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## The Year Of The Informed Buyer and The Precise Seller

I've been living and working this corridor since 1992. Thirty-four years. I've sat with clients through the post-2008 freeze, the 2016–17 frenzy, the pandemic run-up, and the rate-shock correction of 2022. Each cycle has its own fingerprint, and Q1 2026 has one I recognize clearly: **this is a market that rewards patience and long lifestyle**

horizons.

The headlines from the Lower Mainland don't apply here. The Sea to Sky is not a suburb. It is a destination — for people who've decided that how they live matters as much as where they invest. That distinction is what insulates this corridor when the broader market softens, and it's why smart money continues to move here even when Vancouver pulls back.

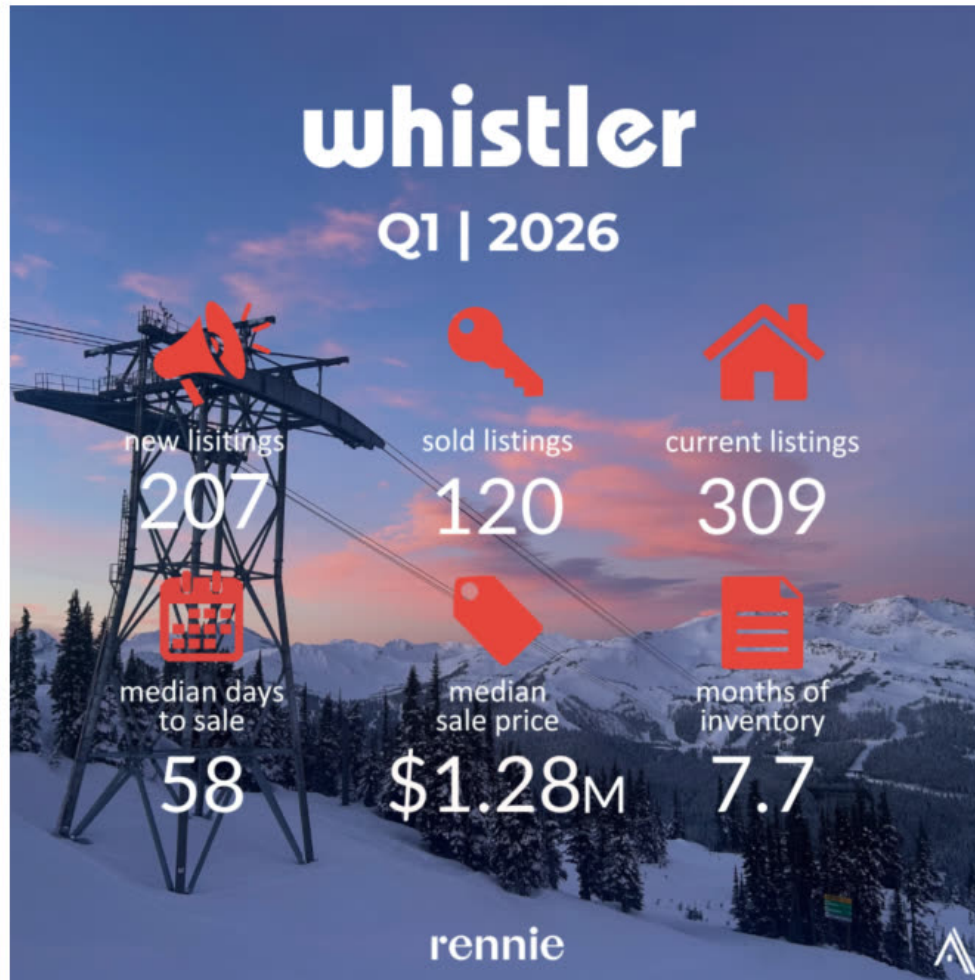
With the Bank of Canada holding at **2.25%**, the rate anxiety that paralyzed buyers through 2023 and 2024 has materially eased. What's replaced it isn't euphoria - it's clarity. Buyers are analytical. Sellers need to match that energy.

Here is what my team and I are seeing on the ground across all three communities...

| Community | Q1 Sales  | Median DOM | Pulse                |
|-----------|-----------|------------|----------------------|
| Whistler  | 99 units  | 58 Days    | Resilient / Balanced |
| Squamish  | 108 Units | 13 Days    | High Velocity        |
| Pemberton | 22 Units  | 68 Days    | Patient / Building   |

These snapshots only tell part of the story. Click the button below to visit our website for a full review of all the Sea to Sky communities in 2025, complete with insights and detailed statistics.

