

# Monthly Indicators



## November 2015

Percent changes calculated using year-over-year comparisons.

New Listings were down 83.3 percent for single family homes and 88.9 percent for townhouse-condo properties. Pending Sales remained flat for single family homes but decreased 42.9 percent for townhouse-condo properties.

The Median Sales Price was down 58.3 percent to \$719,000 for single family homes but increased 71.4 percent to \$960,000 for townhouse-condo properties. Days on Market decreased 20.2 percent for single family homes and 27.8 percent for condo properties.

Unemployment rates across the nation changed little last month, which bodes well for an increase in buying activity. The national jobless rate was 5.0 percent in October, which was 0.7 percent lower than the year prior. Although housing and employment data are quite positive at this juncture, it is still certainly possible for listings and sales to be down in year-over-year comparisons. Bad weather and the mix of housing available to buyers tend to have a greater effect on trends at the end of the year than during the midsummer months.

## Activity Snapshot

**- 44.0%**      **+ 1.8%**      **- 11.2%**

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 Deep Creek Mesa, East Valley, Ilium to Ames, Town of Telluride, Wilson Mesa, Fall Creek, Iron Springs/Horsefly, Mountain Village, Ophir Valley, Specie, Turkey Crk Msa, Hastings, Placerville, Sawpit, Sunshine, Valley Floor to Airport Road, 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	11-2014	11-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		6	1	- 83.3%	129	131	+ 1.6%
<b>Pending Sales</b>		3	3	0.0%	89	67	- 24.7%
<b>Sold Listings</b>		8	3	- 62.5%	87	62	- 28.7%
<b>Median Sales Price</b>		\$1,725,000	<b>\$719,000</b>	- 58.3%	\$1,680,000	<b>\$1,425,000</b>	- 15.2%
<b>Avg. Sales Price</b>		\$2,355,375	<b>\$1,064,667</b>	- 54.8%	\$2,135,758	<b>\$2,025,979</b>	- 5.1%
<b>Pct. of List Price Received</b>		92.3%	<b>94.4%</b>	+ 2.3%	90.9%	<b>93.5%</b>	+ 2.9%
<b>Days on Market</b>		242	<b>193</b>	- 20.2%	289	<b>253</b>	- 12.5%
<b>Affordability Index</b>		20	<b>50</b>	+ 150.0%	21	<b>25</b>	+ 19.0%
<b>Active Listings</b>		179	<b>156</b>	- 12.8%	--	--	--
<b>Months Supply</b>		23.1	<b>26.0</b>	+ 12.6%	--	--	--

# Townhouse-Condo Market Overview

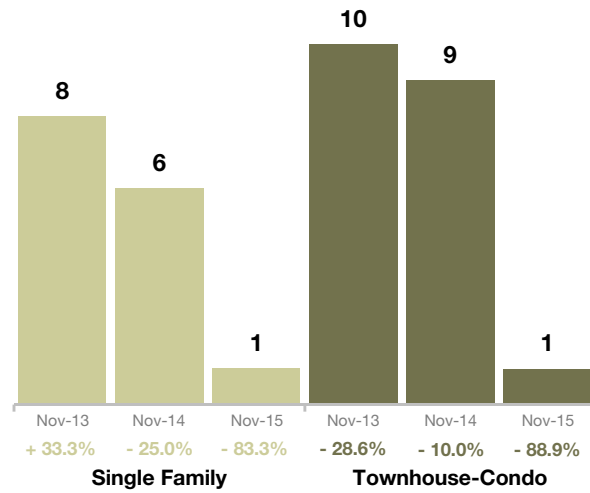


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

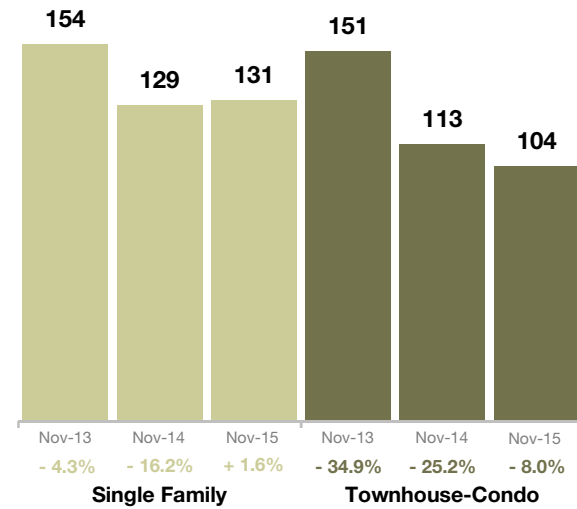
Key Metrics	Historical Sparkbars	11-2014	11-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		9	1	- 88.9%	113	<b>104</b>	- 8.0%
<b>Pending Sales</b>		7	4	- 42.9%	144	<b>159</b>	+ 10.4%
<b>Sold Listings</b>		17	11	- 35.3%	149	<b>154</b>	+ 3.4%
<b>Median Sales Price</b>		\$560,029	<b>\$960,000</b>	+ 71.4%	\$716,000	<b>\$747,500</b>	+ 4.4%
<b>Avg. Sales Price</b>		\$701,219	<b>\$1,244,288</b>	+ 77.4%	\$929,466	<b>\$921,657</b>	- 0.8%
<b>Pct. of List Price Received</b>		95.8%	<b>93.8%</b>	- 2.1%	94.5%	<b>94.1%</b>	- 0.4%
<b>Days on Market</b>		255	<b>184</b>	- 27.8%	263	<b>267</b>	+ 1.5%
<b>Affordability Index</b>		62	<b>38</b>	- 38.7%	48	<b>48</b>	0.0%
<b>Active Listings</b>		160	<b>49</b>	- 69.4%	--	--	--
<b>Months Supply</b>		11.7	<b>3.6</b>	- 69.2%	--	--	--

