

Weekly Market Trends

Week of May 18th



Market Trends

Bright Footprint

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2. Weekly “New Listings”
3. Weekly “New Purchase Contracts”
4. Weekly Number of Listings Changing to “Temp Off” Status
5. Weekly Disposition of Temp Off Listings
6. Weekly Number of Listings Removed from the Market – “Canceled and Withdrawn”
7. Weekly Composition of “Listings in a Non-final Status”
8. Weekly Disposition of “Purchase Contracts Falling Through”
9. Weekly Number of “New Closed” Listings
10. Weekly Average Number of Days Between Purchase Contract Date and Closing Date
11. Weekly Showing Activity

By State

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



OVERVIEW

The return of Pennsylvania after the state's easing of restrictions added energy to a resurgent real estate market:

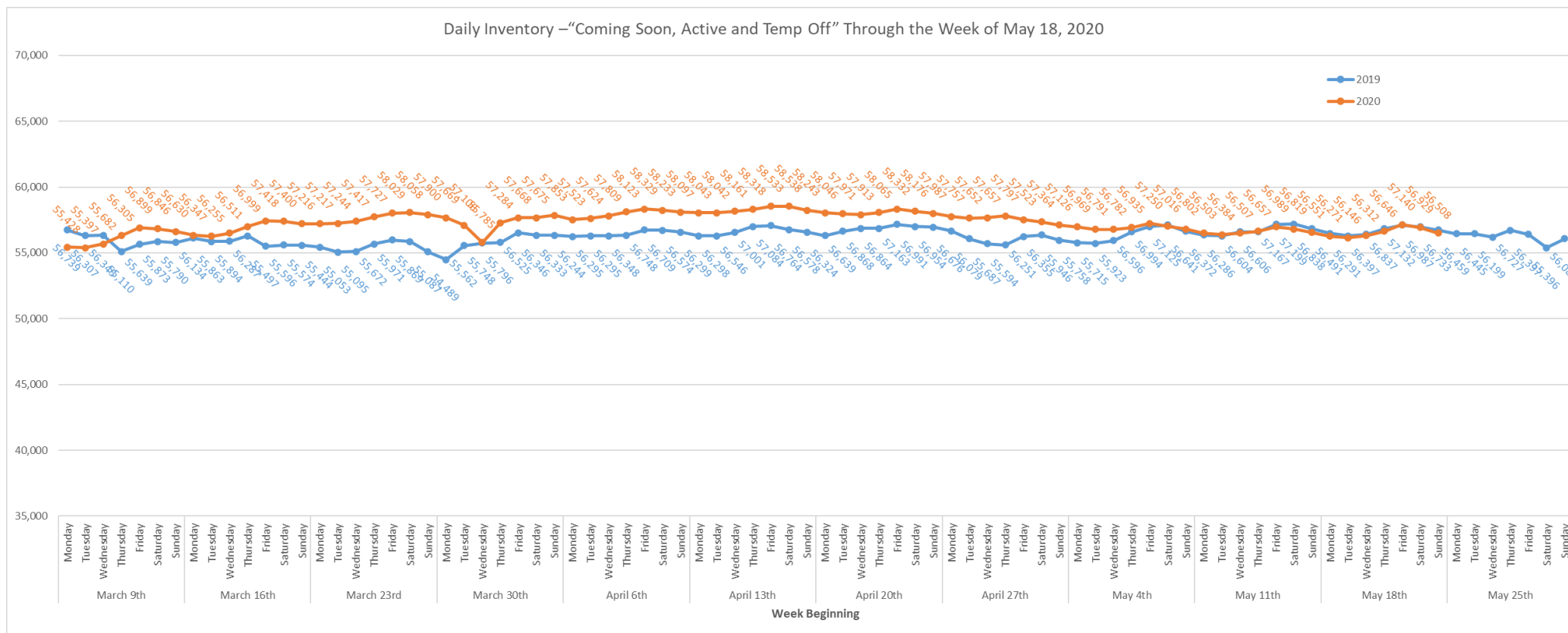
- Weekly new listing volume exceeded 2019 for the first time since March. Over 1,880 new listings came on the market in Pennsylvania in just the first three days of the week.
- New contract volume rose for the sixth straight week as PA reached 80.7% of the same week a year ago – even though restrictions eased just in the past week.
- Showing volume surpassed 2019 for the first time in ten weeks and rocketed to its highest level since March, as PA had +22,829 additional showing appointments week to week.

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



Weekly Inventory – Coming Soon, Active and Temp Off

Last week's levels tracked at 99.8% of the same week a year ago – equal to last week's performance.

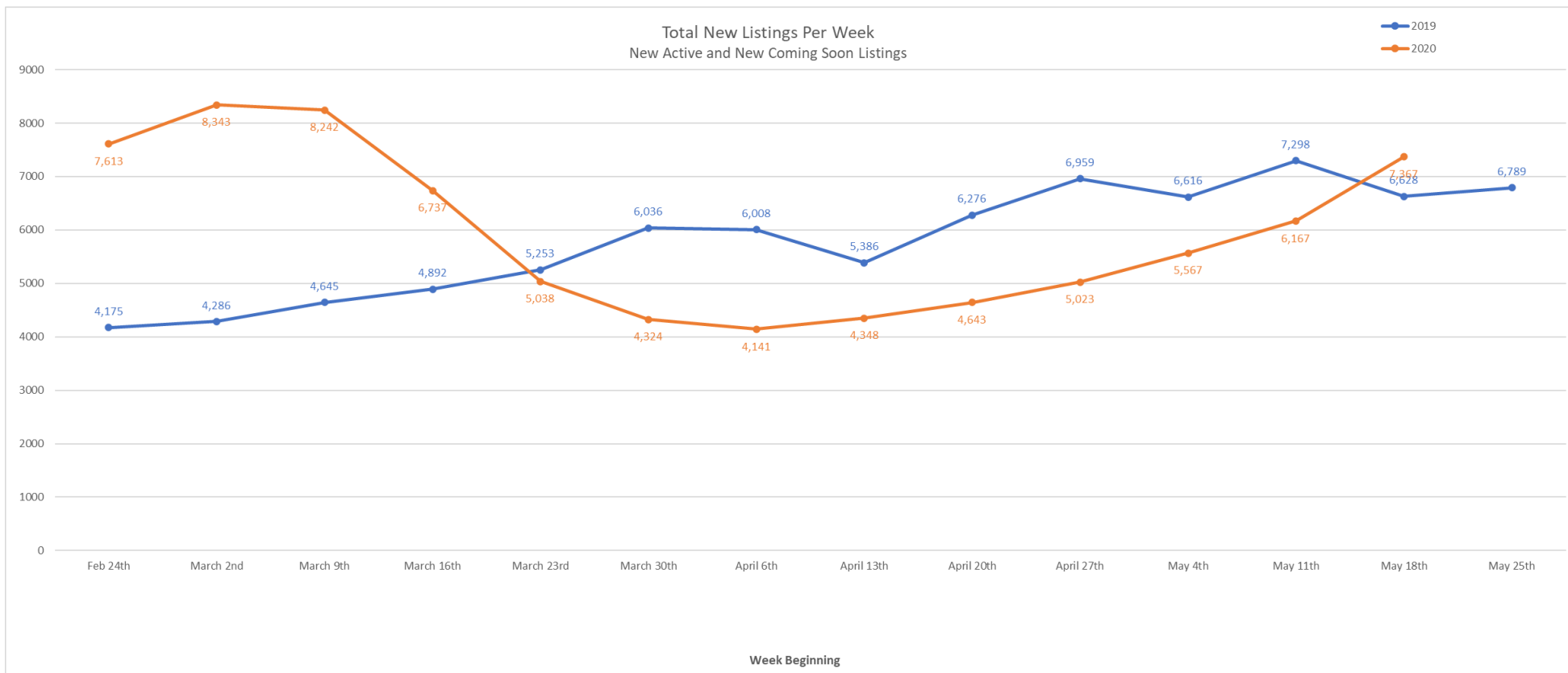


Weekly “New Listings”



Weekly new listing volume exceeded 2019 for the first time since March, coming in at 111.1% of the same period a year ago.

Pennsylvania’s new listing volume paced at 131.8% the level of last year, as over 1,880 new listings came on the market in the first three days of the week.



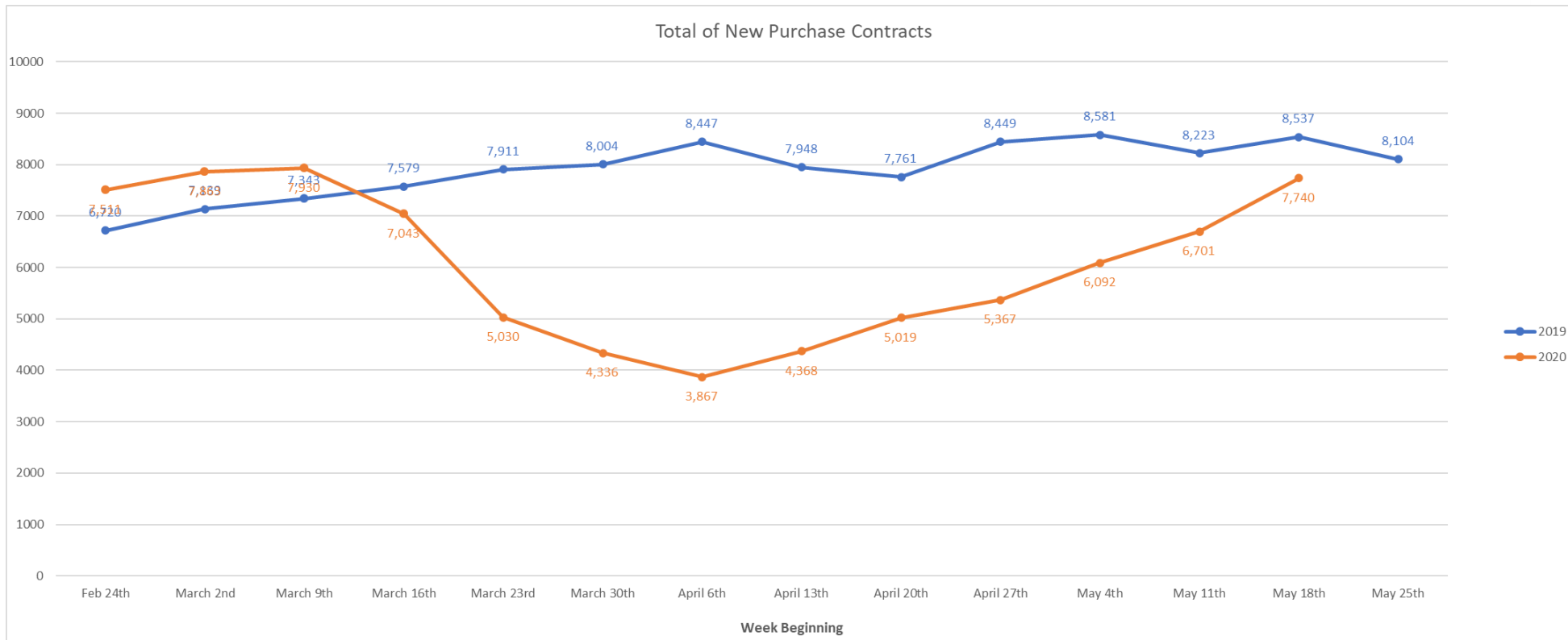
Note: A New Listing is only counted once upon publishing as either Coming Soon or Active.

Weekly “New Purchase Contracts”



New contract volume continues to improve, up for the sixth straight week with levels at 90.7% of last year.

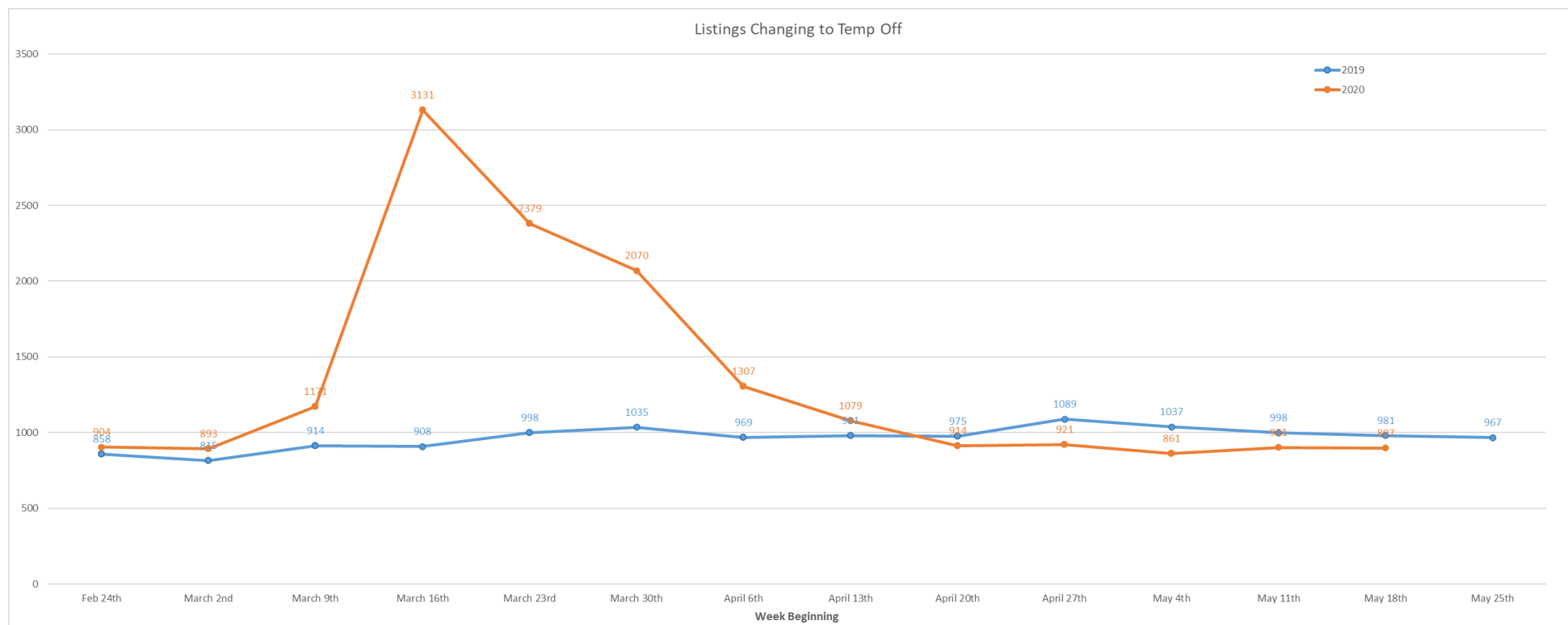
Notably, PA new contract volume last week was 80.7% of the same week a year ago – even though restrictions eased just in the past week.



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 Number of Listings Changing to Temp Off Status

T/O change volume came in virtually even with last week, as this past week landed at 91.4% of 2019 levels.



Weekly Disposition of Temp Off Listings Entering a New Status

Nearly 70% of T/Os changing status went “back to active” last week – a new high of the tracking period.

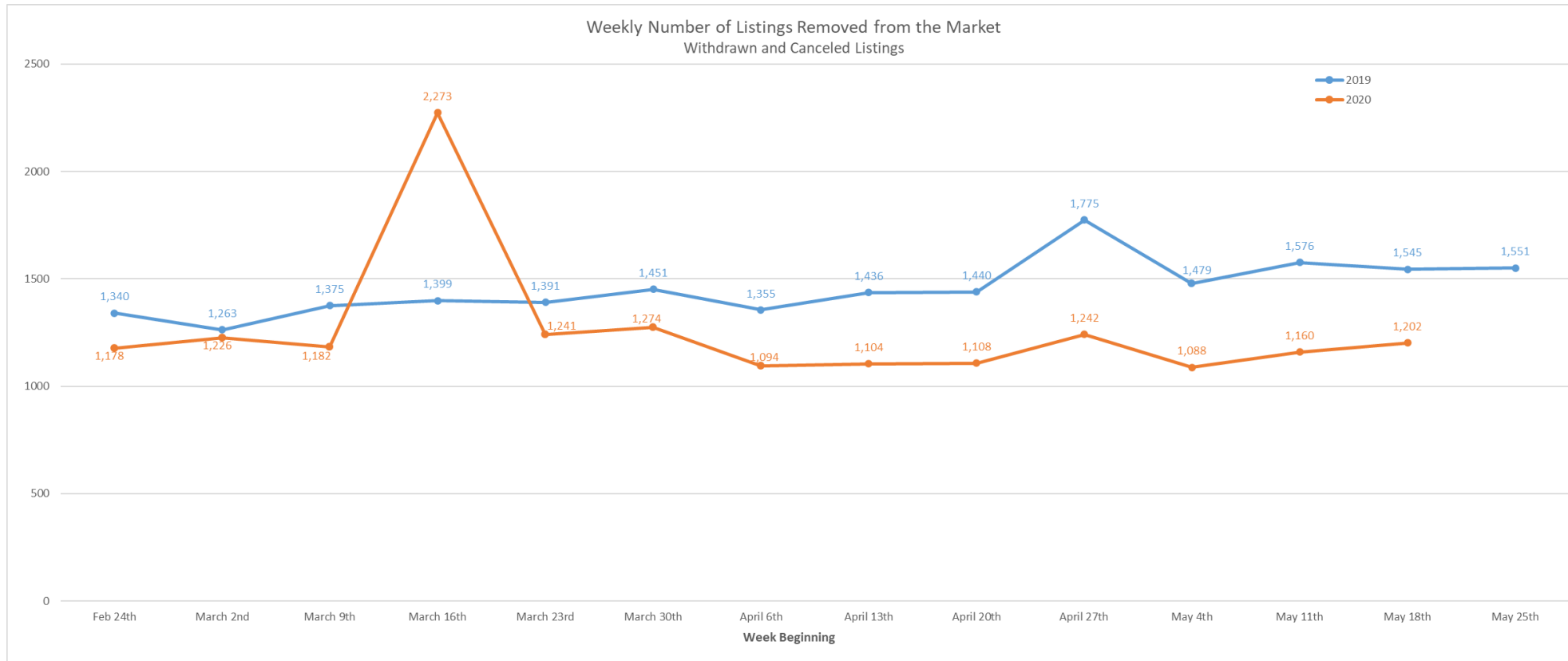
In PA, nearly 81% of T/O listings changing status went back to active.



