

SEPTEMBER 2025

THE STILHAVN REPORT

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

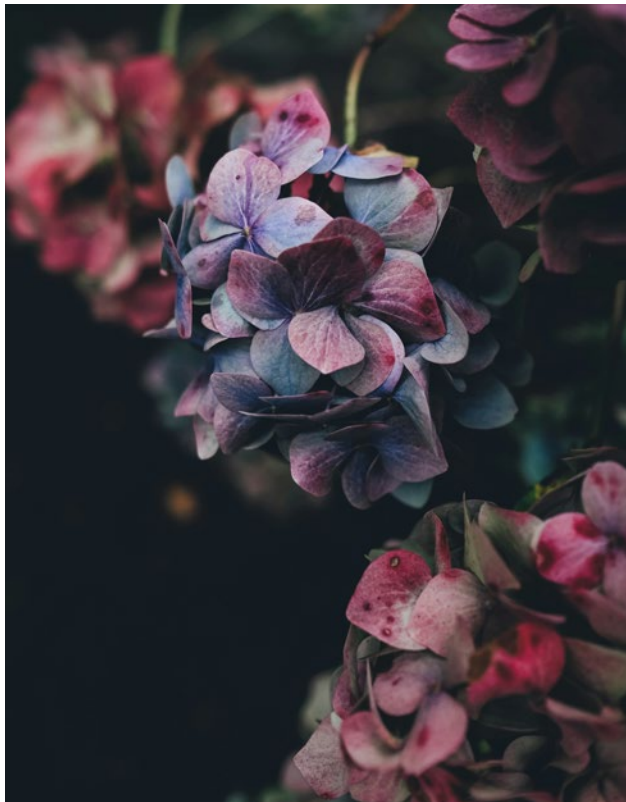
OKANAGAN

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 SEPTEMBER MARKET

September in the Okanagan blends the last of late-summer activity with the return of school and community routines. The region's lifestyle remains vibrant—anchored by outdoor events, harvest season, and cultural gatherings—even as households shift their focus toward the months ahead. In the real estate market, this translates into a measured pace where motivated buyers and well-presented listings stand out. The consistency established through the summer provides a stable backdrop, while proactive buyers who act now can position themselves advantageously before the fall market gains momentum. Residential real estate sales held steady in September despite the typical seasonal dip in activity, reports the Association of Interior REALTORS® (the Association).

RESIDENTIAL MARKET OVERVIEW

According to the Association, a total of 1,242 residential unit sales were recorded across the region in September, down from August's 1,319 units, yet up 17.8% compared to units sold in September last year. Kadin Rainville, President of the Association, notes: "Real estate markets rarely move in a straight line and modest fluctuations from month to month are a normal part of the cycle. After being impacted by economic factors in the first half of the year, today's trends reflect resilience and recovery. The fact that figures are stronger than last year, with active listings shrinking as sales climb, is an encouraging indicator that the market is gaining strength and stability."

INVENTORY

New residential listings saw a 9.8% increase compared to September 2024 with 2,643 new listings recorded last month. The total number of active listings saw a 0.3% decrease in inventory compared to September 2024 with 9,853 recorded across the Association region. The highest increase in active listings across the Association region was recorded in the Kamloops and District with a total increase of 9.7% compared to the same month last year.

HOME SALES BY PROPERTY TYPE

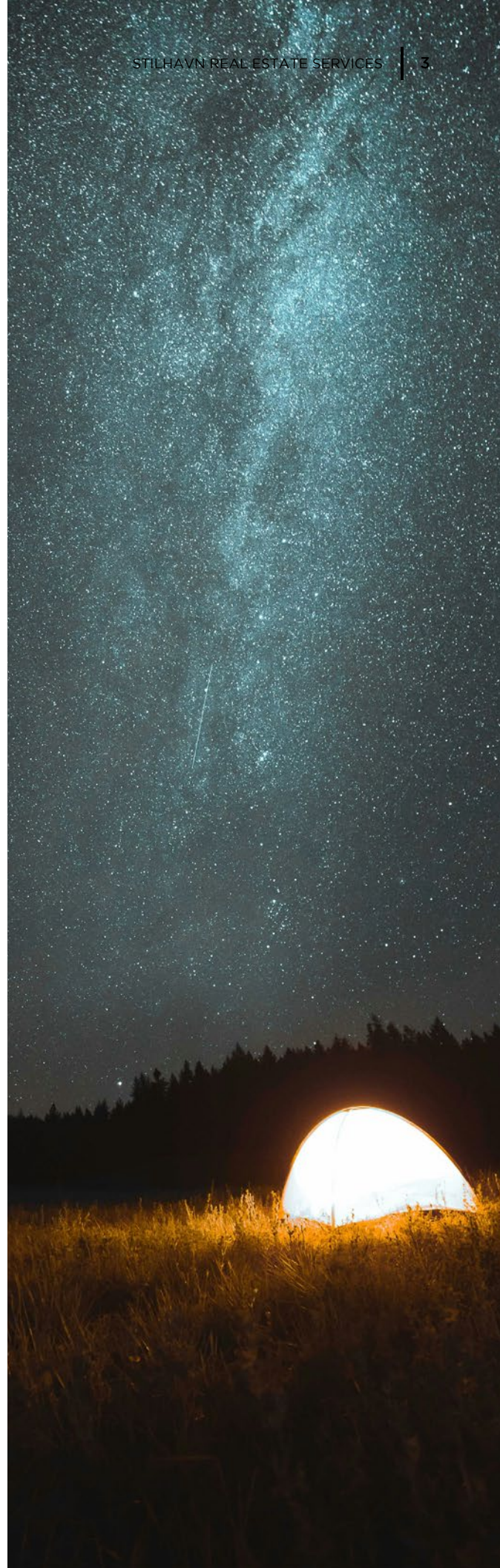
In the Okanagan and Shuswap/Revelstoke regions, the benchmark price for single-family homes saw increases last month in all sub-regions in year-over-year comparisons with the exception of the North Okanagan, which saw a decrease of 1.4%, coming in at \$753,500.

The townhome housing category saw benchmark price decreases in the Shuswap/Revelstoke, North and South Okanagan, while the Central Okanagan region saw an increase of 1.6% compared to September 2024, coming in at \$736,500.

