

AUGUST 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 AUGUST MARKET

August in the Okanagan brings busy days filled by lakefront activities and community events. The region remains a hub for tourism and lifestyle, even as households and businesses begin preparing for the shift into fall routines. In the real estate market, demand stayed consistent, supported by lifestyle-driven interest and a stable supply of listings, positioning the region for a measured transition into the months ahead. Residential real estate sales held firm in August despite the typical seasonal dip in activity.

According to the Association of Interior REALTORS®, a total of 1,319 residential unit sales were recorded across the Association region in August, coming in below July's 1,534 units, yet up 8.8% compared to units sold in August last year.

"Real estate activity softened toward the end of the month, which is not uncommon, when seasonal patterns and summer activities often play a role in moderating market activity. However, sales still outperformed last year's pace, underscoring a positive trend of the last few months despite lingering economic uncertainty," said Kadin Rainville, President of the Association. *"It's encouraging to see the market continuing to build momentum and signaling recovery, particularly when compared to some of the other markets across the province."*

INVENTORY

New residential listings saw a 4.2% decrease compared to August 2024 with 2,511 new listings recorded last month. The total number of active listings saw a 0.3% decrease in inventory compared to August 2024 with 10,163 recorded across the Association region. The highest percentage increase in active listings across the Association region for a second consecutive month was in North Okanagan with a total increase of 4.5% 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 highest percentage increase of 3.2% seen in the Central Okanagan region, coming in at \$1,050,900.

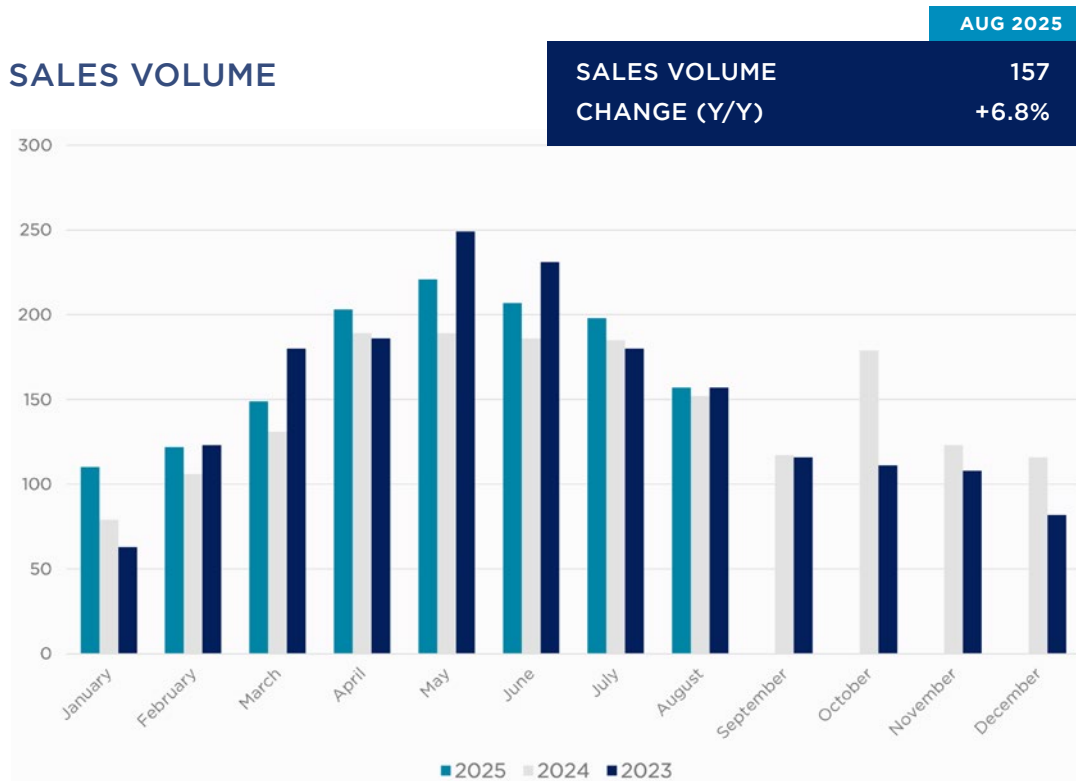
The townhome housing category saw benchmark price decreases in the Central and South Okanagan, while the North Okanagan and Shuswap/Revelstoke regions saw increases of 3.0% and 1.7% compared to August 2024, coming in at \$609,200 and \$568,000 respectively.

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 \$422,900.

