









OMREB Monthly Buyers Survey - SEPTEMBER 2012



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

		Response Percent	Response Count
First time buyer		21.2%	33
Moving from one property to an upgraded property		27.6%	43
Moving from a strata property to a single family home		2.6%	4
Moving from a single family home to a strata property		10.3%	16
Moving into a retirement home/senior's community		3.2%	5
Buying revenue property for investment purposes		7.1%	11
Buying recreational property		15.4%	24
Other		18.6%	29
If "Other", please specify (explain).			35

answered question	156
skipped question	4

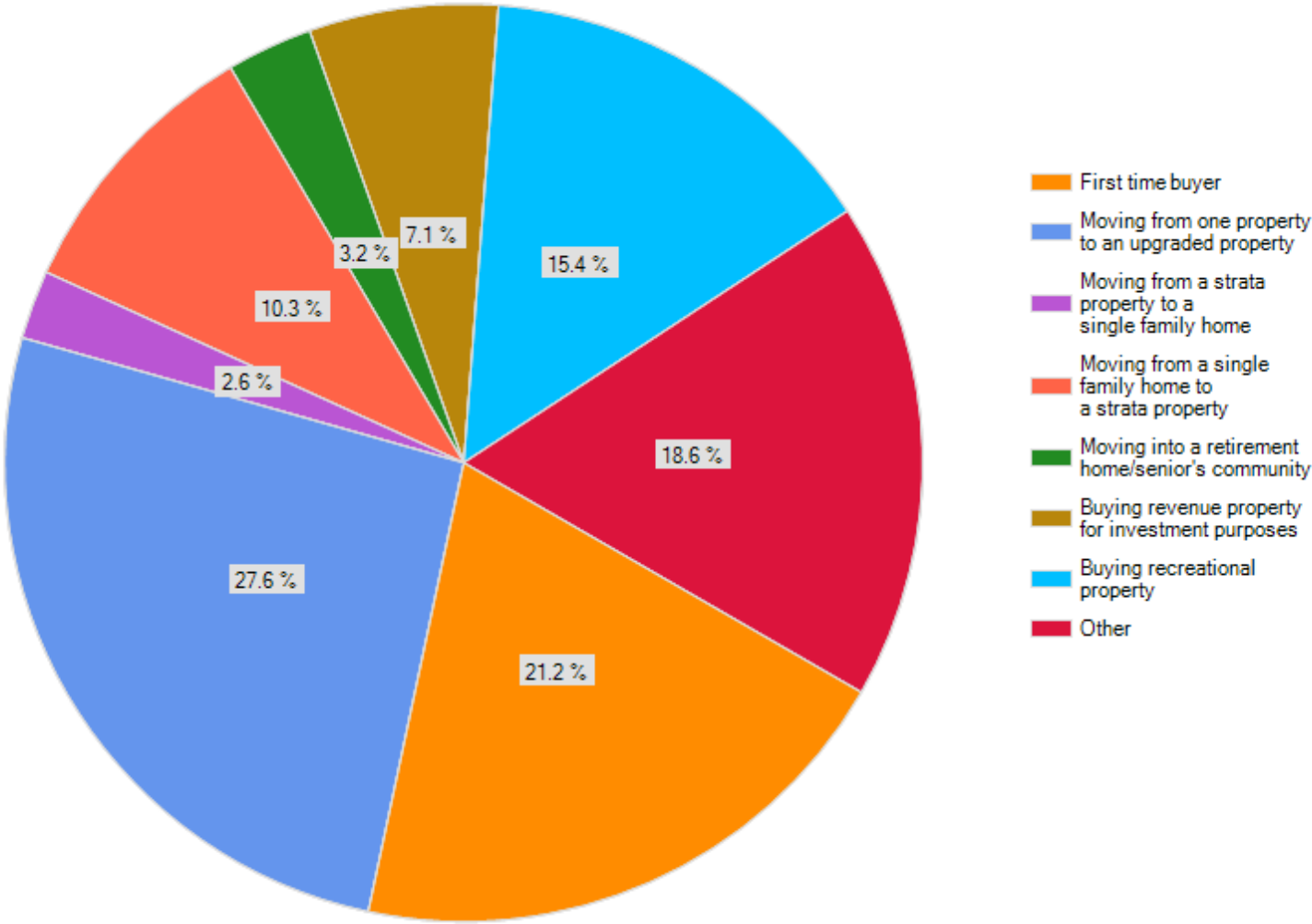
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

