









How would you best describe your most recent Buyer - property category? (Check one or more.)

		Response Percent	Response Count
First time buyer		14.0%	21
Moving from one property to an upgraded property		26.0%	39
Moving from a strata property to a single family home		4.7%	7
Moving from a single family home to a strata property		11.3%	17
Moving into a retirement home/senior's community		4.0%	6
Buying revenue property for investment purposes		9.3%	14
Buying recreational property		4.7%	7
Other		27.3%	41

If "Other", please specify (explain). 43

answered question	150
skipped question	2

Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

1	Divorce	Aug 8, 2011 6:05 PM
2	Moving from AB to BC	Aug 8, 2011 11:10 AM
3	Buying home for daughter to live in while attending OUC	Aug 8, 2011 9:24 AM
4	moving from a strata to a strata	Aug 6, 2011 6:01 PM

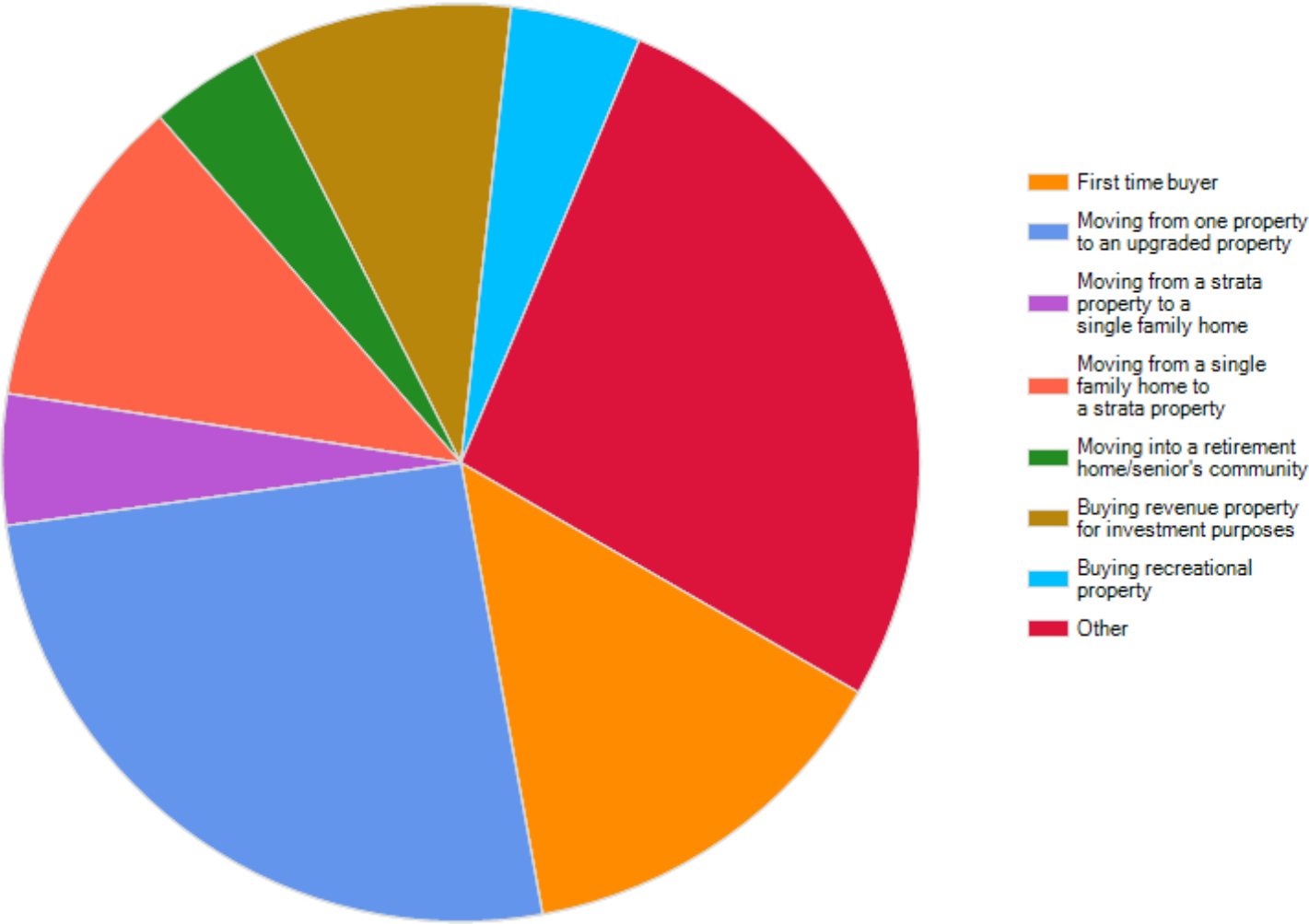
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