# New Listings

## November

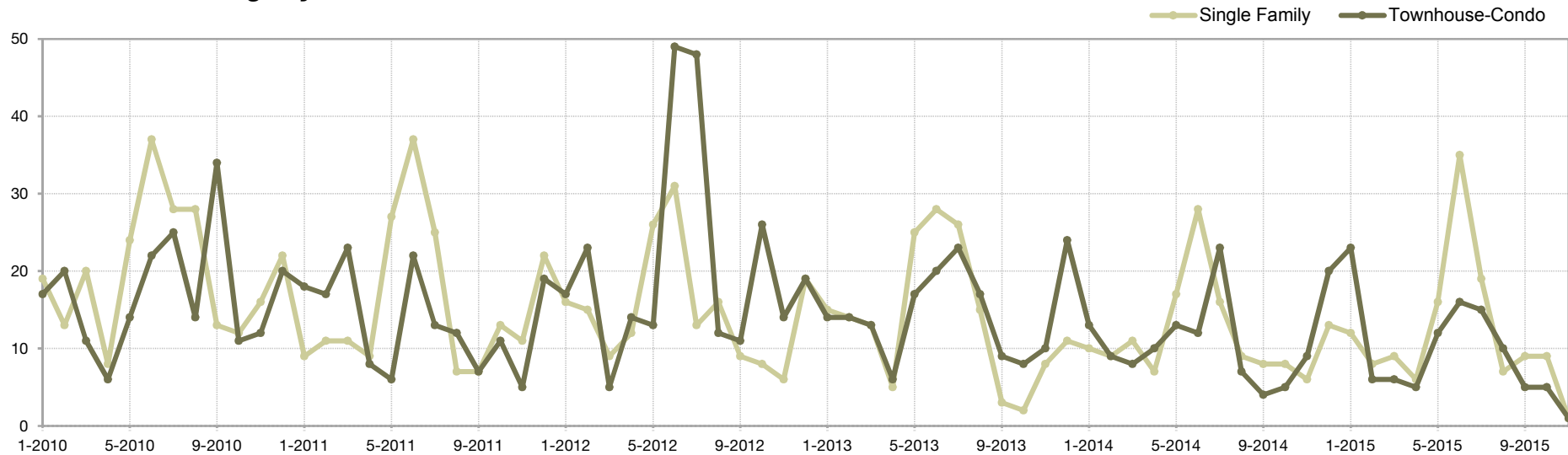


## Year to Date



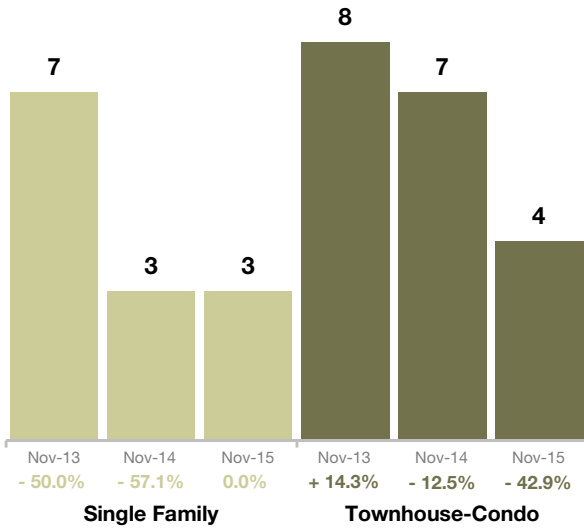
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	13	+18.2%	20	-16.7%
Jan-2015	12	+20.0%	23	+76.9%
Feb-2015	8	-11.1%	6	-33.3%
Mar-2015	9	-18.2%	6	-25.0%
Apr-2015	6	-14.3%	5	-50.0%
May-2015	16	-5.9%	12	-7.7%
Jun-2015	35	+25.0%	16	+33.3%
Jul-2015	19	+18.8%	15	-34.8%
Aug-2015	7	-22.2%	10	+42.9%
Sep-2015	9	+12.5%	5	+25.0%
Oct-2015	9	+12.5%	5	0.0%
<b>Nov-2015</b>	<b>1</b>	<b>-83.3%</b>	<b>1</b>	<b>-88.9%</b>

## Historical New Listings by Month

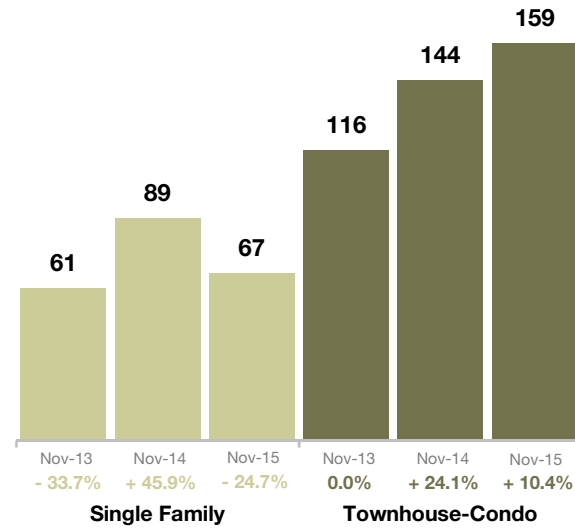


# Pending Sales

## November

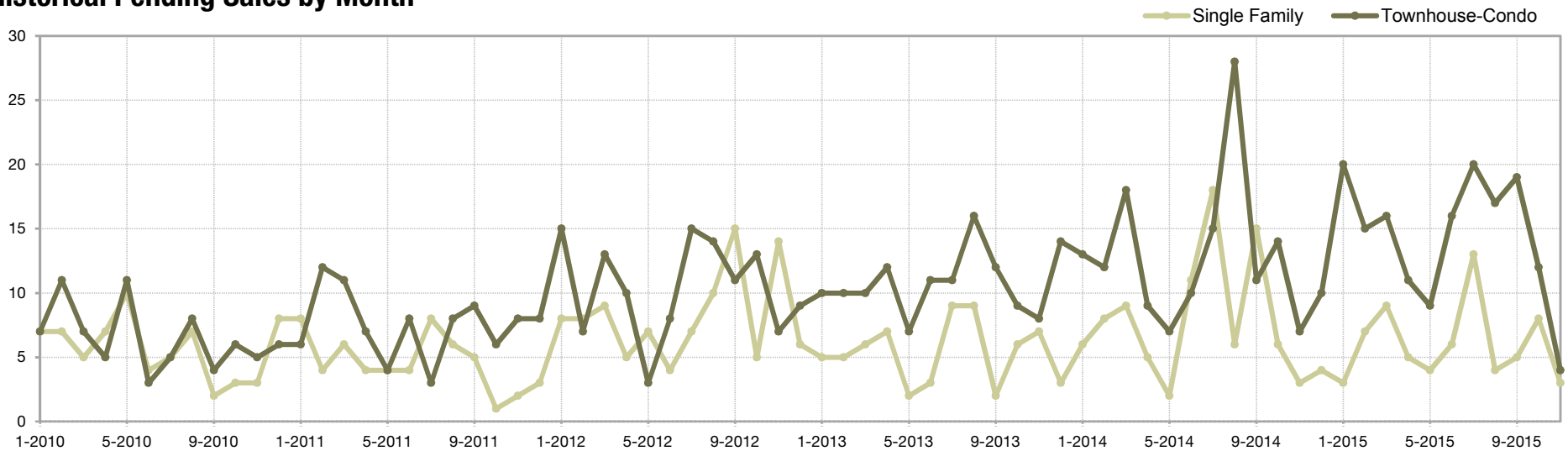


## Year to Date



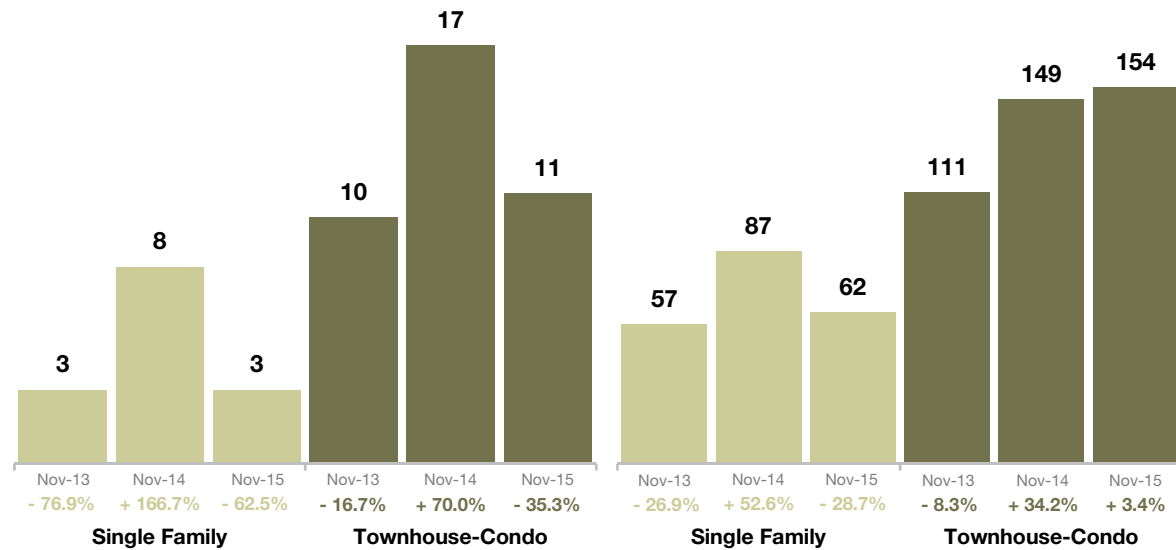
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	4	+33.3%	10	-28.6%
Jan-2015	3	-50.0%	20	+53.8%
Feb-2015	7	-12.5%	15	+25.0%
Mar-2015	9	0.0%	16	-11.1%
Apr-2015	5	0.0%	11	+22.2%
May-2015	4	+100.0%	9	+28.6%
Jun-2015	6	-45.5%	16	+60.0%
Jul-2015	13	-27.8%	20	+33.3%
Aug-2015	4	-33.3%	17	-39.3%
Sep-2015	5	-66.7%	19	+72.7%
Oct-2015	8	+33.3%	12	-14.3%
<b>Nov-2015</b>	<b>3</b>	<b>0.0%</b>	<b>4</b>	<b>-42.9%</b>

