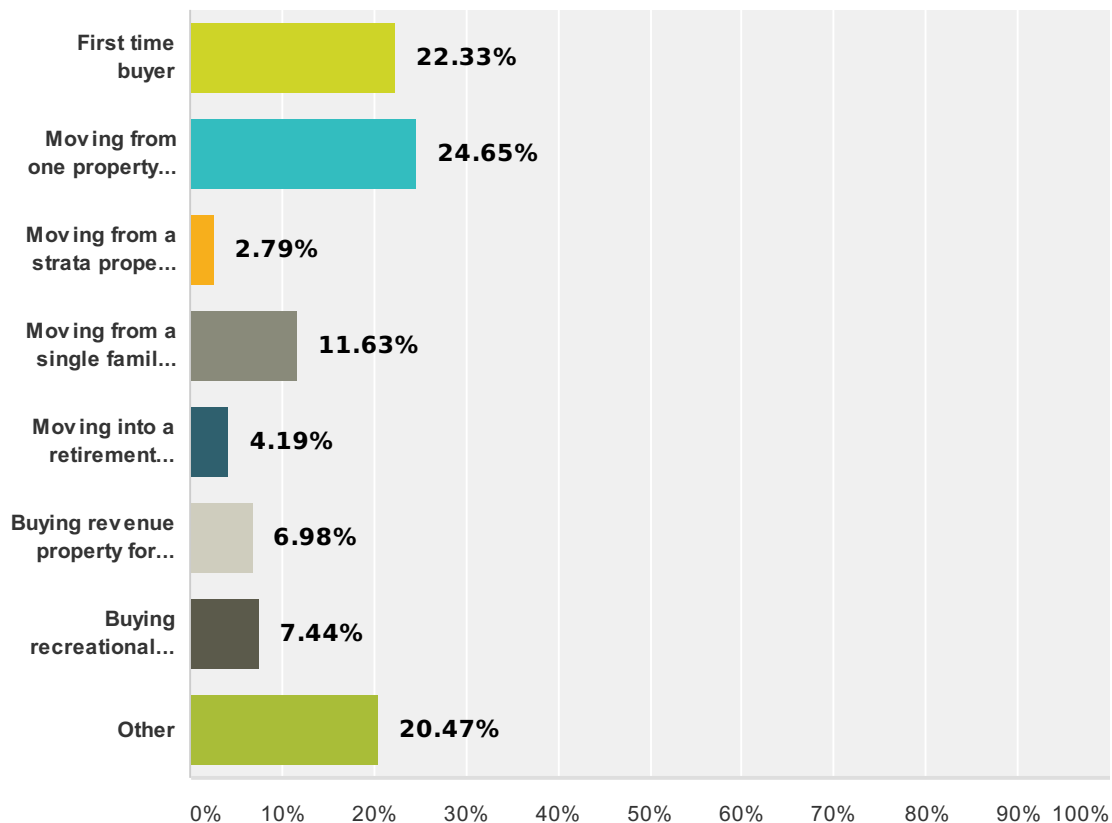


Q1 How would you best describe your most recent Buyer - property category? (Check one or more.)

Answered: 215 Skipped: 7



Answer Choices	Responses
First time buyer	22.33% 48
Moving from one property to an upgraded property	24.65% 53
Moving from a strata property to a single family home	2.79% 6
Moving from a single family home to a strata property	11.63% 25
Moving into a retirement home/senior's community	4.19% 9
Buying revenue property for investment purposes	6.98% 15
Buying recreational property	7.44% 16
Other	20.47% 44
Total Respondents: 215	

#	If "Other", please specify (explain).	Date
1	Relocating	4/9/2014 11:18 AM
2	bought a fixer upper with a pool	4/9/2014 9:01 AM
3	Relocating from Dawson Creek to Armstrong	4/8/2014 5:14 PM

