THE GREATER VANCOUVER MASTER GUIDE 2026

The Complete Insider Intelligence Report for Buyers, Sellers and Investors in Metro Vancouver

Roman Kahlone · Real Estate Advisor · EXP Realty Greater Vancouver

Vancouver Real Estate News · Over one million monthly views

778-707-1187 / roman@romankahlone.com / www.romankahlone.com

⚠ **IMPORTANT DISCLAIMER — Please Read Before Proceeding**
This guide reflects market data and conditions as of **July 1, 2026**, sourced from Greater Vancouver Realtors, BCREA, CMHC, Statistics Canada, TD Economics, WOWA, Nesto, Better Dwelling, Rentals.ca and BC Government statements. Real estate markets evolve continuously. The Metro Vancouver market is currently experiencing **significant divergence** between property types and between specific neighbourhoods and suburbs. Broad market statements do not apply equally to every pocket of Greater Vancouver. Conditions today may be meaningfully different from conditions in three months. This guide provides the framework and field intelligence to understand this market at the macro level. **For accurate current information specific to your situation, your target neighbourhood and your property type, direct professional guidance is essential before making any buying or selling decision.** Contact Roman Kahlone directly before acting on any information in this guide.

A WORD FROM ROMAN KAHLONE

I started Vancouver Real Estate News because I believed Metro Vancouver property owners and buyers deserved access to the same market intelligence that institutional investors and industry insiders have always had. Not the sanitized version. Not the version designed to make you feel comfortable enough to sign something. The real version. The verified data. The honest assessment. The uncomfortable truth when the uncomfortable truth is what you need to hear.

Over **one million people** watch this channel every single month. They watch because the goal has always been to cover what is actually happening in this market *before* the headlines catch up. Stories about developer receiverships, government bailouts of unsold condos, population shifts, presale collapses, mandatory depreciation report deadlines and neighbourhood rezonings have all appeared on this channel before any mainstream outlet connected the dots for property owners. That is not luck. That is what happens when you track every data source, read every primary report and stay active in this market every single day.

Beyond the content, I am a practicing realtor who has helped buyers get into this market at the right time in the right property — and helped sellers exit at the right price before conditions shifted against them. In 2026, this market is more complex than it has been at any point in recent history. It is not simply up or simply down. It is a market of **significant divergences** where the right property in the right neighbourhood at the right price represents genuine opportunity — while the wrong property in the wrong building at the wrong price represents a financial mistake that takes years to recover from.

This guide is a starting point. What comes after it is a conversation.

SECTION ONE

THE STATE OF METRO VANCOUVER RIGHT NOW: A MARKET AT A KNIFE EDGE

The single most important thing to understand about Metro Vancouver real estate as of July 1, 2026 is this: **there is no single Metro Vancouver real estate market.** There are multiple markets operating simultaneously inside one region — and which market you are in determines everything about your strategy right now.

$1.099M

COMPOSITE BENCHMARK

June 2026. Down 6% year over year. The lowest June benchmark since 2021.

17,017

ACTIVE LISTINGS

June 2026. Significantly higher than anything seen from 2015 through 2024.

12.4%

SALES-TO-ACTIVE RATIO

The knife-edge number. Below 12% for 3 months historically precedes price declines.

40%

SALES-TO-NEW LISTINGS

Exactly at the boundary between buyer's market and balanced market.

THE THREE-SPEED MARKET: DETACHED, TOWNHOMES & CONDOS

🏡 DETACHED HOMES — $1,847,900 BENCHMARK

Sales-to-active ratio trending toward seller territory with inventory dropping year over year. Bill 44 zoning reforms now permit **up to six units** on most single-family lots in the City of Vancouver, creating a new multiplex land assembly asset class already generating above-market premiums in early 2026 transactions.

🏘️ TOWNHOMES — $1,048,200 BENCHMARK

Down 5.1% year over year. Sales-to-active ratio at **18%** — the *only* property segment in Metro Vancouver currently leaning toward sellers. Fundamental demand from families priced out of detached is the strongest support mechanism in the market right now.

