

# AUGUST 2025 – Eastside TALKING POINTS

Based on Residential only reports

As forecasted, home prices on the Eastside have dropped, by about 2% per month since March 2025.

- The median closed sale price peaked in March at \$1,710,000. By August it had fallen 9.4% (down \$161,000) to \$1,549,000.

## What Should Sellers Do?

Whether to adjust strategy depends on motivation. Sellers need to ask:

- Do I need to sell now, or do I want to sell?

If the need to sell is urgent, pricing must reflect current conditions. For those with at least 30 days on market, the first question is:

- Did comparable homes sell in August?
- What drove those sales—emotional appeal or aggressive pricing or both?
- Based on recent closed sales, what price adjustment makes sense?
- How does that price compare with competing active listings?

If selling isn't essential, options include:

- Withdrawing from the market until January or February 2026, or
- Holding firm at current pricing while accepting that values may decline another 2% per month in the meantime.

## Seasonal Context

- September and October typically perform near average for pending sales (106% and 98% of average).
- After October, activity slows, with no "average" month of pending sales again until March 2026.

### Eastside (All Areas)

RESIDENTIAL ONLY

#### MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2015 - 2024

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
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 Dynamics (see charts, pages 2–3)**

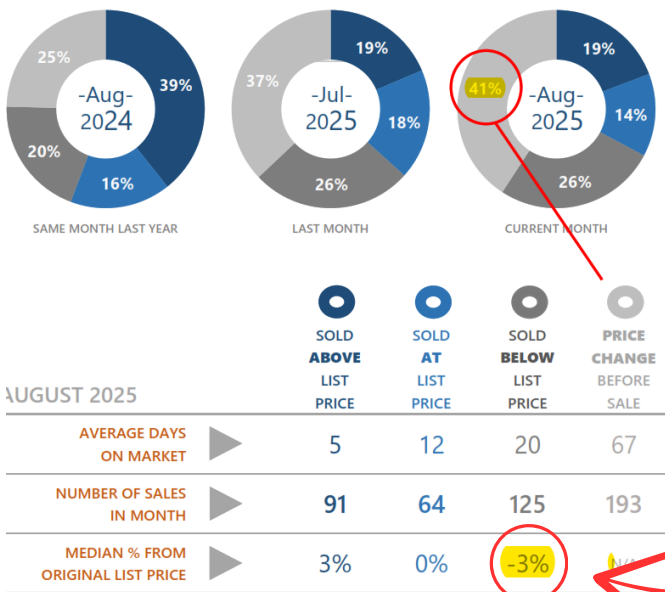
- Half of homes sold in under 15 days at their list price. Some portion of these were relisted after a cancellation—often with a 5% price reduction.
- The other half sold at about 3% below list price (ranging 96.4%–97.1% of list).

Sellers must be within 3% of the eventual sale price to attract a buyer. Waiting costs money:

- 31–60 days on market: ~94.1% of list (3% + 2.9% loss)
- 61–90 days: ~92.2% of list (3% + 4.8% loss)
- 90+ days: ~88.9% of list (3% + 8.1% loss)

Time on market compounds price erosion.

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



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%	244	51.6%
15 - 30	96.7%	97.1%	72	15.2%
31 - 60	94.1%	96.5%	89	18.8%
61 - 90	92.2%	96.7%	48	10.1%
90+	88.9%	96.4%	20	4.2%
Totals			473	100.0%

**The Hard Truth**

This message is intentionally direct. Many sellers still measure success against a Zestimate or a neighbor's peak March sale. But waiting, wishing, or overpricing usually leads to slower decisions and worse outcomes.

**It takes a good broker to help a seller or buyer today!**

The number of real estate brokers in Eastside office topped 7,000 for the first time. That is a 45% growth over the last decade. How many of those 7,000 brokers are able to articulate the current market with their clients and lead them to success? Not enough. Buyers and sellers need you to lead and articulate the difficult market dynamics. Yes, the conversations can be difficult. It can be argued not having the conversation can be worse.

**How to lead the difficult conversation (phrases that work)**

- “I’m going to be direct because that helps us get the best outcome.”
- “Your neighbor’s March sale is a good reference point — but the market today is different. Here are three comps from August that matter more.”
- “If you want top dollar, timing and pricing have to match market reality. If you need a certain net, let’s work backward from that number and see the options.”
- “Not having this conversation is a decision too — usually a costly one.”

Below are links to two recent articles that will not provide new insights, but may help with client conversations over the remainder of the year. The first is longer than it needs to be, but is worth reading.

**Cruel Summer: Why the U.S. Housing Market Is Stuck**

By Jake Krimmel

<https://www.realtor.com/research/cruel-summer-2025/>

"As the opening line from ‘Anna Karenina’ goes, every unhappy family is unhappy in its own way. The same could be said for this summer’s housing market: Everyone is frustrated, but for different reasons. Buyers face steep affordability barriers. Sellers are losing market power but are futilely resisting. Builders are now pulling back even as the nation remains short of 4 million homes."

