

Weekly Market Report

Week Ending April 25th

Summary - Week Ending April 25th

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.

- New sellers continued to enter the market, as new listing volume tracked similar week to week to land at 138.9% of 2019 levels.
- For the week, homes newly under contract stayed on the market for seven days, compared to 19 days in 2019 and 18 in 2020.
- For every 106 new pending home sales, there were 100 new listings. However, VA saw new listings outpace new contracts, with 98 new pending sales per 100 new listings.
- High buyer demand persisted, with showings at 135.1% of 2019 - consistent with the prior week.

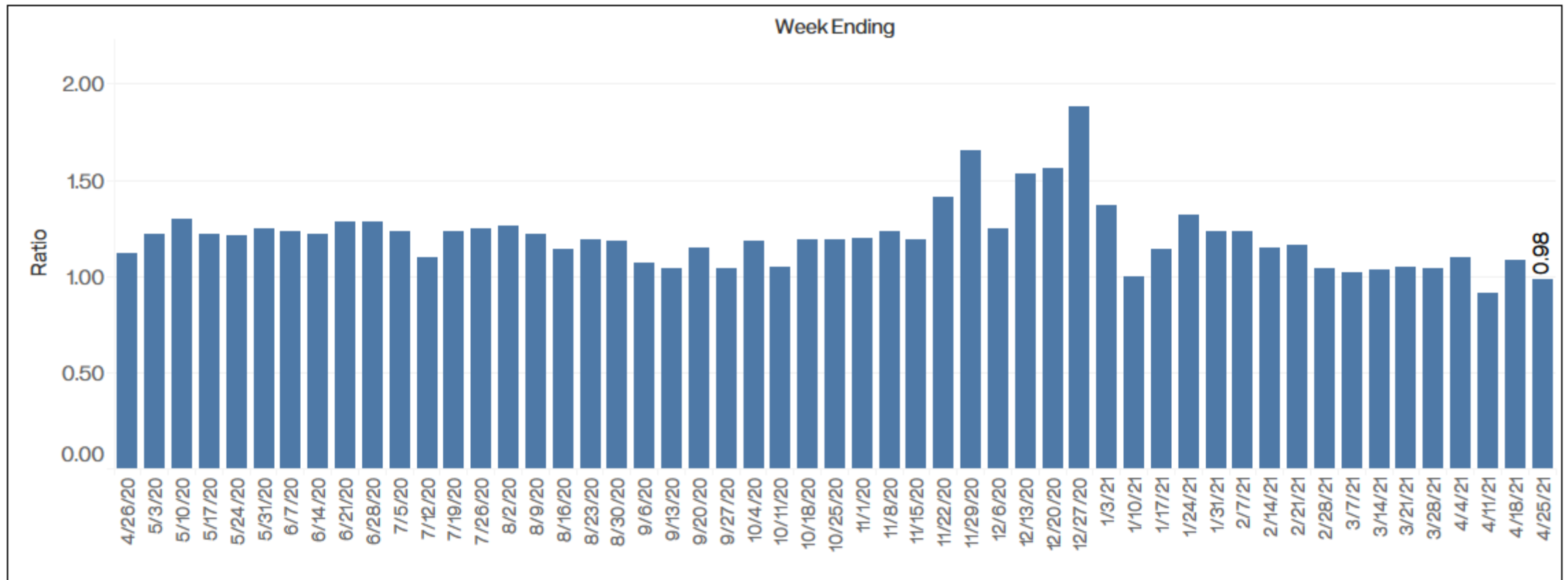
Note: State-level charts appear in the appendix.