Weekly Number of Listings Removed from the Market – “Canceled and Withdrawn”

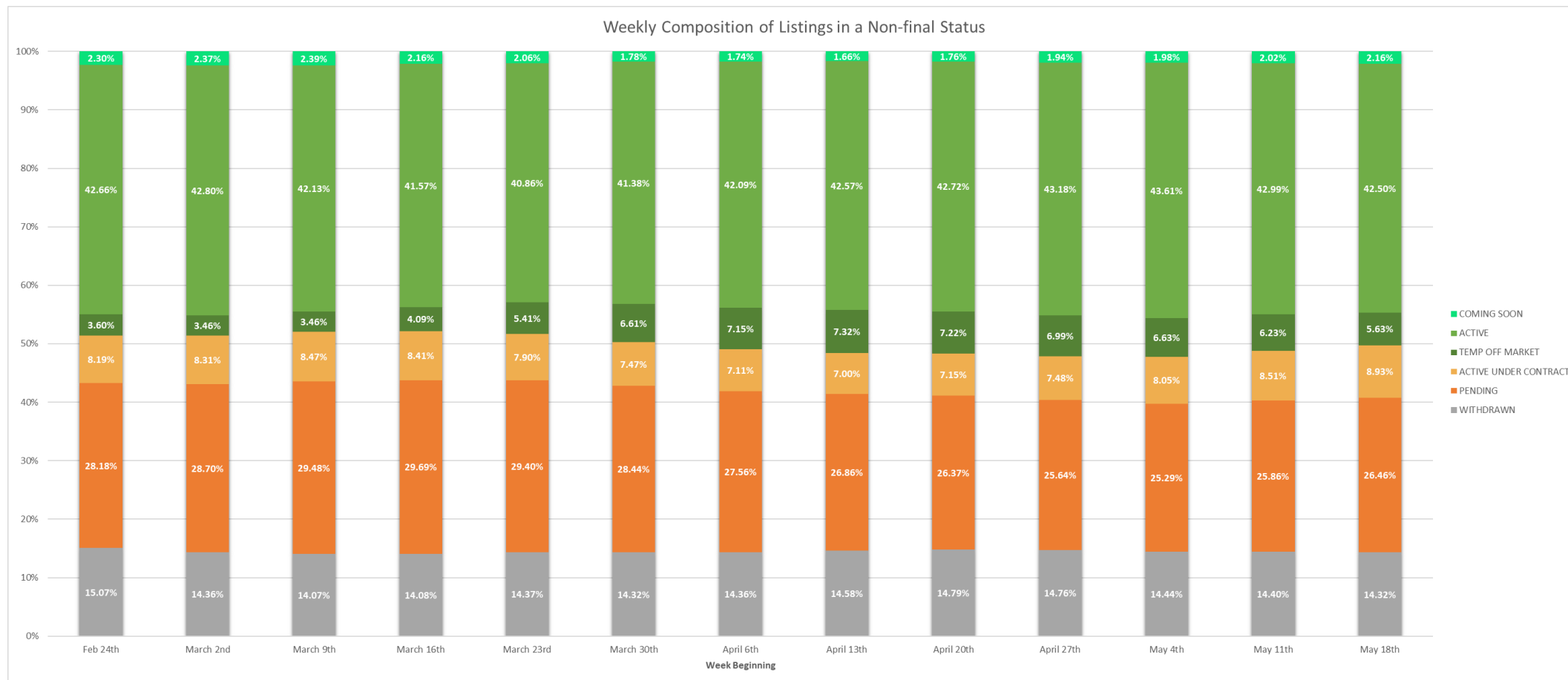
Withdrawn/canceled status changes stayed under 2019 levels, at 77.8%.

PA was also under 2019 the same week a year ago volume (98.3%).



Weekly Composition of “Listings in a Non-Final Status”

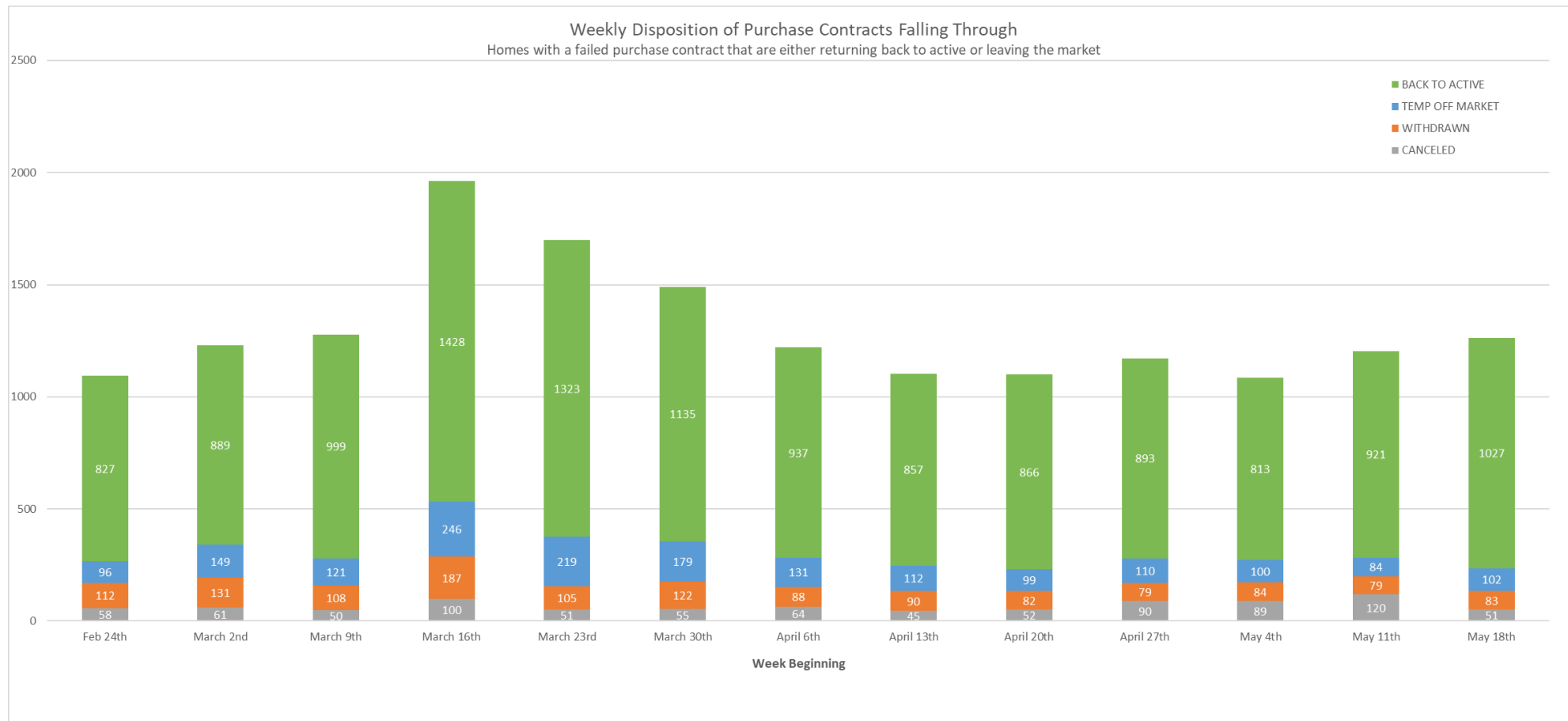
The percent of non-final listings by status held steady week to week.



Note: Does not include final statuses of Closed, Canceled and Expired

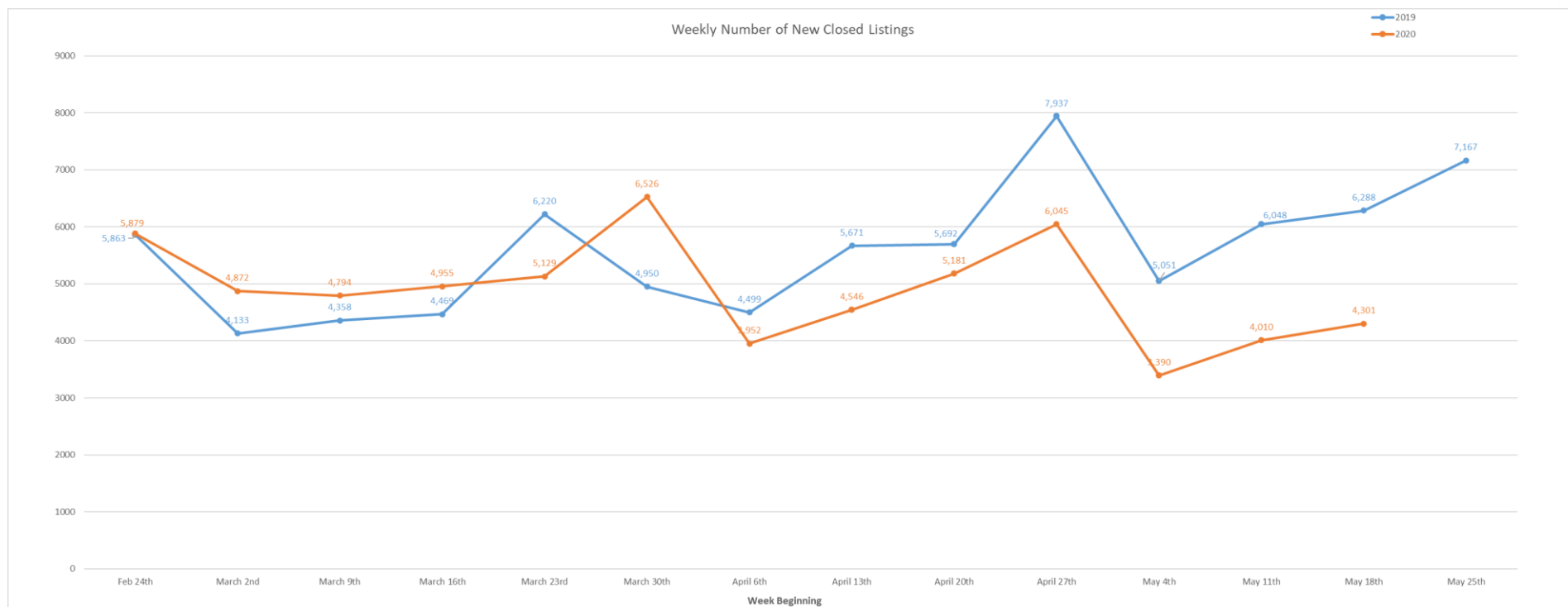
Weekly Disposition of “Purchase Contracts Falling Through”

Over eight in ten contracts falling through last week returned to active status.



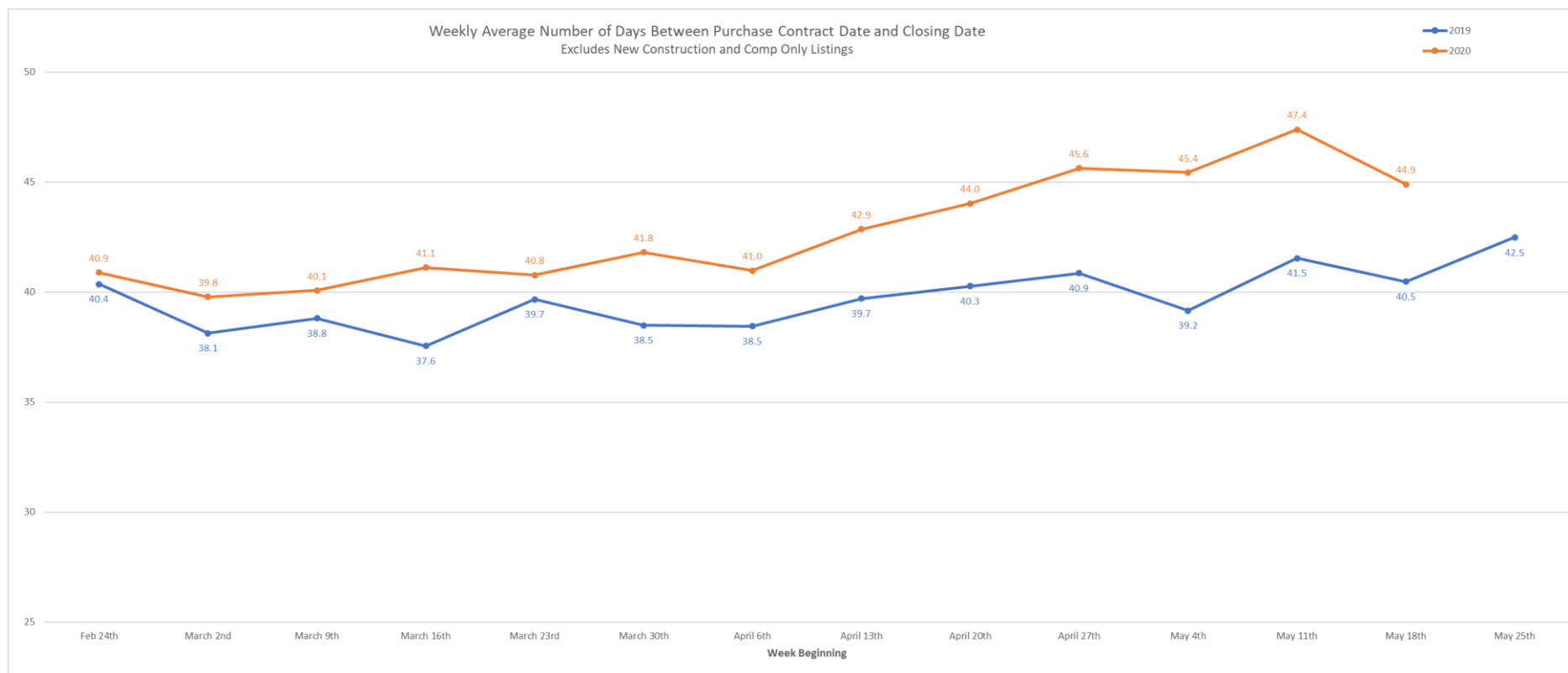
Weekly Number of “New Closed” Listings

Closing volume performed similarly to last week at 68.4% of the comparable week last year.



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

While still above year ago, the time from contract to closing declined by 4.3 days compared to last week.

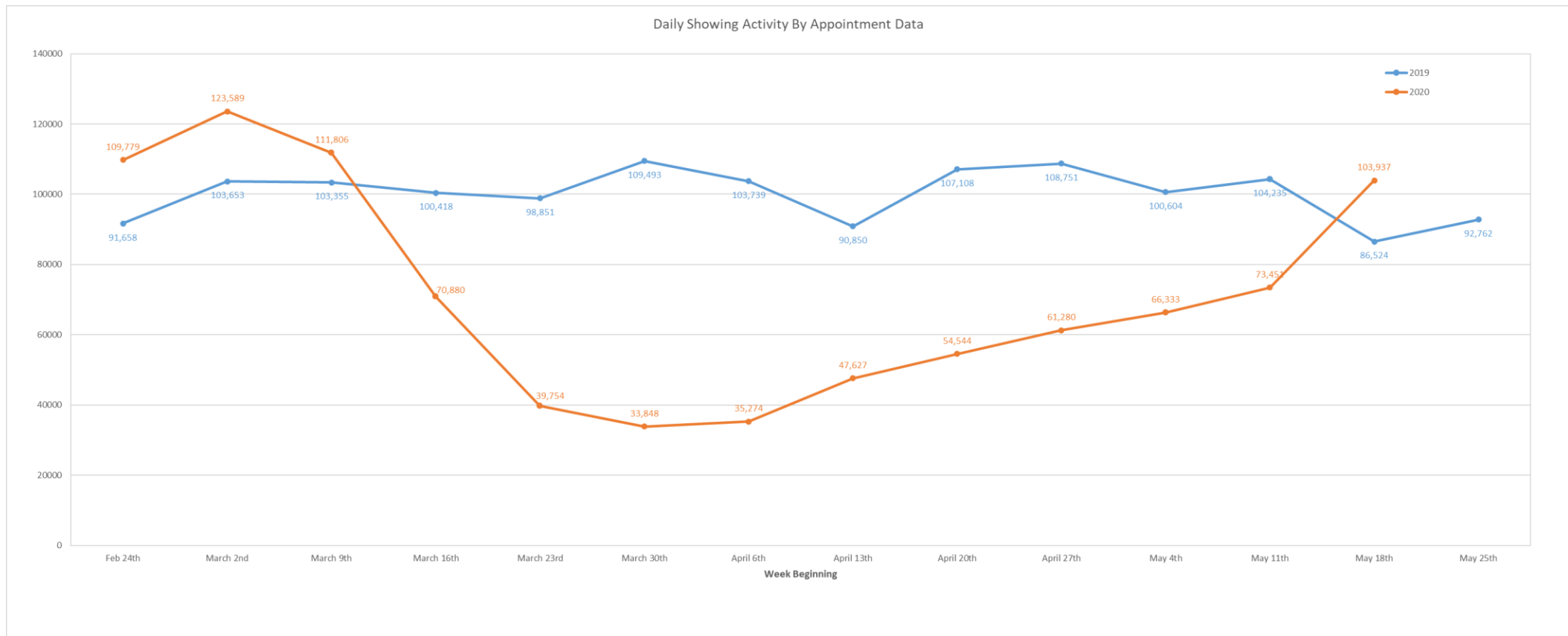


Weekly Showing Activity



Showing volume rocketed to its highest level since March and surpassed 2019 for the first time in ten weeks.

Pennsylvania's return powered the surge, as volume came back at 89.7% of the same week last year, with levels at their highest since the week of March 9th. An additional +22,829 showing appointments occurred week to week.



