



SCOTT  
MARSHALL

# THE MARSHALL LAKESHORE REPORT

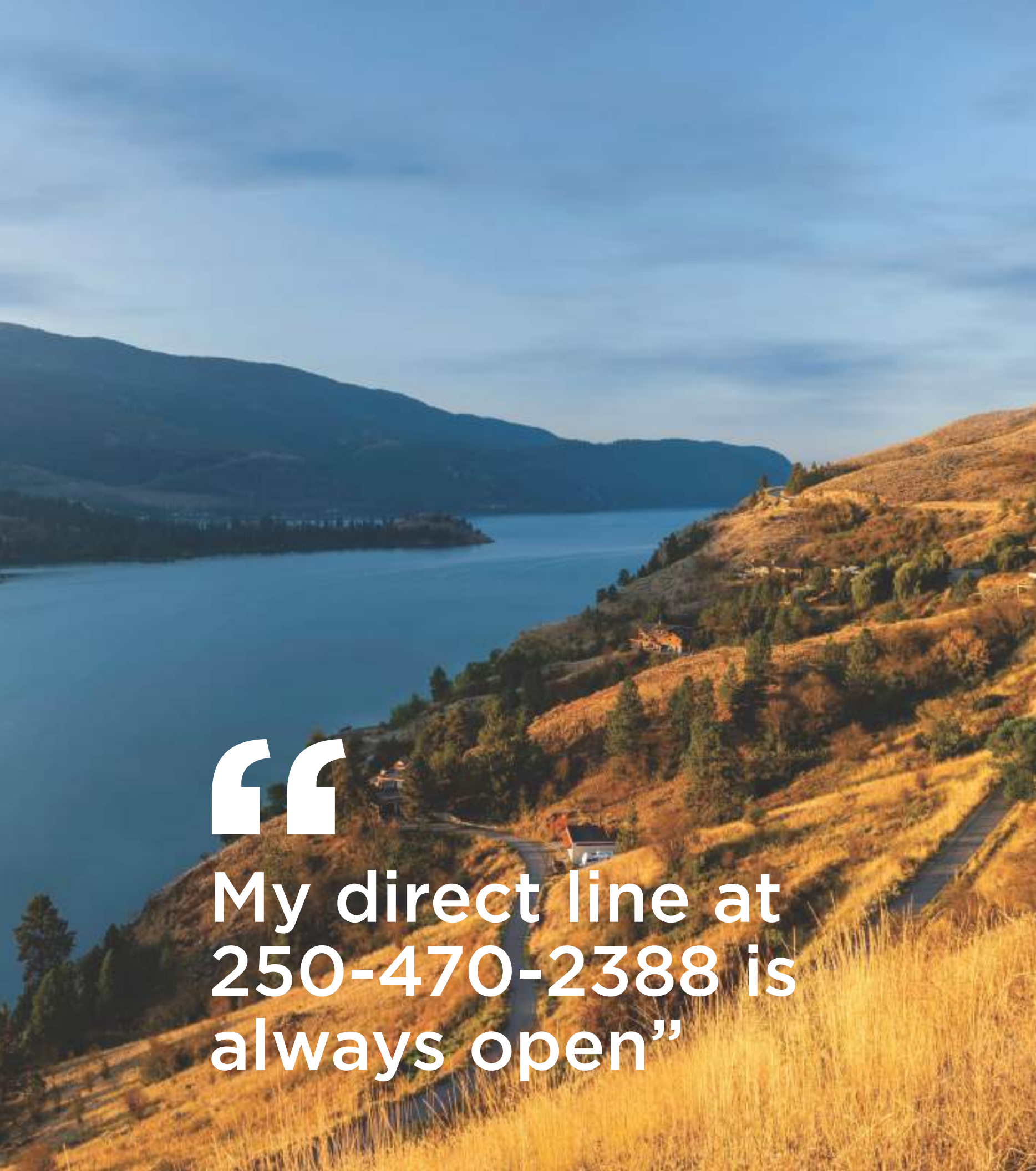
OKANAGAN | FALL 2022

**We are pleased to continue  
“The Marshall Lakeshore Report”  
with its third edition.**

This report is distributed quarterly with a focus on providing valuable insights into the ever-changing lakeshore property market throughout the Okanagan Valley, with direct paper copies distributed every quarter to lakeshore property owners across the Okanagan Valley. After continued success with “The Marshall Acreage Report”, with over 11,000 copies printed quarterly, we continue to look forward to sharing thoughts into the most unique and high-value property types throughout the Okanagan. We will continue to share both factual data on a quarterly basis, as well as objective and subjective interpretation of market conditions from myself and industry professionals. As we strive to continue to be experts for these unique properties, we hope this report is useful to you in some manner. My direct line at 250-470-2388 is always open if you wish to have a conversation about the market. This report, along with print advertising, professional content creation, and use of photography/videography are just some of the tools I use to successfully market and sell some of the most notable, unique and high-value properties throughout the Okanagan. As we progress towards the Winter of 2022, I look forward to assisting all lakeshore owners and purchasers with their lakeshore needs.

