

OKANAGAN | FALL 2025

THE HCM LAKE SHORE REPORT



HALL · CASSIE
MARSHALL

Sotheby's
INTERNATIONAL REALTY

Canada

We are pleased to present the latest edition of “The HCM Lakeshore Report”, proudly backed by the international reach and prestige of Sotheby’s International Realty Canada.

Now well-established as a trusted resource, this report continues to be distributed quarterly, offering timely insight into the ever-evolving lakeshore real estate market across the Okanagan Valley. Each quarter, direct paper copies are delivered to lakeshore property owners throughout the region, providing valuable data, trends, and observations specific to these unique and highly sought-after properties.

As we remain committed to being experts in the lakeshore segment, it is our hope that this report serves as a helpful resource—whether you are actively in the market or simply staying informed.

My direct line at 250.470.2388 is always open should you wish to discuss the market, your property, or any opportunities that may arise. In addition to this report, I continue to leverage a comprehensive suite of marketing tools—including targeted print and digital advertising, professional content creation, advanced photography and videography, and Sotheby’s unparalleled global network—to successfully market and sell some of the most distinctive lakeshore, luxury, and estate properties across the Okanagan.

As we move further into the year, I look forward to continuing to serve the needs of lakeshore property owners and buyers alike.



Scott Marshall

Senior Vice President of Sales at Sotheby's International Realty Canada

Personal Real Estate Corporation, Partner, BCOM, REALTOR® and Associate Broker



We're just a call away!

Dial 250.470.2388 for direct access anytime.

14922 CARRS LANDING ROAD... *A LAKESHORE LEGACY.*

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 Realtors over the past 12 months. 14922 Carrs 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 its lakeside setting.



SOLD

14922 CARRS LANDING ROAD, LAKE COUNTRY, BC
LISTED AT \$11,500,000



SOLD

14922 CARRS LANDING ROAD, LAKE COUNTRY, BC
LISTED AT \$11,500,000

"This iconic Lake Country property sold in under 3 months, and also ranks as the fourth highest residential sale ever recorded in Lake Country, and we're honoured to have represented our clients in this landmark transaction."



Meet Scott Marshall

Personal Real Estate Corporation,
Senior Vice President of Sales
at Sotheby's International Realty Canada
Realtor®, Partner, Associate Broker, BCOM,

Take advantage of five generations
of valued experience in the
Okanagan.

Scott was born and raised on the lake in the Central Okanagan. From growing up on and around the beautiful lakeshore that the valley has to offer, Scott developed a passion for selling these unique, high-end properties. Scott's parents were involved in significant lakeshore development in the Carrs' Landing area of Lake Country, and he grew up with them working in the Okanagan Real Estate market. After completing 4 years of formal education at the University of British Columbia, Scott received a Bachelor of Commerce (BCOM) in Finance and Real Estate from Canada's #1 ranked business school before becoming a licensed REALTOR® and Associate Broker at Sotheby's International Realty.

Since becoming licensed, Scott has quickly become a natural expert in the waterfront and unique property market. Scott has successfully brokered some of the most notable transactions in the Central Okanagan. With Sotheby's International Realty Canada, Scott has access to a wide array of high-end clientele and represents a significant volume of both lakeshore buyers and sellers. With access to over 34,000 advisors across 80+ countries, Scott is a reliable agent and referral partner within the Sotheby's network, and has been noted as a trustworthy advisor for clients relocating to the Okanagan.



Geoff Hall

Personal Real Estate Corporation,
Realtor®, Partner

Geoff Hall, spent the first twenty-seven years of his life in beautiful Victoria, BC. Attending UVic and embarking on a career in finance immediately thereafter, he quickly found his taste for office work to be diminishing day by day. Geoff was drawn to real estate, as his financial experience would be very valuable to his clients as they invest in their new home. Geoff began this career in Fort McMurray, AB (where he learned the value of a good coat) and spent more than three years serving Buyers and Sellers in that amazing city.

The year 2015 brought a relocation to the sunny Okanagan, which he lovingly calls home. With nearly a decade of experience representing Buyers and Sellers in all property types from investment condominiums to luxury acreages, Geoff provides expertise to clients of all backgrounds.



Nate Cassie

Personal Real Estate Corporation,
Realtor®, Partner

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.





Lakeshore Market Report

Lakeshore Market: Fall 2025

The Okanagan lakeshore real estate market is continuing to move cautiously into the fall of 2025, showing resilience but also signs of strain in certain segments. The summer cycle was marked by a compressed sales window, with political ambiguity and global economic uncertainty delaying the traditionally strong spring market and pushing activity into the warmer months. With stability now re-established, buyer confidence is gradually improving, yet overall sales volume across the region remains sluggish. Sellers are mindful of unsold inventory carrying into the off-season, a challenge heightened by the speculation tax, which was previously doubled under the NDP government and continues to add to holding costs. As a result, achieving successful outcomes requires a close alignment between perceived value and the terms of each offer.

On the buy side, our team represented the largest residential purchase, at the time of sale, in Okanagan history this summer at \$17.5 million, and several of our largest listings remain under contract heading into the fall. This underscores the resilience of the ultra-luxury tier, where buyers remain active and confident. At the opposite end of the spectrum, more affordable lakeshore properties are also experiencing renewed activity, largely driven by lifestyle-oriented purchasers who are planning to use their

properties for six months or more each year. In contrast, the middle of the market continues to face challenges, with longer timelines and heavy scrutiny leading to many transactions closing at discounts of 10 to 20 percent below list price.

Despite relatively stable average sale prices year-over-year, this stability does not reflect true underlying strength. Instead, it is largely a function of thin inventory and aging listings finally transacting, often well below their initial asking price. Affluent buyers remain less affected by mortgage rates, but broader macroeconomic concerns and ongoing scrutiny around taxation continue to influence sentiment. With no new tax changes anticipated in the near term, the market is expected to carry forward in a conservative but steady pattern, characterized by selective buyers, strategic sellers, and persistent downward pressure on pricing.

Overall, while sales volumes remain lower than historic levels, we are seeing a modest uptick in activity at both the very high and low ends of the market. This divergence highlights the evolving buyer profile, where lifestyle considerations and value alignment are becoming the key drivers of demand and shaping how properties are presented, priced, and ultimately sold.

NOTHING COMPARES TO...

\$143B USD
SALES VOLUME IN 2023

1,100+
OFFICES

80+
COUNTRIES



A SOCIAL MEDIA PRESENCE LIKE...

52 M VISITS TO
SOTHEBYSREALTY.COM

1 M+ SOCIAL
MEDIA FOLLOWERS

88 M+ VIDEOS
PLAYED IN 2023

A TRUSTED TEAM LIKE...