Weekly Market Trends

Virginia

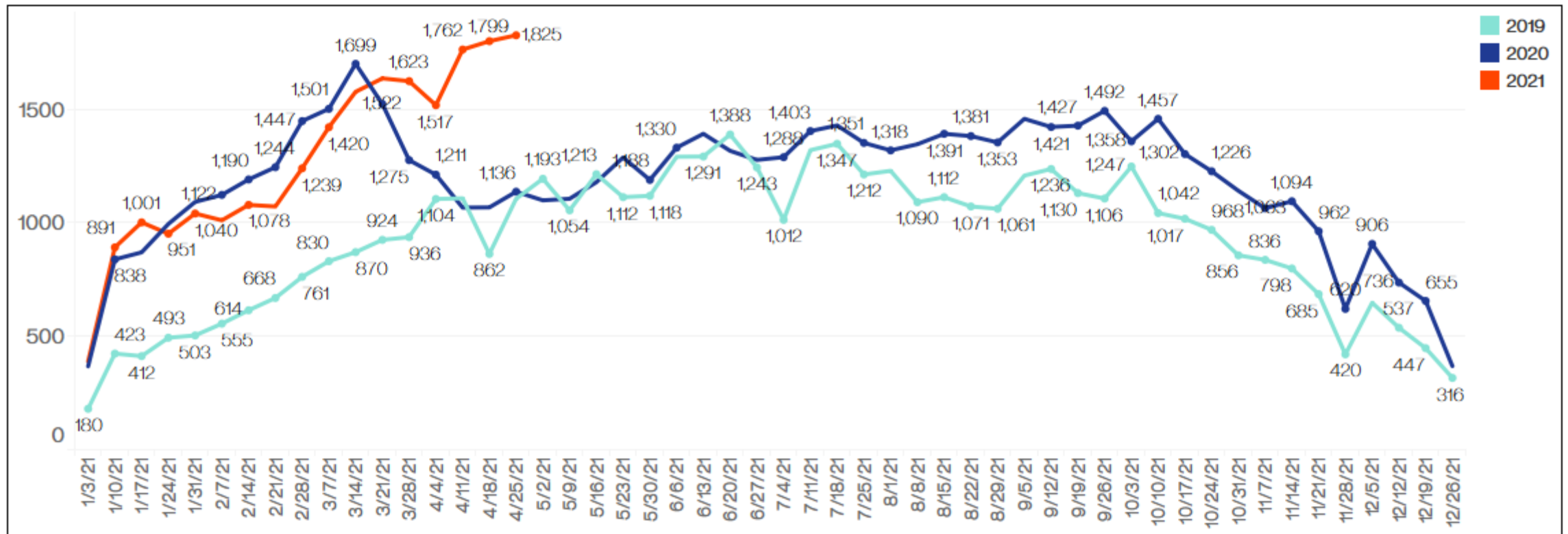
VA - New Purchase Contract to New Listing Ratio

- For the week, new pending home sales tracked in line with new listings.



VA - Weekly New Listings

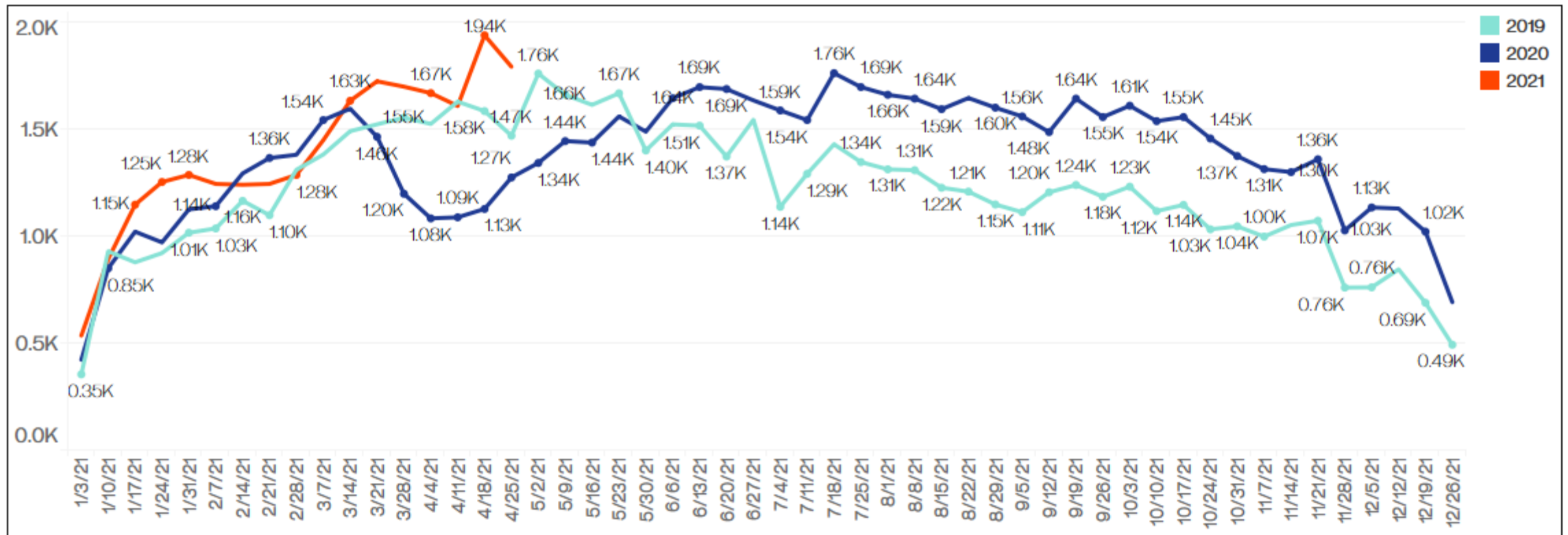
- VA's new listing levels tracked at 165.2% compared to 2019, 160.7% of the same week from April 2020.