*Scott Marshall*

PREC\*, BCOM, REALTOR® and Associate Broker RE/MAX Kelowna  
#1 individual REALTOR® at RE/MAX Kelowna for 2021.



“  
My direct line at  
250-470-2388 is  
always open”

# MEET SCOTT MARSHALL

## 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 Carr's 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 Sauder School of Business (University of British Columbia), Scott received a Bachelor of Commerce (BCOM) in Finance and Real Estate before becoming a licensed REALTOR® and Associate Broker at RE/MAX Kelowna. 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, and is ranked as the #1 individual REALTOR® at RE/MAX Kelowna for 2021 while also being in the top 60 worldwide for RE/MAX amongst its 135,000+ agents YTD.

Scott is uniquely qualified to effectively assist with the purchase and sale of lakeshore and unique properties throughout the Okanagan. To take advantage of 5 generations of valued experience in the Okanagan, call Scott Marshall for your lakeshore property needs!



# LAKESHORE MARKET REPORT

## The general real estate market has continued to struggle significantly. Rising interest rates, growing supply, decreasing sales, and clearly declining prices have been observed.

It is incredibly promising that the lakeshore market has fared better through this storm, but I am really beginning to see the slowdown affecting all facets of the market. I believe as we continue forward, we have to remain very cognizant of pricing and how to remain competitive. I am seeing that some agents are pricing properties in a manner that has assumed that we are still in a price growth environment; I am very worried that certain sellers may be in a "catch the falling knife" scenario if the lakeshore market begins to show further signs of weakening. By no means do I believe prices are suddenly going to plummet and we are in a dead market, but I exercise caution to make sure that there is a gentle balance between pricing, and actually achieving a sale of a property if a vendor is wanting to sell.

Albertans continue to show their presence in the lakeshore market. There is continued turnover of both sellers wanting to sell, and buyers wanting to buy. Many Albertans are wishing to sell their secondary residences due to not using them as much as they have wanted over the last few years of COVID. Likewise, certain buyers are now in a position to where they are actively seeking a secondary home. This has been a very consistent trend, and I believe that it will continue as such in the foreseeable future. As a result, we always make sure to cover this critical area with key marketing content and materials.

# CENTRAL OKANAGAN

## My assumption from last quarter of lakeshore sales dwindling slightly has come to fruition; however, pricing has remained stable.

Selling price, land size, lakeshore frontage, price per sq.ft. of home, and price per sq.ft. of land are still all up year over year despite our softening market. The Central Okanagan continues to exhibit signs that there is still clear demand for suitable lakeshore product. This holds true for the most expensive estates, and entry level lakeshore alike. A good example of this is my sale at 16070 Carrs Landing Road, previously listed at \$9,995,000; a Buyer decided to pull the trigger on this property over the last quarter, despite the general market woes so to speak. Certain buyers are not worried about market conditions, but are simply waiting for the right product to come up for sale. I have a growing list of buyers who are looking for something spectacular in the Central Okanagan, and can personally attest to the demand that I am seeing on many of these properties. In summary, I expect that Central Okanagan Lakeshore will continue to perform relatively well in comparison to the standard market; however, I am really seeing the standard market struggle, and there will inevitably be some spillover effect into the lakeshore market. It comes down to the question of how long can lakeshore out-perform the rest of the market so clearly? That is a tough question to answer with any level of precision, but I can see some negativity that creates some initial causes for concern on pricing and activity levels.



**Sales price average**  
**+44.47%**

2021 → 2022 YTD

Lakeshore properties continue to show relative stability in the Central Okanagan in comparison to the general market. While the rest of the market is showing continued struggles with pricing, lakeshore properties have been showing stabilizing pricing year-over-year. There has been a large number of properties that have sold above \$6,000,000, which has positively contributed to said pricing growth.

**Average price per square foot of land on the lake**  
**+2.45%**

2021 → 2022 YTD

Overall land pricing continues to be stabilized after the large appreciation we saw early in the year. This ties in directly with the average sales price increasing as it has been; there has been larger properties with more land selling over the last year, all of which have been at high prices. Although 2.45% year-over-year may seem lackluster, this has been skewed by the presence of 2+ acre lakeshore properties selling and heavily impacting this metric.

**Average size of land for lakeshore sales**  
**+41.02%**

2021 → 2022 YTD

As mentioned, there is a strong demand for lakeshore properties that have excess size, privacy, and lakeshore frontage. It is clear that larger properties have been selling over the last year from what we had seen previously, and this ties into the price growth we had experienced. Buyers are clearly wanting these larger lakeshore properties and are willing to pay the necessary dollars to acquire them.

\*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

**The North Okanagan has continued its steady pace. Stabilized pricing growth is clear to me, and there hasn't been an incredibly dramatic shift in either direction.**

While the rest of the standard market continues to struggle, I consider that a positive sign in general. However, similar to my notes about the Central Okanagan, it is very troublesome on how weak the standard market is performing. I believe it is inevitable that there will be spillover effects onto the lakeshore market if the current market as a whole continues to struggle as it has been. I am still observing a general trend that many purchasers who were previously looking in Kelowna, have decided to look in the North Okanagan. Relative affordability of lakeshore and lack of speculation tax continue to be leading drivers of demand, in addition to the clear benefits of choosing to be on Okanagan or Kalamalka lake. In summary, I would expect that the lakeshore market continues to stabilize; however, I believe that we will continue to see negative pricing pressures accumulate, and there will be signs of prices beginning to drop in the near future.

