

Summary of Highlights for OMREB Monthly Buyers Survey

Results for February 2013 (1st Quarter)

BUYER PROFILE – Highlights	JANUARY 2013	FEBRUARY 2013
<i>Best describe your most recent Buyer (moving to/from property type)</i>	First Time Buyer – 24.8% Moving Up – 19.8% Revenue Property Investor – 13.2% Recreation Property – 11.6% Single Family Res to Strata – 10.7% Strata to Single Family – 3.3% Retirement Community – 2.5%	Moving Up – 21.3% First Time Buyer – 19.7% Recreation Property – 12.6% Revenue Property Investor – 9.4% Single Family Res to Strata – 7.1% Retirement Community – 7.1% Strata to Single Family – 6.3%
<i>Describe the Buyer (family dynamic):</i>	Two parent family/children – 32.2% Couple without children – 25.6% Empty Nesters/Retired – 19.8% Single Female – 10.7% Single Male – 9.9% Single Parent with children – 2.5%	Two parent family/children – 30.5% Couple without children – 25.8% Empty Nesters/Retired – 18.8% Single Female – 10.9% Single Male – 7.8% Single Parent with children – 3.1%
<i>How did Buyer finance purchase?</i>	Conventional Mortgage (>20% down) – 50.8% All Cash – 25.4% High Ratio (<20% down) – 23.8% Rental Income to Qualify – 1.6%	Conventional Mortgage (>20% down) – 48.1% High Ratio (<20% down) – 27.1% All Cash – 24.0% Rental Income to Qualify – 1.6%
<i>Where did Buyer move from?</i>	From within Board Area – 61.5% From Lower Mainland/Island – 14.8% From Alberta – 11.5% From Other Areas in BC – 4.1% From E Canada/Maritimes – 4.1% From Sask/Man – 2.5% From Outside Canada – 1.6% From NWT/Yukon – 0%	From within Board Area – 68.2% From Alberta – 11.6% From Lower Mainland/Island – 5.4% From Other Areas in BC – 5.4% From E Canada/Maritimes – 3.1% From Sask/Man – 3.1% From Outside Canada – 3.1% From NWT/Yukon – 0%
<i>In what area was property purchased?</i>	Kelowna/West Kelowna – 63.9% Central OK (outside K/WK) – 8.2% Vernon/Coldstream – 7.4% North OK (outside V/CS) – 7.4% Shuswap/Rev (outside SA) – 7.4% Salmon Arm – 5.7%	Kelowna/West Kelowna – 57.4% Vernon/Coldstream – 14.7% North OK (outside V/CS) – 8.5% Central OK (outside K/WK) – 7.0% Shuswap/Rev (outside SA) – 7.0% Salmon Arm – 5.4%

See page 2 for 4th Quarter 2012 highlights...

Summary of Highlights for OMREB Monthly Buyers Survey

Results for December 2012 (4th Quarter)

BUYER PROFILE – Highlights	OCTOBER 2012	NOVEMBER 2012	DECEMBER 2012
Best describe your most recent Buyer (moving to/from property type)	Moving Up – 24.7% First Time Buyer – 19.1% Single Family Res to Strata – 10.1% Revenue Property Investor – 8.4% Recreation Property – 7.3% Strata to Single Family – 5.6% Retirement Community – 2.8%	Moving Up – 28.7% First Time Buyer – 18.9% Revenue Property Investor – 12.8% Single Family Res to Strata – 10.4% Recreation Property – 9.1% Strata to Single Family – 4.3% Retirement Community – 3.7%	Moving Up – 29.9% First Time Buyer – 17.5% Recreation Property – 11.3% Revenue Property Investor – 9.3% Single Family Res to Strata – 5.2% Strata to Single Family – 4.1% Retirement Community – 3.1%
Describe the Buyer (family dynamic):	Empty Nesters/Retired – 24.0% Couple without children – 23.0% Two parent family/children – 18.6% Single Male – 16.4% Single Female – 14.8% Single Parent with children – 3.8%	Couple without children – 27.1% Two parent family/children – 27.1% Empty Nesters/Retired – 19.4% Single Female – 10.0% Single Male – 8.8% Single Parent with children – 5.3%	Two parent family/children – 29.0% Empty Nesters/Retired – 21.0% Couple without children – 20.0% Single Female – 15.0% Single Male – 13.0% Single Parent with children – 4.0%
How did Buyer finance purchase?	Conventional Mortgage (>20% down) – 48.4% All Cash – 35.2% High Ratio (<20% down) – 15.9% Rental Income to Qualify – 0.5%	Conventional Mortgage (>20% down) – 44.4% All Cash – 34.9% High Ratio (<20% down) – 20.1% Rental Income to Qualify – 1.8%	Conventional Mortgage (>20% down) – 53.5% All Cash – 30.3% High Ratio (<20% down) – 16.2% Rental Income to Qualify – 0%
Where did Buyer move from?	From within Board Area – 57.1% From Alberta – 14.3% From Lower Mainland/Island – 13.7% From Other Areas in BC – 8.8% From E Canada/Maritimes – 2.7% From Outside Canada – 2.2% From Sask/Man – 0.5% From NWT/Yukon – 0.5%	From within Board Area – 57.6% From Alberta – 11.6% From Lower Mainland/Island – 10.5% From Other Areas in BC – 9.3% From Sask/Man – 4.1% From Outside Canada – 3.5% From E Canada/Maritimes – 2.9% From NWT/Yukon – 0.6%	From within Board Area – 68.7% From Alberta – 9.0% From Lower Mainland/Island – 7.1% From Other Areas in BC – 4.0% From E Canada/Maritimes – 4.0% From Outside Canada – 3.0% From Sask/Man – 2.0% From NWT/Yukon – 2.0%
In what area was property purchased?	Kelowna/West Kelowna – 48.1% Vernon/Coldstream – 18.0% North OK (outside V/CS) – 10.9% Shuswap/Rev (outside SA) – 10.4% Central OK (outside K/WK) – 6.6% Salmon Arm – 6.0%	Kelowna/West Kelowna – 51.2% Vernon/Coldstream – 18.6% Central OK (outside K/WK) – 9.9% Shuswap/Rev (outside SA) – 7.6% Salmon Arm – 7.0% North OK (outside V/CS) – 5.8%	Kelowna/West Kelowna – 53.0% Vernon/Coldstream – 18.0% Central OK (outside K/WK) – 13.0% Shuswap/Rev (outside SA) – 9.0% Salmon Arm – 6.0% North OK (outside V/CS) – 1.0%