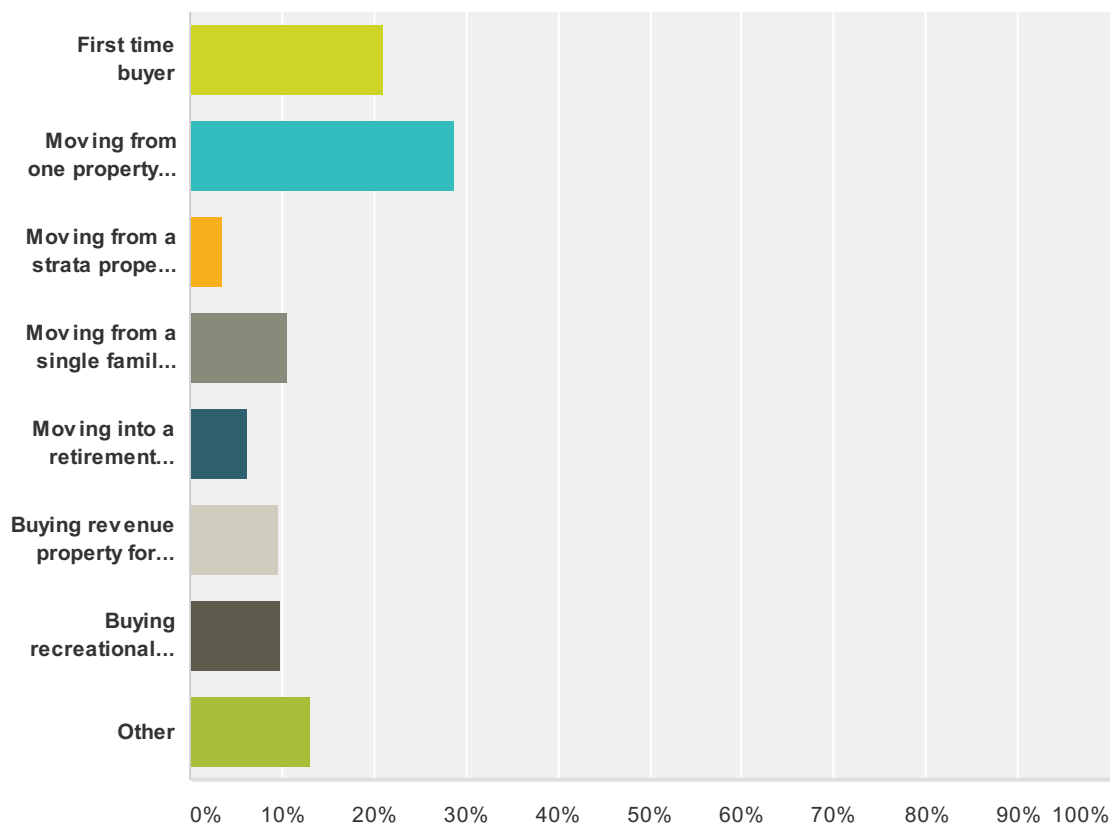


Q1 How would you best describe your most recent Buyer - property category? (Check one or more.)

Answered: 303 Skipped: 14



Answer Choices	Responses	
First time buyer	21.12%	64
Moving from one property to an upgraded property	28.71%	87
Moving from a strata property to a single family home	3.63%	11
Moving from a single family home to a strata property	10.56%	32
Moving into a retirement home/senior's community	6.27%	19
Buying revenue property for investment purposes	9.57%	29
Buying recreational property	9.90%	30
Other	13.20%	40
Total Respondents: 303		

#	If "Other", please specify (explain).	Date
1	Builder	5/14/2014 9:28 AM
2	Builder	5/14/2014 9:27 AM
3	Purchased condo for retired parent.	5/14/2014 8:13 AM

