

Weekly Market Trends

Week Ending March 28th

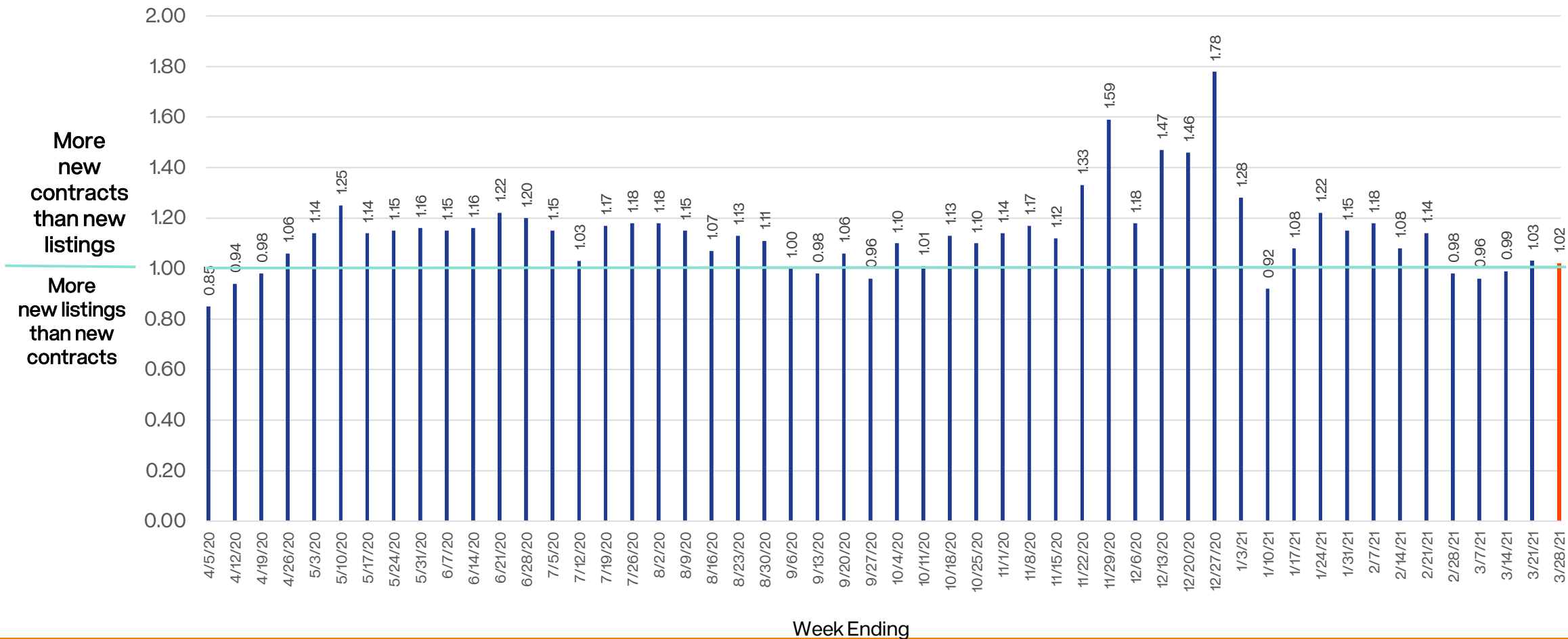


Market Trends

Virginia

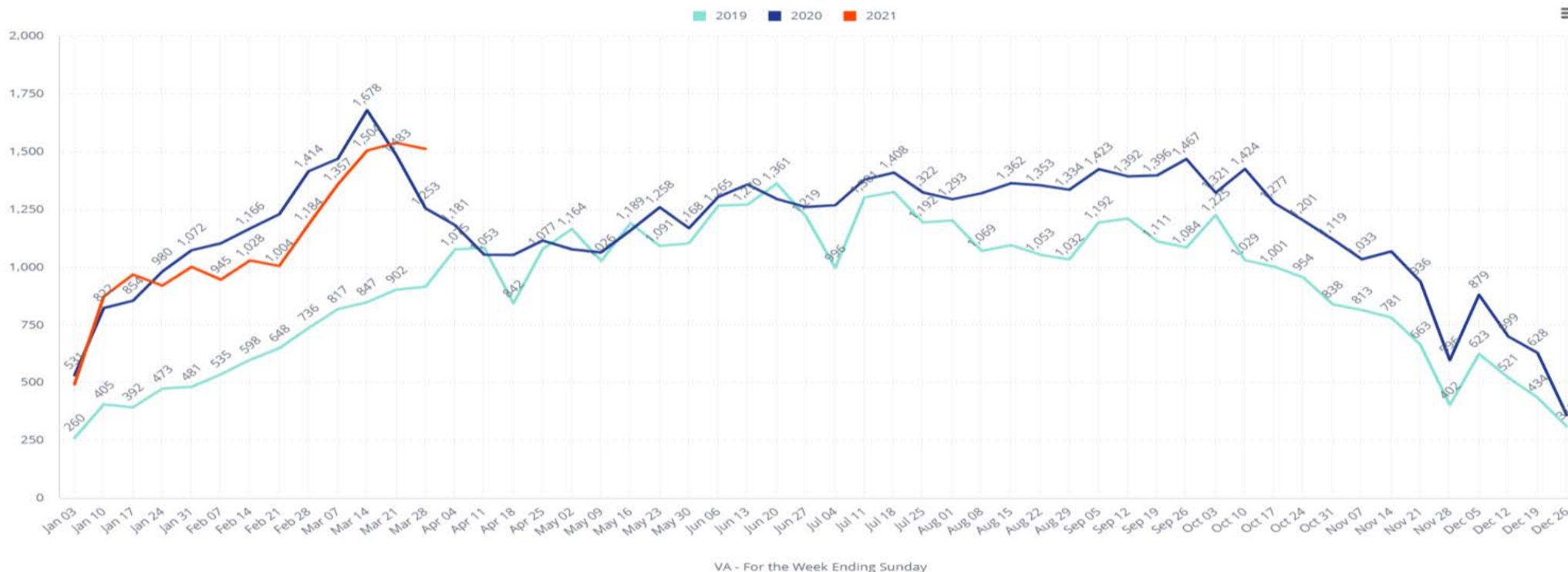
New Purchase Contract to New Listing Ratio - VA

For the week ending March 28th, there was nearly one new pending sale for every new listing.



Weekly “New Listings” for VA

VA's new listing levels tracked at 165.3% compared to 2019, 120.6% of the same week from March 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 110.9% compared to 2019 and 139.7% of the same week from March 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 VA

Closing levels landed at 85.1% compared to 2019 and 94.0% compared to the same week from March 2020.



VA - For the Week Ending Sunday

Weekly Showing Activity for VA

Showing levels tracked at 142.4% of the same week from March 2019 and 239.7% compared to 2020.



