

# Monthly Indicators

## June 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 5.7 percent for single family homes and 37.5 percent for townhouse-condo properties. Pending Sales landed at 312 for single family homes and 66 for townhouse-condo properties.

The Median Sales Price was down 0.8 percent to \$400,000 for single family homes and 2.0 percent to \$322,097 for townhouse-condo properties. Days on Market increased 14.5 percent for single family homes and 40.6 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

<b>+ 37.9%</b>	<b>- 2.4%</b>	<b>+ 26.1%</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>Days on Market</b> All Properties

Residential real estate activity in Area 8 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	6-2019	6-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		314	<b>296</b>	- 5.7%	1,539	<b>1,587</b>	+ 3.1%
<b>Pending / Under Contract</b>		207	<b>312</b>	+ 50.7%	1,143	<b>1,292</b>	+ 13.0%
<b>Sold Listings</b>		212	<b>282</b>	+ 33.0%	1,030	<b>990</b>	- 3.9%
<b>Median Sales Price</b>		\$403,225	<b>\$400,000</b>	- 0.8%	\$401,725	<b>\$400,000</b>	- 0.4%
<b>Average Sales Price</b>		\$465,399	<b>\$450,514</b>	- 3.2%	\$454,610	<b>\$457,247</b>	+ 0.6%
<b>Pct. of List Price Received</b>		99.5%	<b>99.8%</b>	+ 0.3%	99.4%	<b>99.5%</b>	+ 0.1%
<b>Days on Market</b>		62	<b>71</b>	+ 14.5%	76	<b>72</b>	- 5.3%
<b>Affordability Index</b>		87	<b>97</b>	+ 11.5%	87	<b>97</b>	+ 11.5%
<b>Active Listings</b>		484	<b>333</b>	- 31.2%	--	<b>--</b>	--
<b>Months Supply</b>		2.8	<b>1.9</b>	- 32.1%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

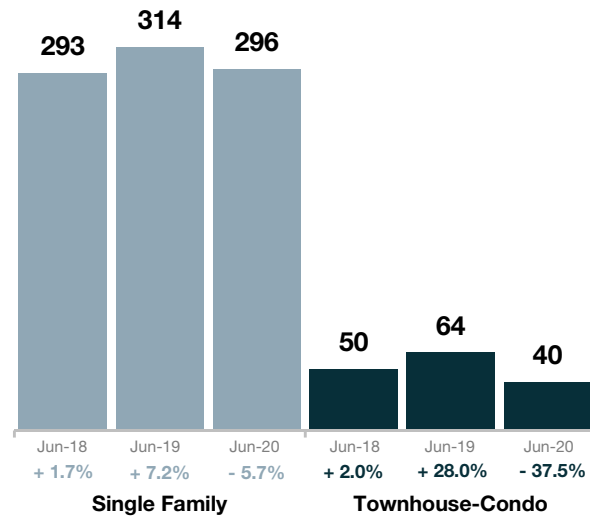


Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		64	40	- 37.5%	295	251	- 14.9%
<b>Pending / Under Contract</b>		42	66	+ 57.1%	224	235	+ 4.9%
<b>Sold Listings</b>		28	49	+ 75.0%	196	192	- 2.0%
<b>Median Sales Price</b>		\$328,574	<b>\$322,097</b>	- 2.0%	\$310,128	<b>\$308,875</b>	- 0.4%
<b>Average Sales Price</b>		\$330,860	<b>\$336,969</b>	+ 1.8%	\$321,126	<b>\$331,206</b>	+ 3.1%
<b>Pct. of List Price Received</b>		100.9%	<b>100.2%</b>	- 0.7%	100.4%	<b>100.6%</b>	+ 0.2%
<b>Days on Market</b>		128	<b>180</b>	+ 40.6%	143	<b>146</b>	+ 2.1%
<b>Affordability Index</b>		107	<b>121</b>	+ 13.1%	113	<b>126</b>	+ 11.5%
<b>Active Listings</b>		134	<b>85</b>	- 36.6%	--	--	--
<b>Months Supply</b>		4.3	<b>2.6</b>	- 39.5%	--	--	--

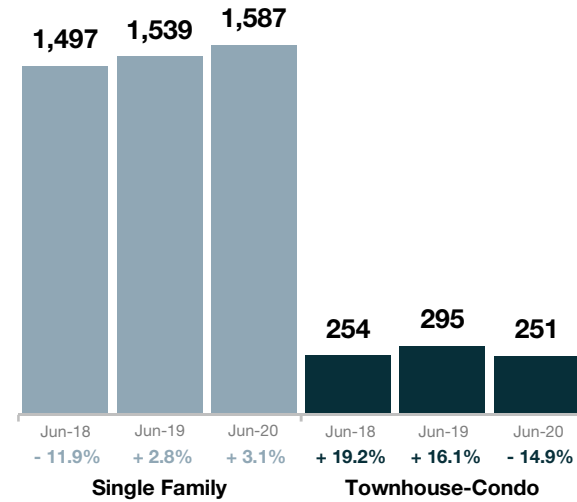
# New Listings



## June

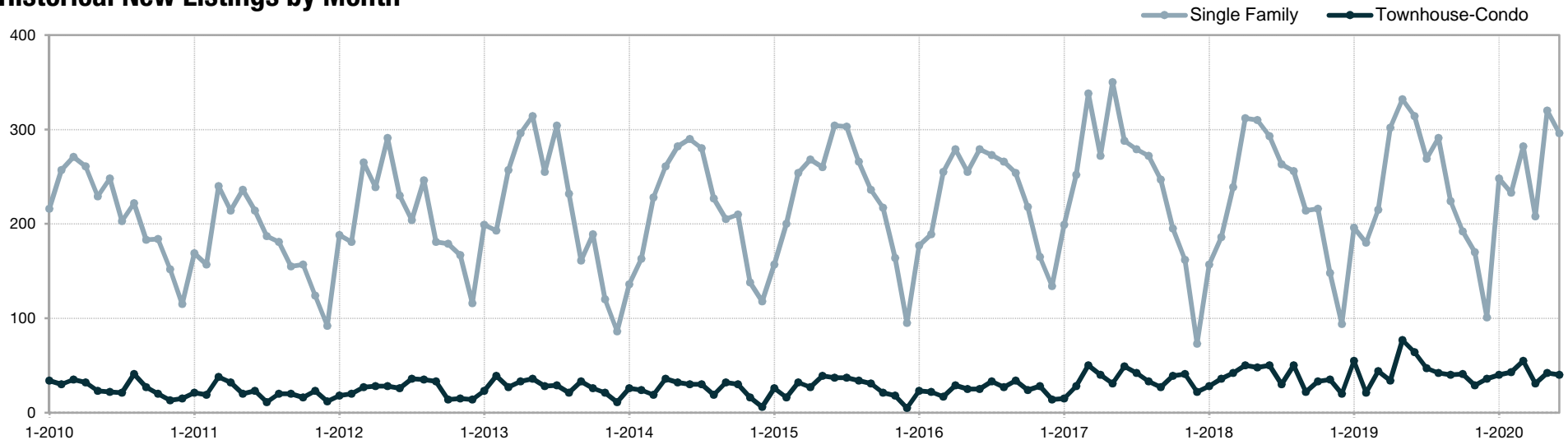


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	269	+2.3%	47	+56.7%
Aug-2019	291	+13.7%	42	-16.0%
Sep-2019	224	+4.7%	40	+81.8%
Oct-2019	192	-11.1%	41	+24.2%
Nov-2019	170	+14.9%	29	-17.1%
Dec-2019	101	+7.4%	36	+80.0%
Jan-2020	248	+26.5%	40	-27.3%
Feb-2020	233	+29.4%	43	+104.8%
Mar-2020	282	+31.2%	55	+25.0%
Apr-2020	208	-31.1%	31	-8.8%
May-2020	320	-3.6%	42	-45.5%
<b>Jun-2020</b>	<b>296</b>	<b>-5.7%</b>	<b>40</b>	<b>-37.5%</b>

