

# Monthly Indicators



## September 2017

Percent changes calculated using year-over-year comparisons.

New Listings were down 6.1 percent for single family homes and 5.6 percent for townhouse-condo properties. Pending Sales increased 3.0 percent for single family homes but decreased 7.7 percent for townhouse-condo properties.

The Median Sales Price was up 8.8 percent to \$715,000 for single family homes and 21.8 percent to \$414,500 for townhouse-condo properties. Days on Market decreased 11.0 percent for single family homes but increased 0.7 percent for condo properties.

Last year at this time, the national storyline was about how high demand was propping up sales and prices despite low inventory and months of supply. That has actually continued to be a familiar refrain for many months in 2017 and now for the past couple of years. But with the likes of Hurricanes Harvey and Irma, different employment outlooks, disparate incomes, varying new construction expectations and potential housing policy shifts, regional differences are becoming more prevalent and pronounced.

## Activity Snapshot

<b>- 6.7%</b>	<b>+ 33.2%</b>	<b>+ 6.0%</b>
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

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.

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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	9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		33	31	- 6.1%	481	430	- 10.6%
<b>Pending Sales</b>		33	34	+ 3.0%	266	295	+ 10.9%
<b>Sold Listings</b>		40	44	+ 10.0%	229	270	+ 17.9%
<b>Median Sales Price</b>		\$657,000	\$715,000	+ 8.8%	\$590,000	\$620,750	+ 5.2%
<b>Average Sales Price</b>		\$862,253	\$860,449	- 0.2%	\$782,562	\$796,789	+ 1.8%
<b>Pct. of List Price Received</b>		95.7%	95.1%	- 0.6%	95.9%	95.7%	- 0.2%
<b>Days on Market</b>		154	137	- 11.0%	155	143	- 7.7%
<b>Housing Affordability Index</b>		57	74	+ 29.8%	63	85	+ 34.9%
<b>Active Listings</b>		283	317	+ 12.0%	--	--	--
<b>Months Supply</b>		11.0	10.5	- 4.5%	--	--	--

# Townhouse-Condo Market Overview

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

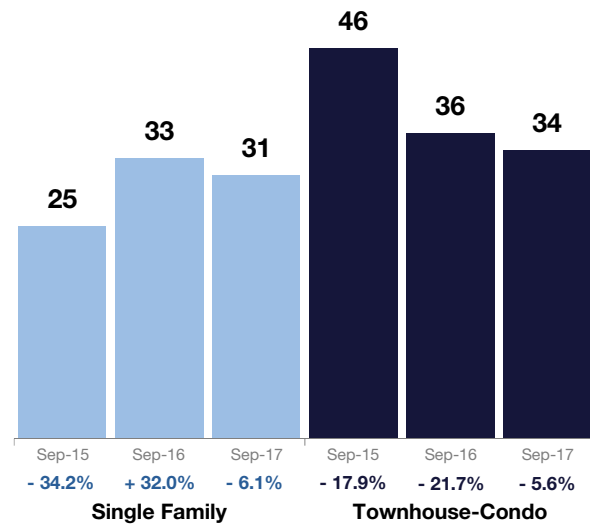


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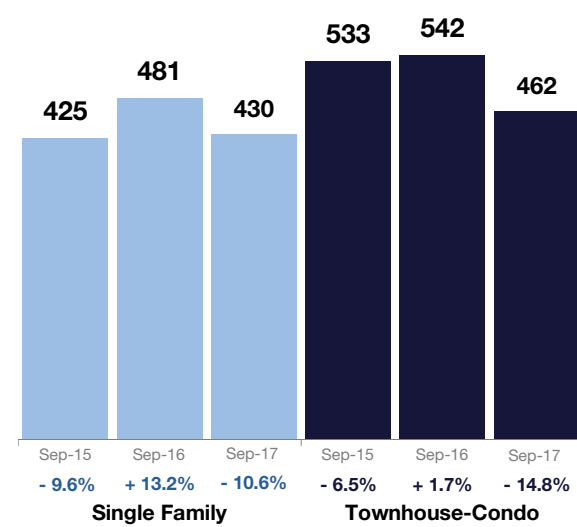
Key Metrics	Historical Sparkbars	9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		36	34	- 5.6%	542	462	- 14.8%
<b>Pending Sales</b>		52	48	- 7.7%	392	410	+ 4.6%
<b>Sold Listings</b>		62	52	- 16.1%	343	382	+ 11.4%
<b>Median Sales Price</b>		\$340,250	\$414,500	+ 21.8%	\$335,000	\$385,000	+ 14.9%
<b>Average Sales Price</b>		\$441,338	\$528,888	+ 19.8%	\$425,085	\$487,770	+ 14.7%
<b>Pct. of List Price Received</b>		96.2%	96.8%	+ 0.6%	96.4%	97.2%	+ 0.8%
<b>Days on Market</b>		143	144	+ 0.7%	153	140	- 8.5%
<b>Housing Affordability Index</b>		109	128	+ 17.4%	111	138	+ 24.3%
<b>Active Listings</b>		273	274	+ 0.4%	--	--	--
<b>Months Supply</b>		7.1	6.5	- 8.5%	--	--	--

# New Listings

## September

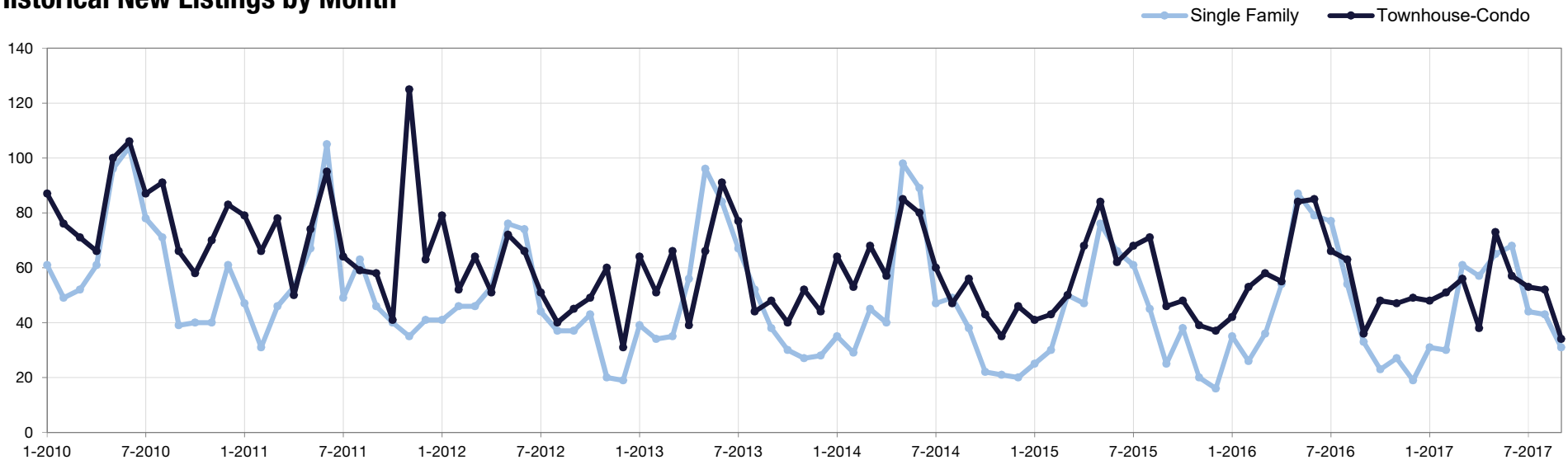


## Year to Date



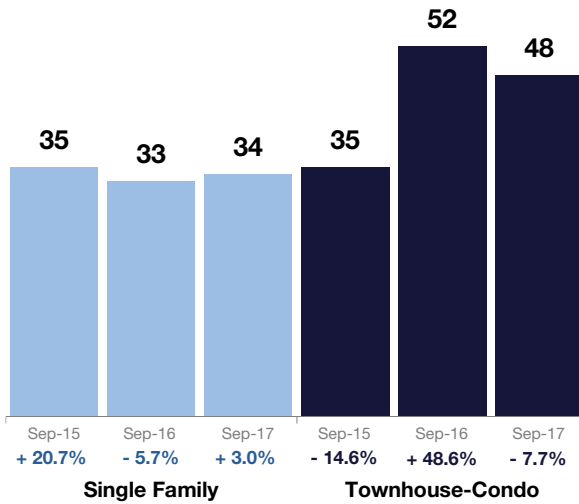
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	23	-39.5%	48	0.0%
Nov-2016	27	+35.0%	47	+20.5%
Dec-2016	19	+18.8%	49	+32.4%
Jan-2017	31	-11.4%	48	+14.3%
Feb-2017	30	+15.4%	51	-3.8%
Mar-2017	61	+69.4%	56	-3.4%
Apr-2017	57	+5.6%	38	-30.9%
May-2017	65	-25.3%	73	-13.1%
Jun-2017	68	-13.9%	57	-32.9%
Jul-2017	44	-42.9%	53	-19.7%
Aug-2017	43	-20.4%	52	-17.5%
<b>Sep-2017</b>	<b>31</b>	<b>-6.1%</b>	<b>34</b>	<b>-5.6%</b>

