

THE THREE TYPES OF REAL ESTATE MARKETS

1. **BUYERS' MARKET** More than 7 months of inventory
2. **BALANCED MARKET** From 5 to 7 months of inventory
3. **SELLERS' MARKET** Less than 5 months of inventory

Balanced markets occur during the transition
between markets and rarely last for long.

FIGURE 3 Inventory defines the state of your market. At the current pace of sales, how many months of housing inventory do you have?