**Here is What Zillow is Really Saying.**

By Justin Vanwinkle, Realty One Group Complete Sacramento California

[https://m.facebook.com/story.php?story\\_fbid=1389490979850699&id=100063694292378](https://m.facebook.com/story.php?story_fbid=1389490979850699&id=100063694292378)

Zillow provides information; a professional agent provides interpretation, strategy, and experience. Pricing is about creating competition, not feeding an algorithm built to monetize clicks.

**The Overpricing Trap**

- Seller lists at \$1,500,000 (because Zillow said so).
- Market data supports \$1,350,000 in June 2025
- Result: months on market (losing 2% per month), three 5% price drops later, and eventual sale at \$1,275,000.
- Hidden costs: carrying costs, lost appreciation, weaker negotiating position.
- Total loss: ~\$75,000+ (about 2% per month on \$1,350,000 June price for June, July and August) compared to pricing correctly from the start.

**From March Talking Points:****Outlook:**

Following past seasonal trends and under current economic strain, we anticipate home prices to soften over the remainder of 2025. With buyer fatigue growing and affordability stretched, a market correction—similar to prior mid-to-late year adjustments—is increasingly likely.

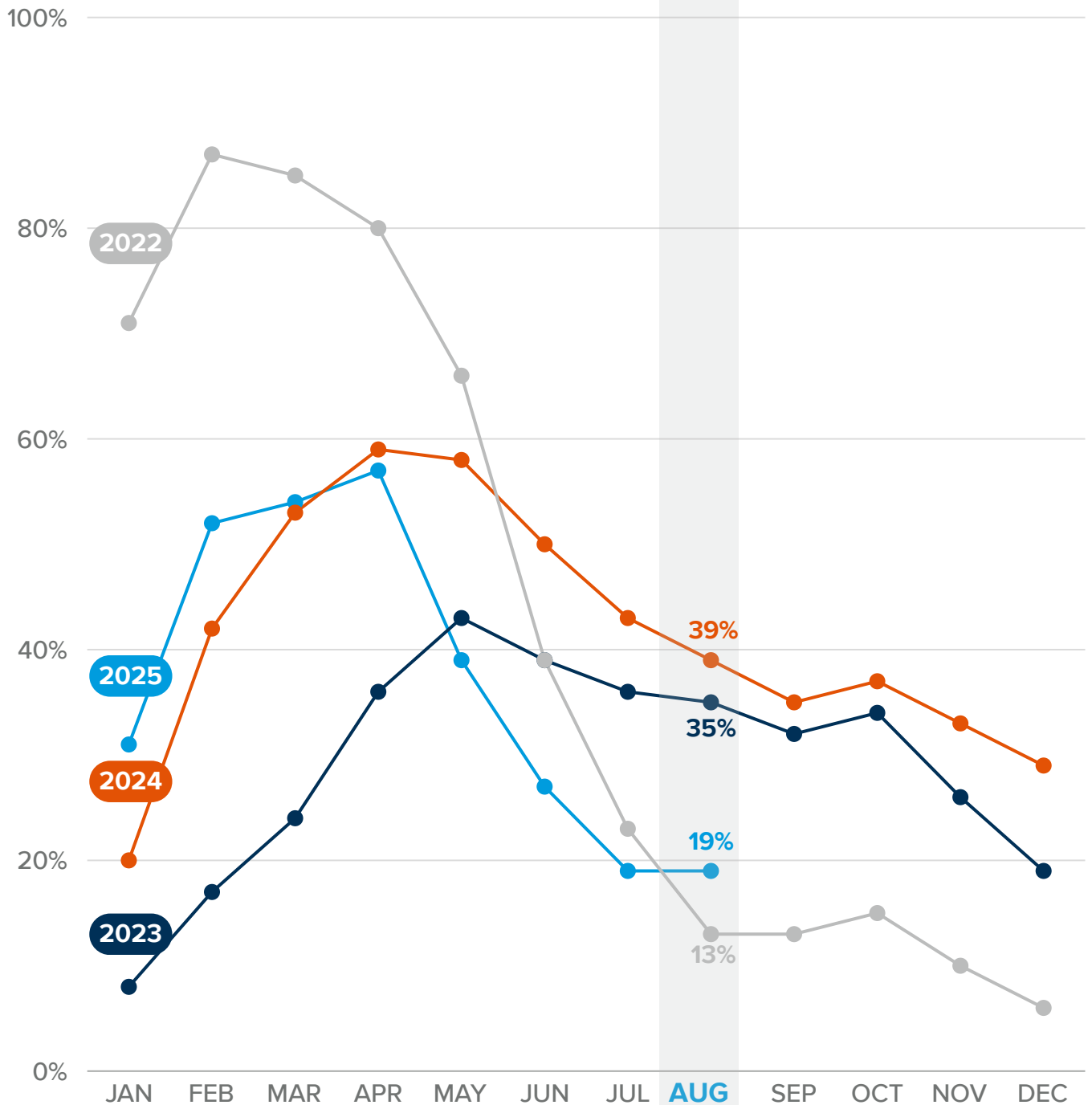
Year	Peak for Calendar Year	December	Difference	% Increase
2025 Projected	\$1,710,000 (March 2025 Median Price)	\$1,560,000 (projected)	\$150,000 (projected)	-9% (projected)
2024	\$1,699,975 (May)	\$1,545,000	-\$154,975	-9%
2023	\$1,500,000 (July)	\$1,440,000	-\$60,000	-4%
2022	\$1,722,500 (April)	\$1,299,000	-\$423,500	-25%

AUGUST 2025

# % OF LISTINGS SOLD ABOVE LIST PRICE



## EASTSIDE RESIDENTIAL



windermere.com

Created by Windermere Real Estate/East, Inc. using NWMLS data, but information was not verified or published by NWMLS.

