# SEPTEMBER 2025 - Seattle TALKING POINTS

Based on Residential only reports

#### **Market Overview**

- **Inventory growth:** 1,340 active listings, up **12% YoY** highest September supply since 2018 (1349).
  - Buyers now have more options, easing bidding pressure seen in past years.
- Months of inventory: 2.1 months (+15% yoy) Staying steady at 2 months of inventory since May
- Pending sales slipped 2% YoY, while closed sales rose 7%

### **Pricing & Affordability**

- Median sold price: \$975K, up 4% YoY (+\$37K).
  - Price gains are modest compared with earlier spikes, reflecting price discipline among buyers.
- Typical monthly payment rose from \$5,733 → \$6,067 (+6%), mostly due to rates rising from 6.18 → 6.35%.
- *Takeaway*: price growth has slowed, but affordability remains constrained interest rates, not prices, are the main headwind.

#### Market Behavior

- Homes under 15 days on market sold at 100% of Median Sales Price/ List Price speed and pricing discipline still matter.
- 21% of homes sold above list, 20% at, and 22% below, while 37% required a price change before sale.
  - A more *negotiated* market: sellers must price precisely; buyers can afford to be selective.

### **Year-to-Date Perspective**

- **New listings:** 8,147 YTD (+14%) steady pipeline despite high rates.
- Closed sales: 4.410 YTD (+4%) buyers still transacting when homes are well-priced.
- Median YTD price: \$994,675 (+5%) small, sustainable growth.

#### Insight

- Rising supply and flattening prices point to a true balanced market the first in several years.
- Buyers benefit from choice and leverage; sellers succeed when pricing matches current realities.
- If mortgage rates ease back toward 6% this fall, expect a mini-surge of pent-up demand from sidelined buyers.

Historically, weekly pending sales taper from October through year-end — demonstrated by last year's results:

WEEK ENDED	PENDING SALES	ACTIVE INVENTORY	ESTIMATED MONTHS OF SUPPLY (ACTIVE ÷ WEEKLY PENDINGS x 4)
10/2/24	140	1224	2.18
10/9/24	130	1195	2.29
10/16/24	137	1185	2.16
10/23/24	132	1165	2.20
10/30/24	131	1086	2.07
11/6/24	101	1026	2.53
11/13/24	127	974	1.92
11/20/24	115	896	1.95
11/27/24	81	845.5	2.61
12/4/24	47	795	4.23
12/11/24	91	740	2.03
12/18/24	80	678	2.12
12/25/24	57	612	2.68
1/1/25	40	537	3.36

### **Guidance for Sellers**

- Listings active 30+ days without offers or reductions may need around a 5% price adjustment to re-engage buyers.
  - This aligns with the 9.7% decline in median price since June (3% per month average).
- Use active comps as the most reliable pricing gauge.
- Ask sellers:

"If a relocating buyer had to make a decision this weekend, would they choose your property over the competition?"

### **Looking Ahead**

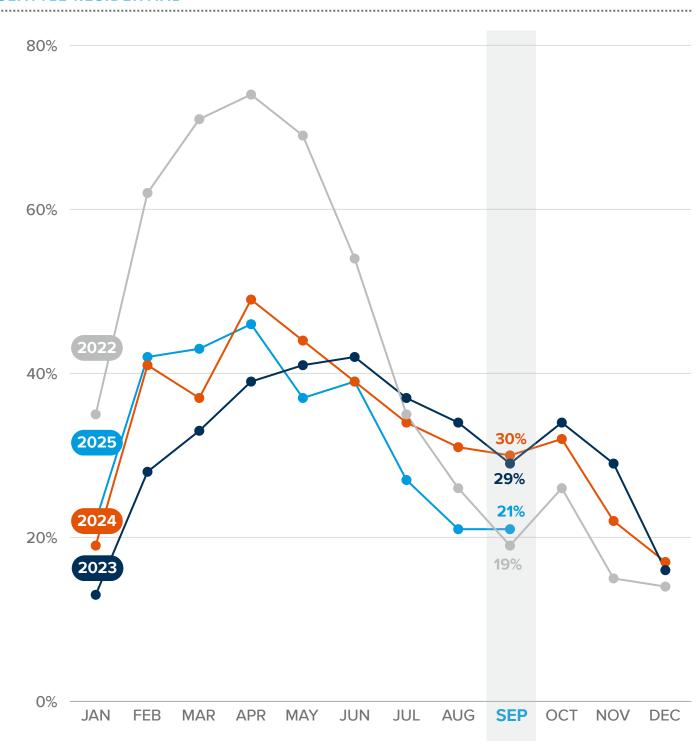
- The market typically follows a consistent rhythm:
  - Prices rise in the first half (pent-up demand, tight inventory).
  - Prices level or soften midyear as listings build.
- With 1,340 active listings already on the market, early 2026 may start with balanced supply, reducing the usual winter-to-spring price spike.
- In September, only 21% of sales received multiple offers, down from 29% in 2023 and 30% in 2024, confirming this moderation trend.
  - 2026 could open with steady, not spiking price movement good news for long-term stability.

