

Summary of Highlights for OMREB Monthly Buyers Survey

Results for June 2012 (2nd Quarter – April through June)

BUYER PROFILE – Highlights	APRIL 2012	MAY2012	JUNE 2012
Best describe your most recent Buyer (moving to/from property type)	Moving Up – 31.0% First Time Buyer – 17.6% Single Family Res to Strata – 16.6% Revenue Property Investor – 10.7% Recreation Property – 4.8% Retirement Community – 4.3% Strata to Single Family – 3.2%	Moving Up – 25.5% First Time Buyer – 20.9% Single Family Res to Strata – 12.3% Recreation Property – 11.4% Revenue Property Investor – 7.7% Strata to Single Family – 4.1% Retirement Community – 2.7%	Moving Up – 29.3% First Time Buyer – 22.8% Single Family Res to Strata – 16.8% Recreation Property – 7.6% Revenue Property Investor – 6.0% Strata to Single Family – 5.4% Retirement Community – 4.3%
Describe the Buyer (family dynamic):	Two parent family/children – 30.4% Couple without children – 27.7% Empty Nesters/Retired – 16.8% Single Female – 11.5% Single Male – 9.4% Single Parent with children – 3.7%	Two parent family/children – 28.7% Empty Nesters/Retired – 24.2% Couple without children – 23.7% Single Female – 11.2% Single Male – 9.4% Single Parent with children – 3.1%	Two parent family/children – 31.8% Couple without children – 20.8% Empty Nesters/Retired – 16.7% Single Female – 13.5% Single Male – 13.0% Single Parent with children – 4.2%
How did Buyer finance purchase?	Conventional Mortgage (>20% down) – 55.3% All Cash – 24.7% High Ratio (<20% down) – 18.9% Rental Income to Qualify – 3.7%	Conventional Mortgage (>20% down) – 48.2% All Cash – 34.1% High Ratio (<20% down) – 17.7% Rental Income to Qualify – 0.5%	Conventional Mortgage (>20% down) – 53.4% All Cash – 25.7% High Ratio (<20% down) – 20.9% Rental Income to Qualify – 2.1%
Where did Buyer move from?	From within Board Area – 58.6% From Alberta – 19.4% From Lower Mainland/Island – 7.9% From Other Areas in BC – 6.8% From E Canada/Maritimes – 4.2% From Outside Canada – 2.1% From Sask/Man – 1.0% From NWT/Yukon – 0%	From within Board Area – 59.5% From Alberta – 16.2% From Other Areas in BC – 10.8% From Lower Mainland/Island – 7.7% From E Canada/Maritimes – 2.7% From Outside Canada – 1.4% From Sask/Man – 0.9% From NWT/Yukon – 0.4%	From within Board Area – 55.4% From Alberta – 13.0% From Lower Mainland/Island – 12.4% From Other Areas in BC – 10.4% From Sask/Man – 3.6% From Outside Canada – 3.1% From E Canada/Maritimes – 2.1% From NWT/Yukon – 0%
In what area was property purchased?	Kelowna/West Kelowna – 51.3% Vernon/Coldstream – 21.5% Central OK (outside K/WK) – 8.9% Shuswap/Rev (outside SA) – 7.3% North OK (outside V/CS) – 6.3% Salmon Arm – 4.7%	Kelowna/West Kelowna – 48.2% Vernon/Coldstream – 19.8% Shuswap/Rev (outside SA) – 13.1% Salmon Arm – 8.1% Central OK (outside K/WK) – 6.3% North OK (outside V/CS) – 4.5%	Kelowna/West Kelowna – 54.9% Vernon/Coldstream – 17.6% Central OK (outside K/WK) – 9.3% Shuswap/Rev (outside SA) – 7.8% North OK (outside V/CS) – 6.7% Salmon Arm – 3.6%

See page 2 for First Quarter highlights...

Summary of Highlights for OMREB Monthly Buyers Survey

First Quarter 2012 (January through March)

BUYER PROFILE – Highlights	JANUARY 2012	FEBRUARY 2012	MARCH 2012
Best describe your most recent Buyer (moving to/from property type)	First Time Buyer – 23.6% Moving Up – 16.7% Revenue Property Investor – 16.7% Single Family Res to Strata – 6.1% Retirement Community – 4.4% Recreation Property – 4.4% Strata to Single Family – 4.4%	First Time Buyer – 20.7% Moving Up – 20.7% Revenue Property Investor – 14.0% Single Family Res to Strata – 13.2% Retirement Community – 6.6% Recreation Property – 4.1% Strata to Single Family – 3.3%	Moving Up – 28.7% First Time Buyer – 21.3% Revenue Property Investor – 12.4% Single Family Res to Strata – 9.6% Recreation Property – 5.6% Retirement Community – 3.9% Strata to Single Family – 3.4%
Describe the Buyer (family dynamic):	Two parent family/children – 28.6% Couple without children – 23.5% Empty Nesters/Retired – 14.3% Single Female – 13.4% Single Male – 13.4% Single Parent with children – 4.2%	Two parent family/children – 28.0% Couple without children – 23.2% Empty Nesters/Retired – 16.8% Single Female – 12.8% Single Male – 9.6% Single Parent with children – 4.8%	Couple without children – 30.9% Two parent family/children – 18.2% Empty Nesters/Retired – 17.1% Single Male – 14.9% Single Female – 13.8% Single Parent with children – 6.1%
How did Buyer finance purchase?	Conventional Mortgage (>20% down) – 55.1 % All Cash – 24.6% High Ratio (<20% down) – 21.2% Rental Income to Qualify – 1.7%	Conventional Mortgage (>20% down) – 53.2% All Cash – 23.4% High Ratio (<20% down) – 23.4% Rental Income to Qualify – 0.8%	Conventional Mortgage (>20% down) – 50.6% High Ratio (<20% down) – 26.1% All Cash – 23.3% Rental Income to Qualify – 1.1 %
Where did Buyer move from?	From within Board Area – 64.7% From Alberta – 10.9% From Lower Mainland/Island – 10.9% From Other Areas in BC – 10.1% From Sask/Man – 1.7% From E Canada/Maritimes – 0.8% From Outside Canada – 0.8 % From NWT/Yukon – 0%	From within Board Area – 64.8% From Alberta – 19.2% From Lower Mainland/Island – 9.6% From Other Areas in BC – 4.8% From Sask/Man – 0.8% From E Canada/Maritimes – 0.8% From Outside Canada – 0% From NWT/Yukon – 0%	From within Board Area – 63.0% From Alberta – 12.7% From Lower Mainland/Island – 10.5% From Other Areas in BC – 9.4% From Sask/Man – 2.2% From E Canada/Maritimes – 1.7% From NWT/Yukon – 0.6% From Outside Canada – 0 %
In what area was property purchased?	Kelowna/West Kelowna – 54.8% Vernon/Coldstream – 21.8% Salmon Arm – 6.7% Shuswap/Rev (outside SA) – 5.9 % North OK (outside V/CS) – 5.9% Central OK (outside K/WK) – 5.0%	Kelowna/West Kelowna – 57.6% Vernon/Coldstream – 15.2% Central OK (outside K/WK) – 10.4% Shuswap/Rev (outside SA) – 8.0% Salmon Arm – 4.8% North OK (outside V/CS) – 4.0%	Kelowna/West Kelowna – 42.8% Vernon/Coldstream – 26.1% Shuswap/Rev (outside SA) – 11.7% North OK (outside V/CS) – 8.9% Central OK (outside K/WK) – 7.8% Salmon Arm – 2.8%