

# Monthly Indicators



## October 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 29.2 percent for single family homes and 25.9 percent for townhouse-condo properties. Pending Sales increased 31.4 percent for single family homes and 3.6 percent for townhouse-condo properties.

The Median Sales Price was down 16.8 percent to \$540,750 for single family homes but increased 5.4 percent to \$490,000 for townhouse-condo properties. Days on Market decreased 24.8 percent for single family homes and 14.8 percent for condo properties.

As we begin the slower time of year for home sales, historically low mortgage rates will continue to support buyer demand and may create additional lift to home prices as excellent affordability gives buyers the ability to offer more to secure their dream home. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced market.

## Activity Snapshot

**- 13.6%**      **- 0.5%**      **- 25.4%**

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 the counties of Delta, Eagle, Garfield, Gunnison, Mesa, Moffat and Pitkin 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	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		96	68	- 29.2%	1,299	1,186	- 8.7%
<b>Pending Sales</b>		70	92	+ 31.4%	868	839	- 3.3%
<b>Sold Listings</b>		105	96	- 8.6%	848	775	- 8.6%
<b>Median Sales Price</b>		\$650,000	\$540,750	- 16.8%	\$526,750	\$565,000	+ 7.3%
<b>Avg. Sales Price</b>		\$1,377,418	\$1,684,233	+ 22.3%	\$1,258,765	\$1,508,942	+ 19.9%
<b>Pct. of List Price Received</b>		95.7%	96.2%	+ 0.5%	96.8%	96.3%	- 0.5%
<b>Days on Market</b>		137	103	- 24.8%	100	108	+ 8.0%
<b>Affordability Index</b>		47	69	+ 46.8%	59	66	+ 11.9%
<b>Active Listings</b>		712	525	- 26.3%	--	--	--
<b>Months Supply</b>		8.5	7.0	- 17.6%	--	--	--

# Townhouse-Condo Market Overview



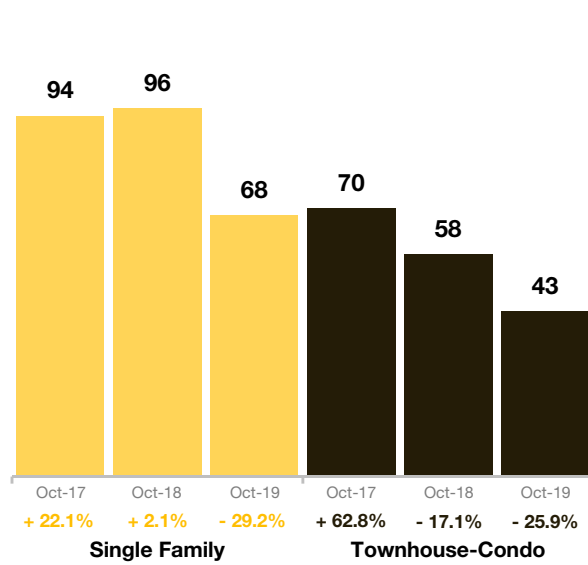
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		58	43	- 25.9%	809	745	- 7.9%
<b>Pending Sales</b>		56	58	+ 3.6%	560	613	+ 9.5%
<b>Sold Listings</b>		72	57	- 20.8%	529	572	+ 8.1%
<b>Median Sales Price</b>		\$465,000	\$490,000	+ 5.4%	\$442,000	\$465,000	+ 5.2%
<b>Avg. Sales Price</b>		\$892,661	\$739,246	- 17.2%	\$947,575	\$878,768	- 7.3%
<b>Pct. of List Price Received</b>		97.0%	96.6%	- 0.4%	96.8%	97.2%	+ 0.4%
<b>Days on Market</b>		115	98	- 14.8%	114	112	- 1.8%
<b>Affordability Index</b>		72	86	+ 19.4%	76	90	+ 18.4%
<b>Active Listings</b>		413	314	- 24.0%	--	--	--
<b>Months Supply</b>		7.7	5.4	- 29.9%	--	--	--

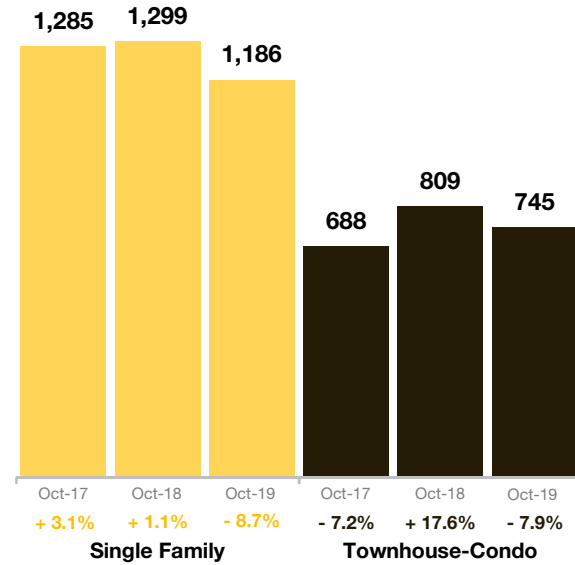
# New Listings



## October

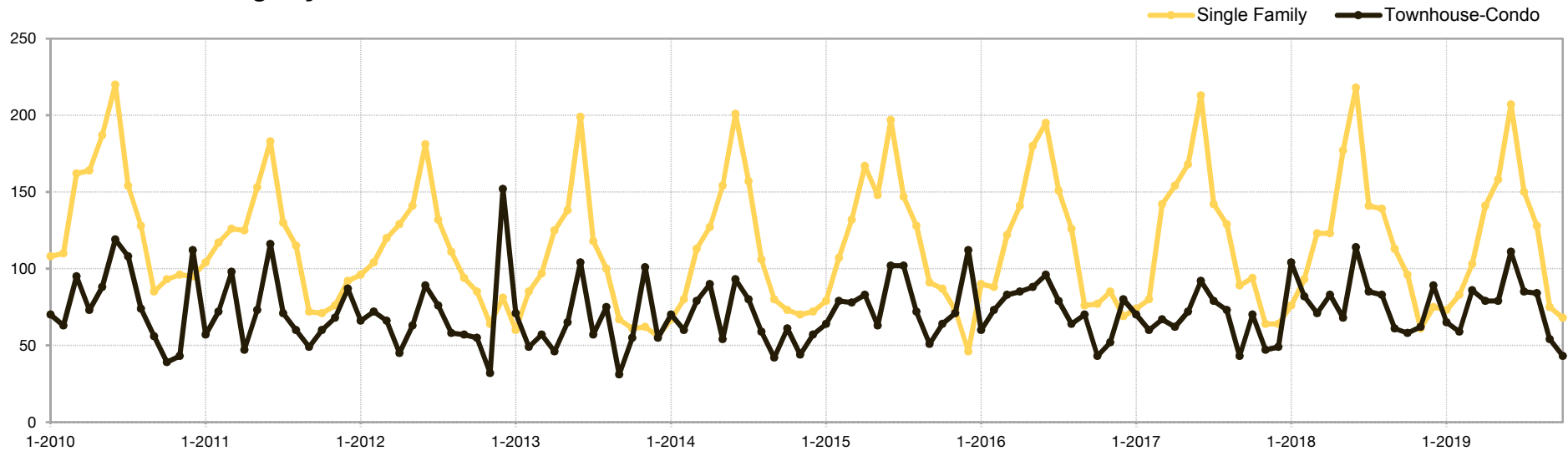


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	61	-4.7%	62	+31.9%
Dec-2018	75	+17.2%	89	+81.6%
Jan-2019	73	-3.9%	65	-37.5%
Feb-2019	83	-10.8%	59	-28.0%
Mar-2019	103	-16.3%	86	+21.1%
Apr-2019	141	+14.6%	79	-4.8%
May-2019	158	-10.7%	79	+16.2%
Jun-2019	207	-5.0%	111	-2.6%
Jul-2019	150	+6.4%	85	0.0%
Aug-2019	128	-7.9%	84	+1.2%
Sep-2019	75	-33.6%	54	-11.5%
<b>Oct-2019</b>	<b>68</b>	<b>-29.2%</b>	<b>43</b>	<b>-25.9%</b>

