

## Summary of Highlights for OMREB Monthly Buyers Survey

*March, 2011 compared to January & February, 2011*

BUYER PROFILE – Highlights	JANUARY 2011	FEBRUARY 2011	MARCH 2011
<b>Best describe your most recent Buyer (moving to/from property type):</b>	<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%	<b>Moving Up – 25.6%</b> First Time Buyer –18.9% Single Family Res to Strata – 13.3% Revenue Property Investor –11.1% Strata to Single Family – 5.6% Recreation Property – 5.6% Retirement Community – 2.2%
<b>Describe the Buyer (family dynamic):</b>	<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%	<b>Couple without children – 25.8%</b> Empty Nesters/Retired – 25.8% Two parent family with children – 22.5% Single Male –13.5% Single Parent with children – 6.7% Single Female – 6.7%
<b>How did Buyer finance purchase?</b>	<b>Conventional Mortgage (&gt;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%	<b>Conventional Mortgage (20% or more down) – 45.3%</b> All Cash – 37.2% High Ratio Mortgage (<20% down)– 16.3% Used Rental Income to Qualify – 2.3%
<b>Where did Buyer move from?</b>	<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%	<b>From within OMREB Board area – 57.8%</b> From Alberta –13.3% From Other Areas in BC – 8.9% From Lower Mainland/Van Island – 6.7% From Eastern Canada/Maritimes – 4.4 % From Saskatchewan/Manitoba – 4.4% From Outside Canada – 4.4%
<b>In what area was property purchased?</b>	<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%	<b>Kelowna/West Kelowna – 47.8%</b> Vernon/Coldstream –14.4% Shuswap/Revelstoke (outside SA) – 12.2% North Okanagan (outside V/CS) – 10% Central Okanagan (outside K/WK) – 7.8% Salmon Arm – 7.8%

