

# Monthly Indicators



## June 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 11.5 percent for single family homes and 41.9 percent for townhouse-condo properties. Pending Sales increased 78.2 percent for single family homes and 10.5 percent for townhouse-condo properties.

The Median Sales Price was up 26.0 percent to \$516,000 for single family homes and 2.8 percent to \$332,000 for townhouse-condo properties. Days on Market increased 18.0 percent for single family homes but decreased 34.7 percent for townhouse-condo properties.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

## Activity Snapshot

<b>- 6.5%</b>	<b>+ 18.1%</b>	<b>- 49.0%</b>
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

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	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		148	<b>131</b>	- 11.5%	621	<b>518</b>	- 16.6%
<b>Pending Sales</b>		78	<b>139</b>	+ 78.2%	429	<b>455</b>	+ 6.1%
<b>Sold Listings</b>		90	<b>89</b>	- 1.1%	380	<b>348</b>	- 8.4%
<b>Median Sales Price</b>		\$409,500	<b>\$516,000</b>	+ 26.0%	\$416,250	<b>\$458,750</b>	+ 10.2%
<b>Avg. Sales Price</b>		\$501,982	<b>\$639,491</b>	+ 27.4%	\$512,653	<b>\$583,951</b>	+ 13.9%
<b>Pct. of List Price Received</b>		98.2%	<b>97.7%</b>	- 0.5%	97.9%	<b>97.5%</b>	- 0.4%
<b>Days on Market</b>		61	<b>72</b>	+ 18.0%	82	<b>85</b>	+ 3.7%
<b>Affordability Index</b>		86	<b>75</b>	- 12.8%	84	<b>85</b>	+ 1.2%
<b>Active Listings</b>		400	<b>192</b>	- 52.0%	--	<b>--</b>	--
<b>Months Supply</b>		5.7	<b>2.9</b>	- 49.1%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

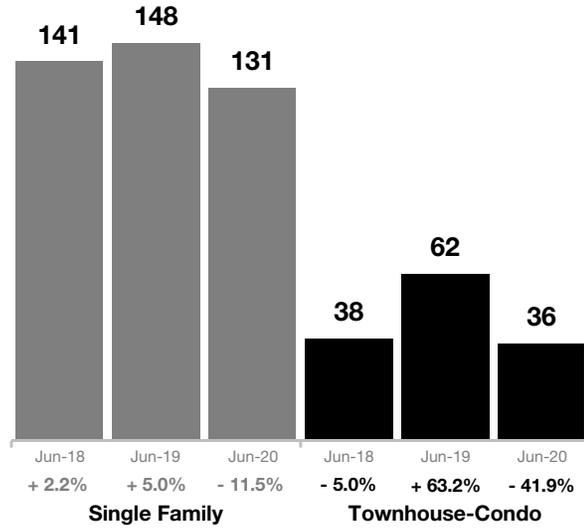


Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		62	36	- 41.9%	256	181	- 29.3%
<b>Pending Sales</b>		38	42	+ 10.5%	190	149	- 21.6%
<b>Sold Listings</b>		34	27	- 20.6%	161	117	- 27.3%
<b>Median Sales Price</b>		\$323,000	<b>\$332,000</b>	+ 2.8%	\$300,000	<b>\$315,000</b>	+ 5.0%
<b>Avg. Sales Price</b>		\$368,553	<b>\$379,491</b>	+ 3.0%	\$331,257	<b>\$357,469</b>	+ 7.9%
<b>Pct. of List Price Received</b>		99.3%	<b>97.9%</b>	- 1.4%	98.6%	<b>98.4%</b>	- 0.2%
<b>Days on Market</b>		75	<b>49</b>	- 34.7%	78	<b>69</b>	- 11.5%
<b>Affordability Index</b>		109	<b>117</b>	+ 7.3%	117	<b>123</b>	+ 5.1%
<b>Active Listings</b>		112	<b>69</b>	- 38.4%	--	--	--
<b>Months Supply</b>		4.2	<b>2.7</b>	- 35.7%	--	--	--

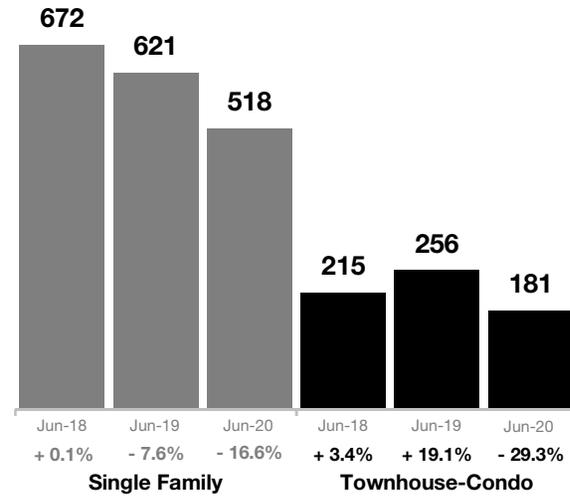
# New Listings



## June

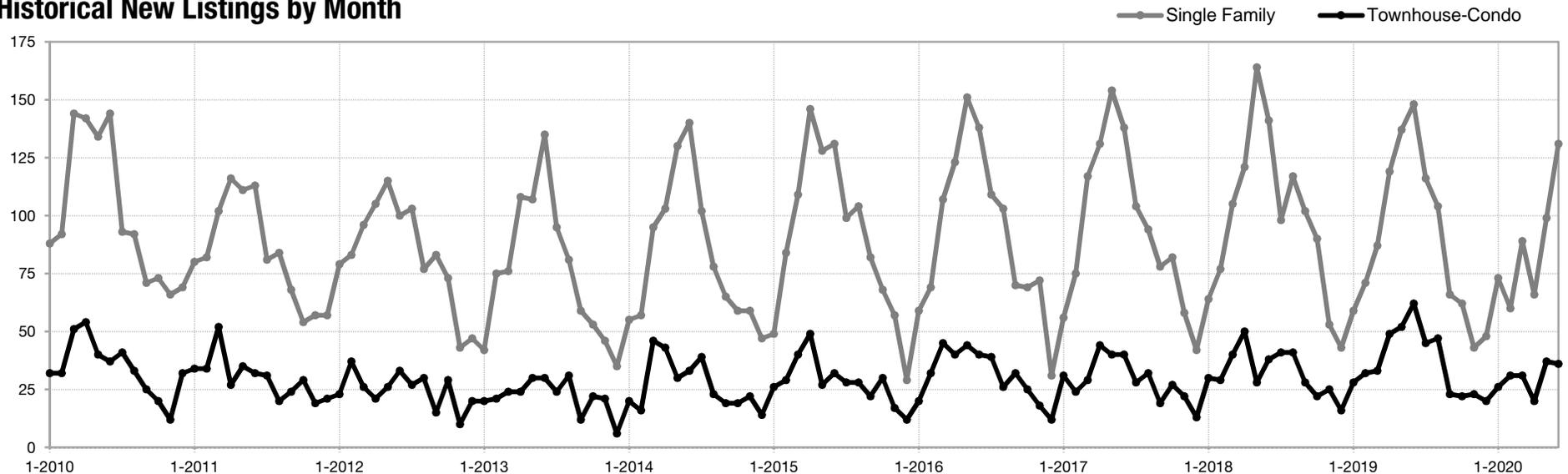


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	116	+18.4%	45	+9.8%
Aug-2019	104	-11.1%	47	+14.6%
Sep-2019	66	-35.3%	23	-17.9%
Oct-2019	62	-31.1%	22	0.0%
Nov-2019	43	-18.9%	23	-8.0%
Dec-2019	48	+11.6%	20	+25.0%
Jan-2020	73	+23.7%	26	-7.1%
Feb-2020	60	-15.5%	31	-3.1%
Mar-2020	89	+2.3%	31	-6.1%
Apr-2020	66	-44.5%	20	-59.2%
May-2020	99	-27.7%	37	-28.8%
<b>Jun-2020</b>	<b>131</b>	<b>-11.5%</b>	<b>36</b>	<b>-41.9%</b>

