

MARCH 2025

THE STILHAVN REPORT

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

OKANAGAN



stilhavn
REAL ESTATE SERVICES

OKANAGAN | VANCOUVER | NORTH SHORE | SQUAMISH | WHISTLER

TABLE OF CONTENTS

2	INTRO	12	NEIGHBOURHOOD SALES
3	THE MONTHLY MARKET	12	WHERE BUYERS ARE MOVING FROM
	MONTHLY STATISTICS:	15	STILHAVN CARES: TOYHAVN
4	Single Family Homes		
6	Townhomes		
8	Condos/Apartments		
11	SALES-TO-ACTIVE RATIO		



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**.

THE MARCH MARKET

As the Okanagan transitions into spring, the region continues to show signs of a balanced real estate landscape. With longer days, mild temperatures, and increased buyer activity, March set the stage for a season of renewed market energy. Spring in the Okanagan also brings a fresh wave of community events, farmers markets, and outdoor festivals—adding even more appeal to life in the valley.

Residential real estate sales in March maintained a steady pace, supported by healthy inventory levels, reports the Association of Interior REALTORS®.

RESIDENTIAL HOME SALES

A total of 1,143 residential unit sales* were recorded across the Association region in March, coming in above February's 914 units and up 11.9% compared to units sold in March last year.

INVENTORY

New residential listings saw a moderate increase of 3% compared to March 2024 with 3,214 new listings recorded last month. The total number of active listings saw an 8.3% increase in total inventory compared to March 2024 with 8,374 recorded across the Association region. The highest percentage increase in active listings across the Association region for a second consecutive month was in Central Okanagan with a total increase of 14.3% compared to the same month last year.

HOME SALES BY PROPERTY TYPE

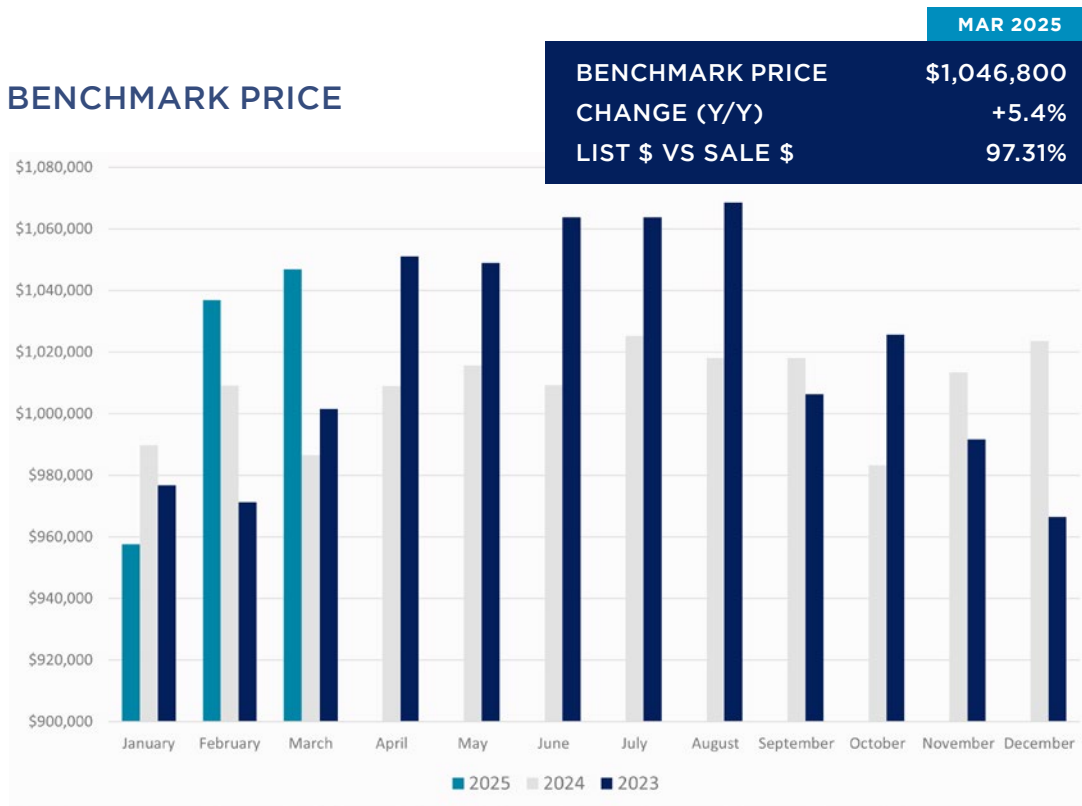
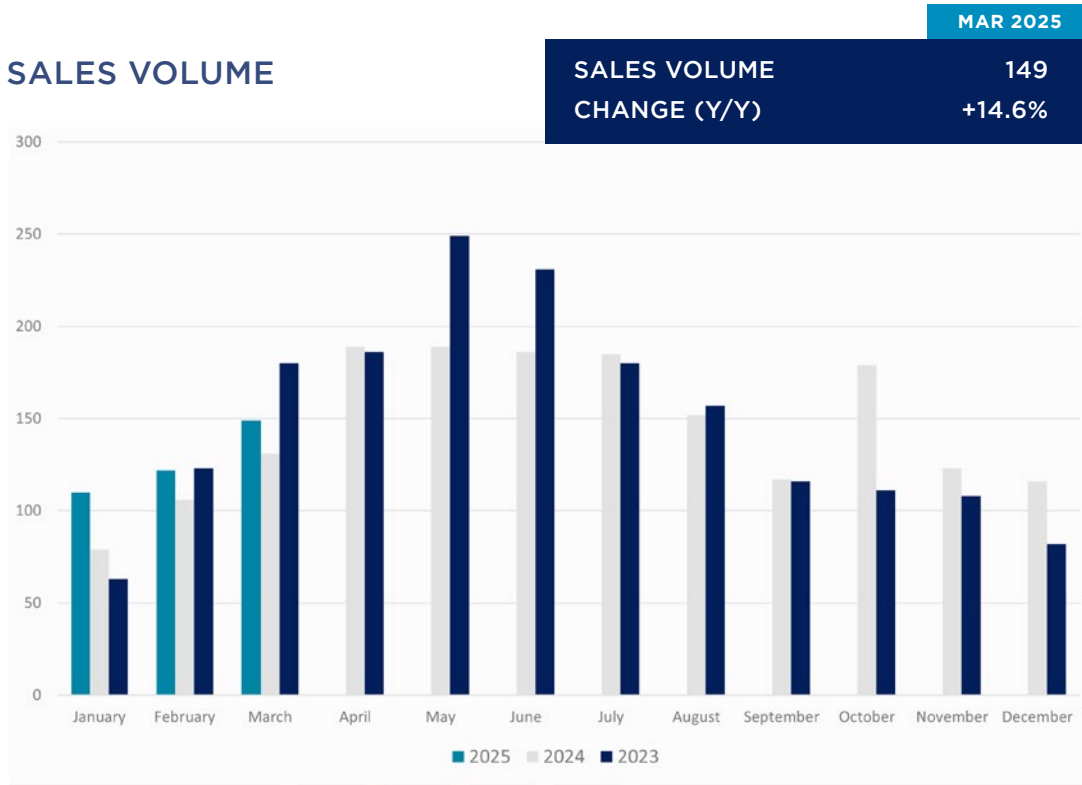
In the Okanagan, the benchmark price for single-family homes saw increases last month in all regions in year-over-year comparisons with the highest increase of 7.2% seen in the South Okanagan region, coming in at \$771,100. Similarly, in the townhome housing category, benchmark prices saw increases in all regions with the South Okanagan seeing the highest percentage increase of 6.4%, coming in at \$529,100. The benchmark pricing for condominiums recorded the South Okanagan being the only region that saw a decrease of 3.6%, while the Revelstoke/Shuswap, Central and North Okanagan all saw increases of 4.2%, 4.1% and 5.3% respectively.

