

OCTOBER 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 OCTOBER MARKET

As households settle into fall routines, October brings a renewed focus after the busyness of summer and the back-to-school season. The housing market reflects this more balanced and consistent rhythm of activity—supported by lifestyle-driven demand and improved borrowing conditions following the recent rate cut. Well-presented listings and realistic pricing are meeting buyer expectations, keeping transactions consistent as households look ahead to the months to come. Overall, the market reflects balance and confidence heading deeper into the fall season. Residential real estate activity maintained a gradual and steady pace in October despite the typical seasonal slowdown, reports the Association of Interior REALTORS® (the Association).

RESIDENTIAL MARKET OVERVIEW

According to the Association, a total of 1,274 residential unit sales were recorded across the Association region in October, up from September's 1,242 units, and up 5.2% compared to units sold in October last year. Kadin Rainville, President of the Association, notes "market activity for the month was steady, which is a positive sign for this time of year. Typically, we see a cooling in the market as the weather cools, but October held flat instead of dipping, which in real estate terms is a good thing. This is an encouraging indicator of buyer and seller confidence in the local real estate market. Current trends indicate that the market continues to perform within the bounds of a typical year to-date pattern in activity. It will be interesting to see if this consistency carries through to deliver a strong hand-off into the new year."

INVENTORY

New residential listings saw a 4.0% increase compared to October 2024 with 2,202 new listings recorded last month. The total number of active listings saw a 0.0% change in inventory compared to October 2024 with 8,938 recorded across the Association region. The highest percentage increase in active listings across the Association region was recorded in the North Okanagan with a total increase of 4.0% compared to the same month last year.

HOME SALES BY PROPERTY TYPE

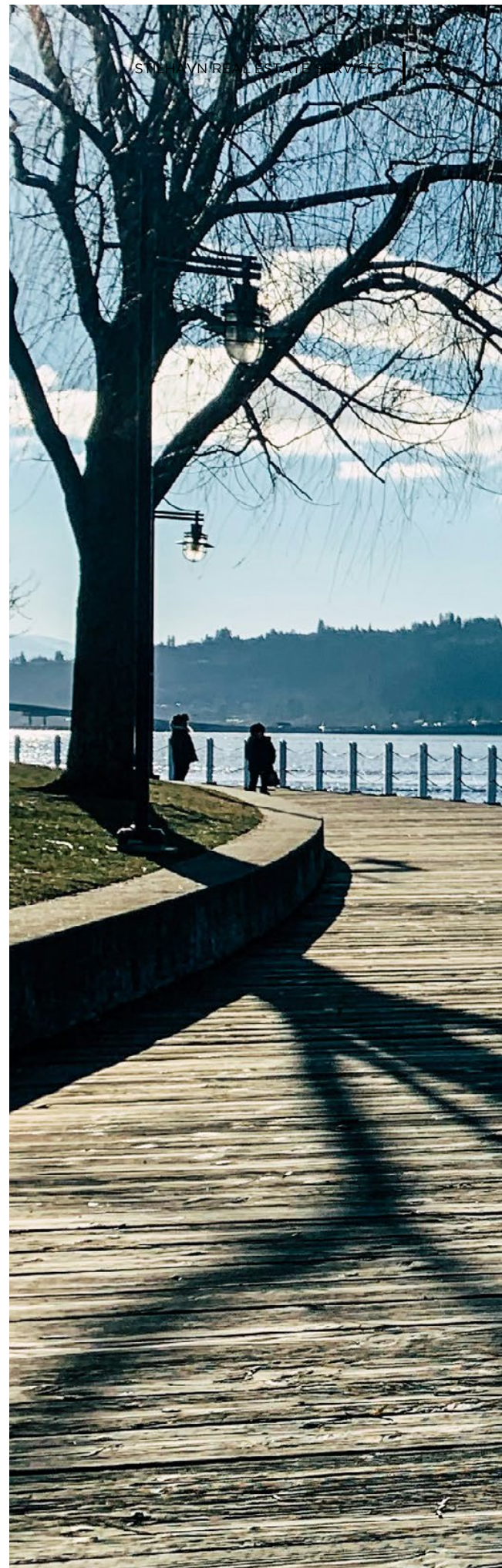
In the Okanagan and Shuswap/Revelstoke regions, the benchmark price for single-family homes saw increases last month in year-over-year comparisons across all sub-regions with the exception of the South Okanagan, which saw a mild decrease of 0.4%, coming in at \$754,700.

The townhome category saw benchmark price decreases in all sub-regions compared to October 2024, with the highest decrease of 3.5% in the Shuswap/Revelstoke region, coming in at \$529,000.

