



DECEMBER 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**.

# THE DECEMBER MARKET

December in the Okanagan signals the close of the real estate year, as winter conditions and the holiday season naturally slow the pace of market activity. Shorter days and a shift toward year-end routines encourage many households to pause and reflect, while others take time to assess their next steps heading into the new year. While overall activity typically softens in December, market conditions continue to support thoughtful decision-making as 2026 approaches. Residential real estate activity in December tracked close to normal levels, resulting in a healthy conclusion to the year, reports the Association of Interior REALTORS® (the Association).

## RESIDENTIAL MARKET OVERVIEW

According to the Association, a total of 788 residential unit sales were recorded across the Association region in December, down from November's 939 units, yet up 10.4% compared to units sold in December last year.

Kadin Rainville, President of the Association, notes "despite navigating a year of economic shifts, policy changes, and evolving buyer and seller behavior, the residential real estate market wrapped up the year on steady ground. Activity finishing within the 10-year average range reflects a market that has largely recalibrated and normalized, setting a positive and stable foundation as we move into 2026."

## INVENTORY

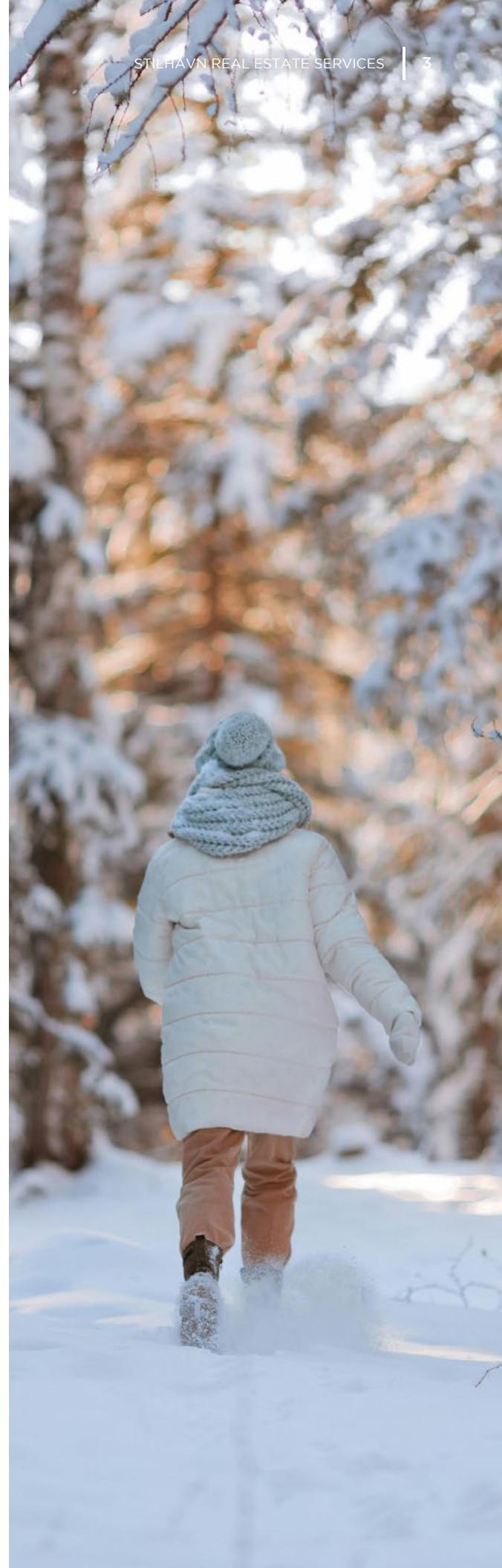
New residential listings saw a 9.6% increase compared to December 2024 with 1,017 new listings recorded last month. The total number of active listings saw a 0.5% decrease in inventory compared to December 2024 with 6,686 recorded across the Association region. The highest percentage increase in active listings across the Association region was recorded for a third consecutive month in the North Okanagan with a total increase of 11% compared to December 2024.

## HOME SALES BY PROPERTY TYPE

In the Okanagan and Shuswap/Revelstoke regions, the benchmark price for single-family homes saw decreases last month in all sub-regions in year-over-year comparisons with the exception of the South Okanagan, which saw an increase of 2.7%, coming in at \$743,700.

The townhome housing category recorded the Central Okanagan being the only region that saw a decrease of 9.5% compared to the same time the previous year, coming in at \$675,700.

The benchmark price in the condominium housing category saw decreases of 0.2% and 1.3% in the Central and North Okanagan and the region compared to December 2024, coming in at \$470,600 and \$302,700 respectively.

