

# Monthly Indicators

Activity for El Paso and Teller Counties Only



## September 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 2.7 percent for single family-patio homes but increased 6.4 percent for townhouse-condo properties. Pending Sales increased 0.7 percent for single family-patio homes and 2.2 percent for townhouse-condo properties.

The Median Sales Price was up 15.1 percent to \$443,000 for single family-patio homes and 16.4 percent to \$317,159 for townhouse-condo properties. Days on Market decreased 40.0 percent for single family homes and 37.5 percent for townhouse-condo properties.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

## Activity Snapshot

**- 7.6%**

One-Year Change in  
**Sold Listings**  
All Properties

**+ 14.8%**

One-Year Change in  
**Median Sales Price**  
All Properties

**- 14.9%**

One-Year Change in  
**Active Listings**  
All Properties

Residential real estate activity in El Paso and Teller counties composed of single-family properties and patio homes, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family-Patio Market Overview



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

Key Metrics	Historical Sparkbars	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		1,530	<b>1,489</b>	- 2.7%	13,682	<b>13,797</b>	+ 0.8%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		1,516	<b>1,526</b>	+ 0.7%	12,699	<b>12,955</b>	+ 2.0%
<b>Sold Listings</b>		1,648	<b>1,477</b>	- 10.4%	11,694	<b>12,271</b>	+ 4.9%
<b>Median Sales Price</b>		\$385,000	<b>\$443,000</b>	+ 15.1%	\$365,000	<b>\$435,000</b>	+ 19.2%
<b>Average Sales Price</b>		\$427,296	<b>\$501,415</b>	+ 17.3%	\$407,441	<b>\$486,510</b>	+ 19.4%
<b>Pct. of List Price Received</b>		100.7%	<b>102.2%</b>	+ 1.5%	100.5%	<b>103.5%</b>	+ 3.0%
<b>Days on Market</b>		20	<b>12</b>	- 40.0%	22	<b>11</b>	- 50.0%
<b>Housing Affordability Index</b>		103	<b>87</b>	- 15.5%	109	<b>89</b>	- 18.3%
<b>Active Listings</b>		1,167	<b>984</b>	- 15.7%	--	--	--
<b>Months Supply of Inventory</b>		0.9	<b>0.7</b>	- 22.2%	--	--	--



# Townhouse-Condo Market Overview

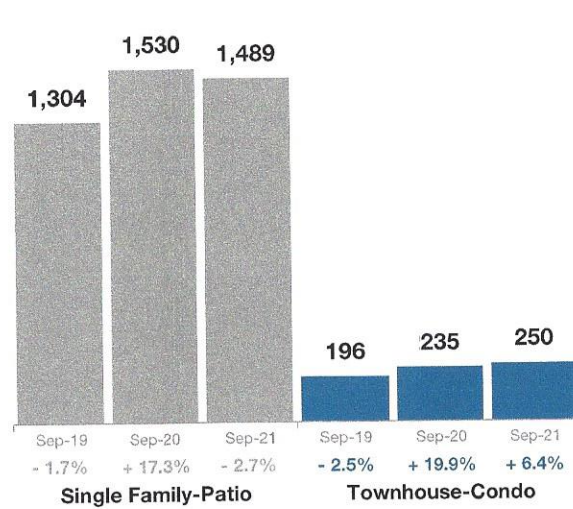


Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

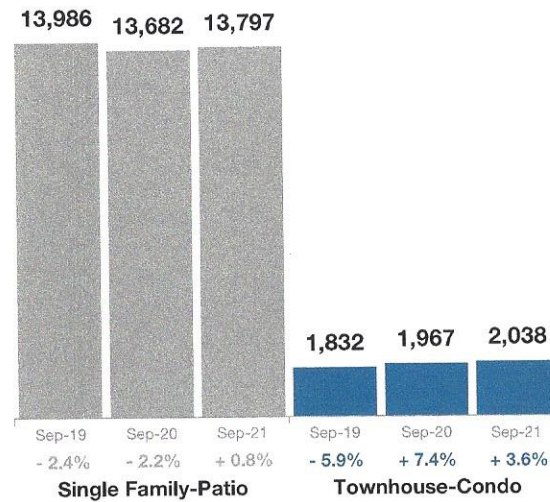
Key Metrics	Historical Sparkbars	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		235	<b>250</b>	+ 6.4%	1,967	<b>2,038</b>	+ 3.6%
<b>Pending Sales (PEND, UC, UCSS, RGT)</b>		232	<b>237</b>	+ 2.2%	1,873	<b>1,925</b>	+ 2.8%
<b>Sold Listings</b>		240	<b>268</b>	+ 11.7%	1,651	<b>1,844</b>	+ 11.7%
<b>Median Sales Price</b>		\$272,500	<b>\$317,159</b>	+ 16.4%	\$250,000	<b>\$306,500</b>	+ 22.6%
<b>Average Sales Price</b>		\$287,348	<b>\$334,703</b>	+ 16.5%	\$265,000	<b>\$319,843</b>	+ 20.7%
<b>Pct. of List Price Received</b>		100.9%	<b>102.6%</b>	+ 1.7%	100.5%	<b>103.3%</b>	+ 2.8%
<b>Days on Market</b>		16	<b>10</b>	- 37.5%	18	<b>8</b>	- 55.6%
<b>Housing Affordability Index</b>		146	<b>122</b>	- 16.4%	159	<b>126</b>	- 20.8%
<b>Active Listings</b>		156	<b>142</b>	- 9.0%	--	--	--
<b>Months Supply of Inventory</b>		0.9	<b>0.7</b>	- 22.2%	--	--	--

# New Listings

## September

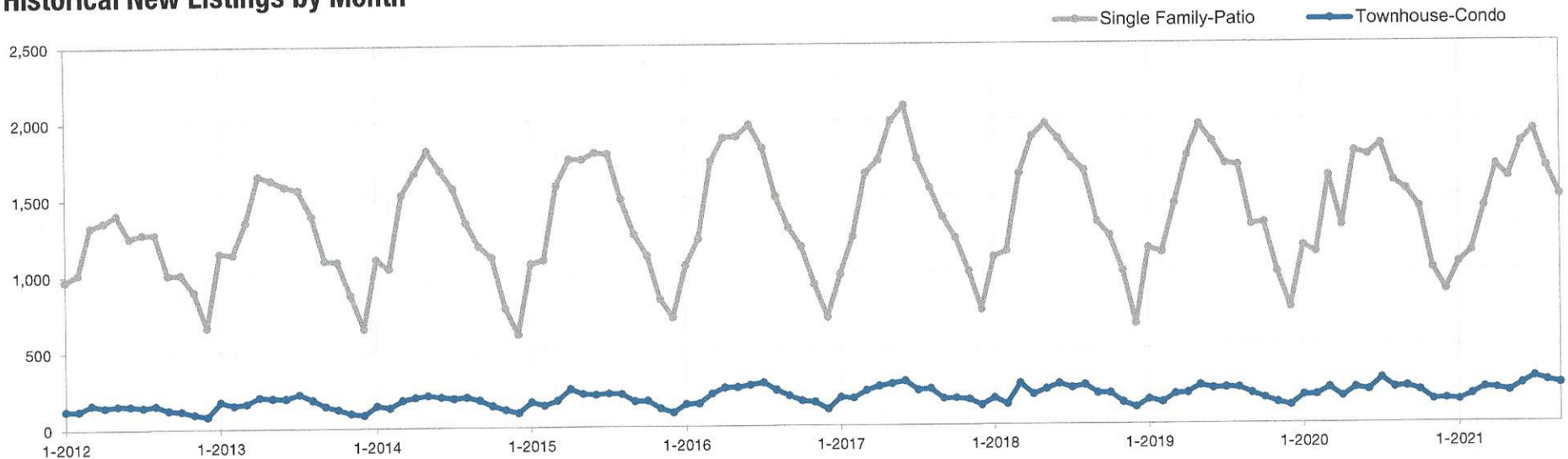


## Year to Date



New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	1,415	+7.6%	209	+26.7%
Nov-2020	1,013	+2.1%	148	+10.4%
Dec-2020	871	+14.5%	152	+33.3%
Jan-2021	1,047	-9.9%	144	-20.9%
Feb-2021	1,122	0.0%	181	-1.1%
Mar-2021	1,415	-12.6%	225	-2.2%
Apr-2021	1,687	+30.3%	220	+28.7%
May-2021	1,609	-9.7%	203	-11.7%
Jun-2021	1,836	+4.4%	249	+15.8%
Jul-2021	1,916	+4.8%	296	+1.7%
Aug-2021	1,676	+5.6%	270	+17.4%
<b>Sep-2021</b>	<b>1,489</b>	<b>-2.7%</b>	<b>250</b>	<b>+6.4%</b>

