

## SEPTEMBER 2024 MARKET INSIGHTS



### CAMANO ISLAND

**\$834,333**

AVERAGE SALE PRICE

**103**

ACTIVE LISTINGS

**212**

HOMES SOLD YEAR TO DATE

**38**

AVERAGE DAYS ON MARKET

**99%**

LIST TO SALES PRICE RATIO

### STANWOOD

**\$776,433**

AVERAGE SALE PRICE

**39**

ACTIVE LISTINGS

**279**

HOMES SOLD YEAR TO DATE

**30**

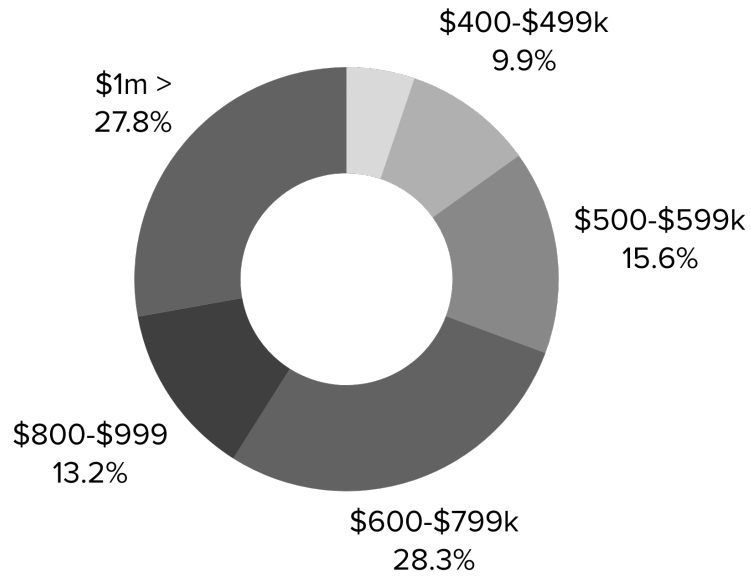
AVERAGE DAYS ON MARKET

**100%**

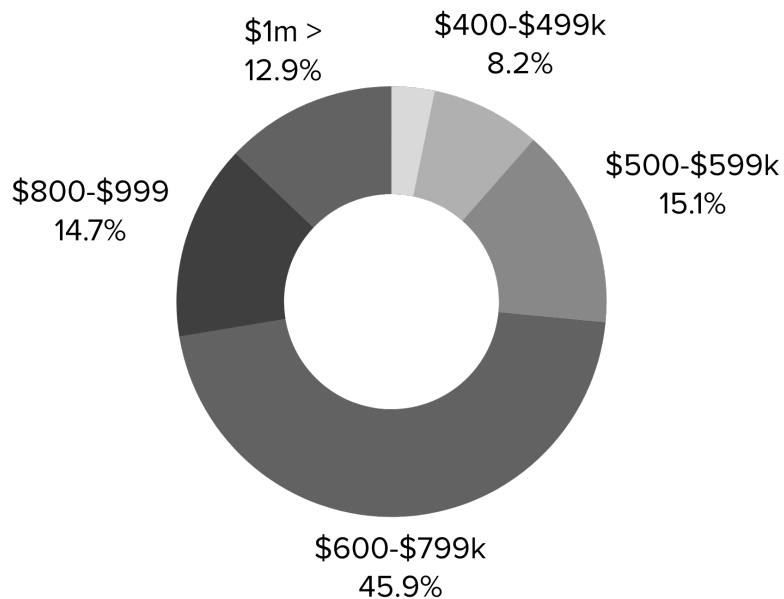
LIST TO SALES PRICE RATIO

## 2024 NUMBER OF HOMES SOLD YEAR TO DATE

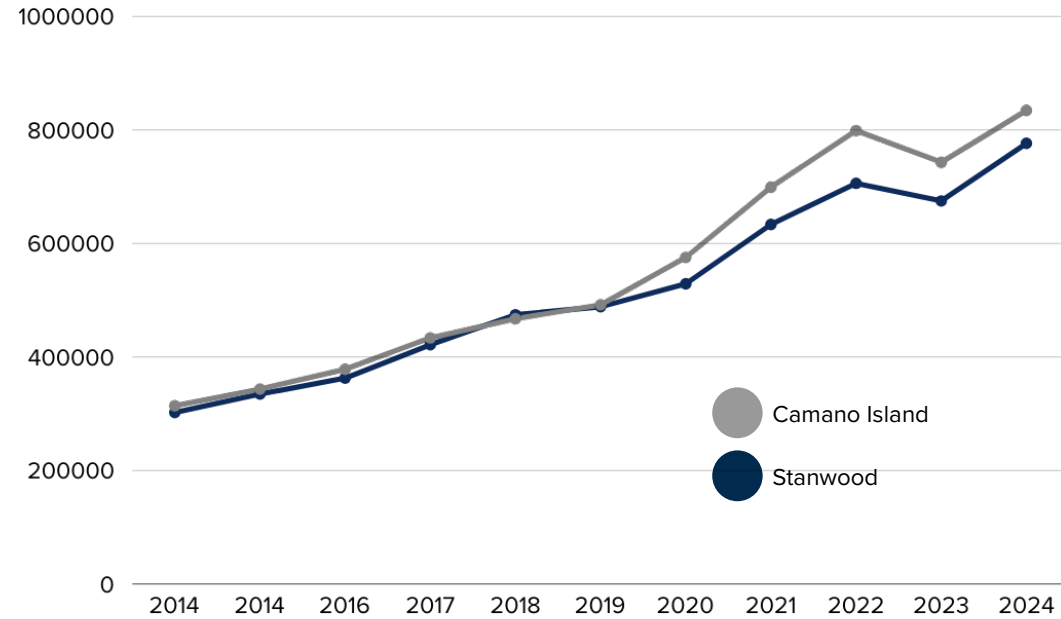
### CAMANO ISLAND – 212 HOMES



### STANWOOD - 279 HOMES



## 10-YEAR AVERAGE SALE PRICE TREND

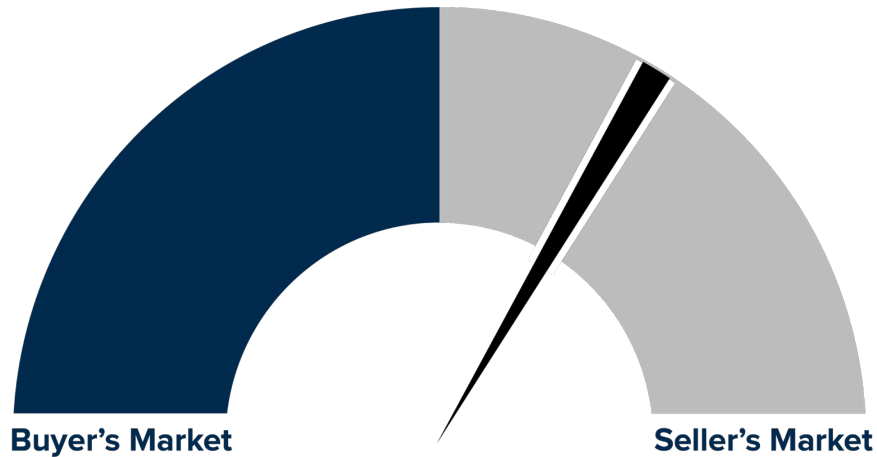


## SEPTEMBER 2024 VS SEPTEMBER 2024 AVERAGE SALE PRICE



## CAMANO ISLAND

SEPTEMBER	2024	2023	% +/-
ACTIVE LISTINGS	103	59	75%
NEW LISTINGS	45	35	29%
PENDINGS	26	20	20%
SOLDS	26	22	26%

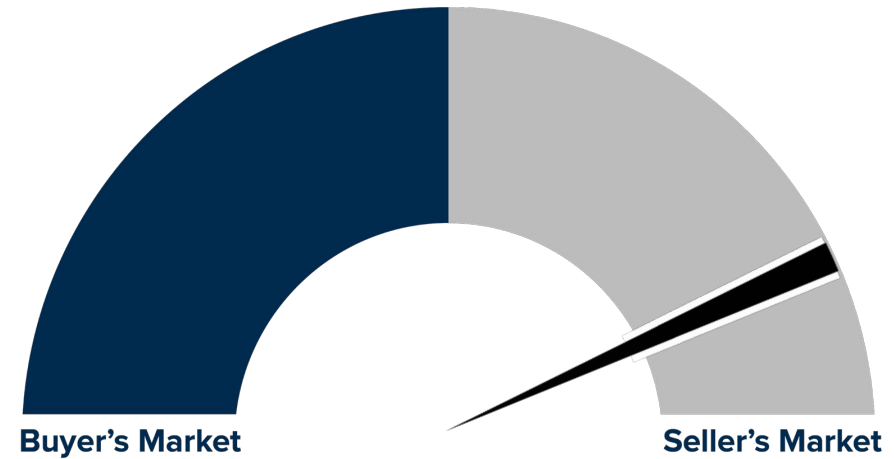


MONTHS OF INVENTORY

**4.1**

## STANWOOD

SEPTEMBER	2024	2023	% +/-
ACTIVE LISTINGS	39	56	-30%
NEW LISTINGS	21	36	-15%
PENDINGS	28	23	22%
SOLDS	33	29	14%