## Historical Pending Sales by Month



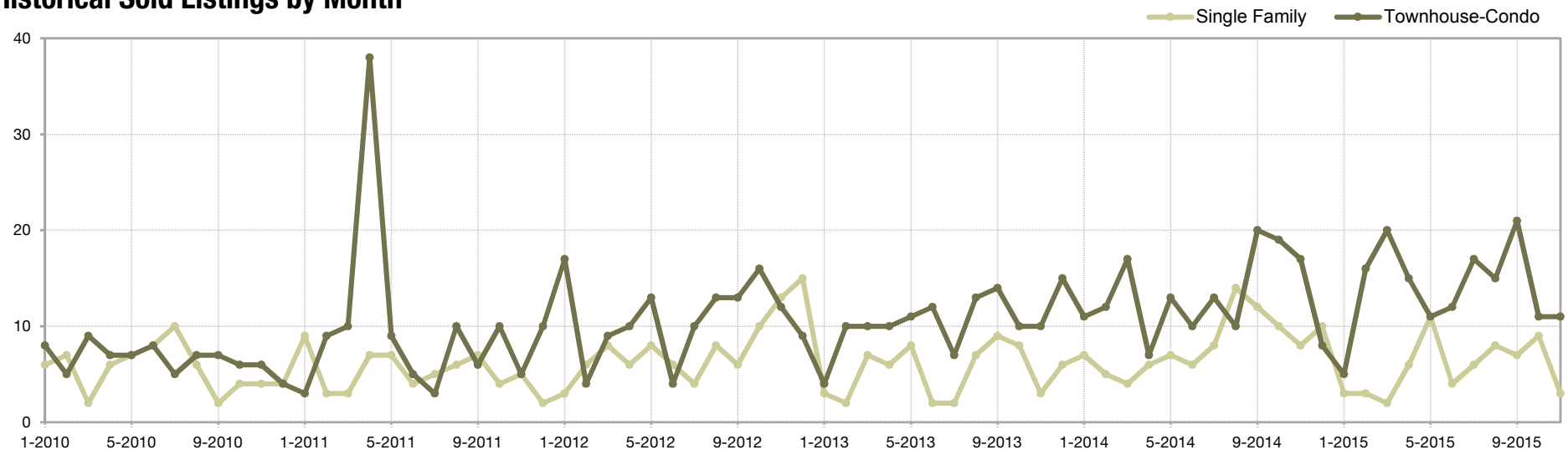
# Sold Listings

## November



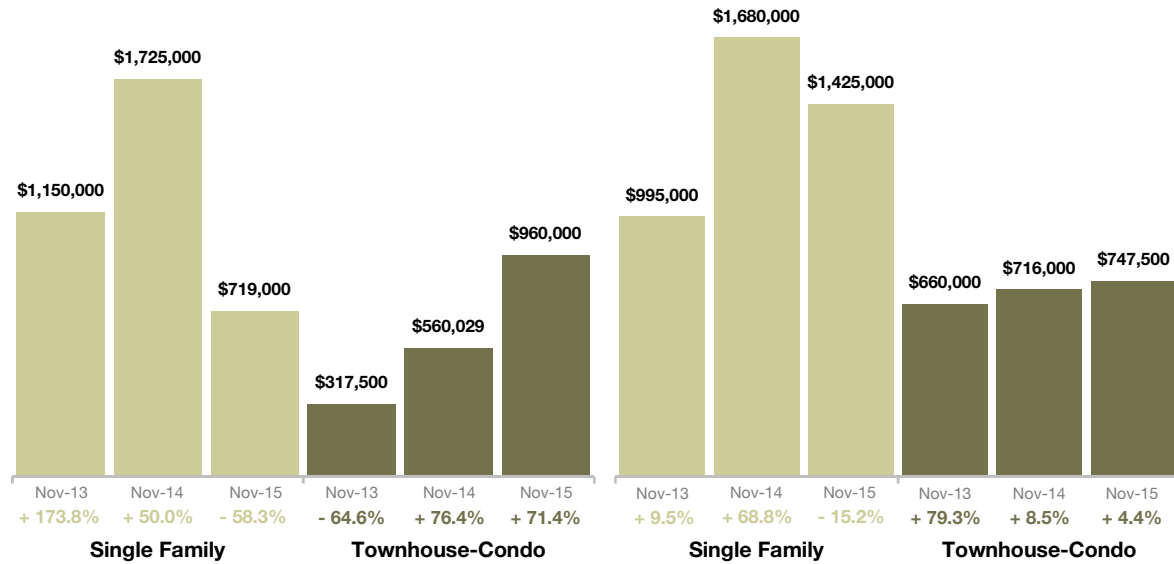
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	10	+66.7%	8	-46.7%
Jan-2015	3	-57.1%	5	-54.5%
Feb-2015	3	-40.0%	16	+33.3%
Mar-2015	2	-50.0%	20	+17.6%
Apr-2015	6	0.0%	15	+114.3%
May-2015	11	+57.1%	11	-15.4%
Jun-2015	4	-33.3%	12	+20.0%
Jul-2015	6	-25.0%	17	+30.8%
Aug-2015	8	-42.9%	15	+50.0%
Sep-2015	7	-41.7%	21	+5.0%
Oct-2015	9	-10.0%	11	-42.1%
<b>Nov-2015</b>	<b>3</b>	<b>-62.5%</b>	<b>11</b>	<b>-35.3%</b>

