

# Monthly Indicators

Residential Real Estate Activity for Summit and Park Counties



## July 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 10.8 percent for single family homes and remained flat for townhouse-condo properties. Pending Sales landed at 318 for single family homes and 392 for townhouse-condo properties.

The Median Sales Price was down 17.4 percent to \$632,000 for single family homes but increased 3.7 percent to \$555,000 for townhouse-condo properties. Days on Market decreased 5.5 percent for single family homes and increased 27.9 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.

## Activity Snapshot

**+ 33.0%**      **- 0.4%**      **- 45.3%**

One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties
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Residential real estate activity in Summit and Park counties 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	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		194	173	- 10.8%	828	732	- 11.6%
<b>Pending Sales</b>		79	318	+ 302.5%	373	632	+ 69.4%
<b>Sold Listings</b>		77	115	+ 49.4%	369	368	- 0.3%
<b>Median Sales Price</b>		\$765,000	\$632,000	- 17.4%	\$770,000	\$645,000	- 16.2%
<b>Average Sales Price</b>		\$843,167	\$935,278	+ 10.9%	\$1,007,107	\$907,321	- 9.9%
<b>Pct. of List Price Received</b>		97.3%	98.1%	+ 0.8%	97.1%	97.0%	- 0.1%
<b>Days on Market Until Sale</b>		73	69	- 5.5%	84	83	- 1.2%
<b>Housing Affordability Index</b>		47	62	+ 31.9%	47	61	+ 29.8%
<b>Inventory of Active Listings</b>		669	306	- 54.3%	--	--	--
<b>Months Supply of Inventory</b>		10.3	4.5	- 56.3%	--	--	--

# Townhouse-Condo Market Overview



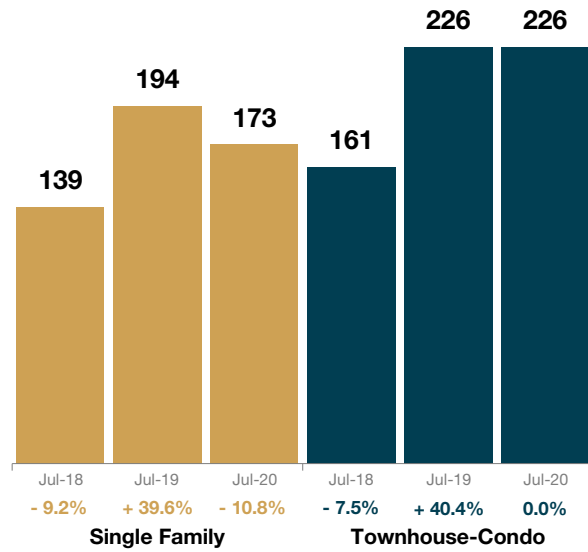
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		226	<b>226</b>	0.0%	1,228	<b>1,084</b>	- 11.7%
<b>Pending Sales</b>		133	<b>392</b>	+ 194.7%	682	<b>888</b>	+ 30.2%
<b>Sold Listings</b>		123	<b>151</b>	+ 22.8%	643	<b>554</b>	- 13.8%
<b>Median Sales Price</b>		\$535,000	<b>\$555,000</b>	+ 3.7%	\$500,000	<b>\$555,000</b>	+ 11.0%
<b>Average Sales Price</b>		\$629,181	<b>\$580,190</b>	- 7.8%	\$567,812	<b>\$607,079</b>	+ 6.9%
<b>Pct. of List Price Received</b>		98.8%	<b>98.0%</b>	- 0.8%	98.2%	<b>97.4%</b>	- 0.8%
<b>Days on Market Until Sale</b>		43	<b>55</b>	+ 27.9%	58	<b>73</b>	+ 25.9%
<b>Housing Affordability Index</b>		75	<b>81</b>	+ 8.0%	80	<b>81</b>	+ 1.3%
<b>Inventory of Active Listings</b>		928	<b>568</b>	- 38.8%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		8.6	<b>5.5</b>	- 36.0%	--	<b>--</b>	--

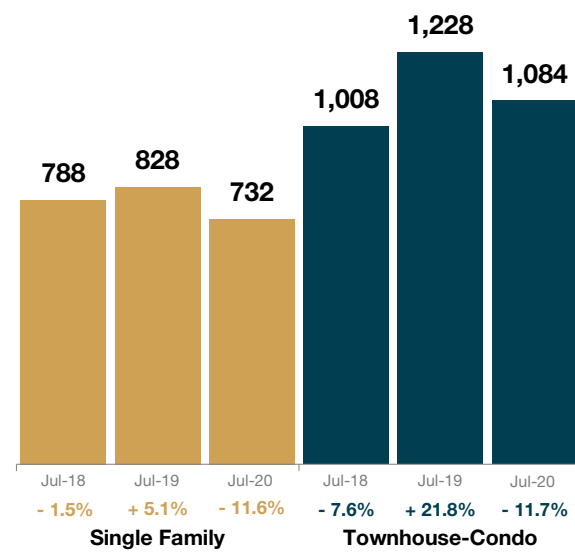
# New Listings



## July

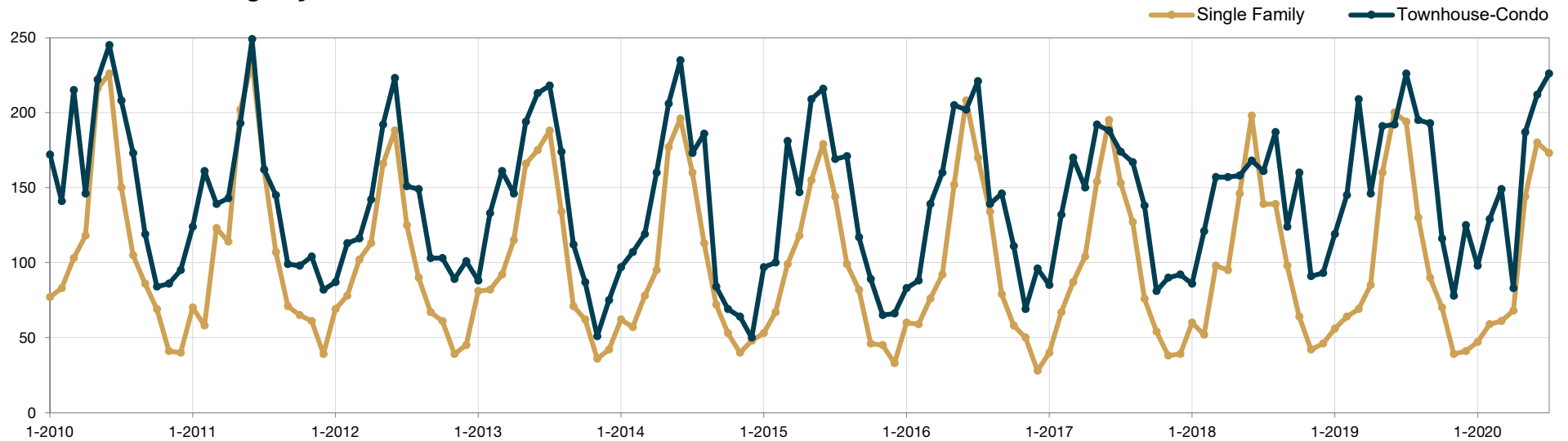


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	130	-6.5%	195	+4.3%
Sep-2019	90	-8.2%	193	+55.6%
Oct-2019	70	+9.4%	116	-27.5%
Nov-2019	39	-7.1%	78	-14.3%
Dec-2019	41	-10.9%	125	+34.4%
Jan-2020	47	-16.1%	98	-17.6%
Feb-2020	59	-7.8%	129	-11.0%
Mar-2020	61	-11.6%	149	-28.7%
Apr-2020	68	-20.0%	83	-43.2%
May-2020	144	-10.0%	187	-2.1%
Jun-2020	180	-10.0%	212	+10.4%
<b>Jul-2020</b>	<b>173</b>	<b>-10.8%</b>	<b>226</b>	<b>0.0%</b>