\*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.



**Sales price average**  
**+25.58%**

2021 → 2022 YTD

The North Okanagan continues to have stabilized price appreciation for lakeshore properties. Limited supply and excess demand are continuing, and I am still seeing that accurately priced product is able to sell in a timely manner at fair market value.

**Average price per foot of lakeshore frontage**  
**+15.80%**

2021 → 2022 YTD

Price per foot of lakeshore frontage continues to be an important metric. The North and Central Okanagan continue to show fairly similar pricing growth for this metric, continuing to show that the geographical lines between the Central and North Okanagan are becoming more and more blurred. I have seen many owners outflow from Kelowna in search of more affordable product in the Vernon area, which ultimately drives a part of this pricing growth.

**Average size of land for lakeshore sales**  
**+209.37%**

2021 → 2022 YTD

This is an interesting one; there have been a number of large acreage sales on the water that have transacted over the last quarter. As a result, the average size of land selling year-to-date suddenly exploded upwards. Likewise, the subsequent result on price per sq.ft. of land is now down 59.41%; this is simply due to the fact that the sizes of some of these sales have been so large.

**The Ontario buyer base has seemed to soften. I know they are having their troubles across the province there, and it is likely having a direct impact on purchasers simply backing away from making a purchase here.**

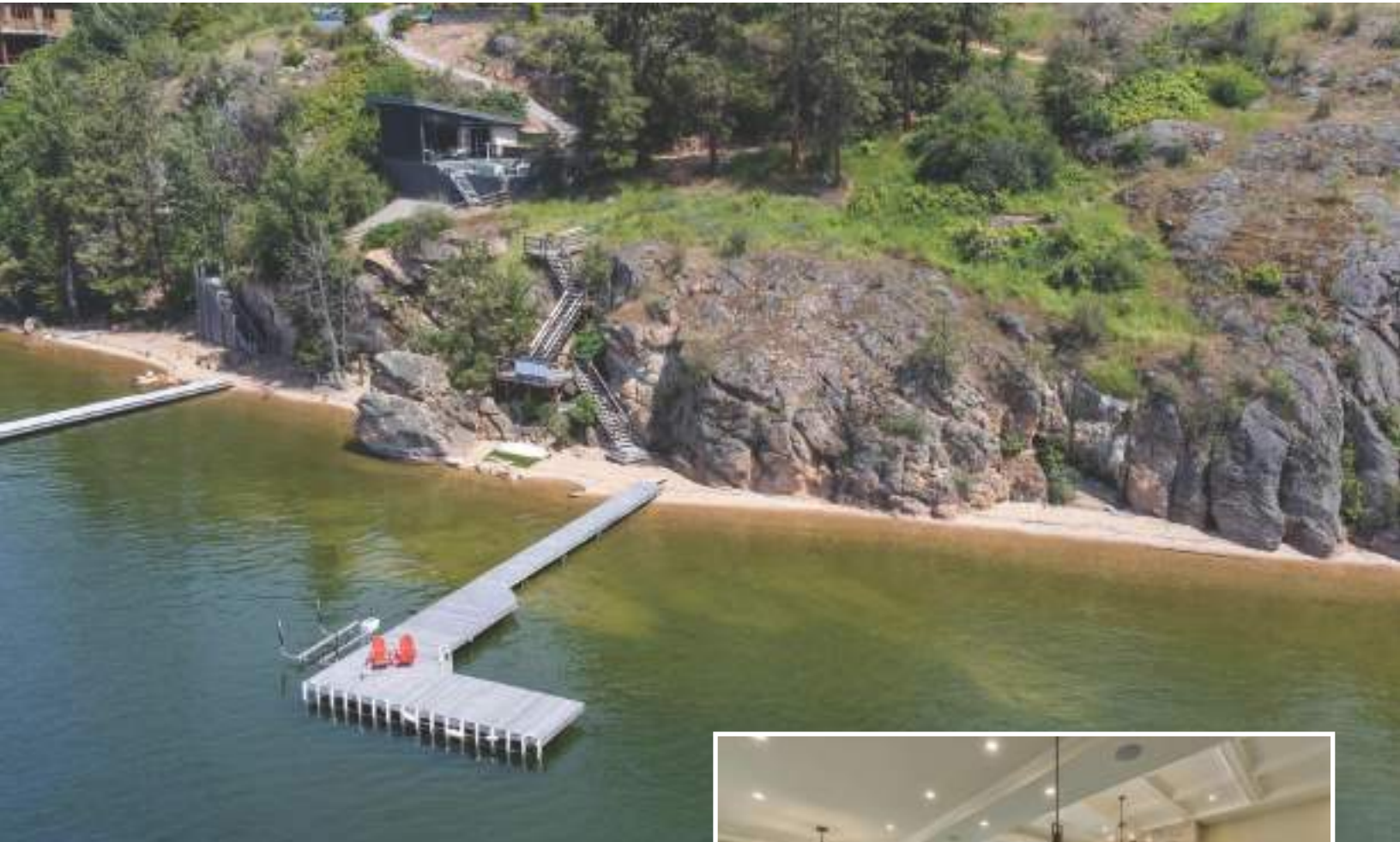
Historically, there has never been a large presence of purchasers for lakeshore properties from that region, so the last quarterly report came as a bit of a surprise for me. Regardless, we continue to garner attention from those living in big cities who want enhanced lifestyle amenities, yet concurrently do not wish to sacrifice on the big-city amenities such as an international airport. I believe as we continue to live through continued economic growth, entrepreneurial opportunities and increasing immigration, the Okanagan as a whole will continue to have positive pressures exerting upon the real estate market.

