



# Weekly Market Report

Week Ending July 18th

# Summary - Week Ending July 18th

*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.*

Market activity continued to trend lower compared to earlier in the year, with listings continuing to outpace new contracts and slowing buyer demand:

- Supply levels continued to climb as new listing volumes tracked in line compared to 2020 and 2019.
- New pending sales were substantially lower than the same week in 2020 (74.1%) and remain noticeably below new listing volume. Levels were lower in comparison to 2019 (90.9%).
- The trend of showing volume decreasing versus weeks prior continued and reflects the easing demand compared to earlier in the year. Showings tracked strikingly lower than 2020 (88.6% of benchmark).

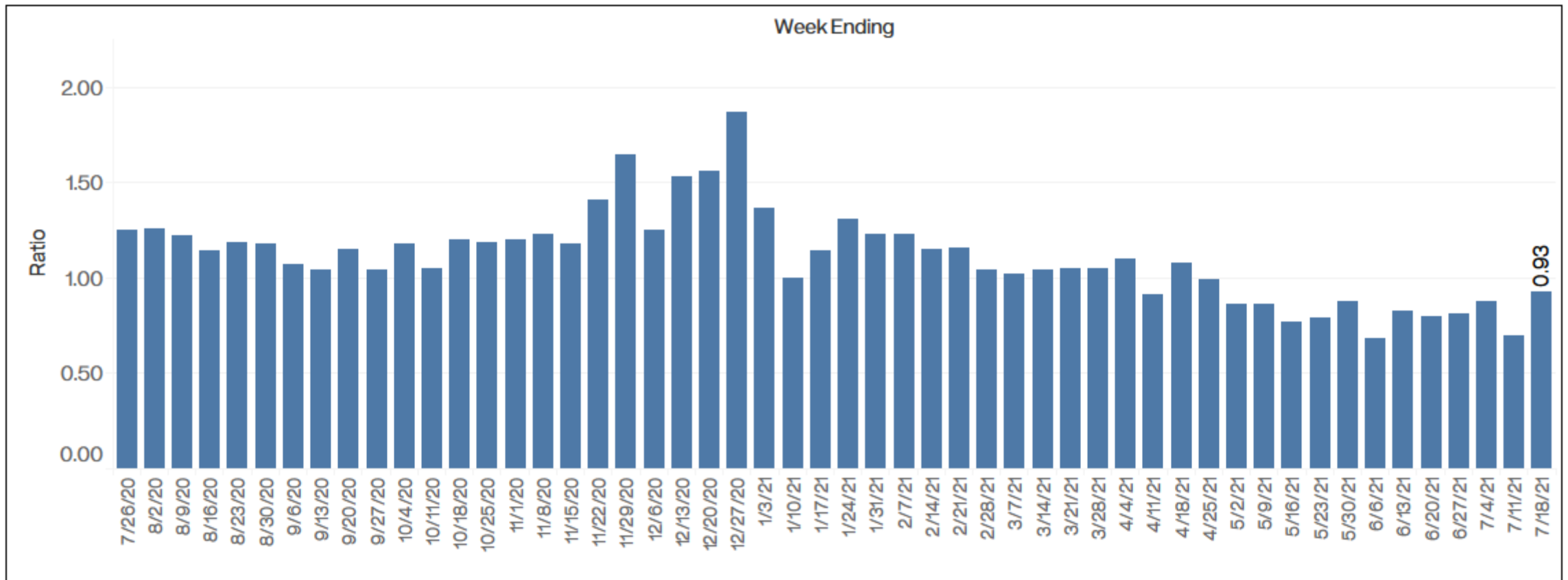
*Note: State-level charts appear in the appendix.*

