



JANUARY 2026

THE STILHAVN REPORT

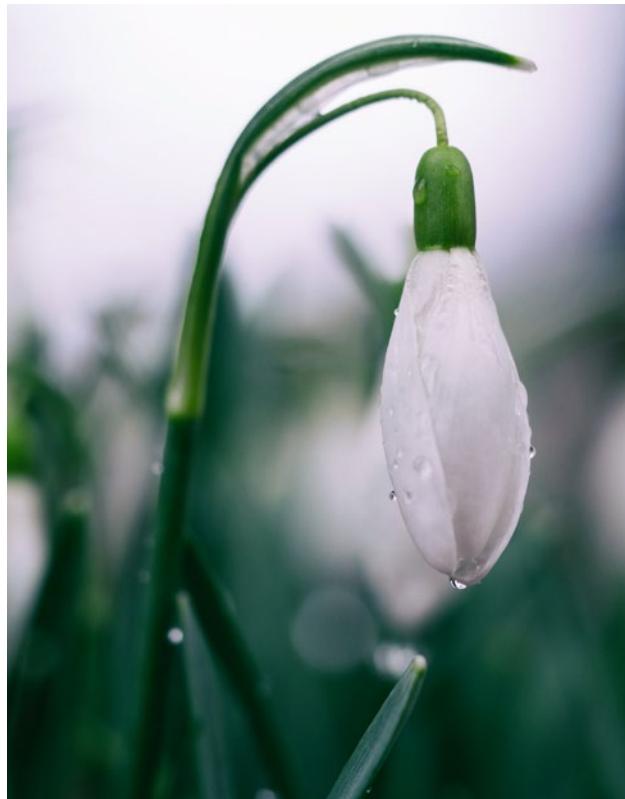
A BRIEF UPDATE ON THE LATEST SALES,
LISTINGS, AND SALE PRICE ACTIVITY

OKANAGAN

stilhavn
REAL ESTATE SERVICES

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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 JANUARY MARKET

January in the Okanagan opens the year at a measured pace, shaped by winter conditions and a natural post-holiday reset across the region. Cooler temperatures, quieter days, and a shift back into routine often temper market activity, as households take time to reassess priorities and plan for the year ahead. While transactions typically start the year more gradually, January remains an important period for establishing pricing expectations and preparing for increased activity later in the year, particularly as residential real estate activity eased off its unusually strong December pace. Overall, the January market presented a calm and deliberate start to 2026, setting a steady foundation for the months to come.

RESIDENTIAL MARKET OVERVIEW

According to the Association of Interior REALTORS (the Association), a total of 203 residential unit sales were recorded within the Central Okanagan region in January, down from December's 239 units, and down 15.8% compared to units sold in January 2025.

Kadin Rainville, President of the Association, notes *"January brought a bit of a cooldown in the real estate sector after a very strong December, which aligns with typical seasonal trends, even if the dip was a bit sharper than anticipated. With prices holding relatively steady and demand still present, the market may be recalibrating rather than retreating. While some are waiting on the sidelines, the level of activity suggests this may be more about timing and economic conditions than a true shift in momentum."*

INVENTORY

Single-family home inventory in the Central Okanagan totaled 940 in January 2026, down 1.5% from last month and 10.6% versus last year. At 314, inventory within the townhome housing category was down 3.7% versus last month and 8.2% over last year. Inventory of condominium homes in the Central Okanagan was 685 in January 2026, down slightly over last month (0.3%) but up by 6.7% versus last year.

HOME SALES BY PROPERTY TYPE

In the Central Okanagan, the benchmark price for single-family homes increased by 1.4% over last month, but down 0.1% over last year, coming in at \$1,060,300.

In the townhome housing category, the benchmark price increased by 0.4% over last month and down by 8.7% over last year, coming in at \$678,400.

The benchmark price in the condominium housing category saw a slight decrease from January 2025, but an increase of 7.2% over last month, coming in at \$504,600.

