

# Monthly Indicators



## November 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 52.5 percent for single family homes and 63.0 percent for townhouse-condo properties. Pending Sales decreased 47.0 percent for single family homes and 60.0 percent for townhouse-condo properties.

The Median Sales Price was up 34.1 percent to \$755,000 for single family homes but decreased 2.7 percent to \$365,000 for townhouse-condo properties. Days on Market increased 34.1 percent for single family homes and 102.9 percent for townhouse-condo properties.

With home sales down, nationwide housing inventory was at 3.3 months' supply heading into November, up from 2.4 months from this time last year, according to the National Association of REALTORS®. Although buyers have more options to choose from, home prices remain high, and soaring borrowing costs have caused monthly payments to increase significantly, with the average homebuyer paying 77% more on their loan per month compared to the same period a year ago, according to Realtor.com.

## Activity Snapshot

**- 46.9%**      **+ 45.5%**      **- 9.1%**

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 Garfield County 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	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		59	28	- 52.5%	1,042	837	- 19.7%
<b>Pending Sales</b>		66	35	- 47.0%	932	630	- 32.4%
<b>Sold Listings</b>		94	55	- 41.5%	900	659	- 26.8%
<b>Median Sales Price</b>		\$563,068	<b>\$755,000</b>	+ 34.1%	\$585,000	<b>\$652,000</b>	+ 11.5%
<b>Avg. Sales Price</b>		\$688,613	<b>\$885,442</b>	+ 28.6%	\$752,115	<b>\$881,586</b>	+ 17.2%
<b>Pct. of List Price Received</b>		98.1%	<b>96.7%</b>	- 1.4%	98.9%	<b>98.4%</b>	- 0.5%
<b>Days on Market</b>		44	<b>59</b>	+ 34.1%	41	<b>46</b>	+ 12.2%
<b>Affordability Index</b>		71	<b>37</b>	- 47.9%	68	<b>43</b>	- 36.8%
<b>Active Listings</b>		166	<b>153</b>	- 7.8%	--	--	--
<b>Months Supply</b>		2.0	<b>2.5</b>	+ 25.0%	--	--	--

# Townhouse-Condo Market Overview

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

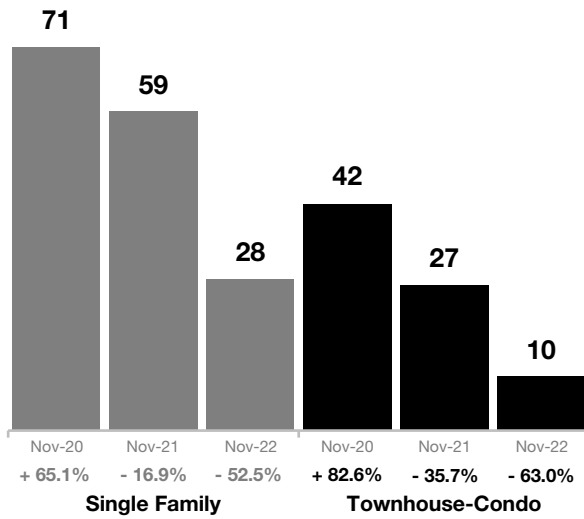


Key Metrics	Historical Sparkbars	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		27	10	- 63.0%	353	276	- 21.8%
<b>Pending Sales</b>		20	8	- 60.0%	362	239	- 34.0%
<b>Sold Listings</b>		27	9	- 66.7%	354	266	- 24.9%
<b>Median Sales Price</b>		\$375,000	\$365,000	- 2.7%	\$365,500	\$441,250	+ 20.7%
<b>Avg. Sales Price</b>		\$358,672	\$559,222	+ 55.9%	\$427,338	\$541,940	+ 26.8%
<b>Pct. of List Price Received</b>		100.3%	99.8%	- 0.5%	100.2%	99.5%	- 0.7%
<b>Days on Market</b>		34	69	+ 102.9%	35	41	+ 17.1%
<b>Affordability Index</b>		106	76	- 28.3%	109	63	- 42.2%
<b>Active Listings</b>		41	37	- 9.8%	--	--	--
<b>Months Supply</b>		1.3	1.4	+ 7.7%	--	--	--

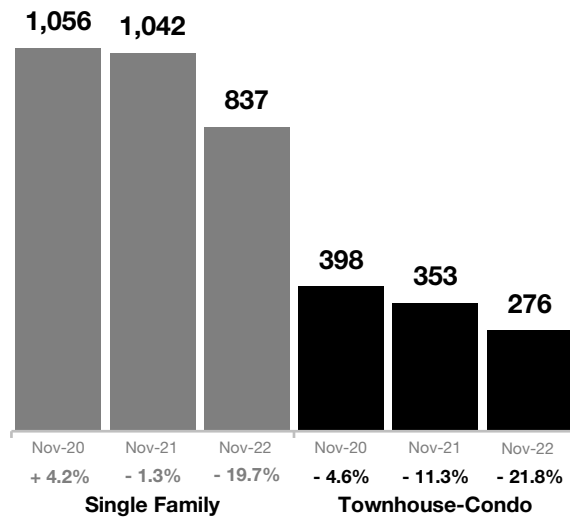
# New Listings



## November

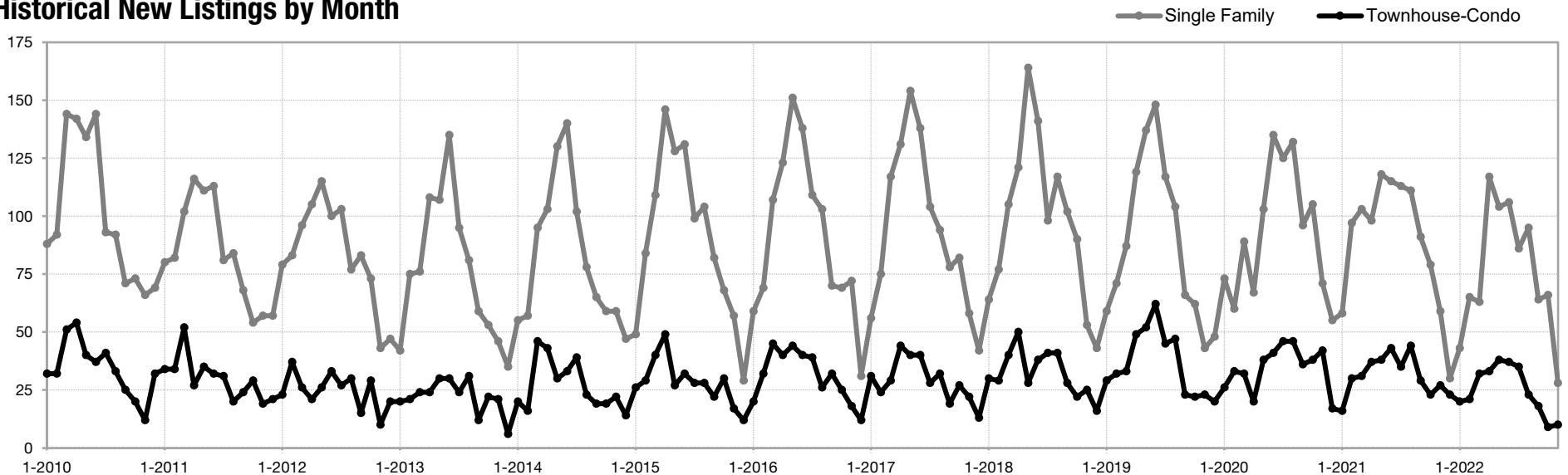


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	30	-45.5%	23	+35.3%
Jan-2022	43	-25.9%	20	+25.0%
Feb-2022	65	-33.0%	21	-30.0%
Mar-2022	63	-38.8%	32	+3.2%
Apr-2022	117	+19.4%	33	-10.8%
May-2022	104	-11.9%	38	0.0%
Jun-2022	106	-7.8%	37	-14.0%
Jul-2022	86	-23.9%	35	0.0%
Aug-2022	95	-14.4%	23	-47.7%
Sep-2022	64	-29.7%	18	-37.9%
Oct-2022	66	-16.5%	9	-60.9%
<b>Nov-2022</b>	<b>28</b>	<b>-52.5%</b>	<b>10</b>	<b>-63.0%</b>

