REAL ESTATE MARKET UPDATE

Steady Confidence Settling in the Fall

As we transition further into fall, the Western Washington real estate market continues to show measured stability and balance. King and Snohomish Counties once again lead the region in home value growth, while Kitsap County holds firm with steady appreciation. Pierce County remains level, signaling a continued normalization after last year's stronger gains.

Across all four counties, both buyers and sellers are approaching the market with greater discernment. Well-prepared homes are still commanding attention — and strong offers — while buyers are taking time to compare, evaluate, and move intentionally. This season rewards strategy, presentation, and patience over speed, and the results continue to favor those who plan thoughtfully.

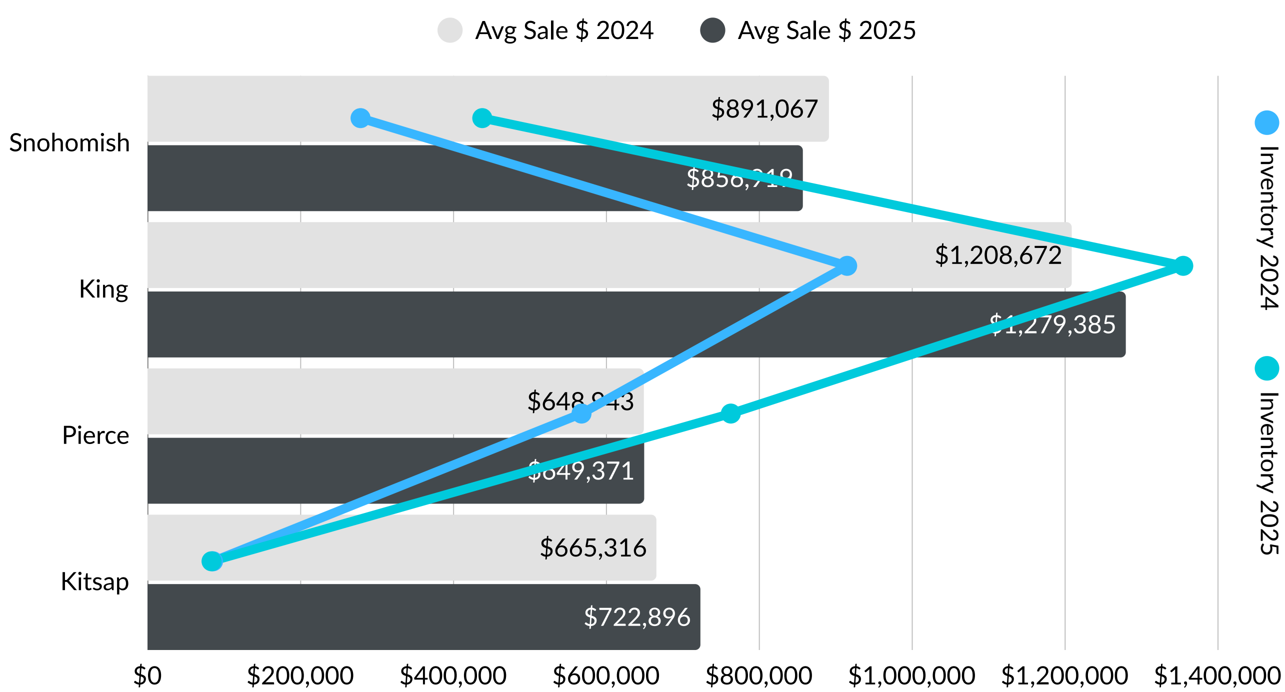
Home Values Hold Strong: While Snohomish saw a modest dip, King and Kitsap Counties continue to post solid appreciation particularly in areas offering lifestyle appeal and proximity to employment hubs. Overall, values remain resilient, reflecting sustained demand and balanced conditions as the year winds down.

- Snohomish County ↓3.8%
- King County ↑ 5.9%
- Pierce County: ↑ 0.1%
- Kitsap County: ↑8.7%

Inventory Expands, Offering Balance & Opportunity: Inventory continues to trend upward in most counties, providing buyers with more options and creating a more sustainable pace of activity across the region. Kitsap remains an exception this month, where active listings saw a slight decline; a sign of steady demand in a smaller, lifestyle-driven market.

