

# OMREB Monthly Buyers Survey - SEPTEMBER 2013



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

		Response Percent	Response Count
First time buyer	<input type="checkbox"/>	20.4%	52
Moving from one property to an upgraded property	<input type="checkbox"/>	22.4%	57
Moving from a strata property to a single family home	<input type="checkbox"/>	3.5%	9
Moving from a single family home to a strata property	<input type="checkbox"/>	12.5%	32
Moving into a retirement home/senior's community	<input type="checkbox"/>	3.9%	10
Buying revenue property for investment purposes	<input type="checkbox"/>	8.6%	22
Buying recreational property	<input type="checkbox"/>	13.7%	35
Other	<input type="checkbox"/>	16.1%	41
If "Other", please specify (explain).			49

answered question	255
skipped question	6

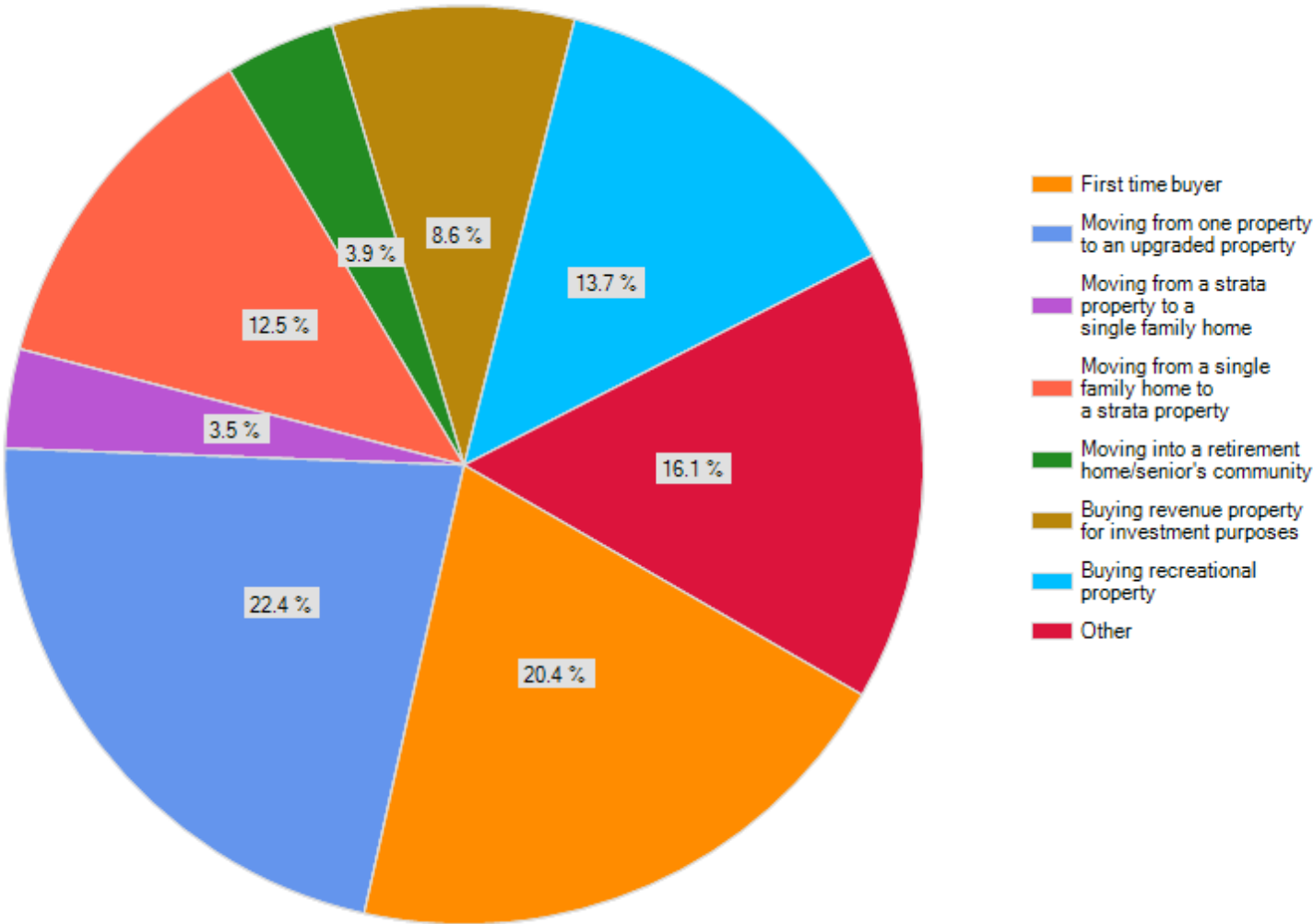
**Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)**

