









Buyers Survey for August 2012



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

		Response Percent	Response Count
First time buyer		16.2%	36
Moving from one property to an upgraded property		26.6%	59
Moving from a strata property to a single family home		2.7%	6
Moving from a single family home to a strata property		8.6%	19
Moving into a retirement home/senior's community		6.8%	15
Buying revenue property for investment purposes		9.9%	22
Buying recreational property		15.3%	34
Other		15.8%	35

If "Other", please specify (explain).

39

answered question	222
skipped question	3

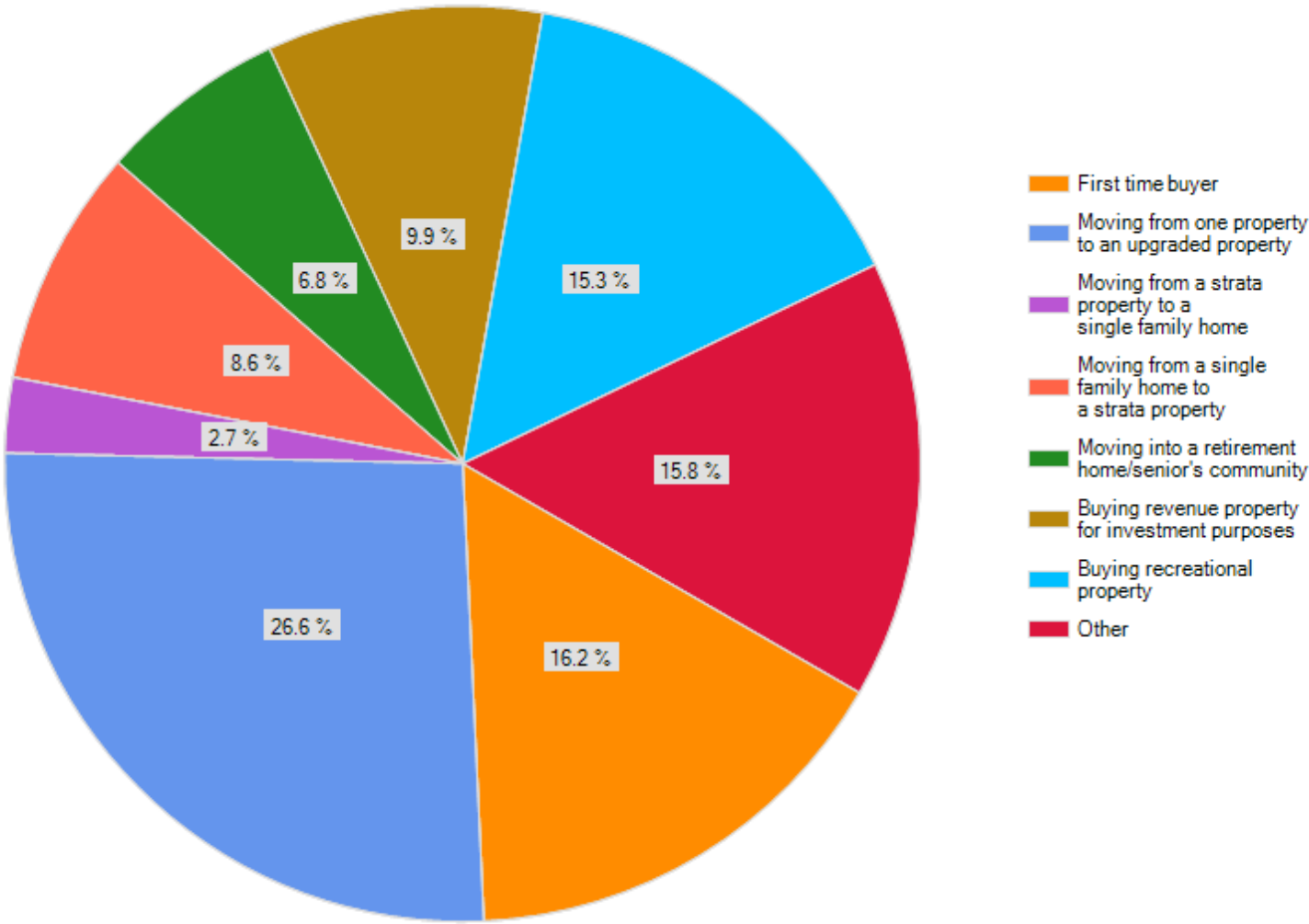
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