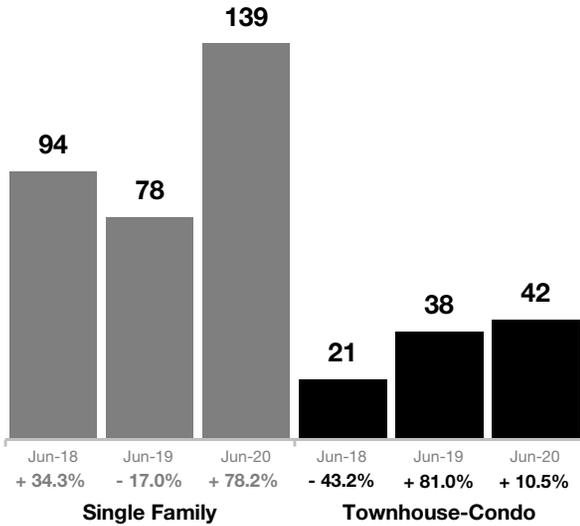
## Historical New Listings by Month



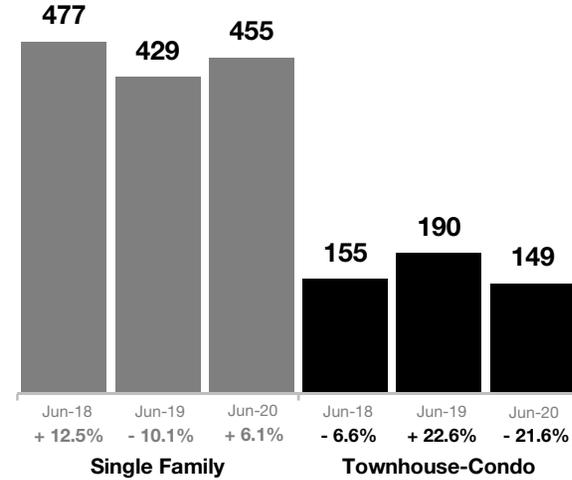
# Pending Sales



## June

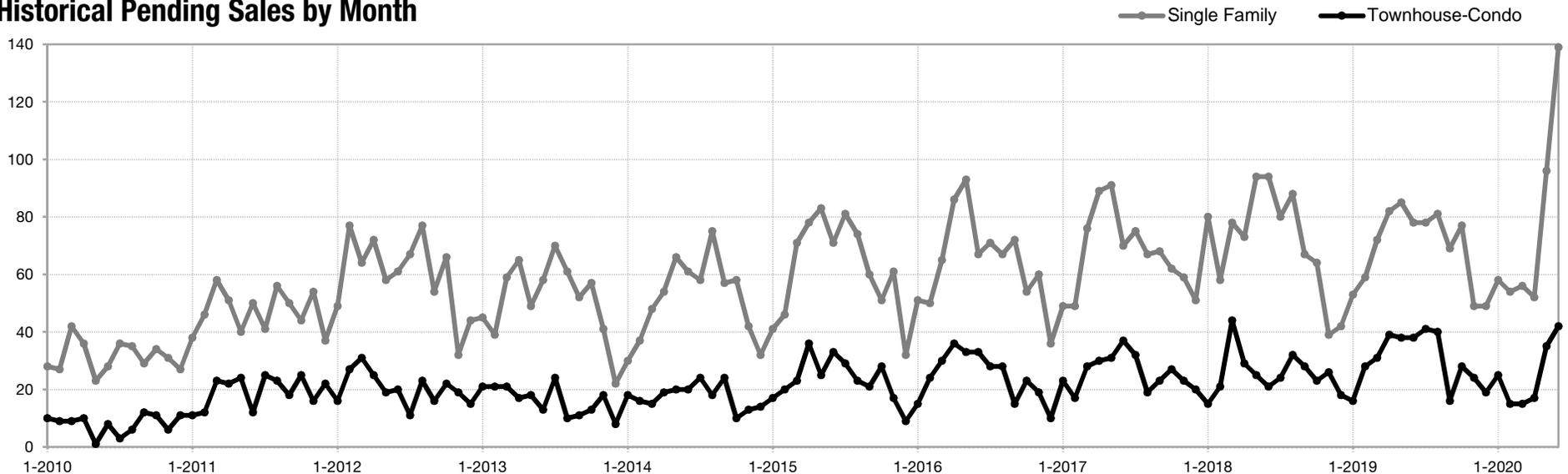


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	78	-2.5%	41	+70.8%
Aug-2019	81	-8.0%	40	+25.0%
Sep-2019	69	+3.0%	16	-42.9%
Oct-2019	77	+20.3%	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	56	-22.2%	15	-51.6%
Apr-2020	52	-36.6%	17	-56.4%
May-2020	96	+12.9%	35	-7.9%
<b>Jun-2020</b>	<b>139</b>	<b>+78.2%</b>	<b>42</b>	<b>+10.5%</b>

