

Central Okanagan Market Pulse



Market Snapshot December 2025 vs 2024

As the New Year ushers in fresh beginnings, the Central Okanagan feels especially peaceful. The holiday lights may be coming down, but the warmth of the season lingers in neighbourhood gatherings, mild winter days, and that sense of calm January always seems to bring. It's a wonderful time to pause, reset, and look ahead to what 2026 may have in store for our community and our real estate market.




December wrapped up **2025 with steady activity overall**. Single-family homes continued to be the anchor of the market, ending both the month and the year ahead of 2024 levels. Average sale prices for the month came in higher than last year, suggesting that despite shifting conditions, buyers and sellers are still finding good alignment in this segment. Townhomes also held their own, showing small increases in both monthly and year-to-date sales.

The **condo market, however, told a different story**. December saw fewer condo sales compared to last year, paired with higher inventory levels. This creates a more **competitive environment for sellers and gives buyers additional choice**. These kinds of variations between property types aren't unusual, especially in a region as diverse as ours, but they do remind us that market conditions can vary widely depending on the home style and price range.

Interest rate discussions will continue to be a major influence as we move through the first part of the year. While **no late-2025 changes came from the Bank of Canada**, many are watching for possible adjustments in 2026. Any easing of rates could stir new activity, particularly in entry and mid-level price brackets.

As we step into 2026, there's genuine excitement about the opportunities ahead. Balanced conditions in key segments, evolving economic signals, and a community that continues to grow all set the stage for an interesting year in local real estate.

If you're considering a move this year, or simply want to understand how these trends affect your plans—**your REMAX agent is always ready to help!**

	# OF SALES	AVG. SALE PRICE	DAYS ON MARKET	LIST-TO-SALE PRICE RATIO
 SINGLE-FAMILY	119 ▲ 6%	\$1,094,256 ▲ 4%	70 ▼ 9%	96%
 CONDO	48 ▼ 30%	\$470,671 ▲ 3%	76 ▲ 17%	96%
 TOWNHOME	44 ▲ 10%	\$641,177 ▼ 7%	76 ▲ 6%	97%

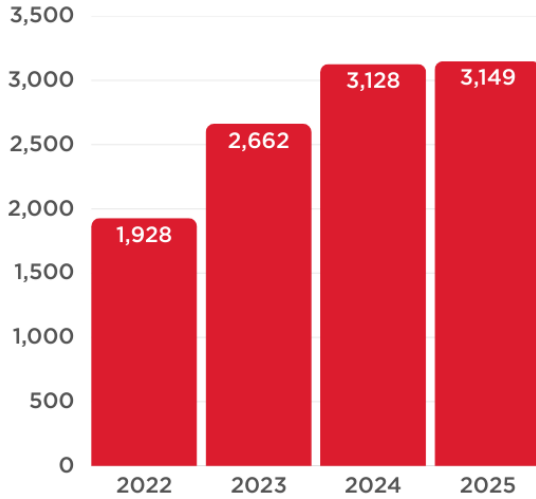


Keith Watts
PERSONAL REAL ESTATE CORPORATION

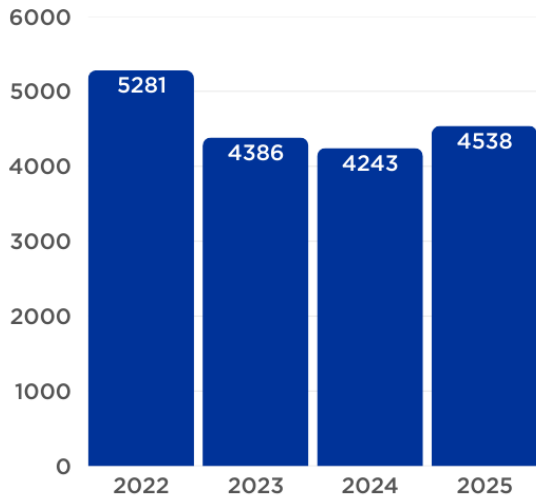
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TOTAL ACTIVE LISTINGS AS OF DECEMBER 31ST



TOTAL SALES YTD



AVERAGE SALES PRICE

CONDO	\$470,671
TOWNHOME	\$641,177
SINGLE-FAMILY	\$1,094,256

SINGLE FAMILY

	December 2024	December 2025
Sales by Month	112	119
Sales Year to Date	1722	1945
Sale Prices by Month	Average: \$1,052,063	\$1,094,256
	Median: \$943,900	\$895,000
Sale Prices Year to Date	Average: \$1,039,699	\$1,082,684
	Median: \$940,000	\$953,500
Units Listed	158	148
Days to Sell by Month - Residential	77	70
Days to Sell Year to Date - Residential	58	59

SALES (YTD)	2024	2025
\$0 - \$499K	24	35
\$500K - \$699K	163	203
\$700K - \$799K	233	262
\$800K - \$899K	327	329
\$900K - \$999K	259	251
\$1M - \$1.49M	537	568
\$1.5M - \$2.99M	162	236
\$3M+	7	13

ACTIVE INVENTORY

Single-Family	Condo	Lot	Townhome
954	687	220	326

MONTHS OF INVENTORY

8	14	73	7
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Buyer's Market:	6+ months
Balanced Market:	4 to 6 months
Seller's Market:	0 to 4 months

