

# NEWSLETTER

MARCH 2025

## The Benefits of Listing Your Home in the Spring

Spring is one of the most active times in the real estate market. If you're considering selling, here's why March through June is often an ideal time to list:

### Increased Buyer Activity

Many buyers enter the market in spring after spending the winter researching, planning, and assessing their finances.

### Stronger Curb Appeal

Trees start budding, flowers begin blooming, and properties look their best. A well-presented home stands out more in spring than in winter.

### Faster Sales Timeline

Historically, homes listed in spring sell faster than in other seasons due to higher demand.

### Better Market Pricing

With more buyers competing for available homes, sellers often see stronger offers compared to quieter seasons.

### A Smooth Transition for Families

Many families aim to move in the summer to avoid mid-school-year disruptions, making spring an ideal time to list.

Spring often brings more market activity and buyer interest, but the best time to sell depends on local trends, your home, and your goals. If you're thinking about listing, let's chat about the right timing for you.



## MARCH Maintenance Tips

- Inspect your roof and gutters. Look for loose shingles or debris buildup.
- Dust ceiling fan blades. Reverse direction to improve air circulation.
- Inspect window screens and repair or replace as necessary.
- Freshen up balconies and decks. Give surfaces a quick clean to prep for spring.



## Did you know?

**March is the perfect time to start seeds indoors for vegetables like tomatoes, peppers, and herbs.**

Giving them a head start now means they'll be strong and ready for outdoor planting when the Okanagan's growing season kicks off in May!

122 HOMES SOLD	\$1,144,973 MEDIAN SALE PRICE	9 MONTHS OF INVENTORY
71 AVG. DAYS ON MARKET	96.88% SALE PRICE TO LIST PRICE RATIO	232 TOTAL # OF SALES 2025

Stats: February 2025 - Central Okanagan Source: Association of Interior REALTORS®  
 Note: this representation is based in whole or in part on data generated by the Association of Interior REALTORS®, which assumes no responsibility for its accuracy.



### March Mindset: The Season of Small Wins

March is a season of almos. Almost spring. Almost warm. Almost time for something new. It can feel like a month of waiting, but what if it was a month of small wins instead?

#### Celebrate Progress Over Perfection

Spring cleaning, organizing, or starting new habits does not have to be overwhelming. Take one small step. Decluttering one drawer or setting a 10-minute timer for a task is still progress.

#### Reignite Your Energy

If winter left you feeling sluggish, find something fresh to focus on. A new podcast, a short morning walk, or rearranging a room can create momentum.

#### Chase the Light

Longer days are here. Step outside at golden hour, drive with the windows down, or start your morning with natural light.

#### Infuse Spring Flavors

It is not quite fresh produce season, but bright flavors like lemon, mint, or fresh herbs can add that first taste of spring.

#### Plan, but Don't Rush

There is no need for an all-at-once transformation. Make space for small shifts, whether in your mindset, home, or daily routine.



### Around Town

- **March 8-9** | A Kewl Spring is Almost Here Market, Westbank Lions Community Hall, West Kelowna
- **March 15** | St. Patrick's Day Party, Hotel Eldorado, Kelowna
- **March 16-23** | Kelowna International Fringe Festival, Kelowna Community Theatre, Kelowna
- **March 29-30** | Kelowna Spring Home Show, MNP Place, Kelowna

*"There are always flowers for those who want to see them."  
 – Henri Matisse*



**Kara Stephens**  
 REALTOR®

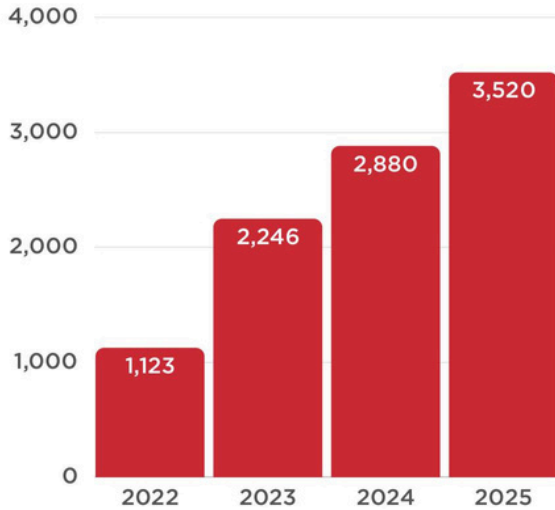
Phone 250.859.4891  
 Email kara@karastephens.ca  
 Web karastephens.ca

100-1553 Harvey Ave  
 Kelowna, BC, V1Y6G1

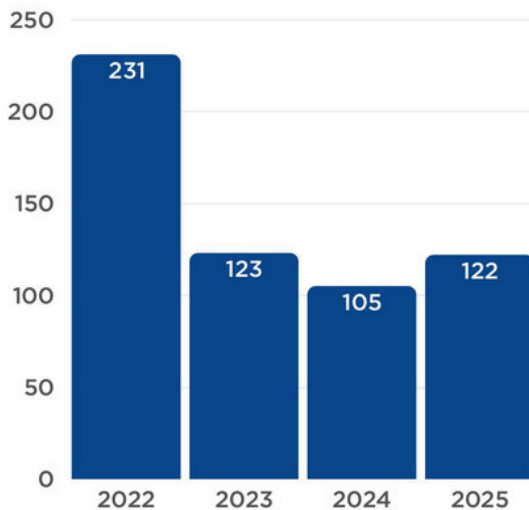
**RE/MAX**  
**Kelowna**  
Each Office Independently Owned and Operated