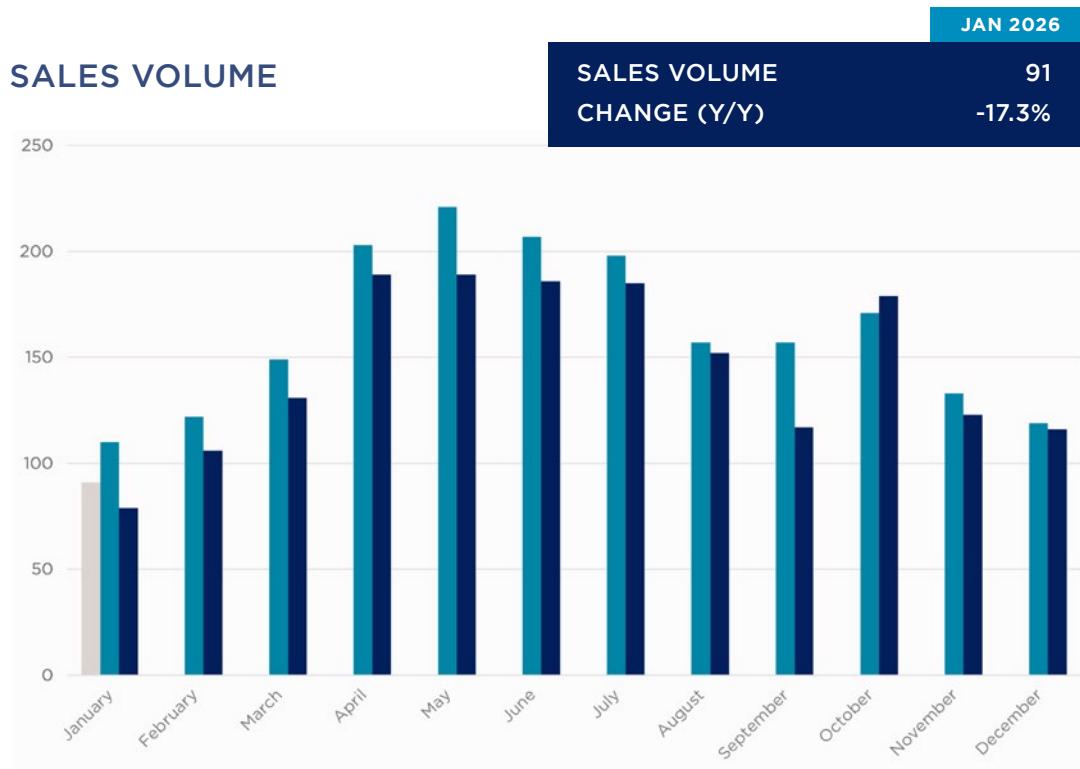


*All statistics are courtesy of The Association of Interior REALTORS®.

