



MAY 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

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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**.

THE MAY MARKET

May signals the start of a more active season across the Okanagan, as the region transitions from early spring into the lead-up to summer. Local routines shift outdoors, with steady increases in tourism, seasonal business operations, and community programming. Vineyards, patios, and recreational areas begin to see higher foot traffic as both residents and visitors take advantage of the consistently mild conditions. Residential real estate sales in May saw a slight decrease compared to the same time last year despite available inventory showing upward momentum.

“Market activity remains slightly subdued compared to historical norms, yet steady,” says the Association of Interior REALTORS® President Kadin Rainville, adding “economic uncertainty continues to be a key factor influencing market activity – either driving momentum or dampening engagement, depending on local conditions.”

RESIDENTIAL HOME SALES

A total of 1,482 residential unit sales were recorded across the Association region in May, coming in above April's 1,317 units but down 4.0% compared to units sold in May last year.

INVENTORY

New residential listings saw a modest decrease of 2.7% compared to April 2025, with 3,581 new listings recorded last month. The total number of active listings saw a 5.1% increase in total inventory compared to May 2024, with 10,177 active listings 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 9.2% compared to the same month last year.

HOME SALES BY PROPERTY TYPE

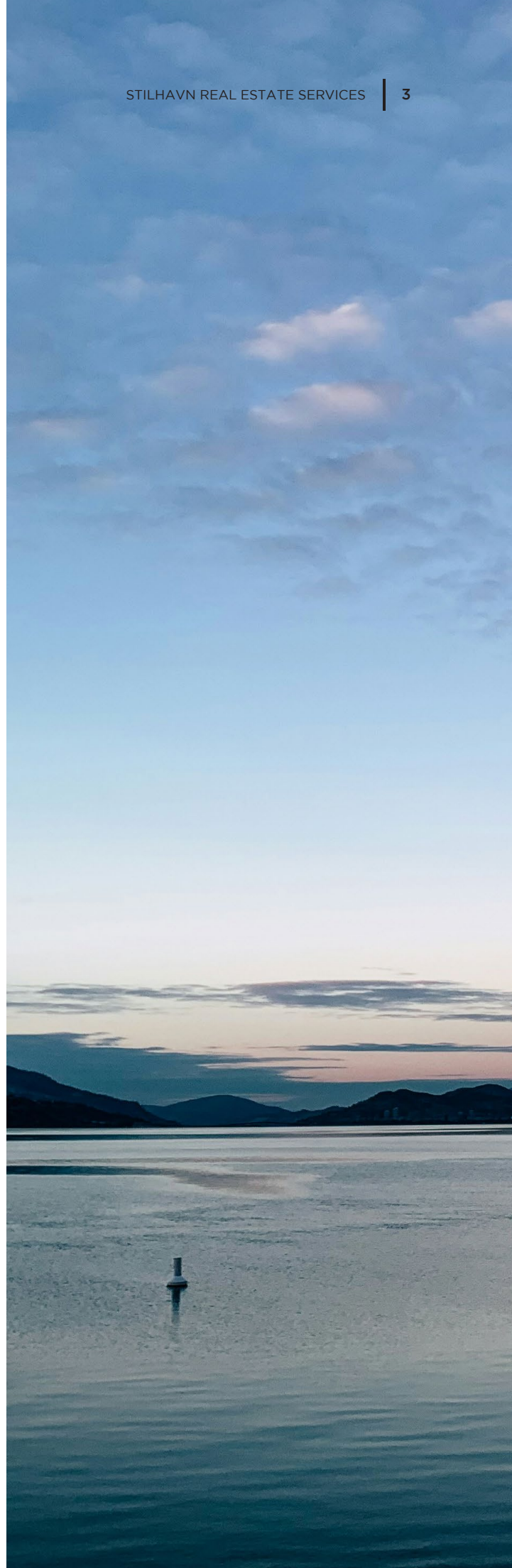
In the Okanagan, the benchmark price for single-family homes saw increases last month in the Central, North, and South regions in year-over-year comparisons, with the highest increase of 1.4% seen in the Central Okanagan, coming in at \$1,030,400.

In the townhome housing category, benchmark prices increased in Central and South Okanagan by 2.9% and 3.9%, reaching \$745,200 and \$535,600 respectively. In the North Okanagan, the benchmark price for townhomes decreased by 4.2% to \$567,000. The benchmark pricing for condominiums recorded the South Okanagan as the only region to see a decrease of 4.9%, while the Central, and North Okanagan saw increases of 0.8%, and 0.2% respectively to \$511,800 and \$325,800.