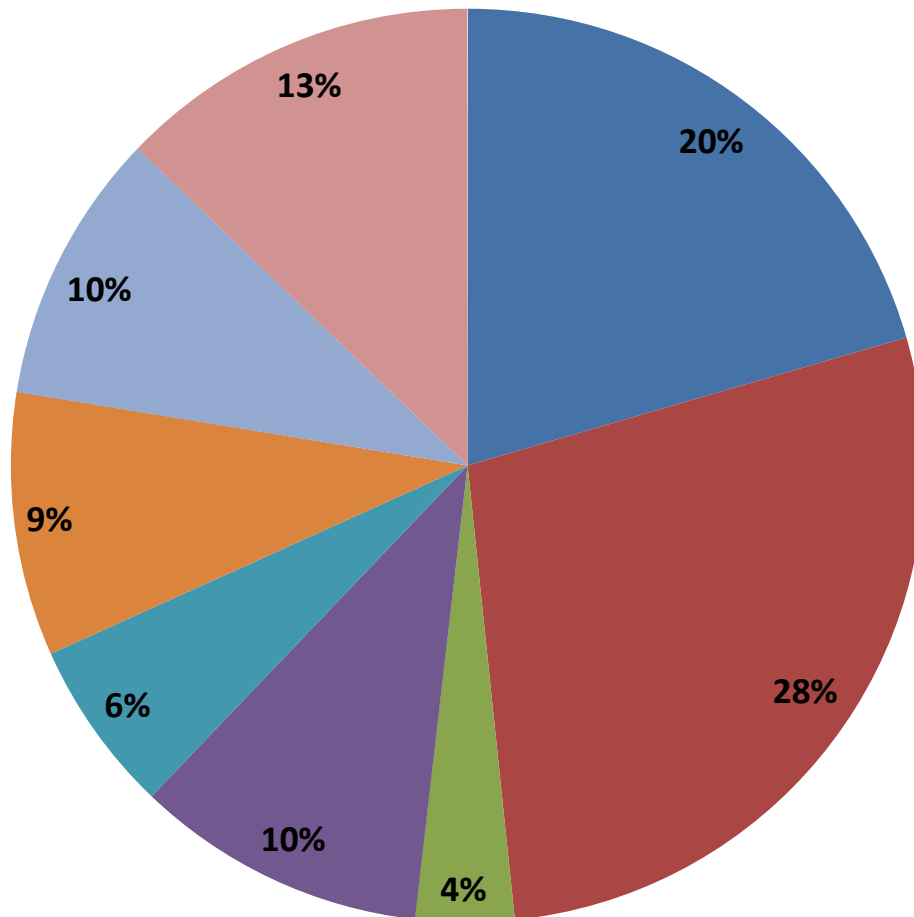
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4	Non-resident purchase for local family member	5/14/2014 6:50 AM
5	Relocating	5/13/2014 12:40 PM
6	Moving from Alberta to BC to retire	5/12/2014 5:25 PM
7	Bare lot for investment	5/12/2014 5:17 PM
8	Getting back into the market from rental	5/9/2014 7:20 PM
9	Moved from Alberta and were living in a travel trailer	5/9/2014 11:45 AM
10	buying a place for their student children	5/9/2014 11:31 AM
11	Downsizing from an acreage property to a single family residential	5/9/2014 10:55 AM
12	Moving from a upgraded property to a fixer upper	5/9/2014 10:42 AM
13	Relocating	5/9/2014 10:39 AM
14	Moving from SIngle family home - PG	5/9/2014 10:14 AM
15	Bought a Building lot for future large home build	5/9/2014 10:13 AM
16	Moving from SIngle family home - AB	5/9/2014 10:12 AM
17	Moving from one strata to another	5/8/2014 8:51 PM
18	downsizing to smaller property - all single family	5/8/2014 2:51 PM
19	new to province	5/8/2014 1:02 PM
20	Bought building lot to build on in the future	5/8/2014 12:50 PM
21	Retiring buying home with legal suite to supplement income	5/8/2014 12:46 PM
22	Moving from single family to single family comparable	5/8/2014 12:25 PM
23	Couple moving from single family to another single family	5/8/2014 12:21 PM
24	From a Rental	5/8/2014 10:49 AM
25	subdividing lot to build 2 houses	5/8/2014 9:56 AM
26	downsizing	5/8/2014 8:37 AM
27	Downsizing for retirement	5/8/2014 7:23 AM
28	Moving from Alberta	5/8/2014 6:30 AM
29	Downsizing house and mortgage	5/7/2014 11:26 PM
30	Moving from temporary rental to mhp	5/7/2014 7:17 PM
31	Moving from rental to strata	5/7/2014 7:14 PM
32	Downsizing to another single family home	5/7/2014 5:43 PM
33	buying a house for her children	5/7/2014 5:38 PM
34	Moving province from single family detached to single family detached	5/7/2014 5:35 PM
35	Purchase to renovate to eventually reside in	5/7/2014 5:28 PM
36	Moving from a larger single family dwelling to a smaller one.	5/7/2014 5:03 PM
37	Relocating	5/7/2014 5:00 PM
38	Buying a building lot	5/7/2014 4:56 PM
39	Relocating to Kelowna	5/7/2014 4:29 PM
40	builder buying a lot	5/7/2014 4:21 PM
41	Bought vacant bare land strata prop. - building	5/7/2014 4:20 PM
42	moving into strata apt from another strata apt	5/7/2014 4:15 PM
43	Down sizing from large house to a smaller house.	5/7/2014 4:12 PM

