

Weekly Market Report

Week Ending September 26th

Summary - Week Ending September 26th

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.

- Overall daily inventory has tracked higher than '20 for the past two months. This week saw daily inventory levels continued to climb, at 110.7% of 2020.
- Showings continued to slow as buyer demand declines compared to the market seen earlier in 2021, pacing at 88.9% compared to the same week from '20. Activity remained above '19.
- However, there are signs of demand ticking up, as the week had 111 new pending sales for every 100 new listings. This was the second week in a row new pending sales outpaced new listings.

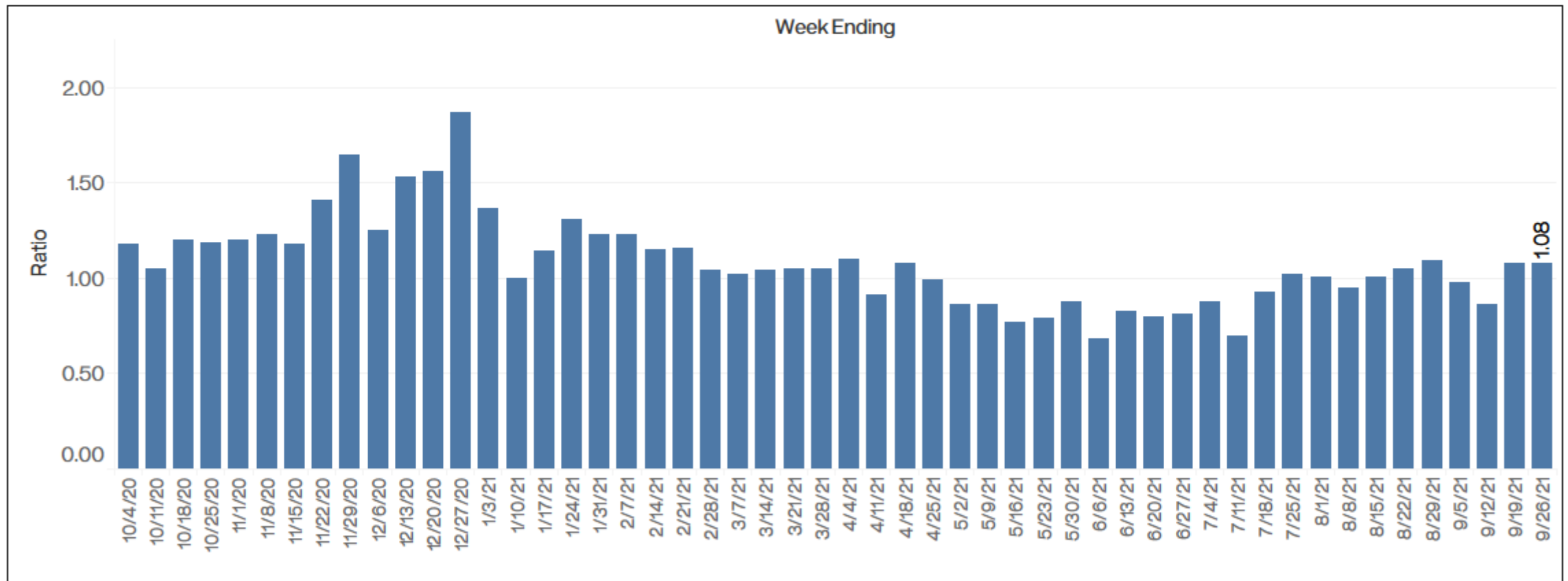
Note: State-level charts appear in the appendix.

