

# Monthly Indicators



## September 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 9.7 percent for single family homes and 1.9 percent for townhouse-condo properties. Pending Sales decreased 22.6 percent for single family homes but increased 10.7 percent for townhouse-condo properties.

The Median Sales Price was down 16.9 percent to \$594,000 for single family homes and 2.8 percent to \$350,000 for townhouse-condo properties. Days on Market decreased 57.3 percent for single family homes and 46.8 percent for townhouse-condo properties.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.

## Activity Snapshot

**- 23.2%**      **- 1.9%**      **+ 4.6%**

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, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Closed Sales and Inventory by Price Range	15
Glossary of Terms	16

# 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	9-2017	9-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		31	28	- 9.7%	414	452	+ 9.2%
<b>Pending Sales</b>		31	24	- 22.6%	271	284	+ 4.8%
<b>Sold Listings</b>		43	31	- 27.9%	255	265	+ 3.9%
<b>Median Sales Price</b>		\$715,000	\$594,000	- 16.9%	\$607,000	\$620,800	+ 2.3%
<b>Average Sales Price</b>		\$821,762	\$863,497	+ 5.1%	\$726,789	\$842,050	+ 15.9%
<b>Pct. of List Price Received</b>		96.2%	96.8%	+ 0.6%	96.0%	96.5%	+ 0.5%
<b>Days on Market</b>		82	35	- 57.3%	87	72	- 17.2%
<b>Housing Affordability Index</b>		51	55	+ 7.8%	60	53	- 11.7%
<b>Active Listings</b>		186	230	+ 23.7%	--	--	--
<b>Months Supply</b>		6.5	8.1	+ 24.6%	--	--	--

# Townhouse-Condo Market Overview

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

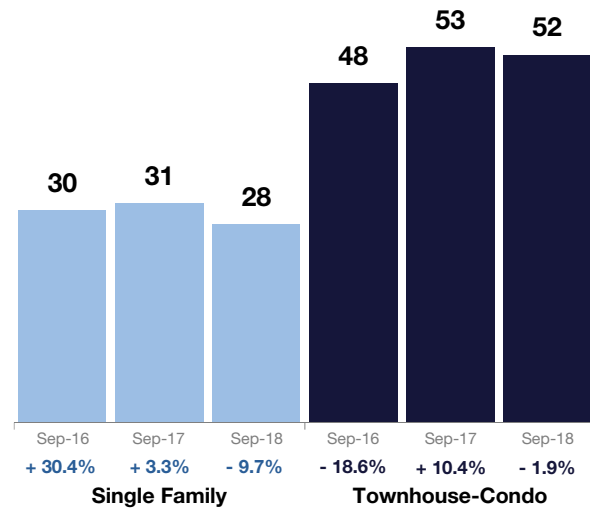


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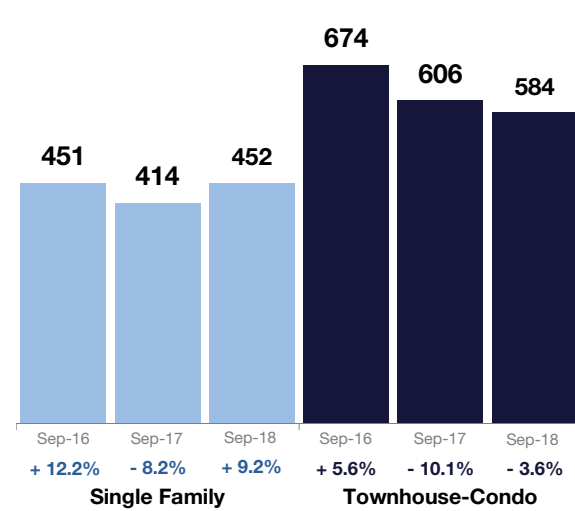
Key Metrics	Historical Sparkbars	9-2017	9-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		53	52	- 1.9%	606	584	- 3.6%
<b>Pending Sales</b>		56	62	+ 10.7%	489	459	- 6.1%
<b>Sold Listings</b>		69	55	- 20.3%	471	423	- 10.2%
<b>Median Sales Price</b>		\$360,000	\$350,000	- 2.8%	\$360,000	\$375,000	+ 4.2%
<b>Average Sales Price</b>		\$464,430	\$470,718	+ 1.4%	\$452,700	\$466,677	+ 3.1%
<b>Pct. of List Price Received</b>		96.7%	99.5%	+ 2.9%	96.8%	97.5%	+ 0.7%
<b>Days on Market</b>		126	67	- 46.8%	109	79	- 27.5%
<b>Housing Affordability Index</b>		101	93	- 7.9%	101	87	- 13.9%
<b>Active Listings</b>		271	248	- 8.5%	--	--	--
<b>Months Supply</b>		5.3	5.3	0.0%	--	--	--

# New Listings

## September

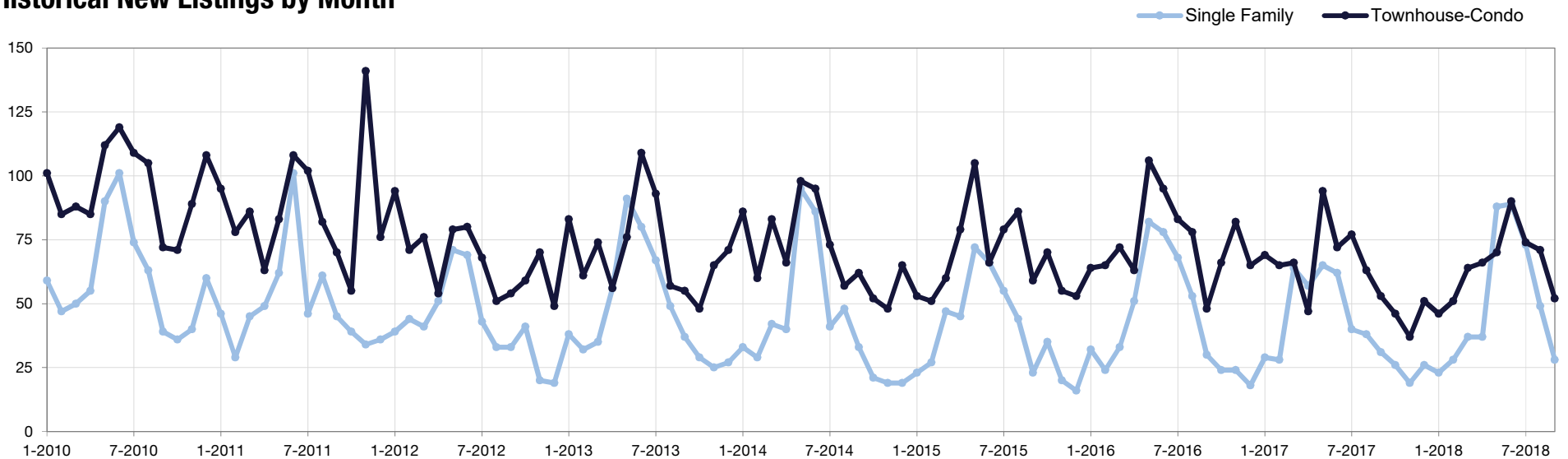


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	26	+8.3%	46	-30.3%
Nov-2017	19	-20.8%	37	-54.9%
Dec-2017	26	+44.4%	51	-21.5%
Jan-2018	23	-20.7%	46	-33.3%
Feb-2018	28	0.0%	51	-21.5%
Mar-2018	37	-42.2%	64	-3.0%
Apr-2018	37	-35.1%	66	+40.4%
May-2018	88	+35.4%	70	-25.5%
Jun-2018	89	+43.5%	90	+25.0%
Jul-2018	73	+82.5%	74	-3.9%
Aug-2018	49	+28.9%	71	+12.7%
<b>Sep-2018</b>	<b>28</b>	<b>-9.7%</b>	<b>52</b>	<b>-1.9%</b>

