

Q2 2025 GREATER EASTSIDE

market review

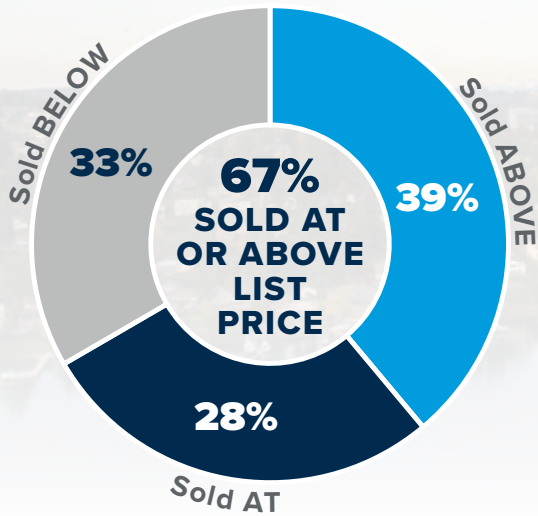


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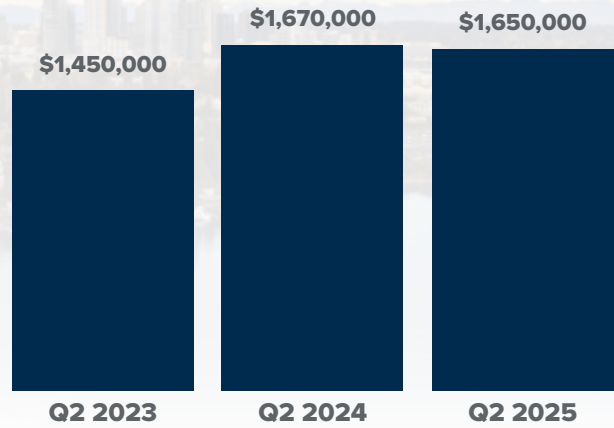
a quarterly report on single family
residential real estate activity

ANNI ZILZ, REAL ESTATE BROKER





MEDIAN SALES PRICE



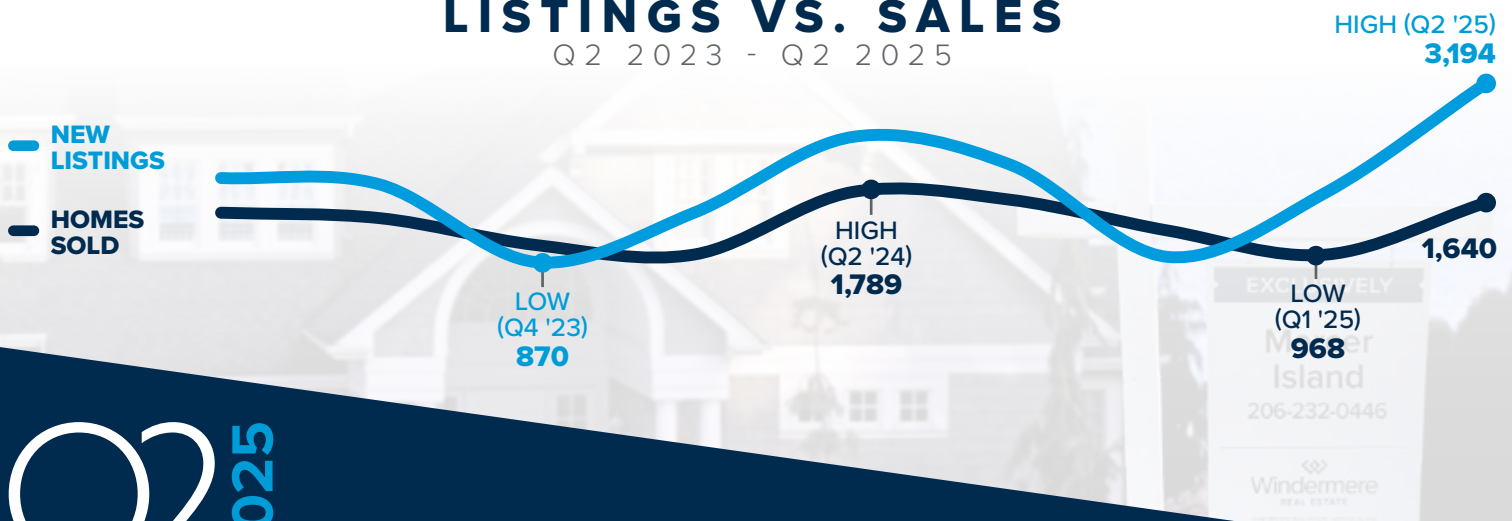
COMMUNITY SNAPSHOT

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)	221 ↓ -12%	\$638 ↑ 4%	69%	71%	\$1,850 ↑ 3%
Mercer Island	72 ↓ -4%	\$878 ↓ -5%	64%	71%	\$2,530 ↓ -3%
West Bellevue (W of 405)	73 ↓ -11%	\$1,151 ↑ 2%	59%	59%	\$3,750 ↑ 5%
East Bellevue (E of 405)	192 ↓ -8%	\$773 ↑ 4%	61%	67%	\$1,685 ↑ 5%
East of Lake Sammamish	377 ↓ -5%	\$604 ↓ -1%	67%	67%	\$1,535 ↓ -7%
Redmond	161 ↑ 15%	\$587 ↓ -7%	70%	58%	\$1,385 ↓ -13%
Kirkland	168 ↓ -13%	\$833 ↓ -7%	64%	65%	\$2,188 ↑ 8%
Woodinville	376 ↓ -15%	\$596 ↔ 0%	69%	68%	\$1,314 ↓ -3%
ALL EASTSIDE	1,640 ↓ -8%	\$696 ↓ -1%	67%	66%	\$1,650 ↓ -1%

