

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

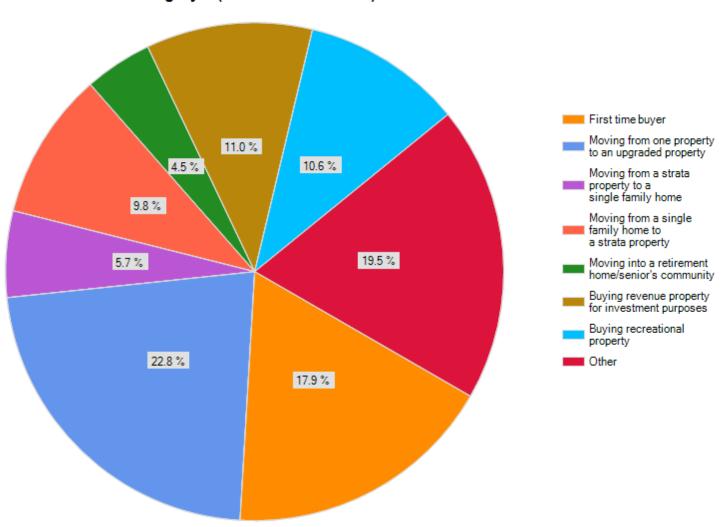
	Response Percent	Response Count
First time buyer	17.9%	44
Moving from one property to an upgraded property	22.8%	56
Moving from a strata property to a single family home	5.7%	14
Moving from a single family home to a strata property	9.8%	24
Moving into a retirement home/senior's community	4.5%	11
Buying 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