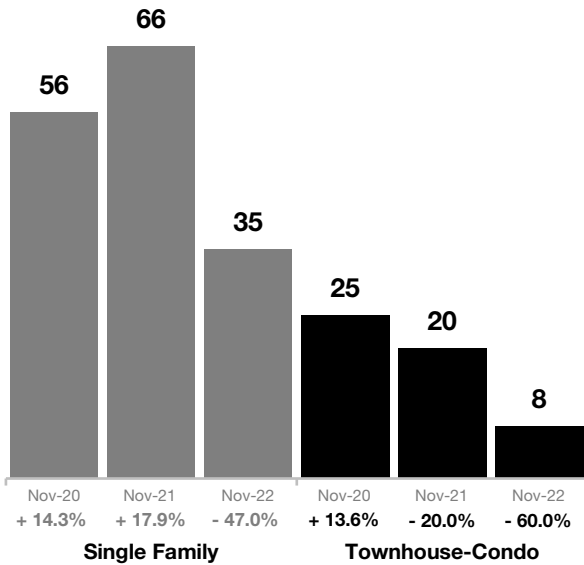
## Historical New Listings by Month



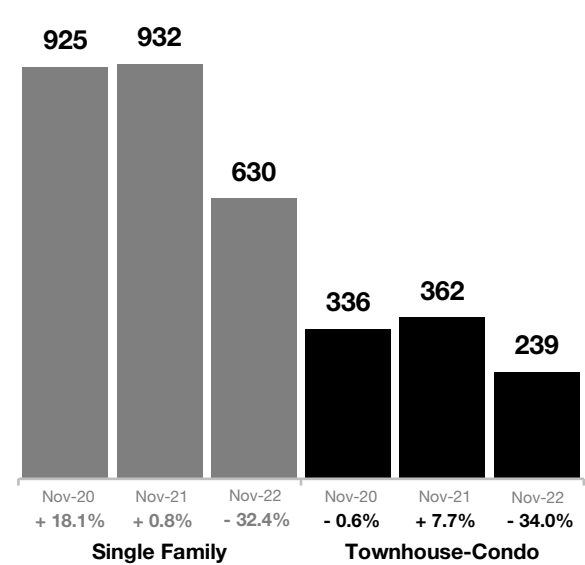
# Pending Sales



## November

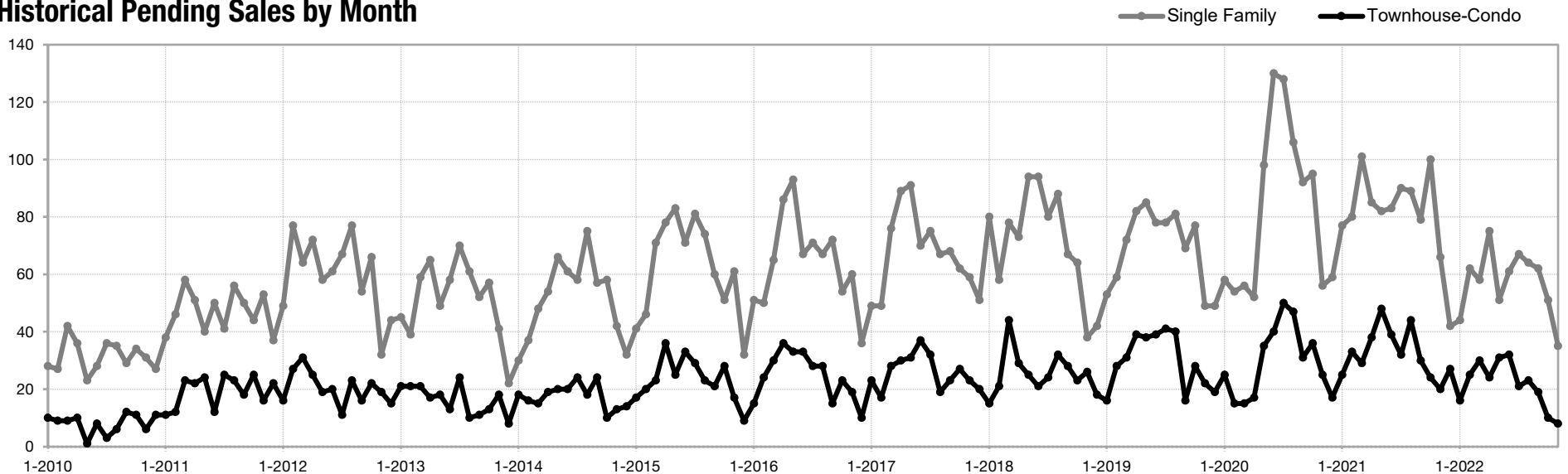


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	42	-28.8%	27	+58.8%
Jan-2022	44	-42.9%	16	-36.0%
Feb-2022	62	-22.5%	25	-24.2%
Mar-2022	58	-42.6%	30	+3.4%
Apr-2022	75	-11.8%	24	-36.8%
May-2022	51	-37.8%	31	-35.4%
Jun-2022	61	-26.5%	32	-17.9%
Jul-2022	67	-25.6%	21	-34.4%
Aug-2022	64	-28.1%	23	-47.7%
Sep-2022	62	-21.5%	19	-36.7%
Oct-2022	51	-49.0%	10	-58.3%
<b>Nov-2022</b>	<b>35</b>	<b>-47.0%</b>	<b>8</b>	<b>-60.0%</b>