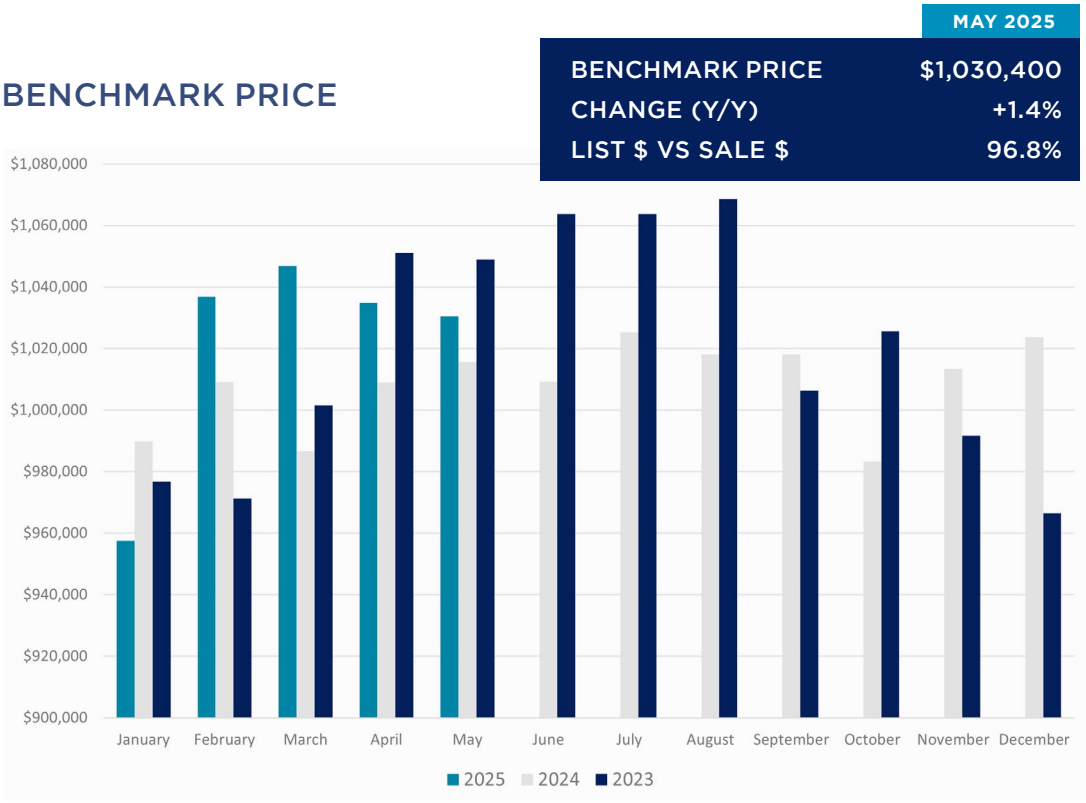
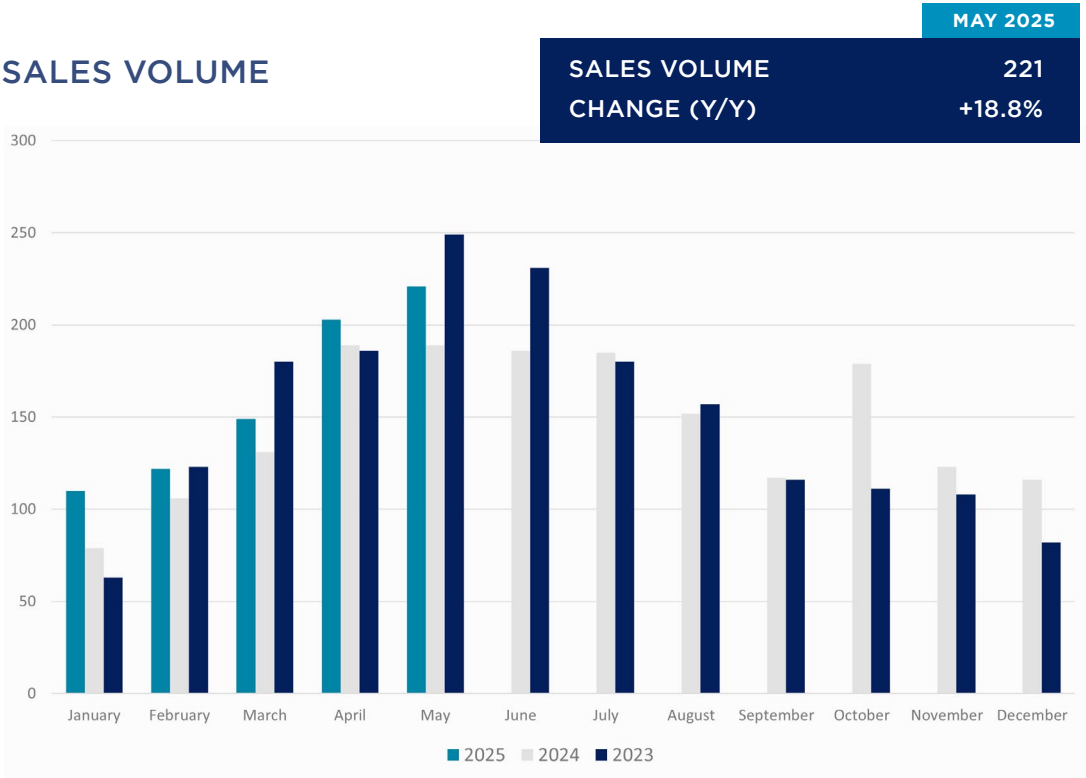
*All statistics are courtesy of The Association of Interior REALTORS®.

^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®.

