



Paul's

# Lakeside Review

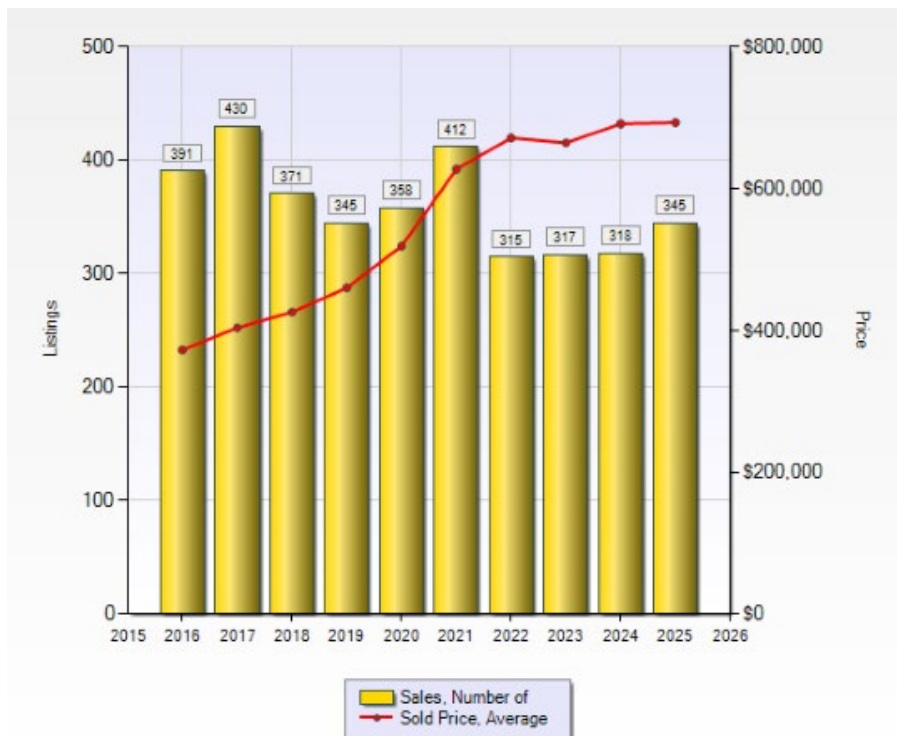
Your Shuswap Real Estate Market-Update

February 2026

## What Does the Local Real Estate Market Look Like?

This is a key question I get from nearly every client I'm in touch with. To understand the market, I think it's important to first set the context, and by that, I mean what part of the market are we looking at, and over what period? I like to take a longer-term view in my analyses so as to better understand the trends as they apply to unit sales and average selling prices by type of housing, and by specific area.

The table below shows units sales vs average selling price for single family dwellings, apartments and townhouses in Salmon Arm over the past 10 years. It's immediately evident that unit sales over the first 6 years (average 385 units/year) were much higher than that in the past 4 years (average 327 units/year). Average selling prices showed a steep increase between 2016 and 2021 and have flattened out in recent years; but one needs to be careful when comparing average selling prices as the mix and types of homes being sold will skew the data. This graph suggests that the Salmon Arm market is relatively slower than in previous years, although we see that there was an uptick in unit sales in 2025.



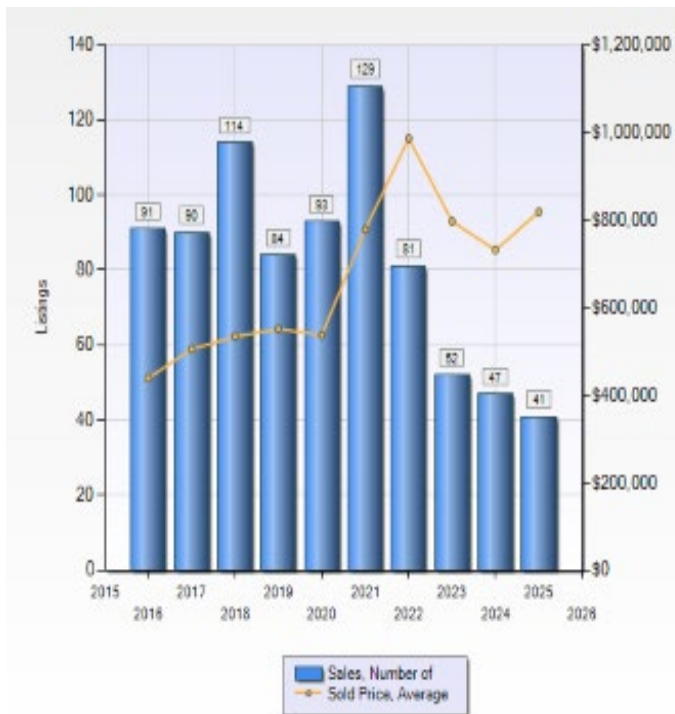
**SALMON ARM**  
**Unit Sales vs Average Selling Price**  
Single Family Homes,  
Townhouses & Apartments