## Historical New Listings by Month

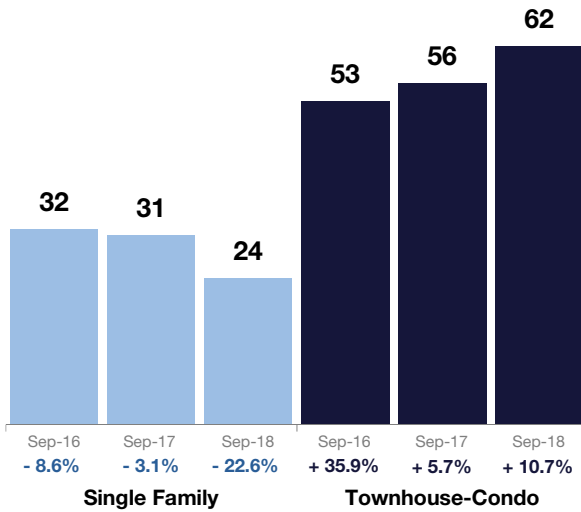


# Pending Sales

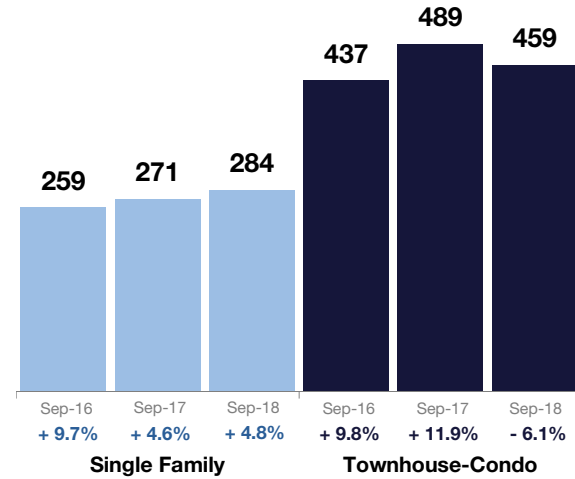


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## September

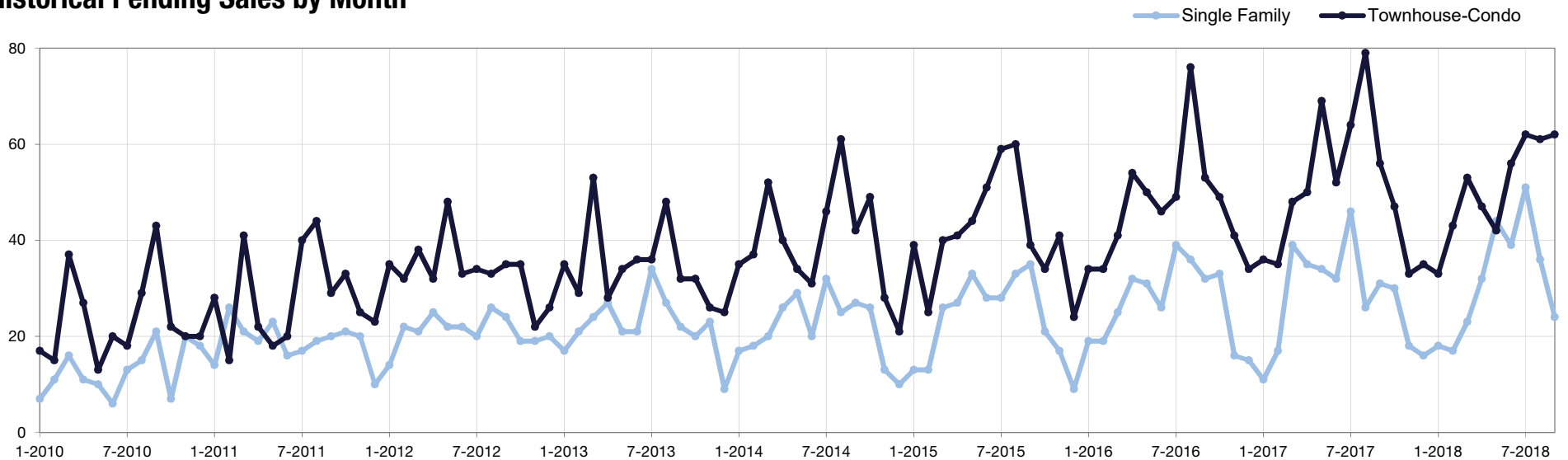


## Year to Date



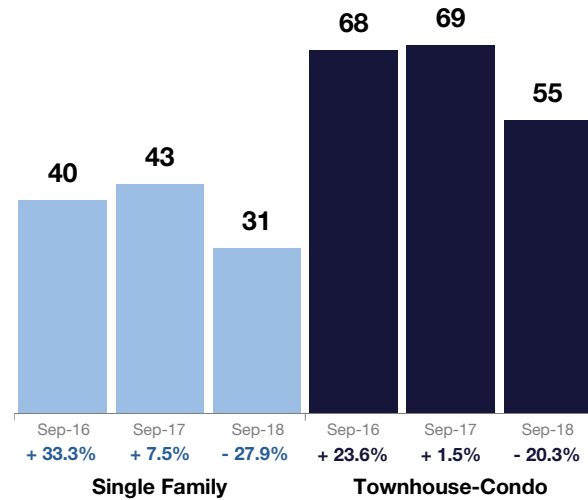
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	30	-9.1%	47	-4.1%
Nov-2017	18	+12.5%	33	-19.5%
Dec-2017	16	+6.7%	35	+2.9%
Jan-2018	18	+63.6%	33	-8.3%
Feb-2018	17	0.0%	43	+22.9%
Mar-2018	23	-41.0%	53	+10.4%
Apr-2018	32	-8.6%	47	-6.0%
May-2018	44	+29.4%	42	-39.1%
Jun-2018	39	+21.9%	56	+7.7%
Jul-2018	51	+10.9%	62	-3.1%
Aug-2018	36	+38.5%	61	-22.8%
<b>Sep-2018</b>	<b>24</b>	<b>-22.6%</b>	<b>62</b>	<b>+10.7%</b>

