

Q2 2025 SEATTLE METRO

market review

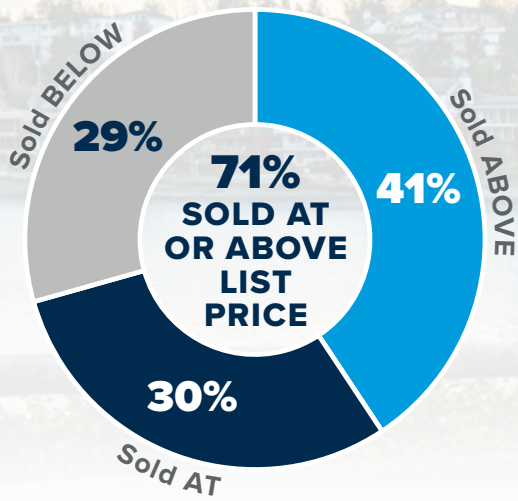


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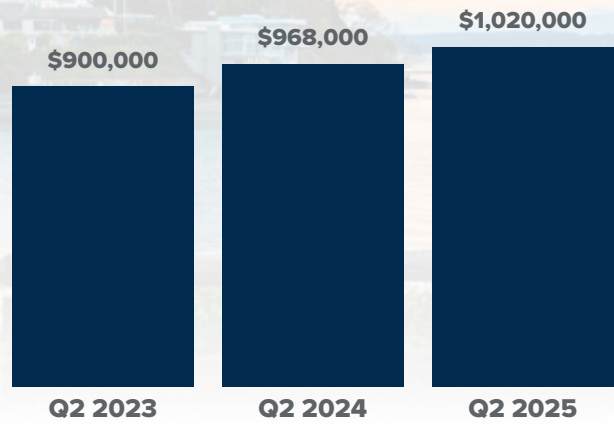
a quarterly report on single family
residential real estate activity

ANNI ZILZ, REAL ESTATE BROKER





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 (in thousands)
West Seattle	366 ↑ 5%	\$536 ↓ -1%	77%	67%	\$855 ↔ 0%
South Seattle	198 ↓ -9%	\$479 ↔ 0%	68%	58%	\$815 ↔ 0%
Madison Park & Capitol Hill	269 ↑ 14%	\$691 ↑ 6%	59%	52%	\$1,200 ↔ 0%
Queen Anne & Magnolia	158 ↓ -10%	\$666 ↑ 3%	62%	66%	\$1,503 ↑ 14%
Ballard & Green Lake	526 ↑ 11%	\$604 ↑ 4%	62%	66%	\$1,025 ↑ 10%
North Seattle	325 ↓ -1%	\$597 ↓ -1%	72%	73%	\$1,160 ↑ 9%
Richmond Beach & Shoreline	95 ↓ -16%	\$511 ↓ -1%	76%	76%	\$918 ↑ 5%
Lake Forest Park & Kenmore	82 ↑ 9%	\$481 ↑ 1%	73%	70%	\$916 ↓ -9%
ALL SEATTLE	2,019 ↑ 3%	\$590 ↑ 3%	71%	66%	\$1,020 ↑ 5%

Percent changes are year-over-year

LISTINGS VS. SALES

Q2 2023 - Q2 2025



Q2 2025

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to a median of
\$1,020,000

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



the average
house
sold
for



Q2 2025

market review

Seattle was a medal winner in the Q2 relay! Median sales price in Seattle hit \$1.02M, up from \$968K in Q2 2024—a 5% increase year-over-year, signaling a healthy and steadily appreciating market. Despite increased inventory, sales activity rose 3% YoY with 2,019 homes sold, reflecting stable demand. Homes that sold within the first 10 days received 105% of asking price, while those on market more than 30 days averaged just 97%, so speed continues to command premium pricing.

Momentum continues to be visible across several neighborhoods. Queen Anne & Magnolia led the city with a 14% price increase, pushing the median to \$1.5m—a strong signal of those wanting quiet luxury near the downtown core. Ballard–Green Lake and North Seattle also saw notable gains, up 10% and 9% respectively. Central Seattle recorded a 6% increase in price per square foot and the highest number of units sold among central neighborhoods, showing a rebound in core urban demand. Lake Forest Park was the only area with a significant decline in median price (-9%) suggesting buyer opportunity in the near-north fringe.

Much like the Eastside, inventory jumped to 3,500 new listings in Q2, a 16% increase over Q2 2024, giving buyers more choices and slightly more negotiating room, especially for homes that linger on market.

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 and often over asking. Be ready to act decisively, especially in high-demand areas. The Seattle market in Q2 2025 showed measured growth, more listing activity, and resilient demand. Whether you're buying or selling, strategy, timing, and clarity on your market segment are what will make the difference.

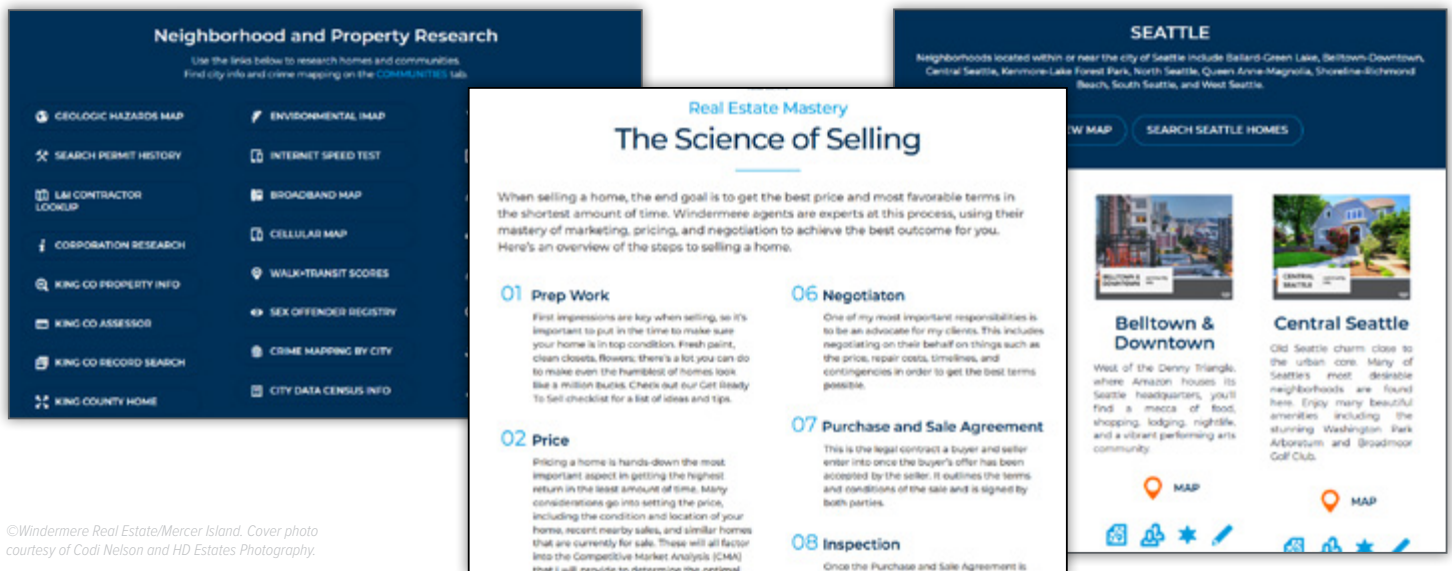


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