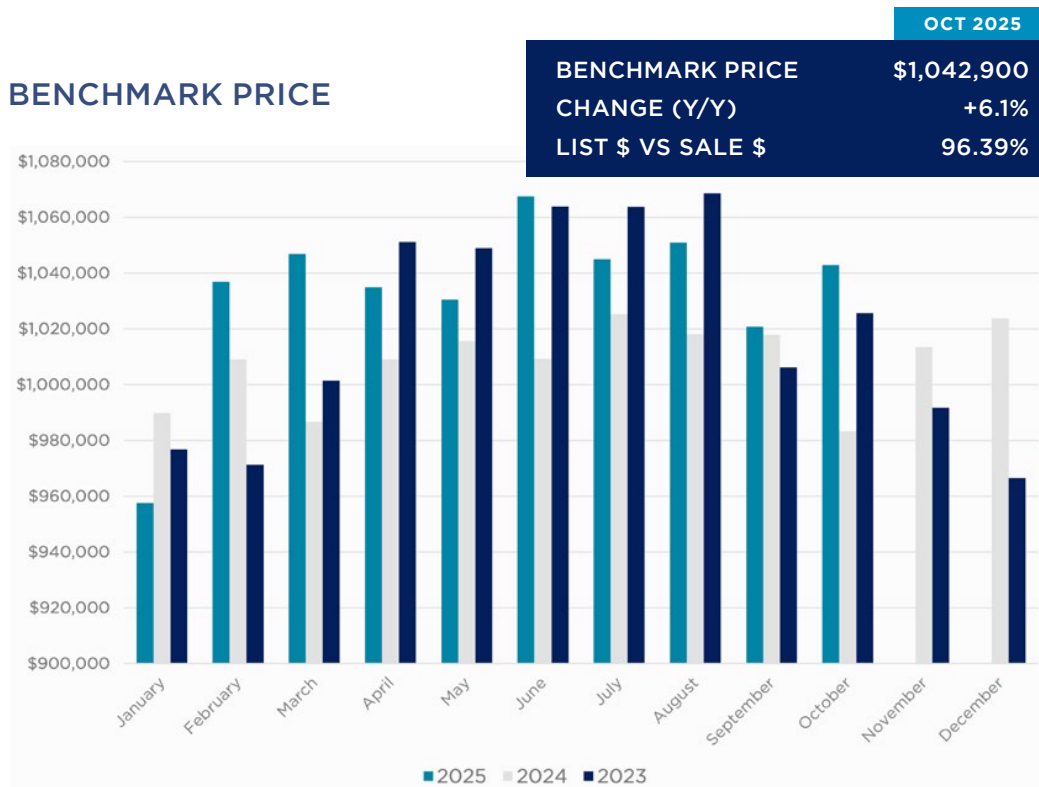
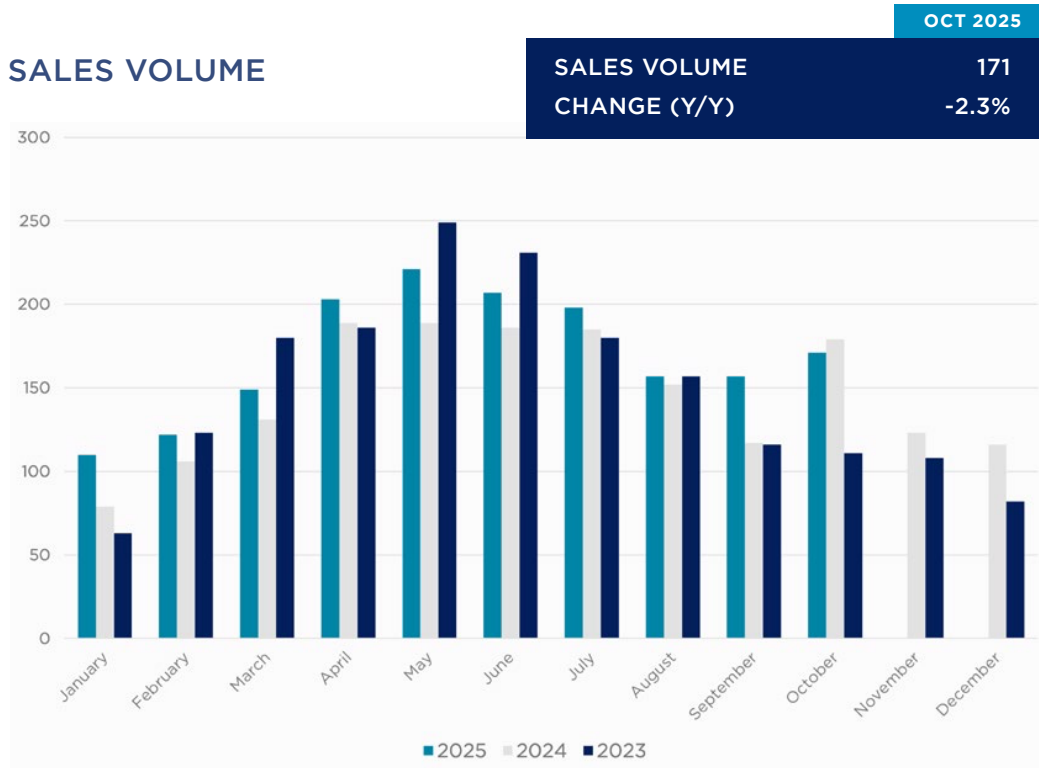
The benchmark pricing in the condominium housing category recorded South Okanagan being the only region that saw a decrease of 0.5% compared to the same time last year, coming in at \$430,900.