### SEPTEMBER 2025

## % OF LISTINGS SOLD ABOVE LIST PRICE



### **SEATTLE RESIDENTIAL**

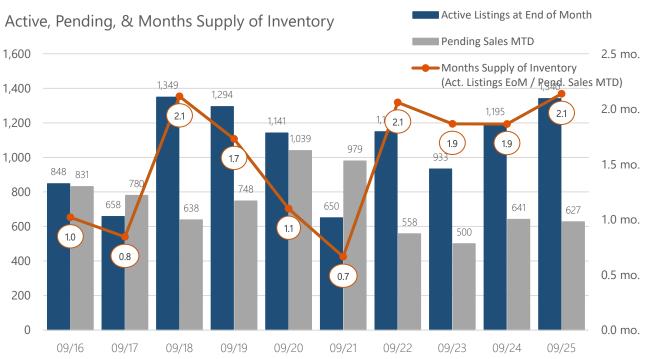




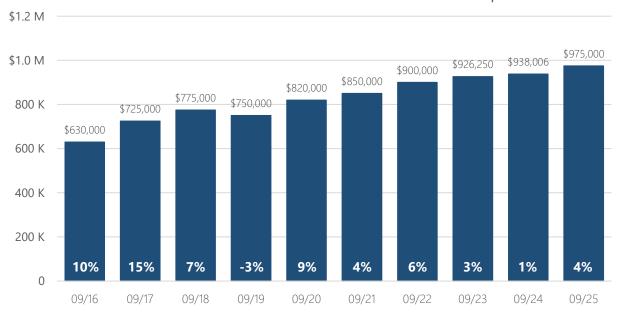




### **RESIDENTIAL ONLY**



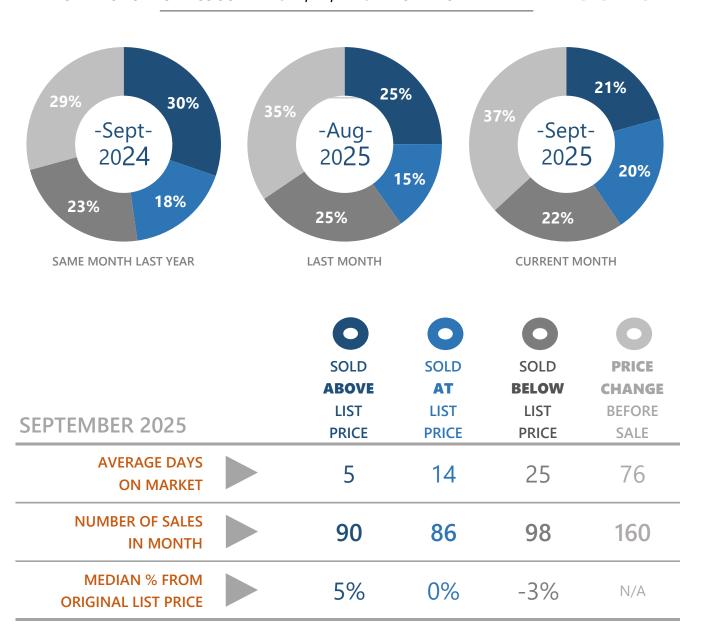
### Median Closed Sales Price For Current Month Sold Properties





