

Member Market Poll Results

December 2009

1. How would you best describe your most recent buyer?

	Response #	Response %
First time buyer	51	30.91%
Moving from one property to a similar property	45	27.27%
Moving from a strata property to a single family home	11	6.67%
Moving from a single family home to a strata property	14	8.48%
Moving into a retirement home/seniors' community	4	2.42%
Buying a revenue property for investment purposes	12	7.27%
Other	28	16.97%
Total	165	100.00%

2. How did the buyer finance the purchase?

	Response #	Response %
Conventional mortgage (25% or more down payment)	80	50.63%
High ratio mortgage (less than 25% down payment)	47	29.75%
All cash	31	19.62%
Total	158	100.00%

3. Describe the buyer

	Response #	Response %
Single male	17	10.37%
Single female	26	15.85%
Couple with no children	40	24.39%
Two parent family with children	42	25.61%
Single parent with children	6	3.66%
Empty Nesters/Retired	33	20.12%
Other	0	0.00%
Total	164	100.00%

4. Where did the buyer move from?

	Response #	Response %
Moved within the Greater Victoria area	114	74.03%
Moved from Up-Island	9	5.84%
Moved from the Lower Mainland	6	3.90%
Moved from an area of BC outside Vancouver Island and Lower Mainland	0	0.00%
	2	1.30%
Moved from outside BC, but still within Canada	18	11.69%
Moved from outside Canada	5	3.25%
Total	154	100.00%

5. In what area was the property purchased?

	Response #	Response %
Metro Victoria (Vict., Saanich, OB, Esquimalt)	81	51.59%
Saanich Pen. (Central Saanich, Sidney & N. Saanich)	20	12.74%
Western Communities (including Sooke)	38	24.20%

Highlands/View Royal	10	6.37%
Malahat and Area	5	3.18%
Other	3	1.91%
Total	157	100.00%

6. How did the Buyer first learn about this property?

	Response #	Response %
Information supplied by you or another REALTOR	116	72.96%
REALTOR.cs (formerly mls.ca)	14	8.81%
OpenHousesVictoria.ca	2	1.26%
Other website	5	3.14%
Real estate sign	9	5.66%
Relative or friend	5	3.14%
Real estate tabloid (e.g., REV, The Real Estate Book)	2	1.26%
Classified ad	0	0.00%
Other	6	3.77%
Total	159	100.00%

7. In your market area are you seeing?

	Response #
More traffic at open houses?	49
Less traffic at open houses?	33
More multiple offers?	61
Fewer multiple offers?	20
More deals collapsing due to financing?	42
Fewer deals collapsing due to financing?	19
Total	224