

# Monthly Indicators



## April 2016

Percent changes calculated using year-over-year comparisons.

New Listings were down 22.9 percent for single family homes but increased 8.2 percent for townhouse-condo properties. Pending Sales landed at 139 for single family homes and 211 for townhouse-condo properties.

The Median Sales Price was down 5.7 percent to \$532,500 for single family homes and 4.5 percent to \$326,000 for townhouse-condo properties. Days on Market decreased 12.9 percent for single family homes and 57.7 percent for condo properties.

There have been no striking changes to curtail what should be a decent run of home sales over the next several months. Mortgage rates have remained stubbornly and wonderfully low, the unemployment rate has remained at or near 5.0 percent for eight straight months and wages have increased for a great many people. New construction has been slow, and that may be a damper on sales, but the general outlook remains strong.

## Activity Snapshot

**- 8.7%**

**- 6.9%**

**- 47.1%**

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

Residential real estate activity in Summit and Park Counties, 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	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		118	91	- 22.9%	337	286	- 15.1%
<b>Pending Sales</b>		69	139	+ 101.4%	194	329	+ 69.6%
<b>Sold Listings</b>		67	66	- 1.5%	189	197	+ 4.2%
<b>Median Sales Price</b>		\$564,500	\$532,500	- 5.7%	\$499,550	\$480,000	- 3.9%
<b>Avg. Sales Price</b>		\$725,695	\$726,135	+ 0.1%	\$665,910	\$700,833	+ 5.2%
<b>Pct. of List Price Received</b>		95.1%	95.9%	+ 0.8%	94.3%	95.8%	+ 1.6%
<b>Days on Market</b>		155	135	- 12.9%	174	171	- 1.7%
<b>Affordability Index</b>		65	69	+ 6.2%	74	76	+ 2.7%
<b>Active Listings</b>		648	344	- 46.9%	--	--	--
<b>Months Supply</b>		10.6	4.9	- 53.8%	--	--	--

# Townhouse-Condo Market Overview

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

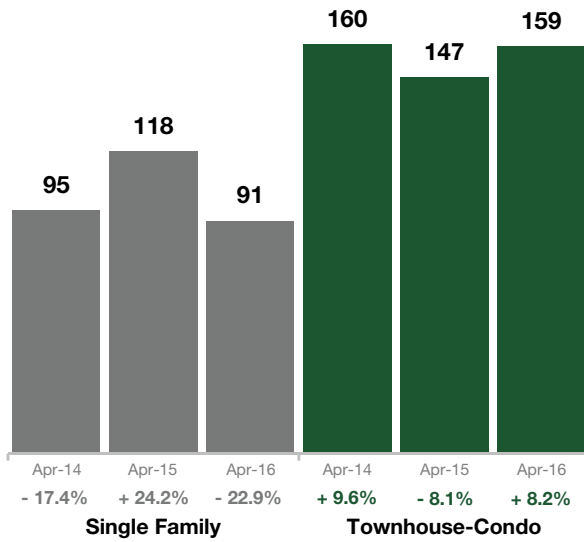


Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		147	<b>159</b>	+ 8.2%	525	<b>469</b>	- 10.7%
<b>Pending Sales</b>		106	<b>211</b>	+ 99.1%	315	<b>487</b>	+ 54.6%
<b>Sold Listings</b>		106	<b>92</b>	- 13.2%	313	<b>304</b>	- 2.9%
<b>Median Sales Price</b>		\$341,500	<b>\$326,000</b>	- 4.5%	\$325,000	<b>\$360,000</b>	+ 10.8%
<b>Avg. Sales Price</b>		\$350,969	<b>\$389,383</b>	+ 10.9%	\$387,001	<b>\$421,263</b>	+ 8.9%
<b>Pct. of List Price Received</b>		96.7%	<b>96.7%</b>	0.0%	96.2%	<b>97.0%</b>	+ 0.8%
<b>Days on Market</b>		130	<b>55</b>	- 57.7%	141	<b>98</b>	- 30.5%
<b>Affordability Index</b>		116	<b>120</b>	+ 3.4%	121	<b>110</b>	- 9.1%
<b>Active Listings</b>		782	<b>413</b>	- 47.2%	--	--	--
<b>Months Supply</b>		7.2	<b>3.4</b>	- 52.8%	--	--	--

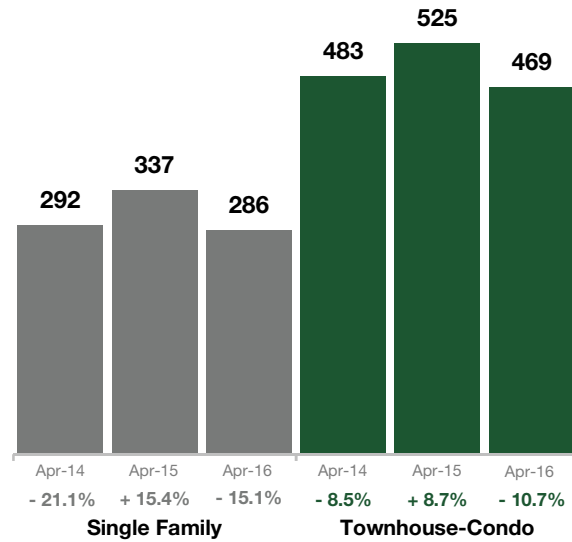
# New Listings



## April

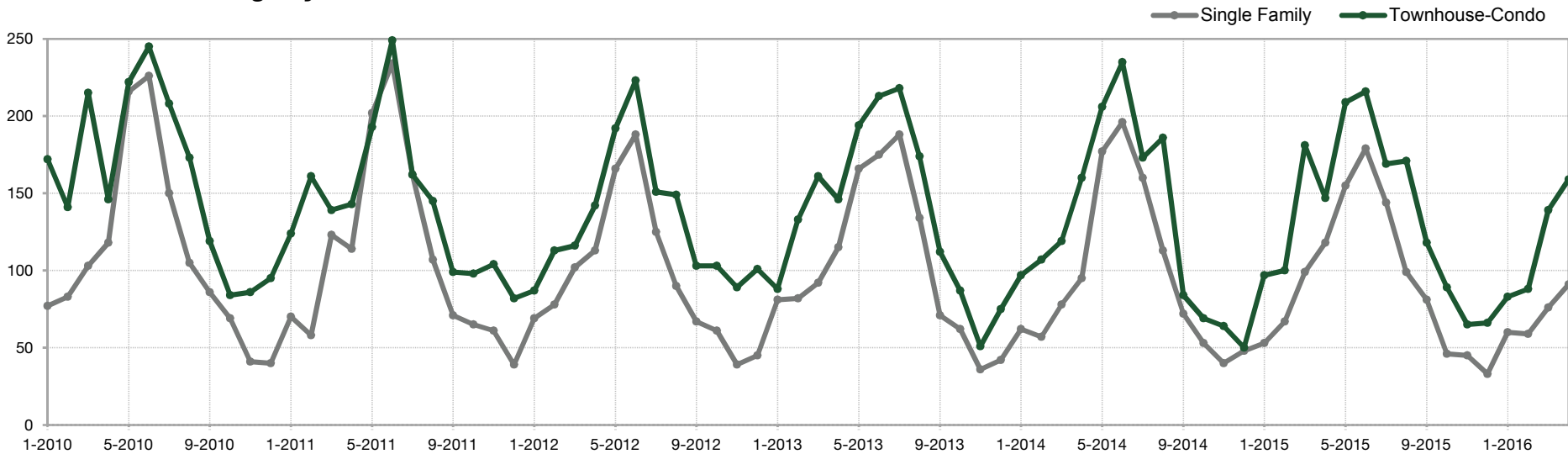


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	155	-12.4%	209	+1.5%
Jun-2015	179	-8.7%	216	-8.1%
Jul-2015	144	-10.0%	169	-2.3%
Aug-2015	99	-12.4%	171	-8.1%
Sep-2015	81	+12.5%	118	+40.5%
Oct-2015	46	-13.2%	89	+29.0%
Nov-2015	45	+12.5%	65	+1.6%
Dec-2015	33	-31.3%	66	+32.0%
Jan-2016	60	+13.2%	83	-14.4%
Feb-2016	59	-11.9%	88	-12.0%
Mar-2016	76	-23.2%	139	-23.2%
<b>Apr-2016</b>	<b>91</b>	<b>-22.9%</b>	<b>159</b>	<b>+8.2%</b>

