



SALES RATIO % OFFICIAL MARKET TYPE GUIDE

WHAT IS SALES RATIO PERCENT AS REPORTED?

The speed of which the current inventory of homes are selling. It is also known as the Sales-to-Active Listing Ratio and defines the official market type.

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	
SALES RATIO %	OFFICIAL MARKET TYPE
21% & Greater	Sellers Market
15 to 20%	Balanced Market
14% & Less	Buyers Market
<i>NOTE: Fraser Valley Real Estate Board defines an official Buyers Market as 11% & Less</i>	

REAL ESTATE BOARD OF FRASER VALLEY	
SALES RATIO %	OFFICIAL MARKET TYPE
21% & Greater	Sellers Market
12 to 20%	Balanced Market
11% & Less	Buyers Market
<i>NOTE: Greater Vancouver Real Estate Board defines an official Buyers Market as 14% & Less</i>	

**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®.*