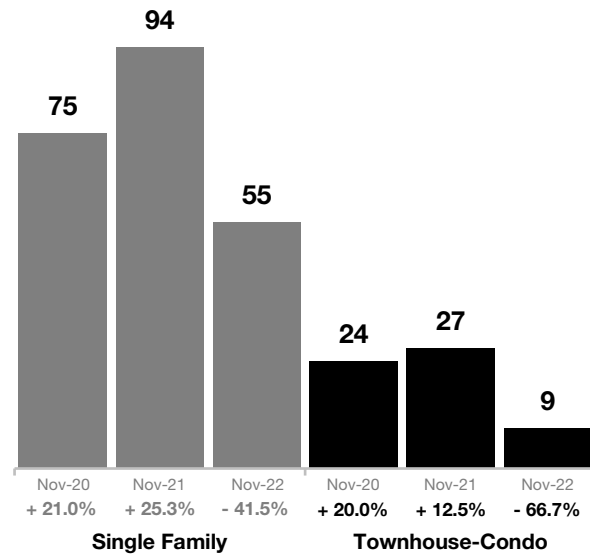
## Historical Pending Sales by Month



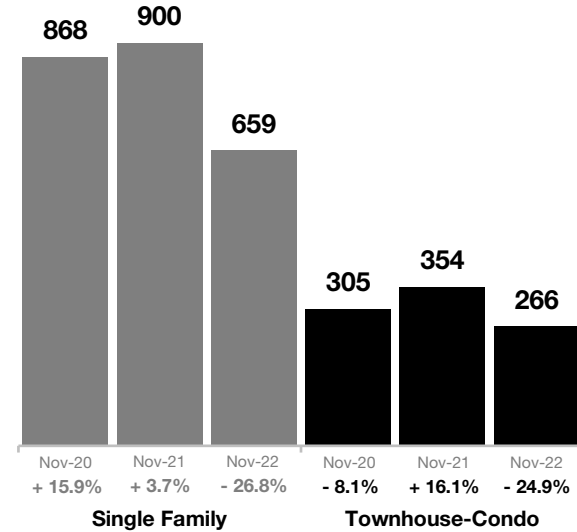
# Sold Listings



## November

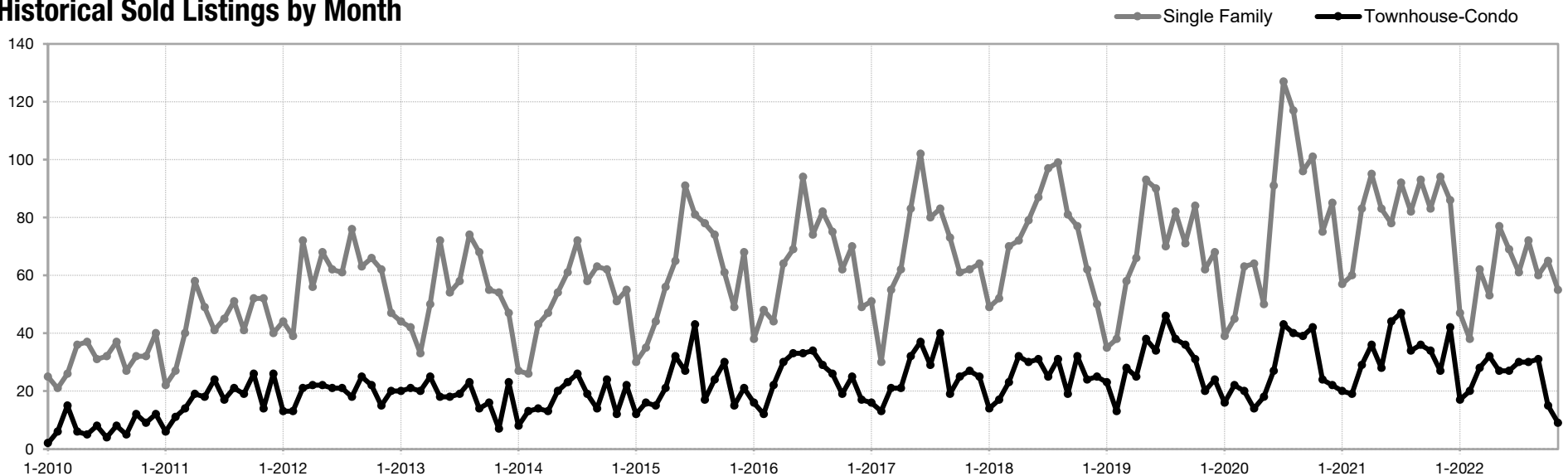


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	86	+1.2%	42	+90.9%
Jan-2022	47	-17.5%	17	-15.0%
Feb-2022	38	-36.7%	20	+5.3%
Mar-2022	62	-25.3%	28	-3.4%
Apr-2022	53	-44.2%	32	-11.1%
May-2022	77	-7.2%	27	-3.6%
Jun-2022	69	-11.5%	27	-38.6%
Jul-2022	61	-33.7%	30	-36.2%
Aug-2022	72	-12.2%	30	-11.8%
Sep-2022	60	-35.5%	31	-13.9%
Oct-2022	65	-21.7%	15	-55.9%
<b>Nov-2022</b>	<b>55</b>	<b>-41.5%</b>	<b>9</b>	<b>-66.7%</b>

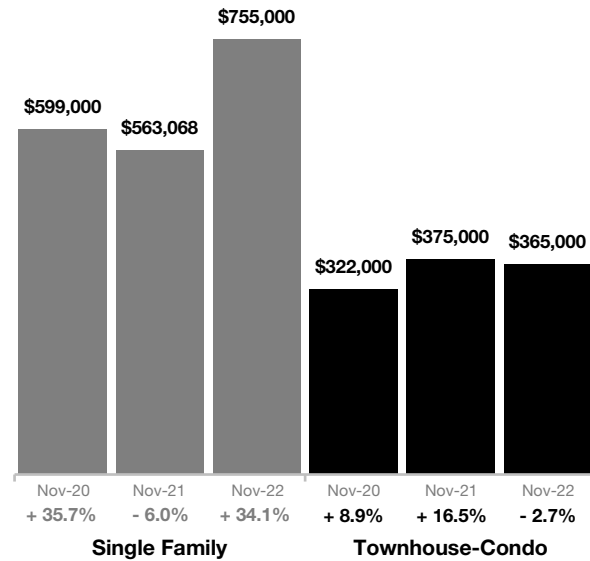
## Historical Sold Listings by Month



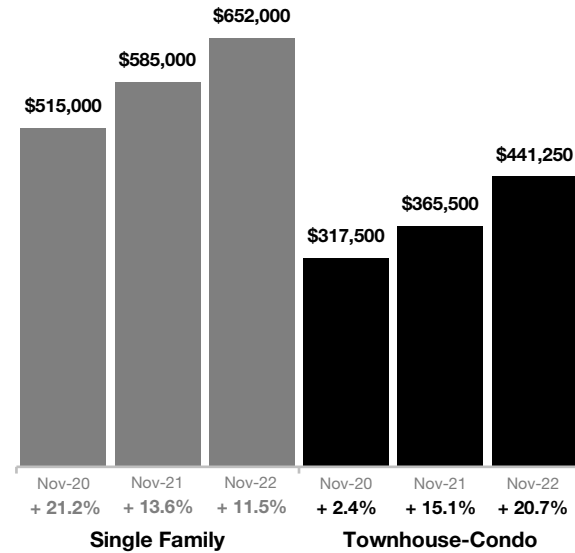
# Median Sales Price



## November

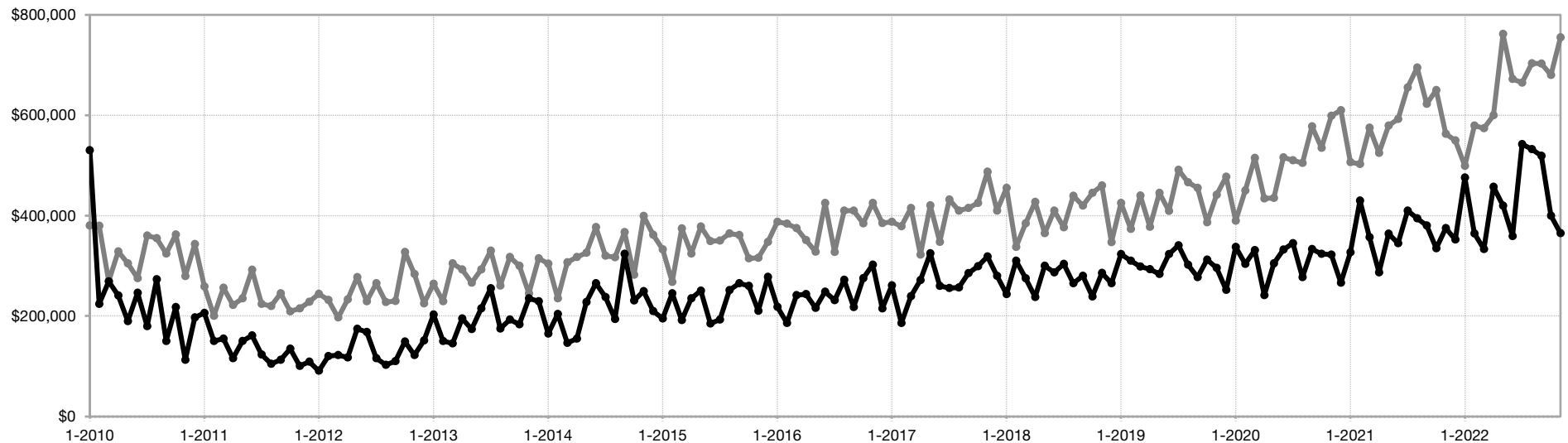


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	\$549,750	-9.9%	\$352,100	+32.4%
Jan-2022	\$499,000	-1.4%	\$476,000	+45.7%
Feb-2022	\$579,500	+15.3%	\$364,625	-15.2%
Mar-2022	\$574,000	-0.2%	\$333,045	-6.7%
Apr-2022	\$600,000	+14.3%	\$457,500	+59.4%
May-2022	\$761,700	+31.6%	\$420,000	+15.4%
Jun-2022	\$672,000	+13.4%	\$359,000	+4.1%
Jul-2022	\$665,000	+1.5%	\$542,500	+32.3%
Aug-2022	\$703,500	+1.2%	\$532,500	+35.1%
Sep-2022	\$703,000	+12.9%	\$519,000	+36.6%
Oct-2022	\$680,000	+4.6%	\$400,000	+19.4%
<b>Nov-2022</b>	<b>\$755,000</b>	<b>+34.1%</b>	<b>\$365,000</b>	<b>-2.7%</b>

