

FEBRUARY 2025

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# THE STILHAVN REPORT

A BRIEF UPDATE ON THE LATEST SALES,  
LISTINGS, AND SALE PRICE ACTIVITY

OKANAGAN

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stilhavn  
REAL ESTATE SERVICES

OKANAGAN | VANCOUVER | NORTH SHORE | SQUAMISH | WHISTLER

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## INTRO

Unlike most brokerages, Stilhavn's agents are selected based on a strict performance and ethics criterion. We're not striving to be the biggest, just the best.

We continue our relentless pursuit of excellence because it's our intrinsic belief that our clients deserve better than the status quo. When you become a client with Stilhavn you become a client for life, and it's our privilege to serve not only our local Okanagan market, but further corners within the Lower Mainland and along the Sea to Sky corridor.

We keep our fingers on the pulse, we collaborate extensively across our teams, and we are committed to providing an elevated experience when it comes to your next buying or selling journey.

Together, we're here to help you **#FindYourHavn**.

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## THE FEBRUARY MARKET

February in the Okanagan offers a breathtaking backdrop for winter walks and quiet reflection. Whether enjoying the local wineries, exploring scenic trails, or embracing the warmth of community events, the Okanagan region exudes a distinct charm that makes winter here truly special.

In real estate, February saw consistent sales activity, proving that buyer demand remains strong even as new listings slowed slightly, reports the Association of Interior REALTORS<sup>®</sup>. With steady momentum in residential real estate, the market continued to move at a healthy pace, offering opportunities for both buyers and sellers.

### RESIDENTIAL HOME SALES

A total of 914 residential unit sales\* were recorded across the Association region in February, coming in above January's 806 units and up 11.3% compared to units sold in February last year.

### INVENTORY

New residential listings saw a moderate decrease of 1.7% compared to February 2024 with 2,304 new listings recorded last month. The total number of active listings saw an 11.8% increase of total inventory compared to February 2024 with 7,346 recorded across the Association region. The highest percentage increase in active listings across the Association region for a consecutive month was in Central Okanagan with a total increase of 19.7% compared to the same month last year.

### HOME SALES BY PROPERTY TYPE

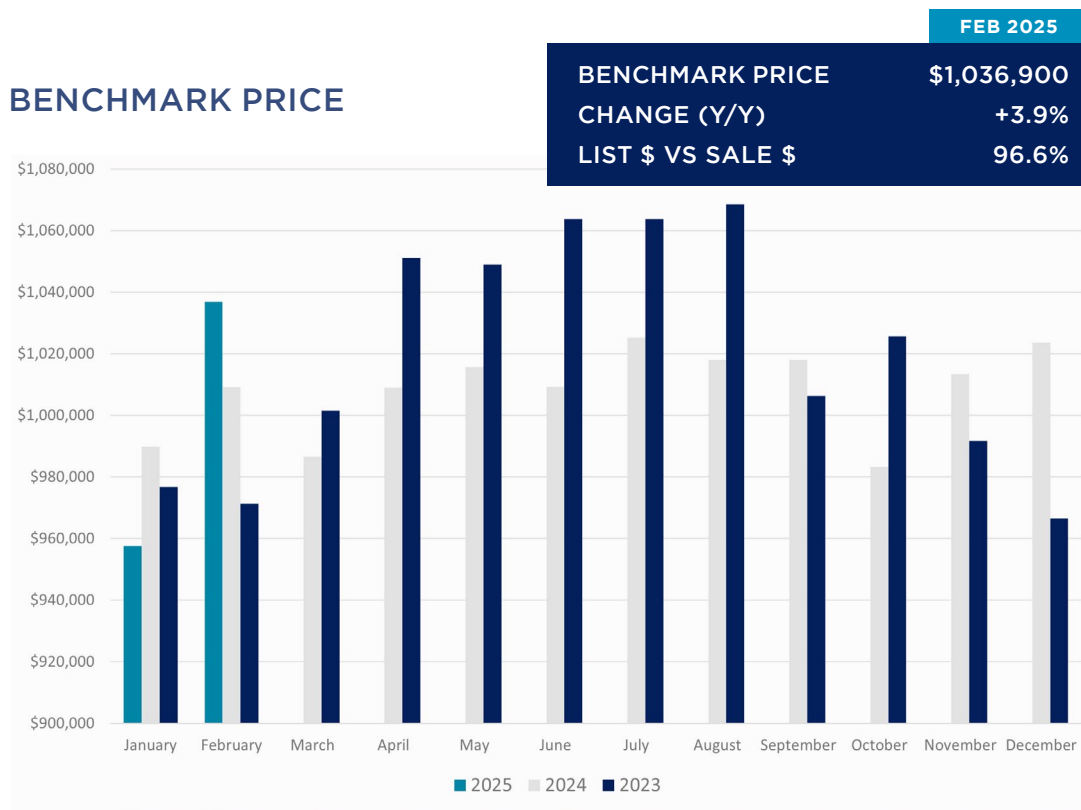
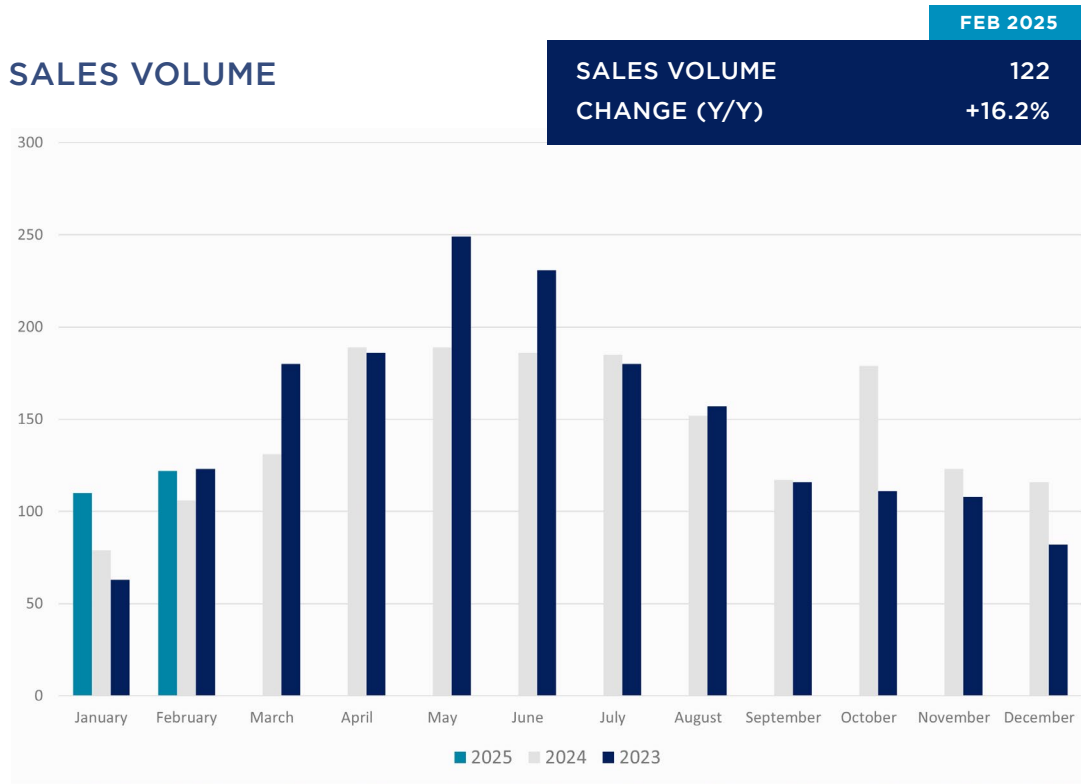
The benchmark price for single-family homes saw increases last month in all regions in year-over-year comparisons with the highest increase of 6.7% seen in the Revelstoke/Shuswap region, coming in at \$731,800. In the townhome housing category, benchmark prices saw decreases or no percentage changes in all housing categories apart from the South Okanagan that saw an increase of 6.3%, coming in at \$523,000. Similarly, benchmark pricing for condominiums recorded the South Okanagan being the exception with a decrease of 6.7%, while the Revelstoke/Shuswap, Central and North Okanagan saw slight increases.

