









OMREB Monthly Buyers Survey - NOVEMBER 2012 SurveyMonkey

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

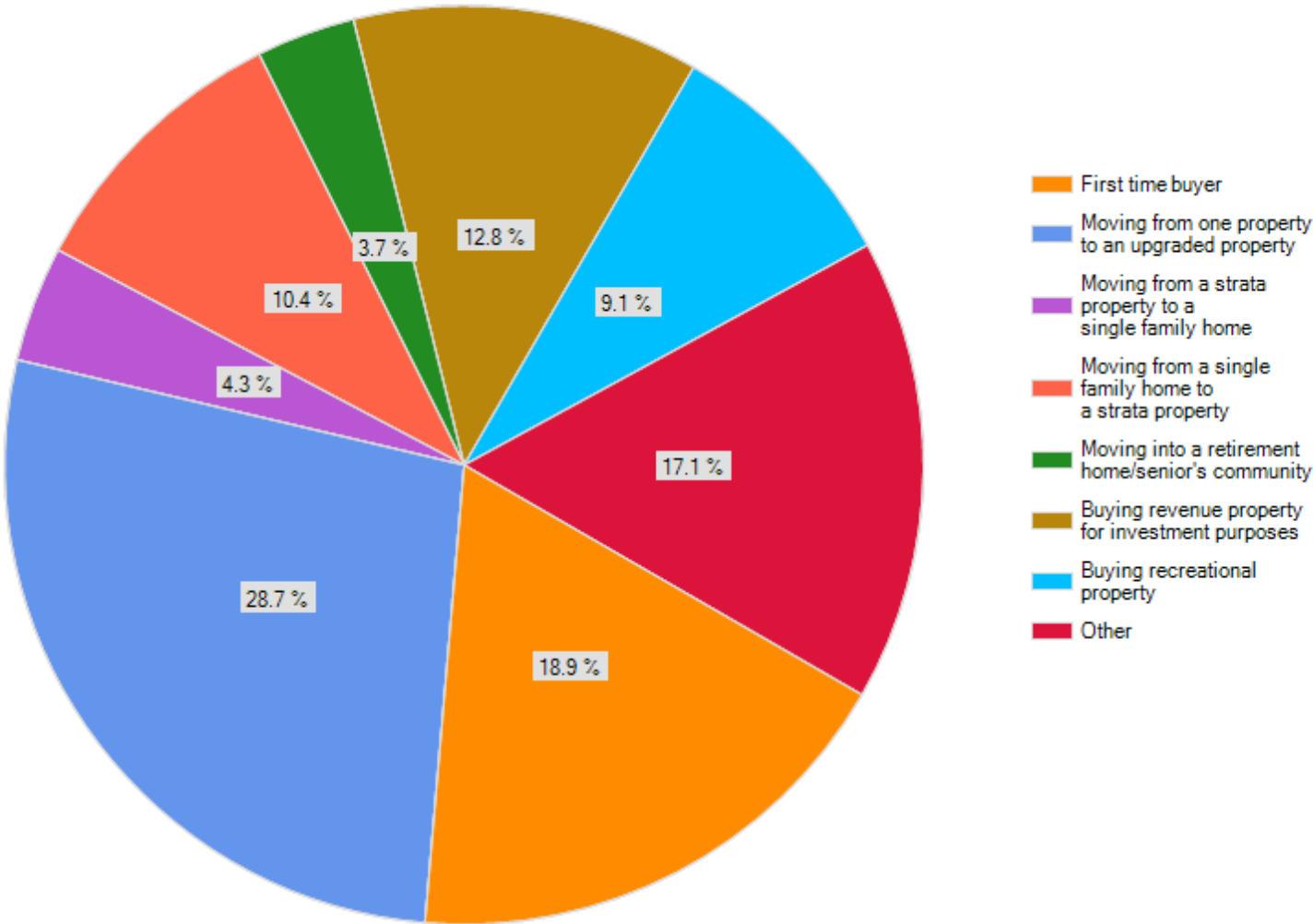
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