## Historical Pending Sales by Month

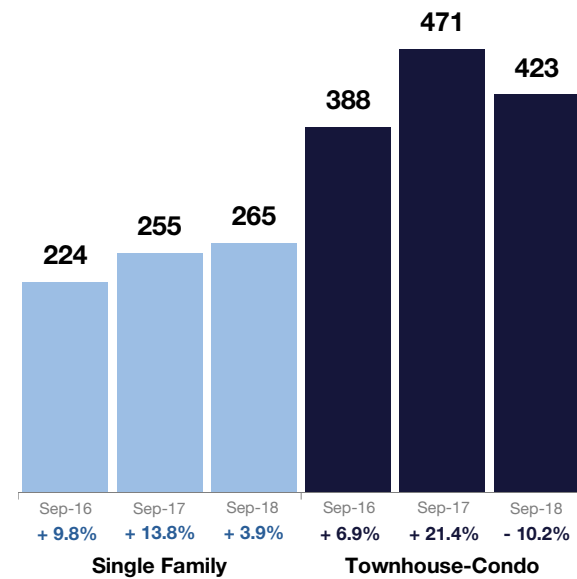


# Sold Listings

## September

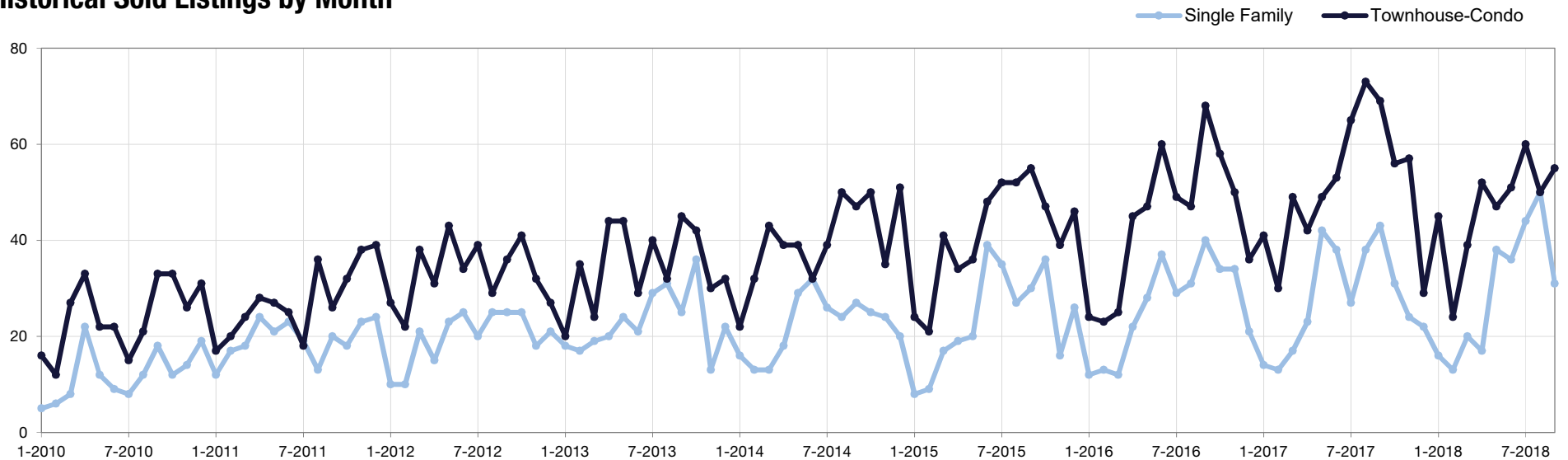


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	31	-8.8%	56	-3.4%
Nov-2017	24	-29.4%	57	+14.0%
Dec-2017	22	+4.8%	29	-19.4%
Jan-2018	16	+14.3%	45	+9.8%
Feb-2018	13	0.0%	24	-20.0%
Mar-2018	20	+17.6%	39	-20.4%
Apr-2018	17	-26.1%	52	+23.8%
May-2018	38	-9.5%	47	-4.1%
Jun-2018	36	-5.3%	51	-3.8%
Jul-2018	44	+63.0%	60	-7.7%
Aug-2018	50	+31.6%	50	-31.5%
<b>Sep-2018</b>	<b>31</b>	<b>-27.9%</b>	<b>55</b>	<b>-20.3%</b>