## Historical New Listings by Month

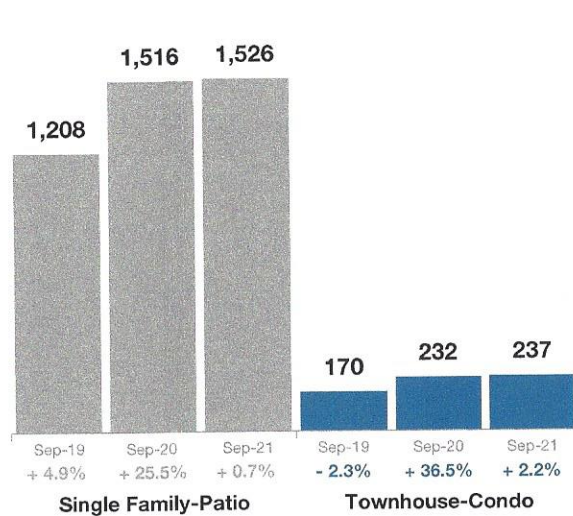




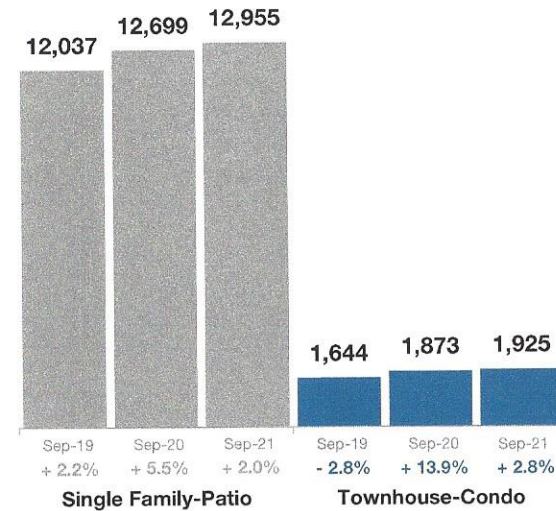
# Pending Sales (PEND, UC, UCSS, RGT)



## September

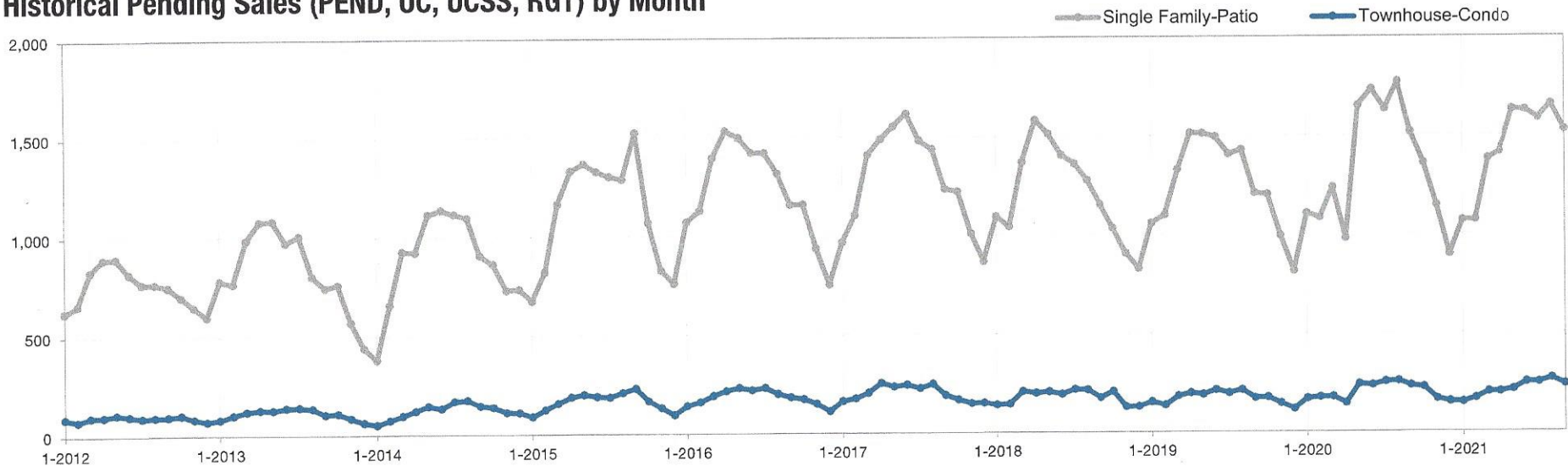


## Year to Date



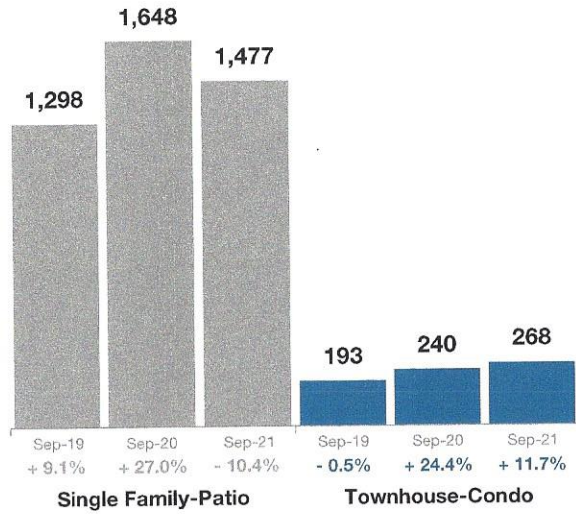
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	1,359	+13.3%	224	+28.7%
Nov-2020	1,144	+15.4%	164	+14.7%
Dec-2020	898	+10.3%	150	+31.6%
Jan-2021	1,069	-3.2%	148	-11.4%
Feb-2021	1,071	-1.1%	168	-3.4%
Mar-2021	1,381	+11.6%	200	+13.0%
Apr-2021	1,415	+44.5%	199	+39.2%
May-2021	1,629	-1.2%	212	-11.3%
Jun-2021	1,625	-6.1%	247	+5.6%
Jul-2021	1,585	-2.9%	247	-2.0%
Aug-2021	1,654	-6.5%	267	+4.7%
Sep-2021	1,526	+0.7%	237	+2.2%