1	moving from a single family home to another single family home	Oct 15, 2013 12:40 PM
2	Buying for his Son	Oct 13, 2013 3:27 PM
3	Divorcee- first time buying alone	Oct 12, 2013 3:33 PM
4	relocating	Oct 12, 2013 11:25 AM
5	Moving locales	Oct 11, 2013 4:28 PM
6	Moving from Rental to townhouse purchase	Oct 11, 2013 11:55 AM
7	Divorce	Oct 11, 2013 8:02 AM
8	Relocation	Oct 10, 2013 2:35 PM
9	Building a new home.	Oct 10, 2013 2:12 PM
10	buying a lot to build	Oct 10, 2013 11:57 AM
11	Moving from a rental property to a single family dwelling.	Oct 10, 2013 11:36 AM
12	Builder	Oct 10, 2013 11:27 AM
13	Builder	Oct 10, 2013 11:26 AM
14	Sold large waterfront home downsizing to a smaller home off the water	Oct 10, 2013 11:20 AM
15	downsizing	Oct 10, 2013 7:53 AM
16	buying home for family member	Oct 9, 2013 9:28 PM
17	boughtt lot to build	Oct 9, 2013 5:03 PM
18	from acreage to single family home	Oct 9, 2013 4:33 PM
19	Moving from one community to another - similar	Oct 9, 2013 4:11 PM
20	Retiring here, down sizing	Oct 9, 2013 4:00 PM
21	Moving from Alberta after a life change	Oct 9, 2013 3:59 PM
22	moving from single family to mobile home	Oct 9, 2013 3:49 PM
23	Moving from renting to owning a SFD. Previously has owned real estate	Oct 9, 2013 3:46 PM
24	Second Home	Oct 9, 2013 3:27 PM
25	Bought bare land to build a home on	Oct 9, 2013 3:25 PM
26	Moving from single family to single family no upgrade or downgrade	Oct 9, 2013 3:18 PM
27	Buying family home for temporary accomodation	Oct 9, 2013 3:10 PM

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

28	Moving from Alberta to Kelowna	Oct 9, 2013 3:06 PM
29	Moving from single family home to single family home	Oct 9, 2013 2:54 PM
30	Moving here to retire	Oct 9, 2013 2:49 PM
31	developer	Oct 9, 2013 2:47 PM
32	developer	Oct 9, 2013 2:45 PM
33	developer	Oct 9, 2013 2:44 PM
34	developer	Oct 9, 2013 2:42 PM
35	buying to upgrade and sell	Oct 9, 2013 2:38 PM
36	Development property	Oct 9, 2013 2:11 PM
37	Buying retirement home for the future	Oct 9, 2013 2:08 PM
38	previous renter who has owned property before	Oct 9, 2013 2:06 PM
39	Relocating	Oct 9, 2013 2:05 PM
40	From One Condo to another	Oct 9, 2013 2:01 PM
41	Land purchase	Oct 9, 2013 2:00 PM
42	Relocating to the Okanagan and Buying similar home.	Oct 9, 2013 1:56 PM
43	Land purchase	Oct 9, 2013 1:52 PM
44	Buying investment / holding property land only	Oct 9, 2013 1:51 PM
45	Buying investment property land only	Oct 9, 2013 1:50 PM
46	Upgrading their recreational property	Oct 9, 2013 1:49 PM
47	Buying property for daughter	Oct 9, 2013 1:42 PM
48	Moved from an Alberta home to West Kelowna home.	Oct 9, 2013 1:40 PM
49	moving from a different area	Oct 9, 2013 1:38 PM

