



Calculating the Absorption Rate

Portland, ME Example

- 1) *Number of listings on the market = 234*
- 2) *Number of sold during last period = 252*
- 3) *Number of weeks in period = 30*
- 4) *Number sold YTD sales rate = 252 / 30 or 8.4 per week*
- 5) *Current Inventory / Sales per Week = Weeks of Inventory*

$$234 / 8.4 = 27.9$$