## Historical Pending Sales (PEND, UC, UCSS, RGT) by Month

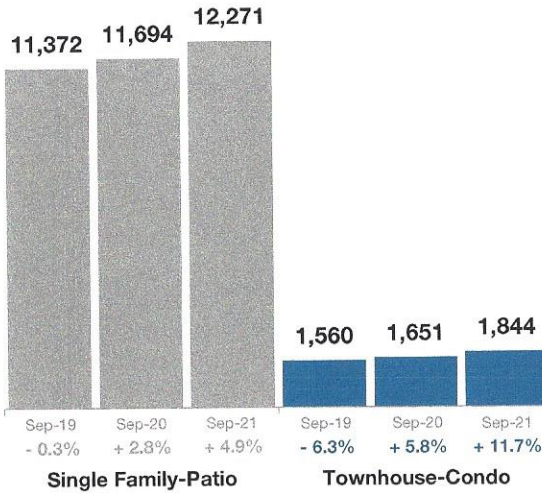


# Sold Listings

## September

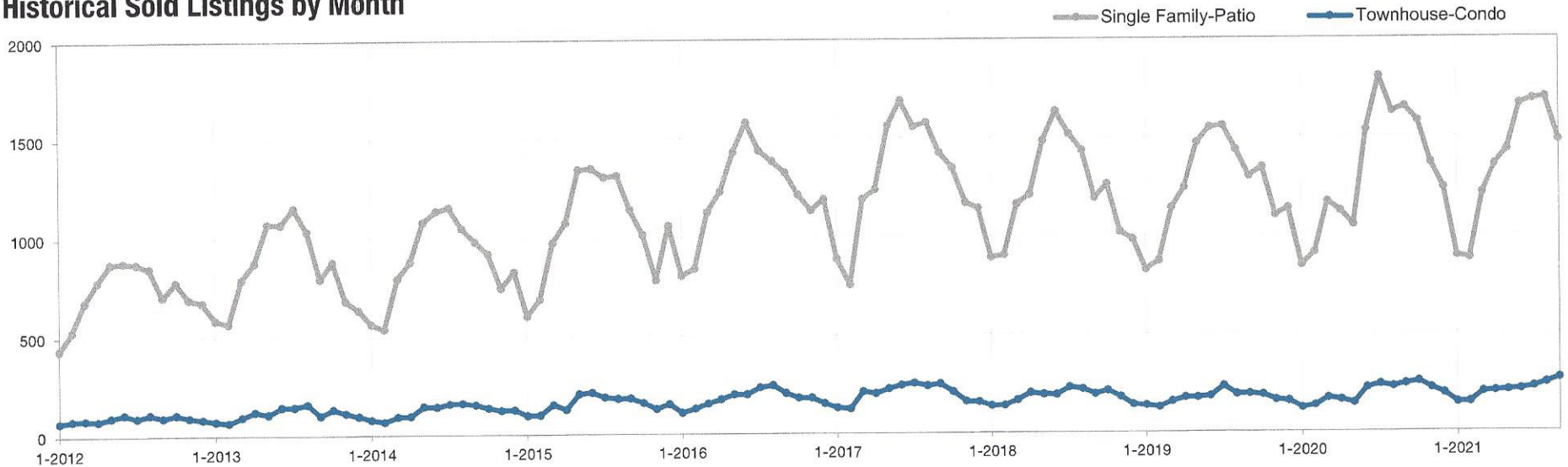


## Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	1,576	+17.4%	251	+33.5%
Nov-2020	1,365	+24.0%	218	+35.4%
Dec-2020	1,236	+8.9%	192	+23.1%
Jan-2021	889	+5.3%	145	+21.8%
Feb-2021	879	-3.3%	148	+12.1%
Mar-2021	1,210	+3.7%	198	+16.5%
Apr-2021	1,353	+20.7%	202	+25.5%
May-2021	1,428	+36.0%	206	+43.1%
Jun-2021	1,659	+8.4%	210	-5.0%
Jul-2021	1,684	-6.5%	223	-6.3%
Aug-2021	1,692	+4.2%	244	+8.0%
<b>Sep-2021</b>	<b>1,477</b>	<b>-10.4%</b>	<b>268</b>	<b>+11.7%</b>

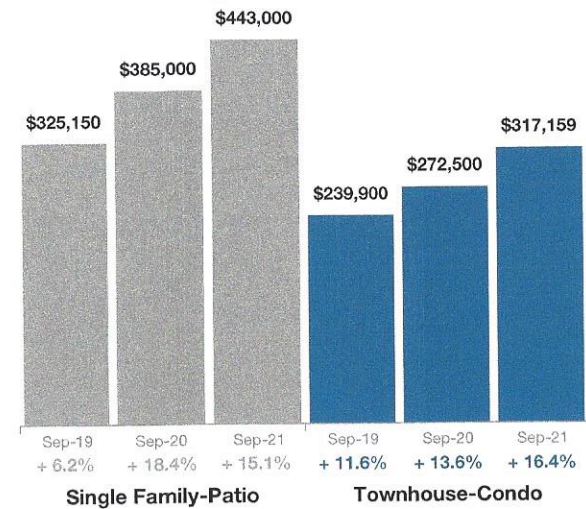
## Historical Sold Listings by Month



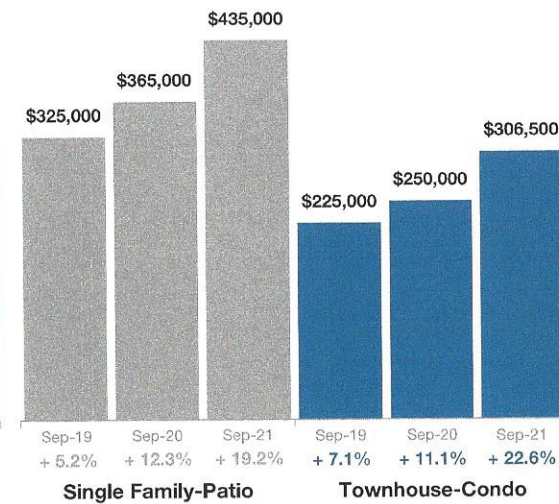


# Median Sales Price

## September

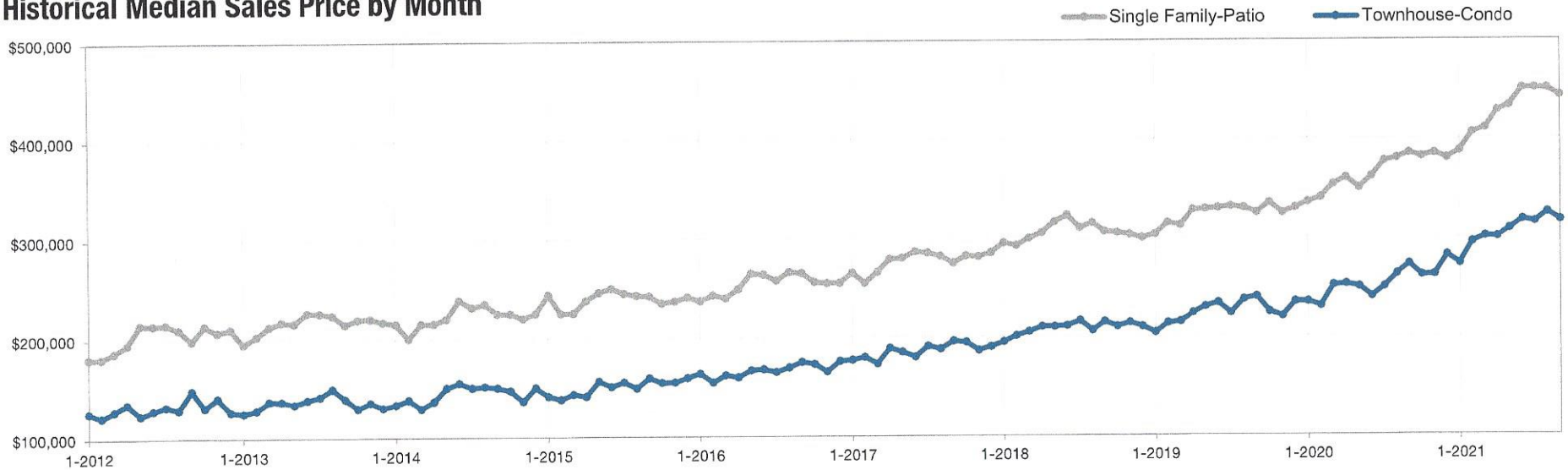


## Year to Date



Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	\$381,503	+13.9%	\$261,400	+16.3%
Nov-2020	\$384,756	+18.4%	\$262,000	+19.1%
Dec-2020	\$380,000	+15.2%	\$281,623	+19.9%
Jan-2021	\$387,000	+15.2%	\$273,000	+16.2%
Feb-2021	\$405,500	+19.3%	\$295,050	+28.0%
Mar-2021	\$410,000	+16.0%	\$300,500	+19.5%
Apr-2021	\$427,550	+18.8%	\$300,000	+18.8%
May-2021	\$432,500	+23.6%	\$308,000	+23.2%
Jun-2021	\$450,000	+24.5%	\$317,433	+32.3%
Jul-2021	\$450,000	+19.4%	\$315,000	+26.0%
Aug-2021	\$450,000	+18.4%	\$325,000	+23.7%
<b>Sep-2021</b>	<b>\$443,000</b>	<b>+15.1%</b>	<b>\$317,159</b>	<b>+16.4%</b>

