

SCOTT
MARSHALL



THE MARSHALL LAKESHORE REPORT

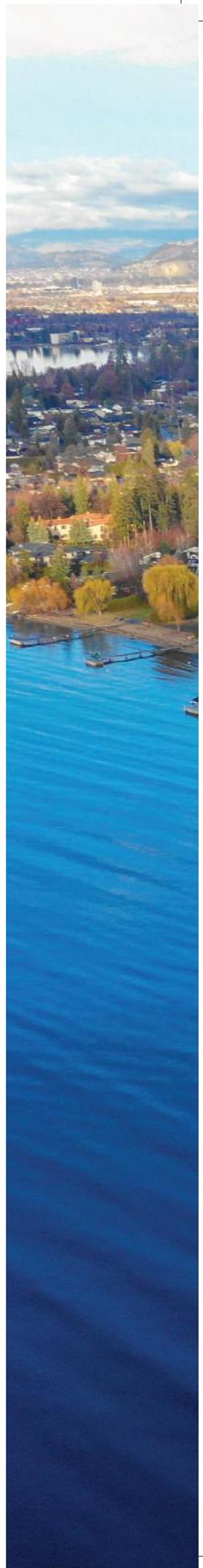
OKANAGAN | SPRING 2022

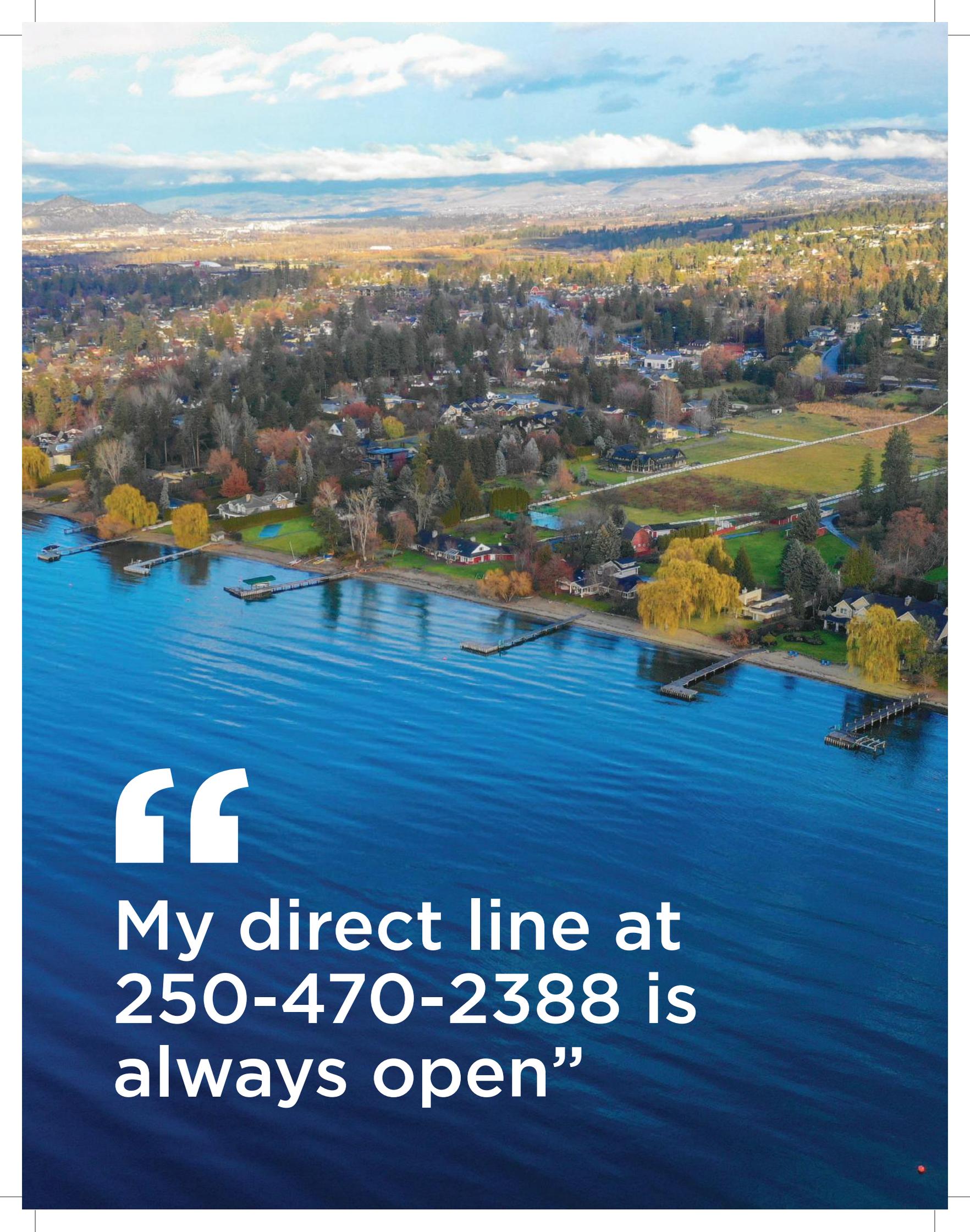
Dear <<Seller Name>>,

We are pleased to announce the First edition of "The Marshall Lakeshore Report", a quarterly report 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 10,000 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. COVID-19 continues to have a profound impact for how these properties are purchased and sold. 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 Summer of 2022, I look forward to assisting all lakeshore owners through these uncertain times.

Scott Marshall

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





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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 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. 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

As the general market continued to perform very well over the last year, lakeshore properties have proved to be no exception to this trend.

As the general market continued to perform very well over the last year, lakeshore properties have proved to be no exception to this trend. Growing sales figures and strong appreciation of property values were recorded across the valley, with the South, Central and North Okanagan lakeshore markets rising considerably. A general price increase, on average, of +30-40% has been recorded year-over-year. Specifically in our new "COVID-era", we have seen a general shift towards properties with more land, more lakeshore frontage, and as a result, higher purchase prices. That being said, smaller and more affordable lakeshore properties are particularly in high demand, with multiple offers and high volumes of activity being seen on accurately priced listings.

