

OKANAGAN | SPRING 2026

# THE HCM ACREAGE REPORT



FOR SALE

18555 MATSU DRIVE, SUMMERLAND, BC  
LISTED AT \$11,900,000  
REPRESENTED BY NATE CASSIE & HCM GROUP

H C M

HALL · CASSIE  
MARSHALL

Sotheby's  
INTERNATIONAL REALTY

Canada

We are pleased to present the latest edition of “The HCM Acreage Report”, proudly backed by the international reach and prestige of Sotheby’s International Realty Canada. This report focuses on providing valuable insights into the local farm, acreage, and unique property market throughout the Okanagan Valley.

As local REALTOR®s with deep roots in the Okanagan and five generations of farming knowledge, we bring extensive experience in the successful purchase and sale of farms, acreages, horticultural and viticultural properties, estates, and other unique high-value real estate. We look forward to continuing to share insights within this ever-evolving niche market.

This report will provide a blend of factual market data alongside both objective and informed subjective perspectives from ourselves and respected industry professionals. As we remain committed to being trusted experts across the Okanagan for these specialized properties, we hope you find this report both informative and valuable. Should you wish to discuss the market in more detail, our direct line at 250-470-2388 is always open.

As we move toward Spring 2026, we look forward to assisting landowners of all sizes, from small holdings to large-scale properties, in navigating an ever-changing market. We are sincerely grateful for our clients’ continued trust and support as we help guide them through some of the most significant transactions of their lives.

Sincerely,



**Geoff Hall**

Partner, Hall Cassie Marshall Group  
Sotheby's International Realty | Canada



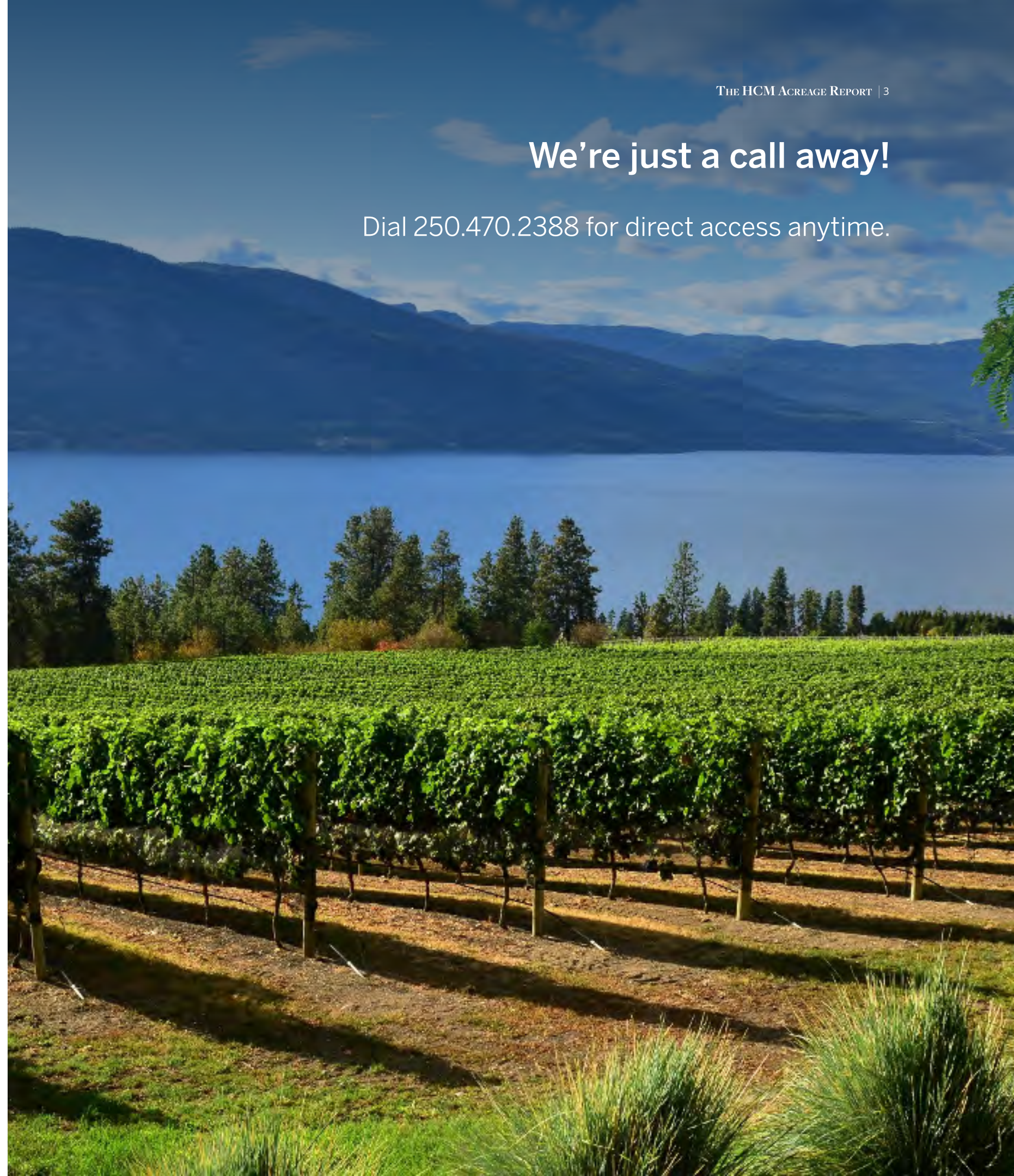
**Nate Cassie**

Personal Real Estate Corporation  
Partner, Hall Cassie Marshall Group  
Sotheby's International Realty | Canada



**Scott Marshall**

Personal Real Estate Corporation  
Partner, Hall Cassie Marshall Group & Senior Vice President of Sales  
Sotheby's International Realty | Canada



**We're just a call away!**

Dial 250.470.2388 for direct access anytime.

# FOR SALE

**12056 OKANAGAN CENTRE ROAD WEST, LAKE COUNTRY, BC**

**LISTED AT \$16,500,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP



## 12065 OKANAGAN CENTRE ROAD WEST *EXQUISITE LAKESHORE ESTATE*

Nestled in the heart of Okanagan Centre, Lake Country, this extraordinary lakefront estate represents one of the most coveted opportunities on Okanagan Lake—one of Canada’s most desirable and rapidly appreciating luxury markets. Set on 5.5 acres of meticulously manicured, park-like grounds with approximately 400 feet of private shoreline, 12065 Okanagan Centre Road West offers an unrivaled combination of privacy, pristine waterfront, and expansive acreage, all just minutes from town. The property boasts a large dock with private moorage, boat and jet ski lifts, a boathouse, a sun-drenched beach with pergola, outdoor living spaces, a secondary residence directly on the water, a spacious workshop, and grounds maintained to perfection—creating a true resort-style retreat.

The Tuscan-inspired main residence is a study in timeless architecture and refined craftsmanship. Panoramic windows and fold-away glass doors frame sweeping lake views and invite seamless indoor-outdoor living, opening onto a sprawling main-floor terrace perfect for entertaining. Multiple fireplaces—including a dramatic stone-encased centerpiece—infuse warmth and character throughout. The chef-inspired Tuscan kitchen features bespoke cabinetry and luxurious finishes, while the indulgent primary suite offers a private lake-facing terrace and a Capri-inspired en-suite complete with an elevated soaker tub and walk-in stone shower. Additional living spaces, a sunroom, and extensive parking—including a three-car garage plus over ten guest spaces—make this estate ideal for unforgettable gatherings. Enhancing its allure, the property includes a large cherry orchard and enjoys ALR-approved farm status, offering significantly reduced property taxes.



FOR SALE

12056 OKANAGAN CENTRE ROAD WEST, LAKE COUNTRY, BC  
LISTED AT \$16,500,000  
REPRESENTED BY SCOTT MARSHALL & HCM GROUP

*"An unforgettable property with a substantial private dock equipped for boats and jet skis, impeccably landscaped gardens, and grounds worthy of magazine feature."*





## Scott Marshall

**PERSONAL REAL ESTATE CORPORATION,  
SENIOR VICE PRESIDENT OF SALES,  
PARTNER, REALTOR®, ASSOCIATE  
BROKER, BCOM**

250.470.2388

SCOTT@HALLCASSIEMARSHALL.COM

Scott Marshall is a fifth-generation Okanagan resident with deep family roots in the region's real estate and farming history dating back to 1911. Raised in a family immersed in the Okanagan property market, he developed extensive local knowledge and a strong understanding of the area's real estate landscape.

After growing up in Lake Country, Scott earned a Bachelor of Commerce from UBC with a double specialization in Real Estate and Finance, and gained experience with the Commercial Real Estate Development Association in Vancouver and as a manager at Canada's largest cherry operation. Now a fully licensed REALTOR® and broker, he has built a reputation for professionalism, accuracy, and detailed client service, with much of his business coming from repeat and referral clients.



## Geoff Hall

**PARTNER, REALTOR®**

250.575.4292

GEOFF@HALLCASSIEMARSHALL.COM

Born and raised on Vancouver Island, Geoff has loved calling Kelowna home for the last decade. Originally pursuing a successful career in finance and financial planning, Geoff specialized in helping his clients maximize the tax efficiency of their real estate investments. Eventually, Geoff realized his preference for real estate as a whole, and embarked on his real estate career proper in 2013. Since entering the real estate industry, Geoff has expanded his experience to all forms of real estate – from condos to single family homes, office leases to large scale commercial, and luxury townhomes to waterfront estates. Geoff takes pride in advising his clientele with honesty and integrity, combining expert knowledge of the real estate market, and taking all variables into account to ensure the best possible outcome for his clients. Geoff's technical and analytical approach maximizes results, whether for an investment condo or a generational family estate.



## Nate Cassie

**PERSONAL REAL ESTATE CORPORATION,  
PARTNER, REALTOR®,**

250.869.7995

NATE@HALLCASSIEMARSHALL.COM

Nate stands out in the luxury real estate market due to his unwavering commitment to his clients. His extensive background in the Okanagan region is rooted in years of enjoying BC's premier lake activities, providing him with unmatched insights into the local lifestyle.

Nate's expertise in the real estate business, coupled with his unwavering commitment to delivering top-tier customer service, has positioned him as a distinguished figure in marketing the Okanagan's most exclusive homes and luxury estates. With an innate grasp of this dynamic market and an uncompromising dedication to maintaining the highest standards of professionalism, Nate guarantees a seamless and efficient experience for you, from the initial contact to the final closing. Whether you own a Luxury Condominium, Prestigious Residence, or World-Class Estate, Nate's approach to marketing your property is thorough, polished, and professional. He leverages his extensive experiences and personal touch to ensure you obtain the highest value for your most significant investment.



## Team Profile

The Hall Cassie Marshall Group is composed of ten licensed agents supported by three full-time team members focused on marketing, operations, and client experience. This depth allows them to manage one of the largest active portfolios in the BC Interior while maintaining the highest standards of personalized service. They also represent the largest Sotheby's International Realty Canada team in the province.

With more than \$300 million in active listings\* and over \$719 million in career sales\*, the Hall Cassie

Marshall Group operates at a scale rarely achieved outside major metropolitan markets. Their expertise spans lakeshore estates, vineyards, acreages, development land, and luxury residential properties, each represented through cinematic videography, architectural photography, and bespoke storytelling.

Through their proprietary HCM Lakeshore Report, Acreage Report, and Luxury Report distributed quarterly to more than 20,000 households and investors, the group provides in-depth data and curated listings that offer a comprehensive view of the Okanagan's evolving market. This analytical approach positions them as leading authorities in the region's upper-tier and development markets.

The Hall Cassie Marshall Group has become synonymous with results that define the marketplace. From record-setting estate sales to transformative land transactions, their work reflects both the heritage and future of the Okanagan, rooted in five generations of local history yet elevated by global reach. They embody the Sotheby's standard of quality, integrity, and presentation.

\*Based on data obtained from the Association of Interior Realtors MLS as of February 2026.

"Looking ahead, we anticipate continued downward pressure on vineyard and winery values in the short to medium term."

**FOR SALE**

385 MATHESON ROAD, OKANAGAN FALLS, BC  
LISTED AT \$2,650,000  
REPRESENTED BY SCOTT MARSHALL & HCM GROUP

# Acreage Market Report

## Vineyard & Winery Market: Spring 2026

The vineyard and winery market remained subdued throughout 2025, with demand shaped largely by caution and selectivity following the prior year's cold event. Buyers were highly discerning, prioritizing assets that demonstrated resilience, proven production, and long-term viability. Properties with established vines that survived the cold weather event of last year and continued to generate consistent grape yields attracted the greatest interest, while vineyards requiring significant replanting were met with hesitation due to near-term revenue disruption and extended stabilization timelines.

Buyer demand also continued to favour value and scale. We observed increased interest in larger land assemblies and bulk acreage offerings where the price per acre declined as parcel size increased. Well-capitalized purchasers were often drawn to large, predominantly bare land parcels—frequently in the 50-acre-plus range—where they could benefit from lower per-acre pricing while maintaining full control over varietal selection, planting strategy, and long-term vineyard design. Conversely, smaller premium vineyard parcels, typically in the ±10-acre range, experienced softer demand as buyers weighed pricing against scale and operational flexibility.

On the supply side, inventory trended upward as financial and operational pressures persisted across the sector. Reduced production, rising costs, and tighter lending conditions have prompted more landowners to test the market, resulting in a gradual increase in available vineyard and winery listings. Within this environment, we have begun to see early signs of foreclosure and court-ordered sale activity, where owners are defaulting on

financing obligations tied to agricultural or winery operations.

Although still limited in overall volume at this time, the presence of forced and distressed sales introduces meaningful pricing pressure. These properties are often brought to market with urgency, increasing the likelihood of under-market transactions that can influence broader valuation benchmarks. As this segment expands, it is expected to contribute to downward pressure on land values over the short to medium term, particularly for properties without stable income or immediate production certainty.

At the institutional level, buyer preferences have become increasingly polarized. Smaller boutique wineries are currently the most challenged product type, as many have struggled to maintain consistent profitability following multiple difficult growing seasons. In contrast, demand remains more durable for larger, well-established winery operations with proven cash flow, scale efficiencies, and diversified revenue streams—criteria that boutique wineries often find difficult to meet in the current market environment.

Looking ahead, we anticipate continued downward pressure on vineyard and winery values in the short to medium term. The cold event served as a significant market shock, materially impacting production, financial performance, and owner confidence across the region. Until operating stability improves and income visibility returns, market dynamics are expected to remain buyer-favourable, with pricing adjustments continuing to unfold across both land and winery assets.

# Acreage Market Report

## Okanagan Development Lands: Spring 2026

The development land market across the Okanagan has undergone a meaningful reset throughout 2025 and into 2026, shaped by elevated land supply, softening end-product pricing, and changing municipal planning dynamics. A growing volume of development-designated land has come to market as holding costs rise and developers adopt a more cautious posture, resulting in longer marketing timelines and increased pricing sensitivity.

One of the most challenged segments within the development land market has been land assemblies. Many assembly offerings continue to suffer from elevated pricing expectations that were established during peak market conditions, often without sufficient adjustment for current end-product values. In addition, municipal planning frameworks have evolved such that many cities now have zoning or Official Community Plan (OCP) designations already in place across large portions of their urban areas. This has reduced the scarcity premium historically associated with assembled parcels, as developers can increasingly access

entitled or near-entitled sites without undertaking complex and costly assemblage strategies.

At the same time, the broader development landscape has been impacted by the over-delivery of rental and condominium product. Purpose-built rental construction has outpaced demand in certain submarkets, placing downward pressure on achievable rents and compressing projected returns. Similarly, a growing inventory of newly built condominium units has entered the market at materially reduced pricing, with some projects adjusting values 20–30% below original pre-sale levels in order to stimulate absorption. These repricing dynamics have flowed directly back into land valuations, as developers recalibrate residual land values to reflect more conservative revenue assumptions.