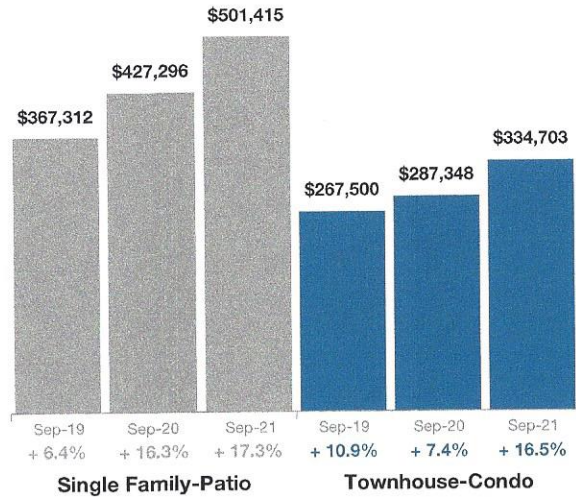
## Historical Median Sales Price by Month



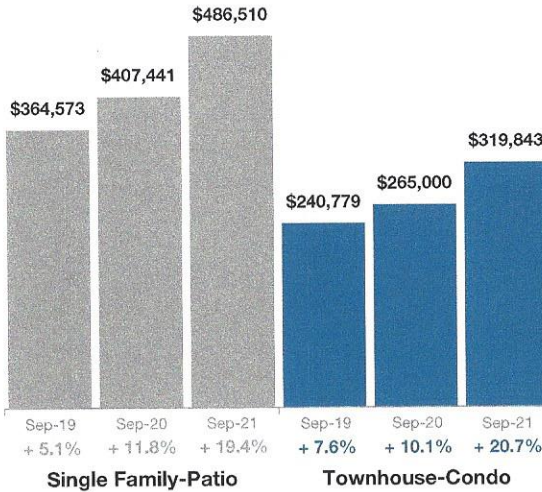
# Average Sales Price



## September

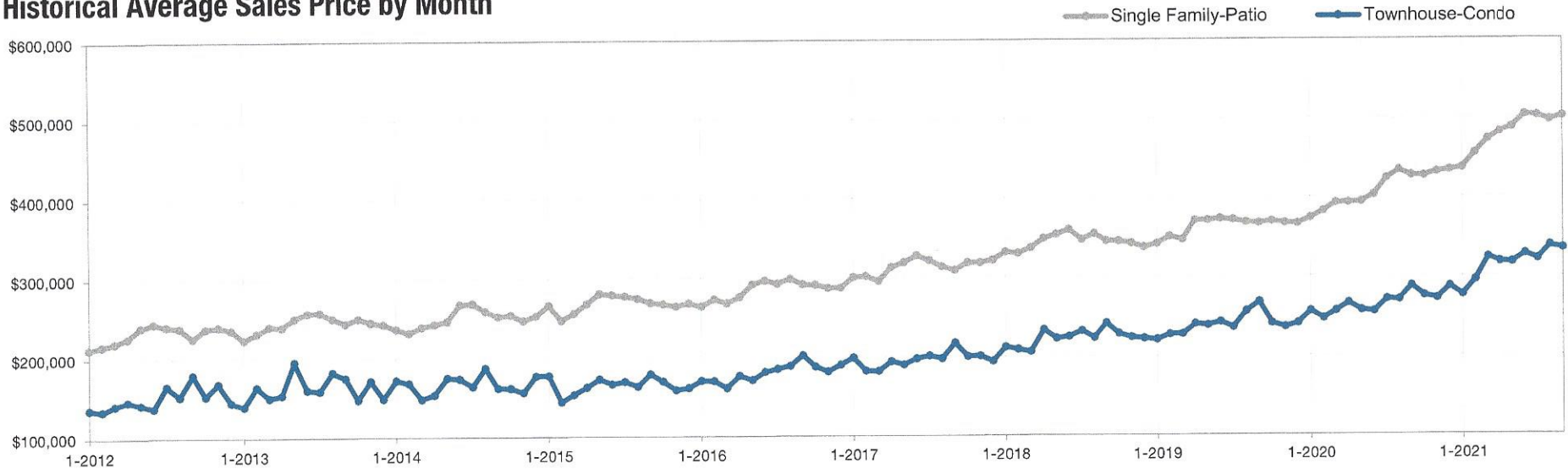


## Year to Date



Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	\$426,541	+15.3%	\$275,102	+14.4%
Nov-2020	\$431,442	+17.4%	\$271,600	+15.1%
Dec-2020	\$433,771	+18.3%	\$286,800	+19.2%
Jan-2021	\$436,377	+16.6%	\$275,939	+7.7%
Feb-2021	\$454,954	+18.9%	\$294,581	+19.5%
Mar-2021	\$472,624	+20.3%	\$323,402	+26.1%
Apr-2021	\$481,988	+22.6%	\$317,727	+19.3%
May-2021	\$487,402	+23.6%	\$316,924	+23.4%
Jun-2021	\$503,287	+24.9%	\$327,859	+28.3%
Jul-2021	\$502,118	+18.5%	\$321,007	+18.4%
Aug-2021	\$497,023	+14.6%	\$338,362	+25.2%
<b>Sep-2021</b>	<b>\$501,415</b>	<b>+17.3%</b>	<b>\$334,703</b>	<b>+16.5%</b>

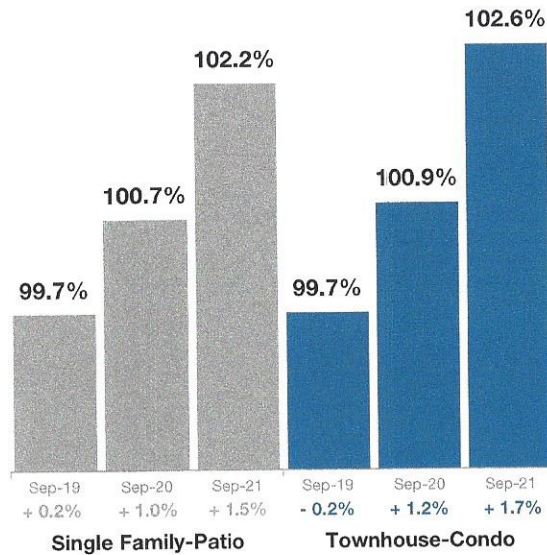
## Historical Average Sales Price by Month