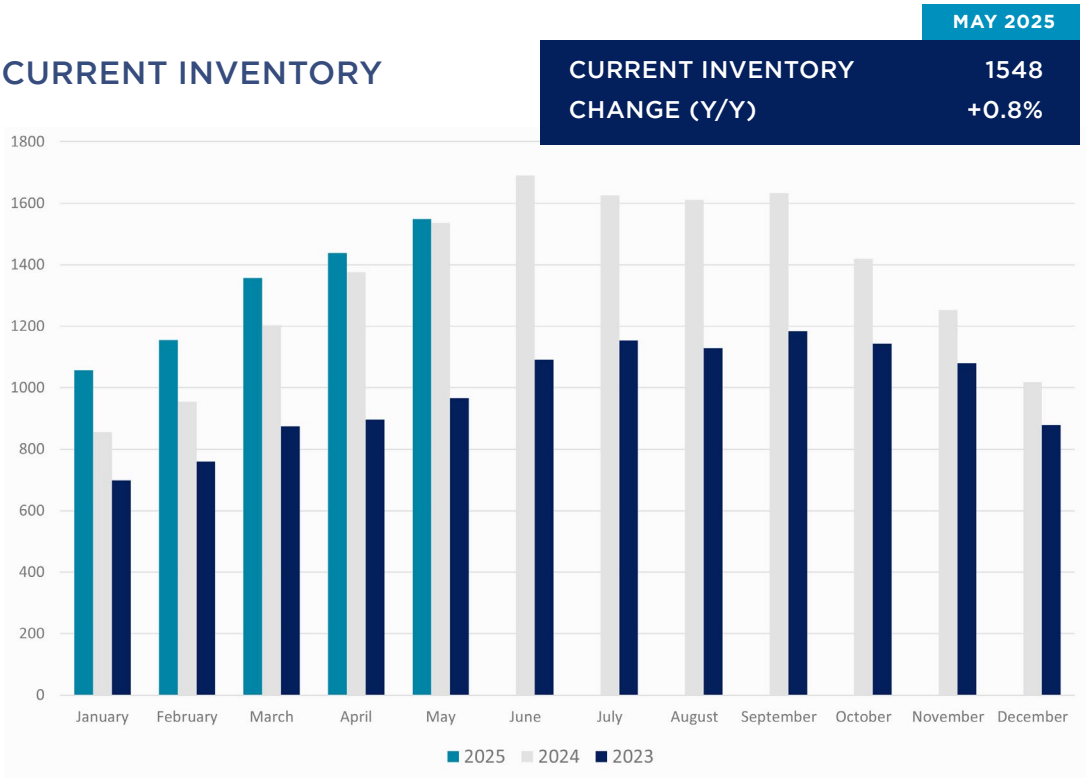
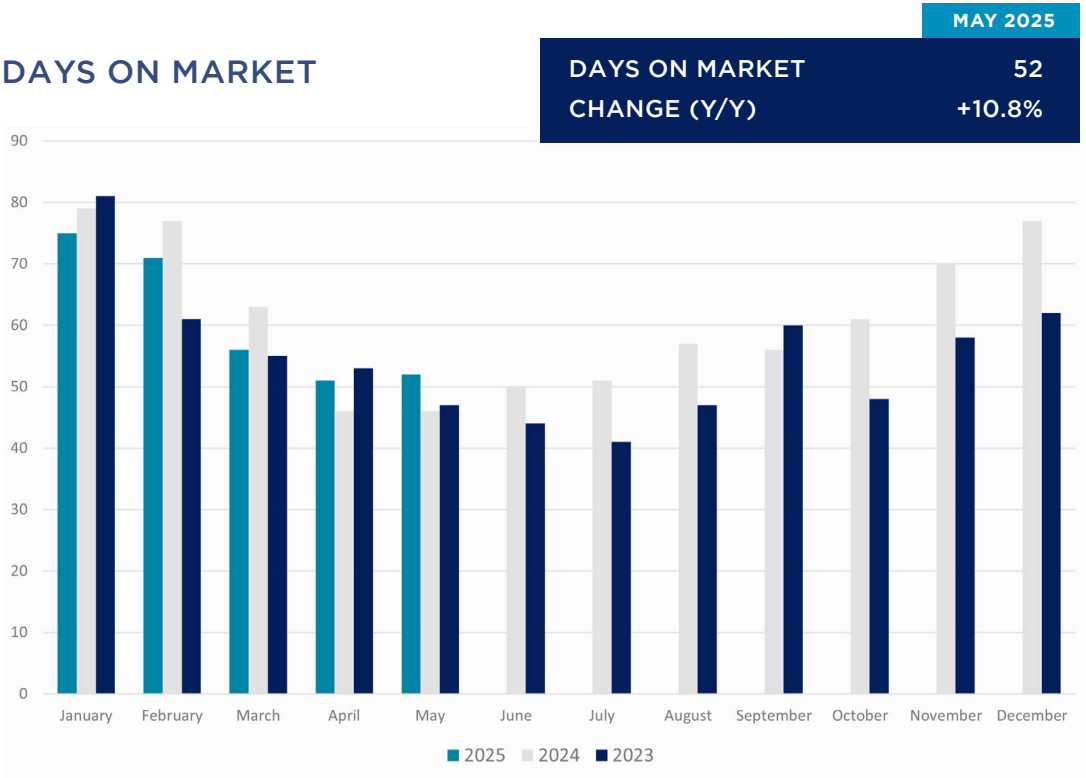


