

# Monthly Indicators



## September 2024

Percent changes calculated using year-over-year comparisons.

New Listings were down 20.5 percent for single family homes but increased 14.9 percent for townhouse-condo properties. Pending Sales increased 11.9 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was down 6.8 percent to \$997,500 for single family homes and 7.3 percent to \$1,150,000 for townhouse-condo properties. Days on Market decreased 1.9 percent for single family homes but increased 29.0 percent for condo properties.

Amid slower home sales, inventory has continued to grow across the country. According to NAR, there were 1.35 million units for sale heading into September, a 0.7% increase from the previous month and a 22.7% jump from the same time last year. And while monthly existing-home sales were lower than expected this period, NAR Chief Economist Lawrence Yun believes that the rise in inventory, along with lower mortgage rates, should help sales improve in the months ahead.

## Activity Snapshot

<b>- 27.1%</b>	<b>- 1.9%</b>	<b>+ 2.1%</b>
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

Residential real estate activity in the counties of Delta, Eagle, Garfield, Gunnison, Mesa, Moffat and Pitkin 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	9-2023	9-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		78	<b>62</b>	- 20.5%	855	<b>800</b>	- 6.4%
<b>Pending Sales</b>		59	<b>66</b>	+ 11.9%	596	<b>552</b>	- 7.4%
<b>Sold Listings</b>		76	<b>60</b>	- 21.1%	563	<b>507</b>	- 9.9%
<b>Median Sales Price</b>		\$1,070,000	<b>\$997,500</b>	- 6.8%	\$1,050,000	<b>\$975,000</b>	- 7.1%
<b>Avg. Sales Price</b>		\$3,652,967	<b>\$2,677,505</b>	- 26.7%	\$3,259,755	<b>\$3,594,602</b>	+ 10.3%
<b>Pct. of List Price Received</b>		96.6%	<b>96.1%</b>	- 0.5%	96.4%	<b>96.5%</b>	+ 0.1%
<b>Days on Market</b>		104	<b>102</b>	- 1.9%	109	<b>120</b>	+ 10.1%
<b>Affordability Index</b>		36	<b>42</b>	+ 16.7%	36	<b>43</b>	+ 19.4%
<b>Active Listings</b>		326	<b>329</b>	+ 0.9%	--	<b>--</b>	--
<b>Months Supply</b>		5.2	<b>5.8</b>	+ 11.5%	--	<b>--</b>	--

# Townhouse-Condo Market Overview



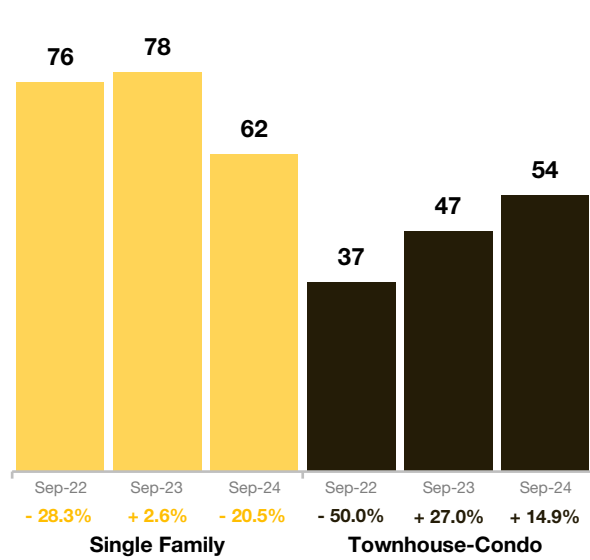
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	9-2023	9-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		47	<b>54</b>	+ 14.9%	495	<b>517</b>	+ 4.4%
<b>Pending Sales</b>		52	<b>52</b>	0.0%	416	<b>381</b>	- 8.4%
<b>Sold Listings</b>		49	<b>33</b>	- 32.7%	426	<b>345</b>	- 19.0%
<b>Median Sales Price</b>		\$1,240,000	<b>\$1,150,000</b>	- 7.3%	\$1,067,500	<b>\$1,200,000</b>	+ 12.4%
<b>Avg. Sales Price</b>		\$2,065,117	<b>\$2,755,985</b>	+ 33.5%	\$1,918,302	<b>\$2,200,627</b>	+ 14.7%
<b>Pct. of List Price Received</b>		97.2%	<b>96.0%</b>	- 1.2%	97.9%	<b>96.5%</b>	- 1.4%
<b>Days on Market</b>		93	<b>120</b>	+ 29.0%	218	<b>110</b>	- 49.5%
<b>Affordability Index</b>		31	<b>37</b>	+ 19.4%	36	<b>35</b>	- 2.8%
<b>Active Listings</b>		192	<b>203</b>	+ 5.7%	--	--	--
<b>Months Supply</b>		4.5	<b>5.5</b>	+ 22.2%	--	--	--

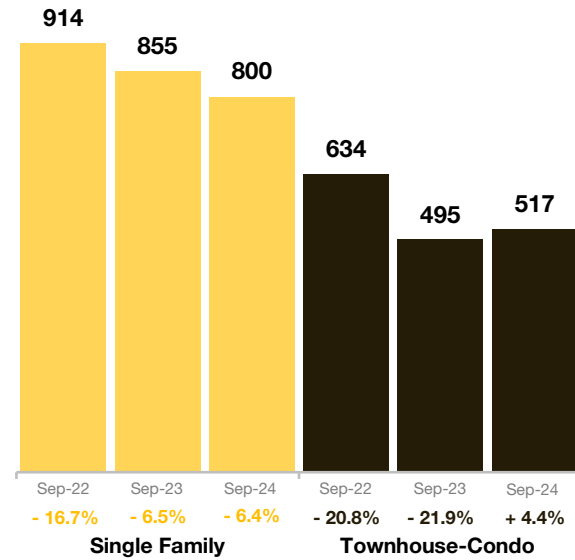
# New Listings



## September

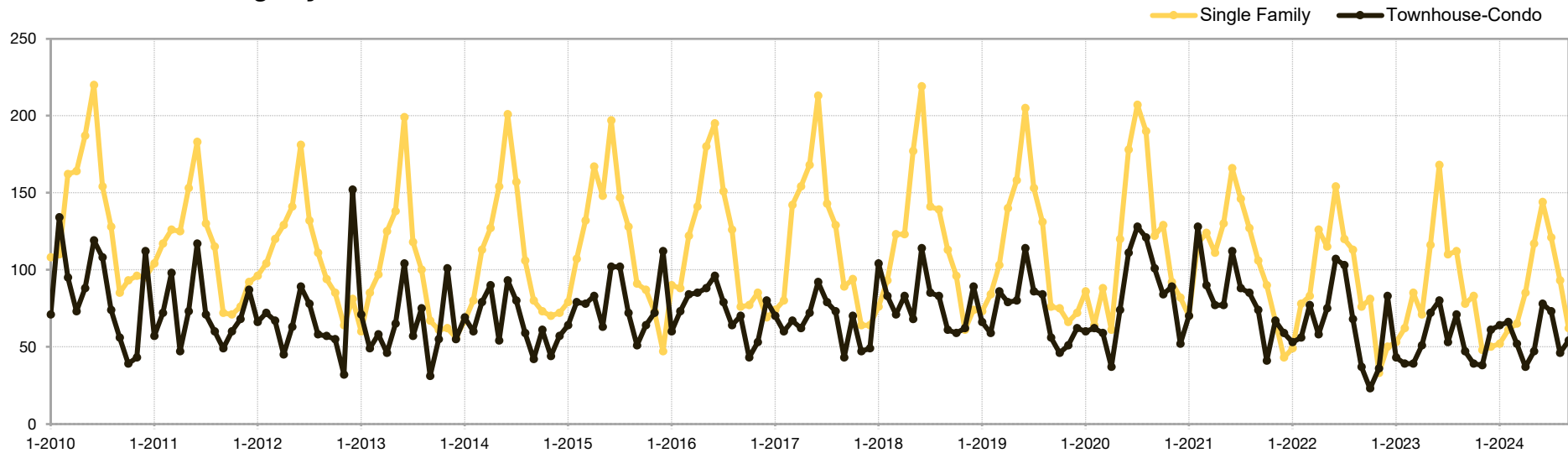


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	83	+2.5%	39	+69.6%
Nov-2023	48	+45.5%	38	+5.6%
Dec-2023	50	0.0%	61	-26.5%
Jan-2024	52	-1.9%	64	+48.8%
Feb-2024	61	-1.6%	66	+69.2%
Mar-2024	65	-23.5%	52	+33.3%
Apr-2024	85	+19.7%	37	-27.5%
May-2024	117	+0.9%	47	-34.7%
Jun-2024	144	-14.3%	78	-2.5%
Jul-2024	121	+10.0%	73	+37.7%
Aug-2024	93	-17.0%	46	-35.2%
<b>Sep-2024</b>	<b>62</b>	<b>-20.5%</b>	<b>54</b>	<b>+14.9%</b>

