









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

		Response Percent	Response Count
First time buyer		21.3%	38
Moving from one property to an upgraded property		28.7%	51
Moving from a strata property to a single family home		3.4%	6
Moving from a single family home to a strata property		9.6%	17
Moving into a retirement home/senior's community		3.9%	7
Buying revenue property for investment purposes		12.4%	22
Buying recreational property		5.6%	10
Other		19.7%	35

If "Other", please specify (explain).

41

answered question	178
skipped question	3

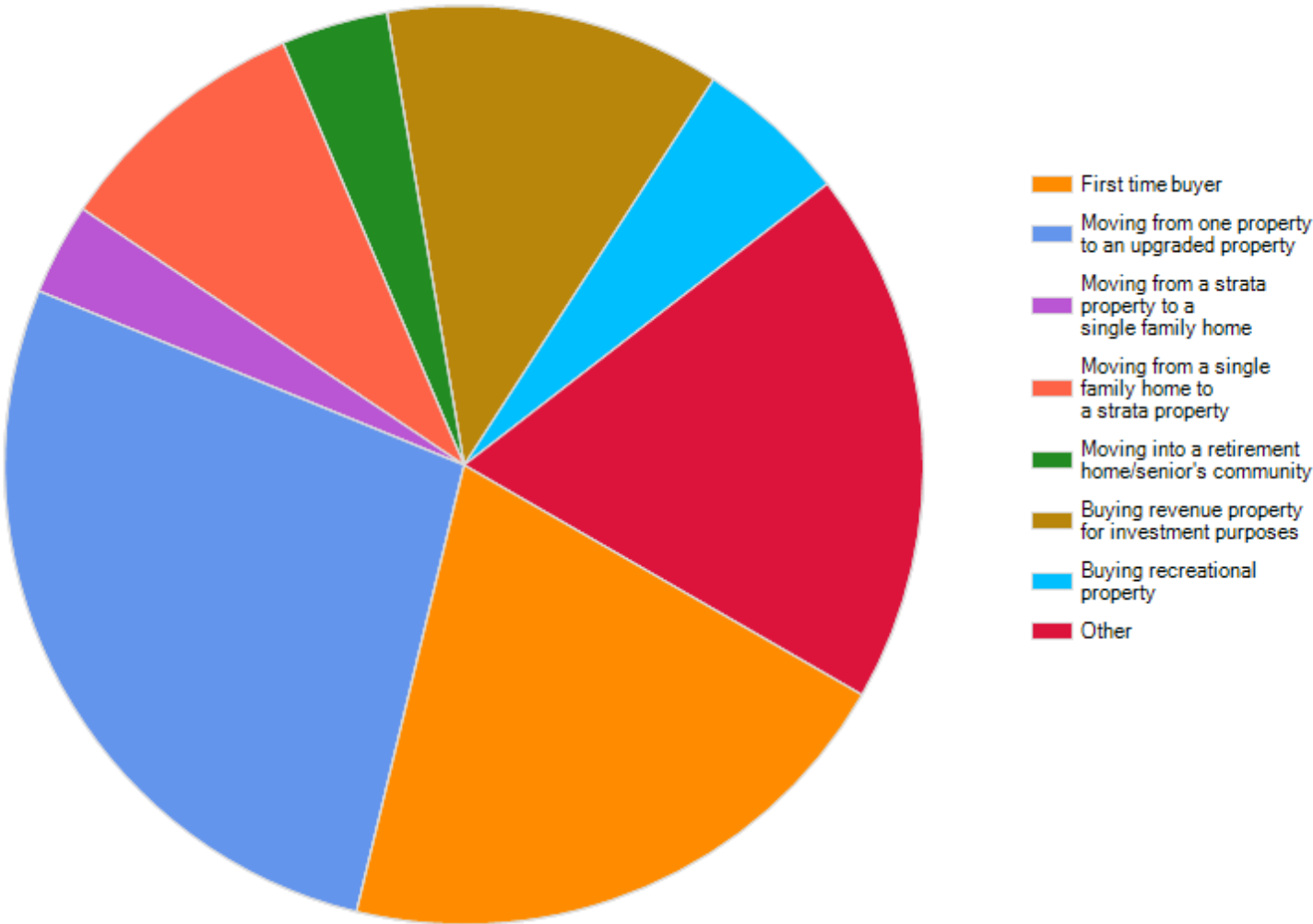
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