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44	Moved to Kelowna from the UK 18 months ago and were renting	5/7/2014 4:08 PM
45	moving to strata from rental in Ontario but has owned property before	5/7/2014 3:59 PM
46	Re-locate from Govt Employment	5/7/2014 3:59 PM
47	Move down in quality as homes more expensive here.	5/7/2014 3:49 PM
48	Bare Land To build	5/7/2014 3:43 PM
49	Parent buying for a hnadicap adult child	5/7/2014 3:43 PM
50	Empty nester down sizing	5/7/2014 3:41 PM
51	Just moving to Kelowna	5/7/2014 3:38 PM
52	downsizing in price	5/7/2014 3:36 PM

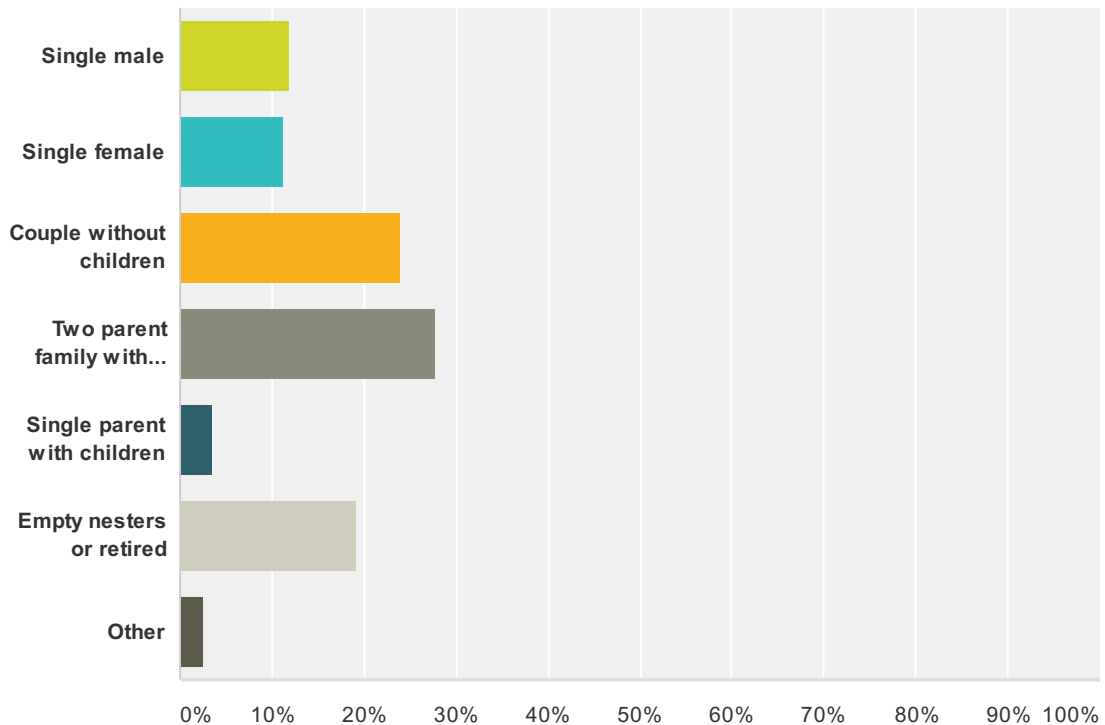
Q1 – How would you best describe your Buyer's property category?
(Check one or more.)