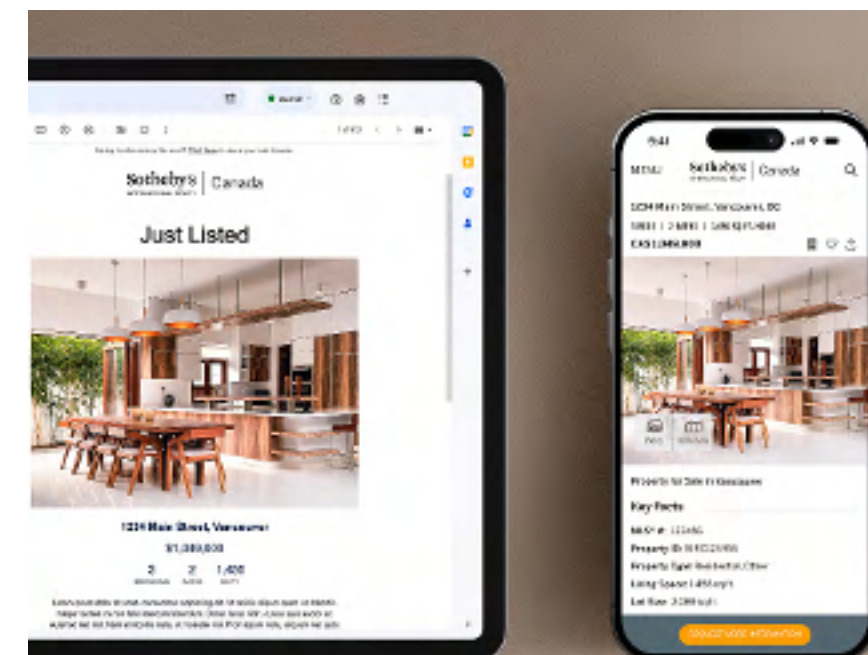
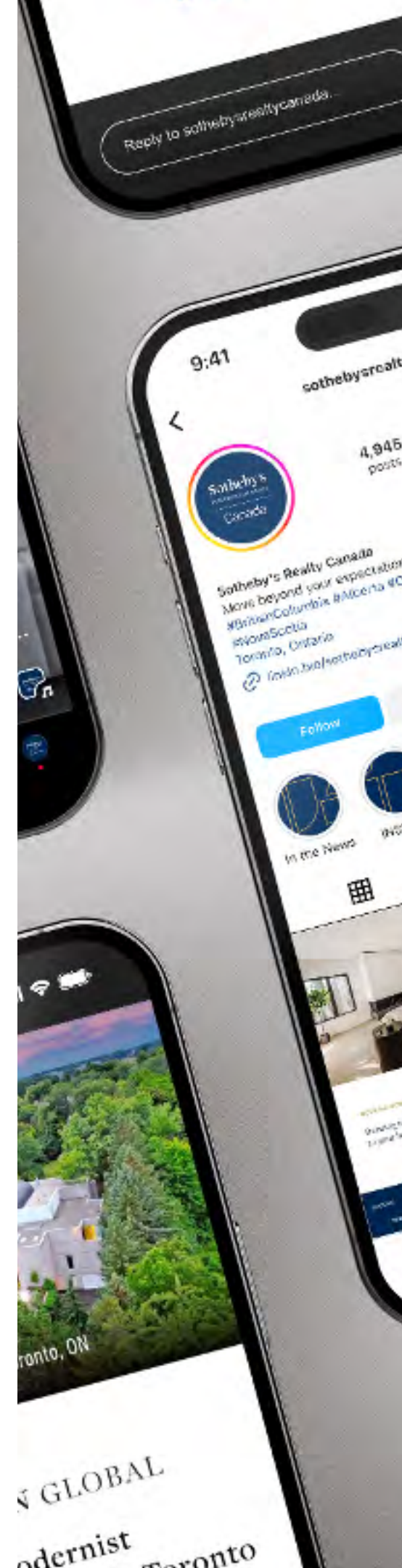
A NETWORK OF **26,000+** REAL ESTATE EXPERTS GLOBALLY



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- AD
- FINANCIAL TIMES
- PropGOLuxury.com
- THE WALL STREET JOURNAL
- Google
- HOUSE
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- 居外 Juwai.com
- South China Morning Post
- dwel
- LUXURYESTATE
- INSIGHT THE ART OF LIVING
- RobbReport
- LE FIGARO PROPERTIES
- MANSION GLOBAL
- JamesEdition The World's Luxury Marketplace

NOTHING COMPARES TO...

THE **#1** MOST PROFILED LUXURY REAL ESTATE BRAND IN THE NEWS WITH 65,600 PRESS PLACEMENTS





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 always expecting the best marketing available, our move to align with Sotheby's International Realty Canada was a natural progression. With a world-class international marketing platform, this move allows for us to expand across our already successful local marketing platforms like this Lakeshore Report, and truly start to expose the best of Okanagan real estate to the rest of the world. Fresh off the Sotheby's GNE Conference in Nashville, I am ecstatic to have our listings now exposed to 80+ countries and 34,000+ advisors across the world. Just like how I built my business on 5 generations of family history in the Okanagan, Sotheby's has been a trusted name synonymous with "luxury" since 1744; this change aligns us with one of the most prominent luxury brands worldwide for the last 4 centuries." - Scott Marshall



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.



OUR CLIENTS **GAIN EXCLUSIVE ACCESS*** TO A VAST **ARRAY OF PREMIER INTERNATIONAL PRINT AND DIGITAL MEDIA OPTIONS** UNAVAILABLE THROUGH OTHER REAL ESTATE BROKERAGE BRANDS

- The New York Times
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- THE WALL STREET JOURNAL
- Google
- Bloomberg
- THE GLOBE AND MAIL*
- dwell
- South China Morning Post
- INSIGHT THE ART OF LIVING
- Robb Report

+ DOZENS MORE WEBSITES, APPS, AND PUBLICATIONS.

Sotheby's Industry Insights

Cutting Through the Noise: What Do Interest Rate Changes Mean for You

REAL ESTATE TIPS, SEPTEMBER 5, 2025

Over the recent months, interest rates have held steady or moved slightly lower, and many media headlines are quick to identify these as opportunities or warning signs.

But real estate decisions depend on more than a single factor. A small change in borrowing costs may influence activity in the housing market, but whether it has an impact for you depends on your individual circumstances, goals, and timing.

Market Changes

Lower rates can support stronger demand and increased buyer confidence, which sometimes leads to greater competition for homes. Conversely, rising rates may affect borrowing costs, which can influence affordability and potentially slow buyer activity.

That said, modest rate movements don't always change the fundamentals. Inventory, location, property type, and your personal timeline often play a more significant role in shaping outcomes.

Your Situation Matters

Real estate is never one-size-fits-all. A modest rate adjustment may benefit one person while having little impact on another. That's why it's

important to treat interest rates as just one part of the bigger picture.

Increased demand, shifts in pricing, or greater competition can all occur when rates move, but context matters most. What truly counts is how these changes align with your unique situation.

If you're considering buying or selling, the next step is to have a conversation tailored to your circumstances with a knowledgeable real estate advisor, rather than being influenced by news headlines.

Take a Moment

Don't feel pressured to rush into a decision. It's worth pausing to ask the right questions:

- Does this rate change affect my ability to move forward comfortably?
- How does it fit with my long-term financial and lifestyle plans?
- Is it smarter to act now, or to wait until conditions shift further?

An experienced real estate professional can help you think through these questions objectively and without pressure, providing clarity when the market feels crowded with noise.

Design: A Legacy of Style

INSIGHT MAGAZINE, AUGUST 8, 2025

Nienkämper, Scavolini and Roche Bobois are three of the most trusted names in interior design, each with a distinctive aesthetic point of view, an archive of iconic creations and a reputation for top-tier quality. While their specialties are wide-ranging — from sculptural seating to innovative office furniture to sleek modular kitchens and bathrooms — these companies share a unique common thread: family. Decades after they were founded, these brands retain a commitment to family-led stewardship that has helped them stay grounded while growing into global design leaders.

"When you've been born into a business like ours, core values and vision are instilled in you [via] osmosis. Our foundation was strong, thanks to both our parents," says Rebecca Nienkämper, vice-president at the office furniture specialist firm founded by her father, Klaus. When Klaus and his wife, Beatrix, opened the company's first 31 furniture showroom, on Toronto's King Street East, in 1968, there was nothing else like it in Canada. Nienkämper's combination of high-quality Canadian fabrication and Bauhaus-inspired designs quickly proved to be a winning formula and helped the firm grow into one of North America's most recognized office furniture designers today.

Italian kitchen specialist Scavolini shares a similar origin story, and likewise credits its continued success to its founders, Valter and Elvino Scavolini, who began producing modular kitchens in Pesaro, Italy, in 1961. Now in his 80s, Valter remains an active part of the business even though his daughter, Fabiana Scavolini who joined the company in 1995, has taken over as the company's CEO. Alongside her brother, Gian Marco, and cousins Emanuela and Alberto, Fabiana is dedicated to running Scavolini with the same passion and enthusiasm as Valter and Elvino, particularly when it comes to its long-standing commitment to Italian craftsmanship. "A cornerstone of Scavolini's identity is its dedication to the principles of 'Made in Italy,'" says Fabiana. "We continually invest in our production system, nurturing it with responsibility and foresight, guided by the entrepreneurial values that have shaped us from the start."

Now, with an expansive network of showrooms, from Toronto to Shanghai, and a growing range of living, bathroom and outdoor collections, the Scavolini family's time-tested strategy is helping their brand

prosper. "We believe [Scavolini] must be nurtured with responsibility and vision, remaining true to the ethical and entrepreneurial values instilled in us by my father," Fabiana says. "He continues to be a reference point for all of us."