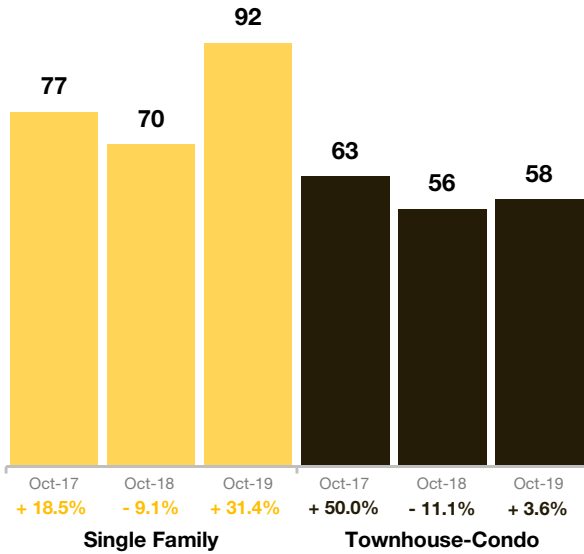
## Historical New Listings by Month



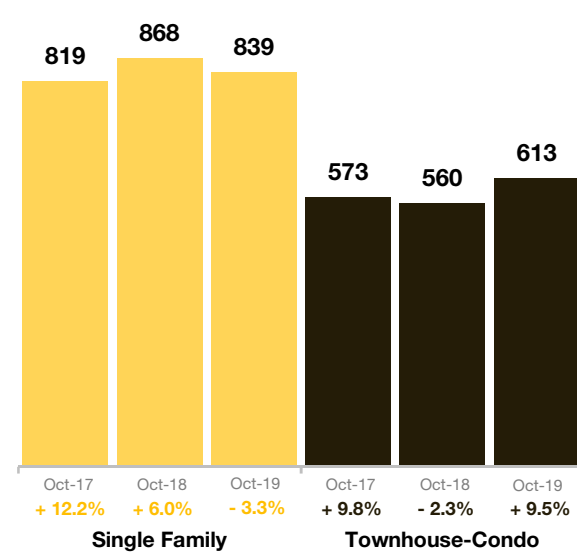
# Pending Sales



## October

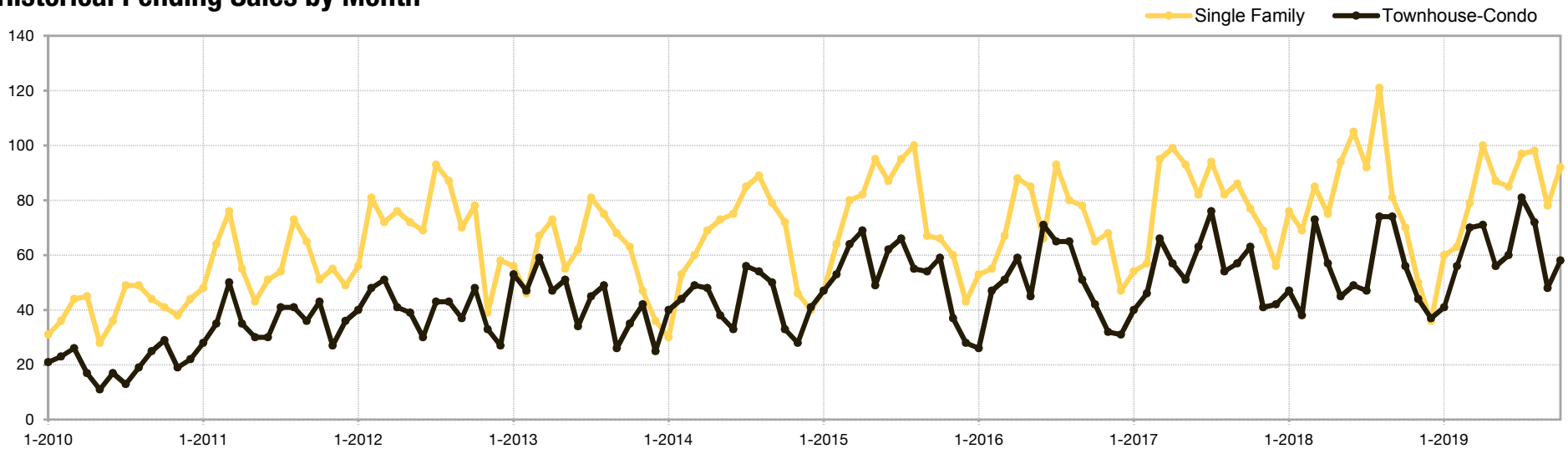


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	50	-27.5%	44	+7.3%
Dec-2018	36	-35.7%	37	-11.9%
Jan-2019	60	-21.1%	41	-12.8%
Feb-2019	63	-8.7%	56	+47.4%
Mar-2019	79	-7.1%	70	-4.1%
Apr-2019	100	+33.3%	71	+24.6%
May-2019	87	-7.4%	56	+24.4%
Jun-2019	85	-19.0%	60	+22.4%
Jul-2019	97	+5.4%	81	+72.3%
Aug-2019	98	-19.0%	72	-2.7%
Sep-2019	78	-3.7%	48	-35.1%
<b>Oct-2019</b>	<b>92</b>	<b>+31.4%</b>	<b>58</b>	<b>+3.6%</b>