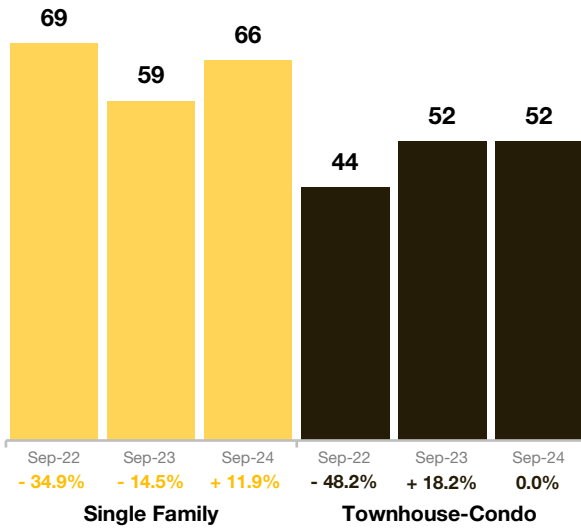
## Historical New Listings by Month



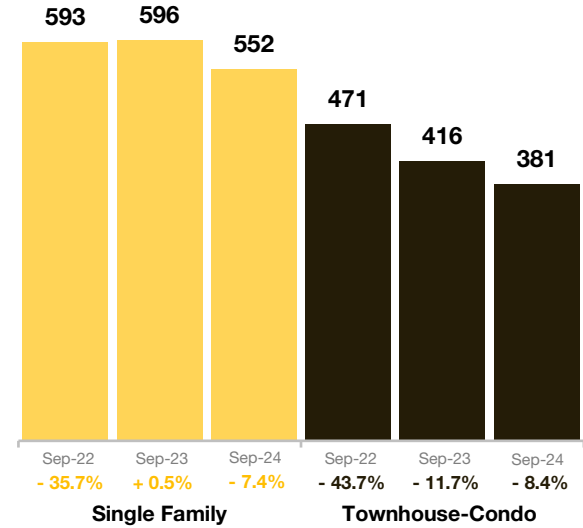
# Pending Sales



## September

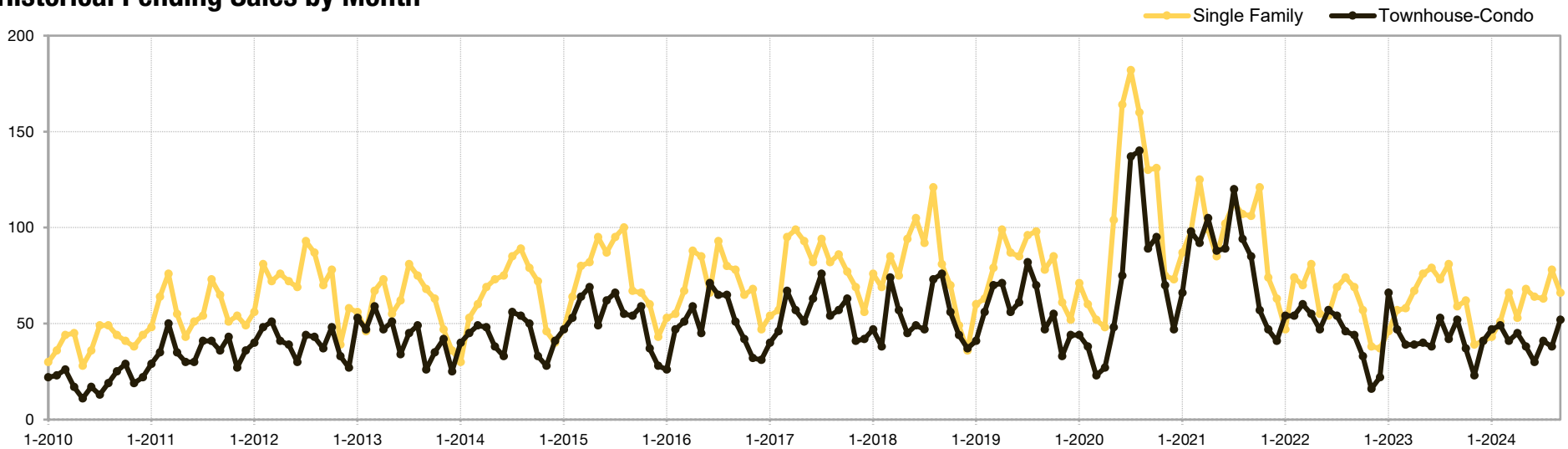


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	62	+8.8%	37	+12.1%
Nov-2023	39	+2.6%	23	+43.8%
Dec-2023	41	+10.8%	41	+86.4%
Jan-2024	43	-6.5%	47	-28.8%
Feb-2024	51	-10.5%	49	+4.3%
Mar-2024	66	+13.8%	41	+5.1%
Apr-2024	53	-20.9%	45	+15.4%
May-2024	68	-10.5%	38	-5.0%
Jun-2024	64	-19.0%	30	-21.1%
Jul-2024	63	-13.7%	41	-22.6%
Aug-2024	78	-3.7%	38	-9.5%
Sep-2024	66	+11.9%	52	0.0%