*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

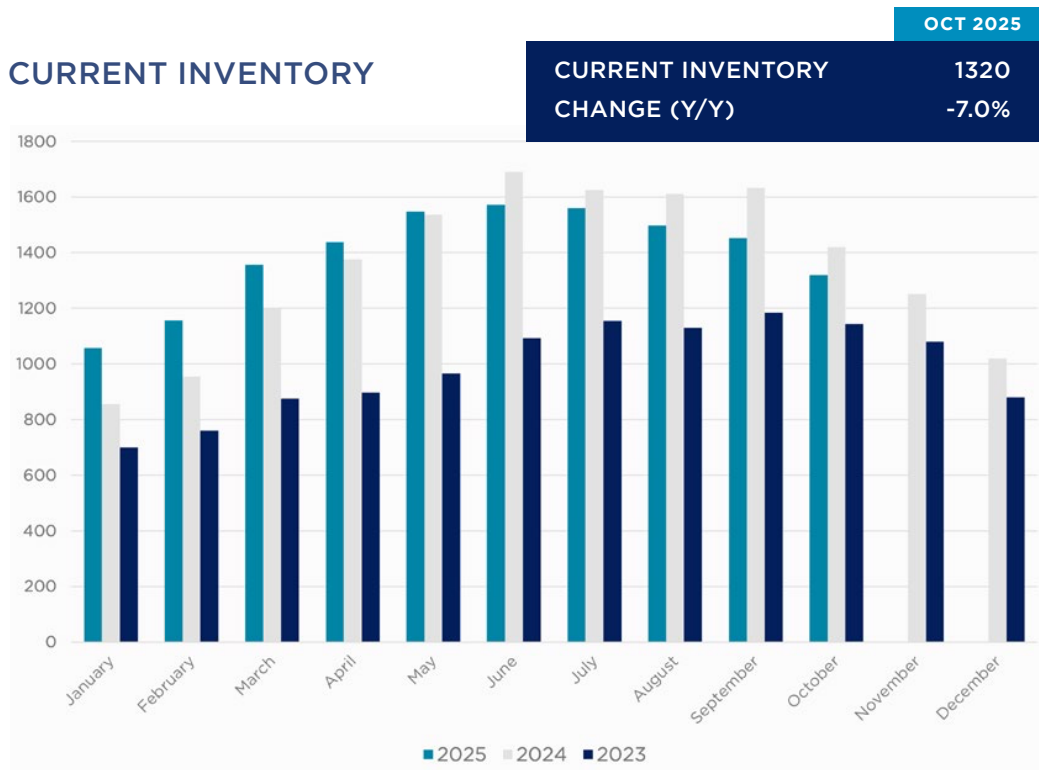
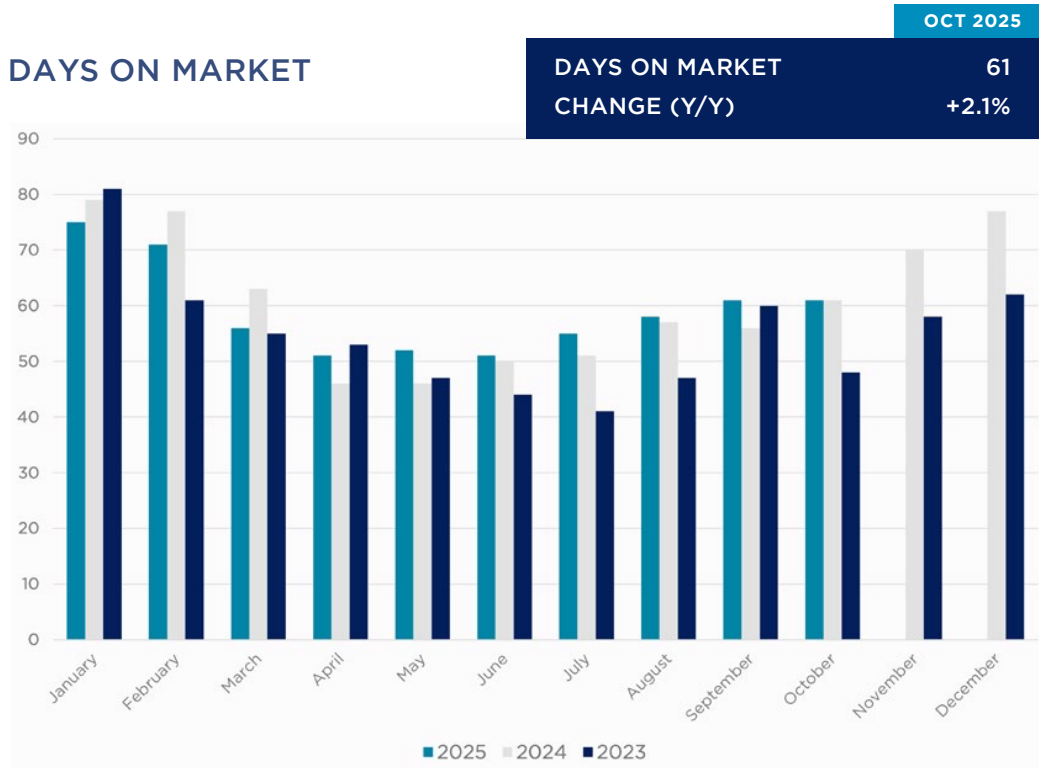


*Benchmark Price: Estimated sale price of a benchmark property, representing a typical property within each market.

