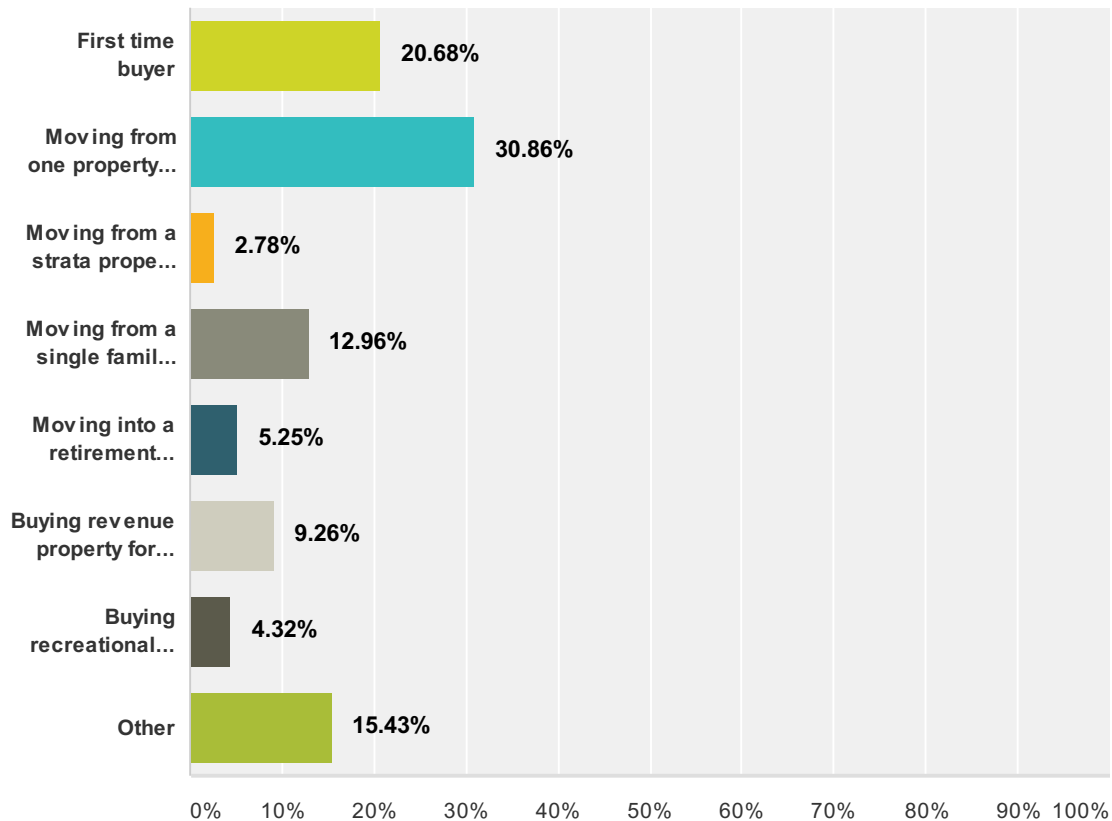


Q1 How would you best describe your most recent Buyer - property category? (Check one or more.)

Answered: 324 Skipped: 11



Answer Choices	Responses
First time buyer	20.68% 67
Moving from one property to an upgraded property	30.86% 100
Moving from a strata property to a single family home	2.78% 9
Moving from a single family home to a strata property	12.96% 42
Moving into a retirement home/senior's community	5.25% 17
Buying revenue property for investment purposes	9.26% 30
Buying recreational property	4.32% 14
Other	15.43% 50
Total Respondents: 324	

#	If "Other", please specify (explain).	Date
1	2nd home for future retirement	7/10/2014 7:58 PM
2	buying first property in BC	7/10/2014 9:39 AM
3	Bought vacant residential lot	7/10/2014 9:37 AM

