









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

		Response Percent	Response Count
First time buyer		20.7%	25
Moving from one property to an upgraded property		20.7%	25
Moving from a strata property to a single family home		3.3%	4
Moving from a single family home to a strata property		13.2%	16
Moving into a retirement home/senior's community		6.6%	8
Buying revenue property for investment purposes		14.0%	17
Buying recreational property		4.1%	5
Other		20.7%	25

If "Other", please specify (explain).

32

answered question	121
skipped question	5

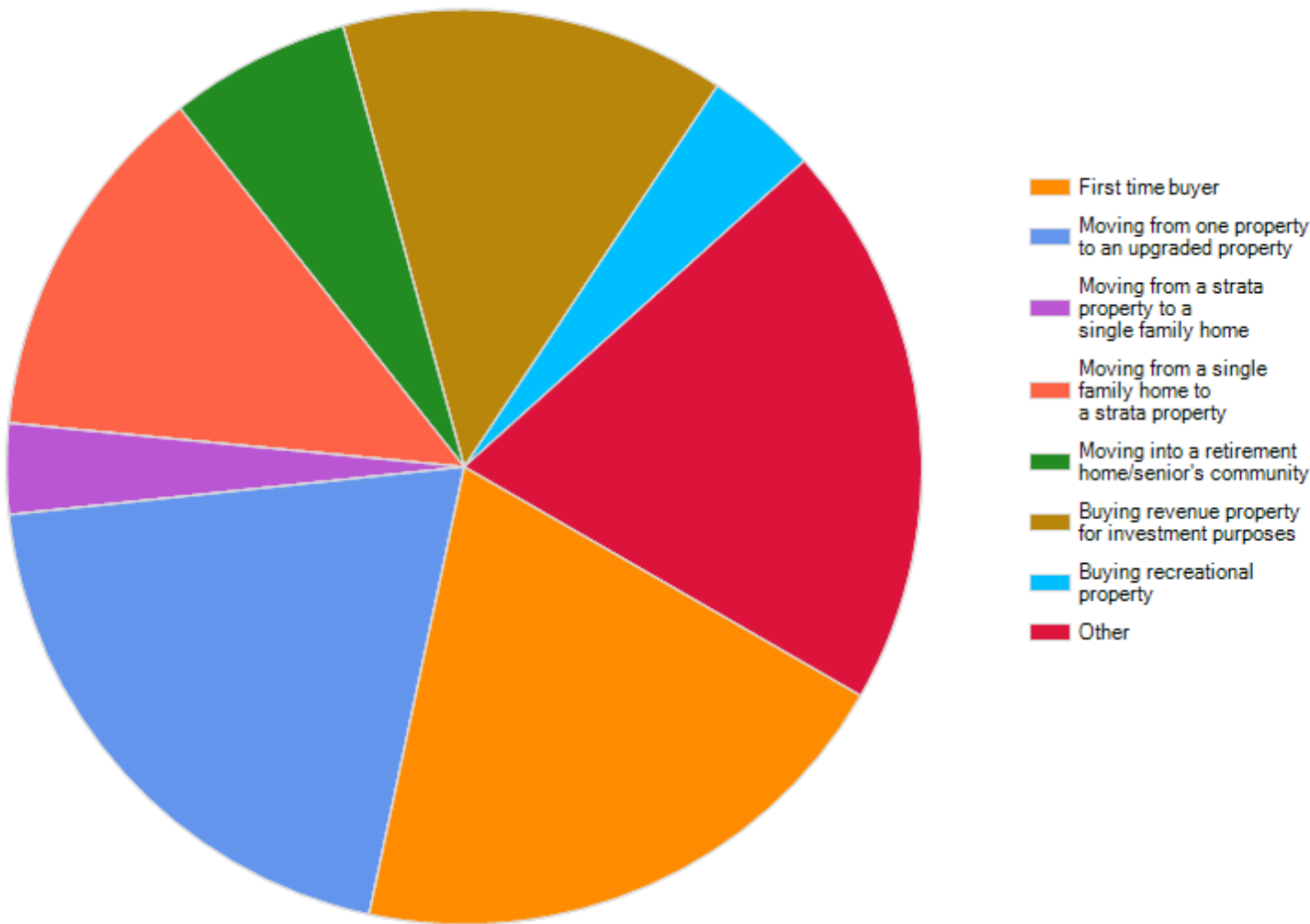
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

