

NEWSLETTER

DECEMBER 2025

What “Ready to Buy” Really Looks Like

Being ready to buy is often misunderstood. Many buyers think it means perfect timing or zero doubt. More often, it comes down to clarity.

You're likely ready if:

- You understand your budget beyond just the maximum approval and know what feels comfortable month to month.
- You've spoken with a lender and have a general sense of your financing options.
- You can explain why a home works for you beyond “I like it.” Layout, light, location, and daily routines matter.
- You know your priorities and can separate must-haves from nice-to-haves.
- You're comfortable walking away when a home doesn't align with those priorities.

Readiness usually doesn't look like:

- Feeling 100% certain or completely calm.
- Waiting for the “perfect” listing or perfect timing.
- Comparing every home to an ideal version that doesn't exist.
- Feeling rushed or pressured to decide.

For most buyers, readiness is a balance of understanding and growing confidence, with enough clarity to evaluate options and make thoughtful decisions.



DECEMBER Maintenance Tips

- Run your dishwasher on a cleaning cycle or with a cup of vinegar.
- Wipe down light switches and door handles in high-traffic areas.
- Check that shovels are in good condition and have salt on hand in case of snowfall.
- Keep walkways clear and well-lit for holiday guests.



Did You Know?

December temperatures in Kelowna average around 1°C during the day and -6°C at night, making for a mild and comfortable winter.

133 HOMES SOLD	\$1,078,116 AVG. SALE PRICE	9 MONTHS OF INVENTORY
70 AVG. DAYS ON MARKET	95% SALE PRICE TO LIST PRICE RATIO	1,826 YEAR TO DATE SALES

Stats: November 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.



Neighbourhood Light Displays

Looking for a simple way to enjoy the season?
Here are a few neighbourhood light displays
worth a drive or evening walk.

01 Candy Cane Lane
Rutland

02 West Kelowna
Twinkle Tour

03 Lights on Fitzpatrick
385 Fitzpatrick Rd.

04 Kettle Valley
Holiday Light Up



Around Town

- **December-February** | Public Skating, Stuart Park Kelowna
- **December 19 & 20** | Blind Tiger European Winter Market Lake Country
- **December 20-22** | O Christmas Tea: A British Comedy Kelowna Community Theatre
- **December 24** | Big White Christmas Eve Festival Big Valley Village, Kelowna

Family-Friendly Winter Break Ideas

- Movie Night + Homemade Popcorn Bar
- Fondue Night + Board Games
- Holiday Lights Drive + Hot Chocolate
- Winter Walk + Bakery Stop
- Puzzle or LEGO Build + Playlist
- Public Swim + Pizza Night
- Public Skate + Early Dinner Out



Kara Stephens
REALTOR®

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

100-1553 Harvey Ave
Kelowna, BC, V1Y6G1

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Central Okanagan Market Pulse



Market Snapshot November 2025 vs 2024

December always seems to arrive in a rush, with twinkling lights, community events, and the first real hints of winter settling over the valley. As everyone starts preparing for Christmas and the slower days ahead, the local real estate market is easing into its calm seasonal rhythm.

November reaffirmed that we're firmly in a **buyers' market**. **Inventory remains high**, and with interest rates still very low, **buyers have both opportunity and time on their side**. Detached homes held steady compared to last year, while condos and townhomes saw slower activity and longer selling periods. Days on Market rose across all segments, reflecting a calmer, more selective pace among purchasers.

Even so, **sellers have reasons to feel encouraged**. **Prices have stayed stable**, with year-to-date averages holding up well across most property types. Well-presented homes continue to draw strong attention, especially when they show value and move-in readiness. A slowdown in new listings this month also helps keep supply from climbing too quickly, often setting the stage for improved activity early in the new year. Historically, low interest rates paired with fresh January inventory tend to bring **motivated buyers back into the market**.

With winter fully settling in, a few small touches can help homes stand out. Simple seasonal tips include:

- Clearing and lighting walkways to create a safe, welcoming first impression.
- Using warm indoor lighting to brighten spaces against the early evenings.
- Keeping holiday décor tasteful and minimal so rooms feel spacious.

As December unfolds, the market becomes quieter but more focused. The buyers who remain active at this time of year tend to be serious, and sellers who price and present their homes thoughtfully can still achieve excellent results. For guidance tailored to your goals this winter, reach out to your trusted REMAX agent. Wishing you a warm, bright, and joyful Christmas season!

