

MARCH 2026

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 MARCH MARKET

March in the Okanagan signals the arrival of early spring, as the region begins to emerge from its winter rhythm and activity picks up across local communities. With more listings entering the market and renewed interest from buyers, this period represents a shift toward increased engagement heading into the spring season. While the pace remains measured, momentum is building as households begin to act on plans established earlier in the year. Well-presented listings and realistic pricing continue to align with buyer expectations, supporting steady transactions. Overall, March marks a turning point—laying the groundwork for a more active market in the months ahead.

RESIDENTIAL MARKET OVERVIEW

According to the Association of Interior REALTORS (the Association), a total of 1,154 residential unit sales were recorded across the Association region in March, up from February's 838 units, and up 1.3% compared to units sold in March 2025.

Kadin Rainville, President of the Association, notes that *"although sales are still trailing the 10-year average, recent sales activity is a positive sign as we head into the typically busy spring market. We're seeing improvement from earlier in the year, even as inventory edges down slightly compared to the same time last year, which is likely a reflection of economic uncertainty continuing to temper some consumer confidence. In this environment, strategic pricing is essential to capture buyer attention and maximize results."*

INVENTORY

Single-family home inventory in the Central Okanagan totaled 1,139 in March 2026, up 9% from last month and down 16.2% versus last year. At 389, inventory within the townhome housing category was up 9.6% versus last month and down 8.0% over last year. Inventory of condominium homes in the Central Okanagan was 756 in March 2026, up 7.2% over last month but down by 5.9% versus last year.

BENCHMARK PRICE BY PROPERTY TYPE

In the Central Okanagan, the benchmark price for single-family homes decreased by 0.82% over last month, but is up 0.11% over last year, coming in at \$1,047,900.

In the townhome housing category, the benchmark price increased by 8.1% over last month and down by 3.4% over last year, coming in at \$725,500.

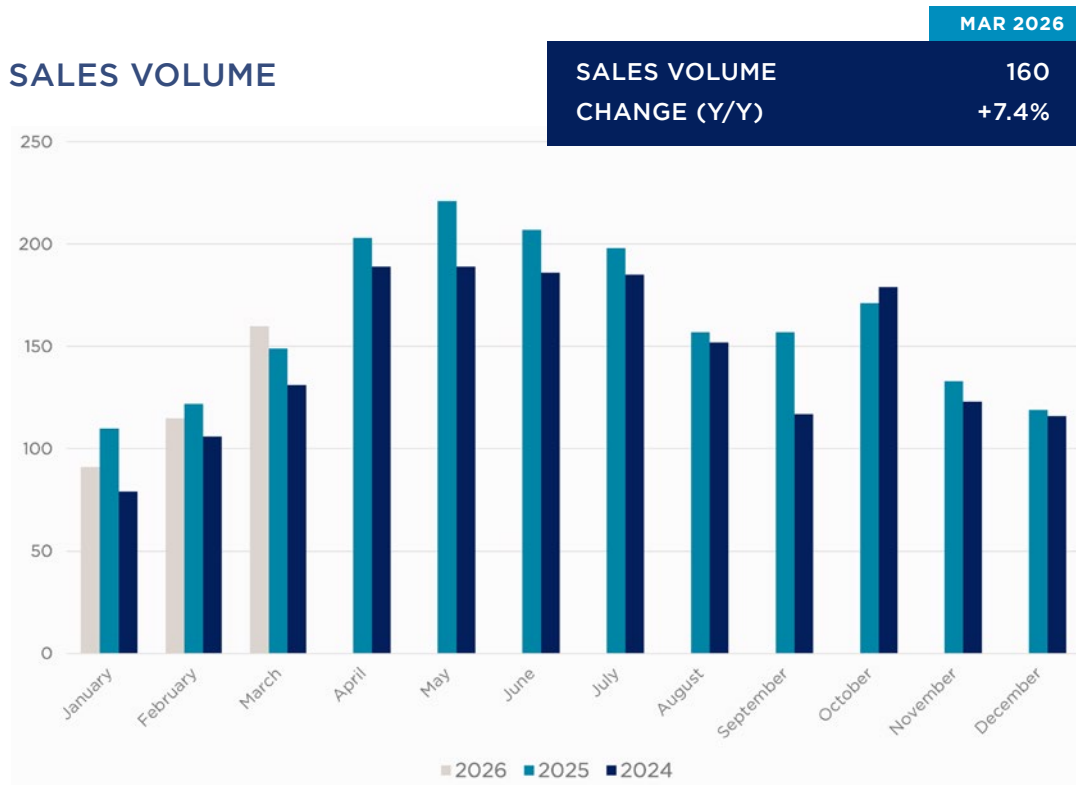
The benchmark price in the condominium housing category saw a decrease from March 2025, and a decrease of 0.04% over last month, coming in at \$471,800.

