

# Monthly Indicators



## February 2019

New Listings were down 9.2 percent for the Single Family-Duplex category and 26.9 percent for the Townhouse-Condo category. Pending Sales increased 41.2 percent for Single Family-Duplex and 8.6 percent for Townhouse-Condo.

The Median Sales Price was up 11.3 percent to \$776,631 for the Single Family-Duplex category but decreased 12.2 percent to \$566,225 for the Townhouse-Condo category. Days on Market increased 25.6 percent for single family homes but decreased 6.5 percent for townhouse-condo properties.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.

## Monthly Snapshot

<b>+ 9.6%</b>	<b>- 6.5%</b>	<b>+ 2.9%</b>
One-Year Change in <b>Closed Sales All Properties</b>	One-Year Change in <b>Active Listings All Properties</b>	One-Year Change in <b>Median Sales Price All Properties</b>

Residential real estate activity in Vail Board of REALTORS® MLS composed of single-family homes, duplexes, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family-Duplex Activity Overview

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



Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		65	59	- 9.2%	115	100	- 13.0%
<b>Pending Sales</b>		51	72	+ 41.2%	104	125	+ 20.2%
<b>Closed Sales</b>		22	38	+ 72.7%	69	65	- 5.8%
<b>Median Sales Price</b>		\$697,500	\$776,631	+ 11.3%	\$585,000	\$734,750	+ 25.6%
<b>Average Sales Price</b>		\$1,613,021	\$1,192,323	- 26.1%	\$1,271,914	\$1,243,573	- 2.2%
<b>Pct. of List Price Received</b>		96.8%	94.8%	- 2.1%	97.1%	95.7%	- 1.4%
<b>Days on Market Until Sale</b>		117	147	+ 25.6%	103	136	+ 32.0%
<b>Housing Affordability Index</b>		49	45	- 8.2%	59	47	- 20.3%
<b>Inventory of Active Listings</b>		402	369	- 8.2%	--	--	--
<b>Months Supply of Inventory</b>		7.0	6.5	- 7.1%	--	--	--

# Townhouse-Condo Activity Overview

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



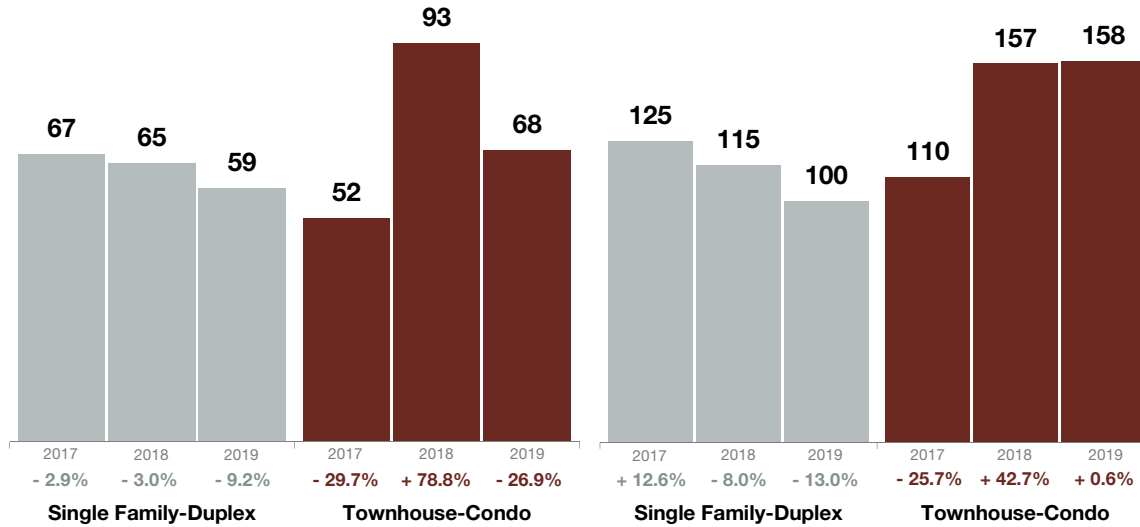
Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		93	<b>68</b>	- 26.9%	157	<b>158</b>	+ 0.6%
<b>Pending Sales</b>		70	<b>76</b>	+ 8.6%	124	<b>132</b>	+ 6.5%
<b>Closed Sales</b>		51	<b>42</b>	- 17.6%	76	<b>88</b>	+ 15.8%
<b>Median Sales Price</b>		\$645,000	<b>\$566,225</b>	- 12.2%	\$648,750	<b>\$597,500</b>	- 7.9%
<b>Avg. Sales Price</b>		\$1,008,289	<b>\$875,749</b>	- 13.1%	\$1,039,922	<b>\$1,085,451</b>	+ 4.4%
<b>Pct. of List Price Received</b>		96.2%	<b>96.8%</b>	+ 0.6%	96.1%	<b>96.4%</b>	+ 0.3%
<b>Days on Market Until Sale</b>		93	<b>87</b>	- 6.5%	149	<b>110</b>	- 26.2%
<b>Affordability Index</b>		53	<b>61</b>	+ 15.1%	53	<b>58</b>	+ 9.4%
<b>Active Listings</b>		360	<b>342</b>	- 5.0%	--	--	--
<b>Months Supply</b>		6.3	<b>6.1</b>	- 3.2%	--	--	--

# New Listings



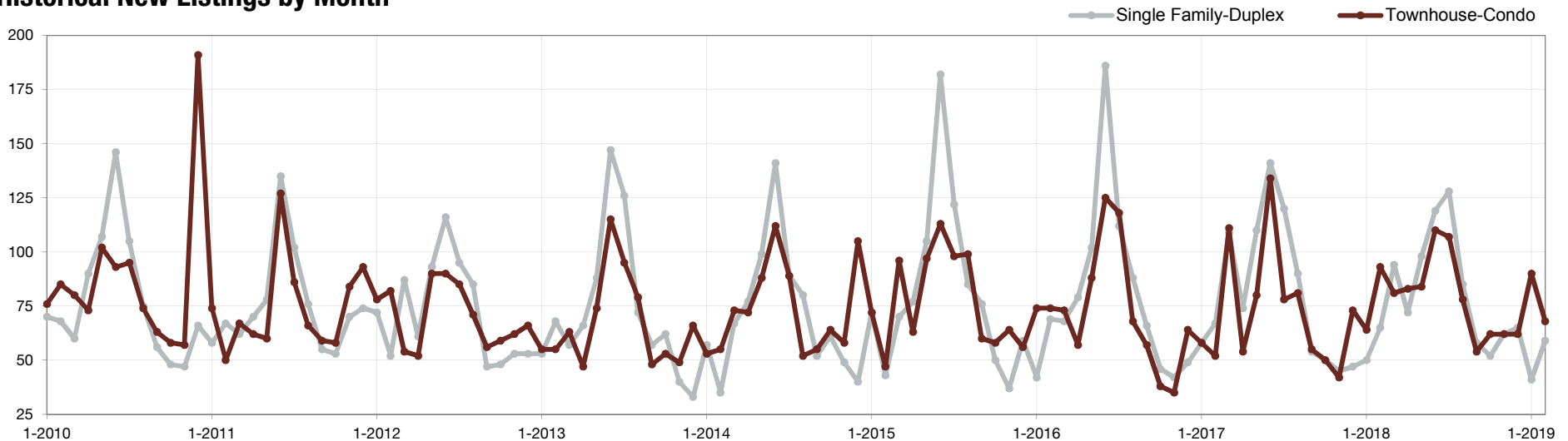
## February

## Year to Date



New Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	94	-13.8%	81	-27.0%
Apr-2018	72	-2.7%	83	+53.7%
May-2018	98	-10.9%	84	+5.0%
Jun-2018	119	-15.6%	110	-17.9%
Jul-2018	128	+6.7%	107	+37.2%
Aug-2018	85	-5.6%	78	-3.7%
Sep-2018	58	+7.4%	54	-1.8%
Oct-2018	52	+4.0%	62	+24.0%
Nov-2018	62	+37.8%	62	+47.6%
Dec-2018	65	+38.3%	62	-15.1%
Jan-2019	41	-18.0%	90	+40.6%
<b>Feb-2019</b>	<b>59</b>	<b>-9.2%</b>	<b>68</b>	<b>-26.9%</b>
12-Month Avg	78	-2.3%	78	+2.8%

