

# Monthly Indicators



## April 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 55.6 percent for single family homes and 50.9 percent for townhouse-condo properties. Pending Sales decreased 18.2 percent for single family homes and 53.8 percent for townhouse-condo properties.

The Median Sales Price was down 11.3 percent to \$865,000 for single family homes and 6.1 percent to \$399,000 for townhouse-condo properties. Days on Market decreased 19.2 percent for single family homes and 23.1 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

**- 54.5%**      **+ 0.9%**      **- 33.1%**

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 ZIP codes 80487, 81639 and 80467 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.



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Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		45	20	- 55.6%	109	99	- 9.2%
<b>Pending Sales</b>		22	18	- 18.2%	101	71	- 29.7%
<b>Sold Listings</b>		25	13	- 48.0%	77	62	- 19.5%
<b>Median Sales Price</b>		\$975,000	\$865,000	- 11.3%	\$775,000	\$759,750	- 2.0%
<b>Average Sales Price</b>		\$1,096,370	\$1,094,433	- 0.2%	\$974,725	\$1,005,075	+ 3.1%
<b>Pct. of List Price Received</b>		95.1%	96.8%	+ 1.8%	96.6%	95.5%	- 1.1%
<b>Days on Market</b>		146	118	- 19.2%	141	132	- 6.4%
<b>Housing Affordability Index</b>		36	44	+ 22.2%	45	51	+ 13.3%
<b>Active Listings</b>		195	123	- 36.9%	--	--	--
<b>Months Supply</b>		6.6	4.7	- 28.8%	--	--	--

# Townhouse-Condo Market Overview

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



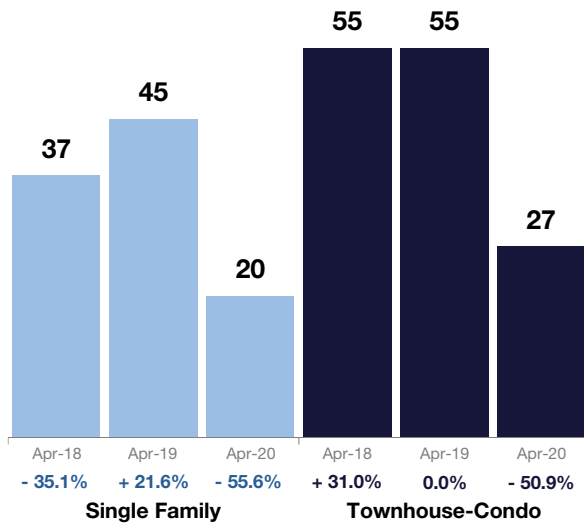
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Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		55	27	- 50.9%	192	151	- 21.4%
<b>Pending Sales</b>		39	18	- 53.8%	157	93	- 40.8%
<b>Sold Listings</b>		49	21	- 57.1%	129	95	- 26.4%
<b>Median Sales Price</b>		\$425,000	\$399,000	- 6.1%	\$435,000	\$425,000	- 2.3%
<b>Average Sales Price</b>		\$494,695	\$437,262	- 11.6%	\$500,233	\$542,236	+ 8.4%
<b>Pct. of List Price Received</b>		97.1%	97.1%	0.0%	97.3%	97.4%	+ 0.1%
<b>Days on Market</b>		78	60	- 23.1%	75	79	+ 5.3%
<b>Housing Affordability Index</b>		83	96	+ 15.7%	81	90	+ 11.1%
<b>Active Listings</b>		217	139	- 35.9%	--	--	--
<b>Months Supply</b>		5.3	3.4	- 35.8%	--	--	--

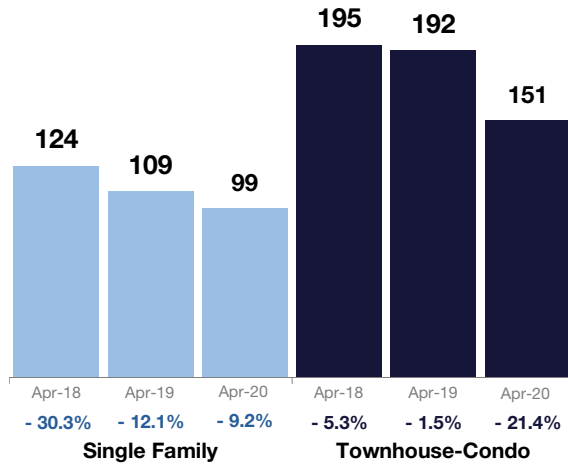
# New Listings



## April

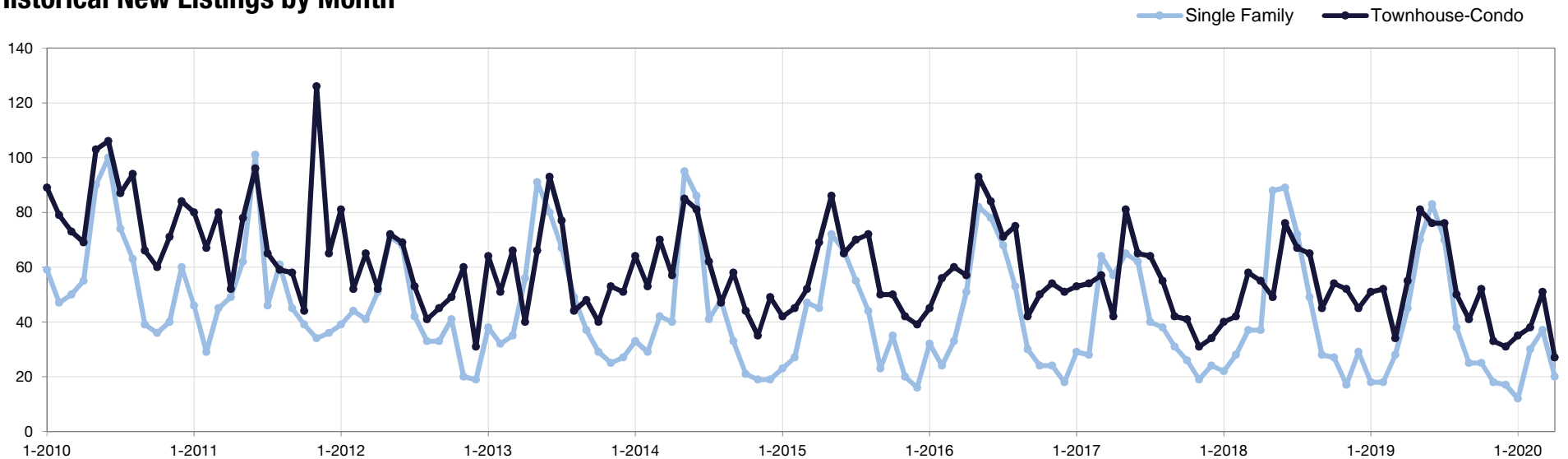


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	70	-20.5%	81	+65.3%
Jun-2019	83	-6.7%	76	0.0%
Jul-2019	70	-2.8%	76	+13.4%
Aug-2019	38	-22.4%	50	-23.1%
Sep-2019	25	-10.7%	41	-8.9%
Oct-2019	25	-7.4%	52	-3.7%
Nov-2019	18	+5.9%	33	-36.5%
Dec-2019	17	-41.4%	31	-31.1%
Jan-2020	12	-33.3%	35	-31.4%
Feb-2020	30	+66.7%	38	-26.9%
Mar-2020	37	+32.1%	51	+50.0%
<b>Apr-2020</b>	<b>20</b>	<b>-55.6%</b>	<b>27</b>	<b>-50.9%</b>

