









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

		Response Percent	Response Count
First time buyer		20.8%	26
Moving from one property to an upgraded property		26.4%	33
Moving from a strata property to a single family home		6.4%	8
Moving from a single family home to a strata property		14.4%	18
Moving into a retirement home/senior's community		4.0%	5
Buying revenue property for investment purposes		6.4%	8
Buying recreational property		8.0%	10
Other		15.2%	19

If "Other", please specify (explain).

32

answered question	125
skipped question	11

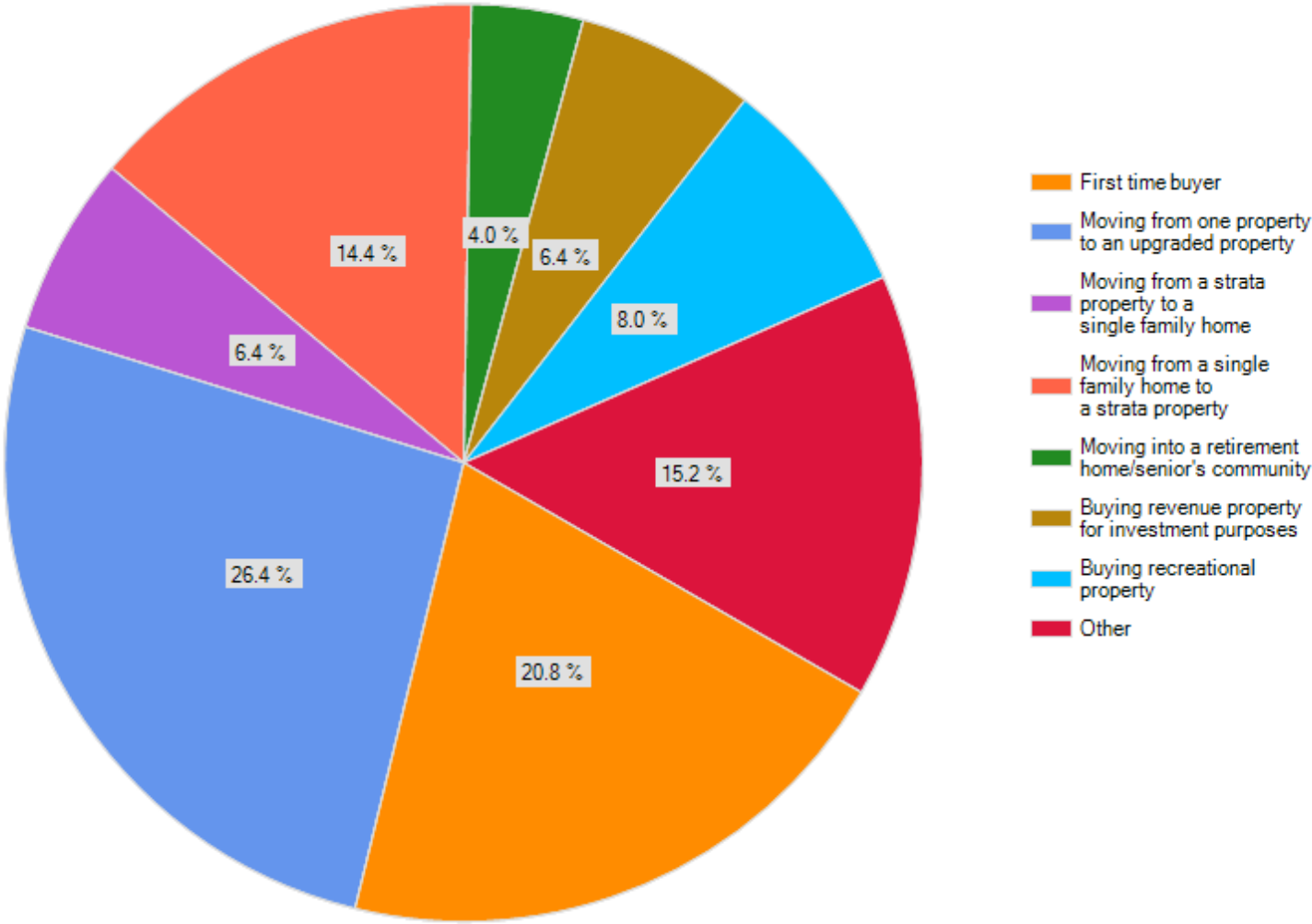
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