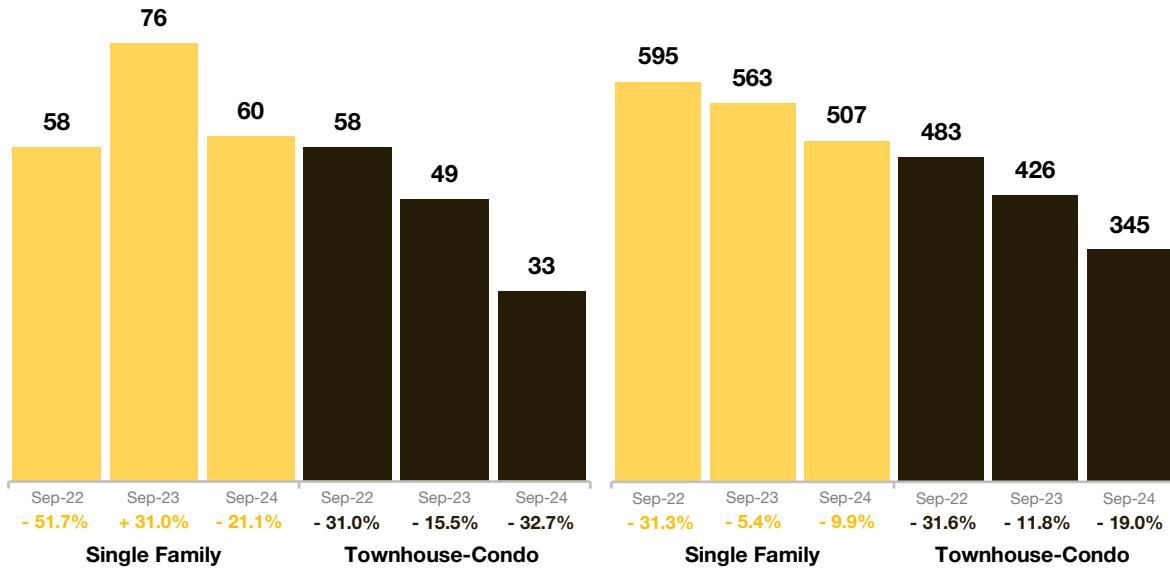
## Historical Pending Sales by Month



# Sold Listings

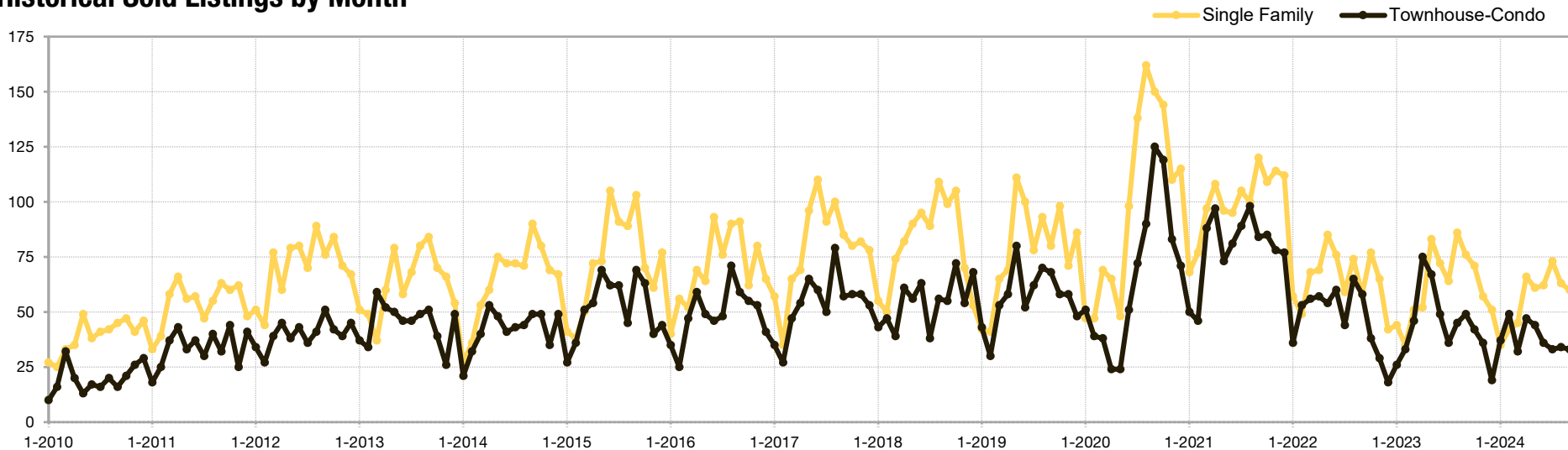


## September



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	71	-7.8%	42	+10.5%
Nov-2023	57	-12.3%	36	+24.1%
Dec-2023	51	+21.4%	19	+5.6%
Jan-2024	35	-20.5%	37	+42.3%
Feb-2024	42	+20.0%	49	+48.5%
Mar-2024	45	-11.8%	32	-30.4%
Apr-2024	66	+26.9%	47	-37.3%
May-2024	61	-26.5%	44	-34.3%
Jun-2024	62	-13.9%	36	-26.5%
Jul-2024	73	+14.1%	33	-8.3%
Aug-2024	63	-26.7%	34	-24.4%
<b>Sep-2024</b>	<b>60</b>	<b>-21.1%</b>	<b>33</b>	<b>-32.7%</b>

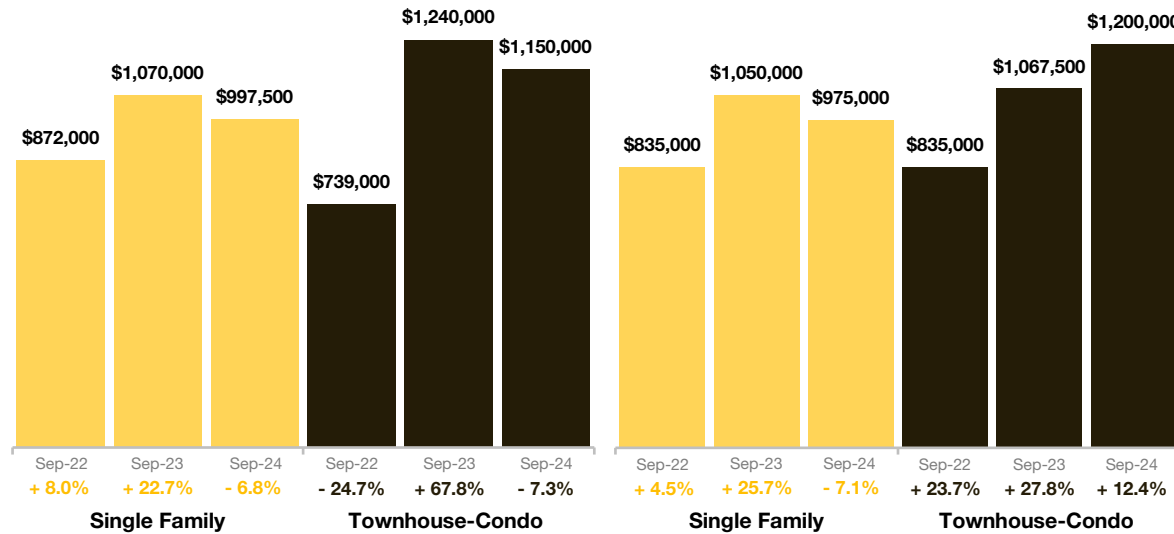
## Historical Sold Listings by Month



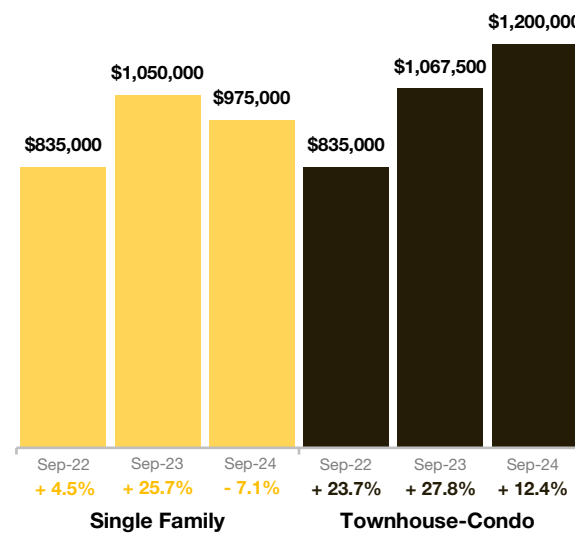
# Median Sales Price



## September

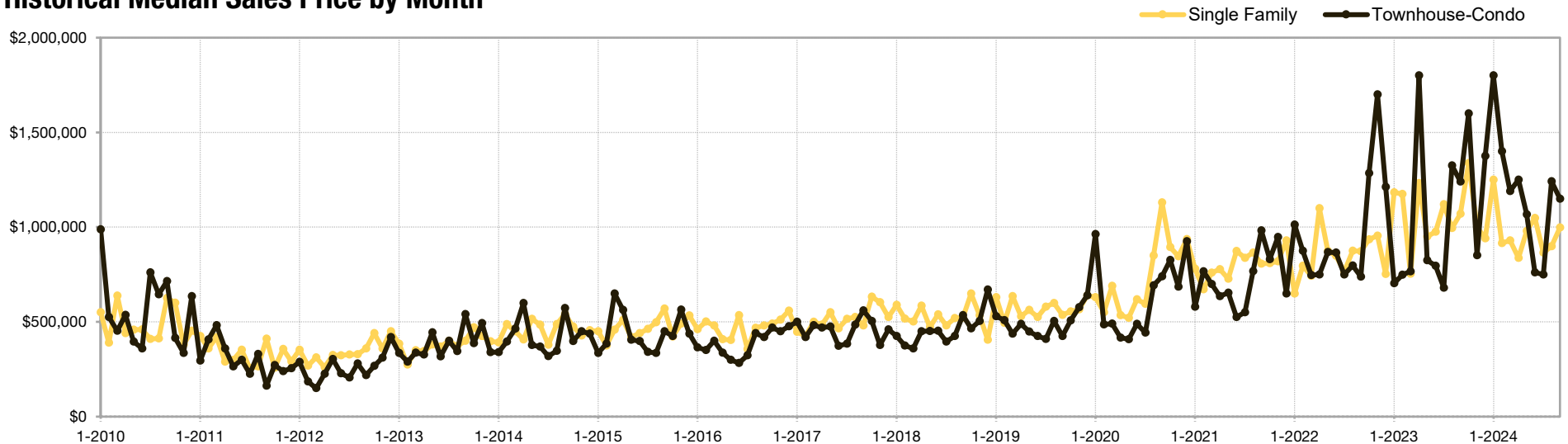


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	\$1,337,500	+43.0%	\$1,600,000	+24.5%
Nov-2023	\$1,000,000	+4.7%	\$850,750	-50.0%
Dec-2023	\$940,000	+24.9%	\$1,375,000	+13.4%
Jan-2024	\$1,250,000	+5.7%	\$1,800,000	+155.8%
Feb-2024	\$915,500	-22.1%	\$1,400,000	+87.2%
Mar-2024	\$930,000	+23.3%	\$1,190,000	+55.1%
Apr-2024	\$837,250	-32.0%	\$1,250,000	-30.6%
May-2024	\$980,000	+3.0%	\$1,067,500	+29.4%
Jun-2024	\$1,047,400	+7.3%	\$760,898	-4.3%
Jul-2024	\$865,000	-22.8%	\$750,000	+10.3%
Aug-2024	\$899,000	-9.6%	\$1,241,875	-6.3%
<b>Sep-2024</b>	<b>\$997,500</b>	<b>-6.8%</b>	<b>\$1,150,000</b>	<b>-7.3%</b>

