

# JUNE 2025 – Seattle TALKING POINTS

Based on Residential only reports

## Inventory Growth Continues to Shape the Market

Active inventory at the end of June reached 1,389 homes, the highest month-end level since June 2019.

- This figure is 35% higher than June 2024 (1,029) and
- 69% higher than just three months ago in March 2025 (821).

## While inventory has grown significantly, buyer demand has held steady:

- Pending sales year-to-date through June are up 4%, or 61 homes (3,697 in 2025 vs 3,540 in 2024).
- Closed sales year-to-date are up 1%, or 32 homes (2,875 in 2025 vs 2,843 in 2024).

## Pricing Trends

The median closed sale price in June 2025 was \$1,079,950, a 13% increase compared to June 2024 (\$957,000).

- Note the YOY % change of closed sales price (table below and last page of stats), the top tiers all increased which is leading to the higher median closed sales price.

### YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	YTD
\$0 to \$249,999	-50%	N/A	-100%	N/A	N/A	N/A	0%
\$250,000 to \$499,999	40%	0%	-37%	67%	-27%	83%	7%
\$500,000 to \$749,999	-6%	-13%	-7%	-5%	-18%	-9%	-10%
\$750,000 to \$999,999	6%	-22%	-14%	-1%	-31%	-5%	-14%
\$1,000,000 to \$1,499,999	-11%	4%	18%	21%	-9%	37%	11%
\$1,500,000 to \$2,499,999	39%	2%	48%	-12%	-7%	90%	21%
\$2,500,000 and above	80%	-33%	9%	62%	-33%	76%	16%
<b>Grand Total</b>	<b>3%</b>	<b>-10%</b>	<b>4%</b>	<b>6%</b>	<b>-19%</b>	<b>23%</b>	<b>0%</b>

## A Balanced Market

With a 2.0 months' supply of inventory, the market is now in a balanced range, offering more choices which can create room to negotiate on price.

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).



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. Evaluate activity from buyers and other listings post-launch first.
- 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.
- Tour the active inventory and your listing with your sellers, with buyer's eyes.
- 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:

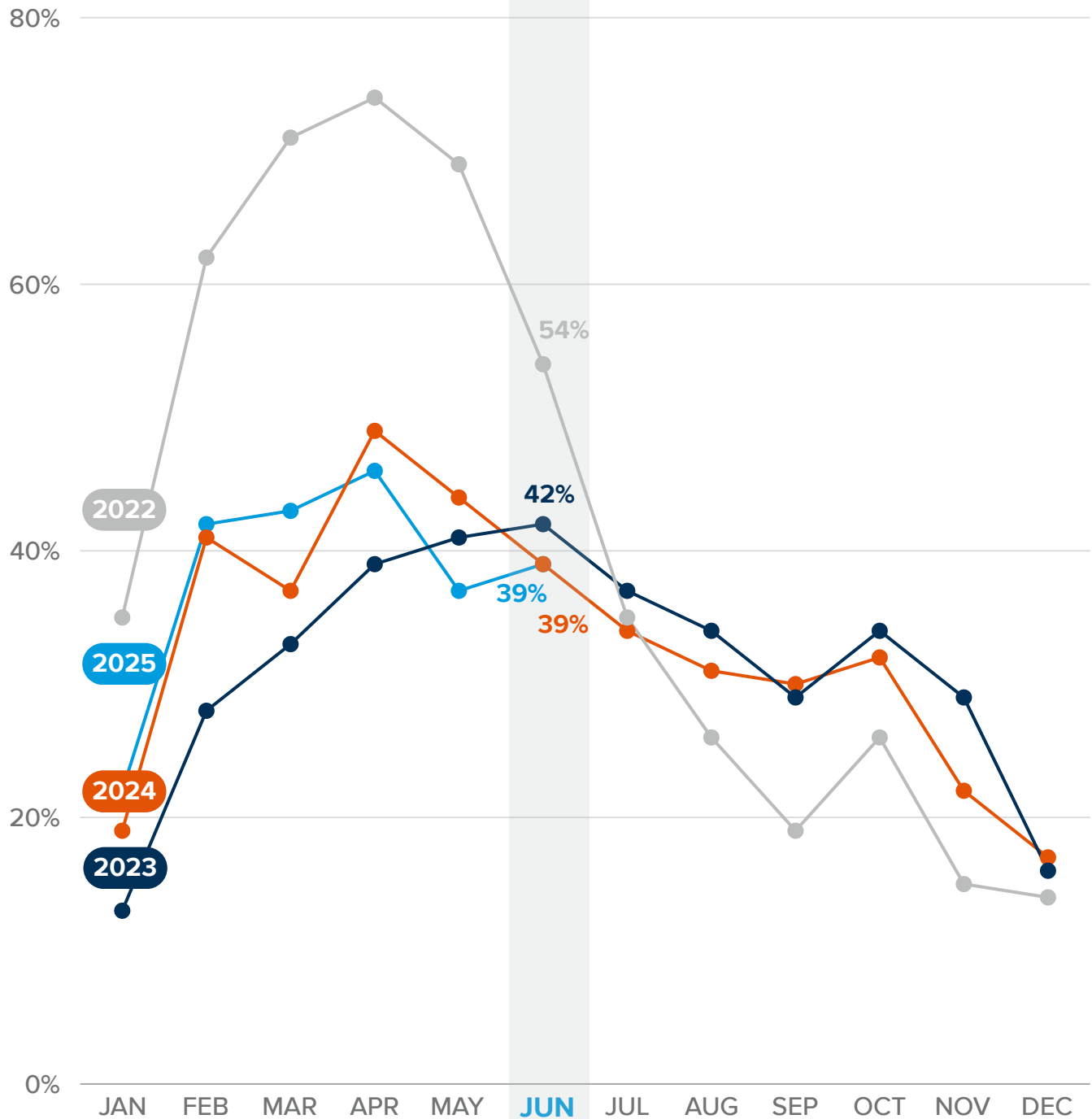
- Fear of missing out has lessened. Continue with a calm, strategic mindset.
- Educate buyers on the nuances of the market (price points, house style, etc.). For example, Condos and townhouses see different demand than single family homes.
- Help buyers prepare for a strategic offer, knowing the competitiveness changes for each home.
  - Understand and help buyers know which contingencies to include when not competing and provide clarity on the inspection process.
- 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



## SEATTLE RESIDENTIAL



windermere.com

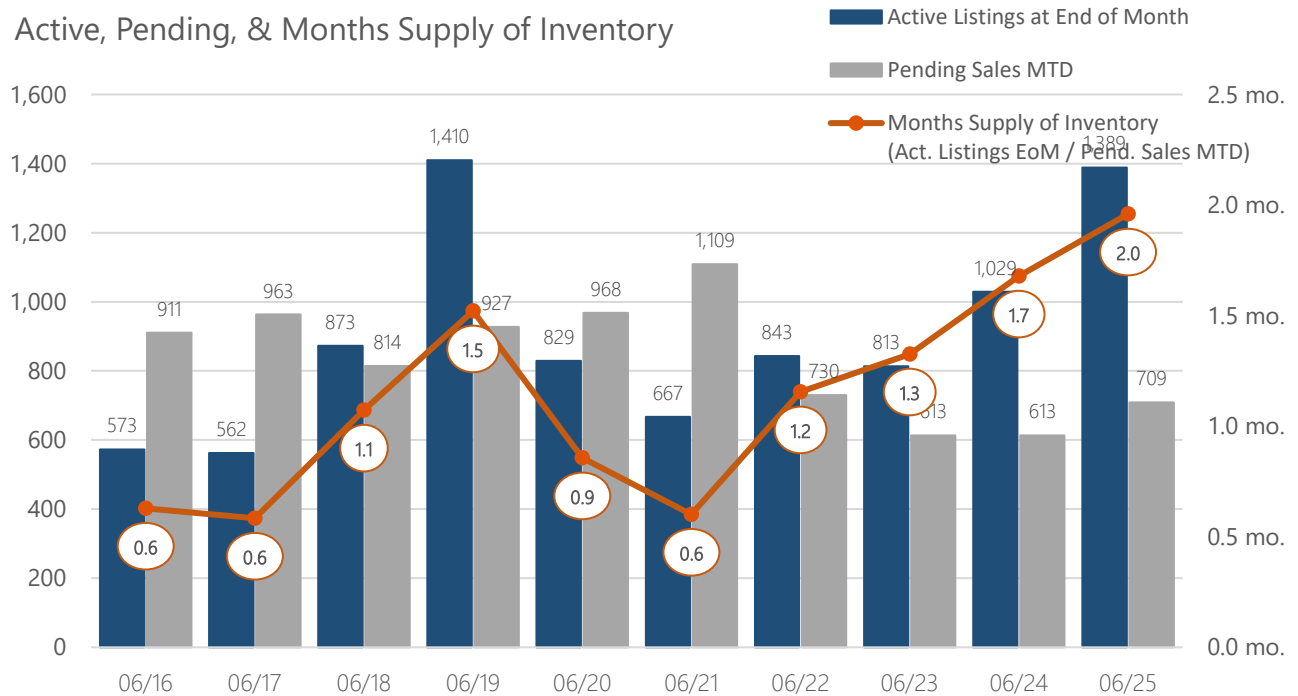
Created by Windermere Real Estate/East, Inc. using NWMLS data, but information was not verified or published by NWMLS.