🏢 CONDO APARTMENTS — $697,800 BENCHMARK

Down 7.9% year over year. **4,376 completed and unsold condos** sitting across Metro Vancouver as of June 2026 — up 76% in a single year. TD Economics projects a 15% peak-to-trough decline from the 2023 high by mid-2027. The deepest condo correction on record since at least 2005. The federal government announced a **$3.2 billion intervention plan** on June 19, 2026.

Key Takeaway: The divergence between property types, neighbourhoods and investor segments is the most important variable in any buying or selling decision right now. A strategy for a detached home seller in East Vancouver looks completely different from a strategy for a downtown condo investor. Understanding exactly which market you are in is the essential first step.

POPULATION, RENTAL & PRESALE: THREE SIGNALS YOU CANNOT IGNORE

BC POPULATION DECLINE

BC lost over **41,000 residents** in 2025 — the first annual population decline in **151 years**. CMHC projects elevated vacancy rates through 2028. However, the federal government has confirmed immigration normalization begins in 2027, meaning demand returns into a market where supply has nearly stopped being built.

RENTAL MARKET: 30 MONTHS OF DECLINE

Vancouver rents have fallen for **30 consecutive months** as of July 2026. The average rent is now **20% below its September 2023 peak**. Burnaby down 10.5%. Richmond down 9.7%. New Westminster down 9.7%. Coquitlam down 9%. North Vancouver down 8.8%. The $3.2B government plan will convert 2,200+ vacant condos into rentals, adding further supply pressure.

PRESALE PIPELINE: A SUPPLY CLIFF FORMING

Zero new concrete condo tower presale launches in Q1 2026, compared to **152** in Q1 2025. The pipeline that builds future housing supply has nearly completely stopped.

When demand eventually returns, it returns into a market with dramatically reduced future supply. That supply cliff is forming right now while most buyers are focused on today's prices.

THE SUBMARKET DIVERGENCE HIDDEN IN HEADLINES

In June 2026, **Squamish apartments were up 3.1% year over year** while **Richmond apartments were down 4.7%**. Region-wide averages will mislead any buyer or seller who relies on them. Building-level and neighbourhood-level analysis is the only data that matters for individual decisions in this market.

SECTION TWO

IF YOU ARE A SELLER RIGHT NOW: HOW TO WIN WHEN MOST SELLERS ARE LOSING

In June 2026, properties priced correctly in the first two weeks are selling at or above list price. Properties requiring a price reduction within thirty days are selling at **96.8% of their original list price.** That gap of over 3% on a $2 million home is **$60,000** — entirely the result of pricing decisions made before the listing went live.

THE FOUR PILLARS OF WINNING IN THIS SELLER'S ENVIRONMENT

1

PRICE WITH SURGICAL PRECISION

The most expensive mistake a seller can make is pricing for what a neighbour sold 18 months ago. Buyers in 2026 know everything — days on market, price reduction history, sale prices. Overpricing does not lead to a negotiated middle. It leads to sitting past the critical two-week window and ultimately achieving less than a correctly priced property would have generated from day one.

2

DOMINATE THE FIRST 14 DAYS

The first fourteen days of any listing are the most critical period regardless of season. After fourteen days, buyer psychology shifts fundamentally — they start asking what is wrong with the property. Days on market is visible to every buyer. Once a listing passes fourteen days it is fighting perception as well as price.

3

PRESENT AT THE HIGHEST LEVEL

In a market with 17,000 active listings competing for buyer attention, presentation is not optional. Professional photography and videography, strategic staging, pre-sale repairs and a pre-listing home inspection all eliminate buyer negotiating points and build confidence. The best presented property at the right price wins every time.

4

NEGOTIATE CREATIVELY, NOT JUST ON PRICE

Understanding when to hold firm versus when to negotiate creatively on deposit timing, completion dates and inclusions rather than price alone is the difference between a successful close and a deal that collapses. Creative deal structuring is often more valuable to both parties than a price concession.

⚠ **The Seller Trap:** Every month of carrying costs — mortgage interest, strata fees, property taxes, insurance and maintenance — on an unsold property is money that leaves the family before a single offer is made. When calculated against a potential price improvement from waiting, the math almost never supports the wait.

THE DOWNTOWN VANCOUVER CONDO CRISIS: WHAT EVERY OWNER AND BUYER NEEDS TO KNOW

$697,800

CONDO BENCHMARK

Down 7.9% year over year as of June 2026.

