









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

		Response Percent	Response Count
First time buyer		19.9%	41
Moving from one property to an upgraded property		22.8%	47
Moving from a strata property to a single family home		4.4%	9
Moving from a single family home to a strata property		13.1%	27
Moving into a retirement home/senior's community		3.9%	8
Buying revenue property for investment purposes		10.7%	22
Buying recreational property		9.7%	20
Other		18.4%	38
If "Other", please specify (explain).			49

answered question	206
skipped question	10

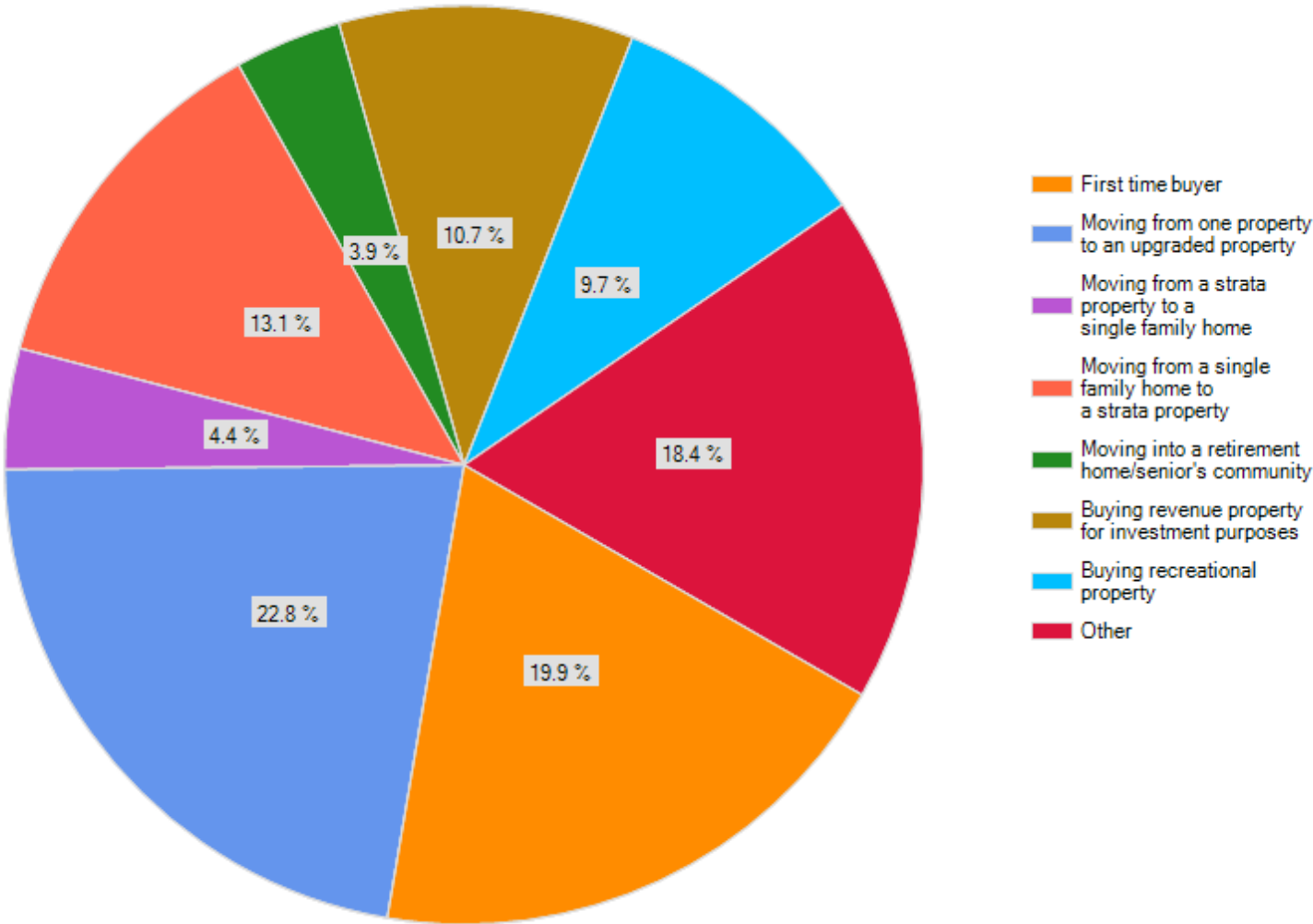
**Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)**

