

# Monthly Indicators



## April 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 46.2 percent for single family homes and 61.2 percent for townhouse-condo properties. Pending Sales decreased 29.3 percent for single family homes and 56.4 percent for townhouse-condo properties.

The Median Sales Price was up 16.7 percent to \$440,500 for single family homes but decreased 17.7 percent to \$241,000 for townhouse-condo properties. Days on Market increased 26.8 percent for single family homes but decreased 9.8 percent for townhouse-condo properties.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

## Activity Snapshot

**- 17.6%**    **+ 12.9%**    **- 31.9%**

One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties
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Residential real estate activity in Garfield County composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		119	<b>64</b>	- 46.2%	336	<b>282</b>	- 16.1%
<b>Pending Sales</b>		82	<b>58</b>	- 29.3%	266	<b>224</b>	- 15.8%
<b>Sold Listings</b>		66	<b>62</b>	- 6.1%	197	<b>209</b>	+ 6.1%
<b>Median Sales Price</b>		\$377,500	<b>\$440,500</b>	+ 16.7%	\$400,000	<b>\$450,000</b>	+ 12.5%
<b>Avg. Sales Price</b>		\$478,817	<b>\$587,326</b>	+ 22.7%	\$497,102	<b>\$568,165</b>	+ 14.3%
<b>Pct. of List Price Received</b>		98.2%	<b>97.8%</b>	- 0.4%	97.6%	<b>97.4%</b>	- 0.2%
<b>Days on Market</b>		71	<b>90</b>	+ 26.8%	90	<b>89</b>	- 1.1%
<b>Affordability Index</b>		93	<b>87</b>	- 6.5%	88	<b>85</b>	- 3.4%
<b>Active Listings</b>		334	<b>210</b>	- 37.1%	--	--	--
<b>Months Supply</b>		4.8	<b>3.0</b>	- 37.5%	--	--	--

# Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

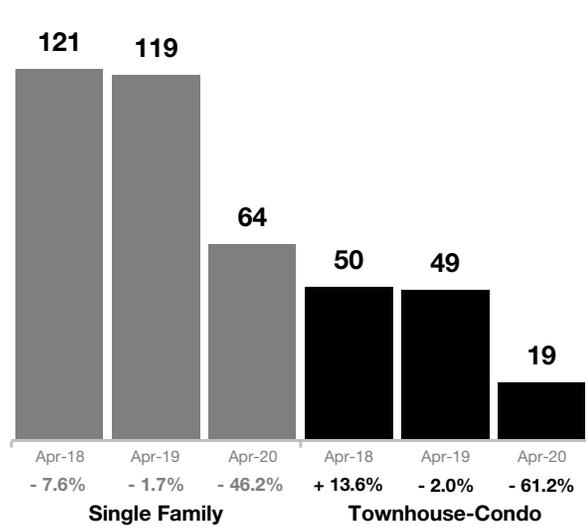


Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		49	19	- 61.2%	142	104	- 26.8%
<b>Pending Sales</b>		39	17	- 56.4%	114	71	- 37.7%
<b>Sold Listings</b>		25	13	- 48.0%	89	71	- 20.2%
<b>Median Sales Price</b>		\$293,000	\$241,000	- 17.7%	\$300,000	\$314,500	+ 4.8%
<b>Avg. Sales Price</b>		\$314,100	\$250,154	- 20.4%	\$330,666	\$346,429	+ 4.8%
<b>Pct. of List Price Received</b>		99.1%	97.4%	- 1.7%	98.3%	98.6%	+ 0.3%
<b>Days on Market</b>		61	55	- 9.8%	87	75	- 13.8%
<b>Affordability Index</b>		120	159	+ 32.5%	117	122	+ 4.3%
<b>Active Listings</b>		95	82	- 13.7%	--	--	--
<b>Months Supply</b>		3.7	2.9	- 21.6%	--	--	--

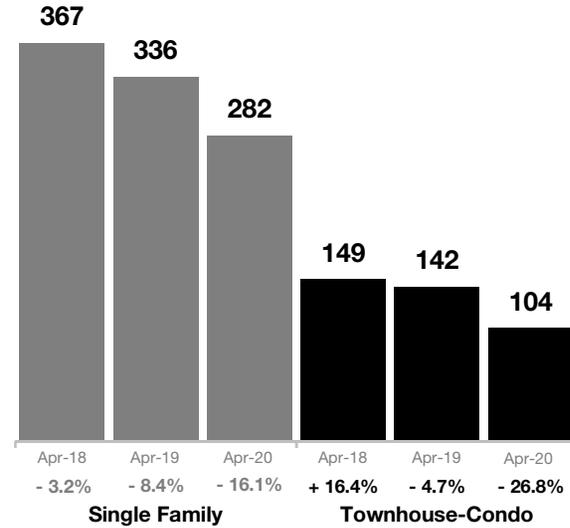
# New Listings



## April

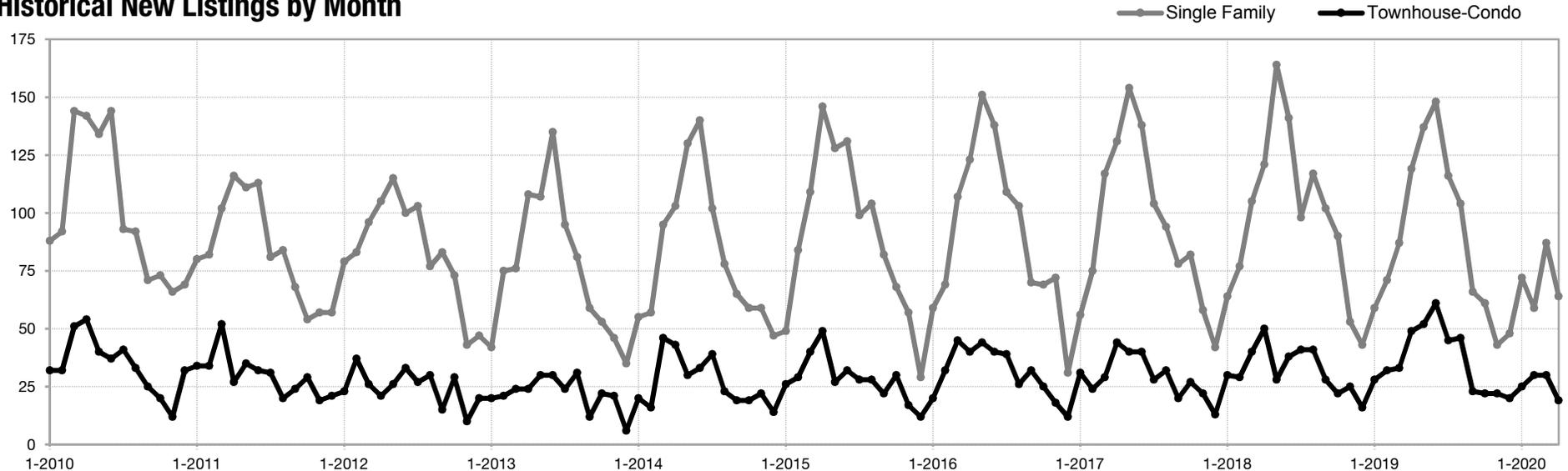


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	137	-16.5%	52	+85.7%
Jun-2019	148	+5.0%	61	+60.5%
Jul-2019	116	+18.4%	45	+9.8%
Aug-2019	104	-11.1%	46	+12.2%
Sep-2019	66	-35.3%	23	-17.9%
Oct-2019	61	-32.2%	22	0.0%
Nov-2019	43	-18.9%	22	-12.0%
Dec-2019	48	+11.6%	20	+25.0%
Jan-2020	72	+22.0%	25	-10.7%
Feb-2020	59	-16.9%	30	-6.3%
Mar-2020	87	0.0%	30	-9.1%
<b>Apr-2020</b>	<b>64</b>	<b>-46.2%</b>	<b>19</b>	<b>-61.2%</b>