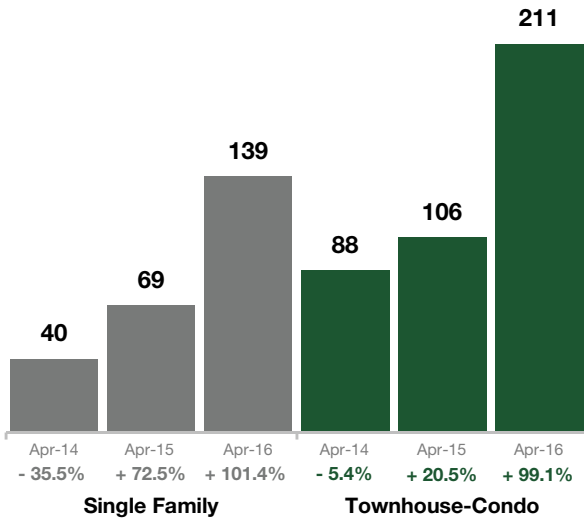
## Historical New Listings by Month



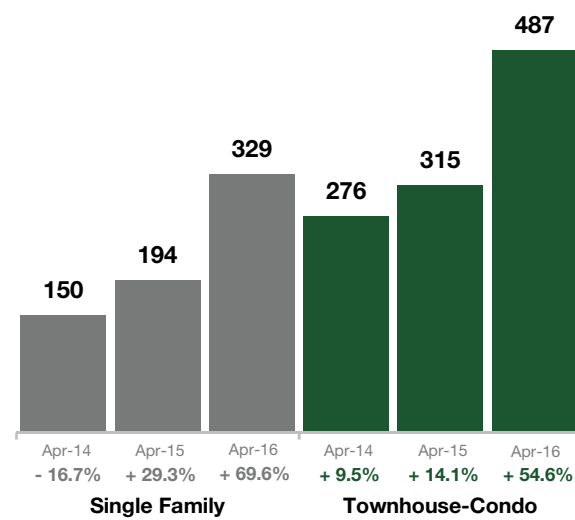
# Pending Sales



## April

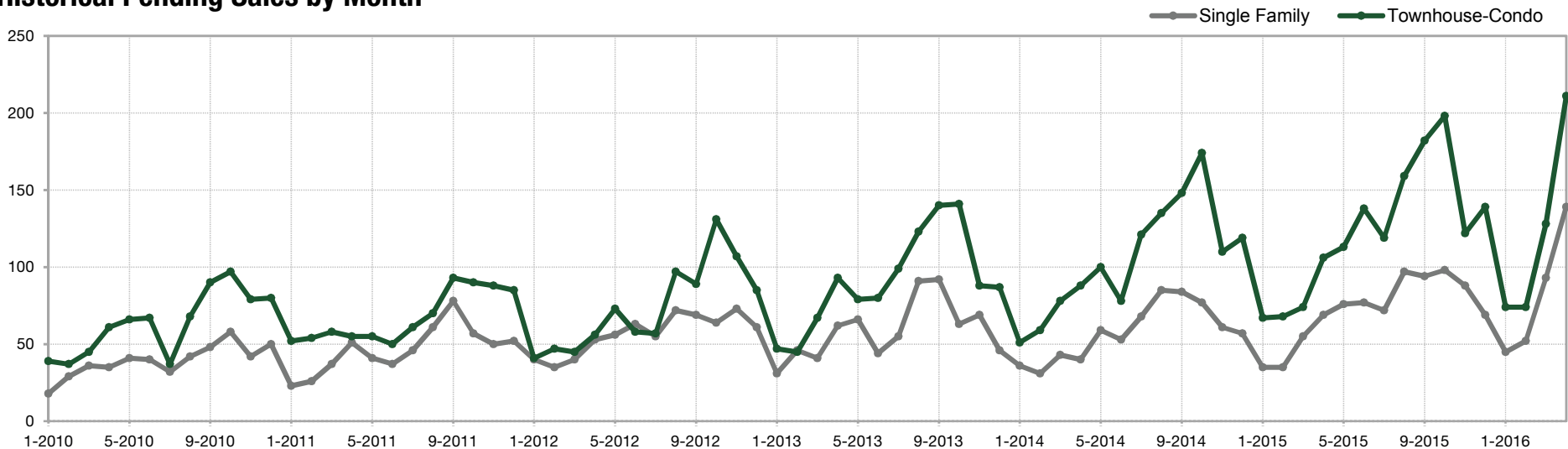


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	76	+28.8%	113	+13.0%
Jun-2015	77	+45.3%	138	+76.9%
Jul-2015	72	+5.9%	119	-1.7%
Aug-2015	97	+14.1%	159	+17.8%
Sep-2015	94	+11.9%	182	+23.0%
Oct-2015	98	+27.3%	198	+13.8%
Nov-2015	88	+44.3%	122	+10.9%
Dec-2015	69	+21.1%	139	+16.8%
Jan-2016	45	+28.6%	74	+10.4%
Feb-2016	52	+48.6%	74	+8.8%
Mar-2016	93	+69.1%	128	+73.0%
<b>Apr-2016</b>	<b>139</b>	<b>+101.4%</b>	<b>211</b>	<b>+99.1%</b>