At Roche Bobois, the Parisian brand known for expressive yet functional home furnishings — like the Bubble sofa and the Legend bookcase — family has always been an important part of its business model. In 1960, after a visit to a design fair in Copenhagen, brothers François and Philippe Roche and Patrick and JeanClaude Chouchan launched what would become one of France's leading importers of Scandinavian modern furniture. Following its initial success, the brand established a new visual identity that married the clean lines and functionality of modernism with a French sense of frivolity. "The Roche and Chouchan families always promoted innovation, creativity and boldness," explains Eric Amourdedieu, executive director of Roche Bobois SA. "They wanted to produce furniture that is more than just functional but [also] embodies elegance and French art de vivre."

While the company has grown into a global empire with dozens of showrooms worldwide from Sydney, Australia, to Saudi Arabia, it continues to uphold the founders' vision under the leadership of Jean-Eric Chouchan and Nicolas Roche. "Being a family-owned company has enabled Roche Bobois to nurture a long-term vision and a deep attachment to its core values," Amourdedieu says. "It has given us the freedom to make bold decisions, to invest in innovation and partnerships with renowned designers, all while staying true to our roots. This family-based approach is key to our success and our international growth."

It's telling that, while almost every aspect of doing business has changed since the 1960s, the vision of Roche Bobois' founders remain a primary source of guidance and inspiration more than 60 years later. The same is true at Nienkämper and Scavolini, both of which continue to be guided by principles established by their own respective founders decades ago. This isn't the only thing that sets these companies apart, of course, but it suggests that — in business as in life — knowing where you came from is just as important as knowing where you're going.

sothebysrealty.ca/insightblog/en/2025/09/05/cutting-through-the-noise-what-do-interest-rate-changes-mean-for-you/



Central Okanagan

Central Okanagan Fall 2025 Lakeshore Report

SALES VOLUME AND PRICE TRENDS

The Central Okanagan residential lakeshore segment has recorded 31 sales to date in 2025, compared with 21 for the full year of 2024. This year's higher transaction count reflects a market still capable of producing significant activity, though the profile of those sales reveals important shifts.

The average sale price sits at \$3,211,443, down from \$3,723,674 in 2024, while the median sale price of \$2,187,500 highlights the weight of mid-market activity. Sales have ranged from \$910,000 to \$32,000,000, underscoring the broad spectrum of products in the Okanagan lakeshore market. Properties averaged 2,982 sq.ft. of living space (median 2,873 sq.ft.) and were situated on parcels averaging 1.76 acres—though the median of 0.52 acres more accurately reflects the typical lot size, as several estate-caliber properties with acreage approaching 20 acres skew the mean upward.

MARKET SENTIMENT AND BUYER BEHAVIOUR

Despite the relatively stronger sales volume, 2025 has remained a value-driven market. Buyers are well-capitalized yet selective, often

negotiating 10–20% below list prices. Activity has again been compressed into a mid-year window, with spring delays and fall tapering shortening the effective selling season. Purchasers continue to be dominated by high-net-worth individuals from Alberta and the Lower Mainland, who prioritize both lifestyle fit and long-term usability over pure opportunism.

FORECAST AND SELLER STRATEGY

Looking ahead, the market appears structurally stable but soft on pricing. Sellers who aim to transact before the shoulder season must adopt realistic pricing strategies and invest in presentation to differentiate their properties. Emphasizing year-round livability features—such as insulation upgrades, flexible layouts, and caretaker options—will resonate most with today's buyers. Those who price ahead of the curve and pair value with lifestyle storytelling are best positioned to convert before momentum stalls in the off-season.

SALES PRICE AVERAGE

\$3,211,443

FALL 2025

HIGHEST SALE: \$32,000,000

LOWEST SALE: \$910,000

AVERAGE SQUARE FEET

2,982 SQ.FT.

FALL 2025

MEDIAN LAND SIZE PER SALE

0.50 ACRES

FALL 2025

*Please note that the pricing and sales numbers above are based on interpretation of market data and are subjective in nature. For lakeshore, there is lower sales volume on the MLS than that in the typical real estate sectors, and many transactions that we handle are done privately off of the MLS. These numbers are drawn from my own experience in the sector and through consultation of various industry professionals.





North Okanagan

North Okanagan Fall 2025 Lakeshore Report

SALES VOLUME AND BUYER SHIFT

The North Okanagan has recorded 11 lakeshore sales to date in 2025, a notable increase from the 5 sales reported at mid-year, though still trailing the 13 transactions of 2024. The average sale price is \$1,723,636, with a median of \$1,600,000, reflecting steady demand in a more affordable band of the market compared to Central Okanagan. This year’s sales have ranged from a low of \$1,050,000 to a high of \$3,000,000.

On the property side, homes have averaged 2,401 sq.ft. of living space with a median of 2,500 sq.ft., demonstrating a relatively consistent scale across the dataset. Parcels averaged 0.42 acres, though the median of 0.38 acres better reflects the typical lot size given that properties ranged from 0.08 to 1.08 acres.

AFFORDABILITY AND DEMAND DYNAMICS

The North Okanagan continues to attract value-conscious buyers seeking an alternative

to Kelowna and West Kelowna. Lower purchase prices and more manageable carrying costs make the region appealing to retirees, hybrid-use purchasers, and lifestyle-driven families who prioritize privacy and functionality over trophy appeal. The diversity of the sales—ranging from compact lakeside homes to estate-scale residences—illustrates a balanced demand profile anchored by affordability.

LOOKING FORWARD

Heading into the shoulder season, the North Okanagan market is expected to remain stable in volume but cautious in pricing. Sellers must remain competitive, as buyers continue to scrutinize both value and year-round livability. Properties with winterization features, easy maintenance, and flexible use cases—whether as primary residences or recreational retreats—will be best positioned to capture attention. With a shorter active sales window, the advantage rests with listings that present well and are priced realistically from the outset.

SALES PRICE AVERAGE

\$1,723,636

FALL 2025

HIGHEST SALE: \$3,000,000

LOWEST SALE: \$1,050,000

AVERAGE SQUARE FEET

2,401 SQ.FT.

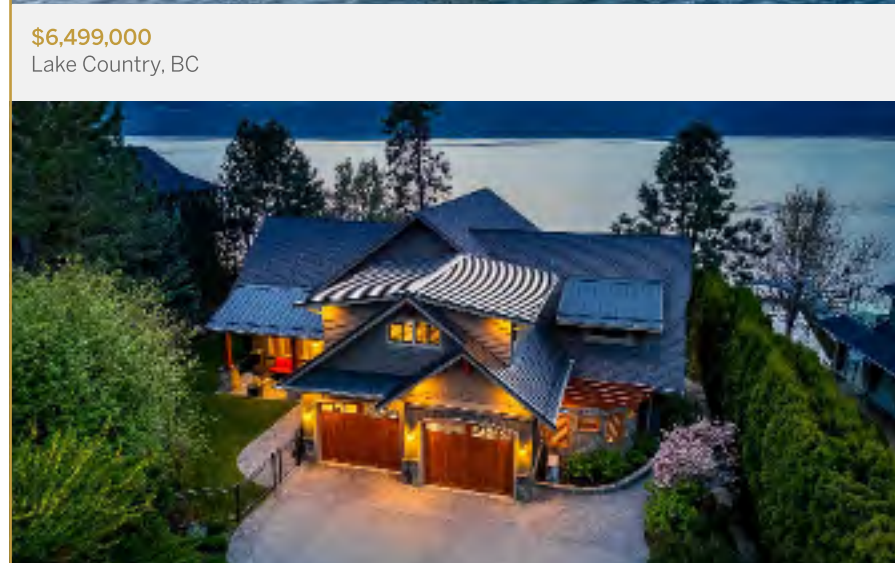
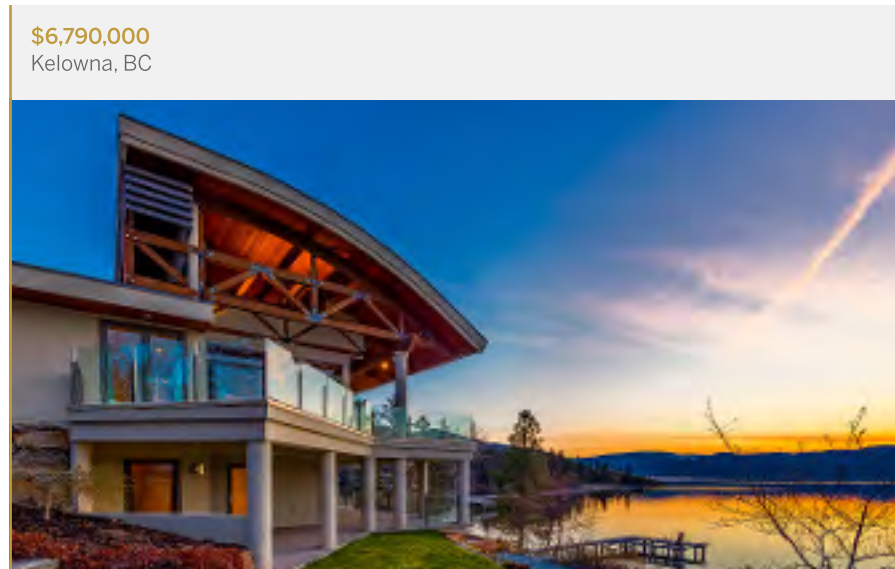
FALL 2025