 **Windermere**  
REAL ESTATE

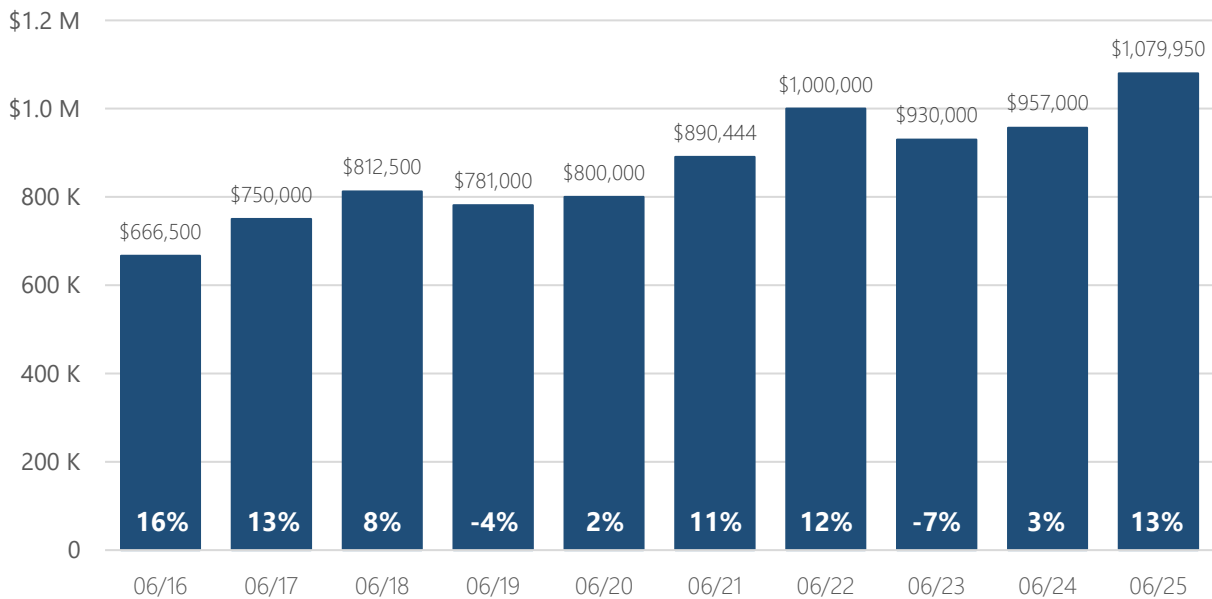
## Seattle (All Areas)

### RESIDENTIAL ONLY

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



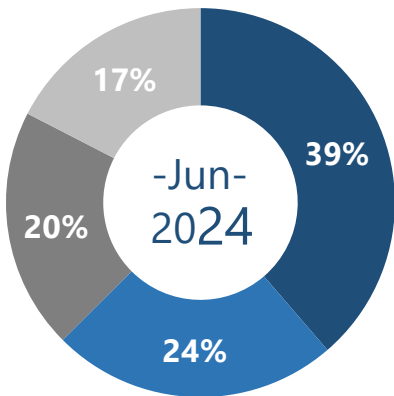
#### Median Closed Sales Price For Current Month Sold Properties



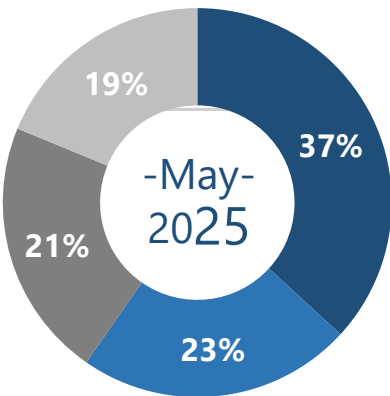
Seattle (All Areas)

RESIDENTIAL ONLY

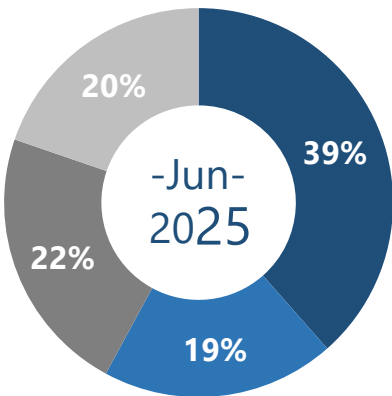
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

JUNE 2025

  
SOLD  
**ABOVE**  
LIST  
PRICE

  
SOLD  
**AT**  
LIST  
PRICE

  
SOLD  
**BELOW**  
LIST  
PRICE

  
**PRICE**  
**CHANGE**  
BEFORE  
SALE

AVERAGE DAYS  
ON MARKET



6

9

16

76

NUMBER OF SALES  
IN MONTH



236

119

137

121

MEDIAN % FROM  
ORIGINAL LIST PRICE



5%

0%

-2%

N/A

## Seattle (All Areas)

### RESIDENTIAL ONLY

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

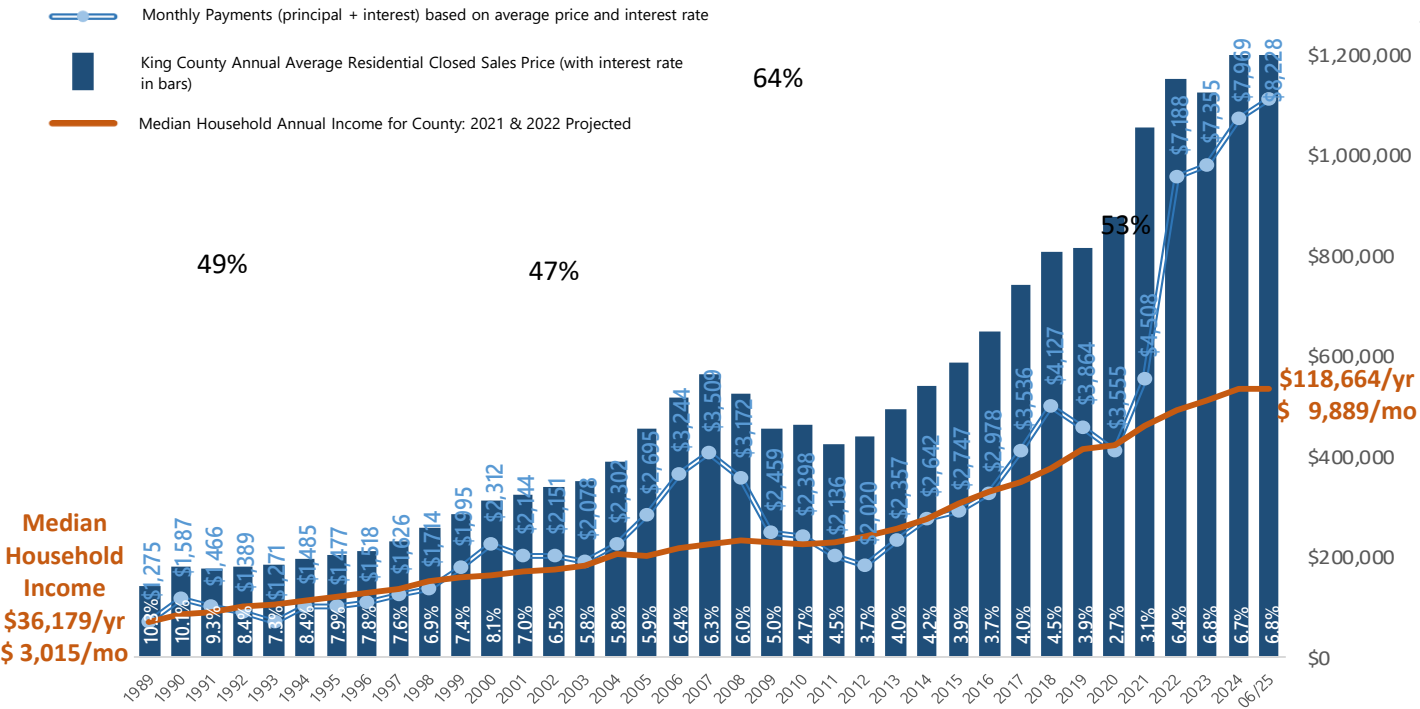
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.2%	100.2%	439	71.6%
15 - 30	96.9%	98.1%	87	14.2%
31 - 60	95.3%	97.8%	59	9.6%
61 - 90	94.0%	96.9%	13	2.1%
90+	91.2%	100.0%	15	2.4%
Totals			613	100.0%

### The Cost of Waiting a Year

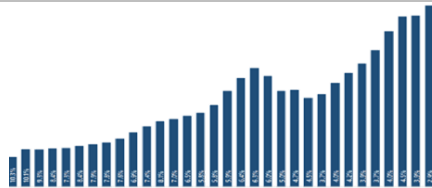
	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
June, 2025	\$1,079,950	6.82%	\$7,055
June, 2024	\$957,000	6.92%	\$6,316
	<b>\$122,950</b>	<b>-0.10%</b>	<b>\$739</b> Per Month
			<b>\$8,871</b> Per Year
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			