SINGLE FAMILY HOMES



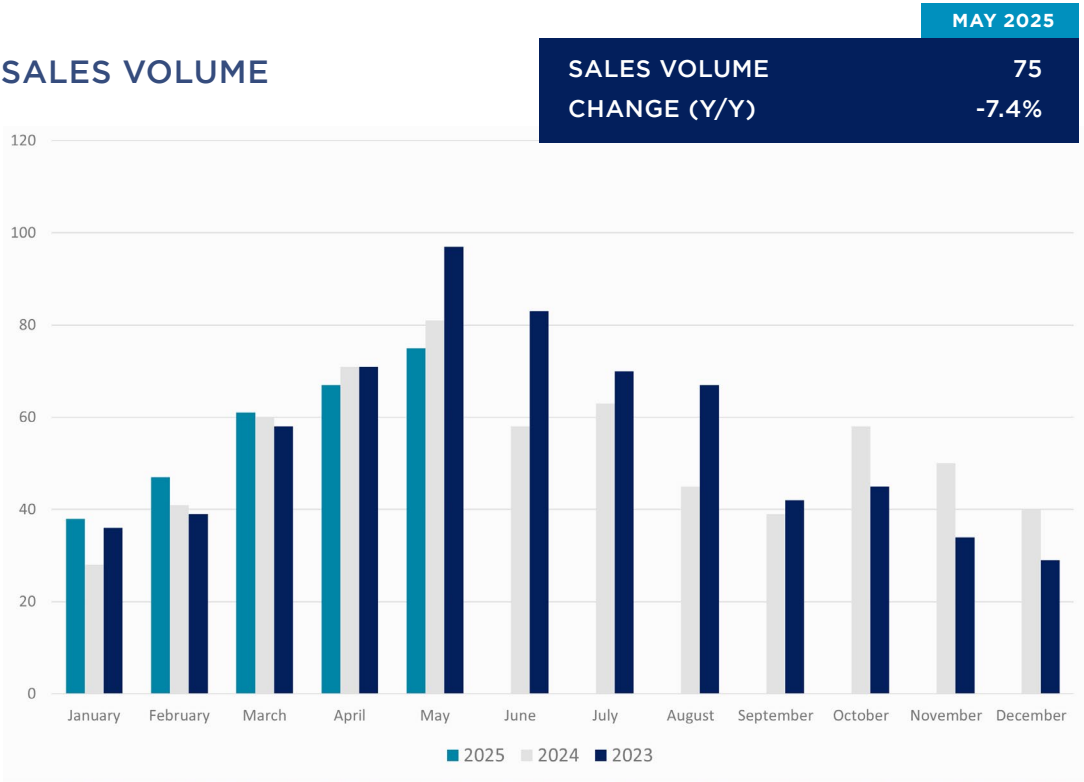
***Benchmark Price:** Estimated sale price of a benchmark property, representing a typical property within each market.
Market Statistics: Courtesy of the Association of Interior Realtors® (interiorrealtors.ca). **% Change:** Over the same period the year prior. **Area Covered:** Central Okanagan.
***Year 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