1	moved to Kelowna from Alberta	Oct 12, 2012 2:09 PM
2	buying a part time summer/winter home.	Oct 10, 2012 8:13 PM
3	Divorce	Oct 10, 2012 6:03 PM
4	purchasing home that would fit 2 families	Oct 10, 2012 10:13 AM
5	These are the developers of the project.	Oct 10, 2012 10:12 AM
6	Moving from acreage into town single family home	Oct 10, 2012 9:20 AM
7	Family purchase	Oct 9, 2012 10:07 PM
8	Strata to strata-closer to amenities	Oct 9, 2012 8:54 PM
9	Moving from out of province	Oct 9, 2012 8:52 PM
10	Moving from Peachland to Kelowna-closer amenities	Oct 9, 2012 8:48 PM
11	buying to build on in the future	Oct 9, 2012 8:20 PM
12	moving from rental to adult condo	Oct 9, 2012 7:45 PM
13	Patricia	Oct 9, 2012 7:10 PM
14	Moving from rental apartment	Oct 9, 2012 4:13 PM
15	buying a rural acreage building lot to build on in 2 years.	Oct 9, 2012 3:24 PM
16	Jake	Oct 9, 2012 3:10 PM
17	New immigrant family	Oct 9, 2012 2:52 PM
18	From another country	Oct 9, 2012 2:49 PM
19	Moving from Large home with small yard to smaller home with larger yard	Oct 9, 2012 2:42 PM
20	moving from one property to a less expensive property	Oct 9, 2012 2:23 PM
21	widowed - downsizing	Oct 9, 2012 2:10 PM
22	Bought bare land for investment	Oct 9, 2012 2:09 PM
23	Buying bare land for investment	Oct 9, 2012 2:07 PM
24	Bought bare land for investment	Oct 9, 2012 2:05 PM
25	Downsizing home	Oct 9, 2012 1:52 PM
26	Downsizing from a large home to smaller single family home	Oct 9, 2012 1:49 PM
27	Buying land to build a home for retirement	Oct 9, 2012 1:45 PM

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

28	Buying land to build a home for retirement	Oct 9, 2012 1:44 PM
29	Buying vacant acreage to build home	Oct 9, 2012 1:28 PM
30	Moving from rental to Mobile on its own land	Oct 9, 2012 1:25 PM
31	Moving from Lakeshore to Acreage	Oct 9, 2012 1:24 PM
32	Down sizing from Acreage	Oct 9, 2012 1:23 PM
33	moving to fixer upper from a different location in BC	Oct 9, 2012 1:23 PM
34	Moving from a more expensive home to a less expensive home in a better area.	Oct 9, 2012 1:18 PM
35	moving from home and acreage to a new home on a lot	Oct 9, 2012 1:14 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"/>	18.2%	29
Single female	<input type="checkbox"/>	12.6%	20
Couple without children	<input type="checkbox"/>	23.3%	37
Two parent family with children	<input type="checkbox"/>	22.6%	36
Single parent with children	<input type="checkbox"/>	1.9%	3
Empty nesters or retired	<input type="checkbox"/>	23.3%	37
Other	<input type="checkbox"/>	5.0%	8

If "Other", please specify.