# Monthly Payments Compared to Income Trendline King County

73%



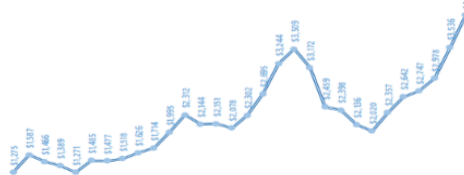
A



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

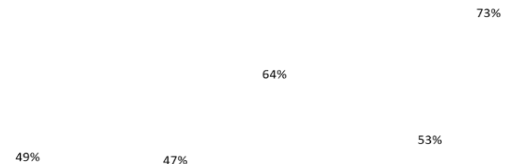
C



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

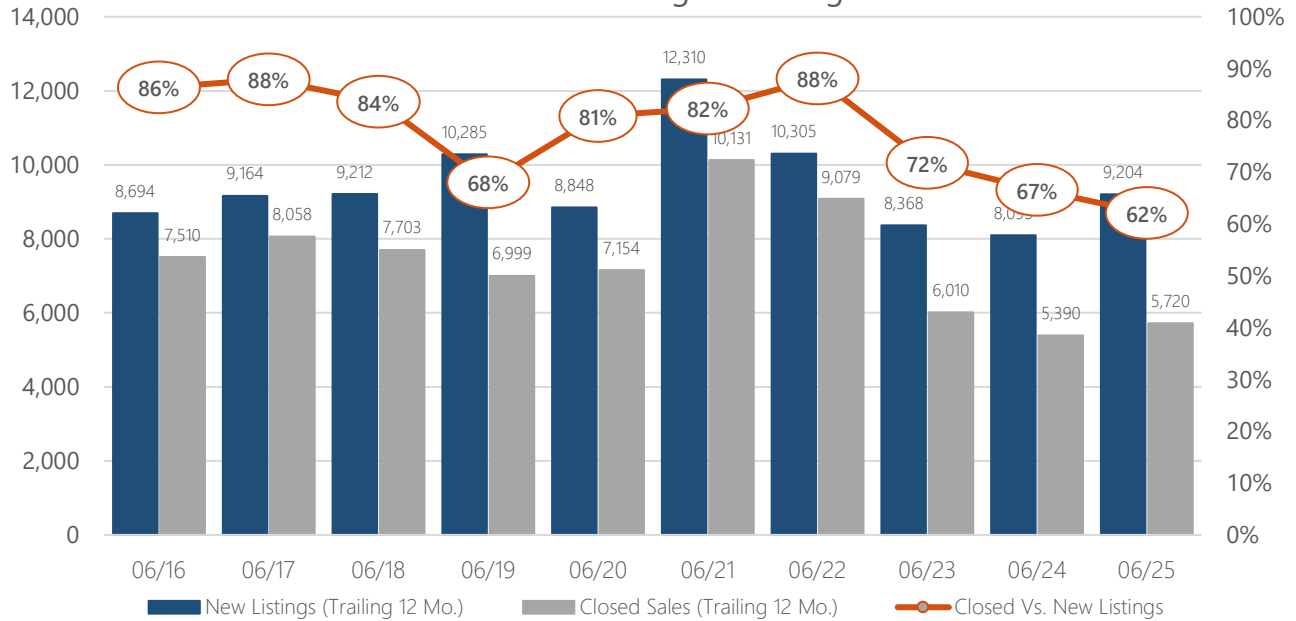
Monthly cycle peaks shown

## Seattle (All Areas)

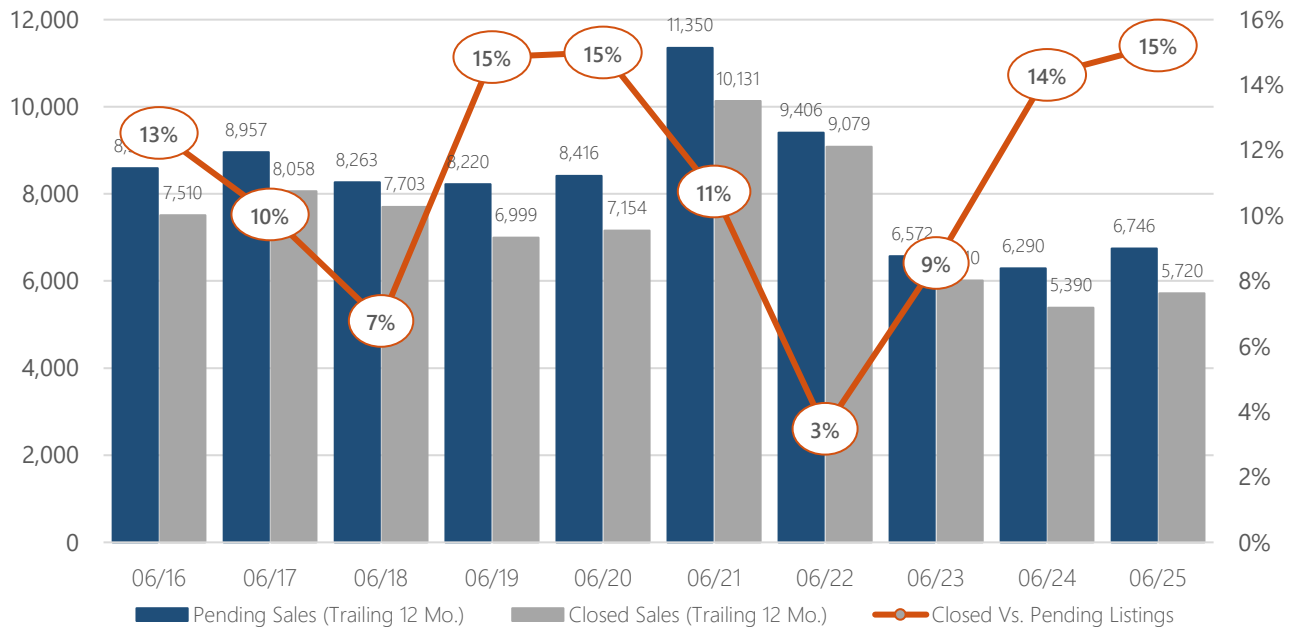
### RESIDENTIAL ONLY

#### 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	1.1	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

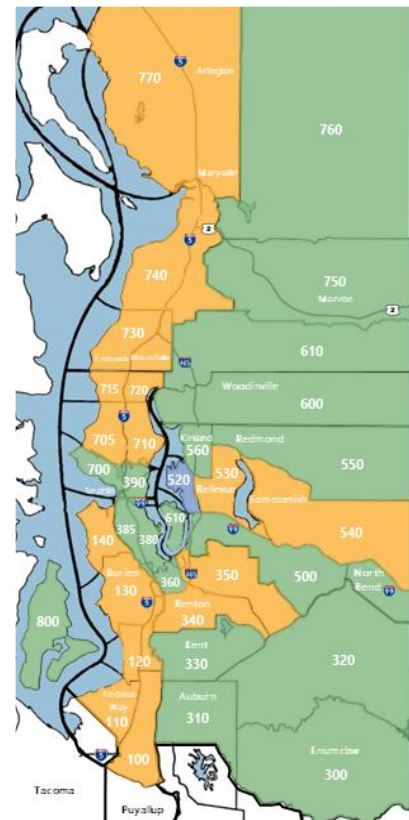
**2 YEARS AGO**



**1 YEAR AGO**



**CURRENT YEAR**



## Seattle (All Areas) Statistics To Know

### Residential

	June, 2025	June, 2024	Difference	% Change
Months Supply of Inventory	2.0	1.7	0.3	17%
Active Listings at End of Month	1,389	1,029	360	35%
Pending Sales MTD	709	613	96	16%
Pending Sales (Trailing 12 Months)	6,746	6,290	456	7%
Closed Sales MTD	630	511	119	23%
Closed Sales (Trailing 12 Months)	5,720	5,390	330	6%
Closed Sales Price (Median)	\$1,079,950	\$957,000	\$122,950	13%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.9%	-0.1%	-1%
Monthly Payments (P&I)	\$7,055	\$6,316	\$739	12%

### Condominium

	June, 2025	June, 2024	Difference	% Change
Months Supply of Inventory	4.6	3.8	0.8	21%
Active Listings at End of Month	1,064	847	217	26%
Pending Sales MTD	231	223	8	4%
Pending Sales (Trailing 12 Months)	2,691	2,611	80	3%
Closed Sales MTD	230	207	23	11%
Closed Sales (Trailing 12 Months)	2,351	2,248	103	5%
Closed Sales Price (Median)	\$589,000	\$550,000	\$39,000	7%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.9%	-0.1%	-1%
Monthly Payments (P&I)	\$3,848	\$3,630	\$218	6%

### Residential & Condominium

	June, 2025	June, 2024	Difference	% Change
Months Supply of Inventory	2.6	2.2	0.4	16%
Active Listings at End of Month	2,453	1,876	577	31%
Pending Sales MTD	940	836	104	12%
Pending Sales (Trailing 12 Months)	9,437	8,901	536	6%
Closed Sales MTD	860	718	142	20%
Closed Sales (Trailing 12 Months)	8,071	7,638	433	6%
Closed Sales Price (Median)	\$935,000	\$859,000	\$76,000	9%
30-Year-Fixed-Rate Mortgage Rates	6.8%	6.9%	-0.1%	-1%
Monthly Payments (P&I)	\$6,108	\$5,669	\$439	8%