OMREB Monthly Buyers Survey - MARCH 2014

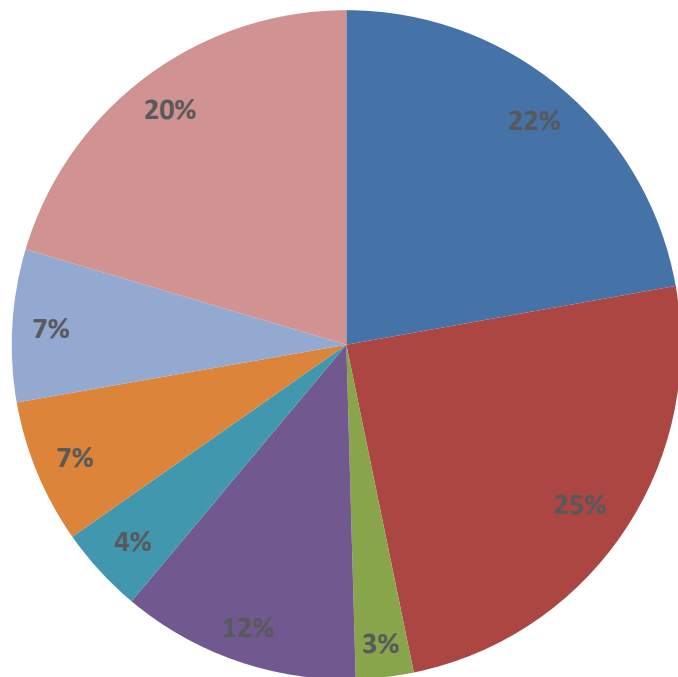
4	Needed a home for 2 years, then will relocate again	4/8/2014 2:01 PM
5	moving from a comparble property	4/8/2014 1:25 PM
6	Lot purchase	4/8/2014 9:07 AM
7	Moving from Rental to single family home	4/8/2014 7:58 AM
8	moving from one property to a different property. Not an upgrade. Why is this not an option? Just moving from a single family home to another single family home.	4/7/2014 3:00 PM
9	moving location from sfh to sfh	4/7/2014 12:20 PM
10	Builder	4/7/2014 10:30 AM
11	Relocating to area	4/7/2014 10:01 AM
12	Moving from strata to strata	4/7/2014 10:00 AM
13	Downsizing from an acreage to single family	4/7/2014 8:56 AM
14	Moving from Mobile home to strata	4/6/2014 6:13 AM
15	Moving from strata to Mobile Home	4/6/2014 6:10 AM
16	Moving from Alberta for work	4/5/2014 9:35 AM
17	Bought land to build on in a couple years	4/5/2014 8:33 AM
18	Moving from in town to out of town to downsize with more space	4/5/2014 8:31 AM
19	Moving from out of town	4/5/2014 8:28 AM
20	From short term rental into a house after selling their Townhouse months ago	4/5/2014 8:28 AM
21	Lot to build	4/5/2014 8:01 AM
22	Moving from rental property to ownership	4/5/2014 6:49 AM
23	out of town buyers making a lateral move	4/5/2014 12:16 AM
24	relocating from Winnipeg. Buying a lot to build home.	4/4/2014 11:55 PM
25	Buying lot to build later	4/4/2014 8:53 PM
26	from out of country	4/4/2014 7:53 PM
27	Relocated to Salmon Arm	4/4/2014 7:51 PM
28	transferring here from another city in BC	4/4/2014 7:46 PM
29	lot purchase to build spec home	4/4/2014 7:08 PM
30	Moving within the complex Sandalwood	4/4/2014 4:11 PM
31	Investor - rent to own	4/4/2014 4:00 PM
32	Bought a lot to build on	4/4/2014 3:52 PM
33	Buying land to build a house	4/4/2014 3:48 PM
34	from a duplex acreage to 55+ mobile park	4/4/2014 3:27 PM
35	moving from a single family home in alberta to a single family home in BC	4/4/2014 3:19 PM
36	renter's buying a mobile	4/4/2014 3:15 PM
37	Moving from rental to 1/2 duplex	4/4/2014 3:14 PM
38	Moved from out of town	4/4/2014 3:12 PM
39	buying lot to hold	4/4/2014 3:12 PM
40	Buying lot to build house	4/4/2014 3:11 PM
41	Moving from out of town	4/4/2014 3:11 PM
42	not first time Buyer, but currently renting	4/4/2014 3:09 PM

