









OMREB Monthly Buyers Survey - NOVEMBER 2011 SurveyMonkey

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

		Response Percent	Response Count
First time buyer		22.1%	30
Moving from one property to an upgraded property		22.1%	30
Moving from a strata property to a single family home		5.1%	7
Moving from a single family home to a strata property		13.2%	18
Moving into a retirement home/senior's community		3.7%	5
Buying revenue property for investment purposes		6.6%	9
Buying recreational property		3.7%	5
Other		25.7%	35

If "Other", please specify (explain).

39

answered question	136
skipped question	3

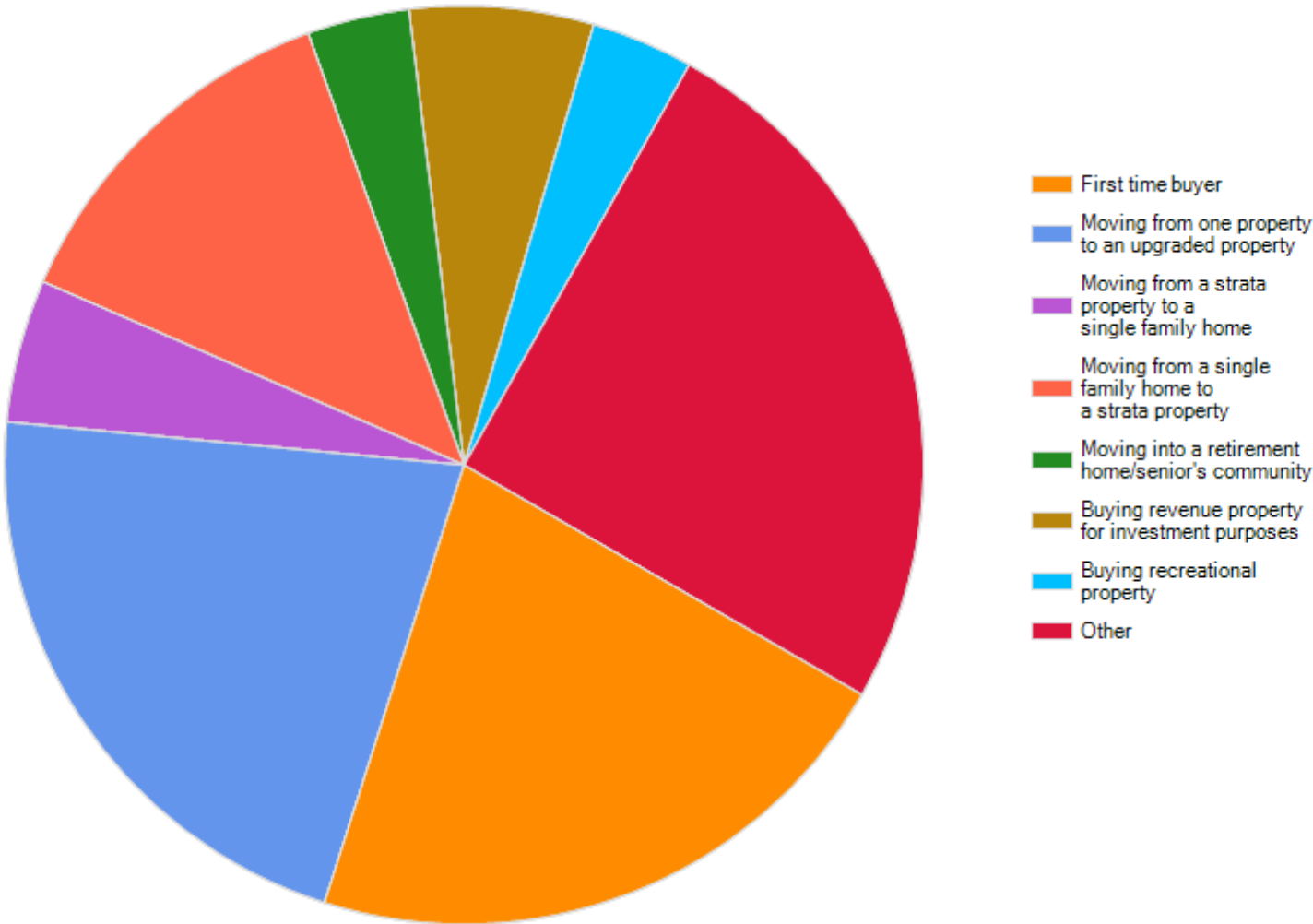
Q1. How would you best describe your most recent Buyer - property category? (Check one or more.)

