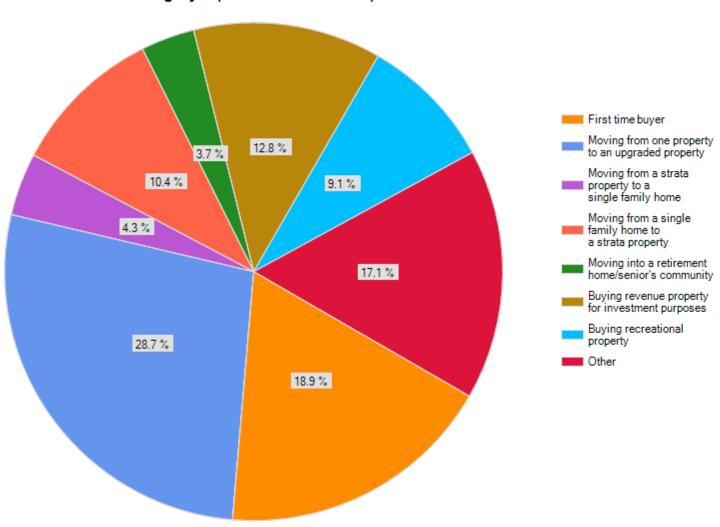
How would you best describe your most recent Buyer - property category? (Check one or more.)

	Response Percent	Response Count
First time buyer	18.9%	31
Moving from one property to an upgraded property	28.7%	47
Moving from a strata property to a single family home	4.3%	7
Moving from a single family home to a strata property	10.4%	17
Moving into a retirement home/senior's community	3.7%	6
Buying revenue property for investment purposes	12.8%	21
Buying recreational property	9.1%	15
Other	17.1%	28
	If "Other", please specify (explain).	39
	answered question	164
	skipped question	8

builder -lot Dec 11, 2012 5:21 PM separation Dec 10, 2012 5:37 PM moving from Island Vancouver (was renting) Dec 10, 2012 12:04 PM moving from a rental to ownership Dec 10, 2012 9:01 AM Downsizing from a single family home to a manufactured home on leased land Dec 9, 2012 11:38 AM Moving to acerage Dec 9, 2012 10:54 AM Buying the home they had been renting Dec 8, 2012 1:14 PM Moving from Single Family Home to Single family home with legal suite for Income Builder Dec 7, 2012 3:01 PM decided to own rather than rent. Dec 7, 2012 12:59 PM moving from out of province Dec 7, 2012 12:58 PM moving from a leased office space to a home based business location that had the proper zoning to allow for that use. Moving from a leased office space to a home based business location that had the proper zoning to allow for that use. Moving from a leased office space to a home based business location that had the proper zoning to allow for that use. Moving from a leased office space to a home based business location that had the proper zoning to allow for that use. Moving from a leased office space to a home based business location that had the proper zoning to allow for that use. Moving from a leased office space to a home based business location that had the proper zoning to allow for that use. Moving from a leased office space to a home based business location that had the proper zoning to allow for that use. Dec 6, 2012 9:24 AM Business purposes Dec 6, 2012 9:24 AM Change in marital status- second home Dec 6, 2012 2:39 PM Purchasing a lot to build on Dec 6, 2012 2:16 PM Purchasing a lot to build on Dec 6, 2012 2:16 PM Dec 6, 2012 2:19 PM	Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)		
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25 buying a second home Dec 6, 2012 2:09 PM	23	Strata to strata	Dec 6, 2012 2:16 PM
	24	from city lot to acreage	Dec 6, 2012 2:16 PM
Moving from one single family home to a smaller single family home Dec 6, 2012 1:54 PM	25	buying a second home	Dec 6, 2012 2:09 PM
	26	Moving from one single family home to a smaller single family home	Dec 6, 2012 1:54 PM

Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)		
27	From a Rental to a Home purchase	Dec 6, 2012 1:33 PM
28	vineyard for winery	Dec 6, 2012 1:32 PM
29	moving from Vancouver to the Okanagan/Shuswap	Dec 6, 2012 1:24 PM
30	Renting after moving from up north	Dec 6, 2012 1:14 PM
31	moved form another province from a single family to a single family	Dec 6, 2012 1:14 PM
32	builder buying lot	Dec 6, 2012 1:13 PM
33	Rental to single family home	Dec 6, 2012 12:57 PM
34	retiring	Dec 6, 2012 12:53 PM
35	buying lot to retire and build	Dec 6, 2012 12:41 PM
36	moving from on property to another of same value	Dec 6, 2012 12:40 PM
37	moving from another province	Dec 6, 2012 12:39 PM
38	Relocation	Dec 6, 2012 12:37 PM
39	Moved to the area, bought this. Owns out of town as well.	Dec 6, 2012 12:27 PM