Weekly Market Trends

Virginia

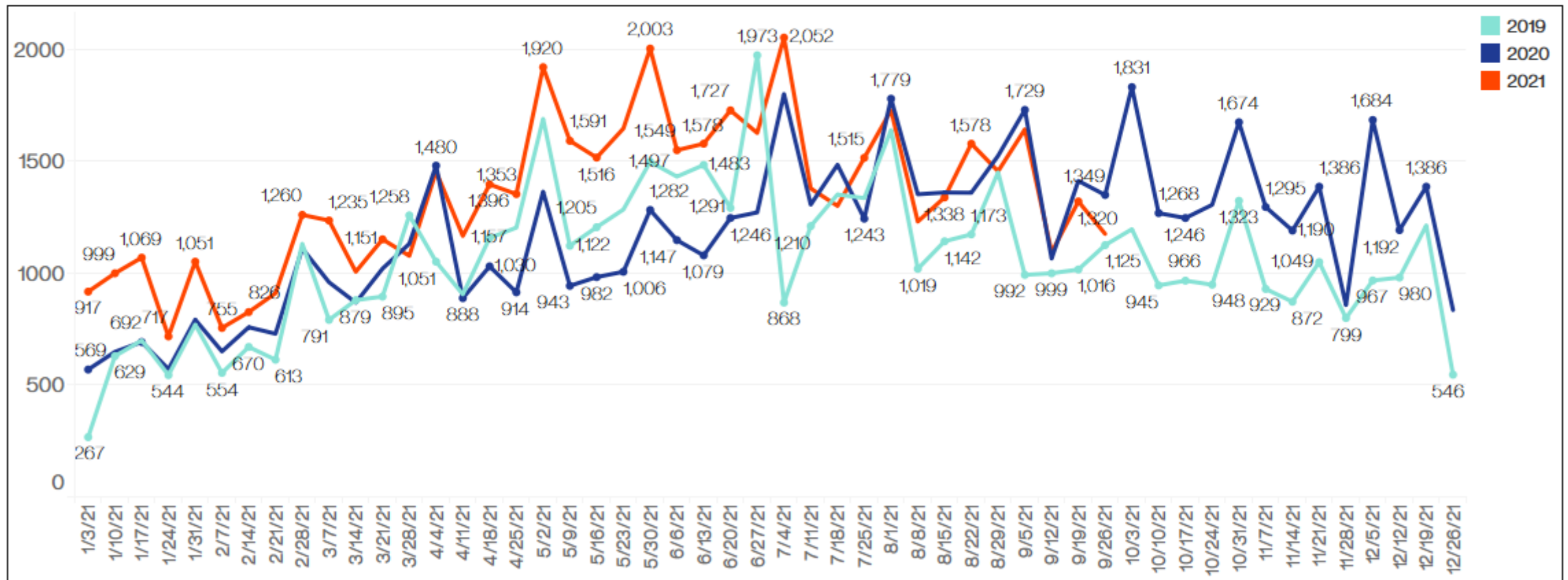
VA - New Purchase Contract to New Listing Ratio

- For the week, there were 108 new pending sales for ever 100 new listings.