*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

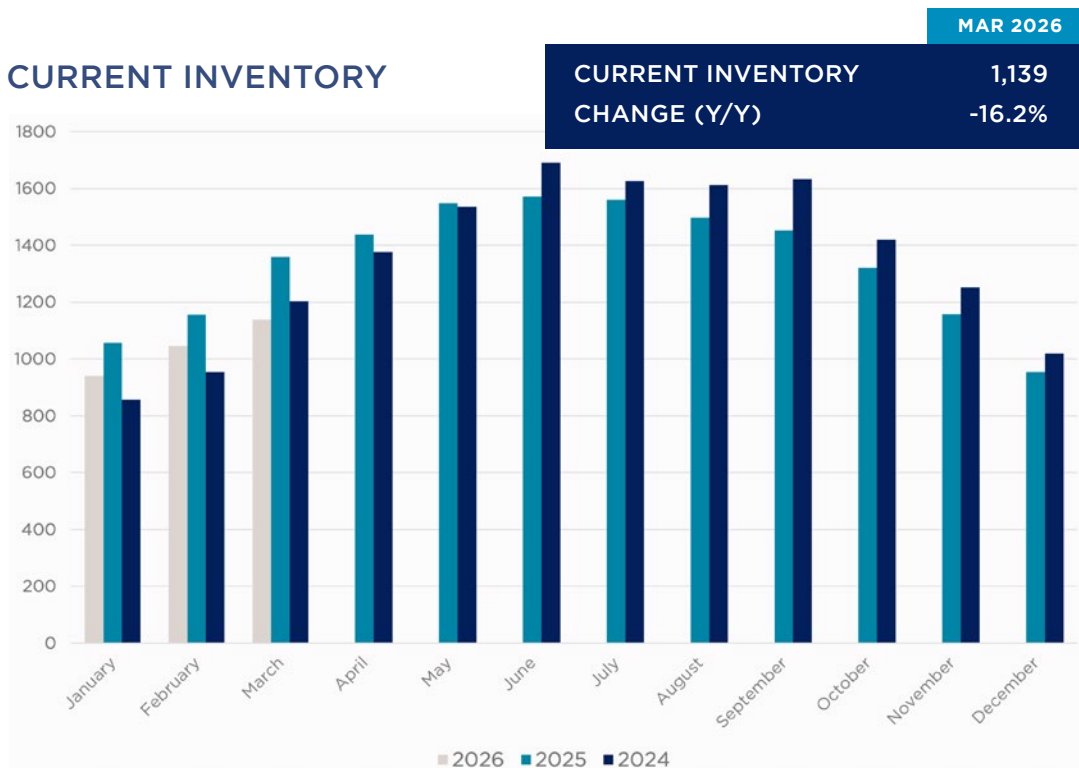
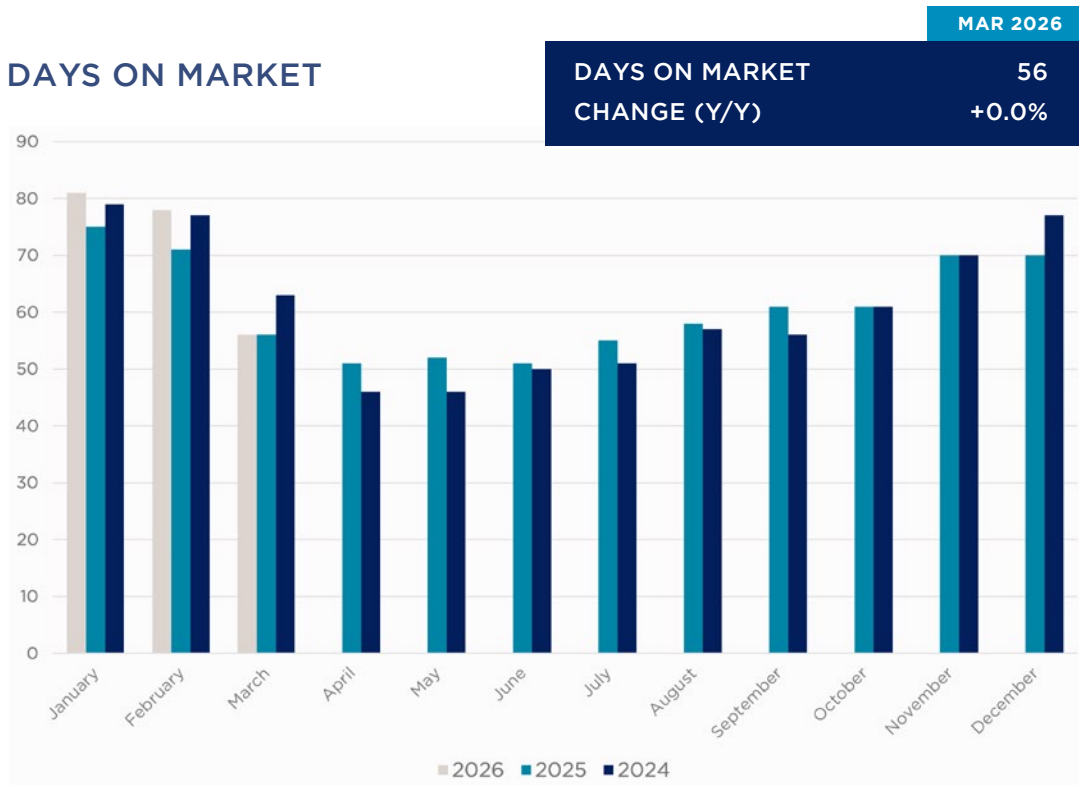


