

# SAN JUAN ISLANDS

REAL ESTATE TAB | MARCH 2026



COLDWELL BANKER

SAN JUAN  
ISLANDS, INC.

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~ and more ~

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## ARE YOU CONSIDERING SELLING YOUR PROPERTY?

Thinking about selling your property? You may want to consider researching, collecting and completing the items detailed below.

This is not a check list for planting flowers on your porch and painting your front door, you can go to the internet for that information. **This list is to prepare sellers in San Juan County for marketing their property.** The issues below are for regulatory compliance and contract performance. Attention to these issues will prove beneficial and would be worth the effort during the marketing and transaction management of your property sale.

As your agent, I will assist with the process of gathering and help you arrange for the various services and inspections. That is what good agents do.

This list will not apply to all properties, and it is not meant to be all encompassing. The topics are in alphabetical order for your convenience.

### Single Family Residence

#### “As Is” Sale

Washington is a due diligence state with the buyer able to process the suitability of the property with no risk to their deposit if their contract has contingencies. Some property owners believe by writing in “as is” on the contract that they are excused from making repairs and/or disclosing information about the property and buyer recourse. The statement indicates to the buyer that the seller has no intention of making repairs, but if written in the contract, the buyer may still obtain a home or other inspection reports as they deem necessary. Disclosure and recourse are requirements and rights granted by law.

#### Appraisal

In rural markets such as ours, it can be difficult to provide an opinion of value with a narrow-recommended price range and an upfront appraisal may be an option, although I don't recommend one. The report cost range will be \$1000-\$1200 and the timing is 2-4 weeks. Unfortunately, the report cannot be used by the buyer if a lender is involved. The lenders have their approved appraiser's list and must be the party that orders the report. Further, due to licensing regulations, appraisers are only able to utilize closed sales as comparable. Agents are able to use pending sales and current inventory to process their opinion, which takes market trends into consideration.

#### Buyer Feasibility

It is not uncommon for the buyers to contract for a feasibility contingency that runs concurrent with the home inspection contingency. The home inspection contingency addresses the condition of the existing structures

on the property, and the feasibility study addresses the “what ifs”. It may be used by the buyer to confirm the cost of a remodel, to research what the home may rent for or the likelihood of obtaining a Vacation Rental By Owner (VRBO) permit and other similar items.

Some buyers are also processing soil stability and environmental studies which include mold and air quality within the buildings, at their expense. Bottom line, the feasibility contingency ensures that the property is suitable and inspection results are acceptable to buyers, at their sole discretion. As a seller, you want the buyer to have the opportunity to process their due diligence and not rely on statements made by you or the agents.

#### Carbon Monoxide Monitors

Per national regulations, all homes must have CO monitors, and this language is contained in all purchase and sale agreements. The monitors can be purchased locally at ACE Hardware or Browne's Home Center. The cost range is \$60-\$75 and the plug-in variety will suffice. The regulation directs you to comply with the instructions on each monitor as to installation. Basically, one CO monitor outside or near each bedroom and on each floor.

#### Competitive Market Analysis

To aid in your pricing decision, your agent will prepare a competitive market analysis. This document will compare your property to similar sold, pending and active properties. Ultimately, the pricing decision is yours; you may want to consider how long you want your property on the market when determining the price. Part of this decision is to price against “sold” comparable properties or to price against the “current inventory”. Lately, we have been pricing our new listings against current inventory and recommend that, unless the market trends change.

#### Communication

If you are a highly involved seller and want to proof your ad copy, assist in the photograph arrangements and/or just control the process, then it is imperative that you let your agent know this up front. Each seller is different and communicating your preferences will suit you best...

To continue reading  
**Are You Considering Selling Your Property?**

please visit our website:

[www.sanjuanislandslifestyle.com/blog](http://www.sanjuanislandslifestyle.com/blog)

### NEW LISTING



STRIKING CONTEMPORARY WATERFRONT RETREAT ON PEAR POINT  
\$5,700,000 - LISTING ID 2477851



### NEW LISTING



HANGAR LOT AT ROCHE HARBOR SKYWAYS  
\$1,050,000 - LISTING ID 2485601

### NEW LISTING



EXCELLENT ROCHE HARBOR AREA LOCATION  
\$945,000 - LISTING ID 2487607



HOME ON ACREAGE  
\$1,200,000 - LISTING ID 2442781



FALSE BAY WATERFRONT HOME  
\$3,300,000 - LISTING ID 2346774



### NEW LISTING



WATER VIEW CONDOMINIUM  
\$1,444,000 - LISTING ID 2479947



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**Listed for \$249,000 • Listing ID 2458690**

Affordable home at The Oaks offers a warm, cozy & welcoming feel with 3 bedrooms & 2 baths. Enjoy a comfortable room off the kitchen & living room, with open kitchen & dining area. Updated front & back decks.



**Listed for \$435,000 • Listing ID 2387732**

This stunning 5+/- acres offers a front-row seat to nature's finest performance - panoramic valley views paired with the majestic snow-capped presence of Mt. Baker. Includes power & metered water to the lot line.



**Listed for \$725,000 • Listing ID 2449272**

Tucked into a forested paradise on 4.6+/- private acres, this 2 bdrm/2.5 bath home w/ 1 bdrm/1bath guest space brims with character & charm. The unique home has a prep kitchen, an outdoor kitchen, & studio.



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