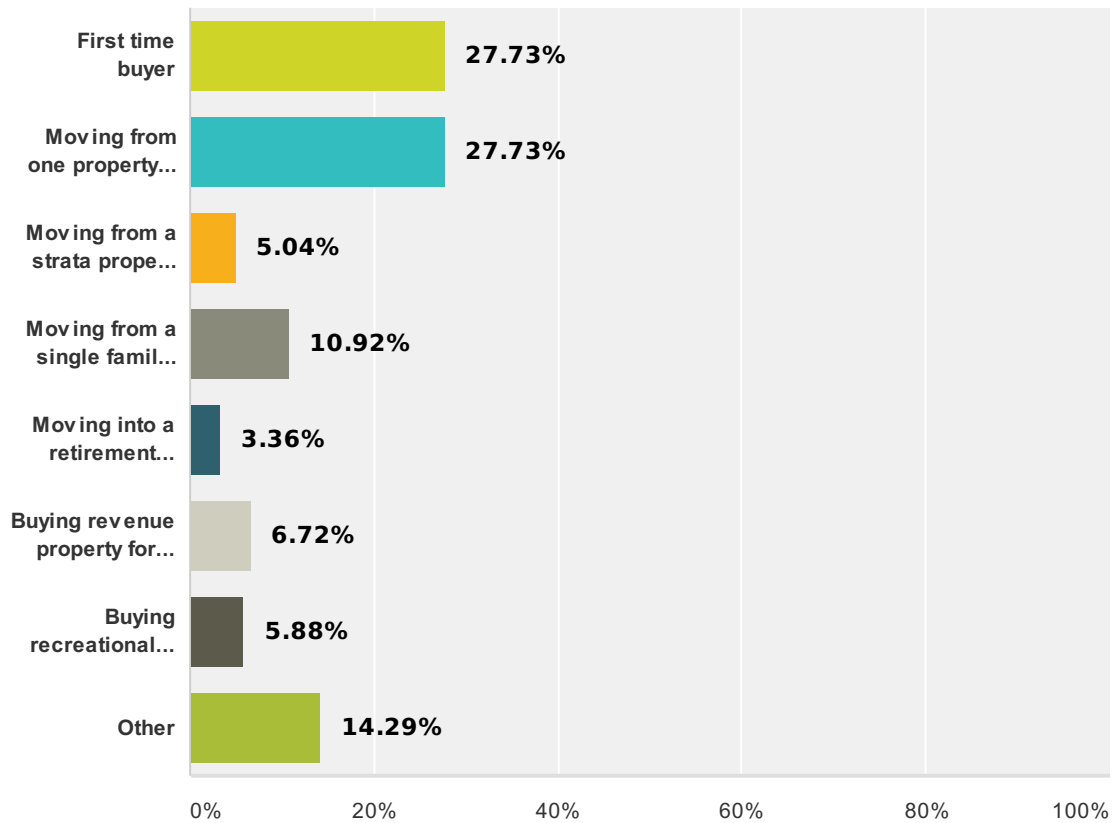


Q1 How would you best describe your most recent Buyer - property category? (Check one or more.)

