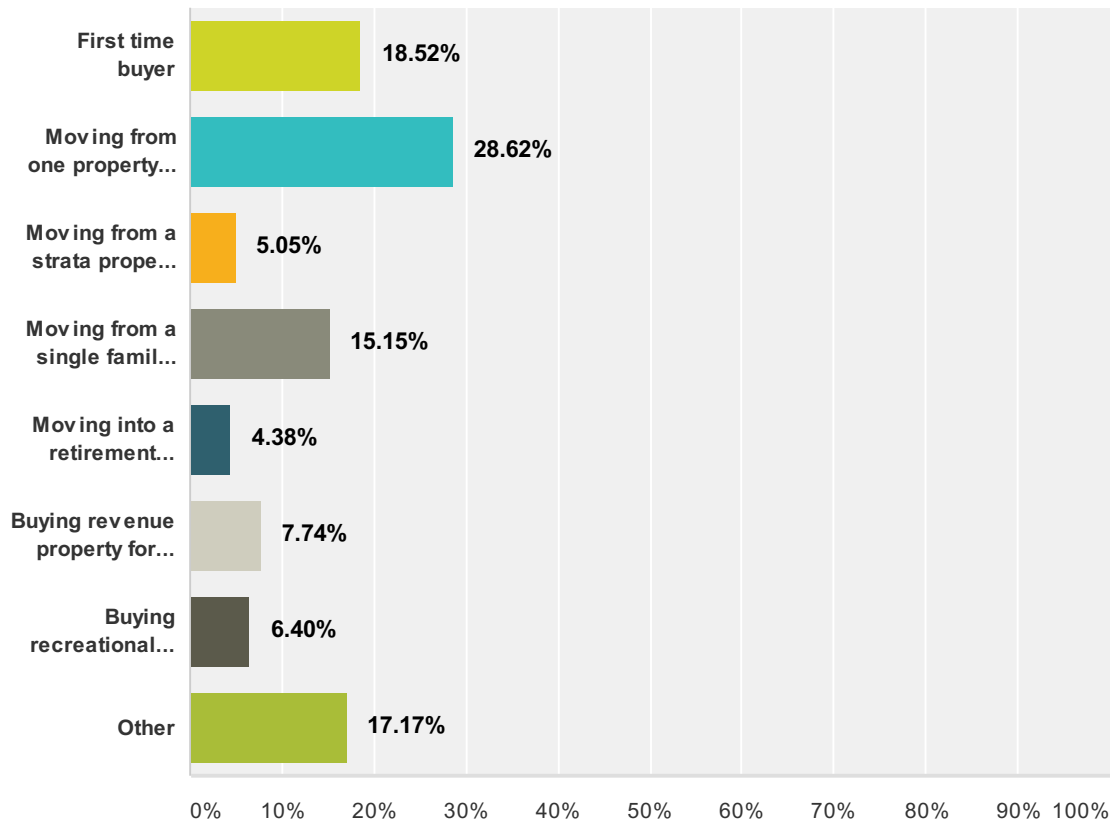


Q1 How would you best describe your most recent Buyer - property category? (Check one or more.)

Answered: 297 Skipped: 5



Answer Choices	Responses	
First time buyer	18.52%	55
Moving from one property to an upgraded property	28.62%	85
Moving from a strata property to a single family home	5.05%	15
Moving from a single family home to a strata property	15.15%	45
Moving into a retirement home/senior's community	4.38%	13
Buying revenue property for investment purposes	7.74%	23
Buying recreational property	6.40%	19
Other	17.17%	51
Total Respondents: 297		

#	If "Other", please specify (explain).	Date
1	Moving cities	6/11/2014 2:32 PM
2	Builder buying to sell	6/10/2014 5:33 PM
3	Moving from Prince George to to Lumby	6/10/2014 4:28 PM

