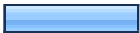









OMREB Monthly Buyers Survey - FEBRUARY 2013

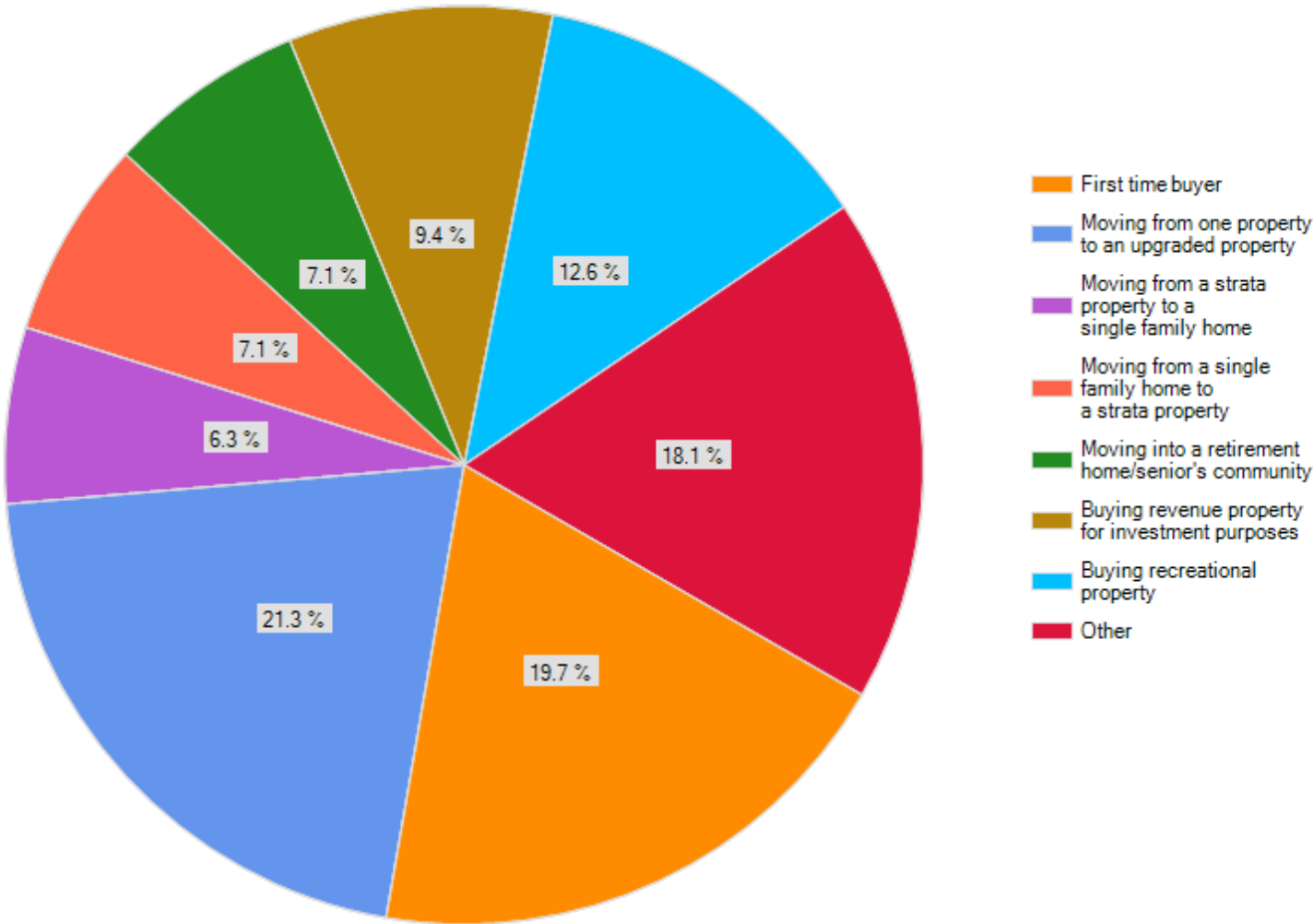
How would you best describe your most recent Buyer - property category? (Check one or more.)

