









How would you best describe your most recent Buyer - property category? (Check one or more.)

		Response Percent	Response Count
First time buyer		18.6%	41
Moving from one property to an upgraded property		25.9%	57
Moving from a strata property to a single family home		4.5%	10
Moving from a single family home to a strata property		10.5%	23
Moving into a retirement home/senior's community		5.5%	12
Buying revenue property for investment purposes		11.8%	26
Buying recreational property		7.7%	17
Other		18.6%	41

If "Other", please specify (explain).

49

answered question	220
skipped question	6

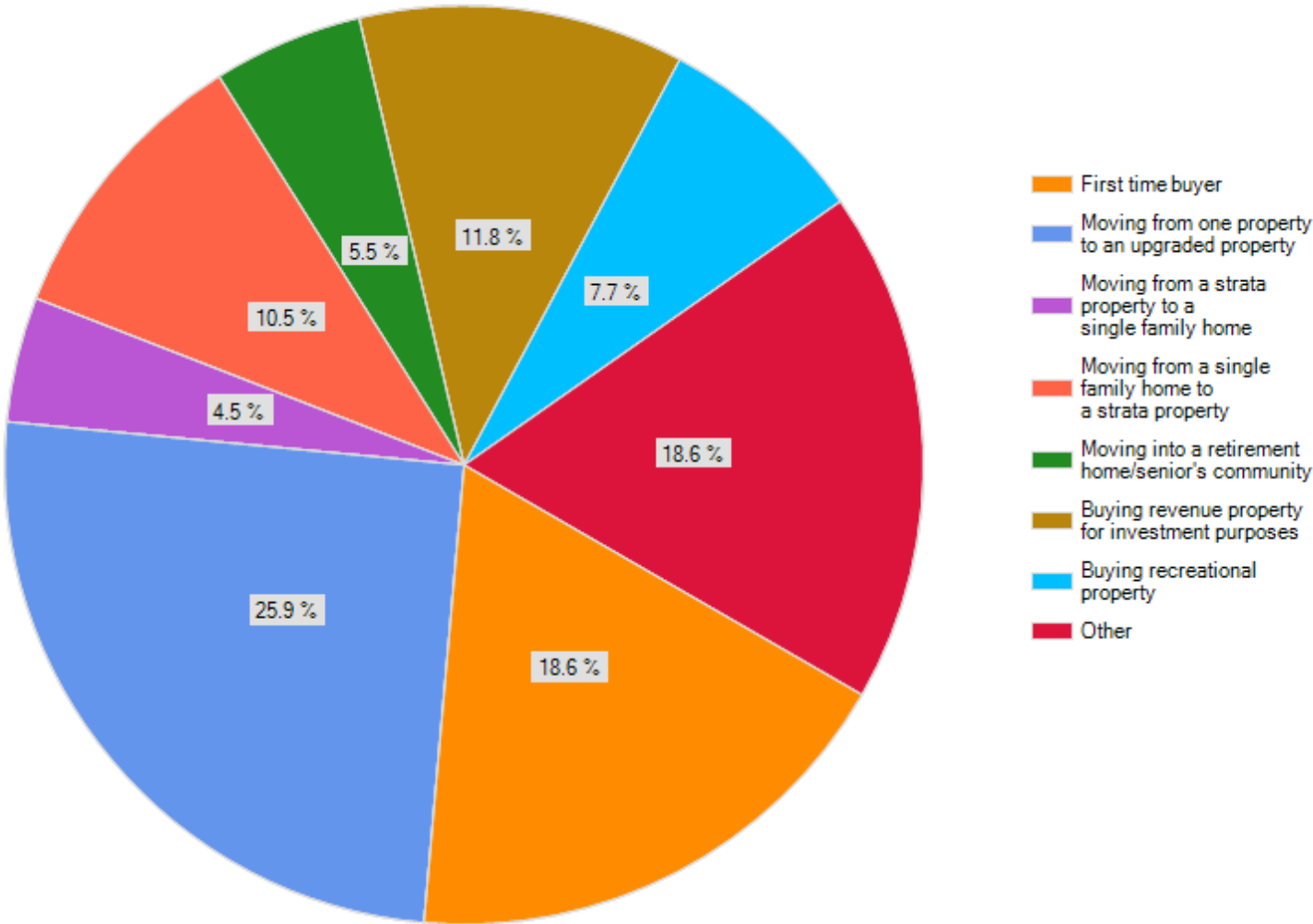
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