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

VA - Weekly New Purchase Contracts

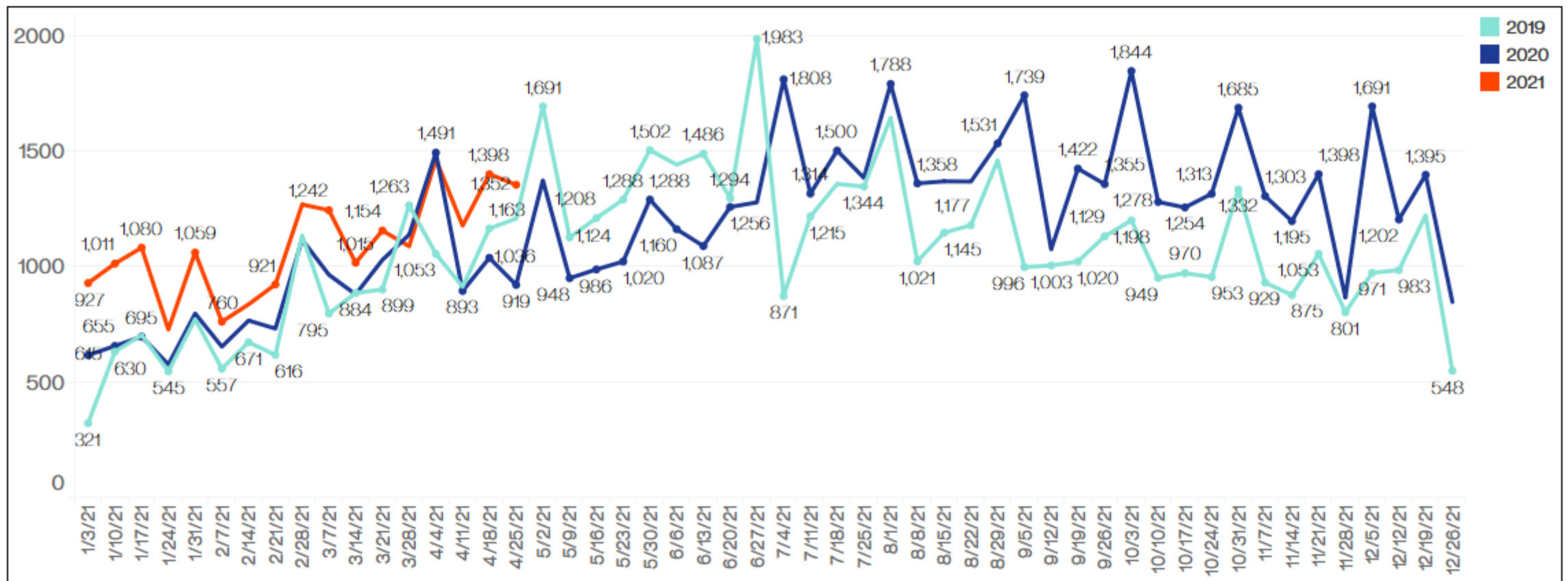
- New contract levels came in at 121.9% compared to 2019 and 140.6% of the same week from April 2020.



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.