		Response Percent	Response Count
First time buyer		19.7%	25
Moving from one property to an upgraded property		21.3%	27
Moving from a strata property to a single family home		6.3%	8
Moving from a single family home to a strata property		7.1%	9
Moving into a retirement home/senior's community		7.1%	9
Buying revenue property for investment purposes		9.4%	12
Buying recreational property		12.6%	16
Other		18.1%	23
If "Other", please specify (explain).			26
answered question			127
skipped question			2

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

1	moving from one property to an lessor priced property moving down	Mar 17, 2013 10:26 AM
2	Buyers were moving into town from out of town a trade straigh accross.	Mar 17, 2013 9:51 AM
3	Downsizing	Mar 15, 2013 3:20 PM
4	Moving to same type of property - townhouse	Mar 15, 2013 8:38 AM
5	Recently divorced, buying temporary home	Mar 13, 2013 12:11 PM
6	Ron	Mar 12, 2013 8:04 PM
7	Ron	Mar 12, 2013 8:02 PM
8	moving from 55+ strata to another - lateral move	Mar 12, 2013 12:32 PM
9	Builder buying a lot.	Mar 11, 2013 7:17 PM
10	Buying for family member	Mar 11, 2013 2:51 PM
11	CSRS buying to upgrade Anglemont Water System	Mar 11, 2013 12:56 PM
12	Moving from a rental to strata	Mar 11, 2013 11:15 AM
13	Relocating	Mar 11, 2013 10:51 AM
14	Builder	Mar 11, 2013 10:42 AM
15	Buying home for their children	Mar 11, 2013 10:40 AM
16	Lot purchased by builder	Mar 11, 2013 10:36 AM
17	from rental to townhome ownership	Mar 11, 2013 10:36 AM
18	single family home to single family home	Mar 11, 2013 10:23 AM
19	2nd home	Mar 11, 2013 10:00 AM
20	Moving from a Single family to a Single family	Mar 11, 2013 9:50 AM
21	single family home downsizing	Mar 11, 2013 9:49 AM
22	Buying a 'Fixer Upper' to Flip	Mar 11, 2013 9:45 AM
23	Divirce	Mar 11, 2013 9:43 AM
24	Moving from a rental to a purchase	Mar 11, 2013 9:41 AM
25	Lot purchase to build their own home	Mar 11, 2013 9:26 AM
26	were renting now purchased	Mar 11, 2013 9:22 AM

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



OMREB Monthly Buyers Survey - FEBRUARY 2013 SurveyMonkey

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

		Response Percent	Response Count
Single male	<input type="checkbox"/>	7.8%	10
Single female	<input type="checkbox"/>	10.9%	14
Couple without children	<input type="checkbox"/>	25.8%	33
Two parent family with children	<input type="checkbox"/>	30.5%	39
Single parent with children	<input type="checkbox"/>	3.1%	4
Empty nesters or retired	<input type="checkbox"/>	18.8%	24
Other	<input type="checkbox"/>	4.7%	6

If "Other", please specify.