1	Downsized home	Dec 12, 2012 3:51 PM
2	builder -lot	Dec 11, 2012 5:21 PM
3	separation	Dec 10, 2012 5:37 PM
4	moving from Island Vancouver (was renting)	Dec 10, 2012 12:04 PM
5	moving from a rental to ownership	Dec 10, 2012 9:01 AM
6	Downsizing from a single family home to a manufactured home on leased land	Dec 9, 2012 11:38 AM
7	Moving to acreage	Dec 9, 2012 10:54 AM
8	Buying the home they had been renting	Dec 8, 2012 1:14 PM
9	Moving from Single Family Home to Single family home with legal suite for income	Dec 8, 2012 10:10 AM
10	Builder	Dec 7, 2012 3:01 PM
11	decided to own rather than rent.	Dec 7, 2012 12:59 PM
12	moving from out of province	Dec 7, 2012 12:58 PM
13	moving from a leased office space to a home based business location that had the proper zoning to allow for that use.	Dec 7, 2012 11:32 AM
14	bare land to build new home	Dec 7, 2012 9:24 AM
15	Downsizing	Dec 6, 2012 6:58 PM
16	in home business purposes	Dec 6, 2012 6:32 PM
17	Moving from a rental into a new home	Dec 6, 2012 3:58 PM
18	Relocating from Alberta to BC but not to retire.	Dec 6, 2012 3:05 PM
19	Downsizing- SFD to mobile	Dec 6, 2012 2:28 PM
20	Change in marital status- second home	Dec 6, 2012 2:24 PM
21	Moving to a different floorplan	Dec 6, 2012 2:19 PM
22	Purchasing a lot to build on	Dec 6, 2012 2:16 PM
23	Strata to strata	Dec 6, 2012 2:16 PM
24	from city lot to acreage	Dec 6, 2012 2:16 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.)



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

		Response Percent	Response Count
Single male	<input type="checkbox"/>	8.8%	15
Single female	<input type="checkbox"/>	10.0%	17
Couple without children	<input type="checkbox"/>	27.1%	46
Two parent family with children	<input type="checkbox"/>	27.1%	46
Single parent with children	<input type="checkbox"/>	5.3%	9
Empty nesters or retired	<input type="checkbox"/>	19.4%	33
Other	<input type="checkbox"/>	3.5%	6

If "Other", please specify.

