

# Monthly Indicators



## June 2020

New Listings were down 0.7 percent for the Single Family-Duplex category and 0.8 percent for the Townhouse-Condo category. Pending Sales increased 84.6 percent for Single Family-Duplex and 57.9 percent for Townhouse-Condo.

The Median Sales Price was up 3.6 percent to \$966,500 for the Single Family-Duplex category and 10.0 percent to \$660,000 for the Townhouse-Condo category. Days on Market decreased 28.0 percent for single family homes and 61.4 percent for townhouse-condo properties.

While buyer activity continues to be robust, seller activity continues to be a bit softer, with fewer homes being listed for sale than a year ago. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19, which was beginning to see a resurgence in June. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

## Monthly Snapshot

**- 12.1%**      **- 24.5%**      **+ 3.7%**

One-Year Change in <b>Closed Sales All Properties</b>	One-Year Change in <b>Active Listings All Properties</b>	One-Year Change in <b>Median Sales Price All Properties</b>
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Residential real estate activity in Vail Board of REALTORS® MLS composed of single-family homes, duplexes, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family-Duplex Activity Overview

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



Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		140	<b>139</b>	- 0.7%	469	<b>425</b>	- 9.4%
<b>Pending Sales</b>		65	<b>120</b>	+ 84.6%	321	<b>305</b>	- 5.0%
<b>Closed Sales</b>		58	<b>50</b>	- 13.8%	269	<b>200</b>	- 25.7%
<b>Median Sales Price</b>		\$932,500	<b>\$966,500</b>	+ 3.6%	\$875,000	<b>\$893,750</b>	+ 2.1%
<b>Average Sales Price</b>		\$1,830,296	<b>\$1,706,023</b>	- 6.8%	\$1,619,114	<b>\$1,521,585</b>	- 6.0%
<b>Pct. of List Price Received</b>		97.2%	<b>96.0%</b>	- 1.2%	95.6%	<b>96.4%</b>	+ 0.8%
<b>Days on Market Until Sale</b>		182	<b>131</b>	- 28.0%	163	<b>163</b>	0.0%
<b>Housing Affordability Index</b>		38	<b>40</b>	+ 5.3%	40	<b>43</b>	+ 7.5%
<b>Inventory of Active Listings</b>		501	<b>329</b>	- 34.3%	--	--	--
<b>Months Supply of Inventory</b>		9.4	<b>6.6</b>	- 29.8%	--	--	--

# Townhouse-Condo Activity Overview

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

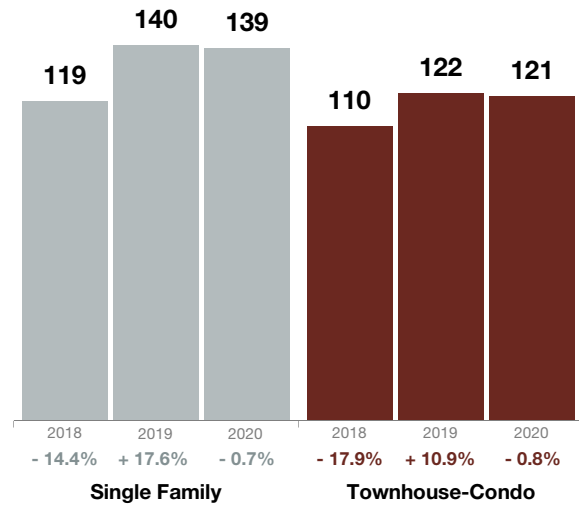


Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		122	<b>121</b>	- 0.8%	499	<b>423</b>	- 15.2%
<b>Pending Sales</b>		57	<b>90</b>	+ 57.9%	372	<b>310</b>	- 16.7%
<b>Closed Sales</b>		58	<b>51</b>	- 12.1%	326	<b>224</b>	- 31.3%
<b>Median Sales Price</b>		\$600,250	<b>\$660,000</b>	+ 10.0%	\$615,000	<b>\$690,205</b>	+ 12.2%
<b>Avg. Sales Price</b>		\$900,310	<b>\$808,791</b>	- 10.2%	\$994,635	<b>\$1,253,155</b>	+ 26.0%
<b>Pct. of List Price Received</b>		97.6%	<b>95.9%</b>	- 1.7%	96.6%	<b>96.3%</b>	- 0.3%
<b>Days on Market Until Sale</b>		241	<b>93</b>	- 61.4%	147	<b>132</b>	- 10.2%
<b>Affordability Index</b>		58	<b>59</b>	+ 1.7%	57	<b>56</b>	- 1.8%
<b>Active Listings</b>		399	<b>355</b>	- 11.0%	--	--	--
<b>Months Supply</b>		7.1	<b>6.7</b>	- 5.6%	--	--	--

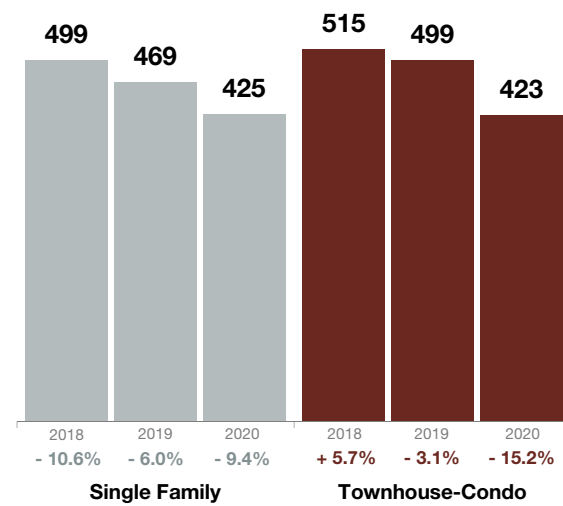
# New Listings



## June

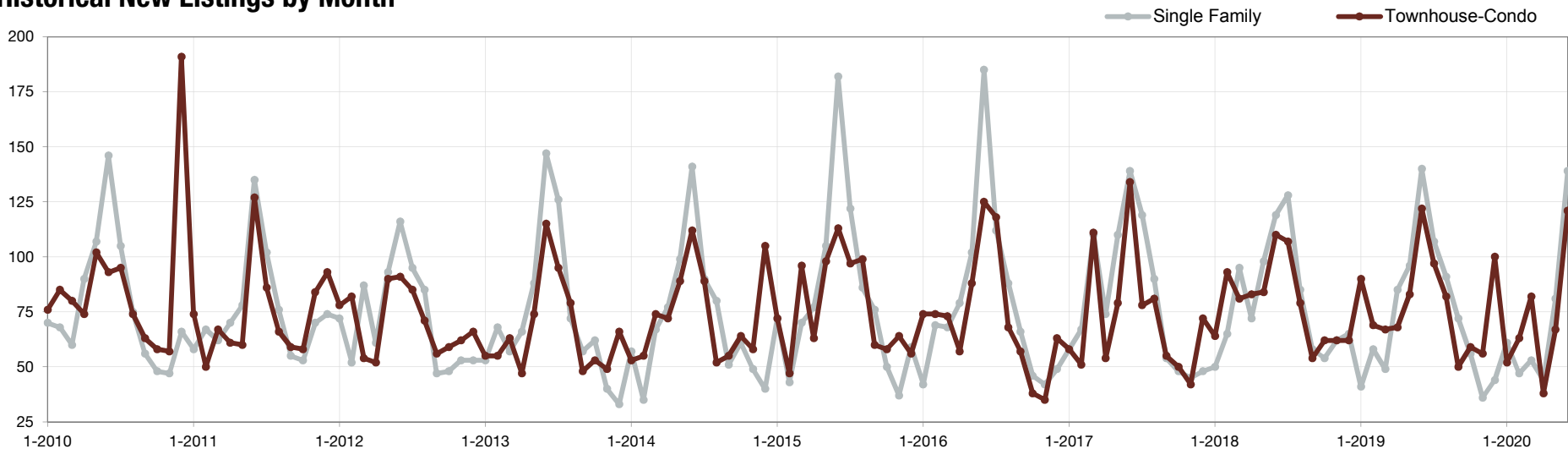


## Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2019	107	-16.4%	97	-9.3%
Aug-2019	91	+7.1%	82	+3.8%
Sep-2019	72	+24.1%	50	-7.4%
Oct-2019	56	+3.7%	59	-4.8%
Nov-2019	36	-41.9%	56	-9.7%
Dec-2019	44	-32.3%	100	+61.3%
Jan-2020	61	+48.8%	52	-42.2%
Feb-2020	47	-19.0%	63	-8.7%
Mar-2020	53	+8.2%	82	+22.4%
Apr-2020	44	-48.2%	38	-44.1%
May-2020	81	-15.6%	67	-19.3%
<b>Jun-2020</b>	<b>139</b>	<b>-0.7%</b>	<b>121</b>	<b>-0.8%</b>
12-Month Avg	69	-9.8%	72	-6.3%