Seattle (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)	656	713	821	992	1,370	1,389							35%	990	AVG	38%
	New Listings Taken in Month	658	658	870	985	1,293	1,027							12%	5,491	YTD	15%
	# of Pending Transactions	452	520	658	685	673	709							16%	3,697	YTD	4%
	Months Supply of Inventory	1.5	1.4	1.2	1.4	2.0	2.0							17%	1.6	AVG	30%
	# of Closed Sales	252	391	497	559	546	630							23%	2,875	YTD	1%
	Median Closed Price	857,500	965,000	1,000,000	1,025,000	1,010,650	1,079,950							13%	994,403	WA	6%
2024	Active Listings (EOM)	481	558	625	674	949	1,029	1,097	1,011	1,195	1,072	796	536	27%	719	AVG	9%
	New Listings Taken in Month	517	636	762	885	1,042	920	790	622	981	731	358	231	0%	4,762	YTD	13%
	# of Pending Transactions	460	521	585	736	625	613	539	515	641	604	448	302	0%	3,540	YTD	2%
	Months Supply of Inventory	1.0	1.1	1.1	0.9	1.5	1.7	2.0	2.0	1.9	1.8	1.8	1.8	27%	1.2	AVG	6%
	# of Closed Sales	231	422	478	527	674	511	552	456	408	606	445	378	-17%	2,843	YTD	-2%
	Median Closed Price	869,000	927,450	925,000	997,900	965,000	957,000	972,500	930,000	938,006	972,500	968,000	898,900	3%	941,943	WA	8%
2023	Active Listings (EOM)	553	534	650	697	725	813	793	753	933	859	707	479	-4%	662	AVG	59%
	New Listings Taken in Month	497	513	793	744	805	859	690	605	836	581	417	202	-31%	4,211	YTD	-24%
	# of Pending Transactions	438	499	606	631	698	613	589	533	500	469	369	290	-16%	3,485	YTD	-22%
	Months Supply of Inventory	1.3	1.1	1.1	1.1	1.0	1.3	1.3	1.4	1.9	1.8	1.9	1.7	15%	1.1	AVG	108%
	# of Closed Sales	264	392	500	524	596	614	513	516	422	434	365	297	-22%	2,890	YTD	-26%
	Median Closed Price	803,750	825,000	869,975	886,000	905,125	930,000	899,950	899,000	926,250	900,000	944,000	850,000	-7%	872,179	WA	-9%
2022	Active Listings (EOM)	178	247	284	442	504	843	981	915	1,149	1,046	862	574	26%	416	AVG	-26%
	New Listings Taken in Month	515	769	954	996	1,045	1,246	932	781	1,031	701	482	230	-4%	5,525	YTD	-14%
	# of Pending Transactions	503	687	873	801	893	730	612	656	558	534	422	305	-34%	4,487	YTD	-24%
	Months Supply of Inventory	0.4	0.4	0.3	0.6	0.6	1.2	1.6	1.4	2.1	2.0	2.0	1.9	92%	0.6	AVG	-5%
	# of Closed Sales	396	443	751	747	786	789	642	634	534	493	423	394	-27%	3,912	YTD	-21%
	Median Closed Price	790,000	925,000	970,000	1,019,950	1,025,500	1,000,000	954,500	927,000	900,000	950,000	905,000	879,975	12%	961,979	WA	13%
2021	# of Active Listings	548	474	498	613	556	667	720	604	650	561	315	167	-20%	559	A	-15%
	New Listings Taken in Month	729	747	1,134	1,257	1,228	1,297	1,096	888	1,083	864	524	325	18%	6,392	YTD	11%
	# of Pending Transactions	713	785	1,046	1,075	1,184	1,109	964	908	979	893	732	443	15%	5,912	YTD	41%
	Months Supply of Inventory	0.8	0.6	0.5	0.6	0.5	0.6	0.7	0.7	0.7	0.6	0.4	0.4	-30%	0.6	A	-39%
	# of Closed Sales	544	623	831	889	981	1,080	1,084	903	827	893	763	697	48%	4,948	T	54%
	Median Closed Price	791,471	798,000	825,000	875,000	919,000	890,444	896,500	875,000	850,000	850,000	850,000	839,000	11%	852,521	WA	10%

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

## Seattle (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)	467	510	613	709	816	829	935	1,082	1,141	1,102	859	586	-41%	657	AVG	-36%
	New Listings Taken in Month	513	708	895	680	941	1,068	1,188	1,281	1,217	1,112	623	497	-3%	4,805	YTD	-16%
	# of Pending Transactions	514	649	723	546	799	968	995	1,052	1,039	953	744	655	4%	4,199	YTD	-9%
	Months Supply of Inventory	0.9	0.8	0.8	1.3	1.0	0.9	0.9	1.0	1.1	1.2	1.2	0.9	-44%	1.0	AVG	-29%
	# of Closed Sales	417	445	608	508	505	729	855	882	934	948	792	772	-3%	3,212	YTD	-9%
	Median Closed Price	719,950	730,500	790,000	815,000	765,000	800,000	805,000	825,000	820,000	800,000	820,000	799,950	2%	771,680	WA	2%
2019	Active Listings (EOM)	699	763	883	1,043	1,386	1,410	1,279	1,179	1,294	1,135	813	499	62%	1,031	AVG	107%
	New Listings Taken in Month	622	581	998	1,083	1,353	1,100	823	739	966	801	439	275	-2%	5,737	YTD	15%
	# of Pending Transactions	565	495	830	870	903	927	821	737	748	818	645	448	14%	4,590	YTD	12%
	Months Supply of Inventory	1.2	1.5	1.1	1.2	1.5	1.5	1.6	1.6	1.7	1.4	1.3	1.1	42%	1.3	AVG	88%
	# of Closed Sales	350	476	502	677	790	748	751	731	565	670	647	578	1%	3,543	YTD	4%
	Median Closed Price	711,500	730,000	752,500	754,000	784,925	781,000	755,000	760,000	750,000	775,000	735,000	727,000	-4%	753,219	WA	-6%
2018	Active Listings (EOM)	287	296	414	494	628	873	962	994	1,349	1,277	1,100	704	55%	499	AVG	16%
	New Listings Taken in Month	498	534	910	834	1,078	1,127	932	823	1,137	858	568	230	4%	4,981	YTD	2%
	# of Pending Transactions	411	521	741	713	884	814	734	665	638	684	541	368	-15%	4,084	YTD	-10%
	Months Supply of Inventory	0.7	0.6	0.6	0.7	0.7	1.1	1.3	1.5	2.1	1.9	2.0	1.9	84%	0.7	AVG	23%
	# of Closed Sales	368	387	532	626	742	740	732	653	498	603	500	470	-13%	3,395	YTD	-9%
	Median Closed Price	757,000	777,000	819,500	819,000	830,000	812,500	805,000	760,000	775,000	750,000	760,000	739,000	8%	803,359	WA	14%
2017	Active Listings (EOM)	354	344	400	444	485	562	599	535	658	621	397	212	-2%	432	AVG	-15%
	New Listings Taken in Month	528	571	849	793	1,039	1,086	888	827	944	787	514	271	13%	4,866	YTD	2%
	# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	6%	4,531	YTD	1%
	Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.7	0.7	0.8	0.8	0.6	0.6	-7%	0.6	AVG	-17%
	# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	-1%	3,731	YTD	6%
	Median Closed Price	635,800	679,975	700,000	724,500	729,000	750,000	748,500	730,000	725,000	735,000	741,352	725,000	13%	705,204	WA	10%
2016	Active Listings (EOM)	417	427	479	580	556	573	719	648	848	678	478	318	-3%	505	AVG	-7%
	New Listings Taken in Month	544	575	850	896	965	957	964	828	1,046	707	452	301	7%	4,787	YTD	1%
	# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	2%	4,500	YTD	-7%
	Months Supply of Inventory	1.0	0.7	0.6	0.7	0.6	0.6	0.9	0.7	1.0	0.8	0.7	0.7	-5%	0.7	AVG	1%
	# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	-1%	3,532	YTD	-5%
	Median Closed Price	618,450	644,950	640,000	637,250	641,250	666,500	650,000	625,000	630,000	625,000	615,000	635,000	16%	641,709	WA	18%
2015	Active Listings (EOM)	482	532	519	556	572	593	600	625	697	628	421	283	-37%	542	AVG	-29%
	New Listings Taken in Month	516	614	818	967	918	894	842	789	869	694	437	276	-9%	4,727	YTD	-4%
	# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	-2%	4,832	YTD	7%
	Months Supply of Inventory	0.9	0.9	0.6	0.6	0.6	0.7	0.7	0.8	0.9	0.8	0.7	0.8	-36%	0.7	AVG	-32%
	# of Closed Sales	380	396	572	707	825	857	808	684	678	700	500	608	12%	3,737	YTD	9%
	Median Closed Price	517,500	520,000	535,000	552,500	559,950	575,000	575,500	575,000	571,000	555,000	598,000	600,000	15%	544,136	WA	15%

