

For immediate release

Kootenay Residential Real Estate Market Maintains Steady Momentum

KELOWNA, B.C. – December 3rd, 2025. Residential real estate activity in November slowed as the market eases into the holiday season, reports the Association of Interior REALTORS® (the Association).

A total of 939 residential unit sales were recorded across the Association region in November, down from October's 1,274 units, and down 5.1% compared to units sold in November last year.

New residential listings saw a 6.6% decrease compared to November 2024 with 1,490 new listings recorded last month. The total number of active listings saw a 0.3% increase in inventory compared to November 2024 with 7,909 recorded across the Association region. The highest percentage increase in active listings across the Association region was recorded for a second consecutive month in the North Okanagan with a total increase of 10.9% compared to the same month last year.

"It's common for real estate activity to ease as the holiday season nears, but November tapped the brakes a little harder than usual," says Association of Interior REALTORS® President Kadin Rainville, adding that "that seems to be the theme across the province."

"With many buyers and sellers focused on seasonal plans, the market continues to move, but at more of a casual stroll rather than its typical seasonal pace. However, buyers and sellers remain engaged with relatively healthy inventory levels that will provide a strong foundation heading into the new year," notes Rainville.

In the Kootenay and Boundary region, 193 sales were recorded last month, marking a 0.5% increase compared to November last year, yet down from the previous month's 300 units sold. There were 254 new listings recorded in the Kootenay and Boundary region in November marking a 2.8% increase compared to the same month the previous year, yet down from October's 362 new listings. The overall active listings in the Kootenay region saw a 1.0% increase compared to November 2024 with 1,394 listings recorded.

"Listing supply in the Kootenay region remains compressed, which is no surprise given the ongoing challenges in sustaining higher inventory levels in the region — perhaps a reflection of the area's growing popularity. It is positive to see that sales activity was largely on par with the same month last year, which should set up a solid handoff heading into 2026," 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, townhome and condominium housing categories compared to the same month the previous year, of 1.8%, 3.7% and 1.9% increases respectively; coming in at \$607,500, \$501,100 and \$323,700.

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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