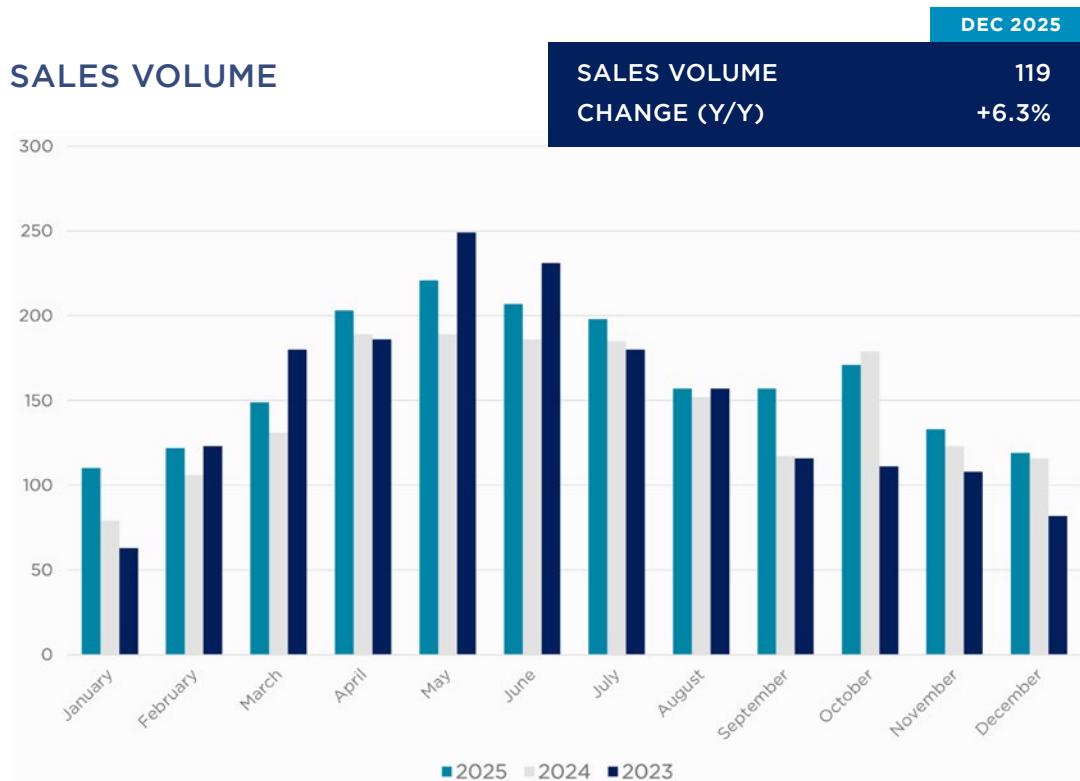


\*All statistics are courtesy of The Association of Interior REALTORS®.

