









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

		Response Percent	Response Count
First time buyer		24.8%	30
Moving from one property to an upgraded property		19.8%	24
Moving from a strata property to a single family home		3.3%	4
Moving from a single family home to a strata property		10.7%	13
Moving into a retirement home/senior's community		2.5%	3
Buying revenue property for investment purposes		13.2%	16
Buying recreational property		11.6%	14
Other		15.7%	19

If "Other", please specify (explain).

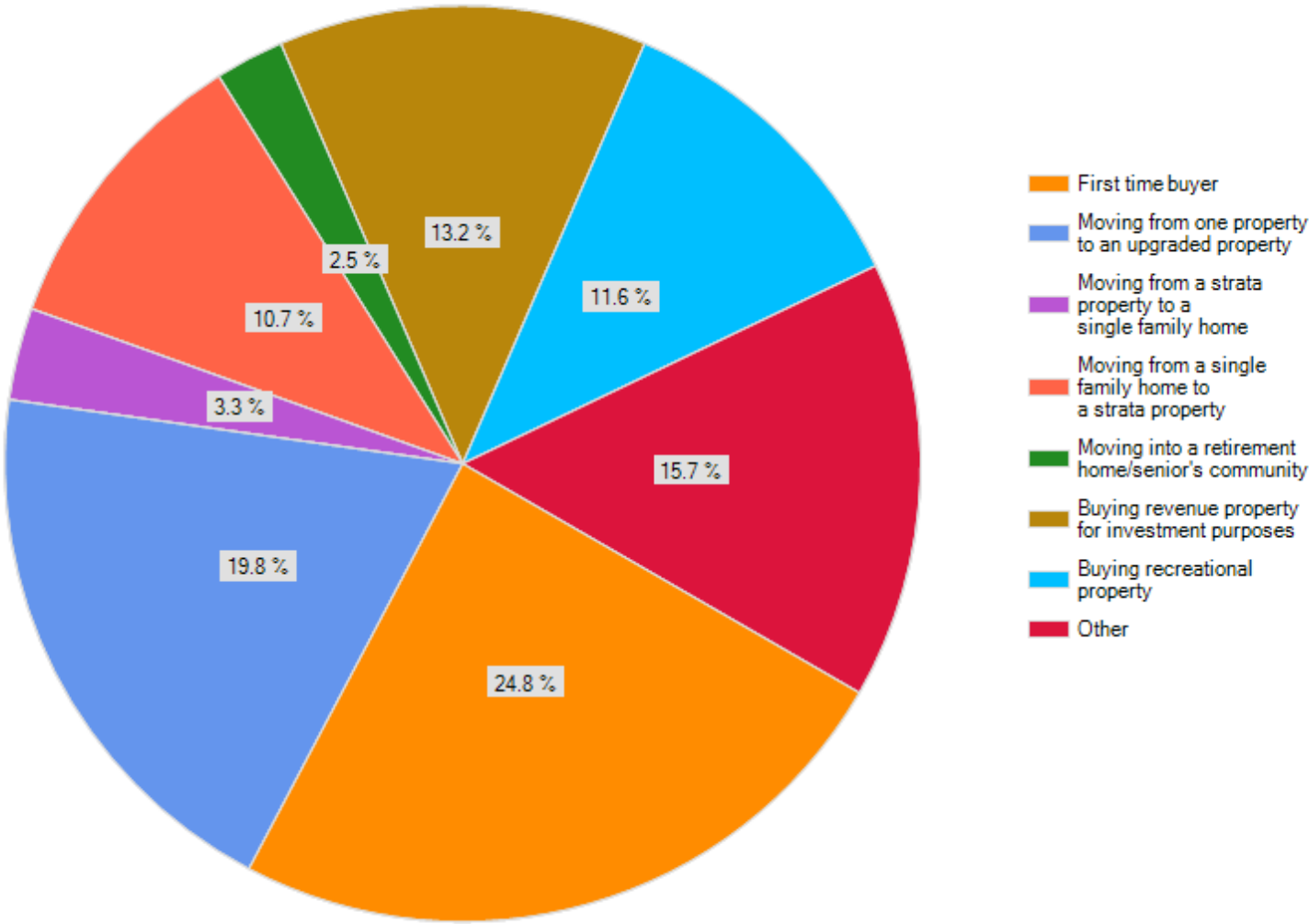
19

answered question	121
skipped question	1








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

1	Moving from an urban location to a rural location	Feb 15, 2013 9:54 AM
2	downsizers	Feb 14, 2013 7:20 PM
3	downsizing	Feb 14, 2013 2:41 PM
4	Moving from rental to purchase mobile home	Feb 14, 2013 1:14 PM
5	moving from rental to home	Feb 14, 2013 12:36 PM
6	getting back into market from rental	Feb 14, 2013 11:30 AM
7	buying a lot to build and flip.	Feb 14, 2013 10:33 AM
8	Company Transfer from Vancouver	Feb 14, 2013 9:33 AM
9	renter buying -not a first timer	Feb 14, 2013 8:24 AM
10	Relocation	Feb 14, 2013 8:23 AM
11	Relocating to Salmon Arm for work opportunity - Single Family Home	Feb 13, 2013 7:26 PM
12	Out of Country Buyer - investment - semi retirement	Feb 13, 2013 5:04 PM
13	Moving from rental property to single family home	Feb 13, 2013 4:12 PM
14	From one strata to another strata	Feb 13, 2013 3:55 PM
15	from a one Bedroom condo to a two Bedroom condo	Feb 13, 2013 3:27 PM
16	Moving from Ontario - probably a lateral move	Feb 13, 2013 3:15 PM
17	Wanting to purchase a home in the Shuswap to retire	Feb 13, 2013 3:10 PM
18	Relocating from out of town, buying a similar property	Feb 13, 2013 3:01 PM
19	relocating from the lower mainland	Feb 13, 2013 2:58 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		9.9%	12
Single female		10.7%	13
Couple without children		25.6%	31
Two parent family with children		32.2%	39
Single parent with children		2.5%	3
Empty nesters or retired		19.8%	24
Other		1.7%	2

If "Other", please specify.

