









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

		Response Percent	Response Count
First time buyer		17.9%	44
Moving from one property to an upgraded property		22.8%	56
Moving from a strata property to a single family home		5.7%	14
Moving from a single family home to a strata property		9.8%	24
Moving into a retirement home/senior's community		4.5%	11
Buying revenue property for investment purposes		11.0%	27
Buying recreational property		10.6%	26
Other		19.5%	48

If "Other", please specify (explain).

57

answered question	246
skipped question	10

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

1	Moved to West Kelowna 1 year ago. Rented for 1 year. Now purchasing in West Kelowna.	Aug 13, 2013 10:44 AM
2	Relocating	Aug 12, 2013 7:49 PM
3	Secondary residence	Aug 12, 2013 7:48 PM
4	Moving from Alberts for a job here!!	Aug 12, 2013 3:51 PM
5	moving from another town	Aug 12, 2013 12:56 PM
6	The buyer is moving from a strata to a rural mobile that allows dogs.	Aug 12, 2013 11:51 AM
7	Sold her rural mobile and purchased a mobile in Salmon Arm.	Aug 12, 2013 11:50 AM
8	Job transfer	Aug 12, 2013 11:15 AM
9	Moving from rental to single family home	Aug 12, 2013 10:30 AM
10	First Time Buyer in this country.	Aug 12, 2013 9:44 AM
11	Builder	Aug 12, 2013 9:29 AM
12	single family to single family- coast to Okanagan	Aug 12, 2013 9:21 AM
13	Relocating to the Okanagan	Aug 10, 2013 12:29 PM
14	One owner bought out the other	Aug 9, 2013 6:29 PM
15	Moving from province to province	Aug 9, 2013 4:14 PM
16	Lateral move. Buyer transferred from out of town for work.	Aug 9, 2013 12:18 PM
17	bought a bare lot to build a retirement home	Aug 9, 2013 11:52 AM
18	to build a retirement home	Aug 9, 2013 11:46 AM
19	SFD to acreage	Aug 9, 2013 11:18 AM
20	Purchasing a property with a rental suite	Aug 9, 2013 7:54 AM
21	expanding, owns piece beside	Aug 9, 2013 7:42 AM
22	Moved here from Vancouver....similar house	Aug 9, 2013 6:56 AM
23	moving from a more expensive home to a cheaper home	Aug 8, 2013 10:35 PM
24	down size	Aug 8, 2013 9:22 PM
25	Bought an acreage to build on	Aug 8, 2013 6:28 PM
26	Down sizing from strata to strata	Aug 8, 2013 4:27 PM
27	from retirement community to strata with no age restriction	Aug 8, 2013 3:36 PM