Answered: 119 Skipped: 3



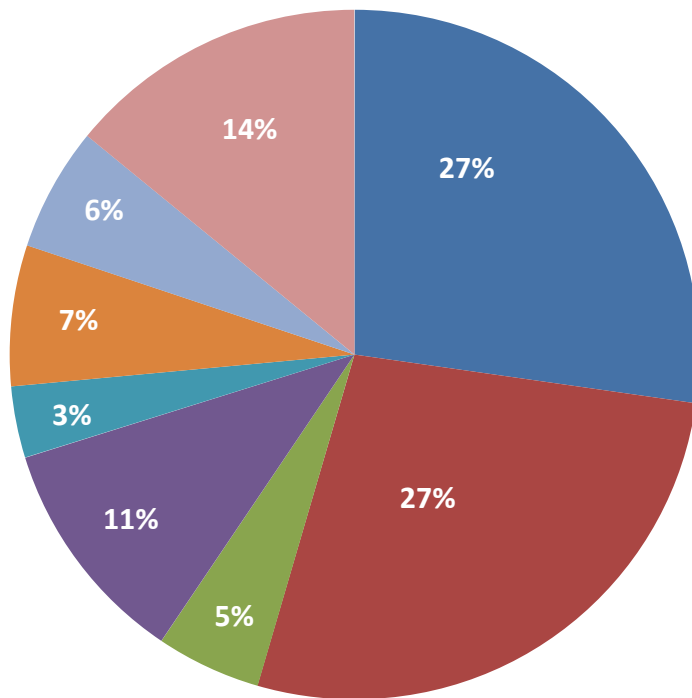
Answer Choices	Responses
First time buyer	27.73% 33
Moving from one property to an upgraded property	27.73% 33
Moving from a strata property to a single family home	5.04% 6
Moving from a single family home to a strata property	10.92% 13
Moving into a retirement home/senior's community	3.36% 4
Buying revenue property for investment purposes	6.72% 8
Buying recreational property	5.88% 7
Other	14.29% 17
Total Respondents: 119	

#	If "Other", please specify (explain).	Date
1	Buying property to build house	3/11/2014 10:43 AM
2	moved from rental, not first time buyer	3/11/2014 9:05 AM
3	Single family to single family	3/11/2014 8:50 AM

OMREB Monthly Buyers Survey - FEBRUARY 2014

4	single family home in different town to single family home in Vernon	3/11/2014 8:47 AM
5	Moving into retirement home	3/10/2014 3:44 PM
6	Down Sizing	3/10/2014 11:32 AM
7	Buying from the coast-	3/10/2014 9:36 AM
8	Moving here from Calgary	3/9/2014 9:19 AM
9	From condo to condo	3/8/2014 11:14 PM
10	moving from an acreage to an intown residential lot	3/8/2014 12:51 PM
11	moving from a seniors home back to a condo	3/7/2014 4:29 PM
12	Down sizing	3/7/2014 3:07 PM
13	Relocating, moved from a rental into a purchase.	3/7/2014 2:12 PM
14	New Resident	3/7/2014 1:14 PM
15	Home Builder	3/7/2014 12:09 PM
16	moving from one home to smaller home	3/7/2014 12:07 PM
17	Home for Daughter	3/7/2014 11:02 AM
18	perhaps build and move here	3/7/2014 10:40 AM
19	moving from a house to a house	3/7/2014 10:29 AM