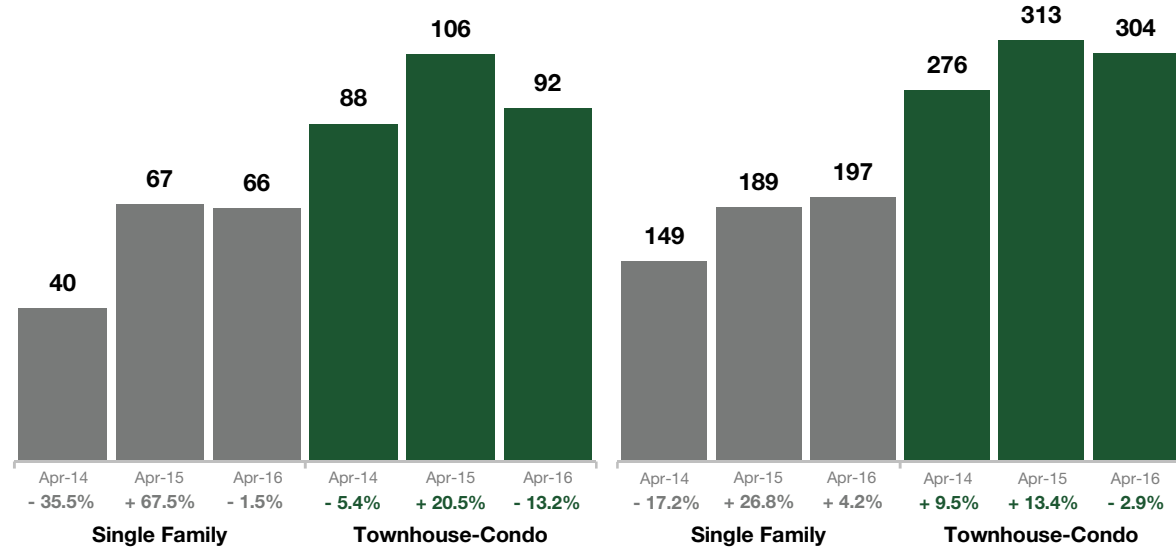
## Historical Pending Sales by Month



# Sold Listings

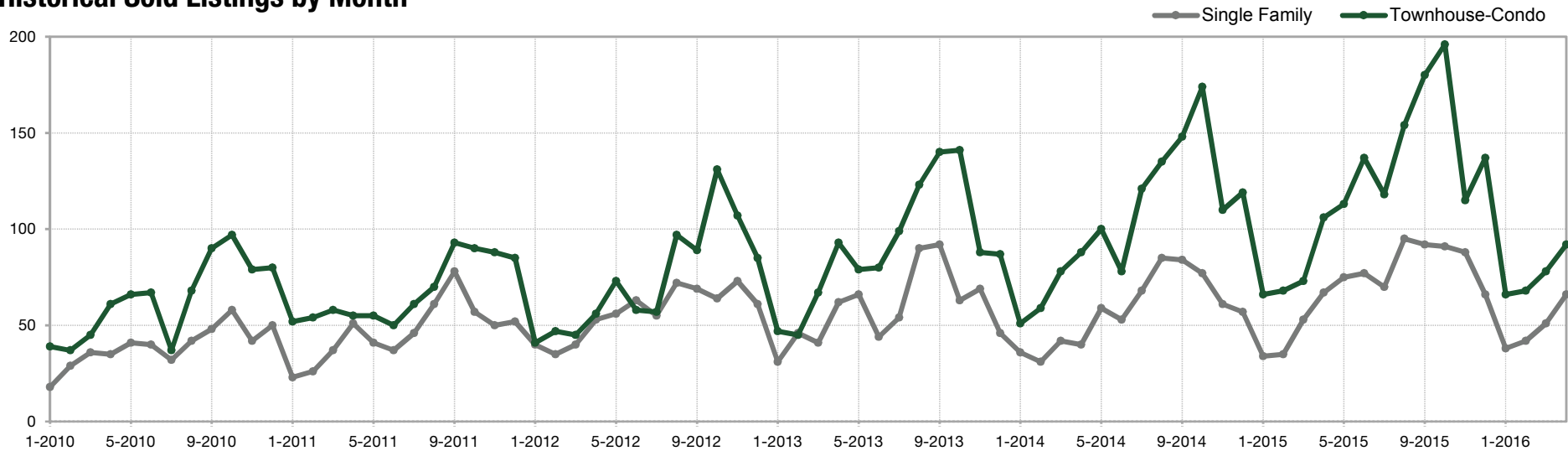


## April



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	75	+27.1%	113	+13.0%
Jun-2015	77	+45.3%	137	+75.6%
Jul-2015	70	+2.9%	118	-2.5%
Aug-2015	95	+11.8%	154	+14.1%
Sep-2015	92	+9.5%	180	+21.6%
Oct-2015	91	+18.2%	196	+12.6%
Nov-2015	88	+44.3%	115	+4.5%
Dec-2015	66	+15.8%	137	+15.1%
Jan-2016	38	+11.8%	66	0.0%
Feb-2016	42	+20.0%	68	0.0%
Mar-2016	51	-3.8%	78	+6.8%
<b>Apr-2016</b>	<b>66</b>	<b>-1.5%</b>	<b>92</b>	<b>-13.2%</b>

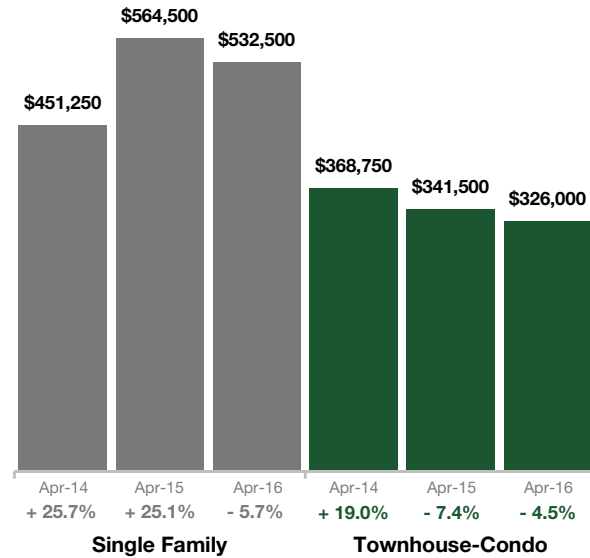
## Historical Sold Listings by Month



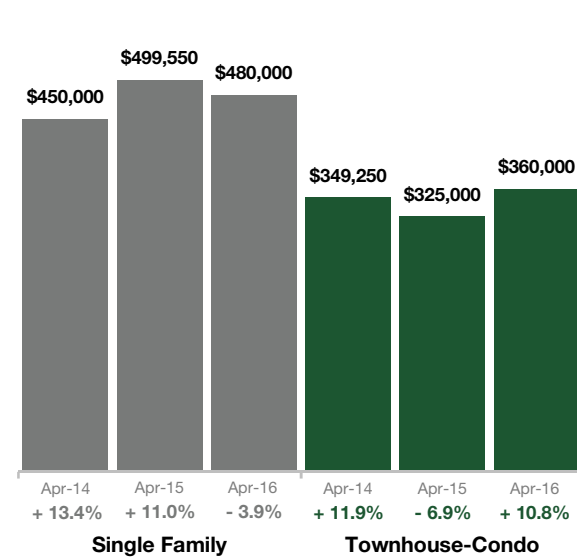
# Median Sales Price



## April

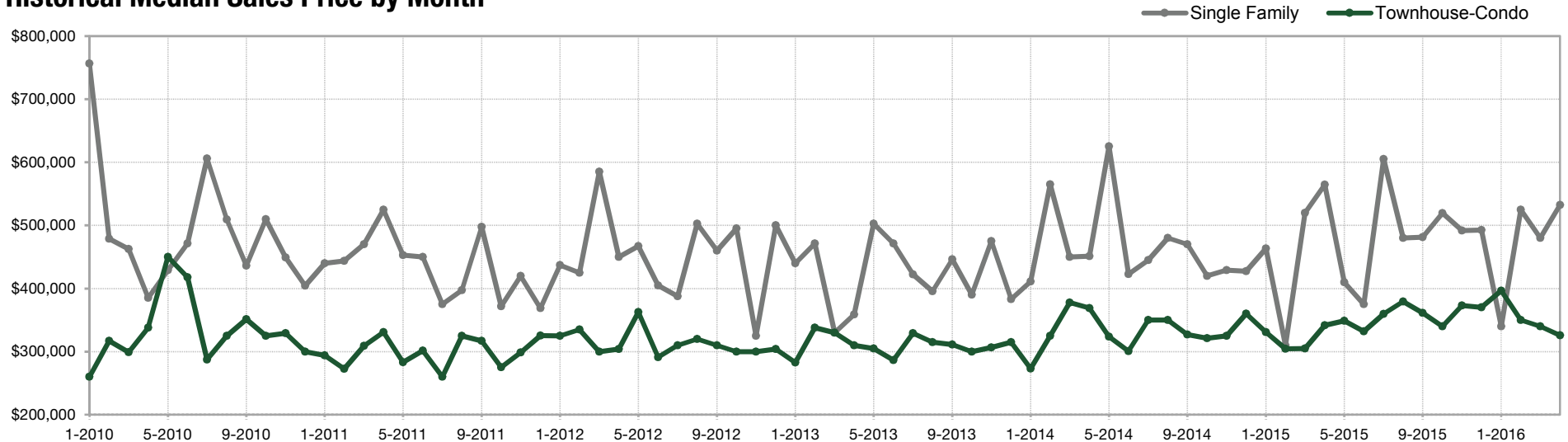


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	\$410,000	-34.4%	\$349,000	+7.9%
Jun-2015	\$375,000	-11.3%	\$332,000	+10.4%
Jul-2015	\$605,125	+36.0%	\$359,673	+2.8%
Aug-2015	\$480,000	0.0%	\$379,500	+8.4%
Sep-2015	\$481,200	+2.4%	\$361,500	+10.6%
Oct-2015	\$519,500	+23.7%	\$340,000	+5.9%
Nov-2015	\$491,950	+14.7%	\$373,000	+14.8%
Dec-2015	\$492,500	+15.2%	\$370,000	+2.8%
Jan-2016	\$340,000	-26.6%	\$396,450	+19.9%
Feb-2016	\$524,750	+69.3%	\$350,000	+14.9%
Mar-2016	\$480,000	-7.7%	\$340,000	+11.5%
<b>Apr-2016</b>	<b>\$532,500</b>	<b>-5.7%</b>	<b>\$326,000</b>	<b>-4.5%</b>

