



info@snap-stats.com  
www.snapstats.com  
604.229.0521

---

# 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 a consistent and relative 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\*:

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 and most industry analysts.*

**SnapStats takes great pride in providing you with statistics which are 99.99% accurate and are sourced from your local real estate board only.**

**SnapStats: The Smart REALTOR® Success Solution.**