**Q1: How would you best describe your most recent Buyer
- Property category?**

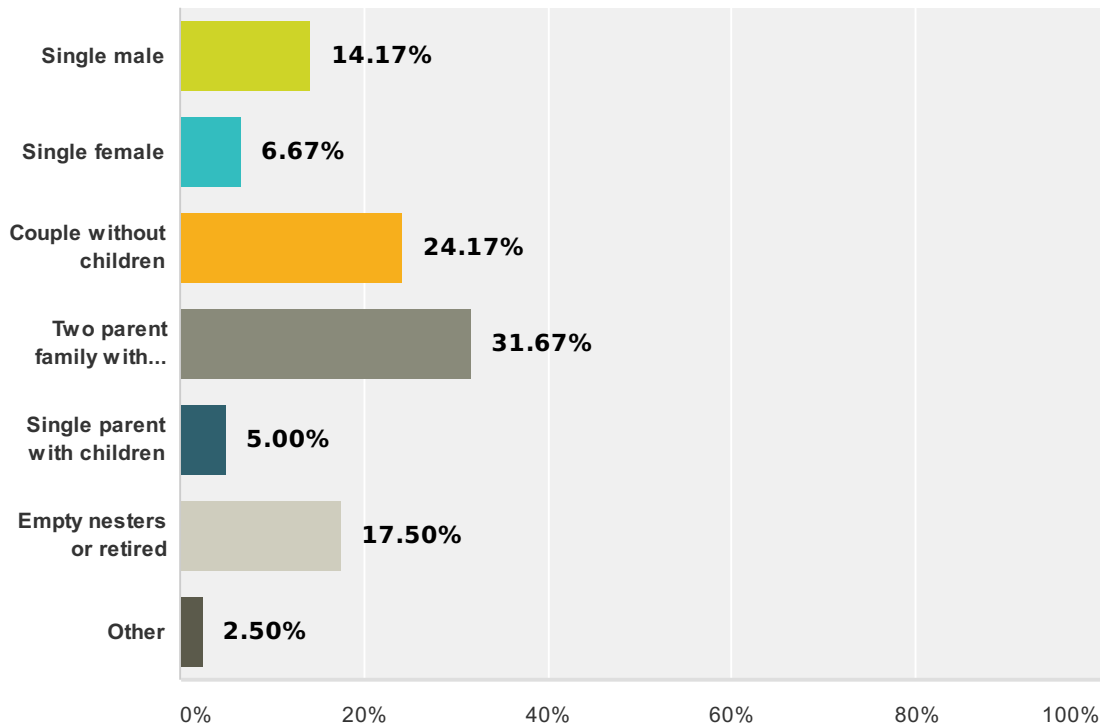


- | | |
|---|---|
| ■ First time buyer | ■ Moving from one property to an upgraded property |
| ■ Moving from a strata property to a single family home | ■ Moving from a single family home to a strata property |
| ■ Moving into a retirement home/senior's community | ■ Buying revenue property for investment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

LEGEND: Clockwise – left to right

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

Answered: 120 Skipped: 2



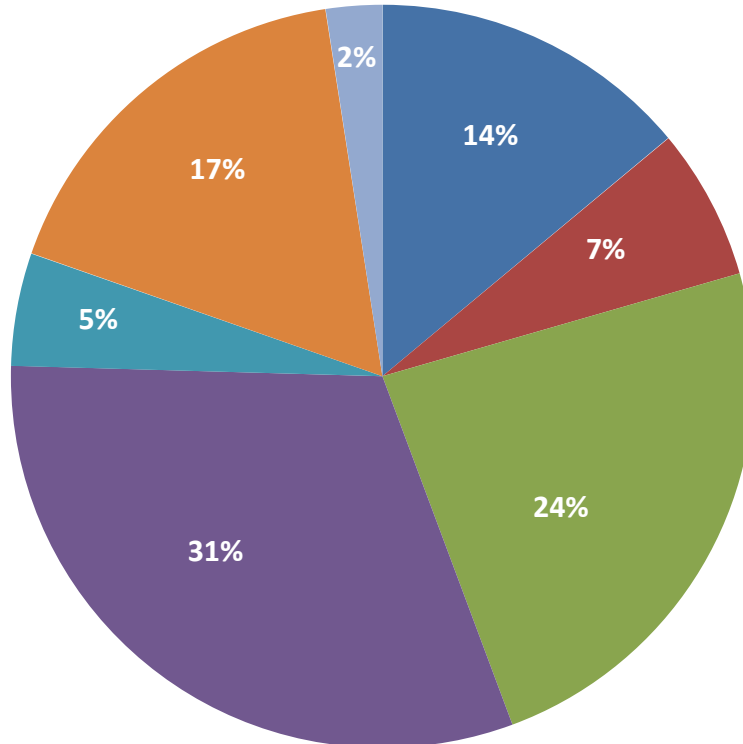
Answer Choices	Responses
Single male	14.17% 17
Single female	6.67% 8
Couple without children	24.17% 29
Two parent family with children	31.67% 38
Single parent with children	5% 6
Empty nesters or retired	17.50% 21
Other	2.50% 3
Total Respondents: 120	

#	If "Other", please specify.	Date
1	Couple with adult children	3/8/2014 1:33 AM
2	Two parent family with kids, and a parent	3/7/2014 6:17 PM
3	parents and children co-habiting together	3/7/2014 12:45 PM
4	Corporation	3/7/2014 12:09 PM