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

Seattle (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)	447	469	537	625	718	819	869	835	991	898	675	436	693	AVG
% of 12 Month Avg.	64%	68%	77%	90%	104%	118%	125%	120%	143%	130%	97%	63%		
New Listings Taken in Month	548	625	896	914	1,041	1,055	915	818	1,011	784	481	284	9,372	T
% of 12 Month Avg.	70%	80%	115%	117%	133%	135%	117%	105%	129%	100%	62%	36%		
# of Pending Transactions	508	593	788	787	887	854	769	752	750	730	579	398	8,394	T
% of 12 Month Avg.	73%	85%	113%	112%	127%	122%	110%	108%	107%	104%	83%	57%		
Months Supply of Inventory	0.9	0.8	0.7	0.8	0.8	1.0	1.1	1.1	1.3	1.2	1.2	1.1	1.0	AVG
% of 12 Month Avg.	88%	79%	68%	80%	81%	96%	113%	111%	132%	123%	117%	110%		
# of Closed Units	375	435	596	650	742	777	754	707	626	678	579	543	7,462	T
% of 12 Month Avg.	60%	70%	96%	105%	119%	125%	121%	114%	101%	109%	93%	87%		
Median Closed Price	721,442	755,788	782,698	808,110	812,475	816,244	806,245	790,600	788,526	791,250	793,635	769,383	786,366	AVG
% of 12 Month Avg.	92%	96%	100%	103%	103%	104%	103%	101%	100%	101%	101%	98%		

# MARKET UPDATE

June, 2025

## Seattle (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	1	0	0	0	0	2							3
\$250,000 to \$499,999	7	8	5	5	8	11							44
\$500,000 to \$749,999	66	77	115	103	99	94							554
\$750,000 to \$999,999	76	113	127	153	159	160							788
\$1,000,000 to \$1,499,999	48	120	133	187	169	191							848
\$1,500,000 to \$2,499,999	32	49	93	76	88	118							456
\$2,500,000 and above	9	12	24	34	20	37							136
<b>Grand Total</b>	<b>239</b>	<b>379</b>	<b>497</b>	<b>558</b>	<b>543</b>	<b>613</b>							<b>2,829</b>

### 2024

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	2	0	1	0	0	0	0	0	0	0	0	0	3
\$250,000 to \$499,999	5	8	8	3	11	6	8	8	6	11	15	7	41
\$500,000 to \$749,999	70	89	123	108	121	103	112	90	99	117	92	99	614
\$750,000 to \$999,999	72	145	148	154	230	168	178	151	120	186	124	123	917
\$1,000,000 to \$1,499,999	54	115	113	155	185	139	147	116	101	182	128	88	761
\$1,500,000 to \$2,499,999	23	48	63	86	95	62	79	61	51	80	57	45	377
\$2,500,000 and above	5	18	22	21	30	21	28	17	23	19	17	15	117
<b>Grand Total</b>	<b>231</b>	<b>423</b>	<b>478</b>	<b>527</b>	<b>672</b>	<b>499</b>	<b>552</b>	<b>443</b>	<b>400</b>	<b>595</b>	<b>433</b>	<b>377</b>	<b>2,830</b>

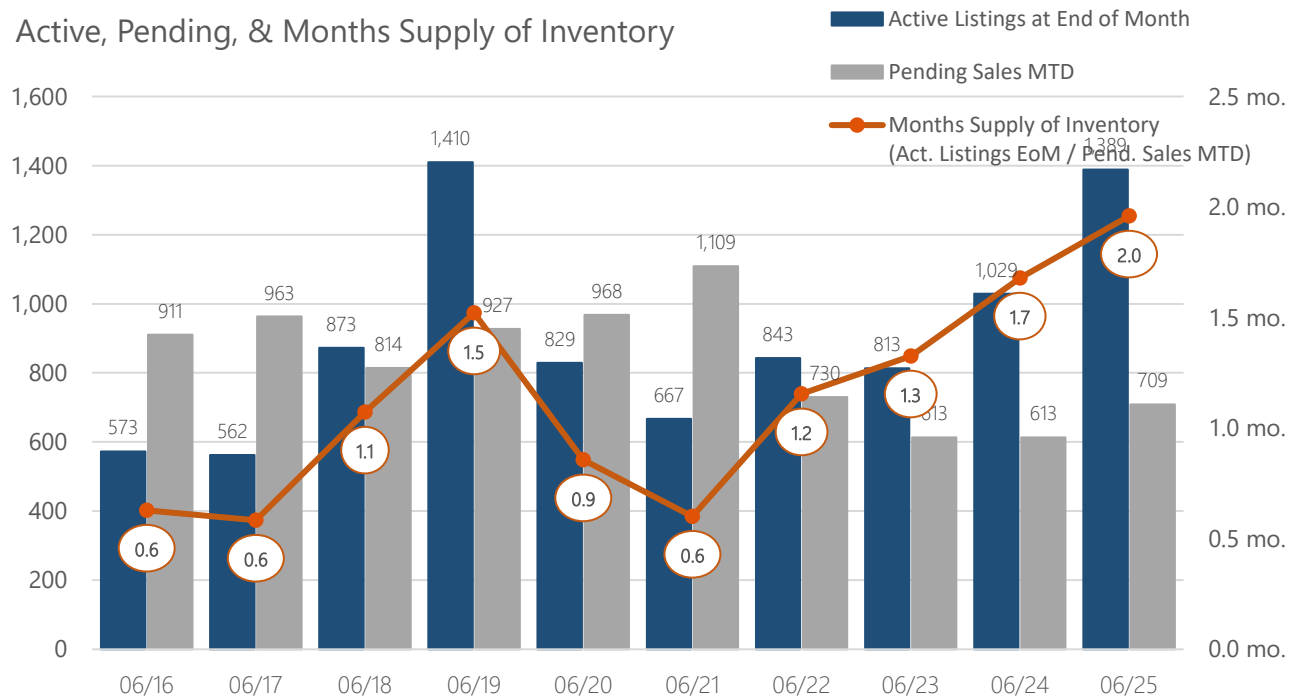
## YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-50%	N/A	-100%	N/A	N/A	N/A							0%
\$250,000 to \$499,999	40%	0%	-37%	67%	-27%	83%							7%
\$500,000 to \$749,999	-6%	-13%	-7%	-5%	-18%	-9%							-10%
\$750,000 to \$999,999	6%	-22%	-14%	-1%	-31%	-5%							-14%
\$1,000,000 to \$1,499,999	-11%	4%	18%	21%	-9%	37%							11%
\$1,500,000 to \$2,499,999	39%	2%	48%	-12%	-7%	90%							21%
\$2,500,000 and above	80%	-33%	9%	62%	-33%	76%							16%
<b>Grand Total</b>	<b>3%</b>	<b>-10%</b>	<b>4%</b>	<b>6%</b>	<b>-19%</b>	<b>23%</b>							<b>0%</b>

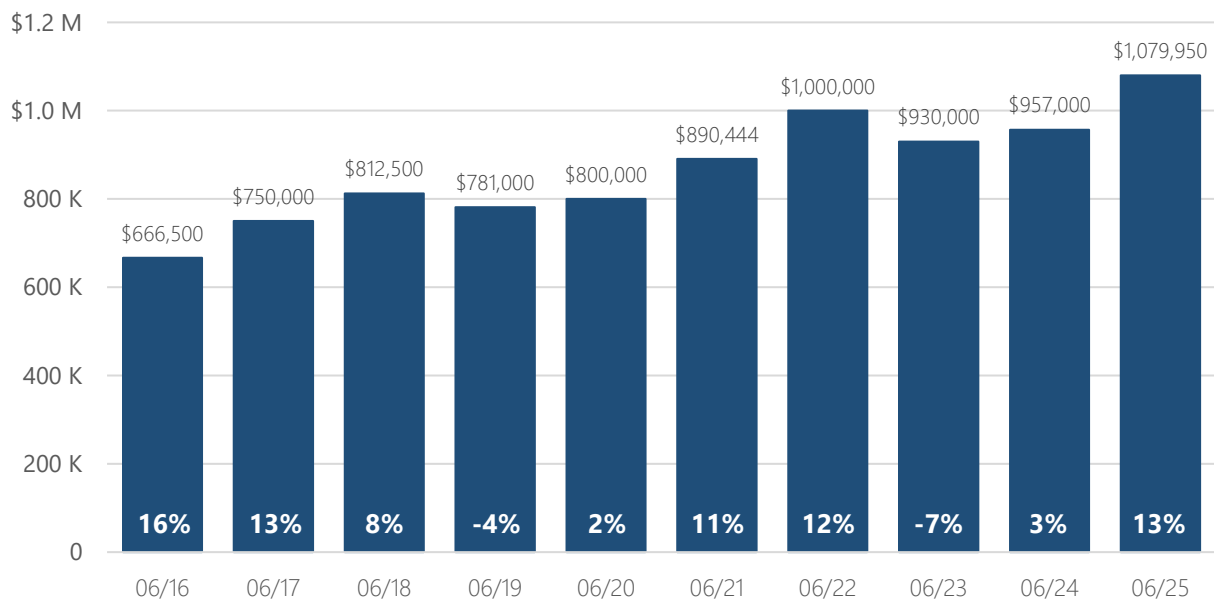
## Seattle (All Areas)

### RESIDENTIAL ONLY

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



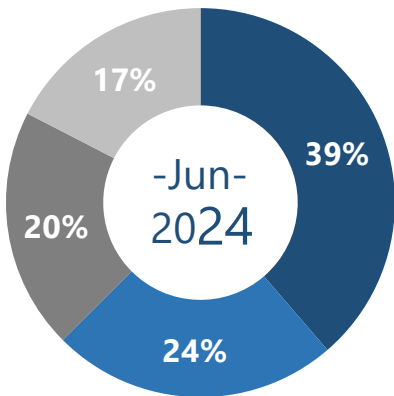
#### Median Closed Sales Price For Current Month Sold Properties



