

For immediate release

Kootenay Residential Real Estate Market Sees Steady Sales Amid Tight Supply

NELSON, B.C. – May 5th, 2025. Residential real estate sales in April held firm at a measured pace, supported by a decent amount of available inventory, reports the Association of Interior REALTORS® (the Association).

A total of 1,317 residential unit sales were recorded across the Association region in April, coming in above March's 1,143 units and nudging 0.6% above units sold in April last year.

New residential listings saw a modest increase of 0.8% compared to April 2024 with 3,440 new listings recorded last month. The total number of active listings saw a 6.4% increase in total inventory compared to April 2024 with 9,400 recorded across the Association region. The highest percentage increase in active listings across the Association region for another consecutive month was in Central Okanagan with a total increase of 11.9% compared to the same month last year.

"While demand in the market remains strong, ongoing economic uncertainty —exacerbated by tariffs — may have tempered typical seasonal sales momentum," says the Association of Interior REALTORS® President Kadin Rainville, adding "some potential buyers could be waiting on the sidelines for clearer signals on the economic outlook before acting on their intentions."

"With the federal election now behind us, there is a sense of cautious optimism that renewed economic strategies may emerge. It remains to be seen whether the coming months will bring a return to typical seasonal momentum, especially given the strength of underlying demand," notes Rainville.

In the Kootenay and Boundary region, 262 sales were recorded last month, marking a 1.5% decrease compared to April last year, yet up from the previous month's 251 units sold. There were 567 new listings recorded in the Kootenay and Boundary region in March marking a 0.5% decrease compared to the same month the previous year and an increase from March's 479 new listings. The overall active listings in the Kootenay region saw a 11.6% increase compared to April 2024 with 1,592 listings recorded.

"While inventory levels in the Kootenay and Boundary region are now comparable to those seen in 2019, supply remains tight," notes Rainville, adding that "this reflects a familiar pattern for the area, which has historically faced challenges in building enough inventory to meet steady buyer demand."

The benchmark price, a better representation of value compared to the average or median price as it represents a dwelling of "typical attributes", saw percentage increases in the Kootenay region in the single-family and townhome housing categories compared to the same month the previous year, with 6.5% and 12.9% increases respectively, coming in at \$631,000 and \$539,300. The benchmark price for condominiums saw a decrease of 0.7% in year-over-year comparisons coming in at \$336,600.

The Association of Interior REALTORS® is a member-based professional organization serving approximately 2,600 REALTORS® who live and work in communities across the interior of British Columbia including the Okanagan Valley, Kamloops and Kootenay regions, as well as the South Peace River region.

The Association of Interior REALTORS® was formed on January 1, 2021 through the amalgamation of the Okanagan Mainline Real Estate Board and the South Okanagan Real Estate Board. The Association has since also amalgamated with the Kamloops & District Real Estate Association and the Kootenay Association of REALTORS®.

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