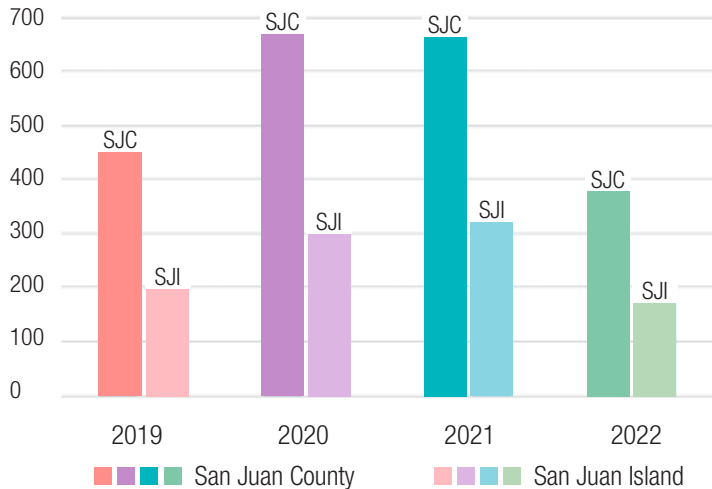


2022 MARKET REVIEW

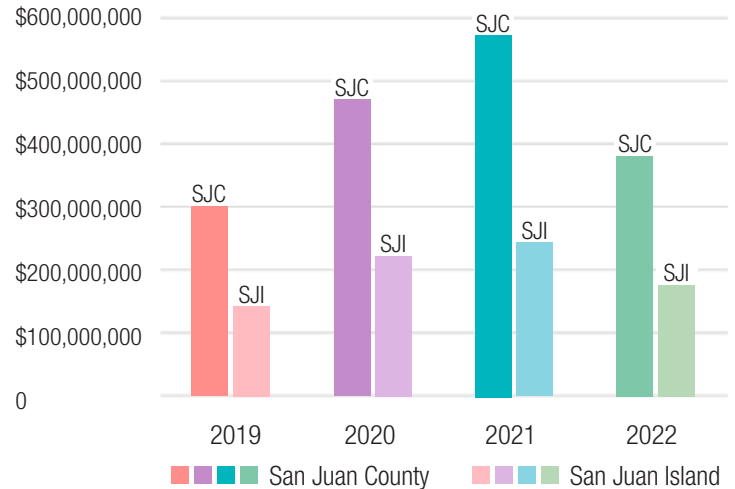
Looking back at the final numbers for sold dollar volume and number of real estate transactions in San Juan County, it is clear that our market was in a corrective state in the last half of 2022. As evidenced by the charts below, 2020 & 2021 were very much anomalous years in real estate. Our final numbers in 2022 show a market more consistent with the well-balanced, pre-pandemic market we experienced in 2019.

*DATA COURTESY OF NWMLS

of Transactions in San Juan County & on San Juan Island



Dollar Volume Sold in San Juan County & on San Juan Island



Other Notable Statistics in 2022:

- Median Home Sales Price on San Juan Island (12 month period ending December 2022): \$852,000
- Average Days on Market for Single-Family Residences, Condominiums, and Manufactured Homes on San Juan Island in 2022: 53
- Inventory levels in 2022 were extremely depressed. If there had been more properties on the market, there would have been more sales.
- 8 of the top 10 producing brokers on San Juan Island, by dollar volume, work at Coldwell Banker San Juan Islands, Inc.
- In 2022, Coldwell Banker San Juan Islands, Inc. had 47% of the market share on San Juan Island - nearly double our nearest competitor!

In 2022, the total dollar volume of sold properties on San Juan Island, according to the NWMLS, was \$172,672,400 as compared to \$241,242,793 in 2021 representing a 28% decrease. The number of transactions on San Juan Island was also down by 47% in 2022 as compared to 2021. San Juan County overall experienced a similar correction with a 33% decrease in volume and a nearly 44% decrease in the number of transactions. This end-of-year result was not surprising to most in our industry as we knew the record-breaking sales numbers of '20/'21 likely were not sustainable.

Here at the beginning of 2023, we find ourselves in a more balanced market. And, though we may yet see further minor correction in the 1st and 2nd quarter, with inventory remaining incredibly low, experts do not anticipate too much more of a corrective trajectory in 2023. Currently, as of this writing, there are only 62 active listings on the NWMLS on San Juan Island, across all property types. That is only about 0.9% of the roughly 7,000 or so tax parcels on San Juan Island. With those kinds of inventory numbers, it is difficult to imagine a market in 2023 that will swing wildly from the trajectory we were on when COVID struck at the end of 2019, even with elevated interest rates.

The rapidly rising interest rates in the last half of 2022, along with other economic uncertainty, did give many buyers pause which, in turn, has equated to pent up demand. Experts do believe that interest rates will come down yet a bit more in 2023 and, when that happens, we may see an uptick, nationally, of competitiveness in the marketplace, especially in the entry level market. All that said, market conditions are expected to remain relatively equitable for both buyer and seller in 2023. Already we are seeing buyers granted more contingencies and they are in less competition. Buyers are feeling less pressure and sellers are learning again to negotiate. This is a market in which it may take a little more work to bring parties together, but it is one in which both parties can leave the closing table feeling like they have reached an equitable arrangement for all.

Are you considering selling your island home or property in 2023? The deadline to have your property featured in Coldwell Banker San Juan Islands **Showcase of Properties is March 31, 2023**. Circulated on all islands ferries and numerous other tourist hotspots, this is a powerful marketing tool for our sellers. Our high-quality publication is not only meant as a showcase of properties, but it is also a valuable guide to island living and local businesses for our visitors and potential buyers. If you are considering selling in 2023, don't miss the opportunity to get your home, property, or business in front of all San Juan County visitors! Contact your favorite Coldwell Banker San Juan Islands, Inc. broker to secure your spot!