

# Monthly Indicators



## March 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 32.1 percent for single family homes and 50.0 percent for townhouse-condo properties. Pending Sales decreased 40.0 percent for single family homes and 50.9 percent for townhouse-condo properties.

The Median Sales Price was down 33.3 percent to \$498,500 for single family homes but increased 4.5 percent to \$475,000 for townhouse-condo properties. Days on Market decreased 48.5 percent for single family homes but increased 29.9 percent for townhouse-condo properties.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

## Activity Snapshot

**+ 7.5%**      **+ 1.3%**      **- 27.2%**

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	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		28	37	+ 32.1%	64	78	+ 21.9%
<b>Pending Sales</b>		30	18	- 40.0%	79	54	- 31.6%
<b>Sold Listings</b>		16	18	+ 12.5%	52	48	- 7.7%
<b>Median Sales Price</b>		\$747,500	\$498,500	- 33.3%	\$720,000	\$731,500	+ 1.6%
<b>Average Sales Price</b>		\$892,442	\$786,719	- 11.8%	\$916,242	\$993,687	+ 8.5%
<b>Pct. of List Price Received</b>		96.5%	96.2%	- 0.3%	97.3%	95.9%	- 1.4%
<b>Days on Market</b>		206	106	- 48.5%	139	139	0.0%
<b>Housing Affordability Index</b>		47	73	+ 55.3%	48	50	+ 4.2%
<b>Active Listings</b>		184	138	- 25.0%	--	--	--
<b>Months Supply</b>		6.4	5.1	- 20.3%	--	--	--

# Townhouse-Condo Market Overview

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

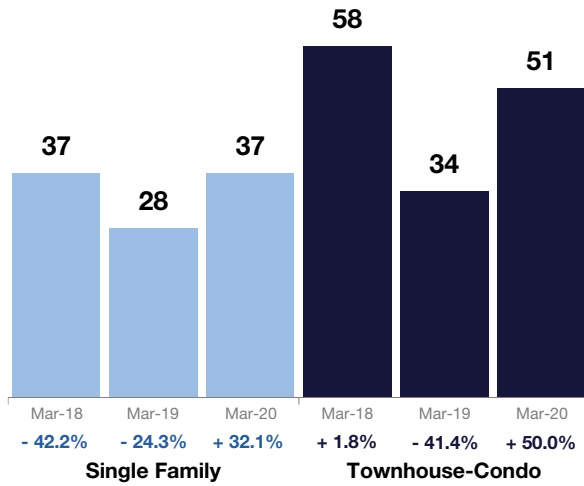


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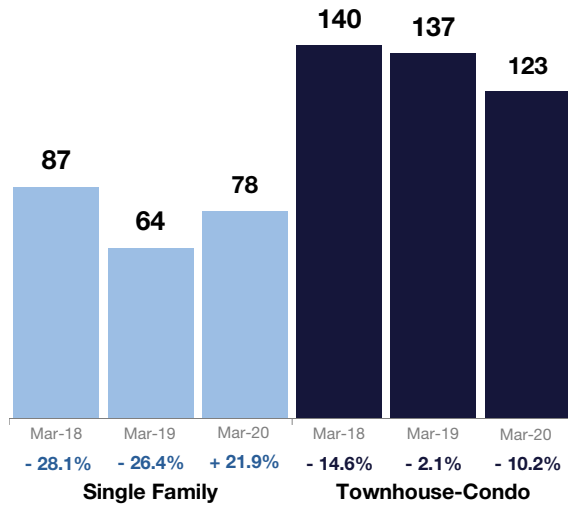
Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		34	51	+ 50.0%	137	123	- 10.2%
<b>Pending Sales</b>		57	28	- 50.9%	118	82	- 30.5%
<b>Sold Listings</b>		30	32	+ 6.7%	80	74	- 7.5%
<b>Median Sales Price</b>		\$454,500	\$475,000	+ 4.5%	\$437,000	\$437,500	+ 0.1%
<b>Average Sales Price</b>		\$506,367	\$556,161	+ 9.8%	\$503,625	\$572,026	+ 13.6%
<b>Pct. of List Price Received</b>		97.3%	97.8%	+ 0.5%	97.4%	97.5%	+ 0.1%
<b>Days on Market</b>		67	87	+ 29.9%	73	84	+ 15.1%
<b>Housing Affordability Index</b>		77	77	0.0%	80	84	+ 5.0%
<b>Active Listings</b>		210	138	- 34.3%	--	--	--
<b>Months Supply</b>		5.1	3.2	- 37.3%	--	--	--

# New Listings

## March

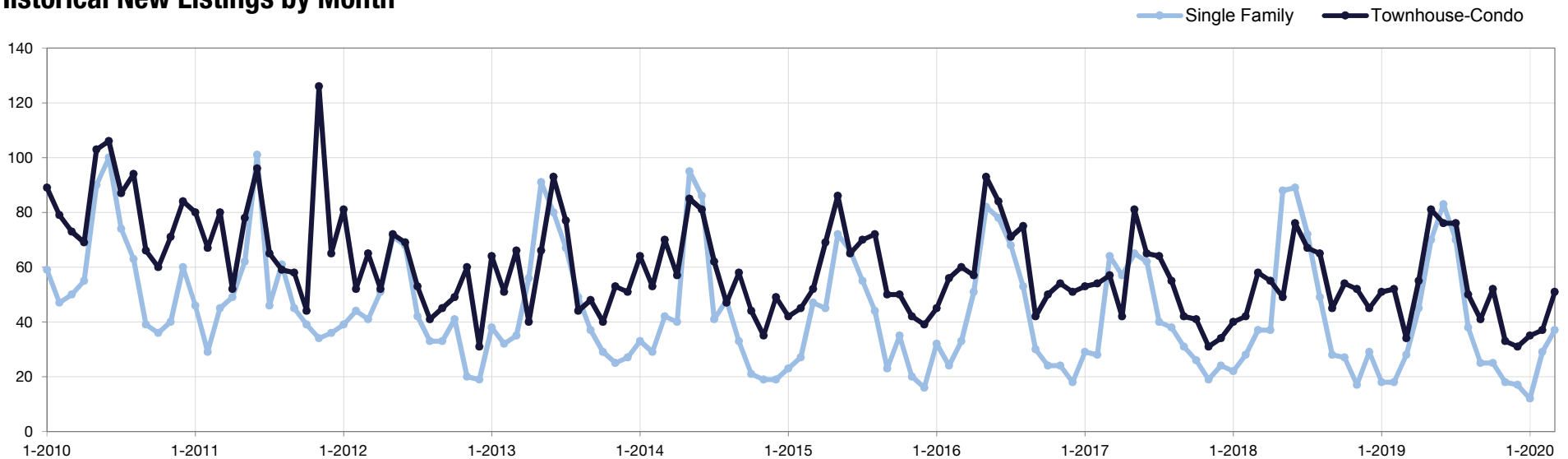


## Year to Date



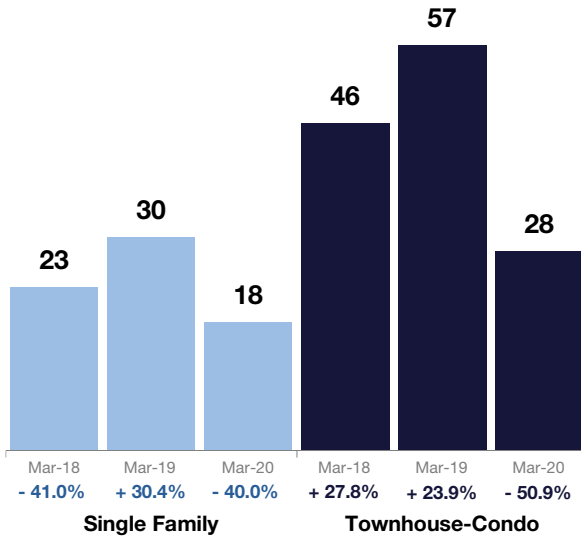
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	45	+21.6%	55	0.0%
May-2019	70	-20.5%	81	+65.3%
Jun-2019	83	-6.7%	76	0.0%
Jul-2019	70	-2.8%	76	+13.4%
Aug-2019	38	-22.4%	50	-23.1%
Sep-2019	25	-10.7%	41	-8.9%
Oct-2019	25	-7.4%	52	-3.7%
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	29	+61.1%	37	-28.8%
<b>Mar-2020</b>	<b>37</b>	<b>+32.1%</b>	<b>51</b>	<b>+50.0%</b>

