

# Weekly Market Trends

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*Week Ending April 4th*



# Market Trends

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## Bright Footprint

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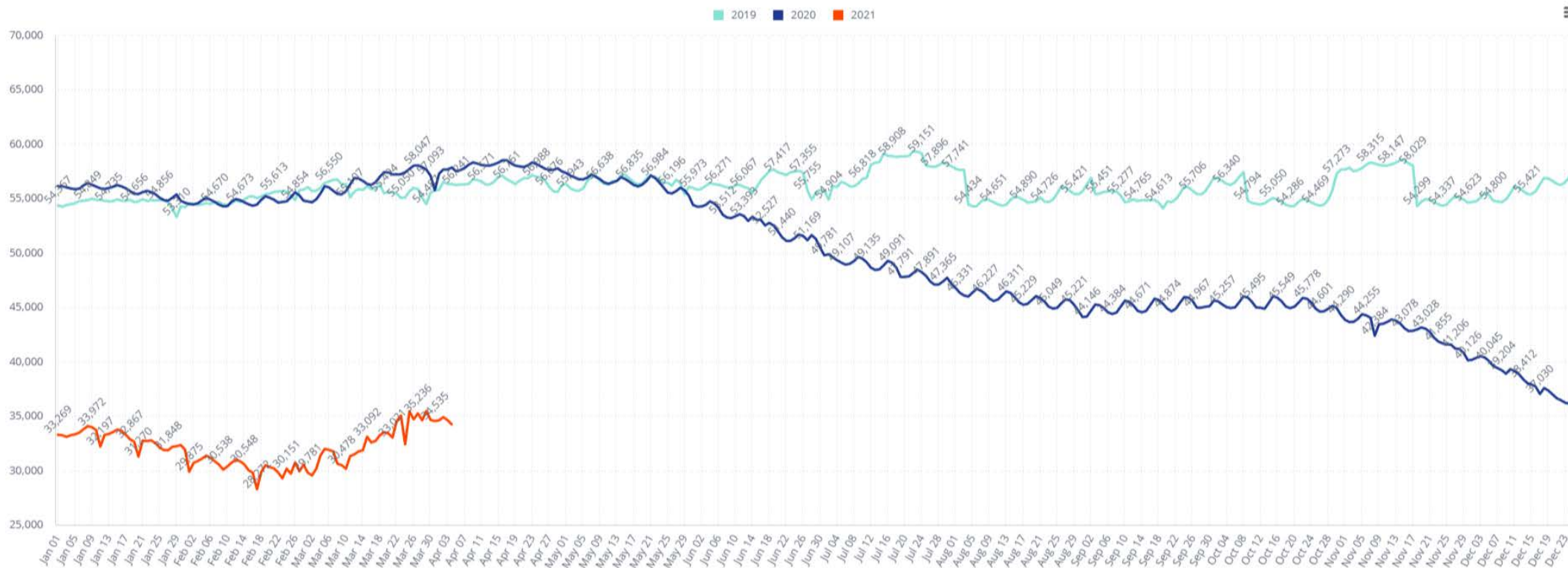
# Summary

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- Tight supply continued to impact the market this week:
  - ✓ Against 2019 activity, new listings paced at 122.5%, with new pending sales matching the benchmark. Though there are more total new listings compared 2019, the ongoing trend is that they are coming off sooner, leading to the supply shortage.
  - ✓ For the week, for every 111 new pending home sales, there were only 100 new listings, as demand continues to outpace supply.
- Compared to 2019, closing and showing activity for the week remained robust as another indicator of ongoing market strength.
- A fast moving market with limited inventory looks to be the hallmark of this year's spring sales period. We will continue to monitor new listings and new pending as two key points of interest.