^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

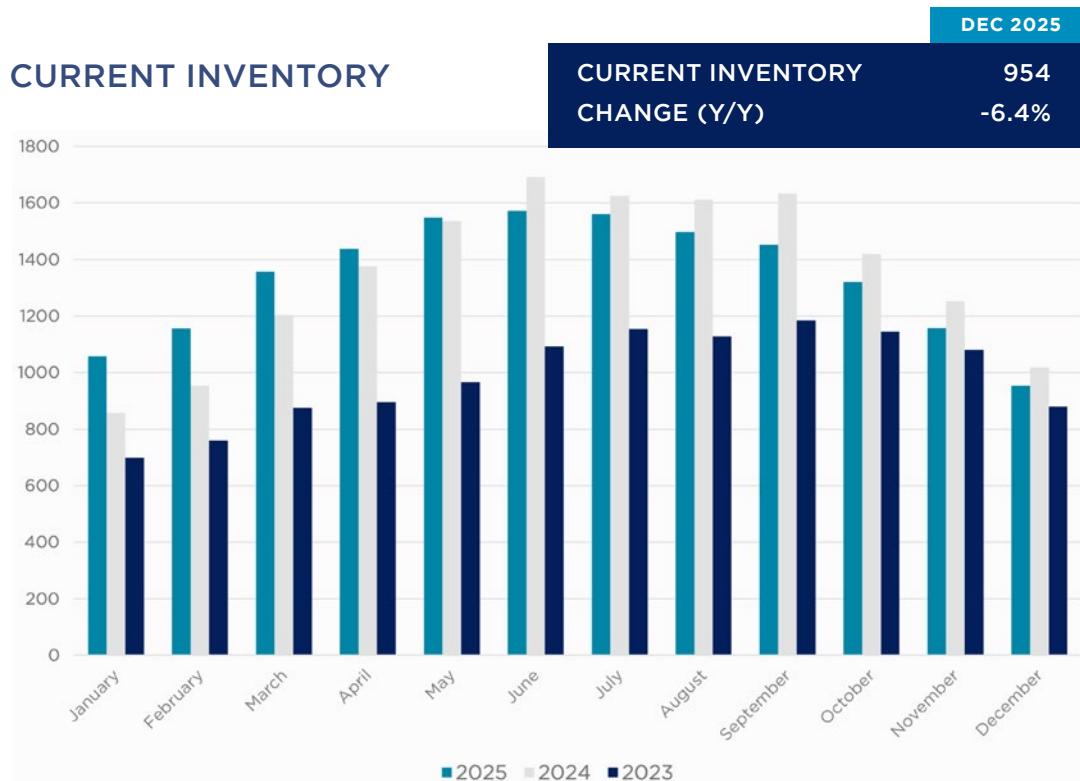
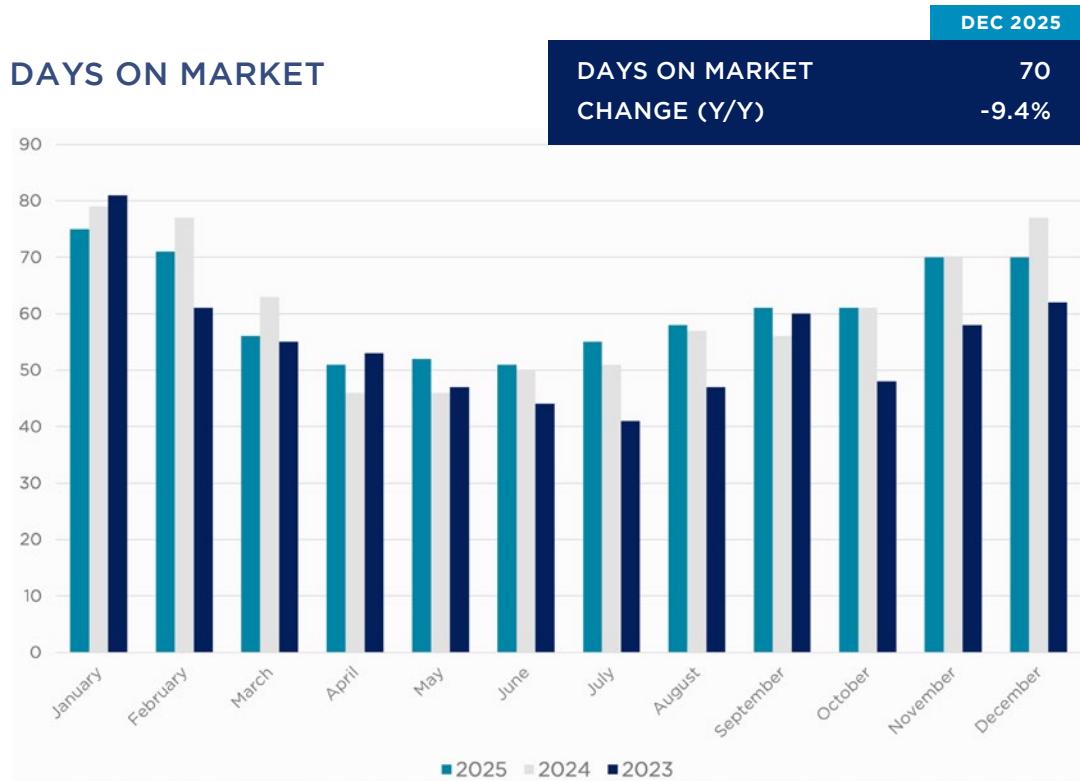


<sup>^</sup>Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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.

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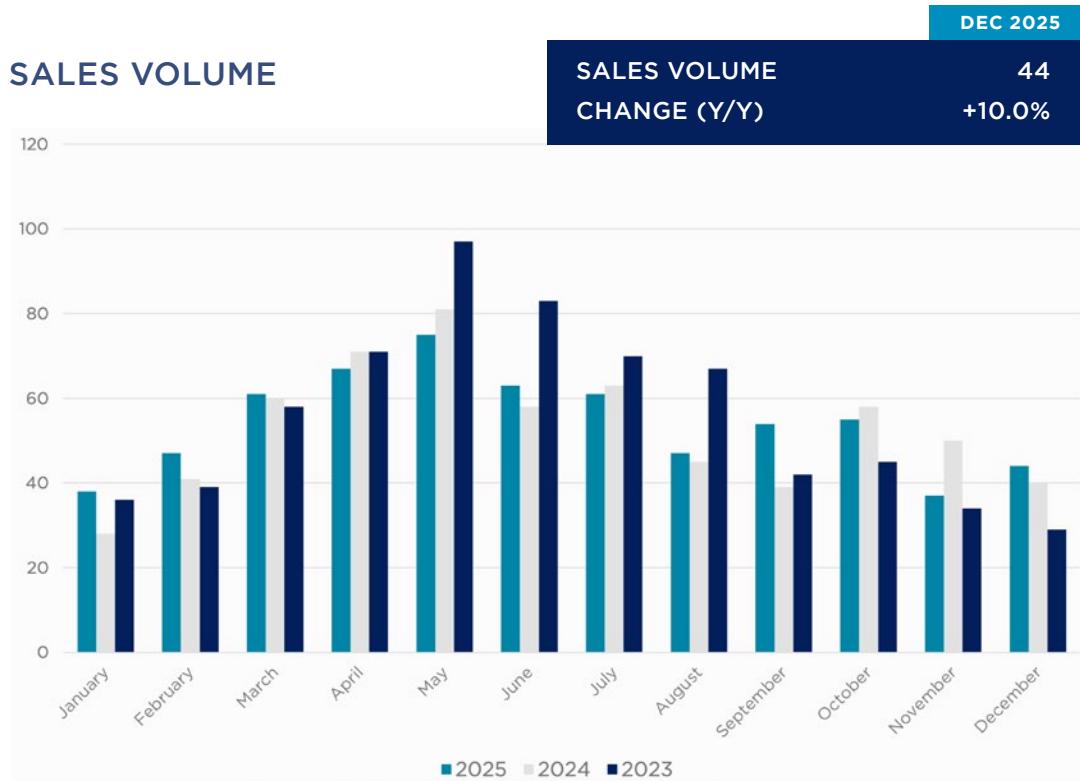