# Weekly Market Trends

Virginia

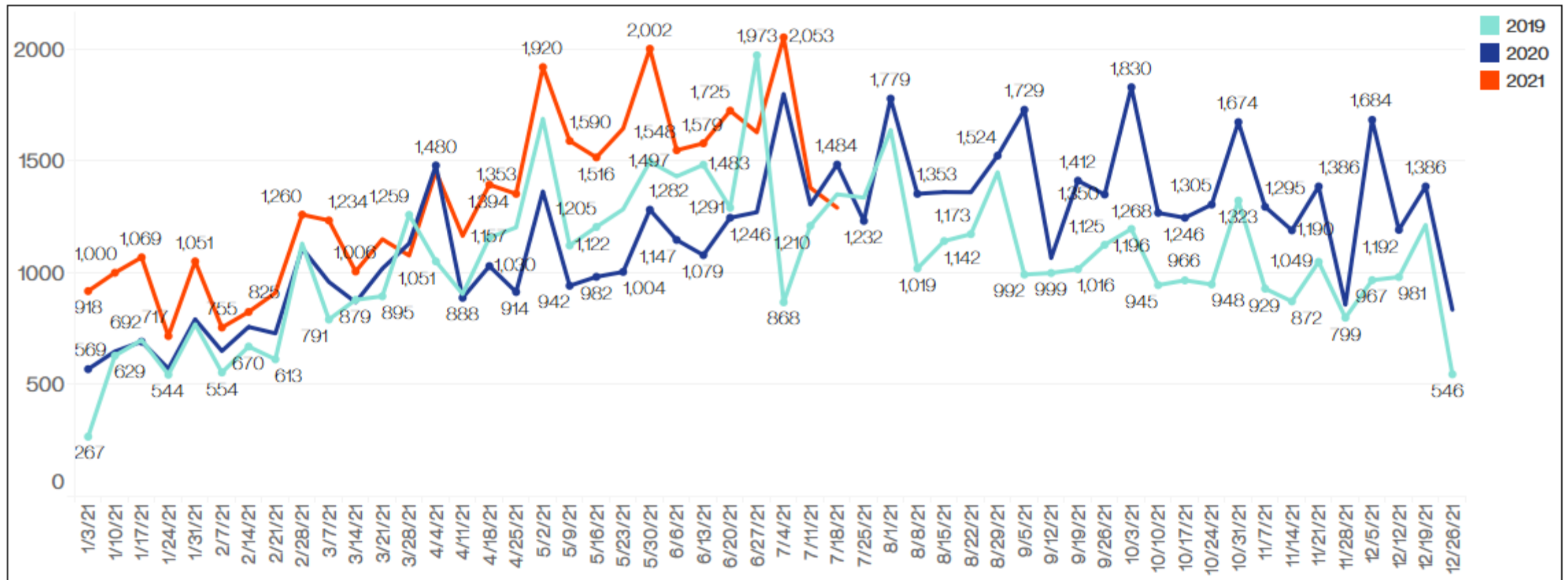
# VA - New Purchase Contract to New Listing Ratio

- For the week, there were 93 new pending sales for every 100 new listings.