\*All statistics are courtesy of The Association of Interior REALTORS<sup>®</sup>.

<sup>^</sup>The Association of Interior REALTORS<sup>®</sup> is a member-based professional organization serving approximately 2,500 REALTORS<sup>®</sup> who live and work in communities across the interior of British Columbia including the Okanagan Valley, Kamloops and Kootenay regions, as well as the South Peace River region. The Association of Interior REALTORS<sup>®</sup> was formed on January 1, 2021 through the amalgamation of the Okanagan Mainline Real Estate Board and the South Okanagan Real Estate Board. The Association has since also amalgamated with the Kamloops & District Real Estate Association and the Kootenay Association of REALTORS<sup>®</sup>.

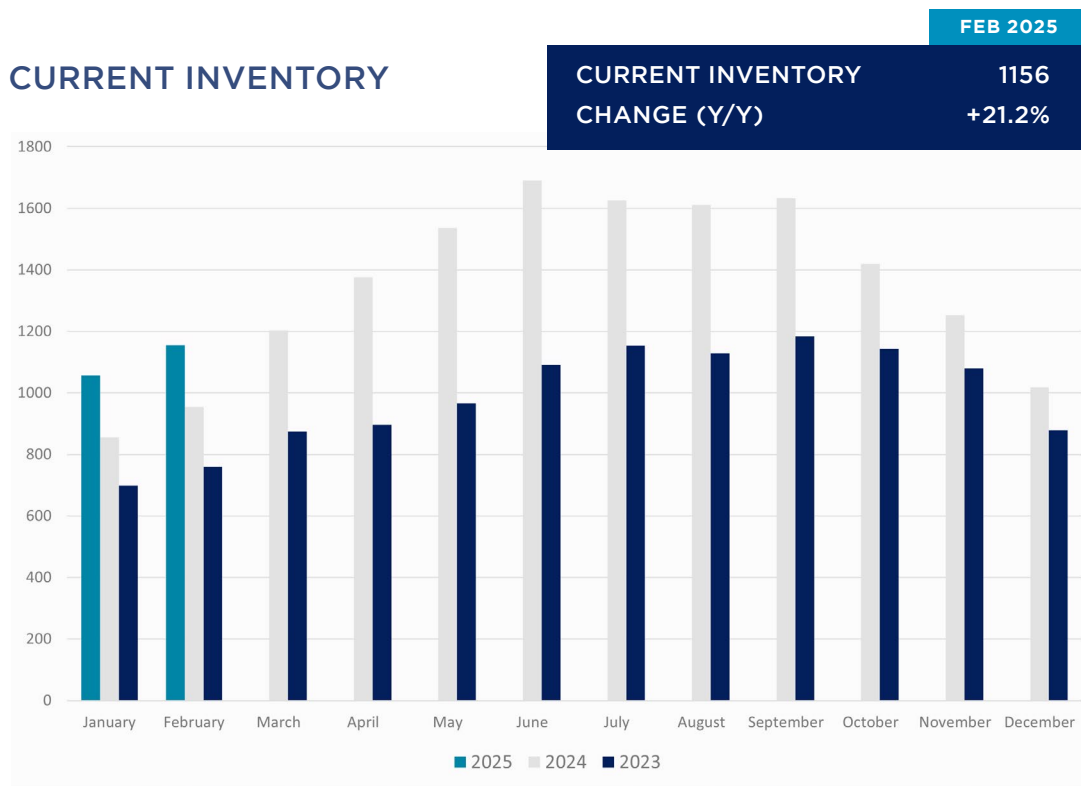
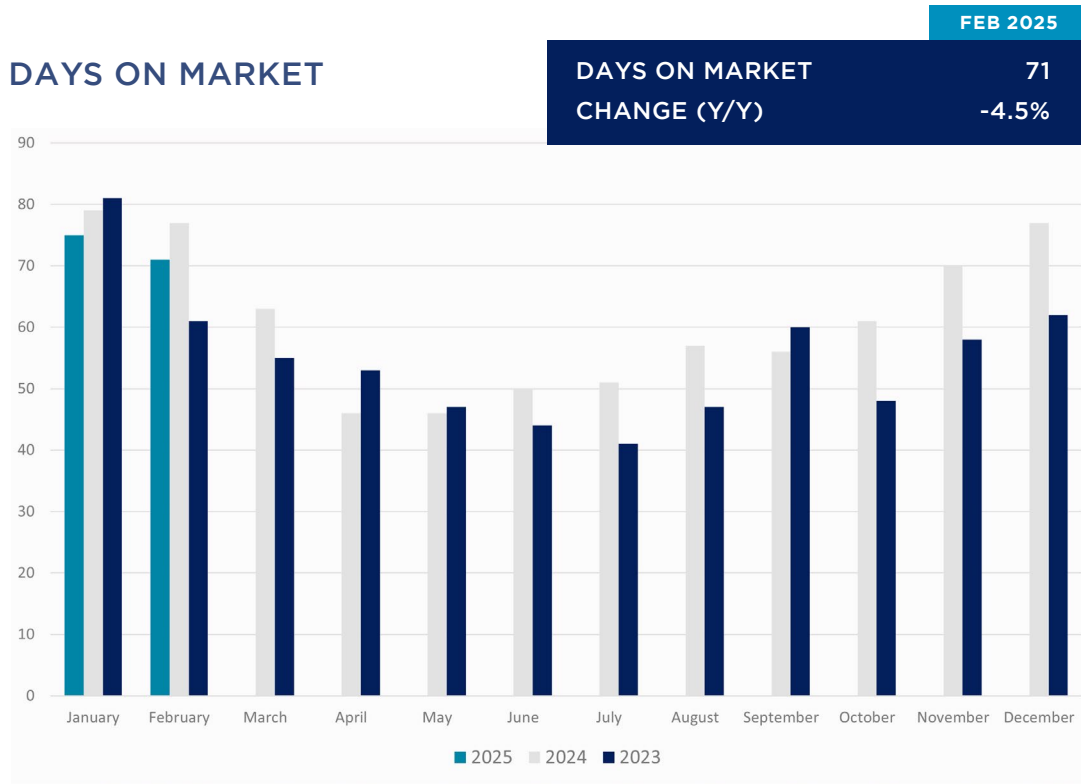


# SINGLE FAMILY HOMES



**\*Benchmark Price:** Estimated sale price of a benchmark property, representing a typical property within each market.  
**Market Statistics:** Courtesy of the Association of Interior Realtors® (interiorrealtors.ca). **% Change:** Over the same period the year prior. **Area Covered:** Central Okanagan.  
 \*Year to year stats may be affected by recent consolidation of the Association of Interior Realtor's database and adjustments to area borders.

