

SAN JUAN

Islands

REAL ESTATE TAB

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San Juan County
Real Estate Market Summary

REAL ESTATE FOR SALE:

Roulac Lane Water View Home

Condo in the Heart of Town

Water View Home on Acreage

Charming Commercial Property

~ and more ~



**COLDWELL
BANKER**

SAN JUAN ISLANDS,
INC.

February 2021

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*The Most Trusted Real Estate Broker in the
San Juan Islands - Since 1960*



Merri Ann Simonson
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◆ YOUR INFORMATION SOURCE ◆



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2020 YEAR END RESULTS

Coldwell Banker San Juan Islands, Inc.



70%

Increase Over 2019 Dollar Volume

Merri Ann Simonson and Terri Zambrovitz



53

Buyer & Seller Transactions



43

Home Sales



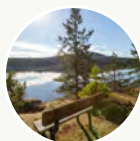
10

Land Sales



10

Properties <\$1M



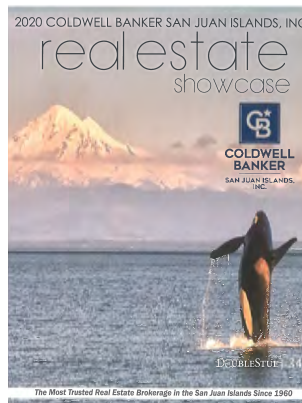
For Real Estate transactions in the San Juan Island's there is no way I would use anyone but Merri Ann and Terri. They are knowledgeable, patient, intelligent and completely competent.

Cal Buchloz



90+  **Zillow**
5 - STAR REVIEWS

REAL ESTATE Showcase 2021



Coldwell Banker San Juan Islands is processing our showcase catalog of property listings for 2021. Each year we publish approximately **15,000** copies and distribute free handout at local businesses, our Roche Harbor and Friday Harbor offices as well as on the Washington State Ferry system. We also provide an electronic page flip version to send by email to prospective buyers working with agents in our office.

This publication is one of the best tools due to its wide print and technologically advanced distributions.

As full time REALTOR's on San Juan Island, we strive to provide exceptional service to our sellers with a professional detailed market analysis of your property, professional photography with drone, quality and wide range of advertising, monthly written reports of market activity recapping; showings, competition and changes in market trends.

At the present time, our market is very active with very few properties available. We are experiencing a strong sellers market, with many properties seeing multiple offers.

Our deadline for inclusion in the showcase catalog is
March 31, 2021

The catalog will be not be released until May. This allows you to be included in the showcase but have time to get your property ready for sale with marketing delayed until mid April.

If you are considering selling and would like our opinion of value for your property, we would appreciate the opportunity to assist you.

Please contact us at **(360) 317-8668** or email us at **simonson@sanjuanislands.com**

See our listings & much more at **www.sanjuanislandslifestyle.com**



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SAN JUAN COUNTY REAL ESTATE MARKET SUMMARY

Holy cow, what a year! In reviewing the year-end results for 2020, the sales dollar volume for the real estate market in San Juan County per the Northwest Multiple Listing Service was \$466,709,745 which reflects a substantial increase in volume of 55% as compared to 2019 when the volume was \$299,854,773. The County closed an average of 55 transactions per month which is a 48% increase over last year.

VOLUME COMPARISON

SAN JUAN COUNTY							
2020		2019		2018		2017	
No.	Volume	No.	Volume	No.	Volume	No.	Volume
666	\$466,709,745	444	\$299,854,773	544	\$306,903,509	593	\$300,622,909

SAN JUAN ISLAND							
No.	Volume	No.	Volume	No.	Volume	No.	Volume
297	\$217,576,869	194	\$139,593,052	234	\$132,285,740	293	\$147,981,053

Total volume on San Juan Island in 2020 was \$217,576,869 as compared to \$139,593,052 in 2019. The increase 56% in volume with an increase of 53% in transaction number. The average number of transactions per month was 25.

