Summary of Highlights for OMREB Monthly Buyers Survey

Results for November 2013 (4th Quarter)

BUYER PROFILE – Highlights	OCTOBER 2013	NOVEMBER 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%
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%
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%
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%
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%

See page 2 for 3rd Quarter 2013 highlights…

Summary of Highlights for OMREB Monthly Buyers Survey

Results for September 2013 (3rd Quarter)

BUYER PROFILE – Highlights	JULY 2013	AUGUST 2013	SEPTEMBER 2013
Best describe your most recent Buyer (moving to/from property type)	**Moving Up – 22.8%** First Time Buyer – 17.9% Revenue Property Investor – 11.0% Recreation Property – 10.8% Single Family Res to Strata – 9.8% Strata to Single Family – 5.7% Retirement Community – 4.5%	**Moving Up – 25.4%** First Time Buyer – 17.3% Single Family Res to Strata – 13.5% Recreation Property – 11.2% Revenue Property Investor – 8.5% Retirement Community – 6.5% Strata to Single Family – 3.5%	**Moving Up – 22.4%** First Time Buyer – 20.4% Recreation Property – 13.7% Single Family Res to Strata – 12.5% Revenue Property Investor – 8.6% Retirement Community – 3.9% Strata to Single Family – 3.5%
Describe the Buyer (family dynamic):	**Two parent family/children – 24.0%** Empty Nesters/Retired – 23.2% Couple without children – 23.2% Single Male – 14.2% Single Female – 12.2% Single Parent with children – 2.0%	**Two parent family/children – 25.3%** Couple without children – 23.4% Empty Nesters/Retired – 20.1% Single Female – 13.8% Single Male – 11.2% Single Parent with children – 4.5%	**Empty Nesters/Retired – 26.8%** Two parent family/children – 25.3% Couple without children – 19.9% Single Male – 14.2% Single Female – 10.7% Single Parent with children – 2.3%
How did Buyer finance purchase?	**Conventional Mortgage (>20% down) – 48.0%** All Cash – 34.4% High Ratio (<20% down) – 17.6% Rental Income to Qualify – 0.4%	**Conventional Mortgage (>20% down) – 47.1%** All Cash – 36.1% High Ratio (<20% down) – 16.7% Rental Income to Qualify – 0.4%	**Conventional Mortgage (>20% down) – 49.8%** All Cash – 34.7% High Ratio (<20% down) – 15.4% Rental Income to Qualify – 0%
Where did Buyer move from?	**From within Board Area – 54.7%** From Alberta – 14.8% From Lower Mainland/Island – 12.1% From Other Areas BC – 10.5% From E Canada/Maritimes – 3.5% From Sask/Man – 2.0% From Outside Canada – 1.6% From NWT/Yukon – 0.8%	**From within Board Area – 50.7%** From Alberta – 21.6% From Other Areas BC – 10.8% From Lower Mainland/Island – 9.0% From Sask/Man – 3.4% From NWT/Yukon – 1.9% From E Canada/Maritimes – 1.5% From Outside Canada – 1.1%	**From within Board Area – 46.9%** From Alberta – 21.7% From Lower Mainland/Island– 12.0% From Other Areas BC – 9.7% From Sask/Man – 5.0% From E Canada/Maritimes – 3.1% From Outside Canada – 1.6% From NWT/Yukon – 0%
In what area was property purchased?	**Kelowna/West Kelowna – 52.8%** Vernon/Coldstream – 15.4% Shuswap/Rev (outside SA) – 10.2% Central OK (outside K/WK) – 7.9% Salmon Arm – 7.1% North OK (outside V/CS) – 6.7%	**Kelowna/West Kelowna – 53.5%** Vernon/Coldstream – 14.1% Salmon Arm – 11.2% Shuswap/Rev (outside SA) – 8.6% Central OK (outside K/WK) – 6.7% North OK (outside V/CS) – 5.9%	**Kelowna/West Kelowna – 45.6%** Shuswap/Rev (outside SA) – 14.5% Vernon/Coldstream – 14.2% Central OK (outside K/WK) – 8.8% North OK (outside V/CS) – 8.8% Salmon Arm – 8.0%

See page 3 for 2nd Quarter 2013 highlights…

Summary of Highlights for OMREB Monthly Buyers Survey

Results for June 2013 (2nd Quarter)

