



Canadian Online Omni October 3 - October 10, 2011

Home Owners 1

Table of Contents

1	1. When it comes to residential properties (houses, townhouses, condominiums, etc.) have you ever done any of the following?
2	2. And what sources have you used to sell your home?
3	3. What did you do to your home to get it ready for sale?
4	4. The last time you sold a home, do you think you got fair market value for it?
5	5. In your opinion, what factors contributed to getting less for your house than you think it was worth?
6	6. What is your comfort level when it comes to selling a property?
7	7. Are you planning on selling your home or another piece of property in the next year?
8	8. When selling your next home would you consider selling it yourself if it was easy and more affordable than using a real estate agent?
9	9. Which of the following would prevent you from selling a property yourself?
10	10_1. [Staging] To what extent do you believe the following are important when preparing your home for sale?
11	10_2. [Decluttering/purging] To what extent do you believe the following are important when preparing your home for sale?
12	10_3. [Renovations] To what extent do you believe the following are important when preparing your home for sale?
13	10_4. [Curb appeal] To what extent do you believe the following are important when preparing your home for sale?
14	10_5. [Professional inspection] To what extent do you believe the following are important when preparing your home for sale?
15	10. [Top2Box (Important) Summary] To what extent do you believe the following are important when preparing your home for sale?
16	10. [Low2Box (Not Important) Summary] To what extent do you believe the following are important when preparing your home for sale?
17	11. Have you ever purchased a piece of property because of any of the following reasons?
18	12. When was the last time you moved?

1. When it comes to residential properties (houses, townhouses, condominiums, etc.) have you ever done any of the following?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
Purchased a home	822	409	413	145	344	333	69	328	268	157
	83%	85%	81%	71%	86%	87%	77%	83%	84%	86%
					C	C				
Sold a home that you owned	473	256	217	46	177	250	40	194	160	79
	48%	54%	43%	22%	44%	66%	45%	49%	50%	43%
		B			C	CD				
Rented out a home that you owned	124	66	58	11	47	67	13	44	50	18
	13%	14%	11%	5%	12%	17%	15%	11%	16%	10%
					C	CD				
None of the above	132	53	79	57	41	35	13	56	39	24
	13%	11%	16%	28%	10%	9%	15%	14%	12%	13%
				DE						

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

2. And what sources have you used to sell your home?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Sold a home	543	313	230	35	170	338	40	176	249	78
Weighted	473	256	217	46*	177	250	40*	194	160	79*
I used a real estate agent	413	225	188	41	154	218	32	166	142	73
	87%	88%	86%	88%	87%	87%	79%	86%	89%	92%
I sold it by myself	105	56	48	8	39	59	9	49	29	17
	22%	22%	22%	16%	22%	23%	23%	25%	18%	21%
I used a do-it-yourself service to sell my home	15	10	5	1	5	9	2	7	4	3
	3%	4%	2%	2%	3%	4%	4%	3%	3%	4%
I used online tools to help me sell my home	10	4	6	4	1	6	1	4	4	1
	2%	2%	3%	8%	0	2%	2%	2%	2%	1%
				D						
Other	4	1	3	0	3	1	2	1	1	0
	1%	0	1%	-	1%	0	4%	1%	1%	-

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

3. What did you to do your home to get it ready for sale?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Sold a home	543	313	230	35	170	338	40	176	249	78
Weighted	473	256	217	46*	177	250	40*	194	160	79*
I did some minimal maintenance to get the house ready for sale	294	156	139	26	115	153	21	114	105	54
	62%	61%	64%	56%	65%	61%	54%	59%	66%	68%
I staged the home myself	155	80	75	21	48	86	14	62	48	31
	33%	31%	35%	46%	27%	34%	35%	32%	30%	39%
				D						
I have purged many of my items	131	71	60	18	52	62	9	38	51	33
	28%	28%	28%	38%	29%	25%	23%	19%	32%	42%
									G	G
I have done extensive renovations	61	42	19	7	23	30	2	25	25	10
	13%	16%	9%	16%	13%	12%	4%	13%	15%	12%
		B								
I hired a home stager to prep the property	9	6	3	2	5	2	0	2	5	2
	2%	2%	1%	4%	3%	1%	-	1%	3%	3%
Other	10	4	6	1	3	6	1	2	5	2
	2%	1%	3%	2%	2%	2%	2%	1%	3%	2%
I did nothing	79	39	40	1	33	45	7	38	24	11
	17%	15%	18%	3%	18%	18%	16%	20%	15%	14%
					C	C				