OMREB Monthly Buyers Survey - MARCH 2014

43	Moving from parents to second home	4/4/2014 3:08 PM
44	Moving from a large single family to a smaller single family	4/4/2014 3:07 PM
45	Moving into the area	4/4/2014 3:00 PM
46	downsizing	4/4/2014 2:52 PM
47	vacation home	4/4/2014 2:52 PM
48	downsizing into another single family home	4/4/2014 2:50 PM
49	moving from one senior's mobile park to another	4/4/2014 2:50 PM
50	Purchase for daughter as she goes to school	4/4/2014 2:48 PM
51	moving here via work transfer	4/4/2014 2:47 PM

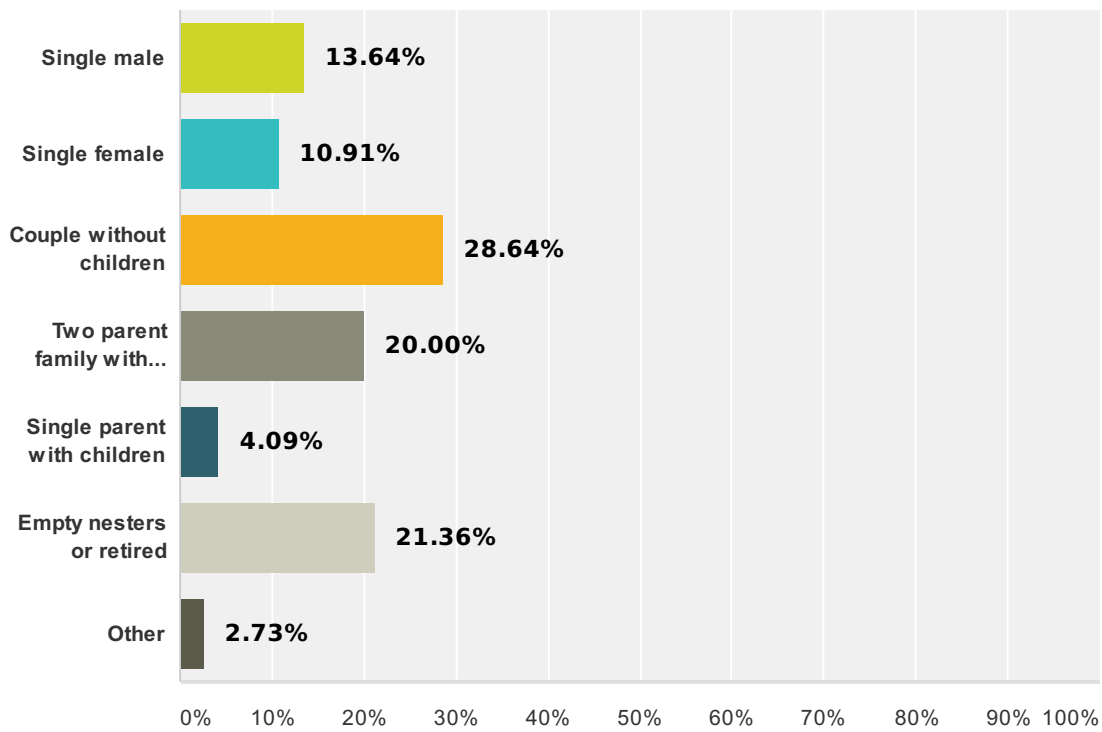
How would you best describe your most recent Buyer - property category?
(Check one or more.)