Despite these headwinds, demand within the development land market has become increasingly selective rather than absent. Unique parcels—such as sites with exceptional location, rare zoning, waterfront or view

orientation, or clear development differentiation—continue to attract strong interest. Likewise, larger-scale development sites capable of accommodating phased or mixed-use projects have maintained appeal, particularly where scale allows developers to manage absorption risk and adapt product mix over time.

Buyers in the current environment are prioritizing sites with clear entitlements, minimal off-site servicing requirements, and certainty of execution. Conversely, land that relies heavily on future rezoning, speculative density uplifts, or optimistic pricing assumptions has faced diminished interest. The result has been a widening gap between seller expectations and buyer underwriting, with

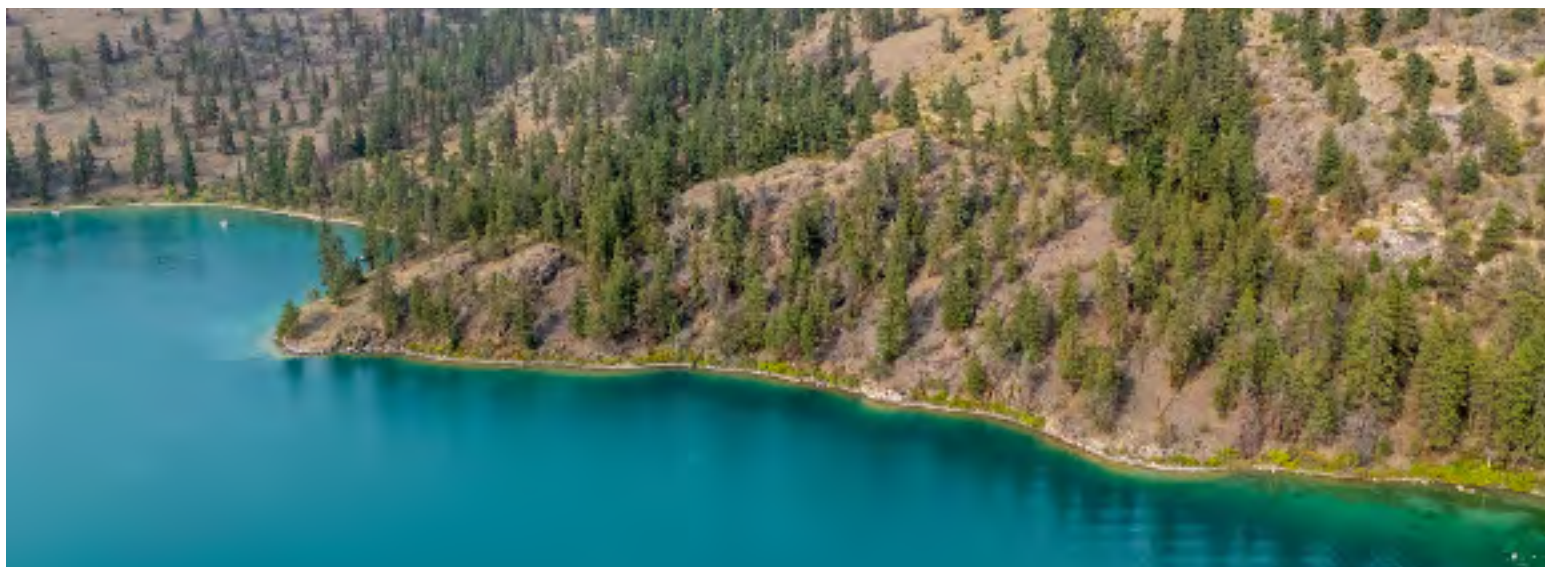
transactions increasingly concentrated among realistically priced, well-positioned assets.

Looking ahead, development land values are expected to remain under pressure in the short to medium term as the market works through excess inventory and adjusts to lower end-product pricing. Land assemblies are likely to remain challenged unless pricing expectations realign with current feasibility metrics. However, for unique and larger-scale sites offering defensible competitive advantages, demand is expected to remain resilient. As pricing discovery continues, disciplined developers and long-term investors are likely to find opportunities, provided land basis reflects the realities of today's development economics.



# FOR SALE

**15799 SAWMILL ROAD, LAKE COUNTRY, BC**  
 LISTED AT \$45,000,000  
 REPRESENTED BY SCOTT MARSHALL & HCM GROUP



# Acreage Market Report

## Okanagan Luxury Estates: Spring 2026

The luxury and estate market across the Okanagan occupied a transitional and highly nuanced position throughout 2025 and heading into 2026. A clear disconnect has persisted between buyer and seller expectations, with many sellers continuing to anchor pricing to peak market conditions seen in 2021 and early 2022. In contrast, buyers have re-calibrated their expectations to reflect a softer market environment, with values generally trending 10–15% below those peak levels. This gap in perception has been a defining feature of the market and a primary contributor to longer marketing timelines.

On the supply side, inventory accumulation has become increasingly evident, particularly within the \$3M+ segment. Elevated choice has materially shifted leverage toward buyers, who are now far more selective in both property attributes and pricing. Buyers are often touring a wide cross-section of comparable properties before committing, and in many cases, decision-making is being driven less by aspiration and more by relative value. As a result, motivated sellers—those willing to adjust pricing proactively—are leading transaction activity, while aspirationally priced listings continue to stagnate.

That said, the market has remained highly segmented. Unique, irreplaceable, or hyper-specialized properties—such as landmark estates, large acreages, properties with exceptional lake frontage, rare topography, or meaningful privacy—have continued to see success, often with minimal direct competition. In these cases, scarcity outweighs broader market softness, and buyers demonstrate a willingness to transact when the asset cannot be easily replicated or substituted.

Conversely, the most challenged portion of the luxury market has been “standard” homes on “standard” parcels, where buyers are faced with an abundance of similar options. In this segment, purchasers are highly analytical, often comparing ten or more near-identical properties before proceeding. Homes that fail to clearly differentiate themselves through location, design, lot characteristics, or price are being passed over in favour of offerings that present the strongest value proposition. This has reinforced a market dynamic where pricing precision and presentation are critical, and where even minor misalignment can materially impact activity.

Financing conditions have further reinforced buyer discipline. Higher borrowing costs, combined with increased carrying expenses for larger homes, have amplified sensitivity to perceived overpricing. Buyers are factoring not only acquisition cost but also long-term operating expenses, renovation requirements, and opportunity costs when evaluating estate properties. As a result, turnkey conditions, modernized systems, and energy efficiency are increasingly influential in buyer decision-making.

Looking ahead, the luxury and estate market is expected to remain competitive and value-driven in the near term. While pricing pressure is likely to persist for conventional luxury offerings, well-positioned properties that are priced realistically and offer a clear point of differentiation should continue to transact. The market is no longer forgiving of overreach; however, for sellers who align expectations with current conditions, liquidity remains achievable. For buyers, the current environment continues to present a rare opportunity to be selective, patient, and strategic within one of the most desirable lifestyle markets in the country.



**SOLD**

**14922 CARRS LANDING ROAD, LAKE COUNTRY, BC**  
 LISTED AT \$11,500,000  
 REPRESENTED BY SCOTT MARSHALL & HCM GROUP

**FOR SALE**

**6651 BUCHANAN ROAD, COLDSTREAM, BC**  
 LISTED AT \$1,999,000  
 REPRESENTED BY SCOTT MARSHALL & HCM GROUP



## Acreage Market Report

### Okanagan Equestrian Acreages Market: Spring 2026

The equestrian land market across the Okanagan has remained comparatively resilient through 2025 and into 2026, supported by a unique blend of lifestyle demand and specialized utility. Unlike production-oriented agricultural land, equestrian properties are less directly exposed to crop volatility, weather-related yield risk, or commodity pricing, which has contributed to more stable buyer interest within this segment.

Demand for equestrian land continues to be driven primarily by lifestyle purchasers, private horse owners, and smaller-scale equestrian operators rather than institutional or production-focused buyers. Properties offering

usable, well-configured land with appropriate zoning, reliable water supply, and proximity to riding trails or established equestrian communities have attracted the strongest interest. Parcel sizes typically range from 5 to 20 acres, with usability of the land often carrying greater weight than raw acreage alone.

Improvements play a central role in valuation within the equestrian segment. Buyers place significant emphasis on existing infrastructure such as barns, stables, indoor or outdoor riding arenas, paddocks, fencing, and tack facilities. Properties that offer well-designed, functional equestrian improvements—particularly those that can be utilized immediately without major

capital investment—are consistently favoured. In many cases, the quality and condition of these improvements outweigh marginal differences in land size when buyers are comparing options.

From a residential standpoint, the primary dwelling remains a key value driver. Equestrian buyers frequently overlap with the luxury and estate market, placing importance on home quality, privacy, and overall lifestyle appeal. As a result, equestrian properties often correlate more closely with high-end residential pricing trends than with traditional agricultural land values. Well-presented homes paired with functional equestrian facilities continue to outperform properties where either the residence or equestrian infrastructure is lacking.

On the supply side, inventory levels have remained relatively contained. Many equestrian landowners are long-term holders with a strong emotional or lifestyle attachment to their properties, limiting turnover and contributing to constrained availability. Listings that do come to market are often highly individualized, resulting in fewer direct comparables and

extended marketing periods unless pricing is carefully aligned with buyer expectations.

While demand has remained steady, buyers have become more discerning. Properties that are over-improved for the market, suffer from functional inefficiencies, or require significant capital upgrades have faced slower absorption. Conversely, well-balanced offerings—those that combine usable land, appropriate equestrian infrastructure, and a strong residential component—have continued to transact, even in a more cautious broader market environment.

Looking ahead, the equestrian land market is expected to remain stable, supported by lifestyle-driven demand and limited supply. Pricing is likely to remain sensitive to the quality of improvements and overall presentation rather than land value alone. As with other acreage categories, sellers who position equestrian properties realistically and emphasize turnkey usability will be best positioned to capture buyer interest, while purchasers continue to benefit from a selective, value-conscious marketplace.



# Acreage Market Report

## Okanagan Farmland Market: Spring 2026

Generalized farmland in the Okanagan—defined here as land not optimally suited for vineyard or orchard use—has demonstrated comparatively stable market behaviour over the past year. Much of this land is commonly maintained in hay production, which provides a low-maintenance means of achieving farm status and the associated property tax benefits. Ownership within this segment is frequently characterized by long-term or older landholders who value privacy, open space, and tax efficiency, but who may not wish to actively farm or manage more intensive agricultural operations.

From a physical standpoint, these properties are typically flatter in nature, a characteristic that contrasts with vineyard and orchard land, which often benefits from slope for cold air drainage and improved growing conditions. In addition, generalized farmland frequently lacks the water supply infrastructure required to support the higher irrigation demands of vines or tree fruit. As a result, this category of land has historically been overlooked by more production-oriented agricultural buyers, and is most commonly found in the 5- to 10-acre parcel size that is prevalent throughout the Okanagan Valley.

Unlike vineyard, orchard, or winery properties—which can experience pronounced valuation swings driven by crop performance, weather events, or operational margins—general farmland has exhibited fewer irregularities and far less volatility. Values within this segment tend to remain comparatively stable on a year-over-year basis, reflecting its limited exposure to production risk and broader appeal to lifestyle-oriented purchasers.

In this category, improvements typically play a more significant role in overall valuation than agricultural productivity alone. Larger primary residences, workshops, barns, and auxiliary outbuildings often represent the primary value drivers, with land functioning as a complementary asset rather than the sole determinant of price. As a result, generalized farmland demonstrates the strongest correlation with the single-family residential market of all agricultural categories, due largely to overlapping buyer profiles and lifestyle-driven motivations.

- **MARKET BEHAVIOR:** Stable over the last year.
- **OWNERSHIP CHARACTERIZATION:** Long-term legacy land holders.
- **BUYER CHARACTERIZATION:** Lifestyle-oriented purchasers.
- **VALUE DRIVERS:** Larger primary residences, workshops, barns and auxiliary outbuildings.



**FOR SALE**

201 HIGHWAY 97, VERNON, BC  
LISTED AT \$14,000,000  
REPRESENTED BY SCOTT MARSHALL & HCM GROUP

# Acreage Market Report

## Okanagan Tree Fruit Market: Spring 2026

Across the Okanagan, orchard sales activity continues to be predominantly concentrated in apple and cherry operations, with more limited exposure to peaches, pears, and other stone fruits. Buyer interest remains anchored to crop types with established infrastructure, predictable demand, and stronger long-term economics, reinforcing cherries—and to a lesser extent apples—as the primary focus within the tree fruit segment.

Similar to trends observed in the vineyard market, demand has been skewed toward scale. Larger parcels of bare land have attracted the greatest attention from established and expanding growers, as these holdings offer flexibility in orchard layout, varietal selection, and long-term production planning, while benefiting from lower price-per-acre metrics. In addition, larger blocks of mature cherry orchards have continued to see comparatively healthy interest, particularly where properties include existing infrastructure for worker housing or accommodations aligned with Temporary Foreign Worker Program requirements. These operational efficiencies remain a key driver of buyer decision-making.

Conversely, smaller orchard parcels—typically in the 10- to 15-acre range—have represented the slowest-moving segment of the market. These properties often command a higher price per acre and struggle to compete with larger, more scalable holdings. That said, where mid-sized orchard parcels include a well-situated and functional family residence,

marketability improves meaningfully. While land value remains the primary pricing driver, a suitable primary dwelling is increasingly viewed as a material value-add that broadens the buyer pool.

From a production standpoint, cherries experienced a notably high-yield year, resulting in sub-optimal pricing due to sheer volume and capacity constraints across the packing system. This marked a sharp contrast to the prior year, where fruit size and weight were the limiting factors. The volatility highlights the inherently cyclical and fragile nature of the industry—one season defined by scarcity, followed by another characterized by oversupply, with fruit at times left unharvested or unsold. The closure of BC Tree Fruits further underscored structural challenges within the sector, while privatized packing houses and larger growers operated at or near full capacity for much of the season.

As a result of the previous year's weaker pricing environment, the cherry land market has remained slow and illiquid. Meaningful activity has been largely limited to larger parcels pursued by well-capitalized growers, while small and mid-sized operators have largely remained on the sidelines, observing market direction rather than actively expanding. For momentum to return, the market will require several consecutive strong growing seasons that allow growers to rebuild cash reserves and regain confidence. In the near to medium term, modest downward pressure on orchard land values is anticipated due to limited transactional volume.



On the apple front, larger growers continue to generate the majority of their margins through packing and value-added operations, as per-acre yields for apples remain materially lower than those of cherries. Specialty plantings, such as organic apples, can command a premium and improve land economics; however, from a land valuation perspective, cherry plantings remain the preferred use in most cases.

Peaches, pears, and stone fruits more broadly have not been a primary focus for buyers in the current market. Older stone fruit plantings are frequently being removed or redeveloped in favour of cherries or apples, reflecting shifting economics, labour considerations, and buyer preference. While well-managed stone fruit orchards can still operate successfully, they are

generally viewed as secondary or transitional uses rather than long-term strategic crops.

On the supply side, many orchard owners have opted to remain in place, resulting in relatively limited inventory being brought to market. Existing listings have tended to experience extended marketing periods—often stretching beyond two years—unless pricing is adjusted to reflect current buyer sentiment. A small number of court-ordered sales have occurred, occasionally establishing sub-optimal comparables; however, most sellers remain firm on pricing expectations. The widening gap between buyer and seller valuations remains evident, and it is anticipated that pricing adjustments will be driven first by more motivated sellers, ultimately favouring patient buyers as the market continues to recalibrate.