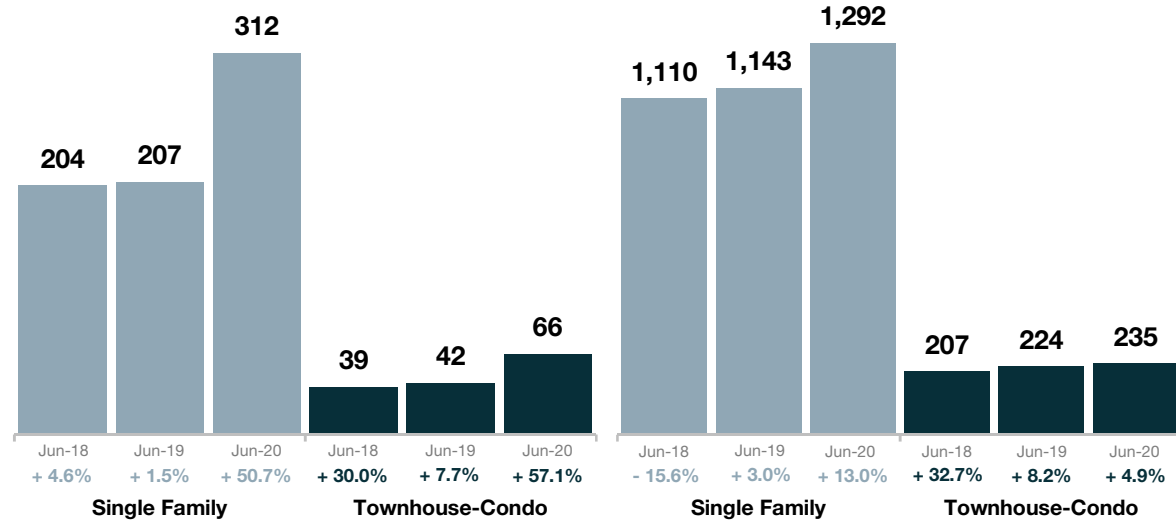
## Historical New Listings by Month



# Pending / Under Contract

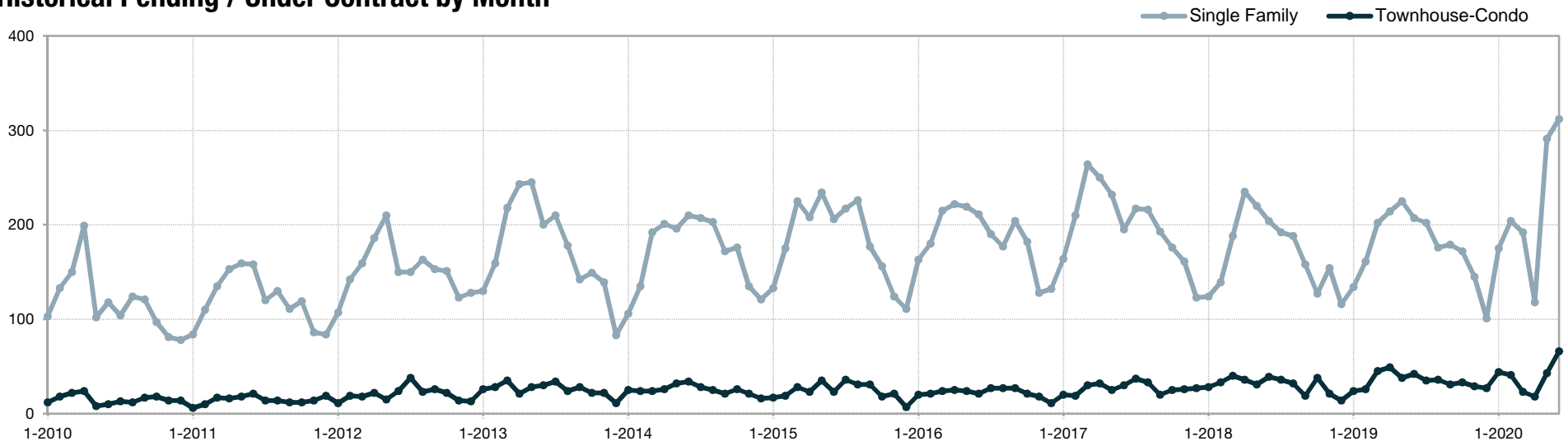


## June



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	202	+5.2%	35	-2.8%
Aug-2019	176	-6.4%	36	+12.5%
Sep-2019	179	+13.3%	31	+63.2%
Oct-2019	172	+35.4%	33	-13.2%
Nov-2019	145	-5.8%	29	+38.1%
Dec-2019	101	-12.9%	27	+92.9%
Jan-2020	175	+30.6%	44	+83.3%
Feb-2020	204	+26.7%	41	+57.7%
Mar-2020	192	-5.0%	23	-48.9%
Apr-2020	118	-44.9%	18	-63.3%
May-2020	291	+29.3%	43	+13.2%
<b>Jun-2020</b>	<b>312</b>	<b>+50.7%</b>	<b>66</b>	<b>+57.1%</b>

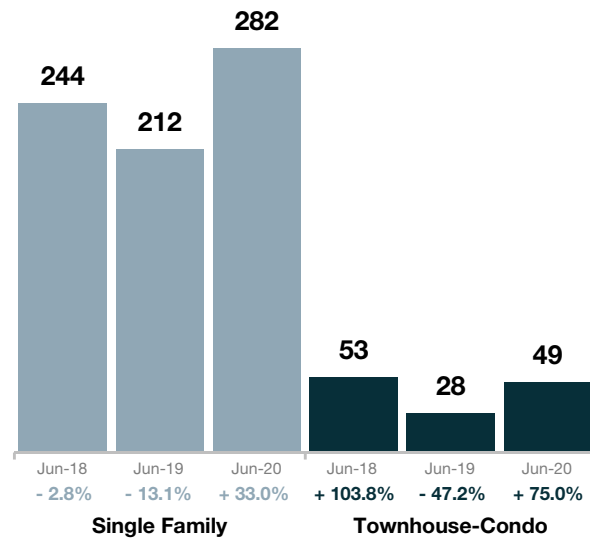
## Historical Pending / Under Contract by Month



