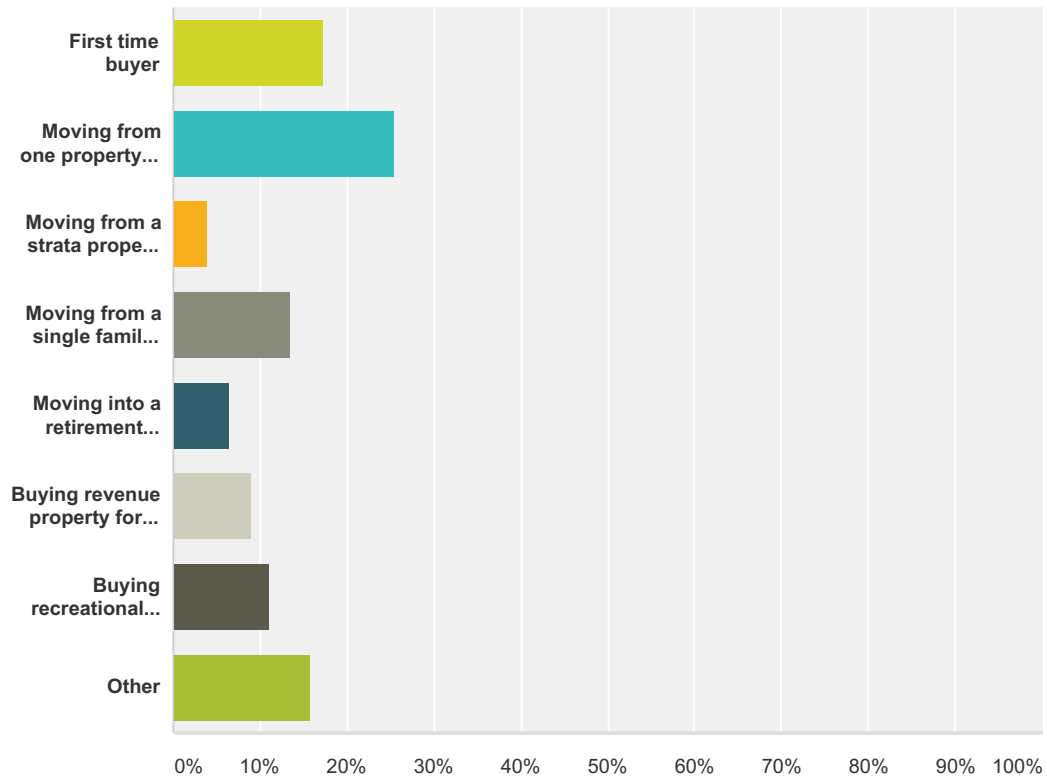


Q1 How would you best describe your most recent Buyer - property category? (Check one or more.)

Answered: 278 Skipped: 10



Answer Choices	Responses
First time buyer	17.27% 48
Moving from one property to an upgraded property	25.54% 71
Moving from a strata property to a single family home	3.96% 11
Moving from a single family home to a strata property	13.67% 38
Moving into a retirement home/senior's community	6.47% 18
Buying revenue property for investment purposes	8.99% 25
Buying recreational property	11.15% 31
Other	15.83% 44
Total Respondents: 278	

#	If "Other", please specify (explain).	Date
1	retirees moving into area from Ontario	9/11/2014 2:50 PM
2	Moving from a strata property to a smaller strata property	9/11/2014 1:57 PM