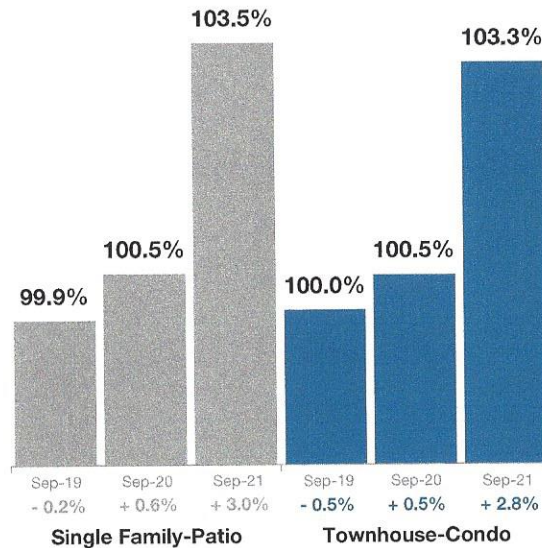


# Percent of List Price Received

## September

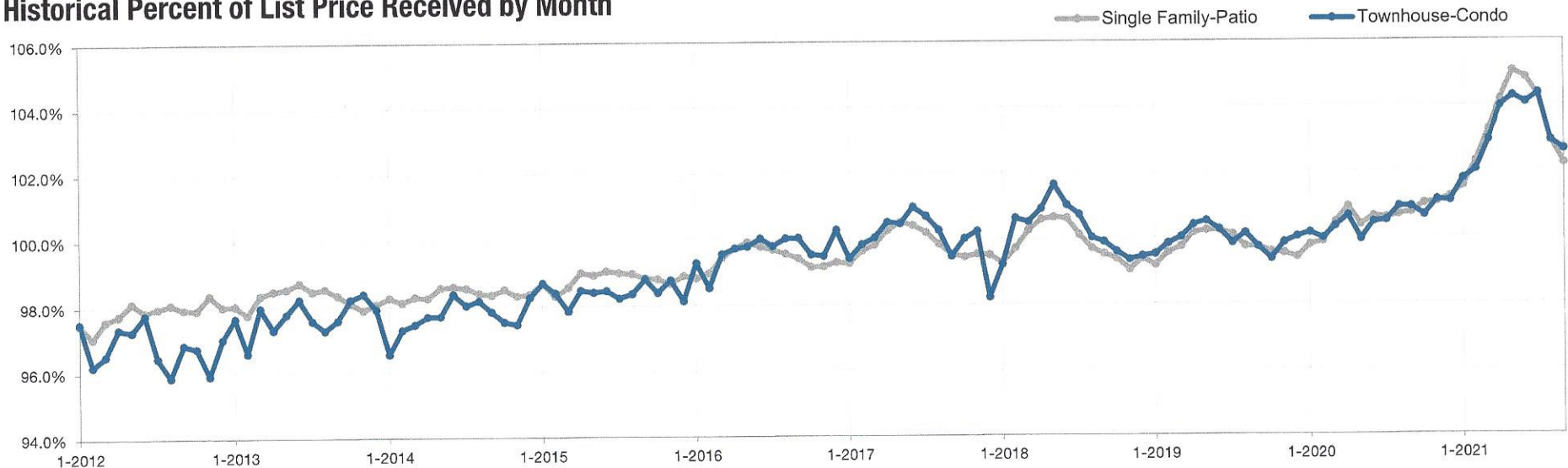


## Year to Date



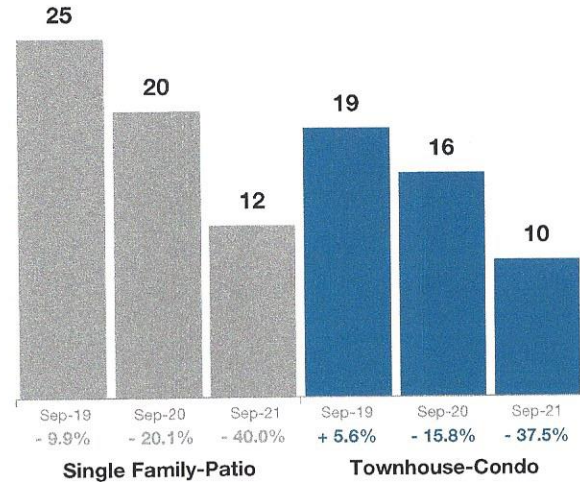
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	101.0%	+1.4%	100.7%	+1.4%
Nov-2020	101.1%	+1.6%	101.1%	+1.3%
Dec-2020	101.2%	+1.8%	101.1%	+1.1%
Jan-2021	101.5%	+1.7%	101.8%	+1.7%
Feb-2021	102.3%	+2.4%	102.0%	+2.0%
Mar-2021	103.2%	+2.7%	102.9%	+2.6%
Apr-2021	104.2%	+3.3%	104.0%	+3.4%
May-2021	105.0%	+4.6%	104.3%	+4.4%
Jun-2021	104.8%	+4.2%	104.1%	+3.6%
Jul-2021	104.3%	+3.7%	104.3%	+3.8%
Aug-2021	102.9%	+2.2%	102.9%	+2.0%
<b>Sep-2021</b>	<b>102.2%</b>	<b>+1.5%</b>	<b>102.6%</b>	<b>+1.7%</b>

## Historical Percent of List Price Received by Month

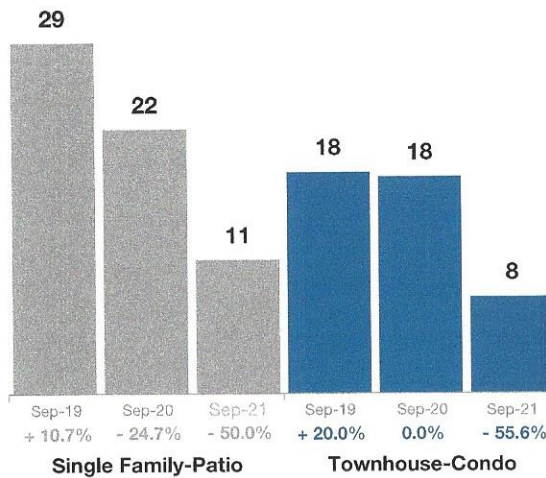


# Days on Market Until Sale

## September

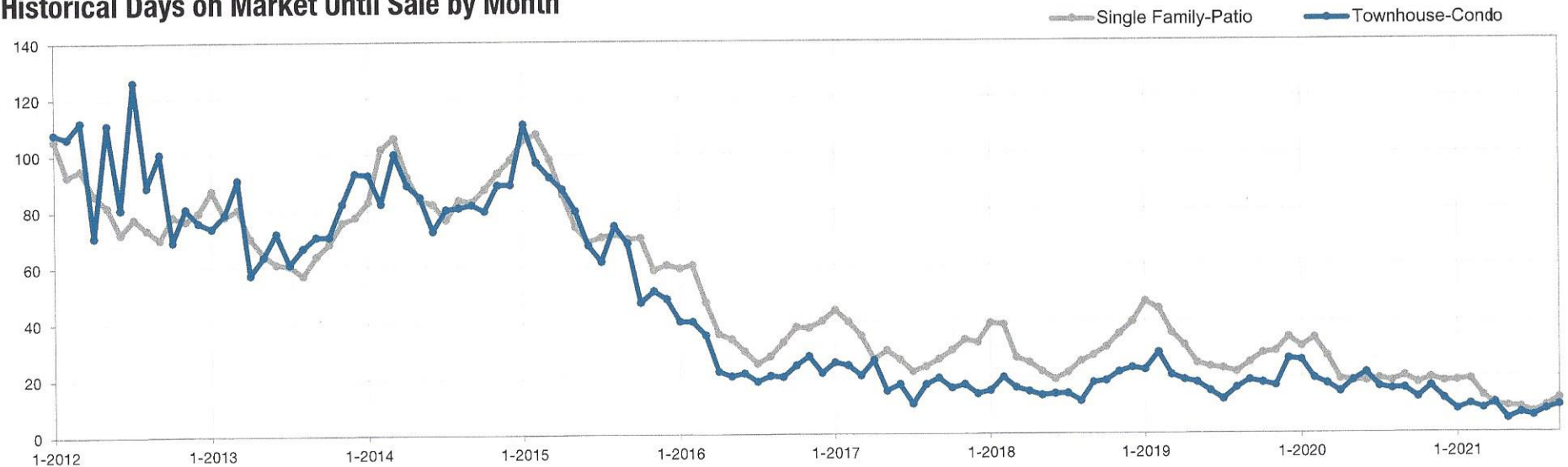


## Year to Date



Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	18	-35.7%	12	-33.3%
Nov-2020	19	-34.5%	16	-5.9%
Dec-2020	18	-47.1%	12	-53.8%
Jan-2021	18	-41.9%	8	-69.2%
Feb-2021	19	-44.1%	10	-47.4%
Mar-2021	13	-51.9%	8	-52.9%
Apr-2021	10	-47.4%	10	-33.3%
May-2021	9	-52.6%	5	-72.2%
Jun-2021	9	-50.0%	7	-66.7%
Jul-2021	7	-63.2%	6	-62.5%
Aug-2021	9	-50.0%	8	-46.7%
Sep-2021	12	-40.0%	10	-37.5%