5	moving from strata to a downsized strata property	Aug 5, 2011 8:52 PM
6	moving from S Surry to Kelowna	Aug 5, 2011 3:10 PM
7	Downsizing	Aug 5, 2011 2:55 PM
8	relocating to the Okanagan	Aug 5, 2011 2:54 PM
9	divorce situation. One spouse buying another property	Aug 5, 2011 10:21 AM
10	Moving closer into Kelowna from the outskirts	Aug 5, 2011 9:25 AM
11	Buying temp house after selling and still building new house	Aug 4, 2011 9:46 PM
12	Moving from a rental into their own home	Aug 4, 2011 4:24 PM
13	Move to fix it up.	Aug 4, 2011 4:03 PM
14	IMoving from single family home to mobile home in park.	Aug 4, 2011 3:15 PM
15	Builder buying a spec lot	Aug 4, 2011 3:10 PM
16	Home in BC and away in winter...	Aug 4, 2011 2:55 PM
17	Moving from renting to their own home	Aug 4, 2011 2:45 PM
18	downsizing-from gated community to condo	Aug 4, 2011 11:07 AM
19	Downsizing	Aug 4, 2011 11:03 AM
20	Job transfer	Aug 4, 2011 10:23 AM
21	downgrading	Aug 4, 2011 9:53 AM
22	Home builder buying lot for spec home	Aug 4, 2011 9:46 AM
23	Moving from a rental property	Aug 4, 2011 9:36 AM
24	purchased a vacant lot	Aug 4, 2011 9:20 AM
25	Returning to Canada from extended work/time abroad	Aug 4, 2011 8:23 AM
26	Renting now and wanting to buy	Aug 3, 2011 10:39 PM
27	Sold town home 2 yrs ago bought condo	Aug 3, 2011 9:30 PM
28	Moving from home in Alberta to Kelowna	Aug 3, 2011 7:22 PM
29	from a house to a manufactured home	Aug 3, 2011 6:19 PM
30	down sizing a single family home	Aug 3, 2011 4:50 PM
31	Relocating from Port Coquitlam strata to Vernon strata, buying down	Aug 3, 2011 4:42 PM
32	Moving from single family home to mobile home	Aug 3, 2011 4:36 PM
33	moving from a rental - not first time buyers	Aug 3, 2011 3:51 PM








Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

34	Moving from out of country	Aug 3, 2011 3:37 PM
35	a second property for when they are visiting family	Aug 3, 2011 3:28 PM
36	Charlie	Aug 3, 2011 3:07 PM
37	Previous owner moving from rental to owning	Aug 3, 2011 3:05 PM
38	lateral move to another location in the city	Aug 3, 2011 3:00 PM
39	Lot for retirement home	Aug 3, 2011 3:00 PM
40	Moving from senior's community to another senior's community	Aug 3, 2011 3:00 PM
41	lot for 2nd home	Aug 3, 2011 2:59 PM
42	from one adult retirement home to another	Aug 3, 2011 2:57 PM
43	Buying property to use for commercial purposes	Aug 3, 2011 2:56 PM

How would you best describe your most recent Buyer - property category? (Check one or more.)



Please describe the Buyer - demographic/family status. (Check one or more.)