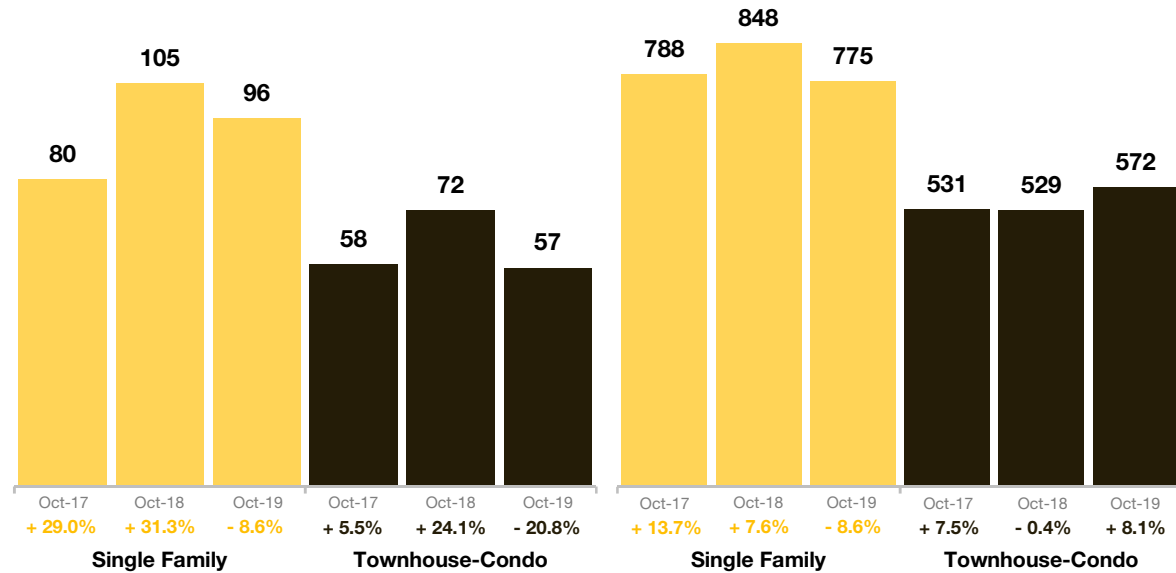
## Historical Pending Sales by Month



# Sold Listings

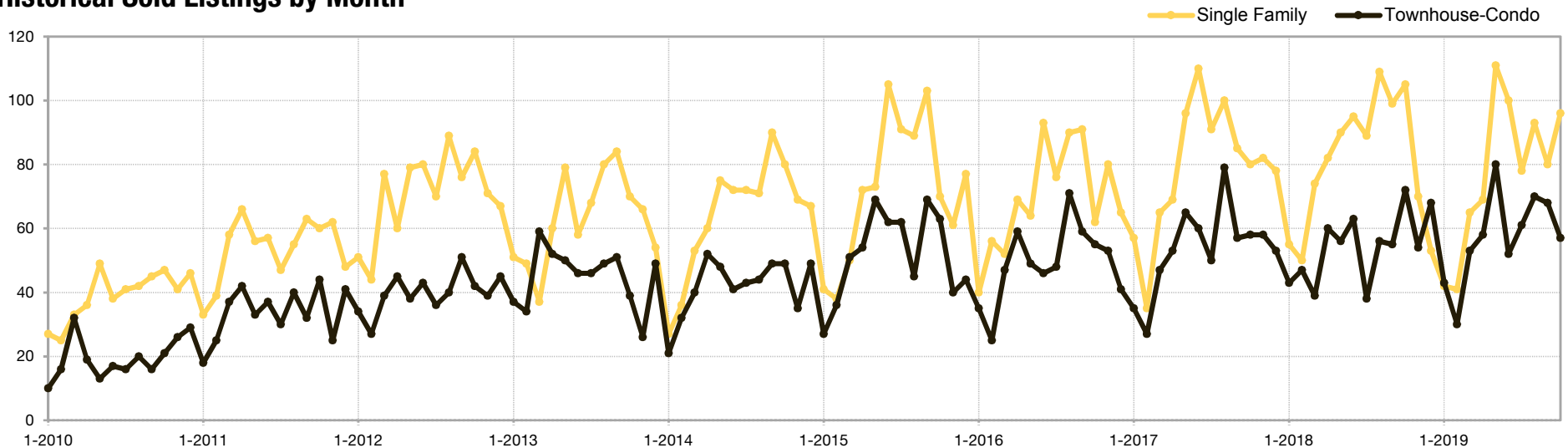


## October



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	70	-14.6%	54	-6.9%
Dec-2018	53	-32.1%	68	+28.3%
Jan-2019	42	-23.6%	43	0.0%
Feb-2019	41	-18.0%	30	-36.2%
Mar-2019	65	-12.2%	53	+35.9%
Apr-2019	69	-15.9%	58	-3.3%
May-2019	111	+23.3%	80	+42.9%
Jun-2019	100	+5.3%	52	-17.5%
Jul-2019	78	-12.4%	61	+60.5%
Aug-2019	93	-14.7%	70	+25.0%
Sep-2019	80	-19.2%	68	+23.6%
<b>Oct-2019</b>	<b>96</b>	<b>-8.6%</b>	<b>57</b>	<b>-20.8%</b>

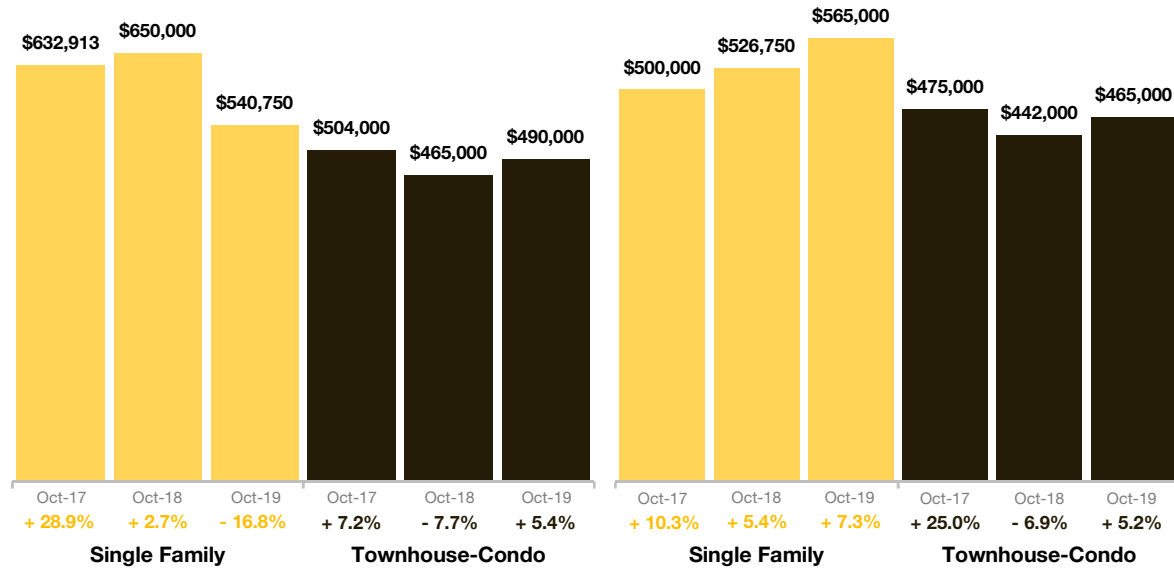
## Historical Sold Listings by Month



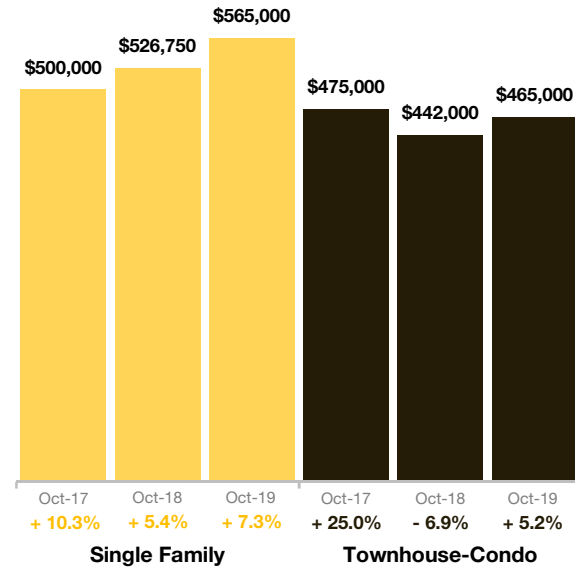
# Median Sales Price



## October

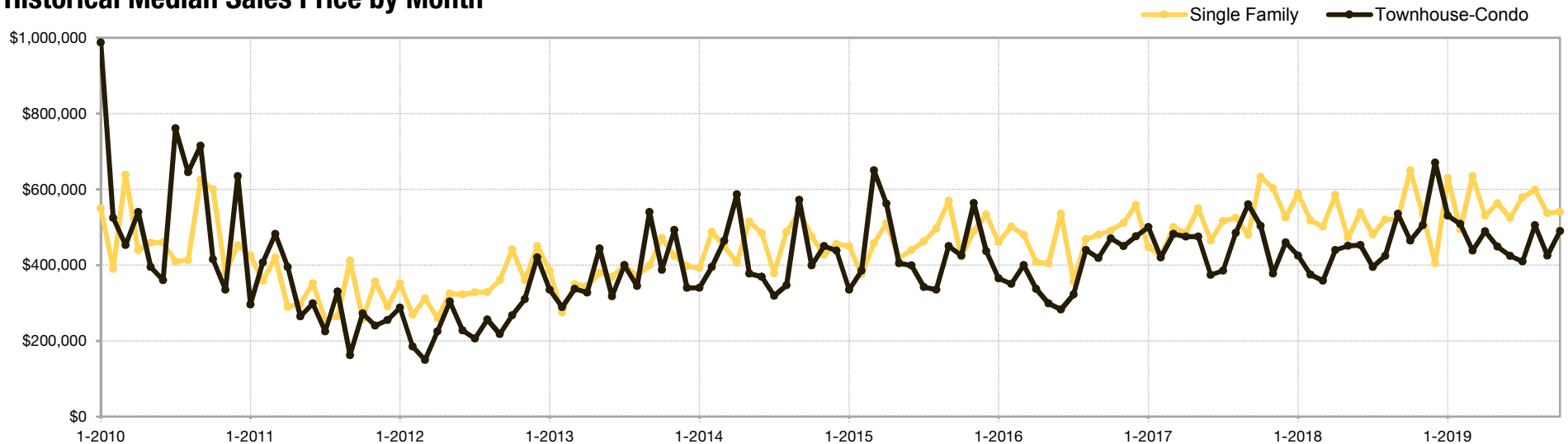


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	\$535,000	-11.3%	\$505,000	+33.8%
Dec-2018	\$405,000	-22.9%	\$670,000	+45.7%
Jan-2019	\$630,000	+7.0%	\$530,000	+24.7%
Feb-2019	\$495,000	-4.3%	\$508,750	+35.7%
Mar-2019	\$635,000	+26.6%	\$438,000	+22.0%
Apr-2019	\$530,000	-9.4%	\$489,375	+11.2%
May-2019	\$563,000	+19.2%	\$448,750	-0.5%
Jun-2019	\$525,000	-2.6%	\$424,500	-6.3%
Jul-2019	\$579,000	+20.4%	\$410,000	+3.8%
Aug-2019	\$598,700	+15.2%	\$505,000	+19.0%
Sep-2019	\$537,000	+2.8%	\$425,000	-20.6%
<b>Oct-2019</b>	<b>\$540,750</b>	<b>-16.8%</b>	<b>\$490,000</b>	<b>+5.4%</b>

