









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

		Response Percent	Response Count
First time buyer		17.5%	45
Moving from one property to an upgraded property		23.7%	61
Moving from a strata property to a single family home		4.3%	11
Moving from a single family home to a strata property		17.1%	44
Moving into a retirement home/senior's community		4.7%	12
Buying revenue property for investment purposes		8.6%	22
Buying recreational property		5.1%	13
Other		20.2%	52

If "Other", please specify (explain).

66

answered question	257
skipped question	10

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

1	Buying for sister	Jul 11, 2013 2:56 PM
2	Transferred here for a job	Jul 10, 2013 1:38 PM
3	from single family in Alberta to single family here to retire	Jul 10, 2013 10:54 AM
4	Moving from renting to manufactured home park	Jul 10, 2013 9:12 AM
5	Downsizing from acreage to single family	Jul 10, 2013 9:10 AM
6	Buying Lot to Build a House	Jul 9, 2013 12:54 PM
7	Downsizing from strata townhouse to strata apartment	Jul 9, 2013 11:06 AM
8	Eric	Jul 9, 2013 5:15 AM
9	Relocating	Jul 8, 2013 7:40 PM
10	Transfer from One community to another - Single family home	Jul 8, 2013 4:54 PM
11	moving from one property to a downgraded property	Jul 8, 2013 3:02 PM
12	Moving from townhome to single family home bare land strata	Jul 8, 2013 1:18 PM
13	Moving here from Terrace, B.C. SFD to SFD	Jul 8, 2013 1:11 PM
14	moving from sfh on small lot to sfh on acreage	Jul 8, 2013 11:16 AM
15	lateral purchase out of townner	Jul 8, 2013 11:14 AM
16	moving from city sfh to rural raw land	Jul 8, 2013 11:12 AM
17	From larger 55+ townhouse to 55+ condo	Jul 8, 2013 10:37 AM
18	Building Contractor bought lot to build spec house	Jul 8, 2013 10:13 AM
19	Building contractor bought lot to build spec house	Jul 8, 2013 10:12 AM
20	Builder bought lot to build spec home	Jul 8, 2013 10:09 AM
21	Renter living in Kamloops buying and relocating to West Kelowna	Jul 8, 2013 10:07 AM
22	Selling larger more expensive home and bought fixer upper lower priced home to move into to	Jul 8, 2013 10:04 AM
23	Builder	Jul 8, 2013 10:01 AM
24	A Society purchasing property for a vender take back mtg to benefit the mentally challenged	Jul 8, 2013 9:48 AM
25	they live south of the border for 6 months and wanted a place in BC for the summer months	Jul 8, 2013 9:42 AM
26	Moving to a new area to retire in a single family home	Jul 8, 2013 9:08 AM