1	Patricia	May 11, 2013 1:16 PM
2	Moving from a principle residence to another principle residence.	May 10, 2013 10:23 PM
3	Eric	May 10, 2013 9:25 PM
4	Eric	May 10, 2013 9:24 PM
5	40 plus strata to a 55+ MHP	May 10, 2013 8:02 PM
6	Builder	May 10, 2013 5:22 PM
7	Spec Builder	May 10, 2013 5:21 PM
8	Strata to Strata	May 10, 2013 2:15 PM
9	relocating	May 10, 2013 11:11 AM
10	Moving from Rental to strata property	May 10, 2013 10:18 AM
11	Moving from single family to single family	May 10, 2013 9:55 AM
12	Additional home to spend time in Kelowna	May 10, 2013 9:35 AM
13	Moving from Alberta and putting a modular on the property	May 10, 2013 9:16 AM
14	Downsizing from strata to strata	May 10, 2013 8:34 AM
15	Moving from lower mainland to retire	May 9, 2013 5:17 PM
16	Out of Province buyer buying for the future	May 9, 2013 3:37 PM
17	relocating to kelowna	May 9, 2013 12:47 PM
18	Purchased a lot to build a home on	May 9, 2013 12:44 PM
19	Moving from single family to single family with acreage	May 9, 2013 10:33 AM
20	Buying for daughter to use while going to UBC	May 9, 2013 10:13 AM
21	Buying for daughter to use while going to UBC	May 9, 2013 10:13 AM
22	Moving back to Canada from overseas	May 9, 2013 9:14 AM
23	buying a second home in Kelowna	May 9, 2013 7:54 AM
24	moving to kelowna bought cheaper home	May 8, 2013 9:00 PM
25	Renting and purchasing with another family member	May 8, 2013 8:32 PM
26	Buying residential lot for future home construction	May 8, 2013 6:46 PM
27	Moving from Northern BC into modest priced home to accommodate self and adult son	May 8, 2013 4:20 PM








Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

28	Builder	May 8, 2013 3:34 PM
29	tear down and build new	May 8, 2013 2:26 PM
30	Moving from Acreage to smaller home	May 8, 2013 2:21 PM
31	Buying land for future use	May 8, 2013 2:18 PM
32	Wants to live alone.	May 8, 2013 1:53 PM
33	lot to build on	May 8, 2013 1:36 PM
34	Family buying for children	May 8, 2013 12:38 PM
35	Builder	May 8, 2013 11:47 AM
36	buying adjoining farm	May 8, 2013 11:46 AM
37	Building a spec house	May 8, 2013 11:44 AM
38	Buying for family member	May 8, 2013 11:37 AM
39	previously renting waiting for price to fit	May 8, 2013 11:35 AM
40	Moving from out of province	May 8, 2013 11:24 AM
41	buying a home to retire into later	May 8, 2013 11:11 AM
42	Buying a lot	May 8, 2013 10:52 AM
43	Moving from two peoperties to an upgraded property	May 8, 2013 10:50 AM
44	moving into the area	May 8, 2013 10:47 AM
45	moving from one strata to another strata - one level suite	May 8, 2013 10:46 AM
46	Buying home for elderly parents	May 8, 2013 10:46 AM
47	rental to condo	May 8, 2013 10:44 AM
48	Moving from rental property	May 8, 2013 10:33 AM
49	Moving from a large house to a smaller one in the same area.	May 8, 2013 10:29 AM

How would you best describe your most recent Buyer - property category? (Check one or more.)