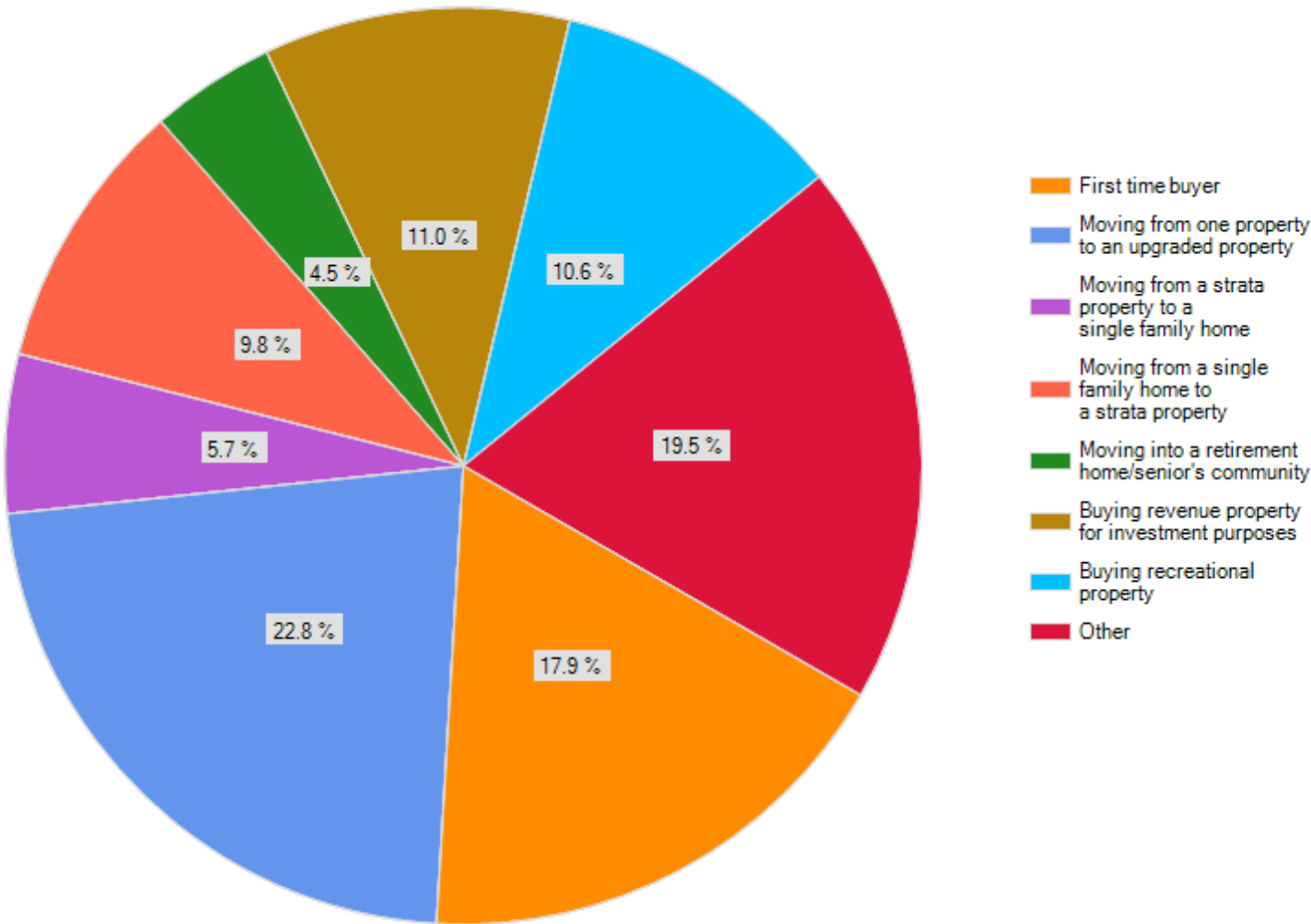
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

28	Strata Gated Community to Strata Condo	Aug 8, 2013 2:50 PM
29	rancher for retirement on smaller lot	Aug 8, 2013 2:18 PM
30	getting back into the market	Aug 8, 2013 1:36 PM
31	Second home- for work purposes	Aug 8, 2013 1:19 PM
32	Downsizing from acreage	Aug 8, 2013 12:50 PM
33	Moving from the Yukon	Aug 8, 2013 12:39 PM
34	builder	Aug 8, 2013 12:35 PM
35	purchased a lot to build their home on	Aug 8, 2013 12:28 PM
36	Buying second home to live in. Kept other home for rental	Aug 8, 2013 12:21 PM
37	Married Couple - previously had separate residences (Single family home in the US (him) & Strata in Vancouver (her))	Aug 8, 2013 12:15 PM
38	Buying for Daughter going to UBCO	Aug 8, 2013 11:53 AM
39	moved to Ontario, back to BC	Aug 8, 2013 11:48 AM
40	developer	Aug 8, 2013 11:39 AM
41	developer	Aug 8, 2013 11:38 AM
42	moving from rental to a single family home. Not a 1st time buyer	Aug 8, 2013 11:35 AM
43	Moving from one Man. Home Park to another Home Park	Aug 8, 2013 11:34 AM
44	moving to Vernon from Parksville, B.C.	Aug 8, 2013 11:31 AM
45	Downsizing Single Family to Single Family	Aug 8, 2013 11:29 AM
46	lateral move within same strata development	Aug 8, 2013 11:28 AM
47	renter past seller	Aug 8, 2013 11:27 AM
48	Down sizing	Aug 8, 2013 11:21 AM
49	Moving from Vancouver to retire here	Aug 8, 2013 11:20 AM
50	Getting back into the market	Aug 8, 2013 11:11 AM
51	vacant lot to build house	Aug 8, 2013 11:07 AM
52	buying a lot to build a new house	Aug 8, 2013 11:07 AM
53	raw subdividable land	Aug 8, 2013 11:05 AM
54	Out of Province buyyer moving to West Kelowna	Aug 8, 2013 10:59 AM








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

55	Immigrating from Australia (house)	Aug 8, 2013 10:58 AM
56	Moving from one strata property to another strata property	Aug 8, 2013 10:55 AM
57	Moving from one strata property to another strata property	Aug 8, 2013 10:53 AM

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		14.2%	36
Single female		12.2%	31
Couple without children		23.2%	59
Two parent family with children		24.0%	61
Single parent with children		2.0%	5
Empty nesters or retired		23.2%	59
Other		2.4%	6

If "Other", please specify.