## Historical New Listings by Month

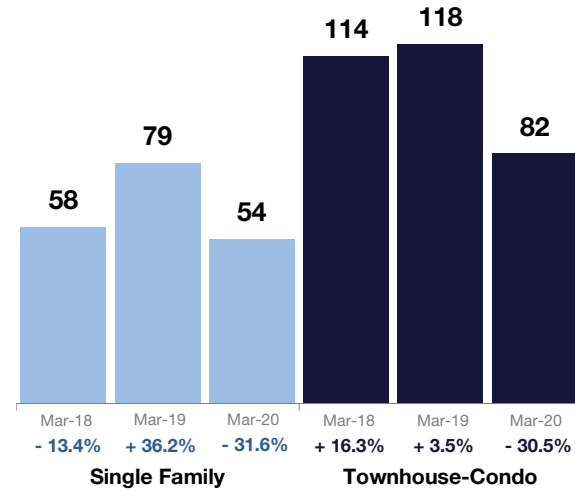


# Pending Sales

## March

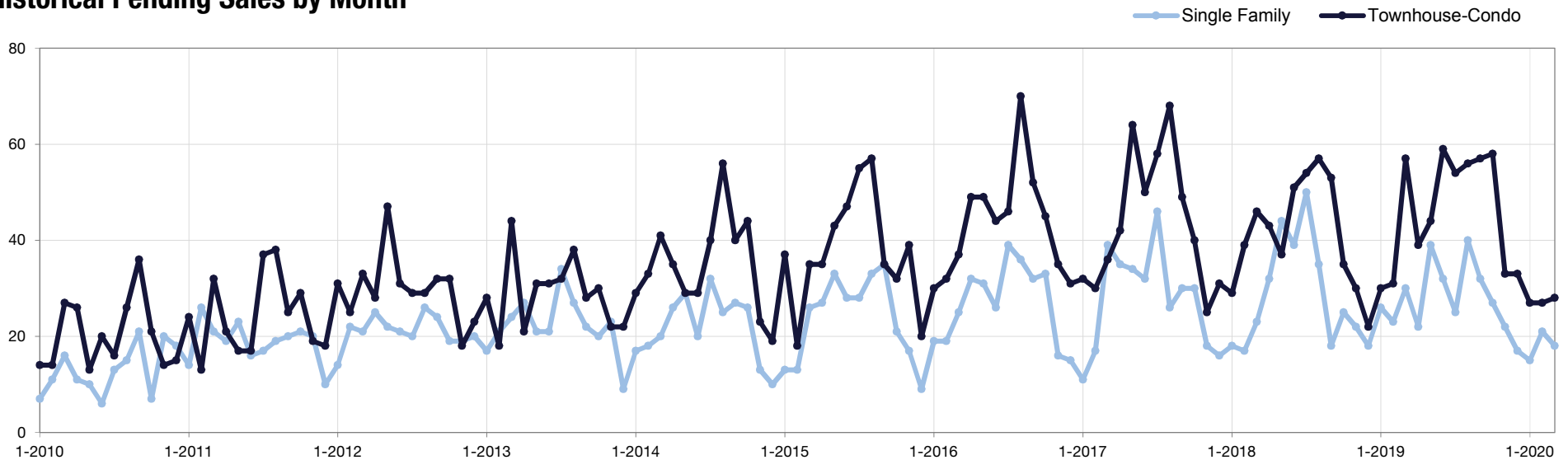


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	22	-31.3%	39	-9.3%
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	15	-42.3%	27	-10.0%
Feb-2020	21	-8.7%	27	-12.9%
<b>Mar-2020</b>	<b>18</b>	<b>-40.0%</b>	<b>28</b>	<b>-50.9%</b>

## Historical Pending Sales by Month



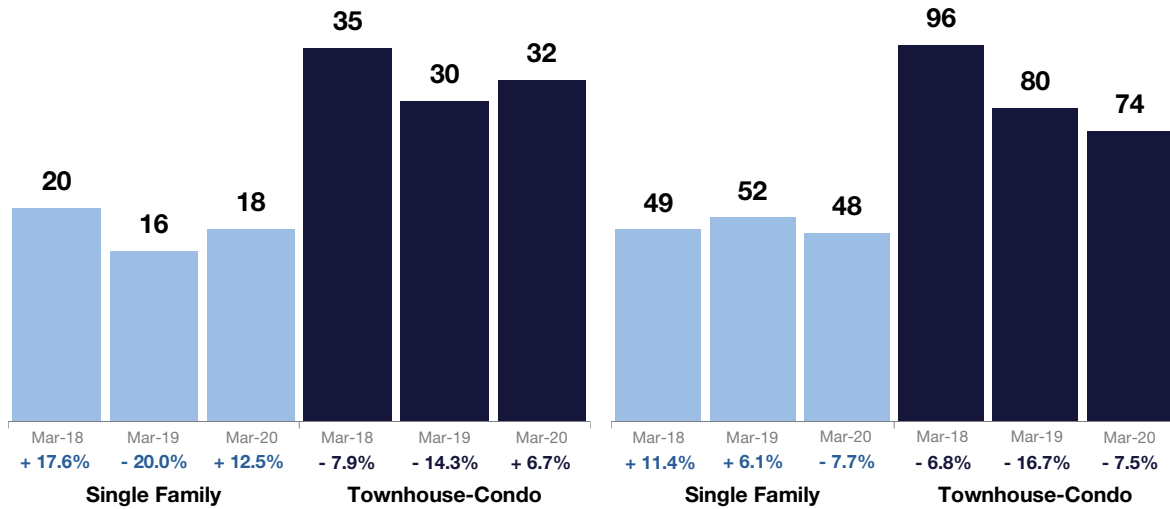
# Sold Listings



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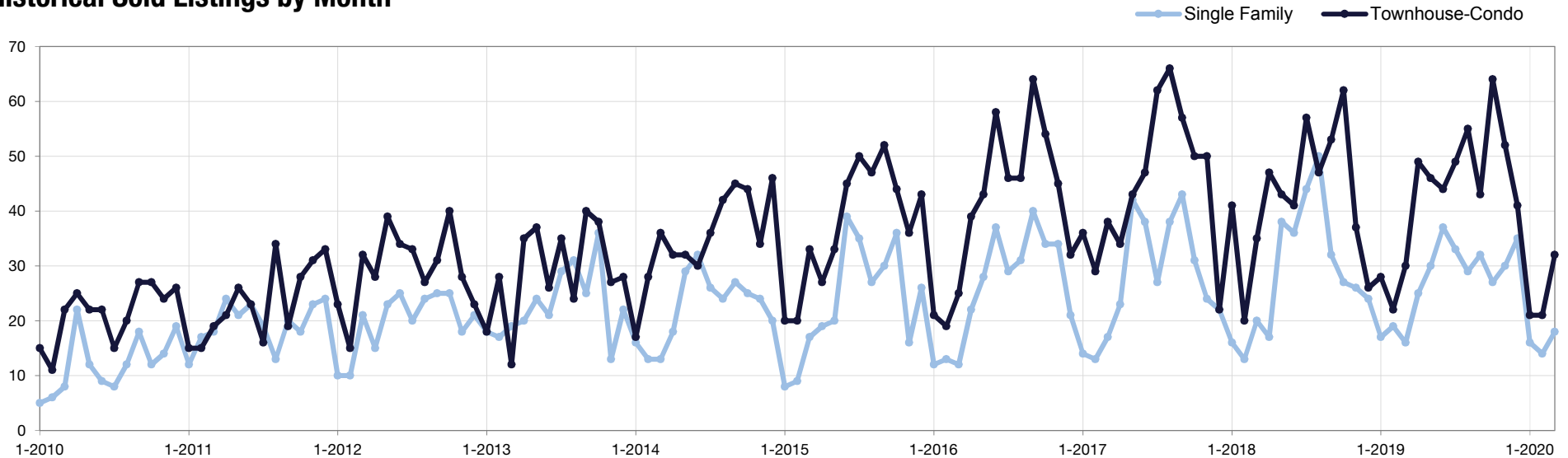
## March

## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	25	+47.1%	49	+4.3%
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	16	-5.9%	21	-25.0%
Feb-2020	14	-26.3%	21	-4.5%
<b>Mar-2020</b>	<b>18</b>	<b>+12.5%</b>	<b>32</b>	<b>+6.7%</b>

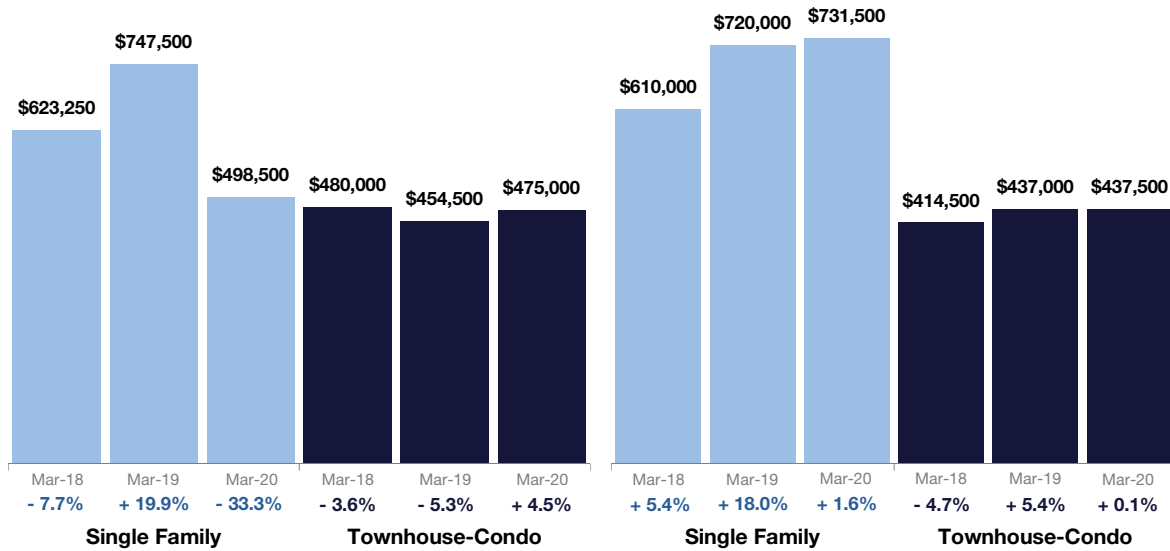
## Historical Sold Listings by Month



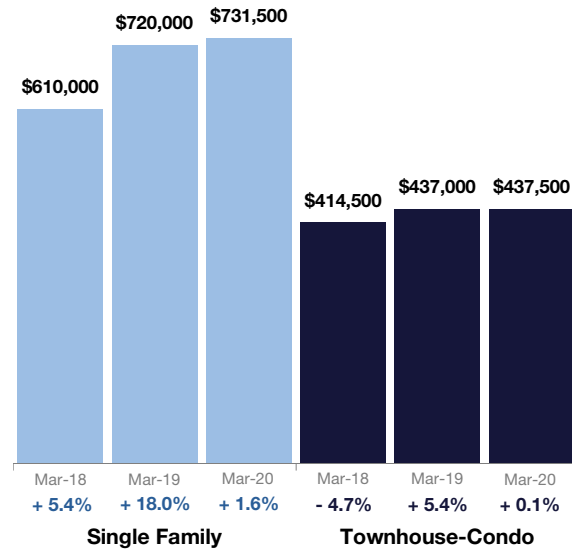
# Median Sales Price



## March

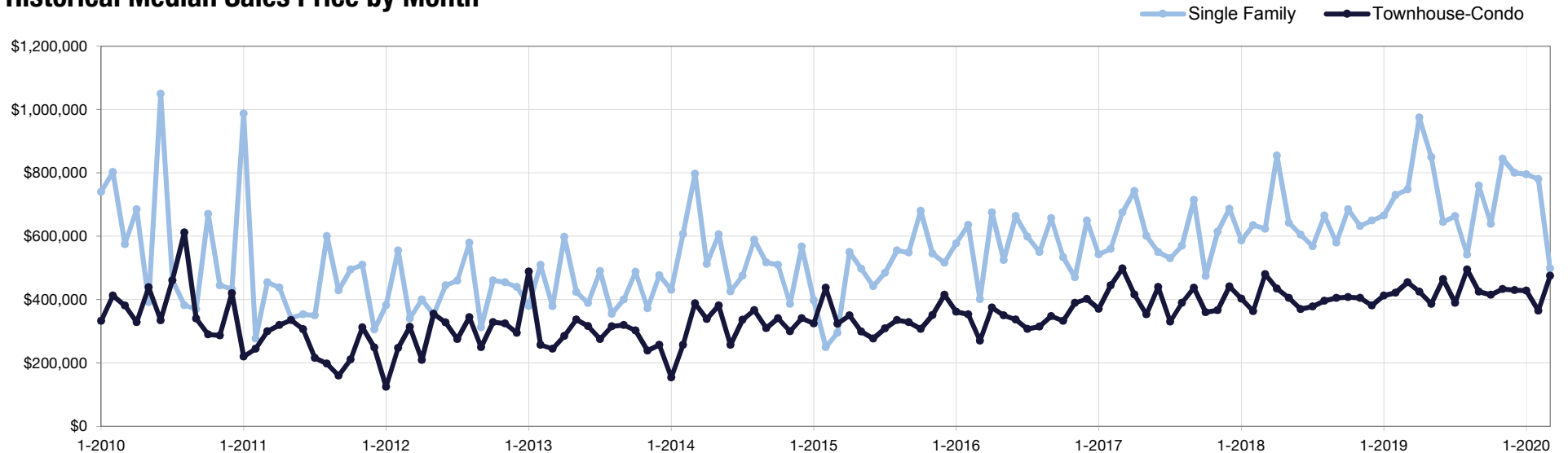


## Year to Date



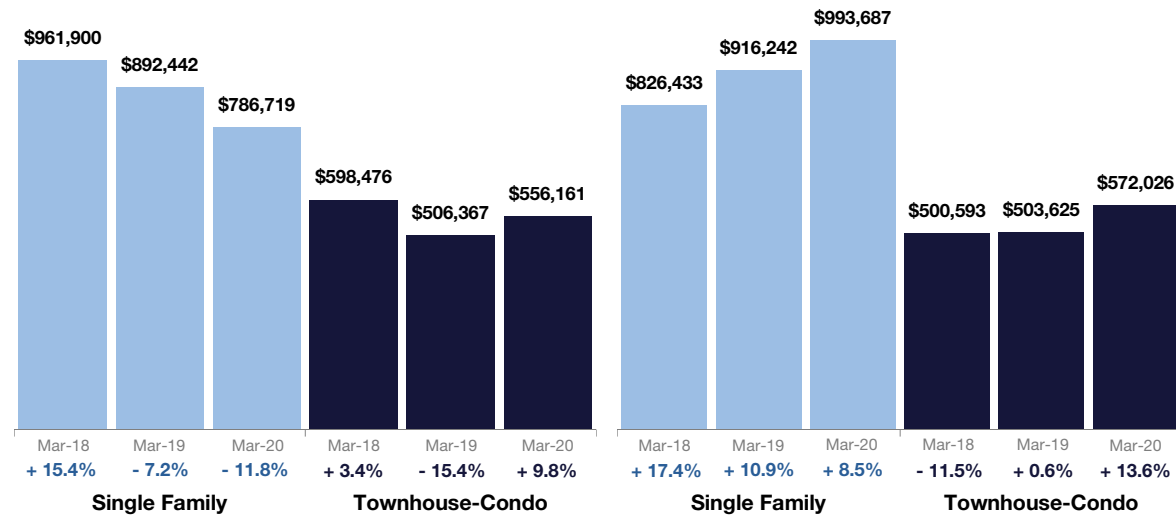
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	\$975,000	+14.0%	\$425,000	-2.3%
May-2019	\$850,000	+32.4%	\$386,200	-4.6%
Jun-2019	\$645,000	+6.6%	\$464,300	+25.5%
Jul-2019	\$664,000	+16.8%	\$390,000	+3.2%