[^]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

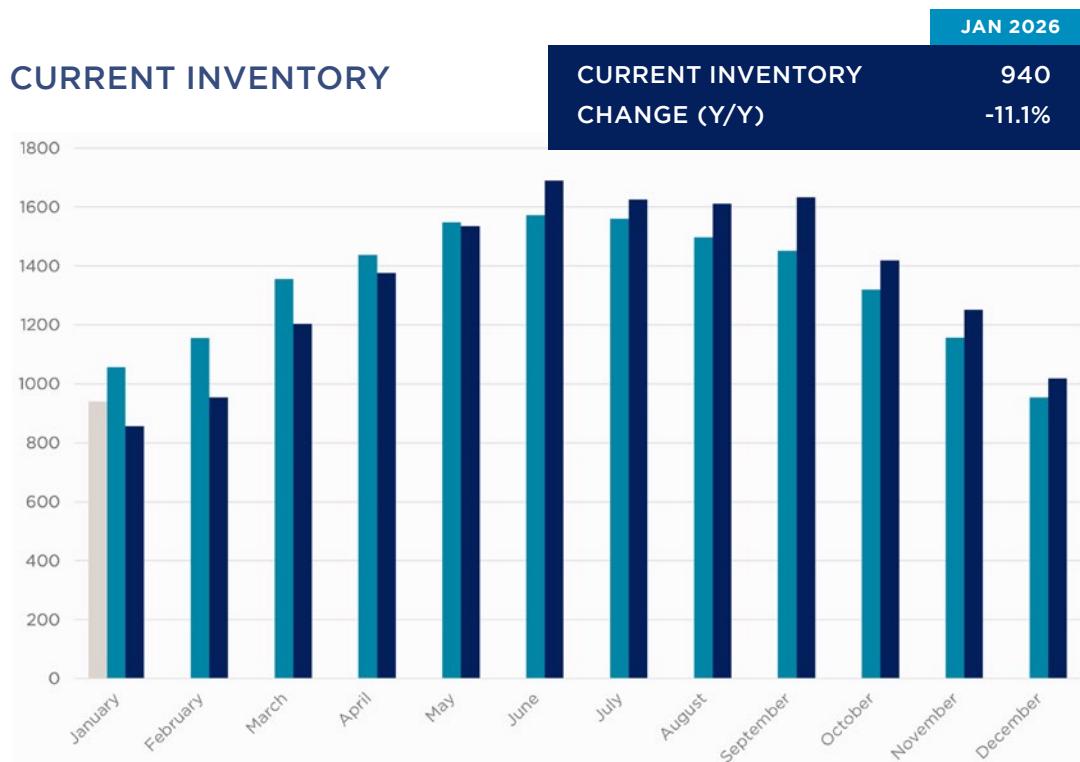
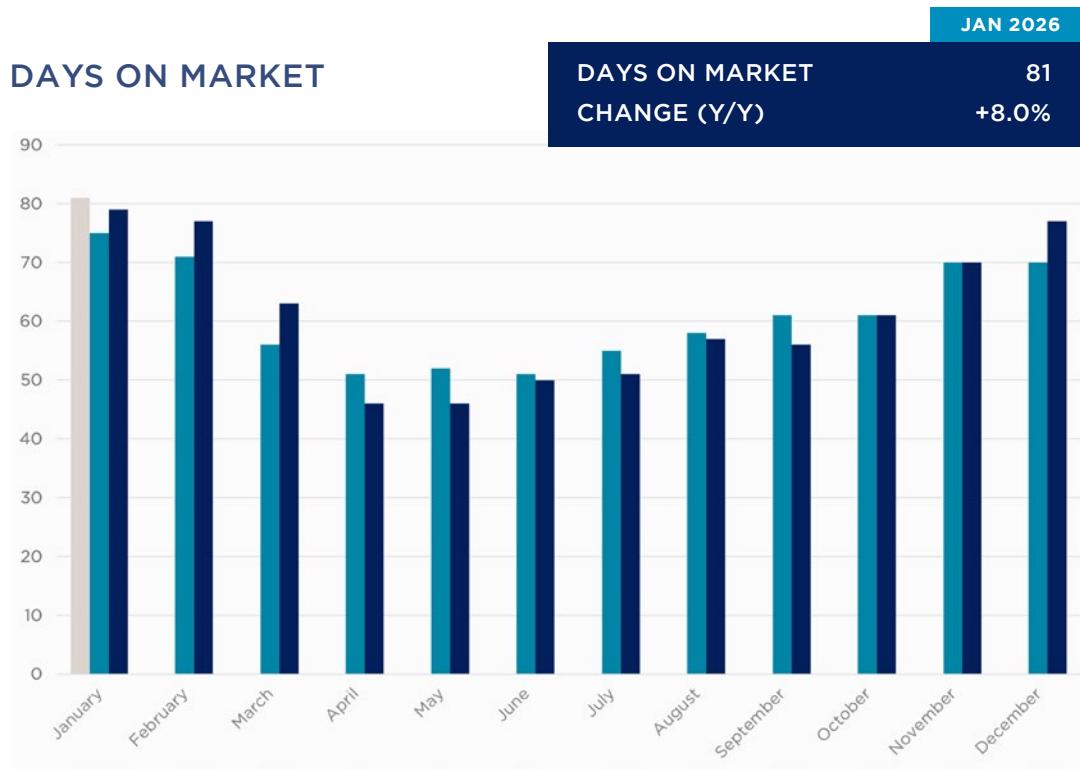


[^]Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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

