SAN JUAN ISLANDS

REAL ESTATE TAB | NOVEMBER 2025

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REAL ESTATE FOR SALE:

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Water View Parcel with Approved Septic Design
~ and more ~

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SAN JUAN ISLAND AND COUNTY REAL ESTATE MARKET SUMMARY

The third quarter results for San Juan Island and San Juan County are reflecting a market in transition in both volume and transaction numbers. Per the NWMLS, the dollar volume year-to-date on San Juan Island was $123,100,070 with a total of 116 transactions. This reflects a 31% increase in the dollar volume and a 17% increase in the number of transactions. This is far better than last year in the same period when I reported a 21% decrease in dollar volume and 22% decrease in number of transactions.

For San Juan County, the total dollar volume was $263,924,570 with a total of 250 transactions. The County's increases were 24% in dollar volume and 14% in number of transactions.

Transaction Recap Report		
Time Frame	Number of Transactions	$ Volume
San Juan Island		
January - September 2025	116	$123,100,070
January - September 2024	98	$92,982,280
January - September 2023	125	$117,630,750
January - September 2022	137	$135,602,214
January - September 2021	256	$183,743,962
San Juan County		
January - September 2025	250	$263,924,570
January - September 2024	217	$206,075,546
January - September 2023	248	$251,538,375
January - September 2022	306	$300,172,413
January - September 2021	521	$421,424,079

We are still struggling with the market correction, high interest rates and the uncertainty of the political environment; however, buyers are more confident that real estate remains one of the best investments. Therefore, buying a property in the San Juans is a more visible goal for some of the buyers.

With inflation being more stable, the speculation is interest rates will start to trend downward, which will open the market for buyers who had stepped back earlier this year. If they start to re-engage, it will create new momentum in the market.

There is merit to mentioning that within the last year, the turn-around in our market is taking shape. This is the second quarter of positive increases versus decreases. Having said that, two quarters do not make a market but do hint of welcome trend.

Our market needs a more balanced environment, and lower interest rates will assist in this arena.

Based on the number of months it will take for the inventory to be absorbed; we have been in a buyer's market in the last quarter and some of our sellers have had to deeply negotiate to attract a buyer and close on a sale. Perhaps some started too optimistically with their pricing and had to discount down to reality, but some were spot on with their pricing.

Either way, the result was some buyers were able to negotiate great buys in our market during the last quarter. I typically do not review data for quarter-to-quarter as our market is too small and there are not enough closings to consider, but I needed to confirm what I felt was going on. For the period of January through June 2025 on San Juan Island for homes, our sellers negotiated on average 2.9% off their list price at the time of sale and 6.9% off their original list price.

During the period of July through September 2025, sellers negotiated on homes an average 7% off list price and 12.5% off their original list price. The discounts during the last quarter were deep but the number of transactions involved was less, which may have an impact, and this is a short snap shot into the market. Regardless, we were in summer, our peak season when the largest number of buyers were present. Perhaps these discounts in the last quarter were part of the correction needed to balance the market. These recent sales will be used by agents as comparable sales for the pricing of their future listings.

I look forward to lower interest rates as they will widen the buyer pool and create more competition to absorb the inventory which will level the playing field between buyers and sellers somewhat...

To continue reading
San Juan Island and San Juan County Real Estate Market Summary
please visit our website:
www.sanjuanislandslifestyle.com/blog

EAST SIDE WATERFRONT HOME
$1,550,000 - LISTING ID 2344389

WEST SIDE WATERFRONT HOME
$3,225,000 - LISTING ID 2344313

IN TOWN WATER VIEW CONDO
$1,475,000 - LISTING ID 2334078

FALSE BAY WATERFRONT HOME
$3,300,000 - LISTING ID 2346749

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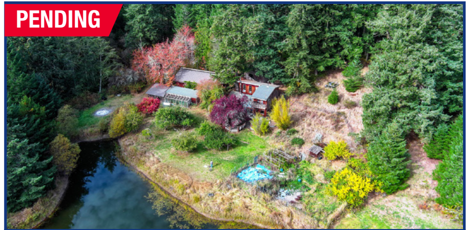
Office: (360) 378-2101 · Toll Free: (800) 451-9054

Listed for $634,500 · Listing ID 2400376

Delightful, sunny, & private acreage near town offers so much! Gently terraced and over 5 acres, with mix of trees & pasture. Tidy 3 bedroom 2 bath manufactured home & site for 2nd home cleared. Lots of possibilities!



Listed for $499,900 · Listing ID 2444372

Pretty, private, & full of potential. This gorgeous south-facing 7 acre parcel offers a rare combo of natural beauty & privacy. The land features a peaceful pond, mature fruit trees, & 1750 SF fixer plus barn/shop.

Listed for $789,000 · 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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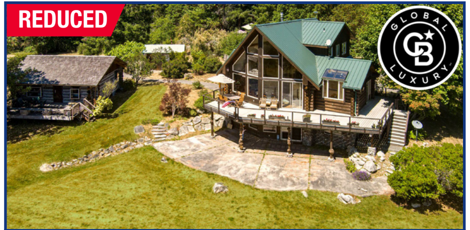
Listed for $14,950,000 · Listing ID 2255472
Waterfront overlooking Haro Strait & Olympic Mtns; 5788 sf custom home, 1165 sf guest cottage, two 3-bay garages, 4-bay service garage, D-Sal water system,3.2 acres and 368 ft of shoreline. Turn-key!



Listed for $2,395,000 · Listing ID 2160102
12 deer-fenced acres with a 3080 sf home, 675 sf log guesthouse with vacation rental permit, 600 sf studio, 140 sf studio, 550 sf detached garage, 3200 sf multipurpose shop, solar panels, garden, and a 2-acre lake.

Listed for $539,000 · Listing ID 2369841
Water view parcel (.89 acre) with power, community water, and an approved 3-bedroom septic design. Fiber is available. Includes a Geotech report. Located between Friday Harbor and Roche Harbor for easy access.

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