

Greater Eastside

ANNUAL MARKET REPORT

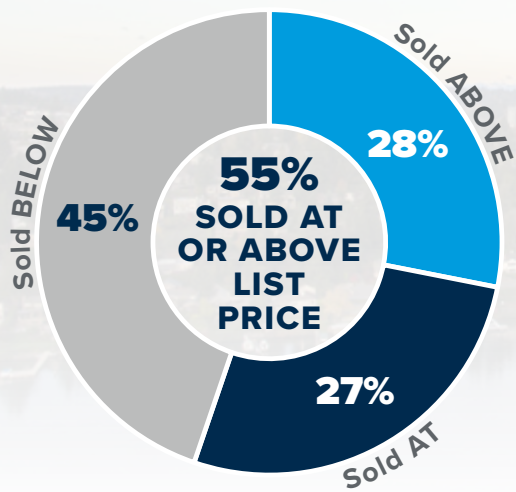


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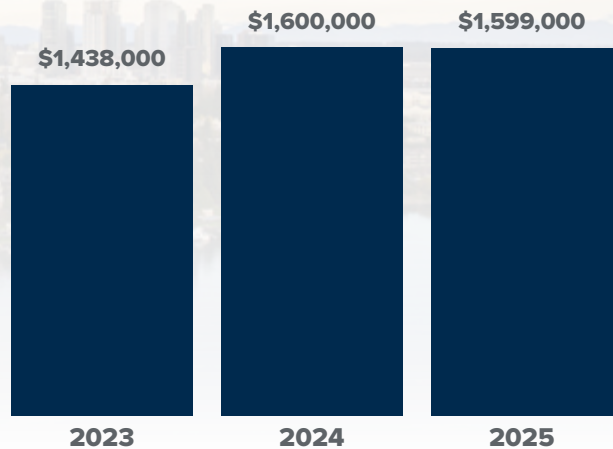
a review of single family residential
real estate activity in 2025