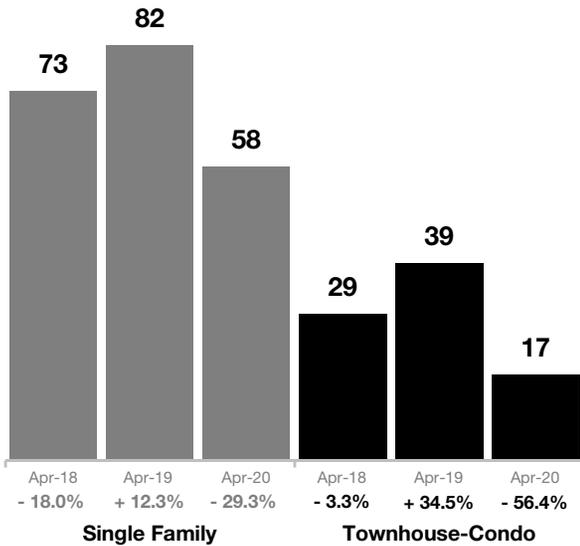
## Historical New Listings by Month



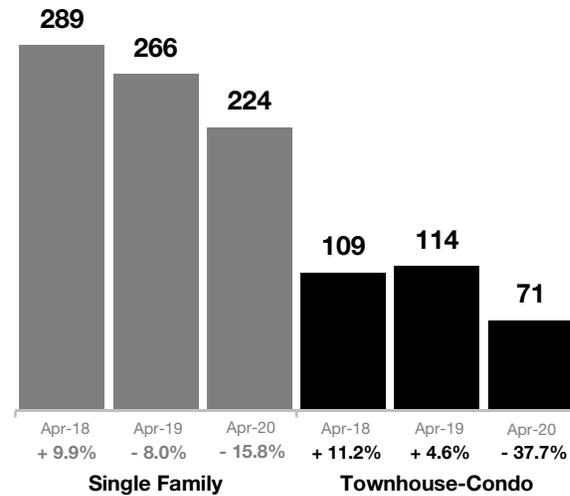
# Pending Sales



## April

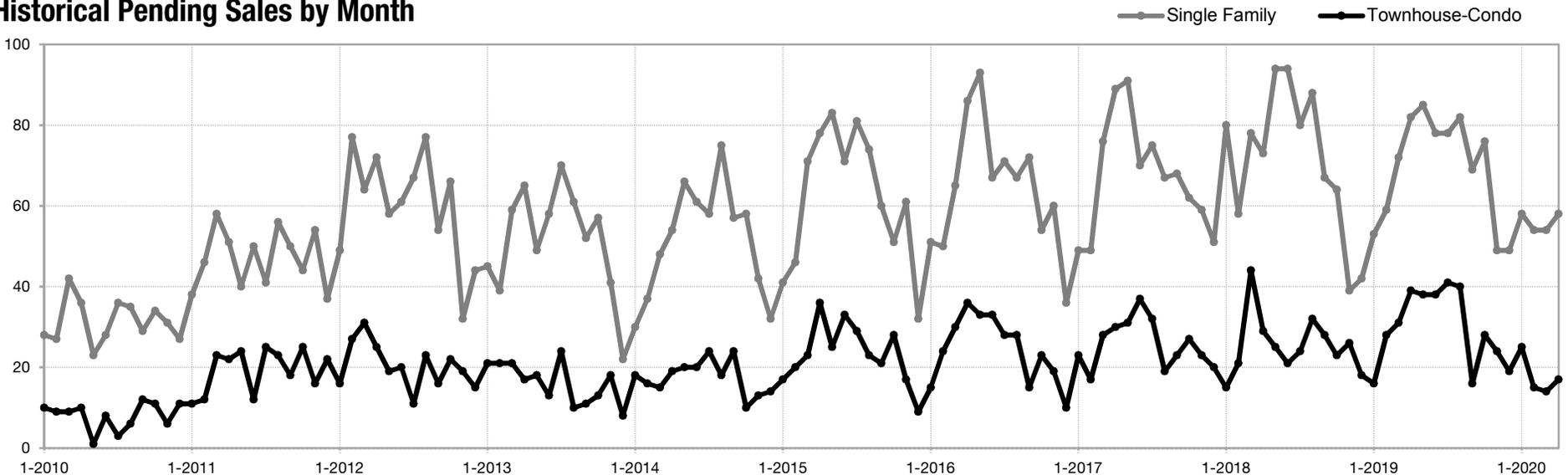


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	85	-9.6%	38	+52.0%
Jun-2019	78	-17.0%	38	+81.0%
Jul-2019	78	-2.5%	41	+70.8%
Aug-2019	82	-6.8%	40	+25.0%
Sep-2019	69	+3.0%	16	-42.9%
Oct-2019	76	+18.8%	28	+21.7%
Nov-2019	49	+25.6%	24	-7.7%
Dec-2019	49	+16.7%	19	+5.6%
Jan-2020	58	+9.4%	25	+56.3%
Feb-2020	54	-8.5%	15	-46.4%
Mar-2020	54	-25.0%	14	-54.8%
<b>Apr-2020</b>	<b>58</b>	<b>-29.3%</b>	<b>17</b>	<b>-56.4%</b>

