

# Monthly Indicators



## April 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 59.6 percent for single family homes and 58.2 percent for townhouse-condo properties. Pending Sales decreased 48.0 percent for single family homes and 60.6 percent for townhouse-condo properties.

The Median Sales Price was up 0.9 percent to \$535,000 for single family homes but decreased 14.4 percent to \$419,000 for townhouse-condo properties. Days on Market increased 12.8 percent for single family homes but decreased 38.2 percent for 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

**- 32.3%**      **+ 5.9%**      **- 28.7%**

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	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		141	57	- 59.6%	400	289	- 27.8%
<b>Pending Sales</b>		100	52	- 48.0%	302	232	- 23.2%
<b>Sold Listings</b>		69	63	- 8.7%	217	225	+ 3.7%
<b>Median Sales Price</b>		\$530,000	\$535,000	+ 0.9%	\$582,500	\$617,900	+ 6.1%
<b>Avg. Sales Price</b>		\$1,309,917	\$1,438,305	+ 9.8%	\$1,662,763	\$1,429,810	- 14.0%
<b>Pct. of List Price Received</b>		96.7%	96.9%	+ 0.2%	96.3%	96.3%	0.0%
<b>Days on Market</b>		94	106	+ 12.8%	116	109	- 6.0%
<b>Affordability Index</b>		66	72	+ 9.1%	60	62	+ 3.3%
<b>Active Listings</b>		617	413	- 33.1%	--	--	--
<b>Months Supply</b>		8.0	5.3	- 33.8%	--	--	--

# Townhouse-Condo Market Overview



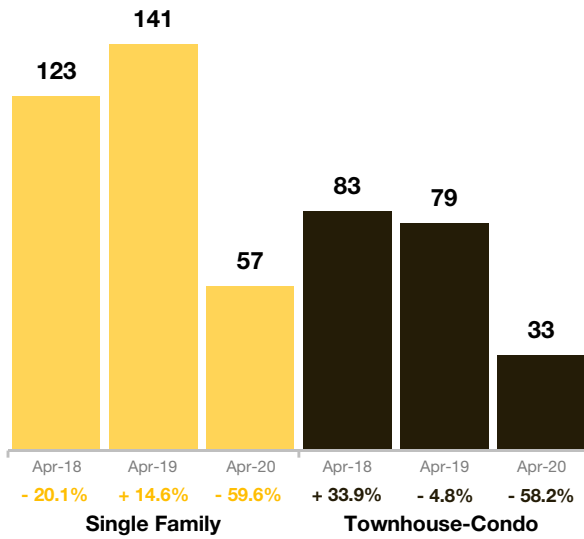
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		79	33	- 58.2%	289	199	- 31.1%
<b>Pending Sales</b>		71	28	- 60.6%	238	134	- 43.7%
<b>Sold Listings</b>		58	23	- 60.3%	184	151	- 17.9%
<b>Median Sales Price</b>		\$489,375	\$419,000	- 14.4%	\$492,250	\$557,000	+ 13.2%
<b>Avg. Sales Price</b>		\$1,019,209	\$1,003,355	- 1.6%	\$1,060,892	\$1,576,346	+ 48.6%
<b>Pct. of List Price Received</b>		97.0%	96.5%	- 0.5%	97.0%	95.9%	- 1.1%
<b>Days on Market</b>		157	97	- 38.2%	135	146	+ 8.1%
<b>Affordability Index</b>		80	101	+ 26.3%	79	78	- 1.3%
<b>Active Listings</b>		395	309	- 21.8%	--	--	--
<b>Months Supply</b>		7.3	5.7	- 21.9%	--	--	--

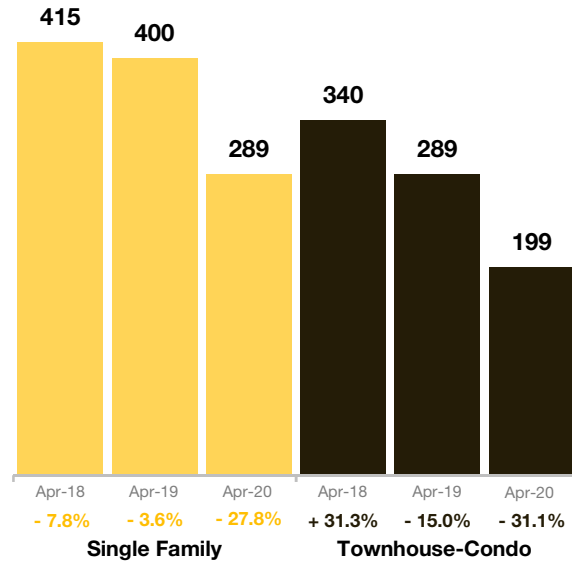
# New Listings



## April

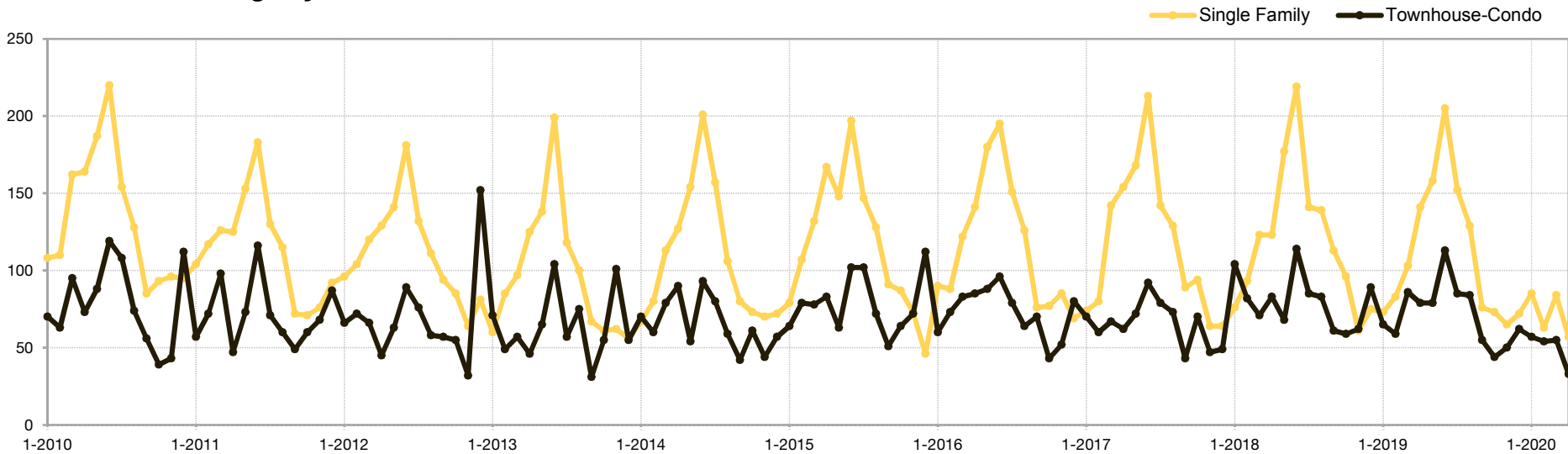


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	158	-10.7%	79	+16.2%
Jun-2019	205	-6.4%	113	-0.9%
Jul-2019	152	+7.8%	85	0.0%
Aug-2019	129	-7.2%	84	+1.2%
Sep-2019	76	-32.7%	55	-9.8%
Oct-2019	73	-24.0%	44	-25.4%
Nov-2019	65	+6.6%	50	-19.4%
Dec-2019	72	-4.0%	62	-30.3%
Jan-2020	85	+16.4%	57	-12.3%
Feb-2020	63	-24.1%	54	-8.5%
Mar-2020	84	-18.4%	55	-36.0%
<b>Apr-2020</b>	<b>57</b>	<b>-59.6%</b>	<b>33</b>	<b>-58.2%</b>