*All statistics are courtesy of The Association of Interior REALTORS®.

^The Association of Interior REALTORS® is a member-based professional organization serving approximately 2,500 REALTORS® 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® 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®.



SINGLE FAMILY HOMES

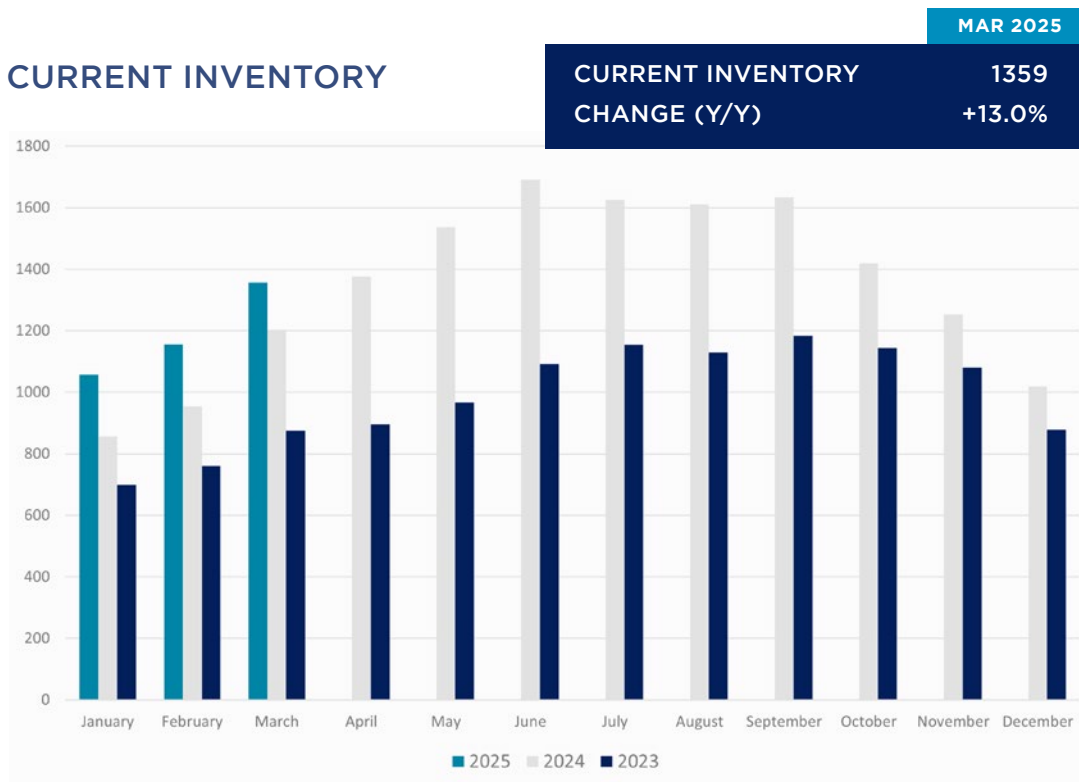
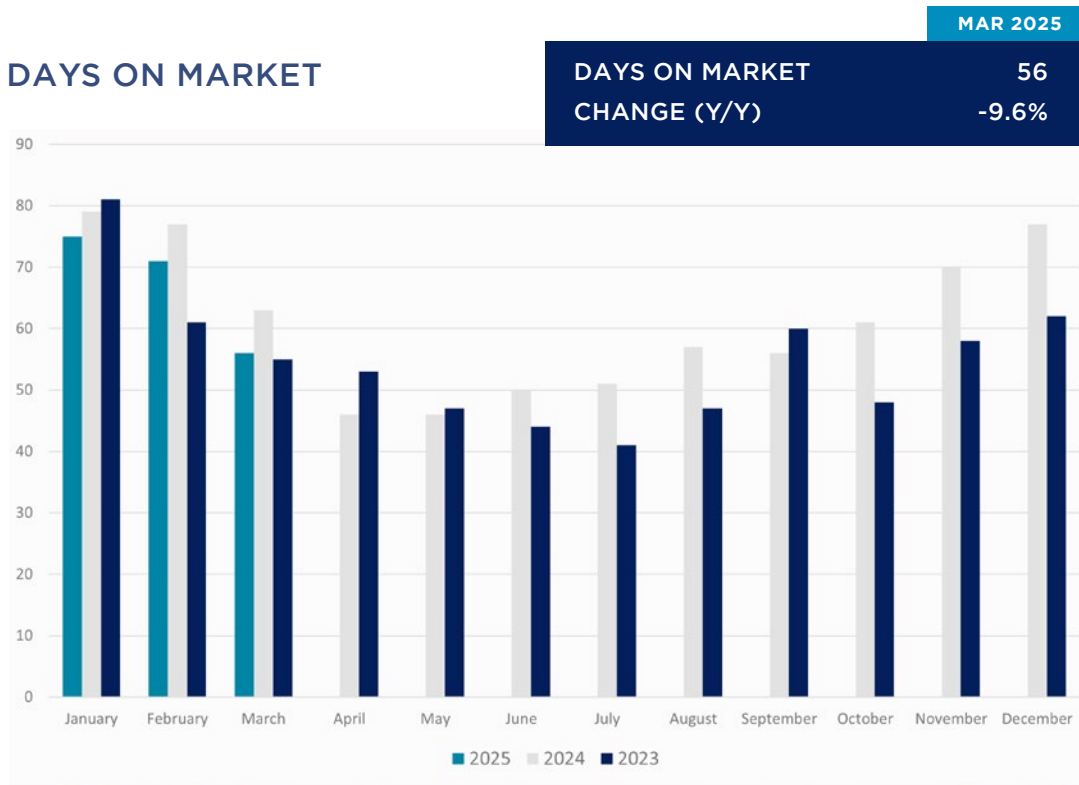