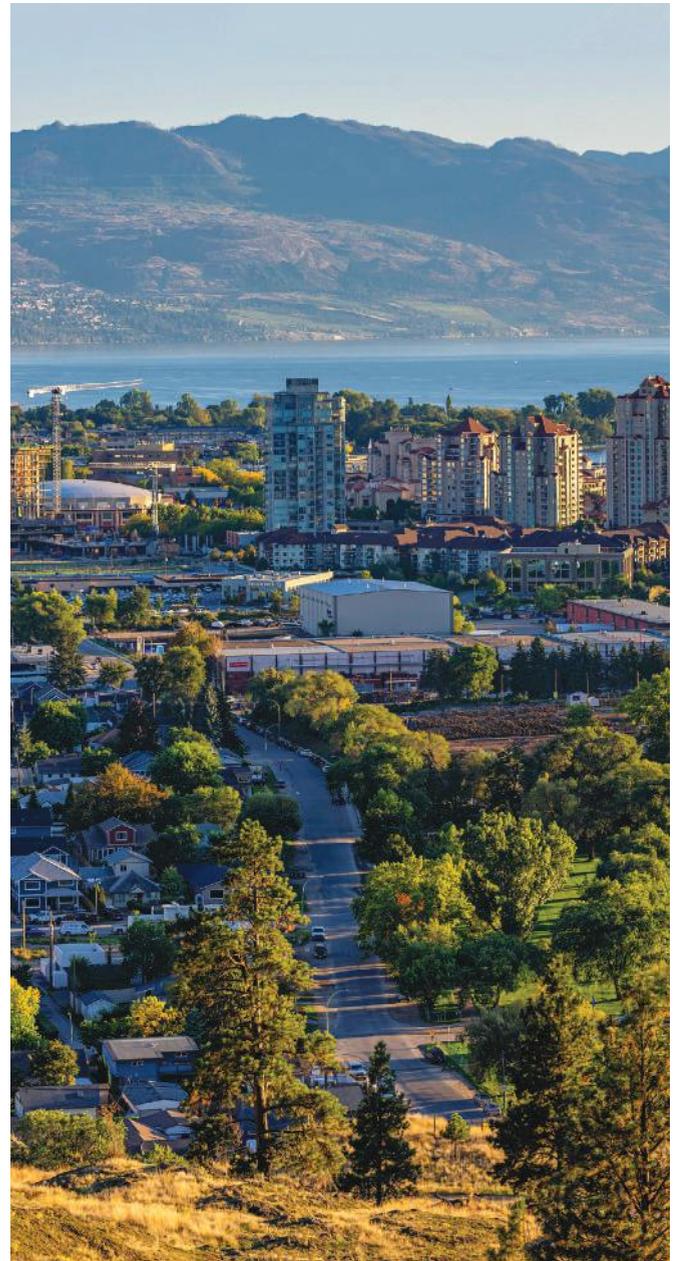
There is a continued outflow from the Lower Mainland, Alberta, and Ontario markets into the Okanagan with buyers seeking lakeshore properties. Particularly from Alberta, I have seen a resurgence of the buyer base due to the increasing price of oil, and many buyers are back to seeking a secondary residence along the lake. For some, they are seeking a primary residence; this has been fueled by the fact that many high-earners are no longer required to be present in the physical office, and they may now choose freely where to live as their work is, for the foreseeable future, remote. In contrast, I have also seen a trend of many Albertan lakeshore owners seeking to sell their lakeshore property after 5-10 years of ownership. The 30-40% increase over the last year for property values always results in some owners seeking at realizing those gains in a sale, and the opportunity to sell in the healthy Okanagan market and move into a more deflated market in Alberta allows for many in this situation to come out ahead from a net gain perspective.

CENTRAL OKANAGAN

When we analyze the changes of different price metrics for Okanagan lakeshore properties, there are some very interesting trends that have emerged over the last year, and they show valuable insight into the behaviours of lakeshore purchasers.

In the Central Okanagan, the first metric to look at is the decreasing price per foot of lakeshore frontage (-9.7% 2021 - 2022 YTD); this is concerning to consider in isolation, but is logical when given the context of the significant increase in the average lakeshore frontage, resulting in a diminishing return per foot of lakeshore frontage as land sizes increase. With the average frontage onto the lake increasing from 140.8' to 220.2', an increase of over 56%, this shows a clear trend towards buyers seeking out larger lakeshore parcels with high frontage onto the lake, resulting in higher purchase prices, additional privacy, etc. Likewise, we have seen a slight increase in the average price per square foot of land on the lake. This has remained generally stable, as there has been strong upwards pricing pressures that have increased overall purchase prices, but negative pricing pressures per square foot due to the significantly larger land size transactions that have occurred on the lake, showing the same rule of diminishing returns as land sizes increase. With a general pricing increase of 41.1%, we can clearly see that there is both a preference for large lakeshore estates, as well as a clear demand to be on the water as a whole throughout the Okanagan.

*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
+41.1%

2021 -> 2022 YTD

Lakeshore properties have had a disproportionately strong price appreciation in comparison to many other property types. Strong demand combined with low supply numbers are primarily fueling this 40%+ price increase. 2021 -> 2022 YTD.



Average price per square foot of home on the lake **+34.7%**

2021 -> 2022 YTD

With general market appreciation and an inflationary economic environment, this 34%+ price growth trend towards the improvement value of properties is to be expected.

Average size of land for lakeshore sales **+39.2%**

0.90 -> 1.26 acres 2021 -> 2022 YTD

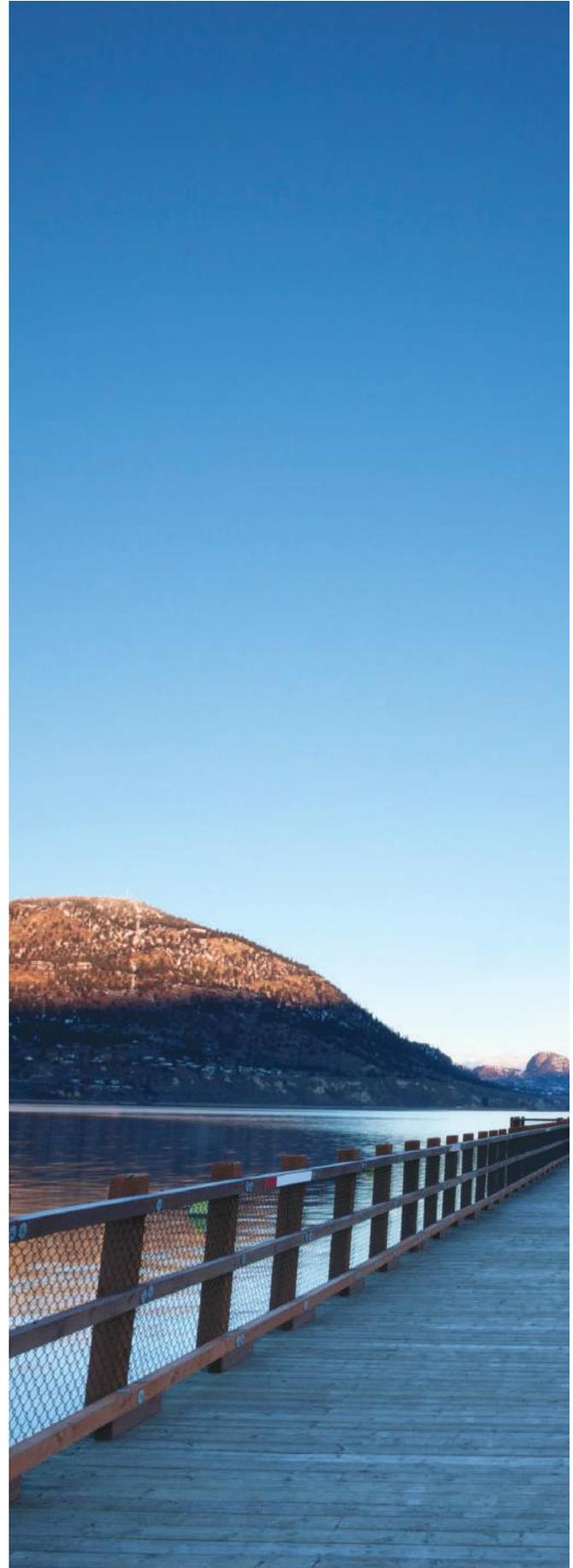
With COVID, there seems to be a general market shift towards a preference for enhanced privacy and subsequent larger land sizes. This is an interesting trend, as these larger lakeshore parcels have historically been more difficult to sell due to higher price points and the uniqueness of said parcels.