1	moving from strata property to strata property	Feb 11, 2014 6:04 PM
2	moving from single family to mobile home	Feb 11, 2014 4:04 PM
3	Building a spec home	Feb 11, 2014 4:04 PM
4	Retired, re-entering into the market	Feb 7, 2014 7:56 PM
5	Divorce, reentering the market	Feb 7, 2014 7:53 PM
6	Renter to single family home, has owned in the past	Feb 7, 2014 6:18 PM
7	Moving from a rental to a strata unit	Feb 7, 2014 12:13 PM
8	Moving to a different area in Vernon	Feb 7, 2014 10:36 AM
9	Work Relocation	Feb 7, 2014 10:32 AM
10	From condo to townhouse	Feb 7, 2014 10:14 AM
11	moving from a rental	Feb 7, 2014 8:57 AM
12	Moving from a single family home to another single family home	Feb 6, 2014 9:45 PM
13	Moving from a single family home to another single family home in a different area	Feb 6, 2014 9:37 PM
14	Moving from a single family home to an equivalent single family home in a different area	Feb 6, 2014 9:35 PM
15	moving from strata townhome to strata apartment	Feb 6, 2014 7:46 PM
16	Moving from mobile in Merritt to mobile in West Kelowna	Feb 6, 2014 7:23 PM
17	Builder buying a lot	Feb 6, 2014 5:55 PM
18	moved from out of town	Feb 6, 2014 4:49 PM
19	moved from out of town	Feb 6, 2014 4:49 PM
20	buying a lesser priced property after selling her's	Feb 6, 2014 4:31 PM
21	Relocation	Feb 6, 2014 4:10 PM
22	Moving from rental to 55+ complex	Feb 6, 2014 3:37 PM
23	divorce, downsizing into another smaller home	Feb 6, 2014 3:07 PM
24	one strata to another strata	Feb 6, 2014 3:07 PM
25	Moving from a rental into a home	Feb 6, 2014 3:06 PM
26	lot to construct home for future	Feb 6, 2014 3:01 PM








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

27	similar property different town	Feb 6, 2014 3:00 PM
28	Divorce	Feb 6, 2014 2:57 PM
29	Bought lot next to their property for privacy	Feb 6, 2014 2:56 PM
30	one home to another single family home	Feb 6, 2014 2:55 PM
31	Moving from Alberta to BC	Feb 6, 2014 2:54 PM
32	Bought bare lot to build house	Feb 6, 2014 2:52 PM

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		14.1%	19
Single female		17.0%	23
Couple without children		19.3%	26
Two parent family with children		20.7%	28
Single parent with children		6.7%	9
Empty nesters or retired		23.7%	32
Other		2.2%	3

If "Other", please specify.