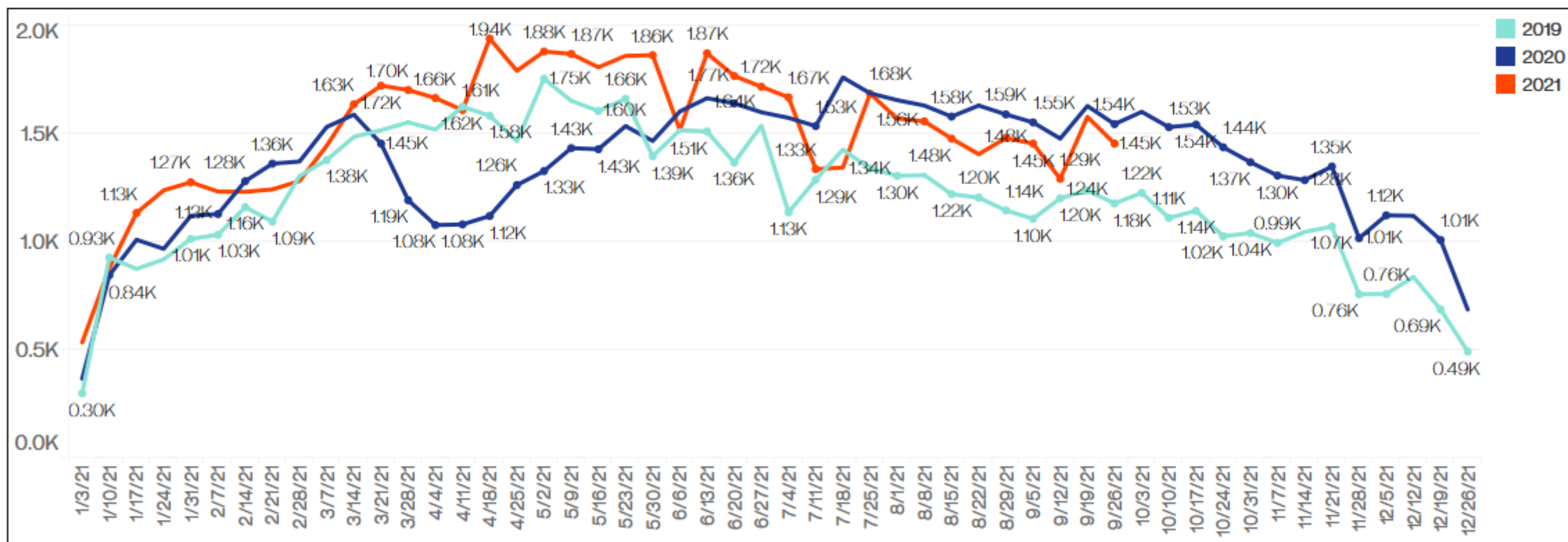
VA - New Closed Listings

- Closing levels landed at 104.4% compared to 2019 and 87.1% compared to the same week from September 2020.



VA - Weekly New Purchase Contracts

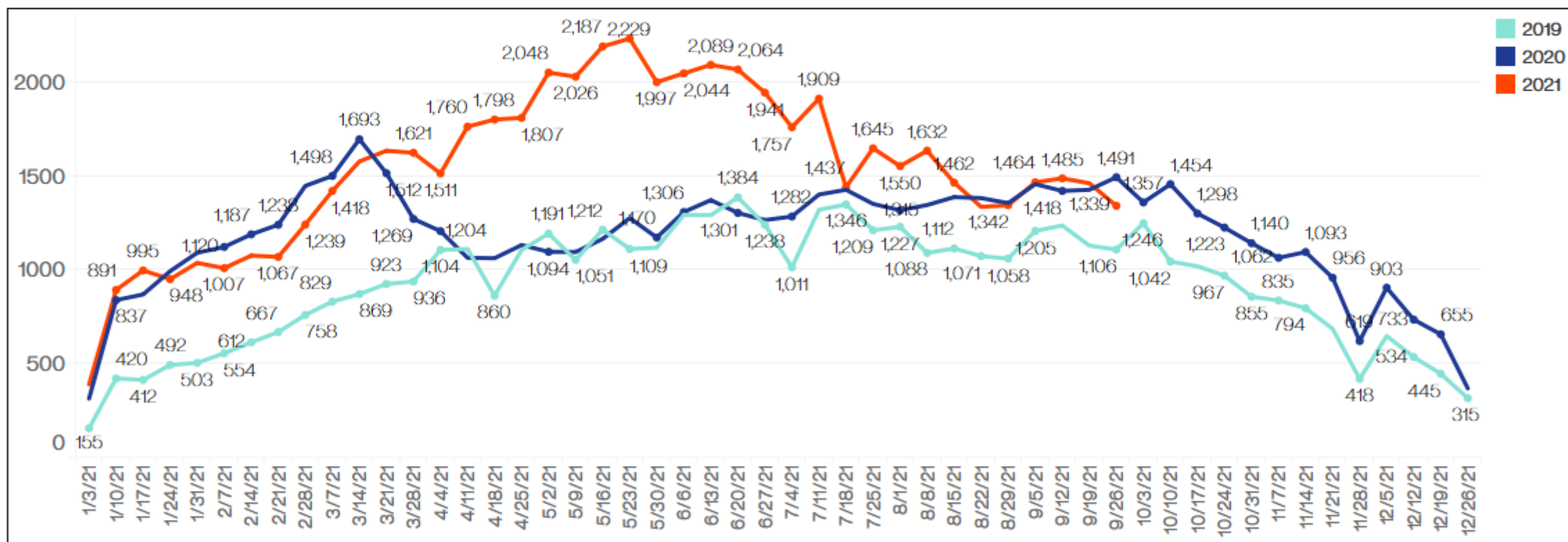
- New contract levels came in at 123.6% compared to 2019 and 94.2% of the same week from September 2020.



