

# Monthly Indicators



## June 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 20.5 percent for single family homes and 23.9 percent for townhouse-condo properties. Pending Sales landed at 648 for single family homes and 209 for townhouse-condo properties.

The Median Sales Price was up 32.5 percent to \$782,000 for single family homes and 23.0 percent to \$491,804 for townhouse-condo properties. Days on Market decreased 36.6 percent for single family homes and 13.3 percent for townhouse-condo properties.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

## Activity Snapshot

**- 14.5%**      **+ 24.2%**      **- 31.0%**

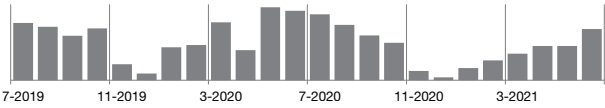
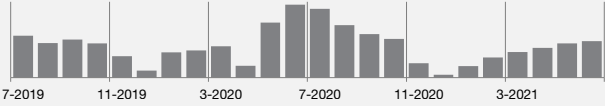
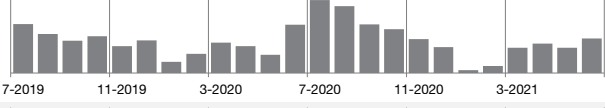
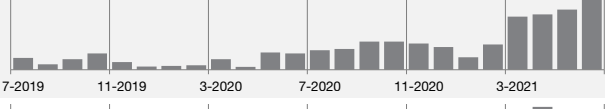
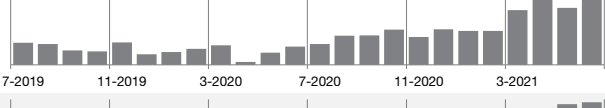
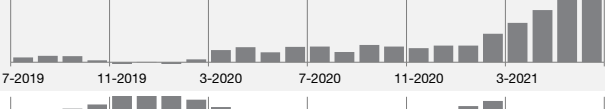
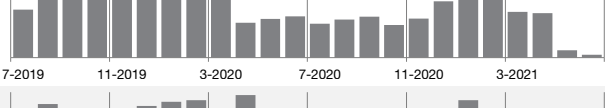
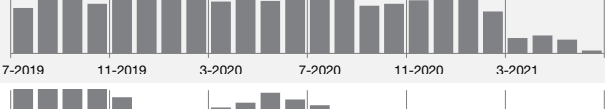
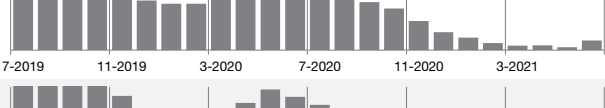

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Days on Market All Properties
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Residential real estate activity in the cities of Boulder, Broomfield, Louisville, Lafayette, Superior, Lyons, Niwot, Frederick, Firestone, Eire, Mead, Nederland and Jamestown composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

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

Key Metrics	Historical Sparkbars	6-2020	6-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		1,058	<b>841</b>	- 20.5%	4,956	<b>3,523</b>	- 28.9%
<b>Pending / Under Contract</b>		1,005	<b>648</b>	- 35.5%	3,937	<b>3,300</b>	- 16.2%
<b>Sold Listings</b>		771	<b>630</b>	- 18.3%	3,246	<b>2,945</b>	- 9.3%
<b>Median Sales Price</b>		\$590,000	<b>\$782,000</b>	+ 32.5%	\$569,500	<b>\$710,000</b>	+ 24.7%
<b>Average Sales Price</b>		\$708,340	<b>\$942,361</b>	+ 33.0%	\$687,782	<b>\$894,441</b>	+ 30.0%
<b>Pct. of List Price Received</b>		99.9%	<b>105.8%</b>	+ 5.9%	99.3%	<b>103.6%</b>	+ 4.3%
<b>Days on Market Until Sale</b>		41	<b>26</b>	- 36.6%	47	<b>38</b>	- 19.1%
<b>Housing Affordability Index</b>		66	<b>49</b>	- 25.8%	68	<b>54</b>	- 20.6%
<b>Inventory of Active Listings</b>		1,387	<b>492</b>	- 64.5%	--	--	--
<b>Months Supply of Inventory</b>		2.3	<b>0.8</b>	- 65.2%	--	--	--

# Townhouse-Condo Market Overview

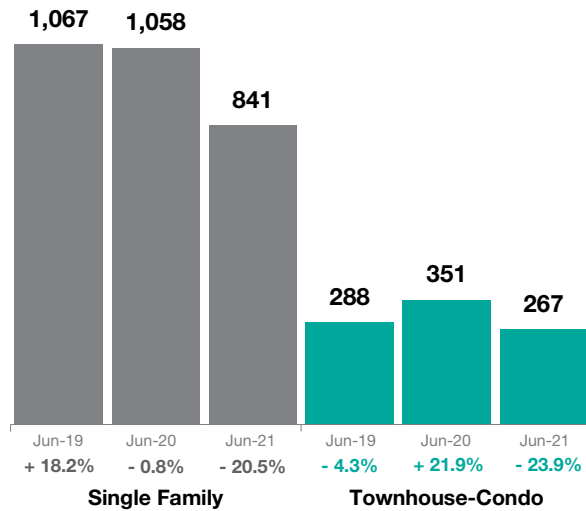


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

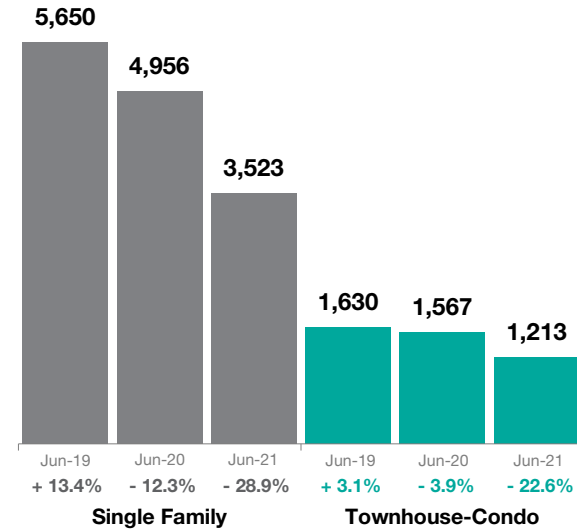
Key Metrics	Historical Sparkbars	6-2020	6-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		351	<b>267</b>	- 23.9%	1,567	<b>1,213</b>	- 22.6%
<b>Pending / Under Contract</b>		266	<b>209</b>	- 21.4%	1,068	<b>1,171</b>	+ 9.6%
<b>Sold Listings</b>		201	<b>201</b>	0.0%	898	<b>1,030</b>	+ 14.7%
<b>Median Sales Price</b>		\$400,000	<b>\$491,804</b>	+ 23.0%	\$410,000	<b>\$450,000</b>	+ 9.8%
<b>Average Sales Price</b>		\$436,630	<b>\$535,713</b>	+ 22.7%	\$486,624	<b>\$520,350</b>	+ 6.9%
<b>Pct. of List Price Received</b>		99.3%	<b>102.3%</b>	+ 3.0%	99.1%	<b>101.2%</b>	+ 2.1%
<b>Days on Market Until Sale</b>		45	<b>39</b>	- 13.3%	56	<b>49</b>	- 12.5%
<b>Housing Affordability Index</b>		97	<b>78</b>	- 19.6%	95	<b>86</b>	- 9.5%
<b>Inventory of Active Listings</b>		527	<b>178</b>	- 66.2%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		3.2	<b>0.9</b>	- 71.9%	--	<b>--</b>	--

