

FEBRUARY 2025 MARKET INSIGHTS

February 2025: In today's market, pricing your home correctly from the start is more important than ever. Homes in our area are selling at 95-96% of the original list price, but they are selling at 99% of their current list price. This means that many sellers are making price adjustments before securing a buyer.

Market Trends:

- Homes are staying on the market for an average of 74 days, indicating price softening.
- Stanwood remains a sellers' market due to low inventory.
- Camano Island is shifting toward a more neutral market, giving buyers more options.

What This Means for You:

- **Sellers** – Pricing competitively from the start can help you sell faster and closer to your asking price. Let's craft a winning strategy!
- **Buyers** – Camano is offering more purchase opportunities, making it a great time to explore options and negotiate favorable terms.

New Listings: With fewer new listings in recent months, inventories are still low. In February, 47 new listings were added to the active inventory - 28 in Stanwood and 19 on Camano Island.

Active Listings: There is still a shortage of inventory in our markets, with fewer than 100 active listings since November. At the end of February, there were only 33 homes on the market in Stanwood and 60 on Camano Island.

Pending Listings: The number of homes that found their buyers remains relatively consistent with the past few months due to lower inventories. There were only 37 homes that went Pending during the month of February

Sales Price: The average sales price in Stanwood was lower in comparison to past months due to a handful of lower priced sales recorded during February. It was 6% lower than last month at \$775,457. Camano Island continues to hold an average sales price of just above \$800,000.

**Are you thinking about buying or selling? Let's chat about your best move in this market!
Give our office a call to get advice from a local real estate expert.**



Tamara Matthews

Broker, e-Pro, GRI, SRES

WINDERMERE REAL ESTATE / CIR

tamaramatthews@windermere.com

425-330-8671

windermerestanwoodcamano.com


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