Q3 2025 SEATTLE METRO

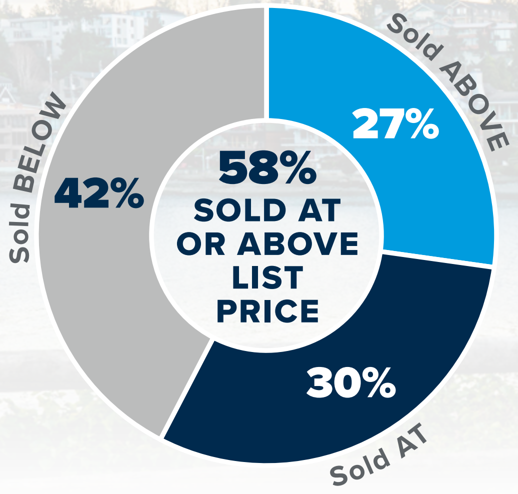
market review

PUBLISHED OCTOBER 2025

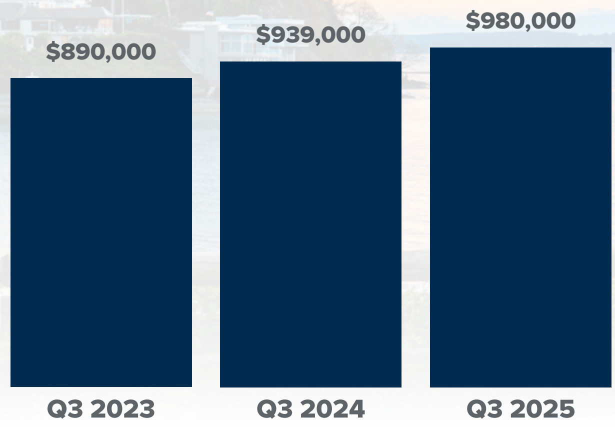
a quarterly report on single family residential real estate activity

ANNI ZILZ, REAL ESTATE BROKER

windermere
MERCER ISLAND



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	292	-1%	$525	-2%	63%	53%	$881	8%
South Seattle	205	11%	$459	-4%	55%	44%	$803	4%
Madison Park & Capitol Hill	209	16%	$664	-2%	49%	35%	$1,195	2%
Queen Anne & Magnolia	137	3%	$639	1%	49%	39%	$1,300	-4%
Ballard & Green Lake	460	4%	$550	-3%	49%	39%	$942	-1%
North Seattle	287	18%	$576	3%	56%	56%	$1,115	7%
Richmond Beach & Shoreline	82	-22%	$518	-5%	59%	49%	$937	4%
Lake Forest Park & Kenmore	81	-13%	$464	-3%	70%	58%	$945	5%
ALL SEATTLE	**1,753**	**5%**	**$557**	**-2%**	**58%**	**48%**	**$980**	**4%**

Percent changes are year-over-year

AVERAGE COST PER SQUARE FOOT

Q3 2023 - Q3 2025

Q3 2025

WINDERMERE MERCER ISLAND
206.232.0446 | windermeremi.com

seattle home values rose

4%

YEAR-OVER-YEAR

to a median of

$980,000

48% OF HOMES

SOLD IN THE FIRST 10 DAYS ON MARKET

THERE WERE

12%

more new listings than in Q3 last year

the average house sold for

$557 PER SQ. FOOT

2% year-over-year

Q3 2025
market review

Seattle went from a hot spring to a balanced summer! And boy, did Seattle show off when it comes to growth in the numbers. While the summer market shifted to a steadier pace, the city's median home price landed at $980,000, 4% above last year but slightly below Q2's peak. Homes took longer to sell, and bidding wars eased as buyers gained more breathing room much like the Eastside. Still, well-priced listings in popular neighborhoods like West Seattle and North Seattle continued to move quickly and often close to asking price.

