

Graph Explanations

The following explanations are intended to help viewers and who are not familiar with the MarketGraphics reports.

Market Share by County

This chart shows ranking of each county in permit activity based on a percentage of all permits issued in the nine-county study area.

Historical Gross New Home Inventory Comparison

Based on our field-counted audits, this chart shows the total number of homes in the construction pipeline that have not closed yet. An increasing chart indicates that more homes are being started than are being closed. A decreasing chart indicates that more homes are being closed than are being started.

Counted Inventory – Homes

This series of charts illustrate a more detailed picture of our field audits. Each chart is for one county divided into eight different price-points. The total height of the bars represent the total number of homes that have been started but not occupied. The light gray portion of the bars represent homes under construction but not complete. The dark portion of the bars represent homes that are finished and unoccupied. Ideally, the dark portion should only make up about one fifth to one quarter of the height of the bar.

The chart at the bottom of the page provides an important set of numbers to assess months supply of unsold homes. We start to get concerned about a buildup when the months supply reaches three or above.

Current Lot Inventory Analysis

The last column in this chart identifies the number of years supply of developed lots. The ideal market has a two year supply of developed lots.

Forecast of Sales for 2001

This chart provides the allocation of sales by MarketGraphics area and price-point. From this we can see which areas of the market will have the highest demand for a specific price range of home.