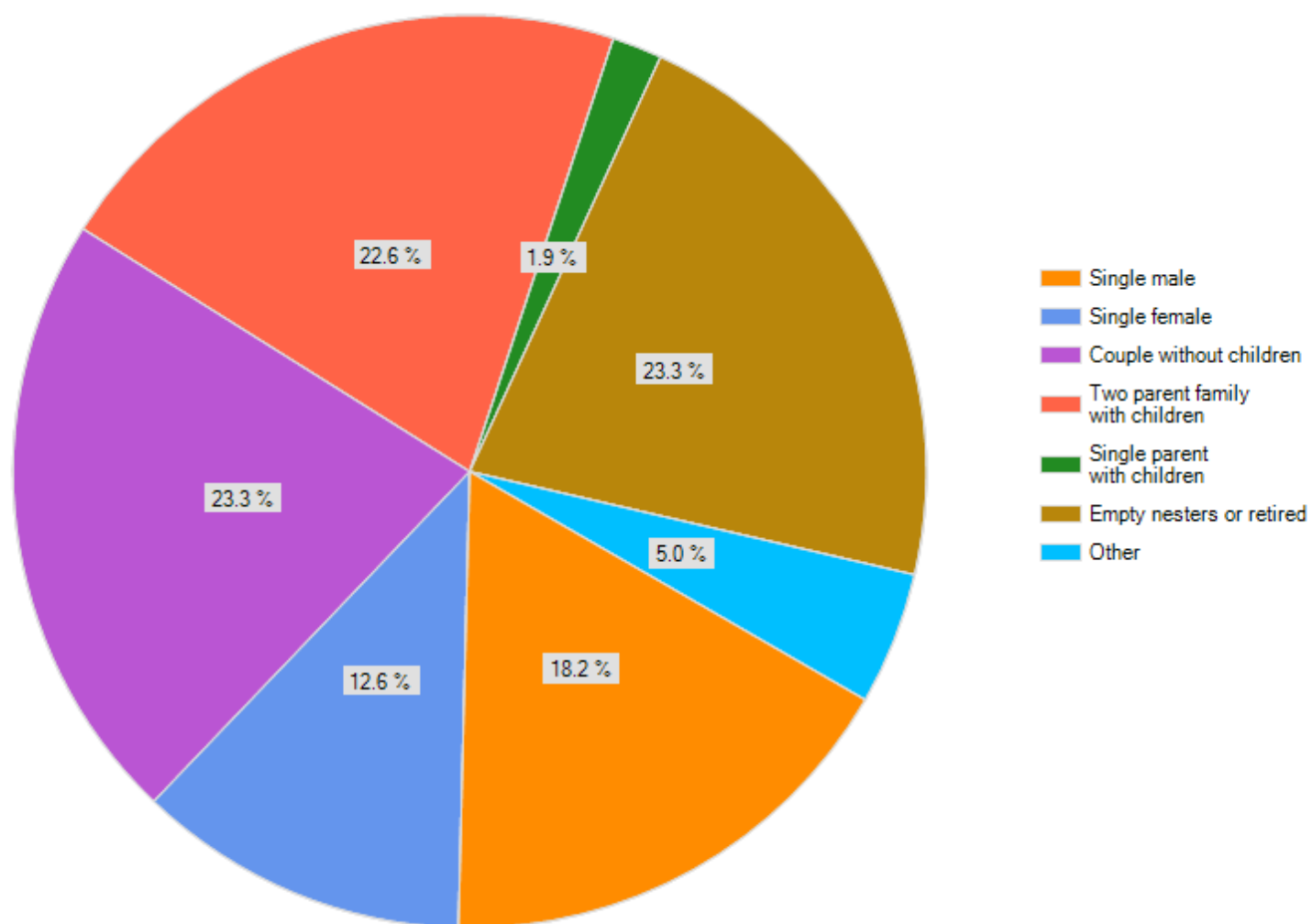
10

answered question	159
skipped question	1

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

1	two families under one roof	Oct 10, 2012 12:47 PM
2	Single son and single mother	Oct 10, 2012 10:13 AM
3	Two business partners	Oct 10, 2012 10:12 AM
4	Father and son	Oct 9, 2012 4:32 PM
5	Elderly mother & daughter	Oct 9, 2012 2:42 PM
6	Young couple looking to invest for their future	Oct 9, 2012 2:21 PM
7	Couple with adult children still working.	Oct 9, 2012 2:20 PM
8	investors	Oct 9, 2012 1:28 PM
9	Parents purchased with adult children.	Oct 9, 2012 1:19 PM
10	Two Parents with 2 children	Oct 9, 2012 1:18 PM