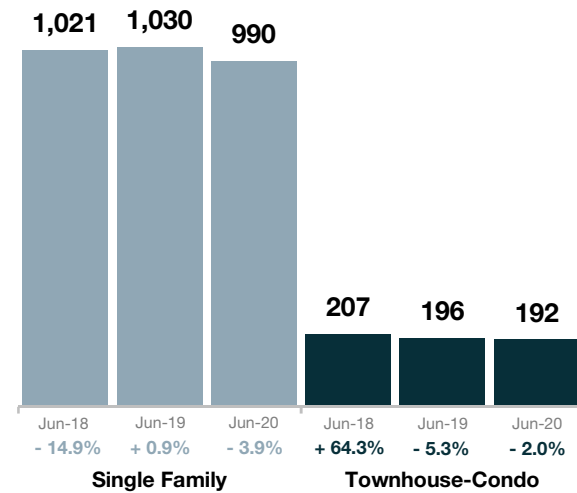
# Sold Listings



## June

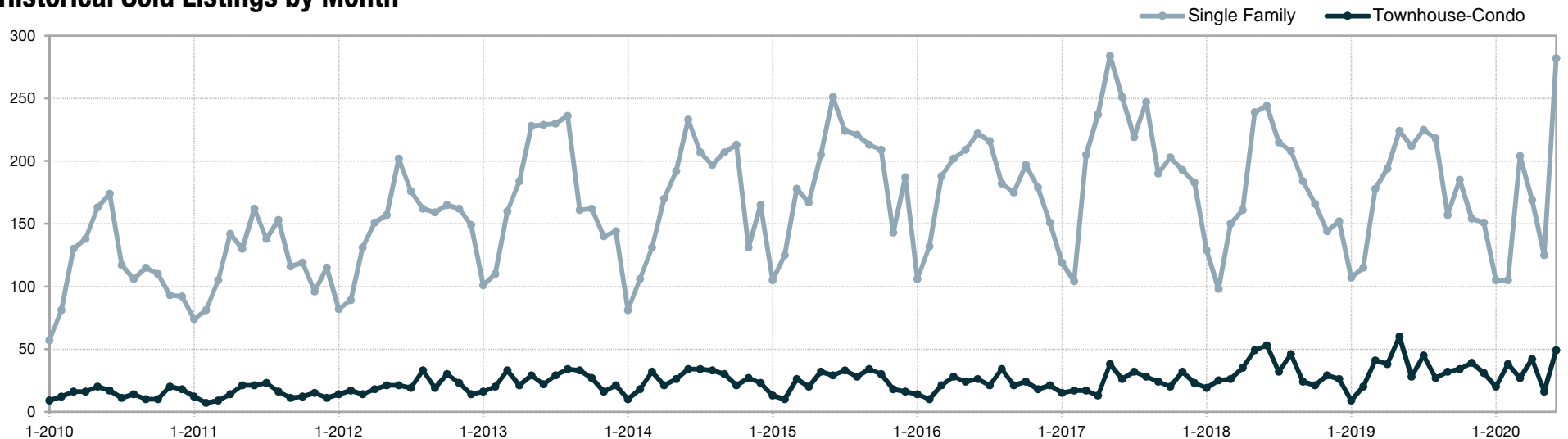


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	225	+4.7%	45	+40.6%
Aug-2019	218	+4.8%	27	-41.3%
Sep-2019	157	-14.7%	32	+33.3%
Oct-2019	185	+11.4%	34	+61.9%
Nov-2019	154	+6.9%	39	+34.5%
Dec-2019	151	-0.7%	31	+19.2%
Jan-2020	105	-1.9%	20	+122.2%
Feb-2020	105	-8.7%	38	+90.0%
Mar-2020	204	+14.6%	27	-34.1%
Apr-2020	169	-12.9%	42	+10.5%
May-2020	125	-44.2%	16	-73.3%
<b>Jun-2020</b>	<b>282</b>	<b>+33.0%</b>	<b>49</b>	<b>+75.0%</b>

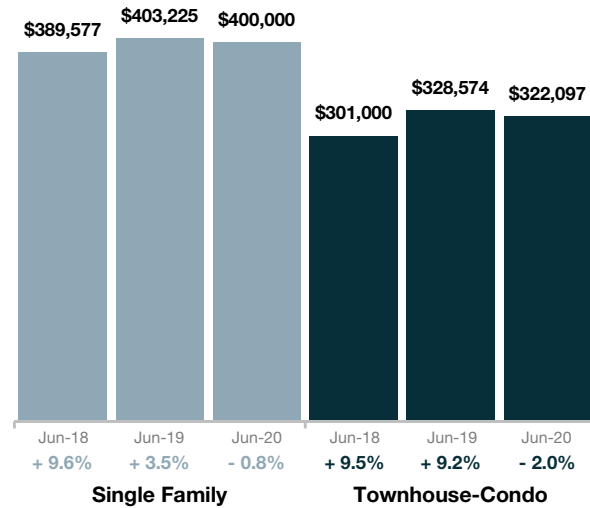
## Historical Sold Listings by Month



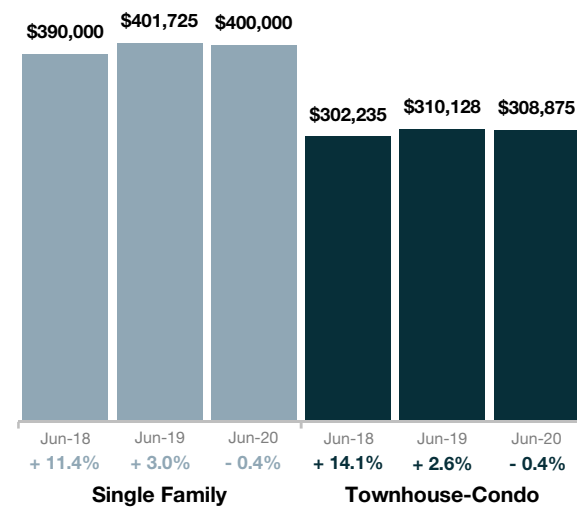
# Median Sales Price



## June

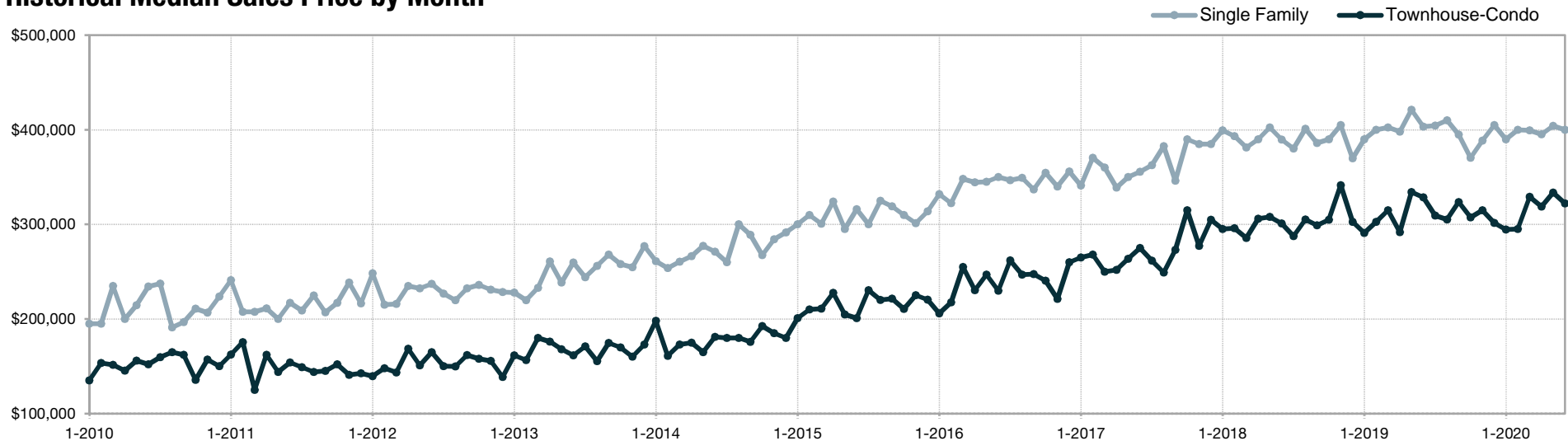


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	\$404,495	+6.4%	\$309,243	+7.6%
Aug-2019	\$410,000	+2.2%	\$305,000	0.0%
Sep-2019	\$394,777	+2.3%	\$323,450	+8.2%
Oct-2019	\$370,500	-5.0%	\$307,364	+0.8%
Nov-2019	\$388,450	-4.1%	\$315,000	-7.7%
Dec-2019	\$405,000	+9.5%	\$301,500	-0.4%
Jan-2020	\$390,000	0.0%	\$294,625	+1.2%
Feb-2020	\$400,000	0.0%	\$295,000	-2.5%
Mar-2020	\$399,450	-0.8%	\$329,000	+4.4%
Apr-2020	\$395,100	-0.7%	\$318,700	+9.2%
May-2020	\$404,000	-4.0%	\$333,525	-0.2%
<b>Jun-2020</b>	<b>\$400,000</b>	<b>-0.8%</b>	<b>\$322,097</b>	<b>-2.0%</b>