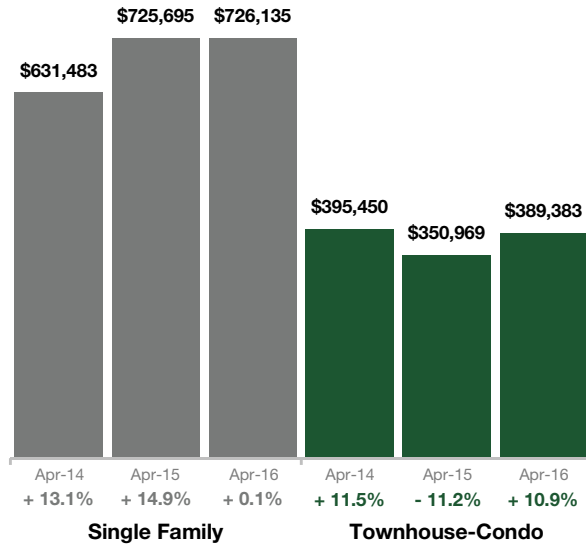
## Historical Median Sales Price by Month



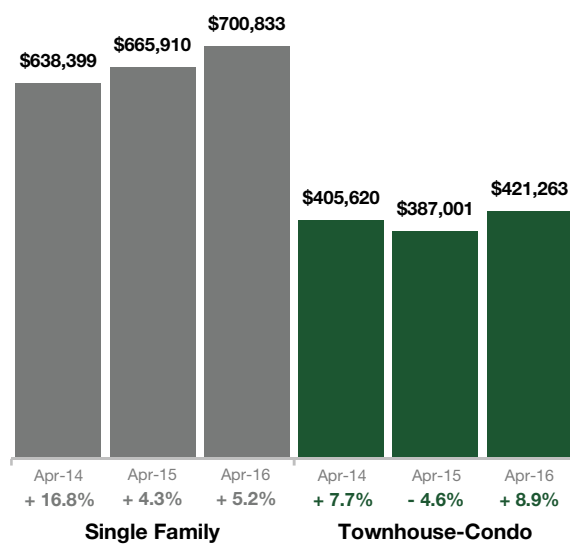
# Average Sales Price



## April

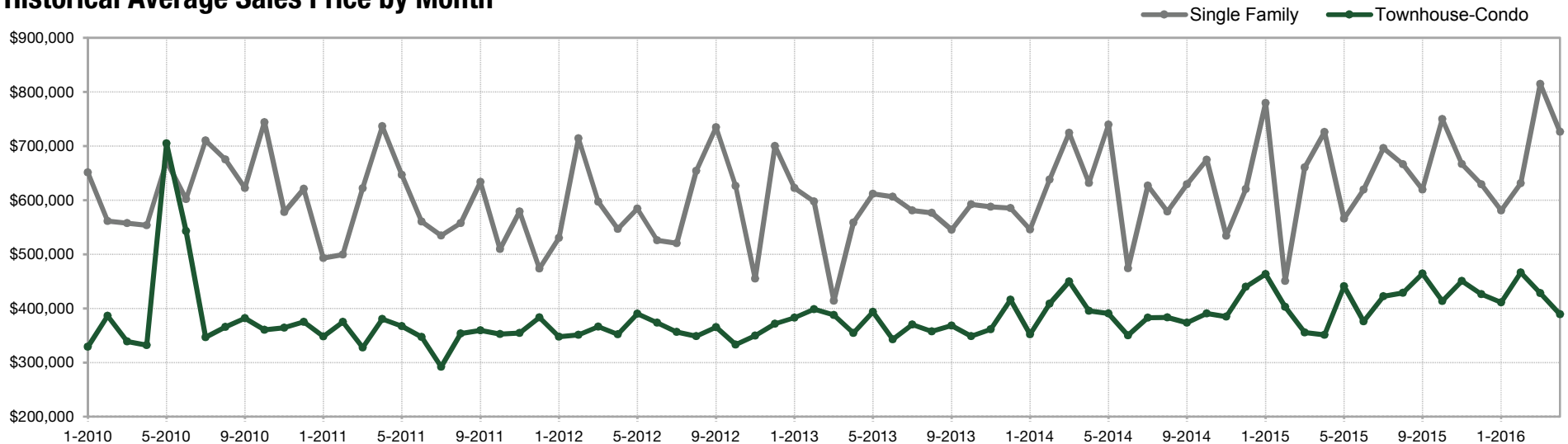


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	\$565,898	-23.5%	\$440,851	+12.8%
Jun-2015	\$619,281	+30.6%	\$376,078	+7.4%
Jul-2015	\$696,025	+11.1%	\$422,487	+10.4%
Aug-2015	\$666,182	+15.0%	\$428,921	+11.9%
Sep-2015	\$619,531	-1.5%	\$464,205	+24.3%
Oct-2015	\$749,515	+11.1%	\$413,692	+5.9%
Nov-2015	\$666,904	+24.9%	\$450,434	+17.0%
Dec-2015	\$629,064	+1.4%	\$426,242	-3.1%
Jan-2016	\$580,914	-25.5%	\$411,147	-11.2%
Feb-2016	\$631,250	+40.0%	\$466,266	+15.7%
Mar-2016	\$814,746	+23.3%	\$428,283	+20.4%
<b>Apr-2016</b>	<b>\$726,135</b>	<b>+0.1%</b>	<b>\$389,383</b>	<b>+10.9%</b>