### **RESIDENTIAL ONLY**

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





**RESIDENTIAL ONLY** 

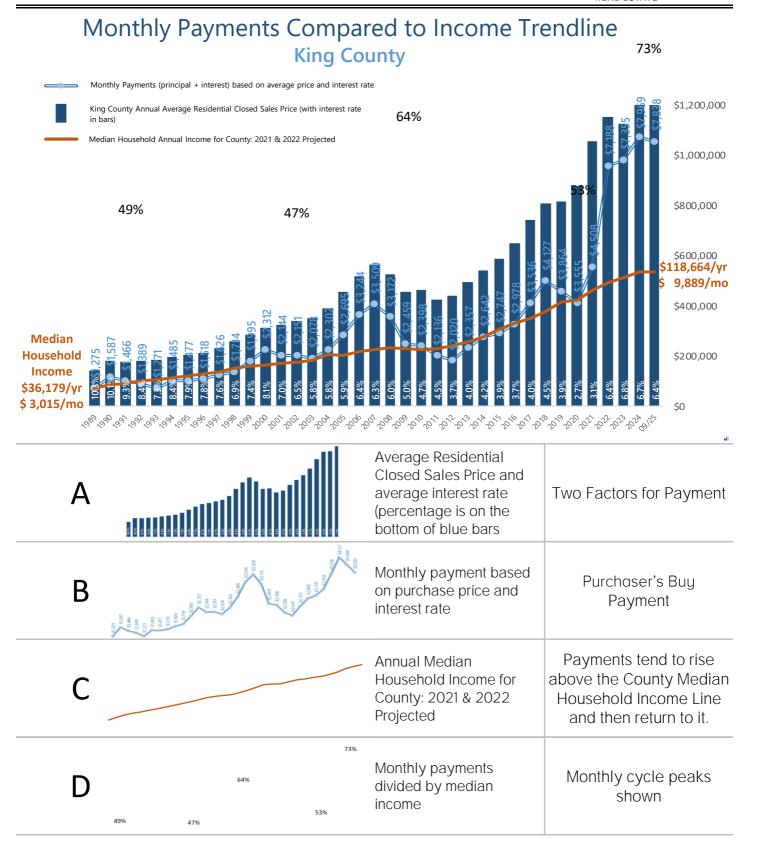
### Sales Price to List Price based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	222	51.2%
15 - 30	96.6%	98.3%	84	19.4%
31 - 60	95.6%	97.9%	67	15.4%
61 - 90	92.4%	97.2%	33	7.6%
90+	93.1%	97.9%	28	6.5%
Totals			434	100.0%

### The Cost of Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	<b>P&amp;I</b> Principal & Interest							
September, 2025	\$975,000	6.35%	\$6,067							
September, 2024	\$938,006	6.18%	\$5,733							
	\$36,994	0.17%	\$334 Per Month							
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month \$4,008 Per Year										







### **RESIDENTIAL ONLY**

### What Are The Odds of Selling?



### Percentage of Pending Sales that do not Close





### Months Supply of

Inventory

### CURRENT MONTH

KING & SNOHOMISH COUNTY

**RESIDENTIAL ONLY** 

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

ADVANTAGE

Area	Mor	nths Inven	tory	Area	Mor	nths Inven	tory
	2023	2024	2025		2023	2024	2025
100	1.6	1.5	1.6	530	1.3		1.4
110	1.3	1.4		540	1.4		1.8
120	1.5	2.0	1.4	550	1.5		2.5
130	1.7	1.7	1.6	560	2.0	1.7	2.9
140	1.3	1.6	1.8	600	1.6	1.6	2.6
300	1.4	1.9	2.6	610	1.4		2.4
310	1.2	1.5	2.6	700	2.1	2.1	2.2
320	2.1	1.7	2.7	701	0.0	0.0	0.0
330	1.2	1.8	2.0	705	1.8	1.6	2.0
340	1.2	1.8	1.8	710	1.5	1.6	2.0
350	1.1	1.4	1.7	715	1.5	1.5	2.7
360	0.8	1.8	4.7	720	1.3	1.4	1.4
380	2.7	2.2	2.2	730	1.0	1.2	1.3
385	2.3	3.2	2.7	740	1.3		2.0
390	2.4	2.3	2.9	750	1.3	1.7	1.9
500	1.6	1.2	1.8	760	1.7	1.9	2.4
510	1.2	2.1	3.1	770	1.4		2.0
520	2.7	3.7	4.5	800	1.3	4.4	2.6