## Historical New Listings by Month

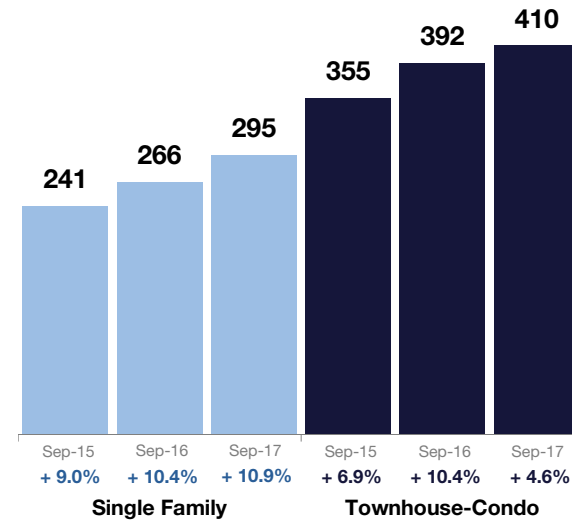


# Pending Sales

## September

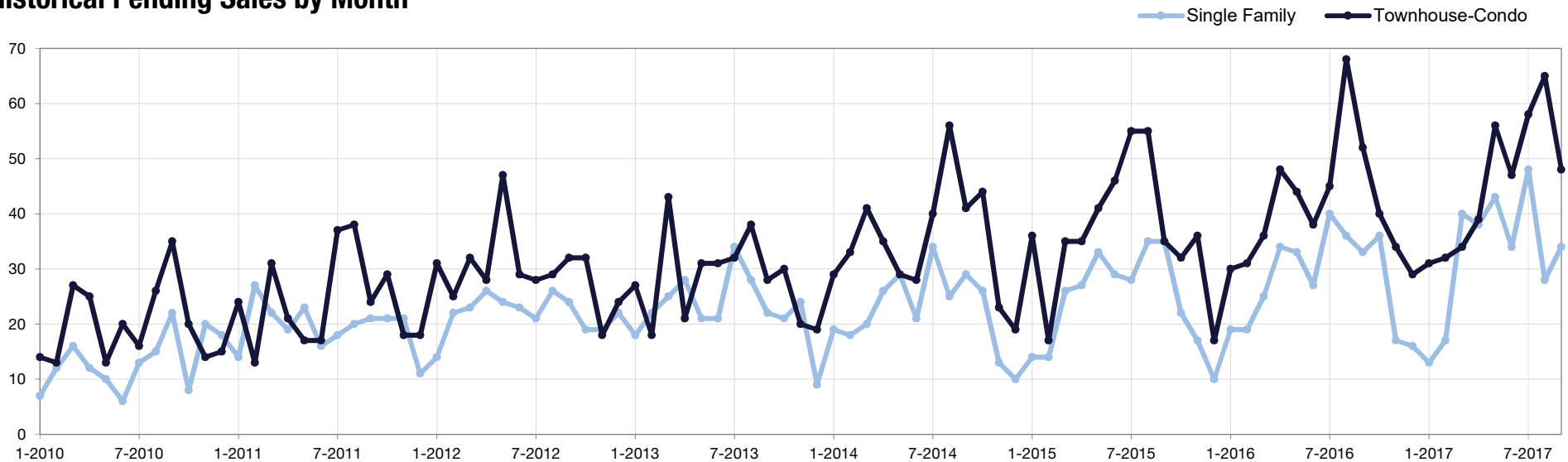


## Year to Date



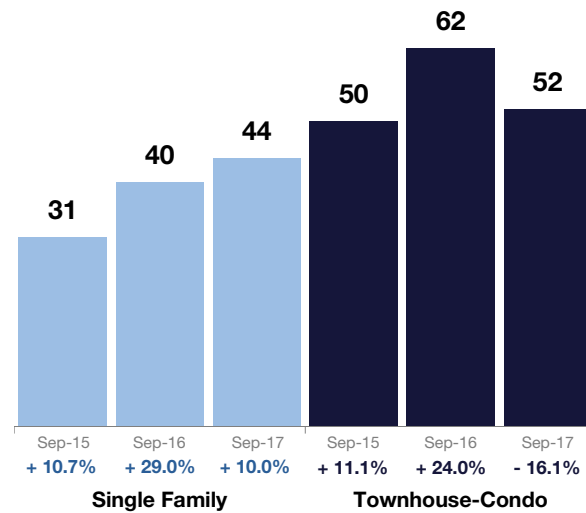
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	36	+63.6%	40	+25.0%
Nov-2016	17	0.0%	34	-5.6%
Dec-2016	16	+60.0%	29	+70.6%
Jan-2017	13	-31.6%	31	+3.3%
Feb-2017	17	-10.5%	32	+3.2%
Mar-2017	40	+60.0%	34	-5.6%
Apr-2017	38	+11.8%	39	-18.8%
May-2017	43	+30.3%	56	+27.3%
Jun-2017	34	+25.9%	47	+23.7%
Jul-2017	48	+20.0%	58	+28.9%
Aug-2017	28	-22.2%	65	-4.4%
<b>Sep-2017</b>	<b>34</b>	<b>+3.0%</b>	<b>48</b>	<b>-7.7%</b>