^{*}**Benchmark Price:** Estimated sale price of a benchmark property, representing a typical property within each market.

Market Statistics: Courtesy of the Association of Interior Realtors® (interiorealtors.ca). **% Change:** Over the same period the year prior. **Area Covered:** Central Okanagan.

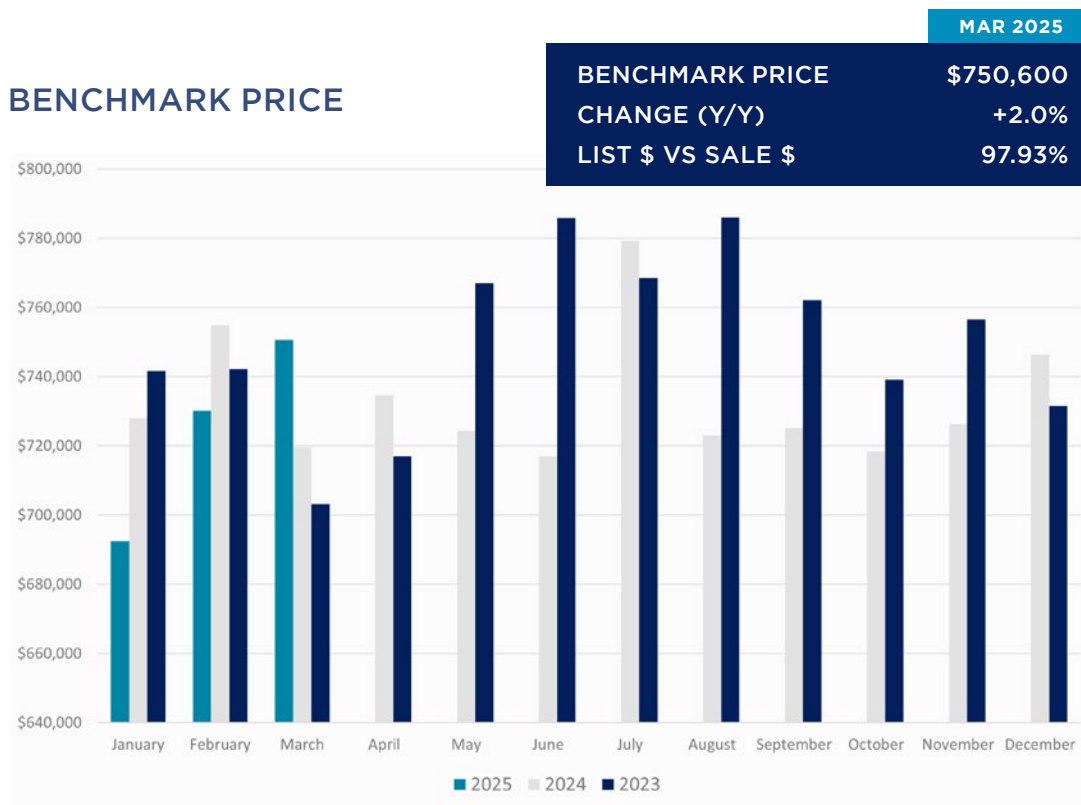
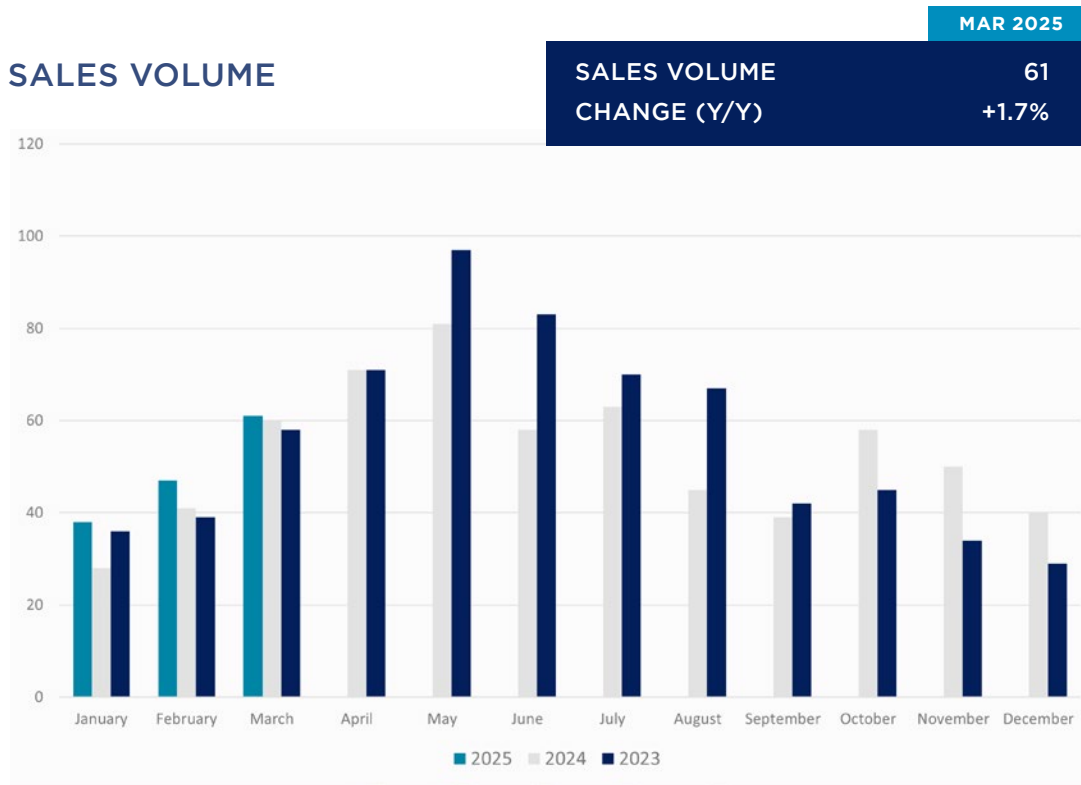
^{*}Year to year stats may be affected by recent consolidation of the Association of Interior Realtor's database and adjustments to area borders.

