

Central Okanagan Market Pulse



Market Snapshot February 2026 vs 2025

With Spring Break just around the corner and the days stretching a little longer, there's a sense of energy around the Central Okanagan. Aside from one brief cold snap in February, it has felt like spring for most of the winter, and many homeowners are already thinking ahead to the busier season as we move toward March. And don't forget, we "spring forward" this weekend, so be sure to set your clocks ahead one hour and enjoy the extra evening light.

	# OF SALES	AVG. SALE PRICE	MEDIAN SALE PRICE	DAYS ON MARKET	LIST-TO-SALE PRICE RATIO
SINGLE-FAMILY 	115 ▼ 6%	\$1,025,816 ▼ 10%	\$873,125 ▼ 17%	78 ▲ 10%	95%
CONDO 	74 ▼ 5%	\$497,379 ▼ 2%	\$435,500 ▼ 1%	75 ▲ 5%	96%
TOWNHOME 	45 ▼ 4%	\$759,138 ▲ 1%	\$650,000 ▼ 7%	77 ▲ 51%	97%

February's numbers confirm what we've been feeling on the ground – we are firmly in a buyer's market.

Sales were down year over year across residential homes, condos, and townhomes, both month-to-date and year-to-date. At the same time, prices have softened in most segments, particularly in detached homes. While inventory is slightly lower in some categories compared to last year, it remains more than sufficient relative to current demand. **The clearest signal? Days on market have risen substantially across all property types.**

Buyers are taking their time. They have choice, negotiating power, and fewer competitive situations. Borrowing costs have stabilized compared to last year, but buyers remain highly rate-sensitive and cautious in their decision-making. Broader economic uncertainty continues to influence confidence. **Well-priced and well-prepared homes are still selling**, but the gap between strategic listings and aspirational pricing is widening. For sellers, this means **thoughtful pricing and strong presentation are essential**. For buyers, this market offers opportunity, particularly for those who are financially prepared and looking to negotiate.

As we move toward the spring market, we'll be watching closely to see whether increased seasonal activity brings renewed momentum or whether buyer caution continues to shape conditions. **If you're considering buying or selling in 2026, early planning and sound advice matter more than ever.** The market is moving, just at a different pace than we've seen in recent years. For specific information about your neighbourhood or property type, **reach out to your local REMAX agent** for tailored advice and up-to-date insights.



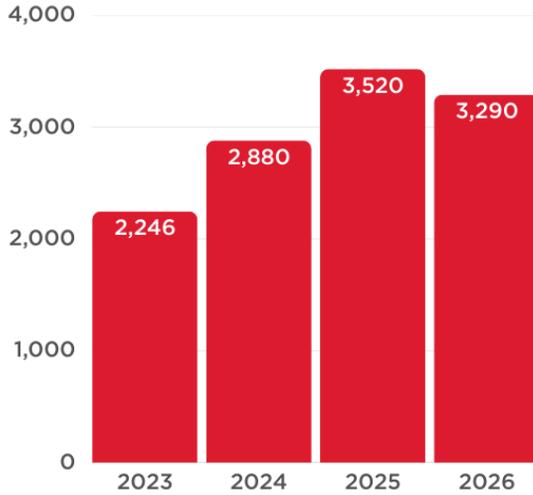
Keith Watts

PERSONAL REAL ESTATE CORPORATION

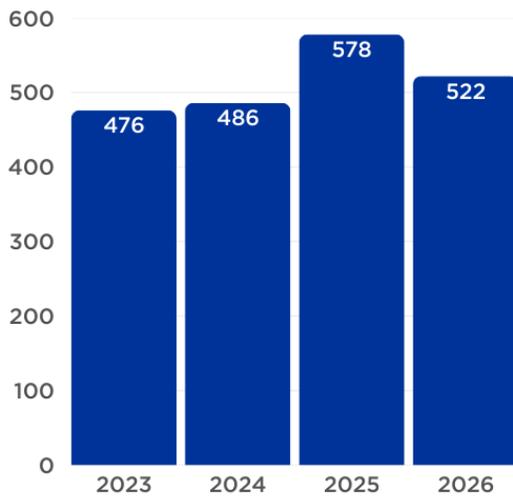
250.864.4241
keithwatts17@gmail.com
www.keithpwatts.com



