









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

		Response Percent	Response Count
First time buyer		17.3%	45
Moving from one property to an upgraded property		25.4%	66
Moving from a strata property to a single family home		3.5%	9
Moving from a single family home to a strata property		13.5%	35
Moving into a retirement home/senior's community		6.5%	17
Buying revenue property for investment purposes		8.5%	22
Buying recreational property		11.2%	29
Other		17.7%	46
If "Other", please specify (explain).			55

answered question	260
skipped question	10

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

1	Purchased property that they plan to retire to in 5 years	Sep 15, 2013 12:49 PM
2	Relocated to Salmon Arm	Sep 15, 2013 12:46 PM
3	Moving from Freehold home to Native leased land MHP	Sep 13, 2013 12:07 PM
4	Moving from Freehold acreage to Native land MHP	Sep 13, 2013 12:01 PM
5	lateral move	Sep 12, 2013 11:09 AM
6	lateral move	Sep 12, 2013 11:07 AM
7	Lot purchase, moving from single family, will be building	Sep 12, 2013 9:16 AM
8	Downsizing from house to a townhouse Strata.	Sep 12, 2013 8:28 AM
9	Moving from one property to downgraded property	Sep 11, 2013 1:34 PM
10	Downsizing	Sep 11, 2013 8:44 AM
11	moving from out of province, from home to home	Sep 10, 2013 3:36 PM
12	Moving from rental accomodations to SFD	Sep 10, 2013 1:14 PM
13	Moving from rental accomodations to SFD	Sep 10, 2013 1:14 PM
14	moving from rental to home	Sep 10, 2013 10:31 AM
15	downsizing & moving from Alberta to BC	Sep 10, 2013 10:30 AM
16	Relocating from out of town	Sep 10, 2013 10:19 AM
17	Relocating from out of town	Sep 10, 2013 10:19 AM
18	Relocating from out of town	Sep 10, 2013 10:18 AM
19	Changing Location in the City lateral move	Sep 10, 2013 5:39 AM
20	Moving from a strata property to another strata property	Sep 9, 2013 10:22 PM
21	buying to use as vacation get-a-way for now, will eventually build on the lot and retire here.	Sep 9, 2013 6:05 PM
22	Secondary home	Sep 9, 2013 5:43 PM
23	Sold existing home & will build a new home on this lot	Sep 9, 2013 4:51 PM
24	moving from one strata property to another strata property	Sep 9, 2013 4:28 PM
25	Downsizing from single family to smaller single family	Sep 9, 2013 3:38 PM
26	Downsizing from a single family to a smaller singler family	Sep 9, 2013 3:37 PM
27	Purchased for child going to University in Kelowna	Sep 9, 2013 2:53 PM