# New Listings

## June

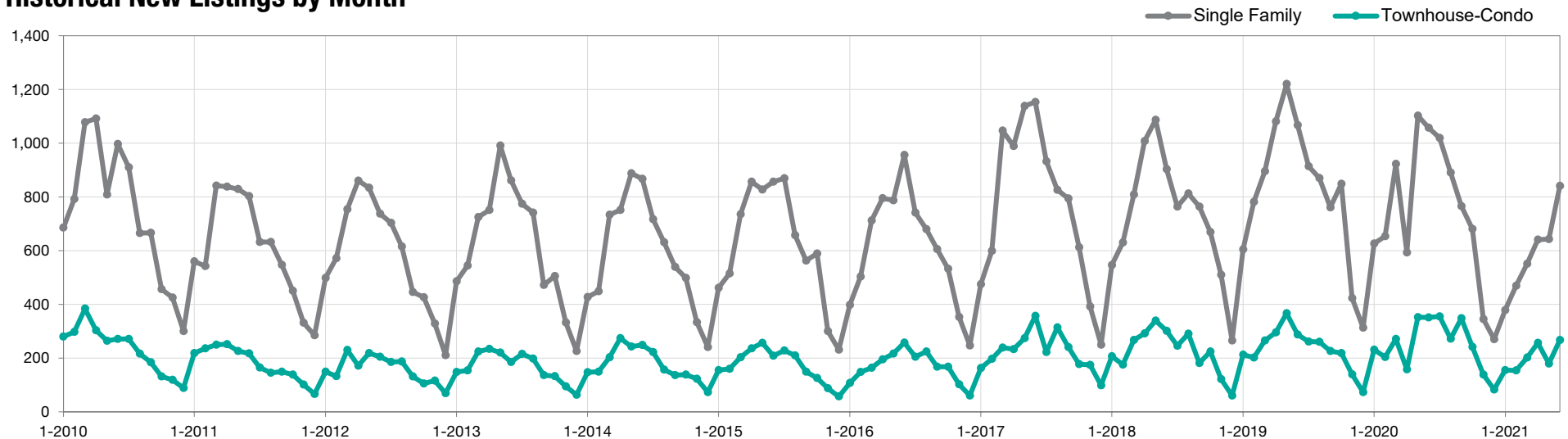


## Year to Date



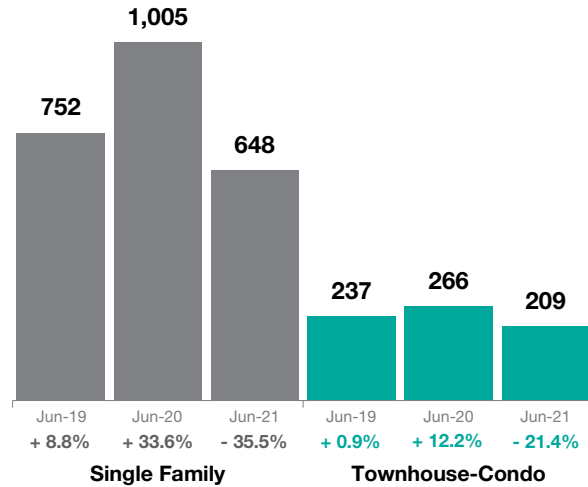
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	1,019	+11.5%	355	+36.0%
Aug-2020	891	+2.4%	272	+4.6%
Sep-2020	766	+0.7%	348	+54.0%
Oct-2020	681	-19.8%	242	+11.0%
Nov-2020	345	-18.4%	138	-0.7%
Dec-2020	270	-13.7%	83	+13.7%
Jan-2021	378	-39.6%	155	-32.9%
Feb-2021	469	-28.3%	154	-24.5%
Mar-2021	551	-40.3%	202	-25.5%
Apr-2021	641	+8.1%	256	+62.0%
May-2021	643	-41.7%	179	-49.1%
<b>Jun-2021</b>	<b>841</b>	<b>-20.5%</b>	<b>267</b>	<b>-23.9%</b>

## Historical New Listings by Month

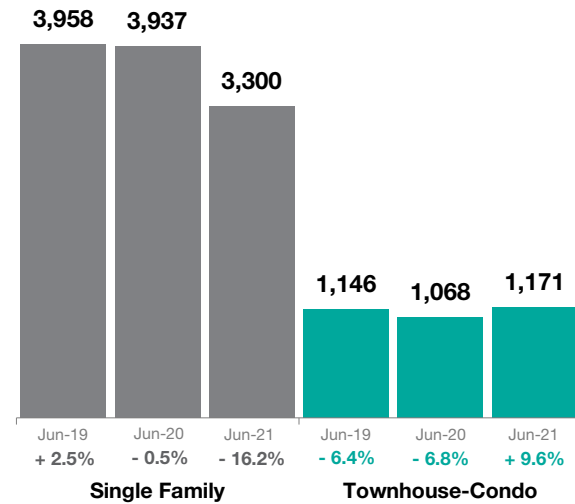


# Pending / Under Contract

## June

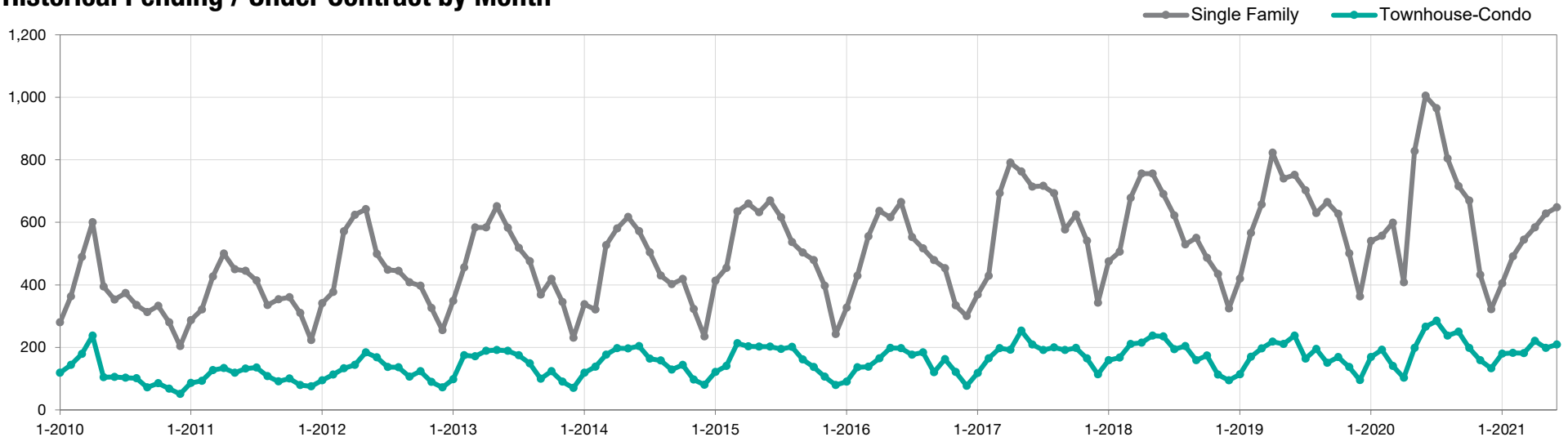


## Year to Date



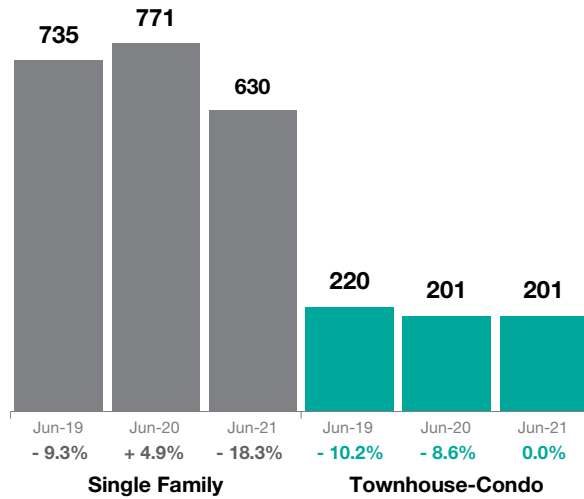
Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	965	+37.5%	285	+73.8%
Aug-2020	804	+27.6%	237	+21.5%
Sep-2020	716	+7.7%	250	+66.7%
Oct-2020	670	+6.9%	198	+17.2%
Nov-2020	432	-13.8%	159	+16.1%
Dec-2020	322	-11.3%	133	+40.0%
Jan-2021	405	-25.0%	180	+6.5%
Feb-2021	491	-11.8%	182	-5.2%
Mar-2021	544	-9.2%	181	+29.3%
Apr-2021	584	+43.1%	221	+114.6%
May-2021	628	-24.2%	198	0.0%
<b>Jun-2021</b>	<b>648</b>	<b>-35.5%</b>	<b>209</b>	<b>-21.4%</b>