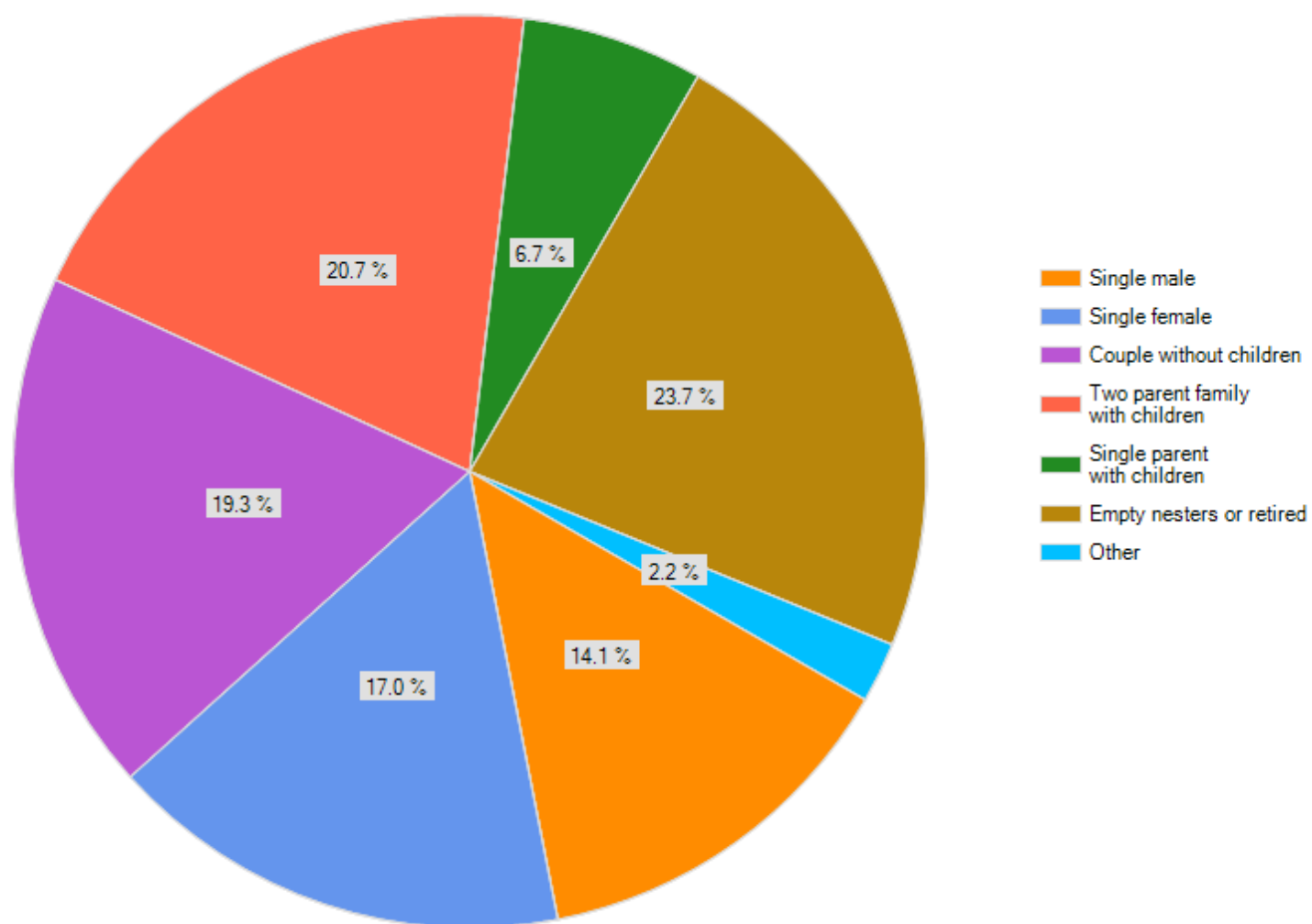
4

answered question	135
skipped question	1




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

1	Couple with grown children & grandkids, subsequent relationship	Feb 12, 2014 7:24 AM
2	Investors	Feb 11, 2014 2:26 PM
3	numbered company	Feb 6, 2014 5:55 PM
4	developer	Feb 6, 2014 5:29 PM

