



Paul's

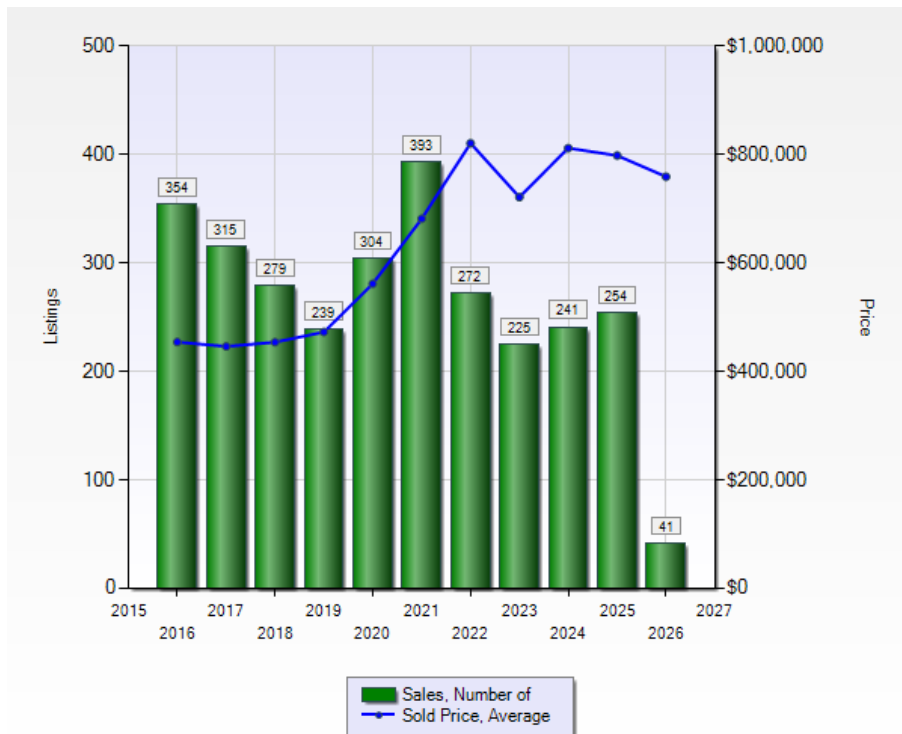
Lakeside Review

Your Shuswap Real Estate Market-Update

April 2026

What's Happening in The Shuswap Real Estate Market?

The table below shows units sales vs average selling price for single family dwellings, apartments and townhouses in the Rural Shuswap area over the past 10 years. It's immediately evident that unit sales over the first 6 years (average 314 units/year) were much higher than that in the past 4 years (average 248 units/year). Average selling prices showed a steep increase between 2019 and 2022 and have flattened out in recent years. Average prices declined by 1.7% in 2025 and 4.9% year-to-date 2026 from the previous years. It should be noted that these data need to be interpreted with caution as the mix of homes being sold can skew the average prices. Unit sales in the first quarter of 2026 totalled 41, which at first glance appears to suggest a poor year currently for sales but, it should be noted that this volume is actually higher than that achieved in the first quarter in the previous 4 years. The first quarter is typically one of the slowest periods for unit sales.



