



JUNE 2025 – Eastside TALKING POINTS

Based on Residential only reports

Inventory Growth Continues to Shape the Market

- Active inventory at the end of June reached 1,428 homes, the highest month-end level since June 2019. This figure is slightly less than double the inventory from June 2024 (745) and double from just two months ago in March 2025 (684).
- While inventory has grown significantly, buyer demand has held relatively steady:
 - Pending sales year-to-date through June are down just 5%, or 147 homes (3,098 in 2025 vs 3,245 in 2024). Closed sales year-to-date are down 6%, or 161 homes (2,404 in 2025 vs 2,565 in 2024).

Pricing Trends

- The median closed sale price in June 2025 was \$1,610,000, a 2% decrease compared to June 2024 (\$1,635,000).

A Buyer-Favored Market

- With a 2.3 months supply of inventory, the market now favors buyers, offering more choices and creating room to negotiate on price—rather than compete by bidding over asking.
- One broker summed it up perfectly:
 - “It’s a beauty contest and a price war—you have to win both to sell your home.”
 - That same broker noted sellers are faced with three “R” options:
Reduce (price), Relax (and wait), or Release (the listing).
- The market has not been buyer favored since the second half of 2018. With the change from a seller favored market, sellers, buyers and brokers need to use different strategies:

Recommendations for Sellers & Listing Agents

- Show weekly data trends to sellers.
 - Use reports like the [King RESIDENTIAL Weeks Supply from 04/23/25–06/04/25](#) to demonstrate current conditions. Use [prior period comparisons \(e.g., 02/26/25–04/09/25\)](#) to highlight how fast inventory has grown.
- Price at the low end of the value range, based on active competition.
- Hold open houses to maximize exposure.
- Don’t rush to drop the list price. In addition, evaluate buyer activity and look at other active and pending listings activity since list date.
- Offer buyer credits (via the BBC) to help cover closing costs and spark excitement.
- Leverage Windermere’s brand—the yard sign still matters, especially in a crowded market.



- Take on a proactive role: Help unrepresented buyers write offers ethically while protecting the seller's interests.
- Work with all offers, even low ones—counter until common ground is found.

This market rewards agents and sellers who lead with data, strategy, and experience. Consistent branding, local knowledge, and disciplined pricing are more important than ever.

Recommendations for Buyers and Buyers' Brokers

Today's environment also calls for a different approach on the buy side:

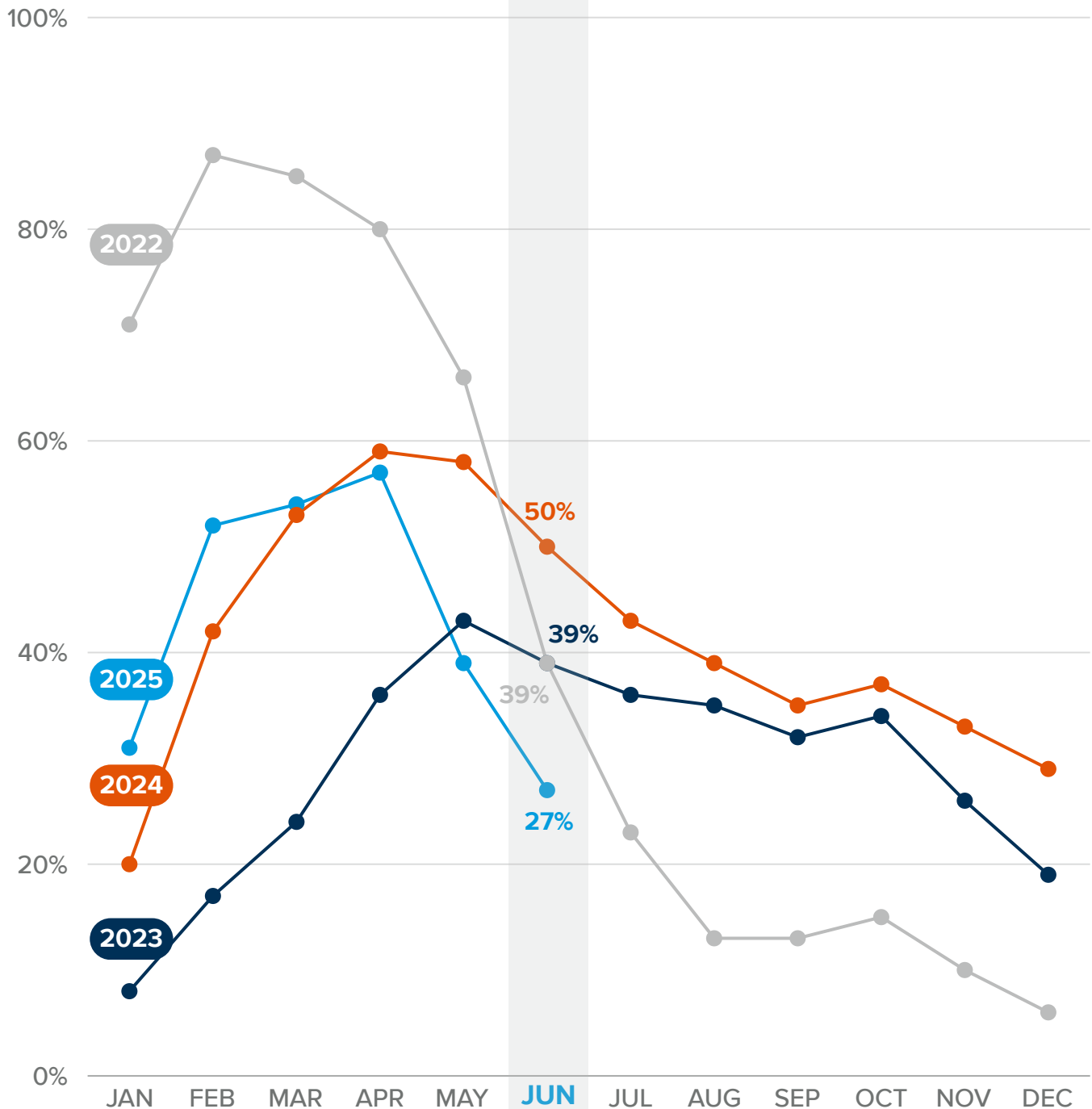
- Fear of missing out is gone. Replace it with a calm, strategic mindset.
- Encourage patience. When the right home appears, write the offer—even if it's below asking.
 - Set clear expectations: Lower offers often mean more negotiation. Be ready to guide clients through multiple counters.