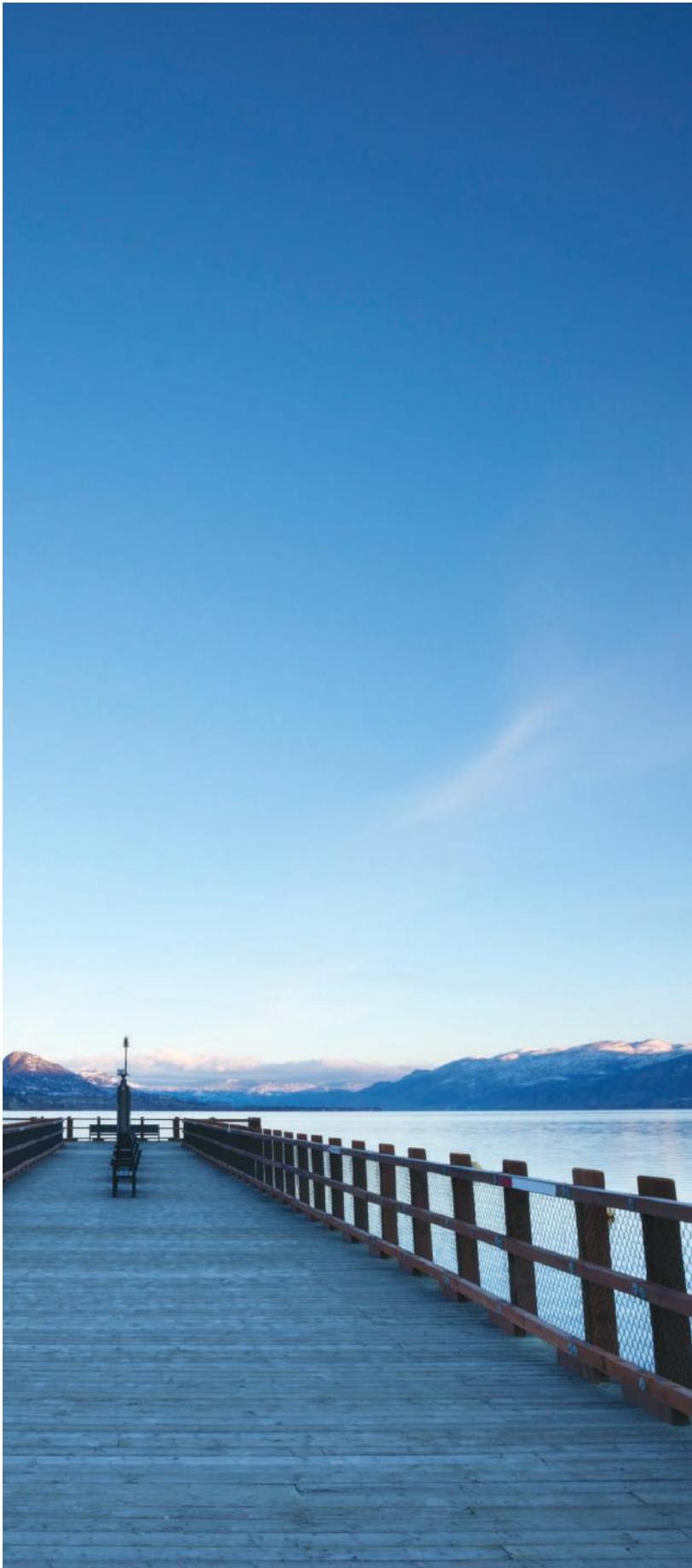
NORTH OKANAGAN

In the North Okanagan, we have seen some trends that differ significantly to what was seen in the Central Okanagan. One of the most notable metrics has been the significant increase in the average price per square foot of land on the lake.

From 2021 to 2022 YTD, there has been an average increase of +149.5%; this is truly remarkable and shows the clear desire for lakeshore properties all throughout the Okanagan. In the North Okanagan in particular, there has been significant outflow from the more expensive Central Okanagan region, as many were looking at capitalizing on the higher average pricing in the Central region, and subsequently moving laterally to the North Okanagan due to its relative affordability. As a result, I am not surprised at the disproportionate price appreciation that has been observed in the North. While the extreme price appreciation noted on the land component of sales was observed, we did not see the same strong pricing growth on the average price per square foot of lakeshore home, which saw a 13.3% increase. This increase aligns with the general price appreciation that was observed in the market, and also acknowledges the inflationary economic environment. However, this lower number in comparison to both general market trends and the Central Okanagan is due to the larger sizes of homes that have been sold on average, alongside being on smaller land parcels, and subsequent decrease of price per square foot for such a home.

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Sales price average **+34.6%**

2021 -> 2022 YTD

Similar to the Central Okanagan, the North Okanagan has seen similar trends in lakeshore property value appreciation. Low supply and high demand levels, especially due to relative affordability in comparison to the Central Okanagan markets, will continue to drive healthy pricing in the region.

Average price per foot of lakeshore frontage **+56.1%**

2021 -> 2022 YTD

The value appreciation of price per foot of lakeshore frontage is much higher in the North Okanagan than that of what we see in the Central Okanagan. Primarily, there are smaller parcels as a whole being sold in the North Okanagan. This results in a standard price appreciation that follows trends of general pricing.

Average size of land for lakeshore sales **-46.1%**

0.44 -> 0.24 acres 2021 -> 2022 YTD

This statistic has been running inverse to the Central Okanagan, but is driven primarily by the differences in supply. There are less large parcels available in the North Okanagan in comparison to the Central Okanagan, and we will see that the acreage size of lands differs considerably as a result.

I have seen more collective call volume and inquiries from Ontario in the last 6 months than I have seen over the past 2 years combined; there is a clear demand from the Eastern Canadian markets to seek properties both as a primary and secondary residence.

Specifically in Toronto, there are many families choosing to capitalize on the large price increases over recent years in the area and moving to a more lifestyle focused area like the Okanagan, yet not having to sacrifice on “Big-city” amenities such as an international airport. Not only are residents of Toronto moving west to the Okanagan, but we are seeing new sectors of business emerge that allow for high-income occupations, including financial services, technology and even manufacturing as Kelowna’s new OCP 2040 allows for significant industry and economic growth. This growth has been a contributing factor to the appreciation of lakeshore properties in the Okanagan over the last year.

There is a general consensus that throughout the rest of 2022, we will likely see a continued rising interest rate environment. This, coupled with rising inflation levels, will have a very interesting effect on the general market. I anticipate that the lakeshore market will stabilize in pricing and sales, but will not see the negative effects as harshly as the other sectors of the market. We are already seeing a clear decline in most sectors of the market, with standard single family, strata, acreages, etc. all seeing general price softening and declining sales activity. There are clear negative pricing pressures that are being applied to the entirety of the market. However, I remain optimistic that lakeshore specifically in the Okanagan will stay relatively stable in comparison to the bulk of the market as a whole. Additionally, lakeshore will continue to be a fixed supply product with limited undeveloped lakeshore frontage remaining for further supply.