*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

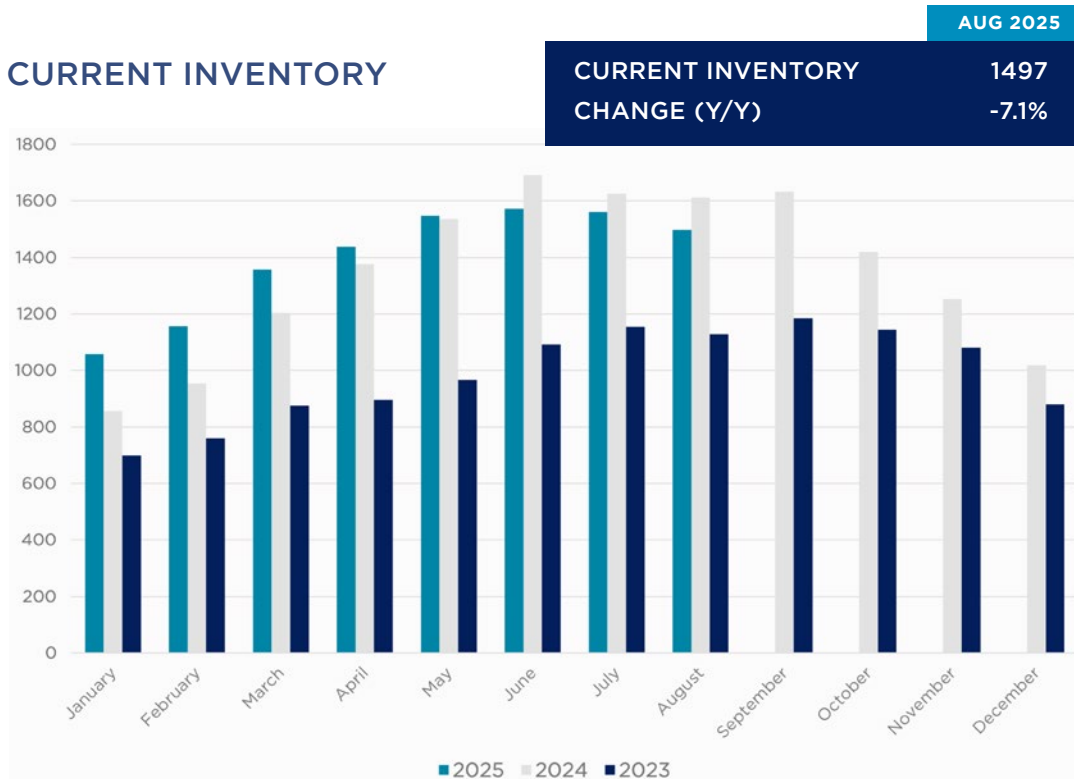
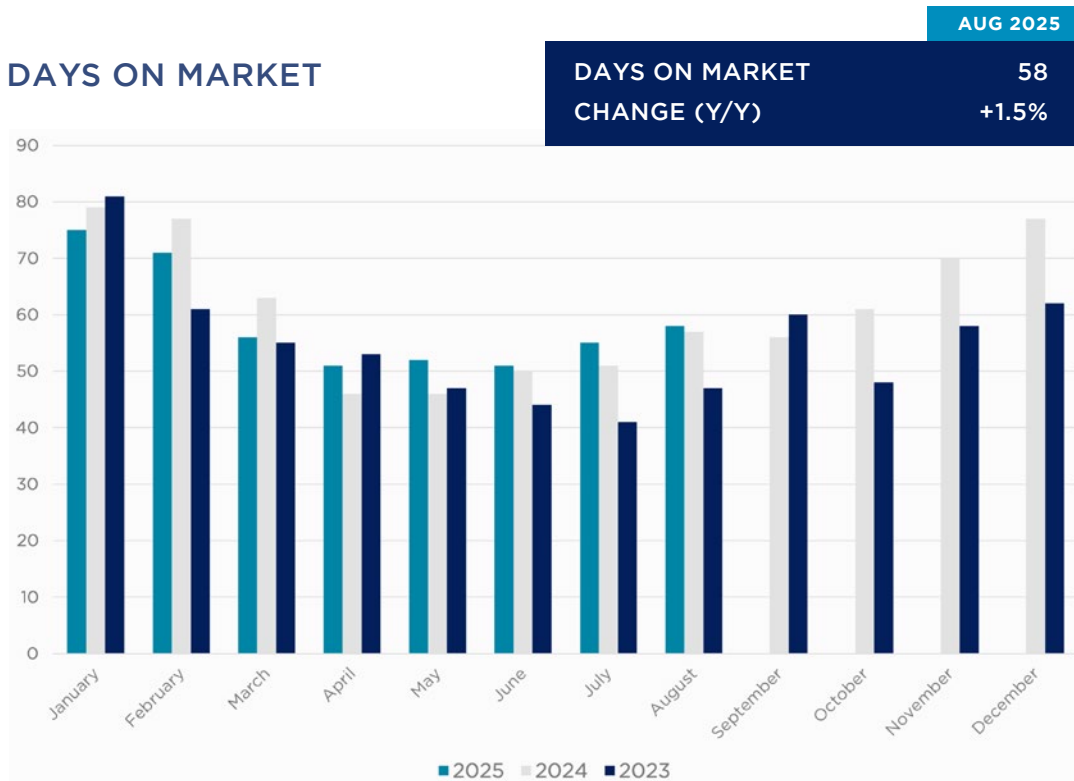


*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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

