

# Monthly Indicators



## March 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 25.8 percent for single family homes but increased 16.7 percent for townhouse-condo properties. Pending Sales landed at 295 for single family homes and 114 for townhouse-condo properties.

The Median Sales Price was up 8.2 percent to \$630,000 for single family homes and 10.3 percent to \$418,000 for townhouse-condo properties. Days on Market decreased 15.7 percent for single family homes but increased 26.1 percent for townhouse-condo properties.

The Federal Reserve raised its key short-term interest rate by .25 percent in March, citing concerns about inflation. It is the sixth rate increase by the Fed since December 2015, and at least two more rate increases are expected this year. Borrowing money will be more expensive, particularly for home equity loans, credit cards and adjustable rate mortgages, but rising wages and a low national unemployment rate that has been at 4.1 percent for five months in a row would seem to indicate that we are prepared for this. And although mortgage rates have risen to their highest point in four years, they have been quite low for several years.

## Activity Snapshot

**- 6.9%**

**+ 10.8%**

**- 6.5%**

One-Year Change in  
**Sold Listings**  
All Properties

One-Year Change in  
**Median Sales Price**  
All Properties

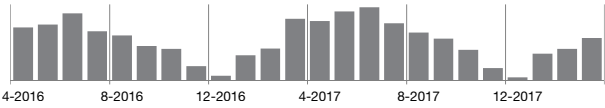
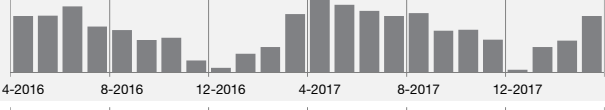
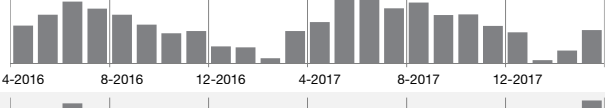
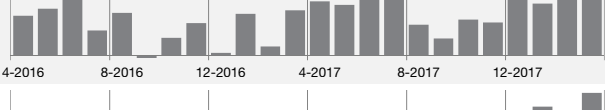
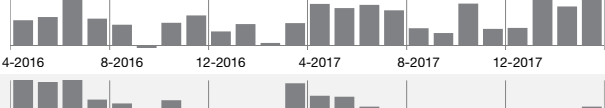
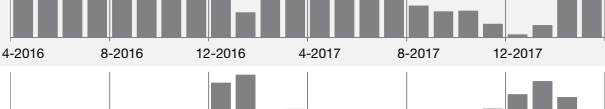
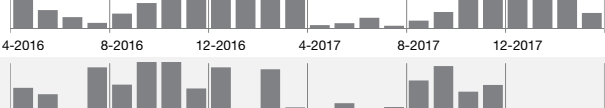
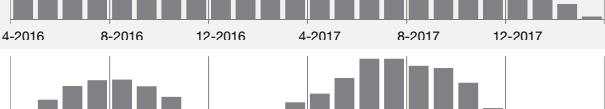
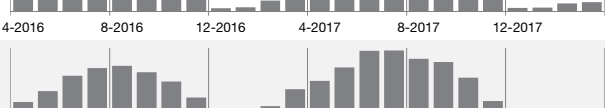

One-Year Change in  
**Days on Market**  
All Properties

Residential real estate activity in the cities of Boulder, Broomfield, Louisville, Lafayette, Superior, Lyons, Niwot, Frederick, Firestone, Erie, Mead, Nederland and Jamestown, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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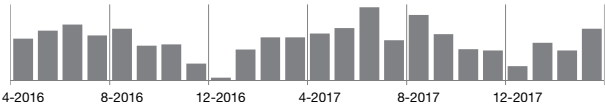
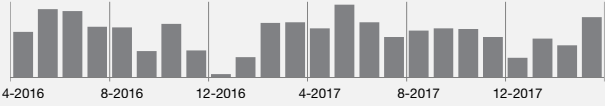

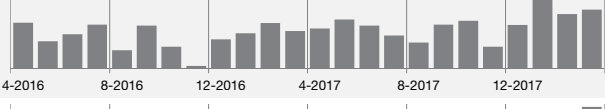
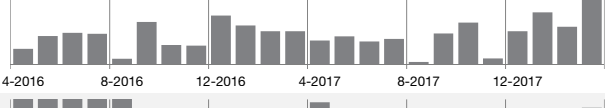
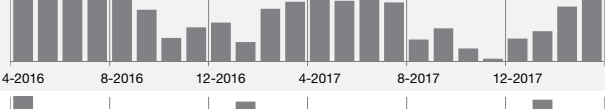
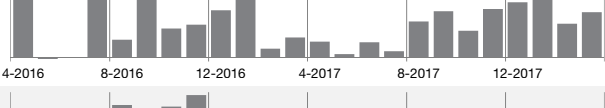
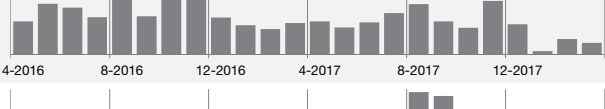
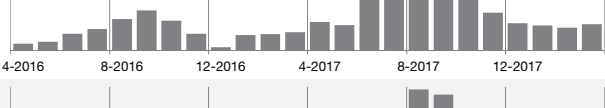
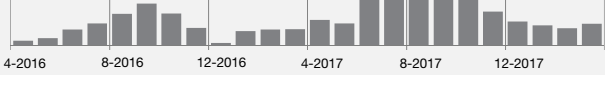
# Single Family Market Overview

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

Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		461	<b>342</b>	- 25.8%	971	<b>859</b>	- 11.5%
<b>Pending / Under Contract</b>		301	<b>295</b>	- 2.0%	676	<b>711</b>	+ 5.2%
<b>Sold Listings</b>		228	<b>231</b>	+ 1.3%	543	<b>530</b>	- 2.4%
<b>Median Sales Price</b>		\$582,000	<b>\$630,000</b>	+ 8.2%	\$561,000	<b>\$613,000</b>	+ 9.3%
<b>Average Sales Price</b>		\$672,020	<b>\$824,899</b>	+ 22.7%	\$655,364	<b>\$782,079</b>	+ 19.3%
<b>Pct. of List Price Received</b>		100.7%	<b>99.7%</b>	- 1.0%	99.7%	<b>99.2%</b>	- 0.5%
<b>Days on Market Until Sale</b>		70	<b>59</b>	- 15.7%	75	<b>70</b>	- 6.7%
<b>Housing Affordability Index</b>		60	<b>55</b>	- 8.3%	62	<b>56</b>	- 9.7%
<b>Inventory of Active Listings</b>		497	<b>382</b>	- 23.1%	--	--	--
<b>Months Supply of Inventory</b>		2.1	<b>1.5</b>	- 28.6%	--	--	--