1	Middle aged couple getting together that have owned in the past	Mar 15, 2012 8:02 PM
2	going to rent weekly	Mar 15, 2012 1:12 PM
3	moved here from Alberta, via Salmon Arm, didn't like Salmon Arm	Mar 14, 2012 12:59 PM
4	not a first time buyer but moved from a rental	Mar 13, 2012 6:32 PM
5	not a first time buyer but moved from a rental	Mar 13, 2012 6:29 PM
6	Buying a 2nd family residence	Mar 13, 2012 3:55 PM
7	Bought a lot to build on	Mar 13, 2012 8:46 AM
8	moving from one property to another	Mar 13, 2012 8:41 AM
9	Relocating from Vancouver	Mar 12, 2012 9:37 PM
10	Downsizing	Mar 12, 2012 9:35 PM
11	Buying a retirement home, from Alberta	Mar 12, 2012 5:07 PM
12	Buying a retirement home, from Alberta	Mar 12, 2012 5:07 PM
13	From rental to purchase	Mar 12, 2012 1:01 PM
14	relocating and downsizing	Mar 12, 2012 12:25 PM
15	bare land strata to a single family	Mar 12, 2012 11:31 AM
16	Rental to Single Family (not first time buyer)	Mar 12, 2012 10:15 AM
17	Moving from one property to less expensive property	Mar 10, 2012 3:32 PM
18	buying for a family member to use	Mar 10, 2012 3:13 PM
19	Moved from lower mainland to retire	Mar 10, 2012 1:15 PM
20	Moving from strata condo to strata gated	Mar 10, 2012 10:27 AM
21	lot to build on	Mar 10, 2012 7:34 AM
22	Family from Edmonton had been renting since last July - having another baby in spring needed to buy	Mar 9, 2012 6:36 PM
23	buying 2nd residence as they have a lakehouse and bought their winter house	Mar 9, 2012 5:21 PM
24	building lot	Mar 9, 2012 5:10 PM
25	Buying a lot to build for personal use	Mar 9, 2012 4:42 PM
26	out of town people	Mar 9, 2012 4:18 PM
27	Moving from Calgary	Mar 9, 2012 4:16 PM

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

28	relocating and had been renting	Mar 9, 2012 4:10 PM
29	moving to be closer to children's school	Mar 9, 2012 4:08 PM
30	single family to a different single family same price range	Mar 9, 2012 4:02 PM
31	Keeping current home as rental, moving into tthis home as main home	Mar 9, 2012 3:59 PM
32	Buying Property for Daughter Attending UBCO	Mar 9, 2012 3:47 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	<input type="checkbox"/>	9.6%	12
Single female	<input type="checkbox"/>	12.8%	16
Couple without children	<input type="checkbox"/>	23.2%	29
Two parent family with children	<input type="checkbox"/>	28.0%	35
Single parent with children	<input type="checkbox"/>	4.8%	6
Empty nesters or retired	<input type="checkbox"/>	16.8%	21
Other	<input type="checkbox"/>	4.8%	6

If "Other", please specify.