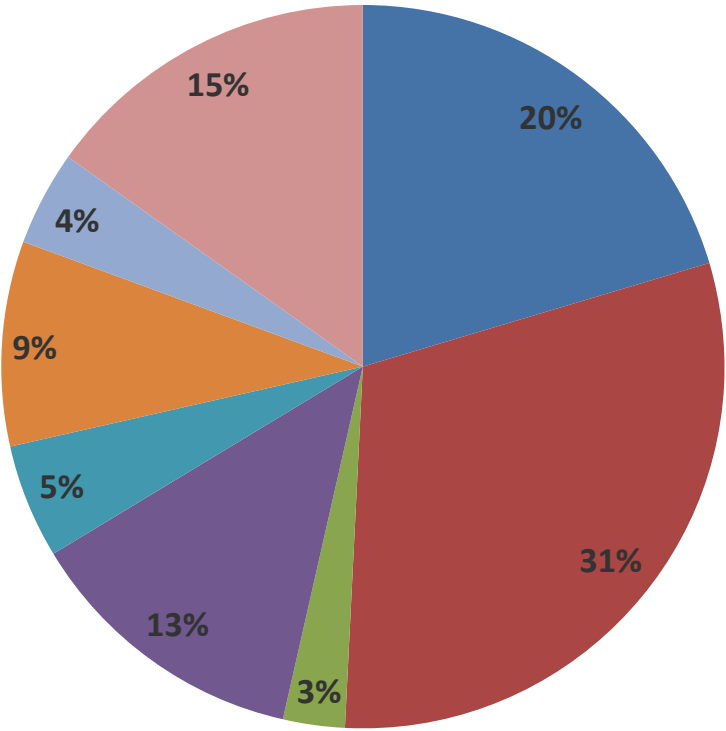
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4	moving from leaseholdl to single family home	7/9/2014 8:47 PM
5	Relocating for work	7/9/2014 3:06 PM
6	Returning buyer that wanted to be back in Kelowna	7/9/2014 12:04 PM
7	Downsizing	7/9/2014 11:27 AM
8	Divorce	7/9/2014 10:58 AM
9	Moving from a Rental to Home Ownership	7/9/2014 8:19 AM
10	moving out of one province to another	7/8/2014 10:31 PM
11	Retiring	7/8/2014 10:29 PM
12	Downsizing	7/8/2014 3:21 PM
13	Downsizing	7/8/2014 11:39 AM
14	Downsizing	7/8/2014 11:31 AM
15	Bought a lot and are going to build	7/8/2014 11:09 AM
16	Moving from Vancouver to Kelowna - both strata	7/8/2014 10:20 AM
17	Same style/price different sub-area.	7/8/2014 8:59 AM
18	bought building lot	7/8/2014 8:08 AM
19	Just looking for a change, bare land strata to bare land strata	7/8/2014 7:19 AM
20	Previous homeowners who have been renting for years	7/7/2014 10:08 PM
21	Moving from one single family home to another single family home	7/7/2014 8:48 PM
22	Was renting but not first time buyer	7/7/2014 7:37 PM
23	down sizing from acreage to SFD	7/7/2014 7:07 PM
24	relocating	7/7/2014 6:50 PM
25	home based business	7/7/2014 5:59 PM
26	Buying building lot	7/7/2014 5:43 PM
27	Lateral price move downsizing in space	7/7/2014 4:20 PM
28	SFD to SFD	7/7/2014 4:08 PM
29	downsizing SFD to SFD	7/7/2014 4:07 PM
30	Downsizing from acreage to regular lot size	7/7/2014 4:03 PM
31	stata to strata	7/7/2014 4:01 PM
32	Buying for lakeview and building.	7/7/2014 3:58 PM
33	Buying for children	7/7/2014 3:54 PM
34	Relocation for work - buying similar property here	7/7/2014 3:49 PM
35	Moving from rental to principal residence - have owned in other cities previously	7/7/2014 3:49 PM
36	Has previously owned home but has been renting for many years.	7/7/2014 3:49 PM
37	moving from SFH to similar SFH in a different locale	7/7/2014 3:29 PM
38	downsizing	7/7/2014 3:25 PM
39	moving from a rental to a single family home	7/7/2014 3:00 PM
40	Moving from Townhouse to Condo	7/7/2014 2:55 PM
41	downsizing	7/7/2014 2:50 PM
42	From strata, bought lot to build on.	7/7/2014 2:45 PM
43	moving from out of area	7/7/2014 2:35 PM

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44	Down sizing from luxury single family to cheaper single family	7/7/2014 2:23 PM
45	Moving from AB house to house	7/7/2014 2:21 PM
46	Moving From a rental Property	7/7/2014 2:15 PM
47	From one mobile to another	7/7/2014 2:12 PM
48	Moving from 1 Strata Property to Another	7/7/2014 2:10 PM
49	Moving from 1 Strata Property to Another	7/7/2014 2:10 PM
50	From similar property to similar property	7/7/2014 2:06 PM
51	Adjacent property to his home, bought to ensure privacy	7/7/2014 2:04 PM
52	Moving from 1 Strata property to another	7/7/2014 2:01 PM
53	divorce	7/7/2014 2:00 PM
54	out of town buyer who was renting and is now buying a home with their Mother	7/7/2014 1:57 PM
55	Downsizing to a manufactured home	7/7/2014 1:57 PM
56	change of province - retirees	7/7/2014 1:55 PM