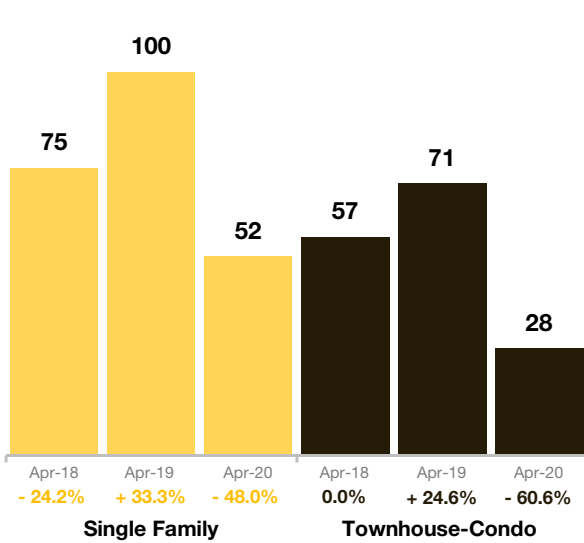
## Historical New Listings by Month



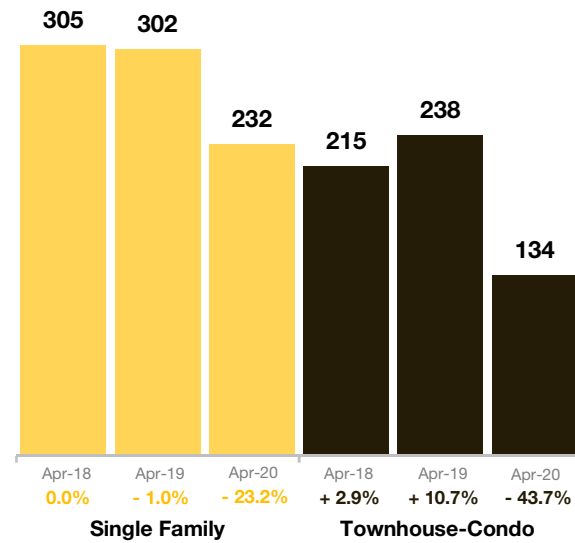
# Pending Sales



## April

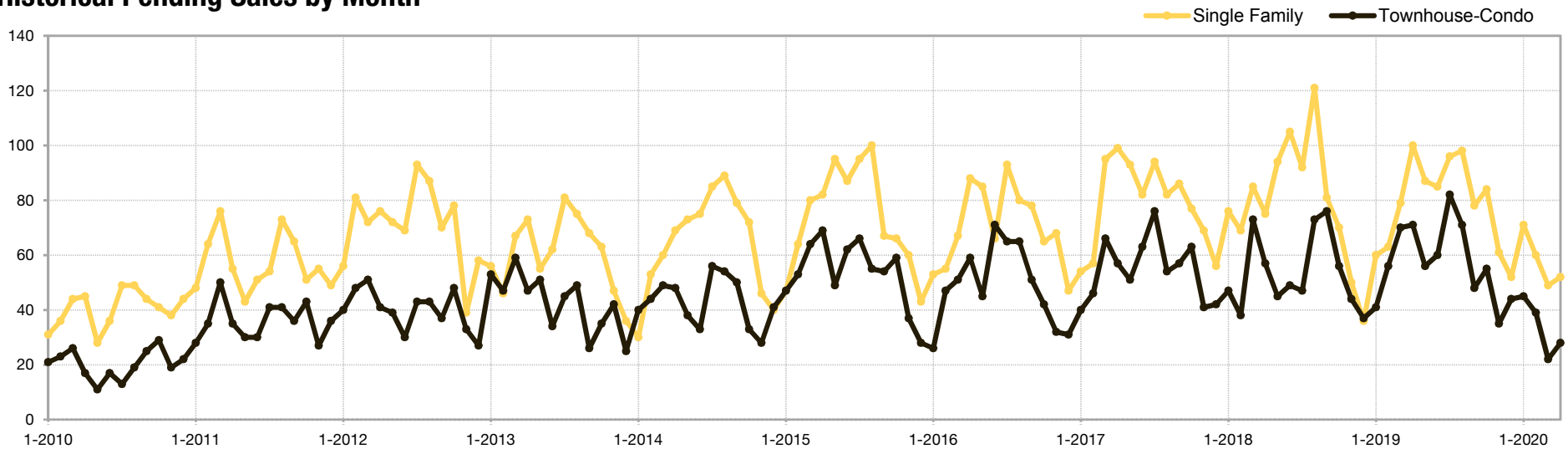


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	87	-7.4%	56	+24.4%
Jun-2019	85	-19.0%	60	+22.4%
Jul-2019	96	+4.3%	82	+74.5%
Aug-2019	98	-19.0%	71	-2.7%
Sep-2019	78	-3.7%	48	-36.8%
Oct-2019	84	+20.0%	55	-1.8%
Nov-2019	61	+22.0%	35	-20.5%
Dec-2019	52	+44.4%	44	+18.9%
Jan-2020	71	+18.3%	45	+9.8%
Feb-2020	60	-4.8%	39	-30.4%
Mar-2020	49	-38.0%	22	-68.6%
<b>Apr-2020</b>	<b>52</b>	<b>-48.0%</b>	<b>28</b>	<b>-60.6%</b>

