



# Monthly Indicators

## June 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 3.1 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales landed at 212 for single family homes and 41 for townhouse-condo properties.

The Median Sales Price was up 9.5 percent to \$389,153 for single family homes and 9.5 percent to \$301,000 for townhouse-condo properties. Days on Market decreased 10.0 percent for single family homes but increased 90.2 percent for townhouse-condo properties.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

## Activity Snapshot

<b>+ 2.2%</b>	<b>+ 6.5%</b>	<b>+ 5.8%</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>Days on Market</b> All Properties

Residential real estate activity in Area 8 comprised 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	6-2017	6-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		288	<b>279</b>	- 3.1%	1,700	<b>1,471</b>	- 13.5%
<b>Pending / Under Contract</b>		195	<b>212</b>	+ 8.7%	1,314	<b>1,115</b>	- 15.1%
<b>Sold Listings</b>		250	<b>231</b>	- 7.6%	1,198	<b>1,004</b>	- 16.2%
<b>Median Sales Price</b>		\$355,250	<b>\$389,153</b>	+ 9.5%	\$350,000	<b>\$391,295</b>	+ 11.8%
<b>Average Sales Price</b>		\$425,376	<b>\$435,560</b>	+ 2.4%	\$399,256	<b>\$435,881</b>	+ 9.2%
<b>Pct. of List Price Received</b>		100.5%	<b>100.3%</b>	- 0.2%	100.0%	<b>99.9%</b>	- 0.1%
<b>Days on Market</b>		70	<b>63</b>	- 10.0%	77	<b>75</b>	- 2.6%
<b>Affordability Index</b>		101	<b>87</b>	- 13.9%	103	<b>87</b>	- 15.5%
<b>Active Listings</b>		499	<b>391</b>	- 21.6%	--	<b>--</b>	--
<b>Months Supply</b>		2.6	<b>2.1</b>	- 19.2%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

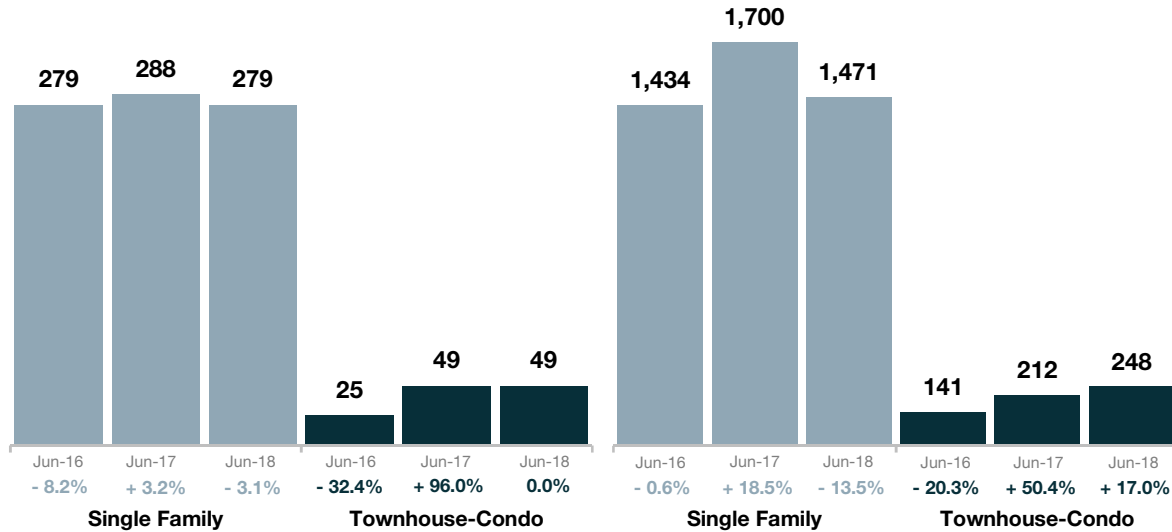


Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		49	49	0.0%	212	248	+ 17.0%
<b>Pending / Under Contract</b>		30	41	+ 36.7%	156	210	+ 34.6%
<b>Sold Listings</b>		26	51	+ 96.2%	126	204	+ 61.9%
<b>Median Sales Price</b>		\$274,900	\$301,000	+ 9.5%	\$265,000	\$301,618	+ 13.8%
<b>Average Sales Price</b>		\$281,519	\$305,772	+ 8.6%	\$273,003	\$308,315	+ 12.9%
<b>Pct. of List Price Received</b>		100.5%	101.1%	+ 0.6%	100.8%	100.7%	- 0.1%
<b>Days on Market</b>		61	116	+ 90.2%	63	120	+ 90.5%
<b>Affordability Index</b>		131	113	- 13.7%	136	113	- 16.9%
<b>Active Listings</b>		77	70	- 9.1%	--	--	--
<b>Months Supply</b>		3.5	2.3	- 34.3%	--	--	--

# New Listings

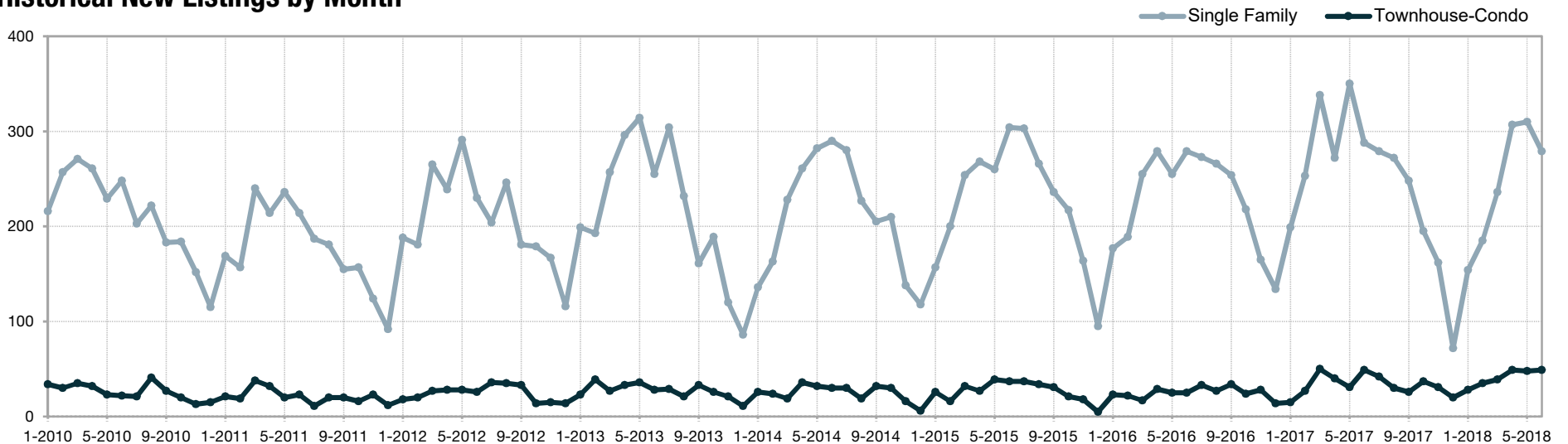


## June



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	279	+2.2%	42	+27.3%
Aug-2017	272	+2.3%	30	+11.1%
Sep-2017	248	-2.4%	26	-23.5%
Oct-2017	195	-10.6%	37	+54.2%
Nov-2017	162	-1.8%	31	+10.7%
Dec-2017	72	-46.3%	20	+42.9%
Jan-2018	154	-22.6%	28	+86.7%
Feb-2018	185	-26.9%	35	+29.6%
Mar-2018	236	-30.2%	39	-22.0%
Apr-2018	307	+12.9%	49	+22.5%
May-2018	310	-11.4%	48	+54.8%
<b>Jun-2018</b>	<b>279</b>	<b>-3.1%</b>	<b>49</b>	<b>0.0%</b>