Aug-2019	\$542,000	-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	\$795,000	+19.5%	\$428,000	+3.8%
Feb-2020	\$780,500	+6.9%	\$365,000	-13.4%
<b>Mar-2020</b>	<b>\$498,500</b>	<b>-33.3%</b>	<b>\$475,000</b>	<b>+4.5%</b>

## Historical Median Sales Price by Month

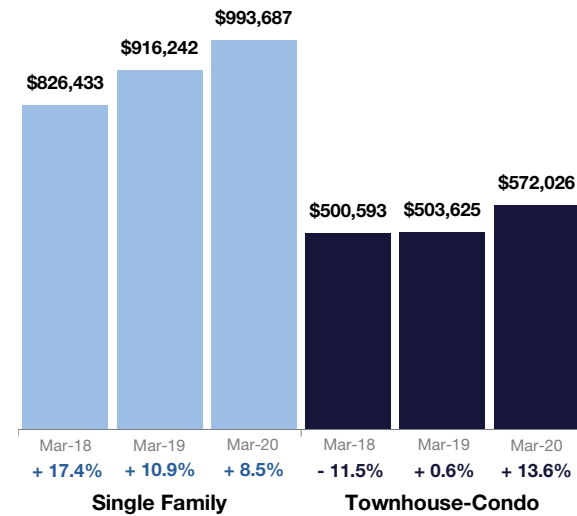


# Average Sales Price

## March

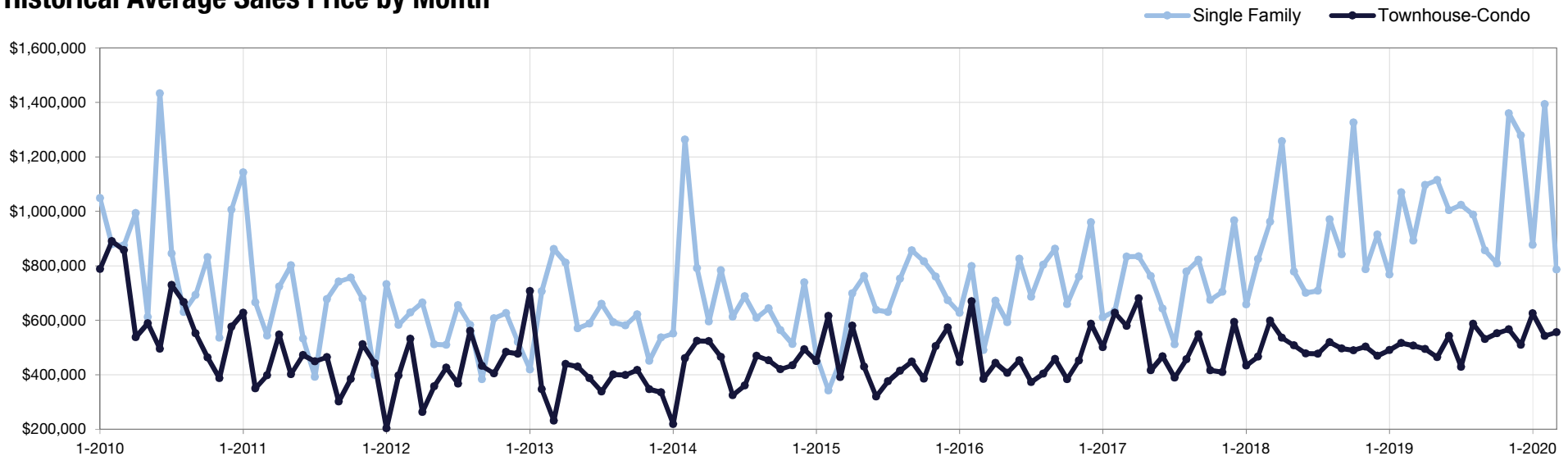


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	\$1,096,370	-12.8%	\$494,695	-7.6%
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	\$877,188	+14.3%	\$625,695	+27.5%
Feb-2020	\$1,392,932	+30.3%	\$542,533	+5.1%
<b>Mar-2020</b>	<b>\$786,719</b>	<b>-11.8%</b>	<b>\$556,161</b>	<b>+9.8%</b>