AVERAGE LAND SIZE PER SALE

0.38 ACRES

FALL 2025

- **SHORT SEASON, HIGH STAKES:** Summer sales demand fast traction and pricing shifts.
- **HIDDEN DISCOUNTS:** Stable prices mask long waits and deep cuts.
- **LIFESTYLE FIRST:** Buyers want flexible use, recreation + residence.
- **PRESENTATION SELLS:** Strong looks, function, and pricing win.



Current Listings

14922 Carrs Landing Road	LAKE COUNTRY \$11,500,000	4
8888 Lakeshore Road	KELOWNA \$22,588,888	26
15799 Sawmill Road	LAKE COUNTRY \$45,000,000	30
201 Highway 97	VERNON \$14,000,000	32
5205 Buchanan Road	PEACHLAND \$6,998,000	36
250 Lochview Road + 210 Clifton Road	KELOWNA \$4,499,000 + \$2,499,000	38
5560 Lakeshore Road	KELOWNA \$6,790,000	40
16236 Carrs Landing Road	LAKE COUNTRY \$6,499,000	44
704 Stonor Street	SUMMERLAND \$5,999,000	48
2737 Casa Loma Road	KELOWNA \$5,600,000	52
6857 Indian Rock Road	NARAMATA \$5,250,000	54
5818 Dale Avenue	SUMMERLAND \$5,225,000	56
2765 Arthur Road	KELOWNA \$4,499,000	64
Lot A and B Oyama Road	LAKE COUNTRY \$3,299,000 + \$4,299,000	70
9983 Okanagan Centre Road W	LAKE COUNTRY \$3,750,000	74
16980 Coral Beach Road	LAKE COUNTRY \$2,810,000	75
Lot 28 Okanagan Centre Road W	LAKE COUNTRY \$1,999,000	76
14876 Oyama Road	OYAMA \$1,699,900	77

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

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.



“It’s more than just a place to live—it’s an opportunity to create something lasting for generations to come.”

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. The views stretch uninterrupted across Okanagan Lake, from Peachland to the Kelowna skyline. As you stand on the shore, the scale of what’s possible here becomes very clear.

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.



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

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."



201 HIGHWAY 97, VERNON, BC
LISTED AT \$14,000,000



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 unmetered 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.





"Anyone who has driven between Lake Country and Vernon knows this property. The bright orange roofs, the cattle grazing peacefully above the turquoise waters of Kalamalka Lake—it's a scene that's been part of the Okanagan drive for as long as most of us can remember. For decades, Kal-Lake Cattle has quietly become a landmark; a property that's both instantly recognizable and rarely offered. To now see it available is a unique moment—nearly 60 acres perched above one of the most beautiful lakes in the world, with views that stretch endlessly in both directions. It's not often that a property so familiar to so many becomes an opportunity for the next chapter."

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

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.





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

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.





5560 LAKESHORE ROAD, KELOWNA, BC
LISTED AT \$6,790,000

6 BEDROOMS | 4 BATH | 5,327 SQ.FT.
 1.297 ACRES | 219' OF LAKE FRONTAGE



219' of beautiful lakeshore frontage

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.





"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."

"With renowned architect Robert Turik given free reign to explore the possibilities on this build, I loved how it came together. The curved roof was made to allow natural light to come into the home from every day of the year, traced to the angles based on how the sun comes in during every month. Little details like every bedroom having an incredible lakeview, and European tilt-windows throughout really make this a property that I feel ties into the landscape. Then, you add in an award-winning garden area and professional landscaping... you have a truly irreplaceable product. One of the special features of this property to me is the substantial land across the road, still part of the offering: it is nearly impossible to find a lakeshore home that allows for a workshop, boat storage, extra garden space, etc on your lakeshore property. Likewise, a location so close to Cedar Creek Winery and Martin's Lane provides a great amenity, just down the road."



16236 CARRS LANDING ROAD, LAKE COUNTRY, BC
LISTED AT \$6,499,000

5 BEDROOMS | 6 BATH
 5,406 SQ.FT. | 0.52 ACRES

"There's a certain feeling you get when you turn down this driveway—a sense that you've arrived somewhere special. The combination of mature landscaping, manicured hardscaping, and the privacy of Carr's Landing immediately set the tone. This property isn't just a lakeshore home—it's a private retreat, thoughtfully designed to fully embrace its setting. From the morning coffee at the kitchen bar to evenings around the outdoor pizza oven or gathered by the lakeside firepit, every detail has been created for both comfort and lifestyle. The custom master wing, private office, full gym, and lakefront dock complete with multiple lifts make this a rare blend of luxury, functionality, and recreation. Properties like this don't come along often—where over half an acre of lakeshore feels both grand and intimate at the same time."





“And beyond the property itself, you’re surrounded by some of the most sought-after amenities the Okanagan has to offer.”

Just minutes away, you’ll find world-class golf at Predator Ridge, luxury wellness at Sparkling Hill Resort, and the highly anticipated Ritz-Carlton Residences bringing a new level of international prestige to the region. Wineries like 50th Parallel Estate and the impressive O’Rourke Family Estate create a winery corridor that’s quickly becoming one of the most desirable in British Columbia. All of this set against the backdrop of Okanagan Lake itself—one of Canada’s most iconic and beautiful bodies of water—quite literally at your doorstep. It’s not just a home, it’s a lifestyle that’s hard to replicate anywhere else.

704 STONOR STREET, SUMMERLAND, BC
LISTED AT \$5,999,000

5 BEDROOMS | 6 BATH | 5,723 SQ.FT.
 0.40 ACRES | 75' OF LAKE FRONTAGE

“Quality of construction that is truly extraordinary;
 a modern masterpiece situated on the water in
 the serenity of Trout Creek.”

Indulge in unparalleled luxury at this waterfront estate in Summerland’s prestigious Trout Creek enclave. Crafted with meticulous attention to detail in 2019, this residence rests on a 0.40-acre lot with 75 feet of lakeshore frontage. With over 5,200 square feet of living space, including a 4,300-square-foot main residence with three bedrooms and four bathrooms, plus a 952-square-foot family wing, this is sizeable lakeshore residence. Seamlessly blending indoor and outdoor living, enjoy 1,510 square feet of spacious deck space. With over 1,900 square feet of garage space and room for 5+ cars, plus boat/RV parking, rare lakeshore parking is offered. Modern conveniences like an elevator, radiant heating, wine closet, and porcelain plank floors elevate luxury living.

The chef’s kitchen transitions to an outdoor kitchen/lounge area, ideal for entertainment space. The private master suite boasts a large walk-in closet and ensuite with a steam shower. Built with ICF foundations, 400 amp servicing, and commercial-grade water filtration, quality is paramount through every component of this 2019-build. Outside, enjoy a concrete deck, grassed backyard, sandy beach, full dock with LED solar lights, and boat tie-downs. From interiors to outdoor spaces, this estate offers an irreplaceable lakeside lifestyle of elegance and comfort in one of the most prestigious, high value areas in the Okanagan.