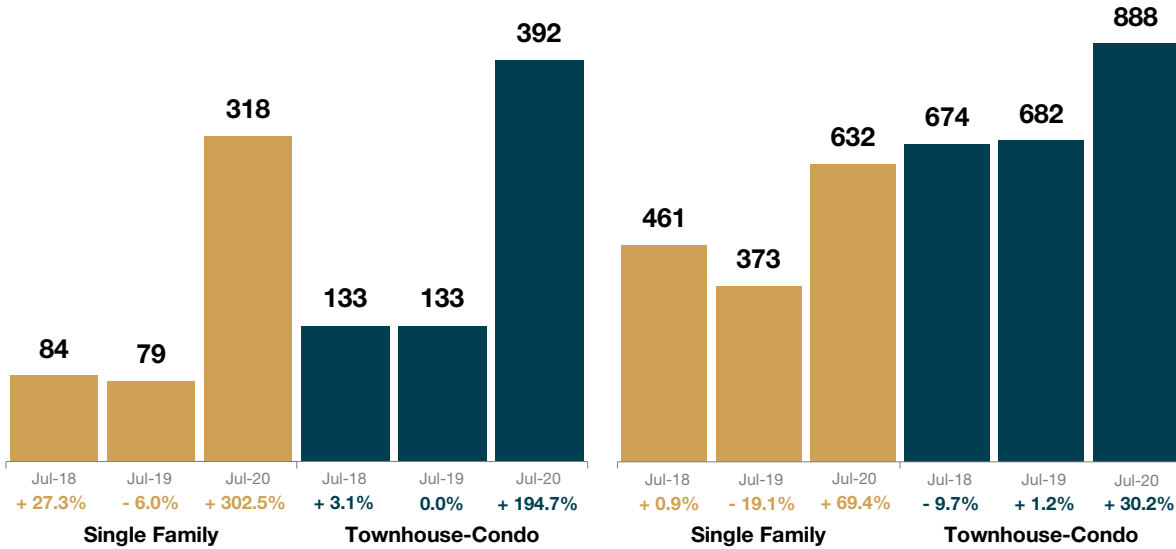
## Historical New Listings by Month



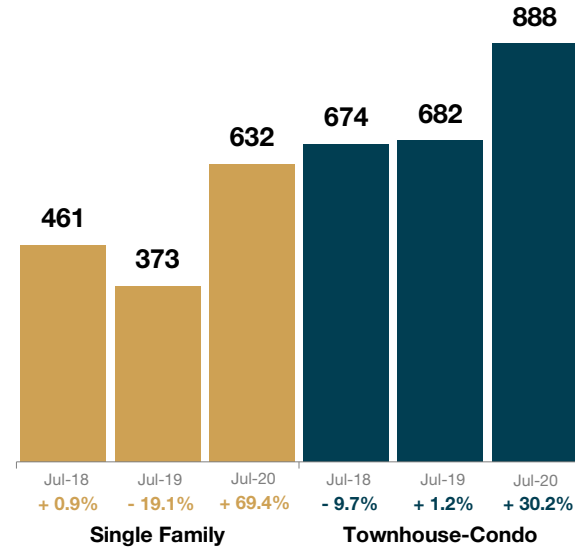
# Pending Sales



## July

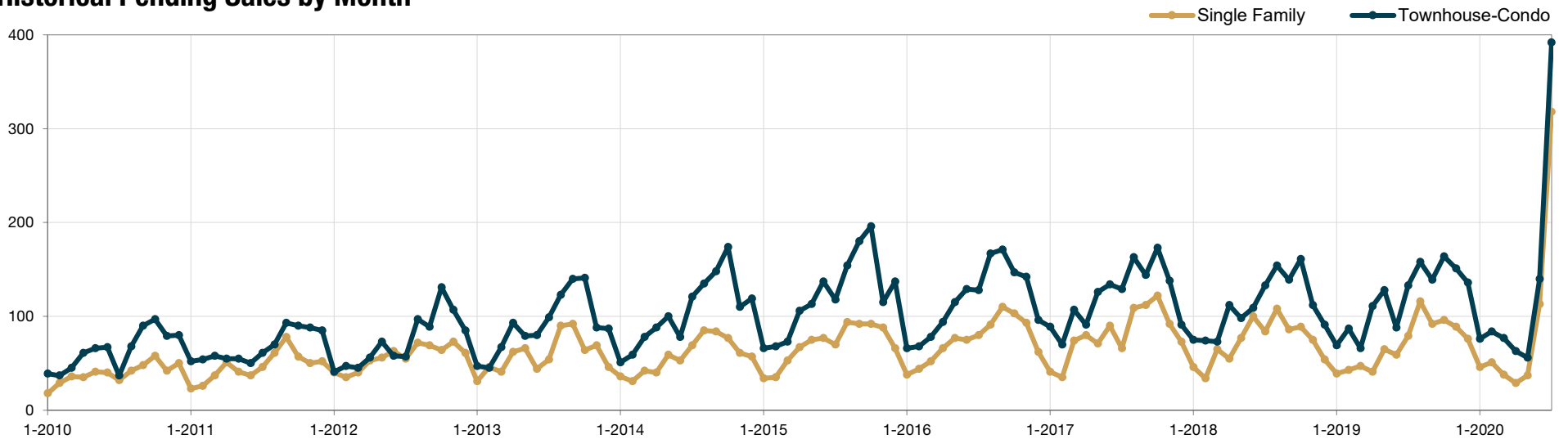


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	116	+7.4%	158	+2.6%
Sep-2019	92	+7.0%	139	0.0%
Oct-2019	96	+7.9%	164	+1.9%
Nov-2019	89	+18.7%	151	+34.8%
Dec-2019	76	+40.7%	136	+49.5%
Jan-2020	46	+17.9%	76	+10.1%
Feb-2020	51	+18.6%	84	-3.4%
Mar-2020	38	-19.1%	77	+16.7%
Apr-2020	29	-29.3%	63	-43.2%
May-2020	37	-43.1%	56	-56.3%
Jun-2020	113	+91.5%	140	+59.1%
<b>Jul-2020</b>	<b>318</b>	<b>+302.5%</b>	<b>392</b>	<b>+194.7%</b>

