



SALES RATIO % & MARKET TYPE INDICATOR

WHAT IS SALES RATIO PERCENT AS REPORTED?

The speed of which the current inventory of homes are likely selling. It is also known as the Sales-to-Active Listing Ratio and helps define the market type (Buyer/Seller/Balanced.)

THE FORMULA:

$$\text{Sales for the Month} \div \text{Active Listings (Inventory)}^* = \% \text{ of Homes Selling Rate}$$

EXAMPLES OF SALES RATIO CALCULATIONS:

- 10% Sales Ratio = 1 in 10 Homes Selling Rate
- 33% Sales Ratio = 1 in 3 Homes Selling Rate
- 54% Sales Ratio = 1 in 2 Homes Selling Rate

REAL ESTATE BOARD OF GREATER VANCOUVER & FRASER VALLEY	
SALES RATIO %	MARKET TYPE INDICATOR
21% & Greater	Seller Market
12 to 20%	Balanced Market
11% & Less	Buyer Market

**Active listings are what is called dynamic data and can change minute to minute. SnapStats inventory counts (active listings) data are pulled on the first business day of each month for an accurate and consistent report month to month. SnapStats takes great pride in providing statistics strived to be 100% accurate sourced from your local MLS®. Market type / Sales Ratio % are best defined over several months. Refer to our YTD reports for sustained periods of the Sales Ratio %.*