1	relocating from lower mainland	Sep 15, 2012 10:54 AM
2	moving from one property to downgraded property	Sep 13, 2012 12:10 PM
3	Summer Home	Sep 12, 2012 10:46 AM
4	Buying a lot for future single family home	Sep 12, 2012 9:52 AM
5	Sold two small homes in Victoria to retire to Salmon Arm	Sep 11, 2012 7:32 PM
6	Moved from a rental but not a first time Buyer.	Sep 11, 2012 5:41 PM
7	moving from an apartment into a gated community with it's own yard	Sep 11, 2012 5:10 PM
8	Builder buying Lot to build Spec Home	Sep 11, 2012 4:49 PM
9	bought for daughter while attending UBCO	Sep 11, 2012 4:26 PM
10	Traded	Sep 11, 2012 4:22 PM
11	non-resident	Sep 11, 2012 3:55 PM
12	Moving from a rental property	Sep 11, 2012 3:51 PM
13	Downsizing property & home	Sep 11, 2012 1:53 PM
14	Moving to a less expensive property	Sep 11, 2012 1:50 PM
15	Buying condo for son going to college	Sep 10, 2012 9:07 PM
16	Moving into a strata Retired from Strata	Sep 10, 2012 4:41 PM
17	selling home in alberta to retire here	Sep 10, 2012 3:31 PM
18	Moving from Manufactured Home to Condo	Sep 10, 2012 3:03 PM
19	Long term tenant buying the property.	Sep 10, 2012 2:54 PM
20	Student moving to study at UBCO	Sep 10, 2012 2:44 PM
21	from strata property to another strata property	Sep 10, 2012 2:05 PM
22	from strata property to another strata property	Sep 10, 2012 2:05 PM
23	Moving from busy street to quieter street	Sep 10, 2012 2:04 PM
24	Moving from rental to farm property	Sep 10, 2012 1:43 PM
25	Vancouver buyer for daughter going to UBC	Sep 10, 2012 1:42 PM
26	land value only to build duplex	Sep 10, 2012 1:29 PM
27	bought lot 15 to improve the lake view from thier cottage.	Sep 10, 2012 1:28 PM

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

28	Relocated from another community	Sep 10, 2012 12:56 PM
29	Moving from strata to another strata property - Downsize	Sep 10, 2012 12:35 PM
30	Already owns a quarter share in this apartment....buying a further quarter share to spend more time holidaying in Vernon.	Sep 10, 2012 12:23 PM
31	2nd property for Farming Purpose	Sep 10, 2012 12:08 PM
32	from a rental but not first time buyer	Sep 10, 2012 12:07 PM
33	Home Builder	Sep 10, 2012 12:00 PM
34	Moving from Manitoba	Sep 10, 2012 11:58 AM
35	lateral move single family to single family	Sep 10, 2012 11:56 AM
36	secondary property for use when visiting Kelowna family	Sep 10, 2012 11:49 AM
37	Downsized	Sep 10, 2012 11:48 AM
38	moving from Vernon condo to West Kelowna condo	Sep 10, 2012 11:47 AM
39	Moving from Ontario	Sep 10, 2012 11:47 AM








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



Buyers Survey for August 2012



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

		Response Percent	Response Count
Single male		11.6%	26
Single female		6.3%	14
Couple without children		20.5%	46
Two parent family with children		33.0%	74
Single parent with children		3.6%	8
Empty nesters or retired		24.6%	55
Other		2.2%	5

If "Other", please specify.