Please describe the Buyer - demographic/family status. (Check one or more.)

		Response Percent	Response Count
Single male		12.8%	29
Single female		10.6%	24
Couple without children		21.7%	49
Two parent family with children		24.8%	56
Single parent with children		5.3%	12
Empty nesters or retired		22.6%	51
Other		5.3%	12

If "Other", please specify.

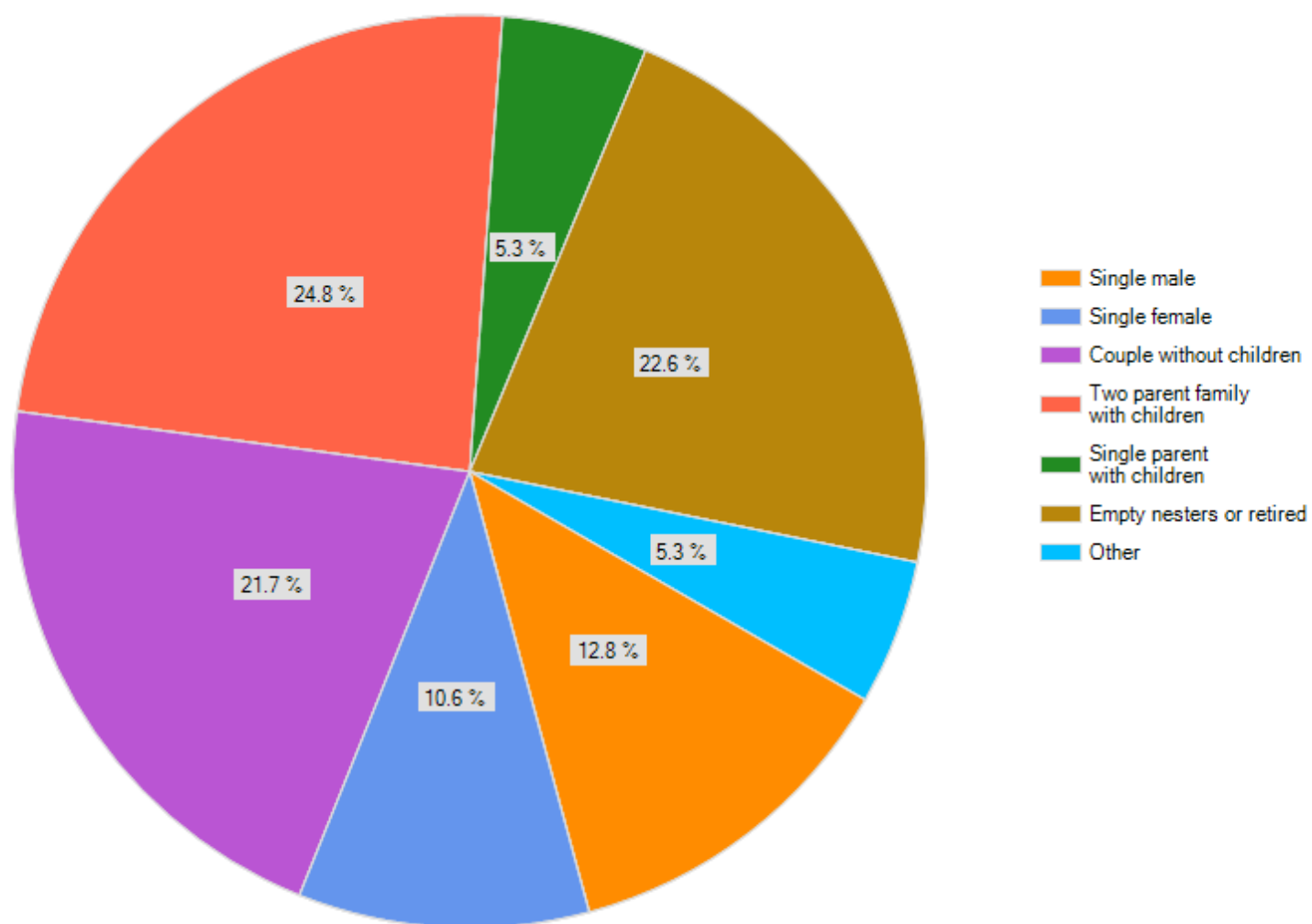
12

answered question	226
skipped question	0

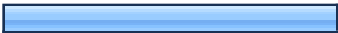

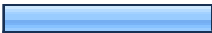

Q2. Please describe the Buyer - demographic/family status. (Check one or more.)