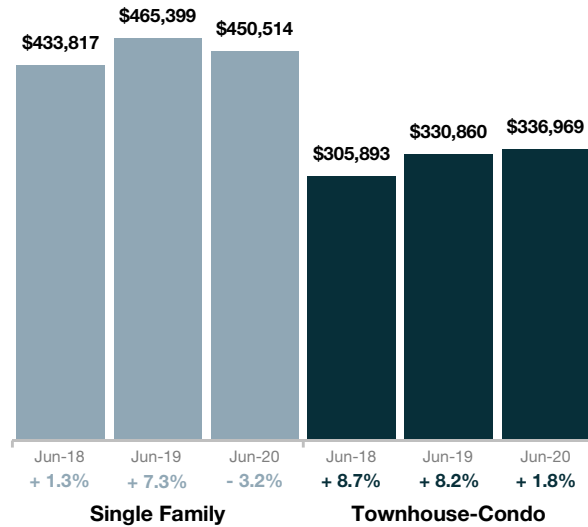
## Historical Median Sales Price by Month



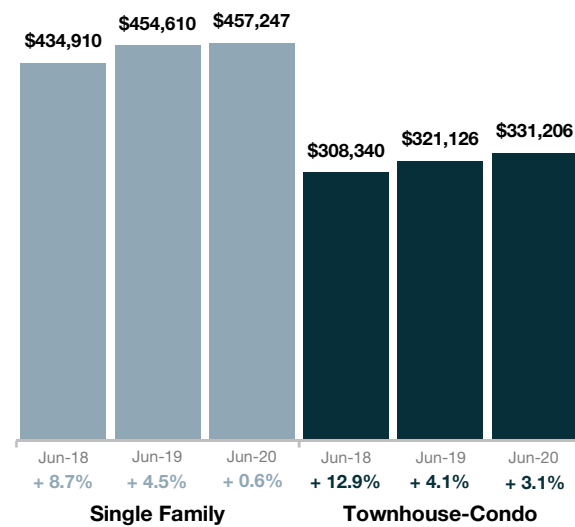
# Average Sales Price



## June

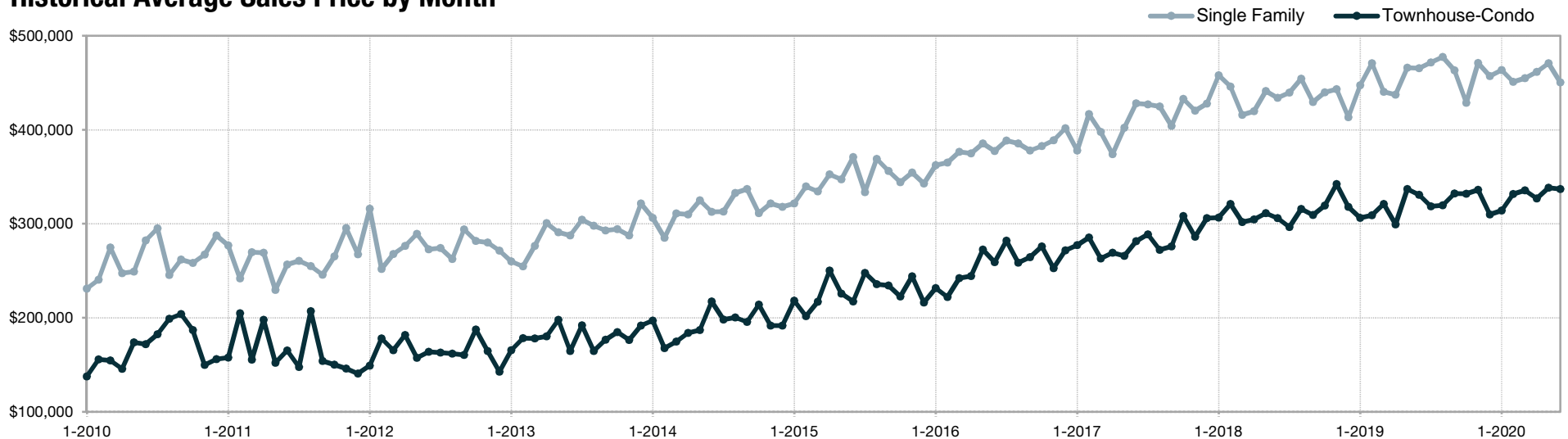


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	\$471,632	+7.3%	\$318,549	+7.5%
Aug-2019	\$477,315	+5.1%	\$319,716	+1.3%
Sep-2019	\$463,341	+7.9%	\$332,215	+7.4%
Oct-2019	\$428,638	-2.5%	\$332,006	+4.0%
Nov-2019	\$470,959	+6.3%	\$336,169	-1.7%
Dec-2019	\$457,060	+10.6%	\$309,991	-2.5%
Jan-2020	\$463,545	+3.6%	\$314,158	+2.6%
Feb-2020	\$450,882	-4.2%	\$331,541	+7.3%
Mar-2020	\$454,713	+3.3%	\$335,462	+4.5%
Apr-2020	\$461,640	+5.5%	\$326,851	+9.2%
May-2020	\$470,685	+1.0%	\$338,322	+0.5%
<b>Jun-2020</b>	<b>\$450,514</b>	<b>-3.2%</b>	<b>\$336,969</b>	<b>+1.8%</b>