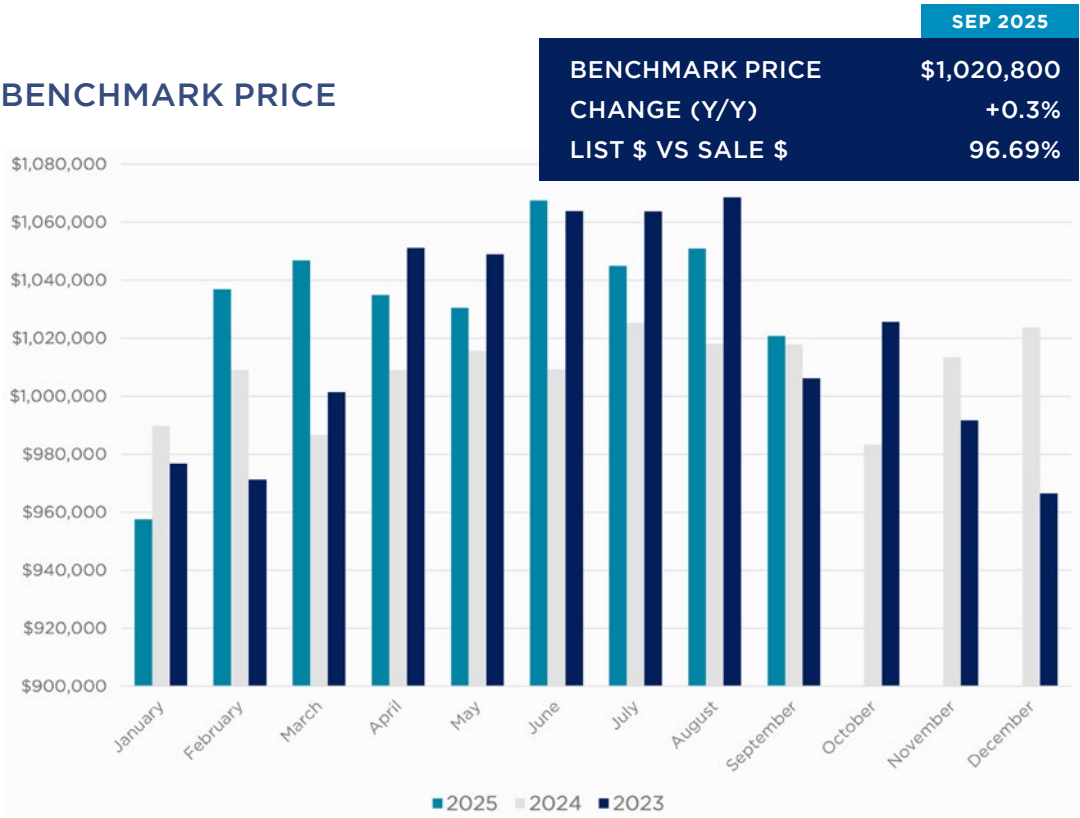
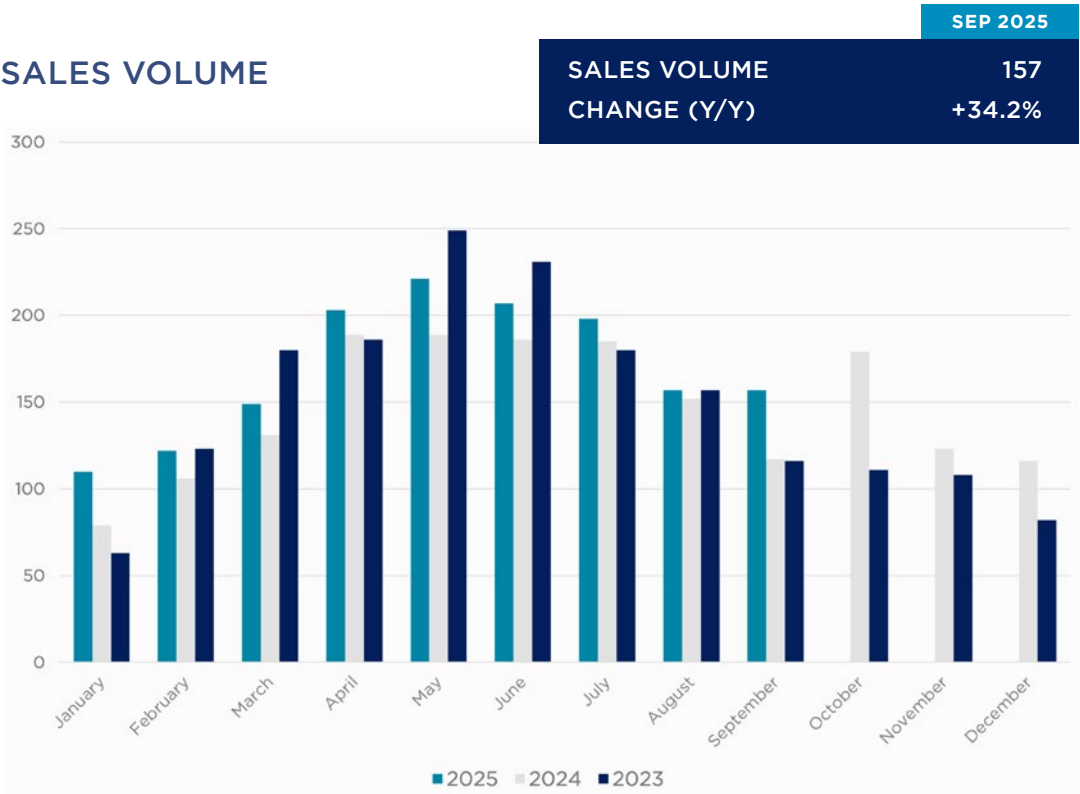
The benchmark pricing in the condominium housing category recorded South Okanagan being the only region that saw an increase of 1.7% compared to the same time last year, coming in at \$421,300.

*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®.