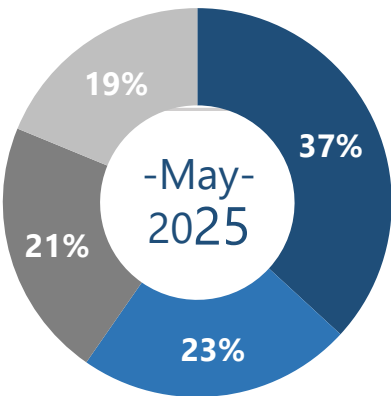
Seattle (All Areas)

RESIDENTIAL ONLY

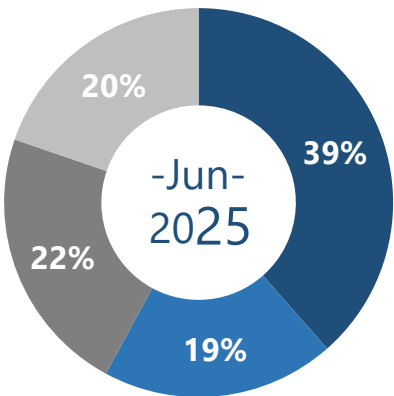
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

JUNE 2025



SOLD  
**ABOVE**  
LIST  
PRICE



SOLD  
**AT**  
LIST  
PRICE



SOLD  
**BELOW**  
LIST  
PRICE



**PRICE**  
**CHANGE**  
BEFORE  
SALE

AVERAGE DAYS  
ON MARKET



6

9

16

76

NUMBER OF SALES  
IN MONTH



236

119

137

121

MEDIAN % FROM  
ORIGINAL LIST PRICE



5%

0%

-2%

N/A



## Seattle (All Areas)

### RESIDENTIAL ONLY

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

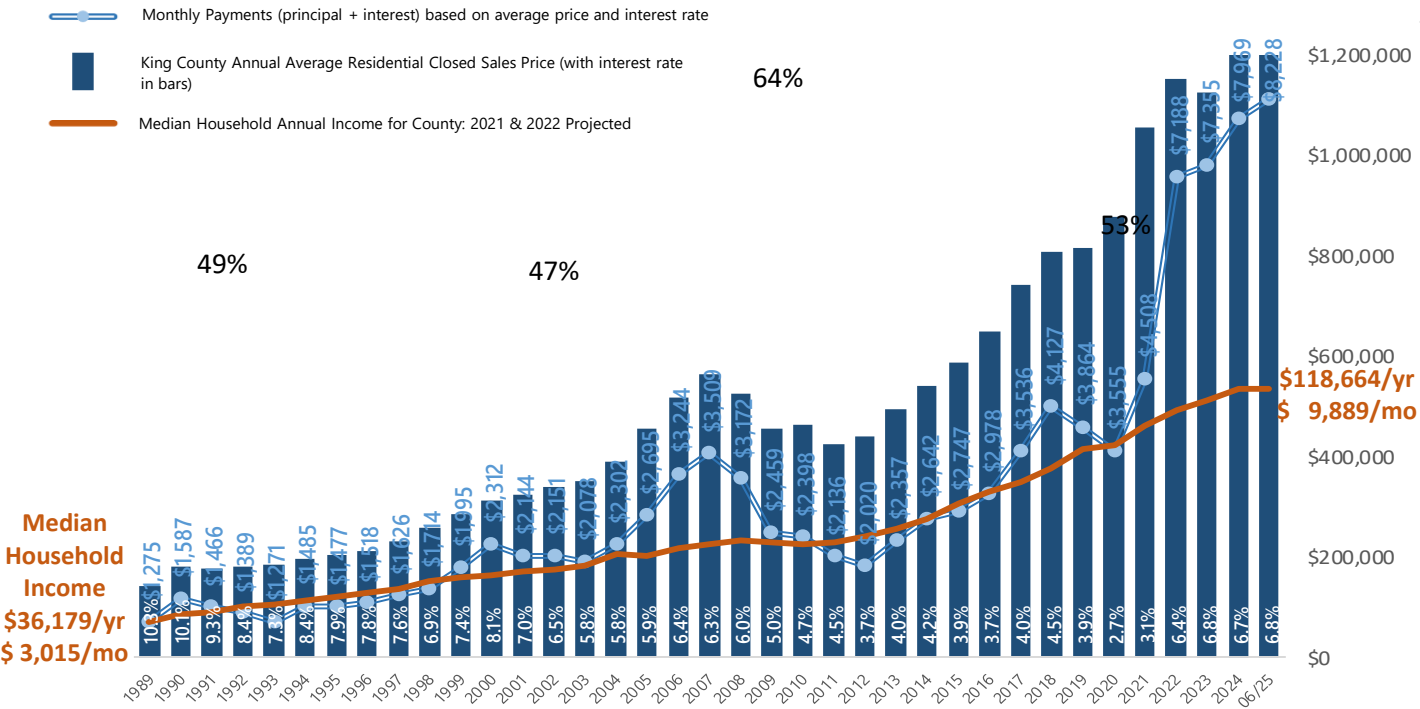
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.2%	100.2%	439	71.6%
15 - 30	96.9%	98.1%	87	14.2%
31 - 60	95.3%	97.8%	59	9.6%
61 - 90	94.0%	96.9%	13	2.1%
90+	91.2%	100.0%	15	2.4%
Totals			613	100.0%

### The Cost of Waiting a Year

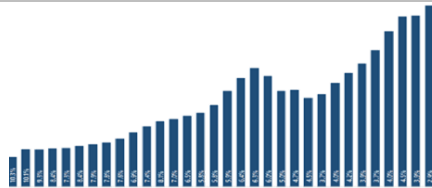
	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
June, 2025	\$1,079,950	6.82%	\$7,055
June, 2024	\$957,000	6.92%	\$6,316
	<b>\$122,950</b>	<b>-0.10%</b>	<b>\$739</b> Per Month
			<b>\$8,871</b> Per Year
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			