2025 MARKET RECAP



### Resilient Luxury and a Smart Pivot Downmarket:

Ninety-nine sales. Almost identical to Q1 2025's 100. On the surface, Whistler looks flat. But when you dig into the composition of those sales, you see something more interesting: total dollar volume dropped roughly **15% to \$161.1M**, which tells us that capital is absolutely still flowing into the resort — it's just flowing toward smarter price points rather than the \$5M-plus mid-luxury chalets that dominated the last cycle.

This isn't a retreat. It's a recalibration. The buyers who used to value a property on emotion are gone. The buyers writing offers today have done their homework.

**Inventory Shift**  
**309 listings**

**Fractional Ownership**  
**13 DOM**

Up from 267 at year-end. More choice but still exceptionally low inventory. Buyers need to be ready to act.

### **Townhouse Surge** **9 vs 2 sales**

The \$500K–\$1M townhouse was the best performer quarter-over-quarter. Best-value entry point in the resort.

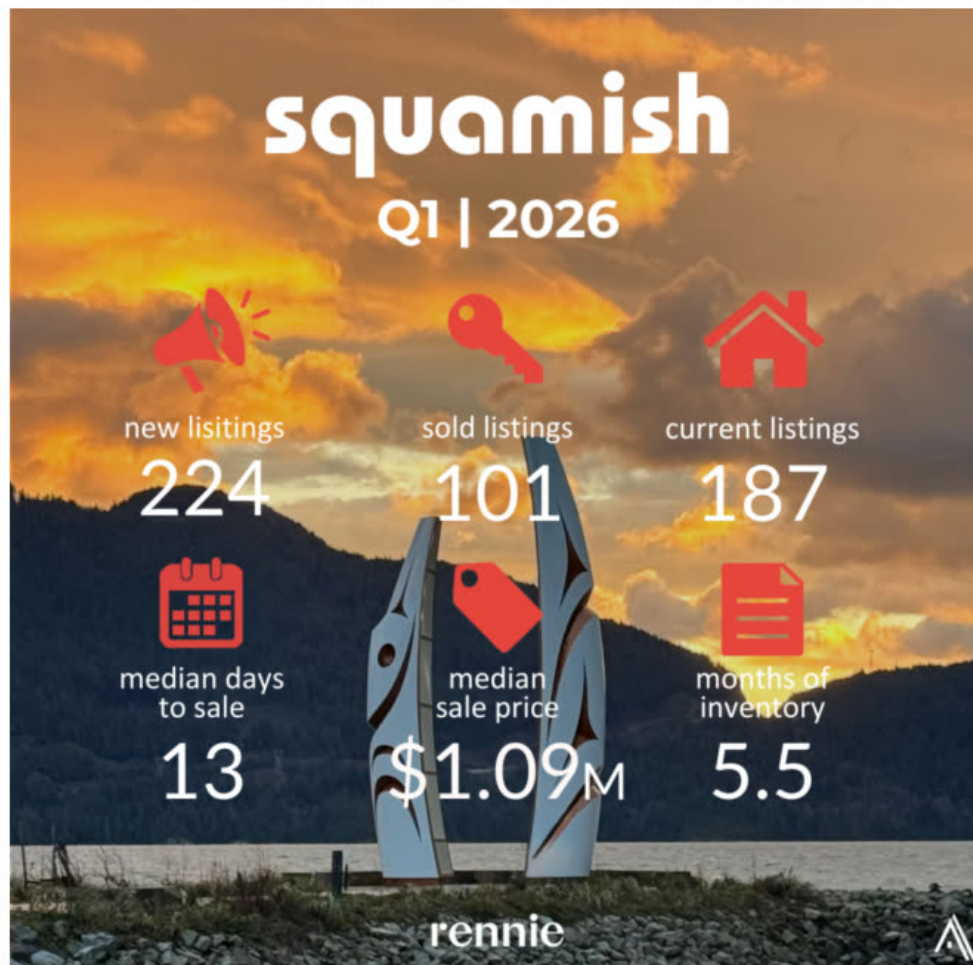
Shared property is the single fastest-moving segment in the resort. Part of the downmarket pivot with a waitlist.