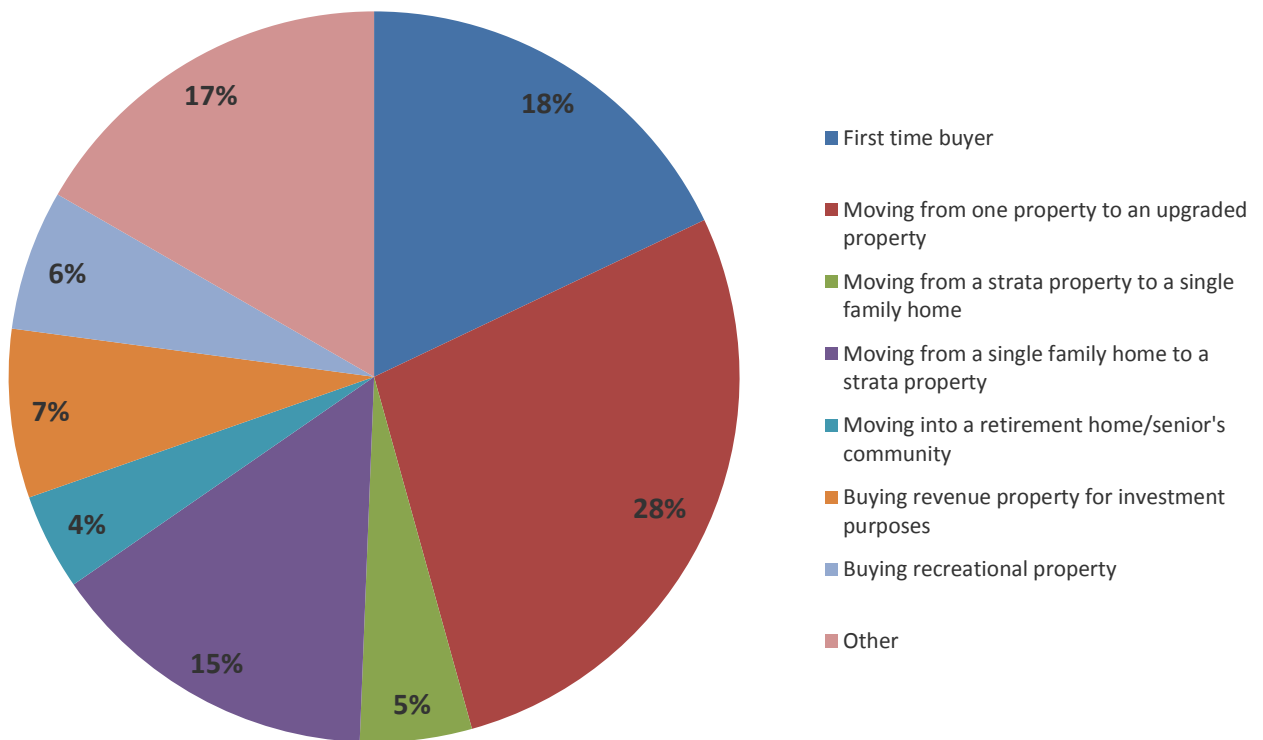
OMREB MonthlyBuyers Survey for MAY 2014

4	Moving from Family home to smaller home	6/10/2014 11:45 AM
5	Job Transfer	6/9/2014 8:34 PM
6	builder buying lot	6/9/2014 3:07 PM
7	Moving from home in Saskatoon	6/9/2014 2:33 PM
8	Lateral move	6/9/2014 2:30 PM
9	from rental to townhome	6/9/2014 2:18 PM
10	moving to knew area	6/9/2014 1:37 PM
11	Divorce getting own house	6/9/2014 1:04 PM
12	Moving back to Vernon	6/9/2014 11:35 AM
13	moving from out of town to Vernon	6/9/2014 11:21 AM
14	moving from a strata property to a mobile home	6/9/2014 11:08 AM
15	bought a fixer upper to live in	6/9/2014 10:34 AM
16	Downsizing	6/9/2014 8:51 AM
17	Downsizing	6/9/2014 8:50 AM
18	Simply moving to Kelowna	6/9/2014 8:38 AM
19	tenant buying the place	6/9/2014 8:19 AM
20	Moving from one single family home to another single family home	6/9/2014 7:48 AM
21	Moving to new area and building a new home	6/9/2014 7:26 AM
22	relocated from Ontario	6/9/2014 6:33 AM
23	downsizing from 2 bedroom condo to 1 bedroom	6/8/2014 10:42 AM
24	one house to another house	6/8/2014 9:31 AM
25	moving from one house to another (why say "upgraded property?"	6/8/2014 9:25 AM
26	Moving from single family to single family in different area	6/7/2014 8:38 PM
27	Moving from a rural area into town	6/7/2014 3:34 PM
28	One strata to another strata	6/7/2014 2:54 PM
29	Moving from acreage and downsizing	6/7/2014 2:28 PM
30	bought the property to subdivide and develop	6/7/2014 2:27 PM
31	Bought lot beside farm they just bought	6/7/2014 1:23 PM
32	Raw land, building new home	6/7/2014 12:31 PM
33	Divorce; moving from large home to smaller home	6/7/2014 10:32 AM
34	Going to Build	6/7/2014 9:09 AM
35	Builder	6/7/2014 12:31 AM
36	Builder	6/7/2014 12:30 AM
37	out of townner rented and then bought here	6/6/2014 8:23 PM
38	Moving here from overseas not first time buyer	6/6/2014 7:41 PM
39	LOT	6/6/2014 5:47 PM
40	Has owned on the lower mainland rented for 2 years here before buying.	6/6/2014 5:34 PM
41	Moving from a larger family home to a smaller retirement home	6/6/2014 5:28 PM
42	Holding for future retirement	6/6/2014 4:43 PM
43	Buying tear down home for new build. Not first timers	6/6/2014 4:38 PM