Similar to last quarter, I am still seeing some negative pricing pressures accumulate. Properties are lingering on the market for a bit longer, there is growing supply, and things do seem more sluggish as a whole. However, at the end of the day, this is a fixed supply product, and it has shown that while the rest of the market is in active turmoil, lakeshore has been (pleasantly) lagging behind, showing some resilience on the market. I really look forward to assisting sellers achieve a sale in this environment, while concurrently working with purchasers who are trying to find the perfect property.



## CURRENT LISTINGS

13190 Carrs Landing Road LAKE COUNTRY \$5,698,000	12
Lot A 16012 Oyama Road LAKE COUNTRY \$4,999,000	14
Lot A & B Oyama Road LAKE COUNTRY \$3,299,000 + \$4,299,000	16
#16 - 18451 Crystal Waters Road LAKE COUNTRY \$2,599,000	18
17110 Coral Beach Road LAKE COUNTRY \$2,495,000	20



**13190 Carrs Landing Road**  
LAKE COUNTRY  
**\$5,698,000**

## **CARRS LANDING ESTATE WITH 5000+ SQ.FT. HOME AND CARRIAGE HOME ON 1.76 ACRES**

**134' OF LAKESHORE FRONTAGE | 1.764 ACRES  
5 BEDROOMS | 5 BATHROOMS | 6004 SQ.FT.**

Welcome to your new oasis in the prestigious Carrs Landing area of Lake Country. The custom wrought iron & stone gate welcomes you to a stunning, private 1.76 acre lakeshore estate surrounded by orchards, vineyards, mountain vistas & the ever changing spectacular 180 degree views of Lake Okanagan. The gorgeous entryway opens to a 5232 sq.ft. home with 10', 12' & 14' ceilings designed for entertaining. The 16' Nano folding doors off the living room open onto the extensive covered deck that runs the full length of the house,

allowing for seamless indoor/outdoor living. The deck has 12 mm glass railing & a wooden barrel shaped roof. This is complemented by a dream kitchen ideal for the home chef w/ 2 distinct islands & large butler's pantry. Adjacent to the kitchen is a 12' x 18' solarium. The master bedroom retreat has deck access, a gas fireplace, his/ her closets, spa-like master ensuite with steam shower, slipper tub, bidet, heated floor & double vanities. The 10' walk-out basement offers a spacious family room with in-slab heating, country sized gas fireplace, wet bar,

4 bedrooms, 2 1/2 bathrooms and flex room. Outside, you will find a swim spa & hot tub with glass decking, a 1200 sq.ft. golf green and pathway leading to 134' of secluded lakeshore frontage, dock & boat lift. Extras incl. 24 solar panels, 3 separate garages w/ parking for 7 vehicles & room for all the toys. Additionally, a detached and private 798 sq.ft. carriage house offers accommodation for your guests.

Lot A 16012 Oyama Road  
LAKE COUNTRY  
\$4,999,000



## LAKESHORE INVESTMENT OPPORTUNITY WITH TOURIST-COMMERCIAL ZONING

455' OF LAKESHORE FRONTAGE | 3.138 ACRES

Unique opportunity to acquire one of the most iconic properties in Oyama! With 3.138 acres of land, including 0.16 acres on to 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).





## 26.77 ACRES ACROSS 2 TITLES WITH 1300'+ OF LAKESHORE FRONTAGE; AGRICULTURAL INVESTMENT

**LOT A - 12.97 ACRES | 850' OF LAKESHORE FRONTAGE**  
**LOT B - 13.80 ACRES | 477' OF LAKESHORE FRONTAGE**

**Lot A Oyama Road**  
 LAKE COUNTRY  
**\$3,299,000**

**Lot B Oyama Road**  
 LAKE COUNTRY  
**\$4,299,000**



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, & over 4 acres directly onto Wood Lake.



**#16 - 18451 Crystal Waters Road**  
LAKE COUNTRY  
**\$2,599,000**

**5 BEDROOMS | 5 BATHROOMS**  
**5322 SQ.FT. | 0.16 ACRES**

Luxurious residence in the stunning lakefront community of Crystal Waters! One of the best areas in the Okanagan providing seamless lakeshore access with nearly a thousand feet of lakeshore frontage for the community. This secured complex features a full wharf system, oversized boat lift (13,000 lbs) volleyball courts and lakeside washrooms. The home provides an emphatic open foyer that is ideal for displaying art pieces. Open concept dining, kitchen and living room give easy access to the lake view balcony. Downstairs, an in-law suite with a full kitchen, two bedrooms, and 2 bathrooms (plenty of room for car lifts). All just steps to the water!