Q2: Describe the Buyer - demographic/family status

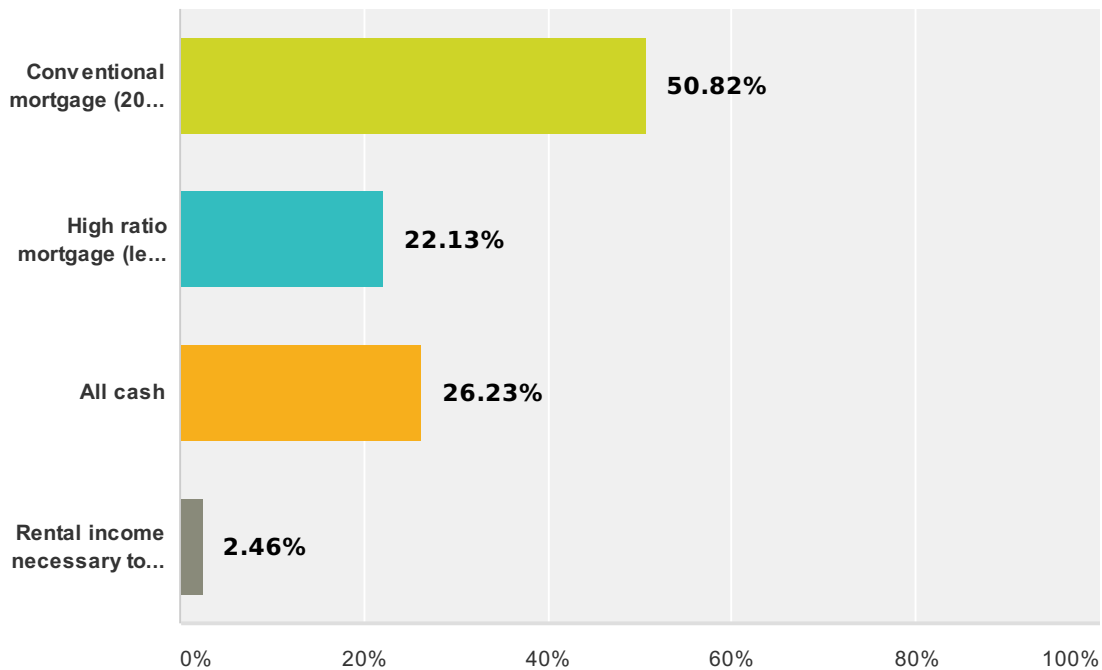
- Single male
- Couple without children
- Single parent with children
- Other
- Single female
- Two parent family with children
- Empty nesters or retired

LEGEND: Clockwise – left to right



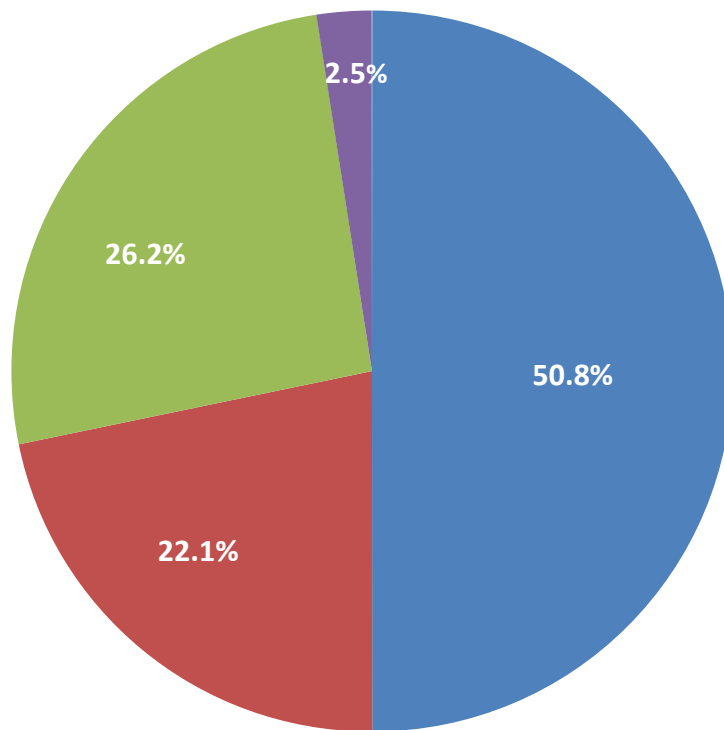
Q3 How did the Buyer finance the purchase? (Select one or more answers.)

