The 5 Numbers That Tell You What's *Really* Happening In Any Neighborhood.

Every headline number is hiding a fuller story underneath it. This is the same cheat sheet I use with my own clients to size up whether a neighborhood favors buyers, sellers, or neither — in about two minutes, with zero jargon.

01	02	03	04
Months of Inventory	Average vs. Median Days on Market	Sale-to-List Ratio	Failure Rate & Absorption Rate

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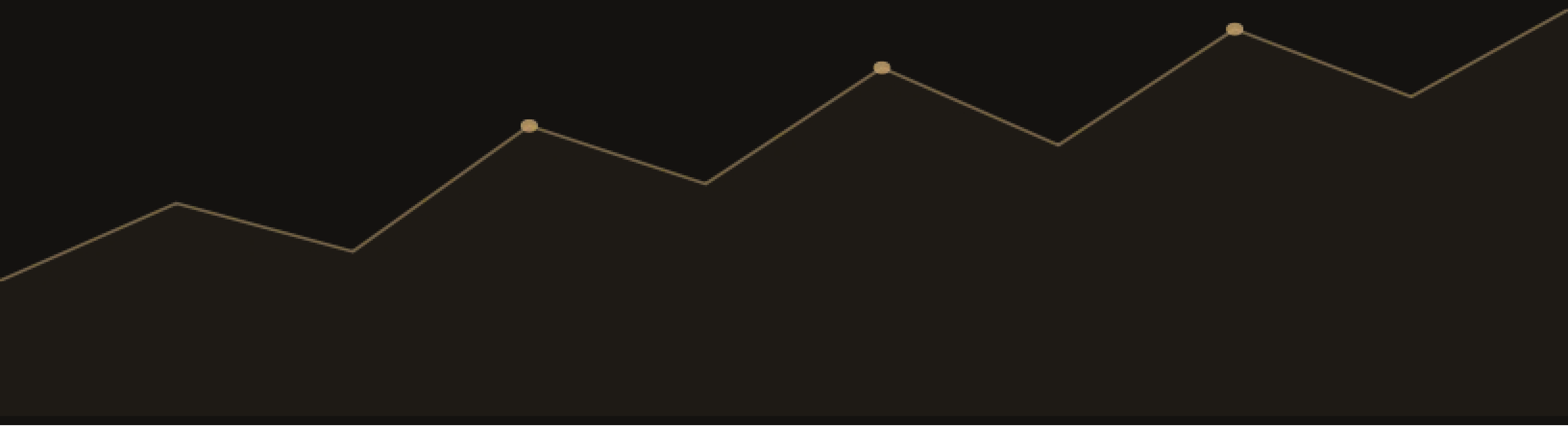


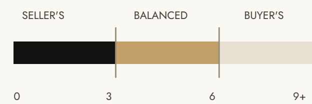
PART ONE

The Numbers Worth Knowing

These are the exact numbers I pull for every neighborhood before I ever tell a client to write an offer, or a seller to list. Learn to read these once and you can size up any market, in any city, for the rest of your life.

1 Months of Inventory MOI

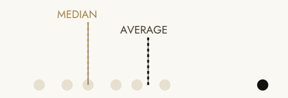
If not one more home got listed, this is how long it would take to sell everything currently on the market at the current pace of sales. It's the single best number for knowing who holds the leverage in a negotiation.



MONTHS OF INVENTORY SCALE

2 Average DOM vs. Median DOM DOM = Days on Market

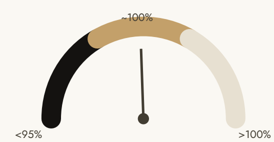
Average adds up every home's days on market and divides by the count, so a few homes that sat for months can drag the whole number up. **Median** is the true middle: half of homes sold faster, half sold slower. When the two sit close together, the market is consistent. A big gap between them means the neighborhood is really two markets hiding inside one average.