## STUNNING 5000+ SQ.FT. HOME IN THE CRYSTAL WATERS LAKESHORE COMMUNITY

NEARLY 1000' OF LAKESHORE FRONTAGE FOR THE COMMUNITY



## 95' OF LAKESHORE FRONTAGE ON OVER HALF AN ACRE

95' OF LAKESHORE FRONTAGE | 0.512 ACRES

**4 BEDROOMS | 3 BATHROOMS**  
2182 SQ.FT.

Stunning 0.512 acre lakeshore property with 95' of clean lakeshore in the prestigious Coral Beach area of Carrs Landing. Located in the speculation tax free zone of Lake Country, this 2000+ sq.ft. home offers 4 bedrooms and 3 bathrooms. There is also a lakeshore bar area down by the usable beach, detached garage at the top of the property, and a detached shed made into a fun bunkhouse for the kids! It's all about living on the lake here;

large dock w/ boat lift, huge open yard right by the water, lots of deck space to enjoy the Okanagan lake views, and is easy to lock up and leave for out-of-town buyers. The lakeshore component is great, with a clean pebble beach, crystal clear water with gradual deepening for swimming, and a boat-lift with deep enough water for proper moorage. Tons of substantial rockwork and hardscaping from the original owner is evident throughout. Even better, you are a quick drive away from Kelowna international airport! Spacious kitchen offers updated cabinetry, lake views and deck access. Living room w/ fireplace area and large windows facing the water. Basement area also has family room space. Lots of opportunity for putting your own flavor into the home with renovations, or perhaps investigating an addition to up the square footage. It is hard to find such a good mix of affordable lakeshore with a large lot size in the Okanagan!

**17110 Coral Beach Road**  
LAKE COUNTRY  
**\$2,495,000**

## NOTABLE SALES

16070 Carrs Landing Road LISTED AT \$9,995,000	22
11630 Rogers Road LISTED AT \$5,250,000	26
16390 Carrs Landing Road LISTED AT \$3,495,000	30
16120 Carrs Landing Road LISTED AT \$3,199,000	32
5757 Upper Booth Road LISTED AT \$4,600,000	34
11951 Okanagan Centre Road W LISTED AT \$3,000,000	36
12051 Okanagan Centre Road W LISTED AT \$2,000,000	38
10573 Okanagan Centre Road W LISTED AT \$2,099,000	40
10677 Okanagan Centre Road LISTED AT \$1,899,000	41
12850 Pixton Road LISTED AT \$2,250,000	42
4454 Finch Road LISTED AT \$1,999,000	44
11632 Seymour Road LISTED AT \$1,849,000	45
Lot 2 Carrs Landing Road LISTED AT \$1,595,000	46
4486 Finch Road LISTED AT \$1,475,000	47

# A property with truly unique lakeshore frontage

that hasn't been available for almost 50 years.

**SOLD**

16070 Carrs Landing Road  
LAKE COUNTRY

LISTED AT \$9,995,000

## 1323' OF LAKESHORE FRONTAGE



16070 CARRS LANDING ROAD | LAKE COUNTRY

A rare property that has not been available for almost 50 years. Encompassing a 5.9 acre south and west facing point offering approximately 1323' of lake frontage with two small islands off the shore, this gorgeous setting is unique and unparalleled. Presently there are two homes on the property along with a huge workshop but this is the type of parcel that allows you to put your own stamp on it by building something that truly reflects the character of the best piece of waterfront on the lake. The main home is 1 bedroom + loft, 1 bathroom, 1595 sq.ft. The second studio home is 1668 sq.ft., 3 bedroom, 3 bathroom, built in approximately 1990 as an art studio. There is a 384 sq.ft. Steiner Arch guest cabin w/1 bedroom, living area, kitchen, loft, sink/shower, an 1800 sq.ft. main workshop, and a 384 sq.ft. smaller workshop. Much of the property is naturally treed and the setting is incredibly tranquil and private.

**A TRULY  
GENERATIONAL  
PROPERTY,  
PERFECT FOR A  
FAMILY ESTATE  
OR LONG-TERM  
HOLDING**

# 5600+ sq.ft. modern residence on Wood Lake

with luxurious indoor and outdoor  
living features.

**SOLD**

11630 Rogers Road  
LAKE COUNTRY

LISTED AT \$5,250,000

## 73' OF LAKESHORE FRONTAGE 0.334 ACRES



11630 ROGERS ROAD | LAKE COUNTRY

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.