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



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

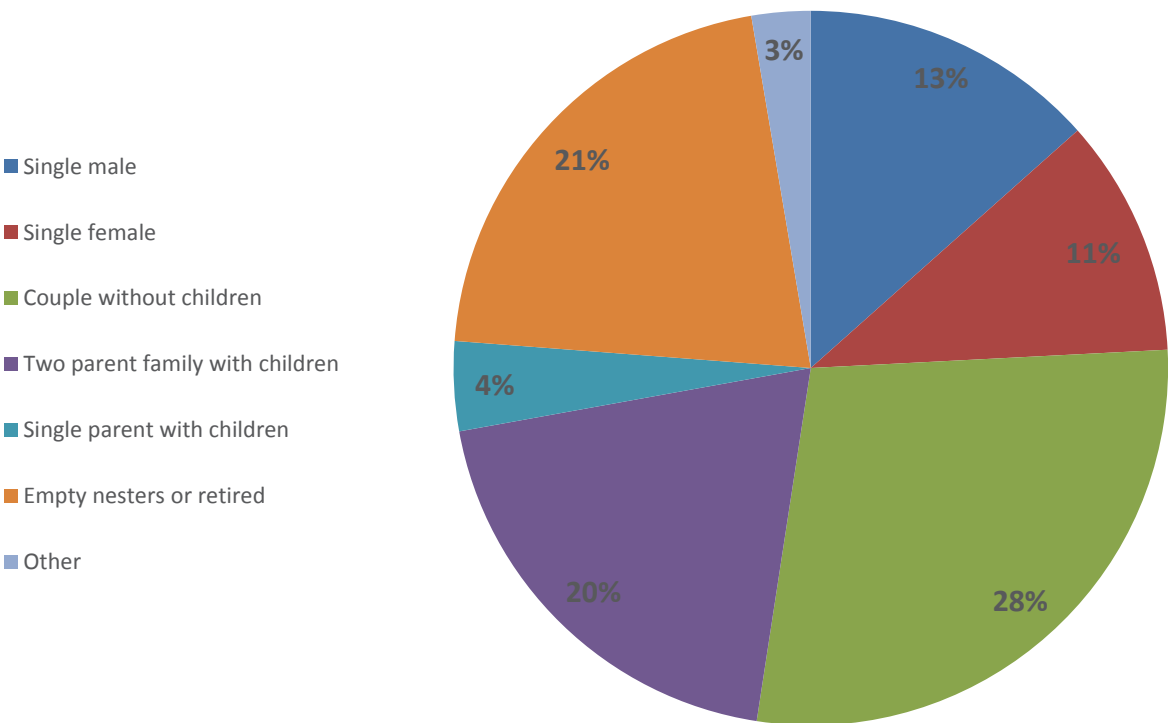
Answered: 220 Skipped: 2



Answer Choices	Responses
Single male	13.64% 30
Single female	10.91% 24
Couple without children	28.64% 63
Two parent family with children	20.00% 44
Single parent with children	4.09% 9
Empty nesters or retired	21.36% 47
Other	2.73% 6
Total Respondents: 220	

