

NEWSLETTER

NOVEMBER 2025

With Shorter Days Here

Some simple ways to bring more light and warmth into your home

01 CHOOSE WARMER BULBS

Switching to warm white or amber bulbs creates a softer, more comfortable feel as the days get shorter.

02 USE SMART TIMERS FOR A FEW KEY LIGHTS

Entry lights or one main living-area lamp on a timer help your home feel welcoming the moment you walk in.

03 LEAN ON LAMP LIGHTING INSTEAD OF OVERHEADS

Lamps add a softer glow and create a warmer ambience in the evenings.

04 USE MIRRORS TO HELP MOVE LIGHT THROUGH THE ROOM

Placing a mirror across from a window or lamp can naturally brighten darker areas.

05 ADD MICRO STRING LIGHTS FOR A GENTLE SEASONAL TOUCH

Tucked into a vase or around an artificial plant, they add a soft sparkle that feels a little magical.



NOVEMBER Maintenance Tips

- Sweep away wet leaves along walkways and steps. They get slippery fast this time of year and are easier to clear before frost sets in.
- Check the rubber seals on your exterior doors. Feel for drafts; a quick weatherstrip fix can prevent heat loss all winter.
- Clean your dryer vent housing, not just the lint tray. It takes two minutes and can dramatically improve dryer efficiency.



Did you know?

Late fall is a great time to hear great horned owls.

If you live near the edge of the forest (Rose Valley, Smith Creek, Glenrosa), you might hear their calls after sunset.



171 HOMES SOLD	\$1,024,158 AVG. SALE PRICE	8 MONTHS OF INVENTORY
61 AVG. DAYS ON MARKET	96% SALE PRICE TO LIST PRICE RATIO	1,693 YEAR TO DATE SALES

Stats: October 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.

“Months of Inventory” What it actually means

You may have seen the term “months of inventory” in real estate updates and wondered what it really means. Simply, it measures how long the existing supply of homes would take to sell if no new listings were added.

Fewer than 4 months of inventory generally signals a seller’s market, 4 to 6 months is considered balanced, and anything above that leans toward a buyer’s market. Lower numbers point to a quicker pace; higher numbers mean more selection.

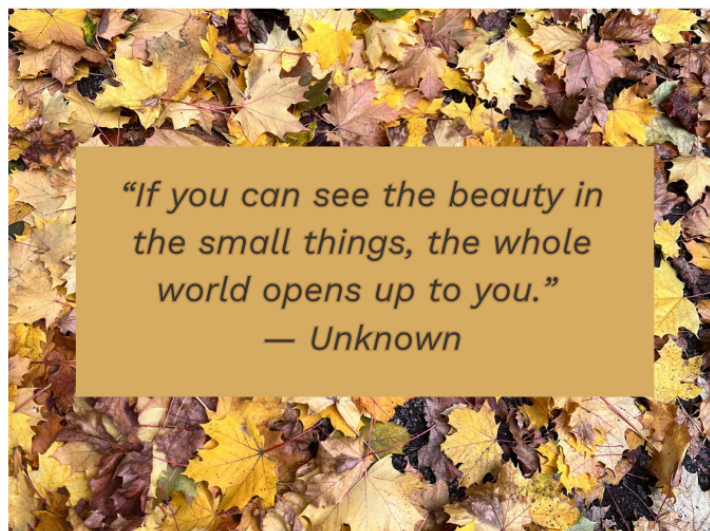
A quick guide:

- Fewer than 4 months of inventory: seller’s market
- 4 to 6 months: balanced market
- More than 6 months: buyer’s market



Around Town

- **November 15** | 26th Annual Christmas Craft Fair, Central Okanagan United Church, Kelowna
- **November 22** | Festival of Trees begins, Mission Hill Winery, West Kelowna
- **November 22** | Tree of Hope Festival, Landmark District, Kelowna
- **November 29** | Christmas Market, Grizzly Winery, West Kelowna



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Central Okanagan Market Pulse



Market Snapshot October 2025 vs 2024

As the crisp November air settles in and the last of the autumn leaves fall, many of us are shifting our focus indoors, prepping for the holiday season, cozy dinners, and maybe even planning for the year ahead. With Remembrance Day around the corner, it's also a time for reflection and gratitude, for the people and places that make our community so special.

