









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

		Response Percent	Response Count
First time buyer		20.9%	46
Moving from one property to an upgraded property		25.5%	56
Moving from a strata property to a single family home		4.1%	9
Moving from a single family home to a strata property		12.3%	27
Moving into a retirement home/senior's community		2.7%	6
Buying revenue property for investment purposes		7.7%	17
Buying recreational property		11.4%	25
Other		17.3%	38

If "Other", please specify (explain).

43

answered question	220
skipped question	3

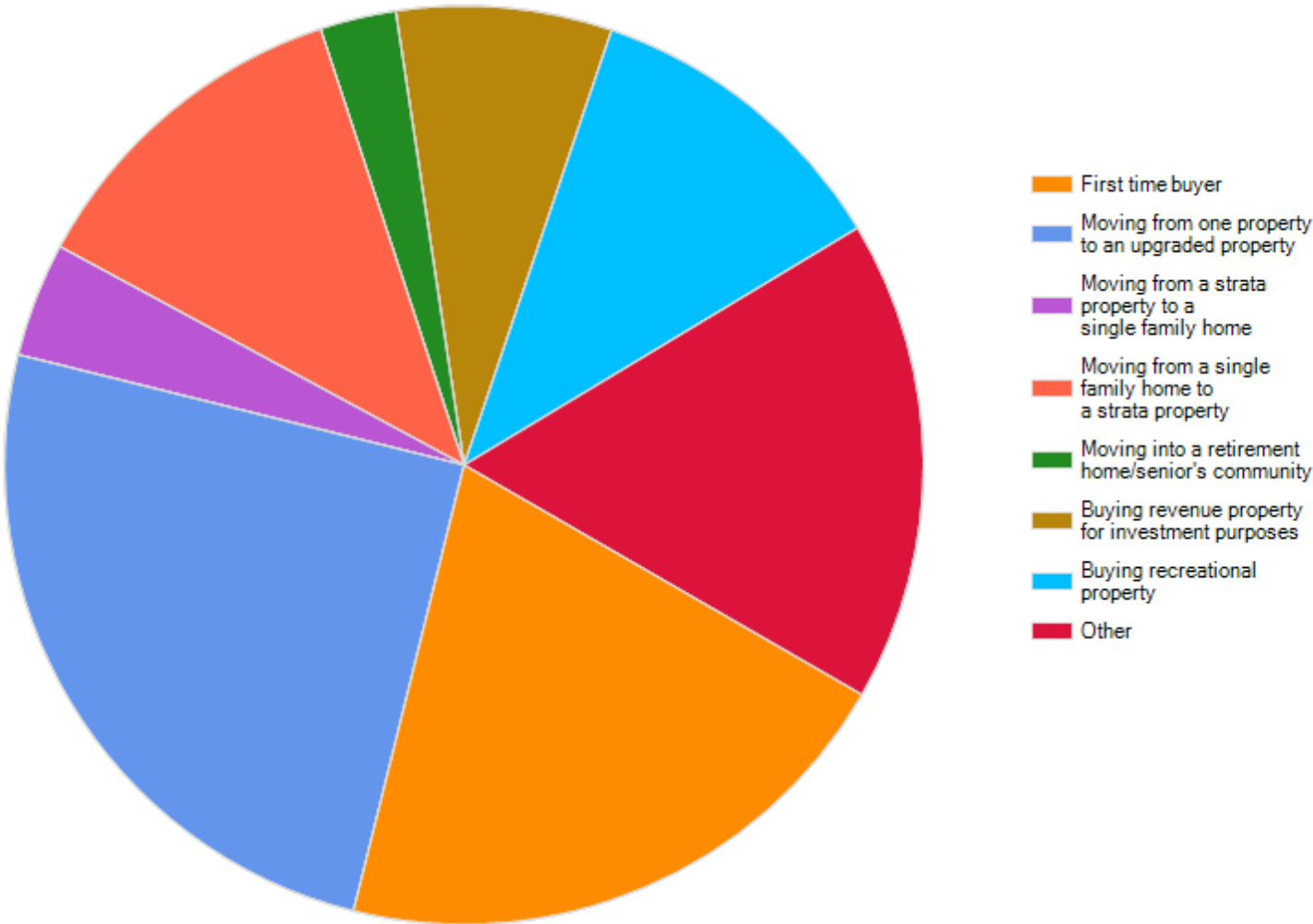
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