- **MARKET BEHAVIOR:** Demand skewed toward scale, with larger parcels the most attractive.
- **FARM ADAPTATION:** Older stone fruit plantings are being redeveloped in favour of other fruit.
- **BUYER CHARACTERIZATION:** Anchored to crop type, primarily cherries and apples.
- **VALUE DRIVERS:** Larger parcels or bare land the most attractive to expanding established growers.

\*Please note that the information and market analysis included in the entirety of this report are based on interpretation of market data and are subjective in nature. For large acreage properties, there is lower sales volume on the MLS than that in the typical real estate sectors. This analysis is drawn from my own experience in the sector and through consultation of various industry professionals. Any information deemed important should be verified.

# Recent HCM Sales



**7260 HIGHWAY 6, COLDSTREAM**  
Listed at \$1,699,000

**Custom two-acre estate with refined modern finishes,** thoughtfully designed indoor-outdoor spaces — all minutes from Vernon and Kalamalka Lake.



**7612 97TH STREET, OSOYOOS**  
Listed at \$995,000

**Rare 2.2-acre income property** combining a 15-pad, 55+ mobile home community and detached residence with strong cash flow, and redevelopment potential.



**2591 LAKE BREEZE COURT, LAKE COUNTRY**  
Listed at \$1,099,000

**Beautiful 3,700+ square foot** 4 bedroom, 3-bathroom lake-view residence at "The Lakes".



**1360 MINE HILL DRIVE, KELOWNA**  
Listed at \$2,986,000

**Stunning modern residence in prestigious Black Mountain area,** where sophisticated design meets breathtaking panoramic views of all of the city, mountains and valley.



**UNIT #2910, 1488 BERTRAM STREET, KELOWNA**  
Listed at \$699,000

**Gorgeous northwest corner home** offering breathtaking, unobstructed views of the lake, city, mountains with approximately 865 square feet of living space.



**7249 ANGLEMONT WAY, ANGLEMONT**  
Listed at \$1,149,000

**Custom 4-bedroom Anglemont mountain chalet** on 1.5 private acres with Shuswap Lake views, luxurious modern finishes ideal for multi-generational living.



**4740 TREPANIER ROAD, PEACHLAND**  
Listed at \$1,990,000

**Gorgeous 42.75 acre site** just minutes from Peachland and Kelowna with picturesque Trepanier Creek running along and through the property.



**1330 SIXTH STREET, LAKE COUNTRY**  
Listed at \$1,649,000

**Beautiful 4 bedroom + den, 4 bathroom, 2900+ square foot** lake-view home with in-law suite, on a spacious 1.74 acre lot in the prestigious Okanagan Centre area of Lake Country!

# Current HCM *Listings*

<b>12056 Okanagan Centre Road West</b> LAKE COUNTRY   \$16,500,000	4	<b>17142 Commonage Road</b> LAKE COUNTRY   \$2,750,000	68
<b>15799 Sawmill Road</b> LAKE COUNTRY   LAND ASSEMBLY   \$45,000,000	26	<b>3022 Dunster Road</b> KELOWNA   \$3,495,000	70
<b>8888 Lakeshore Road</b> KELOWNA   \$22,588,888	28	<b>385 Matheson Road</b> OKANAGAN FALLS   \$2,650,000	71
<b>201 Highway 97</b> VERNON   \$14,000,000	30	<b>10989 Maddock Avenue</b> LAKE COUNTRY   \$1,999,000	72
<b>18555 Matsu Drive</b> SUMMERLAND   \$11,900,000	32	<b>6651 Buchanan Road</b> COLDSTREAM   \$1,999,000	73
<b>26 Commonage Road</b> VERNON   \$7,750,000	34	<b>6025 Farmers Drive</b> KELOWNA   \$1,699,900	74
<b>250 Lochview Road + 210 Clifton Road</b> KELOWNA   \$4,499,000 + \$2,499,000	36	<b>1788 Boone Court</b> KELOWNA   \$1,699,000	75
<b>5205 Buchanan Road</b> PEACHLAND   \$6,998,000	38	<b>16151 Barkley Road</b> LAKE COUNTRY   \$1,999,000	76
<b>2304 82nd Avenue</b> OSOYOOS   \$6,950,000	40	<b>LOT 28 Okanagan Centre Road W</b> LAKE COUNTRY   \$1,999,000	77
<b>5560 Lakeshore Road</b> KELOWNA   \$6,499,000	42	<b>7414 97 Street</b> OSOYOOS   \$1,875,000	77
<b>3194 Dunster Road</b> KELOWNA   \$5,600,000	44	<b>11024 Reiswig Road</b> LAKE COUNTRY   \$1,499,000	78
<b>991 Salmon River Road</b> SALMON ARM   \$4,700,000	45	<b>6097 Highway 3</b> HEDLEY   \$1,299,000	78
<b>1409 + 1429 Teasdale Road</b> KELOWNA   \$4,995,000	46	<b>11263 Maddock Avenue</b> LAKE COUNTRY   \$1,299,000	79
<b>2765 Arthur Road</b> KELOWNA   \$4,499,000	48	<b>3643 Malakwa Road</b> MALAKWA   \$1,289,000	79
<b>146 Timberline Road</b> KELOWNA   \$4,299,000	58	<b>7114 Goshawk Road</b> KELOWNA   \$1,199,000	80
<b>112 + 116 Sunset Boulevard</b> VERNON   \$4,188,000	60	<b>5574 Stubbs Road</b> LAKE COUNTRY   \$1,150,000	80
<b>15829 Greenhow Road</b> LAKE COUNTRY   \$3,495,000	62	<b>338 Howards Road</b> VERNON   \$1,099,000	81
<b>9983 Okanagan Centre Road</b> LAKE COUNTRY   \$3,750,000	63	<b>602 Trumpeter Road</b> KELOWNA   \$1,099,000	81
<b>Lot A &amp; B Oyama Road</b> LAKE COUNTRY   \$3,299,000 + \$4,299,000	64	<b>2049 Okanagan Street</b> ARMSTRONG   \$999,000	82
<b>5774 Deadpine Drive</b> KELOWNA   \$3,300,000	65	<b>5601 Twin Creek Place</b> KELOWNA   \$849,000	82
<b>4295 Shanks Road</b> LAKE COUNTRY   \$2,799,000	66	<b>PROP LOT 2 - 5617 Oyama Lake Road</b> LAKE COUNTRY   \$799,000	83
<b>7844 Chew Road</b> VERNON   \$2,599,000	67	<b>PROP LOT 2 &amp; 3 - 4389 Highway 33</b> WESTBRIDGE   \$389,000 + \$379,000	83

**15799 SAWMILL ROAD, LAKE COUNTRY, BC****LISTED AT \$45,000,000**

REPRESENTED BY SCOTT MARSHALL &amp; HCM GROUP

475.7 ACRES | ~3,150' LAKESHORE FRONTAGE

"Within Lake Country's sought-after boundaries, Pier Mac Sand and Gravel offers an extraordinary 475-acre offering across four titles, and represents one of the region's most significant opportunities; a rare combination of scale, setting, and potential. At its heart lies the crown jewel: a title bearing over 136 acres on Kalamalka Lake, with more than 3,000 feet of pristine shoreline. It's a stretch of lakefront known for its luminous turquoise water and untouched natural beauty, and is the kind of place that defines the Okanagan's identity. This rare combination of titles speaks to a vision; with rolling terrain, open vistas, and the District of Lake Country now reviewing its OCP and welcoming forward-thinking development ideas, the future here feels wide open. Offered with equipment, reserves, and long-standing agreements in place, this is more than a sale; it's an invitation to shape the next chapter of one of the Okanagan's most recognizable landscapes. 475 acres. Four titles. One extraordinary opportunity."



**8888 LAKESHORE ROAD, KELOWNA, BC**  
**LISTED AT \$22,588,888**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

1,800' OF LAKESHORE FRONTAGE

67.48 ACRES



*“You’ve arrived at the Golden Mile—an irreplaceable opportunity for lakefront living. With 1,800 feet of pristine shoreline, this lot offers a rare chance to build a custom estate, surrounded by stunning views and unmatched natural beauty.”*

There are few places in the Okanagan that offer true seclusion while still being connected to everything the valley has to offer — and 8888 Lakeshore Road is one of those rare properties. This is the Golden Mile. Nearly 1,800 feet of private shoreline, 67 acres of pristine natural beauty, and a setting that feels entirely removed from the outside world. The scale is unmatched, the privacy absolute—with no waterfront trails, no future development around you, and nothing but protected parkland as your neighbour. It’s the kind of property where you don’t simply build a home—you build a legacy.

With zoning for multiple primary residences, accessory homes, docks, and even a private boat launch, the potential here is exceptional. Whether envisioned as a personal estate, a family retreat, or a corporate sanctuary, this is one of the very few remaining waterfront landholdings where a generational vision can still be fully realized.

The beauty of the Golden Mile isn’t just found on the property—it’s found all around you. Minutes away are the world-renowned wineries of Cedar Creek and Martin’s Lane, perched into the South Slopes just north of the property. For the right buyer, this could become much more than a private residence—it holds the canvas for a world-class wellness retreat, a secluded generational compound, or one of the most exclusive corporate retreats in Western Canada. And with protected parkland ensuring your privacy for generations to come, The Golden Mile offers a level of security and exclusivity that very few Okanagan waterfront properties can ever replicate.

**201 HIGHWAY 97, VERNON, BC**

**LISTED AT \$14,000,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP



## WELCOME TO KAL-LAKE CATTLE... *AN OKANAGAN LEGACY.*

Welcome to Kal-Lake Cattle, a landmark 58.98 acre estate perched above the turquoise waters of Kalamalka Lake, widely regarded as one of the most stunning lakes in the world. Known across the Okanagan for its iconic orange roofs and peaceful grazing cattle, this property has captured the attention of locals and visitors alike for decades.

Nestled between Vernon and Lake Country, this agricultural estate offers a rare combination of wide-open land and unbeatable lake proximity, with only the scenic Okanagan Rail Trail between you and the shoreline. As you arrive through the entry and take in the sweeping views, you're greeted by mature trees, open pastures, and an incredible sense of space and possibility.

The existing homesite sits perched on the lower end of the property, taking full advantage of panoramic lake views in both directions. Multiple outbuildings—including a hay barn, workshop, and storage facilities—support the property's active agricultural operations. Water access is secure with two agricultural irrigation licenses directly from Kalamalka Lake, and an additional un-metered reclaimed water supply from the Vernon Water Reclamation Centre.

Zoned within the Agricultural Land Reserve (ALR), Kal-Lake Cattle offers future agricultural potential, lifestyle flexibility, and long-term value. The estate is bordered by Kekuli Bay Provincial Park and is located near the future Okanagan Gondola site, while world-class destinations like Predator Ridge, Sparkling Hill Resort, and the O'Rourke Family Estate Winery are just minutes away.



## 18555 MATSU DRIVE ... *WHERE ARCHITECTURE AND VISION CONVERGE*

High above the shimmering waters of Lake Okanagan, where vineyard rows trace the contours of the mountainside and the light shifts dramatically throughout the day, Sage Hills Estate Winery presents a rare and compelling opportunity to own one of the Okanagan's most distinctive boutique wine estates. Offered for sale is not simply a winery, but a complete lifestyle property; an intersection of design, land, and established business set on an irreplaceable 10.36-acre freehold parcel in the heart of Summerland, British Columbia.

At the centre of the estate sits a striking modern residence, thoughtfully designed to both complement and command its surroundings. With 4,576 square feet of refined interior living space, the home offers four bedrooms plus a den and four bathrooms, all positioned to capture uninterrupted views of Lake Okanagan and the surrounding valley. Architectural details elevate the experience throughout, most notably a dramatic cantilevered living room that appears to float above the landscape, delivering sweeping 270-degree vistas that extend far beyond the horizon. Floor-to-ceiling glazing, clean modern lines, and seamless indoor-outdoor transitions ensure the natural beauty remains the focal point at every turn.

Outdoor living is equally impressive. An infinity-edge pool visually merges with the lake below, creating a serene setting for entertaining or quiet reflection. Smart home technology, a triple-car garage, and carefully curated finishes underscore the home's blend of luxury, functionality, and contemporary comfort—making it equally suited as a full-time residence or a remarkable retreat.



*"An extraordinary chance to acquire a legacy property where lifestyle and enterprise exist in perfect balance."*

# FOR SALE

**18555 MATSU DRIVE, SUMMERLAND, BC**  
**LISTED AT \$11,900,000**  
REPRESENTED BY NATE CASSIE & HCM GROUP

**26 COMMONAGE ROAD, VERNON, BC****LISTED AT \$7,750,000**

REPRESENTED BY SCOTT MARSHALL &amp; HCM GROUP

5 BEDROOMS | 3 BATH

5,758 SQ.FT. | 144.9 ACRES

Set quietly within Vernon city limits and bordering Ellison Provincial Park, this extraordinary 144.92-acre estate represents a rare opportunity to acquire land of true scale in the Okanagan. With only approximately 9.6 acres within the Agricultural Land Reserve, the majority of the property remains outside the ALR, offering exceptional flexibility. Current AGRL zoning permits subdivision into 12-hectare (30-acre) parcels, creating immediate subdivision potential alongside long-term development value. The land itself is both productive and picturesque, featuring approximately 21 acres of established pasture and grazing land previously used for organic lamb and cattle, extensive electric cross-fencing, a small pond, and a tranquil aspen grove, all supported by a well and cistern water system and accessed by a private one-kilometer paved driveway.

Anchoring the estate is a 5,700+ square foot modern residence, completed in 2016 and thoughtfully designed to engage with the surrounding landscape. The five-bedroom, three-bathroom home showcases polished heated concrete floors, cedar beam accents, a wood-burning fireplace and stove, and expansive windows and sliding doors that open directly to the south-facing outdoor living spaces. A stunning saltwater pool, fire-pit, and hot tub overlook sweeping lake and valley views that extend as far as the Bennett Bridge in Kelowna, creating an exceptional setting for both everyday living and entertaining.





**250 LOCHVIEW ROAD, KELOWNA, BC**  
LISTED AT \$4,499,000

**210 CLIFTON ROAD, KELOWNA, BC**  
LISTED AT \$2,499,000

Combined Listing \$6,998,000  
REPRESENTED BY SCOTT MARSHALL & HCM GROUP

Opportunity to purchase two freehold properties in the Glenmore area of Kelowna, offering a perfect blend of lakeshore accessibility and development potential across 13.506 acres. 210 Clifton is a 6.36 acre parcel, while 250 Lochview is a lakeshore 7.146 acre parcel with 273 feet of lakeshore frontage onto Okanagan Lake with a licensed dock in place. Located just to the North of the prestigious "Sheerwater" development, this is an opportunity to have 13.506 acres of land and your own private foreshore area. Sheerwater has consistently produced \$10,000,000+ homes, and this lot would allow for a beautiful home with a building site already established/ blasted to maximize your views. Access to water would be best achieved via tram, similar to neighboring properties in the general area. Unique opportunity with Lochview Road running through the property, and fronting Clifton Road at the East side of the parcels. Current zoning RR1 (small section is P4 on 250 Lochview), with a future land use of S-RES, and not in the Agricultural Land Reserve (ALR). There may be immediate/ long-term development potential, with a variety of building sites and access points evident. Interested parties should note that the properties are available to purchase separately or together.