## Historical Pending / Under Contract by Month

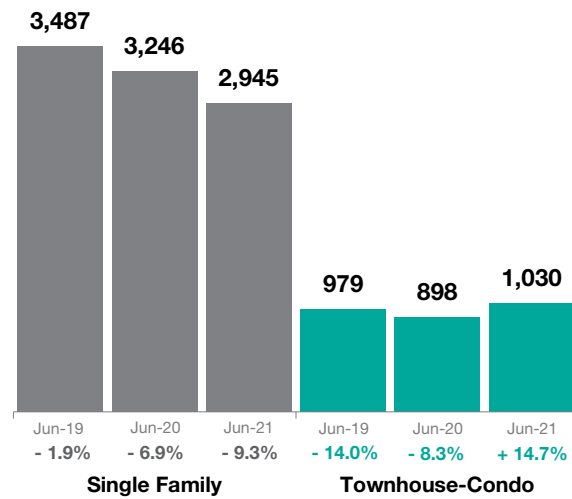


# Sold Listings

## June

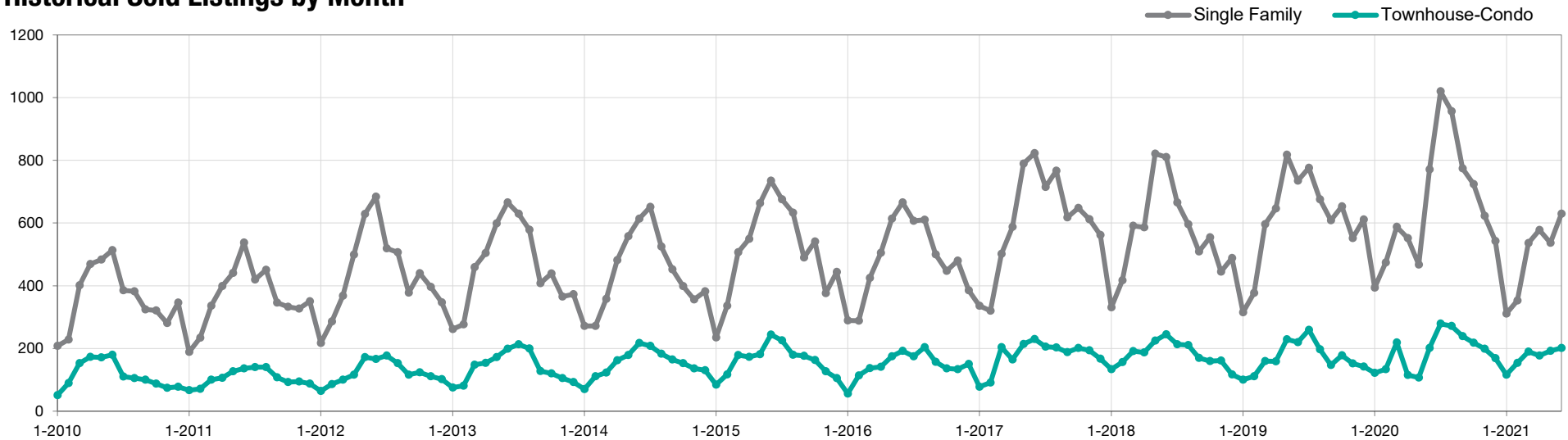


## Year to Date



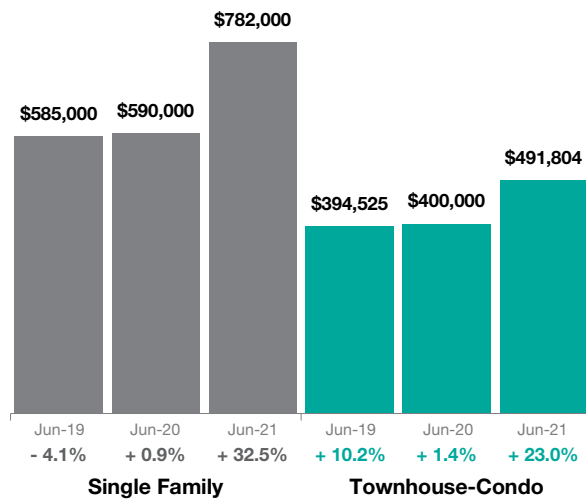
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	1,020	+31.4%	279	+7.7%
Aug-2020	957	+41.6%	272	+38.1%
Sep-2020	774	+27.1%	239	+62.6%
Oct-2020	724	+10.9%	218	+22.5%
Nov-2020	623	+12.9%	199	+30.9%
Dec-2020	543	-11.1%	169	+19.0%
Jan-2021	311	-21.1%	116	-4.9%
Feb-2021	353	-25.5%	154	+14.9%
Mar-2021	536	-8.8%	190	-13.2%
Apr-2021	578	+4.7%	177	+53.9%
May-2021	537	+15.0%	192	+79.4%
<b>Jun-2021</b>	<b>630</b>	<b>-18.3%</b>	<b>201</b>	<b>0.0%</b>