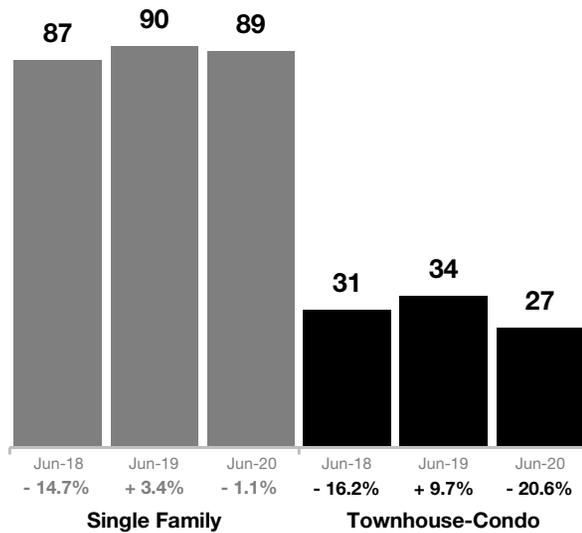
## Historical Pending Sales by Month



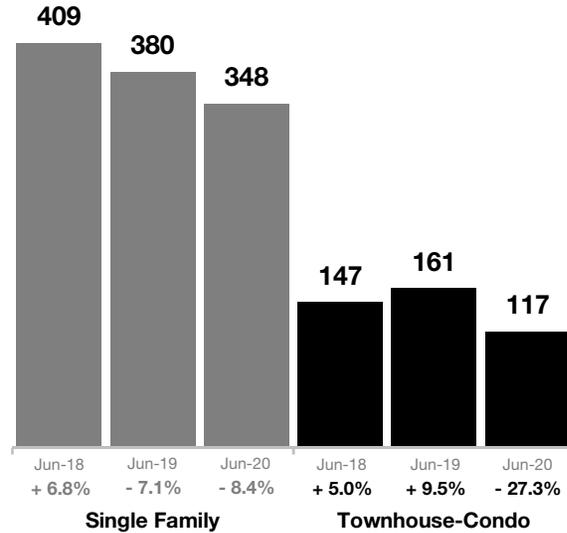
# Sold Listings



## June

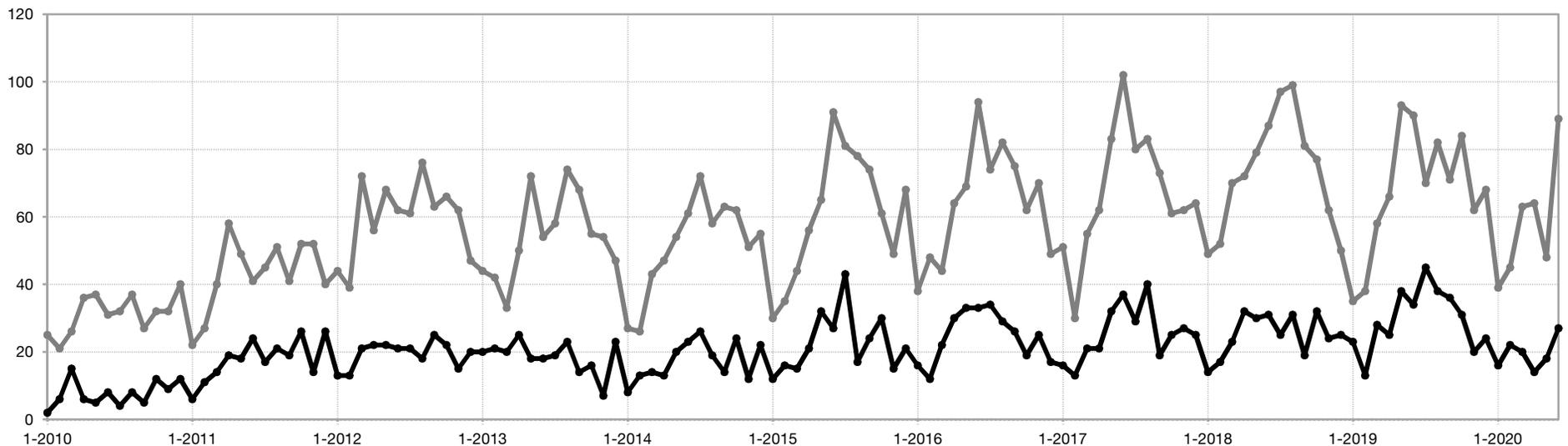


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2020	64	-3.0%	14	-44.0%
May-2020	48	-48.4%	18	-52.6%
<b>Jun-2020</b>	<b>89</b>	<b>-1.1%</b>	<b>27</b>	<b>-20.6%</b>

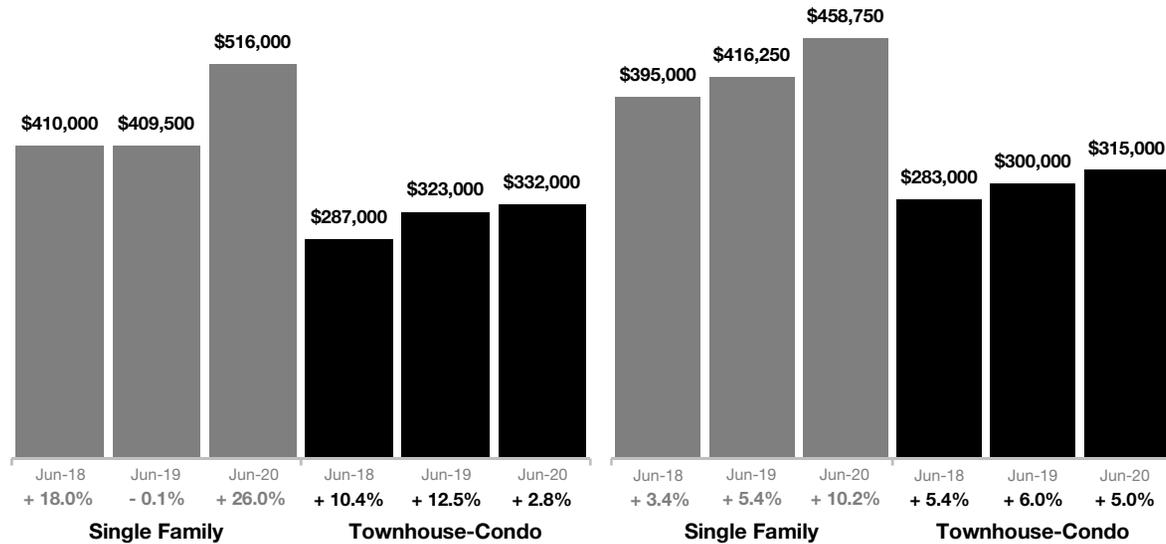
## Historical Sold Listings by Month



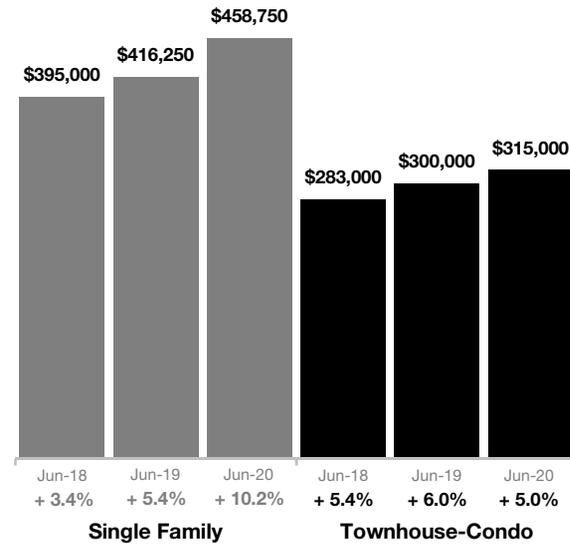
# Median Sales Price



## June

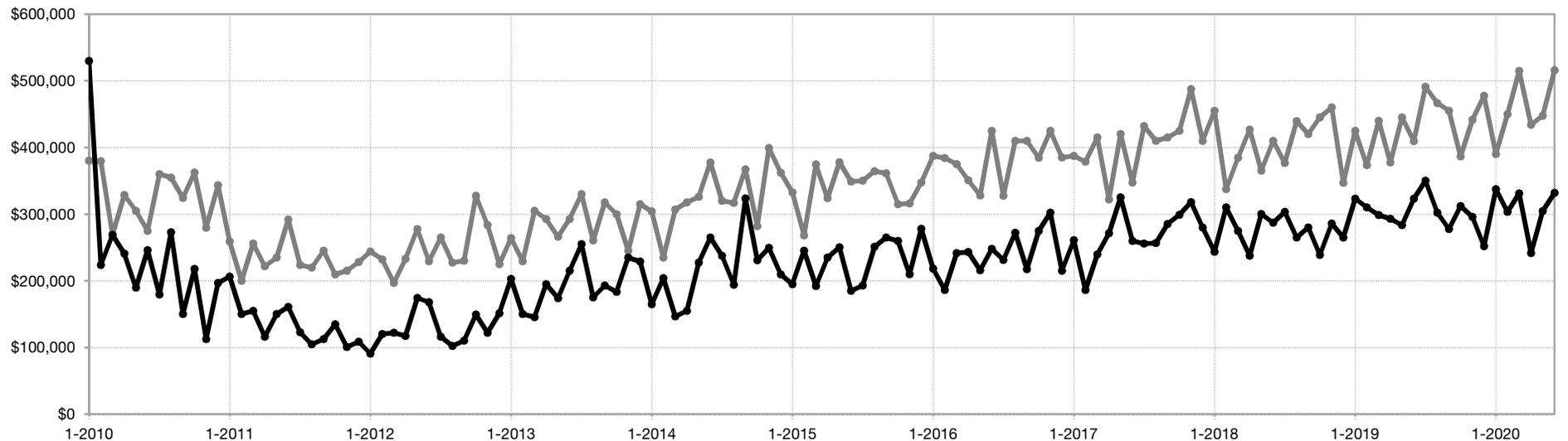


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2020	\$434,000	+15.0%	\$241,500	-17.6%
May-2020	\$447,500	+0.6%	\$304,500	+7.4%
<b>Jun-2020</b>	<b>\$516,000</b>	<b>+26.0%</b>	<b>\$332,000</b>	<b>+2.8%</b>