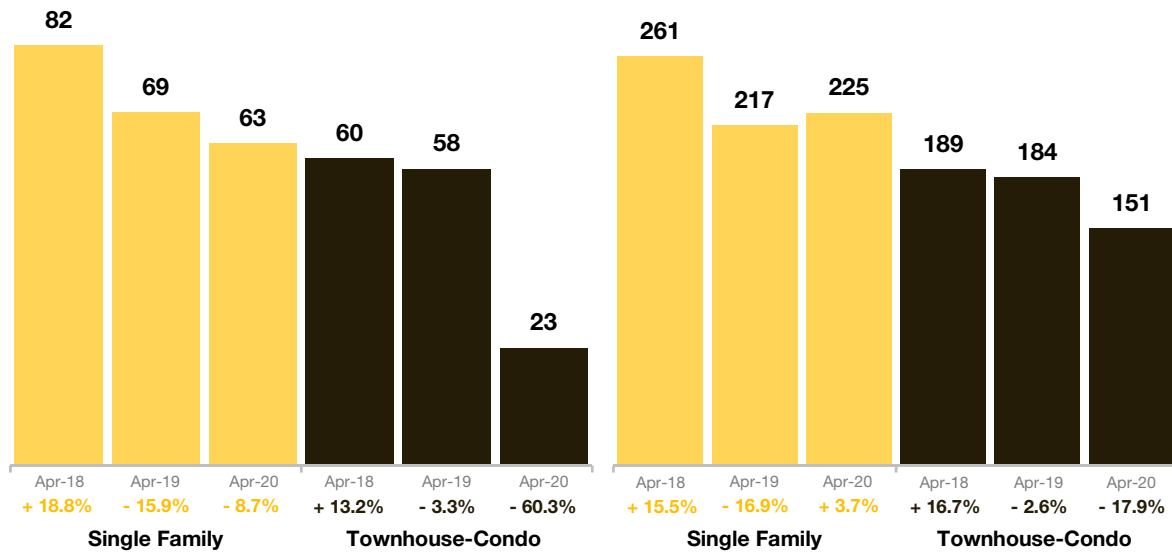
## Historical Pending Sales by Month



# Sold Listings

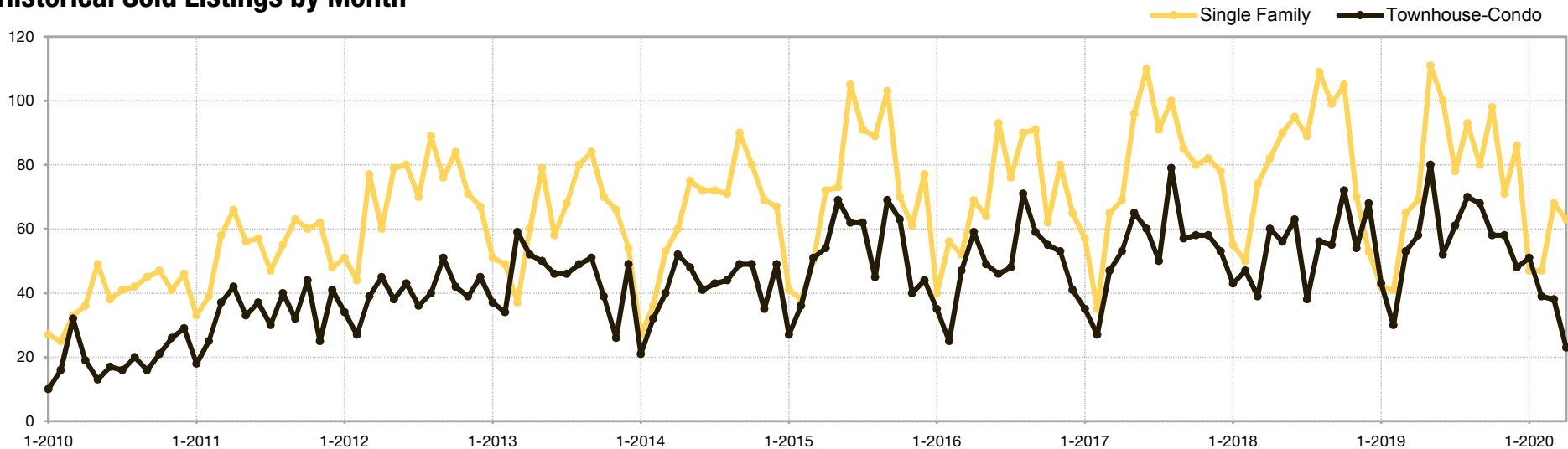


## April



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Oct-2019	98	-6.7%	58	-19.4%
Nov-2019	71	+1.4%	58	+7.4%
Dec-2019	86	+62.3%	48	-29.4%
Jan-2020	47	+11.9%	51	+18.6%
Feb-2020	47	+14.6%	39	+30.0%
Mar-2020	68	+4.6%	38	-28.3%
<b>Apr-2020</b>	<b>63</b>	<b>-8.7%</b>	<b>23</b>	<b>-60.3%</b>

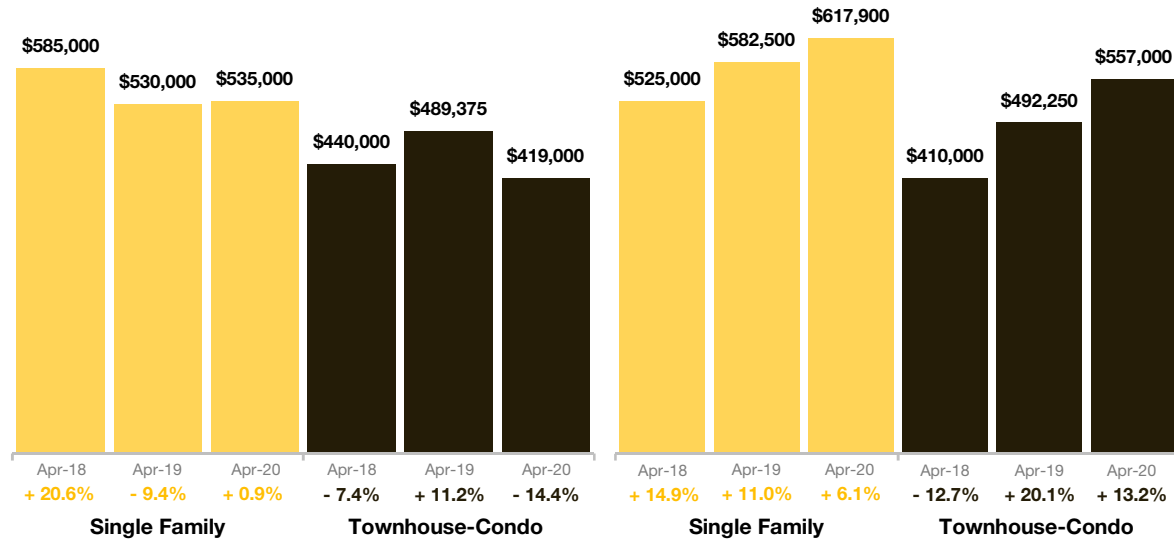
## Historical Sold Listings by Month



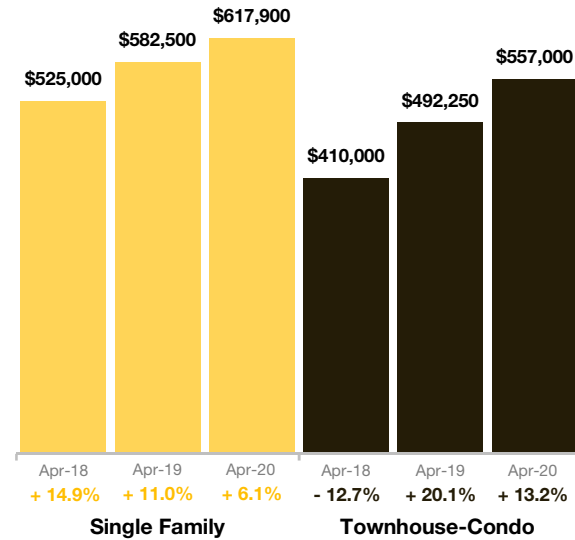
# Median Sales Price



## April

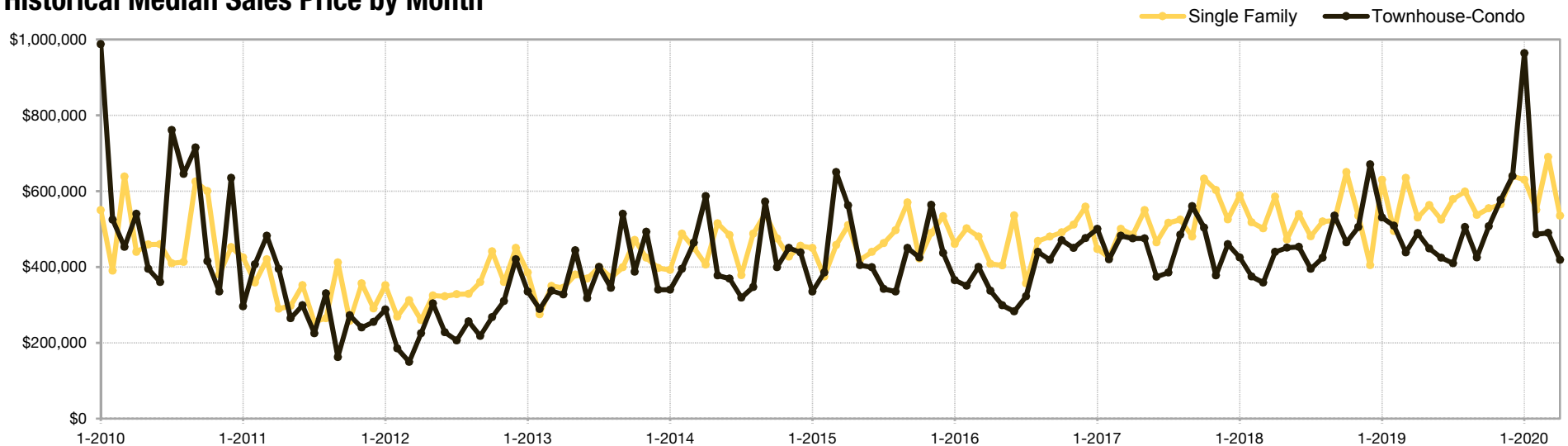


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	\$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%
Oct-2019	\$555,000	-14.6%	\$507,500	+9.1%
Nov-2019	\$565,000	+5.6%	\$577,000	+14.3%
Dec-2019	\$638,907	+57.8%	\$640,000	-4.5%
Jan-2020	\$630,000	0.0%	\$963,641	+81.8%
Feb-2020	\$550,500	+11.2%	\$486,500	-4.4%
Mar-2020	\$690,000	+8.7%	\$490,000	+11.9%
<b>Apr-2020</b>	<b>\$535,000</b>	<b>+0.9%</b>	<b>\$419,000</b>	<b>-14.4%</b>