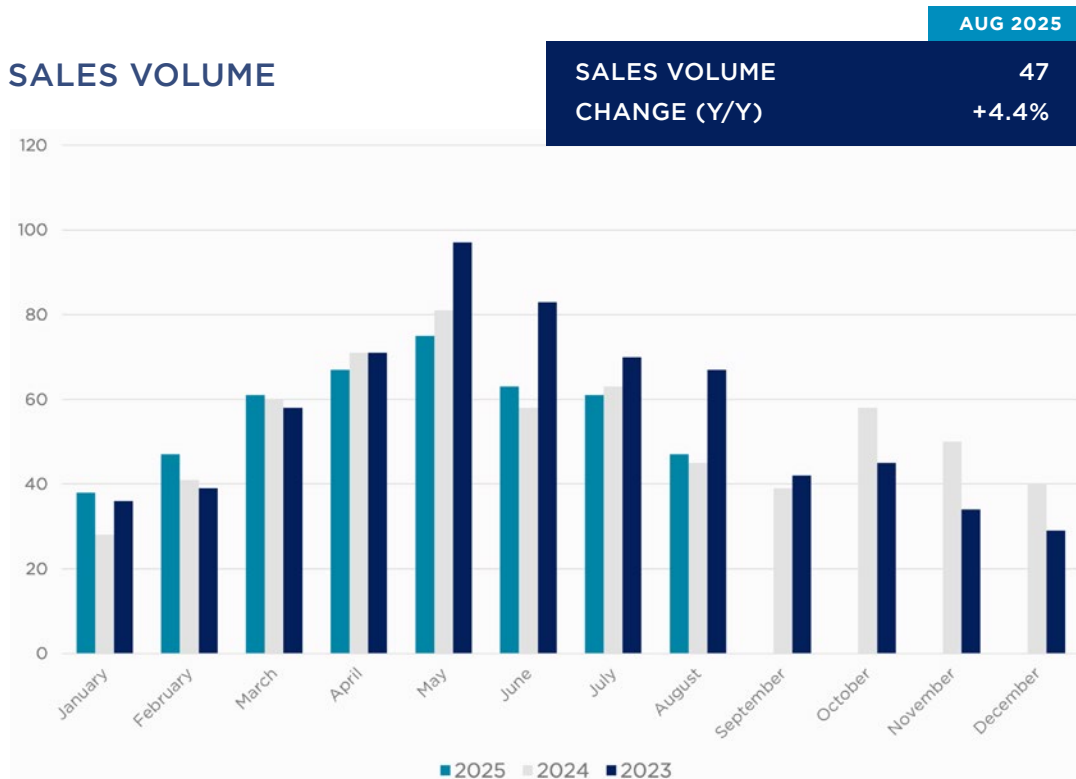


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TOWNHOMES

