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COMMON SENSE HAS FOUND A HOME

NOVEMBER 2025

THE REAL ESTATE REPORT

RESIDENTIAL SALES BY PRICE (YEAR TO DATE)

PRICE RANGE	2025	2024
$200,000 to $499,000	29	22
$500,000 to $599,000	45	50
$600,000 to $699,000	121	88
$700,000 to $799,000	227	197
$800,000 to $899,000	279	285
$900,000 to $999,000	223	226
$1,000,000 to $1,199,000	299	275
$1,200,000 to $1,399,000	175	168
$1,400,000 to $1,599,000	112	60
$1,600,000 to $1,799,000	63	51
$1,800,000 to $1,999,000	41	32
$2,000,000+	100	71

REAL ESTATE STATS LAST MONTH

	2025	2024
Avg. House Price	$1,024,158	$1,058,702
Median House Price	$900,000	$930,000
Avg. Condo price	$474,107	$489,042
Avg. Townhouse price	$647,279	$715,513
Avg. Mobile Home price	$346,086	$286,681
Houses listed	344	328

RESIDENTIAL SALES (YEAR TO DATE)

TYPE	2025	2024
Acreage/House	67	52
Townhouse	567	544
Condo	925	903
Lots	83	74
Mobile Homes	218	186
Residential	1,693	1,488
Residential (Waterfront)	56	52
TOTAL	3609	3299

ACTIVE LISTINGS

RES	MOBILE	STRATA	LOTS
1,320	174	1,223	255

Stats: Oct 2025 vs Oct 2024

Source: Association of Interior REALTORS® – Central Okanagan

NOTE: this representation is based in whole or in part on data generated by the Association of Interior REALTORS®, which assume no responsibility for its accuracy.

WHY NOVEMBER CAN BE A SMART MONTH TO BUY OR LIST IN THE OKANAGAN

Here's how you can make the lull times work in your favour

November might not seem like the ideal month for real estate activity in the Okanagan, but for both buyers and sellers, it can actually offer some of the best opportunities of the year. As the fall colours fade and the winter season approaches, the local market naturally quiets down—creating advantages that don't exist in the busier spring and summer months. In short, November in the Okanagan isn't a slowdown—it's a window of opportunity.

Buyer Benefits

Fewer competing house hunters mean less pressure and more negotiating room. With interest rates stabilizing and some sellers eager to close before year-end, November buyers often find motivated sellers who are open to realistic offers or flexible terms. Homes that remain on the market in late fall are usually listed by people who genuinely need to sell—whether for job relocation, downsizing, or financial reasons—so there's often more willingness to deal. Additionally, realtors, mortgage brokers, and home inspectors tend to have lighter schedules, making the buying process smoother and faster.

Selling Smart

Listing in November can also make strategic sense. With fewer properties on the market, your home stands out more easily, attracting serious buyers who are ready to make decisions rather than casual browsers. The Okanagan's mild climate compared to much of Canada allows for attractive late-season curb appeal—think cozy lighting, tidy yards, and mountain backdrops with early snow. A well-presented home can look particularly inviting during this time of year.

Pace Yourself

Both sides benefit from the quieter pace. Transactions are often less rushed, communication clearer, and timelines more manageable. For those planning ahead, closing before the holidays or early in the new year means starting 2026 with a fresh chapter.