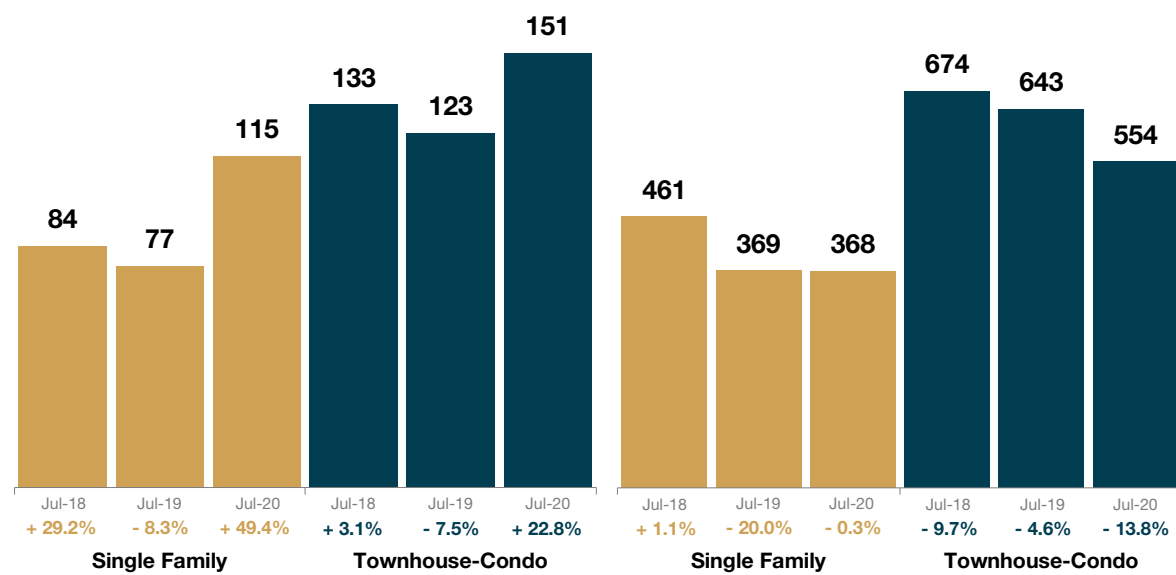
## Historical Pending Sales by Month



# Sold Listings

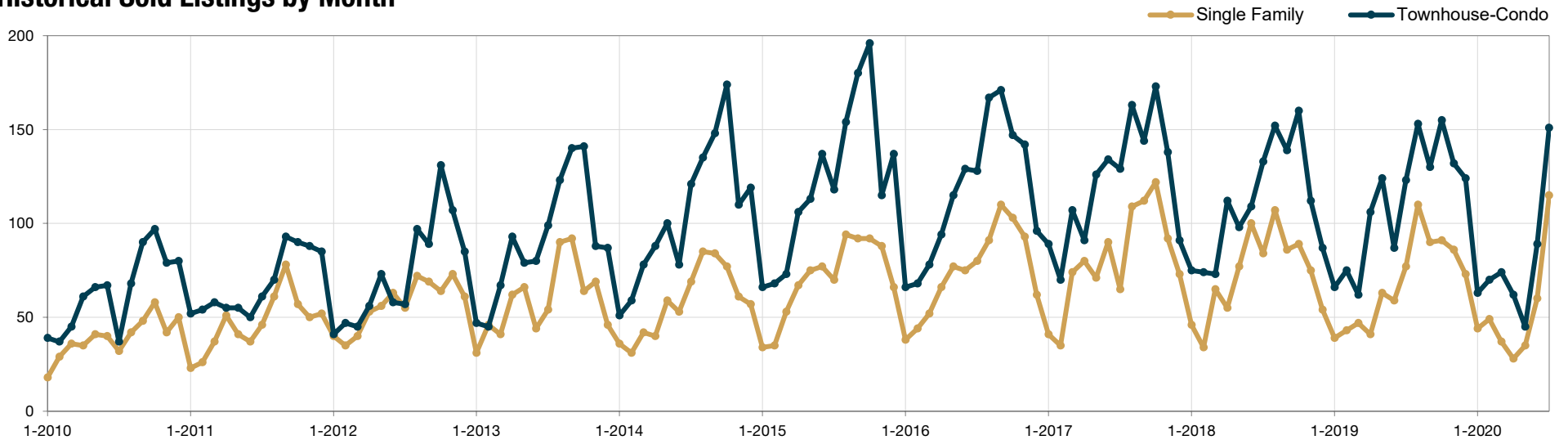


## July



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	110	+2.8%	153	+0.7%
Sep-2019	90	+4.7%	130	-6.5%
Oct-2019	91	+2.2%	155	-3.1%
Nov-2019	86	+14.7%	132	+17.9%
Dec-2019	73	+35.2%	124	+42.5%
Jan-2020	44	+12.8%	63	-4.5%
Feb-2020	49	+14.0%	70	-6.7%
Mar-2020	37	-21.3%	74	+19.4%
Apr-2020	28	-31.7%	62	-41.5%
May-2020	35	-44.4%	45	-63.7%
Jun-2020	60	+1.7%	89	+2.3%
<b>Jul-2020</b>	<b>115</b>	<b>+49.4%</b>	<b>151</b>	<b>+22.8%</b>

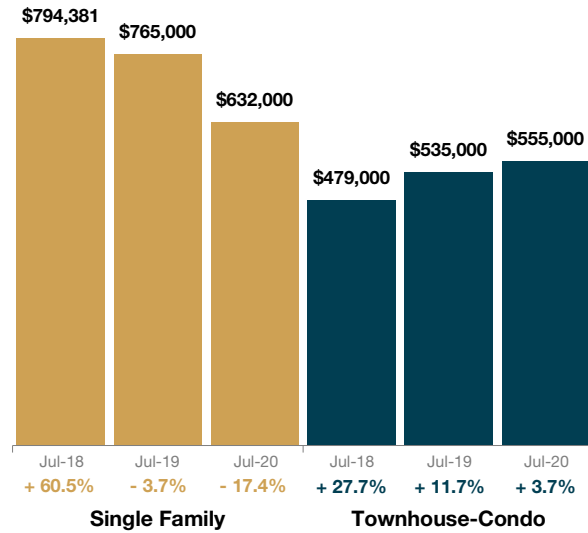
## Historical Sold Listings by Month



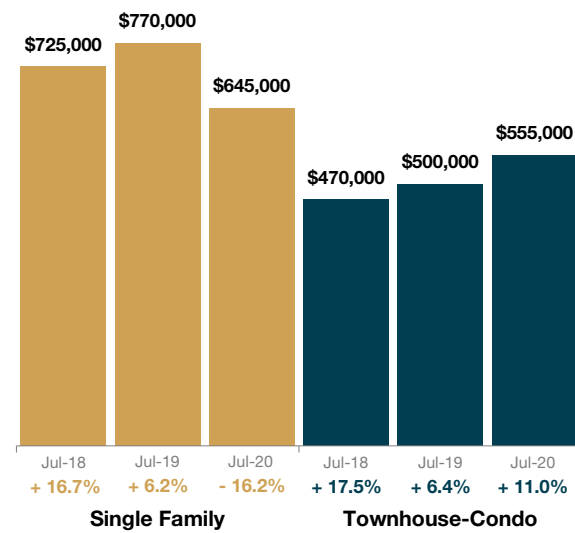
# Median Sales Price



## July

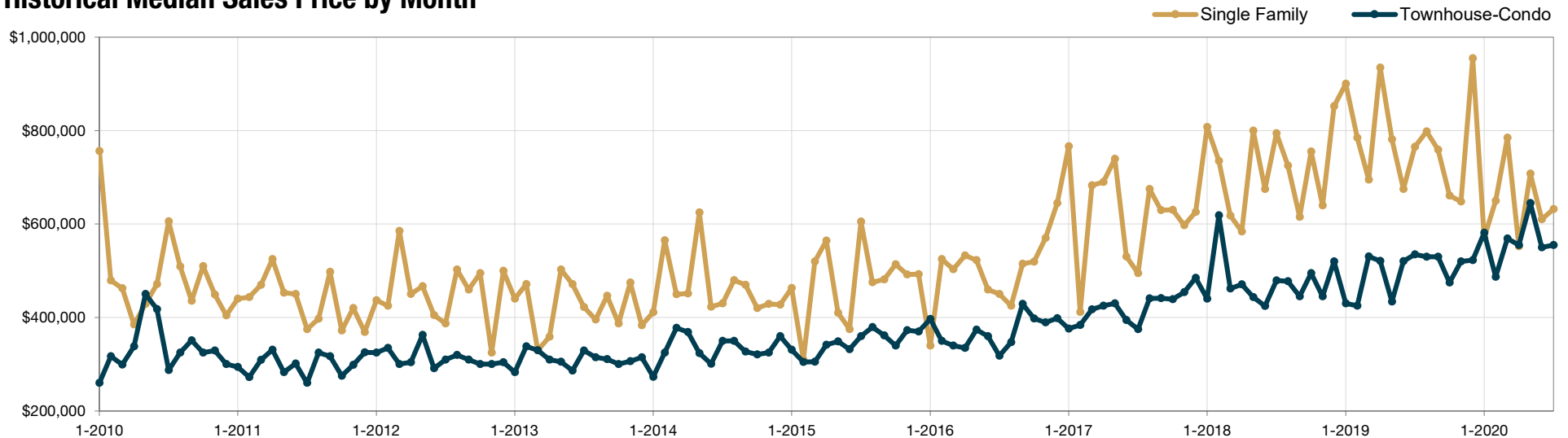


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	\$798,000	+10.1%	\$530,000	+11.0%
Sep-2019	\$759,025	+23.3%	\$530,000	+19.1%
Oct-2019	\$661,200	-12.4%	\$475,000	-4.0%
Nov-2019	\$648,125	+1.3%	\$520,000	+16.7%
Dec-2019	\$955,000	+12.1%	\$522,500	+0.5%
Jan-2020	\$570,783	-36.6%	\$581,000	+35.1%
Feb-2020	\$650,000	-17.2%	\$487,000	+14.6%
Mar-2020	\$785,000	+13.0%	\$568,750	+7.2%
Apr-2020	\$552,450	-40.9%	\$555,000	+6.5%
May-2020	\$708,000	-9.4%	\$645,000	+48.6%
Jun-2020	\$610,000	-9.6%	\$550,000	+5.7%
<b>Jul-2020</b>	<b>\$632,000</b>	<b>-17.4%</b>	<b>\$555,000</b>	<b>+3.7%</b>

