









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

		Response Percent	Response Count
First time buyer		17.5%	48
Moving from one property to an upgraded property		24.5%	67
Moving from a strata property to a single family home		4.4%	12
Moving from a single family home to a strata property		15.0%	41
Moving into a retirement home/senior's community		5.8%	16
Buying revenue property for investment purposes		7.3%	20
Buying recreational property		7.3%	20
Other		21.2%	58

If "Other", please specify (explain).

69

answered question	274
skipped question	9

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

1	building a down-sized home w/suite for children heading for college	Jun 21, 2013 8:42 PM
2	moving from same value home to a new home, same value	Jun 19, 2013 2:24 PM
3	moving from one strata to another strata	Jun 19, 2013 2:21 PM
4	Relocation, building a house on this lot	Jun 18, 2013 3:04 PM
5	Moving to the Okanagan for employment	Jun 18, 2013 10:23 AM
6	Job transfer	Jun 18, 2013 9:07 AM
7	5 acre parcel with shop - auto wrecking	Jun 17, 2013 8:52 PM
8	downsizing	Jun 17, 2013 6:13 PM
9	Moving from out of town to West Kelowna - both single family homes with similar value	Jun 17, 2013 5:49 PM
10	company	Jun 17, 2013 5:04 PM
11	company	Jun 17, 2013 5:03 PM
12	company	Jun 17, 2013 5:03 PM
13	company	Jun 17, 2013 5:02 PM
14	company	Jun 17, 2013 5:01 PM
15	company	Jun 17, 2013 5:00 PM
16	company	Jun 17, 2013 4:59 PM
17	company	Jun 17, 2013 4:58 PM
18	company	Jun 17, 2013 4:58 PM
19	company	Jun 17, 2013 4:57 PM
20	Company	Jun 17, 2013 4:56 PM
21	builder	Jun 17, 2013 4:55 PM
22	builder	Jun 17, 2013 4:54 PM
23	Divorce relocating	Jun 17, 2013 4:50 PM
24	Moving from rental to own	Jun 17, 2013 4:48 PM
25	Lateral move - Moving from a single family home to a single family home	Jun 17, 2013 3:09 PM
26	Displaced owners from Hiawatha MHP	Jun 17, 2013 2:32 PM
27	Moving from a Strata in Alberta to Kelowna Strata	Jun 17, 2013 2:21 PM

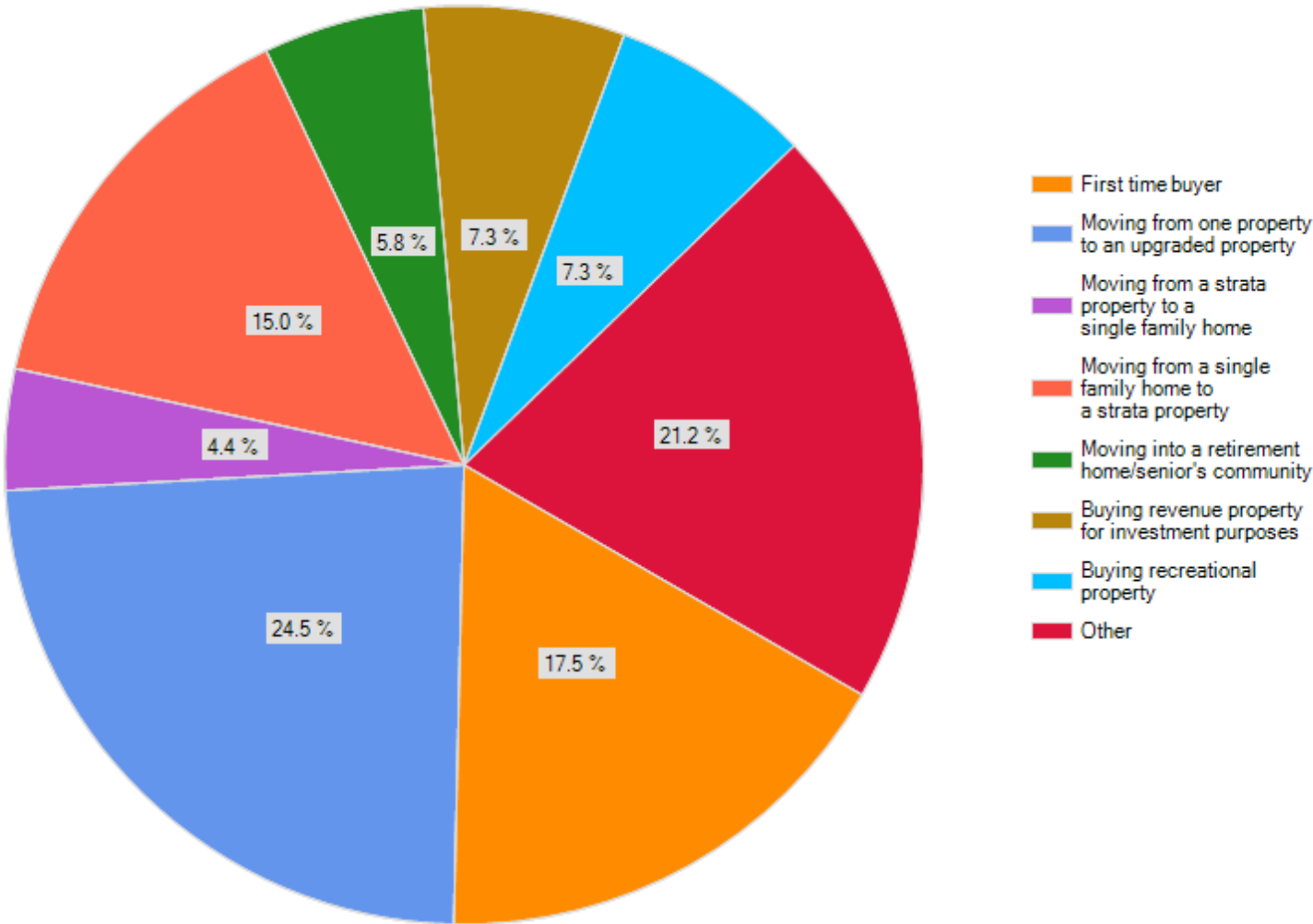
**Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)**