OMREB MonthlyBuyers Survey for MAY 2014

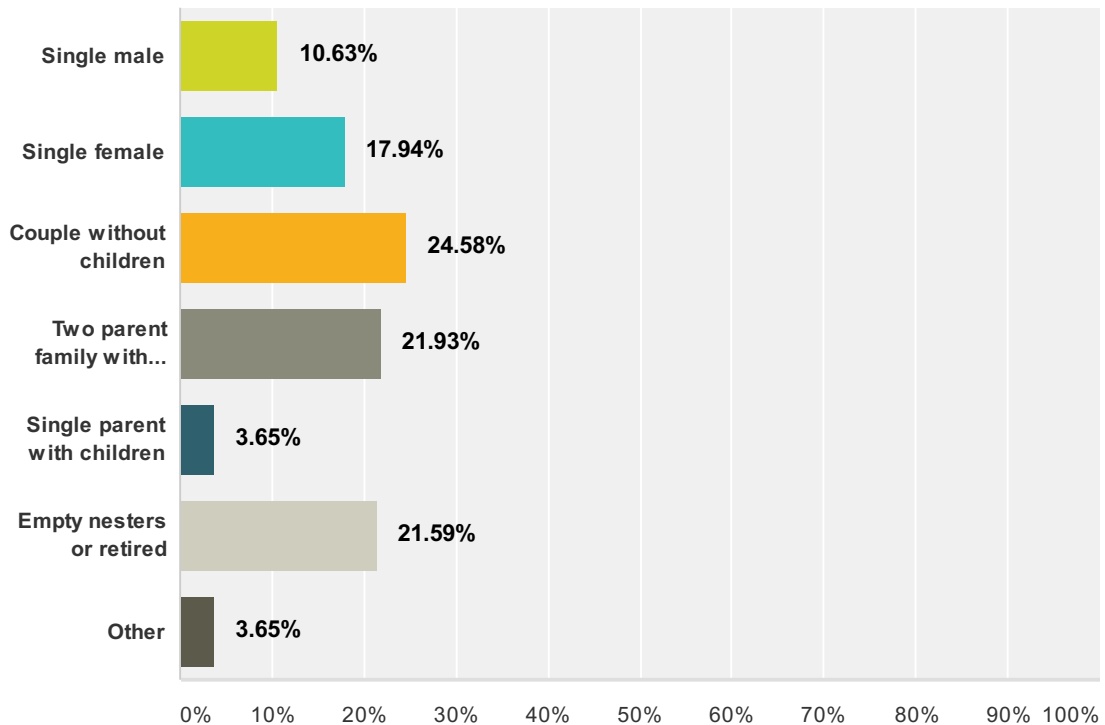
44	Moving from rental, but has owned before	6/6/2014 4:33 PM
45	Just moving from one area to another	6/6/2014 4:15 PM
46	Moving into town husband works up North	6/6/2014 4:09 PM
47	Higher value to lower value property	6/6/2014 4:03 PM
48	Buying a SF home, already bought an investment property	6/6/2014 3:59 PM
49	Buyer purchased property they intend to occupy upon retirement in future.	6/6/2014 3:55 PM
50	Strata to Strata	6/6/2014 3:48 PM
51	Moving from out of towbn	6/6/2014 3:47 PM
52	mobile home purchase	6/6/2014 3:45 PM

