

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

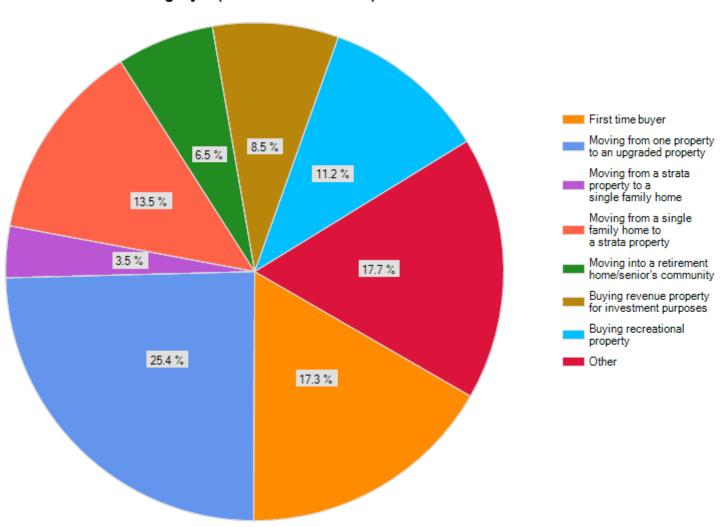
2 Relocated to Salmon Arm 3 Moving from Freehold home to Native leased land MHP 4 Moving from Freehold acreage to Native land MHP 5 Sep 13, 2013 12:07 PM 5 Lateral move 5 Sep 12, 2013 11:09 AM 6 Lateral move 5 Sep 12, 2013 11:07 AM 7 Lot purchase, moving from single family, will be building 8 Downsizing from house to a townhouse Strata. 9 Moving from one property to downgraded property 9 Sep 11, 2013 8:28 AM 9 Moving from one property to downgraded property 10 Downsizing 11 moving from out of province, from home to home 12 Moving from rental accomodations to SFD 13 Moving from rental accomodations to SFD 14 moving from rental accomodations to SFD 15 Sep 10, 2013 1:14 PM 16 Moving from rental to home 17 Relocating from out of town 18 Relocating from out of town 19 Changing Location in the City lateral move 20 Moving from a strata property to another strata property 21 buying to use as vacation get-a-way for now, will eventually build on the lot and retire here. 22 Secondary home 23 Sold existing home & will build a new home on this lot 24 Sep 9, 2013 5:39 PM 25 Sep 9, 2013 5:43 PM 26 Sep 9, 2013 5:45 PM	Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)		
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4 Moving from Freehold acreage to Native land MHP 5 lateral move 5 lateral move 5 lateral move 5 lateral move 5 sep 12, 2013 11:09 AM 6 lateral move 5 sep 12, 2013 11:07 AM 7 Lot purchase, moving from single family, will be building 8 Downsizing from house to a townhouse Strata. 9 Moving from one property to downgraded property 10 Downsizing 5 sep 11, 2013 8:28 AM 11 moving from out of province, from home to home 5 sep 10, 2013 3:36 PM 12 Moving from rental accomodations to SFD 5 sep 10, 2013 1:14 PM 13 Moving from rental accomodations to SFD 5 sep 10, 2013 1:14 PM 14 moving from rental to home 5 sep 10, 2013 1:14 PM 15 downsizing & moving from Alberta to BC 5 sep 10, 2013 10:30 AM 16 Relocating from out of town 5 sep 10, 2013 10:19 AM 17 Relocating from out of town 5 sep 10, 2013 10:19 AM 18 Relocating from out of town 5 sep 10, 2013 10:19 AM 19 Changing Location in the City lateral move 5 sep 10, 2013 10:22 PM 20 Moving from a strata property to another strata property 5 sep 9, 2013 5:39 AM 20 Moving from a strata property to another strata property 5 sep 9, 2013 5:43 PM 22 Secondary home 5 sep 9, 2013 5:43 PM 23 Sold existing home & will build a new home on this lot 5 sep 9, 2013 4:51 PM	2	Relocated to Salmon Arm	Sep 15, 2013 12:46 PM
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	22	Secondary home	Sep 9, 2013 5:43 PM
24 moving from one strata property to another strata property Son 0, 2012 4:29 DM	23	Sold existing home & will build a new home on this lot	Sep 9, 2013 4:51 PM
27 Hoving from one strata property to another strata property 3ep 9, 2013 4.20 PM	24	moving from one strata property to another strata property	Sep 9, 2013 4:28 PM
Downsizing from single family to smaller single family Sep 9, 2013 3:38 PM	25	Downsizing from single family to smaller single family	Sep 9, 2013 3:38 PM
Downsizing from a single family to a smaller singler family Sep 9, 2013 3:37 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	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

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.)





answered question

skipped question

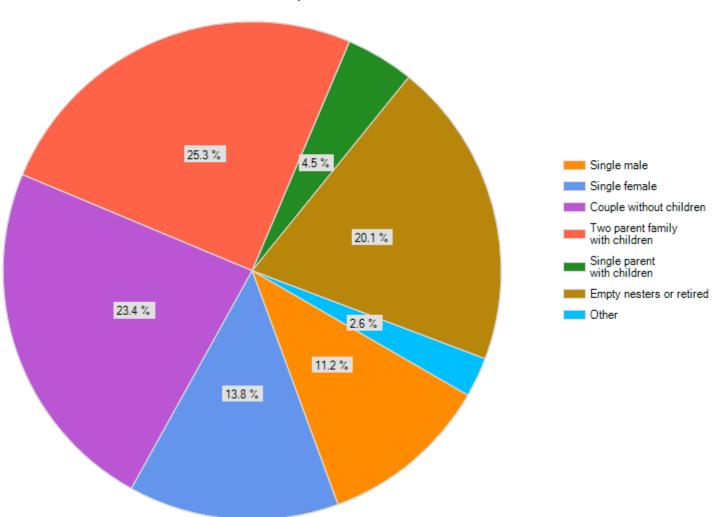
269

1

Please describe the Buyer - demographic/family status. (Check one or more.)			
	Response Percent	Response Count	
Single male	11.2%	30	
Single female	13.8%	37	
Couple without children	23.4%	63	
Two parent family with children	25.3%	68	
Single parent with children	4.5%	12	
Empty nesters or retired	20.1%	54	
Other	2.6%	7	
	If "Other", please specify.	10	

