

# Condo Report

SEATTLE / EASTSIDE  
ANNUAL REVIEW



**PUBLISHED JANUARY 2026**

a review of condominium real  
estate activity in 2025

ANNI ZILZ, REAL ESTATE BROKER



## SEATTLE CONDOS

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price
West Seattle	311  22%	\$593  0%	61%	34%	\$635,000  0%
South Seattle	111  25%	\$500  4%	57%	29%	\$545,000  -3%
Madison Park & Capitol Hill	500  4%	\$670  -3%	52%	32%	\$495,000  -3%
Queen Anne & Magnolia	346  6%	\$624  -1%	46%	30%	\$540,000  2%
Downtown-Belltown	425  0%	\$835  1%	39%	24%	\$660,000  2%
Ballard & Green Lake	558  25%	\$605  2%	56%	34%	\$649,000  13%
North Seattle	275  -5%	\$520  -2%	45%	31%	\$605,000  8%
Richmond Beach & Shoreline	112  14%	\$451  -1%	51%	40%	\$570,000  -4%
Lake Forest Park & Kenmore	57  8%	\$447  -2%	47%	23%	\$390,000  -6%
<b>ALL SEATTLE</b>	<b>2,695  9%</b>	<b>\$624  -1%</b>	<b>51%</b>	<b>31%</b>	<b>\$585,000  2%</b>

Percent changes are year-over-year

## EASTSIDE CONDOS

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)	166  -22%	\$511  -2%	40%	36%	\$570,000  -1%
Mercer Island	27  0%	\$591  13%	37%	37%	\$630,000  1%
West Bellevue (W of 405)	209  -32%	\$979  -17%	47%	40%	\$955,000  -12%
East Bellevue (E of 405)	261  -4%	\$542  -3%	37%	32%	\$565,000  -10%
East of Lake Sammamish	353  -8%	\$503  0%	59%	38%	\$600,000  -5%
Redmond	202  12%	\$632  3%	63%	36%	\$854,000  7%
Kirkland	396  4%	\$769  -2%	48%	37%	\$1,128,000  13%
Woodinville	436  29%	\$578  12%	56%	34%	\$650,000  30%
<b>ALL EASTSIDE</b>	<b>2,050  -2%</b>	<b>\$643  -5%</b>	<b>51%</b>	<b>36%</b>	<b>\$730,000  5%</b>

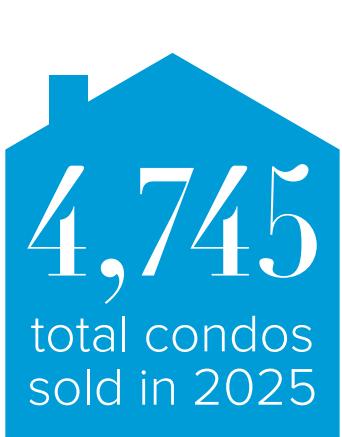
Percent changes are year-over-year

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Windermere Mercer Island.  
Information and statistics  
derived from Northwest  
Multiple Listing Service.

# Condo Report

**ANNI ZILZ, WINDERMERE MERCER ISLAND**

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4% MORE  
*than last year*

51% OF  
CONDOS  
SOLD AT OR ABOVE  
THEIR LIST PRICE

THERE WERE  
**8,331**  
new listings,  
up 14% from  
2024

on average,  
condos  
sold  
for  
**\$633**  
PER SQ. FOOT  
3%  
year-  
over-year

# 2025 YEAR IN REVIEW

The 2025 Condo Report shows steady, encouraging activity across both the Seattle and Eastside condo markets. Year over year, condo sale prices increased a combined 2% to a median of \$630,000, with homes selling for an average of \$633/sq.ft. Half of all condos sold at or above their list price, signaling stable buyer demand. Inventory also expanded, with 8,331 new condo listings—up 14% from 2024! This is great news, increased supply that didn't cause a price 'dump', it shows our Buyers may be returning to confidence around condos.