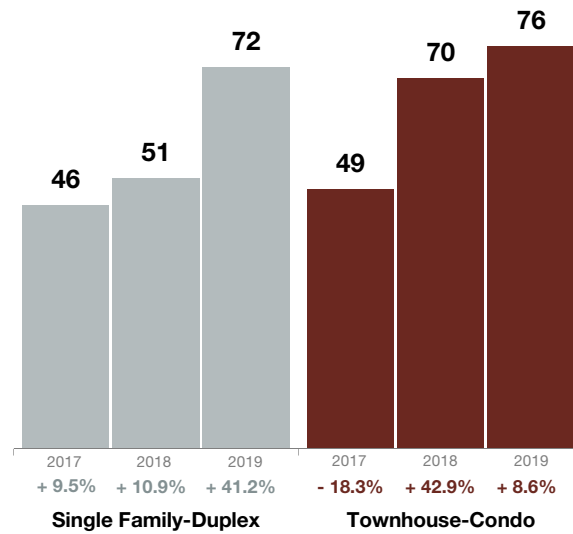
## Historical New Listings by Month



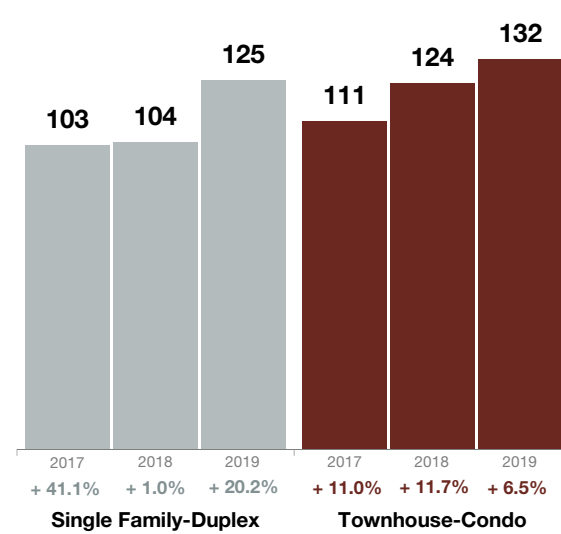
# Pending Sales



## February

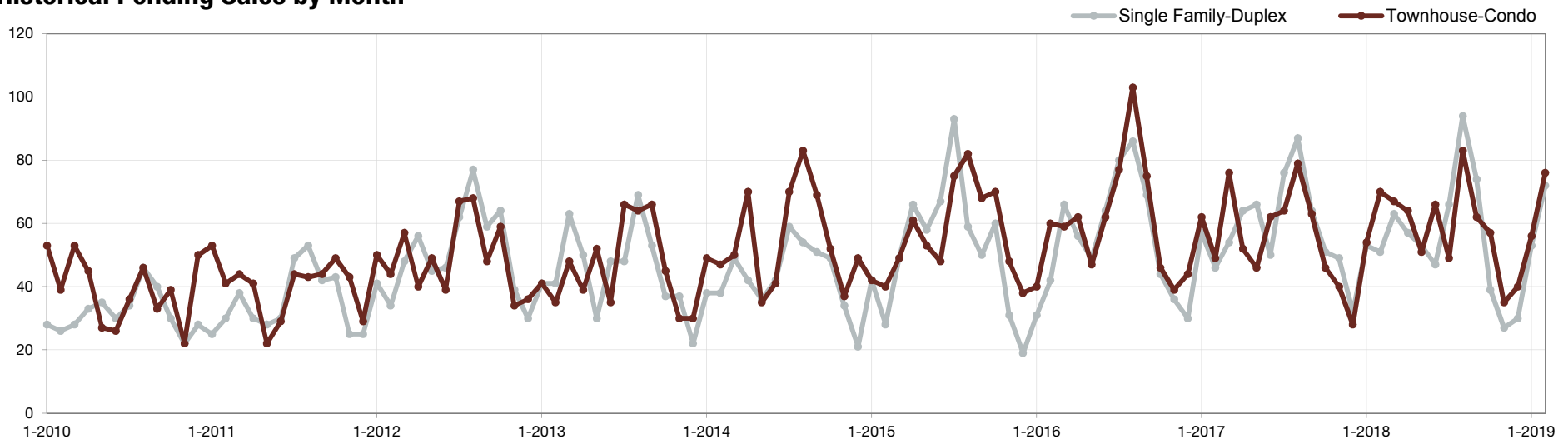


## Year to Date



Pending Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	63	+16.7%	67	-11.8%
Apr-2018	57	-10.9%	64	+23.1%
May-2018	53	-19.7%	51	+10.9%
Jun-2018	47	-6.0%	66	+6.5%
Jul-2018	66	-13.2%	49	-23.4%
Aug-2018	94	+8.0%	83	+5.1%
Sep-2018	74	+15.6%	62	-1.6%
Oct-2018	39	-23.5%	57	+23.9%
Nov-2018	27	-44.9%	35	-12.5%
Dec-2018	30	-6.3%	40	+42.9%
Jan-2019	53	0.0%	56	+3.7%
<b>Feb-2019</b>	<b>72</b>	<b>+41.2%</b>	<b>76</b>	<b>+8.6%</b>
12-Month Avg	56	-3.2%	59	+3.8%