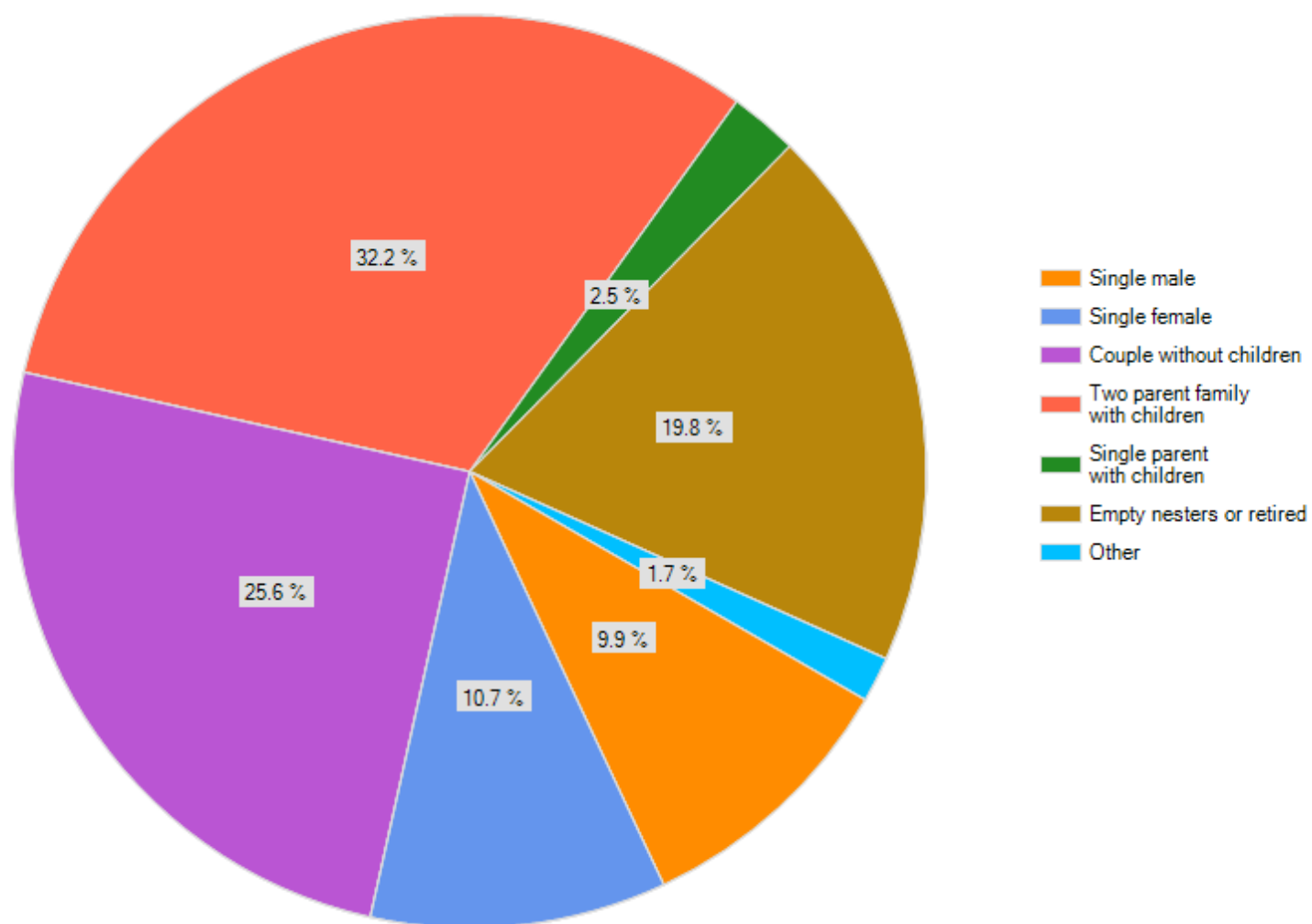
2

answered question	121
skipped question	1

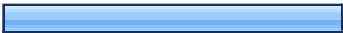



Q2. Please describe the Buyer - demographic/family status. (Check one or more.)

1	2 males	Feb 14, 2013 8:05 AM
2	Business owned by single female	Feb 13, 2013 8:13 PM