CURRENT LISTINGS

16070 Carrs Landing Road **12**
LAKE COUNTRY
\$9,995,000

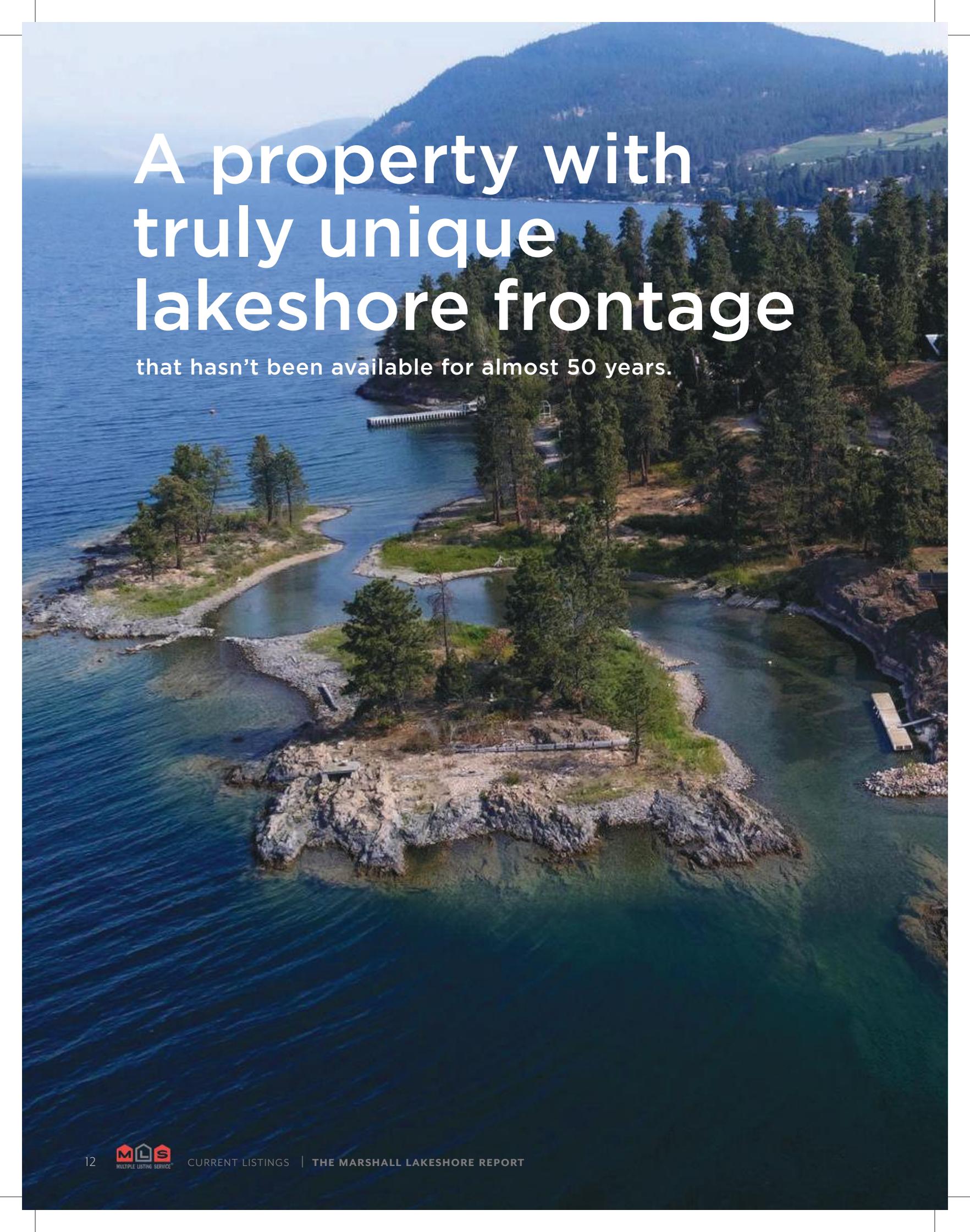
13190 Carrs Landing Road **16**
LAKE COUNTRY
\$5,988,000

Lot A 16012 Oyama Road **18**
LAKE COUNTRY
\$4,999,000

Lot A & B Oyama Road **20**
LAKE COUNTRY
\$3,299,000 + \$4,299,000

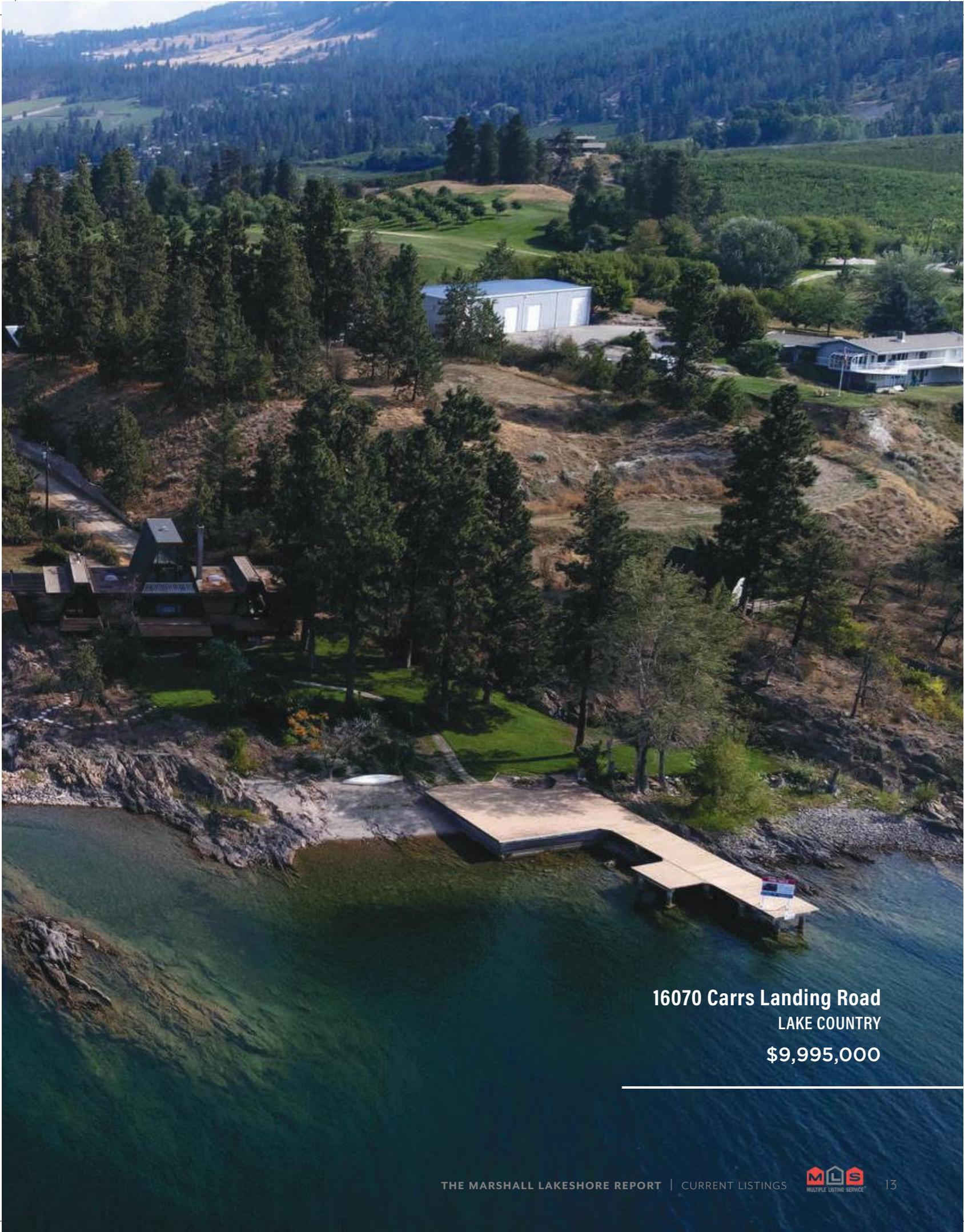
#16 - 18451 Crystal Waters Road **22**
LAKE COUNTRY
\$2,699,000

#4 3618 Woodsdale Road **24**
LAKE COUNTRY
\$1,300,000



A property with truly unique lakeshore frontage

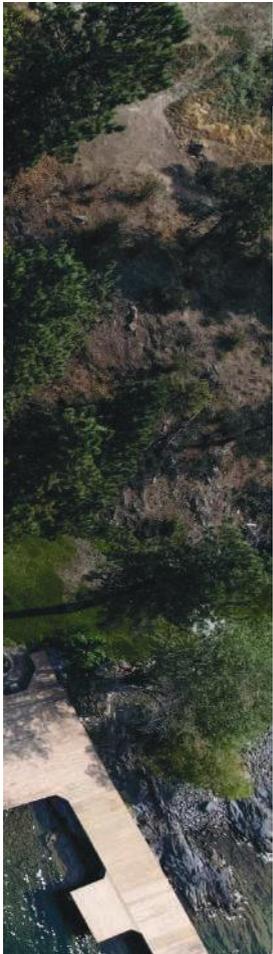
that hasn't been available for almost 50 years.