RURAL SHUSWAP* Unit Sales vs Average Selling Price

Single Family Homes,
Townhouses & Apartments

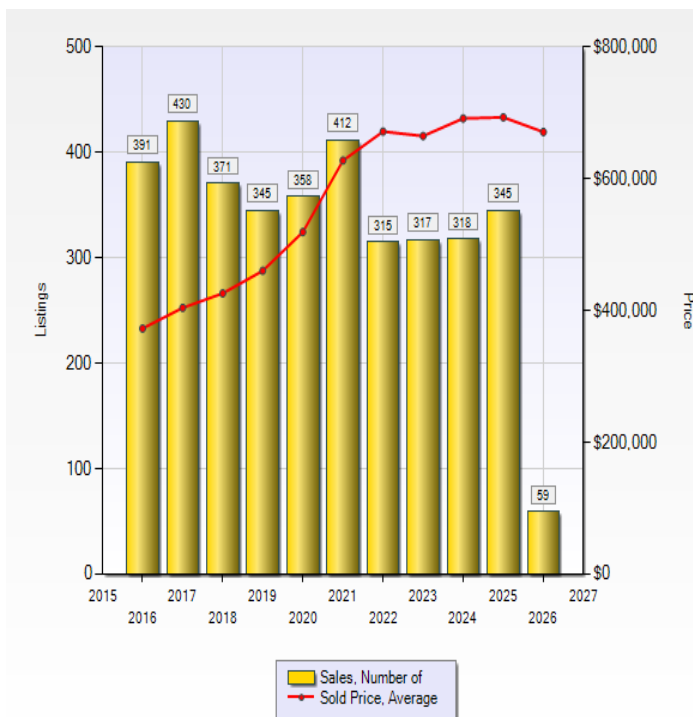
2016-2025
Matrix data - 2900 listings

*Includes Blind Bay, Sorrento, Eagle Bay,
Tappen/Sunnybrae, Sicamous,
Shus/Anstey/Seymour, Salmon Valley

Local Real Estate Market (continued)

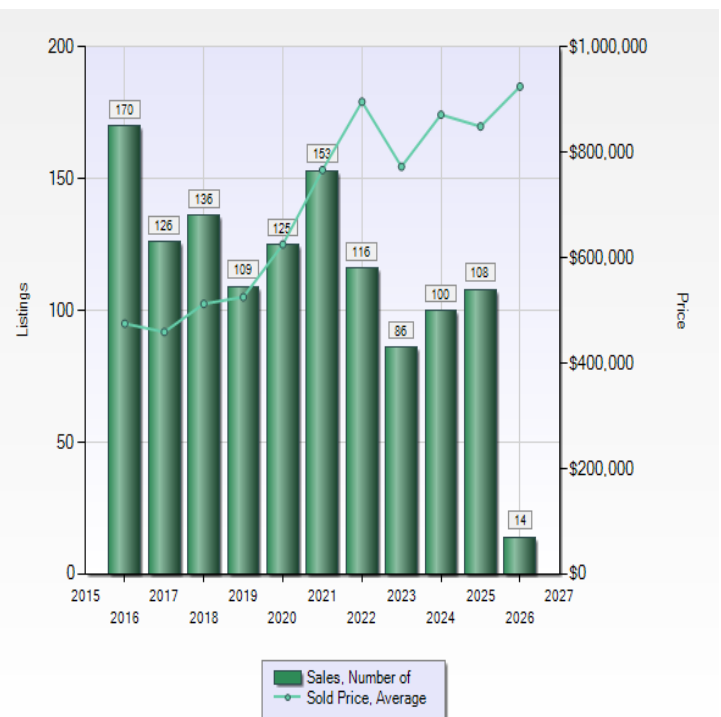
In Salmon Arm unit sales have remained somewhat consistent over the past 10 years. It's interesting to note that prices in Salmon Arm have shown a strong upward pattern and have not shown a significant decline as is being reported in other regions in BC. For the first quarter of 2026, we do see a small average selling price decrease of 3.2%, but this may be more of a seasonal phenomenon.

In Sorrento and Blind Bay we see more of a volatile pattern in unit sales over the past 10 years. Peaks occurred in 2016 and 2021 in units sold. It's interesting to note that average selling prices have continued to show an upward trend with the 2026 year-to-date average selling price of \$925,321 being the highest on record. This might be contrary to the consensus opinion, but them's the facts! Bottom line is there is no apparent reason to hold off on selling your home, based on these data, if your concern was the potential selling price. The word around our office is that the market has picked up and buyers' showings are happening.



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

2016-2025
 Matrix data- 3700 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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How Do We Compare to Other Regions in BC?

