



Kelowna + The Okanagan Valley
British Columbia, Canada



ENGEL & VÖLKERS
— PRIVATE OFFICE —





The Okanagan Lifestyle

Welcome to the beautiful Okanagan Valley, the heart of Canada's award-winning wine region. Known as Canada's playground with the warmest weather in Canada, abundant sunshine and a 135 km pristine lake at its core, the region has deep Indigenous heritage, is rooted in agriculture, tourism and at the centre of many Canadians' retirement dreams. It's viewed as Canada's playground or the California of Canada. Today, the region's largest CMA is the City of Kelowna, one of Canada's fastest growing and dynamic small urban centres. It is a destination for those wanting to balance the ultimate lifestyle of outdoor pursuits yet being centred in a modern city with best-in-class hospital, university and international airport. The Valley has become a centre for the knowledge economy and a favorite of tech sector founders and families. Bike. Ski. Golf. Boat; sometimes all in the same day.

Investors seek to fill the regions growing shortage of both traditional rental inventory and vacation rental properties and with some of Western Canada's largest development projects underway, savvy real estate buyers flock to the region for lakefront homes, vineyard estates and sweeping hillside view properties.

Engel & Volkers Okanagan was launched in 2017 and covers the larger area of the famed Revelstoke Mountain Resort, the Rocky Mountain community of Golden to the east, the North Okanagan Valley including the #1 golf resort in Canada, Predator Ridge, Canada's 2nd ranked Ski Resort, Big White, the charming Lake Country and the beautiful communities of Naramata, Oliver and Osoyoos. Now boasting 200+ wineries with Pinot Noir shining as the marquee grape, the Valley is on the world wine radar.

As your Engel & Volkers Private Office Advisor here in the heart of British Columbia, the Okanagan Lifestyle awaits, I cant wait to show you my favorites.