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



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

Answered: 301 Skipped: 1



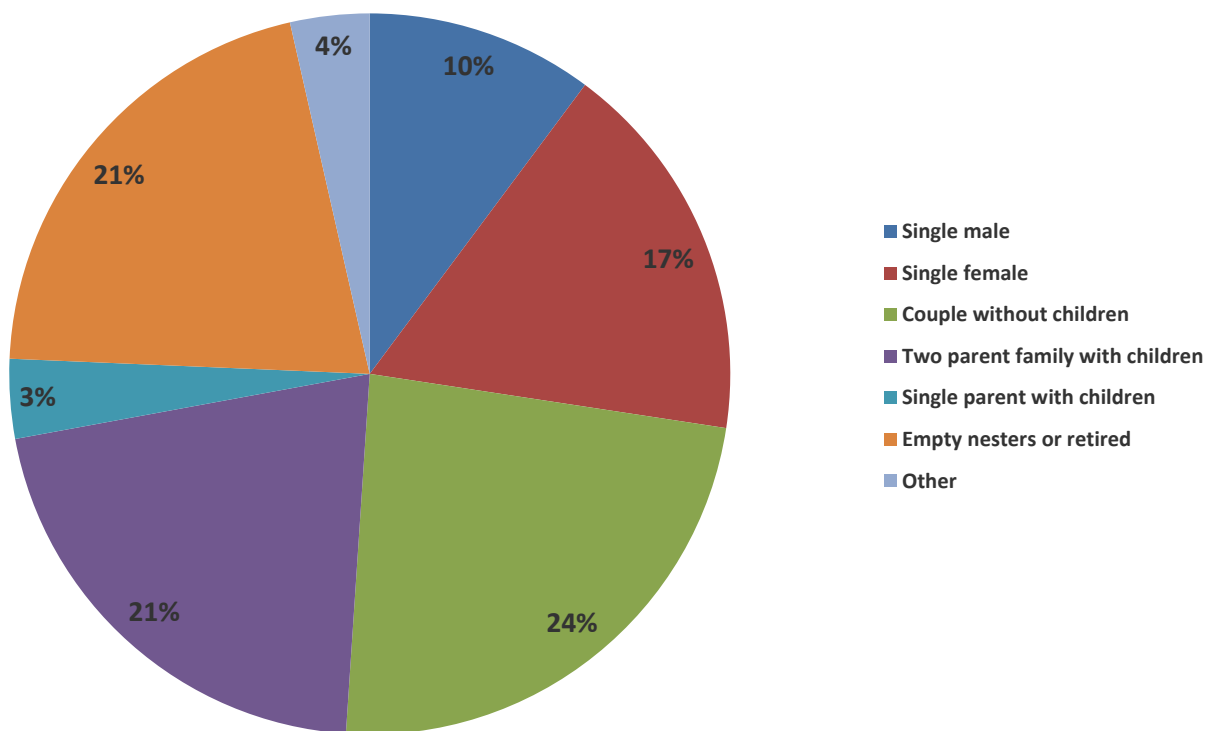
Answer Choices	Responses
Single male	10.63% 32
Single female	17.94% 54
Couple without children	24.58% 74
Two parent family with children	21.93% 66
Single parent with children	3.65% 11
Empty nesters or retired	21.59% 65
Other	3.65% 11
Total Respondents: 301	

#	If "Other", please specify.	Date
1	Recently widowed	6/10/2014 2:48 PM
2	Couple with parents	6/9/2014 3:53 PM
3	Couple with parents	6/9/2014 3:49 PM
4	company	6/9/2014 3:07 PM
5	Two couple family (single mom with adult child & his wife)	6/9/2014 1:36 PM
6	Plus extended family (elderly father)	6/7/2014 8:38 PM

OMREB MonthlyBuyers Survey for MAY 2014

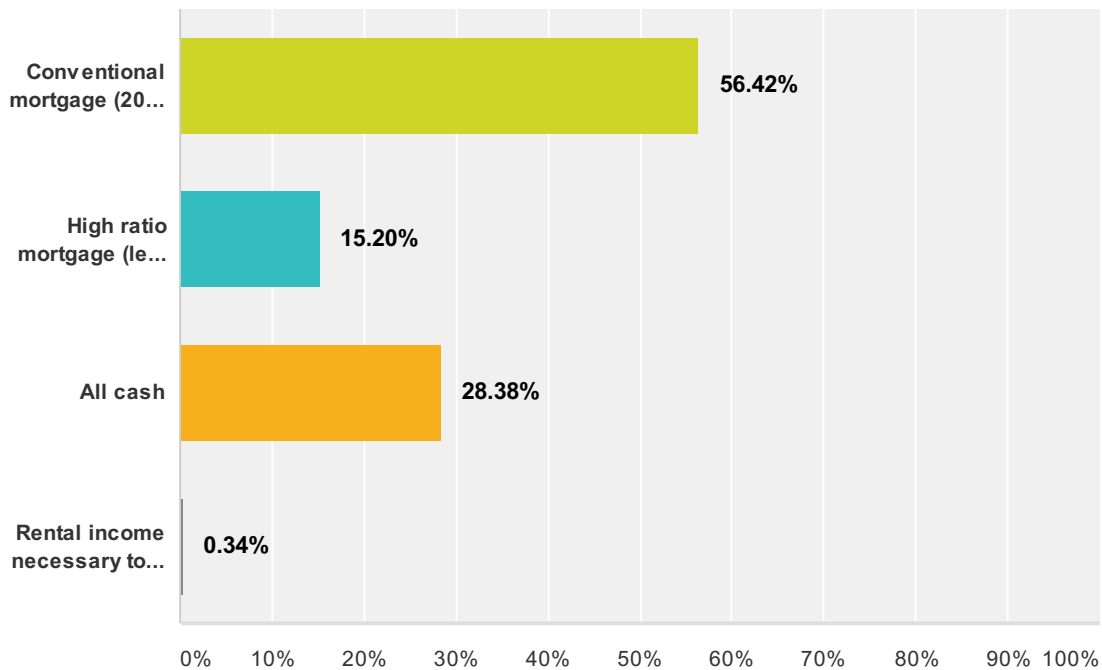
7	Seniors retired	6/7/2014 2:54 PM
8	company	6/7/2014 2:27 PM
9	Moving from strata property to upgraded strata	6/7/2014 1:29 PM
10	Family of 4 adults	6/7/2014 8:15 AM
11	Company	6/7/2014 12:31 AM
12	Company	6/7/2014 12:30 AM
13	as below	6/6/2014 5:11 PM
14	With boyfriend who is not going to be on title	6/6/2014 4:33 PM
15	single female buyer will be living with boyfriend	6/6/2014 4:09 PM