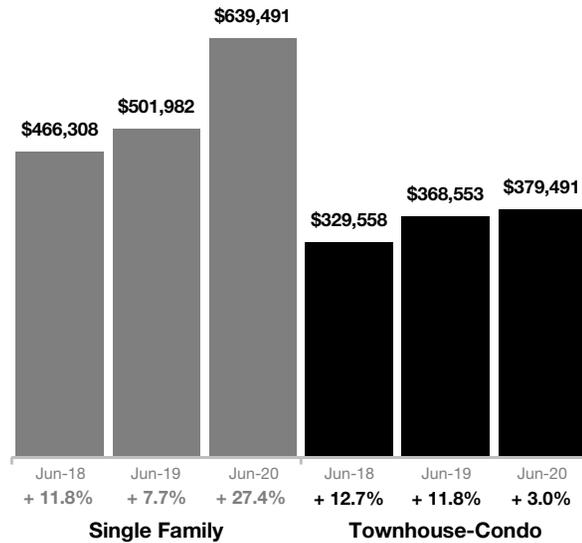
## Historical Median Sales Price by Month



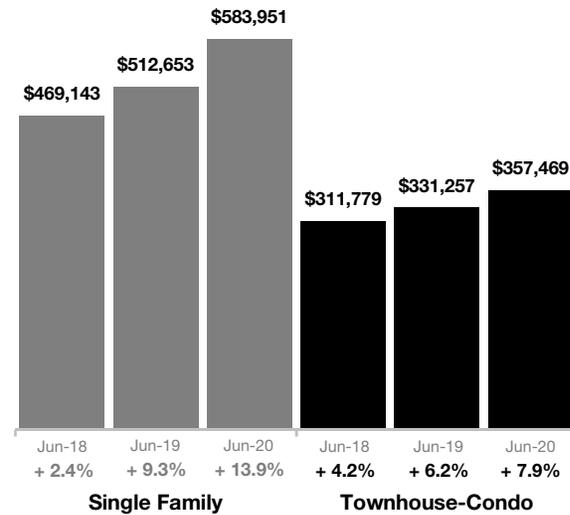
# Average Sales Price



## June

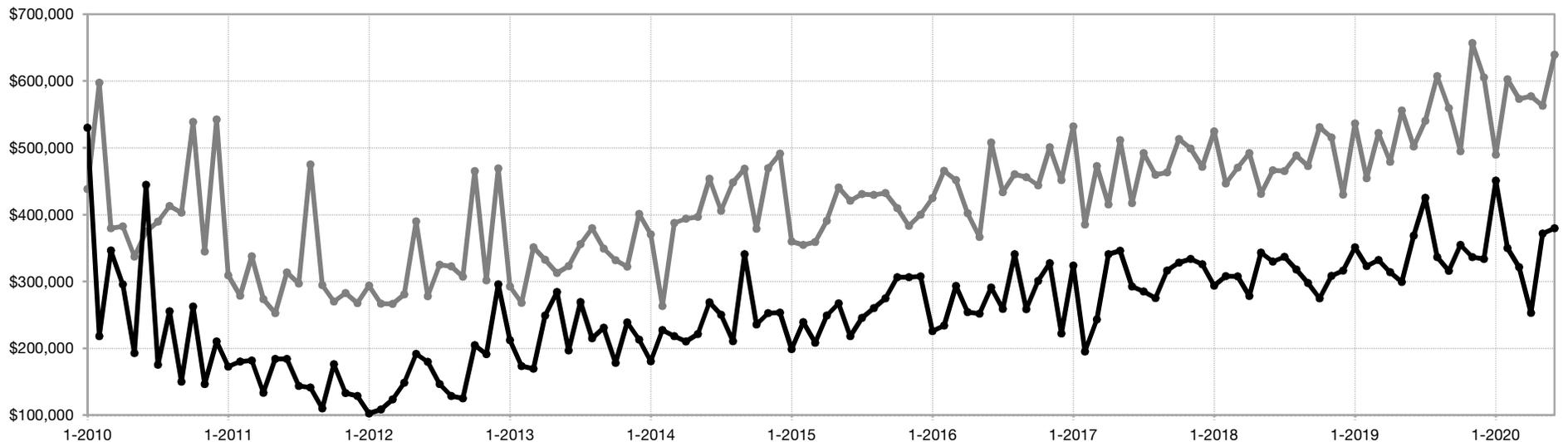


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2020	\$577,254	+20.6%	\$253,000	-19.5%
May-2020	\$562,998	+1.3%	\$371,728	+24.2%
<b>Jun-2020</b>	<b>\$639,491</b>	<b>+27.4%</b>	<b>\$379,491</b>	<b>+3.0%</b>