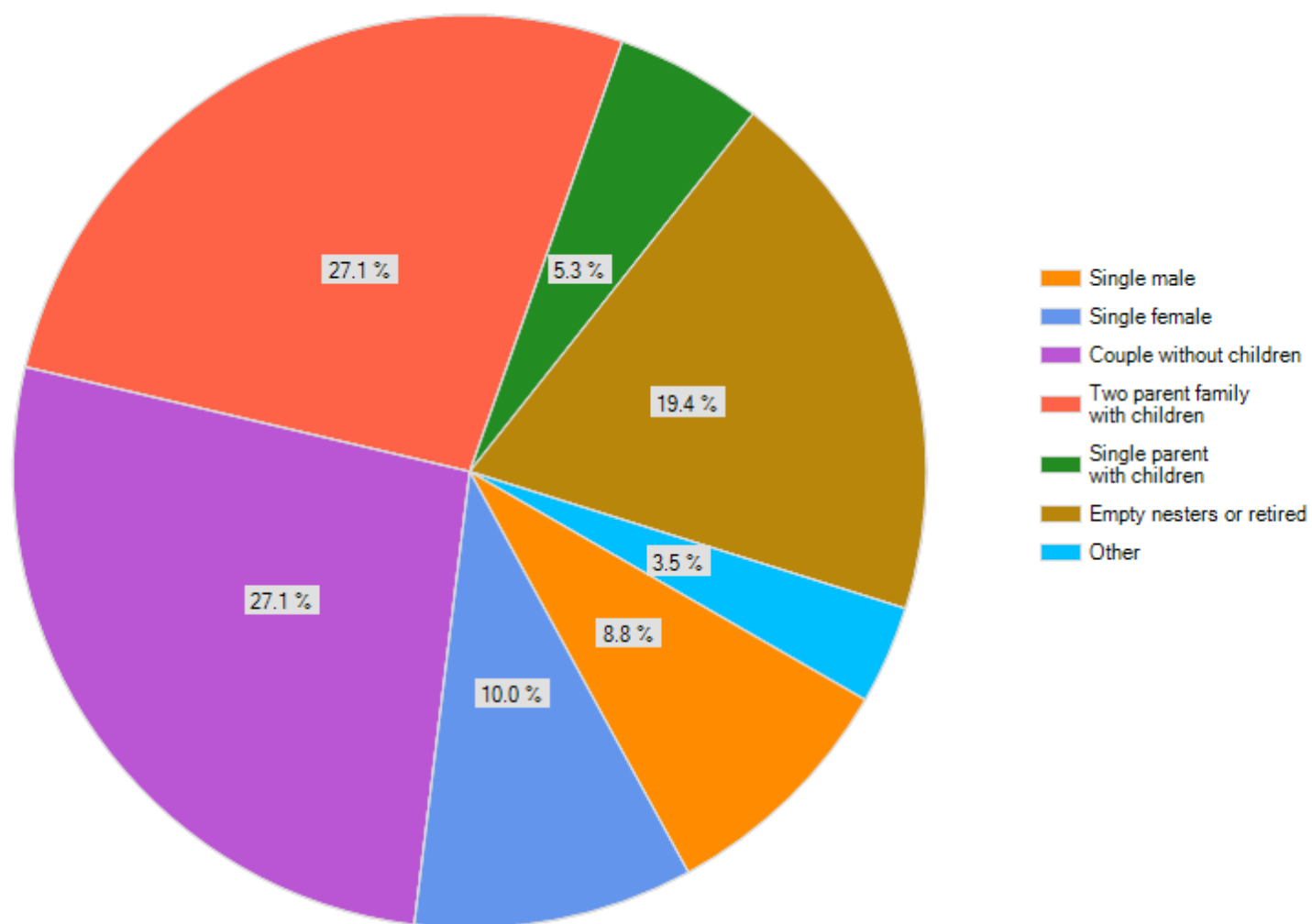
7

answered question	170
skipped question	2

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


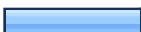


1	buildrr	Dec 11, 2012 5:21 PM
2	combined family, with children	Dec 10, 2012 8:50 AM
3	Business Investor	Dec 7, 2012 12:28 PM
4	2 females	Dec 6, 2012 6:32 PM
5	Mother and Adult Daughter	Dec 6, 2012 2:26 PM
6	Corporation	Dec 6, 2012 1:32 PM
7	Two divorced moms	Dec 6, 2012 1:07 PM

