



UNDERSTANDING SALES RATIO > 100%

Just like the Board we pull the data on the first business day of each month for the previous month's SOLDS and the ACTIVES (listing count) in that moment. These numbers are then put in the Sales to Active Listing Ratio (sales divided by active listings) which is the same as the Sales Ratio % in our reports. Note that the **active listings recorded are not any of the 'sold' listings recorded.**

When the market is fast (hot) price bands, neighbourhoods, and bedroom **sold stats can exceed the active listing count.** This is especially true in today's rapid market conditions.

We report only on single family homes (DET) and condo's and townhomes (ATT) and no other style of home (ie duplex, mobile homes, acreage) which lowers the solds reported and active listing count and impacts the Sales Ratio %.

The Board as well may report more sales than active listings. If you would like a sampling of their 100%+ data just let us know or require further clarification please let us know.

March 2016