## Historical Pending Sales by Month

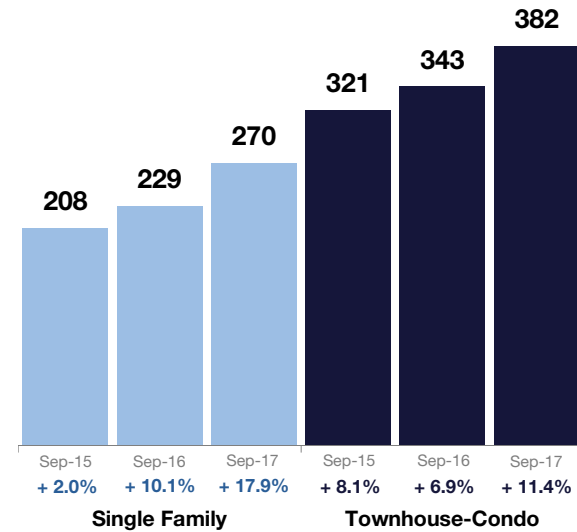


# Sold Listings

## September

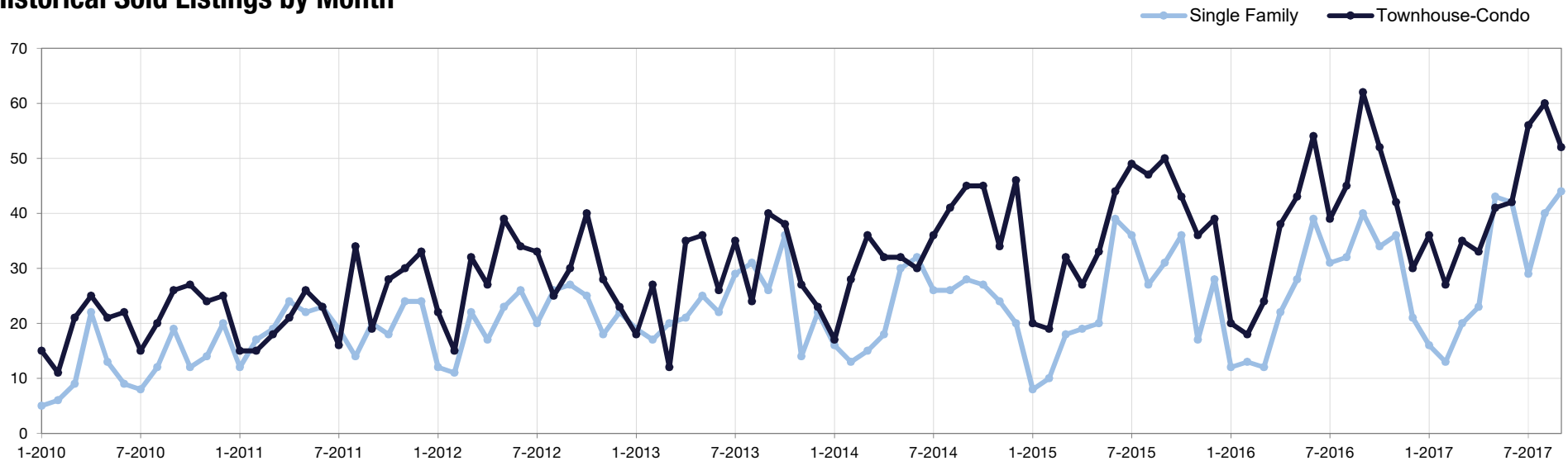


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	34	-5.6%	52	+20.9%
Nov-2016	36	+111.8%	42	+16.7%
Dec-2016	21	-25.0%	30	-23.1%
Jan-2017	16	+33.3%	36	+80.0%
Feb-2017	13	0.0%	27	+50.0%
Mar-2017	20	+66.7%	35	+45.8%
Apr-2017	23	+4.5%	33	-13.2%
May-2017	43	+53.6%	41	-4.7%
Jun-2017	42	+7.7%	42	-22.2%
Jul-2017	29	-6.5%	56	+43.6%
Aug-2017	40	+25.0%	60	+33.3%
<b>Sep-2017</b>	<b>44</b>	<b>+10.0%</b>	<b>52</b>	<b>-16.1%</b>

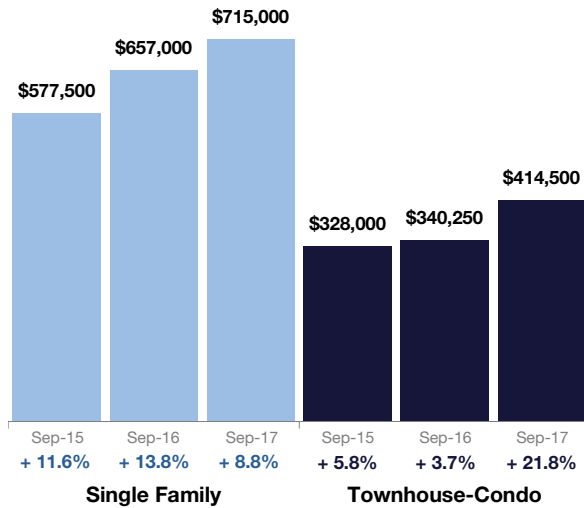
## Historical Sold Listings by Month



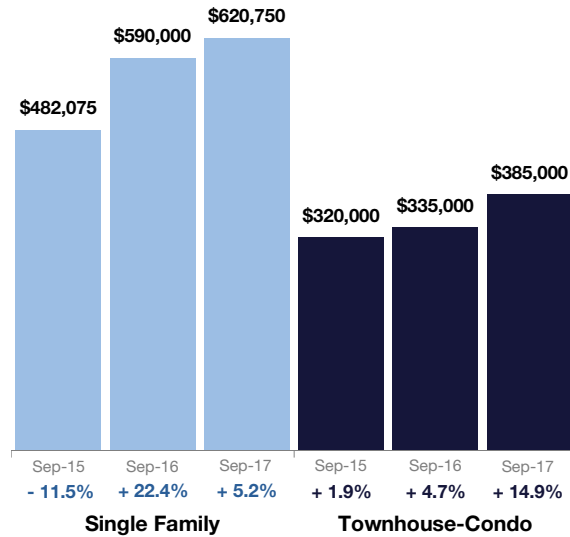
# Median Sales Price



## September

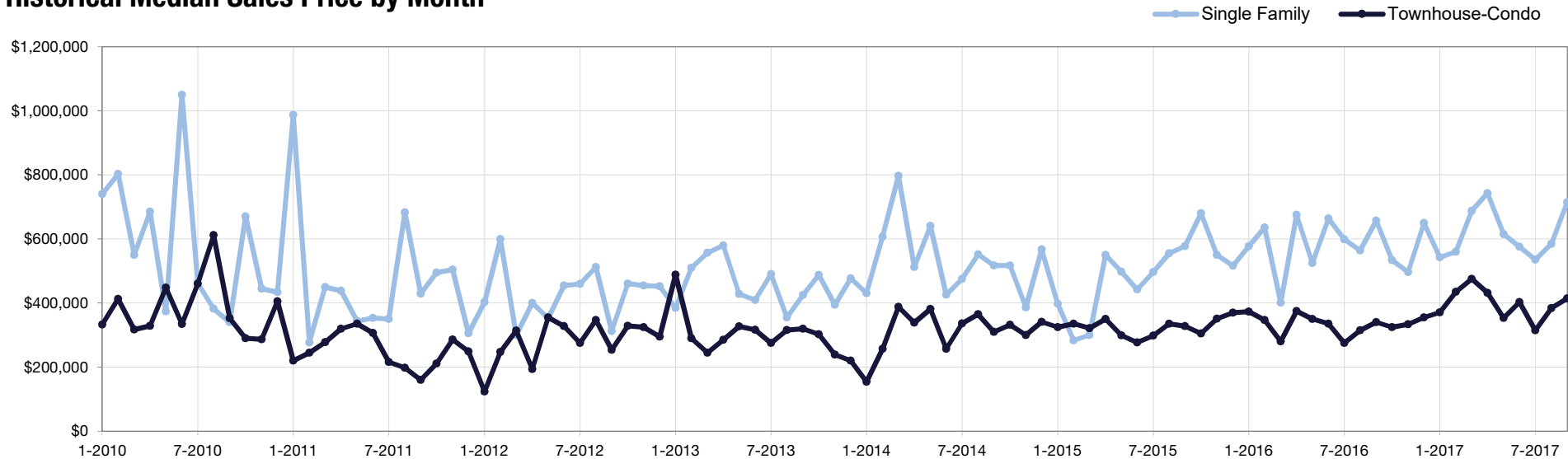


## Year to Date



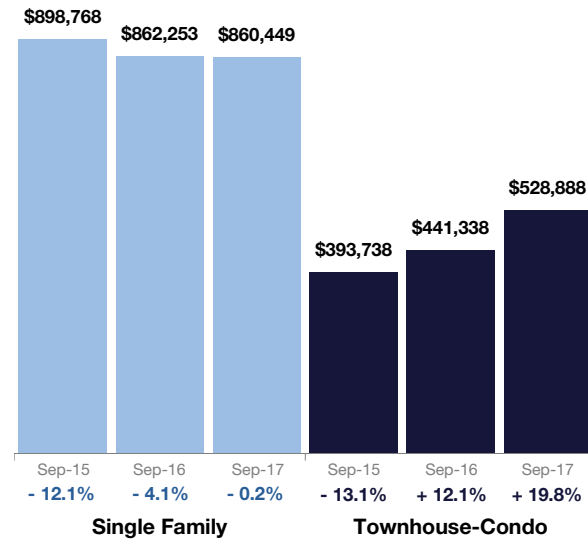
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	\$533,500	-21.5%	\$325,000	+6.6%
Nov-2016	\$497,000	-9.6%	\$334,000	-4.8%
Dec-2016	\$650,000	+25.9%	\$355,000	-4.1%
Jan-2017	\$542,500	-6.1%	\$370,500	-0.8%
Feb-2017	\$560,000	-11.9%	\$435,000	+25.5%
Mar-2017	\$687,500	+71.2%	\$475,000	+69.6%
Apr-2017	\$742,500	+10.0%	\$432,000	+15.2%
May-2017	\$615,000	+17.1%	\$353,200	+0.9%
Jun-2017	\$575,500	-13.3%	\$402,500	+20.2%
Jul-2017	\$535,000	-10.7%	\$314,700	+14.4%
Aug-2017	\$585,000	+3.6%	\$383,500	+21.7%
<b>Sep-2017</b>	<b>\$715,000</b>	<b>+8.8%</b>	<b>\$414,500</b>	<b>+21.8%</b>