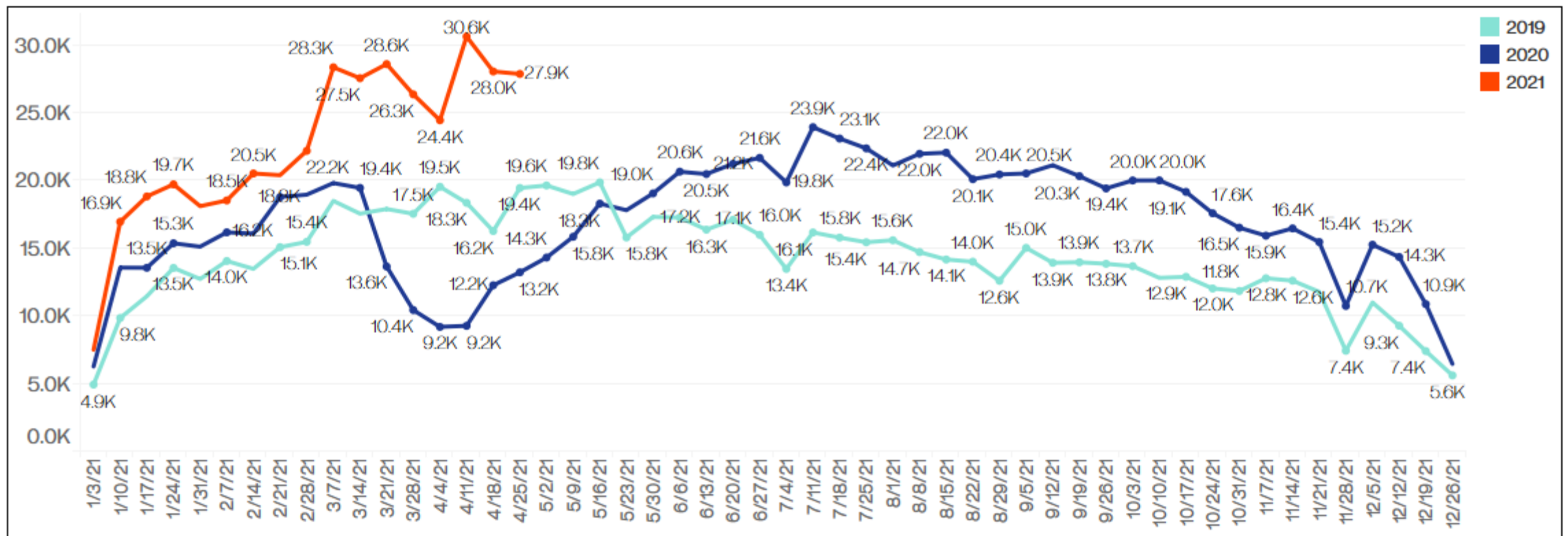
VA - New Closed Listings

- Closing levels landed at 112.1% compared to 2019 and 147.1% compared to the same week from April 2020.



VA - Weekly Showing Activity

- Showing levels tracked at 143.4% of the same week from April 2019 and 211.0% compared to 2020.



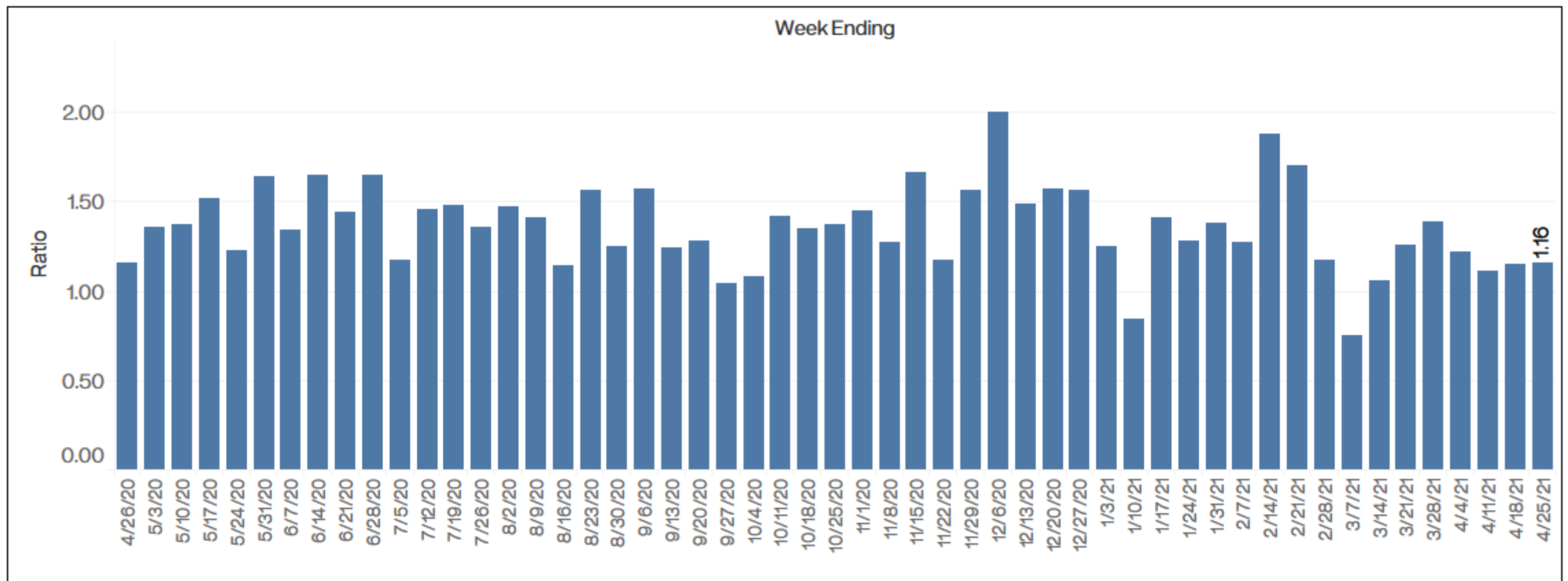
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