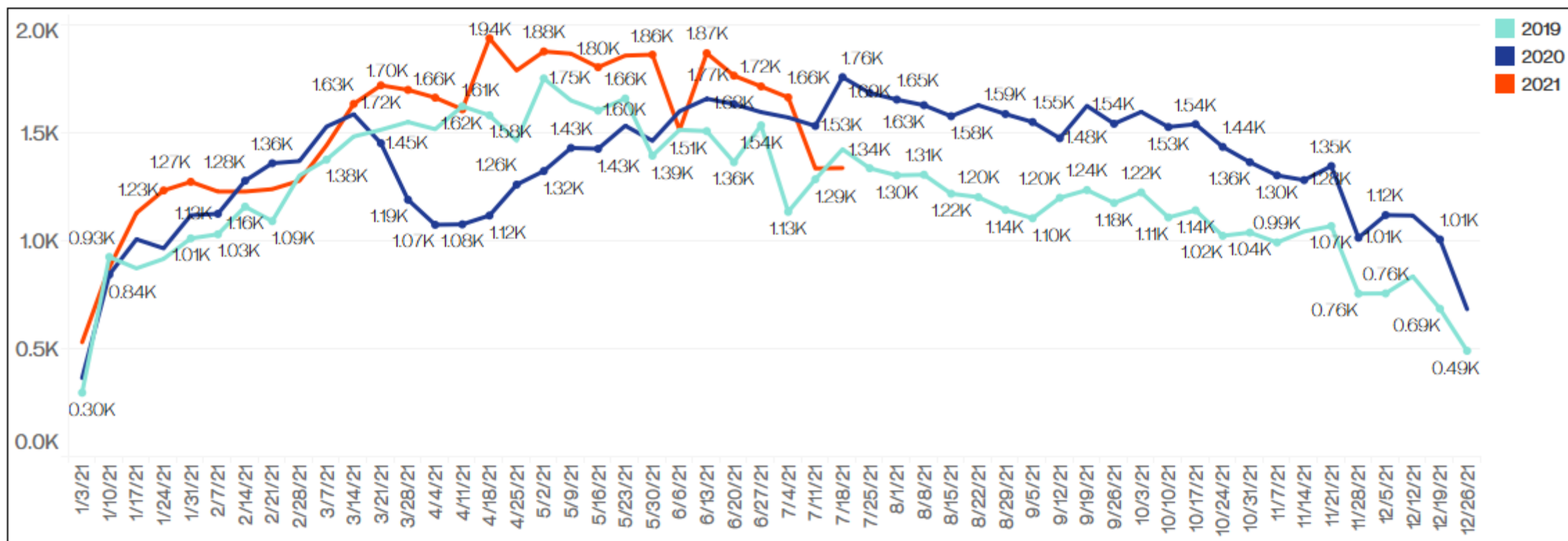
# VA - New Closed Listings

- Closing levels landed at 95.6% compared to 2019 and 86.9% compared to the same week from July 2020.



# VA - Weekly New Purchase Contracts

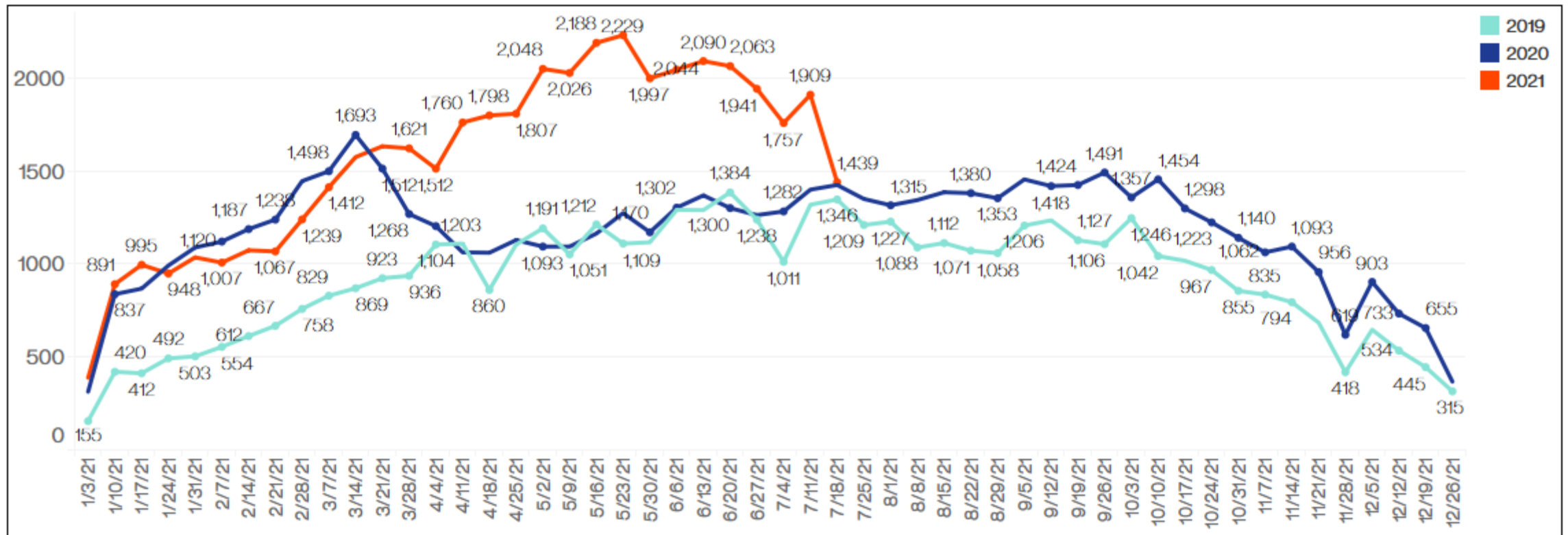
• New contract levels came in at 93.9% compared to 2019 and 76.1% of the same week from July 2020.



