

For immediate release

Kootenay Residential Real Estate Market Outperforms Seasonal Trend

KELOWNA, B.C. – November 5th, 2025. Residential real estate activity maintained a gradual and steady pace in October despite the typical seasonal slowdown, reports the Association of Interior REALTORS® (the Association).

A total of 1,274 residential unit sales were recorded across the Association region in October, up from September's 1,242 units, and up 5.2% compared to units sold in October last year.

New residential listings saw a 4.0% increase compared to October 2024 with 2,202 new listings recorded last month. The total number of active listings saw a 0.0% change in inventory compared to October 2024 with 8,938 recorded across the Association region. The highest percentage increase in active listings across the Association region was recorded in the North Okanagan with a total increase of 4.0% compared to the same month last year.

"Market activity for the month was steady, which is a positive sign for this time of year. Typically, we see a cooling in the market as the weather cools, but October held flat instead of dipping, which in real estate terms is a good thing," says Association of Interior REALTORS® President Kadin Rainville, adding that "this is an encouraging indicator of buyer and seller confidence in the local real estate market."

In the Kootenay and Boundary region, 300 sales were recorded last month, marking a 33.9% increase compared to October last year, and up from the previous month's 233 units sold. There were 362 new listings recorded in the Kootenay and Boundary region in October marking a 15.6% increase compared to the same month the previous year yet down from September's 436 new listings. The overall active listings in the Kootenay region saw a 1.9% increase compared to October 2024 with 1,602 listings recorded.

"The Kootenay real estate market performed exceptionally well in October, coming in above September's activity and above the 10-year average. Typically, we see flatter conditions this time of year, but the region bucked that trend, showing steady and stable movement that outpaced many markets across the province," 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 5.3% and 8.3% increases respectively, coming in at \$635,800 and \$522,100. The benchmark price for condominiums saw a decrease of 3.8% in year-over-year comparisons coming in at \$314,600.

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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