1	Owned in earlier years but renting just prior to purchase	Aug 26, 2012 9:29 PM
2	Purchasing similar property in different area	Aug 23, 2012 12:35 PM
3	relocating	Aug 18, 2012 12:06 PM
4	Living in rental - Prior Owners of home in Salmon Arm rented while finding the right home	Aug 17, 2012 9:38 AM
5	Moving from Fifth Wheel to manufactured home - have been travelling	Aug 15, 2012 5:49 PM
6	For Investment but if rental list is full on completion then they will occupy.	Aug 15, 2012 10:09 AM
7	Buying a lot to build a house	Aug 14, 2012 11:35 AM
8	Purchasing for parents to live in	Aug 14, 2012 10:27 AM
9	moved from Alberta	Aug 13, 2012 11:17 AM
10	downsizing	Aug 13, 2012 11:14 AM
11	moving from one area to another, similar property	Aug 12, 2012 1:32 AM
12	retired couple relocating to the okanagan	Aug 11, 2012 8:59 PM
13	Moved from Victoria	Aug 10, 2012 1:54 PM
14	Moving from Toronto to Kelowna strata-strata	Aug 10, 2012 1:12 PM
15	Relocating to a similar home from another province	Aug 10, 2012 9:29 AM
16	Moving from Rental into strata	Aug 10, 2012 9:00 AM
17	summer home	Aug 9, 2012 8:51 PM
18	for investment	Aug 9, 2012 2:58 PM
19	rental to ownership from out of town	Aug 9, 2012 2:55 PM
20	relocating to a different community in affordable housing	Aug 9, 2012 2:19 PM
21	calgary relocation	Aug 9, 2012 1:56 PM
22	Bought a smaller condo , widow now	Aug 9, 2012 1:49 PM
23	bare lot. buyer intends to build home	Aug 9, 2012 1:26 PM
24	Job transfer	Aug 9, 2012 12:31 PM
25	moving to area, downsizing into a property to be used only part of the year, retired	Aug 9, 2012 12:31 PM
26	moving to kelowna	Aug 9, 2012 12:14 PM








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

27	moving to kelowna	Aug 9, 2012 12:14 PM
28	moving to kelowna	Aug 9, 2012 12:11 PM
29	moving to kelowna	Aug 9, 2012 12:08 PM
30	moving from Ontario to retire	Aug 9, 2012 11:44 AM
31	moving from one property to build a new home	Aug 9, 2012 11:35 AM
32	Moving to an equal property in different city	Aug 9, 2012 11:30 AM
33	Mom,Dad and daughter bought for daughter to live in	Aug 9, 2012 11:25 AM
34	for redelopment	Aug 9, 2012 11:11 AM
35	lateral move from Kelowna to Vernon	Aug 9, 2012 11:09 AM
36	relocating from Winnipeg	Aug 9, 2012 11:09 AM
37	relocating to Kelowna, company transfer	Aug 9, 2012 11:07 AM
38	renting until they found the right property	Aug 9, 2012 11:07 AM
39	Moving to Kelowna from Canmore Alberta	Aug 9, 2012 11:04 AM
40	Seniors' gated community to Seniors apartment condo	Aug 9, 2012 10:57 AM
41	for retirement	Aug 9, 2012 10:36 AM
42	Sold their home in another city - parallel type property - didn't buy up or down.	Aug 9, 2012 10:30 AM
43	Relocating from out of town to another SFD	Aug 9, 2012 10:29 AM
44	Builder buying as 'fix an flip'	Aug 9, 2012 10:25 AM
45	moving from same kind of home in one area to similar home in Vernon	Aug 9, 2012 10:22 AM
46	Renting to buying single family home	Aug 9, 2012 10:20 AM
47	Relocation	Aug 9, 2012 10:17 AM
48	Moving to similar property, from out of area	Aug 9, 2012 10:13 AM
49	moving to be closer work (vernon - Lk Country)	Aug 9, 2012 10:10 AM

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		10.2%	22
Single female		16.7%	36
Couple without children		19.9%	43
<b>Two parent family with children</b>		<b>26.4%</b>	<b>57</b>
Single parent with children		4.6%	10
Empty nesters or retired		24.5%	53
Other		1.9%	4

If "Other", please specify.

