




Central Okanagan Market Pulse



Market Snapshot March 2026 vs 2025

April has arrived in the Central Okanagan, bringing that fresh spring energy we've all been waiting for. While it's still been a little cooler, flowers are beginning to bloom and trees are starting to bud, and with Easter just around the corner, many are starting to trade in their skis for golf clubs as the season begins to shift.

	# OF SALES	AVG. SALE PRICE	MEDIAN SALE PRICE	DAYS ON MARKET	LIST-TO-SALE PRICE RATIO
 SINGLE-FAMILY	160 ▲ 8%	\$1,033,292 ▼ 7%	\$934,163 ▼ 9%	56 -	97%
 CONDO	104 ▲ 13%	\$443,900 -	\$421,967 ▲ 2%	81 ▲ 23%	97%
 TOWNHOME	62 ▲ 2%	\$780,184 ▲ 4%	\$724,500 ▲ 1%	60 ▲ 13%	97%

That same **energy** is starting to show up in our real estate market. March brought a noticeable **uptick in sales compared to last year**, particularly in single family homes, signaling that **buyers are stepping back in** after a quieter start to the year. While year to date numbers are still slightly behind 2025, the gap is narrowing and momentum is building as we head further into the spring market.

Pricing continues to adjust across the board. Both **average and median prices have softened** compared to last year, most notably in the single-family segment, while condos and townhomes have held relatively steady with only minor shifts. This recalibration is helping to bring more balance to the market, giving buyers a bit more confidence and room to engage.

On the supply side, **new listings are down** and overall **inventory remains lower** than this time last year. That combination, fewer homes available alongside improving demand, is creating selective competition, particularly for properties that are well priced and show well. At the same time, **homes are taking longer to sell**, reinforcing that buyers are being thoughtful, informed, and in no rush to make decisions.

Interest rates and broader economic factors are still influencing behaviour, but there's a growing sense that buyers and sellers alike are adapting. Rather than waiting on the sidelines, many are choosing to move forward with a **clearer understanding of today's market conditions**.

All in all, this spring feels more active, more balanced, and full of opportunity. Whether you're thinking about making a move or simply curious about where things are heading, it's a great time to start the conversation. As always, **reach out to your local REMAX agent**, we're here to help guide you every step of the way.

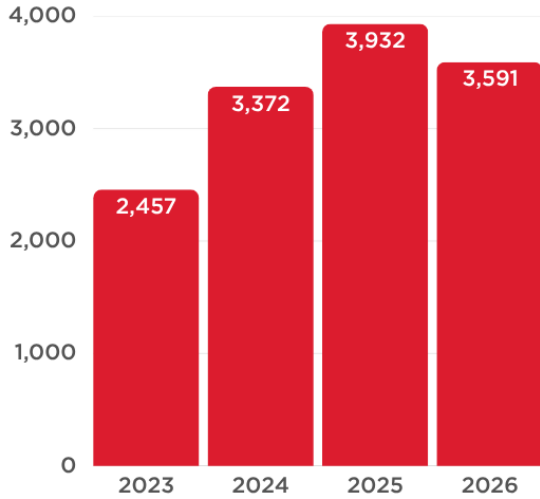


Keith Watts
PERSONAL REAL ESTATE CORPORATION

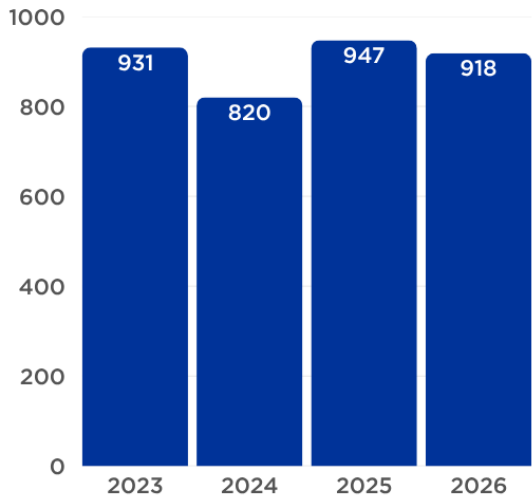
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TOTAL ACTIVE LISTINGS AS OF MARCH 31ST



TOTAL SALES YTD



MEDIAN SALES PRICE

SINGLE-FAMILY	\$920,000
CONDO	\$423,933
TOWNHOME	\$685,000

SINGLE FAMILY

	March 2025	March 2026
Sales by Month	148	160
Sales Year to Date	380	365
Sale Prices by Month	Average: \$1,113,003	\$1,033,292
	Median: \$1,025,000	\$934,163
Sale Prices Year to Date	Average: \$1,098,691	\$1,031,758
	Median: \$988,000	\$920,000
Units Listed	1359	1139
Days to Sell by Month - Residential	56	56
Days to Sell Year to Date - Residential	66	69

SALES (YTD)	2025	2026
\$0 - \$499K	6	8
\$500K - \$699K	42	28
\$700K - \$799K	46	67
\$800K - \$899K	56	61
\$900K - \$999K	41	57
\$1M - \$1.49M	120	93
\$1.5M - \$2.99M	54	37
\$3M+	2	1