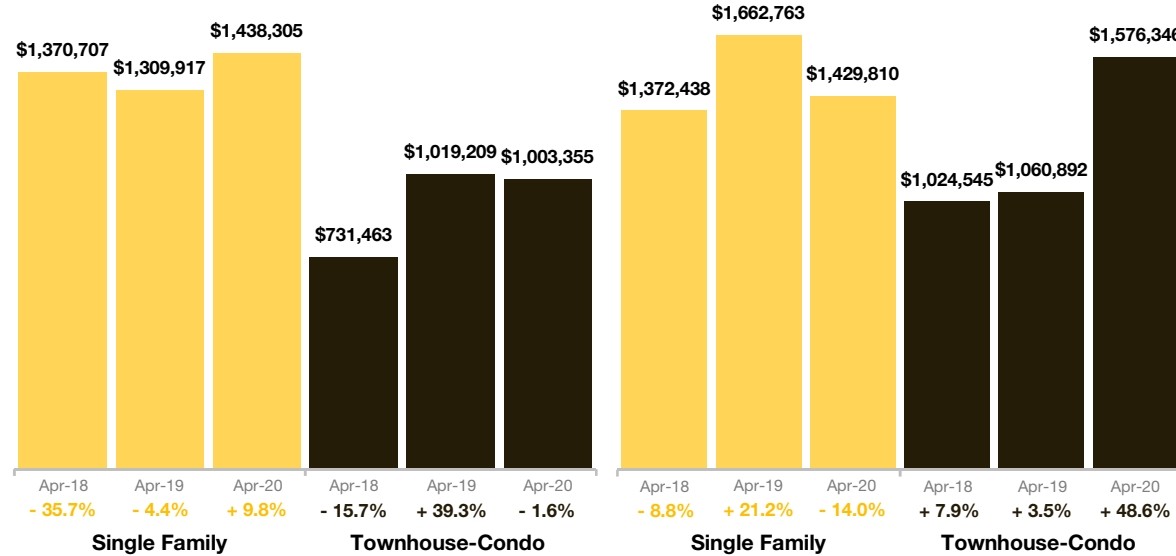
## Historical Median Sales Price by Month



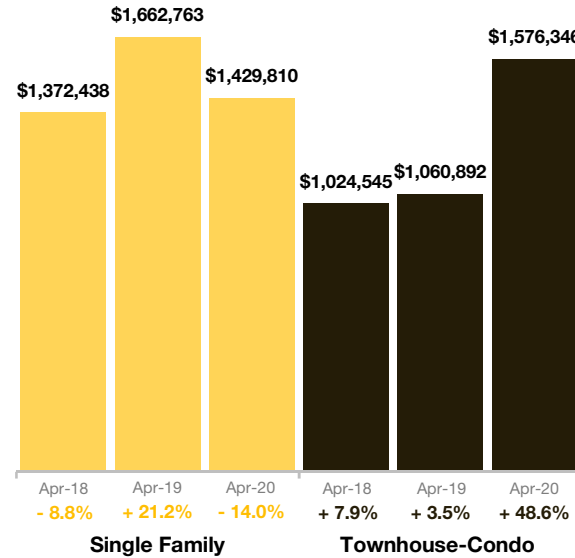
# Average Sales Price



## April

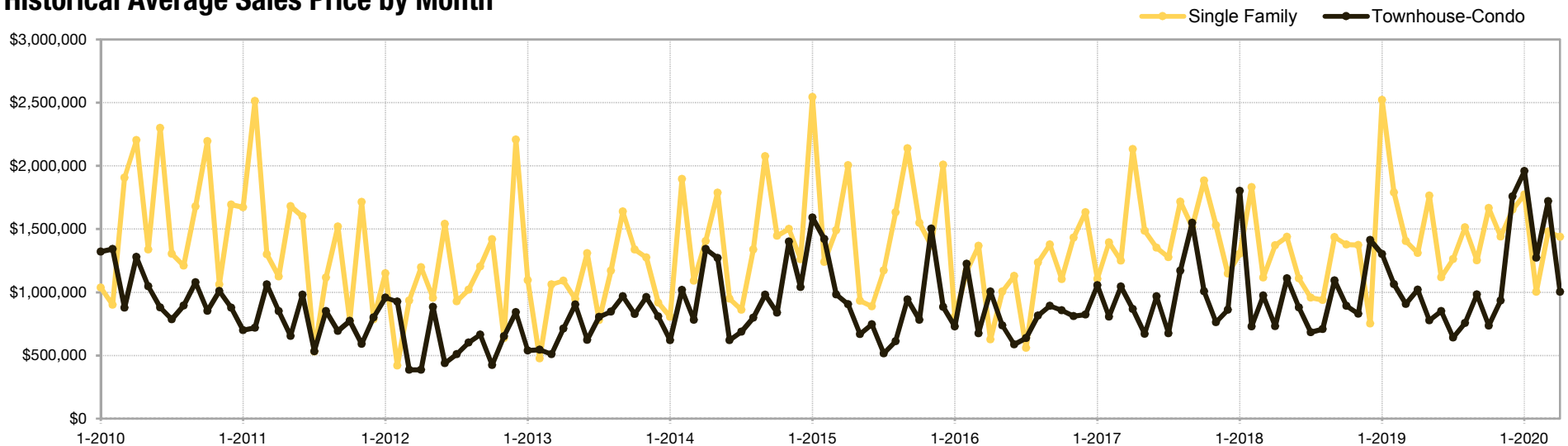


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	\$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%
Oct-2019	\$1,665,361	+20.9%	\$736,414	-17.5%
Nov-2019	\$1,441,123	+4.9%	\$934,145	+12.5%
Dec-2019	\$1,652,783	+119.8%	\$1,758,016	+24.5%
Jan-2020	\$1,772,931	-29.7%	\$1,958,609	+50.3%
Feb-2020	\$1,003,691	-43.9%	\$1,273,615	+19.6%
Mar-2020	\$1,479,306	+5.4%	\$1,720,815	+89.6%
<b>Apr-2020</b>	<b>\$1,438,305</b>	<b>+9.8%</b>	<b>\$1,003,355</b>	<b>-1.6%</b>

