

# APRIL 2025 MARKET INSIGHTS

**April 2025:** Inventory levels are beginning to rise toward more typical levels, providing buyers with a greater selection of homes to choose from. This increase is helping to ease competition and shift the market toward a more balanced state. March saw a notable uptick in homes going under contract, which translated into strong closed sales in April. While demand remains solid, we continue to see strategic price adjustments on some listings—an effort by sellers to attract motivated buyers and get their homes sold.

Overall, the market is showing encouraging signs of stability, with improved opportunities for both buyers and sellers

**New Listings:** We are currently seeing the highest number of new listings in nearly a year—great news for buyers looking for more options. A total of 107 new properties hit the market recently, with 40 in Stanwood and 67 on Camano Island.

**Active Listings:** Inventory continues to rise, providing more opportunities for buyers in our local market. The number of homes available for sale has increased by 25% compared to this time last year. Camano Island is approaching a notable milestone, with nearly 100 properties currently available. Stanwood ended April with 43 active listings on the market.

**Pending Listings:** In the month of April, 49 homes found buyers and went under contract — a 28% decrease from the previous month.

**Sales Price:** The average sales price continues to hover just above \$800,000 in the Stanwood Camano area. Currently we are at a combined \$838,363 average price which is up 9% from last year.

**Days on Market:** In April, it took an average of 57 days for homes to sell on Camano Island. Stanwood is moving a little faster, with homes spending just 37 days on market before finding their new owners

## What This Means for You:

**Sellers** –With the average days on market rising from last year, it is more important than ever to control the two things you can control; price and condition. Position your home to sell quickly with appropriate and realistic pricing, and make sure that it shines in comparison to your competitors.

**Buyers** – With inventory on the rise and spring weather in full swing, now is an excellent time to begin your home search. More listings mean more choices—and potentially better deals. Partnering with a local Realtor® ensures you have expert guidance and insight every step of the way. Let's find your next home together!

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



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