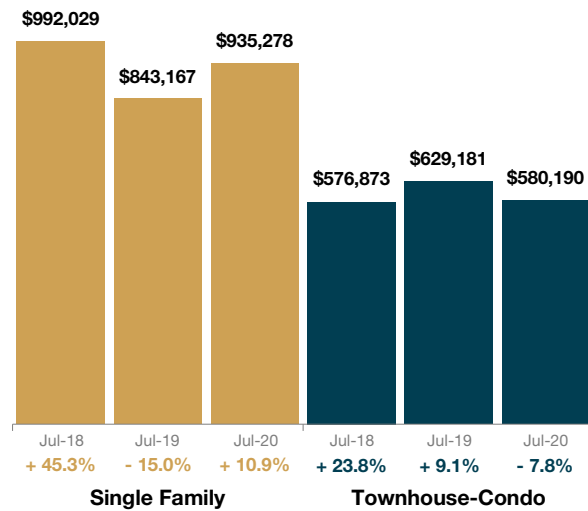
## Historical Median Sales Price by Month



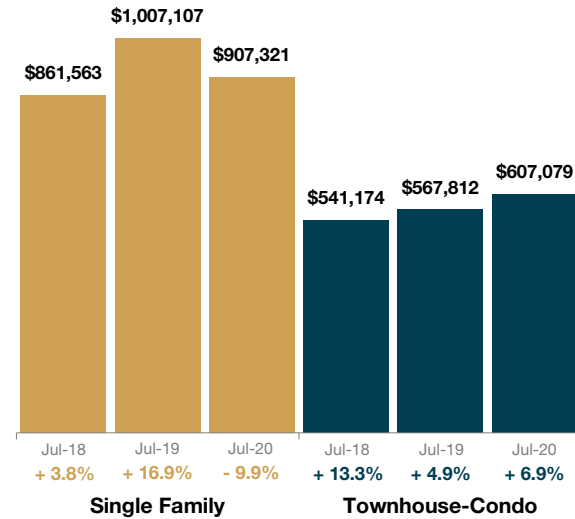
# Average Sales Price



## July

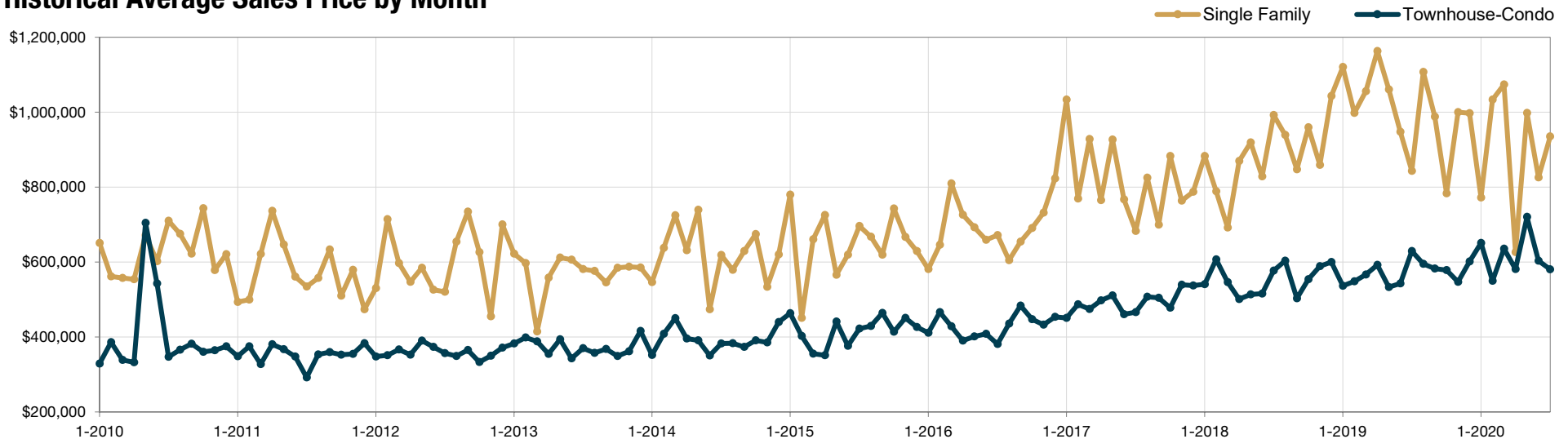


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	\$1,107,595	+17.9%	\$594,805	-1.4%
Sep-2019	\$987,955	+16.6%	\$582,277	+15.7%
Oct-2019	\$783,003	-18.4%	\$578,421	+4.4%
Nov-2019	\$999,805	+16.4%	\$546,956	-7.1%
Dec-2019	\$997,528	-4.4%	\$601,574	+0.3%
Jan-2020	\$771,964	-31.1%	\$650,841	+21.3%
Feb-2020	\$1,033,458	+3.5%	\$550,065	+0.3%
Mar-2020	\$1,073,704	+1.7%	\$635,486	+12.2%
Apr-2020	\$626,710	-46.1%	\$581,309	-1.9%
May-2020	\$997,601	-6.0%	\$720,350	+35.1%
Jun-2020	\$825,677	-12.9%	\$603,333	+11.2%
<b>Jul-2020</b>	<b>\$935,278</b>	<b>+10.9%</b>	<b>\$580,190</b>	<b>-7.8%</b>

