

For immediate release

Steady Sales Mark Normalized Activity in Kootenay Residential Real Estate Market

NELSON, B.C. – April 4th, 2025. Residential real estate sales in March maintained a steady pace, supported by healthy inventory levels, reports the Association of Interior REALTORS® (the Association).

A total of 1,143 residential unit sales were recorded across the Association region in March, coming in above February's 914 units and up 11.9% compared to units sold in March last year.

New residential listings saw a moderate increase of 3% compared to March 2024 with 3,214 new listings recorded last month. The total number of active listings saw an 8.3% increase in total inventory compared to March 2024 with 8,374 recorded across the Association region. The highest percentage increase in active listings across the Association region for a second consecutive month was in Central Okanagan with a total increase of 14.3% compared to the same month last year.

"While market activity may have felt somewhat subdued across the region compared to previous years, we still saw the typical seasonal uptick that usually comes as we head into the busy spring market," says the Association of Interior REALTORS® President Kaytee Sharun, adding "while the broader economic uncertainty surrounding tariffs may be contributing to an atmosphere of hesitation, home sales and inventory levels are maintaining a healthy pace, as demand and the need for housing remain strong."

In the Kootenay and Boundary region, 251 sales were recorded last month, marking a 5% increase compared to March last year, and up from the previous month's 204 units sold. There were 479 new listings recorded in the Kootenay and Boundary region in March marking a 6.4% increase compared to the same month the previous year and an increase from February's 365 new listings. The overall active listings in the Kootenay region saw a 12.8% increase compared to March 2024 with 1,376 listings recorded.

"The Kootenay and Boundary region real estate market showed typical levels of activity last month, with steady sales hovering around the 10-year average," says Sharun. "Although we saw an initial spike in new listings early in the year, inventory levels have since normalized, providing a balanced environment for both buyers and sellers."

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 all housing categories compared to the same month the previous year, with the highest percentage increase of 15.2% recorded in the townhome category, coming in at \$528,400. The benchmark price for condominiums saw an increase of 8.6% in year-over-year comparisons coming in at \$352,600 and the benchmark price for single-family homes saw a 5.5% increase, coming in at \$613,400.

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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