 **Windermere**  
REAL ESTATE

# MARKET UPDATE

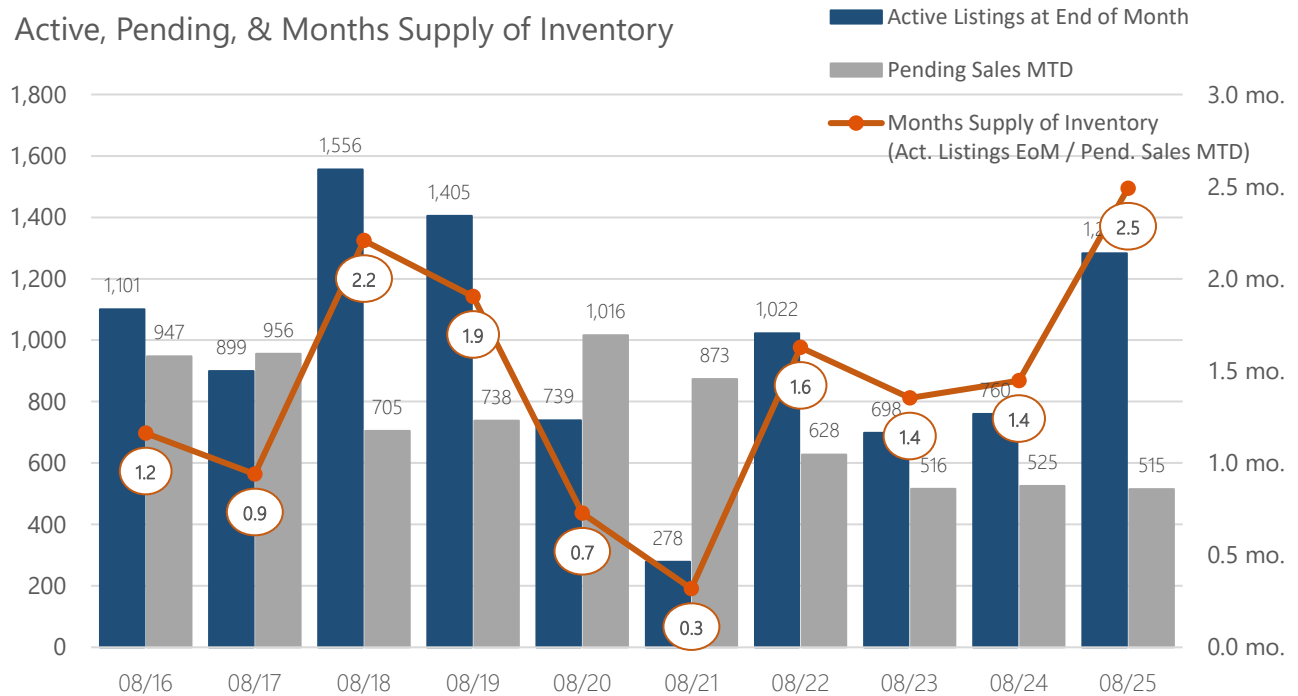
August, 2025



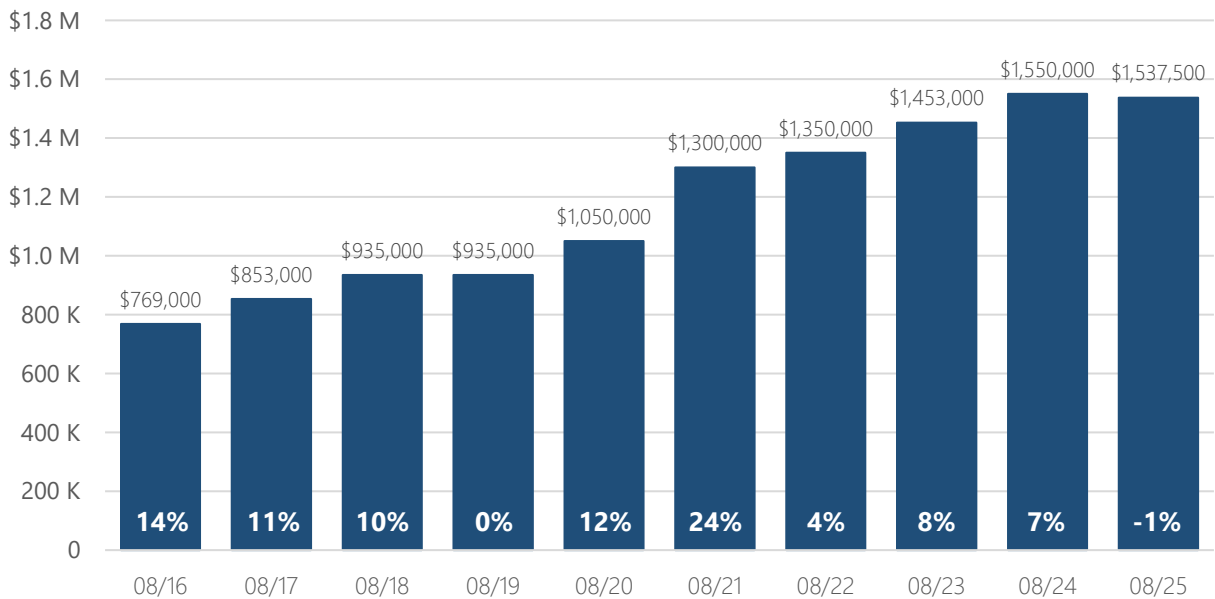
## Eastside (All Areas)