Richard James Deacon

Richard James Deacon
Private Office Advisor
Engel & Volkers Okanagan



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BRITISH COLUMBIA

AT A GLANCE

3rd

Largest province

5.1 M

Population

2nd

largest airport in Canada

Host of 2020 Olympics

Host of 2026 World Cup

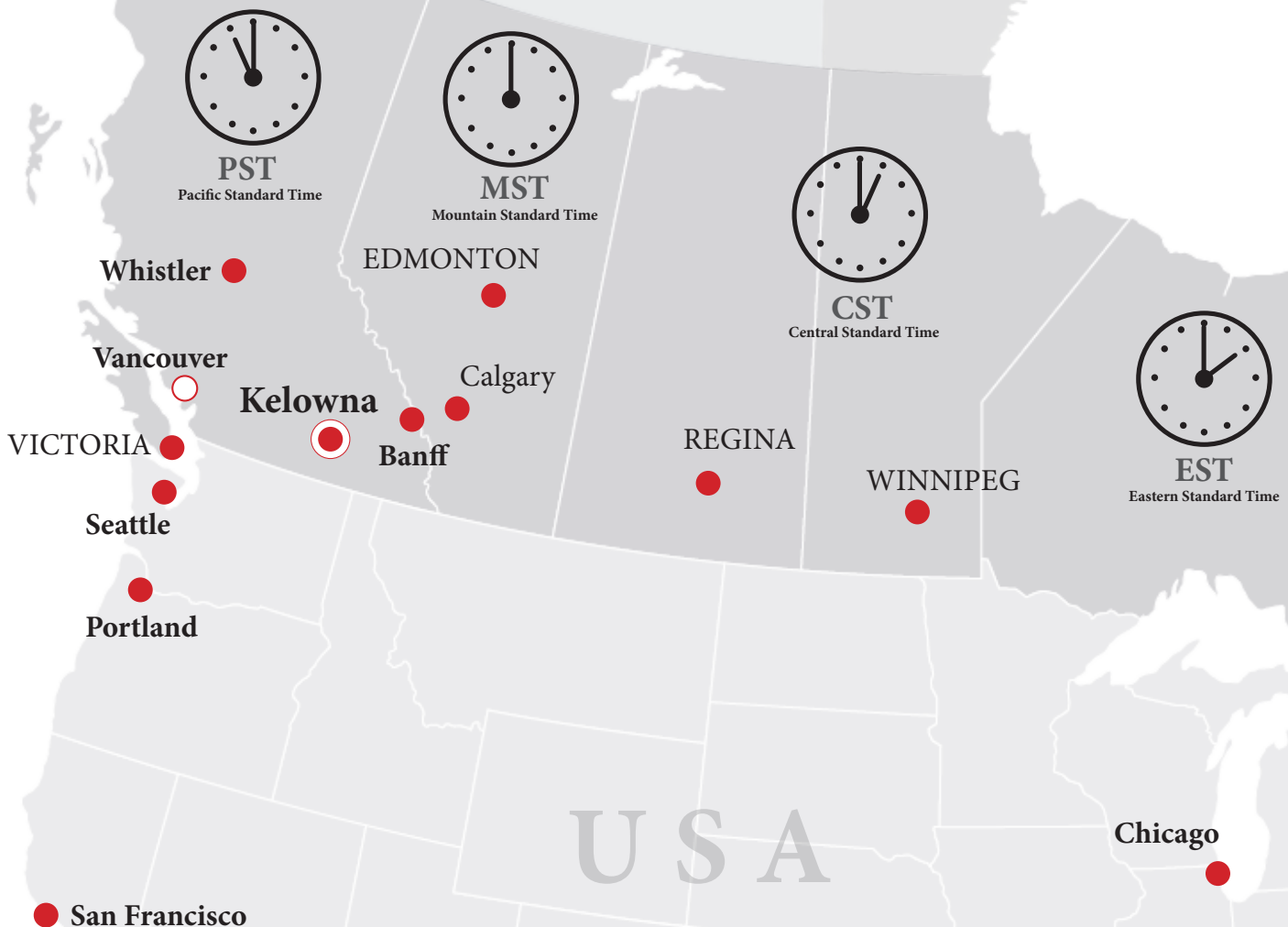
Resource based economy

Tourism destination

World class healthcare
+ education

Capital City: Victoria

Largest city: Vancouver



CANADA

AT A GLANCE

10th

Largest world economy

38M

Population

2nd

Largest country

500k

Immigrants/yr

10

Provinces

2

Territories

2

Official languages

French + English

Capital City: Ottawa

Largest cities:

Toronto, Montreal, Vancouver



BRITISH COLUMBIA



BRITISH COLUMBIA

Beautiful British Columbia, Canada's third most populous province with 5M+ population. Home to major international seaports closely tied to Pacific Rim. YVR airport International visitor arrivals to BC (2019): 6.2M international; 6.3M US. Vancouver – Canada's 3rd largest city was host of the 2010 Winter Olympic Games. Major cities+areas include Victoria, Whistler, the Lower Mainland, Kelowna.

Growth in British Columbia supported by major projects, including the LNG Canada liquid natural gas terminal and pipeline, hydroelectric dams.

British Columbia's diversified economy has buoyed economic health, including recovery of the healthcare industry and surges in real estate activity and professional services.

Strong commodity prices and increased natural gas production are bolstering growth in British Columbia's exports and economy. Fast growing cities like Langley and Nanaimo are an example of the population surge from both migration and immigration. A top 100 in the world university, world-class Children's and Cancer Hospital and the 2nd largest airport in Canada form the foundation of this spectacular region.



