

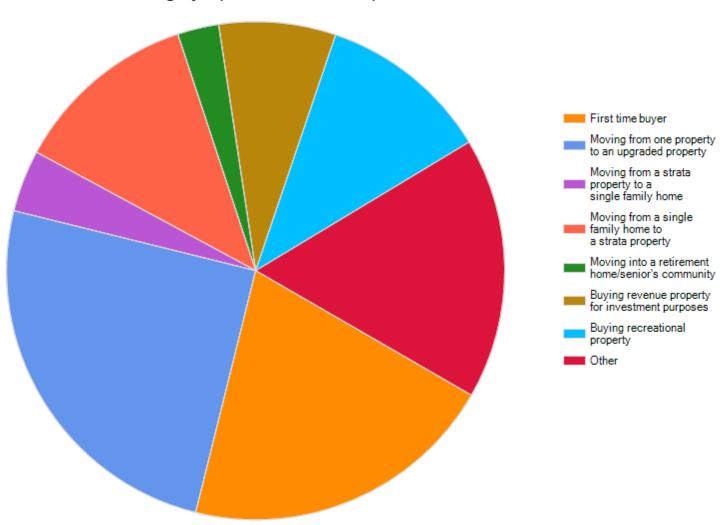
# How would you best describe your most recent Buyer - property category? (Check one or more.)

	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.)

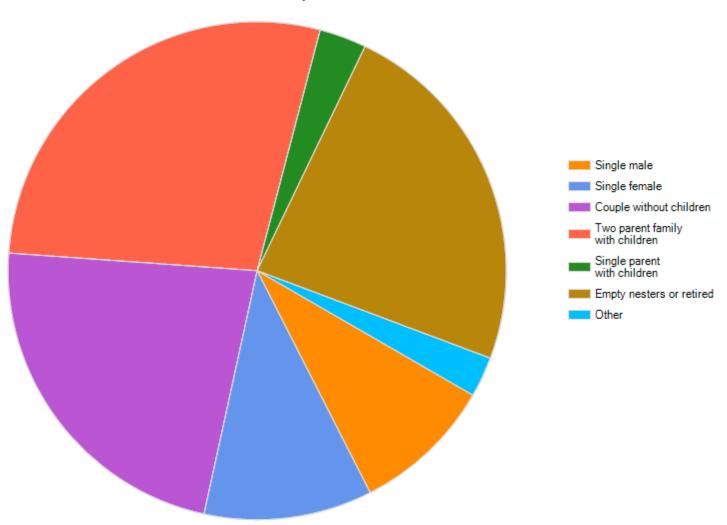




Please describe the Buyer - demographic/family status. (Check one or more.)			
	Response Percent	Response Count	
Single male	9.4%	21	
Single female	11.2%	25	
Couple without children	23.3%	52	
Two parent family with children	28.7%	64	
Single parent with children	3.1%	7	
Empty nesters or retired	24.2%	54	
Other	2.7%	6	
	If "Other", please specify.	8	
	answered question	223	
	skipped question	0	

Q2. Pl	Q2. Please describe the Buyer - demographic/family status. (Check one or more.)		
1	about 5 years from retiringwanted 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	

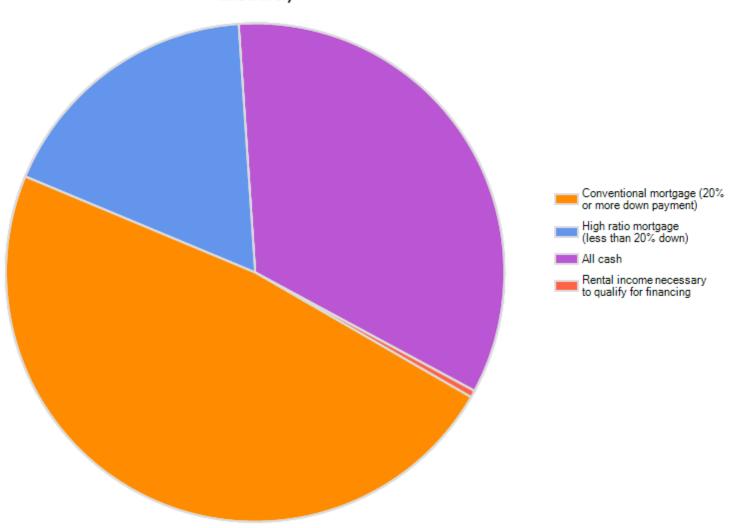
## Please describe the Buyer - demographic/family status. (Check one or more.)