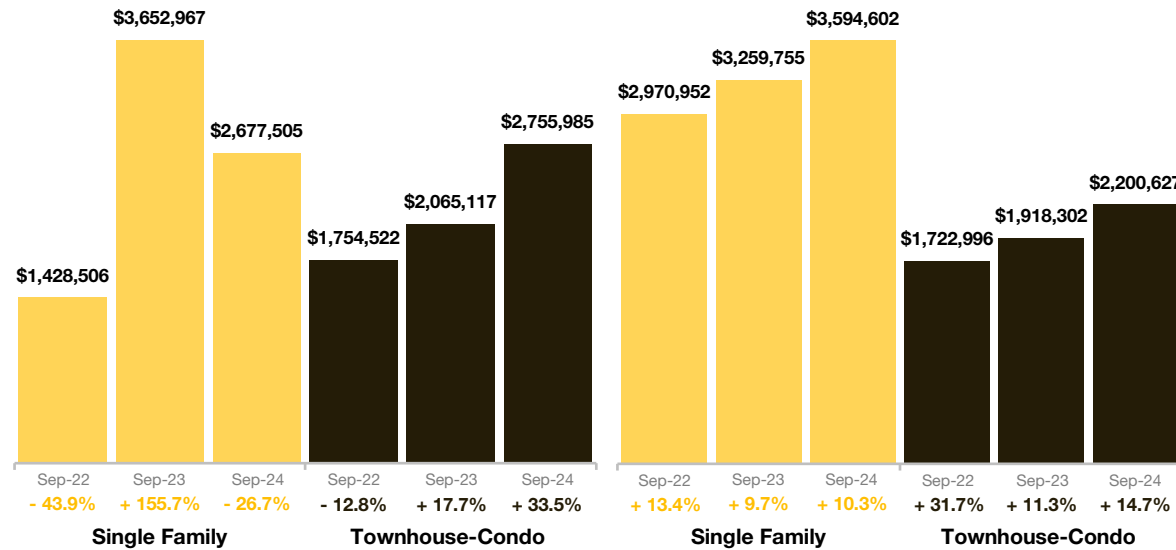
## Historical Median Sales Price by Month



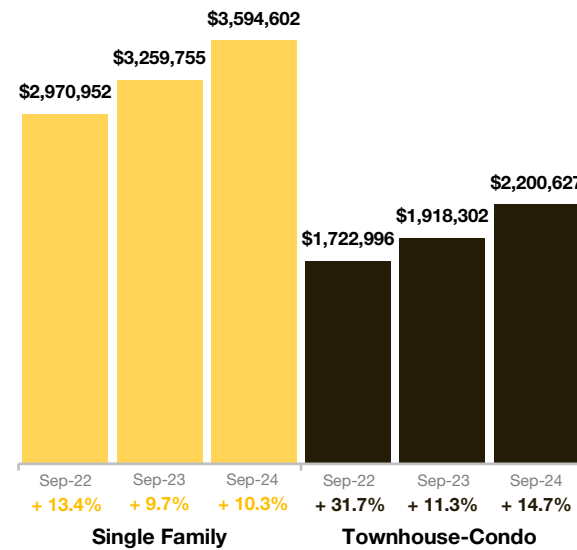
# Average Sales Price



## September

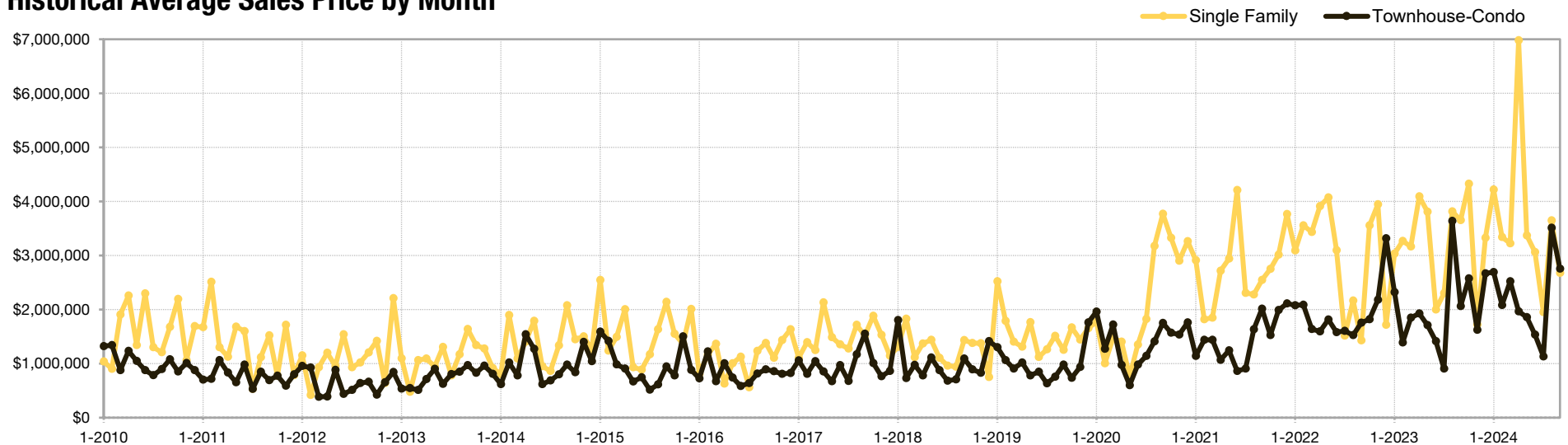


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	\$4,327,083	+21.8%	\$2,574,845	+41.7%
Nov-2023	\$1,720,965	-56.4%	\$1,626,097	-25.4%
Dec-2023	\$3,327,339	+93.7%	\$2,666,527	-19.6%
Jan-2024	\$4,218,229	+38.9%	\$2,690,696	+16.0%
Feb-2024	\$3,341,293	+2.2%	\$2,081,843	+50.0%
Mar-2024	\$3,222,497	+1.8%	\$2,519,753	+36.5%
Apr-2024	\$6,979,984	+70.6%	\$1,964,901	+1.9%
May-2024	\$3,372,270	-11.4%	\$1,858,176	+8.5%
Jun-2024	\$3,064,199	+53.3%	\$1,533,661	+8.4%
Jul-2024	\$1,951,722	-15.3%	\$1,131,256	+24.6%
Aug-2024	\$3,650,550	-4.3%	\$3,512,274	-3.4%
<b>Sep-2024</b>	<b>\$2,677,505</b>	<b>-26.7%</b>	<b>\$2,755,985</b>	<b>+33.5%</b>