JUNE 2025

% OF LISTINGS SOLD ABOVE LIST PRICE



EASTSIDE RESIDENTIAL



[windermere.com](https://www.windermere.com)

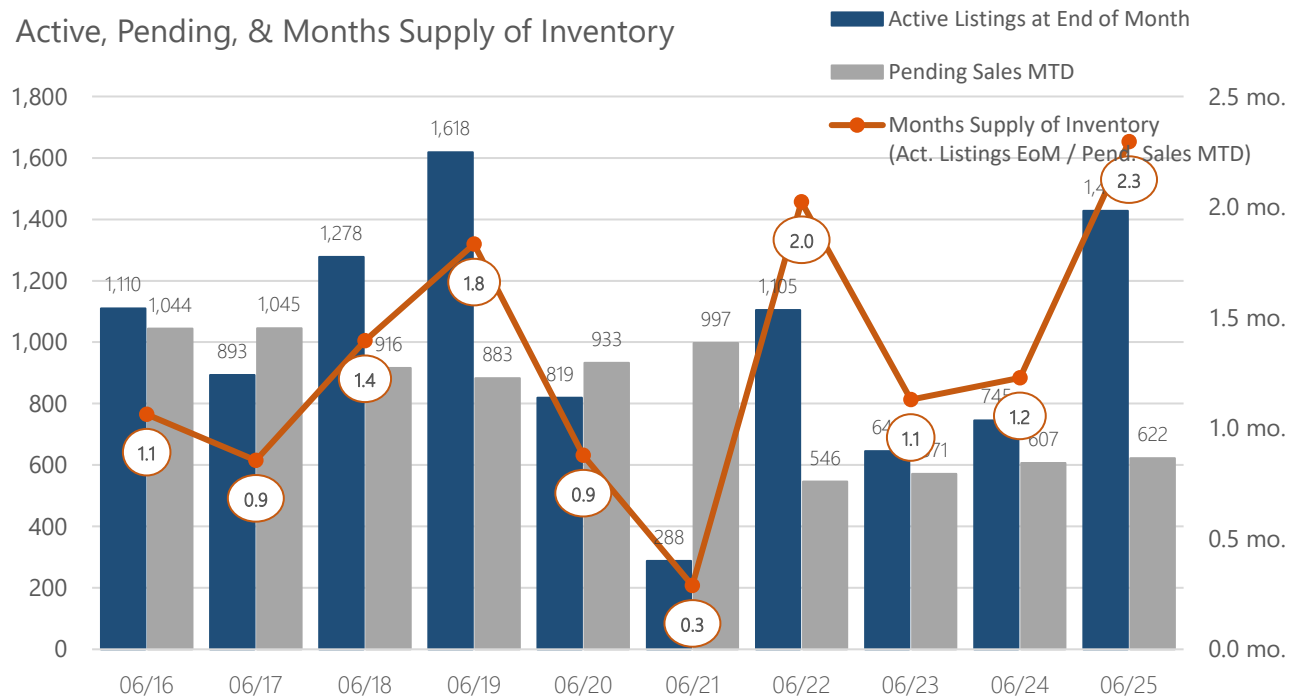
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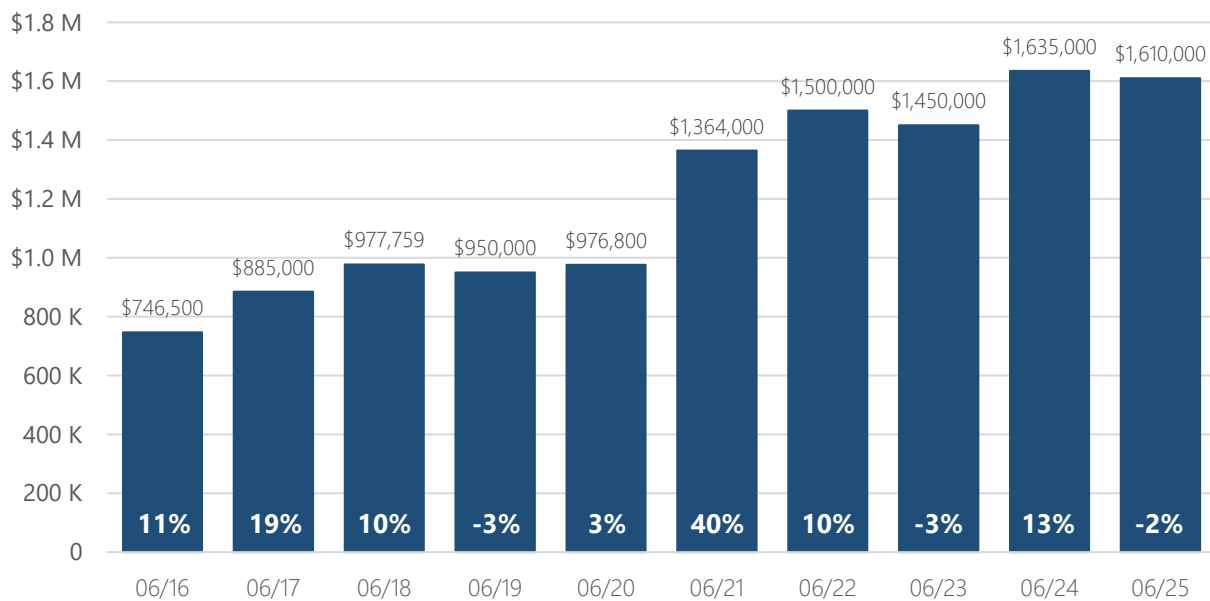
Eastside (All Areas)

