

# SAN JUAN ISLANDS

REAL ESTATE TAB | FEBRUARY 2025



**COLDWELL BANKER**

**SAN JUAN  
ISLANDS, INC.**

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Farm-Style House on +/- 6.7 Acres  
12 Deer Fenced Acres with Custom Log Home  
~ and more ~

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



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YOUR INFORMATION SOURCE



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## SAN JUAN COUNTY REAL ESTATE MARKET SUMMARY

The downward trend continued in 2024 for our real estate market relating to dollar volume and number of transactions. However, even though the volume and transaction numbers were down, the days on market and percentage of sales price to list price were very similar to 2023.

Transaction Recap Report		
Time Frame	Number of Transactions	\$ Volume
<b>San Juan County</b>		
2024	306	\$286,818,396
2023	325	\$343,832,549
2022	375	\$380,610,087
2021	663	\$567,862,152
<b>San Juan Island</b>		
2024	135	\$128,434,030
2023	156	\$150,699,250
2022	170	\$172,672,335
2021	319	\$241,242,793

In reviewing the year-end results for 2024, the sales dollar volume for the real estate market in San Juan County, per the Northwest Multiple Listing Service, was \$286,818,396, which reflects a decrease in dollar volume of 17% as compared to 2023 when the dollar volume was \$343,832,549. Unfortunately, the 17% decrease in volume is more than the 10% decrease we experienced in 2023. The County closed 306 transactions, which is a 6% decrease from 2023. The average number of transactions per month was 25 compared to 27 last year.

The total dollar volume on San Juan Island in 2024 was \$128,434,030, compared to \$150,699,250 in 2023. The decrease was 15%, which was very similar to the decrease in 2023. The average number of transactions per month was 11, which is a decrease of 13%.

The year 2024 was a rough one for many prospective buyers and sellers. Most individuals were distracted by the political environment, the cost of living, and the high level of interest rates. Definitely not focused on buying and selling real estate in San Juan County.

Having said that, Orcas had a very good year. They enjoyed a 6% increase in dollar volume and a 15% increase

in the number of transactions. They were their own micro-economy in 2024 and the leader of the pack as far as turning the corner in the County's real estate market. Unfortunately, Lopez had the highest percentages of decrease, with a 45% reduction in dollar volume and a 33% reduction in the number of transactions when comparing 2023 to 2024.

The current inventory level is brutal for all property types, but we assume that it will increase by Spring as it has done in past years. Sellers typically remove their properties from active marketing during the holidays as they want to give the listing a break, and they may want to entertain regularly, which is difficult while the property is on the market as your home must remain show ready. Most will consider listing again in the Spring after they can process the Winter clean up, so their curb appeal is high. Many hope to close during the Summer of 2025, and listing by Spring gives them that edge as the average days on the market plus the number of days to process the transaction equates to a Summer closing.

In the expected market conditions for 2025, buyers will be granted time during their transaction to process their financing, home inspection, feasibility study, and even close a home that they have sold somewhere else. The typical transaction time is 45 days if financing is involved and 30 days if not. Most sellers will not accept an offer contingent upon a home sale elsewhere unless we are in the shoulder seasons of our market, such as Fall and Winter.

### Highlights of our market:

- The median home, condominium and manufactured home price for a 12-month period ending December 2024 for San Juan Island was \$842,000 which is a 3.3% increase from 2023 when it was \$815,000. The median home price for the same period for the County was \$850,000 which is a 3.5% decrease from 2023 when it was \$880,000. The median is a typical market price where half of the homes sold for more and half sold for less. Median price is not an appreciation/depreciation calculation but merely a trend. It lags the market in general plus we use a 12-month period for analysis due to the size of our market. It is unusual for the median home price on San Juan Island to continue on an upward trend when the dollar volume, number of transaction and inventory levels are all on a downward trend. As the County is now showing a decrease in the median price, the San Juan Island's median home price...

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**San Juan County Real Estate Market Summary**  
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[www.sanjuanislandslifestyle.com/blog](http://www.sanjuanislandslifestyle.com/blog)



Coldwell Banker San Juan Islands, Inc. was the top producing agency on San Juan Island with 46.8% market-share and 23% in the County. We are proud to be the top producing team at Coldwell Banker San Juan Islands, Inc. As with most brokers and brokerages, we personally experienced lower sales volume and number of transactions, however, our average price per transaction was higher than in past years at \$1.5m. Clearly, our Team and Coldwell Banker SJI are your best choice.

### 120+ Zillow 5-Star Reviews

Merri Ann Simonson and Terri Zambrovitz were wonderful to work with. They did an amazing job listing and selling our property. Their extensive knowledge and professionalism really stood out. They responded to our questions promptly and offered sound advice. They kept track of every detail along the way. Our house sold quickly, and it was a very easy process for us. We would recommend Merri Ann and Terri to anyone looking to buy or sell property in the islands. They were a pleasure to work with!



## Showcase 2025

Coldwell Banker San Juan Islands, Inc. will be preparing our Showcase catalog of property listings for 2025 in the coming months. Each year we print approximately 15,000 copies and distribute them as a free handout at local businesses, Roche Harbor Resort and our Coldwell Banker Friday Harbor office 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 available due to its wide print and technologically advanced distributions.

**Our deadline for inclusion in the showcase catalog is**  
**March 31, 2025**

If you are considering selling your property in 2025 and would like an 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](mailto:simonson@sanjuanislands.com).

View our website at  
[www.SanJuanIslandsLifestyle.com](http://www.SanJuanIslandsLifestyle.com)



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**REDUCED**



**Listed for \$640,000 | Listing ID 2312216**

Cute house in town with 1288 sf, 3 bedrooms, 2 full baths, vaulted ceiling, propane fireplace, attached garage conversion of 448 sf in progress, beautiful landscaping front and back, large backyard, corner lot.



**Listed for \$1,295,000 | Listing ID 2310412**

Farm-style house with 3 bdrms, 3 baths, remodeled kitchen & primary bath, huge attic storage, wrap-around porch, +/- 6.7 open & sunny acres, fenced garden, fruit trees, pond, & a remodeled guest house.



**Listed for \$2,495,000 | Listing ID 2160102**

12 deer-fenced acres with custom 3080 sf log home, 675 sf log guest house with vacation rental permit, 600 sf studio with bath, 140 sf studio, 550 sf detached garage, 3200 sf shop, 2-acre lake, orchard, & garden.



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