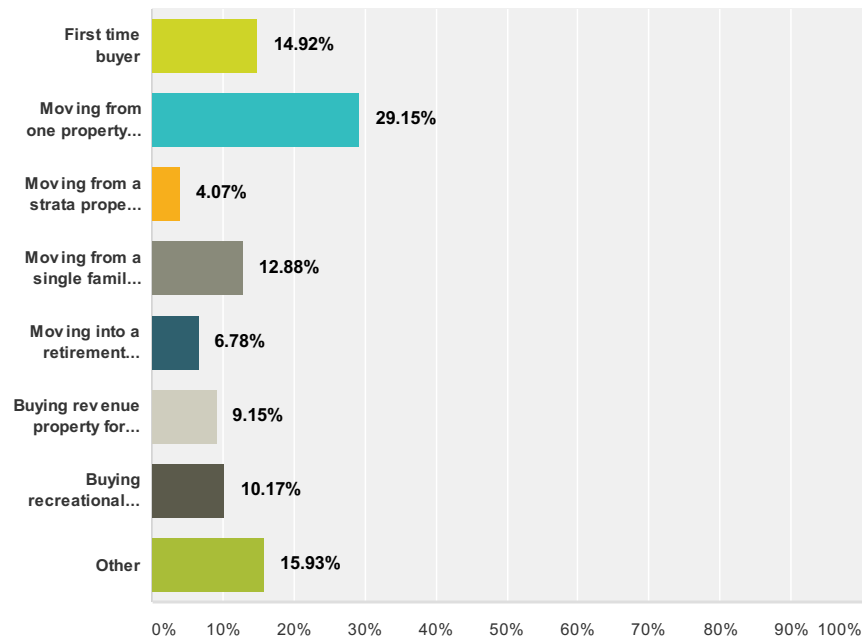


**Q1 How would you best describe your most recent Buyer - property category?
(Check one or more.)**

Answered: 295 Skipped: 6



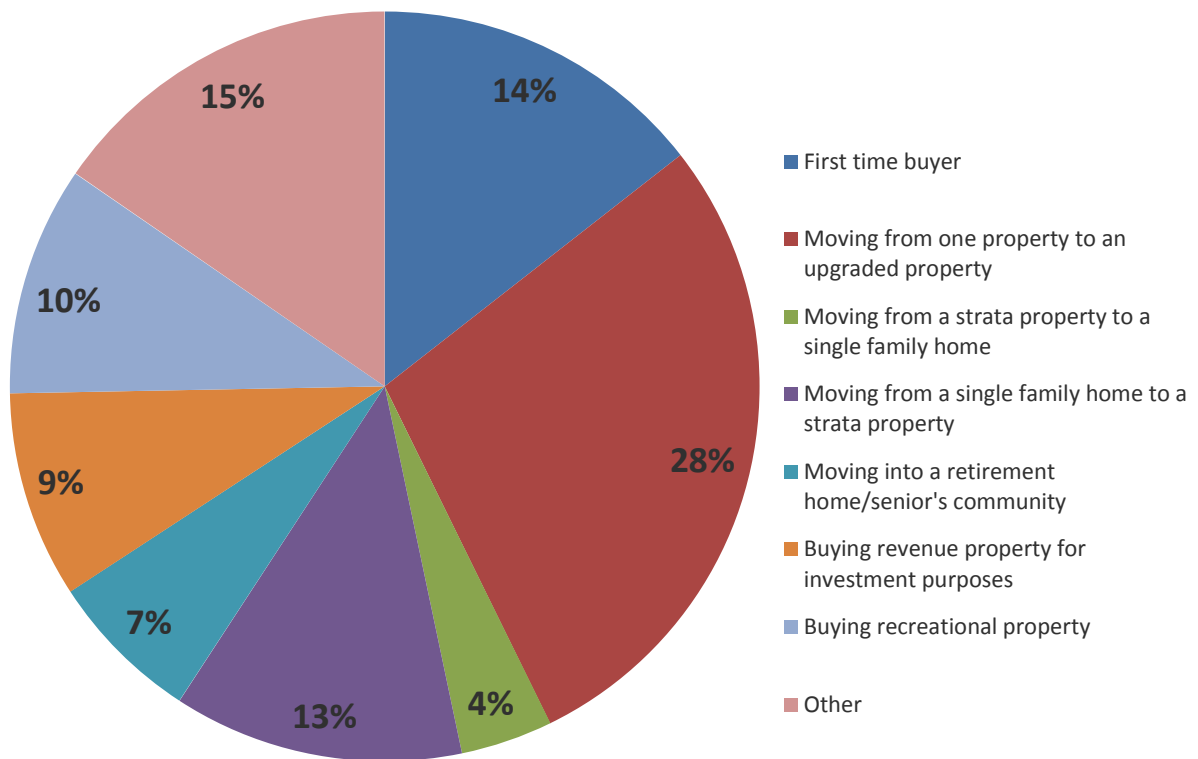
Answer Choices	Responses
First time buyer	14.92% 44
Moving from one property to an upgraded property	29.15% 86
Moving from a strata property to a single family home	4.07% 12
Moving from a single family home to a strata property	12.88% 38
Moving into a retirement home/senior's community	6.78% 20
Buying revenue property for investment purposes	9.15% 27
Buying recreational property	10.17% 30
Other	15.93% 47
Total Respondents: 295	