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Active, Pending, & Months Supply of Inventory



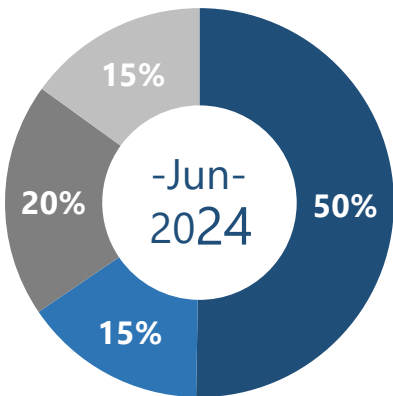
Median Closed Sales Price For Current Month Sold Properties



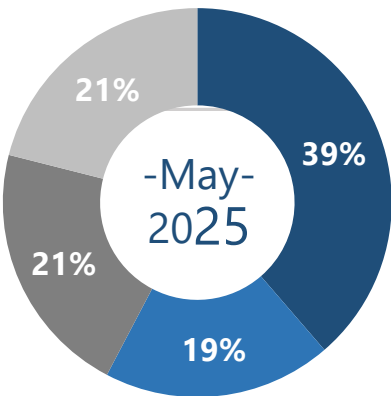
Eastside (All Areas)

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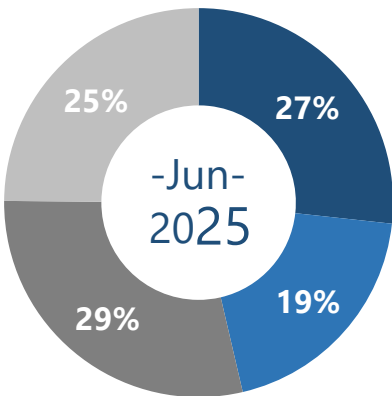
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE










SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

JUNE 2025		 SOLD ABOVE LIST PRICE	 SOLD AT LIST PRICE	 SOLD BELOW LIST PRICE	 PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET		5	12	18	55
NUMBER OF SALES IN MONTH		143	105	154	133
MEDIAN % FROM ORIGINAL LIST PRICE		3%	0%	-3%	N/A

Eastside (All Areas)

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Sales Price to List Price based on Market Time

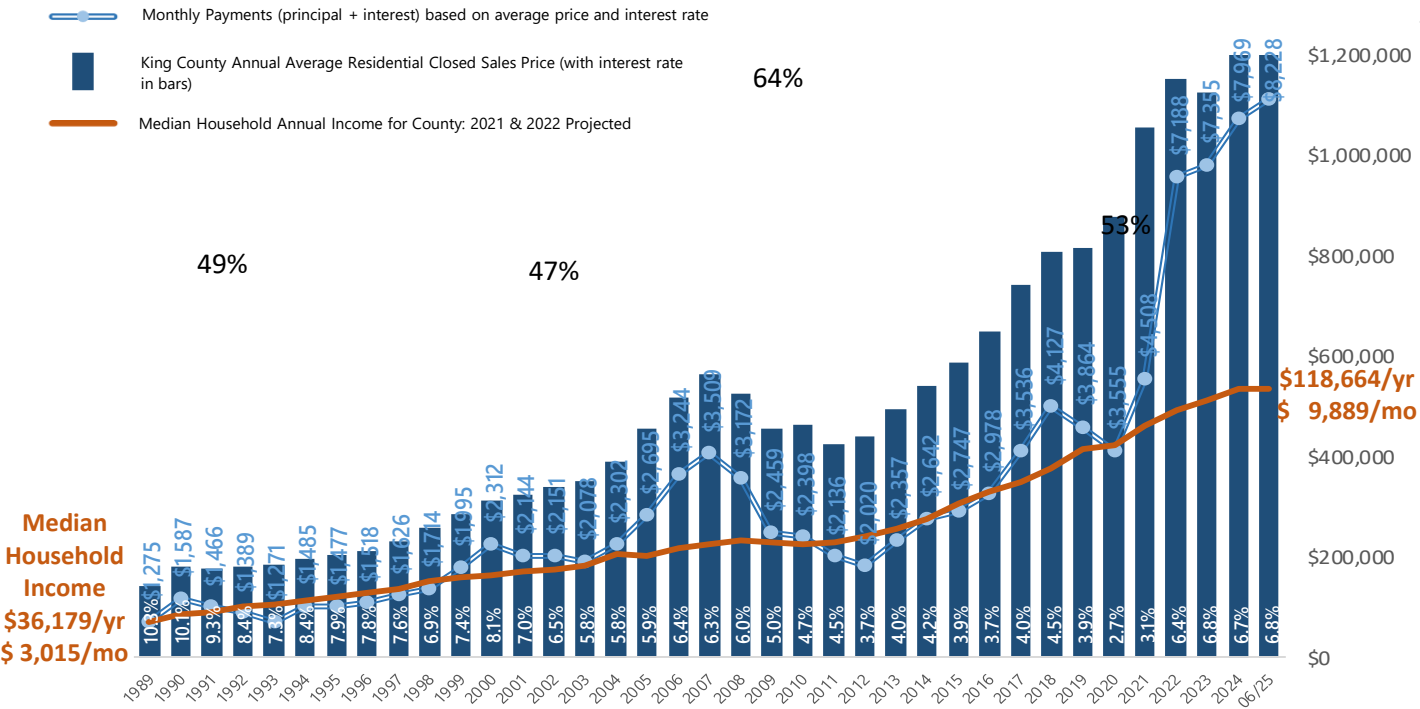
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	343	64.1%
15 - 30	96.1%	97.2%	114	21.3%
31 - 60	91.8%	97.6%	53	9.9%
61 - 90	89.7%	97.7%	8	1.5%
90+	93.5%	99.6%	17	3.2%
Totals			535	100.0%

