

NEWSLETTER

MARCH 2026

How the Central Okanagan Has Grown

The Central Okanagan looks quite different today than it did even a decade or so ago.

Travel in and out of the valley has grown significantly. **Kelowna International Airport (YLW)** recently opened a major portion of its terminal expansion and welcomed **2.3 million passengers in 2025**, making it one of the busiest airports in British Columbia.

In **West Kelowna**, wineries have operated for decades, but the **Westside Wine Trail** has helped bring them together as a recognized destination. Many now include restaurants and patios with beautiful views, along with live music and other seasonal offerings, making it a place people visit not just for tastings, but for the full experience.

Post-secondary education has expanded as well. When **UBC Okanagan** opened in 2005, the campus had about 3,500 students. Today, with **over 12,000 students**, it has become a major centre for research, employment, and year-round activity in the region.

As the population has grown, housing has had to keep pace. In Kelowna, that's meant more mid-rise and high-rise development, particularly downtown. In both Kelowna and West Kelowna, neighbourhoods have continued expanding into the hillsides, with homes designed to take advantage of lake and valley views.

The lake, orchards, and surrounding mountains still define the region, while the communities around them continue to grow and take shape.



MARCH Maintenance Tips

- Open windows for a full-home fresh air reset
- Swap seasonal décor for spring/summer
- Wipe down baseboards and door frames
- Rotate indoor plants toward spring sunlight
- Declutter under-sink cabinets and safely dispose of expired cleaning products



Did You Know?

A \$10M gift from the Hall Family Foundation is launching the Hall School of Business & Entrepreneurship at Okanagan College. It's the largest donation ever made to a public college in BC.

This investment supports local talent, small business growth, and the next generation of entrepreneurs right here at home.

115 HOMES SOLD	\$1,025,816 AVG. SALE PRICE	9 MONTHS OF INVENTORY
78 AVG. DAYS ON MARKET	95% SALE PRICE TO LIST PRICE RATIO	206 YEAR TO DATE SALES

Stats: February 2026 – 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.



New Housing Initiative in West Kelowna

West Kelowna is taking a new approach to increasing the local housing supply.

Through a program called **West Kelowna Builds**, the city is looking for developers and non-profits to partner on projects that include long-term affordable units. The program aligns with federal Housing Accelerator funding aimed at reducing barriers and moving these projects forward.

This shift offers a look at how the city is planning for the years ahead. To make these projects viable, the city is offering incentives such as access to city-owned land and reduced or waived development fees. As the community grows, adding a wider range of housing, including more townhomes and apartments, is one way to support that growth. It also helps ensure local workers and families can afford to stay in the area.

The city is currently accepting expressions of interest for these partnerships through **April 2, 2026**. While these projects take time to move from planning to construction, it's a clear signal that the city is adjusting how it approaches development to meet local needs.



Around Town

- **March 20** | West Kelowna Warriors vs. Victoria Grizzlies, Royal LePage Place 7:00pm
Last home game of the regular season!
- **March 21** | Spring Equinox Vineyard Dinner & Live Music, 31 Charkay at Grizzli Winery, West Kelowna 6:00-8:00pm
- **March 22** | Goo Goo Dolls with Dashboard Confessional, Prospera Place 7:30pm Kelowna
- **March 28** | Easter Eggstravaganza, Multi-Sport Dome & Mar Jok School, West Kelowna 9:00am-12:30pm

Program Overview

- **Funding:** \$24.7M federal grant through the Housing Accelerator Fund
- **Target:** Several hundred new homes over the coming years, with different targets depending on the type of housing
- **Incentives:** Access to city-owned land and reduced or waived development fees
- **Focus Areas:** Missing middle housing (townhomes, duplexes) and affordable rentals
- **Key Date:** Expression of interest deadline is April 2, 2026



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Central Okanagan Market Pulse



Market Snapshot February 2026 vs 2025

With Spring Break just around the corner and the days stretching a little longer, there's a sense of energy around the Central Okanagan. Aside from one brief cold snap in February, it has felt like spring for most of the winter, and many homeowners are already thinking ahead to the busier season as we move toward March. And don't forget, we "spring forward" this weekend, so be sure to set your clocks ahead one hour and enjoy the extra evening light.