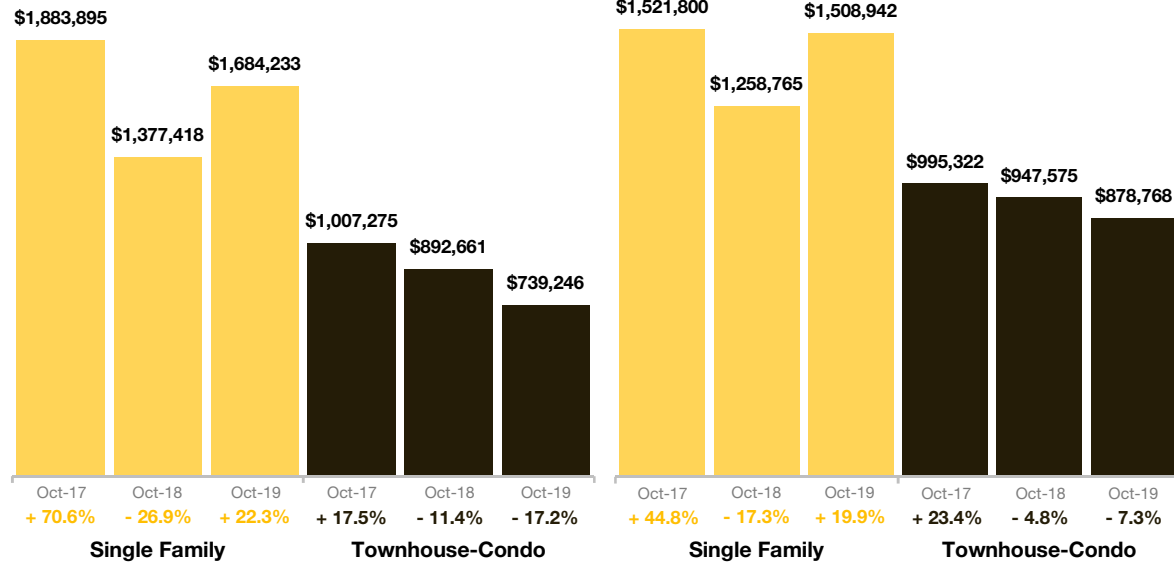
## Historical Median Sales Price by Month



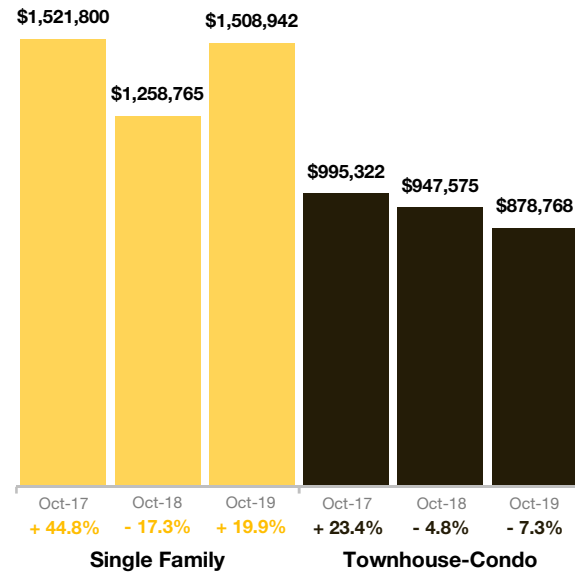
# Average Sales Price



## October

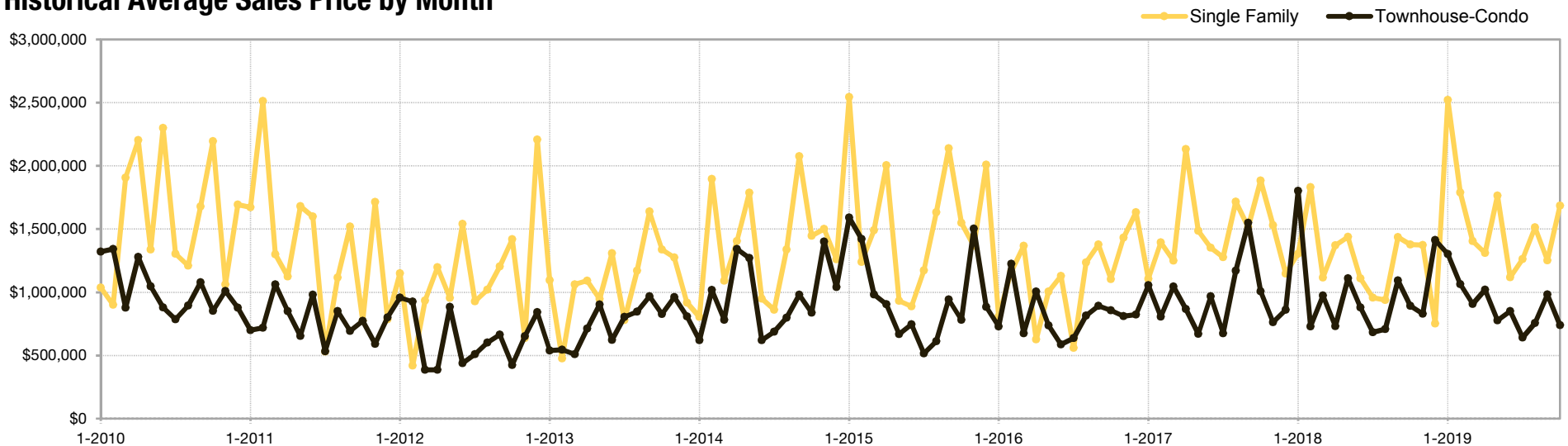


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	\$1,373,210	-10.3%	\$830,507	+8.8%
Dec-2018	\$751,923	-34.5%	\$1,412,181	+64.0%
Jan-2019	\$2,520,392	+93.2%	\$1,303,030	-27.7%
Feb-2019	\$1,788,440	-2.3%	\$1,064,910	+46.2%
Mar-2019	\$1,403,890	+25.9%	\$907,781	-6.8%
Apr-2019	\$1,309,917	-4.4%	\$1,019,209	+39.3%
May-2019	\$1,763,380	+22.6%	\$777,774	-29.9%
Jun-2019	\$1,118,849	+0.9%	\$849,594	-3.3%
Jul-2019	\$1,262,136	+31.7%	\$641,717	-6.2%
Aug-2019	\$1,512,929	+61.0%	\$757,178	+6.8%
Sep-2019	\$1,251,933	-12.8%	\$981,859	-10.3%
<b>Oct-2019</b>	<b>\$1,684,233</b>	<b>+22.3%</b>	<b>\$739,246</b>	<b>-17.2%</b>