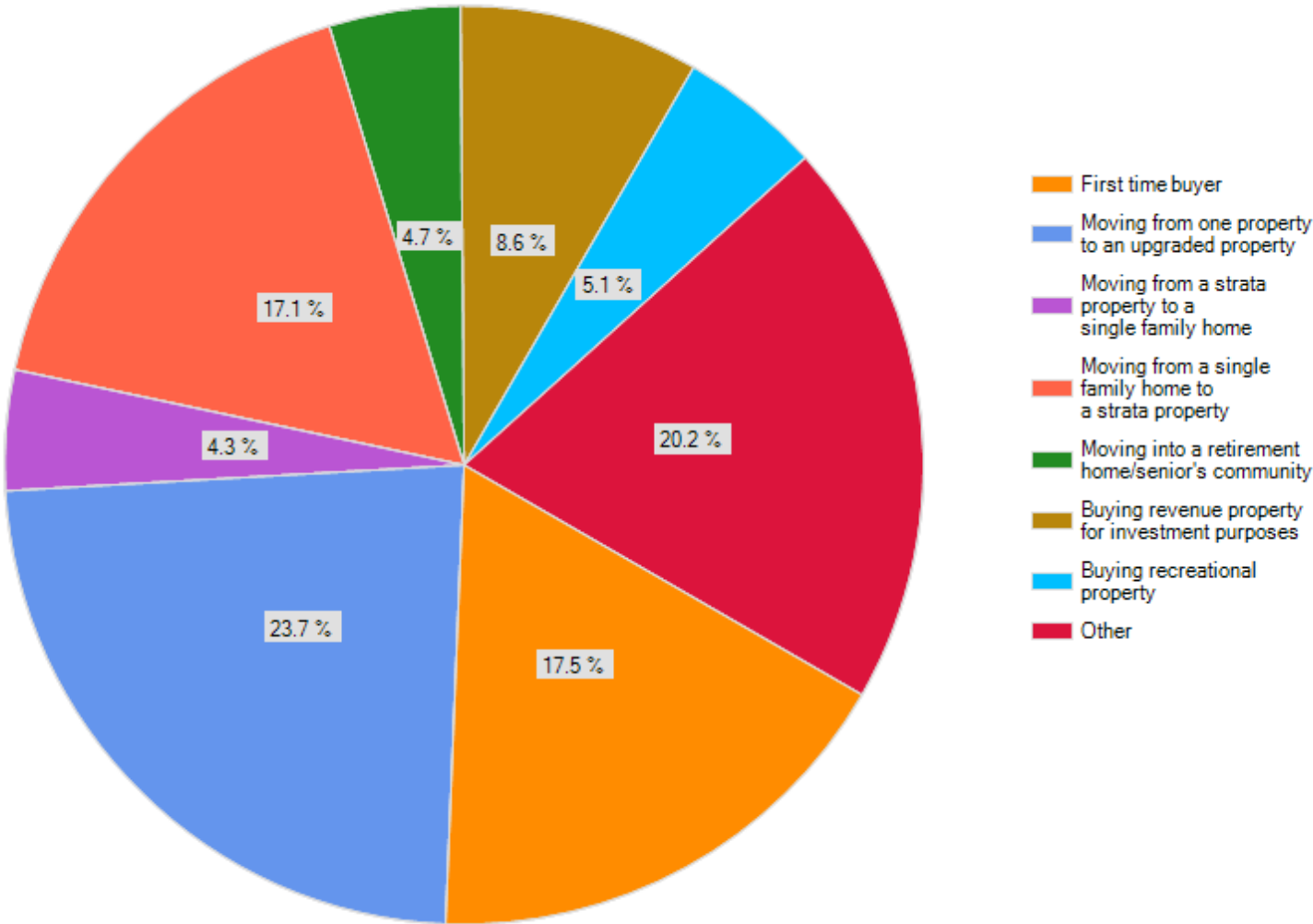
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

27	Builder	Jul 7, 2013 9:53 PM
28	builder	Jul 7, 2013 9:50 PM
29	company	Jul 7, 2013 9:50 PM
30	builder	Jul 7, 2013 9:49 PM
31	builder	Jul 7, 2013 9:49 PM
32	builder	Jul 7, 2013 9:48 PM
33	builder	Jul 7, 2013 9:47 PM
34	builder buying a lot	Jul 7, 2013 9:46 PM
35	building a residence	Jul 7, 2013 7:49 PM
36	Strata Townhome to Strata Apartment	Jul 7, 2013 10:48 AM
37	moviing from strata with stairs to strats with no stairs	Jul 6, 2013 3:56 PM
38	Relocation rental strata home to strata home	Jul 6, 2013 11:58 AM
39	Relocation, fixer upper	Jul 6, 2013 9:56 AM
40	Downsizing from one strata, to a smaller strata.	Jul 6, 2013 9:54 AM
41	building lot	Jul 6, 2013 6:53 AM
42	Moving from Strata Property in AB to another here in BC	Jul 5, 2013 11:49 PM
43	Selling one home/property and buying a lot to build bigger home	Jul 5, 2013 11:47 PM
44	from gated community to condo	Jul 5, 2013 8:19 PM
45	downsizing from one townhouse to another	Jul 5, 2013 6:01 PM
46	Miving into the area into another Single Family Home.	Jul 5, 2013 6:00 PM
47	Downsizing acreage	Jul 5, 2013 5:27 PM
48	Downsizing acreage	Jul 5, 2013 5:26 PM
49	From single family home (house) into a mobile home.	Jul 5, 2013 3:34 PM
50	from one apartment to another, both strata	Jul 5, 2013 2:36 PM
51	Relocation	Jul 5, 2013 2:09 PM
52	Son buying for parents	Jul 5, 2013 1:49 PM
53	from strata semi attached to apartment	Jul 5, 2013 1:48 PM








