

# SAN JUAN

## Islands

Real Estate Tab

**AUGUST 2020**

**SAN JUAN COUNTY**  
Market Summary

**REAL ESTATE FOR SALE:**

*Custom Built Waterfront Home*  
*Historic Downtown Condo*  
*Lot Near Roche Harbor*  
*Westside Water View Home*  
*- and more -*



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# SAN JUAN COUNTY REAL ESTATE MARKET SUMMARY

The second quarter results, which complete the first half of the year, in San Juan County were extremely good when considering the virus impact. Per the NWMLS, the dollar volume in San Juan County was \$118,381,567 with a total of 201 transactions. The numbers reflect a 6% decrease in dollar volume and a 4% increase in the number of transactions as compared to the same period in 2019. For San Juan Island the transaction volume was \$56,453,142 with a total of 91 transactions. This was a 3% increase in volume and a 10% increase in number of transactions. For Orcas the volume was \$41,114,888 with 71 transactions. This was a 19% decrease in volume but a 10% increase in number of transactions. For Lopez the volume was \$14,061,726 with 26 transactions. This was an 8% increase in volume but a 14% decrease in number of transactions.

	San Juan Island		Orcas Island		Lopez Island		San Juan County	
	No.	Volume	No.	Volume	No.	Volume	No.	Volume
1 <sup>st</sup> Half 2019	82	\$55,053,990	64	\$51,064,026	30	\$12,951,261	194	\$126,059,102
1 <sup>st</sup> Half 2020	91	\$56,453,142	71	\$41,114,888	26	\$14,061,726	201	\$118,381,567

The volume is impressive as in the month of April buyers and sellers were in shock, lenders were tightening their underwriting belts and there was a lot of uncertainty. May and June were both very productive months for the entire County.

The buyer profile appears to be the typical 45-65 years of age, buying second home or retirement home, and we can now add that they want to leave the metropolitan areas or at least have a safe place to go when they feel uncomfortable.

Many of these buyers can work from home and have been doing it for the last 90 days and now realize they don't need to be in Seattle or other large cities to earn a living. Many are self-employed or executives in the private business sector. Good internet connectivity, such as fiber is very important to their purchase. One of the most active price segments is \$1M to \$2M.

Our sellers are listing now because they were planning on it in the near future and are recognizing this is a great market to be active in. The agents all feel that we are having more multiple offers and some with bid wars, than we had back in the boom years of 2005-2007. If a home is priced at market, buyers are scrambling to see it and write an offer. I have had several buyers facetime with their agents and write an offer sight unseen. Most of these types of contracts have worked out with the buyer then coming to town when they can make arrangements for travel during their feasibility study period.

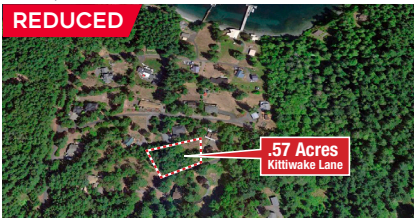
Some sellers are pricing optimistically against inventory, versus closed comparable properties, as the inventory is decreasing, and we are noting upward pressure on the new listing prices. Due to the turmoil in the big cities, some buyers have made the decision to accelerate their relocation plans and are making life changing decisions to buy in the islands. The multiple offer situations are adding a lot of stress to the situation. In some cases, only the successful buyer is happy after a competitive bid situation; and sometimes not even them. It all depends on how the multiple offers situation is processed.



**REDUCED**  
**SPACIOUS WATER VIEW HOME**  
South facing home w/expansive water views within walking distance of town & public beach w/boat launch. 2,580 sf with 2 bd/2.75 ba, lower area rec room, kitchenette, bath, hobby room & den. Oversized 2 car garage and decks.  
**\$834,500 #1463354**



**BRIGHT & SUNNY HOME**  
West facing, 2,224 sf rambler style home on 5+ acrs. Open floor plan, 3 bd/2 ba, media room, kitchen w/eating space, master bedroom w/walk-in closet. Large covered porch. RV parking. Shop & detached 1 bd/1ba guest house.  
**\$710,000 #1566173**



**REDUCED**  
**LOT NEAR ROCHE HARBOR**  
Gull Cove lot w/.57 acr, pvt roads, paid Roche Harbor water hook up, 4 bd septic permit, power & phone in road & community beach. Lot is on Kittiwake, lightly treed, mostly level w/mature evergreens & underbrush. Small distant water view.  
**\$92,000 #1201040**



**CONVENIENT OUTER ISLAND HOME**  
Brown Island waterfront 2 bd/2 ba cabin w/2 lots totalling 1.79 acrs w/223' frontage. Common areas: moorage, SJI slips, pool, boat launch & caretakers for transportation, security & owner assistance. Town water, fiber, power & phone.  
**\$750,000 #1439923**

The multiple offer process is set by the Seller with advice provided by their agent. When a seller receives multiple offers, they have a choice, and in most cases, they can process the offers based on the options listed below.