MONTHS OF INVENTORY

**1.1**

**September 2024:** The latest NWMLS data shows home sellers in Western Washington are adjusting expectations, with list prices down from peak levels in all but one market. As a result, sale price growth is also slowing, although prices remain up year-over-year.

The Federal Reserve's decision to lower interest rates in September certainly energized the market, creating a positive end-of-summer environment. This dynamic indicates a potential shift towards a more balanced market, where both buyers and sellers can find common ground.

**New Listings:** We saw a decrease in homes coming on the market in Stanwood, with only 21 new listings as compared to 35 at the same time last year. The Camano Island market increased slightly month-over-month, with 45 new listings added in September.

**Active Listings:** Our active listings are roughly the same as the prior month, with a combined 142 homes available for sale at the end of the month. However, year-over-year, we are up 23% for September.

**Pending Listings:** Homes that found buyers and went pending in September 2024 remain consistent at 54 listings for the month.

**Sale Price:** The average sales ticked down slightly month-over-month. However, we are up over 13% from September of last year, and prices are predicted to continue increasing as lower interest rates drive more demand.

**SELLERS** – With many homes dropping prices to attract offers, it's crucial to have a realistic pricing strategy. To stand out in a market with fewer buyers, ensure your home is market ready. Partner with a local Realtor® who can help you secure the price.

**BUYERS** – Many sellers are incrementally lowering prices to attract buyers, signaling a shift toward a more balanced market. With rising inventories and fewer competitors, now is a great time to re-enter the housing market. Forecasts suggest a busy market in 2025!



**Tamara Matthews**

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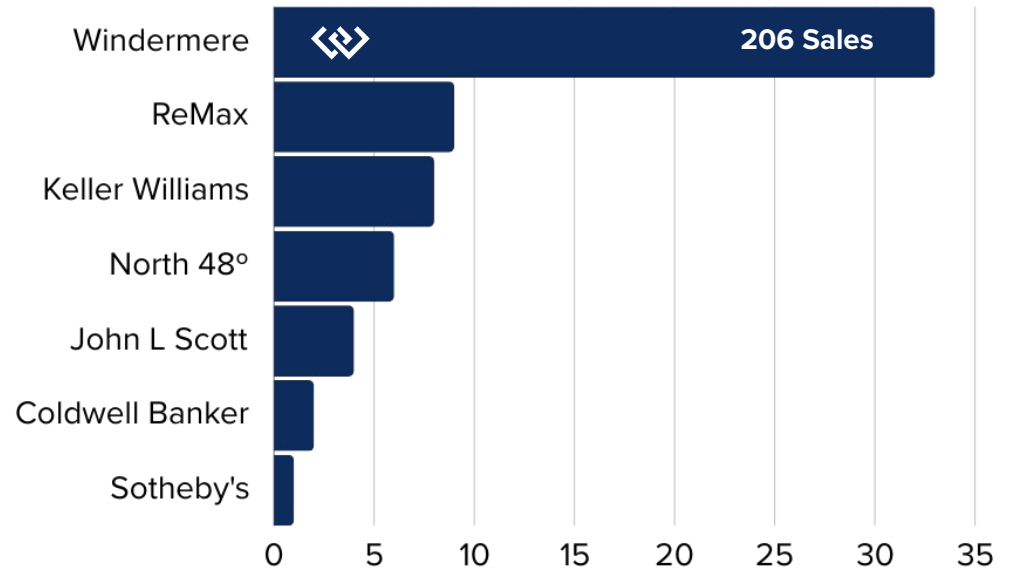
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\*All data courtesy of the NWMLS

MARKET SHARE\* | ROLLING 12 MONTH SALES

CAMANO ISLAND



STANWOOD