## Historical Sold Listings by Month

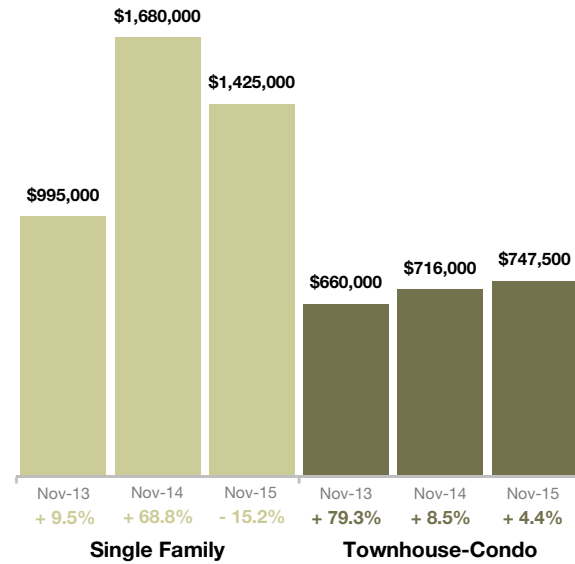


# Median Sales Price

## November

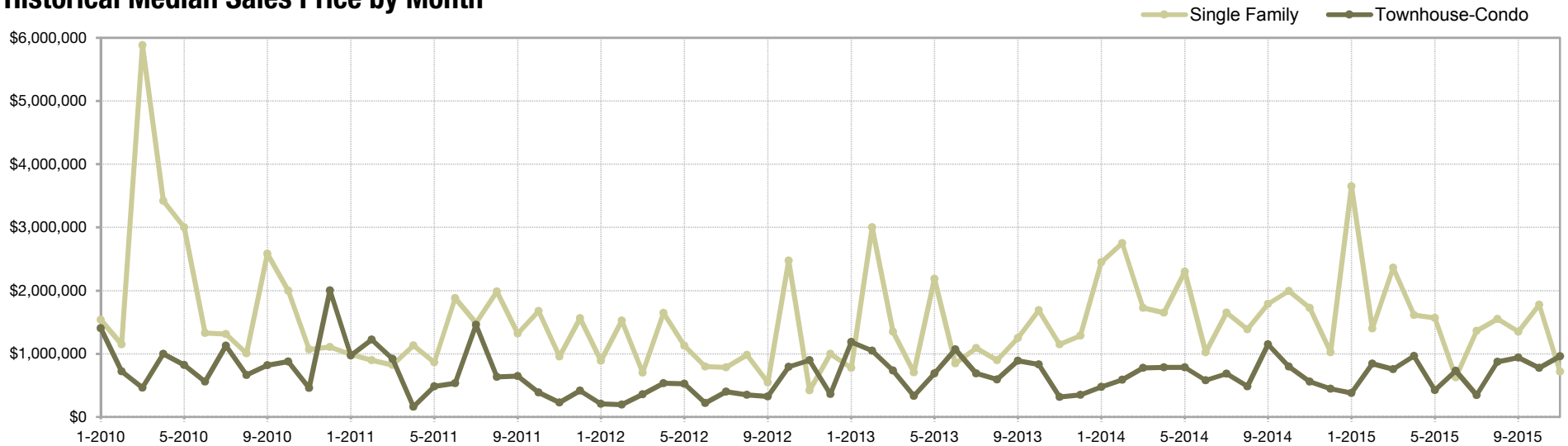


## Year to Date



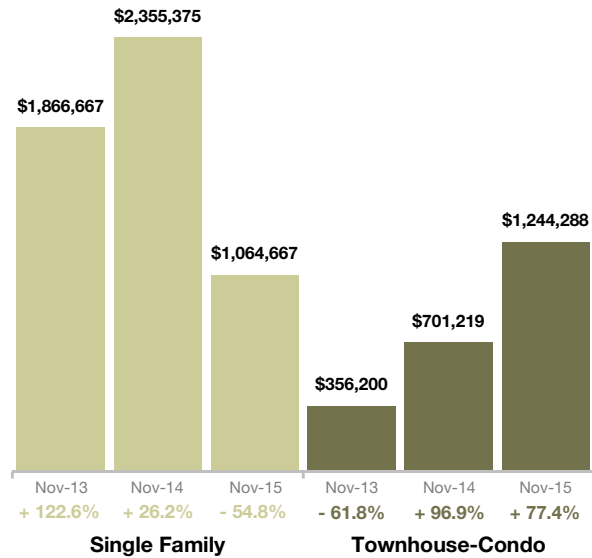
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	\$1,022,500	-20.5%	\$446,500	+27.6%
Jan-2015	\$3,649,500	+49.0%	\$380,000	-20.2%
Feb-2015	\$1,400,000	-49.1%	\$842,500	+42.9%
Mar-2015	\$2,362,500	+37.0%	\$754,950	-2.6%
Apr-2015	\$1,613,450	-2.2%	\$965,000	+22.9%
May-2015	\$1,566,000	-31.9%	\$425,000	-45.9%
Jun-2015	\$626,000	-38.9%	\$732,500	+26.0%
Jul-2015	\$1,362,500	-17.5%	\$345,000	-49.6%
Aug-2015	\$1,549,500	+11.8%	\$875,000	+80.8%
Sep-2015	\$1,350,000	-24.5%	\$940,000	-18.3%
Oct-2015	\$1,775,000	-11.0%	\$775,000	-3.1%
<b>Nov-2015</b>	<b>\$719,000</b>	<b>-58.3%</b>	<b>\$960,000</b>	<b>+71.4%</b>

## Historical Median Sales Price by Month

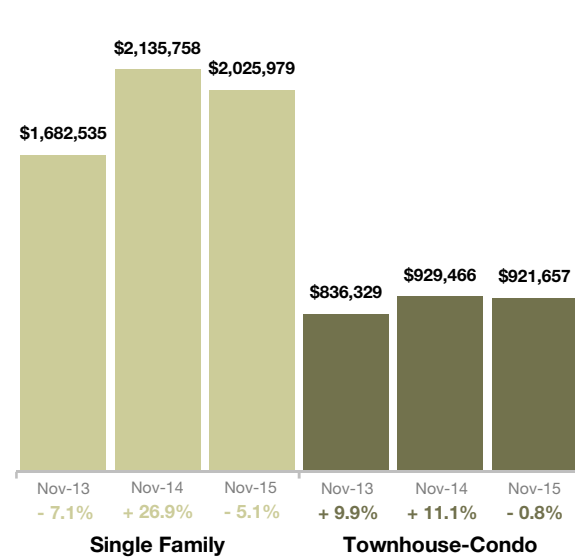


# Average Sales Price

## November

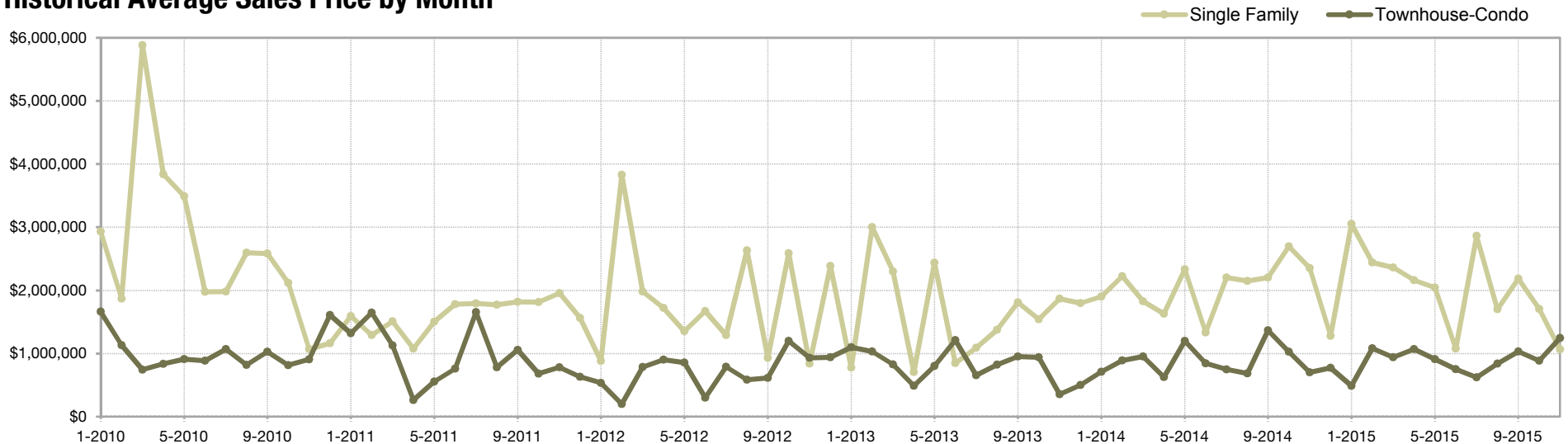


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	\$1,277,000	-28.9%	\$774,753	+55.0%
Jan-2015	\$3,049,833	+60.3%	\$488,600	-31.3%
Feb-2015	\$2,440,000	+9.7%	\$1,081,094	+21.3%
Mar-2015	\$2,362,500	+29.5%	\$940,158	-1.2%
Apr-2015	\$2,161,308	+32.7%	\$1,070,100	+71.4%
May-2015	\$2,045,545	-12.3%	\$909,945	-24.0%
Jun-2015	\$1,077,594	-19.3%	\$750,542	-11.2%
Jul-2015	\$2,865,833	+30.0%	\$620,912	-17.0%
Aug-2015	\$1,699,563	-20.9%	\$841,353	+22.9%
Sep-2015	\$2,185,571	-0.8%	\$1,033,844	-24.4%
Oct-2015	\$1,705,833	-36.7%	\$886,409	-13.8%
<b>Nov-2015</b>	<b>\$1,064,667</b>	<b>-54.8%</b>	<b>\$1,244,288</b>	<b>+77.4%</b>

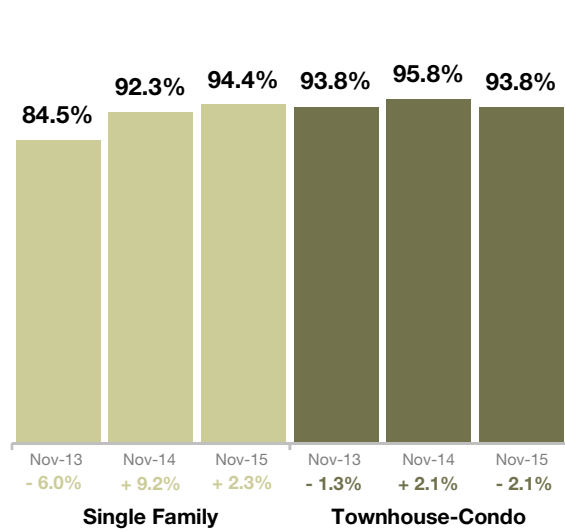
## Historical Average Sales Price by Month