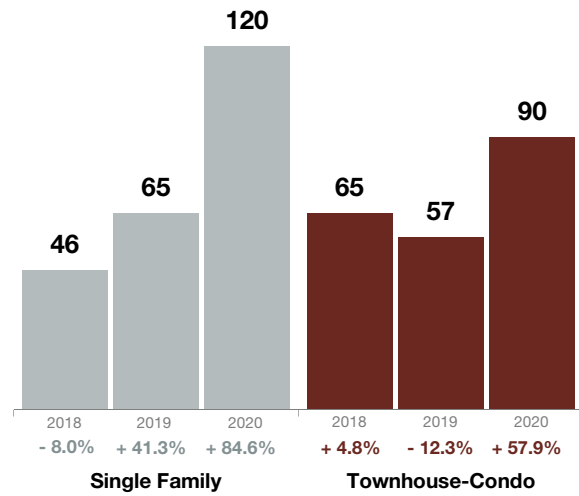
## Historical New Listings by Month



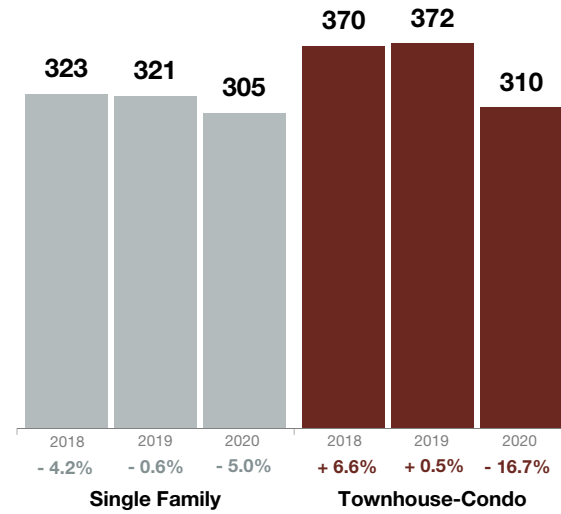
# Pending Sales



## June

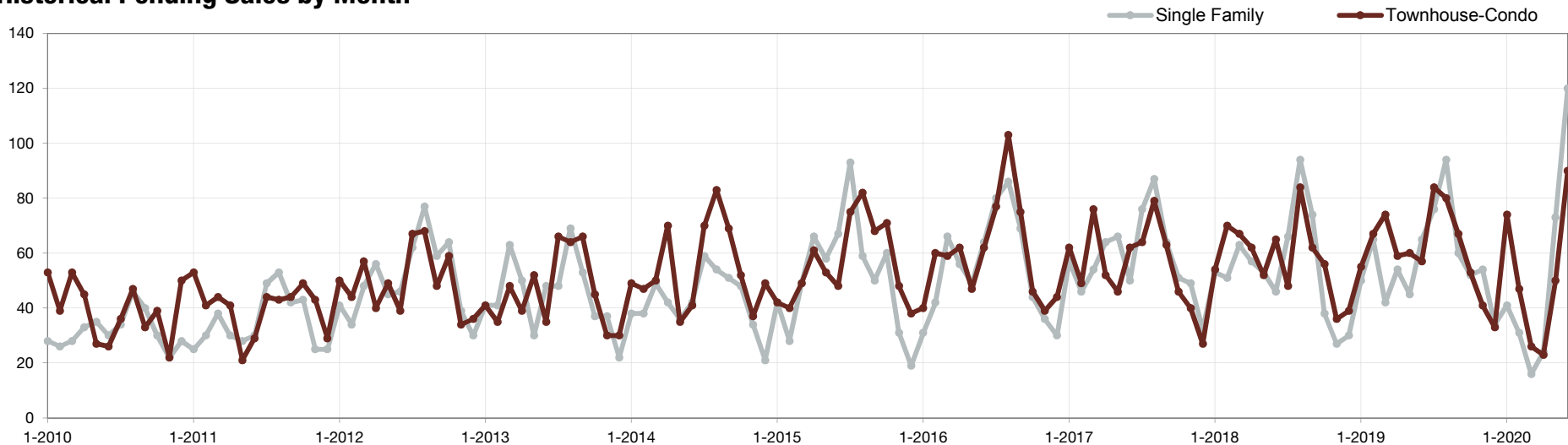


## Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2019	76	+15.2%	84	+75.0%
Aug-2019	94	0.0%	80	-4.8%
Sep-2019	60	-18.9%	67	+8.1%
Oct-2019	52	+36.8%	53	-5.4%
Nov-2019	54	+100.0%	41	+13.9%
Dec-2019	34	+13.3%	33	-15.4%
Jan-2020	41	-18.0%	74	+34.5%
Feb-2020	31	-52.3%	47	-29.9%
Mar-2020	16	-61.9%	26	-64.9%
Apr-2020	24	-55.6%	23	-61.0%
May-2020	73	+62.2%	50	-16.7%
<b>Jun-2020</b>	<b>120</b>	<b>+84.6%</b>	<b>90</b>	<b>+57.9%</b>
12-Month Avg	56	+3.8%	56	-4.2%