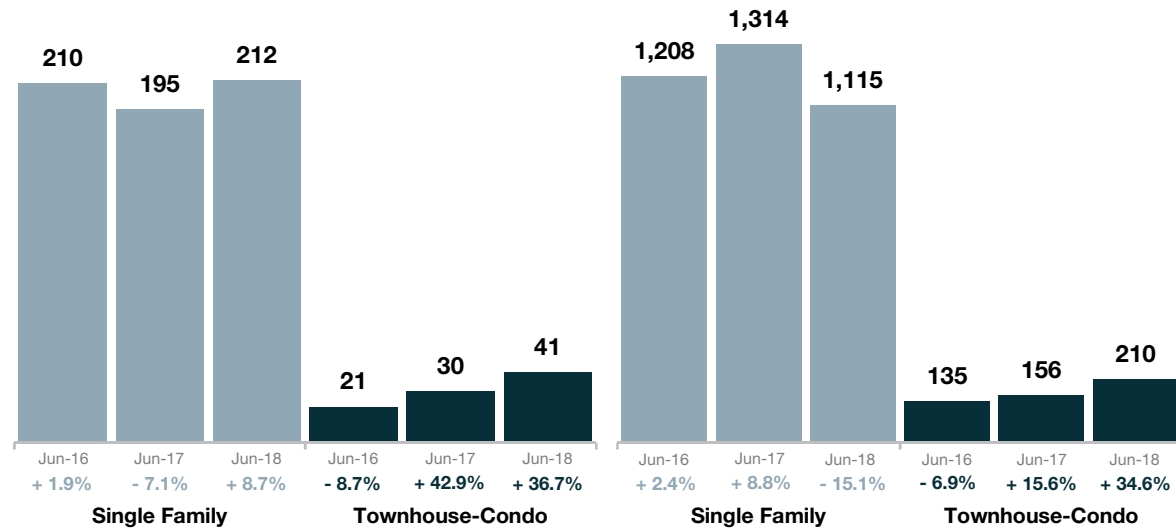
## Historical New Listings by Month



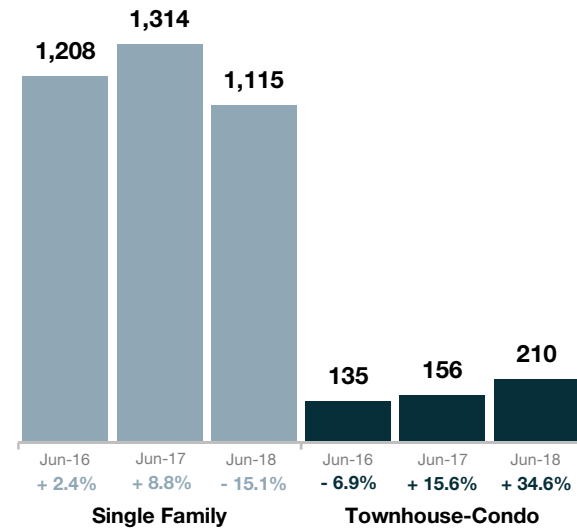
# Pending / Under Contract



## June

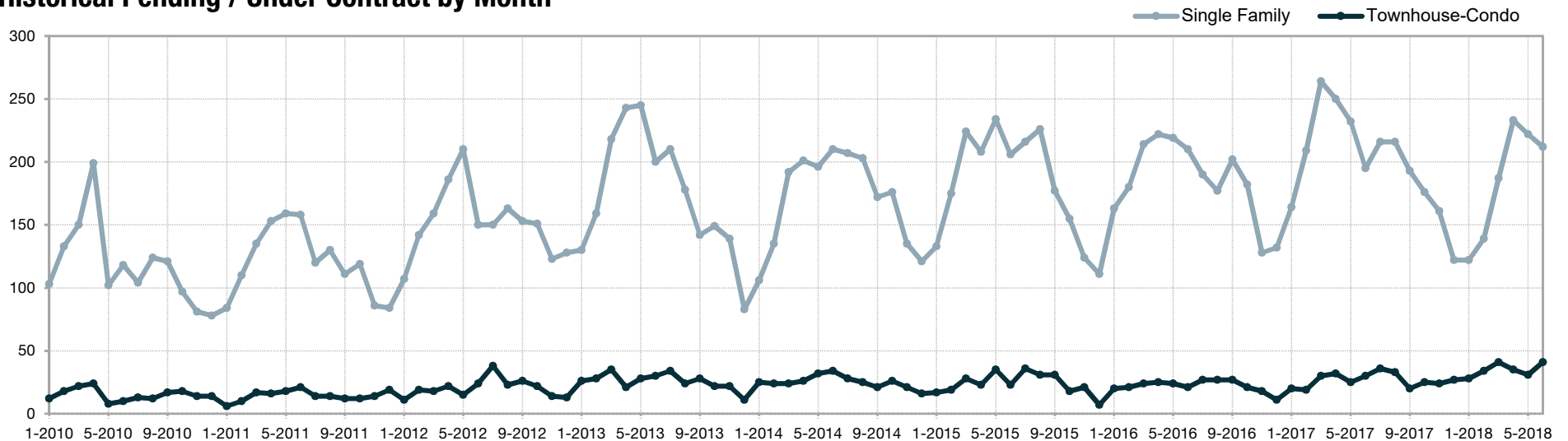


## Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	216	+13.7%	36	+33.3%
Aug-2017	216	+22.0%	33	+22.2%
Sep-2017	193	-4.5%	20	-25.9%
Oct-2017	176	-3.3%	25	+19.0%
Nov-2017	161	+25.8%	24	+33.3%
Dec-2017	122	-7.6%	27	+145.5%
Jan-2018	122	-25.6%	28	+40.0%
Feb-2018	139	-33.5%	34	+78.9%
Mar-2018	187	-29.2%	41	+36.7%
Apr-2018	233	-6.8%	35	+9.4%
May-2018	222	-4.3%	31	+24.0%
<b>Jun-2018</b>	<b>212</b>	<b>+8.7%</b>	<b>41</b>	<b>+36.7%</b>

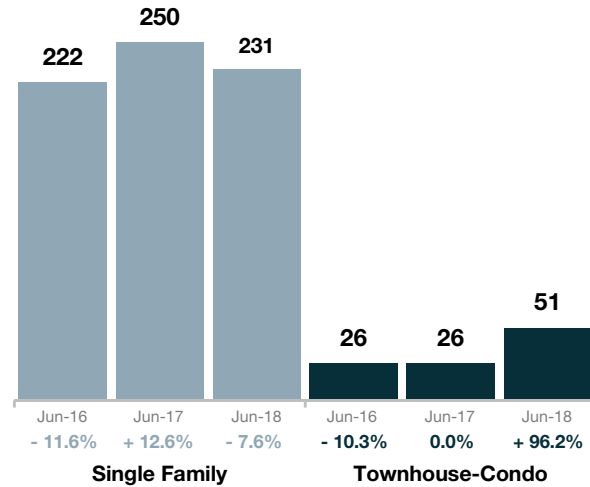
## Historical Pending / Under Contract by Month