### RESIDENTIAL ONLY

#### Active, Pending, & Months Supply of Inventory



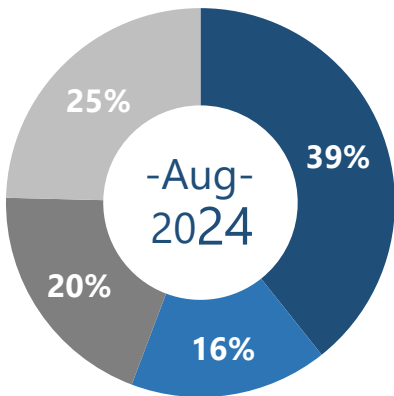
#### Median Closed Sales Price For Current Month Sold Properties



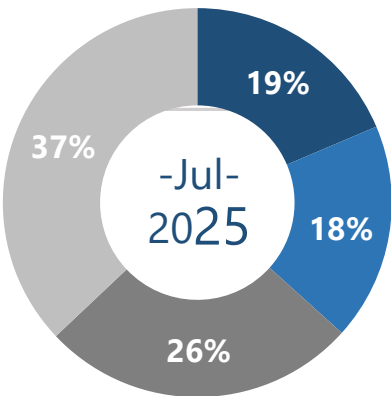
Eastside (All Areas)

RESIDENTIAL ONLY

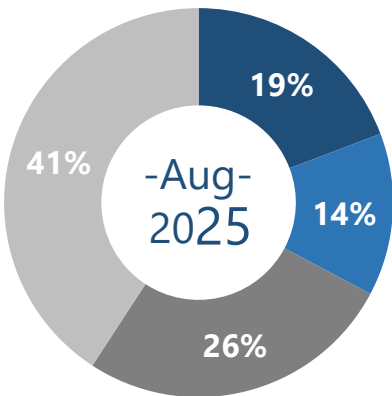
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE







SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

AUGUST 2025				
	 SOLD ABOVE LIST PRICE	 SOLD AT LIST PRICE	 SOLD BELOW LIST PRICE	 PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	5	12	20	67
NUMBER OF SALES IN MONTH	91	64	125	193
MEDIAN % FROM ORIGINAL LIST PRICE	3%	0%	-3%	N/A

## Eastside (All Areas)

RESIDENTIAL ONLY

### Sales Price to List Price based on Market Time

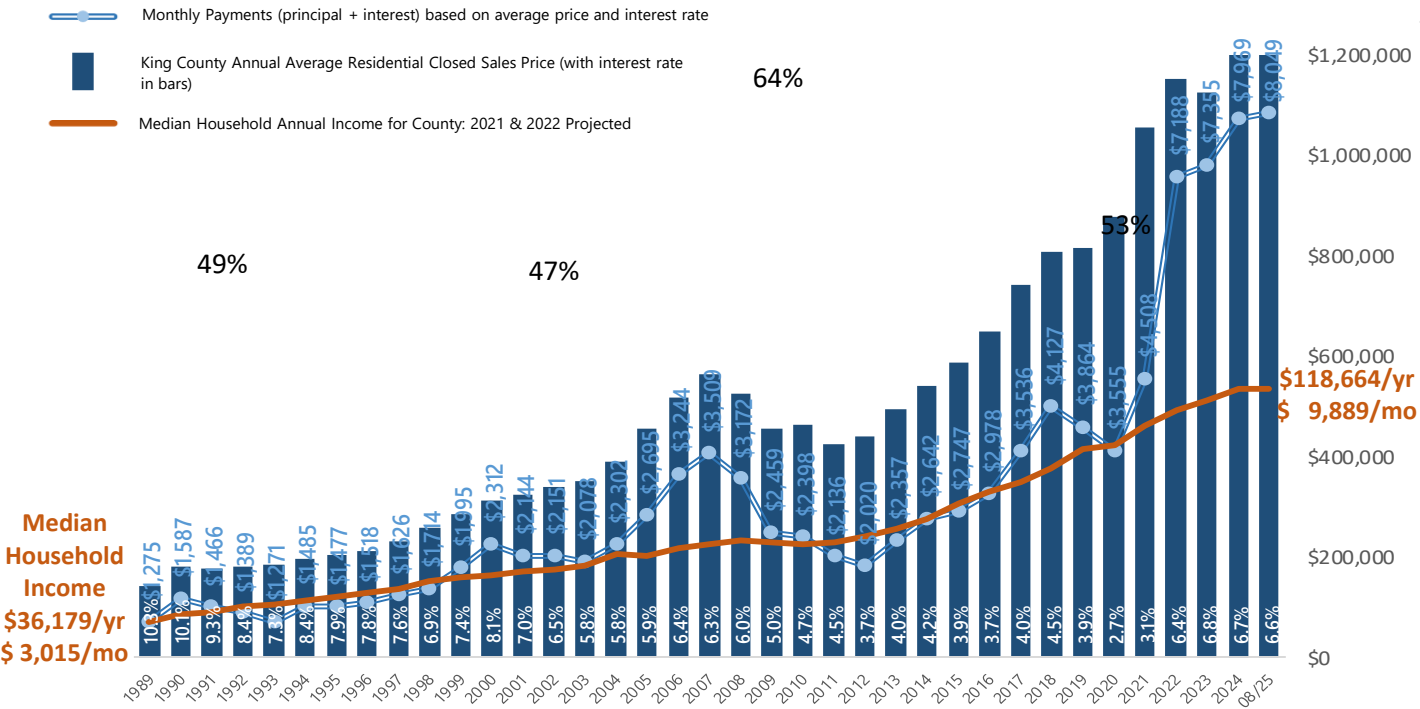
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
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90+	88.9%	96.4%	20	4.2%
Totals			473	100.0%