The Cost of Waiting a Year

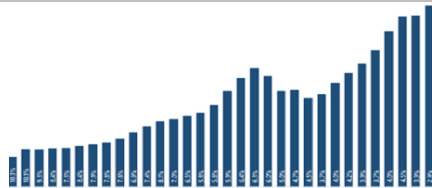
	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
June, 2025	\$1,610,000	6.82%	\$10,517
June, 2024	\$1,635,000	6.92%	\$10,790
	-\$25,000	-0.10%	-\$273 Per Month
			-\$3,270 Per Year
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			

Monthly Payments Compared to Income Trendline King County

73%



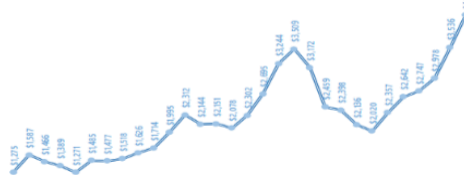
A



Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)

Two Factors for Payment

B



Monthly payment based on purchase price and interest rate

Purchaser's Buy Payment

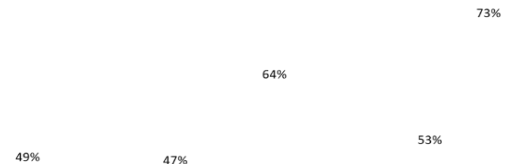
C



Annual Median Household Income for County: 2023 & 2024 Projected

Payments tend to rise above the County Median Household Income Line and then return to it.

D



Monthly payments divided by median income

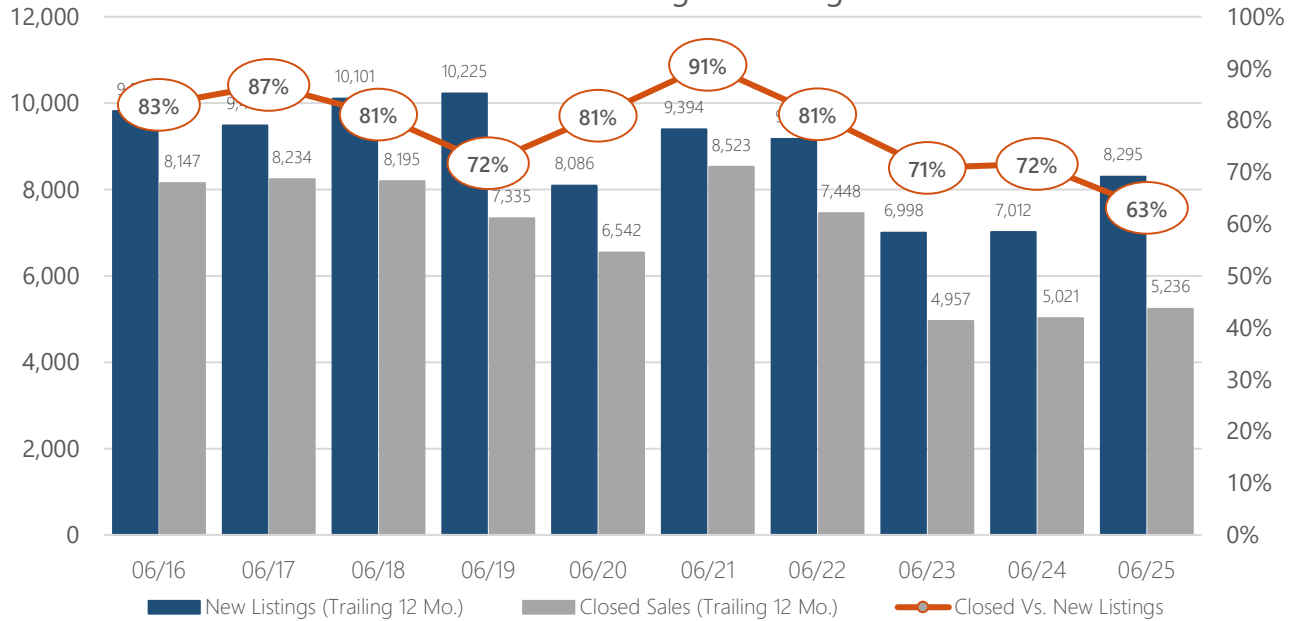
Monthly cycle peaks shown

Eastside (All Areas)

