

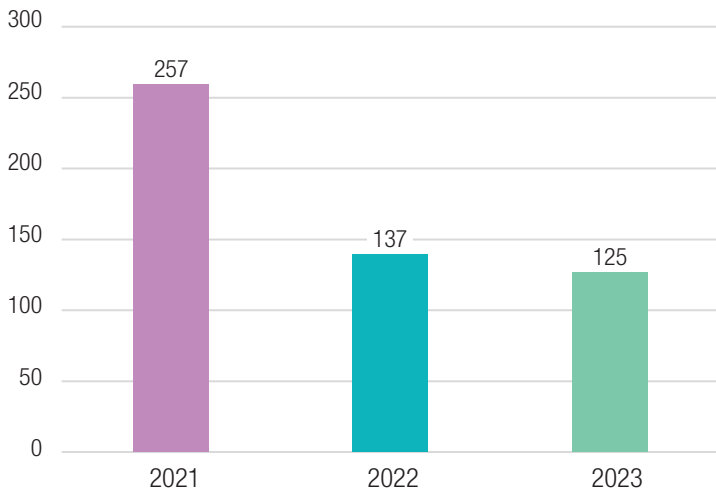
Dollar Volume and Transaction Trends on San Juan Island

YTD Q3 2023, San Juan Island experienced a 13% decrease in dollar volume sold compared to the same period in 2022. The dollar volume reached \$117,630,750 in 2023, down from \$135,602,214 in 2022. Simultaneously, the number of transactions decreased by 9%, dropping from 137 in 2022 to 125 in 2023.

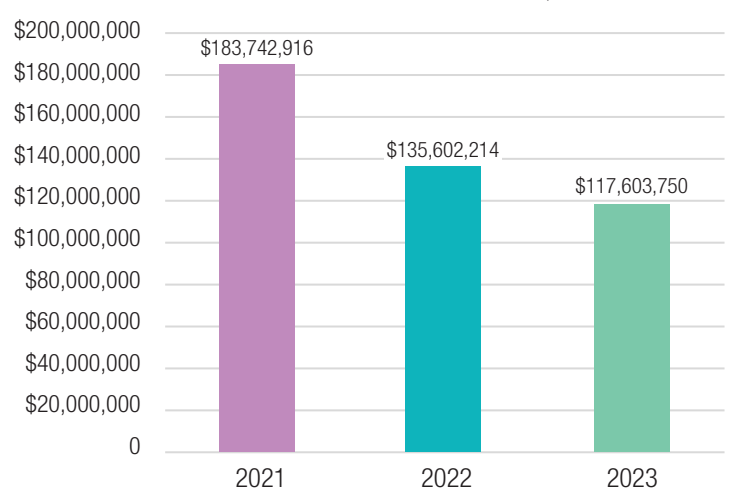
San Juan County also experienced a decline in the real estate market during the first 3 quarters of 2023. The dollar volume of sales amounted to \$251,538,375, marking a 16% decrease compared to the same period in 2022 when it reached \$300,172,413. The number of transactions in San Juan County followed a similar trend, declining by 9%, from 306 in 2022 to 248 in 2023.

Much of the slowing of the market can be attributed to elevated mortgage interest rates. The 30 Year Mortgage Rate in the United States averaged 7.74% from 1971 until 2023, reaching an all-time high of 18.63% in October of 1981 and a record low of 2.65% in January of 2021. The current average 30-year Mortgage Rate was 7.49% as of October 5, 2023. The Federal Reserve has raised its benchmark Fed Funds Rate multiple times since March 2022 in an effort to control inflation. While mortgage rates are not expected to significantly decrease soon, there has been some improvement in the inflation rate, dropping from its peak of 7.1% in the previous year to the current 3.5% which, we hope, is a portend to mortgage rates plateauing, if not beginning a decline.