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

4. The last time you sold a home, do you think you got fair market value for it?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Sold a home	543	313	230	35	170	338	40	176	249	78
Weighted	473	256	217	46*	177	250	40*	194	160	79*
Yes - I got what I think it was worth	376	202	174	37	136	204	32	157	127	60
	79%	79%	80%	80%	77%	81%	80%	81%	79%	75%
No - I got less than what it was worth	86	52	33	7	34	45	6	32	29	18
	18%	20%	15%	15%	19%	18%	16%	16%	18%	23%
I don't know	12	2	9	2	7	2	2	5	4	1
	3%	1%	4%	5%	4%	1%	4%	3%	2%	2%
			A	E	E					

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

5. In your opinion, what factors contributed to getting less for your house than you think it was worth?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Do not think got fair market value	98	62	36	5	31	62	5	28	48	17
Weighted	86*	52*	33*	7**	34**	45*	6**	32**	29*	18**
The market wasn't 'hot' enough	48	33	15	3	23	22	3	14	17	13
	56%	63%	45%	44%	67%	50%	44%	45%	59%	74%
My agent didn't do the best they could	26	14	12	4	14	8	1	9	10	6
	31%	28%	36%	64%	41%	18%	14%	29%	33%	35%
I had the home listed at the wrong price (too high/too low)	7	5	3	0	1	6	1	4	2	0
	9%	9%	8%	-	4%	13%	12%	14%	8%	-
My house was too cluttered	5	4	1	1	1	2	0	1	1	2
	5%	7%	3%	21%	4%	4%	-	3%	5%	12%
I didn't invest enough in staging	3	1	1	0	0	3	0	2	1	0
	3%	3%	4%	-	-	6%	-	6%	3%	-
The market was too 'hot'	2	1	1	1	1	1	0	0	2	0
	3%	3%	2%	13%	2%	1%	-	-	7%	-
Other	23	13	10	1	7	14	3	7	7	5
	27%	24%	31%	22%	21%	32%	56%	23%	25%	25%

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base; ** very small base (under 30) ineligible for sig testing

6. What is your comfort level when it comes to selling a property?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
Very comfortable	210	127	84	25	77	108	26	76	64	44
	21%	27%	16%	12%	19%	28%	30%	19%	20%	24%
		B				CD	G			
Somewhat comfortable	446	231	216	94	170	182	42	171	144	88
	45%	48%	42%	46%	43%	48%	48%	43%	45%	48%
Not very comfortable	250	104	146	57	117	75	17	105	87	42
	25%	22%	29%	28%	29%	20%	19%	27%	27%	23%
			A	E	E					
Not comfortable	80	17	63	28	34	17	3	43	25	9
	8%	4%	12%	14%	9%	4%	4%	11%	8%	5%
			A	E	E			I		
Summary										
Top2Box (Comfortable)	657	358	299	119	247	290	69	248	208	132
	67%	75%	59%	58%	62%	76%	77%	63%	65%	72%
		B				CD	GH			G
Low2Box (Not comfortable)	330	121	209	86	152	92	20	147	112	51
	33%	25%	41%	42%	38%	24%	23%	37%	35%	28%
			A	E	E			FI	F	

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

7. Are you planning on selling your home or another piece of property in the next year?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
Yes	89	44	45	16	31	41	6	32	35	15
	9%	9%	9%	8%	8%	11%	7%	8%	11%	8%
No	772	383	390	154	309	309	70	310	242	150
	78%	80%	77%	75%	77%	81%	79%	78%	76%	82%
I don't know	125	52	73	35	59	31	12	53	42	18
	13%	11%	14%	17%	15%	8%	13%	13%	13%	10%
				E	E					

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

8. When selling your next home would you consider selling it yourself if it was easy and more affordable than using a real estate agent?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
Yes - I'd consider it	604	299	305	124	240	240	53	243	191	117
	61%	63%	60%	60%	60%	63%	59%	62%	60%	64%
No - I wouldn't consider it	383	179	204	82	158	143	36	152	129	66
	39%	37%	40%	40%	40%	37%	41%	38%	40%	36%

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

9. Which of the following would prevent you from selling a property yourself?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
The lack of knowledge on how to sell a property	553	237	316	130	234	189	45	214	198	96
	56%	50%	62%	63%	59%	49%	51%	54%	62%	52%
			A	E	E				GI	
The amount of time it takes	310	142	168	86	121	104	25	105	112	68
	31%	30%	33%	42%	30%	27%	28%	26%	35%	37%
				DE					G	G
The costs associated with selling a property	140	69	71	52	49	38	11	46	51	31
	14%	14%	14%	25%	12%	10%	12%	12%	16%	17%
				DE						
None of the above	189	121	68	21	76	92	19	80	50	39
	19%	25%	13%	10%	19%	24%	21%	20%	16%	22%
		B		C	C					
I don't know - I just wouldn't do it	66	27	39	19	24	24	9	36	15	6
	7%	6%	8%	9%	6%	6%	10%	9%	5%	3%
							I	HI		