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

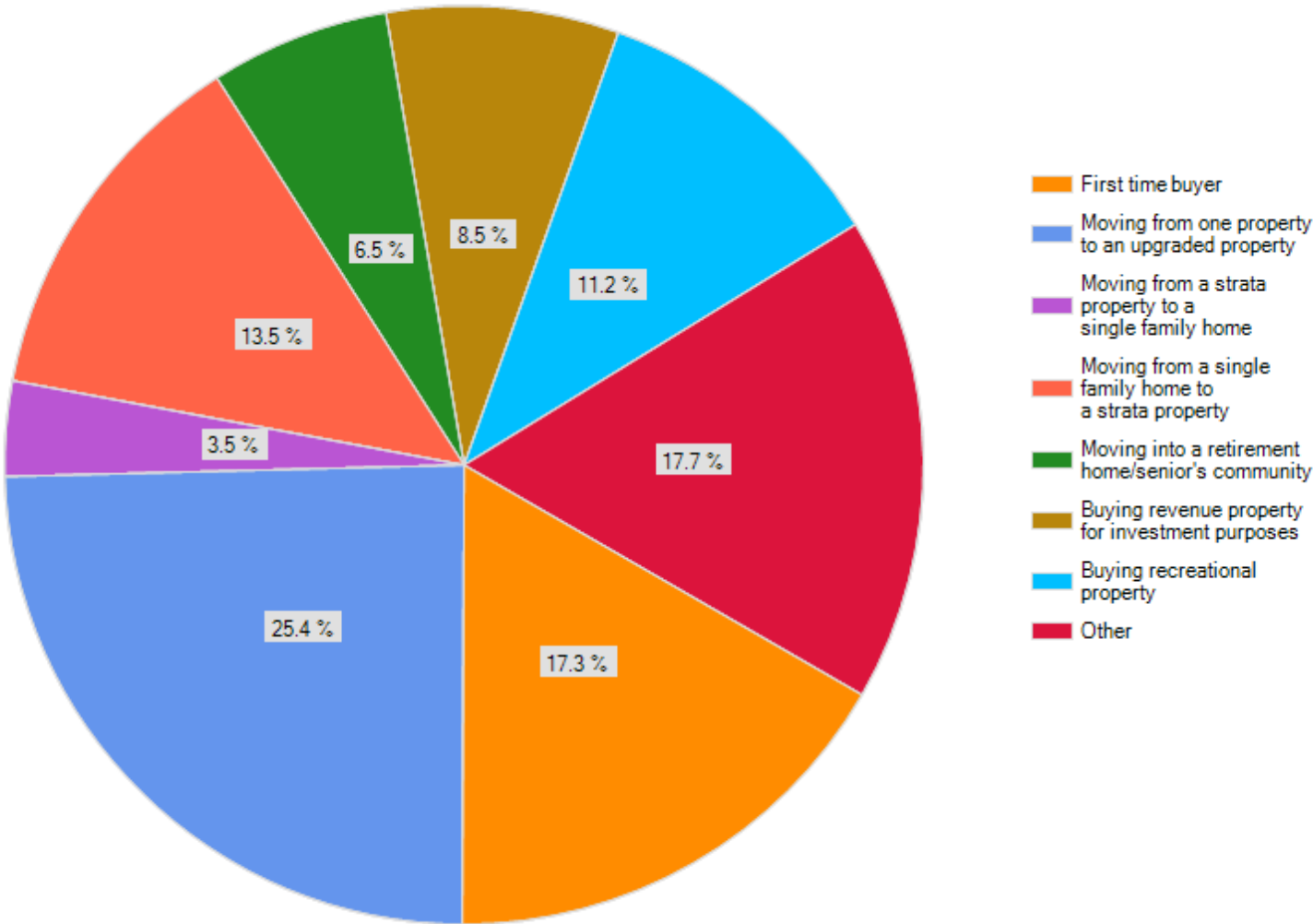
28	downsizing from acreage to single family dwelling	Sep 9, 2013 2:41 PM
29	Winter Home	Sep 9, 2013 2:12 PM
30	Bought it for the orchard. He has been renting the orchard for several years.	Sep 9, 2013 2:09 PM
31	Sold SF moved to MHP	Sep 9, 2013 1:51 PM
32	moving to b.c. from alta	Sep 9, 2013 1:38 PM
33	were renting; from out of town.	Sep 9, 2013 1:26 PM
34	Moving from a larger acreage in the Central Interior	Sep 9, 2013 12:54 PM
35	purchasing a lot to build their own home	Sep 9, 2013 12:33 PM
36	Moving from out of province next year	Sep 9, 2013 11:54 AM
37	just wanted a different area	Sep 9, 2013 11:50 AM
38	bought mobile	Sep 9, 2013 11:27 AM
39	Re-location/ retirement	Sep 9, 2013 11:26 AM
40	Moving from a single family home to a similar single family home	Sep 9, 2013 11:20 AM
41	Retirement property	Sep 9, 2013 11:10 AM
42	Renting to a strata property	Sep 9, 2013 11:01 AM
43	Moving from an Acreage to a single family home closer to amenities	Sep 9, 2013 10:59 AM
44	Moving from rental to single family dwelling - not a first time buyer	Sep 9, 2013 10:56 AM
45	Leaving Terrace, BC and moving back to Okanagan	Sep 9, 2013 10:54 AM
46	relocating from Alberta to similar property	Sep 9, 2013 10:39 AM
47	Buying to retire in Peachland in a couple of years	Sep 9, 2013 10:38 AM
48	from Alta	Sep 9, 2013 10:37 AM
49	Moving from out of province	Sep 9, 2013 10:36 AM
50	Buying a home for retirement	Sep 9, 2013 10:33 AM
51	Downsizing larger home for smaller home	Sep 9, 2013 10:32 AM
52	Large SF to downsized SF	Sep 9, 2013 10:32 AM
53	Buying for daughter & her family	Sep 9, 2013 10:31 AM
54	One party is a first time buyer, the other is moving to and upgraded property	Sep 9, 2013 10:31 AM

