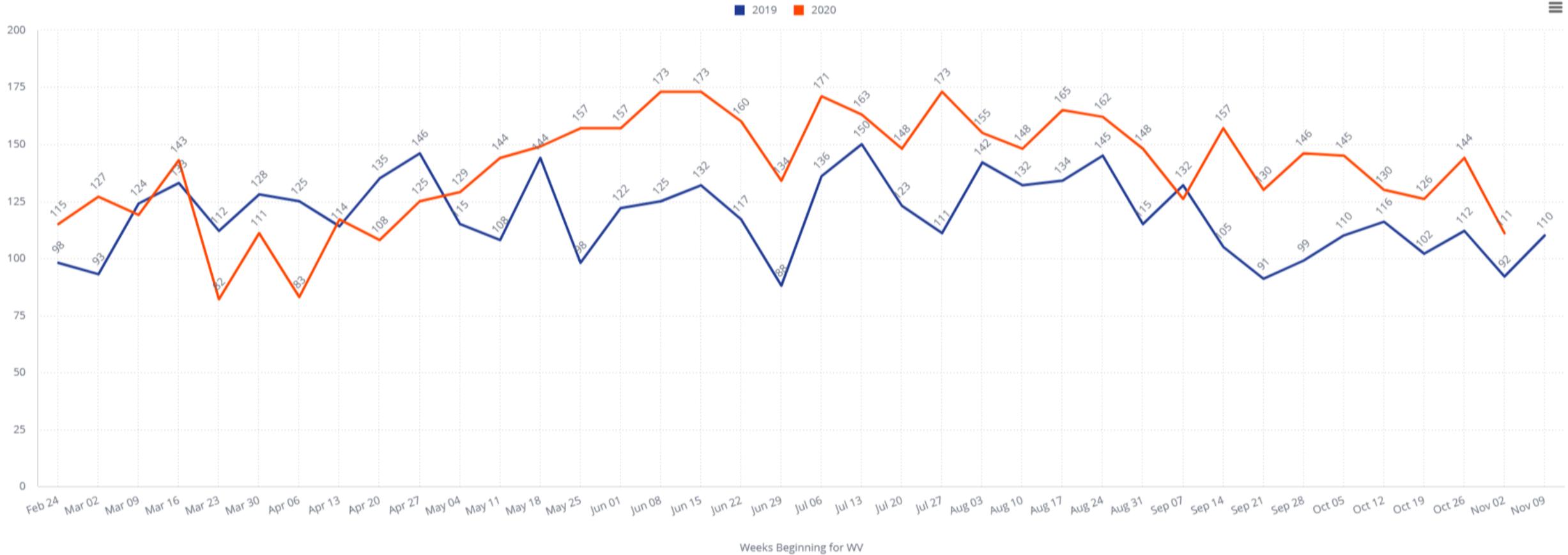
Weekly “New Listings” for WV

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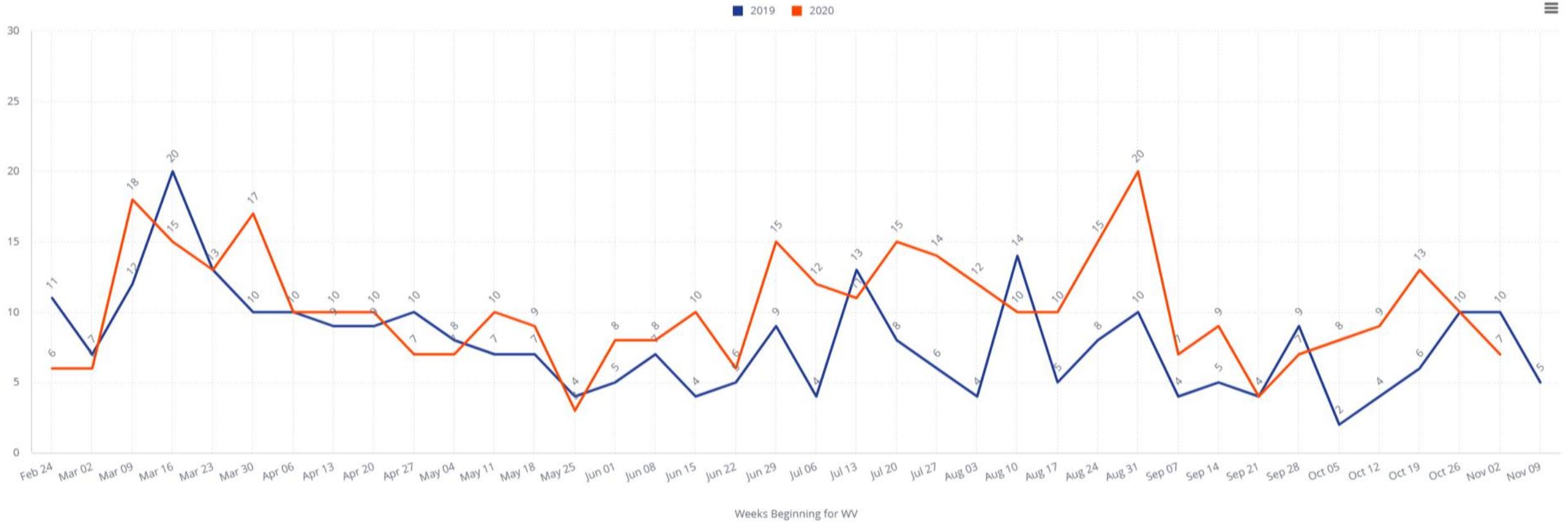