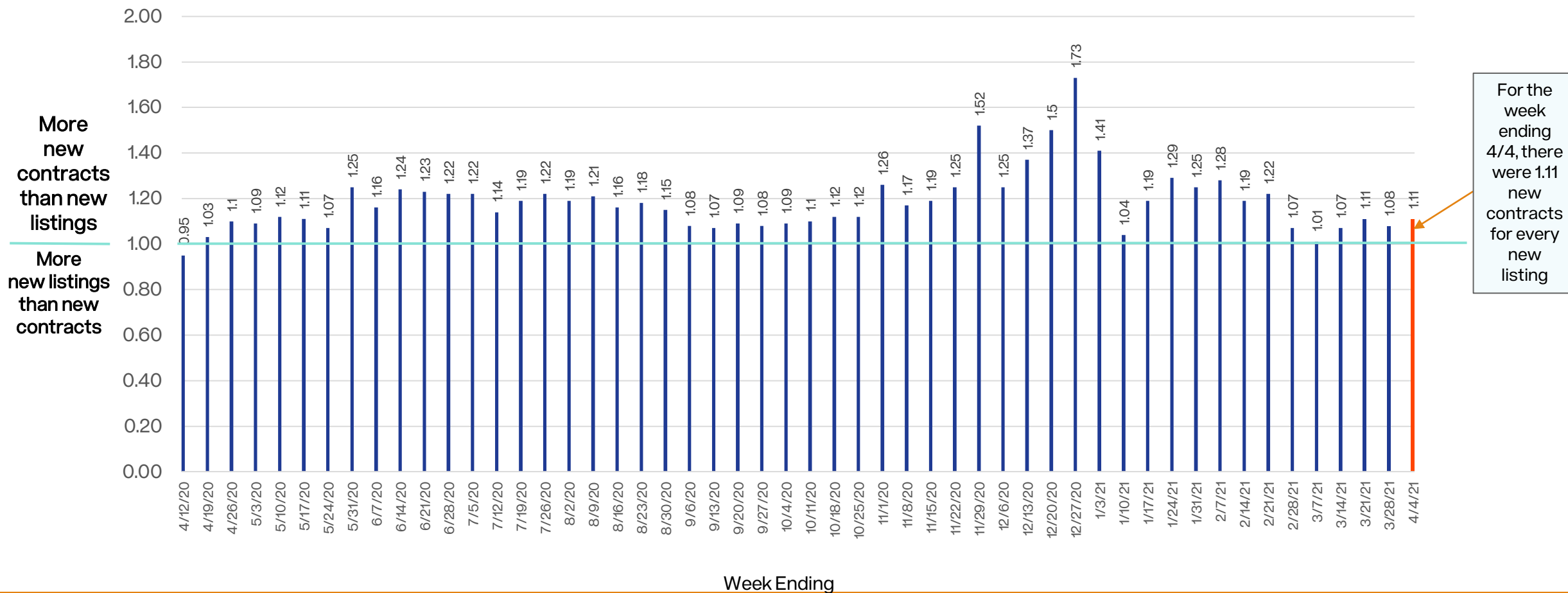
# Daily Inventory – Coming Soon, Active and Temp Off

For the first week of April 2021, total available inventory landed at 59.9% of the same week from April 2020. Total inventory tracked at 62.3% of the same week from April 2019.



# New Purchase Contract to New Listing Ratio

The overall trend continues to show an inventory imbalance, as new pendings outpaced new listings for the week, with DE new pending sales outpacing new listings (1.28 ratio).



# Weekly New Listings

New listing inventory for the week tracked higher than 2019 (122.5%), and ran above 2020 levels (168.8%)



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

# Weekly New Purchase Contracts

Pending sales activity ran similar to 2019 levels (98.7%), and came in at 182.3% of 2020

VA led the way up 109.2% compared to 2019 and 152.2% versus 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.

# Weekly Number of New Closed Listings



During the first week of April, closing levels paced at 146.7% of 2019 and 112.6% of last year's COVID-influenced norm.

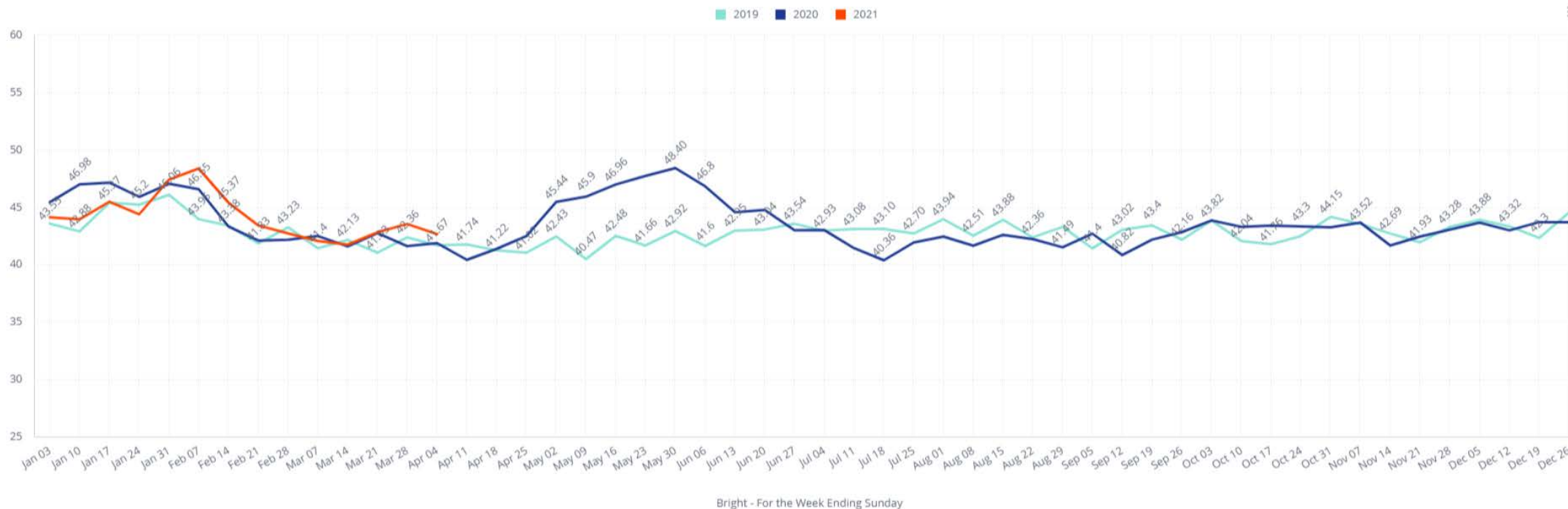
DC (155.0%) and MD (159.2%) saw noteworthy gains versus the same week in 2019.