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

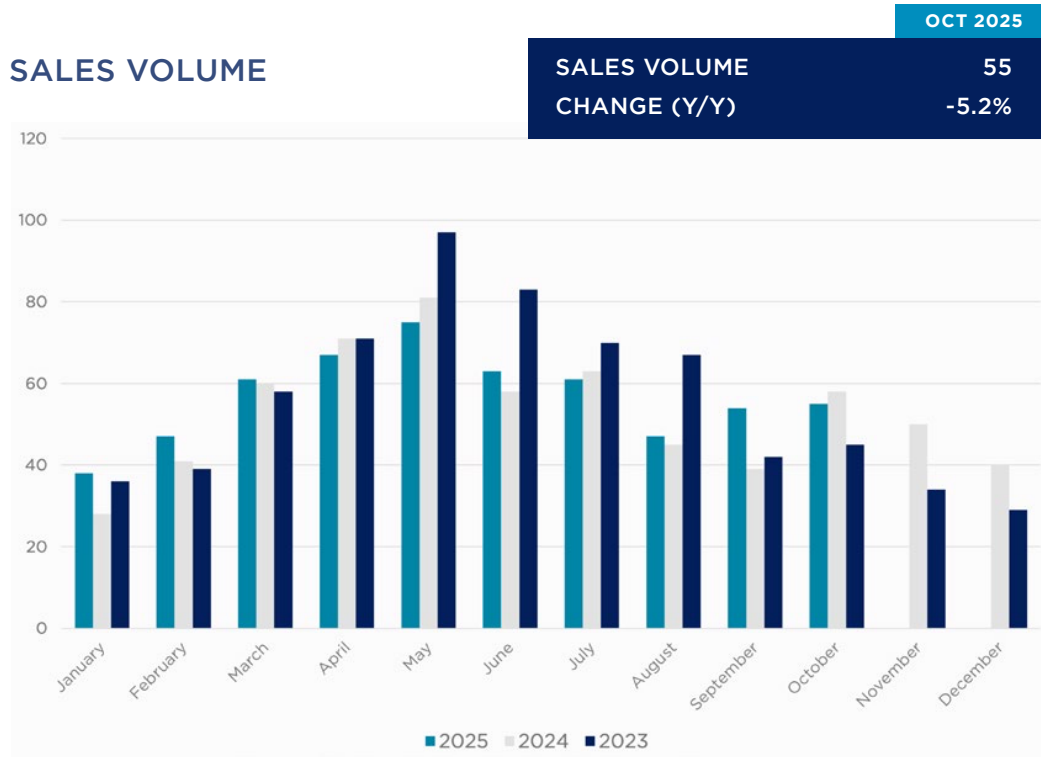


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TOWNHOMES

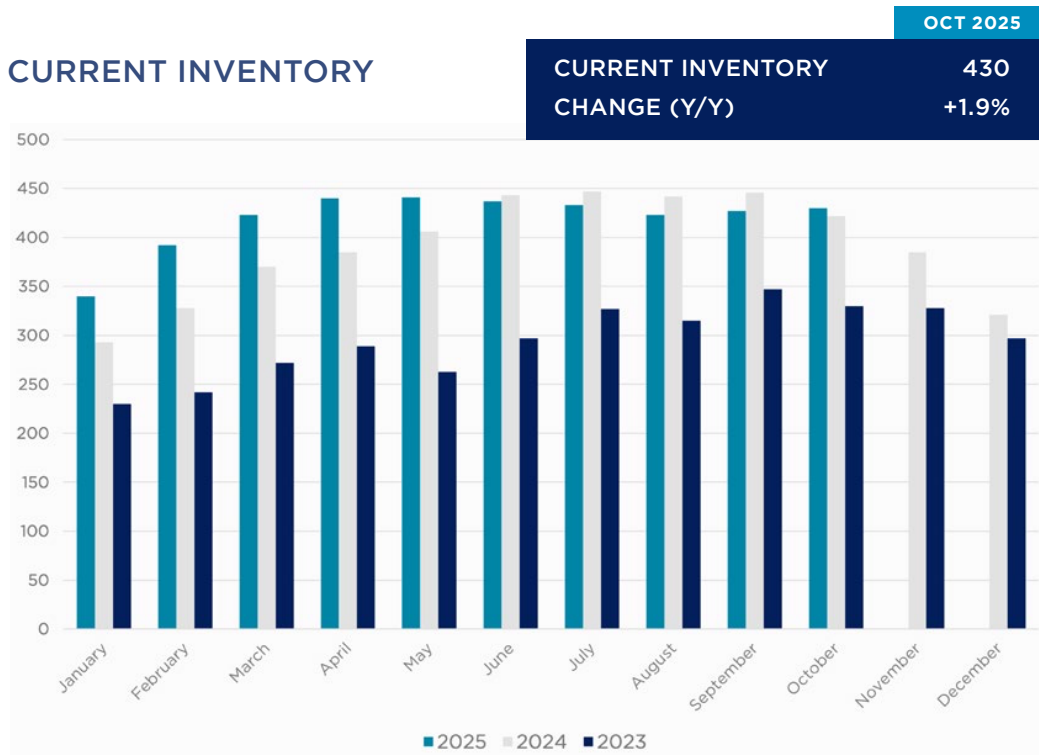
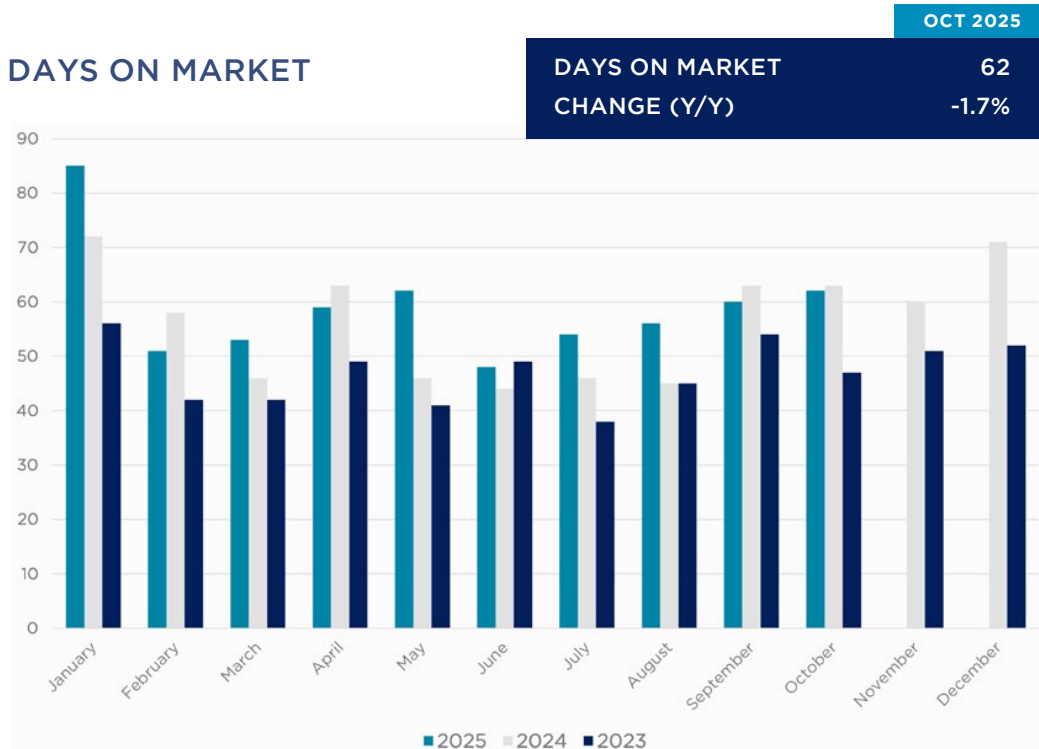