#### How did the Buyer finance the purchase? (Select one or more answers.) Response Response **Percent** Count Conventional mortgage (20% or 48.2% 106 more down payment) High ratio mortgage (less than 20% 17.7% 39 down) All cash 34.1% 75 Rental income necessary to qualify 0.5% 1 for financing 220 answered question skipped question 3

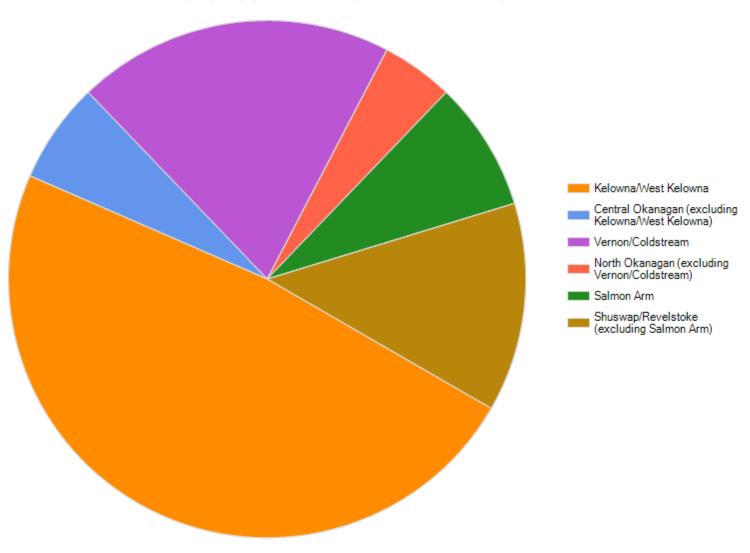
## How did the Buyer finance the purchase? (Select one or more answers.)





