

Member Market Poll Results

April, 2010

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

	Response #	Response %
First time buyer	25	19.23%
Moving from one property to a similar property	38	29.23%
Moving from a strata property to a single family home	6	4.62%
Moving from a single family home to a strata property	19	14.62%
Moving into a retirement home/seniors' community	1	0.77%
Buying a revenue property for investment purposes	14	10.77%
Other	27	20.77%
Total	130	100.00%

2. How did the buyer finance the purchase?

	Response #	Response %
Conventional mortgage (20% or more down payment)	70	55.12%
High ratio mortgage (less than 20% down payment)	25	19.69%
All cash	32	25.20%
Total	127	100.00%

3. Describe the buyer

	Response #	Response %
Single male	14	10.45%
Single female	12	8.96%
Couple with no children	32	23.88%
Two parent family with children	37	27.61%
Single parent with children	8	5.97%
Empty Nesters/Retired	26	19.40%
Other	5	3.73%
Total	134	100.00%

4. Where did the buyer move from?

	Response #	Response %
Moved within the Greater Victoria area	80	67.23%
Moved from Up-Island	6	5.04%
Moved from the Lower Mainland	3	2.52%
Moved from an area of BC outside Vancouver Island and Lower Mainland	0	0.00%
Moved from outside BC, but still within Canada	6	5.04%
Moved from outside Canada	18	15.13%
Moved from outside Canada	6	5.04%
Total	119	100.00%

5. In what area was the property purchased?

	Response #	Response %
Metro Victoria (Vict., Saanich, OB, Esquimalt)	72	57.14%
Saanich Pen. (Central Saanich, Sidney & N. Saanich)	21	16.67%
Western Communities (including Sooke)	24	19.05%

Highlands/View Royal	1	0.79%
Malahat and Area	4	3.17%
Gulf Islands	4	3.17%
Other	0	0.00%
Total	126	100.00%

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

	Response #	Response %
Information supplied by you or another REALTOR	90	72.58%
REALTOR.ca (formerly mls.ca)	14	11.29%
OpenHousesVictoria.ca	3	2.42%
Other website	4	3.23%
Real estate sign	6	4.84%
Relative or friend	3	2.42%
Real estate tabloid (e.g., REV, The Real Estate Book)	1	0.81%
Classified ad	3	2.42%
Other	0	0.00%
Total	124	100.00%

7. In your market area are you seeing?

	Response #
More traffic at open houses?	34
Less traffic at open houses?	49
More multiple offers?	12
Fewer multiple offers?	54
More deals collapsing due to financing?	48
Fewer deals collapsing due to financing?	8
Total	205