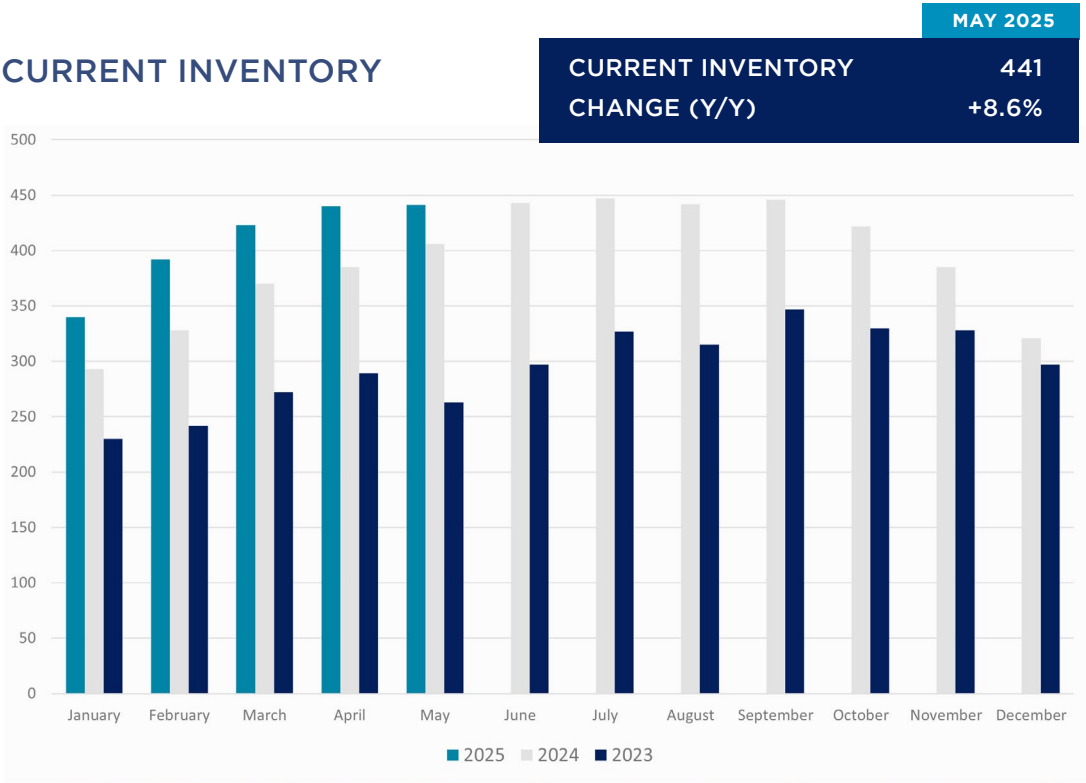
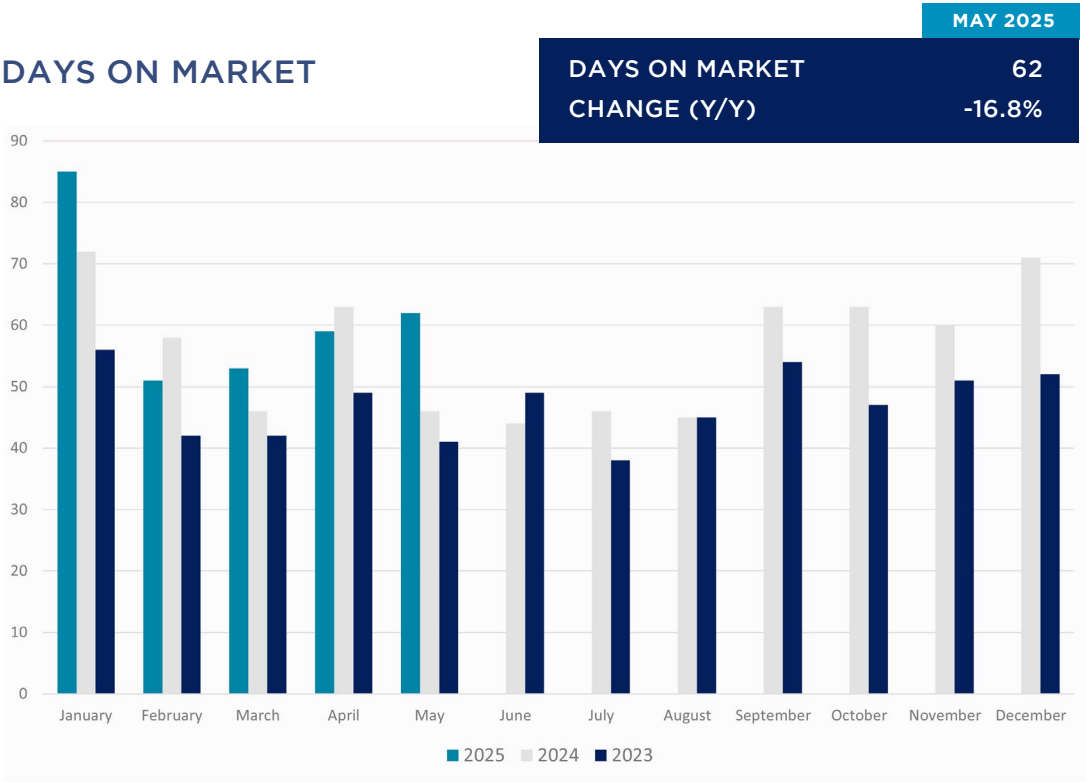
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TOWNHOMES



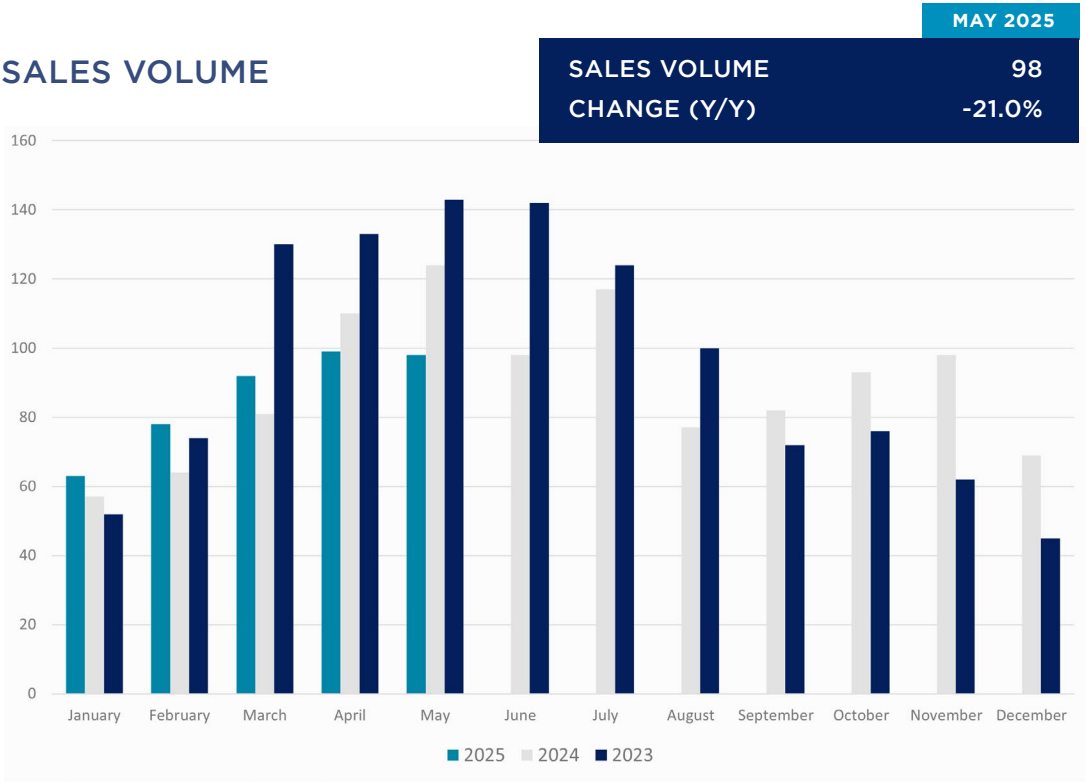
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TOWNHOMES



