

For immediate release

Kootenay Residential Real Estate Sees a Softer-Than-Usual January

KELOWNA, B.C. – February 5th, 2026. Residential real estate activity in January eased off its unusually strong December pace, reports the Association of Interior REALTORS® (the Association).

A total of 623 residential unit sales were recorded across the Association region in January, down from December's 788 units, and down 22.3% compared to units sold in January 2025.

New residential listings saw a 9.5% decrease compared to January 2025 with 2,021 new listings recorded last month. The total number of active listings saw a 2.5% decrease in inventory compared to January 2025 with 6,647 recorded across the Association region. The highest percentage increase in active listings across the Association region was recorded for another consecutive month in the North Okanagan with a total increase of 0.6% compared to January last year.

“January brought a bit of a cooldown in the real estate sector after a very strong December, which aligns with typical seasonal trends, even if the dip was a bit sharper than anticipated,” says Association of Interior REALTORS® President Kadin Rainville, adding that “with prices holding relatively steady and demand still present, the market may be recalibrating rather than retreating. While some are waiting on the sidelines, the level of activity suggests this may be more about timing and economic conditions than a true shift in momentum.”

In the Kootenay and Boundary region, 123 sales were recorded last month, marking a 26.3% decrease compared to January 2025 and down from December's 153 units sold. There were 317 new listings recorded in the Kootenay and Boundary region in December marking a 9.7% increase compared to the same month the previous year and up from December's 174 new listings. The overall active listings in the Kootenay region saw a 0.2% increase compared to January 2025 with 1,184 recorded listings.

“Following a prolonged period of strong performance, the Kootenay market has entered the year at a slower pace. January, which is usually flat, came in below average this year, pointing to a shift toward more measured activity rather than the momentum seen in recent years,” 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 a 2.5% increase in the Kootenay region in the single-family housing category compared to the same month the previous year, coming in at \$569,700. The townhouse category saw a 0.2% decrease in benchmark pricing, coming in at \$492,300. In the condominium housing category, benchmark price saw a decrease of 1.2% in year-over-year comparison, coming in at \$334,100.



MEDIA RELEASE

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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