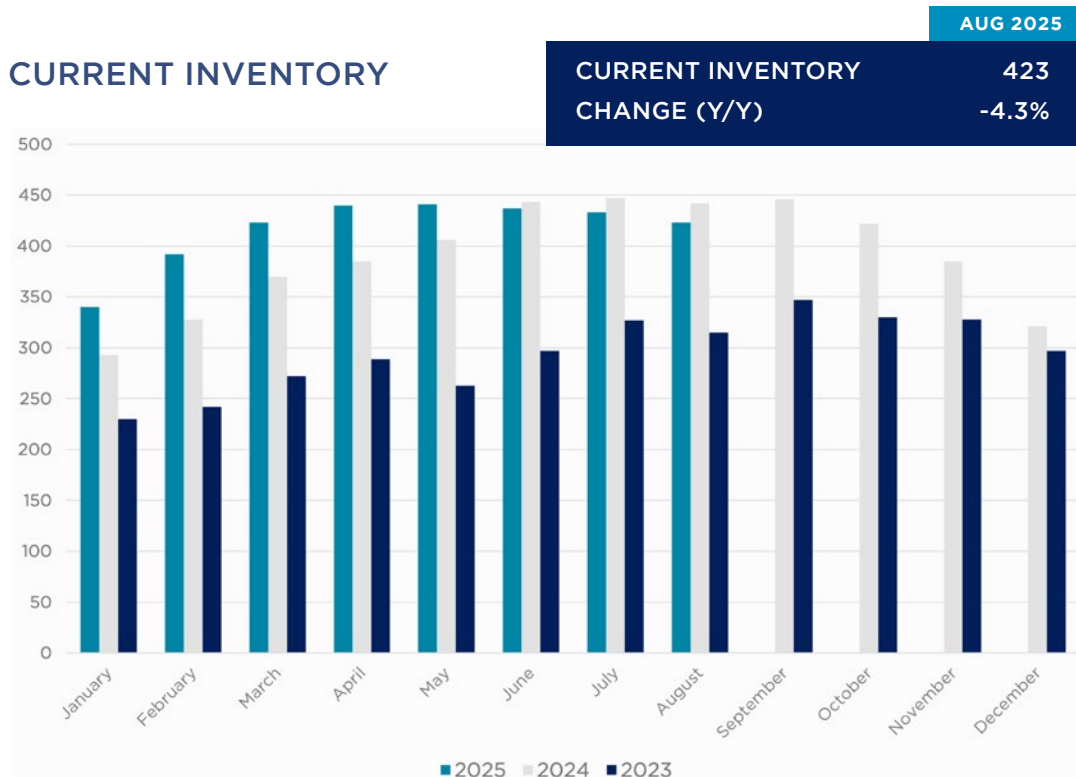
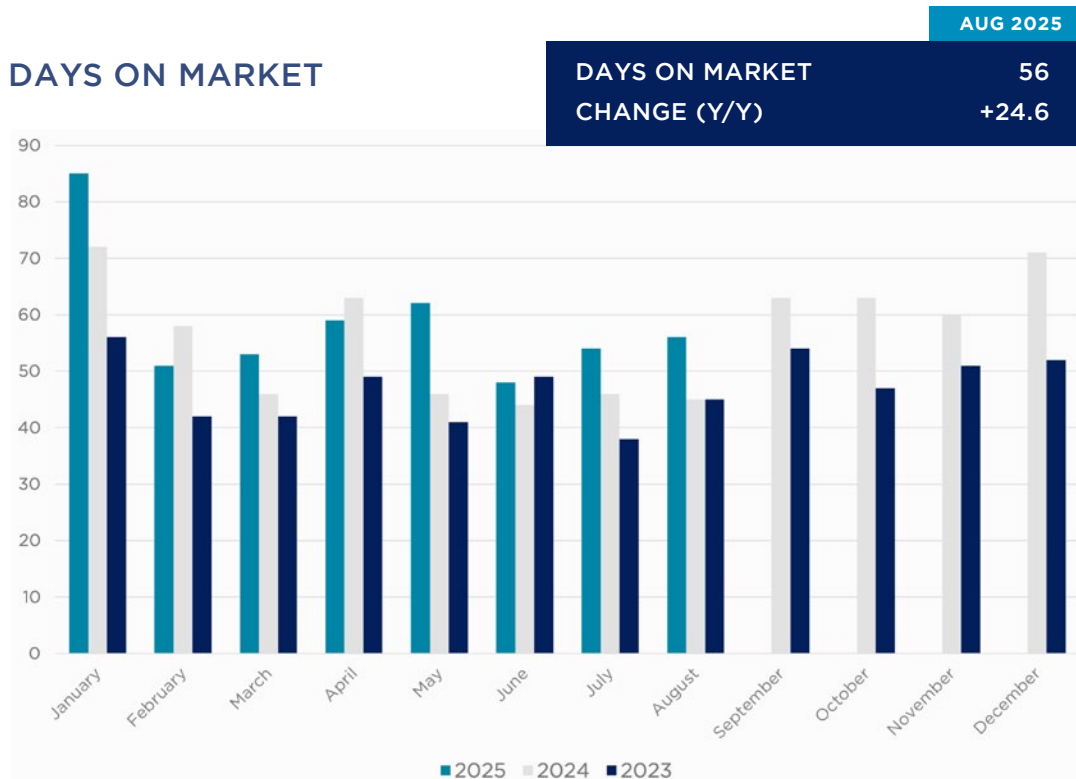


