

# REAL ESTATE MARKET UPDATE

## A Shifting Market Creates Opportunities

As the summer unfolds, the Western Washington real estate market continues to shift, and for the right buyers and sellers, it's revealing unique moments of opportunity. King County leads the region in both inventory growth and overall pricing power, offering a steadying influence even as macroeconomic headlines fluctuate. The pace has moderated across most counties, with days on market averaging in the 20s and low 30s, a sign that buyers are moving with intention but also discernment. For sellers, this remains a prime listing window: inventory is rising, yes, but demand remains steady for well-prepared and thoughtfully priced properties.

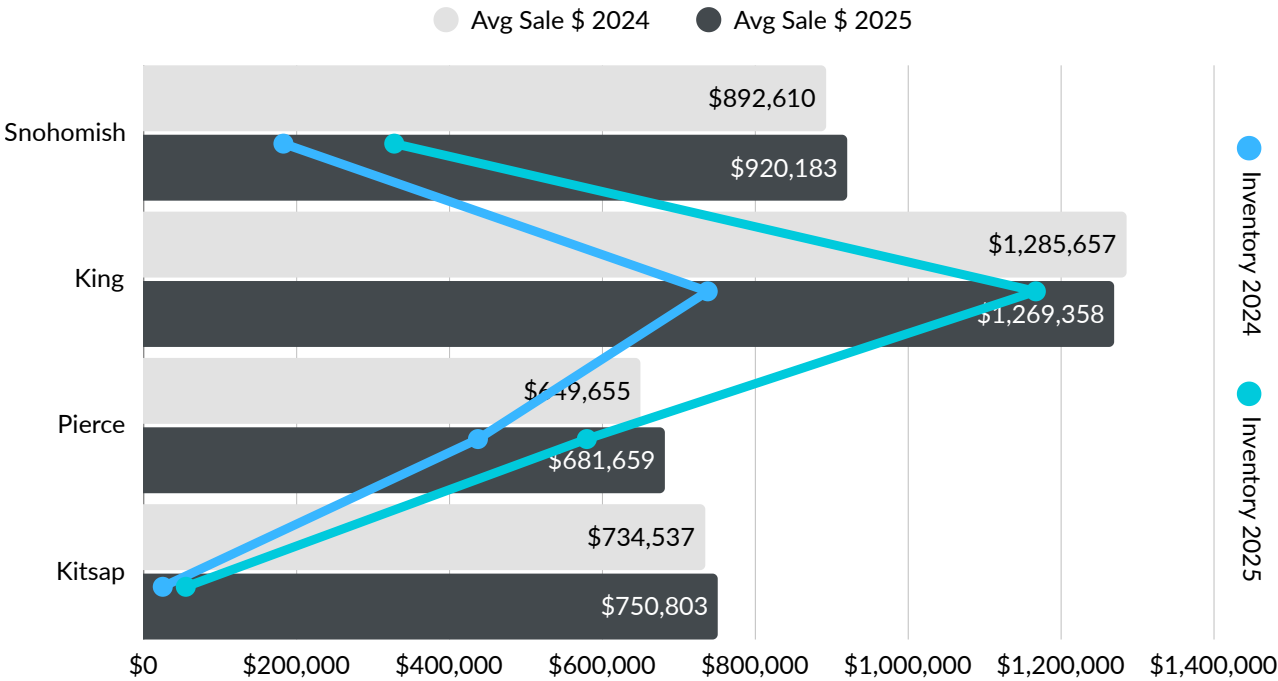
**Home Values Remain Resilient:** Most counties across Western Washington continue to see year-over-year growth in average home values, reaffirming the region's long-term market strength. Pierce County led with the largest increase at 4.9%, followed by Snohomish and Kitsap. King County saw a modest rise, while Kitsap's softer gain suggests a more tempered pace in value growth, likely influenced by slower inventory turnover.

- Snohomish County   ↑ 3.1%
- King County       ↓ 1.3%
- Pierce County:     ↑ 4.9%
- Kitsap County:    ↑ 2.2%

**Inventory Is Expanding, But Not Overwhelming:** Buyers now have more to choose from across the region with inventory increases. This creates more balance and more leverage for strategic negotiation, especially for buyers considering a move-up or second-home purchase.

