

Member Market Poll Results

February 2010

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

	Response #	Response %
First time buyer	50	36.50%
Moving from one property to a similar property	28	20.44%
Moving from a strata property to a single family home	8	5.84%
Moving from a single family home to a strata property	27	19.71%
Moving into a retirement home/seniors' community	0	0.00%
Buying a revenue property for investment purposes	12	8.76%
Other	12	8.76%
Total	137	100.00%

2. How did the buyer finance the purchase?

	Response #	Response %
Conventional mortgage (20% or more down payment)	66	48.89%
High ratio mortgage (less than 20% down payment)	48	35.56%
All cash	21	15.56%
Total	135	100.00%

3. Describe the buyer

	Response #	Response %
Single male	19	13.48%
Single female	32	22.70%
Couple with no children	40	28.37%
Two parent family with children	27	19.15%
Single parent with children	7	4.96%
Empty Nesters/Retired	14	9.93%
Other	2	1.42%
Total	141	100.00%

4. Where did the buyer move from?

	Response #	Response %
Moved within the Greater Victoria area	113	84.33%
Moved from Up-Island	3	2.24%
Moved from the Lower Mainland	3	2.24%
Moved from an area of BC outside Vancouver Island and Lower Mainland	0	0.00%
Moved from outside BC, but still within Canada	1	0.75%
Moved from outside Canada	13	9.70%
Moved from outside Canada	1	0.75%
Total	134	100.00%

5. In what area was the property purchased?

	Response #	Response %
Metro Victoria (Vict., Saanich, OB, Esquimalt)	75	55.15%
Saanich Pen. (Central Saanich, Sidney & N. Saanich)	11	8.09%
Western Communities (including Sooke)	40	29.41%

Highlands/View Royal	4	2.94%
Malahat and Area	2	1.47%
Gulf Islands	4	2.94%
Other	0	0.00%
Total	136	100.00%

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

	Response #	Response %
Information supplied by you or another REALTOR	107	77.54%
REALTOR.ca (formerly mls.ca)	10	7.25%
OpenHousesVictoria.ca	2	1.45%
Other website	3	2.17%
Real estate sign	4	2.90%
Relative or friend	6	4.35%
Real estate tabloid (e.g., REV, The Real Estate Book)	1	0.72%
Classified ad	1	0.72%
Other	4	2.90%
Total	138	100.00%

7. In your market area are you seeing?

	Response #
More traffic at open houses?	54
Less traffic at open houses?	15
More multiple offers?	71
Fewer multiple offers?	11
More deals collapsing due to financing?	31
Fewer deals collapsing due to financing?	18
Total	200