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

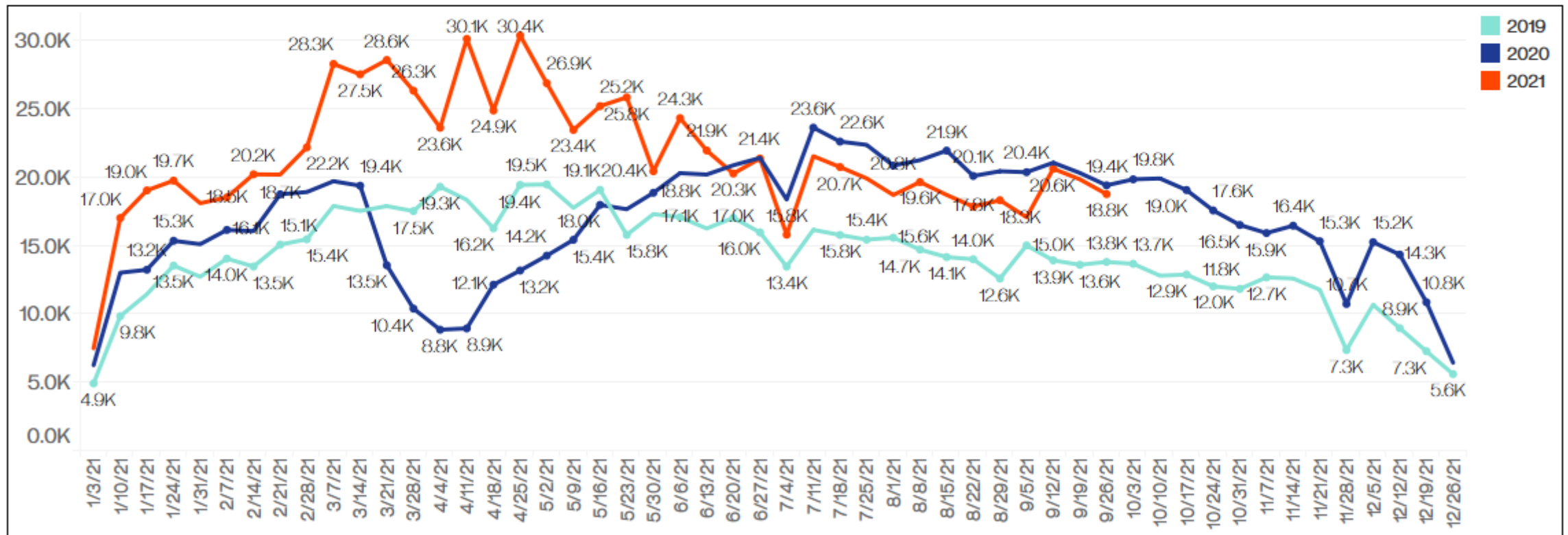
• VA's new listing levels tracked at 121.1% compared to 2019, 89.9% of the same week from September 2020.