### 2 YEARS AGO

ADVANTAGE ADVANTAGE

# 770 Arregor 760



### 1 YEAR AGO



### **CURRENT YEAR**





### Statistics To Know

### Residential

	September, 2025	September, 2024	Difference	% Change
Months Supply of Inventory	2.1	1.9	0.3	15%
Active Listings at End of Month	1,340	1,195	145	12%
Pending Sales MTD	627	641	-14	-2%
Pending Sales (Trailing 12 Months)	6,857	6,363	494	8%
Closed Sales MTD	435	408	27	7%
Closed Sales (Trailing 12 Months)	5,839	5,355	484	9%
Closed Sales Price (Median)	\$975,000	\$938,006	\$36,994	4%
30-Year-Fixed-Rate Mortgage Rate	6.4%	6.2%	0.2%	3%
Monthly Payments (P&I)	\$6,067	\$5,733	\$334	6%

### Condominium

	September, 2025	September, 2024	Difference	% Change
Months Supply of Inventory	4.8	4.9	-0.1	-2%
Active Listings at End of Month	1,068	938	130	14%
Pending Sales MTD	223	192	31	16%
Pending Sales (Trailing 12 Months)	2,773	2,505	268	11%
Closed Sales MTD	196	135	61	45%
Closed Sales (Trailing 12 Months)	2,429	2,142	287	13%
Closed Sales Price (Median)	\$523,687	\$606,000	-\$82,313	-14%
30-Year-Fixed-Rate Mortgage Rate	6.4%	6.2%	0.2%	3%
Monthly Payments (P&I)	\$3,259	\$3,704	-\$445	-12%

### **Residential & Condominium**

	September, 2025	September, 2024	Difference	% Change
Months Supply of Inventory	2.8	2.6	0.3	11%
Active Listings at End of Month	2,408	2,133	275	13%
Pending Sales MTD	850	833	17	2%
Pending Sales (Trailing 12 Months)	9,630	8,868	762	9%
Closed Sales MTD	631	543	88	16%
Closed Sales (Trailing 12 Months)	8,268	7,497	771	10%
Closed Sales Price (Median)	\$850,000	\$860,000	-\$10,000	-1%
30-Year-Fixed-Rate Mortgage Rates	6.4%	6.2%	0.2%	3%
Monthly Payments (P&I)	\$5,289	\$5,256	\$33	1%

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



### Seattle (All Areas) RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC	MTD % Change	YTD Summary	π	YTD % Change
2025	Active Listings (EOM)	656	713	821	992	1,370	1,389	1,305	1,187	1,340				12%	1,086	AVG	28%
1	New Listings Taken in Month	658	658	870	985	1,293	1,027	871	670	1,115				14%	8,147	YTD	14%
	# of Pending Transactions	452	520	658	685	673	709	636	543	627				-2%	5,503	YTD	5%
	Months Supply of Inventory	1.5	1.4	1.2	1.4	2.0	2.0	2.1	2.2	2.1				15%	1.8	AVG	21%
	# of Closed Sales	252	391	497	559	546	630	573	527	435				7%	4,410	YTD	4%
	Median Closed Price	857,500	965,000	1,000,000	1,025,000	1,010,650	1,079,950	1,010,000	1,000,000	975,000				4%	994,675	WA	5%
2024	Active Listings (EOM)	481	558	625	674	949	1,029	1,097	1,011	1,195	1,072	796	536	28%	847	AVG	18%
ı	New Listings Taken in Month	517	636	762	885	1,042	920	790	622	981	731	358	231	28%	7,155	YTD	13%
	# of Pending Transactions	460	521	585	736	625	613	539	515	641	604	448	302	28%	5,235	YTD	3%
	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	0%	1.5	AVG	14%
	# of Closed Sales	231	422	478	527	674	511	552	456	408	606	445	378	-3%	4,259	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	1%	943,701	WA	7%
2023	Active Listings (EOM)	553	534	650	697	725	813	793	753	933	859	707	479	-19%	717	AVG	16%
1	New Listings Taken in Month	497	513	793	744	805	859	690	605	836	581	417	202	-19%	6,342	YTD	-23%
	# of Pending Transactions	438	499	606	631	698	613	589	533	500	469	369	290	-10%	5,107	YTD	-19%
	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	-9%	1.3	AVG	37%
	# of Closed Sales	264	392	500	524	596	614	513	516	422	434	365	297	-21%	4,341	YTD	-24%
	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	3%	884,663	WA	-7%
2022	Active Listings (EOM)	178	247	284	442	504	843	981	915	1,149	1,046	862	574	77%	616	AVG	4%
1	New Listings Taken in Month	515	769	954	996	1,045	1,246	932	781	1,031	701	482	230	-5%	8,269	YTD	-13%
	# of Pending Transactions	503	687	873	801	893	730	612	656	558	534	422	305	-43%	6,313	YTD	-28%
	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	210%	0.9	AVG	50%
	# of Closed Sales	396	443	751	747	786	789	642	634	534	493	423	394	-35%	5,722	YTD	-26%
	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	6%	950,778	WA	11%
2021	# of Active Listings	548	474	498	613	556	667	720	604	650	561	315	167	-43%	592	Α	-25%
1	New Listings Taken in Month	729	747	1,134	1,257	1,228	1,297	1,096	888	1,083	864	524	325	12%	9,459	YTD	14%
	# of Pending Transactions	713	785	1,046	1,075	1,184	1,109	964	908	979	893	732	443	-6%	8,763	YTD	20%
	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	-40%	0.6	Α	-37%
	# of Closed Sales	544	623	831	889	981	1,080	1,084	903	827	893	763	697	-11%	7,762	Т	32%
	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	4%	859,898	WA	9%



