BACH REAL ESTATE GROUP · RE/MAX PROFESSIONALS

NANAIMO MARKET REPORT

# June 2026

A plain-language read on what actually happened in the Nanaimo housing market last month, and what it means if you are thinking about making a move.

> *The Nanaimo market is not slowing down on price. It is slowing down on time.*

June was a steady month. Across the VIREB area there were **782 sales**, and locally the story is a calm one. Prices are holding close to where they have been all year, but homes are taking a little longer to sell than they did a year ago. Buyers finally have room to think, and they are using it.

That single shift, more time on market rather than falling prices, explains almost everything in this month's numbers. Well-priced homes are still moving quickly and still drawing multiple offers. Homes priced above where buyers expect are the ones sitting. Here is the full picture.

## 01 Prices are holding

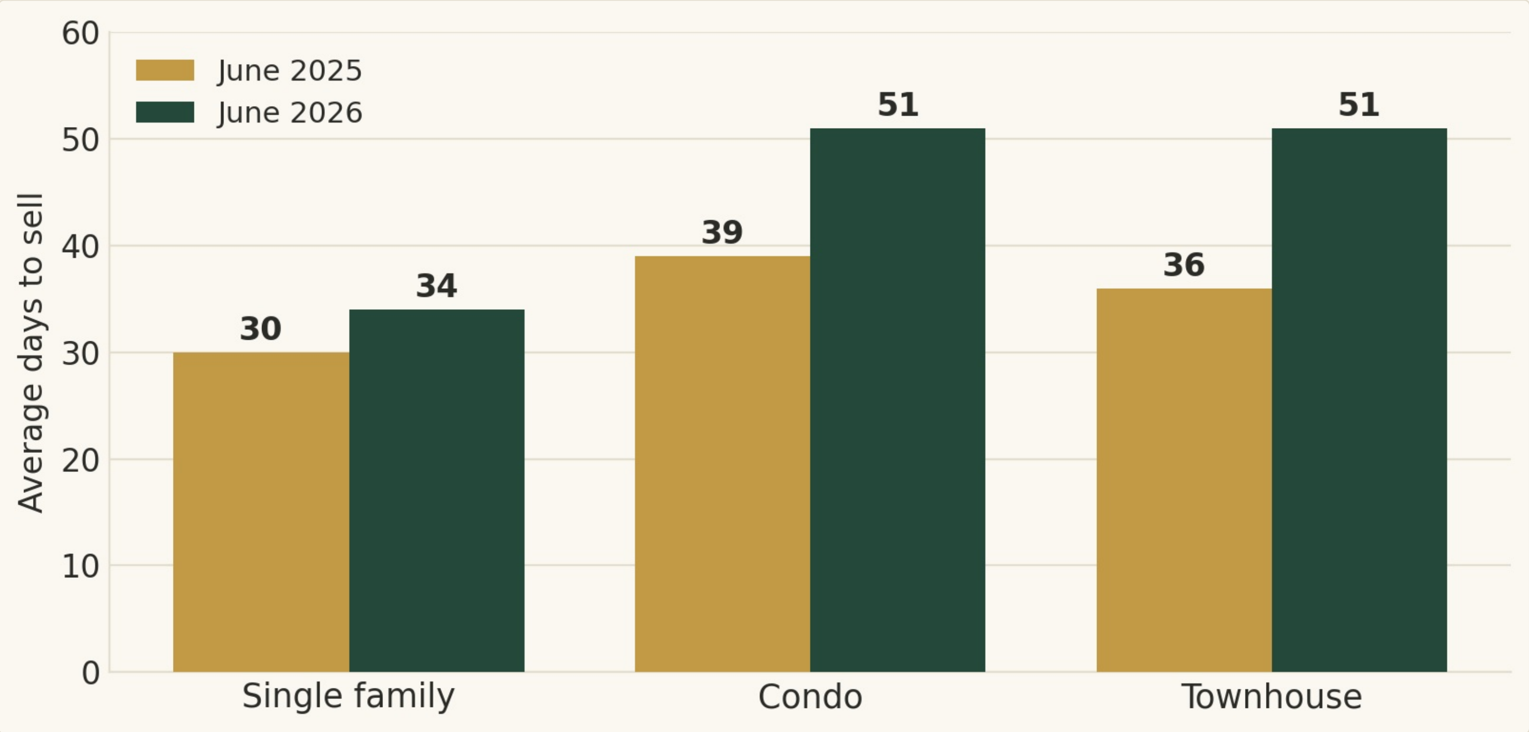
The benchmark price is the value of a typical home in the area, and it is the cleanest way to track where prices are actually going. In Nanaimo, all three types are steady.