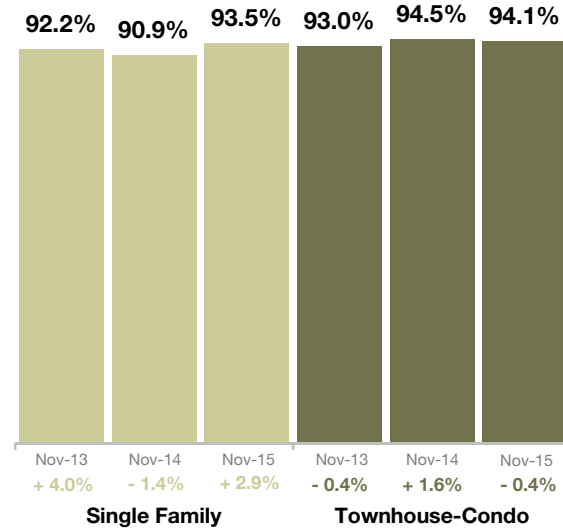


# Percent of List Price Received

## November

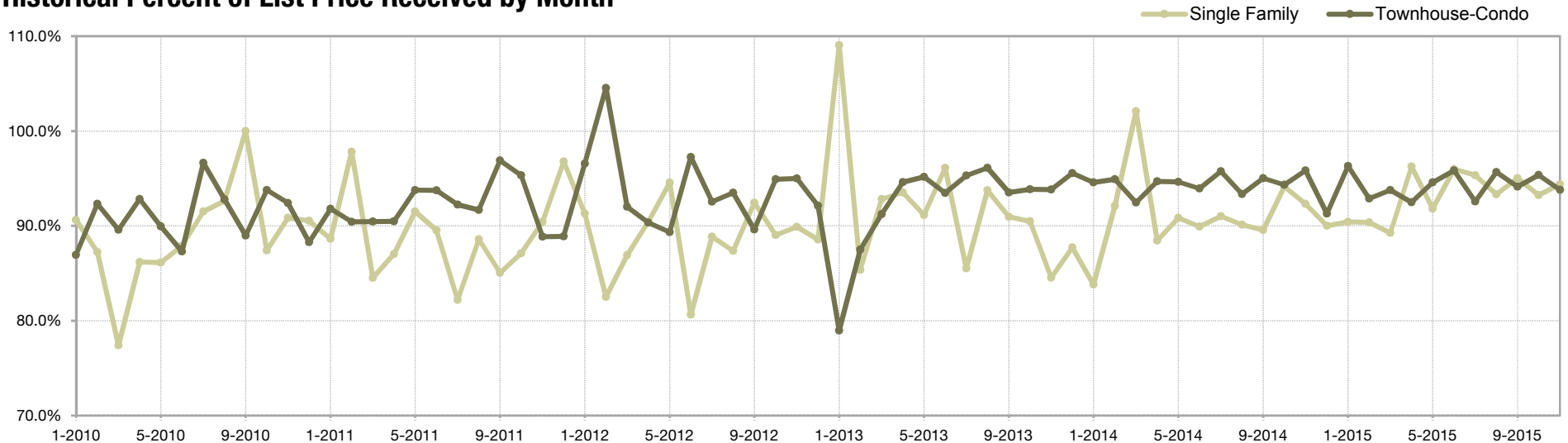


## Year to Date



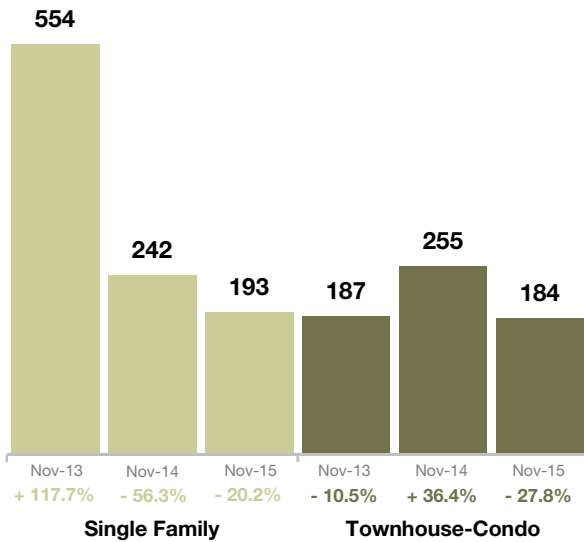
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	90.0%	+2.6%	91.3%	-4.4%
Jan-2015	90.4%	+7.9%	96.3%	+1.8%
Feb-2015	90.4%	-1.8%	92.9%	-2.1%
Mar-2015	89.3%	-12.5%	93.8%	+1.4%
Apr-2015	96.3%	+8.8%	92.5%	-2.3%
May-2015	91.8%	+1.1%	94.6%	0.0%
Jun-2015	96.0%	+6.8%	95.8%	+1.9%
Jul-2015	95.3%	+4.7%	92.6%	-3.2%
Aug-2015	93.3%	+3.6%	95.7%	+2.6%
Sep-2015	95.0%	+6.0%	94.1%	-0.9%
Oct-2015	93.2%	-1.0%	95.4%	+1.2%
<b>Nov-2015</b>	<b>94.4%</b>	<b>+2.3%</b>	<b>93.8%</b>	<b>-2.1%</b>

