

## Summary of Highlights for OMREB Monthly Buyers Survey

*Results for December 2012 (4<sup>th</sup> Quarter)*

BUYER PROFILE – Highlights	OCTOBER 2012	NOVEMBER 2012	DECEMBER 2012
<b>Best describe your most recent Buyer (moving to/from property type)</b>	<b>Moving Up – 24.7%</b> 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%	<b>Moving Up – 28.7%</b> 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%	<b>Moving Up – 29.9%</b> 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%
<b>Describe the Buyer (family dynamic):</b>	<b>Empty Nesters/Retired – 24.0%</b> 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%	<b>Couple without children – 27.1%</b> 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%	<b>Two parent family/children – 29.0%</b> Empty Nesters/Retired – 21.0% Couple without children – 20.0% Single Female – 15.0% Single Male – 13.0% Single Parent with children – 4.0%
<b>How did Buyer finance purchase?</b>	<b>Conventional Mortgage (&gt;20% down) – 48.4%</b> All Cash – 35.2% High Ratio (<20% down) – 15.9% Rental Income to Qualify – 0.5%	<b>Conventional Mortgage (&gt;20% down) – 44.4%</b> All Cash – 34.9% High Ratio (<20% down) – 20.1% Rental Income to Qualify – 1.8%	<b>Conventional Mortgage (&gt;20% down) – 53.5%</b> All Cash – 30.3% High Ratio (<20% down) – 16.2% Rental Income to Qualify – 0%
<b>Where did Buyer move from?</b>	<b>From within Board Area – 57.1%</b> 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%	<b>From within Board Area – 57.6%</b> 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%	<b>From within Board Area – 68.7%</b> 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%
<b>In what area was property purchased?</b>	<b>Kelowna/West Kelowna – 48.1%</b> 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%	<b>Kelowna/West Kelowna – 51.2%</b> 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%	<b>Kelowna/West Kelowna – 53.0%</b> 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%

*See page 2 for Third Quarter highlights...*

## Summary of Highlights for OMREB Monthly Buyers Survey

*Third Quarter 2012 (July through September)*

BUYER PROFILE – Highlights	JULY 2012	AUGUST 2012	SEPTEMBER 2012
<b>Best describe your most recent Buyer (moving to/from property type)</b>	<b>Moving Up – 22.8%</b> First Time Buyer – 19.9% Single Family Res to Strata – 13.1% Revenue Property Investor – 10.7% Recreation Property – 9.7% Strata to Single Family – 4.4% Retirement Community – 3.9%	<b>Moving Up – 26.6%</b> First Time Buyer – 16.2% Recreation Property – 15.3% Revenue Property Investor – 9.9% Single Family Res to Strata – 8.6% Retirement Community – 6.8% Strata to Single Family – 2.7%	<b>Moving Up – 27.6%</b> First Time Buyer – 21.2% Recreation Property – 15.4% Single Family Res to Strata – 10.3% Revenue Property Investor – 7.1% Retirement Community – 3.2% Strata to Single Family – 2.6%
<b>Describe the Buyer (family dynamic):</b>	<b>Two parent family/children – 26.4%</b> Empty Nesters/Retired – 24.5% Couple without children – 19.9% Single Female – 16.7% Single Male – 10.2% Single Parent with children – 4.6%	<b>Two parent family/children – 33.0%</b> Empty Nesters/Retired – 24.6% Couple without children – 20.5% Single Male – 11.6% Single Female – 6.3% Single Parent with children – 3.6%	<b>Empty Nesters/Retired – 23.3%</b> Couple without children – 23.3% Two parent family/children – 22.6% Single Male – 18.2% Single Female – 12.6% Single Parent with children – 1.9%
<b>How did Buyer finance purchase?</b>	<b>Conventional Mortgage (&gt;20% down) – 47.4%</b> All Cash – 33.0% High Ratio (<20% down) – 19.1% Rental Income to Qualify – 1.4%	<b>Conventional Mortgage (&gt;20% down) – 52.5%</b> All Cash – 30.9% High Ratio (<20% down) – 15.2% Rental Income to Qualify – 2.7%	<b>Conventional Mortgage (&gt;20% down) – 53.8%</b> All Cash – 31.0% High Ratio (<20% down) – 15.8% Rental Income to Qualify – 1.9%
<b>Where did Buyer move from?</b>	<b>From within Board Area – 47.2%</b> From Alberta – 19.4% From Lower Mainland/Island – 13.4% From Other Areas in BC – 9.7% From E Canada/Maritimes – 4.6% From Sask/Man – 2.3% From Outside Canada – 1.9% From NWT/Yukon – 1.4%	<b>From within Board Area – 58.7%</b> From Alberta – 19.1% From Lower Mainland/Island – 9.8% From Other Areas in BC – 4.9% From Sask/Man – 2.7% From E Canada/Maritimes – 2.2% From Outside Canada – 1.3% From NWT/Yukon – 1.3%	<b>From within Board Area – 50.9%</b> From Alberta – 21.4% From Lower Mainland/Island – 10.7% From Other Areas in BC – 6.9% From Sask/Man – 6.3% From Outside Canada – 1.9% From E Canada/Maritimes – 1.3% From NWT/Yukon – 0.6%
<b>In what area was property purchased?</b>	<b>Kelowna/West Kelowna – 49.1%</b> Vernon/Coldstream – 20.8% Central OK (outside K/WK) – 13.0% Shuswap/Rev (outside SA) – 7.9% North OK (outside V/CS) – 5.6% Salmon Arm – 3.7%	<b>Kelowna/West Kelowna – 59.1%</b> Vernon/Coldstream – 13.8% North OK (outside V/CS) – 8.4% Shuswap/Rev (outside SA) – 8.0% Central OK (outside K/WK) – 5.3% Salmon Arm – 5.3%	<b>Kelowna/West Kelowna – 43.1%</b> Vernon/Coldstream – 21.9% Shuswap/Rev (outside SA) – 13.1% North OK (outside V/CS) – 10.6% Central OK (outside K/WK) – 8.8% Salmon Arm – 2.5%