## Historical New Listings by Month

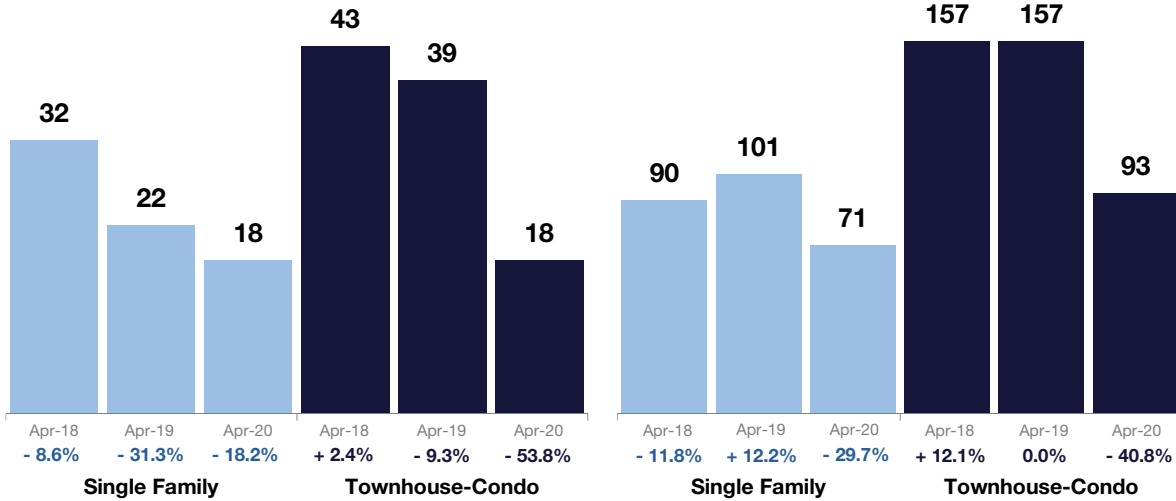


# Pending Sales



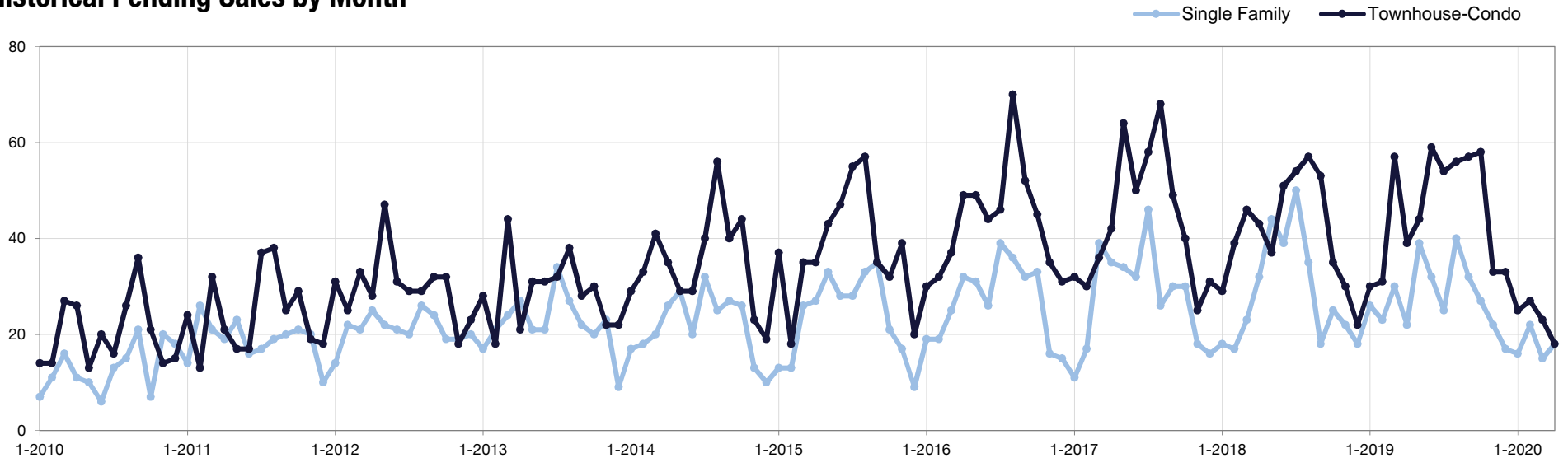
## April

## Year to Date



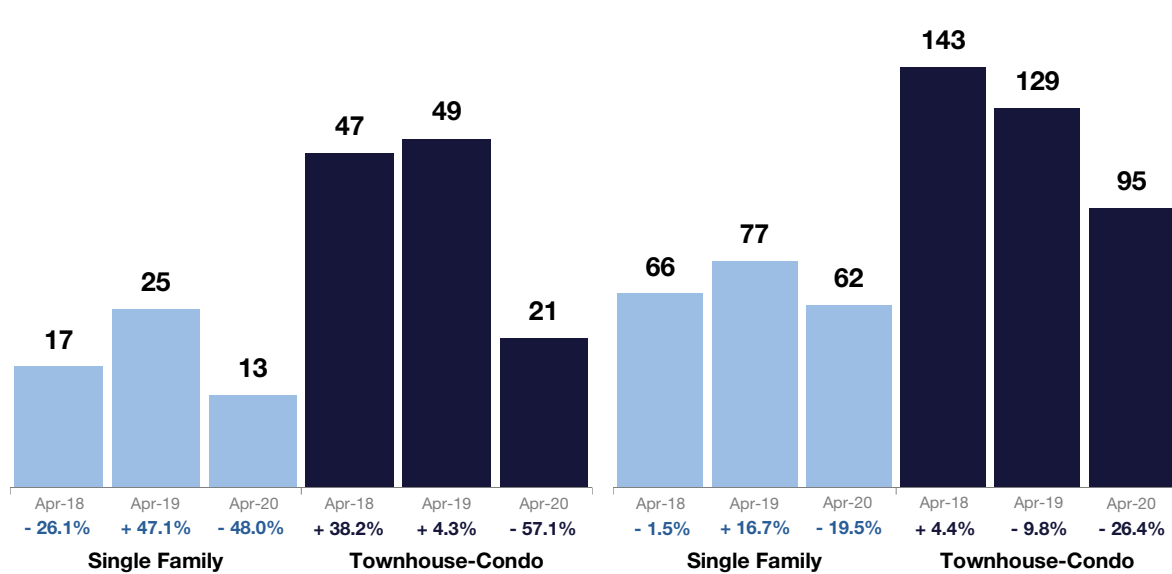
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	39	-11.4%	44	+18.9%
Jun-2019	32	-17.9%	59	+15.7%
Jul-2019	25	-50.0%	54	0.0%
Aug-2019	40	+14.3%	56	-1.8%
Sep-2019	32	+77.8%	57	+7.5%
Oct-2019	27	+8.0%	58	+65.7%
Nov-2019	22	0.0%	33	+10.0%
Dec-2019	17	-5.6%	33	+50.0%
Jan-2020	16	-38.5%	25	-16.7%
Feb-2020	22	-4.3%	27	-12.9%
Mar-2020	15	-50.0%	23	-59.6%
<b>Apr-2020</b>	<b>18</b>	<b>-18.2%</b>	<b>18</b>	<b>-53.8%</b>