1	Moving from Alberta back home to North Okanagan	Jun 16, 2012 6:33 AM
2	sold acerage and buying a townhome	Jun 14, 2012 1:10 PM
3	Transfer from out of town	Jun 13, 2012 3:07 PM
4	moving from home to another home to be closer to hospital	Jun 13, 2012 12:42 PM
5	moving from a newer home with small yard to a fixer upper with large yard	Jun 13, 2012 12:40 PM
6	downsizing	Jun 13, 2012 11:22 AM
7	Moving from home to Modular-downsizing	Jun 13, 2012 10:32 AM
8	from single family to retirement 55+ mobile home park	Jun 13, 2012 10:20 AM
9	moving from a recreational property to bare lot and building a house/shop	Jun 13, 2012 10:16 AM
10	Vacant land for retirement in ten years	Jun 13, 2012 9:53 AM
11	From AB buying a crash pad in Kelowna	Jun 12, 2012 11:18 PM
12	Moving from rent to own	Jun 12, 2012 4:08 PM
13	Agricultural land for farming	Jun 12, 2012 1:12 PM
14	Relocating here from Ontario.	Jun 12, 2012 12:20 PM
15	Moving from one property to a downsize	Jun 12, 2012 12:18 PM
16	Moving from strata to strata	Jun 12, 2012 11:55 AM
17	Moved back into town, been living with parents	Jun 12, 2012 10:38 AM
18	Downsizing in Price	Jun 12, 2012 10:29 AM
19	builder	Jun 12, 2012 10:01 AM
20	Downsizing,	Jun 12, 2012 9:36 AM
21	Transferred from Alberta for new employment here	Jun 12, 2012 9:34 AM
22	Moving from a Single Family Home in a different City to another.	Jun 12, 2012 9:32 AM
23	Going to operate room and board for seniors	Jun 12, 2012 9:18 AM
24	Going to operate room and board for seniors	Jun 12, 2012 9:18 AM
25	Relocating	Jun 12, 2012 9:03 AM
26	Relocating	Jun 12, 2012 8:01 AM
27	He lives in Enderby, she lives in Vernon; moving to Vernon together	Jun 11, 2012 11:46 PM








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

28	First Time Buyer and a Couple that owned a Condo	Jun 11, 2012 6:31 PM
29	Re-Location	Jun 11, 2012 4:23 PM
30	Buying to fix up and live in later	Jun 11, 2012 4:20 PM
31	Relocationg to area	Jun 11, 2012 3:23 PM
32	downsizing	Jun 11, 2012 2:45 PM
33	Senior couple downsizing from acreage	Jun 11, 2012 2:15 PM
34	renting post divorce to owning again	Jun 11, 2012 2:04 PM
35	relocating to Canada	Jun 11, 2012 2:03 PM
36	Buying for family memeber	Jun 11, 2012 1:44 PM
37	Owned in the past	Jun 11, 2012 1:42 PM
38	Moving from acreage to small lot home	Jun 11, 2012 1:36 PM
39	Downsizing	Jun 11, 2012 1:31 PM
40	Lateral Move	Jun 11, 2012 1:24 PM
41	sold home and bought lot to build bigger home	Jun 11, 2012 1:20 PM
42	Job transfer	Jun 11, 2012 1:14 PM
43	Sold their home in Kelowna to retire in the Shuswap	Jun 11, 2012 1:10 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		9.4%	21
Single female		11.2%	25
Couple without children		23.3%	52
Two parent family with children		28.7%	64
Single parent with children		3.1%	7
Empty nesters or retired		24.2%	54
Other		2.7%	6

If "Other", please specify.