Answered: 122 Skipped: 0



Answer Choices	Responses	
Conventional mortgage (20% or more down payment)	50.82%	62
High ratio mortgage (less than 20% down)	22.13%	27
All cash	26.23%	32
Rental income necessary to qualify for financing	2.46%	3
Total Respondents: 122		

Q3: How did the Buyer finance the purchase?

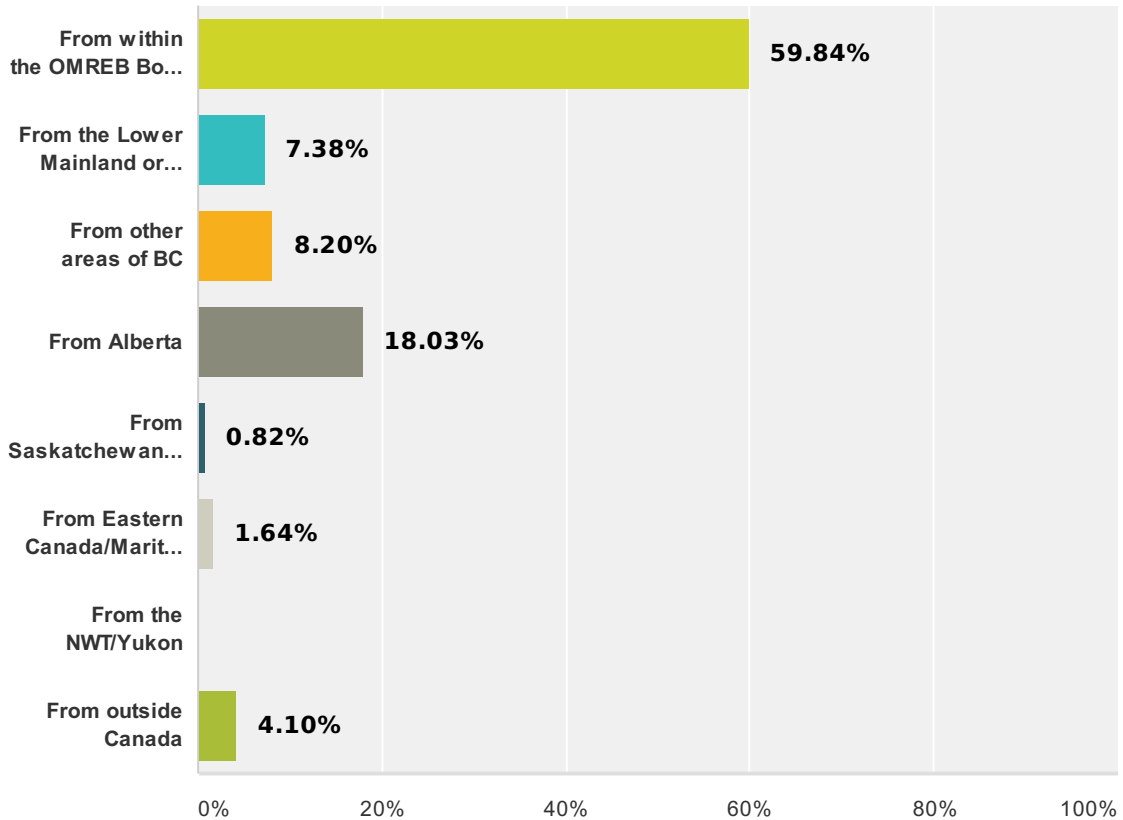


- Conventional mortgage (20% or more down payment)
- High ratio mortgage (less than 20% down)
- All cash
- Rental income necessary to qualify for financing

LEGEND: Clockwise – left to right

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.)