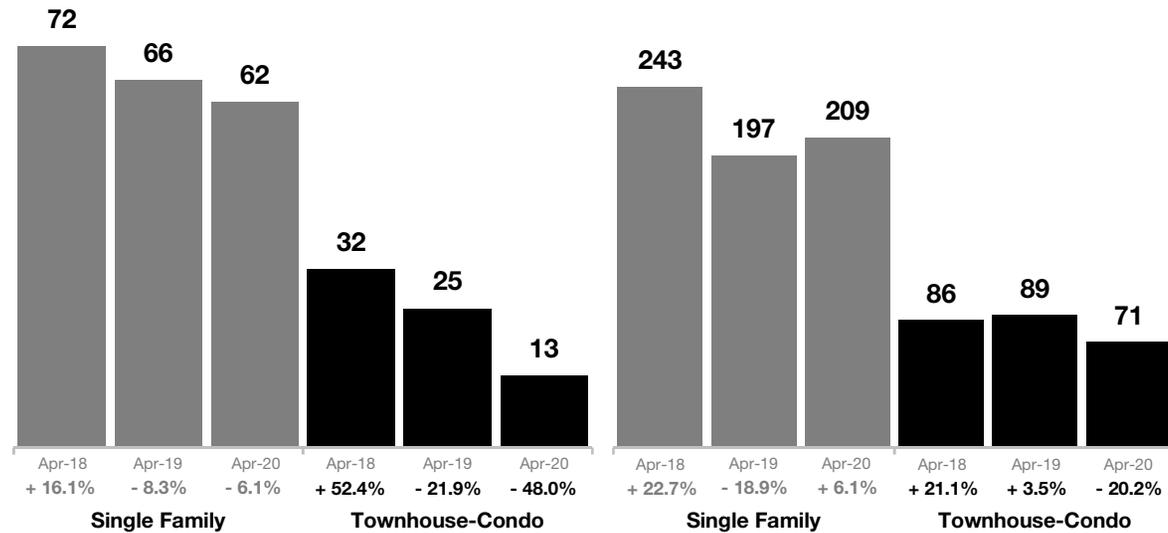
## Historical Pending Sales by Month



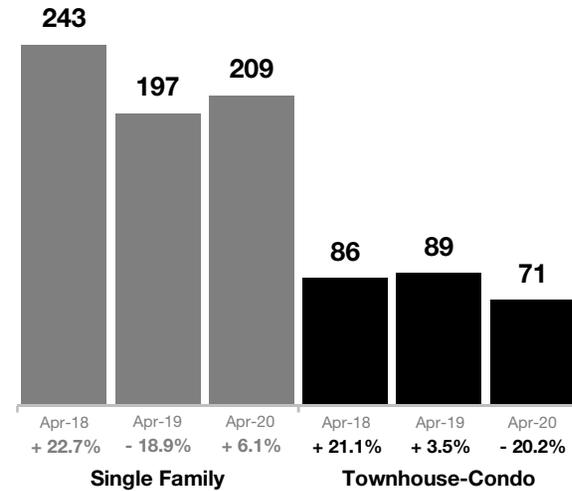
# Sold Listings



## April

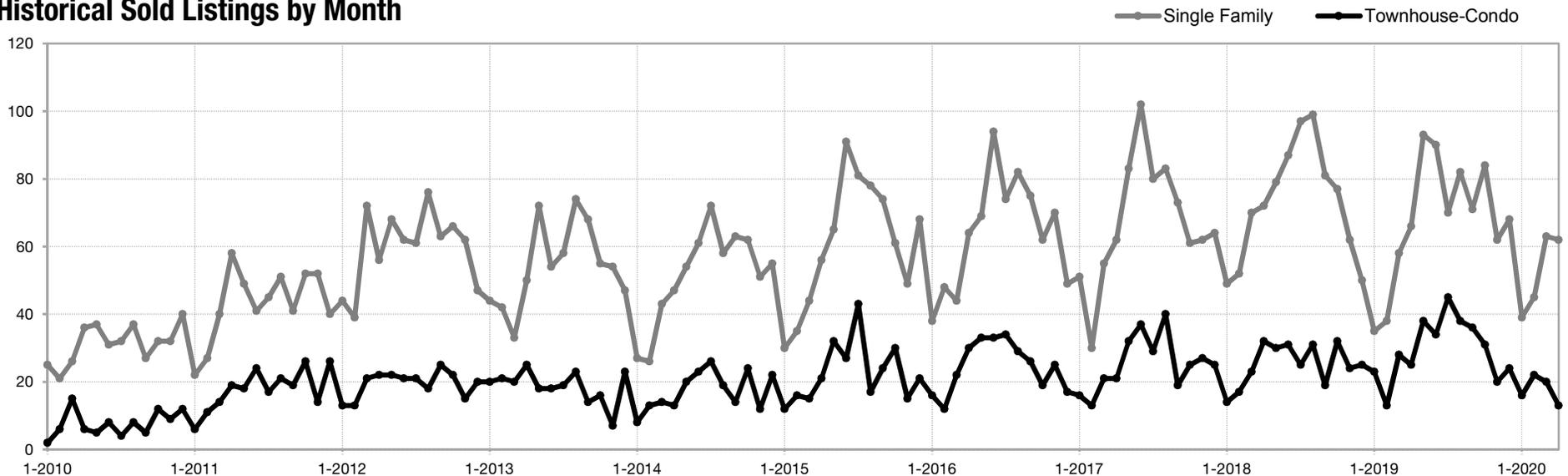


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	93	+17.7%	38	+26.7%
Jun-2019	90	+3.4%	34	+9.7%
Jul-2019	70	-27.8%	45	+80.0%
Aug-2019	82	-17.2%	38	+22.6%
Sep-2019	71	-12.3%	36	+89.5%
Oct-2019	84	+9.1%	31	-3.1%
Nov-2019	62	0.0%	20	-16.7%
Dec-2019	68	+36.0%	24	-4.0%
Jan-2020	39	+11.4%	16	-30.4%
Feb-2020	45	+18.4%	22	+69.2%
Mar-2020	63	+8.6%	20	-28.6%
<b>Apr-2020</b>	<b>62</b>	<b>-6.1%</b>	<b>13</b>	<b>-48.0%</b>

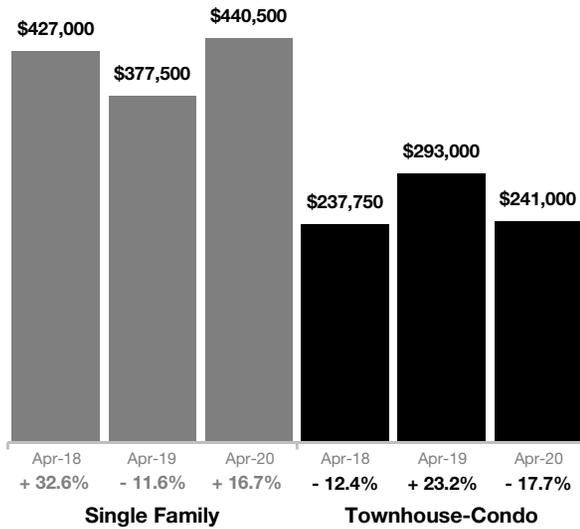
## Historical Sold Listings by Month



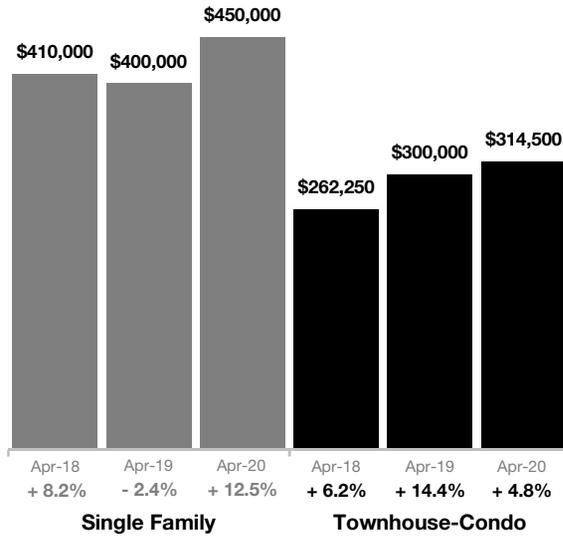
# Median Sales Price



## April

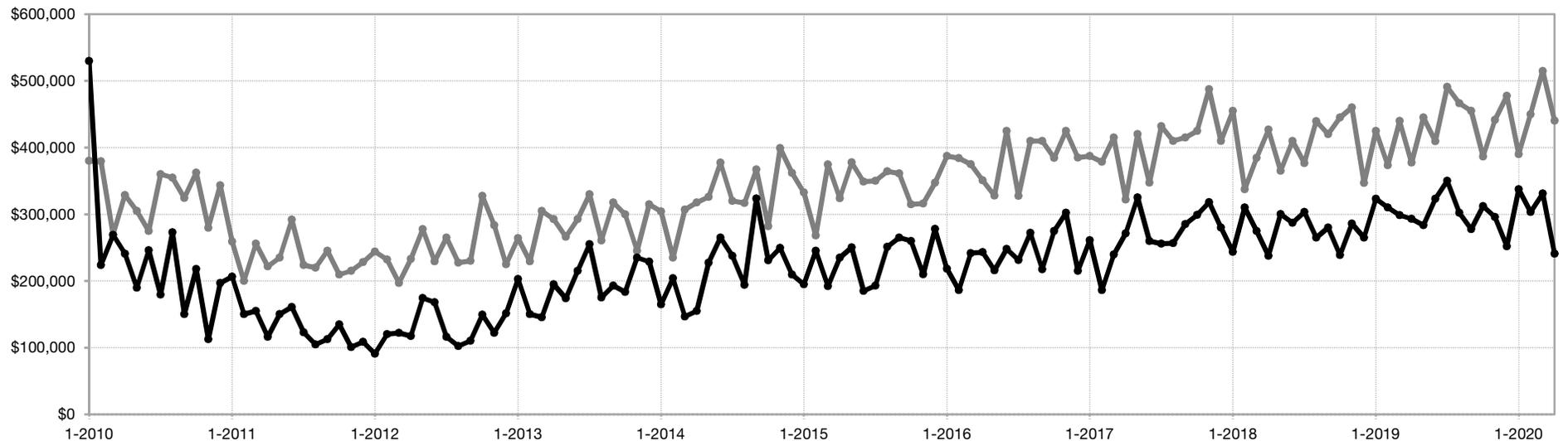


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	\$445,000	+21.9%	\$283,500	-5.6%
Jun-2019	\$409,500	-0.1%	\$323,000	+12.5%
Jul-2019	\$491,100	+30.4%	\$350,000	+15.3%
Aug-2019	\$466,500	+6.1%	\$302,000	+14.0%
Sep-2019	\$455,000	+8.3%	\$277,500	-0.9%
Oct-2019	\$386,500	-13.1%	\$312,000	+30.5%
Nov-2019	\$441,500	-4.0%	\$295,700	+3.4%
Dec-2019	\$477,500	+37.6%	\$252,000	-4.9%
Jan-2020	\$389,900	-8.3%	\$337,450	+4.5%
Feb-2020	\$450,000	+20.5%	\$303,500	-2.1%
Mar-2020	\$515,000	+17.0%	\$331,000	+10.9%
<b>Apr-2020</b>	<b>\$440,500</b>	<b>+16.7%</b>	<b>\$241,000</b>	<b>-17.7%</b>