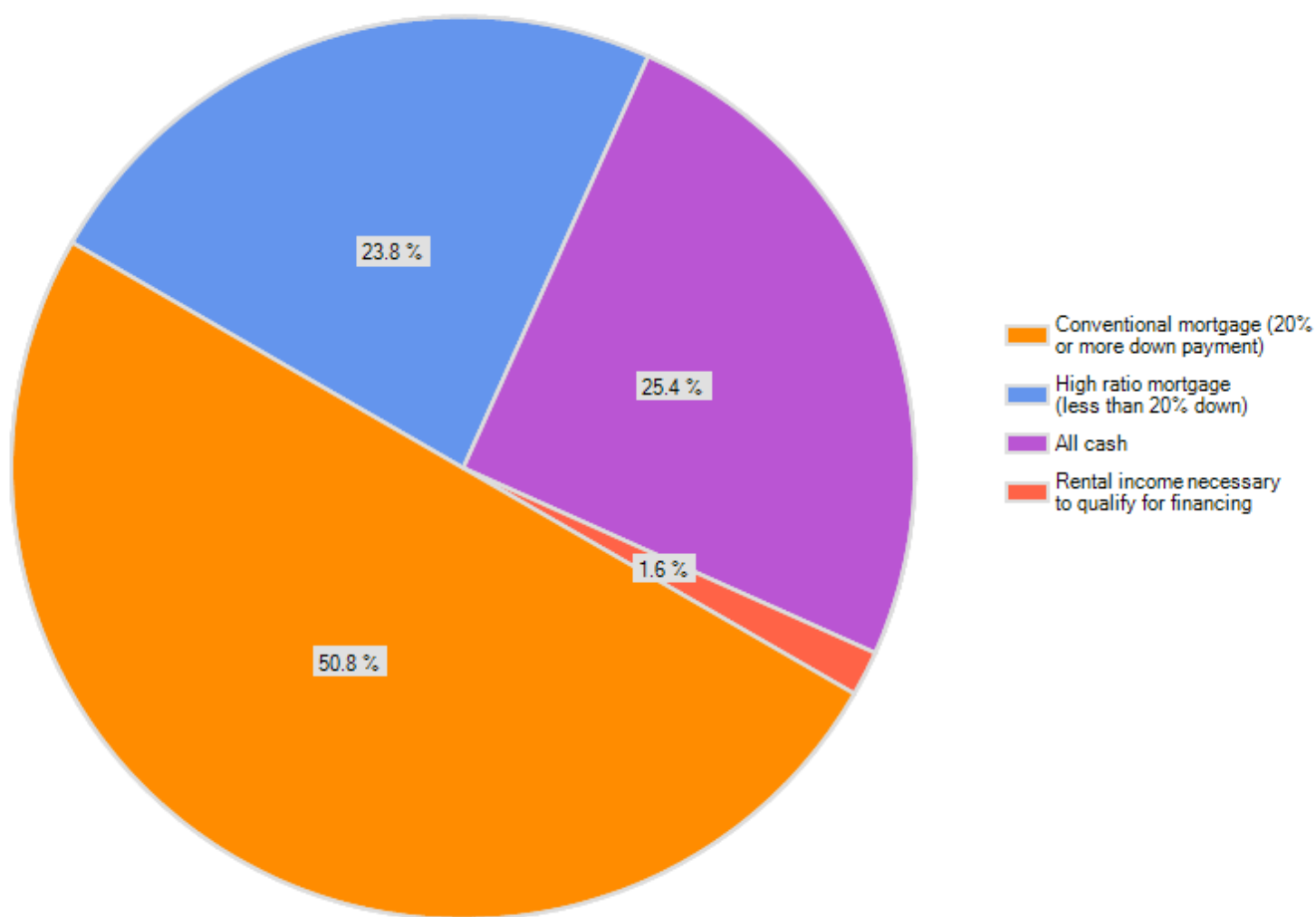
Please describe the Buyer - demographic/family status. (Check one or more.)










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

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		50.8%	62
High ratio mortgage (less than 20% down)		23.8%	29
All cash		25.4%	31
Rental income necessary to qualify for financing		1.6%	2
answered question			122
skipped question			0