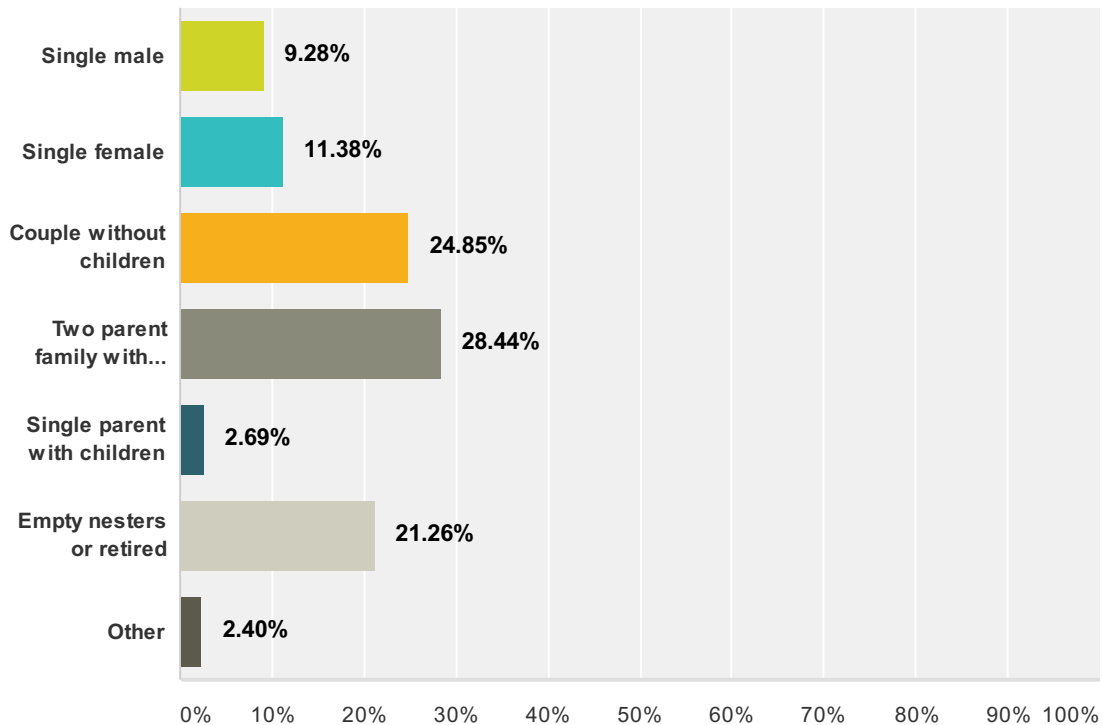
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)



- First time buyer First time buyer
- Moving from one property to an upgraded property Moving from one property to an upgraded property
- Moving from a strata property to a single family home Moving from a strata property to a single family home
- Moving from a single family home to a strata property Moving from a single family home to a strata property
- Moving into a retirement home/senior's community Moving into a retirement home/senior's community
- Buying revenue property for investment purposes Buying revenue property for investment purposes
- Buying recreational property Buying recreational property
- Other Other