### **RESIDENTIAL ONLY**

No.   Part			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC	MTD % Change	YTD Summary	π	YTD % Change
Part	2020	Active Listings (EOM)	467	510	613	709	816	829	935	1,082	1,141	1,102	859	586	-12%	789		
	١	New Listings Taken in Month	513	708	895	680	941	1,068	1,188	1,281	1,217	1,112	623	497	26%	8,491	YTD	3%
Per of Closed State   417		# of Pending Transactions	514	649	723	546	799	968	995	1,052	1,039	953	744	655	39%	7,285	YTD	6%
Median Closed Price   719-99   78-00   78-00   81-0000   81-000   81-0000   81-0000   81-0000   81-0		Months Supply of Inventory	0.9	0.8	8.0	1.3	1.0	0.9	0.9	1.0	1.1	1.2	1.2	0.9	-37%	1.0	AVG	-32%
Active Listings (EOM)   699   763   883   1,043   1,386   1,410   1,279   1,179   1,294   1,135   813   499   4,96   1,104   4/05   58/0     Active Listings Takeni in Month   622   581   998   1,083   1,353   1,100   823   739   966   801   439   275   1,159   8,265   710   5/6     Active Listings Takeni in Month   622   581   998   1,083   1,353   1,100   823   739   966   801   439   275   1,159   8,265   710   5/6     Active Listings COM0   271   0,150   7,000		# of Closed Sales	417	445	608	508	505	729	855	882	934	948	792	772	65%	5,883	YTD	5%
New Listings Taken in Month   62   581   998   1,083   1,393   1,100   823   739   966   801   439   275   1,576   8,265   770   730   7		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	9%	787,299	WA	4%
## of Pending Transactions   565   495   830   870   930   927   821   737   748   818   645   448   179   6,895   710   13%   13%   14%   13%   14%	2019	Active Listings (EOM)	699	763	883	1,043	1,386	1,410	1,279	1,179	1,294	1,135	813	499	-4%	1,104	AVG	58%
Months Supply of Inventory   1.2   1.5   1.1   1.2   1.5   1.5   1.6   1.6   1.6   1.7   1.4   1.3   1.1   1.8   1.4   1.8   1.4   1.8   1.4   1.8	1	New Listings Taken in Month	622	581	998	1,083	1,353	1,100	823	739	966	801	439	275	-15%	8,265	YTD	5%
		# of Pending Transactions	565	495	830	870	903	927	821	737	748	818	645	448	17%	6,896	YTD	13%
Median Closed Price   71,500   73,000   75,000   754,000   754,000   754,000   750,0		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	-18%	1.4	AVG	41%
Active Listings (EOM)   287   296   414   494   628   873   962   994   1,349   1,277   1,100   704   105%   700   AVG   44%   AVG   Normal		# of Closed Sales	350	476	502	677	790	748	751	731	565	670	647	578	13%	5,590	YTD	6%
New Listings Taken in Month   498   534   910   834   1.078   1.127   932   823   1.137   858   568   230   2.0%   7.877   VTD   5.7%   5.2%		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	-3%	753,821	WA	-5%
# of Pending Transactions	2018	Active Listings (EOM)	287	296	414	494	628	873	962	994	1,349	1,277	1,100	704	105%	700	AVG	44%
Month's Supply of Inventory   0.7   0.6   0.6   0.7   0.7   0.1   1.1   1.3   1.5   2.1   1.9   2.0   1.9   151%   1.0   AVG   6.0   1.9   4.0   1.9   4.0   1.0   4.0   1.0   4.0   1.0   1.3   1.0   4.0   1.0   4.0   1.0   4.0   1.0   4.0   1.0   4.0   1.0   4.0   1.0   4.0   1.0   4.0	1	New Listings Taken in Month	498	534	910	834	1,078	1,127	932	823	1,137	858	568	230	20%	7,873	YTD	5%
# of Closed Sales   368   387   532   626   742   740   732   653   498   603   500   470   -28%   5,278   770   718   718   718   719   718   719   718   719   719   718   719   7		# of Pending Transactions	411	521	741	713	884	814	734	665	638	684	541	368	-18%	6,121	YTD	-12%
Median Closed Price   87,000   77,000   819,500   819,000   819,000   819,000   819,000   819,000   819,000   819,000   819,000   819,500   819,000   819,500   819,000   819,500   819,000   819,500   819,000   819,500   819,000   819,500   819,000   819,500   819,000   819,500   819,000   819,500   819,000   819,500   819,		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	151%	1.0	AVG	60%
2017 Active Listings (EOM) 354 344 400 444 485 562 599 535 658 621 397 212 -22% 487 AVG -17% New Listings Taken in Month 528 571 849 793 1,039 1,086 888 827 944 787 514 271 -10% 7,525 YTD -1% 961 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		# of Closed Sales	368	387	532	626	742	740	732	653	498	603	500	470	-28%	5,278	YTD	-13%