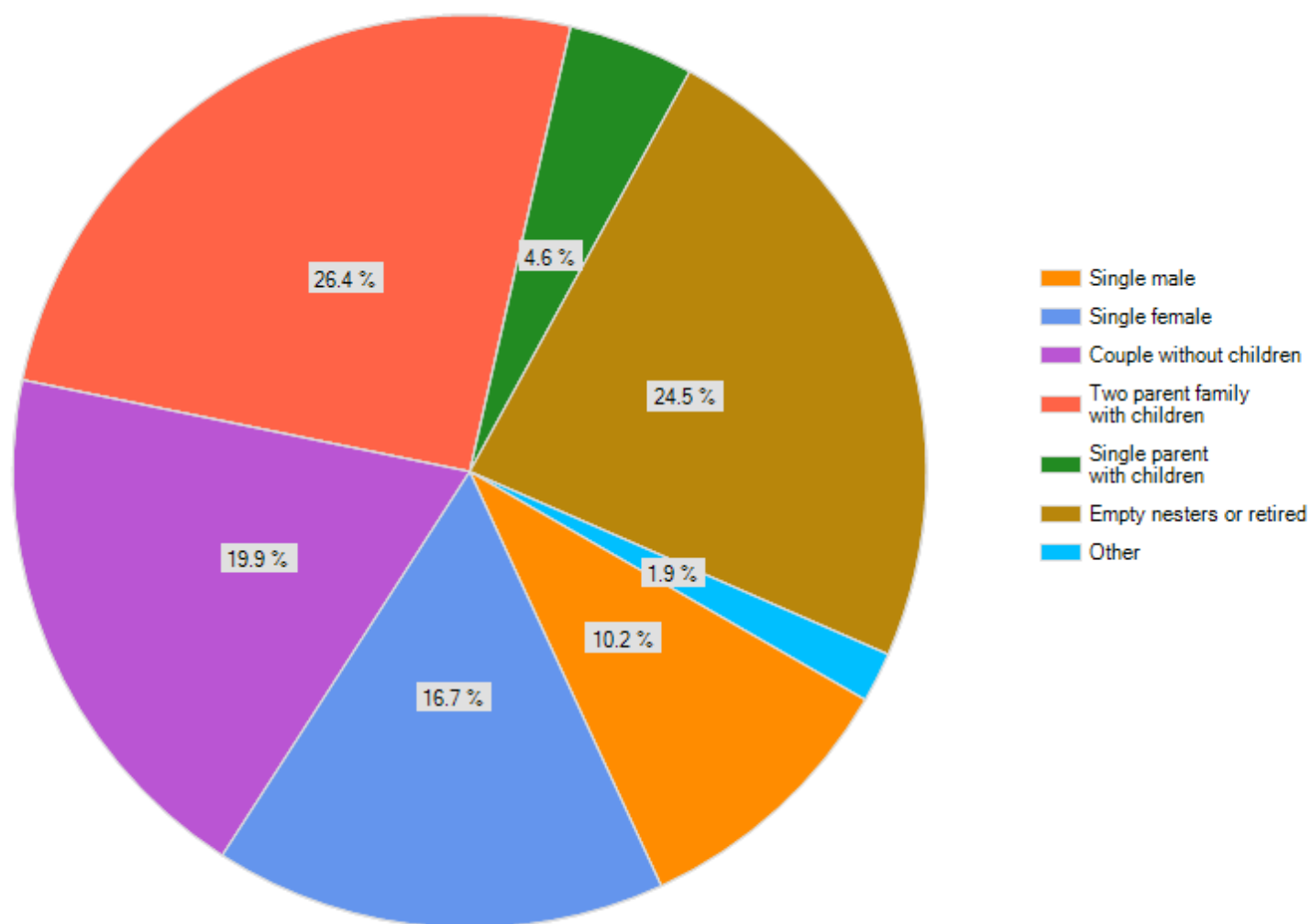
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<b>answered question</b>	<b>216</b>
<b>skipped question</b>	<b>0</b>