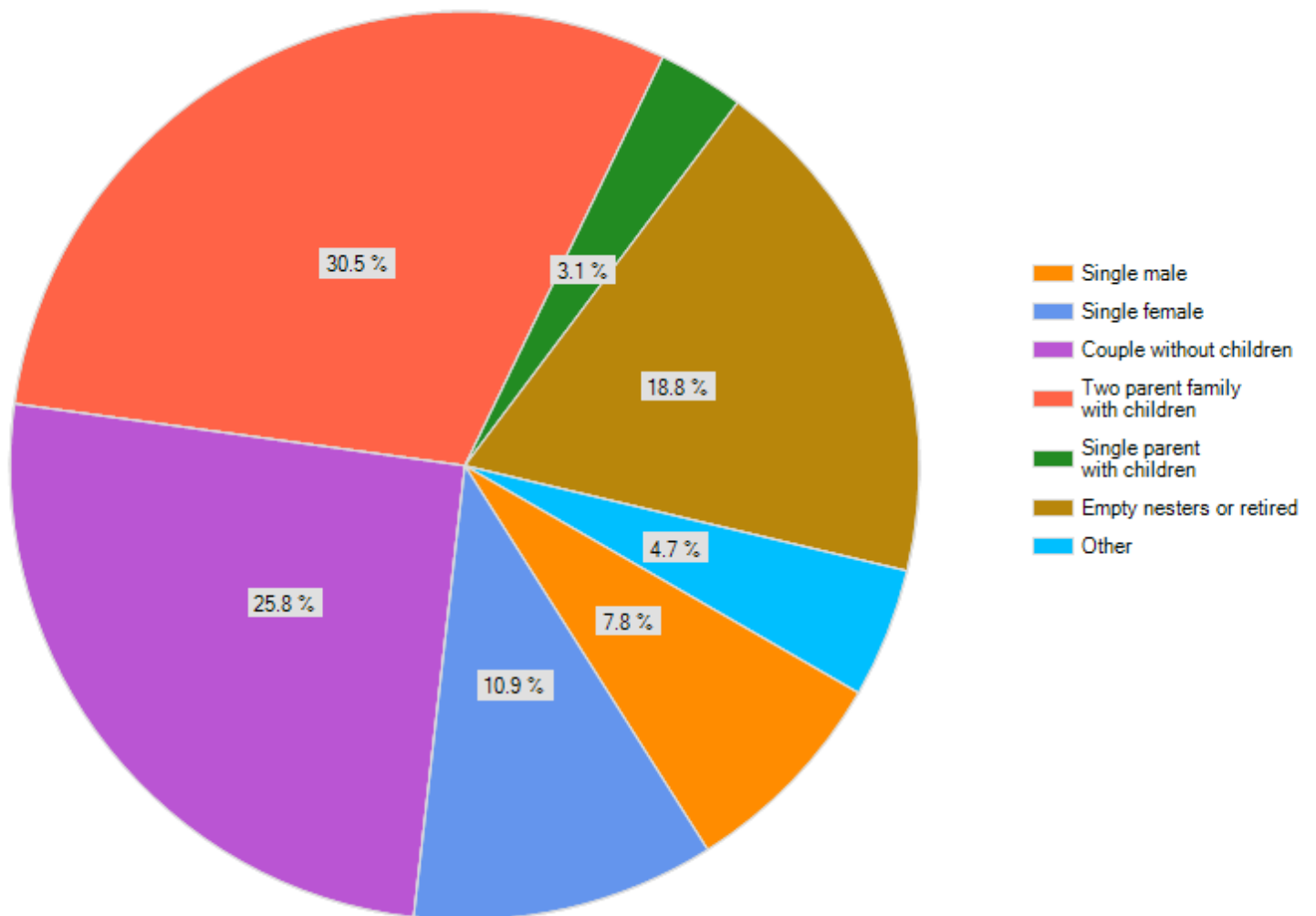
4

answered question	128
skipped question	1

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





1	Company	Mar 11, 2013 12:56 PM
2	Investors	Mar 11, 2013 11:37 AM
3	Retired and having elderly parents move in with her	Mar 11, 2013 11:03 AM
4	2 parent w children & Grannie	Mar 11, 2013 10:36 AM