New Listings Taken in Month   528   571   849   793   1,039   1,086   888   827   944   787   514   271   -10%   7,525   71D   -1%		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	7%	795,867	WA	11%
# of Pending Transactions	2017	Active Listings (EOM)	354	344	400	444	485	562	599	535	658	621	397	212	-22%	487	AVG	-17%
Months Supply of Inventory         0.7         0.6         0.5         0.6         0.5         0.6         0.7         0.8         0.8         0.6         0.6         -17%         0.6         AVG         -16%           # of Closed Sales         446         394         642         639         763         847         827         825         696         705         655         600         -1%         6,079         YTD         5%           Median Closed Price         635,800         679,975         700,000         724,500         729,000         750,000         748,500         730,000         725,000         741,352         725,000         15%         715,302         WA         12%           2016         Active Listings (EOM)         417         427         479         580         556         573         719         648         848         678         478         318         22%         583         AVG         1%           Median Closed Frice         424         587         792         803         983         911         804         876         831         843         640         432         5%         7,011         YTD         -3%	١	New Listings Taken in Month	528	571	849	793	1,039	1,086	888	827	944	787	514	271	-10%	7,525	YTD	-1%
# of Closed Sales		# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	-6%	6,927	YTD	-1%
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 15% 715,302 WA 12% Active Listings (ECM) 417 427 479 580 556 573 719 648 848 678 478 318 22% 583 AVG 1% New Listings Taken in Month 544 575 850 896 965 957 964 828 1,046 707 452 301 20% 7,625 YTD 6% 40 Pending Transactions 424 587 792 803 983 911 804 876 831 843 640 432 5% 7,011 YTD -3% Months Supply of Inventory 1.0 0.7 0.6 0.7 0.6 0.6 0.6 0.9 0.7 1.0 0.8 0.7 0.7 1.6 0.8 0.7 0.7 1.6 0.8 AVG 4% 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 10% 639,548 WA 15% Active Listings (ECM) 482 532 519 556 572 593 600 625 697 628 421 283 -33% 575 AVG -31% Months Supply of Inventory 0.9 0.9 0.6 0.6 0.6 0.6 0.7 0.7 0.7 0.8 894 894 842 789 869 694 437 276 -10% 7,227 YTD -4% 46 Pending Transactions 557 605 897 952 928 893 832 765 790 744 601 354 3% 7,219 YTD 5% Months Supply of Inventory 0.9 0.9 0.6 0.6 0.6 0.6 0.7 0.7 0.7 0.8 0.9 0.9 0.8 0.7 0.8 -35% 0.7 AVG -33% Months Supply of Inventory 0.9 0.9 0.6 0.6 0.6 0.6 0.7 0.7 0.7 0.8 0.9 0.9 0.8 0.7 0.8 -35% 0.7 AVG -33% Months Supply of Inventory 0.9 0.9 0.6 0.6 0.6 0.6 0.7 0.7 0.7 0.8 0.9 0.9 0.8 0.7 0.8 0.5 0.0 0.8 5% 5,907 YTD 7%		Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.7	0.7	8.0	8.0	0.6	0.6	-17%	0.6	AVG	-16%
2016 Active Listings (EOM) 417 427 479 580 556 573 719 648 848 678 478 318 22% 583 AVG 1% New Listings Taken in Month 544 575 850 896 965 957 964 828 1,046 707 452 301 20% 7,625 YTD 6% # of Pending Transactions 424 587 792 803 983 911 804 876 831 843 640 432 5% 7,011 YTD -3% 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 16% 0.8 AVG 4% AVG 4% AVG 1%		# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	-1%	6,079	YTD	5%
New Listings Taken in Month		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	15%	715,302	WA	12%
# of Pending Transactions	2016	Active Listings (EOM)	417	427	479	580	556	573	719	648	848	678	478	318	22%	583	AVG	1%
Months Supply of Inventory 1.0 0.7 0.6 0.7 0.6 0.7 0.6 0.9 0.7 1.0 0.8 0.7 0.7 16% 0.8 AVG 4% # of Closed Sales 350 371 545 654 760 852 775 781 701 728 703 639 3% 5,789 YTD -2% 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 10% 639,548 WA 15% New Listings (EOM) 482 532 519 556 572 593 600 625 697 628 421 283 -33% 575 AVG -31% # of Pending Transactions 557 605 897 952 928 893 832 765 790 744 601 354 3% 7,219 YTD 5% Months Supply of Inventory 0.9 0.9 0.6 0.6 0.6 0.6 0.7 0.7 0.8 0.9 0.8 0.7 0.8 -35% 0.7 AVG -33% # of Closed Sales 380 396 572 707 825 857 808 684 678 700 500 608 5% 5,907 YTD 7%	١	New Listings Taken in Month	544	575	850	896	965	957	964	828	1,046	707	452	301	20%	7,625	YTD	6%
