

Seattle Metro

ANNUAL MARKET REPORT

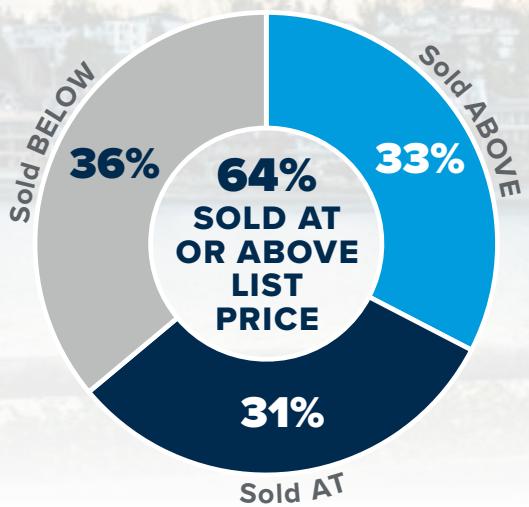


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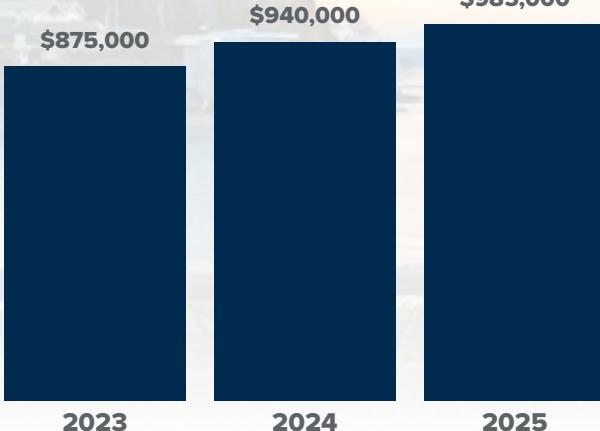
a review of single family residential
real estate activity in 2025

WINDERMERE REAL ESTATE / MERCER ISLAND

 **Windermere**
REAL ESTATE



MEDIAN SALES PRICE

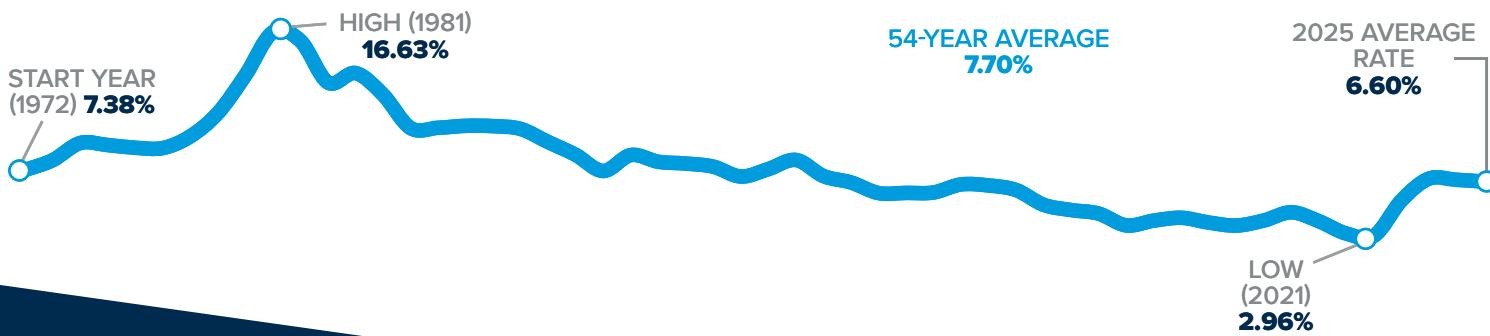


NEIGHBORHOOD SNAPSHOT

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price
West Seattle	1,151 ↑ 2%	\$524 ↓ 0%	69%	56%	\$850,000 ↑ 3%
South Seattle	737 ↓ -4%	\$469 ↓ -1%	61%	50%	\$794,000 ↑ 4%
Madison Park & Capitol Hill	799 ↑ 2%	\$660 ↓ 0%	54%	46%	\$1,150,000 ↓ 0%
Queen Anne & Magnolia	578 ↑ 1%	\$660 ↑ 5%	58%	53%	\$1,399,000 ↑ 8%
Ballard & Green Lake	1,705 ↑ 2%	\$576 ↑ 1%	67%	57%	\$975,000 ↑ 5%
North Seattle	1,040 ↑ 4%	\$585 ↑ 1%	65%	63%	\$1,130,000 ↑ 7%
Richmond Beach & Shoreline	317 ↓ -23%	\$503 ↓ -1%	64%	59%	\$900,000 ↑ 4%
Lake Forest Park & Kenmore	287 ↓ -7%	\$485 ↑ 3%	68%	61%	\$907,000 ↓ -3%
ALL SEATTLE	6,614 ↓ -1%	\$570 ↑ 1%	64%	55%	\$985,000 ↑ 5%

Percent changes are year-over-year

HISTORICAL INTEREST RATES



seattle sales
prices rose
5%
YEAR-OVER-YEAR

to a median of
\$985,000

55% OF
HOMES
SOLD IN THE FIRST
10 DAYS ON MARKET

THERE WERE
9,983
new listings,
up 12% from
2024

on average,
homes
sold
for
\$570
PER SQ.FOOT
1%
year-
over-year

2025 YEAR IN REVIEW

It's all good news in the city of Seattle! If you've been considering making an investment, we think this is a great year to do that. We've had a few back-to-back years of soft price gains, which feel like losses in our frequently HOT Seattle market. 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 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 receive an advantage on one side.

The 2025 Seattle market delivered modest results across the city. New listings are up 12% from 2024 to 9,983 while sales are down 1% to 6,614 from 6,655 in 2024. Given this, and the laws of supply and demand, we're grateful to see that the median price rose by 5% to \$985,000. Pricing remained competitive, with 64% of homes selling at or above their list price.

Sales activity moved quickly in many neighborhoods. Citywide, 55% of homes sold within the first 10 days on market. Several areas posted strong performance, including Ballard & Green Lake with 1,705 homes sold, and North Seattle with 1,040 sales. Median prices varied by neighborhood, ranging from \$794,000 in South Seattle to \$1,399,000 in Queen Anne & Magnolia, reflecting the diversity of Seattle's housing market.

Remember, these statistics include new construction data. In an inventory-constricted market, new construction data can skew pricing stats significantly. Check with your agent for how this affects your neighborhood.



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 windermeremi.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 Neighborhood and Property Research website. On the left, a sidebar lists various research tools: GEOLOGIC HAZARDS MAP, SEARCH PERMIT HISTORY, UN-CONTRACTOR LOOKUP, CORPORATION RESEARCH, KING CO PROPERTY INFO, KING CO ASSESSOR, KING CO RECORDS BUREAU, KING COUNTY HOME. In the center, there's an 'EXPERT INSIGHT' section with three cards: 'Renovating To Sell', 'What is the Best Time to Buy a Home?', and 'Selling Real Estate'. Below this is a 'Your Advocate at the Negotiating Table' section with a 'SELLER'S MARKET' sub-section. On the right, a 'SEATTLE' section shows neighborhoods like Belltown, Central Seattle, and South Seattle. Each neighborhood has a map, a photo, and a brief description.

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.