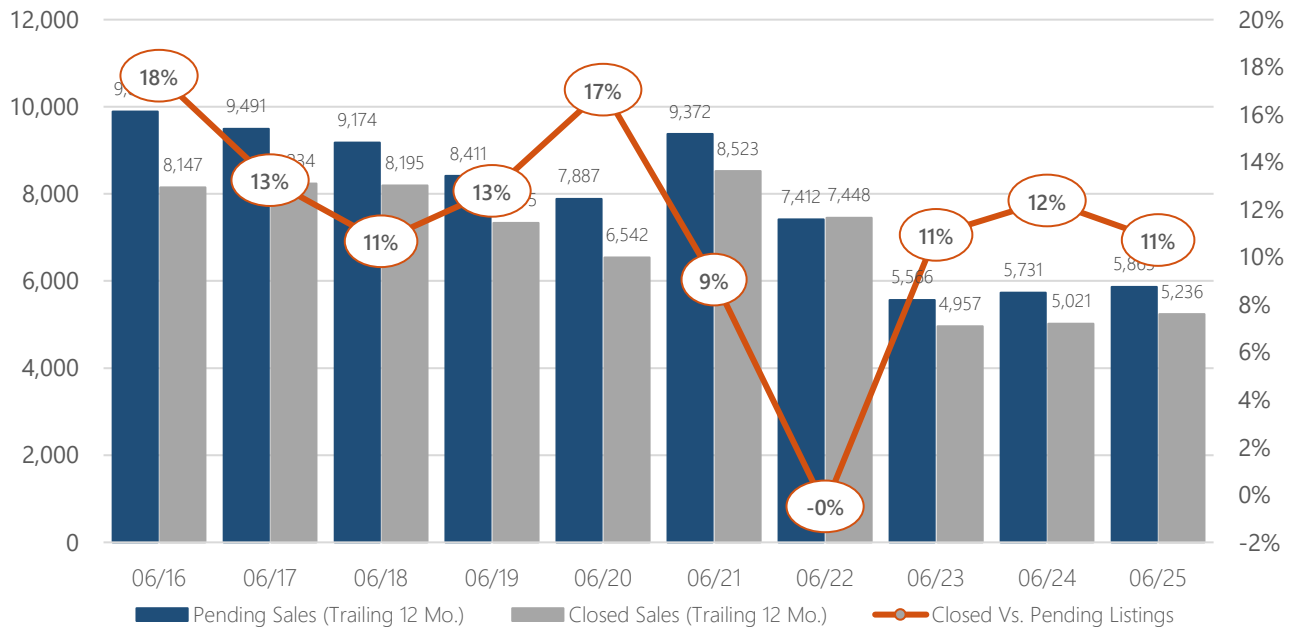
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What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close



Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL ONLY

0 - 2	2 - 4	4+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Area	Months Inventory			Area	Months Inventory		
	2023	2024	2025		2023	2024	2025
100	1.1	1.3	1.2	530	1.1	1.0	2.0
110	0.5	1.6	1.7	540	1.1	1.1	1.9
120	1.1	1.5	1.6	550	1.4	1.7	3.2
130	0.7	1.3	1.8	560	1.0	1.4	2.3
140	1.1	1.2	1.3	600	0.9	1.0	2.1
300	1.0	1.2	2.3	610	0.9	1.2	2.4
310	0.8	1.5	2.5	700	1.8	3.0	3.0
320	1.2	1.3	2.1	701	0.0	0.0	0.0
330	0.8	1.5	2.4	705	1.1	1.5	1.8
340	1.2	0.9	1.6	710	1.2	1.5	1.7
350	0.9	1.6	1.9	715	0.8	1.2	1.4
360	1.0	3.0	2.3	720	0.8	0.9	1.5
380	1.5	2.1	2.5	730	0.6	1.2	1.6
385	1.7	2.2	2.5	740	0.8	1.1	1.7
390	1.6	2.1	2.7	750	1.3	1.2	2.1
500	1.0	1.2	2.4	760	1.3	1.7	2.5
510	1.4	1.2	2.2	770	0.8	1.4	1.9
520	2.4	2.5	4.1	800	1.3	1.5	3.2

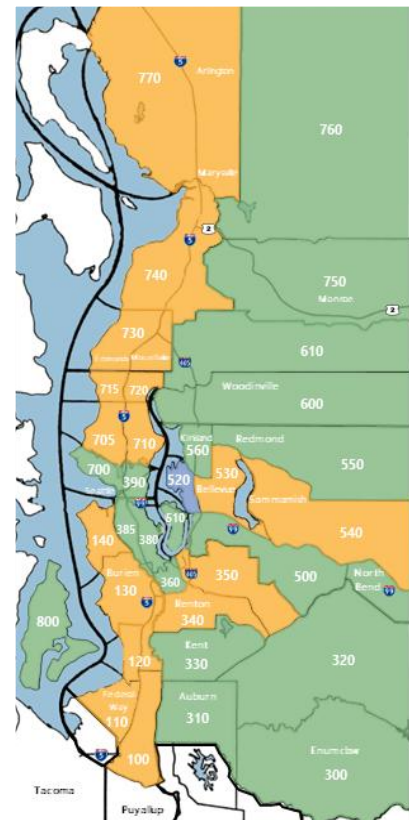
2 YEARS AGO



1 YEAR AGO



CURRENT YEAR



Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service. Months Supply of Inventory is active inventory on the last day of the month divided by the number of properties that went pending, signed agreement between buyers and sellers, during the month.