## Historical Average Sales Price by Month

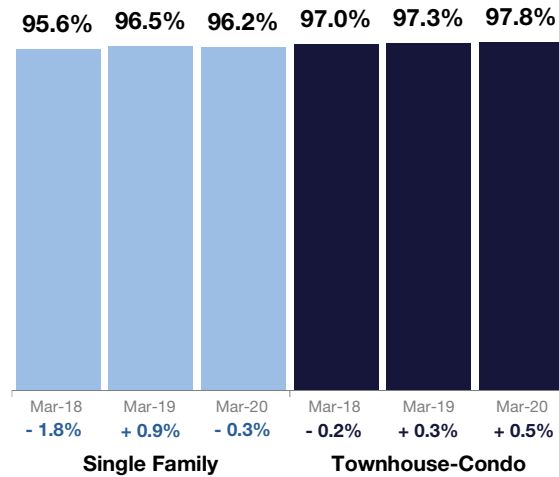




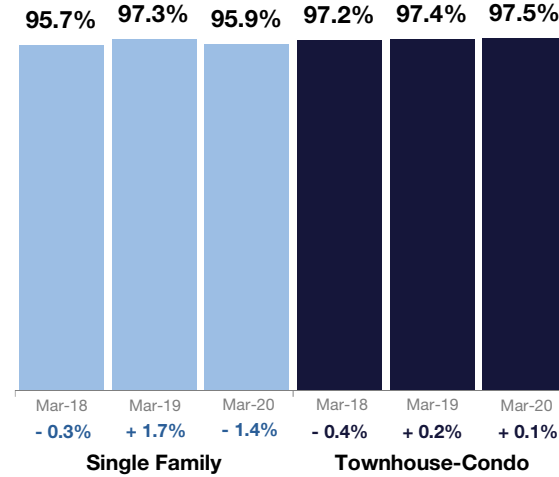
# Percent of List Price Received



## March

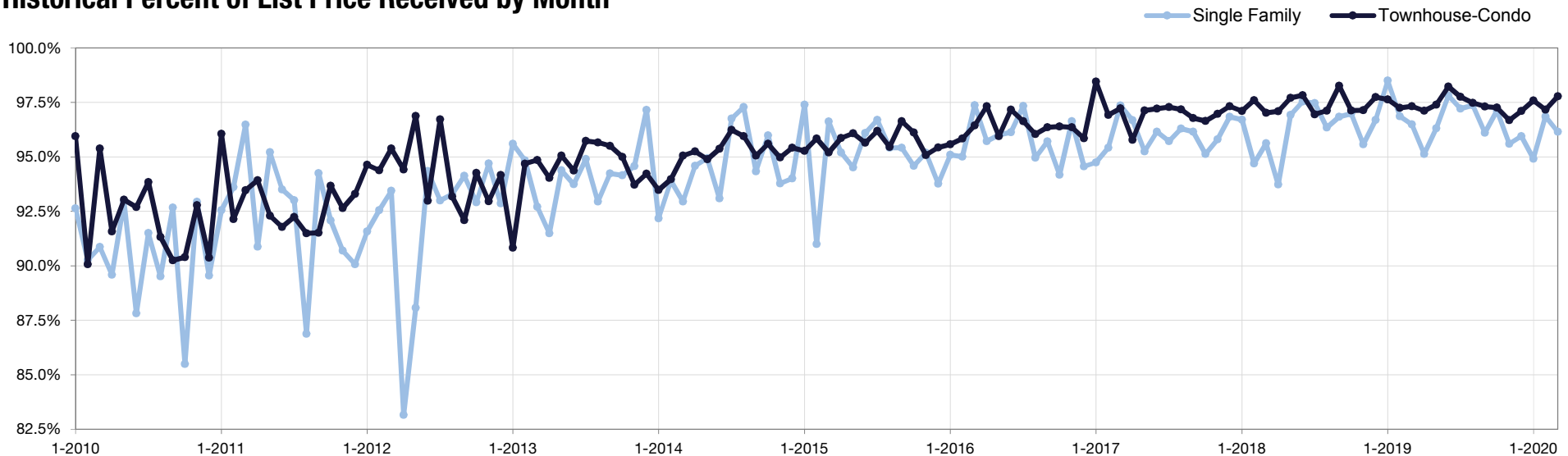


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	95.1%	+1.5%	97.1%	0.0%
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	94.9%	-3.7%	97.6%	0.0%
Feb-2020	96.8%	-0.1%	97.2%	0.0%
<b>Mar-2020</b>	<b>96.2%</b>	<b>-0.3%</b>	<b>97.8%</b>	<b>+0.5%</b>

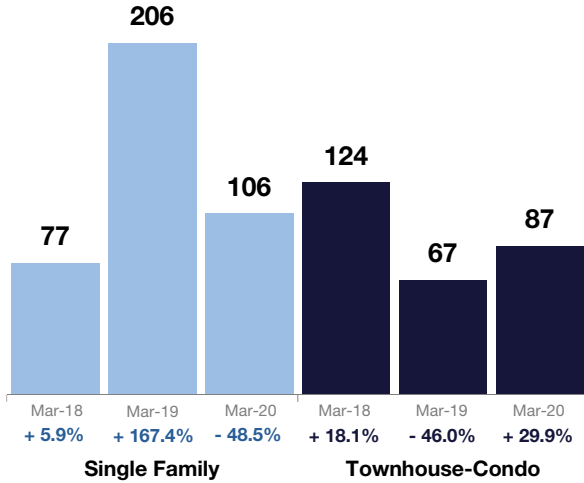
## Historical Percent of List Price Received by Month



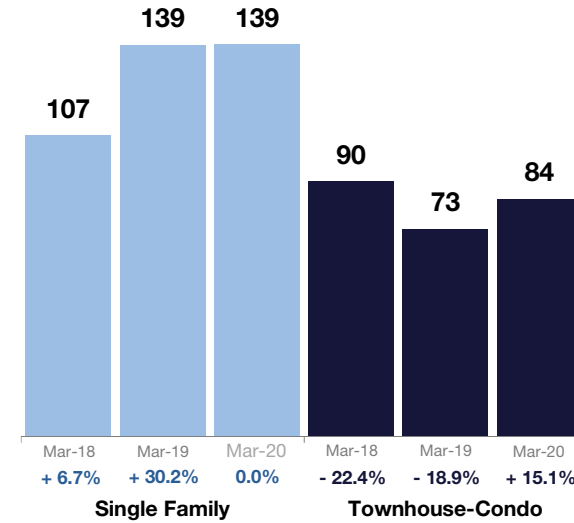
# Days on Market Until Sale



## March

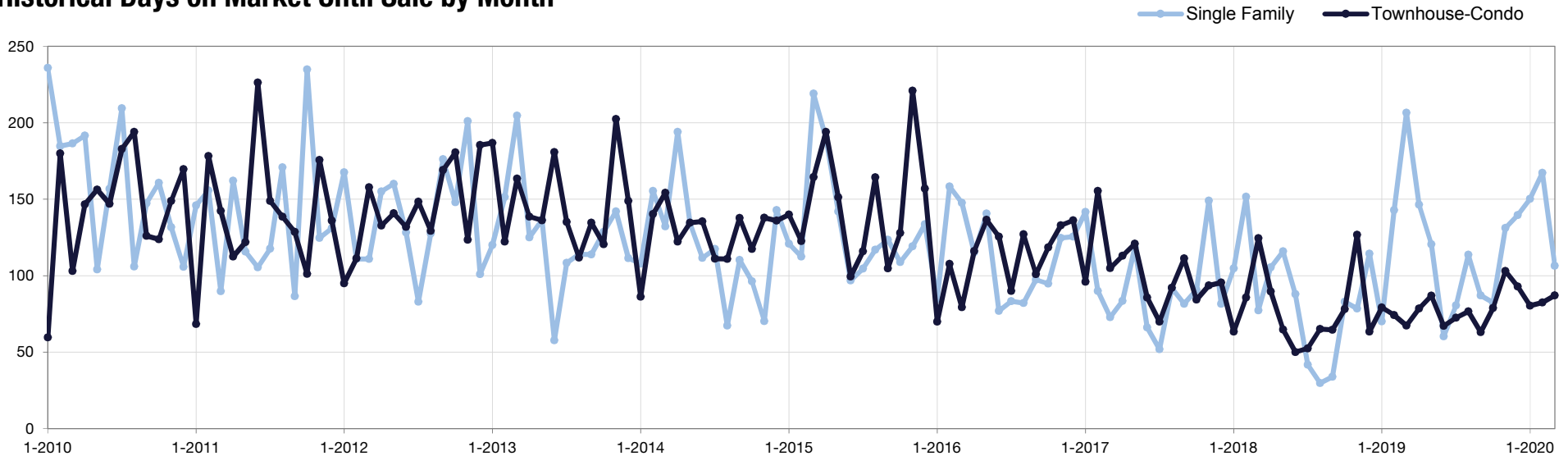


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	146	+39.0%	78	-13.3%
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	150	+114.3%	80	+1.3%
Feb-2020	167	+16.8%	82	+10.8%
<b>Mar-2020</b>	<b>106</b>	<b>-48.5%</b>	<b>87</b>	<b>+29.9%</b>