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

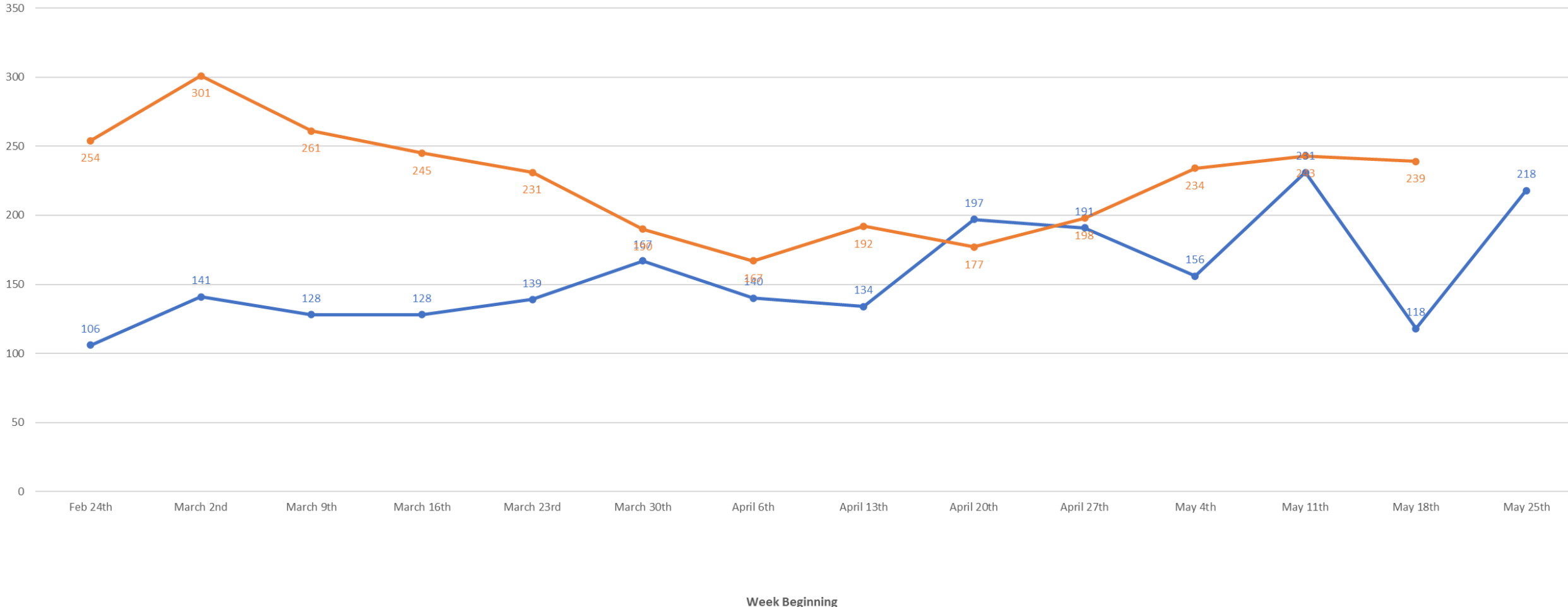
Weekly “New Listings” for DC

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



Total New Listings Per Week
New Active and New Coming Soon Listings

● 2019 - DC
● 2020 - DC

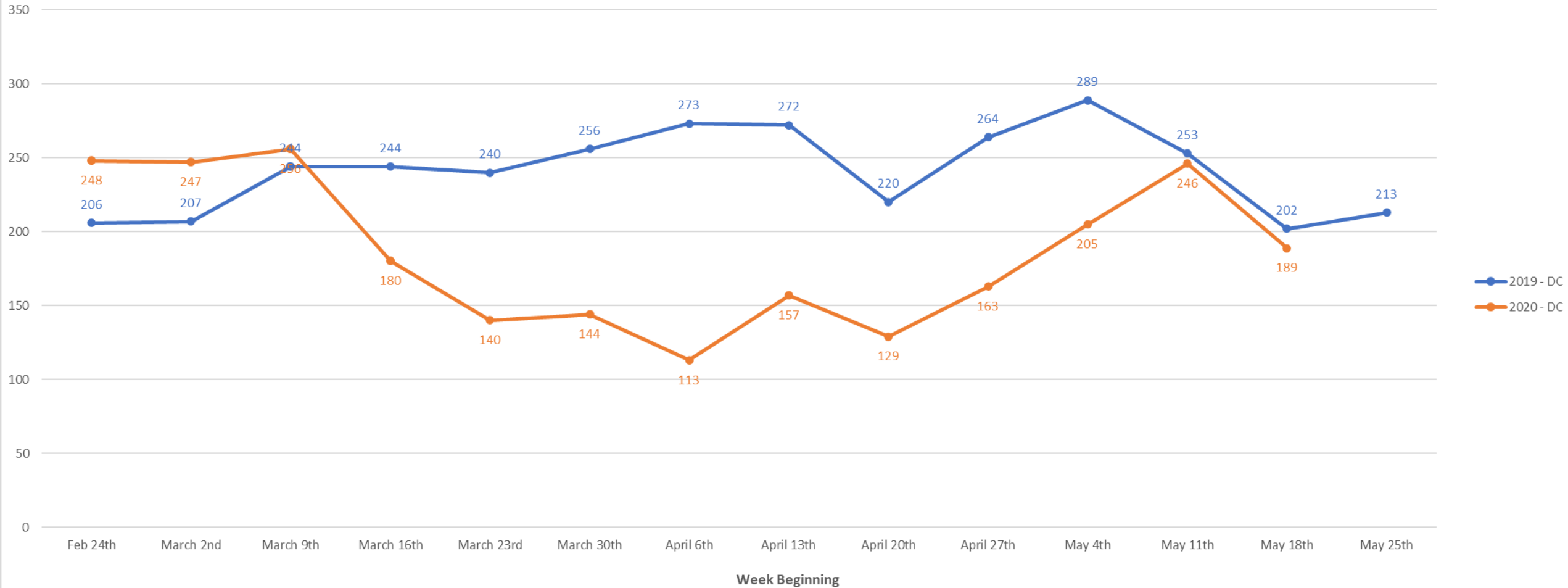


Weekly “New Purchase Contracts” for DC

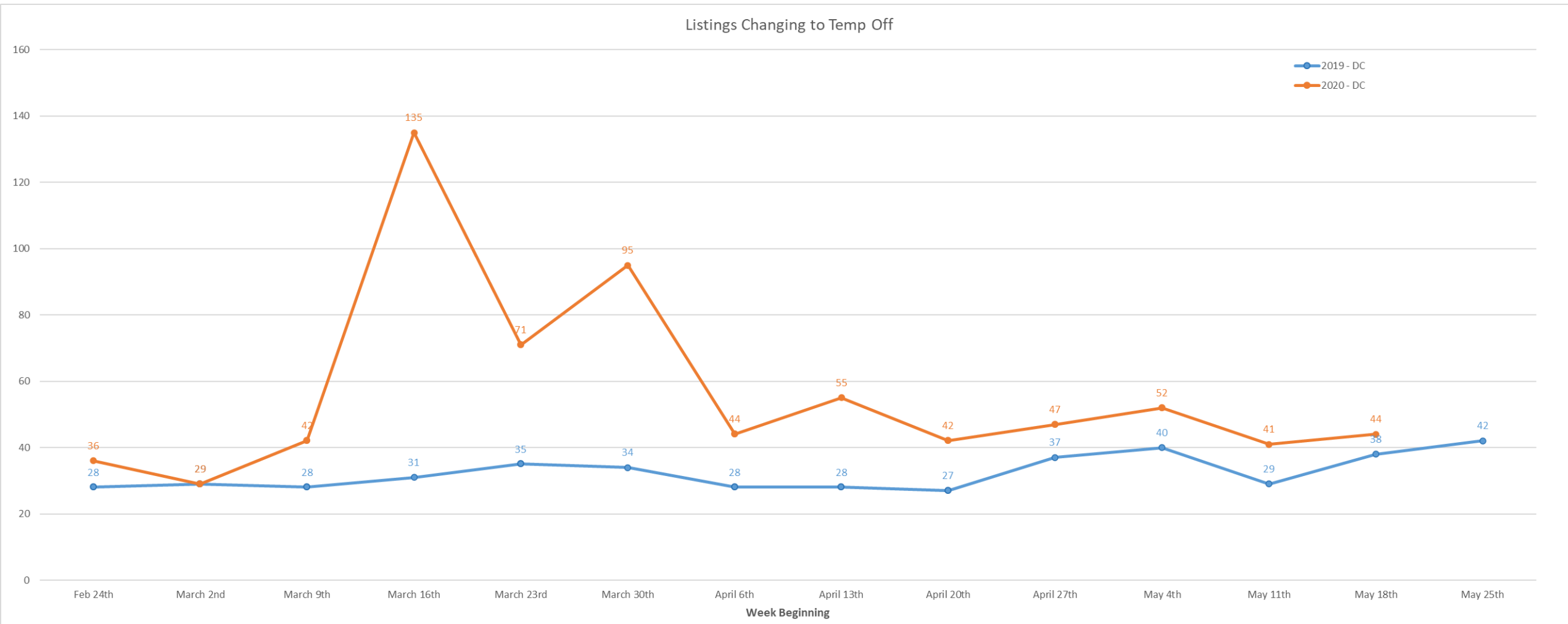
A New Purchase Contract represents when a listing has been purchased and updated to either Active Under Contract or Pending. If a purchase contract falls through, any subsequent purchase contract is also counted.



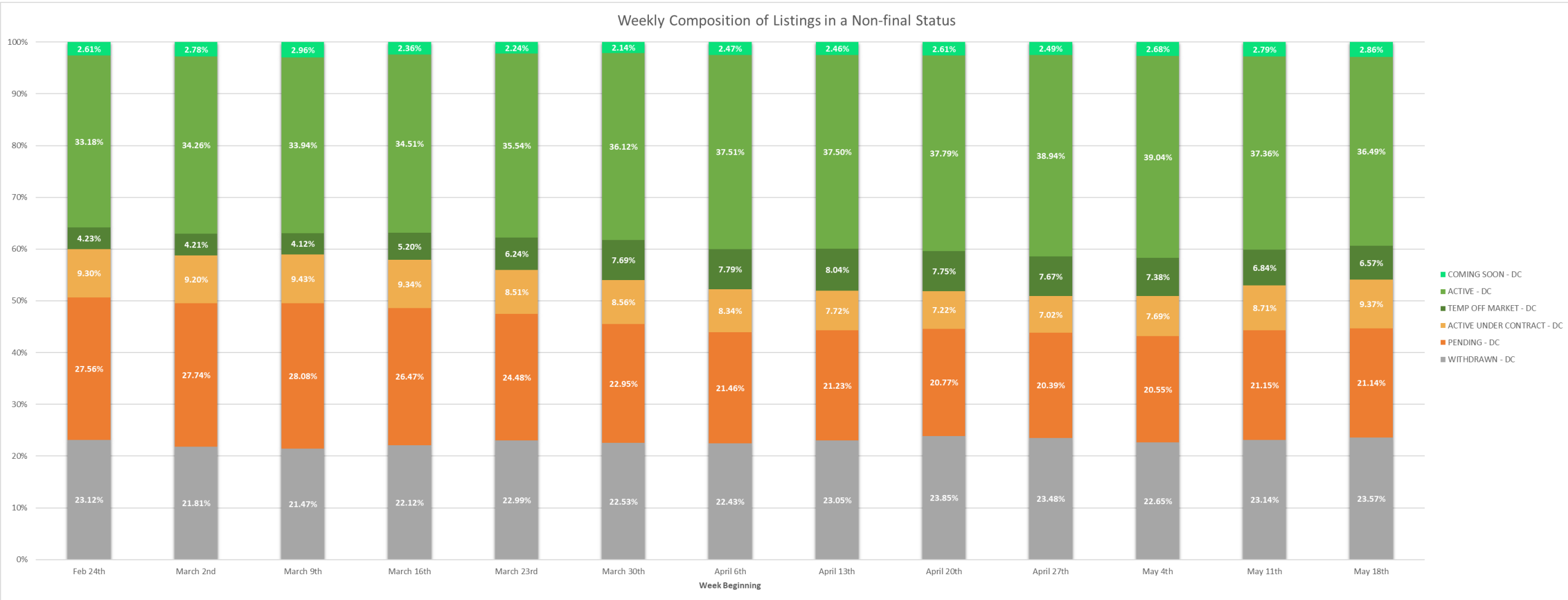
Total of New Purchase Contracts



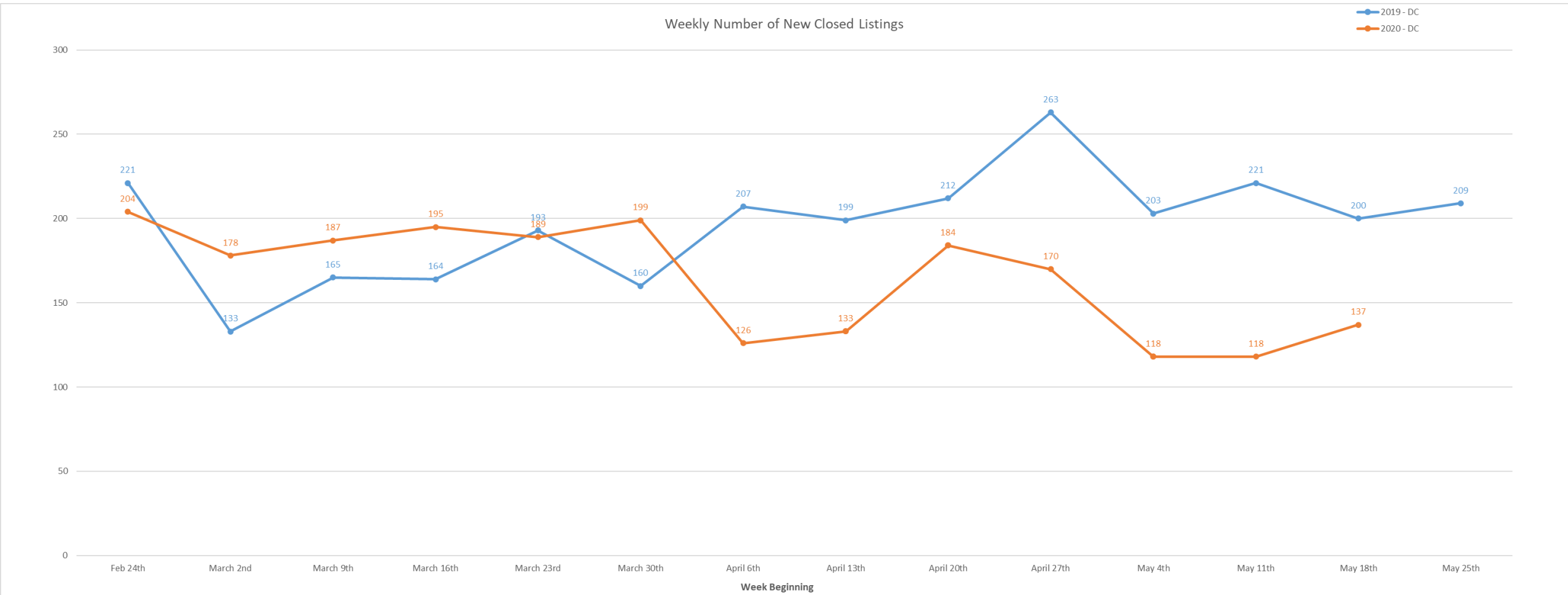
Weekly Number of Listings Changing to “Temp Off” Status for DC



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



Weekly Number of “New Closed” Listings for DC

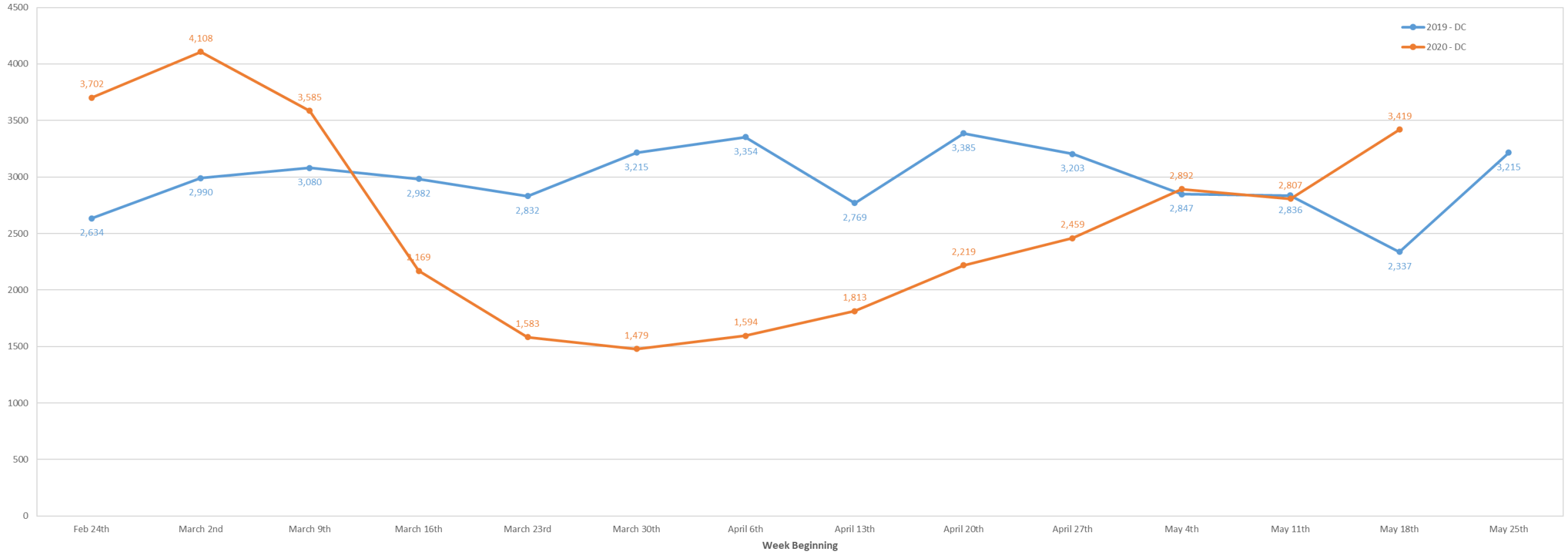


Weekly Showing Activity for DC

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Daily Showing Activity By Appointment Data



COVID-19 Market Trends Delaware

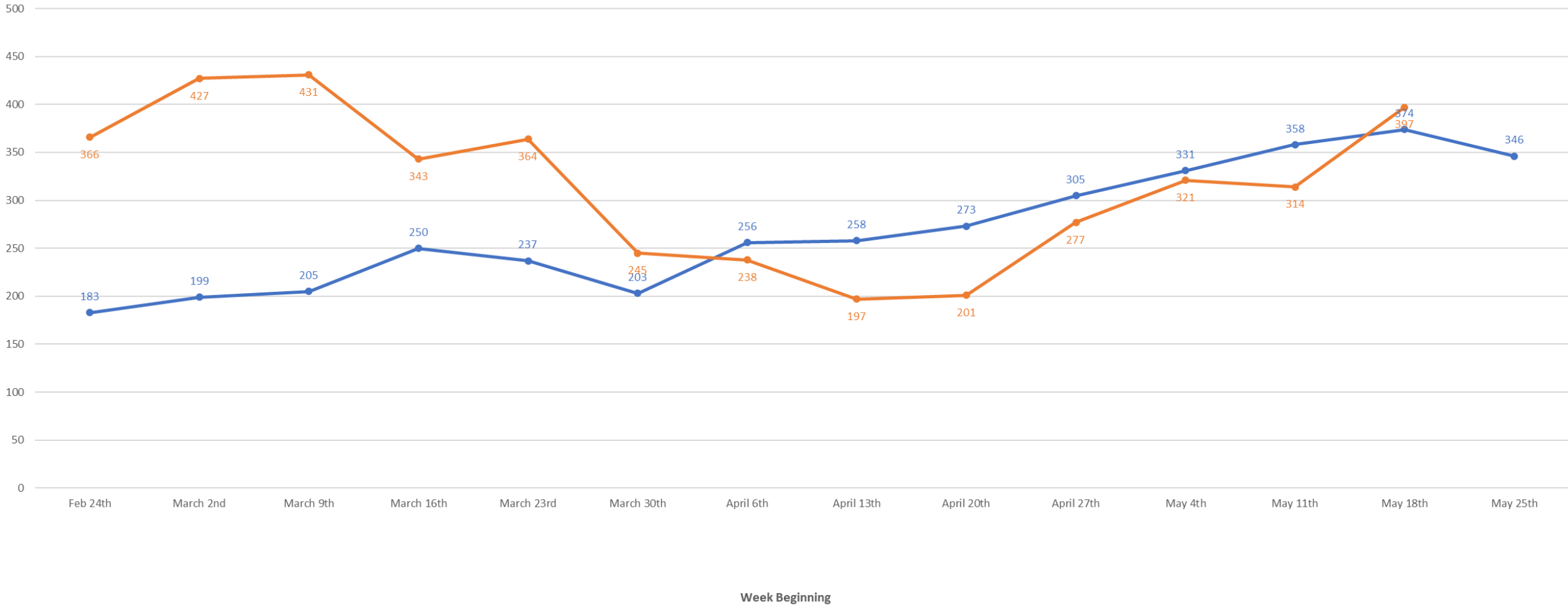
Weekly “New Listings” for DE

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



Total New Listings Per Week
New Active and New Coming Soon Listings

2019 - DE
2020 - DE

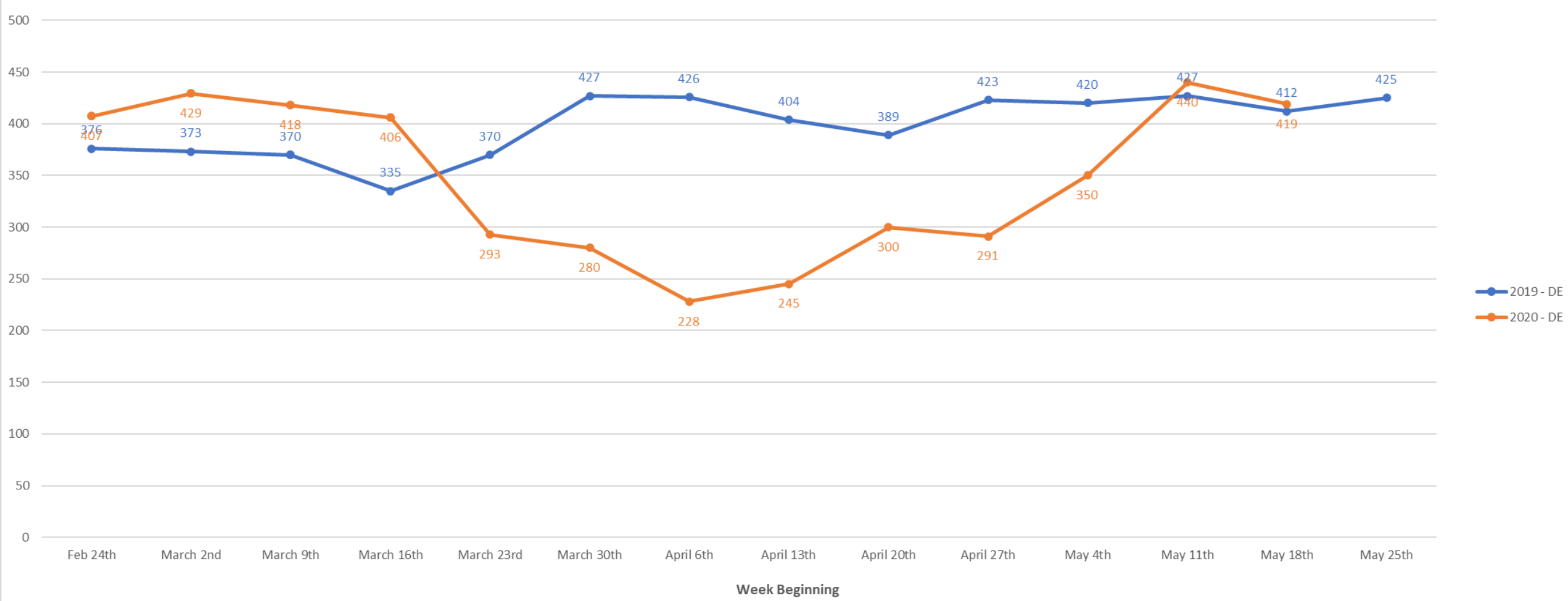


Weekly “New Purchase Contracts” for DE

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.