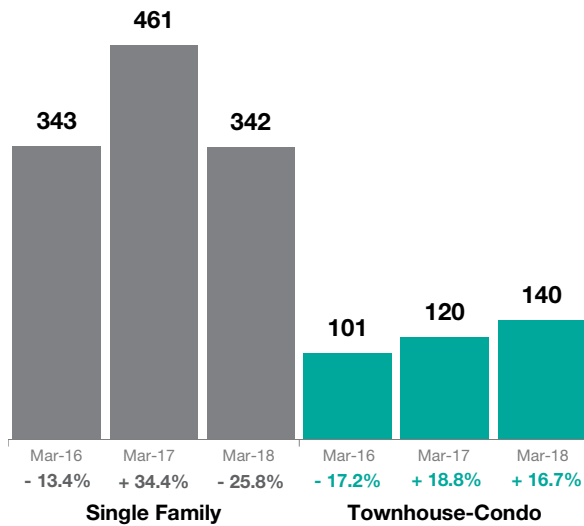
# Townhouse-Condo Market Overview

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

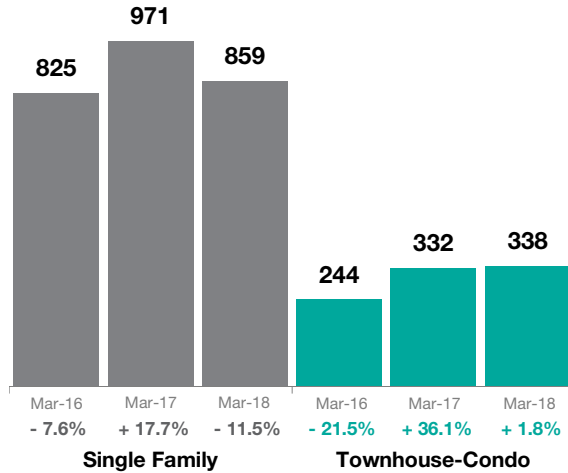
Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		120	<b>140</b>	+ 16.7%	332	<b>338</b>	+ 1.8%
<b>Pending / Under Contract</b>		107	<b>114</b>	+ 6.5%	273	<b>275</b>	+ 0.7%
<b>Sold Listings</b>		118	<b>91</b>	- 22.9%	212	<b>237</b>	+ 11.8%
<b>Median Sales Price</b>		\$379,000	<b>\$418,000</b>	+ 10.3%	\$389,900	<b>\$418,000</b>	+ 7.2%
<b>Average Sales Price</b>		\$437,963	<b>\$522,415</b>	+ 19.3%	\$440,464	<b>\$485,956</b>	+ 10.3%
<b>Pct. of List Price Received</b>		100.7%	<b>100.9%</b>	+ 0.2%	100.3%	<b>100.4%</b>	+ 0.1%
<b>Days on Market Until Sale</b>		46	<b>58</b>	+ 26.1%	50	<b>60</b>	+ 20.0%
<b>Housing Affordability Index</b>		92	<b>82</b>	- 10.9%	90	<b>82</b>	- 8.9%
<b>Inventory of Active Listings</b>		97	<b>113</b>	+ 16.5%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		1.1	<b>1.2</b>	+ 9.1%	--	<b>--</b>	--

# New Listings

## March

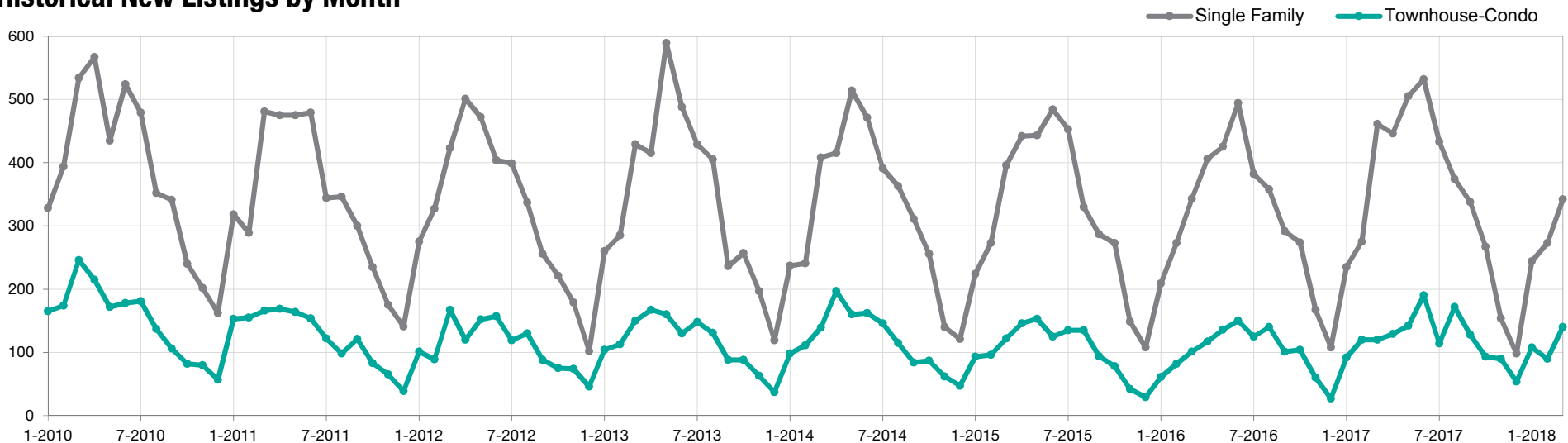


## Year to Date



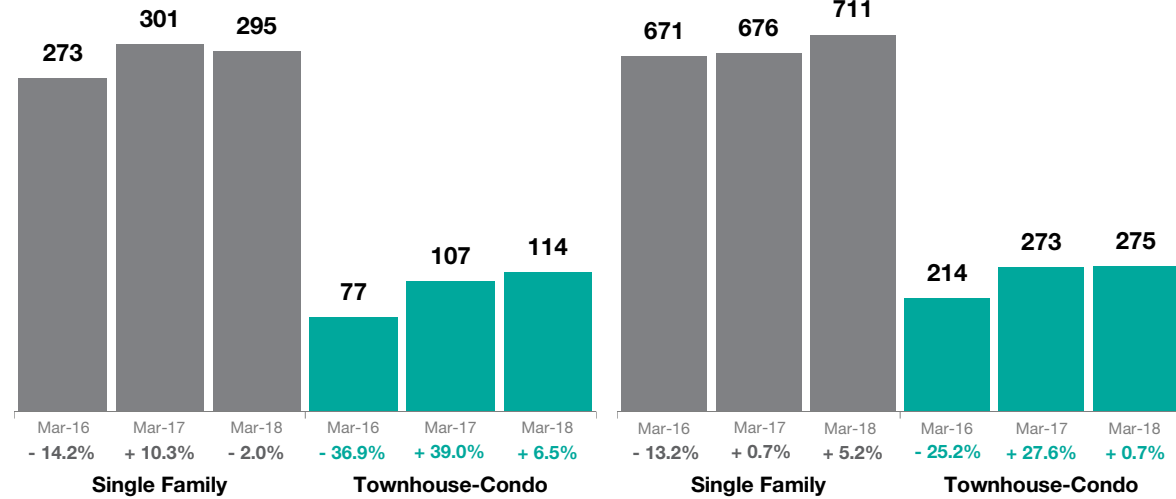
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	446	+9.9%	129	+10.3%
May-2017	505	+18.8%	142	+4.4%
Jun-2017	532	+7.7%	190	+26.7%
Jul-2017	433	+13.4%	114	-8.8%
Aug-2017	374	+4.5%	172	+22.9%
Sep-2017	338	+15.8%	128	+26.7%
Oct-2017	267	-2.6%	93	-10.6%
Nov-2017	154	-7.8%	90	+50.0%
Dec-2017	98	-9.3%	54	+100.0%
Jan-2018	244	+3.8%	108	+17.4%
Feb-2018	273	-0.7%	90	-25.0%
<b>Mar-2018</b>	<b>342</b>	<b>-25.8%</b>	<b>140</b>	<b>+16.7%</b>

