

JANUARY 2025 MARKET INSIGHTS

January 2025: The traditionally slower winter months have shown promising signs of life in our local market. Active inventory in Stanwood and Camano Island has increased by nearly 29%, offering more options for buyers and sparking renewed market activity.

This increase in inventory is motivating buyers, with pending sales rising from 30 in December to 41 in January, with 19 in Stanwood and 22 on Camano Island. While interest rates remain a factor, many homes are changing hands due to life events such as job relocations, divorce, or estate sales, making real estate moves a necessity rather than a choice.

If you're considering buying or selling this year, let's discuss how these market shifts could work in your favor. More inventory means more opportunities!

New Listings: In January, 55 new listings were added to the active inventory with 25 in Stanwood and 30 on Camano Island. This number is significantly higher than the same time last year when we only added 33 listings to the total inventory in our two zip codes.

Active Listings: January saw a slight increase in homes available for sale in our markets from previous months. With a combined total of 98 available listings, the Stanwood/Camano Island market is now 29% higher than it was last year at this time.

Pending Listings: As a result of increased inventories, more buyers came out to purchase homes. We had 41 homes find their buyers in January (19 in Stanwood, 22 on Camano Island, up from only 30 homes the previous month.

Sale Price: The average sales price of homes sold jumped up a bit, especially in our Camano Island market. The average price was \$828,659 in Stanwood, pretty consistent with past months. The Camano Island market average sales price rose by over 13% from the previous month to \$922,448. This high average is the result of a couple of higher priced sales at over \$2,000,000 each that took place during the month.

SELLERS: As we see inventories rise, your competition is increasing. We are starting to see multiple offers on well-priced homes. Predictions are for continued growth going into the spring. It is time to contact your local Realtor® to discuss a plan to get your home sold.

BUYERS: The available homes for sale are predicted to continue to climb into the spring. Now is the time to align yourself with a local Windermere Realtor® to help you find the perfect property for your needs and make sure you are ready to win in a competitive environment.



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