TOTAL ACTIVE LISTINGS AS OF FEBRUARY 28TH



TOTAL SALES YTD



MEDIAN SALES PRICE

SINGLE-FAMILY	\$873,125
CONDO	\$435,500
TOWNHOME	\$650,000

SINGLE FAMILY

	February 2025	February 2026
Sales by Month	122	115
Sales Year to Date	232	206
Sale Prices by Month	Average: \$1,145,058	\$1,025,816
	Median: \$1,047,500	\$873,125
Sale Prices Year to Date	Average: \$1,089,561	\$1,030,560
	Median: \$977,450	\$910,000
Units Listed	402	362
Days to Sell by Month - Residential	71	78
Days to Sell Year to Date - Residential	73	79

SALES (YTD)	2025	2026
\$0 - \$499K	10	10
\$500K - \$699K	57	47
\$700K - \$799K	53	78
\$800K - \$899K	107	78
\$900K - \$999K	98	88
\$1M - \$1.49M	260	196
\$1.5M - \$2.99M	147	136
\$3M+	12	11

ACTIVE INVENTORY

Single-Family	Condo	Lot	Townhome
1045	705	290	355

MONTHS OF INVENTORY

9	10	36	8
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Buyer's Market: 6+ months
Balanced Market: 4 to 6 months
Seller's Market: 0 to 4 months

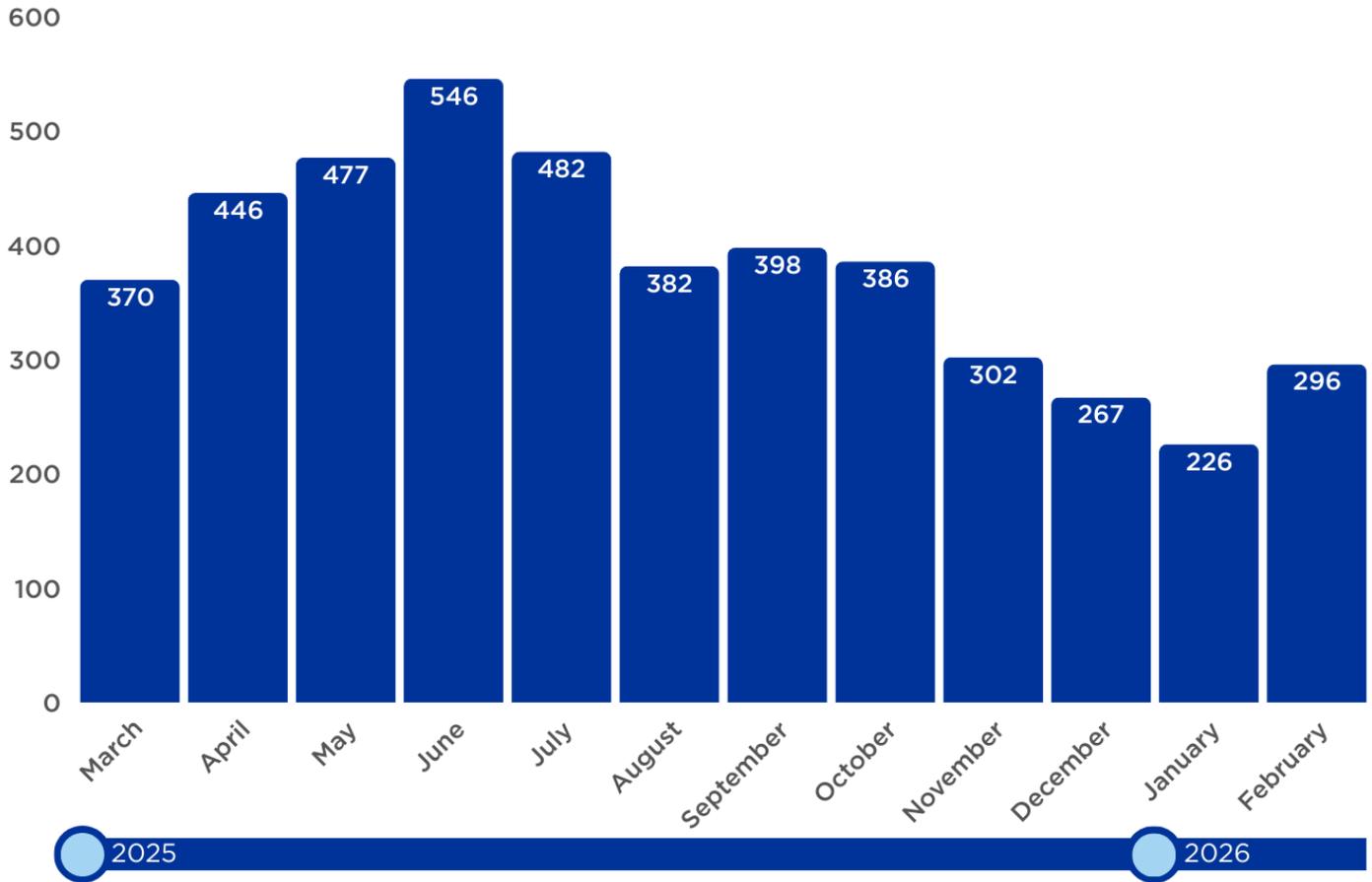
*Graphs outside the red box include all property types.