*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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

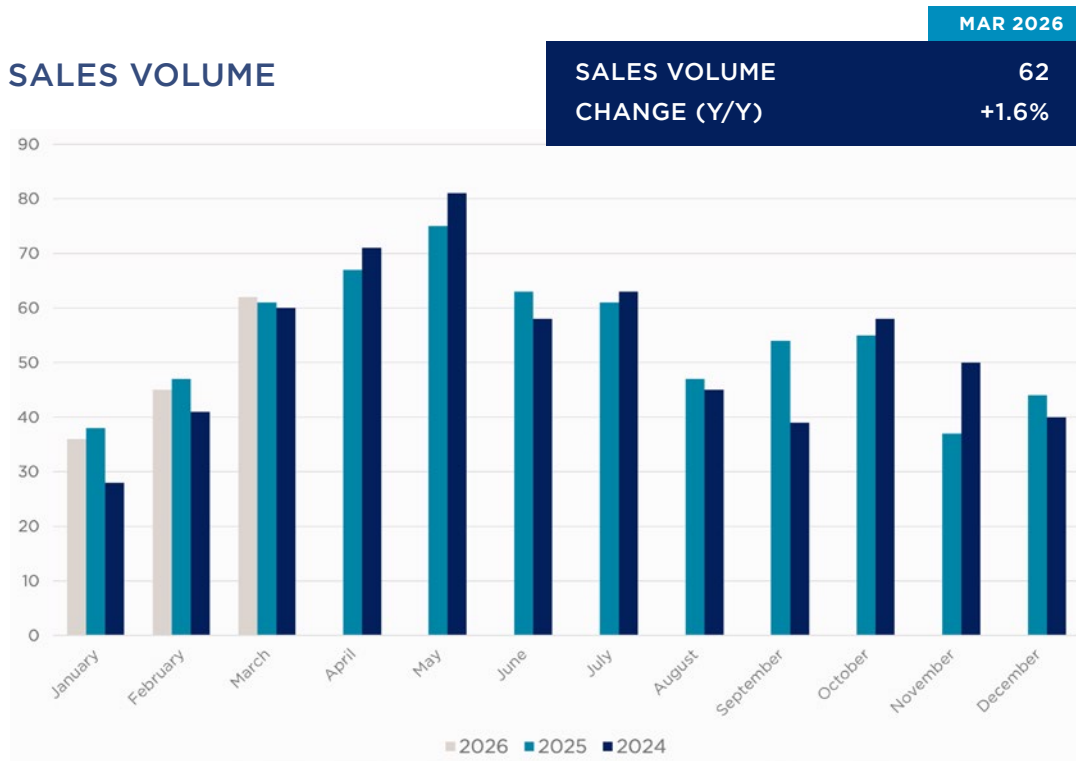


