

Q1 2024

GREATER EASTSIDE

market review

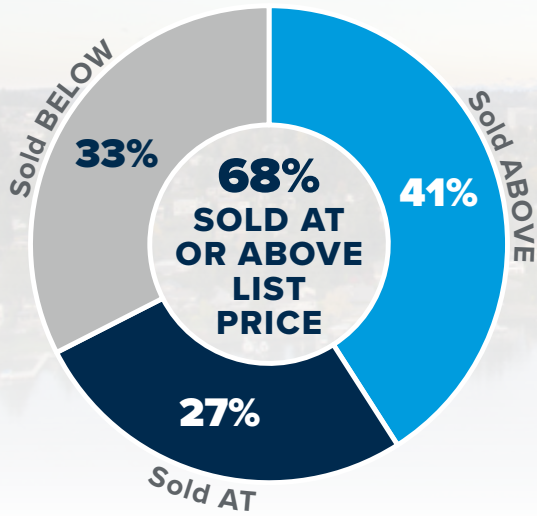


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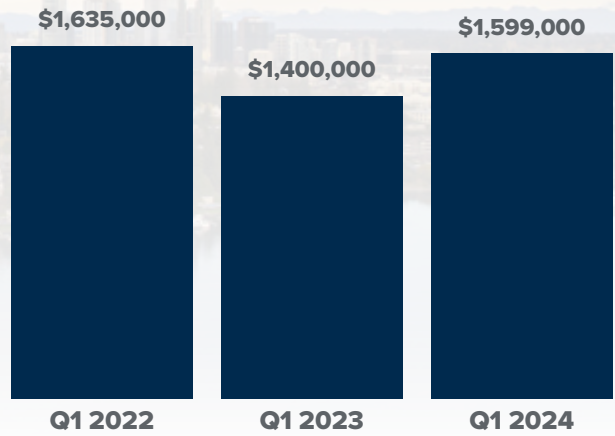
a quarterly report on single family
residential real estate activity

WINDERMERE REAL ESTATE / MERCER ISLAND


Windermere
REAL ESTATE



MEDIAN SALES PRICE



COMMUNITY SNAPSHOT

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price (in thousands)
Eastside South (S of I-90)	122 ↓ -2%	\$599 ↑ 11%	63%	67%	\$1,761 ↑ 21%
Mercer Island	37 ↓ -3%	\$812 ↔ 0%	65%	73%	\$2,520 ↑ 13%
West Bellevue (W of 405)	60 ↑ 58%	\$1,043 ↓ -21%	49%	51%	\$3,900 ↑ 4%
East Bellevue (E of 405)	103 ↑ 1%	\$735 ↑ 14%	71%	75%	\$1,560 ↑ 3%
East of Lake Sammamish	205 ↓ -4%	\$577 ↑ 16%	69%	62%	\$1,600 ↑ 15%
Redmond	84 ↑ 6%	\$580 ↑ 14%	58%	59%	\$1,336 ↑ 4%
Kirkland	107 ↑ 29%	\$820 ↑ 11%	70%	59%	\$2,000 ↑ 32%
Woodinville	247 ↑ 8%	\$546 ↑ 11%	74%	69%	\$1,275 ↑ 19%
ALL EASTSIDE	965 ↑ 6%	\$670 ↑ 10%	68%	65%	\$1,599 ↑ 14%

Percent changes are year-over-year

NUMBER OF NEW LISTINGS

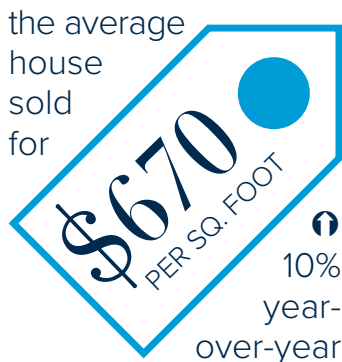


Q1 2024



to a median of
\$1,599,000

65% OF HOMES
SOLD IN THE FIRST
10 DAYS ON MARKET



Q1 2024

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The numbers are in and the statistics reflect what agents and consumers have felt thus far in 2024—the market is hot. Median home prices on the greater Eastside are up 14%. 65% of all listed homes sold in the first ten days for an average of 105% of list price. The communities that have posted the largest gains are Kirkland and the area South of I-90 (32% and 21%). Redmond and West Bellevue reported much more conservative median price increases at 4%. The total number of pending homes was up 18% YoY, which bodes well for continued price gains.