- First time buyer
- Moving from one property to another
- Moving from strata property to single family home
- Moving from single family home to strata property
- Moving into retirement home/senior's community
- Buying revenue property for investment purposes
- Buying recreational property
- Other

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

Answered: 317 Skipped: 0



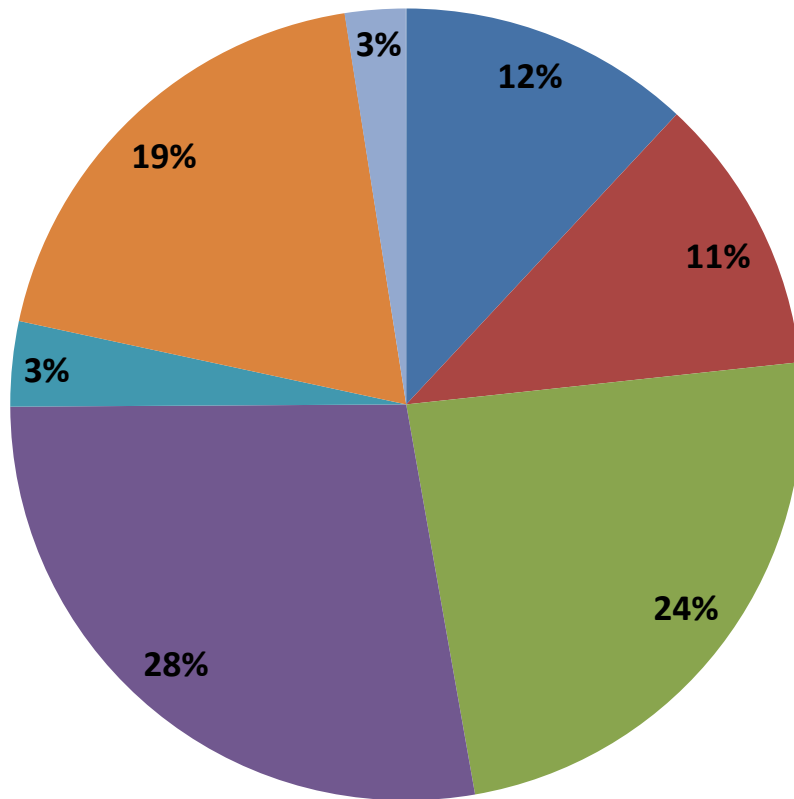
Answer Choices	Responses
Single male	11.99% 38
Single female	11.36% 36
Couple without children	23.97% 76
Two parent family with children	27.76% 88
Single parent with children	3.47% 11
Empty nesters or retired	19.24% 61
Other	2.52% 8
Total Respondents: 317	

#	If "Other", please specify.	Date
1	Builder	5/14/2014 9:28 AM
2	Builder	5/14/2014 9:27 AM
3	widower moving for health reasons	5/10/2014 7:07 AM
4	widower relocating for change and retirement	5/10/2014 6:55 AM
5	extended family	5/8/2014 10:35 AM
6	Contractor	5/8/2014 9:56 AM

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7	seniors	5/7/2014 7:14 PM
8	widowed	5/7/2014 5:03 PM
9	builder	5/7/2014 4:21 PM
10	single female with mother	5/7/2014 3:59 PM

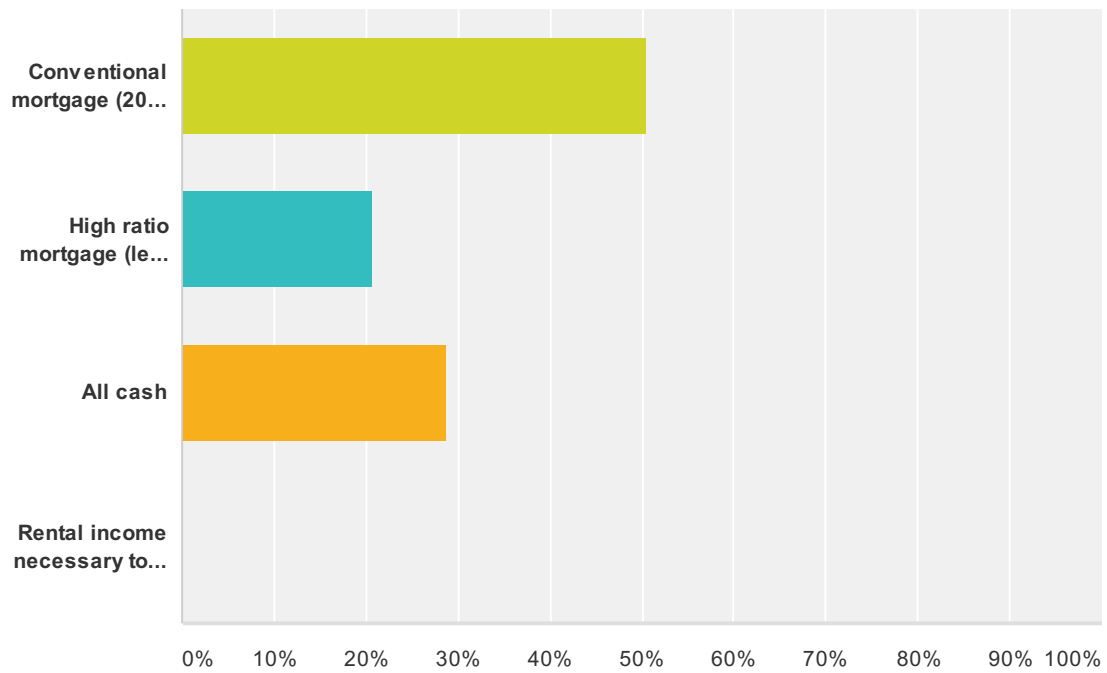
**Q2 - Describe your Buyer's demographic/family status.
(Check one or more.)**



