

NEWSLETTER

OCTOBER 2025

Simple Details That Make a Home Feel Elevated

Lighting

Use warm white (2700-3000K) bulbs throughout your home for a softer, more welcoming glow. Add lamps or wall sconces to layer light instead of relying only on overhead fixtures.

Hardware

Swap dated handles, hinges, and vent covers for clean, matte finishes. Check for squeaky doors or loose knobs; quiet, sturdy touchpoints always make a home feel more refined.

Simplicity

Tidy cords, store items neatly, and keep surfaces intentional. Visual calm gives every room a sense of ease.

Texture

Layer natural materials like linen, wood, or stone. Mixing soft and solid textures adds depth and comfort without feeling overdone.

Scent

Choose one subtle scent, such as something fresh, woody, or citrus based, and keep it consistent. A unified scent makes a space feel intentional.

Upkeep

Fresh caulking, clean baseboards, and smooth-closing doors go further than most décor changes.



Holiday Punch

If you're hosting or just keeping things cozy at home this long weekend, here's a simple family favourite I make every Thanksgiving. It comes together in just a couple minutes, and disappears quickly.

You'll need:

- 1 bottle of fruit punch (chilled)
- 1 bottle of Sprite or 7-up (chilled)
- 1 tub of rainbow sherbert

In a large bowl or drink dispenser, combine equal parts fruit punch and Sprite. Scoop sherbet on top just before serving. Add frozen cranberries or orange slices if you'd like to make it look extra festive!



"The art of life lies in a constant readjustment to our surroundings."
— Kakuzō Okakura

157 HOMES SOLD	\$1,060,499 AVG. SALE PRICE	9 MONTHS OF INVENTORY
61 AVG. DAYS ON MARKET	97% SALE PRICE TO LIST PRICE RATIO	1,522 TOTAL # OF SALES 2025

Stats: September 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.



Around Town

- **October 11** | Fall Fest Outdoor Market and Live Music, Grizzli Winery West Kelowna 2-6pm
- **October 25** | Spooktacular Halloween Party, Peachland Community Centre 5-7pm
- **Fridays-Mondays in October** | Don-O-Ray Haunted Adventure Park, 3443 Benvoulin Road, Kelowna 10am-5pm
- **Wednesdays-Sundays in October** | U-Pick Pumpkin Tours, Davison Orchards, Kelowna 10am-4pm

The Overlooked Step That Strengthens Every Listing

WHY SMALL SIGNS OF CARE OFTEN MAKE THE BIGGEST IMPACT ON BUYERS

When preparing to sell, most people focus on the obvious- *cleaning, decluttering, and making things look their best*. But one important step is often missed: *checking the systems and small details* that show how a home has been cared for.

Buyers don't just see what's new; *they notice how a home functions*. Windows that open easily, *a furnace that's recently serviced*, outlets that work, and doors that close quietly all signal *good maintenance*.

These things rarely show up in photos, but *they make a strong impression during showings and inspections*. A home that feels solid and well-kept helps buyers feel confident, and that *confidence often leads to stronger offers*.

LOCAL GEM

Komorebi Cafe & Healing Art Studio

102 - 604 Cawston Ave
Kelowna



Located in Kelowna's Cultural District, Komorebi Café is a peaceful, nature-inspired café serving authentic matcha and hojicha drinks, soft-serve ice cream, and light pastries. The plants, natural light, and cozy atmosphere make it an easy spot to slow down for a while.

Did you know?

BC homeowners may qualify for rebates on energy-efficient upgrades through programs from **CleanBC**, **BC Hydro**, and **FortisBC**. Eligible improvements include **heat pumps, windows, insulation, and doors**.

Visit betterhomesbc.ca for full program details and eligibility.



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




Central Okanagan Market Pulse



Market Snapshot August 2025 vs 2024

September has arrived with a twist!

While mornings hint at autumn, the afternoons have been more like mid-summer, with temperatures soaring! Families are settling back into school routines, and with Labour Day just behind us and Thanksgiving on the horizon, it's a season of both reflection and fresh starts, an ideal time for buyers and sellers to **reassess their real estate goals** before the year's end.

	# OF SALES	AVG. SALE PRICE	DAYS ON MARKET	LIST-TO-SALE PRICE RATIO
 SINGLE-FAMILY	157 ▲ 7%	\$1,097,131 ▲ 9%	58 ▲ 2%	97%
 CONDO	101 ▲ 31%	\$458,781 -	68 ▲ 15%	97%
 TOWNHOME	61 ▲ 4%	\$699,379 ▼ 3%	56 ▲ 25%	98%

In the Central Okanagan, August showed a market that's active but adjusting. **Residential home sales rose modestly** compared to last year, with a 7% increase. **Condo sales saw even stronger growth, up 31% year-over-year**, while townhouses held steady with a slight 4% bump. This suggests that more buyers are exploring condo living, perhaps drawn by relative affordability or lifestyle flexibility.