Weekly Market Trends

West Virginia

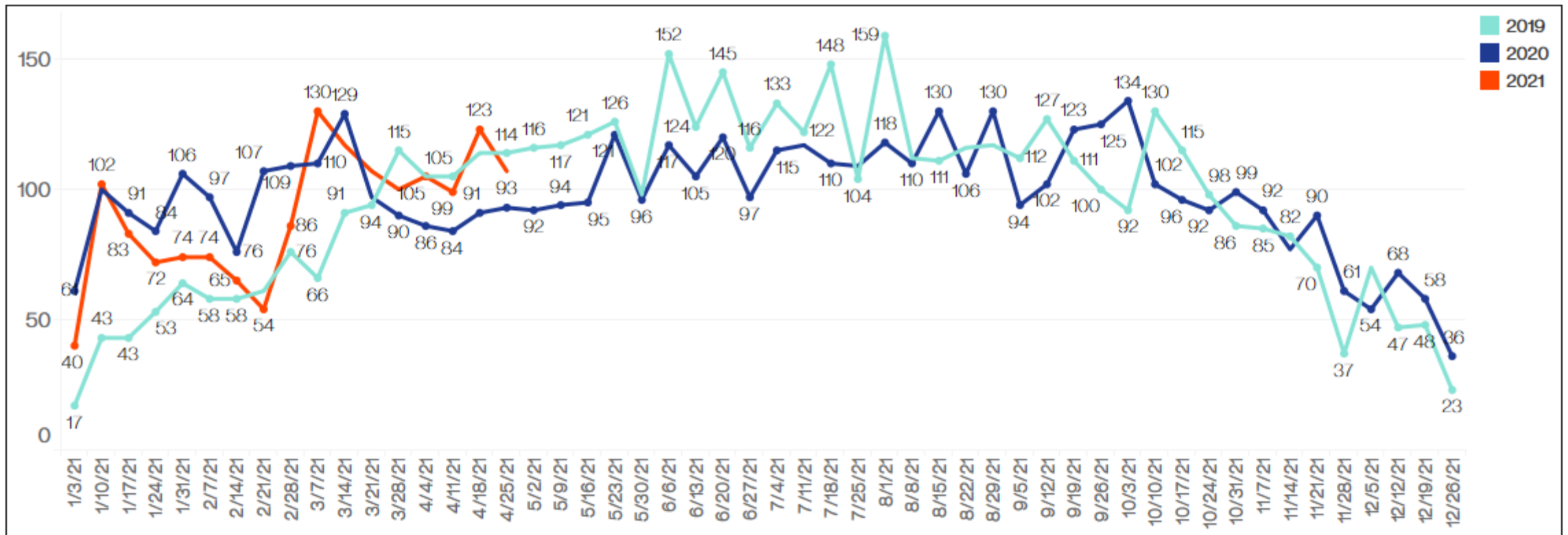
WV - New Purchase Contract to New Listing Ratio

- For the week, there were 116 new pending home sales for every 100 new listings.