SINGLE FAMILY HOMES



***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.

TOWNHOMES

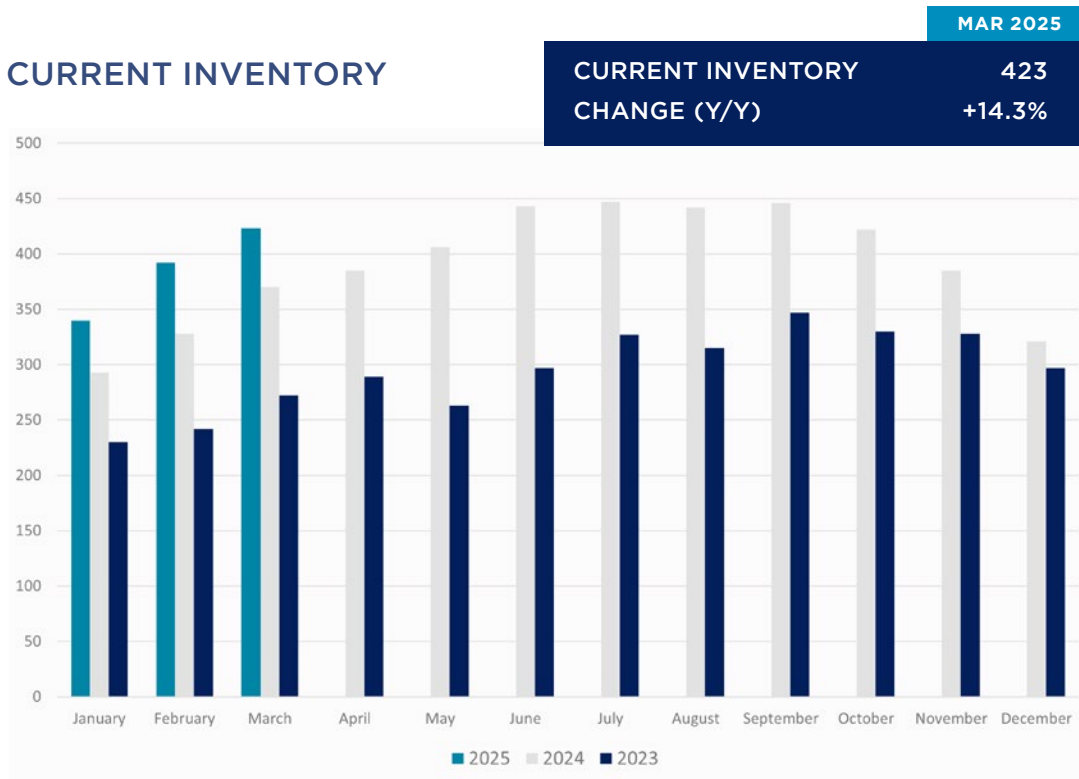
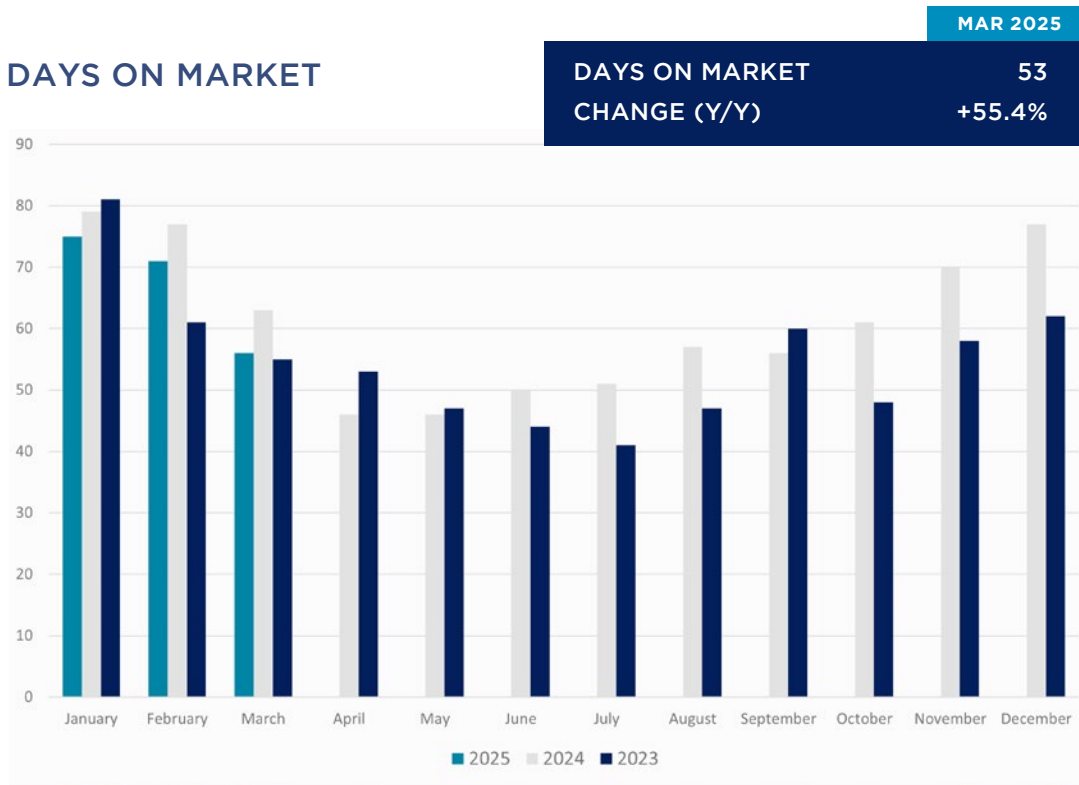


*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