



Talking to the Seller

Supply and Demand

Chart Elements

1. Introduction

- ◆ Element: There are 3 pieces of information in the Supply & Demand chart. The first is the supply of homes for sale over a fifteen-month period. This is shown with light green bars. The second is the number of homes sold in dark green bars. The third is the number of pended sales, shown as a red line. This charts allow you to compare the most recent 3-months activity with the same period one-year ago.