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

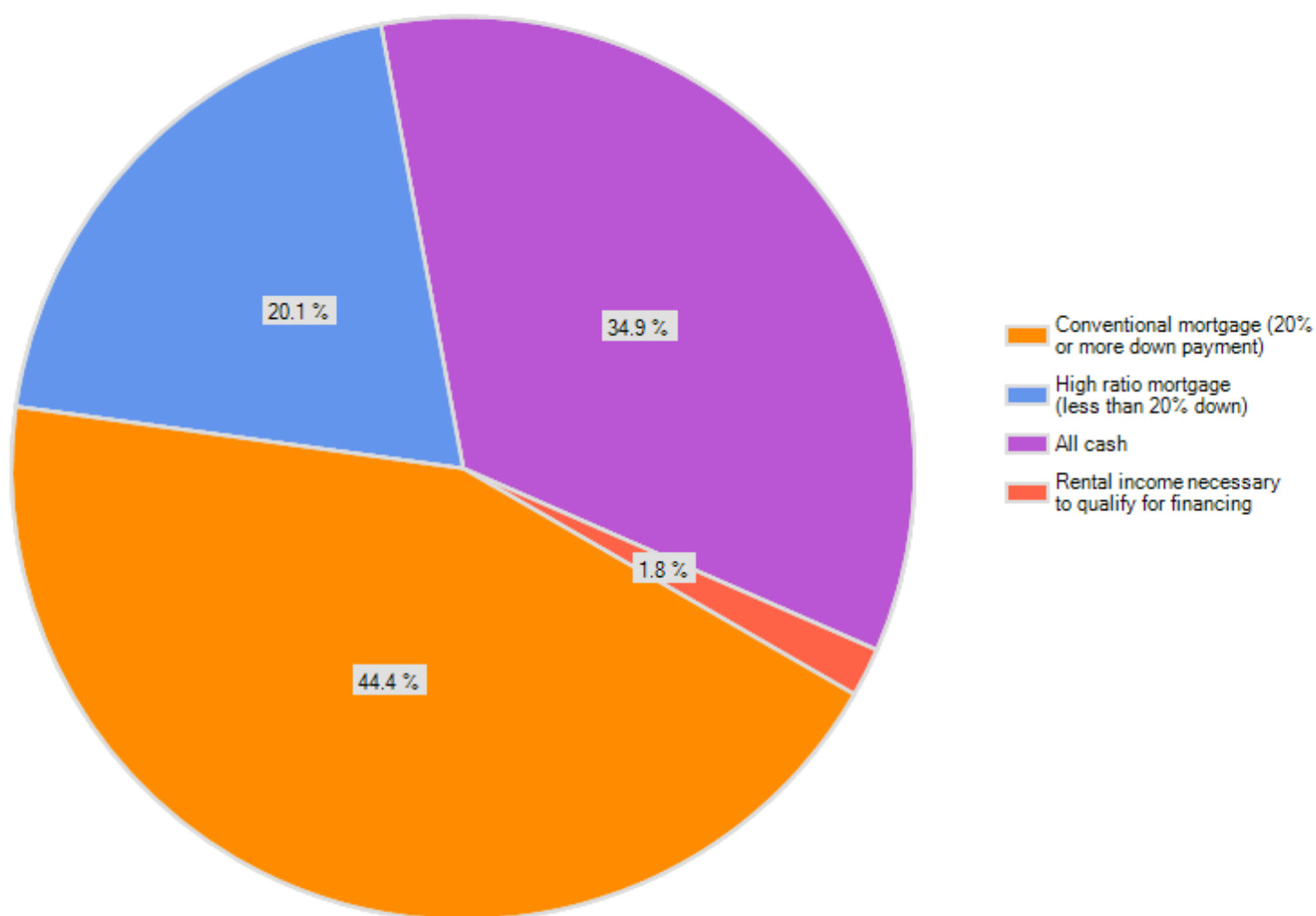


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How did the Buyer finance the purchase? (Select one or more answers.)









		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.)