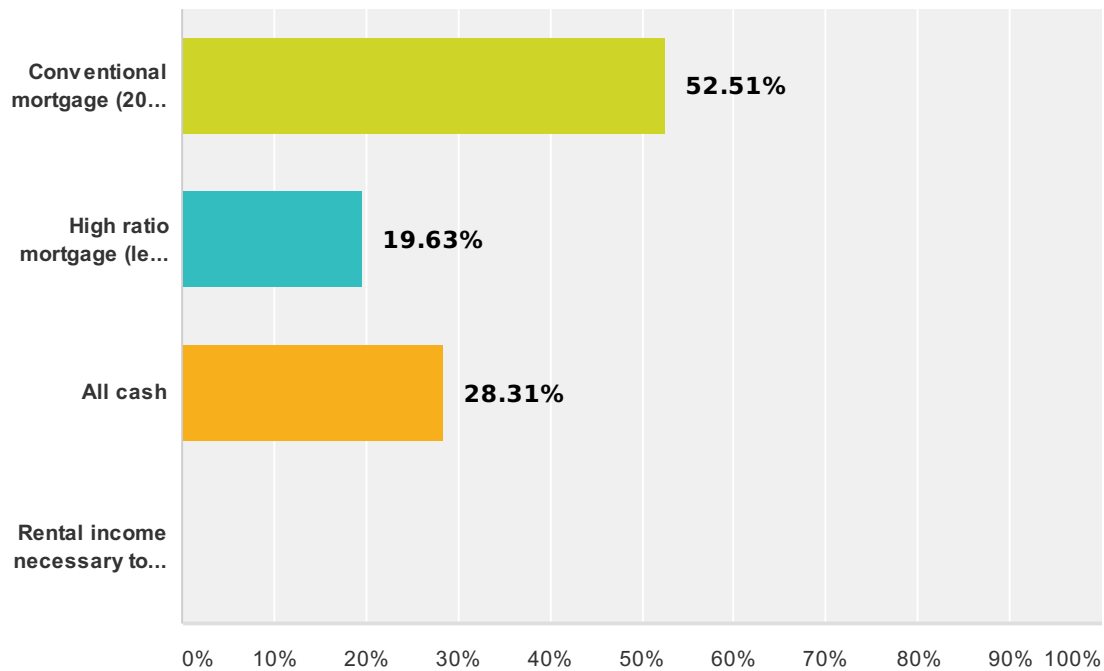
#	If "Other", please specify.	Date
1	company	4/6/2014 6:55 PM
2	Corporation	4/5/2014 11:06 AM
3	Builder	4/5/2014 8:01 AM
4	2 parent with almost adults	4/4/2014 7:53 PM
5	2 investors	4/4/2014 3:59 PM

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



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

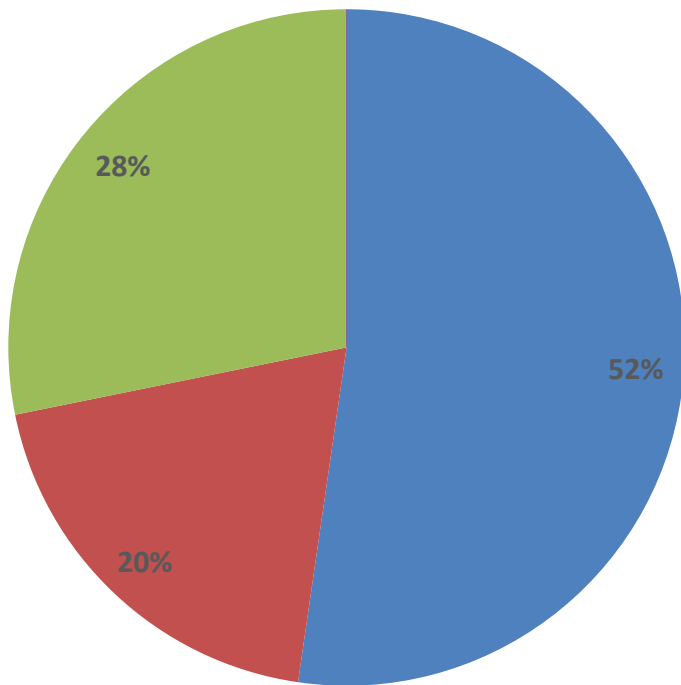
Answered: 219 Skipped: 3



Answer Choices	Responses	
Conventional mortgage (20% or more down payment)	52.51%	115
High ratio mortgage (less than 20% down)	19.63%	43
All cash	28.31%	62
Rental income necessary to qualify for financing	0.00%	0
Total Respondents: 219		