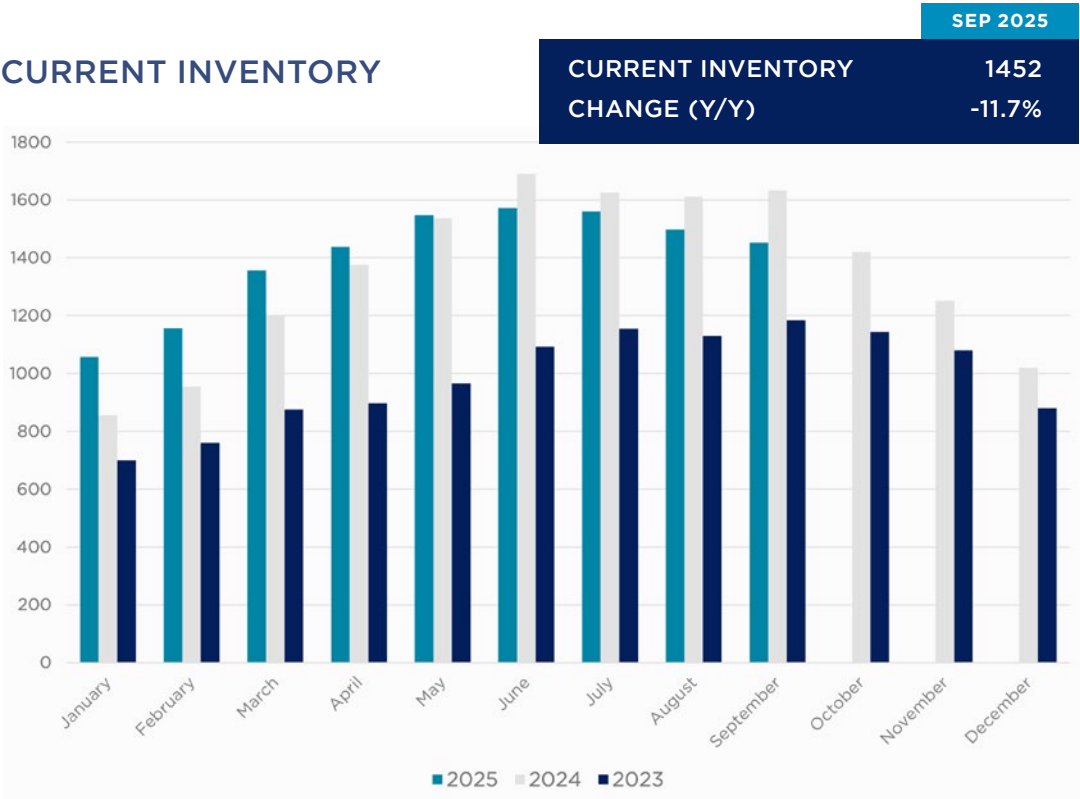
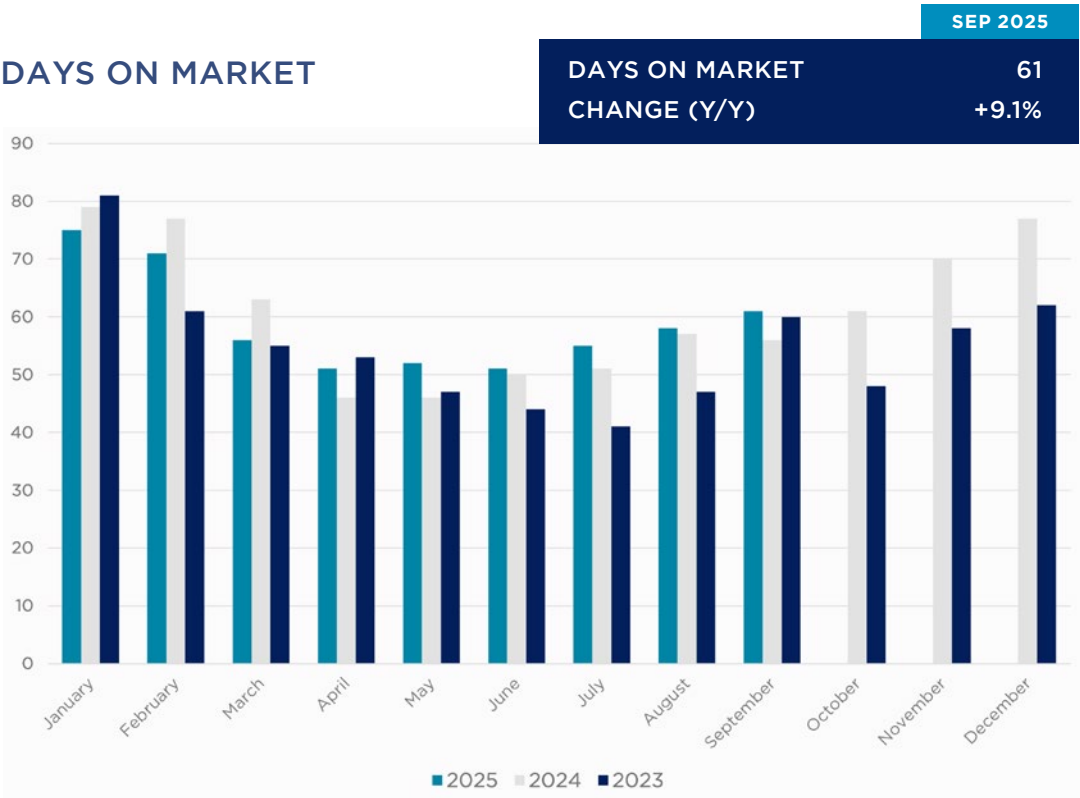