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



# OMREB Monthly Buyers Survey - SEPTEMBER 2013



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

		Response Percent	Response Count
Single male	<input type="checkbox"/>	14.2%	37
Single female	<input type="checkbox"/>	10.7%	28
Couple without children	<input type="checkbox"/>	19.9%	52
Two parent family with children	<input type="checkbox"/>	25.3%	66
Single parent with children	<input type="checkbox"/>	2.3%	6
<b>Empty nesters or retired</b>	<input type="checkbox"/>	<b>26.8%</b>	<b>70</b>
Other	<input type="checkbox"/>	2.7%	7

If "Other", please specify.

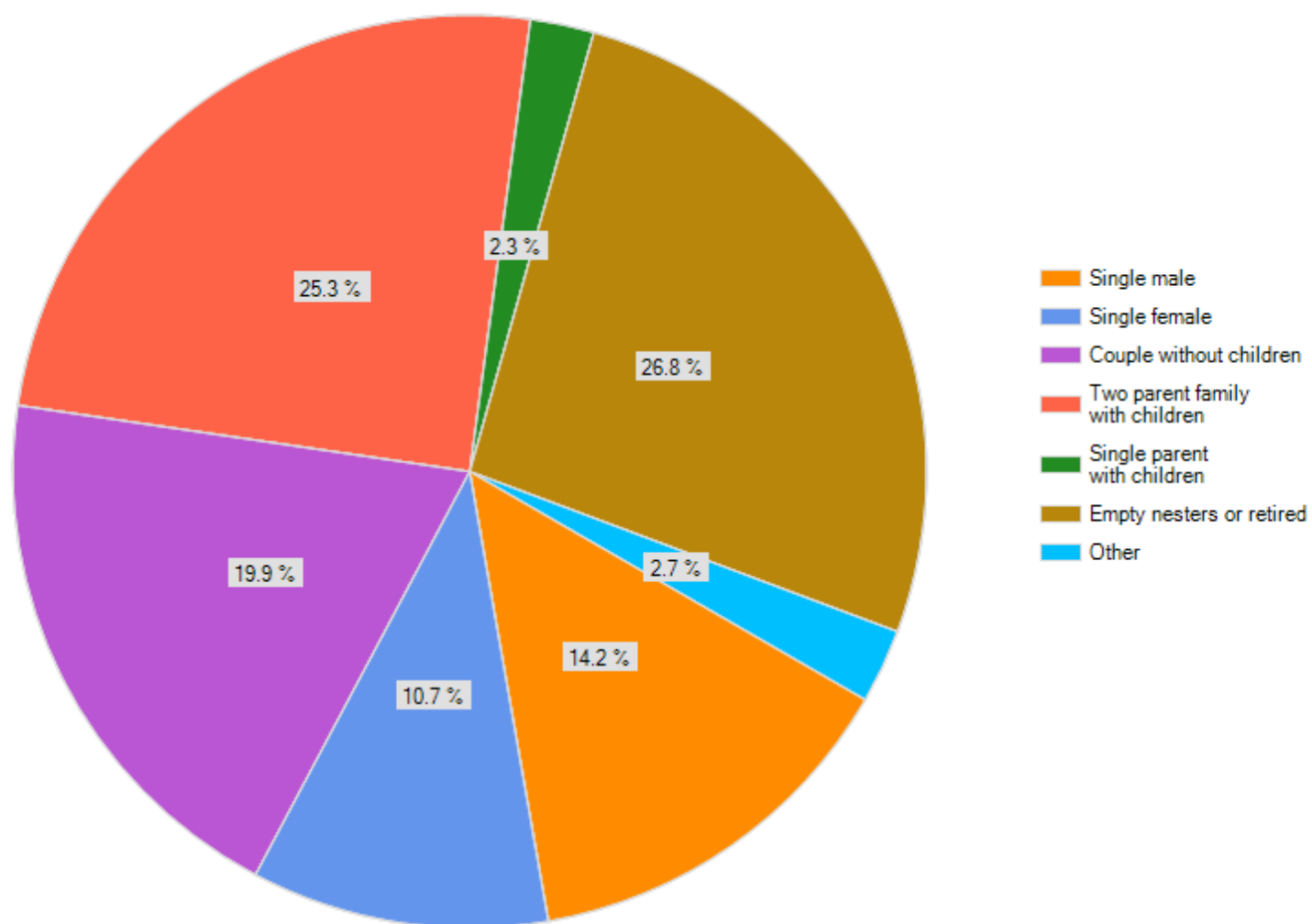
6

<b>answered question</b>	<b>261</b>
<b>skipped question</b>	<b>0</b>

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

1	individuals who pool resources to invest	Oct 14, 2013 4:31 PM
2	Investor, married with grown children	Oct 10, 2013 11:07 AM
3	kids not at home "older"	Oct 9, 2013 3:49 PM
4	New couple with combined family	Oct 9, 2013 3:06 PM
5	company	Oct 9, 2013 2:11 PM
6	Corporation	Oct 9, 2013 1:32 PM




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



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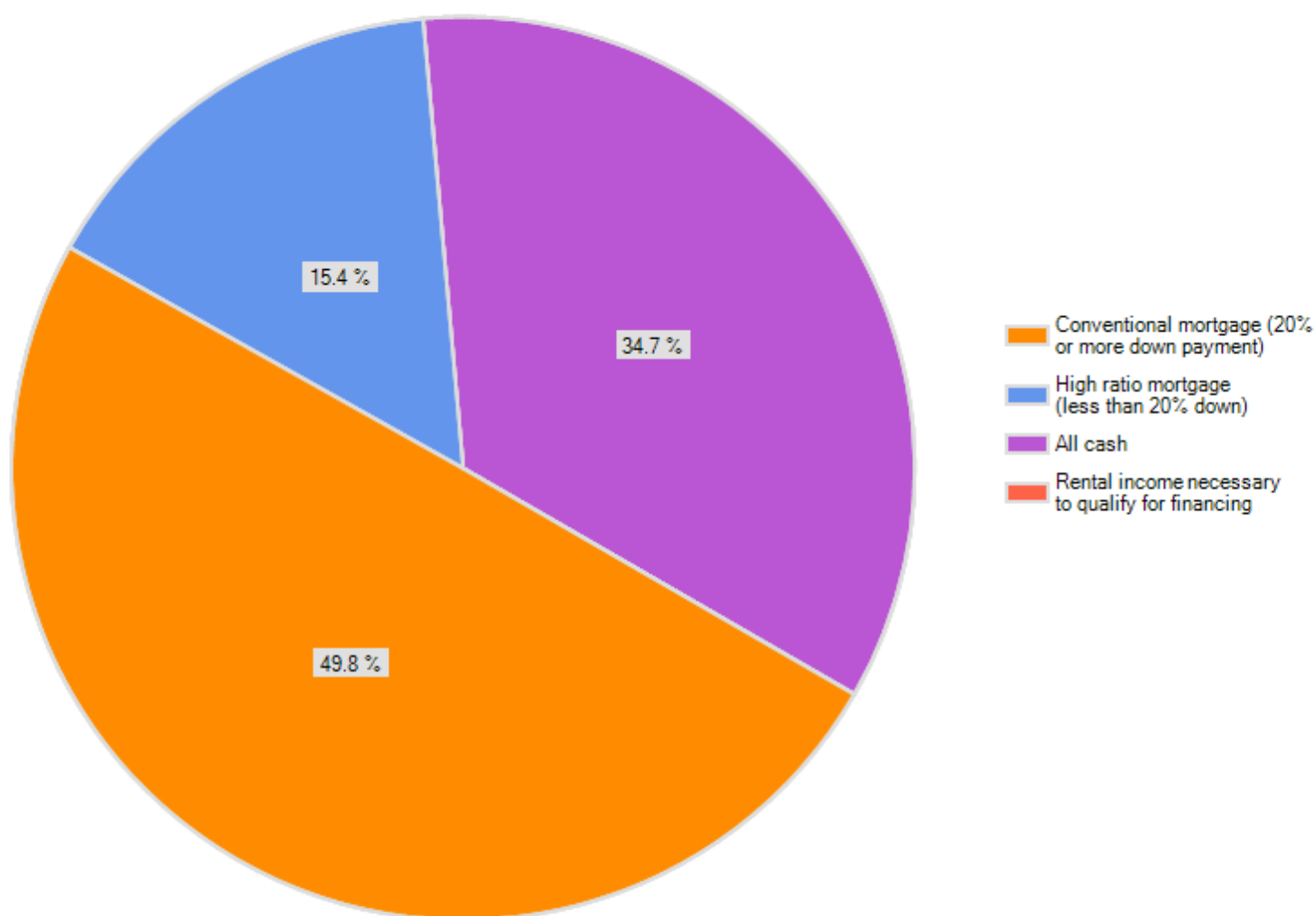