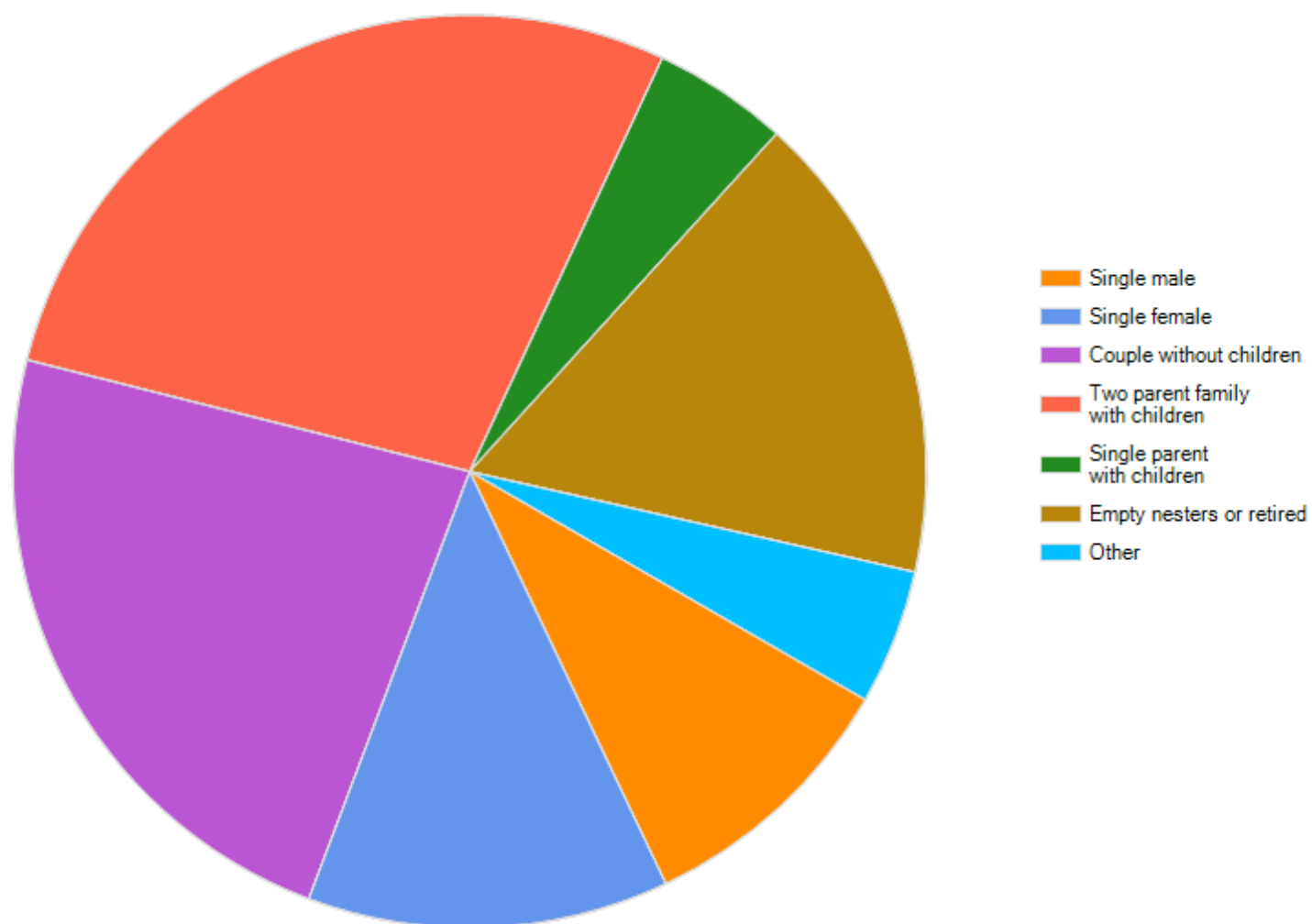
5

answered question	125
skipped question	1



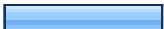

Q2. Please describe the Buyer - demographic/family status. (Check one or more.)

1	2 couples	Mar 15, 2012 1:12 PM
2	company	Mar 12, 2012 7:55 AM
3	Investors	Mar 10, 2012 9:43 AM
4	Spec builder	Mar 9, 2012 5:10 PM
5	Corporation	Mar 9, 2012 5:07 PM