## Historical Average Sales Price by Month



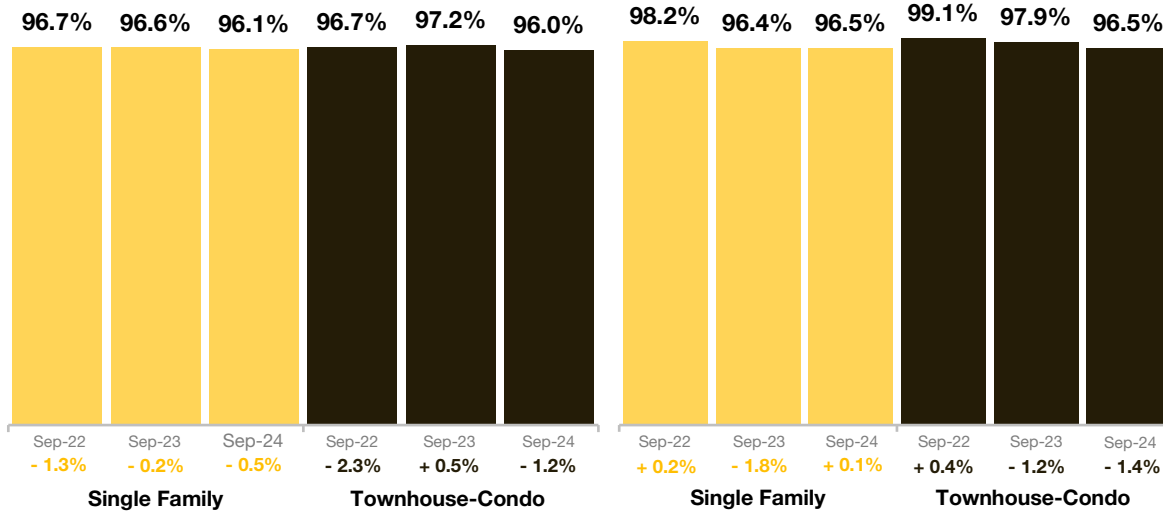


# Percent of List Price Received



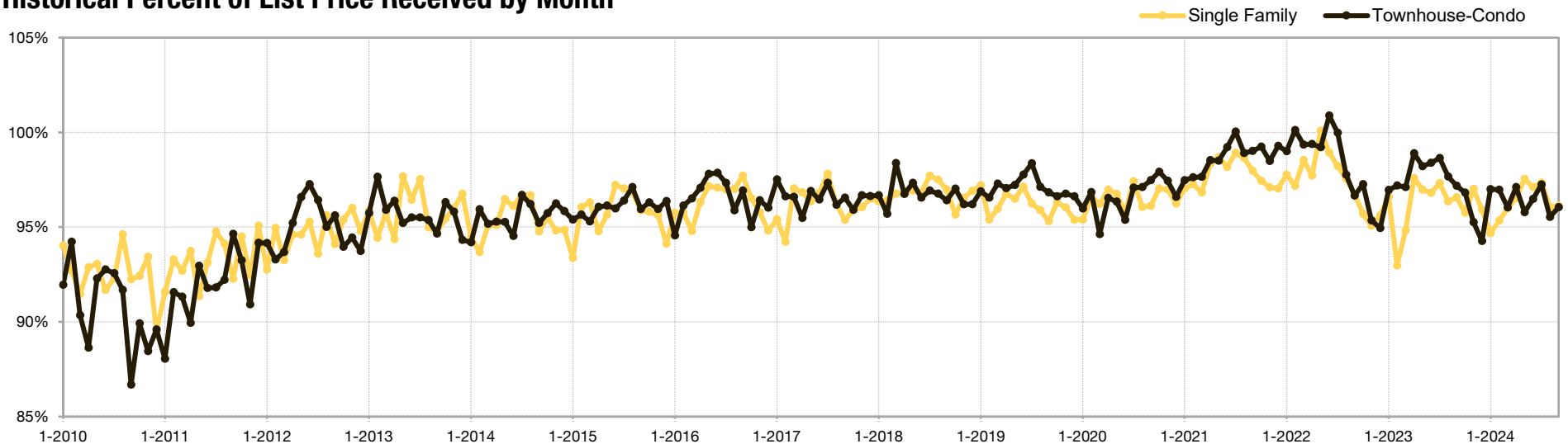
## September

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	95.8%	+0.1%	96.8%	-0.5%
Nov-2023	97.0%	+2.0%	95.3%	-0.1%
Dec-2023	95.9%	+0.3%	94.3%	-0.7%
Jan-2024	94.7%	-2.0%	97.0%	0.0%
Feb-2024	95.3%	+2.5%	97.0%	-0.2%
Mar-2024	96.0%	+1.3%	96.0%	-1.1%
Apr-2024	96.5%	-1.1%	97.1%	-1.8%
May-2024	97.5%	+0.5%	95.8%	-2.4%
Jun-2024	97.1%	+0.3%	96.5%	-1.9%
Jul-2024	97.3%	0.0%	97.3%	-1.3%
Aug-2024	96.1%	-0.3%	95.5%	-2.3%
<b>Sep-2024</b>	<b>96.1%</b>	<b>-0.5%</b>	<b>96.0%</b>	<b>-1.2%</b>

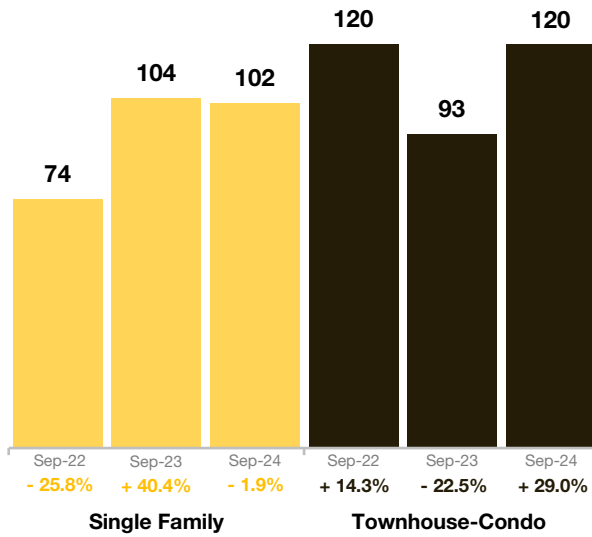
## Historical Percent of List Price Received by Month



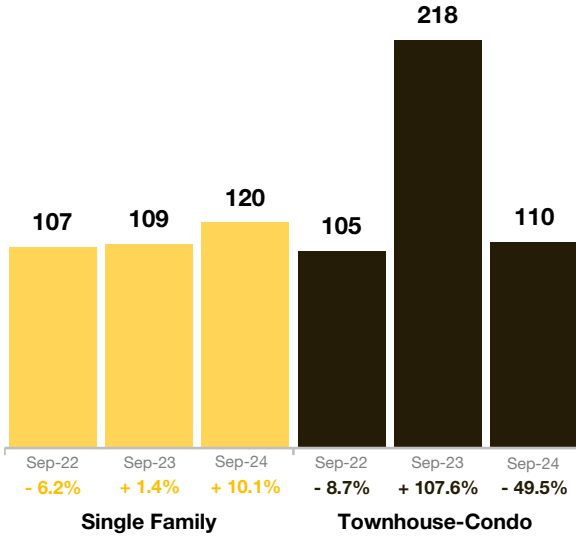
# Days on Market Until Sale



## September

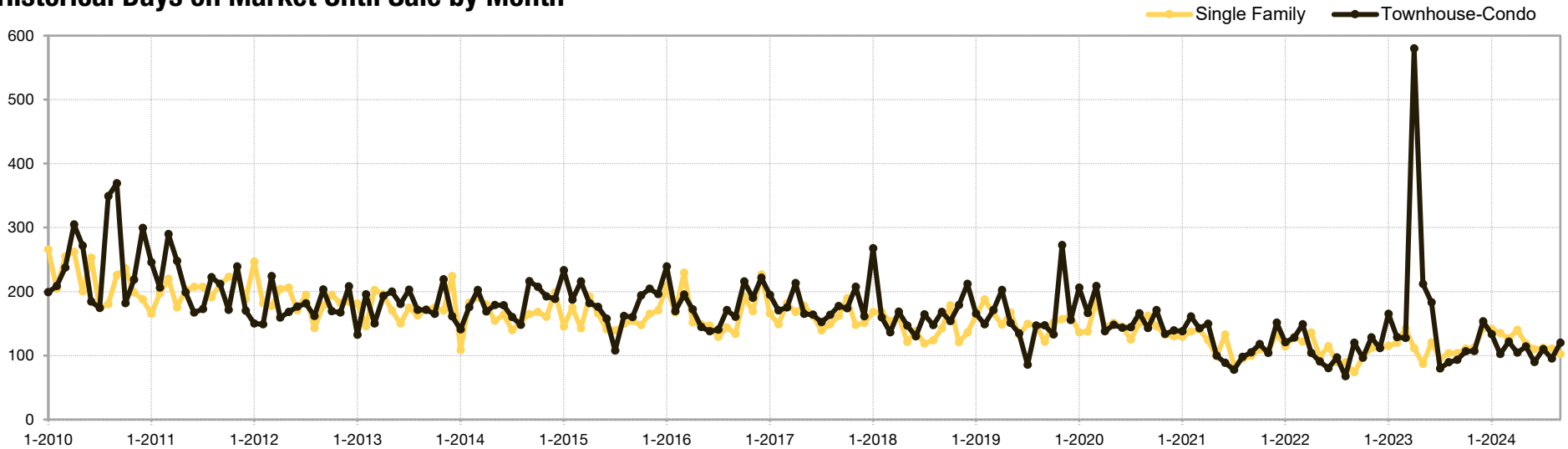


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	111	+14.4%	107	+10.3%
Nov-2023	112	0.0%	107	-16.4%
Dec-2023	142	+25.7%	153	+36.6%
Jan-2024	142	+23.5%	133	-19.4%
Feb-2024	135	+12.5%	102	-20.9%
Mar-2024	127	-10.6%	121	-4.7%
Apr-2024	140	+25.0%	104	-82.1%
May-2024	119	+36.8%	114	-46.2%
Jun-2024	110	-8.3%	90	-50.8%
Jul-2024	112	+16.7%	110	+37.5%
Aug-2024	111	+6.7%	95	+6.7%
<b>Sep-2024</b>	<b>102</b>	<b>-1.9%</b>	<b>120</b>	<b>+29.0%</b>