## Historical Average Sales Price by Month



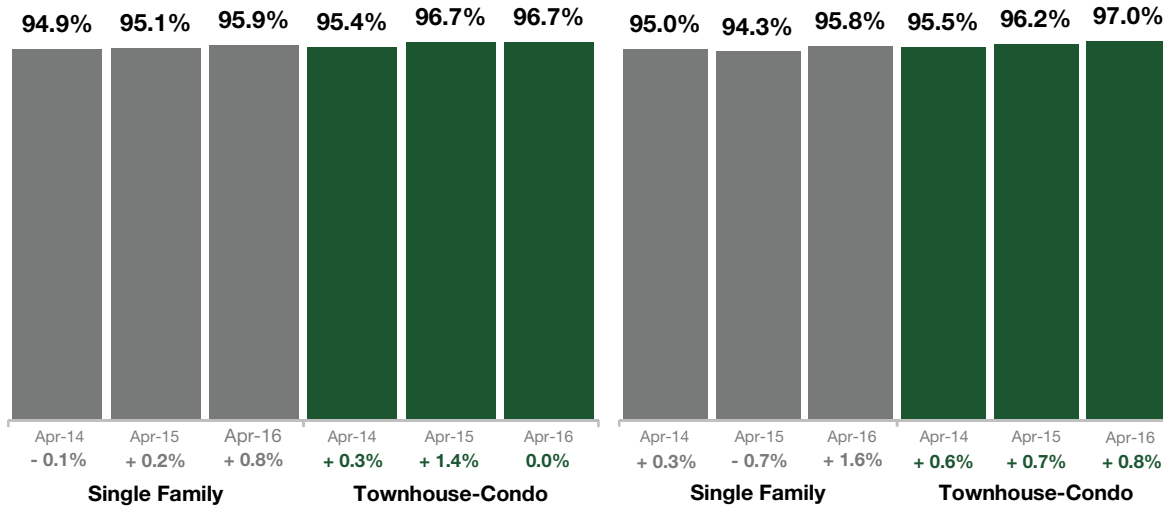


# Percent of List Price Received



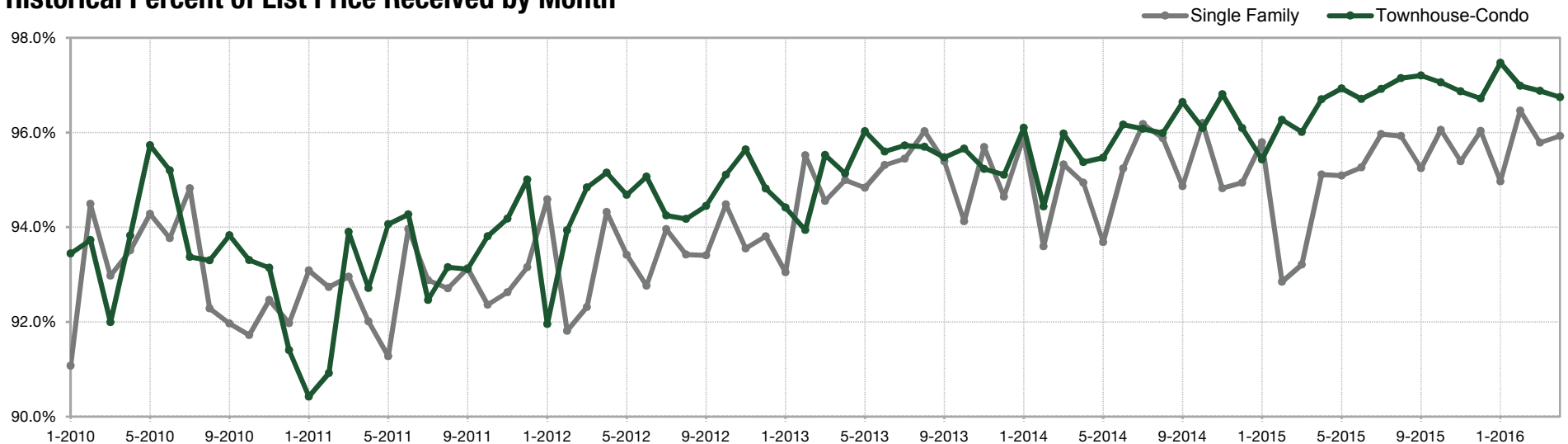
## April

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	95.1%	+1.5%	96.9%	+1.5%
Jun-2015	95.3%	+0.1%	96.7%	+0.5%
Jul-2015	96.0%	-0.2%	96.9%	+0.8%
Aug-2015	95.9%	0.0%	97.1%	+1.1%
Sep-2015	95.2%	+0.3%	97.2%	+0.6%
Oct-2015	96.1%	-0.1%	97.1%	+1.0%
Nov-2015	95.4%	+0.6%	96.9%	+0.1%
Dec-2015	96.0%	+1.2%	96.7%	+0.6%
Jan-2016	95.0%	-0.8%	97.5%	+2.2%
Feb-2016	96.5%	+4.0%	97.0%	+0.7%
Mar-2016	95.8%	+2.8%	96.9%	+0.9%
<b>Apr-2016</b>	<b>95.9%</b>	<b>+0.8%</b>	<b>96.7%</b>	<b>0.0%</b>

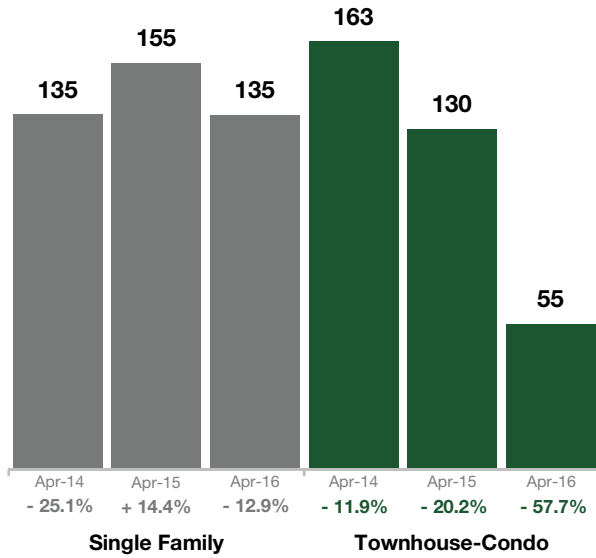
## Historical Percent of List Price Received by Month



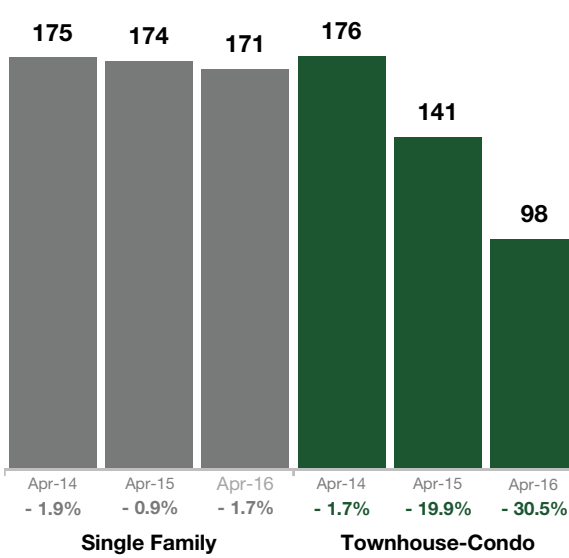
# Days on Market Until Sale



## April

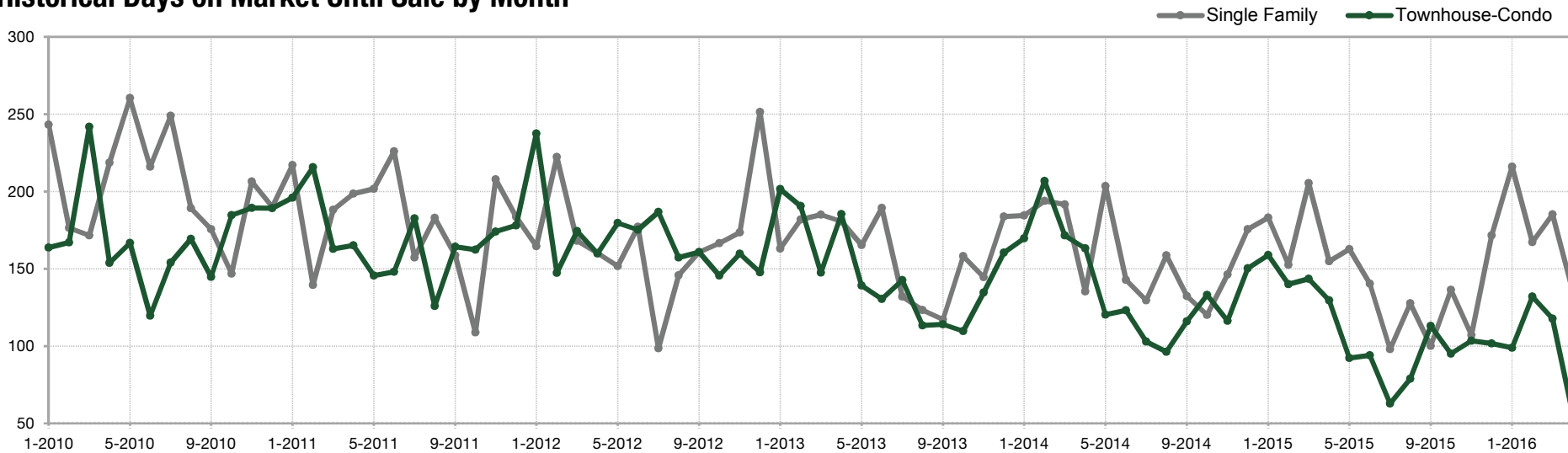


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	163	-19.7%	92	-23.3%
Jun-2015	140	-2.1%	94	-23.6%
Jul-2015	98	-24.6%	63	-38.8%
Aug-2015	128	-19.5%	79	-17.7%
Sep-2015	100	-24.2%	113	-2.6%
Oct-2015	136	+13.3%	95	-28.6%
Nov-2015	107	-26.7%	103	-11.2%
Dec-2015	172	-2.3%	102	-32.0%
Jan-2016	216	+18.0%	99	-37.7%
Feb-2016	167	+9.2%	132	-5.7%
Mar-2016	185	-9.8%	118	-18.1%
<b>Apr-2016</b>	<b>135</b>	<b>-12.9%</b>	<b>55</b>	<b>-57.7%</b>