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

54	Moving from large house to smaller home	Jul 5, 2013 1:46 PM
55	Moving from a larger house and property to a smaller	Jul 5, 2013 1:31 PM
56	Moving from a farm to the City	Jul 5, 2013 1:16 PM
57	Was renting for awhile, first purchase in a long time.	Jul 5, 2013 1:15 PM
58	moving from rental to mobile home	Jul 5, 2013 12:51 PM
59	Relocating for up north	Jul 5, 2013 12:33 PM
60	moving to strata, keeping other home for investment	Jul 5, 2013 12:30 PM
61	Moving from Rental to Own Home	Jul 5, 2013 12:27 PM
62	moving from Strata Condo to Mobile Home in MHP	Jul 5, 2013 12:22 PM
63	home to mobile home park	Jul 5, 2013 12:17 PM
64	SOLD HOME IN Calgary purchase home in kelowna	Jul 5, 2013 12:06 PM
65	Moving from one strataproperty to another	Jul 5, 2013 12:06 PM
66	downsizing	Jul 5, 2013 11:49 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		6.8%	18
Single female		11.3%	30
Couple without children		27.8%	74
Two parent family with children		20.3%	54
Single parent with children		2.3%	6
Empty nesters or retired		28.6%	76
Other		6.0%	16

If "Other", please specify.

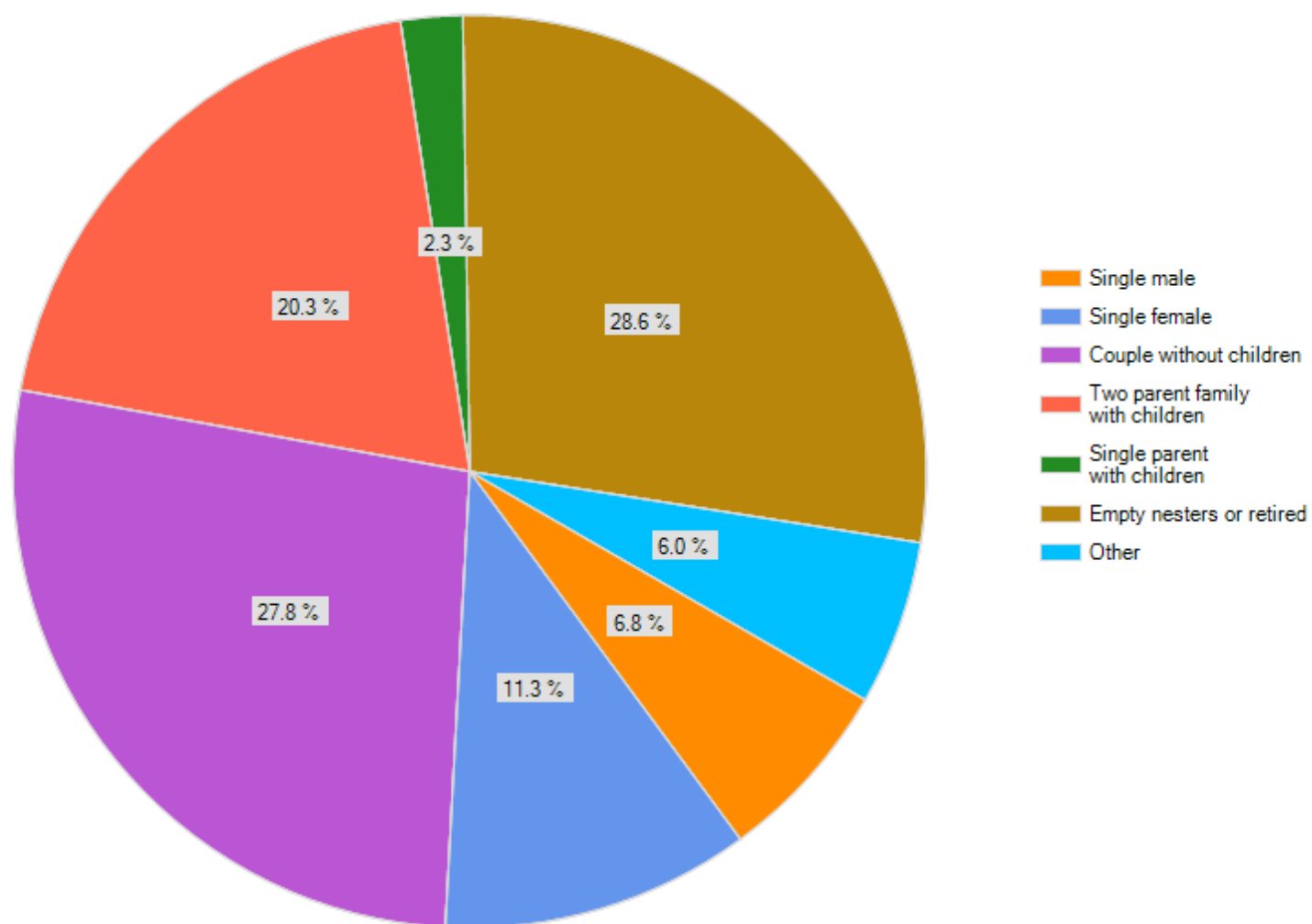
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answered question	266
skipped question	1