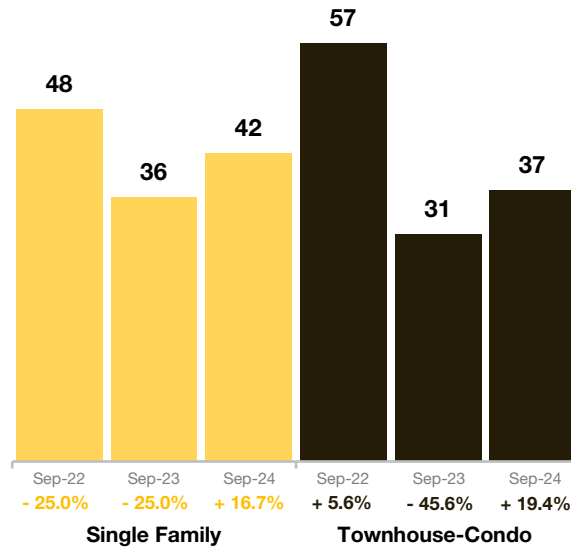
## Historical Days on Market Until Sale by Month



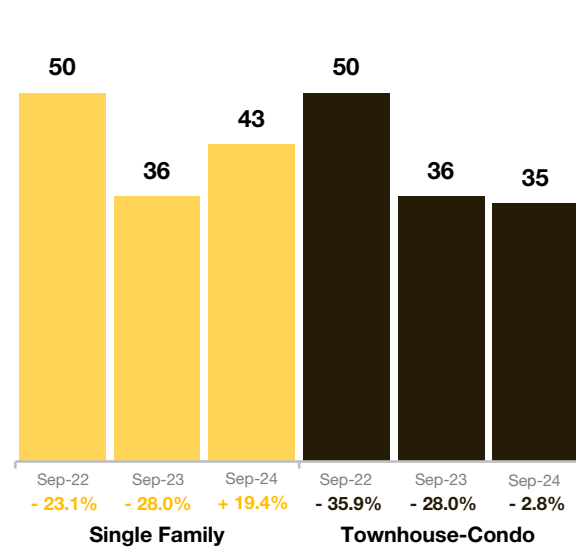
# Housing Affordability Index



## September

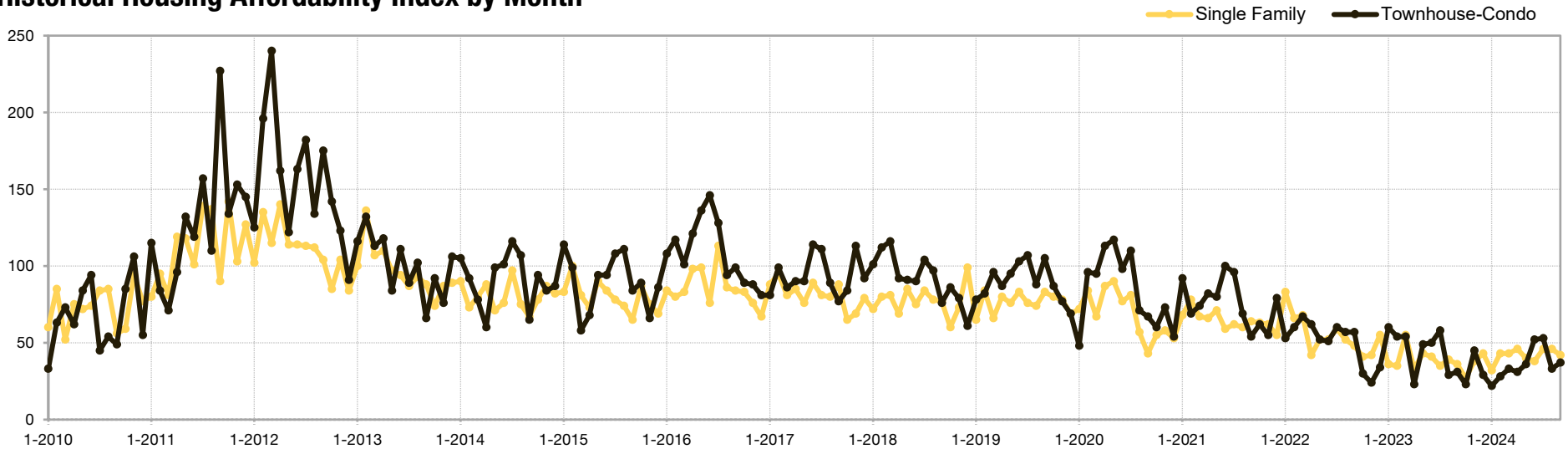


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	27	-34.1%	23	-23.3%
Nov-2023	38	-9.5%	45	+87.5%
Dec-2023	43	-21.8%	29	-14.7%
Jan-2024	32	-11.1%	22	-63.3%
Feb-2024	43	+22.9%	28	-48.1%
Mar-2024	43	-21.8%	33	-38.9%
Apr-2024	46	+39.4%	31	+34.8%
May-2024	40	-7.0%	36	-26.5%
Jun-2024	38	-7.3%	52	+4.0%
Jul-2024	46	+31.4%	53	-8.6%
Aug-2024	46	+17.9%	33	+13.8%
Sep-2024	42	+16.7%	37	+19.4%

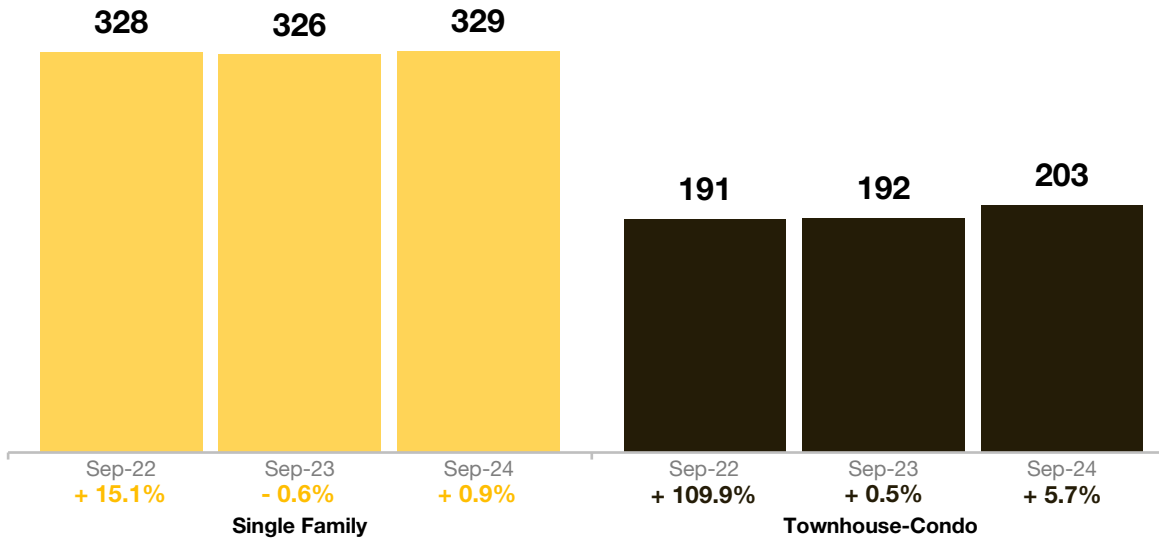
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