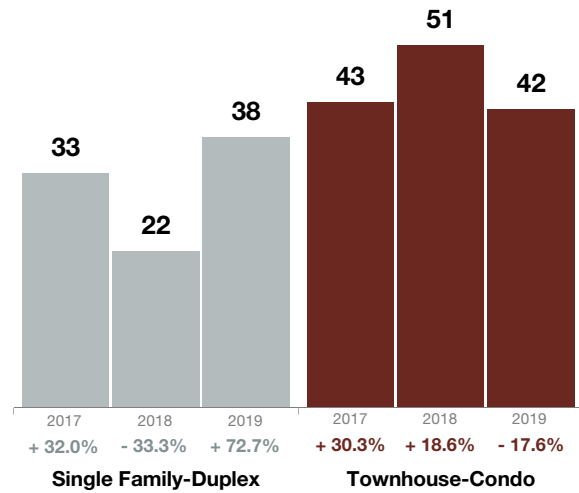
## Historical Pending Sales by Month



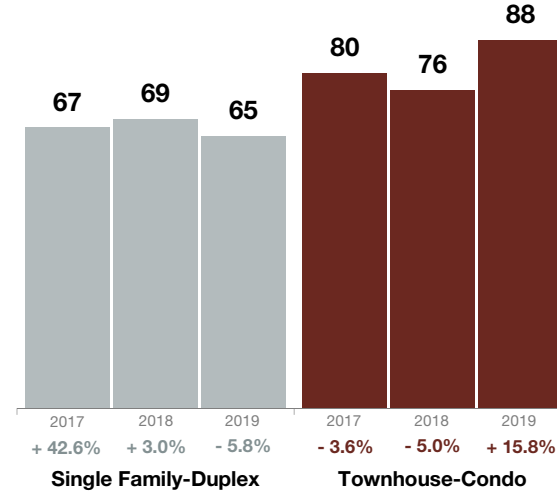
# Closed Sales



## February

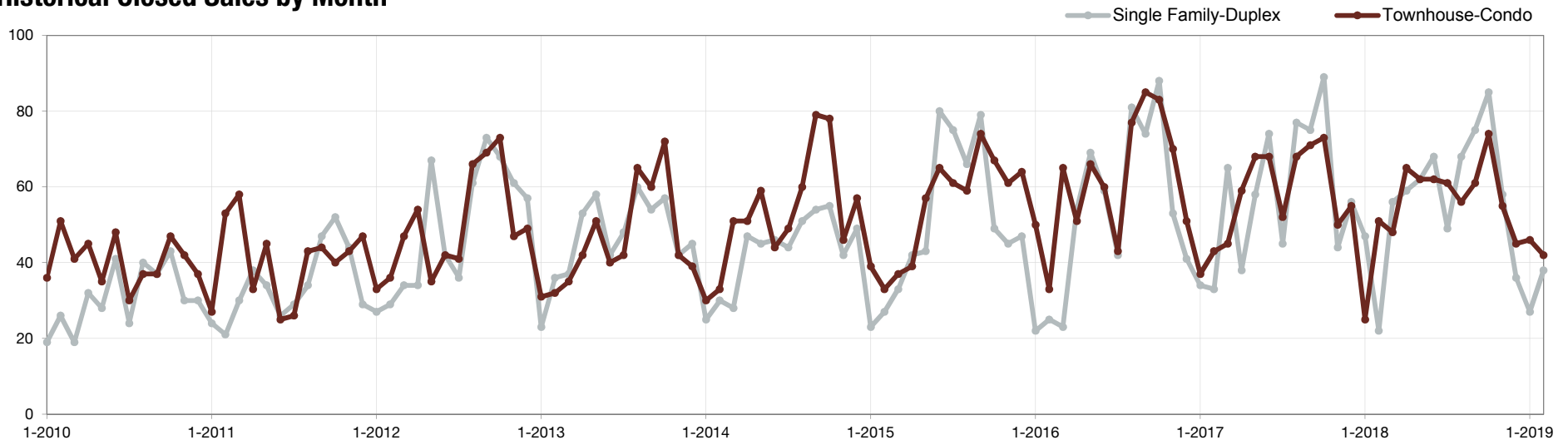


## Year to Date



Closed Sales	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	56	-13.8%	48	+6.7%
Apr-2018	59	+55.3%	65	+10.2%
May-2018	62	+6.9%	62	-8.8%
Jun-2018	68	-8.1%	62	-8.8%
Jul-2018	49	+8.9%	61	+17.3%
Aug-2018	68	-11.7%	56	-17.6%
Sep-2018	75	0.0%	61	-14.1%
Oct-2018	85	-4.5%	74	+1.4%
Nov-2018	58	+31.8%	55	+10.0%
Dec-2018	36	-35.7%	45	-18.2%
Jan-2019	27	-42.6%	46	+84.0%
<b>Feb-2019</b>	<b>38</b>	<b>+72.7%</b>	<b>42</b>	<b>-17.6%</b>
12-Month Avg	57	-1.3%	56	-1.2%

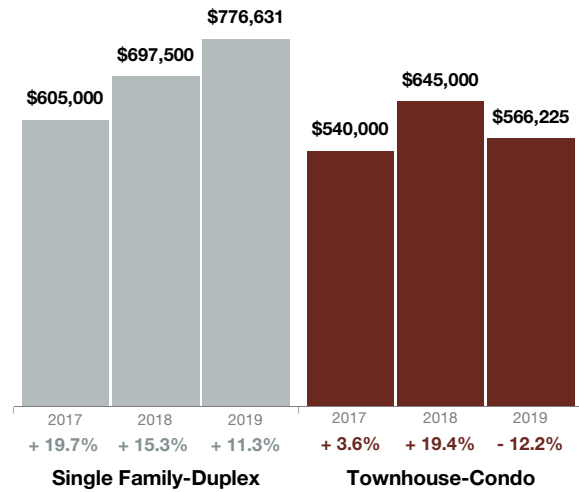
## Historical Closed Sales by Month



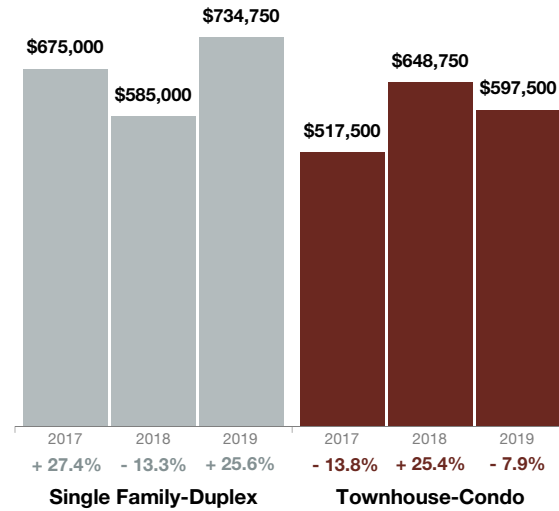
# Median Sales Price



## February



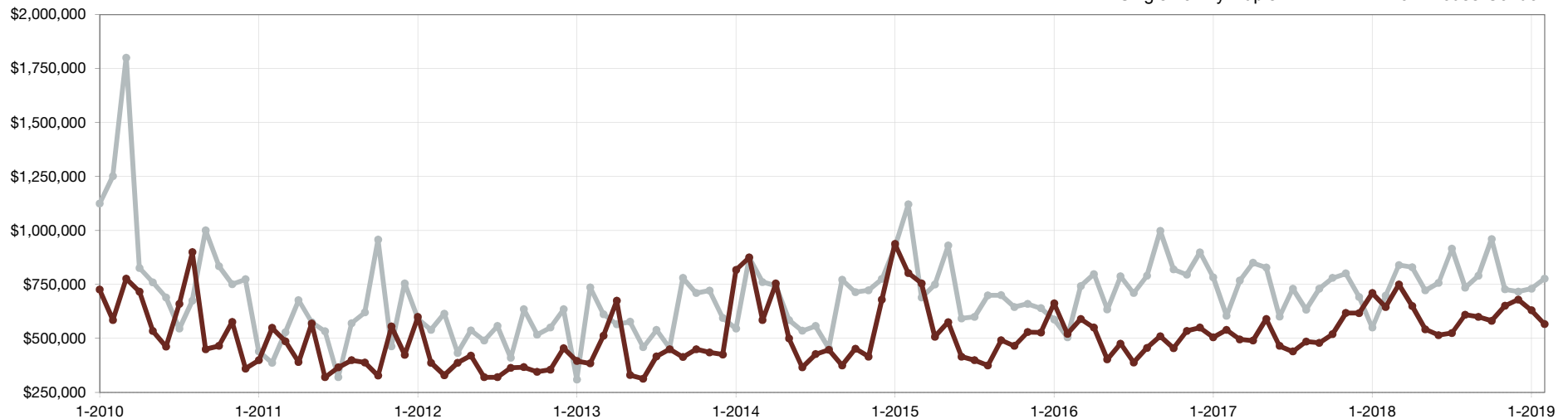
## Year to Date



Median Sales Price	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	\$839,500	+9.3%	\$750,000	+51.5%
Apr-2018	\$830,000	-2.4%	\$650,000	+32.7%
May-2018	\$722,313	-12.8%	\$542,000	-8.1%
Jun-2018	\$757,000	+26.1%	\$515,000	+10.8%
Jul-2018	\$916,000	+25.5%	\$525,000	+19.5%
Aug-2018	\$735,000	+16.1%	\$609,500	+25.5%
Sep-2018	\$790,000	+8.2%	\$600,000	+25.3%
Oct-2018	\$960,000	+23.1%	\$581,250	+11.8%
Nov-2018	\$727,222	-9.2%	\$650,750	+5.4%
Dec-2018	\$716,500	+3.5%	\$680,000	+10.2%
Jan-2019	\$730,000	+32.7%	\$630,000	-11.3%
<b>Feb-2019</b>	<b>\$776,631</b>	<b>+11.3%</b>	<b>\$566,225</b>	<b>-12.2%</b>
12-Month Avg*	\$795,000	+12.1%	\$587,500	+11.1%