ONE OUTLIER MOVES THE AVERAGE, NOT THE MEDIAN

3 Sale-to-List Ratio SP/LP

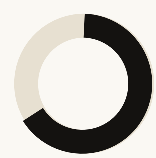
What buyers actually paid, divided by what sellers actually asked. **Over 100%** means buyers are bidding above asking. **Around 97–100%** means pricing is accurate and buyers are paying close to full price. **Under 95%** means sellers are landing well below their number, a real signal of negotiating room, even in a tight market.



WHERE THE NEEDLE SITS TELLS THE PRICING STORY

4 Failure Rate

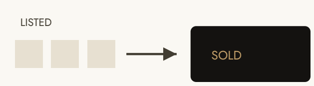
The share of listings that expired, withdrew, or cancelled without ever selling. This is the number most buyers never think to ask about, and it's often the clearest sign of a neighborhood where sellers are pricing off hope instead of data.



A MEANINGFUL SLICE NEVER CLOSES AT ALL

5 Absorption Rate

How quickly current listings are being "absorbed," or sold, relative to what's actively on the market. A high absorption rate alongside very low inventory tells you homes are being pulled in from prior months too, and the true pace is faster than the active listing count alone would suggest.



LISTINGS MOVING INTO CLOSED SALES

PART TWO

Putting The Numbers Together

No single number tells the whole story on its own. The real read comes from looking at them together, so here's how to translate common combinations into an actual next move.

● Seller's Market	● Balanced Market	● Buyer's Market
Under 3.0 months of inventory	3.0 – 6.0 months of inventory	Over 6.0 months of inventory

WHAT YOU SEE	WHAT IT ACTUALLY MEANS	YOUR MOVE
Very low inventory + low sale-to-list ratio	Almost nothing for sale, but sellers are still landing well below list. Demand exists, but sellers are overpricing relative to what buyers will actually pay.	Buyers: there's real room to negotiate even with thin supply. Sellers: price to the data, not to hope.
Long average DOM + short median DOM	The neighborhood is really two markets in one. Homes priced and shown well move fast, while a long tail of overpriced or under-prepared listings drags the average up.	Get the pricing, condition, and photos right and you're in the fast group. Get it wrong and you join the long tail.
Low inventory + high failure rate	Low supply doesn't guarantee a sale. Even in a tight market, a meaningful share of sellers are still pricing themselves out of a deal.	Sellers: low inventory is not a license to overprice. Buyers: don't assume every listing here is a bidding war.
Balanced inventory + high sale-to-list ratio	Textbook "balanced" on paper, but pricing behavior says something closer to a seller's market. Well-priced homes are still commanding close to full price.	Don't rely on the balanced label alone. Check the ratio before assuming you have room to negotiate.
Ratio over 100% + very short median DOM	True urgency. Buyers are paying above asking and winning offers are getting written within the first week or two.	Buyers: come in strong and be ready to move the day it lists. Waiting to think it over likely costs you the house.

The takeaway: a countywide or citywide number is a starting point, not a strategy. Two neighborhoods can carry the exact same "balanced" or "seller's market" label on paper and behave completely differently once you look at pricing and pace together. Always read the combination before you build your offer or listing strategy.

"The listing price tells you what someone hoped for.
These five numbers tell you what's actually true."

YOUR NEXT STEP

Now Run This On Your *Own* Neighborhood.

These numbers shift month to month, and every neighborhood is telling its own story right now. If you're weighing a specific area, or trying to figure out whether you're in a position to negotiate or need to move fast, I'll pull the current numbers for that exact neighborhood and walk you through what they mean for your situation. No pressure, no scripts. Just the numbers, explained straight.

01

Plain English, always. No jargon, no guessing what just happened in a conversation with a builder or agent.

02

New construction is a specialty here, not a side skill. I know who's building what, where, and what's actually negotiable.

03

I'll tell you the truth, even when it means saying a home isn't right for you, or now isn't the time.

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