









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
<b>Moving from one property to an upgraded property</b>		<b>29.3%</b>	<b>54</b>
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

<b>answered question</b>	<b>184</b>
<b>skipped question</b>	<b>9</b>

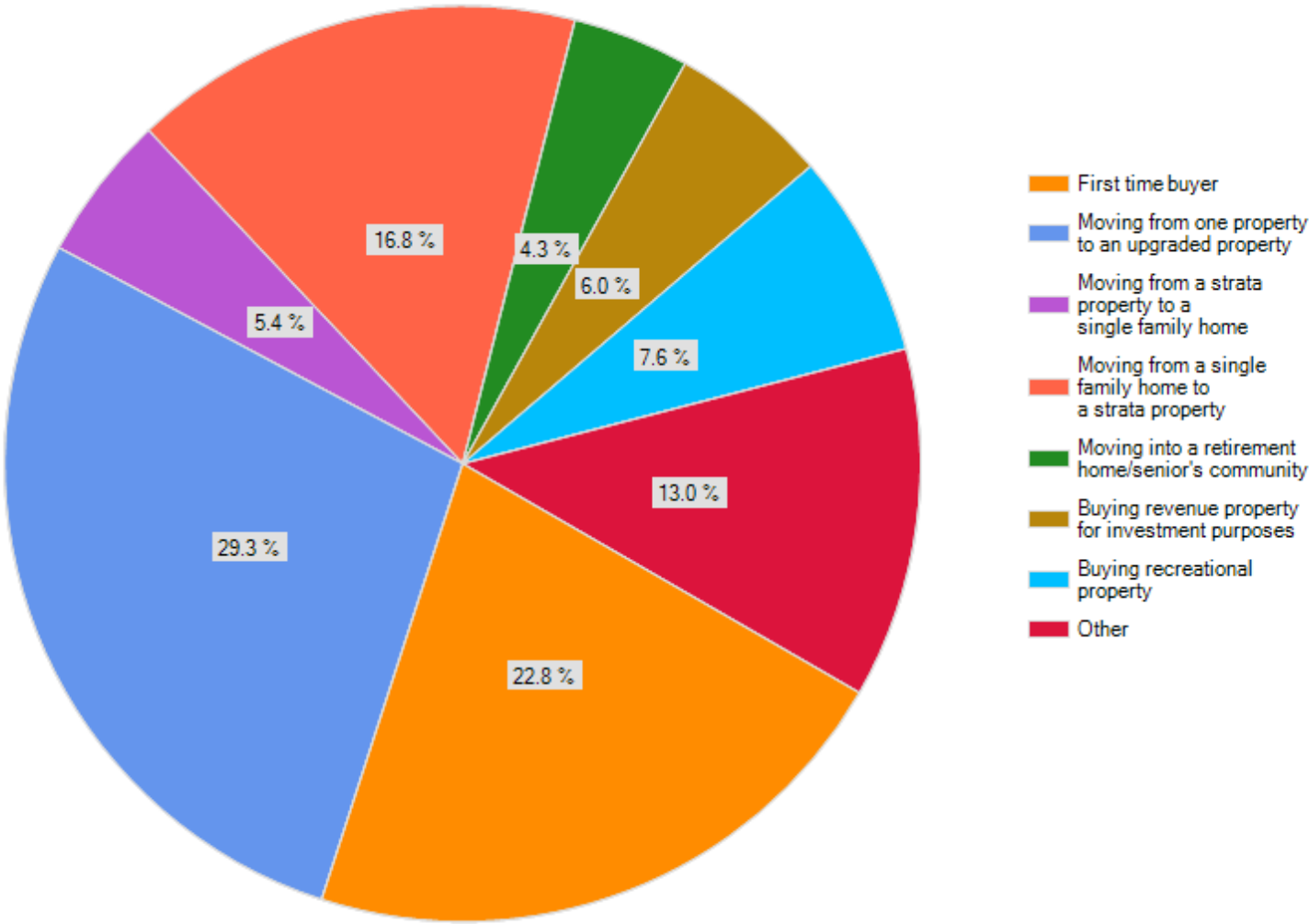
**Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)**