	# OF SALES	AVG. SALE PRICE	DAYS ON MARKET	LIST-TO-SALE PRICE RATIO
 SINGLE-FAMILY	171 ▼ 2%	\$1,024,158 ▼ 3%	61 ▲ 2%	96%
 CONDO	84 ▼ 10%	\$474,107 ▼ 3%	75 ▲ 14%	96%
 TOWNHOME	55 ▼ 5%	\$647,279 ▼ 10%	62 ▼ 2%	97%

October's real estate market continued to show stability, with activity remaining relatively steady across most property types. **Single-family home sales** came in at **171 for the month**, nearly mirroring last October's 175. The **average sale price** inched up slightly to **just over \$1,024,000**, suggesting that values are holding firm even as buyers take a more measured approach.

Inventory remains healthy, with **8 months of supply for both single-family homes and townhomes**, and **9 months for condos**. This balance means that buyers have room to shop and negotiate, while sellers are still seeing reasonable interest — especially for well-priced, move-in-ready homes. **Residential lots** remain a slower segment, with **28 months of inventory**, reflecting more cautious demand for land and new builds.

Perhaps the biggest news this month is the **Bank of Canada's recent 0.25% rate cut** — the first in some time. This small but significant move has already sparked fresh interest among buyers who had been sitting on the sidelines. Lower borrowing costs could help nudge some activity into late fall and early winter, particularly for well-priced listings.

As we move into the quieter months, the market tends to take a seasonal pause, but this can often be an excellent time for serious buyers and sellers to make their move — with less competition and more opportunity for meaningful negotiation.

If you're considering buying or selling before year-end, reach out to your **local REMAX professional** — we're here to help you make the most of your next move.



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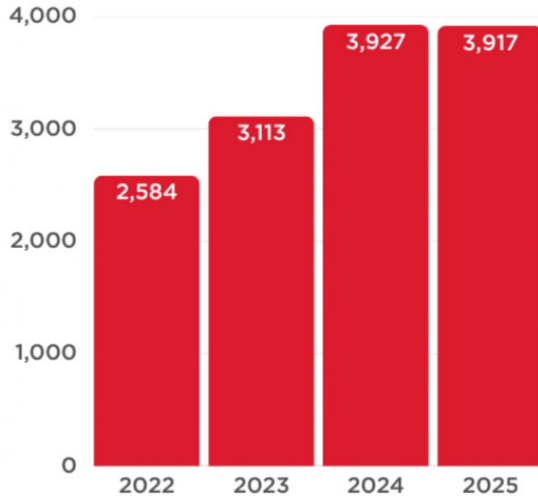
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Central Okanagan Monthly Analysis

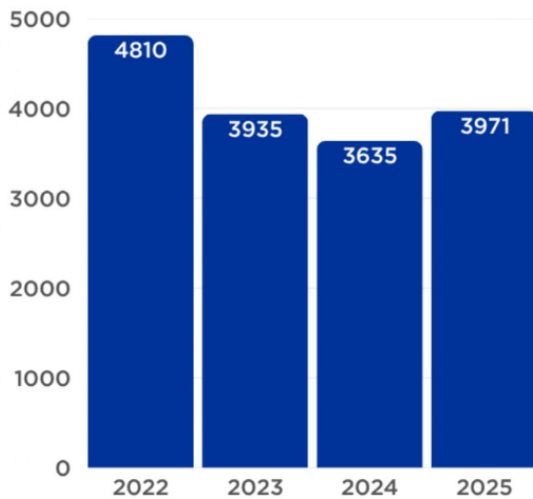
October 2025



TOTAL ACTIVE LISTINGS AS OF OCTOBER 31ST



TOTAL SALES YTD



AVERAGE SALES PRICE

LOTS	\$618,891
CONDO	\$474,107
TOWNHOME	\$647,279
SINGLE-FAMILY	\$1,024,158

SINGLE FAMILY

	October 2024	October 2025
Sales by Month	175	171
Sales Year to Date	1488	1693
Sale Prices by Month	Average: \$1,058,702	\$1,024,158
	Median: \$930,000	\$900,000
Sale Prices Year to Date	Average: \$1,037,829	\$1,082,230
	Median: \$940,000	\$964,900
Units Listed	328	344
Days to Sell by Month - Residential	60	61
Days to Sell Year to Date - Residential	56	58

SALES (YTD)

	2024	2025
\$0 - \$499K	22	31
\$500K - \$699K	138	166
\$700K - \$799K	197	227
\$800K - \$899K	285	279
\$900K - \$999K	226	223
\$1M - \$1.49M	468	511
\$1.5M - \$2.99M	137	202
\$3M+	7	11

ACTIVE INVENTORY

Single-Family	Condo	Lot	Townhome
1,320	793	255	430

MONTHS OF INVENTORY

8	9	28	8
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*Graphs outside the red box include all property types.