# SINGLE FAMILY HOMES

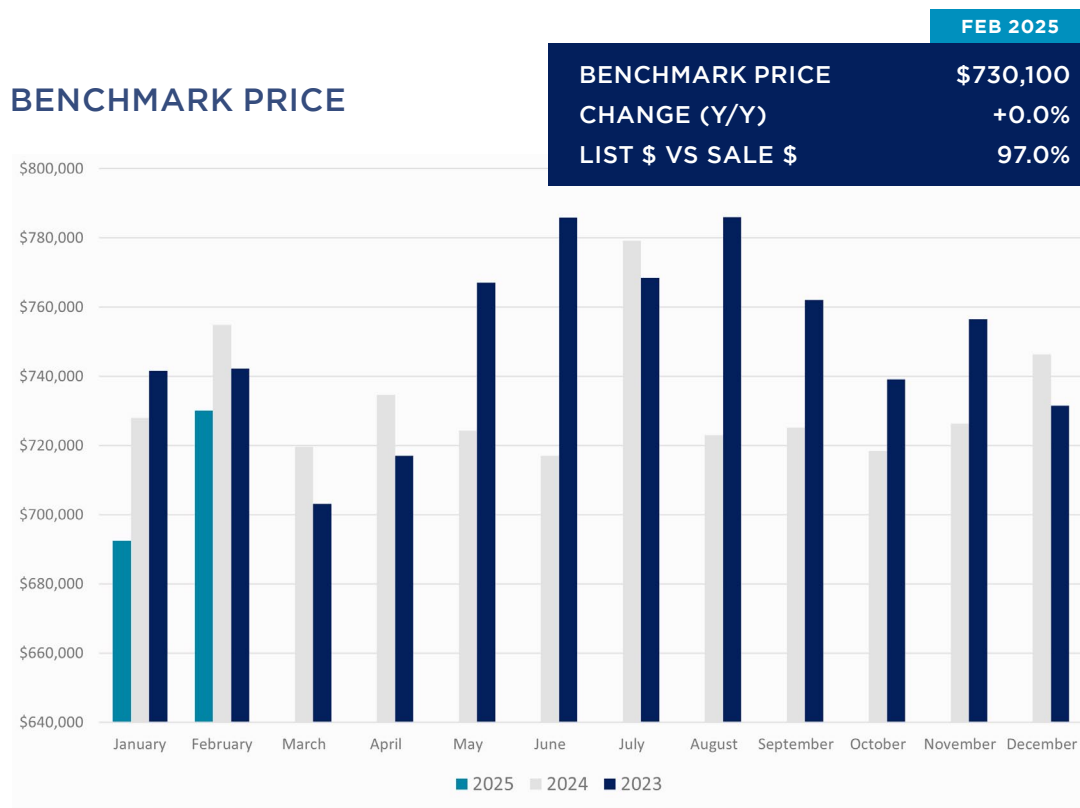
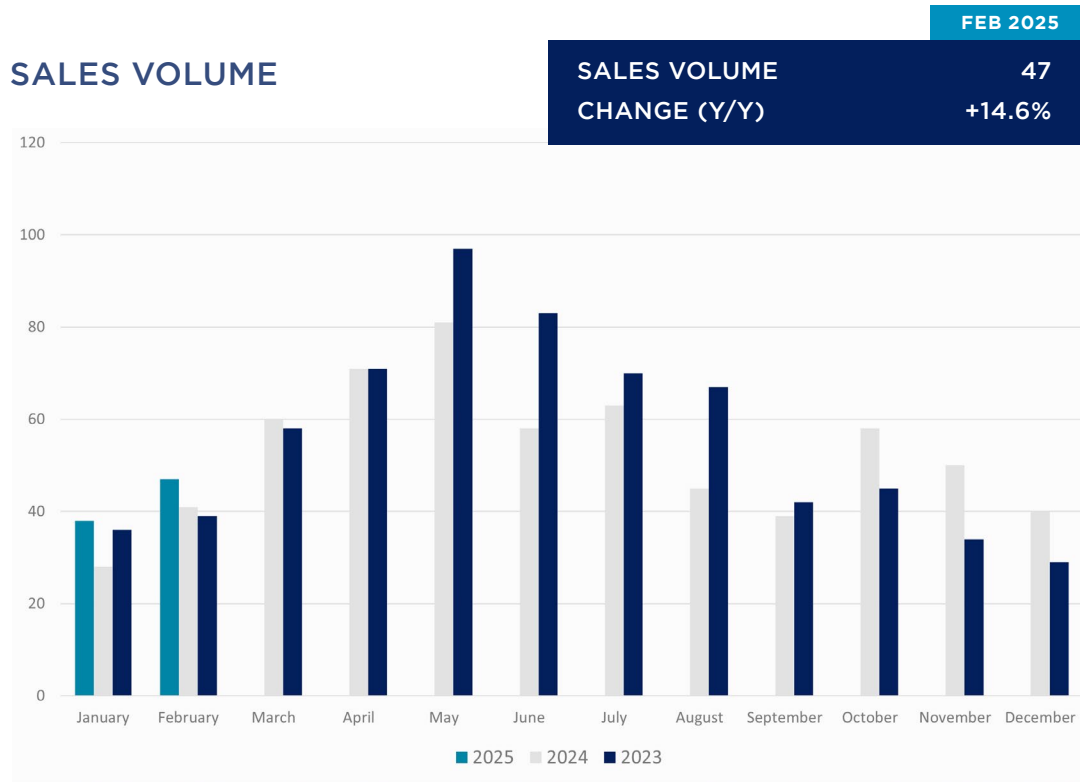