Looking at prices, the **average cost of a single-family home in August reached just over \$1.09 million - up 9%** compared to the same month last year. **Condos averaged \$458,781**, holding steady, while **townhomes averaged \$699,379**, down about 3%. These figures highlight how single-family homes are still commanding strong values, while attached properties are seeing some price adjustments as buyers weigh affordability and options.

Inventory tells the broader story. Single-family inventory eased 7% from last year, but **condo inventory surged 18%**, and townhomes dipped slightly by 4%. With days on market lengthening across all segments - 58 for single-family, 68 for condos, and 56 for townhomes - the **region remains firmly in a buyer's market**. This gives purchasers more time, choice, and leverage, while sellers are wise to price with today's realities in mind.

As fall unfolds, broader economic signals, particularly interest rates, will continue to influence activity. Buyers are staying attentive to borrowing costs, and sellers who remain flexible are most likely to see results. If you're considering making a move, now is an excellent time to explore your options. For tailored advice on your specific situation, reach out to your local **RE/MAX agent** - we're here to help you navigate with confidence!



Kara Stephens
REALTOR®

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

100-1553 Harvey Ave
Kelowna, BC, V1Y6G1

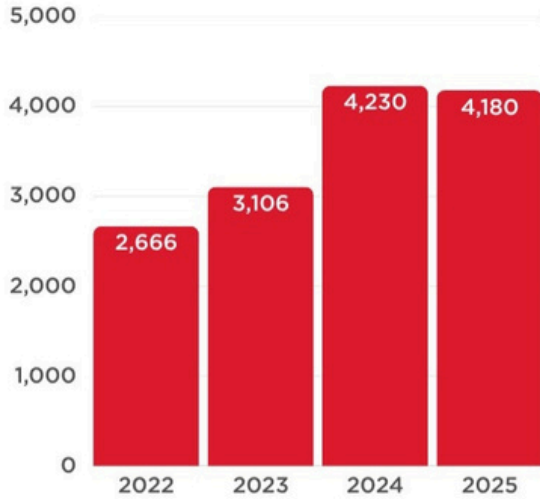
RE/MAX
Kelowna
Each Office Independently Owned and Operated

Central Okanagan Monthly Analysis

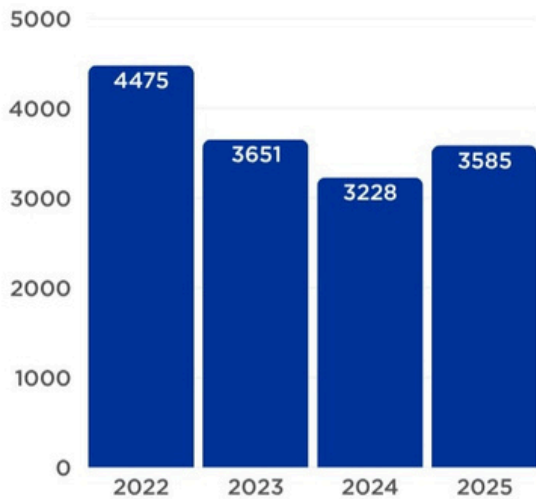
September 2025



TOTAL ACTIVE LISTINGS AS OF SEPTEMBER 30TH



TOTAL SALES YTD



AVERAGE SALES PRICE

LOTS	\$405,580
CONDO	\$501,619
TOWNHOME	\$845,372
SINGLE-FAMILY	\$1,060,499

SINGLE FAMILY

	September 2024	September 2025
Sales by Month	117	157
Sales Year to Date	1313	1522
Sale Prices by Month	Average: \$1,050,830	\$1,060,499
	Median: \$955,500	\$925,000
Sale Prices Year to Date	Average: \$1,035,062	\$1,088,754
	Median: \$942,000	\$970,000
Units Listed	453	458
Days to Sell by Month - Residential	56	61
Days to Sell Year to Date - Residential	55	57

SALES (YTD)	2024	2025
\$0 - \$499K	21	24
\$500K - \$699K	122	147
\$700K - \$799K	171	202
\$800K - \$899K	250	245
\$900K - \$999K	201	204
\$1M - \$1.49M	417	464
\$1.5M - \$2.99M	119	185
\$3M+	5	11

ACTIVE INVENTORY

Single-Family	Condo	Lot	Townhome
1,452	831	267	427

MONTHS OF INVENTORY

9	8	33	8
---	---	----	---

*Graphs outside the red box include all property types.