Coldwell Banker San Juan Islands Inc. had an extraordinary increase of 70%.

Once lodging was allowed in April, buyers that lived within driving distance flocked to the Islands to purchase a second home/safe haven property. COVID, low interest rates, and the ability to work from home all fueled the migration.

We had fewer number of transactions but increases in volume which equates to more high-end sales occurring. The following charts not include commercial or multifamily closed sales.

SAN JUAN COUNTY CLOSING RECAP

Property Type	\$0 - \$400,000	\$401,000 - \$600,000	\$601,000 - \$800	\$801,000 - \$1M	\$1M+ to \$2.5M	Above \$2.5M	TOTAL
Land	178	27	9	3	2	2	221
Homes	80	101	89	50	96	19	435

SAN JUAN ISLAND CLOSING RECAP

Property Type	\$0 - \$400,000	\$401,000 - \$600,000	\$601,000 - \$800	\$801,000 - \$1M	\$1M+ to \$2.5M	Above \$2.5M	TOTAL
Land	66	11	3	3	0	0	83
Homes	37	47	40	24	50	9	207

In reviewing the sales over \$1m each, San Juan County closed a total of 115 and San Juan Island closed a total of 59 transactions. This was the most active segment of our market for both areas. Typically, the newcomer to the island prefers water view or waterfront and is mostly buying in the price range of \$1m to \$2m. They are seeking a second or retirement home.

The buyers that I represented in this category and the agents that I spoke with, that also had clients in this price range mostly stated that the buyers were moving funds from the stock market into real estate and/or processing an IRS 1031 from other real estate that was located in a less desirable location. Most were cash buyers with the purpose of the purchase for another home in addition to their primary residence in a safer location. Many wanted home offices as they planned to work remote and an ADU for their family. The few that used financing, did so as the rates are just too attractive to miss the opportunity.

Another active segment of our market is land sales. In 2020, both San Juan County and San Juan Island had increases in the number of land sales. The increase in transactions for the County was 74% and San Juan Island had an increase of 80%. This strong uptick is a reflection of the low housing inventory and minimal selection for buyers. Now buyers are willing to build custom since the existing housing prices have increased to a level that they are much closer to new construction prices.

To continue reading
SAN JUAN COUNTY REAL ESTATE MARKET SUMMARY
 please visit my site: www.sanjuanislandslifestyle.com/blog



ROULAC LANE WATER VIEW HOME - \$1,550,000 - MLS #1710963

REDUCED



DREAM ESTATE WITH BREATHTAKING VIEWS - \$2,700,000 - MLS #1563904



FLY HOME TO ROCHE HARBOR SKYWAYS - \$970,000 - MLS #1694392



CONDO IN THE HEART OF TOWN - \$399,000 - MLS #1621024



BROWN ISLAND WATERFRONT LOT - \$418,000 - MLS #1428542



ROCHE HARBOR INVESTMENT PROPERTY - \$399,000 - MLS #1672877



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*Receptionist
Front Desk Manager*



Monica Bennett
*Graphic Designer
Transaction Manager*



Michele Mayer
*Designated Managing
Broker*



Tim Gambrell
Managing Broker



Steve Buck
Owner

This hardworking group of brokers out-performed even the highest expectations for 2020! Closing more sales than any other brokerage in San Juan County with 274 sales for the year! Congratulations to you all!

If you have questions about selling or buying locally, or anywhere else in the world, be sure to call one of these well qualified brokers. Also, if you are considering selling, please contact us for a free estimate of the value of your property. You won't be disappointed!