## Historical Average Sales Price by Month

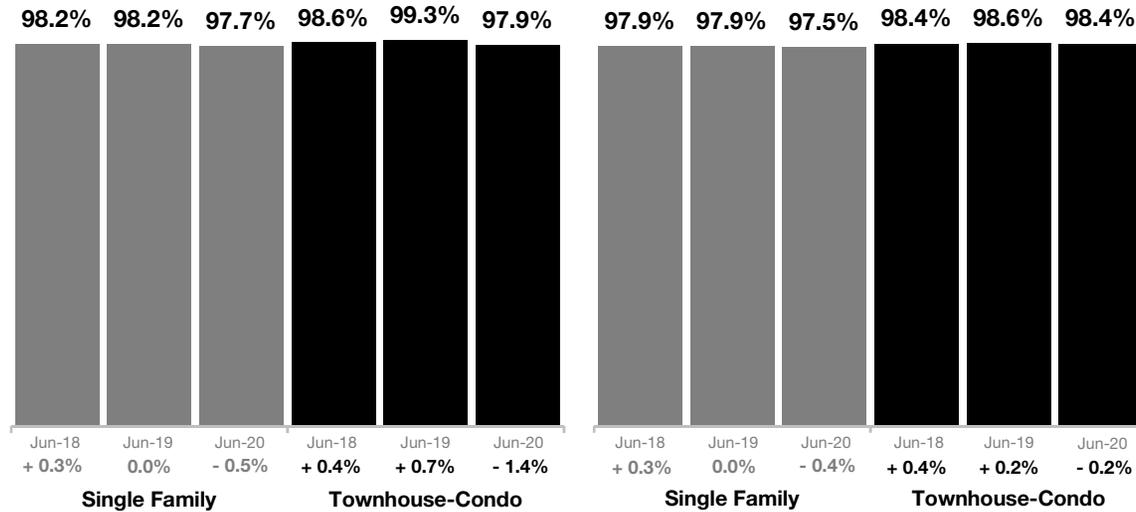


# Percent of List Price Received



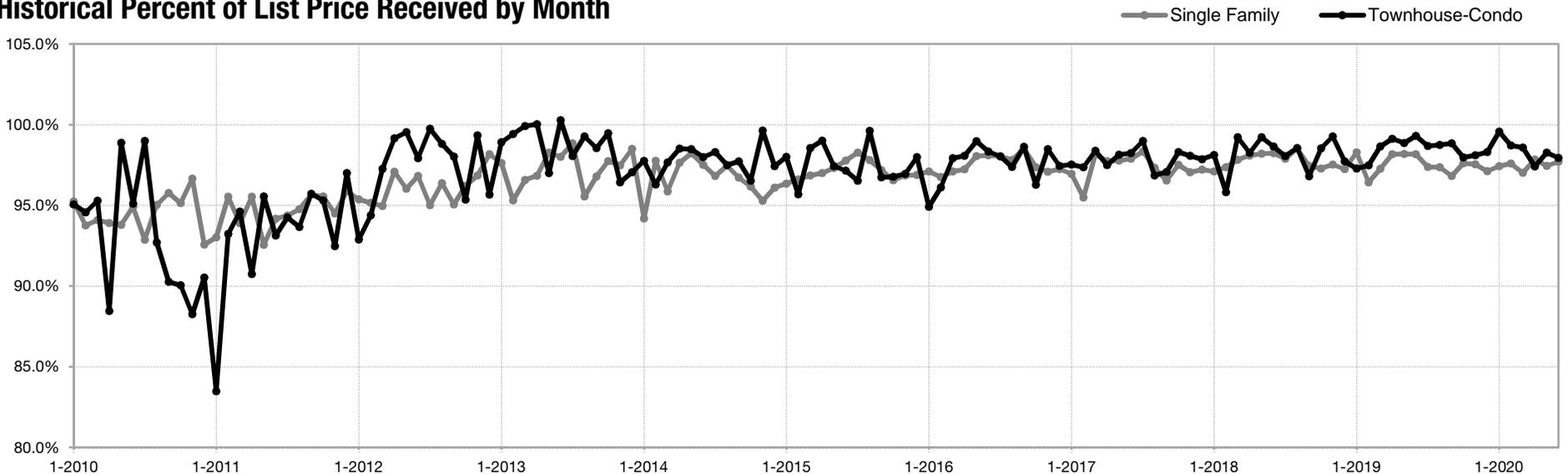
## June

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2020	97.8%	-0.4%	97.4%	-1.7%
May-2020	97.4%	-0.8%	98.3%	-0.6%
<b>Jun-2020</b>	<b>97.7%</b>	<b>-0.5%</b>	<b>97.9%</b>	<b>-1.4%</b>

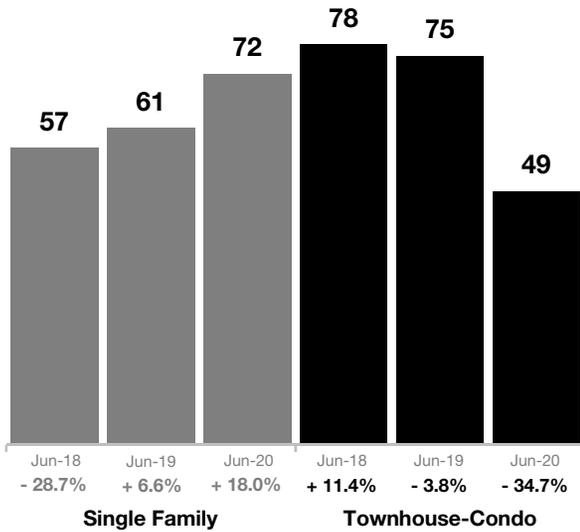
## Historical Percent of List Price Received by Month



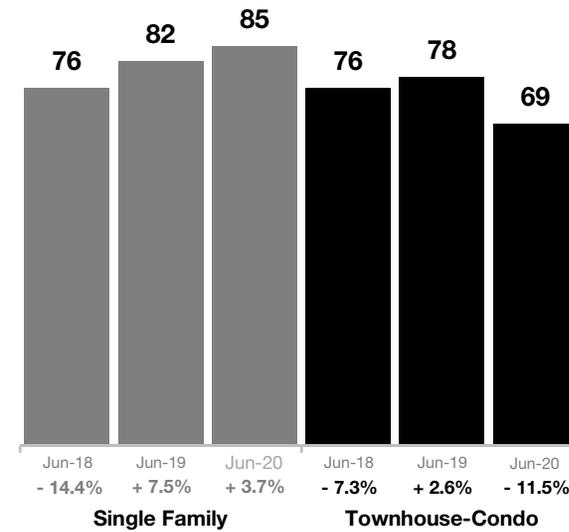
# Days on Market Until Sale



## June

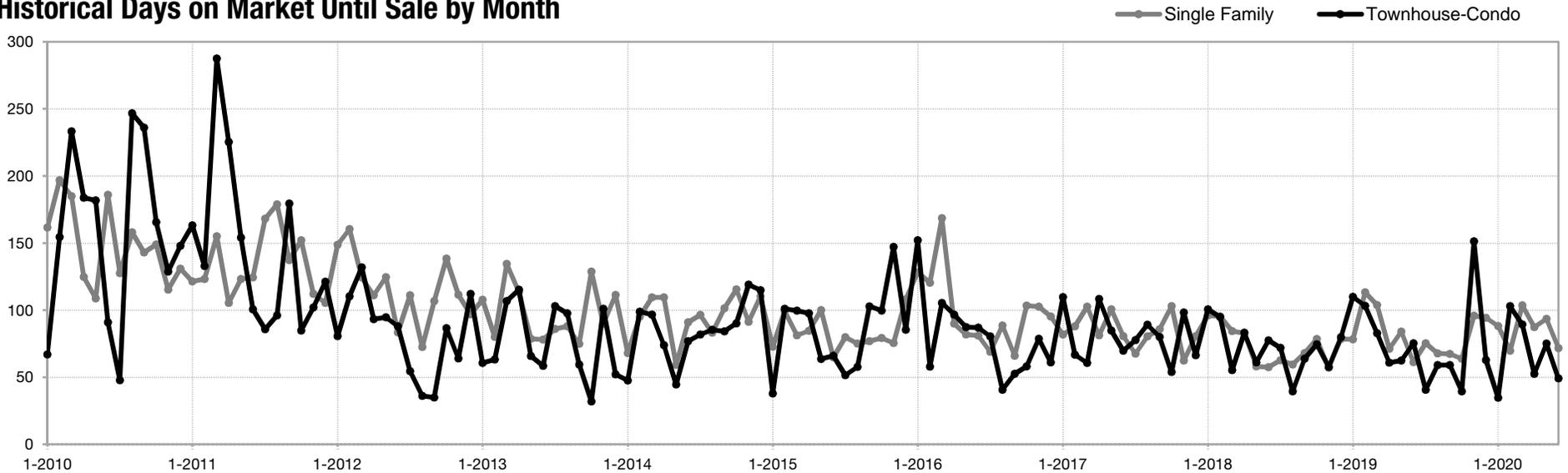


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2020	87	+22.5%	52	-14.8%
May-2020	94	+11.9%	75	+21.0%
<b>Jun-2020</b>	<b>72</b>	<b>+18.0%</b>	<b>49</b>	<b>-34.7%</b>