## Historical Pending Sales by Month



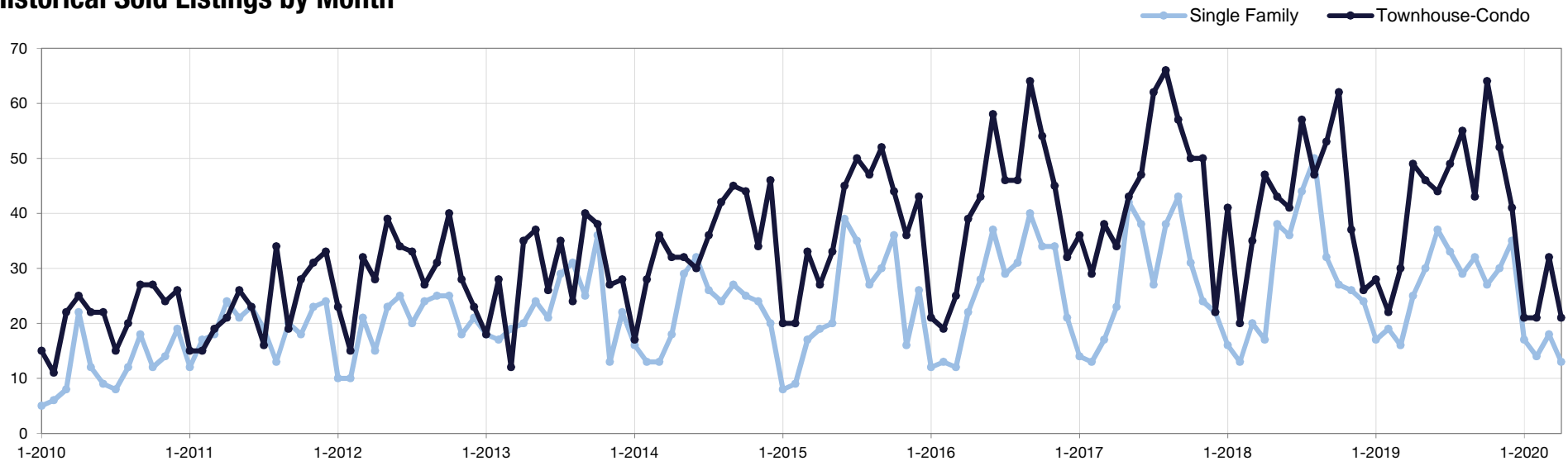
# Sold Listings

## April



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	30	-21.1%	46	+7.0%
Jun-2019	37	+2.8%	44	+7.3%
Jul-2019	33	-25.0%	49	-14.0%
Aug-2019	29	-42.0%	55	+17.0%
Sep-2019	32	0.0%	43	-18.9%
Oct-2019	27	0.0%	64	+3.2%
Nov-2019	30	+15.4%	52	+40.5%
Dec-2019	35	+45.8%	41	+57.7%
Jan-2020	17	0.0%	21	-25.0%
Feb-2020	14	-26.3%	21	-4.5%
Mar-2020	18	+12.5%	32	+6.7%
<b>Apr-2020</b>	<b>13</b>	<b>-48.0%</b>	<b>21</b>	<b>-57.1%</b>

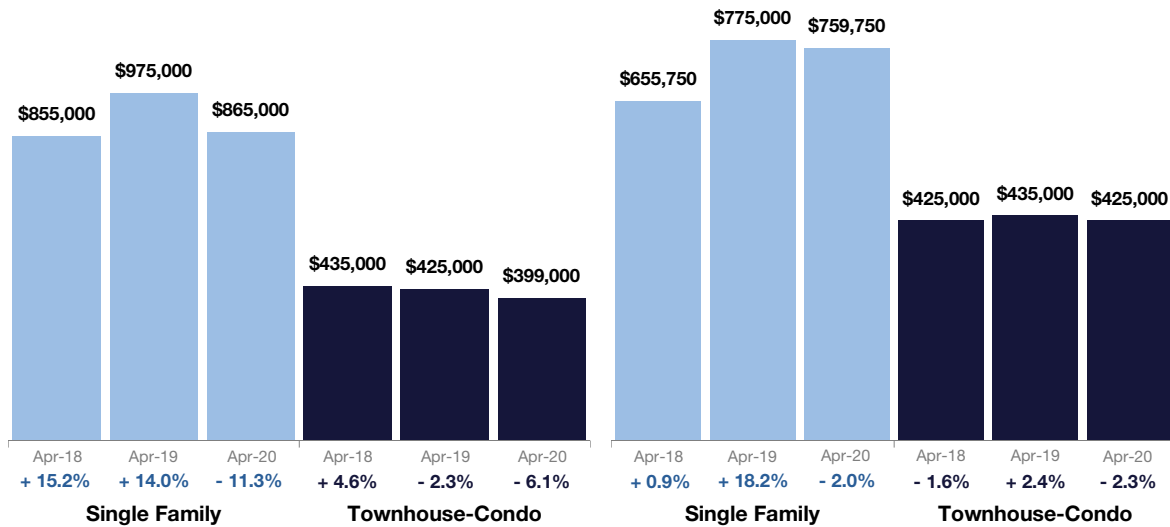
## Historical Sold Listings by Month



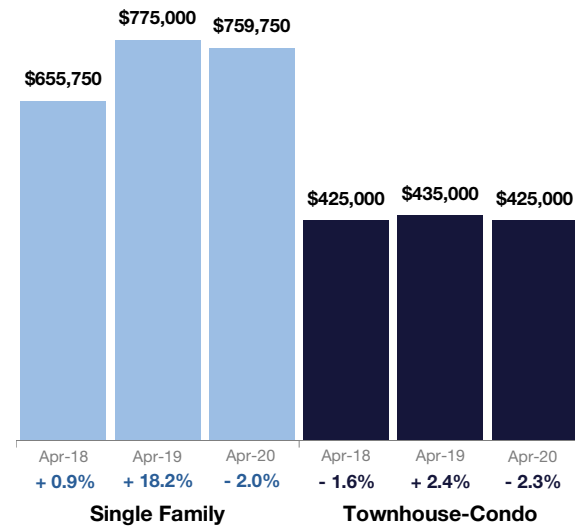
# Median Sales Price



## April

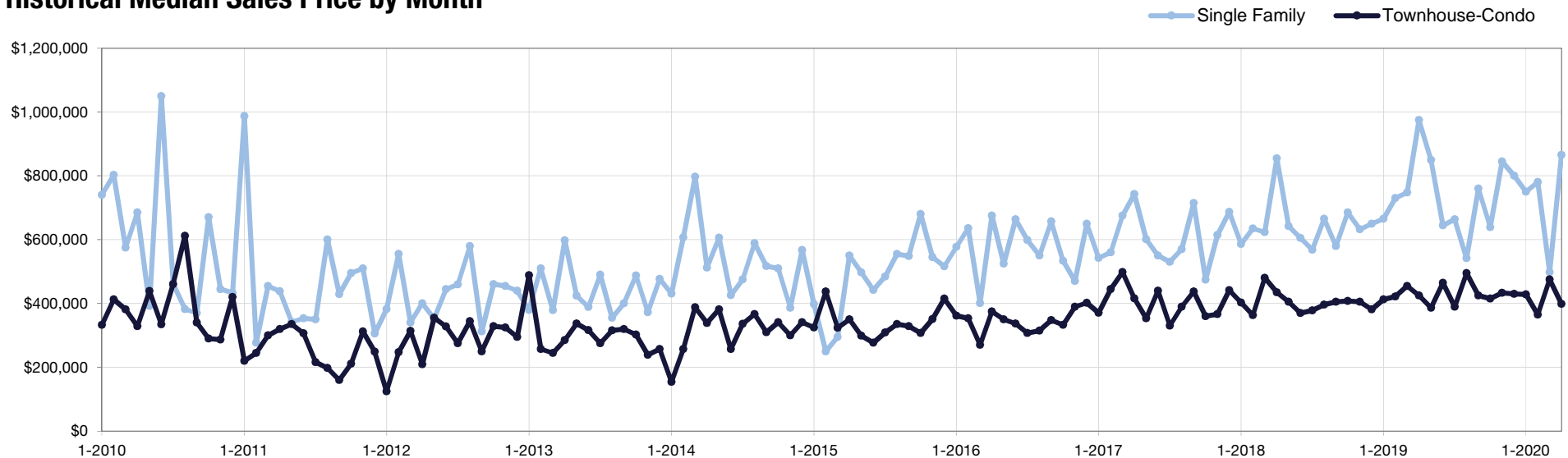


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	\$850,000	+32.4%	\$386,200	-4.6%
Jun-2019	\$645,000	+6.6%	\$464,300	+25.5%
Jul-2019	\$664,000	+16.8%	\$390,000	+3.2%
Aug-2019	\$542,000	-18.5%	\$495,000	+25.0%
Sep-2019	\$760,000	+31.1%	\$425,000	+4.9%
Oct-2019	\$639,000	-6.7%	\$415,000	+1.7%
Nov-2019	\$844,500	+33.5%	\$433,250	+7.0%
Dec-2019	\$800,000	+23.1%	\$430,000	+12.9%
Jan-2020	\$750,000	+12.8%	\$428,000	+3.8%
Feb-2020	\$780,500	+6.9%	\$365,000	-13.4%
Mar-2020	\$498,500	-33.3%	\$475,000	+4.5%
<b>Apr-2020</b>	<b>\$865,000</b>	<b>-11.3%</b>	<b>\$399,000</b>	<b>-6.1%</b>