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

VA - Weekly Showing Activity

- Showing levels tracked at 135.9% of the same week from September 2019 and 96.7% compared to 2020.



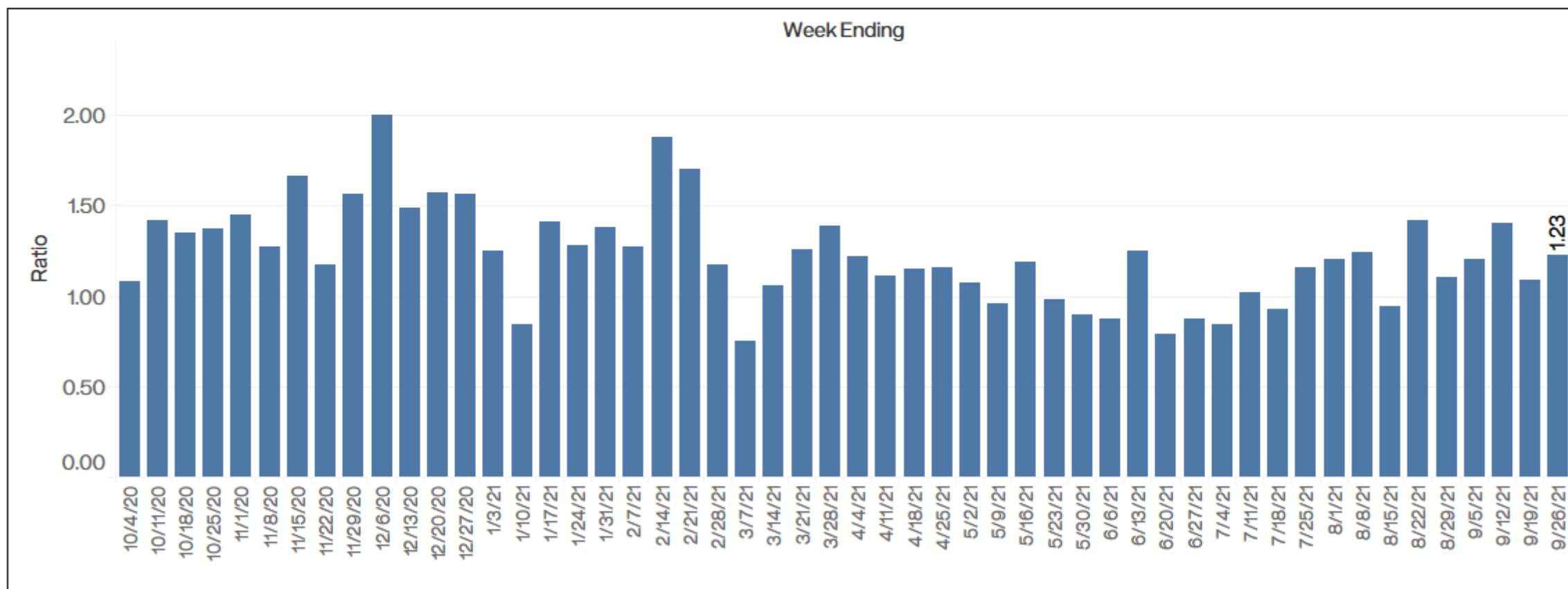
Note: Confirmed Showings are showing appointments that were confirmed through Showing Time as an in person showing. We do not know if they actually went to the appointment.