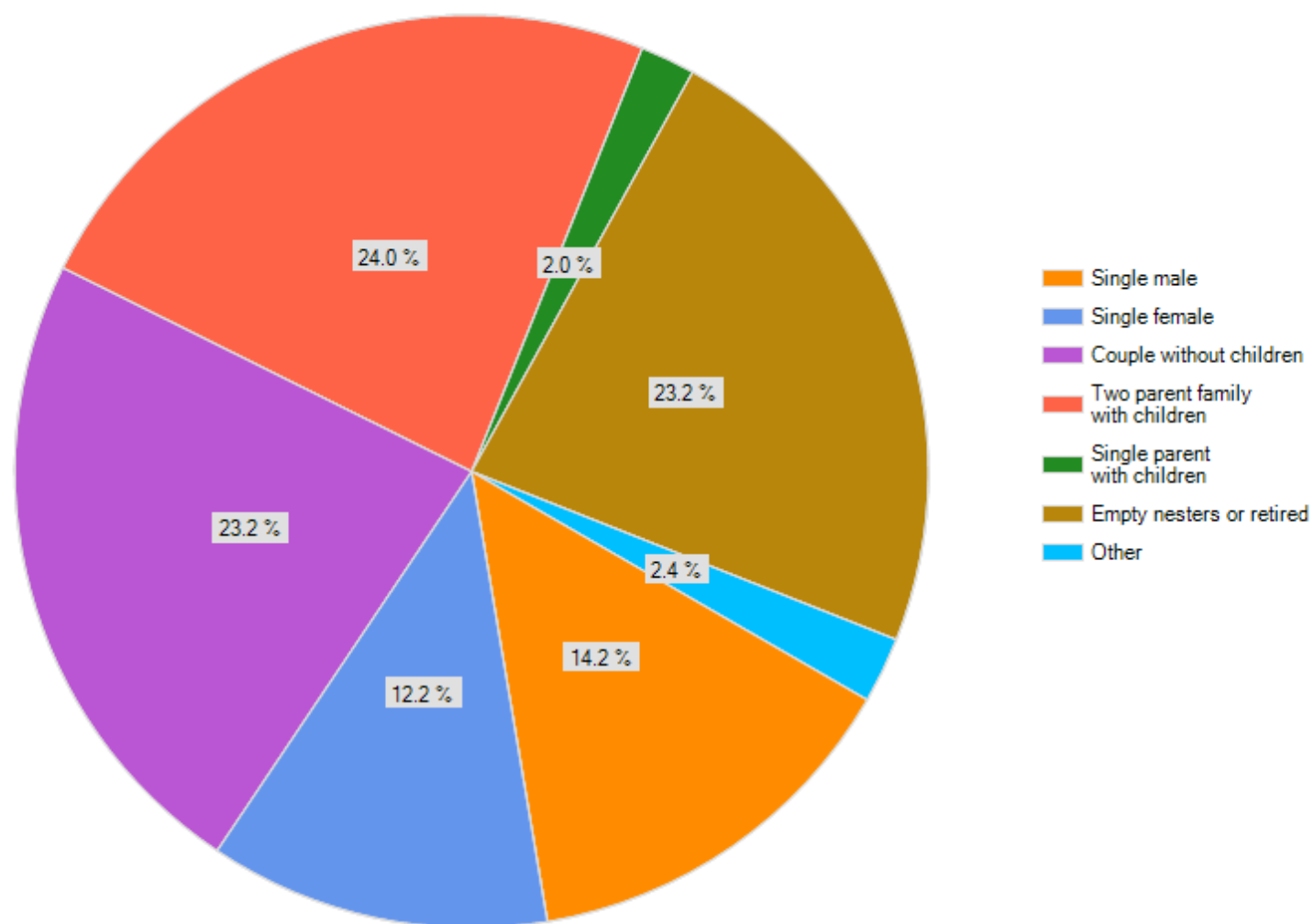
8

answered question	254
skipped question	2

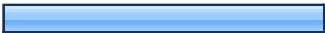



Q2. Please describe the Buyer - demographic/family status. (Check one or more.)

