

JULY 2025

THE STILHAVN REPORT

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

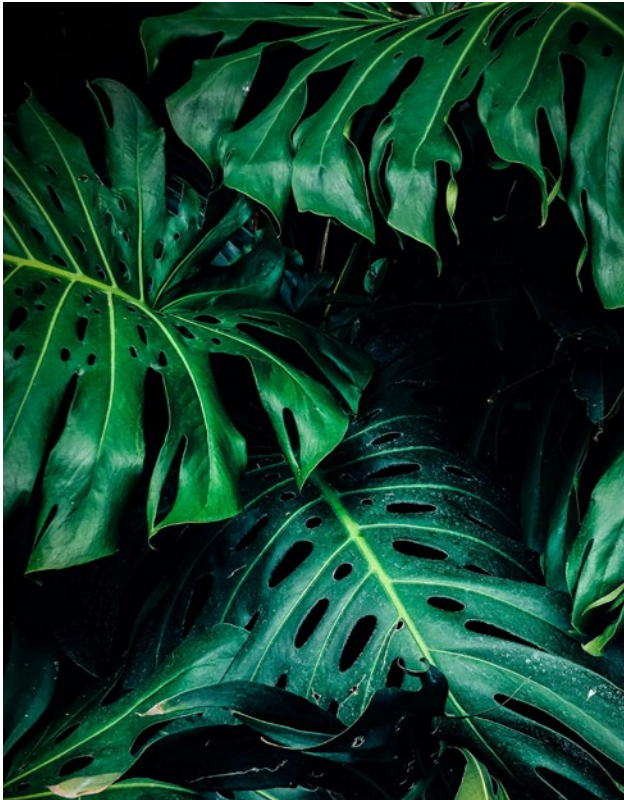
OKANAGAN

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 JULY MARKET

July represents the peak of the summer season in the Okanagan, with the region fully immersed in warm weather, tourism, and outdoor activity. This period reinforces the Okanagan's position as a leading summer destination, while shaping the height of both lifestyle and economic activity across the region. In the real estate market, early signs of renewed activity have begun to surface, pointing to a more stable outlook even as broader economic challenges persist elsewhere in the province.

"For the second month in a row, market activity continues to trend in a positive direction, even with stabilized inventory momentum. We're entering a more typical summer rhythm, which suggests the market is starting to recover from the turbulence caused by tariffs earlier this year," said Kadin Rainville, the Association of Interior REALTORS® President.

RESIDENTIAL HOME SALES

A total of 1,534 residential unit sales were recorded across the Association region in July, coming in above June's 1,494 units and up 9.6% compared to units sold in July last year.

INVENTORY

New residential listings saw a 0.8% increase compared to July 2024 with 2,920 new listings recorded last month. The total number of active listings saw a 2.3% increase in inventory compared to July 2024 with 10,443 recorded across the Association region. The highest percentage increase in active listings across the Association region was in North Okanagan with a total increase of 6.5% 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 exception of the South Okanagan region, which saw a 2.0% decrease, coming in at \$754,500.

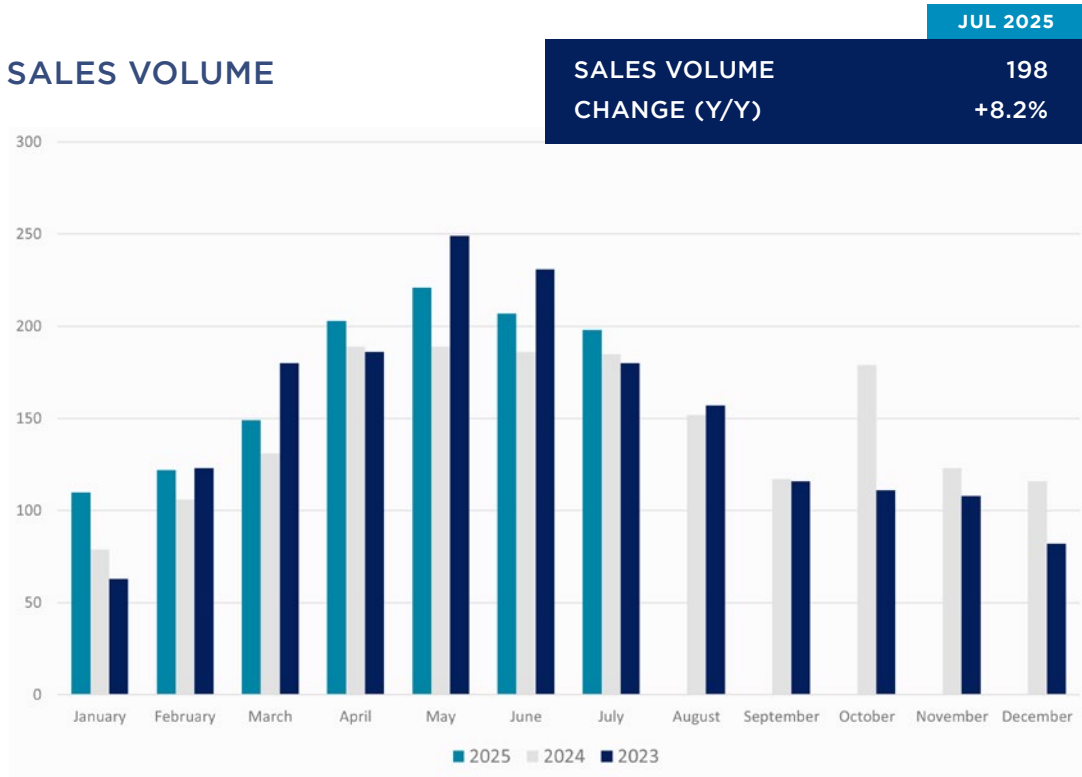
The townhome housing category saw benchmark price decreases in the Shuswap/Revelstoke, Central and South Okanagan, while the North Okanagan saw a minor increase of 0.3% compared to July 2024, coming in at \$522,700. The benchmark pricing in the condominium housing category recorded the South Okanagan being the only region that saw a decrease of 2.3% compared to the same time last year, coming in at \$435,100.