1	Downsizing to smaller property	Dec 12, 2011 3:36 PM
2	Changing provinces for better climate.	Dec 11, 2011 11:14 AM
3	Relocating from Surrey, BC to Kelowna	Dec 10, 2011 5:13 PM
4	Moving from larger acreage to smaller property	Dec 10, 2011 9:12 AM
5	Moving from single family home to single family home same price point	Dec 8, 2011 10:04 AM
6	from rental but not first time buyers	Dec 7, 2011 4:44 PM
7	Out of town buyers moving into comparable home	Dec 7, 2011 2:16 PM
8	Young couple, have not owned for five years	Dec 7, 2011 2:03 PM
9	moving from Alberta to retire here	Dec 7, 2011 12:38 PM
10	Relocating from Alberta	Dec 7, 2011 11:51 AM
11	Relocating from Alberta	Dec 7, 2011 11:48 AM
12	Mother and two daughters buying property for whole family	Dec 7, 2011 11:20 AM
13	Buyers own similar homes all over the world and are finally settling down in Kelowna	Dec 7, 2011 11:10 AM
14	he was renting but he has owned a home previously	Dec 7, 2011 10:47 AM
15	Relocation	Dec 7, 2011 10:21 AM
16	moving from Winnipeg and downsizing to smaller space	Dec 7, 2011 9:53 AM
17	Moved back to Vernon, BC from Ontario	Dec 7, 2011 9:07 AM
18	Moving from Vernon to Kelowna	Dec 7, 2011 8:35 AM
19	Moving home to Okanagan from Vancouver Island	Dec 7, 2011 8:06 AM
20	Job transfer	Dec 7, 2011 7:08 AM
21	moving from a home to a manufa	Dec 6, 2011 7:30 PM
22	downsizing	Dec 6, 2011 6:58 PM
23	relocating from Edmonton to Peachland	Dec 6, 2011 6:42 PM
24	purchase of lot to build single family home	Dec 6, 2011 5:58 PM
25	downsizing	Dec 6, 2011 5:46 PM
26	Lateral move	Dec 6, 2011 5:34 PM
27	moved from condo in edmonton to condo kelowna	Dec 6, 2011 5:16 PM

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








28	Buying home closer to work	Dec 6, 2011 4:37 PM
29	moving down	Dec 6, 2011 4:12 PM
30	relocating	Dec 6, 2011 3:45 PM
31	Purchasing for Student	Dec 6, 2011 3:17 PM
32	+55 Strata purchsed for future personal use - will sell SFR (currently residing in) within the next several years	Dec 6, 2011 2:56 PM
33	Downgrading	Dec 6, 2011 2:40 PM
34	Downgrading	Dec 6, 2011 2:37 PM
35	Purchasing Home, to eventually move to from AB	Dec 6, 2011 2:36 PM
36	Lateral Move	Dec 6, 2011 2:34 PM
37	Moving from parent's home to single family home	Dec 6, 2011 2:29 PM
38	Second residence	Dec 6, 2011 2:23 PM
39	Buying strata property for family member.	Dec 6, 2011 2:18 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		14.5%	20
Single female		15.2%	21
Couple without children		18.8%	26
Two parent family with children		24.6%	34
Single parent with children		1.4%	2
Empty nesters or retired		24.6%	34
Other		2.9%	4

If "Other", please specify.