#	If "Other", please specify (explain).	Date
1	relocating from Alberta	8/7/2014 2:02 PM
2	Buying lot to build custom principal residence	8/7/2014 1:25 PM
3	Builder buying lot to build spec home on	8/7/2014 1:22 PM
4	Downsizing to a smaller house	8/7/2014 1:19 PM
5	Renter buying home...not first time buyer	8/7/2014 10:46 AM
6	parent's buying home for son. I guess that is investment...!?	8/7/2014 10:07 AM
7	Moving from one community to another.	8/7/2014 9:44 AM
8	Moving into the okanagan	8/7/2014 7:35 AM
9	Purchased adjoining property to reduce costs for Hydro	8/7/2014 6:56 AM
10	Relocating	8/6/2014 7:57 PM
11	Moving from a recreational property to mobile home	8/6/2014 8:34 AM
12	Moving from one single family home to another single family home	8/6/2014 8:31 AM
13	out of province	8/5/2014 2:37 PM
14	Strata to strata	8/5/2014 1:07 PM
15	moving from single family home to an adult mobile park	8/5/2014 11:07 AM

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16	Investor	8/5/2014 11:02 AM
17	Investor	8/5/2014 10:58 AM
18	RELOCATING	8/5/2014 10:55 AM
19	down sizing	8/5/2014 9:49 AM
20	Downsizing from one property to a smaller property	8/5/2014 9:14 AM
21	Divorce and buying "down"	8/5/2014 7:26 AM
22	Single Family to Single Family	8/4/2014 6:31 PM
23	Moving from Rental property to a mobile home	8/4/2014 3:15 PM
24	lateral move from out of town	8/3/2014 8:11 AM
25	Moving to Bare Land strata SFR	8/2/2014 10:07 AM
26	Move from Bare- Land strata to Bare- Land strata	8/2/2014 10:04 AM
27	Buying holding property	8/2/2014 7:42 AM
28	Spec Builder	8/2/2014 7:40 AM
29	vacant lot as investment	8/1/2014 6:07 PM
30	moving from one single family home to another	8/1/2014 2:40 PM
31	Builder	8/1/2014 2:18 PM
32	MFG purchase	8/1/2014 2:02 PM
33	moving from one property to another in a new area (not an upgrade)	8/1/2014 1:25 PM
34	Builder buying lot to build on.	8/1/2014 1:19 PM
35	Moving from Urban Strata to a Rural Strata	8/1/2014 1:14 PM
36	bought for daughter	8/1/2014 12:31 PM
37	moving into new city	8/1/2014 12:13 PM
38	strata property to strata property-"flip purchase"	8/1/2014 11:59 AM
39	Lifestyle move	8/1/2014 11:48 AM
40	Relocating for lifestyle	8/1/2014 11:47 AM
41	Moving to less expensive property with rental income	8/1/2014 11:36 AM
42	strata to strata similar properties	8/1/2014 11:34 AM
43	Bought bare lot for investment	8/1/2014 11:27 AM
44	moving from 50+ strata to 50+ strata	8/1/2014 11:14 AM
45	Moving here from out of the Country	8/1/2014 11:07 AM
46	Owned before but currently renting	8/1/2014 11:04 AM
47	Relocating from Lake Country	8/1/2014 11:02 AM
48	Downsizing single family home	8/1/2014 10:59 AM
49	Moved from city to acreage with newer home.	8/1/2014 10:46 AM
50	Relocating	8/1/2014 10:45 AM
51	Moving from acreage to single family home - downsizing	8/1/2014 10:43 AM
52	Renter moved back to Canada	8/1/2014 10:40 AM
53	Moving from a home in Alberta to a home in Vernon	8/1/2014 10:36 AM
54	work relocation	8/1/2014 10:33 AM
55	moving from alberta - same single home value	8/1/2014 10:32 AM