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

The number of days from contract to closing (42) increased one day from the same week in 2019 and was equal to the same week from 2020.



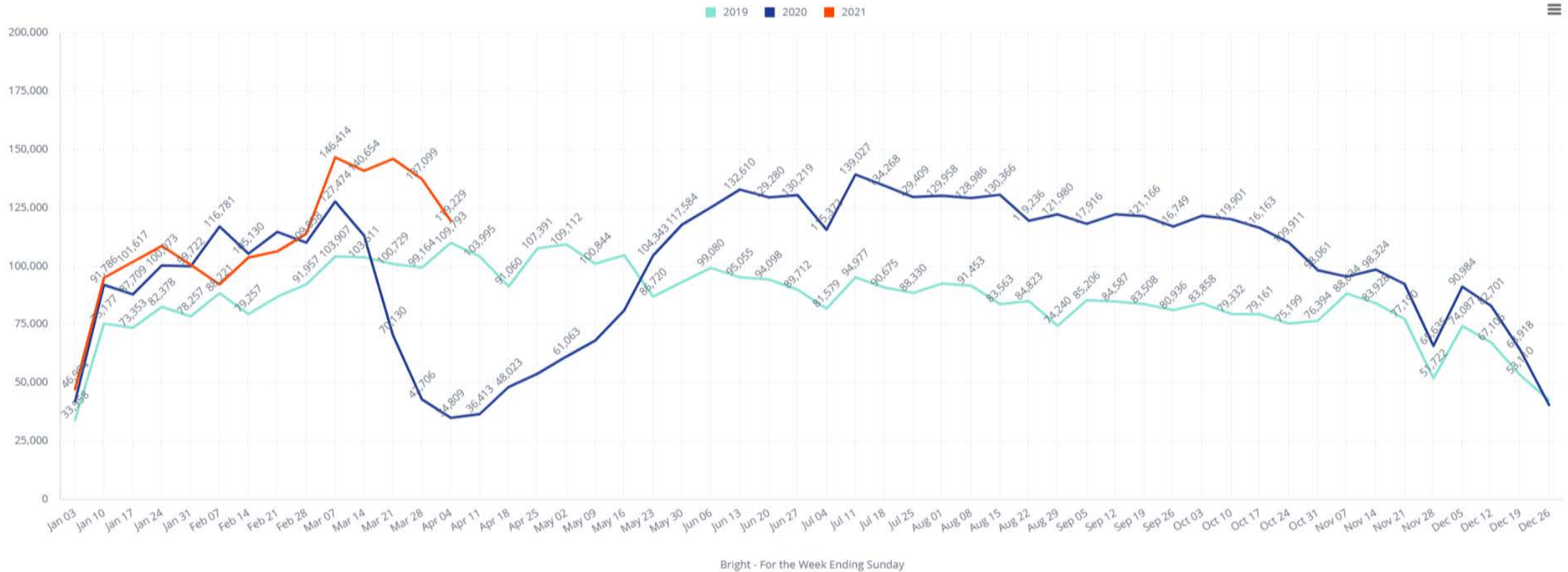
Bright - For the Week Ending Sunday

# Weekly Showing Activity



Showing volume tracked at 108.6% versus the same week in 2019. Against the COVID-influenced 2020 benchmark, however (many sellers halted showings), levels tracked at 342.5%.