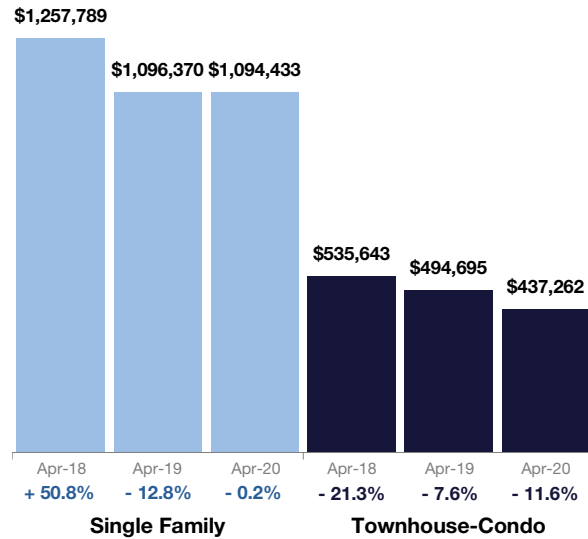
## Historical Median Sales Price by Month



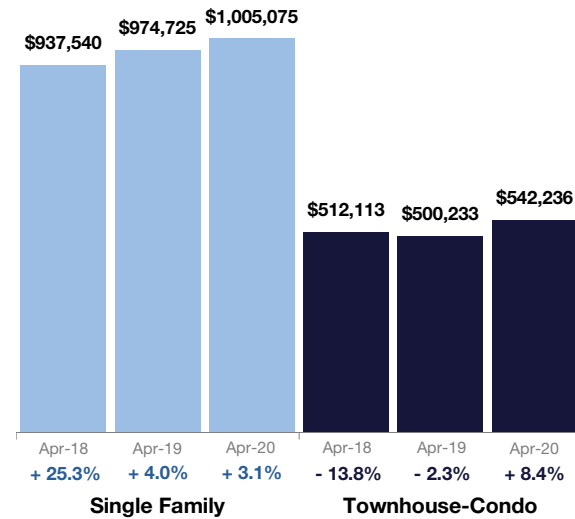
# Average Sales Price



## April

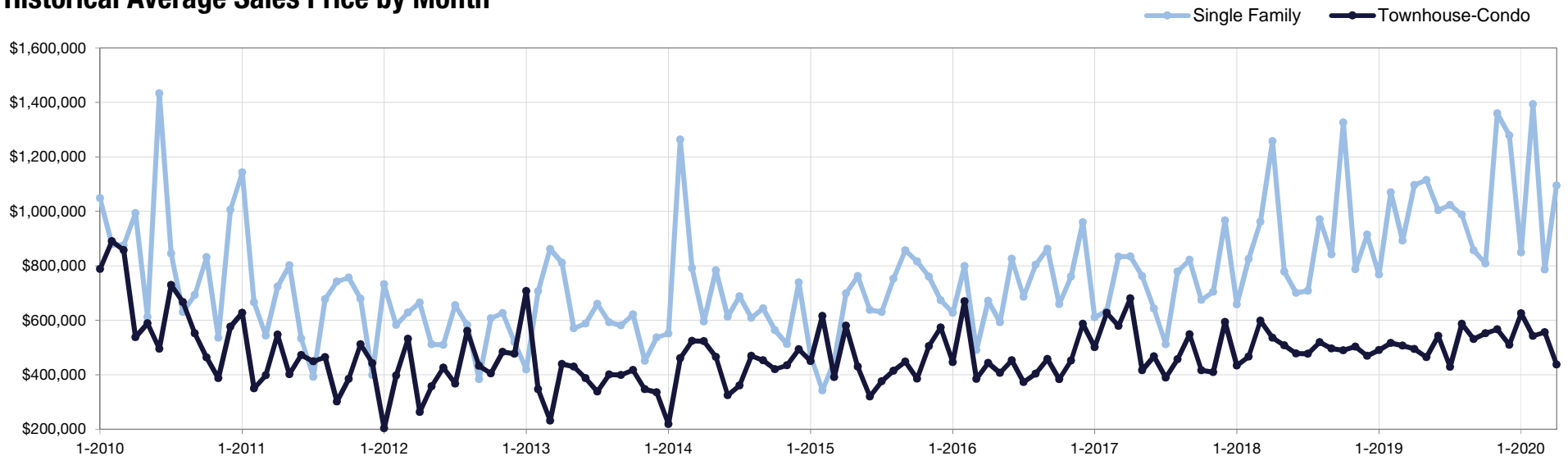


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	\$1,114,780	+43.2%	\$464,389	-8.5%
Jun-2019	\$1,003,827	+43.3%	\$542,292	+13.4%
Jul-2019	\$1,023,132	+44.4%	\$428,306	-10.2%
Aug-2019	\$987,680	+1.8%	\$586,595	+13.0%
Sep-2019	\$856,834	+1.7%	\$530,884	+6.9%
Oct-2019	\$808,855	-39.0%	\$552,107	+12.9%
Nov-2019	\$1,359,348	+72.7%	\$566,849	+12.8%
Dec-2019	\$1,278,562	+39.8%	\$509,402	+8.7%
Jan-2020	\$848,529	+10.6%	\$625,695	+27.5%
Feb-2020	\$1,392,932	+30.3%	\$542,533	+5.1%
Mar-2020	\$786,719	-11.8%	\$556,161	+9.8%
<b>Apr-2020</b>	<b>\$1,094,433</b>	<b>-0.2%</b>	<b>\$437,262</b>	<b>-11.6%</b>