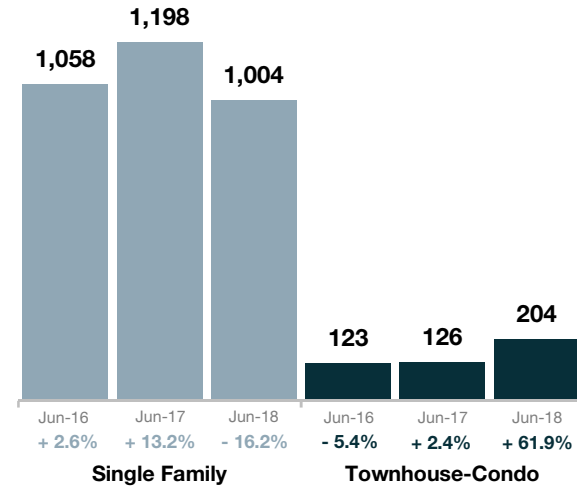
# Sold Listings



## June

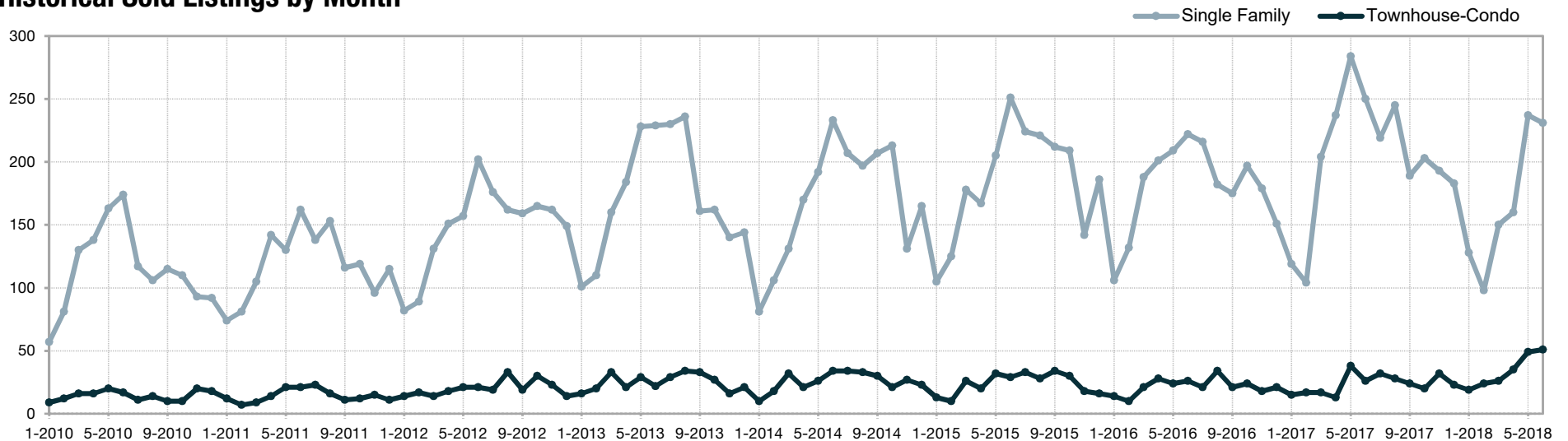


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	219	+1.4%	32	+52.4%
Aug-2017	245	+34.6%	28	-17.6%
Sep-2017	189	+8.0%	24	+14.3%
Oct-2017	203	+3.0%	20	-16.7%
Nov-2017	193	+7.8%	32	+77.8%
Dec-2017	183	+21.2%	23	+9.5%
Jan-2018	128	+7.6%	19	+26.7%
Feb-2018	98	-5.8%	24	+41.2%
Mar-2018	150	-26.5%	26	+52.9%
Apr-2018	160	-32.5%	35	+169.2%
May-2018	237	-16.5%	49	+28.9%
<b>Jun-2018</b>	<b>231</b>	<b>-7.6%</b>	<b>51</b>	<b>+96.2%</b>

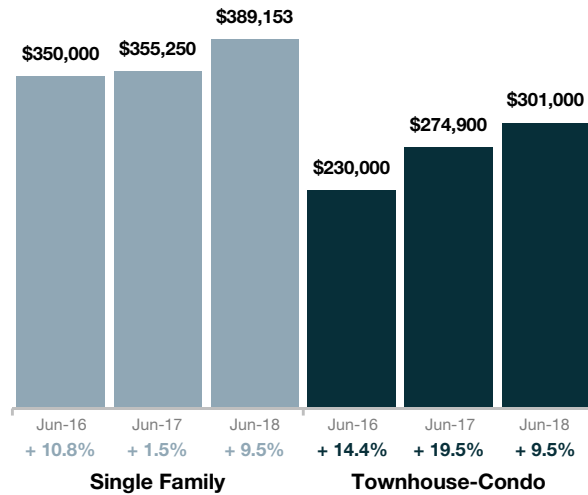
## Historical Sold Listings by Month



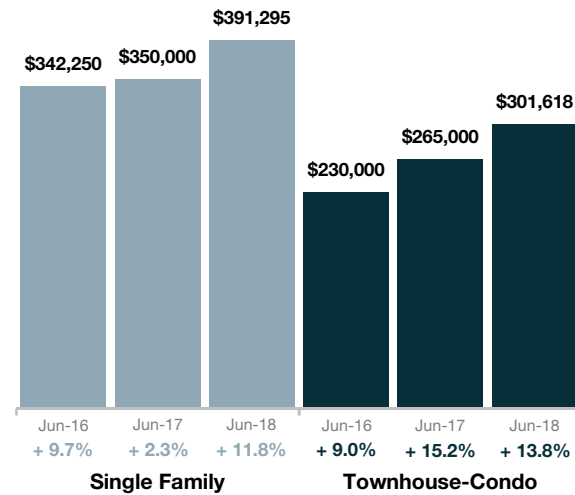
# Median Sales Price



## June

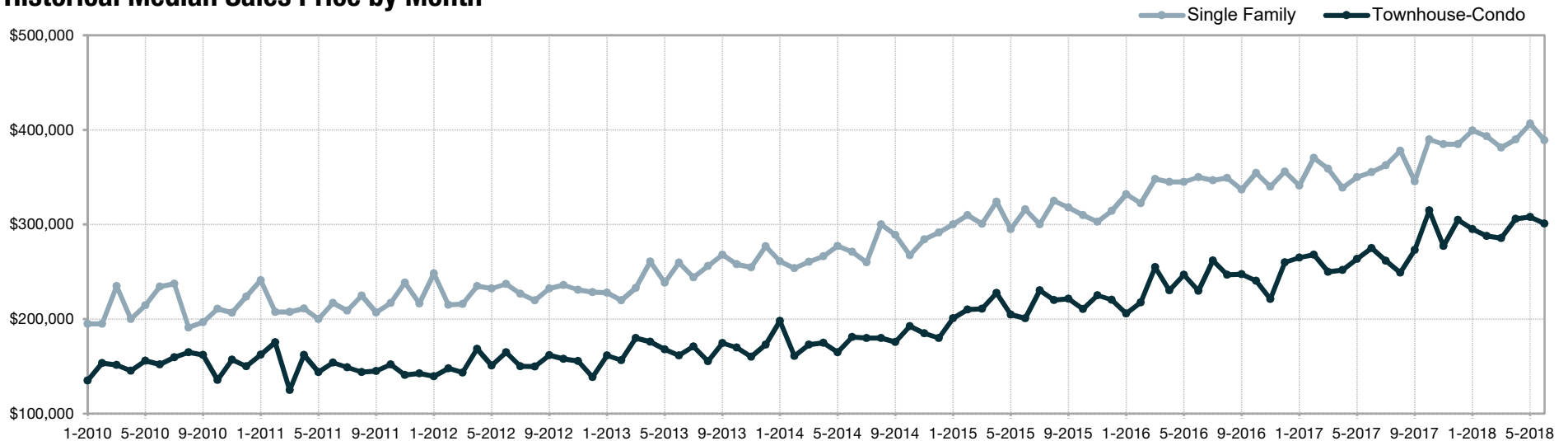


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	\$362,500	+4.5%	\$261,777	-0.0%
Aug-2017	\$378,000	+8.2%	\$249,000	+0.8%
Sep-2017	\$345,500	+2.6%	\$273,200	+10.4%
Oct-2017	\$390,000	+10.0%	\$314,774	+30.9%
Nov-2017	\$384,900	+13.2%	\$277,225	+25.3%
Dec-2017	\$385,000	+8.1%	\$304,900	+17.3%
Jan-2018	\$399,400	+17.1%	\$295,000	+11.4%
Feb-2018	\$393,315	+6.2%	\$287,950	+7.4%
Mar-2018	\$381,245	+6.2%	\$285,500	+14.2%
Apr-2018	\$389,900	+15.0%	\$306,000	+21.4%
May-2018	\$406,500	+16.2%	\$308,000	+16.9%
<b>Jun-2018</b>	<b>\$389,153</b>	<b>+9.5%</b>	<b>\$301,000</b>	<b>+9.5%</b>

