

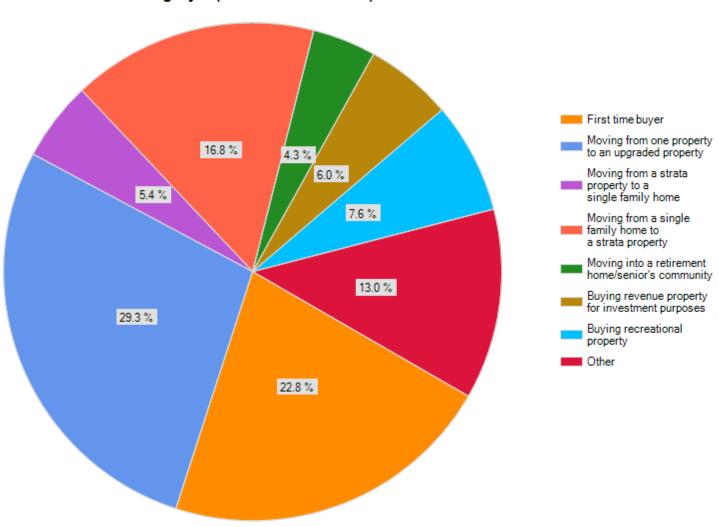
How would you best describe your most recent Buyer - property category? (Check one or more.)

	Response Percent	Response Count
First time buyer	22.8%	42
Moving from one property to an upgraded property	29.3%	54
Moving from a strata property to a single family home	5.4%	10
Moving from a single family home to a strata property	16.8%	31
Moving into a retirement home/senior's community	4.3%	8
Buying revenue property for investment purposes	6.0%	11
Buying recreational property	7.6%	14
Other	13.0%	24
	If "Other", please specify (explain).	32
	answered question	184
	skipped question	9

relocating from house to mobile home Jul 13, 2012 11:37 AM Jul 12, 2012 10:06 PM Jul 12, 2012 1:18 PM Jul 12, 2012 1:17 AM moving from the coast to a smaller property Jul 12, 2012 1:17 AM Jul 12, 2012 1:17 AM Jul 12, 2012 1:18 PM Jul 10, 2012 1:12 PM Jul 10, 2012 1:2 PM Jul 10, 2	Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)		
Buying for child going to University Jul 12, 2012 1:18 PM moving from the coast to a smaller property Jul 12, 2012 11:17 AM moving from alberta single family home to single family home Jul 11, 2012 10:26 AM building lot Jul 10, 2012 11:28 PM downsizing into smaller home Jul 10, 2012 11:25 PM purchasing for daughter to go to university Jul 10, 2012 10:16 PM moving from a single family to a mobile Jul 10, 2012 9:22 PM moving from a single family to a mobile Jul 10, 2012 9:17 PM Buying for a child in University Jul 10, 2012 3:24 PM Jul 10, 2012 3:24 PM divorce - mving from one property to another Jul 10, 2012 1:23 PM Moving back to town Jul 10, 2012 1:23 PM Moving from another town Moving from a F home to build Jul 9, 2012 7:33 PM Moving from a home and downsizing Jul 9, 2012 5:17 PM Moving from renting to buying Jul 9, 2012 3:49 PM Moving from a single family home to bare land to build a new home Jul 9, 2012 2:46 PM Moving from Bragg Creek AB Jul 9, 2012 2:45 PM moving here, transferred with work, here to Kelowna Jul 9, 2012 2:26 PM	1	relocating from house to mobile home	Jul 13, 2012 11:37 AM
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5 moving from alberta single family home to single family home 6 building lot 7 downsizing into smaller home 8 purchasing for daughter to go to university 9 moving from a single family to a mobile 10 moving from a single family to a mobile 110 Buying for a child in University 121 Buying for a child in University 132 Jul 10, 2012 3:24 PM 14 divorce - mving from one property to another 15 Moving back to town 16 Currently renting in the building - bought in building 17 moving from a S F home to build 18 Moving from a S F home and downsizing 19 Moving from a S F home and downsizing 20 moving from enting to buying 21 Moving from a home and downsizing 23 moving from a single family home to bare land to build a new home 24 Moving from Bragg Creek AB 25 moving here. transferred with work, here to Kelowna 20 Jul 19, 2012 2:26 PM 20 moving from Bragg Creek AB 20 moving here. transferred with work, here to Kelowna 20 Jul 19, 2012 2:26 PM 20 moving here. transferred with work, here to Kelowna 20 Jul 19, 2012 2:26 PM 21 moving here. transferred here with work, here to Kelowna 25 Jul 19, 2012 2:26 PM	3	Buying for child going to University	Jul 12, 2012 1:18 PM
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26 referral, transferred here with work, here to Kelowna Jul 9, 2012 2:26 PM	24	Moving from Bragg Creek AB	Jul 9, 2012 2:45 PM
	25	moving here. transferred with work.	Jul 9, 2012 2:27 PM
27 Parents bought condo for daughter who attends UBCO Jul 9, 2012 2:23 PM	26	referral, transferred here with work, here to Kelowna	Jul 9, 2012 2:26 PM
	27	Parents bought condo for daughter who attends UBCO	Jul 9, 2012 2:23 PM

Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)		
28	mobile to a mobile	Jul 9, 2012 2:10 PM
29	Retireing from Calgary from a nice house to an equally nice, but "dream" home.	Jul 9, 2012 1:51 PM
30	Sold a couple of yrs ago. Getting back into the market.	Jul 9, 2012 1:43 PM
31	Relocated from Ontario	Jul 9, 2012 1:36 PM
32	builder	Jul 9, 2012 1:16 PM

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

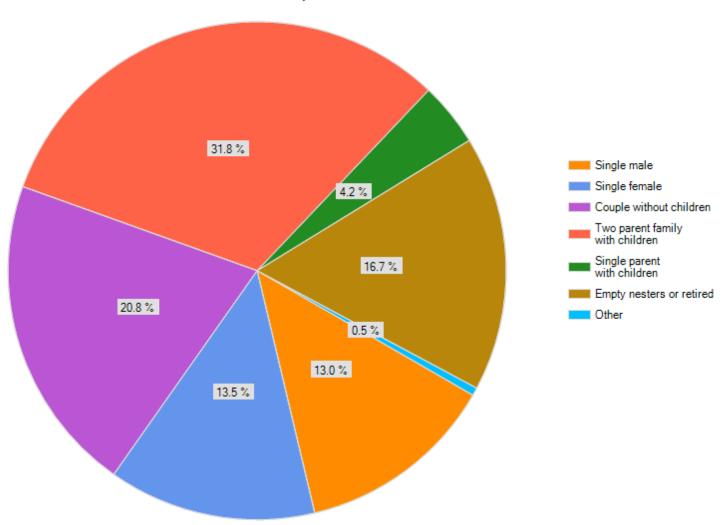




Please describe the Buyer - demographic/family status. (Check one or more.)			
	Response Percent	Response Count	
Single male	13.0%	2	
Single female	13.5%	2	
Couple without children	20.8%	4	
Two parent family with children	31.8%	6	
Single parent with children	4.2%		
Empty nesters or retired	16.7%	3	
Other	0.5%		
	If "Other", please specify.		
	answered question	19	
	skipped question		

Q2. Please describe the Buyer - demographic/family status. (Check one or more.)		
1	business man - investor	Jul 10, 2012 6:22 PM
2	male parent, female parent combining 2 families	Jul 9, 2012 3:39 PM
3	Single retired male	Jul 9, 2012 1:48 PM

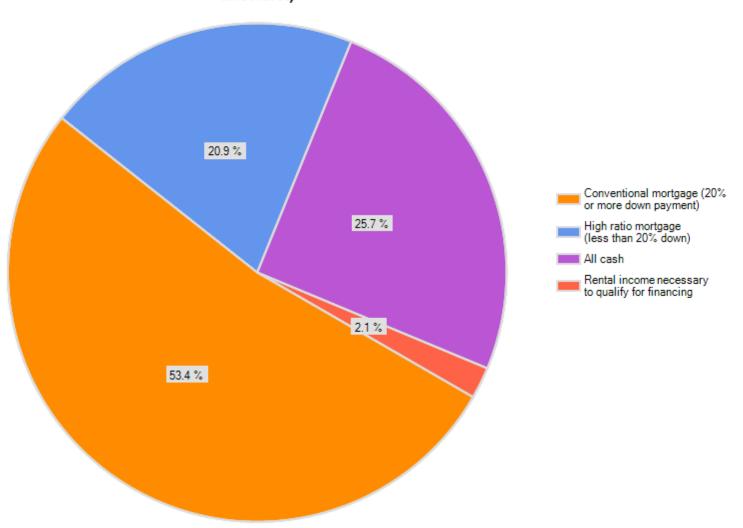
Please describe the Buyer - demographic/family status. (Check one or more.)