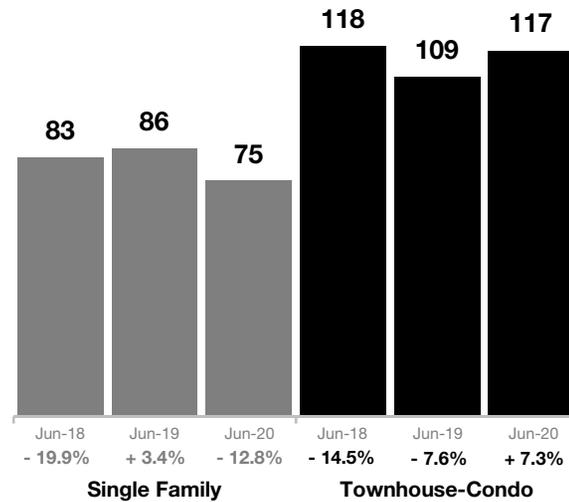
## Historical Days on Market Until Sale by Month



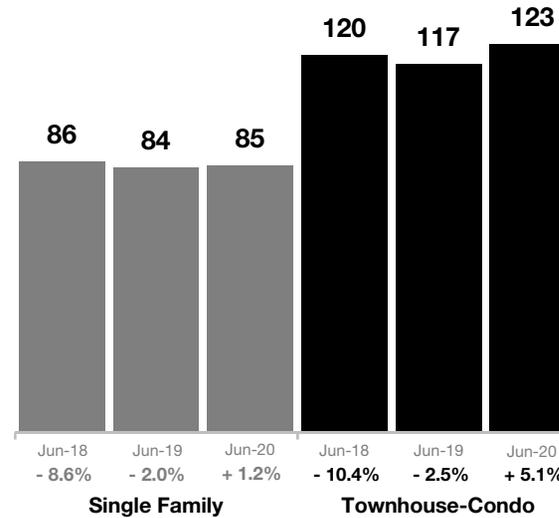
# Housing Affordability Index



## June

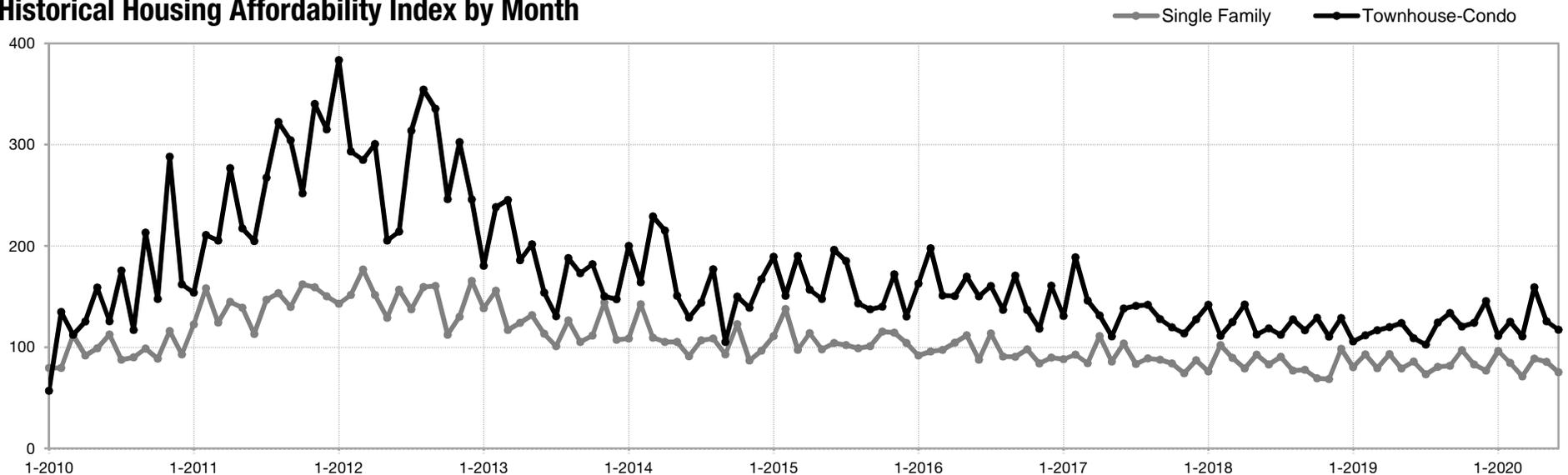


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2020	89	-4.3%	159	+32.5%
May-2020	85	+7.6%	126	+1.6%
<b>Jun-2020</b>	<b>75</b>	<b>-12.8%</b>	<b>117</b>	<b>+7.3%</b>

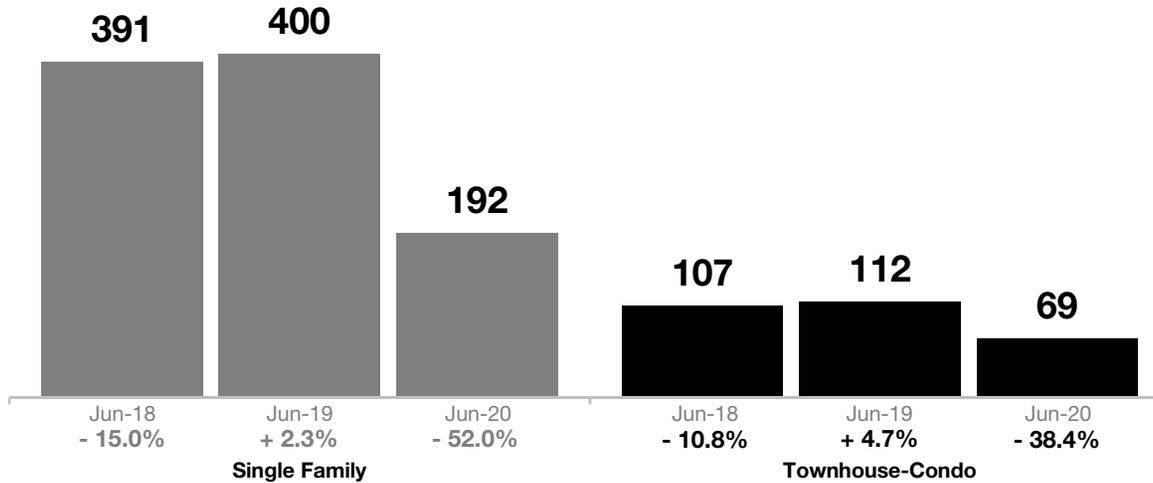
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