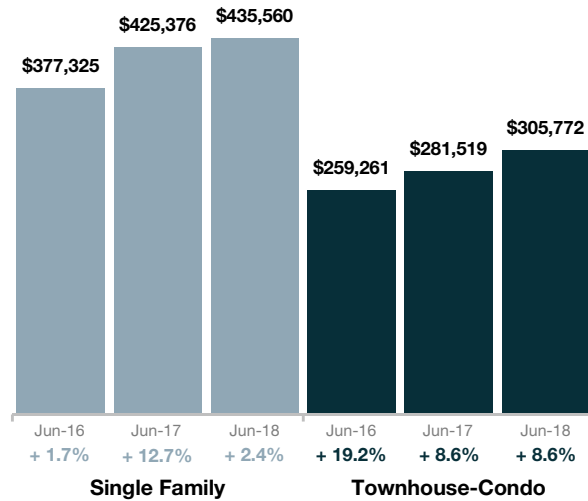
## Historical Median Sales Price by Month



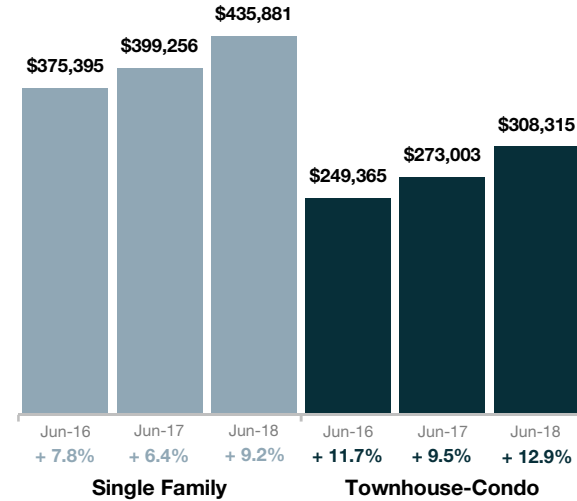
# Average Sales Price



## June

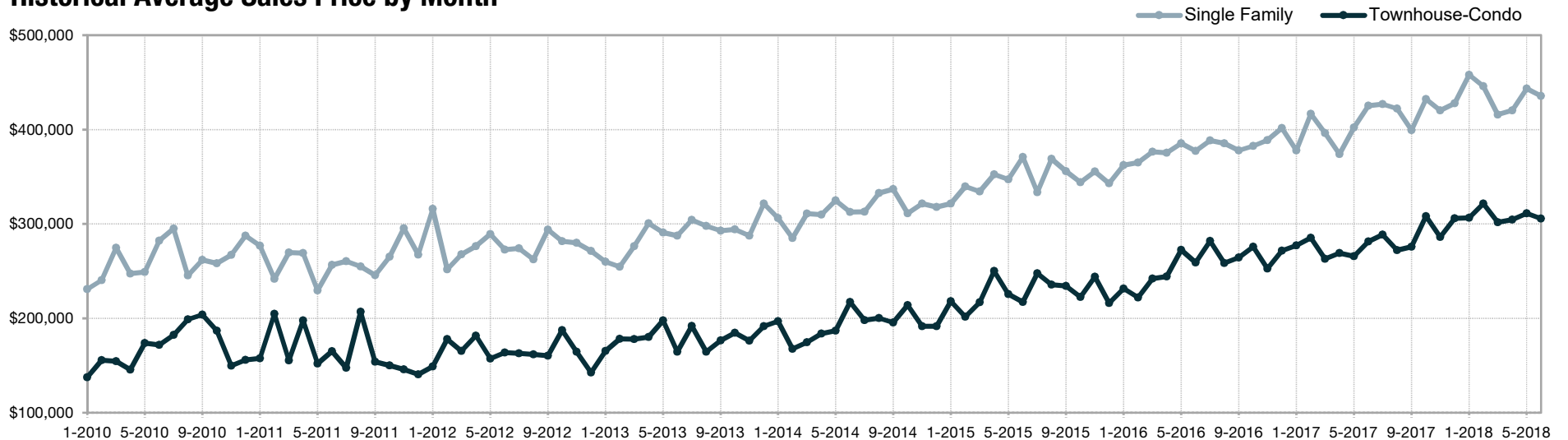


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	\$426,863	+9.9%	\$288,644	+2.3%
Aug-2017	\$422,141	+9.6%	\$272,099	+5.2%
Sep-2017	\$399,452	+5.7%	\$275,871	+4.3%
Oct-2017	\$432,243	+12.9%	\$308,145	+11.6%
Nov-2017	\$420,240	+8.1%	\$286,274	+13.3%
Dec-2017	\$427,760	+6.5%	\$306,061	+12.6%
Jan-2018	\$458,024	+21.2%	\$306,617	+10.6%
Feb-2018	\$445,990	+7.1%	\$321,508	+12.7%
Mar-2018	\$415,900	+5.0%	\$301,781	+14.7%
Apr-2018	\$420,236	+12.4%	\$304,537	+13.1%
May-2018	\$443,295	+10.3%	\$311,326	+17.1%
<b>Jun-2018</b>	<b>\$435,560</b>	<b>+2.4%</b>	<b>\$305,772</b>	<b>+8.6%</b>