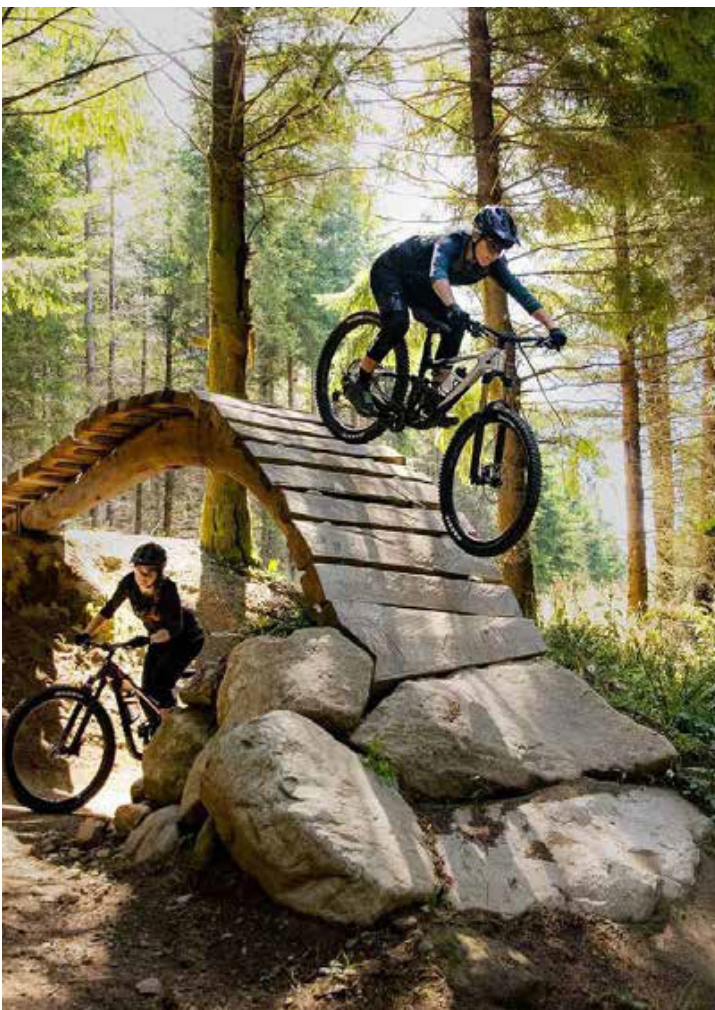
Besides the fact that you love Vancouver and B.C., is there one reason you've stayed right here in BC?

My mother. When I first started, we decided that it was much easier to do business in the States, and to grow the business, which we wanted to do. But I was an only child—my dad had died, and my mother was getting up in years, and I didn't want to leave her here by herself. So I stayed in Vancouver and kept this our head office.

~ Billionaire Jimmy Pattison



BRITISH COLUMBIA / KELOWNA



KELOWNA

A dynamic intersection of entrepreneurialism, tourism and active leisure, today's Kelowna has been the fastest-growing city in Canada for the past four years. Kelowna is the heart of the Okanagan Valley, a vibrant retail and commercial base serving a trading area of approximately 450,000 residents. The Okanagan Valley is the largest hub between Vancouver and Calgary—a business juggernaut that drives \$789 million in total economic output for British Columbia.

Kelowna is known for its strong foundations in manufacturing, healthcare and tourism, and as for high-tech, it's the fastest-growing hub in British Columbia whose 700+ tech companies generate an annual economic impact of \$2 billion. Academically speaking, the city's Okanagan campus of The University of British Columbia is a forward-thinking learning community of 12,000 students—growing to 20,000 students by 2040.

MORE ABOUT KELOWNA

- The California of Canada
- Centre for tech, agriculture, tourism, viticulture and research.
- #1 aspirational city to live in Canada
- With a 14% population growth rate in 2021, Kelowna is the fastest growing city in Canada. It is rapidly evolving as an urban and dynamic city and the pace of change is unlikely to let up.
- One of lowest unemployment rates in the country
- Known as Canada's playground
- Warmest weather in Canada – avg daytime temp 15C/avg daytime summer temp 27C
- Semi-arid with mild winters and abundant sunshine
- Globally renowned heli-ski destination
- 2nd highest volume airport in BC (10th in Canada), 2MM+ passengers annually