		Response Percent	Response Count
Single male		5.9%	9
Single female		13.8%	21
Couple without children		25.0%	38
Two parent family with children		27.6%	42
Single parent with children		4.6%	7
Empty nesters or retired		23.0%	35
Other		5.3%	8

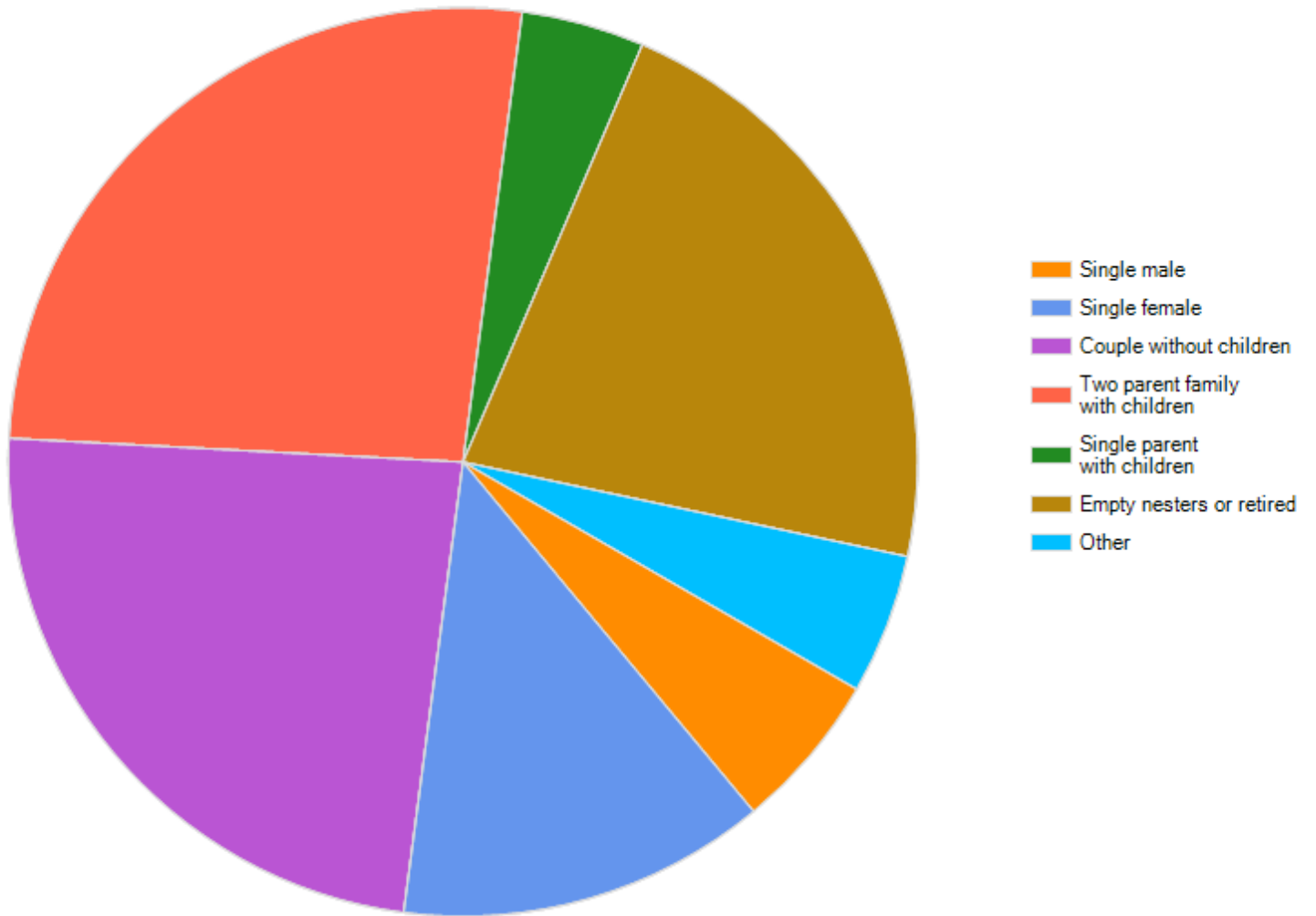
If "Other", please specify. 9

answered question	152
skipped question	0





Q2. Please describe the Buyer - demographic/family status. (Check one or more.)