### **Detached Houses** **11% Sales/Active Listings ratio**

Technically a buyer's market. More negotiating power on a standalone chalet than any point in five years.

## **Our Take**

The clients I'm working with in Whistler right now are not panicked — they're positioned. If you're a buyer looking for a chalet sitting on pre-approval and waiting for the 'right moment,' this quarter may be your time. If you are waiting on a townhouse with nightly rental zoning, you need to have everything ready to go. If you're a seller it's important to have your presentation and pricing in tune with the current market metrics. It's not a time to reach, if you are looking to sell.



### Volume Down, Velocity Up — Don't Confuse the Two:

The headline number — **108** sales versus **160** in Q1 2025, a **32.5%** drop will scare people who don't understand this market. It shouldn't. Squamish is not soft. Squamish is **selective**. The homes priced correctly are selling in **13 days**. That's not a slow market. That's a market with a finely tuned sense of value. Q1 2025 was an outlier within the last 5 years and it's important to understand that context.

What's driving the volume reduction isn't lack of demand - it's lack of supply available to move the market. How many Sellers in over the past year had to insert a "subject to Seller finding a property"? It was a liquidity crisis driven by lack of inventory that seems to be loosening as I write this. With more selection, Sellers are able to make the move unlocking demand. I'm expecting a big Q2 in Squamish but it is important that Sellers do the work, price precisely, and present well.

Squamish also posted a modest **2% gain in assessed value** for single-family homes — a regional outlier when most of the Lower Mainland watched assessments slip. That reflects sustained demand from buyers relocating from Vancouver who've done the math: the lifestyle- per-dollar equation in Squamish still wins.

## Townhouse Engine

### 58 units

Townhouses in the \$1M–\$1.5M range dominate. The backbone of the Squamish market.

## Assessment Trend

### +2% SFH

While the Lower Mainland dipped, Squamish held. Being a quiet signal of structural long-term demand.

## Our Take

The play we keep returning to for Squamish buyers is the 'Solid Bones' strategy — targeting older, structurally sound homes in Garibaldi Highlands or The Estates, Brackendale, Dentville or Valleycliffe where land value is the anchor. Construction costs are still elevated globally. Buying a well-built older home on a good lot and renovating on your timeline is how you build real equity here. If you see something priced right in Squamish, move within 48 hours. That 13-day median isn't a figure of speech.



### The Patient Play — But the Valley Doesn't Wait Forever:

Twenty-two sales and a **68-day** median might read as sleepy. It isn't. Pemberton has always operated on its own seasonal rhythm. Q1 is the valley's pause before spring opens things up and 2026 is following that pattern faithfully. What the closed-sales number doesn't capture is the activity building beneath the surface: multiple contracts currently in motion, motivated sellers who've listed early, and buyers scouting land that hasn't come to market in years.

The median sale price at **\$775K** tells you something important about the Pemberton market: Buyer's saw value in the community at the entry level and acted. Sellers in the mid range aren't people who bought on speculation in 2021 and are scrambling to exit. They are lifestyle owners who understand the long-term value of the Mt. Currie backdrop and the agricultural land reserve that will permanently limit density in the valley. Values will remain stable here because

the fundamentals support it.

Active listings have moved from **51** at year-end to **75**, which isn't a huge shift but I'm feeling like this Spring is starting earlier with warmer weather and lower snowpack. Having properties presented and priced well in the early days, will create opportunities to get things done.

## Our Take

Sellers: list now, ahead of the spring wave. Being first to market in Pemberton in April is a real competitive advantage. Buyers arriving from the city in May and June are ready to move. You want your property seasoned and visible before that flow begins. Buyers: the vacant land opportunity in Pemberton right now is the most interesting I've seen in several years. Architecturally integrated homes on estate lots with mountain views have historically held their value exceptionally well in this corridor.

## What This Means For Your Next Move

The Sea to Sky Corridor is a lifestyle market. It always has been. I believe that 2026 is, across all three communities, a generational lifestyle-building window for people willing to be strategic and patient in equal measure.

The corridor's core thesis hasn't changed in three decades: finite land, world-class mountain lifestyle, and communities that attract a specific kind of person - one who values access to the mountains, the outdoors, real relationships, and a life that doesn't require two hours

of highway driving to feel alive. That thesis doesn't soften when the BoC adjusts rates. It deepens.