Kelowna.Aug 12, 2013 7:49 PM3Secondary residenceAug 12, 2013 7:48 PM4Moving from Alberts for a job here!!Aug 12, 2013 3:51 PM5moving from another townAug 12, 2013 12:56 PM6The buyer is moving from a strata to a rural mobile that allows dogs.Aug 12, 2013 11:51 AM7Sold her rural mobile and purchased a mobile in Salmon Arm.Aug 12, 2013 11:50 AM8Job transferAug 12, 2013 11:15 AM9Moving from rental to single family homeAug 12, 2013 10:30 AM10First Time Buyer in this country.Aug 12, 2013 9:44 AM11BuilderAug 12, 2013 9:29 AM12single family to single family- coast to OkanaganAug 12, 2013 9:21 AM	Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)		
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moved to Ontario, back to BC Aug 8, 2013 11:48 AM 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 11:27 AM 47 renter past seller Aug 8, 2013 11:21 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 11:07 AM 51 vacant lot to build house	37		Aug 8, 2013 12:15 PM
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developer Aug 8, 2013 11:38 AM Moving from rental to a single family home. Not a 1st time buyer Aug 8, 2013 11:35 AM Moving from one Man. Home Park to another Home Park Aug 8, 2013 11:34 AM Moving to Vernon from Parksville, B.C. Aug 8, 2013 11:31 AM Aug 8, 2013 11:31 AM Aug 8, 2013 11:29 AM Aug 8, 2013 11:29 AM Aug 8, 2013 11:29 AM Aug 8, 2013 11:27 AM Aug 8, 2013 11:27 AM Aug 8, 2013 11:21 AM Aug 8, 2013 11:11 AM Aug 8, 2013 11:07 AM	39	moved to Ontario, back to BC	Aug 8, 2013 11:48 AM
moving from rental to a single family home. Not a 1st time buyer Aug 8, 2013 11:35 AN Moving from one Man. Home Park to another Home Park Aug 8, 2013 11:34 AN Moving to Vernon from Parksville, B.C. Aug 8, 2013 11:31 AN Aug 8, 2013 11:29 AN Aug 8, 2013 11:29 AN Aug 8, 2013 11:29 AN Aug 8, 2013 11:27 AN Aug 8, 2013 11:21 AN Aug 8, 2013 11:20 AN Aug 8, 2013 11:21 AN Aug 8, 2013 11:07 AN Aug 8, 2013 11:07 AN Aug 8, 2013 11:07 AN	40	developer	Aug 8, 2013 11:39 AM
Moving from one Man. Home Park to another Home Park Aug 8, 2013 11:34 AN 44 moving to Vernon from Parksville, B.C. Aug 8, 2013 11:31 AN 45 Downsizing Single Family to Single Family 46 lateral move within same strata development Aug 8, 2013 11:29 AN 47 renter past seller Aug 8, 2013 11:27 AN 48 Down sizing Aug 8, 2013 11:27 AN 49 Moving from Vancouver to retire here Aug 8, 2013 11:20 AN 50 Getting back into the market Aug 8, 2013 11:11 AN 51 vacant lot to build house Aug 8, 2013 11:07 AN	41	developer	Aug 8, 2013 11:38 AM
moving to Vernon from Parksville, B.C. Aug 8, 2013 11:31 AM Downsizing Single Family to Single Family Aug 8, 2013 11:29 AM lateral move within same strata development Aug 8, 2013 11:28 AM renter past seller Aug 8, 2013 11:27 AM Bown sizing Aug 8, 2013 11:21 AM Moving from Vancouver to retire here Aug 8, 2013 11:21 AM Getting back into the market Aug 8, 2013 11:11 AM Aug 8, 2013 11:11 AM Aug 8, 2013 11:107 AM Aug 8, 2013 11:07 AM	42	moving from rental to a single family home. Not a 1st time buyer	Aug 8, 2013 11:35 AM
Downsizing Single Family to Single Family Aug 8, 2013 11:29 AM Aug 8, 2013 11:29 AM Aug 8, 2013 11:28 AM Aug 8, 2013 11:27 AM Aug 8, 2013 11:27 AM Aug 8, 2013 11:27 AM Aug 8, 2013 11:21 AM Aug 8, 2013 11:20 AM Aug 8, 2013 11:11 AM Aug 8, 2013 11:11 AM Aug 8, 2013 11:11 AM Aug 8, 2013 11:07 AM	43	Moving from one Man. Home Park to another Home Park	Aug 8, 2013 11:34 AM
46 lateral move within same strata development 47 renter past seller 48 Down sizing 49 Moving from Vancouver to retire here 40 Aug 8, 2013 11:21 AN 41 Aug 8, 2013 11:21 AN 42 Aug 8, 2013 11:21 AN 43 Aug 8, 2013 11:21 AN 44 Aug 8, 2013 11:21 AN 45 Aug 8, 2013 11:07 AN 46 Lateral move within same strata development Aug 8, 2013 11:27 AN 48 Aug 8, 2013 11:27 AN 49 Aug 8, 2013 11:07 AN 40 Aug 8, 2013 11:07 AN 40 Aug 8, 2013 11:07 AN	44	moving to Vernon from Parksville, B.C.	Aug 8, 2013 11:31 AM
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48 Down sizing 49 Moving from Vancouver to retire here 50 Getting back into the market 51 vacant lot to build house Aug 8, 2013 11:21 AM Aug 8, 2013 11:21 AM Aug 8, 2013 11:11 AM Aug 8, 2013 11:07 AM	46	lateral move within same strata development	Aug 8, 2013 11:28 AM
49 Moving from Vancouver to retire here 50 Getting back into the market 51 vacant lot to build house Aug 8, 2013 11:20 AM Aug 8, 2013 11:11 AM Aug 8, 2013 11:07 AM	47	renter past seller	Aug 8, 2013 11:27 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	48	Down sizing	Aug 8, 2013 11:21 AM
51 vacant lot to build house Aug 8, 2013 11:07 AM	49	Moving from Vancouver to retire here	Aug 8, 2013 11:20 AM
<u>~</u>	50	Getting back into the market	Aug 8, 2013 11:11 AM
52 buying a lot to build a new house Aug 8, 2013 11:07 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	53	raw subdividable land	Aug 8, 2013 11:05 AM
Out of Province buyyer moving to West Kelowna Aug 8, 2013 10:59 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