| | Single family | Condo | Townhouse |
|---|---|---|---|
| **Benchmark price** | $816,400 | $418,400 | $525,100 |
| **Year over year** | **down ~2%** | **up 2.2%** | **flat** |
| **Homes sold in June** | 121 | 34 | 18 |
| **Average days to sell** | 34 | 51 | 51 |
| **Sold vs. asking price** | 98% | 98% | 98% |
| **Active listings** | 365 | 131 | 89 |

The single-family benchmark of **$816,400** is down about two per cent from a year ago, but that headline hides something. Six months ago it sat at $794,700, so prices have actually been climbing back through the winter and spring. This is a market that is firming, not falling.

## 02 Homes are taking longer to sell

This is the real change from a year ago, and it shows up in every property type.



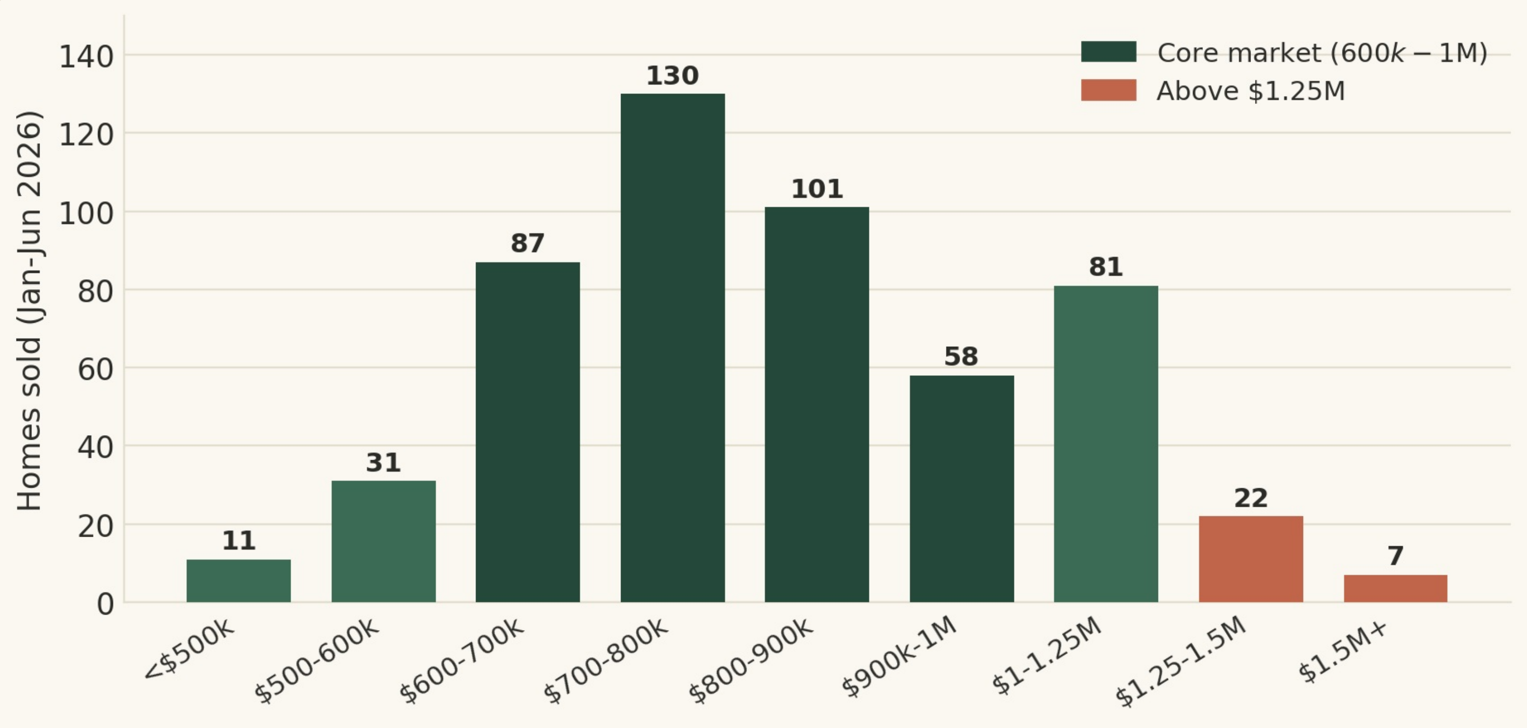

Average days to sell in Nanaimo, June 2025 compared to June 2026. Every property type is taking longer.

Single-family homes are taking **34 days** on average, up from 30 a year ago. Condos and townhouses have both stretched to 51 days. For a buyer, that is the new reality: more time to look, less pressure to rush a decision.

Here is the important part though. This is not a market drowning in unsold homes. There were **365 single-family homes** for sale in June, down from 403 a year ago. There is less to choose from, not more. Buyers are simply moving carefully, and sellers are meeting a more patient audience.

## 03 Where homes are actually selling

If you want to understand pricing in Nanaimo, look at where sales actually happen. Of every single-family home sold so far this year, about **seven in ten landed between $600,000 and $1,000,000**. That is the heart of the market.




Single-family homes sold by price band, January to June 2026. The core market sits between $600k and $1M.