# of Closed Sales 350 371 545 654 760 852 775 781 701 728 703 639 3% 5,789 YTD -2%  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 10% 639,548 WA 15%  Active Listings (EOM) 482 532 519 556 572 593 600 625 697 628 421 283 -33% 575 AVG -31%  New Listings Taken in Month 516 614 818 967 918 894 842 789 869 694 437 276 -10% 7,227 YTD -4%  # of Pending Transactions 557 605 897 952 928 893 832 765 790 744 601 354 3% 7,219 YTD 5%  Months Supply of Inventory 0.9 0.9 0.6 0.6 0.6 0.6 0.7 0.7 0.8 0.9 0.8 0.7 0.8 -35% 0.7 AVG -33%  # of Closed Sales 380 396 572 707 825 857 808 684 678 700 500 608 5% 5,907 YTD 7%		# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	5%	7,011	YTD	-3%
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         10%         639,548         WA         15%           2015         Active Listings (EOM)         482         532         519         556         572         593         600         625         697         628         421         283         -33%         575         AVG         -31%           New Listings Taken in Month         516         614         818         967         918         894         842         789         869         694         437         276         -10%         7,227         YTD         -4%           # of Pending Transactions         557         605         897         952         928         893         832         765         790         744         601         354         3%         7,219         YTD         5%           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         -35%         0.7         AVG         -		Months Supply of Inventory	1.0	0.7	0.6	0.7	0.6	0.6	0.9	0.7	1.0	8.0	0.7	0.7	16%	8.0	AVG	4%
2015 Active Listings (EOM) 482 532 519 556 572 593 600 625 697 628 421 283 -33% 575 AVG -31% New Listings Taken in Month 516 614 818 967 918 894 842 789 869 694 437 276 -10% 7,227 YTD -4% # of Pending Transactions 557 605 897 952 928 893 832 765 790 744 601 354 3% 7,219 YTD 5% Months Supply of Inventory 0.9 0.9 0.6 0.6 0.6 0.6 0.7 0.7 0.8 0.9 0.8 0.7 0.8 -35% 0.7 AVG -33% # of Closed Sales 380 396 572 707 825 857 808 684 678 700 500 608 5% 5,907 YTD 7%		# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	3%	5,789	YTD	-2%
New Listings Taken in Month         516         614         818         967         918         894         842         789         869         694         437         276         -10%         7,227         YTD         -4%           # of Pending Transactions         557         605         897         952         928         893         832         765         790         744         601         354         3%         7,219         YTD         5%           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         -35%         0.7         AVG         -33%           # of Closed Sales         380         396         572         707         825         857         808         684         678         700         500         608         5%         5,907         YTD         7%		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	10%	639,548	WA	15%
# of Pending Transactions 557 605 897 952 928 893 832 765 790 744 601 354 3% 7,219 YTD 5% 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 -35% 0.7 AVG -33% # of Closed Sales 380 396 572 707 825 857 808 684 678 700 500 608 5% 5,907 YTD 7%	2015	Active Listings (EOM)	482	532	519	556	572	593	600	625	697	628	421	283	-33%	575	AVG	-31%
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 -35% 0.7 AVG -33% # of Closed Sales 380 396 572 707 825 857 808 684 678 700 500 608 5% 5,907 YTD 7%	١	New Listings Taken in Month	516	614	818	967	918	894	842	789	869	694	437	276	-10%	7,227	YTD	-4%
# of Closed Sales 380 396 572 707 825 857 808 684 678 700 500 608 5% 5,907 YTD 7%		# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	3%	7,219	YTD	5%
		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	-35%	0.7	AVG	-33%
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 10% 554,401 WA 13%		# of Closed Sales	380	396	572	707	825	857	808	684	678	700	500	608	5%	5,907	YTD	7%
		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	10%	554,401	WA	13%