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 - Weekly New Listings

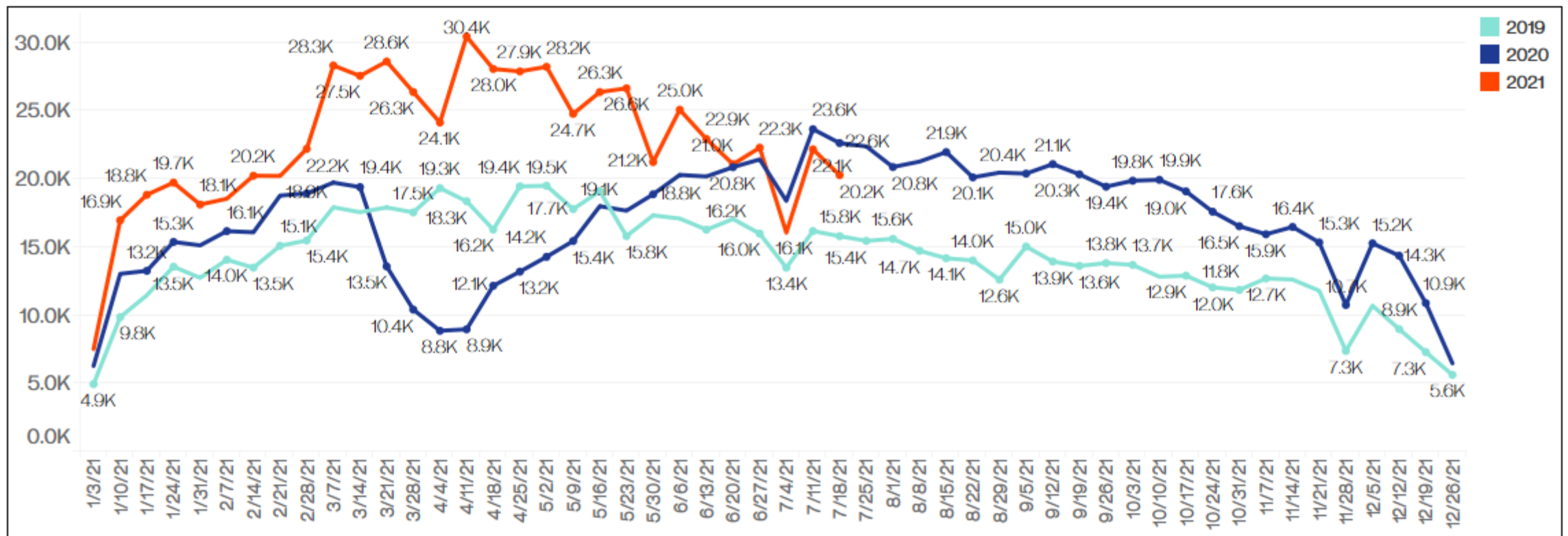
•VA's new listing levels tracked at 106.9% compared to 2019, 101.1% of the same week from July 2020.



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

# VA - Weekly Showing Activity

• Showing levels tracked at 128.4% of the same week from July 2019 and 89.6% 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.

