

NEWSLETTER

APRIL 2026

Five Things That Make for a Confident Offer

The buyers who feel most confident going in have one thing in common: they came prepared.

1. GET PRE-APPROVED BEFORE YOU START LOOKING

Pre-approval gives you a clear picture of what you can comfortably spend before you fall in love with a home. It also carries real weight with sellers. It shows you are prepared and serious.

2. LOOK BEYOND THE ASKING PRICE

The price is just the starting point. Before making an offer, understand strata fees, the age of major systems, and any known issues. I always recommend a home inspection. Knowledge is your best protection.

3. BUY THE LOCATION AS MUCH AS THE HOME

You can renovate a kitchen, update a bathroom, and repaint every room. You cannot move the home. Before falling for a layout or a price, make sure the neighbourhood, the commute, and the surroundings genuinely work for your life.

4. DON'T LET A GREAT HOME SLIP AWAY

There's nothing wrong with wanting a great deal, and I will always work to get you the best possible outcome. But on a home you truly love, chasing the lowest possible price can cost you more than the savings are worth. A thoughtful, well-positioned offer is what gets you the keys.

5. YOUR AGENT IS IN YOUR CORNER

My job is to negotiate on your behalf, be honest with you even when it is not what you hoped to hear, and make sure you feel informed and confident at every step. That is the commitment I bring to my clients.



APRIL Maintenance Tips

- Clean gutters and downspouts.
- Trim trees and shrubs back from your home's exterior.
- Inspect your deck or patio for loose boards and weathered sealant.
- Check window and door weatherstripping for gaps.
- Book an A/C service before the heat arrives.



"Start where you are. Use what you have. Do what you can."

– Arthur Ashe



160 HOMES SOLD	\$1,033,292 AVG. SALE PRICE	7 MONTHS OF INVENTORY
56 AVG. DAYS ON MARKET	97% SALE PRICE TO LIST PRICE RATIO	365 YEAR TO DATE SALES

Stats: March 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.

Did You Know?

STR FLEXIBILITY RETURNS TO KELOWNA

The Province granted Kelowna an opt-out from BC's short-term rental restrictions, effective June 1st. Properties in tourism-zoned areas (primarily the downtown core and waterfront) can now operate as short-term rentals without the principal residence requirement.

IKEA IS NOW OPEN IN KELOWNA

On April 8, IKEA opened its new Plan and Order Point in Kelowna, the second location of its kind in BC. It offers one-on-one design consultations and a curated selection of products available for immediate purchase.

A NEW THERMAL SPA IS COMING TO KELOWNA

A Kelowna native is bringing BC's first SKÅ Thermal Spa to the new Movala development in the Pandosy neighbourhood. Opening this fall, the hydrotherapy spa features saunas, cold plunge, hot pool, and massage treatments.

BEN LEE WATERPARK GETS AN UPGRADE

The City is unveiling new features at Ben Lee Waterpark on May 2, including an activity tower, splash blasters, and a tidal wave. The park opens for the season on the May long weekend. A great summer destination for families.



Around Town

- **Every Wednesday & Saturday** | Kelowna Farmers' and Crafters' Market, Landmark District, Kelowna 8:00am-1:00pm
- **April 22-May 10** | Guys & Dolls Musical Comedy, Kelowna Actors Studio, Kelowna
- **May 1** | 2026 BC Wine Awards Celebration, Manteo at Eldorado Resort, Kelowna
- **May 3** | Kelowna Spring Market, The Laurel Packing House, Kelowna 10:00am-4:00pm

LOCAL GEM

THE HATCHING POST

📍 2850 Boucherie Rd, West Kelowna



Spring in West Kelowna calls for a patio, good food, and something cold in hand. The Hatching Post checks all three: slow-smoked BBQ, house-brewed beer, and a spot on Boucherie Road worth adding to your rotation.



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Central Okanagan Market Pulse



Market Snapshot March 2026 vs 2025

April has arrived in the Central Okanagan, bringing that fresh spring energy we've all been waiting for. While it's still been a little cooler, flowers are beginning to bloom and trees are starting to bud, and with Easter just around the corner, many are starting to trade in their skis for golf clubs as the season begins to shift.