## 5205 BUCHANAN ROAD, PEACHLAND, BC LISTED AT \$6,998,000

REPRESENTED BY GEOFF HALL & HCM GROUP

2.17 ACRES | 500' LAKESHORE FRONTAGE

Spectacular lakeshore estate with over 500 feet' of level beachfront, 2.17 acres of private, parklike grounds, and an architecturally designed 8300 square foot main residence featuring eight bedrooms, seven bathrooms, a stunning "Tuscan"-inspired theatre, games room, fitness studio, and walls of windows framing breathtaking lake views. Spanning 4 levels with expansive decks, nearly every room captures panoramic vistas. The 800 square foot top-floor primary retreat offers ultimate luxury. A glass-enclosed party wing with a full butler's kitchen is ideal for hosting. Private nanny suite included. Detached 1638 square foot, five bed, two bath guest house sits lakeside with storage for all your water toys. Completing this lakeshore oasis is a charming rustic log cabin hideaway nestled in the trees, full of cozy character. Lush landscaping, nature trails, multiple ponds, and a massive feature waterfall enhance this rare offering. New pile-driven dock with lift, volleyball court, and unobstructed 180 degree views of lake, valley, and mountains. The entire property is like your own private park, with extensive sandy beach, lake level yard and green space, and ultimate privacy. The District of Peachland supports rezoning for 0.6 FSR and a deep-water marina with 22+ large boat slips. Full data room available with extensive surveys, reports, etc. Two minutes to Okanagan Connector, five minutes to West Kelowna. This is a completely unique offering with huge development potential, or an incredible family estate.



**2304 82ND AVENUE, OSOYOOS, BC**  
**LISTED AT \$6,950,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

SOUTH-WEST FACING GRADUAL SLOPE

21.77 ACRES | EXISTING FRUIT ORCHARD

*“It’s unique microclimate dubbed the “golden circle of the Okanagan,” experiences minimal rainfall and is sheltered from storms by surrounding mountain formations.”*

Set on 21.77 acres, this exceptional orchard represents a rare and storied piece of Okanagan agricultural history. Planted between 2003 and 2004, the property is widely recognized as the birthplace of the Okanagan’s modern tree fruit industry and has been extensively studied by both the Ministry of Agriculture and the Summerland Research Station. Its southwest-facing, gently sloping terrain delivers the longest sun exposure and highest heat degree days in the valley, creating ideal conditions for consistent fruit quality and maturity.

The land’s unique topography plays a critical role in frost protection and temperature regulation. Strategic elevation changes allow cooler air to settle below while warmer air remains above, reducing frost risk during vulnerable growing periods. Seasonal airflow further enhances these conditions, with warm air rising from Osoyoos during spring and summer, complemented by evening downdrafts that help stabilize temperatures. An irrigation system installed in 2002–2003 draws from multiple water sources, anchored by the main pumping station at Osoyoos Lake, ensuring reliable and efficient water delivery throughout the growing season.

Plantings include cherries, peaches, apricots, pears, and apples, supported by fertile soils ranging from sandy loam to gravel, ideal for early cherry production as well as late-maturing red grapes, with room for future expansion. The property is serviced by two wells and features a historic plateau with panoramic views, offering outstanding building sites that overlook the surrounding landscape. Carefully managed and thoughtfully planned, this orchard has flourished for more than five decades, standing as both a productive agricultural asset and a truly unique Okanagan legacy.





**5560 LAKESHORE ROAD, KELOWNA, BC**  
**LISTED AT \$6,499,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

6 BEDROOMS | 4 BATH | 5,327 SQ.FT.

1.297 ACRES | 219' OF LAKE FRONTAGE



“With architectural features that revolve around the land itself, this is a very special property. There is a level of detail that is difficult to replicate.”

Known as Asparagus Bay, this home is built to celebrate Okanagan life. Its 1.297 acres—nurtured into an award-winning water-wise garden—offer a 5,000+ sq.ft. house designed by Architect Robert Turik to create ideal views, a roofline that honors the surrounding hillsides, access to outdoor living spaces, sunlight exposure, and privacy. 6 bedrooms and 4 bathrooms total!

Inside, the ceiling follows curved trusses varying from 12.5' to 20' high; the main south-facing windows ensure year-round sun; European tilt windows allow for extra airflow and cross breezes; and a bank of upper windows draw in the morning light. Upstairs, the kitchen is book-ended by living spaces, the master and ensuite both provide lake views, and a 1 bedroom suite offers privacy to guests. Every room provides seamless access to outside, including 1,100+ sq.ft. of patio space with stairs to another deck below. Downstairs offers 2 bedrooms and 1 bathroom, kitchenette, access to outdoors, storage, and another roughed-in suite with kitchen and bath plumbing.

Outside, walk down an accessible path (the old orchard-donkey path!) to 219' of lakeshore frontage with beach-entrance swimming and a private 130' dock built in 2018 and featuring both a 3-ton hoist and parking for guests. The lot is bisected by Lakeshore Road, so landscaped uplands offer additional parking, a deer-fenced garden with fruit trees and berries, space for a workshop, and long-term development/subdivision potential. Walking distance to Cedar Creek Winery, Martin's Lane, waterfront parks, and more.



**3194 DUNSTER ROAD, KELOWNA, BC**  
**LISTED AT \$5,600,000**

CO-REPRESENTED BY GEOFF HALL & HCM GROUP

5 BEDROOMS | 8 BATH  
 5,109 SQ.FT. | 9.31 ACRES

Spanning 9.3 predominantly flat acres just ten minutes from the city, this exceptional estate combines rural tranquility with modern convenience. The approximately 4,200 sq.ft. home features a primary bedroom on the main floor, four additional bedrooms, and five bathrooms, each with its own en-suite and private deck. A legal one-bedroom suite above the garage and a half-bath in the pool house provide flexibility for guests, family, or rental income.

Outdoor living and small-scale agriculture are central to the property, with a vineyard and apple orchard creating a serene backdrop. A detached multipurpose studio/workshop includes a bright art studio, washroom, ample power, and an over-height garage door accommodating up to four vehicles. Above the oversized three-car garage, a 974 sq.ft. legal suite offers soaring ceilings, large windows, and a private balcony with sweeping lake and mountain views.

Perfect for equestrian pursuits, small-batch distilling, or boutique agri-tourism ventures, this property blends creative potential with comfort and functionality. From poolside entertaining to quiet mornings in the orchard, every element has been thoughtfully designed to provide space, inspiration, and a deep connection to the spectacular Okanagan landscape—a rare opportunity for privacy, luxury, and versatility.



**991 SALMON RIVER ROAD, SALMON ARM, BC**  
**LISTED AT \$4,700,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

23,500 SQ.FT. CHERRY PROCESSING  
 7.09 ACRES | ONSITE LABOR HOUSING

This 23,500+ square foot cherry packing and processing facility sits on a 7.09-acre lot and represents a rare turn-key opportunity for orchardists and tree-fruit growers. The facility is equipped with three-phase power at 600 amps, natural gas, and a well providing approximately 75 GPM, currently processing three tons of fruit per hour with the potential to expand. The building features an 8-lane processing machine with the capacity to add four additional lanes, along with essential equipment including a hydraulic separator, hydrocoolers, chill tank, air-jet grader, and more. Loading docks and ample vehicle turn-around space make operations efficient and scalable, while the concrete and steel construction provides durability well below replacement costs.

On-site labor housing includes six mobile units capable of accommodating 35–40 workers, supported by a newer septic system with a one-acre field, ensuring the facility is fully operational from day one. Strategically located as cherry production expands further north, this facility offers an ideal location to capture market share and support growing orchards. Its scale, infrastructure, and versatility also make it well suited for other agricultural or tree-fruit processing ventures, providing a rare combination of operational readiness and long-term growth potential.



**1409 + 1429 TEASDALE ROAD, KELOWNA, BC**  
**LISTED AT \$4,995,000**

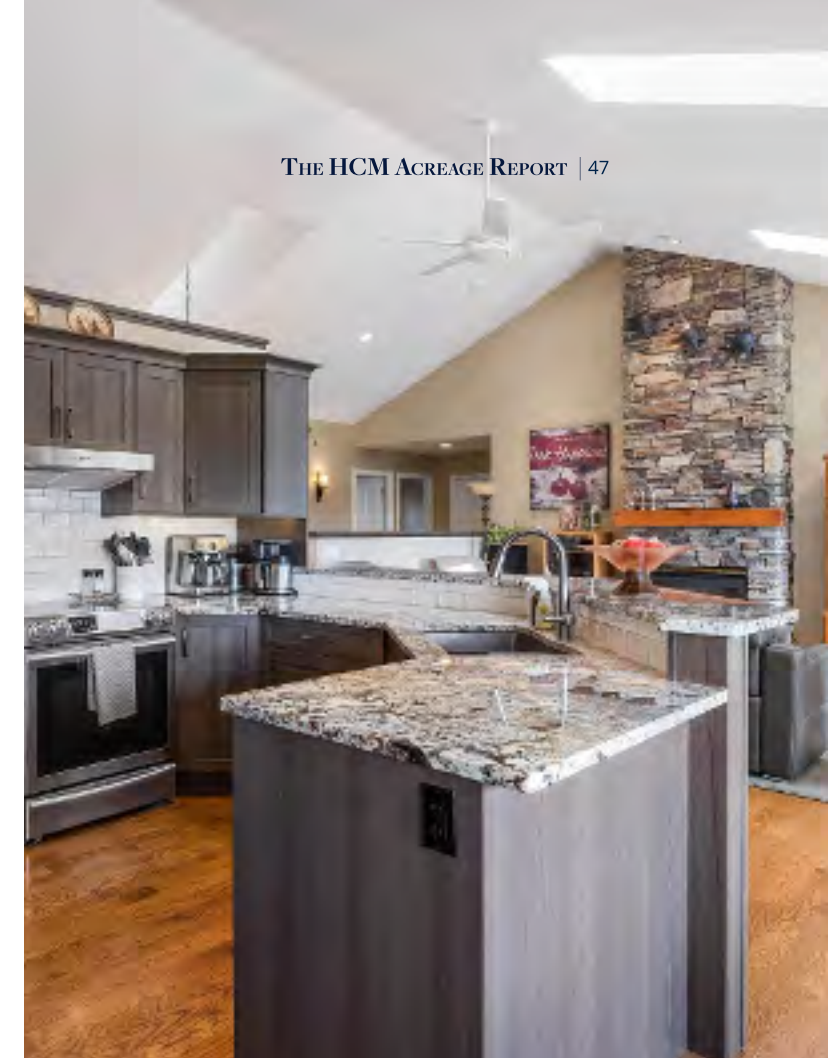
REPRESENTED BY SCOTT MARSHALL & HCM GROUP

5 BEDROOMS | 4 BATH | 4,569 SQ.FT.

13.44 ACRES | U-PICK ORCHARD

This remarkably rare offering combines two titled parcels—3.3 acres and 10.14 acres—for a total of 13.44 acres in Kelowna’s desirable Belgo area, just minutes from town yet offering the feel of a private country estate. At the heart of the property is a beautifully renovated 3,700 square foot home with five bedrooms and four bathrooms, featuring soaring ceilings with skylights, a dramatic stone fireplace, and a fully updated kitchen and bathrooms with quartz counter tops, tile finishes, and stainless steel appliances. The primary suite is a true retreat, complete with a freestanding tub, glass-tiled shower, and dual vanities, while the backyard opens directly into the surrounding orchard and garden spaces, creating a seamless connection between home and land.

Beyond the residence, the property operates as a highly successful and turn-key u-pick orchard, planted with a carefully curated mix of early, mid, and late-season cherry varieties to maximize harvest and visitor season. Well-known cultivars such as Rainier, Cristalina, Skeena, Staccato, and Stella anchor the operation, which has built a strong local reputation. A separate cabin offers excellent potential for farm help or additional income, while lake views from the upper bench off Geen Road add to the property’s appeal. With two titles allowing for an additional primary residence on the 3.3-acre parcel, this is a rare opportunity to combine lifestyle, income, and future flexibility, ideal for multi-generational living or an owner seeking a profitable business quite literally in their own backyard.



**2765 ARTHUR ROAD, KELOWNA, BC****LISTED AT \$4,499,000**

REPRESENTED BY SCOTT MARSHALL &amp; HCM GROUP

3 BEDROOMS | 3 BATH

2,604 SQ.FT. | 5.07 ACRES

*“This rare 5-acre estate offers a private beach, farm income potential, and a beautifully designed home, a rare find in the heart of the Okanagan.”*

A rare offering! Discover this exceptional lakeside retreat, where timeless architecture and meticulous craftsmanship meet the serenity of nature. Designed by Dan Pretty and carefully maintained by its original owners, this 2,500+ square foot home features vaulted ceilings, rich natural wood, and expansive windows that frame ever-changing views of mature trees, a winding stream, and the sparkling lake beyond. The main living area centers around a dramatic stone fireplace, perfect for gatherings, while a downstairs family room with an antique brick fireplace offers cozy, rustic charm. Throughout the home, thoughtful details such as built-in shelving, custom finishes, and natural materials enhance the sense of warmth and elegance.

The kitchen is designed for both function and enjoyment, opening to an upper deck ideal for morning coffee or al fresco dining. The spacious primary suite includes a private deck and hot tub, providing a peaceful retreat, while a loft-style study with a rolling ladder offers a quiet workspace or reading nook. Each bedroom enjoys unique access to the outdoors, connecting seamlessly with the surrounding landscape. Additional features include a well-appointed laundry area, multiple storage solutions, and flexible spaces for family or guests.

Set on five beautifully landscaped acres, the property offers a meandering stream, mature trees, and abundant wildlife, creating a true sense of seclusion. At the water's edge, a private beachfront includes a dock, outdoor kitchen, and sleeping area, perfect for summer gatherings or quiet reflection. A heated workshop and ample storage complement the estate, providing space for hobbies, projects, or equipment. With privacy, natural beauty, and versatile living spaces, this property offers endless opportunities to enjoy as-is or expand into a remarkable lakeside estate.



NOTHING COMPARES TO...

**\$143B USD**  
SALES VOLUME IN 2023

**1,100+**  
OFFICES

**80+**  
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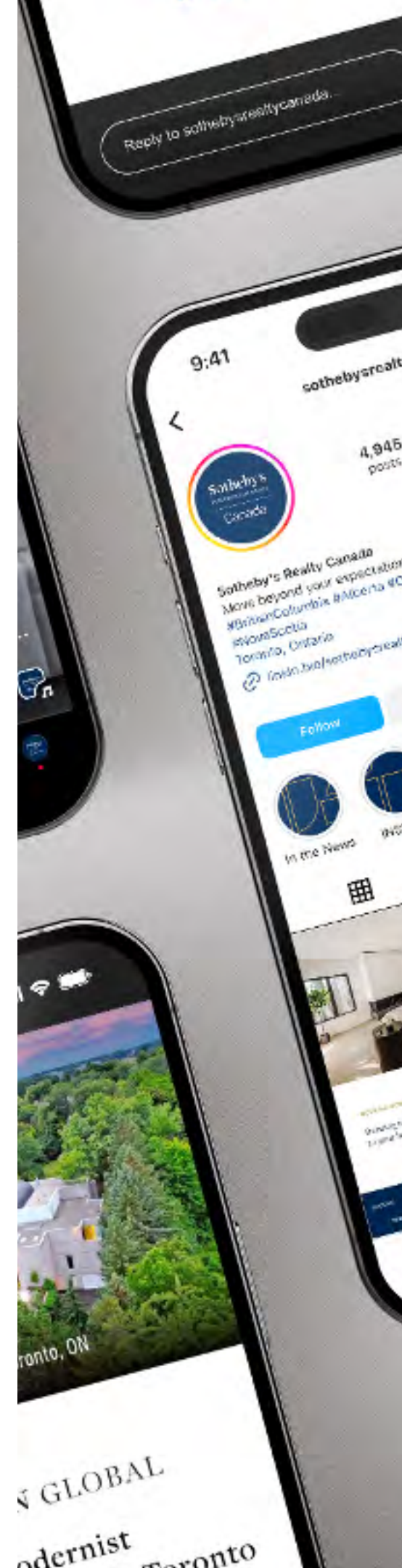
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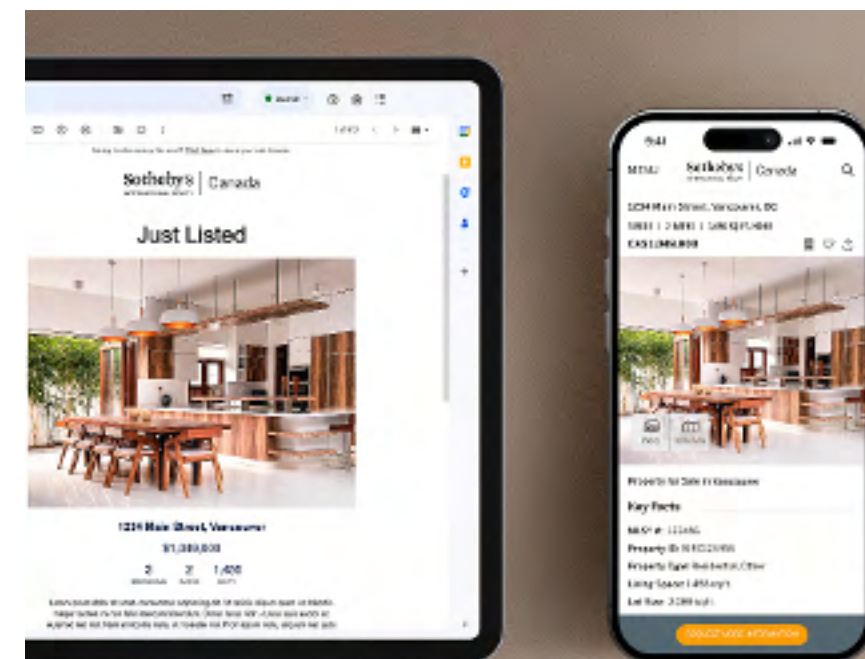


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## A Legacy of Excellence

WE BELIEVE THAT LUXURY IS AN EXPERIENCE, NOT A PRICE POINT.