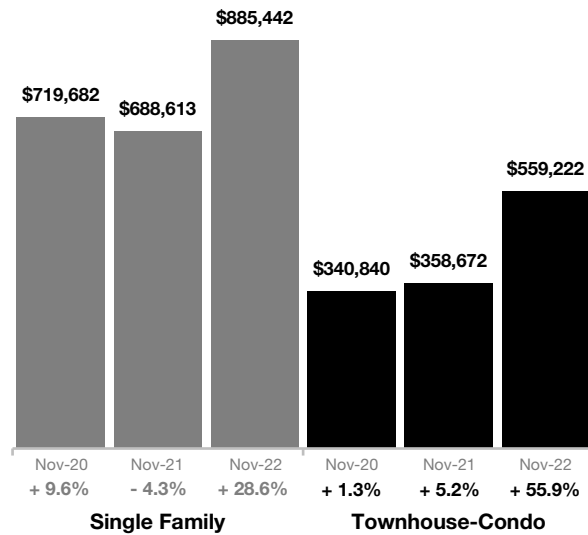
## Historical Median Sales Price by Month



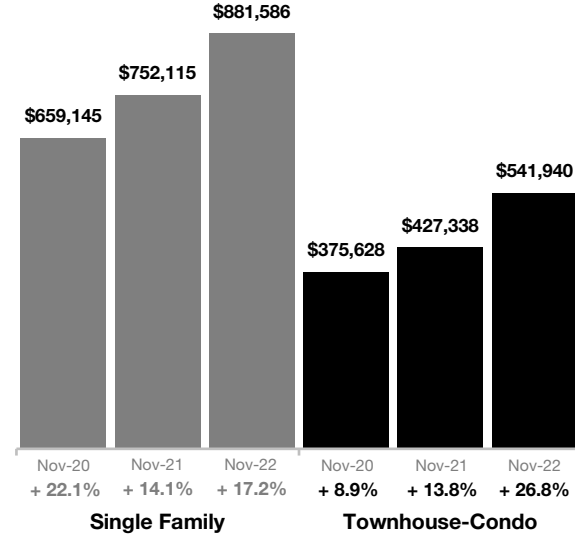
# Average Sales Price



## November

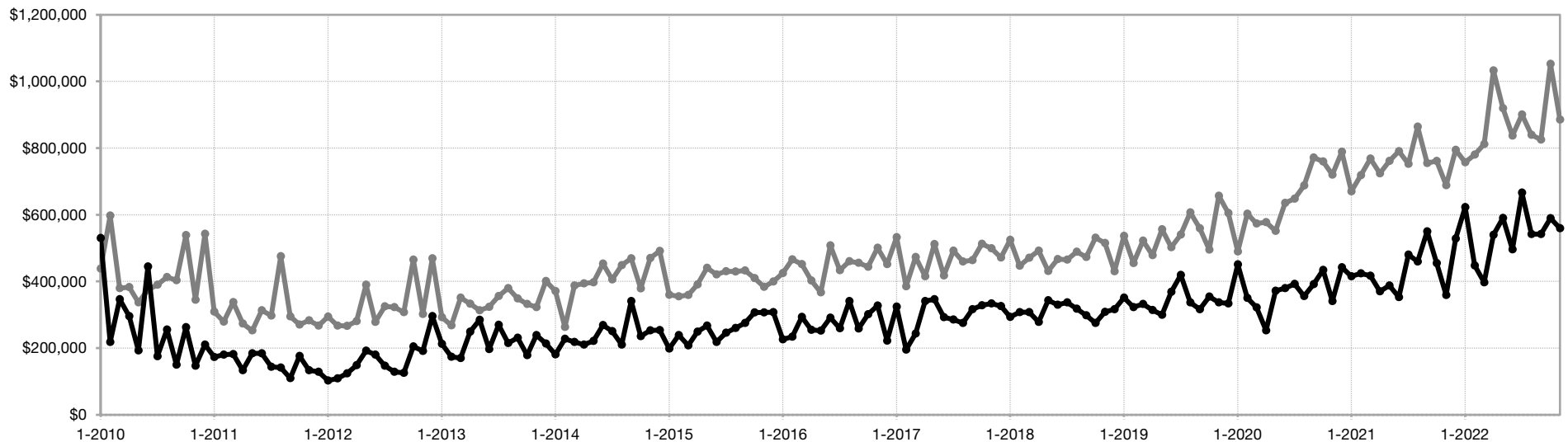


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	\$794,082	+0.6%	\$528,514	+19.7%
Jan-2022	\$757,018	+12.9%	\$622,285	+49.8%
Feb-2022	\$780,535	+8.6%	\$447,750	+5.7%
Mar-2022	\$812,144	+5.7%	\$396,700	-4.9%
Apr-2022	\$1,032,631	+42.6%	\$539,842	+45.9%
May-2022	\$919,679	+20.8%	\$590,165	+52.3%
Jun-2022	\$837,369	+5.9%	\$496,148	+40.6%
Jul-2022	\$900,862	+19.7%	\$666,100	+38.7%
Aug-2022	\$839,399	-2.8%	\$541,667	+17.9%
Sep-2022	\$825,429	+9.4%	\$541,960	-1.4%
Oct-2022	\$1,052,845	+38.3%	\$589,498	+29.6%
<b>Nov-2022</b>	<b>\$885,442</b>	<b>+28.6%</b>	<b>\$559,222</b>	<b>+55.9%</b>

