

Q2
2023

GREATER EASTSIDE

market review

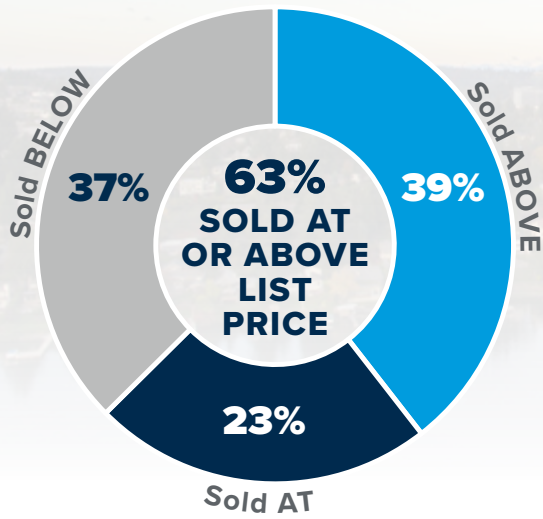


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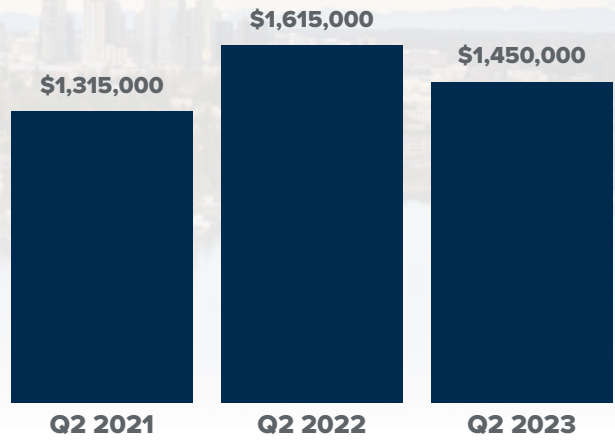
a quarterly report on single family
residential real estate activity

JANET BELL, REAL ESTATE BROKER





MEDIAN SALES PRICE



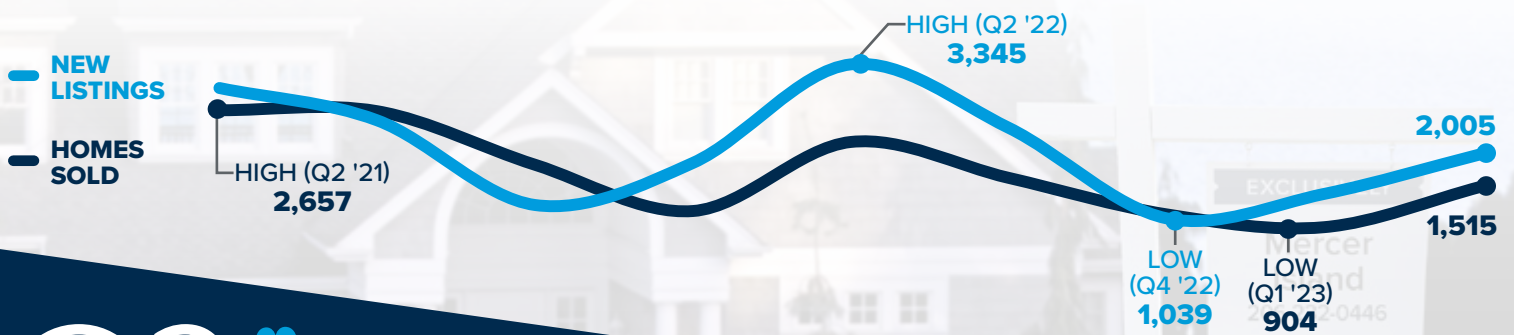
COMMUNITY SNAPSHOT

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price (in thousands)
Eastside South (S of I-90)	184 ↓ -32%	\$553 ↓ -13%	62%	70%	\$1,500 ↓ -12%
Mercer Island	77 ↓ -8%	\$765 ↓ -10%	49%	56%	\$2,200 ↓ -19%
West Bellevue (W of 405)	74 ↓ -19%	\$996 ↓ -16%	36%	42%	\$3,168 ↓ -16%
East Bellevue (E of 405)	154 ↓ -28%	\$646 ↓ -15%	62%	73%	\$1,452 ↓ -14%
East of Lake Sammamish	388 ↓ -33%	\$524 ↓ -13%	61%	64%	\$1,400 ↓ -9%
Redmond	129 ↓ -43%	\$561 ↓ -8%	71%	73%	\$1,261 ↓ -21%
Kirkland	156 ↓ -12%	\$778 ↓ -10%	60%	64%	\$1,725 ↓ -18%
Woodinville	353 ↓ -35%	\$518 ↓ -12%	71%	69%	\$1,150 ↓ -14%
ALL EASTSIDE	1,515 ↓ -31%	\$612 ↓ -11%	63%	66%	\$1,450 ↓ -10%