## Historical Sold Listings by Month

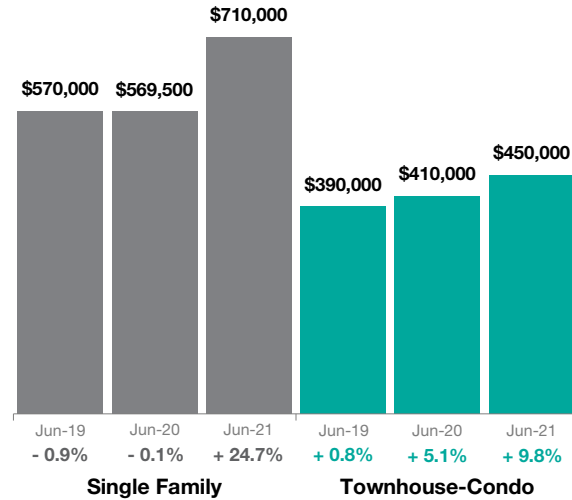


# Median Sales Price

## June

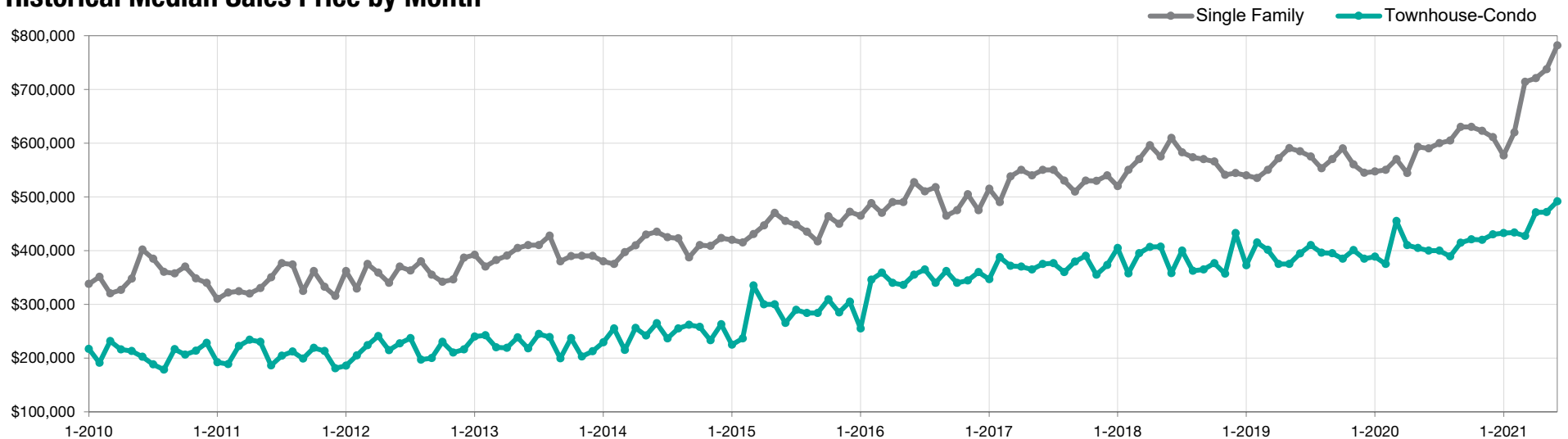


## Year to Date



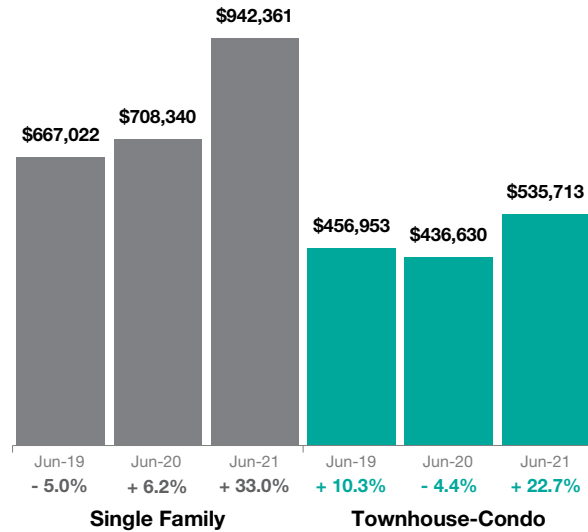
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	\$600,000	+4.3%	\$400,000	-2.4%
Aug-2020	\$605,000	+9.4%	\$389,450	-1.7%
Sep-2020	\$630,000	+10.5%	\$414,600	+5.0%
Oct-2020	\$630,000	+6.8%	\$421,000	+9.4%
Nov-2020	\$623,000	+11.2%	\$420,000	+4.8%
Dec-2020	\$611,000	+12.1%	\$430,000	+11.7%
Jan-2021	\$577,125	+5.4%	\$432,500	+11.3%
Feb-2021	\$620,000	+12.7%	\$433,500	+15.6%
Mar-2021	\$714,091	+25.3%	\$427,500	-6.0%
Apr-2021	\$721,000	+32.5%	\$470,965	+14.9%
May-2021	\$737,500	+24.4%	\$471,710	+16.5%
<b>Jun-2021</b>	<b>\$782,000</b>	<b>+32.5%</b>	<b>\$491,804</b>	<b>+23.0%</b>

## Historical Median Sales Price by Month

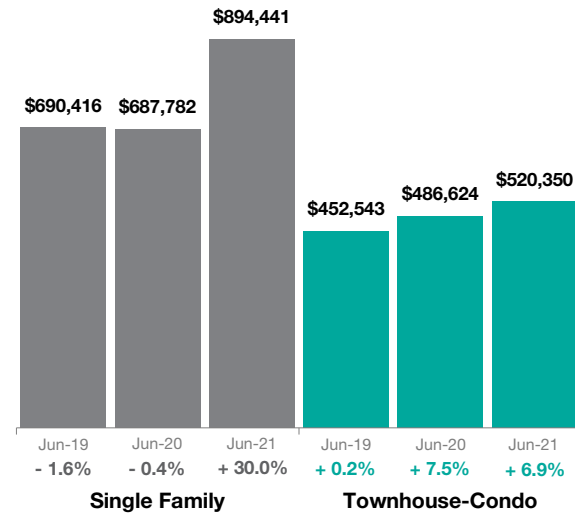


# Average Sales Price

## June

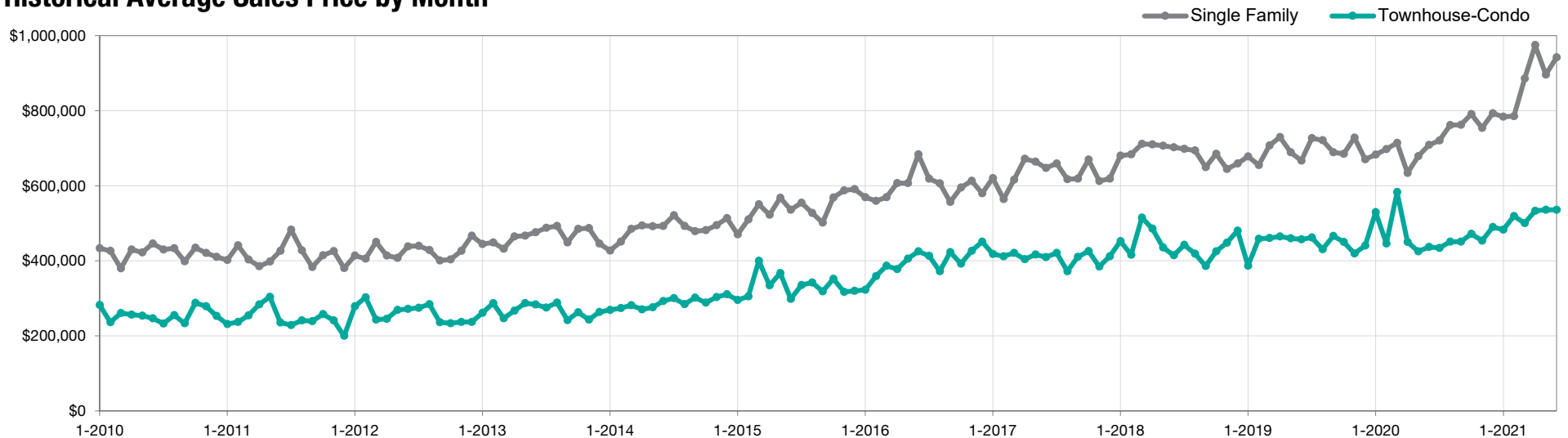


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	\$720,725	-0.8%	\$434,328	-6.0%
Aug-2020	\$761,539	+5.6%	\$450,695	+4.7%
Sep-2020	\$762,002	+10.6%	\$450,678	-3.3%
Oct-2020	\$790,680	+15.4%	\$471,501	+4.7%
Nov-2020	\$754,305	+3.6%	\$453,551	+8.2%
Dec-2020	\$792,704	+18.3%	\$489,959	+11.3%
Jan-2021	\$783,703	+14.8%	\$483,132	-8.8%
Feb-2021	\$785,191	+12.5%	\$518,916	+16.4%
Mar-2021	\$885,832	+24.0%	\$500,345	-14.2%
Apr-2021	\$974,595	+53.7%	\$533,344	+18.6%
May-2021	\$896,491	+32.1%	\$535,720	+26.1%
<b>Jun-2021</b>	<b>\$942,361</b>	<b>+33.0%</b>	<b>\$535,713</b>	<b>+22.7%</b>

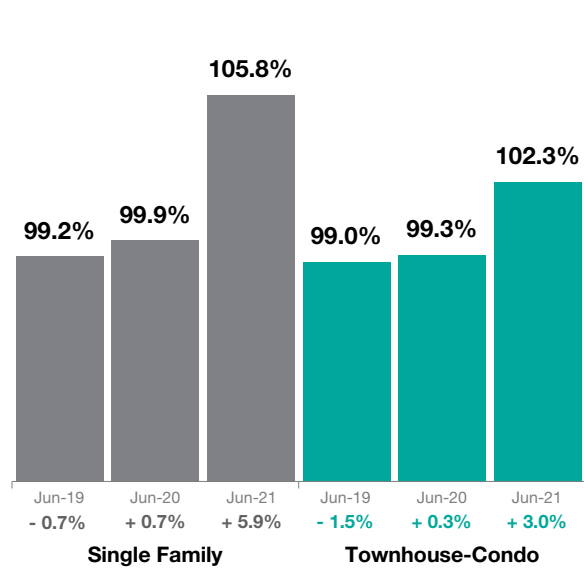
## Historical Average Sales Price by Month