\* Median Sales Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

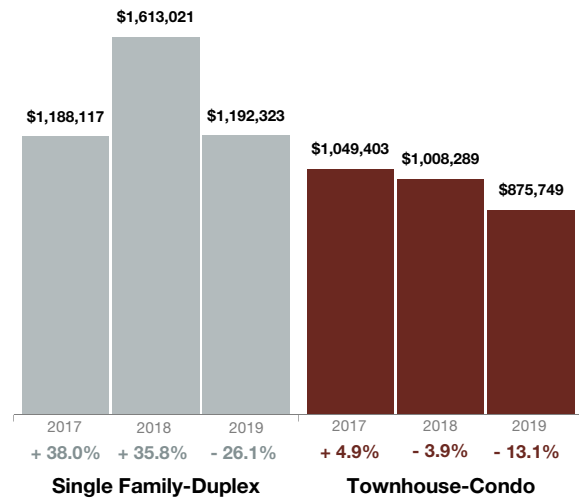
## Historical Median Sales Price by Month



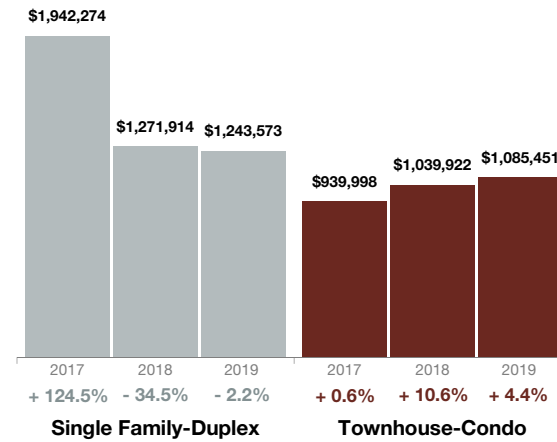
# Average Sales Price



## February



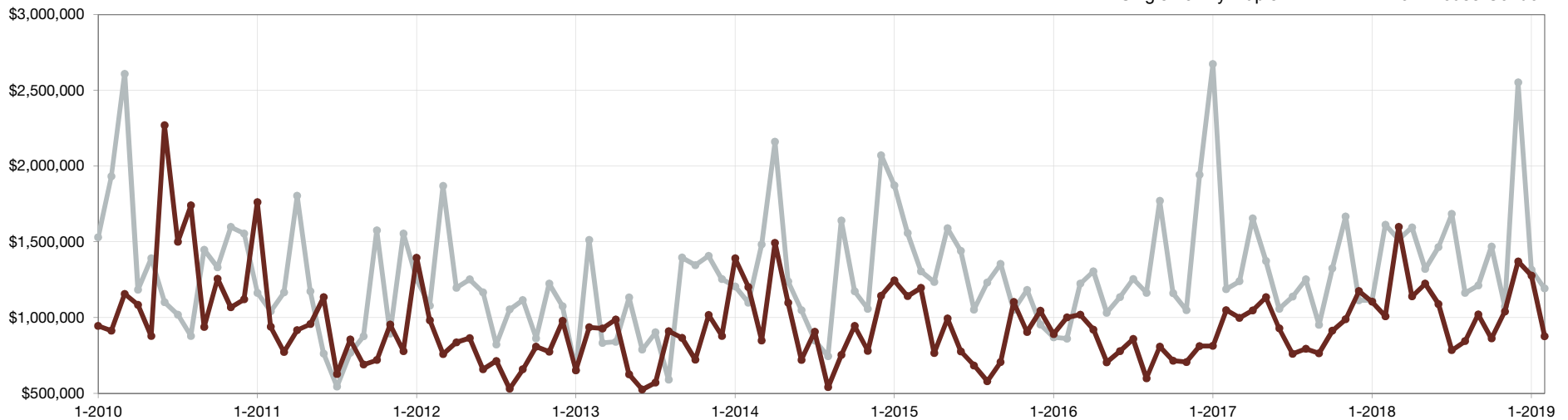
## Year to Date



	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	\$1,515,629	+22.3%	\$1,597,736	+60.0%
Apr-2018	\$1,594,780	-3.6%	\$1,139,678	+8.8%
May-2018	\$1,320,134	-3.9%	\$1,223,726	+7.9%
Jun-2018	\$1,465,184	+38.6%	\$1,089,122	+17.3%
Jul-2018	\$1,685,438	+48.2%	\$784,814	+3.1%
Aug-2018	\$1,162,112	-7.2%	\$844,454	+6.4%
Sep-2018	\$1,211,583	+27.3%	\$1,021,106	+33.6%
Oct-2018	\$1,468,476	+10.9%	\$861,761	-5.6%
Nov-2018	\$1,073,973	-35.6%	\$1,040,265	+5.3%
Dec-2018	\$2,552,618	+129.1%	\$1,370,634	+16.7%
Jan-2019	\$1,315,703	+18.3%	\$1,276,918	+15.6%
<b>Feb-2019</b>	<b>\$1,192,323</b>	<b>-26.1%</b>	<b>\$875,749</b>	<b>-13.1%</b>
12-Month Avg*	\$1,428,435	+14.4%	\$1,077,992	+12.8%