**How did the Buyer finance the purchase? (Select one or more answers.)**

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		49.8%	129
High ratio mortgage (less than 20% down)		15.4%	40
All cash		34.7%	90
Rental income necessary to qualify for financing		0.0%	0
answered question			259
skipped question			2










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



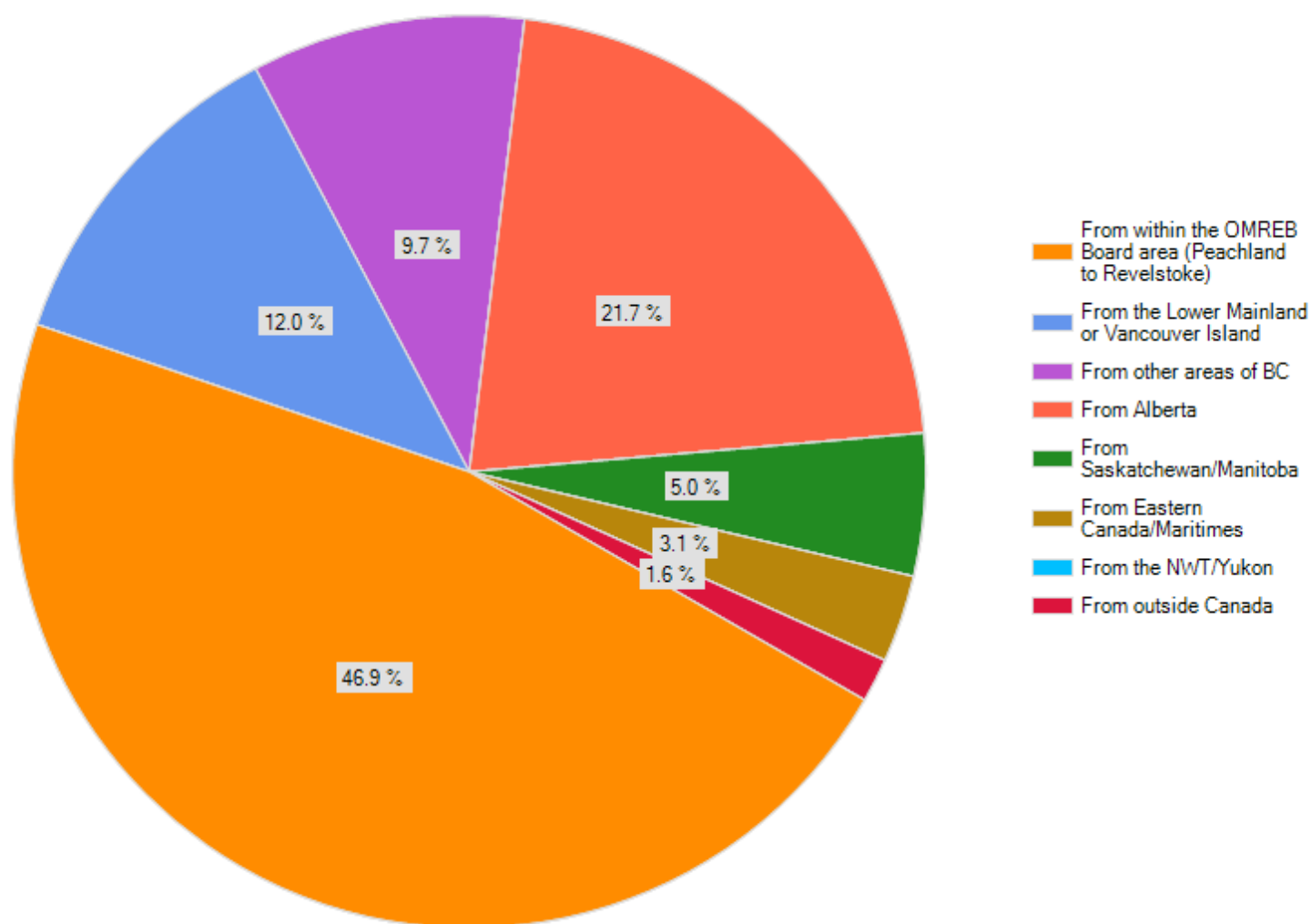
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Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