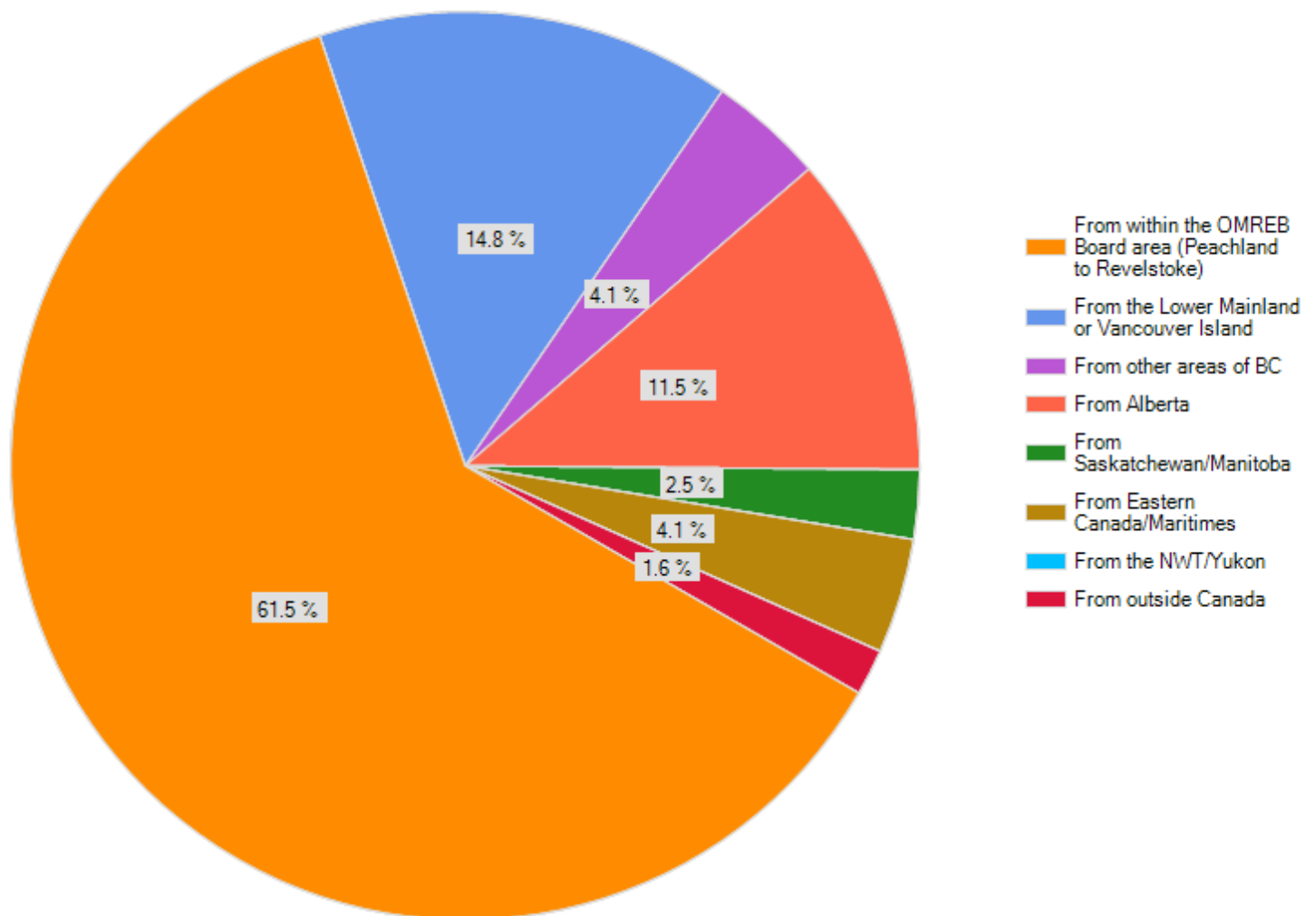
How did the Buyer finance the purchase? (Select one or more answers.)









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)		61.5%	75
From the Lower Mainland or Vancouver Island		14.8%	18
From other areas of BC		4.1%	5
From Alberta		11.5%	14
From Saskatchewan/Manitoba		2.5%	3
From Eastern Canada/Maritimes		4.1%	5
From the NWT/Yukon		0.0%	0
From outside Canada		1.6%	2
answered question			122
skipped question			0