NEW WATERFRONT HOME WITH DOCK

2,774± sf, 3 bed/3.5 bath, in-floor radiant heat, electric blinds, fiber optic, oversized 2-car garage, enough clearing to create good solar exposure for gardens, and a top-notch shared deep-water protected dock with a 40 ft float. 2.4± acres. **#1587145**

\$2,395,000

\$895,000



WATER VIEW LOT

Over 1.1 acres of southwest facing lawn with installed septic, utilities, driveway, and existing old foundation, plus 4.75 acres of common area that includes a pond, a tennis court, and approximately 1600 feet of shoreline. Near Roche Harbor. **#1537100**

\$929,000 / REDUCED



WATER VIEW HOME ON ACREAGE

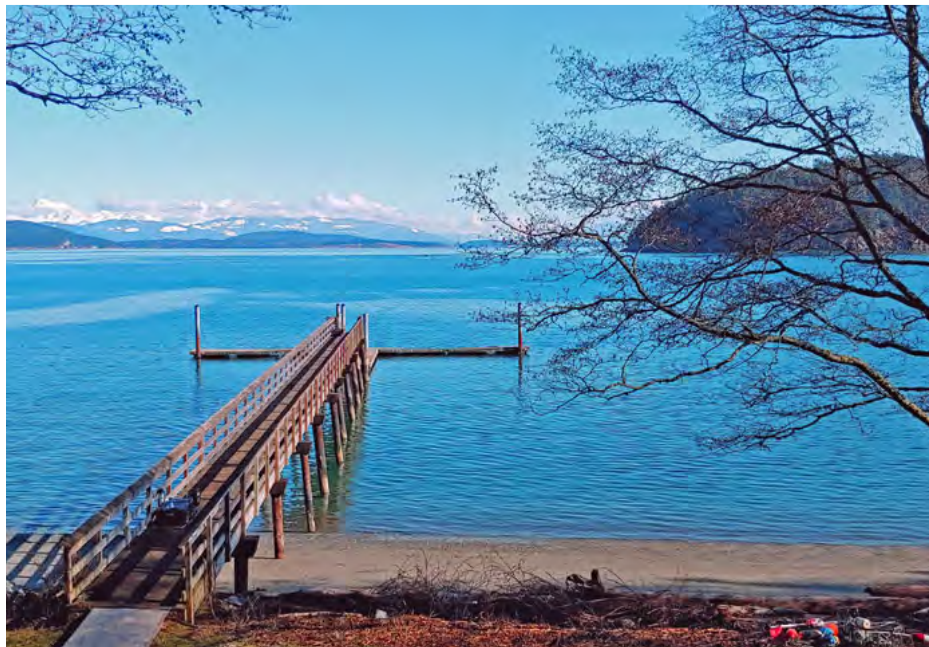
3779±sf, 3 bed/2 bath, southwest-facing home with large decks, outstanding views, raised bed gardens, fruit trees, a yurt, and magnificent oak trees and old growth evergreens, on 9.9± acres. **#1569040**

\$995,000



HOME NEAR TOWN

Updated home with 3291± sf, 3 bed/3 bath, little view of Griffin Bay, privacy fencing, grass yard, landscaping, fruit trees, and a deer fenced garden on a sunny 0.59± acre lot. Being sold turn-key with a vacation rental permit. **#1618262**



WATERFRONT & DOCK DECATUR ISLAND

79± acres, 2000'± wf, beach, protected bay, private deep-water T dock with 90' float, 10 buildable lots, installed water system, power & telephone to each lot, metal building, short boat ride from Anacortes. **#262118**

\$3,950,000

\$365,000 / PENDING

WEST SIDE WATERFRONT LOT

100'± high bank waterfront with outstanding views & whale watching, survey, community water, 4-bedroom septic design, and end of road privacy. Fiber optic available. **#1429181**



\$352,000 / PENDING

WATERFRONT ACREAGE DECATUR ISLAND

3± acres, 280'± of high bank beachfront, southeast exposure, power, telephone, road to the property line, and a well will be provided. Island amenities: public roads, airstrip, and commercial passenger vessels. **#448234**





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Managing Broker

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to view more of my listings, please visit:
www.BuySanJuanRealEstate.com

SOLD



NW CONTEMPORARY CLOSE TO TOWN

Nice NW Contemporary 3 bd, 2 bath home on beautiful corner lot. Partly fenced with water feature, dry creek, towering trees, garden shed and various plantings throughout property. Walking distance to town and ferry.