\* Avg. Sales Price for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



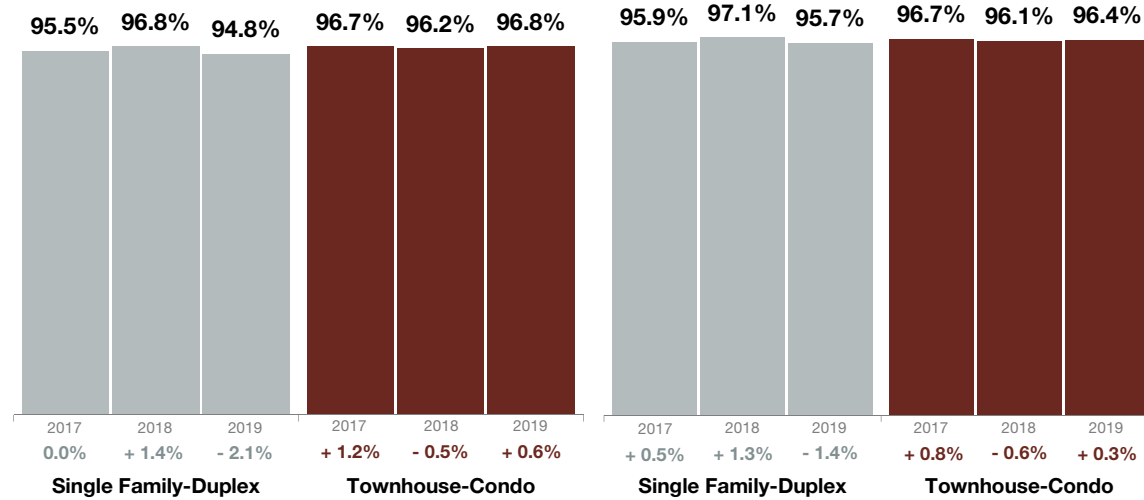


# Percent of List Price Received



## February

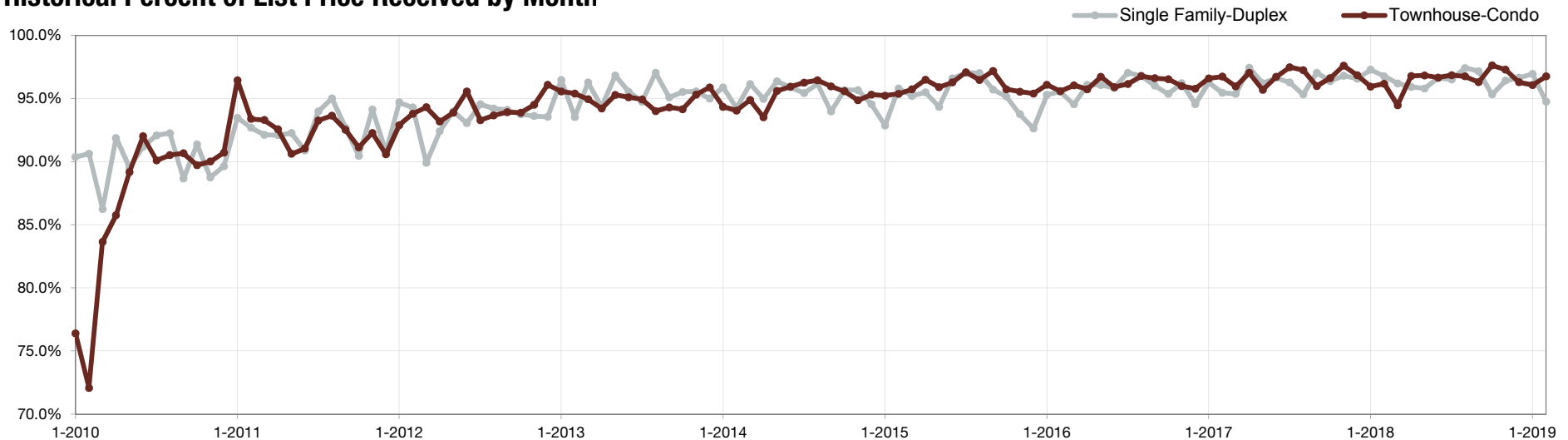
## Year to Date



Pct. of List Price Received	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	96.2%	+0.8%	94.5%	-1.6%
Apr-2018	95.9%	-1.5%	96.8%	-0.2%
May-2018	95.8%	-0.4%	96.8%	+1.1%
Jun-2018	96.6%	-0.0%	96.7%	-0.1%
Jul-2018	96.5%	+0.2%	96.8%	-0.7%
Aug-2018	97.4%	+2.2%	96.8%	-0.5%
Sep-2018	97.2%	+0.2%	96.3%	+0.3%
Oct-2018	95.3%	-1.1%	97.6%	+1.0%
Nov-2018	96.4%	-0.4%	97.3%	-0.3%
Dec-2018	96.6%	0.0%	96.3%	-0.5%
Jan-2019	96.9%	-0.4%	96.1%	+0.2%
<b>Feb-2019</b>	<b>94.8%</b>	<b>-2.1%</b>	<b>96.8%</b>	<b>+0.6%</b>
12-Month Avg*	96.3%	-0.1%	96.6%	-0.0%

\* Pct. of List Price Received for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

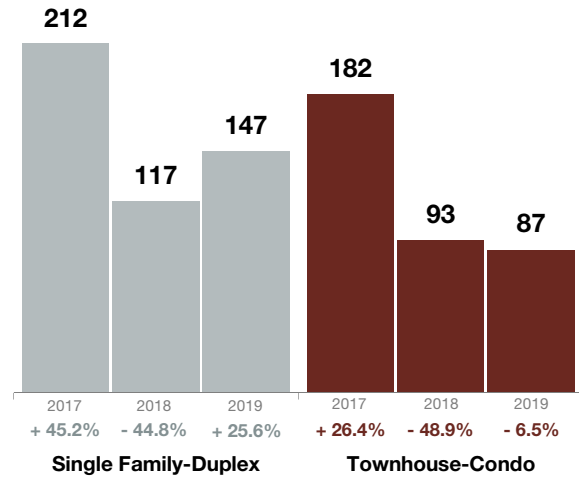
## Historical Percent of List Price Received by Month



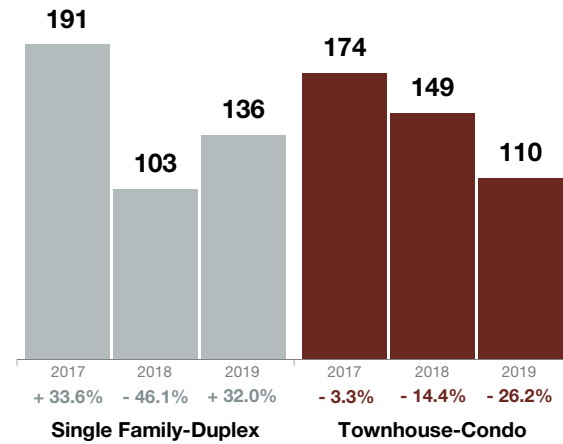
# Days on Market Until Sale



## February



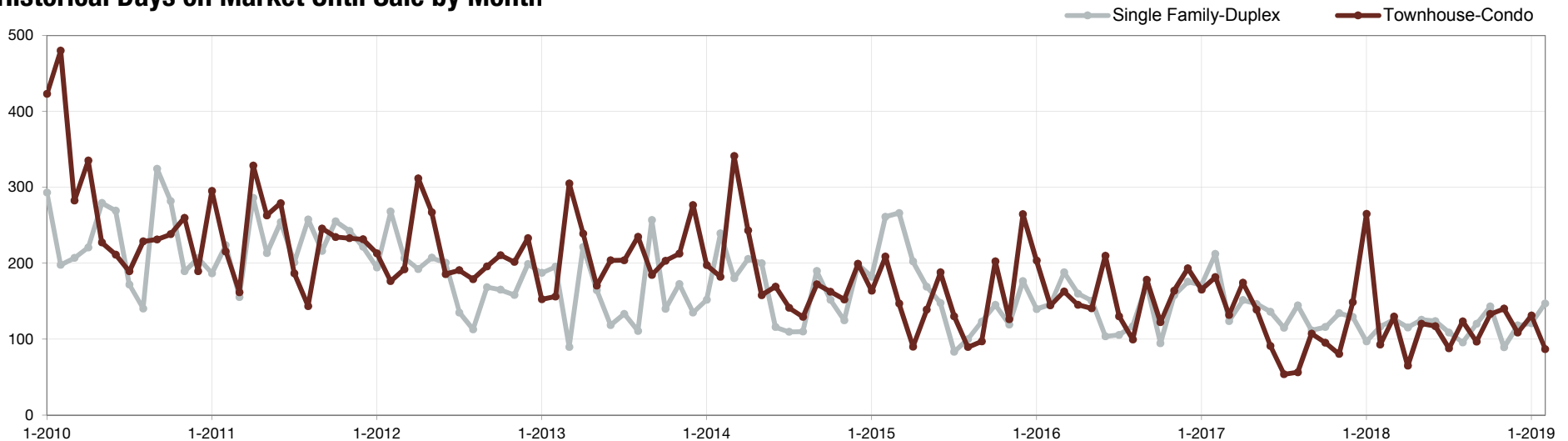
## Year to Date



Days on Market	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	126	+1.6%	130	-1.5%
Apr-2018	115	-23.8%	65	-62.6%
May-2018	126	-13.7%	120	-13.7%
Jun-2018	124	-8.8%	117	+28.6%
Jul-2018	109	-5.2%	88	+63.0%
Aug-2018	96	-33.8%	123	+119.6%
Sep-2018	120	+8.1%	97	-9.3%
Oct-2018	143	+23.3%	133	+40.0%
Nov-2018	89	-33.6%	140	+75.0%
Dec-2018	118	-8.5%	109	-26.8%
Jan-2019	121	+24.7%	131	-50.6%
<b>Feb-2019</b>	<b>147</b>	<b>+25.6%</b>	<b>87</b>	<b>-6.5%</b>
12-Month Avg*	127	-5.9%	112	-0.3%