#### In what area was the property purchased? (Select one answer.) Response Response **Percent** Count Kelowna/West Kelowna 48.2% 107 Central Okanagan (excluding 6.3% 14 Kelowna/West Kelowna) Vernon/Coldstream 19.8% 44 North Okanagan (excluding 4.5% 10 Vernon/Coldstream) Salmon Arm 8.1% 18 Shuswap/Revelstoke (excluding 13.1% 29 Salmon Arm) 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:         2       child going to UBCO as well as this was an investment for rental in summer mos.       Jun 14, 2012 1:         3       moved from westside lease land to fee simple downtown Kelowna property.       Jun 14, 2012 1:         4       this was a lot to buid on       Jun 13, 2012 12:         5       AB buyer, buying a condo to have a place here in Kelowna       Jun 12, 2012 11:         6       down sizing retirement property       Jun 12, 2012 4:         7       Looking for a revenue property that allowed short-term rentals.       Jun 12, 2012 2:         8       This was a strategic buy. A lot in front of their own house.       Jun 12, 2012 10:         9       Bought in Peachland       Jun 12, 2012 10:         10       Bought in Peachland       Jun 12, 2012 10:         11       Purchased in Peachland       Jun 12, 2012 10:         12       Moved from a Strata to a single family home in Venron       Jun 12, 2012 10:         13       Moving from Oshawa Ontario to retire in Blind Bay       Jun 12, 2012 8:         15       Senior Downsizing after losing spouse       Jun 12, 2012 8:         16       buying up from a smaller property       Jun 11, 2012 5:	
the US  2 child going to UBCO as well as this was an investment for rental in summer mos. Jun 14, 2012 1:0  3 moved from westside lease land to fee simple downtown Kelowna property. Jun 14, 2012 1:0  4 this was a lot to buid on Jun 13, 2012 12:0  5 AB buyer, buying a condo to have a place here in Kelowna Jun 12, 2012 11:0  6 down sizing retirement property Jun 12, 2012 4:0  7 Looking for a revenue property that allowed short-term rentals. Jun 12, 2012 2:0  8 This was a strategic buy. A lot in front of their own house. Jun 12, 2012 1:0  9 Bought in Peachland Jun 12, 2012 10:0  10 Bought in Peachland Jun 12, 2012 10:0  11 Purchased in Peachland Jun 12, 2012 10:0  12 Moved from a Strata to a single family home in Venron Jun 12, 2012 10:0  13 Moving from Oshawa Ontario to retire in Blind Bay Jun 12, 2012 10:0  14 Nakusp, whichever board that belongs to Jun 12, 2012 8:0  15 Senior Downsizing after losing spouse Jun 12, 2012 8:0  16 buying up from a smaller property Jun 12, 2012 6:0  17 OMREB is awesome! Jun 11, 2012 3:0  18 OMREB is awesome! Jun 11, 2012 3:0  20 Buyers are from Alaska Jun 11, 2012 3:0	
moved from westside lease land to fee simple downtown Kelowna property.  Jun 14, 2012 1:1  this was a lot to buid on  Jun 13, 2012 12:1  AB buyer, buying a condo to have a place here in Kelowna  Jun 12, 2012 4:1  Looking for a revenue property that allowed short-term rentals.  Jun 12, 2012 2:1  This was a strategic buy. A lot in front of their own house.  Jun 12, 2012 10:1  Bought in Peachland  Jun 12, 2012 10:1  Moved from a Strata to a single family home in Venron  Moving from Oshawa Ontario to retire in Blind Bay  Makusp, whichever board that belongs to  Jun 12, 2012 8:1  Senior Downsizing after losing spouse  Jun 12, 2012 6:0  OMREB is awesome!  Jun 11, 2012 3:1  Buyers are from Alaska  Jun 11, 2012 3:1  Jun 11, 2012 3:1  Jun 11, 2012 3:1	10 PM