## Historical Average Sales Price by Month



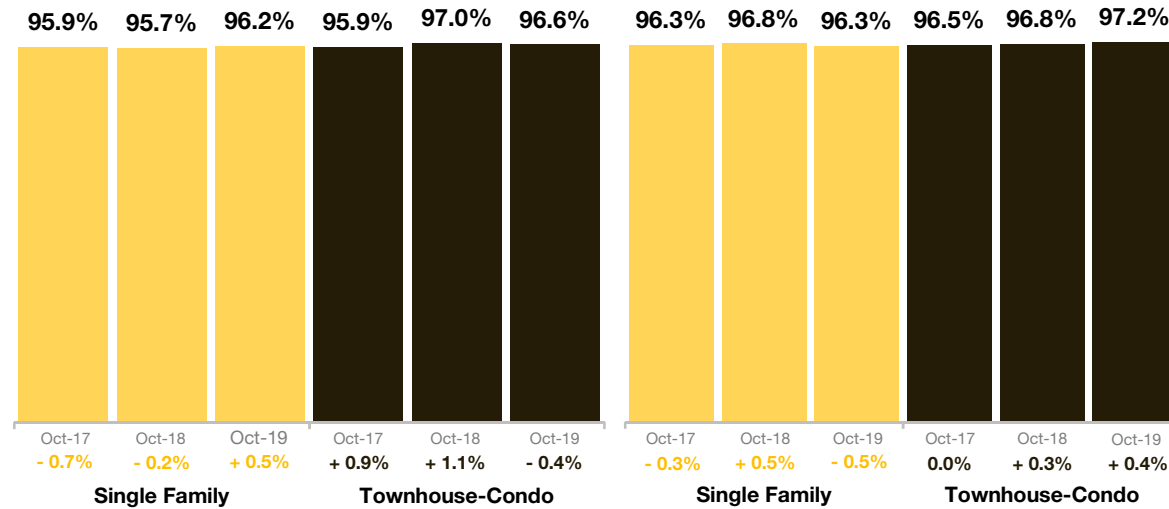


# Percent of List Price Received



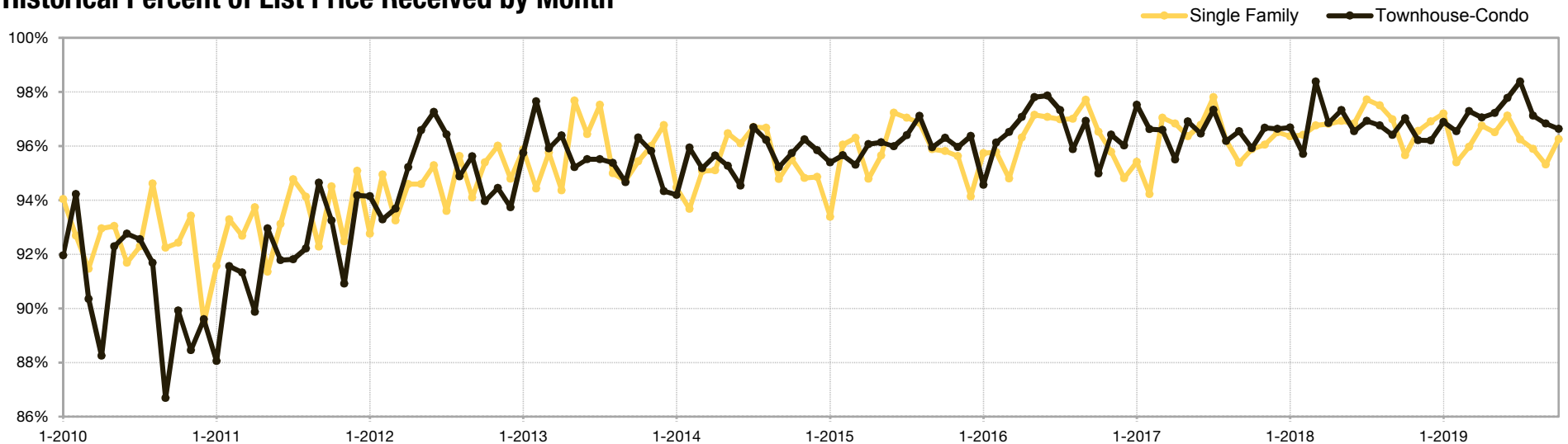
## October

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	96.6%	+0.6%	96.2%	-0.5%
Dec-2018	96.9%	+0.4%	96.2%	-0.4%
Jan-2019	97.2%	+0.8%	96.9%	+0.2%
Feb-2019	95.4%	-1.0%	96.5%	+0.8%
Mar-2019	96.0%	-0.8%	97.3%	-1.1%
Apr-2019	96.7%	-0.1%	97.0%	+0.1%
May-2019	96.5%	-0.4%	97.2%	-0.1%
Jun-2019	97.1%	+0.3%	97.8%	+1.3%
Jul-2019	96.2%	-1.5%	98.4%	+1.5%
Aug-2019	95.9%	-1.6%	97.1%	+0.3%
Sep-2019	95.3%	-1.8%	96.8%	+0.4%
<b>Oct-2019</b>	<b>96.2%</b>	<b>+0.5%</b>	<b>96.6%</b>	<b>-0.4%</b>

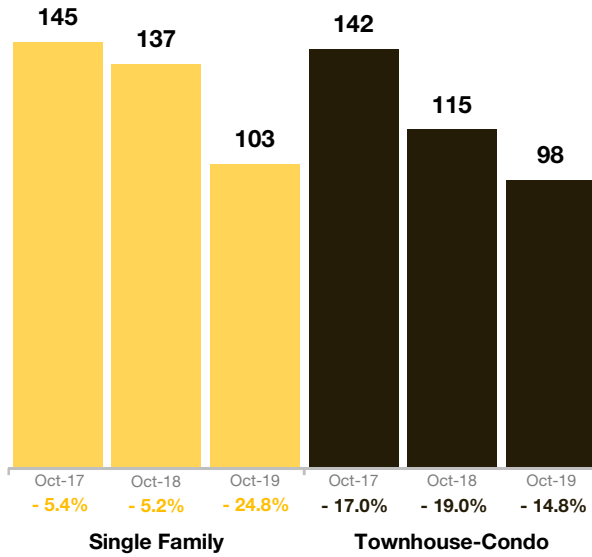
## Historical Percent of List Price Received by Month



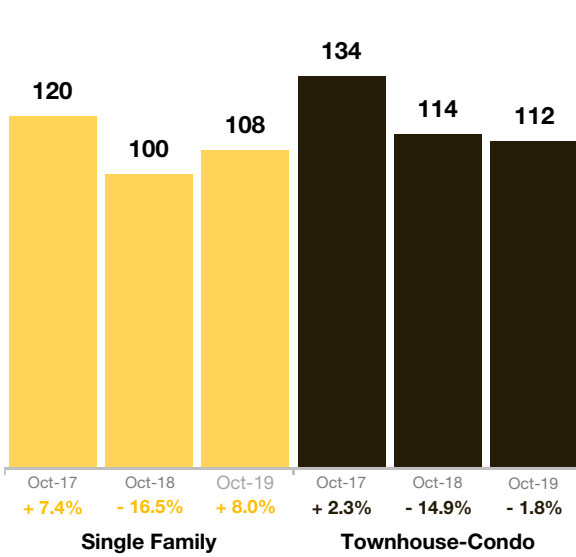
# Days on Market Until Sale



## October

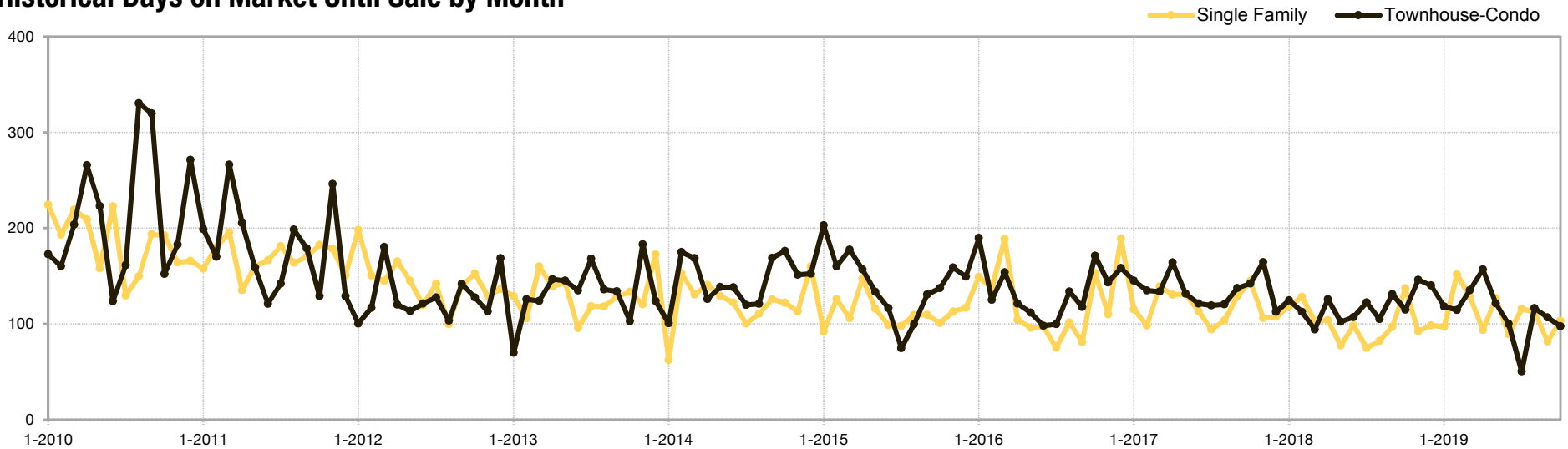


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	93	-12.3%	146	-11.0%
Dec-2018	98	-8.4%	140	+25.0%
Jan-2019	97	-17.8%	118	-5.6%
Feb-2019	152	+18.8%	115	+2.7%
Mar-2019	129	+25.2%	135	+43.6%
Apr-2019	94	-9.6%	157	+24.6%
May-2019	127	+64.9%	121	+18.6%
Jun-2019	89	-9.2%	100	-6.5%
Jul-2019	116	+54.7%	51	-58.2%
Aug-2019	113	+37.8%	117	+11.4%
Sep-2019	82	-15.5%	107	-18.3%
<b>Oct-2019</b>	<b>103</b>	<b>-24.8%</b>	<b>98</b>	<b>-14.8%</b>