- Single male
- Single female
- Couple without children
- Two parent family with children
- Single parent with children
- Empty nesters or retired
- Other

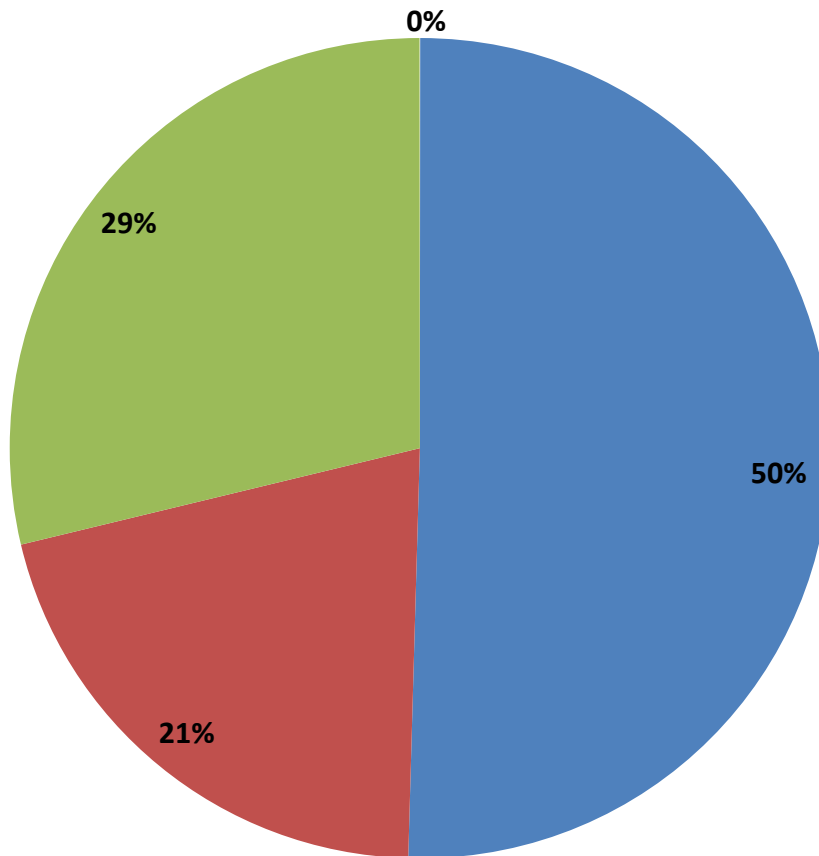
Q3 How did the Buyer finance the purchase? (Select one or more answers.)

Answered: 313 Skipped: 4



Answer Choices	Responses	
Conventional mortgage (20% or more down payment)	50.48%	158
High ratio mortgage (less than 20% down)	20.77%	65
All cash	28.75%	90
Rental income necessary to qualify for financing	0.00%	0
Total Respondents: 313		

