

Greater Eastside ANNUAL MARKET REPORT

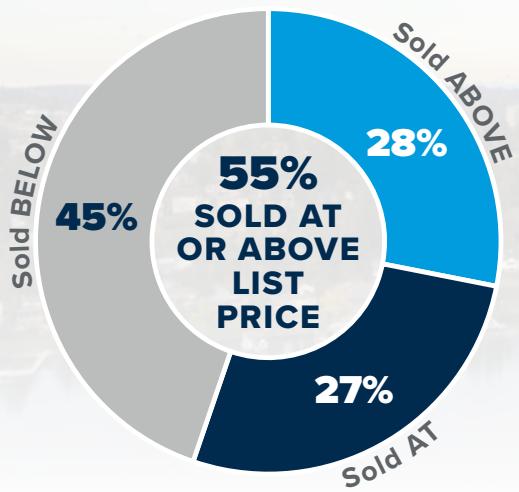


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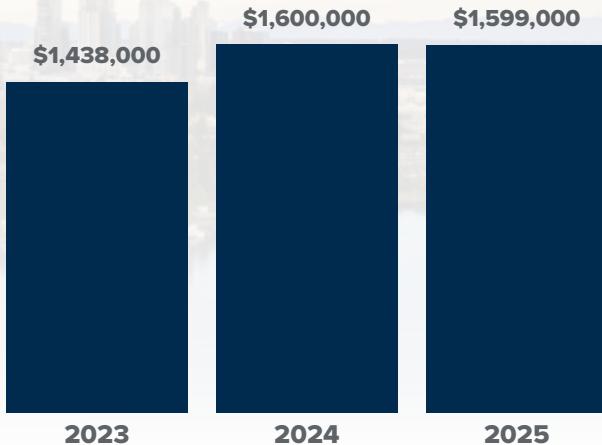
a review of single family residential
real estate activity in 2025

WINDERMERE REAL ESTATE / MERCER ISLAND

 **Windermere**
REAL ESTATE



MEDIAN SALES PRICE

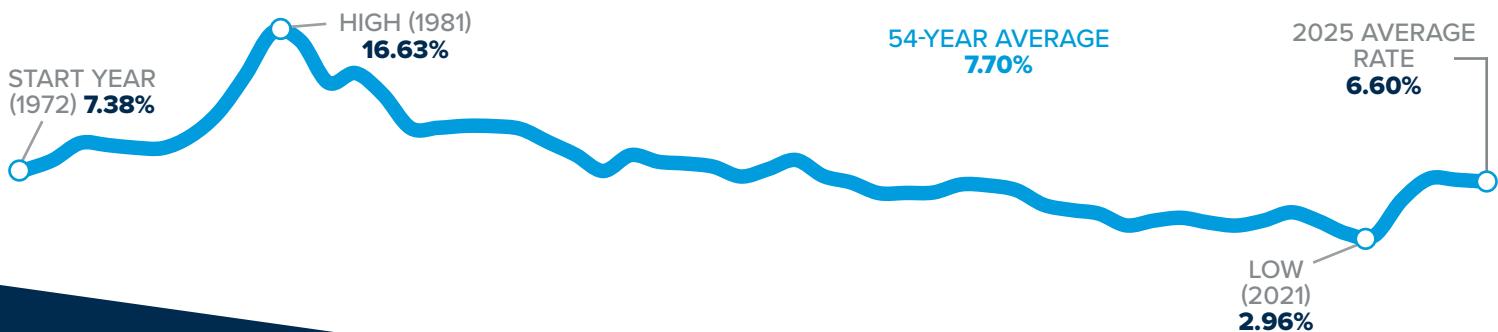


COMMUNITY SNAPSHOT

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price	year-over-year
Eastside South (S of I-90)	761	\$621	58%	56%	\$1,715,000	-0%
Mercer Island	226	\$895	47%	52%	\$2,550,000	+3%
West Bellevue (W of 405)	275	\$1,153	48%	49%	\$3,688,000	+3%
East Bellevue (E of 405)	694	\$741	57%	62%	\$1,650,000	+4%
East of Lake Sammamish	1,134	\$580	51%	51%	\$1,500,000	-4%
Redmond	548	\$570	59%	48%	\$1,344,000	-5%
Kirkland	585	\$829	55%	50%	\$2,100,000	+3%
Woodinville	1,235	\$581	58%	54%	\$1,281,000	-0%
ALL EASTSIDE	5,458	\$688	55%	53%	\$1,599,000	-0%

Percent changes are year-over-year

HISTORICAL INTEREST RATES



eastside sales
prices stayed
Flat
YEAR-OVER-YEAR

at a median of
\$1,599,000

53% OF
HOMES
SOLD IN THE FIRST
10 DAYS ON MARKET

THERE WERE
8,259
new listings,
up 16% from
2024

on average,
homes
sold
for
\$688
PER SQ.FOOT
similar
to 2024

2025 YEAR IN REVIEW

Across the Greater Eastside, 5,458 homes sold during the year, down 5% compared to 2024. New inventory increased, with 8,259 new listings coming to market—up 16%! Fifty-five percent of homes sold at or above their list price, and 53% sold within the first 10 days on market, highlighting consistent transaction pace and buyer confidence across the region. Despite this, the median sale price held flat at \$1,599,000 compared to 2024, while homes sold for an average of \$688 per square foot, also similar to last year.

Several communities recorded notable activity levels, including Woodinville with 1,235 homes sold and East of Lake Sammamish with 1,134 sales. East Bellevue saw a 13% increase in homes sold, while Redmond posted a 15% increase in sales volume. Median sale prices varied by community, ranging from \$1,281,000 in Woodinville to \$3,688,000 in West Bellevue, reflecting the diversity of the Eastside housing market.

Looking forward: this is a great year to invest! We've had a few back-to-back years of soft price gains, which feel like losses in our frequently HOT Eastside. This is as close to a "buyer's advantage" market as we've seen in years. At the time of writing this, interest rates are available in the high 5's. The cost of money is reasonable and the cost of property has not risen drastically in a few years. This is the perfect time to jump in for investors and first-time buyers. More specifically, anyone who can buy "unburdened" or without having to sell/carry two mortgages in order to buy. The condo and townhome markets continue to be a great opportunity for those looking to take the first step onto the property ladder. If none of this applies to you remember: if you're looking to buy and sell within the same market you only get an advantage on one side.



A savvy way to search **HOMES & STATS ONLINE**



Looking for real-time information on today's real estate market? If so, your search is over!

Visit windermere.com to find all of the real estate resources you need in one convenient place.

▪ **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.

The screenshot displays the Windermere website's research tools and community profiles. On the left, the 'Neighborhood and Property Research' section offers various tools like Geologic Hazard Map, Environmental Map, and Schools & Test Scores. The central part features 'EXPERT INSIGHT' articles on remodeling, best times to buy/sell, and sell or rent. The right side shows 'Mercer Island & the Eastside' profiles with maps, video tours, and property listings for Issaquah and Kirkland.

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.