1	relocating from house to mobile home	Jul 13, 2012 11:37 AM
2	Joel	Jul 12, 2012 10:06 PM
3	Buying for child going to University	Jul 12, 2012 1:18 PM
4	moving from the coast to a smaller property	Jul 12, 2012 11:17 AM
5	moving from alberta single family home to single family home	Jul 11, 2012 10:26 AM
6	building lot	Jul 10, 2012 11:28 PM
7	downsizing into smaller home	Jul 10, 2012 11:25 PM
8	purchasing for daughter to go to university	Jul 10, 2012 10:16 PM
9	moving from a single family to a mobile	Jul 10, 2012 9:22 PM
10	moving from a single family to a mobile	Jul 10, 2012 9:17 PM
11	Buying for a child in University	Jul 10, 2012 3:24 PM
12	Buying for a child in University	Jul 10, 2012 3:24 PM
13	former home owners currently renting	Jul 10, 2012 1:26 PM
14	divorce - mving from one property to another	Jul 10, 2012 1:23 PM
15	Moving back to town	Jul 10, 2012 10:22 AM
16	Currently renting in the building - bought in building	Jul 10, 2012 8:47 AM
17	moving from another town	Jul 10, 2012 7:59 AM
18	Moving from similar single family home in another province	Jul 9, 2012 7:33 PM
19	Moving from a S F home to build	Jul 9, 2012 6:55 PM
20	moving from a home and downsizing	Jul 9, 2012 5:17 PM
21	Moving from renting to buying	Jul 9, 2012 4:31 PM
22	re- location	Jul 9, 2012 3:49 PM
23	moving from a single family home to bare land to build a new home	Jul 9, 2012 2:56 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
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%	25
Single female		13.5%	26
Couple without children		20.8%	40
<b>Two parent family with children</b>		<b>31.8%</b>	<b>61</b>
Single parent with children		4.2%	8
Empty nesters or retired		16.7%	32
Other		0.5%	1

If "Other", please specify.