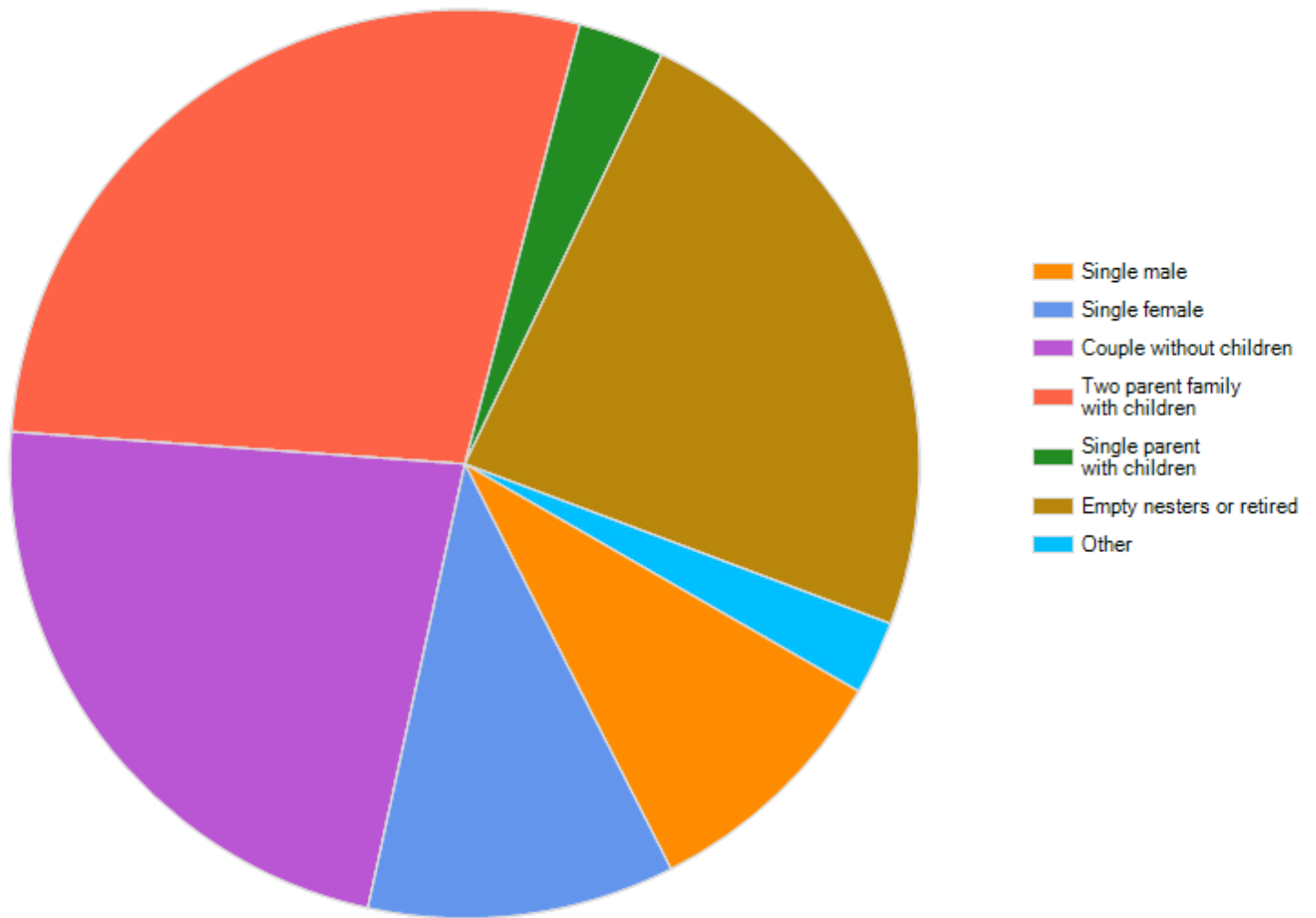
8

answered question	223
skipped question	0

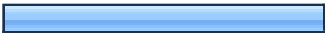



Q2. Please describe the Buyer - demographic/family status. (Check one or more.)