Weekly “New Purchase Contracts” for WV

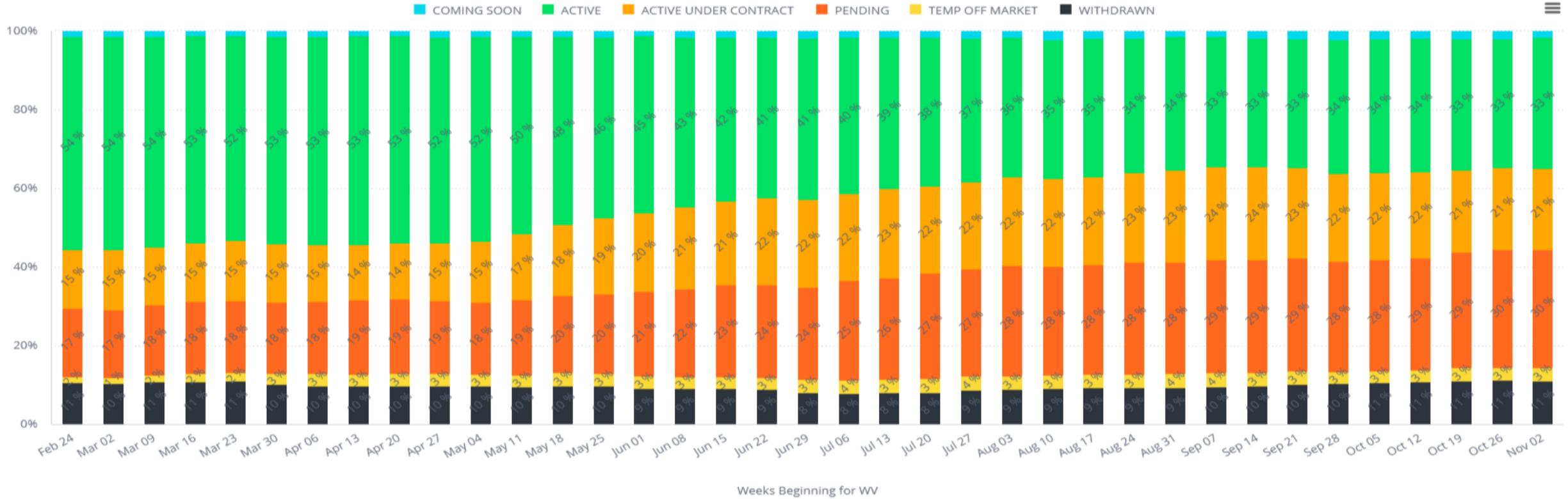
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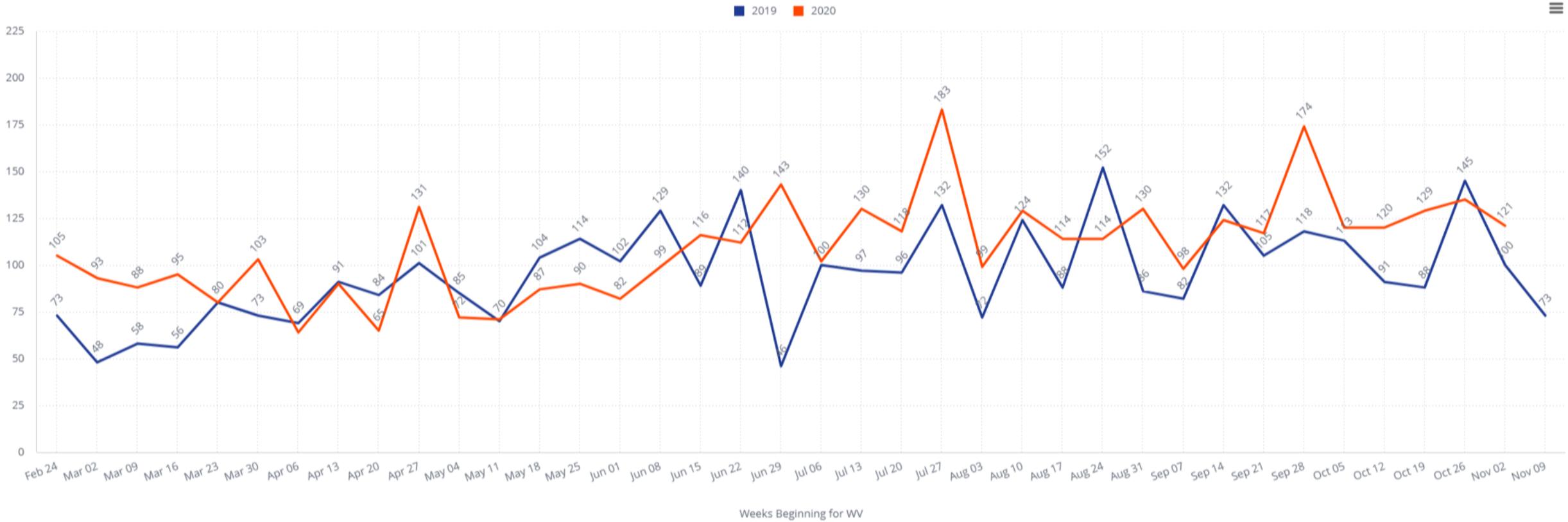
Weekly Number of Listings Changing to "Temp Off" Status for WV



Weekly Composition of “Listings in a Non-final Status” for WV



Weekly Number of “New Closed” Listings for WV



Weekly Showing Activity for WV

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