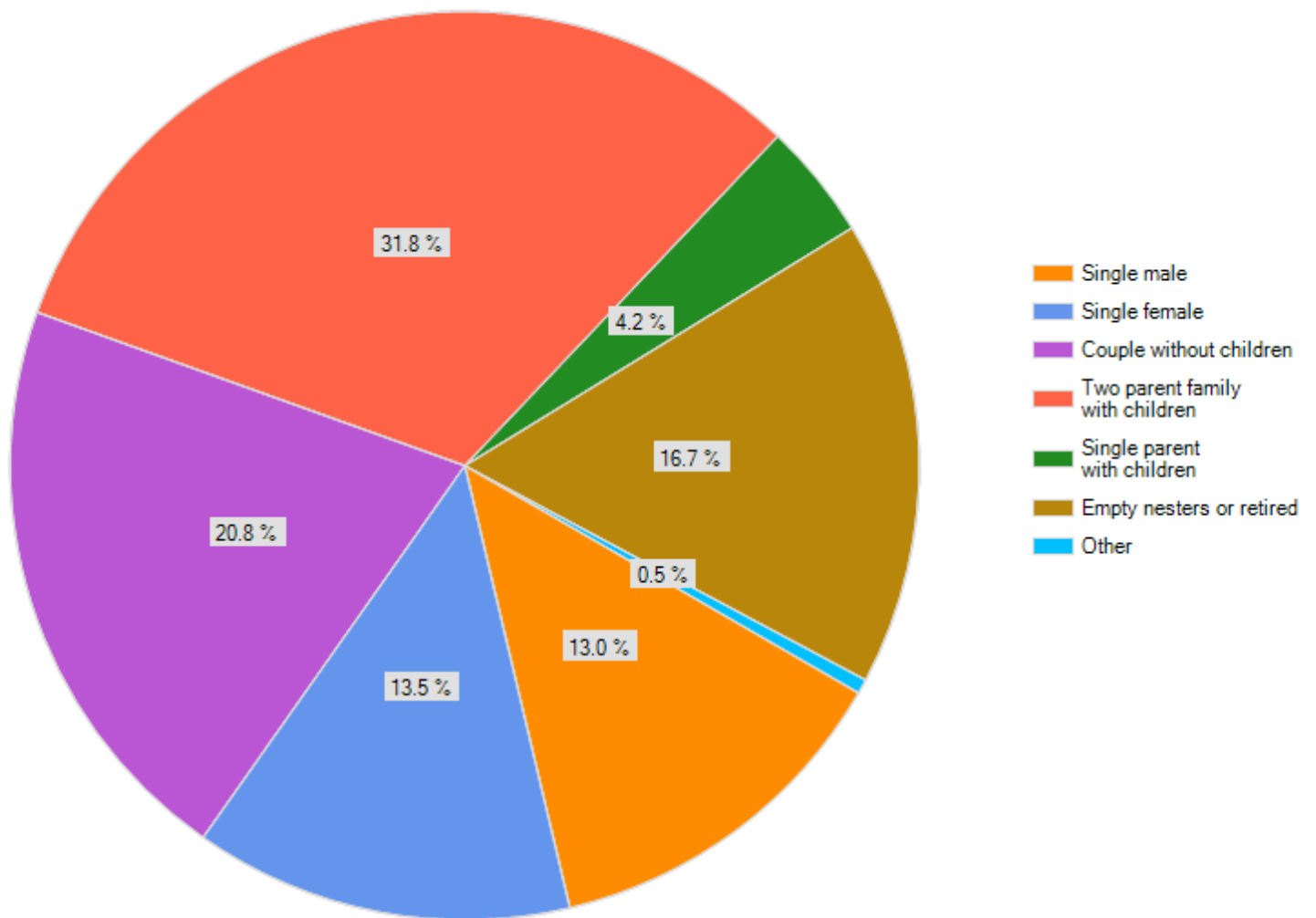
3

<b>answered question</b>	<b>192</b>
<b>skipped question</b>	<b>1</b>

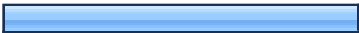



**Q2. Please describe the Buyer - demographic/family status. (Check one or more.)**

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.)**

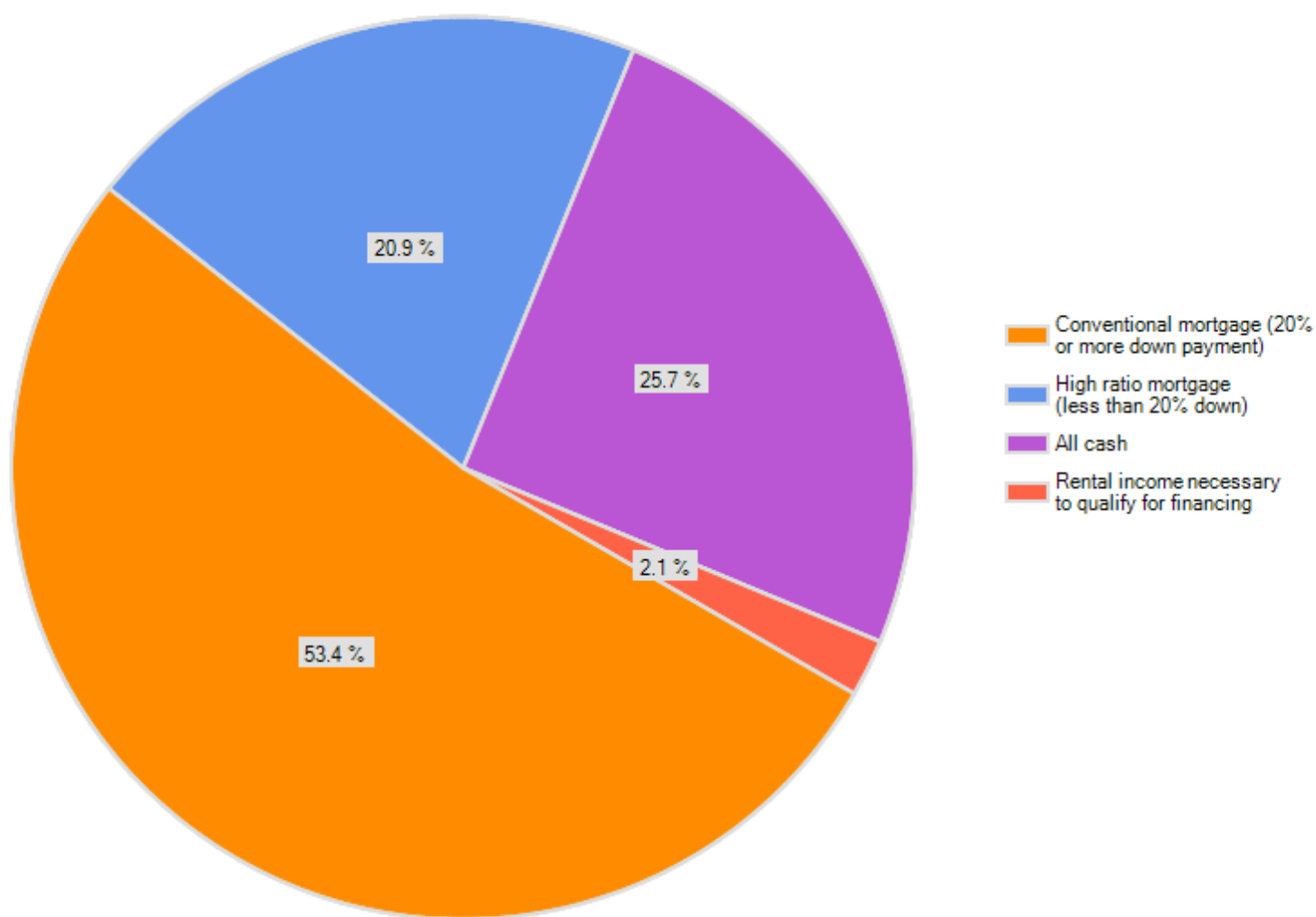