## Historical Average Sales Price by Month

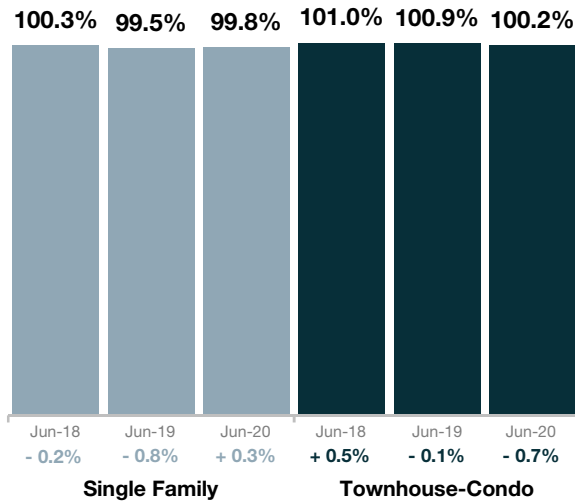




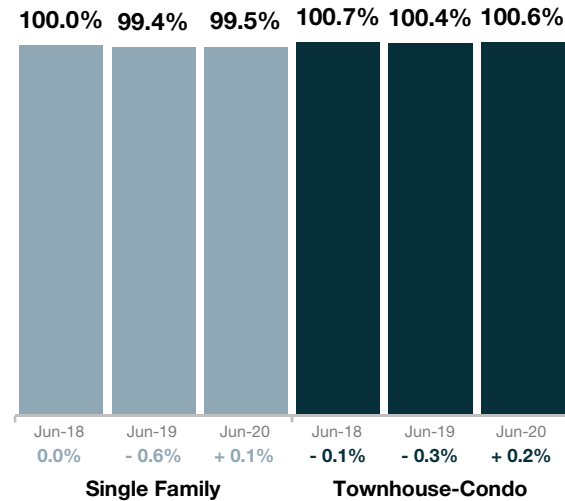
# Percent of List Price Received



## June

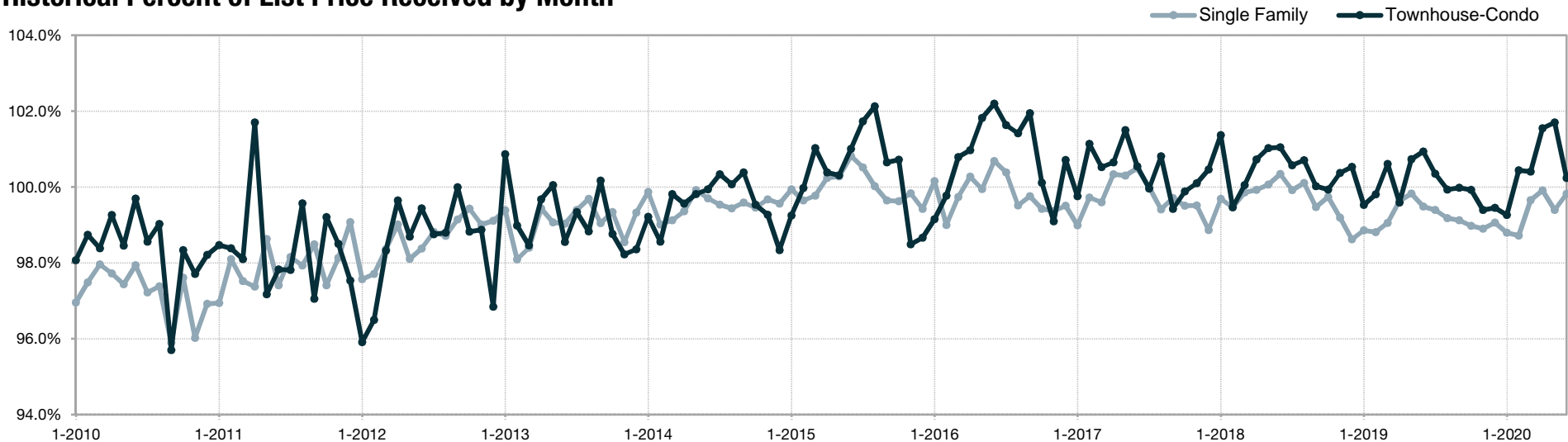


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	99.4%	-0.5%	100.3%	-0.3%
Aug-2019	99.2%	-0.9%	99.9%	-0.8%
Sep-2019	99.1%	-0.4%	100.0%	0.0%
Oct-2019	99.0%	-0.7%	99.9%	0.0%
Nov-2019	98.9%	-0.3%	99.4%	-1.0%
Dec-2019	99.1%	+0.5%	99.4%	-1.1%
Jan-2020	98.8%	-0.1%	99.3%	-0.2%
Feb-2020	98.7%	-0.1%	100.4%	+0.6%
Mar-2020	99.6%	+0.5%	100.4%	-0.2%
Apr-2020	99.9%	+0.3%	101.5%	+1.9%
May-2020	99.4%	-0.4%	101.7%	+1.0%
<b>Jun-2020</b>	<b>99.8%</b>	<b>+0.3%</b>	<b>100.2%</b>	<b>-0.7%</b>

## Historical Percent of List Price Received by Month

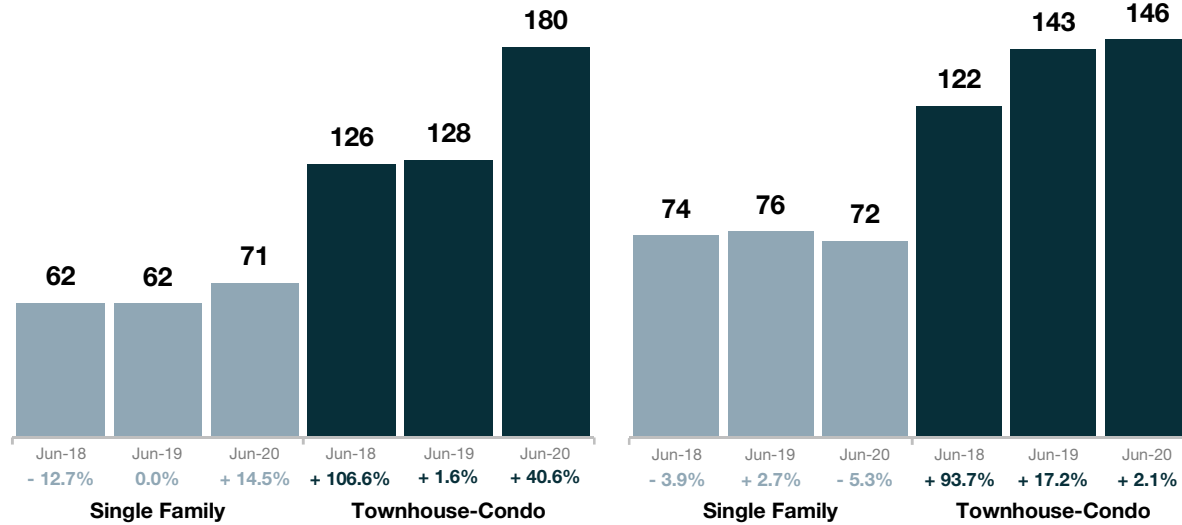


# Days on Market Until Sale



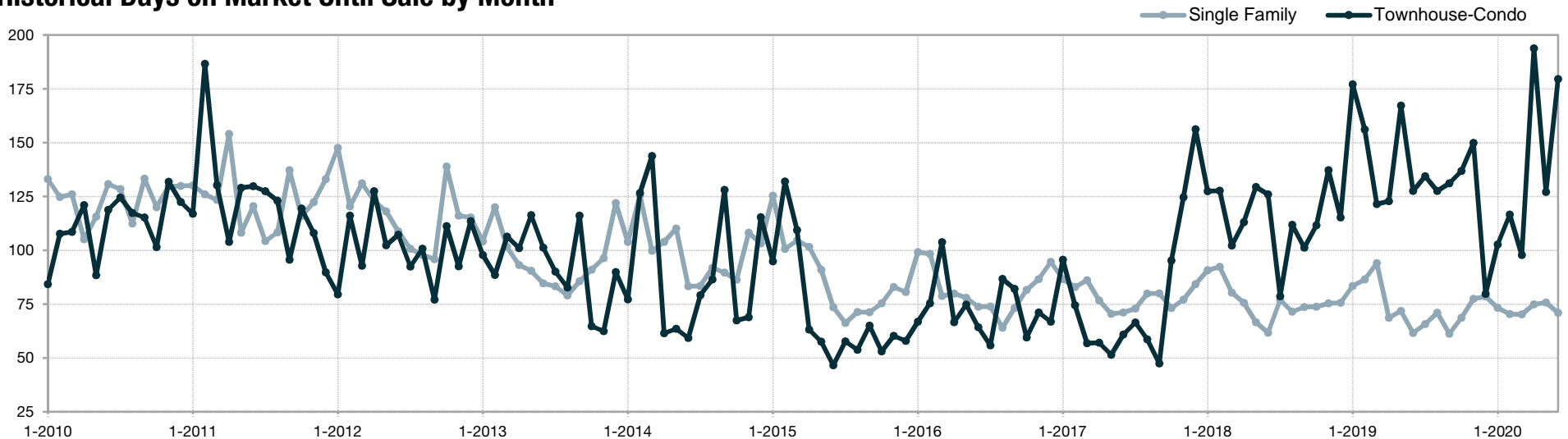
## June

## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	66	-14.3%	134	+69.6%
Aug-2019	71	0.0%	128	+14.3%
Sep-2019	61	-17.6%	131	+29.7%
Oct-2019	69	-6.8%	137	+22.3%
Nov-2019	77	+2.7%	150	+9.5%
Dec-2019	78	+2.6%	80	-30.4%
Jan-2020	73	-12.0%	103	-41.8%
Feb-2020	70	-18.6%	117	-25.0%
Mar-2020	70	-25.5%	98	-19.0%
Apr-2020	75	+8.7%	194	+57.7%
May-2020	76	+5.6%	127	-24.0%
<b>Jun-2020</b>	<b>71</b>	<b>+14.5%</b>	<b>180</b>	<b>+40.6%</b>