1	moving from renting to strata	Apr 17, 2012 10:19 AM
2	previously sold house, buying land to build home	Apr 14, 2012 11:42 AM
3	Retiring to the Shuswap from lower mainland	Apr 13, 2012 9:59 PM
4	lateral move in area	Apr 13, 2012 3:12 PM
5	Older couple needing to be closer to medical services	Apr 13, 2012 10:30 AM
6	Previous homeowner moving back to the area	Apr 12, 2012 3:46 PM
7	Moving from other city	Apr 12, 2012 12:37 PM
8	Moving from other city	Apr 12, 2012 12:36 PM
9	Moving into the area full-time	Apr 12, 2012 12:25 PM
10	Sold their home to build	Apr 12, 2012 12:11 PM
11	Downgrading - marriage separation	Apr 12, 2012 11:08 AM
12	Purchased for daughter to attend UBCO	Apr 11, 2012 12:09 PM
13	relocating from Yukon to Vernon	Apr 11, 2012 10:43 AM
14	relocating from Vancouver	Apr 11, 2012 10:41 AM
15	SFD to SFD	Apr 11, 2012 10:17 AM
16	Buying vacant acreage	Apr 11, 2012 9:48 AM
17	Ottawa T/H to West Kelowna T/H	Apr 11, 2012 9:29 AM
18	Sold a townhouse and bought an apartment	Apr 11, 2012 9:02 AM
19	moving from Edmonton	Apr 11, 2012 8:59 AM
20	Strata to Strata	Apr 11, 2012 8:47 AM
21	downsizing	Apr 11, 2012 8:34 AM
22	Moving from family home to family home (not upgraded) downsizing	Apr 11, 2012 7:10 AM
23	Were renting in Kelowna and bought house. Sold his house in Fernie	Apr 11, 2012 12:35 AM
24	Renter buying a condo (owned before)	Apr 11, 2012 12:31 AM
25	From a relocation rental to a single family home	Apr 10, 2012 10:19 PM
26	lateral move from one city to another	Apr 10, 2012 8:14 PM
27	purchasing lot to build dream home	Apr 10, 2012 8:11 PM








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

28	Moving from Rental House to Strata Property	Apr 10, 2012 8:09 PM
29	Moving in from Alberta	Apr 10, 2012 7:54 PM
30	purchasing condo after a couple of years of renting	Apr 10, 2012 7:03 PM
31	the buyer was the renter of the condo for 17 years	Apr 10, 2012 6:43 PM
32	Moving from an acreage to a Mobile Home	Apr 10, 2012 6:03 PM
33	Moving from single family home to a smaller single family home	Apr 10, 2012 5:32 PM
34	sold home out of town, rented in area, purchased home now that staying in area	Apr 10, 2012 5:11 PM
35	Buying for Kids to live in	Apr 10, 2012 4:50 PM
36	Buying vacant lot to build new home	Apr 10, 2012 4:34 PM
37	Downsize	Apr 10, 2012 4:14 PM
38	moving from strata property to strata property same value	Apr 10, 2012 4:10 PM
39	moving from same value home to same value home in new area	Apr 10, 2012 4:04 PM
40	Moving from larger property to one closer to town.	Apr 10, 2012 4:02 PM
41	downsizing in size & mortgage	Apr 10, 2012 4:02 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		14.9%	27
Single female		13.8%	25
Couple without children		30.9%	56
Two parent family with children		18.2%	33
Single parent with children		6.1%	11
Empty nesters or retired		17.1%	31
Other		0.6%	1

If "Other", please specify.