*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

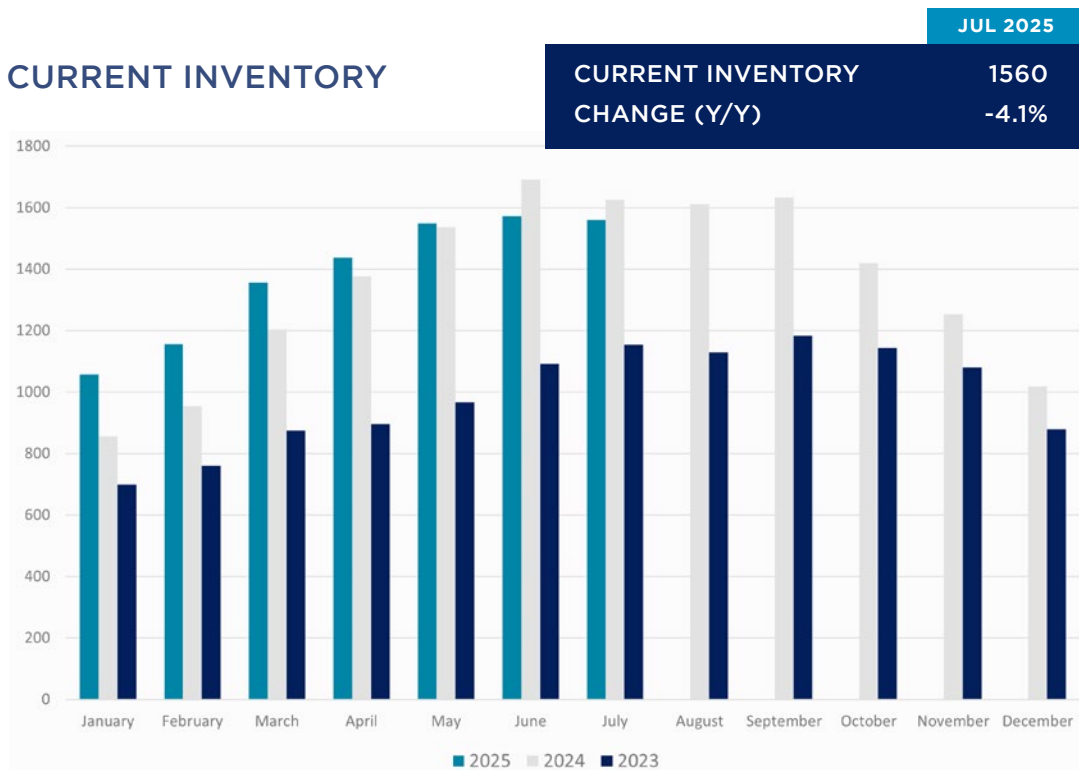
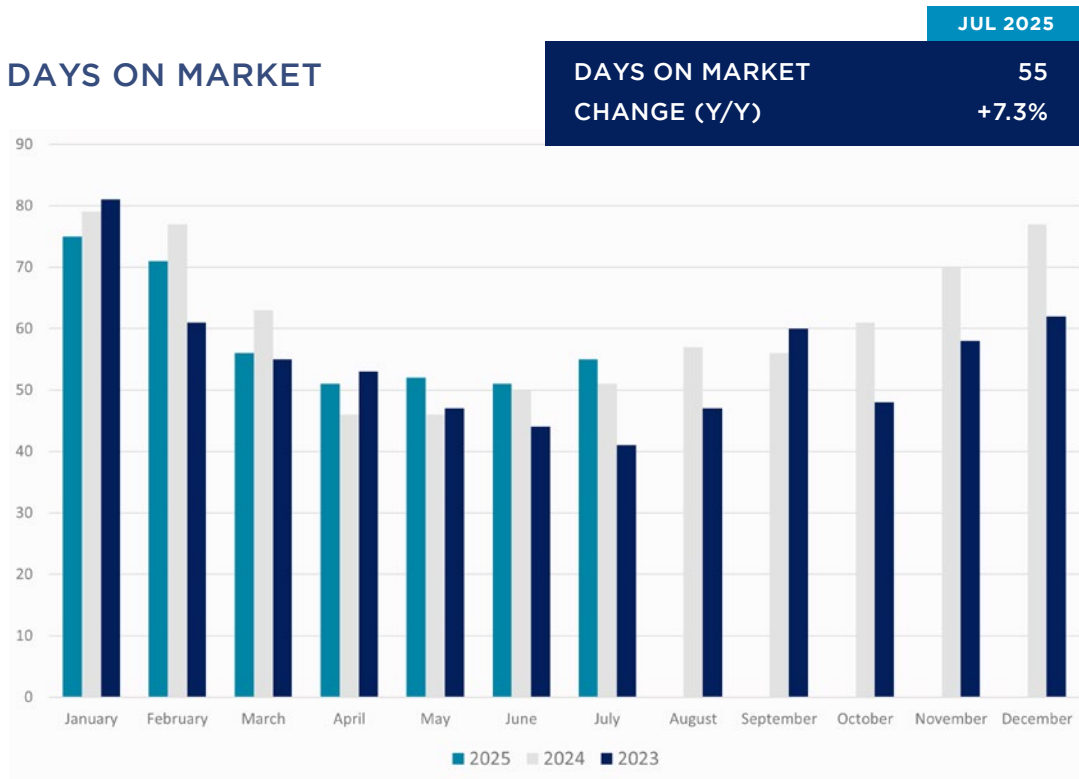