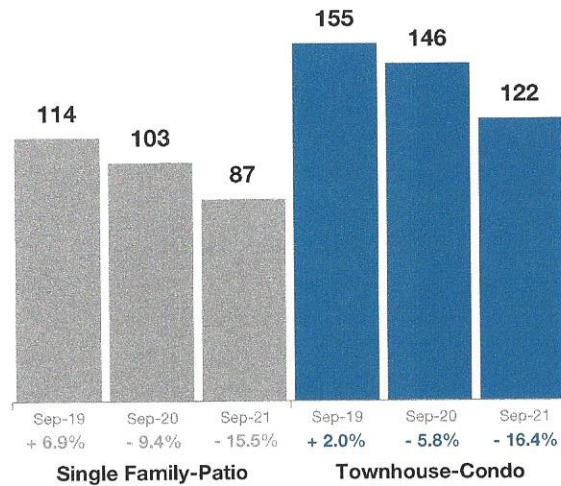
## Historical Days on Market Until Sale by Month



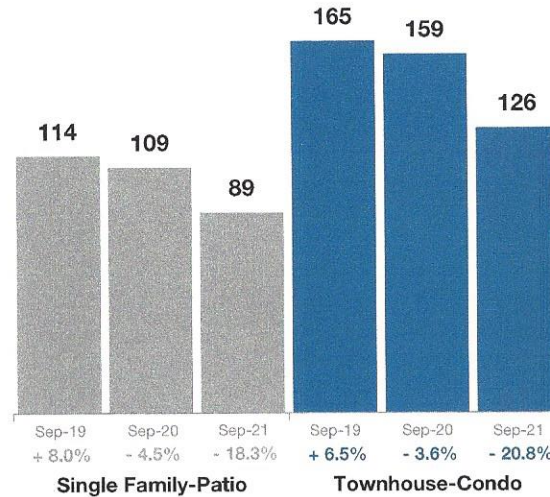


# Housing Affordability Index

## September

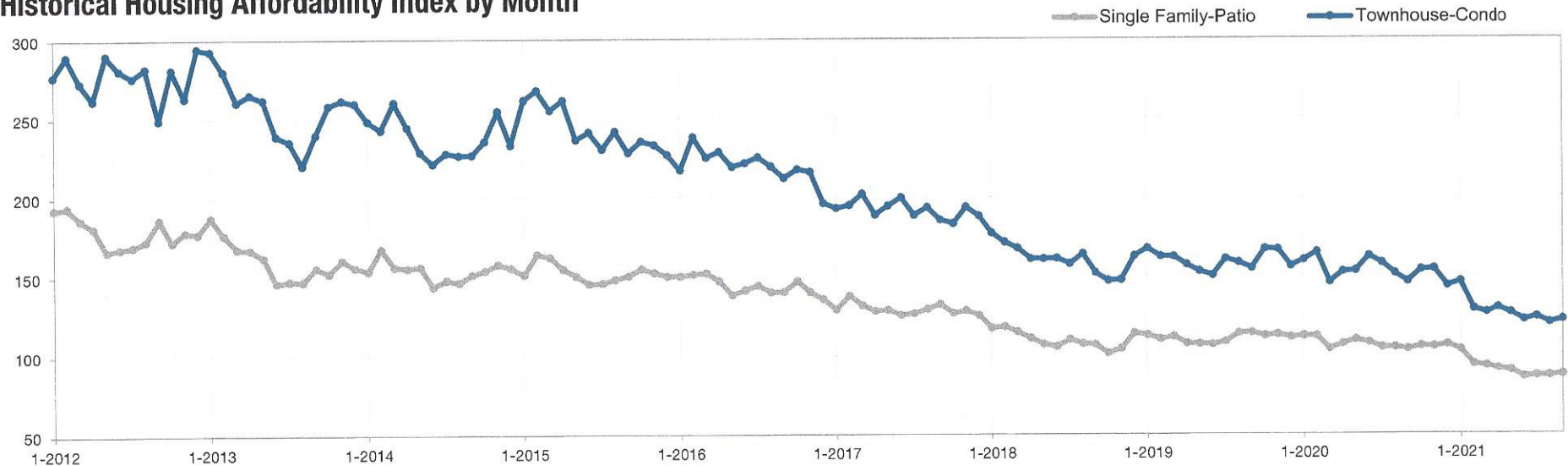


## Year to Date



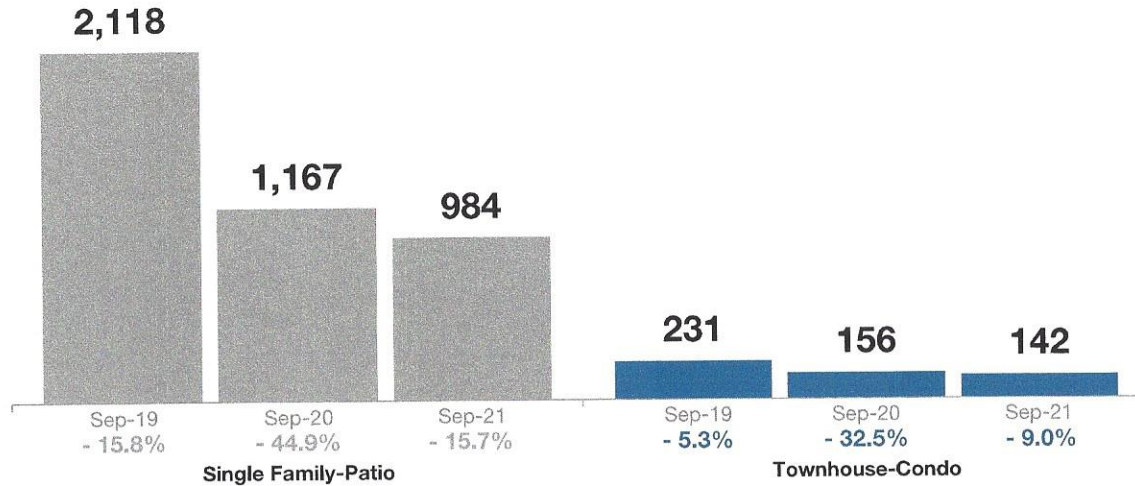
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	105	-6.3%	153	-8.4%
Nov-2020	105	-7.1%	154	-7.8%
Dec-2020	106	-4.5%	143	-8.3%
Jan-2021	103	-8.0%	146	-8.8%
Feb-2021	94	-16.1%	129	-21.8%
Mar-2021	93	-10.6%	126	-13.7%
Apr-2021	91	-15.0%	130	-14.5%
May-2021	90	-17.4%	126	-17.6%
Jun-2021	86	-20.4%	122	-24.7%
Jul-2021	86	-18.1%	124	-21.5%
Aug-2021	87	-16.3%	120	-20.5%
<b>Sep-2021</b>	<b>87</b>	<b>-15.5%</b>	<b>122</b>	<b>-16.4%</b>