4 this was a lot to buid on  Jun 13, 2012 12:  5 AB buyer, buying a condo to have a place here in Kelowna  Jun 12, 2012 11:  6 down sizing retirement property  Jun 12, 2012 4:  7 Looking for a revenue property that allowed short-term rentals.  Jun 12, 2012 2:  8 This was a strategic buy. A lot in front of their own house.  Jun 12, 2012 10:  9 Bought in Peachland  Jun 12, 2012 10:  10 Bought in Peachland  Jun 12, 2012 10:  11 Purchased in Peachland  Jun 12, 2012 10:  12 Moved from a Strata to a single family home in Venron  Jun 12, 2012 10:  13 Moving from Oshawa Ontario to retire in Blind Bay  Jun 12, 2012 10:  14 Nakusp, whichever board that belongs to  Jun 12, 2012 8:  15 Senior Downsizing after losing spouse  Jun 12, 2012 6:  16 buying up from a smaller property  Jun 12, 2012 6:  17 OMREB is awesome!  Jun 11, 2012 5:  18 OMREB is awesome!  Jun 11, 2012 5:  19 Purchased in Grindrod  Jun 11, 2012 3:  20 Buyers are from Alaska  Jun 11, 2012 3:	05 PM
AB buyer, buying a condo to have a place here in Kelowna Jun 12, 2012 11:  down sizing retirement property Jun 12, 2012 2:  This was a strategic buy. A lot in front of their own house. Jun 12, 2012 10:  Bought in Peachland Jun 12, 2012 10:  Moved from a Strata to a single family home in Venron Jun 12, 2012 10:  Moving from Oshawa Ontario to retire in Blind Bay Jun 12, 2012 10:  Nakusp, whichever board that belongs to Senior Downsizing after losing spouse Jun 12, 2012 8:  OMREB is awesome! Jun 11, 2012 5:  Moveds in Grindrod Jun 11, 2012 3:	01 PM
down sizing retirement property  Looking for a revenue property that allowed short-term rentals.  Jun 12, 2012 2:  This was a strategic buy. A lot in front of their own house.  Jun 12, 2012 1:  Bought in Peachland  Jun 12, 2012 10:  Description of their own house.  Jun 12, 2012 10:  Moved from Peachland  Jun 12, 2012 10:  Moved from a Strata to a single family home in Venron  Moving from Oshawa Ontario to retire in Blind Bay  Jun 12, 2012 10:  Nakusp, whichever board that belongs to  Jun 12, 2012 8:  Senior Downsizing after losing spouse  Jun 12, 2012 8:  MovREB is awesome!  Jun 11, 2012 5:  MovREB is awesome!  Jun 11, 2012 5:  Buyers are from Alaska  Jun 11, 2012 3:	:44 PM
This was a strategic buy. A lot in front of their own house.  Bought in Peachland  Jun 12, 2012 10:  Bought in Peachland  Jun 12, 2012 10:  Moved from a Strata to a single family home in Venron  Moving from Oshawa Ontario to retire in Blind Bay  Nakusp, whichever board that belongs to  Senior Downsizing after losing spouse  Dun 12, 2012 8:  Morron a Strata of the single family home in Venron  Moving from Oshawa Ontario to retire in Blind Bay  Jun 12, 2012 10:  Senior Downsizing after losing spouse  Jun 12, 2012 8:  OMREB is awesome!  Jun 11, 2012 5:  Buyers are from Alaska  Jun 11, 2012 3:	:18 PM
8 This was a strategic buy. A lot in front of their own house.  9 Bought in Peachland  10 Bought in Peachland  11 Purchased in Peachland  12 Moved from a Strata to a single family home in Venron  13 Moving from Oshawa Ontario to retire in Blind Bay  14 Nakusp, whichever board that belongs to  15 Senior Downsizing after losing spouse  16 buying up from a smaller property  17 OMREB is awesome!  18 OMREB is awesome!  19 Purchased in Grindrod  20 Buyers are from Alaska  Jun 12, 2012 3:3	49 PM
9       Bought in Peachland       Jun 12, 2012 103         10       Bought in Peachland       Jun 12, 2012 103         11       Purchased in Peachland       Jun 12, 2012 103         12       Moved from a Strata to a single family home in Venron       Jun 12, 2012 103         13       Moving from Oshawa Ontario to retire in Blind Bay       Jun 12, 2012 103         14       Nakusp, whichever board that belongs to       Jun 12, 2012 83         15       Senior Downsizing after losing spouse       Jun 12, 2012 83         16       buying up from a smaller property       Jun 12, 2012 63         17       OMREB is awesome!       Jun 11, 2012 53         18       OMREB is awesome!       Jun 11, 2012 33         19       Purchased in Grindrod       Jun 11, 2012 33         20       Buyers are from Alaska       Jun 11, 2012 33	17 PM