Since 1744, Sotheby's has defined the art of marketing the world's most cherished valuables. Today, our brand platform elevates our clients' cherished homes. Over the centuries, Sotheby's gained renown for uniting discerning purchasers with world-class works of art, and for marketing the world's most cherished possessions. This legacy is our clients' unique advantage. Every home we represent is elevated by our distinguished brand, and gains access to exclusive marketing opportunities with Sotheby's auction house. Built on this tradition of excellence, Sotheby's International Realty launched in 1976 to market cherished homes and luxury real estate to qualified homebuyers worldwide.

With more than 30 offices nationwide, Sotheby's International Realty Canada represents the country's most significant architectural masterpieces, and extends top-tier service and marketing to homes across every price range. Our real estate listings include houses, condos and townhomes in neighbourhoods nationwide, as well as the country's most extraordinary luxury estates and vacation homes for sale. We believe that luxury is an experience, not a price point.

**“Sotheby's International Realty Canada offered the best marketing platform for the Hall Cassie Marshall Group and each of our clients.”**

"With our clients expecting nothing less than exceptional marketing, our partnership with Sotheby's International Realty Canada allows us to deliver at the highest level. The Sotheby's International Realty ecosystem is designed not only to generate views, but to attract qualified inquiries from buyers who understand the value of estate-scale properties, flexible land, and long-term holdings. Leveraging this globally respected luxury platform, your property is elevated beyond conventional MLS exposure and strategically positioned in front of high-net-worth buyers locally, nationally, and internationally. The Hall Cassie Marshall Group is proud to offer our clients the unmatched digital reach and influence of Sotheby's International Realty, seamlessly combined with our own curated and proven team marketing strategy." - The HCM Group



## Bespoke Marketing Options for Homes of Distinction\*

To represent a luxury home of distinction requires specialized expertise and sophisticated marketing solutions to reach eligible homebuyers. As the brokerage of choice for elite clientele, Sotheby's International Realty offers exclusive access to advertising options at an additional investment to secure additional marketing exposure for appropriate properties.

### CUSTOMIZED GLOBAL DIGITAL AND PRINT ADVERTISING OPTIONS

By leveraging the strength of the Sotheby's International Realty network, our clients gain exclusive access to a vast array of premier international print and digital media options unavailable through other real estate brokerage brands. Enquire if your property would benefit from ad placements in Wall Street Journal, New York Times, Bloomberg Markets, Financial Times, Robb Report, Condé Nast magazines and other top-tier publications.

### CUSTOMIZED CANADIAN DIGITAL AND PRINT ADVERTISING OPTIONS

Our Canadian property advertising program offers opportunities for your home to be advertised in prominent national, regional and community media as well as Sotheby's International Realty Canada's exclusive magazine *Insight: The Art of Living*®. Connect with us to enquire if your home would benefit from exposure in these unique advertising opportunities.

### SOTHEBY'S AUCTION HOUSE ADVERTISING AND EVENT MARKETING

Only Sotheby's International Realty clients receive elite access to opportunities to showcase extraordinary properties to Sotheby's auction house clientele. Consult with us to learn if your property would benefit from exposure in Sotheby's magazine, Sotheby's Preferred or Sotheby's auction events around the world.

\* An additional marketing investment may be required. Ask your advisor for details.



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# Sotheby's Industry Insights

## The Benefits of Selling in Spring

REAL ESTATE TIPS, JANUARY 14, 2026

As the days grow longer, temperatures rise, and flowers begin to bloom, spring brings a renewed sense of energy. This excitement and desire for change is reflected in the real estate market, with spring being one of the busiest times of the year for home sales. Here are some of the benefits of selling your home during the spring season.

### Optimal Weather Conditions

Spring is synonymous with blooming flowers and lush greenery, enhancing the curb appeal of your property. Since the first impression a buyer gets when approaching your home can be one of the most important factors in their decision making, you'll be able to take advantage of your home looking extra vibrant. If you happen to have a pool in your yard or outdoor entertaining area, spring is an excellent time to show them off and give buyers a sense of the lifestyle benefits your home could offer them. Take advantage of the season by planting flowers, mulching flower beds, and ensuring that your exterior is clean and well-maintained to further enhance your home's outdoor appeal.

### Ideal Timing

Many buyers with families choose to move in the spring to avoid uprooting their children in the middle of the school year. There are also plenty of potentially buyers looking to move to a house

from a condo or to a new condo building with amenities like outdoor pools or rooftop patios who will be motivated to get into their new space before the summer begins to maximize opportunities for outdoor entertainment. Buyers are also more inclined to go out home searching thanks to pleasant weather and longer daylight hours so you'll have less difficulty filling up a schedule of viewings and open houses.

### Easier Moving Conditions

Wherever you live in Canada, likely face unpredictable weather conditions during the winter months including snow, heavy rains, and freezing temperatures, which can make the already strenuous process of moving homes even more difficult. Moving during the peak of summer's sweltering temperatures can be equally unpleasant. Spring offers the perfect combination of mild weather and longer days that many buyers aim to take advantage of. Selling in the spring also gives you plenty of time to find your next home and make a seamless transition.

Spring offers a host of benefits for sellers looking to list their homes and capitalize on the busy real estate market. From enhanced curb appeal and optimal weather to high demand and competitive pricing, selling your home in the spring can help you achieve your goals more efficiently.

## 2026 Luxury Outlook Report

INSIGHT MAGAZINE, JANUARY 7, 2026

The latest edition of our report provides insights into trends and developments that affect the global luxury real estate market. Outperforming traditional real estate in 2025, both in sales and increased value\*, we expect luxury real estate to continue that trajectory in 2026.

The report also reveals there are effectively two real estate markets—the luxury market and the general market—which perform differently. That phenomenon is seen not just in real estate but also in banking, finance and even the airline industry, where Delta Air Lines is focusing its growth in the premium sector, as reported by The Wall Street Journal in October 2025\*\*. The resilience of the luxury real estate market reflects a premium economic foundation that provides greater stability against volatility.

Our research also demonstrates that luxury property buyers are less constrained by geography and macroeconomic factors than other homebuyers. Sustained wealth creation through real estate and equity investments continues to be a key driver of global luxury markets. Some good news from 2025 that bodes well for the luxury real estate market in 2026 is that inventory levels have rebounded to where they were pre-pandemic. A balanced real estate market is healthier and more sustainable, with more options for homebuyers.

To respond to changing market conditions, both home sellers and homebuyers should consider the “first mover advantage”—being the first to act decisively when opportunities arise or shift. This is often seen in development projects that are the first to adjust their pricing. These projects often gain momentum and attract more offers, which snowballs into the development becoming the hottest in the market.

For home sellers, that means pricing realistically rather than opportunistically and considering the potential negative impact of carrying costs if they decide to wait a year or two to sell.

For homebuyers, the “first mover advantage” can mean acting quickly when a once-in-a-generation opportunity arises. In New York City's West Village, a penthouse recently went into contract for US\$87.5 million with Nikki Field of Sotheby's International

Realty – East Side Manhattan Brokerage representing the buyer. The residence is expected to close around early 2027 and will mark a record-setting deal for downtown Manhattan\*\*\*.

Beyond market dynamics, this year's report examines the broader forces shaping luxury real estate decisions. We explore how political and economic policies impact the upper end of residential real estate markets, the rising influence of cryptocurrency, fluctuating inventory in the U.S. and global markets, and how major global sporting events can create lasting impacts on the luxury housing markets in host cities when paired with thoughtful urban planning in the wider area.

Today's wealthy homebuyers are also prioritizing safety and privacy in ways that are reshaping design, from advanced security systems to backup power generators that ensure uninterrupted comfort and protection.

We're also seeing a meaningful shift toward multigenerational living among wealthy households. This trend is about more than a lifestyle—although clearly one major goal is spending time with loved ones. It is also about long-term estate planning and legacy building, a way homeowners can transfer some of their wealth during their lifetime by building or buying a home for their heirs.

The global perspective of the Sotheby's International Realty brand's network provides unique insight into these evolving trends and shifting priorities. Whether it's luxury housing under construction in Utah or emerging developments in Dubai, the brand's affiliated agents across these markets offer deep local expertise and comprehensive global knowledge. This worldwide reach enables homebuyers to make informed decisions—wherever their search takes them.

Ultimately, luxury real estate purchases are about much more than a financial investment. They are lifestyle-driven choices shaped by the amenities and experiences in any given location that offer the relaxation, stimulation or comfort that wealthy homebuyers seek both for themselves and for their families.

\*\*\*\* This article was originally published on Sotheby's International Realty's Extraordinary Blog, and has been adapted for Sotheby's International Realty Canada.  
<https://sothebysrealty.ca/insightblog/en/2026/01/07/2026-luxury-outlook-report/>

<https://sothebysrealty.ca/insightblog/en/2026/01/14/the-benefits-of-selling-in-spring/>

# FOR SALE

12056 OKANAGAN CENTRE ROAD WEST, LAKE COUNTRY, BC  
 LISTED AT \$16,500,000  
 REPRESENTED BY SCOTT MARSHALL & HCM GROUP



**146 TIMBERLINE ROAD, KELOWNA, BC**  
**LISTED AT \$4,299,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

4 BEDROOMS | 5 BATH | 5,192 SQ.FT.

5.129 ACRES | EXCEPTIONAL VIEWS



Perched on 5.129 acres in Kelowna's highly sought-after Upper Mission, this 2019-built Modern Hamptons residence offers arguably the best panoramic views in the city. Spanning over 5,100 square feet, the home features four bedrooms and five bathrooms, with soaring 20-foot ceilings in the living room that open seamlessly to a tiled infinity pool, seemingly merging with the waters of Okanagan Lake below. The main floor includes a chef's kitchen with a convenient pass-through to the outdoor BBQ area, a dining room optimized for indoor-outdoor living, and a master suite that boasts breathtaking lake and valley views, a private sitting area, and a five-piece en-suite with luxurious finishes. Completing the main level are a powder room, laundry, and an additional bedroom or office, providing flexibility for family or guests. Upstairs, two full master suites each feature private en-suites and expansive windows, while a private perch one level higher serves as a unique viewpoint, ideal for morning coffee or sunset viewing.

The estate's grounds are equally impressive and thoughtfully designed to maximize both beauty and function. A dramatic driveway carved through rock leads to the home, creating a true estate feel, while mature landscaping, a custom greenhouse and garden area, and raised planter beds showcase the property's horticultural potential. A central waterfall and pond enhance the entrance, and a 30 foot by 60 foot open-air structure at the top of the property provides endless possibilities as a wedding venue, workshop, or additional greenhouse space. The lower level of the home includes a tandem garage, a full recreation room with a bar and space for a pool table, a fully outfitted theatre room, and a bathroom. Outdoor living is equally spectacular, featuring a covered deck with heaters, a hot tub, a sunken fire pit with seating, and plenty of room for entertaining and parking. Combining high-end modern design with five-plus acres of privacy, unparalleled views, and versatile outdoor amenities, this estate offers an extraordinary lifestyle opportunity in the heart of the Okanagan.

**112 + 116 SUNSET BOULEVARD, VERNON, BC**  
**LISTED AT \$4,188,000**

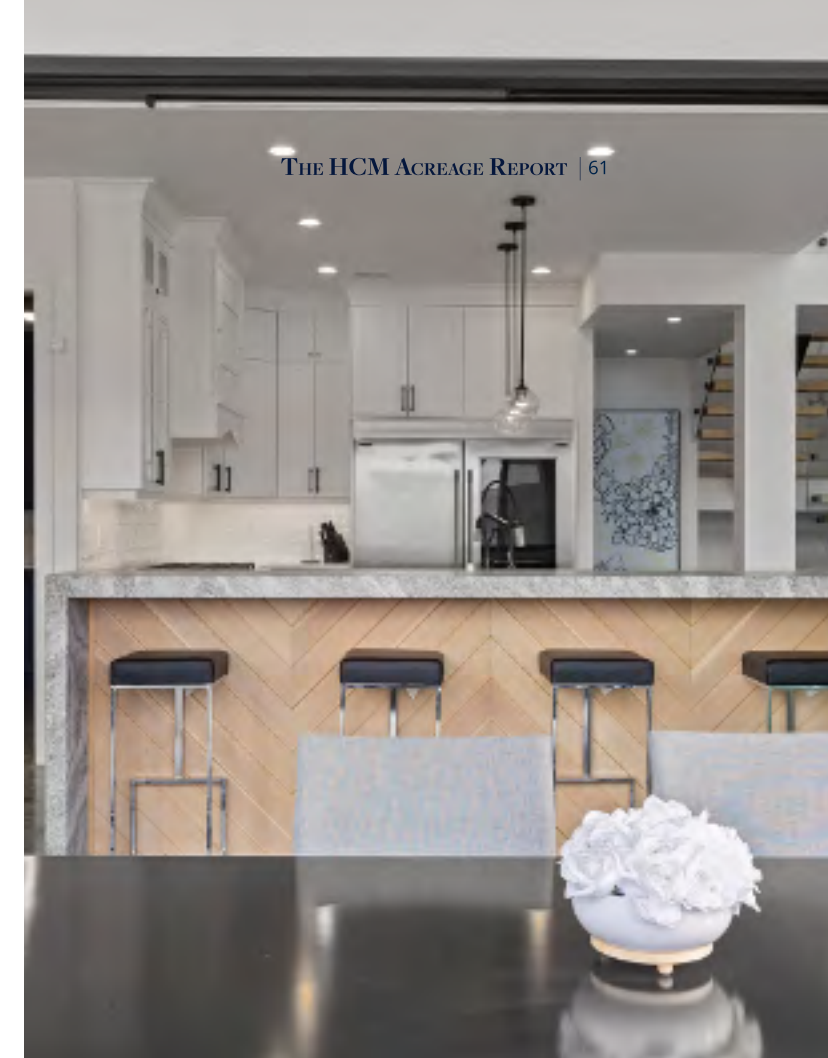
REPRESENTED BY SCOTT MARSHALL & HCM GROUP

6 BEDROOMS | 7 BATH | 5,633 SQ.FT.

2.03 ACRES | BEVERLY HILLS ESTATES

This turn-key, fully furnished estate in the exclusive gated community of Beverly Hills Estates offers the pinnacle of luxury living. Perched on an acre of hillside with breathtaking views of the lake, mountains, and award-winning equestrian stables below, the property includes the adjacent separately titled lot—though either the home or lot can be purchased independently. The residence features two opulent primary suites, each with custom closets and spa-inspired en-suites, including a second suite with a chic wet bar and a custom-built bed oriented to capture unobstructed views through floor-to-ceiling windows. A recently completed \$1,000,000 master suite add-on includes a safe-room walk-in closet with a reinforced metal locking door, underscoring the home's combination of luxury and security.