\* Days on Market for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

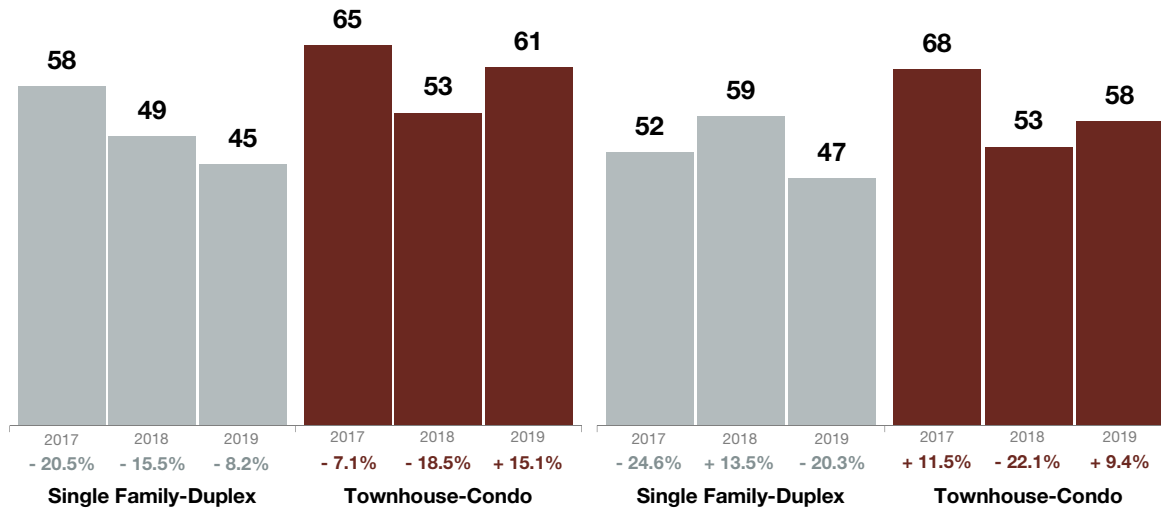


# Housing Affordability Index



## February

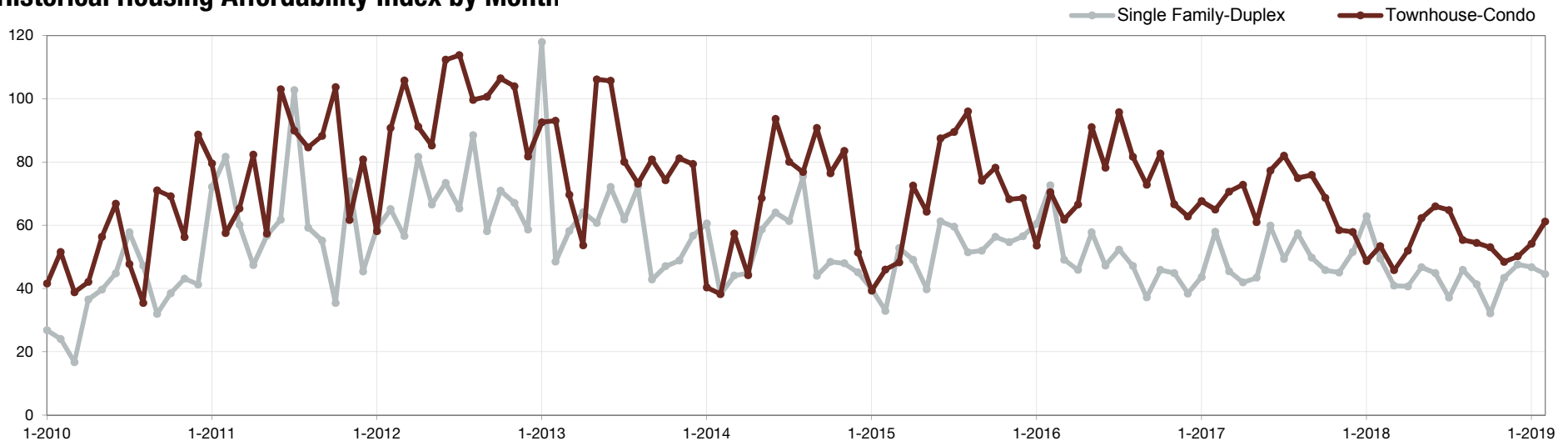
## Year to Date



Affordability Index	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	41	-10.9%	46	-35.2%
Apr-2018	41	-2.4%	52	-28.8%
May-2018	47	+9.3%	62	+1.6%
Jun-2018	45	-25.0%	66	-14.3%
Jul-2018	37	-24.5%	65	-20.7%
Aug-2018	46	-19.3%	55	-26.7%
Sep-2018	41	-18.0%	54	-28.9%
Oct-2018	32	-30.4%	53	-23.2%
Nov-2018	43	-4.4%	48	-17.2%
Dec-2018	48	-7.7%	50	-13.8%
Jan-2019	47	-25.4%	54	+10.2%
<b>Feb-2019</b>	<b>45</b>	<b>-8.2%</b>	<b>61</b>	<b>+15.1%</b>
12-Month Avg*	43	-10.3%	50	-8.7%

\* Affordability Index for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

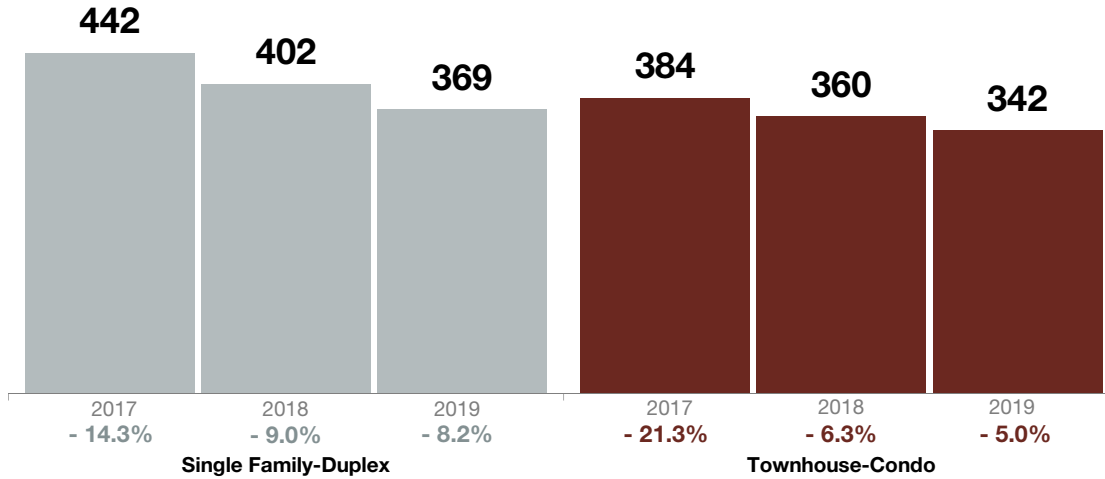
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