- Choose one offer and respond to it in the form of a counter or acceptance. This rarely happens as the other offerors are hoping to perfect the desirability of their offer. Historically, it is unusual for a buyer to submit their highest and best during their first submission; it is just the nature of the negotiation to hold back a tad.
- Have their agent process a "Closed Bid". The listing agent goes back to the other selling agents involved and tells them to have their buyer submit their "highest and best" offer by a date and time certain. Then the sellers can review both offers and select one to counter or accept.
- Have their agent process an "Open Bid". The listing agent then shares with the other selling agents involved the terms of their best offer. The other buyers must perfect their offer and/or terms to attract the seller to their offer. This process can be several hours or over days until there is only one buyer left as the others have dropped out of the process. This is deemed a superior method by most agents as the buyer is 100% in control of their spending and will drop out when their ceiling has been met. Unlike the "Closed Bid" where a buyer might have been \$5000 low when they submitted their highest and best, and they end up losing the home because they were unaware of the other offer amount. They of course are very disappointed.

As I said, there can be numerous offers on a property but only the seller and the successful buyer are happy when the process is finished.

SAN JUAN ISLAND INVENTORY RECAP					
	Number of Active Listings per NWMLS	Number of Pending Listings per NWMLS	TOTAL	Percentage of Decrease	Pending to Listed Ratio
San Juan Island					
July 5, 2020	160	50	210		24%
July 5, 2019	227	28	255	30%	11%
San Juan County					
July 5, 2020	390	109	499		22%
July 5, 2019	545	70	615	36%	11%

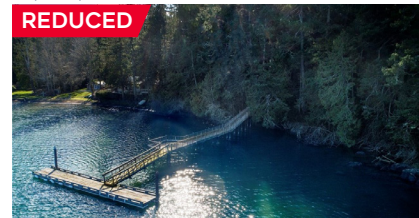
Sales in excess of more than \$1M have always played a role in our San Juan County market. Year-to-date, we have closed 26 compared to 28 last year same period. We have 18 pending versus 11 last year same period. We currently have 104 active listings in this price category for all types of real estate. As I mentioned above, we are very active with showings in the price range of \$1M to \$2M. A third of the pending transactions are in this pricing category; however, this segment represents only 13% of the closed sales year-to-date. It appears that this increase in activity level has been in the last 60 days.



**TRANQUILITY AT ITS FINEST**  
Contemporary home on 10+ acrs w/rolling pastures & woodlands. Open great room design, chefs kitchen w/granite countertops, breakfast counter & floor to ceiling pantry. House features slate koi pond and large sliding doors to open the oversize deck.  
**\$1,049,000 #1574715**



**GARRISON BAY WATERFRONT CABIN**  
Garrison Bay 1,248 sf cabin w/dock on .75 acr w/130' low bank waterfront. 2 bd + den. Out buildings include shop, pump house and studio area. Sold turnkey. Great location for sheltered boating & crabbing. No VRBO.  
**\$720,000 #1486456**



**REDUCED**  
**CUSTOM BUILT WATERFRONT HOME**  
Stunning Garrison Bay waterfront home w/shared dock. 3 bd/2.5 ba, den + guest cabin on 2 TP w/.78 acres. Gourmet kitchen w/eating counter & view of the bay. Detached guest cabin is fully equipped w/kitchen, bath, Murphy bed & large deck.  
**\$2,150,000 #1569617**



**CONDO IN THE HEART OF TOWN**  
Historic downtown condo. Great room design w/eating area, fireplace & window seat, open to kitchen w/island. Additional sleeping area, full bathroom, laundry room & deck. 2nd story unit w/commercial zoning allows vacation rentals.  
**\$425,000 #1621024**



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**FORESTED WATERFRONT LOT**

Views of Orcas Island, San Juan Channel, boat traffic. Survey, water, power, phone, geo-hazard report. Fiber available. Community waterfront lot nearby offers beach and protected moorage! One of the best values for waterfront land.