*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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

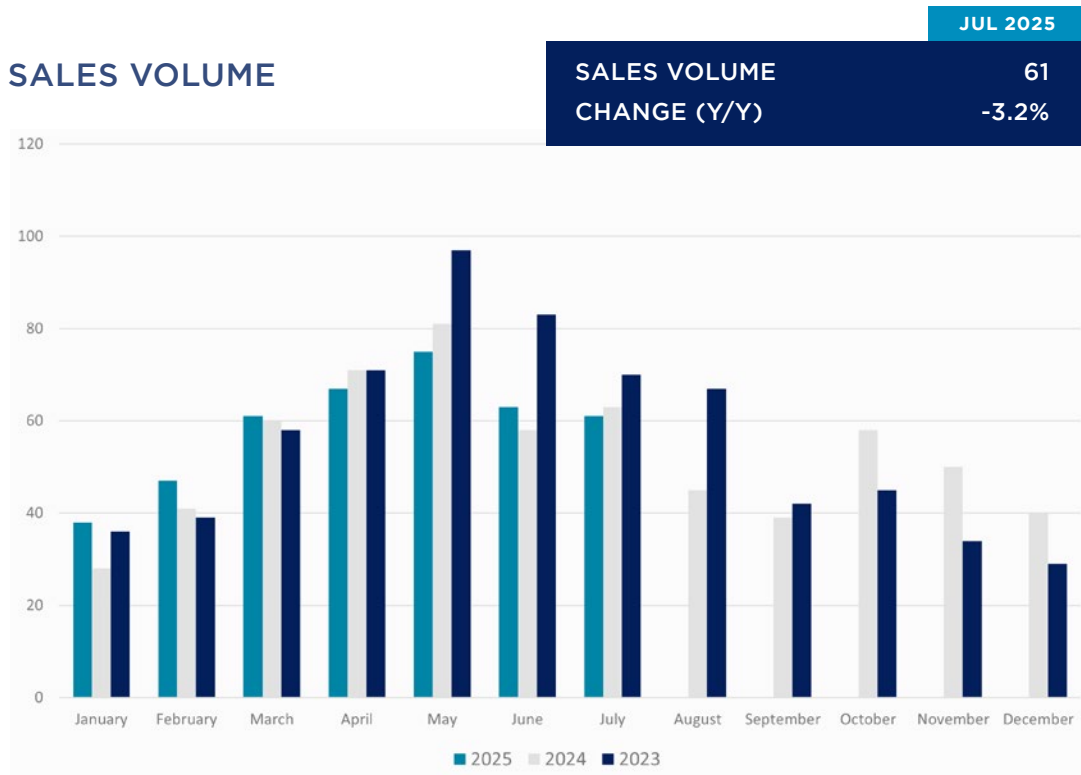


*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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.