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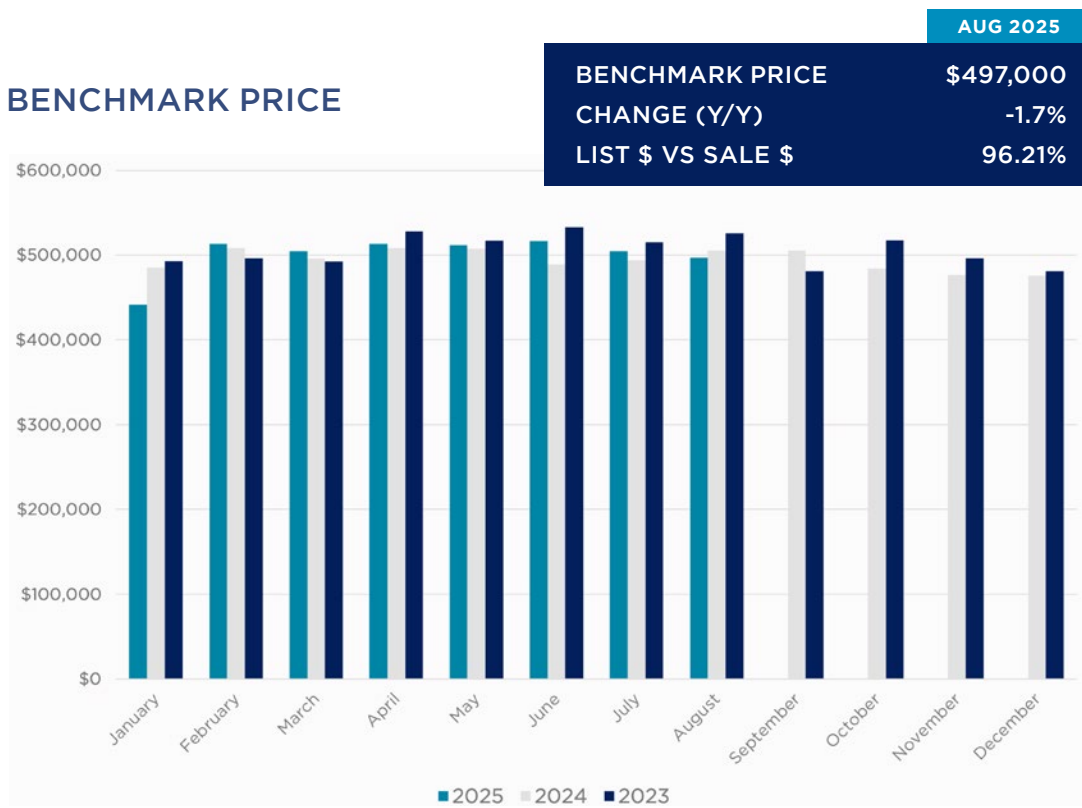
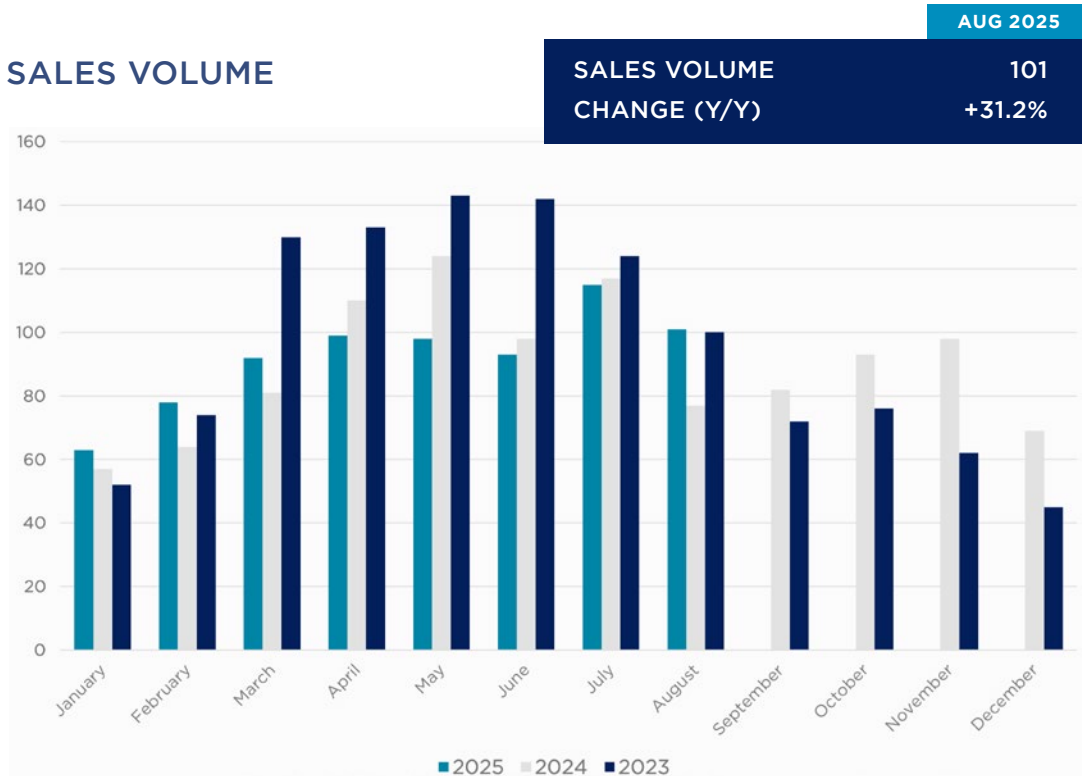
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CONDOS / APARTMENTS