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## TOWNHOMES

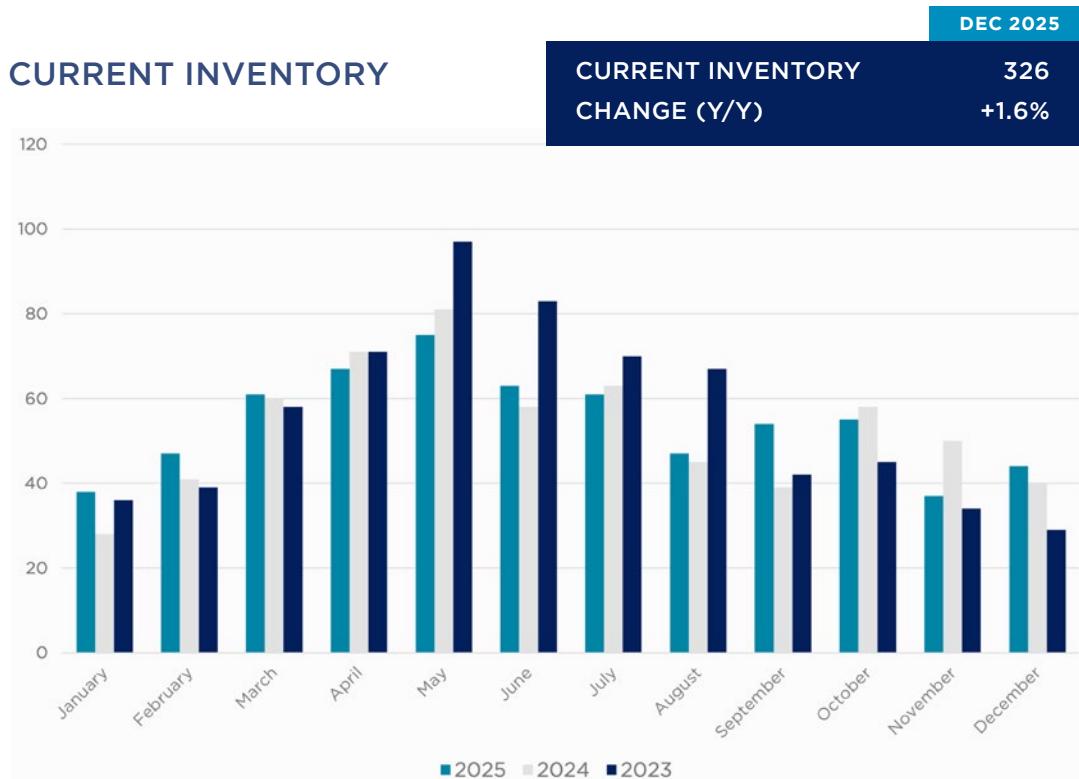
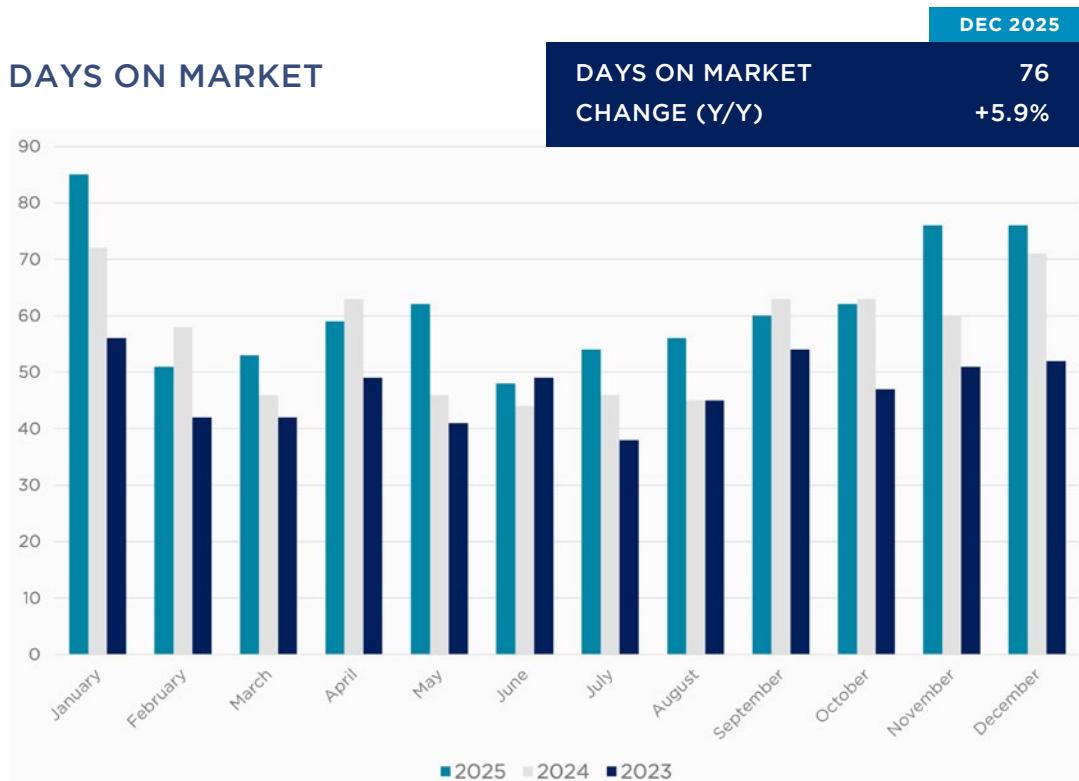