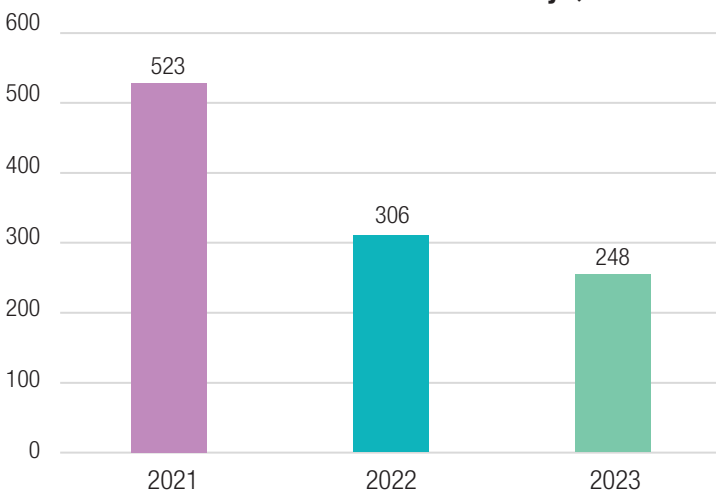
Number of Transactions on San Juan Island Qtr 3 YTD



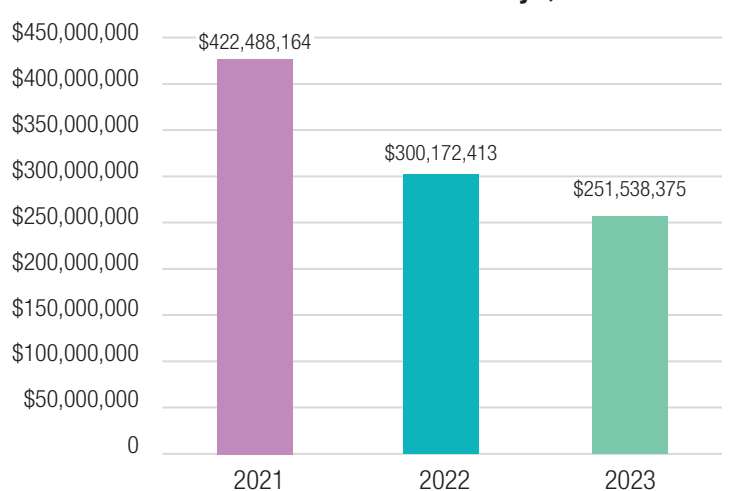
Dollar Volume Sold in San Juan Island Qtr 3 YTD



Number of Transactions on San Juan County Qtr 3 YTD



Dollar Volume Sold in San Juan County Qtr 3 YTD



*DATA COURTESY OF NWMLS & TRADING ECONOMICS.

Median Home Sales Price and Inventory

The median home sales price on San Juan Island for the past 12 months is \$850,000, slightly down from \$859,000 in 2022. As of October 2, 2023 inventory levels on the NWMLS indicate 66 active listings across all property types on San Juan Island, with 46 of them being single-family residences. This is notably lower than the 83 active listings during the same period last year.

Despite rising interest rates, the limited inventory still slightly favors sellers. The Average Sale Price to List Price Ratio on San Juan Island for the year-to-date period is 95.7%, indicating that, on average, homes are still selling relatively close to their listed prices, if priced accurately to begin with. Keep in mind the list price at time of sale may or may not be the original list price. While multiple offers are less frequent than they were in 2022, they are still occurring, periodically, for competitively priced properties. It is imperative for sellers who wish to sell in a timely fashion to price their properties in line with our current market rather than trying to test the market and having to chase the market down.

Why Choose Coldwell Banker San Juan Islands, Inc.?

In these dynamic market conditions, it's crucial for individuals considering buying or selling property in the San Juans to seek guidance from experienced brokers. Coldwell Banker San Juan Islands, Inc. has been the most trusted and productive real estate brokerage since its inception in 1960. Notably, six of the top ten brokers by volume on San Juan Island are part of our team. Our brokerage continues to maintain a 48% market share, by dollar volume, on San Juan Island compared to the 27 other brokerages representing buyers or sellers in 2023.

The real estate market on San Juan Island and in San Juan County has experienced shifts in response to changing interest rates and economic factors. While there has been a decline in certain aspects, it remains a relatively favorable time to be a seller due to low inventory levels. If you are considering buying or selling real estate in the San Juan Islands, you need professional advice from Coldwell Banker San Juan Islands, Inc. for informed decision-making. As we enter the final quarter of 2023, staying informed and leveraging expert guidance is paramount in navigating the current real estate landscape in the San Juans.

