

Member Market Poll Results

March 2010

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

	Response #	Response %
First time buyer	44	27.85%
Moving from one property to a similar property	50	31.65%
Moving from a strata property to a single family home	13	8.23%
Moving from a single family home to a strata property	17	10.76%
Moving into a retirement home/seniors' community	4	2.53%
Buying a revenue property for investment purposes	10	6.33%
Other	20	12.66%
Total	158	100.00%

2. How did the buyer finance the purchase?

	Response #	Response %
Conventional mortgage (20% or more down payment)	70	48.95%
High ratio mortgage (less than 20% down payment)	37	25.87%
All cash	36	25.17%
Total	143	100.00%

3. Describe the buyer

	Response #	Response %
Single male	16	10.74%
Single female	23	15.44%
Couple with no children	34	22.82%
Two parent family with children	39	26.17%
Single parent with children	3	2.01%
Empty Nesters/Retired	31	20.81%
Other	3	2.01%
Total	149	100.00%

4. Where did the buyer move from?

	Response #	Response %
Moved within the Greater Victoria area	98	70.50%
Moved from Up-Island	8	5.76%
Moved from the Lower Mainland	7	5.04%
Moved from an area of BC outside Vancouver Island and Lower Mainland	2	1.44%
	0	0.00%
Moved from outside BC, but still within Canada	21	15.11%
Moved from outside Canada	3	2.16%
Total	139	100.00%

5. In what area was the property purchased?

	Response #	Response %
Metro Victoria (Vict., Saanich, OB, Esquimalt)	89	62.68%
Saanich Pen. (Central Saanich, Sidney & N. Saanich)	18	12.68%
Western Communities (including Sooke)	23	16.20%

Highlands/View Royal	0	0.00%
Malahat and Area	4	2.82%
Gulf Islands	5	3.52%
Other	3	2.11%
Total	142	100.00%

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

	Response #	Response %
Information supplied by you or another REALTOR	105	72.41%
REALTOR.ca (formerly mls.ca)	20	13.79%
OpenHousesVictoria.ca	2	1.38%
Other website	5	3.45%
Real estate sign	5	3.45%
Relative or friend	1	0.69%
Real estate tabloid (e.g., REV, The Real Estate Book)	5	3.45%
Classified ad	1	0.69%
Other	1	0.69%
Total	145	100.00%

7. In your market area are you seeing?

	Response #
More traffic at open houses?	54
Less traffic at open houses?	18
More multiple offers?	40
Fewer multiple offers?	28
More deals collapsing due to financing?	45
Fewer deals collapsing due to financing?	7
Total	192