

Fayetteville Association of REALTORS®
Survey of Buyers
January 2004
4% response rate

1. Where did your last buyer come from?
 - a. 52% Local market transfer
 - b. 48% Out of town buyer

2. If your buyer was from out of town where did they come from:
 - 21% North Carolina
 - 16% Florida
 - 10.5% Georgia
 - 10.5% Texas
 - 10.5% Japan
 - 31% Other

3. What was the occupation of your last buyer?
 - 50% Military
 - 7.8% Medical
 - 7.8% Engineer
 - 5.2% Civilian Worker at Military Base
 - 5.2% Investor
 - 5.2% Retired
 - 5.2% Management
 - 13% Other

4. What type of financing did your buyer use on your last transaction?
 - 50% VA
 - 37% Conventional
 - 13% Cash