WV- Weekly New Listings

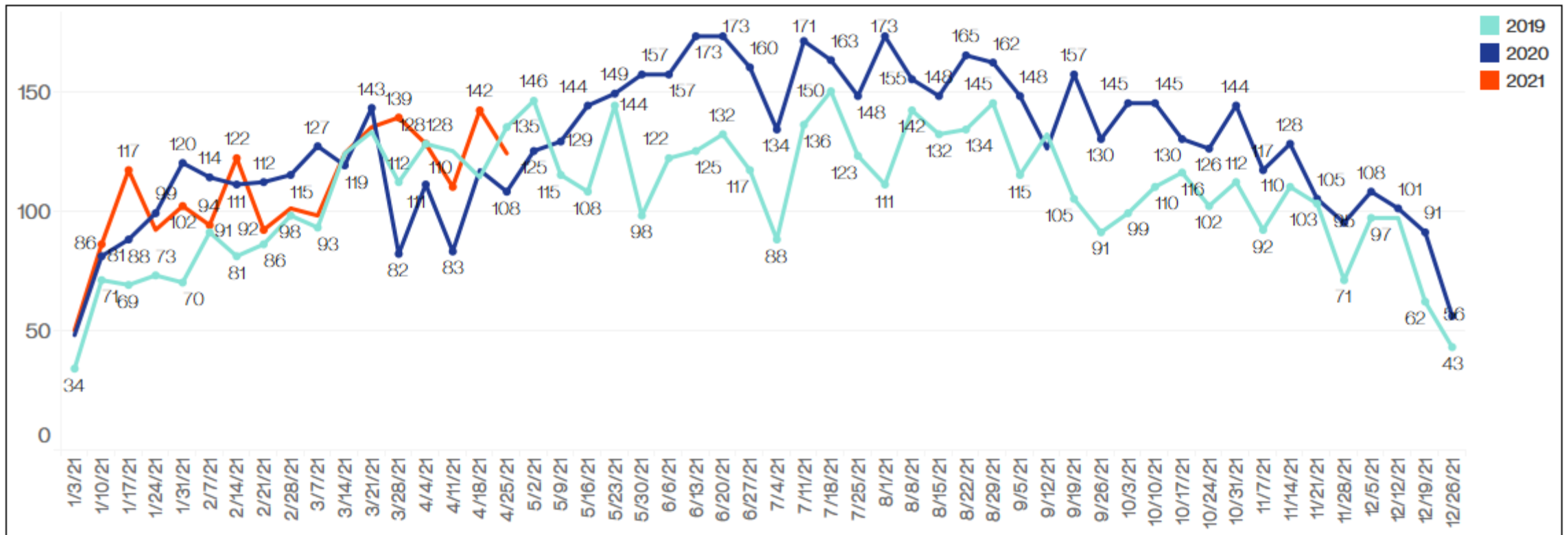
- WV's new listing levels tracked at 93.9% compared to 2019, 115.1% of the same week from April 2020.



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

WV- Weekly New Purchase Contracts

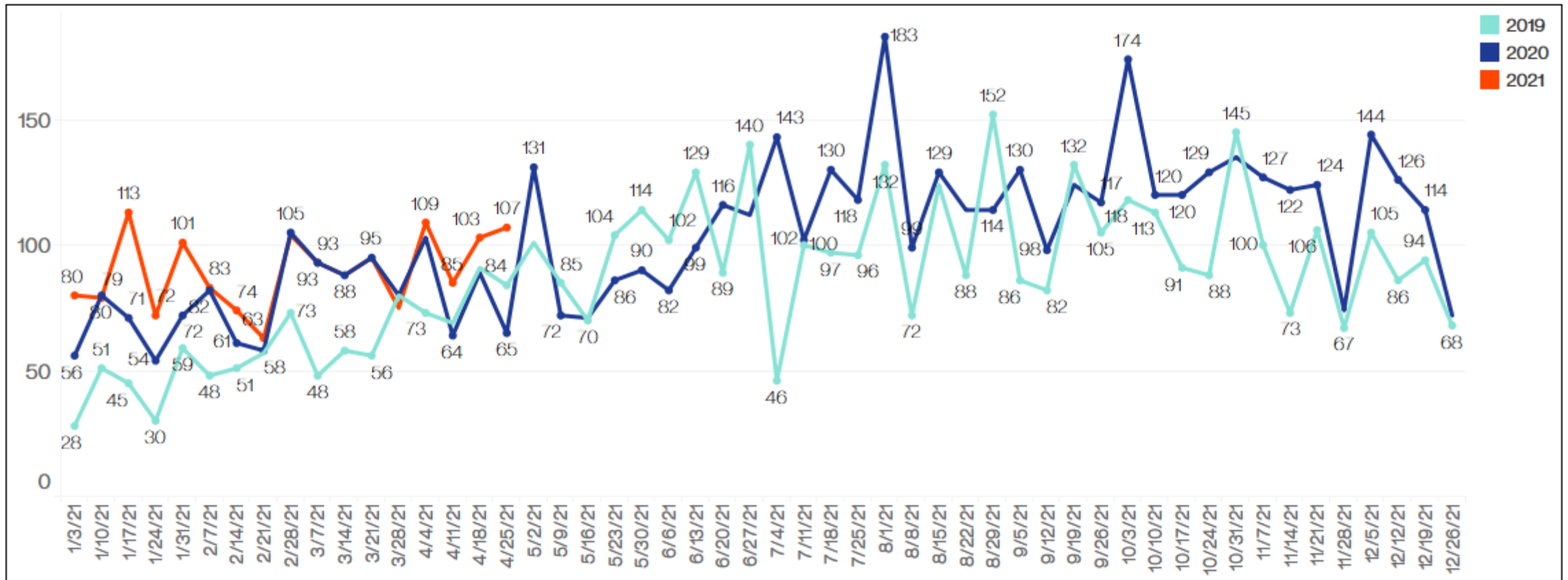
- New contract levels came in at 91.9% compared to 2019 and 114.8% of the same week from April 2020.



