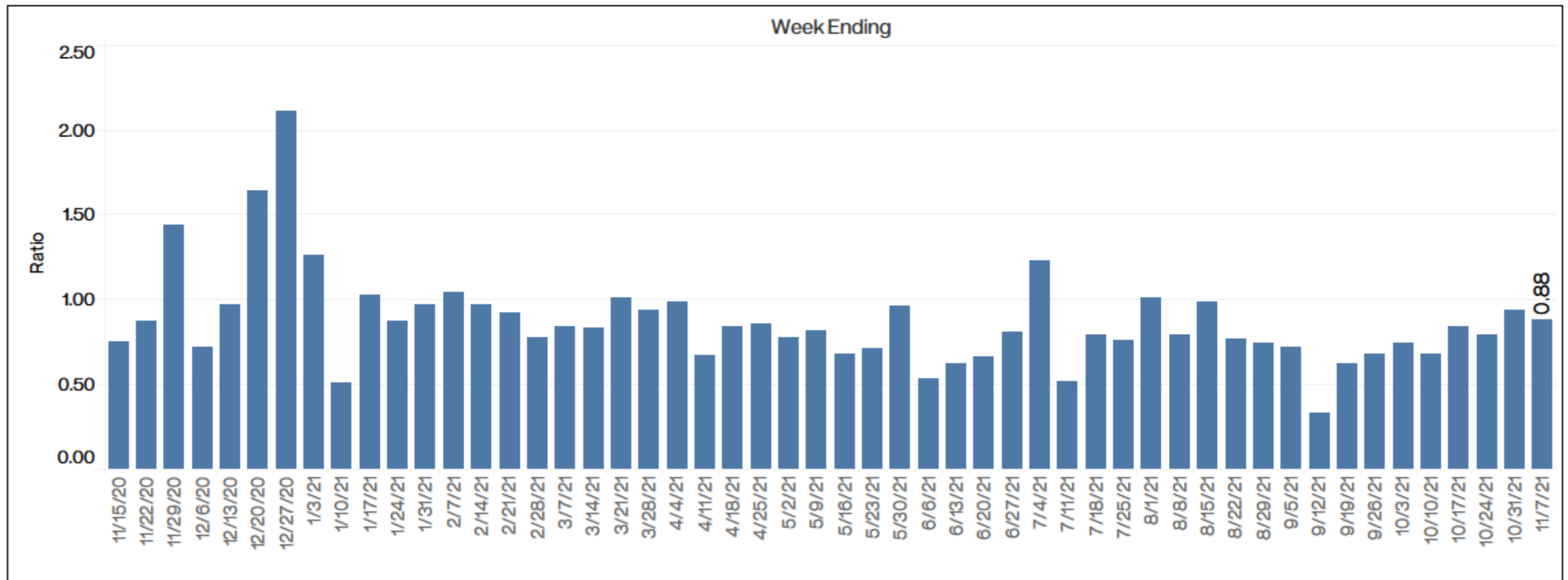


Weekly Market Report

Week Ending November 7th

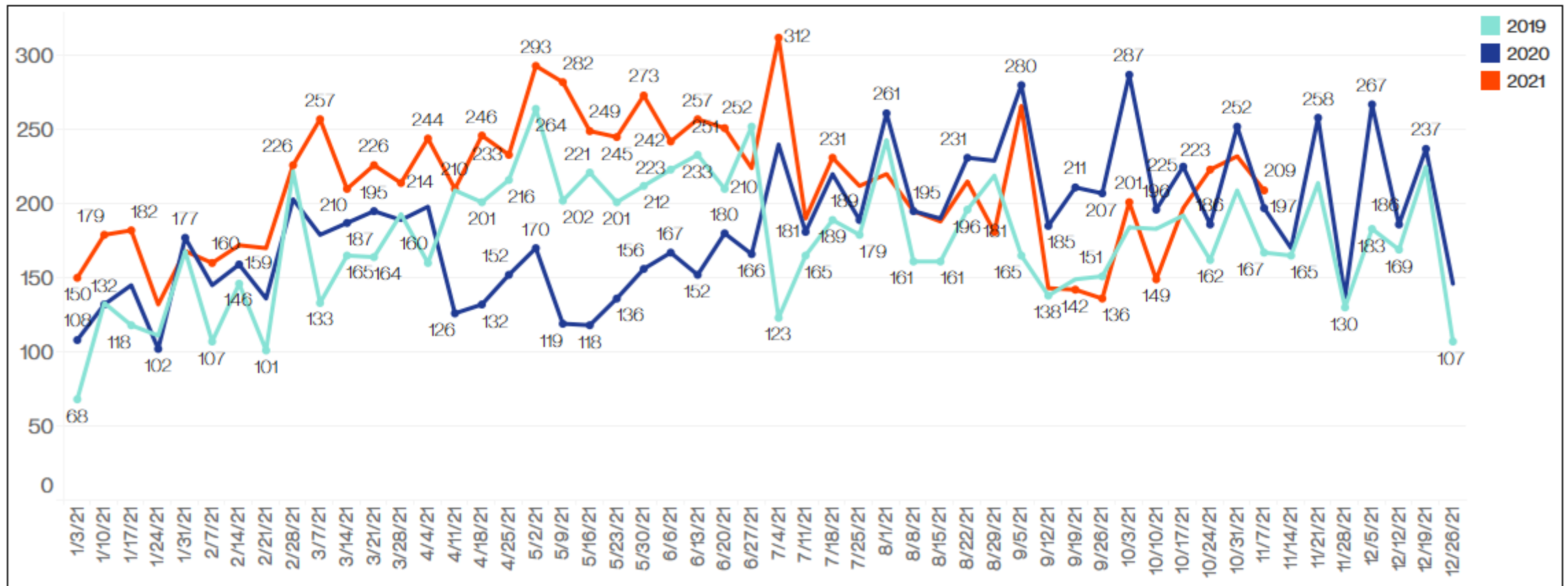
DC - New Purchase Contract to New Listing Ratio