4,376

UNSOLD COMPLETED CONDOS

Across Metro Vancouver. Up 76% in a single year.

$3.2B

FEDERAL INTERVENTION

Announced June 19, 2026 by PM Carney and Premier Eby.

-15%

TD ECONOMICS PROJECTION

Peak-to-trough decline from 2023 high by mid-2027.

> "Developers are stuck. They do not want to sell at a loss." — Prime Minister Mark Carney, June 19, 2026

When the Prime Minister of Canada announces a bailout for unsold condos, it is a confirmation that the private buyer pool has evaporated so completely that the market cannot clear its own inventory without government intervention. That is not a recovery signal. That is a structural diagnosis. TD Economics is explicit: *"We expect condo prices to decline further in 2026 before stabilizing in 2027."*

FOR CONDO OWNERS

Every month a declining asset is held without a clear strategy is a month the financial math gets harder. The critical question is not whether the market will recover — but whether your specific financial situation allows you to wait for it to. Rental income is no longer reliable insulation. Vancouver rents have fallen 20% from their peak, eliminating the cash flow that made many condo investments work in 2021 and 2022.

FOR CONDO BUYERS

Genuine opportunity exists inside this correction for buyers who approach it with thorough due diligence. One-bedroom condo assignments in some downtown buildings are currently being offered at **3–7% below original contract prices.** The buyers doing their homework correctly right now are finding value that will not exist when the correction cycle ends. But the due diligence requirements for condo purchases in 2026 are more demanding than at any previous point in recent Metro Vancouver history.

SECTION FOUR

THE VANCOUVER CONDO PROTECTION FRAMEWORK: FIVE THINGS TO VERIFY BEFORE ANY OFFER

In 2026, buying a Vancouver condo without verifying these five things is one of the most expensive mistakes available in this market. Each item below is a documented source of financial surprise for buyers who skipped it. Each one is readily available before any offer is made.

1. STRATA INSURANCE CERTIFICATE

Over 60% of BC strata corps now face water damage deductibles exceeding $50,000. Many buildings carry $100,000–$250,000 deductibles. If a pipe bursts, the unit owner pays every dollar of the deductible before the master policy covers anything.

2. DEPRECIATION REPORT & CRF BALANCE

As of July 1, 2026, **every strata corp with 5+ units is legally required** to have a current depreciation report under BC law. No more deferrals. Any CRF balance below 50% of the recommended amount is a financial liability that will eventually become a special levy.

3. SPECIAL LEVY HISTORY

The complete five-year special levy history is one of the most revealing documents available about a strata's financial management. Multiple levies in five years for recurring issues signals deferred maintenance that is likely to continue. Any levy above $10,000/unit in the last five years requires specific explanation.

4. STRATA MEETING MINUTES

The listing presents the best version of a building. The strata meeting minutes present the *real* version. Request at minimum two years of minutes and read every page. Recurring water damage references, deferred maintenance decisions and management company changes are all material signals.

5. INVESTOR CONCENTRATION

Buildings with owner-occupancy above 60% generally show better long-term financial management. High investor concentration means deferred maintenance, underfunded CRFs and — when investors exit simultaneously — intensified resale competition that drives prices down faster than the broader market.

The golden rule: The due diligence that feels like extra work before an offer is the protection that feels invaluable after closing.

SECTION FIVE

WHICH NEIGHBOURHOODS TO CONSIDER — AND WHICH ONES LOOK CHEAP FOR A REASON

What follows is an honest field assessment of Metro Vancouver submarkets as of July 1, 2026. This is not a ranking. It is the kind of candid neighbourhood-level intelligence that is rarely committed to paper. All pricing is approximate based on active MLS data as of early July 2026 and varies significantly by location, building age, unit size and current conditions.

VANCOUVER WEST SIDE

Kitsilano, Point Grey, Dunbar, Kerrisdale, Oakridge. Selectively compelling for lifestyle buyers with a long horizon. Village corridor rezonings on Macdonald, Mackenzie, Oak and Granville create long-term density upside not yet fully priced in. Condos $600K–$900K. Townhomes $1.2M–$1.8M. Detached $2.2M–$4M.