	# OF SALES	AVG. SALE PRICE	MEDIAN SALE PRICE	DAYS ON MARKET	LIST-TO-SALE PRICE RATIO
 SINGLE-FAMILY	115 ▼ 6%	\$1,025,816 ▼ 10%	\$873,125 ▼ 17%	78 ▲ 10%	95%
 CONDO	74 ▼ 5%	\$497,379 ▼ 2%	\$435,500 ▼ 1%	75 ▲ 5%	96%
 TOWNHOME	45 ▼ 4%	\$759,138 ▲ 1%	\$650,000 ▼ 7%	77 ▲ 51%	97%

February's numbers confirm what we've been feeling on the ground – we are firmly in a buyer's market.

Sales were down year over year across residential homes, condos, and townhomes, both month-to-date and year-to-date. At the same time, prices have softened in most segments, particularly in detached homes. While inventory is slightly lower in some categories compared to last year, it remains more than sufficient relative to current demand. **The clearest signal? Days on market have risen substantially across all property types.**

Buyers are taking their time. They have choice, negotiating power, and fewer competitive situations. Borrowing costs have stabilized compared to last year, but buyers remain highly rate-sensitive and cautious in their decision-making. Broader economic uncertainty continues to influence confidence. **Well-priced and well-prepared homes are still selling**, but the gap between strategic listings and aspirational pricing is widening. For sellers, this means **thoughtful pricing and strong presentation are essential**. For buyers, this market offers opportunity, particularly for those who are financially prepared and looking to negotiate.

As we move toward the spring market, we'll be watching closely to see whether increased seasonal activity brings renewed momentum or whether buyer caution continues to shape conditions. **If you're considering buying or selling in 2026, early planning and sound advice matter more than ever.** The market is moving, just at a different pace than we've seen in recent years. For specific information about your neighbourhood or property type, **reach out to your local RE/MAX agent** for tailored advice and up-to-date insights.



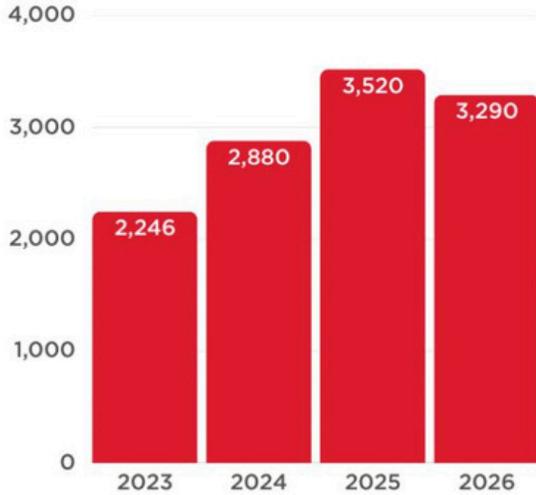
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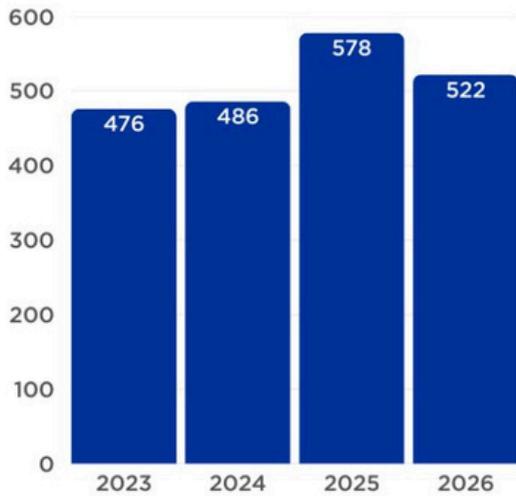
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RE/MAX
Kelowna
Each Office Independently Owned and Operated.

TOTAL ACTIVE LISTINGS AS OF FEBRUARY 28TH



TOTAL SALES YTD



MEDIAN SALES PRICE

SINGLE-FAMILY	\$873,125
CONDO	\$435,500
TOWNHOME	\$650,000

SINGLE FAMILY

	February 2025	February 2026
Sales by Month	122	115
Sales Year to Date	232	206
Sale Prices by Month	Average: \$1,145,058	\$1,025,816
	Median: \$1,047,500	\$873,125
Sale Prices Year to Date	Average: \$1,089,561	\$1,030,560
	Median: \$977,450	\$910,000
Units Listed	402	362
Days to Sell by Month - Residential	71	78
Days to Sell Year to Date - Residential	73	79

SALES (YTD)	2025	2026
\$0 - \$499K	10	10
\$500K - \$699K	57	47
\$700K - \$799K	53	78
\$800K - \$899K	107	78
\$900K - \$999K	98	88
\$1M - \$1.49M	260	196
\$1.5M - \$2.99M	147	136
\$3M+	12	11