## How did the Buyer finance the purchase? (Select one or more answers.)








		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		53.4%	102
High ratio mortgage (less than 20% down)		20.9%	40
All cash		25.7%	49
Rental income necessary to qualify for financing		2.1%	4
answered question			191
skipped question			2



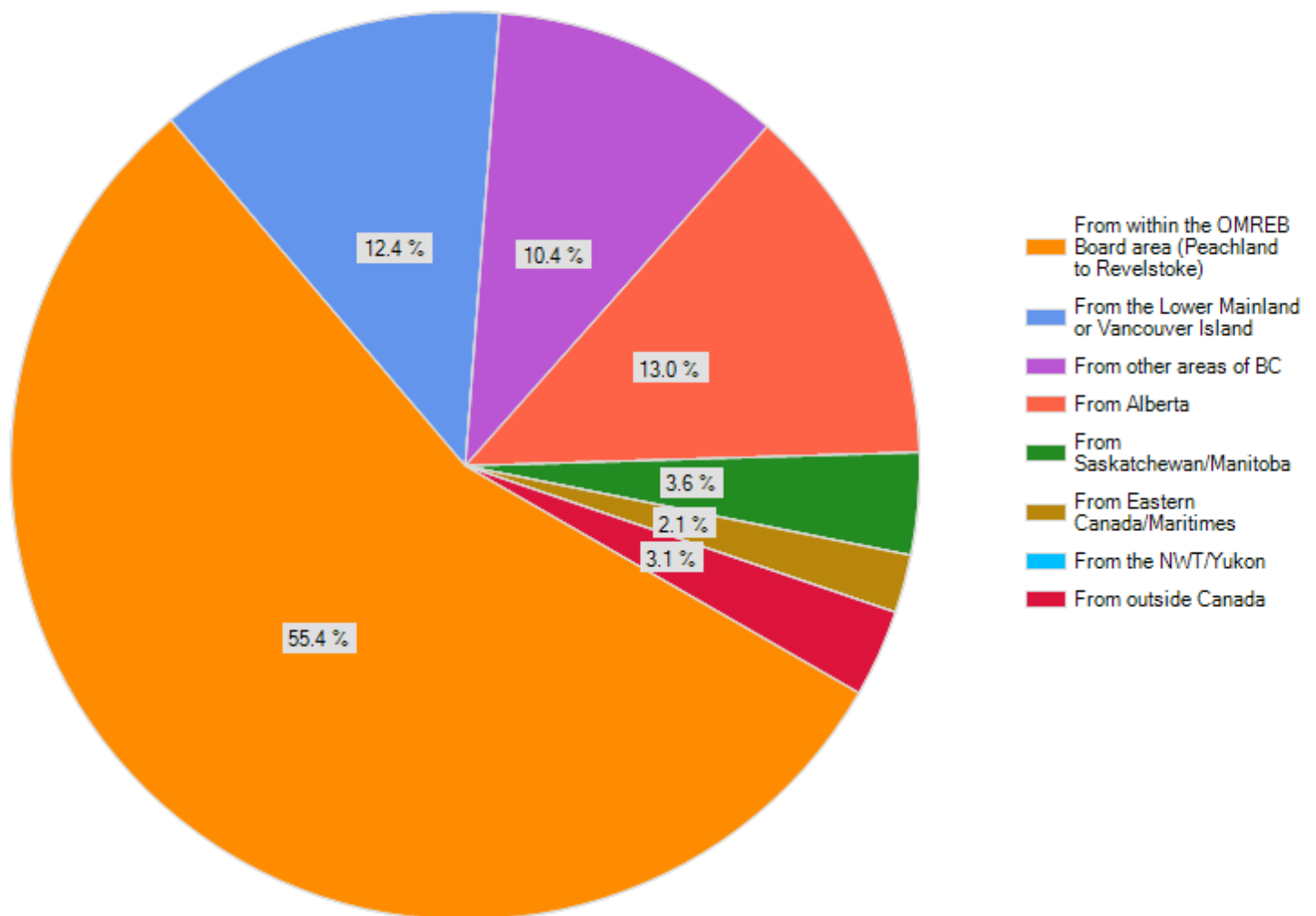
**How did the Buyer finance the purchase? (Select one or more answers.)**