“With modern luxury seamlessly integrated into its lakeshore setting, this estate is truly one-of-a-kind. Every feature, from the expansive decks to the full dock and sandy beach, was designed to elevate lakeside living in a way that is rarely achieved.”

“This property is truly a masterpiece in lakeside living. Having been involved in the marketing and sale of other premier lakeshore homes, this particular estate in Trout Creek stands out for its attention to every luxury detail. Built in 2019, the combination of modern conveniences like the elevator, radiant heating, and commercial-grade systems with thoughtful touches like the porcelain plank floors and steam shower creates a seamless blend of elegance and functionality. What really captivated me was how the design encourages outdoor living, with spacious decks, a grassy yard, and the sandy beach leading to the full dock—it’s hard to imagine a better space for summer evenings by the lake. The expansive garage and boat parking also offer something incredibly rare for lakeshore properties: ample, usable space for all your recreational vehicles and guests

Trout Creek’s reputation as a premier waterfront neighborhood is well-earned, and this home elevates that with its meticulous craftsmanship and prime location. It’s not just about owning a piece of the lakeshore, but embracing a lifestyle that combines comfort, luxury, and the unmatched beauty of the Okanagan.”

2737 CASA LOMA ROAD, KELOWNA, BC
LISTED AT \$5,600,000

5 BEDROOMS | 7 BATH | 5,621 SQ.FT.
 0.25 ACRES | 75' OF LAKE FRONTAGE

Architecturally striking lakeshore residence on the shores of Okanagan Lake. Set on a 0.25-acre (10,890 square foot) lot with 75 feet of pristine frontage, this home is designed to seamlessly integrate indoor and outdoor living. The exterior blends rock, aluminum, steel, and wood, while the interior combines wood, glass, and reclaimed brick for a warm yet contemporary feel. Expansive NanaWall doors open the main living areas to the lakeside patio, extending the kitchen and dining spaces to a flat lawn, BBQ area, sandy beach with fire pit, and private licensed dock. The chef's kitchen is equipped with top-tier appliances—including a built-in coffee maker—and anchored by a massive island with lake view dining. The upper level is devoted to the primary suite, complete with a private patio and rooftop deck capturing breathtaking sunrises. Four additional bedrooms with ensuites provide comfort for family and guests. The lower level offers a home theatre, wine cellar, recreation room, and a cozy living space with a wood-burning stove. A triple garage and ample uncovered parking add convenience, while mature landscaping creates a park-like setting. Located in the sought-after Casa Loma community, just minutes to Downtown Kelowna and steps from Kalamoir Park trails, this residence perfectly balances luxury design and lakeshore lifestyle.





6857 INDIAN ROCK ROAD, NARAMATA, BC
LISTED AT \$5,250,000

5 BEDROOMS | 5 BATH | 3,354 SQ.FT.
 0.35 ACRES | 94.60' OF LAKE FRONTAGE



Custom-built by the award-winning Ritchie Custom Homes, this striking modern residence is artfully tucked into the beauty of Indian Rock in Naramata, where the mountains meet the lake. Set along approximately 94 feet of crystal-clear shoreline, the home is harmoniously nestled into the rolling hills, mature pines and natural landscape of the Okanagan. Immersed in nature yet only minutes from top wineries and restaurants like Poplar Grove, Moraine, Joie Farm and the iconic Naramata Inn, the property offers the perfect balance of seclusion and accessibility, 30 minutes from Penticton Regional Airport. Spanning 3,354 square feet across three levels, the home includes four bedrooms, a dedicated office and a self-contained garden suite ideal for guests or extended family. Floor-to-ceiling windows flood the interior with natural light and frame uninterrupted southwest views of Okanagan Lake and the surrounding mountains, creating a seamless connection between indoors and out. The open-concept living and dining areas showcase natural finishes including soft oak-toned wide plank flooring, Venetian plaster walls and curated lighting. A sleek wood-burning fireplace brings warmth and character, perfect for quiet evenings immersed in the zen of lake and mountain vistas. The main level opens to a covered patio complete with a recessed heater and automated solar shades for year-round enjoyment. A fully-equipped outdoor kitchen sits just steps from the main kitchen, allowing for effortless al fresco dining surrounded by nature. The primary suite is a true retreat, offering access to a private rooftop terrace where panoramic views stretch across forested hills and open water. The spa-inspired ensuite features a steam shower and Japanese-style water closet, adding serenity and calm to your everyday routine. A level lakeside yard leads to a shared dock with two dedicated lifts, easily accessed via a private powered tram making lakefront living as effortless as it is beautiful.

5818 DALE AVENUE, SUMMERLAND, BC
LISTED AT \$5,225,000

5 BEDROOMS | 6 BATH
 5,471 SQ.FT. | 0.49 ACRES

Stunning lakefront home on the shores of Summerland

Stunning lakefront home nestled on the shores of the prestigious Trout Creek area of Summerland. The residence offers 4600 sq.ft. with 4 bedrooms and 5 bathrooms, and is built to the highest standards with steel beams and in-floor heating throughout. Upon entering the home via the oversized front door, you are greeted by a grand foyer with skylights and clear sightlines spanning throughout the home toward the shoreline. The kitchen area features an oversized kitchen island and a large pantry area, and opening windows to create a full pass-through to the outdoor entertainment space. Off the foyer is the "hidden" powder room, making for a unique feature! There is a full bedroom/office on the main, as well as a dedicated theater room.

The living room has a large wet bar, fireplace, and exterior access. Outside, the concrete deck area transitions to a grassed backyard before reaching the flat sandy beach, complete with a full dock. Up the floating stairs is the secondary level with the master bedroom, facing the lake. The master ensuite has his/her sinks, a tiled steam shower, and a free-standing tub. The two upstairs bedrooms each have a full ensuite, and the deck measures over 50' across with a hot-tub, BBQ, and patio furniture. The oversized triple-car garage offers a finished 800 sq.ft. suite above, making this the perfect spot for guests, family, or a caretaker. Gated access and a large front yard finish off the newer landscaping on this 0.492-acre lot.





"This home is a true lakeside retreat, designed with a level of craftsmanship and attention to detail that is hard to match. From the floating staircase to the seamless indoor-outdoor living spaces, every aspect of this property exudes sophistication and comfort."

"This property is truly a masterpiece in luxury lakefront living. From the moment you walk through the oversized front door and are greeted by the grand foyer with skylights, the attention to detail is evident. The floating staircase, expansive living areas, and seamless indoor-outdoor design create a space that feels both luxurious and comfortable. I was particularly struck by the unique features like the hidden powder room and the full bedroom/office on the main floor, making the home perfect for both entertaining and family living.

Upstairs, the master suite offers stunning lake views, with a spa-like ensuite that includes a steam shower and a free-standing tub. The secondary bedrooms each feature their own ensuites, giving every guest their own private space. The outdoor areas are just as impressive, with a 50-foot deck, hot tub, and BBQ area, as well as a sandy beach and full dock. Add in the oversized triple-car garage with an 800 sq.ft. suite above, and you have a property that is not only beautiful but functional. This estate offers the perfect combination of luxury, privacy, and lakeside living in the prestigious Trout Creek area."



Sotheby's Featured Auctions

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a network of specialists spanning 40 countries and 70 categories which include Contemporary Art, Modern and Impressionist Art, Old Masters, Chinese Works of Art, Jewelry, Watches, Wine and Spirits, and Design, as well as collectible cars and real estate.



Lifestyle: Best In Show

Insight Magazine October 3, 2025

It was the auction that reverberated throughout the world. Apex the Stegosaurus, a rare 161-million-year-old dinosaur skeleton, sold at Sotheby's last July for a record-breaking US\$44.6 million after an intense 15-minute bidding war. But it wasn't just the fossil or its historic sale price (more than 11 times the estimate) that made waves — Sotheby's auctioneer Phyllis Kao, as emcee, presided over it all. And her star-turn performance — streamed live online and on TikTok for millions of viewers — almost eclipsed the mammoth skeleton.