## Historical Median Sales Price by Month

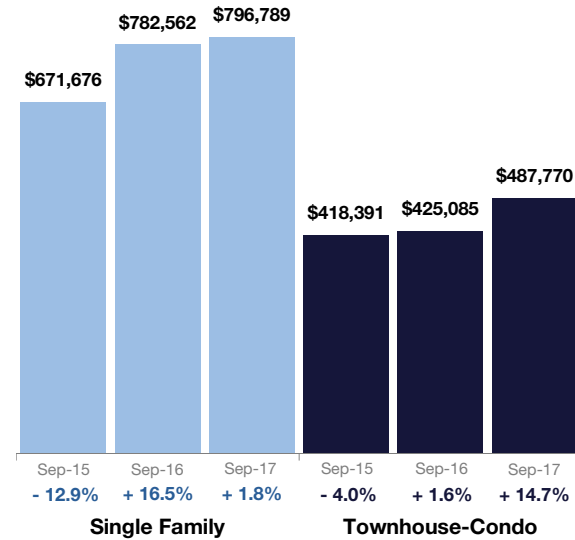


# Average Sales Price

## September

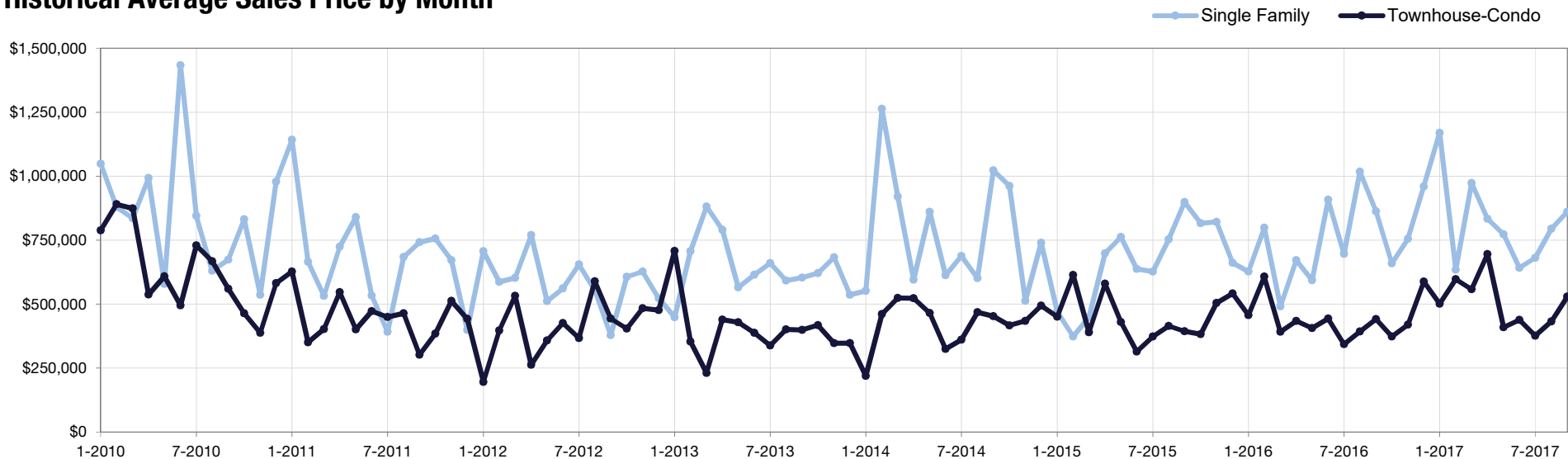


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	\$658,941	-19.3%	\$373,488	-2.3%
Nov-2016	\$755,391	-8.0%	\$419,482	-16.9%
Dec-2016	\$959,452	+45.2%	\$588,297	+8.6%
Jan-2017	\$1,168,688	+86.4%	\$501,271	+9.7%
Feb-2017	\$634,414	-20.6%	\$597,052	-1.8%
Mar-2017	\$973,093	+98.3%	\$558,157	+42.4%
Apr-2017	\$834,060	+24.2%	\$695,463	+60.2%
May-2017	\$772,717	+30.3%	\$409,295	+0.7%
Jun-2017	\$641,364	-29.3%	\$438,569	-1.1%
Jul-2017	\$681,255	-2.1%	\$375,795	+9.5%
Aug-2017	\$794,031	-22.0%	\$432,140	+10.0%
<b>Sep-2017</b>	<b>\$860,449</b>	<b>-0.2%</b>	<b>\$528,888</b>	<b>+19.8%</b>

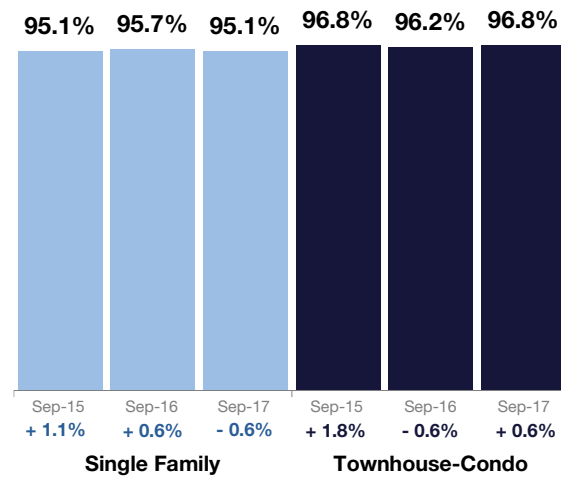
## Historical Average Sales Price by Month