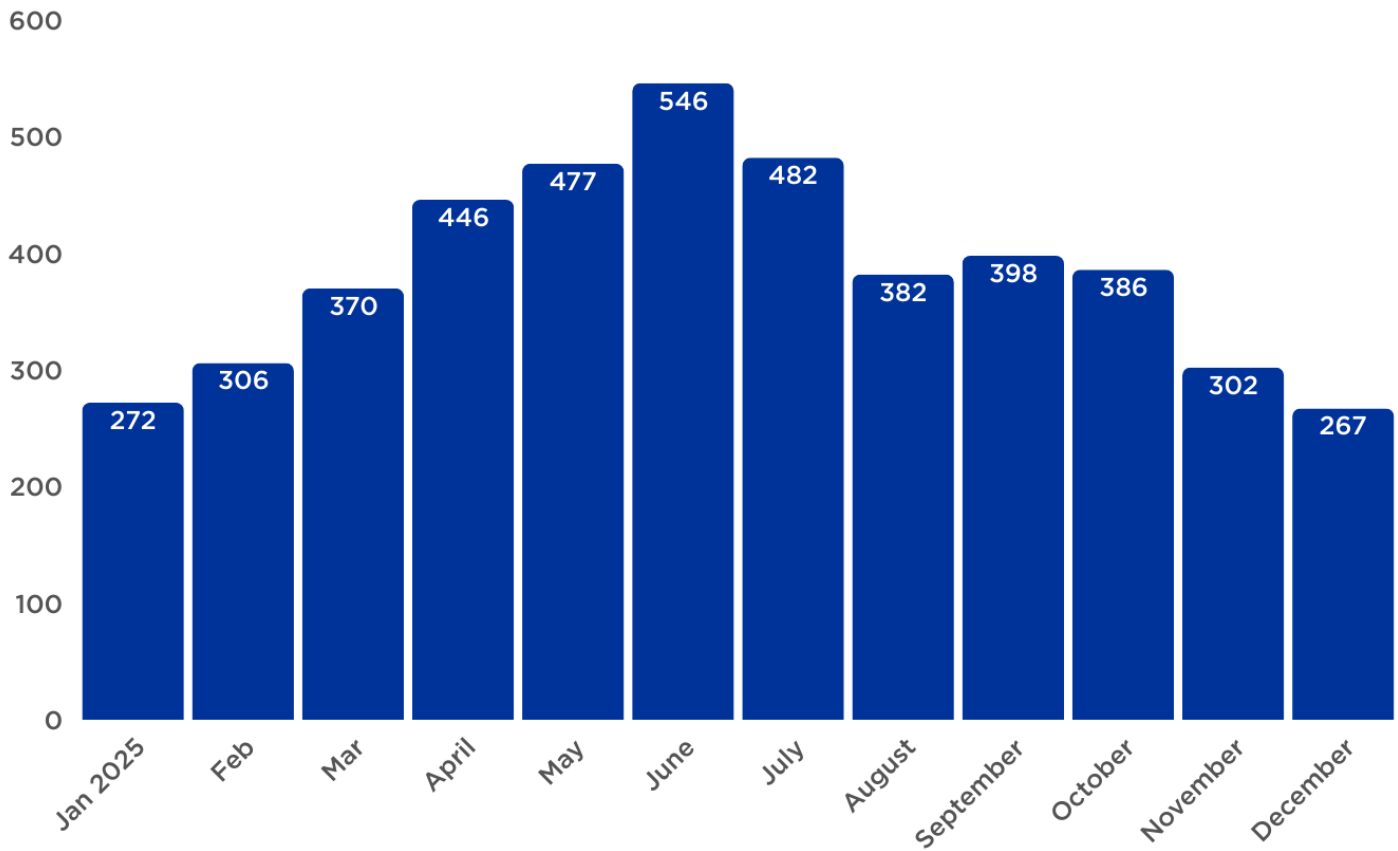
*Graphs outside the red box include all property types.

Not intended to solicit properties currently listed for sale/under contract. Based on MLS® listings as reported by the ASSOCIATION OF INTERIOR REALTORS® dates specified 2022/2023/2024/2025 for Central Okanagan.

RE/MAX Kelowna - an independent member broker.

*Single-family home figures exclude waterfront properties.

TOTAL SALES



AVERAGE SALE PRICE

CURRENT MONTH
2025 VS 2024



SINGLE-FAMILY

\$1,094,256

▲ 4%



CONDO

\$470,671

▲ 3%



TOWNHOME

\$641,177

▼ 7%

LIST TO SALE
PRICE RATIO

96%

96%

97%



EVERY MONDAY / 6 - 8PM
Crib Night at Red Bird!

Shuffle up for Cribbage Night every Monday at Red Bird Brewing—free entry, friendly competition, and fun for all skill levels! Sign up in person 15 minutes early, come solo or with a partner, and play to win spins on our prize wheel. Don't miss it!

Red Bird Brewing
1080 Richter Street, Kelowna



JANUARY 17/ 7:30PM
Dawson Gray Live

Start 2026 with Kelowna's own Dawson Gray—brand-new music, fan favourites, and high-energy country at the Kelowna Community Theatre. Joined by special guest Morgan Griffiths, this hometown show is not to be missed! Tier 1 \$50.66; Tier 2 \$44.62; Tier 3 \$38.59

1375 Water St, Kelowna



JANUARY 27 / 7:30PM
Live Performance: Play Dead

Step into Play Dead by People Watching—a surreal, physical theatre experience blending acrobatics and movement to explore the beautiful, twisted absurdity of everyday life. Bold, dynamic, and darkly funny. Ages 16+. (\$39.96- \$60.00)

Rotary Centre for the Arts
421 Cawston Avenue, Kelowna

JANUARY 7 / 7:05 - 10PM

Kelowna Rockets vs Tri-City Americans

Get fired up as your Kelowna Rockets aim to set things right—face the Tri-City Americans, mix with fans, feel the hits, and enjoy a high-energy night out! Last season stung; this time they're ready. Stop by and cheer them on. Tickets available (\$27) Go Rockets!

Prospera Place
1223 Water Street, Kelowna



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Kelowna
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1391 Ellis Street

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