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

10_1. [Staging] To what extent do you believe the following are important when preparing your home for sale?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
Staging										
Very important	380	179	201	77	151	153	36	142	130	72
	39%	38%	40%	37%	38%	40%	41%	36%	41%	40%
Somewhat important	471	221	250	109	181	181	45	186	157	82
	48%	46%	49%	53%	45%	47%	51%	47%	49%	45%
Not very important	108	67	40	14	51	43	6	52	28	22
	11%	14%	8%	7%	13%	11%	7%	13%	9%	12%
		B								
Not at all important	27	10	17	5	16	6	1	15	4	6
	3%	2%	3%	3%	4%	2%	1%	4%	1%	4%
					E			H		
Summary										
Top2Box (Important)	851	400	451	186	332	333	81	328	287	155
	86%	84%	89%	91%	83%	87%	91%	83%	90%	85%
			A	D					G	
Low2Box (Not important)	135	78	57	19	67	49	8	67	33	28
	14%	16%	11%	9%	17%	13%	9%	17%	10%	15%
		B			C			H		

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

10_2. [Decluttering/purging] To what extent do you believe the following are important when preparing your home for sale?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
Decluttering/purging										
Very important	681	303	379	137	277	268	65	268	227	122
	69%	63%	75%	67%	69%	70%	73%	68%	71%	67%
			A							
Somewhat important	271	150	122	56	112	103	23	110	86	52
	27%	31%	24%	27%	28%	27%	26%	28%	27%	29%
		B								
Not very important	25	19	6	9	8	8	1	14	4	6
	3%	4%	1%	5%	2%	2%	1%	4%	1%	3%
		B						H		
Not at all important	8	7	2	3	2	3	0	3	3	2
	1%	1%	0	1%	1%	1%	-	1%	1%	1%
Summary										
Top2Box (Important)	953	452	500	193	388	372	87	377	314	174
	97%	95%	98%	94%	97%	97%	99%	96%	98%	95%
			A							
Low2Box (Not important)	34	26	8	12	11	11	1	18	6	8
	3%	5%	2%	6%	3%	3%	1%	4%	2%	5%
		B								

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

10_3. [Renovations] To what extent do you believe the following are important when preparing your home for sale?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
Renovations										
Very important	333	154	178	70	144	118	35	132	110	56
	34%	32%	35%	34%	36%	31%	39%	33%	35%	30%
Somewhat important	534	249	285	113	216	204	44	215	171	104
	54%	52%	56%	55%	54%	53%	49%	54%	53%	57%
Not very important	108	67	41	17	35	55	9	42	38	19
	11%	14%	8%	8%	9%	15%	10%	11%	12%	10%
		B				CD				
Not at all important	12	8	4	5	4	4	1	6	1	4
	1%	2%	1%	2%	1%	1%	1%	2%	0	2%
Summary										
Top2Box (Important)	867	403	464	184	360	323	79	347	281	160
	88%	84%	91%	89%	90%	84%	89%	88%	88%	87%
			A		E					
Low2Box (Not important)	120	75	45	22	39	59	10	48	39	23
	12%	16%	9%	11%	10%	16%	11%	12%	12%	13%
		B				D				

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

10_4. [Curb appeal] To what extent do you believe the following are important when preparing your home for sale?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
Curb appeal										
Very important	604	297	307	110	253	241	55	244	199	106
	61%	62%	60%	54%	64%	63%	62%	62%	62%	58%
					C	C				
Somewhat important	345	164	181	84	127	135	33	135	108	69
	35%	34%	36%	41%	32%	35%	38%	34%	34%	38%
Not very important	27	10	17	9	14	5	0	11	11	5
	3%	2%	3%	4%	4%	1%	-	3%	3%	3%
				E	E					
Not at all important	9	7	3	3	5	1	0	4	2	3
	1%	1%	1%	1%	1%	0	-	1%	1%	2%
Summary										
Top2Box (Important)	950	461	488	194	380	376	89	380	307	175
	96%	96%	96%	94%	95%	98%	100%	96%	96%	96%
						CD				
Low2Box (Not important)	37	17	20	12	19	6	0	15	13	8
	4%	4%	4%	6%	5%	2%	-	4%	4%	4%
				E	E					