\$485,000 **MLS #1658666**

NEW LISTING



ISLAND FARM

Newly updated farmhouse style 3 bedroom, 3 bath home on over 5.5 acres. Sunny pastures, fenced for livestock, with 5 stall shed roof barn. Acid washed floors, wood stove, room to run! Community water, plus private well. Space for orchard or large garden. Common area pond/park area. Shown by appt.

\$649,000 **MLS #1723467**



CHARMING COMMERCIAL PROPERTY

Step back in time to this charming and lovingly restored Victorian home in town, currently used as a commercial rental with 4 units and room to expand to 8! Walking distance to town, shops, and ferry. 3 studios w/kitchens, one large private bedroom, 4 baths. Attached garage.

\$989,000 **MLS #1675846**



5 ACRES OF OLD GROWTH

Towering old growth doug fir and madrona forest grace the property in a mix of rocky knolls. 5 acres. Natural building site with drive partly roughed in. Water power phone available in this new development of 80 acres total.

\$267,000 **MLS #1380666**

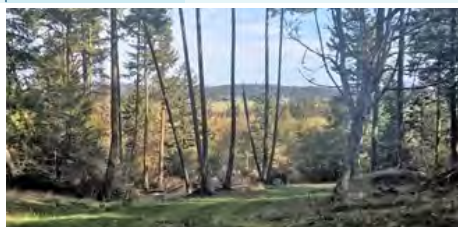


SOLD

DELIGHTFUL FOREST ACREAGE

Beautiful forest setting with fir, oak, and madrona gracing the property. 5 acres. Water power phone available in this new development of 80 acres total. Adjacent lots available.

\$172,700 **MLS #1381624**



ACREAGE WITH VIEWS

Lovely forest setting with fir, oak and madrona. 5 acres. Nice views of San Juan Valley, Zylstra Lake. End of road location and borders Land Bank. Driveway roughed in. Water power phone available in this new development of 80 acres.

\$277,000 **MLS #1381571**



WEST FACING PARCEL

West facing with potential view. Fir, oak, and madrona gracing the property amongst rocky outcroppings. 4.15 acres. Road in. Water power phone available in this new development of 80 acres total. Adjacent lots available.

\$187,000 **MLS #1381651**

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It's that time of the year ... **2021 Showcase**



2020 COLDWELL BANKER SAN JUAN ISLANDS, INC.

realestate showcase

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DOUBLESTUE | 34

The Most Trusted Real Estate Brokerage in the San Juan Islands Since 1960

Coldwell Banker San Juan Islands, Inc. is processing our annual showcase publication of listings for year 2021. We print approximately **15,000** copies that are then distributed as a free hand-out that can be found at:

- ✓ Local Businesses
- ✓ Coldwell Banker San Juan Islands, Inc. **Roche Harbor** Office
- ✓ Coldwell Banker San Juan Islands, Inc. **Friday Harbor** Office
- ✓ Washington State Ferries

In addition, our real estate brokers email a digital page-flip version to more than **3,000** prospective buyers.

This publication is one of the best tools to offer a seller due to its large distribution digitally as well as in print.

Please Contact Your Favorite **Coldwell Banker San Juan Islands, Inc.** Broker today!
(360) 378 - 2101

COLDWELL BANKER SAN JUAN ISLANDS, INC.
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deadline **March 31, 2021**

www.SanJuanIslands.com

The deadline for inclusion in the showcase publication is:
Our publication will be in print and ready for buyers in May of 2021



**COLDWELL
BANKER**

**SAN JUAN ISLANDS,
INC.**

Monica Bennett
PHOTOGRAPHY