1	Single senior female	Aug 10, 2013 12:46 PM
2	Couple with shared custody of child.	Aug 10, 2013 9:42 AM
3	Brother & Sister	Aug 8, 2013 6:40 PM
4	May have grown children	Aug 8, 2013 12:25 PM
5	Investment Group	Aug 8, 2013 12:10 PM
6	developer	Aug 8, 2013 11:39 AM
7	developer	Aug 8, 2013 11:38 AM
8	Grandmother, her boyfriend and her granddaughter	Aug 8, 2013 10:58 AM

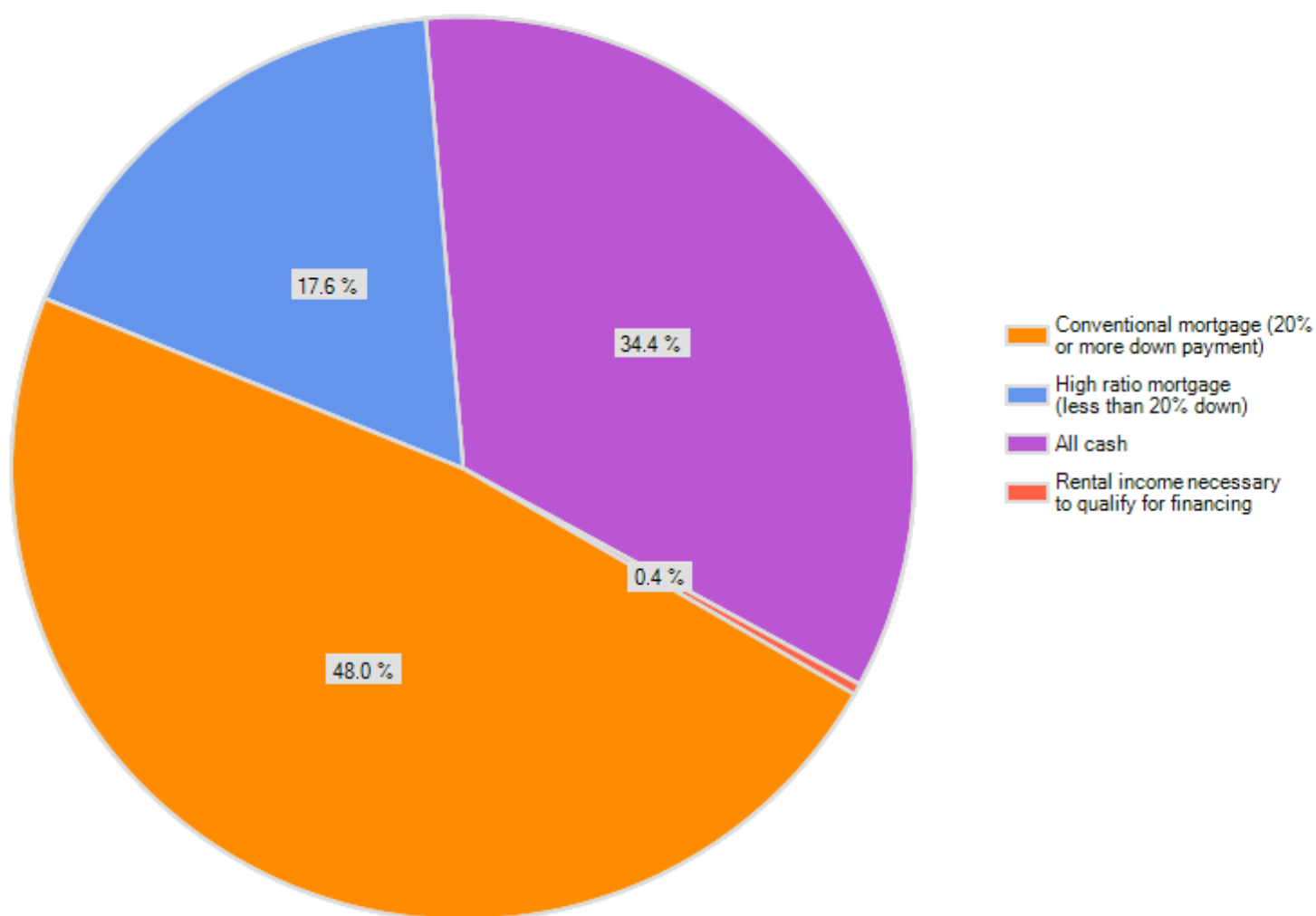
Please describe the Buyer - demographic/family status. (Check one or more.)











