

## **Summary of Highlights for OMREB Monthly Buyers Survey**

*February, 2011 compared to January, 2011*

BUYER PROFILE – Highlights	JANUARY 2011	FEBRUARY 2011
<i><b>Best describe your most recent Buyer (moving to/from property type):</b></i>	<b>Moving Up –31.7%</b> 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%	<b>First Time Buyer –31.9%</b> Moving Up – 24.2% Single Family Res to Strata – 9.9% Revenue Property Investor – 9.9% Strata to Single Family – 6.6% Retirement Community – 4.4% Recreation Property – 0%
<i><b>Describe the Buyer (family dynamic):</b></i>	<b>Two parent family with children – 29.9%</b> Couple without children – 19.4% Single Female – 17.9% Single Male – 13.4% Empty Nesters/Retired – 11.9% Single Parent with children – 3%	<b>Two parent family with children – 26.4%</b> Couple without children – 25.3% Single Female – 16.5% Empty Nesters/Retired – 16.5% Single Parent with children – 7.7% Single Male – 6.6%
<i><b>How did Buyer finance purchase?</b></i>	<b>Conventional Mortgage (20% or more down) – 53.8%</b> High Ratio Mortgage (<20% down) –27.7% All Cash – 18.5% Used Rental Income to Qualify – 0%	<b>Conventional Mortgage (20% or more down) – 55.8%</b> High Ratio Mortgage (<20% down) – 31.6% All Cash – 11.6% Used Rental Income to Qualify – 3.2%
<i><b>Where did Buyer move from?</b></i>	<b>From within OMREB Board area – 64.2%</b> 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%	<b>From within OMREB Board area – 69.9%</b> From Lower Mainland/Van Island –8.6% From Other Areas in BC – 8.6% From Alberta – 6.5% From Eastern Canada/Maritimes – 4.3 % From Outside Canada – 2.2% From Saskatchewan/Manitoba – 0%
<i><b>In what area was property purchased?</b></i>	<b>Kelowna/West Kelowna – 56.7%</b> 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%	<b>Kelowna/West Kelowna – 64.2%</b> Vernon/Coldstream –20% Central Okanagan (outside K/WK) – 6.3% North Okanagan (outside V/CS) – 4.2% Salmon Arm – 4.2% Shuswap/Revelstoke (outside SA) – 1.1%