# Monthly Payments Compared to Income Trendline King County

73%



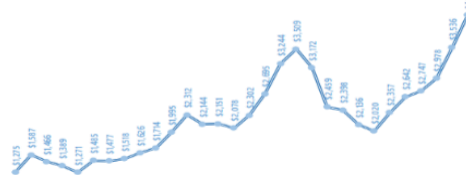
A



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

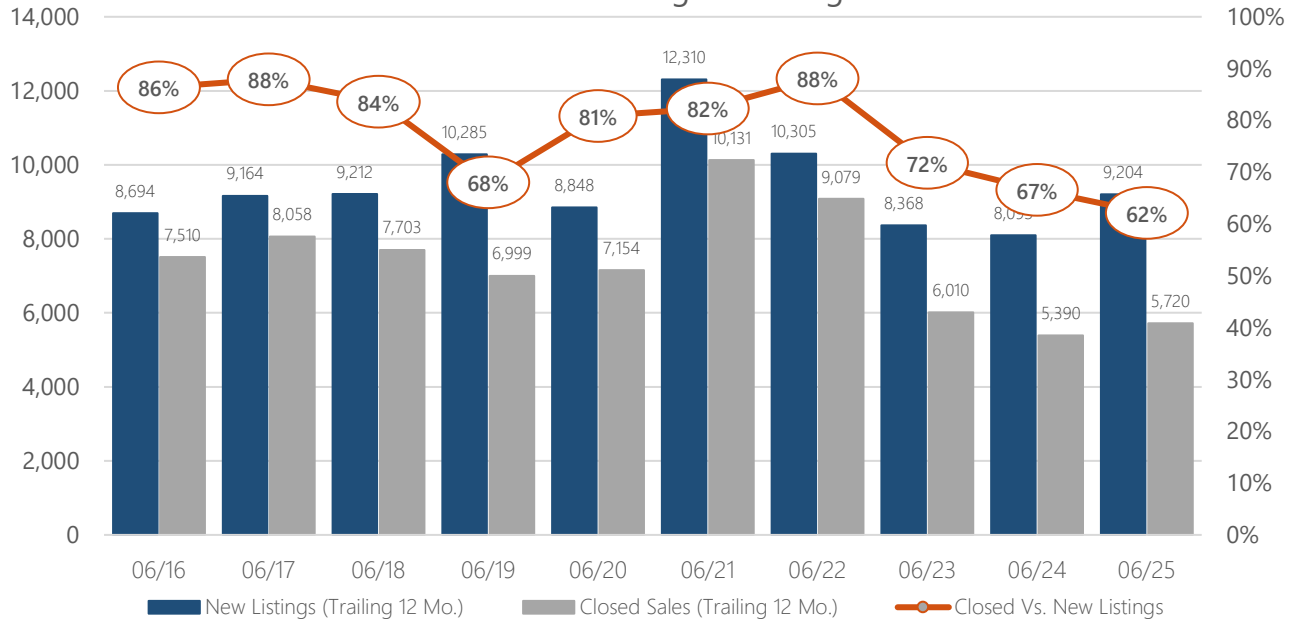
Monthly cycle peaks shown

## Seattle (All Areas)

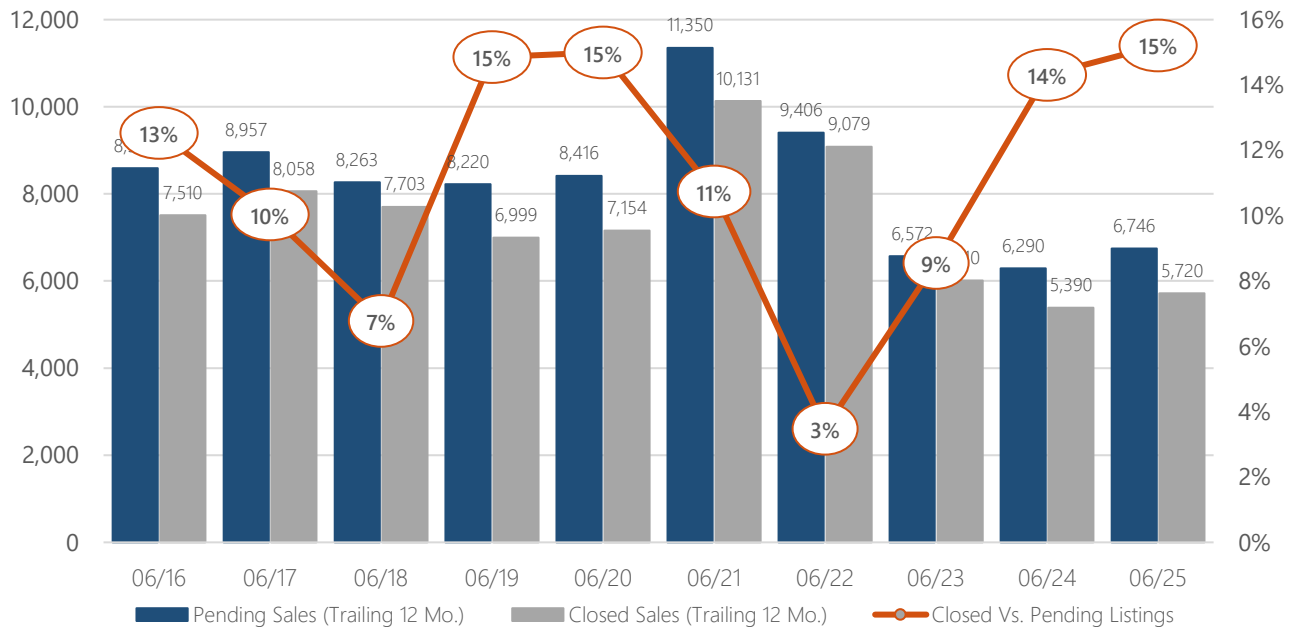
### RESIDENTIAL ONLY

#### 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	1.1	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

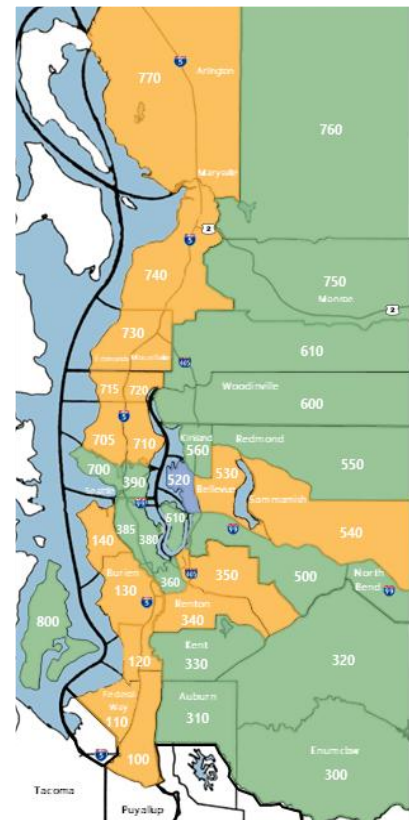
**2 YEARS AGO**



**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.

## Seattle (All Areas) Statistics To Know

### Residential

	June, 2025	June, 2024	Difference	% Change
Months Supply of Inventory	2.0	1.7	0.3	17%
Active Listings at End of Month	1,389	1,029	360	35%
Pending Sales MTD	709	613	96	16%
Pending Sales (Trailing 12 Months)	6,746	6,290	456	7%
Closed Sales MTD	630	511	119	23%
Closed Sales (Trailing 12 Months)	5,720	5,390	330	6%
Closed Sales Price (Median)	\$1,079,950	\$957,000	\$122,950	13%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.9%	-0.1%	-1%
Monthly Payments (P&I)	\$7,055	\$6,316	\$739	12%

### Condominium

	June, 2025	June, 2024	Difference	% Change
Months Supply of Inventory	4.6	3.8	0.8	21%
Active Listings at End of Month	1,064	847	217	26%
Pending Sales MTD	231	223	8	4%
Pending Sales (Trailing 12 Months)	2,691	2,611	80	3%
Closed Sales MTD	230	207	23	11%
Closed Sales (Trailing 12 Months)	2,351	2,248	103	5%
Closed Sales Price (Median)	\$589,000	\$550,000	\$39,000	7%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.9%	-0.1%	-1%
Monthly Payments (P&I)	\$3,848	\$3,630	\$218	6%

### Residential & Condominium

	June, 2025	June, 2024	Difference	% Change
Months Supply of Inventory	2.6	2.2	0.4	16%
Active Listings at End of Month	2,453	1,876	577	31%
Pending Sales MTD	940	836	104	12%
Pending Sales (Trailing 12 Months)	9,437	8,901	536	6%
Closed Sales MTD	860	718	142	20%
Closed Sales (Trailing 12 Months)	8,071	7,638	433	6%
Closed Sales Price (Median)	\$935,000	\$859,000	\$76,000	9%
30-Year-Fixed-Rate Mortgage Rates	6.8%	6.9%	-0.1%	-1%
Monthly Payments (P&I)	\$6,108	\$5,669	\$439	8%

Seattle (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)	656	713	821	992	1,370	1,389							35%	990	AVG	38%
	New Listings Taken in Month	658	658	870	985	1,293	1,027							12%	5,491	YTD	15%
	# of Pending Transactions	452	520	658	685	673	709							16%	3,697	YTD	4%
	Months Supply of Inventory	1.5	1.4	1.2	1.4	2.0	2.0							17%	1.6	AVG	30%
	# of Closed Sales	252	391	497	559	546	630							23%	2,875	YTD	1%
	Median Closed Price	857,500	965,000	1,000,000	1,025,000	1,010,650	1,079,950							13%	994,403	WA	6%
2024	Active Listings (EOM)	481	558	625	674	949	1,029	1,097	1,011	1,195	1,072	796	536	27%	719	AVG	9%
	New Listings Taken in Month	517	636	762	885	1,042	920	790	622	981	731	358	231	0%	4,762	YTD	13%
	# of Pending Transactions	460	521	585	736	625	613	539	515	641	604	448	302	0%	3,540	YTD	2%
	Months Supply of Inventory	1.0	1.1	1.1	0.9	1.5	1.7	2.0	2.0	1.9	1.8	1.8	1.8	27%	1.2	AVG	6%
	# of Closed Sales	231	422	478	527	674	511	552	456	408	606	445	378	-17%	2,843	YTD	-2%
	Median Closed Price	869,000	927,450	925,000	997,900	965,000	957,000	972,500	930,000	938,006	972,500	968,000	898,900	3%	941,943	WA	8%
2023	Active Listings (EOM)	553	534	650	697	725	813	793	753	933	859	707	479	-4%	662	AVG	59%
	New Listings Taken in Month	497	513	793	744	805	859	690	605	836	581	417	202	-31%	4,211	YTD	-24%
	# of Pending Transactions	438	499	606	631	698	613	589	533	500	469	369	290	-16%	3,485	YTD	-22%
	Months Supply of Inventory	1.3	1.1	1.1	1.1	1.0	1.3	1.3	1.4	1.9	1.8	1.9	1.7	15%	1.1	AVG	108%
	# of Closed Sales	264	392	500	524	596	614	513	516	422	434	365	297	-22%	2,890	YTD	-26%
	Median Closed Price	803,750	825,000	869,975	886,000	905,125	930,000	899,950	899,000	926,250	900,000	944,000	850,000	-7%	872,179	WA	-9%
2022	Active Listings (EOM)	178	247	284	442	504	843	981	915	1,149	1,046	862	574	26%	416	AVG	-26%
	New Listings Taken in Month	515	769	954	996	1,045	1,246	932	781	1,031	701	482	230	-4%	5,525	YTD	-14%
	# of Pending Transactions	503	687	873	801	893	730	612	656	558	534	422	305	-34%	4,487	YTD	-24%
	Months Supply of Inventory	0.4	0.4	0.3	0.6	0.6	1.2	1.6	1.4	2.1	2.0	2.0	1.9	92%	0.6	AVG	-5%
	# of Closed Sales	396	443	751	747	786	789	642	634	534	493	423	394	-27%	3,912	YTD	-21%
	Median Closed Price	790,000	925,000	970,000	1,019,950	1,025,500	1,000,000	954,500	927,000	900,000	950,000	905,000	879,975	12%	961,979	WA	13%
2021	# of Active Listings	548	474	498	613	556	667	720	604	650	561	315	167	-20%	559	A	-15%
	New Listings Taken in Month	729	747	1,134	1,257	1,228	1,297	1,096	888	1,083	864	524	325	18%	6,392	YTD	11%
	# of Pending Transactions	713	785	1,046	1,075	1,184	1,109	964	908	979	893	732	443	15%	5,912	YTD	41%
	Months Supply of Inventory	0.8	0.6	0.5	0.6	0.5	0.6	0.7	0.7	0.7	0.6	0.4	0.4	-30%	0.6	A	-39%
	# of Closed Sales	544	623	831	889	981	1,080	1,084	903	827	893	763	697	48%	4,948	T	54%
	Median Closed Price	791,471	798,000	825,000	875,000	919,000	890,444	896,500	875,000	850,000	850,000	850,000	839,000	11%	852,521	WA	10%