- For the week, there were 88 new pending home sales for every 100 new listings.



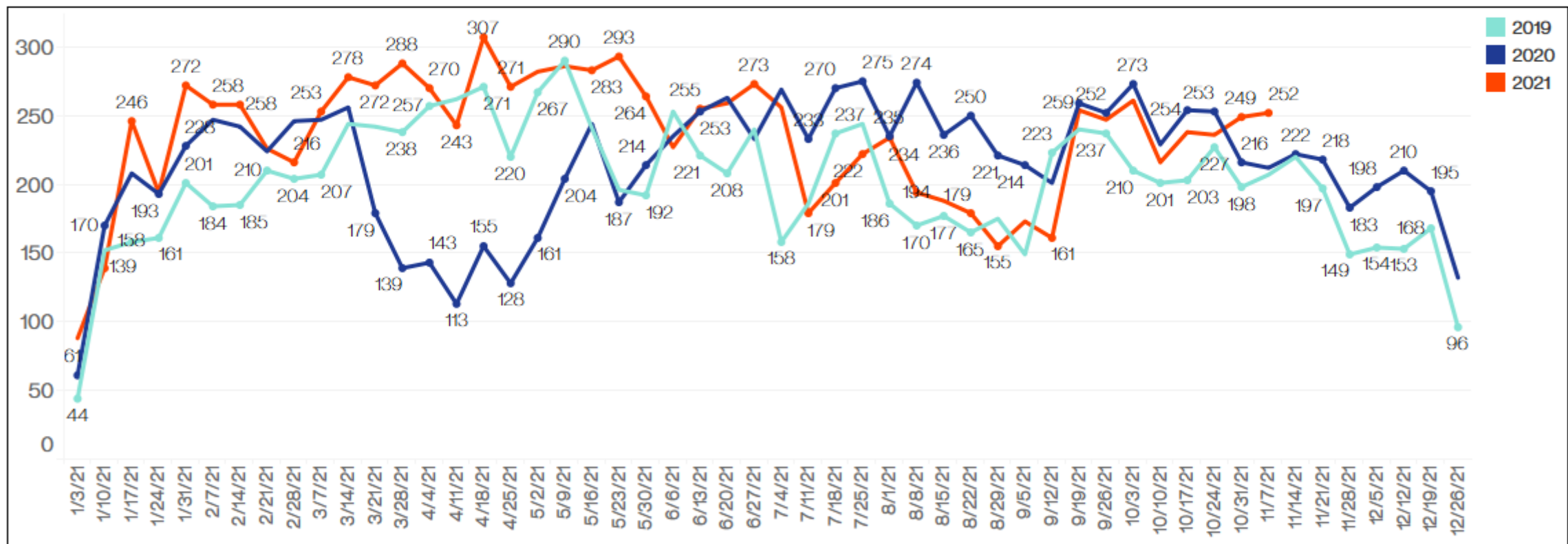
DC - New Closed Listings

● Closing levels landed at 125.1% compared to 2019 and 106.1% compared to the same week from November 2020.