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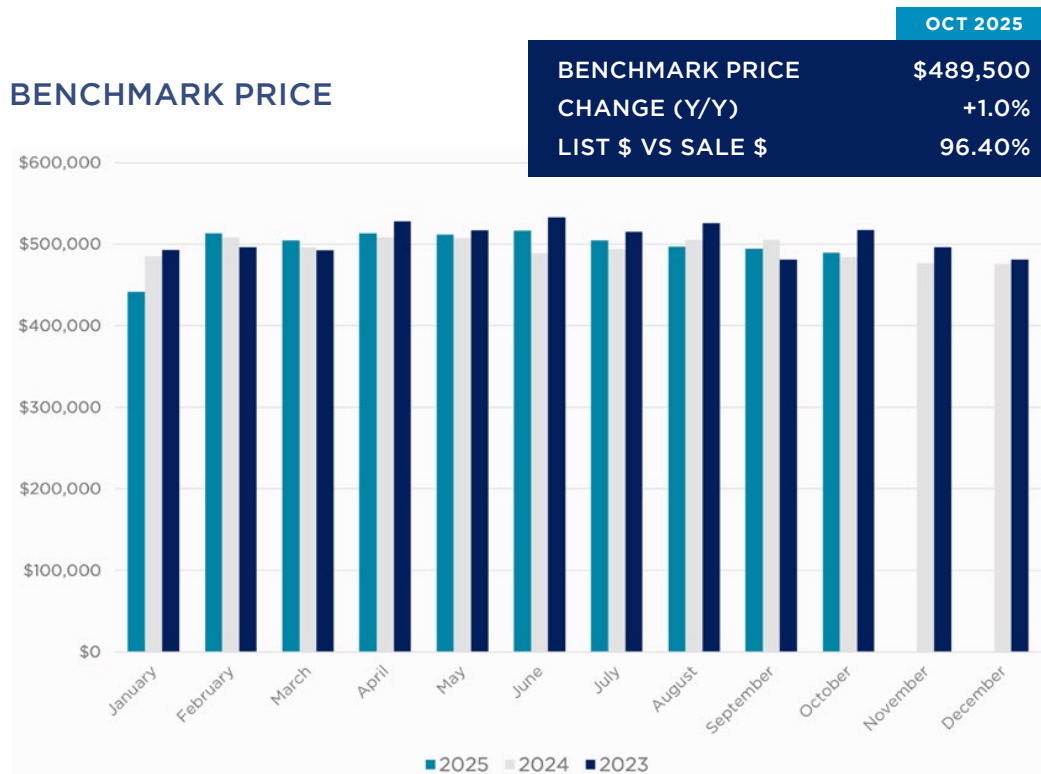
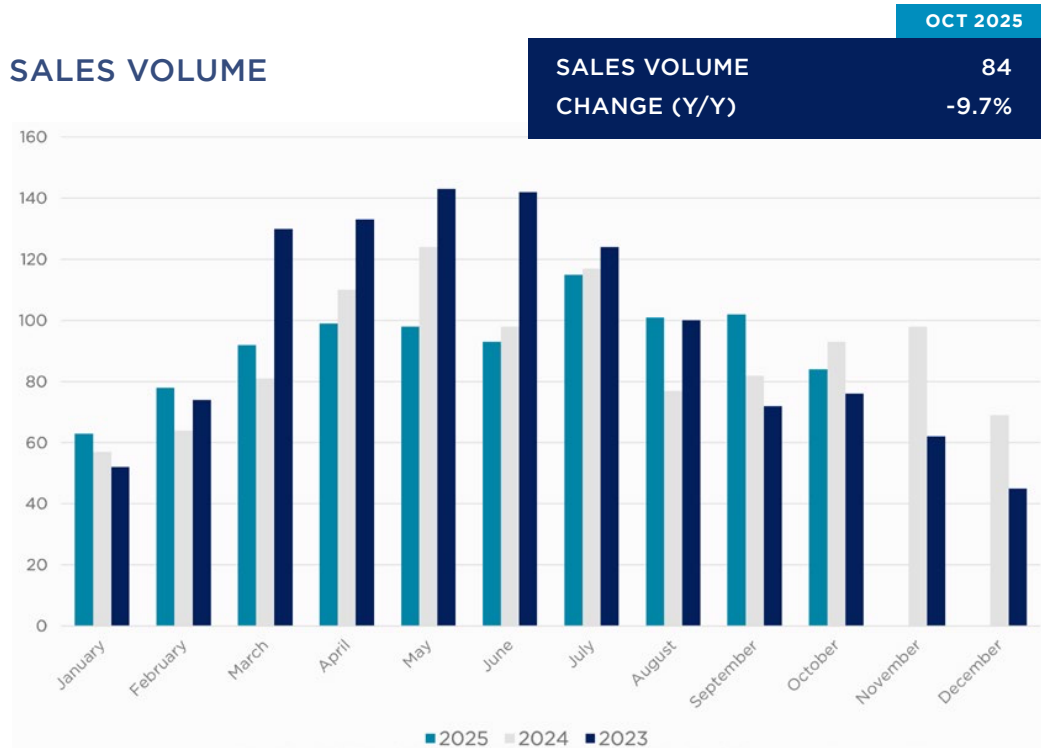