Weekly Market Trends

West Virginia

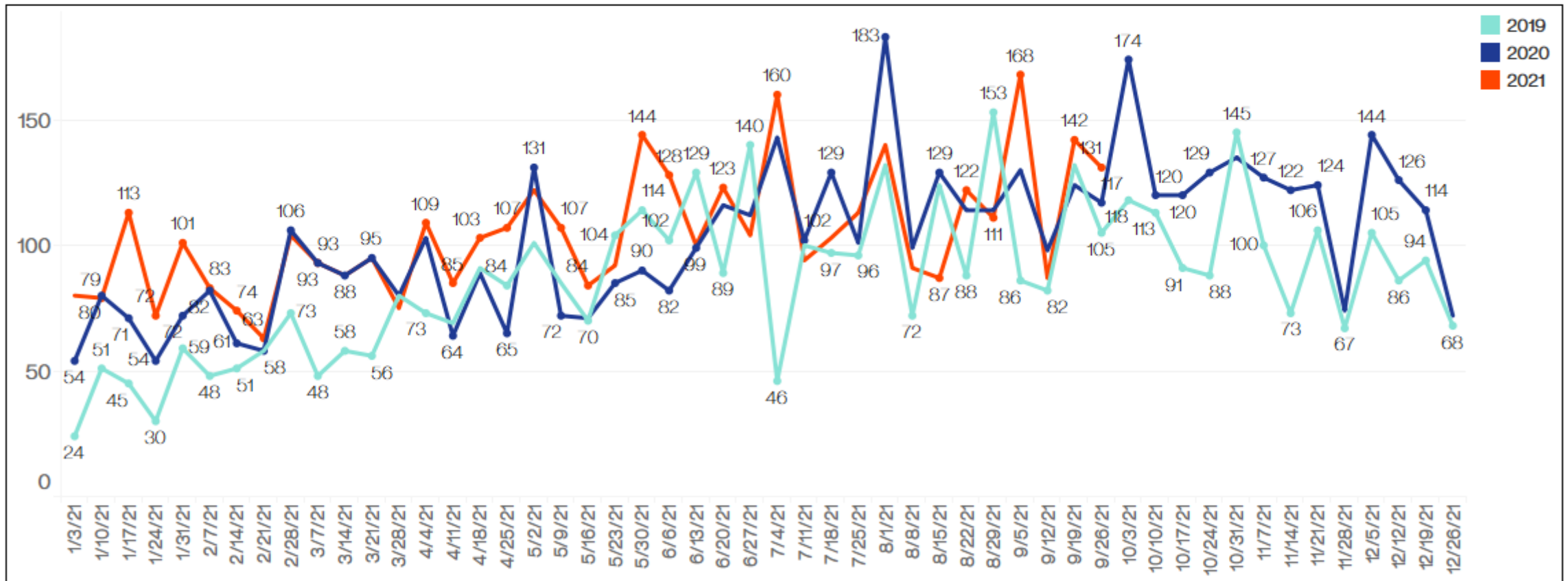
WV - New Purchase Contract to New Listing Ratio

- For the week, there were 123 new pending home sales for every 100 new listings.