## Historical New Listings by Month



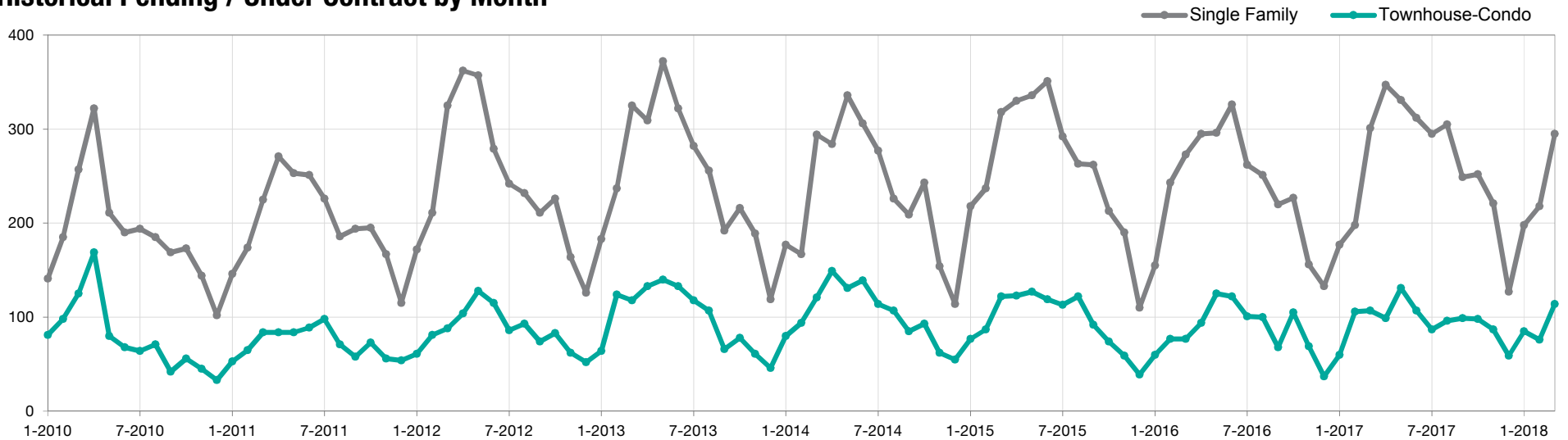
# Pending / Under Contract

## March



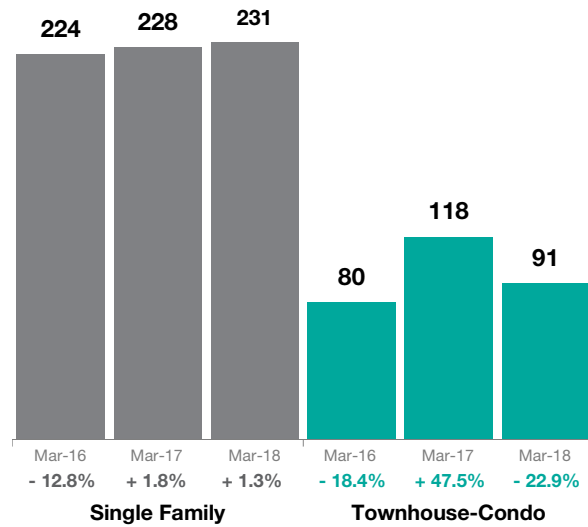
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	347	+17.6%	99	+5.3%
May-2017	331	+11.8%	131	+4.8%
Jun-2017	312	-4.3%	107	-12.3%
Jul-2017	295	+12.6%	87	-13.9%
Aug-2017	305	+21.5%	96	-4.0%
Sep-2017	249	+13.2%	99	+45.6%
Oct-2017	252	+11.0%	98	-6.7%
Nov-2017	221	+41.7%	87	+26.1%
Dec-2017	127	-4.5%	59	+59.5%
Jan-2018	198	+11.9%	85	+41.7%
Feb-2018	218	+10.1%	76	-28.3%
<b>Mar-2018</b>	<b>295</b>	<b>-2.0%</b>	<b>114</b>	<b>+6.5%</b>

## Historical Pending / Under Contract by Month

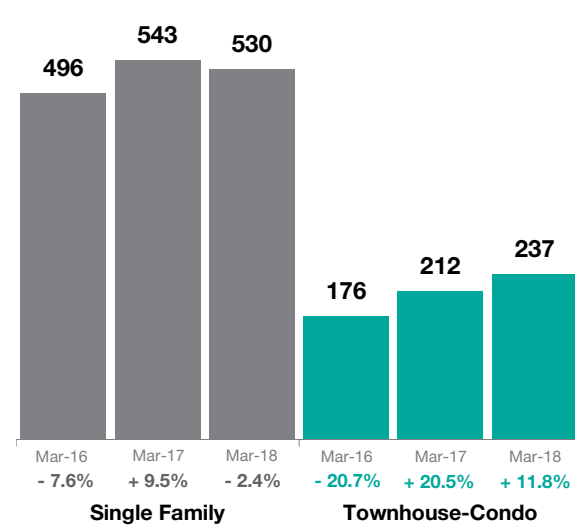


# Sold Listings

## March

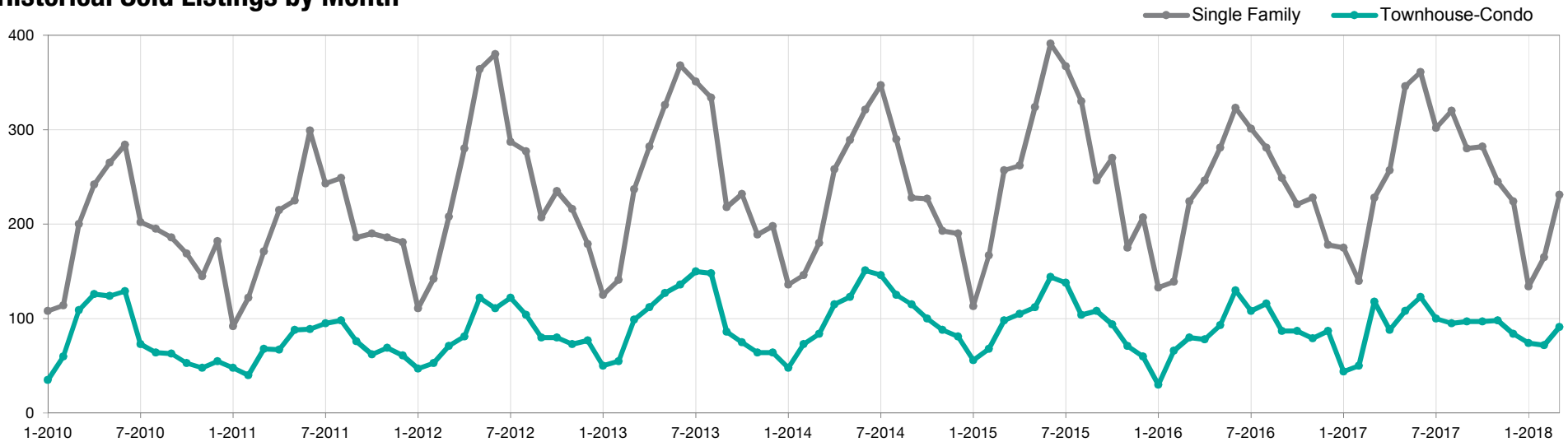


## Year to Date



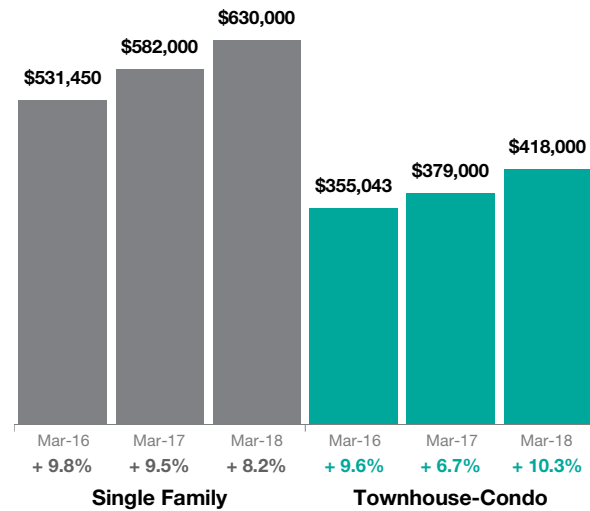
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	257	+4.5%	88	+12.8%
May-2017	346	+23.1%	108	+16.1%
Jun-2017	361	+11.8%	123	-5.4%
Jul-2017	302	+0.3%	100	-7.4%
Aug-2017	320	+13.9%	95	-18.1%
Sep-2017	280	+12.4%	97	+11.5%
Oct-2017	282	+27.6%	97	+11.5%
Nov-2017	245	+7.5%	98	+24.1%
Dec-2017	224	+25.8%	84	-3.4%
Jan-2018	134	-23.4%	74	+68.2%
Feb-2018	165	+17.9%	72	+44.0%
<b>Mar-2018</b>	<b>231</b>	<b>+1.3%</b>	<b>91</b>	<b>-22.9%</b>