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CONDOS / APARTMENTS

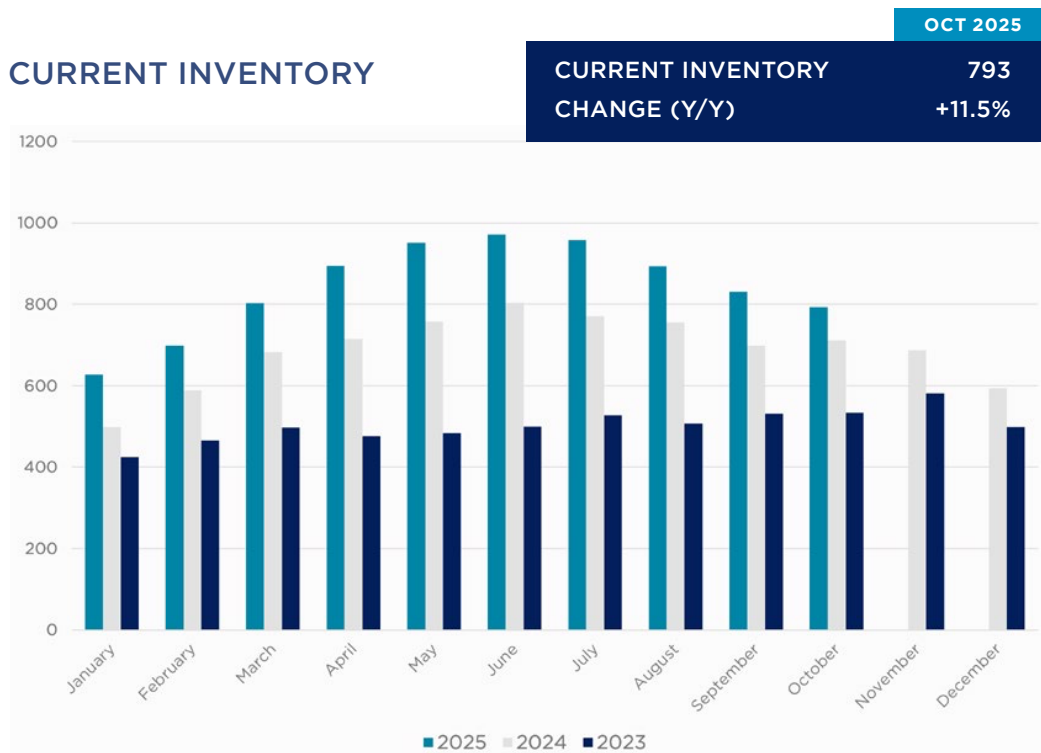
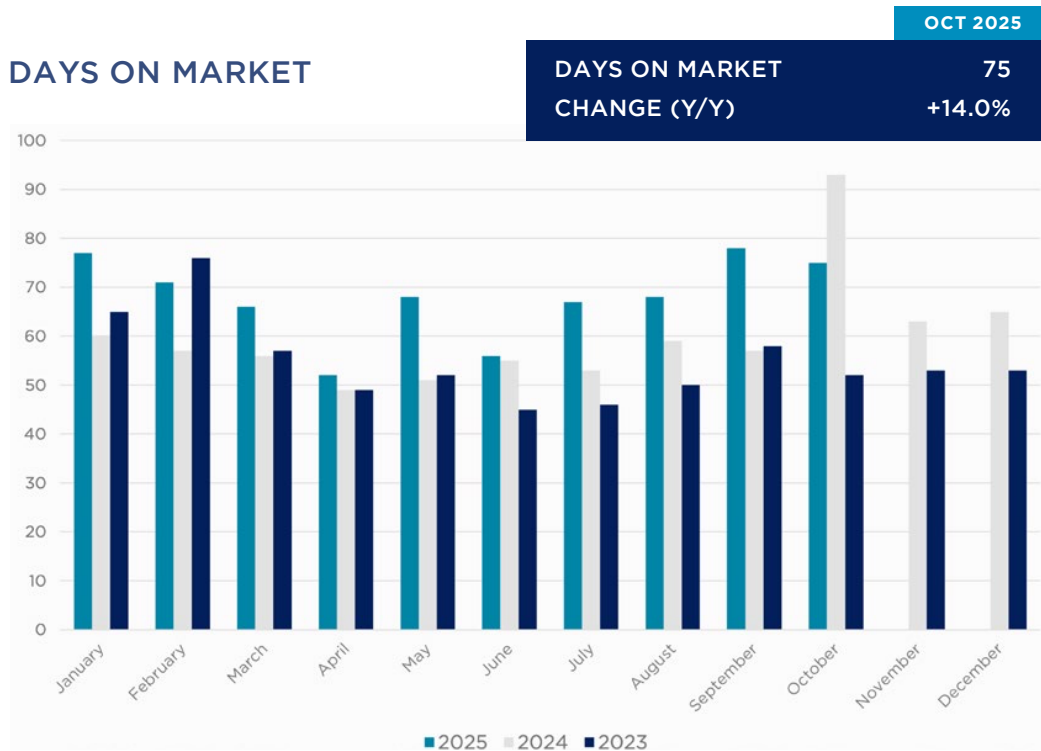


