ASSOCIATION OF
INTERIOR REALTORS®

MEDIA RELEASE

For immediate release

Kootenay Residential Real Estate Market Momentum Eases but Remains Steady

KELOWNA, B.C. – October 3rd, 2025. Residential real estate sales held steady in September despite the typical seasonal dip in activity, reports the Association of Interior REALTORS® (the Association).

A total of 1,242 residential unit sales were recorded across the Association region in September, down from August's 1,319 units, yet up 17.8% compared to units sold in September last year.

New residential listings saw a 9.8% increase compared to September 2024 with 2,643 new listings recorded last month. The total number of active listings saw a 0.3% decrease in inventory compared to September 2024 with 9,853 recorded across the Association region. The highest percentage increase in active listings across the Association region was recorded in the Kamloops and District with a total increase of 9.7% compared to the same month last year.

"Real estate markets rarely move in a straight line and modest fluctuations from month to month are a normal part of the cycle. After being impacted by economic factors in the first half of the year, today's trends reflect resilience and recovery," says Association of Interior REALTORS® President Kadin Rainville, adding that "the fact that figures are stronger than last year, with active listings shrinking as sales climb, is an encouraging indicator that the market is gaining strength and stability."

In the Kootenay and Boundary region, 233 sales were recorded last month, marking a 13.7% decrease compared to September last year, and down from the previous month's 278 units sold. There were 436 new listings recorded in the Kootenay and Boundary region in September marking an 18.8% increase compared to the same month the previous year and up from August's 429 new listings. The overall active listings in the Kootenay region saw a 2.6% increase compared to September 2024 with 1,795 listings recorded.

"The Kootenay market has been leading the way for over a year, and while activity has stepped back a notch, it's still steady. Real estate markets move in cycles, and this pause is simply part of the natural rhythm after such a strong run, which is both expected and healthy," says Rainville.

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 3.3% and 3.9% increases respectively, coming in at $625,900 and $513,400. The benchmark price for condominiums saw a decrease of 1.2% in year-over-year comparisons coming in at $323,400.

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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®.

About HPI

The MLS® Home Price Index (HPI) is the most advanced and accurate tool to gauge home price levels and trends by using benchmark pricing rather than median or average. It consists of software tools configured to provide time-related indices on residential markets of participating real estate boards in Canada.

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