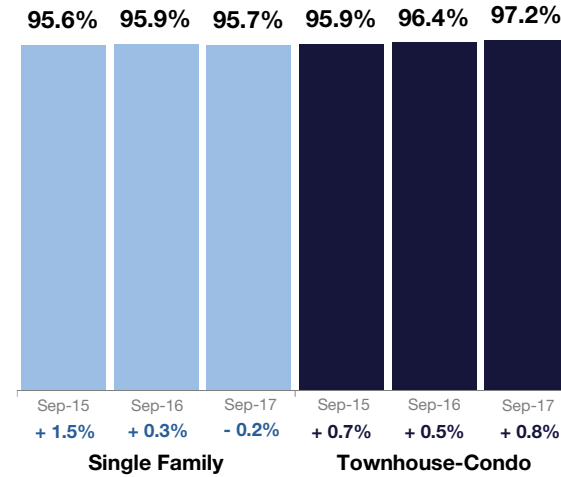


# Percent of List Price Received

## September

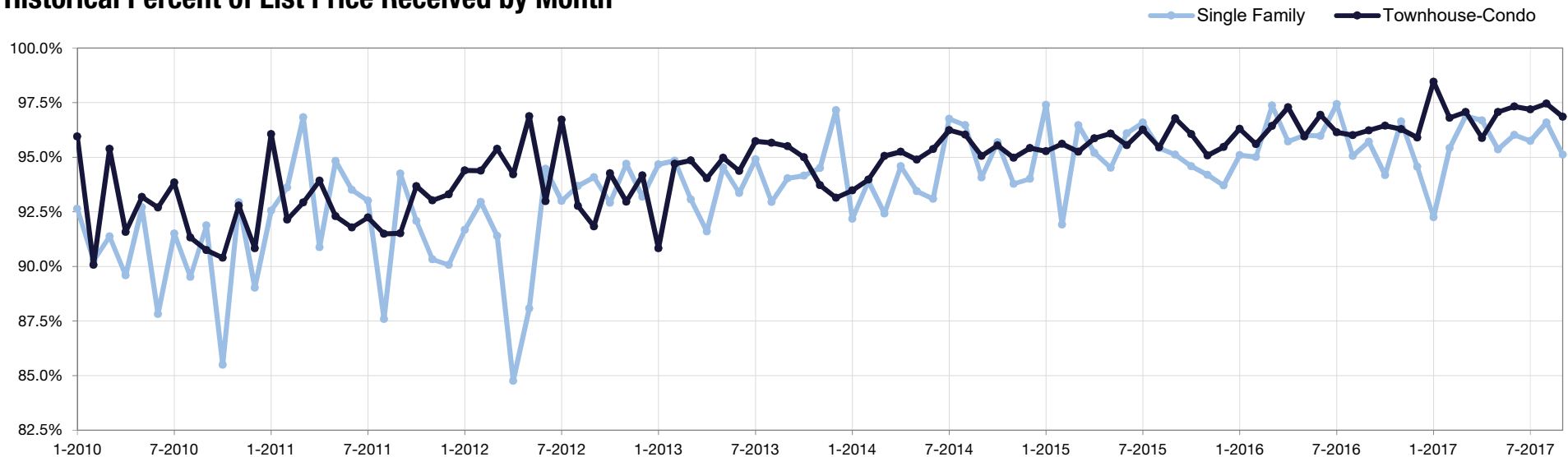


## Year to Date



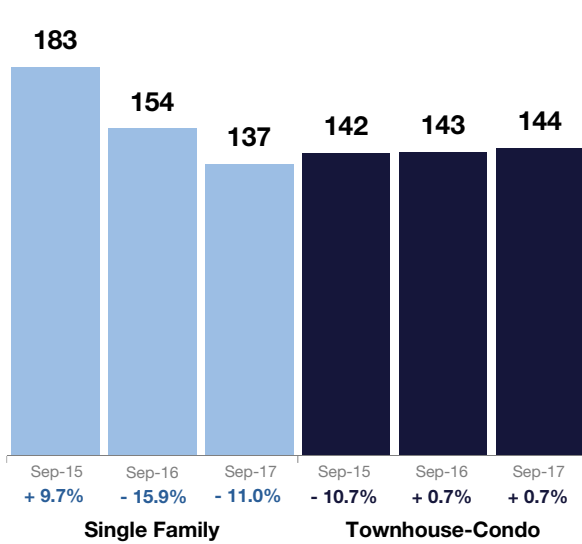
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	94.2%	-0.4%	96.4%	+0.3%
Nov-2016	96.6%	+2.5%	96.3%	+1.3%
Dec-2016	94.6%	+1.0%	95.9%	+0.4%
Jan-2017	92.3%	-2.9%	98.5%	+2.3%
Feb-2017	95.4%	+0.4%	96.8%	+1.3%
Mar-2017	96.9%	-0.5%	97.1%	+0.7%
Apr-2017	96.7%	+1.0%	95.9%	-1.4%
May-2017	95.4%	-0.6%	97.1%	+1.3%
Jun-2017	96.0%	0.0%	97.3%	+0.4%
Jul-2017	95.7%	-1.7%	97.2%	+1.1%
Aug-2017	96.6%	+1.6%	97.5%	+1.6%
<b>Sep-2017</b>	<b>95.1%</b>	<b>-0.6%</b>	<b>96.8%</b>	<b>+0.6%</b>

## Historical Percent of List Price Received by Month

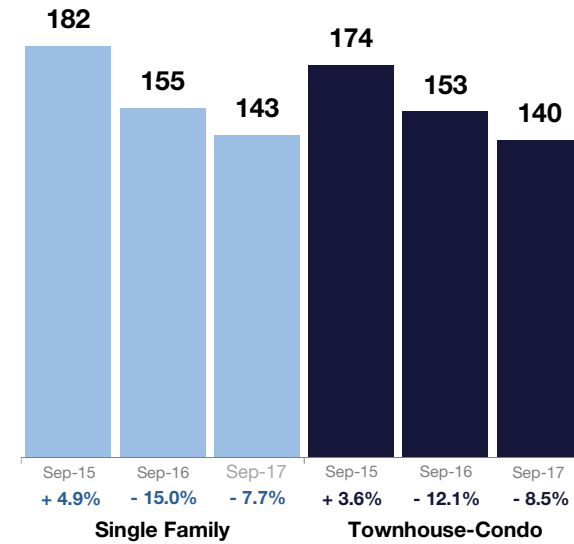


# Days on Market Until Sale

## September

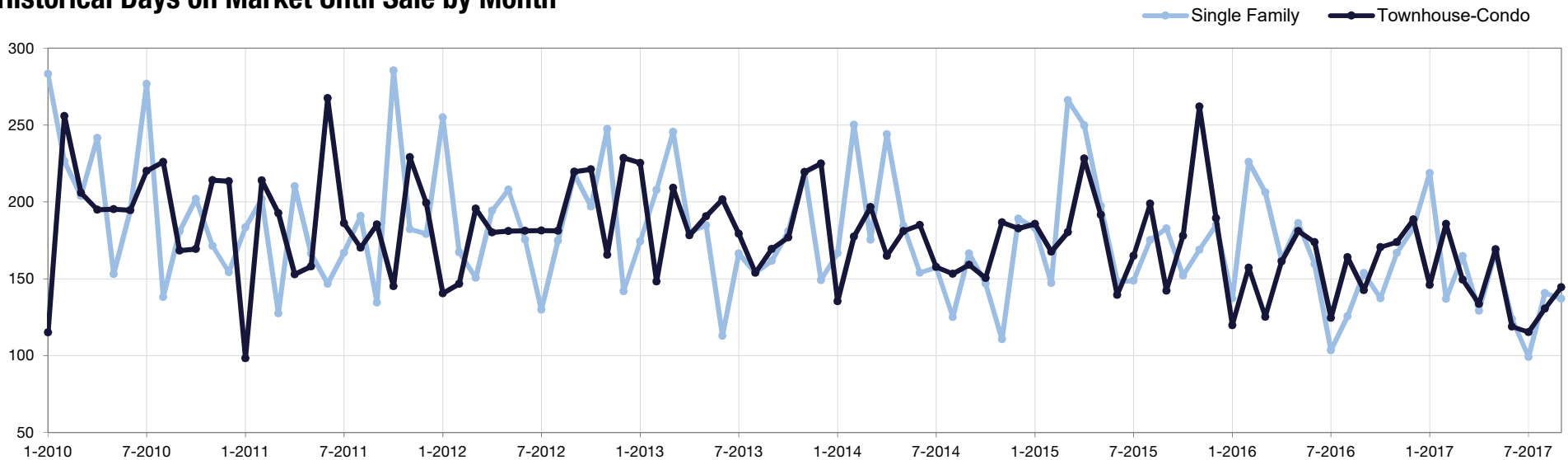


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	137	-9.9%	170	-4.5%
Nov-2016	167	-1.2%	174	-33.6%
Dec-2016	183	-1.1%	189	0.0%
Jan-2017	219	+59.9%	146	+21.7%
Feb-2017	137	-39.4%	186	+18.5%
Mar-2017	165	-19.9%	149	+19.2%
Apr-2017	129	-20.4%	134	-16.8%
May-2017	167	-10.2%	169	-6.6%
Jun-2017	124	-22.5%	119	-31.6%
Jul-2017	99	-3.9%	115	-8.0%
Aug-2017	141	+11.9%	130	-20.7%
<b>Sep-2017</b>	<b>137</b>	<b>-11.0%</b>	<b>144</b>	<b>+0.7%</b>