## Historical Sold Listings by Month

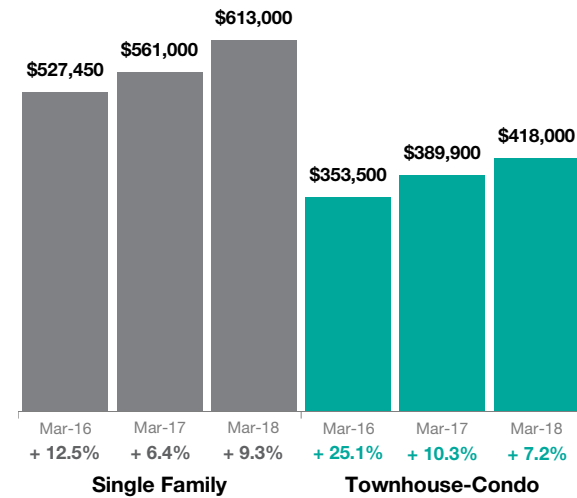


# Median Sales Price

## March

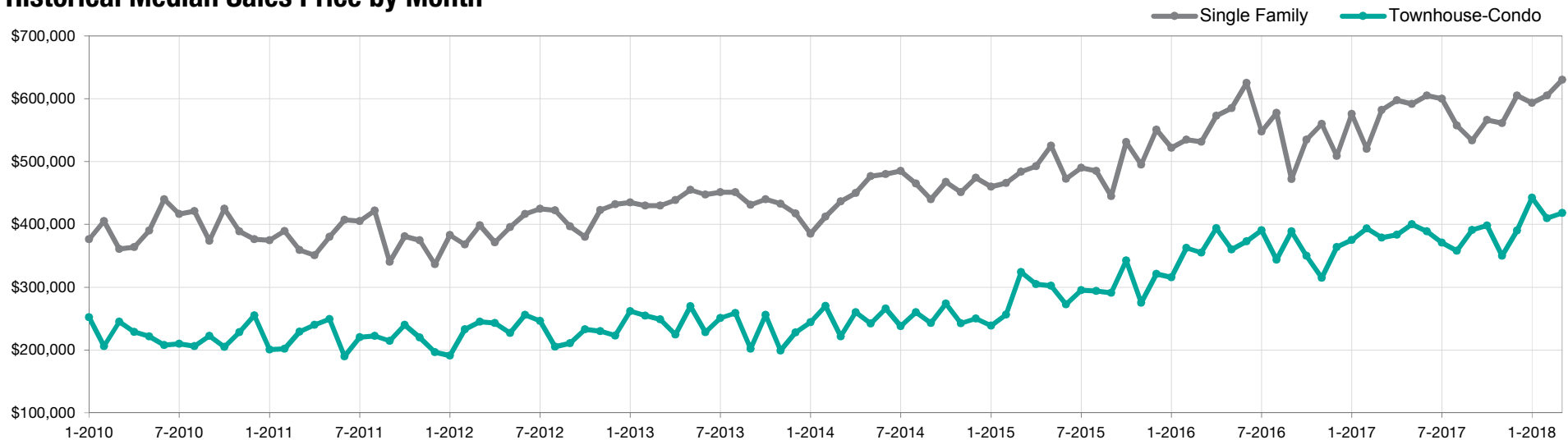


## Year to Date



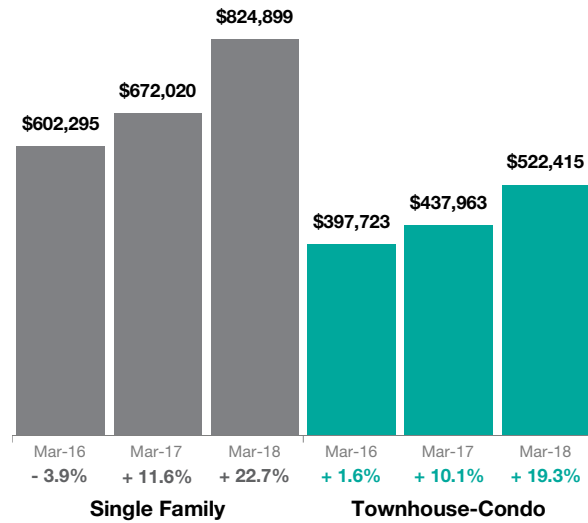
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	\$597,365	+4.3%	\$383,500	-2.7%
May-2017	\$591,500	+1.1%	\$400,000	+11.1%
Jun-2017	\$605,000	-3.2%	\$389,000	+4.3%
Jul-2017	\$600,000	+9.6%	\$371,000	-5.1%
Aug-2017	\$557,500	-3.5%	\$358,000	+4.1%
Sep-2017	\$533,683	+13.1%	\$390,900	+0.5%
Oct-2017	\$566,000	+5.8%	\$398,000	+13.7%
Nov-2017	\$561,000	+0.2%	\$350,000	+11.1%
Dec-2017	\$604,950	+18.8%	\$390,000	+7.1%
Jan-2018	\$593,500	+3.0%	\$442,500	+18.0%
Feb-2018	\$605,000	+16.3%	\$410,000	+4.2%
<b>Mar-2018</b>	<b>\$630,000</b>	<b>+8.2%</b>	<b>\$418,000</b>	<b>+10.3%</b>

## Historical Median Sales Price by Month

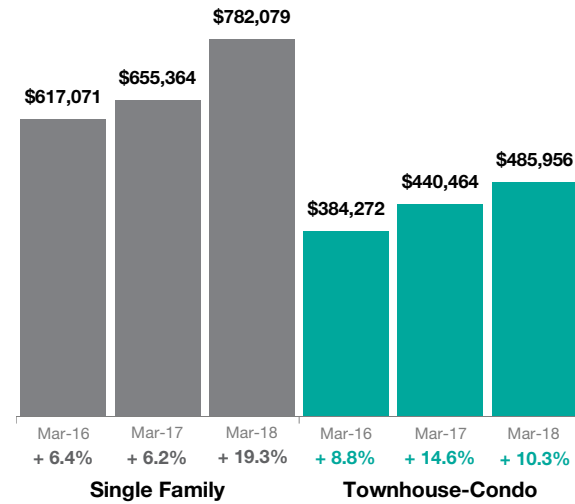


# Average Sales Price

## March

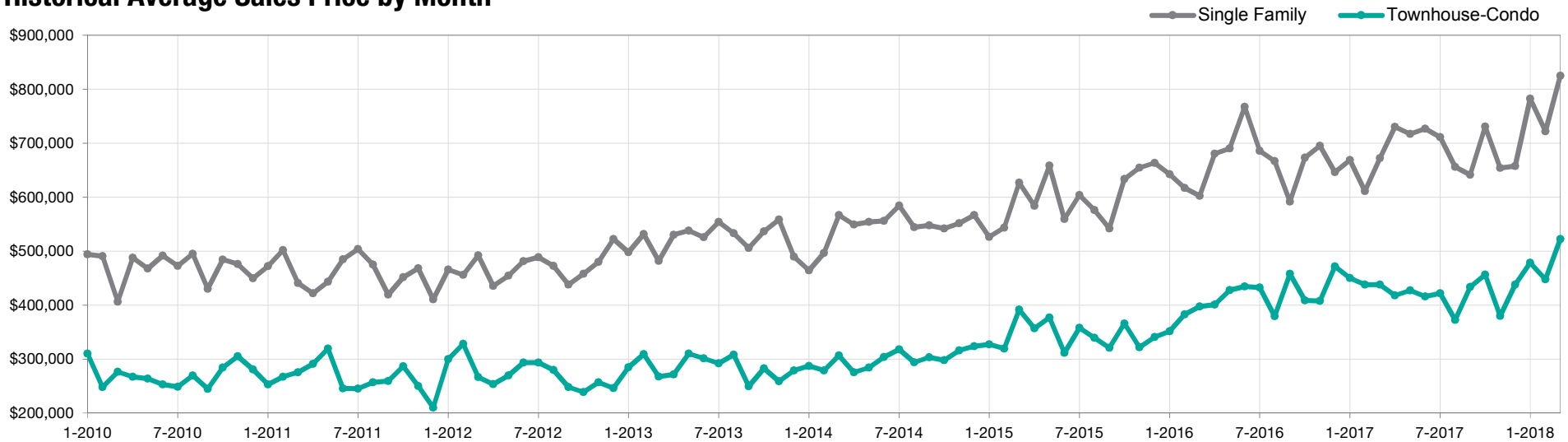


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	\$730,237	+7.3%	\$417,946	+4.3%
May-2017	\$717,119	+3.9%	\$427,072	-0.1%
Jun-2017	\$727,047	-5.2%	\$415,989	-4.3%
Jul-2017	\$711,018	+3.7%	\$421,922	-2.5%
Aug-2017	\$655,911	-1.6%	\$372,587	-1.8%
Sep-2017	\$641,202	+8.4%	\$433,418	-5.4%
Oct-2017	\$730,711	+8.6%	\$456,424	+11.6%
Nov-2017	\$654,122	-5.9%	\$380,141	-6.7%
Dec-2017	\$657,330	+1.7%	\$437,887	-7.2%
Jan-2018	\$782,265	+17.0%	\$478,501	+6.3%
Feb-2018	\$721,981	+18.1%	\$447,537	+2.2%
<b>Mar-2018</b>	<b>\$824,899</b>	<b>+22.7%</b>	<b>\$522,415</b>	<b>+19.3%</b>

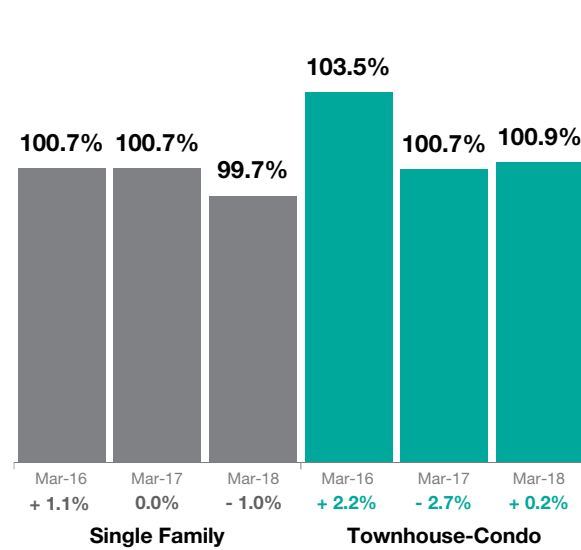
## Historical Average Sales Price by Month