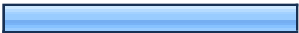

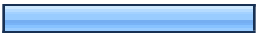

Q2. Please describe the Buyer - demographic/family status. (Check one or more.)

1	Married business woman	Jul 11, 2013 2:56 PM
2	Job transfer and marriage breakup	Jul 10, 2013 9:23 AM
3	Society dedicated to helping those who need help to live independently	Jul 10, 2013 7:21 AM
4	blended family	Jul 8, 2013 11:16 AM
5	Building contractor	Jul 8, 2013 10:13 AM
6	Building contractor	Jul 8, 2013 10:12 AM
7	Building contractor	Jul 8, 2013 10:09 AM
8	Kids close to moving out	Jul 8, 2013 10:04 AM
9	Society for Charity	Jul 8, 2013 9:48 AM
10	Company	Jul 7, 2013 9:53 PM
11	company	Jul 7, 2013 9:50 PM
12	company	Jul 7, 2013 9:50 PM
13	company	Jul 7, 2013 9:49 PM
14	company	Jul 7, 2013 9:49 PM
15	company	Jul 7, 2013 9:48 PM
16	company	Jul 7, 2013 9:47 PM
17	company	Jul 7, 2013 9:46 PM
18	extended family	Jul 7, 2013 7:49 PM
19	Licensed Builder	Jul 6, 2013 6:53 AM