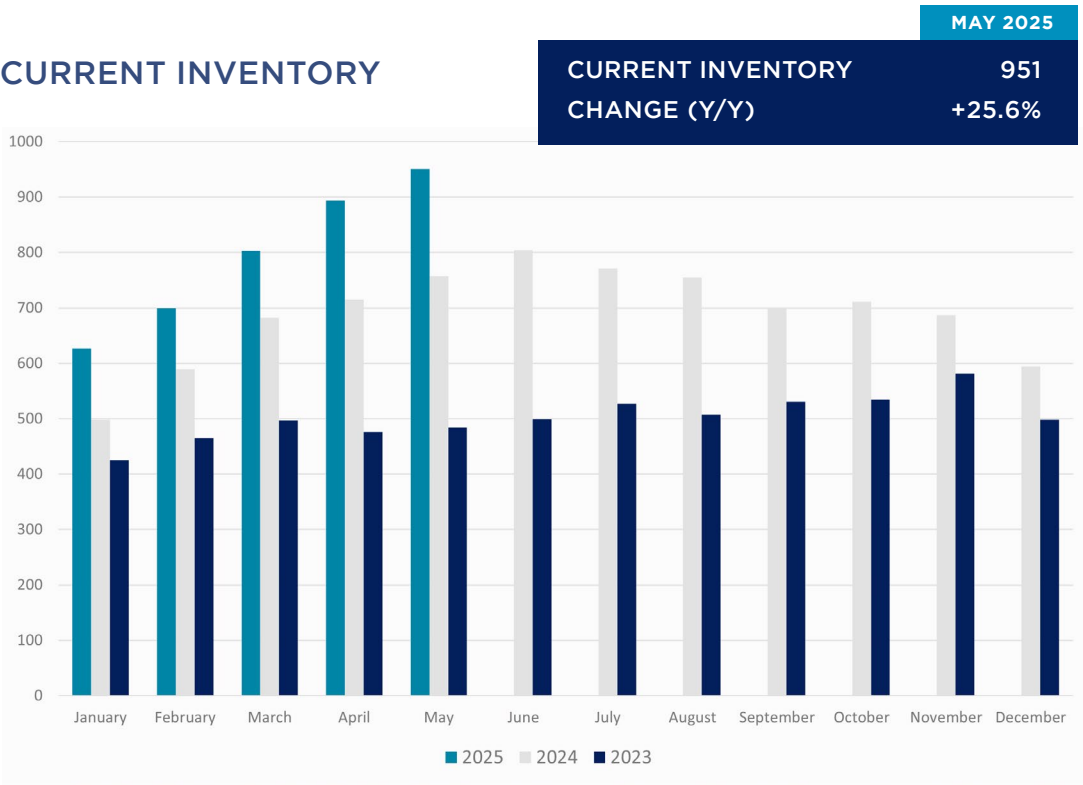
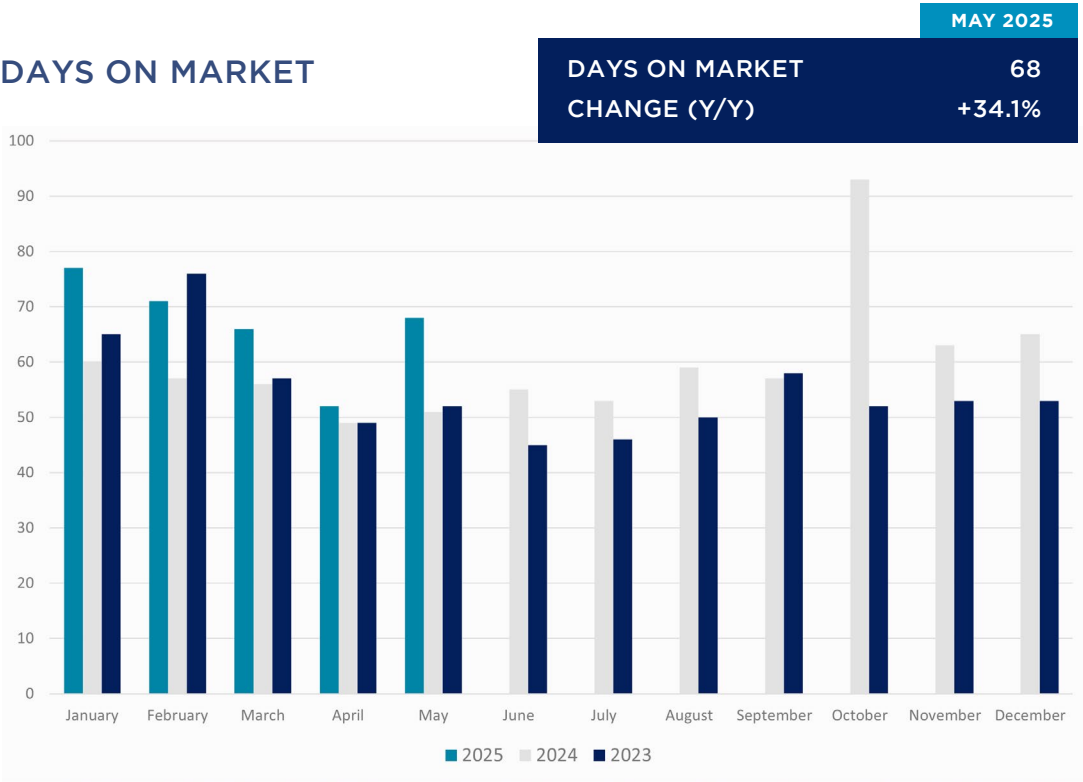
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CONDOS / APARTMENTS