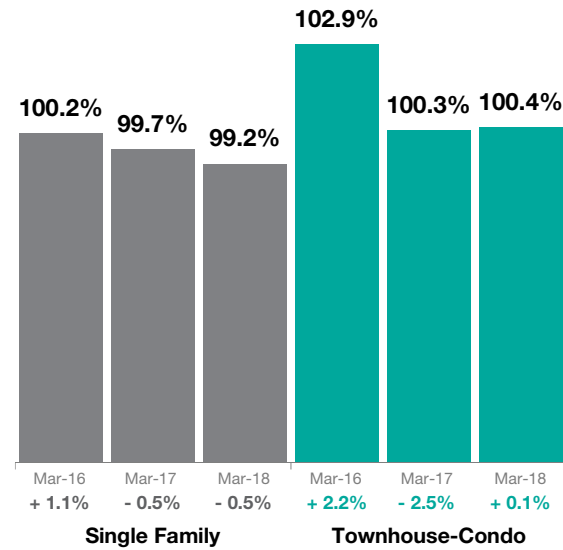


# Percent of List Price Received

## March

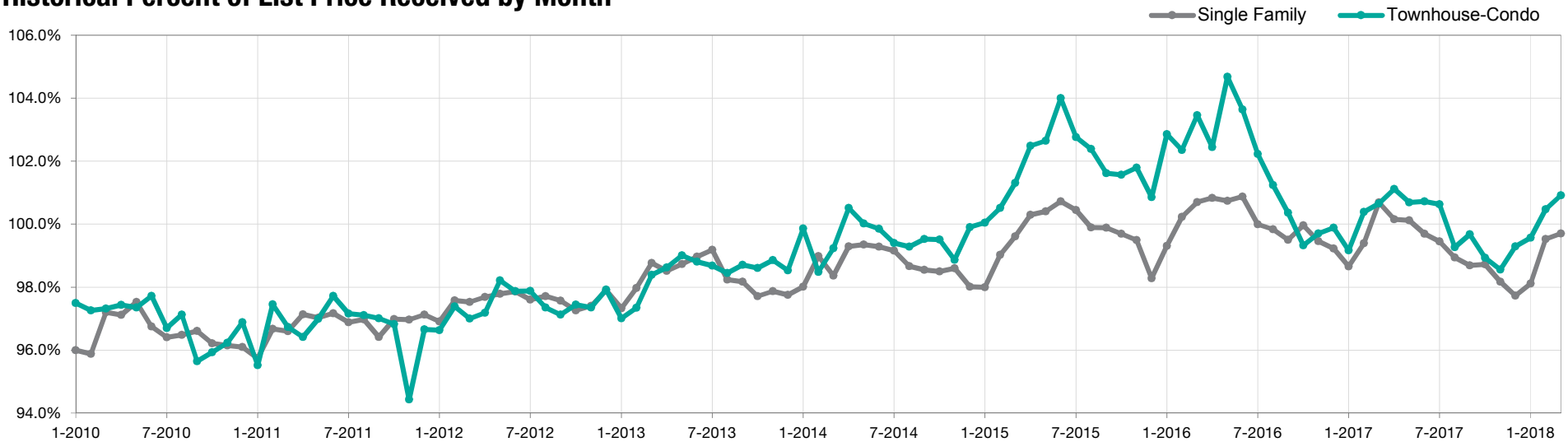


## Year to Date



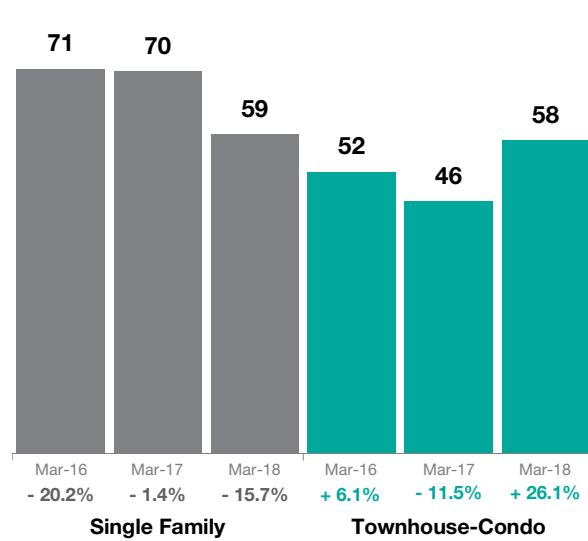
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	100.2%	-0.6%	101.1%	-1.3%
May-2017	100.1%	-0.6%	100.7%	-3.8%
Jun-2017	99.7%	-1.2%	100.7%	-2.8%
Jul-2017	99.4%	-0.6%	100.6%	-1.6%
Aug-2017	98.9%	-0.9%	99.3%	-1.9%
Sep-2017	98.7%	-0.8%	99.7%	-0.7%
Oct-2017	98.7%	-1.3%	98.9%	-0.4%
Nov-2017	98.2%	-1.3%	98.6%	-1.1%
Dec-2017	97.7%	-1.5%	99.3%	-0.6%
Jan-2018	98.1%	-0.6%	99.6%	+0.4%
Feb-2018	99.5%	+0.1%	100.5%	+0.1%
<b>Mar-2018</b>	<b>99.7%</b>	<b>-1.0%</b>	<b>100.9%</b>	<b>+0.2%</b>