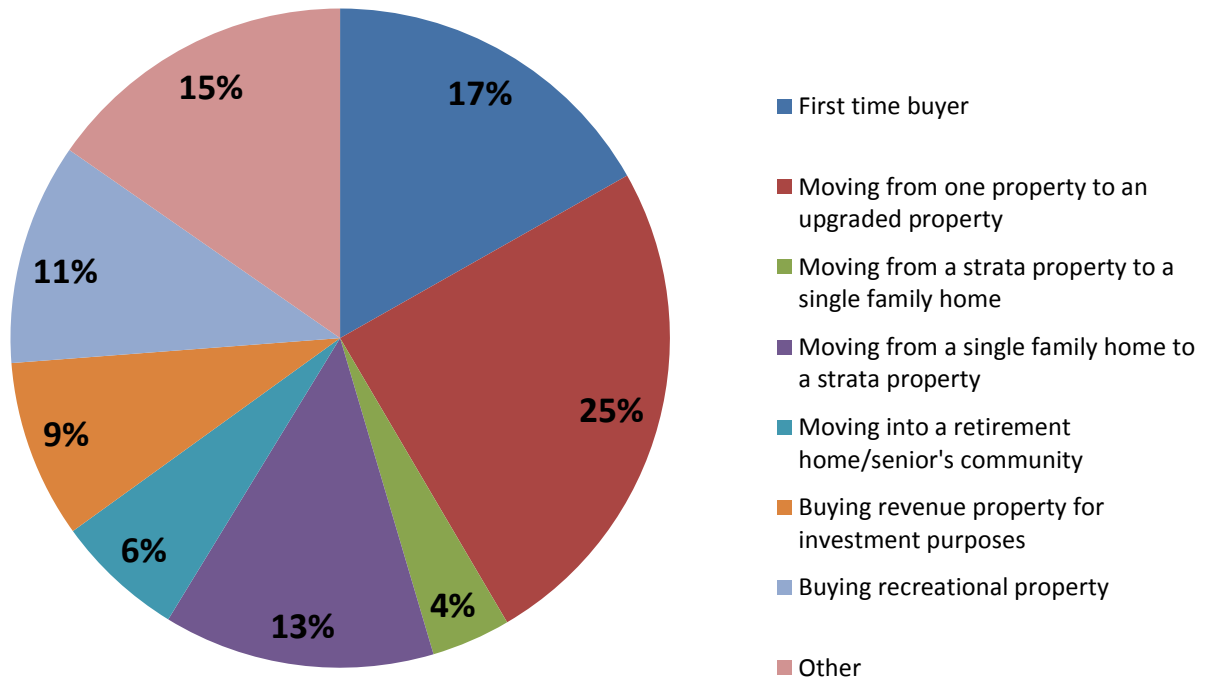
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3	Purchased for daughter attending school	9/11/2014 1:35 PM
4	moving from similar property but from Alberta	9/11/2014 1:27 PM
5	relocating for work. Moving from one property to another of similar value	9/11/2014 10:30 AM
6	From a strata property to a mobile home park	9/11/2014 9:46 AM
7	Moving from Lower Mainland	9/11/2014 8:52 AM
8	Moving from out of province	9/11/2014 8:49 AM
9	Acreage for future home site	9/11/2014 8:47 AM
10	Roger	9/10/2014 2:41 PM
11	Moving from a farm to home in town	9/10/2014 1:23 PM
12	Parents buyng condo for children for school	9/10/2014 12:41 PM
13	Client purchased a second home in Kelowna	9/10/2014 10:16 AM
14	relocating from Fort St. John similar property to similar property	9/9/2014 8:40 PM
15	moving from SFD to MHP	9/9/2014 8:38 PM
16	retiring to a MHP from SFD	9/9/2014 8:35 PM
17	from one property to similar property	9/9/2014 8:33 PM
18	moving from a rented home	9/9/2014 4:40 PM
19	moving from strata to strata	9/9/2014 4:24 PM
20	buying for the use of university age children	9/9/2014 3:23 PM
21	Moving from acreage into a family home on large lot	9/9/2014 2:55 PM
22	moving from one province to another	9/9/2014 2:22 PM
23	Re-locating to the Okanagan	9/9/2014 1:02 PM
24	moving, but has other home as well	9/9/2014 12:57 PM
25	Investment for now, moving in a few years	9/9/2014 12:55 PM
26	downsizing	9/9/2014 12:48 PM
27	downsizing	9/9/2014 12:47 PM
28	relocating	9/9/2014 11:29 AM
29	buying land for future build	9/9/2014 10:59 AM
30	Moving from acreage to city lot	9/9/2014 10:41 AM
31	Moving from acreage to city lot	9/9/2014 10:41 AM
32	moving from single family bare land strata to condo strata	9/9/2014 10:34 AM
33	winter home	9/9/2014 9:49 AM
34	Bought as a summer home	9/9/2014 9:29 AM
35	moving from rental to purchase an house on acreage	9/9/2014 7:20 AM
36	buying land to build	9/9/2014 6:54 AM
37	Moving from Strata to smaller unit in Strata	9/9/2014 6:49 AM
38	moving from strata property to larger strata property	9/8/2014 11:00 PM
39	Downsize big SF to small SF to eliminate mortgage	9/8/2014 10:39 PM
40	lateral move	9/8/2014 8:59 PM