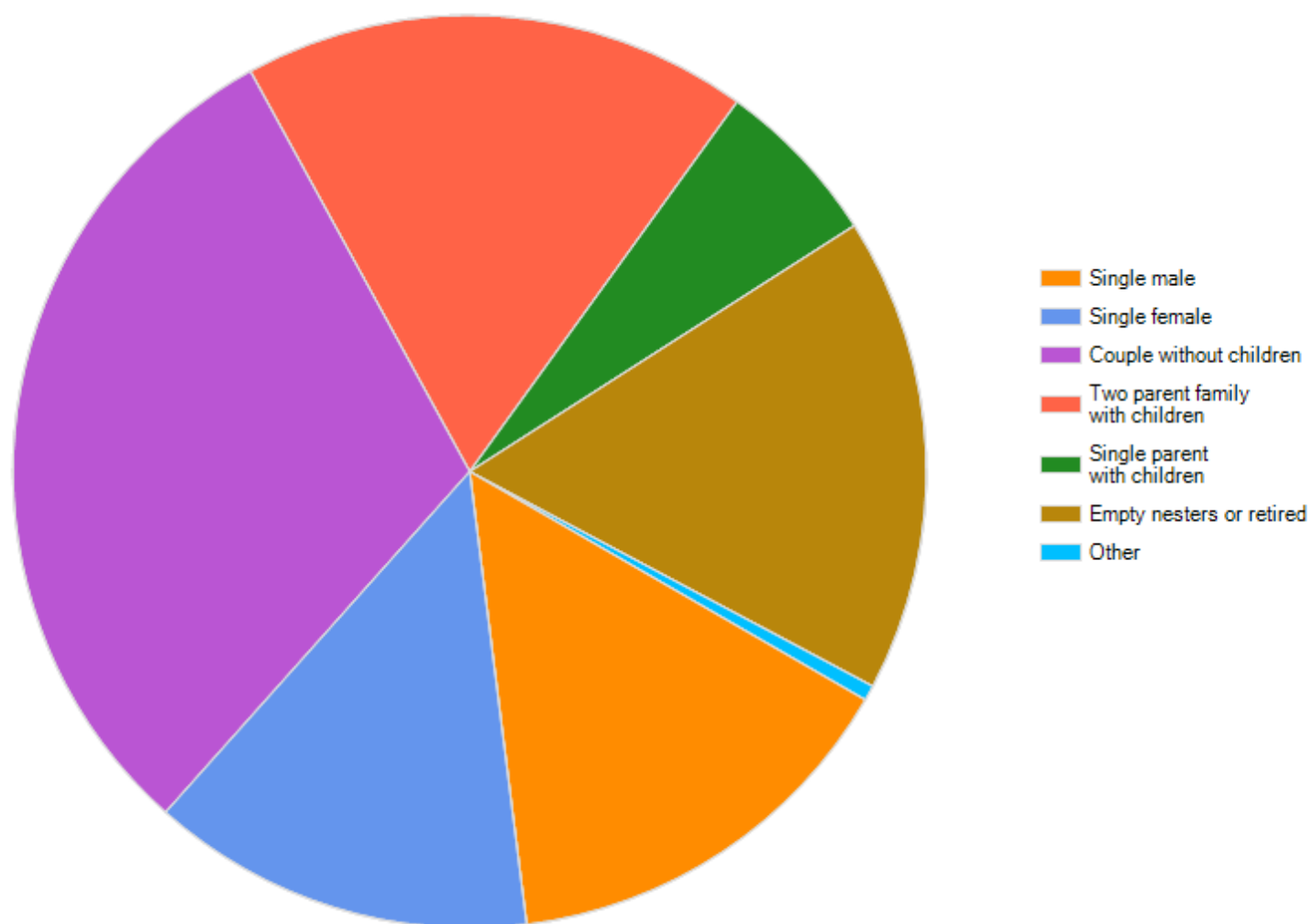
2

answered question	181
skipped question	0

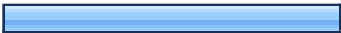



Q2. Please describe the Buyer - demographic/family status. (Check one or more.)