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

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		48.0%	120
High ratio mortgage (less than 20% down)		17.6%	44
All cash		34.4%	86
Rental income necessary to qualify for financing		0.4%	1
answered question			250
skipped question			6

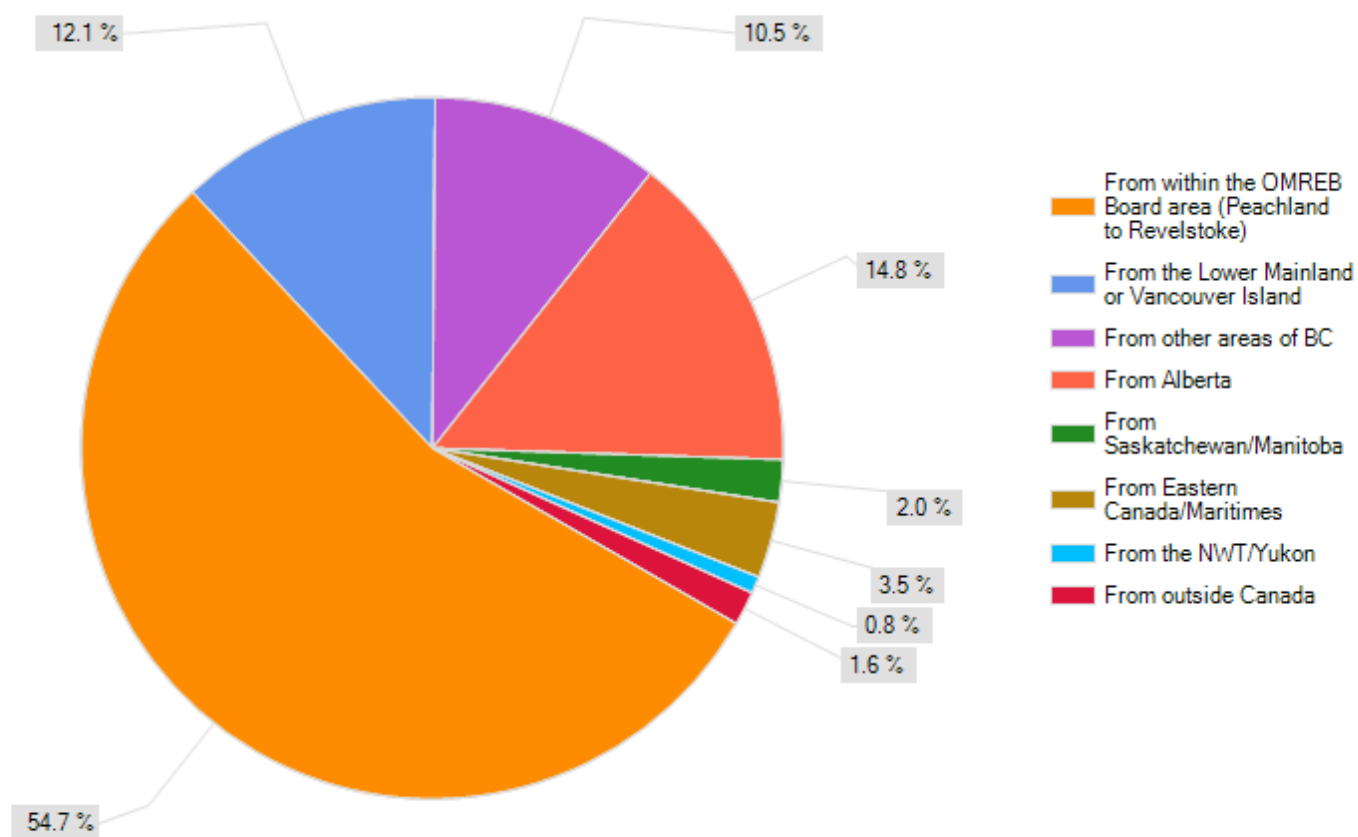
How did the Buyer finance the purchase? (Select one or more answers.)









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)		54.7%	140
From the Lower Mainland or Vancouver Island		12.1%	31
From other areas of BC		10.5%	27
From Alberta		14.8%	38
From Saskatchewan/Manitoba		2.0%	5
From Eastern Canada/Maritimes		3.5%	9
From the NWT/Yukon		0.8%	2
From outside Canada		1.6%	4
answered question			256
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		52.8%	134
Central Okanagan (excluding Kelowna/West Kelowna)		7.9%	20
Vernon/Coldstream		15.4%	39
North Okanagan (excluding Vernon/Coldstream)		6.7%	17
Salmon Arm		7.1%	18
Shuswap/Revelstoke (excluding Salmon Arm)		10.2%	26
answered question			254
skipped question			2

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