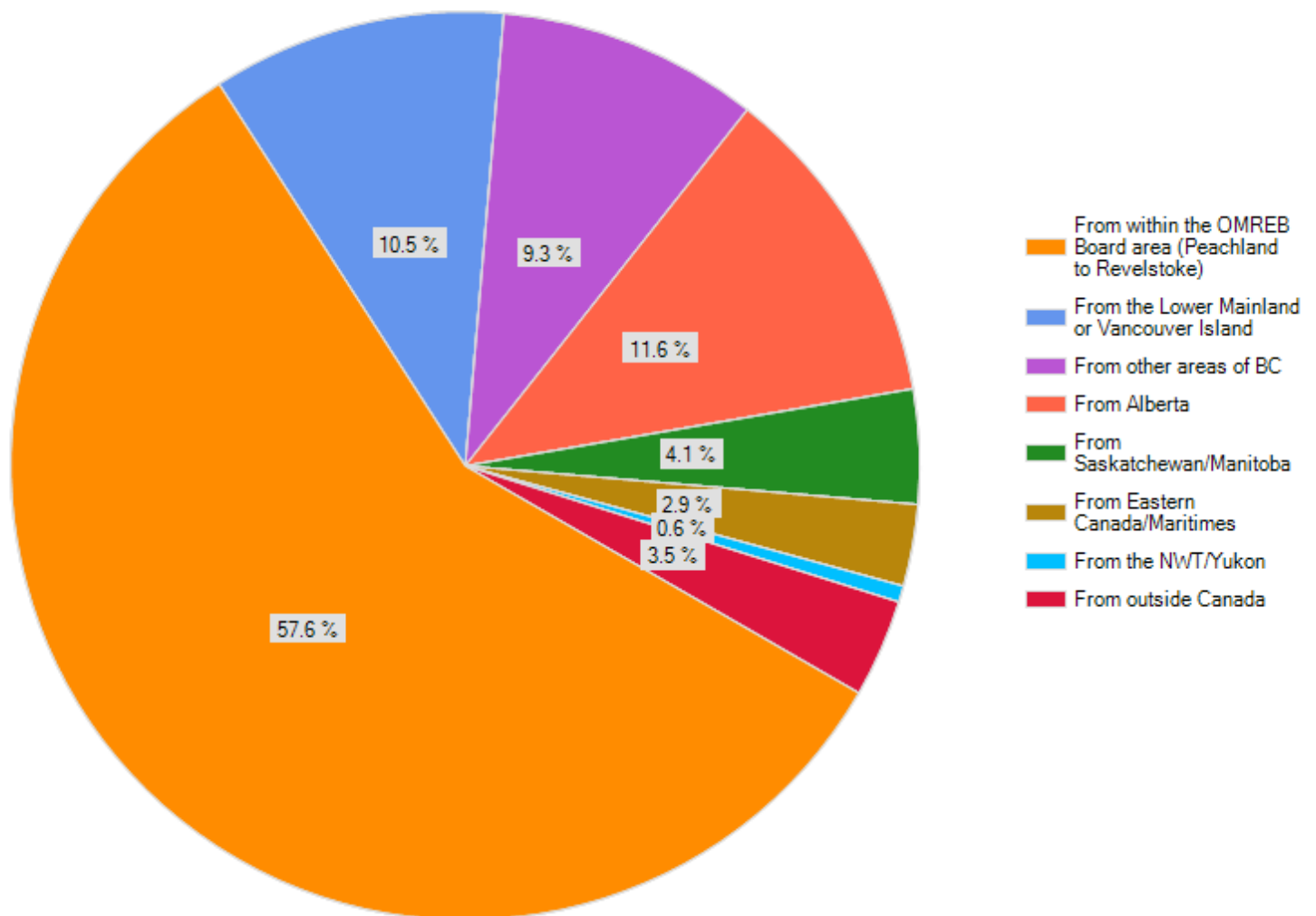


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Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)







		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.)