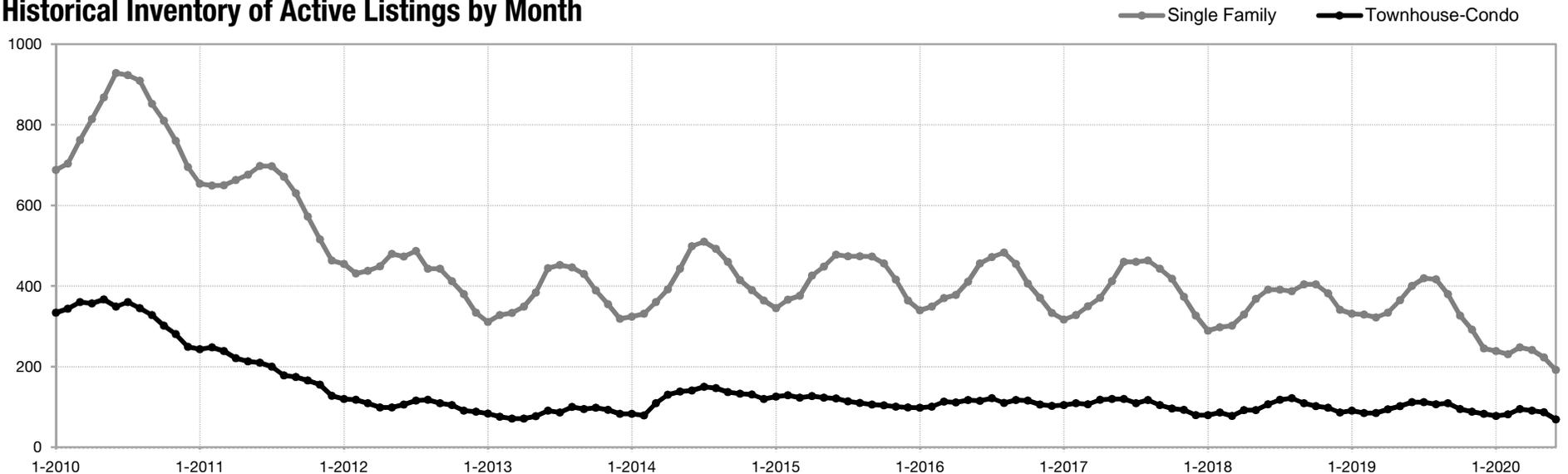


June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	419	+7.2%	112	-5.1%
Aug-2019	417	+7.8%	107	-12.3%
Sep-2019	380	-5.9%	109	0.0%
Oct-2019	327	-19.1%	95	-6.9%
Nov-2019	292	-23.6%	88	-10.2%
Dec-2019	245	-28.2%	83	-3.5%
Jan-2020	239	-27.8%	78	-14.3%
Feb-2020	231	-29.8%	82	-3.5%
Mar-2020	248	-23.0%	95	+11.8%
Apr-2020	241	-27.8%	91	-3.2%
May-2020	223	-38.9%	87	-14.7%
<b>Jun-2020</b>	<b>192</b>	<b>-52.0%</b>	<b>69</b>	<b>-38.4%</b>

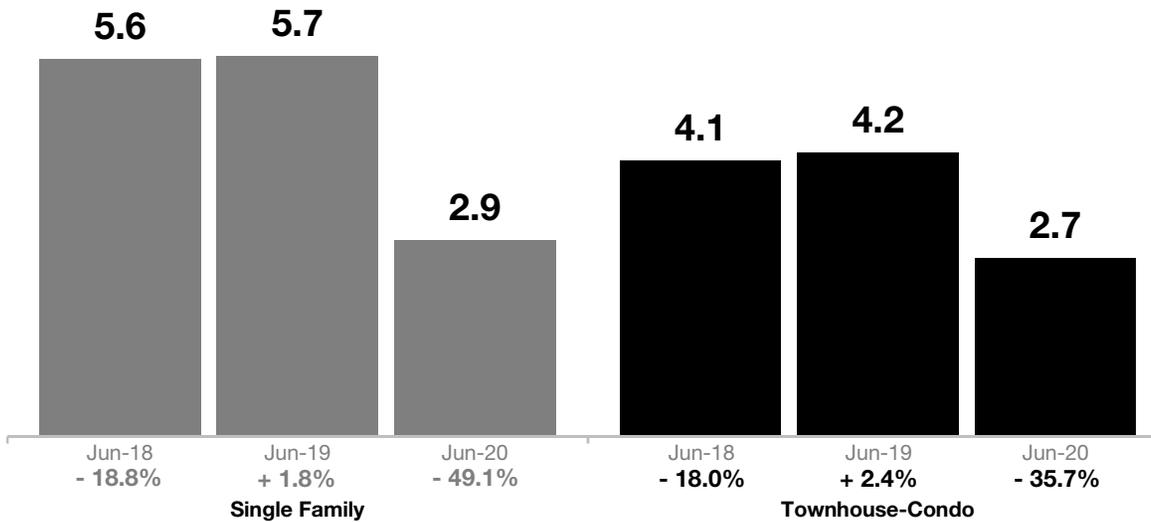
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

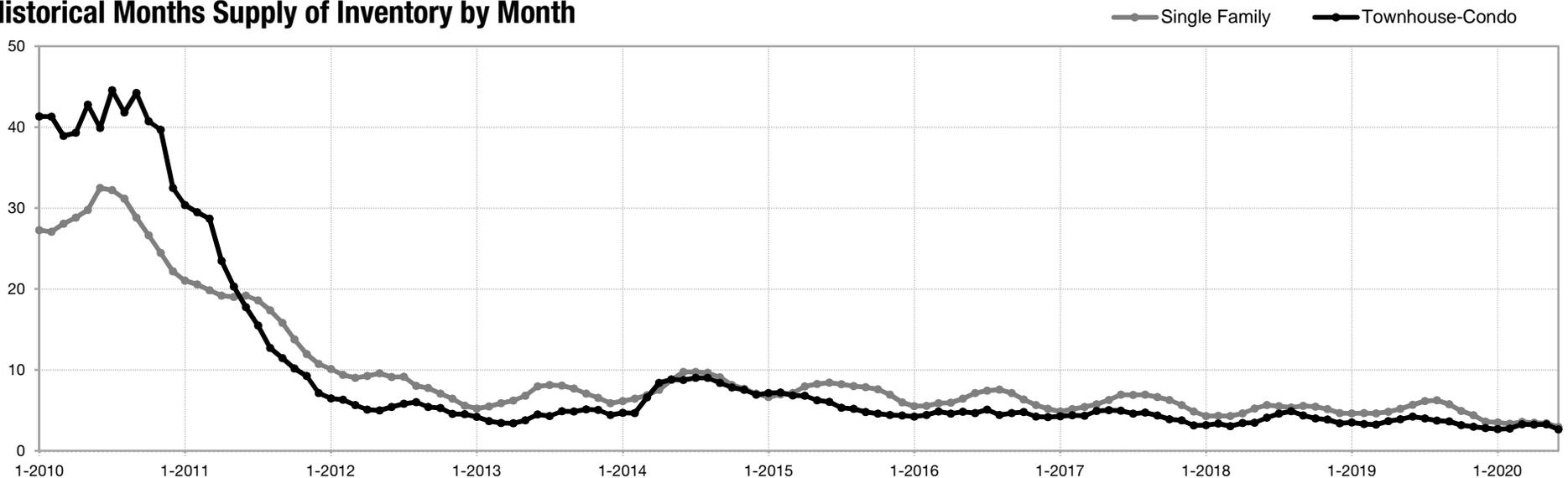


June



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	6.1	+10.9%	4.0	-13.0%
Aug-2019	6.2	+14.8%	3.7	-24.5%
Sep-2019	5.8	+3.6%	3.6	-18.2%
Oct-2019	4.9	-10.9%	3.2	-20.0%
Nov-2019	4.4	-15.4%	3.0	-23.1%
Dec-2019	3.6	-23.4%	2.8	-17.6%
Jan-2020	3.5	-23.9%	2.7	-22.9%
Feb-2020	3.3	-29.8%	2.8	-15.2%
Mar-2020	3.6	-21.7%	3.3	0.0%
Apr-2020	3.5	-27.1%	3.2	-13.5%
May-2020	3.4	-34.6%	3.3	-15.4%
<b>Jun-2020</b>	<b>2.9</b>	<b>-49.1%</b>	<b>2.7</b>	<b>-35.7%</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.