## Historical Average Sales Price by Month

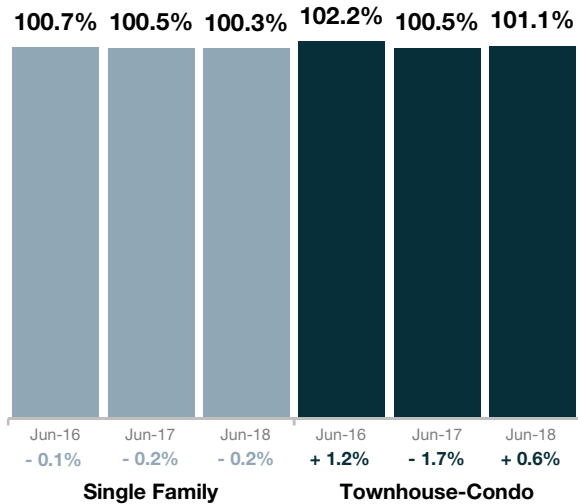




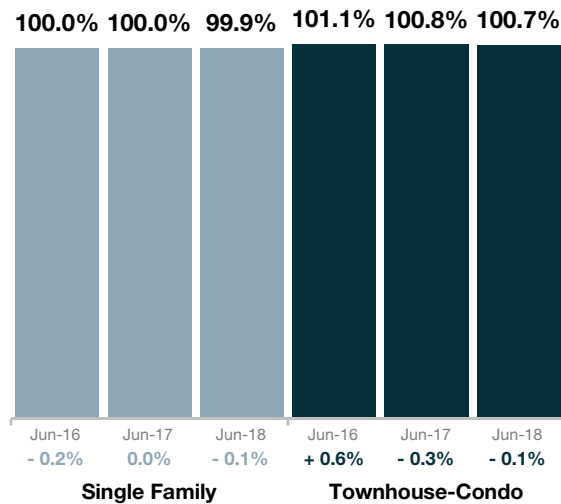
# Percent of List Price Received



## June

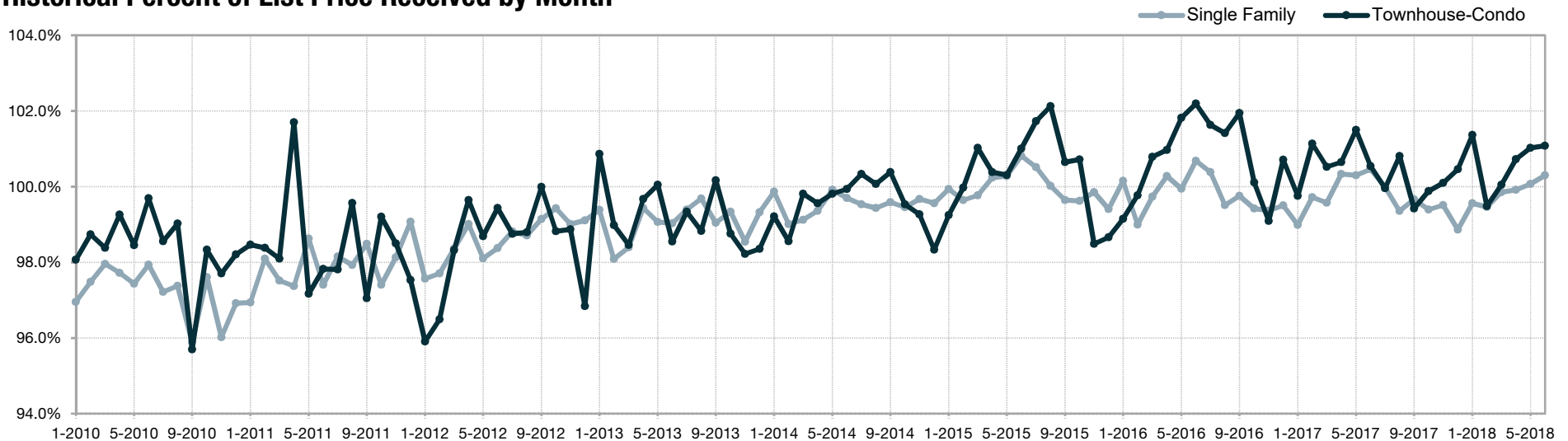


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	100.0%	-0.4%	100.0%	-1.6%
Aug-2017	99.4%	-0.1%	100.8%	-0.6%
Sep-2017	99.7%	-0.1%	99.4%	-2.5%
Oct-2017	99.4%	0.0%	99.9%	-0.2%
Nov-2017	99.5%	+0.1%	100.1%	+1.0%
Dec-2017	98.9%	-0.6%	100.5%	-0.2%
Jan-2018	99.6%	+0.6%	101.4%	+1.6%
Feb-2018	99.5%	-0.2%	99.5%	-1.6%
Mar-2018	99.9%	+0.3%	100.1%	-0.4%
Apr-2018	99.9%	-0.4%	100.7%	0.0%
May-2018	100.1%	-0.2%	101.0%	-0.5%
<b>Jun-2018</b>	<b>100.3%</b>	<b>-0.2%</b>	<b>101.1%</b>	<b>+0.6%</b>

## Historical Percent of List Price Received by Month

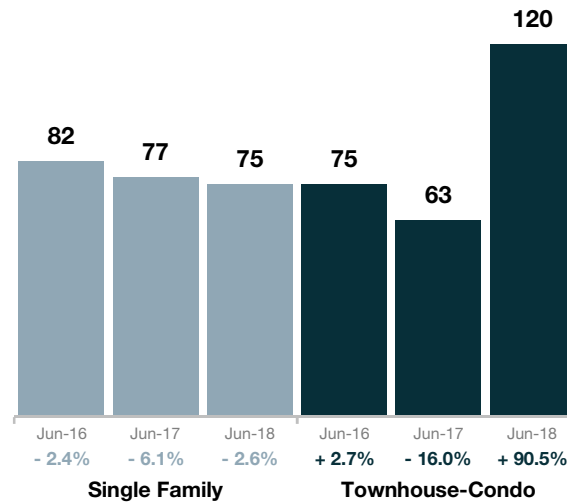
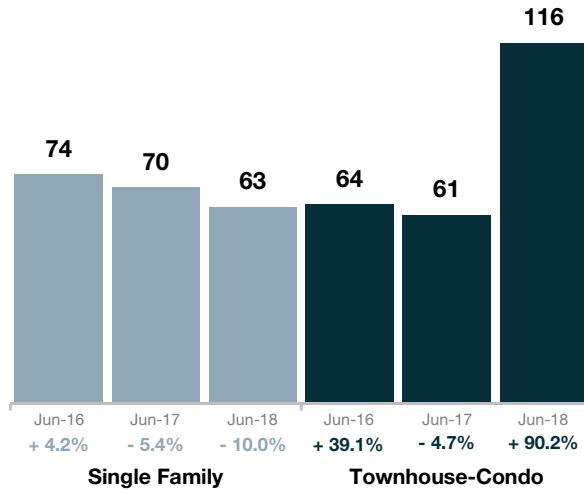


# Days on Market Until Sale



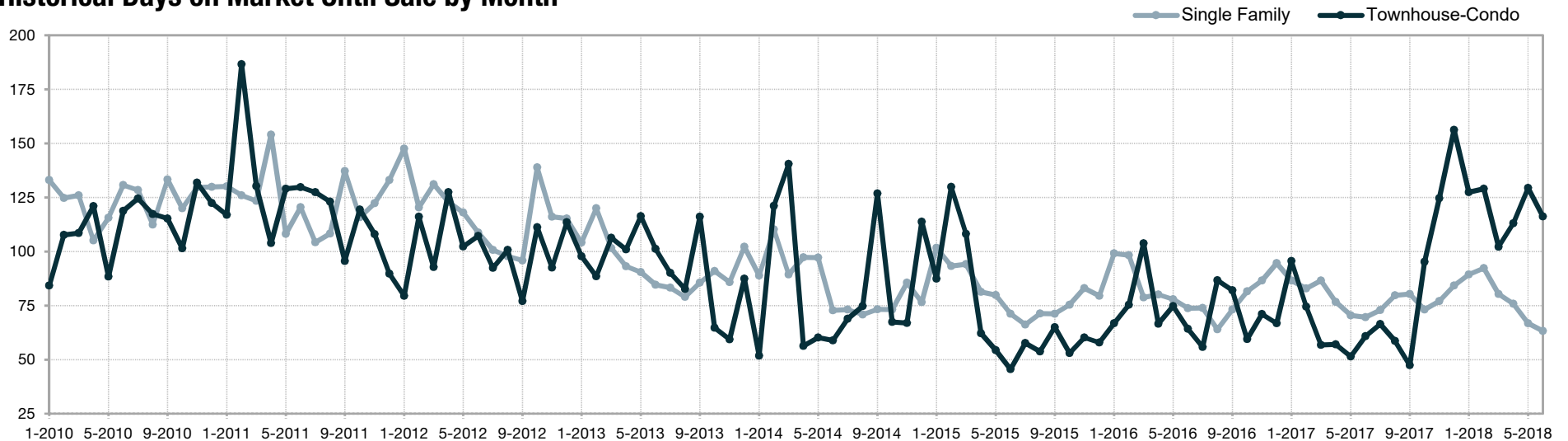
## June

## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	73	-1.4%	66	+17.9%
Aug-2017	80	+25.0%	59	-32.2%
Sep-2017	80	+9.6%	47	-42.7%
Oct-2017	73	-11.0%	95	+58.3%
Nov-2017	77	-11.5%	125	+76.1%
Dec-2017	84	-11.6%	156	+132.8%
Jan-2018	89	+2.3%	127	+32.3%
Feb-2018	92	+10.8%	129	+72.0%
Mar-2018	80	-8.0%	102	+78.9%
Apr-2018	76	-1.3%	113	+98.2%
May-2018	67	-4.3%	129	+152.9%
<b>Jun-2018</b>	<b>63</b>	<b>-10.0%</b>	<b>116</b>	<b>+90.2%</b>