KELOWNA AT A GLANCE

#1

Fastest growing city in Canada

222,748

Metro Population

2nd

Ranked city to live in Canada

30

Beaches

19

Golf Courses

40

Wineries

2

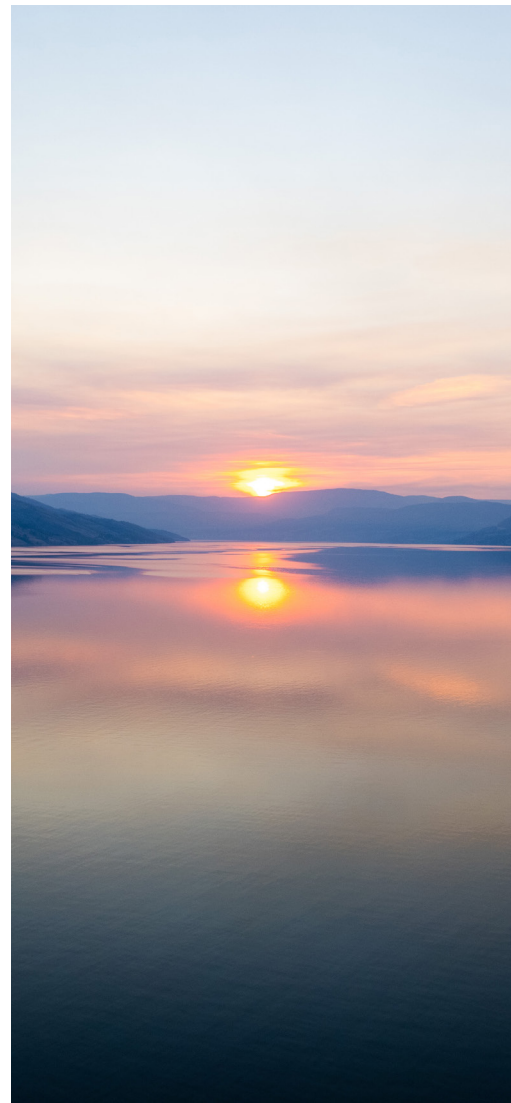
Ski resorts

135 km

Pristine lake

Warmest climate in Canada

BRITISH COLUMBIA / KELOWNA



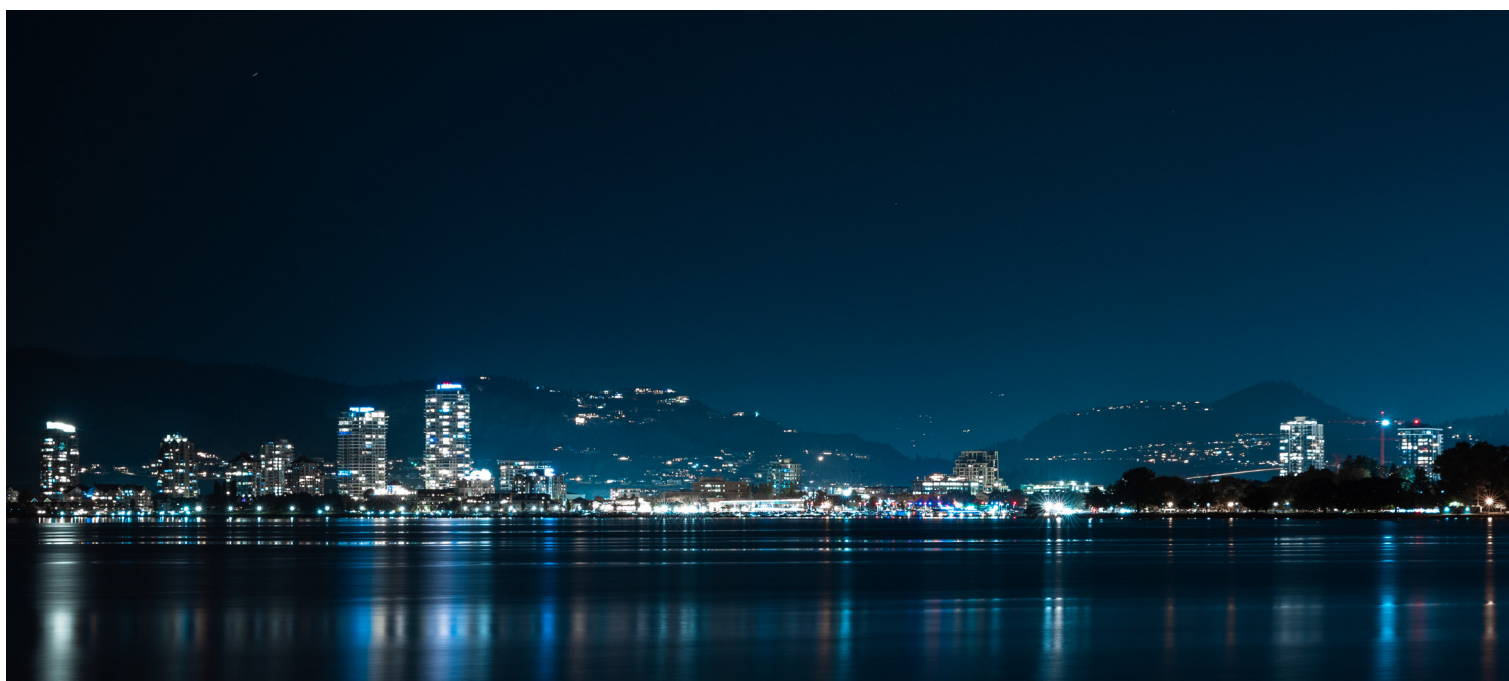
KELOWNA

Revered as Canada’s playground and routinely compared to Italy’s Lake Como, and often called the California of Canada, Kelowna offers access to three major ski resorts, 10 lakes, 30 beaches, 19 golf courses and globally renowned heliskiing. As the birthplace of British Columbia’s wine industry, the Okanagan, a land of noteworthy terroir that is often described as “Napa Valley with a lake”, is home to 200 wineries growing more than 60 grape varieties. Attracted by it all in every season, Kelowna enjoys more than two million tourism visitors annually, driving \$443 million in annual visitor spending. As a result, Kelowna International Airport (YLW) is the 10th busiest airport in Canada, offering more than 60 daily nonstop commercial