

SAN JUAN ISLANDS

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SAN JUAN COUNTY REAL ESTATE MARKET SUMMARY

The first quarter results for San Juan County reflects a very good increase in dollar volume and a slight decrease in number of transactions. The increase in volume is mostly attributed to Orcas Island as San Juan Island reflects a slight decrease in closings volume and number of transactions. The year-ending 2025 enjoyed gains for both the County and San Juan Island. The San Juan Island decrease wasn't unexpected as numerous events nationally may have given buyers a pause and reason to hold off. The first quarter results are always volatile and do not necessarily set the trend for the year. However, this first quarter in real estate was extremely volatile; then you add in the normal events that have an impact, such as weather conditions for travel, buyers waiting for their tax return, and low inventory which affects buyer selection, it was a negative environment for property sales on San Juan Island. The activity level on Orcas was a surprise. Of the 26 transactions on Orcas for all types of property, 15 were in excess of \$1M each and one of those was \$23m.

various origination platforms has increased (Zillow, REALTOR.com, Homes.com, and Coldwell Banker SJI and Corporate). The number of showings on our Team's listings during March had a sharp increase over February. Per the NWMLS, the showings that were registered with Showing Time statewide reflected a 19% increase and the lockboxes that were accessed by agents reflected a 24.5% increase in March as compared to February 2026.

The inventory level has built up over the winter, and we launched into the spring with a good selection for buyers that continues to increase. This is a good starting position for the local market.

The higher level of inventory will attract more buyers back into our local market due to the increase in selection. Having a 6-month supply of inventory is considered a balanced market between buyers and sellers. It is a fine line, we need more inventory to encourage buyers to return to our market but if it builds up too fast, the supply and demand will not be balanced. We remain in a buyer's market at this time.

Buyers need to feel secure when making a large buying decision whether it be a primary residence, second home, future retirement or a rental property. The rising global uncertainty and national events in the first quarter did not offer any security to prospective buyers. However, it is expected that the FED will lower the interest rates after the turnover in the Chair position in May.

Our inventory on April 1, 2026, is a total of 216 for San Juan County with 93 of the total on San Juan Island. These totals reflect similar levels to the same period in 2025; however, they reflect a 23% increase for San Juan County and 22% increase for San Juan Island over the numbers reported February 28, 2026. The inventory dropped considerably after the first of the year, primarily due to sellers pulling their properties off the market to rest the marketing for the winter with plans to return in spring, which is very typical in our market. Since February 2026, the number of listings has been on the increase with many properties that were not on the market in 2025.

The number of pending transactions as compared to 2025 is down slightly; however, the number has been on the rise since January 2026. As of April 1, San Juan County has 24 pending transactions, 13 of which are on San Juan Island...

Volume Recap Report			
Year	1st Quarter Dollar Volume	1st Quarter Transactions	Percentage of Change
San Juan County			
2026	\$72,962,773	50	74% Increase Vol /
2025	\$41,959,820	53	6% Decrease No.
San Juan Island			
2026	\$16,084,000	19	11.5% Increase Vol /
2025	\$18,183,320	23	17.4% Decrease No.

Historically, the summer has always been the most active time of year in our market. Statewide, 13 counties showed decreases in their numbers in the first quarter.

Per the NWMLS, the dollar volume in San Juan County was \$72,962,773 with a total of 50 transactions. The numbers reflect a 74% increase in dollar volume and a 6% decrease in the number of transactions as compared to the first quarter in 2025. As mentioned above, Orcas did all the heavy lifting towards the County numbers.

For San Juan Island, the dollar volume was \$16,084,000 with a total of 19 transactions. This is an 11.5% decrease in the dollar volume and a 17.4% decrease in the number of transactions.

There are positive signs in our local market that are encouraging. The number of buyer leads from the

To continue reading
San Juan County Real Estate Market Summary

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NEW LISTING



HOME WITH DOCK ON BROWN ISLAND
\$2,100,000 - LISTING ID 2483494



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

REDUCED



WESTCOTT BAY HOME
\$945,000 - LISTING ID 2481847

NEW LISTING



HOUSE AND HANGAR LOT
\$375,000 - LISTING ID 2495071

REDUCED



WATER VIEW HOME
\$1,000,000 - LISTING ID 2442781



IN TOWN WATERFRONT CONDOMINIUM
\$1,040,000 - LISTING ID 2486373

REDUCED



WATERFRONT HOME ON PEAR POINT
\$5,400,000 - LISTING ID 2477851



WATERFRONT PENTHOUSE CONDOMINIUM
\$1,220,000 - LISTING ID 2480726



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Listed for \$1,599,000 • Listing ID 2509064

Custom 1984 Northwest Contemporary waterfront home offers breathtaking views and direct access to your own private pocket beach. 2 bedrooms, 2 baths, and 1,985 sq ft of thoughtfully designed living space.



Listed for \$1,075,000 • Listing ID 2505360

Perfect blend of comfort, privacy, and partial views of the Straits, sun-washed valleys, and glowing sunrises. Main-level 3-bed, 3-bath layout and updated kitchen. Lower level has bed, bath, and large great room.



Listed for \$549,000 • Listing ID 2497114

Front row seat from this West Side waterfront parcel! Located in a fabulous neighborhood, a paved road leads to this parcel, nestled on the shore of Haro Strait. Incredible views. Build your oceanfront dream home!



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