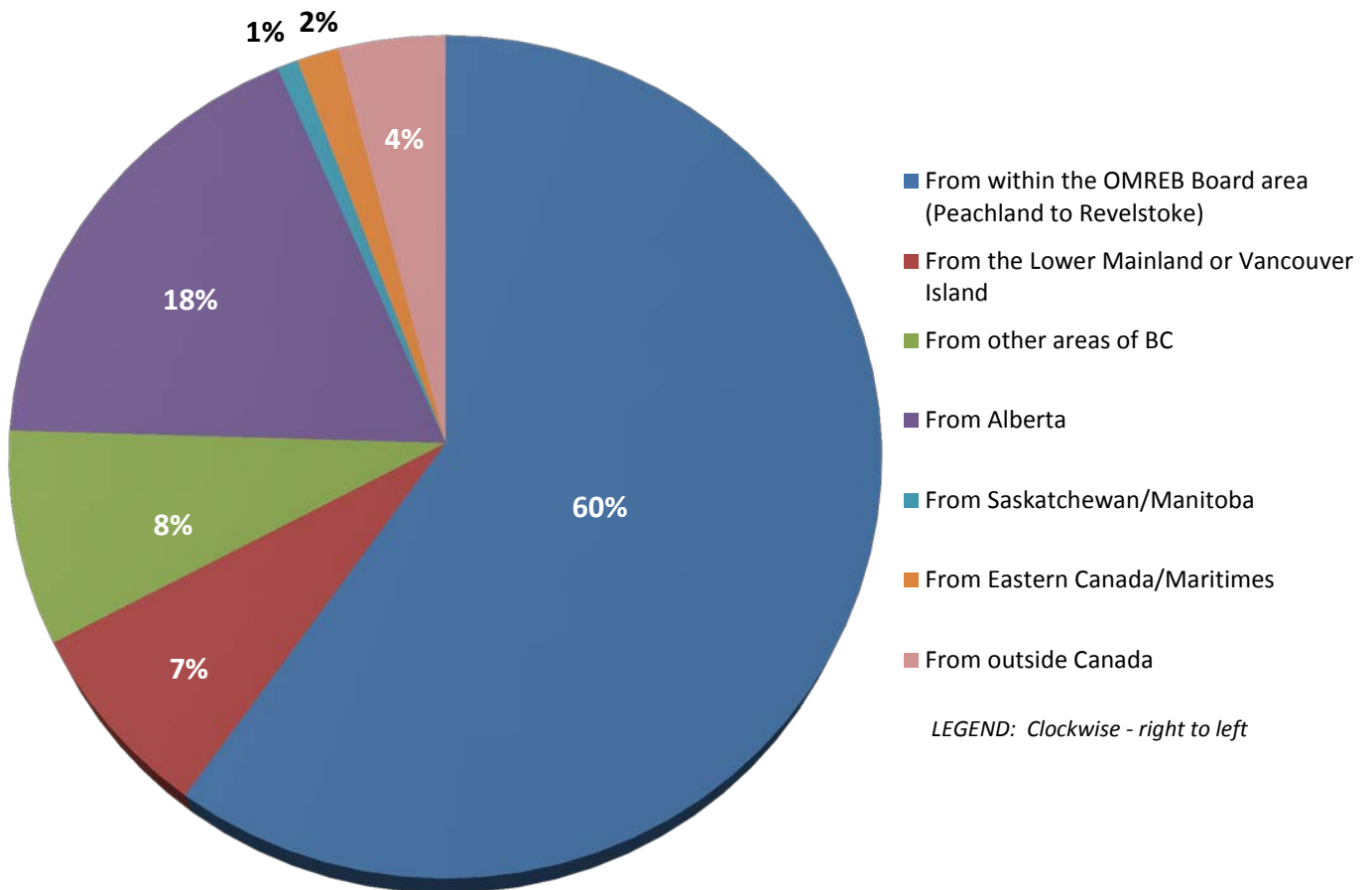
Answered: 122 Skipped: 0



Answer Choices	Responses	
From within the OMREB Board area (Peachland to Revelstoke)	59.84%	73
From the Lower Mainland or Vancouver Island	7.38%	9
From other areas of BC	8.20%	10
From Alberta	18.03%	22
From Saskatchewan/Manitoba	0.82%	1
From Eastern Canada/Maritimes	1.64%	2
From the NWT/Yukon	0%	0
From outside Canada	4.10%	5
Total		122