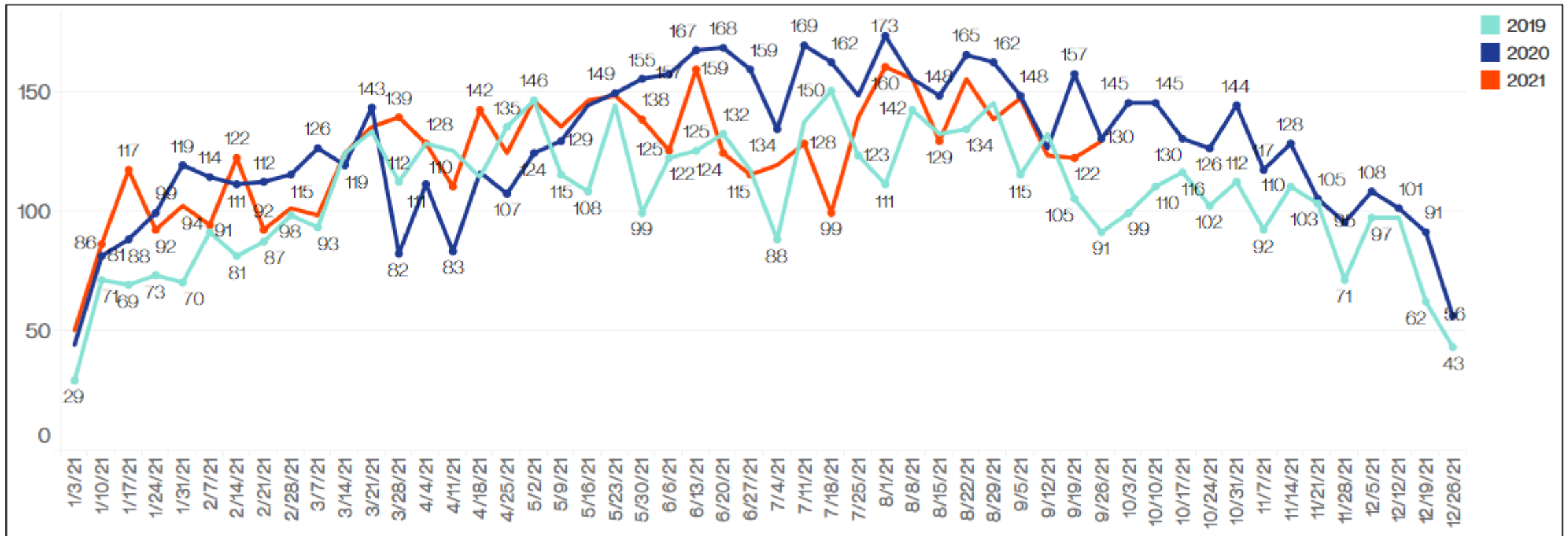
WV- New Closed Listings

- Closing levels landed at 124.8% compared to 2019 and 111.9% compared to the same week from September 2020.



WV- Weekly New Purchase Contracts

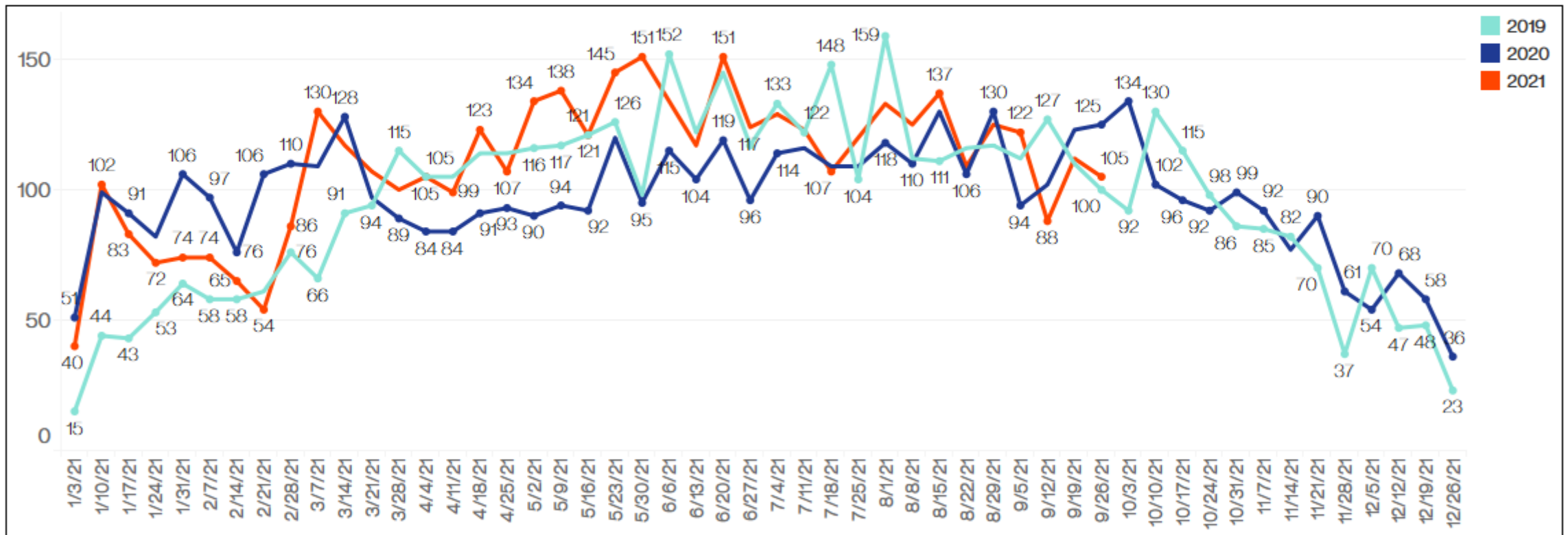
• New contract levels came in at 141.8% compared to 2019 and 99.2% of the same week from September 2020.