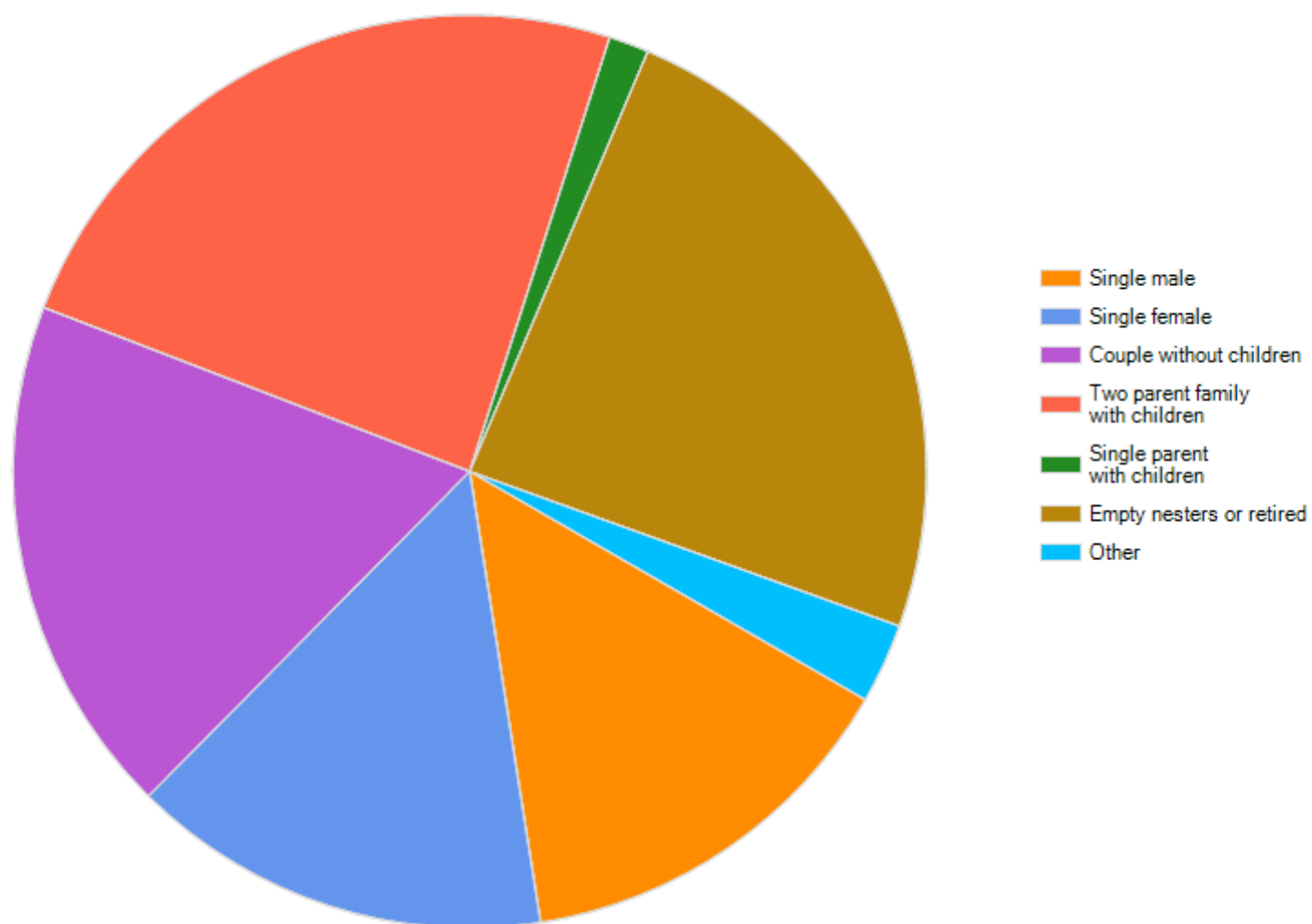
6

answered question	138
skipped question	1

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





1	one retired one working-blended family empty nesters	Dec 10, 2011 5:13 PM
2	Mother, Daughter and Husband and 2 children and 1 single daughter	Dec 7, 2011 11:20 AM
3	recently widowed	Dec 7, 2011 11:18 AM
4	single female	Dec 6, 2011 7:30 PM
5	Divorcing husband	Dec 6, 2011 4:04 PM
6	Empty Nesters who want a place in Salmon Arm to come to.	Dec 6, 2011 2:20 PM