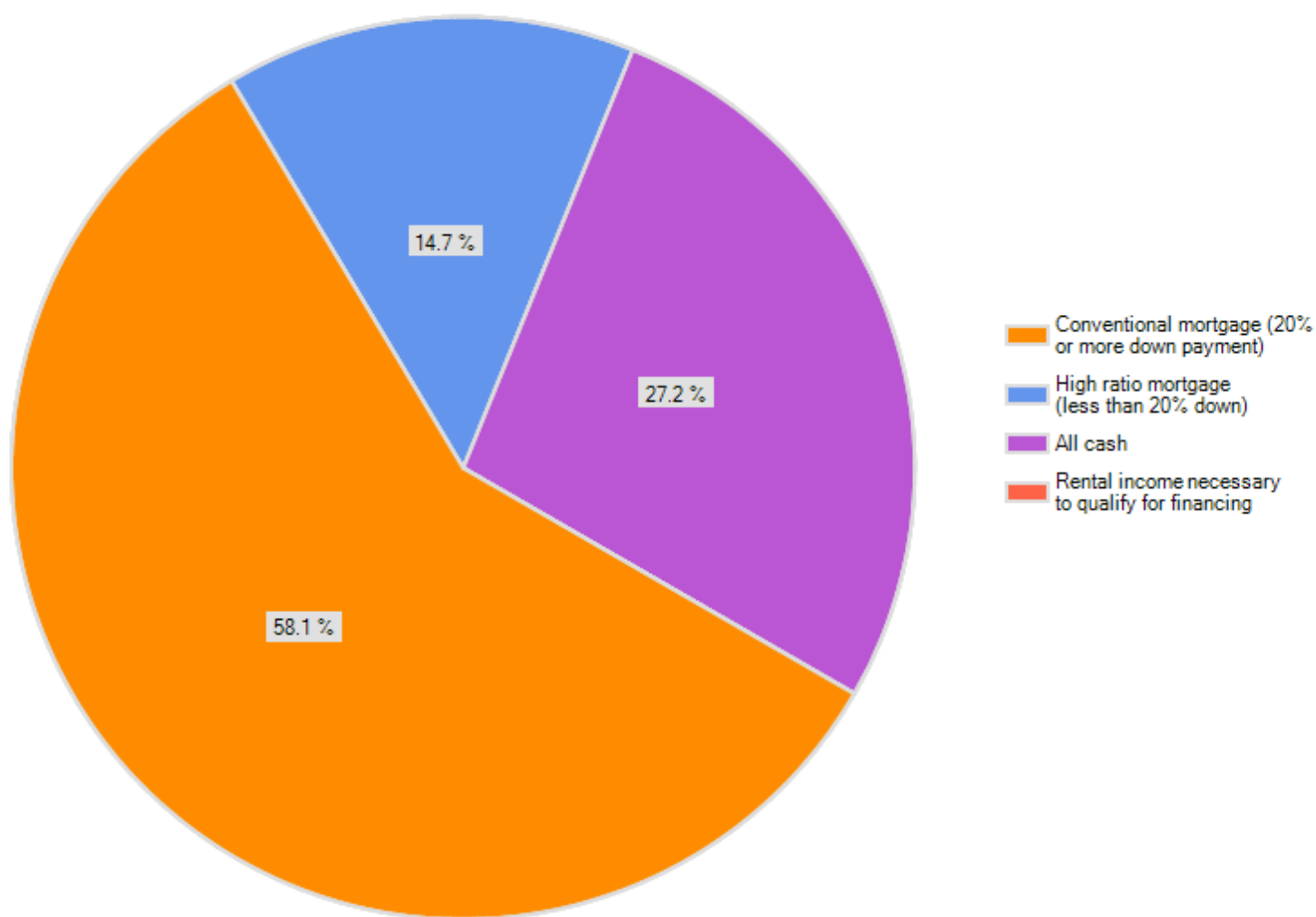
Please describe the Buyer - demographic/family status. (Check one or more.)











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

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		58.1%	79
High ratio mortgage (less than 20% down)		14.7%	20
All cash		27.2%	37
Rental income necessary to qualify for financing		0.0%	0
answered question			136
skipped question			0