Showing activity was increased 10.4% week over week (146,414 v 131,181).



Bright - For the Week Ending Sunday

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..

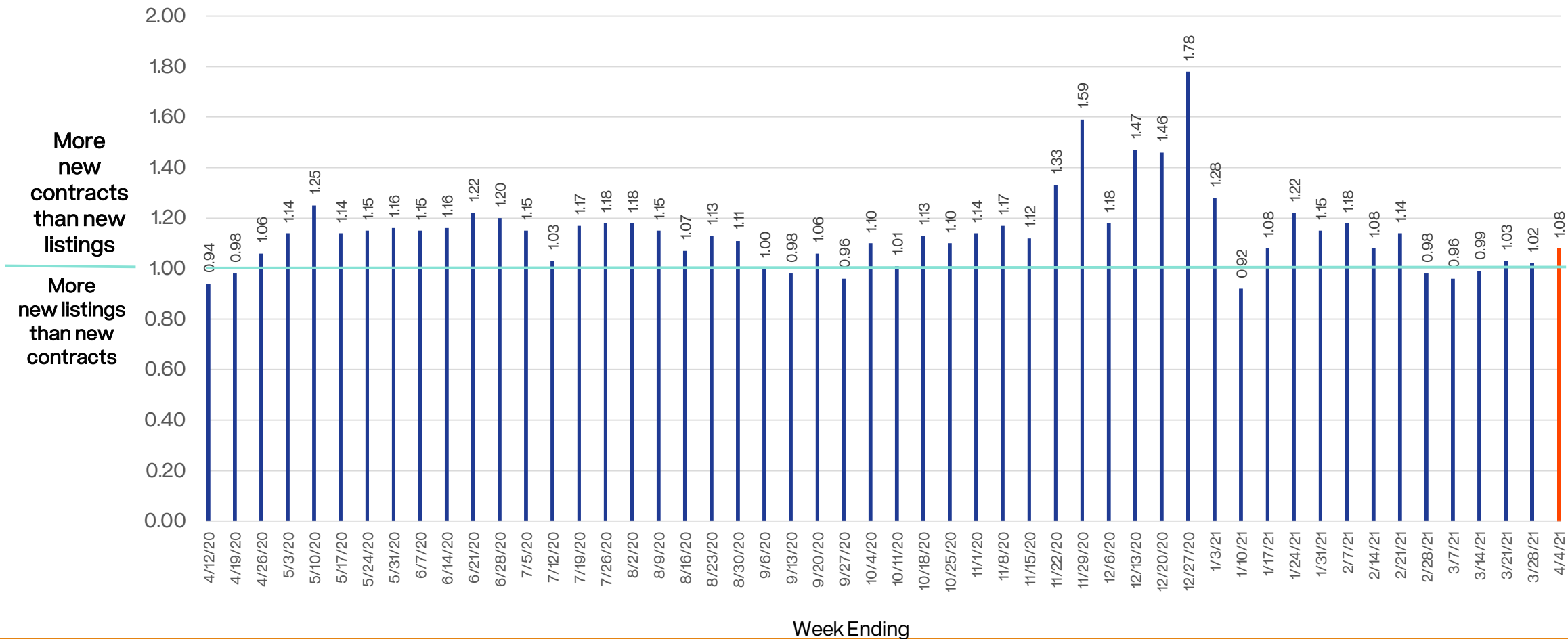
# Market Trends

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## Virginia

# New Purchase Contract to New Listing Ratio - VA

The rate new upcoming sales to new listings held similar to prior weeks, with 1.08 new pending sales for every new home.



# Weekly New Listings for VA

VA's new listing levels tracked at 133.0% compared to 2019, 121.4% of the same week from April 2020.



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

# Weekly New Purchase Contracts for VA

New contract levels came in at 109.2% compared to 2019 and 152.2% of the same week from April 2020.