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

55 Downsizing

Sep 9, 2013 10:27 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	<input type="checkbox"/>	11.2%	30
Single female	<input type="checkbox"/>	13.8%	37
Couple without children	<input type="checkbox"/>	23.4%	63
Two parent family with children	<input type="checkbox"/>	25.3%	68
Single parent with children	<input type="checkbox"/>	4.5%	12
Empty nesters or retired	<input type="checkbox"/>	20.1%	54
Other	<input type="checkbox"/>	2.6%	7

If "Other", please specify.

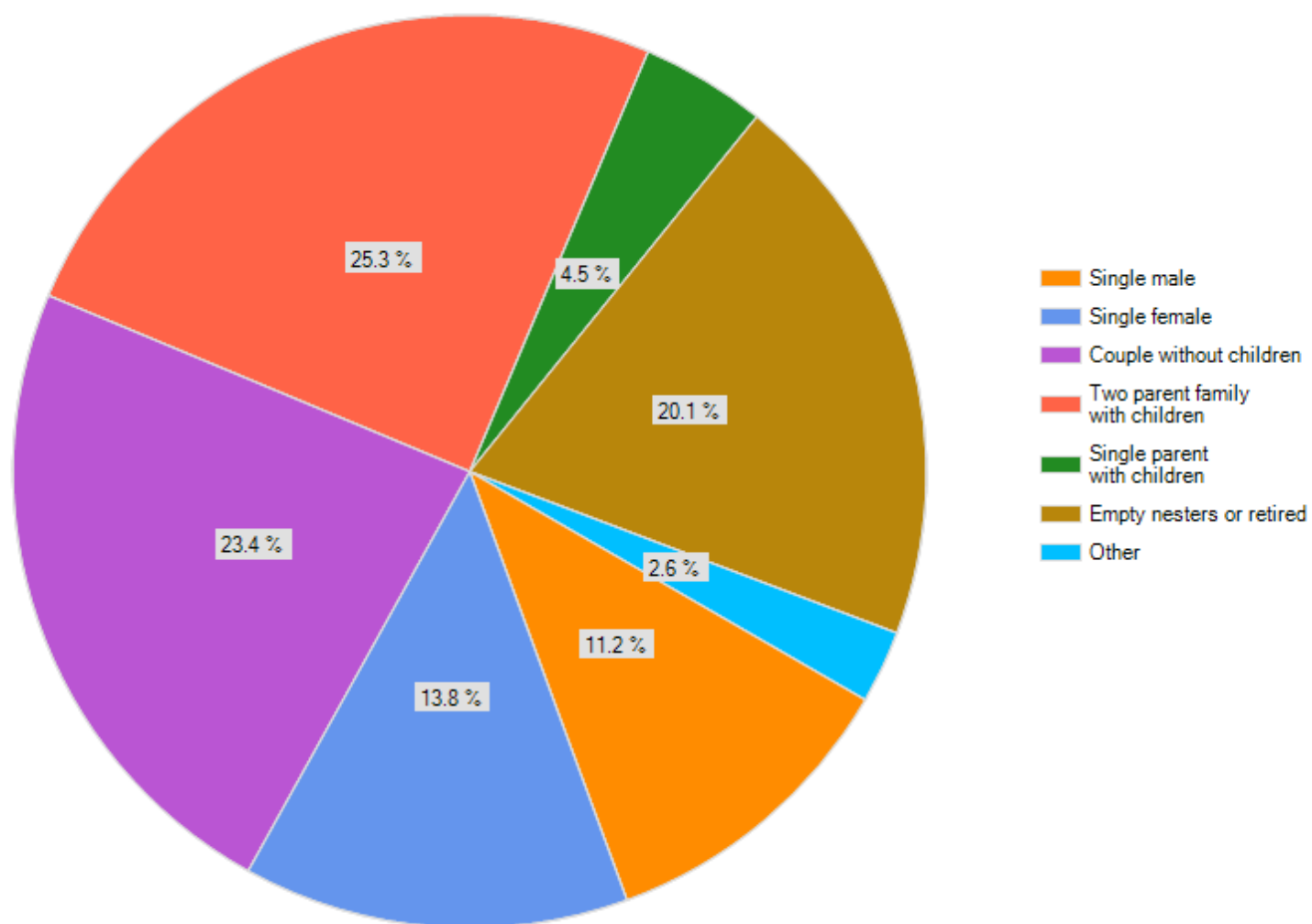
10

answered question	269
skipped question	1





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