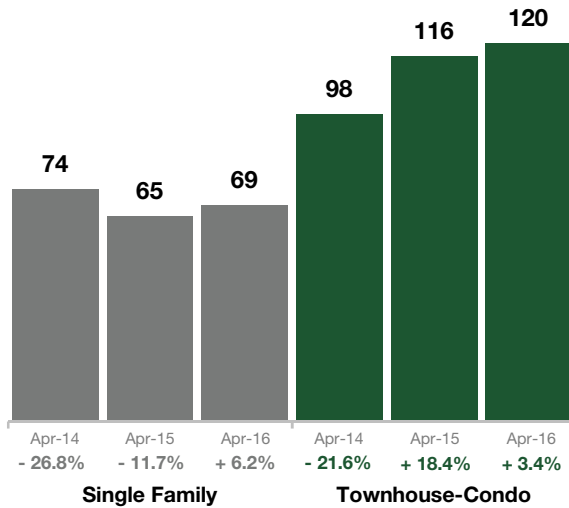
## Historical Days on Market Until Sale by Month



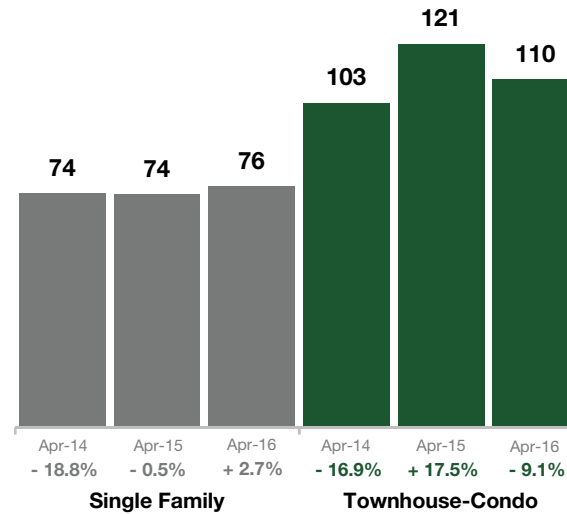
# Housing Affordability Index



## April

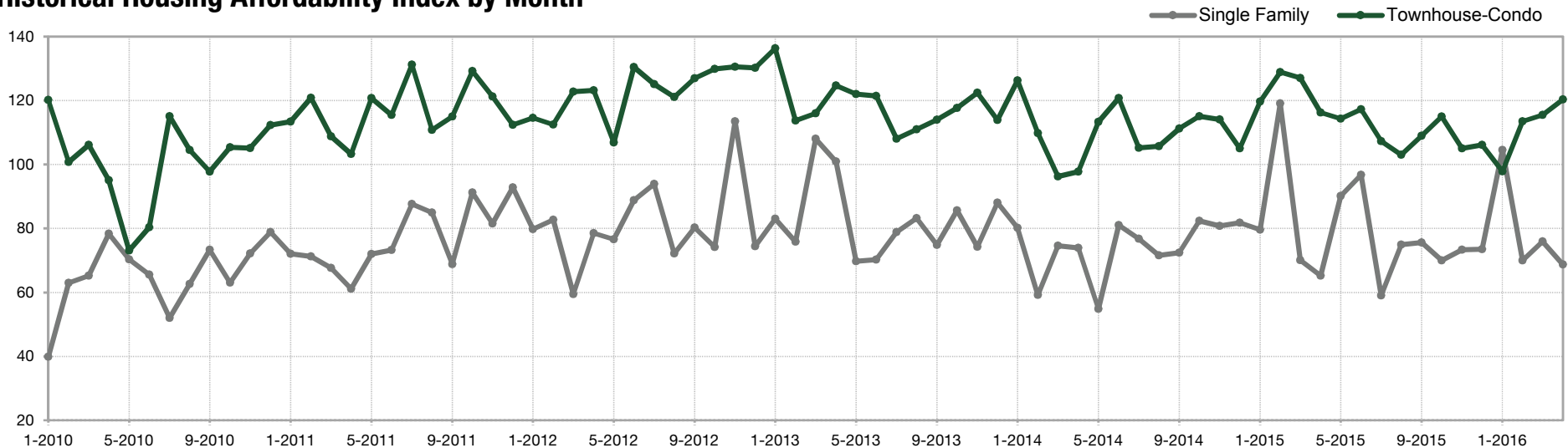


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	90	+63.6%	114	+0.9%
Jun-2015	97	+19.8%	117	-3.3%
Jul-2015	59	-23.4%	107	+1.9%
Aug-2015	75	+4.2%	103	-2.8%
Sep-2015	76	+5.6%	109	-1.8%
Oct-2015	70	-14.6%	115	0.0%
Nov-2015	73	-9.9%	105	-7.9%
Dec-2015	73	-11.0%	106	+1.0%
Jan-2016	105	+31.3%	98	-18.3%
Feb-2016	70	-41.2%	113	-12.4%
Mar-2016	76	+8.6%	115	-9.4%
<b>Apr-2016</b>	<b>69</b>	<b>+6.2%</b>	<b>120</b>	<b>+3.4%</b>

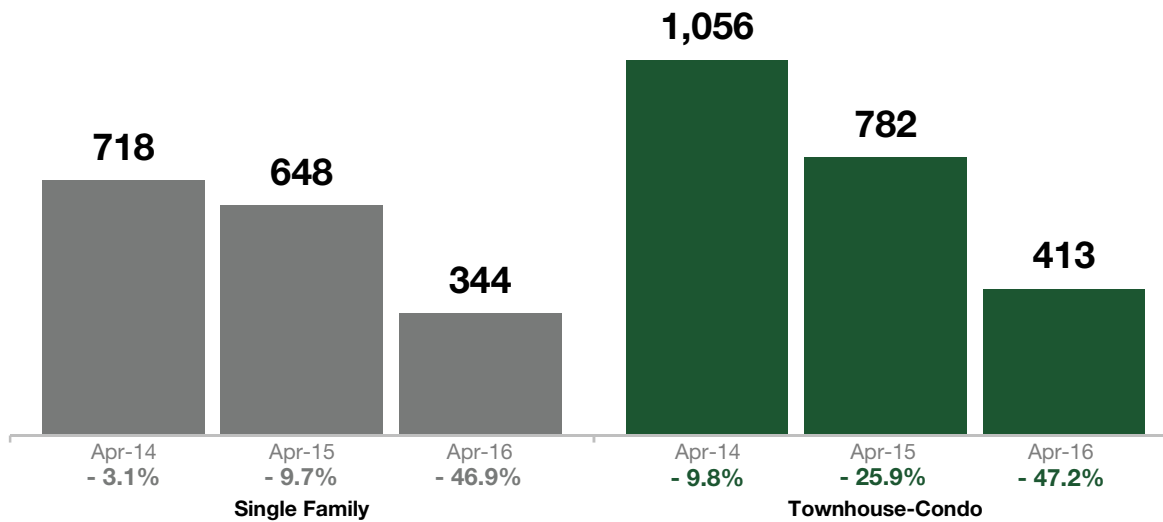
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