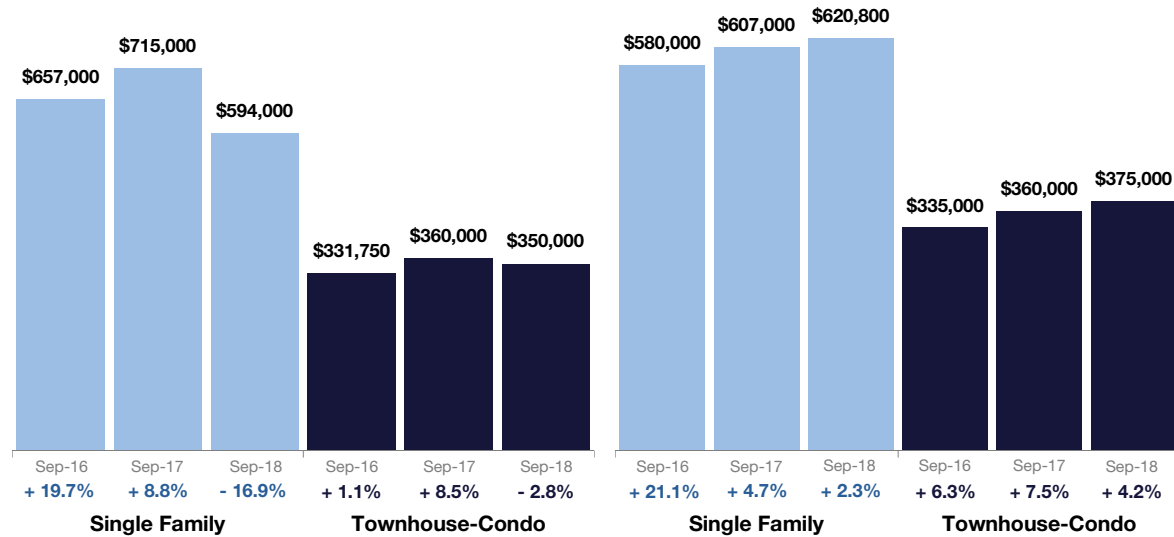
## Historical Sold Listings by Month



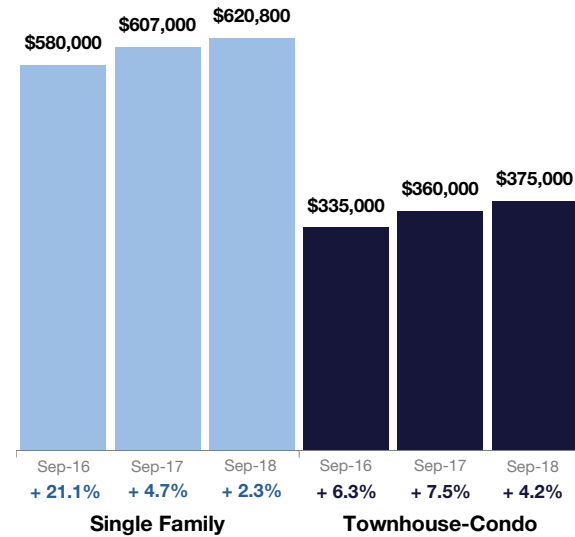
# Median Sales Price



## September

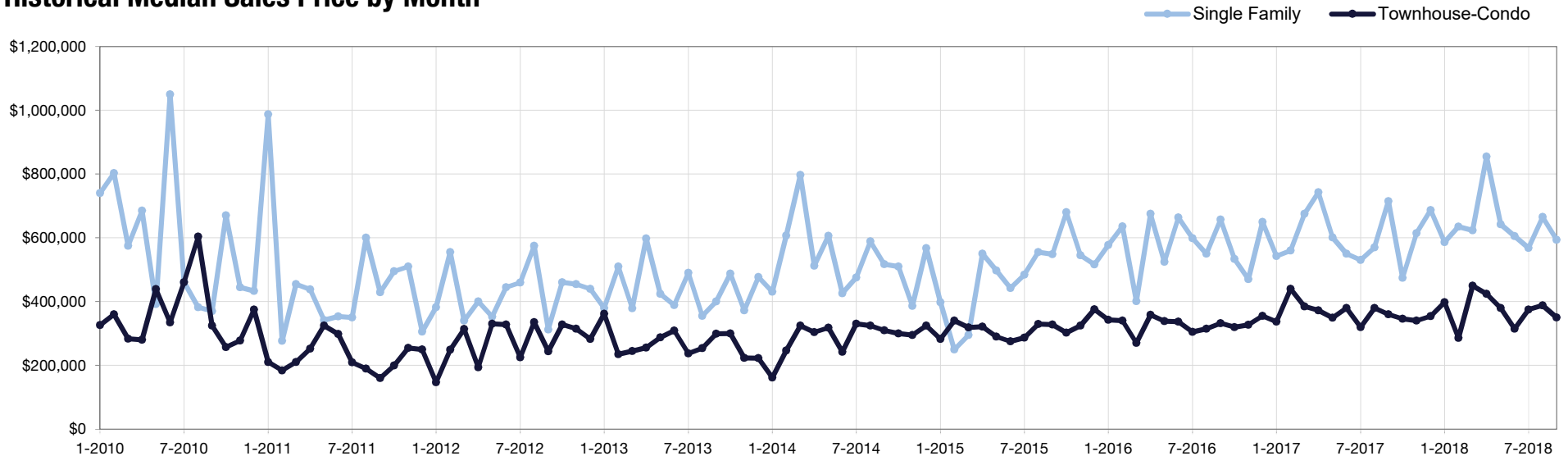


## Year to Date



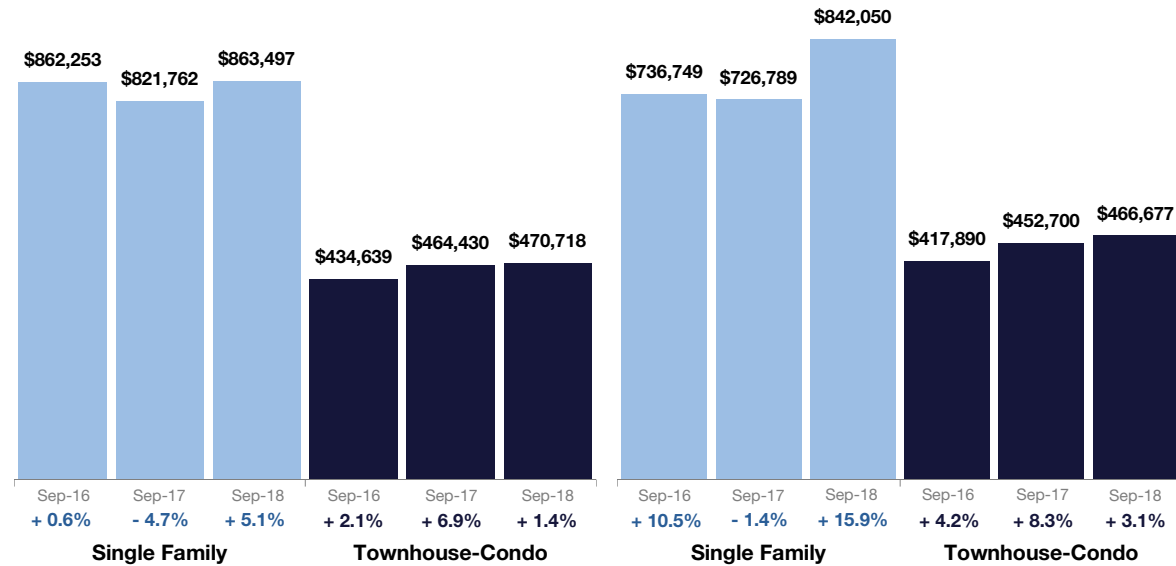
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	\$474,000	-11.2%	\$346,000	+8.1%
Nov-2017	\$614,000	+30.6%	\$340,000	+4.0%
Dec-2017	\$687,000	+5.7%	\$354,000	-0.3%
Jan-2018	\$586,400	+8.1%	\$398,000	+18.0%
Feb-2018	\$635,000	+13.4%	\$285,585	-35.1%
Mar-2018	\$623,250	-7.7%	\$449,500	+16.8%
Apr-2018	\$855,000	+15.2%	\$424,200	+13.9%
May-2018	\$642,000	+6.9%	\$380,000	+8.9%
Jun-2018	\$605,000	+10.0%	\$315,000	-17.0%
Jul-2018	\$568,575	+7.3%	\$375,000	+17.2%
Aug-2018	\$665,000	+16.7%	\$387,750	+2.0%
<b>Sep-2018</b>	<b>\$594,000</b>	<b>-16.9%</b>	<b>\$350,000</b>	<b>-2.8%</b>

## Historical Median Sales Price by Month

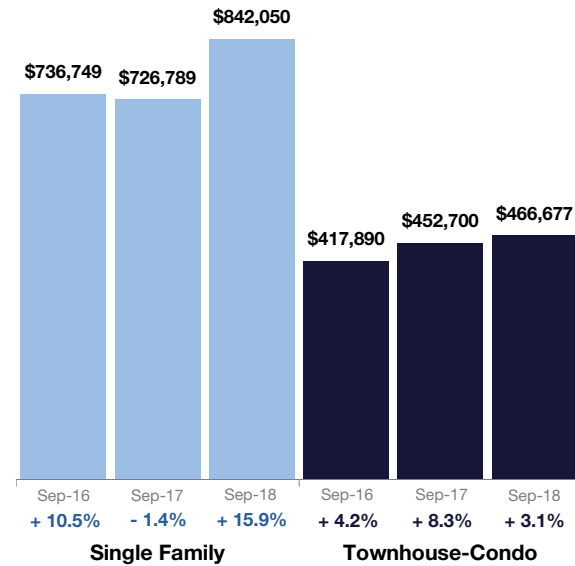


# Average Sales Price

## September

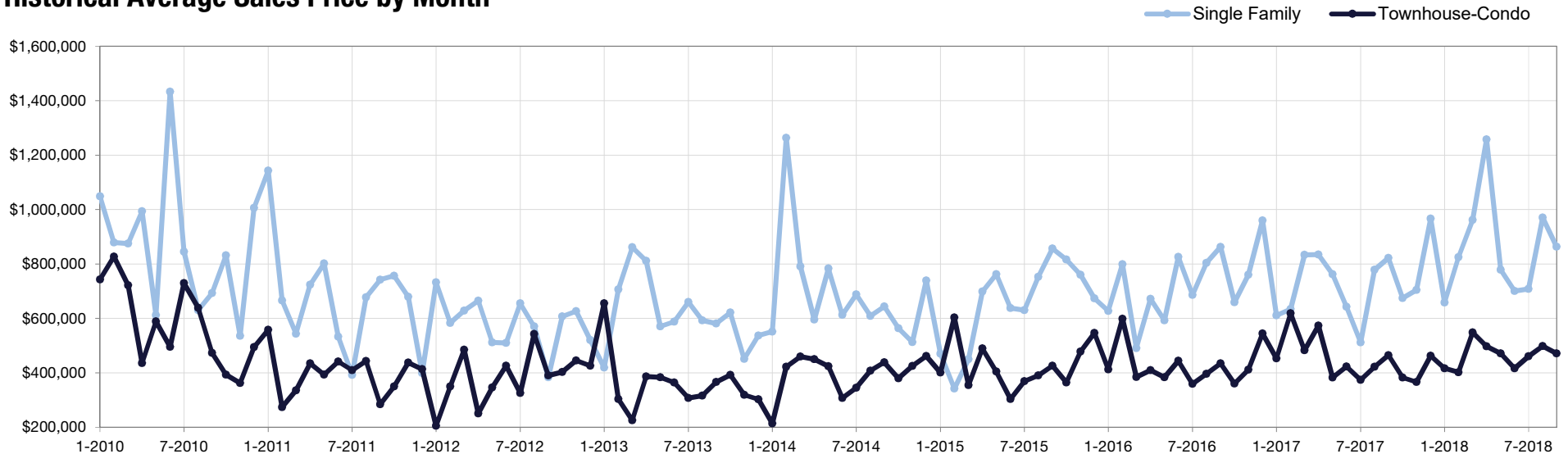


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	\$674,307	+2.3%	\$382,294	+6.1%
Nov-2017	\$704,214	-7.4%	\$366,333	-10.9%
Dec-2017	\$966,682	+0.8%	\$462,682	-15.0%
Jan-2018	\$658,075	+7.8%	\$416,033	-8.1%
Feb-2018	\$825,231	+30.1%	\$402,033	-35.0%
Mar-2018	\$961,900	+15.4%	\$548,222	+13.5%
Apr-2018	\$1,257,789	+50.8%	\$496,850	-13.4%
May-2018	\$778,526	+2.1%	\$471,383	+23.1%
Jun-2018	\$700,365	+8.9%	\$416,230	-1.6%
Jul-2018	\$708,655	+38.5%	\$460,930	+23.2%
Aug-2018	\$970,386	+24.7%	\$497,780	+18.0%
<b>Sep-2018</b>	<b>\$863,497</b>	<b>+5.1%</b>	<b>\$470,718</b>	<b>+1.4%</b>