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.

TOWNHOMES

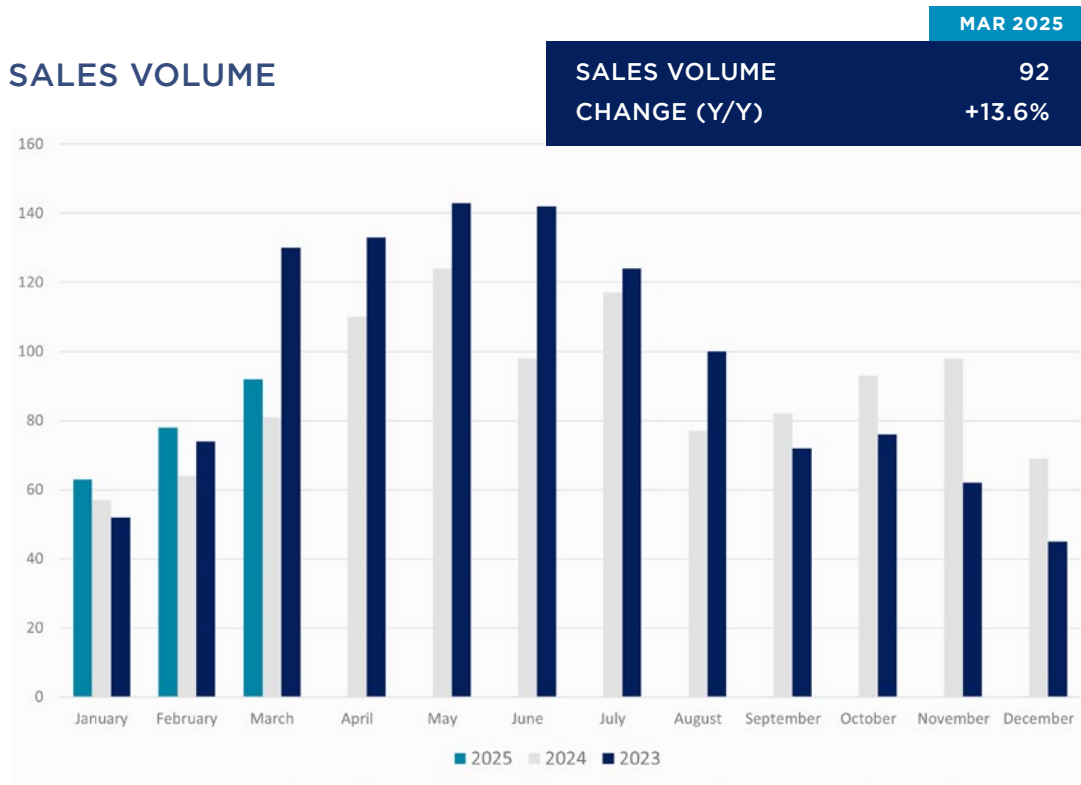


*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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.