## Historical Average Sales Price by Month

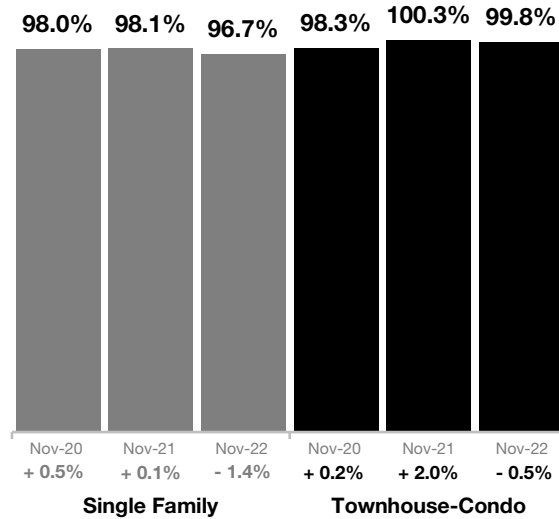




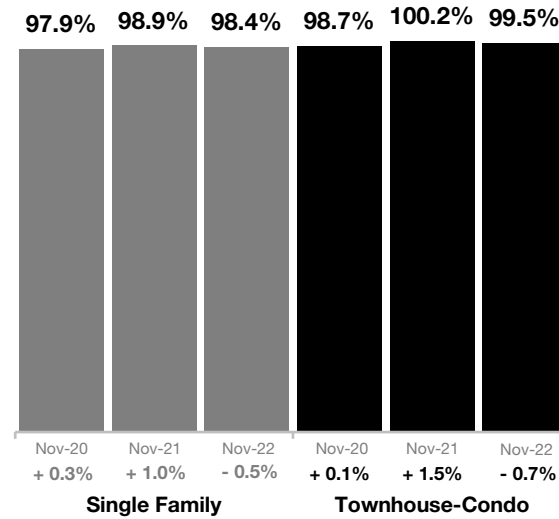
# Percent of List Price Received



## November

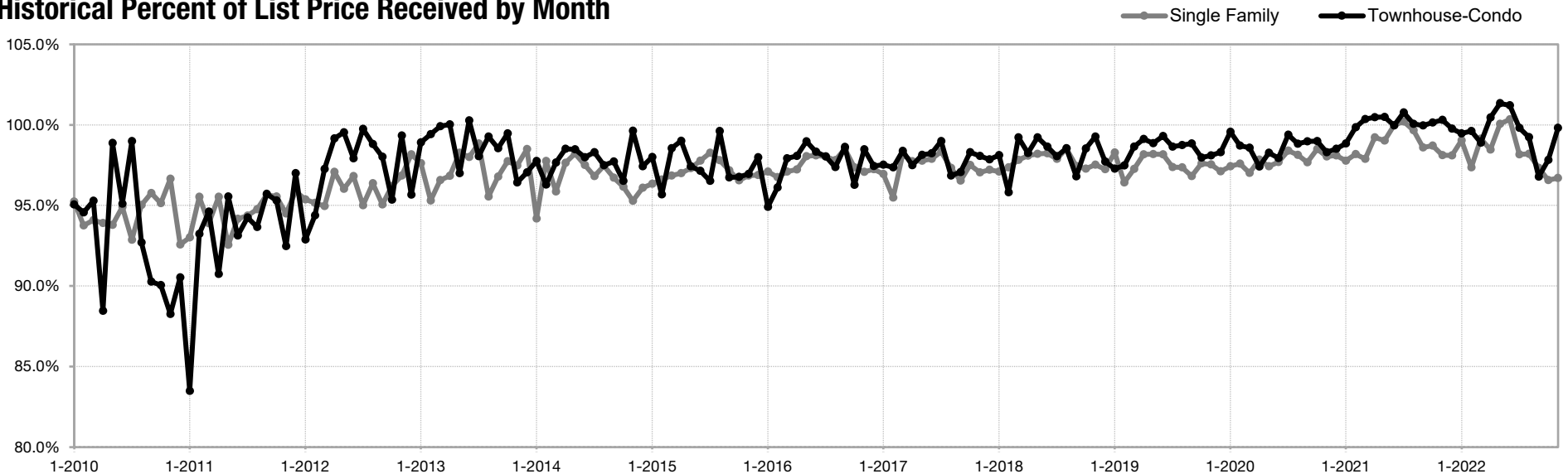


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	98.1%	0.0%	99.8%	+1.3%
Jan-2022	99.0%	+1.2%	99.5%	+0.7%
Feb-2022	97.4%	-0.8%	99.6%	-0.2%
Mar-2022	99.1%	+1.2%	98.9%	-1.5%
Apr-2022	98.5%	-0.7%	100.5%	0.0%
May-2022	100.1%	+1.1%	101.3%	+0.8%
Jun-2022	100.3%	+0.3%	101.2%	+1.2%
Jul-2022	98.2%	-2.0%	99.8%	-1.0%
Aug-2022	98.2%	-1.5%	99.2%	-0.9%
Sep-2022	97.3%	-1.3%	96.8%	-3.2%
Oct-2022	96.6%	-2.1%	97.8%	-2.3%
<b>Nov-2022</b>	<b>96.7%</b>	<b>-1.4%</b>	<b>99.8%</b>	<b>-0.5%</b>

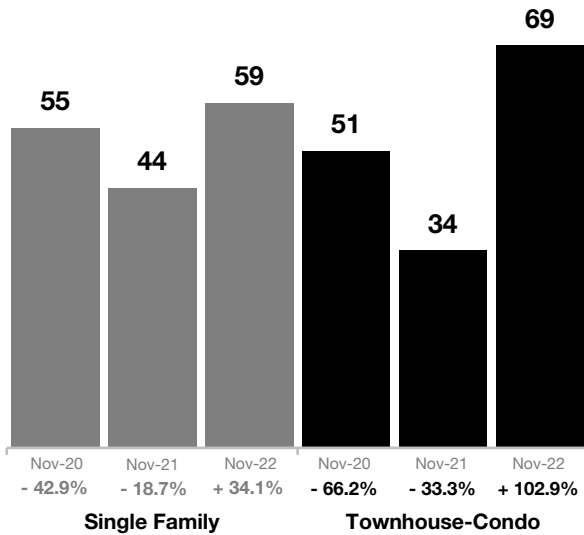
## Historical Percent of List Price Received by Month



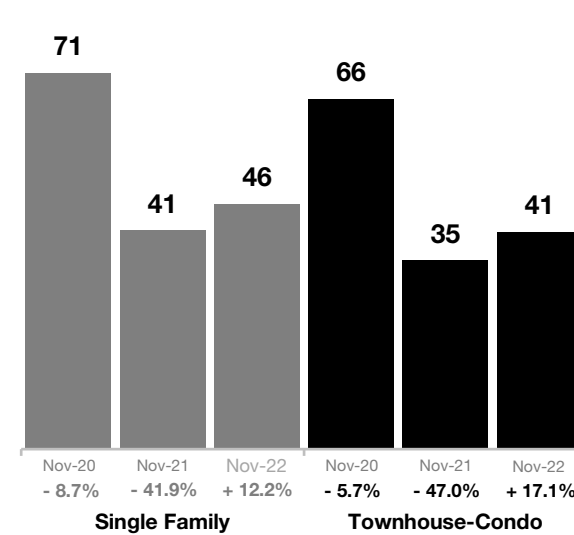
# Days on Market Until Sale



## November

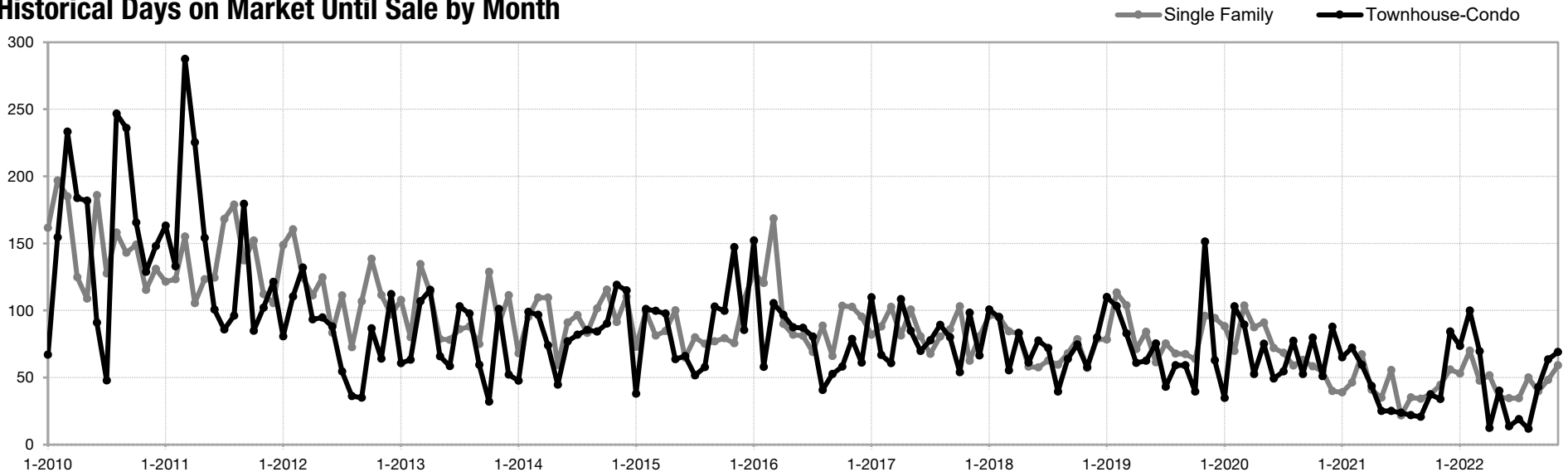


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	56	+40.0%	84	-4.5%
Jan-2022	53	+35.9%	73	+12.3%
Feb-2022	70	+52.2%	100	+38.9%
Mar-2022	48	-28.4%	70	+18.6%
Apr-2022	52	+26.8%	12	-72.7%
May-2022	35	0.0%	40	+60.0%
Jun-2022	35	-37.5%	14	-44.0%
Jul-2022	34	+54.5%	19	-20.8%
Aug-2022	50	+42.9%	12	-45.5%
Sep-2022	40	+17.6%	43	+104.8%
Oct-2022	48	+26.3%	63	+70.3%
<b>Nov-2022</b>	<b>59</b>	<b>+34.1%</b>	<b>69</b>	<b>+102.9%</b>

