



RE/MAX[®]

SEPTEMBER

NEWSLETTER

2025

YOUR REAL ESTATE NEIGHBOURHOOD NEWS



MARKET UPDATE

The South Okanagan summer market is in full swing! Our RE/MAX offices in Summerland, Penticton, and Osoyoos are seeing steady listing activity and strong sales numbers across many communities. The Bank of Canada's recent decision to hold its key lending rate means borrowing costs remain stable a welcome sign for both buyers and sellers. With sunny skies, an influx of visitors, and our agents working tirelessly, this is truly prime buying and selling season in the South Okanagan.

349 properties were listed in the South Okanagan in the month of August which is down 7.92% from August of last year. Year-to-date there have been 3739 properties put on the MLS[®] System for sale which is up 3.06% from 2024. 165 properties were reported sold in the South Okanagan in the month of August which is up almost 1.85% from August of last year. Year-to-date 1,347 properties have been reported as sold which is up 10.23% in comparison to 2024.

In Osoyoos, 59 properties were listed in the month of August which is down 3.28% from August of last year. Year-to-date numbers are up however with 595 properties listed this year vs 588 in 2024. 23 properties were reported sold in Osoyoos in August which is up 27% from August of last year. Year-to-date 170 properties have been reported sold which is up 24.08% in comparison to 2024.

AVERAGE SALES PRICE
FOR SINGLE FAMILY
YTD OSOYOOS

\$805,792

AVERAGE DAYS
ON MARKET
YTD

119.2

NUMBER OF
HOMES SOLD
YTD

170

Single-family home prices in Osoyoos have dropped 25.23% this year, as buyers shift to more affordable options amid inflation and economic uncertainty. Much of the local market consists of secondary and recreational properties, which are especially sensitive to these trends. In 2025 Year-to-date the Average price for a Single Family Home is \$805,792 vs \$1,077,749 in 2024. Marketing times continue to be extended with the Average Days on Market increasing by 7.90% to 92 Days.

Whether you're thinking about selling and want to know what your property could be worth, or you're ready to start your search for the perfect home, there's no better time than now. The summer market is active, buyers are motivated, and opportunities are everywhere. Call me at your local RE/MAX office in Osoyoos today – I am ready to help you make your next move!

RE/MAX
Realty Solutions

NAVIGATE

Real Estate

WITH CONFIDENCE

#1 NOBODY IN THE
WORLD
SELLS MORE
REAL ESTATE THAN
RE/MAX

Active
InventoryProperty Types Purchased
2025 YTD as of August 31st , 2025

as of Sept. 2nd, 2025

	Type	Unit Sold	% of Units	Average Sale Prices	Median Sale Prices
118	Single Family - Detached	57	33.53%	\$805,792	\$705,000
126	Apartment	50	29.41%	\$266,565	\$255,000
27	Townhouse	18	10.59%	\$582,139	\$643,000
43	Residential Lot	10	5.88%	\$332,400	\$308,500
9	Manufactured Home on Own Land	6	3.53%	\$382,667	\$312,500
44	Residential Acreage	6	3.53%	\$293,752	\$320,750

Statistics as reported by AOIR for Osoyoos Active Inventory as of Sept. 2nd, 2025

Average Days on
Market in OsoyoosWhat are they buying in
the Okanagan?

Who is the Okanagan Buyer?