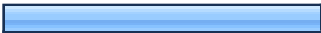



**Q2. Please describe the Buyer - demographic/family status. (Check one or more.)**

1	Couple newly relocated from Calgary, still working. Children are grown	Aug 15, 2012 10:09 AM
2	Buyer was a two parent family, but parents are retired.	Aug 14, 2012 10:27 AM
3	Mother, daughter and 2 kids	Aug 9, 2012 4:03 PM
4	Married male wife not yet in country	Aug 9, 2012 11:20 AM
5	retired.	Aug 9, 2012 11:09 AM

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

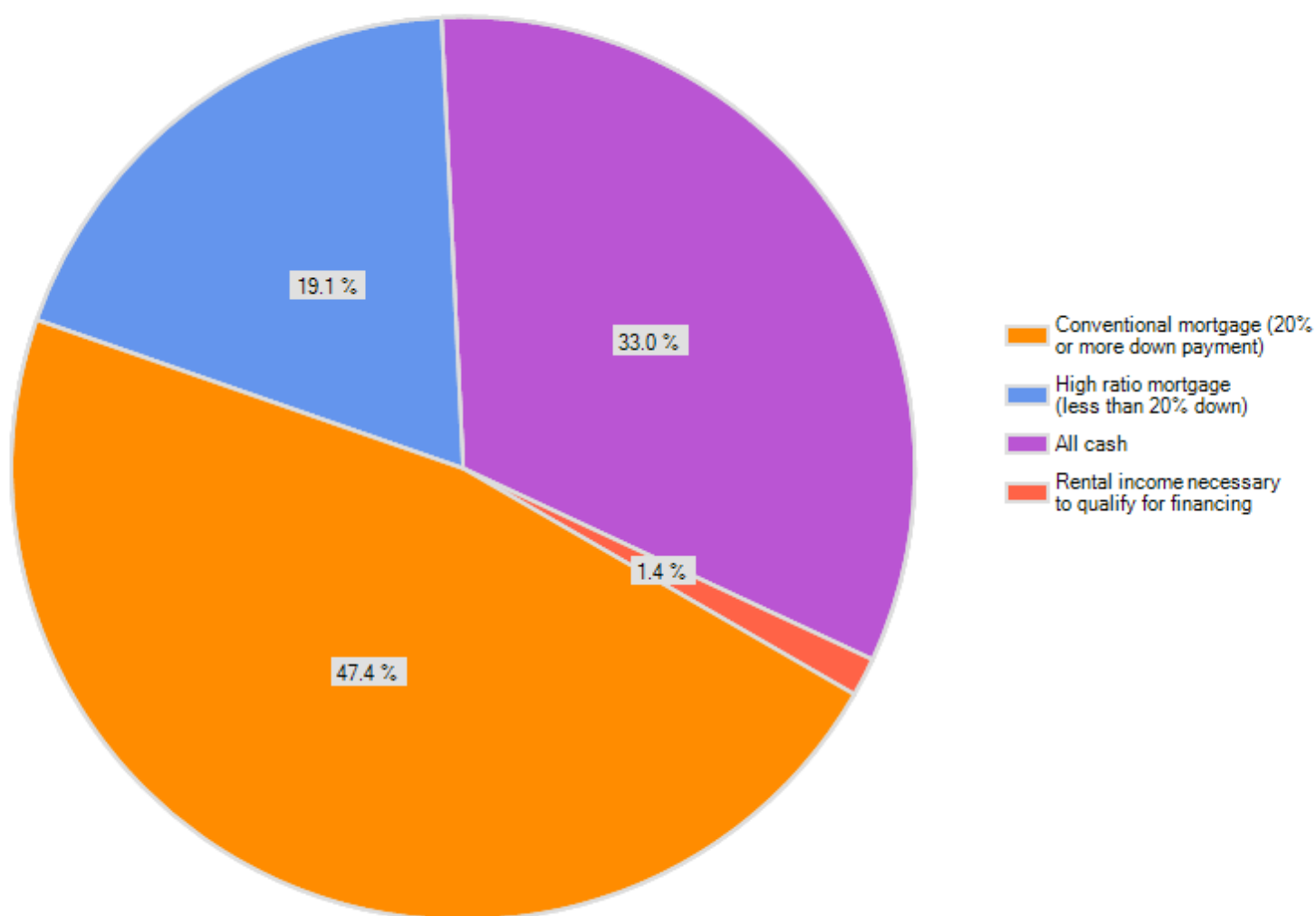


## How did the Buyer finance the purchase? (Select one or more answers.)









		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		47.4%	102
High ratio mortgage (less than 20% down)		19.1%	41
All cash		33.0%	71
Rental income necessary to qualify for financing		1.4%	3
answered question			215
skipped question			1



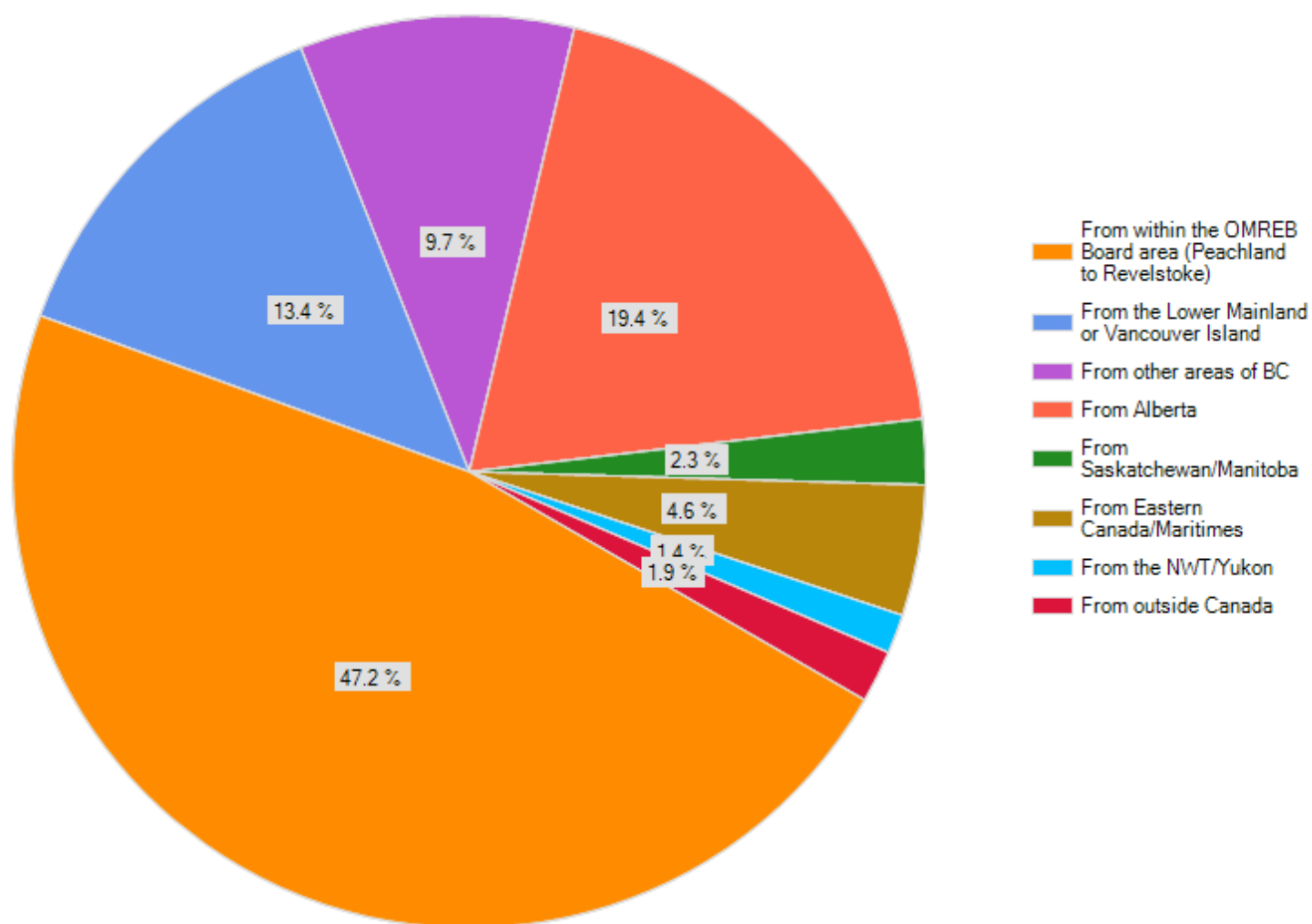
**How did the Buyer finance the purchase? (Select one or more answers.)**









