

The Eastside housing market has continued its transition toward a healthier, more balanced environment during the first half of 2026. Inventory has expanded significantly compared to a year ago, giving buyers more choices while sellers are adjusting to a market that rewards realistic pricing and exceptional presentation. Despite elevated mortgage rates, buyer demand has remained resilient, particularly for well-priced homes in desirable neighborhoods.

MARKET SNAPSHOT

INVENTORY

Active listings have increased meaningfully from 2025 levels, giving buyers the largest selection of homes seen in several years while still remaining below a fully balanced market.

PRICING

Home prices have largely stabilized across Eastside communities. Desirable homes continue to command strong prices when properly marketed and priced realistically.

SALES ACTIVITY

Buyer demand remains healthy, though pending sales have leveled off as buyers take more time evaluating inventory and negotiating terms.

MORTGAGE RATES

Rates have generally remained in the mid-6% range, continuing to influence affordability while buyers adapt to today's financing environment.

WHAT THIS MEANS

FOR SELLERS

Strategic pricing, professional presentation, and strong digital marketing are more important than ever. Well-prepared homes continue to sell quickly, while overpriced listings are experiencing longer market times.

FOR BUYERS

More inventory means more negotiating opportunities, additional time for due diligence, and continued builder incentives on many new construction homes.

THE BOTTOM LINE

The Eastside market has continued to normalize into a healthy, balanced environment. Sellers who price accurately and present their homes well continue to achieve excellent results, while buyers enjoy more inventory and stronger negotiating opportunities than in recent years.

CITY-LEVEL PULSE

Bellevue — Luxury demand remains steady with selective buyers. **Redmond** — Technology employment continues to support strong demand. **Kirkland** — Established neighborhoods and waterfront homes remain highly desirable. **Issaquah & Sammamish** — Lifestyle, schools, and recreation continue driving activity. **Mercer Island** — Luxury inventory has improved while demand remains steady. **Newcastle** — Limited inventory supports pricing in established neighborhoods. **Woodinville** — Acreage properties and wine-country lifestyle continue drawing buyers. **Bothell (King County)** — Strong commuter appeal supports demand. **North Bend** — Mountain views, new construction, and outdoor lifestyle remain major draws. **Snoqualmie** — Family-friendly communities and excellent schools continue attracting buyers. **Carnation** — New construction and larger homesites remain popular with Eastside buyers. **Duvall** — Small-town charm and proximity to Redmond fuel steady demand. **Fall City** — Limited inventory keeps acreage and custom homes in high demand.