CONDOS / APARTMENTS

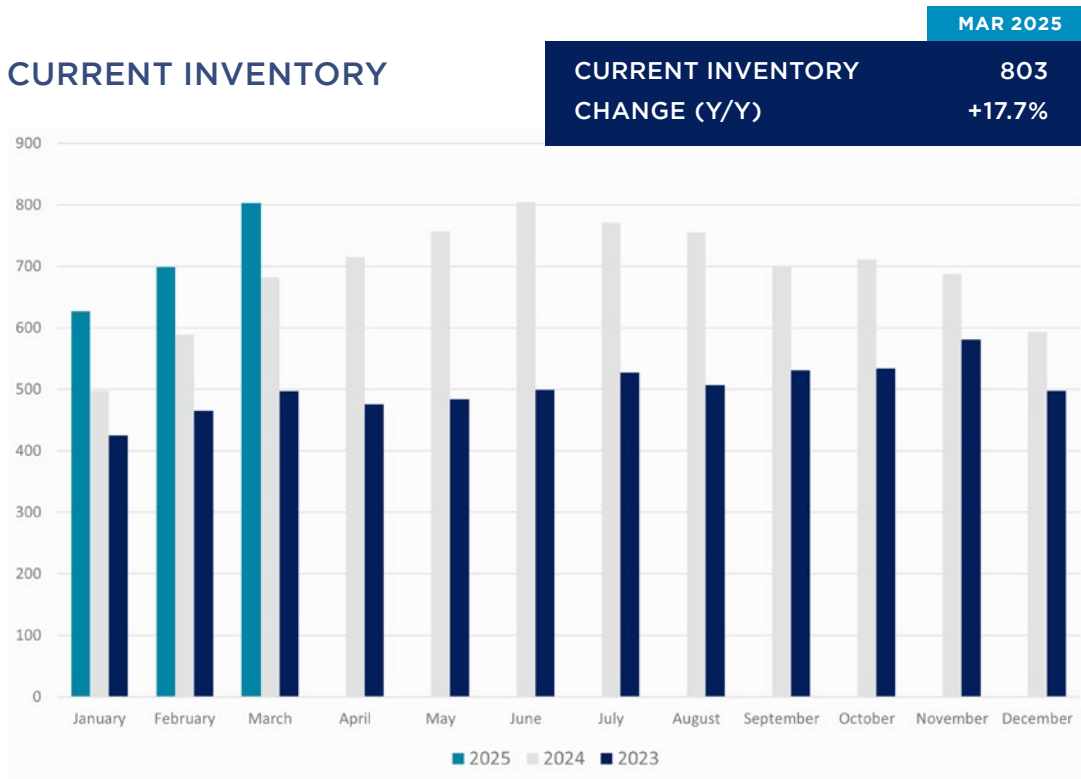
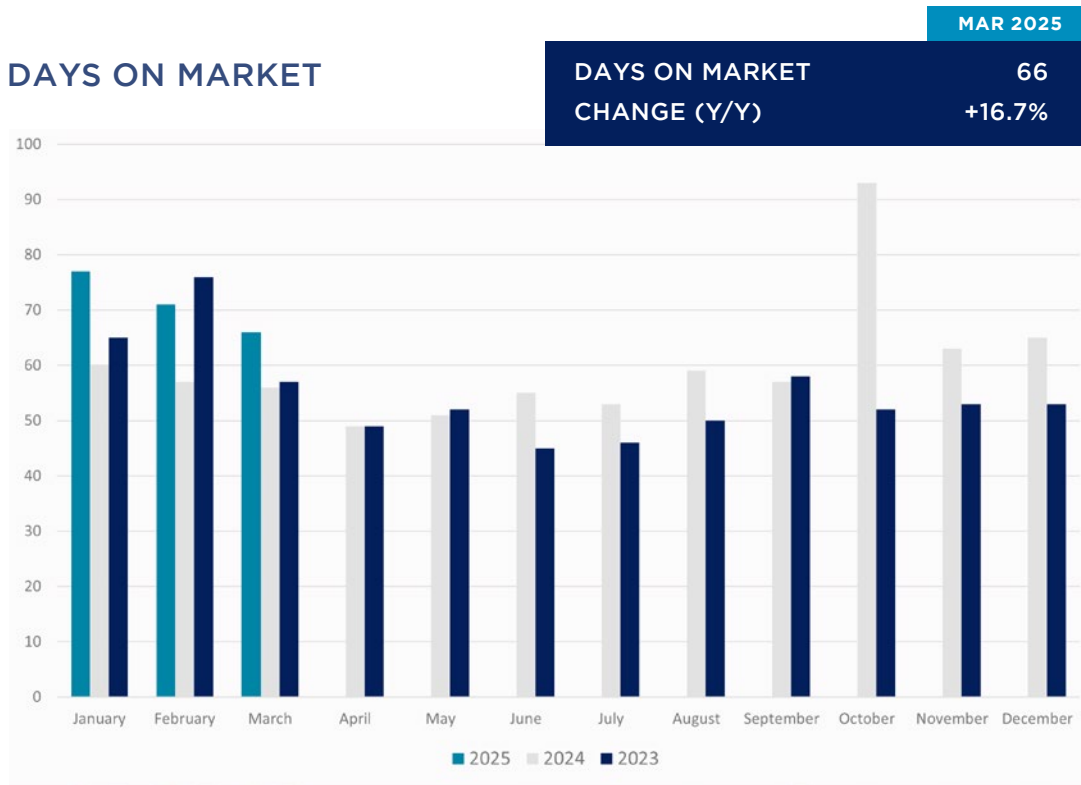


*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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.