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)		47.2%	102
From the Lower Mainland or Vancouver Island		13.4%	29
From other areas of BC		9.7%	21
From Alberta		19.4%	42
From Saskatchewan/Manitoba		2.3%	5
From Eastern Canada/Maritimes		4.6%	10
From the NWT/Yukon		1.4%	3
From outside Canada		1.9%	4
answered question			216
skipped question			0

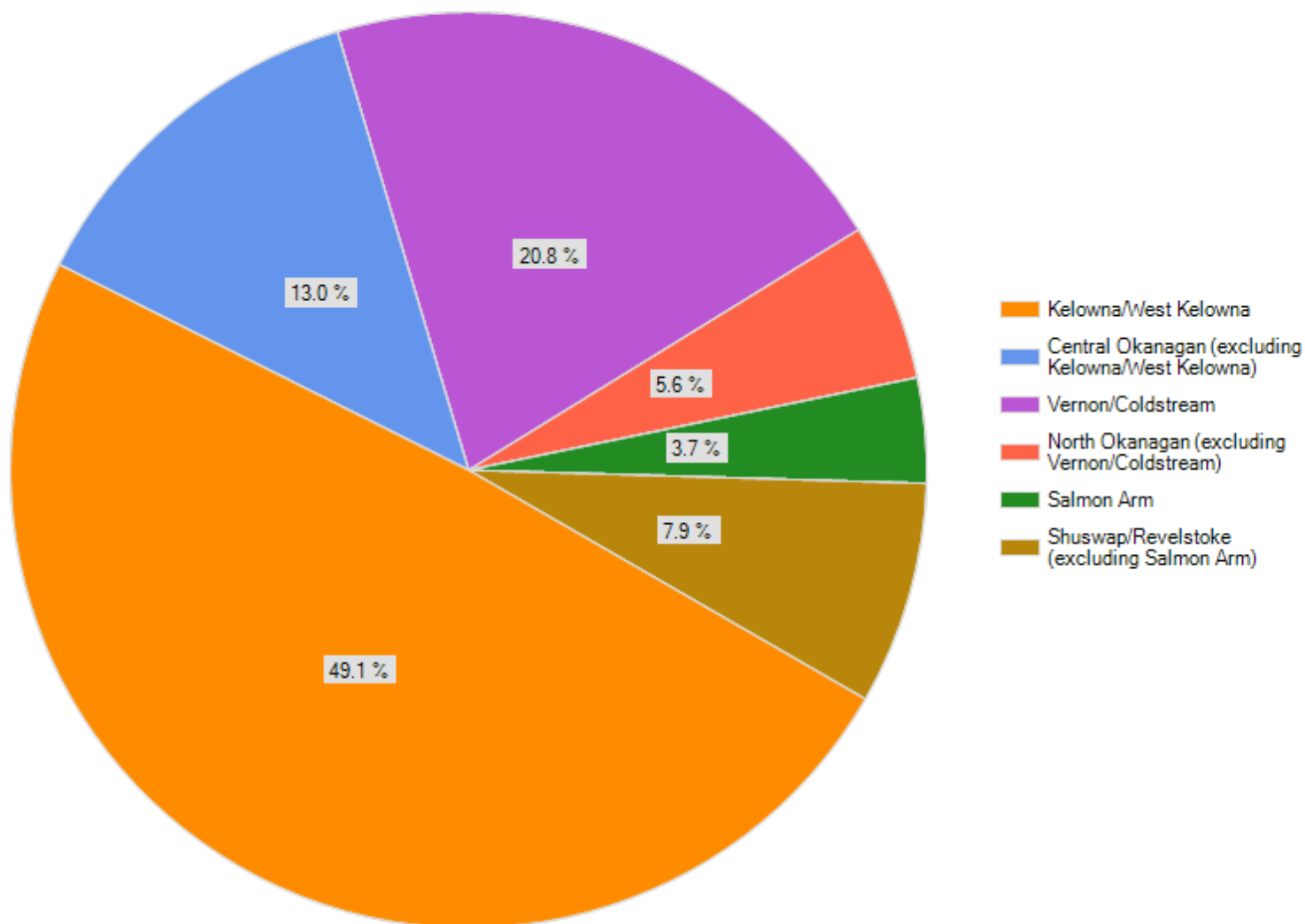
**Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)**