## Historical Average Sales Price by Month



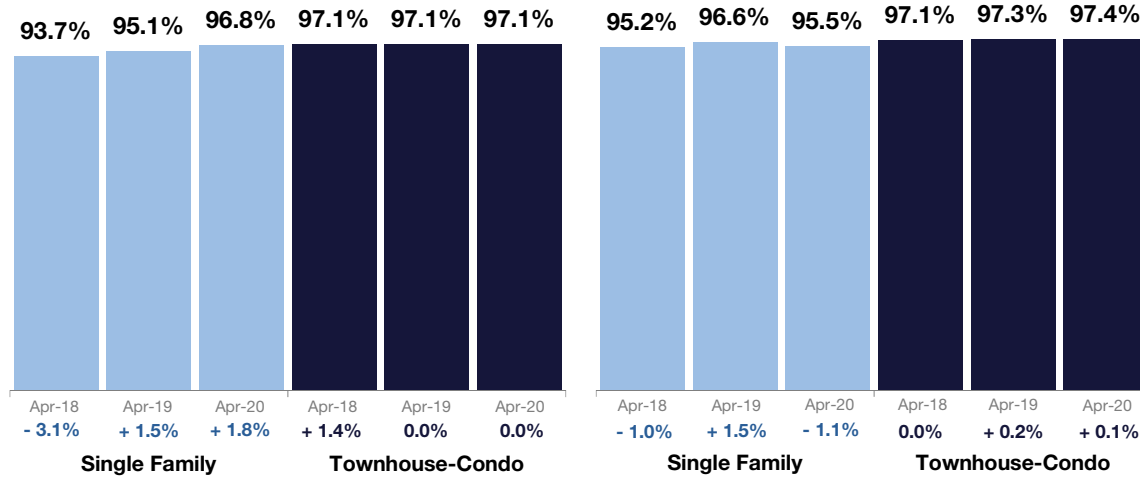


# Percent of List Price Received



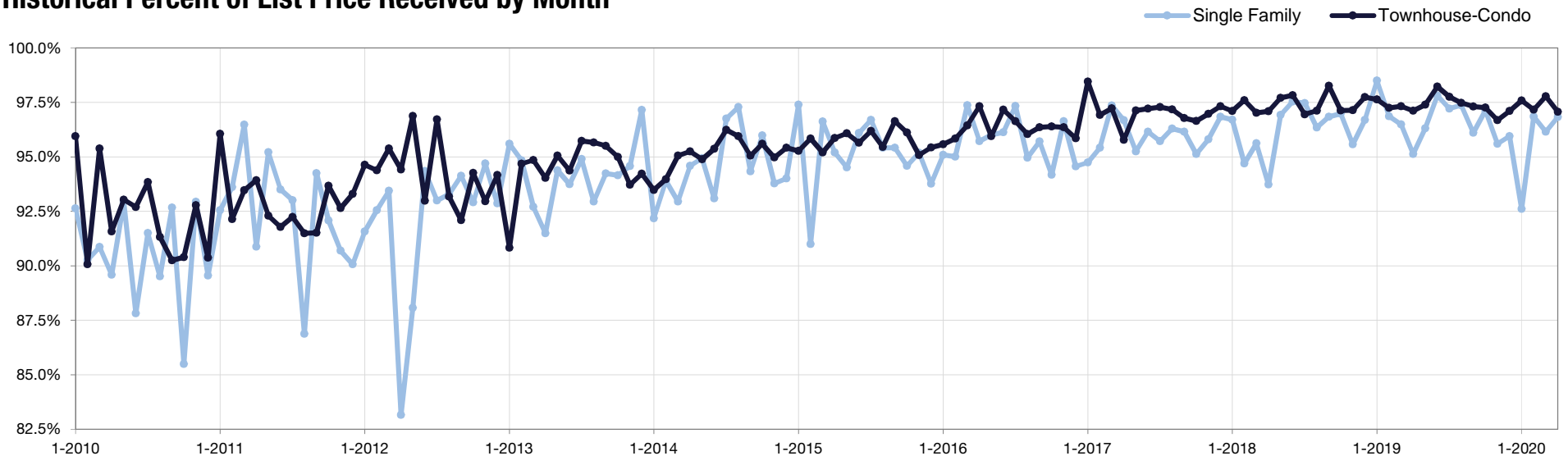
## April

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	96.3%	-0.6%	97.4%	-0.3%
Jun-2019	97.8%	+0.3%	98.2%	+0.4%
Jul-2019	97.2%	-0.3%	97.8%	+0.9%
Aug-2019	97.4%	+1.1%	97.5%	+0.4%
Sep-2019	96.1%	-0.7%	97.3%	-1.0%
Oct-2019	97.1%	+0.1%	97.3%	+0.2%
Nov-2019	95.6%	0.0%	96.7%	-0.4%
Dec-2019	95.9%	-0.8%	97.1%	-0.6%
Jan-2020	92.6%	-6.0%	97.6%	0.0%
Feb-2020	96.8%	-0.1%	97.2%	0.0%
Mar-2020	96.2%	-0.3%	97.8%	+0.5%
<b>Apr-2020</b>	<b>96.8%</b>	<b>+1.8%</b>	<b>97.1%</b>	<b>0.0%</b>

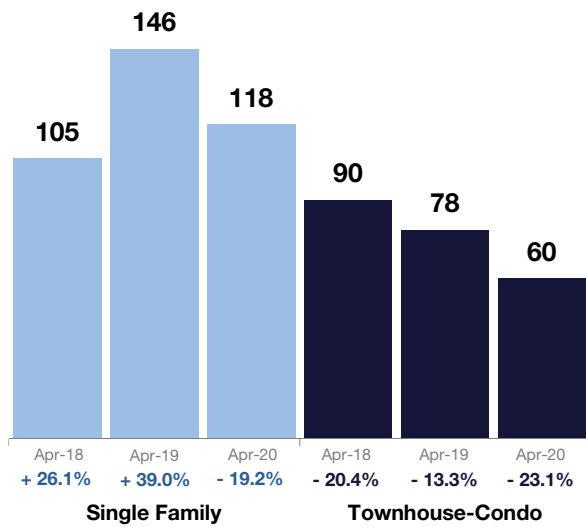
## Historical Percent of List Price Received by Month



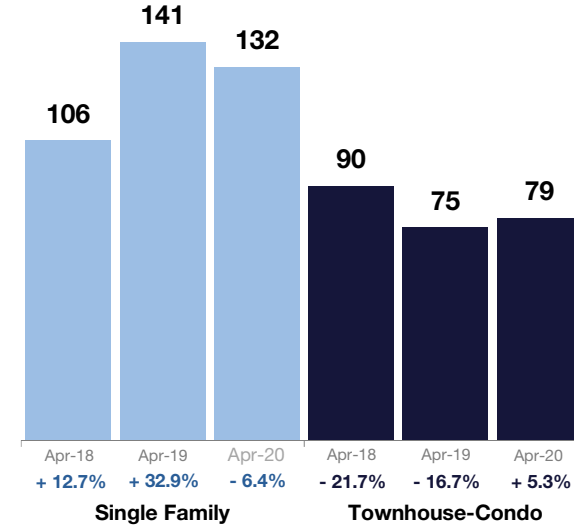
# Days on Market Until Sale



## April

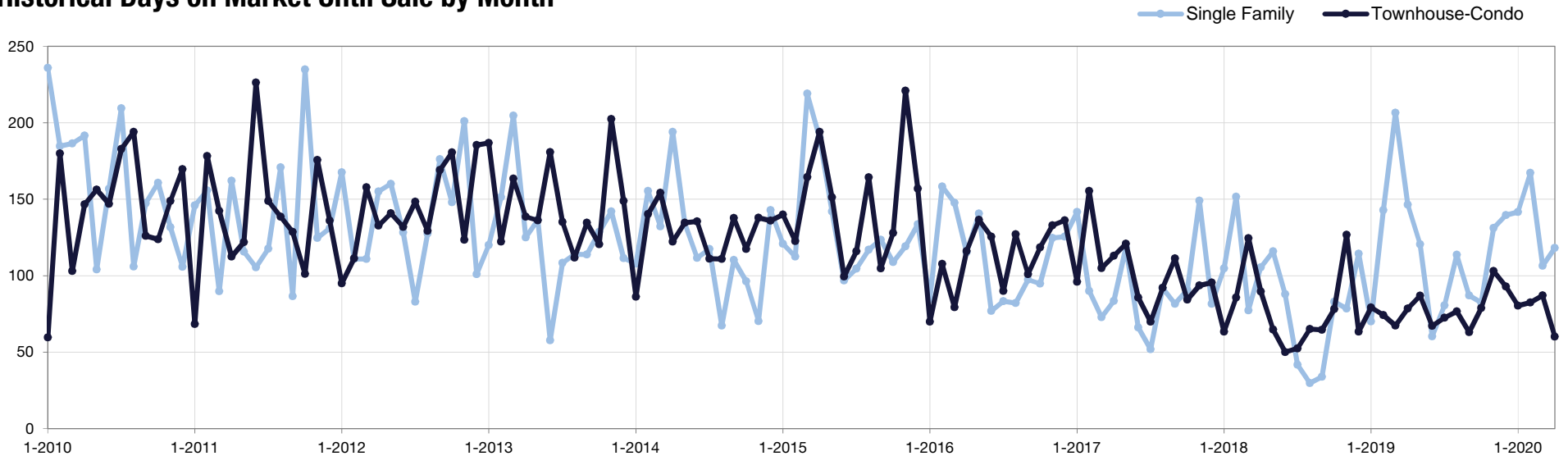


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	121	+4.3%	87	+33.8%
Jun-2019	60	-31.8%	67	+34.0%
Jul-2019	81	+92.9%	73	+40.4%
Aug-2019	114	+280.0%	77	+18.5%
Sep-2019	87	+155.9%	63	-3.1%
Oct-2019	82	-1.2%	79	+1.3%
Nov-2019	131	+67.9%	103	-18.9%
Dec-2019	140	+22.8%	93	+47.6%
Jan-2020	142	+102.9%	80	+1.3%
Feb-2020	167	+16.8%	82	+10.8%
Mar-2020	106	-48.5%	87	+29.9%
<b>Apr-2020</b>	<b>118</b>	<b>-19.2%</b>	<b>60</b>	<b>-23.1%</b>