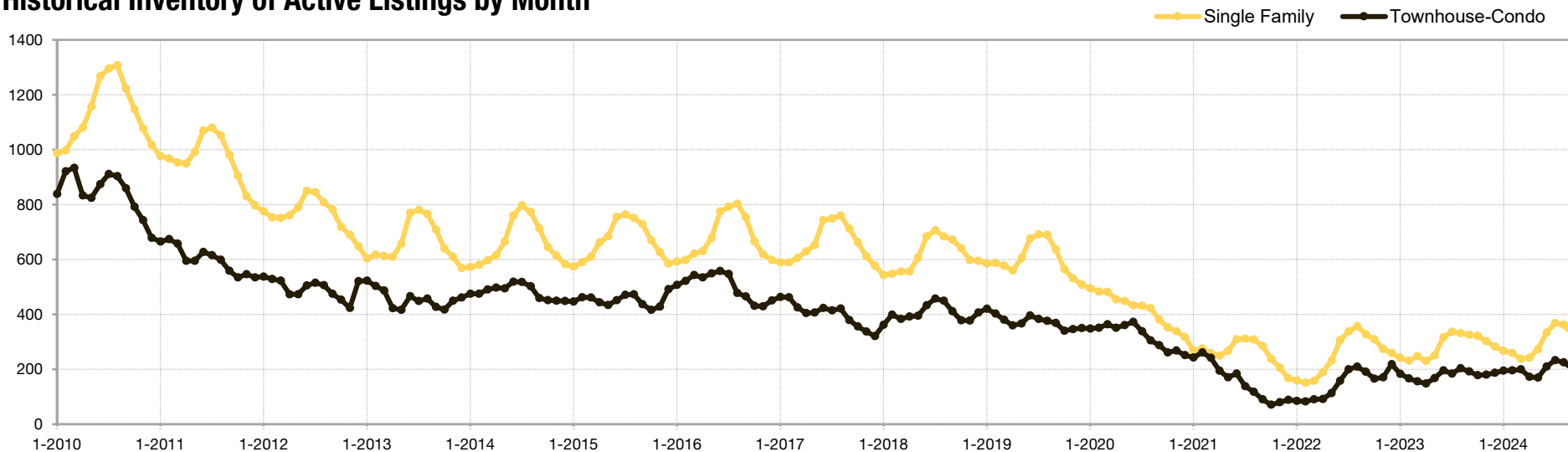


## September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	322	+4.2%	178	+7.2%
Nov-2023	302	+10.2%	180	+5.3%
Dec-2023	283	+9.3%	187	-14.2%
Jan-2024	267	+10.3%	195	+6.6%
Feb-2024	259	+12.1%	196	+17.4%
Mar-2024	238	-4.0%	200	+28.2%
Apr-2024	242	+5.2%	173	+16.9%
May-2024	273	+8.8%	170	+1.2%
Jun-2024	334	+5.4%	210	+7.1%
Jul-2024	369	+9.8%	233	+26.6%
Aug-2024	362	+9.0%	225	+10.3%
Sep-2024	329	+0.9%	203	+5.7%

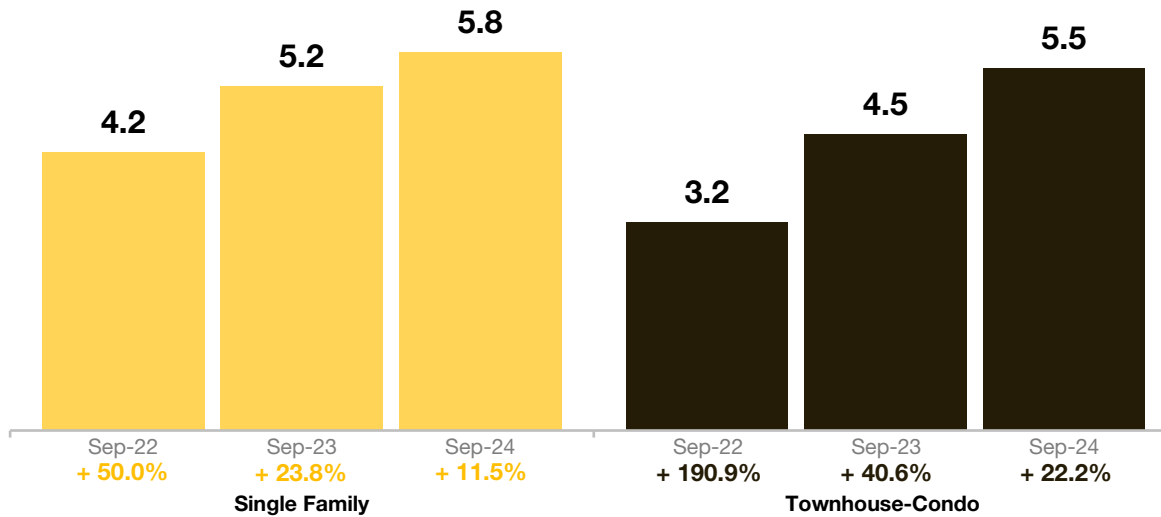
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

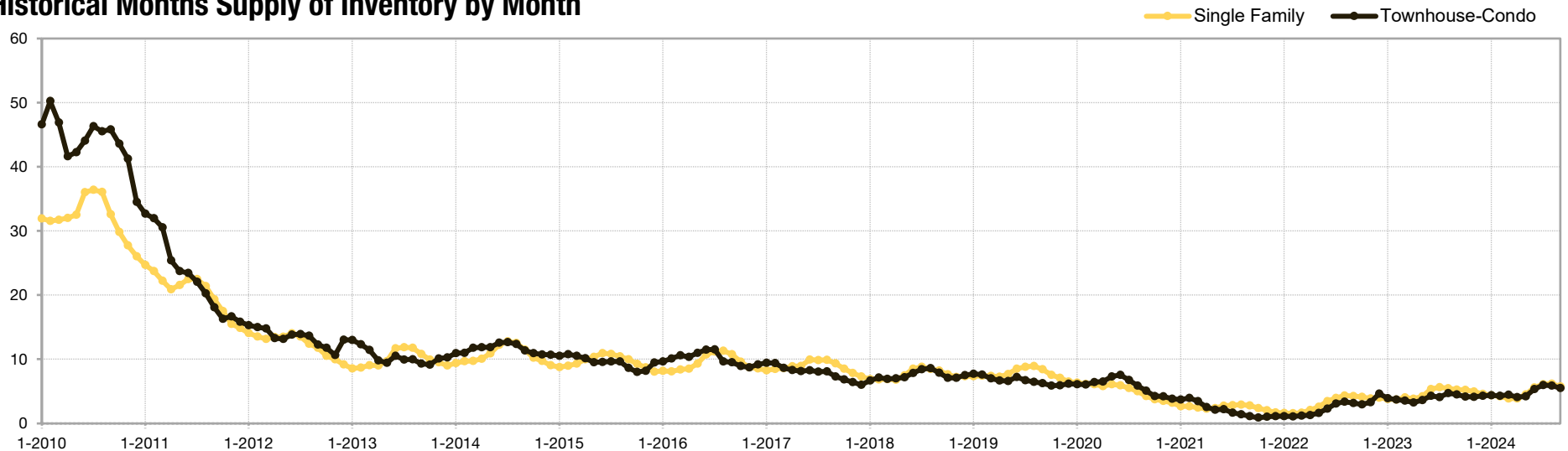


## September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2023	5.2	+26.8%	4.1	+41.4%
Nov-2023	4.9	+25.6%	4.1	+24.2%
Dec-2023	4.6	+15.0%	4.3	-6.5%
Jan-2024	4.4	+15.8%	4.4	+12.8%
Feb-2024	4.2	+13.5%	4.3	+16.2%
Mar-2024	3.9	-2.5%	4.5	+28.6%
Apr-2024	3.9	+2.6%	4.1	+24.2%
May-2024	4.5	+7.1%	4.2	+16.7%
Jun-2024	5.6	+5.7%	5.3	+23.3%
Jul-2024	6.1	+8.9%	6.0	+46.3%
Aug-2024	6.2	+12.7%	5.9	+25.5%
<b>Sep-2024</b>	<b>5.8</b>	<b>+11.5%</b>	<b>5.5</b>	<b>+22.2%</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.