1	Couple with adult children, not ready to retire yet	Sep 15, 2013 12:49 PM
2	Retired & newly married	Sep 11, 2013 5:44 PM
3	The wife had previously owned before but they are currently in a rental situation.	Sep 9, 2013 4:55 PM
4	Also have parents living with them	Sep 9, 2013 3:38 PM
5	Single female with adult child	Sep 9, 2013 3:00 PM
6	Investment property	Sep 9, 2013 11:16 AM
7	Corporate Purchaser	Sep 9, 2013 10:44 AM
8	investor group	Sep 9, 2013 10:30 AM
9	man and wife no children	Sep 9, 2013 10:30 AM
10	2 single males	Sep 9, 2013 10:29 AM

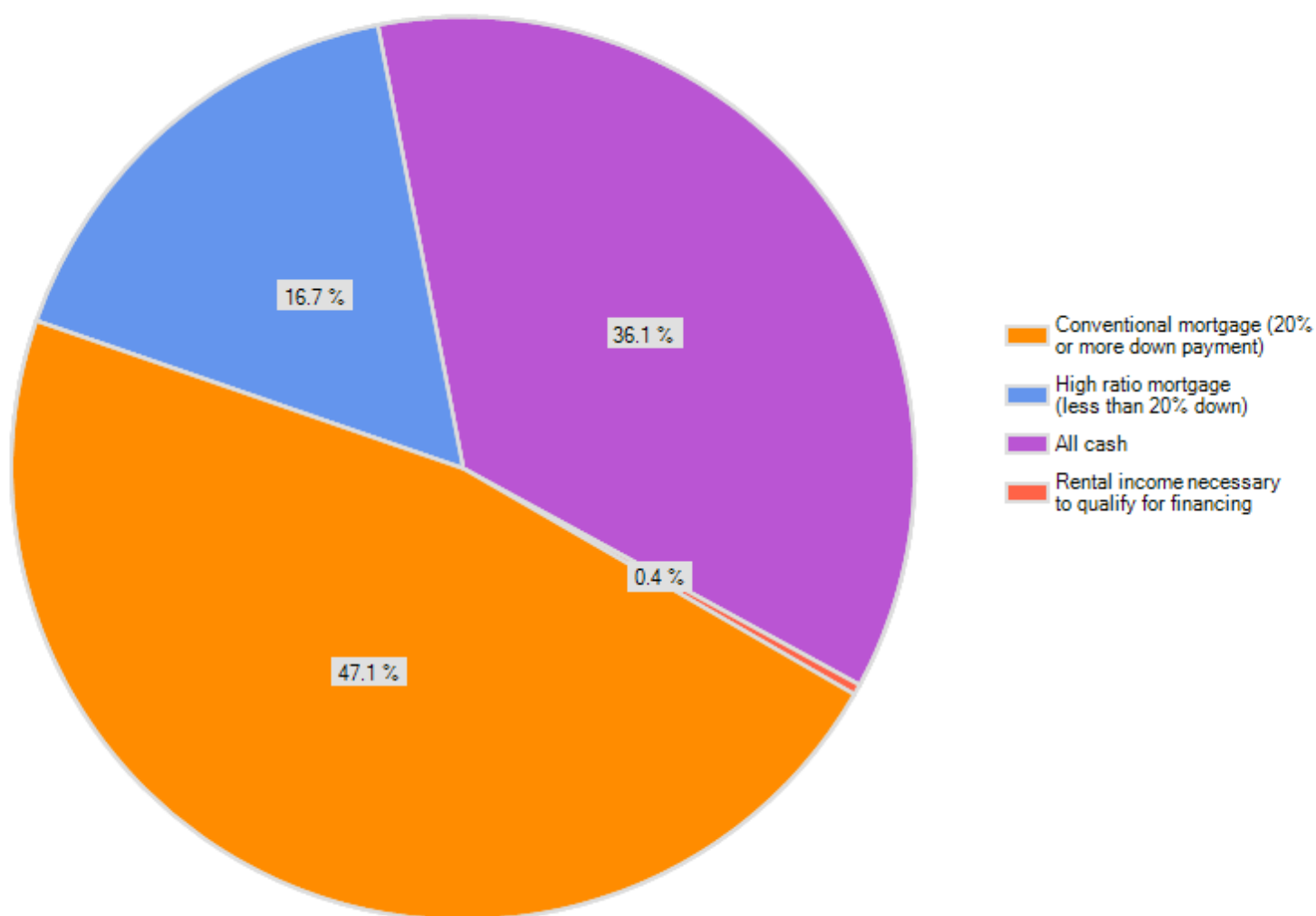
Please describe the Buyer - demographic/family status. (Check one or more.)