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

Answered: 334 Skipped: 1



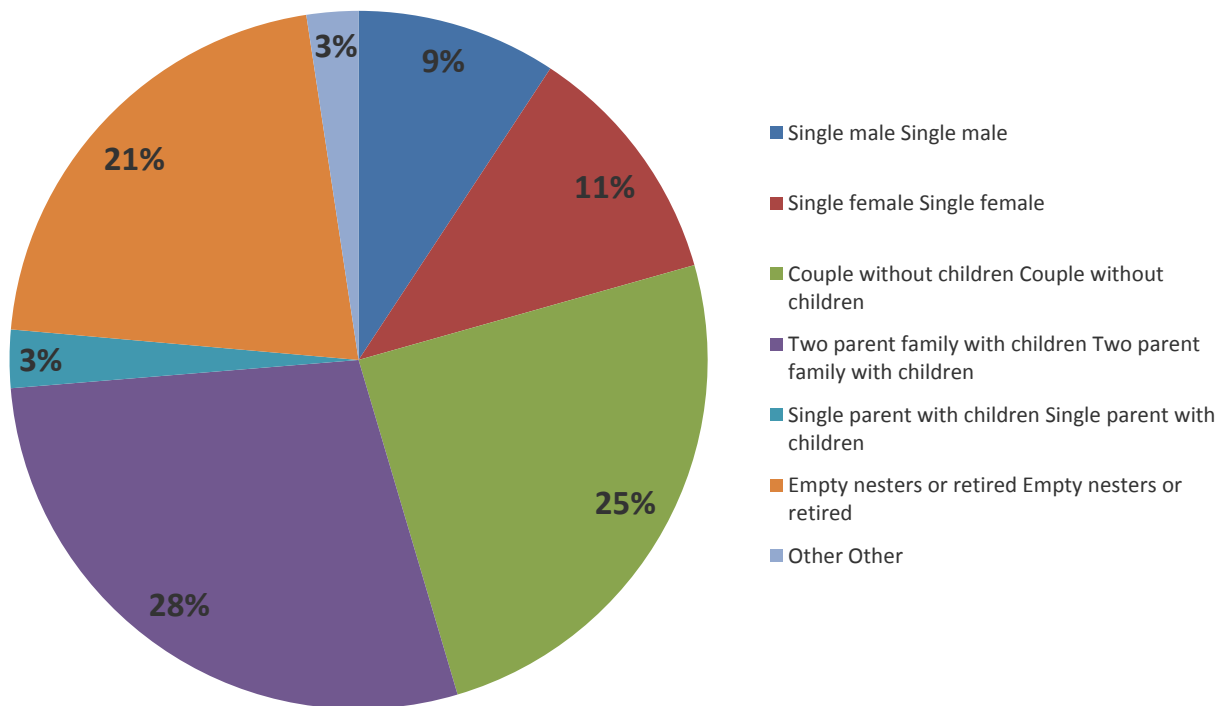
Answer Choices	Responses
Single male	9.28% 31
Single female	11.38% 38
Couple without children	24.85% 83
Two parent family with children	28.44% 95
Single parent with children	2.69% 9
Empty nesters or retired	21.26% 71
Other	2.40% 8
Total Respondents: 334	

#	If "Other", please specify.	Date
1	Gay Couple	7/9/2014 8:21 AM
2	Investor	7/8/2014 8:54 AM
3	Single female with her mother	7/7/2014 7:00 PM
4	Single male with part time children!	7/7/2014 3:49 PM
5	Couple and parents	7/7/2014 2:41 PM
6	Engaged but not living together	7/7/2014 2:27 PM

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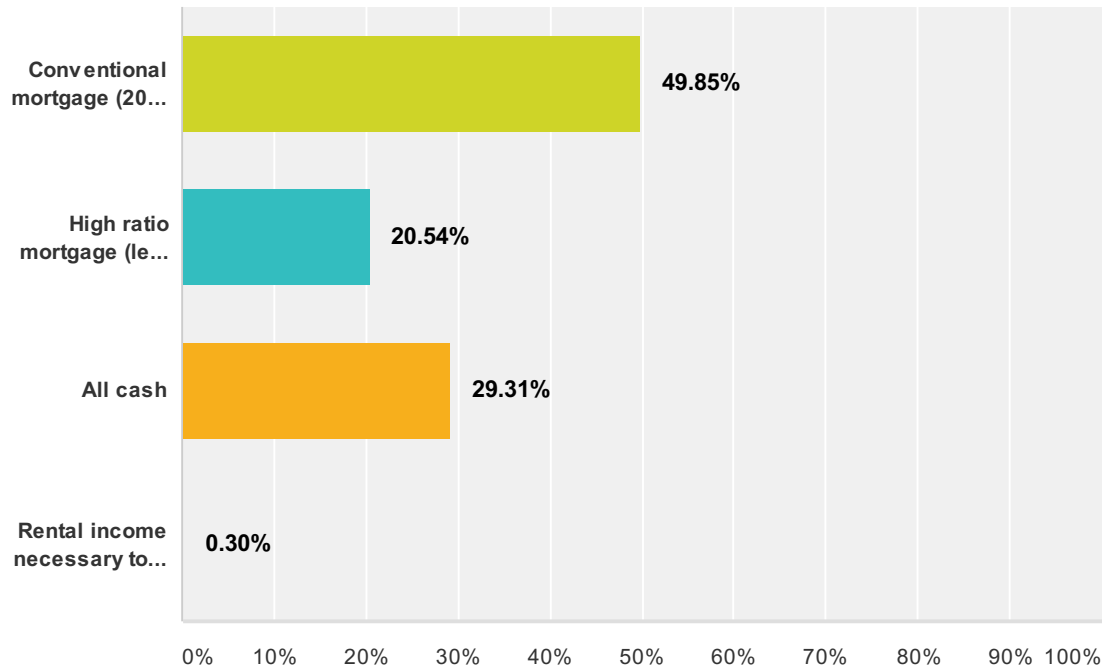
7	also the mother will live in the suite	7/7/2014 2:23 PM
8	unmarried couple	7/7/2014 2:04 PM