ALL TYPES

August 2025

122

down 27.59%
from 2024

SINGLE FAMILY

August 2025

88

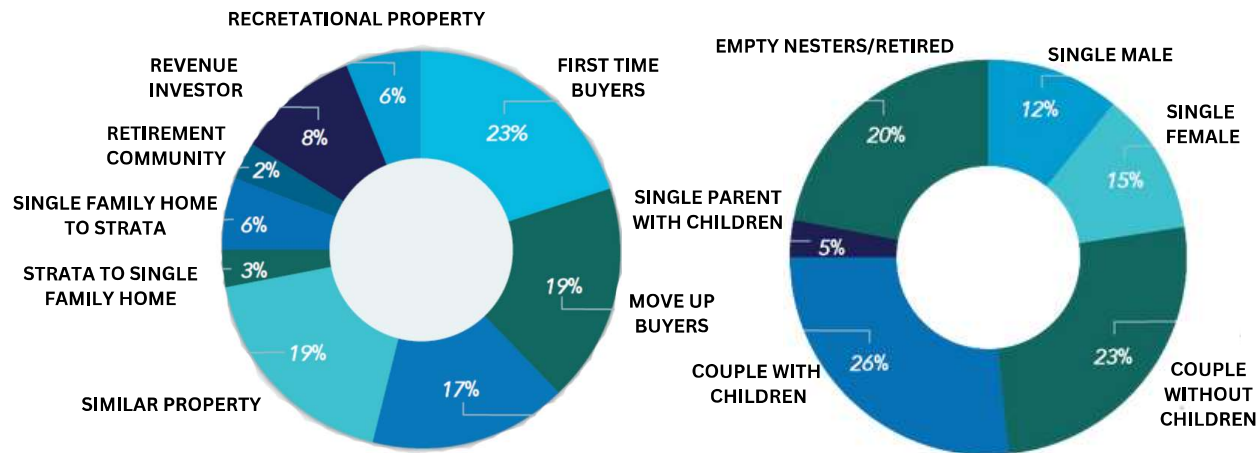
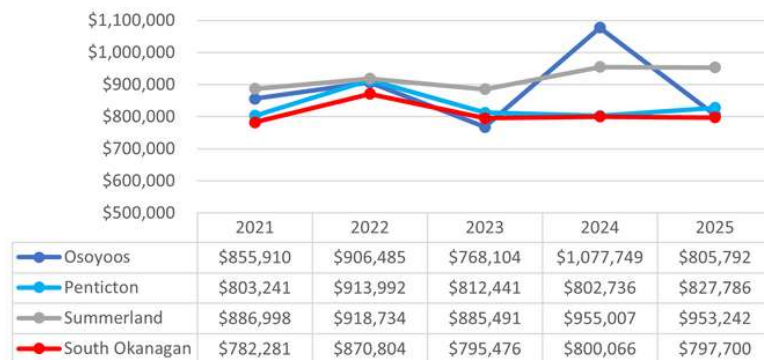
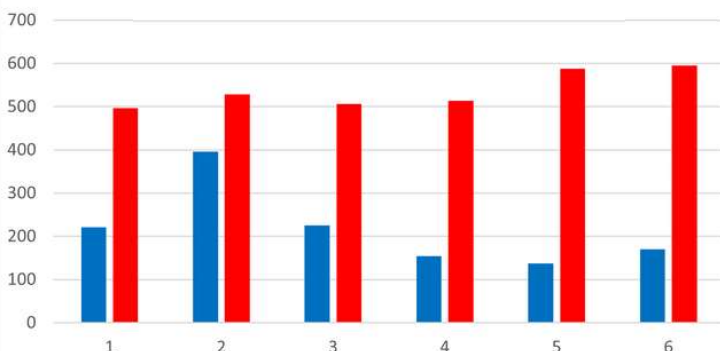
down 42.03%
from 2024YTD 5 Year Comparison of
Unit Sales & ListingsAverage Sale Price
Single Family 5 Year Comparison

Chart Title



*Based on MLS® Statistics as reported by AOIR for the South Okanagan for 2020-2025.



