

Summary of Highlights for OMREB Monthly Buyers Survey

January, 2011 compared to December, 2010

BUYER PROFILE – Highlights	DECEMBER 2010	JANUARY 2011
<i>Best describe your most recent Buyer (moving to/from property type):</i>	Moving Up – 25% First Time Buyer – 21.4% Single Family Res to Strata – 8.9% Recreation Property – 8.9% Revenue Property Investor – 7.1% Strata to Single Family – 5.4% Retirement Community – 3.6%	Moving Up –31.7% First Time Buyer – 27% Single Family Res to Strata – 7.9% Revenue Property Investor – 4.8% Recreation Property – 3.2% Strata to Single Family – 3.2% Retirement Community – 1.6%
<i>Describe the Buyer (family dynamic):</i>	Couple without children – 25% Two parent family with children –21.4% Single Female – 16.1% Empty Nesters/Retired – 14.3% Single Male – 14.3% Single Parent with children – 5.4%	Two parent family with children – 29.9% Couple without children – 19.4% Single Female – 17.9% Single Male – 13.4% Empty Nesters/Retired – 11.9% Single Parent with children – 3%
<i>How did Buyer finance purchase?</i>	Conventional Mortgage (20% or more down) – 55.4% High Ratio Mortgage (<20% down)–23.2% All Cash – 19.6% Used Rental Income to Qualify – 3.6%	Conventional Mortgage (20% or more down) – 53.8% High Ratio Mortgage (<20% down) –27.7% All Cash – 18.5% Used Rental Income to Qualify – 0%
<i>Where did Buyer move from?</i>	From within OMREB Board area – 56.1% From Alberta – 14% From Lower Mainland/Van Island– 10.5% From Saskatchewan/Manitoba – 7% From Other Areas in BC – 5.3% From Outside Canada – 5.3% From Eastern Canada/Maritimes – 1.8 %	From within OMREB Board area – 64.2% From Lower Mainland/Van Island –13.4% From Alberta – 9% From Other Areas in BC – 6% From Saskatchewan/Manitoba – 4.5% From Eastern Canada/Maritimes –1.5 % From Outside Canada – 1.5%
<i>In what area was property purchased?</i>	Kelowna/West Kelowna – 50.9% Vernon/Coldstream – 22.8% Central Okanagan (outside K/WK) – 14% Salmon Arm – 5.3% North Okanagan (outside V/CS) – 3.5% Shuswap/Revelstoke (outside SA) – 3.5%	Kelowna/West Kelowna – 56.7% Central Okanagan (outside K/WK) – 13.4% Vernon/Coldstream – 10.4% North Okanagan (outside V/CS) – 9% Salmon Arm – 9% Shuswap/Revelstoke (outside SA) – 1.5%