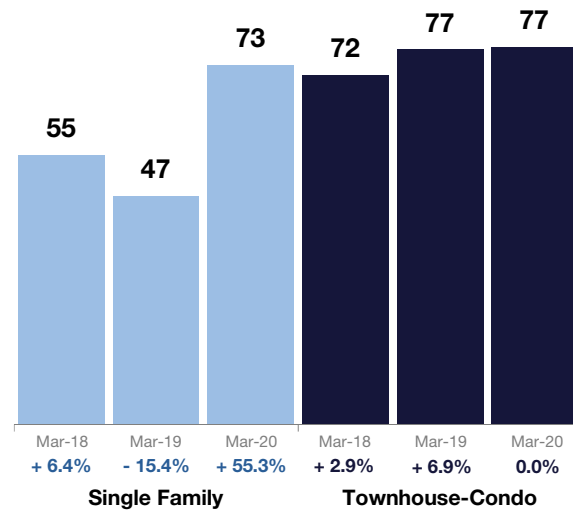
## Historical Days on Market Until Sale by Month



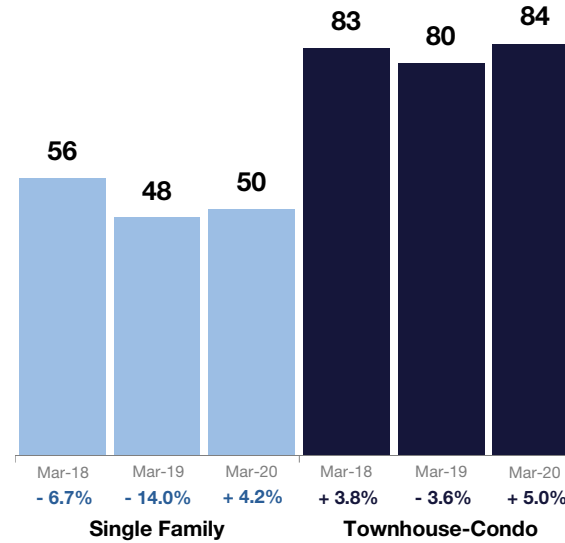
# Housing Affordability Index



## March

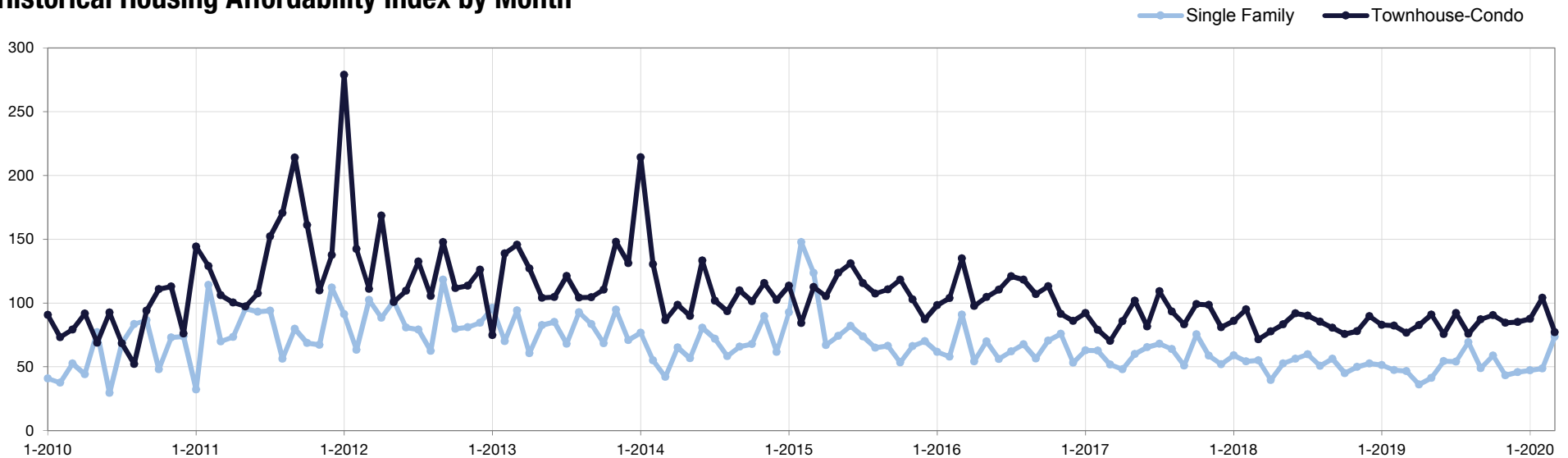


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	36	-7.7%	83	+6.4%
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	47	-7.8%	88	+6.0%
Feb-2020	49	+4.3%	104	+26.8%
<b>Mar-2020</b>	<b>73</b>	<b>+55.3%</b>	<b>77</b>	<b>0.0%</b>

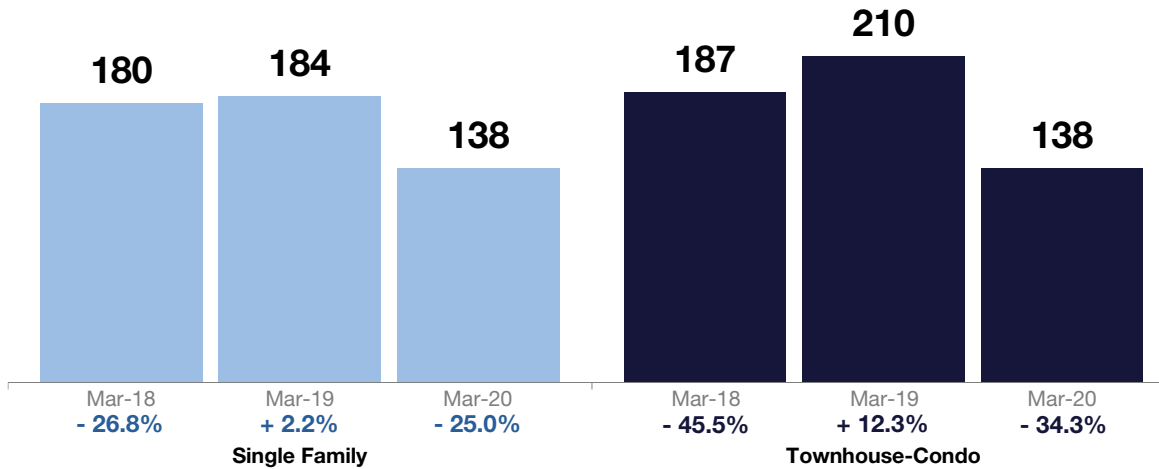
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