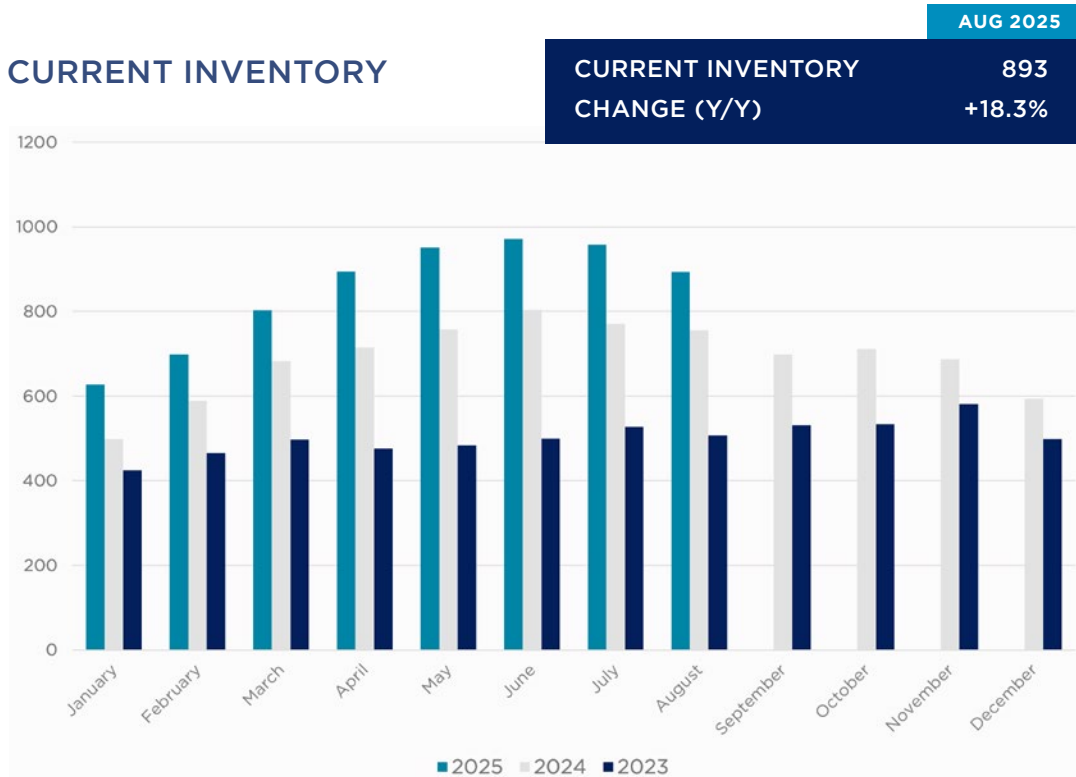
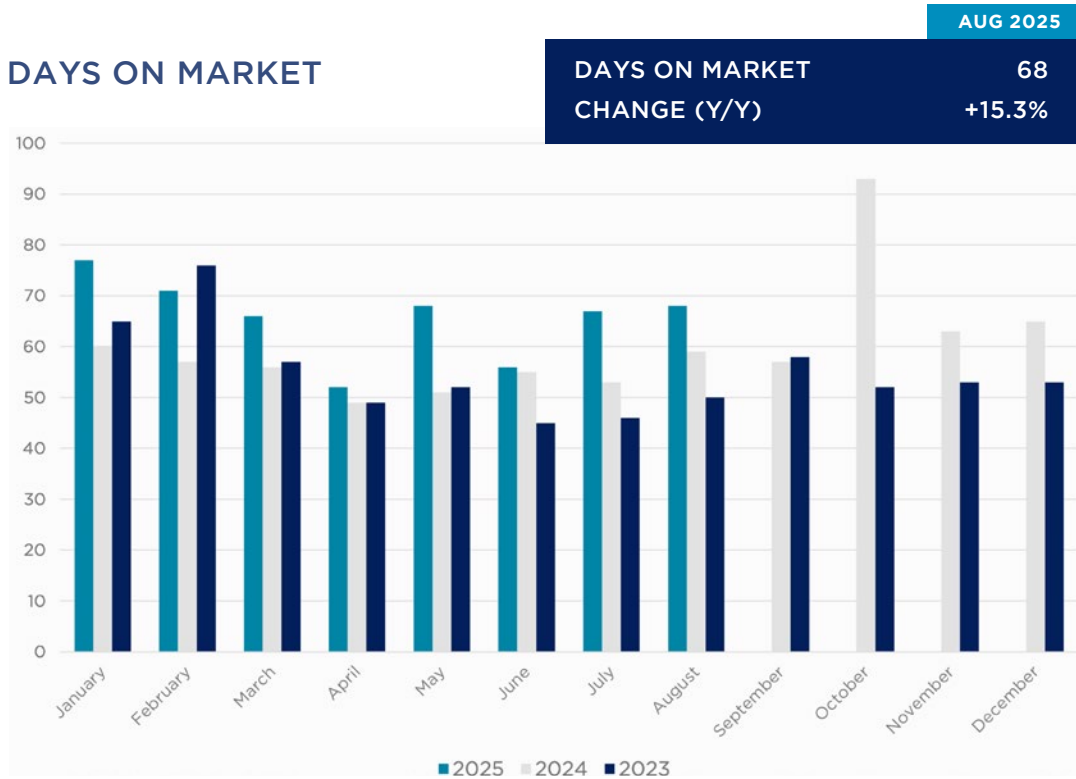