## Historical Average Sales Price by Month



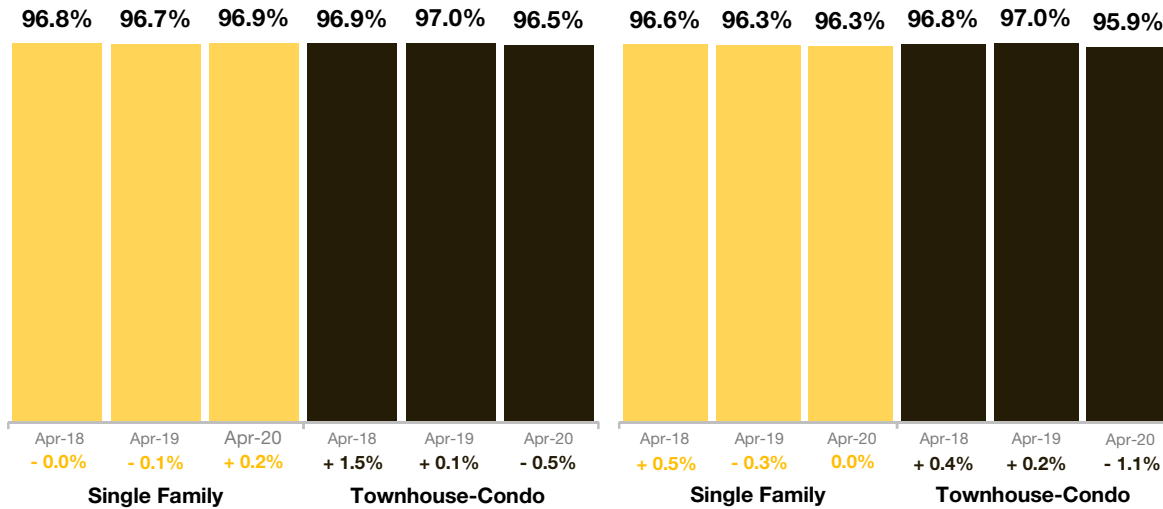


# Percent of List Price Received



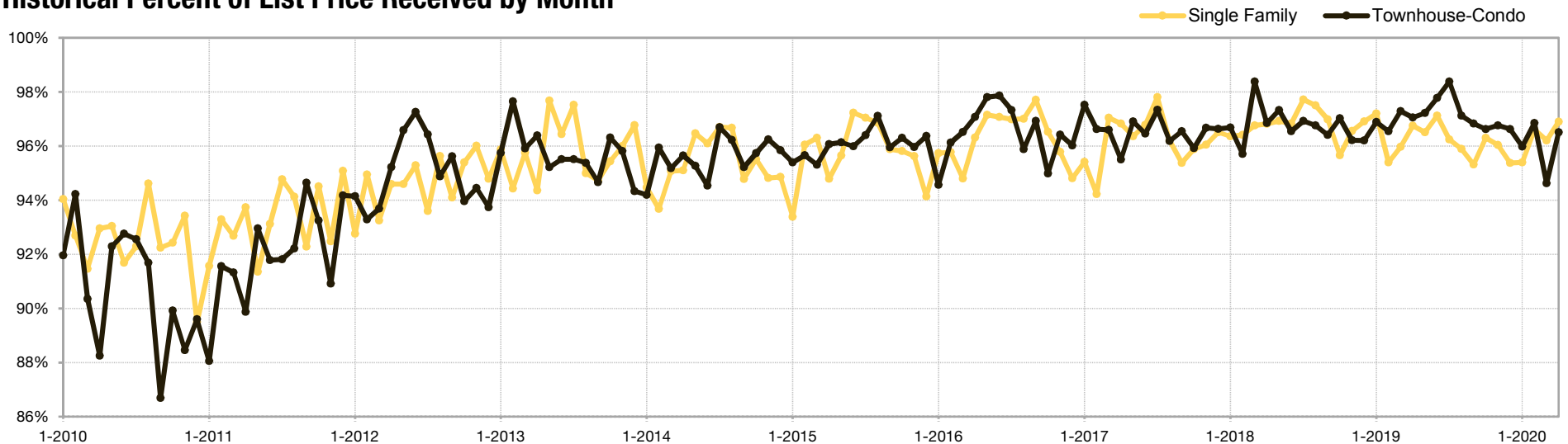
## April

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	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%
Oct-2019	96.3%	+0.6%	96.6%	-0.4%
Nov-2019	96.0%	-0.6%	96.8%	+0.6%
Dec-2019	95.4%	-1.5%	96.6%	+0.4%
Jan-2020	95.4%	-1.9%	96.0%	-0.9%
Feb-2020	96.6%	+1.3%	96.8%	+0.3%
Mar-2020	96.2%	+0.2%	94.6%	-2.8%
<b>Apr-2020</b>	<b>96.9%</b>	<b>+0.2%</b>	<b>96.5%</b>	<b>-0.5%</b>

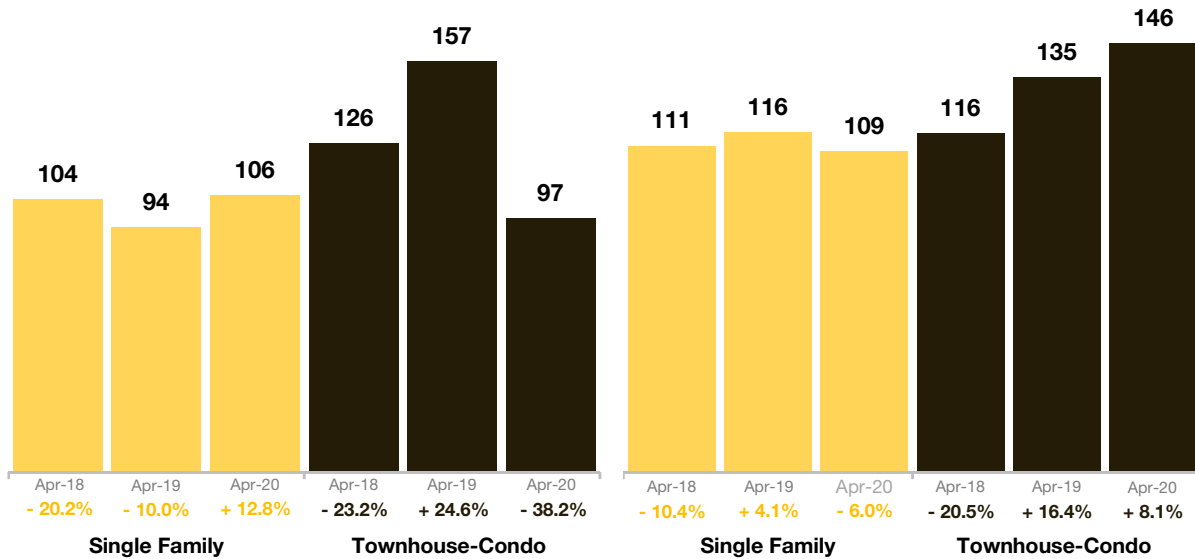
## Historical Percent of List Price Received by Month



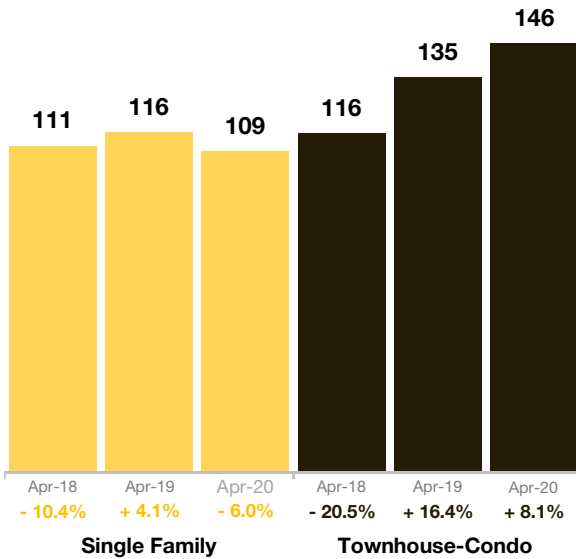
# Days on Market Until Sale



## April

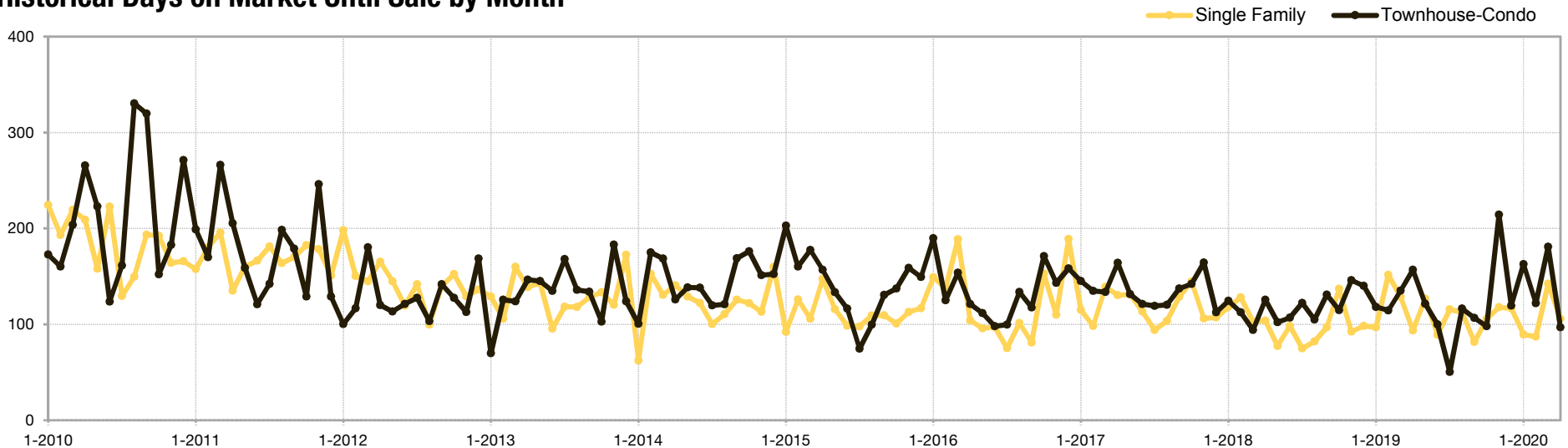


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	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%
Oct-2019	106	-22.6%	98	-14.8%
Nov-2019	118	+26.9%	214	+46.6%
Dec-2019	117	+19.4%	120	-14.3%
Jan-2020	90	-7.2%	163	+38.1%
Feb-2020	87	-42.8%	122	+6.1%
Mar-2020	142	+10.1%	181	+34.1%
<b>Apr-2020</b>	<b>106</b>	<b>+12.8%</b>	<b>97</b>	<b>-38.2%</b>