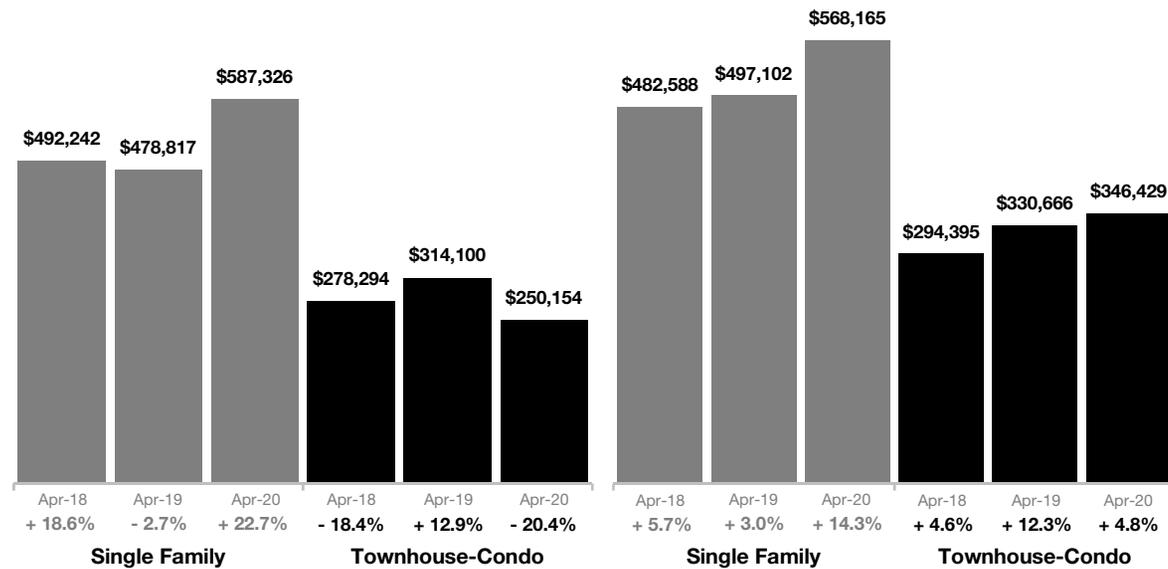
## Historical Median Sales Price by Month



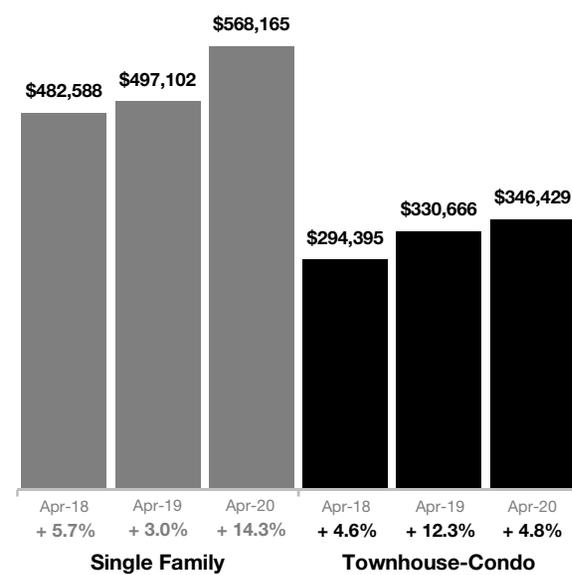
# Average Sales Price



## April

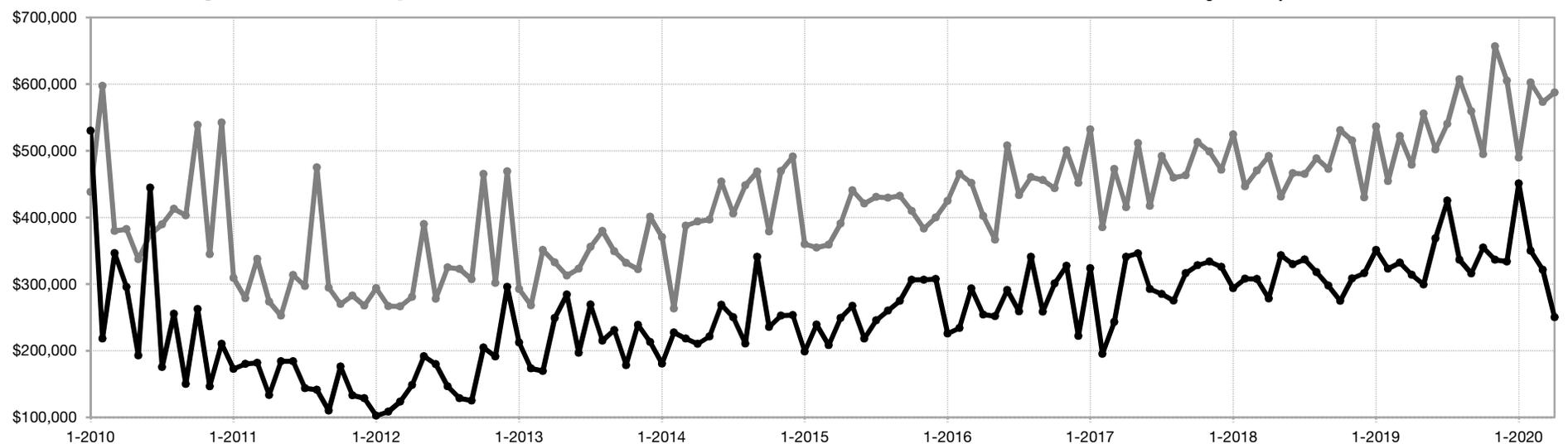


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	\$555,923	+29.0%	\$299,268	-12.8%
Jun-2019	\$501,982	+7.7%	\$368,553	+11.8%
Jul-2019	\$540,196	+16.1%	\$425,019	+26.2%
Aug-2019	\$607,160	+24.3%	\$336,413	+5.9%
Sep-2019	\$559,492	+18.4%	\$316,014	+6.2%
Oct-2019	\$494,767	-6.8%	\$354,552	+29.0%
Nov-2019	\$656,770	+27.5%	\$336,540	+9.2%
Dec-2019	\$605,346	+40.8%	\$333,850	+5.5%
Jan-2020	\$489,674	-8.7%	\$450,942	+28.4%
Feb-2020	\$602,644	+32.6%	\$349,932	+8.4%
Mar-2020	\$573,270	+9.8%	\$321,545	-3.2%
<b>Apr-2020</b>	<b>\$587,326</b>	<b>+22.7%</b>	<b>\$250,154</b>	<b>-20.4%</b>