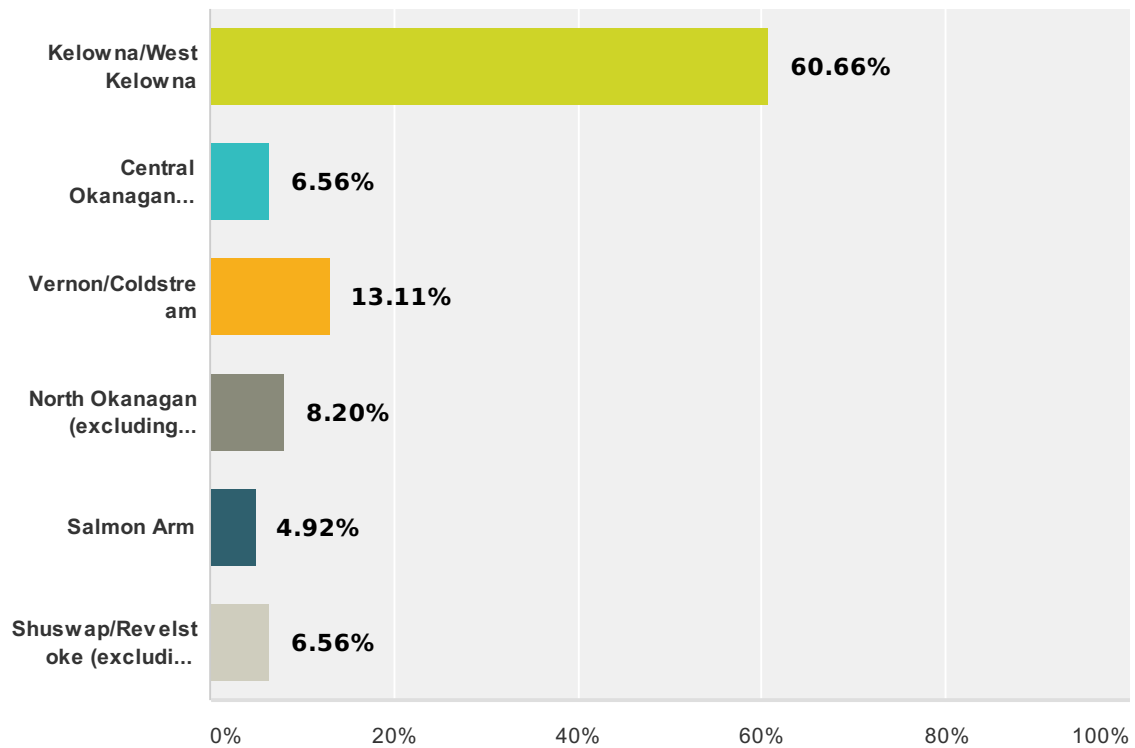
Q4: Where did the Buyer move from?

If an Investor, choose where he/she is from even if not actually making a move.