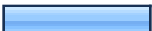




How did the Buyer finance the purchase? (Select one or more answers.)

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		47.1%	124
High ratio mortgage (less than 20% down)		16.7%	44
All cash		36.1%	95
Rental income necessary to qualify for financing		0.4%	1
answered question			263
skipped question			7

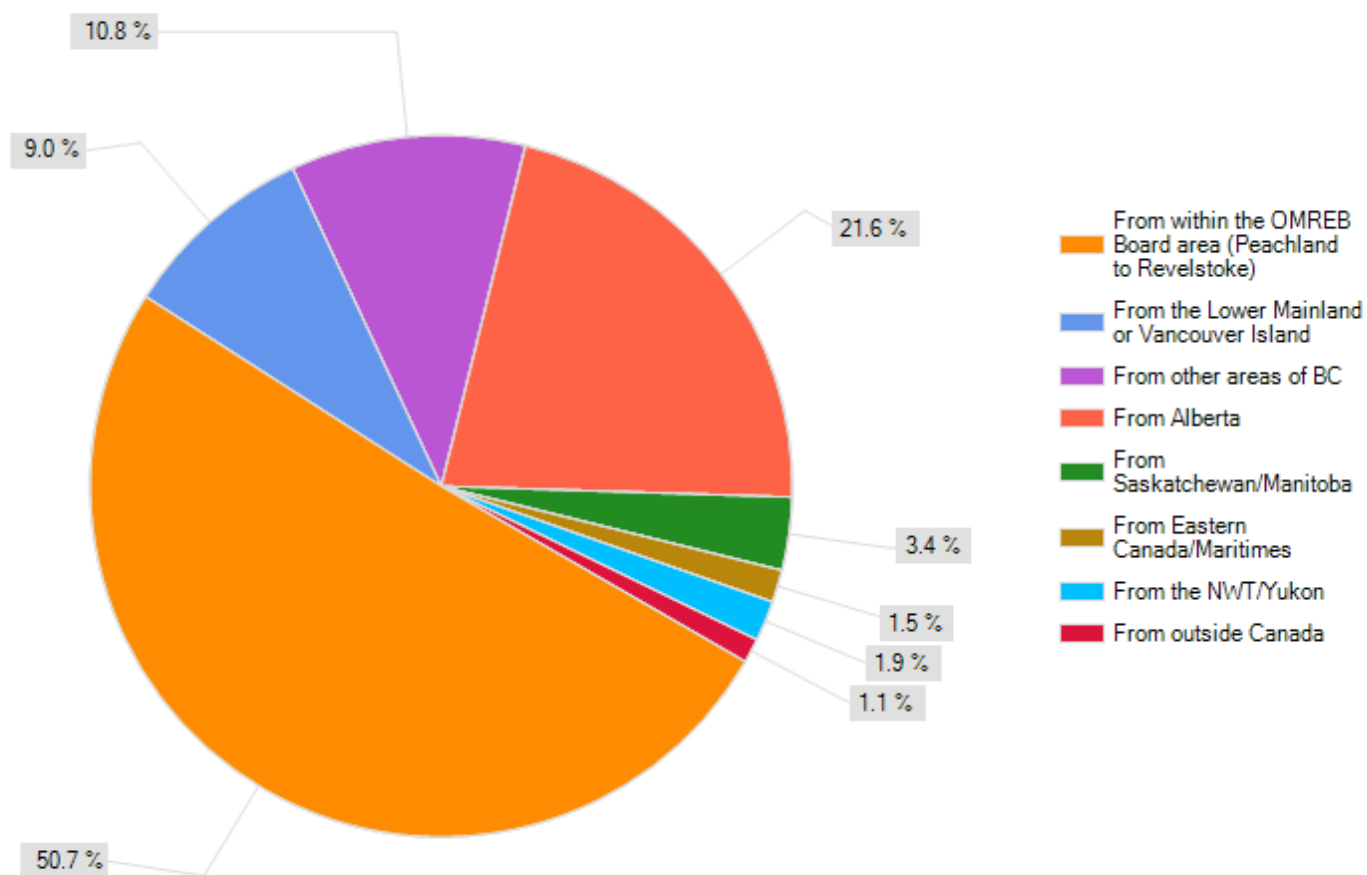
How did the Buyer finance the purchase? (Select one or more answers.)









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)		50.7%	136
From the Lower Mainland or Vancouver Island		9.0%	24
From other areas of BC		10.8%	29
From Alberta		21.6%	58
From Saskatchewan/Manitoba		3.4%	9
From Eastern Canada/Maritimes		1.5%	4
From the NWT/Yukon		1.9%	5
From outside Canada		1.1%	3
answered question			268
skipped question			2