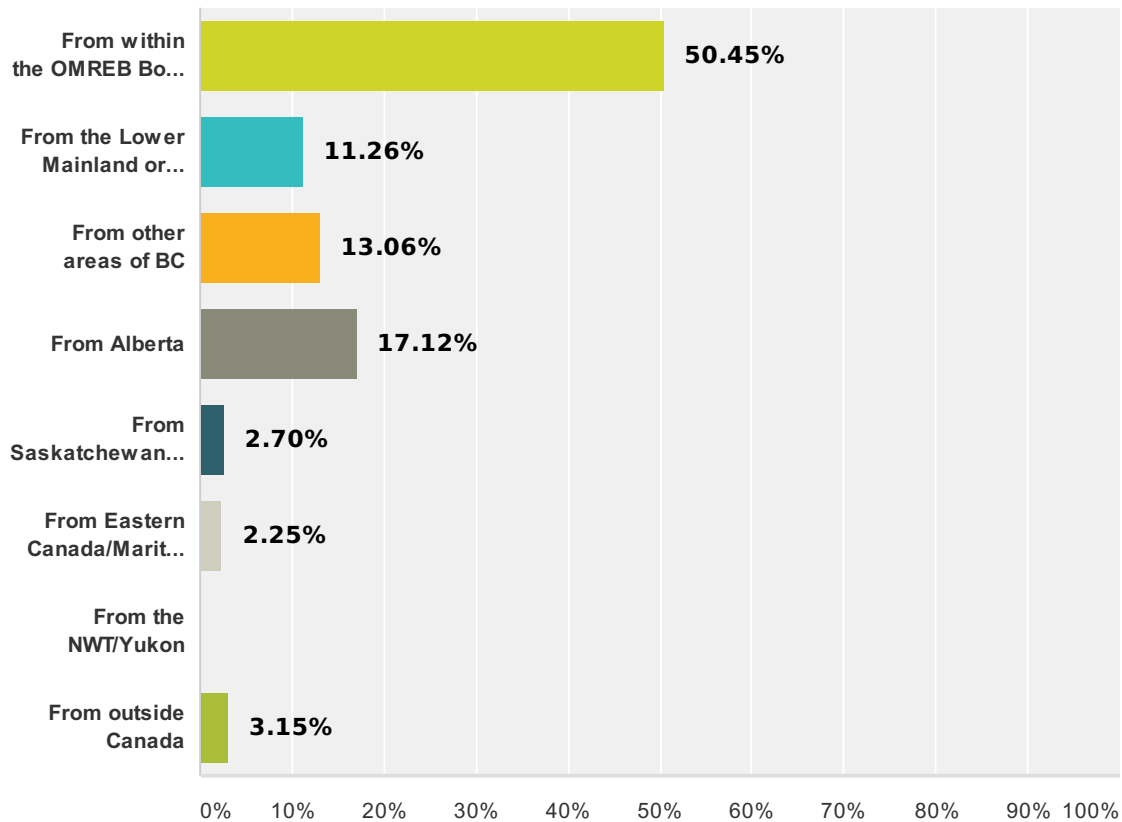
How did the Buyer finance the purchase?
(Select one or more answers.)

- Conventional mortgage (20% or more down payment)
- High ratio mortgage (less than 20% down)
- All cash
- Rental income necessary to qualify for financing