VANCOUVER EAST SIDE

Mount Pleasant, Main Street, Fraser, Cedar Cottage. One of the most interesting areas in the current market. Genuine value relative to the West Side for similar lifestyle access. Rezoning corridor upside at East Side prices is one of the most compelling combinations of current value and future infrastructure upside in the city. Condos $550K–$750K. Detached $1.2M–$1.8M.

BURNABY

Brentwood, Metrotown, Highgate, South Slope. One of the stronger fundamentally supported markets in Metro Vancouver. Transit-oriented demand is genuine and the infrastructure already exists. Burnaby North detached appreciation remains among the strongest year-over-year performers in the region. Condos $550K–$700K. Detached $1.2M–$1.8M.

FIELD ASSESSMENT: SUBURBS, VALUE PLAYS & AREAS TO APPROACH WITH CAUTION

TRI-CITIES

Coquitlam, Port Moody, Port Coquitlam. Best fundamental value for families. Port Moody: Evergreen Line, Brewery Row, Burrard Inlet — lifestyle premium not yet fully priced in. Condos $450K–$600K. Detached $1.1M–$1.7M.

NORTH VANCOUVER

Lower Lonsdale, Lynn Valley, Deep Cove. Supply genuinely constrained by geography. Mountains north, water south. That physical constraint supports values through market cycles in ways policy and demand alone cannot replicate. Condos $550K–$750K. Detached $1.4M–$2.5M.

LANGLEY

Willoughby, Fort Langley, Langley City. One of the most compelling combinations of current value and future infrastructure investment in all of Greater Vancouver. The SkyTrain extension entry window is narrowing. Condos $350K–$500K. Detached $800K–$1.4M.

SOUTH SURREY & WHITE ROCK

Some of the best lifestyle-to-price value in Greater Vancouver for buyers not commuting daily to Vancouver. A loyal buyer demographic has historically supported values. Condos $380K–$550K. Detached $750K–$1.4M.

Areas to Approach With Caution: Downtown condos built 1990–2005 without current depreciation reports, with deductibles above $100K and CRF balances below 40% of recommended. Surrey City Centre buildings with high commercial vacancy. Any presale from a developer currently facing financial difficulty. Multiple developer insolvency proceedings were initiated in June and July 2026 alone.

SECTION SIX

REAL CURRENT PRICING BY AREA AND HOME TYPE — EARLY JULY 2026

⚠ **Important:** All price ranges are approximate, based on active MLS data as of early July 2026. Prices vary significantly by specific location, building age and condition, unit size and floor, and current market conditions which are evolving month by month. These ranges are a starting point for understanding relative value across submarkets only. Current verified pricing requires direct professional guidance.

Area	Entry Condo	Entry Townhome	Entry Detached	Market Dynamic
Vancouver West Side	$600K–$900K	$1.2M–$1.8M	$2.2M–$4M	Lifestyle buyers, long horizon; rezoning upside forming.
Vancouver East Side	$550K–$750K	$800K–$1.2M	$1.2M–$1.8M	Active detached demand; rezoning corridor value.
Downtown Vancouver	$500K–$800K	N/A	N/A	Correction continues; selective opportunity with due diligence.
Burnaby	$550K–$700K	$800K–$1.1M	$1.2M–$1.8M	SkyTrain demand genuine; North Burnaby detached outperforming.
Richmond	$500K–$650K	$750K–$1.1M	$1.3M–$2.2M	Steveston holds; City Centre condos under pressure.
Tri-Cities	$450K–$600K	$700K–$1M	$1.1M–$1.7M	Best family value; townhome sales-to-active ratios strong.
North Vancouver	$550K–$750K	$900K–$1.3M	$1.4M–$2.5M	Geographically constrained supply; lower price volatility.
West Vancouver	$600K–$850K	$1.1M–$1.6M	$2M–$10M+	Deepest correction in $3M–$5M segment; long-horizon value.
South Surrey/White Rock	$380K–$550K	$550K–$850K	$750K–$1.4M	Lifestyle loyal buyers; values resilient through cycles.
Langley	$350K–$500K	$550K–$750K	$800K–$1.4M	SkyTrain extension entry window narrowing; strong upside.
Maple Ridge	$300K–$425K	$450K–$650K	$700K–$1.1M	Most affordable detached entry point; acreage potential unique.