		Response Percent	Response Count
From within the OMREB Board area (Peachland to Revelstoke)		46.9%	121
From the Lower Mainland or Vancouver Island		12.0%	31
From other areas of BC		9.7%	25
From Alberta		21.7%	56
From Saskatchewan/Manitoba		5.0%	13
From Eastern Canada/Maritimes		3.1%	8
From the NWT/Yukon		0.0%	0
From outside Canada		1.6%	4
answered question			258
skipped question			3

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.)



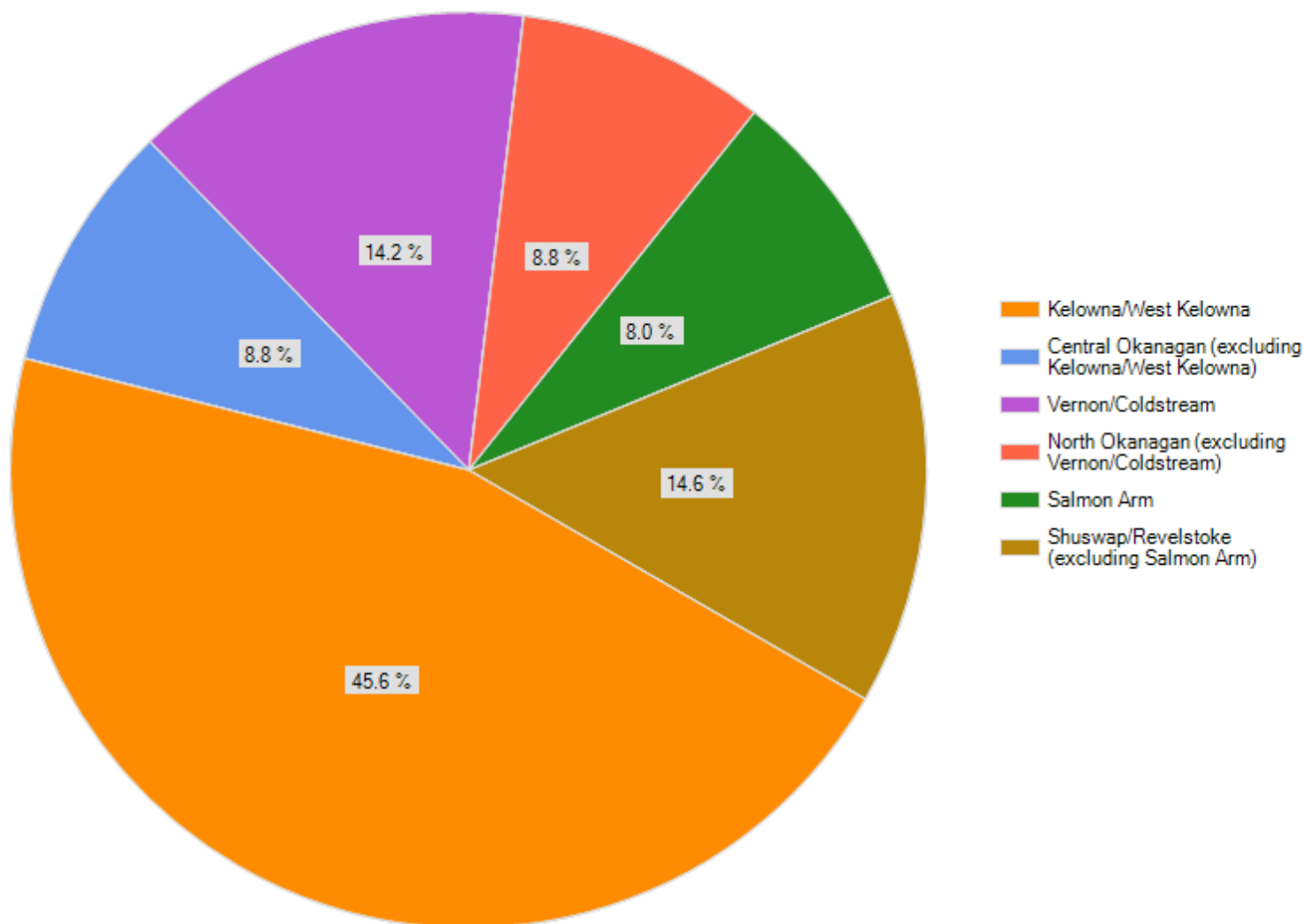
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**In what area was the property purchased? (Select one answer.)**