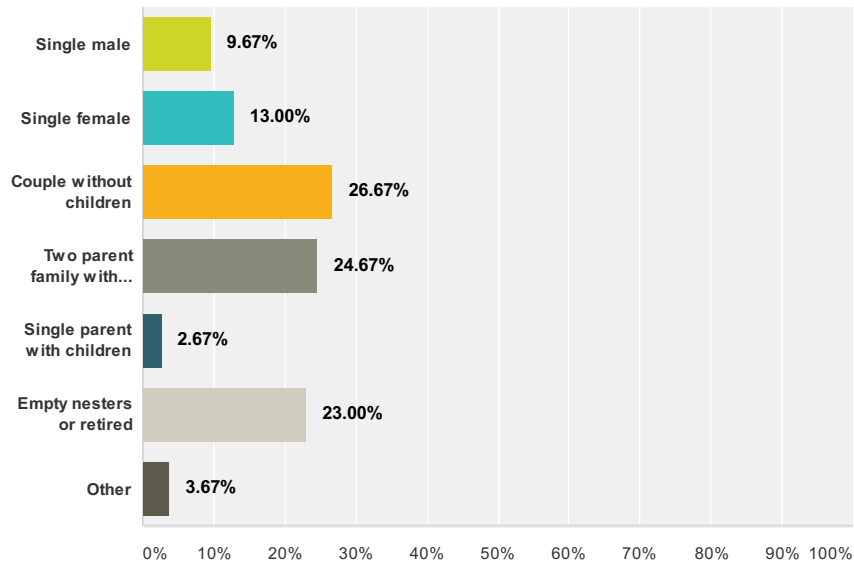
Q1. How would you best describe your most recent Buyer - property category
(Check one or more.)