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



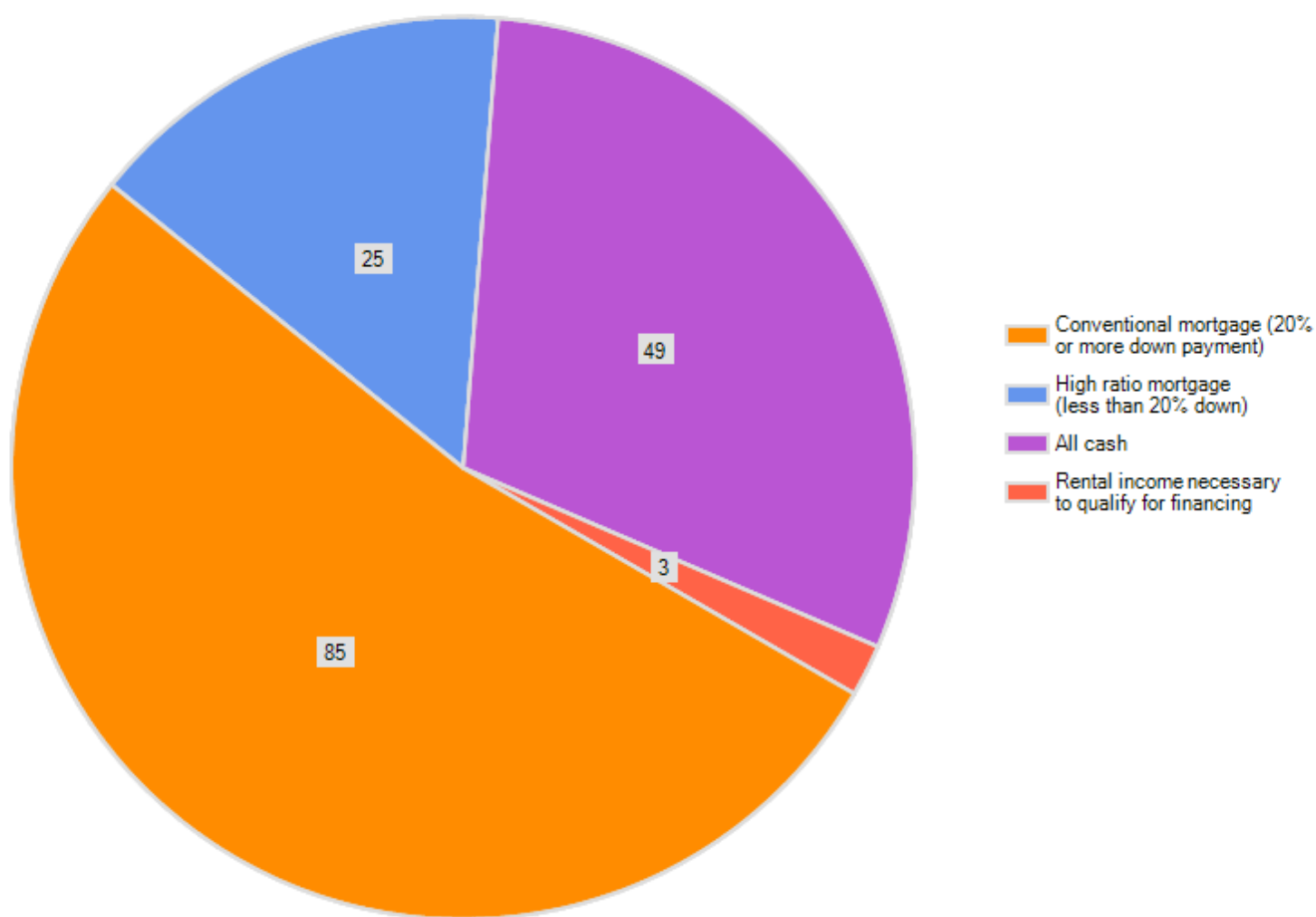
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How did the Buyer finance the purchase? (Select one or more answers.)

		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		53.8%	85
High ratio mortgage (less than 20% down)		15.8%	25
All cash		31.0%	49
Rental income necessary to qualify for financing		1.9%	3
answered question			158
skipped question			2