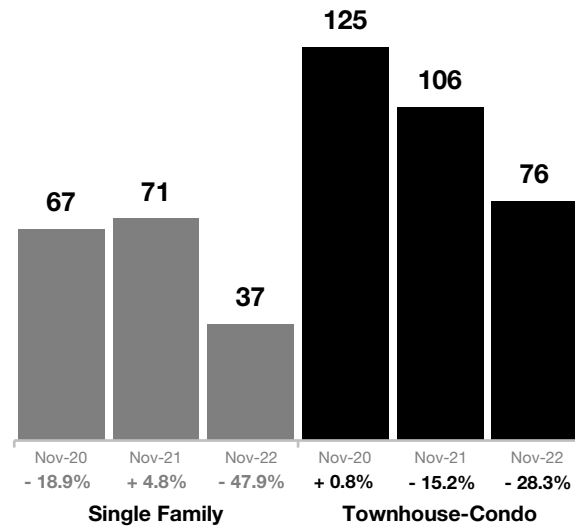
## Historical Days on Market Until Sale by Month



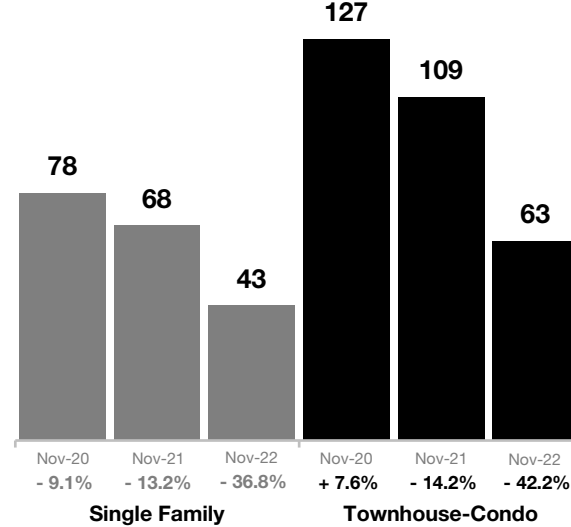
# Housing Affordability Index



## November

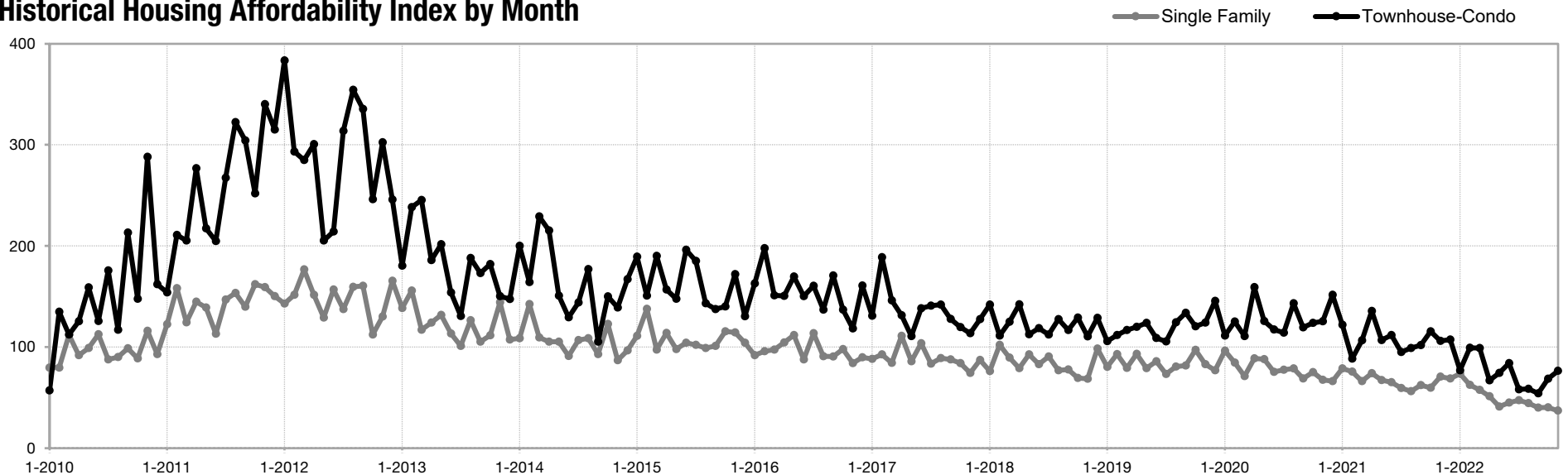


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	69	+4.5%	107	-29.6%
Jan-2022	73	-7.6%	77	-36.9%
Feb-2022	62	-18.4%	99	+12.5%
Mar-2022	57	-13.6%	99	-6.6%
Apr-2022	51	-31.1%	67	-50.7%
May-2022	41	-38.8%	74	-30.8%
Jun-2022	45	-30.8%	84	-25.0%
Jul-2022	47	-20.3%	58	-38.9%
Aug-2022	44	-21.4%	59	-40.4%
Sep-2022	40	-35.5%	54	-47.1%
Oct-2022	40	-33.3%	68	-40.9%
<b>Nov-2022</b>	<b>37</b>	<b>-47.9%</b>	<b>76</b>	<b>-28.3%</b>

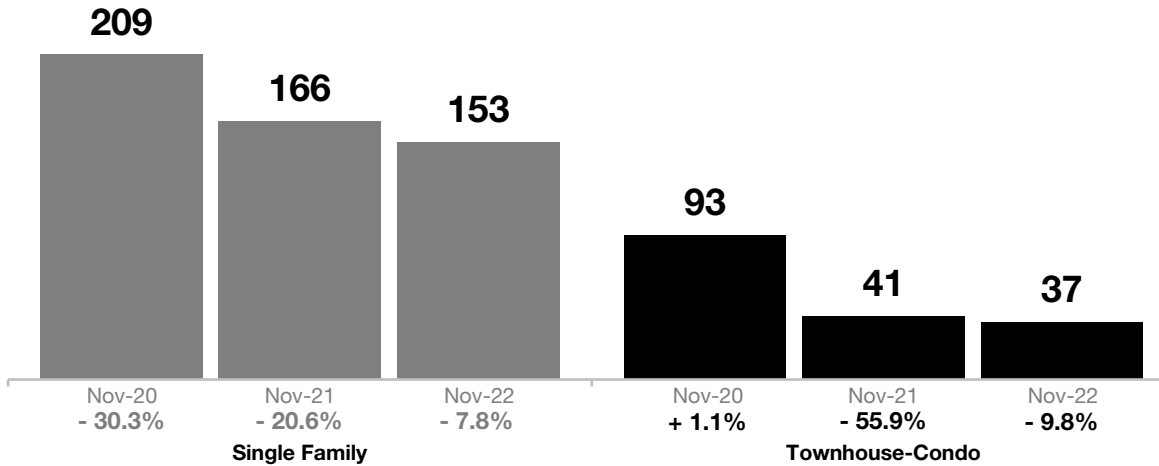
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