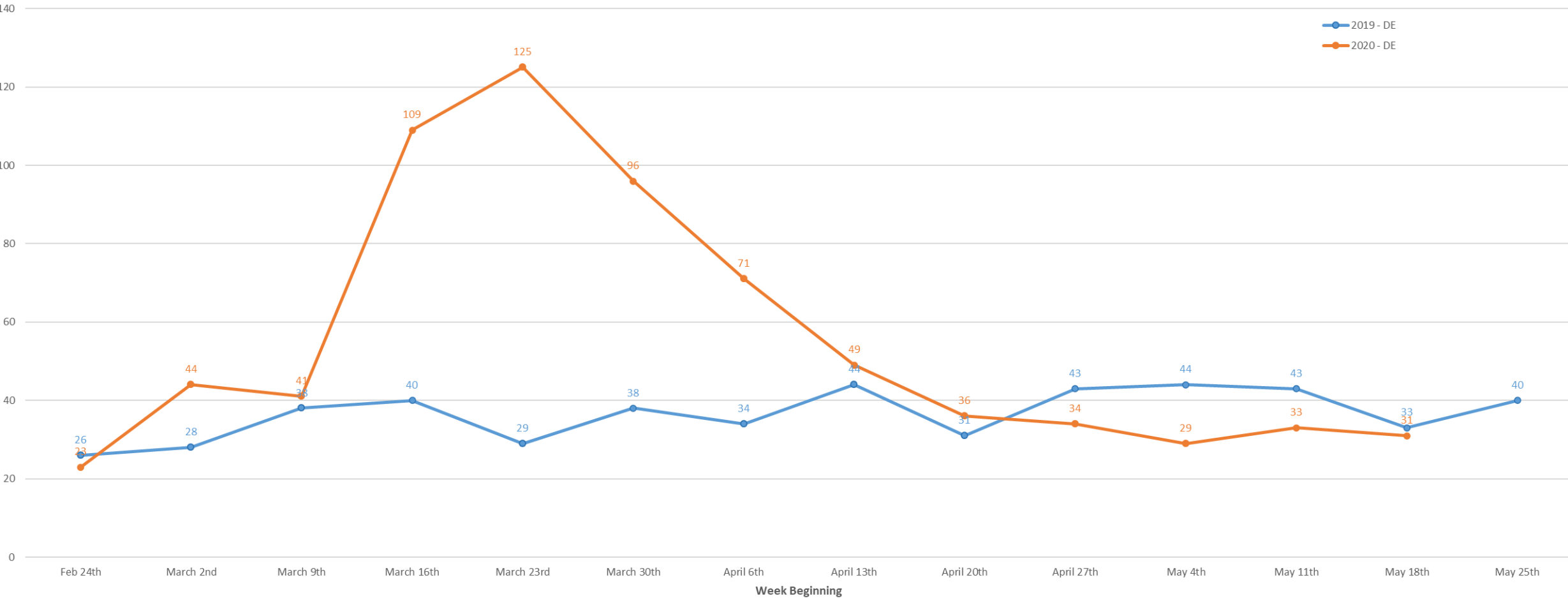
Total of New Purchase Contracts



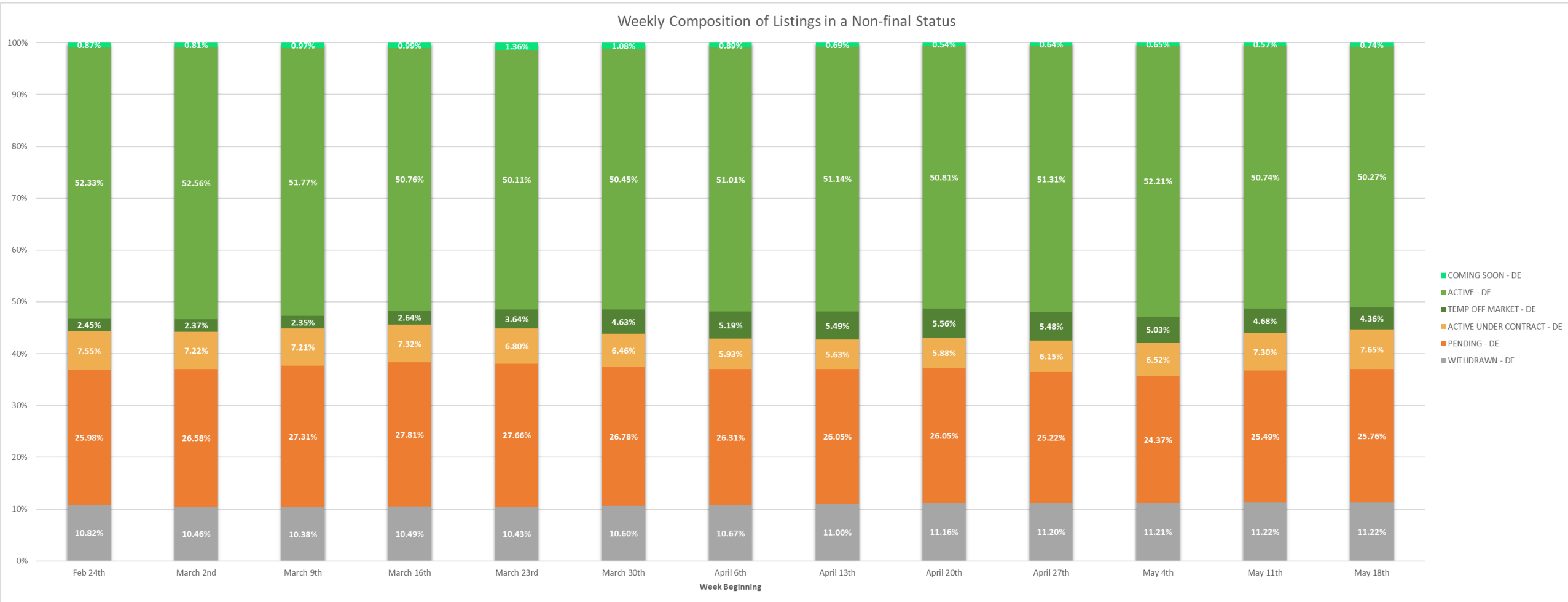
Weekly Number of Listings Changing to “Temp Off” Status for DE



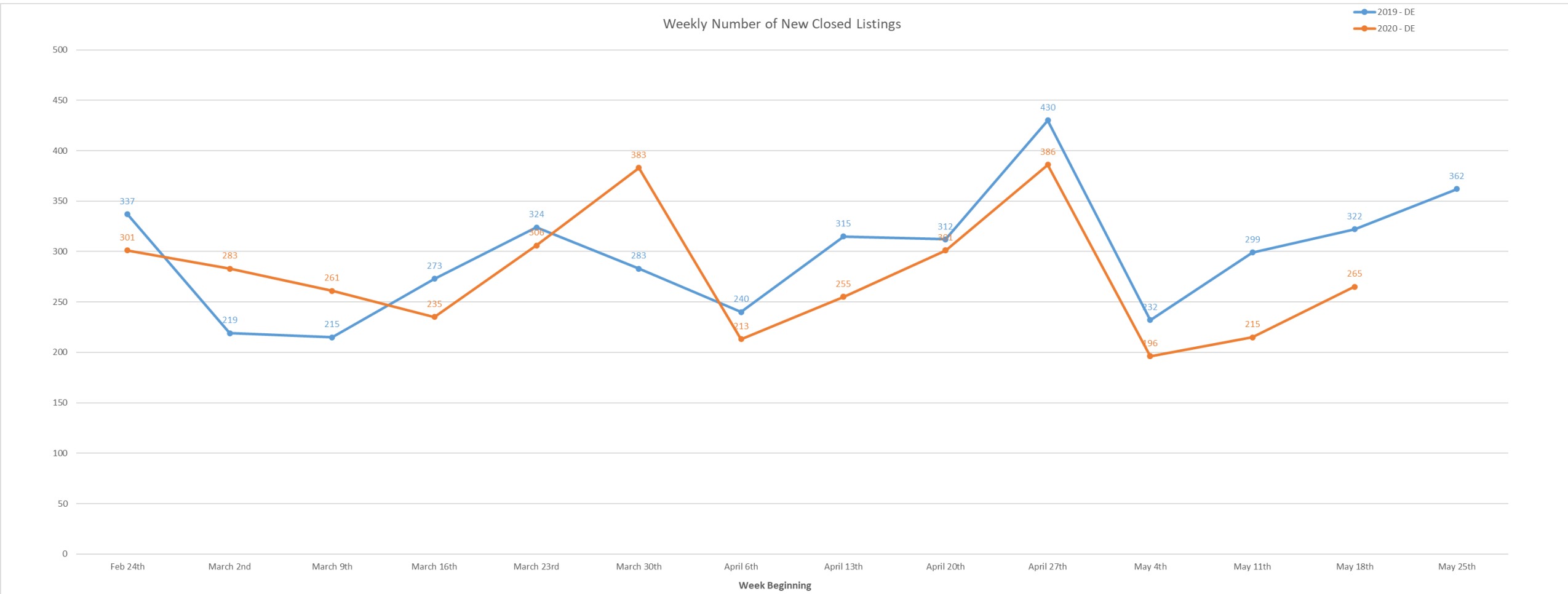
Listings Changing to Temp Off



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



Weekly Number of “New Closed” Listings for DE

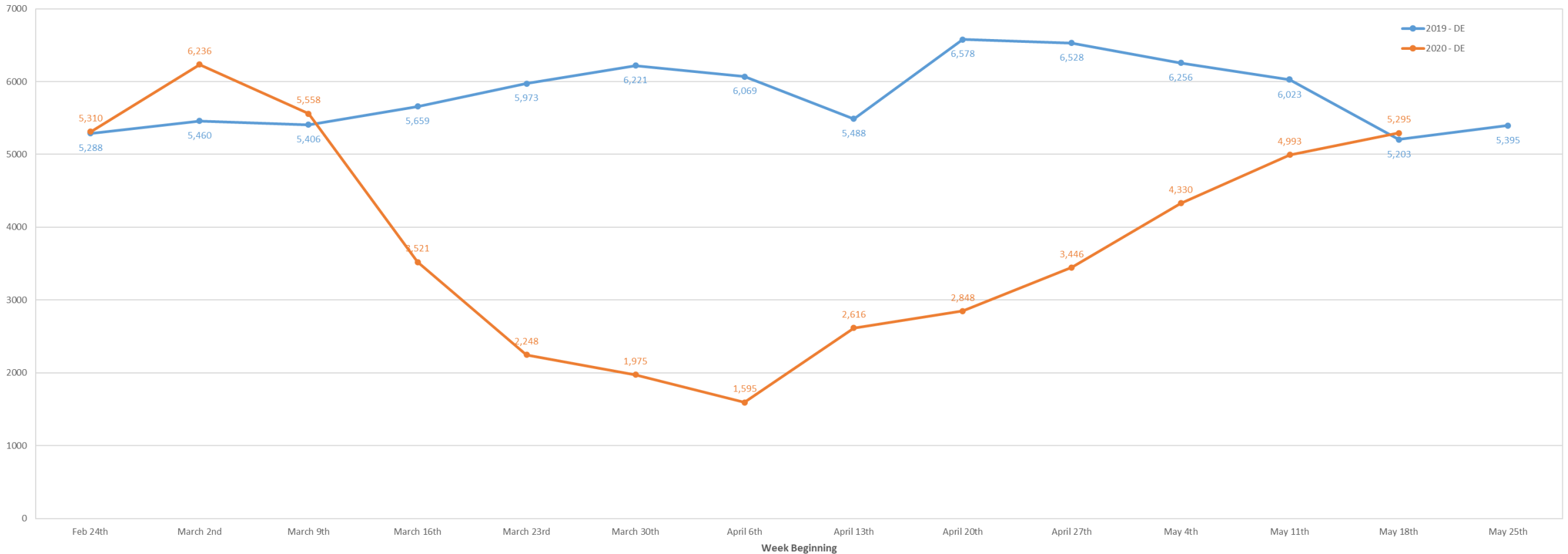


Weekly Showing Activity for DE

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Daily Showing Activity By Appointment Data



COVID-19 Market Trends Maryland

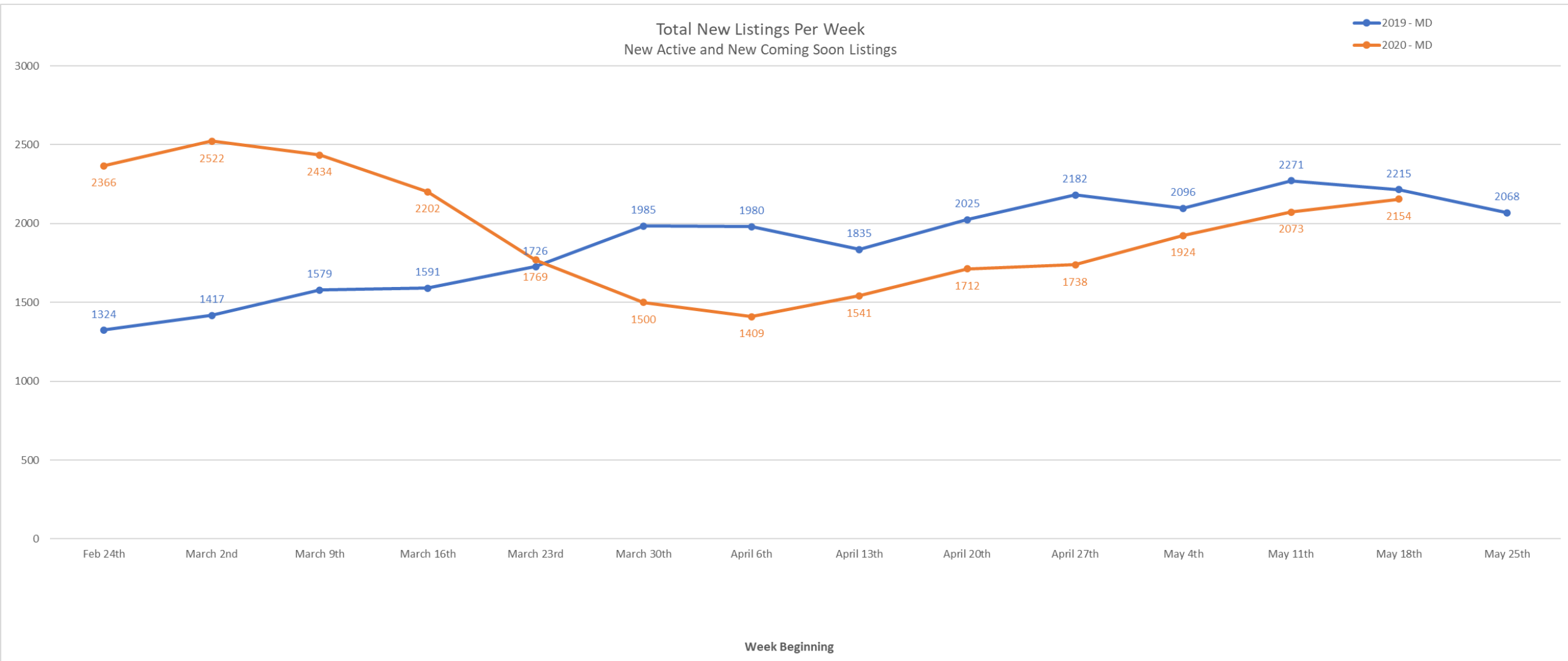
Weekly “New Listings” for MD

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



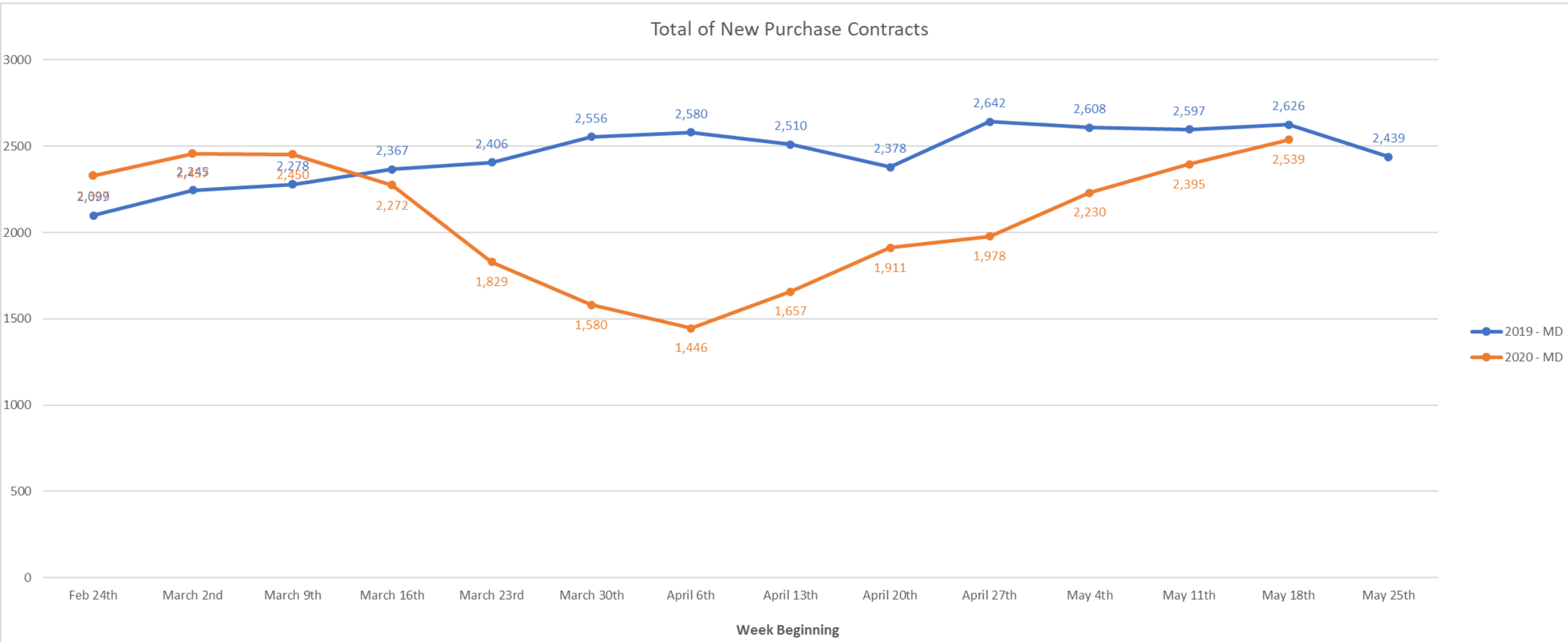
Total New Listings Per Week
New Active and New Coming Soon Listings