CONDOS / APARTMENTS



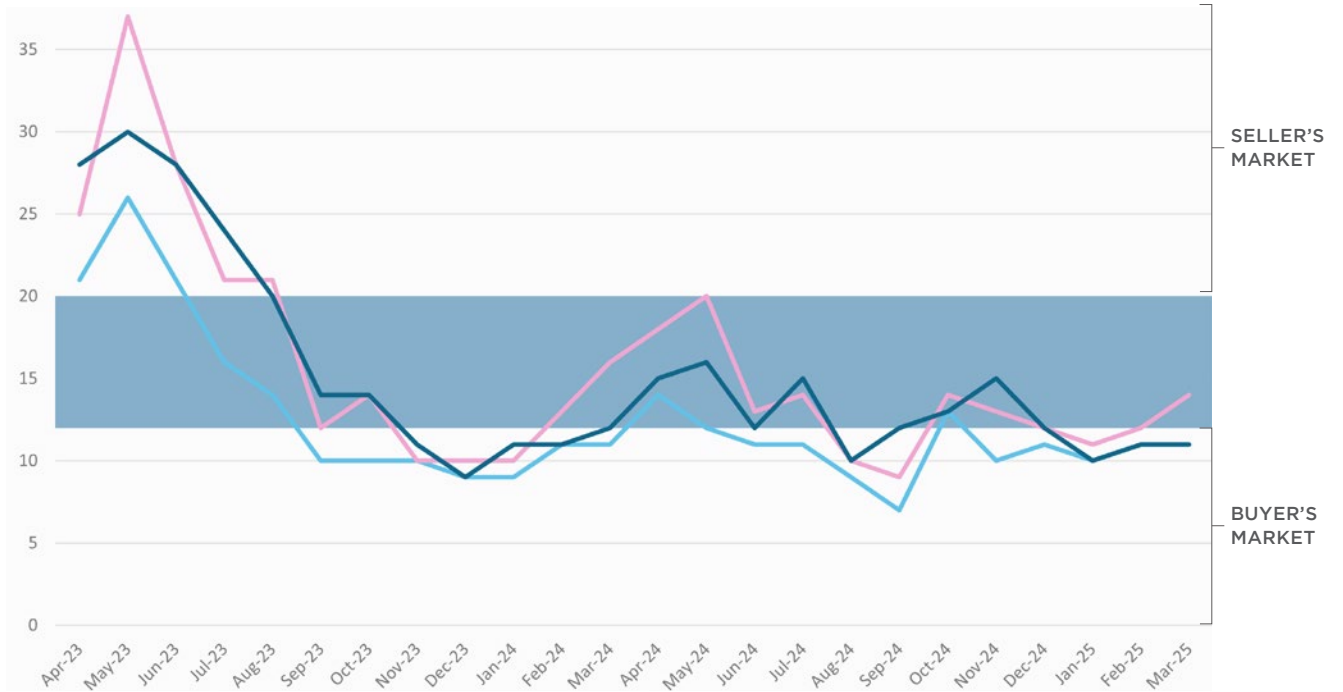
*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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.



SALES TO ACTIVE RATIO (%)



WHERE BUYERS ARE MOVING FROM

1st Quarter | 2025

PERCENTAGE OF BUYERS	%
From within Association area (Eastgate Manning Park to Revelstoke + South Peace River)	69%
From the Lower Mainland or Vancouver Island	16%
From other areas of BC	3%
From Alberta	5%
From Saskatchewan / Manitoba	2%
From Eastern Canada / Maritimes	1%
From the NWT / Yukon	0%
From outside of Canada	4%