## Historical Average Sales Price by Month

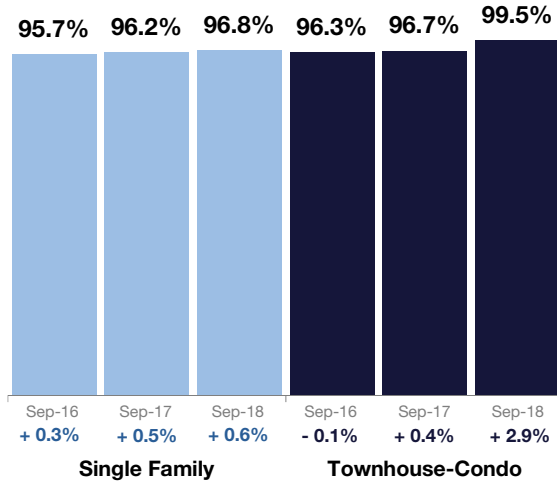




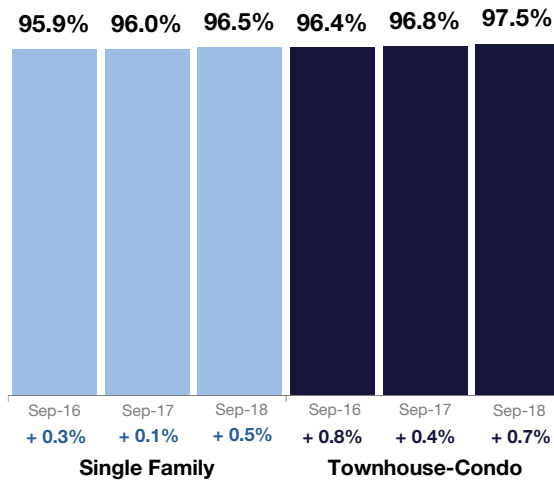
# Percent of List Price Received



## September

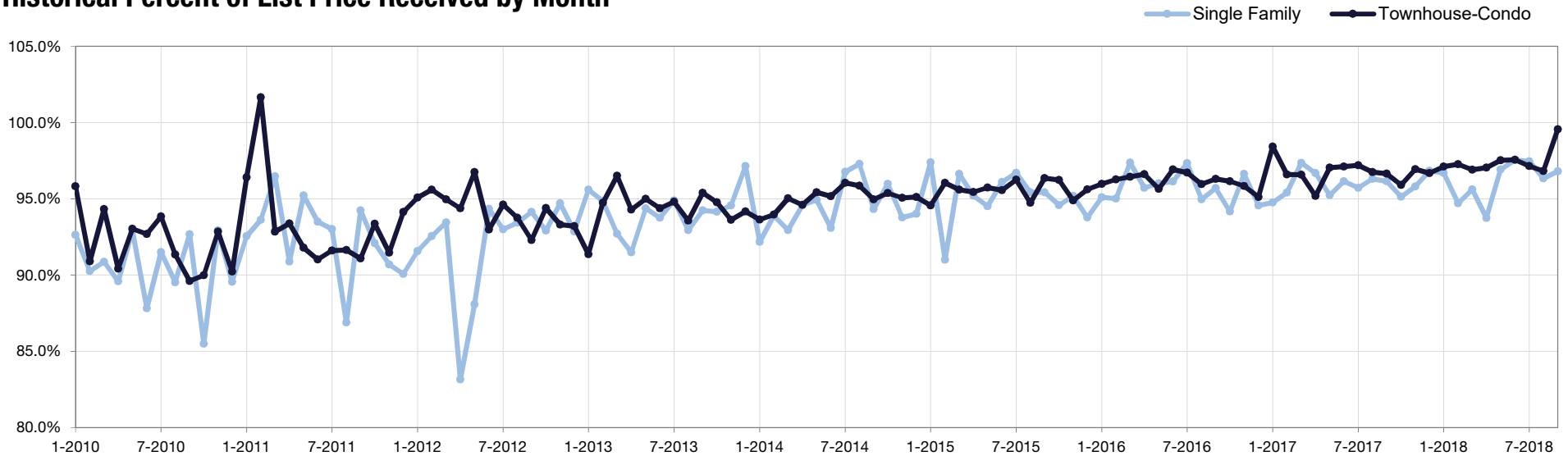


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	95.1%	+1.0%	95.9%	-0.2%
Nov-2017	95.8%	-0.8%	96.9%	+1.1%
Dec-2017	96.8%	+2.3%	96.7%	+1.7%
Jan-2018	96.7%	+2.1%	97.1%	-1.3%
Feb-2018	94.7%	-0.7%	97.3%	+0.7%
Mar-2018	95.6%	-1.8%	96.9%	+0.3%
Apr-2018	93.7%	-3.1%	97.0%	+1.9%
May-2018	96.9%	+1.8%	97.5%	+0.4%
Jun-2018	97.5%	+1.4%	97.6%	+0.5%
Jul-2018	97.5%	+1.9%	97.1%	-0.1%
Aug-2018	96.3%	0.0%	96.8%	+0.1%
<b>Sep-2018</b>	<b>96.8%</b>	<b>+0.6%</b>	<b>99.5%</b>	<b>+2.9%</b>

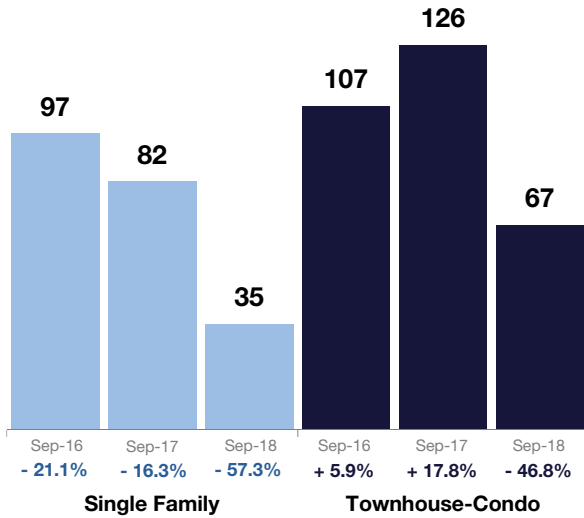
## Historical Percent of List Price Received by Month



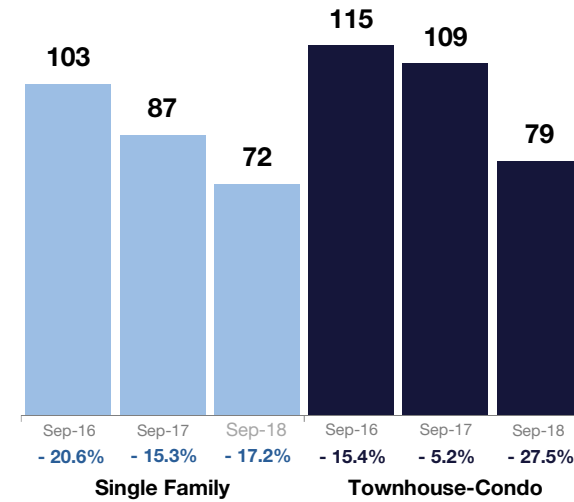
# Days on Market Until Sale



## September

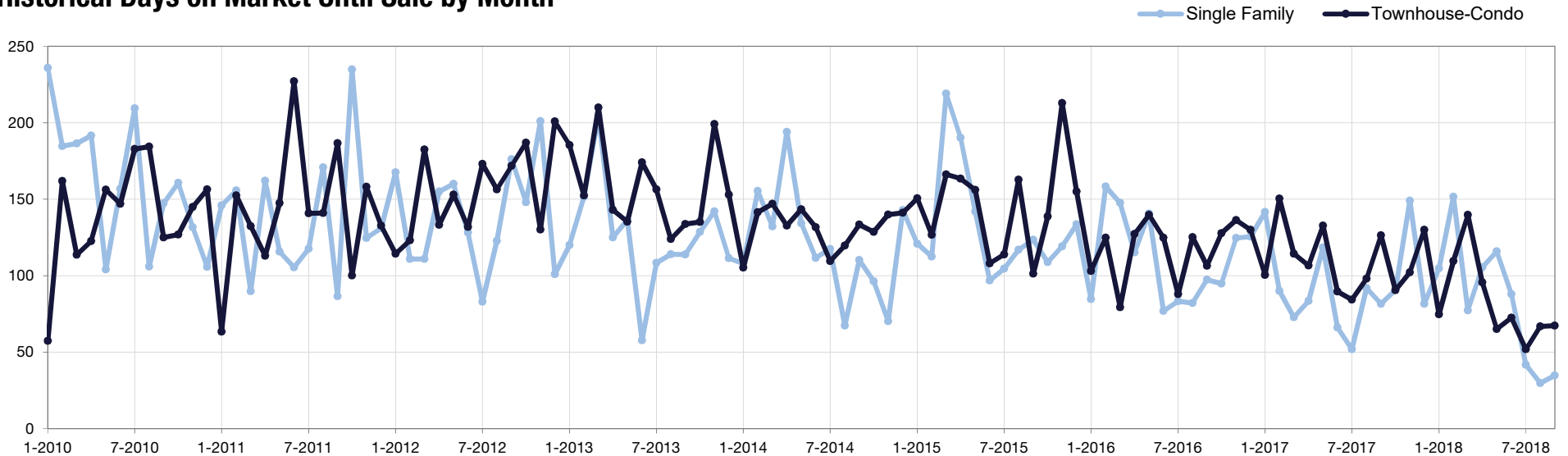


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	91	-4.2%	90	-29.7%
Nov-2017	149	+19.2%	102	-25.0%
Dec-2017	82	-34.9%	130	0.0%
Jan-2018	105	-26.1%	75	-25.0%
Feb-2018	152	+68.9%	110	-26.7%
Mar-2018	77	+5.5%	140	+22.8%
Apr-2018	105	+25.0%	96	-10.3%
May-2018	116	-1.7%	65	-51.1%
Jun-2018	88	+33.3%	72	-20.0%
Jul-2018	42	-19.2%	52	-38.1%
Aug-2018	30	-67.4%	67	-31.6%
<b>Sep-2018</b>	<b>35</b>	<b>-57.3%</b>	<b>67</b>	<b>-46.8%</b>

