

Seller's, Buyer's, and Balanced Markets

Supply:

If 6 houses close in 1 month, and there are 12 houses available, then there is a 2 month supply.



Buyer's Market

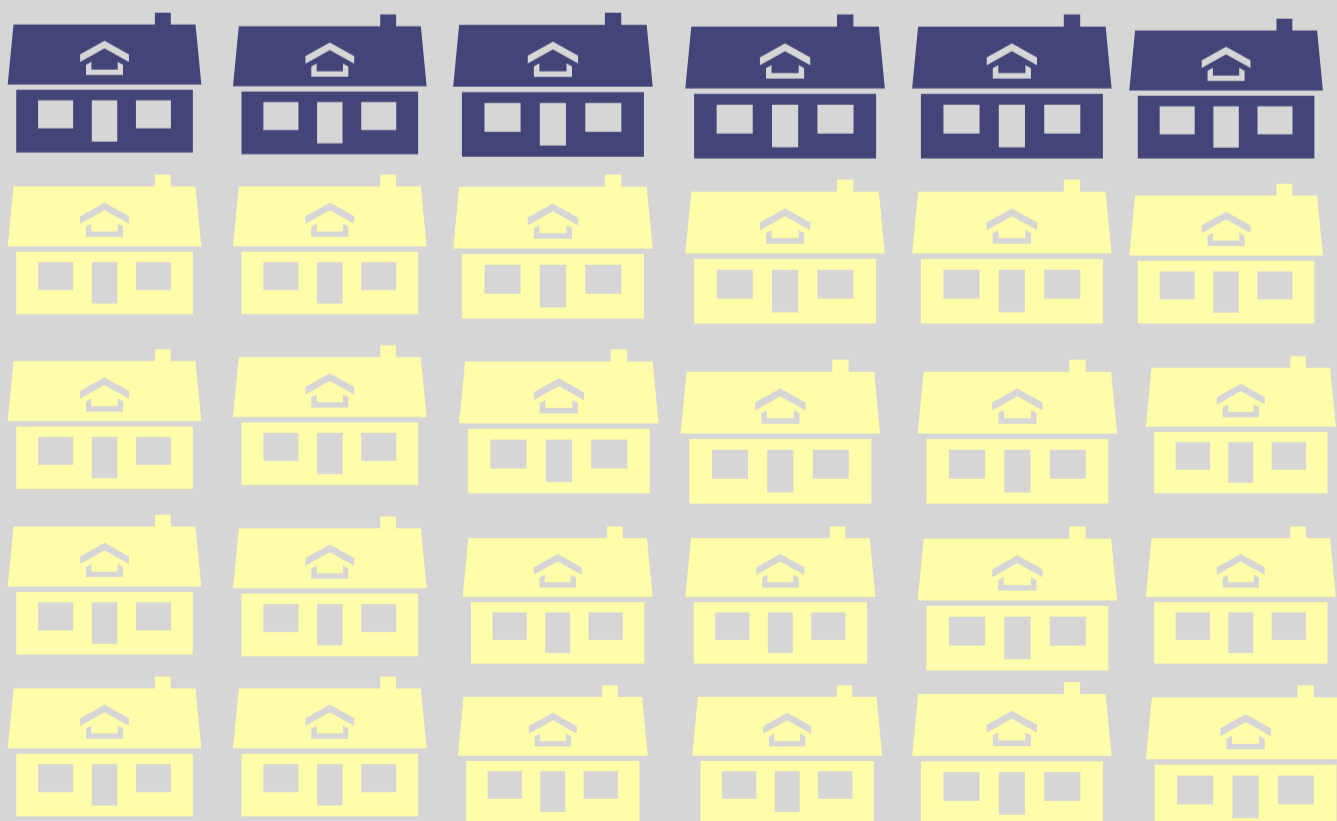
With more homes on the market than Buyers searching, Buyers have more choices and thus more negotiating power. Prices tend to decrease.

Balanced Market

A 4-6 month supply gives Buyers and Sellers incentive to work together.

Seller's Market

There are more Buyers searching than available homes. Sellers have more negotiating power and prices tend to increase.



Balance:

With 6 houses closing per month, then 24 available homes provide a 4 month supply.