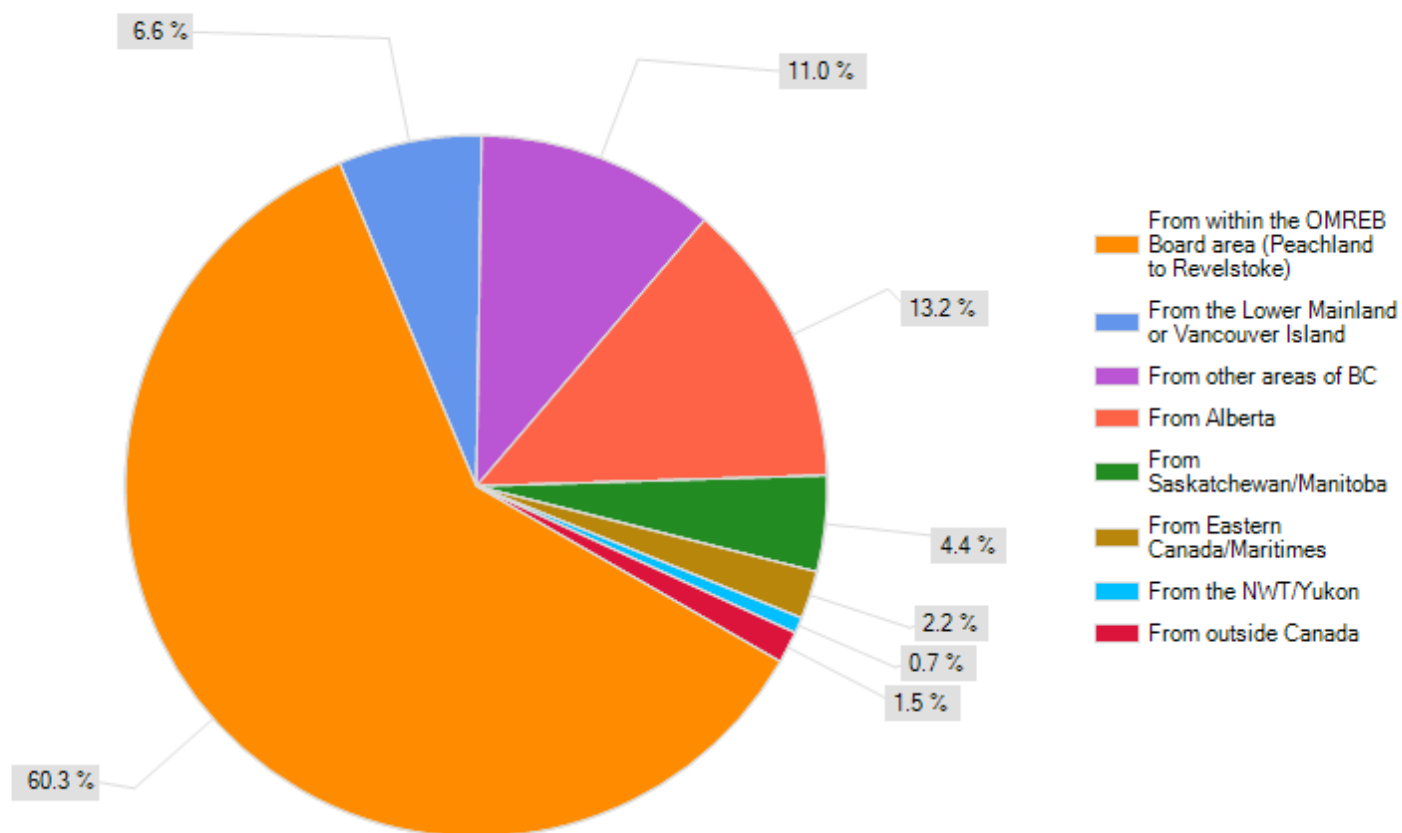
How did the Buyer finance the purchase? (Select one or more answers.)









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)		60.3%	82
From the Lower Mainland or Vancouver Island		6.6%	9
From other areas of BC		11.0%	15
From Alberta		13.2%	18
From Saskatchewan/Manitoba		4.4%	6
From Eastern Canada/Maritimes		2.2%	3
From the NWT/Yukon		0.7%	1
From outside Canada		1.5%	2
answered question			136
skipped question			0