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



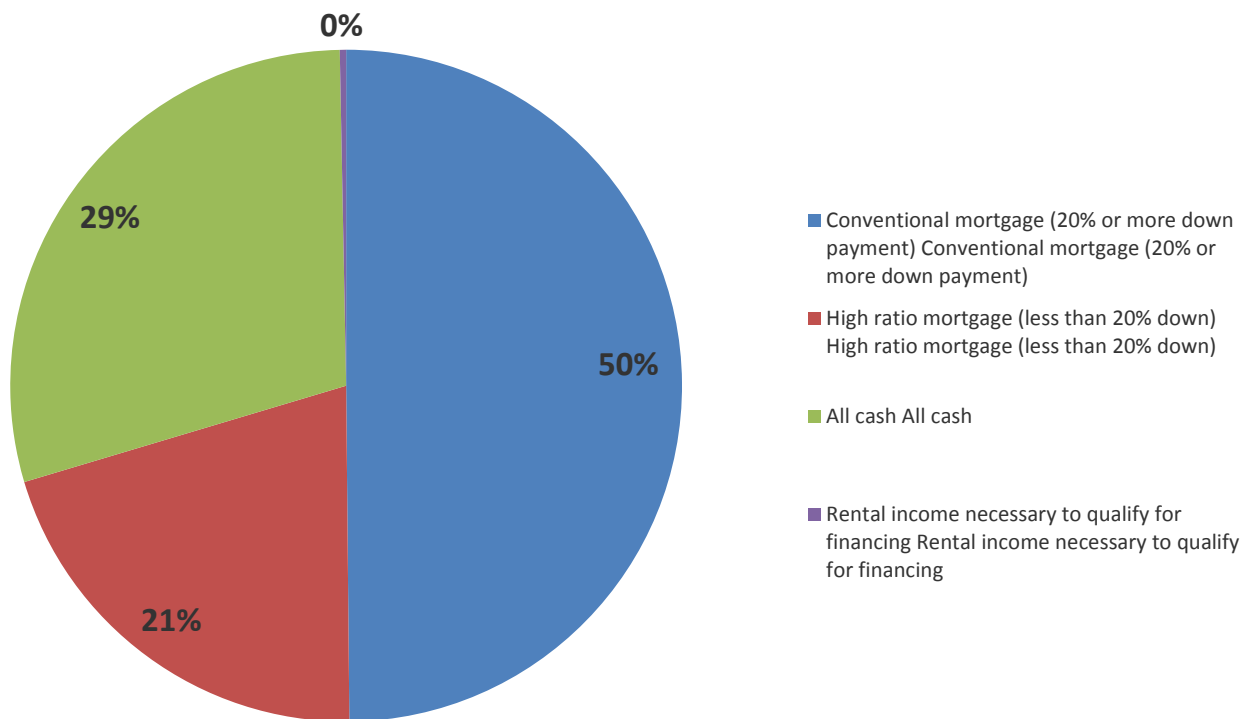
Q3 How did the Buyer finance the purchase? (Select one or more answers.)

