

Q3 2025 CONDO REPORT

seattle / eastside

































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a quarterly report on condominium
residential real estate activity

WINDERMERE REAL ESTATE / MERCER ISLAND





























Windermere
REAL ESTATE

SEATTLE CONDOS

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price (in thousands)
West Seattle	71  15%	\$591  0%	51%	32%	\$560  -8%
South Seattle	22  47%	\$484  9%	50%	9%	\$597  55%
Madison Park & Capitol Hill	113  4%	\$713  0%	49%	30%	\$460  -16%
Queen Anne & Magnolia	75  0%	\$596  -9%	41%	20%	\$520  -7%
Downtown-Belltown	108  17%	\$862  2%	33%	23%	\$650  0%
Ballard & Green Lake	157  52%	\$608  6%	51%	30%	\$625  16%
North Seattle	65  -8%	\$521  -4%	38%	20%	\$510  -10%
Richmond Beach & Shoreline	22  -24%	\$451  -4%	45%	27%	\$516  -9%
Lake Forest Park & Kenmore	17  55%	\$466  -8%	47%	29%	\$385  -12%
ALL SEATTLE	650  15%	\$637  0%	45%	26%	\$552  -3%

Percent changes are year-over-year

EASTSIDE CONDOS

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)	47  -20%	\$505  -4%	36%	23%	\$540  0%
Mercer Island	8  -27%	\$582  11%	38%	25%	\$754  13%
West Bellevue (W of 405)	62  -31%	\$898  -35%	39%	24%	\$900  -27%
East Bellevue (E of 405)	77  15%	\$516  -5%	31%	22%	\$540  -6%
East of Lake Sammamish	83  -14%	\$484  -3%	46%	27%	\$590  -2%
Redmond	83  -14%	\$484  -3%	52%	33%	\$590  -2%
Kirkland	97  -2%	\$734  -8%	44%	29%	\$1,055  5%
Woodinville	127  35%	\$561  8%	60%	33%	\$600  19%
ALL EASTSIDE	543  -3%	\$614  -15%	45%	28%	\$690  0%

Percent changes are year-over-year

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Windermere Mercer Island.
Information and statistics
derived from Northwest
Multiple Listing Service.



WINDERMERE MERCER ISLAND
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condo home
values fell
-2%
YEAR-OVER-YEAR

to a median of
\$600,000

45% OF ALL
CONDOS
SOLD **AT OR ABOVE**
THEIR **LIST PRICE**

THERE WERE
7%
more new
listings than
in Q3 2024

the average
condo
sold
for

\$625
PER SQ. FOOT
-8%
year-
over-year

Q3 2025

market review

After a busy spring, Seattle area condos entered a steadier phase this summer. Median prices eased slightly to \$600,000 region-wide, while average price per square foot dipped 3%. Fewer bidding wars and longer market times gave buyers more room to negotiate, especially in core city neighborhoods. Even so, affordable communities like Ballard (+52%!) and South Seattle (+47%) remained bright spots, showing that well-priced listings continue to draw attention. Specifically, of 157 condo sales in Ballard/Greenlake, 60 of those sales were new construction, a hot segment of the market right now.

On the Eastside, condos held their value and continued to offer a more attainable path to homeownership than single-family homes. Woodinville and Mercer Island posted notable price gains, while overall competition moderated from spring levels. With condos under \$700K still in good supply, there's a strong opportunity for buyers seeking value and location without sacrificing quality.

Our advice to home sellers is genuine and has carried over from Q2: price realistically, present well and have patience with the longer market times, especially if you're selling a downtown luxury product. For buyers, this is the best condo buying environment we've seen in over a year. With more listings than last year and slower sales coupled with lower interest rates, you have a selective advantage and opportunity to find a great property.

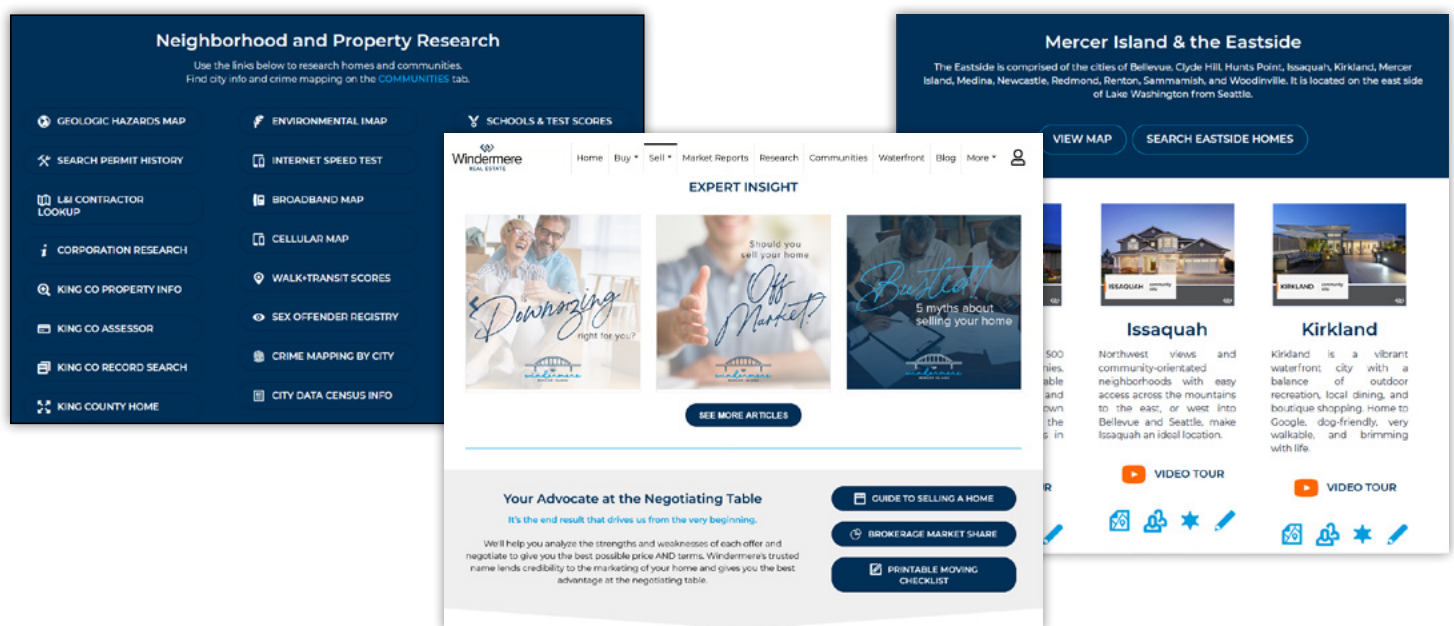


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Luke Bartlett, Listing Agent,
& Matthew Gallant with
ClarityNW Photography

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.