How did the Buyer finance the purchase? (Select one or more answers.) Response Response **Percent** Count Conventional mortgage (20% or 53.4% 102 more down payment) High ratio mortgage (less than 20% 20.9% 40 down) 25.7% All cash 49 Rental income necessary to qualify 2.1% 4 for financing answered question 191 skipped question 2

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

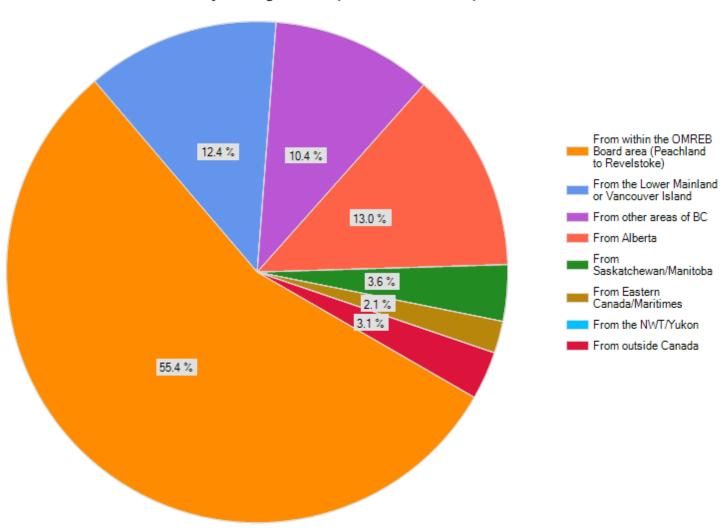




Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

	Response Percent	Response Count
From within the OMREB Board area (Peachland to Revelstoke)	55.4%	107
From the Lower Mainland or Vancouver Island	12.4%	24
From other areas of BC	10.4%	20
From Alberta	13.0%	25
From Saskatchewan/Manitoba	3.6%	7
From Eastern Canada/Maritimes	2.1%	4
From the NWT/Yukon	0.0%	0
From outside Canada	3.1%	6
	answered question	193
	skipped question	0

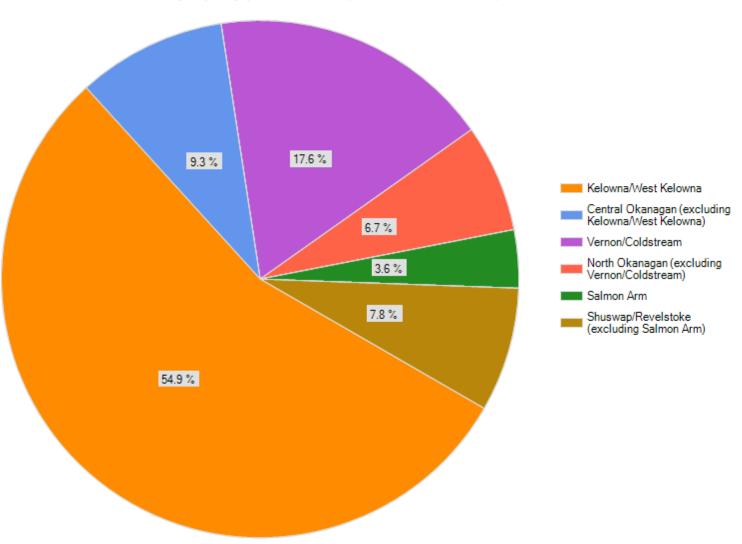
Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)





In what area was the property purchased? (Select one answer.) Response Response **Percent** Count Kelowna/West Kelowna 54.9% 106 Central Okanagan (excluding 9.3% 18 Kelowna/West Kelowna) Vernon/Coldstream 17.6% 34 North Okanagan (excluding 6.7% 13 Vernon/Coldstream) 7 Salmon Arm 3.6% Shuswap/Revelstoke (excluding 7.8% 15 Salmon Arm) answered question 193 skipped question 0

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





Please add your comments here (optional):	
	Response Count
	12
answered question	12
skipped question	181

Q6. Ple	Q6. Please add your comments here (optional):			
1	Retired Couple Moving from Single Family to Adult Strata	Jul 15, 2012 10:47 PM		
2	Well to do buyer purchasing waterfront recreational property	Jul 15, 2012 10:40 PM		
3	Moved from Richmond, took a \$150,000.00 drop in the sale of their home and was not able to purchase what they were hoping for here in Vernon. t	Jul 12, 2012 3:58 PM		
4	Purchase in a Mobile Home Park on Native Land	Jul 12, 2012 3:55 PM		
5	rented for a year before finding the right house	Jul 12, 2012 11:21 AM		
6	Buyers tried few times. financing is difficult to secure it needs second income	Jul 11, 2012 12:35 PM		
7	foreclosure sale	Jul 9, 2012 5:38 PM		
8	This was a recreational property but they upgraded to a better location.	Jul 9, 2012 3:36 PM		
9	Peachland home bought,,,,,where is Peachland in question 5?	Jul 9, 2012 2:26 PM		
10	Peachland	Jul 9, 2012 2:10 PM		
11	The deal was a trade.	Jul 9, 2012 1:51 PM		
12	This sale was a former grow-op that was remediated	Jul 9, 2012 1:39 PM		