1	about 5 years from retiring...wanted the right deal and have looked for 3 years	Jun 13, 2012 2:54 PM
2	Agricultural business people	Jun 12, 2012 1:12 PM
3	2 Male Investors	Jun 12, 2012 10:33 AM
4	group of investors	Jun 12, 2012 10:02 AM
5	Senior Citizen lost husband	Jun 12, 2012 8:44 AM
6	Another Couple with no kids sharing the house	Jun 11, 2012 6:31 PM
7	Children part time	Jun 11, 2012 1:44 PM
8	Part time parent - shared with ex wife	Jun 11, 2012 1:43 PM

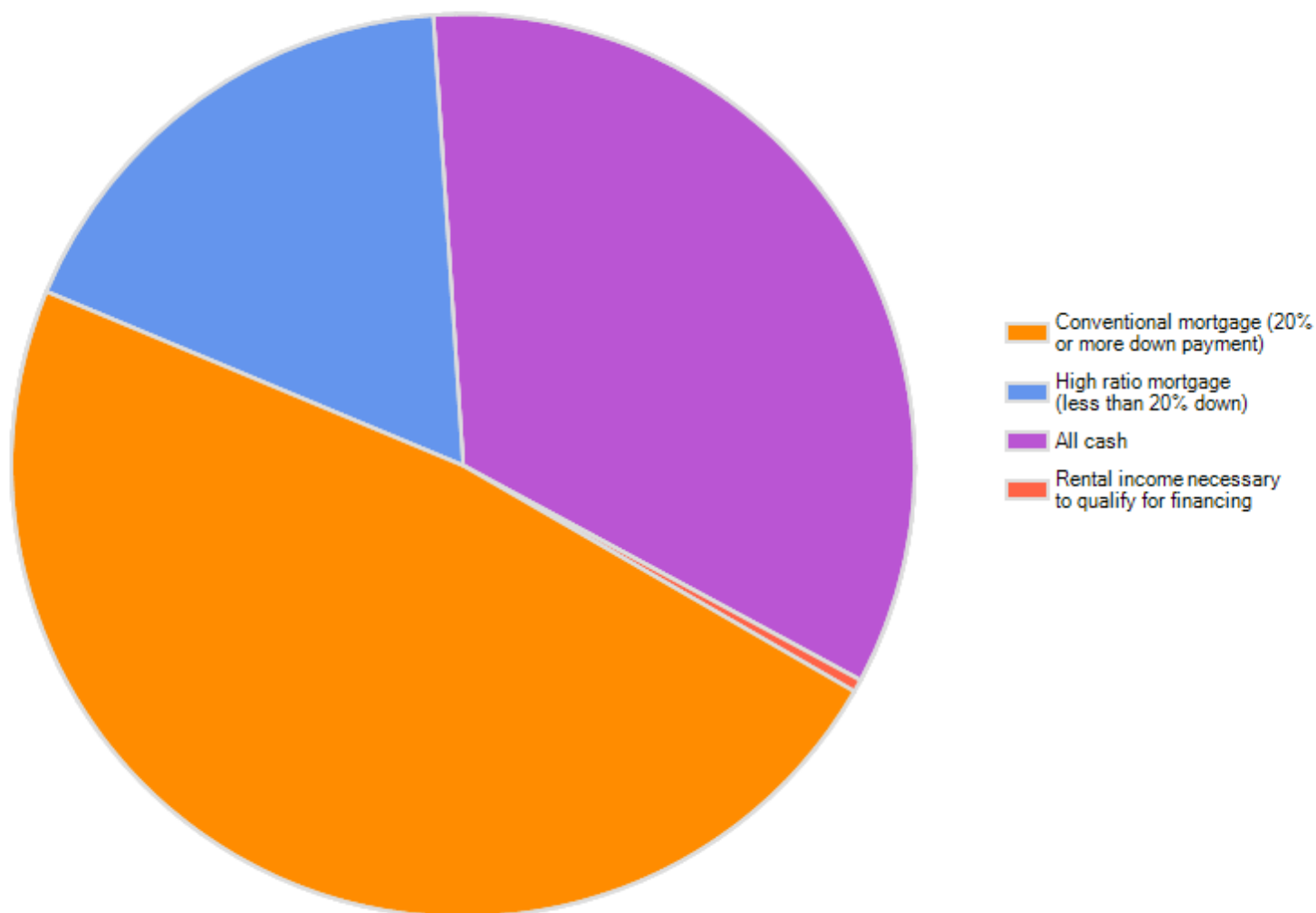
Please describe the Buyer - demographic/family status. (Check one or more.)