VA - For the Week Ending Sunday

# Weekly Number of New Closed Listings for VA

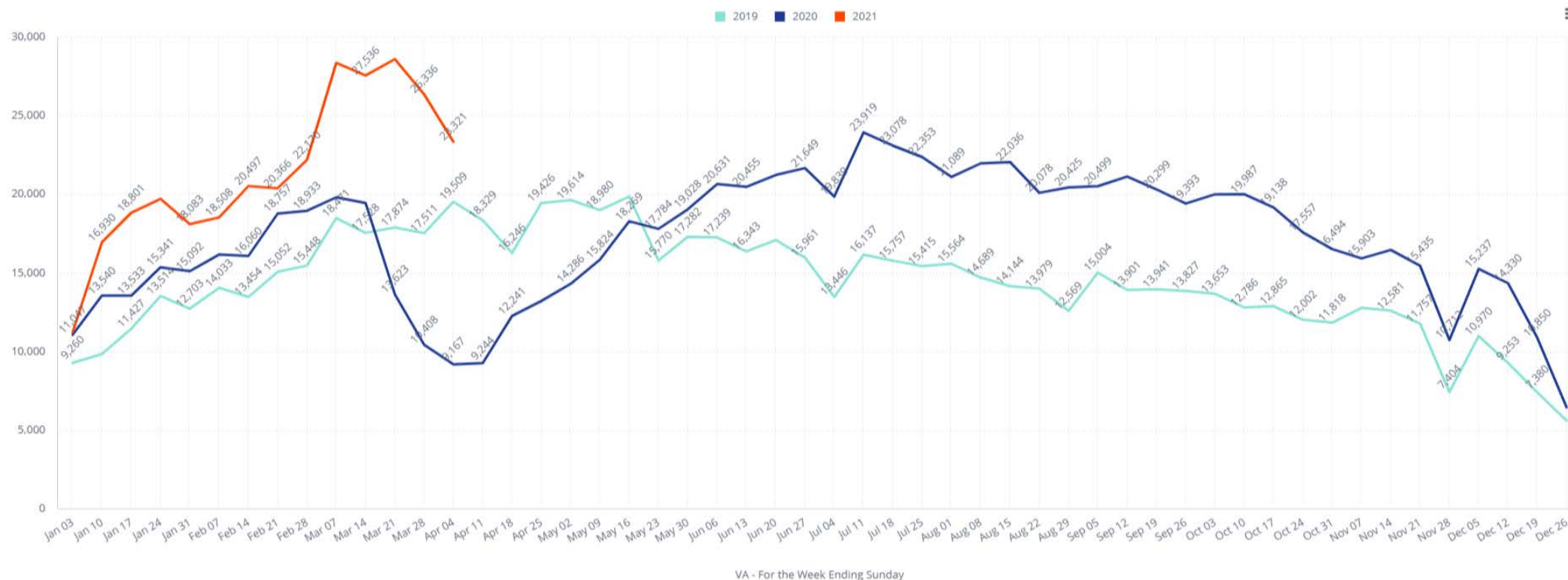
Closing levels landed at 140.1% compared to 2019 and 99.6% compared to the same week from April 2020.





# Weekly Showing Activity for VA

Showing levels tracked at 119.5% of the same week from April 2019 and 254.4% 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.