DC - Weekly New Purchase Contracts

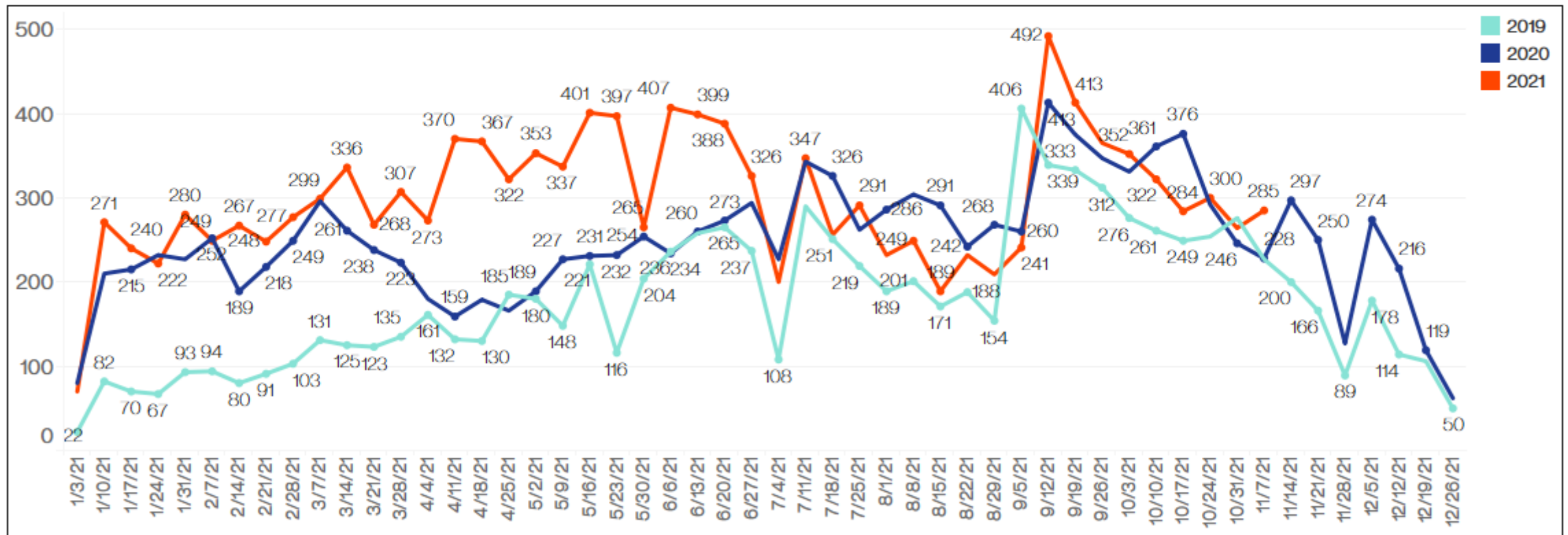
● New contract levels came in at 121.7% compared to 2019 and 118.9% of the same week from November 2020.



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.

DC - Weekly New Listings

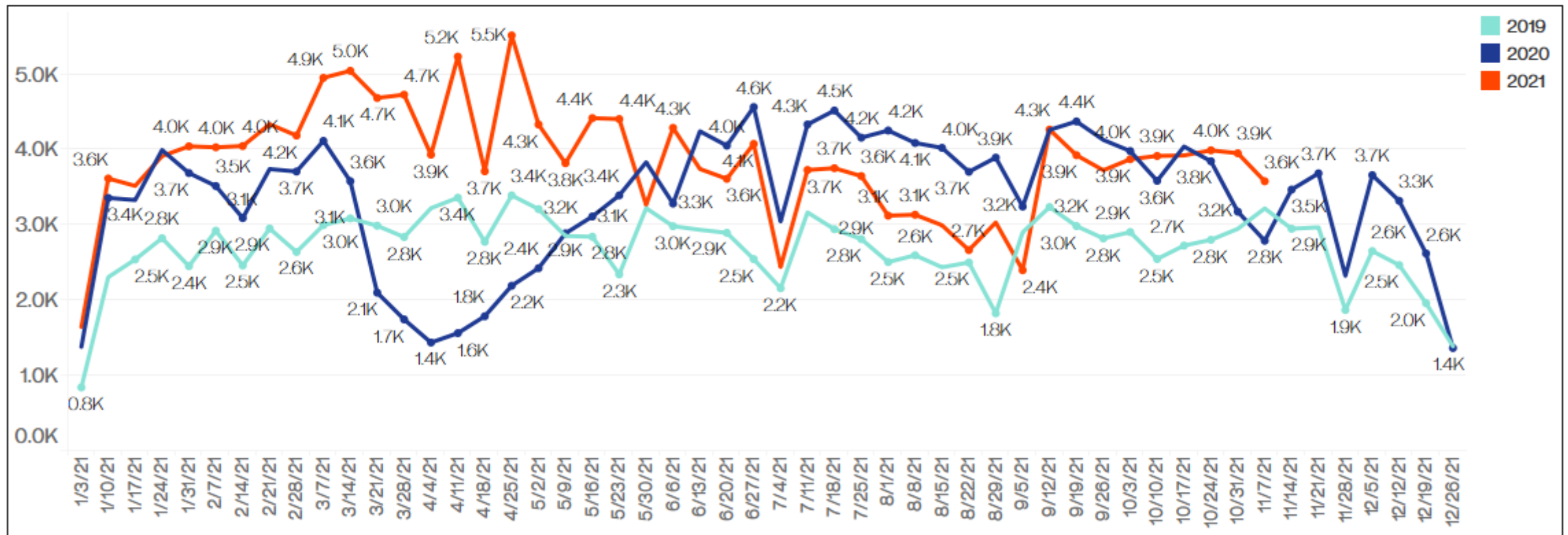
•DC's new listing levels tracked at 125.6% compared to 2019, and 125.0% of the same week from November 2020.



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

DC - Weekly Showing Activity

● Showing levels tracked at 111.2% of the same week from November 2019 and 114.5% 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.