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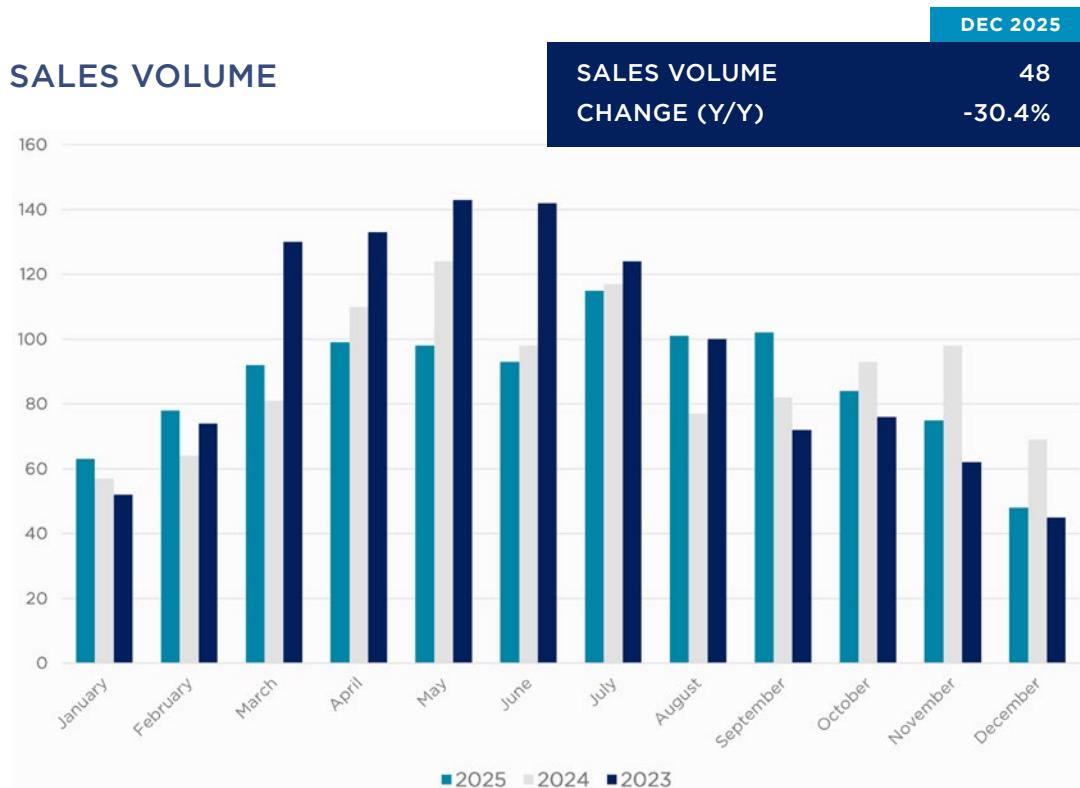


