



Q3 2025 GREATER EASTSIDE

market review

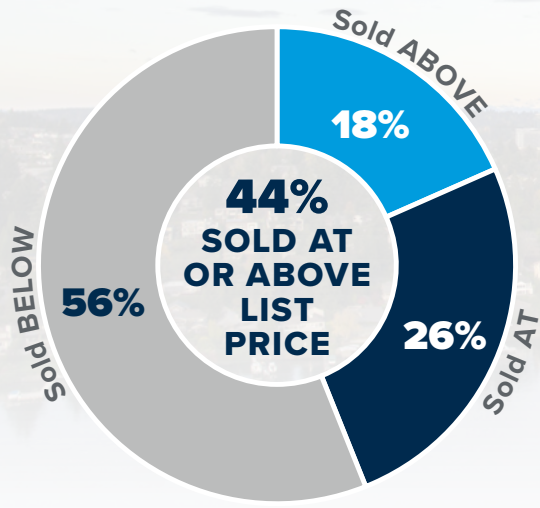
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a quarterly report on single family
residential real estate activity

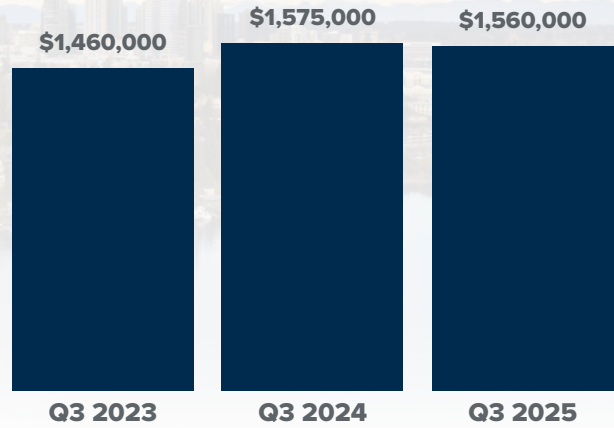
WINDERMERE REAL ESTATE / MERCER ISLAND



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)	224 ↑ 3%	\$616 ↑ 3%	46%	49%	\$1,700 ↑ 2%
Mercer Island	70 ↑ 1%	\$915 ↓ -1%	40%	44%	\$2,413 ↑ 1%
West Bellevue (W of 405)	82 ↔ 0%	\$1,173 ↑ 1%	30%	39%	\$3,763 ↔ 0%
East Bellevue (E of 405)	206 ↑ 26%	\$724 ↑ 2%	46%	51%	\$1,545 ↓ -3%
East of Lake Sammamish	333 ↓ -19%	\$572 ↓ -5%	35%	39%	\$1,505 ↓ -3%
Redmond	143 ↑ 8%	\$564 ↓ -8%	51%	39%	\$1,325 ↓ -5%
Kirkland	167 ↓ -10%	\$831 ↔ 0%	47%	40%	\$1,931 ↓ -6%
Woodinville	341 ↓ -20%	\$568 ↑ 2%	50%	43%	\$1,225 ↓ -3%
ALL EASTSIDE	1,566 ↓ -7%	\$688 ↑ 2%	44%	43%	\$1,560 ↓ -1%

Percent changes are year-over-year

AVERAGE COST PER SQUARE FOOT

Q3 2023 - Q3 2025



Q3 2025

eastside
home
values fell

-1% YEAR-
OVER-
YEAR

*to a median of
\$1,560,000*

43% OF
HOMES
SOLD IN THE FIRST
10 DAYS ON MARKET

THERE WERE

8%

more new
listings than in
Q3 last year

the average
house
sold
for

\$688
PER SQ. FOOT

2%
year-
over-year

Q3 2025

market review

After a bustling spring market, summer brought a welcome dose of balance across the Eastside. Remember, last quarter, 66% of homes sold at or above their listing price in the first 10 days. This quarter, under half the properties (43%) had the same results. Median home prices held steady at \$1,560,000, just 1% below last year, while the pace of sales slowed as buyers gained breathing room. With fewer bidding wars and longer market times, many buyers had the opportunity to compare options and negotiate.