## Historical Average Sales Price by Month

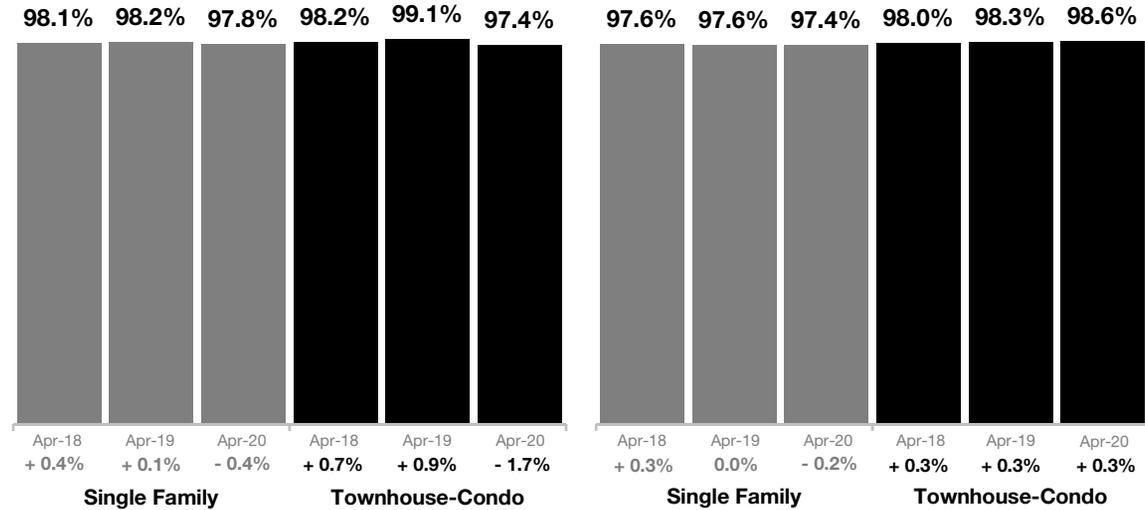


# Percent of List Price Received



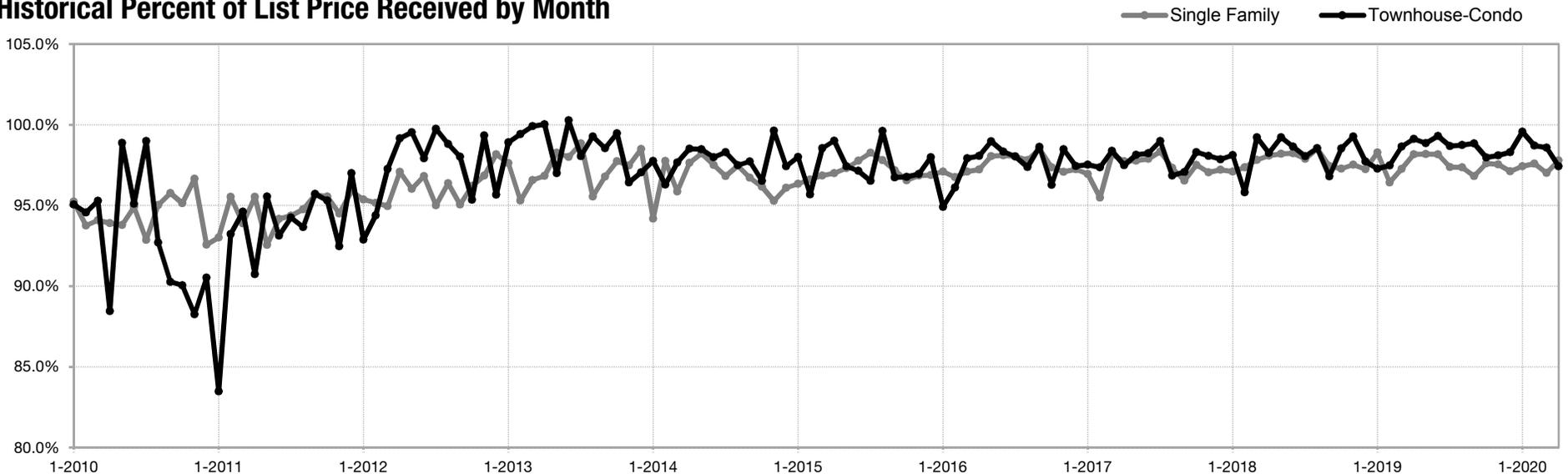
## April

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	98.2%	0.0%	98.9%	-0.3%
Jun-2019	98.2%	0.0%	99.3%	+0.7%
Jul-2019	97.4%	-0.5%	98.7%	+0.6%
Aug-2019	97.4%	-1.1%	98.7%	+0.2%
Sep-2019	96.8%	-0.6%	98.8%	+2.1%
Oct-2019	97.6%	+0.3%	98.0%	-0.5%
Nov-2019	97.5%	0.0%	98.1%	-1.2%
Dec-2019	97.1%	-0.1%	98.3%	+0.6%
Jan-2020	97.4%	-0.9%	99.6%	+2.4%
Feb-2020	97.6%	+1.2%	98.7%	+1.2%
Mar-2020	97.0%	-0.3%	98.6%	0.0%
<b>Apr-2020</b>	<b>97.8%</b>	<b>-0.4%</b>	<b>97.4%</b>	<b>-1.7%</b>

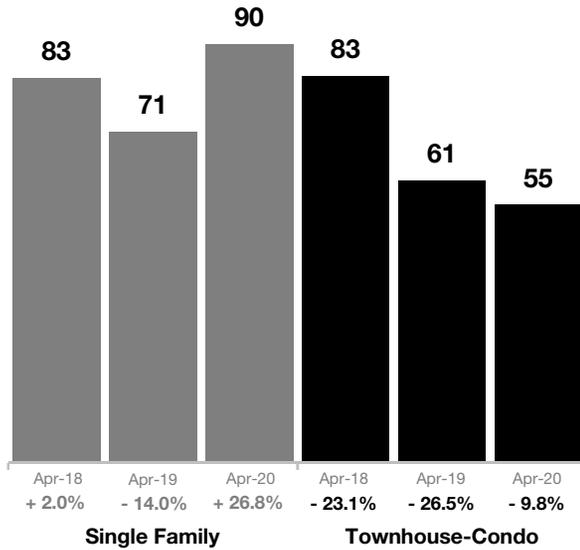
## Historical Percent of List Price Received by Month



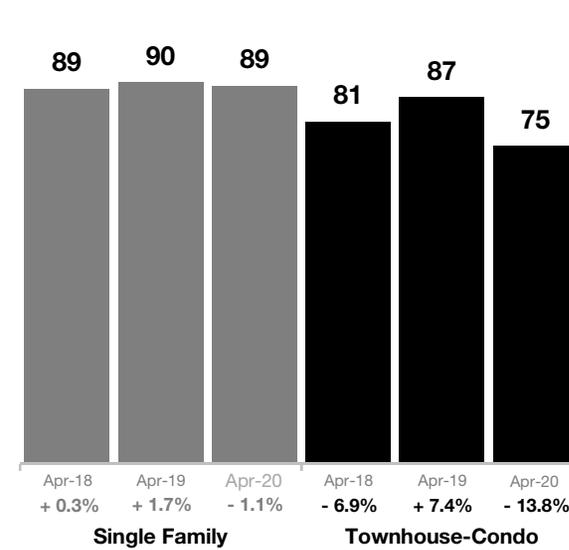
# Days on Market Until Sale



## April

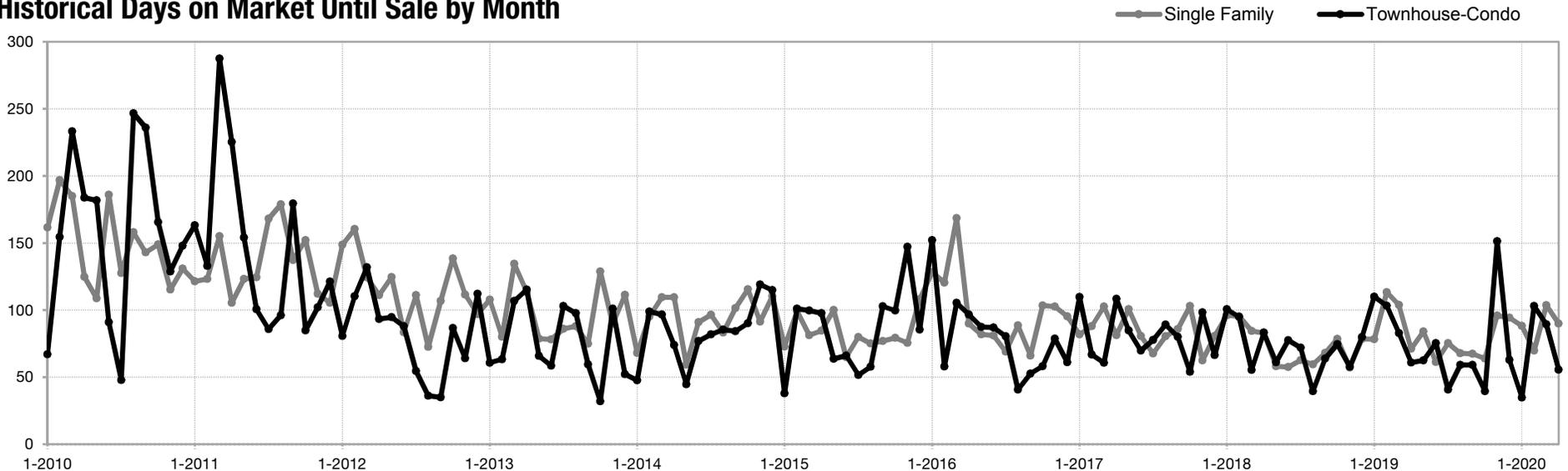


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	84	+44.8%	62	+1.6%
Jun-2019	61	+7.0%	75	-3.8%
Jul-2019	75	+19.0%	41	-43.1%
Aug-2019	68	+15.3%	59	+51.3%
Sep-2019	67	-1.5%	59	-7.8%
Oct-2019	64	-17.9%	39	-47.3%
Nov-2019	96	+68.4%	151	+160.3%
Dec-2019	94	+20.5%	63	-21.3%
Jan-2020	88	+12.8%	35	-68.2%
Feb-2020	70	-38.1%	103	0.0%
Mar-2020	104	0.0%	89	+7.2%
<b>Apr-2020</b>	<b>90</b>	<b>+26.8%</b>	<b>55</b>	<b>-9.8%</b>