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

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		48.2%	106
High ratio mortgage (less than 20% down)		17.7%	39
All cash		34.1%	75
Rental income necessary to qualify for financing		0.5%	1
answered question			220
skipped question			3

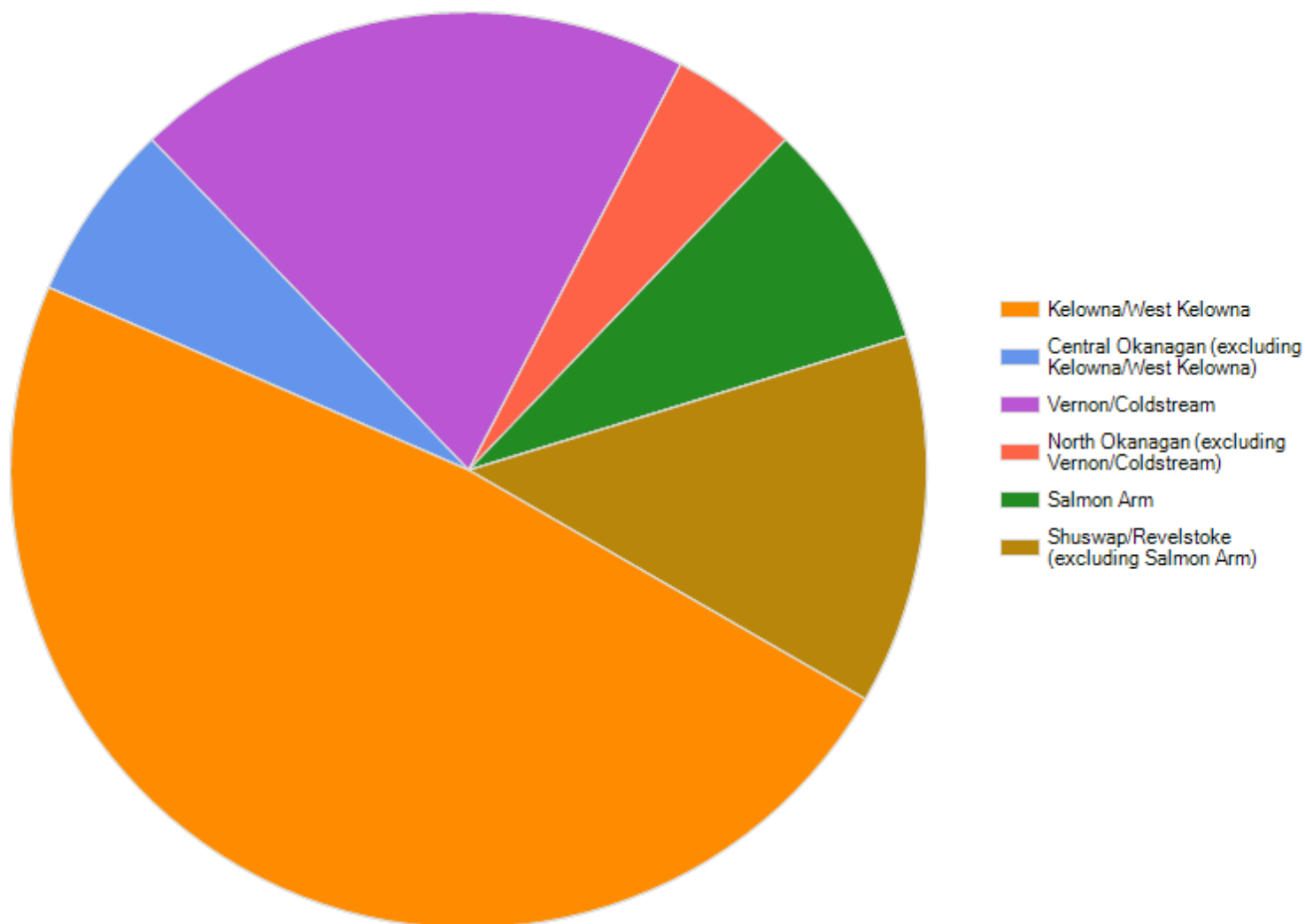
How did the Buyer finance the purchase? (Select one or more answers.)