Answered: 331 Skipped: 4



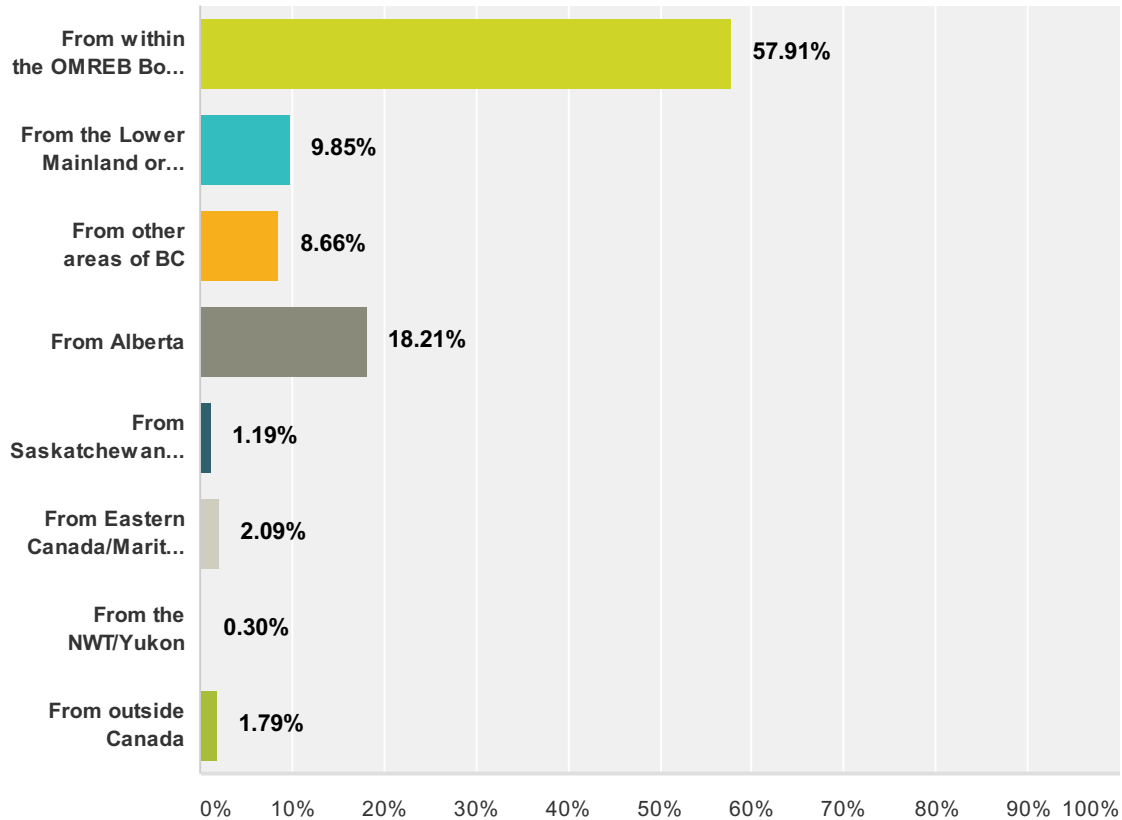
Answer Choices	Responses	
Conventional mortgage (20% or more down payment)	49.85%	165
High ratio mortgage (less than 20% down)	20.54%	68
All cash	29.31%	97
Rental income necessary to qualify for financing	0.30%	1
Total Respondents: 331		

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



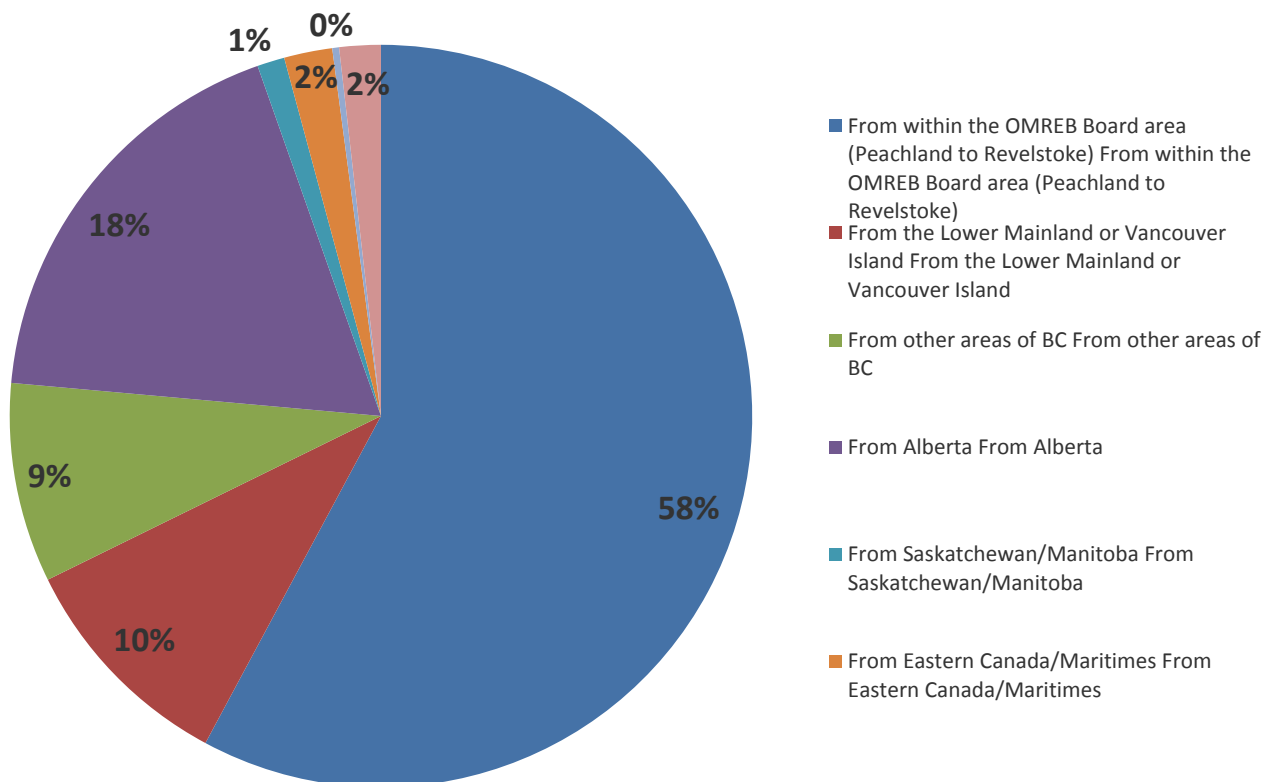
Q4 Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