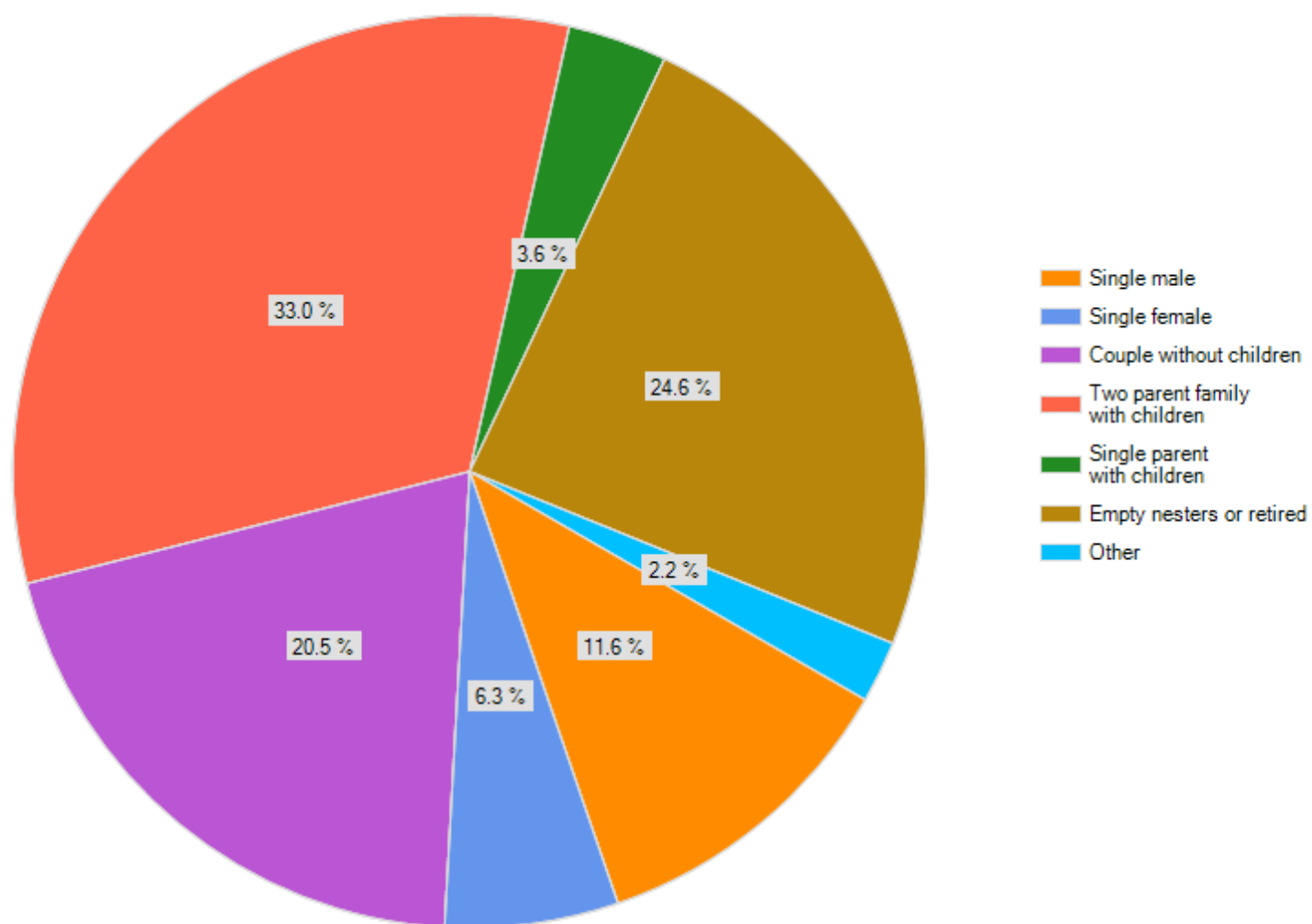
7

answered question	224
skipped question	1

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

1	Business partners	Sep 11, 2012 7:54 PM
2	Company	Sep 11, 2012 4:49 PM
3	Two investors, father and daughter	Sep 10, 2012 1:48 PM
4	builder	Sep 10, 2012 1:29 PM
5	Single women with her elderly parents	Sep 10, 2012 12:06 PM
6	Married couple moving in aging parents	Sep 10, 2012 12:04 PM
7	Incorporated business	Sep 10, 2012 12:00 PM

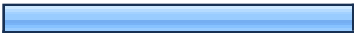



Please describe the Buyer - demographic/family status. (Check one or more.)