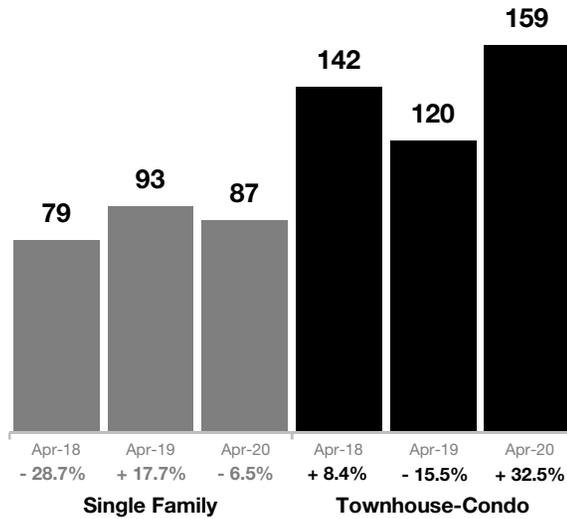
## Historical Days on Market Until Sale by Month



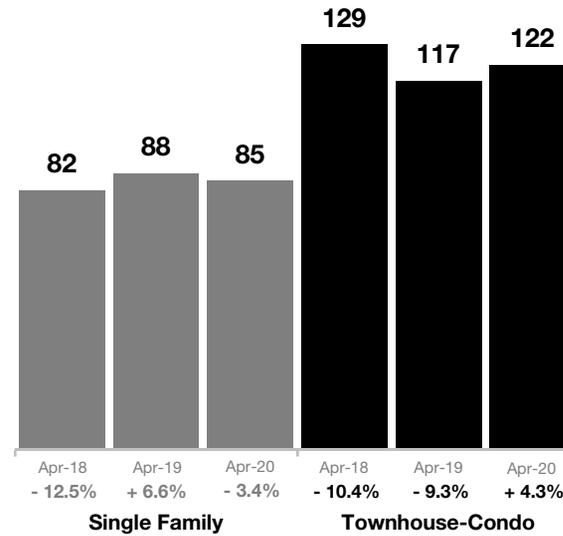
# Housing Affordability Index



## April

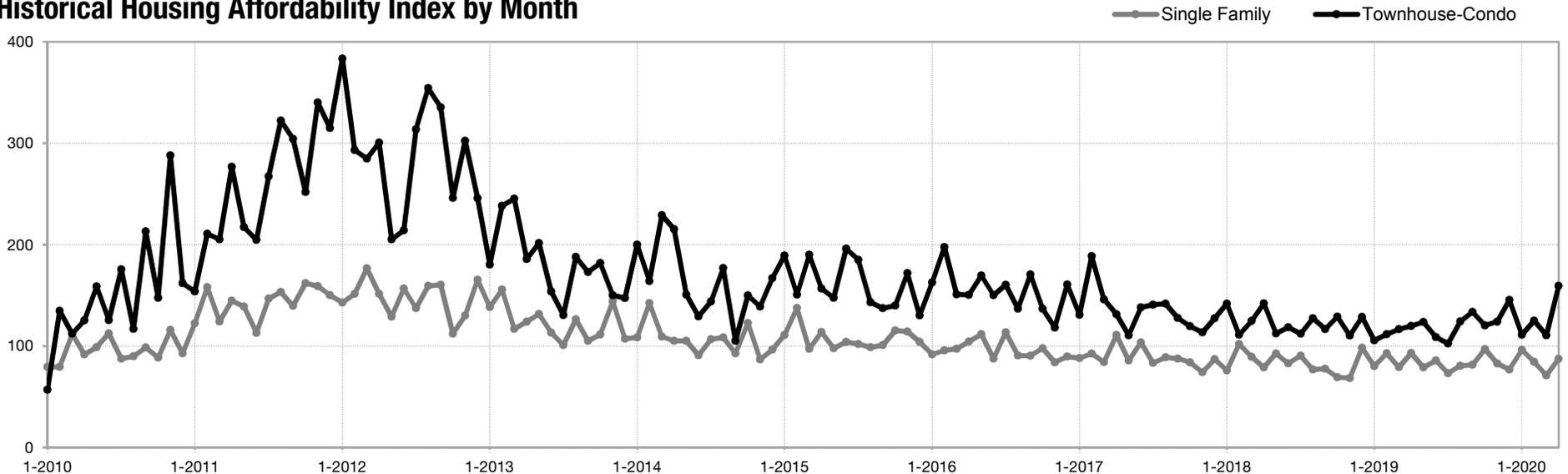


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	79	-14.1%	124	+10.7%
Jun-2019	86	+3.6%	109	-7.6%
Jul-2019	73	-18.9%	103	-8.0%
Aug-2019	80	+3.9%	124	-2.4%
Sep-2019	81	+3.8%	134	+14.5%
Oct-2019	97	+40.6%	120	-7.0%
Nov-2019	83	+20.3%	124	+12.7%
Dec-2019	77	-21.4%	145	+12.4%
Jan-2020	96	+20.0%	111	+4.7%
Feb-2020	84	-9.7%	125	+11.6%
Mar-2020	71	-10.1%	111	-5.1%
<b>Apr-2020</b>	<b>87</b>	<b>-6.5%</b>	<b>159</b>	<b>+32.5%</b>

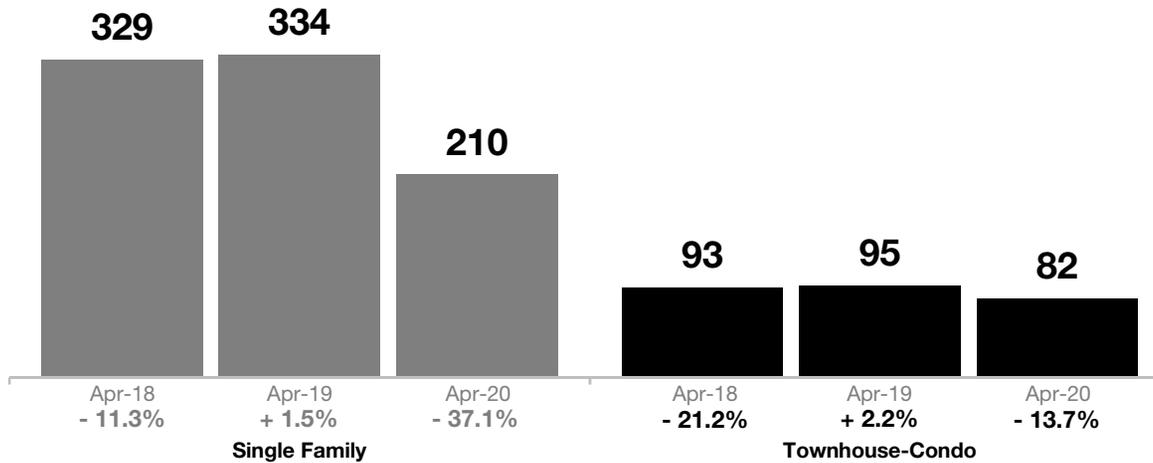
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