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

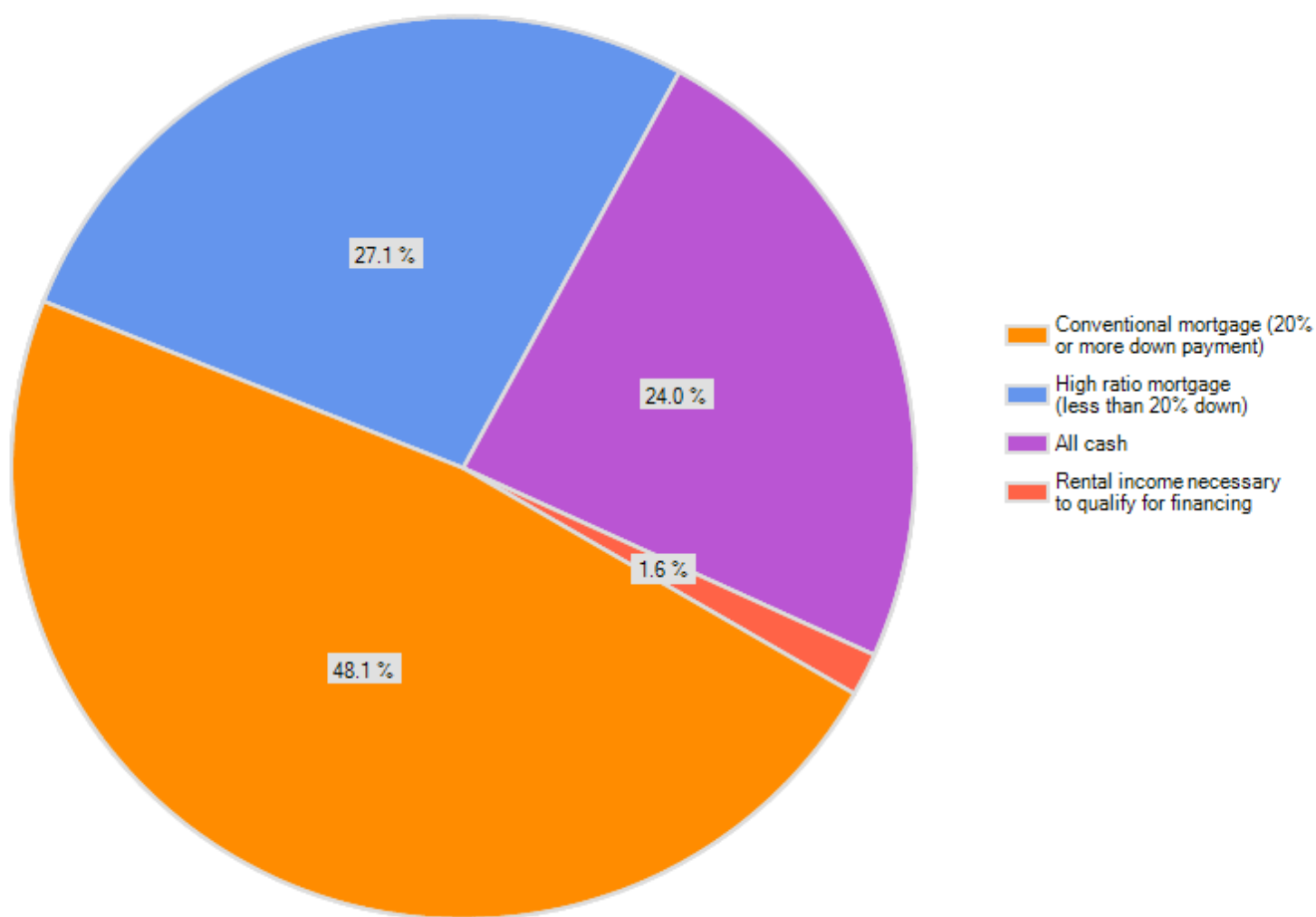


OMREB Monthly Buyers Survey - FEBRUARY 2013 SurveyMonkey

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








		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		48.1%	62
High ratio mortgage (less than 20% down)		27.1%	35
All cash		24.0%	31
Rental income necessary to qualify for financing		1.6%	2
answered question			129
skipped question			0