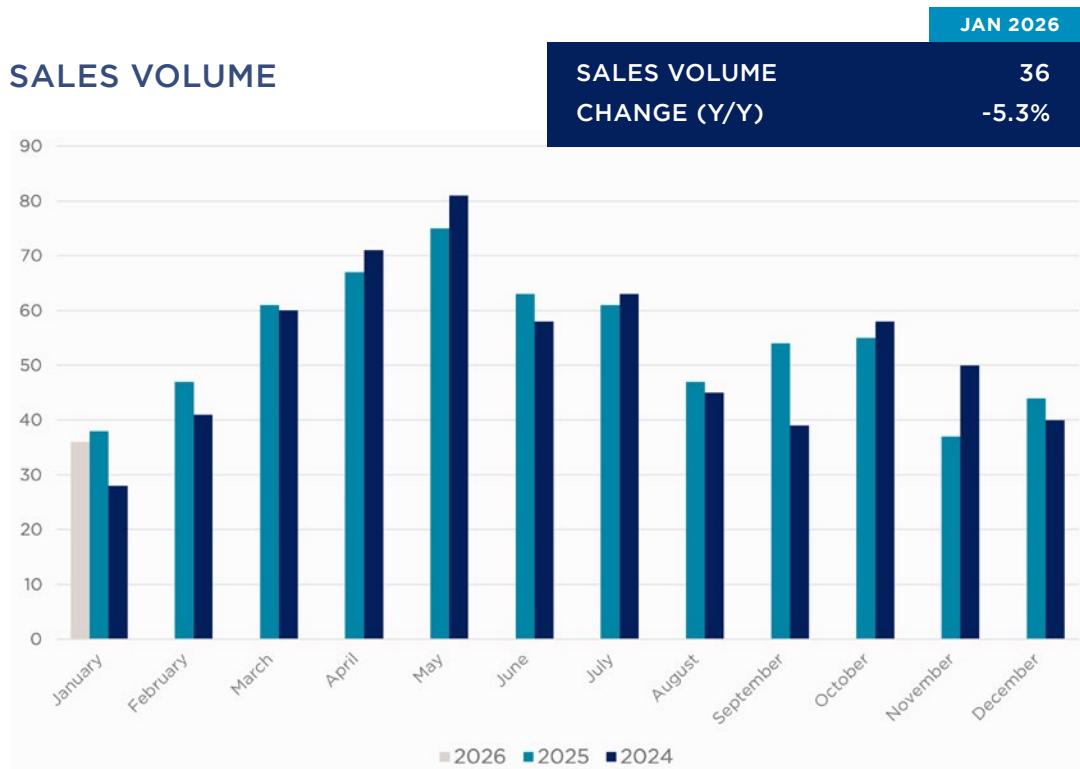


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TOWNHOMES