ACTIVE INVENTORY

Single-Family	Condo	Lot	Townhome
1139	756	236	389

MONTHS OF INVENTORY

7	7	6	6
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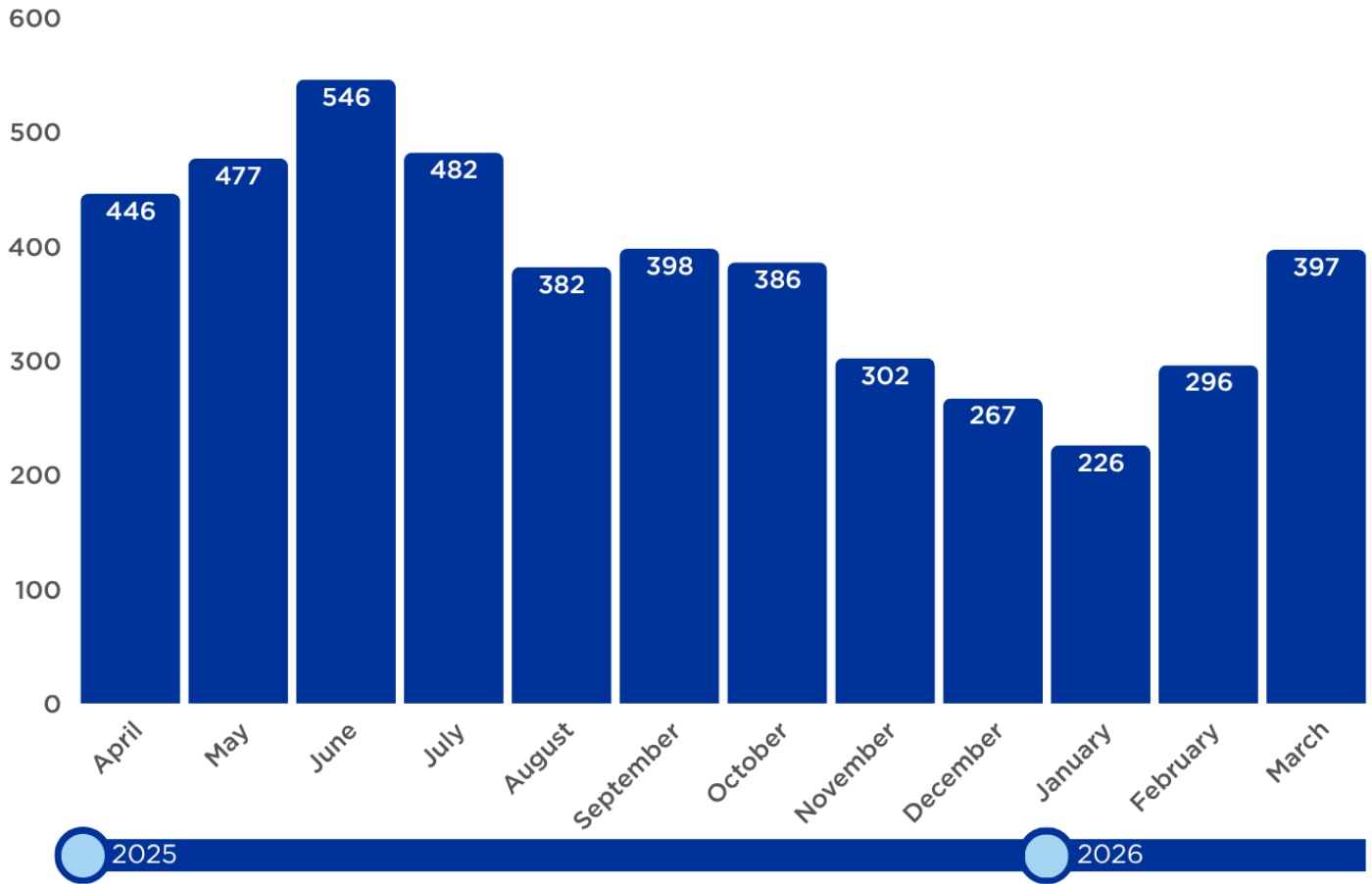
*Graphs outside the red box include all property types.
Not intended to solicit properties currently listed for sale/under contract. Based on MLS® listings as reported by the ASSOCIATION OF INTERIOR REALTORS® dates specified 2023/2024/2025/2026 for Central Okanagan.

RE/MAX Kelowna - an independent member broker.

*Single-family home figures exclude waterfront properties.

Buyer's Market: 6+ months
Balanced Market: 4 to 6 months
Seller's Market: 0 to 4 months

TOTAL SALES



AVERAGE SALE PRICE

CURRENT MONTH
2026 VS 2025



SINGLE-FAMILY

\$1,033,292

▼ 7%



CONDO

\$443,900

-



TOWNHOME

\$780,184

▲ 4%

LIST TO SALE
PRICE RATIO

97%

97%

97%

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APRIL 11-12 / 10AM-4PM

Kelowna Spring Market 2026

Spring is almost here, and the 10th annual Craft Culture Spring Market is back in Kelowna! Bring the whole family to explore 130+ artisan vendors, shop unique handmade goods, and discover one-of-a-kind finds. (\$5)

Kelowna Curling Club
551 Recreation Avenue, Kelowna



APRIL 18 / 4-10PM

Art for Impact: An Okanagan Fine Art Auction

Art for Impact 2026 is back for an inspiring evening of art and community. Explore local artwork, connect with others, and place a bid that helps support our unhoused neighbours.

KF Centre for Excellence
5800 Lapointe Drive, Kelowna



APRIL 25-26 / 10AM-4PM

Kelowna Boat Show

One of the Okanagan's biggest boating events is back! The Kelowna Boat Show returns to the waterfront with 150+ boats on display, plus fun for the whole family. Explore the clubhouse, enjoy special features, and support youth sailing with entry by donation.

Kelowna Yacht Club
1370 Water Street, Kelowna



APRIL 4 / 9PM

Dion Timmer

Come see this Dutch-born electronic producer live in Kelowna for a night of sound and energy. His immersive mix of funky music and unique experiences will keep the crowd moving, so don't miss this electrifying tour! (\$46-68)

Prospera Place
1383 Ellis St, Kelowna

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