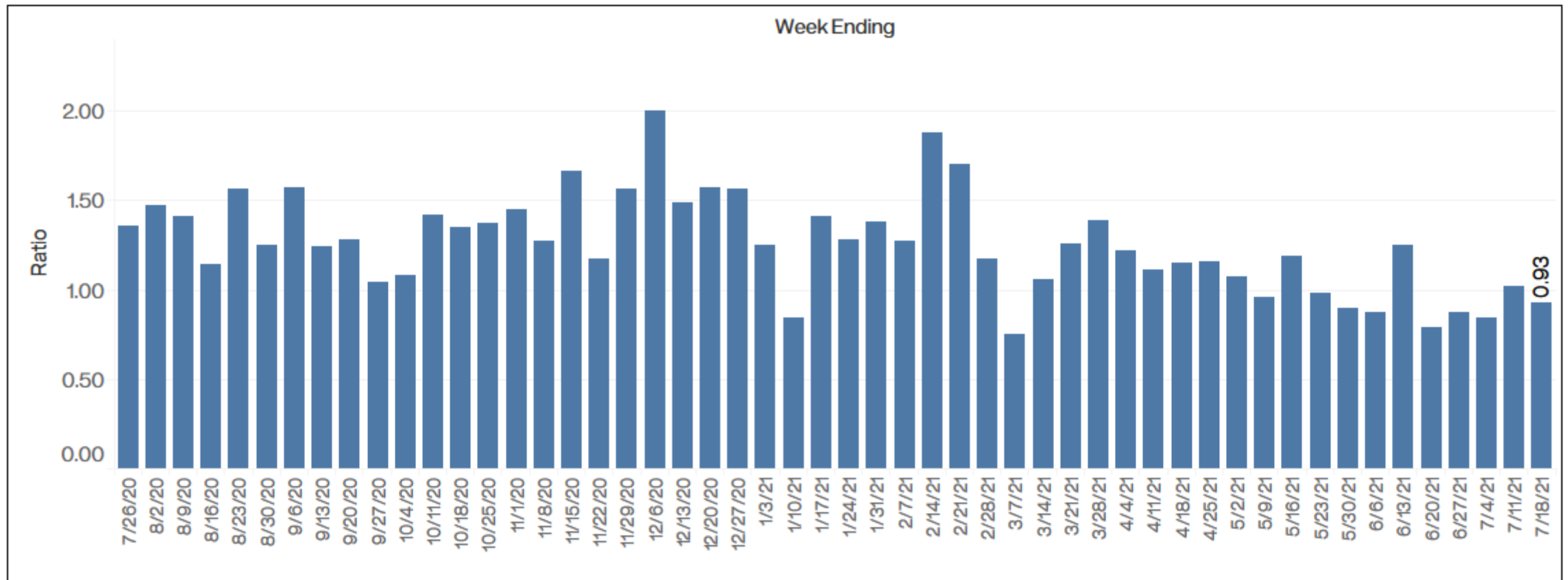


# Weekly Market Trends

West Virginia

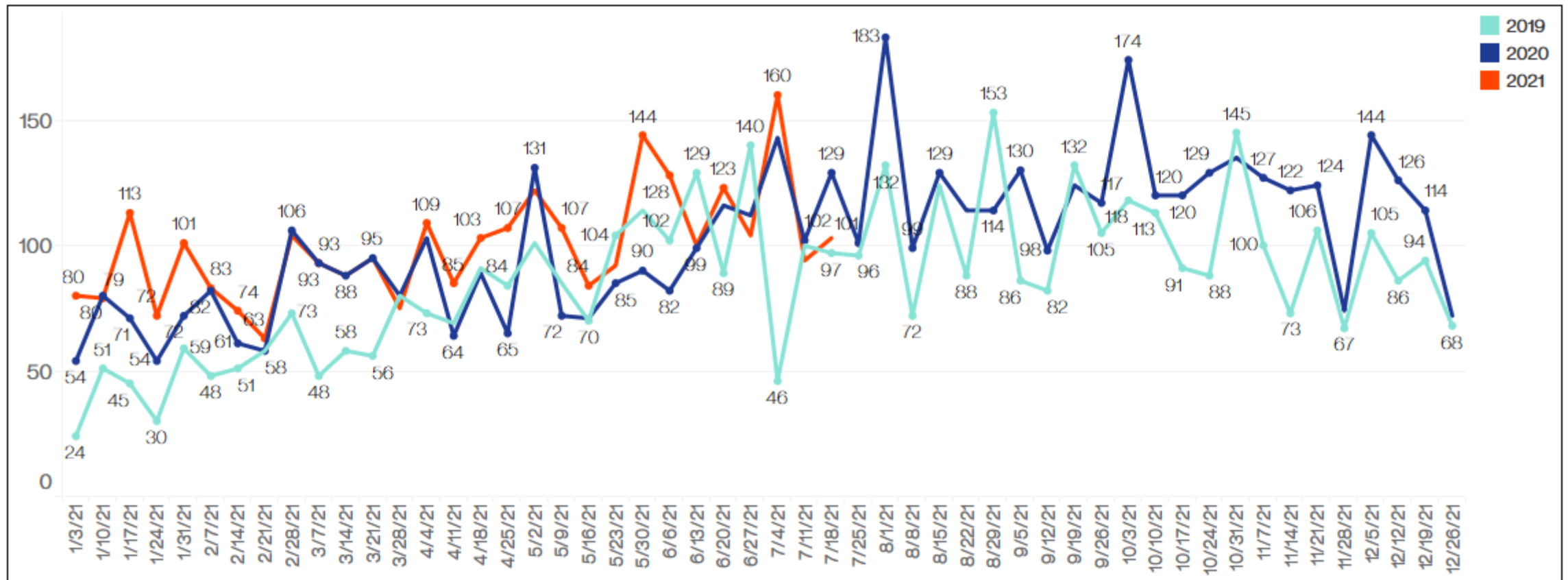
# WV - New Purchase Contract to New Listing Ratio

- For the week, there were 93 new pending home sales for every 100 new listings.