## Historical Percent of List Price Received by Month

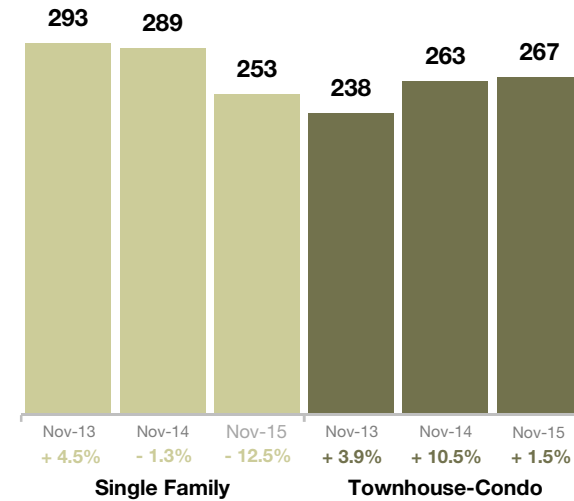


# Days on Market Until Sale

## November

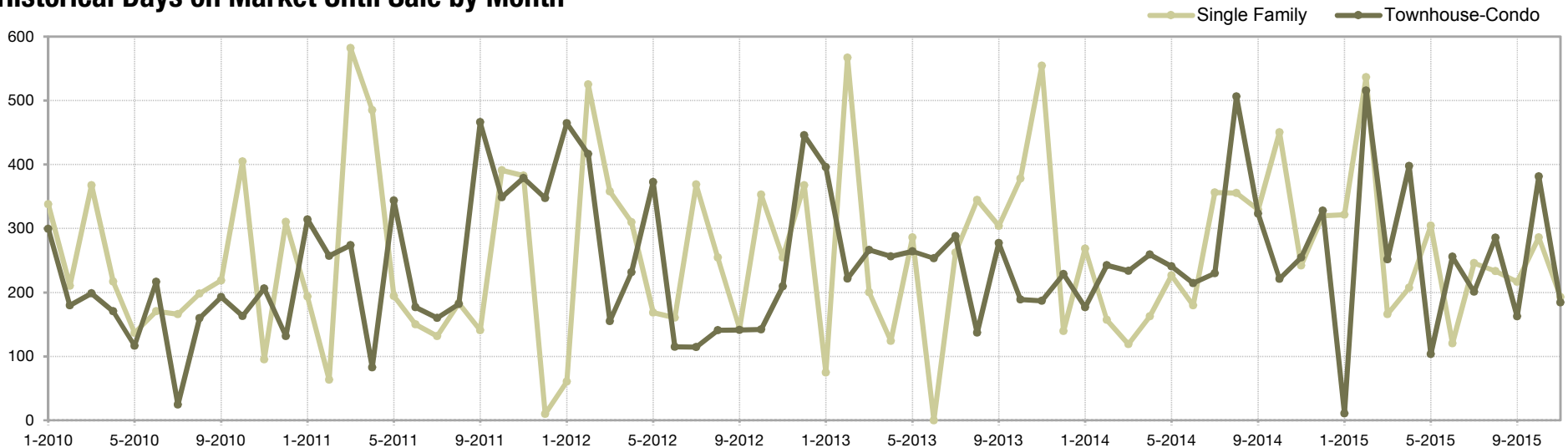


## Year to Date



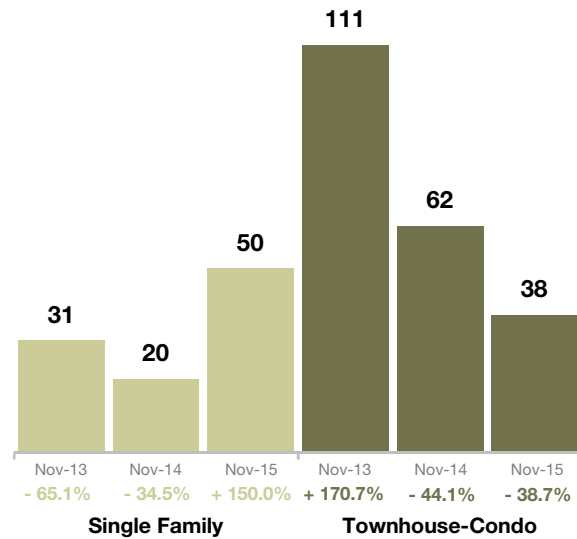
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	320	+128.6%	328	+43.2%
Jan-2015	322	+20.1%	11	-93.8%
Feb-2015	537	+242.0%	516	+113.2%
Mar-2015	166	+39.5%	252	+7.7%
Apr-2015	207	+27.0%	398	+53.7%
May-2015	304	+33.9%	104	-56.8%
Jun-2015	120	-33.3%	256	+19.1%
Jul-2015	246	-30.9%	201	-12.6%
Aug-2015	233	-34.4%	285	-43.7%
Sep-2015	216	-34.5%	163	-49.5%
Oct-2015	286	-36.4%	381	+72.4%
<b>Nov-2015</b>	<b>193</b>	<b>-20.2%</b>	<b>184</b>	<b>-27.8%</b>

## Historical Days on Market Until Sale by Month

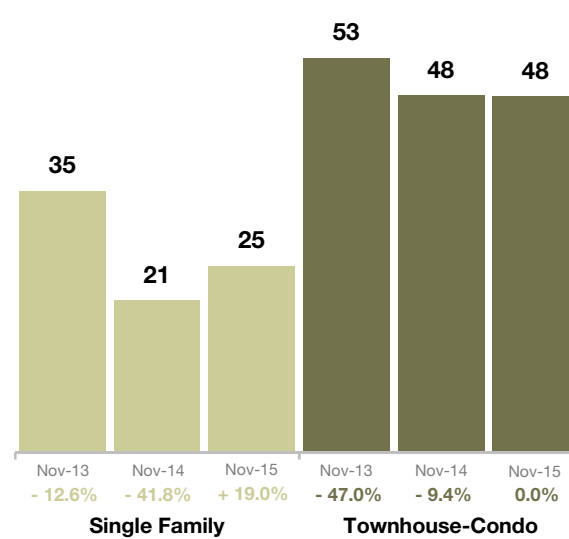


# Housing Affordability Index

## November

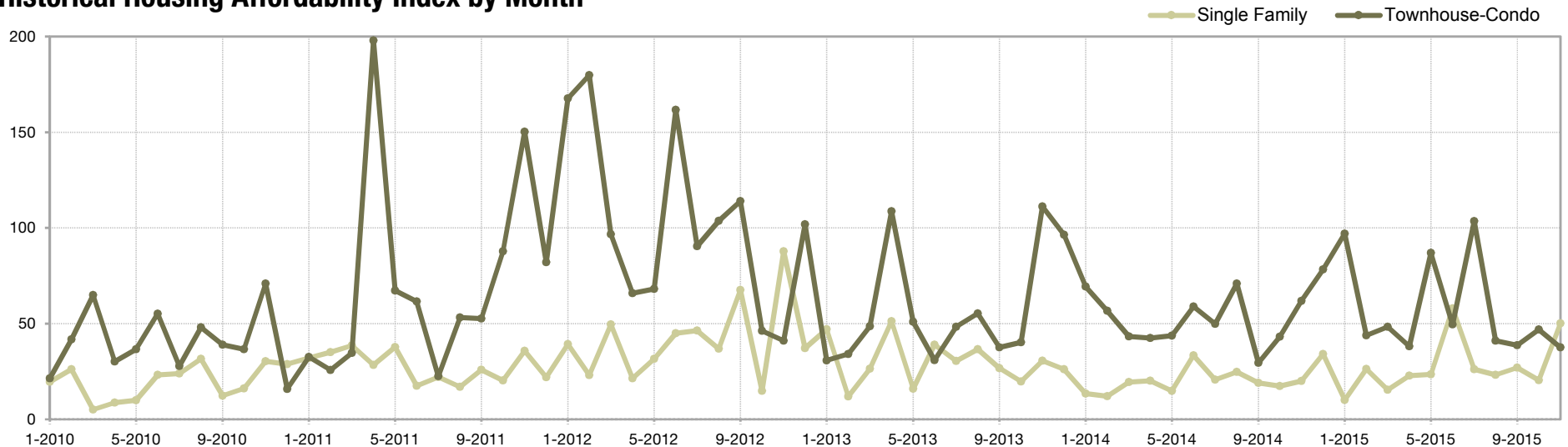


## Year to Date



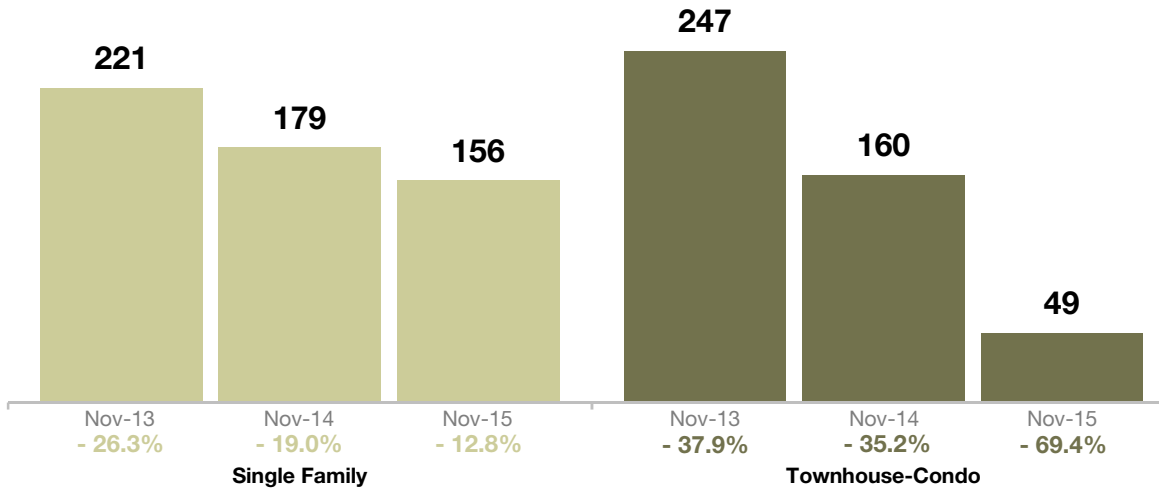
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	34	+30.8%	78	-18.8%
Jan-2015	10	-23.1%	97	+40.6%
Feb-2015	26	+116.7%	44	-22.8%
Mar-2015	15	-21.1%	48	+11.6%
Apr-2015	23	+15.0%	38	-11.6%
May-2015	24	+60.0%	87	+97.7%
Jun-2015	58	+75.8%	50	-15.3%
Jul-2015	26	+23.8%	104	+108.0%
Aug-2015	23	-8.0%	41	-42.3%
Sep-2015	27	+42.1%	39	+30.0%
Oct-2015	20	+17.6%	47	+9.3%
<b>Nov-2015</b>	<b>50</b>	<b>+150.0%</b>	<b>38</b>	<b>-38.7%</b>