THE SKYTRAIN CORRIDOR OPPORTUNITY: FLEETWOOD, CLAYTON & LANGLEY

The Surrey–Langley SkyTrain extension represents one of the most historically documented infrastructure premium plays available anywhere in Metro Vancouver right now. The pattern is consistent and verifiable: the **Millennium Line transformed Brentwood and Lougheed**. The **Canada Line delivered sustained appreciation in Richmond and South Vancouver**. The buyers who positioned before those openings captured the full infrastructure premium. The buyers who purchased after paid for it.

1

CURRENT ENTRY OPPORTUNITY

Elevated inventory and motivated sellers create the historically optimal window to position in infrastructure corridors *before* the build is complete. Condos $380K–$550K. Townhomes $550K–$800K.

2

HIGHEST BENEFIT PROPERTIES

Condos within 800 metres of planned stations. Townhomes in walkable nodes adjacent to station areas. Small-lot detached with redevelopment potential. Corner lots with lane access that can assemble.

3

REQUIRED TIMELINE: 3–5 YEARS

Infrastructure plays require a holding timeline through the construction period. This is not a trade. It is a positioning decision. Buyers who cannot hold through construction should not enter this thesis.

Key Takeaway: The question for any buyer considering this thesis is not whether the pattern is real — it is well documented. The question is whether their timeline and financial position allow them to hold through the construction period to capture the infrastructure premium the data consistently shows follows new rapid transit.

SECTION EIGHT

THE VILLAGE CORRIDOR REZONING & BILL 44 MULTIPLEX OPPORTUNITY

On **June 2, 2026**, Vancouver City Council's Village corridor rezoning decision affected approximately **13,679 properties** across the city — fourteen percent of all properties in Vancouver. Simultaneously, Bill 44 zoning reforms permit **up to six units** on most single-family lots in the City of Vancouver, creating an entirely new asset class in multiplex land assembly already generating above-market premiums according to GVR board data.

WEST SIDE CORRIDORS

Macdonald, Mackenzie, Oak, Granville. New Village designation could allow buildings up to six storeys with potential ground floor commercial. Early 2026 transactions along affected corridors closing at premiums reflecting densification upside.

EAST VANCOUVER CORRIDORS

Fraser, Knight, Nanaimo, Cedar Cottage. Same density upside as West Side corridors at a significantly lower entry price. One of the most compelling combinations of current value and future infrastructure upside in the city.

SOUTH VANCOUVER CORRIDORS

Victoria Drive, Wales, Kerr. Emerging development activity visible to those tracking individual application data. The buyers identifying these streets before developer assembly becomes visible are acting on the same intelligence institutional buyers have always used.

FOR PROPERTY OWNERS

Increased redevelopment potential, potential land assembly interest from developers and the risks of construction disruption over a multi-year period must all be understood before any decision is made. Rezoning creates optionality — not immediate value. Understanding when that optionality is worth acting on is the intelligence that separates strategic decisions from reactive ones.

FOR INVESTORS

Identify the specific streets and blocks within each corridor with the highest probability of early development activity. Positioning before developer assembly activity becomes visible is the entire thesis. Neighbourhood transformation happens quietly through individual applications — then suddenly becomes obvious when cranes appear and the character of the street has already changed.

SECTION NINE

THE RENTAL MARKET REALITY: WHAT 30 MONTHS OF FALLING RENTS MEANS FOR INVESTORS

30

CONSECUTIVE MONTHS

Of falling Vancouver rents as of July 2026, confirmed by Rentals.ca and BC Government Minister statements, June 8, 2026.

-20%

FROM PEAK RENTS

Average Vancouver rent is now 20% below its September 2023 peak. A 1-bedroom that rented for $2,500 now rents for approximately $2,000.

$2,086

AVERAGE 1-BEDROOM

Metro Vancouver one-bedroom units now average $2,086/month — down significantly from the 2023 peak across every submarket.

2,200+

UNITS CONVERTING TO RENTAL

The government bailout plan will convert 2,200+ vacant condos into rental units, adding further downward supply pressure to an already declining market.