flights on nine airlines—with easy connectivity to Seattle, Calgary, Vancouver and other national and international hub airports. Gearing up for the future, YLW is investing \$270 million over the next decade for upgrades to airport infrastructure.



We chose to move our family and our corporate HQ from Toronto to Kelowna. It was all about the lifestyle, talent and the future of this city.

~ Brad Pedersen,
Chairman Pela + Lomi







KELOWNA

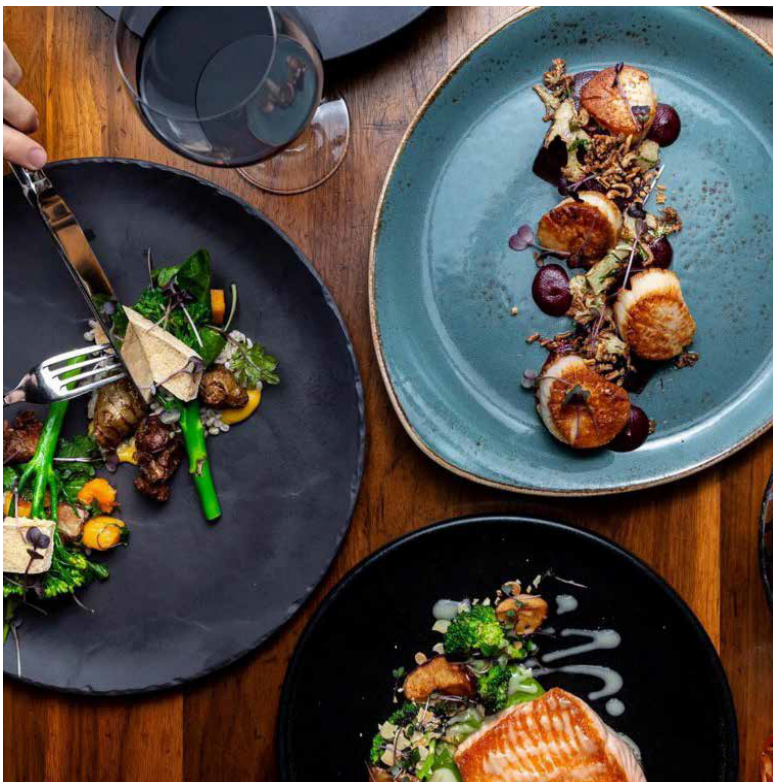


FOR THE LOVE OF FOOD & WINE

With cool, forested hills to the north and Canada's only desert on the south, the Okanagan is more diverse than any other wine-producing region in the world. The globally renowned terroir grows an extraordinary variety of grapes, from Pinot Noir and Riesling to bold Bordeaux blends. Some of the region's most beloved wineries and restaurants include 50th Parallel and O'Rourke Family Estates to the north, Martins Lane, Mission Hill Family Estate and CedarCreek Estate Winery in the central region, and Phantom Creek Estates and Burrowing Owl Estate Winery to the south.