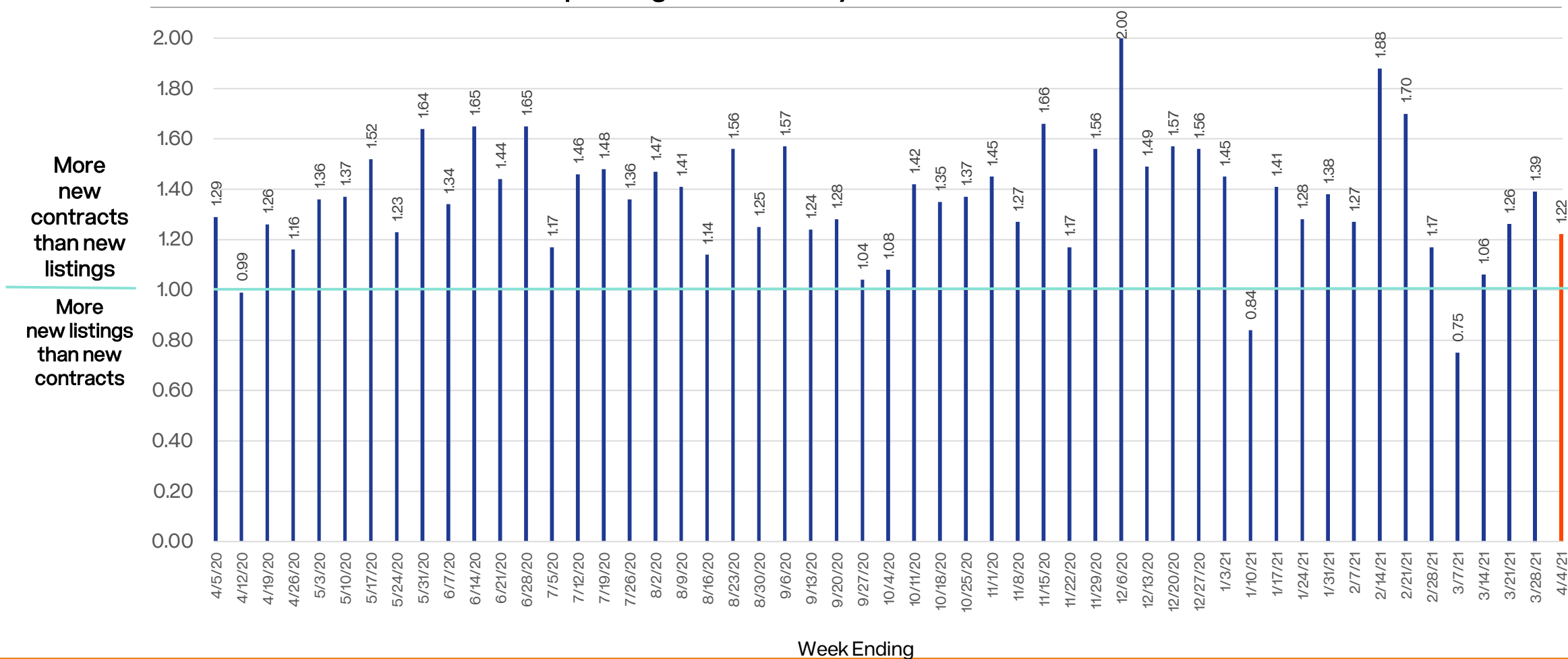
# Market Trends

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## West Virginia

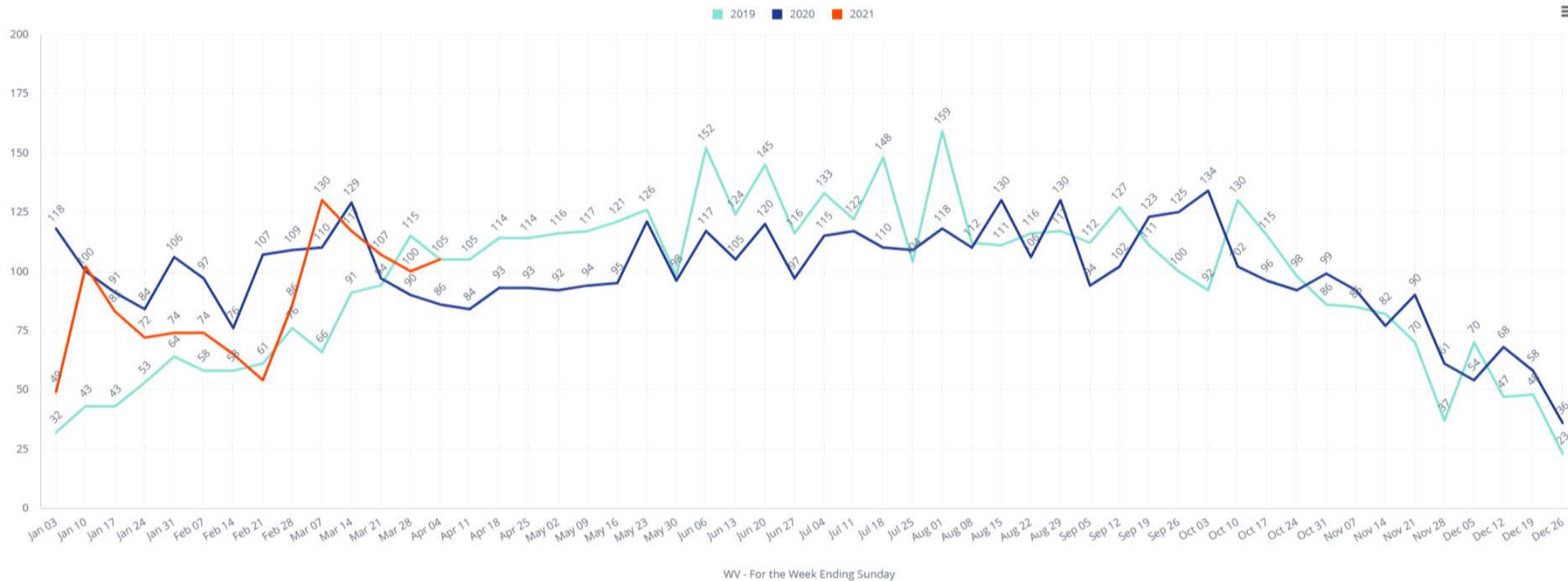
# New Purchase Contract to New Listing Ratio - WV

For the week, there was 1.22 new pending sales for every new home added to the market.