TOWNHOMES

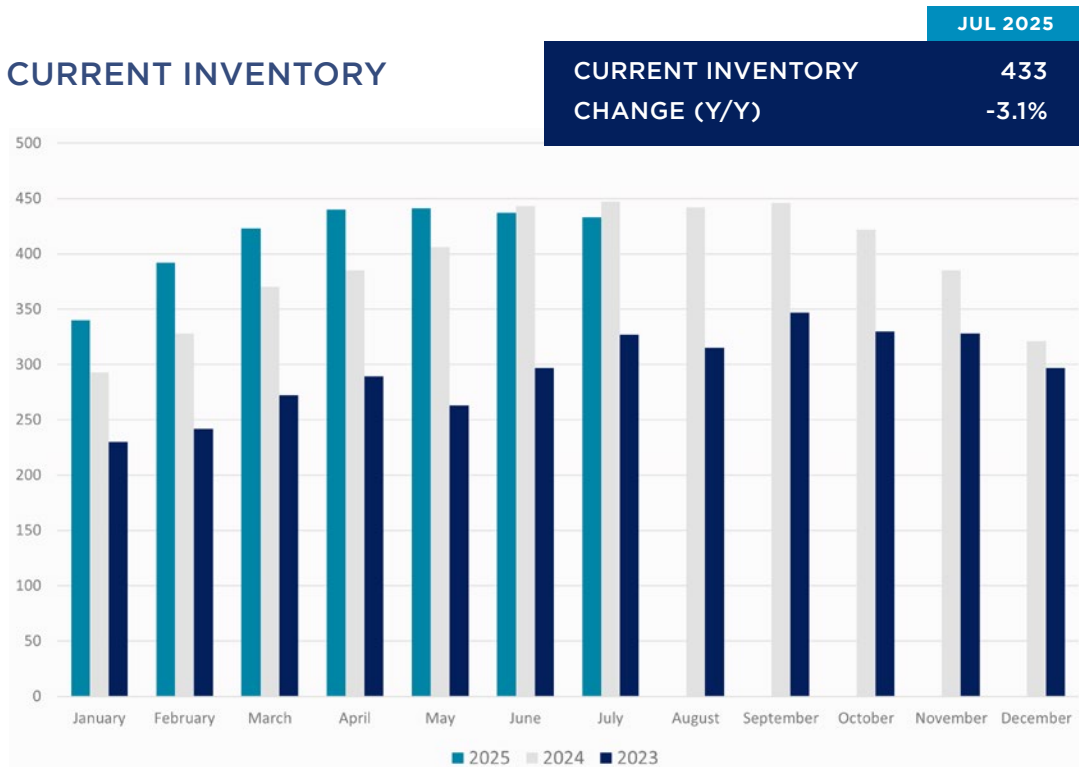
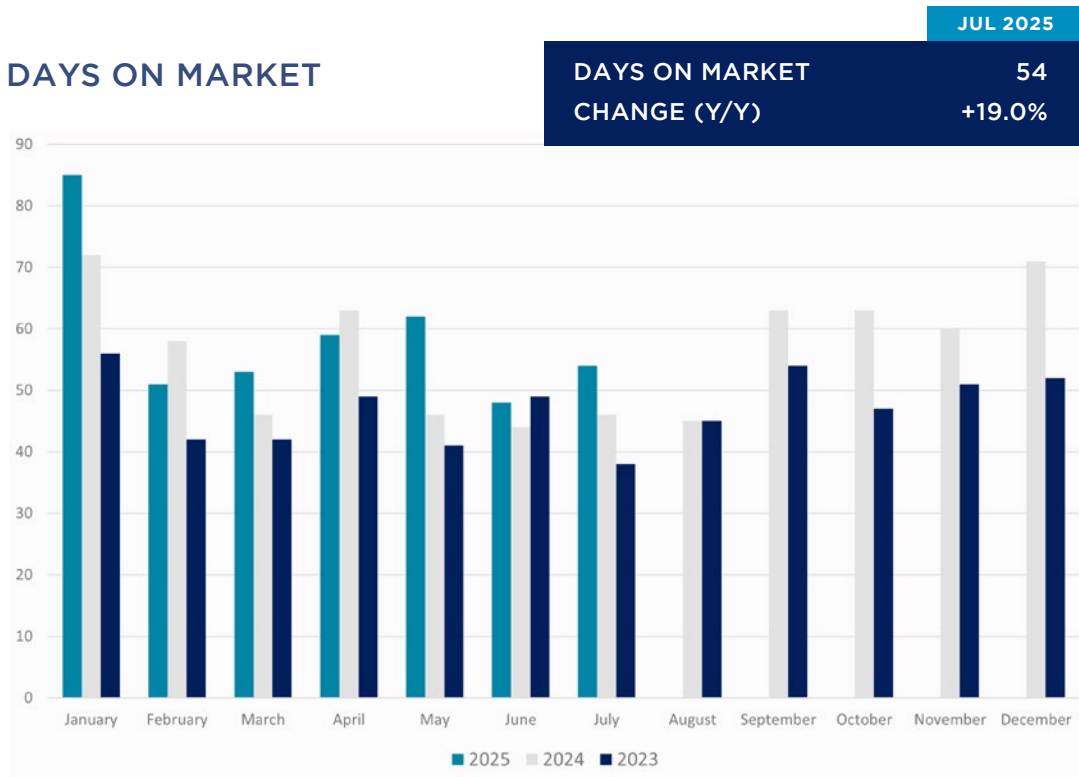


*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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.