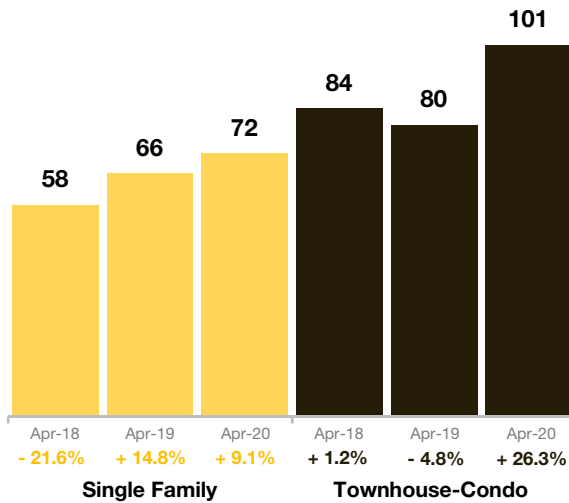
## Historical Days on Market Until Sale by Month



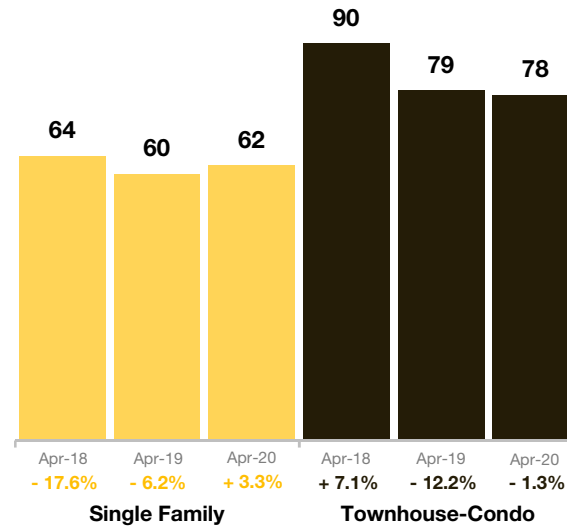
# Housing Affordability Index



## April

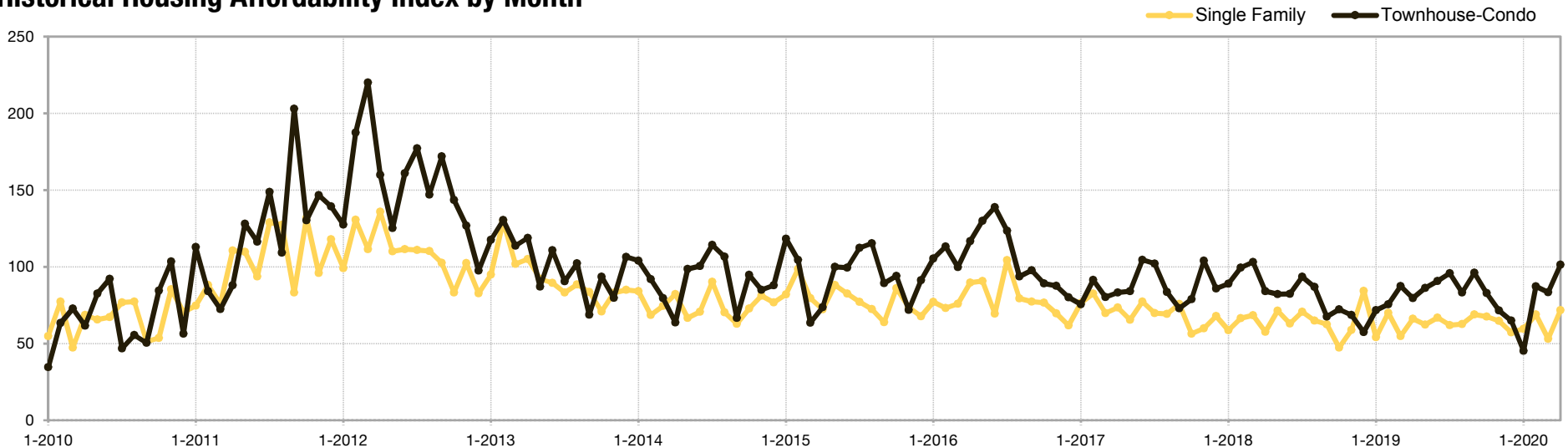


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	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%
Oct-2019	68	+44.7%	83	+15.3%
Nov-2019	65	+10.2%	72	+4.3%
Dec-2019	57	-32.1%	65	+14.0%
Jan-2020	60	+11.1%	45	-37.5%
Feb-2020	69	-1.4%	87	+14.5%
Mar-2020	53	-3.6%	83	-4.6%
<b>Apr-2020</b>	<b>72</b>	<b>+9.1%</b>	<b>101</b>	<b>+26.3%</b>

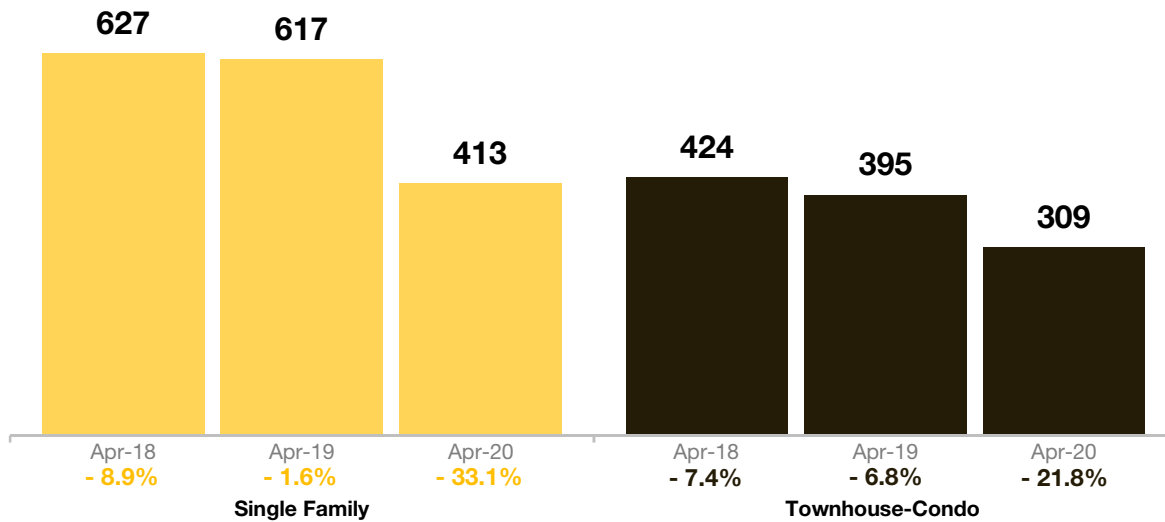
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