## THE HIGHEST SALE EVER ACHIEVED ON WOOD LAKE IN MLS HISTORY

73' OF LAKESHORE FRONTAGE  
5 BEDROOMS | 6 BATHROOMS  
5625 SQ.FT. | 0.334 ACRES



**SOLD**

**16390 Carrs Landing Road**  
LAKE COUNTRY

LISTED AT \$3,495,000



Spectacular lakeshore property located in the prestigious Carrs Landing area of Lake Country. Set on a 0.62 acre lot w/ 142' of lakeshore, this property offers seamless lakeshore frontage. The home was built in 1991 & is immaculate & updated! 3 bedrooms + office, 3 bathrooms w/ a walkout basement, Carolyn Walsh Kitchen w/ stainless steel appliances + access to large deck space, stunning living room w/ emphatic west-facing windows to maximize the Okanagan lake-views + sunsets alongside the fireplace & master bedroom w/ huge walk-in closet & private ensuite. The gated entry provides absolute privacy & security. Low maintenance yard w/ plenty of natural rocks to create a unique lakeshore lot. Double car garage & detached double car garage w/ oversized stall for a boat/RV. There's 2 additional storage sheds on the property as well. At the entry, there's a vine covered pergola & additional entertainment space. The clean

lakeshore access ensures that you can view your kids/guests from inside the home for great safety. Licensed dock w/ boat-lift in place. Several waterfront parks nearby, close proximity to 50th Parallel Winery, quick drive to Predator Ridge/Sparkling Hill, & close to the Kelowna International Airport. No Speculation Tax zone, making it a great secondary residence for out-of-towners. Great opportunity to purchase a rare oversized lakeshore lot already w/ a dock in place & an established large-footprint home, all in the low turnover and desirable area of Carrs Landing Winery, quick drive to Predator Ridge/Sparkling Hill, & close to the Kelowna International Airport. No Speculation Tax zone, making it a great secondary residence for out-of-towners. Great opportunity to purchase a rare oversized lakeshore lot already w/ a dock in place & an established large-footprint home, all in the low turnover and desirable area of Carrs Landing.



**OVER HALF  
AN ACRE WITH  
142' OF CLEAN  
LAKESHORE  
FRONTAGE IN  
CARRS LANDING**

**142' OF LAKESHORE FRONTAGE  
0.62 ACRES**

**3 BEDROOMS | 3 BATHROOMS  
3652 SQ.FT.**



# 1+ ACRE CARRS LANDING ESTATE WITH POOL AND 170'+ OF LAKESHORE FRONTAGE

172.8' OF LAKESHORE FRONTAGE | 1.04 ACRES | 5 BEDROOMS | 5 BATHROOMS | 4796 SQ.FT.



**SOLD**

16120 Carrs Landing Road  
LAKE COUNTRY

LISTED AT \$3,199,000



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



**SOLD**

**5757 Upper Booth Road  
KELOWNA**

**LISTED AT \$4,600,000**

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 bed, 4 bath 5574 sq.ft. home spread across 2 levels w/ seamless indoor/ outdoor living space! Newly constructed pool w/ auto-cover, built-in BBQ / outdoor-kitchen space, hot-tub & 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 w/ 3 overhead

doors. Endless possibilities w/ 600-amp servicing, reception area and 2 offices w/ 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 w/ overheight ceilings & room for mezzanine! Almost 0.50 acres of pavement for near-unlimited parking & a serviced oversized RV stall. Outstanding landscaping & hardscaping of grounds includes emphatic rock walls & hiking trails. It truly feels like a park in your backyard! No expense spared on renovations; smart-home capabilities, new finishings, & a modified layout w/ 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, & land size just minutes from Kelowna and all the amenities it has to offer.

**THE HIGHEST SALE EVER ACHIEVED  
IN THE ELLISON AREA OF KELOWNA;  
A LUXURY SALE BENCHMARK**

FOR SUB-60 ACRE PARCELS

**11.79 ACRES | 6 BEDROOMS | 7 BATHROOMS | 7443 SQ.FT.**



# 10.148 ACRE SEMI-LAKESHORE AGRICULTURAL PARCEL

10.148 ACRES | 4 BEDROOMS | 3 BATHROOMS



**SOLD**

**11951 Okanagan Centre Road W**  
LAKE COUNTRY

LISTED AT \$3,000,000

10.148 acre property just moments from the lake in the heart of the prestigious Okanagan Centre area of Lake Country. Currently zoned A1 (agricultural) but partially out of the ALR (Approx. 2 acres) allows for interesting holding options and long term subdivision potential. There is a well-kept 1989 built 4 bedroom, 3 bathroom home that is approximately 2700 sq.ft. in size on the property with outstanding lake-views. There is an additional rental home built in the early 1900s (currently tenanted, month-to-month), one of the first homes originally built in the area. The property is serviced by municipal water for both irrigation and domestic water usage. Approximately 5.5 acres planted out to higher density apples (Royal Gala, Ambrosia, Spartan + pollinators). Leased on a year-to-year basis, in which a buyer may continue this lease or operate themselves beginning in 2022. Large quonset on the property for farm equipment storage. The property has frontages onto Okanagan Centre Road W, Cheesman Road, and Hare road, giving flexibility for accessibility. Outstanding location for a winery or cidery, already located in an established semi-lakeshore area with other prominent wineries.



## 5.57 ACRE SEMI-LAKESHORE AGRICULTURAL PARCEL

5.57 ACRES | 2 BEDROOMS | 2 BATHROOMS

5.57 acre property just moments from the lake in the heart of Okanagan Centre! Zoned A1 (agricultural) and entirely in the ALR/ There is a modular home on the property currently tenanted. The property is set up for equestrian usage but is well suited for a variety of agricultural endeavors. Outstanding lake views. Water licenses for both irrigation and domestic uses from a nearby spring. Available in conjunction with 11951 Okanagan Centre Road W, but either property may be purchased separately.