1	investment	May 11, 2013 2:22 PM
2	Construction Company	May 10, 2013 5:22 PM
3	Cosntruction Company	May 10, 2013 5:21 PM
4	Mother and Son	May 8, 2013 8:32 PM
5	Female pensioner recently widowed	May 8, 2013 4:20 PM
6	Builder	May 8, 2013 3:34 PM
7	builder	May 8, 2013 2:26 PM
8	Contractor	May 8, 2013 11:47 AM
9	family purchase	May 8, 2013 11:46 AM
10	Builder	May 8, 2013 11:44 AM
11	Couple without children and elderly parent	May 8, 2013 10:50 AM
12	older couple with parents	May 8, 2013 10:43 AM

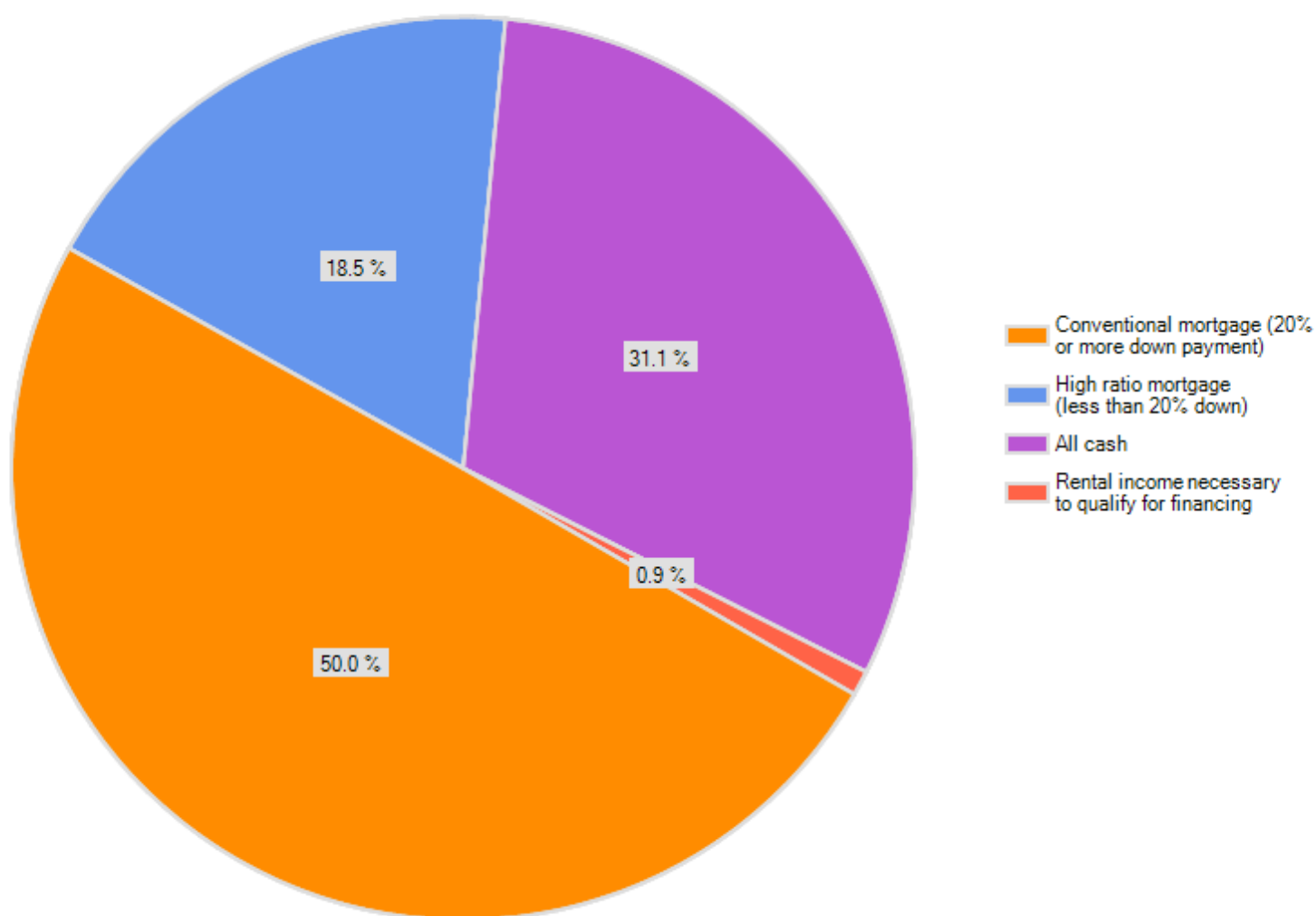
Please describe the Buyer - demographic/family status. (Check one or more.)