WHAT PENTICTON'S NEW HOUSING TARGETS MEAN FOR HOMEOWNERS AND INVESTORS

Penticton **DRAGON BOAT FESTIVAL**



REMAX

**PROUD SPONSOR
OF DRAGON BOAT FESTIVAL
AT SKAHA LAKE PARK
SEPT. 6TH & 7TH, 2025.**

COATS FOR KIDS



September 1st-30th

**DROP OFF YOUR DONATIONS AT
RE/MAX OFFICES IN SUMMERLAND,
PENTICTON OR OSOYOOS!**

The B.C. government has announced a new wave of housing targets, and Penticton is one of the communities included. Beginning September 1, 2025, Penticton is expected to add 908 new homes over the next five years! These housing targets fall under the Housing Supply Act, which gives the Province authority to set and monitor housing goals in municipalities with the greatest need and fastest growth. Other communities in this wave include Vernon, Richmond, Squamish, Burnaby, Coquitlam, Langford, and more.

What Do Housing Targets Mean?

- **More housing choice:** The targets outline a balance of ownership and rental housing, with a portion dedicated to below-market rentals and supportive housing.
- **Municipal accountability:** Penticton must report annually on progress toward these targets.
- **Policy changes:** To meet demand, municipalities may need to update zoning bylaws, streamline approvals, or refine local housing strategies.

Why It Matters to Homeowners & Investors

For homeowners, these initiatives can influence neighborhood planning, property values, and community amenities. For investors, they signal opportunity: as more housing supply is created, the demand for land, development projects, and rental housing is expected to rise. Penticton has already been recognized as a leader in proactive housing policy, which puts our city in a strong position to balance growth with livability.

Local Update: Infrastructure Levy Info Session

In addition to housing targets, the City of Penticton is exploring a proposed infrastructure levy. A public information session will take place on: Sept. 4 at 5 p.m. City Hall Council Chambers

The session will include a presentation and Q&A, followed by a public survey running Aug. 27 to Sept. 8. Feedback will be presented to council on Sept. 16.

This is an opportunity for residents to learn more about the city's growth strategies and share their perspectives.

At RE/MAX Penticton Realty, with offices in Summerland, Penticton, and Osoyoos, we continue to monitor these changes closely to help our clients navigate the evolving South Okanagan real estate market. Whether you're a homeowner, buyer, or investor, understanding how these housing targets and policies shape our communities is key to making informed real estate decisions.

Ready to talk about what these changes mean for you?
Connect with one of our experienced agents today.

Drought Level 0

Wildfire Risk High!

Due to the ongoing extreme drought conditions in the South Okanagan (Drought Level 0), the risk of wildfire is very high.

As a community, we all have a role to play in keeping our city safe. All residents should take extra care during this time and follow important fire prevention practices.

Most Common Causes of Human Fires:

- Careless disposal of cigarettes or smoking materials
- Unattended cooking, indoors or outdoors
- Use of fire pits, candles, or open flames
- Misuse of BBQs or propane appliances
- Overloaded or damaged electrical cords and power bars
- Running power tools or machinery near dry vegetation
- Children playing with fire or ignition sources

Back To School

Back to Routine!



Kids are back in class, Please slow down, stay alert, and drive with extra care. Let's keep our community safe!

LOCAL EVENTS

SEPT 6 RE/MAX Career Day
RE/MAX Penticton Realty
2:00pm

SEPT 6 4th Annual Pride Arts Festival
Gyro Beach | 11:00am - 7:00pm

EVERY SAT Farmers Market
Town Square Main St.
9:00am - 1:00pm

JOIN IN ON THE LOCAL FUN!

SEPT 13 Pre Season Osoyoos Coyotes
Game | Sun Bowl Arena
7:00pm

SEPT 21 P2025 WCRA Drag Racing
Osoyoos Airport | 9:00am

SEPT 30 National Day for Truth and
Reconciliation

Clients Testimonial

"Brett was amazing, thorough, kind, funny, available, helpful, present. I could keep going! Brett goes above and beyond, making sure all the i's are dotted and the t's are crossed. I wouldn't use anyone else from this experience forward and will be telling everyone I know, use

"Brett is an exceptional realtor. He has excellent communication skills and went way past the call of duty many times." - Ralph Peters