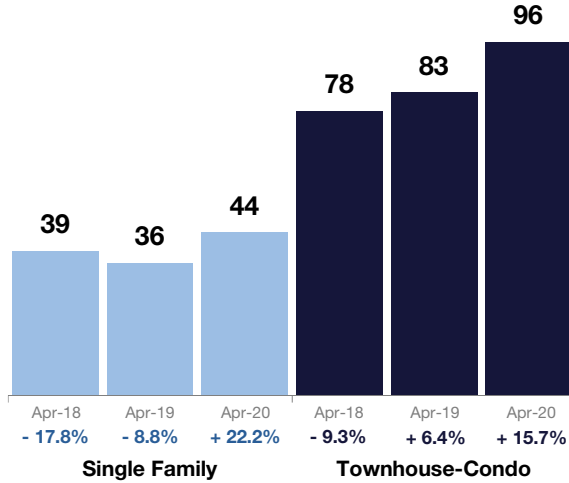
## Historical Days on Market Until Sale by Month



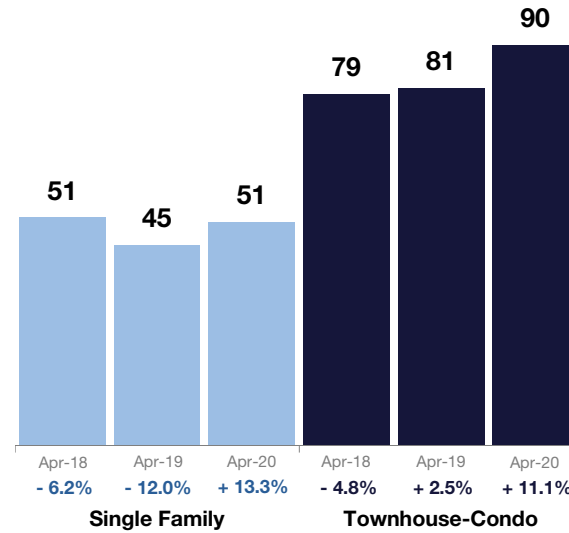
# Housing Affordability Index



## April

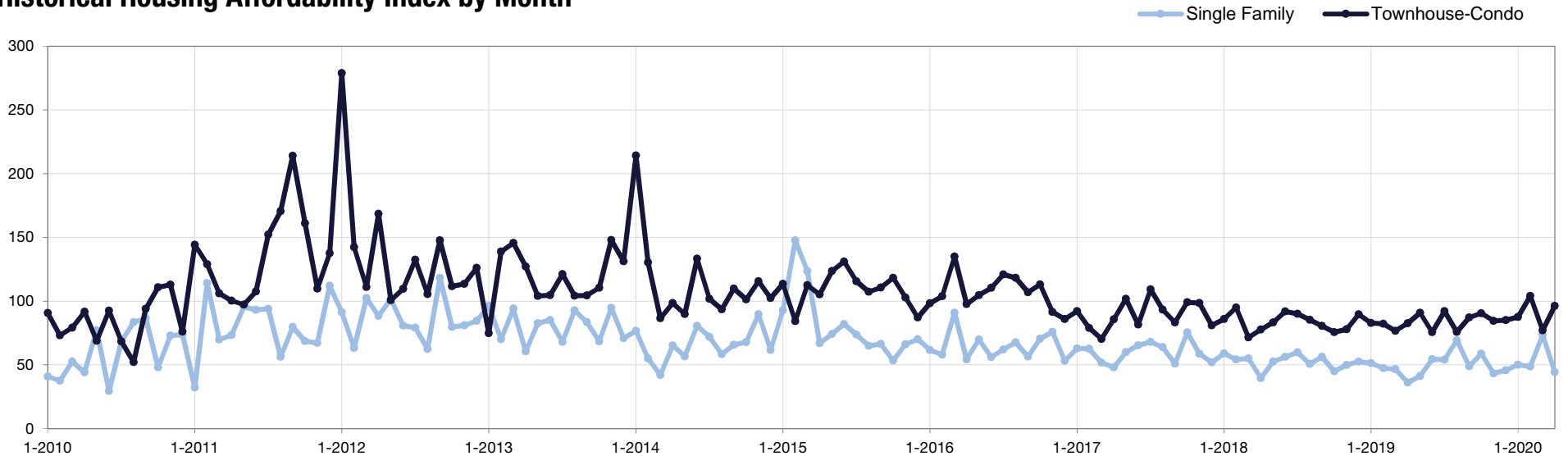


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	41	-22.6%	91	+9.6%
Jun-2019	54	-3.6%	76	-17.4%
Jul-2019	54	-10.0%	92	+2.2%
Aug-2019	69	+35.3%	76	-10.6%
Sep-2019	49	-12.5%	87	+7.4%
Oct-2019	59	+31.1%	90	+18.4%
Nov-2019	43	-14.0%	85	+9.0%
Dec-2019	46	-11.5%	85	-5.6%
Jan-2020	50	-2.0%	88	+6.0%
Feb-2020	49	+4.3%	104	+26.8%
Mar-2020	73	+55.3%	77	0.0%
<b>Apr-2020</b>	<b>44</b>	<b>+22.2%</b>	<b>96</b>	<b>+15.7%</b>

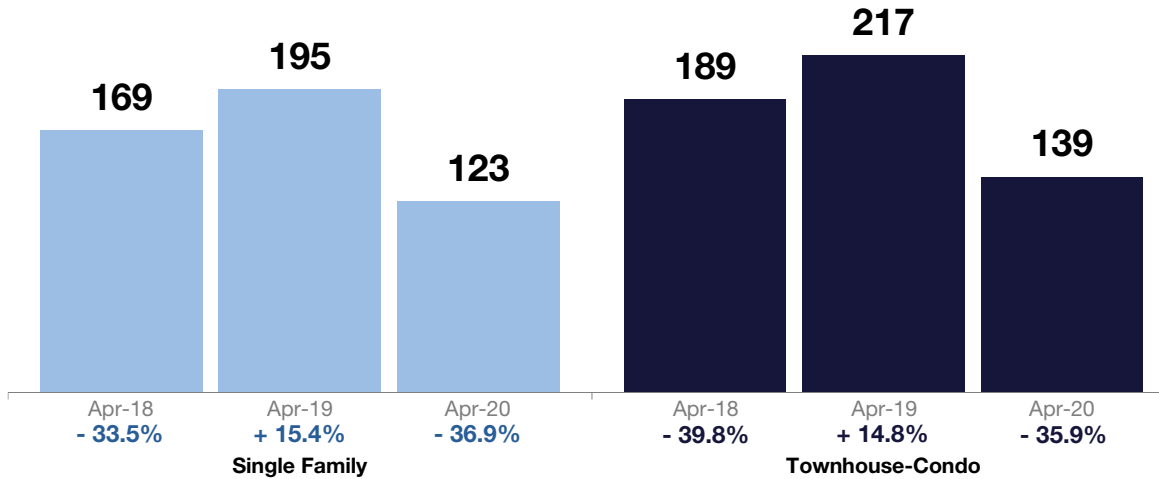
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