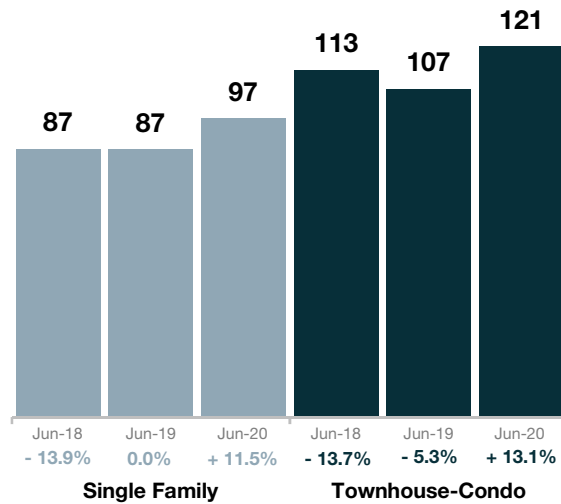
## Historical Days on Market Until Sale by Month



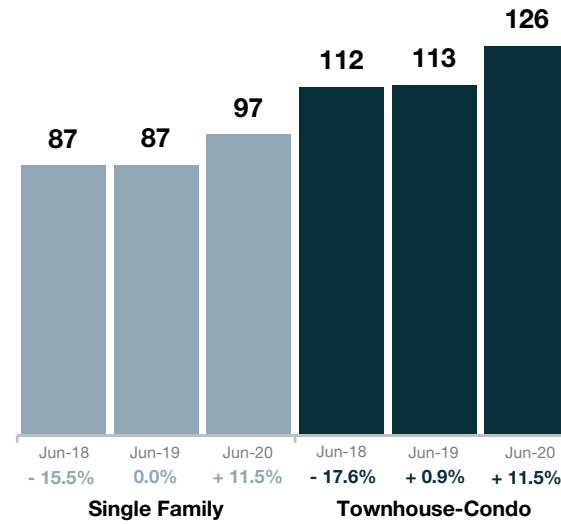
# Housing Affordability Index



## June

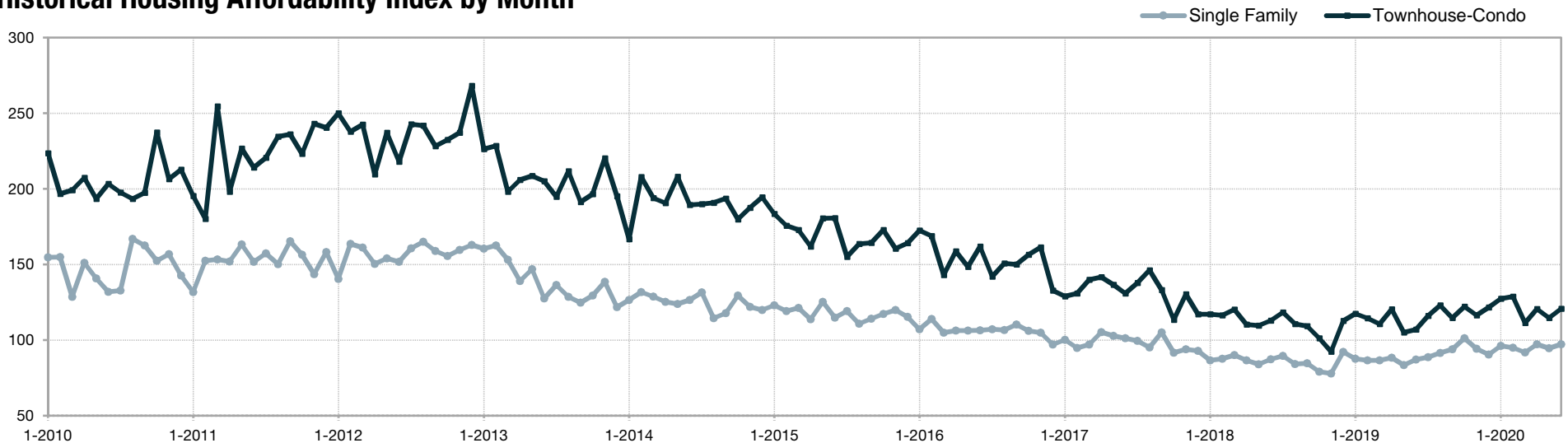


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	89	-1.1%	116	-1.7%
Aug-2019	92	+9.5%	123	+10.8%
Sep-2019	94	+10.6%	115	+5.5%
Oct-2019	101	+27.8%	122	+20.8%
Nov-2019	94	+20.5%	116	+26.1%
Dec-2019	90	-2.2%	122	+8.0%
Jan-2020	96	+9.1%	127	+8.5%
Feb-2020	95	+9.2%	129	+13.2%
Mar-2020	92	+5.7%	111	0.0%
Apr-2020	97	+10.2%	121	+0.8%
May-2020	95	+14.5%	115	+9.5%
<b>Jun-2020</b>	<b>97</b>	<b>+11.5%</b>	<b>121</b>	<b>+13.1%</b>

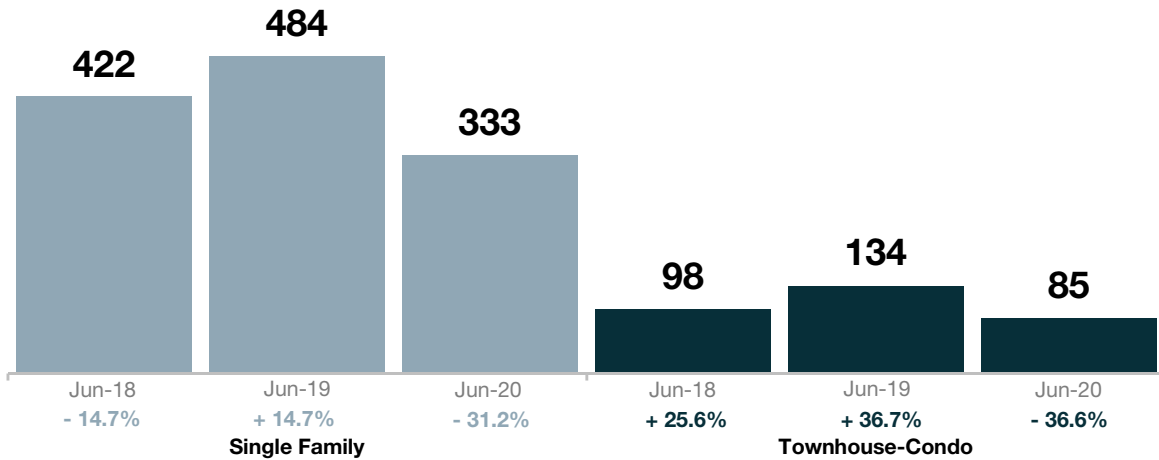
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