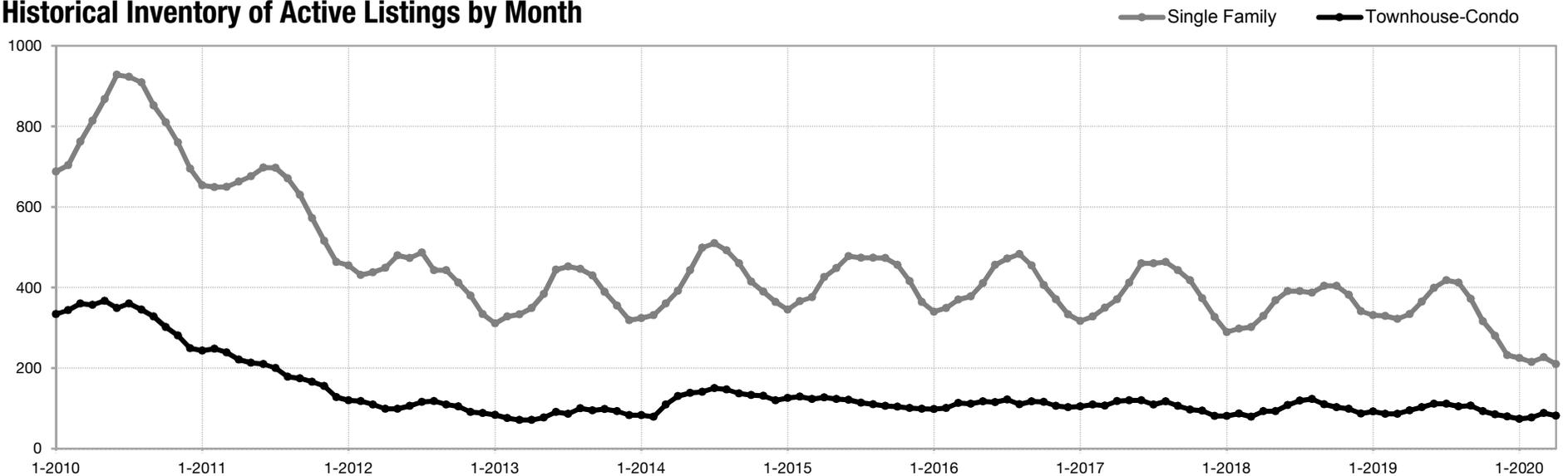


April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	365	-0.8%	103	+10.8%
Jun-2019	399	+2.0%	111	+2.8%
Jul-2019	418	+6.9%	111	-6.7%
Aug-2019	412	+6.5%	105	-14.6%
Sep-2019	372	-7.9%	107	-2.7%
Oct-2019	316	-21.8%	93	-9.7%
Nov-2019	280	-26.7%	85	-14.1%
Dec-2019	232	-32.0%	80	-8.0%
Jan-2020	225	-32.0%	74	-19.6%
Feb-2020	215	-34.7%	77	-10.5%
Mar-2020	227	-29.5%	88	+2.3%
<b>Apr-2020</b>	<b>210</b>	<b>-37.1%</b>	<b>82</b>	<b>-13.7%</b>

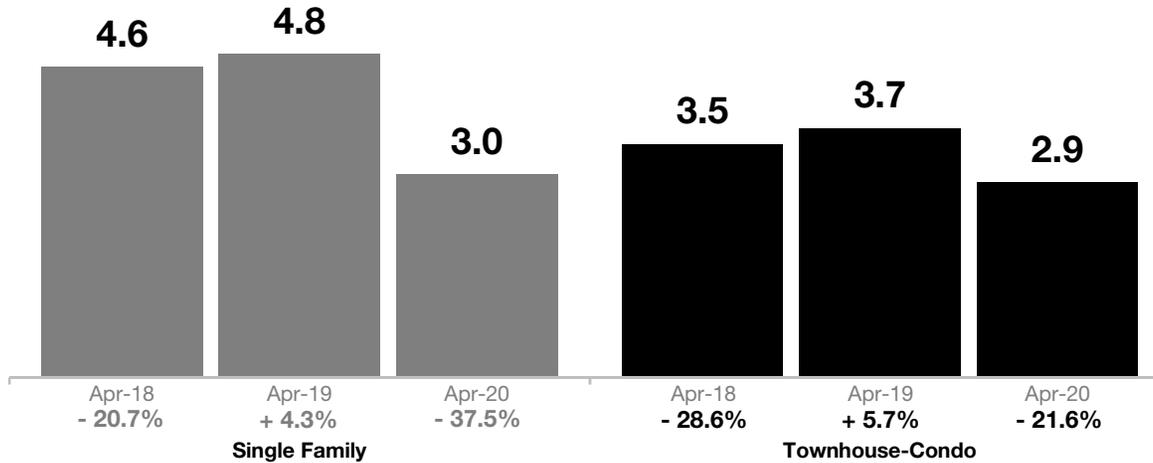
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

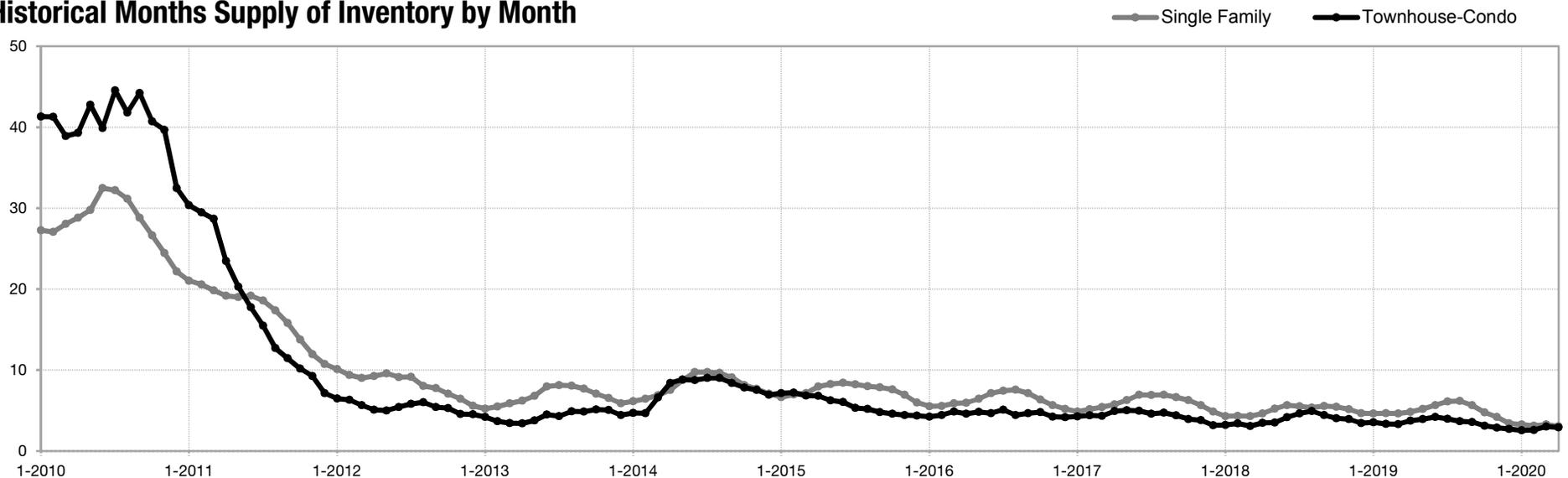


## April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	5.2	0.0%	3.9	+11.4%
Jun-2019	5.7	+1.8%	4.2	0.0%
Jul-2019	6.1	+10.9%	4.0	-13.0%
Aug-2019	6.2	+14.8%	3.7	-24.5%
Sep-2019	5.6	0.0%	3.6	-18.2%
Oct-2019	4.7	-14.5%	3.1	-22.5%
Nov-2019	4.2	-19.2%	2.9	-25.6%
Dec-2019	3.4	-27.7%	2.7	-20.6%
Jan-2020	3.3	-28.3%	2.6	-25.7%
Feb-2020	3.1	-34.0%	2.6	-23.5%
Mar-2020	3.3	-28.3%	3.0	-9.1%
<b>Apr-2020</b>	<b>3.0</b>	<b>-37.5%</b>	<b>2.9</b>	<b>-21.6%</b>

## Historical Months Supply of Inventory by Month



# Total Market Overview

Key metrics by report Month and for year-to-date (YTD) starting from the first of the year.