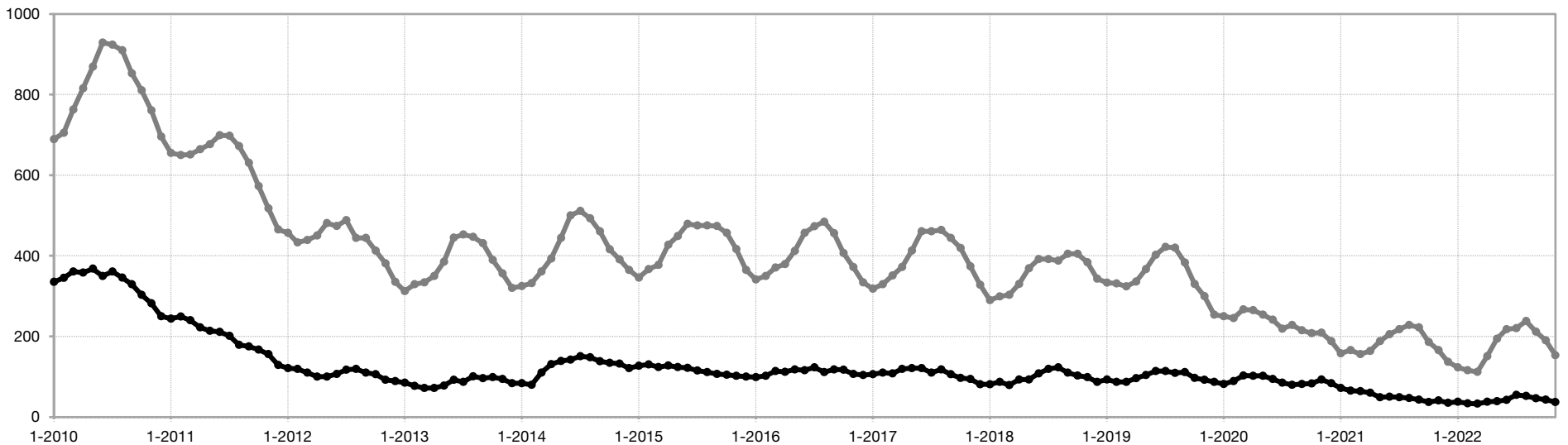


## November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	137	-27.1%	35	-58.3%
Jan-2022	123	-22.2%	38	-47.2%
Feb-2022	116	-30.1%	34	-47.7%
Mar-2022	112	-28.2%	33	-48.4%
Apr-2022	151	-7.9%	38	-36.7%
May-2022	194	+3.2%	39	-20.4%
Jun-2022	218	+6.3%	42	-16.0%
Jul-2022	220	+0.9%	55	+12.2%
Aug-2022	238	+4.4%	52	+10.6%
Sep-2022	212	-4.5%	46	+7.0%
Oct-2022	190	+2.2%	43	+16.2%
<b>Nov-2022</b>	<b>153</b>	<b>-7.8%</b>	<b>37</b>	<b>-9.8%</b>

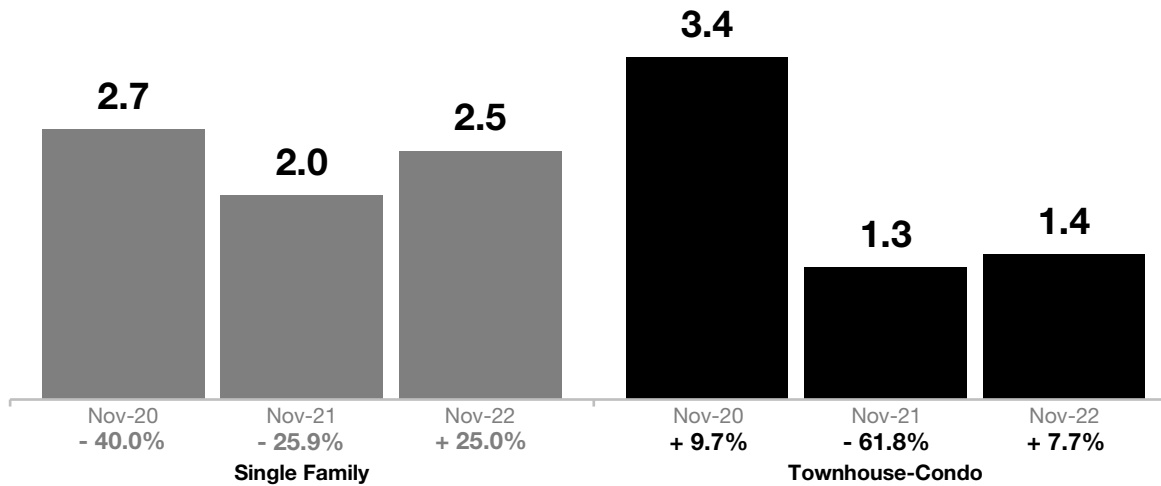
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

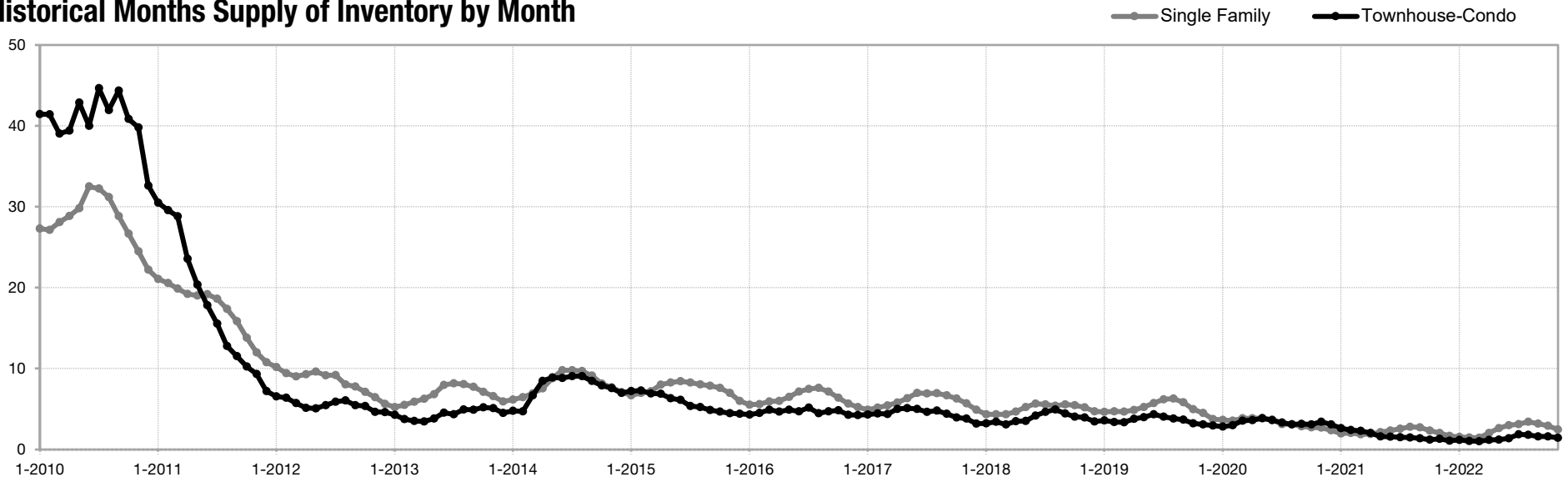


## November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2021	1.7	-29.2%	1.1	-64.5%
Jan-2022	1.5	-25.0%	1.2	-53.8%
Feb-2022	1.5	-25.0%	1.0	-58.3%
Mar-2022	1.4	-26.3%	1.0	-56.5%
Apr-2022	2.0	+5.3%	1.2	-40.0%
May-2022	2.6	+23.8%	1.2	-25.0%
Jun-2022	3.0	+30.4%	1.4	-12.5%
Jul-2022	3.1	+19.2%	1.9	+26.7%
Aug-2022	3.4	+21.4%	1.8	+20.0%
Sep-2022	3.2	+18.5%	1.6	+14.3%
Oct-2022	2.9	+26.1%	1.6	+33.3%
<b>Nov-2022</b>	<b>2.5</b>	<b>+25.0%</b>	<b>1.4</b>	<b>+7.7%</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.