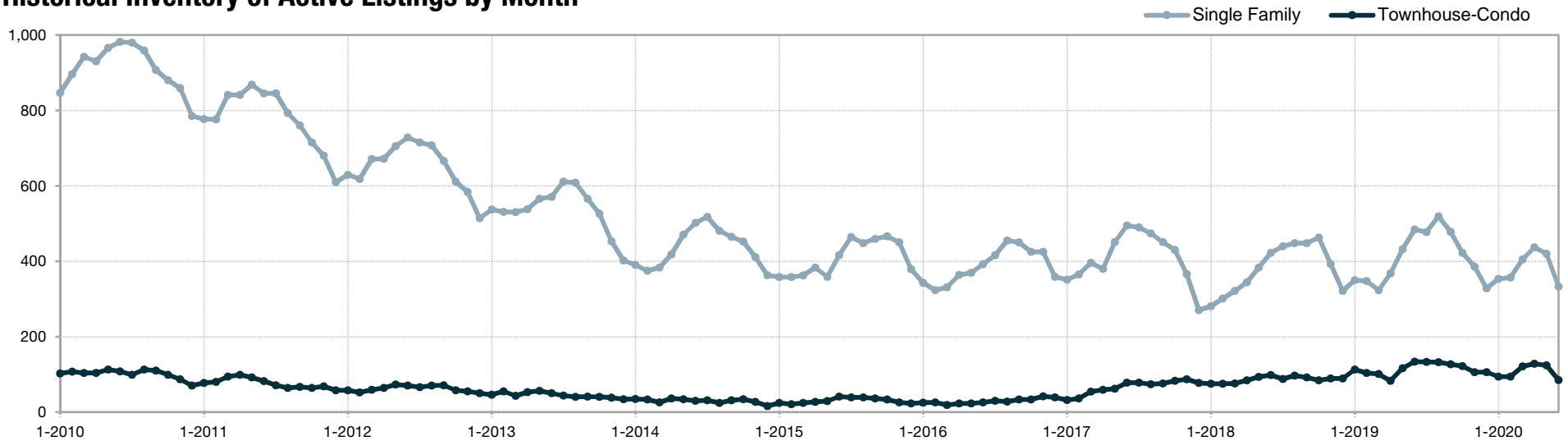


June



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	477	+8.4%	133	+51.1%
Aug-2019	519	+15.8%	132	+36.1%
Sep-2019	478	+6.7%	127	+38.0%
Oct-2019	422	-8.9%	122	+45.2%
Nov-2019	386	-1.8%	106	+19.1%
Dec-2019	328	+2.2%	106	+19.1%
Jan-2020	353	+0.9%	94	-16.8%
Feb-2020	357	+2.6%	94	-9.6%
Mar-2020	405	+25.4%	121	+19.8%
Apr-2020	437	+18.8%	128	+54.2%
May-2020	420	-2.8%	124	+6.9%
<b>Jun-2020</b>	<b>333</b>	<b>-31.2%</b>	<b>85</b>	<b>-36.6%</b>

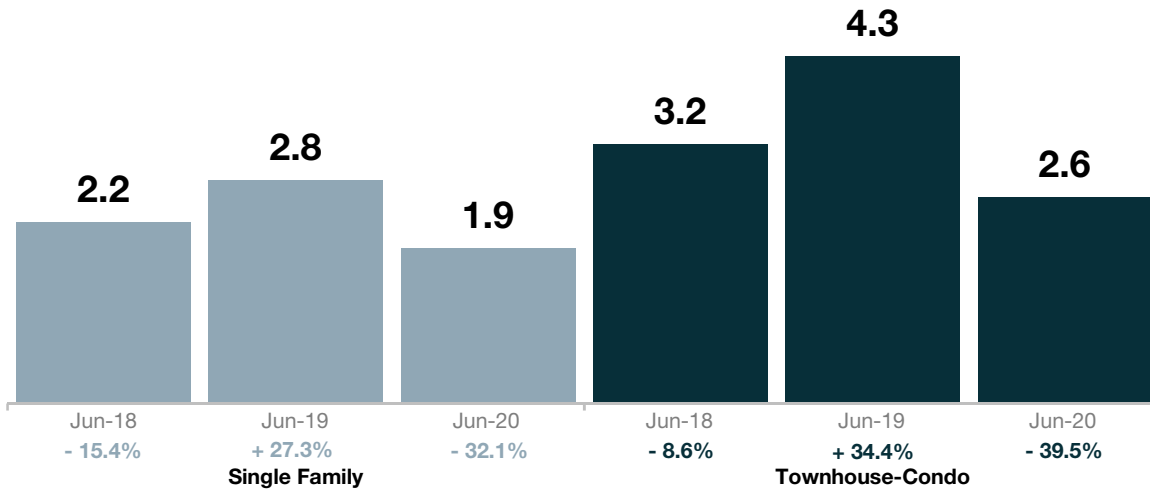
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

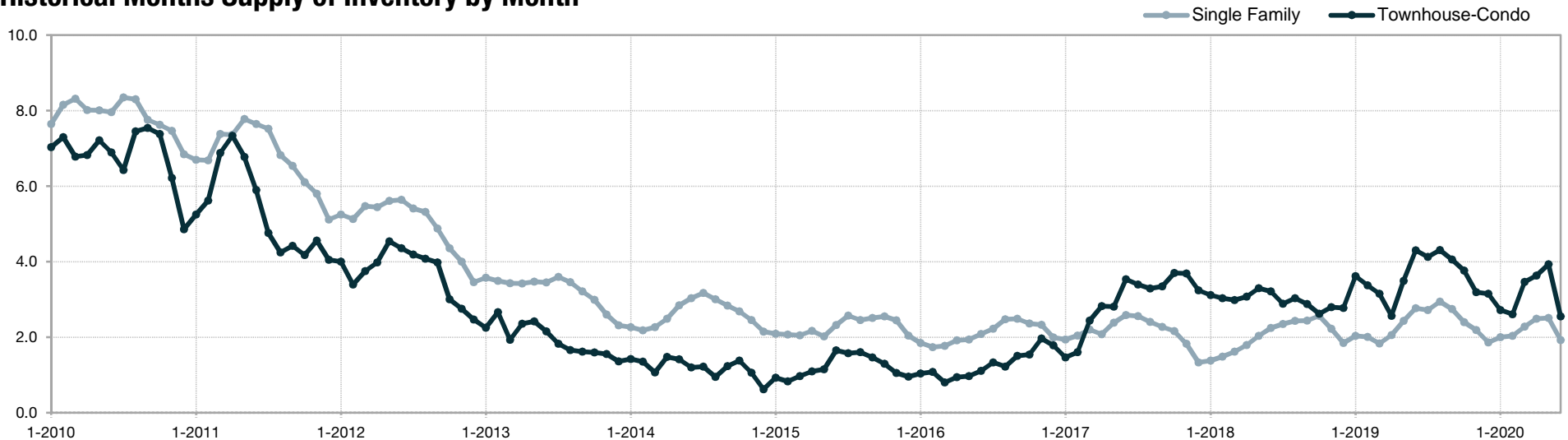


June



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2019	2.7	+17.4%	4.1	+41.4%
Aug-2019	2.9	+20.8%	4.3	+43.3%
Sep-2019	2.7	+12.5%	4.1	+41.4%
Oct-2019	2.4	-7.7%	3.8	+46.2%
Nov-2019	2.2	0.0%	3.2	+14.3%
Dec-2019	1.9	+5.6%	3.1	+10.7%
Jan-2020	2.0	0.0%	2.7	-25.0%
Feb-2020	2.0	0.0%	2.6	-23.5%
Mar-2020	2.3	+27.8%	3.5	+12.9%
Apr-2020	2.5	+19.0%	3.6	+38.5%
May-2020	2.5	+4.2%	3.9	+11.4%
<b>Jun-2020</b>	<b>1.9</b>	<b>-32.1%</b>	<b>2.6</b>	<b>-39.5%</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.