## Historical Housing Affordability Index by Month



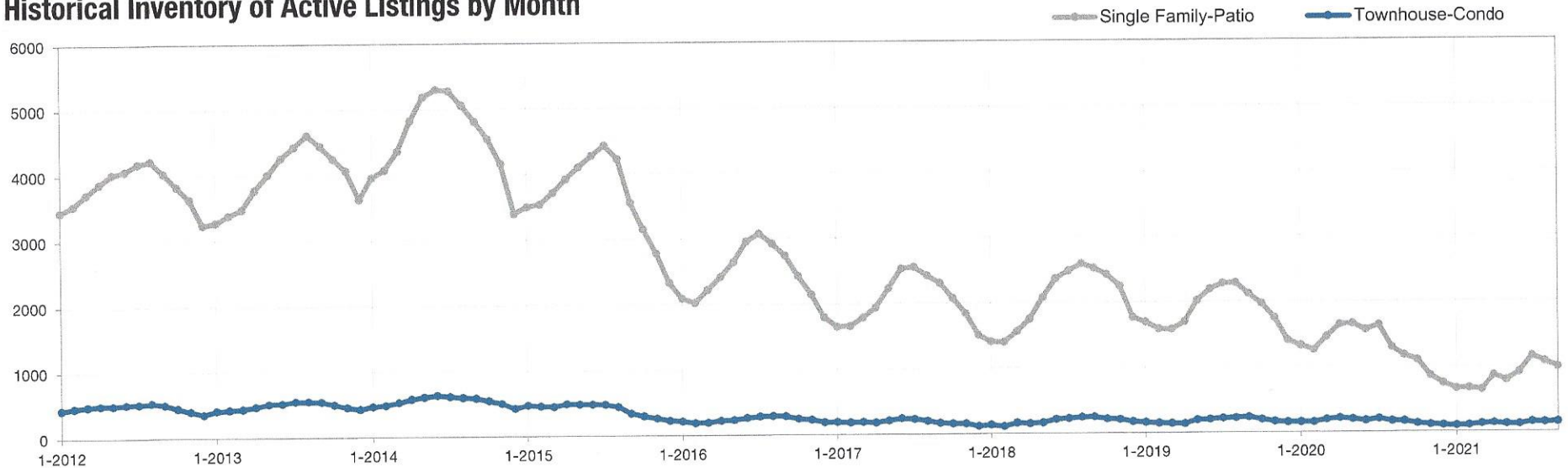
# Inventory of Active Listings

## September



Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	1,093	-44.5%	123	-36.6%
Nov-2020	854	-51.1%	100	-38.3%
Dec-2020	737	-47.7%	95	-36.2%
Jan-2021	656	-50.4%	85	-42.6%
Feb-2021	662	-47.3%	94	-37.3%
Mar-2021	639	-56.1%	112	-41.4%
Apr-2021	858	-47.6%	125	-40.8%
May-2021	781	-52.8%	109	-43.2%
Jun-2021	904	-42.1%	107	-36.3%
Jul-2021	1,152	-29.3%	143	-27.0%
Aug-2021	1,069	-17.3%	136	-15.0%
<b>Sep-2021</b>	<b>984</b>	<b>-15.7%</b>	<b>142</b>	<b>-9.0%</b>

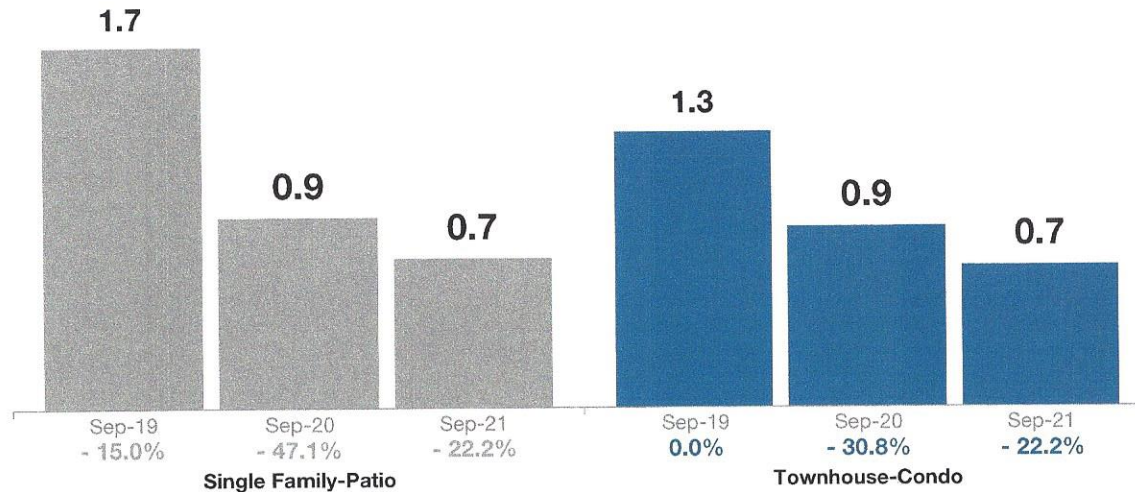
## Historical Inventory of Active Listings by Month





# Months Supply of Inventory

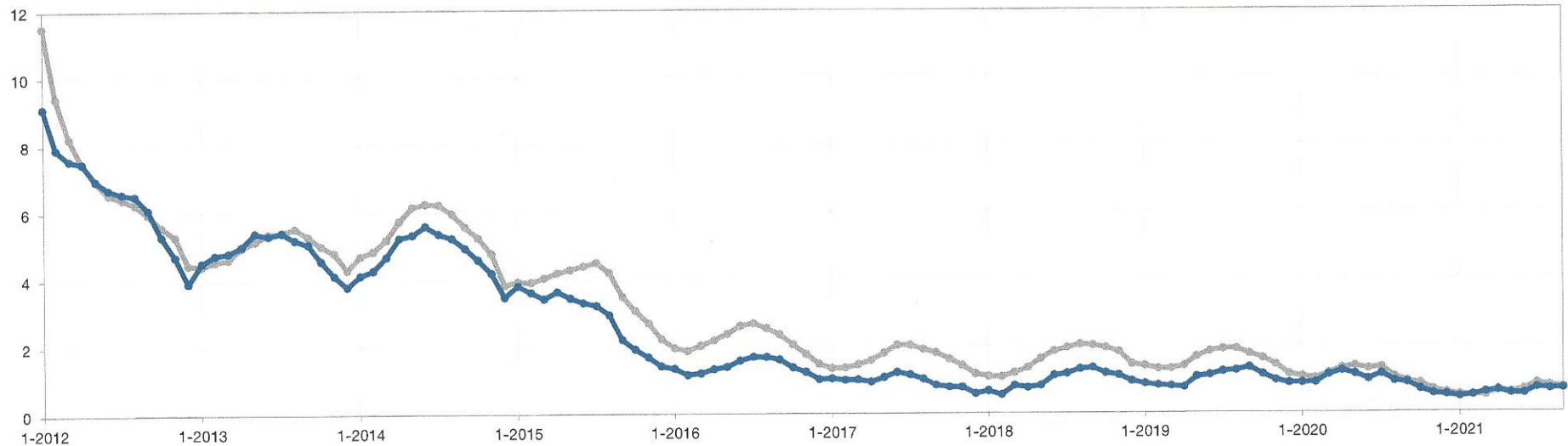
## September



Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	0.8	-50.0%	0.7	-36.4%
Nov-2020	0.6	-57.1%	0.5	-44.4%
Dec-2020	0.6	-45.5%	0.5	-44.4%
Jan-2021	0.5	-54.5%	0.4	-55.6%
Feb-2021	0.5	-50.0%	0.5	-44.4%
Mar-2021	0.5	-58.3%	0.6	-45.5%
Apr-2021	0.6	-53.8%	0.6	-50.0%
May-2021	0.6	-57.1%	0.5	-54.5%
Jun-2021	0.7	-46.2%	0.5	-50.0%
Jul-2021	0.8	-38.5%	0.7	-36.4%
Aug-2021	0.8	-20.0%	0.7	-22.2%
<b>Sep-2021</b>	<b>0.7</b>	<b>-22.2%</b>	<b>0.7</b>	<b>-22.2%</b>