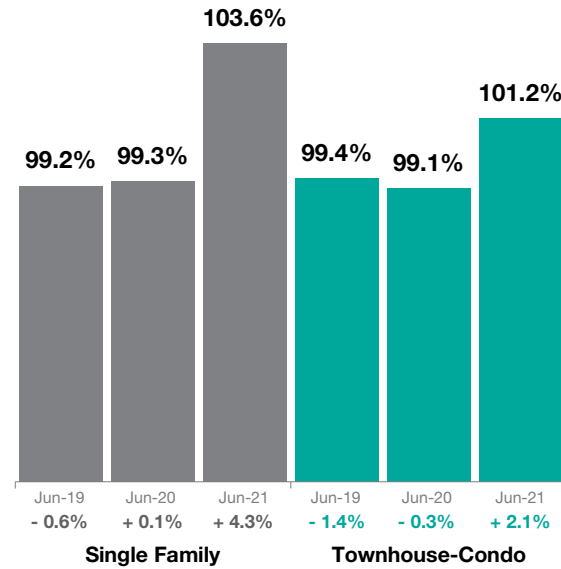


# Percent of List Price Received

## June

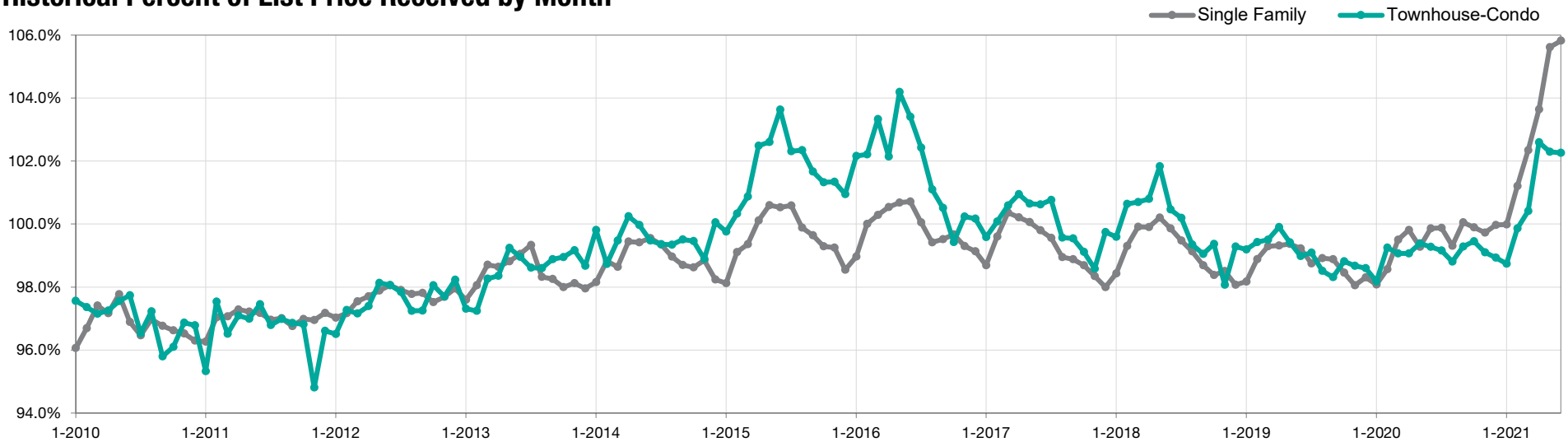


## Year to Date



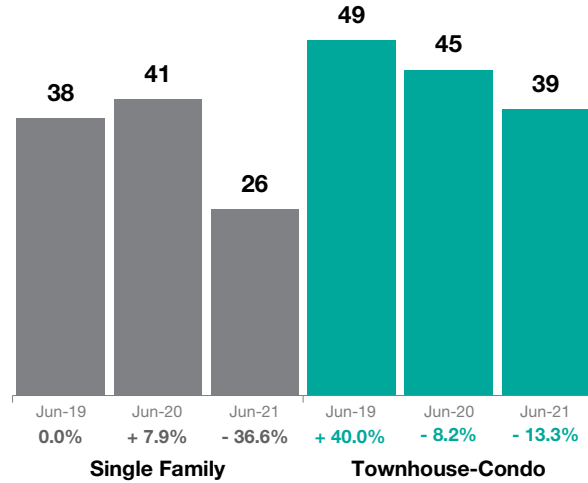
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	99.9%	+1.1%	99.2%	+0.1%
Aug-2020	99.3%	+0.4%	98.8%	+0.3%
Sep-2020	100.1%	+1.2%	99.3%	+1.0%
Oct-2020	99.9%	+1.4%	99.5%	+0.7%
Nov-2020	99.7%	+1.6%	99.1%	+0.4%
Dec-2020	100.0%	+1.7%	98.9%	+0.3%
Jan-2021	100.0%	+1.9%	98.7%	+0.5%
Feb-2021	101.2%	+2.6%	99.9%	+0.7%
Mar-2021	102.3%	+2.8%	100.4%	+1.3%
Apr-2021	103.6%	+3.8%	102.6%	+3.5%
May-2021	105.6%	+6.3%	102.3%	+2.9%
<b>Jun-2021</b>	<b>105.8%</b>	<b>+5.9%</b>	<b>102.3%</b>	<b>+3.0%</b>

## Historical Percent of List Price Received by Month

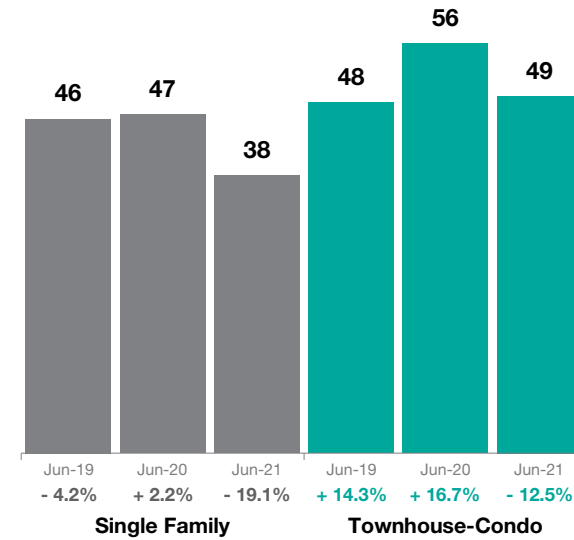


# Days on Market Until Sale

## June

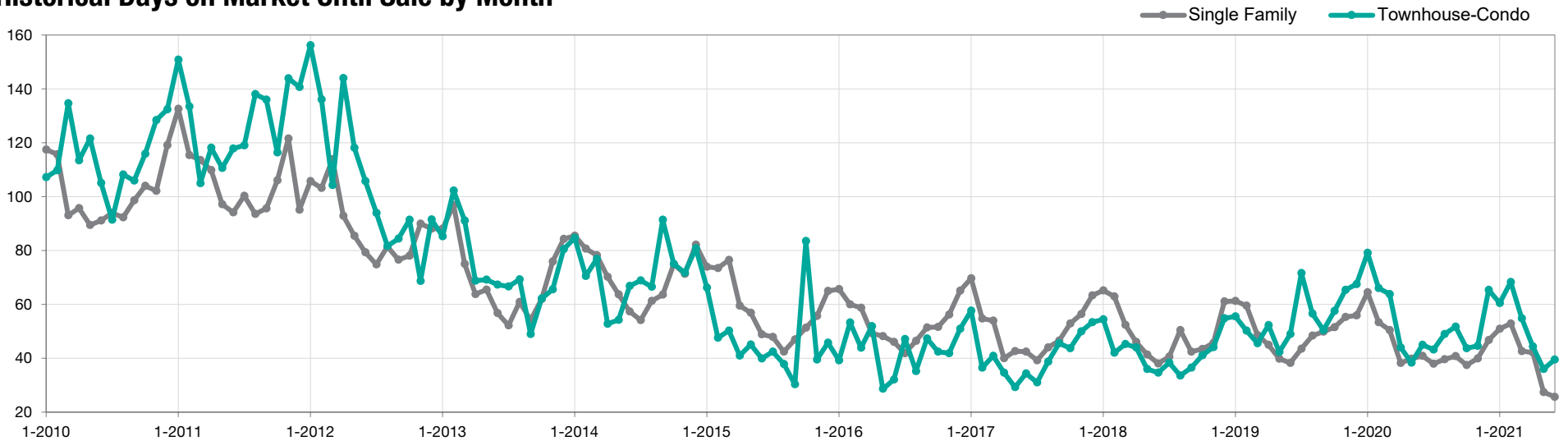


## Year to Date



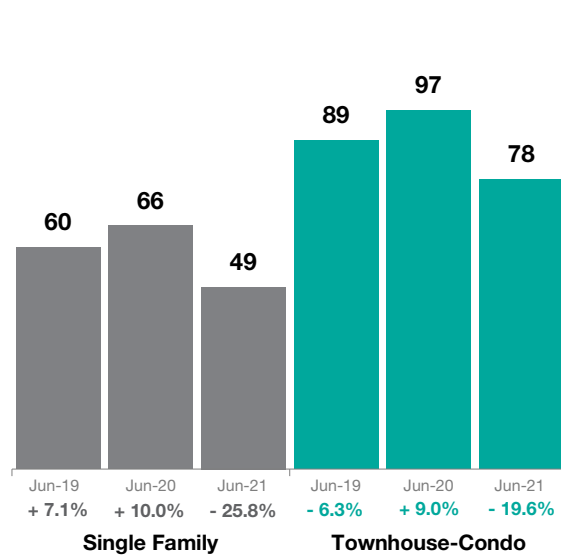
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	38	-11.6%	43	-40.3%
Aug-2020	40	-16.7%	49	-14.0%
Sep-2020	41	-18.0%	52	+4.0%
Oct-2020	37	-27.5%	44	-24.1%
Nov-2020	40	-27.3%	45	-30.8%
Dec-2020	47	-16.1%	65	-4.4%
Jan-2021	51	-20.3%	61	-22.8%
Feb-2021	53	0.0%	68	+3.0%
Mar-2021	43	-14.0%	55	-14.1%
Apr-2021	42	+10.5%	44	0.0%
May-2021	27	-32.5%	36	-5.3%
<b>Jun-2021</b>	<b>26</b>	<b>-36.6%</b>	<b>39</b>	<b>-13.3%</b>