## Historical Average Sales Price by Month



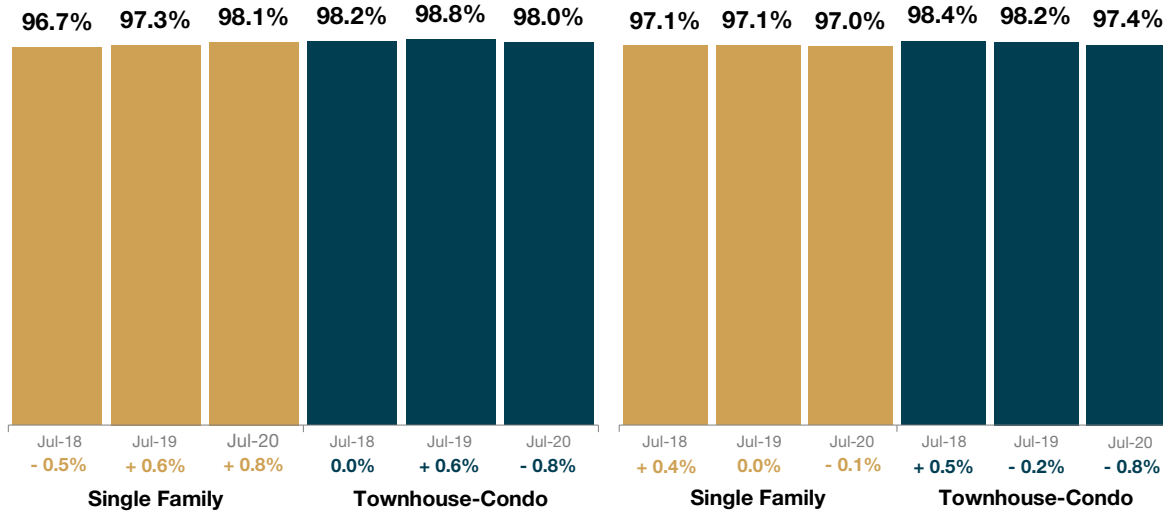


# Percent of List Price Received



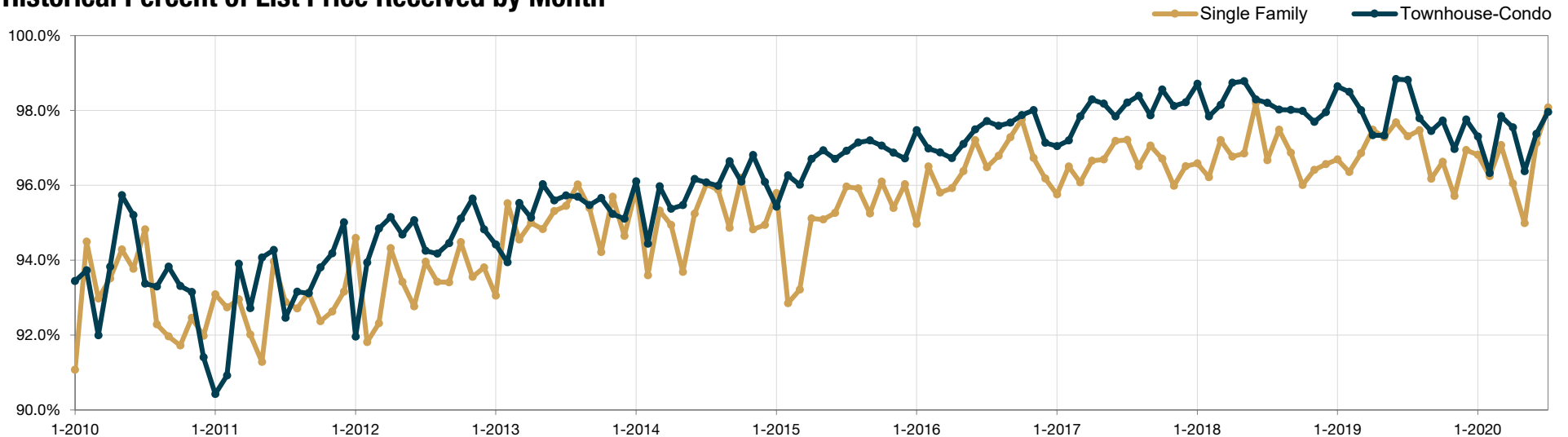
## July

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	97.5%	0.0%	97.8%	-0.2%
Sep-2019	96.2%	-0.7%	97.5%	-0.5%
Oct-2019	96.6%	+0.6%	97.7%	-0.3%
Nov-2019	95.7%	-0.7%	97.0%	-0.7%
Dec-2019	96.9%	+0.3%	97.8%	-0.2%
Jan-2020	96.8%	+0.1%	97.3%	-1.3%
Feb-2020	96.2%	-0.2%	96.3%	-2.2%
Mar-2020	97.1%	+0.2%	97.8%	-0.2%
Apr-2020	96.0%	-1.5%	97.5%	+0.2%
May-2020	95.0%	-2.4%	96.4%	-0.9%
Jun-2020	97.1%	-0.6%	97.4%	-1.4%
<b>Jul-2020</b>	<b>98.1%</b>	<b>+0.8%</b>	<b>98.0%</b>	<b>-0.8%</b>

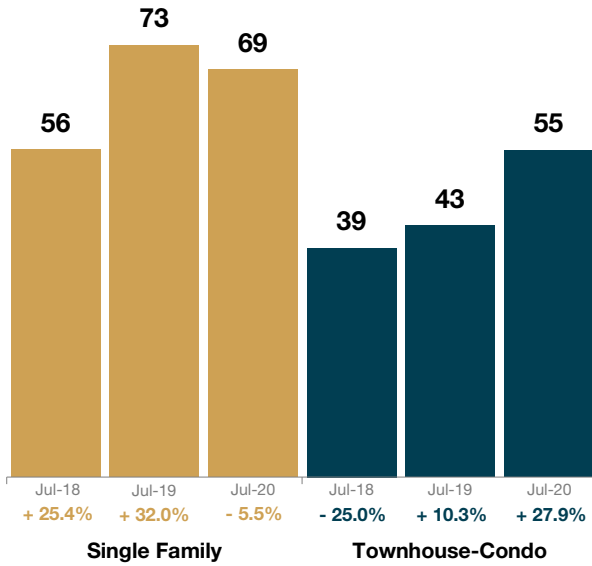
## Historical Percent of List Price Received by Month



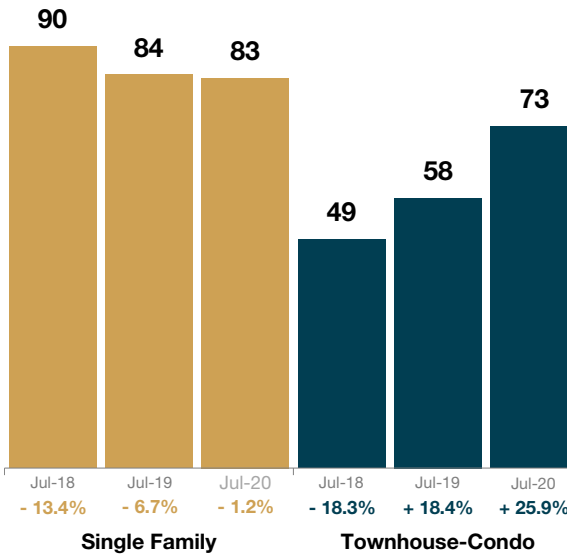
# Days on Market Until Sale



## July

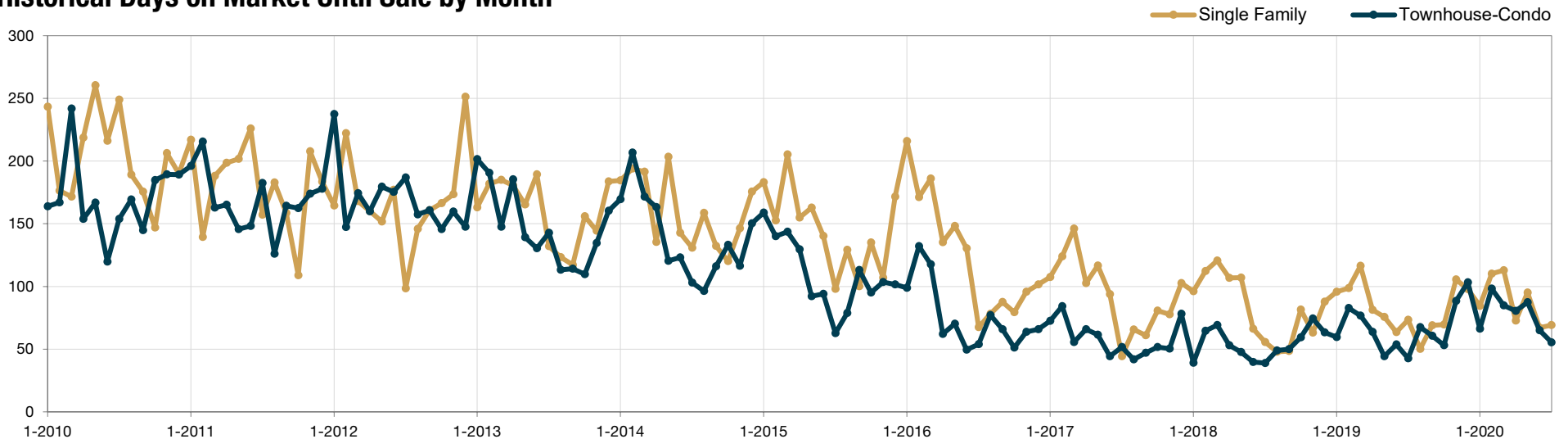


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	50	+4.2%	67	+36.7%
Sep-2019	69	+43.8%	61	+22.0%
Oct-2019	70	-14.6%	53	-10.2%
Nov-2019	106	+68.3%	88	+18.9%
Dec-2019	98	+11.4%	103	+63.5%
Jan-2020	84	-12.5%	66	+11.9%
Feb-2020	110	+11.1%	98	+18.1%
Mar-2020	113	-2.6%	85	+10.4%
Apr-2020	73	-9.9%	80	+25.0%
May-2020	95	+25.0%	87	+97.7%
Jun-2020	67	+4.7%	65	+20.4%
<b>Jul-2020</b>	<b>69</b>	<b>-5.5%</b>	<b>55</b>	<b>+27.9%</b>