Q2. Ple	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.)



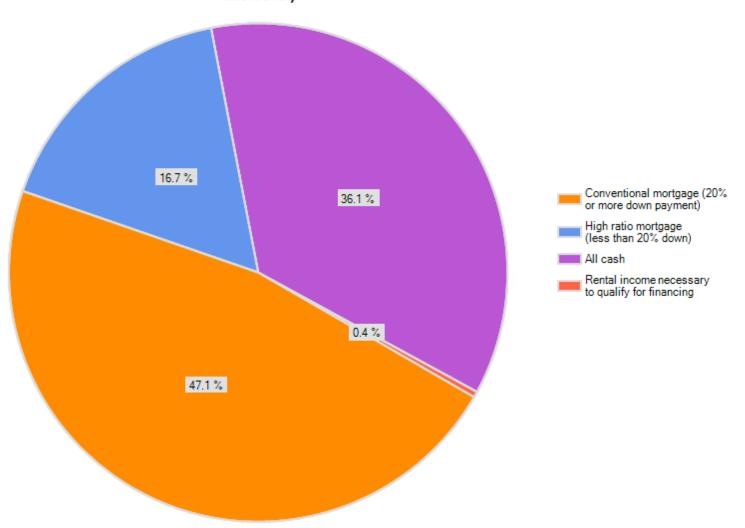


skipped question

7

How did the Buyer finance the purchase? (Select one or more answers.) Response Response **Percent** Count Conventional mortgage (20% or 47.1% 124 more down payment) High ratio mortgage (less than 20% 16.7% 44 down) All cash 36.1% 95 Rental income necessary to qualify 0.4% 1 for financing answered question 263

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

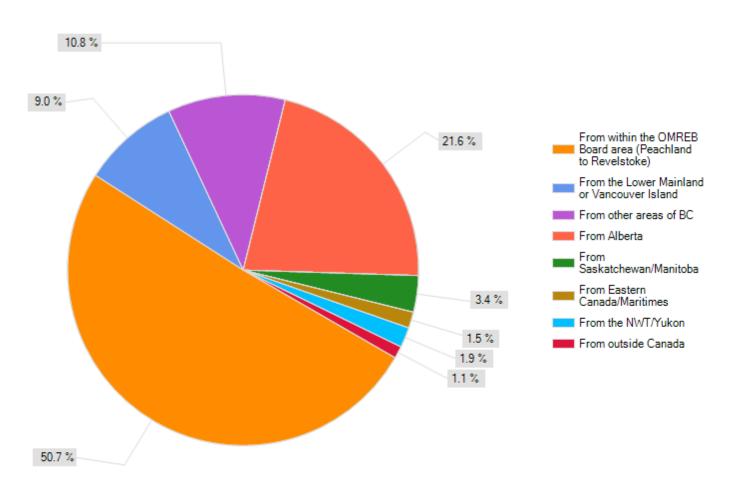




Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

	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

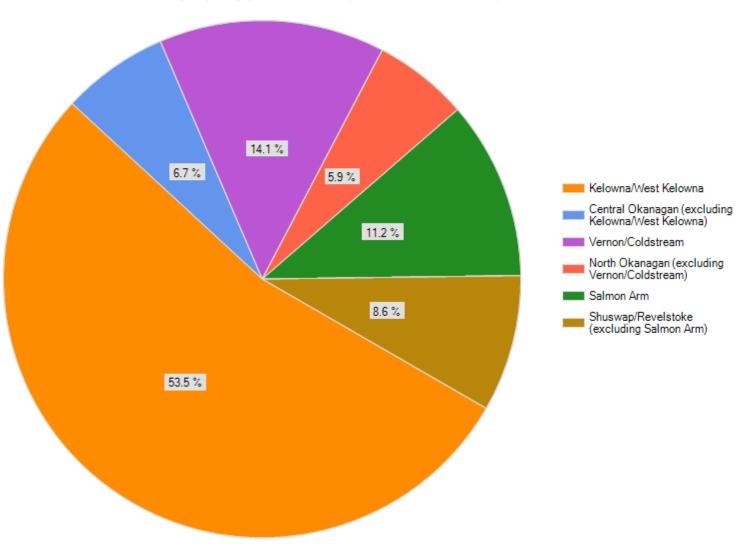
Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)





In what area was the property purchased? (Select one answer.) Response Response Percent Count Kelowna/West Kelowna 53.5% 144 Central Okanagan (excluding 6.7% 18 Kelowna/West Kelowna) Vernon/Coldstream 14.1% 38 North Okanagan (excluding 5.9% 16 Vernon/Coldstream) Salmon Arm 11.2% 30 Shuswap/Revelstoke (excluding 8.6% 23 Salmon Arm) 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. Ple	ase 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