## Historical Days on Market Until Sale by Month

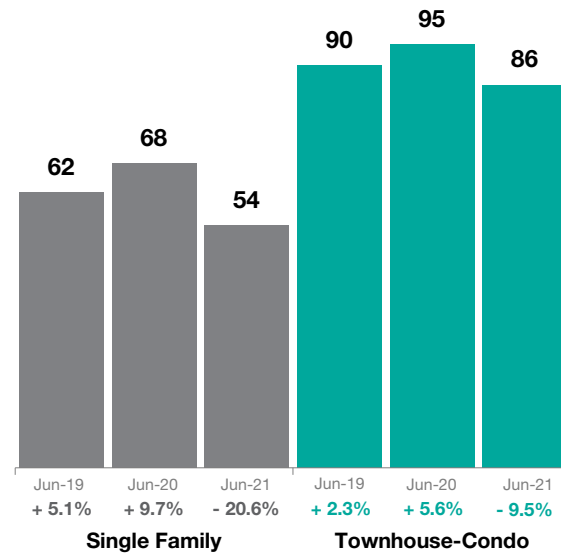


# Housing Affordability Index

## June

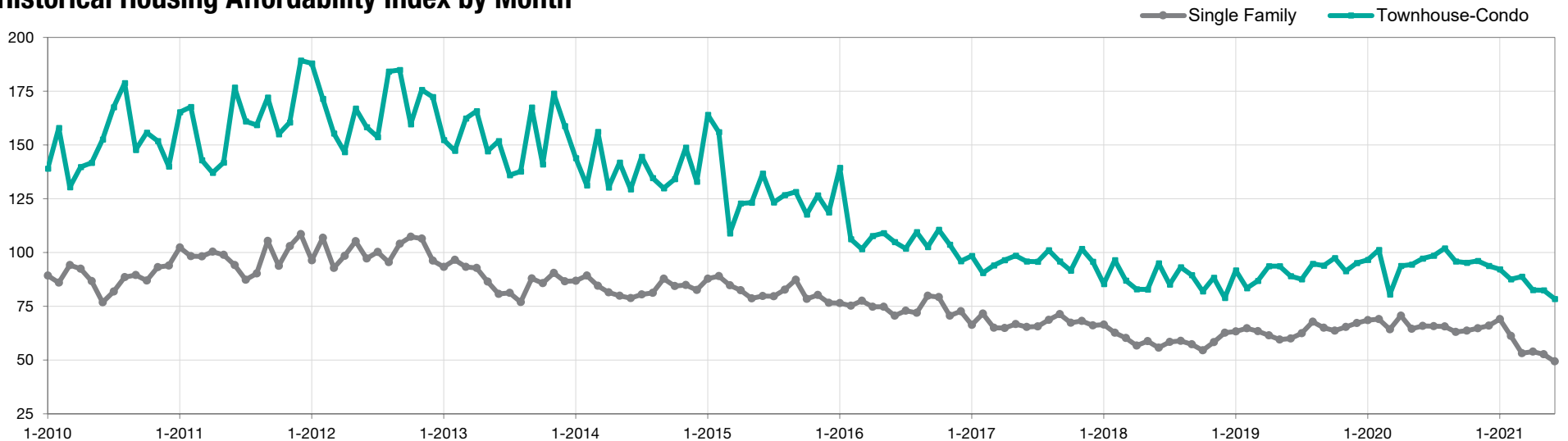


## Year to Date



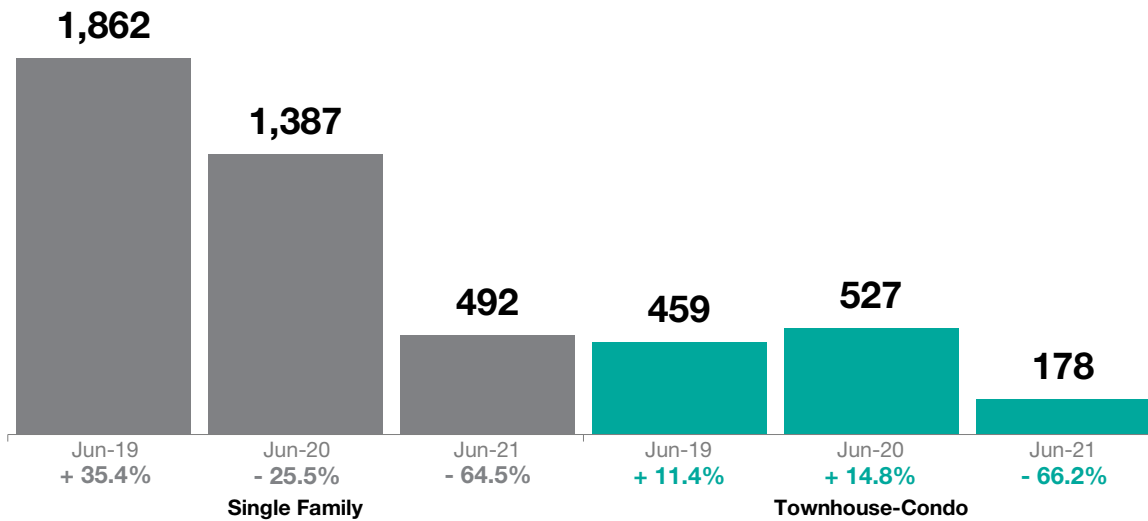
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	66	+6.5%	99	+12.5%
Aug-2020	66	-2.9%	102	+7.4%
Sep-2020	63	-3.1%	96	+2.1%
Oct-2020	64	0.0%	95	-2.1%
Nov-2020	65	0.0%	96	+5.5%
Dec-2020	66	-1.5%	94	-1.1%
Jan-2021	69	0.0%	92	-5.2%
Feb-2021	61	-11.6%	88	-12.9%
Mar-2021	53	-17.2%	89	+9.9%
Apr-2021	54	-23.9%	83	-11.7%
May-2021	53	-17.2%	82	-12.8%
<b>Jun-2021</b>	<b>49</b>	<b>-25.8%</b>	<b>78</b>	<b>-19.6%</b>