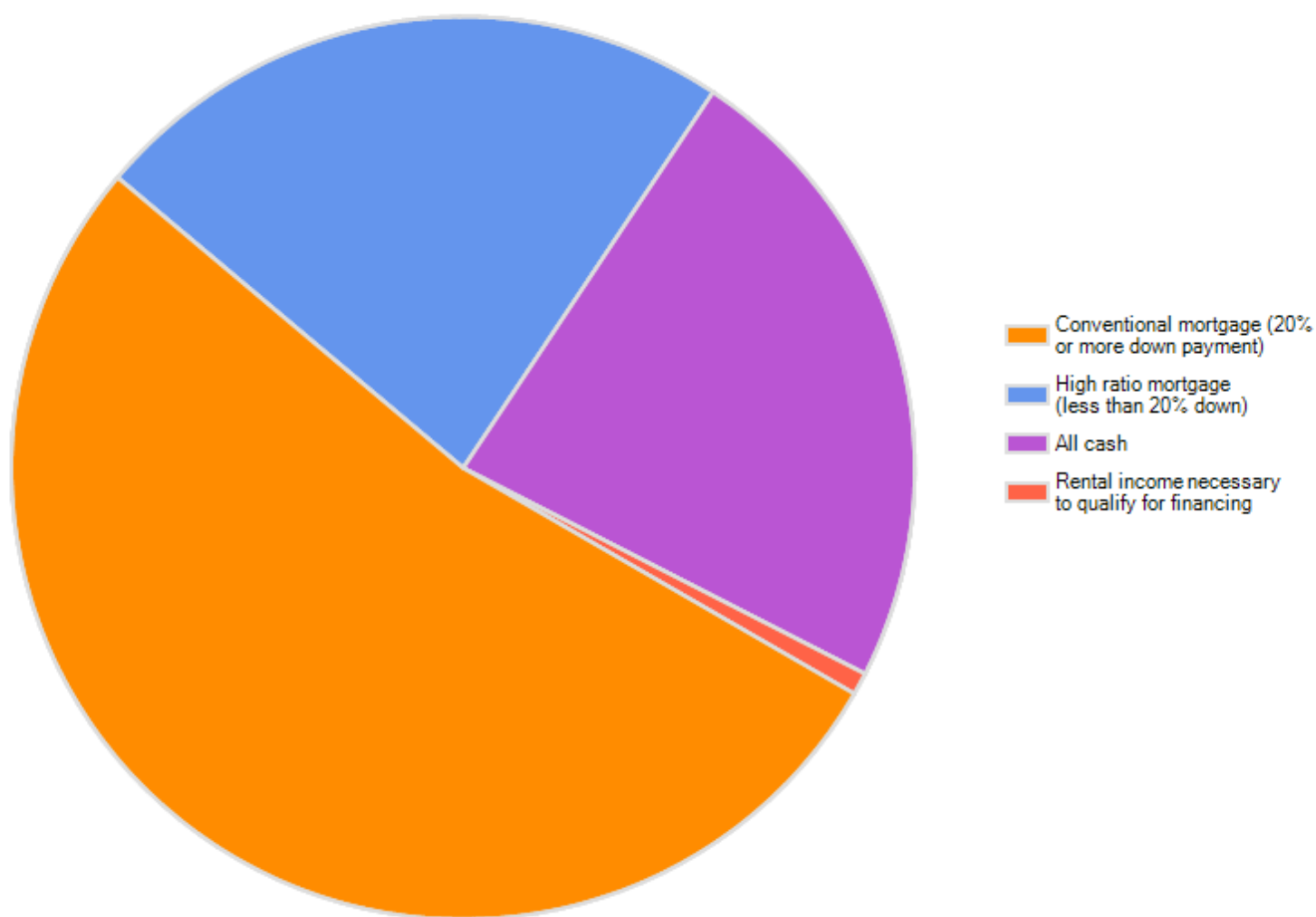
Please describe the Buyer - demographic/family status. (Check one or more.)



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







		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		53.2%	66
High ratio mortgage (less than 20% down)		23.4%	29
All cash		23.4%	29
Rental income necessary to qualify for financing		0.8%	1
answered question			124
skipped question			2