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



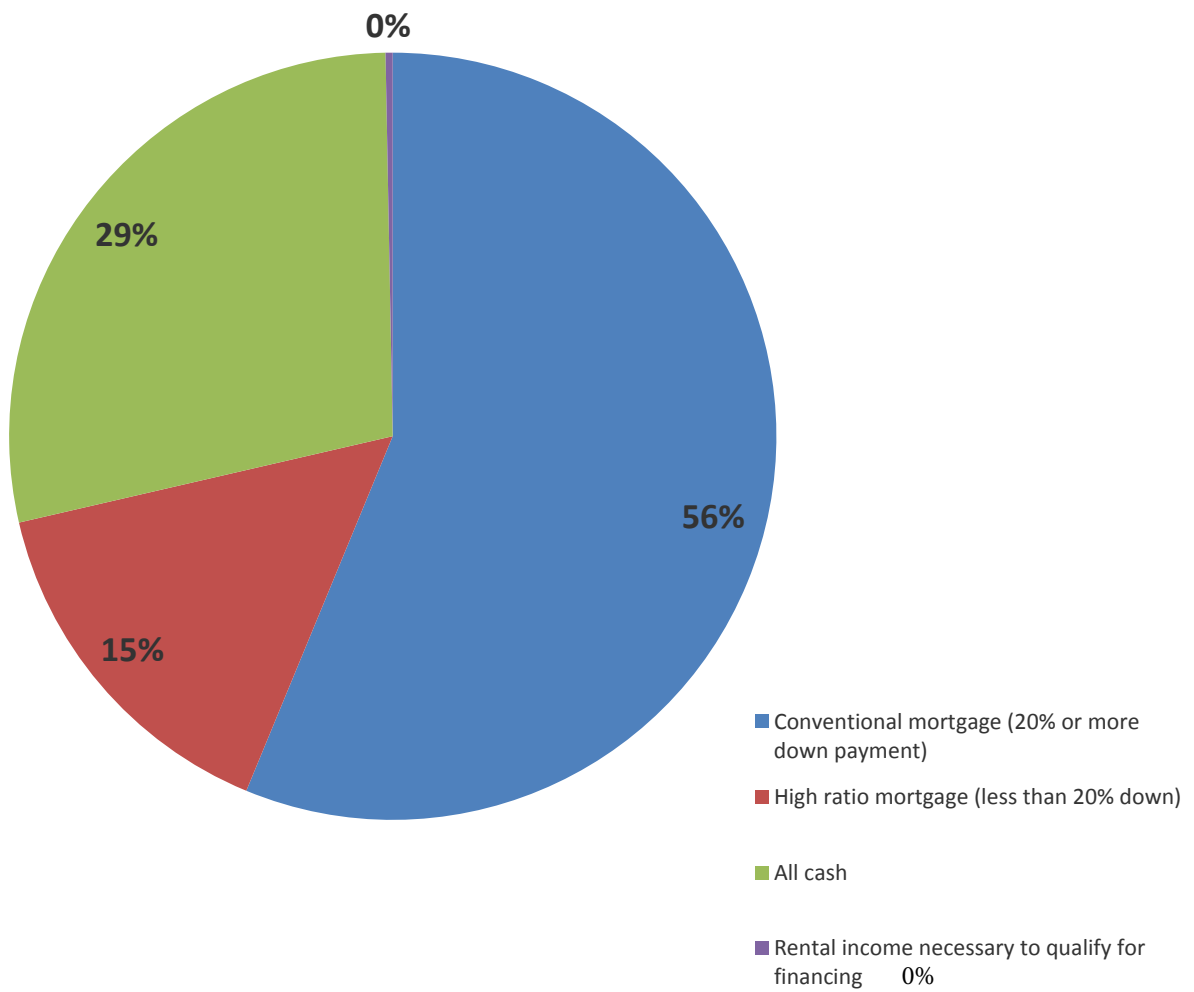
Q3 How did the Buyer finance the purchase? (Select one or more answers.)