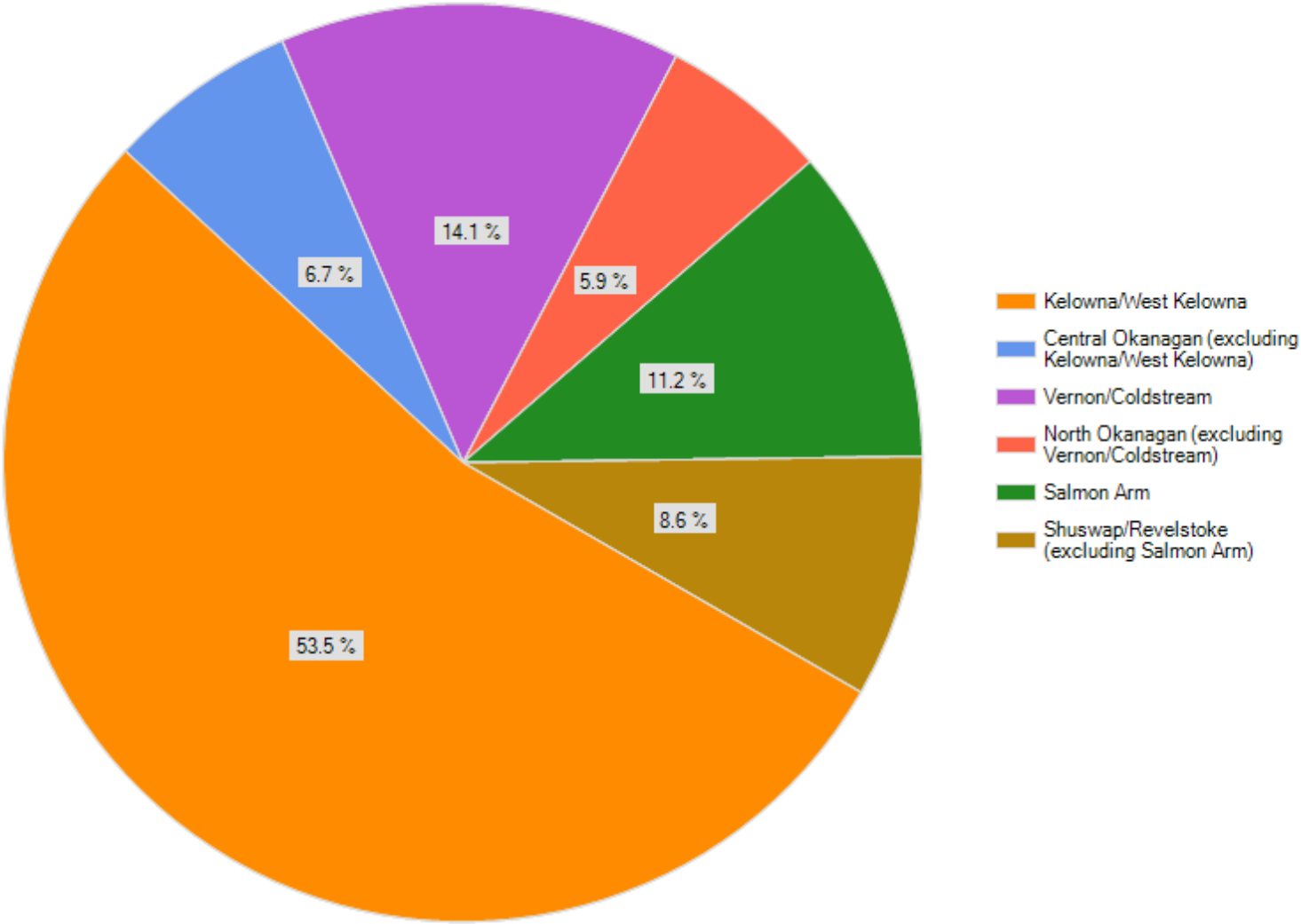
Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)



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

		Response Percent	Response Count
Kelowna/West Kelowna		53.5%	144
Central Okanagan (excluding Kelowna/West Kelowna)		6.7%	18
Vernon/Coldstream		14.1%	38
North Okanagan (excluding Vernon/Coldstream)		5.9%	16
Salmon Arm		11.2%	30
Shuswap/Revelstoke (excluding Salmon Arm)		8.6%	23
answered question			269
skipped question			1

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



Please add your comments here (optional):

Response
Count

11

answered question

11

skipped question

259

Q6. Please add your comments here (optional):

1	These Buyers were from the coast and had always planned to move here when retiring.	Sep 9, 2013 5:04 PM
2	downsizing / retired	Sep 9, 2013 4:29 PM
3	I do not know how they did their financing. They already own one in the same building.	Sep 9, 2013 12:16 PM
4	It's just a vacation place	Sep 9, 2013 11:56 AM
5	Parent purchased this condo for their daughter who is attend UBC	Sep 9, 2013 11:51 AM
6	No sure how it was financed. Would be good to show Lake Country as a separate area.	Sep 9, 2013 10:56 AM
7	will commute to work in the NWT	Sep 9, 2013 10:48 AM
8	Newly wedded on Aug 24th and their mortgage funds are being supplied by the parents.	Sep 9, 2013 10:39 AM
9	Bought a lot to build a spec house	Sep 9, 2013 10:33 AM
10	Bought condo for investment purposes	Sep 9, 2013 10:30 AM
11	Bough a lot on native land to build on	Sep 9, 2013 10:29 AM