NEIGHBOURHOOD SALES

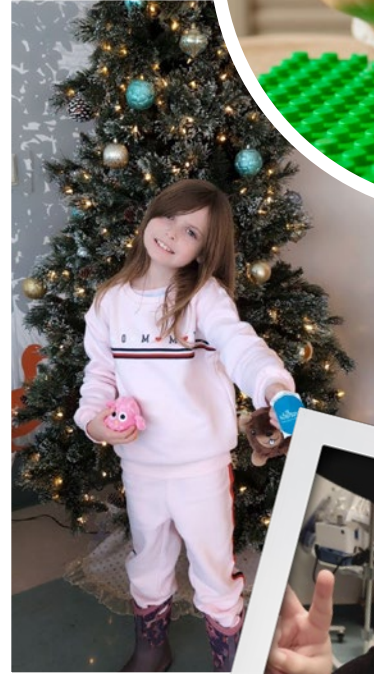
February 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Big White	0		2 ↓ -33.3%	\$756,300 ↑ 4.5%	4 ↓ -20.0%	\$474,100 ↑ 4.5%
Black Mountain	7	\$1,155,100 ↑ 3.4%	1	\$856,100 ↑ 4.1%	0	
Crawford Estates	1	\$1,315,500 ↑ 4.4%	0		0	
Dilworth Mountain	2	\$1,147,300 ↑ 3.9%	1 ↓ -50.0%	\$950,100 ↑ 5.3%	4 ↑ 5.4%	\$472,400
Ellison	2	\$994,000 ↑ 2.8%	0 ↓ -100.0%	\$737,400 ↑ 1.7%	0	
Fintry	4	\$896,400 ↑ 7.2%	0	\$626,800 ↓ -2.2%	0	\$271,600 ↑ 7.9%
Glenmore	6	\$973,700 ↑ 2.9%	5 ↑ 25.0%	\$711,500 ↑ 2.6%	3 ↓ -50.0%	\$536,400 ↓ -0.3%
Glenrosa	4	\$784,300 ↑ 7.9%	0	\$699,600 ↓ -4.1%	0	
Joe Rich	0	\$1,113,600 ↑ 4.0%	0		0	
Kelowna North	4	\$965,900 ↑ 3.2%	5 ↑ 150.0%	\$823,100 ↑ 2.3%	22 ↑ 46.7%	\$620,000 ↑ 4.2%
Kelowna South	5	\$976,500 ↑ 4.3%	9 ↑ 80.0%	\$754,400 ↑ 4.6%	6 ↓ -25.0%	\$509,900 ↑ 2.7%
Kettle Valley	8	\$1,293,500 ↑ 2.5%	2 ↑ 100.0%	\$796,400 ↑ 5.9%	0	
Lake Country East / Oyama	3	\$1,095,500 ↑ 3.3%	1 0.0%	\$752,800 ↑ 4.4%	3 ↑ 50.0%	\$452,700 ↑ 4.2%
Lake Country North West	2	\$1,385,300 ↑ 1.0%	2 ↓ -71.4%	\$849,100 ↑ 3.8%	1 ↓ -75.0%	
Lake Country South West	6	\$1,076,700 ↑ 2.8%	0 ↓ -100.0%	\$973,700 ↑ 5.6%	0	
Lakeview Heights	5	\$1,160,100 ↑ 7.9%	1	\$928,700 ↓ -3.2%	0 ↓ -100.0%	\$693,800 ↑ 3.3%
Lower Mission	13	\$1,242,600 ↑ 3.2%	6 ↑ 20.0%	\$828,400 ↑ 4.7%	16 ↑ 220.0%	\$498,800 ↑ 5.1%

NEIGHBOURHOOD SALES

February 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
McKinley Landing	5	\$1,189,700 ↑ 3.4%	2		0	↓ -100.0%
North Glenmore	7	\$973,200 ↑ 2.6%	5	\$711,900 ↑ 150.0% ↑ 3.3%	1	\$464,700 ↓ -66.7% ↑ 3.2%
Peachland	3	\$964,000 ↑ 6.8%	2	\$730,500 ↓ -2.4%	0	\$582,400 ↑ 5.6%
Rutland North	4	\$808,900 ↑ 3.9%	3	\$600,000 ↓ -25.0% ↑ 3.1%	6	\$375,500 ↑ 20.0% ↑ 3.6%
Rutland South	6	\$800,700 ↑ 2.0%	2	\$547,100 ↑ 3.1%	4	\$399,300 ↓ -33.3% ↑ 5.5%
Shannon Lake	5	\$981,300 ↑ 5.6%	5	\$789,400 ↑ 25.0% ↓ -3.1%	2	\$594,100 ↑ 100.0% ↑ 4.2%
Smith Creek	2	\$943,100 ↑ 8.0%	0	\$696,600 ↓ -4.1%	0	
South East Kelowna	4	\$1,196,500 ↑ 2.9%	0	\$1,057,800 ↑ 4.2%	0	
Springfield/Spall	5	\$803,700 ↓ -3.1%	4	\$624,500 ↓ -55.6% ↑ 2.2%	3	\$502,100 ↓ -66.7% ↑ 5.5%
University District	0	\$1,046,900 ↑ 0.6%	1	\$840,100 ↓ -66.7% ↑ 5.6%	5	\$453,800 ↑ 66.7% ↑ 4.4%
Upper Mission	16	\$1,291,600 ↑ 2.7%	0	\$1,142,400 ↑ 5.7%	0	
West Kelowna Estates	7	\$993,100 ↑ 6.5%	0	\$849,400 ↓ -100.0% ↓ -2.0%	0	
Westbank Centre	8	\$698,100 ↑ 5.7%	2	\$625,900 0.0% ↓ -3.6%	12	\$447,300 ↑ 100.0% ↑ 3.4%
Wilden	4	\$1,307,500 ↑ 3.1%	0	\$1,014,900 ↑ 5.8%	0	\$405,300 ↑ 6.0%





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:

OKANAGAN | 100-3200 Richter Street, Kelowna, B.C., V1W 5K9

VANCOUVER | 36 East 5th Avenue, Vancouver, B.C., V5T 1G8

NORTH SHORE | 104-2770 Valley Centre Avenue, North Vancouver, B.C., V7J 0C8

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

#FindYourHavn @ Okanagan.Stilhavn.com



OKANAGAN | VANCOUVER | NORTH SHORE | SQUAMISH | WHISTLER

We would like to acknowledge that we work and live on the traditional, unceded territory of the xʷməθkʷəy̓əm, səllilwataʔ, Lil'wat, Sḵwxwú7mesh and Syilx/Okanagan People.

This book contains proprietary and confidential information of Stilhavn Real Estate Services and shall not be used, disclosed, or reproduced, in whole or in part, for any purpose other than to evaluate the information contained herein, without the prior written consent of the owners. All information contained herein remains at all times the sole property of these brokerages. Copyright 2023.

We accept no responsibility for the accuracy of information provided by third parties. All information is believed to be accurate but is not guaranteed and should be independently verified.

This communication is not intended to cause or induce the breach of an existing agency relationship.