Eastside (All Areas) Statistics To Know

Residential

	June, 2025	June, 2024	Difference	% Change
Months Supply of Inventory	2.3	1.2	1.1	87%
Active Listings at End of Month	1,428	745	683	92%
Pending Sales MTD	622	607	15	2%
Pending Sales (Trailing 12 Months)	5,865	5,731	134	2%
Closed Sales MTD	541	554	-13	-2%
Closed Sales (Trailing 12 Months)	5,236	5,021	215	4%
Closed Sales Price (Median)	\$1,610,000	\$1,635,000	-\$25,000	-2%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.9%	-0.1%	-1%
Monthly Payments (P&I)	\$10,517	\$10,790	-\$273	-3%

Condominium

	June, 2025	June, 2024	Difference	% Change
Months Supply of Inventory	3.2	1.6	1.7	107%
Active Listings at End of Month	662	347	315	91%
Pending Sales MTD	204	221	-17	-8%
Pending Sales (Trailing 12 Months)	2,259	2,140	119	6%
Closed Sales MTD	181	183	-2	-1%
Closed Sales (Trailing 12 Months)	2,004	1,772	232	13%
Closed Sales Price (Median)	\$780,000	\$637,500	\$142,500	22%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.9%	-0.1%	-1%
Monthly Payments (P&I)	\$5,095	\$4,207	\$888	21%

Residential & Condominium

	June, 2025	June, 2024	Difference	% Change
Months Supply of Inventory	2.5	1.3	1.2	92%
Active Listings at End of Month	2,090	1,092	998	91%
Pending Sales MTD	826	828	-2	0%
Pending Sales (Trailing 12 Months)	8,124	7,871	253	3%
Closed Sales MTD	722	737	-15	-2%
Closed Sales (Trailing 12 Months)	7,240	6,793	447	7%
Closed Sales Price (Median)	\$1,400,000	\$1,405,000	-\$5,000	0%
30-Year-Fixed-Rate Mortgage Rates	6.8%	6.9%	-0.1%	-1%
Monthly Payments (P&I)	\$9,146	\$9,272	-\$127	-1%

Eastside (All Areas) RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2025	Active Listings (EOM)	452	557	684	992	1,366	1,428							92%	913	AVG	92%
	New Listings Taken in Month	450	543	847	1,005	1,249	987							22%	5,081	YTD	22%
	# of Pending Transactions	297	379	623	534	643	622							2%	3,098	YTD	-5%
	Months Supply of Inventory	1.5	1.5	1.1	1.9	2.1	2.3							87%	1.7	AVG	98%
	# of Closed Sales	204	262	396	498	503	541							-2%	2,404	YTD	-6%
	Median Closed Price	1,709,000	1,685,000	1,710,000	1,697,500	1,633,500	1,610,000							-2%	1,675,056	WA	4%
2024	Active Listings (EOM)	281	344	367	440	672	745	740	760	813	675	492	343	16%	475	AVG	-12%
	New Listings Taken in Month	340	549	687	786	1,012	806	764	742	729	548	268	163	6%	4,180	YTD	20%
	# of Pending Transactions	301	446	598	631	671	607	622	525	545	541	324	210	6%	3,254	YTD	11%
	Months Supply of Inventory	0.9	0.8	0.6	0.7	1.0	1.2	1.2	1.4	1.5	1.2	1.5	1.6	9%	0.9	AVG	-22%
	# of Closed Sales	198	257	430	514	612	554	600	572	434	527	422	277	-4%	2,565	YTD	12%
	Median Closed Price	1,465,000	1,470,000	1,682,500	1,677,500	1,699,975	1,635,000	1,620,000	1,550,000	1,527,500	1,550,000	1,537,312	1,545,000	13%	1,611,123	WA	15%
2023	Active Listings (EOM)	476	422	565	550	580	645	691	698	737	637	489	282	-42%	540	AVG	11%
	New Listings Taken in Month	369	384	704	554	725	742	689	629	634	449	288	143	-38%	3,478	YTD	-35%
	# of Pending Transactions	341	389	501	529	604	571	542	516	469	414	309	227	5%	2,935	YTD	-20%
	Months Supply of Inventory	1.4	1.1	1.1	1.0	1.0	1.1	1.3	1.4	1.6	1.5	1.6	1.2	-44%	1.1	AVG	43%
	# of Closed Sales	184	269	396	397	463	575	455	533	418	410	343	297	-15%	2,284	YTD	-27%
	Median Closed Price	1,320,000	1,340,000	1,411,500	1,450,000	1,450,000	1,450,000	1,500,000	1,453,000	1,427,500	1,420,000	1,400,000	1,440,000	-3%	1,405,668	WA	-14%
2022	Active Listings (EOM)	102	148	288	533	745	1,105	1,197	1,022	1,033	972	768	511	284%	487	AVG	95%
	New Listings Taken in Month	369	586	976	1,061	1,156	1,204	979	681	800	574	315	171	8%	5,352	YTD	7%
	# of Pending Transactions	310	508	779	752	754	546	575	628	542	401	283	202	-45%	3,649	YTD	-22%
	Months Supply of Inventory	0.3	0.3	0.4	0.7	1.0	2.0	2.1	1.6	1.9	2.4	2.7	2.5	601%	0.8	AVG	127%
	# of Closed Sales	234	252	551	678	731	678	479	581	539	476	325	273	-26%	3,124	YTD	-18%
	Median Closed Price	1,515,500	1,697,500	1,700,000	1,722,500	1,590,000	1,500,000	1,420,000	1,350,000	1,350,000	1,350,000	1,316,000	1,299,000	10%	1,625,968	WA	26%
2021	# of Active Listings	219	224	216	309	239	288	350	278	282	185	100	55	-65%	249	A	-64%
	New Listings Taken in Month	467	577	927	1,012	922	1,116	925	852	788	598	401	258	6%	5,021	YTD	-14%
	# of Pending Transactions	423	549	893	864	931	997	792	873	741	655	459	243	7%	4,657	YTD	17%
	Months Supply of Inventory	0.5	0.4	0.2	0.4	0.3	0.3	0.4	0.3	0.4	0.3	0.2	0.2	-67%	0.3	A	-68%
	# of Closed Sales	344	363	617	745	808	921	965	833	769	717	589	451	33%	3,798	T	39%
	Median Closed Price	1,149,000	1,265,000	1,350,000	1,300,000	1,298,475	1,364,000	1,330,563	1,300,000	1,310,000	1,365,000	1,428,000	1,529,500	40%	1,291,593	WA	34%