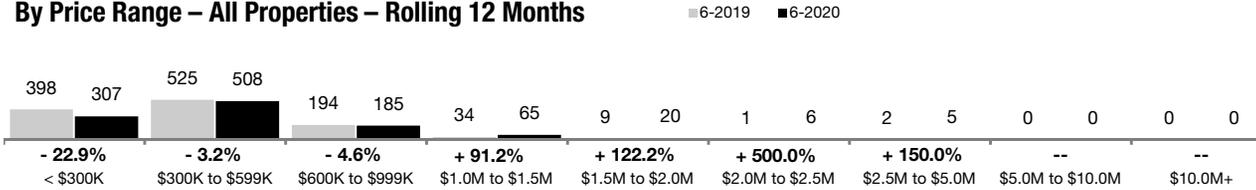
Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		210	167	- 20.5%	877	699	- 20.3%
<b>Pending Sales</b>		116	181	+ 56.0%	619	604	- 2.4%
<b>Sold Listings</b>		124	116	- 6.5%	541	465	- 14.0%
<b>Median Sales Price</b>		\$377,000	\$445,250	+ 18.1%	\$370,000	\$418,000	+ 13.0%
<b>Avg. Sales Price</b>		\$465,396	\$578,974	+ 24.4%	\$458,670	\$526,965	+ 14.9%
<b>Pct. of List Price Received</b>		98.5%	97.8%	- 0.7%	98.1%	97.7%	- 0.4%
<b>Days on Market</b>		65	66	+ 1.5%	81	81	0.0%
<b>Affordability Index</b>		93	87	- 6.5%	95	93	- 2.1%
<b>Active Listings</b>		512	261	- 49.0%	--	--	--
<b>Months Supply</b>		5.3	2.9	- 45.3%	--	--	--

# Closed Sales

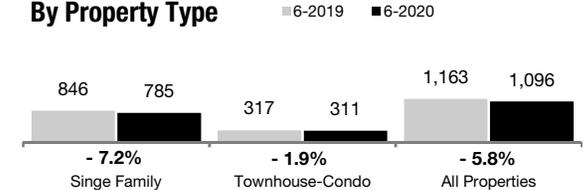
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$299,999 and Below	221	163	-26.2%	177	144	-18.6%
\$300,000 to \$599,999	407	369	-9.3%	118	139	+17.8%
\$600,000 to \$999,999	173	165	-4.6%	21	20	-4.8%
\$1,000,000 to \$1,499,999	33	57	+72.7%	1	8	+700.0%
\$1,500,00 to \$1,999,999	9	20	+122.2%	0	0	--
\$2,000,000 to \$2,499,999	1	6	+500.0%	0	0	--
\$2,500,000 to \$4,999,999	2	5	+150.0%	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>846</b>	<b>785</b>	<b>-7.2%</b>	<b>317</b>	<b>311</b>	<b>-1.9%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2020	6-2020	Change	5-2020	6-2020	Change
\$299,999 and Below	13	15	+15.4%	9	10	+11.1%
\$300,000 to \$599,999	19	36	+89.5%	6	15	+150.0%
\$600,000 to \$999,999	10	26	+160.0%	2	2	0.0%
\$1,000,000 to \$1,499,999	5	7	+40.0%	1	0	-100.0%
\$1,500,00 to \$1,999,999	1	3	+200.0%	0	0	--
\$2,000,000 to \$2,499,999	0	2	--	0	0	--
\$2,500,000 to \$4,999,999	0	0	--	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>48</b>	<b>89</b>	<b>+85.4%</b>	<b>18</b>	<b>27</b>	<b>+50.0%</b>

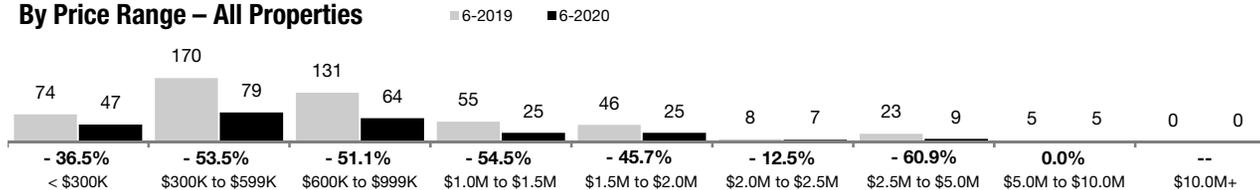
### Year to Date

By Price Range	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$299,999 and Below	90	71	-21.1%	80	53	-33.8%
\$300,000 to \$599,999	187	152	-18.7%	70	53	-24.3%
\$600,000 to \$999,999	82	83	+1.2%	10	9	-10.0%
\$1,000,000 to \$1,499,999	16	30	+87.5%	1	2	+100.0%
\$1,500,00 to \$1,999,999	3	9	+200.0%	0	0	--
\$2,000,000 to \$2,499,999	0	2	--	0	0	--
\$2,500,000 to \$4,999,999	2	1	-50.0%	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>380</b>	<b>348</b>	<b>-8.4%</b>	<b>161</b>	<b>117</b>	<b>-27.3%</b>

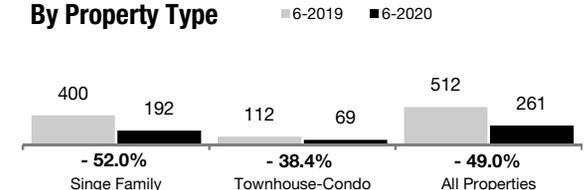
# Inventory of Active Listings

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		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$299,999 and Below	28	18	-35.7%	46	29	-37.0%
\$300,000 to \$599,999	125	58	-53.6%	45	21	-53.3%
\$600,000 to \$999,999	116	50	-56.9%	15	14	-6.7%
\$1,000,000 to \$1,499,999	51	21	-58.8%	4	4	0.0%
\$1,500,00 to \$1,999,999	45	25	-44.4%	1	0	-100.0%
\$2,000,000 to \$2,499,999	7	6	-14.3%	1	1	0.0%
\$2,500,000 to \$4,999,999	23	9	-60.9%	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>400</b>	<b>192</b>	<b>-52.0%</b>	<b>112</b>	<b>69</b>	<b>-38.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2020	6-2020	Change	5-2020	6-2020	Change
\$299,999 and Below	16	18	+12.5%	34	29	-14.7%
\$300,000 to \$599,999	78	58	-25.6%	30	21	-30.0%
\$600,000 to \$999,999	56	50	-10.7%	16	14	-12.5%
\$1,000,000 to \$1,499,999	20	21	+5.0%	6	4	-33.3%
\$1,500,00 to \$1,999,999	30	25	-16.7%	0	0	--
\$2,000,000 to \$2,499,999	4	6	+50.0%	1	1	0.0%
\$2,500,000 to \$4,999,999	14	9	-35.7%	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>223</b>	<b>192</b>	<b>-13.9%</b>	<b>87</b>	<b>69</b>	<b>-20.7%</b>

### Year to Date

By Price Range	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$299,999 and Below	90	71	-21.1%	80	53	-33.8%
\$300,000 to \$599,999	187	152	-18.7%	70	53	-24.3%
\$600,000 to \$999,999	82	83	+1.2%	10	9	-10.0%
\$1,000,000 to \$1,499,999	16	30	+87.5%	1	2	+100.0%
\$1,500,00 to \$1,999,999	3	9	+200.0%	0	0	--
\$2,000,000 to \$2,499,999	0	2	--	0	0	--
\$2,500,000 to \$4,999,999	2	1	-50.0%	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>380</b>	<b>348</b>	<b>-8.4%</b>	<b>161</b>	<b>117</b>	<b>-27.3%</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.