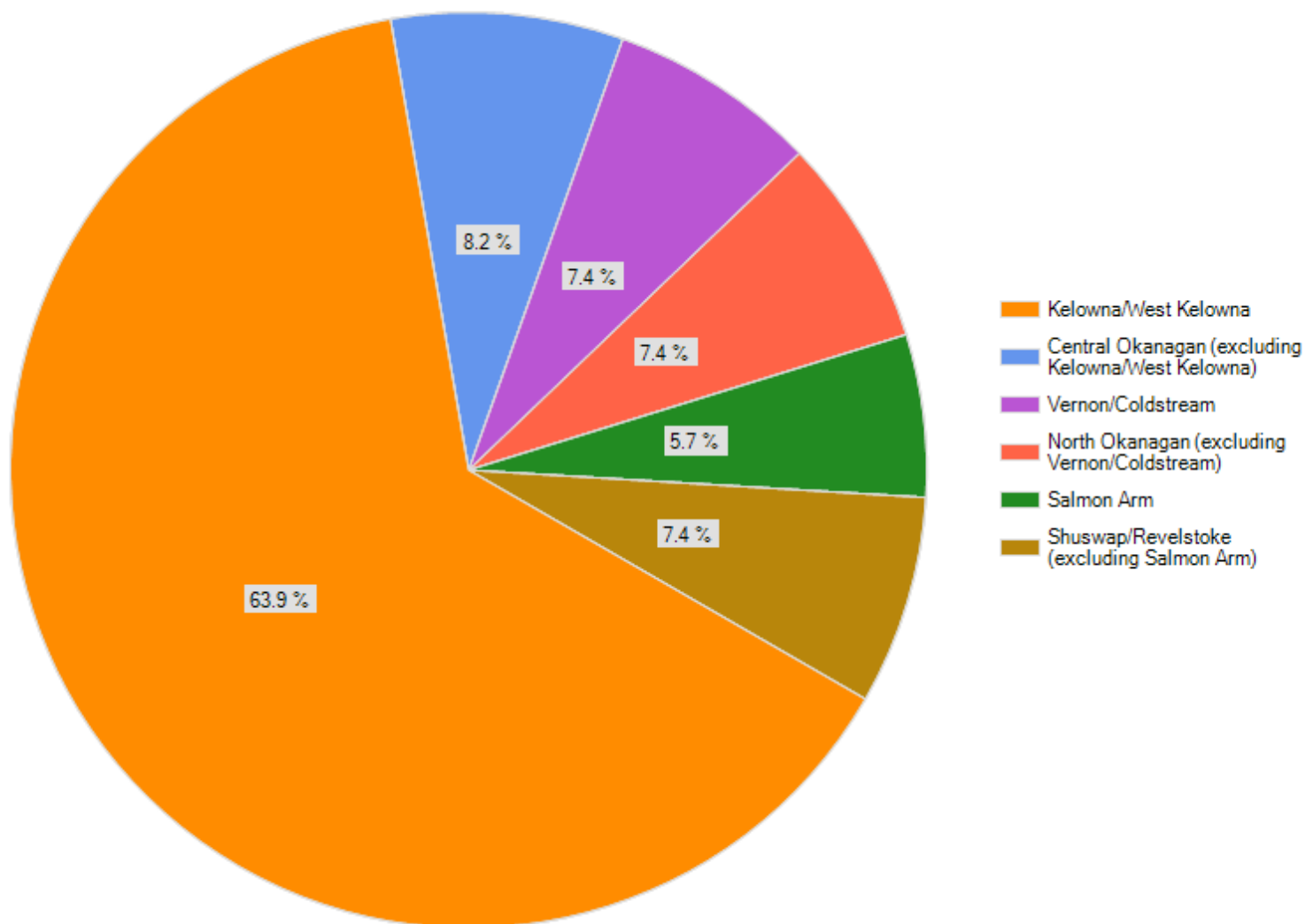
Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)



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

		Response Percent	Response Count
Kelowna/West Kelowna		63.9%	78
Central Okanagan (excluding Kelowna/West Kelowna)		8.2%	10
Vernon/Coldstream		7.4%	9
North Okanagan (excluding Vernon/Coldstream)		7.4%	9
Salmon Arm		5.7%	7
Shuswap/Revelstoke (excluding Salmon Arm)		7.4%	9
answered question			122
skipped question			0

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



Q6. Please add your comments here (optional):

1	young couple with new baby were renting purchased a townhome.	Feb 18, 2013 11:33 AM
2	Parents participating in financing	Feb 16, 2013 7:50 AM
3	RCMP Transfers	Feb 15, 2013 9:10 PM
4	My buyers with four young children were extremely pleased with our services, both with the sale of their home on a half acre and with the purchase of their new home on 30 acres which also had a rental home on it to supplement their mortgage. Would they use the services of a Realtor again - absolutely!	Feb 14, 2013 4:27 PM
5	First time home Buyers that took advantage of all the available government grants by March 31, 2013 deadline.	Feb 14, 2013 1:46 PM
6	Purchased a waterfront cabin on native land (year to year lease)	Feb 14, 2013 12:58 PM
7	Buyers financially responsible and patient (over a year) to select the right product at an acceptable value.	Feb 14, 2013 11:47 AM
8	Was a foreclosure	Feb 13, 2013 5:45 PM
9	Thank you!	Feb 13, 2013 4:16 PM
10	My buyers are from Lemans France and will use the property for recreational purposes.	Feb 13, 2013 3:22 PM
11	Big White Purchase	Feb 13, 2013 3:15 PM
12	Property purchased at Big White	Feb 13, 2013 3:12 PM
13	We need another choice for question 5 - for Big White	Feb 13, 2013 3:11 PM