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

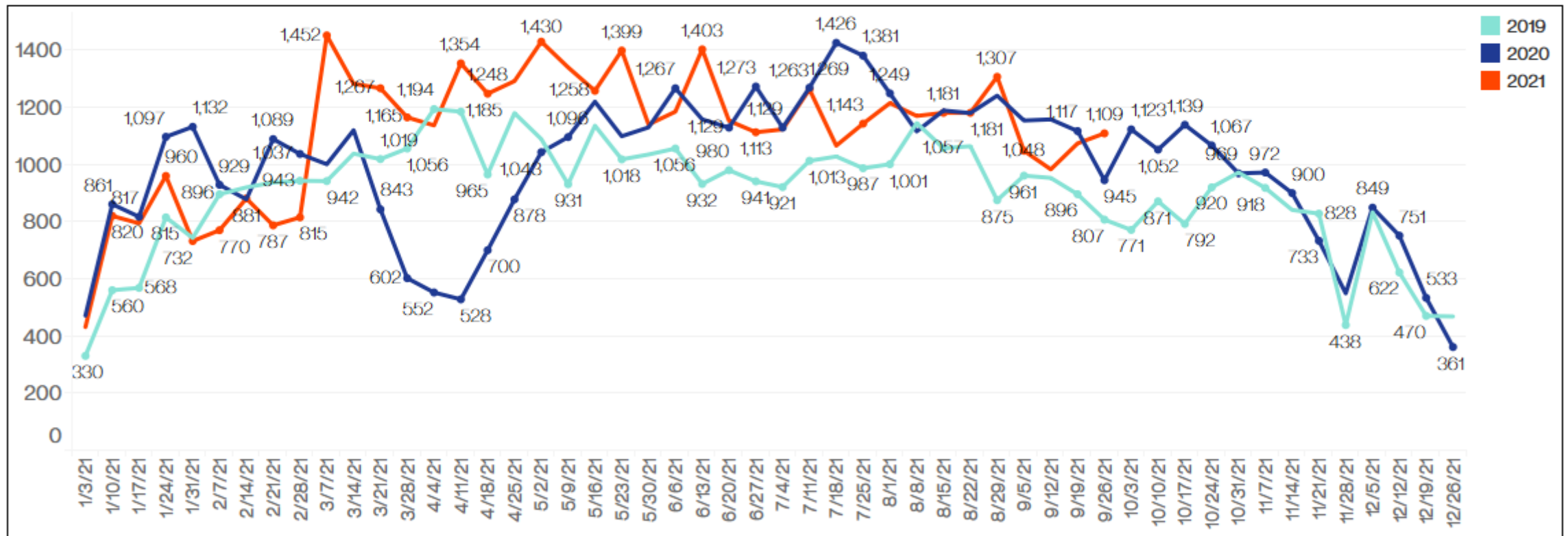
● WV's new listing levels tracked at 105.0% compared to 2019, 84.0% of the same week from September 2020.



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

WV- Weekly Showing Activity

• Showing levels tracked at 137.4% of the same week from September 2019 and 117.4% 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.