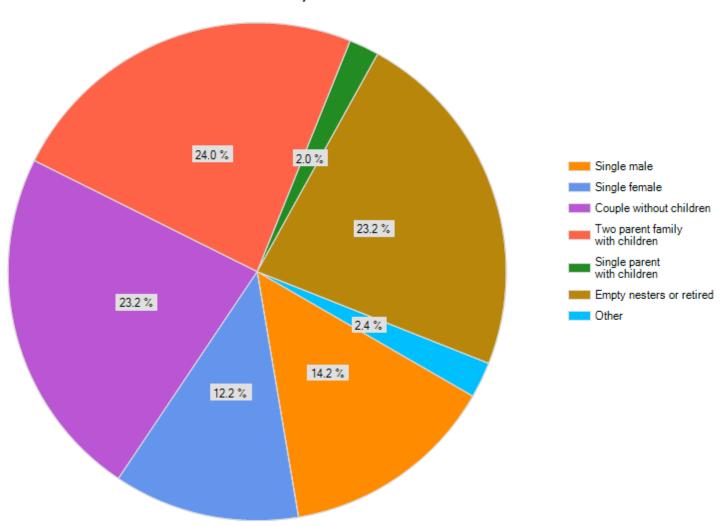
If "Other", please specify.

8

skipped question 254

Q2. Ple	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.)



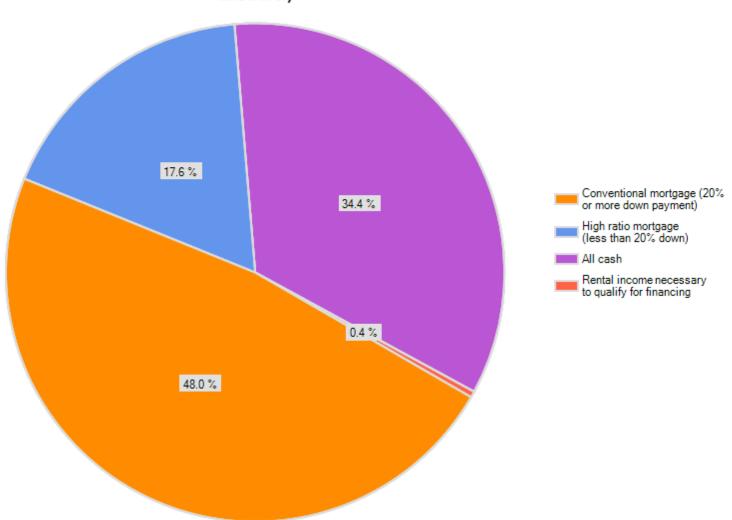


skipped question

6

How did the Buyer finance the purchase? (Select one or more answers.) Response Response **Percent** Count Conventional mortgage (20% or 48.0% 120 more down payment) High ratio mortgage (less than 20% 17.6% 44 down) All cash 34.4% 86 Rental income necessary to qualify 0.4% 1 for financing answered question 250

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

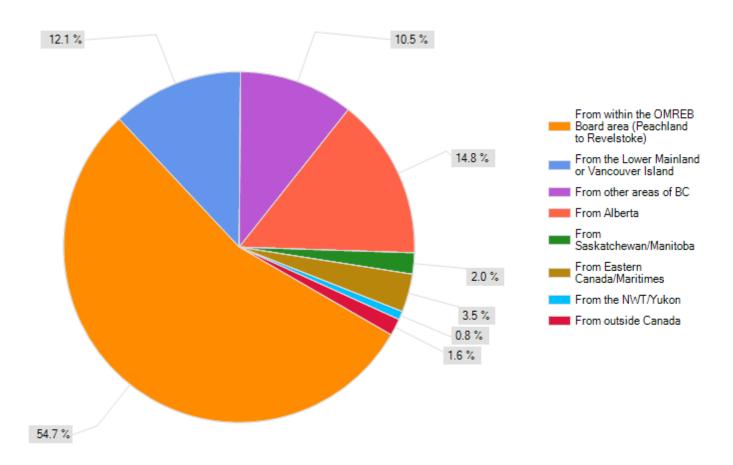




Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

	Respons Percen	-
From within the OMREB Board area (Peachland to Revelstoke)	54.7	/ 6 140
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	n 256
	skipped question	n 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.)