16070 Carrs Landing Road
LAKE COUNTRY
\$9,995,000

1323' OF LAKE 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.**



13190 Carrs Landing Road
LAKE COUNTRY
\$5,988,000

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

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

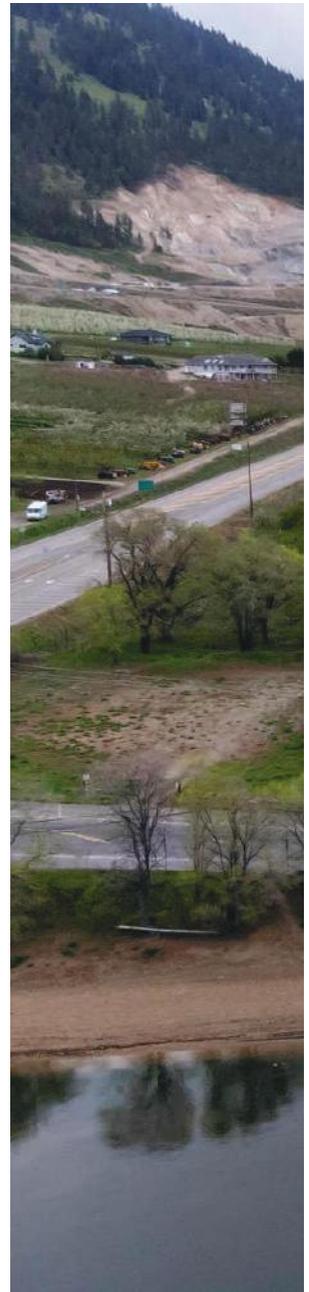
Welcome to your new oasis in the prestigious Carrs Landing area of Lake Country. The custom wrought iron & stone gate welcomes you to a stunning, private 1.76 acre lakeshore estate surrounded by orchards, vineyards, mountain vistas & the ever changing spectacular 180 degree views of Lake Okanagan. The 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 Pelmeash 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).



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

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



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

LOT A - 12.97 ACRES | 850' OF LAKESHORE

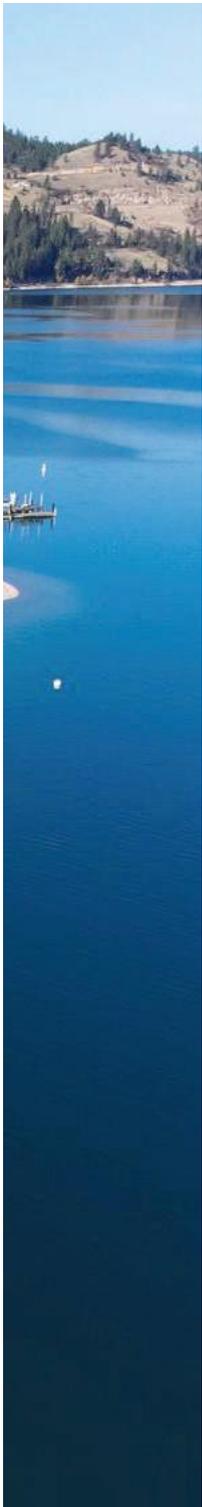
LOT B - 13.80 ACRES | 477' OF LAKESHORE

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 \pm 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.



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

NEARLY 1000' OF LAKESHORE FRONTAGE FOR THE COMMUNITY



#16 - 18451 Crystal Waters Road
LAKE COUNTRY
\$2,699,000

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 (13,000lbs) 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!



#4 3618 Woodsdale Road
LAKE COUNTRY
\$1,300,000

Stunning lakeshore townhome in the gated community of "Wood Lake Villas." Nestled on the shores of the sandy Wood Lake, this three bed, three bath townhome boasts 2000 sq. ft of living space with high quality finishing throughout and a private backyard patio space. The kitchen has a large central

island, stainless steel appliances and a pantry for storage. Master bedroom with a luxurious 5-pce ensuite; dual sinks, soaker tub and steam shower. Double car garage with room in front for extra parking. Short term rentals permitted. Includes the use of a private dock with boat lift rated for 7000lbs.



LAKESHORE TOWNHOME WITH BOAT-LIFT

3 BEDROOMS | 3 BATHROOMS | 2011 SQ. FT

Q&A WITH SCOTT MARSHALL

BY LAUREN FROST OF NOWMEDIA GROUP

As the inaugural edition of the Marshall Lakeshore Report hits the mailboxes of lakeshore residents across the Okanagan, we sat down with licensed REALTOR® and RE/MAX Associate Broker Scott Marshall to better understand the inspiration and intent behind this informative publication that provides lakeshore property owners with exclusive insights relevant to their unique position in the housing market.

Q: WHY DID YOU CREATE THE MARSHALL LAKESHORE REPORT?

Lakeshore properties have so many unique and defining characteristics, alongside government rules and regulations, that play essential roles in price evaluation for both buyers and sellers. With this consideration, it is critical to have market-driven data in order to facilitate these decisions in a constantly changing market. With the financial knowledge I gained from Canada's top business school and relevant industry experience, I am able to derive trends and make accurate market assumptions that affect these unique properties through data analysis, economic outlooks and market activity, all while conveying this information to my clients in a clear and concise manner. I believe The Marshall Lakeshore Report and its quarterly cycle will accurately convey this information while subsequently providing ample local and international attention for all of the properties featured within it.

Q: WHAT IS THE FUTURE OF THE MARSHALL LAKESHORE REPORT?

As mentioned, the goal of the Marshall Lakeshore Report is simple: provide every lakeshore property owner with easily accessible data so they can better understand the value of their home while cataloging the lakeshore market's history. While this first report focuses on the Central and North Okanagan, we intend to expand its reach into other regions with future editions. I hope to continue to feature my sellers' properties in this exclusive report to aid in the successful marketing of their properties, and their eventual sales.

Q: TELL US A BIT ABOUT YOUR REAL ESTATE CAREER SO FAR. HOW DID YOU START OUT, AND HOW DID YOU GET TO WHERE YOU ARE TODAY?

I always knew I wanted to go into real estate, so, after graduating high school, I immediately pursued a Bachelors of Commerce degree in Real Estate and Finance from the Sauder School of Business at UBC in Vancouver. This 4-year program provided me with the financial literacy I needed to ensure my clients achieve the best possible outcome while joining me on their real estate journey. I then became a licensed REALTOR® and Associate Broker with RE/MAX Kelowna, and in 2021, achieved the award of being the #1 producing individual realtor at the Kelowna office - which is the #1 RE/MAX office in B.C. Over my career, I have transacted a wide range of unique, high-end properties and established myself as an industry expert who continues to push the envelope and achieve record breaking sales for my clients.

Q: TELL US ABOUT YOUR FAMILY’S HISTORY IN THE OKANAGAN?