28	sold last year - renting for last year	Jun 17, 2013 2:17 PM
29	Recently divorced, sold property & bought new	Jun 17, 2013 1:27 PM
30	single Family to small acreage Move Down \$\$\$	Jun 17, 2013 1:00 PM
31	Moving from one to a downsized property (lower price)	Jun 17, 2013 12:54 PM
32	Sold home awhile ago, had been renting, downsized.	Jun 17, 2013 12:43 PM
33	Second Home- Buyers from out of area	Jun 17, 2013 11:59 AM
34	Moving from out of area.	Jun 17, 2013 11:57 AM
35	From Rental Property to Home	Jun 17, 2013 11:35 AM
36	Canadians relocating back to Canada from working in US	Jun 17, 2013 11:34 AM
37	Moving to Kelowna	Jun 17, 2013 11:31 AM
38	moving laterally in price.	Jun 17, 2013 10:06 AM
39	Buying Primary Residence but not a First time Buyer.	Jun 17, 2013 9:58 AM
40	Affordable housing- mobile home	Jun 17, 2013 9:49 AM
41	Moving from rental to a home	Jun 17, 2013 9:37 AM
42	Sold Alberta Acreage and Relocating to British Columbia	Jun 17, 2013 9:35 AM
43	Moving to another area	Jun 17, 2013 9:31 AM
44	Buying for his son and family	Jun 17, 2013 9:25 AM
45	Downsizing	Jun 17, 2013 9:23 AM
46	Job transfer from Alberta	Jun 15, 2013 7:17 AM
47	Bought for investment	Jun 14, 2013 4:20 PM
48	Bought bare land for investment	Jun 14, 2013 4:17 PM
49	Bought property to retire to	Jun 14, 2013 4:16 PM
50	Bought bare land for investment	Jun 14, 2013 4:15 PM
51	Holiday Park Semi Recreational	Jun 14, 2013 4:13 PM
52	Purchased for retirement	Jun 14, 2013 4:13 PM
53	Downsizing	Jun 14, 2013 4:11 PM
54	Moving from Alberta as relocation	Jun 14, 2013 4:09 PM