At the heart of the home is a stunning great room with soaring windows that seamlessly connect indoor and outdoor living. The expansive pool deck is designed for entertaining, complete with a hot tub, fire pit, multiple seating areas, and an outdoor bathroom. Inside, the home features an immersive theater and a dedicated fitness room, while the over sized heated triple-car garage offers ample space for vehicles and recreational equipment. Offered fully furnished, including all kitchenware, appliances, and linens, this property provides effortless move-in luxury. Located minutes from the Vernon Yacht Club, Sparkling Hill Resort, Predator Ridge Golf, and some of the region's most celebrated wineries, it combines privacy, prestige, and convenience in one exceptional package.



**15829 GREENHOW ROAD, LAKE COUNTRY, BC**  
**LISTED AT \$3,495,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

7 BEDROOMS | 7 BATH | 4,365 SQ.FT.

10.0 ACRES | OPERATING RV PARK



This exceptional 10-acre estate in Oyama, Lake Country, offers a rare combination of luxury living and income-generating potential, featuring unique A1ta (Agri-Tourism Accommodation) zoning and an operating 10-stall RV park. The primary residence spans over 4,300 square feet across two levels, with seven bedrooms, an office/den, and seven bathrooms. The main level has been extensively renovated, showcasing a chef's kitchen with an overs-sized island that opens to a spacious living area, flowing onto a rear patio with sweeping views of the property. Three bedrooms and an office occupy the main floor, including a private master wing with a sitting room, fireplace, large walk-in closet, and a newly renovated en-suite with his-and-her sinks and a tiled shower. Spectacular vistas of both Kalamalka and Wood Lakes are visible throughout the home, enhancing the sense of space and connection to the surrounding landscape. The lower level is thoughtfully designed for flexibility, with four bedrooms each featuring private entrances and two-piece en-suites, plus a four-piece common bath and a summer kitchen with additional access to the triple-car garage, making it ideally suited for a bed-and-breakfast or multi-family setup.

Beyond the home, the property's 10-stall RV park generates strong seasonal income, while approximately two+ acres of apple orchards are leased to a local farmer. Another 3.6 acres of cleared and lightly treed land provide potential for additional horticultural uses, including vineyards or tree fruits. With a small cabin at the bottom of the property and close proximity to both Kalamalka and Wood Lakes, this estate combines lifestyle, views, and income opportunities in one of Lake Country's most sought-after locations.

**9983 OKANAGAN CENTRE ROAD W, LAKE COUNTRY, BC**  
**LISTED AT \$3,750,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

4 BEDROOMS | 3 BATH | 2,594 SQ.FT. | 9.07 ACRES



Semi-lakeshore estate with 2 titles, encompassing 9.07 acres (5.1+3.97) of land zoned RR2 and NOT in the ALR. 9983 offers 3.97 acres of land with a beautiful four bedroom, three bathroom home. Vaulted wood ceilings, huge windows to capture the Okanagan Lake views, and heated tile floors on the main are all features that make this a great semi-lakeshore home. There is a four-car garage for the cars and the toys, and plenty of excess room for additional parking. There is an outdoor kitchen area with a concrete patio and wrap around deck space. The beautiful beach is just a fifteen-second walk away! Lot 28 is a 5.1 acre piece of land that has subdivision potential for a two lot subdivision (buyer to investigate). The land was historically successful with plums, but has been recently cleared as of May 2023. The properties are currently fed with the lake intake water system associated with 9983. Lot 28 may be sold in isolation, but the 9983 property (property with home) must be sold in conjunction with lot 28. Outstanding opportunity to acquire two titles with plenty of upside potential that total over nine acres in the prestigious Okanagan Centre area of Lake Country. Two titles gives building flexibility for multiple primary homes that would make for an outstanding family compound. Boat launch, cafe, and wineries all just a quick drive away!

**LOT A OYAMA ROAD, LAKE COUNTRY, BC  
LISTED AT \$3,299,000**

LOT A - 12.97 ACRES  
850' OF LAKE FRONTAGE

**LOT B OYAMA ROAD, LAKE COUNTRY, BC  
LISTED AT \$4,299,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

LOT B - 13.80 ACRES  
477' OF LAKE FRONTAGE

*“This rare lakeshore assembly offers a unique opportunity for both lakeside living and agricultural investment.”*

Stunning two title Lakeshore Assembly in the heart of Oyama. LOT A: 12.97 acres total with 1.33 flat acres directly onto Wood Lake, remainder on the upland side. Approximately 850 feet of lakeshore frontage. LOT B: 13.80 acres total with 2.70 flat acres directly onto Wood Lake, remainder on the upland side. Approximately 477' feet of lakeshore frontage. There may be potential for a lakeshore building site.

Each parcel has a ± 1 acre building site at the top of the property, and each parcel has potential for moorage/dock on the lake. TOTAL: 26.77 acres; 22.72 acres on the upland with 4.03 acres directly on Wood Lake. 1327' of lakeshore frontage. The cherry orchard on the properties has a lease that expires October 2033. Consistent declining grade makes this prime agricultural land with excellent water and air drainage. Great long-term investment with 22+ acres of valid agricultural land, and over 4 acres directly onto Wood Lake.



**5774 DEADPINE DRIVE, KELOWNA, BC  
LISTED AT \$3,300,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

6 BEDROOMS | 6 BATH

6,754 SQ.FT. | 9.36 ACRES | LEGAL SUITE

Set on 9.364 private acres in Kelowna's Ellison area, this over 6,000-square-foot estate has been fully transformed into a luxurious retreat with sweeping lake and valley views. A gated entry leads to a striking wood-and-stone exterior, over-sized triple garage, and side workshop. Inside, soaring ceilings frame a dramatic living room with a wood-burning stove and cooled wine room. Renovated down to the studs, every system and surface—from electrical to finishes—has been updated, creating a home that is both modern and meticulously crafted.

A half-level below, the chef's kitchen features brand-new appliances, a double island, and a family room that opens seamlessly to outdoor entertaining spaces. The upper level offers three bedrooms, including a spa-inspired primary suite, plus a versatile recreation studio with bathroom and bar rough-ins. A fully self-contained legal suite adds flexibility for guests, while the infinity pool and expansive concrete terraces provide panoramic lake and valley views, perfect for entertaining or relaxing in privacy.



**4295 SHANKS ROAD, LAKE COUNTRY, BC**  
**LISTED AT \$2,799,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

4 BEDROOMS | 2 BATH

1,432 SQ.FT. | 9.85 ACRES

## 9.85 Acre Cherry Farm within the City of Kelowna Limits

This 9.85-acre cherry orchard, located just minutes from the core of Lake Country and with Highway 97 frontage, offers a rare combination of convenience and agricultural potential within Kelowna city limits. Planted between 2018 and 2020, the orchard is in full production and features a mix of sought-after varieties including Staccato, Skeena, Sentennial, Regina, and Santana, on strong rootstocks such as Mazzard and Gisela 5/6, with some Sweetheart nursery stock also included. Fully deer-fenced and well maintained, the property is serviced by municipal water and irrigated with micro-sprinklers, providing a ready-to-go opportunity for an orchardist to utilize the next crop immediately, with no existing lease restrictions.

The property also includes a four-bedroom, two-bathroom home with two kitchens, currently used as farm worker accommodation but offering flexibility as a rental or owner residence. Agriculturally zoned and within the ALR, the land benefits from both productive orchard space and excellent accessibility via Shanks Road, while providing privacy and controlled access by appointment. With its combination of modern plantings, strategic location, and turnkey agricultural infrastructure, this orchard represents a compelling opportunity to expand a fruit-growing portfolio or invest in a productive piece of Okanagan farmland.



**7844 CHEW ROAD, VERNON, BC**  
**LISTED AT \$2,599,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

8 BEDROOMS | 5 BATH | 4,979 SQ.FT. | 4.59 ACRES



This stunning eight-bedroom plus den/office, five-bathroom residence is set on a private 4.59-acre parcel in the Vernon area of the Okanagan Valley, offering both luxury and space in a serene rural setting. Completed in 2018 with over 4,900 square feet of finished living space, the home welcomes you with soaring ceilings and a striking stone-clad, wood-burning fireplace in the main living area. The open-concept layout flows into a beautifully appointed kitchen featuring a large island, stainless steel appliances, and a hidden pantry. Main-floor living is thoughtfully designed with two bedrooms connected by a Jack-and-Jill bathroom, along with an impressive primary suite offering balcony access and a private en-suite.

The lower level is equally versatile, featuring a spacious recreation room with a full bar, a separate office and bedroom ideal for a home-based business, and two additional bedrooms with a full bathroom and access to an expansive patio. A legal two-bedroom, one-bathroom suite located beneath the suspended slab garage provides excellent options for extended family, guests, or rental income. Outside, a large detached workshop accommodates hobbies, toys, or woodworking, while the land itself is perfectly suited for a hobby farm with extensive gardens, a greenhouse, studio or shed, chicken coop, and cross-fenced paddocks. The balance of the property unfolds like a private park, offering a rare blend of functionality, privacy, and natural beauty.

**17142 COMMONAGE ROAD, LAKE COUNTRY, BC**  
**LISTED AT \$2,750,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

8 BEDROOMS | 7 BATH | 6,714 SQ.FT.

5.56 ACRES | CARR'S LANDING



This exceptional property in the prestigious Carr's Landing area of Lake Country offers a rare combination of privacy, flexibility, and luxury across 5.565 acres. The primary home spans over 4,400 square feet featuring four bedrooms and four bathrooms, expansive living room ceilings, a striking rock fireplace, exposed timber beams, and covered deck spaces. The open-concept living room and kitchen flow seamlessly to a balcony showcasing breathtaking views, while the walk-out basement with nine-foot ceilings includes a one-bedroom legal suite and full garage access both upstairs and downstairs.

Complementing the main residence are two substantial workshops—approximately 60 foot by 30 foot and 60 foot by 32 foot—each with versatile living spaces above. The first workshop includes over 1,500 square feet on the main level with a bathroom below, topped by a two-bedroom, one-bathroom suite. The second workshop offers over 1,600 square feet on the main, with a modernized two-bedroom, one-bath suite above and potential for an expansive balcony. The fully fenced acreage is ideal for equestrian pursuits, featuring cross-fencing, automatic waterers, shelter, and a round pen, while providing ample space for RVs, equipment, or recreational toys. Conveniently located near Predator Ridge, O'Rourke Family Estate, Sparkling Hill Resort, and lake access, this property is perfect for multi-generational living, income opportunities, or anyone seeking a versatile estate with both luxury and functionality.



**3022 DUNSTER ROAD, KELOWNA, BC****LISTED AT \$3,495,000**REPRESENTED BY DEAN SIMONELLI- UNISON JANE HOFFMAN  
REALTY & SCOTT MARSHALL- HCM GROUP

3 BEDROOMS | 4 BATH | 3,463 SQ.FT.

3.88 ACRES | WORKING ORCHARD

“This Southeast Kelowna estate offers the rare balance of productive land, privacy, and elevated country living just minutes from the city.”

Set on 3.88 private acres in prime Southeast Kelowna, this exceptional estate blends the serenity of country living with the convenience of being just minutes from the city. A gated entrance and paved driveway lead through mature landscaping to reveal sweeping panoramic views of the valley, lake, city, and surrounding mountains. The property features a working orchard of approximately 375 fruit trees, generating income that helps maintain valuable farm status. Outdoor living is equally impressive, highlighted by a 16 foot by 32 foot in-ground ozone pool with an electric cover and pool shed—an inviting retreat framed by the breathtaking lakeview backdrop.

The main residence is a spacious 3,463 square foot rancher designed for both comfort and entertaining. Inside, a gas fireplace anchors the main living area while a sunroom opens seamlessly to the backyard and pool terrace. The modern kitchen offers a large island with gas cooktop, stone counter tops, vaulted ceilings, and a casual dining area that captures the surrounding views. The home features two primary suites with en-suites, custom closets, and generous showers, along with a third bedroom and home office. Completing the property is an over sized double garage, a detached four-bay shop ideal for hobbies or a home gym, a three-bay equipment shed, and a separate 1,136 square foot secondary dwelling with its own driveway and address—perfect for extended family or rental income.

**385 MATHESON ROAD, OKANAGAN FALLS, BC****LISTED AT \$2,650,000**

REPRESENTED BY SCOTT MARSHALL &amp; HCM GROUP

3 BEDROOMS | 3 BATH | 2,654 SQ.FT.

8.90 ACRES | BOUTIQUE WINERY

A rare boutique winery opportunity is now available in the prestigious Okanagan Falls area, featuring an 8.896-acre parcel planted with a high-producing vineyard. Approximately five acres are planted to a mix of Pinot Blanc, Pinot Noir, and Cabernet Sauvignon, with additional grapes potentially available via a neighboring parcel. The property includes a large greenhouse, a 2,000 square foot primary greenhouse, a 400 square foot secondary greenhouse, and all necessary farm equipment. Originally planted in 1986, the vines offer the potential to produce and distribute 10,000 cases or more of wine, with bulk wine options also available.

The estate also features a 2,600 square foot three-bedroom, two-and-a-half-bathroom residence, ideal for an owner-operator or farm help. Several water licenses support both domestic and irrigation needs, ensuring the vineyard and other agricultural operations are well-served. With established infrastructure, versatile production capabilities, and prime location in one of the Okanagan's most respected wine regions, this property presents an exceptional turn-key opportunity for wine enthusiasts and investors alike.

**10989 MADDOCK AVENUE, LAKE COUNTRY, BC**  
**LISTED AT \$1,999,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

4 BEDROOMS | 4 BATH | 3,403 SQ.FT.

1.15 ACRES | OKANAGAN CENTRE

*“This home offers the perfect blend of family-friendly comfort and Okanagan lifestyle.”*

This stunning 3,400+ square foot residence is perfectly situated in the prestigious Okanagan Centre area of Lake Country on a 1.15-acre lot, offering four bedrooms, a media room, an office/den, and four bathrooms. Built in 2014, the home impresses with ten-foot ceilings and engineered hardwood throughout, while almost every room captures spectacular views. The in-floor heated lower level features a full bedroom, three-piece bathroom, laundry, and a sound-insulated media room, while the main level showcases a spacious kitchen with stainless steel appliances, granite counter tops, a large island, and walk-in pantry that flows seamlessly into the dining and living areas. A large lakeview office provides the perfect work-from-home setup, and the back patio and garden offer a tranquil retreat with access to a spacious upper yard and natural wild space.

Upstairs, the three-bedroom layout is ideal for families, with two bedrooms sharing a four-piece bathroom and a generous primary suite featuring balcony access, a large five-piece en-suite, and a soaker tub. Both main and upper-level decks are engineered to accommodate hot tubs, enhancing outdoor living with breathtaking views and sunsets over Okanagan Lake. Located in a community known for its public lakeshore, boat launch, charming cafes, wineries, and an irreplaceable small-town feel, this turn-key property combines luxury, functionality, and the quintessential Okanagan lifestyle.