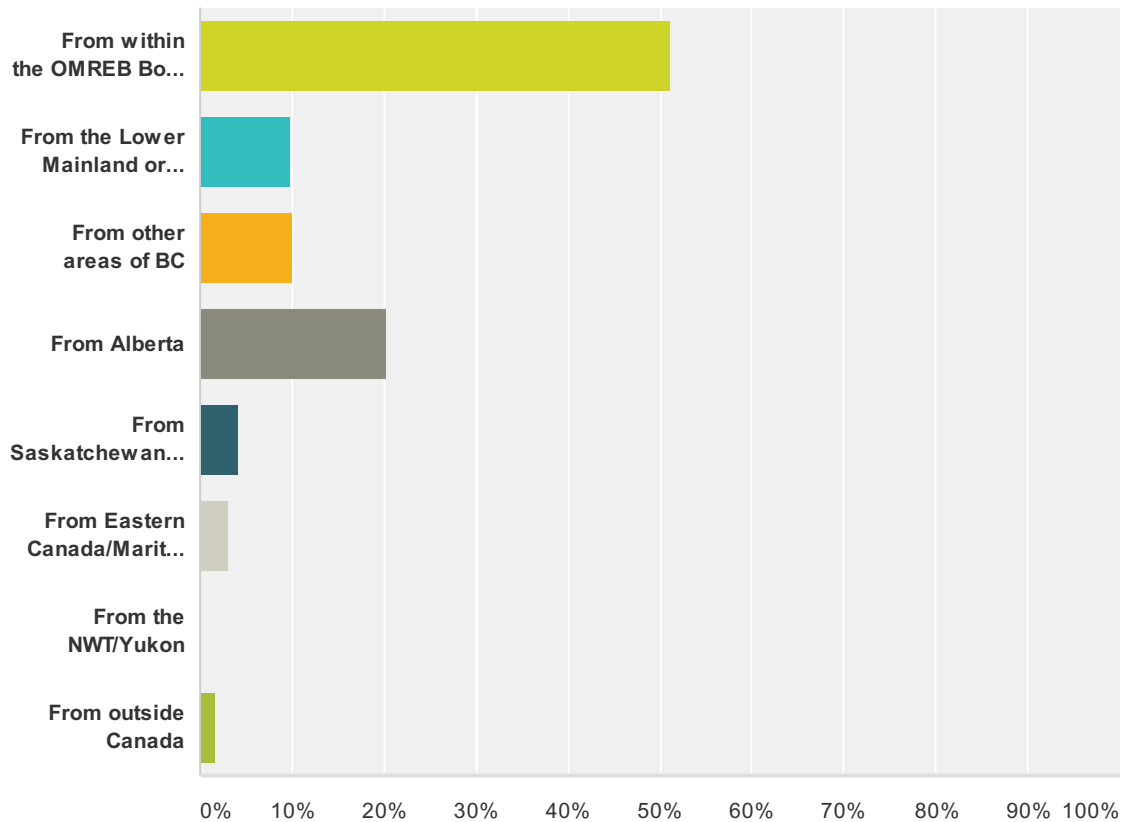
Q3 – How did the Buyer finance the purchase?
(Select one or more answers.)



- Conventional mortgage (20% or more down payment)
- High ratio mortgage (less than 20% down)
- All cash
- Rental income necessary to qualify for financing 0%

Q4 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.)