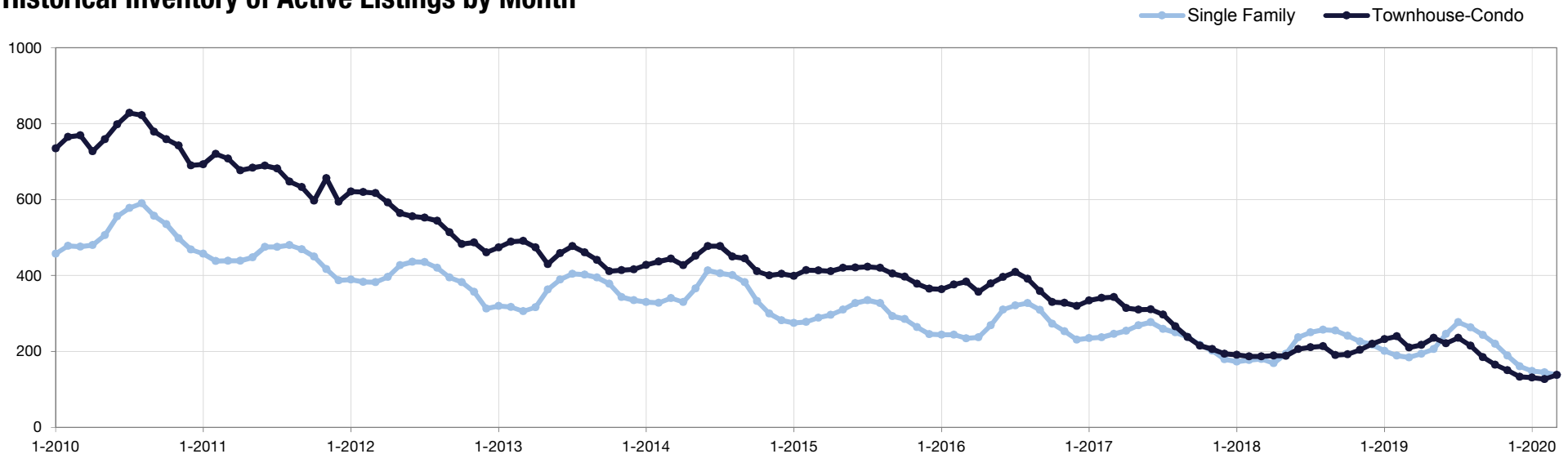


## March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	194	+14.8%	217	+14.8%
May-2019	206	+6.2%	236	+25.5%
Jun-2019	246	+3.8%	221	+7.3%
Jul-2019	277	+10.8%	236	+11.8%
Aug-2019	263	+2.3%	215	+0.5%
Sep-2019	243	-4.7%	185	-2.6%
Oct-2019	220	-8.7%	165	-14.1%
Nov-2019	189	-16.4%	150	-26.5%
Dec-2019	161	-26.1%	133	-39.5%
Jan-2020	148	-26.4%	131	-43.5%
Feb-2020	145	-23.3%	127	-47.1%
<b>Mar-2020</b>	<b>138</b>	<b>-25.0%</b>	<b>138</b>	<b>-34.3%</b>

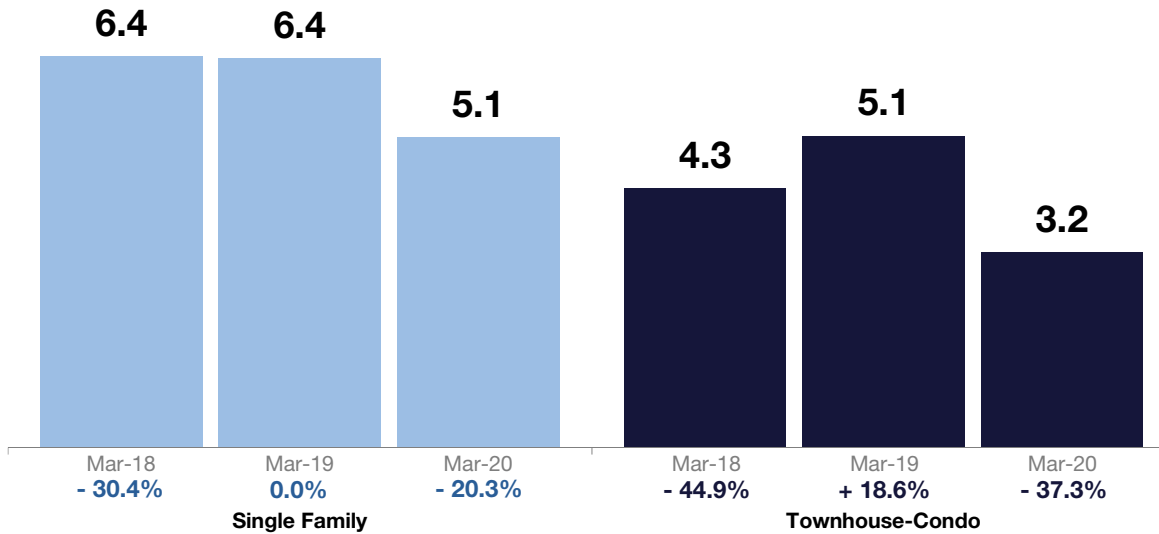
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

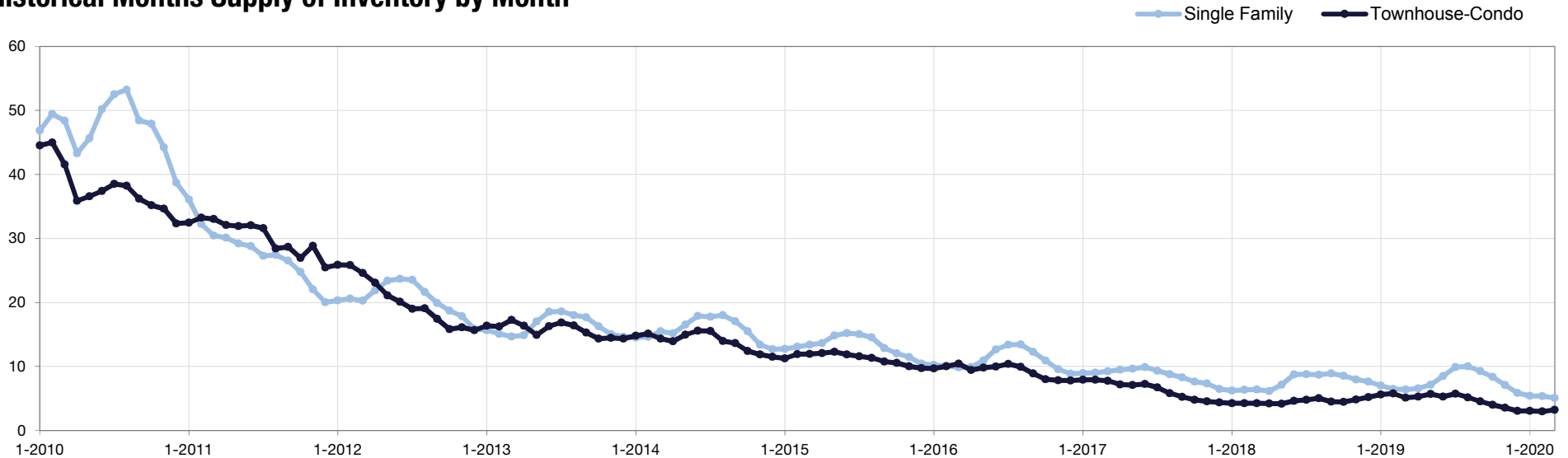


## March



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	6.6	+8.2%	5.3	+26.2%
May-2019	7.1	0.0%	5.7	+35.7%
Jun-2019	8.5	-3.4%	5.3	+15.2%
Jul-2019	9.9	+12.5%	5.7	+18.8%
Aug-2019	10.0	+14.9%	5.1	+2.0%
Sep-2019	9.3	+4.5%	4.5	0.0%
Oct-2019	8.4	-1.2%	4.0	-9.1%
Nov-2019	7.1	-11.3%	3.5	-27.1%
Dec-2019	5.9	-22.4%	3.1	-40.4%
Jan-2020	5.4	-22.9%	3.0	-46.4%
Feb-2020	5.4	-16.9%	3.0	-48.3%
<b>Mar-2020</b>	<b>5.1</b>	<b>-20.3%</b>	<b>3.2</b>	<b>-37.3%</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.