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 2023/2024/2025/2026 for Central Okanagan.

RE/MAX Kelowna - an independent member broker.

*Single-family home figures exclude waterfront properties.

TOTAL SALES



AVERAGE SALE PRICE

CURRENT MONTH
2026 VS 2025



SINGLE-FAMILY

\$1,025,816

▼ 10%



CONDO

\$497,379

▼ 2%



TOWNHOME

\$759,138

▲ 1%

LIST TO SALE
PRICE RATIO

95%

96%

97%

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MARCH 13 / 8-10PM

Comedy with Chris Griffin

Get ready for a night of unforgettable stories and nonstop laughs as Chris Griffin takes the stage. Fresh off his 2024 special Words Have Consequences, this award-winning comic turns wild moments into razor-sharp comedy. Big energy and bold storytelling. (\$35)

Crown & Thieves
3887C Brown Rd, West Kelowna



MARCH 20 / 6-8PM

Okanagan Sax - Live Show

Turn up the vibe with an electrifying night of live sax as Okanagan Sax takes over. From smooth, soulful melodies to high-energy jazz riffs, every set is pure atmosphere and emotion. Feel the rhythm and let the music move you. (FREE!)

Habibi Tapas Gill
1886 Dayton Street, Kelowna



MARCH 29 / 4-6PM

Slow Burn Sunday

Ditch the pressure and lean into connection at Slow Burn Sunday. No timers, no awkward rotations — just warm lighting, real conversation — and space to let chemistry build naturally. Relaxed, intentional, and full of possibility (\$40)

Porter's Kelowna
#101-1851 Kirschner Rd, Kelowna

MARCH 6 / 7:05PM

Kelowna Rockets vs Vancouver Giants

The Vancouver Giants are back in Kelowna for their penultimate showdown of the season. This BC Division rivalry is sure to make waves, so stop on by to watch as the earth trembles and the Rockets fire away! (\$27)

Prospera Place
1223 Water Street, Kelowna



REMAX
Kelowna
CENTRAL OFFICE

250.717.5000
#100-1553 Harvey Ave

REMAX
Kelowna
WESTSIDE

250.768.3339
#103-2205 Louie Drive

REMAX
Kelowna
DOWNTOWN

250.868.3602
1391 Ellis Street

REMAX
Kelowna
BIG WHITE

250.491.9797
#46-5350 Big White Road