

## Definitions

<b>Sales to Active Ratio [S/A]</b>	It is obtained by dividing the total number of sales in any given month by the total number of active listings. It is the most important leading indicator of a market.		
	[S/A]	Market Condition	Effect, if sustained more than 3-6 months
	<10%	Strong Buyer's Market	Prices tend to go down sharply (5%-10% annually)
	10%-15%	Buyer's Market	Prices tend to go down or remain steady.
	15%-20%	Balanced Market	Prices will go up with about 6% annual rate.
	>20%	Seller's Market	Prices can go up by more than 10% annually.
<b>% of Discount offered off Listing Price</b>	This is the average discount that a Buyer can expect for an average property. Obviously, as [S/A] (Sales to Active Ratio) goes lower, this number will go higher which means buyers can typically negotiate more discount off of asking price.		
<b>Average number of Days in Market</b>	This is typically the number of days that it will take (in average) for a house to get sold, assuming it is priced correctly.		
<b>HPI [Housing Price Index]</b>	It is a statistical measure of the value of a typical single family home in a given market. Simply put, if your friend from overseas asks you how much is the price of an average house to raise a family in Greater Vancouver Area, it would be safe to quote him the HPI value.		
<b>Total Listing</b>	Total number of active residential listings.		
<b>New Listings</b>	New listings which are coming to market at any given month		
<b>SOLDs</b>	Total SOLD listings at any given month.		