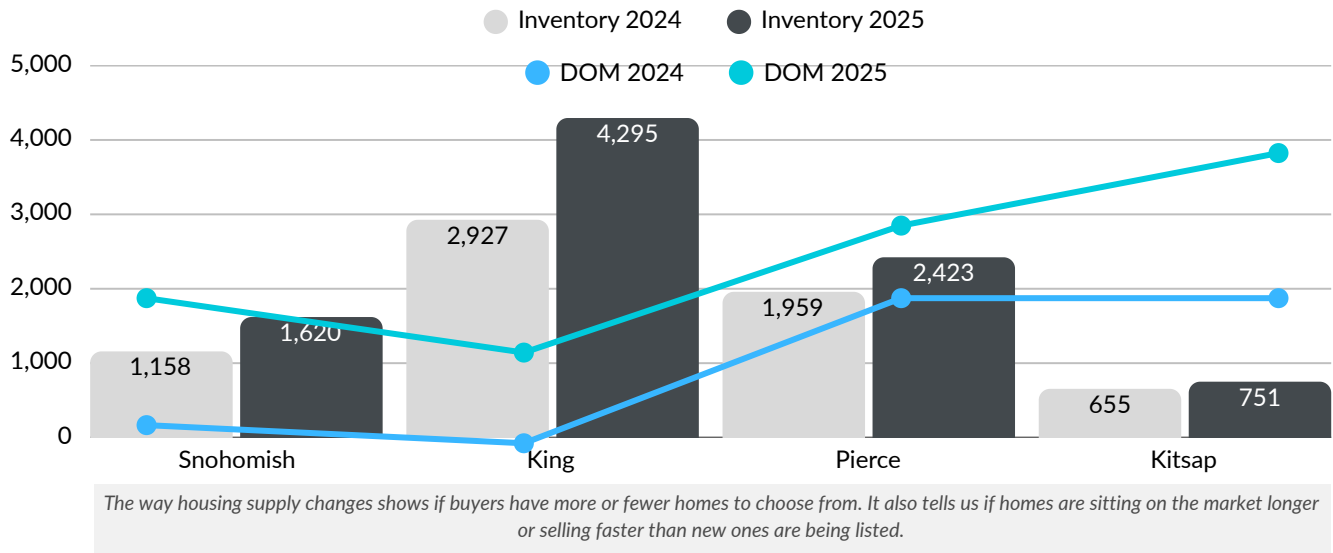
- Snohomish County: ↑ 39.9% in active listings
- King County:       ↑ 46.7%
- Pierce County:     ↑ 23.7%
- Kitsap County:    ↑ 14.7%

### JULY AVG HOME SALE PRICE COMPARISON TO INVENTORY

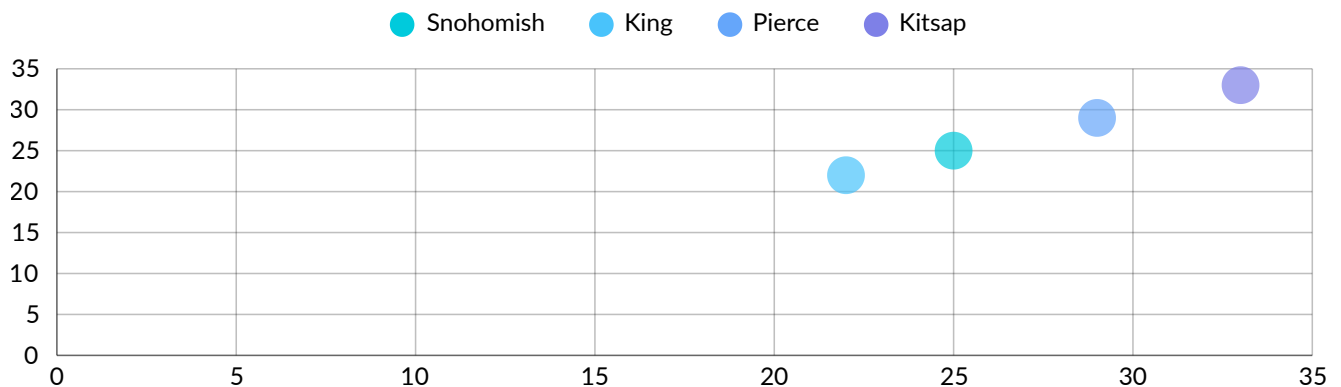


How quickly home prices are changing shows how strong the housing market is and whether homes are getting more or less affordable. Homes that sold quickly or within the average days on market likely received a full price offer or multiple offers depending on the sellers motivation level. Homes that sit on the market longer than the average days on market have a higher chance of receiving a lesser offer(s).

## JULY INVENTORY COMPARISON TO DAYS ON MARKET



## JULY 2025 DAYS ON MARKET BY COUNTY



**Days on Market: A New Normal Around 3-4 Weeks:** Homes are no longer flying off the market in days, they're taking their time, and that's a healthy trend. Across Western Washington, days on market ranged from 22-33 days, allowing both buyers and sellers to move with more clarity and intention.

**Strategic Takeaway: Market Grace Is Found in the Middle:** This isn't a seller's market or a buyer's market; it's a balanced, dynamic one. If you're thinking about selling, now is the time to prepare, price right, and market with intention. For buyers, this may be the calm you've been waiting for: choice without chaos, value without urgency.



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