I am a proud fifth generation Okanagan local—my family’s ties to the Okanagan go as far back as the late 1800s. My dad was a very successful real estate agent and helped shape much of the Lakeshore we see today in the Carrs Landing area of Lake Country. He is known for selling more lakeshore properties than any other agent in Lake Country. While watching both my Dad’s real estate career and development of lakeshore properties, I became accustomed to the unique aspects and quirks of lakeshore property ownership. From growing up on and around the beautiful lakeshore that the valley has to offer, I developed a passion for selling these high-end properties, and just like the 4 generations before me, I love the Okanagan and truly relish in helping clients find their own slice of paradise on a local lakeshore properties.

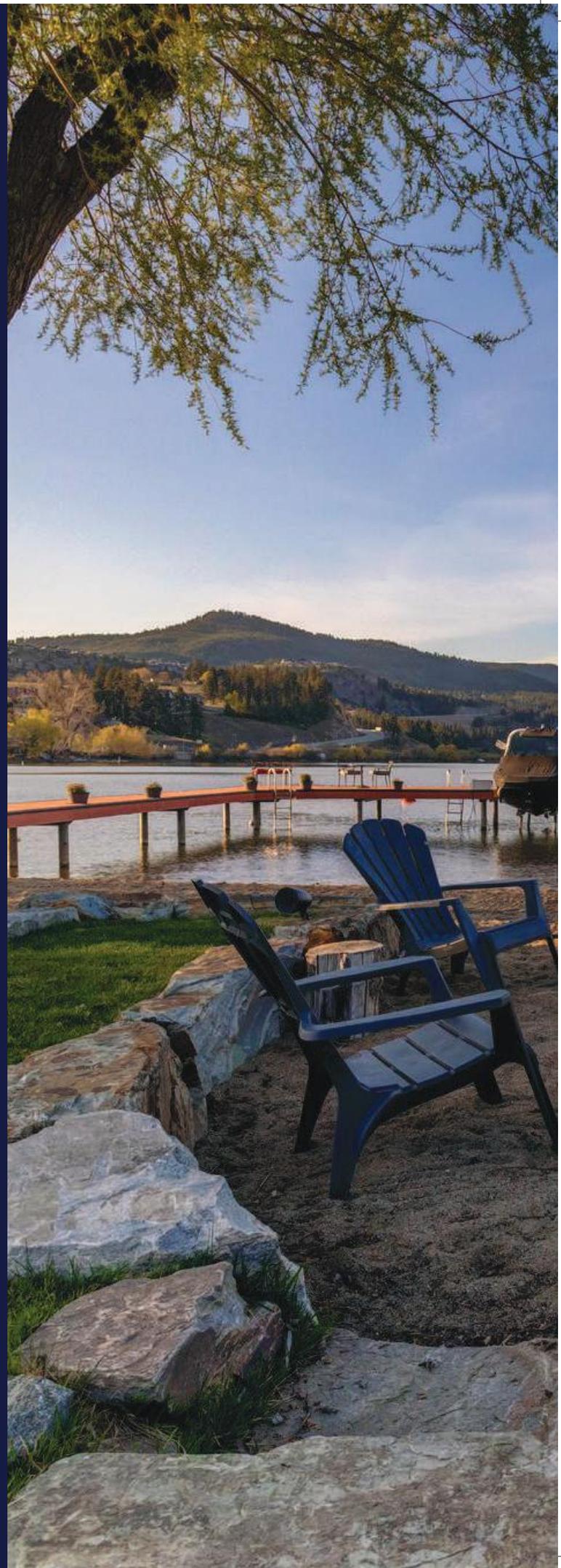
Q: PURCHASING A LAKESHORE PROPERTY IS A BIG DEAL. HOW DO YOU ENSURE YOUR CLIENTS HAVE A POSITIVE EXPERIENCE DURING THE MOST IMPORTANT TRANSACTION OF THEIR LIVES?

When buying lakeshore property, you should never have to settle for less than the property of your dreams. I take a personalized approach with each and every one of my clients in that I personally handle their real estate needs every step of the way. While I think teamwork can be important, I am adamant that I need to be personally involved in every step of my clients’ transaction and I am not one to simply delegate critical tasks to others. This allows me to fully understand their needs, desires, and anxieties, and work to get them exactly what they’re looking for. Often, this means finding properties that are not yet listed and giving my clients an exclusive opportunity to place an offer on a home they love.



NOTABLE SALES

11630 Rogers Road LISTED AT \$5,250,000	28
5757 Upper Booth Road LISTED AT \$4,600,000	32
16390 Carrs Landing Road LISTED AT \$3,495,000	34
16120 Carrs Landing Road LISTED AT \$3,199,000	35
11951 Okanagan Centre Road W LISTED AT \$3,000,000	36
10573 Okanagan Centre Road W LISTED AT \$2,099,000	38
12850 Pixton Road LISTED AT \$2,250,000	40
10677 Okanagan Centre Road LISTED AT \$1,899,000	42
4454 Finch Road LISTED AT \$1,999,000	43
11632 Seymour Road LISTED AT \$1,849,000	44
Lot 2 Carrs Landing Road LISTED AT \$1,595,000	45
4486 Finch Road LISTED AT \$1,475,000	46
#17 901 Westside Road S LISTED AT \$799,000	47



5600+ sq.ft. modern residence on Wood Lake

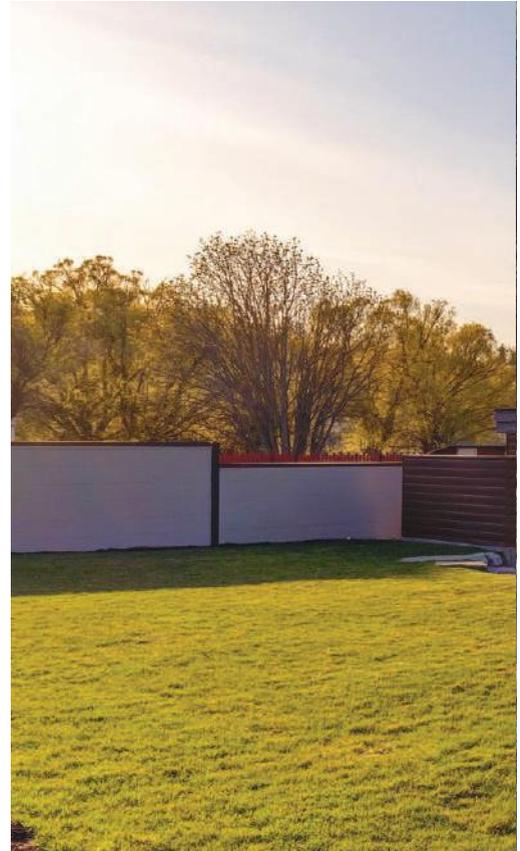
with luxurious indoor and outdoor
living features.