1	has grown up children	Aug 5, 2011 3:10 PM
2	Company - Home Builder	Aug 4, 2011 9:46 AM
3	Builder	Aug 3, 2011 6:08 PM
4	Adult children, husband employed locally, wife looking for work	Aug 3, 2011 4:42 PM
5	Group of investors	Aug 3, 2011 3:57 PM
6	Widowed Female	Aug 3, 2011 3:45 PM
7	Corporation	Aug 3, 2011 3:11 PM
8	Three brothers	Aug 3, 2011 2:57 PM
9	Business partners	Aug 3, 2011 2:56 PM

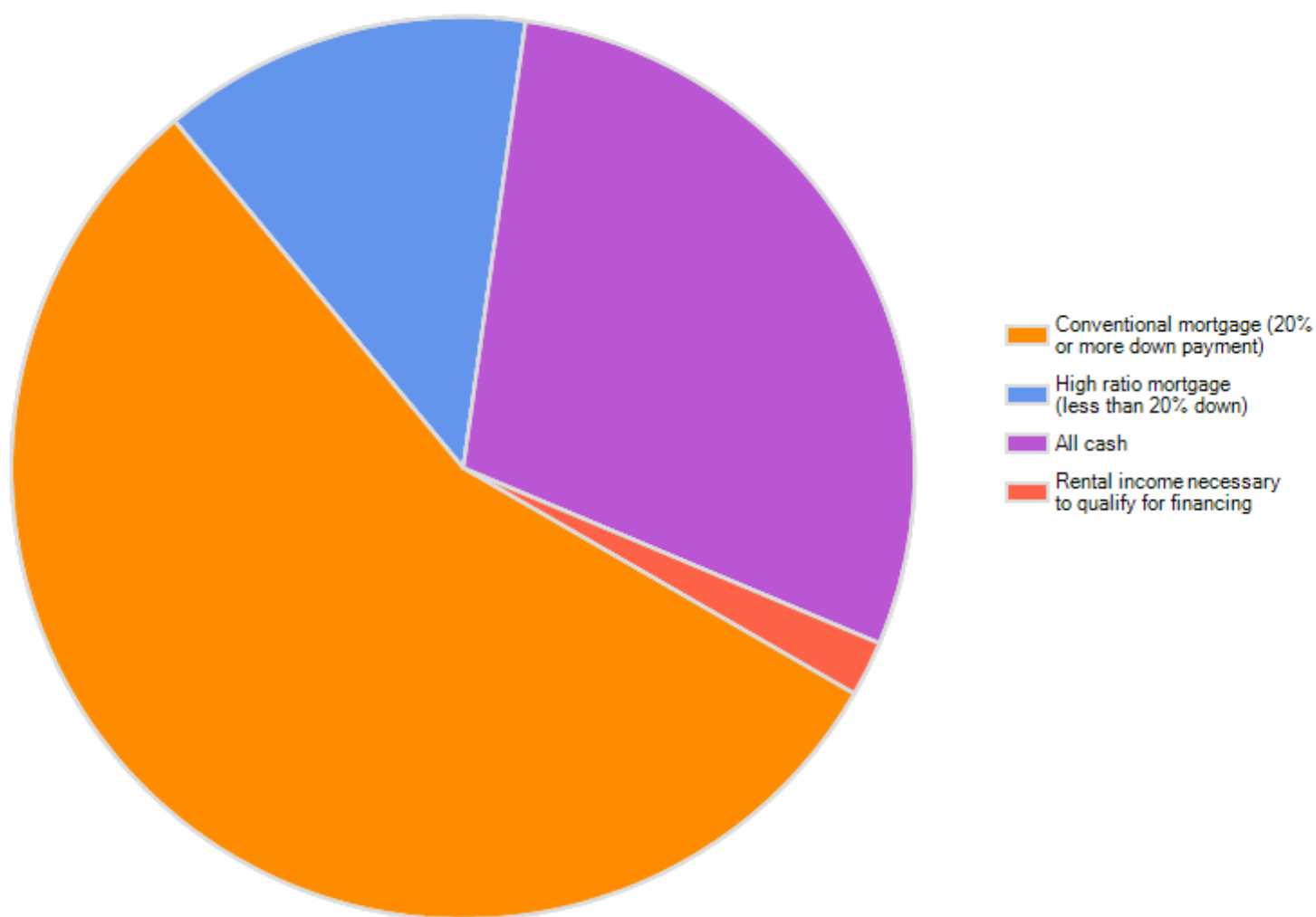
Please describe the Buyer - demographic/family status. (Check one or more.)