Percent changes are year-over-year

LISTINGS VS. SALES

Q2 2023 - Q2 2025



Q2 2025

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eastside
home
values fell

-1% YEAR-
OVER-
YEAR

to a median of
\$1,650,000

66% OF
HOMES
**SOLD IN THE FIRST
10 DAYS ON MARKET**

THERE WERE
27%
more new
listings than in
Q2 last year

the average
house
sold
for

\$696
PER SQ. FOOT
-1%
year-
over-year

Q2 2025

market review

There was a listing surge this quarter and that was most significant on the Eastside! 3,194 homes were available—a substantial jump from just 2,509 in Q2 2024. This equates to a 27% increase in supply year-over-year. For buyers, there was more to choose from this quarter coupled with buyers being more selective and price sensitive. While competition is still strong, longer market times and slight price softening in some areas mean buyers have more negotiating power—especially in markets like Redmond and Sammamish.

But don't rule out the homes priced and prepped well! Sales velocity remained strong, with 67% of homes selling at or above list price, and most (66%) selling within the first 10 days. 39% of homes even sold over asking price. The median sale price across the Eastside was \$1.65M, slightly down from \$1.67M last year (-1%), showing a stable but price-sensitive market. For those homes with a longer market time (over 30 days) on average, sellers took a 3% negotiation.

Areas like Sammamish (-7%) and Redmond (-13%) experienced the most significant price drops—indicating opportunities for buyers who are priced out of West Bellevue or Kirkland. If we're talking community standouts, West Bellevue leads the pack in pricing, with a median sale price of \$3.75M, up 5% year-over-year, and the highest price per square foot at \$1,151. Kirkland saw the largest year-over-year price increase, up 8%, pushing the median to \$2.19m. Redmond was the only major submarket to experience a notable increase in number of homes sold (+15%), despite a 13% price drop, suggesting high buyer demand for more affordable options.

Q2 2025 brought more listings and more choices, but the market remains fast-moving and price sensitive. Our takeaways for Sellers: pricing strategy and early market momentum matter—homes that sell quickly are fetching the highest prices. Preparation and accurate positioning are key to success. For Buyers: There's more inventory than last year, but the best homes are still moving fast. If the home is listed, the seller is ready to make a deal. Whether you're buying or selling, strategy, timing, and clarity on your market segment are what will make the difference.

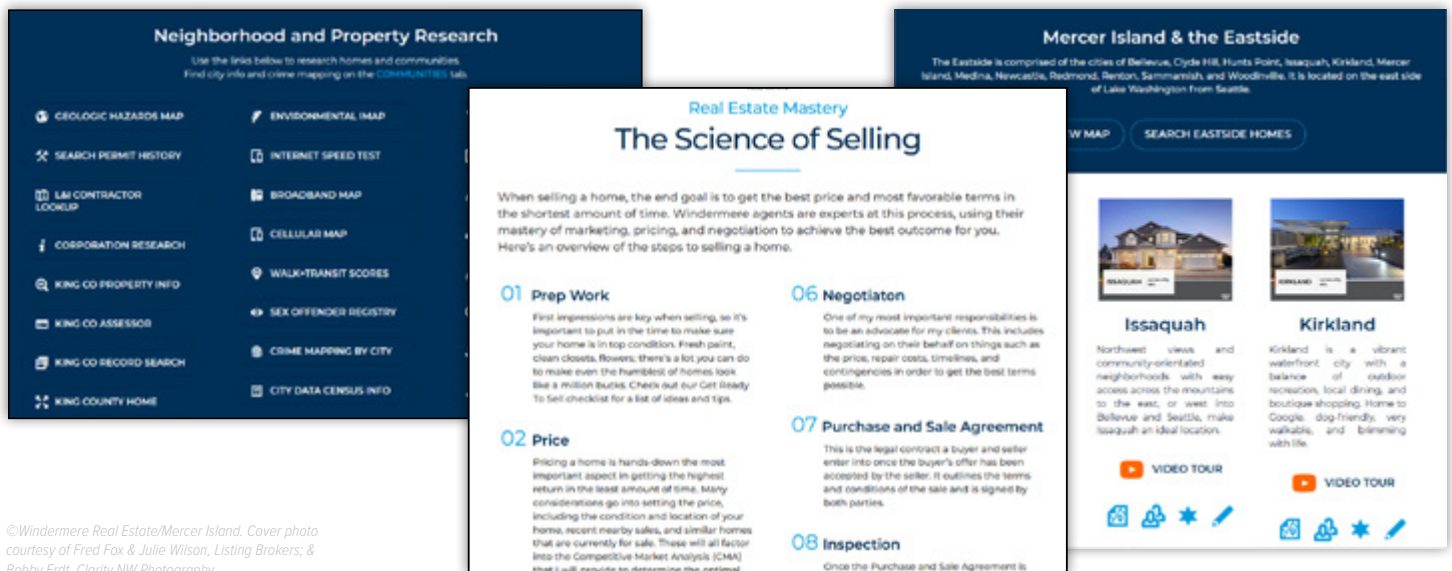


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