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

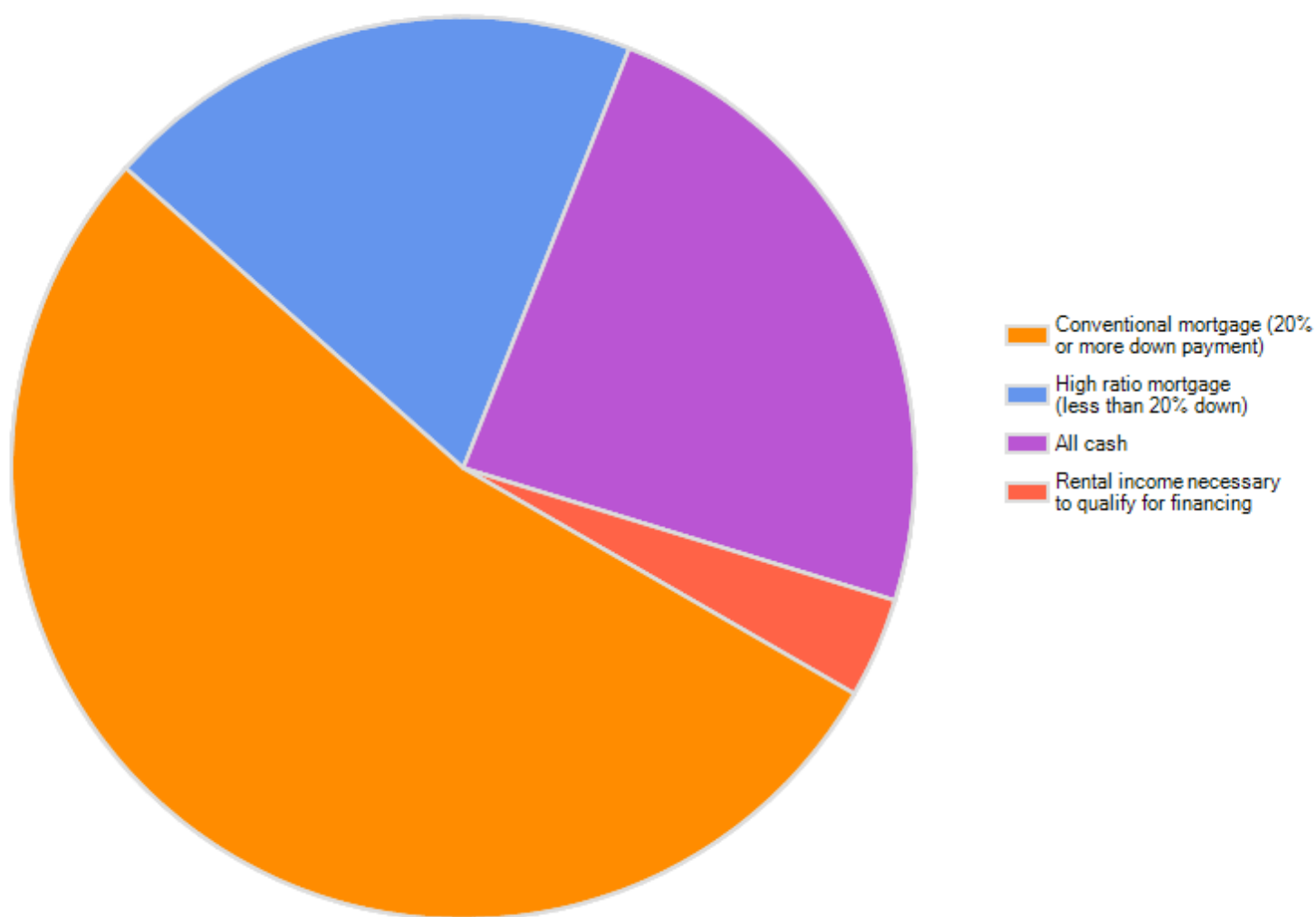


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How did the Buyer finance the purchase? (Select one or more answers.)









		Response Percent	Response Count
Conventional mortgage (20% or more down payment)		53.6%	74
High ratio mortgage (less than 20% down)		19.6%	27
All cash		23.9%	33
Rental income necessary to qualify for financing		3.6%	5
answered question			138
skipped question			1