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.

AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Eastside (All Areas)

RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2020	Active Listings (EOM)	517	519	682	782	825	819	818	739	575	473	316	188	-49%	691	AVG	-46%
	New Listings Taken in Month	534	640	924	588	841	974	1,011	985	861	794	429	293	-8%	4,501	YTD	-23%
	# of Pending Transactions	503	625	659	480	778	933	968	1,016	975	854	544	358	6%	3,978	YTD	-17%
	Months Supply of Inventory	1.0	0.8	1.0	1.6	1.1	0.9	0.8	0.7	0.6	0.6	0.6	0.5	-52%	1.1	AVG	-34%
	# of Closed Sales	290	359	505	466	426	691	816	820	836	890	701	662	-19%	2,737	YTD	-24%
	Median Closed Price	892,003	985,000	1,035,000	936,995	945,250	976,800	1,007,521	1,050,000	1,040,000	1,050,000	1,060,000	1,113,765	3%	963,900	WA	4%
2019	Active Listings (EOM)	979	1,001	1,207	1,285	1,567	1,618	1,531	1,405	1,356	1,149	777	499	27%	1,276	AVG	69%
	New Listings Taken in Month	613	591	1,104	1,093	1,395	1,054	869	757	807	625	323	204	-16%	5,850	YTD	1%
	# of Pending Transactions	497	537	876	997	1,031	883	833	738	696	697	581	364	-4%	4,821	YTD	4%
	Months Supply of Inventory	2.0	1.9	1.4	1.3	1.5	1.8	1.8	1.9	1.9	1.6	1.3	1.4	31%	1.6	AVG	72%
	# of Closed Sales	322	379	537	648	859	853	803	749	554	607	568	524	-6%	3,598	YTD	0%
	Median Closed Price	910,000	900,000	950,000	927,500	928,800	950,000	925,000	935,000	928,500	900,000	900,000	949,000	-3%	928,090	WA	-2%
2018	Active Listings (EOM)	412	475	577	736	1,040	1,278	1,378	1,556	1,690	1,537	1,246	918	43%	753	AVG	20%
	New Listings Taken in Month	497	649	990	987	1,429	1,248	1,027	978	975	723	449	223	3%	5,800	YTD	8%
	# of Pending Transactions	448	570	850	795	1,056	916	776	705	642	614	514	339	-12%	4,635	YTD	-4%
	Months Supply of Inventory	0.9	0.8	0.7	0.9	1.0	1.4	1.8	2.2	2.6	2.5	2.4	2.7	63%	1.0	AVG	21%
	# of Closed Sales	353	370	557	663	748	911	798	735	569	627	516	492	-3%	3,602	YTD	-1%
	Median Closed Price	938,000	950,000	926,000	943,000	960,000	977,759	947,500	935,000	890,000	890,000	885,000	908,762	10%	949,414	WA	11%
2017	Active Listings (EOM)	453	438	585	623	760	893	950	899	962	797	562	359	-20%	625	AVG	-23%
	New Listings Taken in Month	531	556	931	920	1,208	1,215	1,042	965	908	710	440	236	-3%	5,361	YTD	-5%
	# of Pending Transactions	487	565	790	872	1,054	1,045	959	956	832	790	612	390	0%	4,813	YTD	-7%
	Months Supply of Inventory	0.9	0.8	0.7	0.7	0.7	0.9	1.0	0.9	1.2	1.0	0.9	0.9	-20%	0.8	AVG	-17%
	# of Closed Sales	425	345	553	585	777	942	855	919	766	764	687	602	0%	3,627	YTD	-2%
	Median Closed Price	793,859	832,000	870,000	880,000	875,000	885,000	860,000	853,000	855,000	845,000	851,201	938,240	19%	857,225	WA	16%
2016	Active Listings (EOM)	592	624	740	911	925	1,110	1,207	1,101	1,093	867	632	436	-11%	817	AVG	-20%
	New Listings Taken in Month	566	680	968	1,088	1,102	1,250	1,066	892	894	621	406	241	8%	5,654	YTD	-2%
	# of Pending Transactions	540	702	859	934	1,108	1,044	967	947	894	855	616	399	-5%	5,187	YTD	-7%
	Months Supply of Inventory	1.1	0.9	0.9	1.0	0.8	1.1	1.2	1.2	1.2	1.0	1.0	1.1	-6%	1.0	AVG	-15%
	# of Closed Sales	392	388	565	655	759	938	909	877	770	757	694	600	-4%	3,697	YTD	-8%
	Median Closed Price	697,500	739,975	739,440	730,000	760,000	746,500	750,400	769,000	750,000	768,000	759,400	803,500	11%	736,075	WA	14%
2015	Active Listings (EOM)	818	891	925	1,066	1,214	1,247	1,284	1,237	1,153	1,013	719	543	-21%	1,027	AVG	-14%
	New Listings Taken in Month	540	757	978	1,143	1,210	1,159	1,054	907	797	732	387	284	0%	5,787	YTD	1%
	# of Pending Transactions	581	740	1,008	1,046	1,116	1,101	1,031	954	850	818	640	412	7%	5,592	YTD	6%
	Months Supply of Inventory	1.4	1.2	0.9	1.0	1.1	1.1	1.2	1.3	1.4	1.2	1.1	1.3	-26%	1.1	AVG	-17%
	# of Closed Sales	419	410	632	740	816	981	932	865	774	715	528	636	23%	3,998	YTD	14%
	Median Closed Price	625,000	617,645	632,554	654,650	655,000	670,000	681,600	672,000	680,000	667,000	674,000	675,000	6%	643,015	WA	6%