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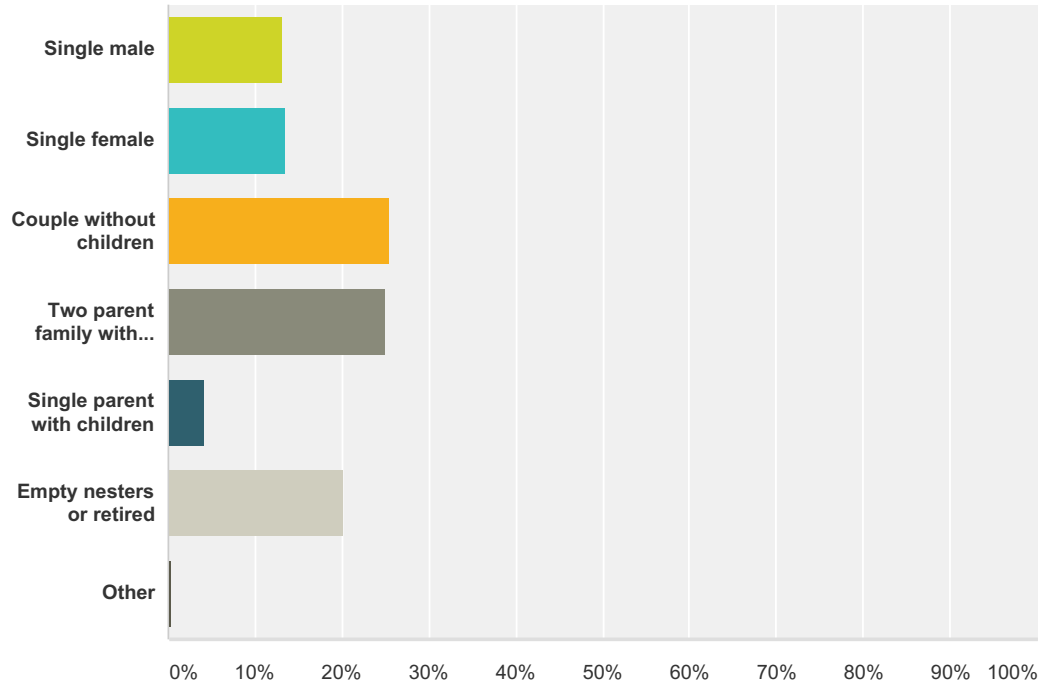
41	moving from Williams Lake mobile home to Kelowna mobile home	9/8/2014 8:47 PM
42	From a manufactured home to a Strata condo	9/8/2014 8:34 PM
43	Moving from strata to strata	9/8/2014 8:11 PM
44	Purchasing after renting	9/8/2014 8:05 PM
45	Moving from Toronto, bought lot to build on	9/8/2014 7:35 PM
46	moving to town - similar to home they sold	9/8/2014 6:37 PM
47	Moving from Rented to Strata.	9/8/2014 6:12 PM
48	Moving from Rented to Strata.	9/8/2014 6:11 PM
49	Bought lot to build upgraded property	9/8/2014 5:52 PM
50	Bought bare lot to build full time home	9/8/2014 5:27 PM
51	Moving from strata to strata - newer, larger home	9/8/2014 5:24 PM
52	moved from one house to another	9/8/2014 5:19 PM
53	A recent life changing event required a move sideways.	9/8/2014 5:17 PM
54	moving from condo to gated community	9/8/2014 5:15 PM
55	For two sons attending UBCO	9/8/2014 5:11 PM

