

Greater Eastside ANNUAL MARKET REPORT

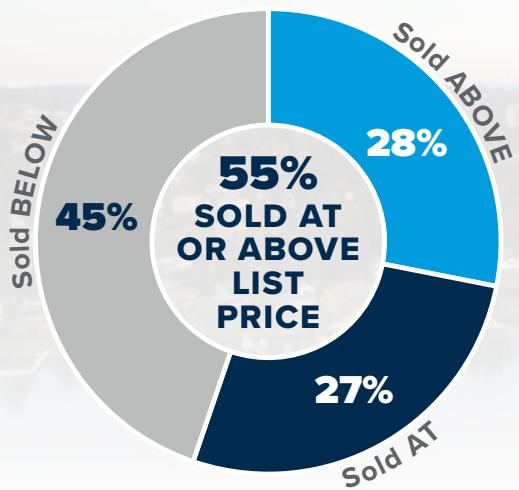


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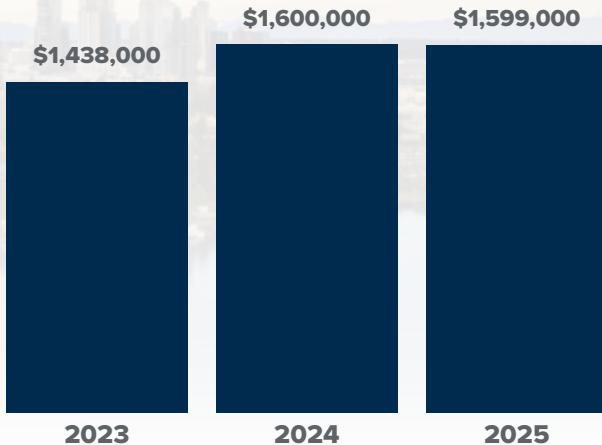
a review of single family residential
real estate activity in 2025

ANNI ZILZ, REAL ESTATE BROKER





MEDIAN SALES PRICE

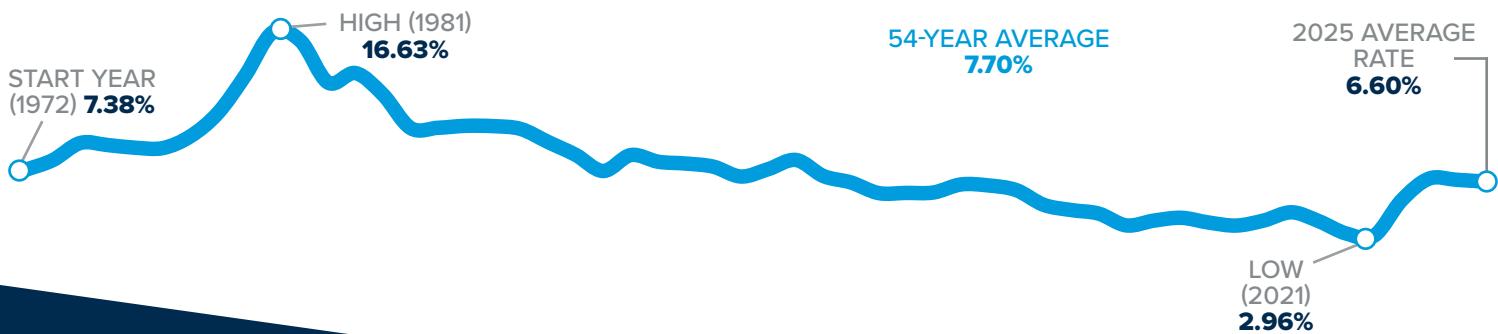


COMMUNITY SNAPSHOT

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price	median sale price change
Eastside South (S of I-90)	761	\$621	58%	56%	\$1,715,000	0%
Mercer Island	226	\$895	47%	52%	\$2,550,000	3%
West Bellevue (W of 405)	275	\$1,153	48%	49%	\$3,688,000	3%
East Bellevue (E of 405)	694	\$741	57%	62%	\$1,650,000	4%
East of Lake Sammamish	1,134	\$580	51%	51%	\$1,500,000	-4%
Redmond	548	\$570	59%	48%	\$1,344,000	-5%
Kirkland	585	\$829	55%	50%	\$2,100,000	3%
Woodinville	1,235	\$581	58%	54%	\$1,281,000	0%
ALL EASTSIDE	5,458	\$688	55%	53%	\$1,599,000	0%

Percent changes are year-over-year

HISTORICAL INTEREST RATES



Greater Eastside

ANNI ZILZ, WIMBERMERE MERCER ISLAND
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eastside sales
prices stayed
Flat
YEAR-OVER-YEAR

at a median of
\$1,599,000

53% OF
HOMES
SOLD IN THE FIRST
10 DAYS ON MARKET

THERE WERE
8,259
new listings,
up 16% from
2024

on average,
homes
sold
for
\$688
PER SQ.FOOT
similar to 2024

2025 YEAR IN REVIEW

Across the Greater Eastside, 5,458 homes sold during the year, down 5% compared to 2024. New inventory increased, with 8,259 new listings coming to market—up 16%! Fifty-five percent of homes sold at or above their list price, and 53% sold within the first 10 days on market, highlighting consistent transaction pace and buyer confidence across the region. Despite this, the median sale price held flat at \$1,599,000 compared to 2024, while homes sold for an average of \$688 per square foot, also similar to last year.

Several communities recorded notable activity levels, including Woodinville with 1,235 homes sold and East of Lake Sammamish with 1,134 sales. East Bellevue saw a 13% increase in homes sold, while Redmond posted a 15% increase in sales volume. Median sale prices varied by community, ranging from \$1,281,000 in Woodinville to \$3,688,000 in West Bellevue, reflecting the diversity of the Eastside housing market.

Looking forward: this is a great year to invest! We've had a few back-to-back years of soft price gains, which feel like losses in our frequently HOT Eastside. This is as close to a "buyer's advantage" market as we've seen in years. At the time of writing this, interest rates are available in the high 5's. 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 in order to buy. The condo and townhome markets continue to be a great opportunity for those looking to take the first step onto the property ladder. If none of this applies to you remember: if you're looking to buy and sell within the same market you only get an advantage on one side.



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 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.

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 | VIDEO TOUR

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