	# OF SALES	AVG. SALE PRICE	DAYS ON MARKET	LIST-TO-SALE PRICE RATIO
 SINGLE-FAMILY	133 ▲ 9%	\$1,078,116 ▲ 3%	70 No Change	95%
 CONDO	75 ▼ 23%	\$479,439 ▼ 5%	76 ▲ 22%	96%
 TOWNHOME	37 ▼ 26%	\$705,022 ▲ 6%	76 ▲ 26%	97%



KaraStephens
REALTOR®

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

100-1553 Harvey Ave
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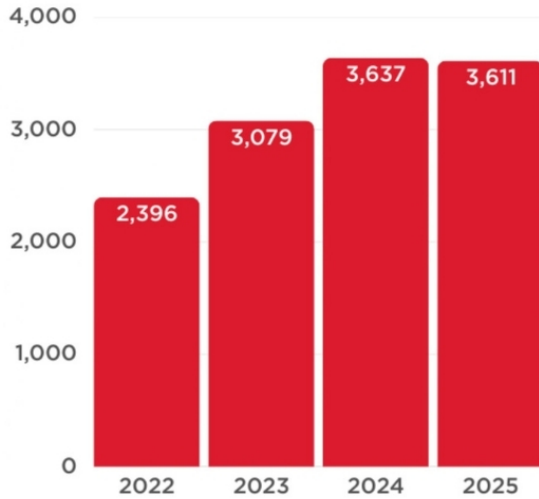
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Central Okanagan Monthly Analysis

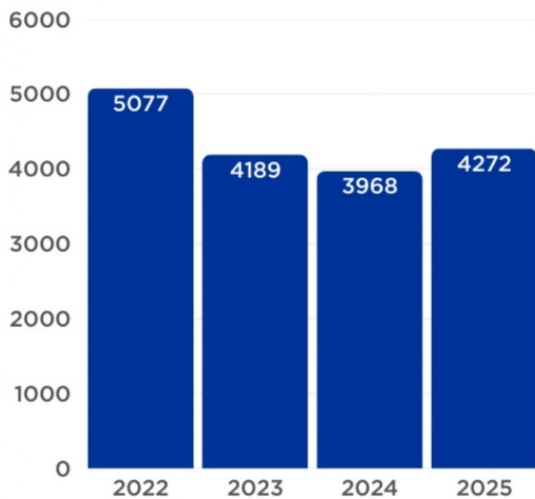
November 2025



TOTAL ACTIVE LISTINGS AS OF NOVEMBER 30TH



TOTAL SALES YTD



AVERAGE SALES PRICE

LOTS	\$621,917
CONDO	\$479,439
TOWNHOME	\$705,022
SINGLE-FAMILY	\$1,078,116

SINGLE FAMILY

	November 2024	November 2025
Sales by Month	122	133
Sales Year to Date	1610	1826
Sale Prices by Month	Average: \$1,051,151	\$1,078,116
	Median: \$939,500	\$917,000
Sale Prices Year to Date	Average: \$1,038,839	\$1,081,930
	Median: \$940,000	\$959,250
Units Listed	242	232
Days to Sell by Month - Residential	70	70
Days to Sell Year to Date - Residential	57	59

SALES (YTD)

	2024	2025
\$0 - \$499K	24	34
\$500K - \$699K	155	186
\$700K - \$799K	216	241
\$800K - \$899K	302	308
\$900K - \$999K	243	237
\$1M - \$1.49M	504	543
\$1.5M - \$2.99M	149	220
\$3M+	7	12

ACTIVE INVENTORY

Single-Family	Condo	Lot	Townhome
1,157	745	384	401

MONTHS OF INVENTORY

9	10	32	11
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*Graphs outside the red box include all property types.