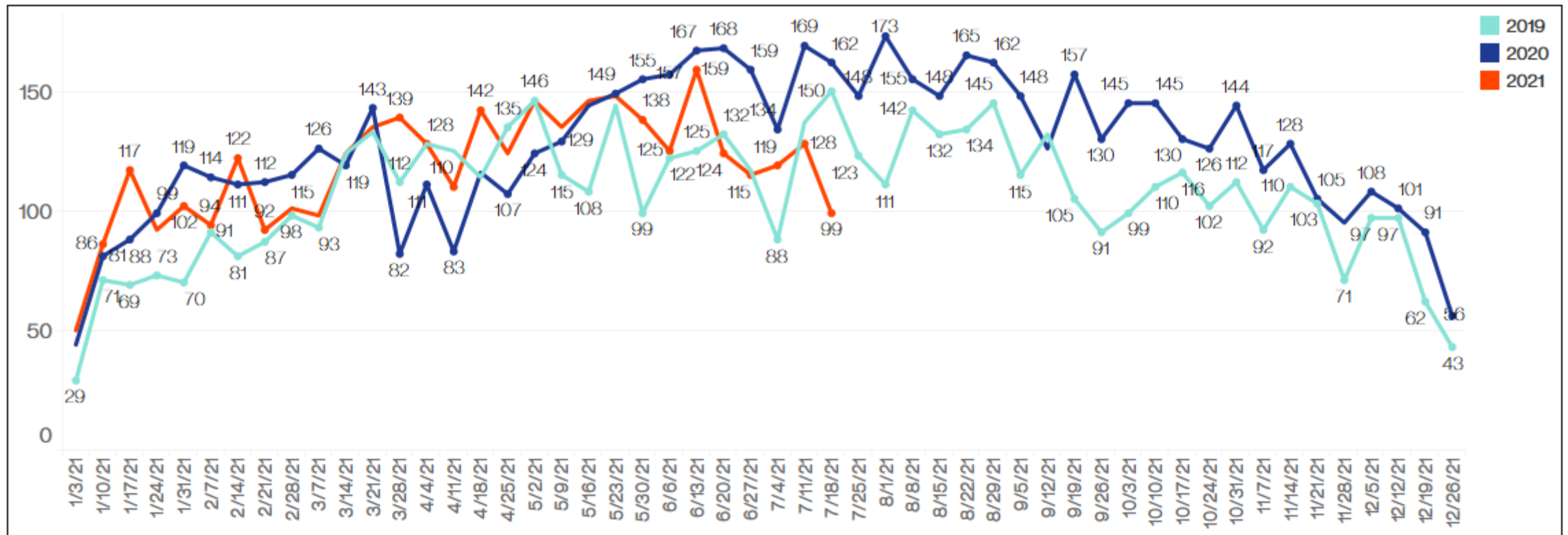
# WV- New Closed Listings

- Closing levels landed at 79.8% compared to 2019 and 106.2% compared to the same week from July 2020.



# WV- Weekly New Purchase Contracts

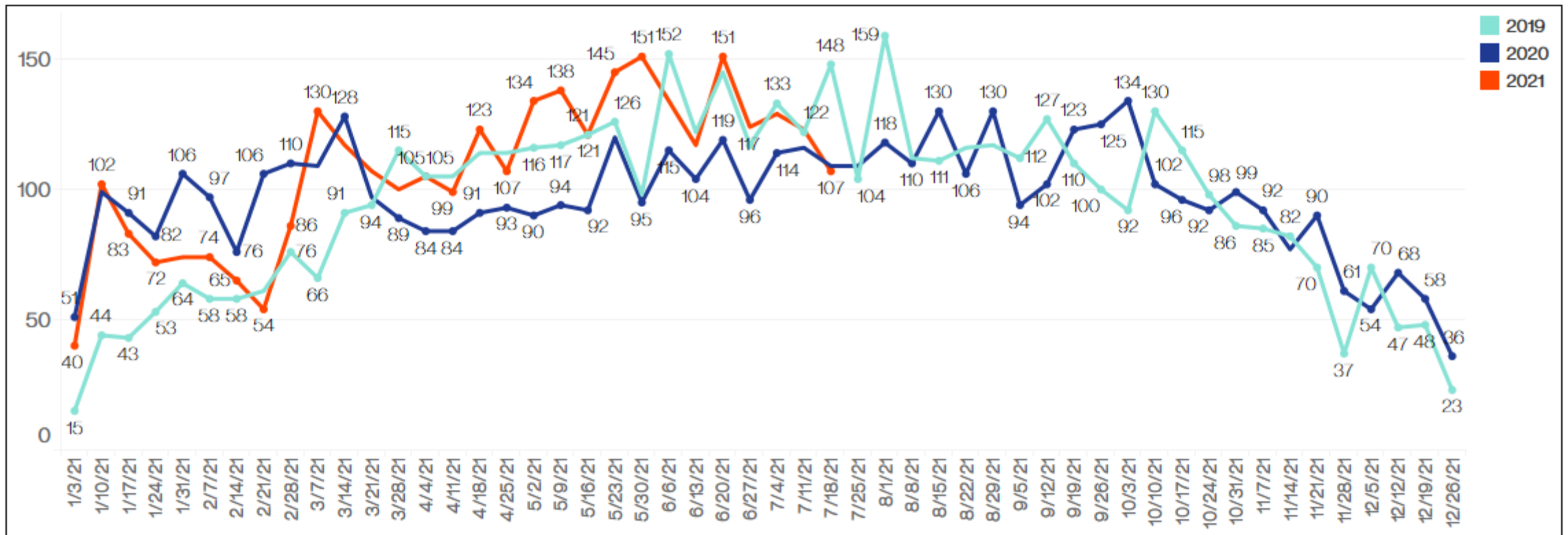
• New contract levels came in at 66.0% compared to 2019 and 61.1% of the same week from July 2020.