		Response Percent	Response Count
Kelowna/West Kelowna		45.6%	119
Central Okanagan (excluding Kelowna/West Kelowna)		8.8%	23
Vernon/Coldstream		14.2%	37
North Okanagan (excluding Vernon/Coldstream)		8.8%	23
Salmon Arm		8.0%	21
Shuswap/Revelstoke (excluding Salmon Arm)		14.6%	38
answered question			261
skipped question			0

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



## OMREB Monthly Buyers Survey - SEPTEMBER 2013



Please add your comments here (optional):

Response  
Count

18

answered question

18

skipped question

243

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

1	Buyers kept the strata unit for rental.	Oct 16, 2013 12:33 PM
2	Cash buyer but money was provided by family money.	Oct 15, 2013 12:42 PM
3	Rural property to City lot to build new SFD.	Oct 15, 2013 11:27 AM
4	Retirement home - Lot - Have Home Built! 2014	Oct 15, 2013 10:42 AM
5	purchased in Peachland	Oct 12, 2013 11:26 AM
6	Saw it on mls. Never viewed the property	Oct 11, 2013 11:34 PM
7	Waterfront drew them to kelowna	Oct 11, 2013 11:30 PM
8	Deal #2 10063753	Oct 11, 2013 5:26 PM
9	Ellison area	Oct 11, 2013 5:23 PM
10	Had been looking for 4 years. \$1,500,000	Oct 11, 2013 2:51 PM
11	It was my Daughter and her husband	Oct 10, 2013 11:57 AM
12	This is the second home they have bought from me the first in Upper Mission then this one as a cash flow property.	Oct 9, 2013 9:45 PM
13	Moved closer to family	Oct 9, 2013 5:13 PM
14	Client downsized, but has not retired.	Oct 9, 2013 4:33 PM
15	From Dawom Creek - Enderby	Oct 9, 2013 4:14 PM
16	Under categories it may be an option to look at families who sell in one community at a price leaving a certain style of housing but by moving into the new community for their buying dollars they get less of a house	Oct 9, 2013 4:11 PM
17	This was a trade from one condo to another	Oct 9, 2013 3:31 PM
18	Vernon	Oct 9, 2013 2:38 PM