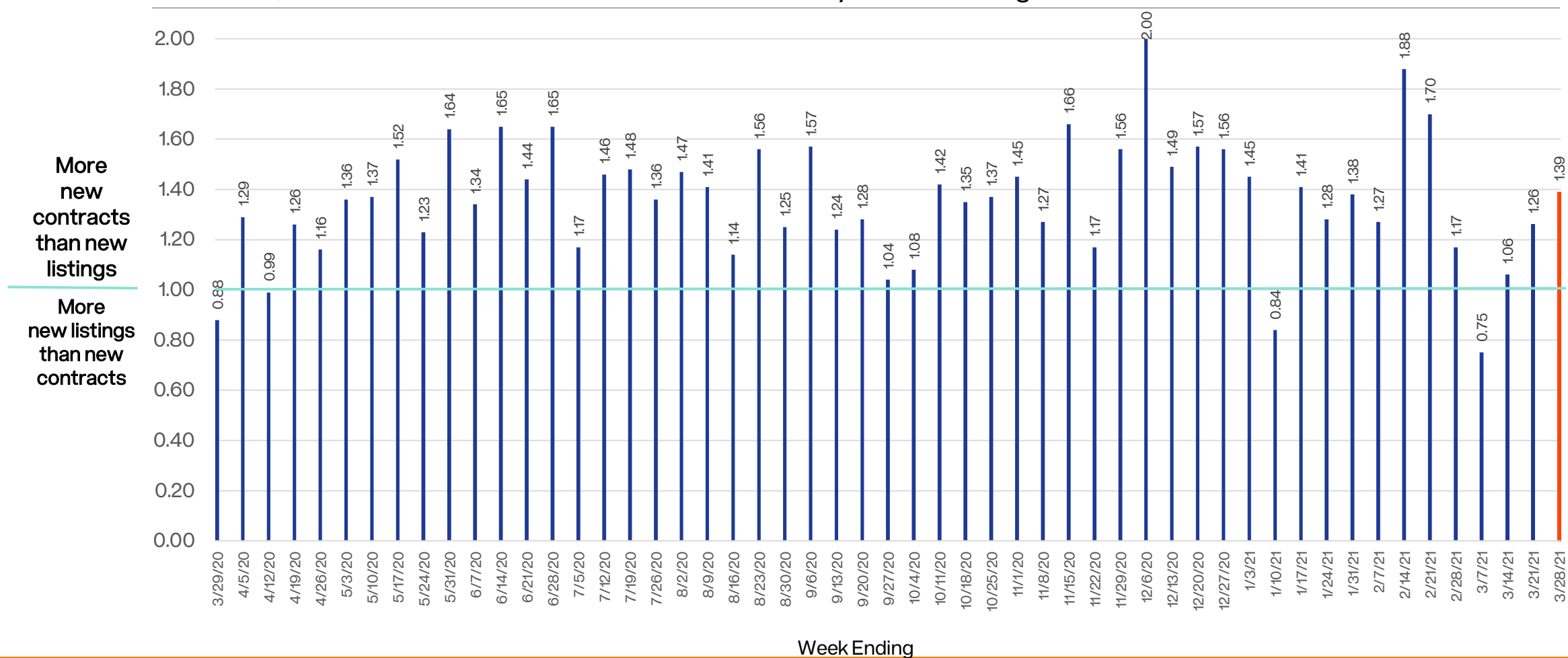
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

Market Trends

West Virginia

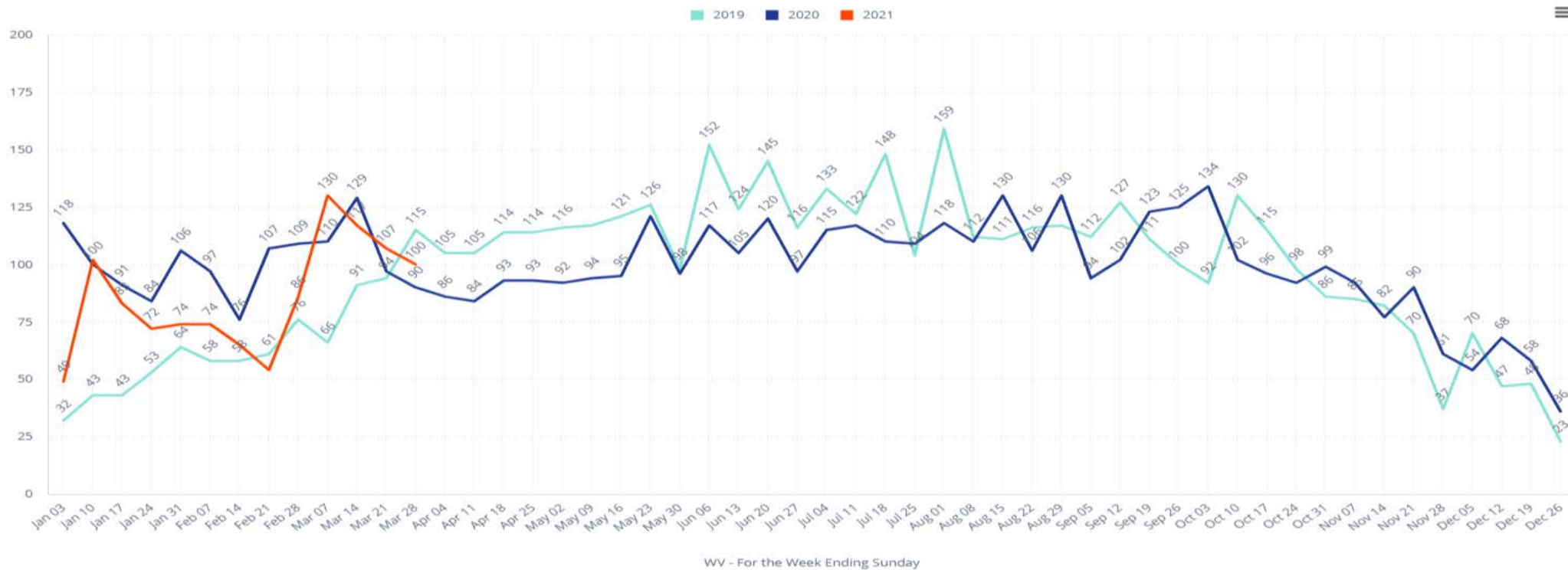
New Purchase Contract to New Listing Ratio - WV