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



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

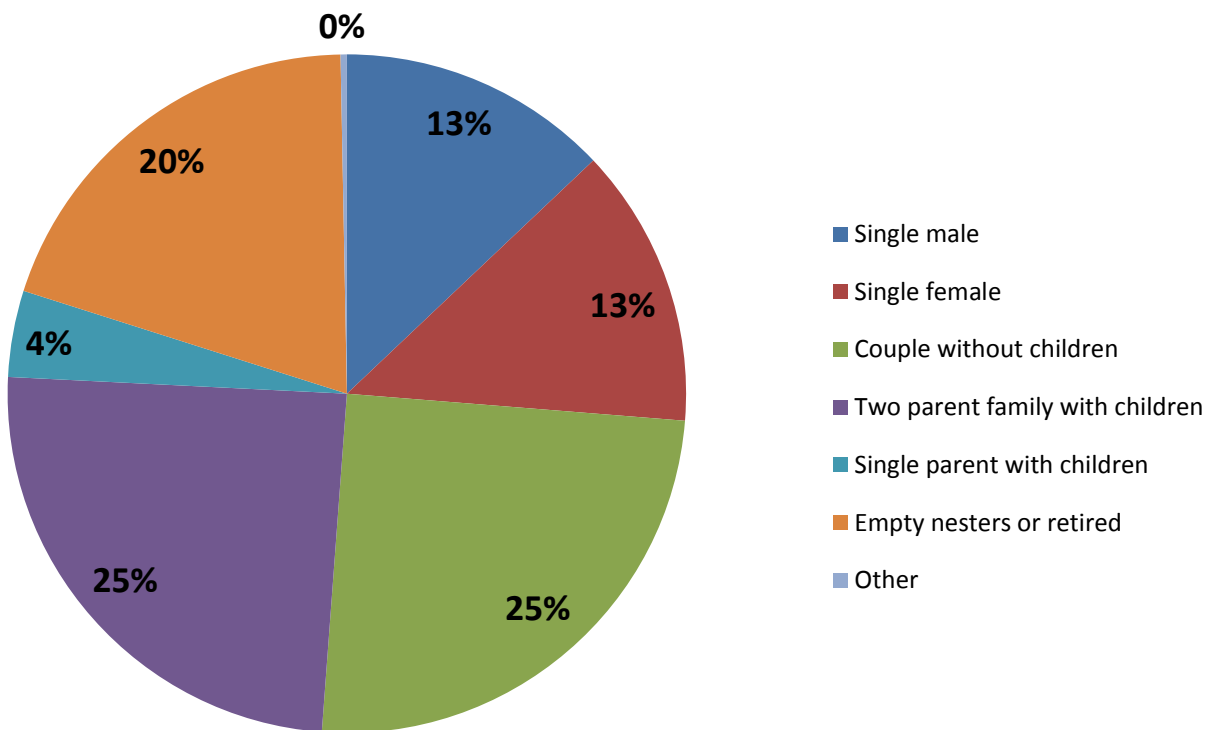
Answered: 287 Skipped: 1



Answer Choices	Responses
Single male	13.24% 38
Single female	13.59% 39
Couple without children	25.44% 73
Two parent family with children	25.09% 72
Single parent with children	4.18% 12
Empty nesters or retired	20.21% 58
Other	0.35% 1
Total Respondents: 287	