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

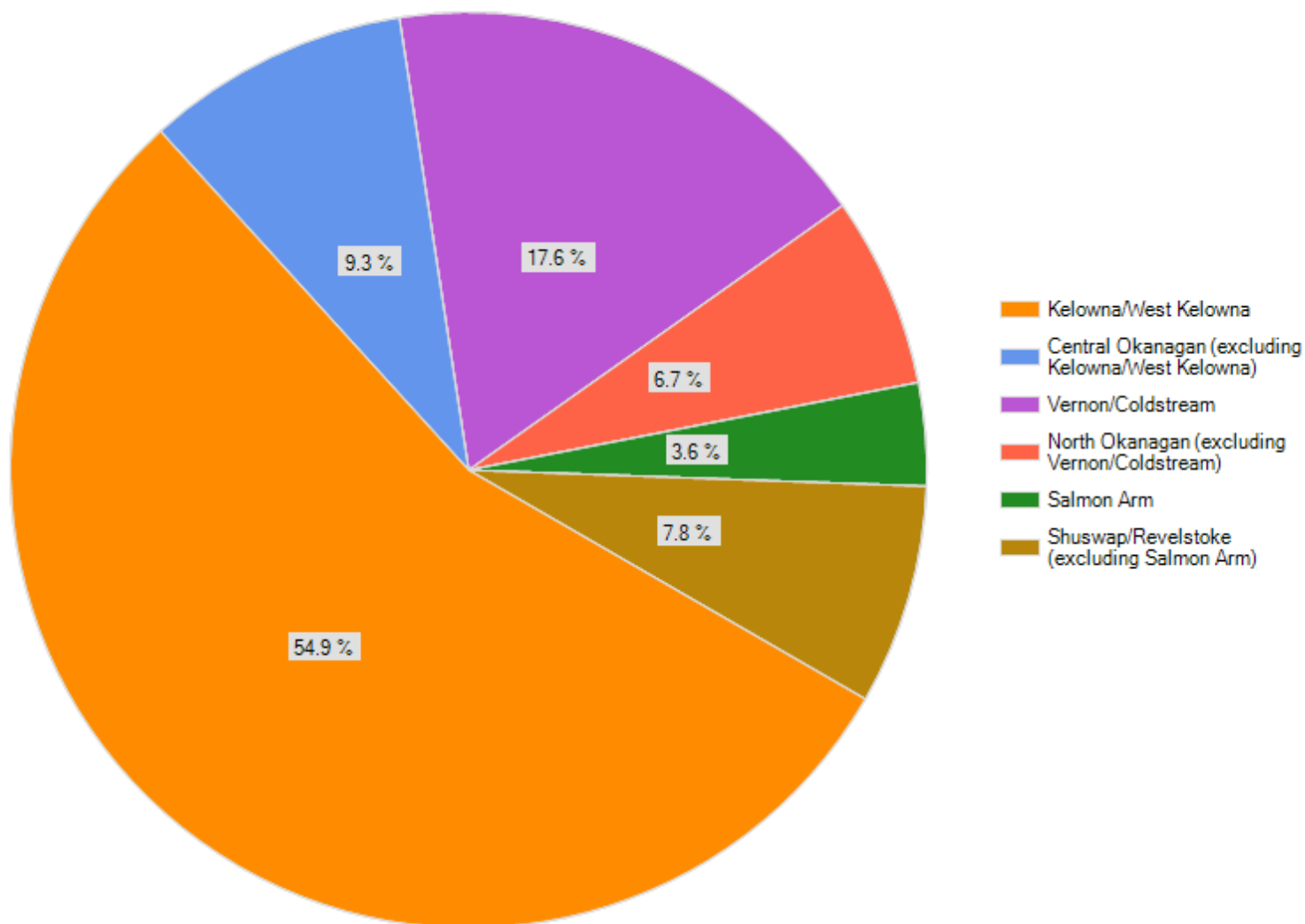
**Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)**



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

		Response Percent	Response Count
Kelowna/West Kelowna		54.9%	106
Central Okanagan (excluding Kelowna/West Kelowna)		9.3%	18
Vernon/Coldstream		17.6%	34
North Okanagan (excluding Vernon/Coldstream)		6.7%	13
Salmon Arm		3.6%	7
Shuswap/Revelstoke (excluding Salmon Arm)		7.8%	15
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. 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