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

55	Moving from out of province from Manitoba	Jun 14, 2013 4:01 PM
56	moving from acreage to single family	Jun 14, 2013 10:35 AM
57	Moving from a Rental to a Single-family home	Jun 14, 2013 10:19 AM
58	Moving from one single family home to a smaller single family home	Jun 14, 2013 9:15 AM
59	Moving from one townhome to another	Jun 14, 2013 9:10 AM
60	Single family home to single family home	Jun 14, 2013 4:54 AM
61	moving from rental	Jun 13, 2013 9:13 PM
62	retired and buying back into the market	Jun 13, 2013 7:53 PM
63	Downsize	Jun 13, 2013 7:35 PM
64	Builder - purchased bare lot	Jun 13, 2013 5:47 PM
65	Builder - purchased bare lot	Jun 13, 2013 5:47 PM
66	Builder purchased bare lot	Jun 13, 2013 5:45 PM
67	buying investment for their children to live in	Jun 13, 2013 5:04 PM
68	Moving from a house with stairs to a level modular	Jun 13, 2013 4:41 PM
69	building	Jun 13, 2013 4:31 PM

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		8.9%	25
Single female		11.7%	33
Couple without children		24.2%	68
Two parent family with children		24.2%	68
Single parent with children		1.4%	4
Empty nesters or retired		23.5%	66
Other		7.1%	20

If "Other", please specify.