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

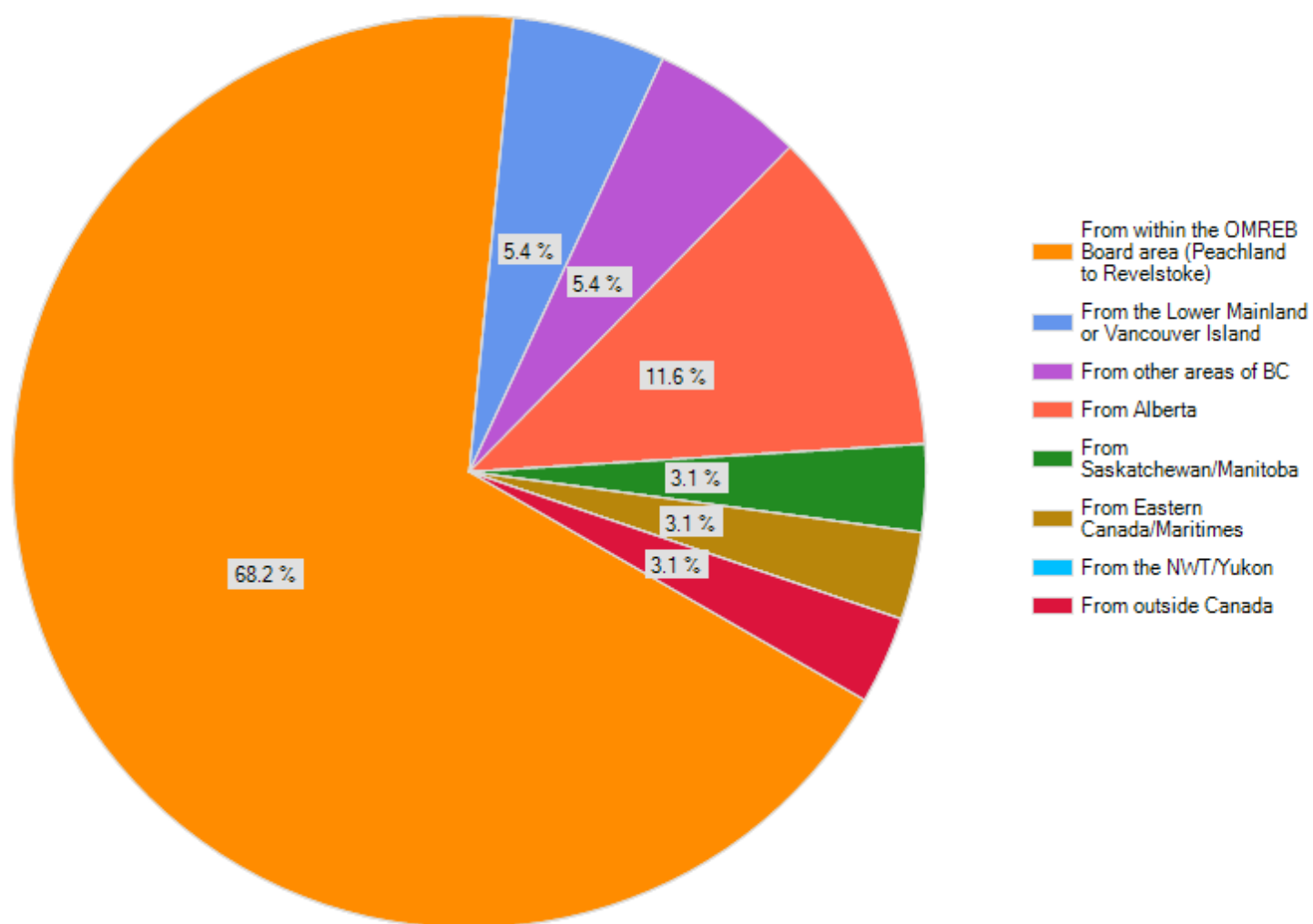


OMREB Monthly Buyers Survey - FEBRUARY 2013 SurveyMonkey

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)		68.2%	88
From the Lower Mainland or Vancouver Island		5.4%	7
From other areas of BC		5.4%	7
From Alberta		11.6%	15
From Saskatchewan/Manitoba		3.1%	4
From Eastern Canada/Maritimes		3.1%	4
From the NWT/Yukon		0.0%	0
From outside Canada		3.1%	4
answered question			129
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.)