**SOLD**

12051 Okanagan Centre Road W  
LAKE COUNTRY

LISTED AT \$2,000,000



**SOLD**

**10573 Okanagan Centre Road W  
LAKE COUNTRY**

LISTED AT \$2,099,000



Stunning 2.29 acre property in Okanagan Centre with full home and carriage home, located at the end of a private roadway. Semi-lakeshore location, just a minutes walk from the lake. 3 bedroom, 3 bathroom primary home with top-notch finishings throughout. Large living room w/ stone fireplace feature. Kitchen with stainless steel appliances, gas range, pantry, and spacious island. Large master bedroom with a beautiful ensuite w/ tub and tiled shower. Additional loft area to house exercise equipment. Dedicated laundry room with sink. Legal bedroom converted into office w/ great built-in cabinetry. 2 bedroom, 1 bathroom carriage home with separate entrance and its own garage space, perfect for family or as a mortgage helper. Large loft space in carriage home. Outstanding deck space to enjoy the west-facing sunsets and views of Okanagan Lake. Stunning landscaping w/ concrete stairs, rock features, and garden space. Excellent privacy, located at the end of this private roadway. Spectacular semi-lakeshore package with a large land size, primary home, carriage home, privacy, lake-views, and proximity to the lake itself.

## 2.29 ACRE SEMI-LAKESHORE PARCEL WITH FULL HOME AND CARRIAGE HOME

2.29 ACRES | 5 BEDROOMS | 4 BATHROOMS | 3261 SQ.FT.



Semi-lakeshore property with over 5000 sq.ft. of living space located in the prestigious Okanagan Centre area of Lake Country. With 7 full bedrooms and 6 bathrooms spread across 3.5 levels, this property boasts a large square footage with 5 full lake-facing decks, facing west to capture the picturesque Okanagan sunsets. 5 bedrooms and 4 bathrooms are on the main side of the home, with potential to utilize the basement for an additional self-contained in-law suite (1 bedroom, 1 bathroom suite). 2 bedrooms and 2 bathrooms are in the LEGAL semi-detached carriage home. With a 2012 build, both the home and carriage home host all of the updated features one would expect, including hardwood floors, travertine tiling, granite countertops, stainless steel appliances, etc. Located on Okanagan Centre Road W, this property is in one of the most desirable destinations in the Valley, providing an ideal proximity to wineries, boat launches, local cafes, walking routes, and more. This truly feels like a lakeshore property but w/o the lakeshore taxes; 2 boat buoys and a 30 second walk to Okanagan Lake makes this the perfect semi-lakeshore retreat. Overall, this semi-lakeshore property provides 5000+ sq.ft. of high-quality living space, outstanding views, plenty of parking, potential for 3 separate living spaces, and is just a quick walk from the lake.

**SOLD**

**10677 Okanagan Centre Road W  
LAKE COUNTRY**

LISTED AT \$1,899,000

## 5200+ SQ.FT. SEMI-LAKESHORE HOME; GREAT REVENUE POTENTIAL

0.17 ACRES | 7 BEDROOMS  
6 BATHROOMS | 5229 SQ.FT.



**SOLD**  
 12850 Pixton Road  
 LAKE COUNTRY  
 LISTED AT \$2,250,000

3000+ sq.ft. 4 bedroom, 4 bathroom home located on a 0.22 acre lakeshore lot with 80'+ of lakeshore frontage. Located at the start of the prestigious Carrs Landing area of Lake Country, Pixton Road is a quiet, dead-end street with several orchards, vineyards and homes of varying sizes, and is known for its excellent lakeshore accessibility. The home has seen several upgrades over the years, including a re-modeled kitchen w/ access to a partially covered deck w/ glass railings, tiled entry, re-modelled bathrooms, and an in-law suite. There is a double car garage and plenty of uncovered parking for cars, boats, RV, toys etc. Great lakeshore accessibility from the home including licensed dock w/ boat lift and a small boat-house w/ deck over top. Gorgeous beach area for the kids/ grand-kids, and excellent clear water. Close proximity to the lake and spacious lot dimensions would make this an ideal site for a re-build or substantial renovation. Alternatively, the home in its current state would make for a perfect summer home/cottage in a speculation tax free zone! Overall, this property offers a 3000+ sq.ft. home in an extremely private setting with spectacular lakeshore, a licensed dock, and great lot dimensions on a very desirable street in Lake Country.