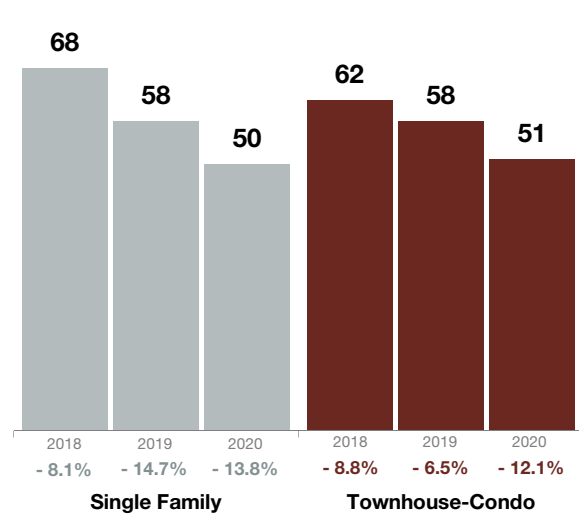
## Historical Pending Sales by Month



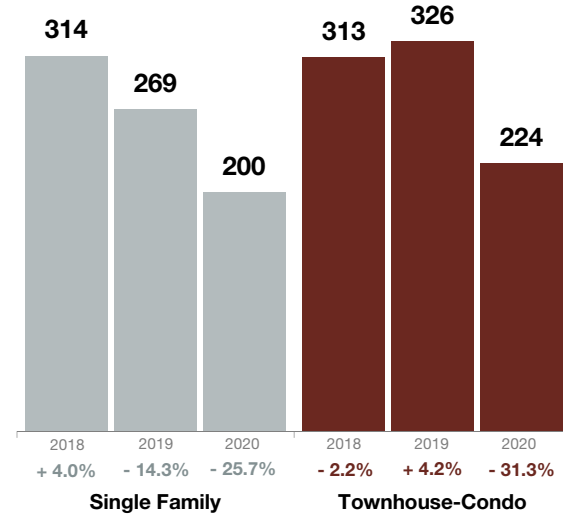
# Closed Sales



## June

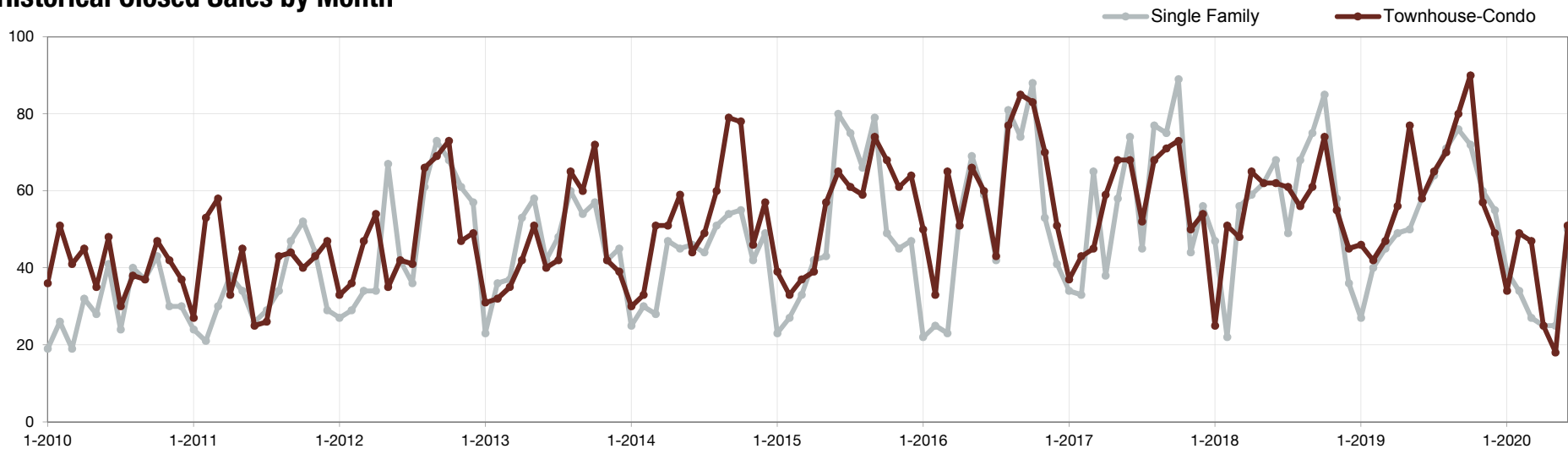


## Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2019	64	+30.6%	65	+6.6%
Aug-2019	71	+4.4%	70	+25.0%
Sep-2019	76	+1.3%	80	+31.1%
Oct-2019	72	-15.3%	90	+21.6%
Nov-2019	60	+3.4%	57	+3.6%
Dec-2019	55	+52.8%	49	+8.9%
Jan-2020	39	+44.4%	34	-26.1%
Feb-2020	34	-15.0%	49	+16.7%
Mar-2020	27	-40.0%	47	0.0%
Apr-2020	25	-49.0%	25	-55.4%
May-2020	25	-50.0%	18	-76.6%
<b>Jun-2020</b>	<b>50</b>	<b>-13.8%</b>	<b>51</b>	<b>-12.1%</b>
12-Month Avg	50	-6.6%	53	-6.3%

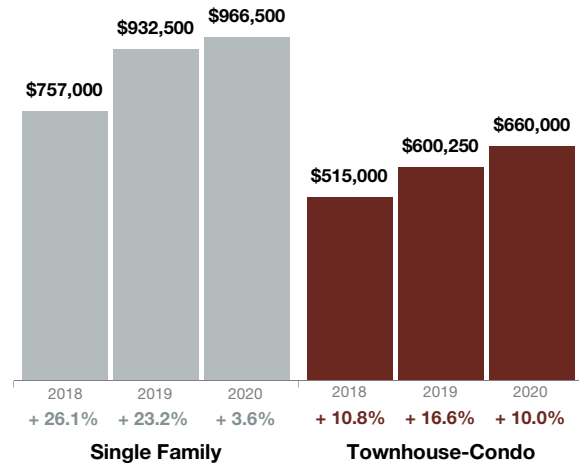
## Historical Closed Sales by Month



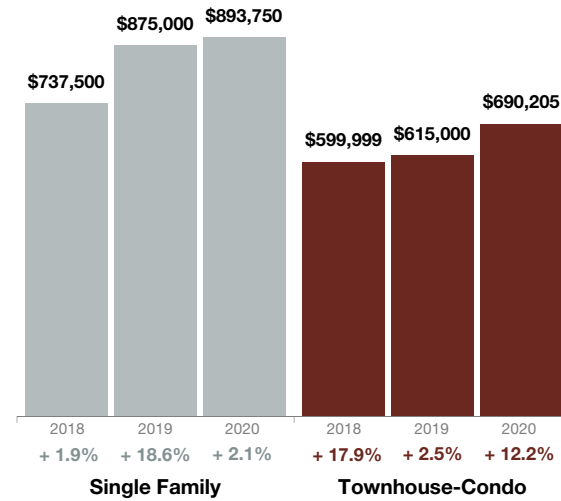
# Median Sales Price



## June



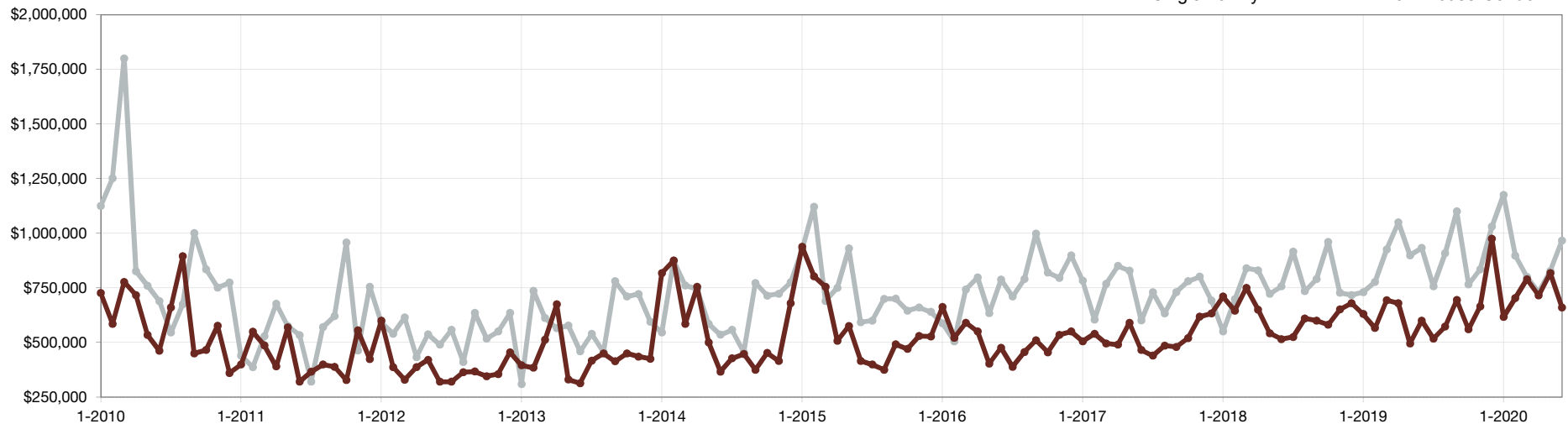
## Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2019	\$757,225	-17.3%	\$517,812	-1.4%
Aug-2019	\$907,900	+23.5%	\$573,121	-6.0%
Sep-2019	\$1,100,000	+39.2%	\$694,228	+15.7%
Oct-2019	\$765,750	-20.2%	\$560,000	-3.7%
Nov-2019	\$835,000	+14.8%	\$665,431	+2.3%
Dec-2019	\$1,030,000	+43.8%	\$975,000	+43.4%
Jan-2020	\$1,175,000	+61.0%	\$616,330	-2.2%
Feb-2020	\$897,500	+15.6%	\$703,000	+24.2%
Mar-2020	\$800,000	-13.5%	\$789,000	+13.9%
Apr-2020	\$730,000	-30.5%	\$715,000	+5.3%
May-2020	\$827,428	-7.9%	\$817,500	+65.2%
<b>Jun-2020</b>	<b>\$966,500</b>	<b>+3.6%</b>	<b>\$660,000</b>	<b>+10.0%</b>
12-Month Avg*	\$870,000	+1.8%	\$655,000	+7.6%