## Historical Percent of List Price Received by Month

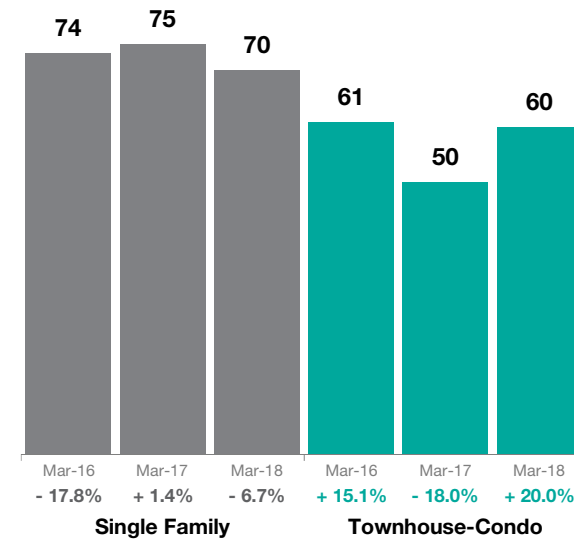


# Days on Market Until Sale

## March

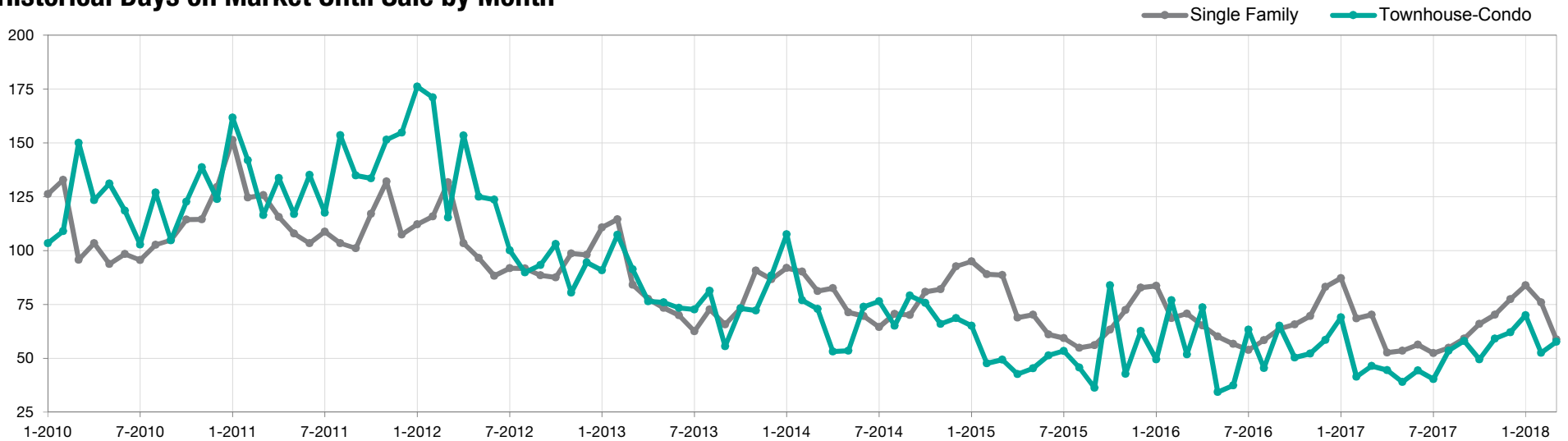


## Year to Date



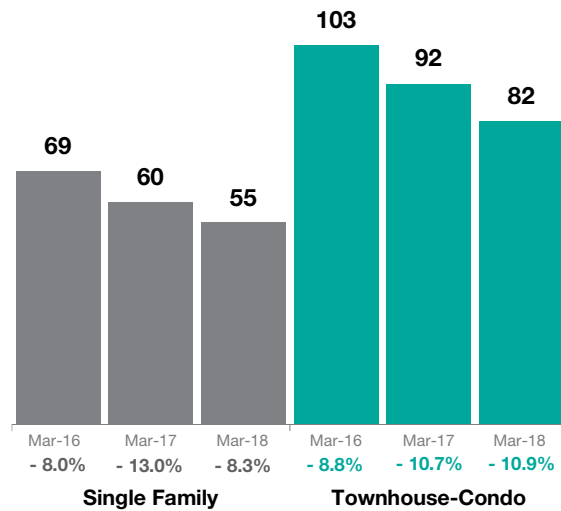
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	53	-18.5%	45	-39.2%
May-2017	54	-10.0%	39	+14.7%
Jun-2017	56	-1.8%	44	+18.9%
Jul-2017	52	-3.7%	40	-36.5%
Aug-2017	55	-5.2%	53	+17.8%
Sep-2017	59	-7.8%	58	-10.8%
Oct-2017	66	0.0%	49	-2.0%
Nov-2017	70	0.0%	59	+13.5%
Dec-2017	77	-7.2%	62	+5.1%
Jan-2018	84	-3.4%	70	+1.4%
Feb-2018	76	+10.1%	53	+29.3%
<b>Mar-2018</b>	<b>59</b>	<b>-15.7%</b>	<b>58</b>	<b>+26.1%</b>

## Historical Days on Market Until Sale by Month

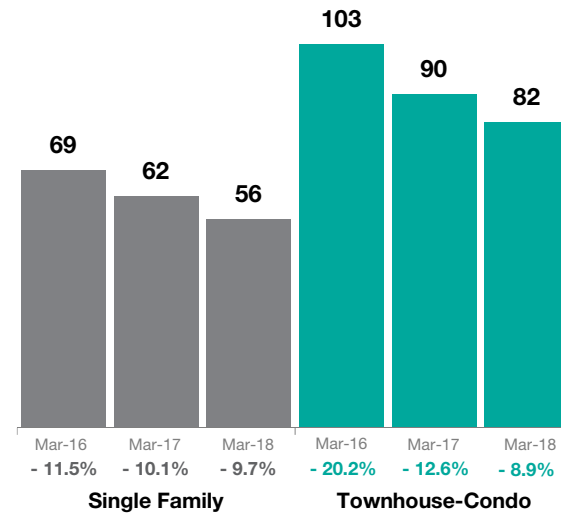


# Housing Affordability Index

## March

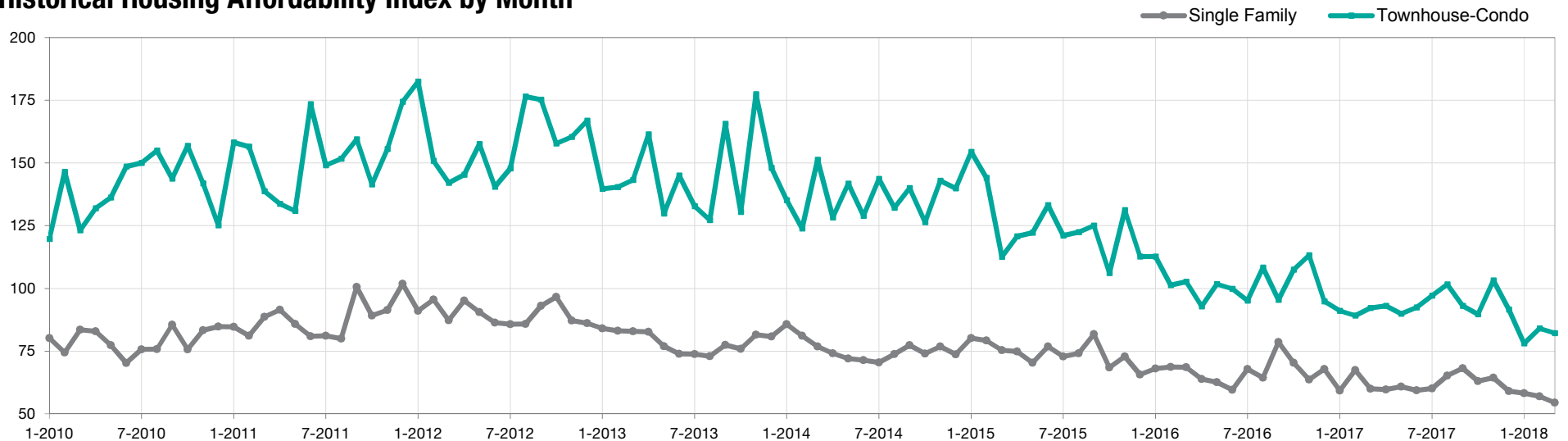


## Year to Date



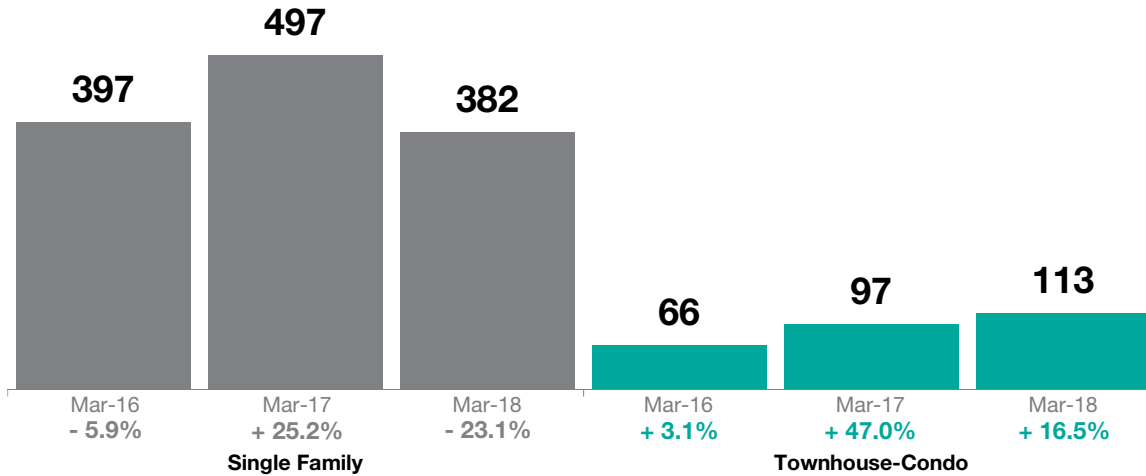
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	60	-6.3%	93	0.0%
May-2017	61	-3.2%	90	-11.8%
Jun-2017	59	-1.7%	92	-8.0%
Jul-2017	60	-11.8%	97	+2.1%
Aug-2017	65	+1.6%	102	-5.6%
Sep-2017	68	-13.9%	93	-2.1%
Oct-2017	63	-10.0%	90	-15.9%
Nov-2017	64	0.0%	103	-8.8%
Dec-2017	59	-13.2%	92	-3.2%
Jan-2018	58	-1.7%	78	-14.3%
Feb-2018	57	-14.9%	84	-5.6%
<b>Mar-2018</b>	<b>55</b>	<b>-8.3%</b>	<b>82</b>	<b>-10.9%</b>