SINGLE FAMILY HOMES



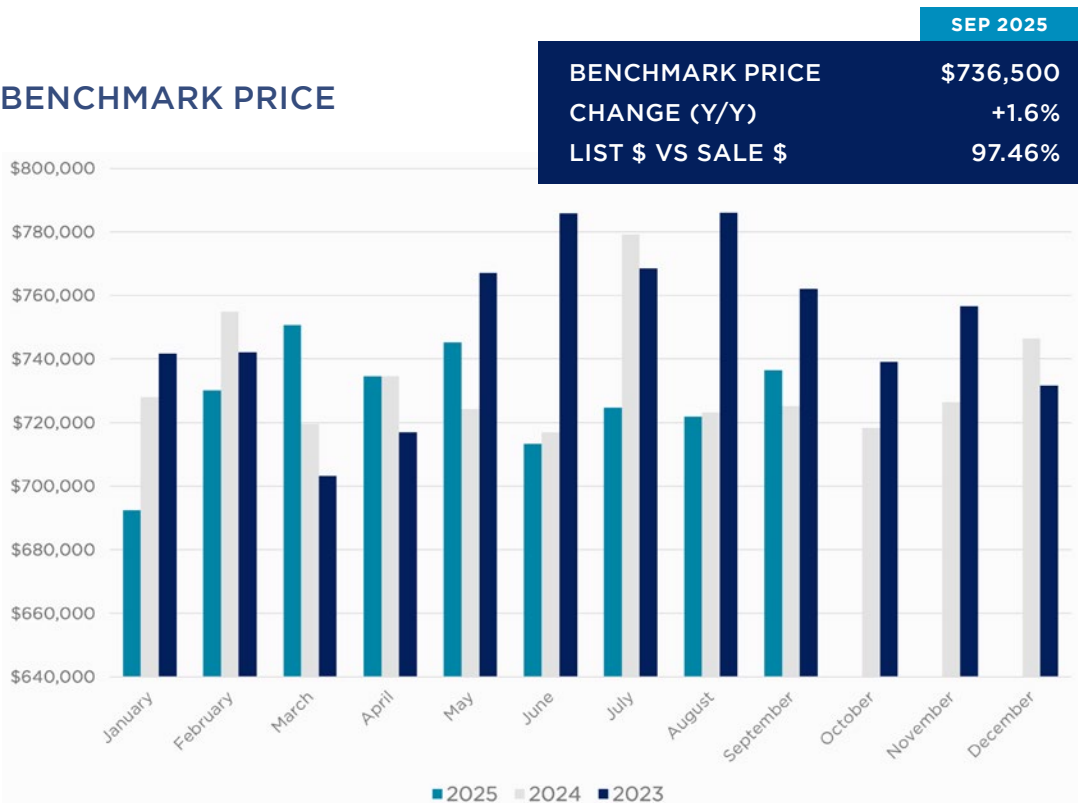
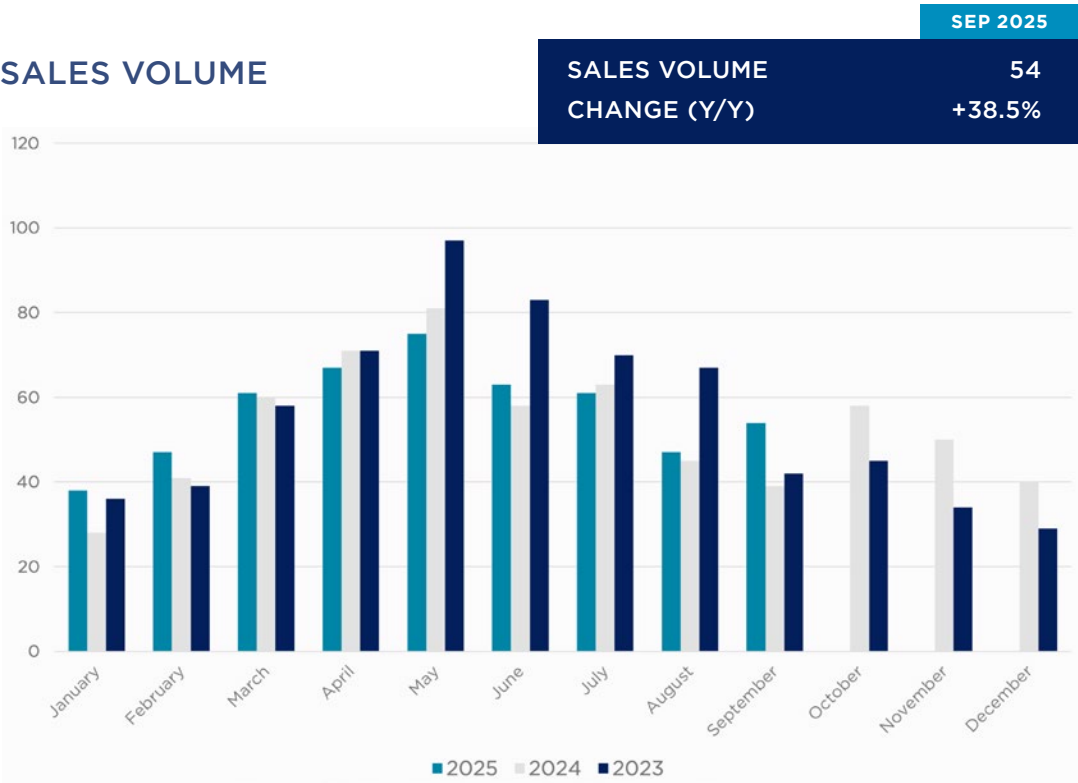
Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.
Market Statistics: Courtesy of the Association of Interior Realtors® (interiorrealtors.ca). **% Change:** Over the same period the year prior. **Area Covered:** Central Okanagan.
***Year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