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# TOWNHOMES

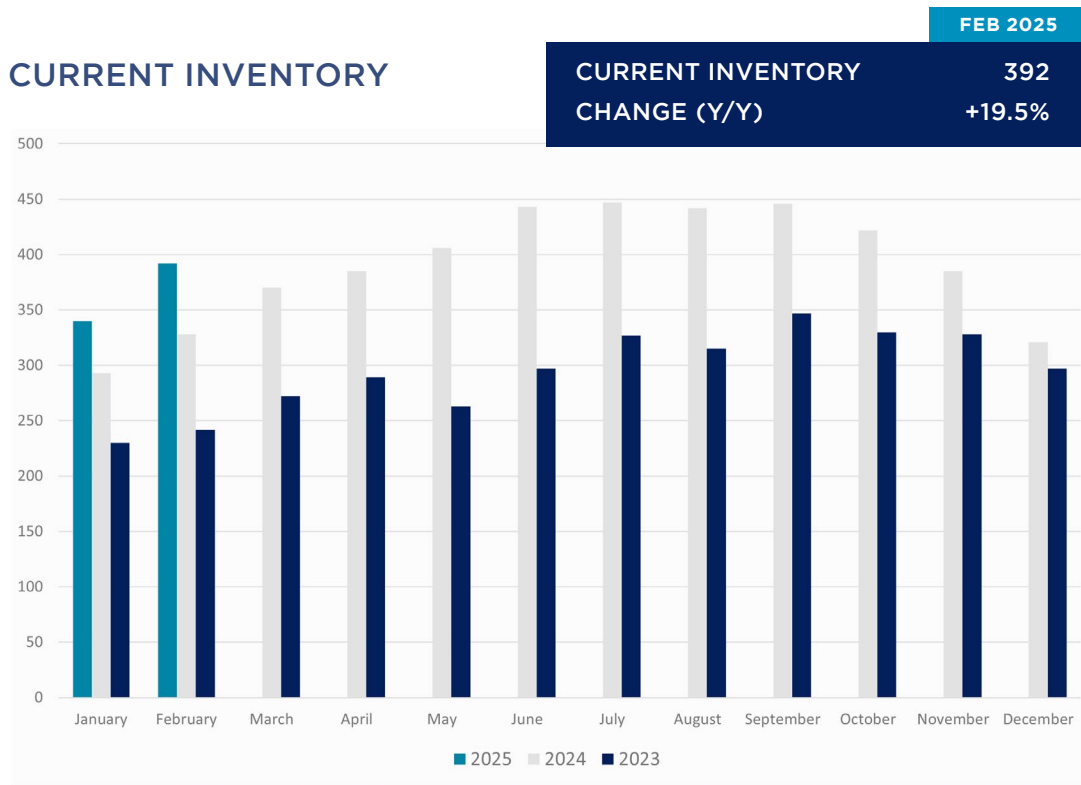
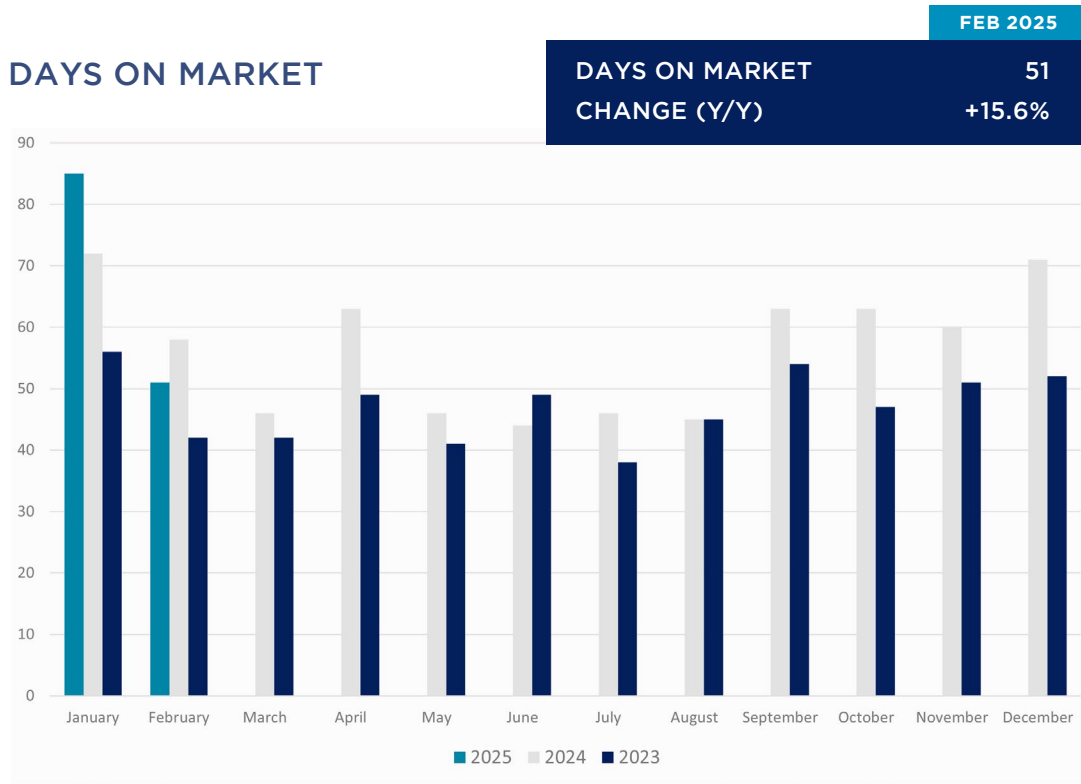