## Historical Housing Affordability Index by Month



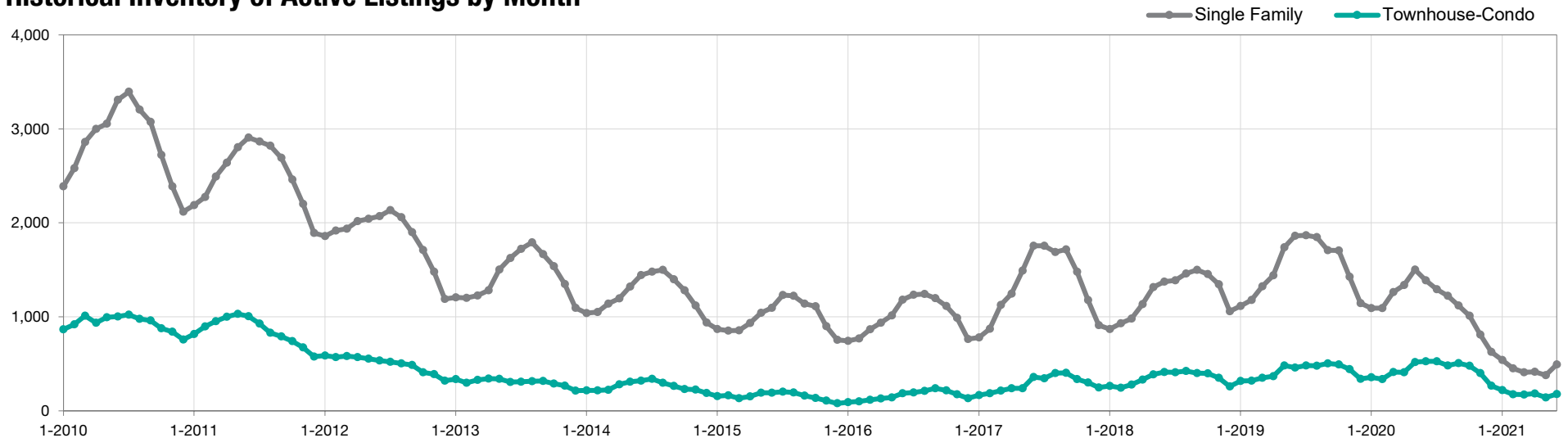
# Inventory of Active Listings

June



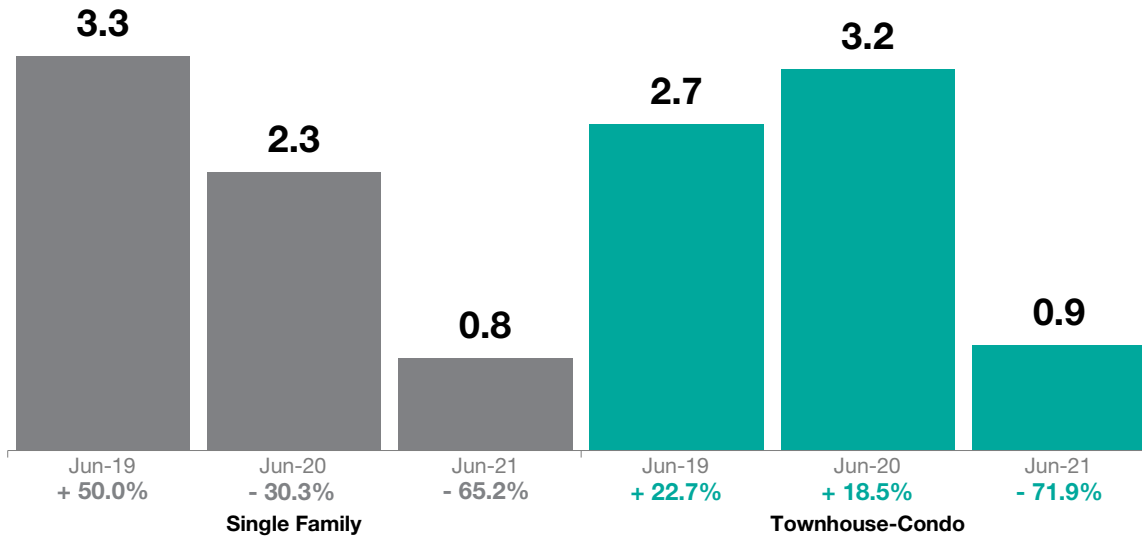
Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	1,294	-30.7%	526	+9.4%
Aug-2020	1,222	-33.8%	482	+0.8%
Sep-2020	1,120	-34.4%	506	+0.6%
Oct-2020	1,012	-40.6%	479	-2.6%
Nov-2020	810	-43.3%	400	-9.5%
Dec-2020	626	-45.3%	268	-21.2%
Jan-2021	539	-50.6%	220	-38.4%
Feb-2021	451	-58.7%	176	-47.8%
Mar-2021	409	-67.6%	171	-58.5%
Apr-2021	414	-69.1%	183	-55.4%
May-2021	379	-74.8%	143	-72.4%
Jun-2021	492	-64.5%	178	-66.2%

## Historical Inventory of Active Listings by Month



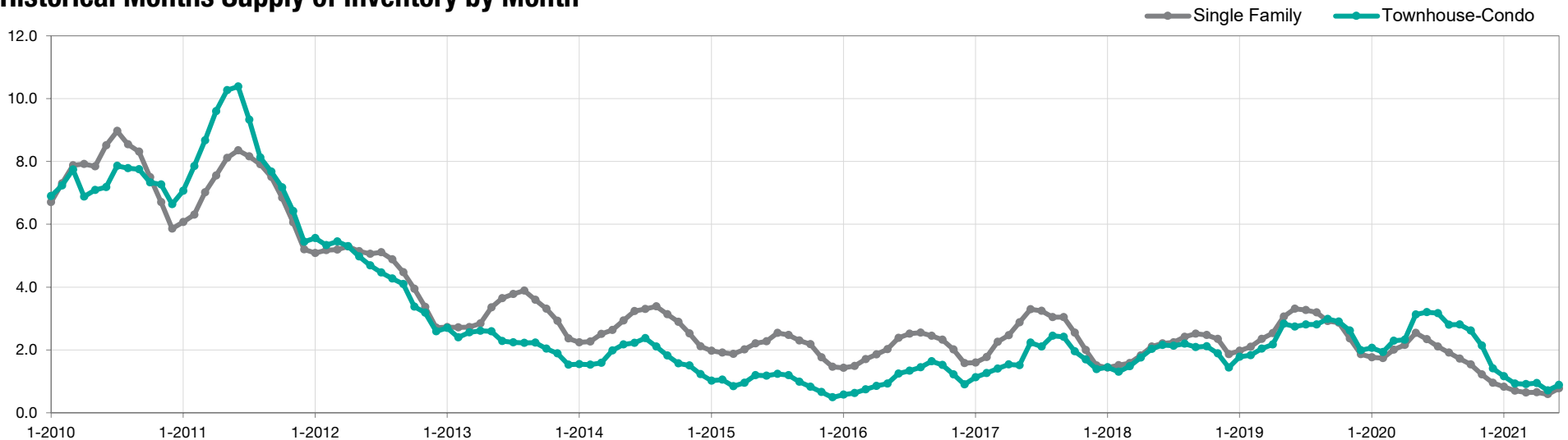
# Months Supply of Inventory

June



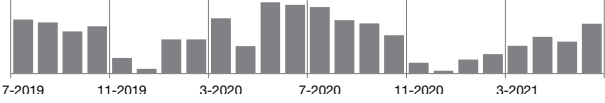
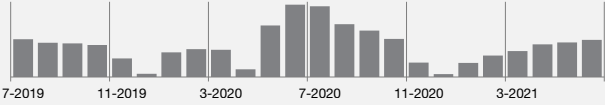
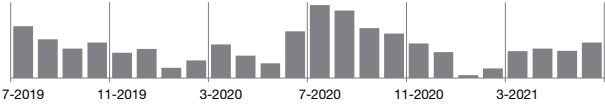
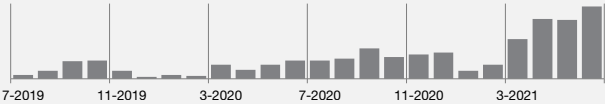
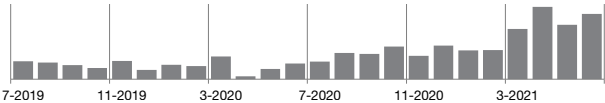
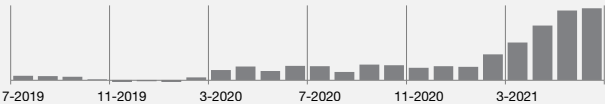
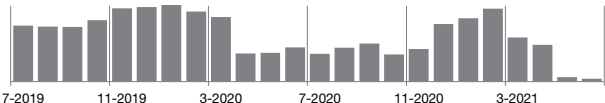
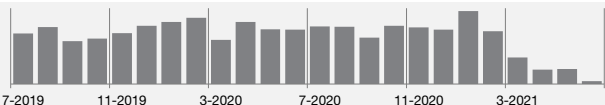
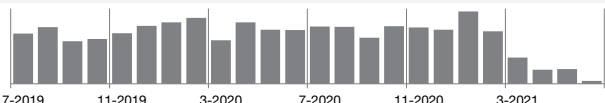
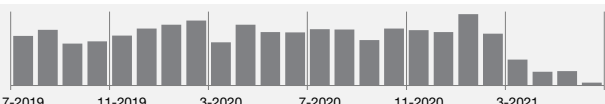
Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2020	2.1	-36.4%	3.2	+14.3%
Aug-2020	1.9	-40.6%	2.8	0.0%
Sep-2020	1.7	-41.4%	2.8	-6.7%
Oct-2020	1.5	-48.3%	2.6	-10.3%
Nov-2020	1.2	-50.0%	2.1	-19.2%
Dec-2020	1.0	-47.4%	1.4	-30.0%
Jan-2021	0.8	-55.6%	1.2	-42.9%
Feb-2021	0.7	-58.8%	0.9	-52.6%
Mar-2021	0.6	-70.0%	0.9	-60.9%
Apr-2021	0.6	-72.7%	0.9	-60.9%
May-2021	0.6	-76.0%	0.7	-77.4%
Jun-2021	0.8	-65.2%	0.9	-71.9%