OMREB MonthlyBuyers Survey for JULY 2014

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

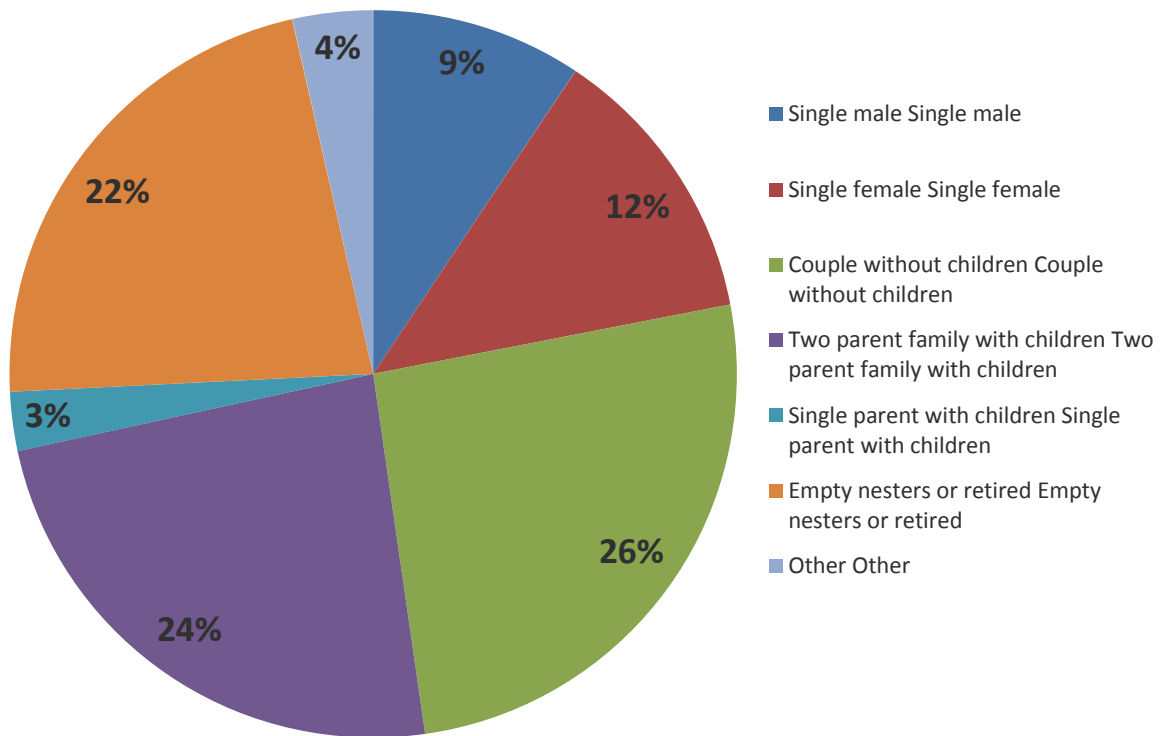
Answered: 300 Skipped: 1



Answer Choices	Responses
Single male	9.67% 29
Single female	13.00% 39
Couple without children	26.67% 80
Two parent family with children	24.67% 74
Single parent with children	2.67% 8
Empty nesters or retired	23.00% 69
Other	3.67% 11
Total Respondents: 300	

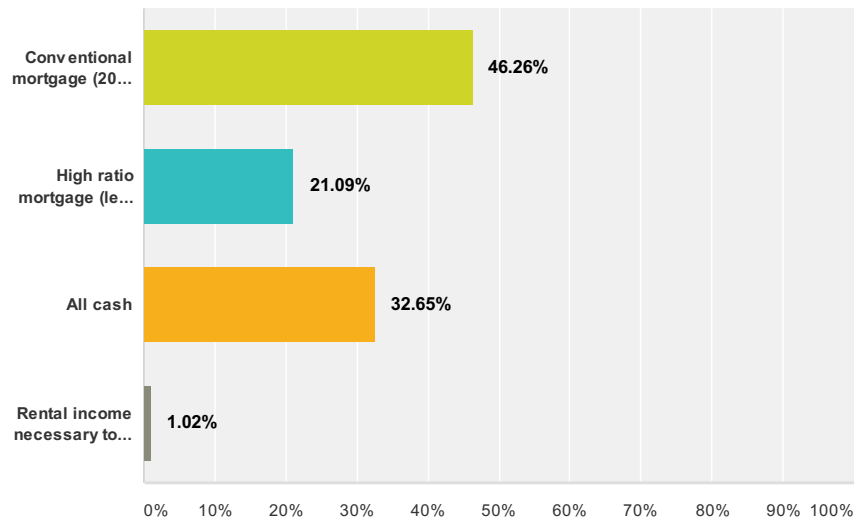
#	If "Other", please specify.	Date
1	Company Purchase	8/5/2014 11:02 AM
2	Blended family	8/3/2014 7:47 AM
3	Working couple children grown up	8/2/2014 1:29 PM
4	Parent will live in basement suite	8/2/2014 1:24 PM
5	Builder	8/2/2014 7:40 AM
6	Two Brothers	8/1/2014 3:24 PM
7	Builder	8/1/2014 2:18 PM
8	Mother & daughter	8/1/2014 1:12 PM
9	father & mother buying for daughter	8/1/2014 12:31 PM
10	Mother and daughter in 55+	8/1/2014 11:59 AM
11	Couple with adult child.	8/1/2014 10:46 AM