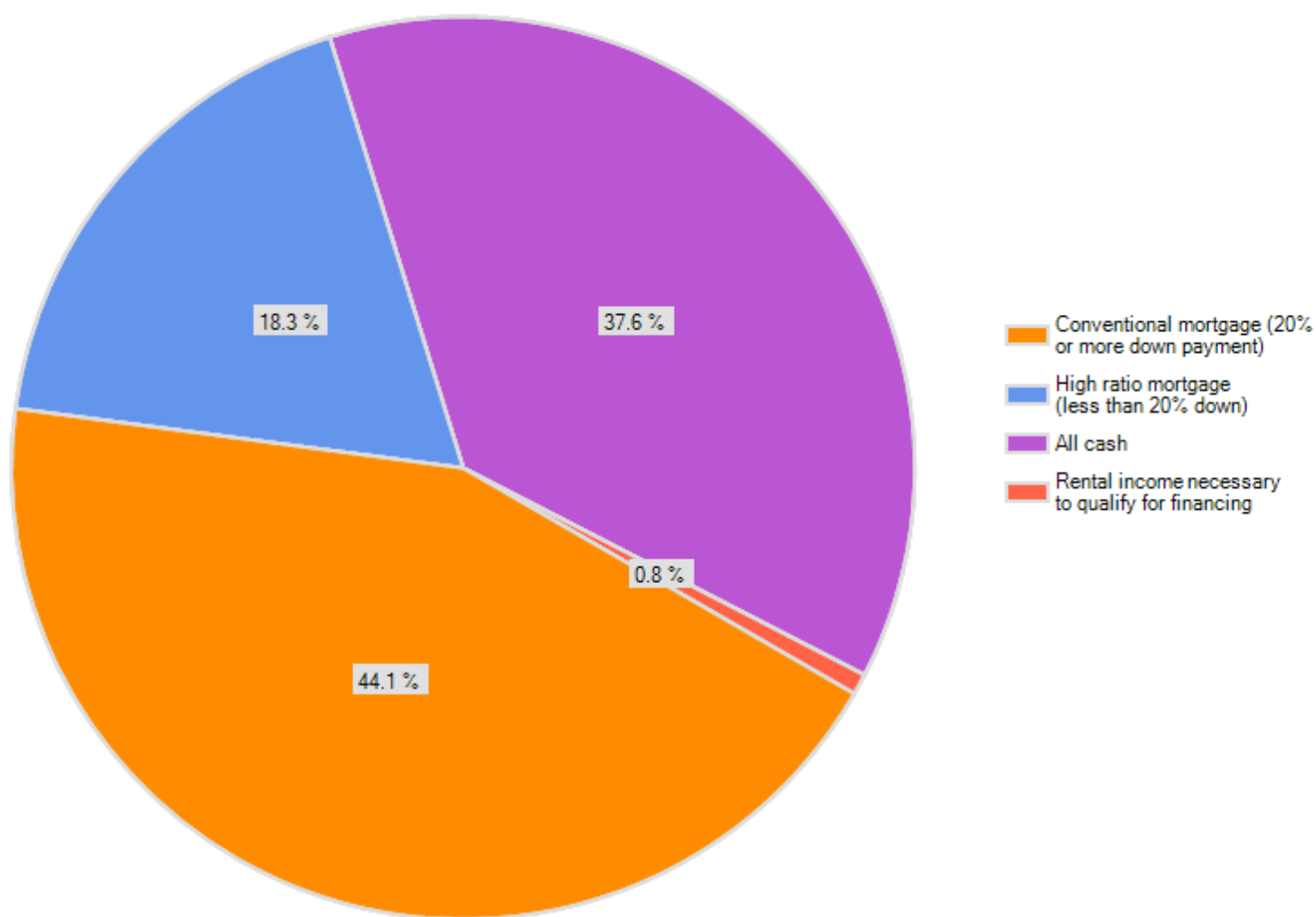
Please describe the Buyer - demographic/family status. (Check one or more.)











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

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		44.1%	116
High ratio mortgage (less than 20% down)		18.3%	48
All cash		37.6%	99
Rental income necessary to qualify for financing		0.8%	2
answered question			263
skipped question			4