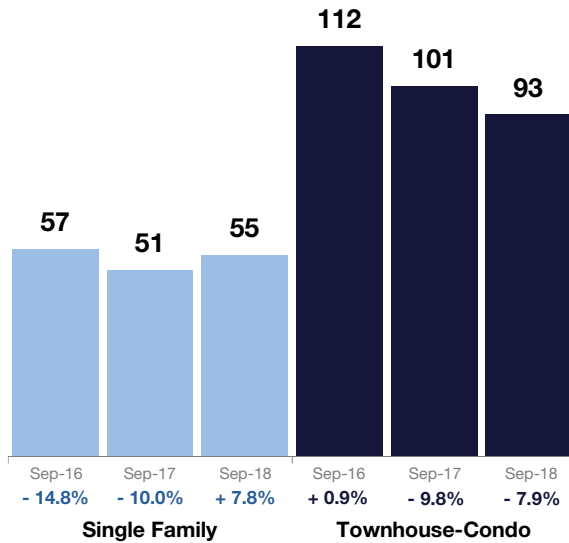
## Historical Days on Market Until Sale by Month



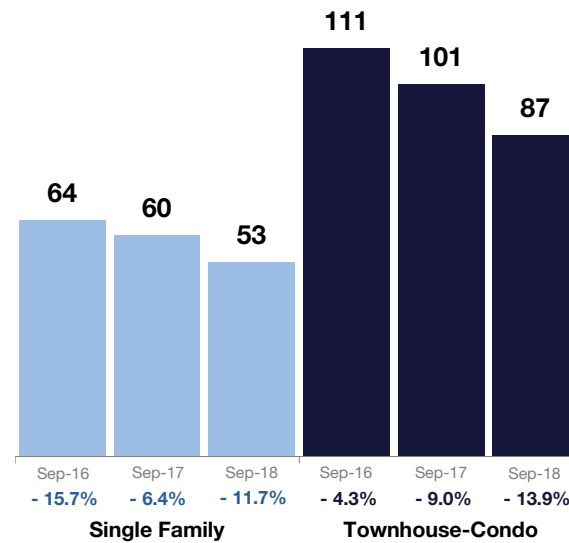
# Housing Affordability Index



## September

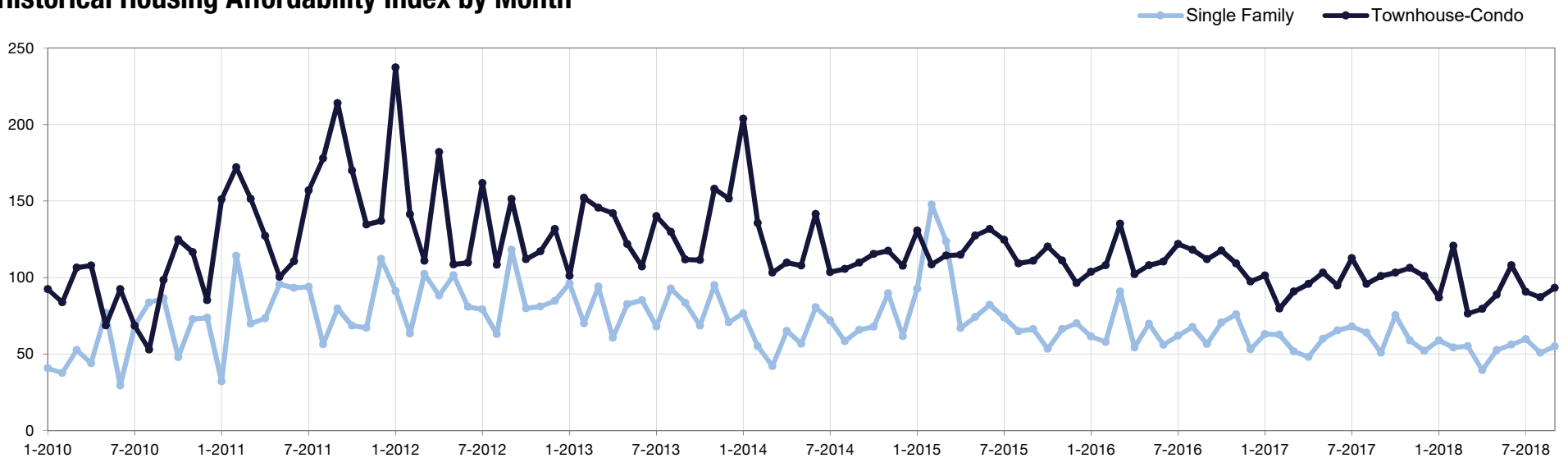


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	75	+5.6%	103	-12.7%
Nov-2017	59	-22.4%	106	-2.8%
Dec-2017	52	-1.9%	101	+4.1%
Jan-2018	59	-6.3%	87	-13.9%
Feb-2018	54	-14.3%	121	+51.3%
Mar-2018	55	+5.8%	76	-16.5%
Apr-2018	39	-18.8%	80	-16.7%
May-2018	53	-11.7%	89	-13.6%
Jun-2018	56	-13.8%	108	+13.7%
Jul-2018	60	-11.8%	91	-19.5%
Aug-2018	51	-20.3%	87	-9.4%
<b>Sep-2018</b>	<b>55</b>	<b>+7.8%</b>	<b>93</b>	<b>-7.9%</b>

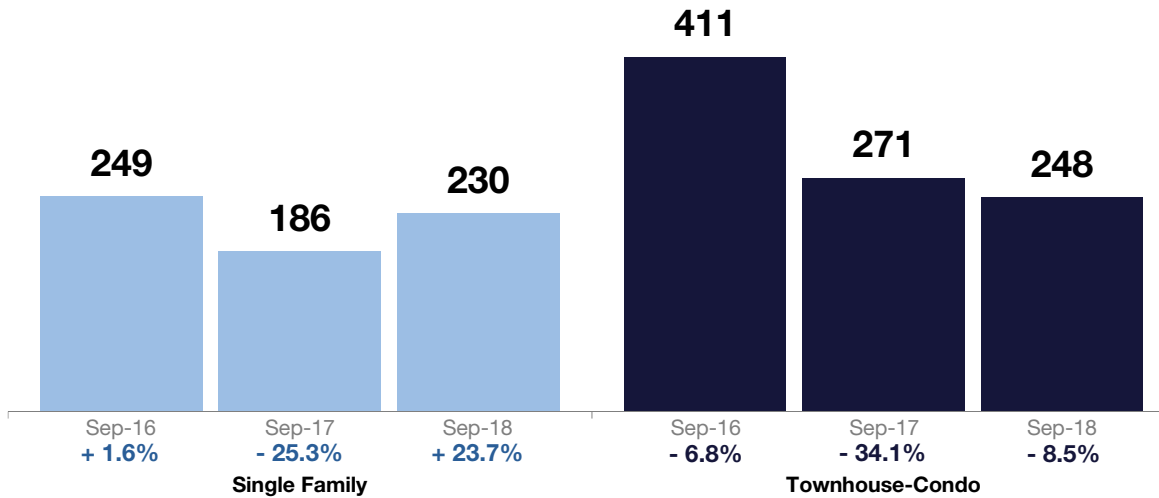
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