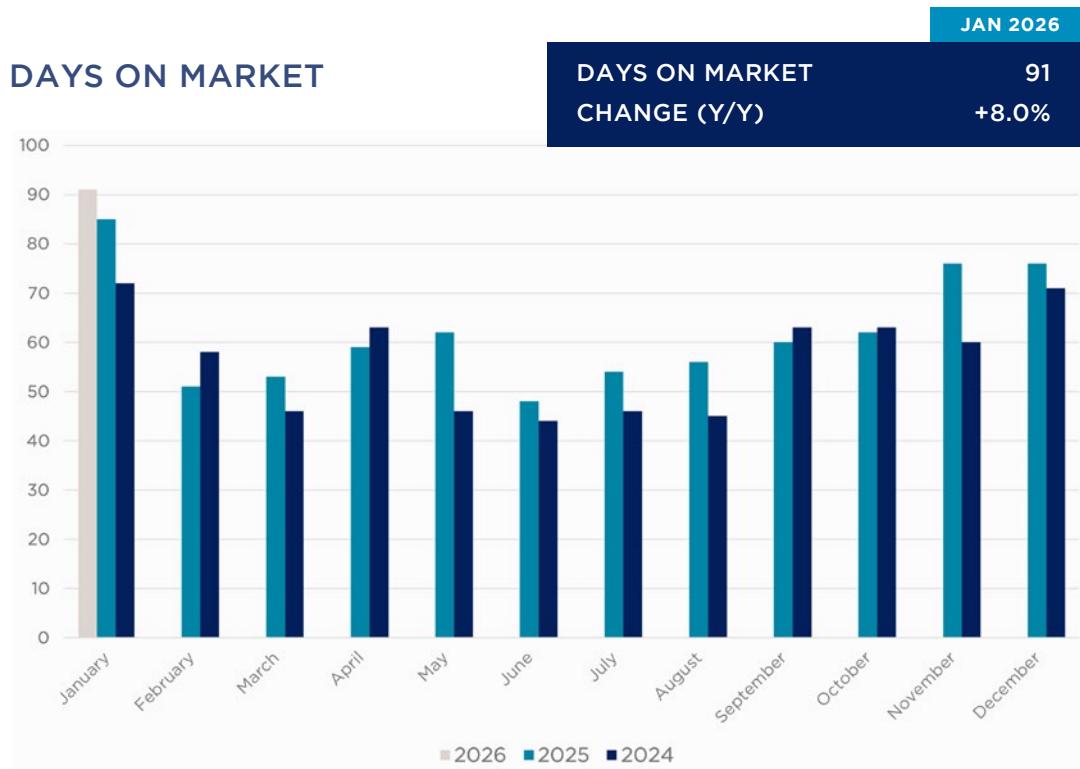


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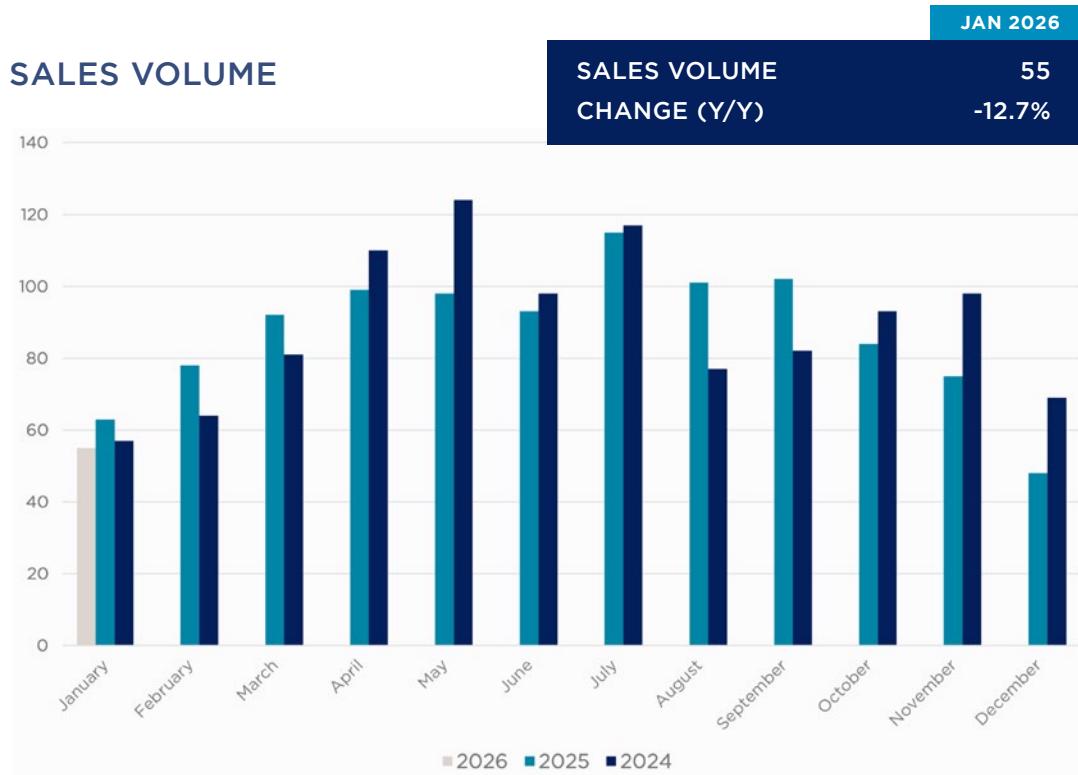