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## CONDOS / APARTMENTS

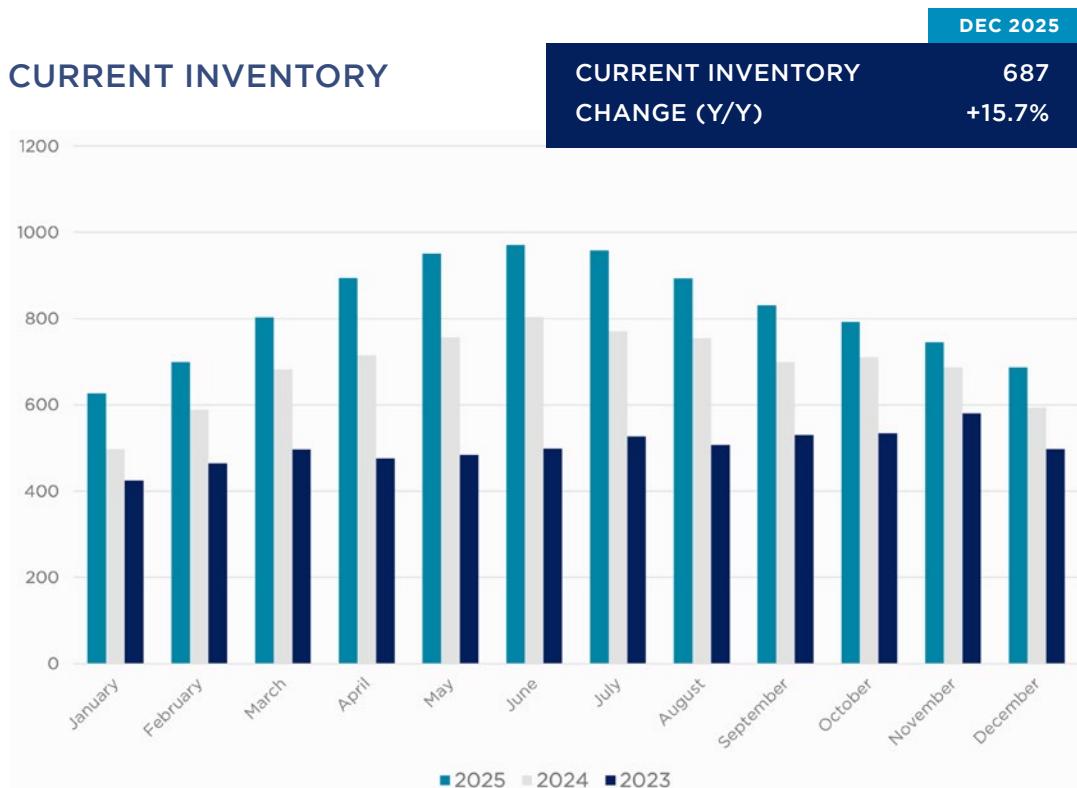
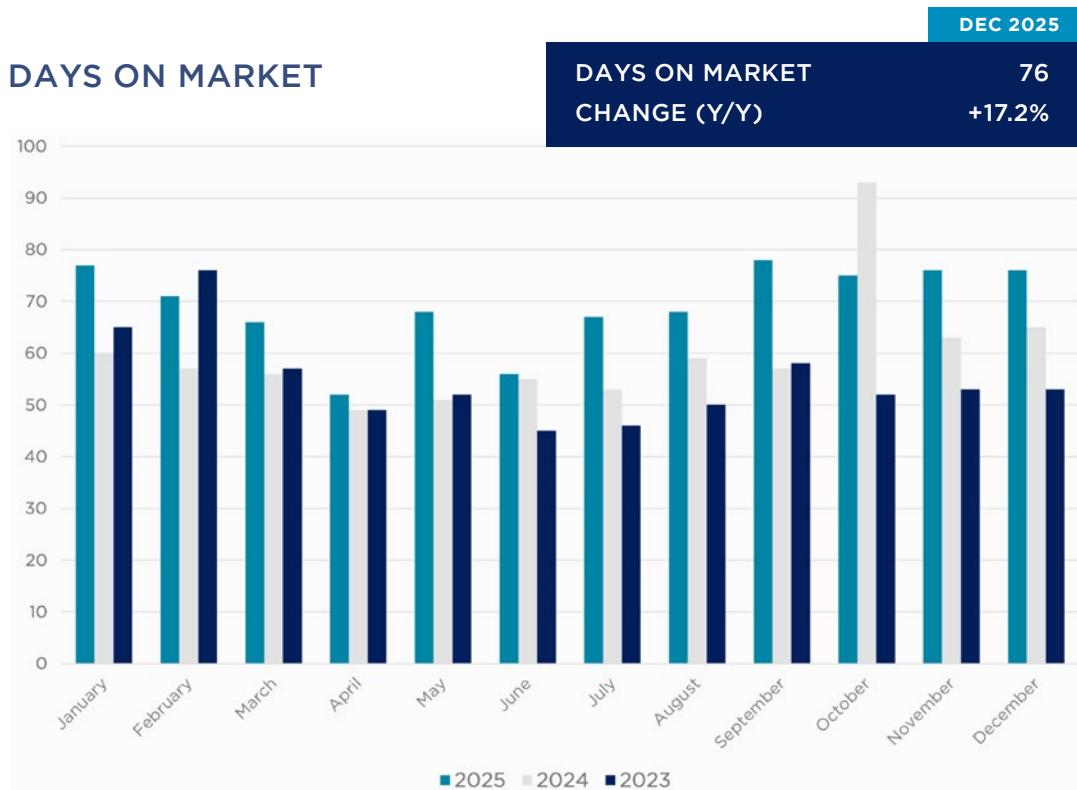


