

OMREB MONTHLY BUYERS SURVEY 2011 through 2012 Averages

2012 AVERAGE – January through June:

On average during the first 6 months of 2012, home buyers have been coming from:

- Within the OMREB Board area (61.0%)
- Alberta (15.2%)
- Lower Mainland/Vancouver Island (9.8%)
- Other areas of BC (9.0%)
- Eastern Canada/Maritimes (2.5%)
- Saskatchewan/Manitoba (1.7%)
- Outside Canada (1.2%)
- North West Territories/Yukon* (0.2%)

*Seventh month reported (first recorded in Sept 2011 at 0.5%)

On average, during the months of January through May, 2012:

- Move-up Buyers accounted for **25.3%** of the purchasers
- First-time Buyers comprised **21.2**%

PAGE 2

2011 AVERAGE – January through December:

On average during the 12 months of 2011, home buyers have been coming from:

- Within the OMREB Board area (56.5%)
- Alberta (14.9%)
- Lower Mainland/Vancouver Island (11.1%)
- Other areas of BC (8.3%)
- Eastern Canada/Maritimes (3.1%)
- Saskatchewan/Manitoba (3.1%)
- Outside Canada (2.4%)
- North West Territories/Yukon* (0%)

*First month reported – Sept 2011 (0.5%)

On average, during 2011:

- Move-up Buyers accounted for 24.0% of the purchasers
- First-time Buyers comprised **20.9**%

2010 AVERAGE – September through December (4th Quarter):

On average during the last 4 months of 2010, home buyers were coming from:

- Within the OMREB Board area (57.6%)
- Lower Mainland/Vancouver Island (14.2%)
- Alberta (14.0%)
- Other areas of BC (7.1%)
- Saskatchewan/Manitoba (4.0%)
- Eastern Canada/Maritimes (2.5%)
- Outside Canada (2.1%).

On average, during the last quarter of 2010:

- Move-up Buyers accounted for **21.5%** of the purchasers
- First-time Buyers comprised **26.2%**

PAGE 3

22-MONTH AVERAGE - September 2010 through June 2012:

Since the Survey was launched in 2010, on average home buyers have been coming from:

- Within the OMREB Board area (58.4%)
- Alberta (14.6%)
- Lower Mainland/Vancouver Island (11.7%)
- Other areas of BC (8.1%)
- Saskatchewan/Manitoba (3.0%)
- Eastern Canada/Maritimes (2.6%)
- Outside Canada (1.9%)
- North West Territories/Yukon* (0.1%)

*First month reported - Sept 2011 (0.5%)

On average over the last 22 months:

- First-time Buyers comprised 22.7% of the purchasers
- Move-up Buyers accounted for **23.6%**