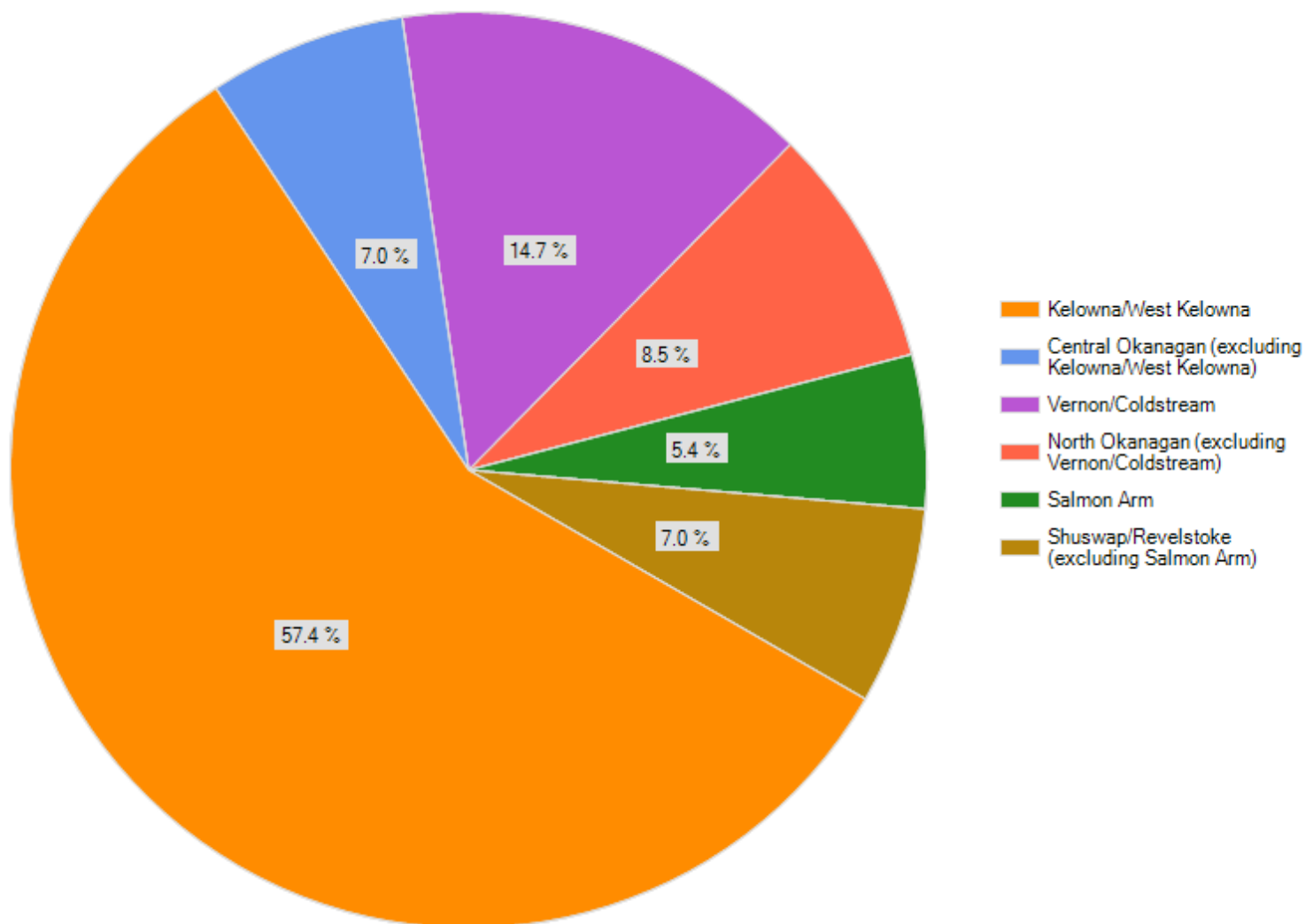


OMREB Monthly Buyers Survey - FEBRUARY 2013 SurveyMonkey

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

		Response Percent	Response Count
Kelowna/West Kelowna		57.4%	74
Central Okanagan (excluding Kelowna/West Kelowna)		7.0%	9
Vernon/Coldstream		14.7%	19
North Okanagan (excluding Vernon/Coldstream)		8.5%	11
Salmon Arm		5.4%	7
Shuswap/Revelstoke (excluding Salmon Arm)		7.0%	9
answered question			129
skipped question			0

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



Q6. Please add your comments here (optional):

1	worked with them for 18 months while they rented	Mar 15, 2013 3:14 PM
2	moved from west kelowna to rutland north. SFhome, with a rental suite, as a mortgage helper.	Mar 12, 2013 11:04 AM
3	Clients were keeping their first home as a revenue property and moving into a new upgraded home.	Mar 12, 2013 7:49 AM
4	I sold this listing myself to a couple from Lake Country. They are buying it for investment and enjoyment.	Mar 11, 2013 10:59 PM
5	These people moved to Kelowna for access to the hospital and family.	Mar 11, 2013 10:13 PM
6	Young couple not married, he has a child from previous relationship. first time buyers	Mar 11, 2013 2:20 PM
7	Originally from the area- moving back.	Mar 11, 2013 12:52 PM
8	i was at the agm and thing buyer surveys are super information. i believe they should be done immediately (or once a month) however, the information tallied and distributed on a quartely basis for a better analysis. thanks for doing it.	Mar 11, 2013 10:46 AM
9	Spec Home	Mar 11, 2013 10:42 AM
10	Moved to West Kelowna due to work transfer	Mar 11, 2013 10:23 AM
11	Big White	Mar 11, 2013 10:03 AM
12	Big White	Mar 11, 2013 10:02 AM
13	Big White	Mar 11, 2013 9:58 AM
14	A category for 'fixer uppers' to flip in Section 1 should be added	Mar 11, 2013 9:45 AM
15	single parent with children parents heped finance	Mar 11, 2013 9:34 AM