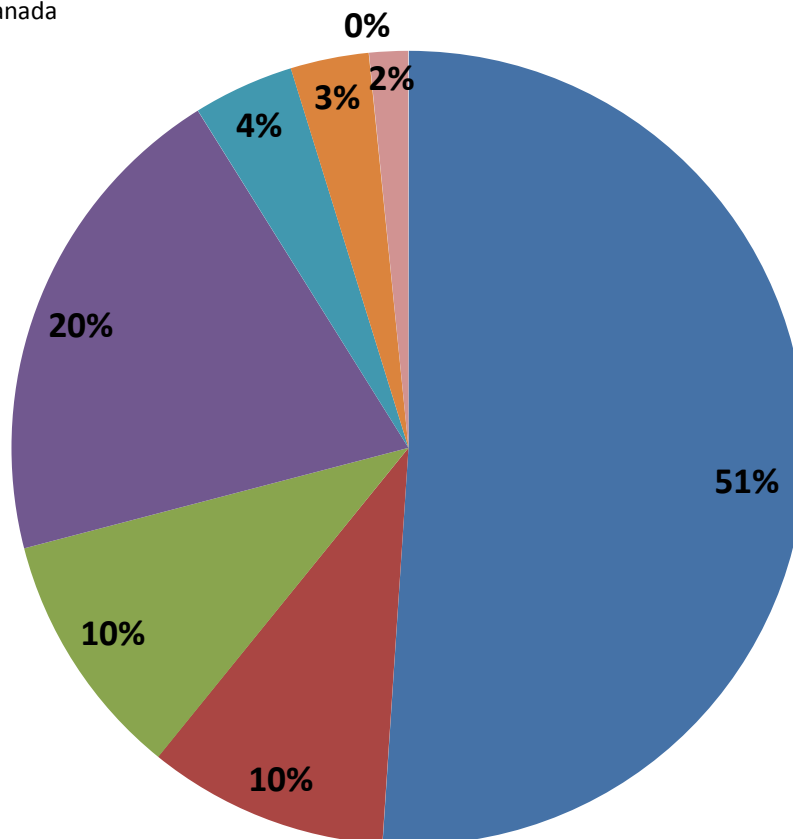
Answered: 317 Skipped: 0



Answer Choices	Responses	
From within the OMREB Board area (Peachland to Revelstoke)	51.10%	162
From the Lower Mainland or Vancouver Island	9.78%	31
From other areas of BC	10.09%	32
From Alberta	20.19%	64
From Saskatchewan/Manitoba	4.10%	13
From Eastern Canada/Maritimes	3.15%	10
From the NWT/Yukon	0.00%	0
From outside Canada	1.58%	5
Total		317

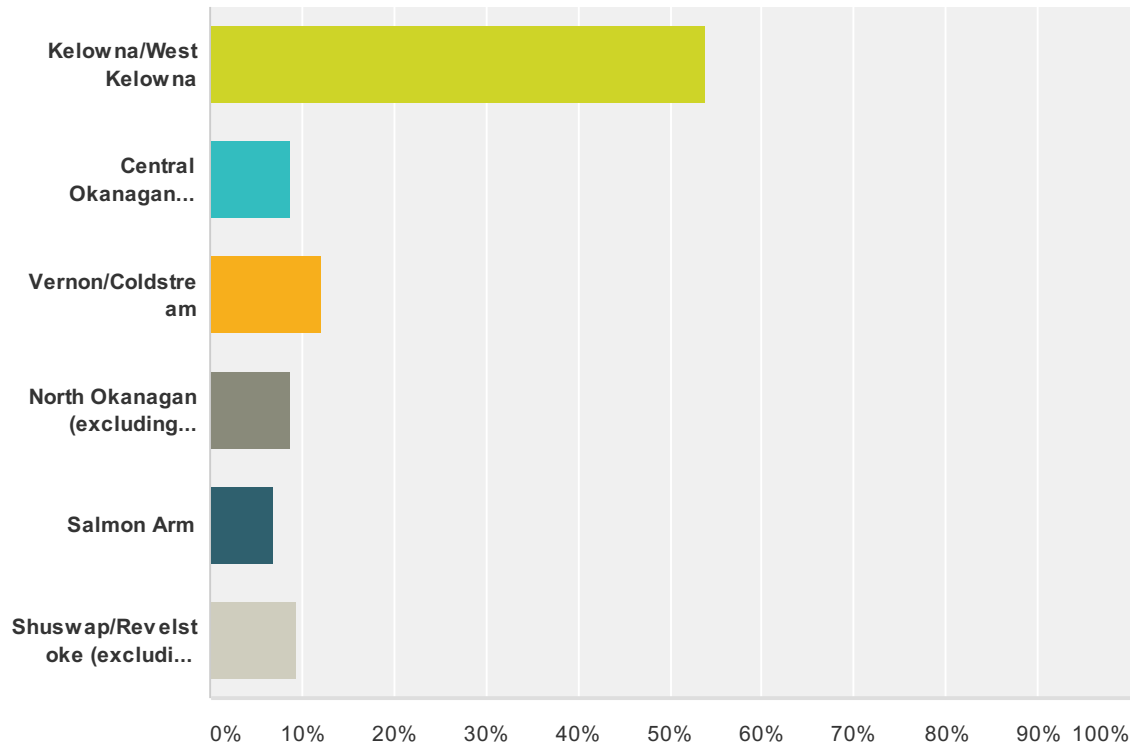
Q4 – Where did the Buyers move from?
(Select one answer.)

- From within the OMREB Board area (Peachland to Revelstoke)
- From the Lower Mainland or Vancouver Island
- From other areas of BC
- From Alberta
- From Saskatchewan/Manitoba
- From Eastern Canada/Maritimes
- From the NWT/Yukon 0%
- From outside Canada