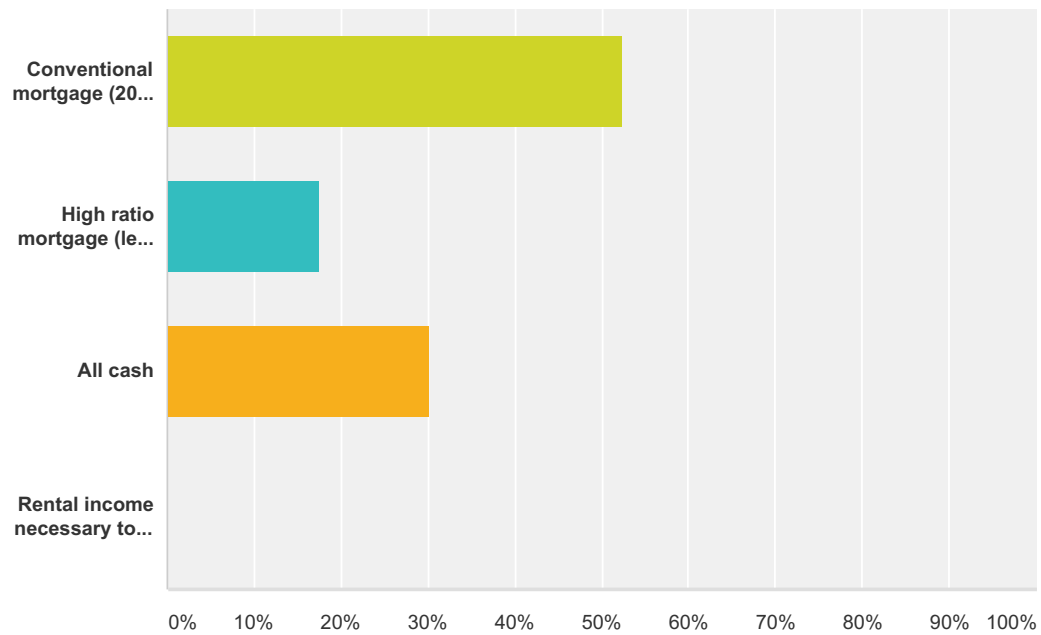
#	If "Other", please specify.	Date
1	retired	9/9/2014 4:24 PM
2	widowed woman	9/8/2014 9:05 PM
3	Married senior retired but husband placed in a carehome	9/8/2014 5:17 PM

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



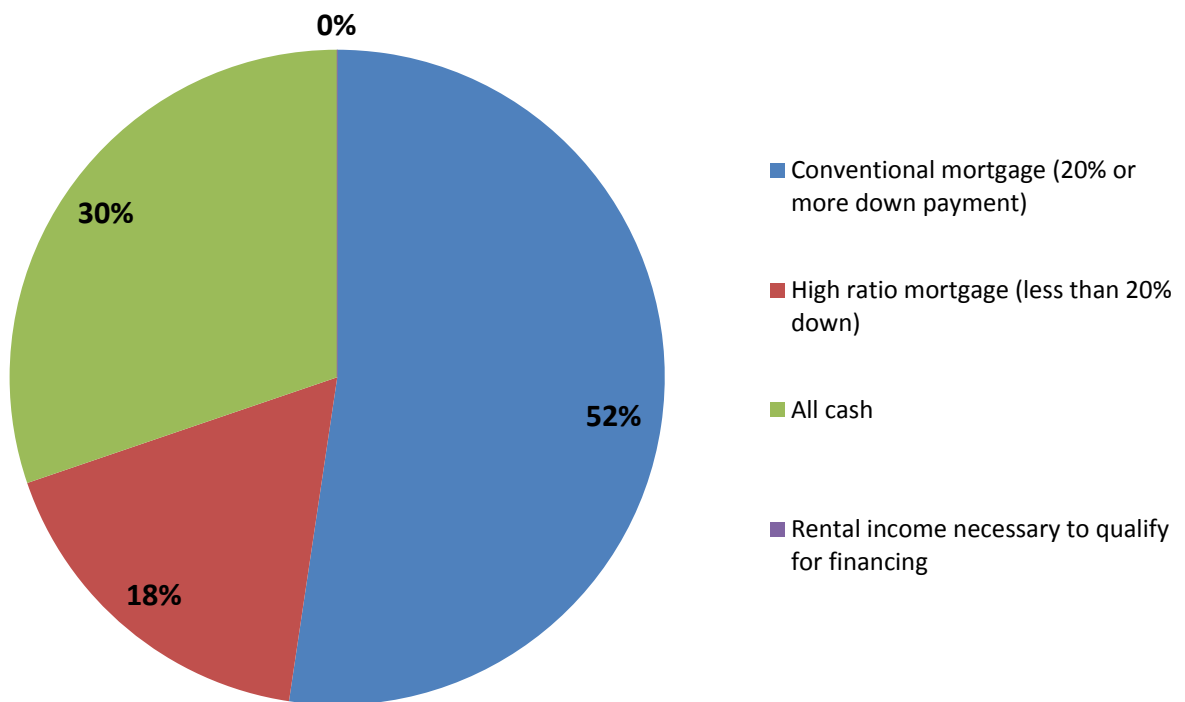
Q3 How did the Buyer finance the purchase? (Select one or more answers.)