**\$189,000**

**MLS #1574831**



**5 ACRES OF OLD GROWTH**

Doug fir and madrona trees grace the property with a mix of rocky knolls. Natural building site with drive partly roughed in. Partial view of Mt. Baker, water, power and phone.

**\$267,000**

**MLS #1383847**



**REDUCED**  
**WATERFRONT HENRY ISLAND**

3 bed/2 baths, extensive remodel, beautiful worm wood paneling, ironwood decks. Second newly updated guest home has 1 mstr. bed/loft, 1.5 bath, common waterfront in front, deep water dock slip access. Perfect getaway!

**\$895,000**

**MLS #1295296**



**REDUCED**

**WESTSIDE WATER VIEW**

Lovely custom light filled home has hardwood and tile flooring with in-floor heat, 2bed/2 bath, office, play room, rec room with wine cellar. Westerly views of straits and Vancouver Island, close to Limekiln State Park.

**\$689,000**

**MLS #1496244**



**REDUCED**

**PRIVATE AND SECLUDED**

3 bed /1.75 bath, oak floors, concrete counter tops, lovely maple, ash, fir and magnolia trees. Detached studio, 2 large professional shops all situated on 9.5 acres.

**\$765,000**

**MLS #1501167**



**REDUCED**

**ROCHE HARBOR WATER VIEW LOT**

World class Roche Harbor Resort & Marina core lot, w/harbor views. Water & sewer hookups paid for. Resort amenities: common area beaches, pool, & tennis. Hike, bike, boat, & fishing. Design elements for construction apply.

**\$227,000**

**MLS #1572336**



**5 ACRE VIEW LOT**

Spectacular views of San Juan Valley, Zylstra Lake, & Mt Baker. Beautiful towering old growth doug fir & madrona grace the property in a mix of rocky knolls. Natural building site with drive partly roughed in. Water power phone available.

**\$347,000**

**MLS #1379971**



# SAM BUCK

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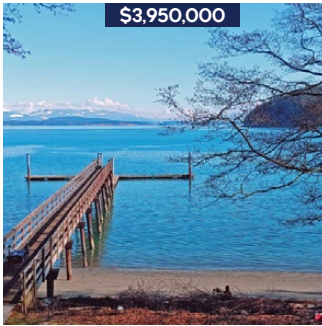
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\$995,000

### WATER VIEW HOME ON ACREAGE

3779±sf, 3 bed/2 bath, southwest-facing home with large decks, outstanding views, raised bed gardens, fruit trees, a yurt, and magnificent oak trees and old growth evergreens, on 9.9± acres. **#1569040**



\$3,950,000

### WATERFRONT & DOCK DECATUR ISLAND

79± acres, 2000'± wf, beach, protected bay, private deep-water T dock with 90' float, 10 buildable lots, installed water system, power & telephone to each lot, metal building, short boat ride from Anacortes. **#262118**



\$352,000

### WATERFRONT ACREAGE DECATUR ISLAND

3± acres, 280'± of high bank beachfront, southeast exposure, power, telephone, road to the property line, and a well will be provided. Island amenities: public roads, airstrip, and commercial passenger vessels. **#448234**



\$365,000

### WEST SIDE WATERFRONT LOT

100'± high bank waterfront with outstanding views & whale watching, survey, community water, 4-bedroom septic design, and end of road privacy. Fiber optic available. Seller financing. **#1429181**



\$2,745,000

### NEW WATERFRONT HOME WITH DOCK

2774± sf, 3 bed/3.5 bath, in-floor radiant heat, electric blinds, fiber optic, oversized 2-car garage, enough clearing to create good solar exposure for gardens, and a top-notch shared deep water protected dock with a 40 ft float. 2.4± acres. **#1587145**



\$1,645,000

### CABIN ON 116± WOODED ACRES

1-bedroom cabin with a wood cook/heating stove, new roof in 2008, pond, meadow, fruit trees, 2 outbuildings, dug well, numerous trails, and accessed by a county maintained road. Two parcels: 39.5 ac are zoned R-5 and 76.5 ac are zoned R-20. **#1506863**



\$739,000

### WATER AND MOUNTAIN VIEW HOME

3784± sf, 3 bed/4 bath, great room, huge family room, large decks, new upgrades including new paint on the exterior and much of the interior, 2-car garage, greenhouse, and west-facing with beautiful sunsets. 1± acre. **#1331961**