## Historical Housing Affordability Index by Month



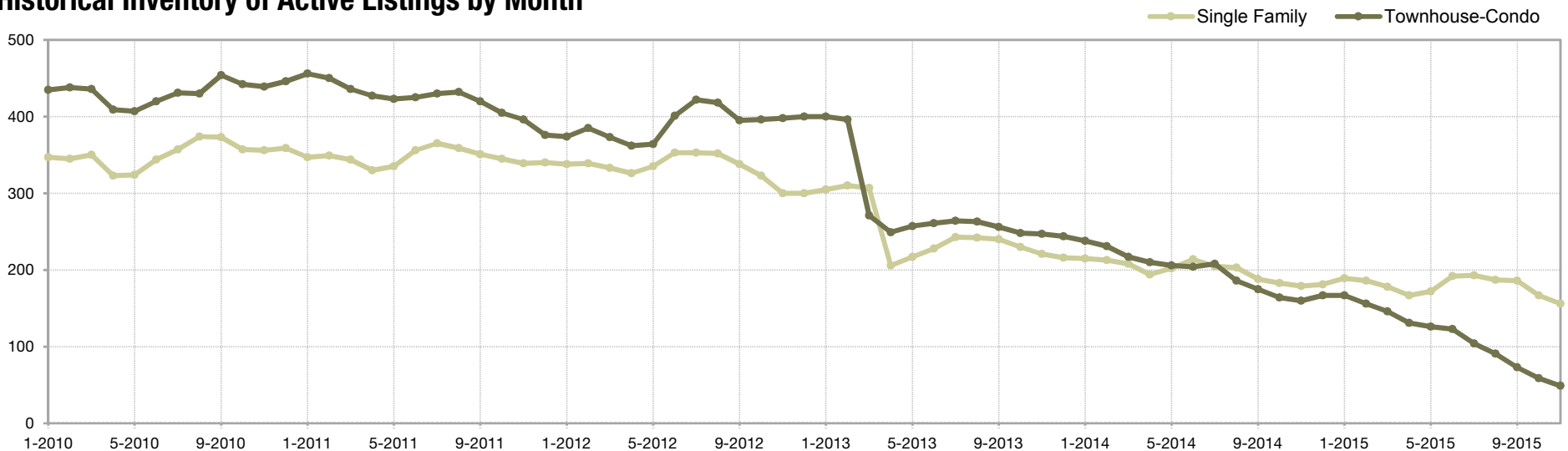
# Inventory of Active Listings

## November



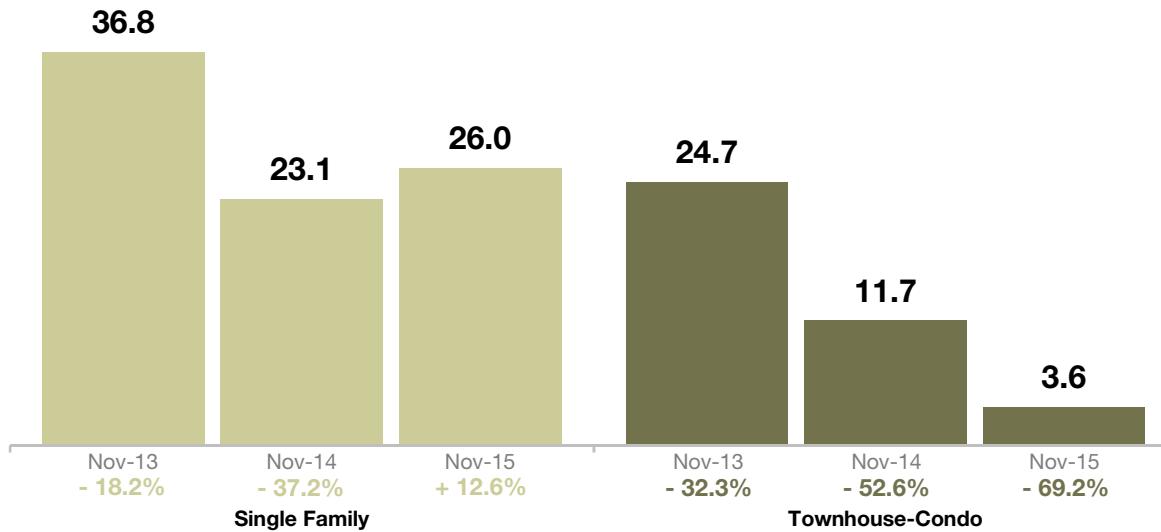
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	181	-16.2%	167	-31.6%
Jan-2015	189	-12.1%	167	-29.8%
Feb-2015	186	-12.7%	156	-32.5%
Mar-2015	178	-14.4%	146	-32.7%
Apr-2015	167	-13.9%	131	-37.6%
May-2015	172	-14.9%	126	-38.8%
Jun-2015	192	-10.3%	123	-39.7%
Jul-2015	193	-5.9%	104	-50.0%
Aug-2015	187	-7.9%	91	-51.1%
Sep-2015	186	-1.1%	73	-58.3%
Oct-2015	167	-8.7%	59	-64.0%
<b>Nov-2015</b>	<b>156</b>	<b>-12.8%</b>	<b>49</b>	<b>-69.4%</b>

## Historical Inventory of Active Listings by Month



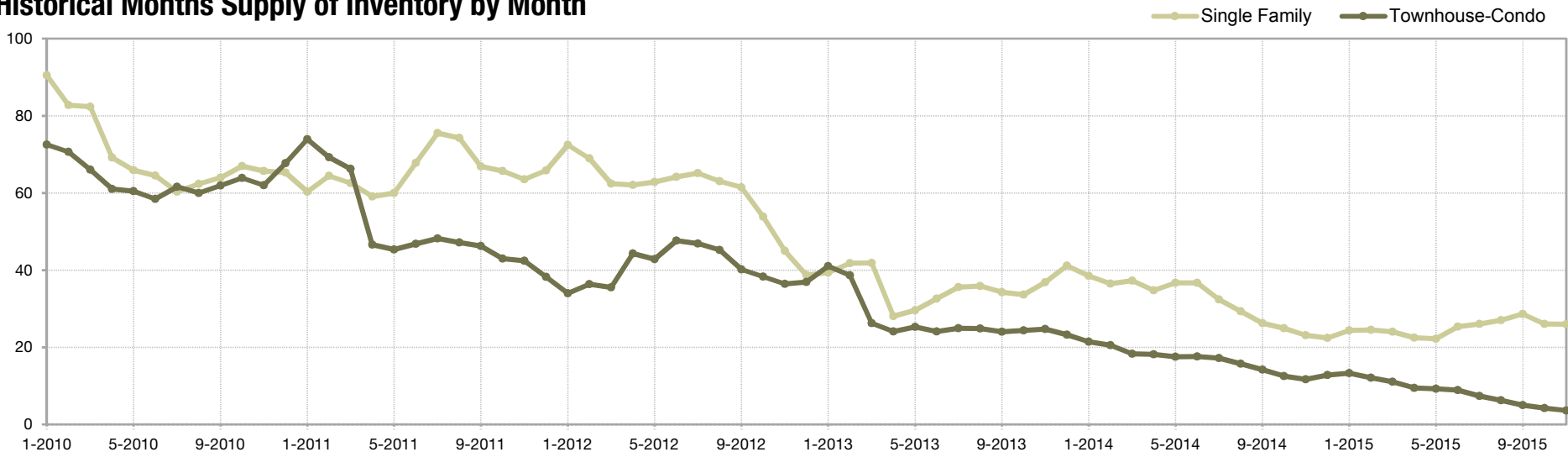
# Months Supply of Inventory

## November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2014	22.4	-45.5%	12.8	-44.8%
Jan-2015	24.4	-36.6%	13.3	-38.1%
Feb-2015	24.5	-32.9%	12.1	-41.0%
Mar-2015	24.0	-35.7%	11.1	-39.3%
Apr-2015	22.5	-35.2%	9.5	-47.5%
May-2015	22.2	-39.5%	9.2	-47.4%
Jun-2015	25.3	-31.1%	8.9	-49.4%
Jul-2015	26.0	-19.8%	7.3	-57.6%
Aug-2015	27.0	-7.8%	6.2	-60.5%
Sep-2015	28.6	+9.2%	5.0	-64.8%
Oct-2015	26.0	+4.0%	4.2	-66.4%
<b>Nov-2015</b>	<b>26.0</b>	<b>+12.6%</b>	<b>3.6</b>	<b>-69.2%</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.