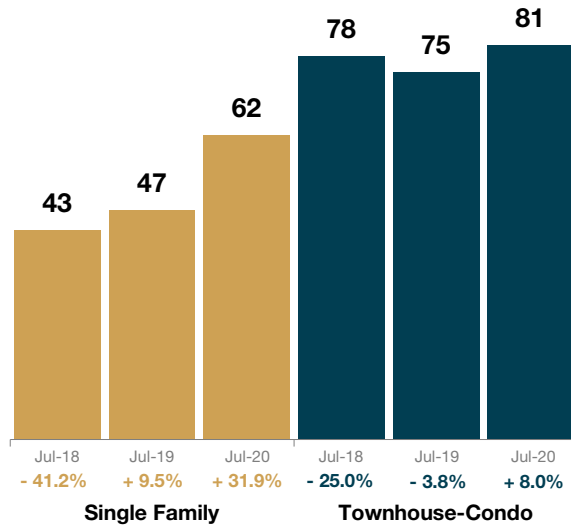
## Historical Days on Market Until Sale by Month



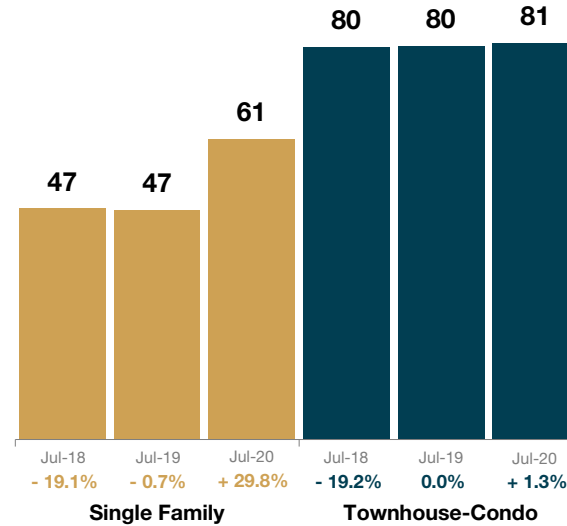
# Housing Affordability Index



## July

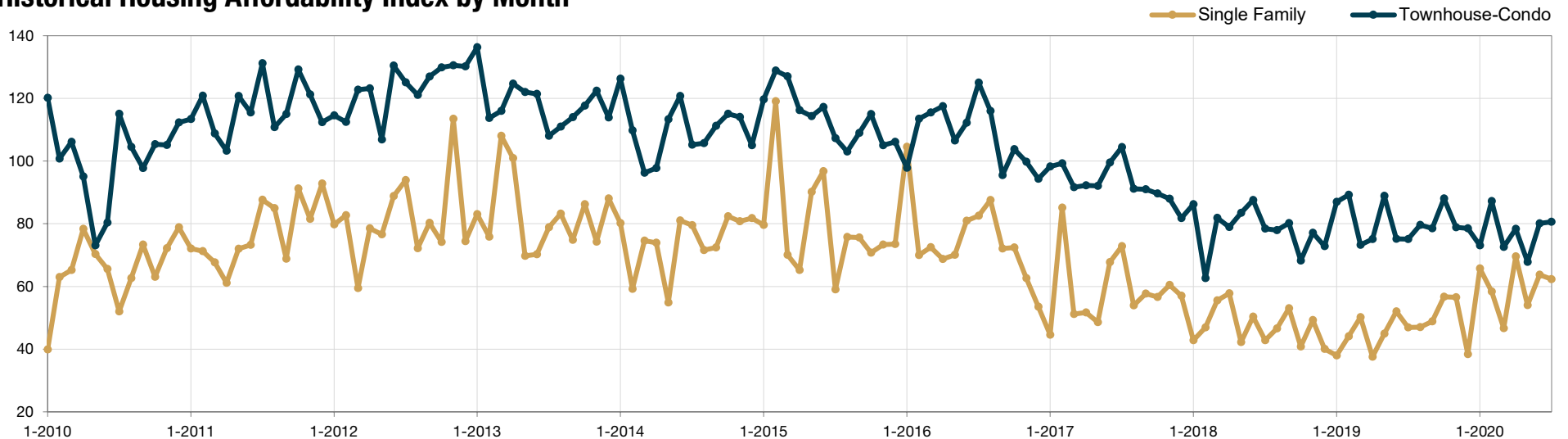


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	47	0.0%	80	+2.6%
Sep-2019	49	-7.5%	79	-1.3%
Oct-2019	57	+39.0%	88	+29.4%
Nov-2019	57	+16.3%	79	+2.6%
Dec-2019	38	-5.0%	79	+8.2%
Jan-2020	66	+73.7%	73	-16.1%
Feb-2020	58	+31.8%	87	-2.2%
Mar-2020	47	-6.0%	73	0.0%
Apr-2020	70	+84.2%	78	+4.0%
May-2020	54	+20.0%	68	-23.6%
Jun-2020	64	+23.1%	80	+6.7%
<b>Jul-2020</b>	<b>62</b>	<b>+31.9%</b>	<b>81</b>	<b>+8.0%</b>

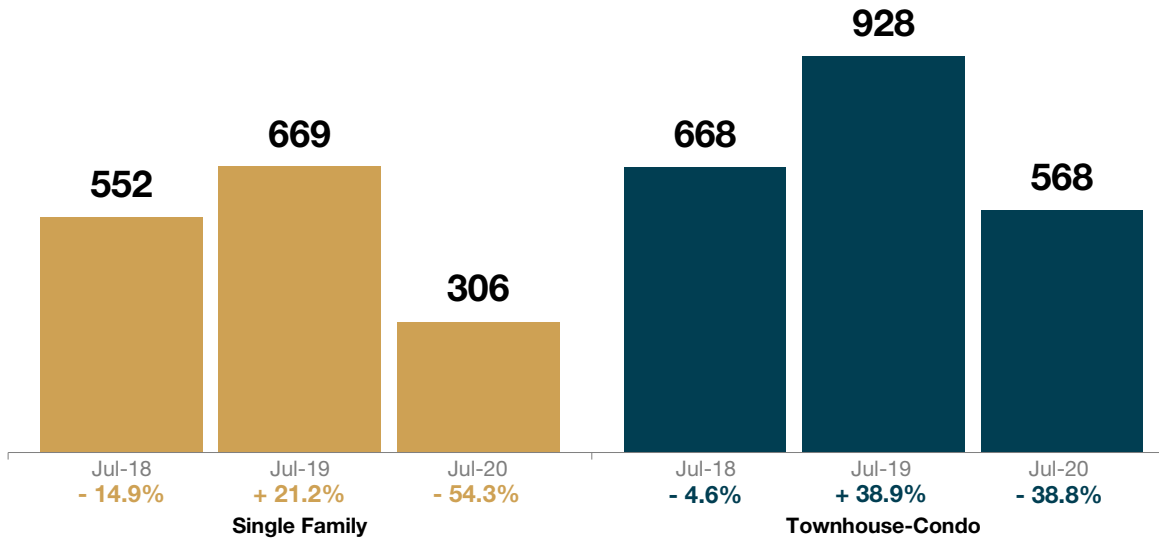
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