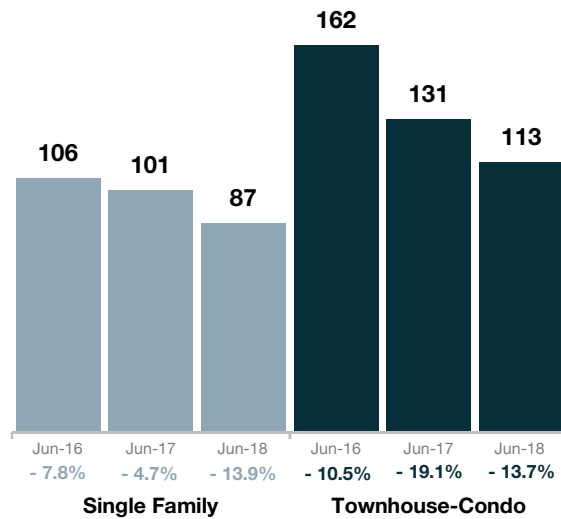
## Historical Days on Market Until Sale by Month



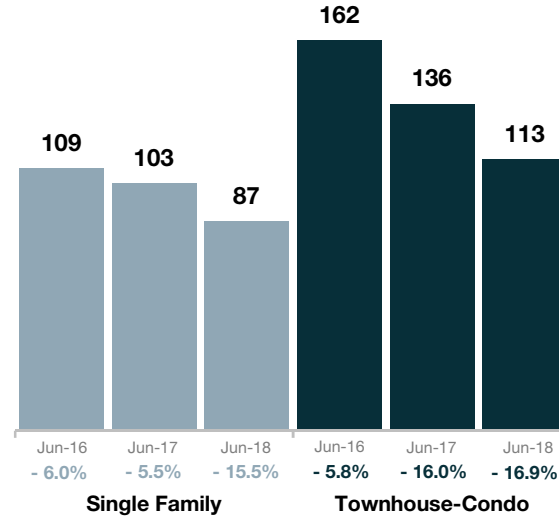
# Housing Affordability Index



## June

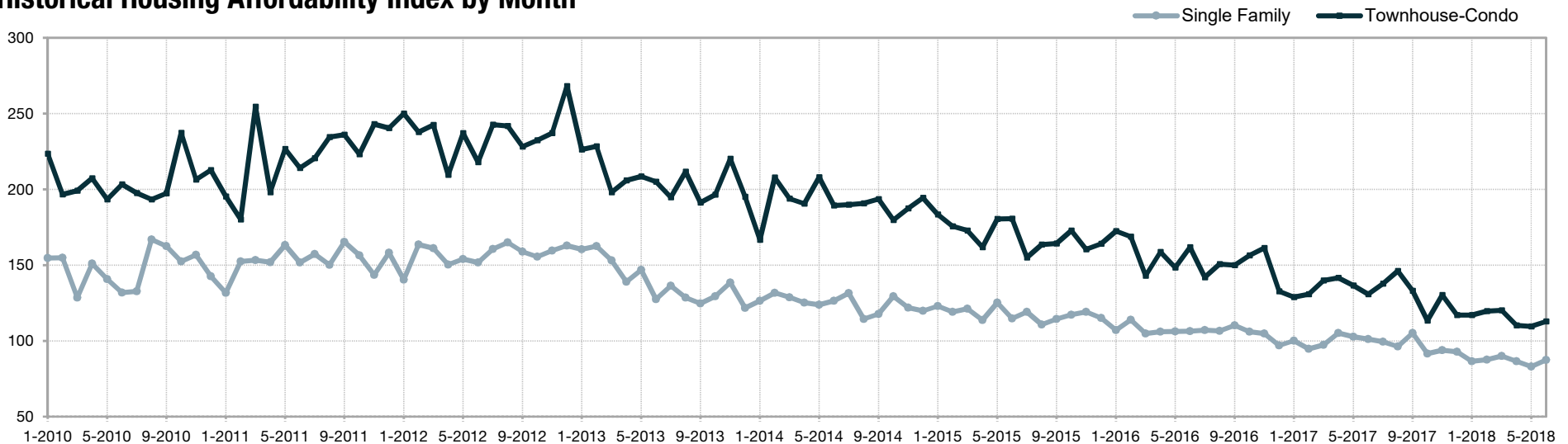


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	99	-7.5%	138	-2.8%
Aug-2017	96	-10.3%	146	-3.3%
Sep-2017	105	-4.5%	133	-11.3%
Oct-2017	92	-13.2%	113	-27.6%
Nov-2017	94	-10.5%	130	-19.3%
Dec-2017	93	-4.1%	117	-12.0%
Jan-2018	86	-14.0%	117	-9.3%
Feb-2018	88	-7.4%	120	-8.4%
Mar-2018	90	-7.2%	120	-14.3%
Apr-2018	87	-17.1%	110	-22.5%
May-2018	83	-19.4%	110	-19.7%
<b>Jun-2018</b>	<b>87</b>	<b>-13.9%</b>	<b>113</b>	<b>-13.7%</b>

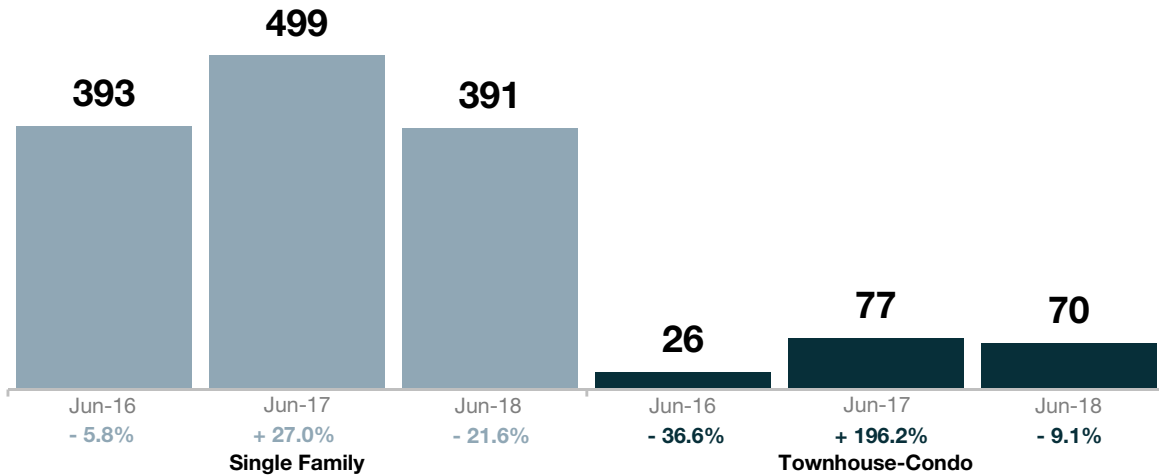
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