## Historical Months Supply of Inventory by Month

Single Family-Patio      Townhouse-Condo



# 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	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		1,765	<b>1,739</b>	- 1.5%	15,649	<b>15,835</b>	+ 1.2%
Pending Sales (PEND, UC, UCSS, RGT)		1,748	<b>1,763</b>	+ 0.9%	14,572	<b>14,880</b>	+ 2.1%
Sold Listings		1,888	<b>1,745</b>	- 7.6%	13,345	<b>14,115</b>	+ 5.8%
Median Sales Price		\$371,850	<b>\$427,000</b>	+ 14.8%	\$352,000	<b>\$420,000</b>	+ 19.3%
Average Sales Price		\$409,506	<b>\$475,892</b>	+ 16.2%	\$389,819	<b>\$464,743</b>	+ 19.2%
Pct. of List Price Received		100.8%	<b>102.3%</b>	+ 1.5%	100.5%	<b>103.5%</b>	+ 3.0%
Days on Market		19	<b>12</b>	- 36.8%	21	<b>11</b>	- 47.6%
Housing Affordability Index		107	<b>91</b>	- 15.0%	113	<b>92</b>	- 18.6%
Active Listings		1,323	<b>1,126</b>	- 14.9%	--	<b>--</b>	--
Months Supply of Inventory		0.9	<b>0.7</b>	- 22.2%	--	<b>--</b>	--

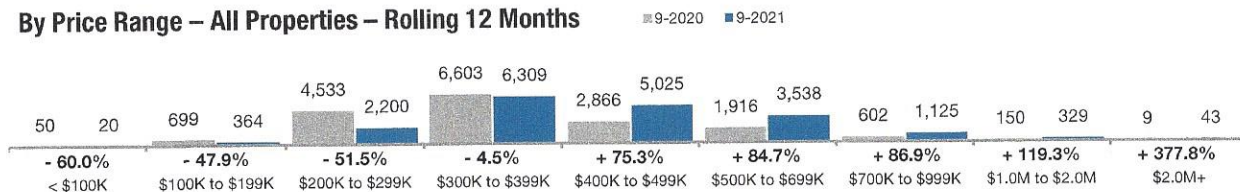


# Sold Listings

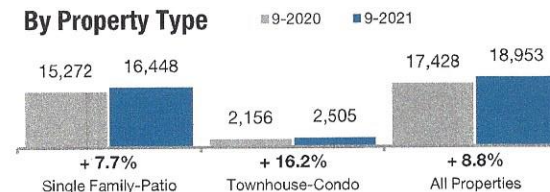
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

### Compared to Prior Month

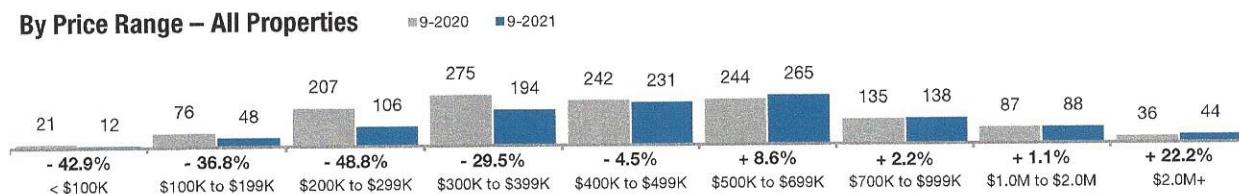
### Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change	8-2021	9-2021	Change	8-2021	9-2021	Change	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	27	14	-48.1%	23	6	-73.9%	0	2	--	0	1	--	12	9	-25.0%	13	1	-92.3%
\$100,000 to \$199,999	253	119	-53.0%	446	245	-45.1%	13	7	-46.2%	14	21	+50.0%	164	76	-53.7%	300	153	-49.0%
\$200,000 to \$299,999	3,332	1,186	-64.4%	1,201	1,014	-15.6%	55	63	+14.5%	78	79	+1.3%	2,197	635	-71.1%	937	672	-28.3%
\$300,000 to \$399,999	6,228	5,366	-13.8%	375	943	+151.5%	443	381	-14.0%	113	120	+6.2%	4,881	3,609	-26.1%	310	778	+151.0%
\$400,000 to \$499,999	2,795	4,825	+72.6%	71	200	+181.7%	577	523	-9.4%	24	33	+37.5%	2,264	3,954	+74.6%	58	155	+167.2%
\$500,000 to \$699,999	1,890	3,466	+83.4%	26	72	+176.9%	448	331	-26.1%	9	9	0.0%	1,561	2,791	+78.8%	22	62	+181.8%
\$700,000 to \$999,999	591	1,107	+87.3%	11	18	+63.6%	121	120	-0.8%	5	3	-40.0%	483	889	+84.1%	8	16	+100.0%
\$1,000,000 to \$1,999,999	148	327	+120.9%	2	2	0.0%	31	44	+41.9%	0	1	--	126	277	+119.8%	2	2	0.0%
\$2,000,000 and Above	8	38	+375.0%	1	5	+400.0%	4	6	+50.0%	1	1	0.0%	6	31	+416.7%	1	5	+400.0%
<b>All Price Ranges</b>	<b>15,272</b>	<b>16,448</b>	<b>+7.7%</b>	<b>2,156</b>	<b>2,505</b>	<b>+16.2%</b>	<b>1,692</b>	<b>1,477</b>	<b>-12.7%</b>	<b>244</b>	<b>268</b>	<b>+9.8%</b>	<b>11,694</b>	<b>12,271</b>	<b>+4.9%</b>	<b>1,651</b>	<b>1,844</b>	<b>+11.7%</b>

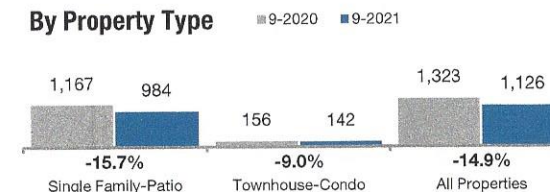
# Inventory of Active Listings

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

### Compared to Prior Month

### Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change	8-2021	9-2021	Change	8-2021	9-2021	Change	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	18	9	-50.0%	3	3	0.0%	8	9	+12.5%	3	3	0.0%	18	9	-50.0%	3	3	0.0%
\$100,000 to \$199,999	46	35	-23.9%	30	13	-56.7%	37	35	-5.4%	21	13	-38.1%	46	35	-23.9%	30	13	-56.7%
\$200,000 to \$299,999	164	86	-47.6%	43	20	-53.5%	101	86	-14.9%	19	20	+5.3%	164	86	-47.6%	43	20	-53.5%
\$300,000 to \$399,999	239	140	-41.4%	36	54	+50.0%	170	140	-17.6%	37	54	+45.9%	239	140	-41.4%	36	54	+50.0%
\$400,000 to \$499,999	220	201	-8.6%	22	30	+36.4%	229	201	-12.2%	32	30	-6.3%	220	201	-8.6%	22	30	+36.4%
\$500,000 to \$699,999	228	258	+13.2%	16	7	-56.3%	259	258	-0.4%	13	7	-46.2%	228	258	+13.2%	16	7	-56.3%
\$700,000 to \$999,999	130	123	-5.4%	5	15	+200.0%	132	123	-6.8%	11	15	+36.4%	130	123	-5.4%	5	15	+200.0%
\$1,000,000 to \$1,999,999	87	88	+1.1%	0	0	--	86	88	+2.3%	0	0	--	87	88	+1.1%	0	0	--
\$2,000,000 and Above	35	44	+25.7%	1	0	-100.0%	47	44	-6.4%	0	0	--	35	44	+25.7%	1	0	-100.0%
<b>All Price Ranges</b>	<b>1,167</b>	<b>984</b>	<b>-15.7%</b>	<b>156</b>	<b>142</b>	<b>-9.0%</b>	<b>1,069</b>	<b>984</b>	<b>-8.0%</b>	<b>136</b>	<b>142</b>	<b>+4.4%</b>	<b>1,167</b>	<b>984</b>	<b>-15.7%</b>	<b>156</b>	<b>142</b>	<b>-9.0%</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 metric includes Pending, Under Contract, Under Contract Short Sale and First Right of Refusal. This "leading indicator" of buyer demand measures signed contracts on sales rather than the actual closed sale.
<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.