## Summary of Highlights for the First Four OMREB Monthly Buyers Surveys

*September, October, November & December, 2010*

<b>BUYER PROFILE - Highlights</b>	<b>SEPTEMBER 2010</b>	<b>OCTOBER 2010</b>	<b>NOVEMBER 2010</b>	<b>DECEMBER 2010</b>
<b>Best describe your most recent Buyer (moving to/from property type):</b>	<b>First Time Buyer – 29.5%</b> <b>Moving Up – 17%</b> <b>Single Family Res to Strata – 10.2%</b> <b>Revenue Property Investor – 9.1%</b> <b>Recreation Property – 6.8%</b> <b>Strata to Single Family – 6.8%</b> <b>Retirement Community – 3.4%</b>	<b>Moving Up – 23.1%</b> <b>First Time Buyer – 21.3%</b> <b>Single Family Res to Strata – 12%</b> <b>Revenue Property Investor – 10.2%</b> <b>Strata to Single Family – 9.3%</b> <b>Retirement Community – 8.3%</b> <b>Recreation Property – 5.6%</b>	<b>First Time Buyer – 27.9%</b> <b>Moving Up – 24.4%</b> <b>Single Family Res to Strata – 12.8%</b> <b>Revenue Property Investor – 5.8%</b> <b>Recreation Property – 4.7%</b> <b>Strata to Single Family – 3.5%</b> <b>Retirement Community – 3.5%</b>	<b>Moving Up – 25%</b> <b>First Time Buyer – 21.4%</b> <b>Single Family Res to Strata – 8.9%</b> <b>Recreation Property – 8.9%</b> <b>Revenue Property Investor – 7.1%</b> <b>Strata to Single Family – 5.4%</b> <b>Retirement Community – 3.6%</b>
<b>Describe the Buyer (family dynamic):</b>	<b>Couple without children – 27.2%</b> <b>Two parent family with children – 23.9%</b> <b>Empty Nesters/Retired – 17.4%</b> <b>Single Female – 15.2%</b> <b>Single Male – 13%</b>	<b>Couple without children – 30%</b> <b>Empty Nesters/Retired – 24.5%</b> <b>Two parent family with children – 23.6%</b> <b>Single Male – 14.5%</b> <b>Single Female – 12.7%</b>	<b>Two parent family with children – 28.4%</b> <b>Couple without children – 20.5%</b> <b>Empty Nesters/Retired – 18.2%</b> <b>Single Male – 15.9%</b> <b>Single Female – 14.8%</b>	<b>Couple without children – 25%</b> <b>Two parent family with children – 21.4%</b> <b>Single Female – 16.1%</b> <b>Empty Nesters/Retired – 14.3%</b> <b>Single Male – 14.3%</b>
<b>How did Buyer finance purchase?</b>	<b>Conventional Mortgage (20% or more down) – 57.8%</b> <b>All Cash – 22.2%</b> <b>High Ratio Mortgage (&lt;20% down) – 22.2%</b> <b>Used Rental Income to Qualify – 0%</b>	<b>Conventional Mortgage (20% or more down) – 48.2%</b> <b>All Cash – 33.6%</b> <b>High Ratio Mortgage (&lt;20% down) – 21.8%</b> <b>Used Rental Income to Qualify – 2.7%</b>	<b>Conventional Mortgage (20% or more down) – 59.8%</b> <b>High Ratio Mortgage (&lt;20% down) – 21.8%</b> <b>All Cash – 18.4%</b> <b>Used Rental Income to Qualify – 2.3%</b>	<b>Conventional Mortgage (20% or more down) – 55.4%</b> <b>High Ratio Mortgage (&lt;20% down) – 23.2%</b> <b>All Cash – 19.6%</b> <b>Used Rental Income to Qualify – 3.6%</b>
<b>Where did Buyer move from?</b>	<b>From within OMREB Board area – 59.8%</b> <b>From Alberta – 15.2%</b> <b>From Lower Mainland/Van Island – 12%</b> <b>From Other Areas in BC – 9.8%</b> <b>From Outside Canada – 2.2 %</b> <b>From Saskatchewan/Manitoba – 1.1%</b> <b>From Eastern Canada/Maritimes – 0%</b>	<b>From within OMREB Board area – 57.3%</b> <b>From Lower Mainland/Van Island – 14.5%</b> <b>From Alberta – 13.6%</b> <b>From Other Areas in BC – 7.3%</b> <b>From Eastern Canada/Maritimes – 3.6 %</b> <b>From Saskatchewan/Manitoba – 2.7%</b> <b>From Outside Canada – 0.9 %</b>	<b>From within OMREB Board area – 57.1%</b> <b>From Lower Mainland/Van Island – 17.6%</b> <b>From Alberta – 13.2%</b> <b>From Other Areas in BC – 8.8 %</b> <b>From Eastern Canada/Maritimes – 2.2%</b> <b>From Saskatchewan/Manitoba – 1.1%</b> <b>From Outside Canada – 0%</b>	<b>From within OMREB Board area – 56.1%</b> <b>From Alberta – 14%</b> <b>From Lower Mainland/Van Island – 10.5%</b> <b>From Saskatchewan/Manitoba – 7%</b> <b>From Other Areas in BC – 5.3%</b> <b>From Outside Canada – 5.3%</b> <b>From Eastern Canada/Maritimes – 1.8 %</b>
<b>In what area was property purchased?</b>	<b>Kelowna/West Kelowna – 49.8%</b> <b>Vernon/Coldstream – 20.7%</b> <b>Central OK (outside K/WK) – 13%</b> <b>North OK (outside V/CS) – 9.8%</b> <b>Salmon Arm – 5.4%</b> <b>Shuswap/Revelstoke (outside SA) – 3.3%</b>	<b>Kelowna/West Kelowna – 54.5%</b> <b>Vernon/Coldstream – 17.3%</b> <b>Central OK (outside K/WK) – 8.2%</b> <b>Salmon Arm – 8.2%</b> <b>North OK (outside V/CS) – 7.3%</b> <b>Shuswap/Revelstoke (outside SA) – 4.5%</b>	<b>Kelowna/West Kelowna – 48.4%</b> <b>Shuswap/Revelstoke (outside SA) – 13.2%</b> <b>Vernon/Coldstream – 12.1%</b> <b>Central OK (outside K/WK) – 11 %</b> <b>Salmon Arm – 7.7%</b> <b>North OK (outside V/CS) – 7.7%</b>	<b>Kelowna/West Kelowna – 50.9%</b> <b>Vernon/Coldstream – 22.8%</b> <b>Central OK (outside K/WK) – 14%</b> <b>Salmon Arm – 5.3%</b> <b>North OK (outside V/CS) – 3.5%</b> <b>Shuswap/Revelstoke (outside SA) – 3.5%</b>