### The Cost of Waiting a Year

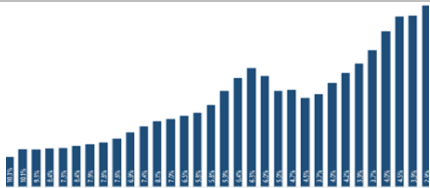
	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
August, 2025	\$1,537,500	6.59%	\$9,809
August, 2024	\$1,550,000	6.50%	\$9,797
	<b>-\$12,500</b>	<b>0.09%</b>	<b>\$12</b> Per Month
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			<b>\$146</b> Per Year

# Monthly Payments Compared to Income Trendline King County

73%



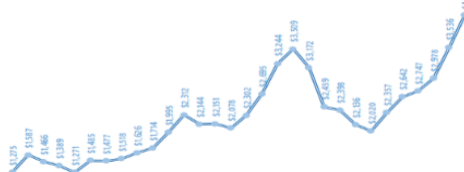
A



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: 2021 & 2022 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

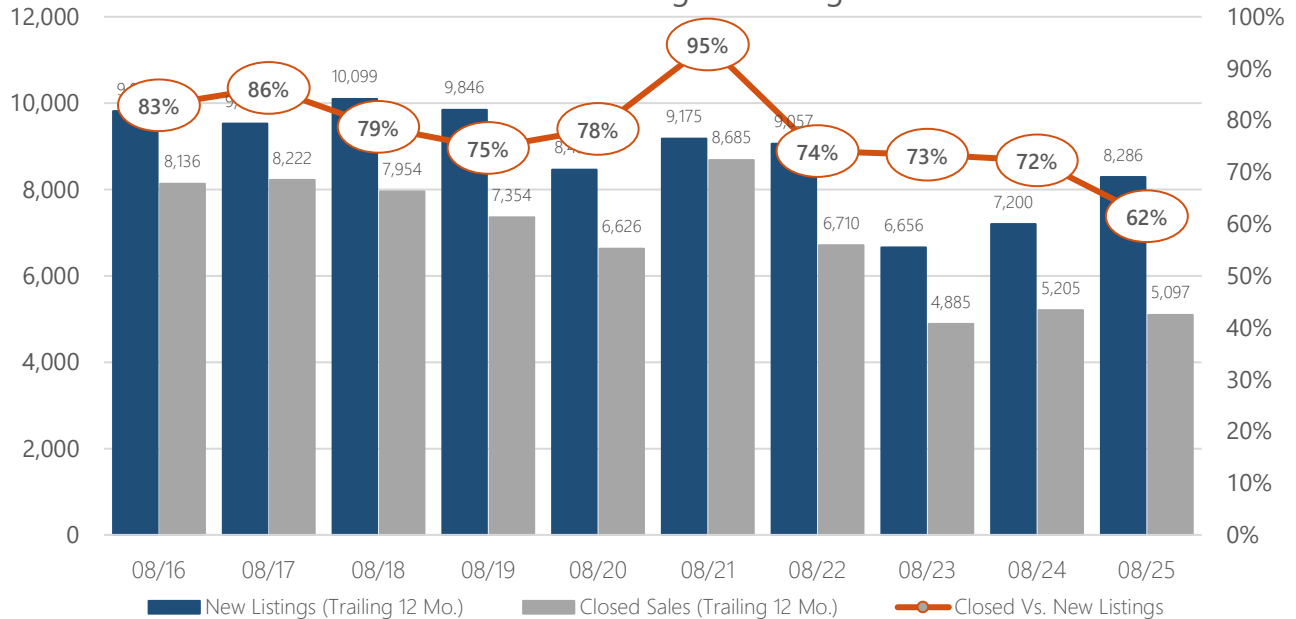


## Eastside (All Areas)

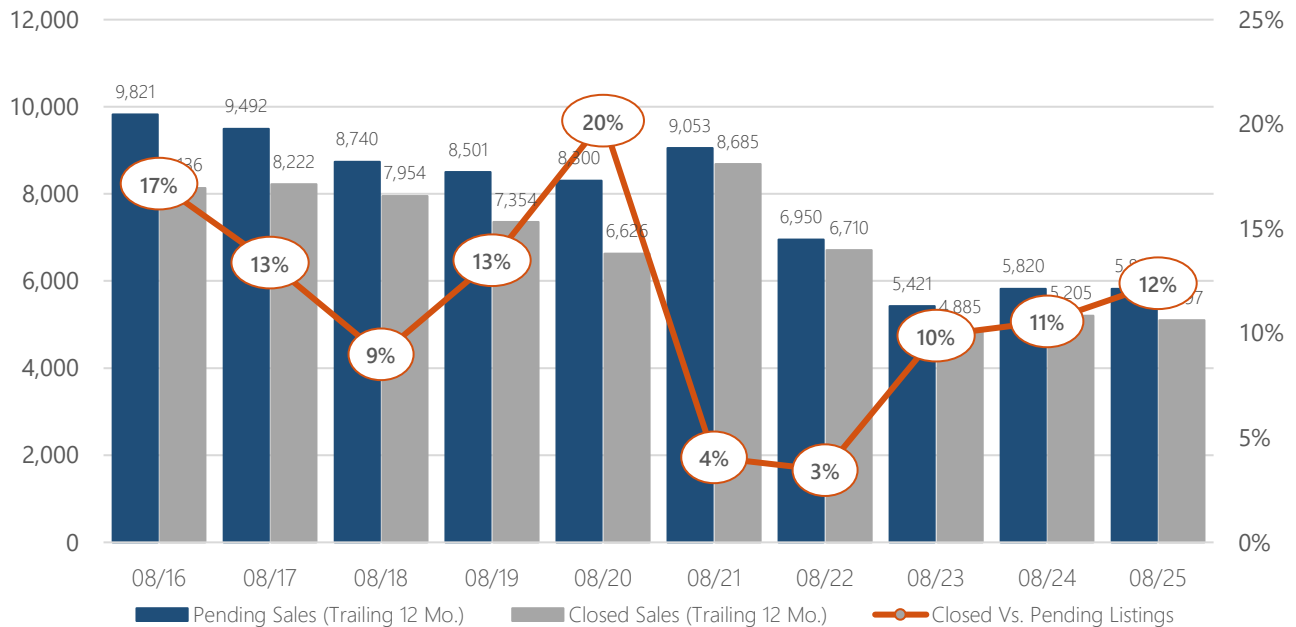
### RESIDENTIAL ONLY

#### 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	1.0	1.9	1.5	530	0.9	1.2	1.8
110	1.3	2.1	1.8	540	1.1	1.1	2.1
120	0.6	1.5	1.8	550	1.4	2.0	3.1
130	1.0	1.7	1.8	560	1.8	2.0	3.4
140	0.9	1.5	2.1	600	1.2	1.3	2.5
300	2.0	1.8	1.6	610	1.1	1.2	2.3