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

10_5. [Professional inspection] To what extent do you believe the following are important when preparing your home for sale?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
Professional inspection										
Very important	475	203	272	104	190	181	48	204	149	73
	48%	42%	54%	51%	48%	47%	55%	52%	47%	40%
			A				I	I		
Somewhat important	388	205	183	83	162	143	27	144	128	89
	39%	43%	36%	40%	41%	37%	30%	36%	40%	49%
		B								FG
Not very important	103	58	45	17	38	48	10	37	39	17
	10%	12%	9%	8%	9%	13%	12%	9%	12%	9%
Not at all important	20	12	8	2	9	10	3	10	4	4
	2%	3%	2%	1%	2%	3%	3%	2%	1%	2%
Summary										
Top2Box (Important)	863	408	455	187	352	324	75	348	277	162
	87%	85%	90%	91%	88%	85%	85%	88%	87%	89%
Low2Box (Not important)	123	70	53	18	47	58	13	46	43	21
	13%	15%	10%	9%	12%	15%	15%	12%	13%	11%

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

10. [Top2Box (Important) Summary] To what extent do you believe the following are important when preparing your home for sale?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
Top2Box (Important) Summary										
Decluttering/purging	953	452	500	193	388	372	87	377	314	174
	97%	95%	98%	94%	97%	97%	99%	96%	98%	95%
			A							
Curb appeal	950	461	488	194	380	376	89	380	307	175
	96%	96%	96%	94%	95%	98%	100%	96%	96%	96%
						CD				
Renovations	867	403	464	184	360	323	79	347	281	160
	88%	84%	91%	89%	90%	84%	89%	88%	88%	87%
			A		E					
Professional inspection	863	408	455	187	352	324	75	348	277	162
	87%	85%	90%	91%	88%	85%	85%	88%	87%	89%
Staging	851	400	451	186	332	333	81	328	287	155
	86%	84%	89%	91%	83%	87%	91%	83%	90%	85%
			A	D					G	

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

10. [Low2Box (Not Important) Summary] To what extent do you believe the following are important when preparing your home for sale?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
Low2Box (Not Important) Summary										
Staging	135	78	57	19	67	49	8	67	33	28
	14%	16%	11%	9%	17%	13%	9%	17%	10%	15%
		B			C			H		
Professional inspection	123	70	53	18	47	58	13	46	43	21
	13%	15%	10%	9%	12%	15%	15%	12%	13%	11%
Renovations	120	75	45	22	39	59	10	48	39	23
	12%	16%	9%	11%	10%	16%	11%	12%	12%	13%
		B				D				
Curb appeal	37	17	20	12	19	6	0	15	13	8
	4%	4%	4%	6%	5%	2%	-	4%	4%	4%
				E	E					
Decluttering/purging	34	26	8	12	11	11	1	18	6	8
	3%	5%	2%	6%	3%	3%	1%	4%	2%	5%
		B								

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

11. Have you ever purchased a piece of property because of any of the following reasons?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
I like how they had painted the house	36	17	19	20	7	9	1	15	8	12
	4%	4%	4%	10%	2%	2%	2%	4%	2%	6%
				DE						H
The choice of flooring won me over	30	14	16	13	7	10	3	11	11	5
	3%	3%	3%	6%	2%	3%	3%	3%	3%	3%
				DE						
The kitchen had the most amazing appliances	21	9	11	10	5	6	4	10	3	4
	2%	2%	2%	5%	1%	2%	4%	3%	1%	2%
				DE						
The owners were willing to sell us all of the light fixtures	20	10	10	12	4	3	1	7	7	4
	2%	2%	2%	6%	1%	1%	2%	2%	2%	2%
				DE						
I fell in love with a piece of furniture in the house	6	1	5	6	0	0	1	2	1	1
	1%	0	1%	3%	-	-	2%	1%	0	1%
				DE						
None of the above	919	447	473	172	381	366	84	367	300	169
	93%	93%	93%	84%	95%	96%	94%	93%	94%	92%
					C	C				

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base

12. When was the last time you moved?

		GENDER		AGE			EDUCATION			
	Total	Male	Female	18-34	35-54	55+	<HS	HS	Post Sec	Univ Grad
		A	B	C	D	E	F	G	H	I
Base: Own primary residence	1027	538	489	155	370	502	84	333	453	157
Weighted	986	478	508	205	399	382	89*	395	320	183
In the last year	76	40	36	42	19	15	5	26	20	25
	8%	8%	7%	20%	5%	4%	5%	7%	6%	14%
				DE						FGH
In the last 12 to 24 months	67	23	44	38	13	16	4	26	19	17
	7%	5%	9%	19%	3%	4%	5%	7%	6%	10%
			A	DE						
Two to 5 years ago	200	88	112	65	74	61	17	86	65	31
	20%	18%	22%	32%	19%	16%	19%	22%	20%	17%
				DE						
More than 5 years ago	644	328	316	61	292	290	63	256	216	109
	65%	69%	62%	30%	73%	76%	71%	65%	67%	60%
		B			C	C				

Proportions/Mean: Columns Tested (5% risk level) - A/B - C/D/E - F/G/H/I Overlap formulae used. * small base