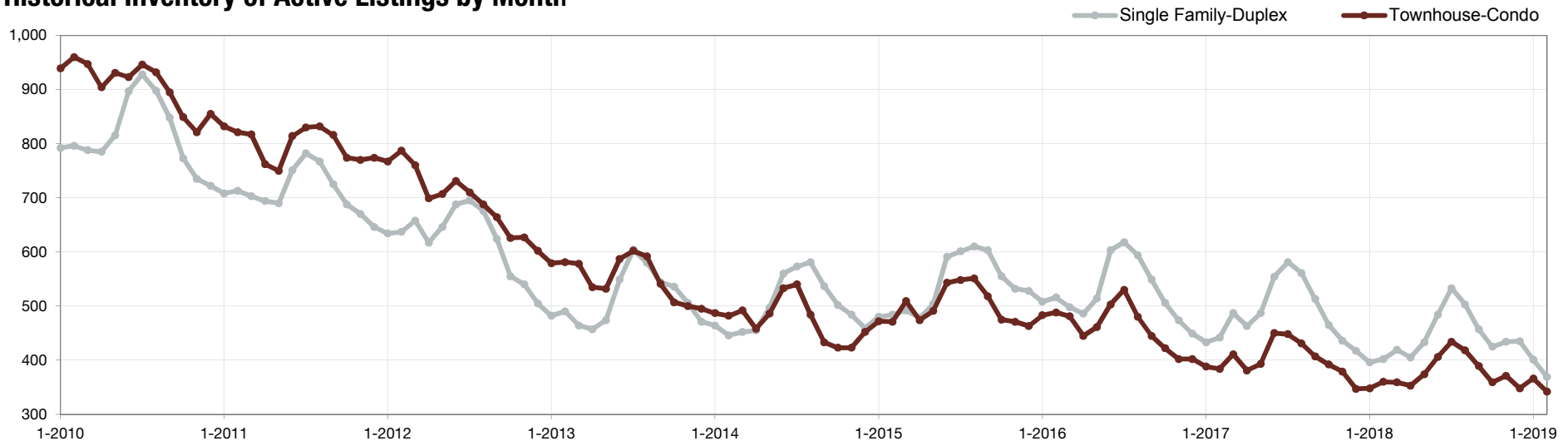


## February



Active Listings	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	419	-14.0%	359	-12.7%
Apr-2018	405	-12.5%	353	-7.3%
May-2018	433	-11.1%	374	-4.8%
Jun-2018	484	-12.6%	406	-9.8%
Jul-2018	533	-8.3%	434	-3.1%
Aug-2018	503	-10.3%	418	-3.0%
Sep-2018	457	-10.9%	389	-4.4%
Oct-2018	425	-8.6%	359	-8.4%
Nov-2018	434	-0.5%	371	-2.1%
Dec-2018	435	+4.3%	348	+0.3%
Jan-2019	401	+1.3%	366	+5.2%
<b>Feb-2019</b>	<b>369</b>	<b>-8.2%</b>	<b>342</b>	<b>-5.0%</b>
12-Month Avg	442	-8.1%	377	-4.8%

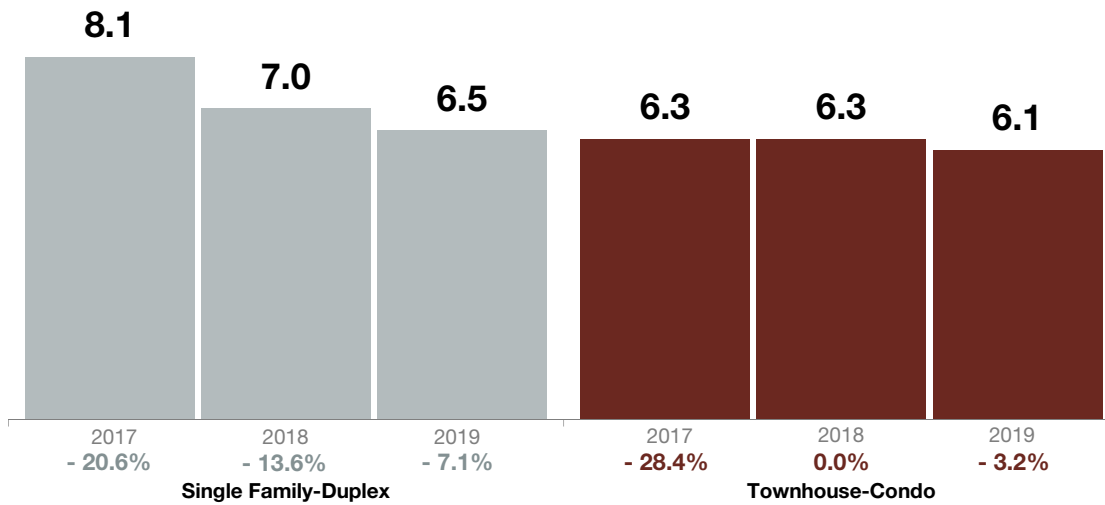
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory



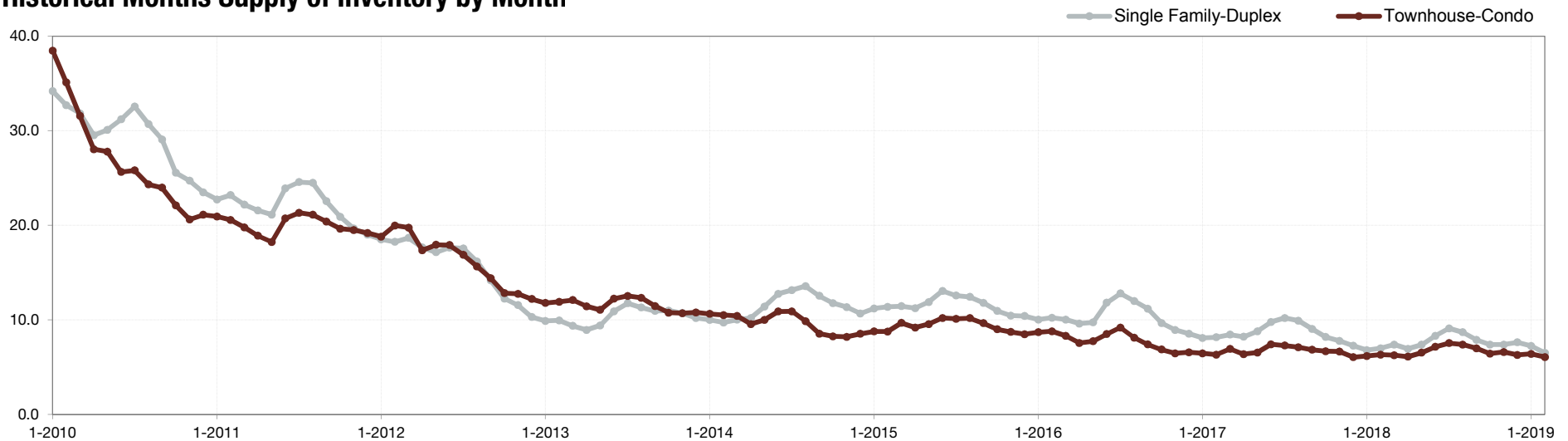
## February



Months Supply	Single Family-Duplex	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Mar-2018	7.4	-11.9%	6.3	-8.7%
Apr-2018	6.9	-15.9%	6.1	-4.7%
May-2018	7.4	-15.9%	6.5	0.0%
Jun-2018	8.3	-15.3%	7.1	-4.1%
Jul-2018	9.1	-10.8%	7.5	+2.7%
Aug-2018	8.7	-12.1%	7.4	+4.2%
Sep-2018	7.9	-12.2%	7.0	+2.9%
Oct-2018	7.4	-9.8%	6.4	-4.5%
Nov-2018	7.4	-5.1%	6.6	0.0%
Dec-2018	7.6	+4.1%	6.3	+5.0%
Jan-2019	7.2	+5.9%	6.4	+3.2%
<b>Feb-2019</b>	<b>6.5</b>	<b>-7.1%</b>	<b>6.1</b>	<b>-3.2%</b>
12-Month Avg	7.6	-9.4%	6.6	-0.7%

\* Months Supply for all properties from March 2018 through February 2019. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Properties Activity Overview