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CONDOS / APARTMENTS

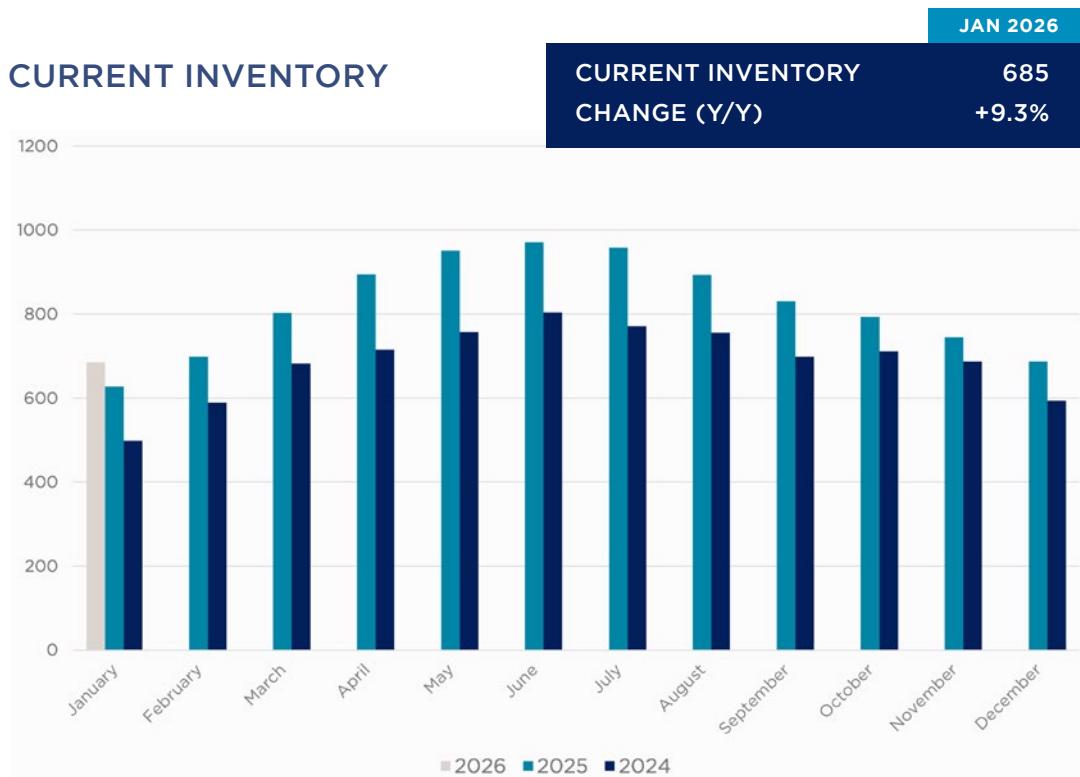
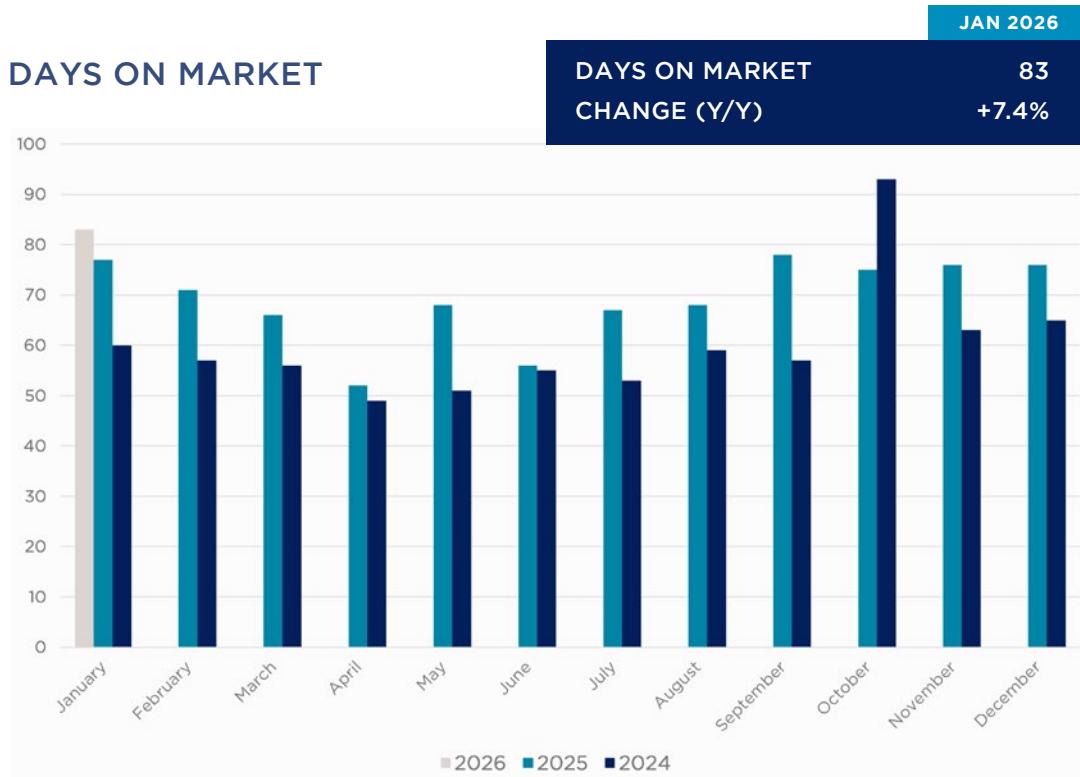