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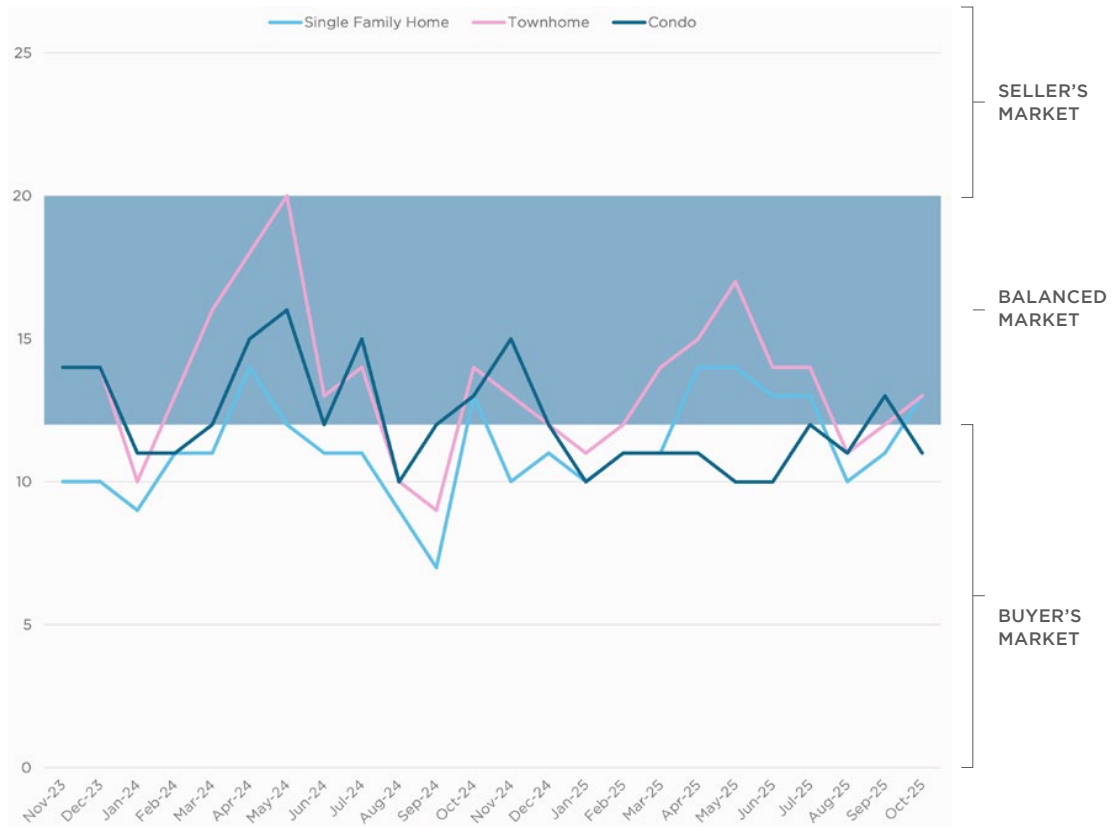
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SALES TO ACTIVE RATIO (%)



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

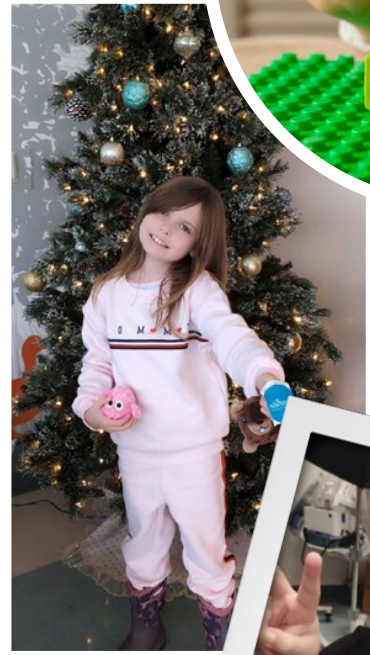
October 2025

	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
Big White	1 0.0%		5 0.0%	\$690,700 ↓ -2.3%	12 ↑ 140.0%	\$460,300 ↑ 1.5%
Black Mountain	8 ↑ 14.3%	\$1,166,600 ↑ 8.2%	1	\$774,800 ↓ -3.8%	0	
Crawford Estates	2 ↓ -33.3%	\$1,348,100 ↑ 9.3%	0		0	
Dilworth Mountain	3 ↑ 200.0%	\$1,141,400 ↑ 6.7%	1 0.0%	\$871,700 ↓ -1.6%	1	\$454,100 ↑ 0.8%
Ellison	1 ↓ -50.0%	\$987,700 ↑ 5.7%	0 ↓ -100.0%	\$658,600 ↓ -6.2%	0	
Fintry	8	\$870,900 ↑ 0.1%	0	\$634,300 ↓ -1.1%	0	\$263,600 ↑ 2.3%
Glenmore	13 ↑ 18.2%	\$969,400 ↑ 6.5%	8 ↑ 33.3%	\$631,900 ↓ -6.6%	2 ↓ -33.3%	\$528,300 ↑ 1.8%
Glenrosa	4 ↓ -33.3%	\$784,000 ↑ 2.9%	0	\$711,500 ↓ -0.2%	0	
Joe Rich	1	\$1,123,100 ↑ 8.7%	0		0	
Kelowna North	3 ↓ -25.0%	\$952,300 ↑ 5.2%	1 ↓ -80.0%	\$743,100 ↓ -4.7%	15 ↑ 25.0%	\$598,500 ↑ 0.2%
Kelowna South	6 0.0%	\$967,300 ↑ 6.9%	2 ↓ -75.0%	\$682,200 ↓ -3.6%	7 ↓ -50.0%	\$483,300 ↓ -1.4%
Kettle Valley	4 ↑ 33.3%	\$1,275,900 ↑ 4.3%	0	\$727,500 ↓ -1.0%	0	
Lake Country East / Oyama	5 0.0%	\$1,101,400 ↑ 8.0%	3	\$688,700 ↓ -2.8%	1 0.0%	\$434,700 ↑ 0.4%
Lake Country North West	5	\$1,398,300 ↑ 8.3%	5 ↑ 400.0%	\$764,500 ↓ -5.3%	1	
Lake Country South West	5 ↓ -37.5%	\$1,077,600 ↑ 7.4%	1 0.0%	\$906,400 ↓ -0.8%	0	
Lakeview Heights	12 ↓ -14.3%	\$1,139,500 ↑ 1.1%	0 ↓ -100.0%	\$938,700 ↓ -1.5%	0 ↓ -100.0%	\$674,600 ↑ 1.7%
Lower Mission	19 ↑ 137.5%	\$1,245,300 ↑ 6.7%	8 ↑ 166.7%	\$761,700 ↓ -1.7%	18 ↑ 5.9%	\$485,100 ↑ 1.5%