I've watched this corridor through every cycle since 1999 — my team, Mitch and Binx, each bring their own depth and perspective that makes what we do together that much sharper. We're not going to tell you the market is great when it isn't, and we're not going to tell you it's bad when the data says otherwise. What we'll tell you is the truth about your specific neighbourhood, your property type, your price band, and your timeline. That's the only analysis that actually matters.

If you want to sit down and talk through what these numbers mean for your situation — whether you're holding, buying, selling, or just watching — reach out directly. That conversation is free and it's always worth having.

*Your move,  
Rob*

Contact Rob at [rpalm@rennie.com](mailto:rpalm@rennie.com) & (604) 905-8833 or the team at [team@sea2skyliving.com](mailto:team@sea2skyliving.com)

P.S. Keep up to date with more market insights on our [blog](#).

## BLOG

# Featured Properties

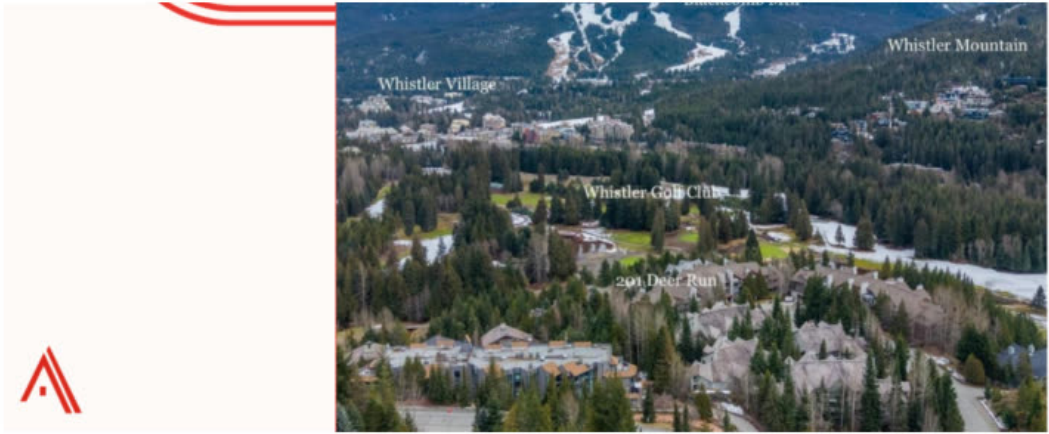


**201 - 3300 Ptarmigan Place**

**\$1,089,000**

**Blueberry Hill**





**40 Black Tusk Drive**  
**\$1,699,000**  
**Pinecrest**



**9167 Emerald Drive**  
**\$2,599,000**  
**Emerald Estates**



**7456 Dogwood Street**  
**\$2,295,000**  
Pemberton



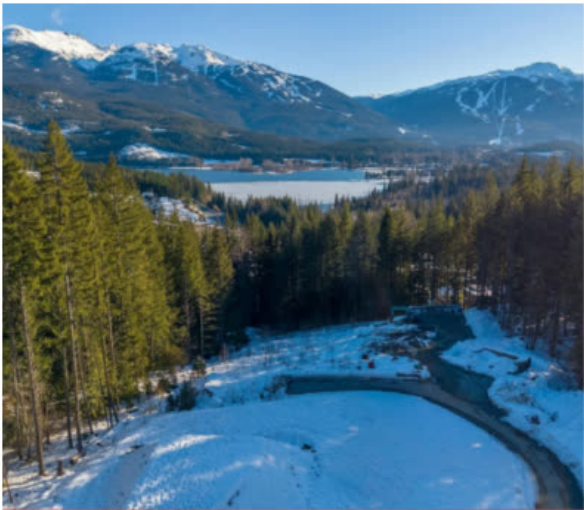
**211 Highland Annex -**



**2109 Whistler Rd**

**\$529,999**

**Nordic**



**8611 Maelle Ricker Lane**

**\$2,399,000**

**Rainbow**



## VIEW FEATURED PROPERTIES

## Testimonial

"Rob and Mitch were absolutely incredible to work with. Like any real estate journey, ours had its ups and downs, but having them by our side made all the difference. They are not only kind and patient but also highly skilled negotiators who always had our best interests at heart. Their attention to detail and ability to think several steps ahead gave us confidence every step of the way. We couldn't have asked for a better team and wouldn't hesitate to recommend them to our friends and family."

- Josie & Chris F

**Rob Palm**

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