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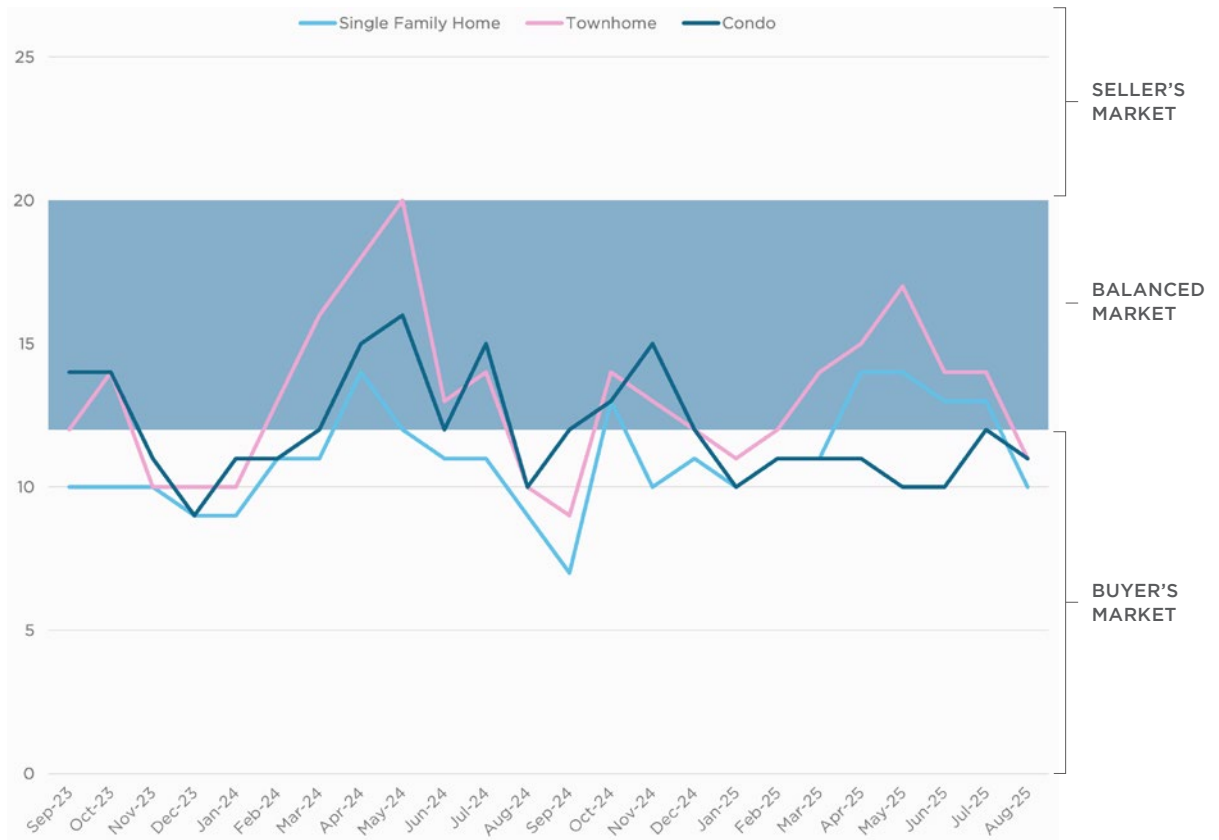
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SALES TO ACTIVE RATIO (%)



WHERE BUYERS ARE MOVING FROM

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

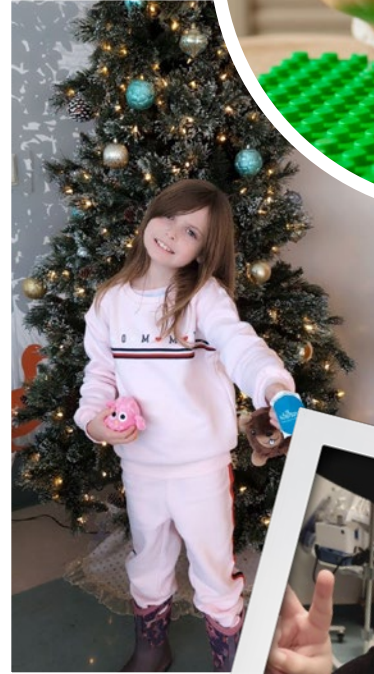
August 2025

| | SINGLE FAMILY | | TOWNHOME | | CONDO/ APARTMENT | |
|--------------------------------------|---------------|--------------------|----------|--------------------|---------------------|------------------|
| | Sales | Benchmark Price | Sales | Benchmark Price | Sales | Benchmark Price |
| Big White | 0 | | 2 | \$704,300 | 4 | \$467,400 |
| | | | ↑ 100.0% | ↓ -0.8% | ↑ 33.3% | ↓ -1.1% |
| Black Mountain | 13 | \$1,148,800 | 1 | \$795,600 | 0 | |
| | ↑ 225.0% | ↑ 3.7% | ↓ -50.0% | ↓ -1.2% | | |
| Crawford Estates | 1 | \$1,330,500 | 0 | | 0 | |
| | ↓ -50.0% | ↑ 4.4% | | | | |
| Dilworth Mountain | 3 | \$1,125,300 | 0 | \$891,400 | 2 | \$465,800 |
| | | ↑ 2.0% | | ↓ -0.1% | | ↓ -0.8% |
| Ellison | 5 | \$985,100 | 0 | \$692,300 | 0 | |
| | | ↑ 0.7% | | ↓ -2.3% | | |
| Fintry | 2 | \$898,700 | 0 | \$672,700 | 0 | \$266,700 |
| | ↑ 100.0% | ↓ -0.6% | | ↑ 5.6% | | ↓ 0.0% |
| Glenmore | 13 | \$955,400 | 8 | \$657,400 | 3 | \$528,900 |
| | 0.0% | ↑ 1.7% | ↑ 100.0% | ↓ -3.0% | 0.0% | ↓ -3.1% |
| Glenrosa | 9 | \$820,000 | 0 | \$757,400 | 0 | |
| | ↑ 125.0% | ↑ 2.5% | | ↑ 5.3% | | |
| Joe Rich | 0 | \$1,126,400 | 0 | | 0 | |
| | ↓ -100.0% | ↑ 3.1% | | | | |
| Kelowna North | 2 | \$933,300 | 2 | \$766,000 | 24 | \$609,200 |
| | ↓ -50.0% | 0.0% | 0.0% | ↓ -3.8% | ↑ 71.4% | ↓ -2.3% |
| Kelowna South | 3 | \$962,900 | 4 | \$696,600 | 4 | \$493,900 |
| | ↓ -72.7% | ↑ 1.7% | ↓ -42.9% | ↓ -1.6% | ↓ -50.0% | ↓ -2.5% |
| Kettle Valley | 5 | \$1,304,700 | 1 | \$732,100 | 0 | |
| | ↑ 150.0% | ↑ 3.0% | 0.0% | ↓ -0.1% | | |
| Lake Country East / Oyama | 2 | \$1,083,100 | 0 | \$694,600 | 1 | \$441,000 |
| | ↓ -60.0% | ↑ 3.9% | | ↓ -2.1% | 0.0% | ↓ -1.4% |
| Lake Country North West | 6 | \$1,385,900 | 2 | \$797,900 | 0 | |
| | ↑ 500.0% | ↑ 2.4% | ↑ 100.0% | ↓ -1.1% | | ↓ -100.0% |
| Lake Country South West | 9 | \$1,064,500 | 1 | \$922,600 | 0 | |
| | ↑ 200.0% | ↑ 2.0% | 0.0% | ↑ 0.7% | | ↓ -100.0% |
| Lakeview Heights | 7 | \$1,202,600 | 1 | \$1,005,600 | 0 | \$685,800 |
| | ↑ 16.7% | ↑ 2.0% | | ↑ 4.5% | | ↓ -100.0% |
| Lower Mission | 10 | \$1,251,300 | 4 | \$771,600 | 11 | \$491,500 |
| | ↓ -9.1% | ↑ 2.2% | ↓ -33.3% | ↓ -0.6% | ↑ 83.3% | ↓ -1.3% |

