

## FIGURING THE ABSORPTION RATE

1. # OF LISTING ON THE MARKET? \_\_\_\_\_

2. # SOLD LAST MONTH? \_\_\_\_\_

3. # \_\_\_\_\_ SOLD X 12 (MONTHS) \_\_\_\_\_  
(#2) (# 3)

4. # 3 \_\_\_\_\_ ÷ BY 52 WKS. TO GIVE YOU THE  
**RATIO FACTOR** PER WEEK. (This is the number if  
you sold the exact # of homes each week to sell #3)

\_\_\_\_\_  
(RATIO FACTOR)

5. HOWEVER WE'RE SELLING THE # OF  
PROPERTIES ON THE MARKET TODAY \_\_\_\_\_  
(# 1)

6. SO.... WE NEED TO USE THE RATIO FACTOR TO  
CALCULATE THE # OF WEEKS IT WILL TAKE TO  
ABSORB EXISTING PROPERTIES ON THE  
MARKET.

\_\_\_\_\_  
(# 1)

7. \_\_\_\_\_ ÷ BY \_\_\_\_\_ = \_\_\_\_\_  
(# 1) (RATIO FACTOR) (# WKS. ABSORPTION)

8. ÷ \_\_\_\_\_ BY 52 WEEKS = \_\_\_\_\_  
(# WKS. ABSORPTION) (YEARLY INVENTORY)