



Metro & Greater Vancouver Sales Ratio % & Official Market Type

What is Sales Ratio Percent?

The percent of which the current inventory of homes are selling.

The Formula:

Sales for the month ÷ Active listings = % of homes selling

When do we calculate the Sales Ratios each month?

Active listings are what is called dynamic data and change hour to hour. We therefore pull the active listings data on or about the 3rd of each month for an accurate and consistent report month to month.

Examples of Sales Ratio Calculations:

- 10% Sales Ratio = 1 in 10 homes are selling
- 33% Sales Ratio = 1 in 3 homes are selling
- 54% Sales Ratio = 1 in 2 homes are selling

Official Market Types (Metro & Greater Vancouver)*:

Market Type	Sales Ratio
Sellers Market	21% & Greater
Balanced Market	15 to 20%
Buyers Market	14% & Less

**according to the Real Estate Board of Greater Vancouver*

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