● 2019 - MD
● 2020 - MD

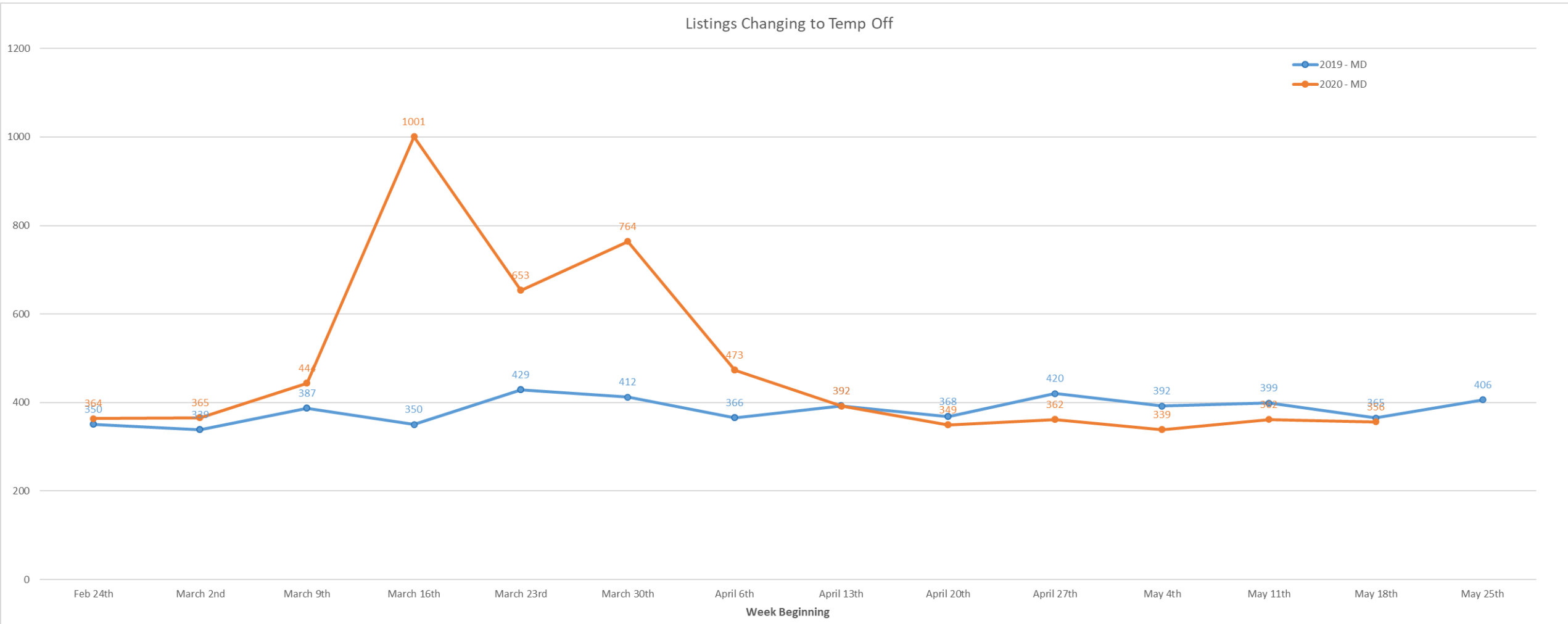


Weekly “New Purchase Contracts” for MD

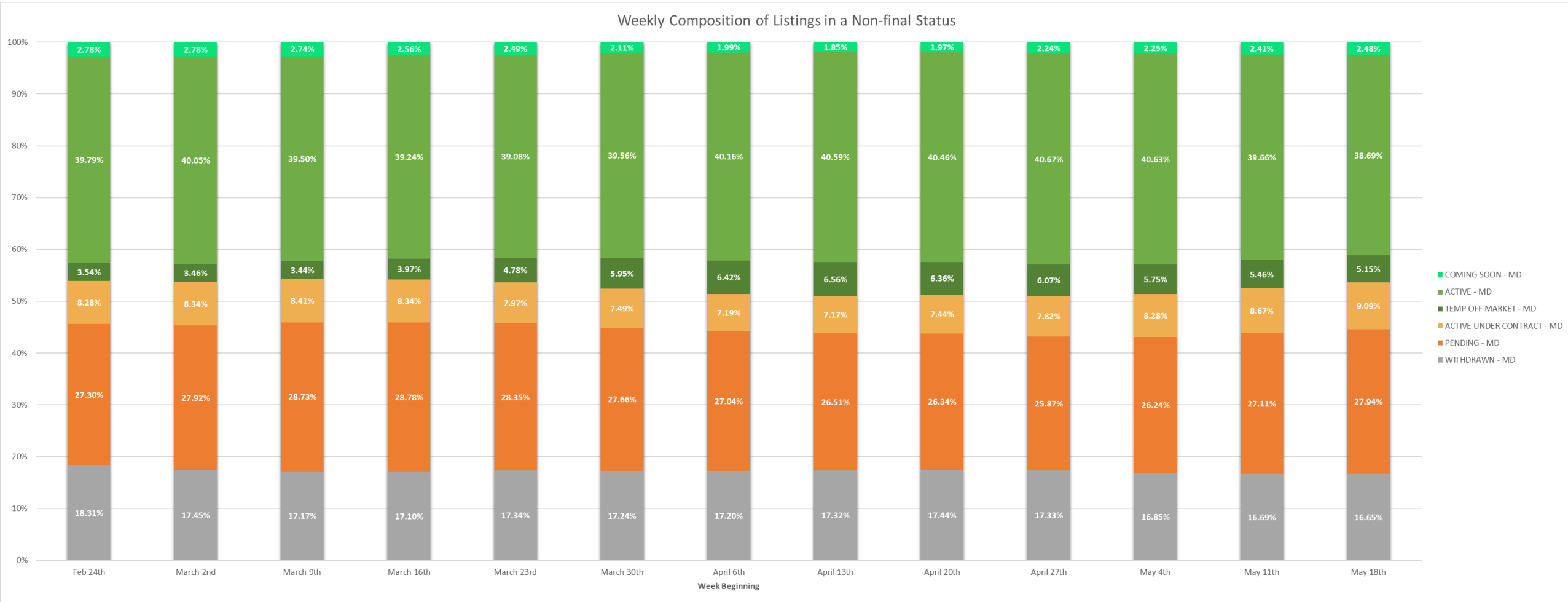
A New Purchase Contract represents when a listing has been purchased and updated to either Active Under Contract or Pending. If a purchase contract falls through, any subsequent purchase contract is also counted.



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



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



Weekly Number of “New Closed” Listings for MD

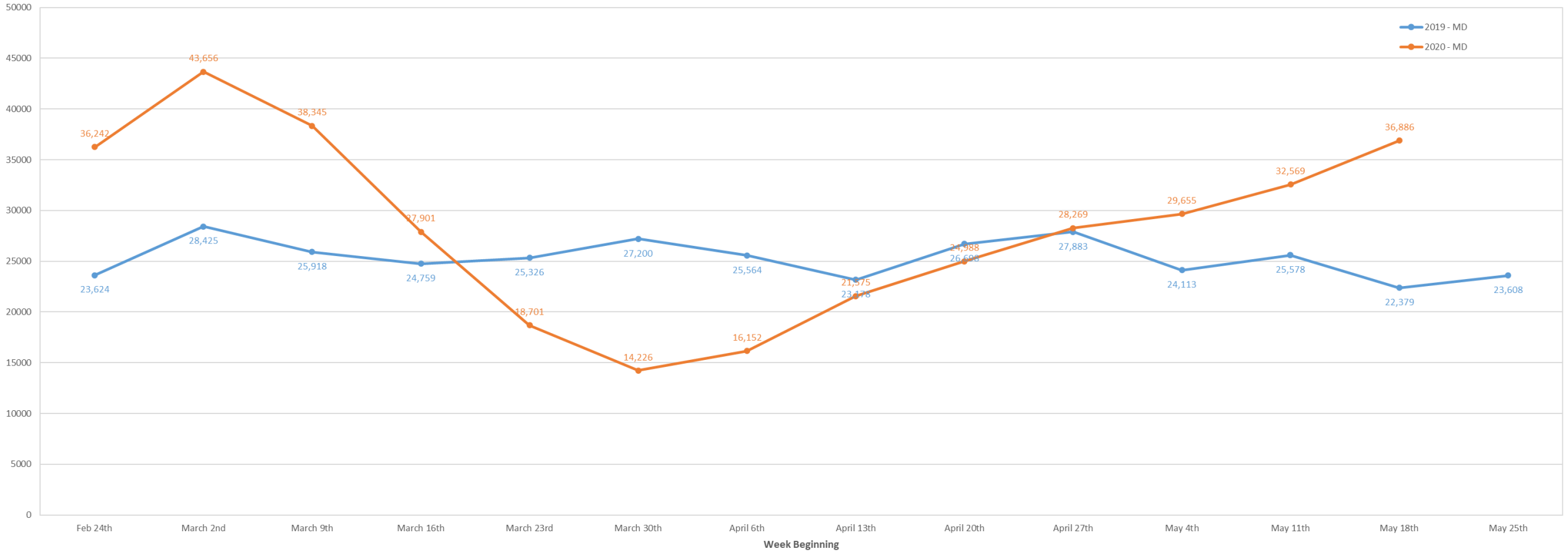


Weekly Showing Activity for MD

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Daily Showing Activity By Appointment Data



COVID-19 Market Trends New Jersey

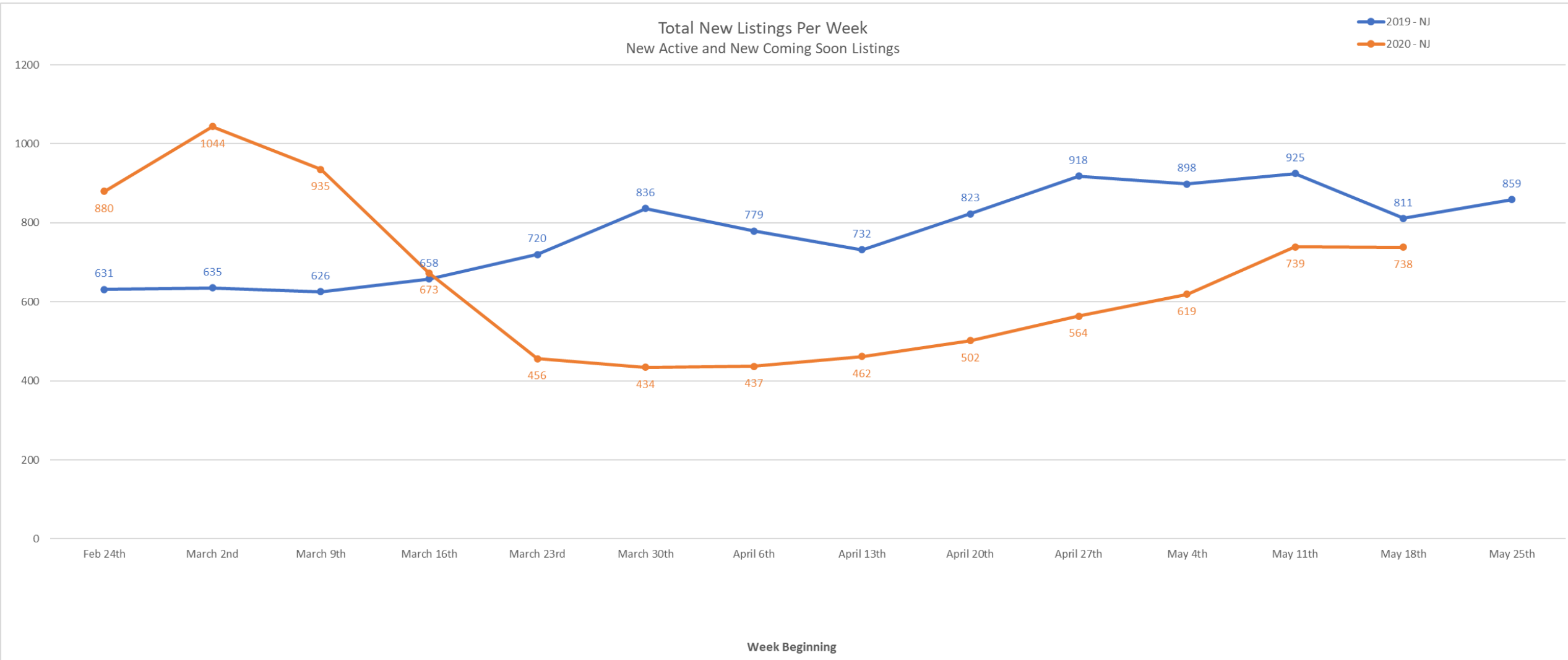
Weekly “New Listings” for NJ

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



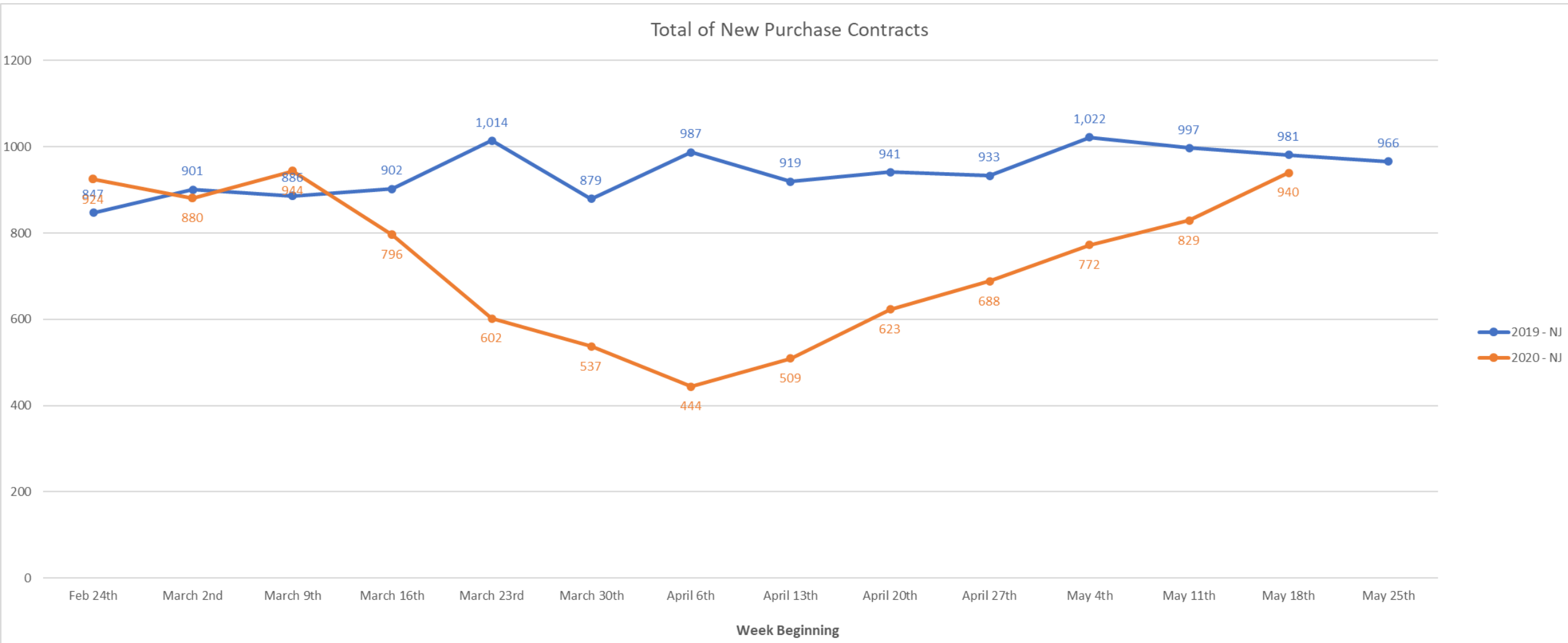
Total New Listings Per Week
New Active and New Coming Soon Listings

● 2019 - NJ
● 2020 - NJ



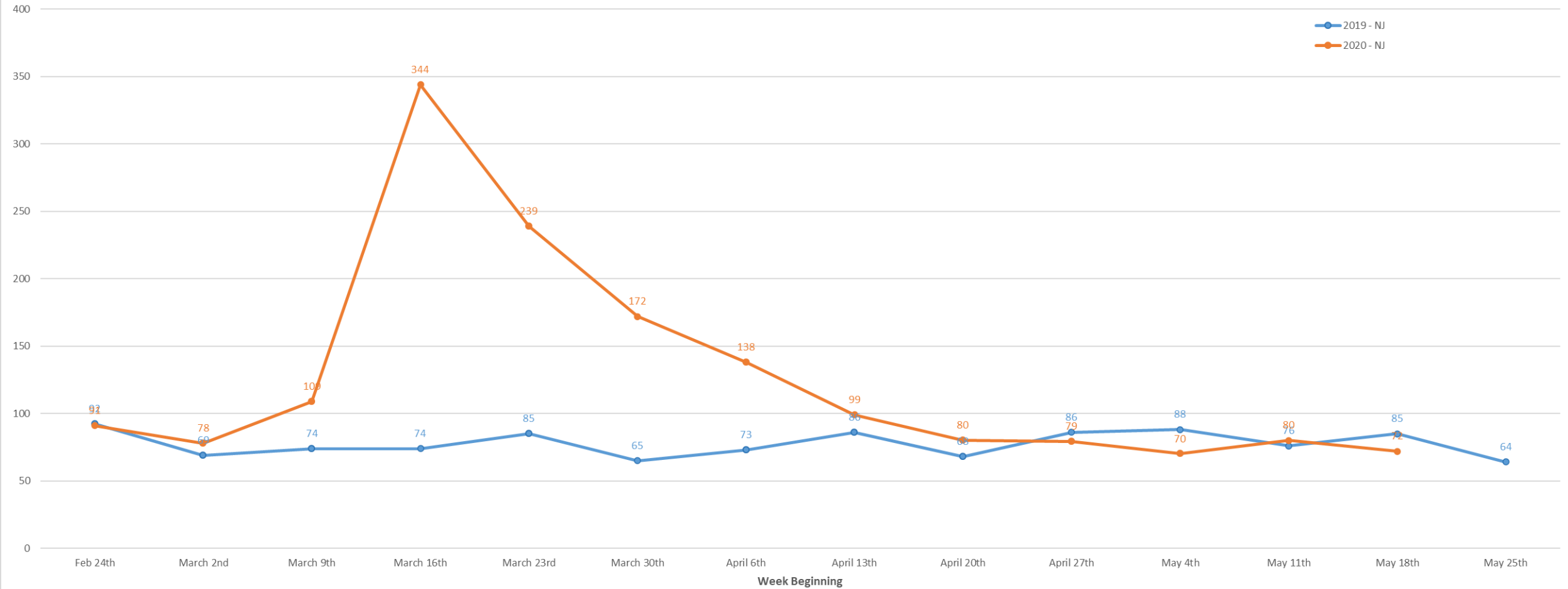
Weekly “New Purchase Contracts” for NJ

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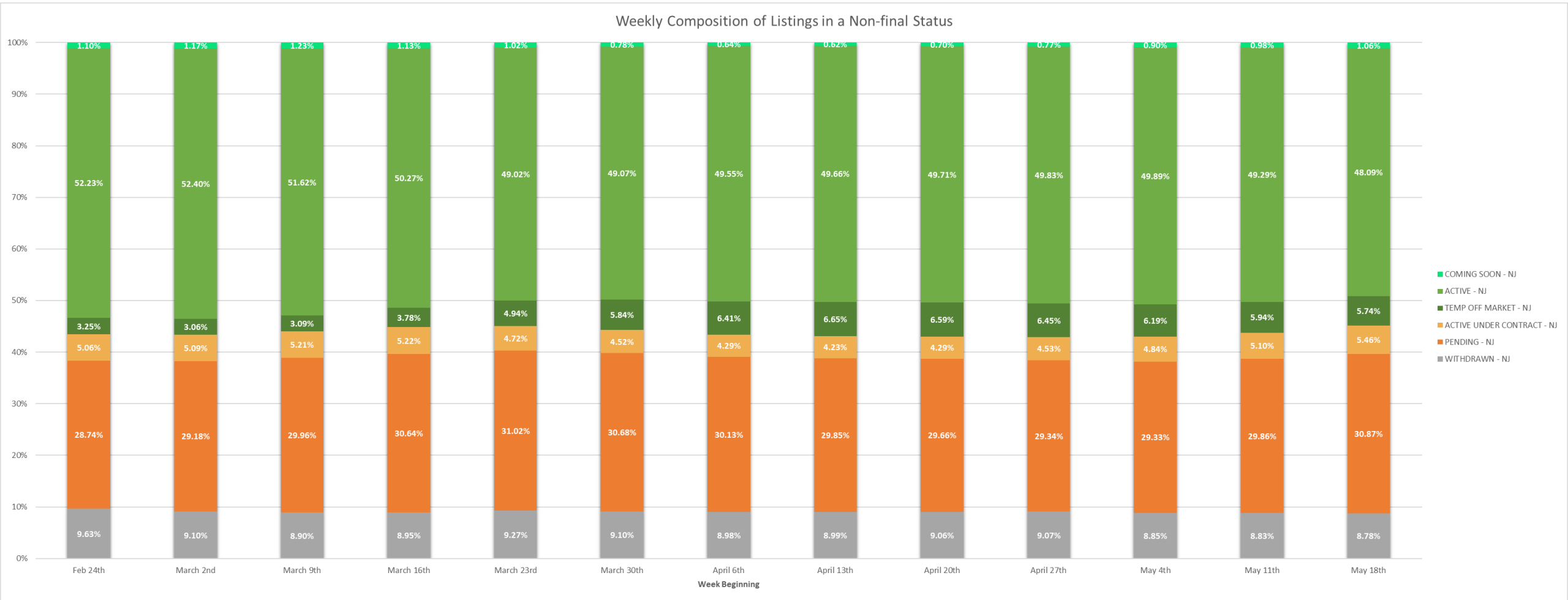