310	1.1	2.0	2.5	700	1.6	2.1	2.3
320	1.4	1.4	2.8	701	0.0	0.0	0.0
330	1.6	1.7	2.2	705	1.4	1.7	1.8
340	1.3	1.5	1.9	710	1.1	2.1	1.7
350	0.9	1.1	1.8	715	2.4	1.1	2.1
360	1.4	1.5	3.8	720	0.8	1.7	1.6
380	1.9	2.2	2.7	730	0.8	1.0	1.6
385	2.0	2.4	3.9	740	1.0	1.2	1.7
390	2.5	2.5	2.8	750	1.2	1.5	2.2
500	1.6	1.2	2.1	760	1.5	1.3	2.4
510	1.3	1.7	2.5	770	1.3	1.2	2.1
520	3.7	2.8	4.4	800	4.7	2.8	3.0

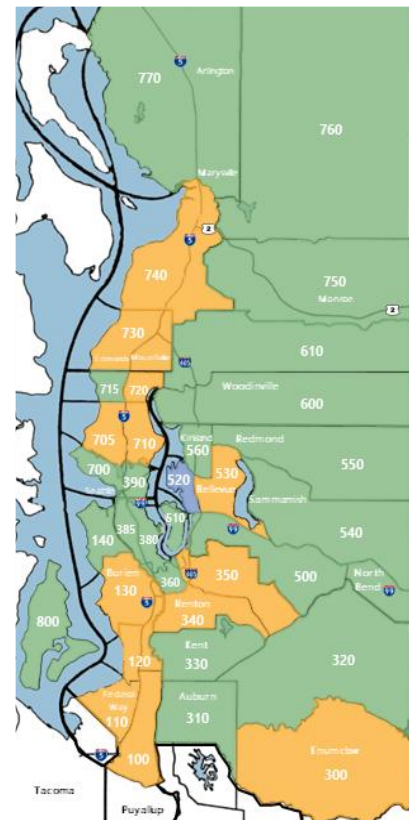
**2 YEARS AGO**



**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

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	2.5	1.4	1.0	72%
Active Listings at End of Month	1,283	760	523	69%
Pending Sales MTD	515	525	-10	-2%
Pending Sales (Trailing 12 Months)	5,818	5,820	-2	0%
Closed Sales MTD	478	572	-94	-16%
Closed Sales (Trailing 12 Months)	5,097	5,205	-108	-2%
Closed Sales Price (Median)	\$1,537,500	\$1,550,000	-\$12,500	-1%
30-Year-Fixed-Rate Mortgage Rate	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$9,809	\$9,797	\$12	0%