Inventory remains healthy, giving buyers options and sellers the chance to stand out through pricing and presentation. Urban cores such as Capitol Hill (+16%) and North Seattle (+18%) held firm, while areas like Ballard and Queen Anne saw small seasonal dips. 48% of homes sold within the first 10 days at their listing price or above, 27% of which experienced multiple offers. Overall, Seattle's housing market remains strong—just more measured and thoughtful as we head into fall.

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. If single family homes are starting to feel out of reach, don't overlook the townhome and condo market. It's been a fantastic option for buyers looking for value and convenience!

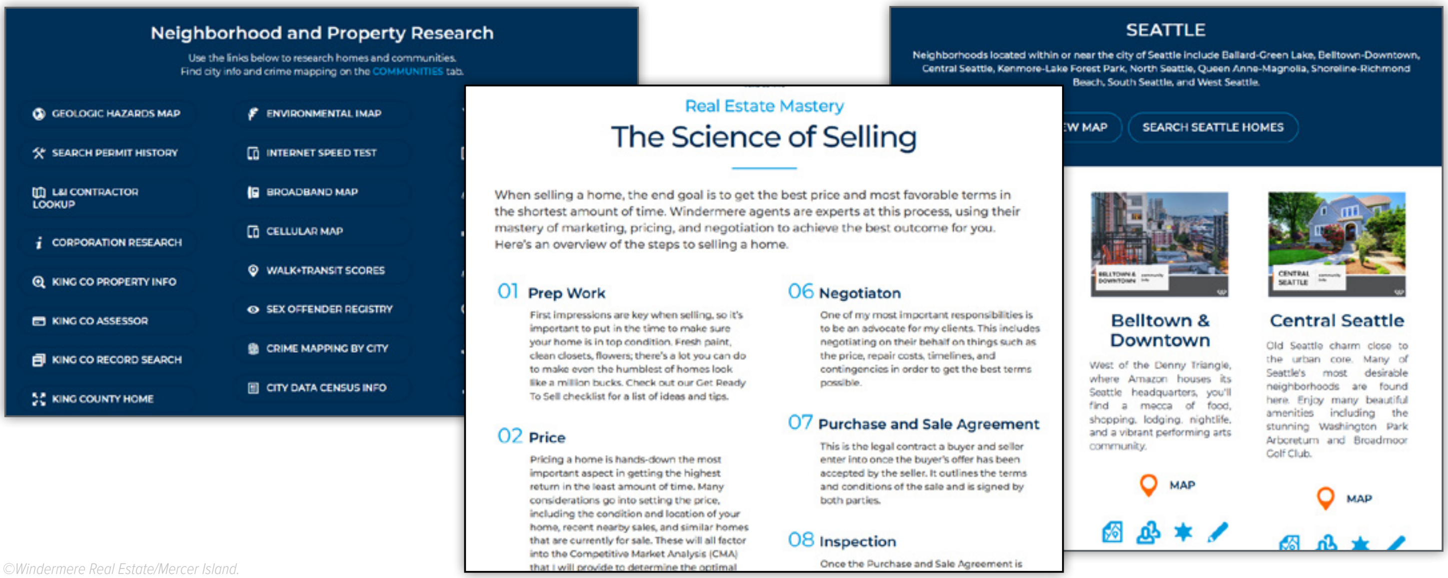
A savvy way to search

HOMES & STATS ONLINE

Windermere REAL ESTATE

Looking for real-time information on today's real estate market? If so, your search is over! Visit **annizilz.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.



ANNI ZILZ

PREMIER PROPERTIES & RELOCATION SPECIALIST

ANNI.ZILZ.REAL.ESTATE

IN/ANNI-ZILZ-840681

Premier PROPERTIES

LUXURY PORTFOLIO INTERNATIONAL

(206) 390-5723

ANNIZILZ@WINDERMERE.COM | ANNIZILZ.COM

@ANNI.ZILZ.HOMES