1	Mid 30's professionals	Apr 11, 2012 8:59 AM
2	Lady and her boy friend	Apr 11, 2012 12:28 AM

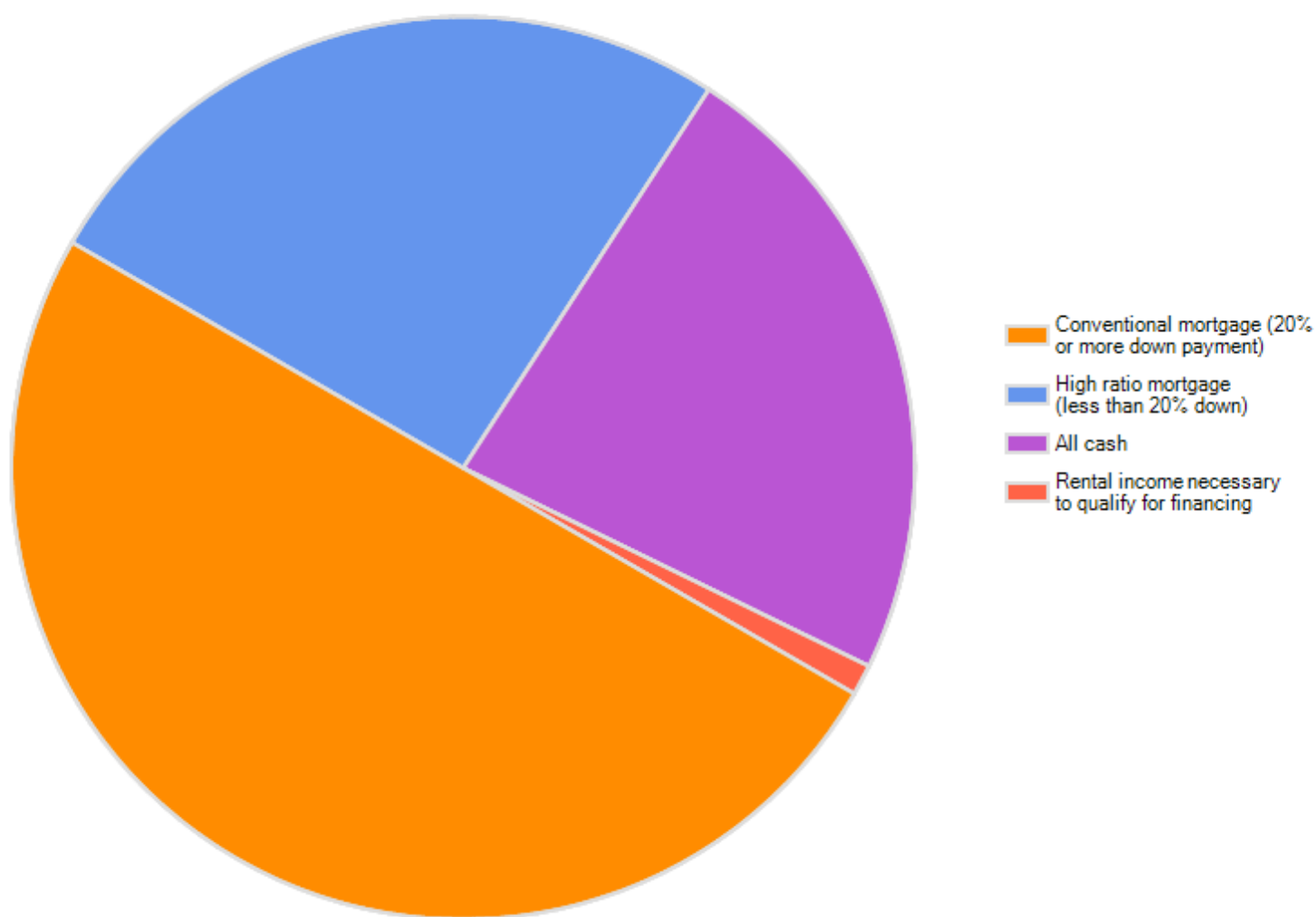
Please describe the Buyer - demographic/family status. (Check one or more.)