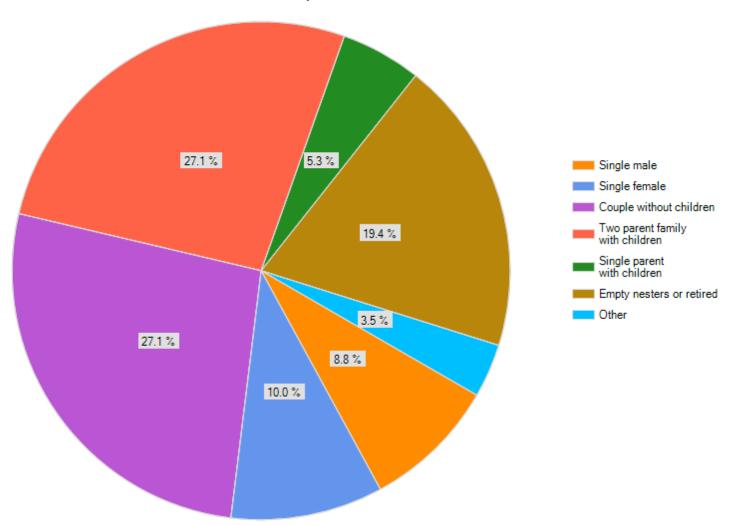
How would you best describe your most recent Buyer - property category? (Check one or more.)



Please describe the Buyer - demographic/family status. (Check one or more.) Response Response **Percent** Count Single male 8.8% 15 Single female 10.0% 17 Couple without children 27.1% 46 Two parent family with children 27.1% 46 Single parent with children 5.3% 9 Empty nesters or retired 19.4% 33 Other 3.5% 6 If "Other", please specify. 7 answered question 170 skipped question 2

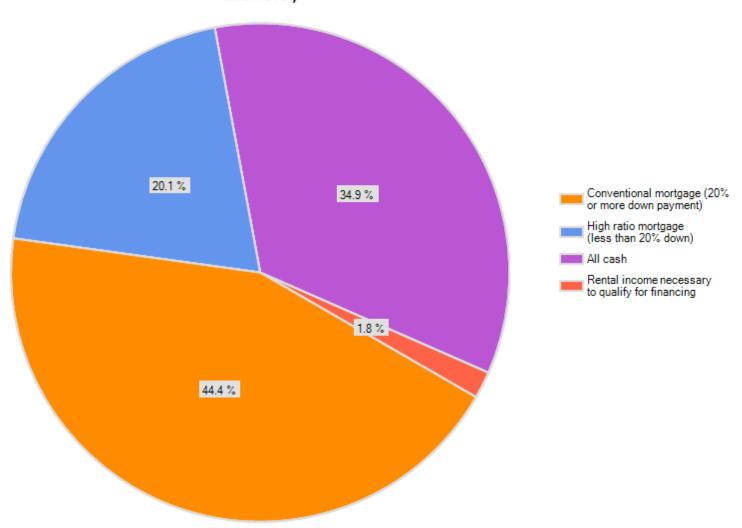
Q2. Please describe the Buyer - demographic/family status. (Check one or more.)			
1	buildrr	Dec 11, 2012 5:21 PM	
2	combined family, with children	Dec 10, 2012 8:50 AM	
3	Business Investor	Dec 7, 2012 12:28 PM	
4	2 females	Dec 6, 2012 6:32 PM	
5	Mother and Adult Daughter	Dec 6, 2012 2:26 PM	
6	Corporation	Dec 6, 2012 1:32 PM	
7	Two divorced moms	Dec 6, 2012 1:07 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)	44.4%	75	
High ratio mortgage (less than 20% down)	20.1%	34	
All cash	34.9%	59	
Rental income necessary to qualify for financing	1.8%	3	
	answered question	169	
	skipped question	3	

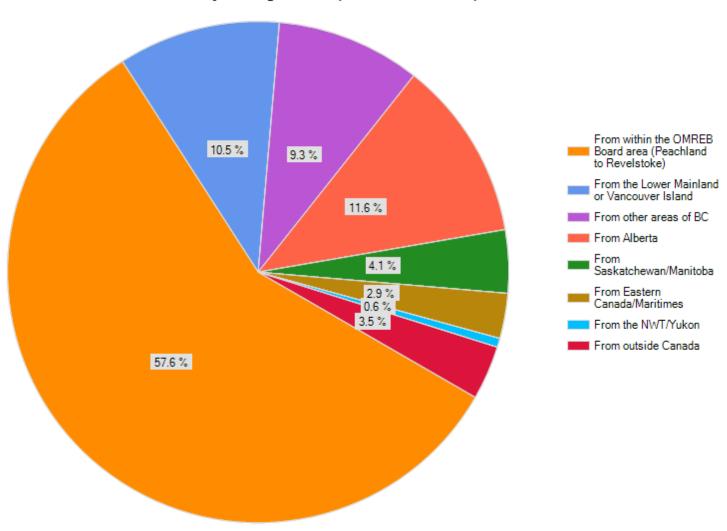
How did the Buyer finance the purchase? (Select one or more answers.)