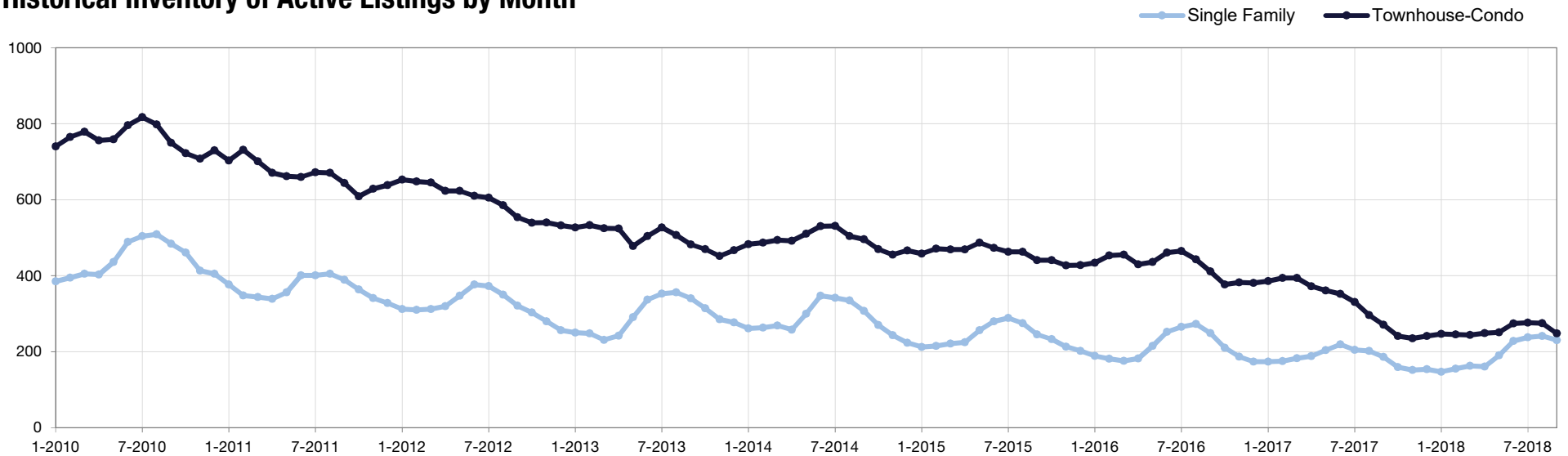


## September



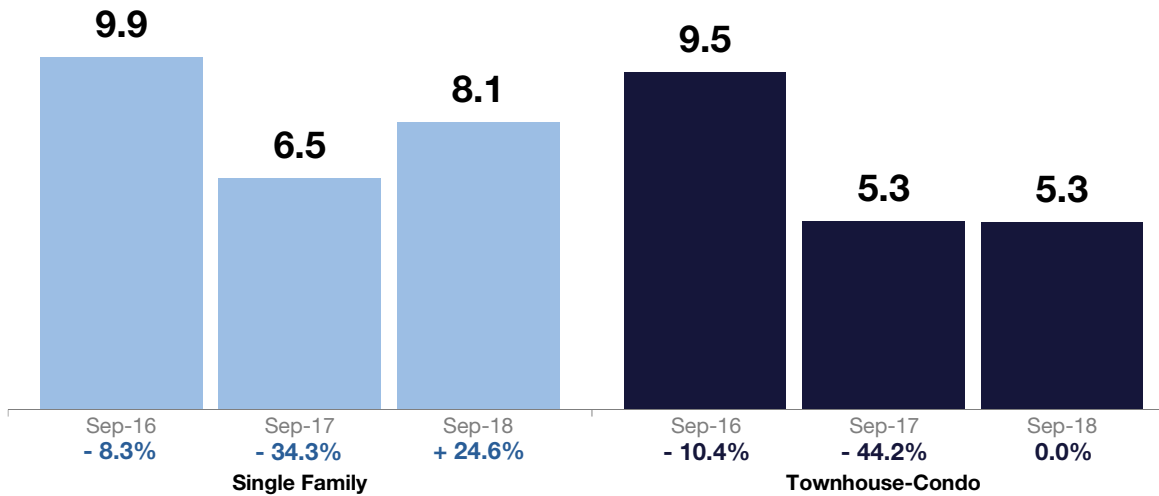
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	159	-24.3%	241	-36.1%
Nov-2017	152	-18.7%	235	-38.5%
Dec-2017	154	-11.5%	241	-36.7%
Jan-2018	147	-15.5%	247	-36.0%
Feb-2018	155	-11.4%	245	-37.8%
Mar-2018	163	-10.9%	244	-38.1%
Apr-2018	161	-14.4%	249	-33.1%
May-2018	190	-6.9%	251	-30.5%
Jun-2018	228	+4.1%	274	-22.2%
Jul-2018	238	+16.1%	276	-16.6%
Aug-2018	241	+19.3%	275	-7.1%
<b>Sep-2018</b>	<b>230</b>	<b>+23.7%</b>	<b>248</b>	<b>-8.5%</b>

## Historical Inventory of Active Listings by Month



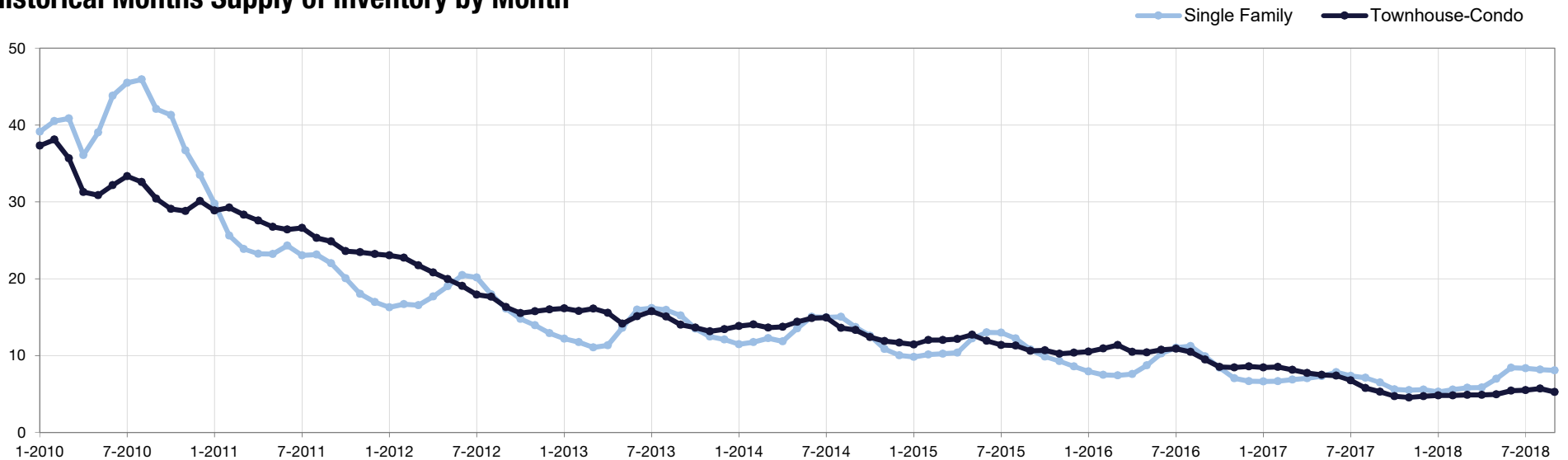
# Months Supply of Inventory

## September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2017	5.6	-33.3%	4.7	-44.7%
Nov-2017	5.5	-22.5%	4.5	-47.1%
Dec-2017	5.6	-16.4%	4.7	-45.3%
Jan-2018	5.3	-19.7%	4.8	-42.9%
Feb-2018	5.6	-16.4%	4.8	-43.5%
Mar-2018	5.8	-15.9%	4.9	-40.2%
Apr-2018	5.8	-17.1%	4.9	-36.4%
May-2018	7.0	-4.1%	4.9	-34.7%
Jun-2018	8.4	+7.7%	5.4	-27.0%
Jul-2018	8.4	+13.5%	5.5	-19.1%
Aug-2018	8.2	+15.5%	5.7	-1.7%
<b>Sep-2018</b>	<b>8.1</b>	<b>+24.6%</b>	<b>5.3</b>	<b>0.0%</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	9-2017	9-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		84	80	- 4.8%	1,020	1,036	+ 1.6%
<b>Pending Sales</b>		87	86	- 1.1%	760	743	- 2.2%
<b>Sold Listings</b>		112	86	- 23.2%	726	688	- 5.2%
<b>Median Sales Price</b>		\$450,000	\$441,500	- 1.9%	\$429,500	\$440,000	+ 2.4%
<b>Average Sales Price</b>		\$601,620	\$612,301	+ 1.8%	\$548,971	\$611,261	+ 11.3%
<b>Pct. of List Price Received</b>		96.5%	98.6%	+ 2.2%	96.5%	97.1%	+ 0.6%
<b>Days on Market</b>		109	56	- 48.6%	101	76	- 24.8%
<b>Housing Affordability Index</b>		81	74	- 8.6%	85	74	- 12.9%
<b>Active Listings</b>		457	478	+ 4.6%	--	--	--
<b>Months Supply</b>		5.7	6.3	+ 10.5%	--	--	--

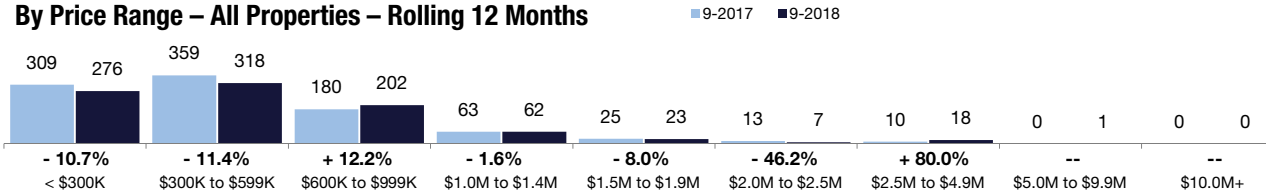
# Closed Sales

Actual sales that have closed in a given month.