Percent changes are year-over-year

LISTINGS VS. SALES

Q2 2021 - Q2 2023

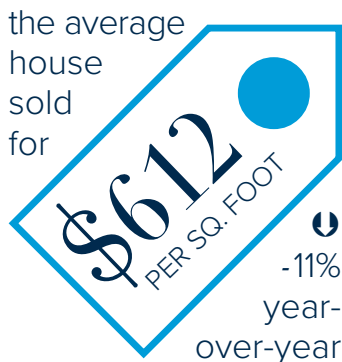


Q2 2023



to a median of
\$1,450,000

66% OF HOMES
SOLD IN THE FIRST
10 DAYS ON MARKET



Q2 2023

market review

The Eastside residential market adjusted significantly this quarter. With a median price of \$1,450,000 across all neighborhoods, this is an adjustment of 10% compared to last year. West Bellevue real estate, a luxury market, took the largest adjustment of 16%, down to an average of \$996 per square foot. Market times were also slightly longer with 66% of homes selling within the first 10 days; the other 34% of homes had to be more patient in finding their buyer. This means that it took an average of 23 days for a seller to sell their property compared to 7 days at this time last year. However, this is much improved from 52 days in Q1!

Just like Redmond's condos, its single family residential supply numbers were down 43%—but offered more supply than this time last year. Overall, there were 40% fewer listings than in Q2 of last year. With just 645 active homes available at the end of this quarter and rates closing out ~6.75%, low supply and high interest rates have kept sales stagnant. This time last year, there were 1,105 homes available for sale and rates had just moved across the 5% level.

It's very true that sales are still happening and price and presentation from the seller matter most. On the Eastside, 39% of homes sold above their list price at an average of 5% over. Many buyers have adjusted their budget with the higher rates and seem motivated to get into the market now when the right home is found. If you can afford the payment, take the leap as a buyer. Sellers are motivated to accept more traditional terms, and you may not be competing amongst others.



A savvy way to search HOMES & STATS ONLINE



Looking for real-time information on today's real estate market? If so, your search is over!
Visit [JanetBellHomes.com](https://www.janetbellhomes.com) to find all of the real estate resources you need in one convenient place.

- **Market Reports.** Closely track market trends as they emerge in your neighborhood. Reports are available for 21 market areas in the Seattle and Eastside region.
- **Home Buying and Selling Advice.** Search for homes, find useful buying tips, and discover how to best position your home for sale.
- **Property and Neighborhoods Research.** Find community profiles, video tours, and crime info plus research homes, neighborhoods, schools, maps, and county records.

The screenshot displays the website's interface. On the left, a sidebar lists various research tools such as 'GEOLOGIC HAZARDS MAP', 'ENVIRONMENTAL IMAP', 'SCHOOLS & TEST SCORES', 'SEARCH PERMIT HISTORY', 'INTERNET SPEED TEST', 'LMI CONTRACTOR LOOKUP', 'BROADBAND MAP', 'CORPORATION RESEARCH', 'CELLULAR MAP', 'KING CO PROPERTY INFO', 'WALK-TRANSIT SCORES', 'KING CO ASSESSOR', 'SEX OFFENDER REGISTRY', 'KING CO RECORD SEARCH', 'CRIME MAPPING BY CITY', and 'KING COUNTY HOME'. The main content area features a 'Real Estate Mastery' article titled 'The Science of Selling' with sections on '01 Prep Work', '02 Price', '06 Negotiation', '07 Purchase and Sale Agreement', and '08 Inspection'. To the right, there's a section for 'Mercer Island & the Eastside' with a 'SEARCH EASTSIDE HOMES' button and two featured neighborhoods: 'Issaquah' and 'Kirkland', each with a 'VIDEO TOUR' button.

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Need a strategy for your next move? Reach out to me any time for a complimentary consultation.

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