**SOLD**  
\$2,600,000

### WATERFRONT HOME

Cobblestones, warehouse beams, and extensive masonry are the hallmarks of this beautifully appointed 3900±sf south-facing waterfront home with a private & protected deep water dock including a 65'± float. Roche Harbor area. **#553607**



\$795,000

**PENDING**

### HOME ON LAKEFRONT ACREAGE

Older home with 2665± sf, 3 bed/3 bath, unfinished daylight basement with a finished bonus room, 2300± sf outbuilding with RV garage, shop, 8± acres, over 650 ft of shoreline on a 13 acre lake, meadow, orchard, fenced gardens, hen house, and more! **#1617866**



\$3,950,000

**PENDING**

### BEACHFRONT HOME ON ACREAGE

Contemporary log home with 2970± sf and 2 bed/3 bath, 600± sf 1 bed/1 bath guest house above a detached 3 car garage, detached 2 car garage, 40 ft on a community dock, 270± ft wf, gravel beach, stunning views, on approx. 5 acres. Being sold furnished. **#1618333**

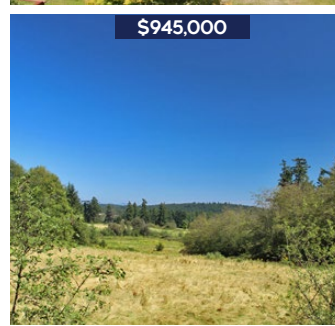


\$985,000

**PENDING**

### WATER VIEW LOT

Over 1.1 acres of southwest facing lawn with installed septic, utilities, driveway, and existing old foundation, plus 4.75 acres of common area that includes a pond, a tennis court, and approximately 1600 feet of shoreline. Near Roche Harbor. **#1537100**



\$945,000

### LARGE ACREAGE

80± acres of heritage farmland about 3.5 miles from town with a southern slope, mix of trees & meadows, fairly level fenced pasture, and distant Olympic Mtns view. Good access road. **#546378**



**SOLD**  
\$1,315,000

### WATERFRONT HOME

On Brown Island with views of Mt. Baker, open floor plan, gourmet kitchen, and large deck. 2nd building with 2 bed/1 bath. 3rd building with a private office, shop, and wine storage. Year round caretaker team, community marina, pool, and workout center. **#1589504**



\$229,500

### 10 ACRES

Very nice dividable parcel in a private, but not too rural, area with beautiful mossy rocks, many varieties of wildflowers, nice trees, and level areas, as well as a lower elevation wooded area in the northeast corner. **#1296720**



\$629,000

### WATERFRONT HOME CENTER ISLAND

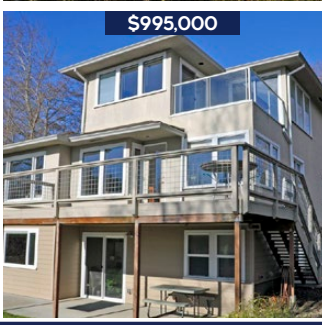
West-facing with 1824± sf, 2 bed/2 bath, decks on both levels, a newer metal roof. 0.52± acres with 120'± shoreline. Center Island amenities: clubhouse, marina, gravel airstrip, boat launch, boat storage, and beachfront. **#1168859**



\$3,295,000

### AFTERGLOW WATERFRONT HOME

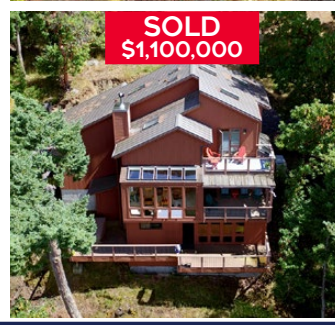
Charming 2843± sf, 3 bed/3 bath seaside cottage ideally sited on Afterglow Beach with the patio extending right to the water's edge, spectacular western views across Haro Strait, and a gorgeous view down the long beach. **#1503785**



\$995,000

### HOME NEAR TOWN

Updated home with 3291± sf, 3 bed/3 bath, little view of Griffin Bay, privacy fencing, grass yard, landscaping, fruit trees, and a deer fenced garden on a sunny 0.59± acre lot. Being sold turn-key with a vacation rental permit. **#1618262**



**SOLD**  
\$1,100,000

### WESTSIDE WATERFRONT HOME

2634± SF, complete kitchen remodel with custom maple cabinets and new professional Thermador appliances, completely remodeled bathrooms with heated floor, 1 gig fiber optic internet, desalinated water, and a vacation rental permit. **#1411494**



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