Last week, there were 1.26 new contracts written for every one new listing added to the market.



Weekly “New Listings” for WV

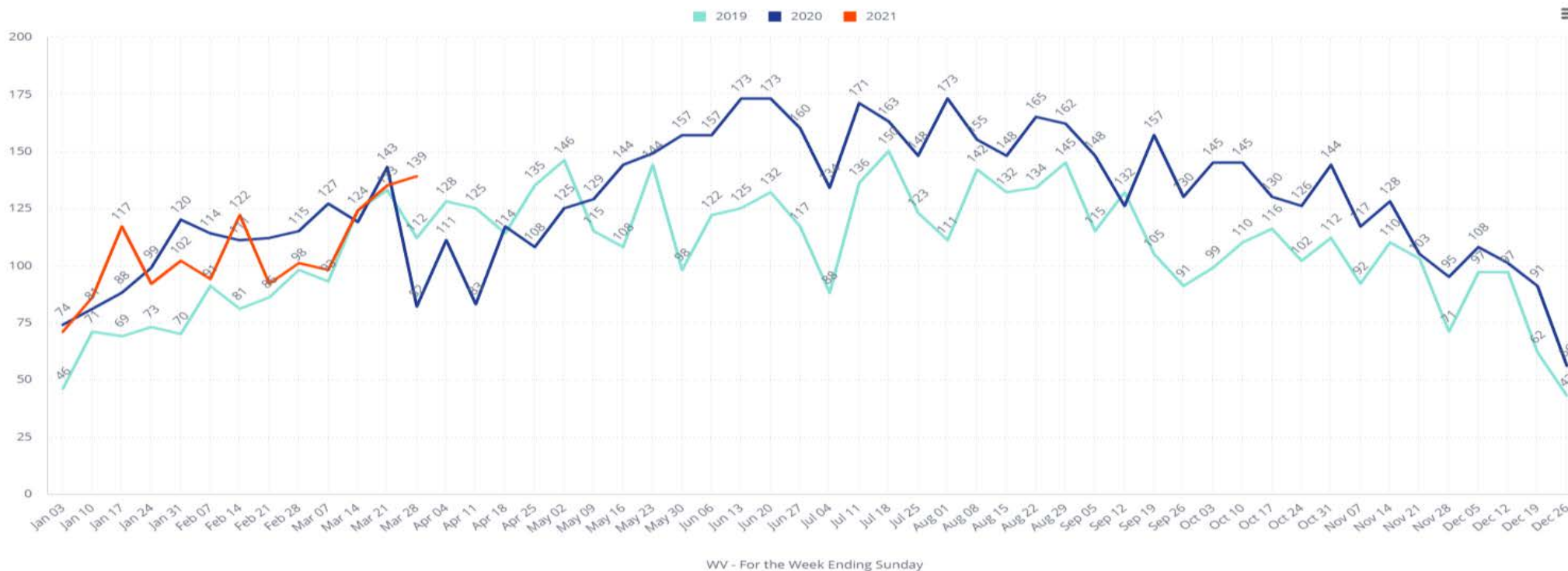
WV's new listing levels tracked at 86.9% compared to 2019, 111.1% of the same week from March 2020.



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

Weekly “New Purchase Contracts” for WV

New contract levels came in at 124.1% compared to 2019 and 169.5% of the same week from March 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 93.8% compared to 2019 and 93.8% compared to the same week from March 2020.



Weekly Showing Activity for WV

Showing levels tracked at 106.4% of the same week from March 2019 and 186.4% 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.