In Seattle, 2,695 condos sold during the year, a 9% increase in sales volume. The median Seattle condo price rose 2% to \$585,000, and 51% of homes sold at or above list price. On the Eastside, 2,050 condos sold, with median prices increasing 5% year over year to \$730,000. Eastside condos averaged \$643 per square foot, with 51% selling at or above list price and 36% selling within the first 10 days. The market showed a combined 52 average days on market, with a 99% list to sales price ratio. Though, when original list to sales price ratio is compared the average sits at 97%. This means that patience and active calibration are both required when marketing your condo.

Looking forward: this is a great year to invest! We've had a few back-to-back years of soft price gains. All signs point to returning consumer confidence in condos, there is still time to get in on "ground floor" pricing. At the time of writing this, interest rates are available in the high 5's. So the cost of money is reasonable and the cost of property has not risen drastically in a few years. This is the perfect time to jump in for investors and first-time buyers. More specifically, anyone who can buy "unburdened" or without having to sell/carry two mortgages to make the investment. The condo and townhome markets continue to be a great opportunity for those looking to take the first step onto the property ladder.



# A savvy way to search **HOMES & STATS ONLINE**



Looking for real-time information on today's real estate market? If so, your search is over! Visit [annizilz.com](http://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.

**Neighborhood and Property Research**  
Use the links below to research homes and communities. Find city info and crime mapping on the COMMUNITIES tab.

- GEOLOGIC HAZARDS MAP
- ENVIRONMENTAL MAP
- SEARCH PERMIT HISTORY
- INTERNET SPEED TEST
- LAI CONTRACTOR LOOKUP
- BROADBAND MAP
- CORPORATION RESEARCH
- CELLULAR MAP
- KING CO PROPERTY INFO
- WALK-TRANSIT SCORES
- KING CO ASSESSOR
- SEX OFFENDER REGISTRY
- KING CO RECORD SEARCH
- CRIME MAPPING BY CITY
- KING COUNTY HOME
- CITY DATA CENSUS INFO

**Real Estate Mastery**  
**The Science of Selling**

When selling a home, the end goal is to get the best price and most favorable terms in the shortest amount of time. Windermere agents are experts at this process, using their mastery of marketing, pricing, and negotiation to achieve the best outcome for you. Here's an overview of the steps to selling a home.

**01 Prep Work**  
First impressions are key when selling, so it's important to put in the time to make sure your home is in top condition. Fresh paint, clean closets, flowers, there's a lot you can do to make even the humdiest of homes look like a million bucks. Check out our Get Ready To Sell checklist for a list of ideas and tips.

**02 Price**  
Pricing a home is hands-down the most important aspect in getting the highest return in the least amount of time. Many considerations go into setting the price, including the condition and location of your home, recent nearby sales, and similar homes that are currently for sale. These will all factor into the Competitive Market Analysis (CMA) that I will provide to determine the optimal

**06 Negotiation**  
One of my most important responsibilities is to be an advocate for my clients. This includes negotiating on their behalf on things such as the price, repair costs, timelines, and contingencies in order to get the best terms possible.

**07 Purchase and Sale Agreement**  
This is the legal contract a buyer and seller enter into once the buyer's offer has been accepted by the seller. It outlines the terms and conditions of the sale and is signed by both parties.

**08 Inspection**  
Once the Purchase and Sale Agreement is

**Mercer Island & the Eastside**  
The Eastside is comprised of the cities of Bellevue, Clyde Hill, Hunts Point, Issaquah, Kirkland, Mercer Island, Medina, Newcastle, Redmond, Renton, Sammamish, and Woodinville. It is located on the east side of Lake Washington from Seattle.

W MAP SEARCH EASTSIDE HOMES

**Issaquah**  
Northwest views and community-oriented neighborhoods with easy access across the mountains to the east, or west into Bellevue and Seattle, make Issaquah an ideal location.

VIDEO TOUR

**Kirkland**  
Kirkland is a vibrant waterfront city with a balance of outdoor recreation, local dining, and boutique shopping. Home to Google, dog-friendly, very walkable, and brimming with life.

VIDEO TOUR

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