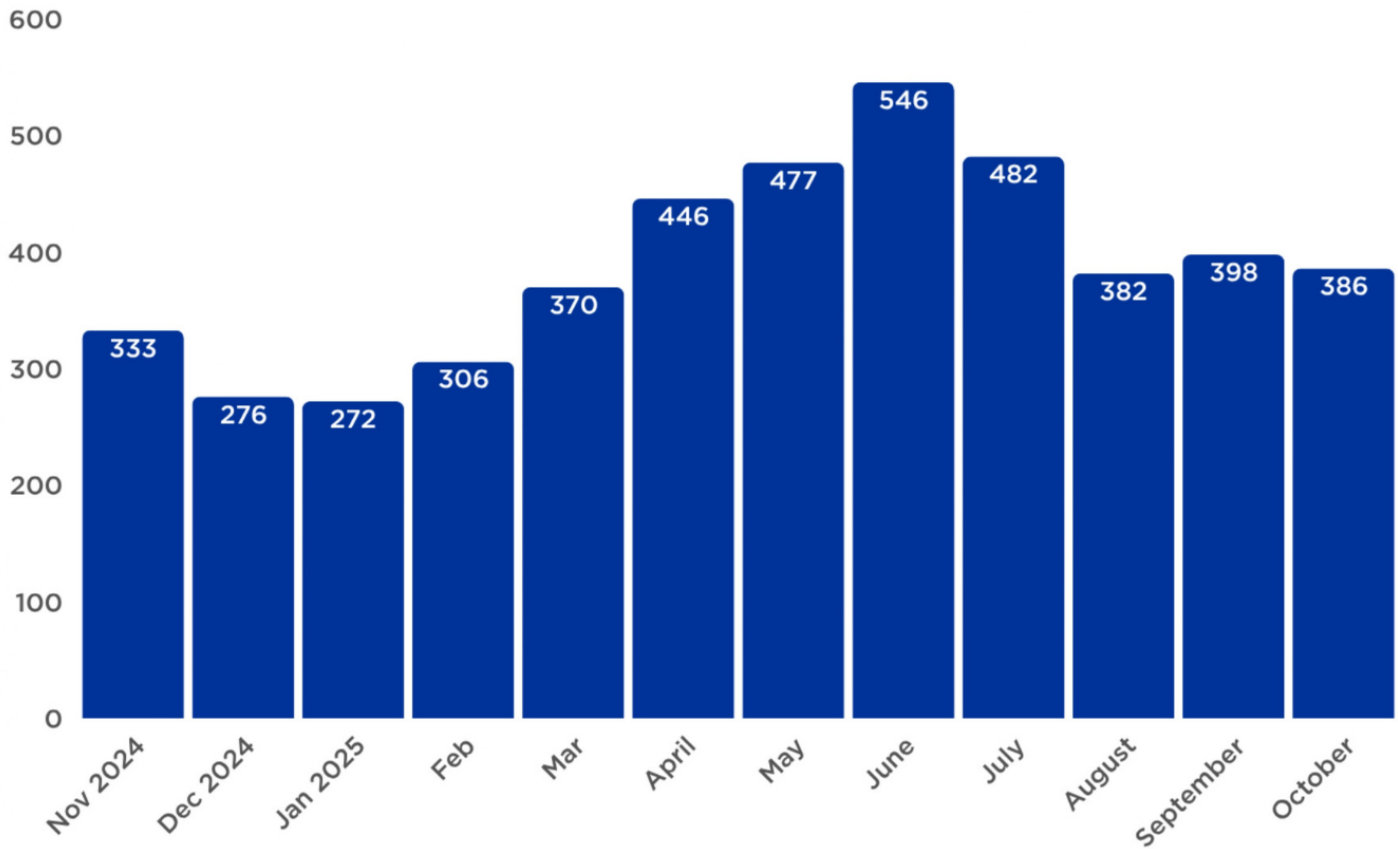
Not intended to solicit properties currently listed for sale/under contract. Based on MLS® listings as reported by the ASSOCIATION OF INTERIOR REALTORS® dates specified 2022/2023/2024/2025 for Central Okanagan.