How did the Buyer finance the purchase? (Select one or more answers.)

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		56.0%	84
High ratio mortgage (less than 20% down)		13.3%	20
All cash		29.3%	44
Rental income necessary to qualify for financing		2.0%	3
		answered question	150
		skipped question	2

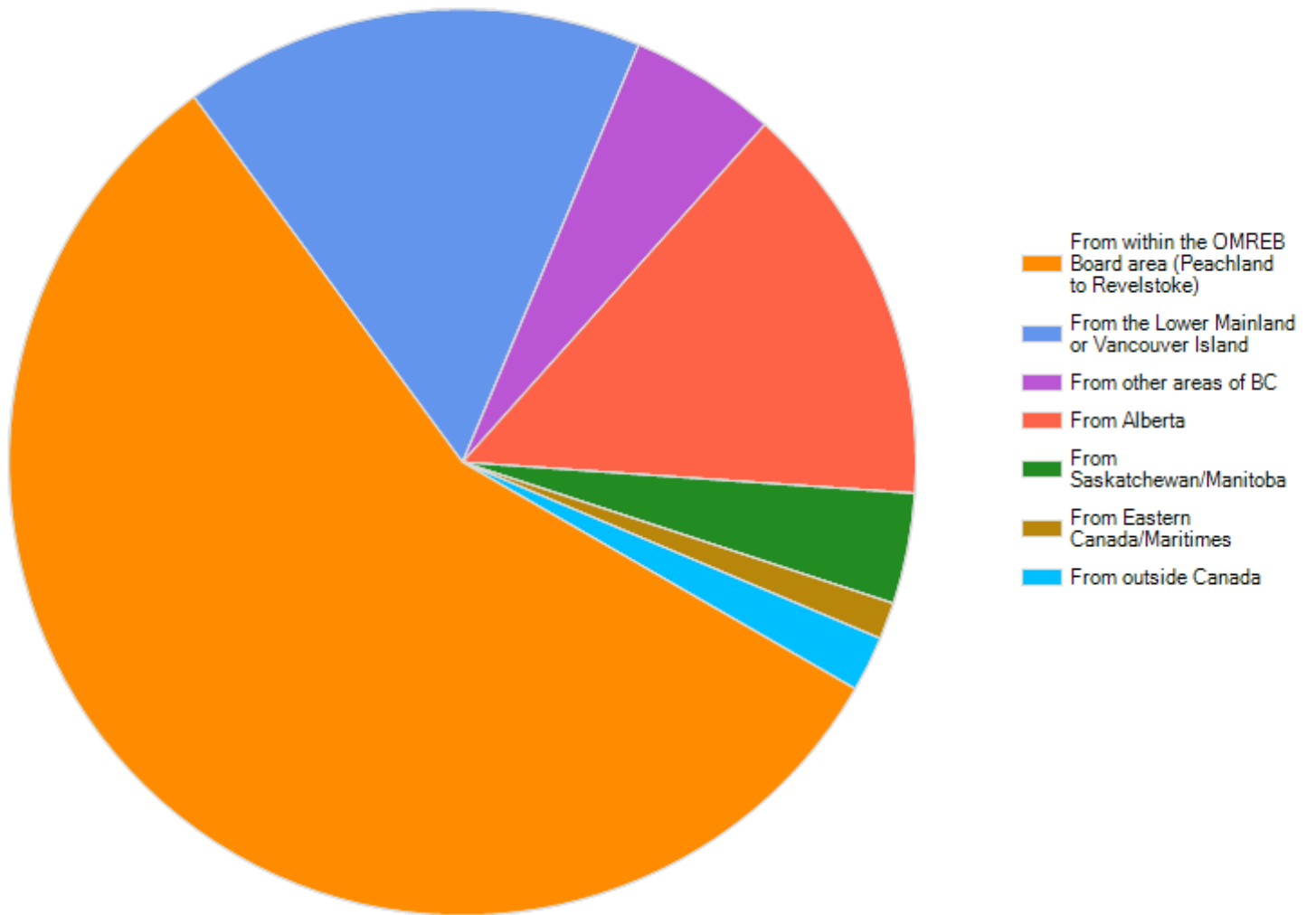
How did the Buyer finance the purchase? (Select one or more answers.)









Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

		Response Percent	Response Count
From within the OMREB Board area (Peachland to Revelstoke)		56.6%	86
From the Lower Mainland or Vancouver Island		16.4%	25
From other areas of BC		5.3%	8
From Alberta		14.5%	22
From Saskatchewan/Manitoba		3.9%	6
From Eastern Canada/Maritimes		1.3%	2
From outside Canada		2.0%	3
		answered question	152
		skipped question	0

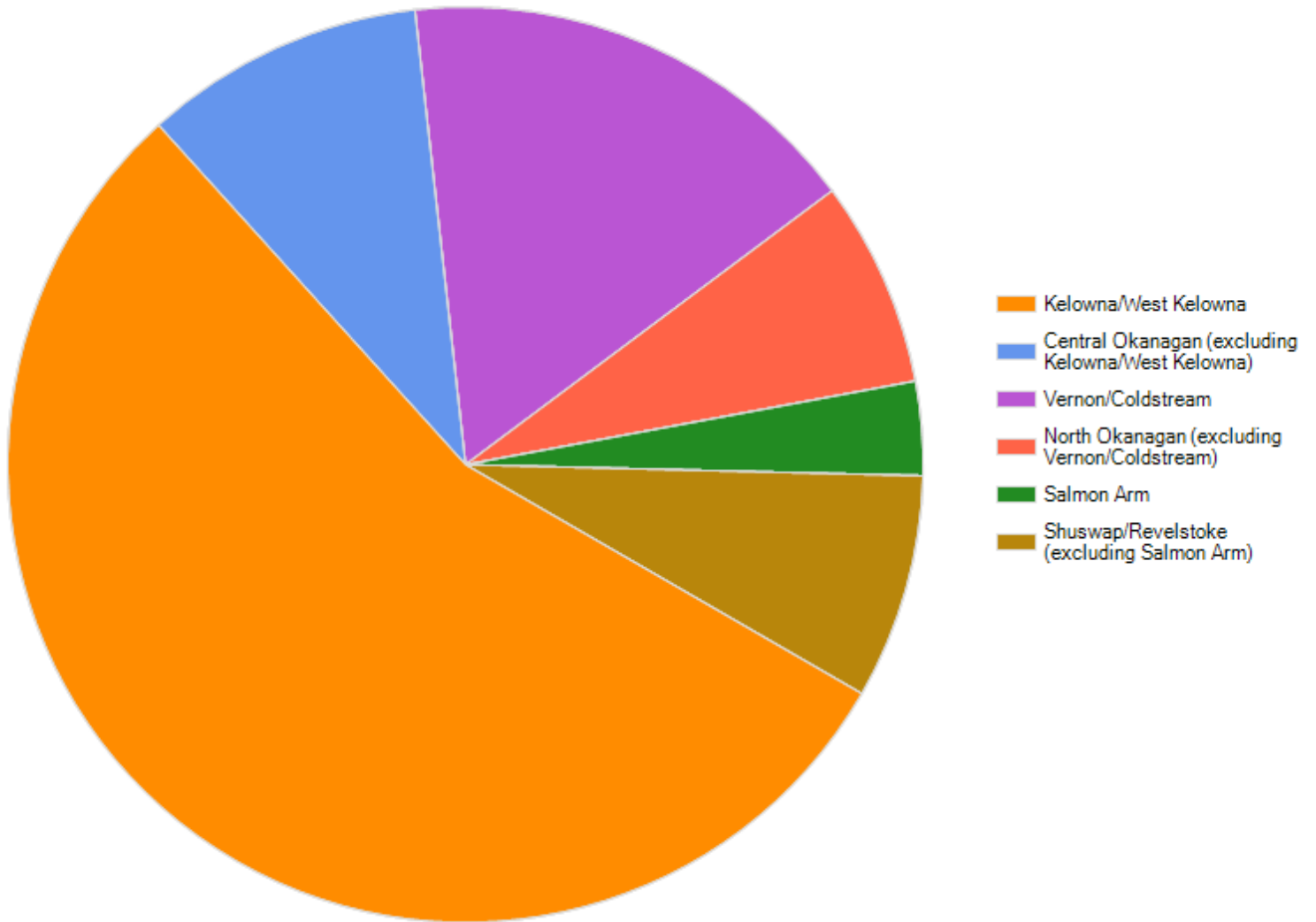
Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)