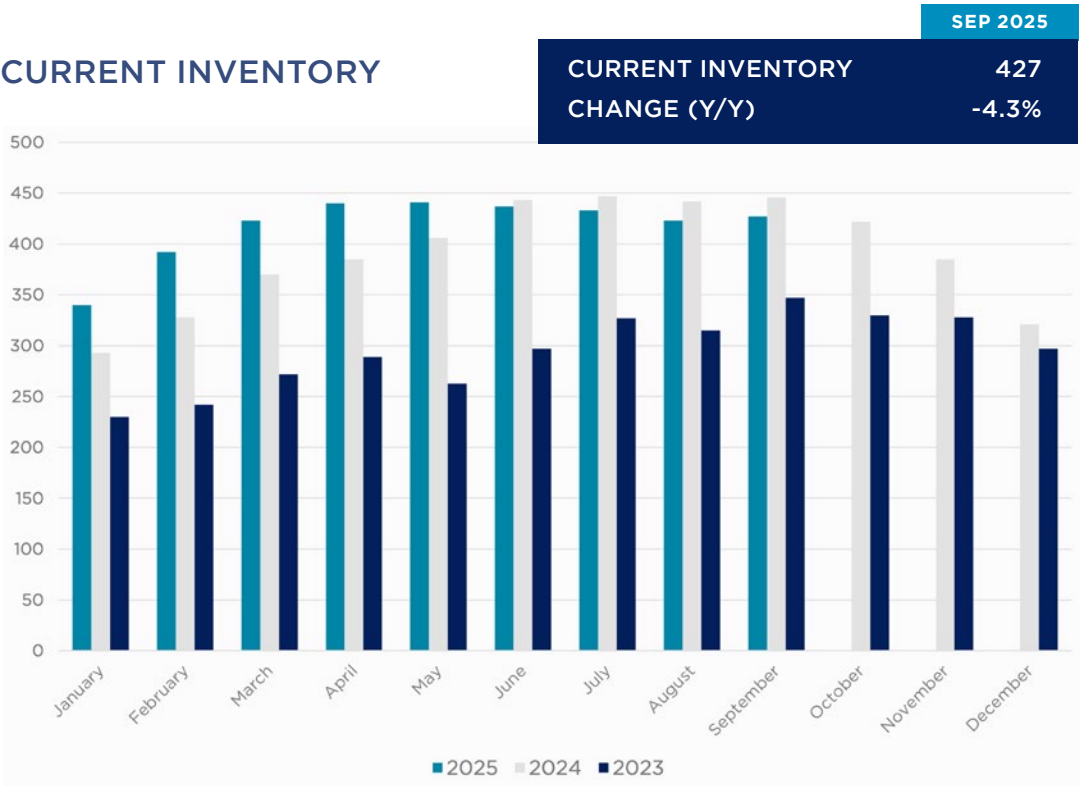
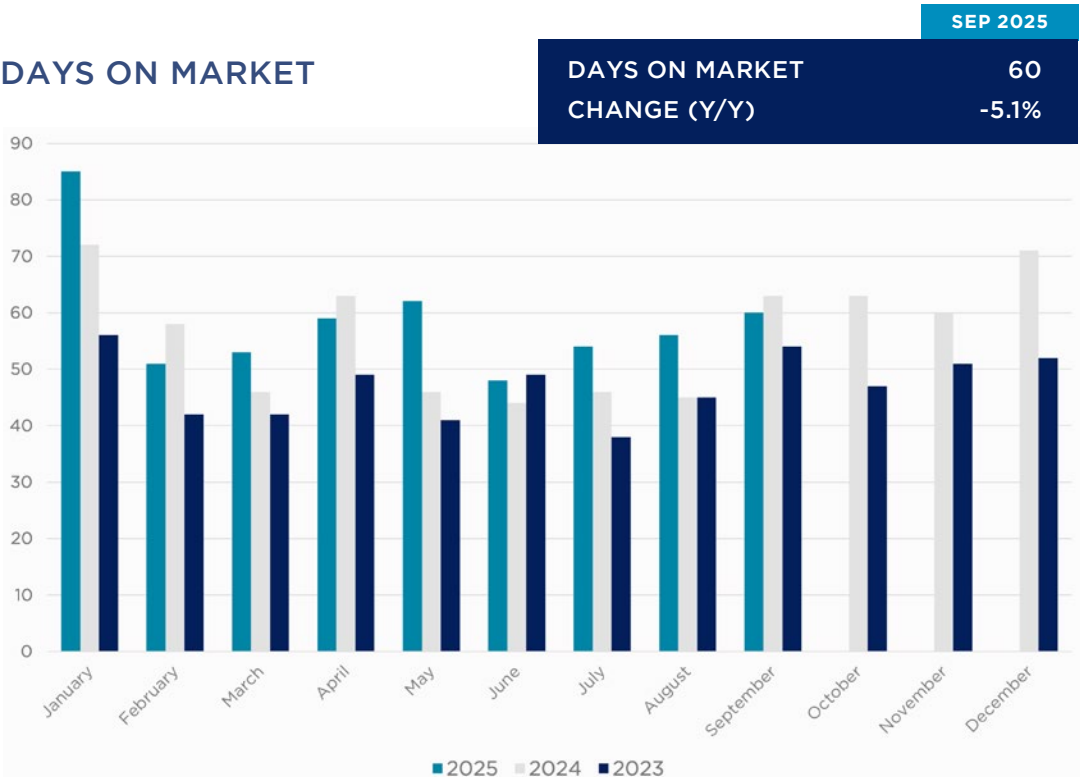
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TOWNHOMES



