

Seattle Metro

ANNUAL MARKET REPORT

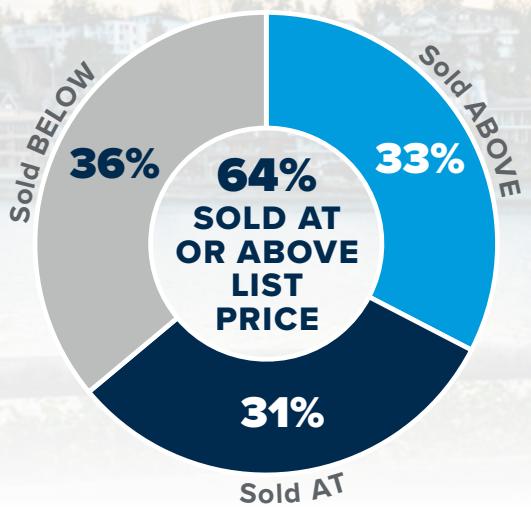


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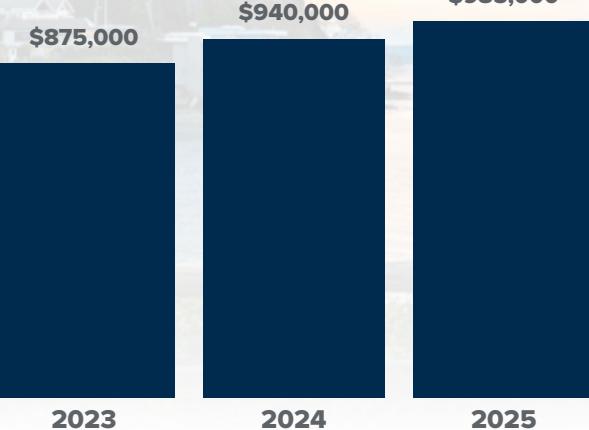
a review of single family residential
real estate activity in 2025

ANNI ZILZ, REAL ESTATE BROKER





MEDIAN SALES PRICE

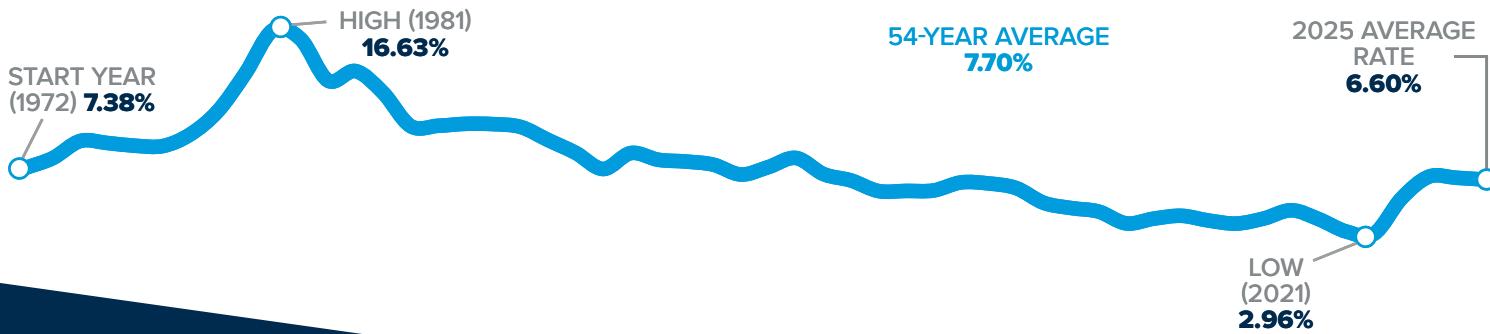


NEIGHBORHOOD SNAPSHOT

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price
West Seattle	1,151 ↑ 2%	\$524 ↓ 0%	69%	56%	\$850,000 ↑ 3%
South Seattle	737 ↓ -4%	\$469 ↓ -1%	61%	50%	\$794,000 ↑ 4%
Madison Park & Capitol Hill	799 ↑ 2%	\$660 ↓ 0%	54%	46%	\$1,150,000 ↓ 0%
Queen Anne & Magnolia	578 ↑ 1%	\$660 ↑ 5%	58%	53%	\$1,399,000 ↑ 8%
Ballard & Green Lake	1,705 ↑ 2%	\$576 ↑ 1%	67%	57%	\$975,000 ↑ 5%
North Seattle	1,040 ↑ 4%	\$585 ↑ 1%	65%	63%	\$1,130,000 ↑ 7%
Richmond Beach & Shoreline	317 ↓ -23%	\$503 ↓ -1%	64%	59%	\$900,000 ↑ 4%
Lake Forest Park & Kenmore	287 ↓ -7%	\$485 ↑ 3%	68%	61%	\$907,000 ↓ -3%
ALL SEATTLE	6,614 ↓ -1%	\$570 ↑ 1%	64%	55%	\$985,000 ↑ 5%

Percent changes are year-over-year

HISTORICAL INTEREST RATES



seattle sales
prices rose
5%
YEAR-OVER-YEAR

to a median of
\$985,000

55% OF
HOMES
SOLD IN THE FIRST
10 DAYS ON MARKET

THERE WERE
9,983
new listings,
up 12% from
2024

on average,
homes
sold
for
\$570
PER SQ.FOOT
1%
year-
over-year

2025 YEAR IN REVIEW

It's all good news in the city of Seattle! If you've been considering making an investment, we think this is a great year to do that. We've had a few back-to-back years of soft price gains, which feel like losses in our frequently HOT Seattle market. 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 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 receive an advantage on one side.

The 2025 Seattle market delivered modest results across the city. New listings are up 12% from 2024 to 9,983 while sales are down 1% to 6,614 from 6,655 in 2024. Given this, and the laws of supply and demand, we're grateful to see that the median price rose by 5% to \$985,000. Pricing remained competitive, with 64% of homes selling at or above their list price.

Sales activity moved quickly in many neighborhoods. Citywide, 55% of homes sold within the first 10 days on market. Several areas posted strong performance, including Ballard & Green Lake with 1,705 homes sold, and North Seattle with 1,040 sales. Median prices varied by neighborhood, ranging from \$794,000 in South Seattle to \$1,399,000 in Queen Anne & Magnolia, reflecting the diversity of Seattle's housing market.

Remember, these statistics include new construction data. In an inventory-constricted market, new construction data can skew pricing stats significantly. Check with your agent for how this affects your neighborhood.



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

SEATTLE
Neighborhoods located within or near the city of Seattle include Ballard-Green Lake, Belltown-Downtown, Central Seattle, Kenmore-Lake Forest Park, North Seattle, Queen Anne-Magnolia, Shoreline-Richmond Beach, South Seattle, and West Seattle.

[VIEW MAP](#) [SEARCH SEATTLE HOMES](#)

Belltown & Downtown
West of the Denny Triangle, where Amazon houses its Seattle headquarters, you'll find a mecca of food, shopping, lodging, nightlife, and a vibrant performing arts community.

[MAP](#)

Central Seattle
Old Seattle charm close to the urban core. Many of Seattle's most desirable neighborhoods are found here. Enjoy many beautiful amenities including the stunning Washington Park Arboretum and Broadmoor Golf Club.

[MAP](#)

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