TOWNHOMES

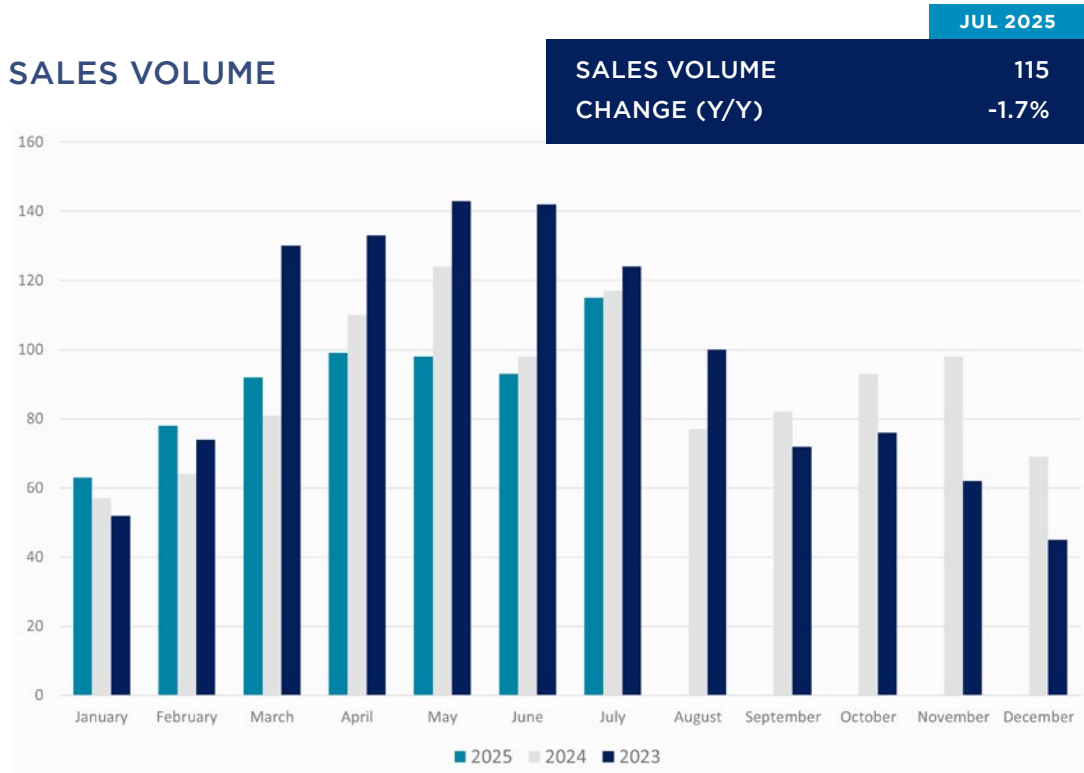


*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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.