2016-2025  
Matrix data - 3600 listings

# Local Real Estate Market (continued)

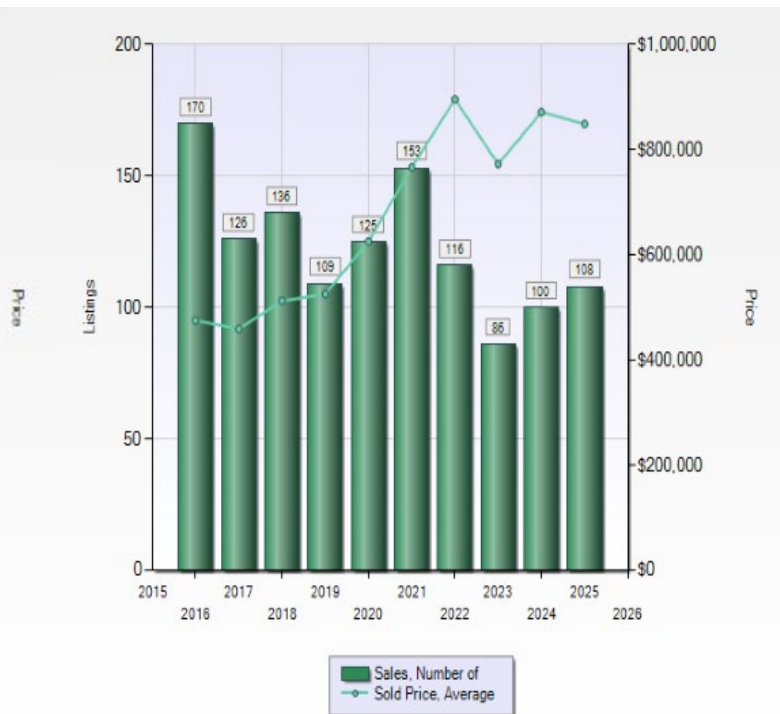
In Rural Shuswap, which is defined as the North and South Shuswap, Salmon Valley, Eagle Bay, Sicamous, and Tappen/Sunnybrae, we see a bit more volatility in unit sales and average selling prices over the past 10 years. Peak unit sales occurred in 2021 at 522 units as compared to 295 units in 2025, a roughly 40% difference in units. Peak pricing occurred in 2022, with the average selling price at \$859,071 as compared to \$801,280 in 2025, a decline of about 6.4%.

However, these trends are not consistent across this area as illustrated in the two graphs below. On the left we see unit sales vs average selling prices in the North Shuswap and on the right, we have the same data for Sorrento and Blind Bay. It's apparent that unit sales have really declined in North Shuswap with 2025 units reaching a 10-year low and prices down about 18% from the peak in 2021. In the South Shuswap, we saw a good recovery in unit sales in 2025, and prices were only about 6% lower than the peak in 2021.



**NORTH SHUSWAP**  
**Unit Sales vs Average Selling Price**  
 Single Family Homes,  
 Townhouses & Apartments

2016-2025  
 Matrix data- 820 listings



**SORRENTO and BLIND BAY**  
**Unit Sales vs Average Selling Price**  
 Single Family Homes,  
 Townhouses & Apartments

2016-2025  
 Matrix data-1200 listings



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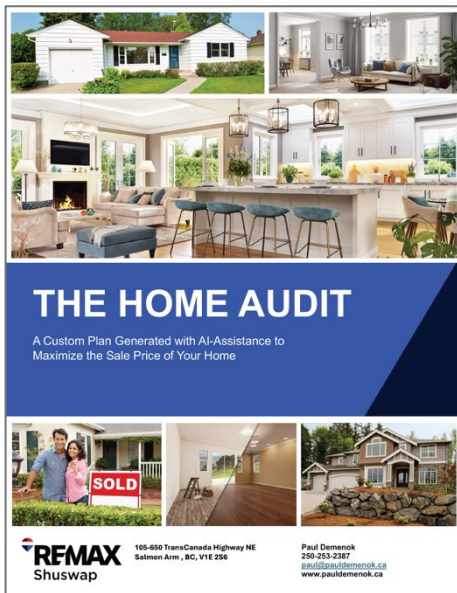
## What are the Market Predictions for 2026?