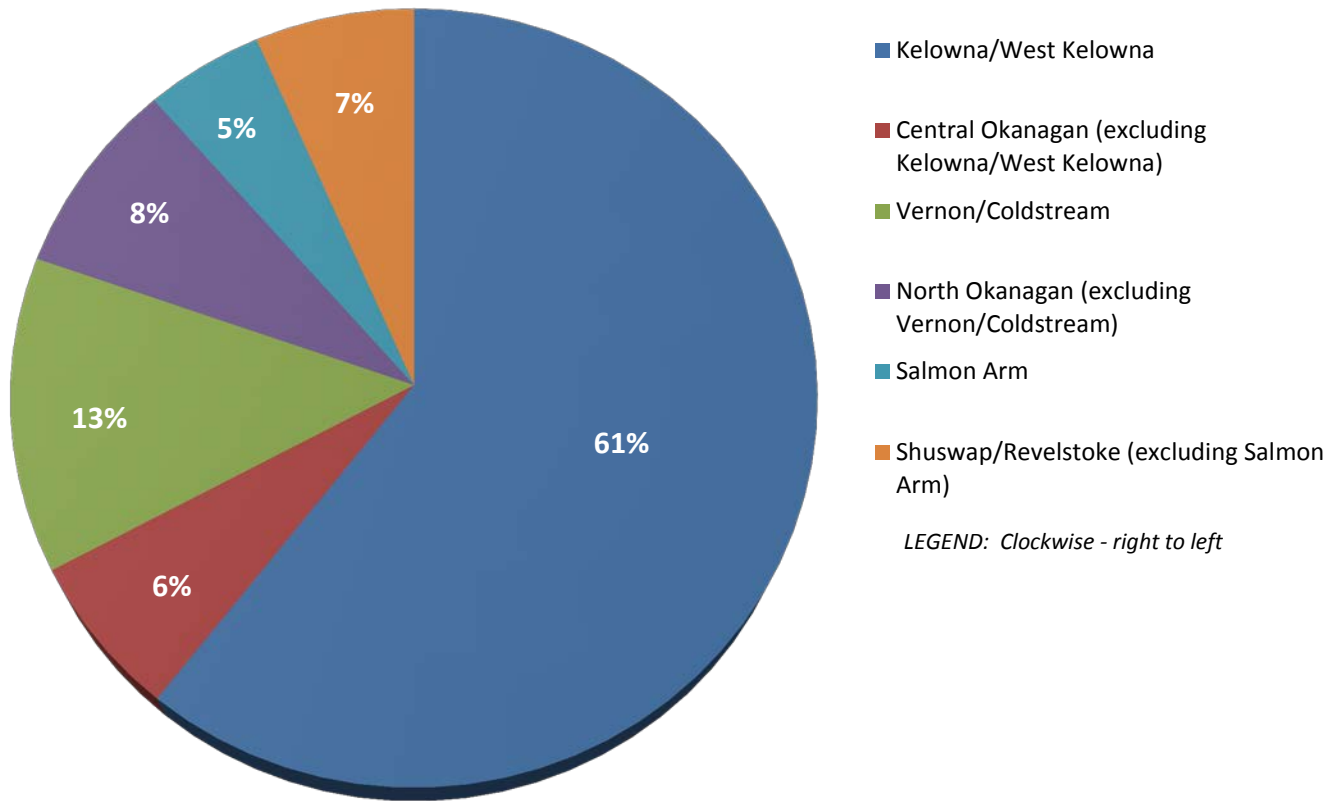
Q5 In what area was the property purchased? (Select one answer.)

Answered: 122 Skipped: 0



Answer Choices	Responses	
Kelowna/West Kelowna	60.66%	74
Central Okanagan (excluding Kelowna/West Kelowna)	6.56%	8
Vernon/Coldstream	13.11%	16
North Okanagan (excluding Vernon/Coldstream)	8.20%	10
Salmon Arm	4.92%	6
Shuswap/Revelstoke (excluding Salmon Arm)	6.56%	8
Total		122

Q5: In what area was the property purchased?



**Q6 Please add your comments here
(optional):**

Answered: 7 Skipped: 115

#	Responses	Date
1	buyer kept their home in lower mainland and purchased a home here as one of them will be working out of Kelowna for the next 4 years	3/11/2014 12:40 PM
2	Home needed to have separate living areas.	3/10/2014 4:35 PM
3	Single male moving from APT to HOUSE with girlfriend and child. Girlfriend is 1st time home buyer.	3/9/2014 7:01 AM
4	From the Philippines	3/8/2014 10:05 AM
5	moving from very nice sfr to very nice farm acreage property	3/8/2014 8:32 AM
6	Second sale for February, MLS# 10066575	3/7/2014 11:21 AM
7	keep up the good work OMREB!	3/7/2014 10:33 AM