Answered: 281 Skipped: 7



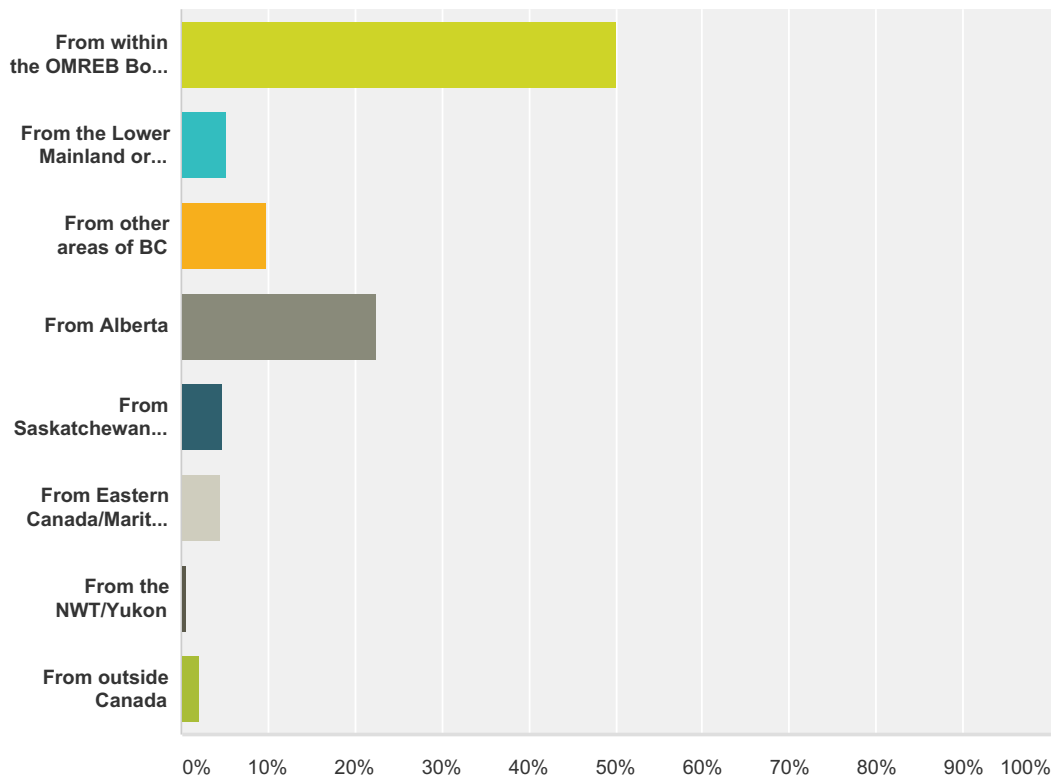
Answer Choices	Responses	
Conventional mortgage (20% or more down payment)	52.31%	147
High ratio mortgage (less than 20% down)	17.44%	49
All cash	30.25%	85
Rental income necessary to qualify for financing	0.00%	0
Total Respondents: 281		