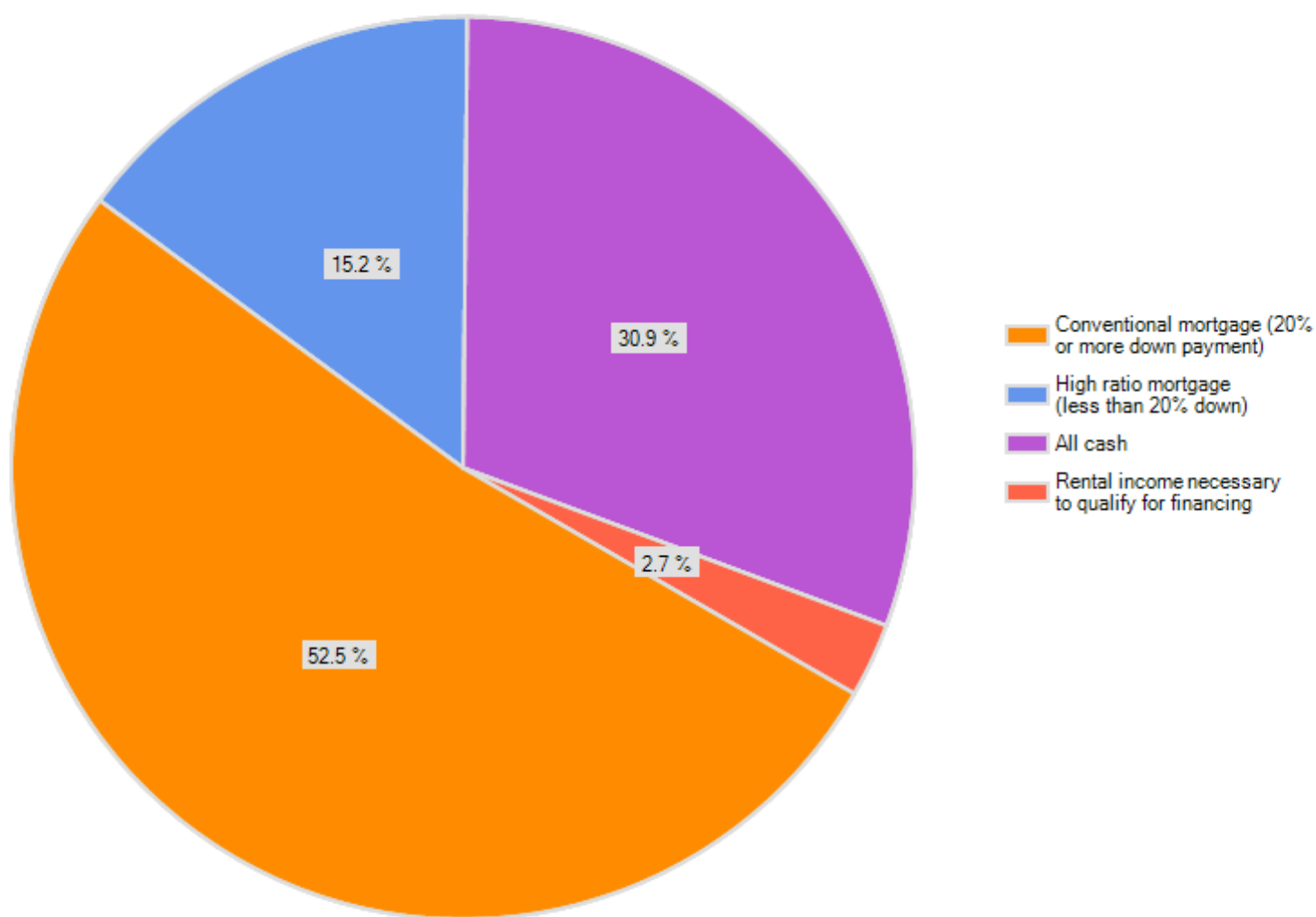
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How did the Buyer finance the purchase? (Select one or more answers.)

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		52.5%	117
High ratio mortgage (less than 20% down)		15.2%	34
All cash		30.9%	69
Rental income necessary to qualify for financing		2.7%	6
answered question			223
skipped question			2