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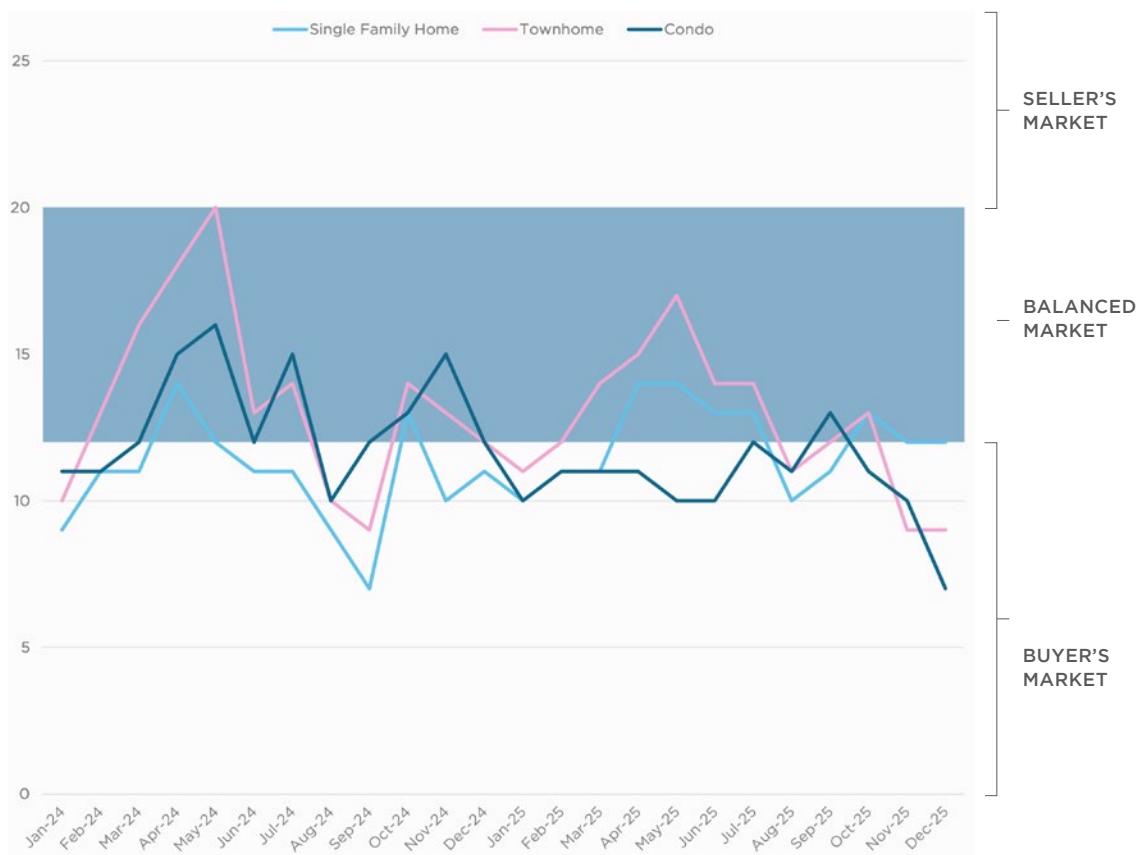
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## SALES TO ACTIVE RATIO (%)