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

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		50.6%	91
High ratio mortgage (less than 20% down)		26.1%	47
All cash		23.3%	42
Rental income necessary to qualify for financing		1.1%	2
answered question			180
skipped question			1

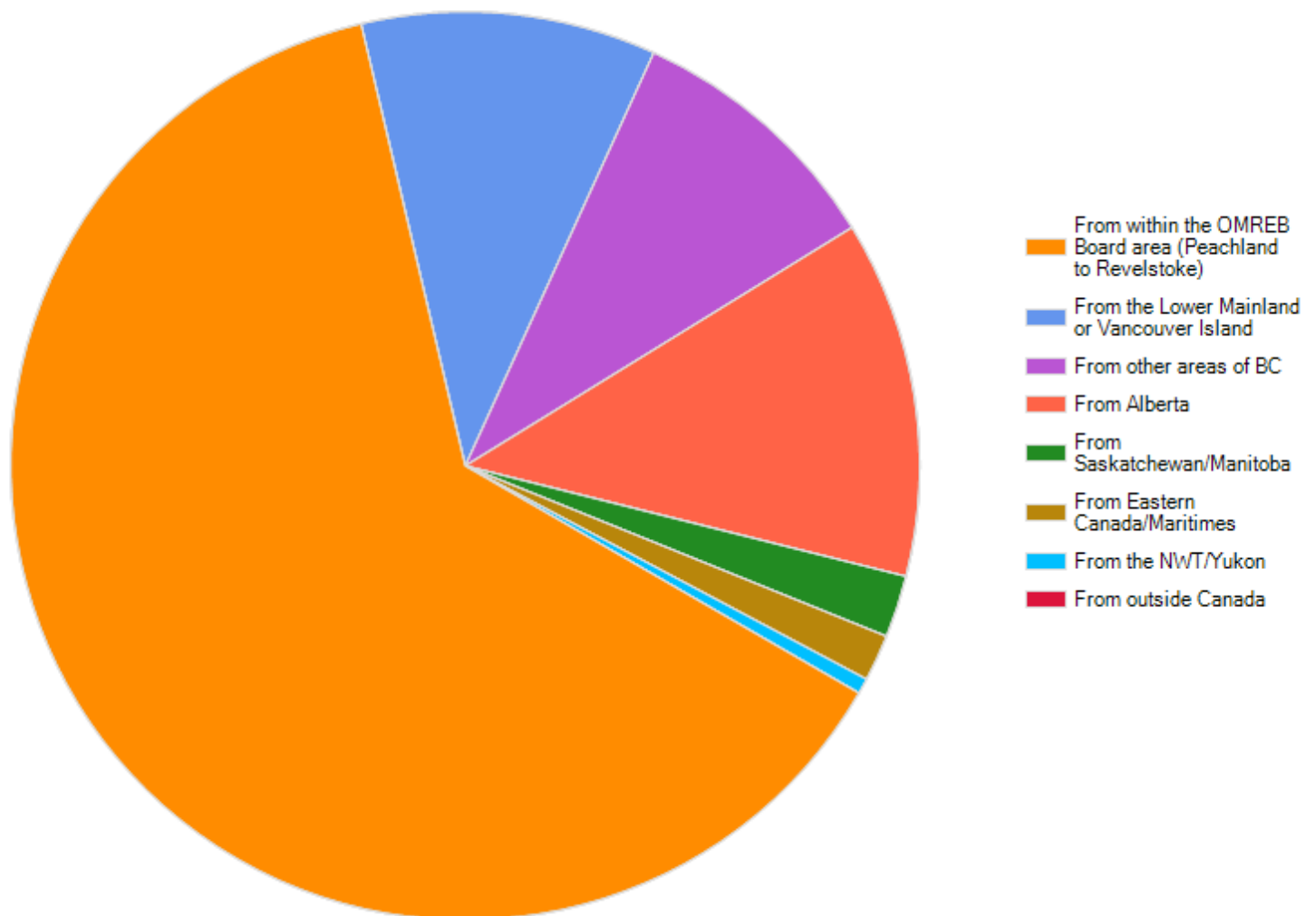
How did the Buyer finance the purchase? (Select one or more answers.)