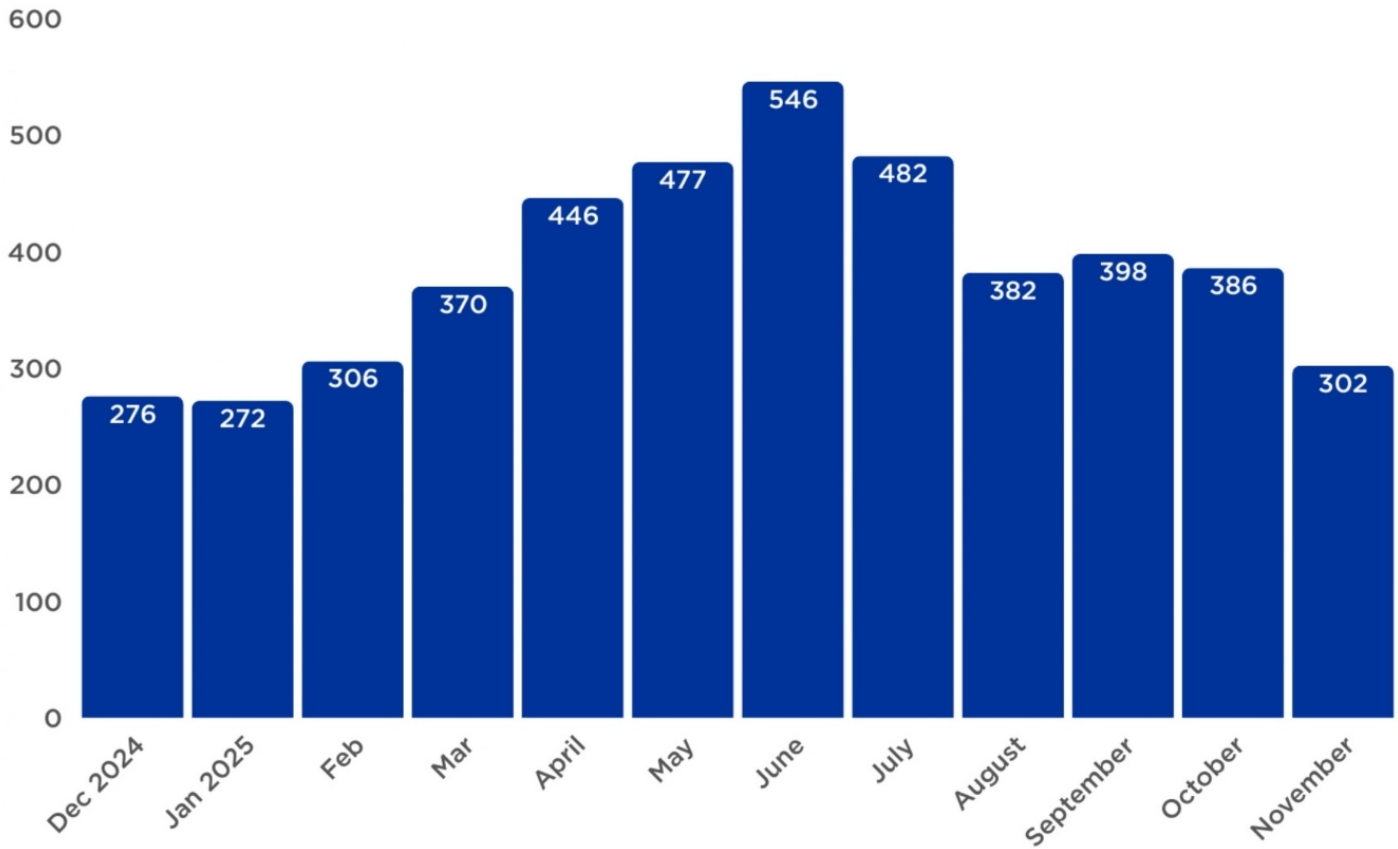
Not intended to solicit properties currently listed for sale/under contract. Based on MLS® listings as reported by the ASSOCIATION OF INTERIOR REALTORS® dates specified 2022/2023/2024/2025 for Central Okanagan.

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

\$1,078,116

▲ 3%



CONDO

\$479,439

▼ 5%



TOWNHOME

\$705,022

▲ 6%



LOT

\$621,917

▼ 23%

LIST TO SALE
PRICE RATIO

95%

96%

97%

92%



DECEMBER 12 / 7:30PM

Amarcord, A Capella Ensemble

Celebrate the season with amarcord—world-class vocals, rich harmonies, and festive charm in a globe-spanning program. A warm, vibrant holiday night out! (\$25-65)

Rotary Centre for the Arts
421 Cawston Avenue, Kelowna



DECEMBER 19 / 6-8PM

Andrew Allen's Holiday Special

Andrew Allen brings unstoppable energy, chart-topping hits, feel-good vibes, and sharp wit to a dynamic, interactive show—warm, vibrant, and totally live.

The Vibrant Vine
3240 Pooley Road, Kelowna



DECEMBER 27 / 6:05-9PM

Kelowna Rockets vs Vancouver Giants

Celebrate a thrilling home return as the Rockets meet the Giants—Leslie leads Kelowna with vibrant flair. A warm, exciting night on the ice! (\$27-17.00)

Prospera Place
1223 Water Street, Kelowna

DECEMBER 5 / 5:30PM-MIDNIGHT

Biggest Little Christmas Party

Celebrate the season at our vibrant small-business holiday bash—mix, mingle, enjoy music, festive treats, and a lively night out! Team outfits optional. Bring your crew and join local companies for a turnkey party experience at Gallagher's Canyon. Tickets available (\$75)

Gallagher's Canyon Golf and Country Club
4320 Gallagher's Drive West, 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