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



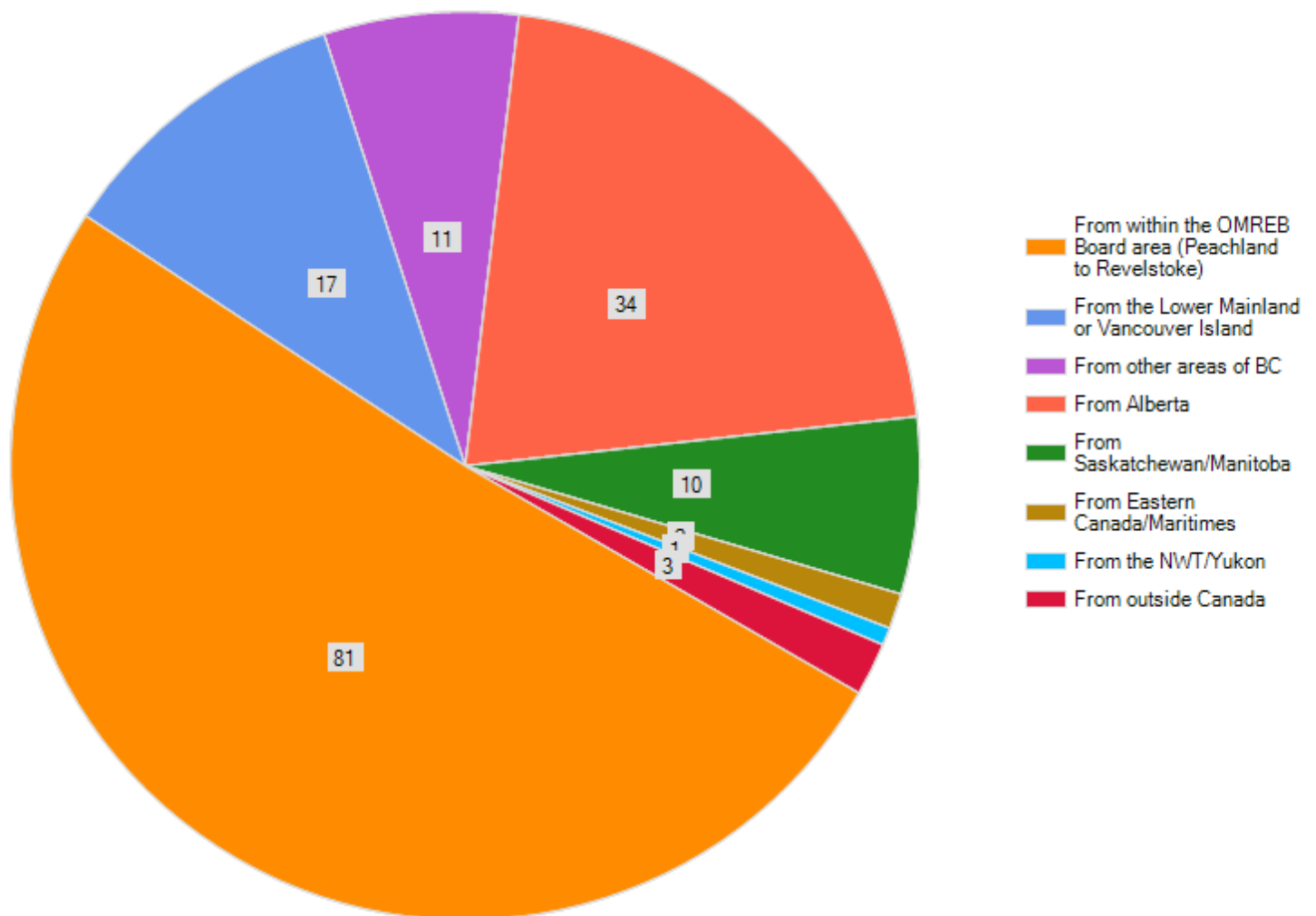
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Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)

		Response Percent	Response Count
From within the OMREB Board area (Peachland to Revelstoke)		50.9%	81
From the Lower Mainland or Vancouver Island		10.7%	17
From other areas of BC		6.9%	11
From Alberta		21.4%	34
From Saskatchewan/Manitoba		6.3%	10
From Eastern Canada/Maritimes		1.3%	2
From the NWT/Yukon		0.6%	1
From outside Canada		1.9%	3
answered question			159
skipped question			1

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		43.1%	69
Central Okanagan (excluding Kelowna/West Kelowna)		8.8%	14
Vernon/Coldstream		21.9%	35
North Okanagan (excluding Vernon/Coldstream)		10.6%	17
Salmon Arm		2.5%	4
Shuswap/Revelstoke (excluding Salmon Arm)		13.1%	21
answered question			160
skipped question			0

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