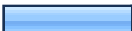




How did the Buyer finance the purchase? (Select one or more answers.)

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		50.0%	111
High ratio mortgage (less than 20% down)		18.5%	41
All cash		31.1%	69
Rental income necessary to qualify for financing		0.9%	2
answered question			222
skipped question			4

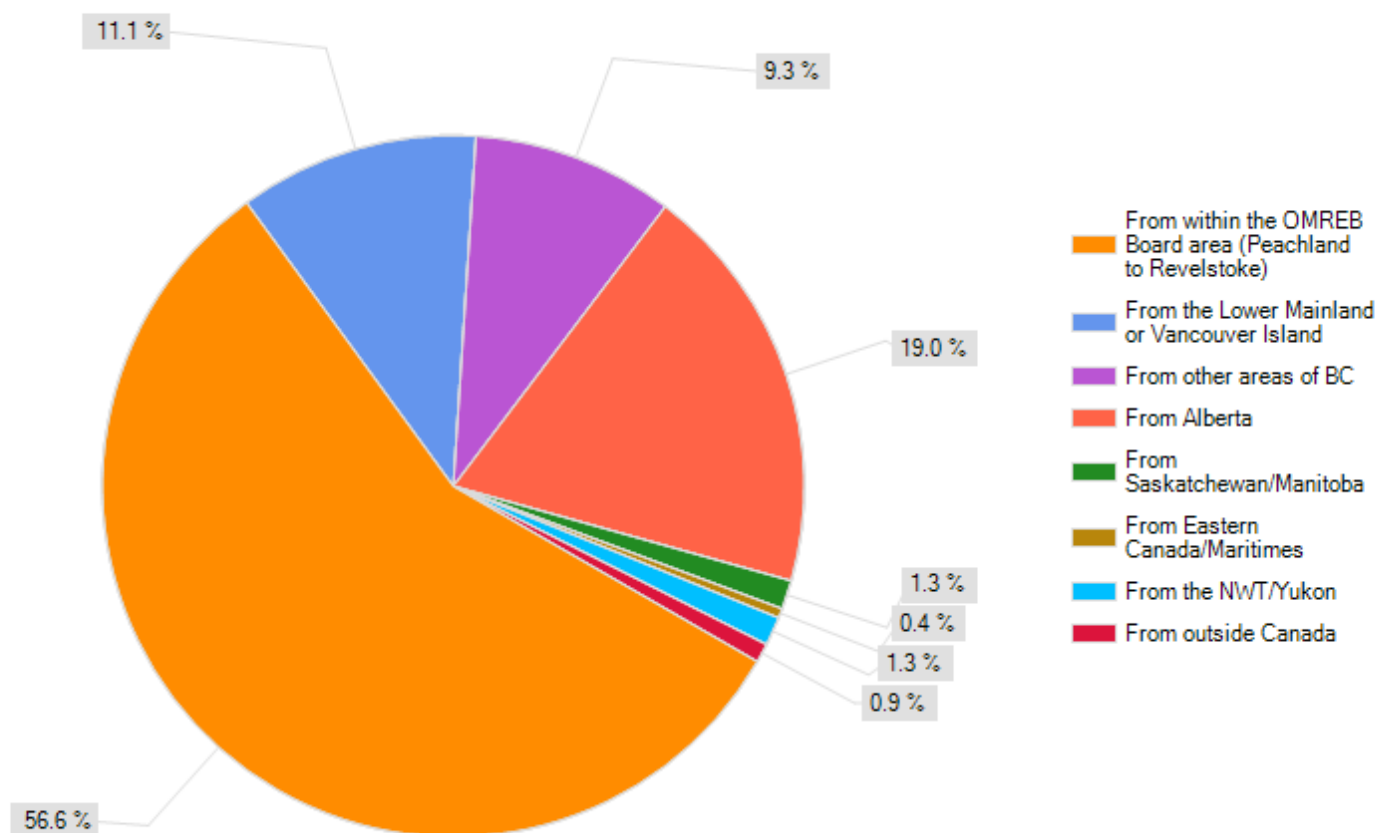
How did the Buyer finance the purchase? (Select one or more answers.)









Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

		Response Percent	Response Count
From within the OMREB Board area (Peachland to Revelstoke)		56.6%	128
From the Lower Mainland or Vancouver Island		11.1%	25
From other areas of BC		9.3%	21
From Alberta		19.0%	43
From Saskatchewan/Manitoba		1.3%	3
From Eastern Canada/Maritimes		0.4%	1
From the NWT/Yukon		1.3%	3
From outside Canada		0.9%	2
answered question			226
skipped question			0

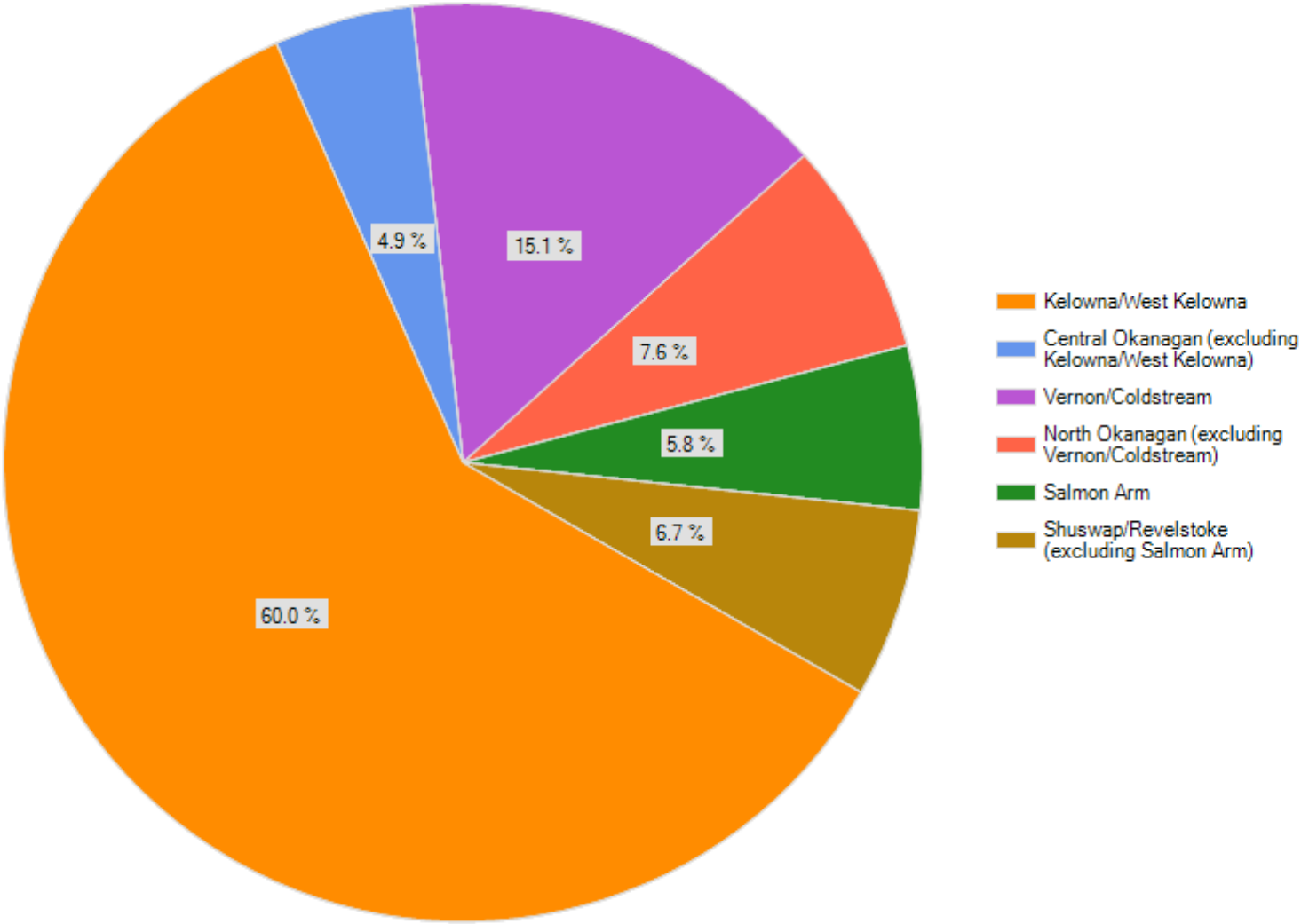
Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)