If you're in the market to purchase a home on the Eastside we are hopeful for more inventory this year. Even though rates are still nowhere near their all-time lows, which was the anecdotal explanation for lack of inventory in 2023, it seems that a Q1 sales boom is enough to help potential home sellers feel bullish on 2024. This means you can also expect competition for the prime properties. Our best home buying advice: do your research, act with confidence, and remember real estate is a long-term investment.

If you're a homeowner thinking about a home sale in 2024, Q2 could be the perfect time. Shoppers are out in droves and they're prepared to pay top dollar for quality product. The steep jump in median home price should continue at least into Q2. The only threat in Q3 and Q4 is what could shape up to be a distracting election cycle. Though, the election year is likely what is keeping downward pressure on rates. Our best home selling advice: follow your agents' guidance on timing as it's sure to be a volatile year. Prep hard and price conservatively. It will all work out in your favor.

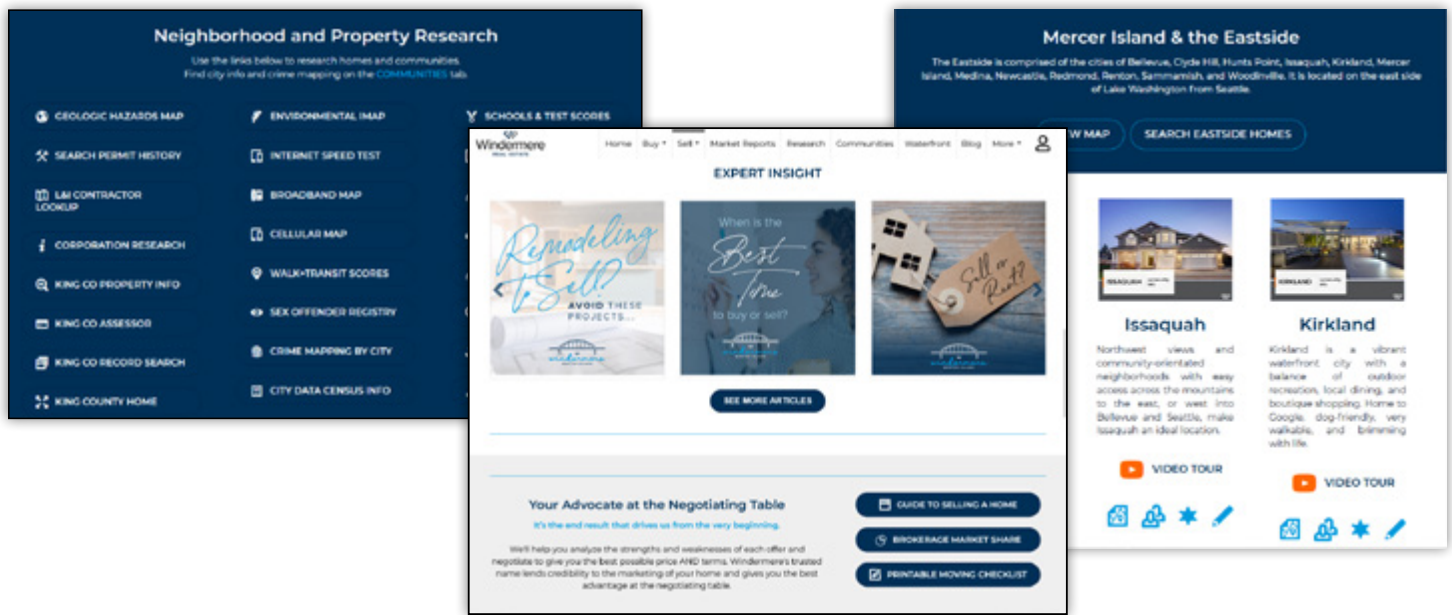


A savvy way to search HOMES & STATS ONLINE



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- **Market Reports.** Closely track market trends as they emerge in your neighborhood. Reports are available for 21 market areas in the Seattle and Eastside region.
- **Home Buying and Selling Advice.** Search for homes, find useful buying tips, and discover how to best position your home for sale.
- **Property and Neighborhoods Research.** Find community profiles, video tours, and crime info plus research homes, neighborhoods, schools, maps, and county records.



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We earn the trust and loyalty of our brokers and clients by doing real estate exceptionally well. The leader in our market, we deliver client-focused service in an authentic, collaborative and transparent manner and with the unmatched knowledge and expertise that comes from decades of experience.

Centrally located on Mercer Island, our team of Realtors® serve Seattle, Mercer Island, and greater Eastside. Our neighborhood and community engagement goes beyond being avid supporters of Island and regional organizations and events—we are active neighbors and volunteers who enjoy making a difference in our world.