The Best in Culinary Adventures

The region is now a home to incredible culinary bests, such as leading chef, Neil Taylor of Home Block Restaurant. As winner of Travel & Hospitality Awards 2022 Restaurant of the Year, Home Block's terroir-to-table dining is a shining example of how local restaurants are picking up on the culinary legacy established by the famed, Michelin three-star The French Laundry in California. From exclusive get-togethers and hands-on culinary classes to chef-orchestrated fêtes in the privacy of one's residence, locals and visitors can indulge their palates, and savor the flavors that captivate



SUMMER





SUMMER FUN

Kelowna's sunny summers make any outdoor activity possible, from early tee times or morning hikes to single-track bike rides on cooler mountain trails. But those hot, lazy days are synonymous with lake pursuits. Okanagan Lake stretches 135 km (84 miles) from Vernon to Penticton, with downtown Kelowna smack dab in the middle offering a watersport for everyone.

Visit one of more than 30 beaches to swim and soak in the summer sun. Explore the lake on a kayak, canoe, stand-up paddleboard or pedal boat and check out part of the new 27-km Kelowna Paddle Trail. Okanagan Beach Rentals hires out watercraft at four locations including Tugboat Bay Beach downtown, Rotary Beach and Gyro Beach in Pandosy/Mission, and Bear Creek Provincial Park in West Kelowna. The Downtown Marina is adjacent to the Kelowna Yacht Club (Canada's largest inland marina) and it's possible to book a private sailing charter or join a boat or yacht tour just steps from downtown hotels and the bustling Cultural District. Those seeking an adrenalin rush can try fly boarding, parasailing or jet skiing.

By summer, the fruit blossoms of spring have turned into ripe cherries, apricots, peaches, nectarines and, of course, grapes. Visit a u-pick to pluck whatever's in season right from the tree, or join a wine tour to sample and learn about grape varieties from chardonnay to cabernet franc.

Summer is also the season to soak in the city's culture. Parks Alive! brings music acts of all genres and styles to city parks and public spaces all summer long. Catch an outdoor concert or play at a winery, or attend a long table dinner.



*The Okanagan Valley is
the ultimate intersection
between R.O.I. and R.O.L.
What I call Return On
Lifestyle.*

~Richard James Deacon,
Proud Okanagan
resident since 2017

WINTER



WINTER WONDERLAND

As the birthplace of heliskiing and North America's epicenter of cat-skiing, British Columbia attracts some of the world's most avid skiers. The region truly has something for everyone, from the steep, challenging terrain of Revelstoke Mountain Resort to the north, to the more family-friendly ski villages on the south such as Big White and SilverStar Mountain Resort. Add in infamous terrain for avid snow-bikers, snowmobilers and back country hikers and the region is bullseye for winter warriors.



The Okanagan is blessed with what we call Champagne Powder, quite simply some of the best snow anywhere on earth.

~ Michael J. Ballingall,
VP Big White Ski Resort



SCHOOLS + NEIGHBOURHOODS





SCHOOLS & NEIGHBOURHOODS

Kelowna is comprised of a collection of neighbourhoods that differ in amenities, identity, home styles, and prices. Every neighbourhood in Kelowna is built around an excellent sense of community and offers unique opportunities and rich features. Discover more about Kelowna's neighbourhoods, and uncover the true sense of what makes each area so special to those who choose to call it home. Top neighbourhoods include: Kettle Valley, Upper and Lower Mission, Glenmore, McKinley, SE Kelowna, Crawford, downtown+ North End, Black Mountain and Wilden.

Kelowna boasts an enviable selection of top ranked public and independent (private) schools. From modern and forward thinking public schools such as Canyon Falls Middle School, to the acclaimed prep school Aberdeen Hall along with iconic high schools such as Kelowna Secondary the region is known for both academics and sports. At the post-secondary level UBC Okanagan is a leading school in Western Canada with a new modern hilltop campus. Okanagan College OC has strong trades + training programs with many specializing in the regions growing jobs sectors.

INVESTING



INVESTING

Fuelled by local, regional and national buyers the Okanagan real estate market has been on a steady growth pace for the last decade+. Families from Vancouver, Alberta, Ontario are the primary drivers. In recent years you entrepreneurs and tech founders are calling the Valley home.

Who is buying a property in Kelowna?

THOSE ESCAPING VANCOUVER – That’s right, Vancouver housing prices are astronomically high meaning homeownership is completely out of the question for most families, especially first time homebuyers. So many Vancouverites are looking East at the central Okanagan area. While Kelowna real estate is not cheap, it is generally a lot less than the Lower Mainland.