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)		63.0%	114
From the Lower Mainland or Vancouver Island		10.5%	19
From other areas of BC		9.4%	17
From Alberta		12.7%	23
From Saskatchewan/Manitoba		2.2%	4
From Eastern Canada/Maritimes		1.7%	3
From the NWT/Yukon		0.6%	1
From outside Canada		0.0%	0
answered question			181
skipped question			0

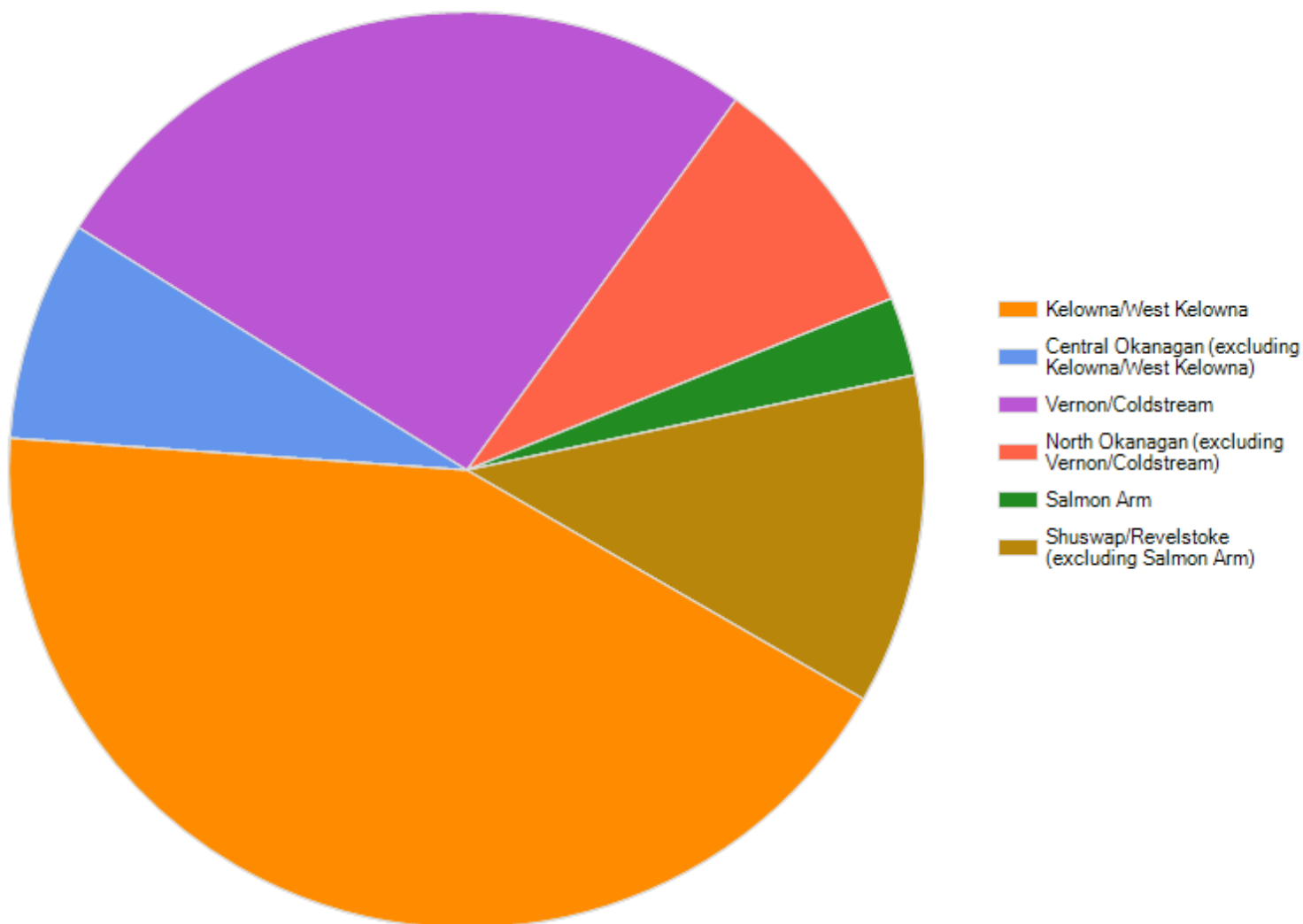
Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)



