

For immediate release

Kootenay Residential Real Estate Rebounds with Uptick in Listings

KELOWNA, B.C. – April 7th, 2026. Residential real estate activity in March showed signs of gaining momentum ahead of the spring market, reports the Association of Interior REALTORS® (the Association).

A total of 1,154 residential unit sales were recorded across the Association region in March, up from February's 838 units, and up 1.3% compared to units sold in March 2025.

New residential listings saw a 4.8% decrease compared to March 2025 with 3,059 new listings recorded last month, yet up from the previous month's 2,235 new listings. The total number of active listings saw a 3.1% decrease in inventory compared to March 2025 with 8,112 recorded across the Association region. The highest percentage increase in active listings across the Association region was recorded in the Kamloops and District region with a total increase of 4% compared to March last year.

"Although sales are still trailing the 10-year average, recent sales activity is a positive sign as we head into the typically busy spring market. We're seeing improvement from earlier in the year, even as inventory edges down slightly compared to the same time last year, which is likely a reflection of economic uncertainty continuing to temper some consumer confidence," says Association of Interior REALTORS® President Kadin Rainville, adding that "in this environment, strategic pricing is essential to capture buyer attention and maximize results."

In the Kootenay and Boundary region, 227 sales were recorded last month, marking a 9.2% decrease compared to March 2025 and up from February's 144 units sold. There were 499 new listings recorded in the Kootenay and Boundary region in March marking a 4.2% increase compared to the same month the previous year, and up from February's 331 new listings. The overall active listings in the Kootenay region saw a 2.5% increase compared to March 2025 with 1,411 recorded listings.

"After a quieter-than-anticipated month, the Kootenay market bounced back with stronger sales activity. We're also seeing an increase in listings, and although inventory remains limited, it's the most we've had in some time for a market that often struggles with supply to meet the demand," 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 1.1% decrease in the Kootenay region in the single-family housing category compared to the same month the previous year, coming in at \$589,800. The townhouse category saw a 5.0% decrease in benchmark pricing, coming in at \$494,700. In the condominium housing category, benchmark price saw a decrease of 2.4% in year-over-year comparison, coming in at \$342,600.

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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For more information, please contact:

Association statistical information: Email media@interiorrealtors.com

Province-wide statistical information:

BCREA Chief Economist, Brendon Ogmundson, bogmundson@bcrea.bc.ca

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