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



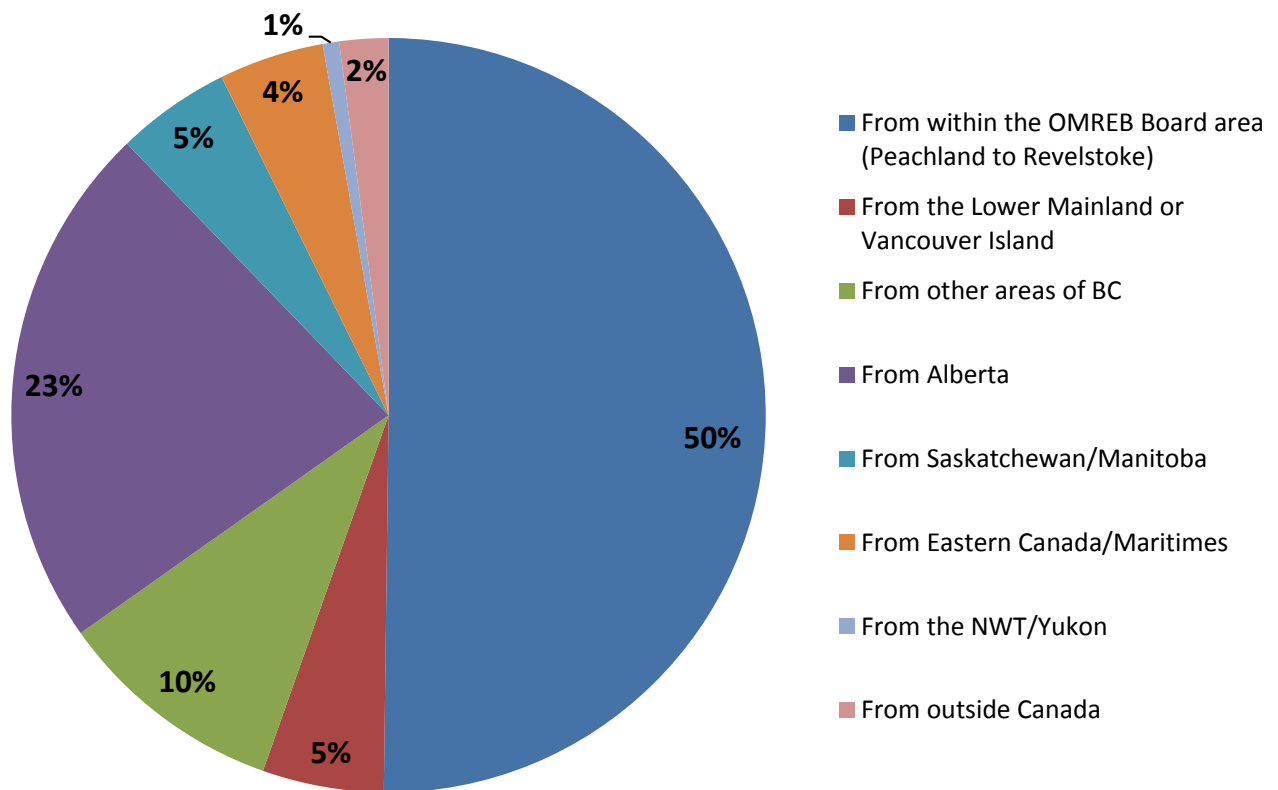
Q4 Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