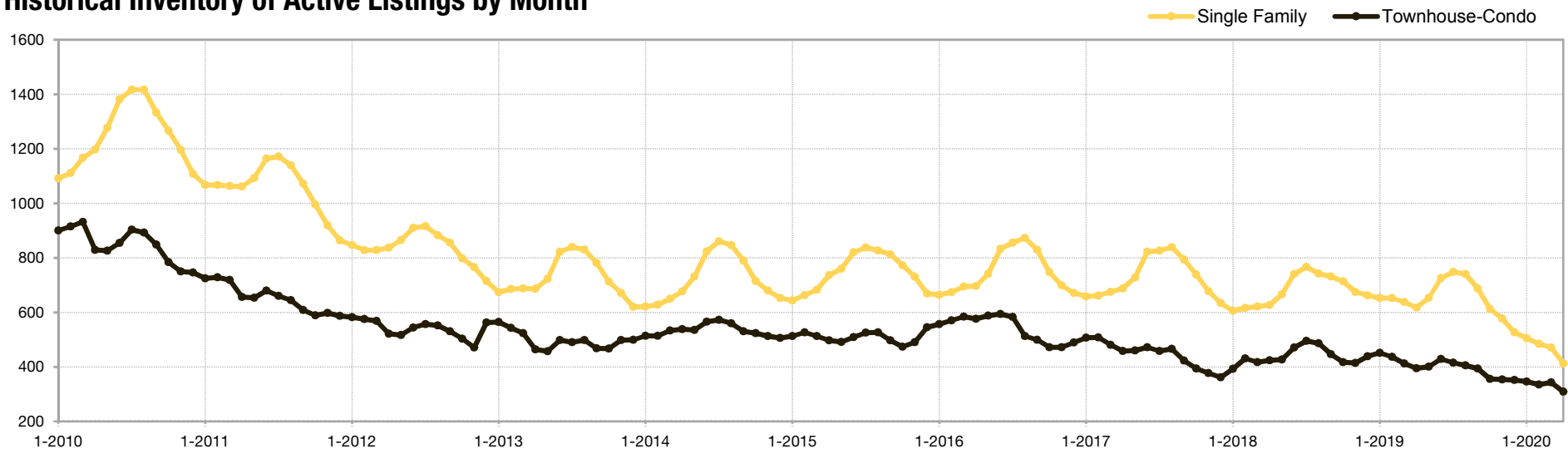


## April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	654	-1.8%	401	-6.1%
Jun-2019	726	-1.9%	429	-8.9%
Jul-2019	748	-2.5%	415	-16.2%
Aug-2019	740	-0.3%	406	-16.6%
Sep-2019	688	-6.0%	394	-11.9%
Oct-2019	613	-14.1%	356	-14.6%
Nov-2019	577	-14.5%	354	-14.5%
Dec-2019	527	-20.4%	352	-19.8%
Jan-2020	505	-22.7%	346	-23.5%
Feb-2020	485	-25.7%	335	-23.3%
Mar-2020	471	-26.2%	343	-16.9%
<b>Apr-2020</b>	<b>413</b>	<b>-33.1%</b>	<b>309</b>	<b>-21.8%</b>

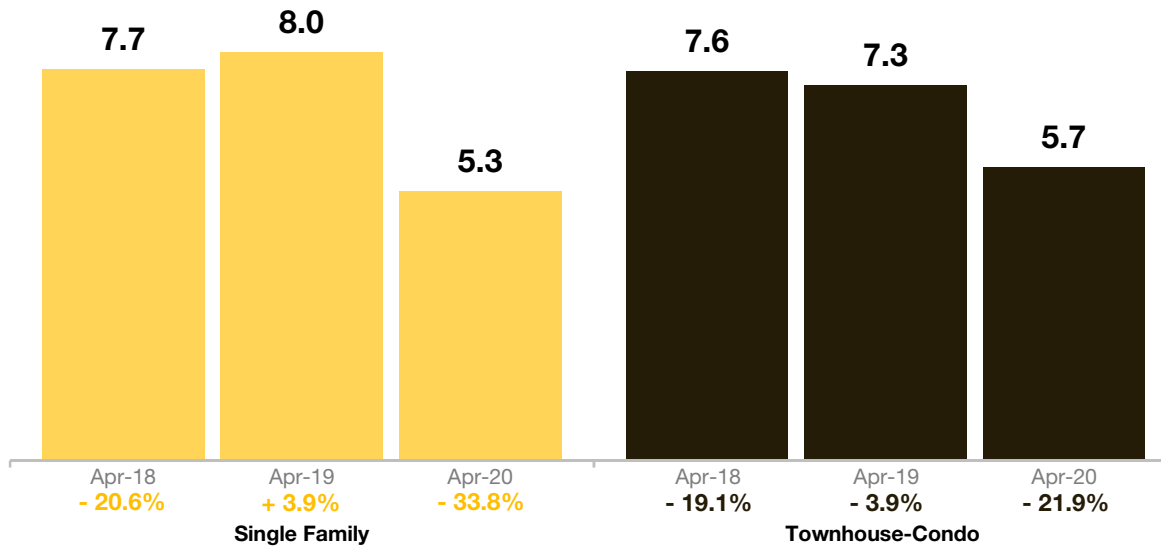
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

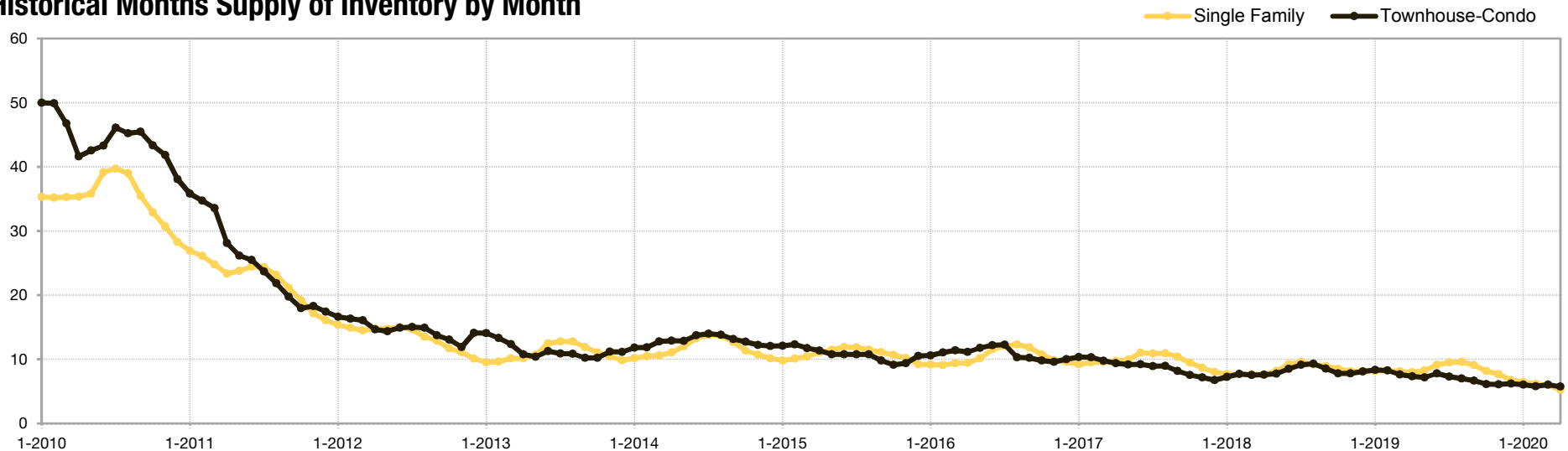


## April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	8.3	+1.2%	7.2	-7.7%
Jun-2019	9.1	-1.1%	7.8	-8.2%
Jul-2019	9.5	-1.0%	7.3	-19.8%
Aug-2019	9.6	+4.3%	7.0	-24.7%
Sep-2019	9.1	+2.2%	6.7	-22.1%
Oct-2019	8.2	-3.5%	6.1	-21.8%
Nov-2019	7.7	-4.9%	6.1	-21.8%
Dec-2019	6.8	-17.1%	6.2	-23.5%
Jan-2020	6.5	-20.7%	6.0	-27.7%
Feb-2020	6.2	-25.3%	5.8	-30.1%
Mar-2020	6.0	-25.9%	6.0	-21.1%
<b>Apr-2020</b>	<b>5.3</b>	<b>-33.8%</b>	<b>5.7</b>	<b>-21.9%</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.