# CHOOSE WISELY. CHOOSE RE/MAX®

## FEBRUARY ACTIVE LISTINGS



## FEBRUARY SALES



## AVERAGE SALES PRICE

LOTS	\$268,111
CONDOS	\$506,243
TOWNHOME	\$752,338
RESIDENTIAL	\$1,144,973

## Central Okanagan Monthly Statistics as Reported by the ASSOCIATION OF INTERIOR REALTORS® - FEBRUARY 2025

Single Family	Feb 2024	Feb 2025
Sales by Month	105	122
Sales Year to Date	183	232
Sale Prices by Month	Average: \$1,035,940	\$1,144,973
	Median: \$944,250	\$1,047,500
Sale Prices Year to Date	Average: \$1,031,924	\$1,089,516
	Median: \$920,000	\$975,000
Units Listed	350	402
Days to Sell by Month - Residential	75	71
Days to Sell Year to Date - Residential	75	73

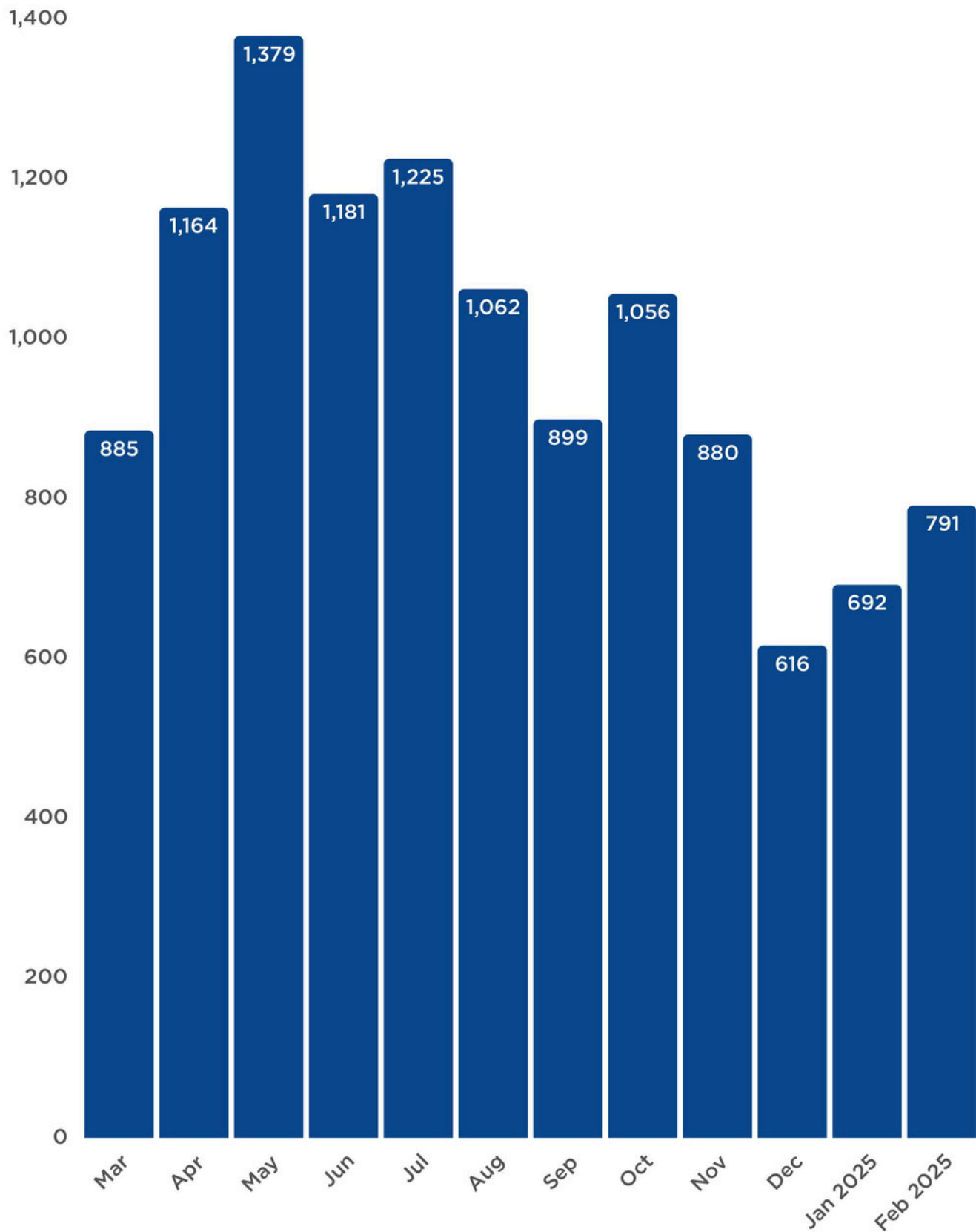
Price Range	Feb 2024	Feb 2025
\$0 - \$499K	3	3
\$500K - \$699K	20	24
\$700K - \$799K	28	29
\$800K - \$899K	35	37
\$900K - \$999K	25	28
\$1M - \$1.49M	53	74
\$1.5M - \$2.99M	19	29
\$3M+	0	1

## ACTIVE INVENTORY

Residential	Condo	Lots	Townhomes
1,156	699	349	392

# Last 12 months - Monthly Sales

CENTRAL OKANAGAN 2024 - 2025





# AVERAGE SALE PRICE

CURRENT MONTH  
2025 VS 2024



SINGLE-FAMILY

**\$1,144,973**

▲ 11%



TOWNHOME

**\$752,338**

▲ 12%



CONDO

**\$506,243**

▲ 8%



LOT

**\$268,111**

▼ 29%