Answered: 287 Skipped: 1



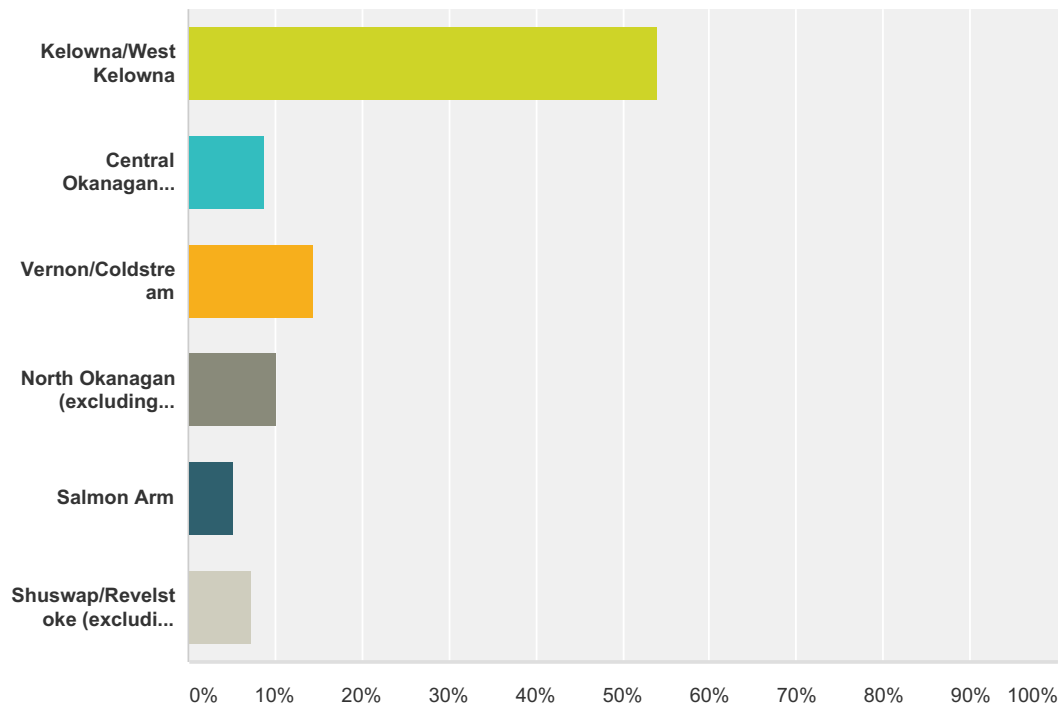
Answer Choices	Responses	
From within the OMREB Board area (Peachland to Revelstoke)	50.17%	144
From the Lower Mainland or Vancouver Island	5.23%	15
From other areas of BC	9.76%	28
From Alberta	22.65%	65
From Saskatchewan/Manitoba	4.88%	14
From Eastern Canada/Maritimes	4.53%	13
From the NWT/Yukon	0.70%	2
From outside Canada	2.09%	6
Total		287

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.)



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

Answered: 285 Skipped: 3



Answer Choices	Responses	
Kelowna/West Kelowna	54.04%	154
Central Okanagan (excluding Kelowna/West Kelowna)	8.77%	25
Vernon/Coldstream	14.39%	41
North Okanagan (excluding Vernon/Coldstream)	10.18%	29
Salmon Arm	5.26%	15
Shuswap/Revelstoke (excluding Salmon Arm)	7.37%	21
Total		285

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Q6 Please add your comments here (optional):

Answered: 11 Skipped: 277

#	Responses	Date
1	Great couple to work with!	9/11/2014 3:26 PM
2	repeat Buyer	9/10/2014 2:41 PM
3	buyers from SOREB	9/10/2014 12:41 PM
4	Native land lease	9/9/2014 9:30 AM
5	From California	9/9/2014 9:29 AM
6	Purchased in Desert Cove gated adult gated community	9/9/2014 6:42 AM
7	SECOND RENTAL PROPERTY ON THE LAKE.	9/8/2014 11:02 PM
8	bought a condo 1.5 years ago to test the lifestyle and weather and loves it so sold and bought this one.	9/8/2014 11:00 PM
9	Please ignore previous survey. I answered on wrong property	9/8/2014 7:38 PM
10	bare lot	9/8/2014 6:55 PM
11	The buyers actually moved from the Shuswap Area (North Okanagan).....	9/8/2014 6:28 PM

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