BUYER PROFILE – Highlights	APRIL 2013	MAY 2013	JUNE 2013
Best describe your most recent Buyer (moving to/from property type)	**First Time Buyer – 25.9%** Moving Up – 18.6% Revenue Property Investor – 11.8% Single Family Res to Strata – 10.5% Recreation Property – 7.7% Retirement Community – 5.5% Strata to Single Family – 4.5%	**Moving Up – 24.5%** First Time Buyer – 17.5% Single Family Res to Strata – 15.0% Revenue Property Investor – 7.3% Recreation Property – 7.3% Retirement Community – 5.8% Strata to Single Family – 4.4%	**Moving Up – 23.7%** First Time Buyer – 17.5% Single Family Res to Strata – 17.1% Revenue Property Investor – 8.6% Recreation Property – 5.1% Retirement Community – 4.7% Strata to Single Family – 4.3%
Describe the Buyer (family dynamic):	**Two parent family/children – 24.8%** Empty Nesters/Retired – 22.6% Couple without children – 21.7% Single Male – 12.8% Single Female – 10.6% Single Parent with children – 5.3%	**Two parent family/children – 24.2%** **Couple without children – 24.2%** Empty Nesters/Retired – 23.5% Single Female – 11.7% Single Male – 8.9% Single Parent with children – 1.4%	**Empty Nesters/Retired – 28.6%** Couple without children – 27.8% Two parent family/children – 20.3% Single Female – 11.3% Single Male – 6.8% Single Parent with children – 2.3%
How did Buyer finance purchase?	**Conventional Mortgage (>20% down) – 50.0%** All Cash – 31.1% High Ratio (<20% down) – 18.5% Rental Income to Qualify – 0.9%	**Conventional Mortgage (>20% down) – 43.8%** All Cash – 38.2% High Ratio (<20% down) – 17.3% Rental Income to Qualify – 0.7%	**Conventional Mortgage (>20% down) – 44.1%** All Cash – 37.6% High Ratio (<20% down) – 18.3% Rental Income to Qualify – 0.8%
Where did Buyer move from?	**From within Board Area – 56.6%** From Alberta – 19.0% From Lower Mainland/Island – 11.1% From Other Areas in BC – 9.3% From Sask/Man – 1.3% From NWT/Yukon – 1.3% From Outside Canada – 0.9% From E Canada/Maritimes – 0.4%	**From within Board Area – 55.5%** From Alberta – 21.6% From Lower Mainland/Island – 7.4% From Sask/Man – 5.7% From Other Areas BC – 4.9% From E Canada/Maritimes – 2.8% From Outside Canada – 1.8% From NWT/Yukon – 0.4%	**From within Board Area – 59.8%** From Alberta – 18.8% From Other Areas BC – 8.3% From Lower Mainland/Island – 7.5% From Sask/Man – 3.4% From Outside Canada – 1.1% From E Canada/Maritimes – 0.8% From NWT/Yukon – 0.4%
In what area was property purchased?	**Kelowna/West Kelowna – 60.0%** Vernon/Coldstream – 15.1% North OK (outside V/CS) – 7.6% Shuswap/Rev (outside SA) – 6.7% Salmon Arm – 5.8% Central OK (outside K/WK) – 4.9%	**Kelowna/West Kelowna – 57.4%** Vernon/Coldstream – 15.2% Shuswap/Rev (outside SA) – 7.8% Central OK (outside K/WK) – 7.1% North OK (outside V/CS) – 6.7% Salmon Arm – 5.7%	**Kelowna/West Kelowna – 53.8%** Vernon/Coldstream – 16.9% Central OK (outside K/WK) – 9.8% North OK (outside V/CS) – 8.3% Shuswap/Rev (outside SA) – 6.8% Salmon Arm – 4.5%

See page 4 for 1st Quarter 2013 highlights…

Summary of Highlights for OMREB Monthly Buyers Survey

Results for March 2013 (1st Quarter)

BUYER PROFILE – Highlights	JANUARY 2013	FEBRUARY 2013	MARCH 2013
Best describe your most recent Buyer (moving to/from property type)	**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%	**Moving Up – 24.6%** First Time Buyer – 16.2% Single Family Res to Strata – 10.6% Revenue Property Investor – 10.6% Retirement Community – 7.8% Recreation Property – 7.3% Strata to Single Family – 6.1%
Describe the Buyer (family dynamic):	**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%	**Empty Nesters/Retired – 27.5%** Couple without children – 25.8% Two parent family/children – 23.1% Single Female – 12.6% Single Male – 7.7% Single Parent with children – 2.2%
How did Buyer finance purchase?	**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%	**Conventional Mortgage (>20% down) – 51.4%** All Cash – 30.6% High Ratio (<20% down) – 17.5% Rental Income to Qualify – 1.1%
Where did Buyer move from?	**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%	**From within Board Area – 57.6%** From Alberta – 17.9% From Other Areas in BC – 10.3% From Lower Mainland/Island – 8.7% From Sask/Man – 2.7% From E Canada/Maritimes – 1.6% From Outside Canada – 1.1% From NWT/Yukon – 0%
In what area was property purchased?	**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%	**Kelowna/West Kelowna – 56.5%** Vernon/Coldstream – 17.9% Central OK (outside K/WK) – 10.3% Shuswap/Rev (outside SA) – 9.2% North OK (outside V/CS) – 3.3% Salmon Arm – 2.7%