

FRANK ABOUT REAL ESTATE MARKET UPDATE

PEMBERTON | WHISTLER | VANCOUVER NORTH SHORE | SUNSHINE COAST

FALL MARKET OVERVIEW

Buyers have plenty of choice and are taking the time to compare properties carefully. Homes that are well priced and supported by complete, accurate information are attracting the most interest. As winter approaches, buyers want to feel certain they understand exactly what they are purchasing, including the property's condition, value, operating costs, restrictions and any potential issues.

PEMBERTON

4 Completed Sept sales | Median \$1.35M

Q3 supply increased modestly, but additional choice did not produce stronger demand. Home and acreage sales fell to nine from 15 a year earlier. The latest seven-day report recorded three new listings and three sales, with no price improvements.

INSIGHT

Over the next few months, I expect selective, needs-driven activity. Buyers should compare usable land, services, access and zoning. Sellers should price to close property-type comparables and remove uncertainty early with complete documentation.

WHISTLER

34 Completed Sept sales | Median \$1.44M

Whistler's Q3 listings rose 6% year over year while sales declined 15%. Inventory also increased about 5% from Q2. Activity remains uneven by category, with home sales up 19% year over year while townhome sales eased to 30 from 36.

INSIGHT

I expect ski-season interest to favour well-located properties with clear ownership and rental utility. Buyers should review restrictions and operating costs. Sellers need realistic category-specific pricing and a strong winter-ready presentation.

WEST + NORTH VANCOUVER

126 Completed Sept sales | Median \$2.30M

September's sales-to-active ratios were 12.2% in North Vancouver and 9.8% in West Vancouver. North Vancouver benchmarks were down 3.2% to 6.2% year over year by property type. West Vancouver detached and condo benchmarks were down 9.9% and 5.7%.

INSIGHT

Well-priced North Vancouver homes will draw steadier interest. Buyers should watch for new listings and significant price reductions. Sellers should price realistically from the outset and review their strategy early based on feedback from serious buyers.

SUNSHINE COAST

44 Completed Sept sales | Median \$911K |

September recorded 145 new listings, 44 sales and a 95.8% median sale-to-list ratio. The median rose 17.2% from August, but this reflects a small and varied sales mix and should not be read as a uniform increase in property values.

INSIGHT

I expect measured activity, with buyers focused on value and practical year-round use. Buyers should confirm access, utilities, insurance and building constraints. Sellers should price within the correct property category and provide documents up front.



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Sources: Whistler and Pemberton Weekly Update October 20 2026, North and West Vancouver Market Statistics, Sunshine Coast Market Data