# Weekly New Listings for WV

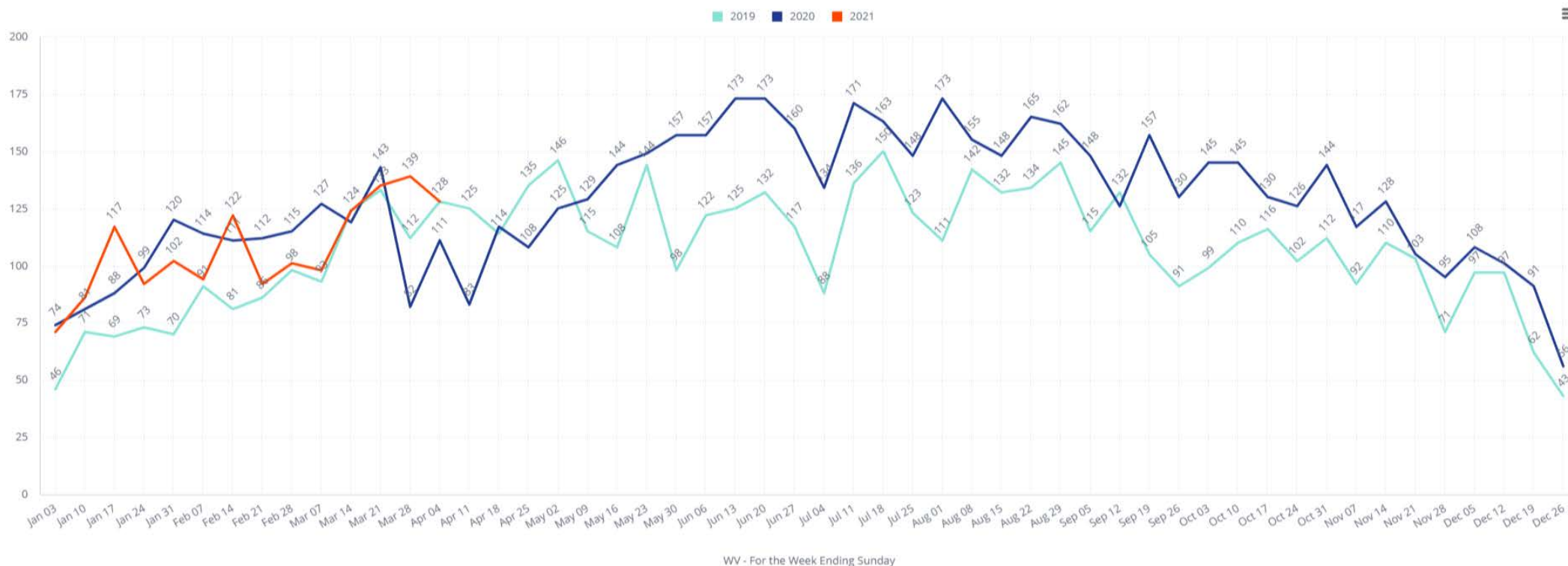
WV's new listing levels tracked at 100% compared to 2019, 122.1% of the same week from April 2020.