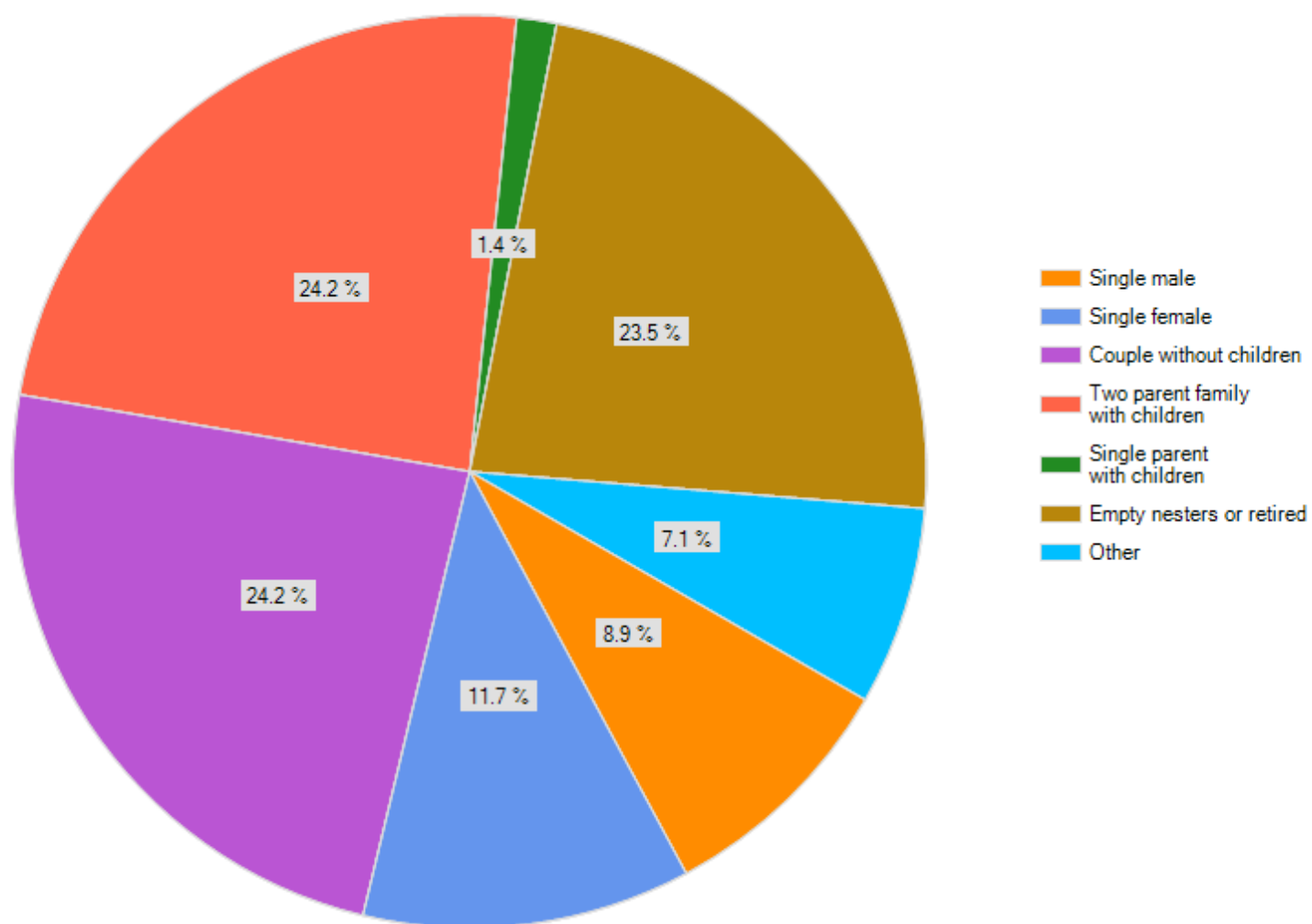
23

answered question	281
skipped question	2

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

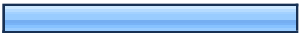

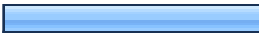

1	widow	Jun 17, 2013 7:23 PM
2	company	Jun 17, 2013 5:04 PM
3	company	Jun 17, 2013 5:03 PM
4	company	Jun 17, 2013 5:03 PM
5	company	Jun 17, 2013 5:02 PM
6	company	Jun 17, 2013 5:01 PM
7	company	Jun 17, 2013 5:00 PM
8	company	Jun 17, 2013 4:59 PM
9	company	Jun 17, 2013 4:58 PM
10	company	Jun 17, 2013 4:58 PM
11	company	Jun 17, 2013 4:57 PM
12	company	Jun 17, 2013 4:56 PM
13	company	Jun 17, 2013 4:55 PM
14	company	Jun 17, 2013 4:54 PM
15	Widow	Jun 17, 2013 3:52 PM
16	Two single females	Jun 17, 2013 1:27 PM
17	Future home for retirement	Jun 17, 2013 11:34 AM
18	Licensed Builder	Jun 17, 2013 9:26 AM
19	Licensed Builder	Jun 17, 2013 9:25 AM
20	Builder	Jun 13, 2013 5:47 PM
21	Builder	Jun 13, 2013 5:47 PM
22	Builder	Jun 13, 2013 5:45 PM
23	Company	Jun 13, 2013 4:42 PM