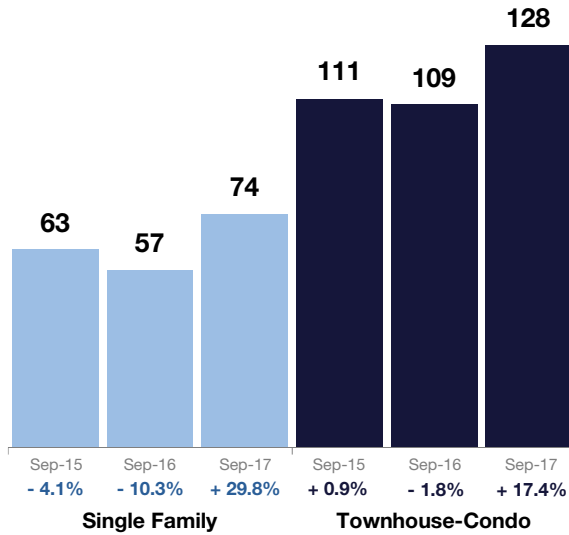
## Historical Days on Market Until Sale by Month



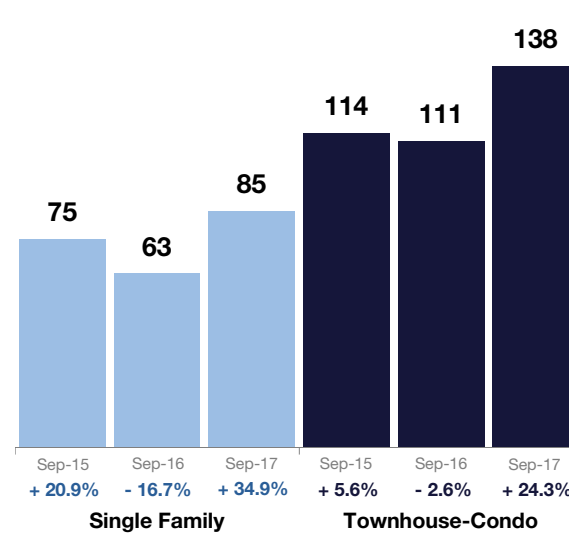
# Housing Affordability Index



## September

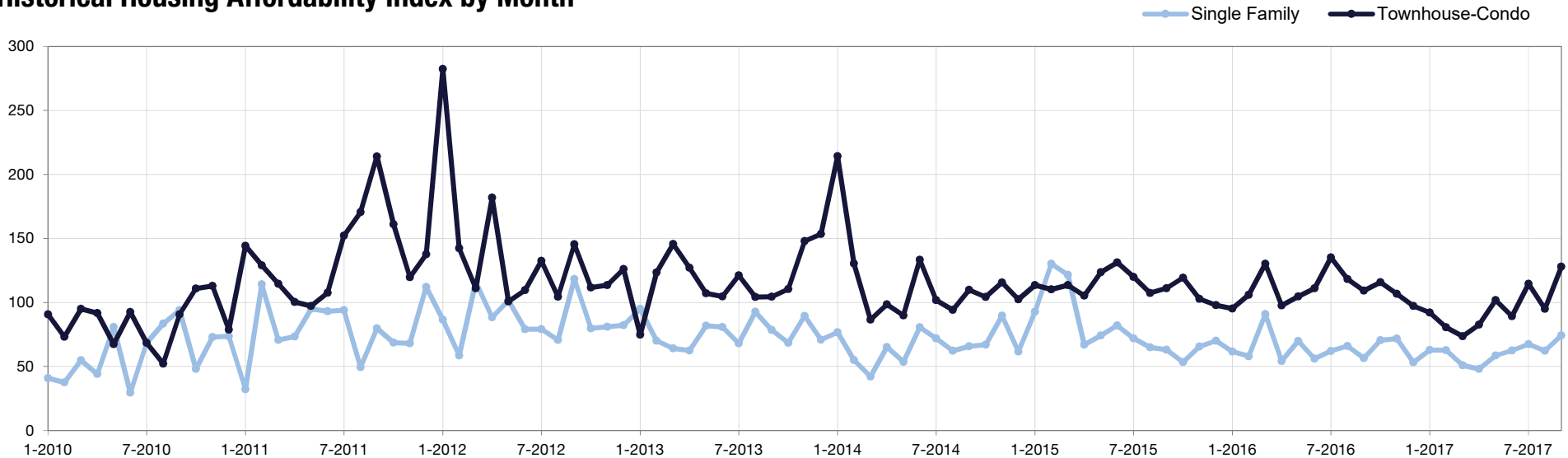


## Year to Date



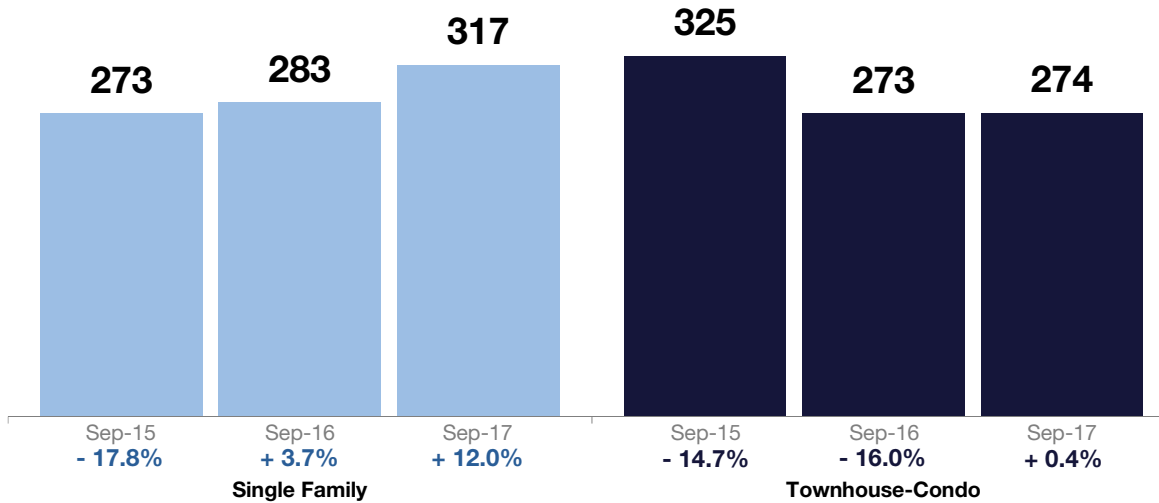
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	71	+34.0%	116	-2.5%
Nov-2016	72	+9.1%	107	+3.9%
Dec-2016	53	-24.3%	97	-1.0%
Jan-2017	63	+1.6%	92	-3.2%
Feb-2017	63	+8.6%	81	-23.6%
Mar-2017	51	-44.0%	74	-43.1%
Apr-2017	48	-11.1%	83	-15.3%
May-2017	59	-15.7%	102	-2.9%
Jun-2017	62	+10.7%	89	-19.8%
Jul-2017	67	+8.1%	115	-14.8%
Aug-2017	62	-6.1%	95	-19.5%
Sep-2017	74	+29.8%	128	+17.4%