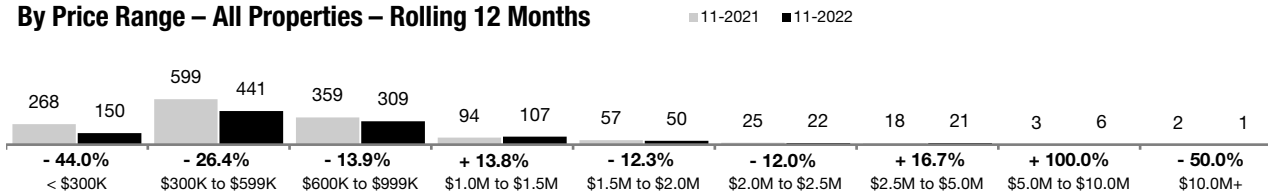
Key Metrics	Historical Sparkbars	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		87	44	- 49.4%	1,474	1,197	- 18.8%
<b>Pending Sales</b>		91	51	- 44.0%	1,356	924	- 31.9%
<b>Sold Listings</b>		128	68	- 46.9%	1,313	974	- 25.8%
<b>Median Sales Price</b>		\$477,500	\$695,000	+ 45.5%	\$493,123	\$580,000	+ 17.6%
<b>Avg. Sales Price</b>		\$634,818	\$797,578	+ 25.6%	\$676,091	\$763,377	+ 12.9%
<b>Pct. of List Price Received</b>		98.5%	96.7%	- 1.8%	99.1%	98.5%	- 0.6%
<b>Days on Market</b>		42	60	+ 42.9%	42	44	+ 4.8%
<b>Affordability Index</b>		83	40	- 51.8%	81	48	- 40.7%
<b>Active Listings</b>		231	210	- 9.1%	--	--	--
<b>Months Supply</b>		1.9	2.3	+ 21.1%	--	--	--

# Closed Sales

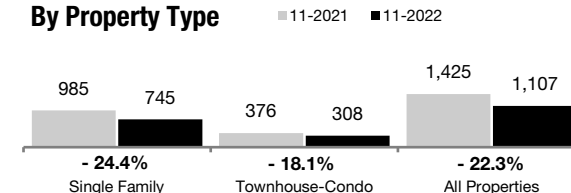
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$299,999 and Below	84	33	-60.7%	140	73	-47.9%
\$300,000 to \$599,999	418	299	-28.5%	174	137	-21.3%
\$600,000 to \$999,999	308	237	-23.1%	47	69	+46.8%
\$1,000,000 to \$1,499,999	84	88	+4.8%	9	19	+111.1%
\$1,500,00 to \$1,999,999	50	42	-16.0%	4	7	+75.0%
\$2,000,000 to \$2,499,999	23	19	-17.4%	2	3	+50.0%
\$2,500,000 to \$4,999,999	16	21	+31.3%	0	0	--
\$5,000,000 to \$9,999,999	2	5	+150.0%	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>985</b>	<b>745</b>	<b>-24.4%</b>	<b>376</b>	<b>308</b>	<b>-18.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2022	11-2022	Change	10-2022	11-2022	Change
\$299,999 and Below	4	2	-50.0%	5	3	-40.0%
\$300,000 to \$599,999	23	16	-30.4%	7	4	-42.9%
\$600,000 to \$999,999	18	22	+22.2%	1	1	0.0%
\$1,000,000 to \$1,499,999	6	10	+66.7%	0	0	--
\$1,500,00 to \$1,999,999	6	3	-50.0%	1	1	0.0%
\$2,000,000 to \$2,499,999	2	0	-100.0%	1	0	-100.0%
\$2,500,000 to \$4,999,999	5	2	-60.0%	0	0	--
\$5,000,000 to \$9,999,999	1	0	-100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>65</b>	<b>55</b>	<b>-15.4%</b>	<b>15</b>	<b>9</b>	<b>-40.0%</b>

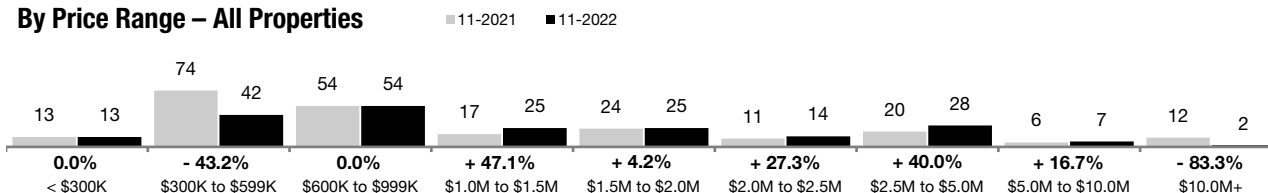
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$299,999 and Below	76	30	-60.5%	128	62	-51.6%
\$300,000 to \$599,999	384	253	-34.1%	168	118	-29.8%
\$600,000 to \$999,999	281	217	-22.8%	44	62	+40.9%
\$1,000,000 to \$1,499,999	77	81	+5.2%	9	16	+77.8%
\$1,500,00 to \$1,999,999	44	36	-18.2%	4	6	+50.0%
\$2,000,000 to \$2,499,999	23	18	-21.7%	1	2	+100.0%
\$2,500,000 to \$4,999,999	13	19	+46.2%	0	0	--
\$5,000,000 to \$9,999,999	2	4	+100.0%	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--
<b>All Price Ranges</b>	<b>900</b>	<b>659</b>	<b>-26.8%</b>	<b>354</b>	<b>266</b>	<b>-24.9%</b>

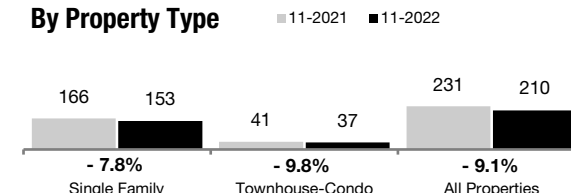
# Inventory of Active Listings

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			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$299,999 and Below	3	4	+33.3%	8	2	-75.0%
\$300,000 to \$599,999	53	32	-39.6%	19	9	-52.6%
\$600,000 to \$999,999	41	44	+7.3%	10	10	0.0%
\$1,000,000 to \$1,499,999	15	20	+33.3%	0	3	--
\$1,500,00 to \$1,999,999	20	20	0.0%	4	4	0.0%
\$2,000,000 to \$2,499,999	10	9	-10.0%	0	3	--
\$2,500,000 to \$4,999,999	17	21	+23.5%	0	5	--
\$5,000,000 to \$9,999,999	5	2	-60.0%	0	1	--
\$10,000,000 and Above	2	1	-50.0%	0	0	--
<b>All Price Ranges</b>	<b>166</b>	<b>153</b>	<b>-7.8%</b>	<b>41</b>	<b>37</b>	<b>-9.8%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	10-2022	11-2022	Change	10-2022	11-2022	Change
\$299,999 and Below	6	4	-33.3%	4	2	-50.0%
\$300,000 to \$599,999	34	32	-5.9%	9	9	0.0%
\$600,000 to \$999,999	59	44	-25.4%	14	10	-28.6%
\$1,000,000 to \$1,499,999	26	20	-23.1%	2	3	+50.0%
\$1,500,00 to \$1,999,999	21	20	-4.8%	5	4	-20.0%
\$2,000,000 to \$2,499,999	12	9	-25.0%	3	3	0.0%
\$2,500,000 to \$4,999,999	29	21	-27.6%	5	5	0.0%
\$5,000,000 to \$9,999,999	2	2	0.0%	1	1	0.0%
\$10,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>190</b>	<b>153</b>	<b>-19.5%</b>	<b>43</b>	<b>37</b>	<b>-14.0%</b>

### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	11-2021	11-2022	Change	11-2021	11-2022	Change
\$299,999 and Below	6	4	-33.3%	4	2	-50.0%
\$300,000 to \$599,999	34	32	-5.9%	9	9	0.0%
\$600,000 to \$999,999	59	44	-25.4%	14	10	-28.6%
\$1,000,000 to \$1,499,999	26	20	-23.1%	2	3	+50.0%
\$1,500,00 to \$1,999,999	21	20	-4.8%	5	4	-20.0%
\$2,000,000 to \$2,499,999	12	9	-25.0%	3	3	0.0%
\$2,500,000 to \$4,999,999	29	21	-27.6%	5	5	0.0%
\$5,000,000 to \$9,999,999	2	2	0.0%	1	1	0.0%
\$10,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>190</b>	<b>153</b>	<b>-19.5%</b>	<b>43</b>	<b>37</b>	<b>-14.0%</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 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.