With her skillful display — a graceful wave of the hand, a coy smile, an engaged lean-in towards the audience — Kao courted phone bidders to raise their prices ever higher. Dressed in a tailored silver grey Armani suit jacket and sporting an elegant updo worthy of a 1940s film star, Kao maintained a calm and collected demeanor as she interjected with lighthearted comedic quips like “They're just numbers at this point” or “Would you like to try a smaller bite?” The thrilling spectacle seemed effortless in Kao's hands as she directed the flurry of bids until the final gavel smash and declaration that Apex was “Sold!” were met with rounds of applause.

Kao, a VP of client strategy at Sotheby's in New York, became a social media sensation overnight, which admittedly surprised her. The video of the stegosaurus auction alone had more than 11 million TikTok views, other auction videos featuring Kao garner millions, and she has received heaps of praise from fans commenting that she is a “legend” and that “Phyllis Kao is an icon.”

While Sotheby's live-streamed its auctions before the pandemic, its evening auctions — more formal affairs featuring rare, big-budget lots — have evolved into elaborate productions similar to “live TV,” according to Kao. These event-style presentations now reach millions online and on social media. Kao's following highlights the essential performance aspect of auctioneering, something she likens to being an improvisational jazz performer. “An auction is not scripted, of course,” she says. “You don't know what will happen. So, you have to improvise.”

Kao got her start in the auction world with a temporary role at a small auction house in the Bay Area, California, where she grew up. She had planned to further her education by studying classics at Columbia but was offered a full-time job as a cataloguer in decorative arts at the house, which had acquired a trove of Chinese artworks.

With no training, Kao hosted her first auction (or, in auction parlance, “took a sale”) at the age of 23 and, from then on, she was hooked. “I thought: Wait a minute. This is a job? You're just spending other people's money and looking at beautiful things for them,” she says. “And I liked the field. I liked the industry. Every day is different. You meet all sorts of people. You're surprised daily by who you meet and what you find and I just kept working.”

From there, she went on to bigger and bigger auction houses and ultimately landed a role as a specialist in Chinese art at Sotheby's in New York. While she's been an auctioneer for over a decade, Kao had to audition to conduct sales. Kao nailed her audition, with one exception: her long hair kept hitting the microphone as she moved. Hugh Hildesley, head of auctioneers emeritus at Sotheby's, asked that she wear her hair up so as not to distract from the presentation. Kao styled her hair in an elaborate updo for the second audition, with coils of hair framing her face. “It went off really well,” she recalls. “So, I started doing it for every sale. And it very quickly became my signature look.” Kao says she looks so different when wearing her auction hairstyle versus her day-to-day straight long hair that people often don't recognize her on the street.

But preparing for an auction goes beyond mere style choices. For an all-important evening sale, for example, Kao has to know the works in question “inside and out,” which requires extensive research. Regardless of the type of sale she's conducting — whether evening or day sales, which cross price points and categories, from wines to watches — Kao is meticulous about studying an item's provenance and significance. “I want to understand why it's a coveted work. And I want to be able to get into the psychology of my buyer as much as I can.”

LOT A 16012 OYAMA ROAD, LAKE COUNTRY, BC
LISTED AT \$4,999,000

455' OF LAKE FRONTAGE
 3.138 ACRES



**“Lakeshore investment opportunity
 with tourist-commercial zoning.”**

Unique opportunity to acquire one of the most iconic properties in Oyama! With 3.138 acres of land, including 0.16 acres onto Wood Lake, this incredible site offers an extensive opportunity for a creative development that truly embodies the Okanagan. This property provides frontage onto Pelme wash Parkway, Oyama Road, Wood Lake and the Rail Trail, with approximately 455' of lakeshore frontage. C9 zoning is extremely flexible and allows for a range of potential uses including a specific zoning allowance for a retail store, gas bar and marine fuel facility for this property in particular. Other uses include apartment hotels, hotels, motels, offices, liquor stores, retail and more. This is a great long-term hold and has a leased general store for holding income (Business not included).

“This iconic 3.138-acre property offers a rare development opportunity with 455 feet of lakeshore frontage and flexible C9 zoning, making it ideal for a range of commercial and residential possibilities right on Wood Lake.”

"This property is truly one of Oyama's most iconic sites, offering a rare chance to create something special in the heart of the Okanagan. With 3.138 acres of land, including 455 feet of lakeshore frontage on Wood Lake, the potential here is incredible. The frontage on Pelme wash Parkway, Oyama Road, Wood Lake, and the Rail Trail offers prime visibility and access, making it perfect for a creative development that embodies the Okanagan lifestyle.

The C9 zoning is exceptionally flexible, allowing for a range of uses including retail stores, gas bars, marine fuel facilities, apartment hotels, offices, and more. This property also has a specific zoning allowance for a gas bar and marine fuel facility, adding even more versatility. The existing leased general store provides holding income, making this a great long-term investment with immediate returns.

This property offers the perfect balance of lakeshore beauty and commercial potential, making it an unparalleled opportunity for a visionary developer looking to create something truly unique in the Okanagan."



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

3 BEDROOMS | 3 BATH
 2,604 SQ.FT. | 5.07 ACRES

Rare and unique 5-Acre estate

A rare offering! This unique and private 5-acre estate in coveted McKinley Landing, lovingly cared for by its original owners, is now on the market for the first time. The property boasts an architecturally stunning and impeccably updated 3-bedroom, 3-bathroom home designed by Dan Pretty with 2,500+ sq. ft of living space in a building perfectly suited to the spectacular property. This nature's sanctuary combines the best of serene country living with easy access to city amenities. The extension of North Clifton Road into McKinley means this property will soon be just a quick car ride from the downtown core. Enjoy a private beachfront with dock, expansive deck space, outdoor kitchen and covered sleeping area perfect for taking in the Okanagan summers.

The beach can be accessed by a footpath along the stream or by a side-by-side on a cart path. Active farm status keeps property taxes remarkably low and allows for income from an established apiary, raspberry, and tree farm. An extensive irrigation system supports agricultural use, landscaping, and fire prevention on much of the land. This property is a bird-watcher's paradise with many mature trees and a natural stream surrounded by lush greenery that makes the land a haven for wildlife in every season.

The meticulously maintained home is well laid out and features vaulted ceilings, natural wood, massive stone fireplace upstairs, antique brick fireplace in the family room (both fireplaces woodburning), a generous master suite, loft study (with rolling ladder) and incredible views out every window. There is an upper deck adjoining the kitchen and lower deck with hot tub off the master suite. There is a heated workshop, two storage sheds, a trailer pad, and lots of parking for all your toys. Just move in or plan your new dream home on this once-in-a-lifetime piece of land. Must be seen to be fully appreciated.





"This rare 5-acre estate offers the perfect blend of privacy, nature, and luxury living, all while being minutes from the city. With a private beach, farm income potential, and a beautifully designed home, this property is a sanctuary in the heart of the Okanagan."

"It's not every day that a property like this comes to market, especially one so lovingly cared for by its original owners. What stands out to me most about this 5-acre estate is the way it seamlessly blends natural beauty with luxurious living. The architecturally designed home, with its vaulted ceilings, stone fireplaces, and expansive decks, is perfectly suited to the stunning landscape. Every window frames a view that reminds you of the tranquility and wildlife surrounding the property.

The private beachfront with a dock, accessible by both footpath and cart path, is a rare amenity, and the outdoor kitchen makes the most of Okanagan summers. The farm status adds an intriguing layer to the property, allowing for income while keeping taxes low. The extensive irrigation system ensures that both the agricultural use and landscaping are well-maintained, and the bird-watcher's paradise created by the mature trees and natural stream makes this property a haven for wildlife year-round.

With a heated workshop, trailer pad, and ample parking, this property offers both function and beauty. Whether you move in and enjoy the home as-is or plan your dream home on this once-in-a-lifetime piece of land, the potential here is truly limitless. The recent extension of North Clifton Road into McKinley makes this property even more accessible, providing the perfect balance of rural serenity and city convenience."



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Contact Center Stage at 250-807-1102





**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**

LOT B - 13.80 ACRES 477'
OF LAKE FRONTAGE

*"26.77 acres across 2 titles with 1300'+
of lakeshore frontage; agricultural investment."*

Stunning 2 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' 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' 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.





