

Real Estate Market Report & Trends

Q3 2026

Latest NWMLS data through Aug. 31 | Rates through Sept. 24

The Eastside entered the final month of Q3 with substantially more inventory and a more selective buyer pool. August Eastside residential and condominium inventory was **39.7% higher than a year earlier**, while closed sales were **14.4% lower** and the median sale price was **3.3% lower**. Yet these regional figures do not describe every neighborhood or property. **Market conditions remain highly local**: homes that are priced correctly, presented well, and positioned appropriately can still sell quickly, even as many listings experience longer market times.

MARKET SNAPSHOT

INVENTORY Eastside active listings reached 2,665 in August, up 39.7% year over year. At 4.78 months of inventory, the broader Eastside moved into the range generally associated with a more balanced market.	PRICING The Eastside median sale price for residential homes and condos was \$1,305,000 in August, down 3.3% from August 2025. Individual neighborhoods and price segments can perform very differently.	SALES ACTIVITY Eastside pending sales totaled 680 , down 4.6% year over year, while 558 sales closed, down 14.4% . More inventory is contributing to longer market times for many listings.	MORTGAGE RATES Rates climbed during Q3. Freddie Mac's average 30-year fixed rate rose from 6.43% July 2 to 7.03% Sept. 24, adding pressure to affordability and keeping buyers focused on monthly payment and value.
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WHAT THIS MEANS

FOR SELLERS

More inventory means more competition, and buyers have become increasingly selective. Pricing to the immediate neighborhood and current competition matters. While average market times are lengthening, attractive homes that launch at the right price and show well can still generate early activity and sell quickly.

FOR BUYERS

Buyers generally have more choices, more time for due diligence, and greater opportunity to negotiate than in recent years. But the best-positioned homes can still move quickly. Higher mortgage rates also make financing strategy, seller credits, and builder incentives increasingly relevant.

THE BOTTOM LINE

Q3 is reinforcing a market that is **more balanced overall but increasingly hyper-local**. Higher inventory and elevated borrowing costs have slowed activity and extended market times for many homes, but there is no single Eastside market. Condition, location, price point, competition, and presentation can create dramatically different outcomes from one property to the next. For sellers, precise pricing and positioning are critical; for buyers, broader selection is creating meaningful opportunities.

CITY-LEVEL PULSE

Bellevue, Redmond & Kirkland - Core Eastside markets continue to attract buyers, but increased selection is making condition, location, and price more important differentiators. **Issaquah, Sammamish & Newcastle** - Lifestyle, schools, recreation, and Eastside access remain important demand drivers, while buyers have more options to compare. **Woodinville & Bothell** - Housing variety, commuter access, and lifestyle properties continue to appeal, with performance varying materially by neighborhood and property type. **North Bend & Snoqualmie** - I-90 access, outdoor recreation, mountain setting, and newer housing remain key draws; well-positioned homes can still attract quick interest despite broader inventory growth. **Carnation & Duvall** - Larger homesites, new construction, and small-town character continue to provide alternatives to the core Eastside, with incentives playing a role in some new-construction purchases. **Fall City** - Acreage and custom properties remain a specialized segment where individual property characteristics can have an outsized impact on value and market time.

Latest available market statistics: Northwest Multiple Listing Service, August 2026 King County breakout, residential + condominium. September NWMLS statistics had not yet been released as of October 1, 2026. Mortgage rates: Freddie Mac Primary Mortgage Market Survey through September 24, 2026. Market conditions vary materially by neighborhood, property type, condition, and price range.