#### Condominium

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	3.2	2.3	0.9	38%
Active Listings at End of Month	625	421	204	48%
Pending Sales MTD	198	184	14	8%
Pending Sales (Trailing 12 Months)	2,266	2,136	130	6%
Closed Sales MTD	174	168	6	4%
Closed Sales (Trailing 12 Months)	2,023	1,800	223	12%
Closed Sales Price (Median)	\$717,500	\$614,000	\$103,500	17%
30-Year-Fixed-Rate Mortgage Rate	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$4,578	\$3,881	\$697	18%

#### Residential & Condominium

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	2.7	1.7	1.0	61%
Active Listings at End of Month	1,908	1,181	727	62%
Pending Sales MTD	713	709	4	1%
Pending Sales (Trailing 12 Months)	8,084	7,956	128	2%
Closed Sales MTD	652	740	-88	-12%
Closed Sales (Trailing 12 Months)	7,120	7,005	115	2%
Closed Sales Price (Median)	\$1,350,000	\$1,372,500	-\$22,500	-2%
30-Year-Fixed-Rate Mortgage Rates	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$8,613	\$8,675	-\$62	-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	1,407	1,283					69%	1,021	AVG	88%
	New Listings Taken in Month	450	543	847	1,005	1,249	987	835	662					-11%	6,578	YTD	16%
	# of Pending Transactions	297	379	623	534	643	622	585	515					-2%	4,198	YTD	-5%
	Months Supply of Inventory	1.5	1.5	1.1	1.9	2.1	2.3	2.4	2.5					72%	1.9	AVG	94%
	# of Closed Sales	204	262	396	498	503	541	555	478					-16%	3,437	YTD	-8%
	Median Closed Price	1,709,000	1,685,000	1,710,000	1,697,500	1,633,500	1,610,000	1,580,000	1,537,500					-1%	1,647,578	WA	3%
2024	Active Listings (EOM)	281	344	367	440	672	745	740	760	813	675	492	343	9%	544	AVG	-6%
	New Listings Taken in Month	340	549	687	786	1,012	806	764	742	729	548	268	163	2%	5,686	YTD	19%
	# of Pending Transactions	301	446	598	631	671	607	622	525	545	541	324	210	2%	4,401	YTD	10%
	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	7%	1.0	AVG	-16%
	# of Closed Sales	198	257	430	514	612	554	600	572	434	527	422	277	7%	3,737	YTD	14%
	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	7%	1,604,845	WA	13%
2023	Active Listings (EOM)	476	422	565	550	580	645	691	698	737	637	489	282	-32%	578	AVG	-10%
	New Listings Taken in Month	369	384	704	554	725	742	689	629	634	449	288	143	-8%	4,796	YTD	-32%
	# of Pending Transactions	341	389	501	529	604	571	542	516	469	414	309	227	-18%	3,993	YTD	-18%
	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	-17%	1.2	AVG	11%
	# of Closed Sales	184	269	396	397	463	575	455	533	418	410	343	297	-8%	3,272	YTD	-22%
	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	8%	1,424,154	WA	-9%
2022	Active Listings (EOM)	102	148	288	533	745	1,105	1,197	1,022	1,033	972	768	511	268%	643	AVG	142%
	New Listings Taken in Month	369	586	976	1,061	1,156	1,204	979	681	800	574	315	171	-20%	7,012	YTD	3%
	# of Pending Transactions	310	508	779	752	754	546	575	628	542	401	283	202	-28%	4,852	YTD	-23%
	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	411%	1.1	AVG	197%
	# of Closed Sales	234	252	551	678	731	678	479	581	539	476	325	273	-30%	4,184	YTD	-25%
	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	4%	1,572,746	WA	21%
2021	# of Active Listings	219	224	216	309	239	288	350	278	282	185	100	55	-62%	265	A	-63%
	New Listings Taken in Month	467	577	927	1,012	922	1,116	925	852	788	598	401	258	13%	6,798	YTD	-9%
	# of Pending Transactions	423	549	893	864	931	997	792	873	741	655	459	243	-14%	6,322	YTD	6%
	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	-56%	0.4	A	-65%
	# of Closed Sales	344	363	617	745	808	921	965	833	769	717	589	451	2%	5,596	T	28%
	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	24%	1,297,655	WA	32%