"This rare lakeshore assembly offers a unique opportunity for both lakeside living and agricultural investment, with over 1,300 feet of lakeshore frontage and 26.77 acres of prime land. It's a truly exceptional offering in the heart of Oyama."

"This lakeshore assembly is one of the most unique and substantial offerings on Wood Lake, providing both lakeside and agricultural opportunities. With over 1,300 feet of lakeshore frontage spread across two parcels, this is a rare chance to acquire prime land in the heart of Oyama. What really stands out to me is the versatility of the property—over 4 acres of flat, lakeshore land directly on Wood Lake, combined with 22+ acres of agricultural land on the upland side.

The potential here is immense, whether for future development or as a long-term agricultural investment. The consistent declining grade of the land is ideal for farming, with excellent water and air drainage, and the active cherry orchard provides an income stream through its lease until 2033. The opportunity for building sites on both parcels, with the potential for moorage or docks, adds even more value.

This property offers the perfect blend of lakeshore lifestyle and agricultural potential, with easy access to the serene beauty of Wood Lake while maintaining a long-term investment in prime Okanagan land."

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

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



16980 CORAL BEACH ROAD, LAKE COUNTRY, BC 4 BEDROOMS | 4 BATH | 2,969 SQ.FT.
LISTED AT \$2,810,000 0.31 ACRES | 75' OF LAKE FRONTAGE

“Stunning modern lakeshore home in the prestigious Coral Beach area of Carr’s Landing.”

Stunning modern lakeshore home in the prestigious Coral Beach area of Carr’s Landing, here in the beautiful community of Lake Country! With 75’ on the water, this property offers a great beach area and a dock with a boat lift for the summer time. The home offers 2,969 sq.ft., spread across 2 floors of living space with 4 bedrooms and 4 bathrooms. The moment you enter the foyer, you are greeted with huge windows that face towards the water, a large kitchen room that opens to the expansive living room with a fireplace. Access to a huge deck, partially covered, to allow for a great indoor/outdoor living space transition.

Master bedroom on the main floor with a private ensuite. Downstairs, full-height ceilings make it feel like you’re simply on another main level. Additional bedrooms for guests with another family room space. Huge patio area downstairs, and it opens up to a beautifully landscaped path that leads you straight to the water. High-quality finishings and pride of ownership shows throughout this original owner home. Lots of parking via the double car garage and driveway. Overall, this is a great opportunity to get into a move-in ready modern lakeshore property with a dock already in space. Boat launch just down the road for convenience. 50th Parallel winery for dinner is a quick walk away.



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 28 OKANAGAN CENTRE ROAD W, KELOWNA, BC
LISTED AT \$1,999,000

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.

14876 OYAMA ROAD, OYAMA, BC
LISTED AT \$1,699,900

4 BEDROOMS | 3 BATH | 3,283 SQ.FT. | 0.5 ACRES

Nestled in a private Oyama setting, this sizeable walkout rancher with a basement offers over 3,200 square feet of living space and spectacular lake views, just steps from the water. Situated on a spacious 0.497 acre lot backing onto mature landscaping and the popular Rail Trail, this four bedroom, three bathroom home provides the ultimate Okanagan lifestyle. Enjoy nearby access to a private beach on Wood Lake, perfect for summer water activities, and easy access to nearby Kalmalka Lake. Surrounded by orchards and vineyards, this home offers a peaceful retreat with tons of potential for the new buyer. The primary suite features an ensuite and walk-in closet, and the home is easily suiteable, boasting a separate patio entrance and a wet bar in the basement, easily adaptable for a private one bedroom mortgage helper. With a massive paved driveway ideal for recreational vehicles, cars, and toys, plus a double garage, there is plenty of space for all your needs. Additional highlights include high ceilings, hardwood flooring, a new four-ton AC unit, built-in vacuum, and roughed-in security system. Whether you're looking for a serene escape or a home with tons of potential, this property is a must-see.





KNIGHTS VIEW ESTATES

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



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

16080 Carrs Landing Road LAKE COUNTRY \$17,500,000 PURCHASER REPRESENTED	81
14922 Carrs Landing Road LAKE COUNTRY \$11,500,000	4
15870 Whiskey Cove Road LAKE COUNTRY \$7,500,000	84
11630 Rogers Road LAKE COUNTRY \$5,250,000	88
5757 Upper Booth Road KELOWNA \$4,600,000	90
16120 Carrs Landing Road LAKE COUNTRY \$3,199,000	92
Unit #32 18451 Crystal Waters Road LAKE COUNTRY \$1,790,000	94
Lot 1 McCreight Road LAKE COUNTRY \$1,499,000	96

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

16080 CARRS LANDING ROAD, LAKE COUNTRY, BC
LISTED AT \$17,500,000
PURCHASER REPRESENTED

[*READ THE FULL ARTICLE ON KELOWNANOW.COM](#)

SOLD

16080 Carrs Landing Road

LAKE COUNTRY

LISTED AT \$17,500,000

PURCHASER REPRESENTED

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

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.

**Firm deal in under 3 weeks on market.
No other agents or brokerages involved.**





A Note From Scott

"What a special sale. Having been involved in the purchase of the property with the same client years prior, we were honored to be chosen as the listing agents for the property.

We identified the unique aspects of the property, and really began showcasing the property accordingly. The feeling of approaching your flat 1.5+ acre estate while driving through your tree-lined driveway cannot be replicated on nearly any other property on the water. Likewise, the cottage-feel of the home with an accompanying guest home really makes this an attractive secondary home option. The presence of the O'Rourke Family Estate under construction was another significant value addition.

Immediately upon listing the property, our marketing captured a prospective purchaser who wished to view the property with us. As a result, we had an accepted offer within days and a firm deal and sold sign within 3 weeks on market. At the time of the sale, it was the highest lakeshore sale of 2024.

To me, this is really what our company is about: A long term client trusting us a significant transaction, marking a large financial decision in their lives, and successfully selling the property in a very difficult market with no other agents involved."

SOLD

11630 ROGERS ROAD, LAKE COUNTRY, BC
LISTED AT \$5,250,000

5 BEDROOMS | 6 BATH | 5,625 SQ.FT.
0.344 ACRES | 73' OF LAKE FRONTAGE

“5600+ sq.ft. modern residence on Wood Lake with luxurious indoor and outdoor living features.”

THE HIGHEST SALE EVER ACHIEVED ON WOOD LAKE IN MLS HISTORY

True modern living on the shores of Wood Lake! Built in 2018, this luxurious lakeside residence is set on a level 0.334 acre lot with a grandfathered boathouse and 73 feet of clean sandy lakeshore. This architecturally designed home features over 5600 sq.ft. of interior living including a one bedroom, one-bathroom legal suite with separate entrance above the garage.

Floor to ceiling windows provide clean sightlines to the lake with expansive exits to the outdoor kitchen and pool. Lakeside master bedroom with opulent ensuite and massive walk in closet. On the upper level, a spectacular dedicated gym and lake view office with a private deck. Outdoor living features include a swimming pool with jets and waterfall, hot tub and boathouse with sauna and full bathroom. Fully licensed dock with boat lift. Elevator ready for installation. Net zero electric cost.





SOLD

5757 UPPER BOOTH ROAD, KELOWNA, BC
LISTED AT \$4,600,000

6 BEDROOMS | 7 BATH
 7,443 SQ.FT. | 11.79 ACRES

“The highest sale ever achieved in the Ellison area of Kelowna for sub-60 Acre Parcels; A luxury sale benchmark.”

The highest sale ever achieved in Ellison for sub-60 acre parcels. Stunning, private 11.79 acre lakeview estate with a one-of-a-kind concrete workshop! Substantially renovated 4 bedrooms, 4 bathroom 5574 sq.ft. home spread across 2 levels with seamless indoor/outdoor living space! Newly constructed pool with auto-cover, built-in BBQ / outdoor-kitchen space, hot-tub and meticulous landscaping surround this backyard oasis. The property has a 524 sq.ft. suite over the triple oversized garage, great for a nanny, caretaker, college kid or art studio, plus the 4337 sq.ft. concrete-constructed commercial shop with 3 overhead doors.