## Historical Housing Affordability Index by Month



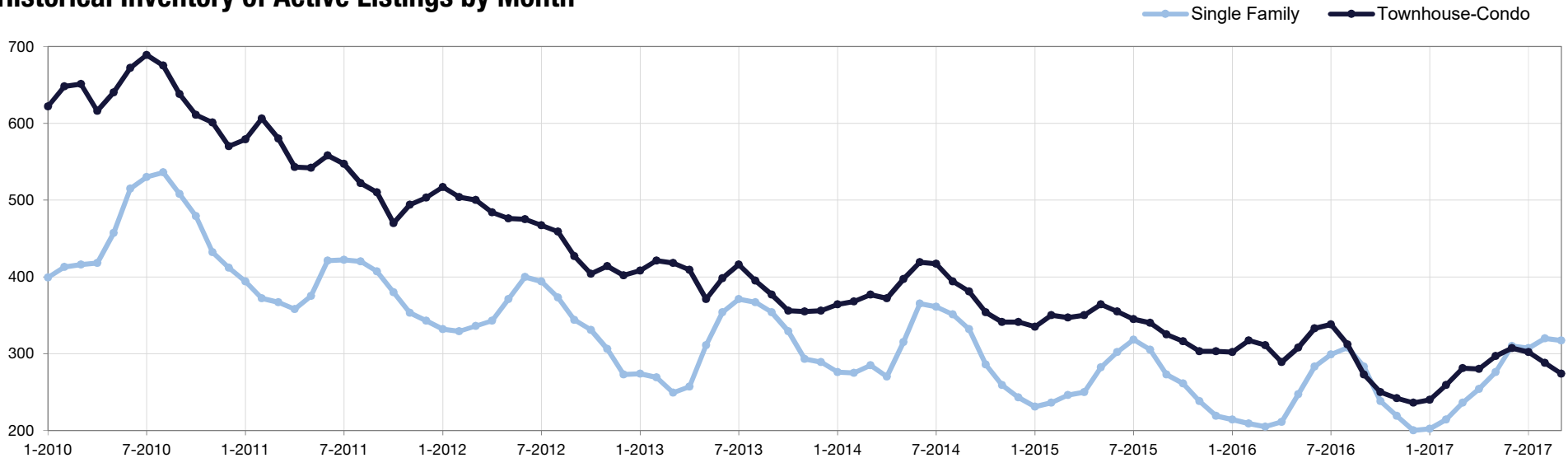
# Inventory of Active Listings

## September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	238	-8.8%	250	-20.9%
Nov-2016	219	-8.0%	242	-20.1%
Dec-2016	200	-8.7%	236	-22.1%
Jan-2017	202	-5.6%	240	-20.5%
Feb-2017	214	+2.4%	259	-18.3%
Mar-2017	236	+15.1%	281	-9.6%
Apr-2017	254	+20.4%	280	-3.1%
May-2017	276	+11.7%	297	-3.6%
Jun-2017	310	+9.5%	307	-7.8%
Jul-2017	307	+2.7%	302	-10.7%
Aug-2017	320	+3.9%	288	-7.7%
<b>Sep-2017</b>	<b>317</b>	<b>+12.0%</b>	<b>274</b>	<b>+0.4%</b>

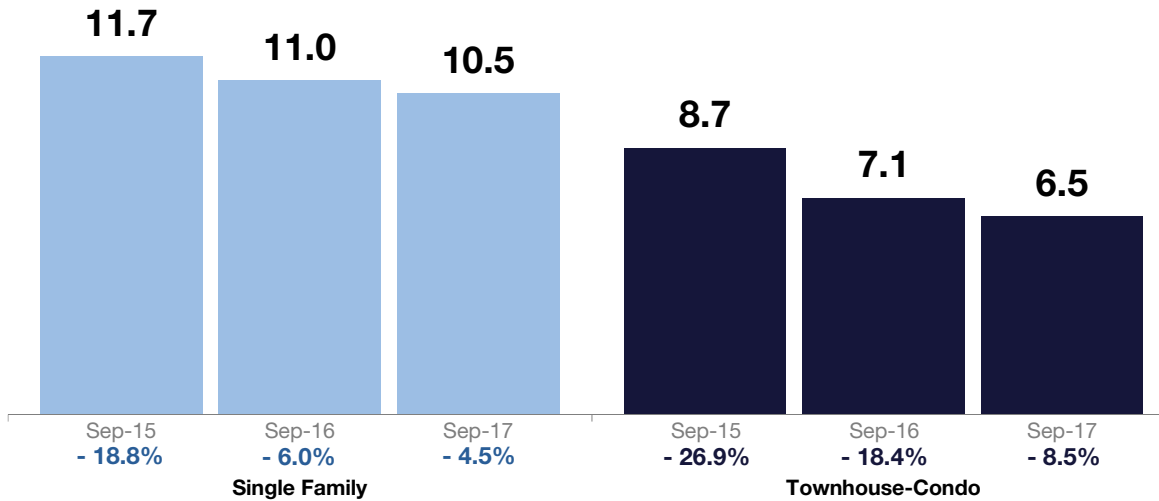
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

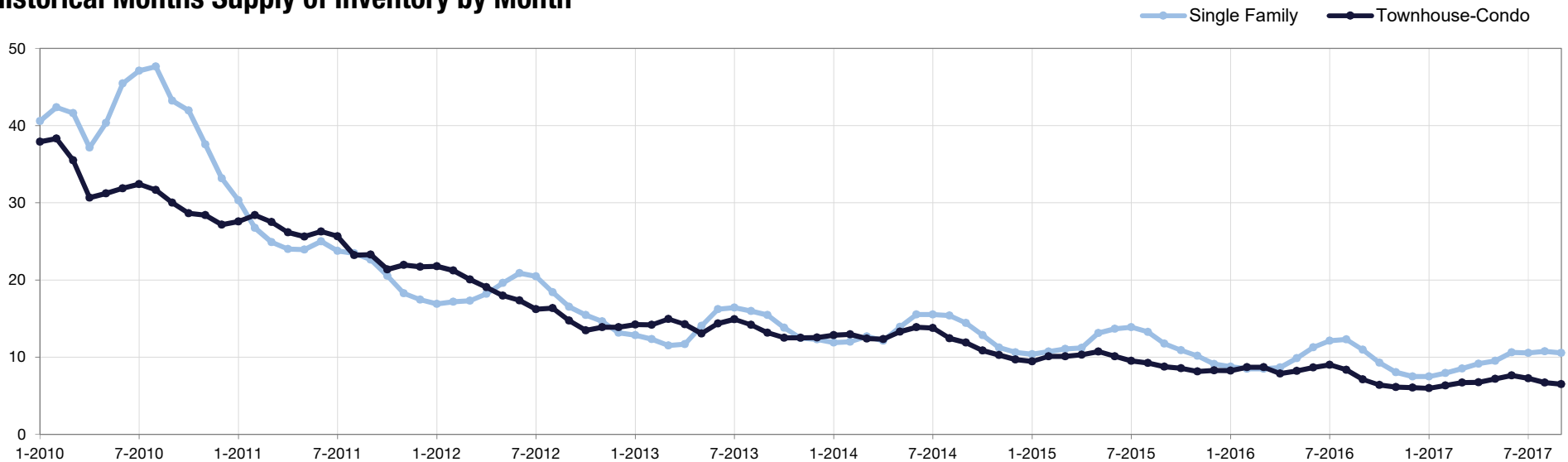


## September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2016	9.3	-14.7%	6.4	-24.7%
Nov-2016	8.0	-21.6%	6.1	-25.6%
Dec-2016	7.5	-17.6%	6.1	-26.5%
Jan-2017	7.5	-14.8%	6.0	-27.7%
Feb-2017	7.9	-7.1%	6.3	-27.6%
Mar-2017	8.5	0.0%	6.7	-23.0%
Apr-2017	9.2	+7.0%	6.7	-15.2%
May-2017	9.5	-3.1%	7.2	-12.2%
Jun-2017	10.6	-6.2%	7.6	-12.6%
Jul-2017	10.6	-12.4%	7.2	-20.0%
Aug-2017	10.8	-12.2%	6.7	-19.3%
<b>Sep-2017</b>	<b>10.5</b>	<b>-4.5%</b>	<b>6.5</b>	<b>-8.5%</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	9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		74	67	- 9.5%	1,052	916	- 12.9%
<b>Pending Sales</b>		86	84	- 2.3%	674	726	+ 7.7%
<b>Sold Listings</b>		104	97	- 6.7%	587	672	+ 14.5%
<b>Median Sales Price</b>		\$386,750	\$515,000	+ 33.2%	\$380,000	\$475,000	+ 25.0%
<b>Average Sales Price</b>		\$613,251	\$680,587	+ 11.0%	\$571,535	\$618,312	+ 8.2%
<b>Pct. of List Price Received</b>		96.1%	96.1%	0.0%	96.3%	96.6%	+ 0.3%
<b>Days on Market</b>		145	141	- 2.8%	152	142	- 6.6%
<b>Housing Affordability Index</b>		96	103	+ 7.3%	98	112	+ 14.3%
<b>Active Listings</b>		570	604	+ 6.0%	--	--	--
<b>Months Supply</b>		8.7	8.1	- 6.9%	--	--	--

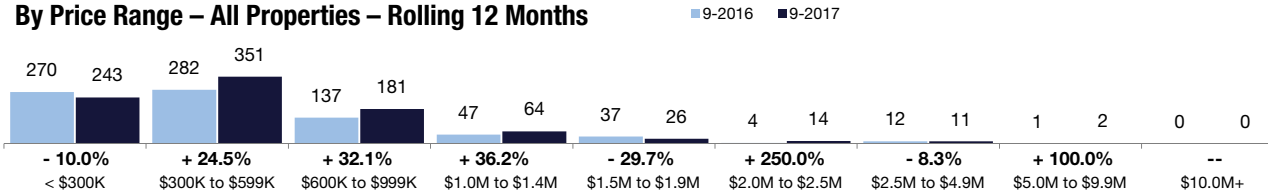
# Closed Sales

Actual sales that have closed in a given month.