The **double squeeze** facing condo investors is now in full effect: less rental income, higher mortgage renewal costs and more rental supply arriving simultaneously. On a mortgage renewing at current rates between 4.8% and 5.4%, the $500/month income loss eliminates the cash flow that made most Vancouver condo investments work in 2021 and 2022.

Key Takeaway: The investment math that made Vancouver condo ownership work in 2021 does not work in 2026. Any investor analysis that uses 2021 or 2022 rent assumptions is building on a foundation the data has already destroyed. Current and forward-looking rent assumptions must reflect 30 months of verified decline and the additional supply pressure from the government conversion plan.

TWO CRITICAL REALITIES EVERY METRO VANCOUVER PROPERTY OWNER MUST UNDERSTAND IN 2026

ABORIGINAL TITLE: WHAT YOU MUST ASK YOUR LAWYER

The August 2025 BC Supreme Court Cowichan ruling and the February 2026 Musqueam agreements have added complexity to the legal landscape around property ownership in Metro Vancouver. Both the federal government and Musqueam leadership have confirmed these decisions do not directly transfer or affect private property ownership. However, **legal experts have flagged that standard title insurance policies contain exclusions for Aboriginal land claims** that buyers should understand explicitly before any purchase.

> Every buyer should ask their legal counsel before any purchase: what does my title insurance cover, what does it exclude, and are there Aboriginal title considerations specific to this property? This section is for informational purposes only. It does not constitute legal advice. Always consult a qualified legal professional.

MORTGAGE RENEWAL: THE $1,000/MONTH SHOCK

1.2 million Canadian mortgages are renewing in 2026 alone. The majority signed at rates between 1.39% and 2%. Now renewing at **4.8% to 5.4%.**

On a $500,000 mortgage balance, the difference is **over $1,000 per month.**

- The renewal letter from your lender is their opening offer — not the final answer.
- Borrowers who shop their renewal and negotiate actively consistently secure meaningfully better rates.
- A mortgage broker in renewal negotiations can access products your bank will never proactively offer you.
- Begin the process **60 days before your renewal date** — not the week before.

On a typical Metro Vancouver mortgage, the savings from active negotiation over the term can be significant. Most homeowners accept the first offer they receive. That is an expensive habit in 2026.

FIRST-TIME HOME BUYER PROGRAMS IN BC FOR 2026: STACK EVERY DOLLAR AVAILABLE

The combination of available first-time buyer programs in BC in 2026 is more comprehensive than at any previous point. Buyers who access all available programs simultaneously can meaningfully reduce their upfront costs and improve their monthly cash flow.

BC PROPERTY TRANSFER TAX EXEMPTION

First-time home buyers are exempt from the full PTT on eligible properties. This alone saves thousands of dollars at closing — money that stays in your pocket rather than going to the province.

FIRST HOME SAVINGS ACCOUNT (FHSA)

$8,000/year annual contribution limit. $40,000 lifetime per individual ($80,000 for two qualifying buyers). Contributions are tax-deductible. Qualifying withdrawals are completely tax-free. One of the most powerful savings tools ever made available to Canadian first-time buyers.

HOME BUYERS' PLAN (RRSP)

Withdraw **up to $35,000 per individual** from your RRSP tax-free for a qualifying home purchase. Combined with a partner, that is $70,000 in tax-sheltered savings converted to a down payment.

30-YEAR INSURED AMORTIZATION

Extended to new construction for insured mortgages. Lower monthly payments and improved qualification amounts — particularly valuable in Metro Vancouver's price environment where every dollar of qualification room matters.

Key Takeaway: A first-time buyer in 2026 using all available programs simultaneously — FHSA, Home Buyers' Plan, PTT exemption and extended amortization — can access a combination of tax savings, down payment support and lower monthly costs that simply did not exist in previous market cycles. Know every tool before you write a single offer.

SECTION THIRTEEN

METRO VANCOUVER SUBURBS BY LIFESTYLE & VIBE: AN INSIDER'S HONEST GUIDE

An honest assessment of what each suburb actually feels like to live in, written by someone who tracks this region every single day. The right suburb is not the most expensive or the most affordable. It is the one whose daily reality matches your lifestyle, your commute tolerance and your long-term priorities.