Weekly Number of Listings Changing to “Temp Off” Status for NJ

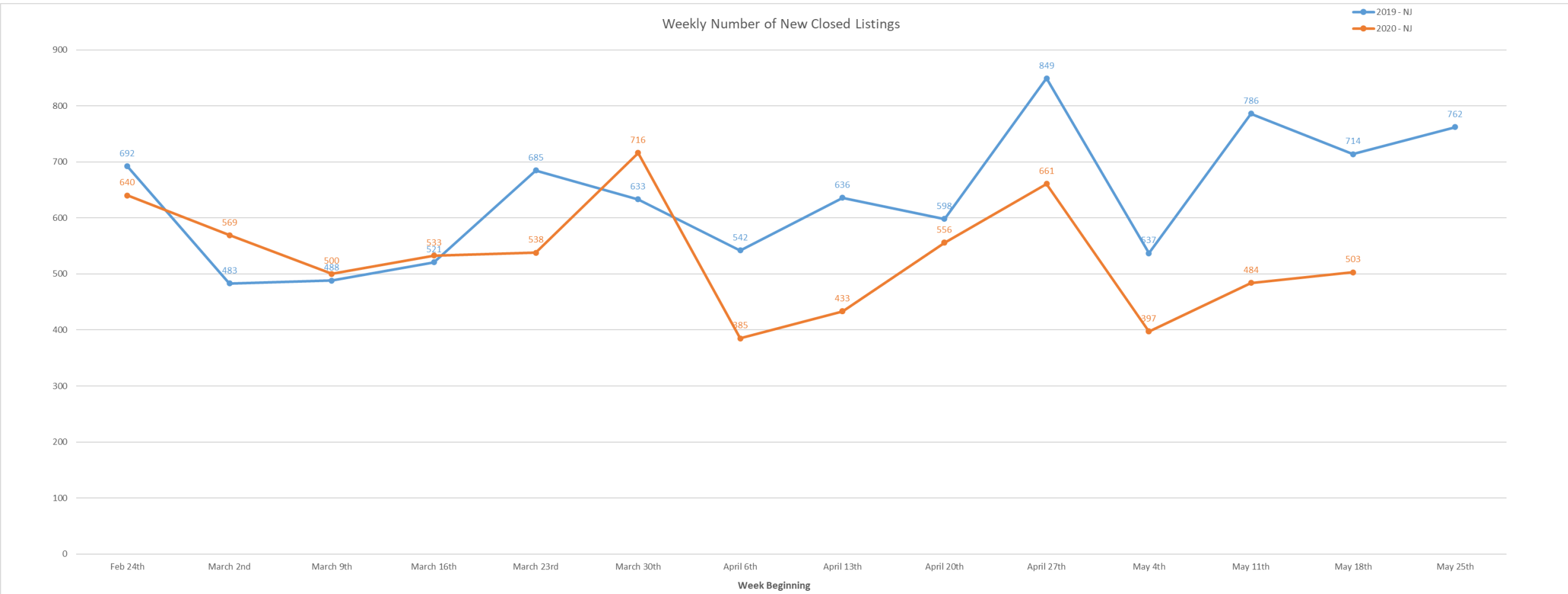
Listings Changing to Temp Off



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



Weekly Number of “New Closed” Listings for NJ

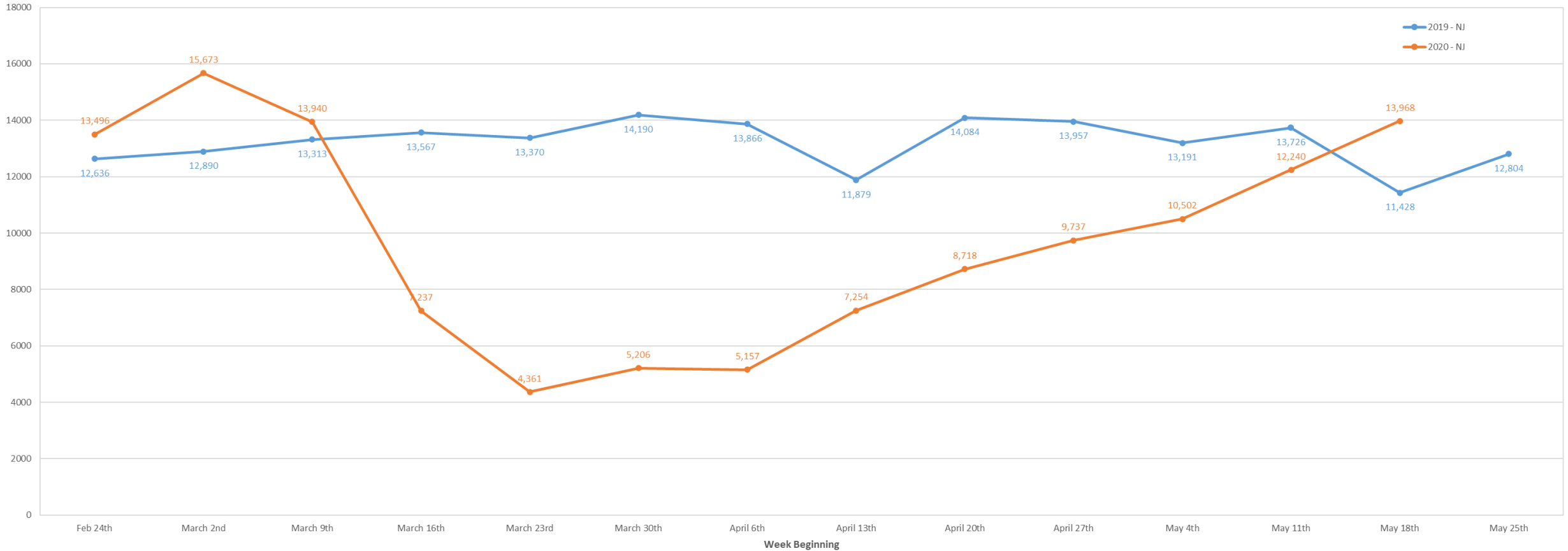


Weekly Showing Activity for NJ

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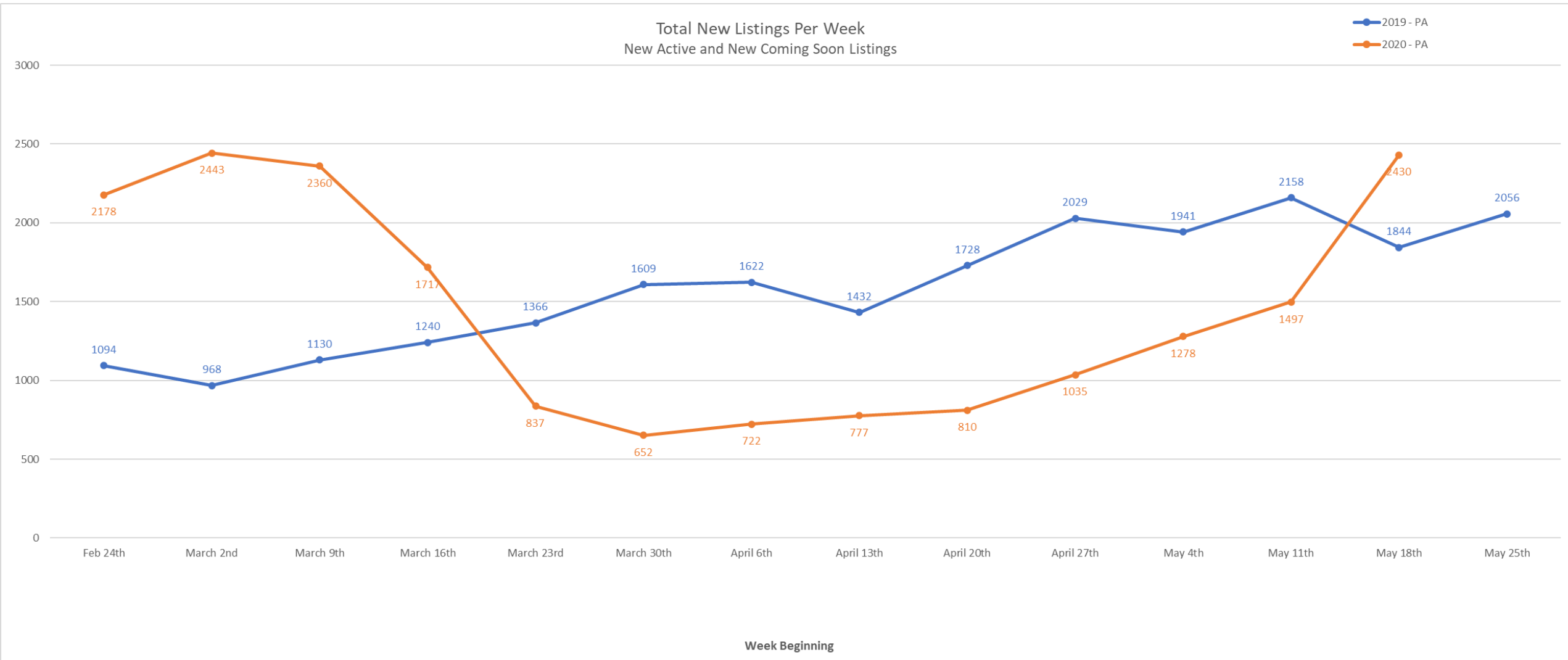
Daily Showing Activity By Appointment Data



COVID-19 Market Trends Pennsylvania

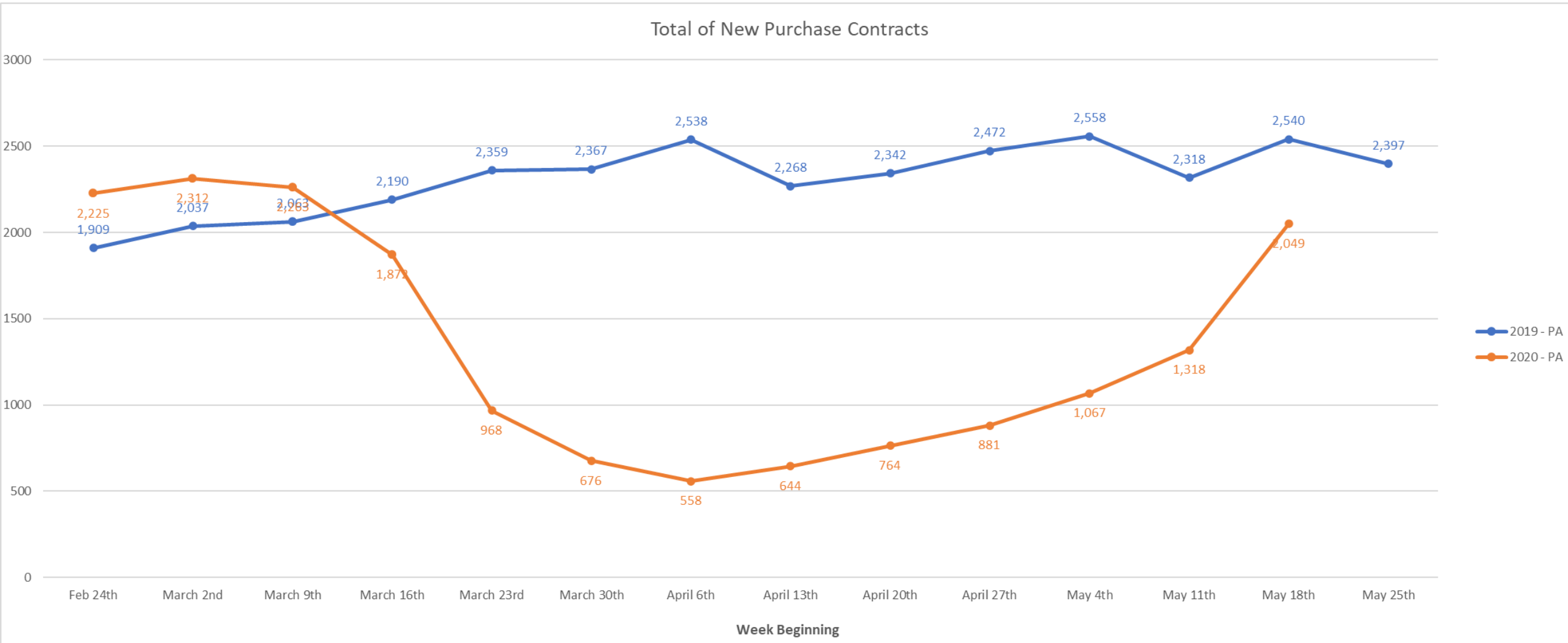
Weekly “New Listings” for PA

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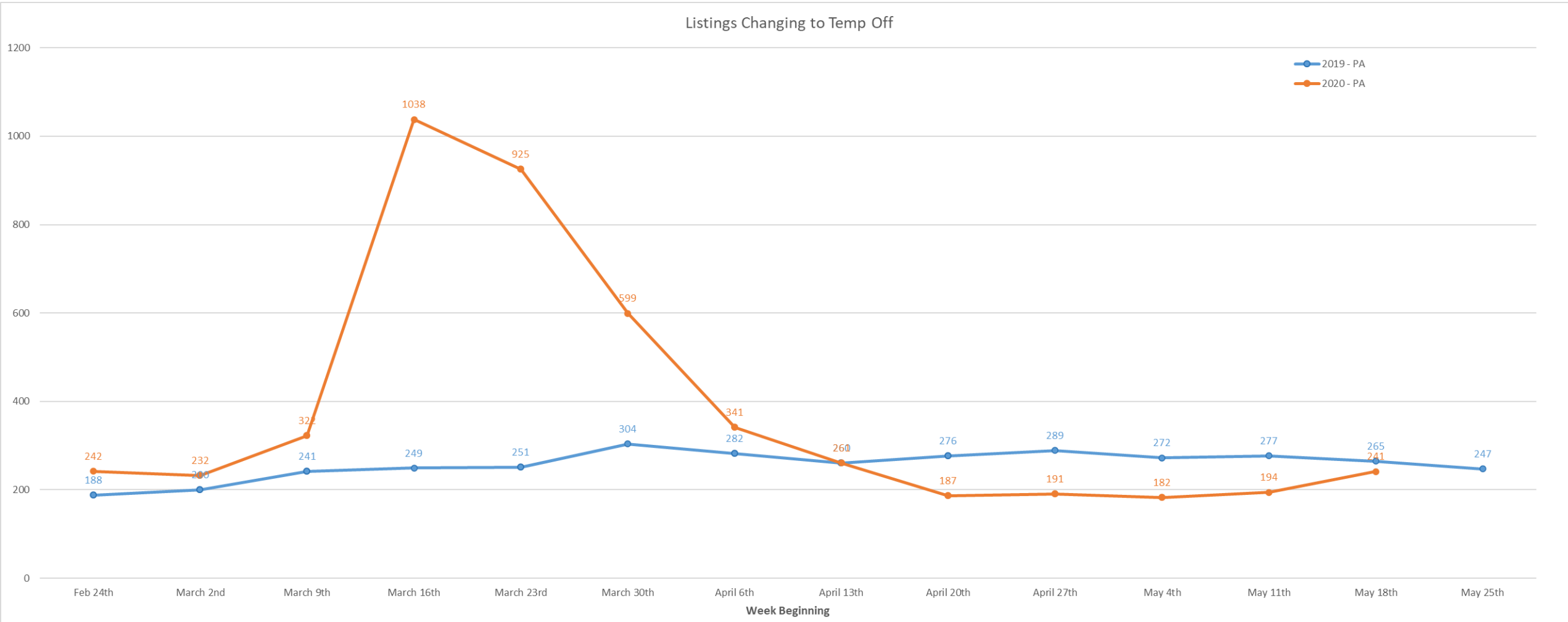