## WHERE BUYERS ARE MOVING FROM

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

November 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
<b>Big White</b>	0		0	\$673,900	2	\$438,000
				⬇ -100.0% ⬇ -8.7%	⬇ -71.4% ⬇ -0.8%	
<b>Black Mountain</b>	8	\$1,149,500	1	\$749,900	0	
	0.0%	⬇ 0.0%		⬇ -10.2%		
<b>Crawford Estates</b>	1	\$1,309,400	0		0	
	⬇ -50.0%	⬆ 4.9%				
<b>Dilworth Mountain</b>	2	\$1,160,200	0	\$890,100	0	\$436,800
	0.0%	⬇ -2.2%		⬇ -6.3%		⬇ -0.9%
<b>Ellison</b>	1	\$1,882,000	0	\$659,900	0	
	0.0%	⬇ -2.9%		⬇ -10.1%		
<b>Fintry</b>	2	\$848,800	0	\$589,300	0	\$257,300
		⬇ -2.5%		⬇ -9.0%		⬆ 0.8%
<b>Glenmore</b>	7	\$954,000	5	\$663,000	5	\$500,000
	⬇ -41.7%	⬇ -1.6%	⬆ 150.0%	⬇ -8.3%	⬆ 66.7%	⬇ -2.0%
<b>Glenrosa</b>	5	\$766,800	0	\$664,900	0	
	⬆ 400.0%	⬆ 0.3%		⬇ -9.8%		
<b>Joe Rich</b>	0	\$3,450,300	0		0	
		⬆ 4.8%				
<b>Kelowna North</b>	3	\$930,300	3	\$736,400	8	\$583,600
		⬇ -2.1%	⬆ 200.0%	⬇ -10.0%	⬇ -42.9%	⬇ -0.5%
<b>Kelowna South</b>	2	\$942,200	3	\$666,500	6	\$462,600
	⬇ -33.3%	⬇ -1.3%	⬆ 200.0%	⬇ -9.7%	⬇ -14.3%	⬇ -2.4%
<b>Kettle Valley</b>	4	\$1,261,000	0	\$744,600	0	
	⬆ 33.3%	⬆ 0.1%		⬇ -7.7%		
<b>Lake Country East / Oyama</b>	1	\$1,054,900	1	\$645,700	0	\$414,500
	⬇ -66.7%	⬇ -0.9%		⬇ -66.7% ⬇ -8.1%		⬇ -1.6%
<b>Lake Country North West</b>	5	\$1,350,200	2	\$754,000	0	
	⬆ 66.7%	⬇ -2.5%		⬇ -33.3% ⬇ -9.9%		
<b>Lake Country South West</b>	0	\$1,041,200	1	\$885,400	0	
	⬇ -100.0%	⬇ -1.2%	0.0%	⬇ -7.5%	⬇ -100.0%	
<b>Lakeview Heights</b>	6	\$1,093,900	1	\$881,300	0	\$633,800
	⬆ 50.0%	⬇ -1.9%	0.0%	⬇ -9.5%		⬇ -0.1%
<b>Lower Mission</b>	5	\$1,223,700	2	\$746,200	9	\$467,500
	⬇ -37.5%	⬆ 2.1%	⬇ -71.4% ⬇ -8.1%		⬆ 12.5% ⬆ 0.3%	

# NEIGHBOURHOOD SALES

November 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
<b>McKinley Landing</b>	0	\$1,300,700	0	\$730,200	1	
	⬇ -100.0%	⬇ -2.8%	⬇ -100.0%	⬇ -8.9%		
<b>North Glenmore</b>	5	\$941,400	2	\$641,400	2	\$429,000
	⬇ -44.4%	⬇ -1.2%	⬆ 100.0%	⬇ -8.6%	0.0%	⬇ -1.3%
<b>Peachland</b>	6	\$903,600	1	\$692,600	0	\$545,200
	⬆ 200.0%	⬇ -2.1%	0.0%	⬇ -14.3%		⬇ -0.3%
<b>Rutland North</b>	13	\$822,900	7	\$533,600	3	\$348,400
	⬆ 85.7%	⬆ 1.0%	⬆ 133.3%	⬇ -8.2%	⬇ -40.0%	⬇ -0.7%
<b>Rutland South</b>	6	\$792,800	1	\$495,900	1	\$372,100
	⬆ 50.0%	⬇ -1.5%	⬇ -50.0%	⬇ -8.6%	⬇ -66.7%	⬇ -1.0%
<b>Shannon Lake</b>	3	\$936,800	6	\$728,100	1	\$506,200
	⬇ -50.0%	⬇ -1.9%	⬆ 500.0%	⬇ -10.4%	⬇ -50.0%	⬆ 0.4%
<b>Smith Creek</b>	2	\$903,900	0	\$632,900	0	
	⬆ 100.0%	⬆ 1.2%		⬇ -13.1%		
<b>South East Kelowna</b>	5	\$1,183,100	1	\$896,500	0	
	0.0%	⬆ 0.3%		⬇ -9.0%		
<b>Springfield/Spall</b>	3	\$751,000	1	\$555,900	5	\$476,700
	⬆ 200.0%	⬇ -14.1%	0.0%	⬇ -9.6%	⬇ -28.6%	⬆ 0.4%
<b>University District</b>	2	\$1,092,500	0	\$771,500	0	\$416,900
	⬇ -4.0%		⬇ -100.0%	⬇ -7.3%	⬇ -100.0%	⬇ -1.3%
<b>Upper Mission</b>	8	\$1,306,900	0	\$1,028,600	0	
	⬆ 100.0%	⬇ -0.4%	⬇ -100.0%	⬇ -6.7%	⬇ -100.0%	
<b>West Kelowna Estates</b>	6	\$943,900	0	\$795,200	0	
	0.0%	⬇ -1.6%	⬇ -100.0%	⬇ -10.0%		
<b>Westbank Centre</b>	6	\$714,500	6	\$577,600	5	\$421,500
	⬇ -14.3%	⬇ -1.0%	⬆ 200.0%	⬇ -12.1%	⬇ -16.7%	⬆ 0.6%
<b>Wilden</b>	2	\$1,330,600	0	\$935,900	0	
	⬇ -60.0%	⬆ 2.5%		⬇ -6.2%		





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 5<sup>th</sup> 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 xʷməθkʷəy̓əm, səl̓ílwətaɬ, Lil'wat, Skwxwú7mesh and Syilx/Okanagan People.

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