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



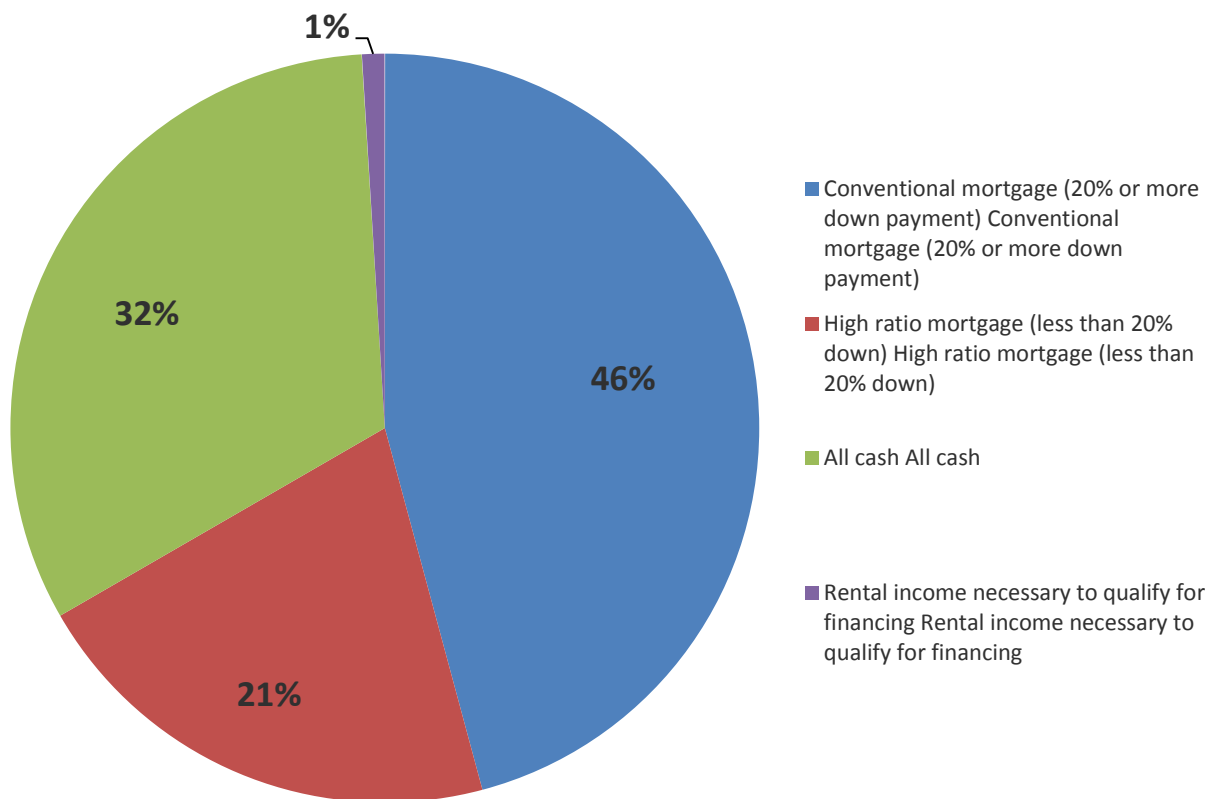
Q3 How did the Buyer finance the purchase? (Select one or more answers.)

Answered: 294 Skipped: 7



Answer Choices	Responses	
Conventional mortgage (20% or more down payment)	46.26%	136
High ratio mortgage (less than 20% down)	21.09%	62
All cash	32.65%	96
Rental income necessary to qualify for financing	1.02%	3
Total Respondents: 294		