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.

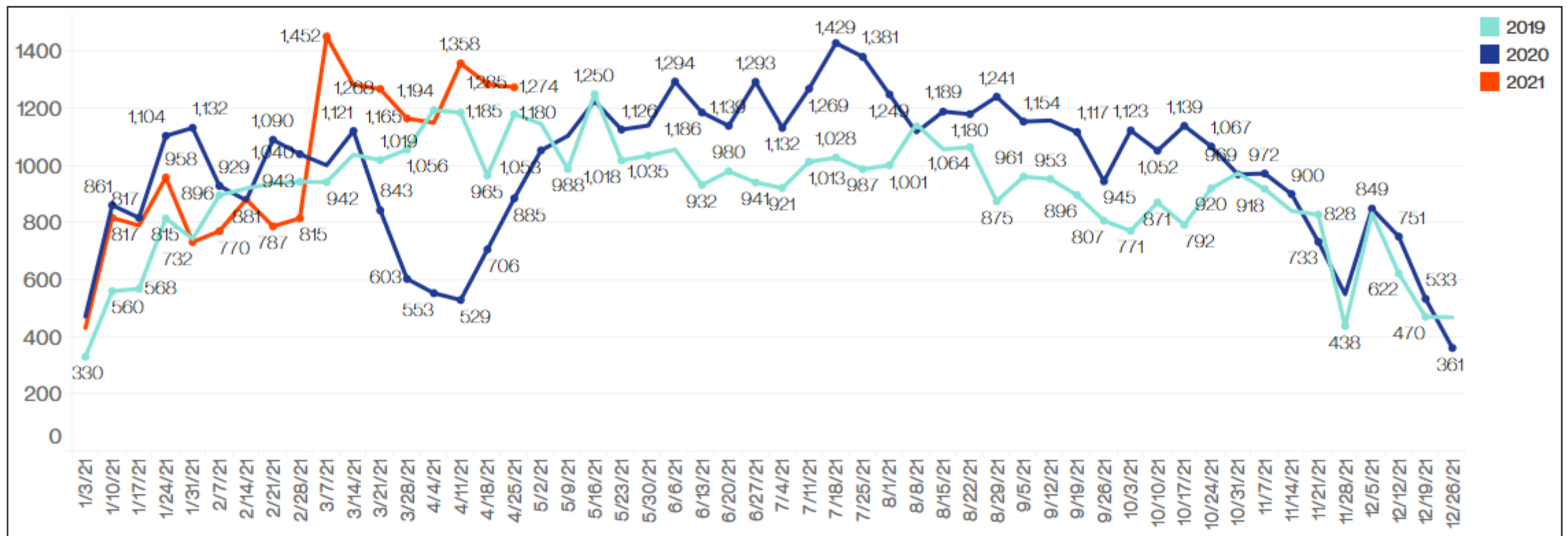
WV- New Closed Listings

- Closing levels landed at 127.4% compared to 2019 and 164.6% compared to the same week from April 2020.



WV- Weekly Showing Activity

- Showing levels tracked at 107.9% of the same week from April 2019 and 143.9% compared to 2020.



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.