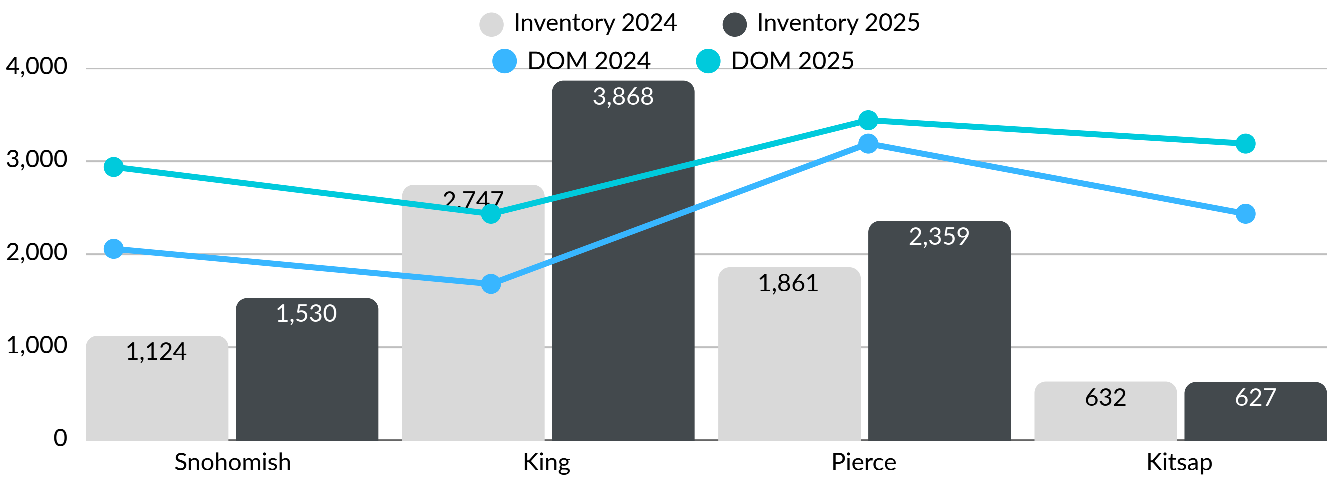
- Snohomish County: ↑ 36.1% in active listings
- King County: ↑ 40.8%
- Pierce County: ↑ 26.8%
- Kitsap County: ↓ 0.8%

OCTOBER AVG HOME SALE PRICE COMPARISON TO INVENTORY



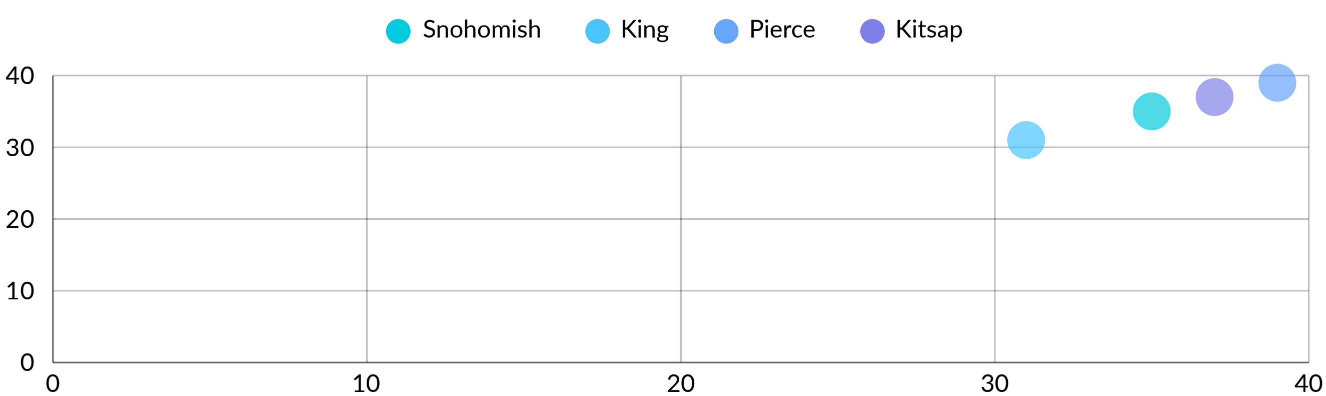
How quickly home prices are changing shows how strong the housing market is and whether homes are getting more or less affordable. Homes that sold quickly or within the average days on market likely received a full price offer or multiple offers depending on the sellers motivation level. Homes that sit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

OCTOBER INVENTORY COMPARISON TO DAYS ON MARKET



The way housing supply changes shows if buyers have more or fewer homes to choose from. It also tells us if homes are sitting on the market longer or selling faster than new ones are being listed.

OCTOBER 2025 DAYS ON MARKET BY COUNTY



Days on Market: A Gentle Return to Normal: Homes are spending slightly more time on the market compared to last year, with average days on market rising between 5% and 25% across the region. This reflects a healthier, more sustainable cadence — giving buyers time to make thoughtful decisions and allowing sellers to fine-tune marketing strategies that align with the season.

Strategic Insight: As we near the end of 2025, the Western Washington market remains characterized by steady confidence and opportunity. For sellers, success lies in presentation, precision, and patience. For buyers, the combination of steady values and increased inventory offers a chance to make moves with confidence and clarity.

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