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- Weekly New Listings

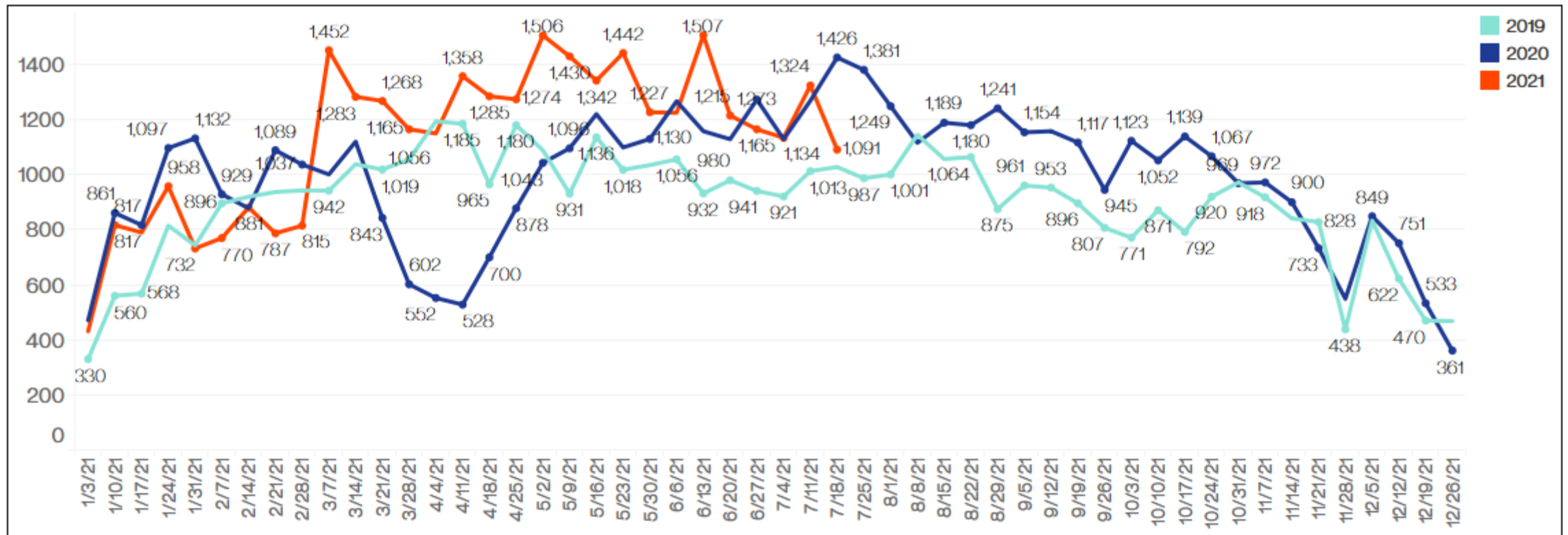
• WV's new listing levels tracked at 72.3% compared to 2019, 98.2% of the same week from July 2020.



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

# WV- Weekly Showing Activity

● Showing levels tracked at 106.1% of the same week from July 2019 and 76.5% 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.