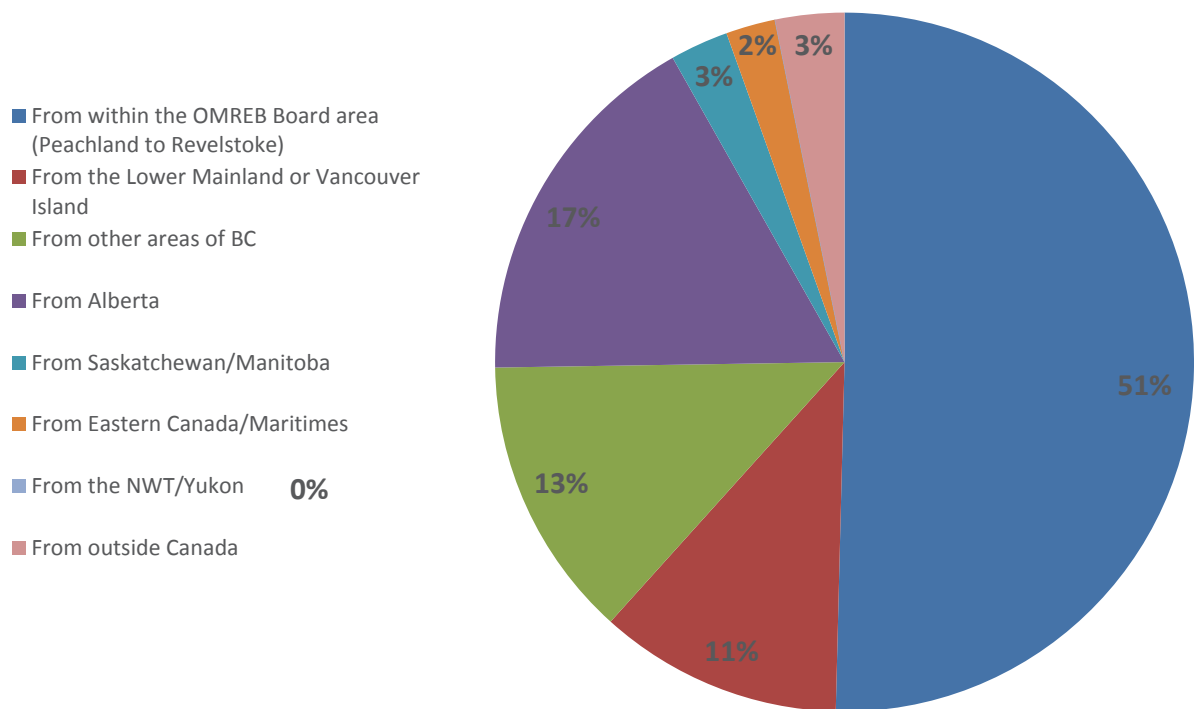
Q4 Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

Answered: 222 Skipped: 0



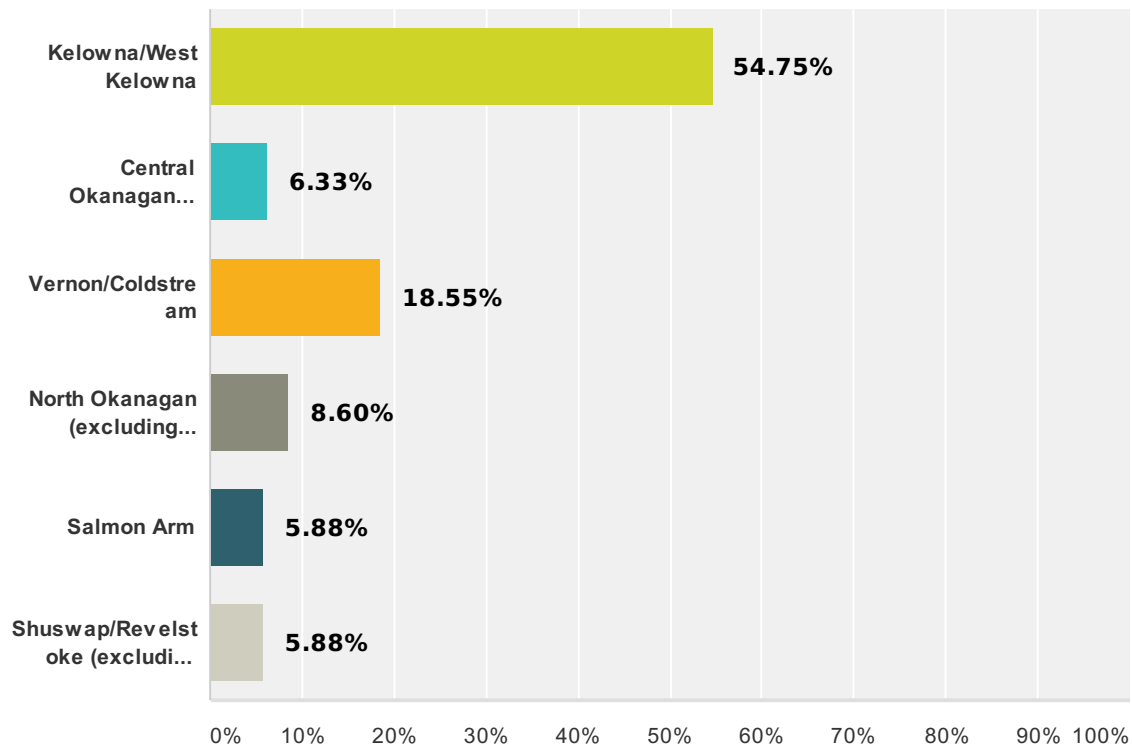
Answer Choices	Responses	
From within the OMREB Board area (Peachland to Revelstoke)	50.45%	112
From the Lower Mainland or Vancouver Island	11.26%	25
From other areas of BC	13.06%	29
From Alberta	17.12%	38
From Saskatchewan/Manitoba	2.70%	6
From Eastern Canada/Maritimes	2.25%	5
From the NWT/Yukon	0.00%	0
From outside Canada	3.15%	7
Total		222