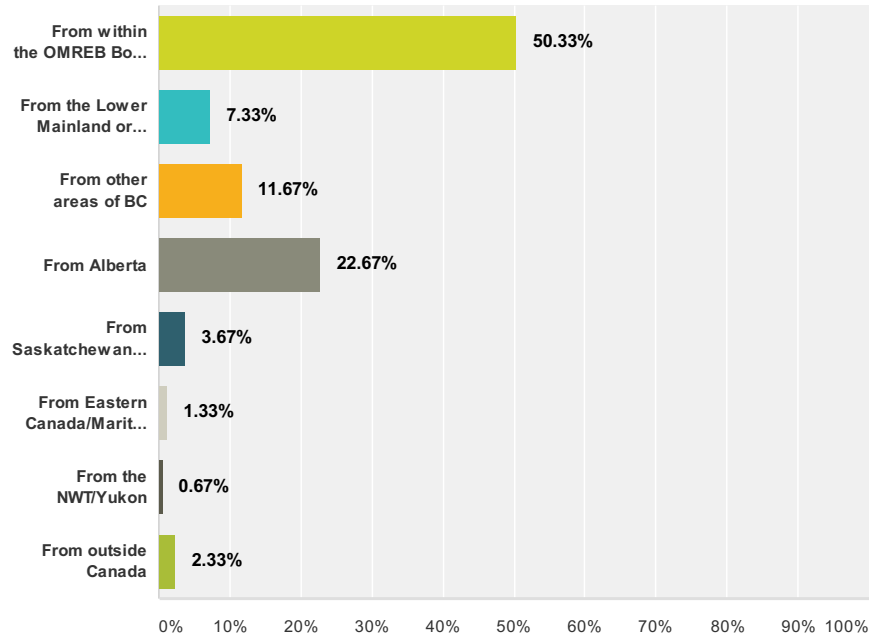
Q3. How did the Buyer finance the purchase?
(Select one or more answers.)



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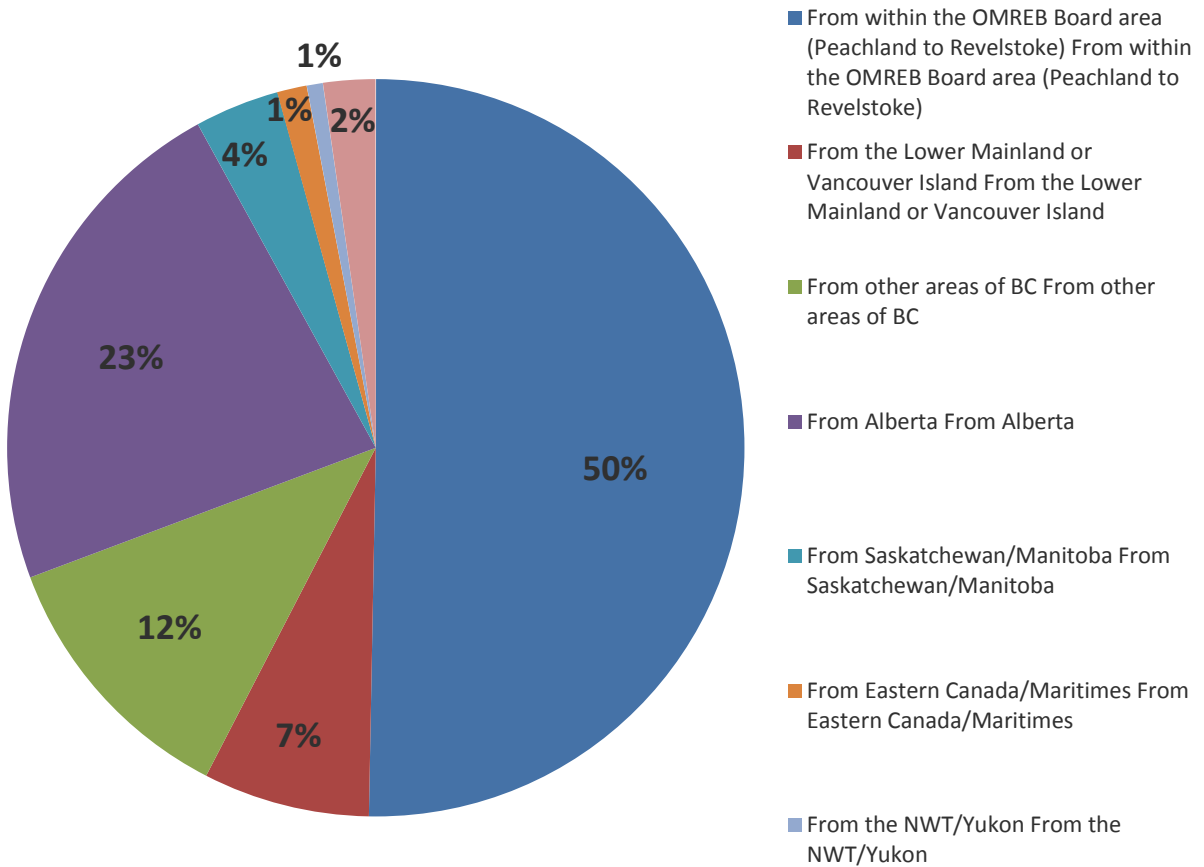
Q4 Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