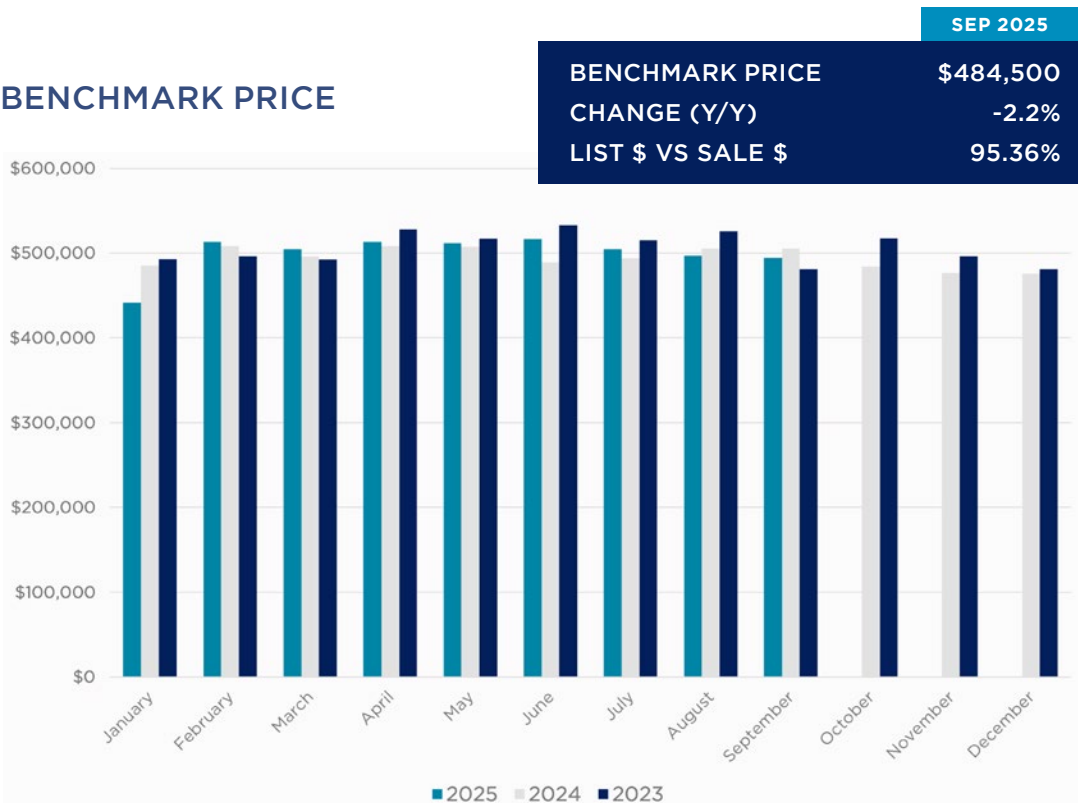
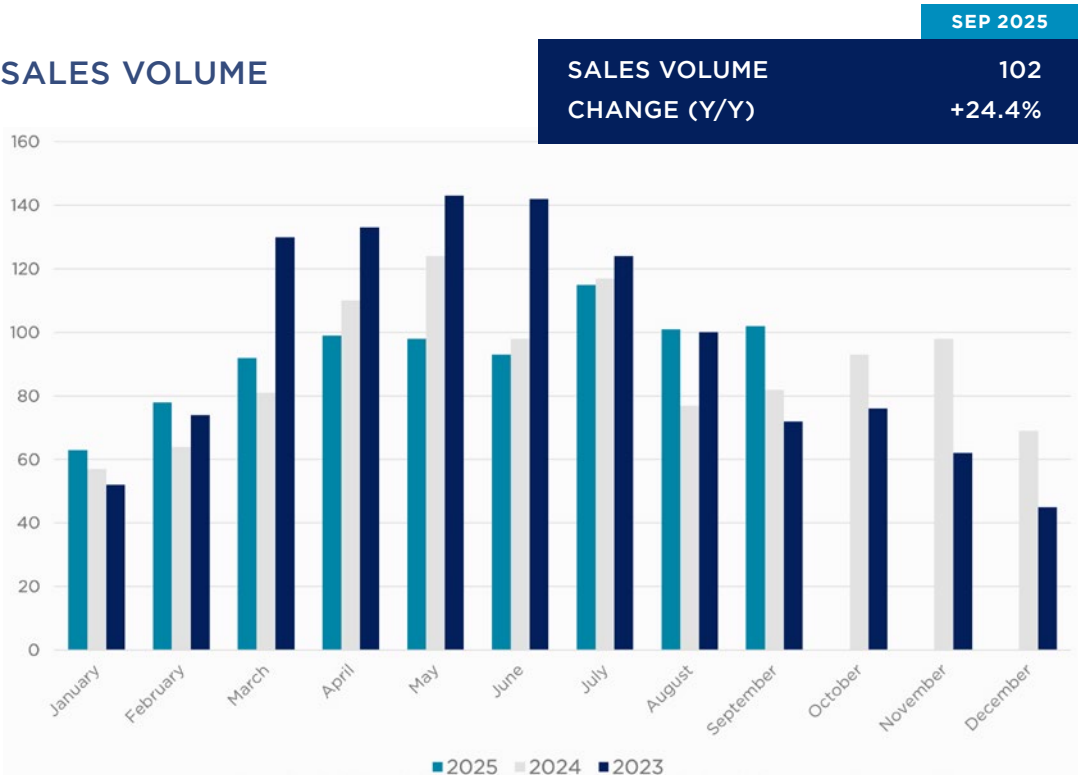
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TOWNHOMES



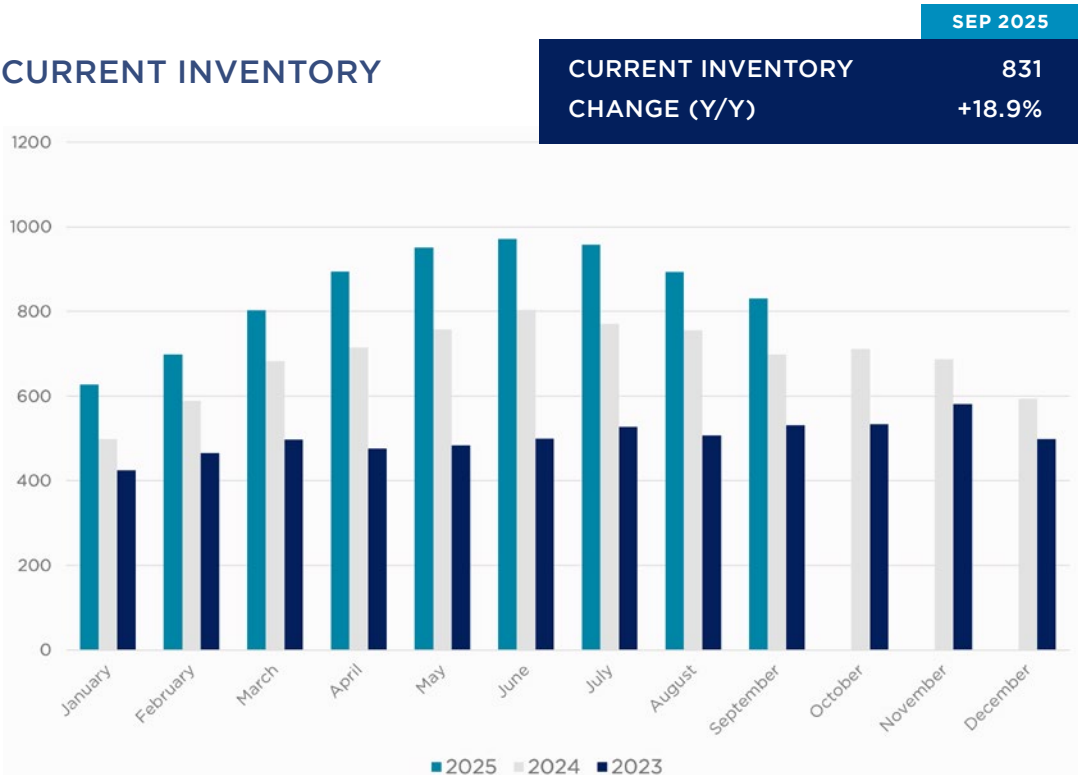
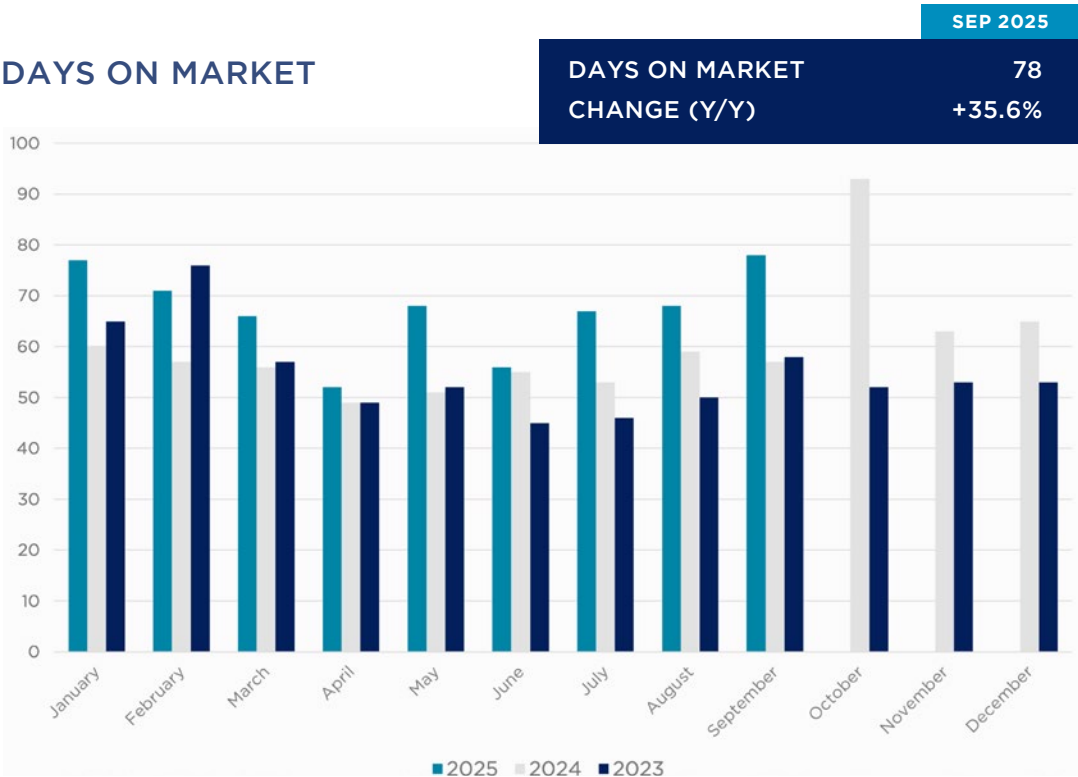
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CONDOS / APARTMENTS