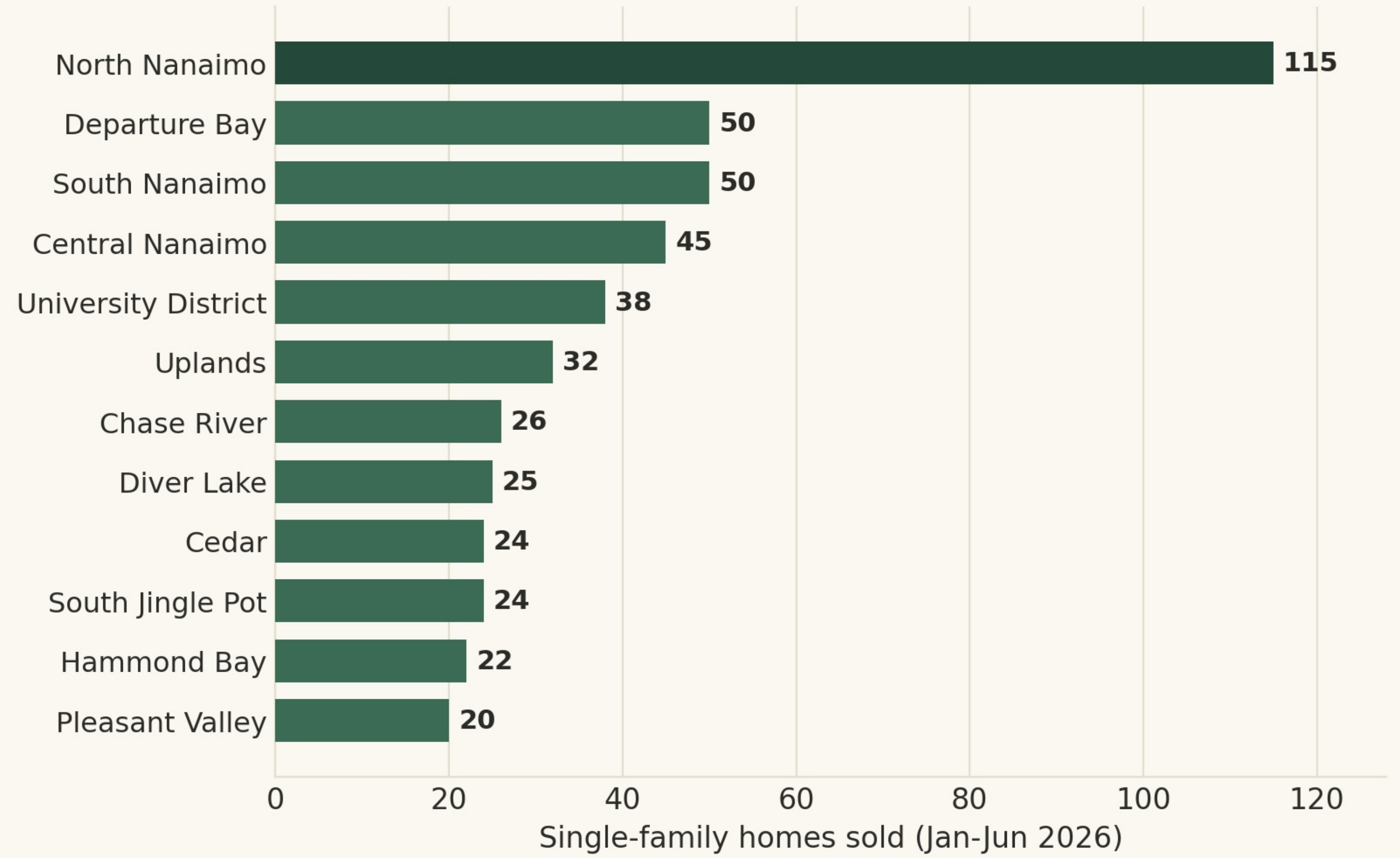
Above $1.25 million, activity thins out fast. Only about **one in twenty** single-family sales this year closed above that mark. That is not a knock on higher-end homes, it is simply where buyer demand sits right now. Price a home into the busy part of the market and it moves. Price it above where buyers are looking and it waits.

### The condo bright spot

Condos were the quiet standout in June. Sales jumped **36 per cent** compared to last year, and the benchmark price is up **2.2 per cent** year over year to $418,400. For anyone thinking about downsizing, or a first-time buyer trying to get in, there are genuinely good opportunities in this segment right now.

## 04 Where the activity is, by neighbourhood

Sales are not spread evenly across town. North Nanaimo continues to lead by a wide margin, with Departure Bay and South Nanaimo close behind.




Single-family homes sold by neighbourhood, January to June 2026. North Nanaimo leads with 115 sales.

## What this means for you

### If you are selling

- Price it to today's market, not last year's peak. Homes priced right are still selling at 98 per cent of asking, and some are still getting multiple offers.
- Overpricing is the single biggest reason a home sits. Buyers have time now, and they will wait you out.
- Presentation and the first two weeks matter more than ever, since that is when a well-priced home draws its strongest interest.

### If you are buying

- You have more room to breathe than buyers did a year ago. Fewer bidding wars, more time to make a considered decision.
- A longer time on market is useful information. A home that has been listed a while is often a stronger negotiating position for you.
- Condos in particular are worth a look right now, with steady prices and good selection.

## The bottom line

In this market the question is rarely whether a home will sell. It is how long it will take, and that comes down almost entirely to price. If you are weighing a move this year and want to know what your specific home or search looks like against these numbers, **let's talk**. We are always happy to walk through it with you, no pressure either way.

Data source: Vancouver Island Real Estate Board (VIREB) MLS® statistics, June 2026, Zone 4 - Nanaimo. Single-family figures exclude acreage and waterfront. Benchmark prices reflect the MLS® Home Price Index. Prepared by Bach Real Estate Group, RE/MAX Professionals. This report is for general information and is not a substitute for advice on a specific property. 