Endless possibilities with 600-amp servicing, reception area and 2 offices with another suite located above the shop space. Irreplaceable shop provides multiple options, whether that be parking for 10+ vehicles, space for a home based business or the workshop of your dreams with overheight ceilings and room for mezzanine! Almost 0.50 acres of pavement for near-unlimited parking and a serviced oversized RV stall. Outstanding landscaping and hardscaping of grounds includes emphatic rock walls and hiking trails. It truly feels like a park in your backyard! No expense spared on renovations; smart-home capabilities, new finishings, and a modified layout with oversized windows to further embrace the views. This estate offers one of the most unique value propositions in the valley given the spectacular home, views, oversized workshop, multiple suites, and land size just minutes from Kelowna and all the amenities it has to offer.



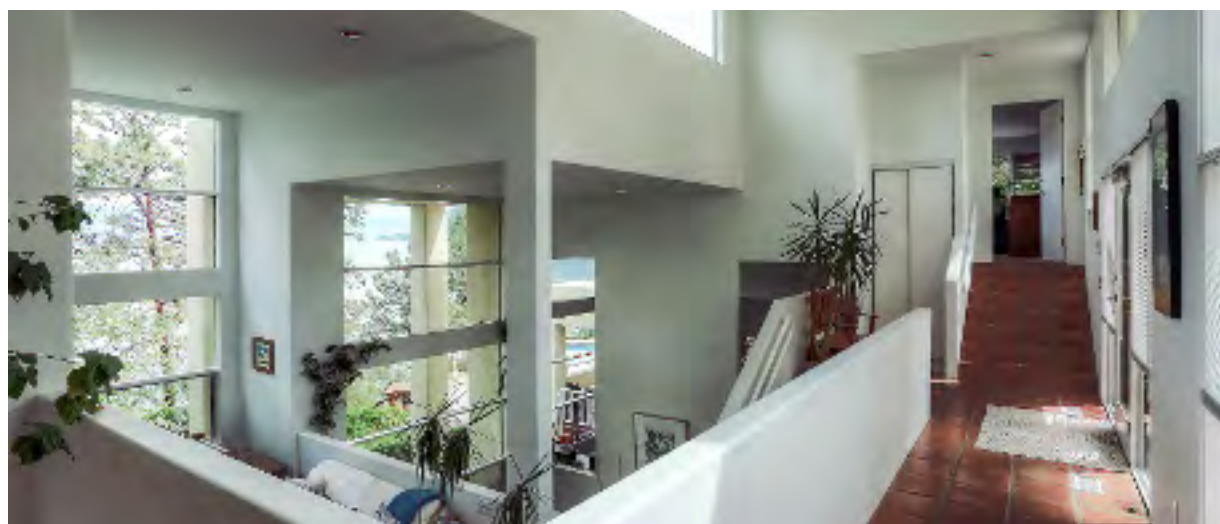
SOLD

16120 CARRS LANDING ROAD, LAKE COUNTRY, BC 5 BEDROOMS | 5 BATH | 4,796 SQ.FT.
LISTED AT \$3,199,000 1.04 ACRES | 172.8' OF LAKE FRONTAGE

"1+ acre Carrs Landing Estate with pool and 170'+ of lakeshore frontage."

Stunning lakeshore property nestled in the heart of Carrs Landing, surrounded by picturesque orchards. With over 170' of lakeshore access on over an acre of land on one of the Okanagan's best streets, this multi-leveled home with pool is truly special. This custom built 5 bedroom home has overheight ceilings throughout, with the huge windows using the natural light to its fullest. Master bedroom with luxurious 5-piece ensuite and private balcony facing the lake, perfect for enjoying the sunset and panoramic lake views.

Gorgeous chef's kitchen with granite eating bar and extra cabinet space. Sub-zero appliances with wine fridge! Saltwater pool with enormous deck and large BBQ area, perfect for entertaining in the hot Okanagan summers, complete with a bathroom, change room, shower, and hot-tub close by! Lake access just a minute from the pool! Beautiful landscaping including a front water feature and poolside fountain. Detached studio with upper level, plus full kitchen and bathroom. On sewer (1.04 acres), motorcycle garage and extra parking.



SOLD

UNIT #32 18451 CRYSTAL WATERS ROAD, LAKE COUNTRY, BC
LISTED AT \$1,790,000

4 BEDROOMS | 3 BATH | 2,583 SQ.FT. | 0.18 ACRES

“Located in the sought-after Crystal Waters community, this 2,500+ sq. ft. home offers seamless lakeshore access, private boat slip, and stunning views of Kalamalka Lake, all within a gated and beautifully landscaped setting.”

This charming 2,500+ sq. ft. 4-bedroom, 3-bathroom residence is located in the highly sought-after lakeshore community of Crystal Waters. Situated in one of the Okanagan’s premier areas, this home offers seamless lakeshore access to Kal Lake, with nearly 1,000 feet of pristine shoreline dedicated to the private, gated community. Enjoy exclusive access to a dock with a boat slip, and unparalleled proximity to the scenic Rail Trail connecting Lake Country and Vernon.

As you enter, you’re welcomed by over-height ceilings and an abundance of natural light pouring through large windows, highlighting the open-plan living space. The living room, complete with a cozy gas fireplace, seamlessly connects to the kitchen and dining area, all designed to capture the vivid colours of Kalamalka Lake. Step out onto the private balcony from the dining room—perfect for outdoor dining and taking in the lake views.

The main floor boasts a spacious master bedroom with an ensuite, an additional bedroom or office, and a convenient laundry room, making it ideal for one-level living. The lower level features two more bedrooms, a full bathroom, a large rec room, and a covered patio with hot tub rough-in—perfect for entertaining or relaxing.

Additional features include a double-car garage with an extra stall for a golf cart or workshop, as well as dedicated RV/boat parking. The beautifully manicured yard is a gardener’s dream, and the home’s location at the end of the cul-de-sac is unbeatable, and Crystal Waters is perfectly situated with easy access to Kelowna International Airport and world-class golf at Predator Ridge.





SOLD

LOT 1 MCCREIGHT ROAD, LAKE COUNTRY, BC
LISTED AT \$1,499,000

0.66 ACRES
75' OF LAKE FRONTAGE

“There’s something undeniably special about this lot. Tucked away in Carr’s Landing — one of the Okanagan’s most coveted lakeshore enclaves—Lot 1 on McCreight Road offers the kind of setting that rarely becomes available. With approximately 75 feet of waterfront and over two-thirds of an acre to work with, this property gives you the space to create a true legacy home. What makes it truly stand out is the elevation: it gives you sweeping, unobstructed views west across Okanagan Lake. From here, every sunset is yours to enjoy—warm evening light, quiet lakefront, and a beach that feels worlds away from the busy shoreline further south.

This is more than just a lakeshore lot—it’s a canvas with serious potential. With municipal water, gas, and power already at the lot line, and no known restrictions against dock installation, much of the heavy lifting is already in place. The land is well-sized for a generous home that captures the view from every angle, and the neighborhood shows what’s possible—tasteful architecture, terraced stair systems, and a community that values privacy and natural beauty. Properties like this allow you to dream big—to design something timeless, with lake, light, and landscape all working together.





**OFFICIAL
FERRARI DEALER**
FERRARI OF ALBERTA

Hall Cassie Marshall Group & Ferrari of Alberta

Tours and Test Drives

Last August, the Hall Cassie Marshall Group had the opportunity to work with Ferrari of Alberta for an exclusive weekend event. Guests spent the day at a private off-market lakefront property for a Garden Party, followed by a private wine tour and Dallas Smith concert at the O'Rourke Family Estate.

The event also included access to Ferrari's brand new, V-12, 725 horsepower, four door Ferrari Purosangue. Both our clients and Ferrari of Alberta's clients had the privilege of test-driving this vehicle at 26 Commonage Road; this 144-acre estate's kilometer long paved driveway was the perfect opportunity to showcase Ferrari's first SUV model.

Stay tuned for many more exclusive Hall Cassie Marshall Group events coming in 2025.





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MARSHALL

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OUR OTHER
REPORTS