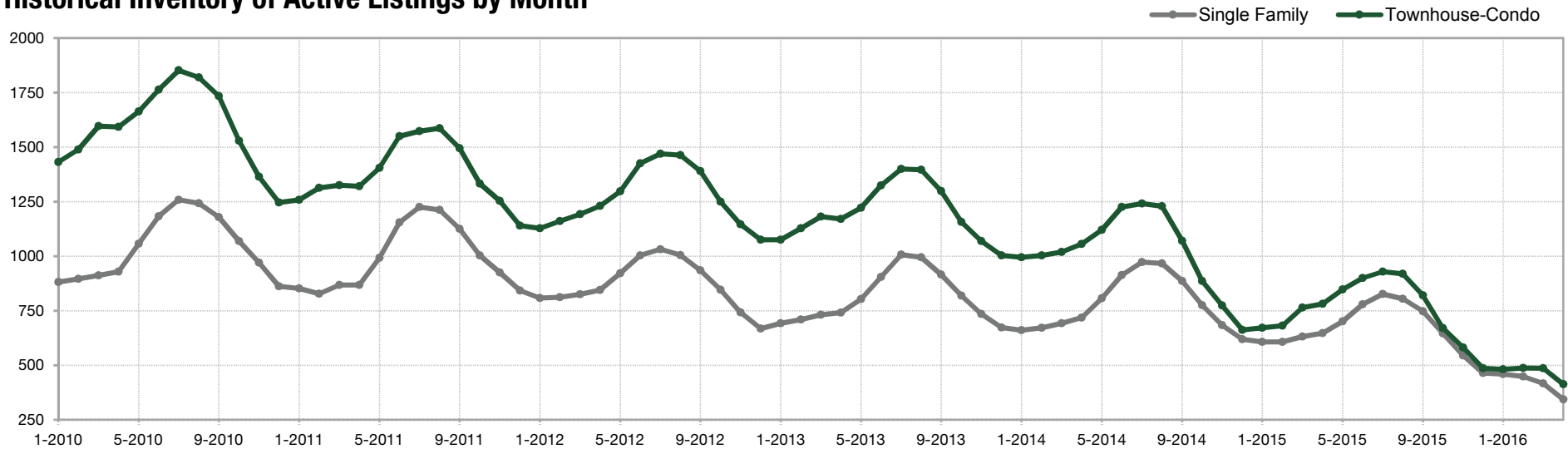


## April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	701	-13.1%	847	-24.4%
Jun-2015	779	-14.7%	900	-26.5%
Jul-2015	827	-15.0%	929	-25.1%
Aug-2015	805	-16.8%	919	-25.2%
Sep-2015	747	-15.7%	821	-23.3%
Oct-2015	646	-16.8%	671	-24.4%
Nov-2015	545	-20.3%	581	-24.9%
Dec-2015	465	-24.9%	486	-26.6%
Jan-2016	459	-24.4%	482	-28.3%
Feb-2016	448	-26.2%	488	-28.4%
Mar-2016	417	-33.9%	487	-36.3%
<b>Apr-2016</b>	<b>344</b>	<b>-46.9%</b>	<b>413</b>	<b>-47.2%</b>

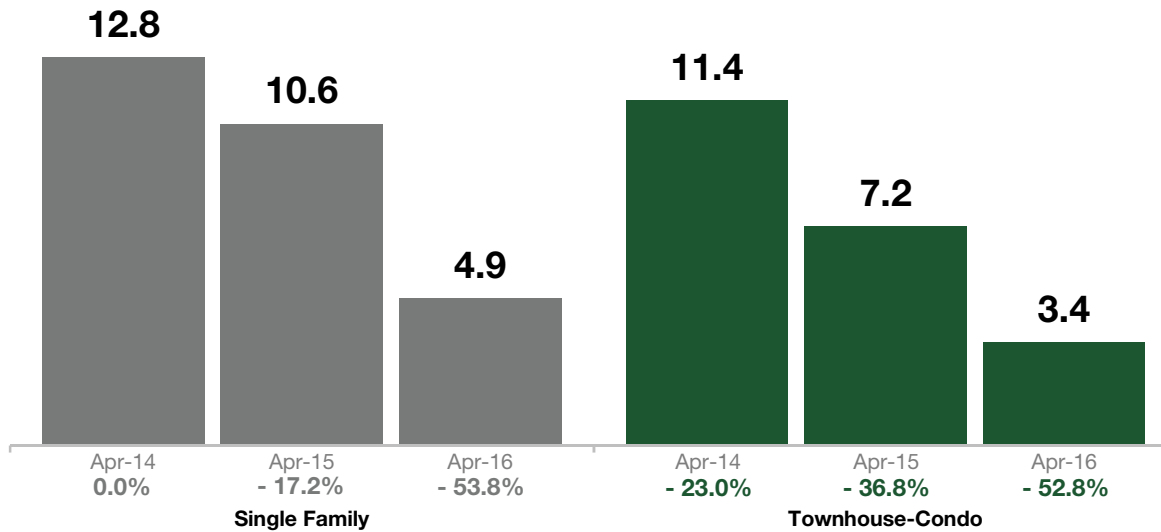
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

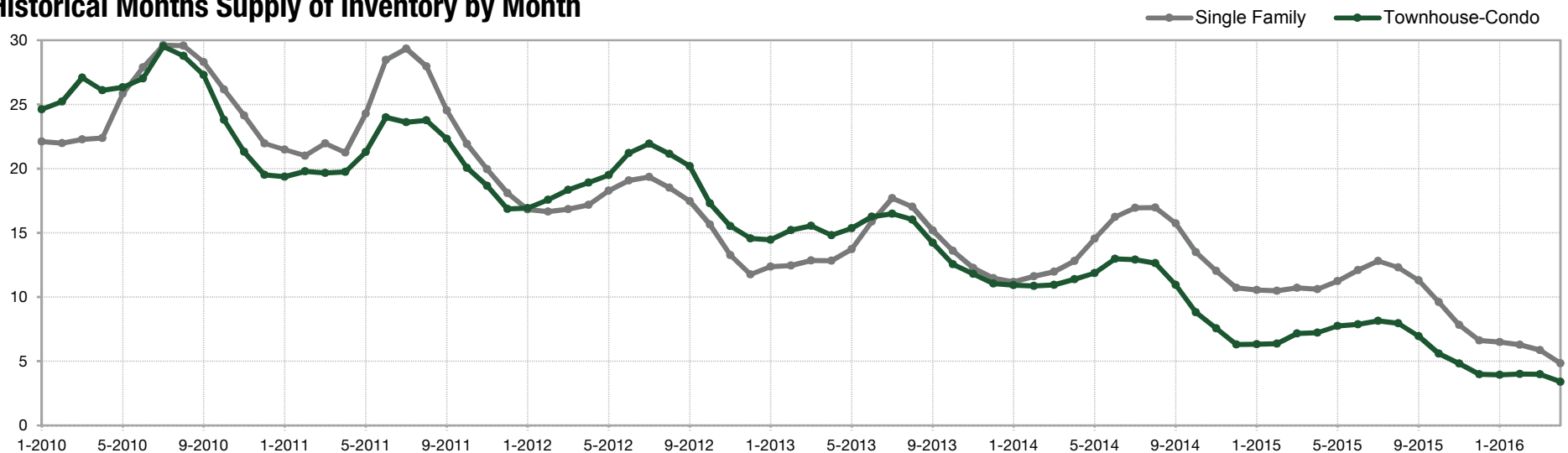


## April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2015	11.2	-22.8%	7.8	-34.5%
Jun-2015	12.1	-25.3%	7.9	-39.2%
Jul-2015	12.8	-24.3%	8.2	-36.4%
Aug-2015	12.3	-27.6%	8.0	-36.5%
Sep-2015	11.3	-28.0%	6.9	-36.7%
Oct-2015	9.6	-28.9%	5.6	-36.4%
Nov-2015	7.8	-35.0%	4.8	-36.8%
Dec-2015	6.6	-38.3%	4.0	-36.5%
Jan-2016	6.5	-38.1%	4.0	-36.5%
Feb-2016	6.3	-40.0%	4.0	-37.5%
Mar-2016	5.9	-44.9%	4.0	-44.4%
<b>Apr-2016</b>	<b>4.9</b>	<b>-53.8%</b>	<b>3.4</b>	<b>-52.8%</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.



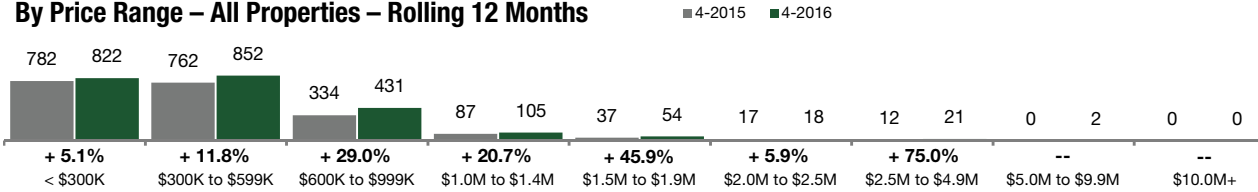
Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		265	<b>250</b>	- 5.7%	862	<b>755</b>	- 12.4%
<b>Pending Sales</b>		175	<b>350</b>	+ 100.0%	509	<b>816</b>	+ 60.3%
<b>Sold Listings</b>		173	<b>158</b>	- 8.7%	502	<b>501</b>	- 0.2%
<b>Median Sales Price</b>		\$396,000	<b>\$368,500</b>	- 6.9%	\$357,000	<b>\$390,000</b>	+ 9.2%
<b>Avg. Sales Price</b>		\$494,759	<b>\$530,051</b>	+ 7.1%	\$491,661	<b>\$531,414</b>	+ 8.1%
<b>Pct. of List Price Received</b>		96.1%	<b>96.4%</b>	+ 0.3%	95.5%	<b>96.5%</b>	+ 1.0%
<b>Days on Market</b>		139	<b>89</b>	- 36.0%	154	<b>127</b>	- 17.5%
<b>Affordability Index</b>		93	<b>99</b>	+ 6.5%	103	<b>94</b>	- 8.7%
<b>Active Listings</b>		1,430	<b>757</b>	- 47.1%	--	--	--
<b>Months Supply</b>		8.4	<b>3.9</b>	- 53.6%	--	--	--