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

		Response Percent	Response Count
Kelowna/West Kelowna		48.2%	107
Central Okanagan (excluding Kelowna/West Kelowna)		6.3%	14
Vernon/Coldstream		19.8%	44
North Okanagan (excluding Vernon/Coldstream)		4.5%	10
Salmon Arm		8.1%	18
Shuswap/Revelstoke (excluding Salmon Arm)		13.1%	29
answered question			222
skipped question			1

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



Q6. Please add your comments here (optional):

1	moved from Calgary and were down sizing to a 2nd home with the other home in the US	Jun 14, 2012 1:10 PM
2	child going to UBCO as well as this was an investment for rental in summer mos.	Jun 14, 2012 1:05 PM
3	moved from westside lease land to fee simple downtown Kelowna property.	Jun 14, 2012 1:01 PM
4	this was a lot to build on	Jun 13, 2012 12:44 PM
5	AB buyer, buying a condo to have a place here in Kelowna	Jun 12, 2012 11:18 PM
6	down sizing retirement property	Jun 12, 2012 4:49 PM
7	Looking for a revenue property that allowed short-term rentals.	Jun 12, 2012 2:17 PM
8	This was a strategic buy. A lot in front of their own house.	Jun 12, 2012 1:10 PM
9	Bought in Peachland	Jun 12, 2012 10:33 AM
10	Bought in Peachland	Jun 12, 2012 10:31 AM
11	Purchased in Peachland	Jun 12, 2012 10:29 AM
12	Moved from a Strata to a single family home in Venron	Jun 12, 2012 10:27 AM
13	Moving from Oshawa Ontario to retire in Blind Bay	Jun 12, 2012 10:24 AM
14	Nakusp, whichever board that belongs to	Jun 12, 2012 8:52 AM
15	Senior Downsizing after losing spouse	Jun 12, 2012 8:44 AM
16	buying up from a smaller property	Jun 12, 2012 6:05 AM
17	OMREB is awesome!	Jun 11, 2012 5:54 PM
18	OMREB is awesome!	Jun 11, 2012 5:53 PM
19	Purchased in Grindrod	Jun 11, 2012 3:56 PM
20	Buyers are from Alaska	Jun 11, 2012 3:26 PM
21	It was a 2.5 Acre vacant lot. Buyer plans to build a new Home.	Jun 11, 2012 2:30 PM
22	Big White rec property	Jun 11, 2012 2:28 PM
23	foreclosure sale	Jun 11, 2012 2:19 PM
24	Great time to purchase rec property at Big White (best prices in 12 years) so long term investment for their family's use.	Jun 11, 2012 1:26 PM