NEIGHBOURHOOD SALES

October 2025

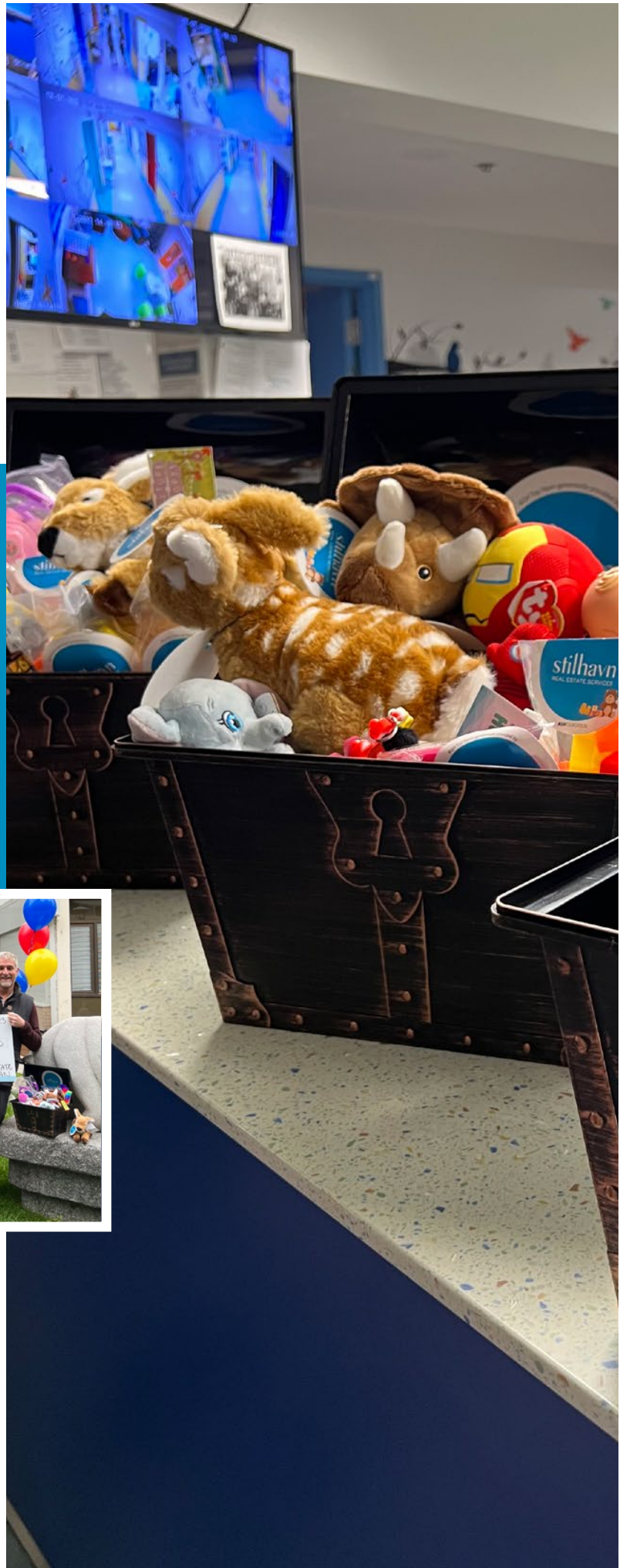
	SINGLE FAMILY		TOWNHOME		CONDO/ APARTMENT	
	Sales	Benchmark Price	Sales	Benchmark Price	Sales	Benchmark Price
McKinley Landing	1 ↓ -75.0%	\$1,202,900 ↑ 9.6%	0 ↓ -100.0%		1 0.0%	
North Glenmore	6 ↓ -14.3%	\$965,900 ↑ 5.3%	6 ↑ 200.0%	\$653,700 ↓ -1.8%	1 ↓ -80.0%	\$448,300 ↓ -0.1%
Peachland	4 ↓ -20.0%	\$961,700 ↑ 1.4%	2 0.0%	\$712,300 ↓ -4.8%	0	\$567,800 ↑ 2.5%
Rutland North	10 ↑ 11.1%	\$815,700 ↑ 8.6%	4 ↑ 300.0%	\$540,500 ↓ -4.3%	6 ↓ -33.3%	\$364,700 ↑ 0.9%
Rutland South	6 ↑ 50.0%	\$804,800 ↑ 6.7%	2 0.0%	\$496,700 ↓ -3.8%	0 ↓ -100.0%	\$384,000 ↑ 1.4%
Shannon Lake	9 ↓ -10.0%	\$977,600 ↑ 1.4%	1 ↓ -66.7%	\$794,900 ↓ -1.0%	1 ↓ -50.0%	\$577,700 ↑ 1.9%
Smith Creek	2 ↓ -50.0%	\$941,400 ↑ 3.9%	0	\$698,600 ↓ -1.4%	0	
South East Kelowna	4 ↑ 100.0%	\$1,213,700 ↑ 9.2%	0	\$954,800 ↓ -4.5%	0	
Springfield/Spall	9 ↑ 28.6%	\$748,100 ↓ -3.0%	1 ↓ -85.7%	\$561,900 ↓ -3.6%	9 ↑ 28.6%	\$488,400 ↑ 1.7%
University District	0 ↓ -100.0%	\$1,056,000 ↑ 6.1%	1 0.0%	\$779,600 ↓ -0.5%	3 ↑ 50.0%	\$437,900 ↑ 0.3%
Upper Mission	6 ↓ -72.7%	\$1,288,100 ↑ 6.5%	0 ↓ -100.0%	\$1,061,300 ↓ -0.4%	1	
West Kelowna Estates	5 ↓ -37.5%	\$978,800 ↑ 1.2%	1	\$864,700 ↑ 0.4%	0	
Westbank Centre	6 ↑ 20.0%	\$676,400 ↑ 0.3%	1 ↓ -66.7%	\$633,200 ↓ -0.7%	5 ↓ -61.5%	\$437,900 ↑ 1.2%
Wilden	3 ↓ -62.5%	\$1,311,400 ↑ 7.1%	1	\$945,600 ↑ 0.1%	0	\$397,300 ↑ 2.6%





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.



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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We would like to acknowledge that we work and live on the traditional, unceded territory of the x̱m̱əθḵəʔəjəm, səllilwatał, Lil'wat, Skwxwú7mesh and Syilx/Okanagan People.

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