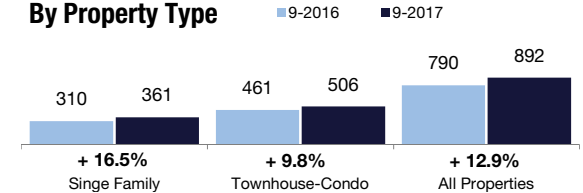


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## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	9-2016	9-2017	Change	9-2016	9-2017	Change
\$299,999 and Below	76	76	0.0%	193	167	-13.5%
\$300,000 to \$599,999	82	105	+28.0%	191	237	+24.1%
\$600,000 to \$999,999	89	97	+9.0%	42	71	+69.0%
\$1,000,000 to \$1,499,999	26	44	+69.2%	20	17	-15.0%
\$1,500,000 to \$1,999,999	23	19	-17.4%	12	7	-41.7%
\$2,000,000 to \$2,499,999	2	11	+450.0%	2	3	+50.0%
\$2,500,000 to \$4,999,999	11	7	-36.4%	1	4	+300.0%
\$5,000,000 to \$9,999,999	1	2	+100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>310</b>	<b>361</b>	<b>+16.5%</b>	<b>461</b>	<b>506</b>	<b>+9.8%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2017	9-2017	Change	8-2017	9-2017	Change
\$299,999 and Below	6	2	-66.7%	15	14	-6.7%
\$300,000 to \$599,999	16	15	-6.3%	35	27	-22.9%
\$600,000 to \$999,999	7	14	+100.0%	10	5	-50.0%
\$1,000,000 to \$1,499,999	5	9	+80.0%	0	3	--
\$1,500,000 to \$1,999,999	5	3	-40.0%	0	2	--
\$2,000,000 to \$2,499,999	1	0	-100.0%	0	0	--
\$2,500,000 to \$4,999,999	0	1	--	0	1	--
\$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>40</b>	<b>44</b>	<b>+10.0%</b>	<b>60</b>	<b>52</b>	<b>-13.3%</b>

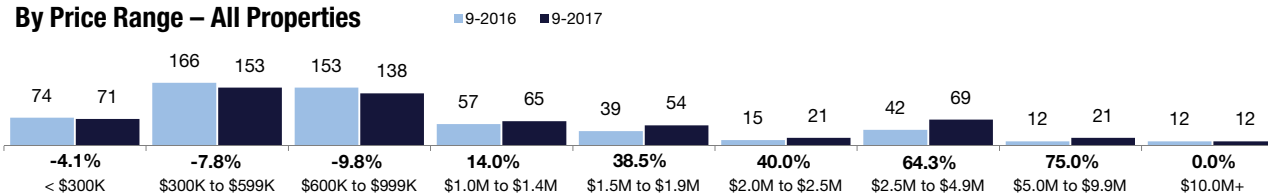
### Year to Date

By Price Range	Single Family			Condo		
	9-2016	9-2017	Change	9-2016	9-2017	Change
\$299,999 and Below	60	56	-6.7%	147	120	-18.4%
\$300,000 to \$599,999	57	74	+29.8%	144	183	+27.1%
\$600,000 to \$999,999	66	74	+12.1%	26	56	+115.4%
\$1,000,000 to \$1,499,999	19	38	+100.0%	16	12	-25.0%
\$1,500,000 to \$1,999,999	15	14	-6.7%	9	5	-44.4%
\$2,000,000 to \$2,499,999	2	9	+350.0%	0	2	--
\$2,500,000 to \$4,999,999	9	3	-66.7%	1	4	+300.0%
\$5,000,000 to \$9,999,999	1	2	+100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>229</b>	<b>270</b>	<b>+17.9%</b>	<b>343</b>	<b>382</b>	<b>+11.4%</b>

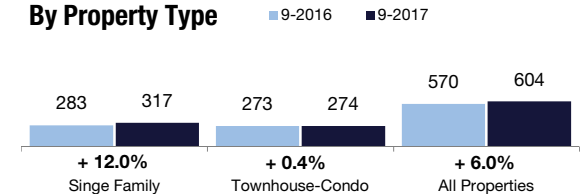
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Condo		
	9-2016	9-2017	Change	9-2016	9-2017	Change
\$299,999 and Below	34	19	-44.1%	40	52	+30.0%
\$300,000 to \$599,999	52	51	-1.9%	109	99	-9.2%
\$600,000 to \$999,999	60	58	-3.3%	87	76	-12.6%
\$1,000,000 to \$1,499,999	40	46	+15.0%	14	17	+21.4%
\$1,500,000 to \$1,999,999	26	38	+46.2%	13	13	0.0%
\$2,000,000 to \$2,499,999	12	17	+41.7%	3	3	0.0%
\$2,500,000 to \$4,999,999	36	56	+55.6%	6	13	+116.7%
\$5,000,000 to \$9,999,999	12	21	+75.0%	0	0	--
\$10,000,000 and Above	11	11	0.0%	1	1	0.0%
<b>All Price Ranges</b>	<b>283</b>	<b>317</b>	<b>+12.0%</b>	<b>273</b>	<b>274</b>	<b>+0.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2017	9-2017	Change	8-2017	9-2017	Change
\$299,999 and Below	21	19	-9.5%	58	52	-10.3%
\$300,000 to \$599,999	56	51	-8.9%	111	99	-10.8%
\$600,000 to \$999,999	60	58	-3.3%	75	76	+1.3%
\$1,000,000 to \$1,499,999	45	46	+2.2%	17	17	0.0%
\$1,500,000 to \$1,999,999	35	38	+8.6%	12	13	+8.3%
\$2,000,000 to \$2,499,999	16	17	+6.3%	3	3	0.0%
\$2,500,000 to \$4,999,999	56	56	0.0%	11	13	+18.2%
\$5,000,000 to \$9,999,999	20	21	+5.0%	0	0	--
\$10,000,000 and Above	11	11	0.0%	1	1	0.0%
<b>All Price Ranges</b>	<b>320</b>	<b>317</b>	<b>-0.9%</b>	<b>288</b>	<b>274</b>	<b>-4.9%</b>

### Year to Date

By Price Range	Single Family			Condo		
	9-2016	9-2017	Change	9-2016	9-2017	Change
\$299,999 and Below	60	56	-6.7%	147	120	-18.4%
\$300,000 to \$599,999	57	74	+29.8%	144	183	+27.1%
\$600,000 to \$999,999	66	74	+12.1%	26	56	+115.4%
\$1,000,000 to \$1,499,999	19	38	+100.0%	16	12	-25.0%
\$1,500,000 to \$1,999,999	15	14	-6.7%	9	5	-44.4%
\$2,000,000 to \$2,499,999	2	9	+350.0%	0	2	--
\$2,500,000 to \$4,999,999	9	3	-66.7%	1	4	+300.0%
\$5,000,000 to \$9,999,999	1	2	+100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>229</b>	<b>270</b>	<b>+17.9%</b>	<b>343</b>	<b>382</b>	<b>+11.4%</b>

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



STEAMBOAT SPRINGS  
BOARD of REALTORS®

<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average 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.