CONDOS / APARTMENTS

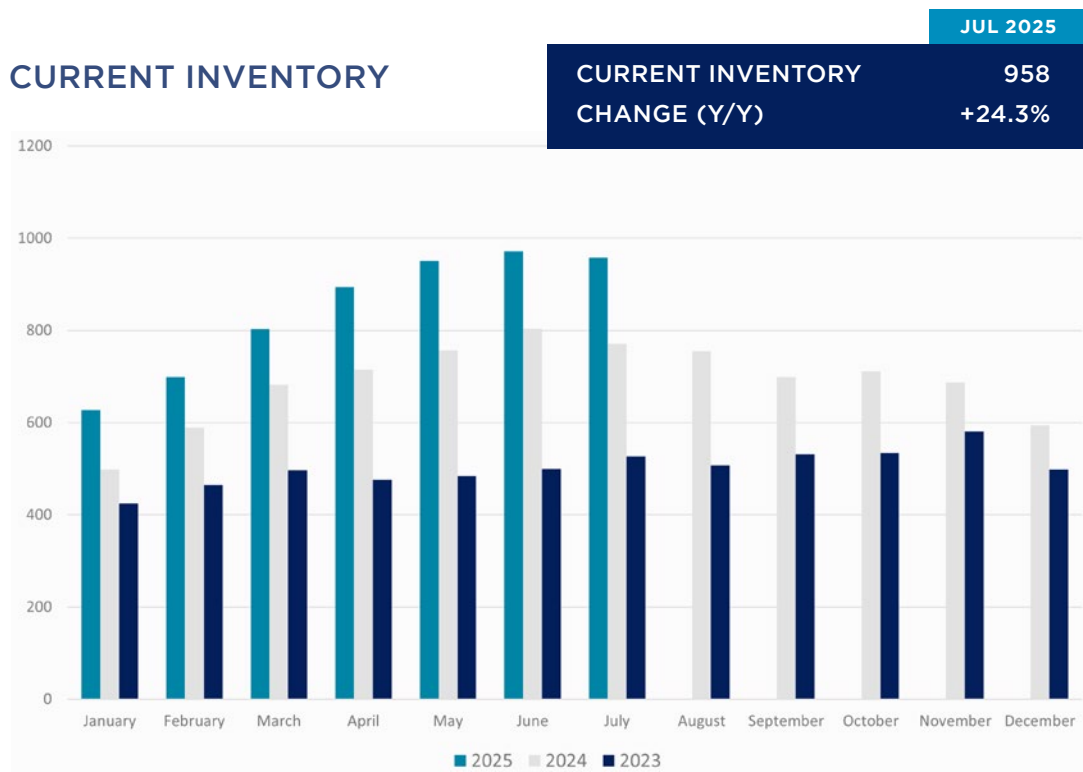
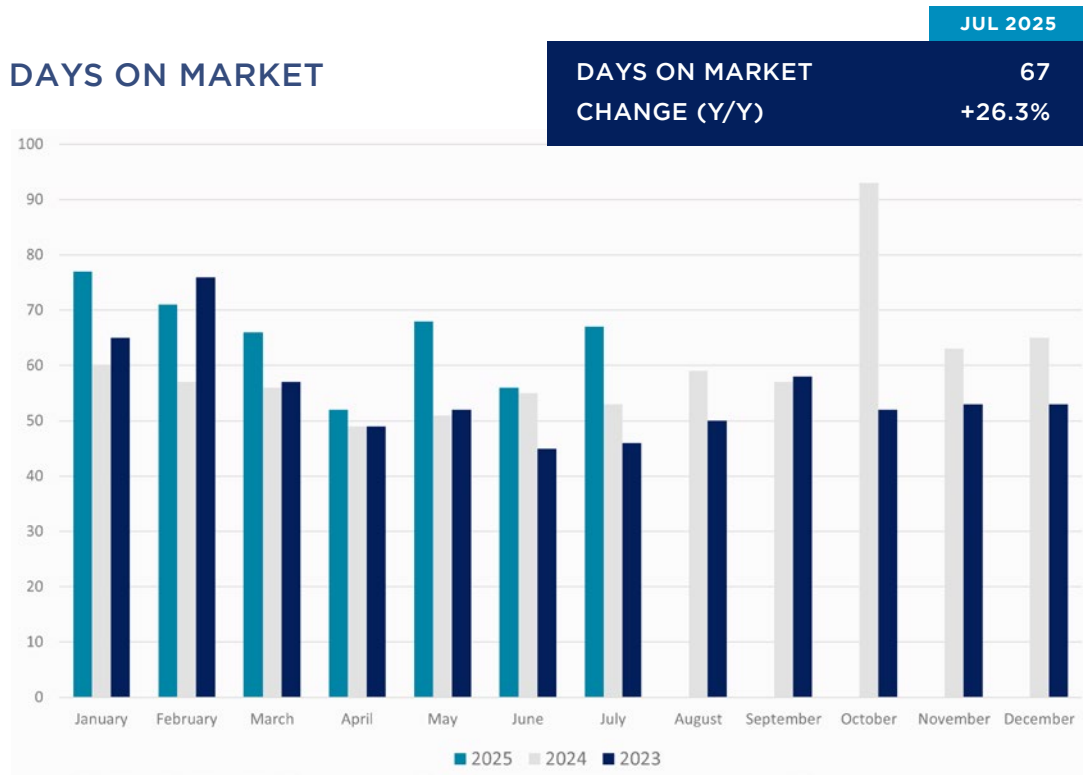


*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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.