ACTIVE INVENTORY

Single-Family	Condo	Lot	Townhome
1045	705	290	355

MONTHS OF INVENTORY

9	10	36	8
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Buyer's Market:	6+ months
Balanced Market:	4 to 6 months
Seller's Market:	0 to 4 months

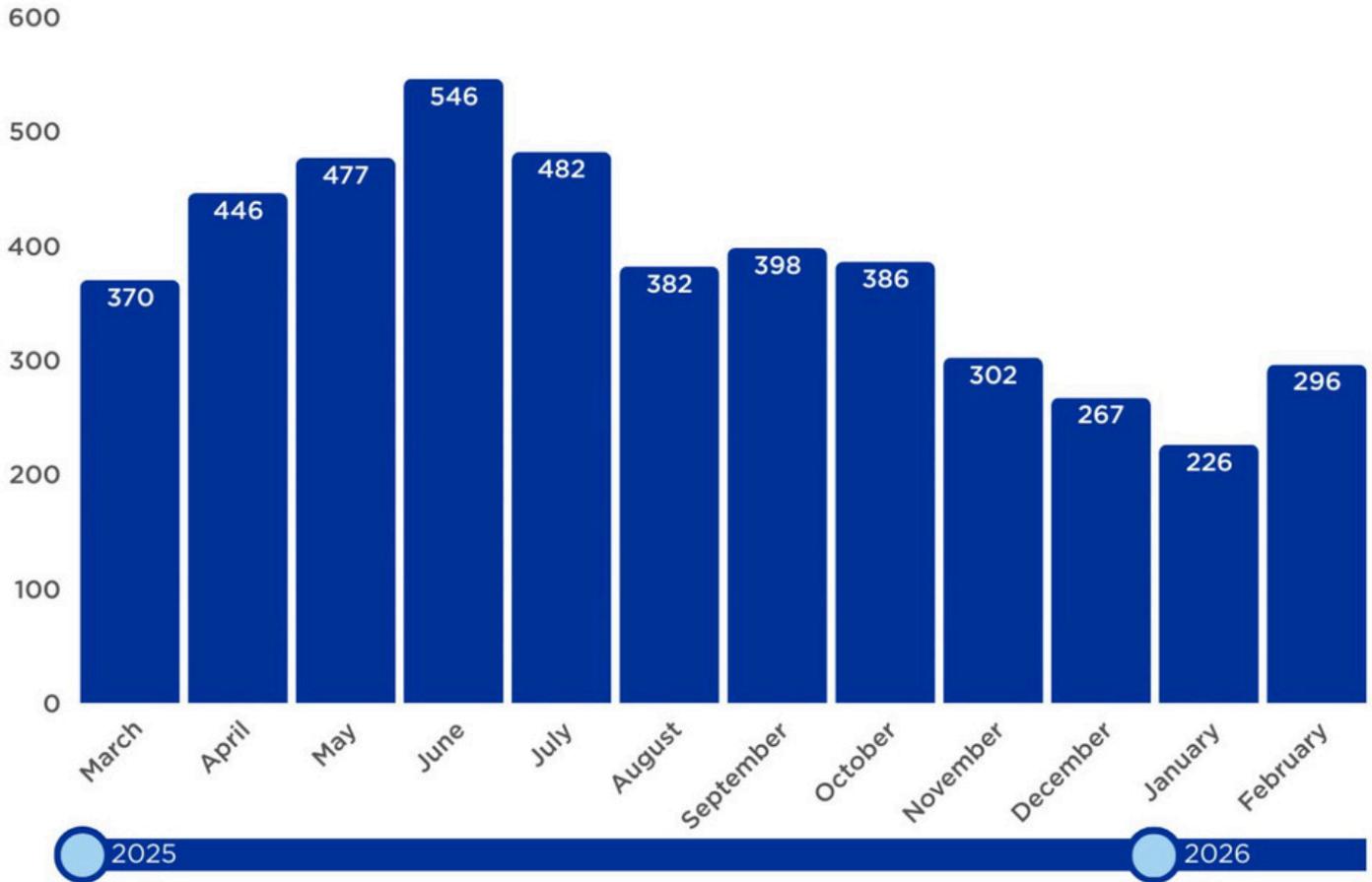
*Graphs outside the red box include all property types.

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.

TOTAL SALES



AVERAGE SALE PRICE

CURRENT MONTH
2026 VS 2025



SINGLE-FAMILY

\$1,025,816

▼ 10%



CONDO

\$497,379

▼ 2%



TOWNHOME

\$759,138

▲ 1%

LIST TO SALE
PRICE RATIO

95%

96%

97%

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