\* Median Sales Price for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

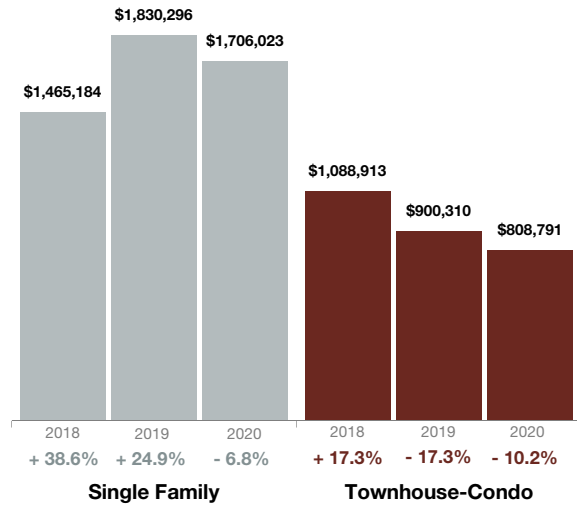
## Historical Median Sales Price by Month



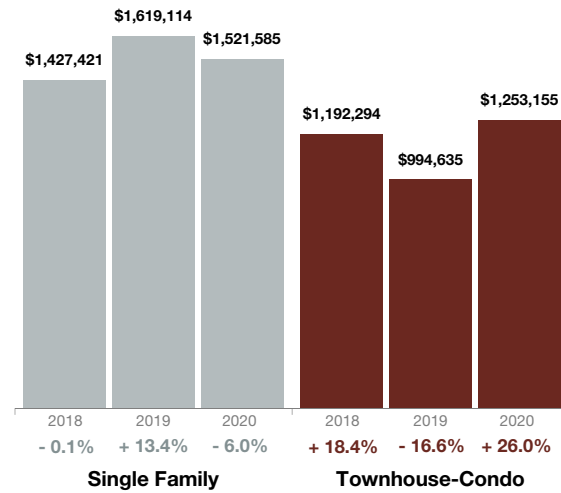
# Average Sales Price



## June



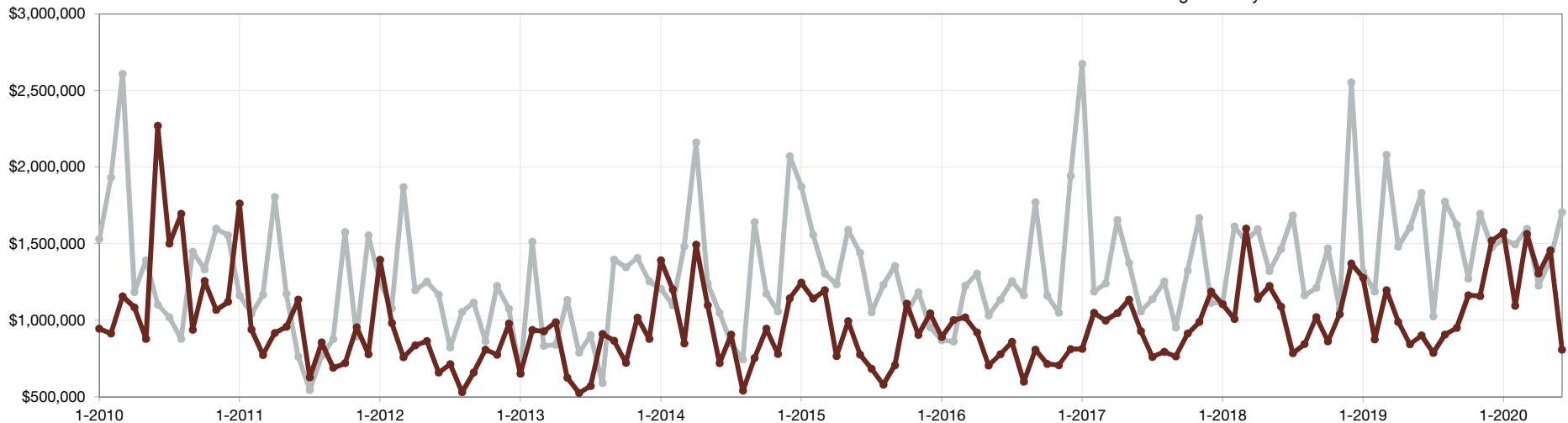
## Year to Date



Avg. Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2019	\$1,025,886	-39.1%	\$787,076	+0.3%
Aug-2019	\$1,773,719	+52.6%	\$906,343	+7.3%
Sep-2019	\$1,623,433	+34.0%	\$949,437	-7.0%
Oct-2019	\$1,271,849	-13.4%	\$1,162,696	+34.9%
Nov-2019	\$1,694,917	+57.8%	\$1,157,786	+11.3%
Dec-2019	\$1,475,773	-42.2%	\$1,519,251	+10.8%
Jan-2020	\$1,528,020	+16.1%	\$1,575,377	+23.4%
Feb-2020	\$1,494,691	+25.9%	\$1,094,217	+25.1%
Mar-2020	\$1,597,044	-23.2%	\$1,562,696	+30.6%
Apr-2020	\$1,226,802	-17.2%	\$1,304,640	+31.9%
May-2020	\$1,392,532	-13.2%	\$1,456,462	+72.7%
<b>Jun-2020</b>	<b>\$1,706,023</b>	<b>-6.8%</b>	<b>\$808,791</b>	<b>-10.2%</b>
12-Month Avg*	\$1,494,522	-1.1%	\$1,128,103	+15.1%