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TOWNHOMES

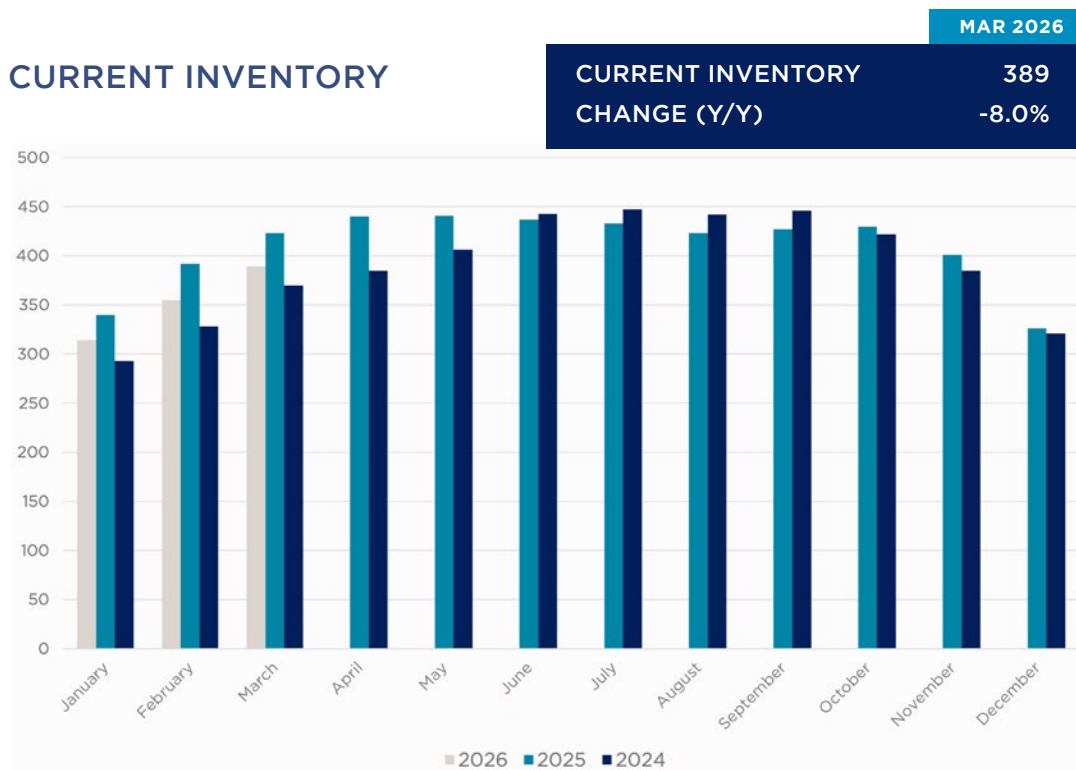
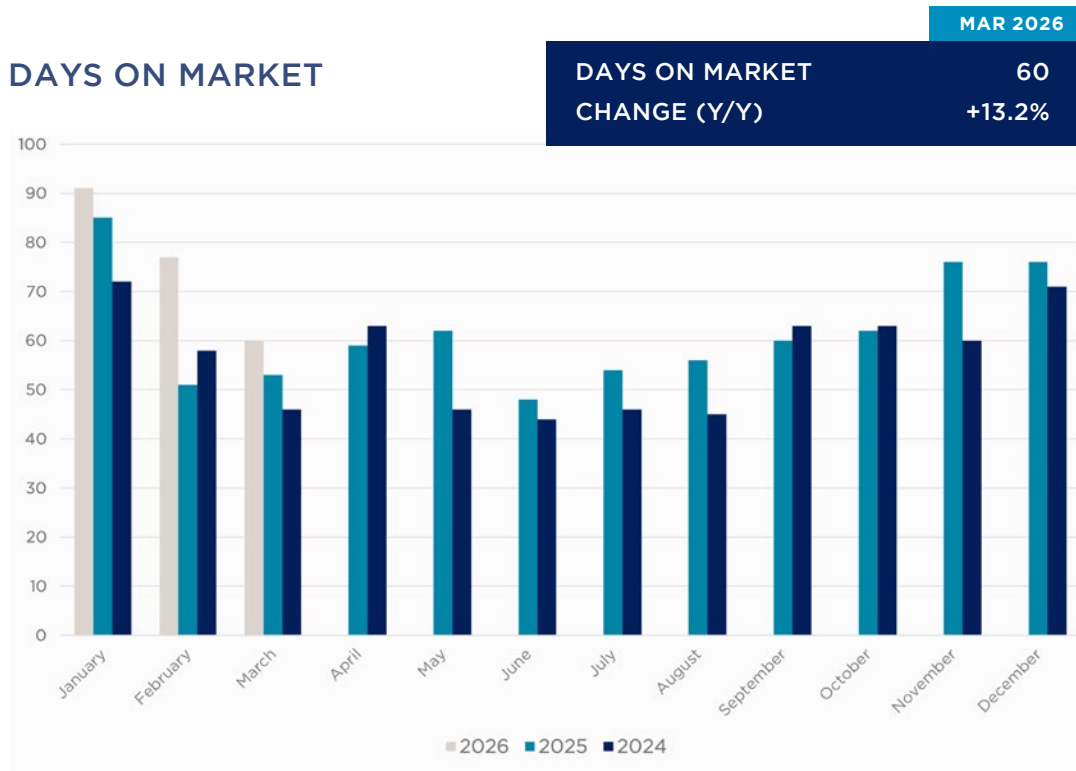