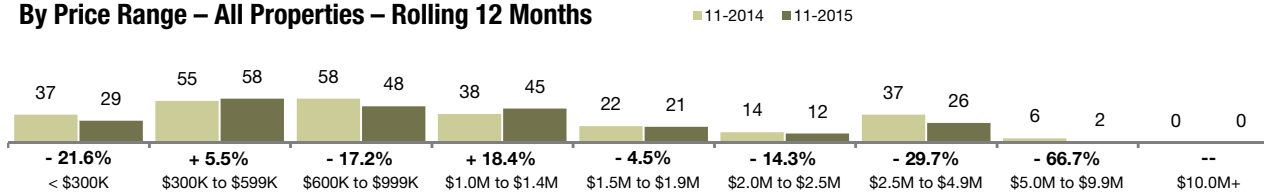
Key Metrics	Historical Sparkbars	11-2014	11-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		15	7	- 53.3%	269	<b>352</b>	+ 30.9%
<b>Pending Sales</b>		10	7	- 30.0%	243	<b>231</b>	- 4.9%
<b>Sold Listings</b>		25	<b>14</b>	- 44.0%	246	<b>222</b>	- 9.8%
<b>Median Sales Price</b>		\$825,000	<b>\$839,500</b>	+ 1.8%	\$910,000	<b>\$899,500</b>	- 1.2%
<b>Avg. Sales Price</b>		\$1,230,549	<b>\$1,205,798</b>	- 2.0%	\$1,373,630	<b>\$1,218,790</b>	- 11.3%
<b>Pct. of List Price Received</b>		94.7%	<b>93.9%</b>	- 0.8%	93.3%	<b>93.9%</b>	+ 0.6%
<b>Days on Market</b>		251	<b>186</b>	- 25.9%	262	<b>256</b>	- 2.3%
<b>Affordability Index</b>		42	<b>43</b>	+ 2.4%	38	<b>40</b>	+ 5.3%
<b>Active Listings</b>		383	<b>340</b>	- 11.2%	--	--	--
<b>Months Supply</b>		17.2	<b>16.9</b>	- 1.7%	--	--	--

# Sold Listings

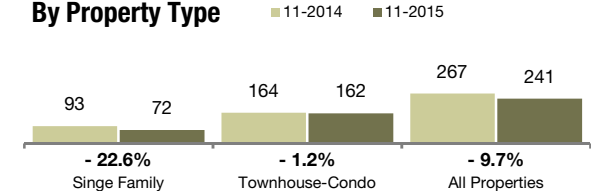
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change
\$299,999 and Below	2	2	0.0%	34	25	-26.5%
\$300,000 to \$599,999	10	8	-20.0%	42	47	+11.9%
\$600,000 to \$999,999	15	12	-20.0%	40	36	-10.0%
\$1,000,000 to \$1,499,999	17	17	0.0%	20	27	+35.0%
\$1,500,00 to \$1,999,999	10	7	-30.0%	12	13	+8.3%
\$2,000,000 to \$2,499,999	10	6	-40.0%	4	6	+50.0%
\$2,500,000 to \$4,999,999	24	18	-25.0%	12	8	-33.3%
\$5,000,000 to \$9,999,999	5	2	-60.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>93</b>	<b>72</b>	<b>-22.6%</b>	<b>164</b>	<b>162</b>	<b>-1.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2015	11-2015	Change	10-2015	11-2015	Change
\$299,999 and Below	0	0	--	2	1	-50.0%
\$300,000 to \$599,999	2	1	-50.0%	3	4	+33.3%
\$600,000 to \$999,999	1	1	0.0%	2	2	0.0%
\$1,000,000 to \$1,499,999	1	0	-100.0%	2	0	-100.0%
\$1,500,00 to \$1,999,999	2	1	-50.0%	2	1	-50.0%
\$2,000,000 to \$2,499,999	1	0	-100.0%	0	1	--
\$2,500,000 to \$4,999,999	2	0	-100.0%	0	2	--
\$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>9</b>	<b>3</b>	<b>-66.7%</b>	<b>11</b>	<b>11</b>	<b>0.0%</b>

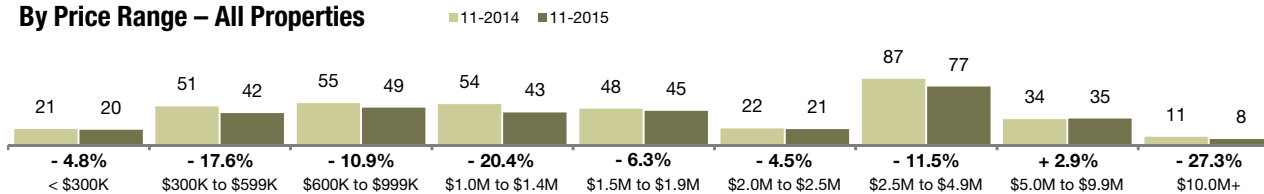
### Year to Date

By Price Range	Single Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change
\$299,999 and Below	2	2	0.0%	30	23	-23.3%
\$300,000 to \$599,999	10	7	-30.0%	36	44	+22.2%
\$600,000 to \$999,999	13	8	-38.5%	37	36	-2.7%
\$1,000,000 to \$1,499,999	15	15	0.0%	18	25	+38.9%
\$1,500,00 to \$1,999,999	9	6	-33.3%	12	12	0.0%
\$2,000,000 to \$2,499,999	10	5	-50.0%	4	6	+50.0%
\$2,500,000 to \$4,999,999	24	17	-29.2%	12	8	-33.3%
\$5,000,000 to \$9,999,999	4	2	-50.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>87</b>	<b>62</b>	<b>-28.7%</b>	<b>149</b>	<b>154</b>	<b>+3.4%</b>

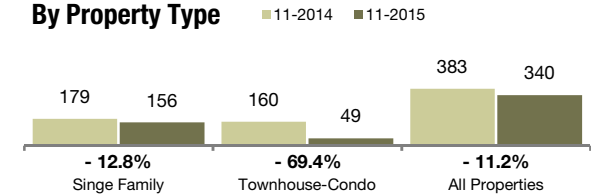
# Inventory of Active Listings

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		
	11-2014	11-2015	Change	11-2014	11-2015	Change
\$299,999 and Below	6	4	-33.3%	11	0	-100.0%
\$300,000 to \$599,999	12	8	-33.3%	32	6	-81.3%
\$600,000 to \$999,999	20	13	-35.0%	31	12	-61.3%
\$1,000,000 to \$1,499,999	12	18	+50.0%	40	11	-72.5%
\$1,500,00 to \$1,999,999	26	19	-26.9%	14	8	-42.9%
\$2,000,000 to \$2,499,999	10	12	+20.0%	8	3	-62.5%
\$2,500,000 to \$4,999,999	56	44	-21.4%	17	7	-58.8%
\$5,000,000 to \$9,999,999	27	30	+11.1%	6	2	-66.7%
\$10,000,000 and Above	10	8	-20.0%	1	0	-100.0%
<b>All Price Ranges</b>	<b>179</b>	<b>156</b>	<b>-12.8%</b>	<b>160</b>	<b>49</b>	<b>-69.4%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2015	11-2015	Change	10-2015	11-2015	Change
\$299,999 and Below	5	4	-20.0%	0	0	--
\$300,000 to \$599,999	8	8	0.0%	11	6	-45.5%
\$600,000 to \$999,999	17	13	-23.5%	12	12	0.0%
\$1,000,000 to \$1,499,999	18	18	0.0%	13	11	-15.4%
\$1,500,00 to \$1,999,999	20	19	-5.0%	8	8	0.0%
\$2,000,000 to \$2,499,999	12	12	0.0%	3	3	0.0%
\$2,500,000 to \$4,999,999	48	44	-8.3%	10	7	-30.0%
\$5,000,000 to \$9,999,999	30	30	0.0%	2	2	0.0%
\$10,000,000 and Above	9	8	-11.1%	0	0	--
<b>All Price Ranges</b>	<b>167</b>	<b>156</b>	<b>-6.6%</b>	<b>59</b>	<b>49</b>	<b>-16.9%</b>

### Year to Date

By Price Range	Single Family			Condo		
	11-2014	11-2015	Change	11-2014	11-2015	Change
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 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.