

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%