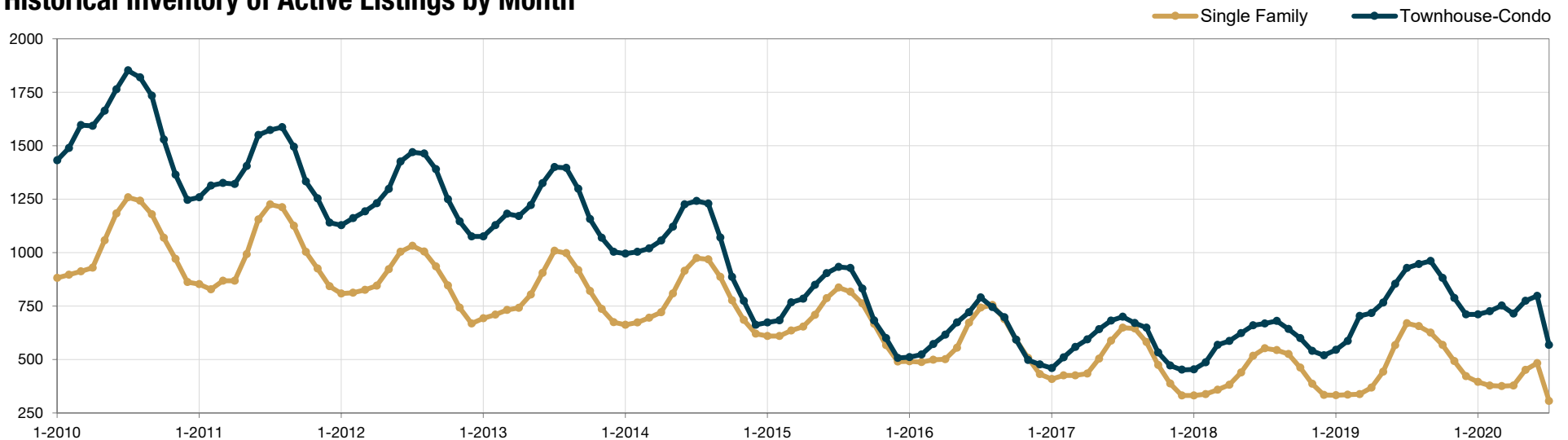


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	656	+20.6%	946	+39.1%
Sep-2019	625	+18.8%	961	+49.5%
Oct-2019	568	+22.9%	882	+47.0%
Nov-2019	493	+27.7%	788	+45.9%
Dec-2019	422	+26.3%	711	+37.0%
Jan-2020	395	+18.6%	711	+30.5%
Feb-2020	378	+12.8%	725	+23.5%
Mar-2020	376	+11.2%	752	+7.0%
Apr-2020	378	+2.7%	715	-0.3%
May-2020	451	+1.8%	774	+1.0%
Jun-2020	483	-14.8%	797	-6.7%
<b>Jul-2020</b>	<b>306</b>	<b>-54.3%</b>	<b>568</b>	<b>-38.8%</b>

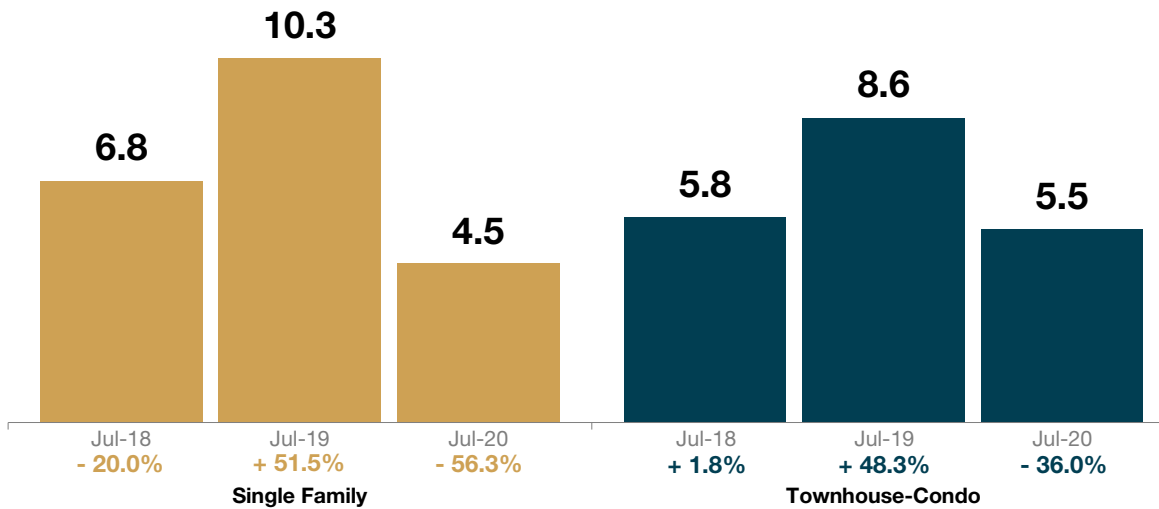
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

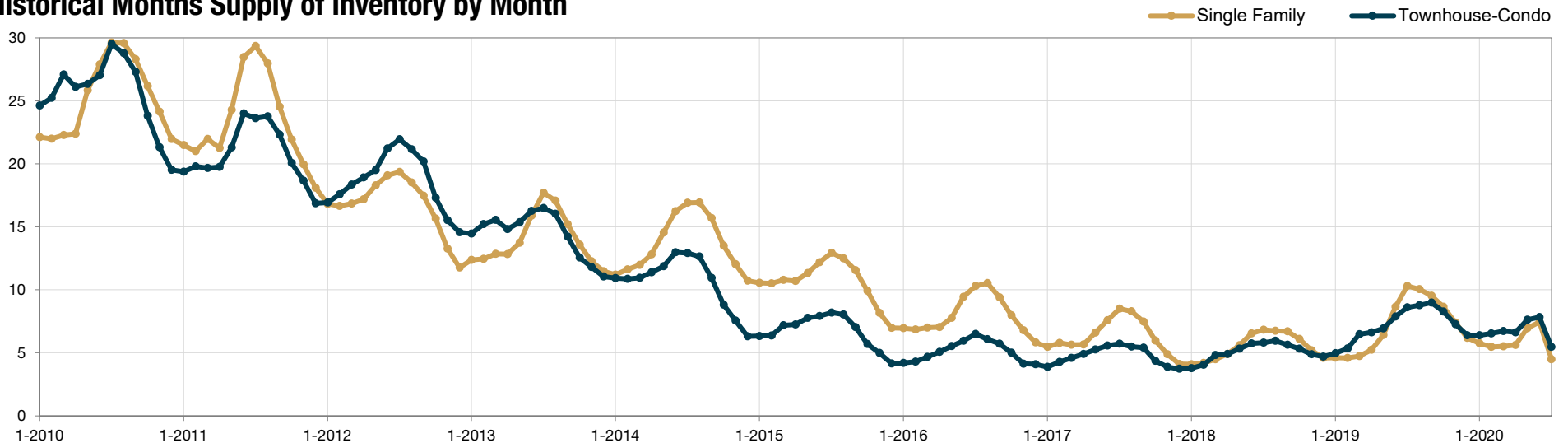


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	10.1	+48.5%	8.8	+49.2%
Sep-2019	9.5	+41.8%	9.0	+60.7%
Oct-2019	8.6	+41.0%	8.3	+56.6%
Nov-2019	7.4	+42.3%	7.3	+49.0%
Dec-2019	6.2	+34.8%	6.4	+36.2%
Jan-2020	5.8	+26.1%	6.4	+28.0%
Feb-2020	5.5	+19.6%	6.5	+20.4%
Mar-2020	5.5	+17.0%	6.7	+3.1%
Apr-2020	5.6	+7.7%	6.6	0.0%
May-2020	6.9	+7.8%	7.6	+10.1%
Jun-2020	7.4	-14.0%	7.8	-1.3%
<b>Jul-2020</b>	<b>4.5</b>	<b>-56.3%</b>	<b>5.5</b>	<b>-36.0%</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.