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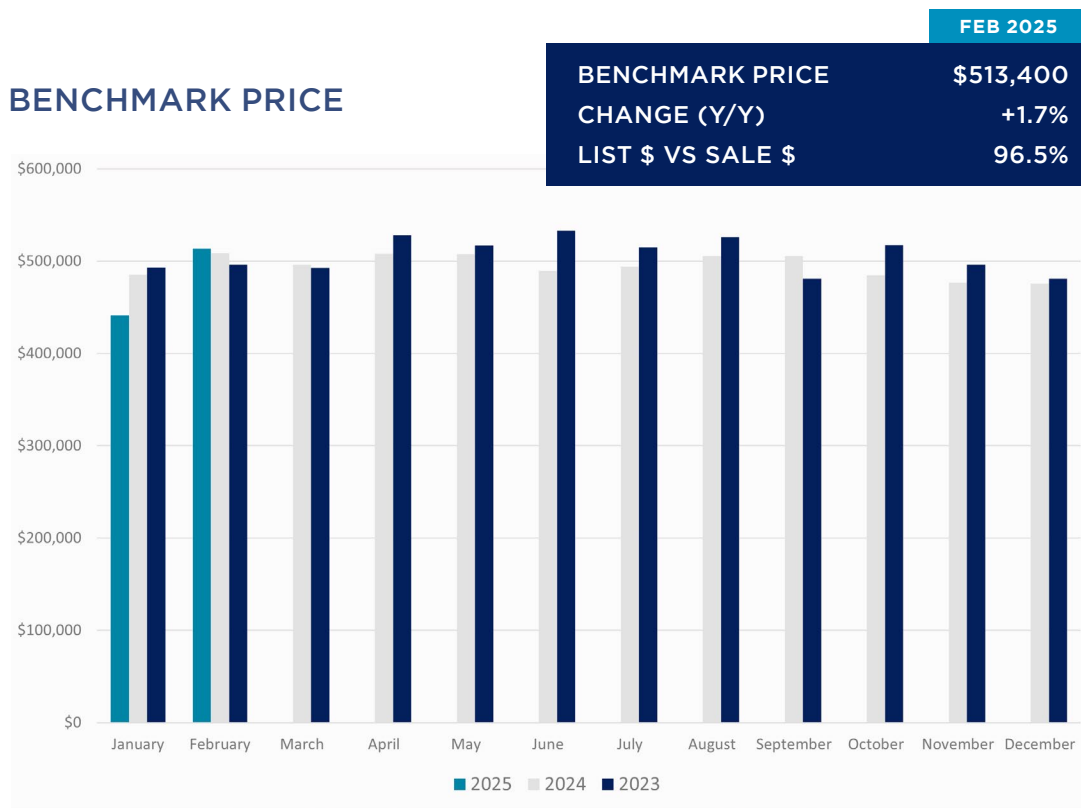
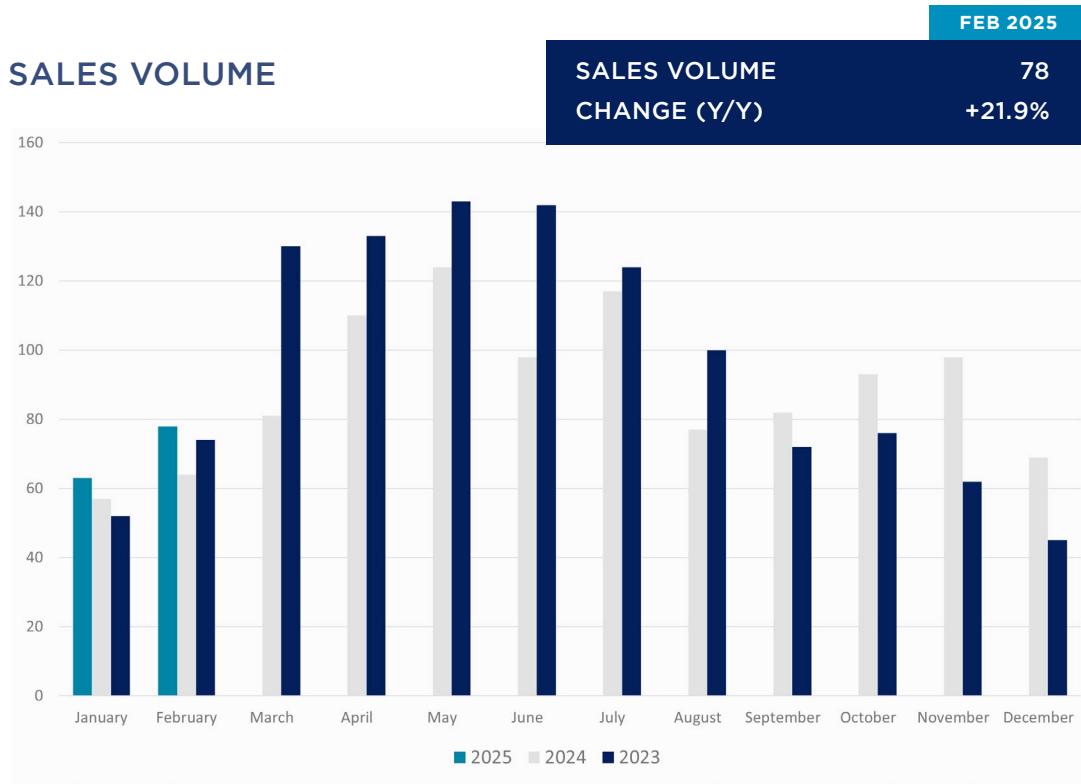