KITSILANO & SOUTH GRANVILLE

Yoga studios, organic grocers, beach culture, European café streets and young professionals who prioritize walkability over square footage. The closest thing to a lifestyle neighbourhood that justifies every dollar of its premium. Condos $600K–$900K.

MOUNT PLEASANT & MAIN STREET

Craft beer, independent restaurants, creative professionals and buyers who want urban Vancouver energy at a meaningful West Side discount. The fastest gentrifying urban corridor in the city. Condos $550K–$750K.

BURNABY & COQUITLAM

SkyTrain convenience, Metrotown shopping, diverse dining and genuine outdoor access. Buyers who want Vancouver proximity without Vancouver prices. Port Moody adds Brewery Row and Burrard Inlet proximity — a lifestyle premium not yet fully priced in. Condos $450K–$700K.

NORTH VANCOUVER

Mountain biking, ski access, Lonsdale Quay culture and buyers who want outdoor lifestyle within twenty minutes of downtown. Supply genuinely constrained by geography. One of the most loyal buyer demographics in Metro Vancouver. Condos $550K–$750K. Detached $1.4M–$2.5M.

WHITE ROCK & SOUTH SURREY

Beachside living, retirement appeal, walkable village atmosphere and buyers who have made a deliberate lifestyle choice rather than a price-driven decision. That buyer motivation historically supports values through cycles. Condos $380K–$525K.

LANGLEY & MAPLE RIDGE

Langley: township character, emerging food scene and SkyTrain infrastructure investment on the way. Maple Ridge: mountain views, river access, acreage potential at the most affordable entry point in Greater Vancouver. Condos from $300K. Detached from $700K.

FOR BUYERS RELOCATING TO METRO VANCOUVER & THE PRESALE VS. RESALE DECISION IN 2026

RELOCATING BUYERS: THE MISTAKES THAT COST MOST

The most common mistakes buyers relocating from Alberta, Ontario, Saskatchewan and internationally make when choosing a Metro Vancouver suburb:

- Assuming proximity to Vancouver is always better value.
- Underestimating peak-hour commute times — significantly longer than Google Maps suggests at 8am.
- Buying in a neighbourhood that photographs well but does not match daily lifestyle needs once you are actually living in it.

Realistic peak-hour commute times to downtown Vancouver:
North Vancouver: 25–45 min. Burnaby: 30–50 min. Richmond: 35–55 min. Coquitlam/Port Moody: 45–65 min. Langley/Surrey: 60–90 min. Maple Ridge: 75–105 min.

A rental period of 6–12 months in your target area before purchasing is almost always the highest-value use of that transition time.

PRESALE VS. RESALE: AN HONEST 2026 COMPARISON

Zero new concrete condo tower presale launches in Q1 2026 vs. **152** in Q1 2025. Multiple developer insolvency proceedings were initiated in June and July 2026 alone. When a developer files for insolvency, a project does not automatically complete. Financing dries up. Timelines collapse. Buyers who paid deposits find themselves inside a legal process they never anticipated.

The case for resale in this market:

- Immediate possession. Physical inspection of exactly what you are buying.
- Known strata financials and building history.
- Direct negotiation with a motivated seller who needs to transact now.
- No developer financial risk.

Before any presale deposit is paid in 2026, the developer's financial standing must be independently verified through legal counsel and a knowledgeable agent. This is not optional caution. It is basic protection in the current environment.

THE MARKET IS MOVING.

THE ONLY QUESTION IS WHETHER YOU ARE MOVING WITH IT.

The market described in this guide is complex. It rewards the informed and punishes the unprepared. And the difference between those two outcomes almost always comes down to one thing: the quality of the guidance available before any decision is made.

Whether you own property and want to know what it is actually worth today. Whether you have been watching this market and want to know where the genuine value is before the window closes. Whether you are relocating and want to land in the right suburb the first time. Whether you are an investor trying to understand which pockets of this market make sense for your thesis in 2026 with real-time field intelligence. Or whether you simply want someone who will tell you the truth about what is actually happening — and what it means for you specifically.

📞 **PHONE**

778-707-1187

📧 **EMAIL**

roman@romankahlone.com

🌐 **WEBSITE**

www.romankahlone.com

📸 **INSTAGRAM**

@romankahlone

Roman Kahlone · Real Estate Advisor · EXP Realty Greater Vancouver
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