**6651 BUCHANAN ROAD, COLDSTREAM, BC**  
**LISTED AT \$1,999,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

4 BEDROOMS | 3 BATH

3,137 SQ.FT. | 10.04 ACRES | EQUESTRIAN



Set on 10.04 acres in the sought-after Coldstream area of the Okanagan Valley, this well-appointed property offers the ideal blend of comfortable living and functional acreage. The renovated residence provides over 3,100 square feet of living space with four bedrooms, three bathrooms, and a double-car garage. Vaulted ceilings in the living room flood the home with natural light and frame picturesque valley views, while the updated kitchen features stainless steel appliances and opens to a deck overlooking a private, fenced garden and yard—perfect for pets and outdoor enjoyment.

The land is thoughtfully developed for agricultural and equestrian use, with irrigated hay fields supported by dedicated irrigation water and potential for a variety of crops. Equestrian amenities include a large barn with hay loft, extensive cross-fencing, two paddocks with shelters, and a flat, sanded riding arena located at the top of the property. An insulated three-bay workshop with a pass-through stall offers excellent space for a home-based business, equipment storage, or additional covered parking. With significant investment already made into the home, land, and outbuildings, this property presents a turnkey opportunity for a hobby farm or equestrian retreat, with select equipment and irrigation assets potentially negotiable.

**6025 FARMERS DRIVE, KELOWNA, BC****LISTED AT \$1,699,900**

REPRESENTED BY SCOTT MARSHALL &amp; HCM GROUP

4 BEDROOMS | 3 BATH | 2,690 SQ.FT. | 10.14 ACRES | EQUESTRIAN



Set on 10.14 acres in scenic Ellison, this estate offers unparalleled views of Kelowna, Okanagan Lake, and the valley below. The 2,700 square foot, four-bedroom, three-bathroom home has been meticulously updated over the years, including new windows, siding, R8 Rockwool insulation, and a brand-new roof in 2025. Inside, maple hardwood flows throughout the main level and primary suite, complemented by a fully renovated en-suite and a hickory kitchen with a quartz island and Corian perimeter counters. Outdoors, a saltwater pool, full irrigation, and expansive fenced pastures enhance the property's functionality and beauty, while a flat upper building site with RV power hook-up provides future potential.

A standout feature is the 1,400 square foot barn/workshop, originally a five-stall barn with asphalt flooring, rubber matting, and a heated tack room with hot/cold water. It has been partially converted into a 16-foot by 36-foot insulated workshop with mezzanine storage, leaving remaining barn space for livestock or equipment. The property benefits from a 12 GPM well supported by a 2,000-gallon cistern and new well pump, ensuring reliable water for both household and agricultural uses. Fully fenced with multiple pastures, ample parking, and storage for recreational vehicles and equipment, this estate combines functional acreage, long-term improvements, and breathtaking views, delivering the ultimate rural Okanagan lifestyle just minutes from the airport and downtown Kelowna.

**1788 BOONE COURT, KELOWNA, BC****LISTED AT \$1,699,000**

REPRESENTED BY GEOFF HALL &amp; HCM GROUP

4 BEDROOMS + DEN | 4 BATH | 3,543 SQ.FT.

9.88 ACRES | CUSTOM CRAFTED

*"A serene retreat with endless possibilities for family, hobbies, or entertaining."*

Privately set on 9.88 acres and backing onto Crown land, this custom-crafted estate offers an exceptional blend of privacy, craftsmanship and sweeping natural beauty, just 15 minutes from Kelowna. Built with Logix block ICF to the roof line, 12-inch exterior walls, R50 insulation and Low E argon windows, the home is designed for lasting performance and efficiency, enhanced by geothermal radiant in-floor heating across 11 zones. Spanning approximately 3,543 sq.ft., the rancher with full walkout basement showcases vaulted ceilings, engineered hardwood floors and expansive windows framing panoramic views of Okanagan Lake, Black Mountain and the valley. The kitchen features Caesarstone counter tops, a farmhouse sink, pot filler and a generous island, while the main-floor primary suite captures lake views and offers a walk-in closet and five-piece en-suite with claw foot tub and patio access.

A partially covered sundeck extends living outdoors, and the lower level impresses with high ceilings, exposed beams, polished concrete floors, a wood-burning fireplace, wet bar and theatre/media room opening to a covered patio with Arctic Spa hot tub. A self-contained two-bedroom, two-bathroom suite with private entrance, kitchen and laundry provides flexibility for multi-generational living or income potential. Additional highlights include a half-acre fenced dog run, crush pad with fire pit, powered shed, 50-amp RV hookup with septic connection, and an over-sized double garage with dedicated dog wash. Underground 200-amp service with capacity for future expansion completes this refined country retreat, just 40 minutes from Big White.



## 16151 BARKLEY ROAD, LAKE COUNTRY, BC LISTED AT \$1,999,000

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

4 BEDROOMS | 2 BATH

3,008 SQ.FT. | 11.28 ACRES

This rare 11-acre property offers a fully renovated home that perfectly blends polished design with everyday functionality. Backing onto crown land, the estate also provides the potential to acquire up to three additional five-acre parcels, creating a private compound of remarkable scale. Inside, the home has been transformed into a modern rancher with basement, featuring vaulted ceilings that fill the space with natural light. The bright, functional kitchen with white cabinetry and ample counter space flows seamlessly into the main living area, anchored by a fireplace and large windows that capture the surrounding landscape.

Beyond the home, the property includes two sizable shops with plenty of parking and easy access for trailers, toys, or heavy equipment, supporting a variety of hobbies or business uses. The gated and landscaped grounds provide privacy without compromising convenience, with local highlights including O'Rourke's new winery, Coral Beach, 50th Parallel Winery, Predator Ridge, and waterfront access just minutes away. Vernon, Kelowna, and the airport are all within a 20-minute drive, making this acreage a rare combination of finished luxury, usable land, and future expansion potential in a central and highly desirable location.



## LOT 28 OKANAGAN CENTRE ROAD W, LAKE COUNTRY, BC LISTED AT \$1,999,000

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

5.1 ACRES



Unique opportunity to acquire 5.1 acres of semi-lakeshore land NOT in the ALR in the prestigious Okanagan Centre area of Lake Country. With RR2 zoning already in place, there is immediate subdivision potential to subdivide into two separate 2.47 acre titles. There is a lake-intake license for irrigation. The land was successful in plantings to Plums, but has since been cleared as of May 2023. This would be an outstanding semi-lakeshore estate lot as-is, or perfect for creating two large hectare-sized lots in this high-value area. With several waterfront parks and boat launches nearby, Okanagan Centre provides a perfect lake-living lifestyle opportunity. Nearby wineries allow for great local dining options. Overall, this five-plus acre parcel is perfect for a developer or estate-lot buyer alike.

## 7414 97 STREET, OSOYOOS, BC LISTED AT \$1,875,000

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

1.72 ACRES | OPERATIONAL MOTEL



The Boundary Motel in Osoyoos presents a rare investment opportunity on a prime 1.72-acre property with multiple income streams. Featuring a 14-room motel, a six-plex, and seven mobile home pads, the site benefits from C1 (Highway Commercial) and RSM (Residential Manufactured Home Park) zoning, city water and sewer, and high visibility along Highway 97 just south of Osoyoos. Offered at a 6.95% cap rate, including a manager's salary, this property allows for hands-off ownership while maintaining strong cash flow. Additional upside exists through potential motel renovations, optimized booking systems, high-season pricing, and rental increases for the manufactured homes, making this a versatile and rare investment with three distinct revenue sources.

## 11024 REISWIG ROAD, LAKE COUNTRY, BC

### LISTED AT \$1,499,000

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

4 BEDROOMS | 4 BATH | 3,115 SQ.FT. | 5.0 ACRES | FARMLAND



This flat 5-acre parcel at the end of a quiet no-thru road in the heart of Lake Country offers a rare combination of privacy, usability, and convenience. The 3,000+ square foot home features four bedrooms, two office/den spaces, and four bathrooms, with vaulted ceilings, a lofted master suite, and a well-appointed kitchen with newer appliances.

The property includes a large above-ground pool with deck, garden space with raised beds, a greenhouse, a pond, and a detached shop, all set on fully flat, agriculturally zoned land within the ALR—making it an ideal opportunity for a functional hobby farm, equestrian use, or simply a private, spacious retreat in town.

## 6097 HIGHWAY 3, HEDLEY, BC

### LISTED AT \$1,299,000

REPRESENTED BY TYLER DUMAINE & HCM GROUP

2 BEDROOMS | 2 BATH | 1,598 SQ.FT. | 19.76 ACRES | RIVERFRONT



Set on nearly twenty acres of riverfront land along the Similkameen in Hedley, this property offers a rare combination of privacy, natural beauty, and versatility.

Surrounded by mountains and mature trees, it features a fully renovated main residence with attached garage, a modular home with two bedrooms, a private “sleep shack,” and a two-bay workshop with over-sized RV doors. Ideal for outdoor enthusiasts, hobbyists, or a boutique bed and breakfast, the estate provides opportunities for hiking, fishing, kayaking, and ATV adventures, while also offering flexible space for multi-generational living or revenue-generating retreats, all just 30 minutes from Princeton and an hour from Penticton and Osoyoos.

## 11263 MADDOCK AVENUE, LAKE COUNTRY, BC

### LISTED AT \$1,299,000

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

1.25 ACRES | BUILDING LOT | OKANAGAN LAKE VIEWS

This rare 1.25-acre lot in Okanagan Centre offers stunning lake views and backs onto a park, ensuring privacy with no homes in front. Just steps from the beach, nearby cafes, and walking trails, and only 15 minutes from Kelowna Airport, it's perfectly located for both lifestyle and convenience.

Zoned RR3 with municipal water, power, and gas, the gently sloping lot offers multiple building options, including plans for a 3,800+ square foot home with a triple-car garage, pool, and legal suite, an ideal canvas to create your dream Okanagan Lake retreat.



## 3643 MALAKWA ROAD, MALAKWA, BC

### LISTED AT \$1,289,000

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

21.75 ACRES | COMMERCIAL INVESTMENT | RIVERFRONT

This 21.795-acre riverfront property northeast of Sicamous offers a rare investment opportunity with high visibility and diverse income streams. Situated along Highway 1, the offering includes a leased gas station (until September 2031) with fuel tanks, an equipped restaurant (currently vacant), six rented modular homes, a structure with dual rentals, RV stalls, and extensive Eagle River frontage, including a private island portion of the property. Water for the property and rentals is supplied by a well with proper filtration. Even without the restaurant leased, the property generates strong cash flow, with significant upside potential through full utilization and natural tenant turnover. Combined with its expansive land, riverfront, and beach access makes this an excellent holding property.



## 7114 GOSHAWK ROAD, KELOWNA, BC

### LISTED AT \$1,199,000

REPRESENTED BY TYLER DUMAINE & HCM GROUP

4 BEDROOMS | 3 BATH | 2,574 SQ.FT. | 10.17 ACRES



This charming two-storey home on 10.17 acres in Joe Rich offers the perfect mix of rural tranquility and modern convenience. With four bedrooms, a den, two and a half bathrooms, and two full kitchens, the home is ideal for extended family, multi-generational living, or rental income. Outdoor living shines with expansive valley views from a large deck, two versatile outbuildings, and a massive detached garage and shop featuring a 20-foot overhead door, servicing pit, wood stove, and high-capacity water pump, perfect for hobbies or a home business. Additional features include a recently serviced well, underground irrigation, paved driveway, and covered parking, all just 12 minutes from Kelowna, offering flexibility, space, and convenience in a stunning natural setting.

## 5574 STUBBS ROAD, LAKE COUNTRY, BC

### LISTED AT \$1,150,000

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

2 BEDROOMS | 1 BATH | 989 SQ.FT. | 1.10 ACRES



This 1.1-acre property in Okanagan Centre offers an excellent combination of privacy, location, and potential. Featuring a 980 square foot, two-bedroom, one-bathroom residence with a large covered patio and stunning Okanagan Lake views. If you're thinking of building your dream home, the lot provides an ideal place to stay while planning or building your next home. Situated on a quiet no-thru road just south of the prestigious Lakestone development, the property is minutes from Lake Country amenities and a short drive to downtown Kelowna. With frontage on Finch Road offering potential alternative access, and serviced by septic and city water, this lot presents an opportunity to purchase a gorgeous piece of the Okanagan.

## 338 HOWARDS ROAD, VERNON, BC

### LISTED AT \$1,099,000

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

3 BEDROOMS | 2 BATH | 1,286 SQ.FT. | 15.79 ACRES | HOBBY FARM

This 15.79-acre parcel off Commonage Road offers a private and serene buildable site backing the prestigious Predator Ridge community. Featuring a three-bedroom, two-bathroom manufactured home with modern updates, a 25-foot by 40-foot shop, insulated barn, fenced chicken coop, dog run, garden, RV site with sani-dump, two wells, and 200 AMP service, the property is ideal as a hobby farm or rural retreat. With the potential to build a new home on a private central perch while retaining the existing residence as a carriage home, plus upgrades like central A/C, high-efficiency furnace, and water filtration, this property combines functionality, comfort, and Okanagan tranquility, just minutes from wineries, Vernon, and the airport.



## 602 TRUMPETER ROAD, KELOWNA, BC

### LISTED AT \$1,099,000

REPRESENTED BY GEOFF HALL & HCM GROUP

2.86 ACRES | BUILDING LOT WITH LAKE VIEWS

This 2.86-acre building lot in the desirable Kettle Valley offers stunning lake views and backs onto endless green space, providing a rare opportunity for either an expansive estate or potential subdivision into three single-family sites.

Fully serviced at the lot line, the property allows for a dream home with options for a carriage house, while remaining conveniently close to newly developed shopping, groceries, and local amenities—an exceptional canvas for luxury living in one of Kelowna's most sought-after neighborhoods.



## 2049 OKANAGAN STREET, ARMSTRONG, BC LISTED AT \$999,000

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

26.64 ACRES | OPEN AGRICULTURAL HOLDING



This 26+ acre flat and usable property in central Armstrong offers abundant opportunities for agricultural, domestic, or investment use. Equipped with a 100 GPM well drilled in 2020 and fully zoned agriculturally within the ALR, the land is currently unplanted, providing a blank canvas for a hobby farm, fruit stand, or other agricultural ventures.

Not leased and free from speculation tax, the property can be used by an owner-occupier or leased for income, making it a versatile long-term holding as the Armstrong community continues to grow.

## 5601 TWIN CREEK PLACE, KELOWNA, BC LISTED AT \$849,000

REPRESENTED BY TYLER DUMAINE & HCM GROUP

9.88 ACRES | ELLISON ESTATES



This serene 9.8-acre lot in lower Ellison Estates offers a rare opportunity to create your dream lifestyle, with breathtaking views of forests, orchards, and the Okanagan Valley. Multiple build sites and a paved road provide convenience, while an existing well adds practicality. Zoned for a wide variety of uses—from single-family or mobile homes, agriculture, greenhouses, and stables to secondary suites, carriage homes, B&Bs, and agri-tourism—the property offers exceptional flexibility for both personal and business ventures. Located within the Ellison Elementary School catchment and near Sunset Ranch Golf Course, Ellison Dog Park, and Shadow Ridge Golf Club, this lot combines a peaceful, scenic setting with easy access to recreation and amenities.

## PROPOSED LOT #2 5617 OYAMA LAKE ROAD, LAKE COUNTRY, BC LISTED AT \$799,000

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

9.88 ACRES | WOOD & KALAMALKA LAKE VIEWS

This stunning 9.88-acre parcel in Oyama offers a rare opportunity to build your dream property with breathtaking views of both Wood and Kalamalka Lakes. Gently sloping for a walk-out rancher design, the land has been cleared for easy building and fire mitigation, with a driveway already in place for convenient access. Situated close to Lake Country's agricultural and community amenities, trails, crown land, and Oyama Lake, the property provides privacy, multiple view points, and potential for a residence, carriage home, workshop, horses, or even a BMX track. A domestic well will be supplied prior to completion, with significant progress made toward development permits, making this a truly turnkey blank slate for your vision.