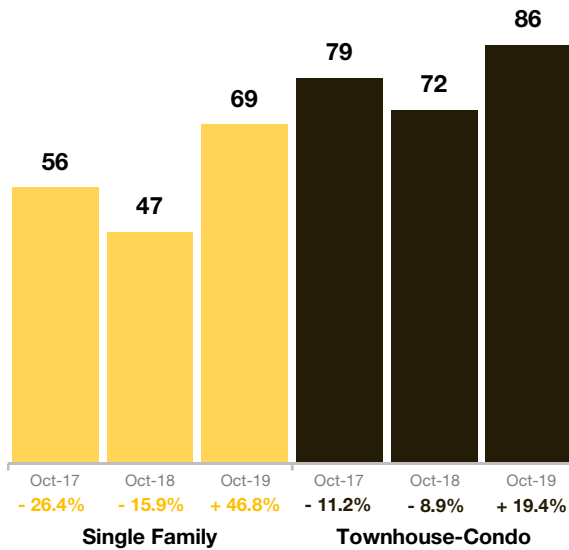
## Historical Days on Market Until Sale by Month



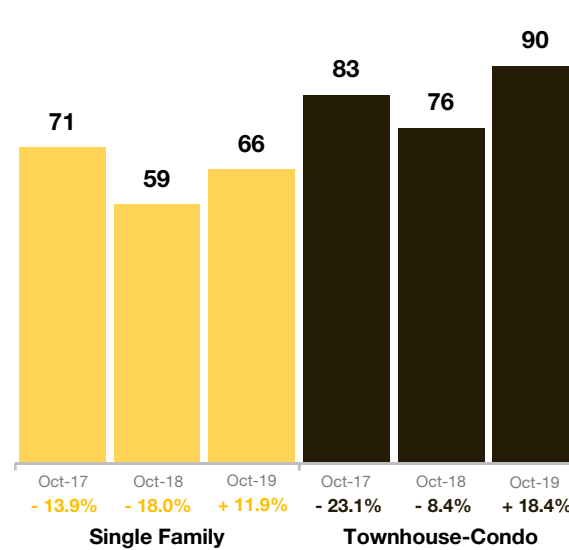
# Housing Affordability Index



## October

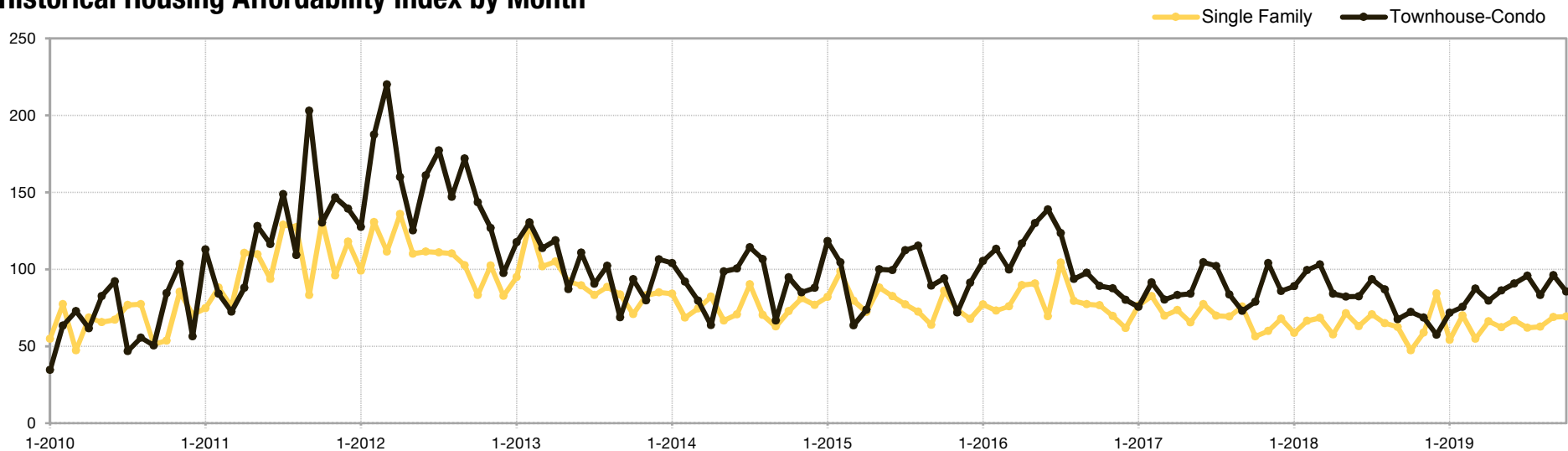


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	59	-1.7%	69	-33.7%
Dec-2018	84	+23.5%	57	-33.7%
Jan-2019	54	-8.5%	72	-19.1%
Feb-2019	70	+4.5%	76	-24.0%
Mar-2019	55	-19.1%	87	-15.5%
Apr-2019	66	+13.8%	80	-4.8%
May-2019	62	-12.7%	86	+4.9%
Jun-2019	67	+6.3%	91	+11.0%
Jul-2019	62	-12.7%	96	+2.1%
Aug-2019	63	-3.1%	83	-4.6%
Sep-2019	69	+11.3%	96	+41.2%
<b>Oct-2019</b>	<b>69</b>	<b>+46.8%</b>	<b>86</b>	<b>+19.4%</b>

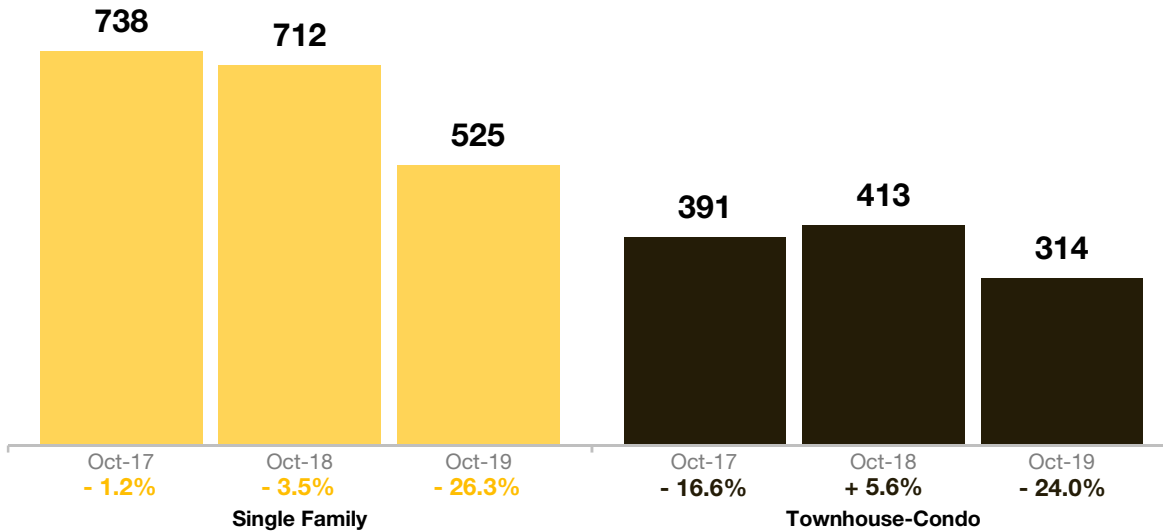
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

