



Q3 2025 GREATER EASTSIDE

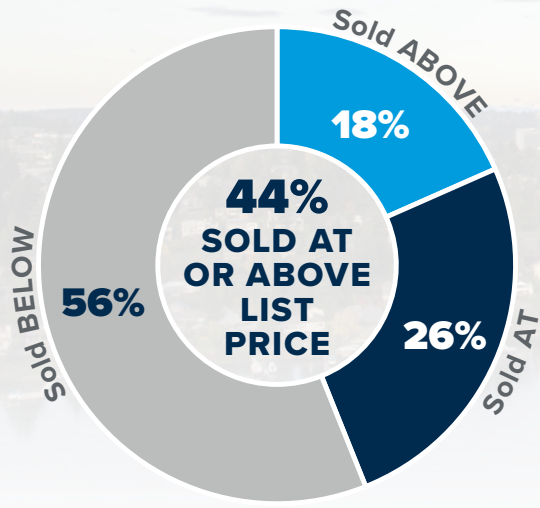
market review

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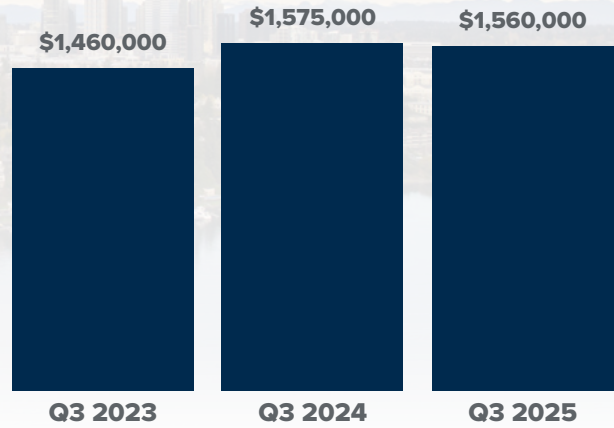
a quarterly report on single family
residential real estate activity

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)	224 ↑ 3%	\$616 ↑ 3%	46%	49%	\$1,700 ↑ 2%
Mercer Island	70 ↑ 1%	\$915 ↓ -1%	40%	44%	\$2,413 ↑ 1%
West Bellevue (W of 405)	82 ↔ 0%	\$1,173 ↑ 1%	30%	39%	\$3,763 ↔ 0%
East Bellevue (E of 405)	206 ↑ 26%	\$724 ↑ 2%	46%	51%	\$1,545 ↓ -3%
East of Lake Sammamish	333 ↓ -19%	\$572 ↓ -5%	35%	39%	\$1,505 ↓ -3%
Redmond	143 ↑ 8%	\$564 ↓ -8%	51%	39%	\$1,325 ↓ -5%
Kirkland	167 ↓ -10%	\$831 ↔ 0%	47%	40%	\$1,931 ↓ -6%
Woodinville	341 ↓ -20%	\$568 ↑ 2%	50%	43%	\$1,225 ↓ -3%
ALL EASTSIDE	1,566 ↓ -7%	\$688 ↑ 2%	44%	43%	\$1,560 ↓ -1%

Percent changes are year-over-year

AVERAGE COST PER SQUARE FOOT

Q3 2023 - Q3 2025



Q3 2025

eastside
home
values fell

-1% YEAR-
OVER-
YEAR

*to a median of
\$1,560,000*

43% OF
HOMES
SOLD IN THE FIRST
10 DAYS ON MARKET

THERE WERE

8%

more new
listings than in
Q3 last year

the average
house
sold
for

\$688
PER SQ. FOOT

2%
year-
over-year

Q3 2025

market review

After a bustling spring market, summer brought a welcome dose of balance across the Eastside. Remember, last quarter, 66% of homes sold at or above their listing price in the first 10 days. This quarter, under half the properties (43%) had the same results. Median home prices held steady at \$1,560,000, just 1% below last year, while the pace of sales slowed as buyers gained breathing room. With fewer bidding wars and longer market times, many buyers had the opportunity to compare options and negotiate.

Rising inventory and selective buyers mean strategy matters more than ever. Sellers who price accurately and make a strong first impression are still achieving great results, especially in desirable neighborhoods like West Bellevue and Kirkland. Buyers, meanwhile, are finding opportunities in Redmond (+ 8%), and East Bellevue (+ 26%) as prices soften slightly. The Eastside market remains healthy, just more measured and thoughtful as we head into fall. There is a luxury resilience as well—West Bellevue and Mercer Island held firm proving that well positioned homes still move if priced right.

Our advice to home sellers is genuine and has carried over from Q2: well-priced, well-prepared homes still move quickly, but overall, the frenzy of spring has eased into a steadier rhythm. The first 10 days matter more than ever. For buyers, with more listings than last year and slower sales coupled with lower interest rates, you have a selective advantage and opportunity to find a great property without frenzy.



A savvy way to search HOMES & STATS ONLINE



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- **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 image displays three overlapping screenshots of the Windermere Real Estate website. The leftmost screenshot shows the 'Neighborhood and Property Research' page with a sidebar menu containing links like 'GEOLOGIC HAZARDS MAP', 'ENVIRONMENTAL IMAP', 'SEARCH PERMIT HISTORY', 'INTERNET SPEED TEST', 'BROADBAND MAP', 'CELLULAR MAP', 'WALK-TRANSIT SCORES', 'SEX OFFENDER REGISTRY', 'CRIME MAPPING BY CITY', 'CITY DATA CENSUS INFO', 'L&I CONTRACTOR LOOKUP', 'CORPORATION RESEARCH', 'KING CO PROPERTY INFO', 'KING CO ASSESSOR', 'KING CO RECORD SEARCH', and 'KING COUNTY HOME'. The middle screenshot shows the 'Real Estate Mastery' page titled 'The Science of Selling', which provides an overview of the steps to selling a home, including sections for '01 Prep Work', '02 Price', '06 Negotiation', '07 Purchase and Sale Agreement', and '08 Inspection'. The rightmost screenshot shows the 'Mercer Island & the Eastside' page, which features a 'SEARCH EASTSIDE HOMES' button and two featured neighborhoods: 'Issaquah' and 'Kirkland', each with a video tour icon.

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