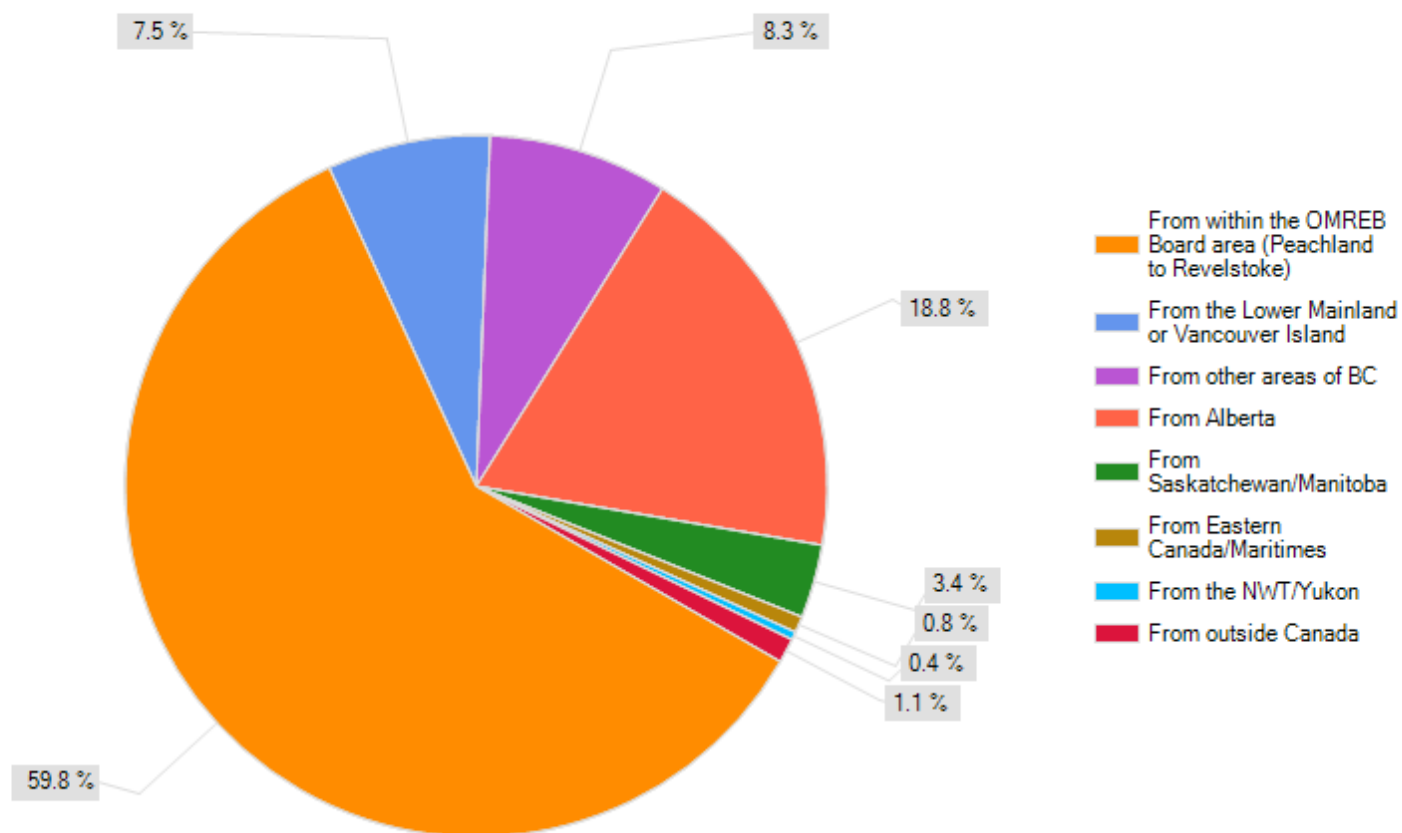
How did the Buyer finance the purchase? (Select one or more answers.)









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)		59.8%	159
From the Lower Mainland or Vancouver Island		7.5%	20
From other areas of BC		8.3%	22
From Alberta		18.8%	50
From Saskatchewan/Manitoba		3.4%	9
From Eastern Canada/Maritimes		0.8%	2
From the NWT/Yukon		0.4%	1
From outside Canada		1.1%	3
answered question			266
skipped question			1

