SAN JUAN ISLANDS

REAL ESTATE TAB | NOVEMBER 2026



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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, for the most part, reflected a downward direction when compared to 2025 for the same period in both volume and transaction numbers. Per the NWMLS, the dollar volume year-to-date on San Juan Island was $108,388,919 with a total of 99 transactions. This reflects a 12% decrease in the dollar volume and a 16% decrease in the number of transactions.

For San Juan County, the total dollar volume was $275,711,582 with a total of 240 transactions. The County had a slight 4% increase in dollar volume but a 5% decrease in number of transactions. Orcas Island continues to do the heavy lifting for the County but regardless, the national economic conditions continue to take their toll.

TRANSACTION RECAP REPORT		
Time Frame	**Number of Transactions**	**$ Volume**
San Juan Island		
January - September 2026	99	$108,388,919
January - September 2025	118	$123,850,570
January - September 2024	98	$92,982,280
January - September 2023	125	$117,630,750
January - September 2022	137	$135,602,214
San Juan County		
January - September 2026	240	$275,711,582
January - September 2025	253	$264,825,070
January - September 2024	217	$206,075,546
January - September 2023	248	$251,538,375
January - September 2022	306	$300,172,413

We are still struggling with our local market with the impact from national and international events. The high interest rates, inflation and the uncertainty of the political environment are all playing a roll. Unfortunately, report after report, I am repeating myself regarding these issues. The buyers that were in our market have lost confidence or are restricted by the high interest rate environment. Real estate has always been one of the best investments but buying real estate in the San Juans is taking less of a priority as compared to other events in prospective buyer's lives.

The buyers that are active are being rewarded. The sellers are flexible, there is more selection, so buyers can view more properties for comparison, there is less competition and more negotiating power. Lenders are offering very creative programs with interest rate buy downs and ARMS that are helping many buyers continue with their purchases. Per Redfin, nearly half of the U. S. home sales included a seller concession in August in the form of an interest rate buy down or contribution to buyer's closing costs.

It is clear from the data, that sellers are motivated and they are trying to sell. They are often negotiating with authority. I have noted that the typical "dance" of original offer, and a counter, then a contract, has extended to several counters made by both buyer and seller before a contract is mutually agreed upon. The transactions are being highly negotiated. The charts below contain the average percentage of seller negotiation for homes and land during the last 12-month period. I have noted that the range for each of these categories is broader now than in the past. Below are the averages.

PERCENTAGE NEGOTIATED OFF LISTING PRICE FOR HOMES AND LAND		
San Juan Island	**Homes**	**Land**
Percentage Off Listing Price at the Time of Sale	4.80%	6.20%
Percentage Off Original Listing Price	9.30%	10.40%
San Juan County	**Homes**	**Land**
Percentage off listing price at the time of sale	5.40%	7.70%
Percentage off original listing price	10%	13.10%

The spread between the percentage off-listed price and off-original list price represents price reductions...

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San Juan Island and County Real Estate Market Summary
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WATER VIEW HOME ON THE NORTH END
$1,475,000 - LISTING ID 2566226



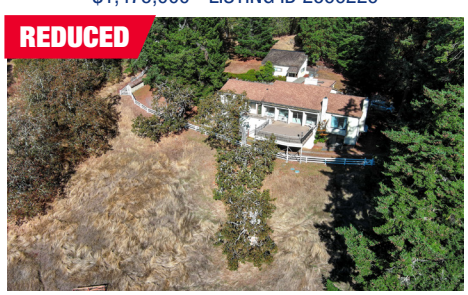
LODGE BUILDING ON ACREAGE
$950,000 - LISTING ID 2598369



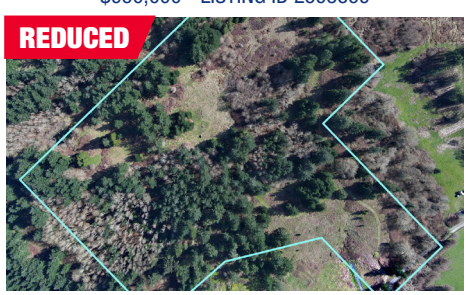
IN TOWN CONDOMINIUM
$1,295,000 - LISTING ID 2479947



FIVE ACRE PARCEL
$695,000 - LISTING ID 2549421



WATER VIEW HOME
$850,000 - LISTING ID 2442781



LARGE ACREAGE
$825,000 - LISTING ID 2495090



HOME IN TOWN
$599,000 - LISTING ID 2590395



HANGAR LOT NEAR ROCHE HARBOR
$1,050,000 - LISTING ID 2485601



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