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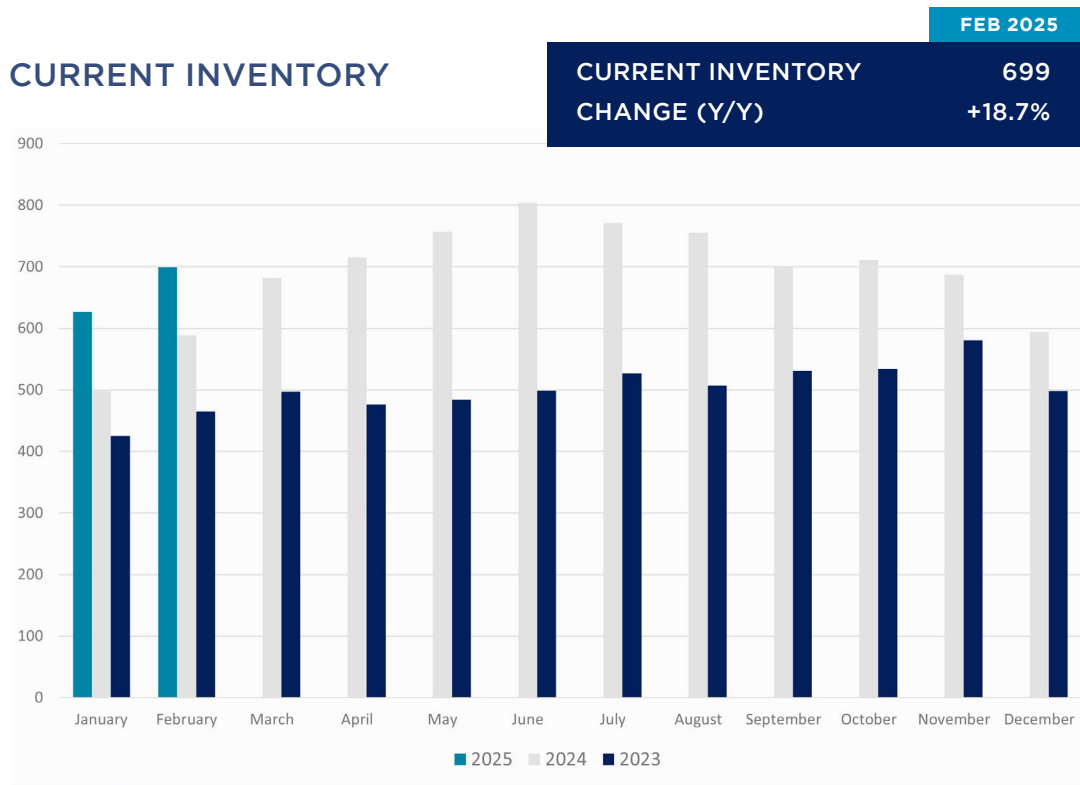
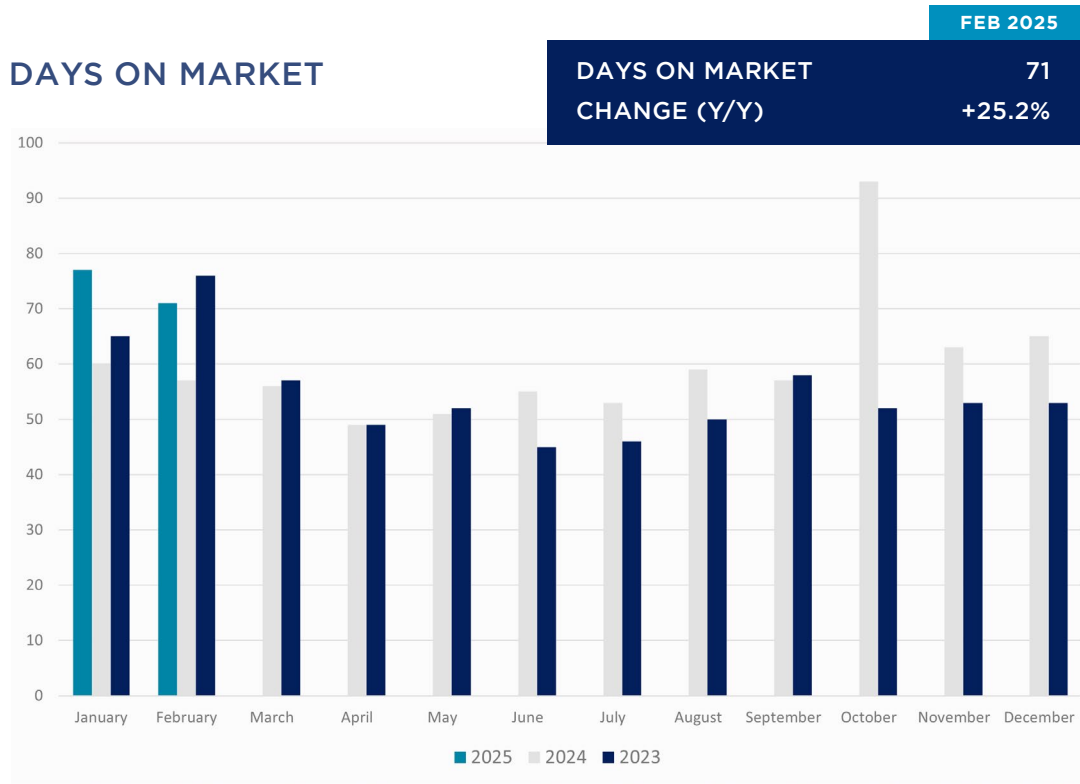
# CONDOS / APARTMENTS