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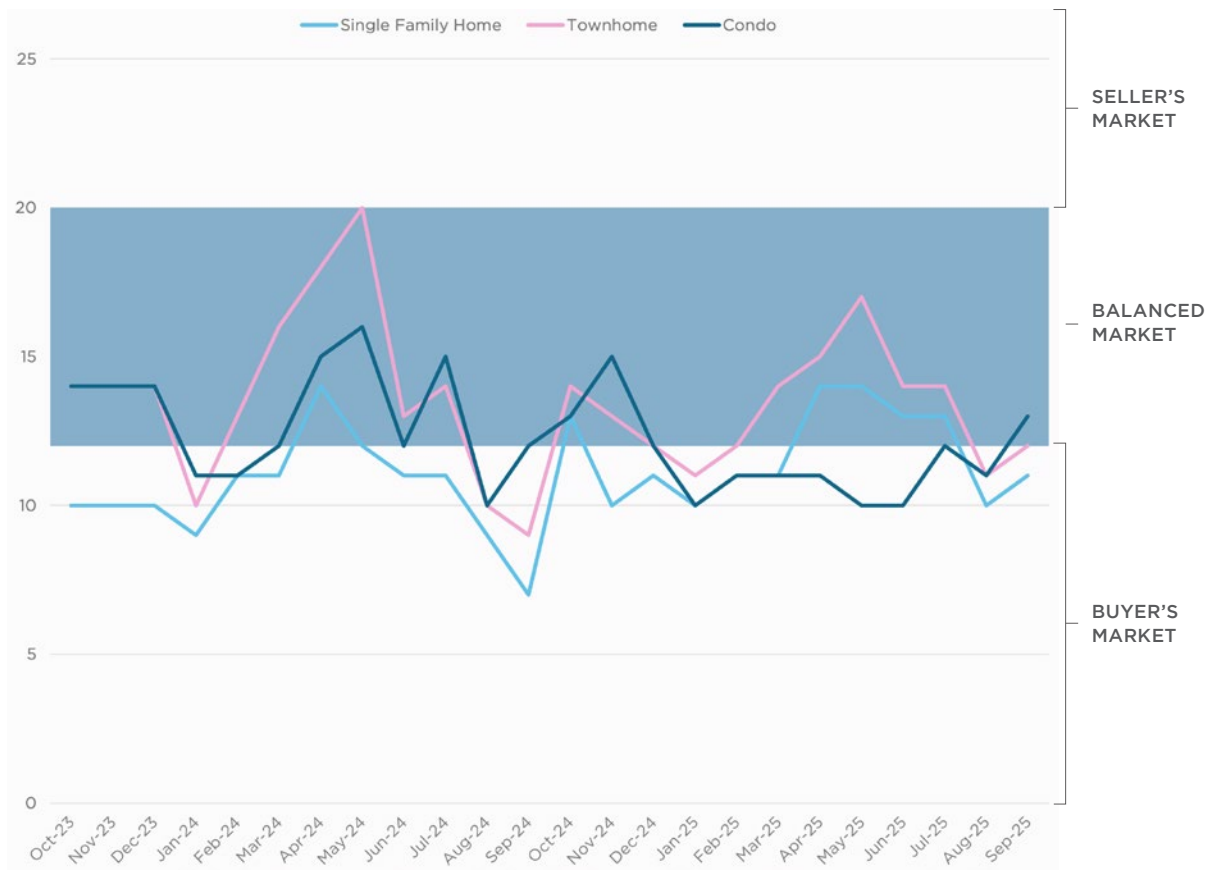
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SALES TO ACTIVE RATIO (%)



WHERE BUYERS ARE MOVING FROM

July | 2025

PERCENTAGE OF BUYERS	%
From within Association area (Eastgate Manning Park to Revelstoke + South Peace River)	69%
From the Lower Mainland or Vancouver Island	14%
From other areas of BC	4%
From Alberta	7%
From Saskatchewan / Manitoba	1%
From Eastern Canada / Maritimes	4%
From the NWT / Yukon	0%
From outside of Canada	2%

