REAL ESTATE MARKET UPDATE

The market finds its Fall rhythm

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

Across all four counties, buyers and sellers are approaching the market with discernment. Well-prepared homes are still commanding attention and strong offers, while buyers are taking time to compare, evaluate, and act with purpose. It's a season where strategy and presentation outweigh speed, and thoughtful preparation makes all the difference.

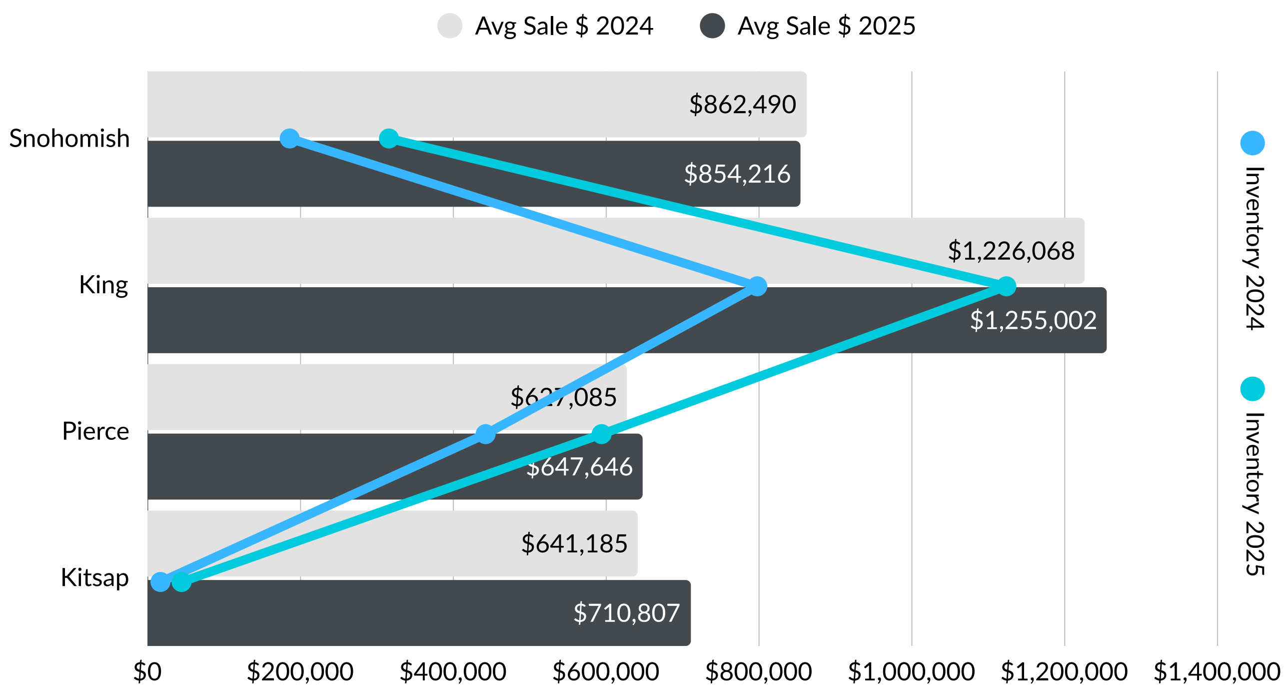
Home Values Hold Strong: Year-over-year, most counties across Western Washington continue to reflect growth in average sale prices, underscoring confidence in long-term regional stability.

- Snohomish County ↓1.0%
- King County ↑ 2.4%
- Pierce County: ↑ 3.3%
- Kitsap County: ↑10.9%

Inventory Expands, Offering Balance & Opportunity: Inventory continues its upward trend, creating greater balance across Western Washington. Buyers have more choice, more negotiating power, and less urgency, while sellers still benefit from steady, qualified demand when their listings stand out through intentional pricing and elevated presentation.