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

		Response Percent	Response Count
Kelowna/West Kelowna		42.8%	77
Central Okanagan (excluding Kelowna/West Kelowna)		7.8%	14
Vernon/Coldstream		26.1%	47
North Okanagan (excluding Vernon/Coldstream)		8.9%	16
Salmon Arm		2.8%	5
Shuswap/Revelstoke (excluding Salmon Arm)		11.7%	21
answered question			180
skipped question			1

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



Q6. Please add your comments here (optional):

1	mls#10037656	Apr 17, 2012 10:02 AM
2	Moved to Shuswap Lake Estates in Blind Bay	Apr 13, 2012 9:59 PM
3	Purchased as a 2nd home for recreational use	Apr 13, 2012 10:31 AM
4	using it as a rental property	Apr 12, 2012 10:07 PM
5	Wanted Kelowna a close to downtown	Apr 12, 2012 12:37 PM
6	Wanted Kelowna a close to downtown	Apr 12, 2012 12:36 PM
7	Sold a home in West Kelowna to build in Peachland.	Apr 12, 2012 12:11 PM
8	Purchased house with a suite for their handicapped brother to live with them,	Apr 12, 2012 10:16 AM
9	This house was purchased through a Trust for this first time home buyer.	Apr 11, 2012 12:43 PM
10	Purchased foreclosure for investment, renovation, plan to re sell when complete.	Apr 11, 2012 12:13 PM
11	Purchased for daughter to attend UBCO but in mothers name only, daughter is 18	Apr 11, 2012 12:09 PM
12	2 Cousins bought property 1 to live in suite & 1 to live on mainfloor.	Apr 11, 2012 10:08 AM
13	buyer sold her home moved into gated community	Apr 11, 2012 9:26 AM
14	Raw land purchase. Building a home	Apr 11, 2012 8:48 AM
15	Buyer had been renting here for over 6 months and bought after their house sold in Fernie, BC	Apr 11, 2012 12:35 AM
16	Long time renter and does own a house that his ex wife still lives in. Buyer is in his 60's and was born and raised in Kelowna	Apr 11, 2012 12:31 AM
17	Buyer was renting. Boyfriend owns property in Kelowna	Apr 11, 2012 12:28 AM
18	Water Front home	Apr 10, 2012 5:56 PM
19	Buyers wanted a large waterfront "summer" home in the Vernon / Coldstream area	Apr 10, 2012 5:09 PM
20	Client is moving from a large single family home which is getting difficult to maintain, to a quiet 55 plus community.	Apr 10, 2012 5:07 PM
21	Lake Country	Apr 10, 2012 4:50 PM
22	Buyer kept her home and rented it out up and down; waiting for prices to increase before she sells it. was able to buy and upgrade anyway	Apr 10, 2012 4:26 PM
23	marrage seperation Sold matrimonial home and wife purchased retirement condo	Apr 10, 2012 4:06 PM