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

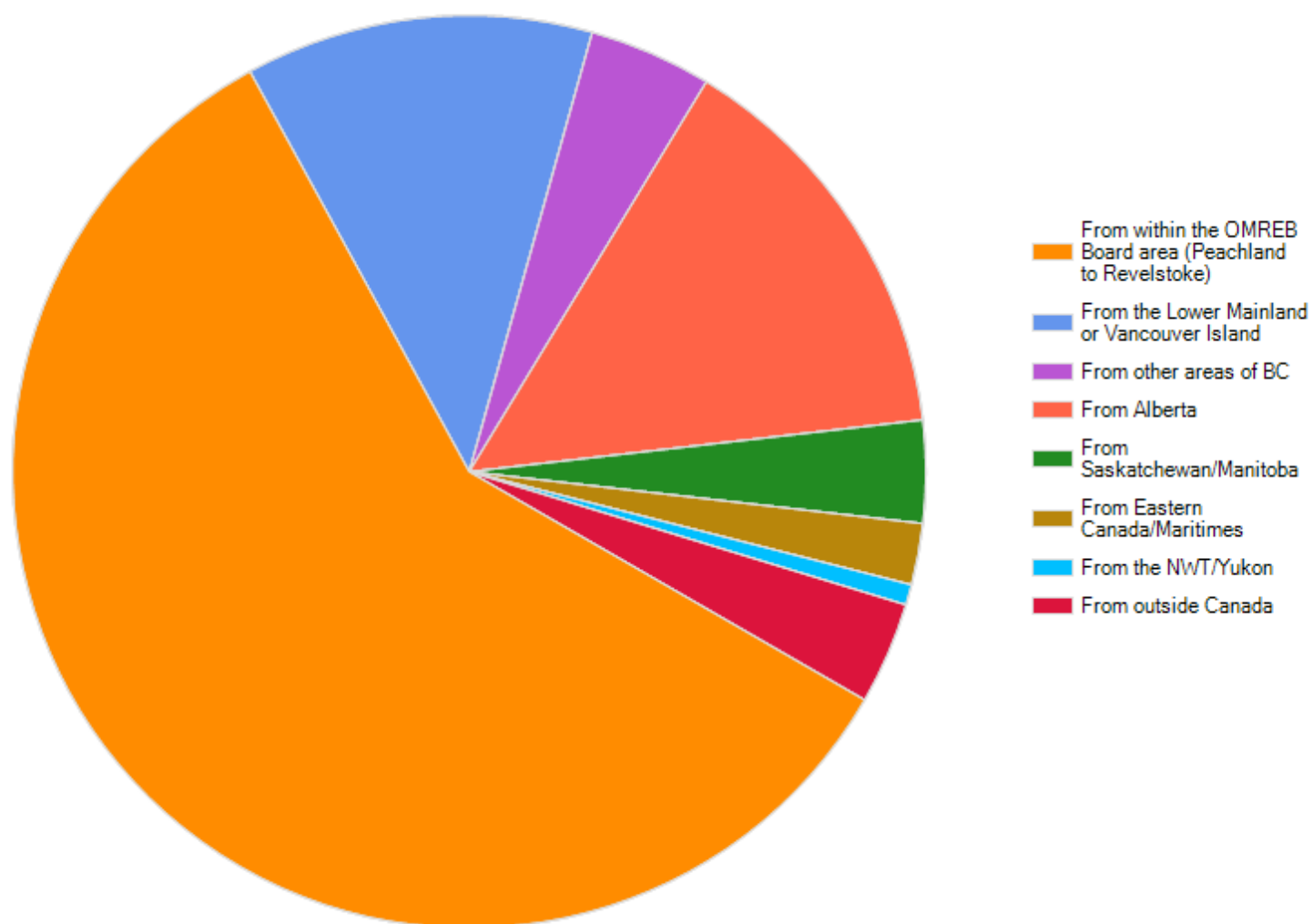


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Where did the Buyer move from? If an Investor, choose where he/she is from even if not actually making a move. (Select one answer.)







		Response Percent	Response Count
From within the OMREB Board area (Peachland to Revelstoke)		58.7%	81
From the Lower Mainland or Vancouver Island		12.3%	17
From other areas of BC		4.3%	6
From Alberta		14.5%	20
From Saskatchewan/Manitoba		3.6%	5
From Eastern Canada/Maritimes		2.2%	3
From the NWT/Yukon		0.7%	1
From outside Canada		3.6%	5
answered question			138
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.)