The British Columbia Real Estate Association (BCREA) puts out ongoing market reports and housing forecasts for BC and reported that total MLS residential market volume in March was \$4.21 billion, down by 5.6% compared to March 2025. Total BC MLS unit sales in March 2026 were 34.5% lower than the 10-year average for the month of March. Clearly the unit sales and selling prices in the Shuswap region are not consistent with the province. Overall, the Okanagan area showed a 4% increase year-to-date 2026 in unit sales and a 3% decrease in average selling price. Total BC stats show a 2% decline in average selling price and a 3.6% decrease in unit sales year-to-date. In general, the Shuswap area is doing better than most other regions in this province.

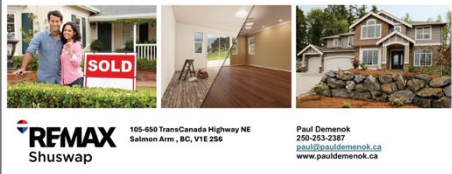
How Can You Get the Best-Selling Price for Your Home?

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 may not be worth the same price as it was a few years ago during the peak pricing period.

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.



THE HOME AUDIT
A Custom Plan Generated with AI-Assistance to Maximize the Sale Price of Your Home



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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 – April-May 2026

| Date | Event | Time | Place |
|------------------------------|---|------------------|--------------------------|
| Tuesdays to Saturdays | Shuswap Artisan Market | 10 am - 3 pm | 1204 Notch Hill Rd |
| Every Saturday | Downtown Salmon Arm Market | 10 am - 1 pm | Ross St Plaza |
| 1st Fri of Month | North Shuswap Coffee House | 6:30- | N Shuswap Comm Hall |
| 1st Sat of Month | Carlin Coffee House | 6:30- | Carlin Hall |
| 2 nd Sat of Month | Sunnybrae Coffee House | 6:30- | Sunnybrae Comm Hall |
| 3 rd Sat of Month | Shuswap Coffee House | 6:30- | Gleneden Hall |
| 4 th Fri of Month | Blind Bay Coffee House | 7:00 pm-9:00 pm | Blind Bay Comm Hall |
| April 25 | Earth Week Celebration | 12 pm – 3 pm | Tsutswecw Park |
| April 25 | Spring Homestead Market & Petting Zoo | 10:00 am-3:00 pm | Notch Hill Hall & School |
| May 2 | Sorrento Village Farmer's Market (Opening Day) | 8:00am-12:00pm | Sorrento Shoppers Plaza |
| May 2 | School House Artisan & Coffee Studio Grand Opening | 10:00am-2:00pm | Notch Hill Hall & School |
| May 2 | Sorrento Community Garden Opening | 10:00am-2:00 pm | 509 Armentieres Road |
| May 10 | Annual Mother's Day Breakfast | 8:00am-11:00am | White Lake Comm Hall |
| May 10 | Mom's Day Brunch | 8:30am -10:30am | Eagle Bay Comm Hall |



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Recipe of the Month

My Favorite Salad

It's starting to feel like summer again! Time for some great salads to fill your plate. This one really works for me....

Apple Spinach Salad

Ingredients:

- 10 oz baby spinach
- 2 large apples-cored & thinly sliced-try Honeycrisp, Sugar crisp or Granny smith
- ½ small red onion-peeled & thinly sliced
- 1 cup toasted pecans
- 2/3 cup dried cranberries
- 5 oz goat or feta cheese-crumbled (don't use the pre-crumbled stuff)
- 4 slices bacon-cooked crispy & crumbled

Terrific Vinaigrette Ingredients

- 1/3 cup extra virgin olive oil
- ¼ cup apple cider or champagne vinegar
- 2 tbsp fresh squeezed lemon juice
- 1 tbsp Dijon mustard
- 2 garlic cloves-minced
- 2 tbsp maple syrup
- Salt n pepper to taste

Method:

1. In a large salad bowl toss spinach, apple slices, pecans, feta or goat cheese, cranberries, red onion and bacon.
2. Add all ingredients for dressing into a sealable jar. Cover with lid and shake to blend well.
3. Mix salad and dressing and enjoy! I like a warm piece of focaccia to go with this.



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