## 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.

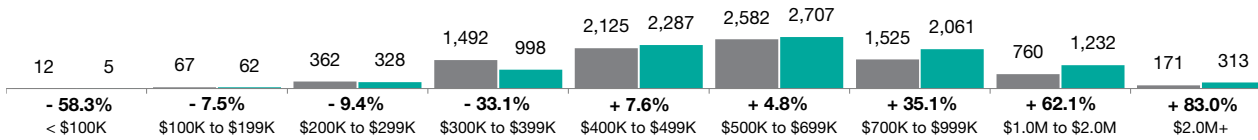
Key Metrics	Historical Sparkbars	6-2020	6-2021	Percent Change	YTD-2020	YTD-2021	Percent Change
<b>New Listings</b>		1,409	<b>1,108</b>	- 21.4%	6,523	<b>4,736</b>	- 27.4%
<b>Pending / Under Contract</b>		1,271	<b>857</b>	- 32.6%	5,005	<b>4,472</b>	- 10.6%
<b>Sold Listings</b>		972	<b>831</b>	- 14.5%	4,144	<b>3,976</b>	- 4.1%
<b>Median Sales Price</b>		\$549,900	<b>\$683,000</b>	+ 24.2%	\$532,000	<b>\$620,000</b>	+ 16.5%
<b>Average Sales Price</b>		\$652,153	<b>\$844,002</b>	+ 29.4%	\$644,181	<b>\$797,452</b>	+ 23.8%
<b>Pct. of List Price Received</b>		99.7%	<b>105.0%</b>	+ 5.3%	99.2%	<b>102.9%</b>	+ 3.7%
<b>Days on Market Until Sale</b>		42	<b>29</b>	- 31.0%	49	<b>41</b>	- 16.3%
<b>Housing Affordability Index</b>		71	<b>56</b>	- 21.1%	73	<b>62</b>	- 15.1%
<b>Inventory of Active Listings</b>		1,914	<b>670</b>	- 65.0%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		2.5	<b>0.8</b>	- 68.0%	--	<b>--</b>	--

# Sold Listings

Actual sales that have closed in a given month.

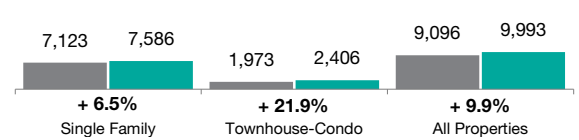
## By Price Range – All Properties – Rolling 12 Months

■ 6-2020 ■ 6-2021



## By Property Type

■ 6-2020 ■ 6-2021



### Rolling 12 Months

### Compared to Prior Month

### Year to Date

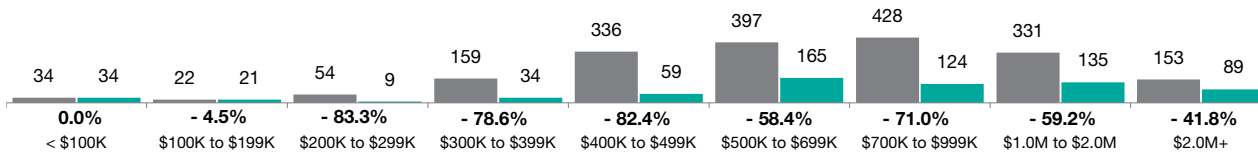
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	6-2020	6-2021	Change	6-2020	6-2021	Change	5-2021	6-2021	Change	5-2021	6-2021	Change	6-2020	6-2021	Change	6-2020	6-2021	Change
\$99,999 and Below	12	5	-58.3%	0	0	--	0	1	--	0	0	--	8	1	-87.5%	0	0	--
\$100,000 to \$199,999	30	26	-13.3%	37	36	-2.7%	1	1	0.0%	1	2	+100.0%	13	10	-23.1%	21	7	-66.7%
\$200,000 to \$299,999	67	53	-20.9%	295	275	-6.8%	6	3	-50.0%	20	6	-70.0%	30	25	-16.7%	121	103	-14.9%
\$300,000 to \$399,999	850	310	-63.5%	642	688	+7.2%	7	9	+28.6%	48	40	-16.7%	326	53	-83.7%	281	246	-12.5%
\$400,000 to \$499,999	1,672	1,652	-1.2%	453	635	+40.2%	75	67	-10.7%	44	58	+31.8%	823	560	-32.0%	210	283	+34.8%
\$500,000 to \$699,999	2,225	2,218	-0.3%	357	488	+36.7%	154	170	+10.4%	50	67	+34.0%	1,044	782	-25.1%	170	247	+45.3%
\$700,000 to \$999,999	1,410	1,860	+31.9%	115	201	+74.8%	163	189	+16.0%	22	15	-31.8%	621	790	+27.2%	49	89	+81.6%
\$1,000,000 to \$1,999,999	688	1,157	+68.2%	72	75	+4.2%	102	156	+52.9%	5	12	+140.0%	310	562	+81.3%	44	47	+6.8%
\$2,000,000 and Above	169	305	+80.5%	2	8	+300.0%	29	34	+17.2%	2	1	-50.0%	71	162	+128.2%	2	8	+300.0%
<b>All Price Ranges</b>	<b>7,123</b>	<b>7,586</b>	<b>+6.5%</b>	<b>1,973</b>	<b>2,406</b>	<b>+21.9%</b>	<b>537</b>	<b>630</b>	<b>+17.3%</b>	<b>192</b>	<b>201</b>	<b>+4.7%</b>	<b>3,246</b>	<b>2,945</b>	<b>-9.3%</b>	<b>898</b>	<b>1,030</b>	<b>+14.7%</b>

# Inventory of Active Listings

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

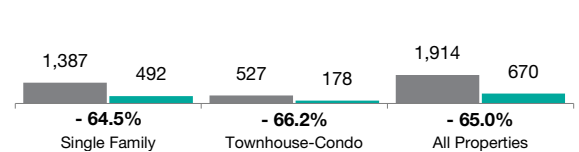
## By Price Range – All Properties

■ 6-2020 ■ 6-2021



## By Property Type

■ 6-2020 ■ 6-2021



### Year over Year

### Compared to Prior Month

### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo		
	6-2020	6-2021	Change	6-2020	6-2021	Change	5-2021	6-2021	Change	5-2021	6-2021	Change	6-2020	6-2021	Change	6-2020	6-2021
\$99,999 and Below	34	34	0.0%	0	0	--	34	34	0.0%	0	0	--					
\$100,000 to \$199,999	20	18	-10.0%	2	3	+50.0%	19	18	-5.3%	2	3	+50.0%					
\$200,000 to \$299,999	12	1	-91.7%	42	8	-81.0%	1	1	0.0%	15	8	-46.7%					
\$300,000 to \$399,999	34	7	-79.4%	125	27	-78.4%	11	7	-36.4%	16	27	+68.8%					
\$400,000 to \$499,999	223	21	-90.6%	113	38	-66.4%	25	21	-16.0%	18	38	+111.1%					
\$500,000 to \$699,999	282	111	-60.6%	115	54	-53.0%	72	111	+54.2%	39	54	+38.5%					
\$700,000 to \$999,999	339	101	-70.2%	89	23	-74.2%	59	101	+71.2%	23	23	0.0%					
\$1,000,000 to \$1,999,999	293	115	-60.8%	38	20	-47.4%	80	115	+43.8%	25	20	-20.0%					
\$2,000,000 and Above	150	84	-44.0%	3	5	+66.7%	78	84	+7.7%	5	5	0.0%					
<b>All Price Ranges</b>	<b>1,387</b>	<b>492</b>	<b>-64.5%</b>	<b>527</b>	<b>178</b>	<b>-66.2%</b>	<b>379</b>	<b>492</b>	<b>+29.8%</b>	<b>143</b>	<b>178</b>	<b>+24.5%</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®

<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.