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AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Eastside (All Areas)
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MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2015 - 2024

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	485	509	615	724	857	975	1,015	970	969	831	610	413	748	AVG
% of 12 Month Avg.	65%	68%	82%	97%	115%	130%	136%	130%	130%	111%	82%	55%		
New Listings Taken in Month	483	597	919	923	1,100	1,077	943	839	819	637	371	222	8,929	T
% of 12 Month Avg.	65%	80%	123%	124%	148%	145%	127%	113%	110%	86%	50%	30%		
# of Pending Transactions	443	563	781	790	910	864	807	786	719	664	488	314	8,130	T
% of 12 Month Avg.	65%	83%	115%	117%	134%	128%	119%	116%	106%	98%	72%	46%		
Months Supply of Inventory	1.1	0.9	0.8	0.9	0.9	1.1	1.3	1.2	1.3	1.3	1.2	1.3	1.1	AVG
% of 12 Month Avg.	98%	81%	70%	82%	84%	101%	112%	110%	121%	112%	112%	118%		
# of Closed Units	316	339	534	609	700	804	761	748	643	649	537	481	7,123	T
% of 12 Month Avg.	53%	57%	90%	103%	118%	136%	128%	126%	108%	109%	91%	81%		
Median Closed Price	1,030,586	1,079,712	1,129,699	1,122,215	1,116,250	1,115,506	1,104,258	1,086,700	1,075,850	1,080,500	1,081,091	1,120,177	1,095,212	AVG
% of 12 Month Avg.	94%	99%	103%	102%	102%	102%	101%	99%	98%	99%	99%	102%		

MARKET UPDATE

June, 2025

Eastside (All Areas)

RESIDENTIAL ONLY

Closed Sales by Price by Month

2025

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	0	0	0	0							0
\$250,000 to \$499,999	2	3	1	1	5	1							13
\$500,000 to \$749,999	11	9	11	11	13	12							67
\$750,000 to \$999,999	17	20	33	41	43	48							202
\$1,000,000 to \$1,499,999	47	62	98	139	141	166							653
\$1,500,000 to \$2,499,999	72	112	171	215	210	206							986
\$2,500,000 and above	52	47	82	90	82	102							455
Grand Total	201	253	396	497	494	535							2,376

2024

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	0	0	0	0	0	0	0	1	0	0	0
\$250,000 to \$499,999	1	0	1	0	4	2	1	4	2	4	3	3	8
\$500,000 to \$749,999	10	13	17	11	13	10	16	15	12	6	17	10	74
\$750,000 to \$999,999	32	27	39	52	48	51	58	68	41	57	44	27	249
\$1,000,000 to \$1,499,999	61	89	106	132	157	165	166	173	143	177	124	92	710
\$1,500,000 to \$2,499,999	57	80	173	222	280	224	256	220	164	200	167	77	1,036
\$2,500,000 and above	36	48	94	96	108	93	102	85	68	78	61	67	475
Grand Total	197	257	430	513	610	545	599	565	430	523	416	276	2,552

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	N/A	N/A	N/A	N/A	N/A	N/A							N/A
\$250,000 to \$499,999	100%	N/A	0%	N/A	25%	-50%							62%
\$500,000 to \$749,999	10%	-31%	-35%	0%	0%	20%							-9%
\$750,000 to \$999,999	-47%	-26%	-15%	-21%	-10%	-6%							-19%
\$1,000,000 to \$1,499,999	-23%	-30%	-8%	5%	-10%	1%							-8%
\$1,500,000 to \$2,499,999	26%	40%	-1%	-3%	-25%	-8%							-5%
\$2,500,000 and above	44%	-2%	-13%	-6%	-24%	10%							-4%
Grand Total	2%	-2%	-8%	-3%	-19%	-2%							-7%