

# Member Market Poll Results

January 2010

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

	Response #	Response %
First time buyer	34	29.31%
Moving from one property to a similar property	39	33.62%
Moving from a strata property to a single family home	8	6.90%
Moving from a single family home to a strata property	11	9.48%
Moving into a retirement home/seniors' community	1	0.86%
Buying a revenue property for investment purposes	8	6.90%
Other	15	12.93%
<b>Total</b>	<b>116</b>	<b>100.00%</b>

## 2. How did the buyer finance the purchase?

	Response #	Response %
Conventional mortgage (20% or more down payment)	65	57.02%
High ratio mortgage (less than 20% down payment)	29	25.44%
All cash	20	17.54%
<b>Total</b>	<b>114</b>	<b>100.00%</b>

## 3. Describe the buyer

	Response #	Response %
Single male	12	10.53%
Single female	20	17.54%
Couple with no children	30	26.32%
Two parent family with children	30	26.32%
Single parent with children	4	3.51%
Empty Nesters/Retired	16	14.04%
Other	2	1.75%
<b>Total</b>	<b>114</b>	<b>100.00%</b>

## 4. Where did the buyer move from?

	Response #	Response %
Moved within the Greater Victoria area	83	74.77%
Moved from Up-Island	7	6.31%
Moved from the Lower Mainland	2	1.80%
Moved from an area of BC outside Vancouver Island and Lower Mainland	5	4.50%
Moved from outside BC, but still within Canada	0	0.00%
Moved from outside Canada	11	9.91%
Moved from outside Canada	3	2.70%
<b>Total</b>	<b>111</b>	<b>100.00%</b>

## 5. In what area was the property purchased?

	Response #	Response %
Metro Victoria (Vict., Saanich, OB, Esquimalt)	61	53.98%
Saanich Pen. (Central Saanich, Sidney & N. Saanich)	14	12.39%
Western Communities (including Sooke)	22	19.47%

Highlands/View Royal	6	5.31%
Malahat and Area	7	6.19%
Gulf Islands	2	1.77%
Other	1	0.88%
<b>Total</b>	<b>113</b>	<b>100.00%</b>

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

	Response #	Response %
Information supplied by you or another REALTOR	81	70.43%
REALTOR.ca (formerly mls.ca)	20	17.39%
OpenHousesVictoria.ca	1	0.87%
Other website	2	1.74%
Real estate sign	4	3.48%
Relative or friend	0	0.00%
Real estate tabloid (e.g., REV, The Real Estate Book)	2	1.74%
Classified ad	1	0.87%
Other	4	3.48%
<b>Total</b>	<b>115</b>	<b>100.00%</b>

## 7. In your market area are you seeing?

	Response #
More traffic at open houses?	52
Less traffic at open houses?	5
More multiple offers?	58
Fewer multiple offers?	4
More deals collapsing due to financing?	0
Fewer deals collapsing due to financing?	5
<b>Total</b>	<b>124</b>