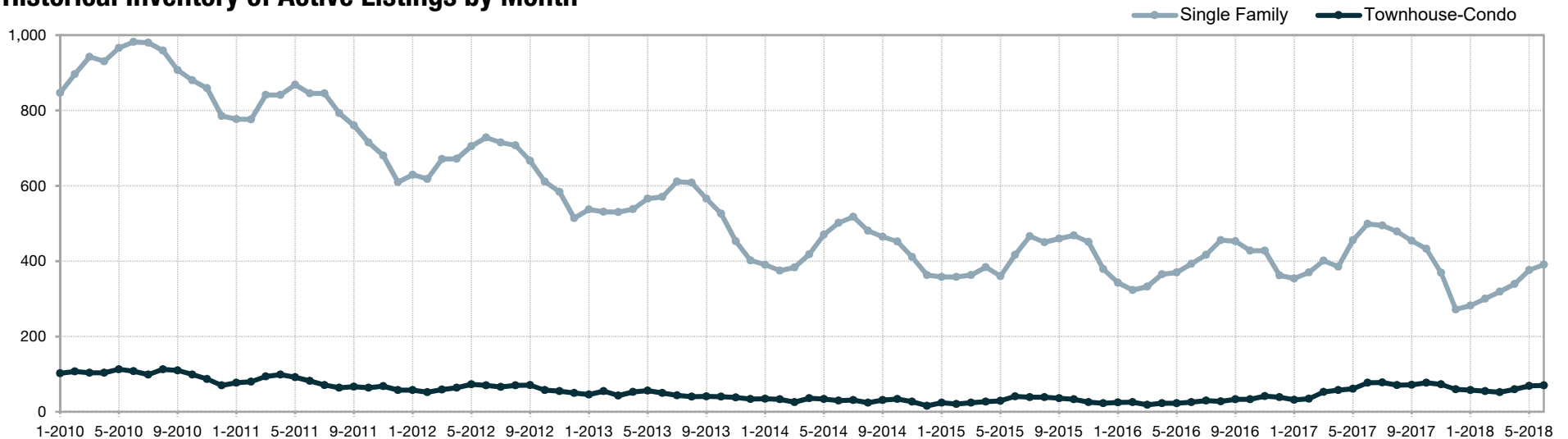


June



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	495	+18.7%	78	+160.0%
Aug-2017	479	+5.0%	71	+153.6%
Sep-2017	454	+0.2%	72	+118.2%
Oct-2017	433	+1.2%	77	+133.3%
Nov-2017	369	-13.8%	73	+73.8%
Dec-2017	272	-24.9%	60	+53.8%
Jan-2018	282	-20.3%	58	+81.3%
Feb-2018	300	-18.9%	55	+57.1%
Mar-2018	319	-20.4%	52	-1.9%
Apr-2018	339	-11.9%	60	+3.4%
May-2018	376	-17.5%	69	+13.1%
<b>Jun-2018</b>	<b>391</b>	<b>-21.6%</b>	<b>70</b>	<b>-9.1%</b>

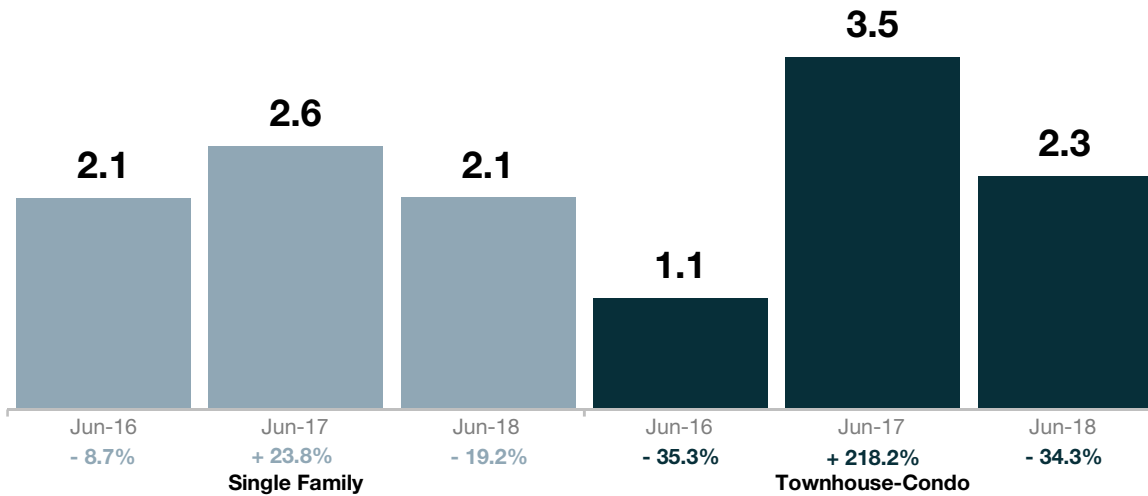
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

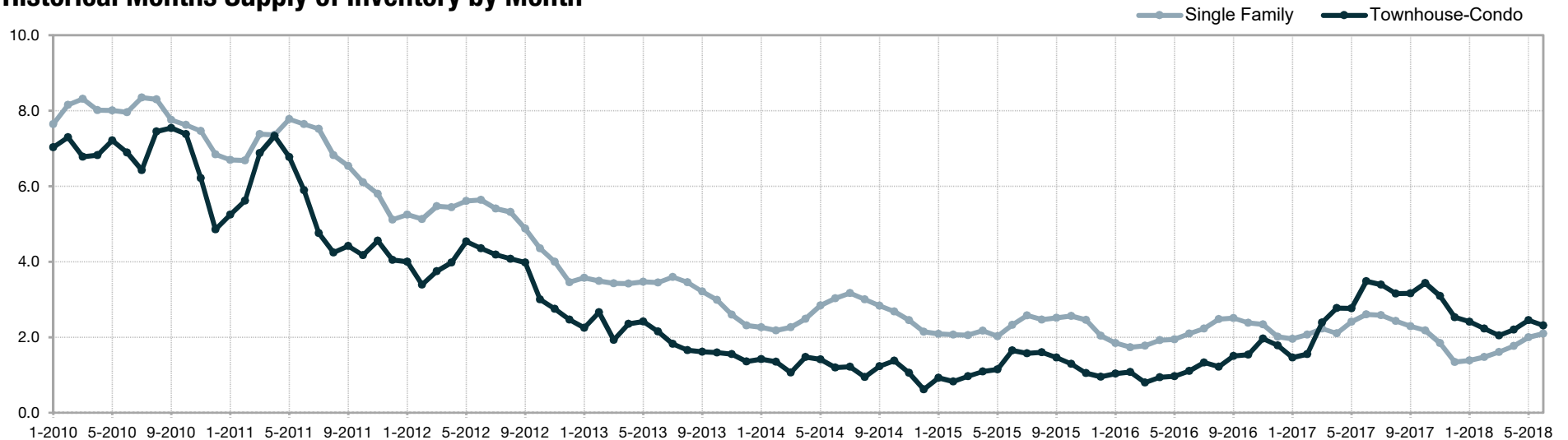


June



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2017	2.6	+18.2%	3.4	+161.5%
Aug-2017	2.4	-4.0%	3.2	+166.7%
Sep-2017	2.3	-8.0%	3.2	+113.3%
Oct-2017	2.2	-8.3%	3.4	+126.7%
Nov-2017	1.8	-21.7%	3.1	+55.0%
Dec-2017	1.3	-35.0%	2.5	+38.9%
Jan-2018	1.4	-30.0%	2.4	+60.0%
Feb-2018	1.5	-28.6%	2.2	+37.5%
Mar-2018	1.6	-27.3%	2.0	-16.7%
Apr-2018	1.8	-14.3%	2.2	-21.4%
May-2018	2.0	-16.7%	2.4	-14.3%
<b>Jun-2018</b>	<b>2.1</b>	<b>-19.2%</b>	<b>2.3</b>	<b>-34.3%</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.