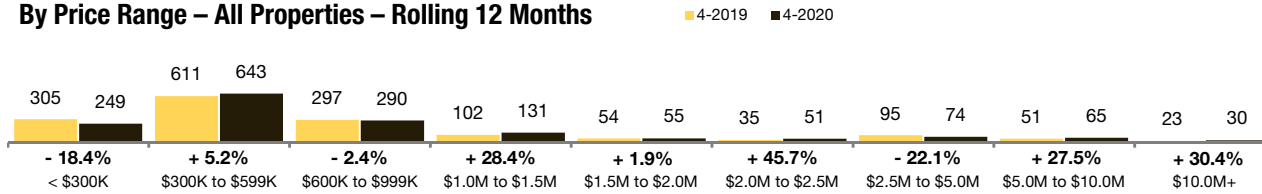
Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		220	90	- 59.1%	689	488	- 29.2%
<b>Pending Sales</b>		171	80	- 53.2%	540	366	- 32.2%
<b>Sold Listings</b>		127	86	- 32.3%	401	376	- 6.2%
<b>Median Sales Price</b>		\$500,000	<b>\$529,375</b>	+ 5.9%	\$530,000	<b>\$587,000</b>	+ 10.8%
<b>Avg. Sales Price</b>		\$1,177,153	<b>\$1,321,981</b>	+ 12.3%	\$1,386,593	<b>\$1,488,658</b>	+ 7.4%
<b>Pct. of List Price Received</b>		96.9%	<b>96.8%</b>	- 0.1%	96.6%	<b>96.2%</b>	- 0.4%
<b>Days on Market</b>		123	<b>103</b>	- 16.3%	125	<b>124</b>	- 0.8%
<b>Affordability Index</b>		70	<b>73</b>	+ 4.3%	66	<b>65</b>	- 1.5%
<b>Active Listings</b>		1,012	<b>722</b>	- 28.7%	--	--	--
<b>Months Supply</b>		7.7	<b>5.5</b>	- 28.6%	--	--	--

# Sold Listings

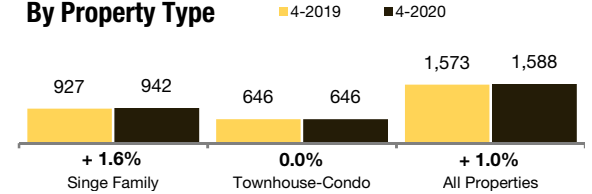
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	147	100	-32.0%	158	149	-5.7%
\$300,000 to \$599,999	379	392	+3.4%	232	251	+8.2%
\$600,000 to \$999,999	201	199	-1.0%	96	91	-5.2%
\$1,000,000 to \$1,499,999	51	88	+72.5%	51	43	-15.7%
\$1,500,00 to \$1,999,999	27	26	-3.7%	27	29	+7.4%
\$2,000,000 to \$2,499,999	12	22	+83.3%	23	29	+26.1%
\$2,500,000 to \$4,999,999	52	44	-15.4%	43	30	-30.2%
\$5,000,000 to \$9,999,999	38	48	+26.3%	13	17	+30.8%
\$10,000,000 and Above	20	23	+15.0%	3	7	+133.3%
<b>All Price Ranges</b>	<b>927</b>	<b>942</b>	<b>+1.6%</b>	<b>646</b>	<b>646</b>	<b>0.0%</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	4	6	+50.0%	9	5	-44.4%
\$300,000 to \$599,999	26	26	0.0%	12	10	-16.7%
\$600,000 to \$999,999	20	13	-35.0%	9	2	-77.8%
\$1,000,000 to \$1,499,999	10	7	-30.0%	0	2	--
\$1,500,00 to \$1,999,999	1	3	+200.0%	0	3	--
\$2,000,000 to \$2,499,999	2	0	-100.0%	2	0	-100.0%
\$2,500,000 to \$4,999,999	0	4	--	2	0	-100.0%
\$5,000,000 to \$9,999,999	3	2	-33.3%	1	1	0.0%
\$10,000,000 and Above	2	2	0.0%	3	0	-100.0%
<b>All Price Ranges</b>	<b>68</b>	<b>63</b>	<b>-7.4%</b>	<b>38</b>	<b>23</b>	<b>-39.5%</b>

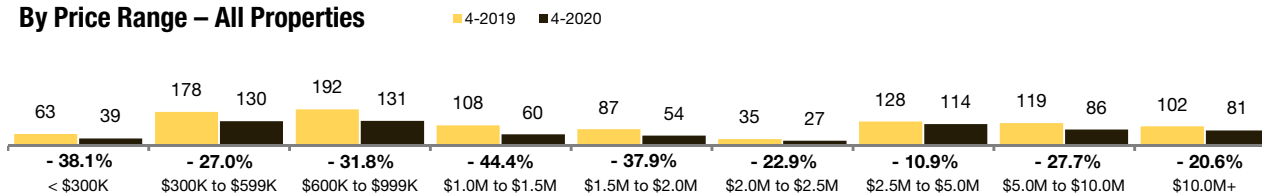
### Year to Date

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	29	21	-27.6%	35	32	-8.6%
\$300,000 to \$599,999	83	88	+6.0%	75	50	-33.3%
\$600,000 to \$999,999	51	54	+5.9%	26	22	-15.4%
\$1,000,000 to \$1,499,999	11	30	+172.7%	11	11	0.0%
\$1,500,00 to \$1,999,999	5	7	+40.0%	8	6	-25.0%
\$2,000,000 to \$2,499,999	2	3	+50.0%	9	10	+11.1%
\$2,500,000 to \$4,999,999	16	7	-56.3%	16	7	-56.3%
\$5,000,000 to \$9,999,999	12	9	-25.0%	4	8	+100.0%
\$10,000,000 and Above	8	6	-25.0%	0	5	--
<b>All Price Ranges</b>	<b>217</b>	<b>225</b>	<b>+3.7%</b>	<b>184</b>	<b>151</b>	<b>-17.9%</b>

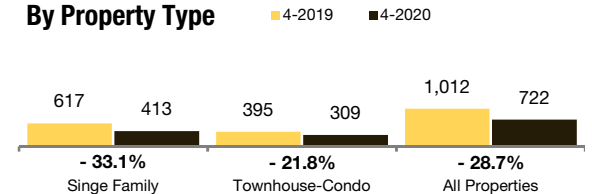
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Compared to Prior Year

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	14	6	-57.1%	49	33	-32.7%
\$300,000 to \$599,999	84	68	-19.0%	94	62	-34.0%
\$600,000 to \$999,999	112	65	-42.0%	80	66	-17.5%
\$1,000,000 to \$1,499,999	62	27	-56.5%	46	33	-28.3%
\$1,500,00 to \$1,999,999	59	35	-40.7%	28	19	-32.1%
\$2,000,000 to \$2,499,999	14	10	-28.6%	21	17	-19.0%
\$2,500,000 to \$4,999,999	86	59	-31.4%	42	55	+31.0%
\$5,000,000 to \$9,999,999	97	74	-23.7%	22	12	-45.5%
\$10,000,000 and Above	89	69	-22.5%	13	12	-7.7%
<b>All Price Ranges</b>	<b>617</b>	<b>413</b>	<b>-33.1%</b>	<b>395</b>	<b>309</b>	<b>-21.8%</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	6	6	0.0%	35	33	-5.7%
\$300,000 to \$599,999	71	68	-4.2%	67	62	-7.5%
\$600,000 to \$999,999	83	65	-21.7%	72	66	-8.3%
\$1,000,000 to \$1,499,999	30	27	-10.0%	38	33	-13.2%
\$1,500,00 to \$1,999,999	37	35	-5.4%	18	19	+5.6%
\$2,000,000 to \$2,499,999	11	10	-9.1%	19	17	-10.5%
\$2,500,000 to \$4,999,999	67	59	-11.9%	60	55	-8.3%
\$5,000,000 to \$9,999,999	87	74	-14.9%	20	12	-40.0%
\$10,000,000 and Above	79	69	-12.7%	14	12	-14.3%
<b>All Price Ranges</b>	<b>471</b>	<b>413</b>	<b>-12.3%</b>	<b>343</b>	<b>309</b>	<b>-9.9%</b>

### Year to Date

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	14	6	-57.1%	49	33	-32.7%
\$300,000 to \$599,999	84	68	-19.0%	94	62	-34.0%
\$600,000 to \$999,999	112	65	-42.0%	80	66	-17.5%
\$1,000,000 to \$1,499,999	62	27	-56.5%	46	33	-28.3%
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\$2,500,000 to \$4,999,999	86	59	-31.4%	42	55	+31.0%
\$5,000,000 to \$9,999,999	97	74	-23.7%	22	12	-45.5%
\$10,000,000 and Above	89	69	-22.5%	13	12	-7.7%
<b>All Price Ranges</b>	<b>617</b>	<b>413</b>	<b>-33.1%</b>	<b>395</b>	<b>309</b>	<b>-21.8%</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.