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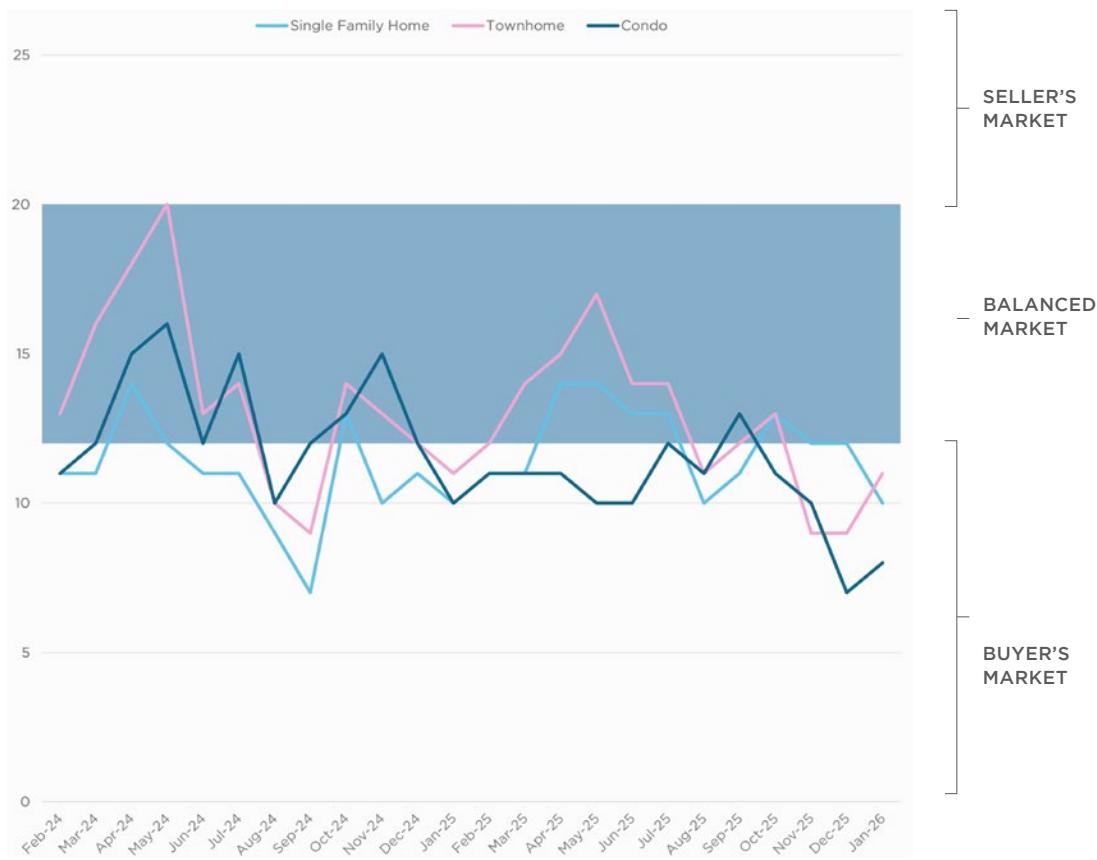
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SALES TO ACTIVE RATIO (%)



WHERE BUYERS ARE MOVING FROM

November | 2025

PERCENTAGE OF BUYERS	%
From within Association area (Eastgate Manning Park to Revelstoke + South Peace River)	67%
From the Lower Mainland or Vancouver Island	15%
From other areas of BC	7%
From Alberta	6%
From Saskatchewan / Manitoba	1%
From Eastern Canada / Maritimes	2%
From the NWT / Yukon	1%
From outside of Canada	0%

NEIGHBOURHOOD SALES

January 2026

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Big White	0 ⬇️ -100.0%		5 ⬇️ -28.6%	\$679,900 ⬇️ -8.2%	5 ⬆️ 66.7%	\$471,400 ⬇️ -1.4%
Black Mountain	5 0.0%	\$1,182,700 ⬆️ 3.4%	0 ⬇️ -100.0%	\$759,900 ⬇️ -8.2%	0	
Crawford Estates	0 ⬇️ -100.0%	\$1,322,700 ⬆️ 0.5%	0		0	
Dilworth Mountain	0 ⬇️ -100.0%	\$1,186,800 ⬇️ -0.2%	0 ⬇️ -5.1%	\$898,000	0 ⬇️ -100.0%	\$470,700 ⬇️ -1.8%
Ellison	1 ⬇️ -11.7%	\$1,883,700	0 ⬇️ -8.9%	\$661,200	0	
Fintry	1 ⬇️ -50.0%	\$853,100 ⬇️ -3.2%	0 ⬇️ -12.4%	\$572,600	0 ⬆️ 0.2%	\$276,200
Glenmore	5 ⬇️ -61.5%	\$981,200 ⬆️ 0.9%	2 ⬆️ 100.0%	\$664,600 ⬇️ -7.1%	3 0.0%	\$547,600 ⬇️ -0.5%
Glenrosa	3 ⬇️ -25.0%	\$753,400 ⬇️ -3.1%	0 ⬇️ -11.8%	\$648,500	0	
Joe Rich	0 ⬆️ 6.6%	\$3,682,800	0		0	
Kelowna North	0 ⬇️ -100.0%	\$952,700 ⬇️ -0.7%	1 ⬇️ -50.0%	\$744,300 ⬇️ -9.0%	5 ⬇️ -64.3%	\$624,200 ⬇️ -2.7%
Kelowna South	3 ⬇️ -50.0%	\$962,100 ⬆️ 0.5%	5 ⬇️ -28.6%	\$673,600 ⬇️ -8.3%	1 ⬇️ -66.7%	\$496,700 ⬇️ -3.3%
Kettle Valley	4 ⬆️ 300.0%	\$1,284,200 ⬇️ -0.5%	1 0.0%	\$761,200 ⬇️ -6.5%	0	
Lake Country East / Oyama	2 ⬆️ 100.0%	\$1,086,600 ⬆️ 2.7%	0 ⬇️ -100.0%	\$653,500 ⬇️ -6.5%	0 ⬇️ -100.0%	\$447,800 ⬇️ -1.3%
Lake Country North West	2 ⬇️ -33.3%	\$1,393,700 ⬇️ -0.1%	4 ⬆️ 100.0%	\$755,600 ⬇️ -8.5%	0	
Lake Country South West	3 ⬆️ 50.0%	\$1,073,200 ⬆️ 1.2%	0 ⬇️ -100.0%	\$896,100 ⬇️ -5.2%	0	
Lakeview Heights	5 ⬆️ 66.7%	\$1,079,800 ⬇️ -3.9%	0 ⬇️ -12.0%	\$858,000	2 ⬆️ 100.0%	\$681,300 ⬇️ -1.5%
Lower Mission	7 ⬆️ 75.0%	\$1,248,400 ⬆️ 2.8%	6 ⬆️ 500.0%	\$755,300 ⬇️ -6.1%	16 ⬆️ 33.3%	\$500,600 ⬇️ -1.1%