CONDOS / APARTMENTS



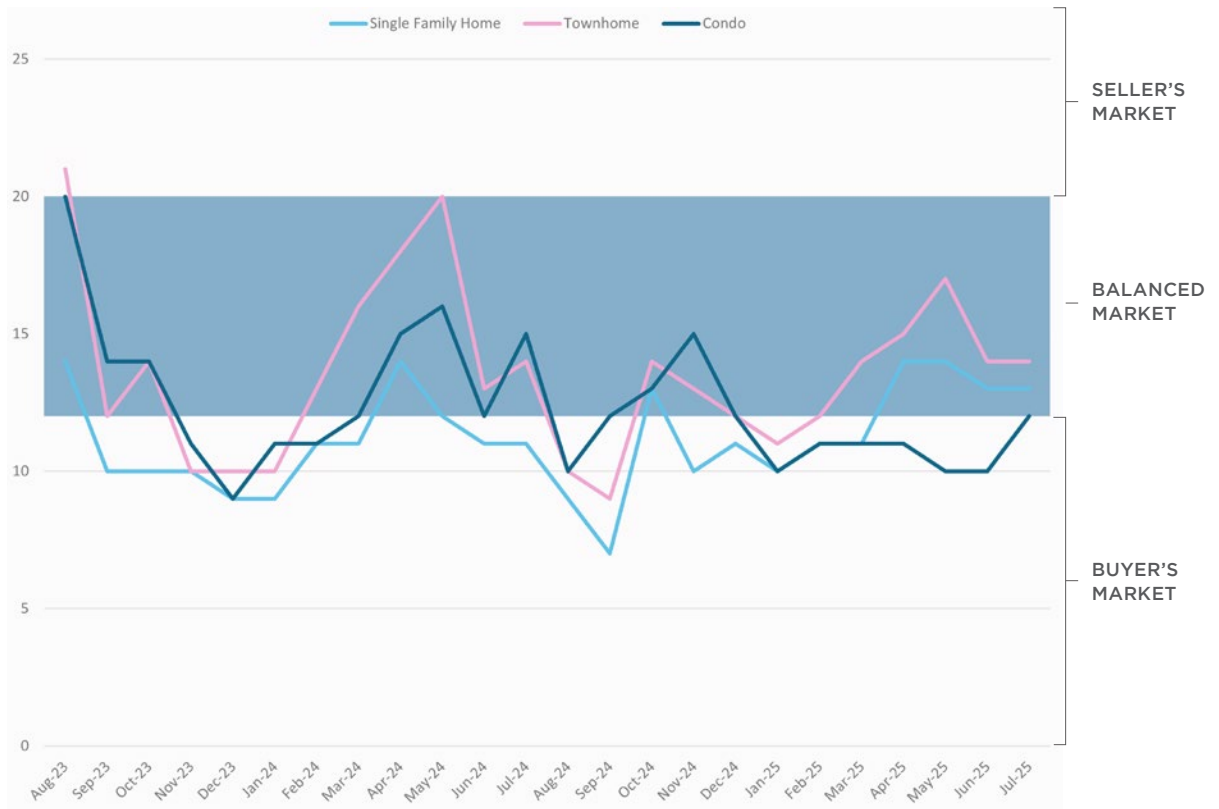
*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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.



SALES TO ACTIVE RATIO (%)



WHERE BUYERS ARE MOVING FROM

3rd Quarter | 2025

PERCENTAGE OF BUYERS	%
From within Association area (Eastgate Manning Park to Revelstoke + South Peace River)	64%
From the Lower Mainland or Vancouver Island	18%
From other areas of BC	6%
From Alberta	9%
From Saskatchewan / Manitoba	2%
From Eastern Canada / Maritimes	1%
From the NWT / Yukon	1%
From outside of Canada	0%

NEIGHBOURHOOD SALES

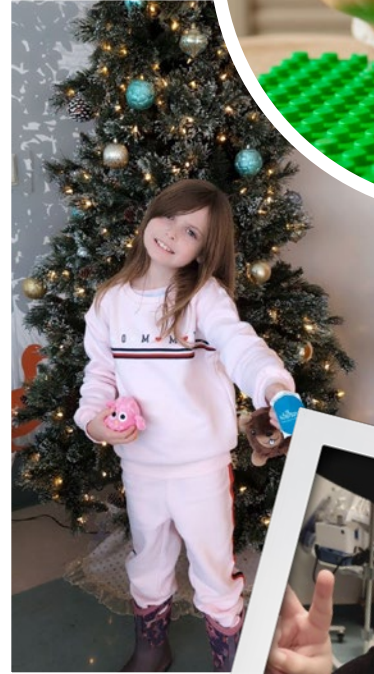
July 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Big White	0 ↓ -100.0%		1 ↓ -50.0%	\$719,100 ↓ -8.1%	4 0.0%	\$473,800 ↑ 2.9%
Black Mountain	5 0.0%	\$1,152,200 ↓ 0.0%	1 ↓ -9.0%	\$815,200	0	
Crawford Estates	3 0.0%	\$1,346,300 ↑ 4.3%	0		0	
Dilworth Mountain	8 ↑ 166.7%	\$1,128,100 ↓ -0.2%	2 ↓ -50.0%	\$906,100 ↓ -7.9%	2 0.0%	\$472,000 ↑ 3.1%
Ellison	3 ↑ 200.0%	\$977,000 ↓ -2.7%	0 ↓ -100.0%	\$701,200 ↓ -10.7%	0	
Fintry	3 ↓ -40.0%	\$888,400 ↑ 1.0%	0	\$642,400 ↑ 0.8%	0	\$271,300 ↑ 4.8%
Glenmore	14 ↓ -12.5%	\$964,400 ↓ -1.0%	5 ↑ 25.0%	\$670,600 ↓ -9.9%	8 ↑ 33.3%	\$533,700 ↓ -0.5%
Glenrosa	11 ↓ -8.3%	\$787,800 ↑ 3.1%	0	\$722,700 ↑ 1.5%	0	
Joe Rich	1 ↑ 4.2%	\$1,139,100	0		0	
Kelowna North	7 ↑ 250.0%	\$940,000 ↓ -2.6%	3 ↓ -10.9%	\$779,400	21 ↓ -27.6%	\$619,100 ↑ 1.9%
Kelowna South	6 ↑ 50.0%	\$962,100 ↓ -0.6%	5 0.0%	\$715,800 ↓ -8.5%	11 0.0%	\$503,900 ↑ 0.9%
Kettle Valley	9 ↑ 125.0%	\$1,320,800 ↑ 3.4%	1 ↓ -7.1%	\$752,000	0	
Lake Country East / Oyama	4 0.0%	\$1,082,700 ↓ -1.0%	0	\$717,200 ↓ -8.6%	0 ↓ -100.0%	\$447,500 ↑ 2.2%
Lake Country North West	9 ↑ 80.0%	\$1,391,300 ↓ -1.3%	2 0.0%	\$802,400 ↓ -10.4%	0	
Lake Country South West	4 ↓ -20.0%	\$1,071,500 ↓ -1.1%	2 ↑ 100.0%	\$932,500 ↓ -8.4%	0	
Lakeview Heights	10 ↓ -28.6%	\$1,167,300 ↑ 3.8%	1 0.0%	\$967,600 ↑ 1.2%	0	\$690,300 ↑ 2.2%
Lower Mission	10 ↓ -33.3%	\$1,253,800 ↑ 2.0%	7 ↓ -36.4%	\$795,000 ↓ -7.8%	17 ↑ 13.3%	\$498,200 ↑ 2.7%