NEIGHBOURHOOD SALES

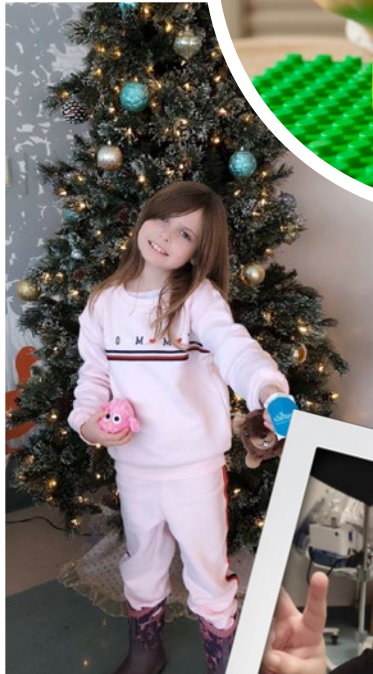
September 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Big White	0 ↓ -100.0%		5 0.0%	\$732,100 ↑ 3.2%	4 ↓ -20.0%	\$462,200 ↓ -2.4%
Black Mountain	8 ↑ 14.3%	\$1,136,700 ↓ -0.5%	0	\$826,900 ↑ 3.3%	0	
Crawford Estates	1	\$1,314,500 ↑ 4.8%	0		0	
Dilworth Mountain	5 ↑ 66.7%	\$1,106,200 ↓ -0.7%	2 ↑ 100.0%	\$928,100 ↑ 4.4%	1 ↓ -1.9%	\$459,600
Ellison	3 ↑ 200.0%	\$962,300 ↓ -1.7%	0	\$704,200 0.0%	0	
Fintry	2 ↓ -50.0%	\$858,100 ↓ -3.0%	0	\$657,700 ↑ 0.1%	0	\$267,800 ↑ 0.2%
Glenmore	12 ↑ 100.0%	\$941,500 ↓ -2.1%	9 ↑ 350.0%	\$684,800 ↑ 2.2%	7 ↓ -12.5%	\$524,900 ↓ -3.6%
Glenrosa	8 ↑ 100.0%	\$769,300 ↓ -0.8%	0	\$734,600 ↑ 0.4%	0	
Joe Rich	0	\$1,105,400 ↑ 3.5%	0		1	
Kelowna North	5 ↑ 66.7%	\$926,000 ↓ -2.1%	1	\$796,400 ↑ 2.3%	15 ↑ 7.1%	\$606,300 ↓ -2.7%
Kelowna South	6 ↓ -25.0%	\$950,700 ↑ 0.8%	3 ↓ -25.0%	\$727,500 ↑ 3.3%	12 ↑ 300.0%	\$492,800 ↓ -3.2%
Kettle Valley	3 ↑ 200.0%	\$1,281,100 ↑ 3.9%	0 ↓ -100.0%	\$766,300 ↑ 4.8%	0	
Lake Country East / Oyama	6 ↓ -25.0%	\$1,067,100 ↓ -1.3%	0 ↓ -100.0%	\$726,700 ↑ 2.5%	2 ↑ 100.0%	\$439,100 ↓ -2.3%
Lake Country North West	4 ↑ 300.0%	\$1,360,000 ↓ -0.9%	1 0.0%	\$816,700 ↑ 1.3%	1 0.0%	
Lake Country South West	7 ↑ 40.0%	\$1,042,100 ↓ -1.7%	2 0.0%	\$956,900 ↑ 4.7%	0	
Lakeview Heights	13 ↑ 30.0%	\$1,127,100 ↓ -1.6%	0	\$970,600 ↓ -2.8%	1 0.0%	\$676,600 ↓ -2.5%
Lower Mission	6 ↓ -45.5%	\$1,225,300 ↑ 1.9%	4 ↓ -33.3%	\$804,300 ↑ 4.0%	16 ↑ 23.1%	\$488,600 ↓ -1.7%

NEIGHBOURHOOD SALES

September 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
McKinley Landing	4	\$1,149,500 ↓ -3.1%	1 0.0%		0 ↓ -100.0%	
North Glenmore	9 ↑ 28.6%	\$943,300 ↓ -1.0%	6 ↑ 200.0%	\$691,500 ↑ 3.5%	6 0.0%	\$454,800 ↓ -2.8%
Peachland	4 0.0%	\$945,300 ↓ -1.2%	1 0.0%	\$752,400 ↓ -2.2%	0 ↓ -100.0%	\$568,900 ↓ -1.7%
Rutland North	8 ↑ 14.3%	\$794,000 ↓ -0.2%	2 0.0%	\$576,100 ↑ 1.3%	6 ↓ -40.0%	\$369,200 ↓ -1.9%
Rutland South	6 ↑ 50.0%	\$777,200 ↓ -3.9%	0 ↓ -100.0%	\$526,000 ↑ 1.5%	1 0.0%	\$389,400 ↓ -2.1%
Shannon Lake	7 ↑ 75.0%	\$961,100 ↓ -1.4%	0 ↓ -100.0%	\$823,900 ↓ -0.7%	1 ↓ -50.0%	\$580,000 ↓ -2.4%
Smith Creek	1 ↓ -50.0%	\$923,000 ↓ -0.5%	0 ↓ -100.0%	\$718,400 ↓ -2.1%	0	
South East Kelowna	3 ↓ -50.0%	\$1,188,100 ↑ 2.7%	2 ↓ -16.7%	\$1,015,800 ↑ 2.2%	0	
Springfield/Spall	5	\$719,500 ↓ -15.3%	5 ↓ -16.7%	\$601,600 ↑ 2.0%	13 ↑ 44.4%	\$492,400 ↓ -1.4%
University District	5 ↑ 400.0%	\$1,006,700 ↓ -6.2%	4 ↑ 5.6%	\$828,500 ↑ 5.6%	5 ↓ -3.0%	\$439,600
Upper Mission	8 ↑ 700.0%	\$1,261,700 ↑ 0.3%	1 ↑ 6.0%	\$1,127,500 ↑ 6.0%	2	
West Kelowna Estates	2 ↓ -33.3%	\$960,500 ↓ -1.5%	2 ↑ 0.6%	\$893,700 ↑ 0.6%	0	
Westbank Centre	3 ↑ 50.0%	\$663,400 ↓ -2.8%	3 ↑ 200.0%	\$650,200 ↓ -1.1%	7 ↑ 16.7%	\$441,600 ↓ -1.6%
Wilden	3 0.0%	\$1,299,200 ↑ 3.4%	0 ↓ -100.0%	\$1,002,300 ↑ 6.3%	0 ↓ -0.8%	\$399,900





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

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REAL ESTATE SERVICES

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

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