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

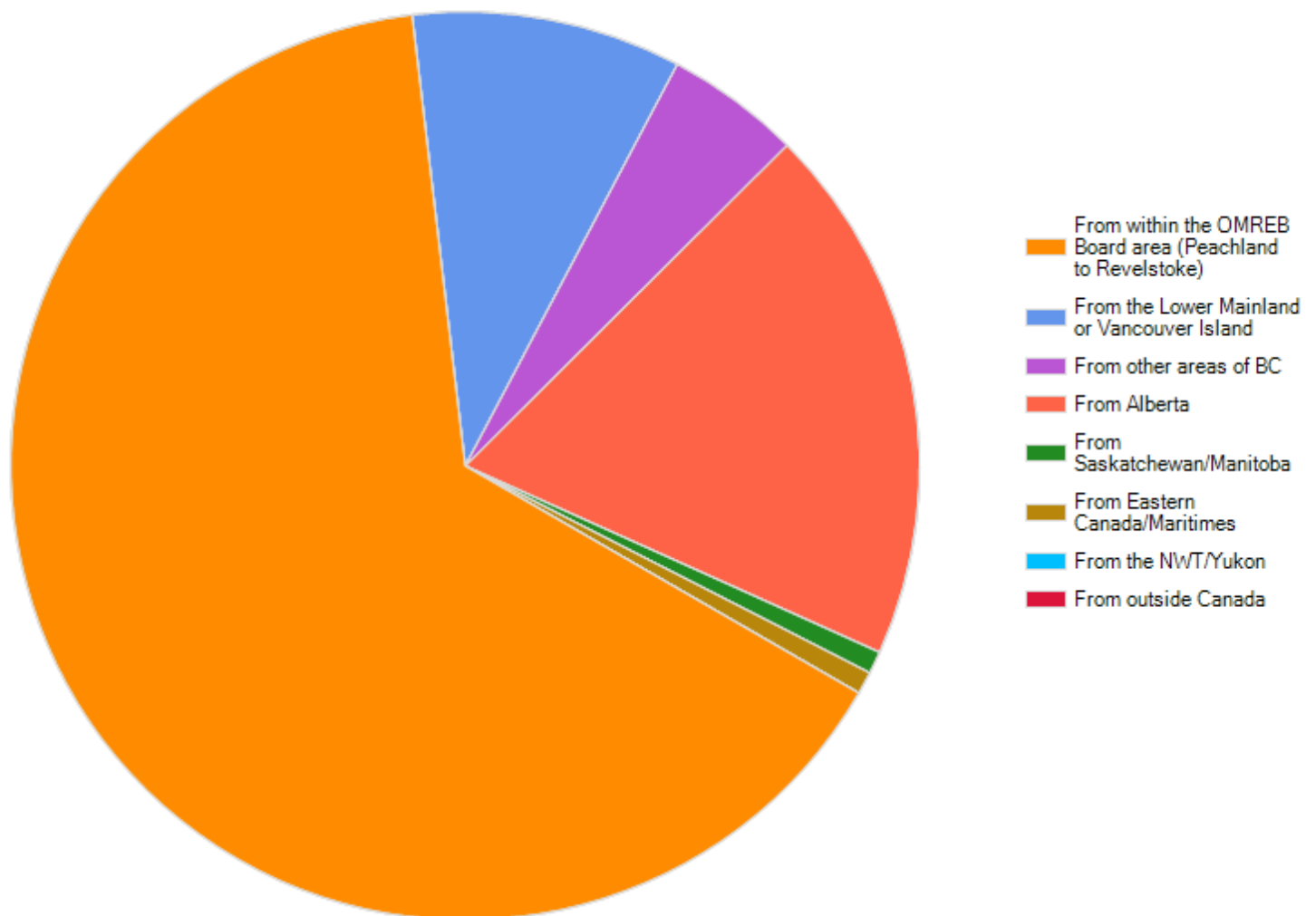


OMREB Monthly Buyers Survey - FEBRUARY 2012 SurveyMonkey







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)		64.8%	81
From the Lower Mainland or Vancouver Island		9.6%	12
From other areas of BC		4.8%	6
From Alberta		19.2%	24
From Saskatchewan/Manitoba		0.8%	1
From Eastern Canada/Maritimes		0.8%	1
From the NWT/Yukon		0.0%	0
From outside Canada		0.0%	0
answered question			125
skipped question			1