Answered: 296 Skipped: 6



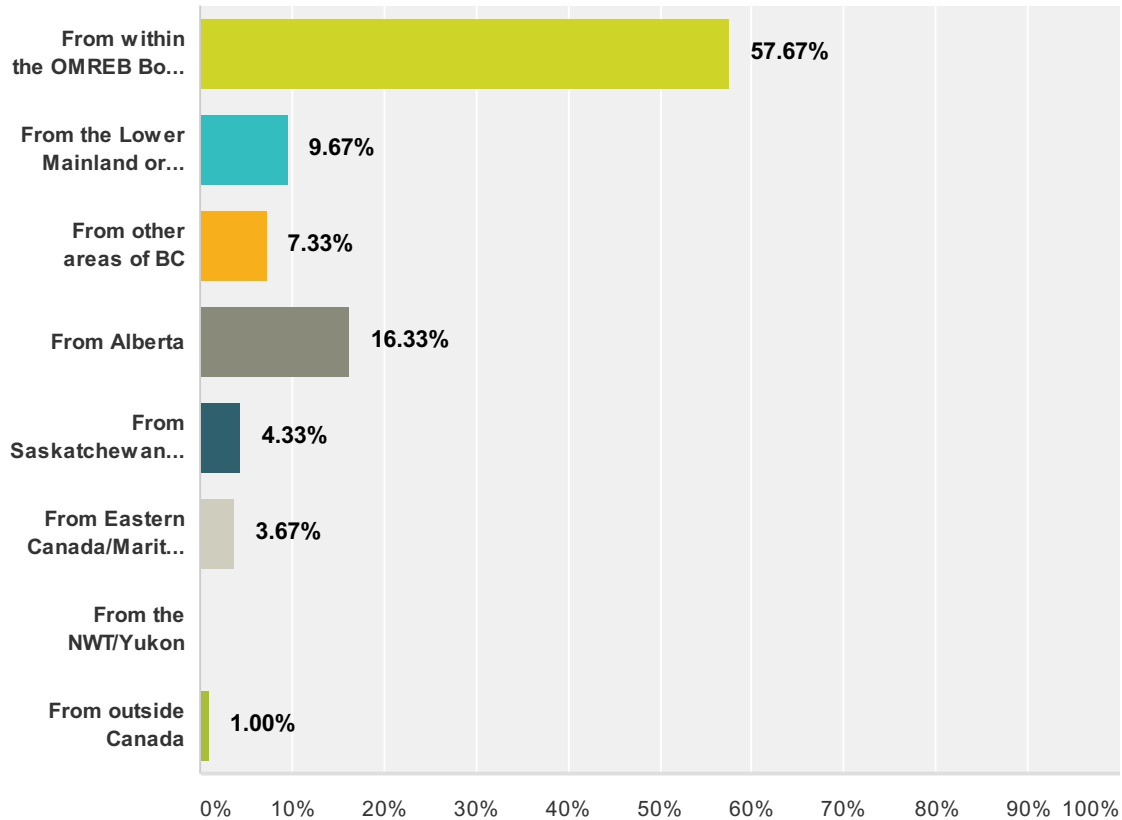
Answer Choices	Responses	
Conventional mortgage (20% or more down payment)	56.42%	167
High ratio mortgage (less than 20% down)	15.20%	45
All cash	28.38%	84
Rental income necessary to qualify for financing	0.34%	1
Total Respondents: 296		

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



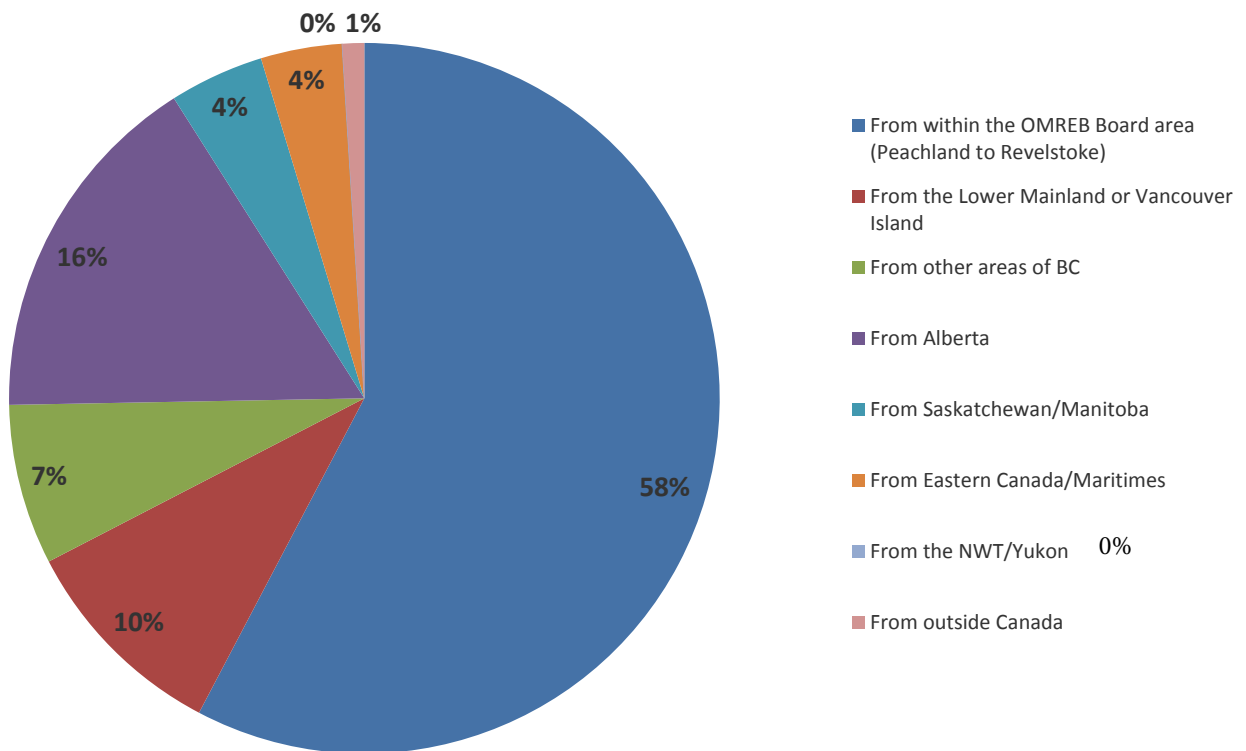
Q4 Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