Answered: 335 Skipped: 0



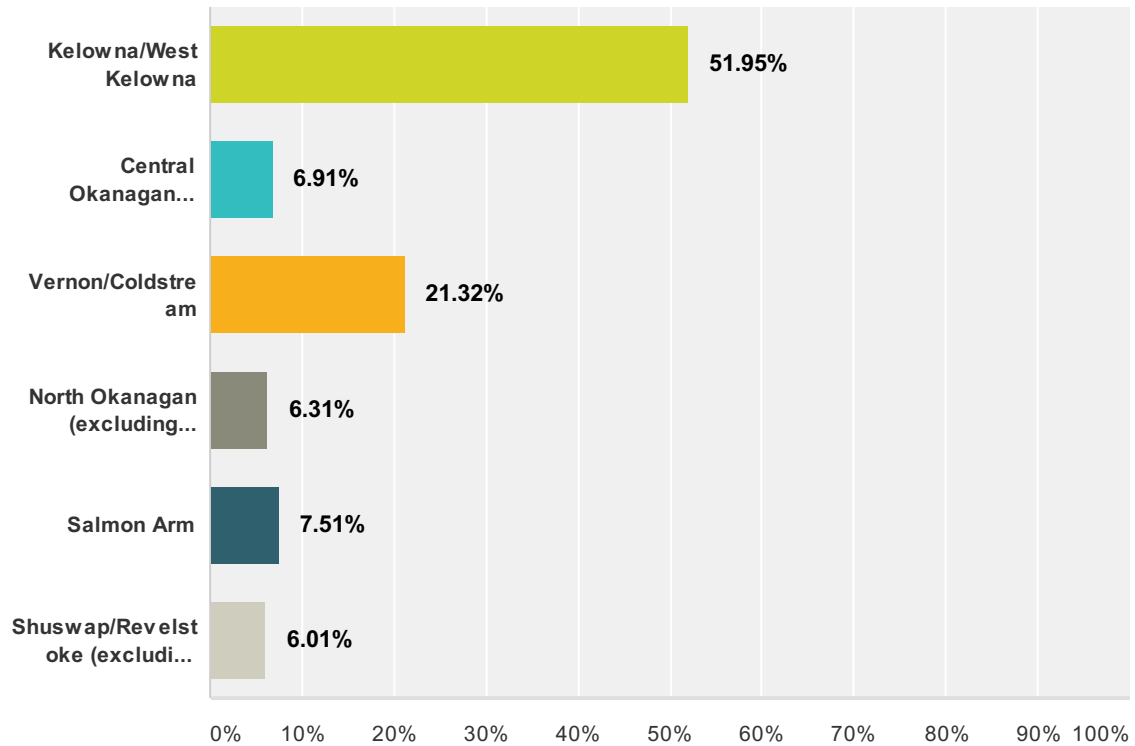
Answer Choices	Responses	
From within the OMREB Board area (Peachland to Revelstoke)	57.91%	194
From the Lower Mainland or Vancouver Island	9.85%	33
From other areas of BC	8.66%	29
From Alberta	18.21%	61
From Saskatchewan/Manitoba	1.19%	4
From Eastern Canada/Maritimes	2.09%	7
From the NWT/Yukon	0.30%	1
From outside Canada	1.79%	6
Total		335

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.)