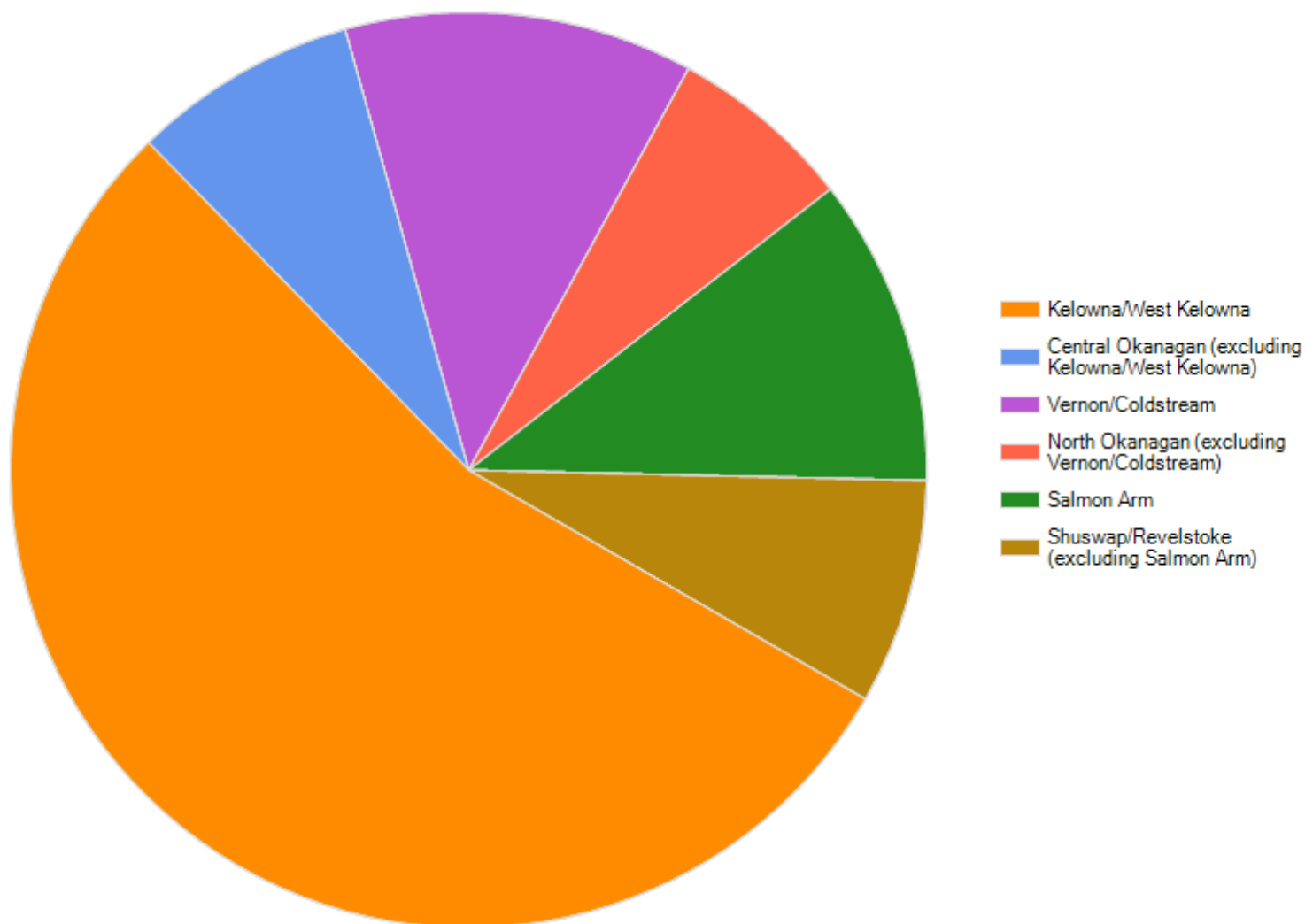


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In what area was the property purchased? (Select one answer.)

		Response Percent	Response Count
Kelowna/West Kelowna		54.3%	75
Central Okanagan (excluding Kelowna/West Kelowna)		8.0%	11
Vernon/Coldstream		12.3%	17
North Okanagan (excluding Vernon/Coldstream)		6.5%	9
Salmon Arm		10.9%	15
Shuswap/Revelstoke (excluding Salmon Arm)		8.0%	11
answered question			138
skipped question			1

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



Please add your comments here (optional):

Response
Count

13

answered question

13

skipped question

126

Q6. Please add your comments here (optional):

1	purchased in Peachland	Dec 7, 2011 12:38 PM
2	Moving to be near grandchildren	Dec 7, 2011 10:10 AM
3	my clients purchased in Lumby because of the value compared to Vernon	Dec 7, 2011 9:56 AM
4	they downsized from a single family home to a manufactured home in west kelowna	Dec 7, 2011 9:53 AM
5	Love these surveys; keep 'em coming!	Dec 7, 2011 9:48 AM
6	Sold them first home in Lake Country in 1987, then off they went to Alberta, retired to the Island but had to come home to Okanagan!	Dec 7, 2011 8:06 AM
7	I sold her a townhome in 1989, now to next stage!	Dec 7, 2011 8:01 AM
8	My clients made a lifestyle investment,at Silver Star, with future based on equity gains,and lifestyle enhancements for their children. All in all, an investment in the family lifestyle.	Dec 6, 2011 10:33 PM
9	westbank	Dec 6, 2011 7:30 PM
10	Clients are golfers and wanted to be part of the resort community at Predator Ridge. It is a full time home for them.	Dec 6, 2011 5:12 PM
11	The couple bought the property as a recreational property but plan on moving here in 5 years	Dec 6, 2011 3:47 PM
12	Bought a home \$30k over appriased value, and then HST on top.	Dec 6, 2011 3:17 PM
13	See comments at #1.	Dec 6, 2011 2:56 PM