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

92%

% of 12 Month Avg.

96%

100%

103%

103%

104%

103%

101%

100%

101%

101%

98%



### Seattle (All Areas)

**RESIDENTIAL ONLY** 

	M	MONTHLY AVERAGES BASED ON HISTORICAL DATA									2015 - 2024				
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC	Annual Totals	π	
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	Т	
% 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	Т	
% 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	Т	
% 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	AVC	



### **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	1	1	0				5
\$250,000 to \$499,999	7	8	5	5	8	11	7	13	9				73
\$500,000 to \$749,999	66	77	115	103	99	94	115	102	87				858
\$750,000 to \$999,999	76	113	127	153	159	160	152	137	135				1,212
\$1,000,000 to \$1,499,999	48	120	133	187	169	191	180	156	126				1,310
\$1,500,000 to \$2,499,999	32	49	93	76	88	118	82	79	63				680
\$2,500,000 and above	9	12	24	34	20	37	26	37	14				213
Grand Total	239	379	497	558	543	613	563	525	434				4,351

### 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	63
\$500,000 to \$749,999	70	89	123	108	121	103	112	90	99	117	92	99	915
\$750,000 to \$999,999	72	145	148	154	230	168	178	151	120	186	124	123	1,366
\$1,000,000 to \$1,499,999	54	115	113	155	185	139	147	116	101	182	128	88	1,125
\$1,500,000 to \$2,499,999	23	48	63	86	95	62	79	61	51	80	57	45	568
\$2,500,000 and above	5	18	22	21	30	21	28	17	23	19	17	15	185
Grand Total	231	423	478	527	672	499	552	443	400	595	433	377	4,225

### **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	N/A	N/A	N/A				67%
\$250,000 to \$499,999	40%	0%	-37%	67%	-27%	83%	-12%	62%	50%				16%
\$500,000 to \$749,999	-6%	-13%	-7%	-5%	-18%	-9%	3%	13%	-12%				-6%
\$750,000 to \$999,999	6%	-22%	-14%	-1%	-31%	-5%	-15%	-9%	13%				-11%
\$1,000,000 to \$1,499,999	-11%	4%	18%	21%	-9%	37%	22%	34%	25%				16%
\$1,500,000 to \$2,499,999	39%	2%	48%	-12%	-7%	90%	4%	30%	24%				20%
\$2,500,000 and above	80%	-33%	9%	62%	-33%	76%	-7%	118%	-39%				15%
Grand Total	3%	-10%	4%	6%	-19%	23%	2%	19%	8%				3%