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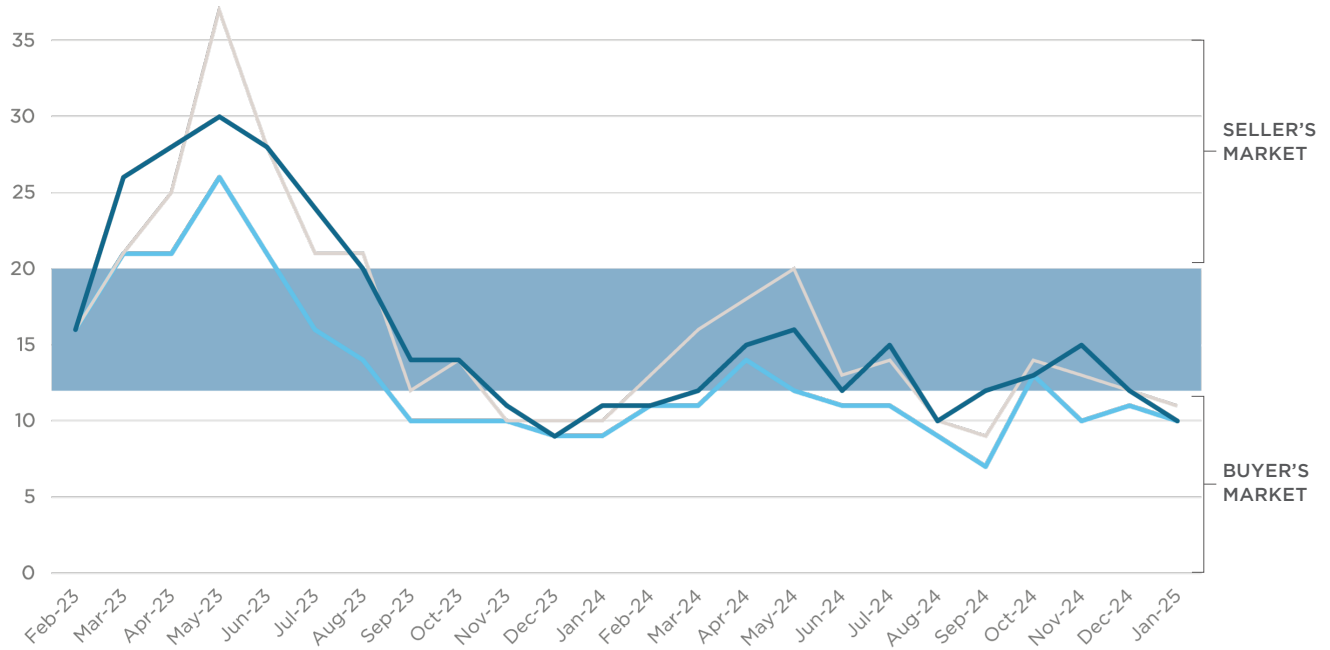
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## SALES TO ACTIVE RATIO (%)