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

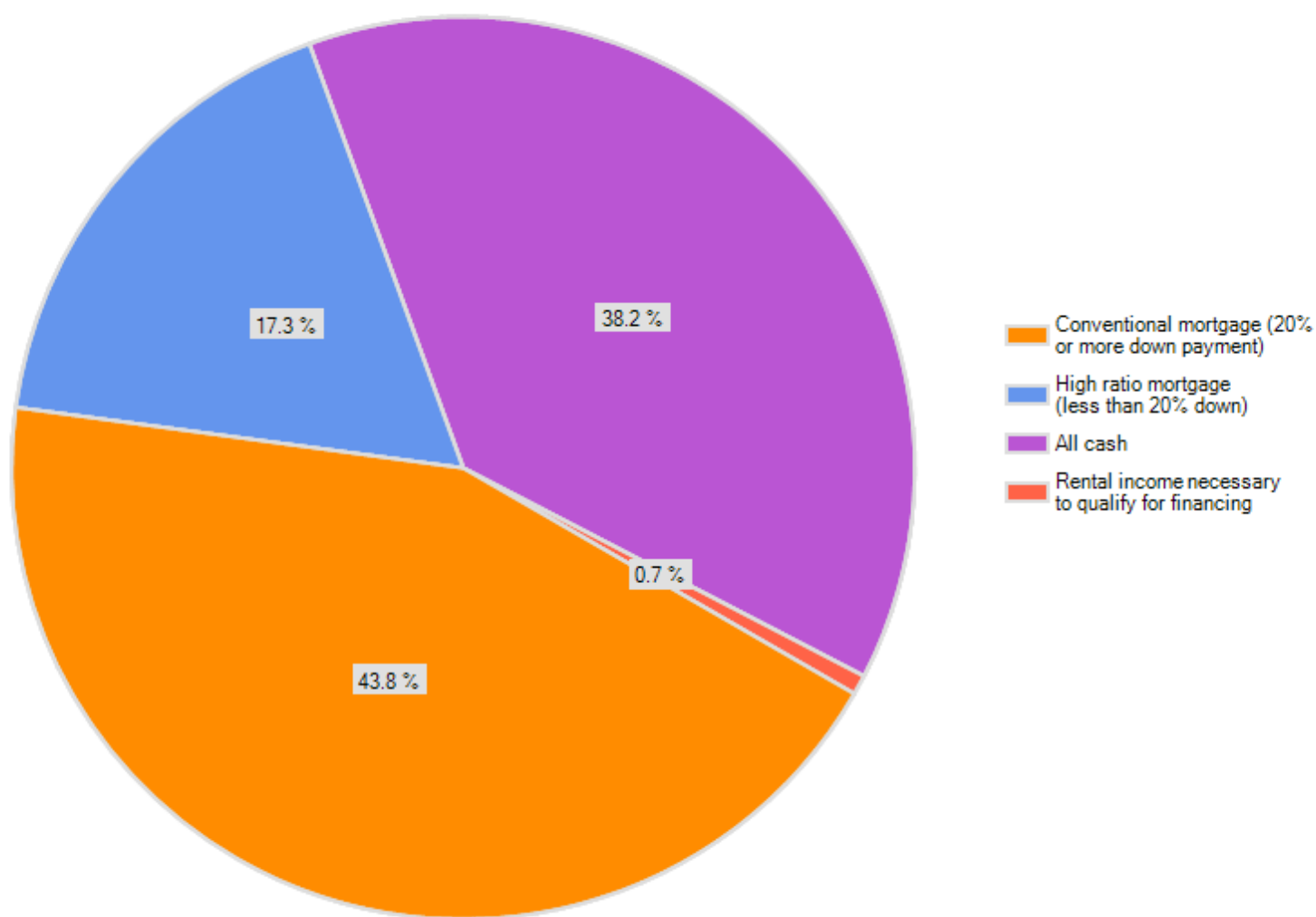







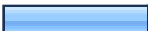




## How did the Buyer finance the purchase? (Select one or more answers.)

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		43.8%	124
High ratio mortgage (less than 20% down)		17.3%	49
All cash		38.2%	108
Rental income necessary to qualify for financing		0.7%	2
answered question			283
skipped question			0

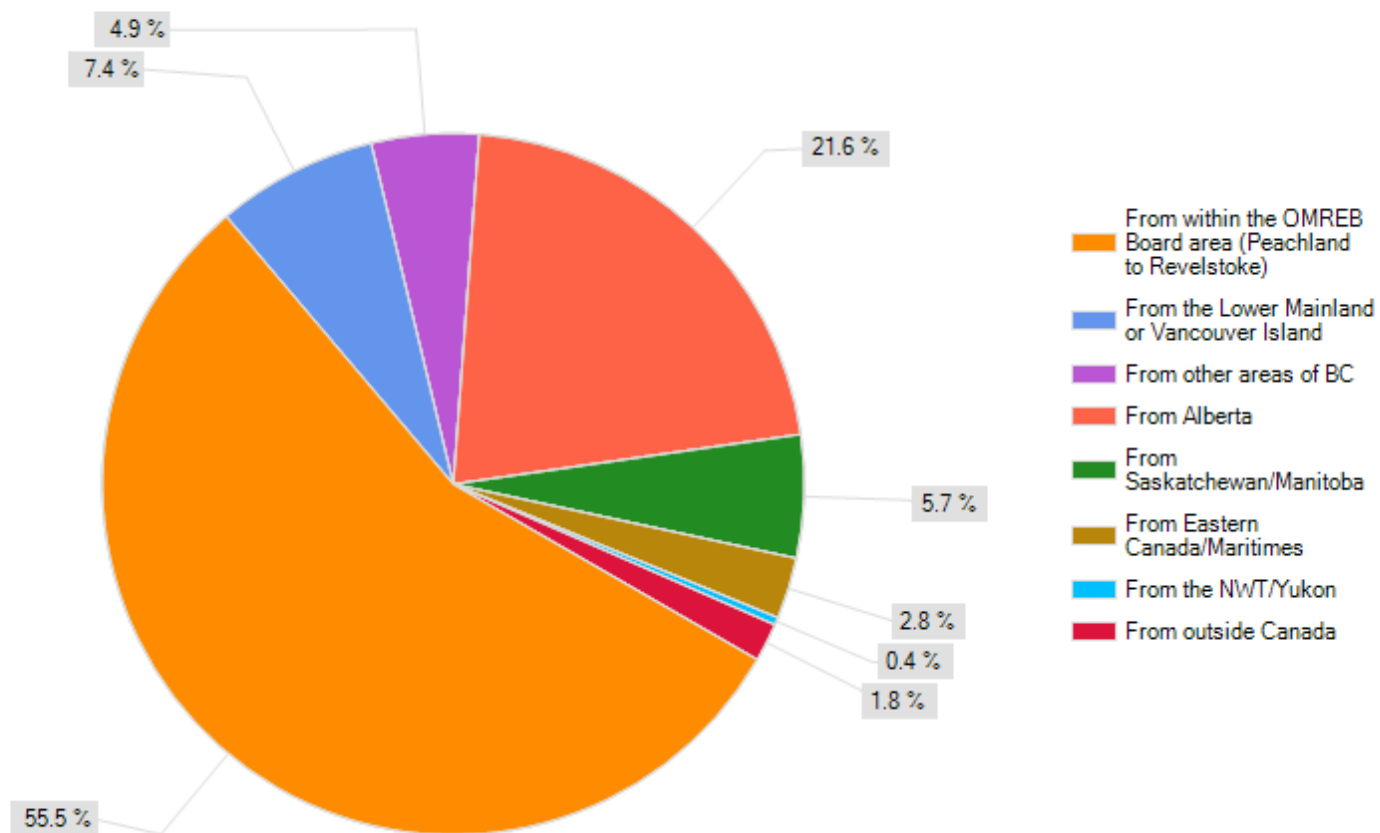
**How did the Buyer finance the purchase? (Select one or more answers.)**