*See page 3 for Second Quarter highlights...*

## Summary of Highlights for OMREB Monthly Buyers Survey

*Second Quarter of 2012 (April through June)*

BUYER PROFILE – Highlights	APRIL 2012	MAY2012	JUNE 2012
<b>Best describe your most recent Buyer (moving to/from property type)</b>	<b>Moving Up – 31.0%</b> 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%	<b>Moving Up – 25.5%</b> 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%	<b>Moving Up – 29.3%</b> 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%
<b>Describe the Buyer (family dynamic):</b>	<b>Two parent family/children – 30.4%</b> Couple without children – 27.7% Empty Nesters/Retired – 16.8% Single Female – 11.5% Single Male – 9.4% Single Parent with children – 3.7%	<b>Two parent family/children – 28.7%</b> Empty Nesters/Retired – 24.2% Couple without children – 23.7% Single Female – 11.2% Single Male – 9.4% Single Parent with children – 3.1%	<b>Two parent family/children – 31.8%</b> Couple without children – 20.8% Empty Nesters/Retired – 16.7% Single Female – 13.5% Single Male – 13.0% Single Parent with children – 4.2%
<b>How did Buyer finance purchase?</b>	<b>Conventional Mortgage (&gt;20% down) – 55.3%</b> All Cash – 24.7% High Ratio (<20% down) – 18.9% Rental Income to Qualify – 3.7%	<b>Conventional Mortgage (&gt;20% down) – 48.2%</b> All Cash – 34.1% High Ratio (<20% down) – 17.7% Rental Income to Qualify – 0.5%	<b>Conventional Mortgage (&gt;20% down) – 53.4%</b> All Cash – 25.7% High Ratio (<20% down) – 20.9% Rental Income to Qualify – 2.1%
<b>Where did Buyer move from?</b>	<b>From within Board Area – 58.6%</b> 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%	<b>From within Board Area – 59.5%</b> 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%	<b>From within Board Area – 55.4%</b> 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%
<b>In what area was property purchased?</b>	<b>Kelowna/West Kelowna – 51.3%</b> 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%	<b>Kelowna/West Kelowna – 48.2%</b> 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%	<b>Kelowna/West Kelowna – 54.9%</b> 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 4 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
<b>Best describe your most recent Buyer (moving to/from property type)</b>	<b>First Time Buyer – 23.6%</b> 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%	<b>First Time Buyer – 20.7%</b> 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%	<b>Moving Up – 28.7%</b> 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%
<b>Describe the Buyer (family dynamic):</b>	<b>Two parent family/children – 28.6%</b> Couple without children – 23.5% Empty Nesters/Retired – 14.3% Single Female – 13.4% Single Male – 13.4% Single Parent with children – 4.2%	<b>Two parent family/children – 28.0%</b> Couple without children – 23.2% Empty Nesters/Retired – 16.8% Single Female – 12.8% Single Male – 9.6% Single Parent with children – 4.8%	<b>Couple without children – 30.9%</b> 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%
<b>How did Buyer finance purchase?</b>	<b>Conventional Mortgage (&gt;20% down) – 55.1 %</b> All Cash – 24.6% High Ratio (<20% down) – 21.2% Rental Income to Qualify – 1.7%	<b>Conventional Mortgage (&gt;20% down) – 53.2%</b> All Cash – 23.4% High Ratio (<20% down) – 23.4% Rental Income to Qualify – 0.8%	<b>Conventional Mortgage (&gt;20% down) – 50.6%</b> High Ratio (<20% down) – 26.1% All Cash – 23.3% Rental Income to Qualify – 1.1 %
<b>Where did Buyer move from?</b>	<b>From within Board Area – 64.7%</b> 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%	<b>From within Board Area – 64.8%</b> 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%	<b>From within Board Area – 63.0%</b> 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 %
<b>In what area was property purchased?</b>	<b>Kelowna/West Kelowna – 54.8%</b> 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%	<b>Kelowna/West Kelowna – 57.6%</b> 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%	<b>Kelowna/West Kelowna – 42.8%</b> 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%