NEIGHBOURHOOD SALES

August 2025

| | SINGLE FAMILY | | TOWNHOME | | CONDO/ APARTMENT | |
|-----------------------------|---------------|-----------------------|----------------|-----------------------|---------------------|----------------------|
| | Sales | Benchmark Price | Sales | Benchmark Price | Sales | Benchmark Price |
| McKinley Landing | 3 ↑ 200.0% | \$1,173,100 ↑ 4.2% | 0 | | 0 | |
| North Glenmore | 6 ↑ 20.0% | \$961,000 ↑ 2.3% | 2 ↑ 100.0% | \$664,600 ↓ -1.1% | 5 ↑ 25.0% | \$456,400 ↓ -1.9% |
| Peachland | 8 ↑ 60.0% | \$1,008,600 ↑ 0.8% | 1 ↓ -50.0% | \$762,400 ↑ 1.2% | 1 | \$576,400 ↓ -0.6% |
| Rutland North | 6 ↓ -45.5% | \$802,300 ↑ 4.6% | 6 ↑ 500.0% | \$555,600 ↓ -2.1% | 14 ↑ 7.7% | \$365,600 ↓ -2.9% |
| Rutland South | 8 ↑ 14.3% | \$786,600 ↑ 2.9% | 1 0.0% | \$509,900 ↓ -1.3% | 2 | \$390,300 ↓ -1.6% |
| Shannon Lake | 8 ↓ -11.1% | \$1,008,500 ↑ 0.8% | 4 ↓ -33.3% | \$849,400 ↑ 5.1% | 2 | \$587,500 ↓ -0.8% |
| Smith Creek | 2 ↓ -50.0% | \$980,100 ↑ 2.5% | 0 | \$750,200 ↑ 5.0% | 0 | |
| South East Kelowna | 4 ↑ 100.0% | \$1,194,700 ↑ 3.0% | 1 | \$988,000 ↓ -0.8% | 0 | |
| Springfield/Spall | 4 ↑ 300.0% | \$740,900 ↓ -5.5% | 5 0.0% | \$580,500 ↓ -2.0% | 7 0.0% | \$494,400 ↓ -1.2% |
| University District | 3 ↓ -50.0% | \$1,022,300 ↑ 2.5% | 1 0.0% | \$793,400 ↑ 0.3% | 10 ↑ 100.0% | \$443,400 ↓ -2.1% |
| Upper Mission | 6 ↓ -14.3% | \$1,280,600 ↑ 1.7% | 0 | \$1,077,300 ↑ 0.6% | 0 | |
| West Kelowna Estates | 4 ↓ -42.9% | \$1,026,700 ↑ 1.6% | 0 ↓ -100.0% | \$921,800 ↑ 6.6% | 0 | |
| Westbank Centre | 3 ↓ -72.7% | \$721,000 ↑ 0.6% | 0 ↓ -100.0% | \$676,000 ↑ 5.4% | 11 ↑ 22.2% | \$441,400 ↓ -1.7% |
| Wilden | 2 0.0% | \$1,300,800 ↑ 1.8% | 0 ↓ -100.0% | \$958,300 ↑ 0.8% | 0 | \$399,900 ↓ -0.6% |





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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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, səllwətəɫ, Lil'wat, Sḵwxwú7mesh and Syilx/Okanagan People.

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