# Sold Listings

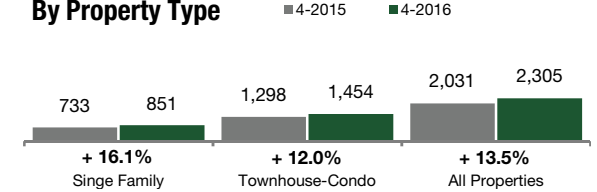
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2015	4-2016	Change	4-2015	4-2016	Change
\$299,999 and Below	233	272	+ 16.7%	549	550	+ 0.2%
\$300,000 to \$599,999	211	240	+ 13.7%	551	612	+ 11.1%
\$600,000 to \$999,999	167	191	+ 14.4%	167	240	+ 43.7%
\$1,000,000 to \$1,499,999	66	69	+ 4.5%	21	36	+ 71.4%
\$1,500,000 to \$1,999,999	27	41	+ 51.9%	10	13	+ 30.0%
\$2,000,000 to \$2,499,999	17	16	- 5.9%	0	2	--
\$2,500,000 to \$4,999,999	12	20	+ 66.7%	0	1	--
\$5,000,000 to \$9,999,999	0	2	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>733</b>	<b>851</b>	<b>+ 16.1%</b>	<b>1,298</b>	<b>1,454</b>	<b>+ 12.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2016	4-2016	Change	3-2016	4-2016	Change
\$299,999 and Below	17	21	+ 23.5%	36	44	+ 22.2%
\$300,000 to \$599,999	12	14	+ 16.7%	21	32	+ 52.4%
\$600,000 to \$999,999	10	20	+ 100.0%	19	12	- 36.8%
\$1,000,000 to \$1,499,999	4	4	0.0%	2	4	+ 100.0%
\$1,500,000 to \$1,999,999	5	3	- 40.0%	0	0	--
\$2,000,000 to \$2,499,999	1	1	0.0%	0	0	--
\$2,500,000 to \$4,999,999	1	2	+ 100.0%	0	0	--
\$5,000,000 to \$9,999,999	1	1	0.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>51</b>	<b>66</b>	<b>+ 29.4%</b>	<b>78</b>	<b>92</b>	<b>+ 17.9%</b>

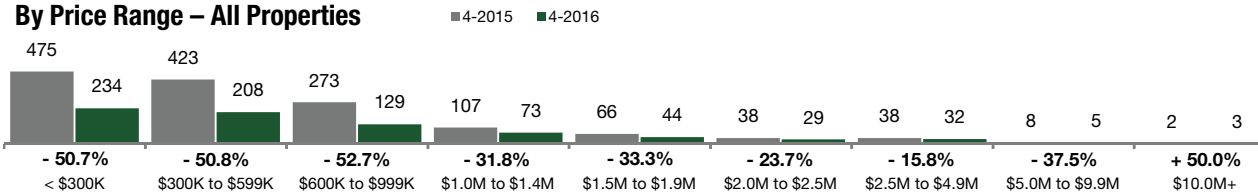
### Year to Date

By Price Range	Single Family			Condo		
	4-2015	4-2016	Change	4-2015	4-2016	Change
\$299,999 and Below	59	65	+ 10.2%	142	124	- 12.7%
\$300,000 to \$599,999	51	46	- 9.8%	119	112	- 5.9%
\$600,000 to \$999,999	43	51	+ 18.6%	44	57	+ 29.5%
\$1,000,000 to \$1,499,999	15	14	- 6.7%	6	9	+ 50.0%
\$1,500,000 to \$1,999,999	13	13	0.0%	2	0	- 100.0%
\$2,000,000 to \$2,499,999	4	2	- 50.0%	0	2	--
\$2,500,000 to \$4,999,999	4	4	0.0%	0	0	--
\$5,000,000 to \$9,999,999	0	2	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>189</b>	<b>197</b>	<b>+ 4.2%</b>	<b>313</b>	<b>304</b>	<b>- 2.9%</b>

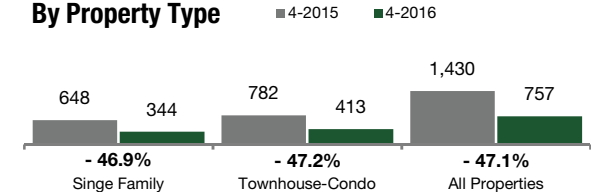
# Inventory of Active Listings

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			Condo		
	4-2015	4-2016	Change	4-2015	4-2016	Change
\$299,999 and Below	178	58	- 67.4%	297	176	- 40.7%
\$300,000 to \$599,999	168	91	- 45.8%	255	117	- 54.1%
\$600,000 to \$999,999	103	53	- 48.5%	170	76	- 55.3%
\$1,000,000 to \$1,499,999	73	45	- 38.4%	34	28	- 17.6%
\$1,500,000 to \$1,999,999	47	36	- 23.4%	19	8	- 57.9%
\$2,000,000 to \$2,499,999	33	22	- 33.3%	5	7	+ 40.0%
\$2,500,000 to \$4,999,999	36	31	- 13.9%	2	1	- 50.0%
\$5,000,000 to \$9,999,999	8	5	- 37.5%	0	0	--
\$10,000,000 and Above	2	3	+ 50.0%	0	0	--
<b>All Price Ranges</b>	<b>648</b>	<b>344</b>	<b>- 46.9%</b>	<b>782</b>	<b>413</b>	<b>- 47.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2016	4-2016	Change	3-2016	4-2016	Change
\$299,999 and Below	87	58	- 33.3%	206	176	- 14.6%
\$300,000 to \$599,999	107	91	- 15.0%	140	117	- 16.4%
\$600,000 to \$999,999	71	53	- 25.4%	94	76	- 19.1%
\$1,000,000 to \$1,499,999	43	45	+ 4.7%	31	28	- 9.7%
\$1,500,000 to \$1,999,999	35	36	+ 2.9%	9	8	- 11.1%
\$2,000,000 to \$2,499,999	27	22	- 18.5%	6	7	+ 16.7%
\$2,500,000 to \$4,999,999	38	31	- 18.4%	1	1	0.0%
\$5,000,000 to \$9,999,999	6	5	- 16.7%	0	0	--
\$10,000,000 and Above	3	3	0.0%	0	0	--
<b>All Price Ranges</b>	<b>417</b>	<b>344</b>	<b>- 17.5%</b>	<b>487</b>	<b>413</b>	<b>- 15.2%</b>

### Year to Date

By Price Range	Single Family			Condo		
	4-2015	4-2016	Change	4-2015	4-2016	Change
\$299,999 and Below	178	58	- 67.4%	297	176	- 40.7%
\$300,000 to \$599,999	168	91	- 45.8%	255	117	- 54.1%
\$600,000 to \$999,999	103	53	- 48.5%	170	76	- 55.3%
\$1,000,000 to \$1,499,999	73	45	- 38.4%	34	28	- 17.6%
\$1,500,000 to \$1,999,999	47	36	- 23.4%	19	8	- 57.9%
\$2,000,000 to \$2,499,999	33	22	- 33.3%	5	7	+ 40.0%
\$2,500,000 to \$4,999,999	36	31	- 13.9%	2	1	- 50.0%
\$5,000,000 to \$9,999,999	8	5	- 37.5%	0	0	--
\$10,000,000 and Above	2	3	+ 50.0%	0	0	--
<b>All Price Ranges</b>	<b>648</b>	<b>344</b>	<b>- 46.9%</b>	<b>782</b>	<b>413</b>	<b>- 47.2%</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 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.