Rising inventory and selective buyers mean strategy matters more than ever. Sellers who price accurately and make a strong first impression are still achieving great results, especially in desirable neighborhoods like West Bellevue and Kirkland. Buyers, meanwhile, are finding opportunities in Redmond (+ 8%), and East Bellevue (+ 26%) as prices soften slightly. The Eastside market remains healthy, just more measured and thoughtful as we head into fall. There is a luxury resilience as well—West Bellevue and Mercer Island held firm proving that well positioned homes still move if priced right.

Our advice to home sellers is genuine and has carried over from Q2: well-priced, well-prepared homes still move quickly, but overall, the frenzy of spring has eased into a steadier rhythm. The first 10 days matter more than ever. For buyers, 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 without frenzy.

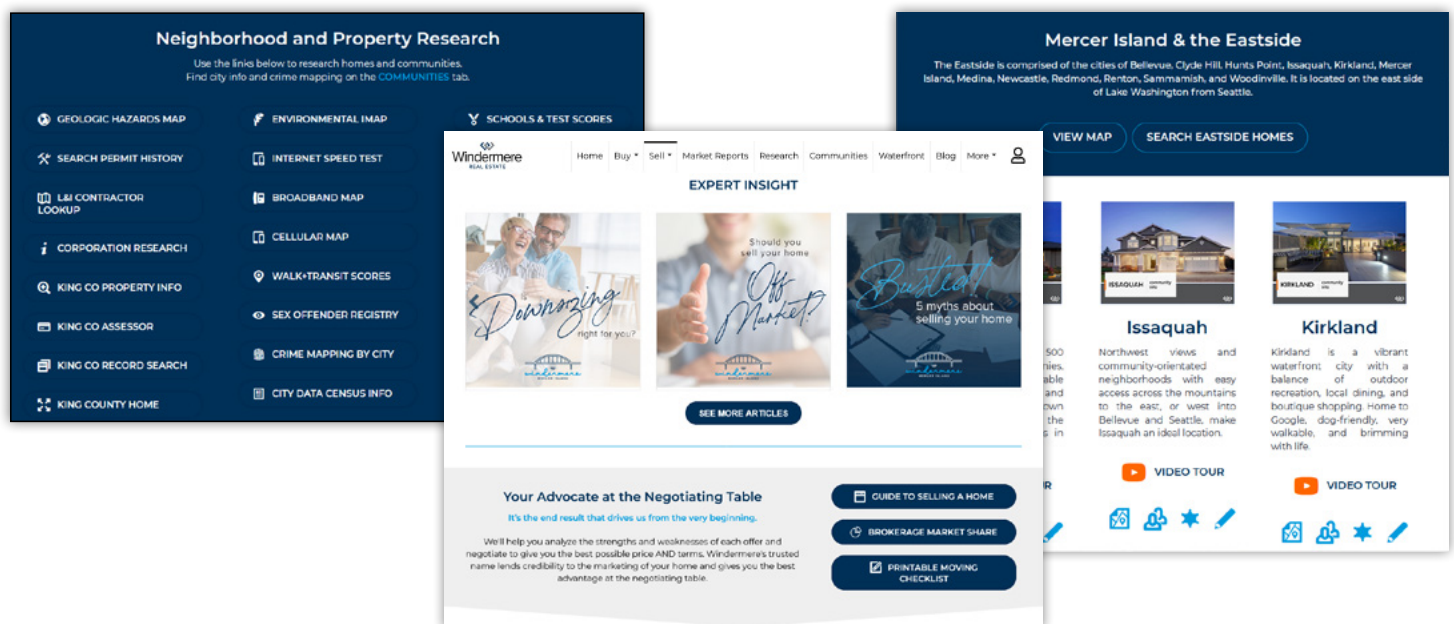


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We earn the trust and loyalty of our brokers and clients by doing real estate exceptionally well. The leader in our market, we deliver client-focused service in an authentic, collaborative and transparent manner and with the unmatched knowledge and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