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 .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**

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



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 + 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 & all 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

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





SOLD

16390 Carrs Landing Road
LAKE COUNTRY

LISTED AT **\$3,495,000**

**OVER HALF
AN ACRE
WITH 140'+
OF CLEAN
LAKESHORE
FRONTAGE
IN CARRS
LANDING**

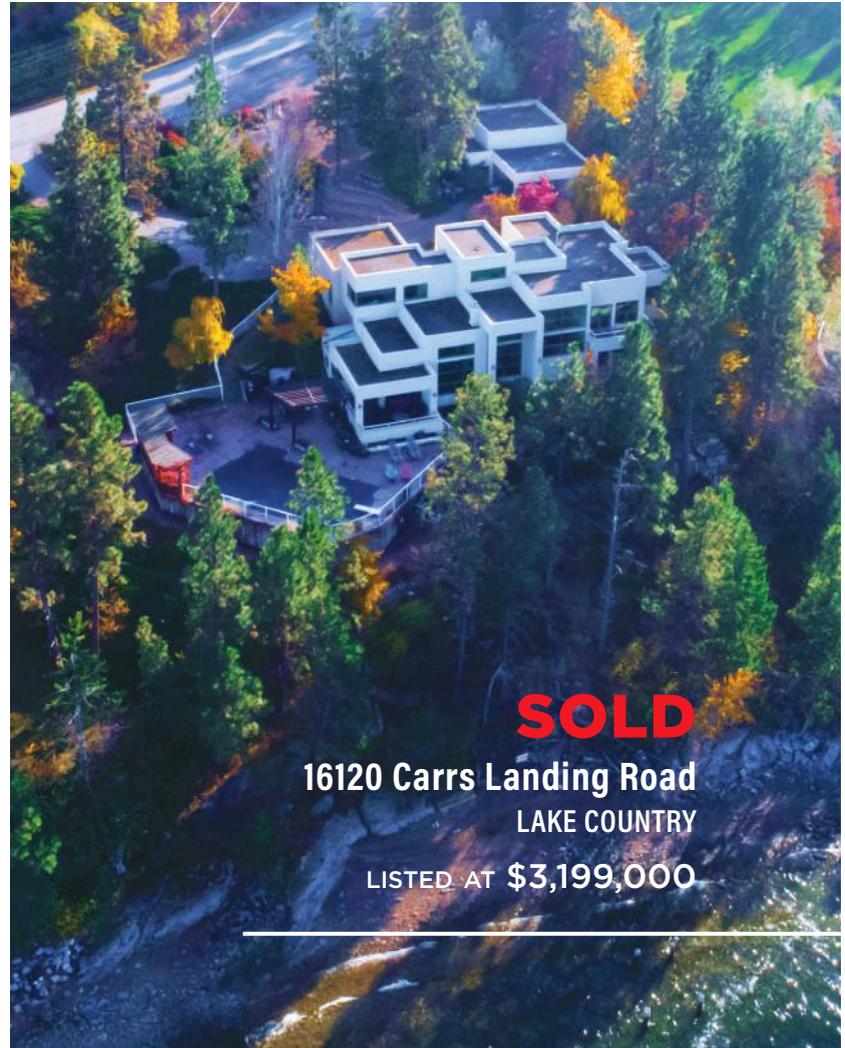
142' OF LAKESHORE FRONTAGE
0.62 ACRES

3 BEDROOMS | 3 BATHROOMS
3652 SQ. FT

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.

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-levelled 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.

10.148 ACRE SEMI-LAKESHORE AGRICULTURAL PARCEL

4 BEDROOMS | 3 BATHROOMS | 10.148 ACRES

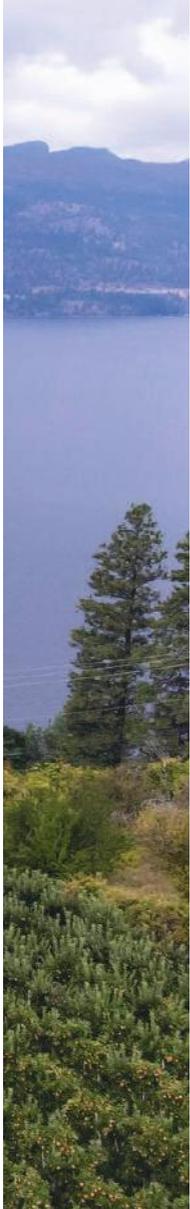


SOLD

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.

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

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

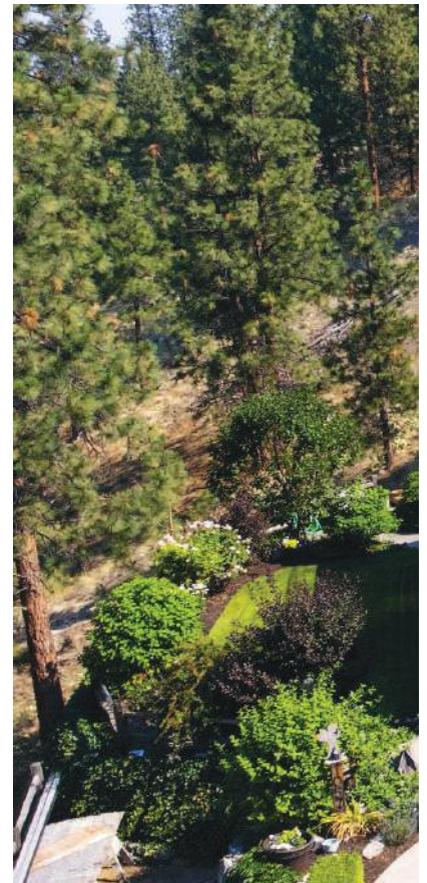


Stunning 2.29 acre property in Okanagan Centre with full home and carriage home, located at the end of a private roadway. Semi-lakeshore location, just a minutes walk from the lake. 3 bedroom, 3 bathroom primary home with top-notch finishings throughout. Large living room w/ stone fireplace feature. 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.

SOLD

10573 Okanagan Centre Road W
LAKE COUNTRY

LISTED AT \$2,099,000







3000+ sq.ft. 4 bedroom, 4 bathroom home located on a 0.24 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