Alberta –Albertans have always loved the Okanagan and the last few years of pandemic restrictions have accelerated many buyers jumping on lakefront and luxury properties.

OUT OF COUNTRY BUYERS – Out-of-country buyers have been buying up real estate in the Okanagan to ease the demand for BC real estate. In 2023 the federal government introduced temporary legislation limiting many overseas buyers from purchasing in certain areas of Canada.

LONG TERM RENTAL INVESTOR – These conventional investors have been around since the dawn of time, but they too have had a sudden surge of interest in the Kelowna market. Rental stock is at an all time shortage with a record number of purpose built construction units underway in 2023. With all of the economic growth of the last few years, many long-term investors are seeing an opportunity for appreciation and cash flow.

VACATION RENTAL INVESTOR – With the rise of platforms like Airbnb, VRBO, and Homeaway, there has been a surge in interest from investors looking to purchase second homes, cottages, and short-term rental-friendly accommodations. Many of these investors choose to self-manage or partner with a vacation rental management company to assist with the day-to-day operations.

Many homeowners/ investors love this type of real estate because it helps off-set the cost of ownership and still allows them to use the property whenever they want.

ENGEL & VOLKERS HIGHLIGHTS



LOT 4 LAKESHORE ROAD

Legendary Lakefront Location. A Rare +Private 4.3 acre lot with 390' of lakefront situated in a secluded cove just minutes from world class wineries+restaurants and 20 mins to the city . Dock approval in place. Surveyed and staked with the ideal building site+septic plan. Easy access off Lakeshore Rd. Build your custom family retreat in one of the most stunning private settings left on the lake down the coveted "Golden Mile" . Privacy on both sides with granite cliffs, calm flat bay ideal for swimming and water sports, hike+bike out the back door In Okn Mtn Provincial Park. Out front enjoy unobstructed views of the lake, city, mountain and valley. Your highly secretive paradise at the end of Lakeshore Rd awaits.



225 SWICK ROAD

Once in a generation lakefront luxury home on 2.31 private acres w/160' of sandy beach. European chateau inspired boasts a new dock, elevator, wine cellar, private vineyard, office, gym + theatre. 7700 sq ft + bonus space, 4+ bdrm, 8bath. Main floor primary suite w/ reading area + fireplace, luxury hotel like bath, great room w/soaring ceilings, stone fireplace and French doors that lead out to a lakefront patio w/ sunset views. The chateau kitchen w/ best in class Wolf/SubZero appliances, lakeview kitchen table along w/bar seating, formal dining room, main floor laundry and a wet bar round. The upper level w/2 large bdrms w/ensuites and huge family/guest suite w/ensuite, laundry, kitchenette. The lower level has a gym +spa bath, wine cellar, games rm, theatre, sauna, family rm and a large office w/ensuite.

ENGEL & VOLKERS HIGHLIGHTS



ICONIC LAKEVIEW VINEYARD

Available for the first time in 3 generations. A legendary new modern winery 40 ac site featuring 25 acres of Pinot Noir, Pinot Gris and Gewurtz vines. The #1 site in Kelowna to build the next iconic winery. Stunning lake+city views and minutes to everything. Two main homes, cabin, vintage red barn and farm workers house. Grey Monk winery contract for grape production. 4 additional acres could be easily added to total 29 acres. Fully fenced, irrigated. Gently sloping northwest facing terroir, with rows oriented North/South. The two homes offer comfortable/spacious dwellings; one recently updated features 4000 sq ft, sweeping lake views and easy access off Frost Rd.



ONE WATER STREET PENTHOUSE

Hands down the #1 penthouse between Vancouver to Toronto in the #1 condo development in Kelowna, ONE Water Street. Situated on the top 36th floor this 4,353 sq ft 3 bdrm + 4 bath sky home features award winning architectural + interior design by Gluckstein Design. A luxurious gourmet kitchen the envy of Michelin chefs, built-in wine cellar, pantry, formal dining, oversized den/library, comfortable liv rm and a primary bdrm suite, bathroom and walk-in closet that rivals the world's top five star hotels. Smart home w/auto blinds, audio, lighting and more. Take your friends breath away with the amazing entertaining space, and open your 16 ft. retractable doors for seamless access outdoors to the best in Okanagan Lifestyle.



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