## PROPOSED LOTS #2 & #3 4389 HIGHWAY 33, WESTBRIDGE, BC LISTED AT \$389,000

REPRESENTED BY TYLER DUMAINE & HCM GROUP

5.01 ACRES | RIVERFRONT

Introducing these rare, five-acre riverfront properties in Westbridge, offering a private blank canvas for your dream home, shop, barns, or equestrian setup. Nestled along the tranquil Kettle River just an hour south of Kelowna, these properties provide endless possibilities, and once subdivision is complete, it will be fully removed from the ALR, allowing for expanded land use under new zoning.

With a private well already in place and the ability to work directly with the Regional District on development potential, these peaceful Westbridge acreages combine rural charm, outdoor recreation, and riverfront living in a truly unique setting.





Exclusive 2.47 acre building lots with extraordinary views just a 10 minute drive from downtown Kelowna. Build your own unique custom dream home today in this unparalleled setting!

[KNIGHTSVIEWESTATES.COM](http://KNIGHTSVIEWESTATES.COM)



Welcome to Knights View Estates,  
the Okanagan's newest collection of premier estate lots!

This gated, private community will offer 9 oversized lots at a minimum of 2.47 acres in size, all with incredible lake and city views while being just a 10 minute drive to downtown Kelowna. These lots have unobstructed views of Downtown Kelowna and are elevated off the water to create clear sight lines of Okanagan Lake below. At night, enjoy some of the best city views that the Okanagan has to offer. To the west, enjoy direct access to parkland, guaranteeing privacy. The lots offer prepared, flat building profiles accessible by a paved private strata road that allows for a sizeable estate-style home, and are serviced with water, electrical, gas, and cable. The lots will have substantial earthworks completed that shouldn't require additional blasting. Design guidelines are in place to ensure a high standard of building excellence, landscaping, etc, yet are not restrictive to an exact style of architecture.

This is your chance to get into a premier community that is close to downtown, parkland, all of West Kelowna's amenities, wineries, and more! Freehold title! Filed disclosure statement for all relevant details on this development.



## Notable Sales

<b>16080 Carrs Landing Road</b> LAKE COUNTRY   \$17,500,000 PURCHASER REPRESENTED	<b>88</b>
<b>14922 Carrs Landing Road</b> LAKE COUNTRY   \$10,500,000	<b>90</b>
<b>15870 Whiskey Cove Road</b> LAKE COUNTRY   \$6,475,000	<b>92</b>
<b>2040 Glenmore Road N</b> KELOWNA   \$5,990,000	<b>94</b>
<b>1448 Latta Road</b> KELOWNA   \$3,475,000	<b>96</b>
<b>3309 McCulloch Road</b> KELOWNA   \$3,205,000	<b>98</b>
<b>16875 Terrace View Road</b> LAKE COUNTRY   \$2,750,000	<b>100</b>
<b>16550 Carbonneau Road</b> LAKE COUNTRY   \$2,370,000	<b>102</b>

"At an astonishing \$17.5M, this is the largest-ever residential sale in the Okanagan at the time of sale."

**SOLD**

**16080 CARRS LANDING ROAD, LAKE COUNTRY, BC**  
LISTED AT \$20,995,000  
PURCHASER REPRESENTED

\*READ THE FULL ARTICLE ON KELOWNANOW.COM

# SOLD

**16080 CARRS LANDING ROAD**

**LAKE COUNTRY, BC**

**LISTED AT \$20,995,000**

PURCHASER REPRESENTED BY SCOTT MARSHALL  
& HCM GROUP

The way luxury looks in the Okanagan is forever changed. This past September the Hall Cassie Marshall Group represented the buyer in an astonishing and historic sale for the Association of Interior Realtors. Normally reserved only for luxury-oceanfront compounds in Vancouver, this 20-acre Okanagan Lake estate in Carrs Landing fetched a staggering \$17.5M price tag, marking it the largest ever residential sale in the Okanagan at the time of sale in September. It was shortly eclipsed by a \$32,000,000 purchase within months of sale.

The property itself is a spectacular sprawling estate with over 1,700 feet of pristine waterfront and its own secluded bay, listed by Royal LePage Kelowna and Colliers. The estate is made up of three titles, one of which could be developed under tourism commercial zoning, skyrocketing its value as a potential boutique hotel or resort. It was partners Scott Marshall, Nate Cassie and Geoff Hall of the Hall Cassie Marshall Group of Sotheby's International Realty Canada who brought in a buyer to claim this historic property.

This monumental sale sends a very direct message: the Okanagan is no longer a well-kept secret of luxury. It has become a magnet for high-net-worth individuals who want a piece of some of the most private, pristine and sophisticated real estate Canada has to offer.



"The Hall Cassie Marshall Group  
Breaks Records with \$17.5M Sale  
in the Okanagan"

# SOLD

**14922 CARRS LANDING, LAKE COUNTRY, BC**  
**LISTED AT \$11,500,000**  
REPRESENTED BY SCOTT MARSHALL & HCM GROUP

6 BEDROOMS | 10 BATH | 10,117 SQ.FT.  
2.35 ACRES | 250'+ OF LAKE FRONTAGE

“The sale of this iconic Lake Country property ranks as the fourth highest residential sale ever recorded in Lake Country, and we’re honored to have represented our client’s in this landmark transaction.”

## SOLD AFTER ONLY 80 DAYS ON MARKET

We are proud to announce the sale of this world-class waterfront estate perched gracefully along 250 feet of pristine Okanagan Lake frontage, marking the third highest sale in the Association of Interior Realtor's over the past 12 months.

14922 Carr's Landing Road is a gated 2.35-acre legacy estate that captures the very essence of luxury lakeside living. Envisioned by Team Construction, this architectural masterpiece spans over 7,000 square feet of meticulously crafted living space, complemented by a 2,200+ square foot secondary residence and workshop. Every inch of this estate has been designed to balance refined luxury and sophistication with the natural beauty of lakeside living.



**SOLD****15870 WHISKEY COVE ROAD, LAKE COUNTRY, BC****LISTED AT \$7,500,000**

REPRESENTED BY SCOTT MARSHALL



## Exquisite Sprawling Estate with Privacy and Panoramic Views

Welcome to the largest lot in Whiskey Cove, one of the Okanagan's most prestigious waterfront streets. This 4500+ sq.ft. renovated waterfront home offers 4 bedrooms and 6 bathrooms, as well as a 780+ sq.ft 2 bedroom, 1 bathroom guest cottage! Upon entering through the gates of this estate and driving through the tree-lined driveway, you are immediately drawn to the mature foliage and trees that provide this property with unparalleled privacy. For a lakeshore property, it is rare to find 1.79 acres that are completely flat and usable, especially with over 3/4 of an acre dedicated to lush yard, perfect for making memories with loved ones.

The home itself has been extensively renovated, making it the perfect beach house; bright colors, white shiplap and subtle blues are seen throughout. Upstairs, the kitchen space opens up to the large family/dining room area, outfitted with a fireplace and access to the enormous deck that spans more than the full length of the home. The master bedroom has a large walk-in closet, and ensuite bathroom with his/her sinks and a freestanding tub. Downstairs is an entertainer's dream, with a living room that features a wood-burning fireplace, full summer kitchen, additional family room, and 2 bedrooms each serviced by full bathrooms. The dock is already outfitted with a boatlift. There are too many outstanding details to list, and it must be seen in person to truly appreciate.

**SOLD AFTER ONLY 20 DAYS ON MARKET**

**NO OTHER AGENTS OR BROKERAGES INVOLVED.**

**HIGHEST LAKESHORE SALE OF 2024, AT THE TIME OF SALE.**



**SOLD****2040 GLENMORE ROAD NORTH, KELOWNA, BC****LISTED AT \$6,250,000**

REPRESENTED BY SCOTT MARSHALL &amp; HCM GROUP

170.9 ACRES | NO ALR

**“A rare opportunity with unparalleled scale, strategic location, and visionary potential.”**

Spanning an impressive 170.89 acres in the heart of Kelowna's coveted Glenmore/Wilden corridor, this extraordinary offering presents a rare canvas for visionaries in one of the city's most desirable growth areas. Situated outside the Agricultural Land Reserve, the property is currently zoned A2 agricultural, yet its location—bordered by the prestigious Wilden community to the west and accessible via Glenmore Road to the east—offers remarkable development potential. An easement over an adjacent property or possible use of city land at the northeast corner provides flexibility for access, while proximity to the Glenmore Dog Park adds a unique community touch.

Guided by the city's Official Community Plan, the land is designated R-AGR (Rural – Agricultural & Resource), suggesting that with OCP amendments and rezoning, this estate could be transformed into a large-scale residential enclave. Valued at \$12.8 million by the 2025 BC Assessment, with prior appraisals estimating \$15.45 million, this sale represents an unparalleled opportunity for sophisticated investors or developers to shape a landmark property in Kelowna's expanding luxury landscape. This exceptional acreage invites a buyer with vision and ambition to unlock its full potential.





## SOLD

**1448 LATTA ROAD, KELOWNA, BC**

**LISTED AT \$3,600,000**

REPRESENTED BY SCOTT MARSHALL

5 BEDROOMS | 3 BATH

2,915 SQ.FT. | 20.9 ACRES | APPLE ORCHARD

“A rare, turn-key orchard where proven production, strong cash flow, and long-term agricultural value converge in one exceptional central location.”

This 20.9-acre apple orchard, centrally located and meticulously maintained, offering a rare combination of productive farmland and reliable income. Planted primarily to Gala, Ambrosia, and Honeycrisp—with estimated yields of approximately 450, 350, and 300 bins respectively—the orchard also includes smaller plantings of cherries and pears for added diversity. Excellent slope for airflow, strong sun exposure, and full irrigation with overhead sprinklers contribute to consistent performance, making this a true turn-key orchard operation with equipment included.

Residential improvements include a five-bedroom primary home with two dens and three bathrooms rented at \$3,500 per month, a three-bedroom modular home generating \$1,200 per month, and two pickers' cabins. Combined, the property delivers over \$7,000 per month in rental income, creating a diversified and stabilized cash-flow profile. This property is well suited for investors seeking steady returns through multiple income streams, or for orchardists looking to expand their land base and operations. With its prime location, established production, and operational readiness, this property represents a compelling opportunity in today's agricultural real estate market.

**SOLD AFTER ONLY 82 DAYS ON MARKET.**



**SOLD****3309 MCCOULLOCH ROAD, KELOWNA, BC****LISTED AT \$3,400,000**

REPRESENTED BY SCOTT MARSHALL

4 BEDROOMS | 4 BATH | 3,980 SQ.FT.

11.56 ACRES | CARALYN VINEYARDS

“An iconic Southeast Kelowna estate where award-winning design meets one of the Okanagan’s most successful vineyard operations.”

Set on 11.56 acres of prime Southeast Kelowna agricultural land, this exceptional estate pairs a 3,980 square foot executive-style residence with a proven and highly successful vineyard operation. Caralyn Vineyards, the largest producing table grape grower in the Okanagan, offers a rare opportunity for a purchaser to step into an extremely profitable farming business, with the current owner willing to assist through a smooth transition. Originally planted to wine grapes in 1964 and converted to table grapes in approximately 1990, the vineyard is fully irrigated, zoned A1 within the ALR, and supported by negotiable equipment to continue operations or, alternatively, to lease the vineyard for stabilized income while enjoying the lifestyle the property affords.

The residence itself is a standout, featuring four bedrooms and four bathrooms across three beautifully designed levels, including an in-law suite and top-tier finishings throughout. Celebrated in Canada’s Style at Home Design Magazine and Australian publications, the home showcases refined architecture, premium appliances, and an infrared-heated deck overlooking peaceful vineyard views. Additional improvements include a 66 foot by 30 foot insulated Quonset shop with mezzanine and full services—gas, water, and electricity—providing exceptional functionality. Offering privacy, space, low agricultural taxes, and strong income potential, this property is ideally suited for those seeking to operate a premier table grape vineyard or enjoy a remarkable country estate with steady, hands-off revenue.

**SOLD AFTER ONLY 86 DAYS ON MARKET.**



**SOLD**

**16875 TERRACE VIEW ROAD, LAKE COUNTRY, BC**

**LISTED AT \$2,999,999**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

4 BEDROOMS | 4 BATH | 4,405 SQ.FT. | 1.87 ACRES

“An extraordinary Carr’s Landing estate combining timeless luxury, breathtaking Lake Okanagan views, and a serene, private setting for year-round enjoyment.”

Nestled on a private 1.87-acre lot in Carr’s Landing, this exceptional estate offers elevated Okanagan living with stunning lake views, lush landscaping, and a productive orchard, all framed by ultimate privacy. The home features four bedrooms and three-and-a-half bathrooms, providing ample space for family and entertaining. Designed with both style and function in mind, the chef-inspired kitchen boasts a wet bar, culinary-grade refrigerator, and built-in wine cooler, making it ideal for leisurely mornings and effortless hosting. Additional living spaces include a media room, den, and pool house with its own two-piece bathroom, offering versatility to suit every lifestyle.

The primary suite opens to a private terrace with breathtaking views of Lake Okanagan and the surrounding 50th Parallel vineyards, while the covered front porch provides a serene spot to enjoy sunsets across the valley and the estate’s own orchard. Expansive windows throughout the home fill the open-concept living areas with natural light, creating a seamless connection to multiple outdoor patios and decks. Every detail has been thoughtfully designed to blend comfort, luxury, and practicality, with updates that complement the timeless quality of the home.

Outdoors, the backyard is a true oasis, featuring a sparkling in-ground pool, generous lounge areas with an outdoor fireplace, and mature trees providing shade and tranquility. Whether for summer entertaining, peaceful solitude, or family gatherings, this property combines privacy, beauty, and functionality. Perfect as a full-time residence, weekend retreat, or private family escape, this Carr’s Landing gem embodies the ideal balance of luxury, comfort, and quintessential Okanagan charm.

**SOLD AFTER 105 DAYS ON MARKET.**





## SOLD

**16550 CARBONNEAU ROAD, LAKE COUNTRY, BC**  
**LISTED AT \$2,500,000**

REPRESENTED BY SCOTT MARSHALL & HCM GROUP

1.35 ACRES

SWIM POND | LAKE VIEWS

Set on 1.35 acres in the prestigious Carr's Landing area of Lake Country, this gated estate offers privacy, modern efficiency, and spectacular Okanagan Lake views. The property is surrounded by mature trees and features a filtered, nature-inspired swim pond with a dock, multiple outdoor living spaces, and a secondary garage with 26 feet of covered RV parking and unfinished studio space above. The approximately 4,750 square foot custom home spans three levels and includes five bedrooms, a den, four full bathrooms, and two powder rooms, with heated coral stone cement floors, warm wood accents, and a chef's kitchen with large island, gas cooktop, and wall oven that flows into the dining and living areas with a wood-burning fireplace. An extensive solar package provides energy efficiency and sustainability throughout the property.

Designed for both family living and entertaining, the home includes a covered patio, lower-level recreation space opening to a patio with hot tub, and a private two-bedroom in-law suite with full kitchen. The primary suite occupies the top floor, featuring an office, lounge with wet bar, private balcony, and over-sized windows beneath vaulted ceilings framing sweeping lake views. The spa-inspired en-suite includes a two-sided gas fireplace, soaking tub, walk-in shower, and walk-in closet, creating a luxurious retreat. With easy access to nearby wineries, YLW Airport, and Predator Ridge, this estate combines exceptional craftsmanship, thoughtful design, and versatile living spaces.

**SOLD AFTER ONLY 29 DAYS ON MARKET.**





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