Answered: 300 Skipped: 1



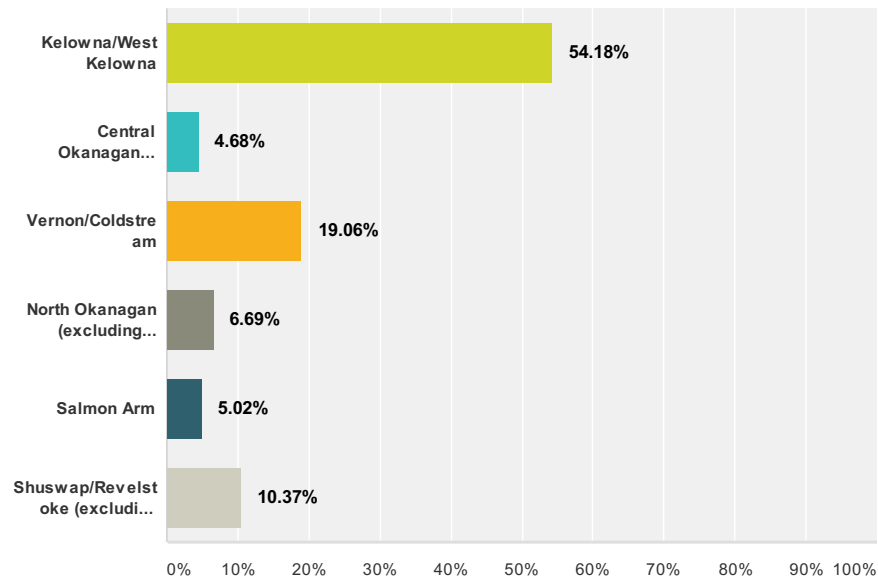
Answer Choices	Responses	
From within the OMREB Board area (Peachland to Revelstoke)	50.33%	151
From the Lower Mainland or Vancouver Island	7.33%	22
From other areas of BC	11.67%	35
From Alberta	22.67%	68
From Saskatchewan/Manitoba	3.67%	11
From Eastern Canada/Maritimes	1.33%	4
From the NWT/Yukon	0.67%	2
From outside Canada	2.33%	7
Total		300

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.)