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	-47%	713	AVG	-46%
	New Listings Taken in Month	534	640	924	588	841	974	1,011	985	861	794	429	293	30%	6,497	YTD	-13%
	# of Pending Transactions	503	625	659	480	778	933	968	1,016	975	854	544	358	38%	5,962	YTD	-7%
	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	-62%	1.0	AVG	-41%
	# of Closed Sales	290	359	505	466	426	691	816	820	836	890	701	662	9%	4,373	YTD	-15%
	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	12%	981,062	WA	6%
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	-10%	1,324	AVG	42%
	New Listings Taken in Month	613	591	1,104	1,093	1,395	1,054	869	757	807	625	323	204	-23%	7,476	YTD	-4%
	# of Pending Transactions	497	537	876	997	1,031	883	833	738	696	697	581	364	5%	6,392	YTD	5%
	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	-14%	1.7	AVG	40%
	# of Closed Sales	322	379	537	648	859	853	803	749	554	607	568	524	2%	5,150	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	0%	928,575	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	73%	932	AVG	33%
	New Listings Taken in Month	497	649	990	987	1,429	1,248	1,027	978	975	723	449	223	1%	7,805	YTD	6%
	# of Pending Transactions	448	570	850	795	1,056	916	776	705	642	614	514	339	-26%	6,116	YTD	-9%
	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	135%	1.2	AVG	46%
	# of Closed Sales	353	370	557	663	748	911	798	735	569	627	516	492	-20%	5,135	YTD	-5%
	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%	947,396	WA	11%
2017	Active Listings (EOM)	453	438	585	623	760	893	950	899	962	797	562	359	-18%	700	AVG	-22%
	New Listings Taken in Month	531	556	931	920	1,208	1,215	1,042	965	908	710	440	236	8%	7,368	YTD	-3%
	# of Pending Transactions	487	565	790	872	1,054	1,045	959	956	832	790	612	390	1%	6,728	YTD	-5%
	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	-19%	0.8	AVG	-18%
	# of Closed Sales	425	345	553	585	777	942	855	919	766	764	687	602	5%	5,401	YTD	-1%
	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	11%	857,047	WA	15%
2016	Active Listings (EOM)	592	624	740	911	925	1,110	1,207	1,101	1,093	867	632	436	-11%	901	AVG	-17%
	New Listings Taken in Month	566	680	968	1,088	1,102	1,250	1,066	892	894	621	406	241	-2%	7,612	YTD	-2%
	# of Pending Transactions	540	702	859	934	1,108	1,044	967	947	894	855	616	399	-1%	7,101	YTD	-6%
	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	-10%	1.0	AVG	-13%
	# of Closed Sales	392	388	565	655	759	938	909	877	770	757	694	600	1%	5,483	YTD	-5%
	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	14%	742,154	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	-31%	1,085	AVG	-19%
	New Listings Taken in Month	540	757	978	1,143	1,210	1,159	1,054	907	797	732	387	284	-7%	7,748	YTD	-2%
	# of Pending Transactions	581	740	1,008	1,046	1,116	1,101	1,031	954	850	818	640	412	9%	7,577	YTD	7%
	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	-37%	1.2	AVG	-23%
	# of Closed Sales	419	410	632	740	816	981	932	865	774	715	528	636	6%	5,795	YTD	10%
	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	11%	651,804	WA	7%

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

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

August, 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	0					0
\$250,000 to \$499,999	2	3	1	1	5	1	0	2					15
\$500,000 to \$749,999	11	9	11	11	13	12	12	17					96
\$750,000 to \$999,999	17	20	33	41	43	48	55	41					298
\$1,000,000 to \$1,499,999	47	62	98	139	141	166	165	157					975
\$1,500,000 to \$2,499,999	72	112	171	215	210	206	218	182					1,386
\$2,500,000 and above	52	47	82	90	82	102	98	74					627
<b>Grand Total</b>	<b>201</b>	<b>253</b>	<b>396</b>	<b>497</b>	<b>494</b>	<b>535</b>	<b>548</b>	<b>473</b>					<b>3,397</b>

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	13
\$500,000 to \$749,999	10	13	17	11	13	10	16	15	12	6	17	10	105
\$750,000 to \$999,999	32	27	39	52	48	51	58	68	41	57	44	27	375
\$1,000,000 to \$1,499,999	61	89	106	132	157	165	166	173	143	177	124	92	1,049
\$1,500,000 to \$2,499,999	57	80	173	222	280	224	256	220	164	200	167	77	1,512
\$2,500,000 and above	36	48	94	96	108	93	102	85	68	78	61	67	662
<b>Grand Total</b>	<b>197</b>	<b>257</b>	<b>430</b>	<b>513</b>	<b>610</b>	<b>545</b>	<b>599</b>	<b>565</b>	<b>430</b>	<b>523</b>	<b>416</b>	<b>276</b>	<b>3,716</b>

## 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	N/A					N/A
\$250,000 to \$499,999	100%	N/A	0%	N/A	25%	-50%	-100%	-50%					15%
\$500,000 to \$749,999	10%	-31%	-35%	0%	0%	20%	-25%	13%					-9%
\$750,000 to \$999,999	-47%	-26%	-15%	-21%	-10%	-6%	-5%	-40%					-21%
\$1,000,000 to \$1,499,999	-23%	-30%	-8%	5%	-10%	1%	-1%	-9%					-7%
\$1,500,000 to \$2,499,999	26%	40%	-1%	-3%	-25%	-8%	-15%	-17%					-8%
\$2,500,000 and above	44%	-2%	-13%	-6%	-24%	10%	-4%	-13%					-5%
<b>Grand Total</b>	<b>2%</b>	<b>-2%</b>	<b>-8%</b>	<b>-3%</b>	<b>-19%</b>	<b>-2%</b>	<b>-9%</b>	<b>-16%</b>					<b>-9%</b>