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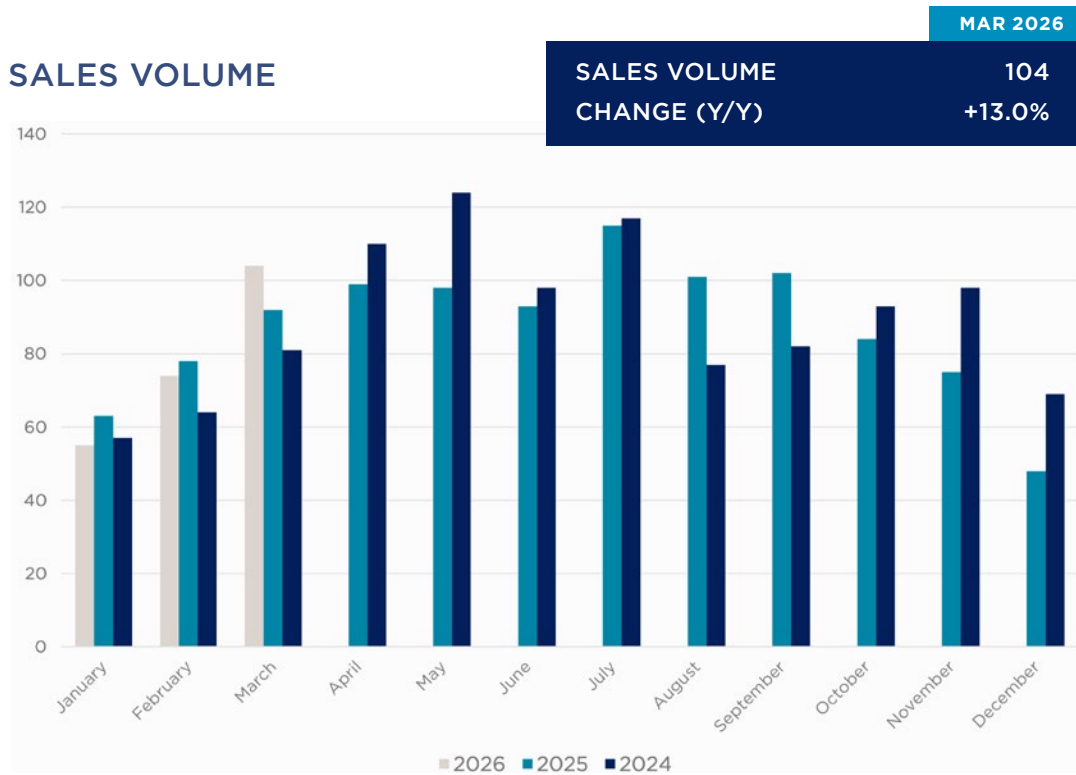