Weekly “New Purchase Contracts” for PA

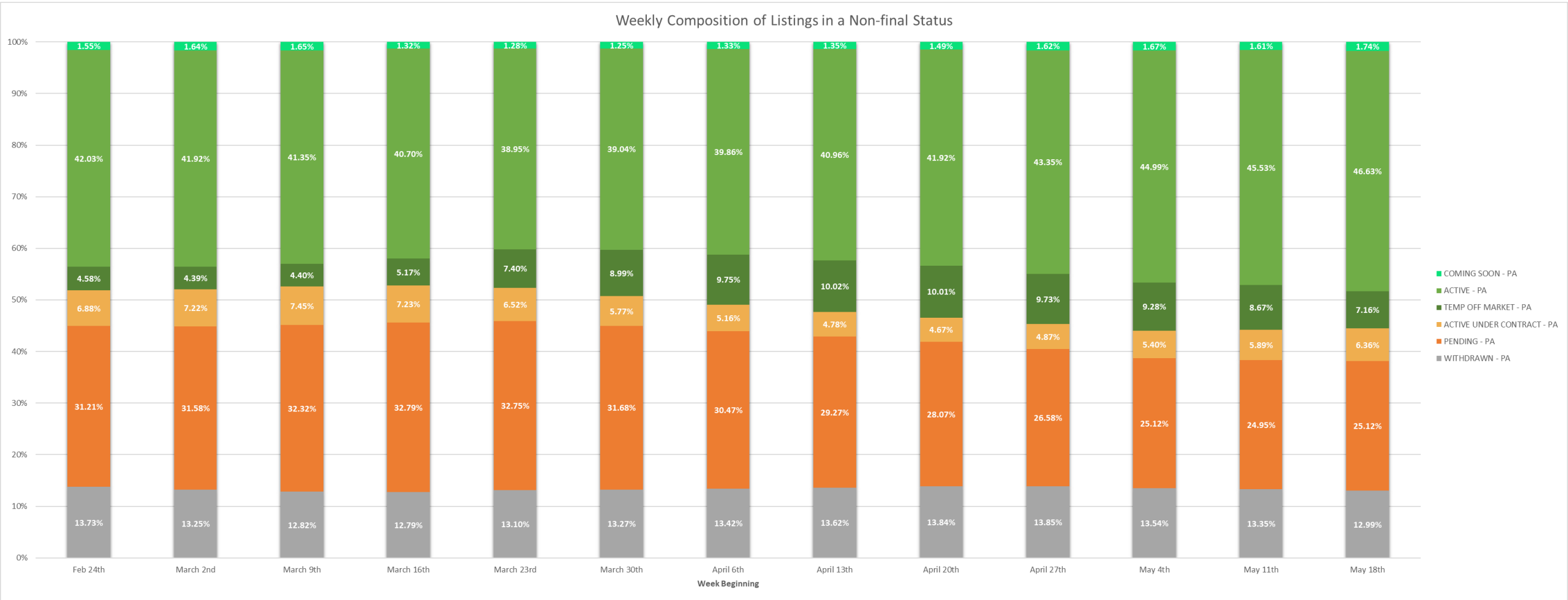
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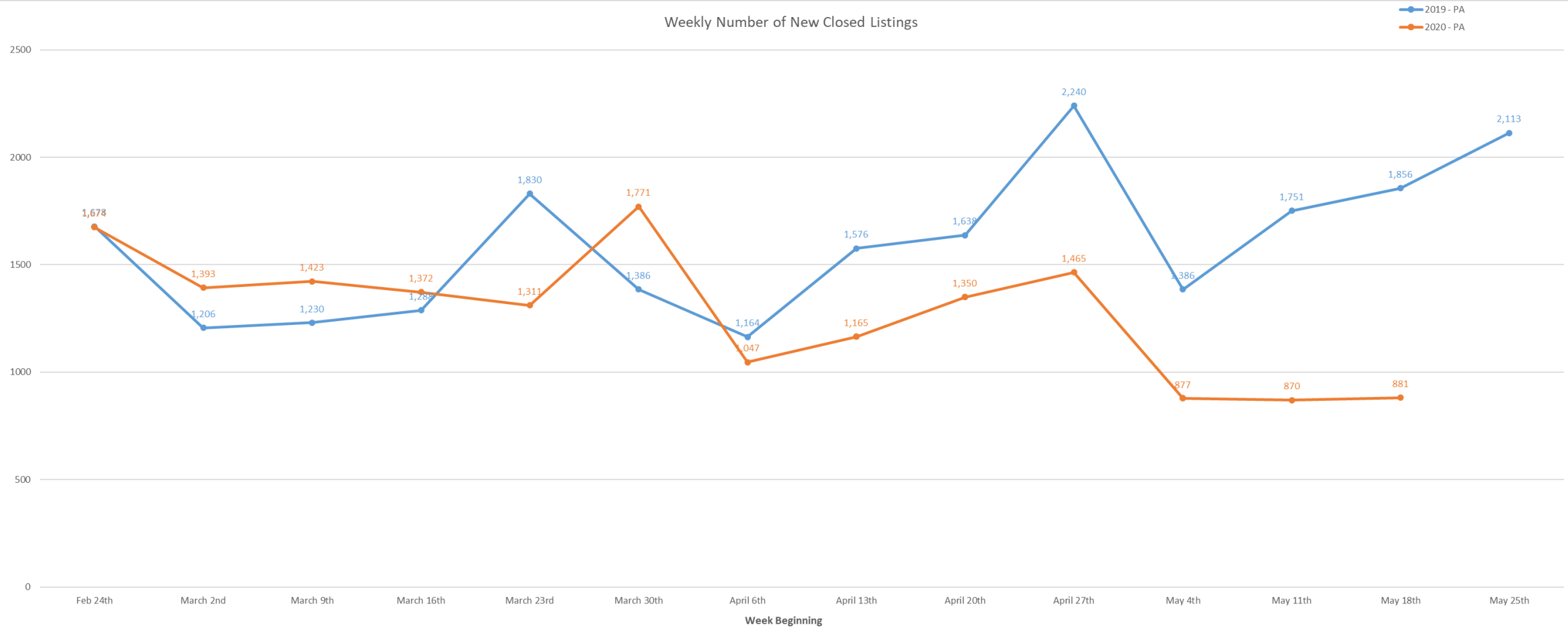
Weekly Number of Listings Changing to “Temp Off” Status for PA



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



Weekly Number of “New Closed” Listings for PA

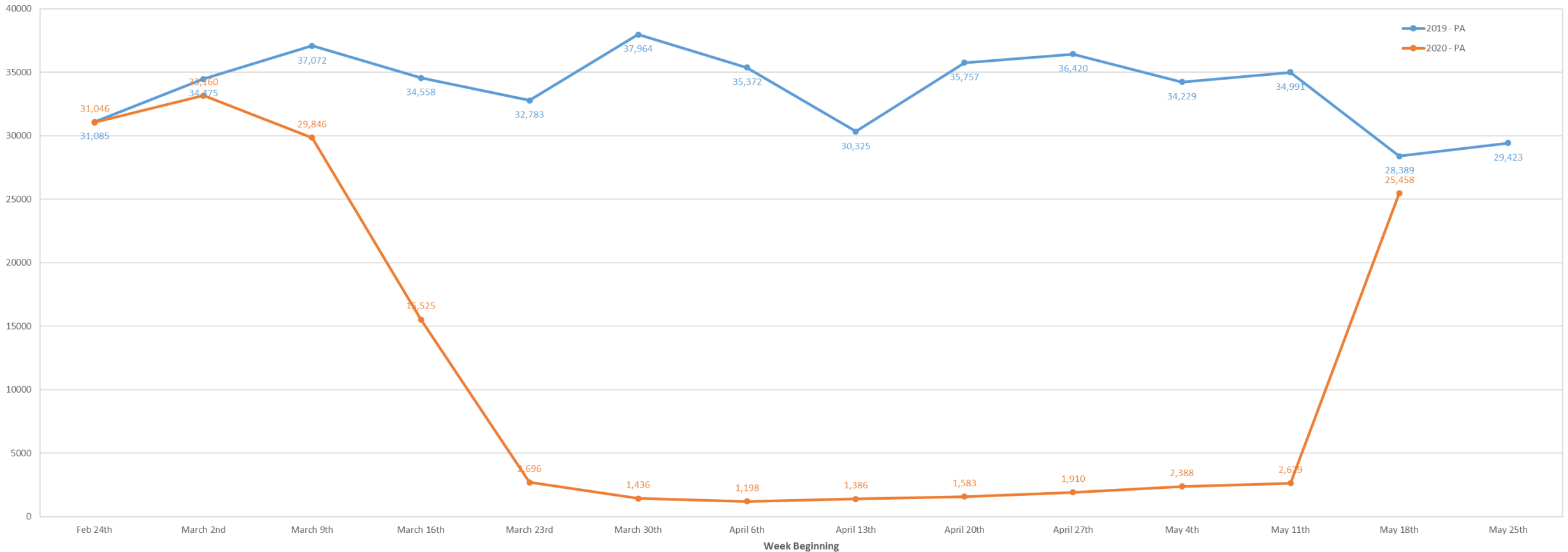


Weekly Showing Activity for PA

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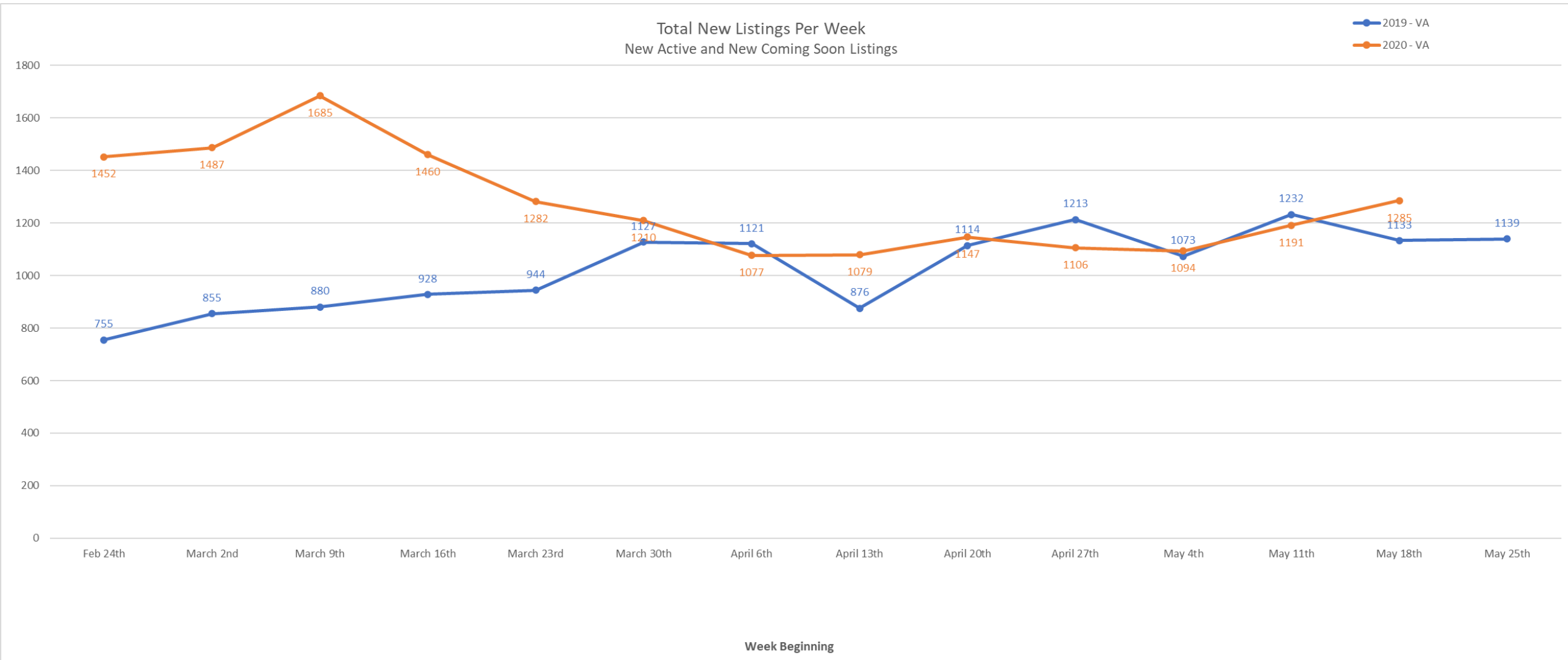
Daily Showing Activity By Appointment Data



COVID-19 Market Trends Virginia

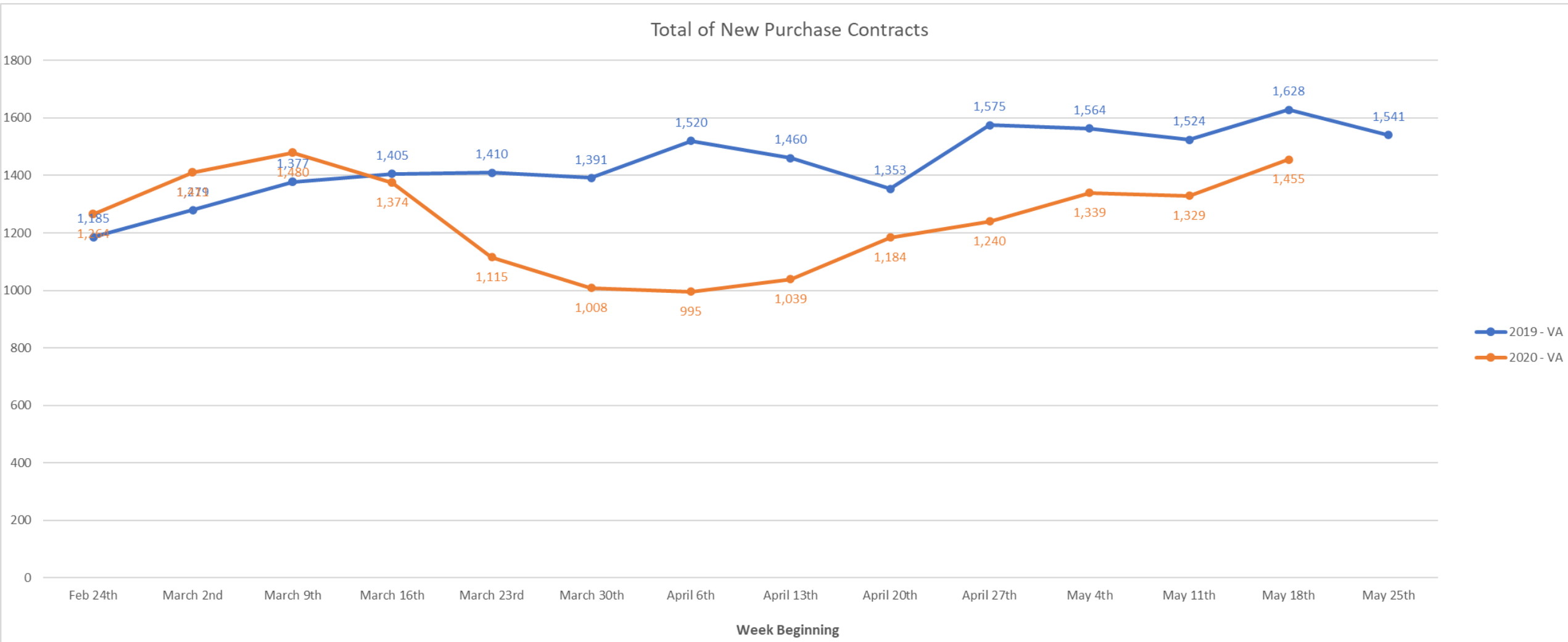
Weekly “New Listings” for VA

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

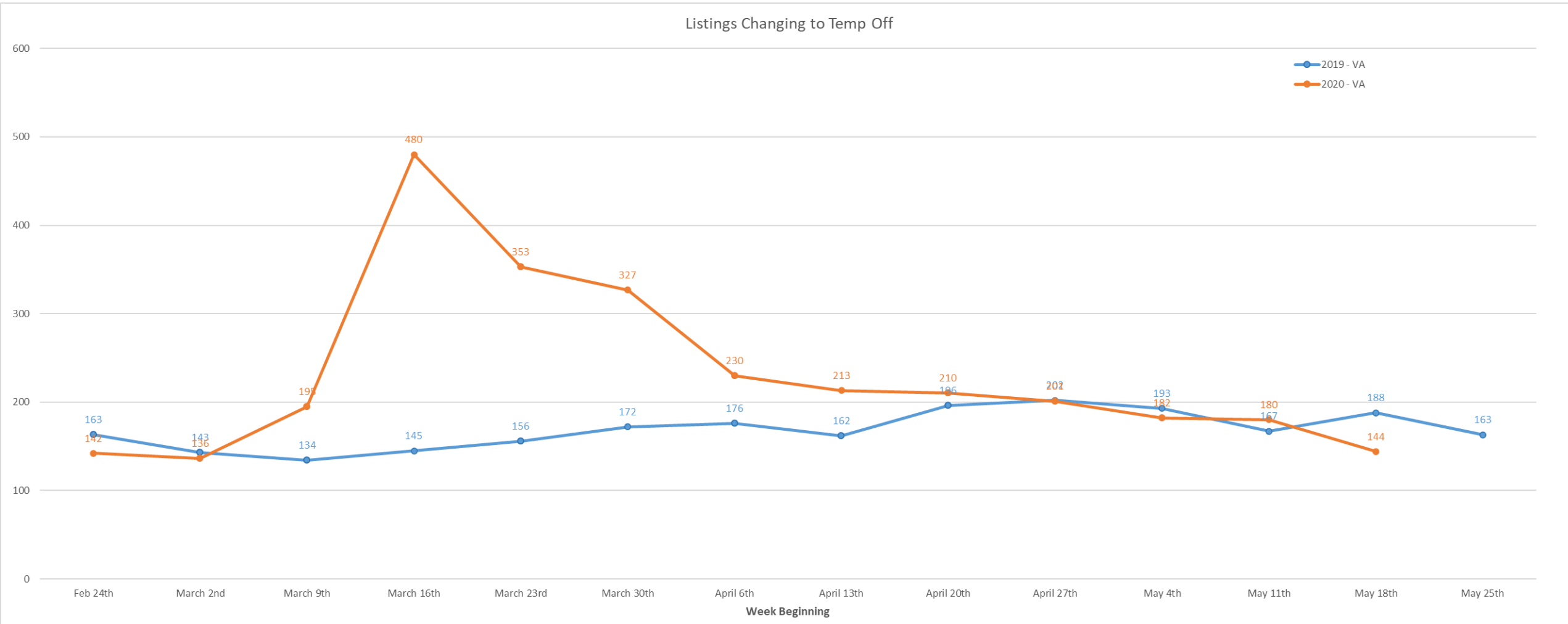


Weekly “New Purchase Contracts” for VA

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.