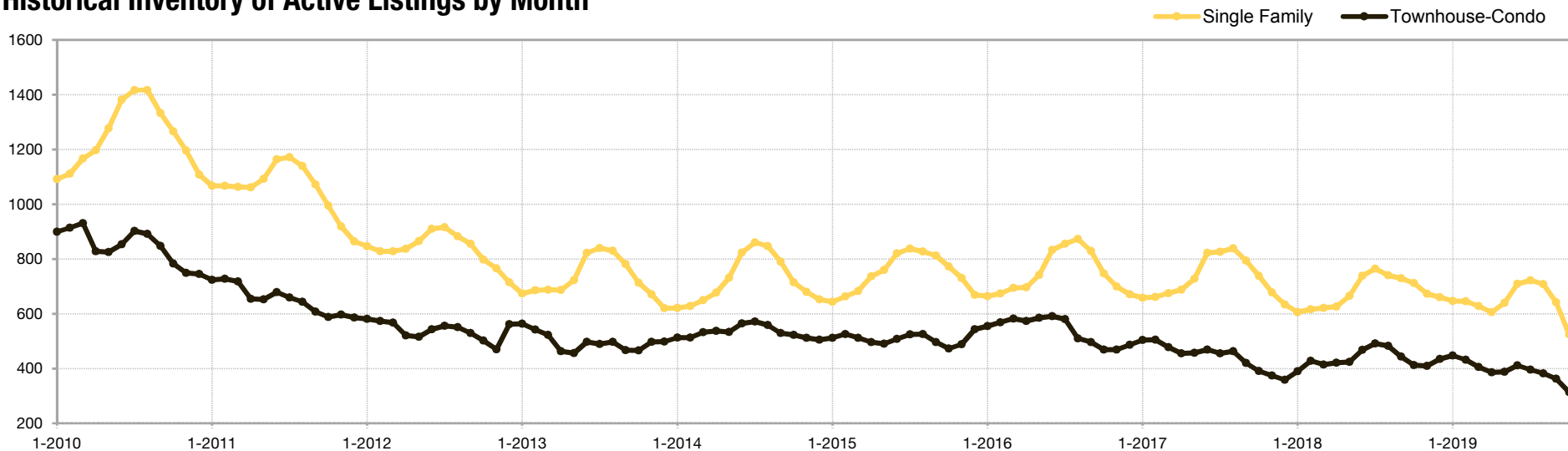


## October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	673	-0.7%	410	+9.6%
Dec-2018	660	+4.1%	435	+21.2%
Jan-2019	647	+6.8%	448	+14.9%
Feb-2019	646	+4.9%	432	+0.9%
Mar-2019	628	+1.1%	406	-1.9%
Apr-2019	606	-3.2%	386	-8.3%
May-2019	640	-3.8%	388	-8.5%
Jun-2019	709	-3.9%	412	-12.0%
Jul-2019	722	-5.6%	396	-19.5%
Aug-2019	708	-4.3%	382	-20.9%
Sep-2019	642	-12.1%	363	-18.2%
<b>Oct-2019</b>	<b>525</b>	<b>-26.3%</b>	<b>314</b>	<b>-24.0%</b>

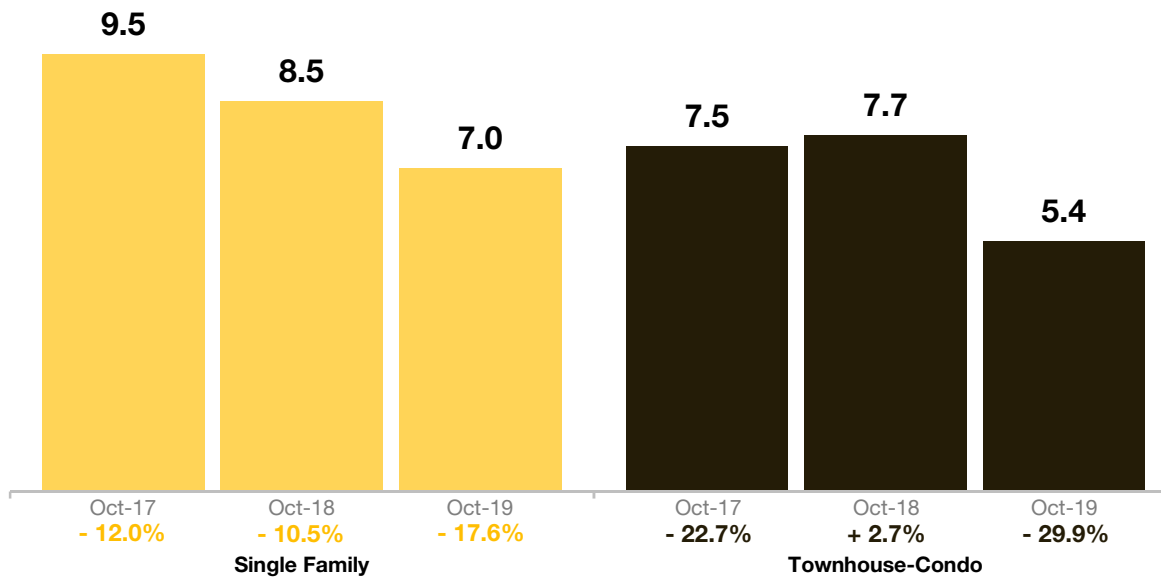
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

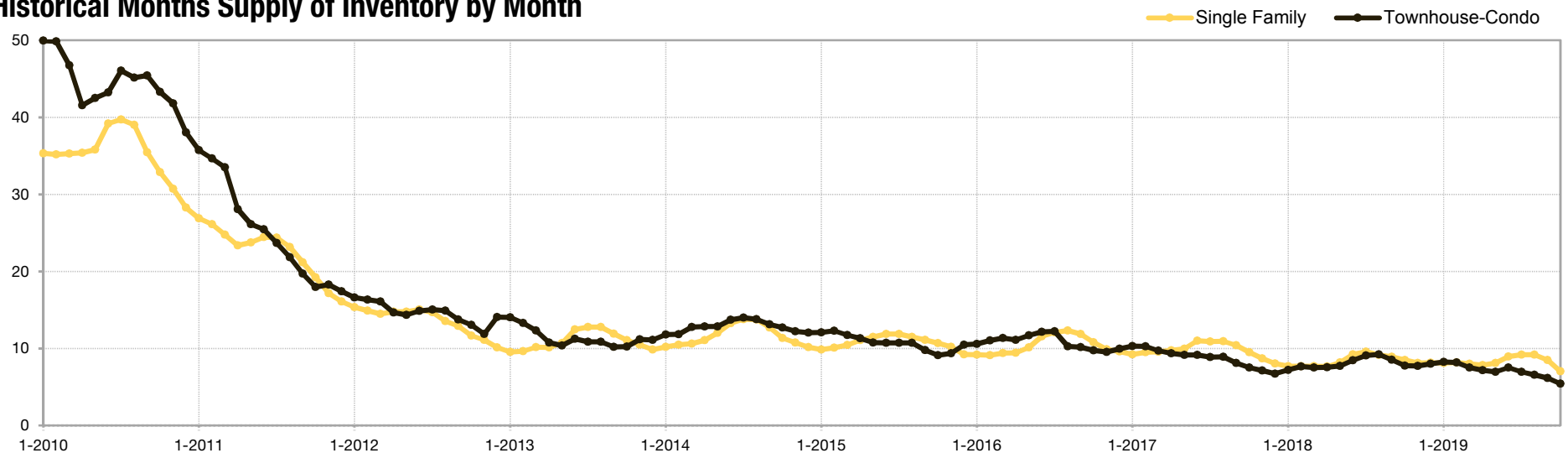


## October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	8.1	-6.9%	7.7	+8.5%
Dec-2018	8.2	+2.5%	8.0	+19.4%
Jan-2019	8.1	+5.2%	8.3	+15.3%
Feb-2019	8.2	+6.5%	8.2	+6.5%
Mar-2019	8.0	+3.9%	7.5	0.0%
Apr-2019	7.8	+2.6%	7.2	-5.3%
May-2019	8.1	-1.2%	6.9	-10.4%
Jun-2019	8.9	-3.3%	7.5	-11.8%
Jul-2019	9.2	-4.2%	7.0	-23.1%
Aug-2019	9.2	0.0%	6.6	-28.3%
Sep-2019	8.5	-4.5%	6.1	-28.2%
<b>Oct-2019</b>	<b>7.0</b>	<b>-17.6%</b>	<b>5.4</b>	<b>-29.9%</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.