Answered: 300 Skipped: 2



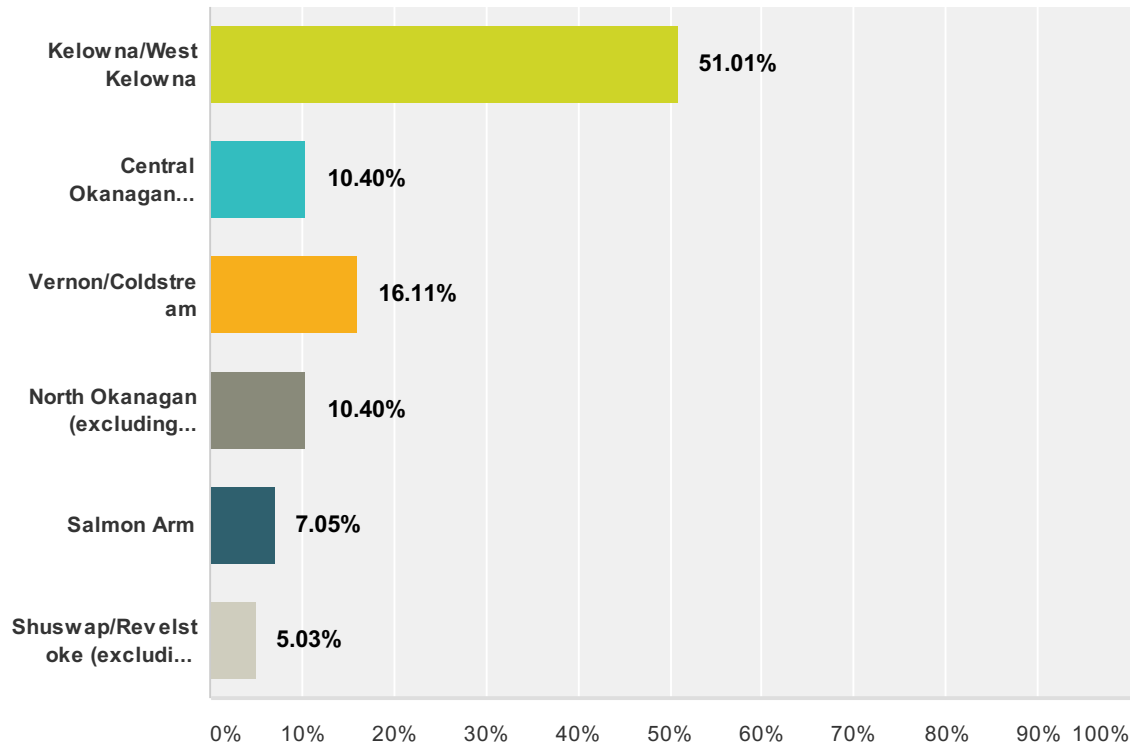
Answer Choices	Responses	
From within the OMREB Board area (Peachland to Revelstoke)	57.67%	173
From the Lower Mainland or Vancouver Island	9.67%	29
From other areas of BC	7.33%	22
From Alberta	16.33%	49
From Saskatchewan/Manitoba	4.33%	13
From Eastern Canada/Maritimes	3.67%	11
From the NWT/Yukon	0.00%	0
From outside Canada	1.00%	3
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.)