## WHERE BUYERS ARE MOVING FROM

4th Quarter | 2024

PERCENTAGE OF BUYERS	%
From within Association area (Eastgate Manning Park to Revelstoke + South Peace River)	69%
From the Lower Mainland or Vancouver Island	7%
From other areas of BC	7%
From Alberta	6%
From Saskatchewan / Manitoba	4%
From Eastern Canada / Maritimes	4%
From the NWT / Yukon	1%
From outside of Canada	2%

## NEIGHBOURHOOD SALES

February 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
<b>Big White</b>	1		4 ↑ 33.3%	\$724,500 ↑ 0.6%	5 0.0%	\$480,200 ↑ 1.9%
<b>Black Mountain</b>	11	\$1,134,400 ↑ 1.4%	1 ↓ -50.0%	\$820,200 ↓ -1.2%	0	
<b>Crawford Estates</b>	3	\$1,317,800 ↑ 5.1%	0		0	
<b>Dilworth Mountain</b>	3	\$1,129,100 ↑ 1.2%	0	\$906,100 ↑ 0.8%	2	\$477,600 ↑ 2.5%
<b>Ellison</b>	5	\$995,700 ↑ 3.2%	0 ↓ -100.0%	\$716,700 ↓ -1.8%	0	
<b>Fintry</b>	0	\$901,000 ↑ 6.5%	0	\$633,200 ↑ 2.4%	0	\$273,300 ↑ 4.8%
<b>Glenmore</b>	6	\$960,000 ↑ 1.7%	5 ↓ -28.6%	\$685,200 ↓ -1.8%	0 ↓ -100.0%	\$549,100 ↓ -1.9%
<b>Glenrosa</b>	7	\$794,600 ↑ 7.3%	0	\$715,400 ↑ 1.5%	0	
<b>Joe Rich</b>	0	\$1,136,000 ↑ 6.1%	0		0 ↓ -100.0%	
<b>Kelowna North</b>	1	\$950,100 ↑ 1.2%	3 ↑ 50.0%	\$803,300 ↑ 0.6%	18 ↑ 157.1%	\$631,200 ↑ 1.5%
<b>Kelowna South</b>	3	\$955,300 ↑ 2.4%	3 ↑ 200.0%	\$719,900 ↓ -0.7%	2 ↓ -83.3%	\$520,000 ↑ 0.6%
<b>Kettle Valley</b>	3	\$1,291,900 ↑ 2.9%	0 ↓ -100.0%	\$748,100 ↑ 0.2%	0	
<b>Lake Country East / Oyama</b>	1	\$1,072,100 ↑ 0.7%	1 ↓ -75.0%	\$720,500 ↓ -0.1%	0 ↓ -100.0%	\$460,000 ↑ 1.6%
<b>Lake Country North West</b>	5	\$1,377,700 ↓ 0.0%	3	\$818,200 ↓ -0.2%	2	
<b>Lake Country South West</b>	3	\$1,062,500 ↑ 1.2%	1	\$928,100 ↑ 0.4%	0	
<b>Lakeview Heights</b>	6	\$1,173,100 ↑ 7.4%	1 0.0%	\$946,000 ↑ 2.1%	2	\$708,500 ↑ 1.7%
<b>Lower Mission</b>	10	\$1,216,700 ↑ 0.6%	5 0.0%	\$790,400 ↑ 0.3%	11 ↑ 10.0%	\$505,600 ↑ 2.2%

# NEIGHBOURHOOD SALES

February 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
<b>McKinley Landing</b>	5	\$1,155,900 ↓ -0.2%	0		1	0.0%
<b>North Glenmore</b>	1	\$960,400 ↑ 0.8%	3	\$680,100 ↓ -1.3%	6	\$474,200 ↑ 1.5%
<b>Peachland</b>	2	\$982,300 ↑ 7.2%	0	\$747,000 ↑ 4.2%	0	\$591,500 ↑ 2.5%
<b>Rutland North</b>	6	\$791,100 ↑ 1.4%	4	\$573,800 ↓ -1.0%	3	\$382,600 ↑ 1.6%
<b>Rutland South</b>	5	\$783,600 ↓ -0.6%	1	\$521,200 ↓ -1.0%	2	\$412,700 ↑ 4.9%
<b>Shannon Lake</b>	5	\$992,900 ↑ 5.9%	3	\$806,400 ↑ 2.2%	4	\$602,000 ↑ 1.5%
<b>Smith Creek</b>	2	\$953,700 ↑ 7.6%	0	\$715,200 ↑ 0.8%	0	
<b>South East Kelowna</b>	2	\$1,200,200 ↑ 3.0%	0	\$1,025,800 ↑ 0.8%	0	
<b>Springfield/Spall</b>	0	\$796,600 ↓ -5.1%	2	\$599,400 ↓ -2.0%	7	\$509,200 ↑ 2.6%
<b>University District</b>	0	\$1,028,700 ↓ -0.6%	0	\$805,000 ↑ 1.2%	1	\$462,500 ↑ 2.6%
<b>Upper Mission</b>	13	\$1,275,000 ↑ 1.3%	1	\$1,084,800 ↑ 0.8%	5	
<b>West Kelowna Estates</b>	4	\$992,300 ↑ 5.3%	3	\$869,400 ↑ 2.4%	0	
<b>Westbank Centre</b>	7	\$704,600 ↑ 5.7%	1	\$641,700 ↑ 1.3%	7	\$456,600 ↓ -12.5%
<b>Wilden</b>	1	\$1,310,300 ↑ 4.7%	2	\$964,900 ↑ 0.9%	0	\$411,400 ↑ 3.5%



# TOY HAVN

The Kelowna General Hospital Toyhavn is a partnership between Stilhavn Real Estate Services and KGH Foundation funded by our agents. This initiative provides toys, books, crafts and more to help support children and their families during their hospital stay.

If you are interested in helping to make a hospital stay a little brighter for some of KGH's youngest patients, scan the QR code to donate directly to Toyhavn



**KGH** FOUNDATION

**STILHAVN REAL ESTATE SERVICES:**

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**NORTH SHORE** | 104-3151 Woodbine Drive, North Vancouver, B.C., V7R 2S4

**SQUAMISH** | 1388 Main Street, Squamish, B.C., V8B 0A4

**WHISTLER** | 120-4090 Whistler Way, Whistler, B.C., V8E 1J3

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We would like to acknowledge that we work and live on the traditional, unceded territory of the x"mæθk"əyəm, səlllwətəʃ, Lil'wat, Sḱwxwú7mesh and Syilx/Okanagan People.

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