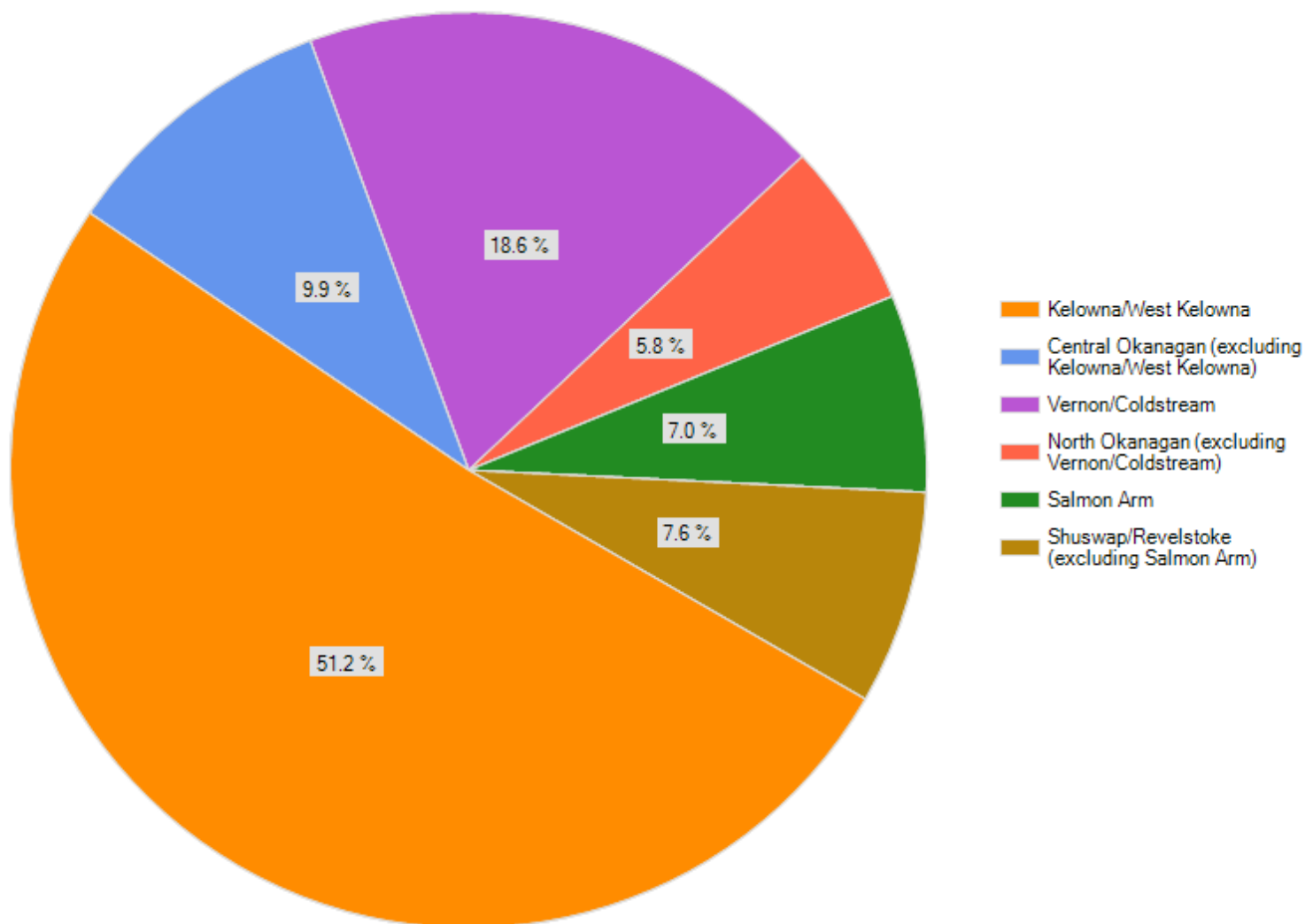


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In what area was the property purchased? (Select one answer.)

		Response Percent	Response Count
Kelowna/West Kelowna		51.2%	88
Central Okanagan (excluding Kelowna/West Kelowna)		9.9%	17
Vernon/Coldstream		18.6%	32
North Okanagan (excluding Vernon/Coldstream)		5.8%	10
Salmon Arm		7.0%	12
Shuswap/Revelstoke (excluding Salmon Arm)		7.6%	13
answered question			172
skipped question			0

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



Q6. Please add your comments here (optional):

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 george...it happened :) thanks for doing these...great 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