WV - For the Week Ending Sunday

# Weekly New Purchase Contracts for WV

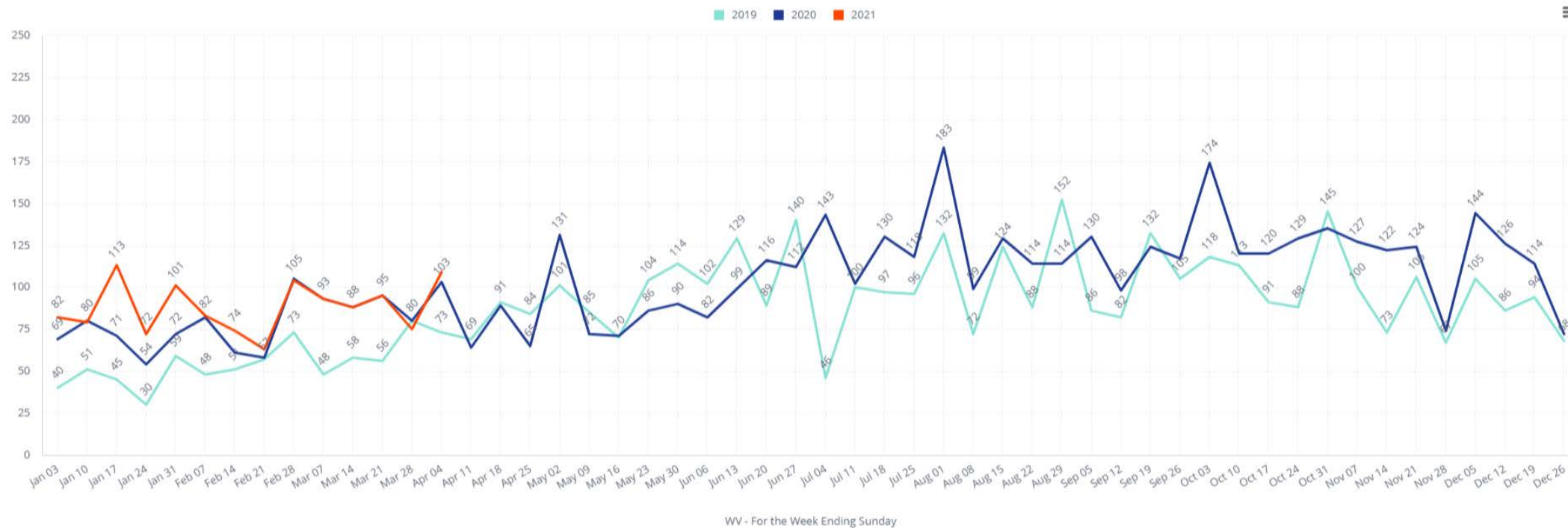
New contract levels came in at 100.0% compared to 2019 and 115.3% of the same week from April 2020.



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

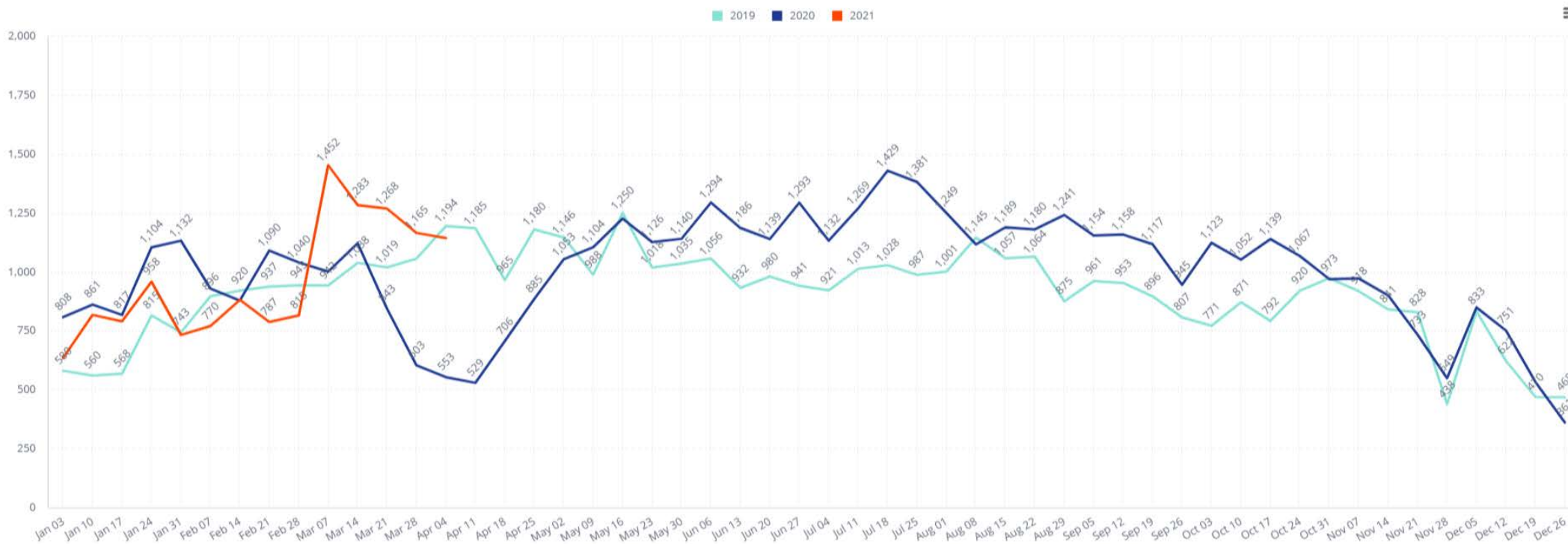
Closing levels landed at 149.3% compared to 2019 and 105.8% compared to the same week from April 2020.



WV - For the Week Ending Sunday

# Weekly Showing Activity for WV

Showing levels tracked at 95.7% of the same week from April 2019 and 206.7% compared to 2020



WV - For the Week Ending Sunday

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.