	# OF SALES	AVG. SALE PRICE	MEDIAN SALE PRICE	DAYS ON MARKET	LIST-TO-SALE PRICE RATIO
 SINGLE-FAMILY	160 ▲ 8%	\$1,033,292 ▼ 7%	\$934,163 ▼ 9%	56 -	97%
 CONDO	104 ▲ 13%	\$443,900 -	\$421,967 ▲ 2%	81 ▲ 23%	97%
 TOWNHOME	62 ▲ 2%	\$780,184 ▲ 4%	\$724,500 ▲ 1%	60 ▲ 13%	97%

That same **energy** is starting to show up in our real estate market. March brought a noticeable **uptick in sales compared to last year**, particularly in single family homes, signaling that **buyers are stepping back in** after a quieter start to the year. While year to date numbers are still slightly behind 2025, the gap is narrowing and momentum is building as we head further into the spring market.

Pricing continues to adjust across the board. Both **average and median prices have softened** compared to last year, most notably in the single-family segment, while condos and townhomes have held relatively steady with only minor shifts. This recalibration is helping to bring more balance to the market, giving buyers a bit more confidence and room to engage.

On the supply side, **new listings are down** and overall **inventory remains lower** than this time last year. That combination, fewer homes available alongside improving demand, is creating selective competition, particularly for properties that are well priced and show well. At the same time, **homes are taking longer to sell**, reinforcing that buyers are being thoughtful, informed, and in no rush to make decisions.

Interest rates and broader economic factors are still influencing behaviour, but there's a growing sense that buyers and sellers alike are adapting. Rather than waiting on the sidelines, many are choosing to move forward with a **clearer understanding of today's market conditions**.

All in all, this spring feels more active, more balanced, and full of opportunity. Whether you're thinking about making a move or simply curious about where things are heading, it's a great time to start the conversation. As always, **reach out to your local REMAX agent**, we're here to help guide you every step of the way.



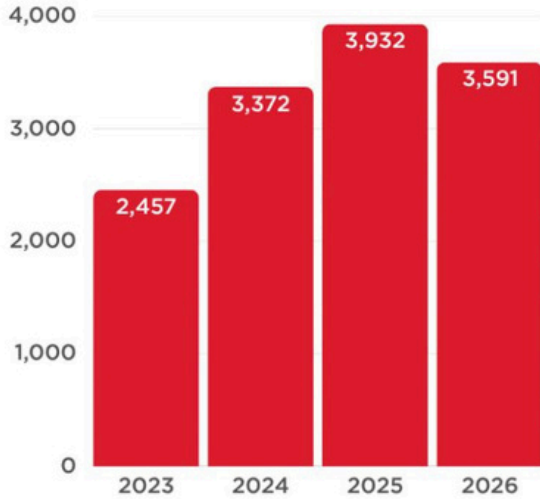
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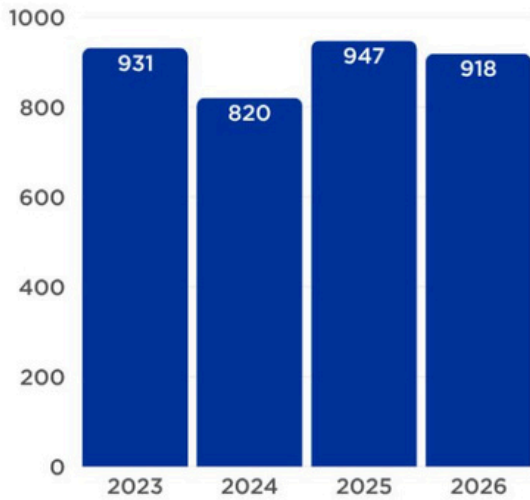
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TOTAL ACTIVE LISTINGS AS OF MARCH 31ST



TOTAL SALES YTD



MEDIAN SALES PRICE

SINGLE-FAMILY	\$920,000
CONDO	\$423,933
TOWNHOME	\$685,000

SINGLE FAMILY

	March 2025	March 2026
Sales by Month	148	160
Sales Year to Date	380	365
Sale Prices by Month	Average: \$1,113,003	\$1,033,292
	Median: \$1,025,000	\$934,163
Sale Prices Year to Date	Average: \$1,098,691	\$1,031,758
	Median: \$988,000	\$920,000
Units Listed	1359	1139
Days to Sell by Month - Residential	56	56
Days to Sell Year to Date - Residential	66	69

SALES (YTD)	2025	2026
\$0 - \$499K	6	8
\$500K - \$699K	42	28
\$700K - \$799K	46	67
\$800K - \$899K	56	61
\$900K - \$999K	41	57
\$1M - \$1.49M	120	93
\$1.5M - \$2.99M	54	37
\$3M+	2	1