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



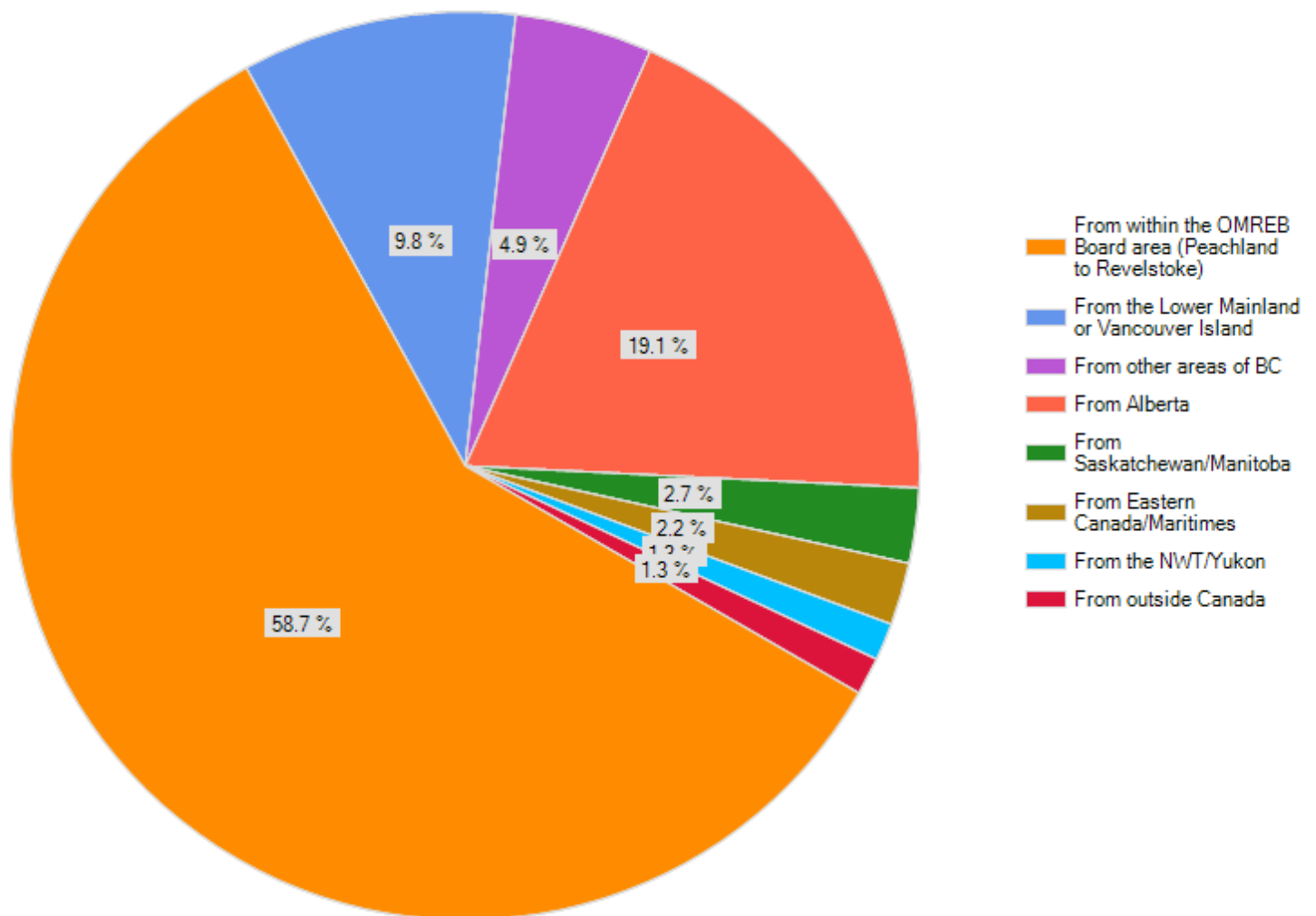
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Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

		Response Percent	Response Count
From within the OMREB Board area (Peachland to Revelstoke)		58.7%	132
From the Lower Mainland or Vancouver Island		9.8%	22
From other areas of BC		4.9%	11
From Alberta		19.1%	43
From Saskatchewan/Manitoba		2.7%	6
From Eastern Canada/Maritimes		2.2%	5
From the NWT/Yukon		1.3%	3
From outside Canada		1.3%	3
answered question			225
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.)



Buyers Survey for August 2012



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

		Response Percent	Response Count
Kelowna/West Kelowna		59.1%	133
Central Okanagan (excluding Kelowna/West Kelowna)		5.3%	12
Vernon/Coldstream		13.8%	31
North Okanagan (excluding Vernon/Coldstream)		8.4%	19
Salmon Arm		5.3%	12
Shuswap/Revelstoke (excluding Salmon Arm)		8.0%	18
answered question			225
skipped question			0

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