## QUAINT LAKESHORE PROPERTY NEAR PIXIE BEACH IN LAKE COUNTRY

**84.5' OF LAKESHORE FRONTAGE  
 0.22 ACRES**

**4 BEDROOMS | 4 BATHROOMS  
 3118 SQ.FT.**



**SOLD**

4454 Finch Road  
LAKE COUNTRY

LISTED AT \$1,999,000

## 3800+ SQ.FT. HOME ON OVER AN ACRE WITH LAKE-HOUSE

92' OF LAKESHORE FRONTAGE  
1.01 ACRES

4 BEDROOMS | 3 BATHROOMS  
3890 SQ.FT.

A 1991 built 3890 sq.ft. 4 bedroom, 3 bathroom home on a 1.01 acre lakeshore lot in the prestigious Okanagan Centre area of Lake Country. With 90'+ of clean lakeshore frontage with a boathouse and licensed dock (w/ lift), this property is the perfect lakeshore retreat in a speculation-tax free zone. Double detached garage w/ tons of parking (incl. boat/RV parking) Upon entering this home, you're greeted by a spacious layout and a direct sightline to the west facing views of Okanagan Lake. Lovely kitchen w/ island and eating nook. Formal dining room for family gatherings. Large living room w/ fireplace and access to the newly completed deck. Master bedroom on the main w/ ensuite, private balcony and walk-in closet. 1 additional bedroom & bathroom on the main. In the walk-out basement, there is plenty of room for entertaining in the downstairs family/rec room w/ area for a pool table and separate entrance/exit to the newly completed stamped concrete patio w/ pot-lighting. Downstairs also has 2 additional bedrooms, a den/office, and another bathroom, in addition to the sauna, storage rooms, and mud room. Tiered backyard w/ excellent landscaped stairs down to the lake. Additional private stairs to the beach from the road access to the lake, perfect for the days when you feel like driving down. Beach house has a summer kitchen and provides an excellent area for BBQing along the beach. Lake intake system for water. On septic. Zoned RR3 (rural residential).



**SOLD**

11632 Seymour Road  
LAKE COUNTRY

LISTED AT \$1,849,000

## BEACH-HOUSE ON WOOD LAKE; INVESTMENT OPPORTUNITY

60.69' OF LAKESHORE FRONTAGE  
0.184 ACRES

5 BEDROOMS | 3 BATHROOMS  
3153 SQ.FT.

Beach house inspired home on Wood Lake in Lake Country! This 3100 sq.ft. waterfront home has 5 bedrooms, 3 bathrooms w/ unique features that allow for year round living. The custom Carolyn Walsh designed island kitchen features pine cabinets, high-end appliances, & a beamed ceiling equipped w/ pot-lighting. The dining room flows into an entertaining area furnished w/ a pool table that converts into a buffet table for entertaining guests. Slate flooring, natural woods, & a river rock gas fireplace provide a rustic & beach-house-like feel throughout this home. A wall of windows in the great room capture the lake views w/ custom wood blinds for privacy. An indoor Gazebo & 8-person Spa has been integrated into the floorplan w/ features that include a dehumidifier system & cedar ceilings to absorb moisture. The master bedroom has been positioned to take in the lake views w/ a 12' vaulted cedar lined ceiling & French doors accessing a large deck. The yard has a stone patio w/ a combined BBQ & gazebo area equipped w/ sitting areas. Wood Lake has waterway access to Kalamalka Lake & is close to wineries, campgrounds, hiking trails & close highway access. Quick drive to the airport & Big White!





**SOLD**

**Lot 2 Carrs Landing Road  
LAKE COUNTRY**

LISTED AT \$1,595,000

**FULLY SERVICED  
READY-TO-BUILD LOT**

**78.4' OF LAKESHORE FRONTAGE | 0.322 ACRES**

0.322 acre lakeshore lot in the prestigious Carrs Landing area of Lake Country. 78' of clean lakeshore. Water from private utility, on SEWER (no septic system required), gas, phone, cable, power all at the road. Close to incredible wineries, Predator Ridge golf, Kelowna International Airport, waterfront parks, and more! Ready to build on! High value area with sales in 6M+ range! All aerial photo outlines approximate. GST is applicable.



**SOLD**

**4486 Finch Road  
LAKE COUNTRY**

LISTED AT \$1,475,000

**CLEAR CEDAR  
LAKESHORE HOME  
ON 1 ACRE LOT**

**89' OF LAKESHORE FRONTAGE | 1 ACRE  
3 BEDROOMS | 3 BATHROOMS | 2826 SQ.FT.**



Custom-built 2800+ sq.ft. clear cedar home located on a 1.00 acre lakeshore lot in the prestigious Okanagan Centre area of Lake Country! This waterfront property has 89' of clean lakeshore frontage w/ a licensed dock, & is located in the "Rock Cove" community, located close to all the amenities of Lake Country & Kelowna! Upon entering this well-maintained home, you are greeted by overheight ceilings facing the lake in the living room w/ fireplace, allowing in plenty of natural light. On the main floor, we have 2 bedrooms, including the spacious master bedroom w/ access to a large deck, facing west to capture the beautiful Okanagan sunsets. Upstairs is a loft area (which could easily be reconverted to a 4th bedroom), perfect for a lake-view office! In the walkout basement, we have a large family room area w/ fireplace, an additional office (can also be converted to a bedroom for a possibility of 5 bedrooms if desired), & a separate hallway w/ a full 3-pce bathroom & bedroom, perfect for guests or family. Either walk down to the lake via the stairs or use the private roadway to drive down w/ your vehicle! Water via lake well. 200 Amp panel. Long list of upgrades available, incl. 2017 roof, 2016-windows on the lake-facing side, exterior repainted & soffits replaced in 2016, 2011 septic tank & more.





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