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

## Seattle (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)	467	510	613	709	816	829	935	1,082	1,141	1,102	859	586	-41%	657	AVG	-36%
	New Listings Taken in Month	513	708	895	680	941	1,068	1,188	1,281	1,217	1,112	623	497	-3%	4,805	YTD	-16%
	# of Pending Transactions	514	649	723	546	799	968	995	1,052	1,039	953	744	655	4%	4,199	YTD	-9%
	Months Supply of Inventory	0.9	0.8	0.8	1.3	1.0	0.9	0.9	1.0	1.1	1.2	1.2	0.9	-44%	1.0	AVG	-29%
	# of Closed Sales	417	445	608	508	505	729	855	882	934	948	792	772	-3%	3,212	YTD	-9%
	Median Closed Price	719,950	730,500	790,000	815,000	765,000	800,000	805,000	825,000	820,000	800,000	820,000	799,950	2%	771,680	WA	2%
2019	Active Listings (EOM)	699	763	883	1,043	1,386	1,410	1,279	1,179	1,294	1,135	813	499	62%	1,031	AVG	107%
	New Listings Taken in Month	622	581	998	1,083	1,353	1,100	823	739	966	801	439	275	-2%	5,737	YTD	15%
	# of Pending Transactions	565	495	830	870	903	927	821	737	748	818	645	448	14%	4,590	YTD	12%
	Months Supply of Inventory	1.2	1.5	1.1	1.2	1.5	1.5	1.6	1.6	1.7	1.4	1.3	1.1	42%	1.3	AVG	88%
	# of Closed Sales	350	476	502	677	790	748	751	731	565	670	647	578	1%	3,543	YTD	4%
	Median Closed Price	711,500	730,000	752,500	754,000	784,925	781,000	755,000	760,000	750,000	775,000	735,000	727,000	-4%	753,219	WA	-6%
2018	Active Listings (EOM)	287	296	414	494	628	873	962	994	1,349	1,277	1,100	704	55%	499	AVG	16%
	New Listings Taken in Month	498	534	910	834	1,078	1,127	932	823	1,137	858	568	230	4%	4,981	YTD	2%
	# of Pending Transactions	411	521	741	713	884	814	734	665	638	684	541	368	-15%	4,084	YTD	-10%
	Months Supply of Inventory	0.7	0.6	0.6	0.7	0.7	1.1	1.3	1.5	2.1	1.9	2.0	1.9	84%	0.7	AVG	23%
	# of Closed Sales	368	387	532	626	742	740	732	653	498	603	500	470	-13%	3,395	YTD	-9%
	Median Closed Price	757,000	777,000	819,500	819,000	830,000	812,500	805,000	760,000	775,000	750,000	760,000	739,000	8%	803,359	WA	14%
2017	Active Listings (EOM)	354	344	400	444	485	562	599	535	658	621	397	212	-2%	432	AVG	-15%
	New Listings Taken in Month	528	571	849	793	1,039	1,086	888	827	944	787	514	271	13%	4,866	YTD	2%
	# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	6%	4,531	YTD	1%
	Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.7	0.7	0.8	0.8	0.6	0.6	-7%	0.6	AVG	-17%
	# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	-1%	3,731	YTD	6%
	Median Closed Price	635,800	679,975	700,000	724,500	729,000	750,000	748,500	730,000	725,000	735,000	741,352	725,000	13%	705,204	WA	10%
2016	Active Listings (EOM)	417	427	479	580	556	573	719	648	848	678	478	318	-3%	505	AVG	-7%
	New Listings Taken in Month	544	575	850	896	965	957	964	828	1,046	707	452	301	7%	4,787	YTD	1%
	# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	2%	4,500	YTD	-7%
	Months Supply of Inventory	1.0	0.7	0.6	0.7	0.6	0.6	0.9	0.7	1.0	0.8	0.7	0.7	-5%	0.7	AVG	1%
	# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	-1%	3,532	YTD	-5%
	Median Closed Price	618,450	644,950	640,000	637,250	641,250	666,500	650,000	625,000	630,000	625,000	615,000	635,000	16%	641,709	WA	18%
2015	Active Listings (EOM)	482	532	519	556	572	593	600	625	697	628	421	283	-37%	542	AVG	-29%
	New Listings Taken in Month	516	614	818	967	918	894	842	789	869	694	437	276	-9%	4,727	YTD	-4%
	# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	-2%	4,832	YTD	7%
	Months Supply of Inventory	0.9	0.9	0.6	0.6	0.6	0.7	0.7	0.8	0.9	0.8	0.7	0.8	-36%	0.7	AVG	-32%
	# of Closed Sales	380	396	572	707	825	857	808	684	678	700	500	608	12%	3,737	YTD	9%
	Median Closed Price	517,500	520,000	535,000	552,500	559,950	575,000	575,500	575,000	571,000	555,000	598,000	600,000	15%	544,136	WA	15%

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

Seattle (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)	447	469	537	625	718	819	869	835	991	898	675	436	693	AVG
% of 12 Month Avg.	64%	68%	77%	90%	104%	118%	125%	120%	143%	130%	97%	63%		
New Listings Taken in Month	548	625	896	914	1,041	1,055	915	818	1,011	784	481	284	9,372	T
% of 12 Month Avg.	70%	80%	115%	117%	133%	135%	117%	105%	129%	100%	62%	36%		
# of Pending Transactions	508	593	788	787	887	854	769	752	750	730	579	398	8,394	T
% of 12 Month Avg.	73%	85%	113%	112%	127%	122%	110%	108%	107%	104%	83%	57%		
Months Supply of Inventory	0.9	0.8	0.7	0.8	0.8	1.0	1.1	1.1	1.3	1.2	1.2	1.1	1.0	AVG
% of 12 Month Avg.	88%	79%	68%	80%	81%	96%	113%	111%	132%	123%	117%	110%		
# of Closed Units	375	435	596	650	742	777	754	707	626	678	579	543	7,462	T
% of 12 Month Avg.	60%	70%	96%	105%	119%	125%	121%	114%	101%	109%	93%	87%		
Median Closed Price	721,442	755,788	782,698	808,110	812,475	816,244	806,245	790,600	788,526	791,250	793,635	769,383	786,366	AVG
% of 12 Month Avg.	92%	96%	100%	103%	103%	104%	103%	101%	100%	101%	101%	98%		



# MARKET UPDATE

June, 2025

## Seattle (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	1	0	0	0	0	2							3
\$250,000 to \$499,999	7	8	5	5	8	11							44
\$500,000 to \$749,999	66	77	115	103	99	94							554
\$750,000 to \$999,999	76	113	127	153	159	160							788
\$1,000,000 to \$1,499,999	48	120	133	187	169	191							848
\$1,500,000 to \$2,499,999	32	49	93	76	88	118							456
\$2,500,000 and above	9	12	24	34	20	37							136
<b>Grand Total</b>	<b>239</b>	<b>379</b>	<b>497</b>	<b>558</b>	<b>543</b>	<b>613</b>							<b>2,829</b>

2024

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	2	0	1	0	0	0	0	0	0	0	0	0	3
\$250,000 to \$499,999	5	8	8	3	11	6	8	8	6	11	15	7	41
\$500,000 to \$749,999	70	89	123	108	121	103	112	90	99	117	92	99	614
\$750,000 to \$999,999	72	145	148	154	230	168	178	151	120	186	124	123	917
\$1,000,000 to \$1,499,999	54	115	113	155	185	139	147	116	101	182	128	88	761
\$1,500,000 to \$2,499,999	23	48	63	86	95	62	79	61	51	80	57	45	377
\$2,500,000 and above	5	18	22	21	30	21	28	17	23	19	17	15	117
<b>Grand Total</b>	<b>231</b>	<b>423</b>	<b>478</b>	<b>527</b>	<b>672</b>	<b>499</b>	<b>552</b>	<b>443</b>	<b>400</b>	<b>595</b>	<b>433</b>	<b>377</b>	<b>2,830</b>

## YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-50%	N/A	-100%	N/A	N/A	N/A							0%
\$250,000 to \$499,999	40%	0%	-37%	67%	-27%	83%							7%
\$500,000 to \$749,999	-6%	-13%	-7%	-5%	-18%	-9%							-10%
\$750,000 to \$999,999	6%	-22%	-14%	-1%	-31%	-5%							-14%
\$1,000,000 to \$1,499,999	-11%	4%	18%	21%	-9%	37%							11%
\$1,500,000 to \$2,499,999	39%	2%	48%	-12%	-7%	90%							21%
\$2,500,000 and above	80%	-33%	9%	62%	-33%	76%							16%
<b>Grand Total</b>	<b>3%</b>	<b>-10%</b>	<b>4%</b>	<b>6%</b>	<b>-19%</b>	<b>23%</b>							<b>0%</b>