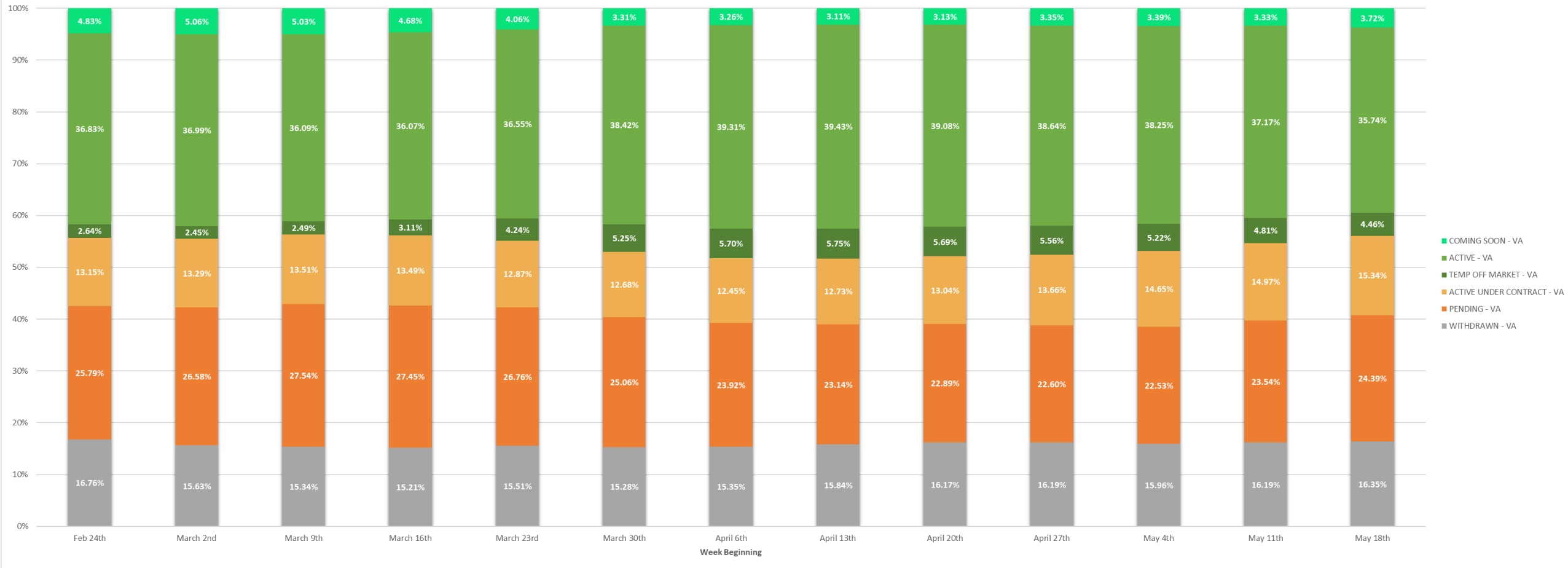
Weekly Number of Listings Changing to “Temp Off” Status for VA



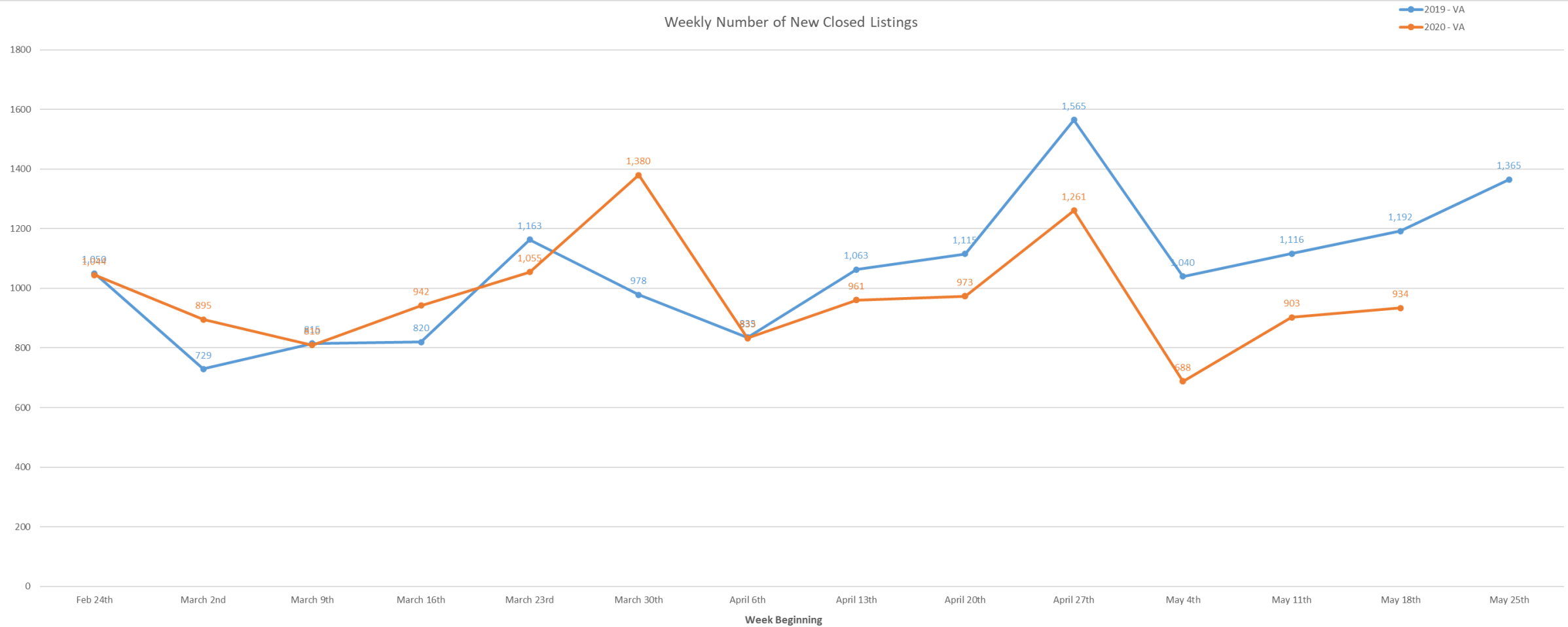
Weekly Composition of “Listings in a Non-final Status” for VA



Weekly Composition of Listings in a Non-final Status



Weekly Number of “New Closed” Listings for VA

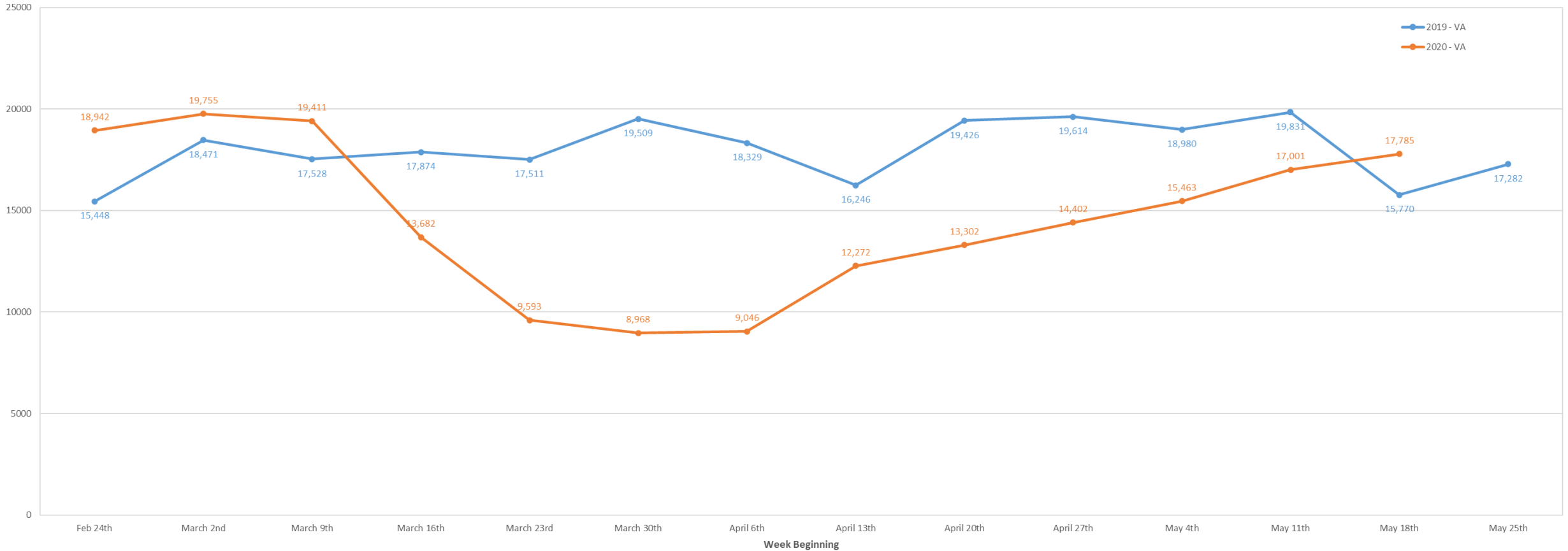


Weekly Showing Activity for VA

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.



Daily Showing Activity By Appointment Data



COVID-19 Market Trends West Virginia

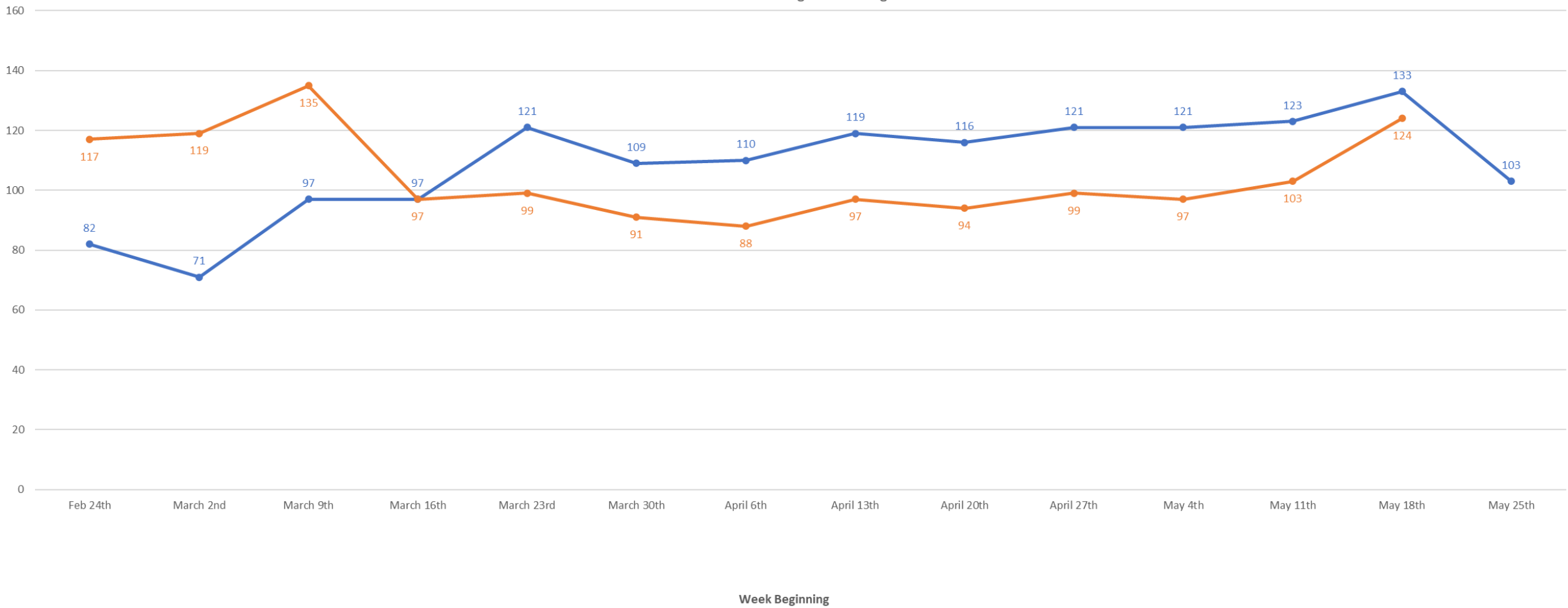
Weekly "New Listings" for WV

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



Total New Listings Per Week
New Active and New Coming Soon Listings

2019 - WV
2020 - WV

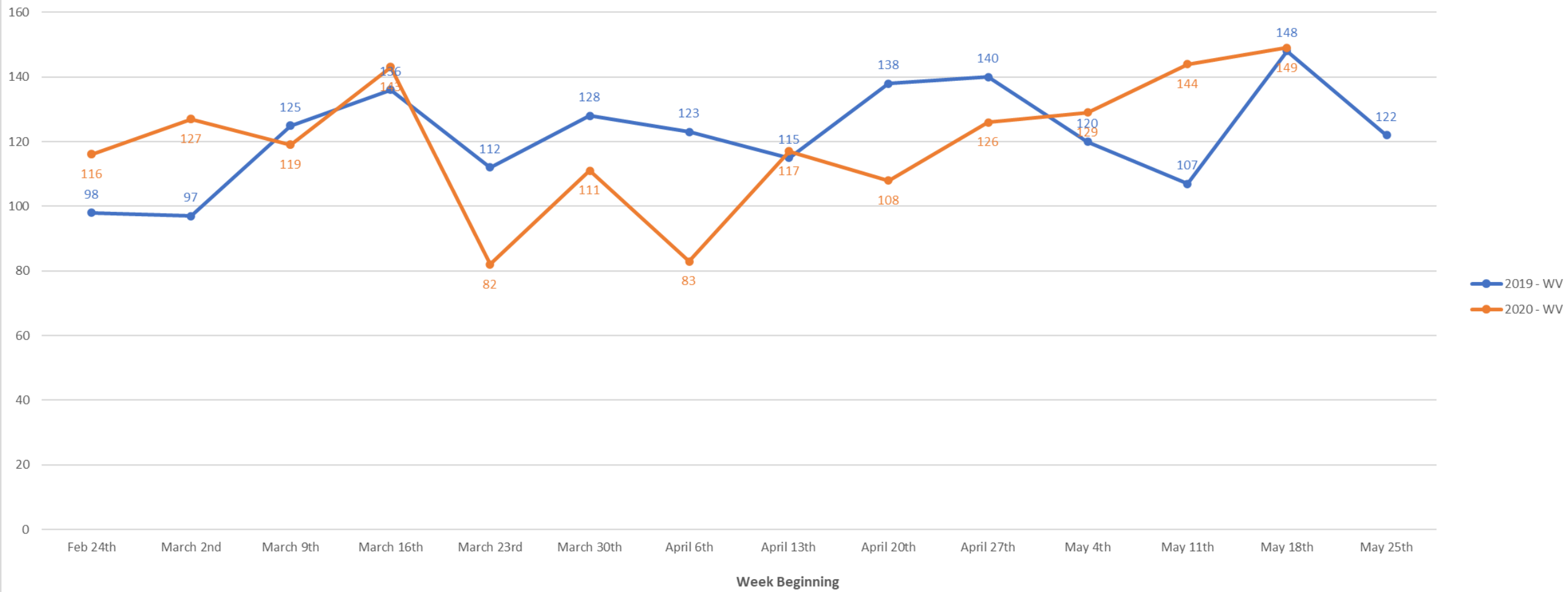


Weekly “New Purchase Contracts” for WV

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.



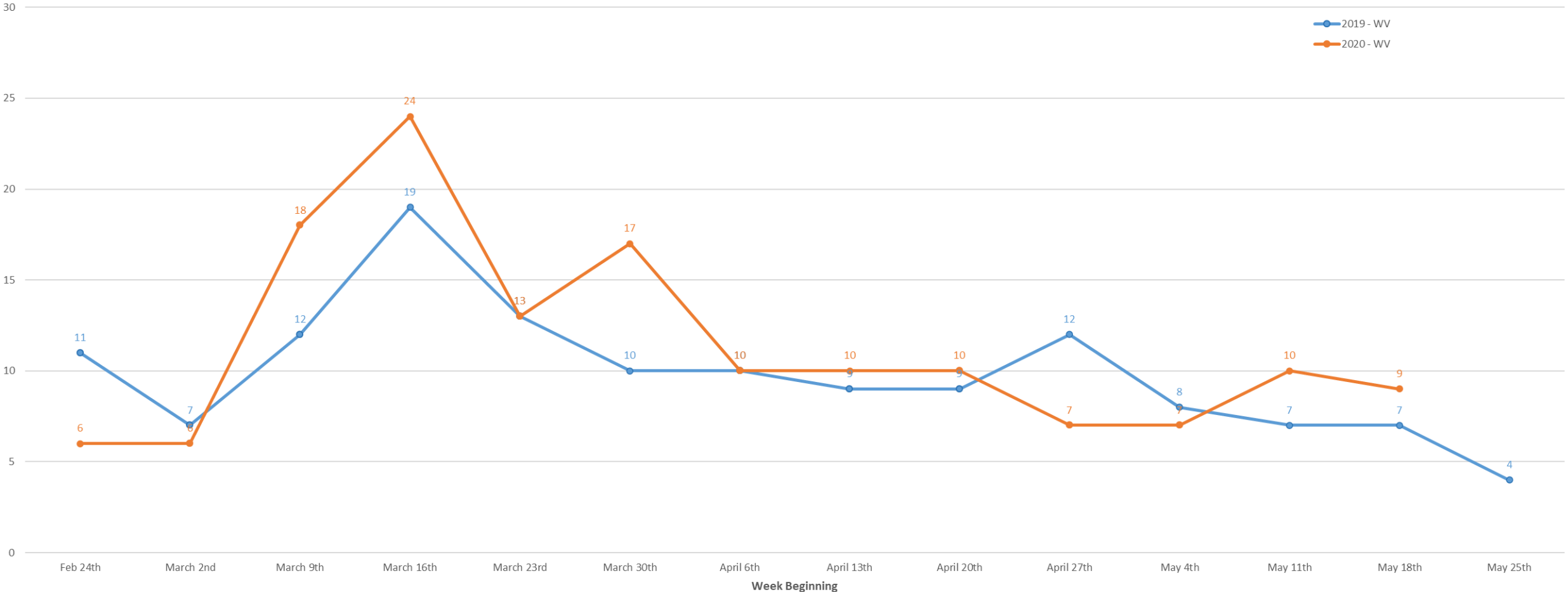
Total of New Purchase Contracts



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



Listings Changing to Temp Off



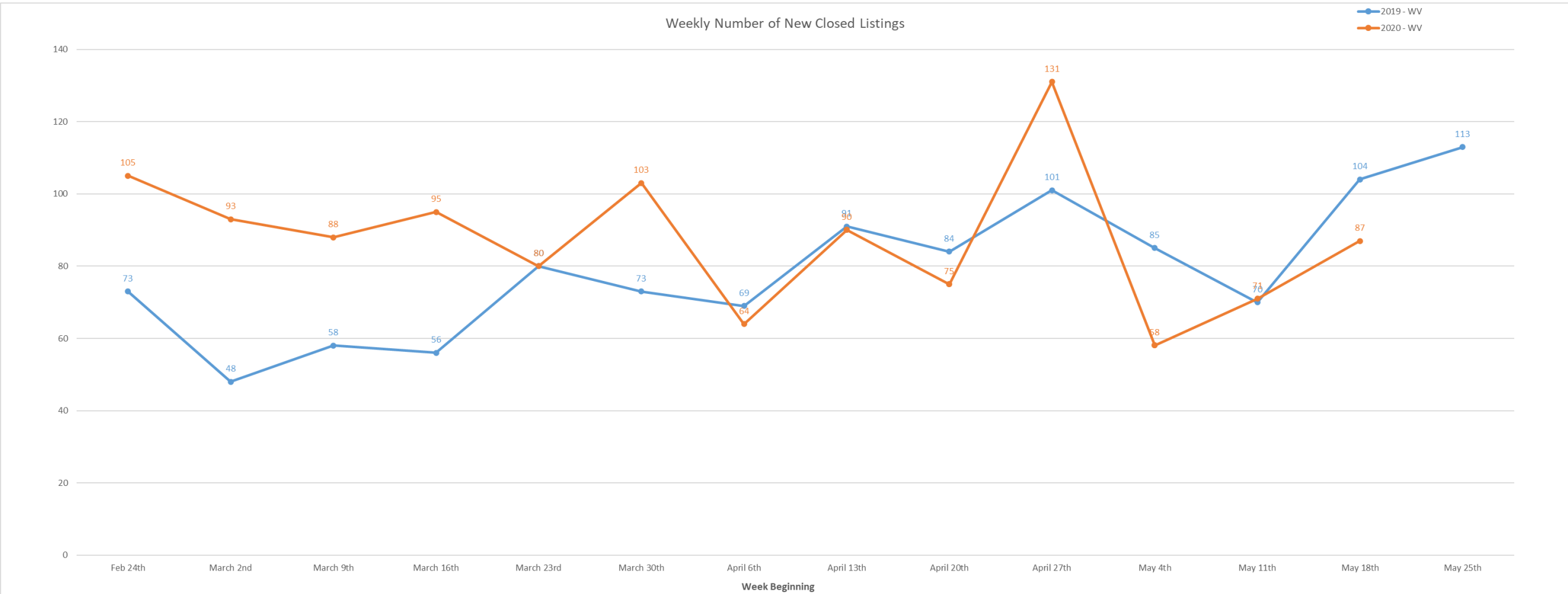
Weekly Composition of “Listings in a Non-final Status” for WV



Weekly Composition of Listings in a Non-final Status



Weekly Number of “New Closed” Listings for WV



Weekly Showing Activity for WV

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Daily Showing Activity By Appointment Data