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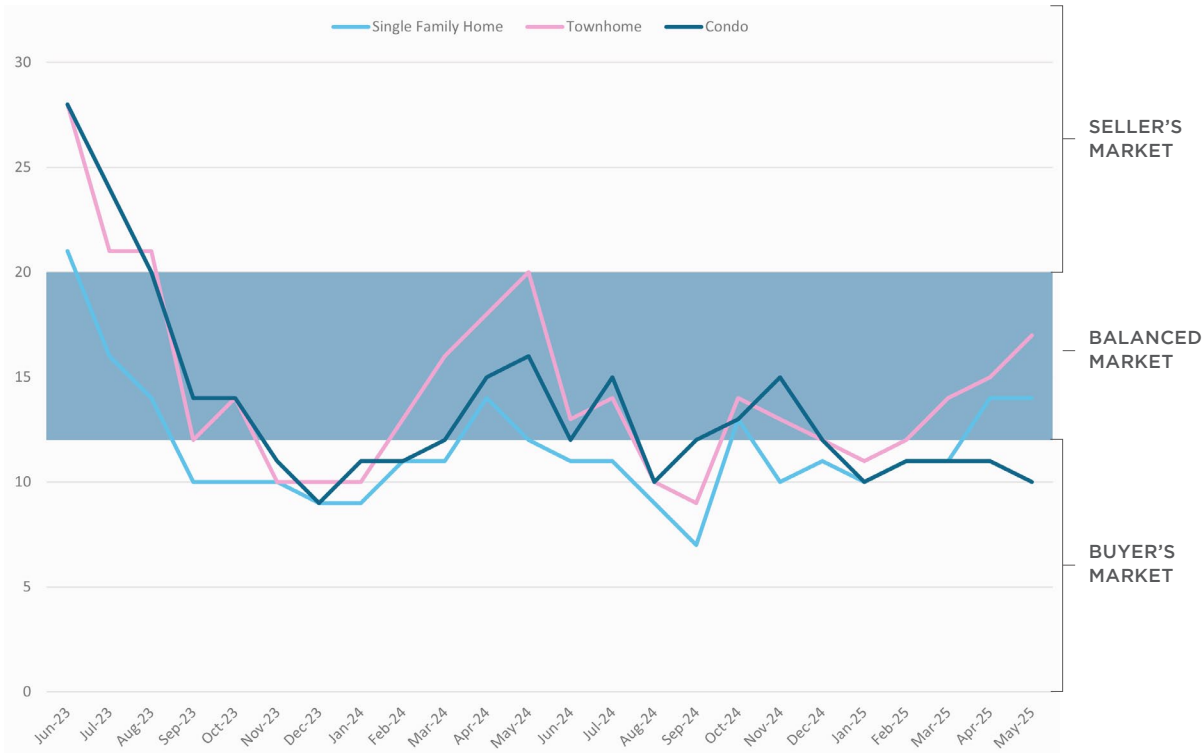
CONDOS / APARTMENTS



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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	68%
From the Lower Mainland or Vancouver Island	12%
From other areas of BC	6%
From Alberta	6%
From Saskatchewan / Manitoba	1%
From Eastern Canada / Maritimes	5%
From the NWT / Yukon	0%
From outside of Canada	2%