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Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		69	93	+ 34.8%	234	236	+ 0.9%
<b>Pending Sales</b>		93	50	- 46.2%	216	148	- 31.5%
<b>Sold Listings</b>		53	57	+ 7.5%	151	134	- 11.3%
<b>Median Sales Price</b>		\$439,000	\$444,900	+ 1.3%	\$439,000	\$475,000	+ 8.2%
<b>Average Sales Price</b>		\$568,247	\$575,105	+ 1.2%	\$595,106	\$680,200	+ 14.3%
<b>Pct. of List Price Received</b>		96.4%	97.0%	+ 0.6%	96.5%	96.7%	+ 0.2%
<b>Days on Market</b>		120	95	- 20.8%	106	104	- 1.9%
<b>Housing Affordability Index</b>		79	82	+ 3.8%	79	77	- 2.5%
<b>Active Listings</b>		478	348	- 27.2%	--	--	--
<b>Months Supply</b>		6.4	4.7	- 26.6%	--	--	--

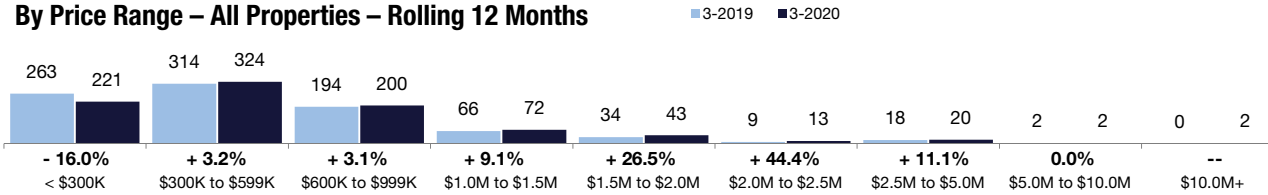
# Closed Sales

Actual sales that have closed in a given month.

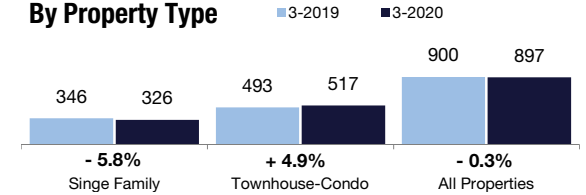


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## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$299,999 and Below	60	40	-33.3%	150	136	-9.3%
\$300,000 to \$599,999	95	86	-9.5%	211	229	+8.5%
\$600,000 to \$999,999	92	92	0.0%	102	108	+5.9%
\$1,000,000 to \$1,499,999	47	43	-8.5%	19	29	+52.6%
\$1,500,000 to \$1,999,999	26	31	+19.2%	8	12	+50.0%
\$2,000,000 to \$2,499,999	6	12	+100.0%	3	1	-66.7%
\$2,500,000 to \$4,999,999	18	18	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>346</b>	<b>326</b>	<b>-5.8%</b>	<b>493</b>	<b>517</b>	<b>+4.9%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
\$299,999 and Below	0	3	--	7	6	-14.3%
\$300,000 to \$599,999	4	7	+75.0%	9	16	+77.8%
\$600,000 to \$999,999	5	3	-40.0%	1	6	+500.0%
\$1,000,000 to \$1,499,999	1	3	+200.0%	3	3	0.0%
\$1,500,000 to \$1,999,999	2	1	-50.0%	1	1	0.0%
\$2,000,000 to \$2,499,999	0	1	--	0	0	--
\$2,500,000 to \$4,999,999	1	0	-100.0%	0	0	--
\$5,000,000 to \$9,999,999	1	0	-100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>14</b>	<b>18</b>	<b>+28.6%</b>	<b>21</b>	<b>32</b>	<b>+52.4%</b>

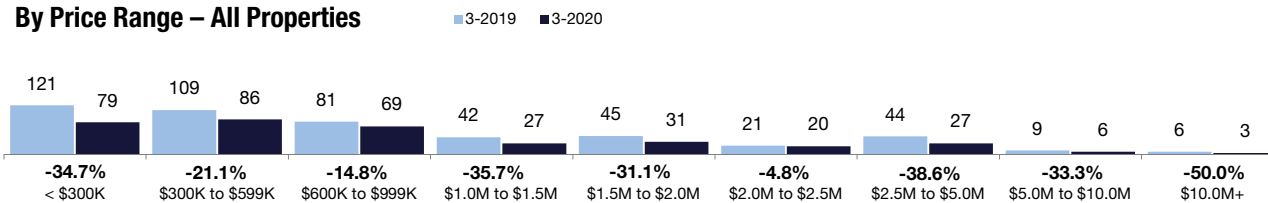
### Year to Date

By Price Range	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$299,999 and Below	7	3	-57.1%	19	17	-10.5%
\$300,000 to \$599,999	15	15	0.0%	40	35	-12.5%
\$600,000 to \$999,999	14	17	+21.4%	15	9	-40.0%
\$1,000,000 to \$1,499,999	6	4	-33.3%	5	10	+100.0%
\$1,500,000 to \$1,999,999	7	6	-14.3%	1	3	+200.0%
\$2,000,000 to \$2,499,999	0	1	--	0	0	--
\$2,500,000 to \$4,999,999	3	1	-66.7%	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>52</b>	<b>48</b>	<b>-7.7%</b>	<b>80</b>	<b>74</b>	<b>-7.5%</b>

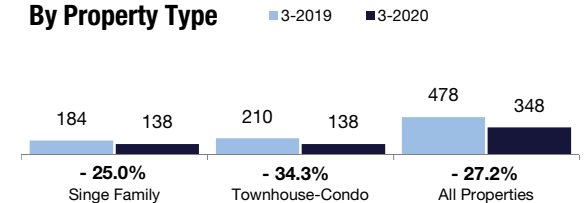
# Inventory of Active Listings

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		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$299,999 and Below	10	7	-30.0%	40	9	-77.5%
\$300,000 to \$599,999	22	23	+4.5%	77	54	-29.9%
\$600,000 to \$999,999	29	29	0.0%	50	40	-20.0%
\$1,000,000 to \$1,499,999	31	16	-48.4%	11	11	0.0%
\$1,500,000 to \$1,999,999	30	21	-30.0%	15	10	-33.3%
\$2,000,000 to \$2,499,999	14	15	+7.1%	7	5	-28.6%
\$2,500,000 to \$4,999,999	34	18	-47.1%	9	9	0.0%
\$5,000,000 to \$9,999,999	8	6	-25.0%	1	0	-100.0%
\$10,000,000 and Above	6	3	-50.0%	0	0	--
<b>All Price Ranges</b>	<b>184</b>	<b>138</b>	<b>-25.0%</b>	<b>210</b>	<b>138</b>	<b>-34.3%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
\$299,999 and Below	12	7	-41.7%	12	9	-25.0%
\$300,000 to \$599,999	23	23	0.0%	36	54	+50.0%
\$600,000 to \$999,999	27	29	+7.4%	38	40	+5.3%
\$1,000,000 to \$1,499,999	17	16	-5.9%	12	11	-8.3%
\$1,500,000 to \$1,999,999	21	21	0.0%	13	10	-23.1%
\$2,000,000 to \$2,499,999	14	15	+7.1%	6	5	-16.7%
\$2,500,000 to \$4,999,999	22	18	-18.2%	10	9	-10.0%
\$5,000,000 to \$9,999,999	6	6	0.0%	0	0	--
\$10,000,000 and Above	3	3	0.0%	0	0	--
<b>All Price Ranges</b>	<b>145</b>	<b>138</b>	<b>-4.8%</b>	<b>127</b>	<b>138</b>	<b>+8.7%</b>

### Year to Date

By Price Range	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$299,999 and Below	10	7	-30.0%	40	9	-77.5%
\$300,000 to \$599,999	22	23	+4.5%	77	54	-29.9%
\$600,000 to \$999,999	29	29	0.0%	50	40	-20.0%
\$1,000,000 to \$1,499,999	31	16	-48.4%	11	11	0.0%
\$1,500,000 to \$1,999,999	30	21	-30.0%	15	10	-33.3%
\$2,000,000 to \$2,499,999	14	15	+7.1%	7	5	-28.6%
\$2,500,000 to \$4,999,999	34	18	-47.1%	9	9	0.0%
\$5,000,000 to \$9,999,999	8	6	-25.0%	1	0	-100.0%
\$10,000,000 and Above	6	3	-50.0%	0	0	--
<b>All Price Ranges</b>	<b>184</b>	<b>138</b>	<b>-25.0%</b>	<b>210</b>	<b>138</b>	<b>-34.3%</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®



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.