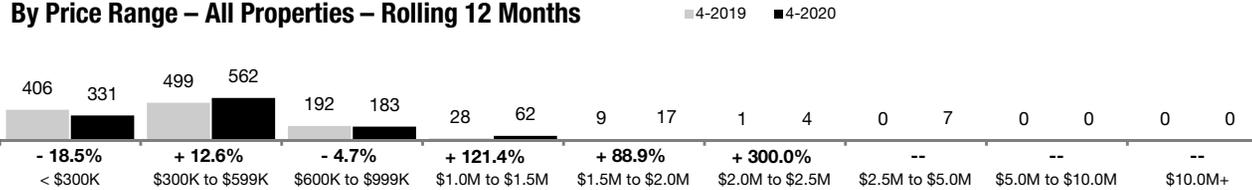
Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		168	<b>83</b>	- 50.6%	478	<b>386</b>	- 19.2%
<b>Pending Sales</b>		121	<b>75</b>	- 38.0%	380	<b>295</b>	- 22.4%
<b>Sold Listings</b>		91	<b>75</b>	- 17.6%	286	<b>280</b>	- 2.1%
<b>Median Sales Price</b>		\$363,000	<b>\$410,000</b>	+ 12.9%	\$360,000	<b>\$417,750</b>	+ 16.0%
<b>Avg. Sales Price</b>		\$433,565	<b>\$528,883</b>	+ 22.0%	\$445,309	<b>\$511,939</b>	+ 15.0%
<b>Pct. of List Price Received</b>		98.4%	<b>97.7%</b>	- 0.7%	97.8%	<b>97.7%</b>	- 0.1%
<b>Days on Market</b>		68	<b>84</b>	+ 23.5%	89	<b>86</b>	- 3.4%
<b>Affordability Index</b>		97	<b>94</b>	- 3.1%	98	<b>92</b>	- 6.1%
<b>Active Listings</b>		429	<b>292</b>	- 31.9%	--	<b>--</b>	--
<b>Months Supply</b>		4.5	<b>3.0</b>	- 33.3%	--	<b>--</b>	--

# Closed Sales

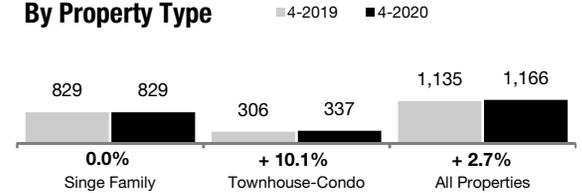
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	235	170	-27.7%	171	161	-5.8%
\$300,000 to \$599,999	387	414	+7.0%	112	148	+32.1%
\$600,000 to \$999,999	170	162	-4.7%	22	21	-4.5%
\$1,000,000 to \$1,499,999	27	55	+103.7%	1	7	+600.0%
\$1,500,00 to \$1,999,999	9	17	+88.9%	0	0	--
\$2,000,000 to \$2,499,999	1	4	+300.0%	0	0	--
\$2,500,000 to \$4,999,999	0	7	--	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>829</b>	<b>829</b>	<b>0.0%</b>	<b>306</b>	<b>337</b>	<b>+10.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2020	4-2020	Change	3-2020	4-2020	Change
\$299,999 and Below	12	15	+25.0%	9	8	-11.1%
\$300,000 to \$599,999	28	28	0.0%	10	5	-50.0%
\$600,000 to \$999,999	16	11	-31.3%	1	0	-100.0%
\$1,000,000 to \$1,499,999	7	5	-28.6%	0	0	--
\$1,500,00 to \$1,999,999	0	2	--	0	0	--
\$2,000,000 to \$2,499,999	0	0	--	0	0	--
\$2,500,000 to \$4,999,999	0	1	--	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>63</b>	<b>62</b>	<b>-1.6%</b>	<b>20</b>	<b>13</b>	<b>-35.0%</b>

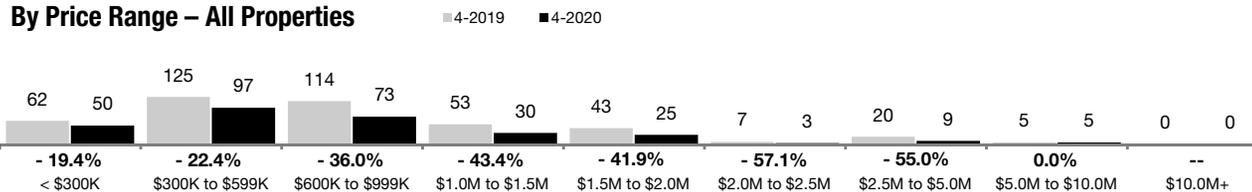
### Year to Date

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	54	42	-22.2%	43	33	-23.3%
\$300,000 to \$599,999	86	96	+11.6%	40	32	-20.0%
\$600,000 to \$999,999	49	47	-4.1%	5	5	0.0%
\$1,000,000 to \$1,499,999	6	18	+200.0%	1	1	0.0%
\$1,500,00 to \$1,999,999	2	5	+150.0%	0	0	--
\$2,000,000 to \$2,499,999	0	0	--	0	0	--
\$2,500,000 to \$4,999,999	0	1	--	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>197</b>	<b>209</b>	<b>+6.1%</b>	<b>89</b>	<b>71</b>	<b>-20.2%</b>

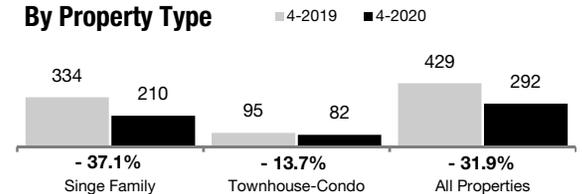
# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	21	19	-9.5%	41	31	-24.4%
\$300,000 to \$599,999	95	73	-23.2%	30	24	-20.0%
\$600,000 to \$999,999	96	54	-43.8%	18	19	+5.6%
\$1,000,000 to \$1,499,999	48	23	-52.1%	5	7	+40.0%
\$1,500,00 to \$1,999,999	42	25	-40.5%	1	0	-100.0%
\$2,000,000 to \$2,499,999	7	2	-71.4%	0	1	--
\$2,500,000 to \$4,999,999	20	9	-55.0%	0	0	--
\$5,000,000 to \$9,999,999	5	5	0.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>334</b>	<b>210</b>	<b>-37.1%</b>	<b>95</b>	<b>82</b>	<b>-13.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2020	4-2020	Change	3-2020	4-2020	Change
\$299,999 and Below	19	19	0.0%	31	31	0.0%
\$300,000 to \$599,999	74	73	-1.4%	28	24	-14.3%
\$600,000 to \$999,999	66	54	-18.2%	21	19	-9.5%
\$1,000,000 to \$1,499,999	25	23	-8.0%	7	7	0.0%
\$1,500,00 to \$1,999,999	26	25	-3.8%	0	0	--
\$2,000,000 to \$2,499,999	2	2	0.0%	1	1	0.0%
\$2,500,000 to \$4,999,999	9	9	0.0%	0	0	--
\$5,000,000 to \$9,999,999	6	5	-16.7%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>227</b>	<b>210</b>	<b>-7.5%</b>	<b>88</b>	<b>82</b>	<b>-6.8%</b>

### Year to Date

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	54	42	-22.2%	43	33	-23.3%
\$300,000 to \$599,999	86	96	+11.6%	40	32	-20.0%
\$600,000 to \$999,999	49	47	-4.1%	5	5	0.0%
\$1,000,000 to \$1,499,999	6	18	+200.0%	1	1	0.0%
\$1,500,00 to \$1,999,999	2	5	+150.0%	0	0	--
\$2,000,000 to \$2,499,999	0	0	--	0	0	--
\$2,500,000 to \$4,999,999	0	1	--	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>197</b>	<b>209</b>	<b>+6.1%</b>	<b>89</b>	<b>71</b>	<b>-20.2%</b>

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	A count of all the listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
<b>Inventory of Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.