



Q3 2026

Eastside

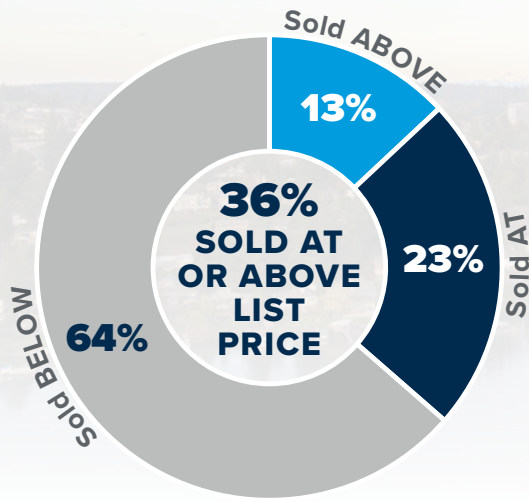
MARKET REPORT

PUBLISHED OCTOBER 2026

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
Eastside South (S of I-90)	177 -22%	\$559 -10%	42%	40%	\$1,585,000 -7%
Mercer Island	60 -14%	\$911 0%	43%	55%	\$2,410,000 0%
West Bellevue (W of 405)	72 -12%	\$1,120 -5%	23%	30%	\$3,200,000 -15%
East Bellevue (E of 405)	162 -22%	\$710 -2%	40%	42%	\$1,610,000 4%
East of Lake Sammamish	346 3%	\$560 -2%	33%	36%	\$1,400,000 -7%
Redmond	141 -2%	\$549 -3%	36%	29%	\$1,305,000 -2%
Kirkland	167 0%	\$747 -10%	33%	39%	\$1,835,000 -5%
Woodinville	313 -8%	\$542 -5%	39%	33%	\$1,175,000 -4%
ALL EASTSIDE	1,438 -8%	\$650 -6%	36%	37%	\$1,480,000 -5%

Percent changes are year-over-year

AVERAGE COST PER SQUARE FOOT

Q3 2024 - Q3 2026

PEAK (Q1 2025)
\$699/sq.ft.

LOW (Q3 2026)
\$650/sq.ft.

Q3 2026

eastside sales
prices fell

-5%

YEAR-OVER-YEAR

at a median of
\$1,480,000

37% OF HOMES
SOLD IN THE FIRST
10 DAYS ON MARKET

THERE WERE

2,997

new listings,
up 32% from
Q3 2025

on average,
homes
sold
for

\$650
PER SQ. FOOT



-6%
year-
over-year

Q3 2026

market review

Summer is seasonally slumpy as is typical in the Greater Seattle area. There are so many distractions! This year, however, we believe our Summer Slump is actually a sign of things to come. With new listings up year over year on the Eastside by 31%, sales down by 9%, and an absorption rate over 4 months, this is the first true buyer's market we've seen since September of 2011.

It is clear that the ultra-high end has had the largest correction; West Bellevue is down 15% year over year and 22% since the peak in Q4 2025. Mercer Island is flat year over year, but the disparity between median active price (\$3.3m) and median sold price (\$2.4m) tells us that there is a glut of high-end inventory. The bright spot for sellers is East Bellevue, posting a 4% year-over-year gain at a median price of \$1,610,000. With all of this, 36% of homes still sold above the list price, a sure sign that some home sellers are taking their savvy agents' advice on positioning.

The stats are sobering, but our situation is so much different now than in 2011. The main difference: homeowners have equity to tap into in most cases. Nationally, over 41% of homeowners have more than 50% equity in their homes. In 2011 we were plagued by short sales and foreclosures, which is simply not the case today. While interest rates have hit their highest levels since 2000, it is still a great time to move, especially if you're considering a trade up. Remember, inventory hasn't been this plentiful in 15 (fifteen!) years. If you're feeling like you've outgrown your house or your house has outgrown you, a skilled agent can help you with an analysis to decide if it's your time to take advantage of this buyer's market.

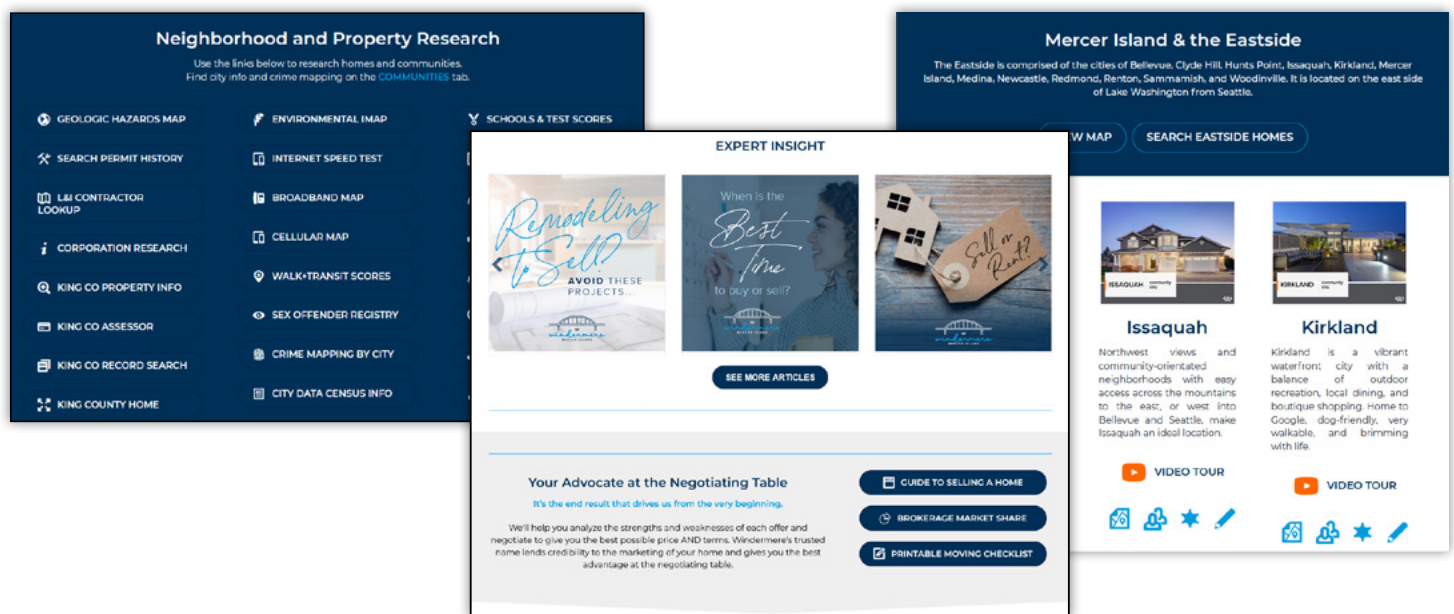


A savvy way to search HOMES & STATS ONLINE



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Cover photo: NWMLS #2583195 listed for \$1,875,000. Courtesy of Mike Ferreri, Listing Agent, and Kell Morrissey, Clarity NW 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.