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CONDOS / APARTMENTS

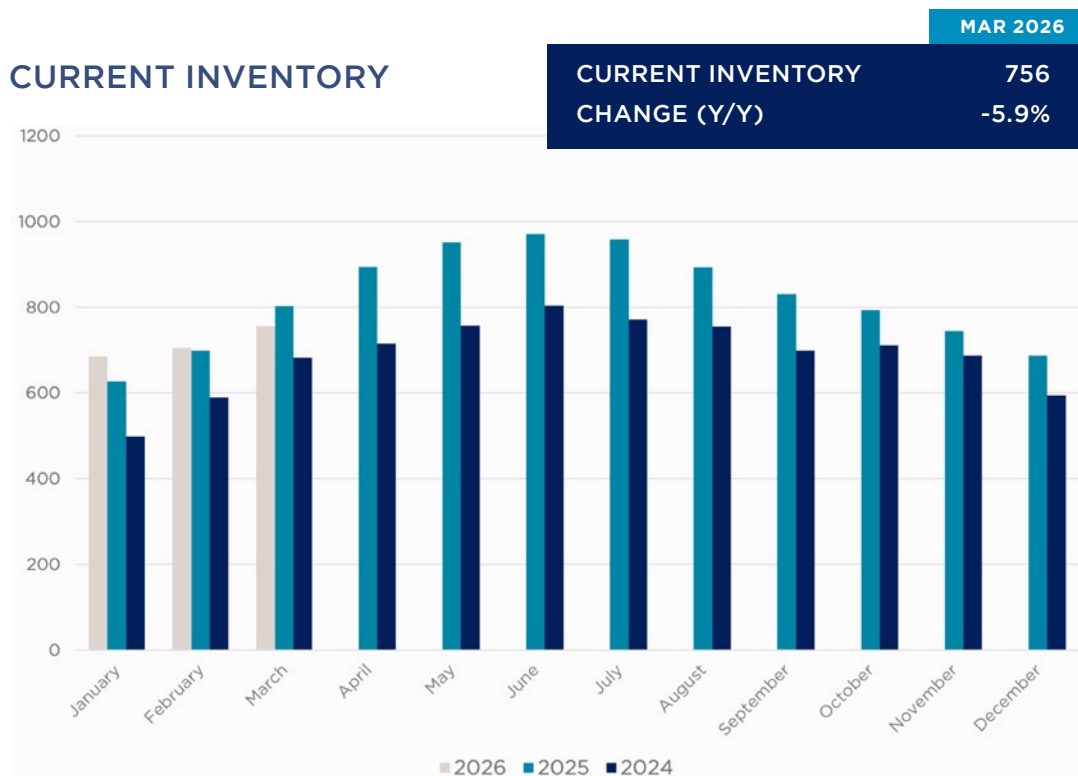
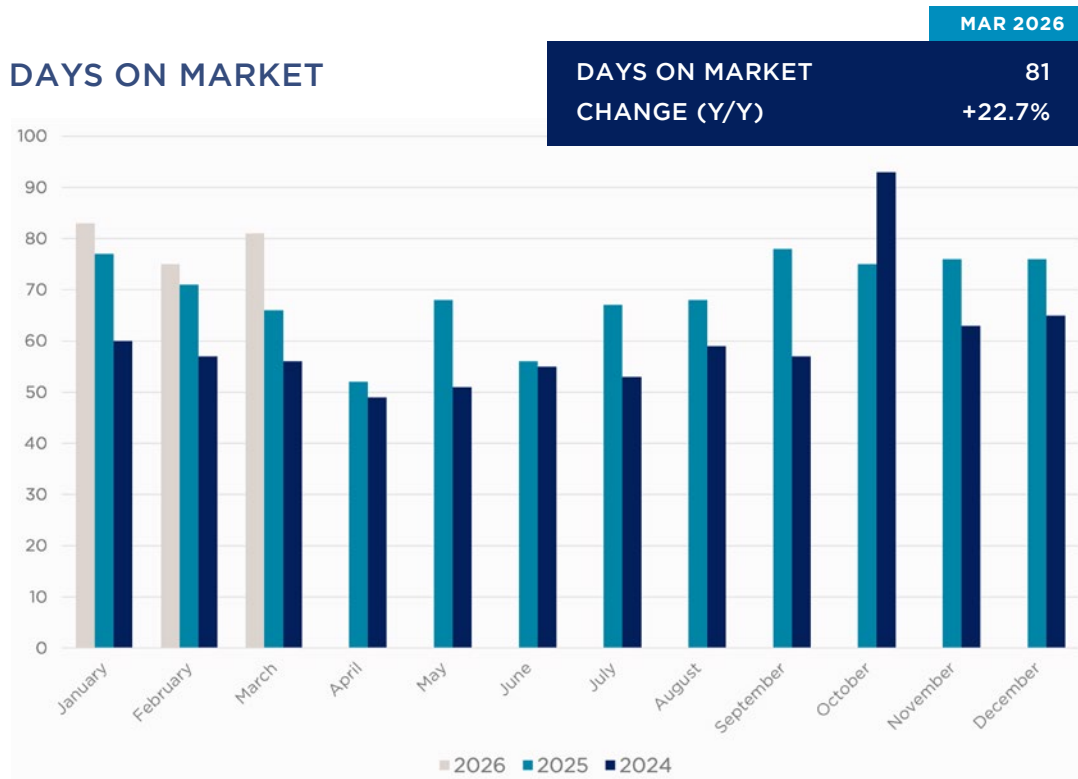