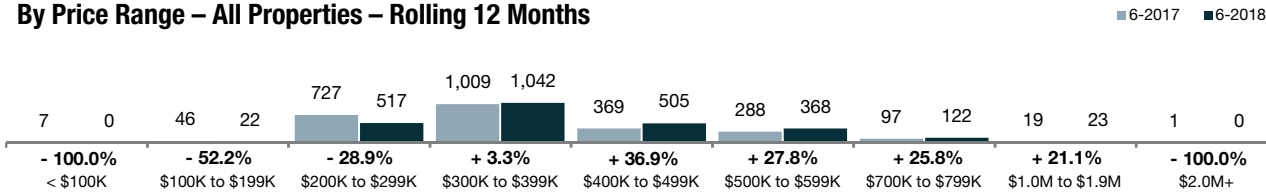
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		337	<b>328</b>	- 2.7%	1,912	<b>1,719</b>	- 10.1%
<b>Pending / Under Contract</b>		225	<b>253</b>	+ 12.4%	1,470	<b>1,325</b>	- 9.9%
<b>Sold Listings</b>		276	<b>282</b>	+ 2.2%	1,324	<b>1,208</b>	- 8.8%
<b>Median Sales Price</b>		\$347,268	<b>\$369,950</b>	+ 6.5%	\$341,000	<b>\$375,000</b>	+ 10.0%
<b>Average Sales Price</b>		\$411,825	<b>\$412,087</b>	+ 0.1%	\$387,241	<b>\$414,321</b>	+ 7.0%
<b>Pct. of List Price Received</b>		100.5%	<b>100.4%</b>	- 0.1%	100.1%	<b>100.1%</b>	0.0%
<b>Days on Market</b>		69	<b>73</b>	+ 5.8%	76	<b>82</b>	+ 7.9%
<b>Affordability Index</b>		104	<b>92</b>	- 11.5%	105	<b>91</b>	- 13.3%
<b>Active Listings</b>		<b>576</b>	<b>461</b>	- 20.0%	--	<b>--</b>	--
<b>Months Supply</b>		<b>2.7</b>	<b>2.1</b>	- 22.2%	--	<b>--</b>	--

# Sold Listings

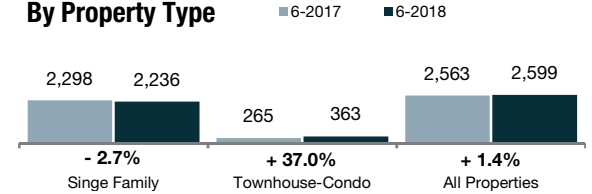
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	7	0	-100.0%	0	0	--
\$100,000 to \$199,999	29	14	-51.7%	17	8	-52.9%
\$200,000 to \$299,999	551	323	-41.4%	176	194	+10.2%
\$300,000 to \$399,999	943	908	-3.7%	66	134	+103.0%
\$400,000 to \$499,999	367	481	+31.1%	2	24	+1,100.0%
\$500,000 to \$699,999	284	366	+28.9%	4	2	-50.0%
\$700,000 to \$999,999	97	121	+24.7%	0	1	--
\$1,000,000 to \$1,999,999	19	23	+21.1%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>2,298</b>	<b>2,236</b>	<b>-2.7%</b>	<b>265</b>	<b>363</b>	<b>+37.0%</b>

### Compared to Prior Quarter

By Price Range	Single Family			Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	2	--	0	3	--
\$200,000 to \$299,999	18	20	+11.1%	22	22	0.0%
\$300,000 to \$399,999	95	100	+5.3%	23	19	-17.4%
\$400,000 to \$499,999	65	55	-15.4%	4	7	+75.0%
\$500,000 to \$699,999	47	40	-14.9%	0	0	--
\$700,000 to \$999,999	10	12	+20.0%	0	0	--
\$1,000,000 to \$1,999,999	2	2	0.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>237</b>	<b>231</b>	<b>-2.5%</b>	<b>49</b>	<b>51</b>	<b>+4.1%</b>

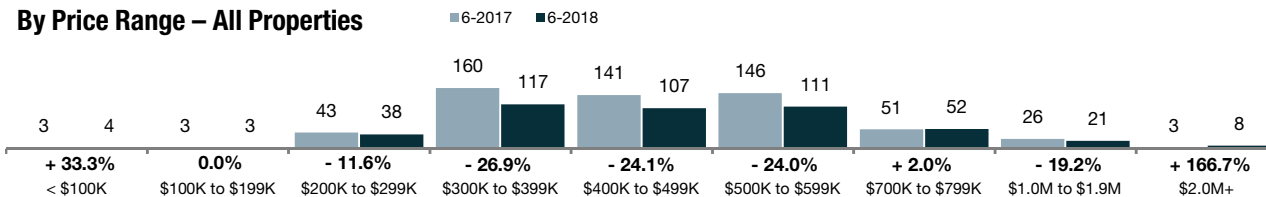
### Year to Date

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	6	0	-100.0%	0	0	--
\$100,000 to \$199,999	8	4	-50.0%	6	6	0.0%
\$200,000 to \$299,999	214	114	-46.7%	84	93	+10.7%
\$300,000 to \$399,999	572	412	-28.0%	34	85	+150.0%
\$400,000 to \$499,999	188	242	+28.7%	2	19	+850.0%
\$500,000 to \$699,999	148	167	+12.8%	0	0	--
\$700,000 to \$999,999	51	54	+5.9%	0	1	--
\$1,000,000 to \$1,999,999	10	11	+10.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>1,198</b>	<b>1,004</b>	<b>-16.2%</b>	<b>126</b>	<b>204</b>	<b>+61.9%</b>

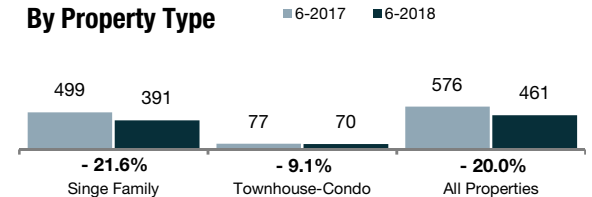
# Inventory of Active Listings

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		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	3	4	+33.3%	0	0	--
\$100,000 to \$199,999	1	1	0.0%	2	2	0.0%
\$200,000 to \$299,999	27	10	-63.0%	16	28	+75.0%
\$300,000 to \$399,999	118	87	-26.3%	42	30	-28.6%
\$400,000 to \$499,999	124	98	-21.0%	17	9	-47.1%
\$500,000 to \$699,999	146	110	-24.7%	0	1	--
\$700,000 to \$999,999	51	52	+2.0%	0	0	--
\$1,000,000 to \$1,999,999	26	21	-19.2%	0	0	--
\$2,000,000 and Above	3	8	+166.7%	0	0	--
<b>All Price Ranges</b>	<b>499</b>	<b>391</b>	<b>-21.6%</b>	<b>77</b>	<b>70</b>	<b>-9.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
\$99,999 and Below	4	4	0.0%	0	0	--
\$100,000 to \$199,999	2	1	-50.0%	3	2	-33.3%
\$200,000 to \$299,999	11	10	-9.1%	27	28	+3.7%
\$300,000 to \$399,999	80	87	+8.7%	31	30	-3.2%
\$400,000 to \$499,999	102	98	-3.9%	7	9	+28.6%
\$500,000 to \$699,999	106	110	+3.8%	1	1	0.0%
\$700,000 to \$999,999	43	52	+20.9%	0	0	--
\$1,000,000 to \$1,999,999	21	21	0.0%	0	0	--
\$2,000,000 and Above	7	8	+14.3%	0	0	--
<b>All Price Ranges</b>	<b>376</b>	<b>391</b>	<b>+4.0%</b>	<b>69</b>	<b>70</b>	<b>+1.4%</b>

### Year to Date

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	6	0	-100.0%	0	0	--
\$100,000 to \$199,999	8	4	-50.0%	6	6	0.0%
\$200,000 to \$299,999	214	114	-46.7%	84	93	+10.7%
\$300,000 to \$399,999	572	412	-28.0%	34	85	+150.0%
\$400,000 to \$499,999	188	242	+28.7%	2	19	+850.0%
\$500,000 to \$699,999	148	167	+12.8%	0	0	--
\$700,000 to \$999,999	51	54	+5.9%	0	1	--
\$1,000,000 to \$1,999,999	10	11	+10.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>1,198</b>	<b>1,004</b>	<b>-16.2%</b>	<b>126</b>	<b>204</b>	<b>+61.9%</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 / Under Contract</b>	A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. 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. The Pending/Under Contract metric includes Pending, Active/Backup and Active/First Right.
<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>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.