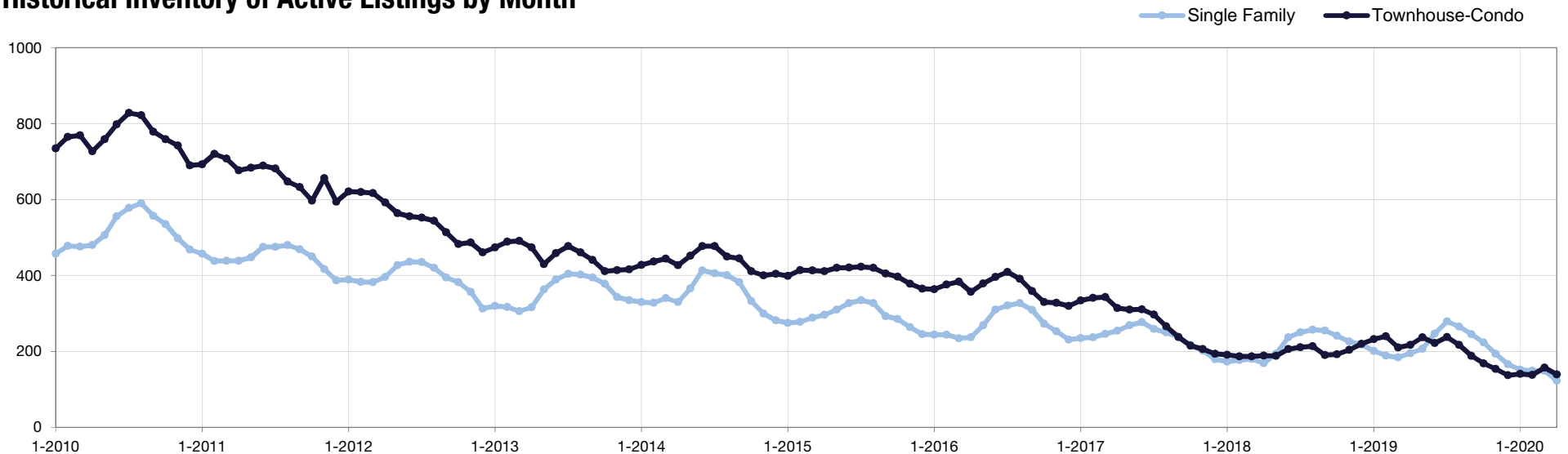


April



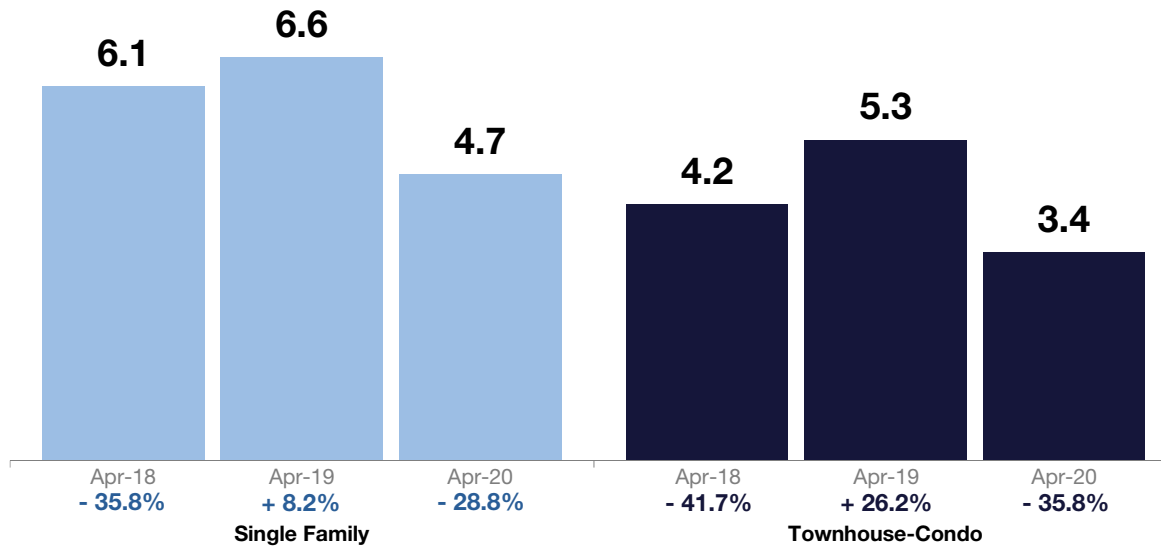
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	207	+6.7%	237	+26.1%
Jun-2019	247	+4.2%	222	+7.8%
Jul-2019	279	+11.6%	238	+12.8%
Aug-2019	265	+3.1%	217	+1.4%
Sep-2019	245	-3.9%	188	-1.1%
Oct-2019	223	-7.5%	168	-12.5%
Nov-2019	194	-14.2%	154	-24.5%
Dec-2019	166	-23.9%	137	-37.7%
Jan-2020	152	-24.4%	141	-39.2%
Feb-2020	149	-21.2%	138	-42.5%
Mar-2020	149	-19.0%	157	-25.2%
<b>Apr-2020</b>	<b>123</b>	<b>-36.9%</b>	<b>139</b>	<b>-35.9%</b>

## Historical Inventory of Active Listings by Month



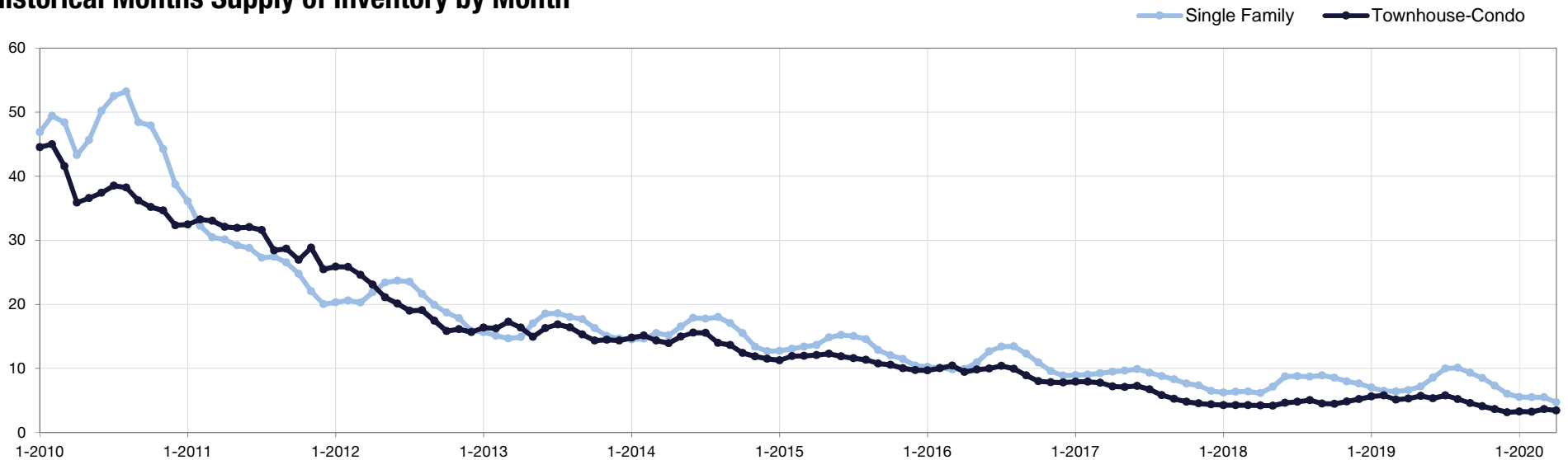
# Months Supply of Inventory

## April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	7.2	+1.4%	5.7	+35.7%
Jun-2019	8.5	-3.4%	5.3	+15.2%
Jul-2019	10.0	+13.6%	5.8	+20.8%
Aug-2019	10.1	+16.1%	5.2	+4.0%
Sep-2019	9.3	+4.5%	4.6	+2.2%
Oct-2019	8.5	0.0%	4.1	-6.8%
Nov-2019	7.3	-8.8%	3.6	-25.0%
Dec-2019	6.0	-21.1%	3.1	-40.4%
Jan-2020	5.5	-21.4%	3.3	-41.1%
Feb-2020	5.5	-15.4%	3.2	-44.8%
Mar-2020	5.5	-14.1%	3.6	-29.4%
<b>Apr-2020</b>	<b>4.7</b>	<b>-28.8%</b>	<b>3.4</b>	<b>-35.8%</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.