NEIGHBOURHOOD SALES

January 2026

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
McKinley Landing	0	\$1,353,900	0	\$733,600	0	
	⬇ -100.0%	⬆ 3.1%	⬇ -100.0%	⬇ -7.2%		
North Glenmore	6	\$960,000	1	\$650,100	3	\$461,000
	⬆ 50.0%	⬆ 0.7%	⬇ -50.0%	⬇ -6.4%	⬇ -25.0%	⬇ -2.2%
Peachland	1	\$889,400	1	\$685,000	0	\$587,100
	⬇ -75.0%	⬇ -3.6%		⬇ -15.4%	⬇ -100.0%	⬇ -1.1%
Rutland North	5	\$847,800	1	\$532,500	2	\$375,800
	⬇ -16.7%	⬆ 4.8%		⬇ -6.8%	⬇ -33.3%	⬇ -1.3%
Rutland South	5	\$815,300	1	\$499,800	3	\$398,700
	⬆ 25.0%	⬆ 3.2%	0.0%	⬇ -7.1%		⬇ -3.5%
Shannon Lake	6	\$933,200	1	\$710,900	0	\$542,300
	⬆ 20.0%	⬇ -3.1%	⬇ -50.0%	⬇ -13.0%	⬇ -100.0%	⬇ -1.0%
Smith Creek	0	\$885,100	0	\$633,000	0	
	⬇ -100.0%	⬇ -2.5%		⬇ -12.4%		
South East Kelowna	5	\$1,213,100	0	\$916,100	0	
	⬆ 25.0%	⬆ 0.6%		⬇ -5.8%		
Springfield/Spall	4	\$765,300	5	\$561,300	3	\$510,500
	⬇ -20.0%	⬇ -8.5%	⬆ 400.0%	⬇ -8.1%	⬇ -62.5%	⬇ -0.9%
University District	3	\$1,121,500	0	\$772,100	2	\$447,100
	⬆ 50.0%	⬆ 0.5%		⬇ -6.5%	⬆ 100.0%	⬇ -2.3%
Upper Mission	5	\$1,330,700	0	\$1,036,200	1	
	⬆ 25.0%	⬆ 0.3%	⬇ -100.0%	⬇ -5.1%	0.0%	
West Kelowna Estates	4	\$940,700	0	\$781,500	0	
	⬇ -20.0%	⬇ -3.2%		⬇ -12.1%		
Westbank Centre	1	\$699,700	1	\$575,700	9	\$449,500
	⬇ -85.7%	⬇ -3.3%	⬇ -50.0%	⬇ -11.9%	⬆ 50.0%	⬇ -1.0%
Wilden	5	\$1,334,700	1	\$943,300	0	
	0.0%	⬆ 0.2%		⬇ -4.8%		





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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REAL ESTATE SERVICES

OKANAGAN | VANCOUVER | NORTH SHORE | SQUAMISH | WHISTLER | SUNSHINE COAST

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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