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.)

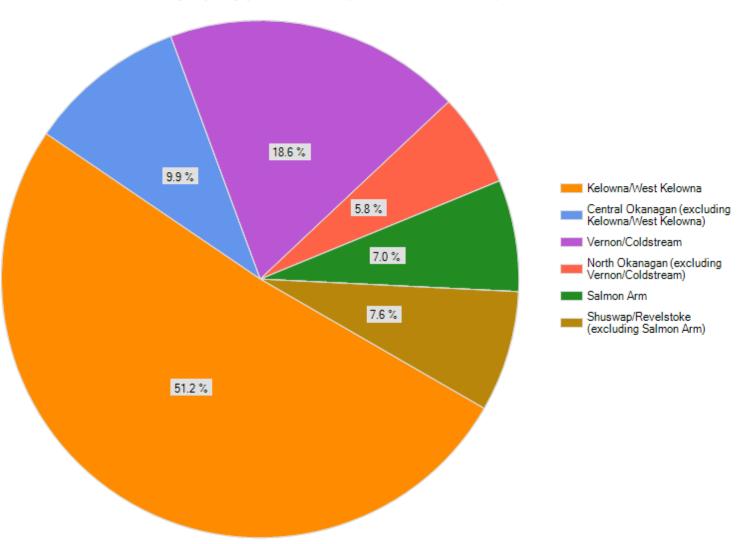
	Response Percent	Response Count
From within the OMREB Board area (Peachland to Revelstoke)	57.6%	99
From the Lower Mainland or Vancouver Island	10.5%	18
From other areas of BC	9.3%	16
From Alberta	11.6%	20
From Saskatchewan/Manitoba	4.1%	7
From Eastern Canada/Maritimes	2.9%	5
From the NWT/Yukon	0.6%	1
From outside Canada	3.5%	6
	answered question	172
	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 51.2% 88 Central Okanagan (excluding 9.9% 17 Kelowna/West Kelowna) Vernon/Coldstream 18.6% 32 North Okanagan (excluding 5.8% 10 Vernon/Coldstream) Salmon Arm 7.0% 12 Shuswap/Revelstoke (excluding 7.6% 13 Salmon Arm) answered question 172 skipped question 0

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



Q6. Ple	ease add your comments here (optional):	
		Dog 10, 2012 12:04 PM
1	moving to West Kelowna, wanted to leave Island	Dec 10, 2012 12:04 PM
2	Combined family moving in together - with co-parenting of children - requiring more space for combined lifestyle.	Dec 10, 2012 8:50 AM
3	Buyer sold nice home for \$520,000 in upper Mission and bought brand new house to live in with 2 bedroom legal suite for income in North Glenmore (Sol Terra Ranch)	Dec 8, 2012 10:10 AM
4	Young couple, first home	Dec 7, 2012 7:33 PM
5	Sold in Venron, Tolko transfer out, 2 years later, transfered back to Vernon, came back to Vernon and bought again	Dec 7, 2012 7:30 PM
6	First time buyers	Dec 7, 2012 7:27 PM
7	Very mature lady moved back to Vernon from Salmon Arm.	Dec 7, 2012 12:59 PM
8	I have worked with this buyer and his family several times over the last 25 years.	Dec 7, 2012 11:32 AM
9	had a house to sell in prince georgeit happened :) thanks for doing thesegreat information!	Dec 7, 2012 9:47 AM
10	couple that are moving in together	Dec 7, 2012 8:48 AM
11	Downsized to a manufactured home	Dec 7, 2012 8:44 AM
12	Bought as a second 'winter' home	Dec 7, 2012 8:42 AM
13	waited 2 years to sell their property in Alberta before able to purchase in Vernon, B.C.	Dec 6, 2012 4:59 PM
14	Blg White	Dec 6, 2012 3:39 PM
15	Big White	Dec 6, 2012 3:38 PM
16	Some investors from other parts of Canada, this is primarily an Okanagan operation.	Dec 6, 2012 1:32 PM
17	Buyers were Canadians living in the USA - looking for recreational/retirement!	Dec 6, 2012 1:19 PM
18	Buyer was relocating to a no step rancher because of her elderly parents moving in with her.	Dec 6, 2012 1:16 PM