The British Columbia Real Estate Association (BCREA) puts out ongoing market reports and housing forecasts for BC. While BC overall is predicted to see 12% growth in unit sales and a 3.1% increase in average selling prices in 2026, these figures are largely influenced by the stats from Greater Vancouver, the Fraser Valley and Chilliwack. In the Okanagan region, the most recent 2026 forecast is for a 4.4% increase in unit sales and a 1.7% increase in average selling price. The report goes on to state, "However with mortgage rates expected to stay steady and with significant pent-up demand following over two years of below average activity, we expect demand to steadily come off the sidelines to strengthen home sales this year." The January 28<sup>th</sup> report goes on to point out that inventory is at its highest level in over a decade, with over 40,000 properties for sale across the Province, expectations for price growth should be tempered as the market remains in a balanced position.

## How Can We Get the Best-Selling Price for our Home?

You've made the decision to sell and move to a new home, but the market isn't the greatest right now, so what do you do? With our current market favouring buyers, it's important for sellers to recognize that the market is much more competitive than in the past. Buyers have become pickier and have lots of choices to consider. And perhaps the toughest pill to swallow is that your home is not worth the same price as it was a few years ago during the peak pricing period. In 2025, local prices have declined by about 6%, so on a \$750,000 home that's a price reduction of about \$45,000!

If you are going to sell this year, get a current **Comparative Market Analysis (CMA)** from a Realtor to accurately establish an appropriate listing price. And with buyers being pickier think about how your home compares to the others in your price range that are for sale.



To help my clients get their homes ready for sale, I have developed a tool called **THE HOME AUDIT**. Here's why it can help you:

### THE HOME AUDIT

- Provides AI-assisted recommendations based on proven techniques to increase home saleability and market value
- Customized to your home with room-by-room analyses
- Unique recommendations are for proven cost-effective techniques to help your home stand above the others
- Provided free-of-charge to my clients
- When combined with CMA you have the information you need to make the best decisions to maximize your home's value



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# Area Events Calendar – February 2026

<b>Date</b>	<b>Event</b>	<b>Time</b>	<b>Place</b>
Tuesdays to Saturdays	<b>Shuswap Artisan Market</b>	10 am - 3 pm	1204 Notch Hill Rd
Every Saturday	<b>Ross Street Market</b>	10 am - 1 pm	Ross St Plaza
February 13	<b>Galentine's Day</b>	6 pm - 9 pm	Blind Bay Community Hall
February 14	<b>Name That Tune</b>	6 pm -	Sorrento Hall
February 14	<b>Splatastic Dance &amp; Auction</b>	10 am -1 pm	5 <sup>th</sup> Ave., 55+ Activity Centre
February 16	<b>Family Fun Day</b>	12 pm -3 pm	Blind Bay Community Hall
February 21	<b>Farmers Roundup</b>	9 am -1 pm	Shuswap Lake Estates
February 21	<b>Sorrento Village Farmers Mkt Annual General Meeting</b>	11 am-	Sorrento Hall
February 24	<b>South Shuswap Chamber of Commerce-Annual General Meeting</b>	6 pm - 8 pm	Sorrento Hall
February 27	<b>Coffee House</b>	7 pm - 9 pm	Blind Bay Community Hall
February 28	<b>Chinese New Year Celebration</b>	5:30 pm -	Cedar Heights Community Hall



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## Recipe of the Month

### My Favorite Breakfast

On most Saturdays Sue and I really enjoy making poached eggs with Hollandaise sauce over Avocado Toast. Absolutely delicious! Yum!

### Poached eggs on avocado toast

#### Ingredients:

- 1 large ripe avocado
- 2 slices sourdough bread
- 2 eggs
- 2 slices black forest ham
- ½ Lemon
- Salt and pepper

#### Hollandaise Sauce

- 3 egg yolks
- 1 tbsp fresh squeezed lemon juice
- Salt to taste
- 1 tsp Dijon mustard
- ½ cup unsalted butter

#### Method:

##### Prepare Hollandaise Sauce-

- Melt butter, and ensure it's hot as the sauce will not emulsify if the butter is lukewarm
- Add egg yolks, Dijon, salt and lemon juice to high-speed blender, and blend 5-10 seconds until combined
- With blender running, slowly add in hot melted butter into mixture until it's emulsified

##### Avocado Toast with Poached Egge

- Scoop out contents of avocado, crush with a fork and season with salt, pepper and a squeeze of a ½ lemon
- Toast sourdough bread, butter, spread on avocado mixture, and place 1 slice of ham on each piece
- Poach 2 eggs-I like 6 minutes and 30 seconds to get them running just a wee bit
- Place eggs on avocado toast and smother with Hollandaise sauce. Season with salt and pepper.
- OMG! Enjoy!



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