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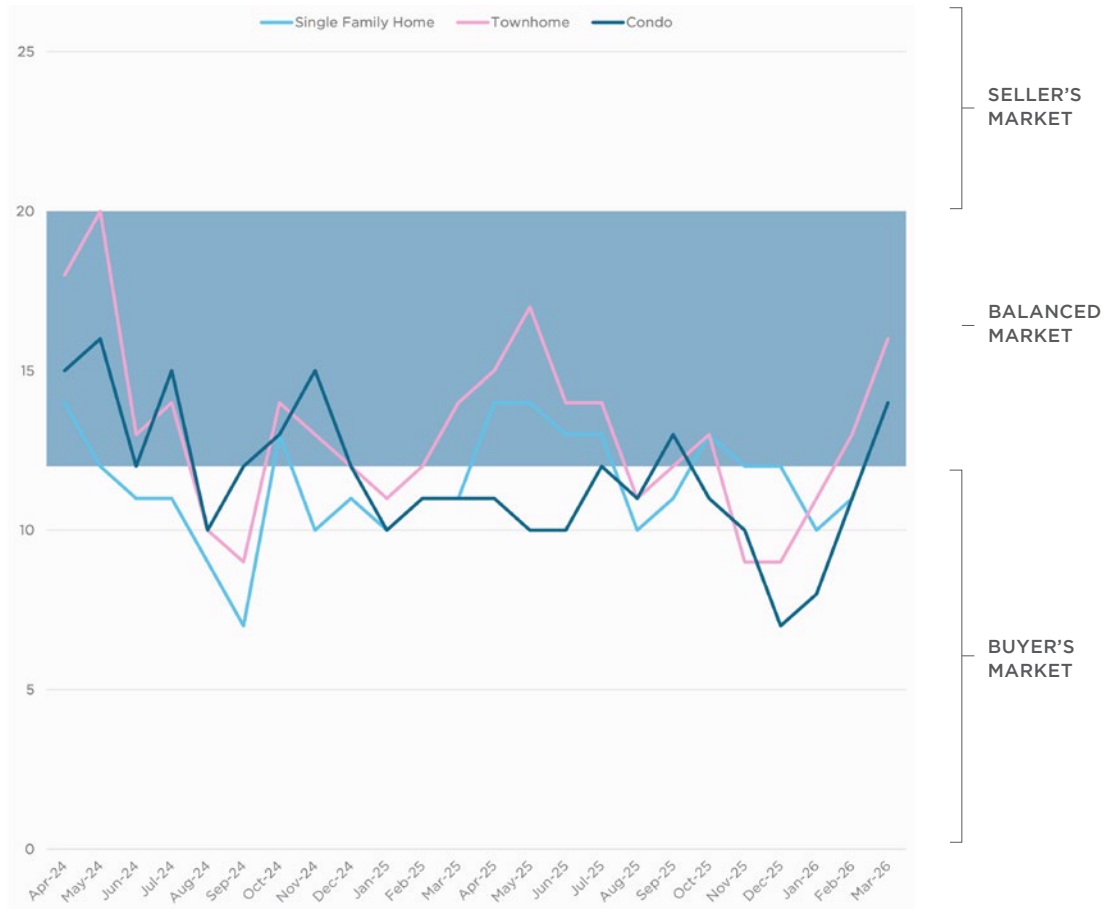
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SALES TO ACTIVE RATIO (%)



WHERE BUYERS ARE MOVING FROM

Jan - Dec | 2025

PERCENTAGE OF BUYERS	%
From within Association area (Eastgate Manning Park to Revelstoke + South Peace River)	73%
From the Lower Mainland or Vancouver Island	6%
From other areas of BC	6%
From Alberta	10%
From Saskatchewan / Manitoba	2%
From Eastern Canada / Maritimes	1%
From the NWT / Yukon	1%
From outside of Canada	2%