\* Avg. Sales Price for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



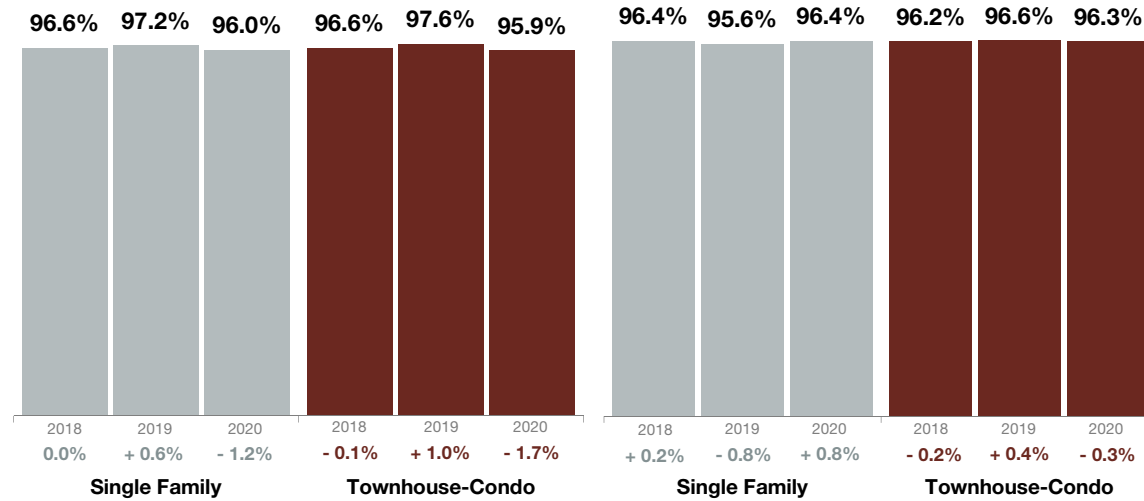


# Percent of List Price Received



## June

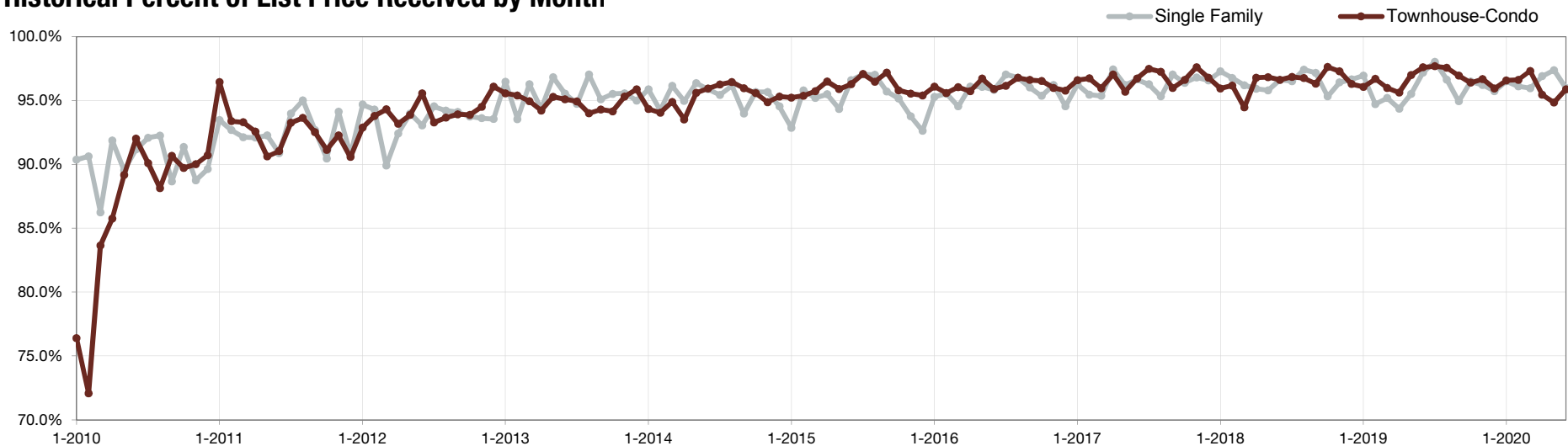
## Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2019	98.0%	+1.6%	97.7%	+0.9%
Aug-2019	96.6%	-0.8%	97.6%	+0.8%
Sep-2019	94.9%	-2.4%	97.0%	+0.7%
Oct-2019	96.5%	+1.3%	96.4%	-1.2%
Nov-2019	96.2%	-0.2%	96.7%	-0.6%
Dec-2019	95.7%	-0.9%	95.9%	-0.4%
Jan-2020	96.5%	-0.4%	96.6%	+0.5%
Feb-2020	96.1%	+1.5%	96.6%	-0.1%
Mar-2020	96.0%	+0.8%	97.3%	+1.4%
Apr-2020	96.9%	+2.6%	95.4%	-0.2%
May-2020	97.4%	+2.0%	94.8%	-2.3%
<b>Jun-2020</b>	<b>96.0%</b>	<b>-1.2%</b>	<b>95.9%</b>	<b>-1.7%</b>
12-Month Avg*	96.3%	+0.2%	96.7%	-0.0%

\* Pct. of List Price Received for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

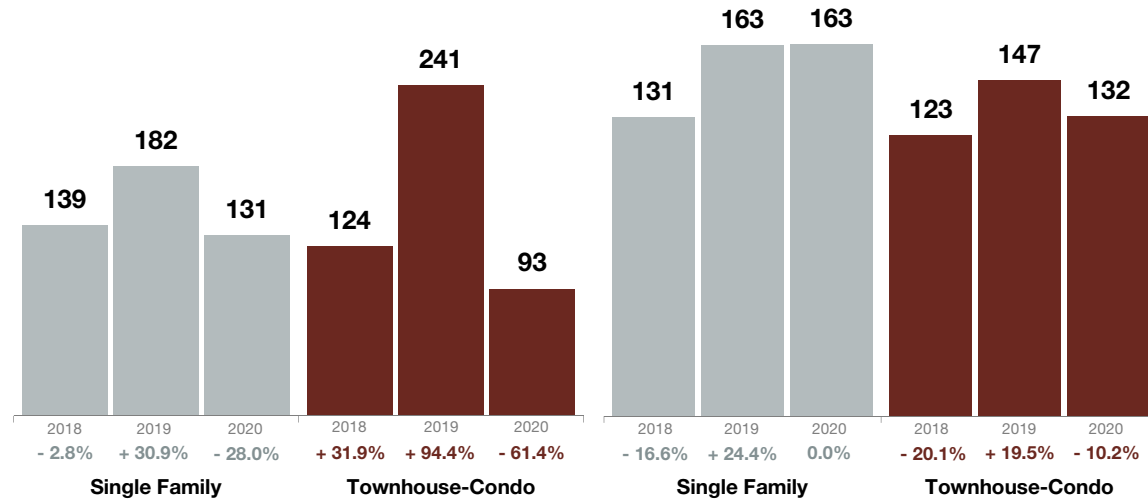


# Days on Market Until Sale



## June

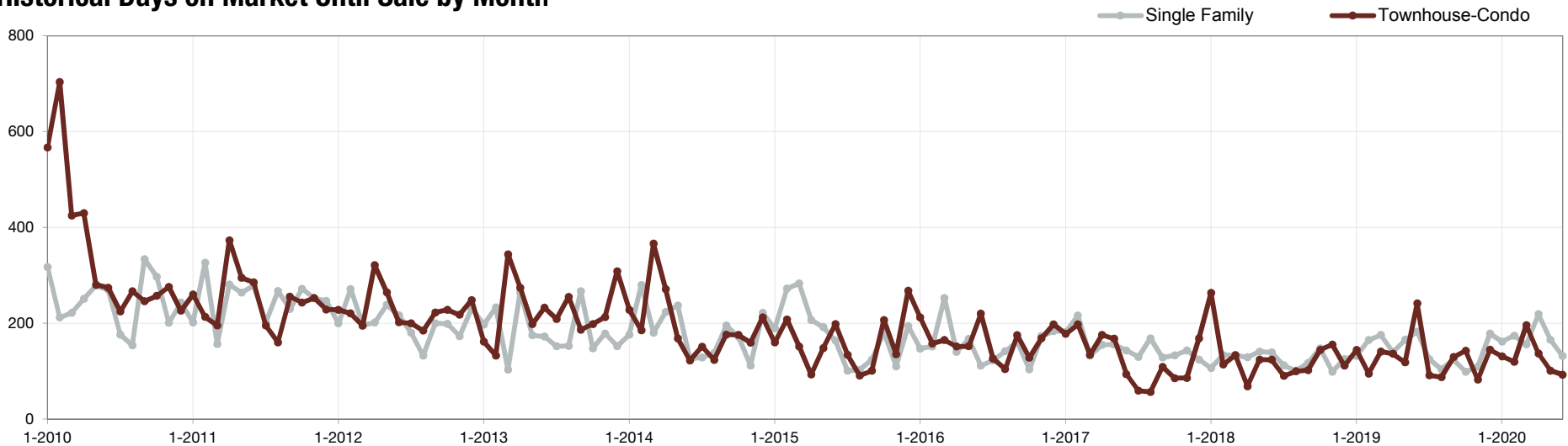
## Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2019	124	+10.7%	91	+1.1%
Aug-2019	104	+3.0%	88	-12.0%
Sep-2019	124	+6.0%	129	+26.5%
Oct-2019	99	-33.1%	142	-1.4%
Nov-2019	109	+10.1%	82	-47.1%
Dec-2019	178	+42.4%	145	+30.6%
Jan-2020	162	+22.7%	131	-9.0%
Feb-2020	174	+5.5%	120	+26.3%
Mar-2020	156	-10.9%	196	+39.0%
Apr-2020	219	+56.4%	137	+0.7%
May-2020	165	0.0%	101	-14.4%
<b>Jun-2020</b>	<b>131</b>	<b>-28.0%</b>	<b>93</b>	<b>-61.4%</b>
12-Month Avg*	137	-1.3%	132	-8.8%