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Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		106	53	- 50.0%	340	291	- 14.4%
<b>Pending Sales</b>		66	38	- 42.4%	282	178	- 36.9%
<b>Sold Listings</b>		77	35	- 54.5%	228	170	- 25.4%
<b>Median Sales Price</b>		\$480,500	\$485,000	+ 0.9%	\$457,000	\$475,000	+ 3.9%
<b>Average Sales Price</b>		\$677,483	\$671,204	- 0.9%	\$622,927	\$676,641	+ 8.6%
<b>Pct. of List Price Received</b>		96.4%	96.8%	+ 0.4%	96.5%	96.5%	0.0%
<b>Days on Market</b>		108	88	- 18.5%	107	101	- 5.6%
<b>Housing Affordability Index</b>		73	79	+ 8.2%	77	81	+ 5.2%
<b>Active Listings</b>		493	330	- 33.1%	--	--	--
<b>Months Supply</b>		6.5	4.6	- 29.2%	--	--	--

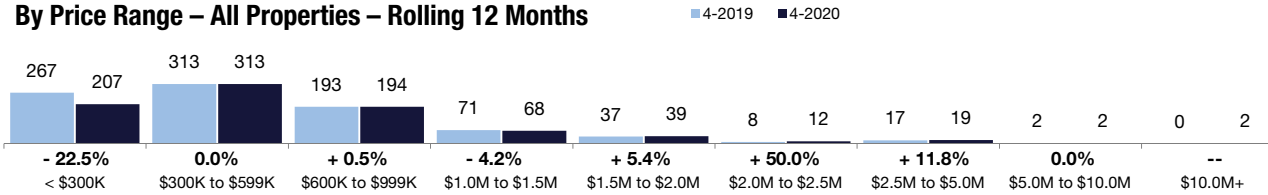
# Closed Sales

Actual sales that have closed in a given month.

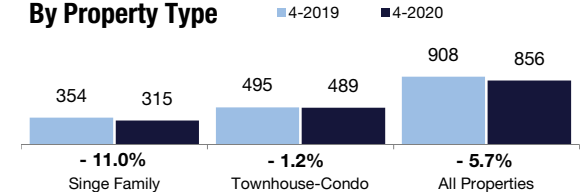


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## By Price Range – All Properties – Rolling 12 Months



## 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	62	36	-41.9%	154	127	-17.5%
\$300,000 to \$599,999	96	86	-10.4%	209	219	+4.8%
\$600,000 to \$999,999	92	91	-1.1%	101	103	+2.0%
\$1,000,000 to \$1,499,999	51	42	-17.6%	20	26	+30.0%
\$1,500,000 to \$1,999,999	28	28	0.0%	9	11	+22.2%
\$2,000,000 to \$2,499,999	6	11	+83.3%	2	1	-50.0%
\$2,500,000 to \$4,999,999	17	17	0.0%	0	2	--
\$5,000,000 to \$9,999,999	2	2	0.0%	0	0	--
\$10,000,000 and Above	0	2	--	0	0	--
<b>All Price Ranges</b>	<b>354</b>	<b>315</b>	<b>-11.0%</b>	<b>495</b>	<b>489</b>	<b>-1.2%</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	3	0	-100.0%	6	7	+16.7%
\$300,000 to \$599,999	7	3	-57.1%	16	9	-43.8%
\$600,000 to \$999,999	3	4	+33.3%	6	5	-16.7%
\$1,000,000 to \$1,499,999	3	5	+66.7%	3	0	-100.0%
\$1,500,000 to \$1,999,999	1	0	-100.0%	1	0	-100.0%
\$2,000,000 to \$2,499,999	1	0	-100.0%	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>18</b>	<b>13</b>	<b>-27.8%</b>	<b>32</b>	<b>21</b>	<b>-34.4%</b>

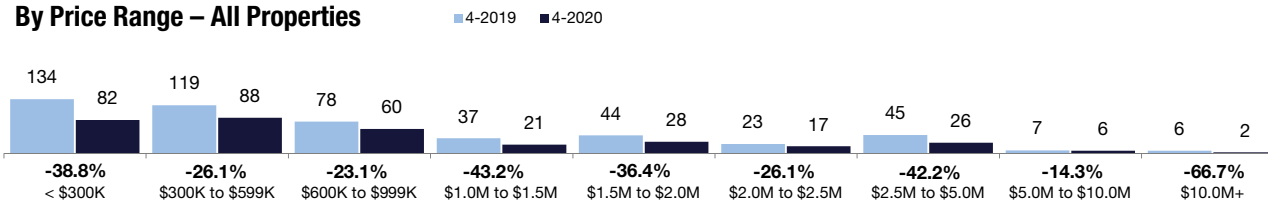
### Year to Date

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	11	3	-72.7%	35	24	-31.4%
\$300,000 to \$599,999	19	19	0.0%	59	44	-25.4%
\$600,000 to \$999,999	19	21	+10.5%	25	14	-44.0%
\$1,000,000 to \$1,499,999	12	9	-25.0%	8	10	+25.0%
\$1,500,000 to \$1,999,999	10	6	-40.0%	2	3	+50.0%
\$2,000,000 to \$2,499,999	1	1	0.0%	0	0	--
\$2,500,000 to \$4,999,999	5	2	-60.0%	0	0	--
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>77</b>	<b>62</b>	<b>-19.5%</b>	<b>129</b>	<b>95</b>	<b>-26.4%</b>

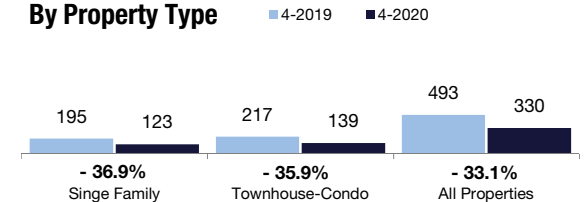
# Inventory of Active Listings

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	9	-57.1%	42	14	-66.7%
\$300,000 to \$599,999	32	20	-37.5%	80	59	-26.3%
\$600,000 to \$999,999	24	24	0.0%	52	36	-30.8%
\$1,000,000 to \$1,499,999	29	13	-55.2%	8	8	0.0%
\$1,500,000 to \$1,999,999	28	18	-35.7%	16	10	-37.5%
\$2,000,000 to \$2,499,999	16	14	-12.5%	7	3	-57.1%
\$2,500,000 to \$4,999,999	33	17	-48.5%	11	9	-18.2%
\$5,000,000 to \$9,999,999	6	6	0.0%	1	0	-100.0%
\$10,000,000 and Above	6	2	-66.7%	0	0	--
<b>All Price Ranges</b>	<b>195</b>	<b>123</b>	<b>-36.9%</b>	<b>217</b>	<b>139</b>	<b>-35.9%</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	11	9	-18.2%	10	14	+40.0%
\$300,000 to \$599,999	25	20	-20.0%	63	59	-6.3%
\$600,000 to \$999,999	32	24	-25.0%	46	36	-21.7%
\$1,000,000 to \$1,499,999	15	13	-13.3%	11	8	-27.3%
\$1,500,000 to \$1,999,999	22	18	-18.2%	12	10	-16.7%
\$2,000,000 to \$2,499,999	15	14	-6.7%	5	3	-40.0%
\$2,500,000 to \$4,999,999	20	17	-15.0%	10	9	-10.0%
\$5,000,000 to \$9,999,999	6	6	0.0%	0	0	--
\$10,000,000 and Above	3	2	-33.3%	0	0	--
<b>All Price Ranges</b>	<b>149</b>	<b>123</b>	<b>-17.4%</b>	<b>157</b>	<b>139</b>	<b>-11.5%</b>

### Year to Date

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$299,999 and Below	11	3	-72.7%	35	24	-31.4%
\$300,000 to \$599,999	19	19	0.0%	59	44	-25.4%
\$600,000 to \$999,999	19	21	+10.5%	25	14	-44.0%
\$1,000,000 to \$1,499,999	12	9	-25.0%	8	10	+25.0%
\$1,500,000 to \$1,999,999	10	6	-40.0%	2	3	+50.0%
\$2,000,000 to \$2,499,999	1	1	0.0%	0	0	--
\$2,500,000 to \$4,999,999	5	2	-60.0%	0	0	--
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>77</b>	<b>62</b>	<b>-19.5%</b>	<b>129</b>	<b>95</b>	<b>-26.4%</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®



STEAMBOAT SPRINGS  
BOARD 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.