NEIGHBOURHOOD SALES

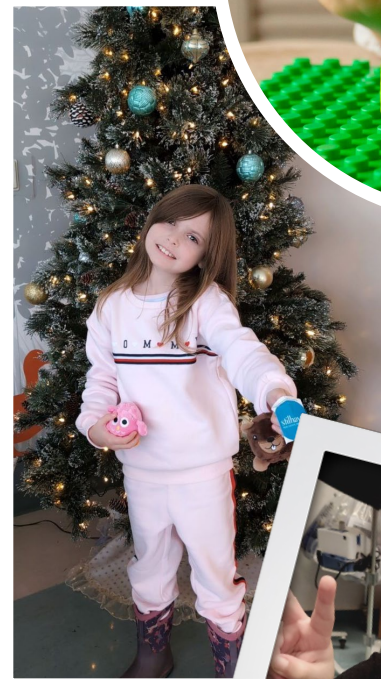
May 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Big White	0		3 ↑ 200.0% ↑ 5.3%	\$754,300	3 ↑ 50.0% ↑ 1.3%	\$481,600
Black Mountain	9	\$1,129,800 ↑ 0.1%	2 ↑ 100.0% ↑ 5.0%	\$850,900	0	
Crawford Estates	1	\$1,336,100 ↑ 5.7%	0		0	
Dilworth Mountain	5	\$1,119,800 ↑ 0.8%	1 ↓ -66.7% ↑ 5.3%	\$942,900	0 ↓ -100.0% ↑ 1.0%	\$476,400
Ellison	3	\$980,400 ↓ -0.4%	0	\$732,800 ↑ 2.4%	0	
Fintry	4	\$882,700 ↑ 0.7%	0	\$626,300 ↓ -0.3%	0	\$274,300 ↑ 3.4%
Glenmore	10	\$954,300 ↓ -0.4%	3 ↓ -70.0% ↑ 3.4%	\$702,900	3 ↑ 50.0% ↓ -1.2%	\$549,300
Glenrosa	4	\$764,500 ↓ -1.2%	0	\$707,300 ↑ 0.5%	0	
Joe Rich	0	\$1,130,200 ↑ 5.2%	0		0	
Kelowna North	3	\$940,200 ↓ -0.7%	4 ↑ 100.0% ↑ 3.3%	\$813,300	16 ↓ -44.8% ↑ 0.3%	\$626,000
Kelowna South	3	\$958,500 ↑ 1.3%	13 ↑ 225.0% ↑ 4.9%	\$746,700	10 0.0% ↓ -0.2%	\$513,900
Kettle Valley	9	\$1,294,800 ↑ 3.4%	3 ↑ 4.3%	\$774,500	0	
Lake Country East / Oyama	1	\$1,071,400 ↑ 0.1%	0 ↓ -100.0% ↑ 3.9%	\$743,700	1 ↑ 0.9%	\$457,200
Lake Country North West	7	\$1,368,900 ↓ -1.0%	3 ↓ -40.0% ↑ 4.8%	\$849,100	0 ↓ -100.0%	
Lake Country South West	14	\$1,053,600 ↓ -0.5%	2 ↑ 6.1%	\$966,800	0	
Lakeview Heights	15	\$1,136,200 ↓ -0.6%	0	\$940,100 ↓ -1.7%	1 0.0% ↑ 1.9%	\$708,500
Lower Mission	25	\$1,225,400 ↑ 1.4%	4 ↓ -63.6% ↑ 5.4%	\$826,500	15 ↓ -21.1% ↑ 1.5%	\$505,400

NEIGHBOURHOOD SALES

May 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
McKinley Landing	4	\$1,145,500 ↓ -2.0%	0		1	
North Glenmore	9	\$955,800 ↑ 0.3%	3 ↓ -62.5%	\$704,800 ↑ 4.0%	4 ↓ -42.9%	\$471,600 ↑ 0.1%
Peachland	10	\$956,000 ↓ -1.2%	4	\$723,500 ↓ -2.4%	1	\$591,600 ↑ 2.1%
Rutland North	13	\$793,300 ↑ 0.9%	8 ↓ -20.0%	\$588,900 ↑ 2.2%	8 ↓ -33.3%	\$381,500 ↑ 0.8%
Rutland South	10	\$778,400 ↓ -2.3%	0 ↓ -100.0%	\$546,300 ↑ 4.1%	2 ↓ -60.0%	\$406,200 ↑ 2.4%
Shannon Lake	7	\$963,900 ↓ -1.6%	3 ↓ -40.0%	\$797,500 ↑ 0.2%	3 ↑ 50.0%	\$603,700 ↑ 1.4%
Smith Creek	6	\$920,900 ↓ -1.4%	0	\$704,100 ↓ -1.3%	0	
South East Kelowna	2	\$1,192,900 ↑ 2.7%	0	\$1,033,700 ↑ 3.2%	0	
Springfield/Spall	6	\$789,600 ↓ -6.1%	6 ↓ -25.0%	\$617,400 ↑ 3.2%	14 ↑ 7.7%	\$508,400 ↑ 1.7%
University District	5	\$1,010,700 ↓ -3.4%	4 0.0%	\$829,900 ↑ 5.4%	2 ↓ -60.0%	\$458,600 ↑ 0.9%
Upper Mission	15	\$1,269,700 ↑ 1.7%	0	\$1,134,000 ↑ 5.8%	1	
West Kelowna Estates	10	\$963,600 ↓ -1.8%	2 ↑ 100.0%	\$853,800 ↑ 0.0%	0	
Westbank Centre	6	\$678,200 ↓ -3.6%	7 ↑ 600.0%	\$631,400 ↓ -1.2%	13 ↑ 8.3%	\$453,800 ↑ 0.8%
Wilden	4	\$1,312,300 ↑ 3.9%	0 ↓ -100.0%	\$1,007,100 ↑ 5.9%	0	\$411,600 ↑ 2.4%





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.



KGHFOUNDATION

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

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

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