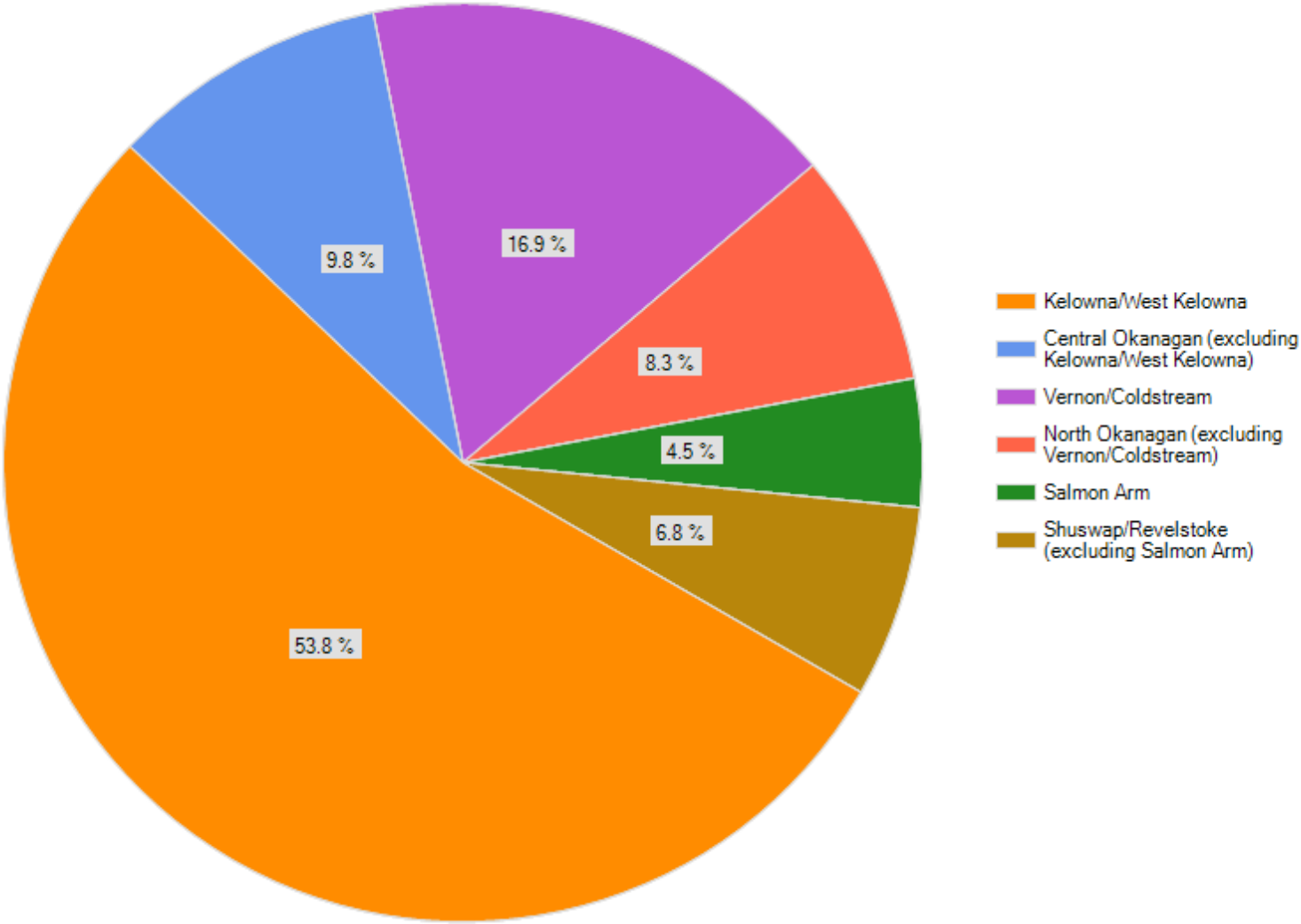
Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)



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

		Response Percent	Response Count
Kelowna/West Kelowna		53.8%	143
Central Okanagan (excluding Kelowna/West Kelowna)		9.8%	26
Vernon/Coldstream		16.9%	45
North Okanagan (excluding Vernon/Coldstream)		8.3%	22
Salmon Arm		4.5%	12
Shuswap/Revelstoke (excluding Salmon Arm)		6.8%	18
answered question			266
skipped question			1

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



Q6. Please add your comments here (optional):

1	Divorce situation.	Jul 10, 2013 10:30 AM
2	buyer bought our own listing-client of long standing bought duplex for office/home-based business	Jul 8, 2013 2:23 PM
3	Moved from a town home in Calgary to single family home on bare land strata on First Nations land in West Kelowna	Jul 8, 2013 1:18 PM
4	Have grown children here and moved to be closer to them.	Jul 8, 2013 1:11 PM
5	Building contractor building spec house for resale	Jul 8, 2013 10:13 AM
6	Contractor building spec house for resale	Jul 8, 2013 10:12 AM
7	Young couple both teachers bought first home new construction single family by Dilworth Homes	Jul 8, 2013 10:10 AM
8	New house construction	Jul 8, 2013 10:09 AM
9	Bought in Sage Creek Westbank First Nations Lease situation.	Jul 8, 2013 10:07 AM
10	Family with two older girls both in university. Selling larger home and buying smaller home that needs extensive renos and will move into when they sell existing house	Jul 8, 2013 10:04 AM
11	Builder constructing a spec home for resale	Jul 8, 2013 10:01 AM
12	builder buying a lot to build on	Jul 7, 2013 9:50 PM
13	builder buying spec lot	Jul 7, 2013 9:47 PM
14	builder	Jul 7, 2013 9:46 PM
15	The market has definitely picked up this year! :)	Jul 6, 2013 8:17 AM
16	Parents moved here into a home, kids followed to look after them	Jul 5, 2013 5:27 PM
17	Parents moved here into a home, kids followed to look after them	Jul 5, 2013 5:26 PM
18	Bought condo for family member attending school	Jul 5, 2013 1:35 PM