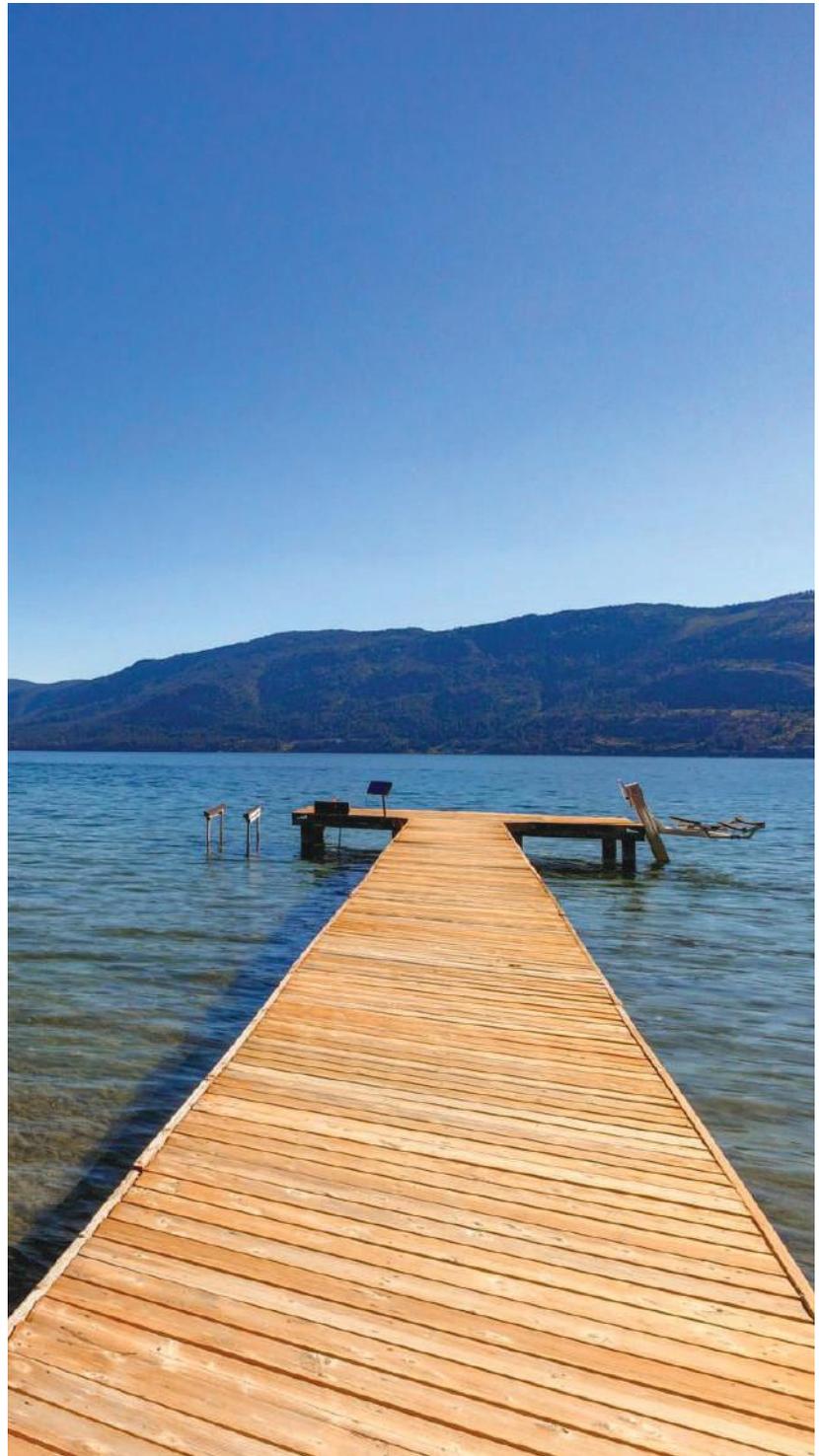
84.5' OF LAKESHORE FRONTAGE
0.22 ACRES

4 BEDROOMS | 4 BATHROOMS
3118 SQ. FT

SOLD

12850 Pixton Road
LAKE COUNTRY

LISTED AT \$2,250,000





SOLD

**10677 Okanagan Centre Road W
LAKE COUNTRY**

LISTED AT \$1,899,000

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

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

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, & is just a quick walk from the lake.

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

SOLD

4454 Finch Road
LAKE COUNTRY

LISTED AT \$1,999,000

92' OF LAKESHORE FRONTAGE | 1.01 ACRES

4 BEDROOMS | 3 BATHROOMS | 3890 SQ. FT



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!





FULLY SERVICED READY-TO-BUILD LOT

78.4' 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

Lot 2 Carrs Landing Road
LAKE COUNTRY

LISTED AT \$1,595,000



SOLD

4486 Finch Road

LAKE COUNTRY

LISTED AT \$1,475,000

CLEAR CEDAR LAKESHORE HOME ON 1 ACRE LOT

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



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.



SOLD

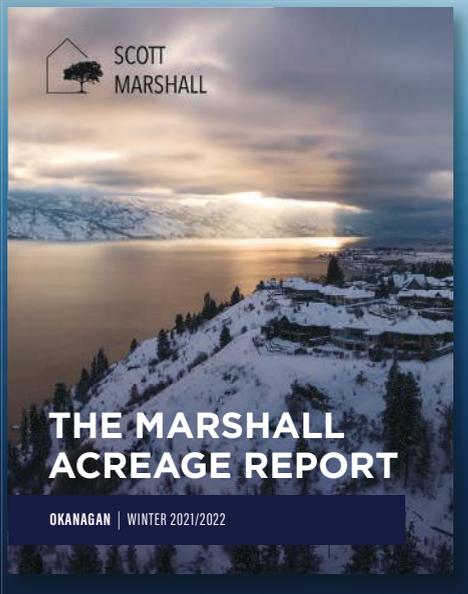
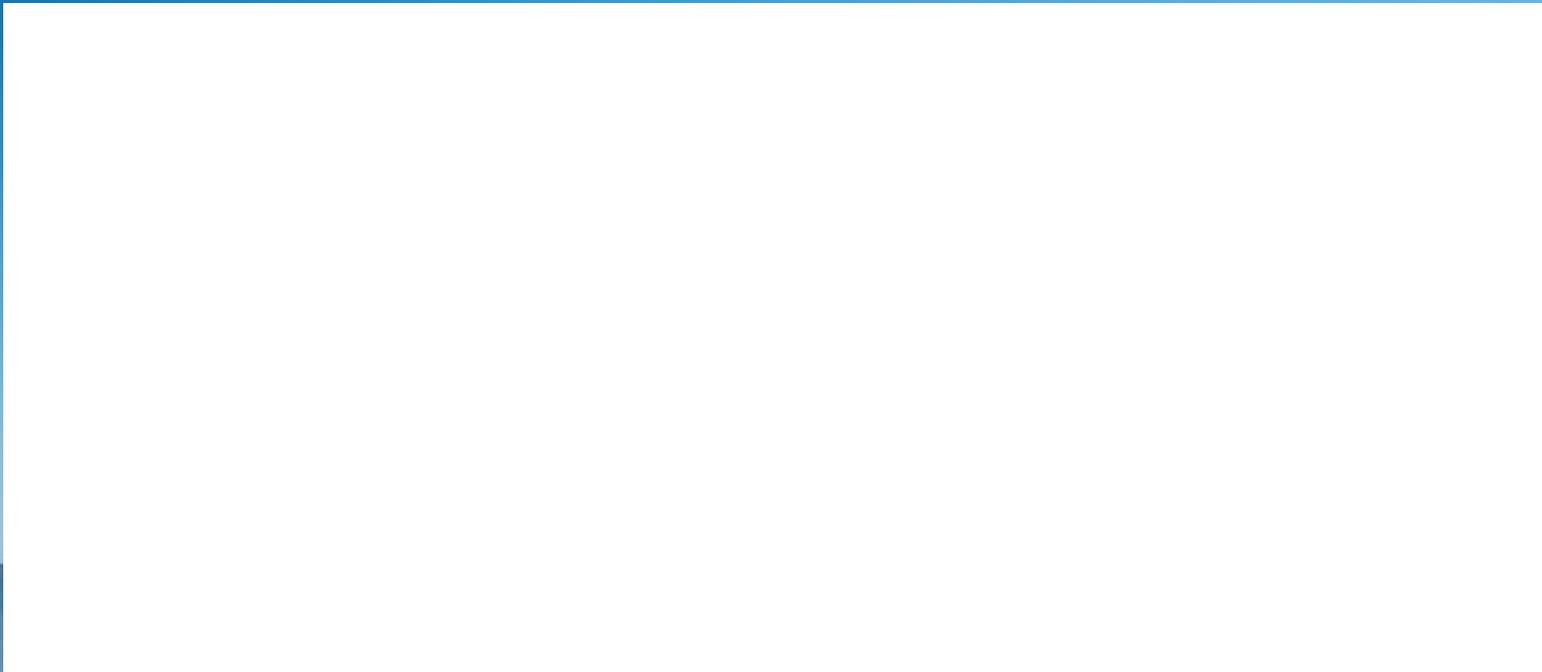
**#17 901 Westside Road S
WEST KELOWNA**

LISTED AT \$799,000

SERVICED LAKESHORE LOT IN WEST KELOWNA

**87' OF LAKESHORE FRONTAGE
0.409 ACRES**

0.409 acre lakeshore lot in the gated community of "Sailview Bay" in West Kelowna. With approximately 87' of lakeshore frontage, this bare-land strata lot is ready to be built on! Sewer, water & gas available. Spectacular lake, city and valley views. Very private community. Strata fee of \$3,700 annually (\$308.33 monthly) which covers sewer, water, snow removal, & garbage removal. Zoned R1.



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