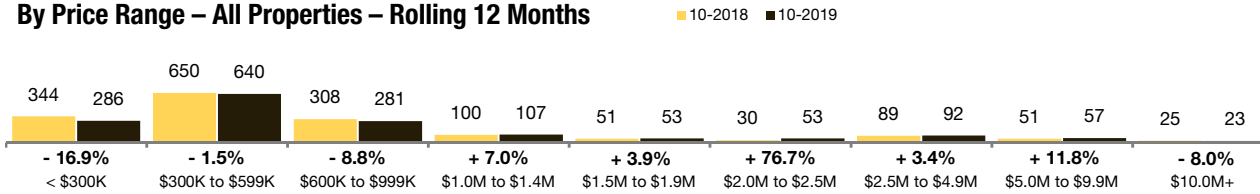
Key Metrics	Historical Sparkbars	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		154	111	- 27.9%	2,108	1,931	- 8.4%
<b>Pending Sales</b>		126	150	+ 19.0%	1,428	1,452	+ 1.7%
<b>Sold Listings</b>		177	153	- 13.6%	1,377	1,347	- 2.2%
<b>Median Sales Price</b>		\$530,000	\$527,500	- 0.5%	\$499,000	\$522,000	+ 4.6%
<b>Avg. Sales Price</b>		\$1,180,229	\$1,332,179	+ 12.9%	\$1,138,955	\$1,241,340	+ 9.0%
<b>Pct. of List Price Received</b>		96.2%	96.4%	+ 0.2%	96.8%	96.7%	- 0.1%
<b>Days on Market</b>		128	101	- 21.1%	105	110	+ 4.8%
<b>Affordability Index</b>		58	71	+ 22.4%	62	72	+ 16.1%
<b>Active Listings</b>		1,125	839	- 25.4%	--	--	--
<b>Months Supply</b>		8.2	6.3	- 23.2%	--	--	--

# Sold Listings

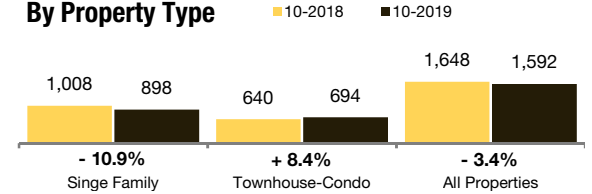
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$299,999 and Below	159	121	-23.9%	185	165	-10.8%
\$300,000 to \$599,999	413	372	-9.9%	237	268	+13.1%
\$600,000 to \$999,999	212	185	-12.7%	96	96	0.0%
\$1,000,000 to \$1,499,999	57	59	+3.5%	43	48	+11.6%
\$1,500,000 to \$1,999,999	32	23	-28.1%	19	30	+57.9%
\$2,000,000 to \$2,499,999	15	21	+40.0%	15	32	+113.3%
\$2,500,000 to \$4,999,999	63	50	-20.6%	26	42	+61.5%
\$5,000,000 to \$9,999,999	38	44	+15.8%	13	13	0.0%
\$10,000,000 and Above	19	23	+21.1%	6	0	-100.0%
<b>All Price Ranges</b>	<b>1,008</b>	<b>898</b>	<b>-10.9%</b>	<b>640</b>	<b>694</b>	<b>+8.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2019	10-2019	Change	9-2019	10-2019	Change
\$299,999 and Below	11	14	+27.3%	18	13	-27.8%
\$300,000 to \$599,999	32	38	+18.8%	27	26	-3.7%
\$600,000 to \$999,999	18	16	-11.1%	3	8	+166.7%
\$1,000,000 to \$1,499,999	4	9	+125.0%	4	4	0.0%
\$1,500,000 to \$1,999,999	4	0	-100.0%	5	1	-80.0%
\$2,000,000 to \$2,499,999	2	1	-50.0%	3	3	0.0%
\$2,500,000 to \$4,999,999	3	5	+66.7%	7	2	-71.4%
\$5,000,000 to \$9,999,999	5	11	+120.0%	1	0	-100.0%
\$10,000,000 and Above	1	2	+100.0%	0	0	--
<b>All Price Ranges</b>	<b>80</b>	<b>96</b>	<b>+20.0%</b>	<b>68</b>	<b>57</b>	<b>-16.2%</b>

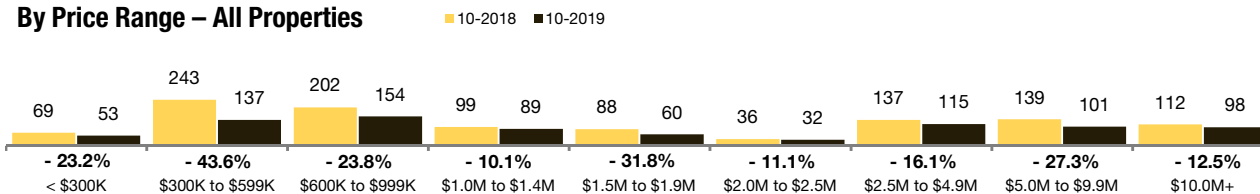
### Year to Date

By Price Range	Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$299,999 and Below	135	96	-28.9%	156	132	-15.4%
\$300,000 to \$599,999	352	321	-8.8%	195	241	+23.6%
\$600,000 to \$999,999	175	161	-8.0%	73	73	0.0%
\$1,000,000 to \$1,499,999	50	53	+6.0%	37	36	-2.7%
\$1,500,000 to \$1,999,999	24	21	-12.5%	16	23	+43.8%
\$2,000,000 to \$2,499,999	13	18	+38.5%	12	26	+116.7%
\$2,500,000 to \$4,999,999	51	43	-15.7%	23	32	+39.1%
\$5,000,000 to \$9,999,999	32	41	+28.1%	12	9	-25.0%
\$10,000,000 and Above	16	21	+31.3%	5	0	-100.0%
<b>All Price Ranges</b>	<b>848</b>	<b>775</b>	<b>-8.6%</b>	<b>529</b>	<b>572</b>	<b>+8.1%</b>

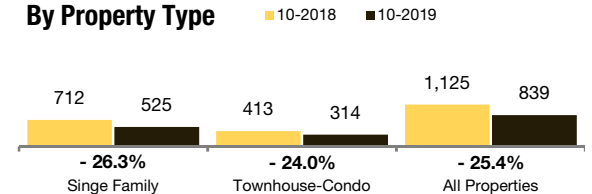
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Compared to Prior Year

By Price Range	Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$299,999 and Below	23	10	-56.5%	46	43	-6.5%
\$300,000 to \$599,999	125	73	-41.6%	118	64	-45.8%
\$600,000 to \$999,999	124	94	-24.2%	78	60	-23.1%
\$1,000,000 to \$1,499,999	60	51	-15.0%	39	38	-2.6%
\$1,500,000 to \$1,999,999	57	44	-22.8%	31	16	-48.4%
\$2,000,000 to \$2,499,999	22	12	-45.5%	14	20	+42.9%
\$2,500,000 to \$4,999,999	84	72	-14.3%	53	43	-18.9%
\$5,000,000 to \$9,999,999	117	83	-29.1%	22	18	-18.2%
\$10,000,000 and Above	100	86	-14.0%	12	12	0.0%
<b>All Price Ranges</b>	<b>712</b>	<b>525</b>	<b>-26.3%</b>	<b>413</b>	<b>314</b>	<b>-24.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2019	10-2019	Change	9-2019	10-2019	Change
\$299,999 and Below	15	10	-33.3%	49	43	-12.2%
\$300,000 to \$599,999	104	73	-29.8%	79	64	-19.0%
\$600,000 to \$999,999	124	94	-24.2%	67	60	-10.4%
\$1,000,000 to \$1,499,999	61	51	-16.4%	43	38	-11.6%
\$1,500,000 to \$1,999,999	51	44	-13.7%	18	16	-11.1%
\$2,000,000 to \$2,499,999	14	12	-14.3%	17	20	+17.6%
\$2,500,000 to \$4,999,999	79	72	-8.9%	50	43	-14.0%
\$5,000,000 to \$9,999,999	97	83	-14.4%	25	18	-28.0%
\$10,000,000 and Above	97	86	-11.3%	15	12	-20.0%
<b>All Price Ranges</b>	<b>642</b>	<b>525</b>	<b>-18.2%</b>	<b>363</b>	<b>314</b>	<b>-13.5%</b>

### Year to Date

By Price Range	Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$299,999 and Below	15	10	-33.3%	49	43	-12.2%
\$300,000 to \$599,999	104	73	-29.8%	79	64	-19.0%
\$600,000 to \$999,999	124	94	-24.2%	67	60	-10.4%
\$1,000,000 to \$1,499,999	61	51	-16.4%	43	38	-11.6%
\$1,500,000 to \$1,999,999	51	44	-13.7%	18	16	-11.1%
\$2,000,000 to \$2,499,999	14	12	-14.3%	17	20	+17.6%
\$2,500,000 to \$4,999,999	79	72	-8.9%	50	43	-14.0%
\$5,000,000 to \$9,999,999	97	83	-14.4%	25	18	-28.0%
\$10,000,000 and Above	97	86	-11.3%	15	12	-20.0%
<b>All Price Ranges</b>	<b>642</b>	<b>525</b>	<b>-18.2%</b>	<b>363</b>	<b>314</b>	<b>-13.5%</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.