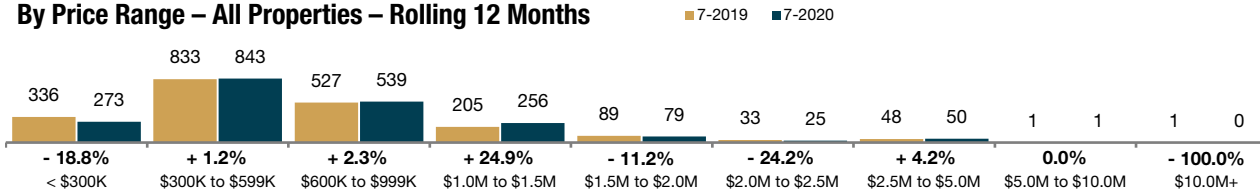
Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		420	<b>399</b>	- 5.0%	2,056	<b>1,816</b>	- 11.7%
<b>Pending Sales</b>		212	<b>710</b>	+ 234.9%	1,055	<b>1,520</b>	+ 44.1%
<b>Sold Listings</b>		200	<b>266</b>	+ 33.0%	1,012	<b>922</b>	- 8.9%
<b>Median Sales Price</b>		\$568,500	<b>\$566,000</b>	- 0.4%	\$549,000	<b>\$576,000</b>	+ 4.9%
<b>Average Sales Price</b>		\$711,566	<b>\$733,705</b>	+ 3.1%	\$727,990	<b>\$727,045</b>	- 0.1%
<b>Pct. of List Price Received</b>		98.2%	<b>98.0%</b>	- 0.2%	97.8%	<b>97.2%</b>	- 0.6%
<b>Days on Market Until Sale</b>		54	<b>61</b>	+ 13.0%	67	<b>77</b>	+ 14.9%
<b>Housing Affordability Index</b>		63	<b>70</b>	+ 11.1%	65	<b>68</b>	+ 4.6%
<b>Inventory of Active Listings</b>		1,597	<b>874</b>	- 45.3%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		9.2	<b>5.1</b>	- 44.6%	--	<b>--</b>	--

# Sold Listings

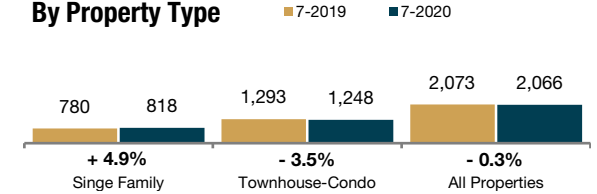
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$299,999 and Below	118	104	-11.9%	218	169	-22.5%
\$300,000 to \$599,999	193	258	+33.7%	640	585	-8.6%
\$600,000 to \$999,999	203	174	-14.3%	324	365	+12.7%
\$1,000,000 to \$1,499,999	130	152	+16.9%	75	104	+38.7%
\$1,500,00 to \$1,999,999	71	61	-14.1%	18	18	0.0%
\$2,000,000 to \$2,499,999	24	20	-16.7%	9	5	-44.4%
\$2,500,000 to \$4,999,999	39	48	+23.1%	9	2	-77.8%
\$5,000,000 to \$9,999,999	1	1	0.0%	0	0	--
\$10,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>780</b>	<b>818</b>	<b>+4.9%</b>	<b>1,293</b>	<b>1,248</b>	<b>-3.5%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2020	7-2020	Change	6-2020	7-2020	Change
\$299,999 and Below	9	12	+33.3%	18	20	+11.1%
\$300,000 to \$599,999	21	44	+109.5%	36	70	+94.4%
\$600,000 to \$999,999	12	23	+91.7%	28	45	+60.7%
\$1,000,000 to \$1,499,999	12	15	+25.0%	5	15	+200.0%
\$1,500,00 to \$1,999,999	2	9	+350.0%	1	1	0.0%
\$2,000,000 to \$2,499,999	1	5	+400.0%	0	0	--
\$2,500,000 to \$4,999,999	3	7	+133.3%	1	0	-100.0%
\$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>60</b>	<b>115</b>	<b>+91.7%</b>	<b>89</b>	<b>151</b>	<b>+69.7%</b>

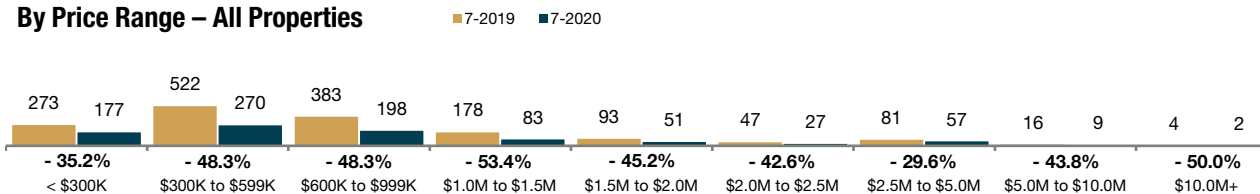
### Year to Date

By Price Range	Single Family			Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$299,999 and Below	53	47	-11.3%	117	81	-30.8%
\$300,000 to \$599,999	85	127	+49.4%	303	240	-20.8%
\$600,000 to \$999,999	105	75	-28.6%	164	171	+4.3%
\$1,000,000 to \$1,499,999	61	65	+6.6%	42	50	+19.0%
\$1,500,00 to \$1,999,999	34	22	-35.3%	10	8	-20.0%
\$2,000,000 to \$2,499,999	6	12	+100.0%	4	2	-50.0%
\$2,500,000 to \$4,999,999	23	20	-13.0%	3	2	-33.3%
\$5,000,000 to \$9,999,999	1	0	-100.0%	0	0	--
\$10,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>369</b>	<b>368</b>	<b>-0.3%</b>	<b>643</b>	<b>554</b>	<b>-13.8%</b>

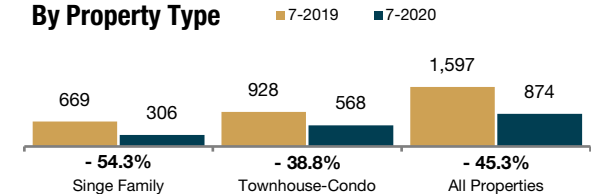
# Inventory of Active Listings

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		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$299,999 and Below	68	37	-45.6%	205	140	-31.7%
\$300,000 to \$599,999	175	75	-57.1%	347	195	-43.8%
\$600,000 to \$999,999	116	40	-65.5%	267	158	-40.8%
\$1,000,000 to \$1,499,999	112	35	-68.8%	66	48	-27.3%
\$1,500,00 to \$1,999,999	68	36	-47.1%	25	15	-40.0%
\$2,000,000 to \$2,499,999	32	17	-46.9%	15	10	-33.3%
\$2,500,000 to \$4,999,999	78	55	-29.5%	3	2	-33.3%
\$5,000,000 to \$9,999,999	16	9	-43.8%	0	0	--
\$10,000,000 and Above	4	2	-50.0%	0	0	--
<b>All Price Ranges</b>	<b>669</b>	<b>306</b>	<b>-54.3%</b>	<b>928</b>	<b>568</b>	<b>-38.8%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2020	7-2020	Change	6-2020	7-2020	Change
\$299,999 and Below	48	37	-22.9%	177	140	-20.9%
\$300,000 to \$599,999	130	75	-42.3%	298	195	-34.6%
\$600,000 to \$999,999	77	40	-48.1%	222	158	-28.8%
\$1,000,000 to \$1,499,999	66	35	-47.0%	62	48	-22.6%
\$1,500,00 to \$1,999,999	51	36	-29.4%	25	15	-40.0%
\$2,000,000 to \$2,499,999	31	17	-45.2%	12	10	-16.7%
\$2,500,000 to \$4,999,999	65	55	-15.4%	1	2	+100.0%
\$5,000,000 to \$9,999,999	13	9	-30.8%	0	0	--
\$10,000,000 and Above	2	2	0.0%	0	0	--
<b>All Price Ranges</b>	<b>483</b>	<b>306</b>	<b>-36.6%</b>	<b>797</b>	<b>568</b>	<b>-28.7%</b>

### Year to Date

By Price Range	Single Family			Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$299,999 and Below	68	37	-45.6%	205	140	-31.7%
\$300,000 to \$599,999	175	75	-57.1%	347	195	-43.8%
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\$2,500,000 to \$4,999,999	78	55	-29.5%	3	2	-33.3%
\$5,000,000 to \$9,999,999	16	9	-43.8%	0	0	--
\$10,000,000 and Above	4	2	-50.0%	0	0	--
<b>All Price Ranges</b>	<b>669</b>	<b>306</b>	<b>-54.3%</b>	<b>928</b>	<b>568</b>	<b>-38.8%</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.