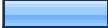



Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

		Response Percent	Response Count
From within the OMREB Board area (Peachland to Revelstoke)		55.5%	157
From the Lower Mainland or Vancouver Island		7.4%	21
From other areas of BC		4.9%	14
From Alberta		21.6%	61
From Saskatchewan/Manitoba		5.7%	16
From Eastern Canada/Maritimes		2.8%	8
From the NWT/Yukon		0.4%	1
From outside Canada		1.8%	5
answered question			283
skipped question			0

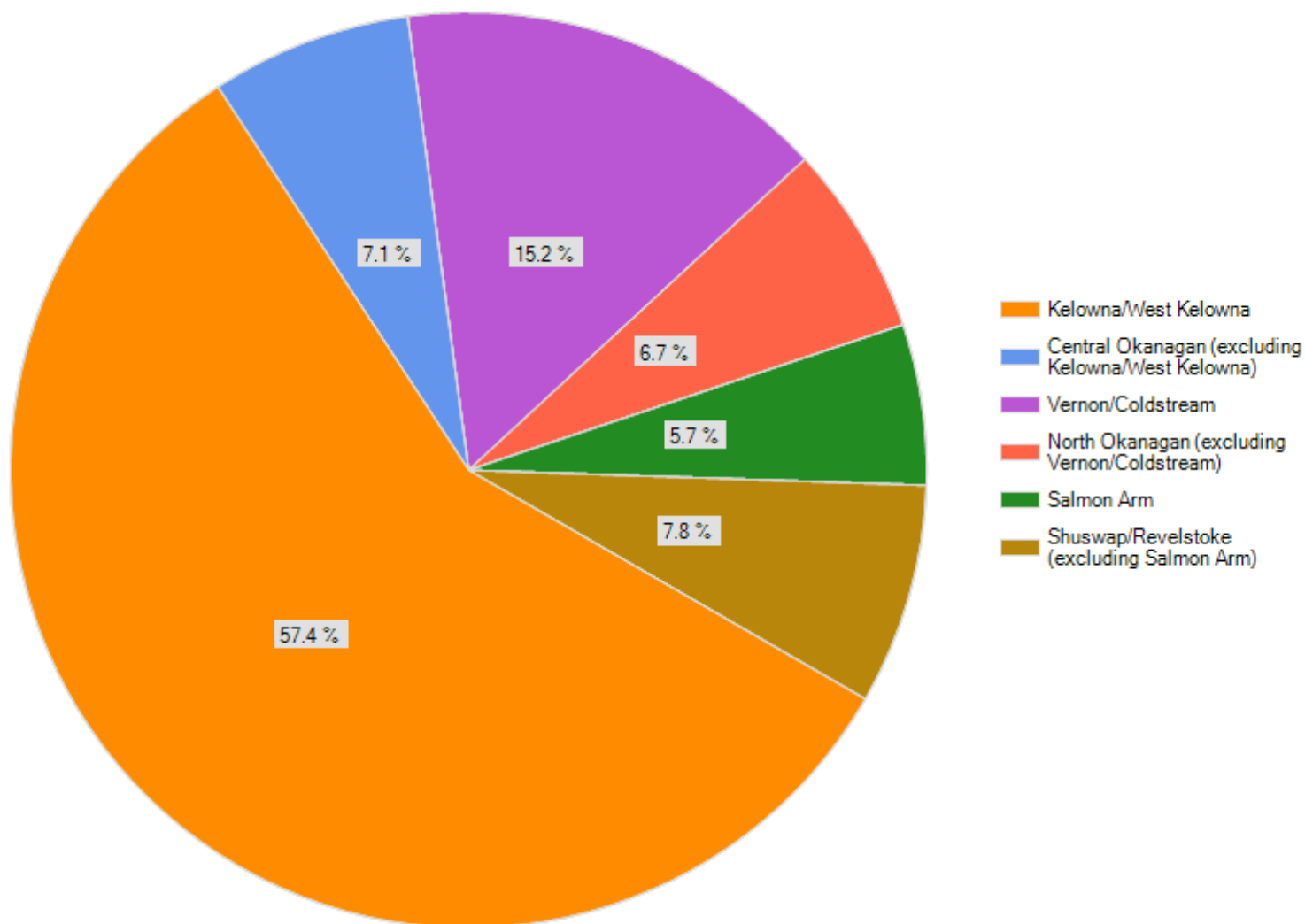
**Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)**