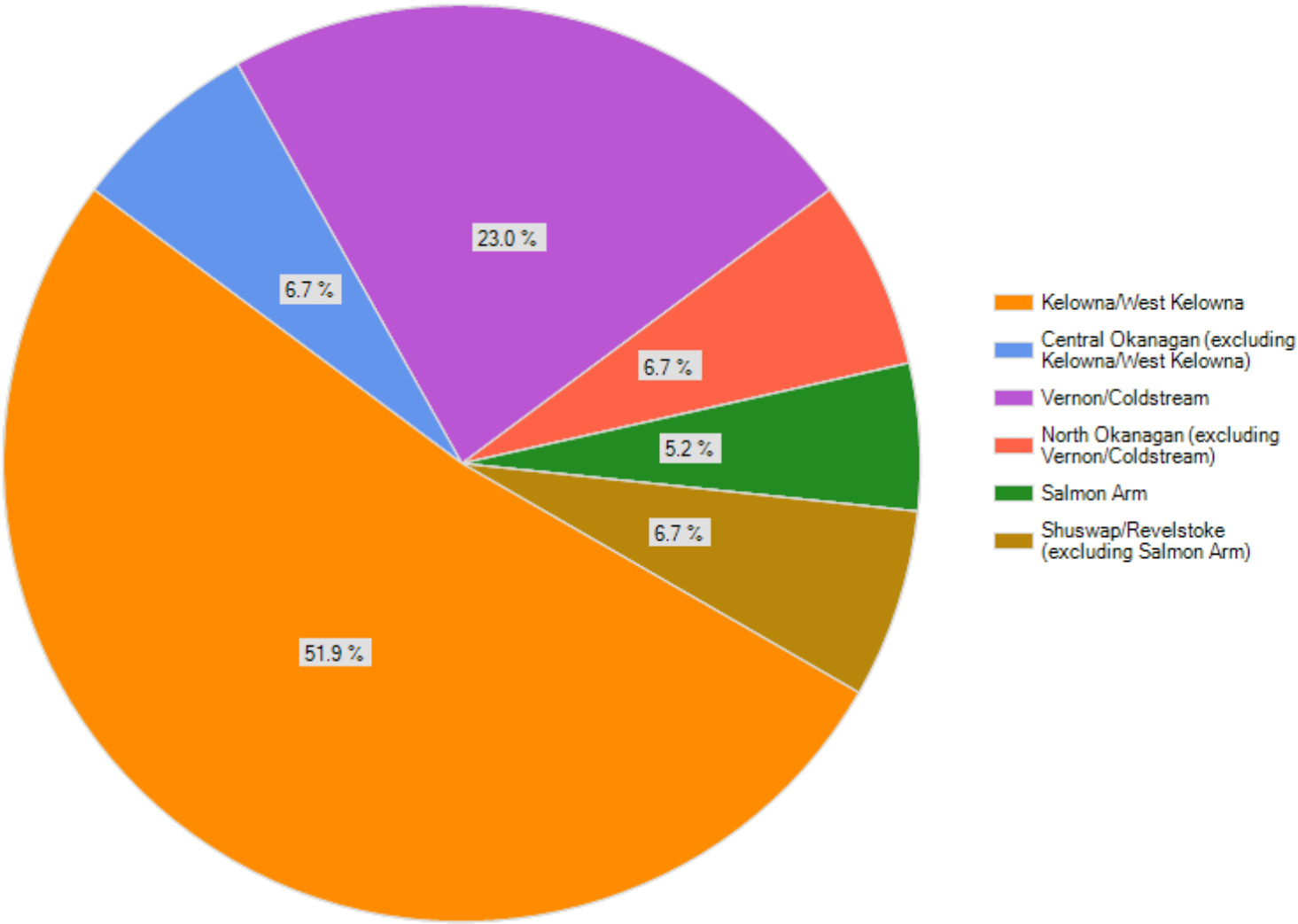
Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)



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

		Response Percent	Response Count
Kelowna/West Kelowna		51.9%	70
Central Okanagan (excluding Kelowna/West Kelowna)		6.7%	9
Vernon/Coldstream		23.0%	31
North Okanagan (excluding Vernon/Coldstream)		6.7%	9
Salmon Arm		5.2%	7
Shuswap/Revelstoke (excluding Salmon Arm)		6.7%	9
answered question			135
skipped question			1

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



Please add your comments here (optional):

Response
Count

8

answered question

8

skipped question

128

Q6. Please add your comments here (optional):

1	Motivated by price, which was well below assessed value.	Feb 8, 2014 10:24 AM
2	Moved from Kelowna to Vernon	Feb 7, 2014 6:18 PM
3	transferred to Vernon with BC Hydro	Feb 7, 2014 8:56 AM
4	Moved from a rental in the lower Mission to a retirement community in Ellison.	Feb 6, 2014 7:44 PM
5	Manitoba	Feb 6, 2014 4:10 PM
6	Empty nesters moving to newer smaller property	Feb 6, 2014 3:18 PM
7	This was a fractional listing, which is extremely hard to sell, and my buyers already have a fractional in the same unit, so it was easy for them to appreciate Royal Private Residence Club. I found them from contacting all the other 1/12ths to ask if they would be interested. A win/win for both Sellers & Buyers.	Feb 6, 2014 3:01 PM
8	Another retiree from the Alberta winters!	Feb 6, 2014 2:55 PM