ANNI ZILZ, REAL ESTATE BROKER





MEDIAN SALES PRICE

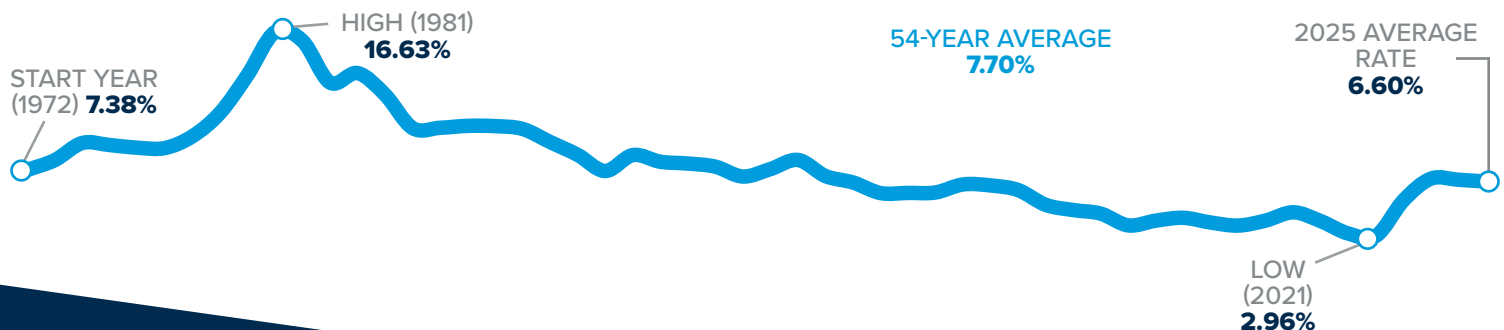


COMMUNITY SNAPSHOT

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price
Eastside South (S of I-90)	761 ↓ -1%	\$621 ↑ 2%	58%	56%	\$1,715,000 ↔ 0%
Mercer Island	226 ↓ -5%	\$895 ↓ -3%	47%	52%	\$2,550,000 ↑ 3%
West Bellevue (W of 405)	275 ↓ -6%	\$1,153 ↑ 5%	48%	49%	\$3,688,000 ↑ 3%
East Bellevue (E of 405)	694 ↑ 13%	\$741 ↑ 2%	57%	62%	\$1,650,000 ↑ 4%
East of Lake Sammamish	1,134 ↓ -10%	\$580 ↓ -3%	51%	51%	\$1,500,000 ↓ -4%
Redmond	548 ↑ 15%	\$570 ↓ -6%	59%	48%	\$1,344,000 ↓ -5%
Kirkland	585 ↓ -9%	\$829 ↓ -2%	55%	50%	\$2,100,000 ↑ 3%
Woodinville	1,235 ↓ -14%	\$581 ↑ 2%	58%	54%	\$1,281,000 ↔ 0%
ALL EASTSIDE	5,458 ↓ -5%	\$688 ↔ 0%	55%	53%	\$1,599,000 ↔ 0%

Percent changes are year-over-year

HISTORICAL INTEREST RATES





at a median of
\$1,599,000

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



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.

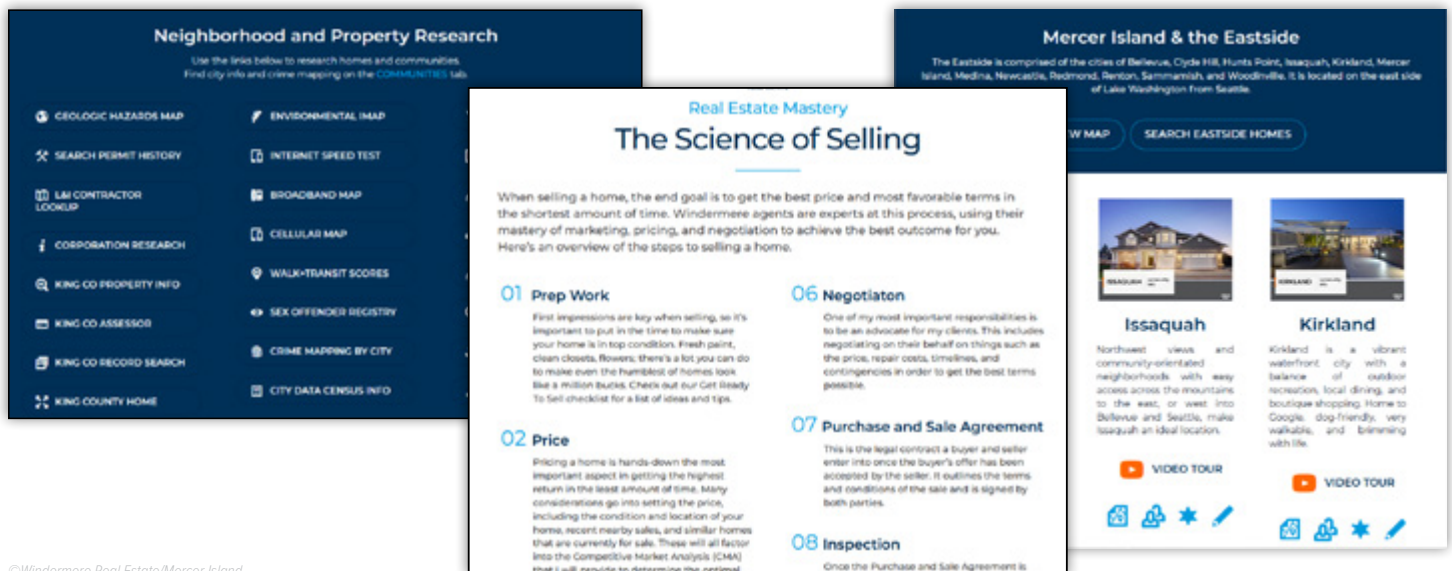


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