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

		Response Percent	Response Count
Kelowna/West Kelowna		57.4%	162
Central Okanagan (excluding Kelowna/West Kelowna)		7.1%	20
Vernon/Coldstream		15.2%	43
North Okanagan (excluding Vernon/Coldstream)		6.7%	19
Salmon Arm		5.7%	16
Shuswap/Revelstoke (excluding Salmon Arm)		7.8%	22
answered question			282
skipped question			1

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



**Q6. Please add your comments here (optional):**

1	work up north in camp so as away much of the time elected to raise children in small town	Jun 21, 2013 8:45 PM
2	They were transfered work from Alberta to BC, they live in Vernon but work in Kamloops. They did not want to live in Kamloops!	Jun 19, 2013 2:24 PM
3	The Buyer used a reverse mortgage to purchase	Jun 18, 2013 11:16 AM
4	The property is in the North BX ? of Vernon.	Jun 18, 2013 10:23 AM
5	Lost her husband and wanted to move close to friends	Jun 17, 2013 7:23 PM
6	builder buyer lot for spec house	Jun 17, 2013 5:04 PM
7	builder buyer lot for spec house	Jun 17, 2013 5:03 PM
8	builder buyer lot for spec house	Jun 17, 2013 5:03 PM
9	builder buyer lot for spec house	Jun 17, 2013 5:02 PM
10	builder buyer lot for spec house	Jun 17, 2013 5:01 PM
11	builder buyer lot for spec house	Jun 17, 2013 5:00 PM
12	company	Jun 17, 2013 4:59 PM
13	builder buyer lot for spec house	Jun 17, 2013 4:58 PM
14	builder buyer lot for spec house	Jun 17, 2013 4:58 PM
15	builder buyer lot for spec house	Jun 17, 2013 4:57 PM
16	builder buyer lot for spec house	Jun 17, 2013 4:56 PM
17	builder buyer lot for spec house	Jun 17, 2013 4:55 PM
18	builder buyer lot for spec house	Jun 17, 2013 4:54 PM
19	Displaced owners from Hiawatha moving to another MHP	Jun 17, 2013 2:32 PM
20	50+ Separated Lady - moving into her own property	Jun 17, 2013 2:17 PM
21	Buying for daughter who is student at UBC	Jun 17, 2013 2:01 PM
22	Even though this was an upgraded move, they were currently renting and had moved from Toronto about 1 1/2 years ago.	Jun 17, 2013 1:43 PM
23	Waterfront Strata Purchase	Jun 17, 2013 1:32 PM
24	Big White	Jun 17, 2013 10:44 AM
25	Retired from the Island	Jun 17, 2013 9:30 AM
26	Very thorough in their search!	Jun 15, 2013 8:00 AM

**Q6. Please add your comments here (optional):**

27	They bought in Lake Country	Jun 14, 2013 4:09 PM
28	Couple in there early 30's	Jun 14, 2013 4:01 PM
29	Father purchased a single family home to be closer to his family.	Jun 14, 2013 9:06 AM
30	Couple with child out of home moved here 3 years ago from UK	Jun 14, 2013 8:24 AM