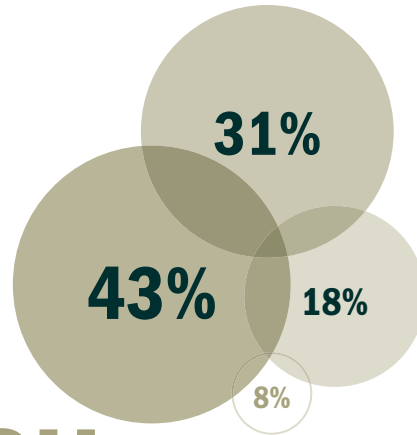
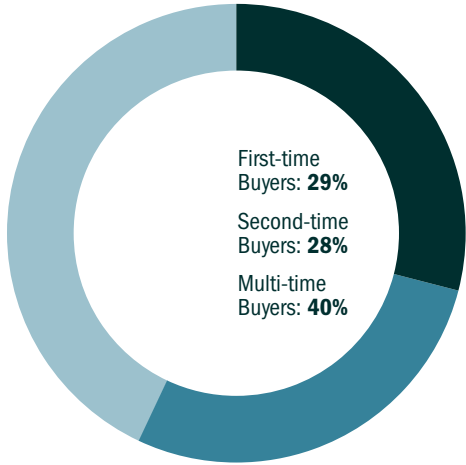


Who's Buying Real Estate?

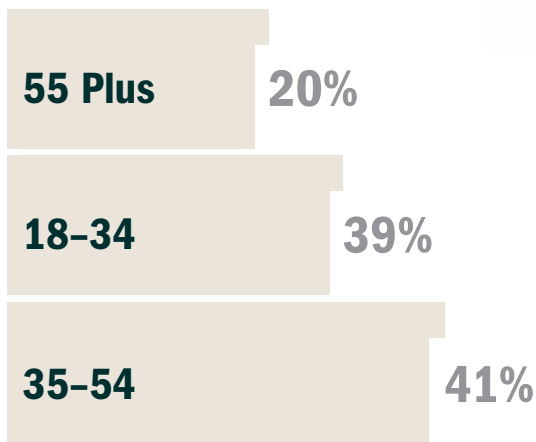


- Singles: 18%
- Couples: 43%
- Families: 31%
- Other: 8%

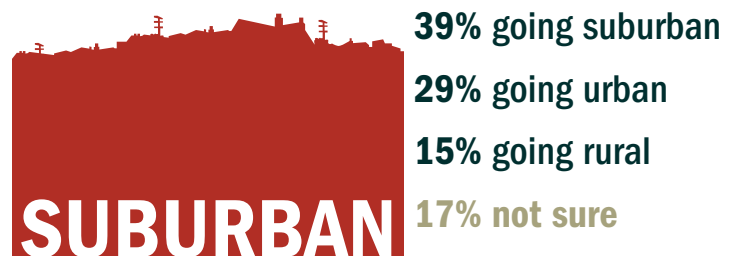
BRITISH COLUMBIA HOMEBUYING TRENDS

2013-2014
RE/MAX

Age Breakdown



Location, location, location!



SUBURBAN



Confidence in the Market



32% believe housing values will rise in their area



39% believe housing values will remain the same

24% believe housing values will decline



NOT SURE

5

PER CENT

22

PER CENT



SPENDING PATTERNS

Under \$250,000
22 per cent

\$250,000 – \$500,000
51 per cent

\$500,000 – \$1 million
15 per cent

Over \$1 million
3 per cent

Fiscal Responsibility

5% Down: 3%

10% Down: 16%

15% Down: 6%

20% Down: 18%

25% Down: 4%

30% Down: 2%

More than 30% Down: 28%

NOT SURE?

FINANCIALS



28% earning less than \$50,000

36% earning \$50,000 to \$99,999

27% earning \$100,000 plus

9

PER CENT PREFER NOT TO SAY

Breakdown of Downpayments

The Canadian Homebuying Trends Survey was conducted online from December 5th to December 10th, 2012, among a sample of **1,109 prospective purchasers from coast-to-coast intending to buy a residence in the next 24 months**, who are Angus Reid Forum panel members. The results have been statistically weighted to ensure a representative sample. The margin of error on the full base—which measures sampling variability—of 2013 respondents is +/- 2.2%. Discrepancies in or between totals are due to rounding.