

MAY 2025 MARKET INSIGHTS

May 2025: Our inventory continues to increase, moving us toward a more balanced market. This is a direct result of a high number of new listings added in both markets. At the same time, we are still seeing a healthy volume of pending listings as compared to last month.

Our markets are shifting more toward buyers, with rising inventory and slower sales. While prices remain elevated compared to a year ago, homes are staying on the market longer.

New Listings: A total of 136 properties were added across our two combined markets - 67 in Stanwood and 69 on Camano Island. That is a 56% increase compared to the same time two years ago.

Active Listings: Inventory continued to rise - up 36% just from last month. There are 119 homes available on Camano Island and 72 in Stanwood, the highest we have seen in over two years.

Pending Listings: Higher inventories have attracted more buyers, with 69 homes finding new owners in the month of May. That is significantly higher than last month, which saw only 49 pending listings.

Sales Price: The average sales price is 6% higher than it was last year. Across our combined markets, the average is just under \$830,000 - \$772,278 in Stanwood and \$882,756 on Camano Island.

Days on Market: Homes are taking a little longer to sell compared to the same time last year. With an average of 44 days on the market, homes sold are taking 19% longer than in May 2024.

What This Means for You:

Sellers –Prices are up year-over-year, but is more important than ever that you price your home accurately. Overpriced homes that end up “chasing the market” with price drops are taking much longer to sell in this market. Be sure you work with a strong local agent to help you to price your home so that it will sell for the maximum price.

Buyers – While interest rates have not declined as initially predicted for 2025, inventory levels have not been this favorable for buyers in a long time. If the right home comes on the market, it is still a great time to buy!

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



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