ACTIVE INVENTORY

Single-Family	Condo	Lot	Townhome
1139	756	236	389

MONTHS OF INVENTORY

7	7	6	6
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Buyer's Market:	6+ months
Balanced Market:	4 to 6 months
Seller's Market:	0 to 4 months

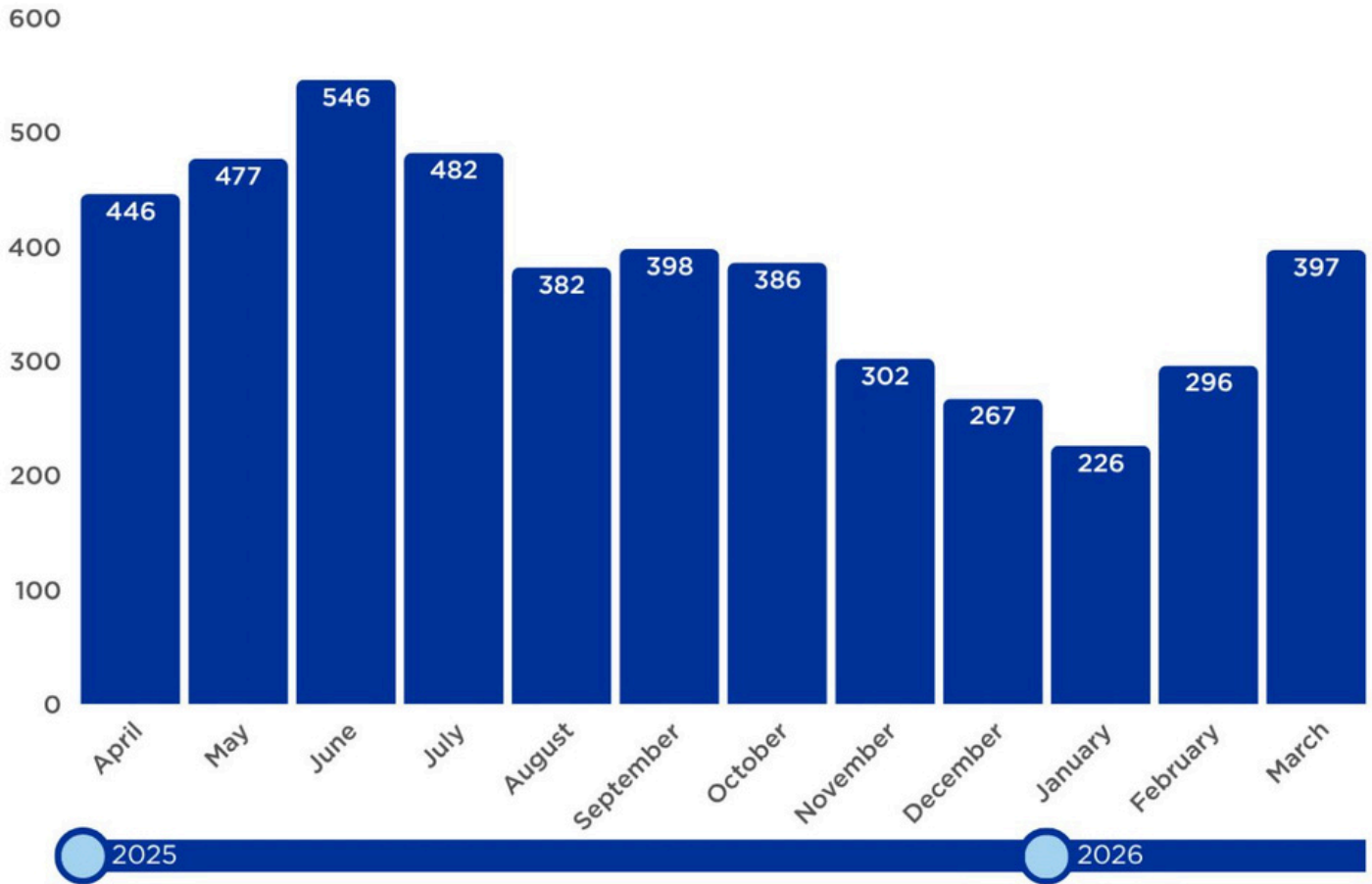
*Graphs outside the red box include all property types.

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

\$1,033,292

▼ 7%



CONDO

\$443,900

-



TOWNHOME

\$780,184

▲ 4%

LIST TO SALE
PRICE RATIO

97%

97%

97%

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