Bought in Peachland Jun 12, 2012 10:  11 Purchased in Peachland Jun 12, 2012 10:  12 Moved from a Strata to a single family home in Venron Jun 12, 2012 10:  13 Moving from Oshawa Ontario to retire in Blind Bay Jun 12, 2012 10:  14 Nakusp, whichever board that belongs to Jun 12, 2012 8:  15 Senior Downsizing after losing spouse Jun 12, 2012 8:  16 buying up from a smaller property Jun 12, 2012 6:  17 OMREB is awesome! Jun 11, 2012 5:  18 OMREB is awesome! Jun 11, 2012 5:  19 Purchased in Grindrod Jun 11, 2012 3:  20 Buyers are from Alaska Jun 11, 2012 3:	10 PM
Purchased in Peachland  Jun 12, 2012 10:  Moved from a Strata to a single family home in Venron  Jun 12, 2012 10:  Moving from Oshawa Ontario to retire in Blind Bay  Jun 12, 2012 10:  Nakusp, whichever board that belongs to  Jun 12, 2012 8:  Senior Downsizing after losing spouse  Jun 12, 2012 8:  buying up from a smaller property  Jun 12, 2012 6:0  OMREB is awesome!  Jun 11, 2012 5:0  MOREB is awesome!  Jun 11, 2012 3:0  Buyers are from Alaska  Jun 11, 2012 3:0	:33 AM
Moved from a Strata to a single family home in Venron  Jun 12, 2012 10:  Moving from Oshawa Ontario to retire in Blind Bay  Jun 12, 2012 10:  Nakusp, whichever board that belongs to  Jun 12, 2012 8:  Senior Downsizing after losing spouse  Jun 12, 2012 8:  buying up from a smaller property  Jun 12, 2012 6:0  OMREB is awesome!  Jun 11, 2012 5:0  Moved from a Strata to a single family home in Venron  Jun 12, 2012 10:0  Jun 12, 2012 8:0  Jun 12, 2012 8:0  Jun 12, 2012 6:0  Jun 11, 2012 5:0  Buyers are from Alaska  Jun 11, 2012 3:0	:31 AM
Moving from Oshawa Ontario to retire in Blind Bay  Jun 12, 2012 10:  Nakusp, whichever board that belongs to  Senior Downsizing after losing spouse  Jun 12, 2012 8:4  buying up from a smaller property  Jun 12, 2012 6:6  OMREB is awesome!  Mowres awesome!  Momple is awesome!  Momple is awesome!  Momple is awesome!  Jun 11, 2012 5:5  Buyers are from Alaska  Jun 11, 2012 3:5	:29 AM
14 Nakusp, whichever board that belongs to 15 Senior Downsizing after losing spouse 16 buying up from a smaller property 17 OMREB is awesome! 18 OMREB is awesome! 19 Purchased in Grindrod 20 Buyers are from Alaska Jun 11, 2012 3:5	:27 AM
15       Senior Downsizing after losing spouse       Jun 12, 2012 8:4         16       buying up from a smaller property       Jun 12, 2012 6:0         17       OMREB is awesome!       Jun 11, 2012 5:0         18       OMREB is awesome!       Jun 11, 2012 5:0         19       Purchased in Grindrod       Jun 11, 2012 3:0         20       Buyers are from Alaska       Jun 11, 2012 3:0	:24 AM
16       buying up from a smaller property       Jun 12, 2012 6:0         17       OMREB is awesome!       Jun 11, 2012 5:5         18       OMREB is awesome!       Jun 11, 2012 5:5         19       Purchased in Grindrod       Jun 11, 2012 3:5         20       Buyers are from Alaska       Jun 11, 2012 3:5	52 AM
17 OMREB is awesome!       Jun 11, 2012 5:5         18 OMREB is awesome!       Jun 11, 2012 5:5         19 Purchased in Grindrod       Jun 11, 2012 3:5         20 Buyers are from Alaska       Jun 11, 2012 3:5	44 AM
18       OMREB is awesome!       Jun 11, 2012 5:5         19       Purchased in Grindrod       Jun 11, 2012 3:5         20       Buyers are from Alaska       Jun 11, 2012 3:5	05 AM
19 Purchased in Grindrod Jun 11, 2012 3:5 20 Buyers are from Alaska Jun 11, 2012 3:5	54 PM
20 Buyers are from Alaska Jun 11, 2012 3:2	53 PM
	56 PM
	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 2:2	28 PM
23 foreclosure sale Jun 11, 2012 2:	19 PM
Great time to purchase rec property at Big White (best prices in 12 years) so Jun 11, 2012 1:2 long term investment for their family's use.	26 PM