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

\$1,024,158

▼ 3%



CONDO

\$474,107

▼ 3%



TOWNHOME

\$647,279

▼ 10%



LOT

\$618,891

▲ 18%

LIST TO SALE
PRICE RATIO

96%

96%

97%

85%



NOVEMBER 15 / 10AM-3PM

Christmas Craft and Artisan Fair

Join us for our 26th Annual Christmas Craft Fair & Bake Sale, shop gifts, enjoy baking, prizes, and treats at the Snowflake Café! Support our Grocery & Meal Program with a cash or food donation.

Central Okanagan United Church
721 Bernard Avenue, Kelowna



EVERY SUNDAY / 8-11PM

Sunday Funday Live Music

Sunday Funday is in full swing at Kelly O's! Join us for live music! We switch from local DJs to local rock artists. Call 250-861-1338 to find out which genre is playing each Sunday!

Kelly O'Bryan's
262 Bernard Avenue, Kelowna



NOVEMBER 29 / 7:30-10PM

Lake Country Holiday Variety Show

Kick off the holidays at the 5th Annual Lake Country Christmas Variety Show! Enjoy singing, dancing, and skits by local kids—hosted by Addison Palmer and inspired by Through the Eyes of a Child.

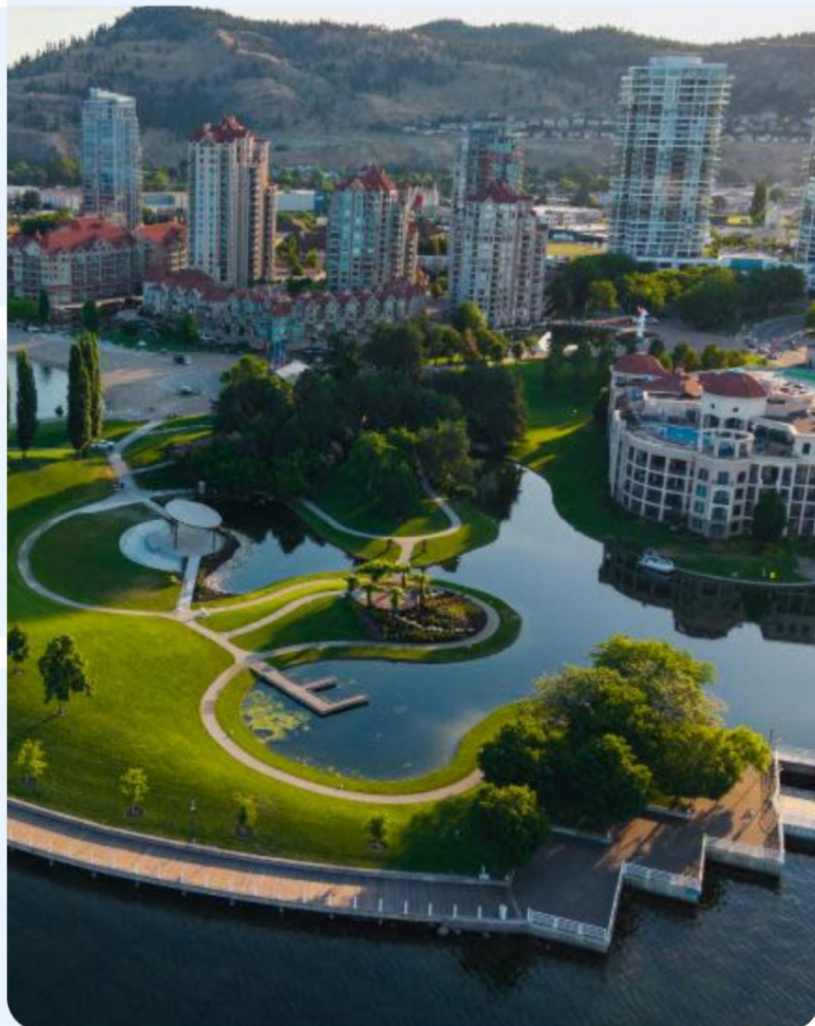
Creekside Theatre
10241 Bottom Wood Lake Rd, Lake Country

NOVEMBER 8 / 6PM-MIDNIGHT

Masquerade Gala Rotary Fundraiser

Join us for the Charity Masquerade Gala, dance to DJ beats, enjoy performances, prizes, a 50/50 draw, and a photo booth! Costumes optional. Support Elevation Outdoors and Rotary projects while having fun! Ticket: \$95

Immaculate Conception Church
839 Sutherland Avenue, Kelowna



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