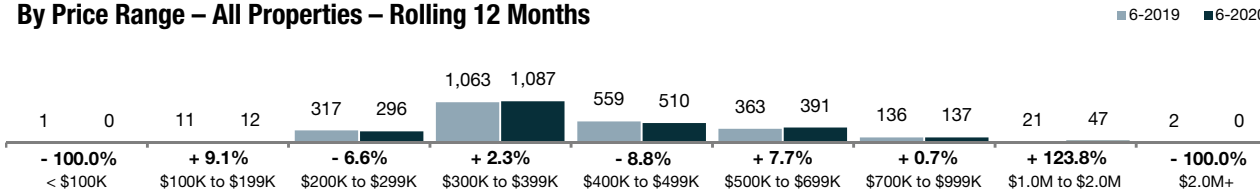
Key Metrics	Historical Sparkbars	6-2019	6-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		378	<b>336</b>	- 11.1%	1,834	<b>1,838</b>	+ 0.2%
<b>Pending / Under Contract</b>		249	<b>378</b>	+ 51.8%	1,367	<b>1,527</b>	+ 11.7%
<b>Sold Listings</b>		240	<b>331</b>	+ 37.9%	1,226	<b>1,182</b>	- 3.6%
<b>Median Sales Price</b>		\$399,075	<b>\$389,500</b>	- 2.4%	\$385,400	<b>\$388,400</b>	+ 0.8%
<b>Average Sales Price</b>		\$449,702	<b>\$433,705</b>	- 3.6%	\$433,270	<b>\$436,773</b>	+ 0.8%
<b>Pct. of List Price Received</b>		99.7%	<b>99.9%</b>	+ 0.2%	99.5%	<b>99.7%</b>	+ 0.2%
<b>Days on Market</b>		69	<b>87</b>	+ 26.1%	86	<b>84</b>	- 2.3%
<b>Affordability Index</b>		88	<b>100</b>	+ 13.6%	91	<b>100</b>	+ 9.9%
<b>Active Listings</b>		<b>618</b>	<b>418</b>	- 32.4%	--	--	--
<b>Months Supply</b>		<b>3.0</b>	<b>2.0</b>	- 33.3%	--	--	--

# Sold Listings

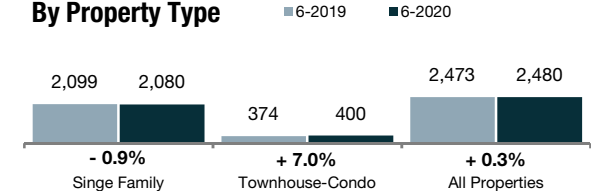
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	8	8	0.0%	3	4	+33.3%
\$200,000 to \$299,999	150	134	-10.7%	167	162	-3.0%
\$300,000 to \$399,999	909	912	+0.3%	154	175	+13.6%
\$400,000 to \$499,999	510	464	-9.0%	49	46	-6.1%
\$500,000 to \$699,999	362	378	+4.4%	1	13	+1200%
\$700,000 to \$999,999	136	137	+0.7%	0	0	--
\$1,000,000 to \$1,999,999	21	47	+123.8%	0	0	--
\$2,000,000 and Above	2	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>2,099</b>	<b>2,080</b>	<b>-0.9%</b>	<b>374</b>	<b>400</b>	<b>+7.0%</b>

### Compared to Prior Quarter

By Price Range	Single Family			Condo		
	5-2020	6-2020	Change	5-2020	6-2020	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	0	--	0	0	--
\$200,000 to \$299,999	6	10	+66.7%	5	19	+280.0%
\$300,000 to \$399,999	54	130	+140.7%	8	22	+175.0%
\$400,000 to \$499,999	32	82	+156.3%	3	7	+133.3%
\$500,000 to \$699,999	20	42	+110.0%	0	1	--
\$700,000 to \$999,999	11	11	0.0%	0	0	--
\$1,000,000 to \$1,999,999	2	7	+250.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>125</b>	<b>282</b>	<b>+125.6%</b>	<b>16</b>	<b>49</b>	<b>+206.3%</b>

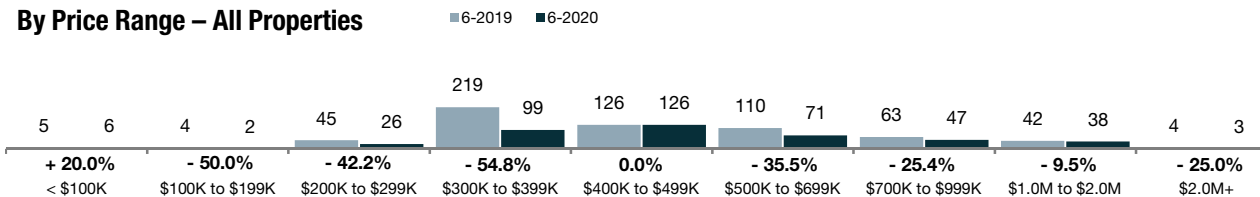
### Year to Date

By Price Range	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	4	6	+50.0%	1	0	-100.0%
\$200,000 to \$299,999	58	46	-20.7%	81	81	0.0%
\$300,000 to \$399,999	434	442	+1.8%	88	82	-6.8%
\$400,000 to \$499,999	277	250	-9.7%	26	22	-15.4%
\$500,000 to \$699,999	167	163	-2.4%	0	7	--
\$700,000 to \$999,999	74	63	-14.9%	0	0	--
\$1,000,000 to \$1,999,999	14	20	+42.9%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>1,030</b>	<b>990</b>	<b>-3.9%</b>	<b>196</b>	<b>192</b>	<b>-2.0%</b>

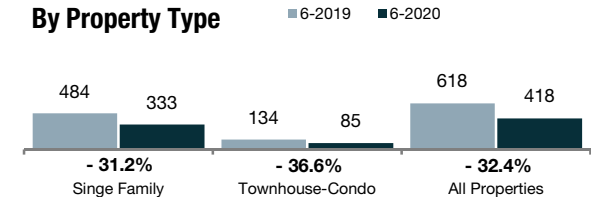
# Inventory of Active Listings

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

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$99,999 and Below	5	6	+20.0%	0	0	--
\$100,000 to \$199,999	1	0	-100.0%	3	2	-33.3%
\$200,000 to \$299,999	18	9	-50.0%	27	17	-37.0%
\$300,000 to \$399,999	139	56	-59.7%	80	43	-46.3%
\$400,000 to \$499,999	111	107	-3.6%	15	19	+26.7%
\$500,000 to \$699,999	101	67	-33.7%	9	4	-55.6%
\$700,000 to \$999,999	63	47	-25.4%	0	0	--
\$1,000,000 to \$1,999,999	42	38	-9.5%	0	0	--
\$2,000,000 and Above	4	3	-25.0%	0	0	--
<b>All Price Ranges</b>	<b>484</b>	<b>333</b>	<b>-31.2%</b>	<b>134</b>	<b>85</b>	<b>-36.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2020	6-2020	Change	5-2020	6-2020	Change
\$99,999 and Below	6	6	0.0%	0	0	--
\$100,000 to \$199,999	1	0	-100.0%	2	2	0.0%
\$200,000 to \$299,999	10	9	-10.0%	34	17	-50.0%
\$300,000 to \$399,999	90	56	-37.8%	60	43	-28.3%
\$400,000 to \$499,999	134	107	-20.1%	20	19	-5.0%
\$500,000 to \$699,999	89	67	-24.7%	8	4	-50.0%
\$700,000 to \$999,999	45	47	+4.4%	0	0	--
\$1,000,000 to \$1,999,999	40	38	-5.0%	0	0	--
\$2,000,000 and Above	5	3	-40.0%	0	0	--
<b>All Price Ranges</b>	<b>420</b>	<b>333</b>	<b>-20.7%</b>	<b>124</b>	<b>85</b>	<b>-31.5%</b>

### Year to Date

By Price Range	Single Family			Condo		
	6-2019	6-2020	Change	6-2019	6-2020	Change
\$99,999 and Below	5	6	+20.0%	0	0	--
\$100,000 to \$199,999	1	0	-100.0%	3	2	-33.3%
\$200,000 to \$299,999	18	9	-50.0%	27	17	-37.0%
\$300,000 to \$399,999	139	56	-59.7%	80	43	-46.3%
\$400,000 to \$499,999	111	107	-3.6%	15	19	+26.7%
\$500,000 to \$699,999	101	67	-33.7%	9	4	-55.6%
\$700,000 to \$999,999	63	47	-25.4%	0	0	--
\$1,000,000 to \$1,999,999	42	38	-9.5%	0	0	--
\$2,000,000 and Above	4	3	-25.0%	0	0	--
<b>All Price Ranges</b>	<b>484</b>	<b>333</b>	<b>-31.2%</b>	<b>134</b>	<b>85</b>	<b>-36.6%</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 / Under Contract</b>	A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. 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. The Pending/Under Contract metric includes Pending, Active/Backup and Active/First Right.
<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>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.