

Real Estate  
News from...

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San Juan Islands, Inc.

**Autumn 2005**

## SAN JUAN ISLAND REAL ESTATE MARKET SUMMARY

In reviewing the third quarter results for 2005, the real estate market volume year to date on San Juan Island was extremely active and the volume exceeded the same period in 2004 by \$70,106,160. which equates to an increase of 72%. We averaged 41.7 transactions per month as compared to the 30.5 per month during the year 2004.

The sales volume has made it difficult to maintain our inventory. As per the Northwest MLS for San Juan Island only, we have a total of 225 listings, of which 52 are under contract and are heading towards escrow. Coldwell Banker represents 81 of the listings or 36%. The inventory which had climbed to 235-250 listings during the summer months, has dropped down to the current level due to sales activity.

In the fall and winter months sellers, contemplate removing their properties from the market as they perceive this time of year to be less productive. A fact often overlooked, however, is that when inventory is this low, it is a very good time to have a property listed for sale due to less competition.

### TRANSACTION RECAP REPORT

PERIOD	NO. OF TRANSACTIONS	DOLLAR VOLUME
First Quarter 2005	119	\$ 42,425,287.00
Second Quarter 2005	124	\$ 58,216,171.00
Third Quarter 2005	133	\$ 66,903,323.00
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First Quarter 2004	68	\$ 19,993,832.00
Second Quarter 2004	94	\$ 33,644,891.00
Third Quarter 2004	107	\$ 43,799,898.00
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TOTAL 2004	368	\$143,716,501.00
TOTAL 2003	343	\$104,238,973.00
TOTAL 2002	352	\$102,852,851.00
TOTAL 2001	297	\$ 87,058,702.00
TOTAL 2000	361	\$ 95,302,250.00
TOTAL 1999	466	\$113,512,560.00
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