NEIGHBOURHOOD SALES

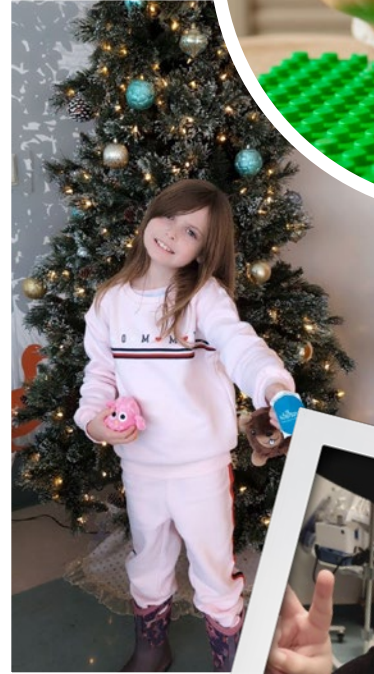
March 2026

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Big White	1		4	\$731,000	4	\$439,100
			↑ 100.0%	↓ -3.1%	0.0%	↓ -5.9%
Black Mountain	12	\$1,157,100	0	\$820,000		
	↑ 71.4%	↓ -0.1%	↓ -100.0%	↓ -4.0%		
Crawford Estates	1	\$1,300,100				
	0.0%	↓ -0.8%				
Dilworth Mountain	4	\$1,149,200	2	\$955,400	0	\$440,000
	↑ 100.0%	↓ -4.4%	↑ 100.0%	↓ -2.0%	↓ -100.0%	↓ -6.2%
Ellison	3	\$1,788,800		\$710,800		
	↑ 50.0%	↓ -1.6%		↓ -3.7%		
Fintry	2	\$883,200		\$601,100		\$258,900
	↓ -50.0%	↓ -1.2%		↓ -4.2%		↓ -4.6%
Glenmore	7	\$945,100	6	\$711,300	1	\$491,900
	↑ 16.7%	↓ -3.5%	↑ 20.0%	↓ -2.9%	↓ -66.7%	↓ -8.2%
Glenrosa	6	\$782,700		\$688,700		
	↑ 50.0%	↓ -0.9%		↓ -2.7%		
Joe Rich	0	\$3,587,600			1	
		↑ 12.6%				
Kelowna North	3	\$929,000	2	\$800,400	23	\$585,000
	↓ -25.0%	↓ -4.0%	↓ -60.0%	↓ -3.2%	↑ 4.5%	↓ -5.9%
Kelowna South	9	\$943,500	2	\$725,200	7	\$462,800
	↑ 80.0%	↓ -3.1%	↓ -77.8%	↓ -4.4%	↑ 40.0%	↓ -7.7%
Kettle Valley	4	\$1,266,100	0	\$815,800	0	
	↓ -42.9%	↓ -1.8%	↓ -100.0%	↓ -2.0%		
Lake Country East / Oyama	4	\$1,051,600	2	\$704,300	2	\$416,800
	↑ 33.3%	↓ -1.8%	↑ 100.0%	↓ -1.9%	↓ -33.3%	↓ -7.0%
Lake Country North West	5	\$1,351,000	3	\$816,000	2	
	↑ 150.0%	↓ -2.0%	↑ 50.0%	↓ -3.9%	↑ 100.0%	
Lake Country South West	7	\$1,042,400	2	\$960,000	1	
	↑ 16.7%	↓ -2.0%		↓ -1.6%		
Lakeview Heights	15	\$1,117,600	1	\$867,400	2	\$635,500
	↑ 200.0%	↓ -2.7%	0.0%	↓ -6.3%		↓ -6.0%
Lower Mission	9	\$1,204,500	8	\$809,300	17	\$469,300
	↓ -30.8%	↓ -2.3%	↑ 33.3%	↓ -2.3%	↑ 6.3%	↓ -5.2%

NEIGHBOURHOOD SALES

March 2026

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
McKinley Landing	3 ↓ -40.0%	\$1,319,300 ↓ -0.5%	1 ↓ -50.0%	\$794,100 ↓ -2.4%	0	
North Glenmore	9 ↑ 28.6%	\$926,800 ↓ -4.3%	1 ↓ -80.0%	\$706,800 ↓ -0.9%	7 ↑ 600.0%	\$431,500 ↓ -6.0%
Peachland	8 ↑ 166.7%	\$933,000 ↓ -0.7%	2 0.0%	\$712,100 ↓ -8.4%	1 ↓ -6.4%	\$545,100
Rutland North	7 ↑ 75.0%	\$819,900 ↓ -0.6%	7 ↑ 133.3%	\$576,900 ↓ -1.9%	4 ↓ -33.3%	\$351,100 ↓ -5.3%
Rutland South	7 ↑ 16.7%	\$790,100 ↓ -1.5%	2 0.0%	\$539,500 ↓ -1.7%	1 ↓ -75.0%	\$369,600 ↓ -7.7%
Shannon Lake	3 ↓ -40.0%	\$965,800 ↓ -0.5%	5 0.0%	\$748,500 ↓ -4.7%	3 ↑ 50.0%	\$508,400 ↓ -5.1%
Smith Creek	5 ↑ 150.0%	\$919,500 ↓ -1.1%		\$665,600 ↓ -4.7%		
South East Kelowna	5 ↑ 25.0%	\$1,176,700 ↓ -1.4%	2	\$972,000 ↓ -3.4%		
Springfield/Spall	4 ↓ -20.0%	\$722,700 ↓ -12.1%	3 ↓ -25.0%	\$600,200 ↓ -4.4%	10 ↑ 150.0%	\$478,800 ↓ -5.1%
University District	0	\$1,088,700 ↓ -1.8%	2 ↑ 100.0%	\$833,100 ↓ -1.6%	2 ↓ -60.0%	\$418,100 ↓ -6.7%
Upper Mission	10 ↓ -37.5%	\$1,299,900 ↓ -2.9%	0	\$1,104,700 ↓ -2.0%	2	
West Kelowna Estates	5 ↓ -28.6%	\$959,100 ↓ -2.5%	2	\$819,200 ↓ -3.9%	0	
Westbank Centre	1 ↓ -87.5%	\$718,500 ↓ -3.2%	3 ↑ 50.0%	\$607,200 ↓ -3.8%	14 ↑ 16.7%	\$422,600 ↓ -4.5%
Wilden	1 ↓ -75.0%	\$1,299,500 ↓ -2.9%	0	\$1,006,200 ↓ -1.5%		





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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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.

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