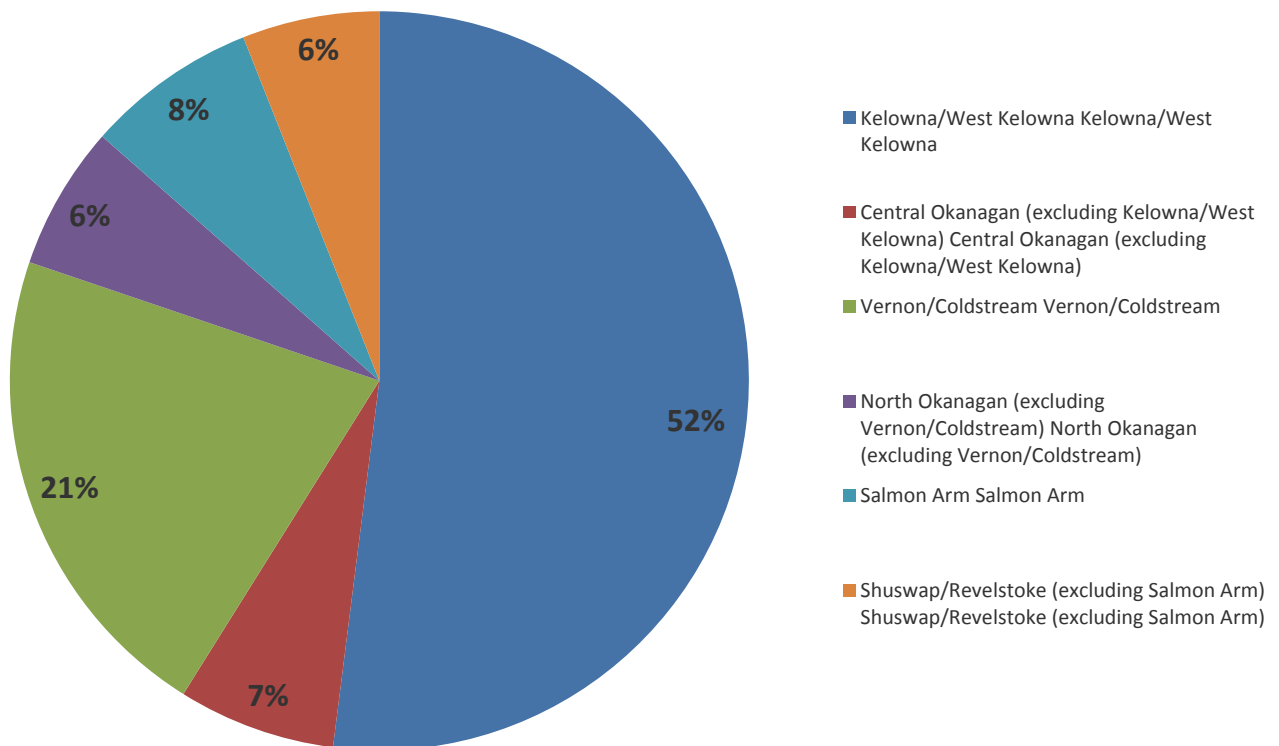
Q5 In what area was the property purchased? (Select one answer.)

Answered: 333 Skipped: 2



Answer Choices	Responses	
Kelowna/West Kelowna	51.95%	173
Central Okanagan (excluding Kelowna/West Kelowna)	6.91%	23
Vernon/Coldstream	21.32%	71
North Okanagan (excluding Vernon/Coldstream)	6.31%	21
Salmon Arm	7.51%	25
Shuswap/Revelstoke (excluding Salmon Arm)	6.01%	20
Total		333

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



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Q6 Please add your comments here (optional):

Answered: 19 Skipped: 316

#	Responses	Date
1	Buyer are building their first home	7/10/2014 9:37 AM
2	They were from Osoyoos, BC	7/9/2014 8:47 PM
3	they moved from California back to Canada	7/9/2014 5:56 PM
4	thanks for doing this.	7/9/2014 4:00 PM
5	1st time buyer with 600k cash and buying a home with no mortgage ;)	7/8/2014 7:59 PM
6	Originally lived in Vernon and has returned.	7/8/2014 10:15 AM
7	Purchase of waterfront. Someone from within our local community. Very exciting to see.	7/7/2014 7:29 PM
8	First time buyers wanted to have no mortgage so they bought a mobile.	7/7/2014 5:01 PM
9	moving from the Ukraine, Doctors looking to buy a business as well.	7/7/2014 5:00 PM
10	First time buyers with one income so they bought a mobile.	7/7/2014 4:55 PM
11	Buying a 1 level rancher home	7/7/2014 4:20 PM
12	They lived in a condo and wanted to move into a townhouse so their grandchildren could make some noise without disturbing the other people in the seniors condo	7/7/2014 4:04 PM
13	They love the Okanagan and have family here. Not as busy as down town Vancouver	7/7/2014 4:01 PM
14	The parents buying the property are from Kelowna but the children (couple with 2 young children) are moving from Squamish.	7/7/2014 3:54 PM
15	Client has family and roots here, but works in Alberta	7/7/2014 3:28 PM
16	These buyers were looking to buy for a year and had there financing in place. Well prepared with the location and the kind of house they were looking for.	7/7/2014 2:33 PM
17	Tough financing even with 35% down.	7/7/2014 2:31 PM
18	Financing is getting so tough.	7/7/2014 2:27 PM
19	Alberta buyer looking to buy in B.C for 3 children, and mother.	7/7/2014 1:57 PM