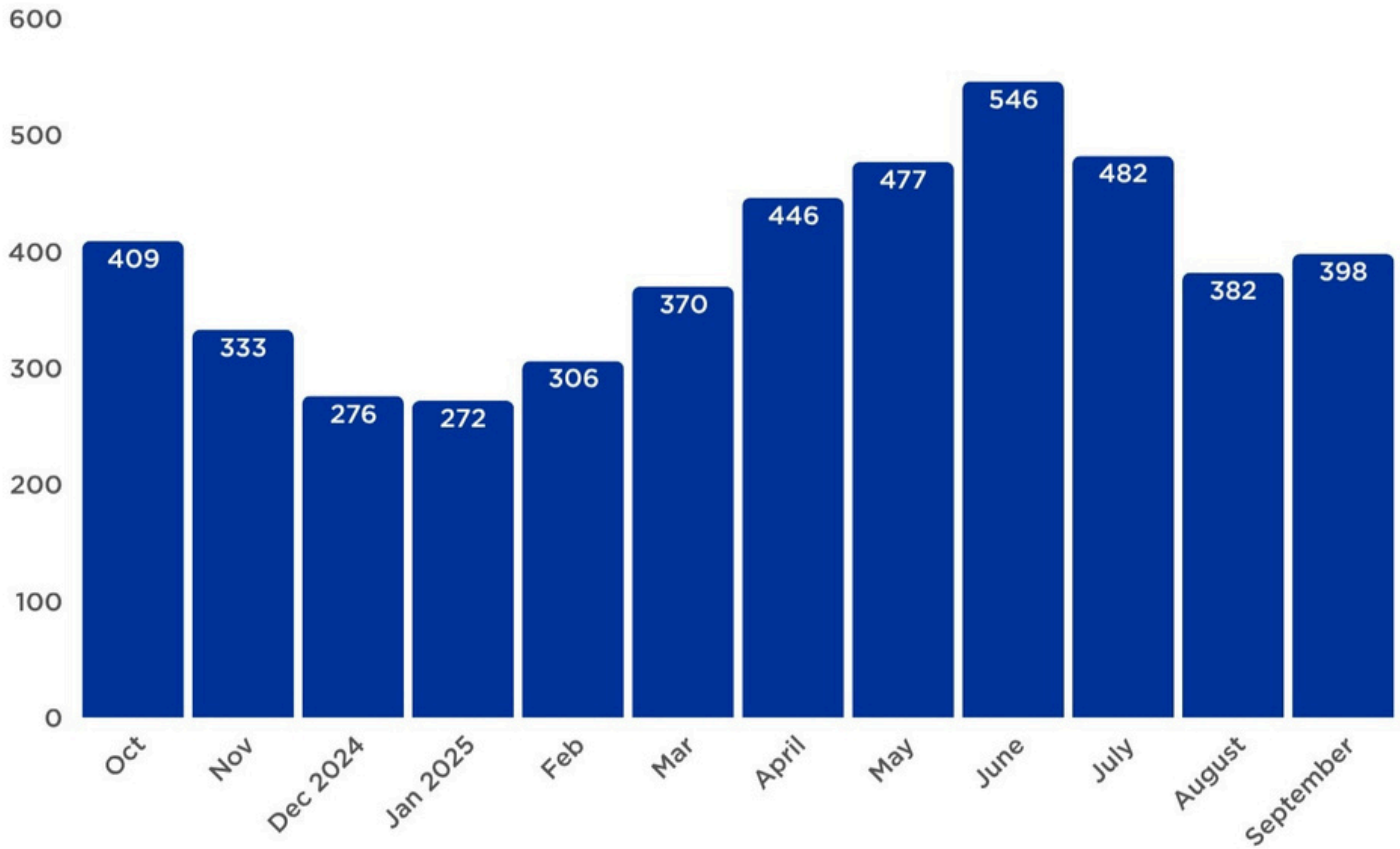
Not intended to solicit properties currently listed for sale/under contract. Based on MLS® listings as reported by the ASSOCIATION OF INTERIOR REALTORS® dates specified 2022/2023/2024/2025 for Central Okanagan.

RE/MAX Kelowna - an independent member broker.

*Single-family home figures exclude waterfront properties.

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
2025 VS 2024



SINGLE-FAMILY

\$1,060,499

▲ 1%



CONDO

\$501,619

▲ 9%



TOWNHOME

\$845,372

▲ 26%



LOT

\$405,580

▲ 56%

LIST TO SALE
PRICE RATIO

97%

95%

97%

96%



OCTOBER 1-26 (WED - SUN) / 10AM-4PM
Pumpkin Tours & Picking Pumpkins
 Hop on the Johnny Popper Tour to Davison Orchards, pick the perfect pumpkin, capture fall photos, and make memories your family will cherish. Children (2-12): \$6 Adults (13+): \$10
Davidson Orchards, Vernon



OCTOBER 17 / 9AM-3PM
7th Annual Fall Extravaganza
 Celebrate fall with 70 vendors, a bake sale, food truck, door prizes, and more—perfect for holiday shopping and finding spooky seasonal treasures. (Free, food bank donations welcomed)
215 Shepherd Road, Kelowna



OCTOBER 25 / 12-3PM
Halloween Howl
 Join us for a free Howl-oween Open House with Paws It Forward—meet adoptable pups, sip wine, and support a local rescue helping dogs find forever homes.
SpearHead Winery
3950 Spiers Road, Kelowna

OCTOBER 31 / 7-10PM

Monster Mash Halloween Bash

Get spooky at Sandhill's 2nd Annual Monster Mash—enjoy live music, costume prizes, tasty eats, and a welcome drink for a hauntingly fun Halloween night. \$49 per guest

Sandhill Wines
1125 Richter 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