\* Days on Market for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

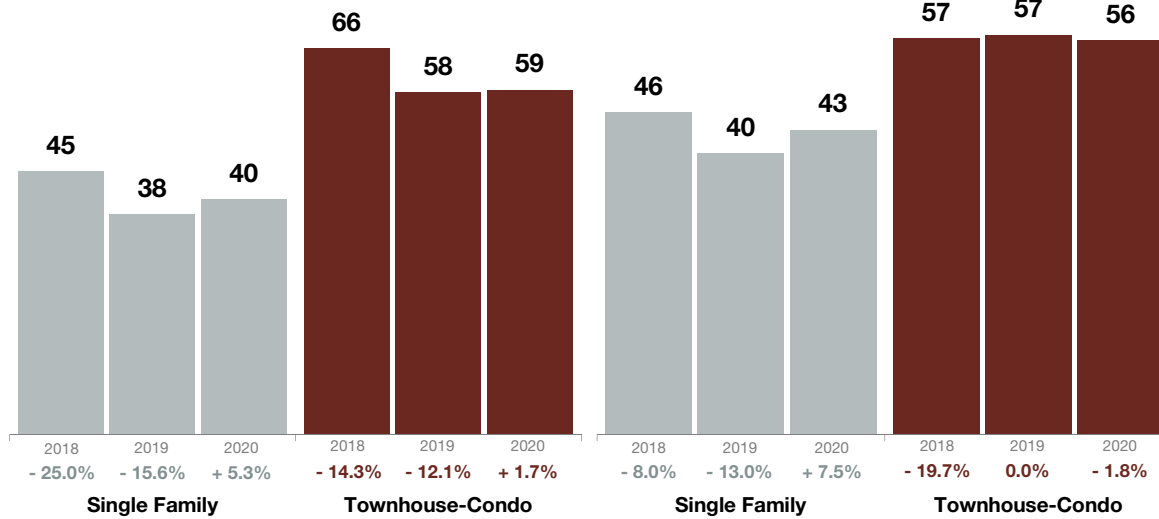


# Housing Affordability Index



June

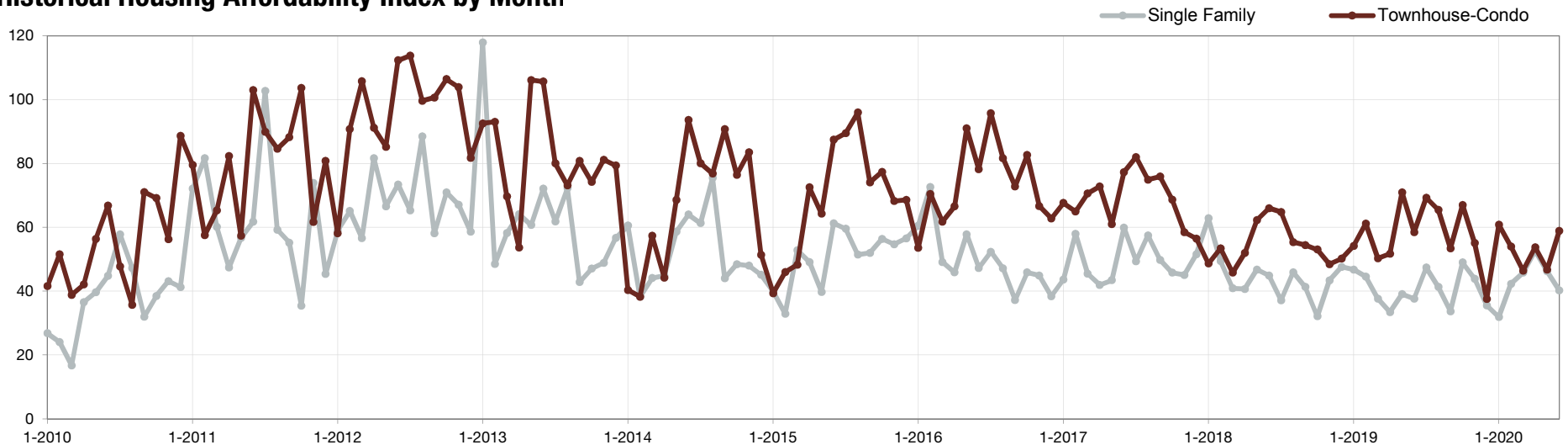
Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2019	47	+27.0%	69	+6.2%
Aug-2019	41	-10.9%	65	+18.2%
Sep-2019	34	-17.1%	53	-1.9%
Oct-2019	49	+53.1%	67	+26.4%
Nov-2019	44	+2.3%	55	+14.6%
Dec-2019	36	-25.0%	38	-24.0%
Jan-2020	32	-31.9%	61	+13.0%
Feb-2020	42	-6.7%	54	-11.5%
Mar-2020	46	+21.1%	46	-8.0%
Apr-2020	53	+60.6%	54	+3.8%
May-2020	46	+17.9%	47	-33.8%
<b>Jun-2020</b>	<b>40</b>	<b>+5.3%</b>	<b>59</b>	<b>+1.7%</b>
12-Month Avg*	42	-1.4%	41	+5.2%

\* Affordability Index for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

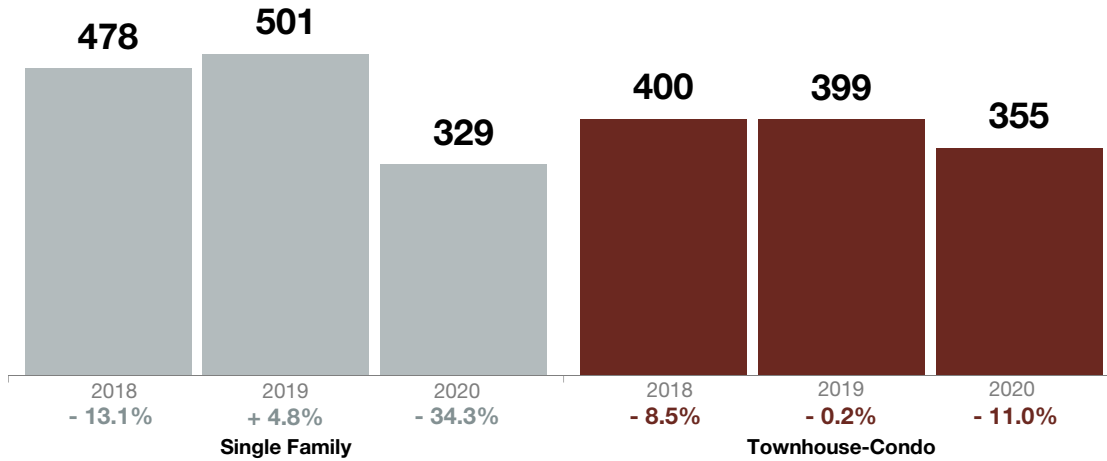
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