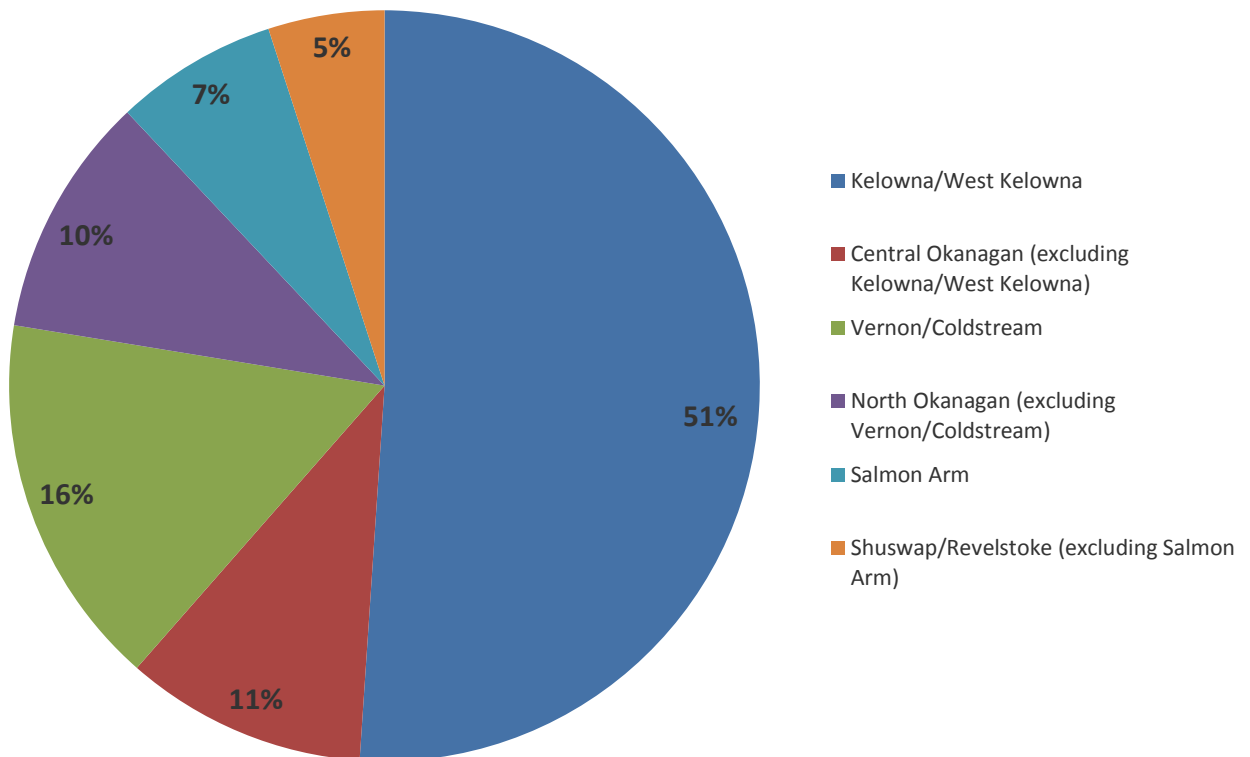
Q5 In what area was the property purchased? (Select one answer.)

Answered: 298 Skipped: 4



Answer Choices	Responses	
Kelowna/West Kelowna	51.01%	152
Central Okanagan (excluding Kelowna/West Kelowna)	10.40%	31
Vernon/Coldstream	16.11%	48
North Okanagan (excluding Vernon/Coldstream)	10.40%	31
Salmon Arm	7.05%	21
Shuswap/Revelstoke (excluding Salmon Arm)	5.03%	15
Total		298

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



Q6 Please add your comments here (optional):

Answered: 17 Skipped: 285

#	Responses	Date
1	Dealt with a mortgage broker	6/11/2014 4:48 PM
2	Peachland Area	6/11/2014 2:32 PM
3	Peachland AREA	6/11/2014 2:28 PM
4	Client buys, builds and sells	6/10/2014 5:33 PM
5	Buyer/ Clients also expanded their Distribution business to Kelowna & Leased Premises for 5 years.	6/10/2014 3:39 PM
6	Represented client on home sale as well. Listed home and sold in one day. In hurry to find condo for her. Wrote up a couple of offers on Condos listed for quite sometime are now starting to get multiple offers. Crazy withing the price range of \$115K - \$400K	6/10/2014 2:48 PM
7	Vacation Home for now with plans to redevelop for retirement in the future	6/9/2014 8:32 PM
8	Lake Country	6/9/2014 1:34 PM
9	Recreational property on Indian land. May retire there in the future.	6/9/2014 10:20 AM
10	Cabin on Native land on westside	6/9/2014 8:58 AM
11	Husband working in Alberta, wife staying home in Kelowna	6/9/2014 8:38 AM
12	You need to add moving "from one home to another" or take the work "upgrades" out as it's misleading.	6/8/2014 9:31 AM
13	Very knowlegable couple who had done a lot of research into the Buying process. My role was as adviser and negotiator, areas they did not have confidence in.	6/7/2014 10:18 AM
14	For sold MLS#10077815	6/7/2014 8:25 AM
15	Downsizing from a home.	6/6/2014 10:22 PM
16	Buyer still owns a home in another city. They put most of the money down.	6/6/2014 9:58 PM
17	Buyer bought for one of their children to live in while they renovate. They will either move in to it and sell their existing home or sell it outright. They are not sure at this point.	6/6/2014 5:11 PM