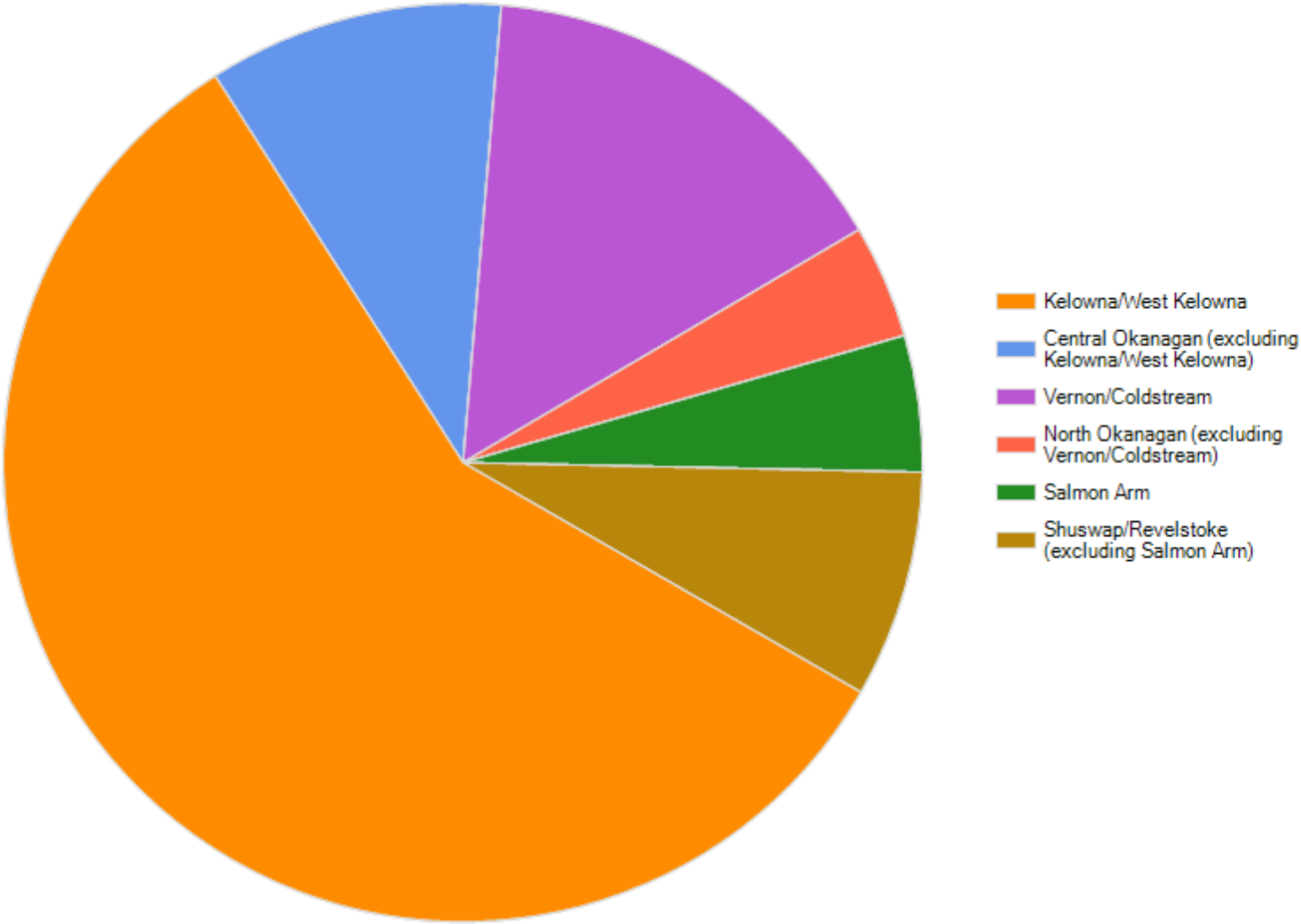
Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)



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

		Response Percent	Response Count
Kelowna/West Kelowna		57.6%	72
Central Okanagan (excluding Kelowna/West Kelowna)		10.4%	13
Vernon/Coldstream		15.2%	19
North Okanagan (excluding Vernon/Coldstream)		4.0%	5
Salmon Arm		4.8%	6
Shuswap/Revelstoke (excluding Salmon Arm)		8.0%	10
answered question			125
skipped question			1

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



Q6. Please add your comments here (optional):

1	purchased because the buyer felt it was a good deal.	Mar 16, 2012 5:07 PM
2	had originally moved to Salmon Arm and were renting there. It was too far from the airport for them.	Mar 14, 2012 12:59 PM
3	First time i've completed one of these survey so I apologize in advance if I'm missing something. This is for MLS 10041064. Thank you!	Mar 13, 2012 6:32 PM
4	Buyer was a semi retired lady with no kids, but her brother lives with her and he has 2 sons in their 20's.	Mar 13, 2012 12:23 PM
5	Bought a lot to build a house, can build cheaper than buying some older houses!	Mar 13, 2012 8:46 AM
6	It's going to be a good Spring market!	Mar 12, 2012 10:15 AM
7	Purchased a one-sixth fractional ownership property	Mar 11, 2012 11:21 AM
8	This was the purchase of a foreclosed property	Mar 10, 2012 3:13 PM
9	This client has purchased 3 properties to renovate and re-sell from me.	Mar 10, 2012 12:46 PM
10	These people were burned out in a 4 storey wood frame condo...now in a twonhome one level gated community	Mar 10, 2012 10:27 AM
11	Have a house on lake but for winter wanted a mobile in town	Mar 9, 2012 5:21 PM
12	moving from Chase to Salmon Arm. Bought lot to put modular home on. Have home in Chase still for sale.	Mar 9, 2012 5:17 PM
13	Are we breaching any confidentiality to our clients??? I ask because we are associating a specific MLS # to these questions and answers. It is not just answers to a standard list of questions that are applied to all of my sales that month, from which there's no simple way to determine if the Alberta buyer applies to my 1st or 3rd sale of the month. Instead, it now accurately connects the answers to specific individual transactions by linking them to exact MLS #'s for each set of questions.	Mar 9, 2012 5:07 PM
14	Buyers moved to Vernon to be closer to Family.	Mar 9, 2012 4:04 PM
15	Newly divorced - looking for property good for resale or rental.	Mar 9, 2012 3:45 PM