In what area was the property purchased? (Select one answer.)

		Response Percent	Response Count
Kelowna/West Kelowna		60.0%	135
Central Okanagan (excluding Kelowna/West Kelowna)		4.9%	11
Vernon/Coldstream		15.1%	34
North Okanagan (excluding Vernon/Coldstream)		7.6%	17
Salmon Arm		5.8%	13
Shuswap/Revelstoke (excluding Salmon Arm)		6.7%	15
answered question			225
skipped question			1

In what area was the property purchased? (Select one answer.)



Q6. Please add your comments here (optional):

1	Buyer was from Pritchard, BC	May 10, 2013 10:25 PM
2	Buyer came from Prince George.	May 10, 2013 10:23 PM
3	Retiring from Prince George	May 10, 2013 3:27 PM
4	Retired, moving from Prince George to Vernon to be with Kids & Grandkids	May 10, 2013 5:30 AM
5	Thanks for carrying out the survey. Results are interesting. It would be nice to see 100% cooperation from agents on this survey.	May 9, 2013 10:33 AM
6	Bought for daughter and 2 friends to use while going to university and use as family get away rest of the time	May 9, 2013 10:13 AM
7	Bought for daughter and 2 friends to use while going to university and use as family get away rest of the time	May 9, 2013 10:13 AM
8	Waterfront condo	May 8, 2013 9:40 PM
9	This buyer bought a business also.	May 8, 2013 9:00 PM
10	Purchased at Predator Ridge	May 8, 2013 6:12 PM
11	Came form Penticton	May 8, 2013 3:43 PM
12	Purchased a recreational property as his first purchase at Big White	May 8, 2013 1:45 PM
13	Builder bought to build a spec home	May 8, 2013 11:47 AM
14	Buyer Family already owns farm there	May 8, 2013 11:46 AM
15	This is a building lot that a builder purchased to build a spec home	May 8, 2013 11:44 AM
16	Buyer lives in Lumby, purchasing a ski hill home for her family to use.	May 8, 2013 10:39 AM