



PERSONAL REAL ESTATE CORPORATION

cell 250.470.1311
robmarak@royallepage.ca
robmarak.ca

COMMON SENSE HAS FOUND A HOME



OCTOBER 2025

RESIDENTIAL SALES BY PRICE (YEAR TO DATE)

PRICE RANGE	2025	2024
\$200,000 to \$499,000	22	21
\$500,000 to \$599,000	39	41
\$600,000 to \$699,000	108	81
\$700,000 to \$799,000	202	171
\$800,000 to \$899,000	245	250
\$900,000 to \$999,000	204	201
\$1,000,000 to \$1,199,000	272	249
\$1,200,000 to \$1,399,000	164	150
\$1,400,000 to \$1,599,000	99	54
\$1,600,000 to \$1,799,000	59	42
\$1,800,000 to \$1,999,000	37	27
\$2,000,000+	92	63

REAL ESTATE STATS LAST MONTH

	2025	2024
Avg. House Price	\$1,060,499	\$1,050,830
Median House Price	\$925,000	\$955,500
Avg. Condo price	\$501,619	\$460,764
Avg. Townhouse price	\$845,372	\$673,235
Avg. Mobile Home price	\$267,311	\$258,360
Houses listed	458	453

RESIDENTIAL SALES (YEAR TO DATE)

TYPE	2025	2024
Acreage/House	56	50
Townhouse	512	486
Condo	841	810
Lots	74	59
Mobile Homes	208	170
Residential	1,522	1,313
Residential (Waterfront)	53	45
TOTAL	3266	2933

ACTIVE LISTINGS

RES	MOBILE	STRATA	LOTS
1,452	186	1,258	267

Stats: Sept 2025 vs Sept 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.

THE REAL ESTATE REPORT



SMART SEASONAL SELLING

Should you list before or after the holidays in the Okanagan?

As autumn settles across the Okanagan, many homeowners begin asking a timely question: is now the right moment to list, or should we wait until spring? The right timing often comes down to your personal priorities—whether that's speed, price, or convenience. Either way, a thoughtful strategy guided by local market insights can turn the season into an opportunity.

List It Now?

Fall can be a surprisingly strong selling season. Buyers who are still active in October and November are typically motivated. They may be relocating for work, eager to settle before winter, or hoping to lock in a home before potential mortgage rate changes. With fewer properties hitting the market late in the year, your home could stand out more than it would in the crowded spring rush. Seasonal curb appeal also works in your favour—golden vineyards, mountain backdrops, and crisp air create a cozy impression that resonates with buyers.

Why Wait 'til Spring?

Spring traditionally brings more buyers into the market. Longer days, warmer weather, and fresh landscaping naturally enhance how homes show. For sellers, this often means more traffic through open houses and potentially more competitive offers. However, the trade-off is heavier competition: many sellers choose spring to list, which can make it harder for your property to stand out.

Which Strategy Fits You Best?

If you're looking for a quicker sale with less competition, listing before the holidays may be the smarter play. Motivated buyers are out there, and your home has a better chance to shine. On the other hand, if maximizing foot traffic and waiting for ideal showing conditions suits your goals, spring might be worth the patience. Let us help you decide the approach that is best suited for you.



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Not intended to solicit properties already listed for sale.