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



Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		158	<b>128</b>	- 19.0%	272	<b>259</b>	- 4.8%
<b>Pending Sales</b>		121	<b>149</b>	+ 23.1%	228	<b>258</b>	+ 13.2%
<b>Closed Sales</b>		73	<b>80</b>	+ 9.6%	145	<b>154</b>	+ 6.2%
<b>Median Sales Price</b>		\$645,000	<b>\$663,500</b>	+ 2.9%	\$630,000	<b>\$656,000</b>	+ 4.1%
<b>Average Sales Price</b>		\$1,190,537	<b>\$1,026,122</b>	- 13.8%	\$1,150,318	<b>\$1,146,766</b>	- 0.3%
<b>Pct. of List Price Received</b>		96.3%	<b>95.8%</b>	- 0.5%	96.6%	<b>96.1%</b>	- 0.5%
<b>Days on Market Until Sale</b>		100	<b>116</b>	+ 16.0%	127	<b>121</b>	- 4.7%
<b>Housing Affordability Index</b>		53	<b>52</b>	- 2.3%	55	<b>53</b>	- 3.5%
<b>Inventory of Active Listings</b>		764	<b>714</b>	- 6.5%	--	--	--
<b>Months Supply of Inventory</b>		6.7	<b>6.3</b>	- 6.0%	--	--	--

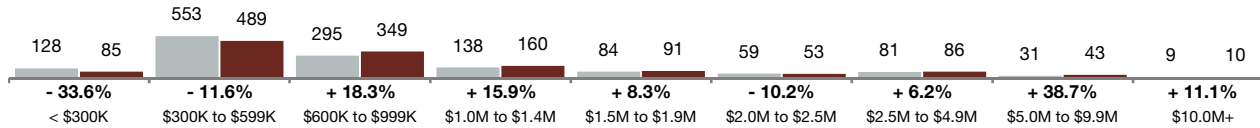
# Closed Sales

Actual sales that have closed in a given month.



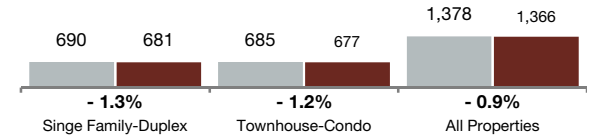
## By Price Range – All Properties – Rolling 12 Months

■ 2-2018 ■ 2-2019



## By Property Type

■ 2-2018 ■ 2-2019



### Rolling 12 Months

### Compared to Prior Month

### Year to Date

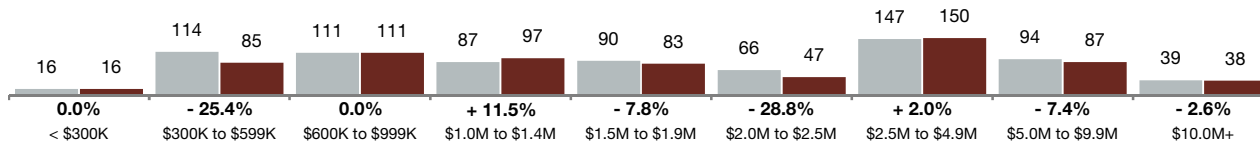
By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	2-2018	2-2019	Change	2-2018	2-2019	Change	1-2019	2-2019	Change	1-2019	2-2019	Change	YTD 2017	YTD 2018	Change	YTD 2017	YTD 2018	Change
\$299,999 and Below	60	34	-43.3%	65	44	-32.3%	2	3	+50.0%	5	1	-80.0%	5	5	0.0%	4	6	+50.0%
\$300,000 to \$599,999	231	188	-18.6%	322	300	-6.8%	10	11	+10.0%	17	21	+23.5%	32	21	-34.4%	29	38	+31.0%
\$600,000 to \$999,999	168	192	+14.3%	127	157	+23.6%	8	11	+37.5%	9	13	+44.4%	18	19	+5.6%	20	22	+10.0%
\$1,000,000 to \$1,499,999	77	101	+31.2%	61	59	-3.3%	1	6	+500.0%	3	4	+33.3%	5	7	+40.0%	8	7	-12.5%
\$1,500,000 to \$1,999,999	43	48	+11.6%	41	43	+4.9%	2	1	-50.0%	6	0	-100.0%	1	3	+200.0%	6	6	0.0%
\$2,000,000 to \$2,499,999	33	33	0.0%	26	20	-23.1%	1	2	+100.0%	2	1	-50.0%	1	3	+200.0%	4	3	-25.0%
\$2,500,000 to \$4,999,999	51	57	+11.8%	30	29	-3.3%	2	2	0.0%	1	1	0.0%	2	4	+100.0%	4	2	-50.0%
\$5,000,000 to \$9,999,999	21	21	0.0%	10	22	+120.0%	1	2	+100.0%	3	1	-66.7%	3	3	0.0%	1	4	+300.0%
\$10,000,000 and Above	6	7	+16.7%	3	3	0.0%	0	0	--	0	0	--	2	0	-100.0%	0	0	--
All Price Ranges	690	681	-1.3%	685	677	-1.2%	27	38	+40.7%	46	42	-8.7%	69	65	-5.8%	76	88	+15.8%

# Inventory of Active Listings

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

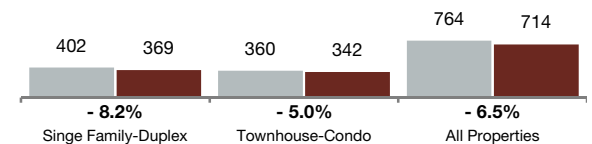
## By Price Range – All Properties

■ 2-2018 ■ 2-2019



## By Property Type

■ 2-2018 ■ 2-2019



### Year over Year

### Compared to Prior Month

### Year to Date

By Price Range	Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo			Single Family-Duplex			Townhouse-Condo		
	2-2018	2-2019	Change	2-2018	2-2019	Change	1-2019	2-2019	Change	1-2019	2-2019	Change	YTD 2017	YTD 2018	Change	YTD 2017	YTD 2018	Change
\$299,999 and Below	7	6	-14.3%	7	8	+14.3%	9	6	-33.3%	9	8	-11.1%	9	8	-11.1%	9	8	-11.1%
\$300,000 to \$599,999	27	23	-14.8%	87	61	-29.9%	26	23	-11.5%	76	61	-19.7%	26	23	-11.5%	76	61	-19.7%
\$600,000 to \$999,999	52	46	-11.5%	59	65	+10.2%	57	46	-19.3%	66	65	-1.5%	57	46	-19.3%	66	65	-1.5%
\$1,000,000 to \$1,499,999	44	49	+11.4%	43	48	+11.6%	51	49	-3.9%	47	48	+2.1%	51	49	-3.9%	47	48	+2.1%
\$1,500,000 to \$1,999,999	45	34	-24.4%	45	49	+8.9%	42	34	-19.0%	55	49	-10.9%	42	34	-19.0%	55	49	-10.9%
\$2,000,000 to \$2,499,999	36	29	-19.4%	30	18	-40.0%	31	29	-6.5%	22	18	-18.2%	31	29	-6.5%	22	18	-18.2%
\$2,500,000 to \$4,999,999	103	99	-3.9%	44	51	+15.9%	104	99	-4.8%	50	51	+2.0%	104	99	-4.8%	50	51	+2.0%
\$5,000,000 to \$9,999,999	56	53	-5.4%	38	34	-10.5%	51	53	+3.9%	33	34	+3.0%	51	53	+3.9%	33	34	+3.0%
\$10,000,000 and Above	32	30	-6.3%	7	8	+14.3%	30	30	0.0%	8	8	0.0%	30	30	0.0%	8	8	0.0%
All Price Ranges	402	369	-8.2%	360	342	-5.0%	401	369	-8.0%	366	342	-6.6%	401	369	-8.0%	366	342	-6.6%

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



<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 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>Closed Sales</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.