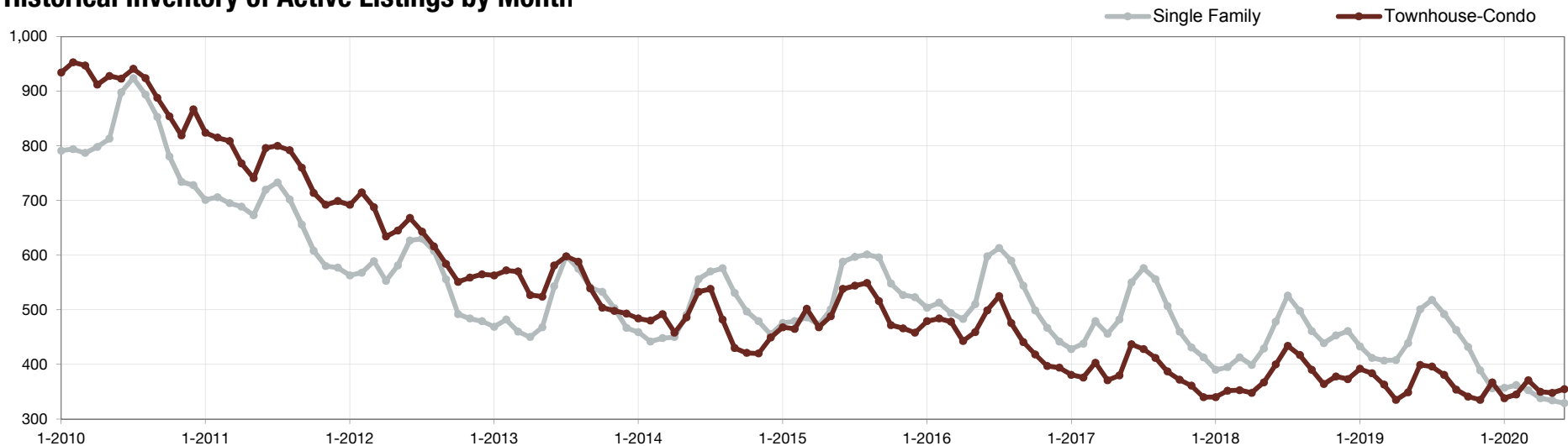


June



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2019	518	-1.5%	396	-8.8%
Aug-2019	492	-1.2%	381	-8.6%
Sep-2019	463	+0.4%	354	-9.2%
Oct-2019	432	-1.6%	341	-6.3%
Nov-2019	389	-14.1%	335	-11.4%
Dec-2019	356	-22.8%	367	-1.6%
Jan-2020	357	-17.6%	338	-13.8%
Feb-2020	362	-12.1%	345	-10.2%
Mar-2020	353	-13.3%	371	+2.2%
Apr-2020	338	-17.2%	350	+4.5%
May-2020	334	-23.9%	348	-0.3%
<b>Jun-2020</b>	<b>329</b>	<b>-34.3%</b>	<b>355</b>	<b>-11.0%</b>
12-Month Avg	394	-13.1%	357	-6.5%

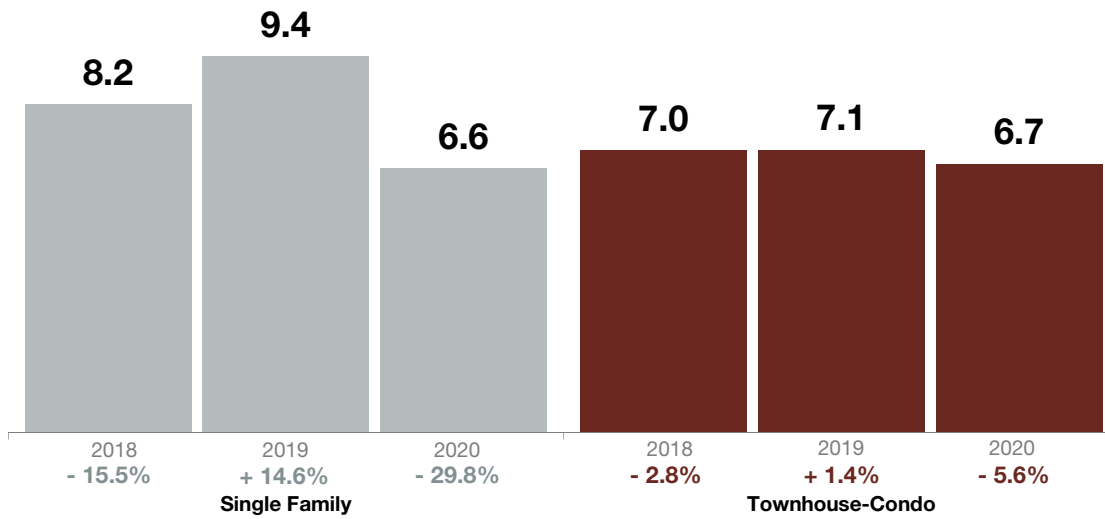
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory



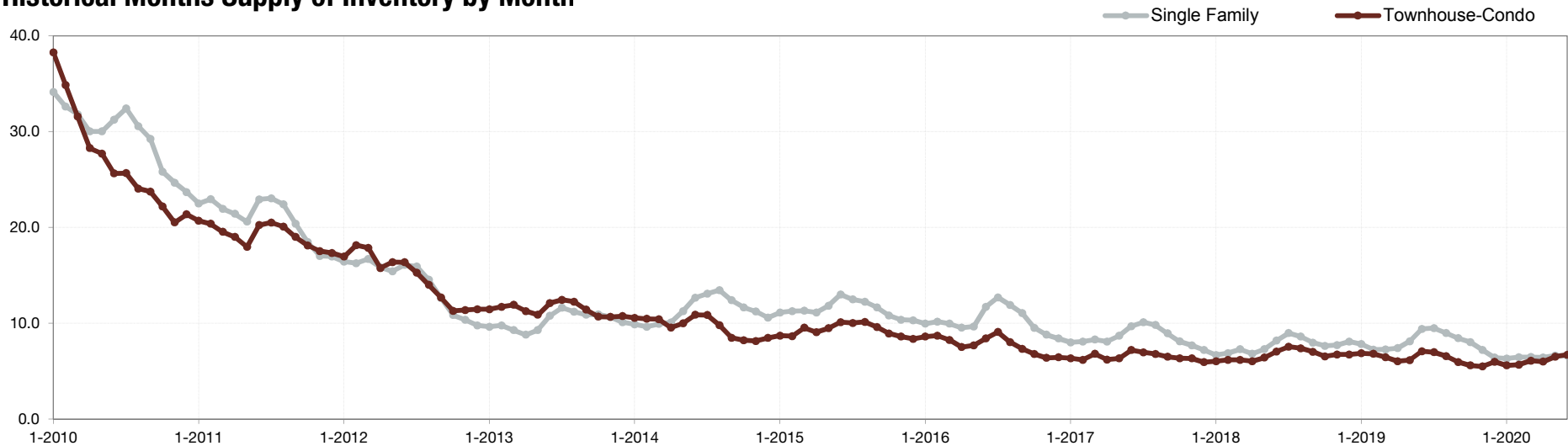
June



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Jul-2019	9.5	+5.6%	7.0	-6.7%
Aug-2019	9.0	+4.7%	6.6	-10.8%
Sep-2019	8.4	+5.0%	5.9	-15.7%
Oct-2019	8.0	+5.3%	5.6	-13.8%
Nov-2019	7.2	-6.5%	5.5	-17.9%
Dec-2019	6.4	-21.0%	6.0	-10.4%
Jan-2020	6.3	-19.2%	5.6	-18.8%
Feb-2020	6.5	-9.7%	5.7	-16.2%
Mar-2020	6.5	-11.0%	6.1	-4.7%
Apr-2020	6.4	-13.5%	6.0	0.0%
May-2020	6.6	-18.5%	6.5	+6.6%
<b>Jun-2020</b>	<b>6.6</b>	<b>-29.8%</b>	<b>6.7</b>	<b>-5.6%</b>
12-Month Avg	7.3	-9.1%	6.1	-10.1%