## Historical Housing Affordability Index by Month



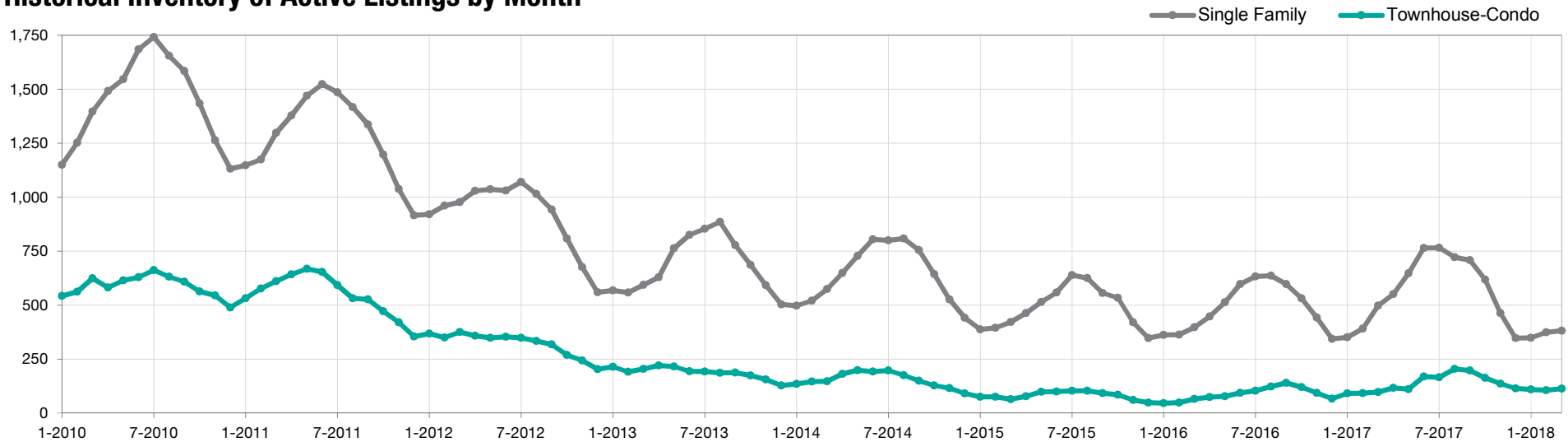
# Inventory of Active Listings

## March



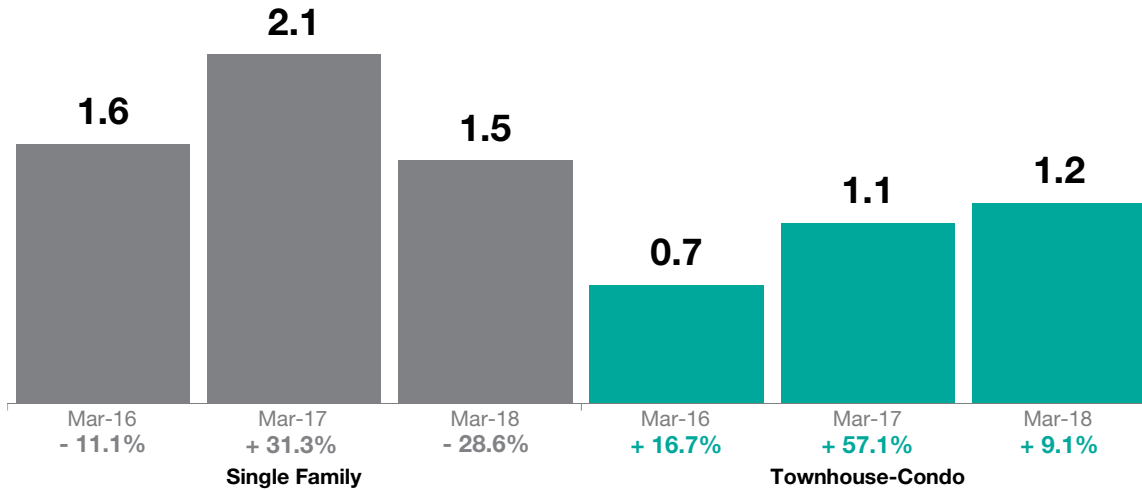
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	551	+23.0%	117	+58.1%
May-2017	648	+26.3%	111	+42.3%
Jun-2017	765	+27.9%	169	+79.8%
Jul-2017	766	+21.0%	166	+61.2%
Aug-2017	722	+13.3%	205	+66.7%
Sep-2017	709	+18.8%	197	+40.7%
Oct-2017	618	+16.4%	163	+35.8%
Nov-2017	463	+4.8%	136	+44.7%
Dec-2017	347	+0.9%	115	+71.6%
Jan-2018	349	-0.6%	110	+20.9%
Feb-2018	374	-4.3%	106	+14.0%
<b>Mar-2018</b>	<b>382</b>	<b>-23.1%</b>	<b>113</b>	<b>+16.5%</b>

## Historical Inventory of Active Listings by Month



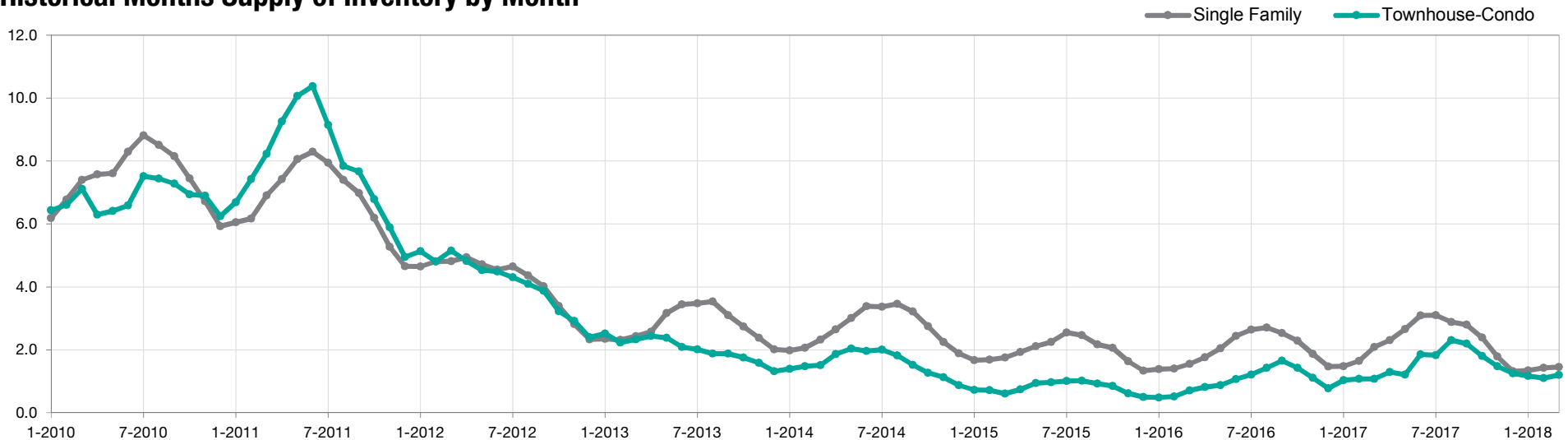
# Months Supply of Inventory

## March



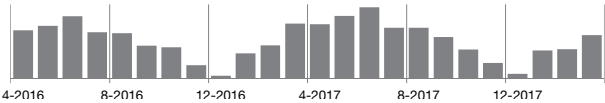
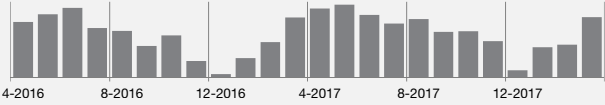
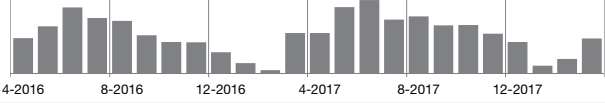
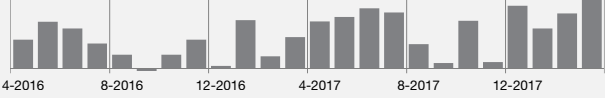
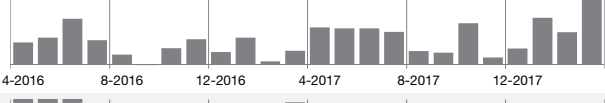
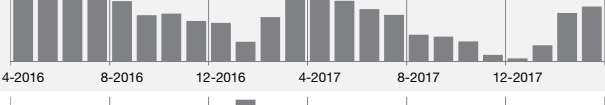
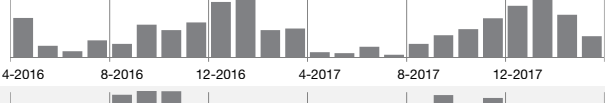
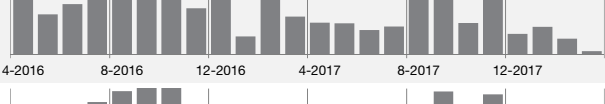
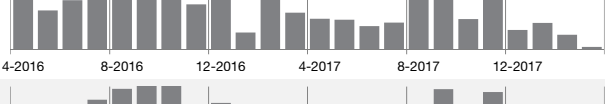
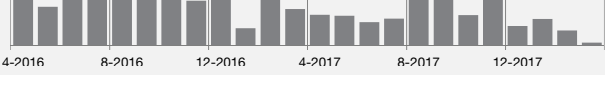
Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2017	2.3	+27.8%	1.3	+62.5%
May-2017	2.7	+35.0%	1.2	+33.3%
Jun-2017	3.1	+29.2%	1.9	+72.7%
Jul-2017	3.1	+19.2%	1.8	+50.0%
Aug-2017	2.9	+7.4%	2.3	+64.3%
Sep-2017	2.8	+12.0%	2.2	+29.4%
Oct-2017	2.4	+4.3%	1.8	+28.6%
Nov-2017	1.8	-5.3%	1.5	+36.4%
Dec-2017	1.3	-13.3%	1.3	+62.5%
Jan-2018	1.3	-13.3%	1.2	+20.0%
Feb-2018	1.4	-12.5%	1.1	0.0%
<b>Mar-2018</b>	<b>1.5</b>	<b>-28.6%</b>	<b>1.2</b>	<b>+9.1%</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.