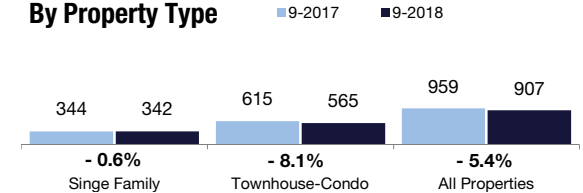


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## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	9-2017	9-2018	Change	9-2017	9-2018	Change
\$299,999 and Below	75	64	-14.7%	234	212	-9.4%
\$300,000 to \$599,999	103	97	-5.8%	256	221	-13.7%
\$600,000 to \$999,999	90	96	+6.7%	90	106	+17.8%
\$1,000,000 to \$1,499,999	43	47	+9.3%	20	15	-25.0%
\$1,500,000 to \$1,999,999	17	15	-11.8%	8	8	0.0%
\$2,000,000 to \$2,499,999	10	5	-50.0%	3	2	-33.3%
\$2,500,000 to \$4,999,999	6	17	+183.3%	4	1	-75.0%
\$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>344</b>	<b>342</b>	<b>-0.6%</b>	<b>615</b>	<b>565</b>	<b>-8.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2018	9-2018	Change	8-2018	9-2018	Change
\$299,999 and Below	10	3	-70.0%	15	21	+40.0%
\$300,000 to \$599,999	11	13	+18.2%	22	21	-4.5%
\$600,000 to \$999,999	12	6	-50.0%	9	9	0.0%
\$1,000,000 to \$1,499,999	9	4	-55.6%	2	4	+100.0%
\$1,500,000 to \$1,999,999	2	3	+50.0%	2	0	-100.0%
\$2,000,000 to \$2,499,999	1	0	-100.0%	0	0	--
\$2,500,000 to \$4,999,999	5	2	-60.0%	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>50</b>	<b>31</b>	<b>-38.0%</b>	<b>50</b>	<b>55</b>	<b>+10.0%</b>

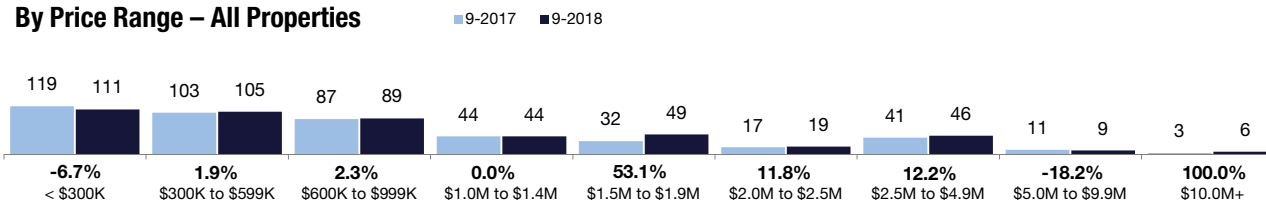
### Year to Date

By Price Range	Single Family			Condo		
	9-2017	9-2018	Change	9-2017	9-2018	Change
\$299,999 and Below	55	50	-9.1%	176	154	-12.5%
\$300,000 to \$599,999	72	75	+4.2%	199	163	-18.1%
\$600,000 to \$999,999	69	69	0.0%	70	82	+17.1%
\$1,000,000 to \$1,499,999	37	40	+8.1%	14	14	0.0%
\$1,500,000 to \$1,999,999	12	13	+8.3%	6	8	+33.3%
\$2,000,000 to \$2,499,999	8	3	-62.5%	2	2	0.0%
\$2,500,000 to \$4,999,999	2	14	+600.0%	4	0	-100.0%
\$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>255</b>	<b>265</b>	<b>+3.9%</b>	<b>471</b>	<b>423</b>	<b>-10.2%</b>

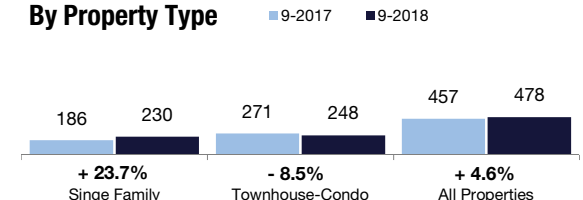
# Inventory of Active Listings

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		
	9-2017	9-2018	Change	9-2017	9-2018	Change
\$299,999 and Below	9	16	+77.8%	110	95	-13.6%
\$300,000 to \$599,999	35	36	+2.9%	68	69	+1.5%
\$600,000 to \$999,999	34	45	+32.4%	53	44	-17.0%
\$1,000,000 to \$1,499,999	30	29	-3.3%	14	15	+7.1%
\$1,500,000 to \$1,999,999	20	39	+95.0%	12	10	-16.7%
\$2,000,000 to \$2,499,999	13	14	+7.7%	4	5	+25.0%
\$2,500,000 to \$4,999,999	32	38	+18.8%	9	8	-11.1%
\$5,000,000 to \$9,999,999	11	8	-27.3%	0	1	--
\$10,000,000 and Above	2	5	+150.0%	1	1	0.0%
<b>All Price Ranges</b>	<b>186</b>	<b>230</b>	<b>+23.7%</b>	<b>271</b>	<b>248</b>	<b>-8.5%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2018	9-2018	Change	8-2018	9-2018	Change
\$299,999 and Below	17	16	-5.9%	110	95	-13.6%
\$300,000 to \$599,999	39	36	-7.7%	79	69	-12.7%
\$600,000 to \$999,999	50	45	-10.0%	45	44	-2.2%
\$1,000,000 to \$1,499,999	28	29	+3.6%	13	15	+15.4%
\$1,500,000 to \$1,999,999	37	39	+5.4%	12	10	-16.7%
\$2,000,000 to \$2,499,999	16	14	-12.5%	5	5	0.0%
\$2,500,000 to \$4,999,999	39	38	-2.6%	9	8	-11.1%
\$5,000,000 to \$9,999,999	10	8	-20.0%	1	1	0.0%
\$10,000,000 and Above	5	5	0.0%	1	1	0.0%
<b>All Price Ranges</b>	<b>241</b>	<b>230</b>	<b>-4.6%</b>	<b>275</b>	<b>248</b>	<b>-9.8%</b>

### Year to Date

By Price Range	Single Family			Condo		
	9-2017	9-2018	Change	9-2017	9-2018	Change
\$299,999 and Below	9	16	+77.8%	110	95	-13.6%
\$300,000 to \$599,999	35	36	+2.9%	68	69	+1.5%
\$600,000 to \$999,999	34	45	+32.4%	53	44	-17.0%
\$1,000,000 to \$1,499,999	30	29	-3.3%	14	15	+7.1%
\$1,500,000 to \$1,999,999	20	39	+95.0%	12	10	-16.7%
\$2,000,000 to \$2,499,999	13	14	+7.7%	4	5	+25.0%
\$2,500,000 to \$4,999,999	32	38	+18.8%	9	8	-11.1%
\$5,000,000 to \$9,999,999	11	8	-27.3%	0	1	0.0%
\$10,000,000 and Above	2	5	+150.0%	1	1	0.0%
<b>All Price Ranges</b>	<b>186</b>	<b>230</b>	<b>+23.7%</b>	<b>271</b>	<b>248</b>	<b>-8.5%</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®



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.