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

		Response Percent	Response Count
Kelowna/West Kelowna		49.1%	106
Central Okanagan (excluding Kelowna/West Kelowna)		13.0%	28
Vernon/Coldstream		20.8%	45
North Okanagan (excluding Vernon/Coldstream)		5.6%	12
Salmon Arm		3.7%	8
Shuswap/Revelstoke (excluding Salmon Arm)		7.9%	17
answered question			216
skipped question			0

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



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

1	Parents are moving from Lillooet and buyer purchased for them, as they cannot afford to purchase here as their home is not selling.	Aug 14, 2012 10:27 AM
2	Moving from a farm property to a view acreage property.	Aug 13, 2012 2:28 PM
3	This couple purchased a newer townhome because they did not want the issues associated with renovating an older home.	Aug 13, 2012 10:57 AM
4	Peachland BC	Aug 12, 2012 6:51 PM
5	Peachland BC	Aug 12, 2012 6:50 PM
6	Buyer lives in Germany but has had other recreational properties in our area, including Silver Star. They have family here and are have lived here for extended periods in the past, so very familiar.	Aug 10, 2012 12:30 PM
7	Already owns several property in Kelowna One on the lake	Aug 10, 2012 10:47 AM
8	Peachland	Aug 9, 2012 2:58 PM
9	First purchase. I was a dual agent.	Aug 9, 2012 2:57 PM
10	Would be nice if you listed the address of the property faster to look up do not go by mls #	Aug 9, 2012 2:55 PM
11	Bought a lot to build their first home on, Buyer is a builder	Aug 9, 2012 2:24 PM
12	due to marital seperation	Aug 9, 2012 2:19 PM
13	For family and seasonal use	Aug 9, 2012 1:55 PM
14	Great young couple - so happy with the cottage they purchased at LaCasa Resort!	Aug 9, 2012 1:31 PM
15	Past client	Aug 9, 2012 1:02 PM
16	client looking for a retirement home which was affordable as this is only a part time home	Aug 9, 2012 12:31 PM
17	10047802	Aug 9, 2012 12:14 PM
18	10047802	Aug 9, 2012 12:14 PM
19	10051655	Aug 9, 2012 12:12 PM
20	10045106	Aug 9, 2012 12:11 PM
21	10050807	Aug 9, 2012 12:08 PM
22	Mom, Dad and daughter are on title, home was purchased for the daughter and her 2 children to live in	Aug 9, 2012 11:25 AM
23	Works and lived in Edmonton/Fort Mac. in oil industry. decided to spend 7 days off here from work instead of Edmonton.	Aug 9, 2012 11:20 AM

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

24	unique property that fit their personal and business needs (9000 sq ft shop)	Aug 9, 2012 11:07 AM
25	Senior downsizing closer to amenities due to health and age	Aug 9, 2012 10:57 AM
26	First time home buyer, 20 years old!!!! Nice to see.	Aug 9, 2012 10:25 AM
27	The purchase was a rent to own with a one year possession date.	Aug 9, 2012 10:22 AM
28	This buyer moved from a rural area of BC to Vernon so her daughter could attend high school after being home schooled for her Elementry years.	Aug 9, 2012 10:22 AM
29	Re: MLS 10045246	Aug 9, 2012 10:14 AM
30	Property purchased in Lake Country.	Aug 9, 2012 10:12 AM
31	New construction	Aug 9, 2012 10:09 AM