\* Months Supply for all properties from July 2019 through June 2020. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Activity Overview

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



Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		263	<b>260</b>	- 1.1%	975	<b>860</b>	- 11.8%
<b>Pending Sales</b>		122	<b>210</b>	+ 72.1%	695	<b>618</b>	- 11.1%
<b>Closed Sales</b>		116	<b>102</b>	- 12.1%	598	<b>429</b>	- 28.3%
<b>Median Sales Price</b>		\$692,000	<b>\$717,500</b>	+ 3.7%	\$718,750	<b>\$761,000</b>	+ 5.9%
<b>Average Sales Price</b>		\$1,365,303	<b>\$1,262,250</b>	- 7.5%	\$1,272,059	<b>\$1,373,807</b>	+ 8.0%
<b>Pct. of List Price Received</b>		97.4%	<b>96.0%</b>	- 1.4%	96.2%	<b>96.3%</b>	+ 0.1%
<b>Days on Market Until Sale</b>		212	<b>111</b>	- 47.6%	154	<b>145</b>	- 5.8%
<b>Housing Affordability Index</b>		51	<b>54</b>	+ 6.8%	49	<b>51</b>	+ 4.6%
<b>Inventory of Active Listings</b>		907	<b>685</b>	- 24.5%	--	--	--
<b>Months Supply of Inventory</b>		8.2	<b>6.6</b>	- 19.5%	--	--	--

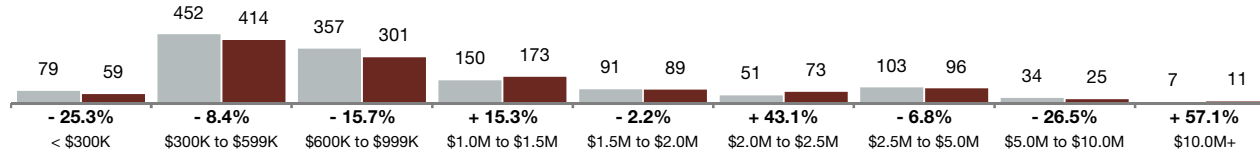
# Closed Sales

Actual sales that have closed in a given month.



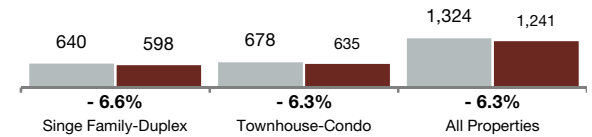
## By Price Range – All Properties – Rolling 12 Months

■ 6-2019 ■ 6-2020



## By Property Type

■ 6-2019 ■ 6-2020



### Rolling 12 Months

### Compared to Prior Month

### Year to Date

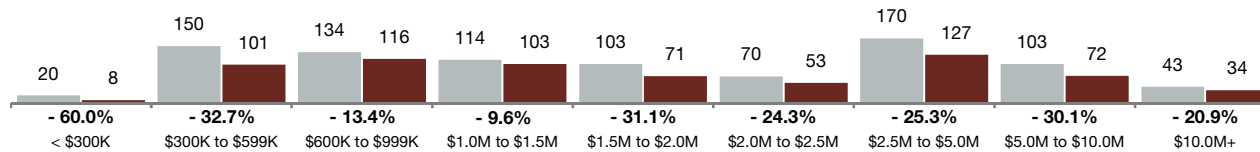
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change	5-2020	6-2020	Change	5-2020	6-2020	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	29	29	0.0%	45	27	-40.0%	1	4	+300.0%	1	2	+100.0%	11	10	-9.1%	19	8	-57.9%
\$300,000 to \$599,999	164	161	-1.8%	287	251	-12.5%	8	12	+50.0%	6	19	+216.7%	68	47	-30.9%	137	81	-40.9%
\$600,000 to \$999,999	181	140	-22.7%	176	160	-9.1%	5	11	+120.0%	3	19	+533.3%	72	50	-30.6%	83	59	-28.9%
\$1,000,000 to \$1,499,999	83	101	+21.7%	67	71	+6.0%	4	9	+125.0%	3	6	+100.0%	36	34	-5.6%	31	26	-16.1%
\$1,500,00 to \$1,999,999	53	48	-9.4%	38	41	+7.9%	3	3	0.0%	0	1	--	16	16	0.0%	23	11	-52.2%
\$2,000,000 to \$2,499,999	33	36	+9.1%	18	36	+100.0%	1	4	+300.0%	3	3	0.0%	17	14	-17.6%	10	19	+90.0%
\$2,500,000 to \$4,999,999	72	61	-15.3%	31	35	+12.9%	2	5	+150.0%	1	1	0.0%	36	20	-44.4%	16	14	-12.5%
\$5,000,000 to \$9,999,999	19	14	-26.3%	15	11	-26.7%	1	1	0.0%	1	0	-100.0%	10	7	-30.0%	6	4	-33.3%
\$10,000,000 and Above	6	8	+33.3%	1	3	+200.0%	0	1	--	0	0	--	3	2	-33.3%	1	2	+100.0%
All Price Ranges	640	598	-6.6%	678	635	-6.3%	25	50	+100.0%	18	51	+183.3%	269	200	-25.7%	326	224	-31.3%

# Inventory of Active Listings

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

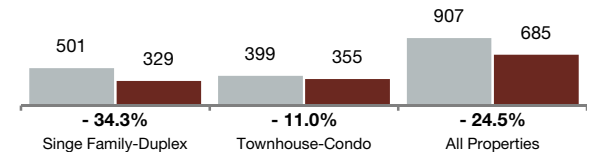
## By Price Range – All Properties

■ 6-2019 ■ 6-2020



## By Property Type

■ 6-2019 ■ 6-2020



### Year over Year

### Compared to Prior Month

### Year to Date

By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change	5-2020	6-2020	Change	5-2020	6-2020	Change	YTD 2018	YTD 2019	Change	YTD 2018	YTD 2019	Change
\$299,999 and Below	7	5	-28.6%	10	2	-80.0%	2	5	+150.0%	2	2	0.0%						
\$300,000 to \$599,999	55	24	-56.4%	92	77	-16.3%	46	24	-47.8%	83	77	-7.2%						
\$600,000 to \$999,999	65	28	-56.9%	69	88	+27.5%	29	28	-3.4%	84	88	+4.8%						
\$1,000,000 to \$1,499,999	66	46	-30.3%	47	57	+21.3%	47	46	-2.1%	48	57	+18.8%						
\$1,500,00 to \$1,999,999	63	44	-30.2%	40	27	-32.5%	39	44	+12.8%	31	27	-12.9%						
\$2,000,000 to \$2,499,999	41	20	-51.2%	29	33	+13.8%	21	20	-4.8%	30	33	+10.0%						
\$2,500,000 to \$4,999,999	115	88	-23.5%	55	39	-29.1%	82	88	+7.3%	37	39	+5.4%						
\$5,000,000 to \$9,999,999	57	47	-17.5%	46	25	-45.7%	44	47	+6.8%	26	25	-3.8%						
\$10,000,000 and Above	32	27	-15.6%	11	7	-36.4%	24	27	+12.5%	7	7	0.0%						
All Price Ranges	501	329	-34.3%	399	355	-11.0%	334	329	-1.5%	348	355	+2.0%						

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



<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 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>Closed Sales</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.