

Summary of Highlights for OMREB Monthly Buyers Survey

Results for March 2014 (1st Quarter)

BUYER PROFILE – Highlights	JANUARY 2014	FEBRUARY 2014	MARCH 2014
Best describe your most recent Buyer (moving to/from property type)	Moving Up – 26.4% First Time Buyer – 20.8% Single Family Res to Strata – 14.4% Recreation Property – 8.0% Revenue Property Investor – 6.4% Strata to Single Family – 6.4% Retirement Community – 4.0%	First Time Buyer – 27.7% Moving Up – 27.7% Single Family Res to Strata – 10.9% Revenue Property Investor – 6.7% Recreation Property – 5.9% Strata to Single Family – 5.0% Retirement Community – 3.4%	Moving Up – 24.7% First Time Buyer – 22.3% Single Family Res to Strata – 11.6% Recreation Property – 7.4% Revenue Property Investor – 7.0% Retirement Community – 4.2% Strata to Single Family – 2.8%
Describe the Buyer (family dynamic):	Empty Nesters/Retired – 23.7% Two Parent family/children – 20.7% Couple without children – 19.3% Single Female – 17.0% Single Male – 14.1% Single Parent with children – 6.7%	Two Parent family/children – 31.7% Couple without children – 24.2% Empty Nesters/Retired – 17.5% Single Male – 14.2% Single Female – 6.7% Single Parent with children – 5.0%	Couple without children – 28.6% Empty Nesters/Retired – 21.4% Two Parent family/children 20.0% Single Male – 13.6% Single Female – 10.9% Single Parent with children – 4.1%
How did Buyer finance purchase?	Conventional Mortgage (>20% down) – 58.1% All Cash – 27.2% High Ratio (<20% down) – 14.7% Rental Income to Qualify – 0%	Conventional Mortgage (>20% down) – 50.8% All Cash – 26.2% High Ratio (<20% down) – 22.1% Rental Income to Qualify – 2.5%	Conventional Mortgage (>20% down) – 52.5% All Cash – 28.3% High Ratio (<20% down) – 19.6% Rental Income to Qualify – 0%
Where did Buyer move from?	From within Board Area – 60.3% From Alberta – 13.2% From Other Areas BC – 11.0% From Lower Mainland/Island – 6.8% From Sask/Man – 4.4% From E Canada/Maritimes – 2.2% From Outside Canada – 1.5% From NWT/Yukon – 0.7%	From within Board Area – 59.8% From Alberta – 18.0% From Other Areas BC – 8.2% From Lower Mainland/Island – 7.4% From Outside Canada – 4.1% From E Canada/Maritimes – 1.6% From Sask/Man – 0.8% From NWT/Yukon – 0%	From within Board Area – 50.5% From Alberta – 17.1% From Other Areas BC – 13.6% From Lower Mainland/Island – 11.3% From Outside Canada – 3.2% From Sask/Man – 2.7% From E Canada/Maritimes – 2.3% From NWT/Yukon – 0%
In what area was property purchased?	Kelowna/West Kelowna – 51.9% Vernon/Coldstream – 23.0% Central OK (outside K/WK) – 6.7% North OK (outside V/CS) – 6.7% Shuswap/Rev (outside SA) – 6.7% Salmon Arm – 5.2%	Kelowna/West Kelowna – 60.7% Vernon/Coldstream – 13.1% North OK (outside V/CS) – 8.2% Central OK (outside K/WK) – 6.6% Shuswap/Rev (outside SA) – 6.6% Salmon Arm – 4.9%	Kelowna/West Kelowna – 54.8% Vernon/Coldstream – 18.6% North OK (outside V/CS) – 8.6% Central OK (outside K/WK) – 6.3% Shuswap/Rev (outside SA) – 5.9% Salmon Arm – 5.9%

See page 2 for 4th Quarter 2013 highlights...

Summary of Highlights for OMREB Monthly Buyers Survey

Results for 4th Quarter 2013

BUYER PROFILE – Highlights	OCTOBER 2013	NOVEMBER 2013	DECEMBER 2013
Best describe your most recent Buyer (moving to/from property type)	Moving Up – 24.5% First Time Buyer – 17.5% Single Family Res to Strata – 14.8% Revenue Property Investor – 8.3% Recreation Property – 7.9% Retirement Community – 5.7% Strata to Single Family – 4.8%	Moving Up – 24.2% First Time Buyer – 18.2% Single Family Res to Strata – 12.6% Recreation Property – 8.1% Revenue Property Investor – 7.6% Retirement Community – 6.1% Strata to Single Family – 3.5%	Moving Up – 25.4% First Time Buyer – 20.1% Single Family Res to Strata – 11.9% Revenue Property Investor – 8.2% Recreation Property – 7.5% Strata to Single Family – 5.2% Retirement Community – 4.5%
Describe the Buyer (family dynamic):	Couple without children – 26.2% Two parent family/children – 25.3% Empty Nesters/Retired – 17.3% Single Male – 14.3% Single Female – 10.1% Single Parent with children – 5.1%	Couple without children – 26.7% Two parent family/children – 22.3% Empty Nesters/Retired – 21.8% Single Male – 13.6% Single Female – 12.1% Single Parent with children – 1.5%	Two Parent family/children – 31.3% Couple without children – 28.4% Empty Nesters/Retired – 16.4% Single Female – 11.9% Single Male – 9.7% Single Parent with children – 3.0%
How did Buyer finance purchase?	Conventional Mortgage (>20% down) – 47.0% All Cash – 34.3% High Ratio (<20% down) – 18.6% Rental Income to Qualify – 0.8%	Conventional Mortgage (>20% down) – 48.8% All Cash – 30.9% High Ratio (<20% down) – 19.8% Rental Income to Qualify – 0.5%	Conventional Mortgage (>20% down) – 50.6% All Cash – 24.6% High Ratio (<20% down) – 18.7% Rental Income to Qualify – 1.5%
Where did Buyer move from?	From within Board Area – 59.2% From Alberta – 14.3% From Lower Mainland/Island – 8.0% From Other Areas BC – 7.1% From Sask/Man – 5.9% From E Canada/Maritimes – 2.5% From Outside Canada – 2.5% From NWT/Yukon – 0.4%	From within Board Area – 55.6% From Alberta – 16.9% From Lower Mainland/Island – 9.2% From Other Areas BC – 7.7% From Sask/Man – 3.9% From E Canada/Maritimes – 3.9% From Outside Canada – 2.9% From NWT/Yukon – 0%	From within Board Area – 66.2% From Alberta – 14.0% From Lower Mainland/Island – 6.6% From Other Areas BC – 5.1% From E Canada/Maritimes – 2.9% From Outside Canada – 2.9% From Sask/Man – 2.2% From NWT/Yukon – 0%
In what area was property purchased?	Kelowna/West Kelowna – 54.0% Vernon/Coldstream – 15.9% Shuswap/Rev (outside SA) – 8.4% Central OK (outside K/WK) – 8.4% Salmon Arm – 7.9% North OK (outside V/CS) – 5.4%	Kelowna/West Kelowna – 49.3% Shuswap/Rev (outside SA) – 14.0% Central OK (outside K/WK) – 12.6% Vernon/Coldstream – 11.6% Salmon Arm – 6.8% North OK (outside V/CS) – 5.8%	Kelowna/West Kelowna – 55.1% Vernon/Coldstream – 15.4% Central OK (outside K/WK) – 8.8% North OK (outside V/CS) – 8.8% Salmon Arm – 7.4% Shuswap/Rev (outside SA) – 4.4%