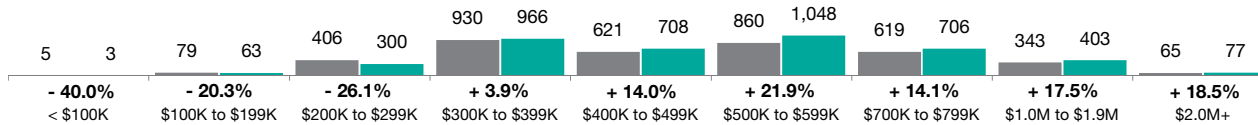
Key Metrics	Historical Sparkbars	3-2017	3-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		581	<b>482</b>	- 17.0%	1,303	<b>1,197</b>	- 8.1%
<b>Pending / Under Contract</b>		408	<b>409</b>	+ 0.2%	949	<b>986</b>	+ 3.9%
<b>Sold Listings</b>		346	<b>322</b>	- 6.9%	755	<b>767</b>	+ 1.6%
<b>Median Sales Price</b>		\$498,500	<b>\$552,500</b>	+ 10.8%	\$499,000	<b>\$536,665</b>	+ 7.5%
<b>Average Sales Price</b>		\$592,197	<b>\$739,414</b>	+ 24.9%	\$595,022	<b>\$690,578</b>	+ 16.1%
<b>Pct. of List Price Received</b>		100.7%	<b>100.0%</b>	- 0.7%	99.9%	<b>99.6%</b>	- 0.3%
<b>Days on Market Until Sale</b>		62	<b>58</b>	- 6.5%	68	<b>67</b>	- 1.5%
<b>Housing Affordability Index</b>		70	<b>62</b>	- 11.4%	70	<b>64</b>	- 8.6%
<b>Inventory of Active Listings</b>		594	<b>495</b>	- 16.7%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		1.8	<b>1.4</b>	- 22.2%	--	<b>--</b>	--

# Sold Listings

Actual sales that have closed in a given month.

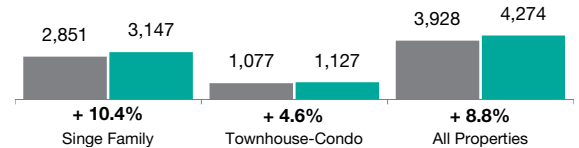
## By Price Range – All Properties – Rolling 12 Months

■ 3-2017 ■ 3-2018



## By Property Type

■ 3-2017 ■ 3-2018



### Rolling 12 Months

### Compared to Prior Month

### Year to Date

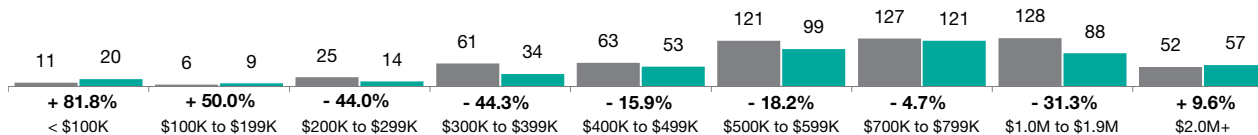
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	3-2017	3-2018	Change	3-2017	3-2018	Change	2-2018	3-2018	Change	2-2018	3-2018	Change	3-2017	3-2018	Change	3-2017	3-2018	Change
\$99,999 and Below	5	3	-40.0%	0	0	--	0	0	--	0	0	--	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	27	23	-14.8%	52	40	-23.1%	0	2	--	2	1	-50.0%	5	2	-60.0%	4	7	+75.0%
\$200,000 to \$299,999	151	71	-53.0%	255	229	-10.2%	1	0	-100.0%	8	13	+62.5%	8	4	-50.0%	42	39	-7.1%
\$300,000 to \$399,999	608	620	+2.0%	322	346	+7.5%	37	40	+8.1%	22	29	+31.8%	119	103	-13.4%	72	62	-13.9%
\$400,000 to \$499,999	420	473	+12.6%	201	235	+16.9%	20	39	+95.0%	18	18	0.0%	87	84	-3.4%	43	50	+16.3%
\$500,000 to \$699,999	715	859	+20.1%	145	189	+30.3%	43	56	+30.2%	14	19	+35.7%	149	127	-14.8%	35	54	+54.3%
\$700,000 to \$999,999	544	637	+17.1%	75	69	-8.0%	40	47	+17.5%	7	8	+14.3%	108	114	+5.6%	10	19	+90.0%
\$1,000,000 to \$1,999,999	319	386	+21.0%	24	17	-29.2%	20	33	+65.0%	1	2	+100.0%	60	71	+18.3%	5	4	-20.0%
\$2,000,000 and Above	62	75	+21.0%	3	2	-33.3%	4	14	+250.0%	0	1	--	6	25	+316.7%	1	2	+100.0%
<b>All Price Ranges</b>	<b>2,851</b>	<b>3,147</b>	<b>+10.4%</b>	<b>1,077</b>	<b>1,127</b>	<b>+4.6%</b>	<b>165</b>	<b>231</b>	<b>+40.0%</b>	<b>72</b>	<b>91</b>	<b>+26.4%</b>	<b>543</b>	<b>530</b>	<b>-2.4%</b>	<b>212</b>	<b>237</b>	<b>+11.8%</b>

# Inventory of Active Listings

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

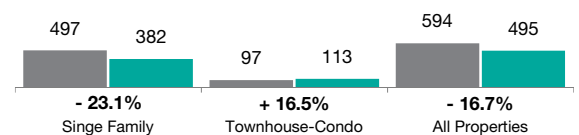
## By Price Range – All Properties

■ 3-2017 ■ 3-2018



## By Property Type

■ 3-2017 ■ 3-2018



### Year over Year

### Compared to Prior Month

### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo		
	3-2017	3-2018	Change	3-2017	3-2018	Change	2-2018	3-2018	Change	2-2018	3-2018	Change	3-2017	3-2018	Change	3-2017	3-2018
\$99,999 and Below	11	20	+81.8%	0	0	--	19	20	+5.3%	0	0	--					
\$100,000 to \$199,999	4	4	0.0%	2	5	+150.0%	7	4	-42.9%	1	5	+400.0%					
\$200,000 to \$299,999	6	1	-83.3%	19	13	-31.6%	1	1	0.0%	11	13	+18.2%					
\$300,000 to \$399,999	49	20	-59.2%	12	14	+16.7%	21	20	-4.8%	18	14	-22.2%					
\$400,000 to \$499,999	43	45	+4.7%	20	8	-60.0%	42	45	+7.1%	14	8	-42.9%					
\$500,000 to \$699,999	100	73	-27.0%	21	26	+23.8%	79	73	-7.6%	26	26	0.0%					
\$700,000 to \$999,999	111	86	-22.5%	16	35	+118.8%	92	86	-6.5%	30	35	+16.7%					
\$1,000,000 to \$1,999,999	125	79	-36.8%	3	9	+200.0%	65	79	+21.5%	4	9	+125.0%					
\$2,000,000 and Above	48	54	+12.5%	4	3	-25.0%	48	54	+12.5%	2	3	+50.0%					
<b>All Price Ranges</b>	<b>497</b>	<b>382</b>	<b>-23.1%</b>	<b>97</b>	<b>113</b>	<b>+16.5%</b>	<b>374</b>	<b>382</b>	<b>+2.1%</b>	<b>106</b>	<b>113</b>	<b>+6.6%</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 / Under Contract</b>	A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. 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. The Pending/Under Contract metric includes Pending, Active/Backup and Active/First Right.
<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.