NEIGHBOURHOOD SALES

July 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
McKinley Landing	1 ↓ -75.0%	\$1,166,600 ↓ -2.9%	0		2	
North Glenmore	14 ↑ 180.0%	\$967,900 ↓ 0.0%	5 0.0%	\$680,400 ↓ -8.6%	5 ↑ 150.0%	\$463,300 ↑ 1.6%
Peachland	8 ↓ -20.0%	\$963,400 ↑ 2.0%	6 ↑ 100.0%	\$752,900 ↑ 1.5%	0	\$583,200 ↑ 3.4%
Rutland North	9 0.0%	\$802,700 ↓ -0.2%	5 ↑ 66.7%	\$566,800 ↓ -8.9%	5 ↓ -50.0%	\$372,800 ↑ 1.5%
Rutland South	6 0.0%	\$784,800 ↓ -3.4%	3 ↑ 200.0%	\$526,100 ↓ -7.7%	3 ↑ 50.0%	\$391,700 ↑ 0.2%
Shannon Lake	6 ↓ -45.5%	\$976,600 ↑ 1.2%	3 ↓ -25.0%	\$809,000 ↑ 1.3%	3 ↓ -25.0%	\$593,000 ↑ 2.9%
Smith Creek	3 ↓ -40.0%	\$944,400 ↑ 3.5%	0	\$708,500 ↑ 0.1%	0	
South East Kelowna	5 ↓ -16.7%	\$1,210,100 ↑ 2.4%	0	\$997,700 ↓ -10.0%	0	
Springfield/Spall	10 ↑ 100.0%	\$754,000 ↓ -12.8%	6 ↓ -40.0%	\$589,800 ↓ -10.7%	9 ↑ 28.6%	\$501,800 ↑ 3.0%
University District	4 ↑ 100.0%	\$1,030,300 ↓ -4.4%	0	\$810,000 ↓ -7.6%	7 ↓ -12.5%	\$450,100 ↑ 1.4%
Upper Mission	8 ↑ 60.0%	\$1,292,600 ↑ 1.5%	0 ↓ -100.0%	\$1,093,500 ↓ -7.3%	4	
West Kelowna Estates	7 ↑ 75.0%	\$987,700 ↑ 2.3%	1 0.0%	\$870,400 ↑ 1.2%	0	
Westbank Centre	7 ↓ -30.0%	\$686,100 ↓ -0.4%	2 ↓ -33.3%	\$637,700 ↑ 0.3%	14 ↓ -12.5%	\$448,800 ↑ 2.1%
Wilden	2 0.0%	\$1,316,300 ↑ 3.5%	0 ↓ -100.0%	\$978,300 ↓ -6.6%	0	\$405,600 ↑ 3.3%





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

#FindYourHavn @ Okanagan.Stilhavn.com



OKANAGAN | VANCOUVER | NORTH SHORE | SQUAMISH | WHISTLER

We would like to acknowledge that we work and live on the traditional, unceded territory of the x̱m̱əθḵ'əy̱əm, səllilwata̱, Lil'wat, S̱ḵwxwú7mesh and Syilx/Okanagan People.

This book contains proprietary and confidential information of Stilhavn Real Estate Services and shall not be used, disclosed, or reproduced, in whole or in part, for any purpose other than to evaluate the information contained herein, without the prior written consent of the owners. All information contained herein remains at all times the sole property of these brokerages. Copyright 2023.

We accept no responsibility for the accuracy of information provided by third parties. All information is believed to be accurate but is not guaranteed and should be independently verified.

This communication is not intended to cause or induce the breach of an existing agency relationship.