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.)

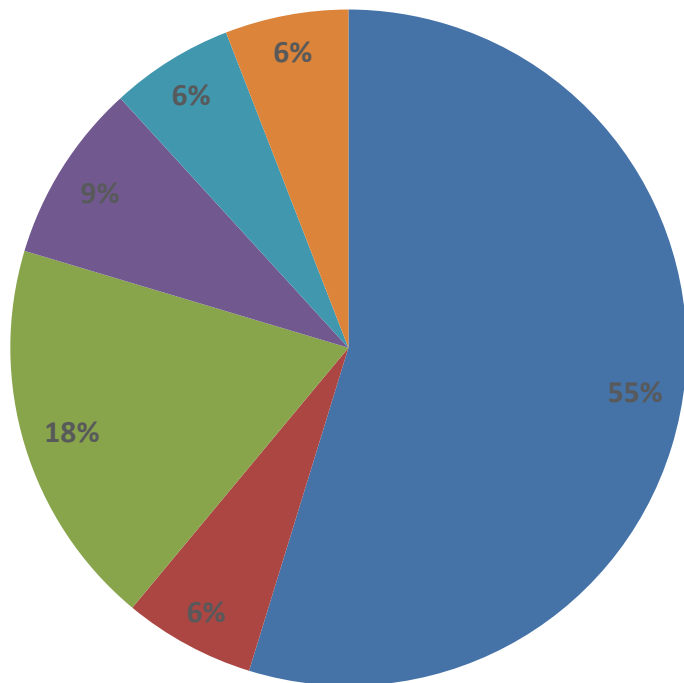
Answered: 221 Skipped: 1



Answer Choices	Responses	
Kelowna/West Kelowna	54.75%	121
Central Okanagan (excluding Kelowna/West Kelowna)	6.33%	14
Vernon/Coldstream	18.55%	41
North Okanagan (excluding Vernon/Coldstream)	8.60%	19
Salmon Arm	5.88%	13
Shuswap/Revelstoke (excluding Salmon Arm)	5.88%	13
Total		221

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

- Kelowna/West Kelowna
- Central Okanagan (excluding Kelowna/West Kelowna)
- Vernon/Coldstream
- North Okanagan (excluding Vernon/Coldstream)
- Salmon Arm
- Shuswap/Revelstoke (excluding Salmon Arm)



Q6 Please add your comments here (optional):

Answered: 10 Skipped: 212

#	Responses	Date
1	Brought a lakefront lot for future home, when they return to Canada from overseas.	4/8/2014 11:45 AM
2	Peachland	4/7/2014 4:31 PM
3	Spec house	4/7/2014 10:30 AM
4	Building custom home	4/7/2014 10:29 AM
5	Clients have owned homes before, just not in the Okanagan.	4/5/2014 6:49 AM
6	Widower, buying retirement home	4/4/2014 8:56 PM
7	AB couple, purchasing bare lot for future retirement home	4/4/2014 8:53 PM
8	New builder purchasing a lot to build a spec home.	4/4/2014 7:08 PM
9	Buyer is retired from Calgary Alberta, has a live in boy friend who works up north.	4/4/2014 3:19 PM
10	For #1 they have moved to our area to retire and have bought a similar home.	4/4/2014 3:14 PM