In what area was the property purchased? (Select one answer.)

		Response Percent	Response Count
Kelowna/West Kelowna		55.0%	83
Central Okanagan (excluding Kelowna/West Kelowna)		9.9%	15
Vernon/Coldstream		16.6%	25
North Okanagan (excluding Vernon/Coldstream)		7.3%	11
Salmon Arm		3.3%	5
Shuswap/Revelstoke (excluding Salmon Arm)		7.9%	12
		answered question	151
		skipped question	1

In what area was the property purchased? (Select one answer.)



Please add your comments here (optional):

	Response Count
	23
answered question	23
skipped question	129

Q6. Please add your comments here (optional):

1	Bought land and are having a home built on it. Semi-retired.	Aug 5, 2011 5:35 PM
2	Has previously owned a property at Predator Ridge. Is buying a bigger home with a better view.	Aug 5, 2011 5:33 PM
3	Buyers previously owned a fractional home at Predator Ridge resort. They wanted to be able to spend more time here.	Aug 5, 2011 5:32 PM
4	Lakeview Heights	Aug 5, 2011 3:10 PM
5	I love OMREB!	Aug 4, 2011 9:51 PM
6	I love OMREB.	Aug 4, 2011 9:46 PM
7	Owned a 1/6 th fractional property at Predator Ridge for many years. Wanted to upgrade to another recreational property.	Aug 4, 2011 8:41 PM
8	Predator Ridge - upgrading from a condo home to a duplex home with a fabulous view	Aug 4, 2011 8:37 PM
9	Happy to not have to rent any more. Bought with suite.	Aug 4, 2011 4:24 PM
10	There home took a long time to sell, but we got the job done and they moved on to buy their condo.	Aug 4, 2011 4:21 PM
11	Bought Strata Property for child attending UBC.	Aug 4, 2011 1:22 PM
12	purchasers plan to build their retirement home in a couple of years	Aug 4, 2011 9:20 AM
13	Seasoned purchasers, have been renting for two years till prices came down.	Aug 4, 2011 9:16 AM
14	They own in Playa and bought another unit for income	Aug 4, 2011 8:19 AM
15	This was a condo purchase at Big White - the buyer is not moving, just investing at the resort	Aug 3, 2011 6:55 PM

Q6. Please add your comments here (optional):

16	Single young woman purchase with financial help of a family member	Aug 3, 2011 5:13 PM
17	The Buyers were paying off debt and buying down. Their selection was \$170 beneath the proceeds of their sale in Port Coquitlam.	Aug 3, 2011 4:42 PM
18	Buyers are returning British Columbians.	Aug 3, 2011 4:36 PM
19	Winfield	Aug 3, 2011 3:54 PM
20	Purchaser already owns a rental unit in the building but bought this one to move into from her detached house.	Aug 3, 2011 3:45 PM
21	Mother bought a mobile home for son and fiance	Aug 3, 2011 3:36 PM
22	#3 needs to have another catagory. ie; "other" or "vendor financing"	Aug 3, 2011 3:24 PM
23	this is an extended family buying a home together. All have immigrated to Canada.	Aug 3, 2011 3:24 PM