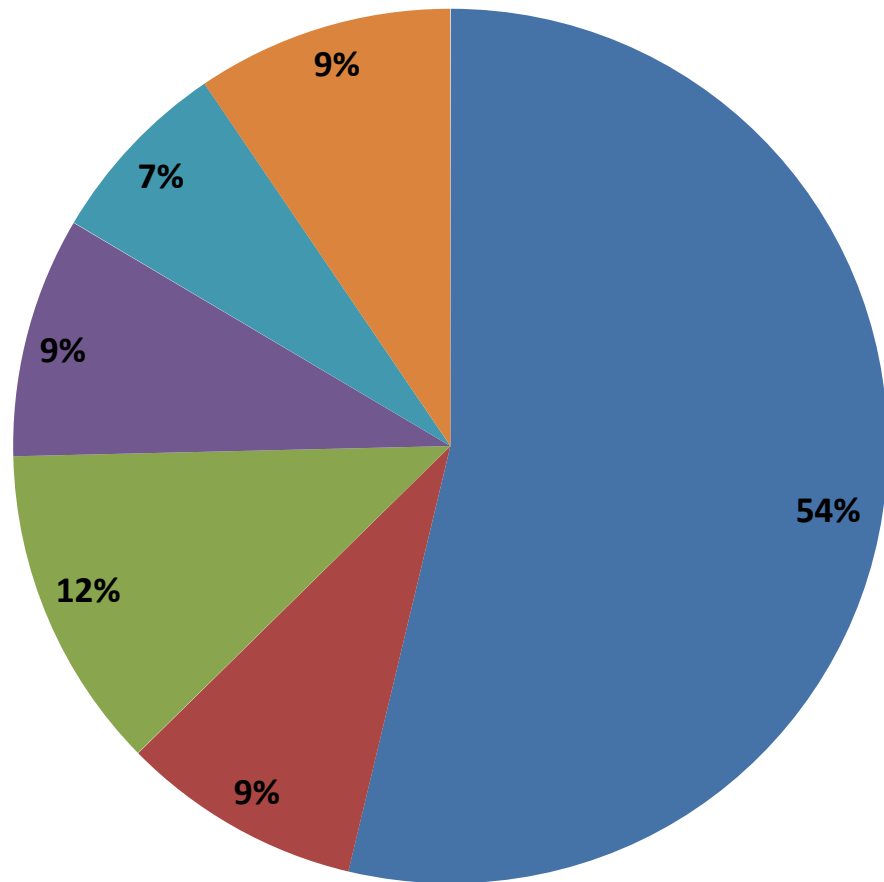
Q5 In what area was the property purchased? (Select one answer.)

Answered: 316 Skipped: 1



Answer Choices	Responses	
Kelowna/West Kelowna	53.80%	170
Central Okanagan (excluding Kelowna/West Kelowna)	8.86%	28
Vernon/Coldstream	12.03%	38
North Okanagan (excluding Vernon/Coldstream)	8.86%	28
Salmon Arm	6.96%	22
Shuswap/Revelstoke (excluding Salmon Arm)	9.49%	30
Total		316

Q5 – Where was the property purchased?
(Select one or more answers.)



■ Kelowna/West Kelowna

■ Vernon/Coldstream

■ Salmon Arm

■ Central Okanagan (excluding Kelowna/West Kelowna)

■ North Okanagan (excluding Vernon/Coldstream)

■ Shuswap/Revelstoke (excluding Salmon Arm)

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Q6 Please add your comments here (optional):

Answered: 15 Skipped: 302

#	Responses	Date
1	Bought a fixer upper	5/14/2014 1:36 PM
2	This is for mls #10072932 I filled in the survey for 10075396 as well. don't know if both have been recd.	5/13/2014 12:44 PM
3	Would be nice if Lake Country had it's own area designation.	5/9/2014 10:42 AM
4	Have not moved in over 30 years, this will be final retirement home.	5/9/2014 10:11 AM
5	moved to Kelowna from Merrit because she works in Fort Mac and her son will be going UBC. Airport and University are 2 major drawing cards.	5/9/2014 6:16 AM
6	Lakeshore Property	5/8/2014 10:16 AM
7	Did we not have a first time buyer question in the past or am I on the wrong page?	5/8/2014 8:27 AM
8	Bought in Lake Country. Canadian's that were living in Texas but are relocating back to Canada	5/7/2014 11:28 PM
9	Big White	5/7/2014 4:58 PM
10	Buyer is single male working in oil fields and will commute back to work in Alberta.	5/7/2014 4:55 PM
11	Buyers bought the property for their daughter to go to school here but mainly as a recreational property for them to use when they come to visit her.	5/7/2014 4:52 PM
12	Builder/developer bought a vacant lot to build a spec home.	5/7/2014 4:21 PM
13	Baby Boomer Purchasers	5/7/2014 4:11 PM
14	Sweetest family ever!	5/7/2014 4:09 PM
15	Bought an acreage with an older home.	5/7/2014 3:48 PM