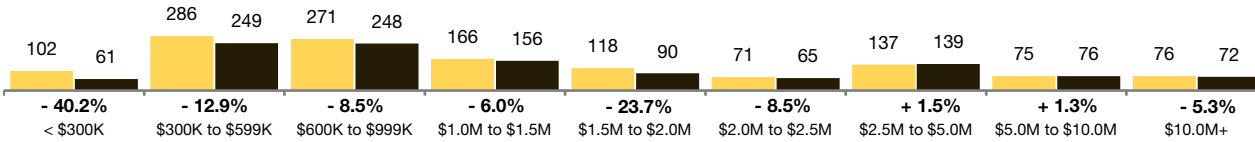
Key Metrics	Historical Sparkbars	9-2023	9-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		128	120	- 6.3%	1,389	1,349	- 2.9%
<b>Pending Sales</b>		112	123	+ 9.8%	1,041	957	- 8.1%
<b>Sold Listings</b>		129	94	- 27.1%	1,020	872	- 14.5%
<b>Median Sales Price</b>		\$1,100,000	\$1,079,000	- 1.9%	\$1,000,000	\$1,030,500	+ 3.1%
<b>Avg. Sales Price</b>		\$3,015,424	\$2,678,221	- 11.2%	\$2,657,489	\$3,006,052	+ 13.1%
<b>Pct. of List Price Received</b>		96.4%	96.1%	- 0.3%	96.9%	96.4%	- 0.5%
<b>Days on Market</b>		98	108	+ 10.2%	154	116	- 24.7%
<b>Affordability Index</b>		35	39	+ 11.4%	38	41	+ 7.9%
<b>Active Listings</b>		536	547	+ 2.1%	--	--	--
<b>Months Supply</b>		4.9	5.7	+ 16.3%	--	--	--

# Sold Listings

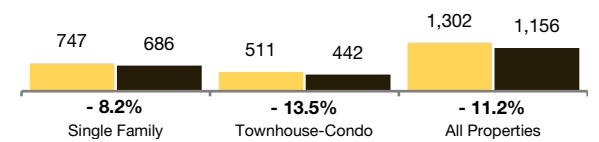
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	9-2023	9-2024	Change	9-2023	9-2024	Change
\$299,999 and Below	23	17	-26.1%	42	24	-42.9%
\$300,000 to \$599,999	177	156	-11.9%	109	92	-15.6%
\$600,000 to \$999,999	181	175	-3.3%	89	72	-19.1%
\$1,000,000 to \$1,499,999	95	88	-7.4%	71	68	-4.2%
\$1,500,00 to \$1,999,999	55	45	-18.2%	63	44	-30.2%
\$2,000,000 to \$2,499,999	35	36	+2.9%	36	29	-19.4%
\$2,500,000 to \$4,999,999	72	68	-5.6%	64	71	+10.9%
\$5,000,000 to \$9,999,999	44	43	-2.3%	28	30	+7.1%
\$10,000,000 and Above	65	58	-10.8%	9	12	+33.3%
<b>All Price Ranges</b>	<b>747</b>	<b>686</b>	<b>-8.2%</b>	<b>511</b>	<b>442</b>	<b>-13.5%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2024	9-2024	Change	8-2024	9-2024	Change
\$299,999 and Below	2	1	-50.0%	2	1	-50.0%
\$300,000 to \$599,999	12	8	-33.3%	8	7	-12.5%
\$600,000 to \$999,999	19	21	+10.5%	4	5	+25.0%
\$1,000,000 to \$1,499,999	8	9	+12.5%	7	5	-28.6%
\$1,500,00 to \$1,999,999	5	2	-60.0%	2	1	-50.0%
\$2,000,000 to \$2,499,999	2	5	+150.0%	3	2	-33.3%
\$2,500,000 to \$4,999,999	6	6	0.0%	2	7	+250.0%
\$5,000,000 to \$9,999,999	4	4	0.0%	3	3	0.0%
\$10,000,000 and Above	5	4	-20.0%	3	2	-33.3%
<b>All Price Ranges</b>	<b>63</b>	<b>60</b>	<b>-4.8%</b>	<b>34</b>	<b>33</b>	<b>-2.9%</b>

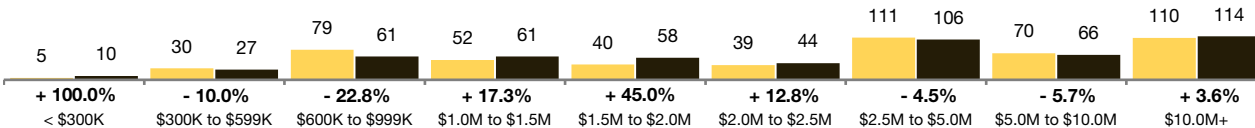
### Year to Date

By Price Range	Single Family			Townhouse-Condo		
	9-2023	9-2024	Change	9-2023	9-2024	Change
\$299,999 and Below	16	13	-18.8%	34	20	-41.2%
\$300,000 to \$599,999	132	109	-17.4%	93	77	-17.2%
\$600,000 to \$999,999	129	137	+6.2%	76	51	-32.9%
\$1,000,000 to \$1,499,999	74	65	-12.2%	62	54	-12.9%
\$1,500,00 to \$1,999,999	43	34	-20.9%	53	33	-37.7%
\$2,000,000 to \$2,499,999	28	25	-10.7%	30	24	-20.0%
\$2,500,000 to \$4,999,999	57	50	-12.3%	50	55	+10.0%
\$5,000,000 to \$9,999,999	36	30	-16.7%	20	22	+10.0%
\$10,000,000 and Above	48	44	-8.3%	8	9	+12.5%
<b>All Price Ranges</b>	<b>563</b>	<b>507</b>	<b>-9.9%</b>	<b>426</b>	<b>345</b>	<b>-19.0%</b>

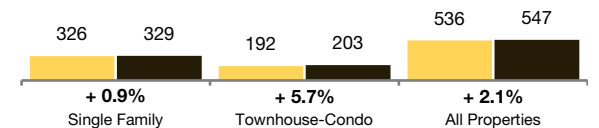
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Compared to Prior Year

By Price Range	Single Family			Townhouse-Condo		
	9-2023	9-2024	Change	9-2023	9-2024	Change
\$299,999 and Below	2	3	+50.0%	0	2	--
\$300,000 to \$599,999	15	6	-60.0%	14	21	+50.0%
\$600,000 to \$999,999	57	36	-36.8%	21	23	+9.5%
\$1,000,000 to \$1,499,999	30	34	+13.3%	21	25	+19.0%
\$1,500,00 to \$1,999,999	24	38	+58.3%	16	20	+25.0%
\$2,000,000 to \$2,499,999	11	23	+109.1%	27	21	-22.2%
\$2,500,000 to \$4,999,999	54	44	-18.5%	56	59	+5.4%
\$5,000,000 to \$9,999,999	45	52	+15.6%	22	14	-36.4%
\$10,000,000 and Above	88	93	+5.7%	15	18	+20.0%
<b>All Price Ranges</b>	<b>326</b>	<b>329</b>	<b>+0.9%</b>	<b>192</b>	<b>203</b>	<b>+5.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Townhouse-Condo		
	8-2024	9-2024	Change	8-2024	9-2024	Change
\$299,999 and Below	2	3	+50.0%	4	2	-50.0%
\$300,000 to \$599,999	11	6	-45.5%	19	21	+10.5%
\$600,000 to \$999,999	44	36	-18.2%	18	23	+27.8%
\$1,000,000 to \$1,499,999	35	34	-2.9%	31	25	-19.4%
\$1,500,00 to \$1,999,999	38	38	0.0%	21	20	-4.8%
\$2,000,000 to \$2,499,999	23	23	0.0%	24	21	-12.5%
\$2,500,000 to \$4,999,999	49	44	-10.2%	69	59	-14.5%
\$5,000,000 to \$9,999,999	59	52	-11.9%	18	14	-22.2%
\$10,000,000 and Above	101	93	-7.9%	21	18	-14.3%
<b>All Price Ranges</b>	<b>362</b>	<b>329</b>	<b>-9.1%</b>	<b>225</b>	<b>203</b>	<b>-9.8%</b>

### Year to Date

Property Type	9-2023	9-2024	Change
Single Family	326	329	+0.9%
Townhouse-Condo	192	203	+5.7%
All Properties	536	547	+2.1%

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.