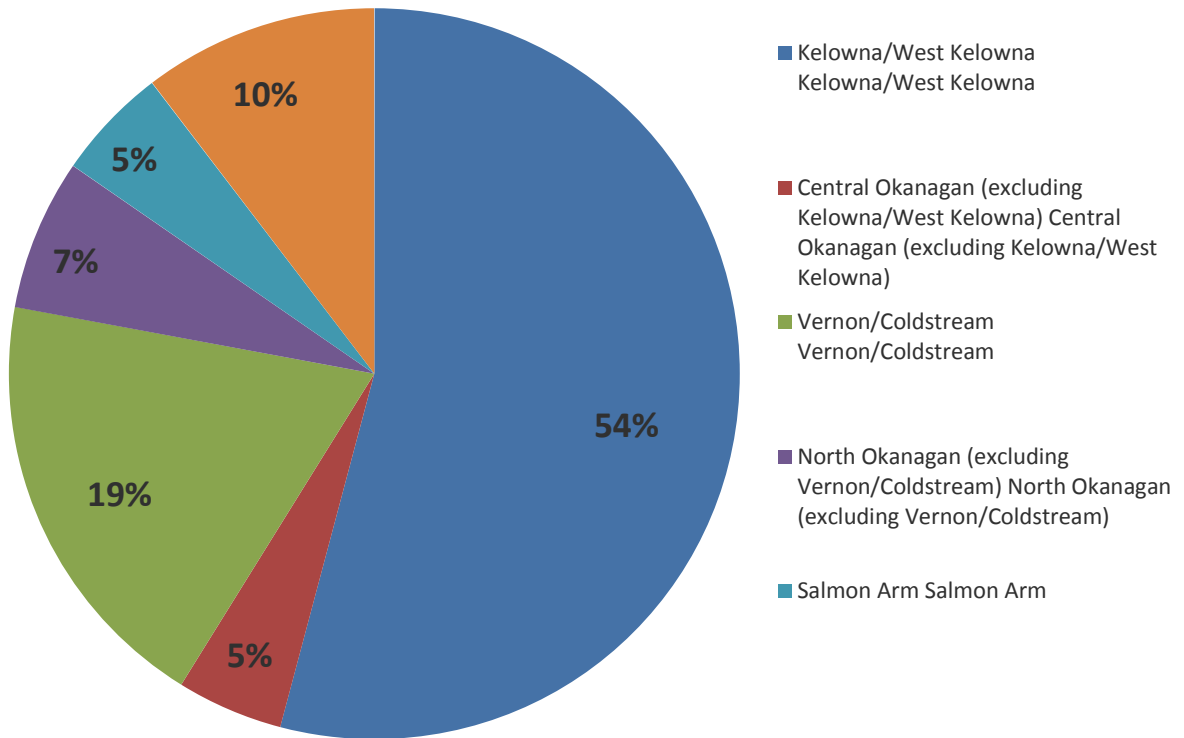
Q5 In what area was the property purchased? (Select one answer.)

Answered: 299 Skipped: 2



Answer Choices	Responses	
Kelowna/West Kelowna	54.18%	162
Central Okanagan (excluding Kelowna/West Kelowna)	4.68%	14
Vernon/Coldstream	19.06%	57
North Okanagan (excluding Vernon/Coldstream)	6.69%	20
Salmon Arm	5.02%	15
Shuswap/Revelstoke (excluding Salmon Arm)	10.37%	31
Total		299

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



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Q6 Please add your comments here (optional):

Answered: 17 Skipped: 284

#	Responses	Date
1	DEAL #2	8/7/2014 7:37 AM
2	same sex couple retaining original condo as investment and purchasing home with rental revenue as well.	8/6/2014 6:04 AM
3	buyer is downsizing has a house in Mexico. Spends the winter there	8/5/2014 12:01 PM
4	2 Families have Company for Investmnt purchases.	8/5/2014 11:02 AM
5	Husband retired from the Military will be commuting for another job in Northern B.C.	8/5/2014 10:00 AM
6	Husband retired from the Military will be commuting for another job in Northern B.C.	8/5/2014 10:00 AM
7	Retired relocaters.	8/2/2014 10:07 AM
8	Lot sale house builder bought to construct spec house	8/2/2014 7:40 AM
9	Parents helped them finance it as a personal loan.	8/1/2014 4:23 PM
10	Sold his property in Eagle Bay to relocate in Salmon Arm closer to more Amenities	8/1/2014 3:56 PM
11	Keeping their Condo for rental income	8/1/2014 1:51 PM
12	moved here for work	8/1/2014 1:25 PM
13	this is a family construction company buying to build and sell.	8/1/2014 1:19 PM
14	nothing to rent; so father bought for daughter	8/1/2014 12:31 PM
15	The young lad's parents live 1/2 block down the street from where he bought. It was a wonderful thing.	8/1/2014 12:19 PM
16	Moved from Penticton	8/1/2014 11:38 AM
17	Retiring to the Sunny Okanagan!	8/1/2014 10:37 AM