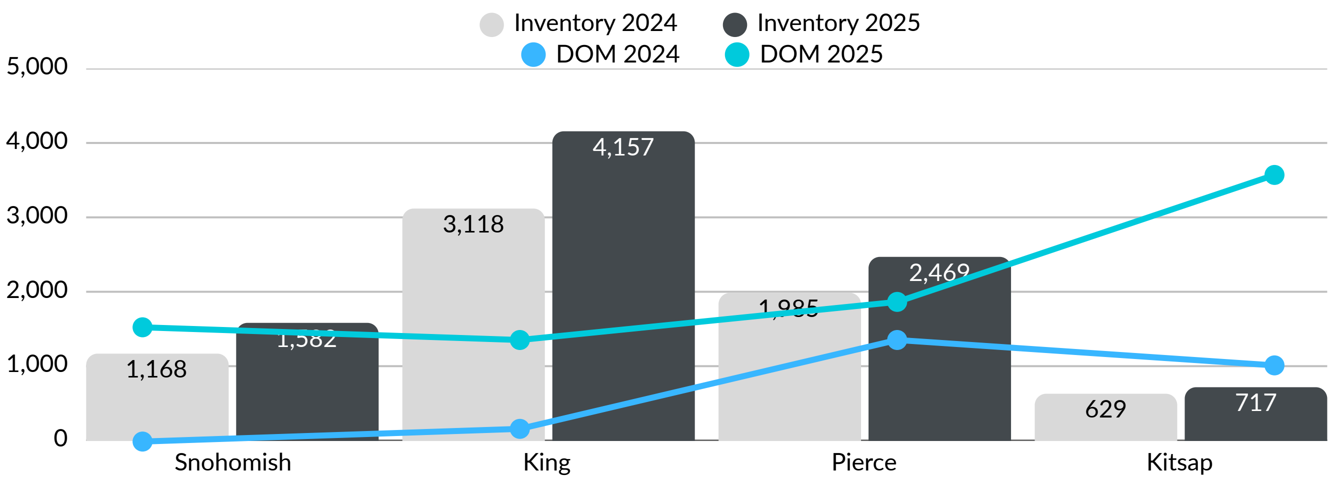
- Snohomish County: ↑ 35.4% in active listings
- King County: ↑ 33.3%
- Pierce County: ↑ 24.4%
- Kitsap County: ↑ 14.0%

SEPTEMBER AVG HOME SALE PRICE COMPARISON TO INVENTORY



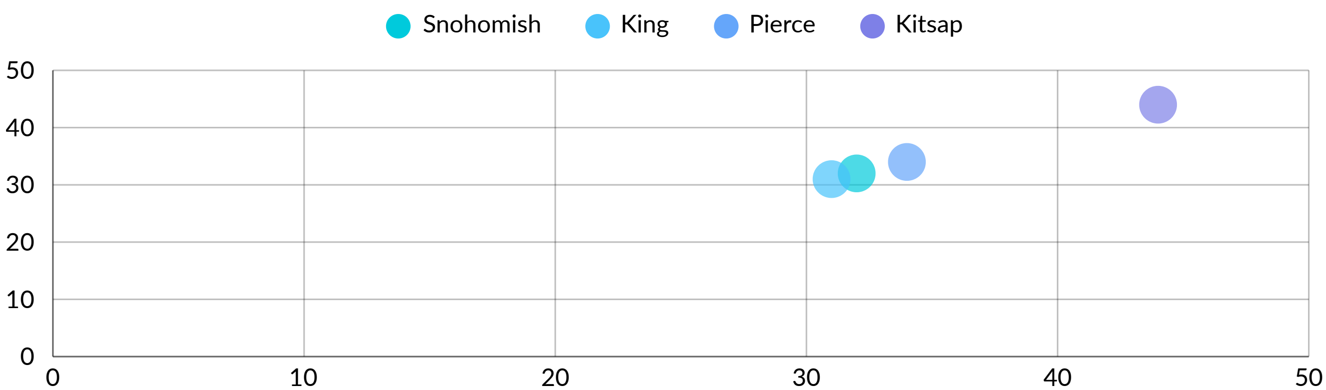
How quickly home prices are changing shows how strong the housing market is and whether homes are getting more or less affordable. Homes that sold quickly or within the average days on market likely received a full price offer or multiple offers depending on the sellers motivation level. Homes that sit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

SEPTEMBER 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.

SEPTEMBER 2025 DAYS ON MARKET BY COUNTY



Days on Market: A Calmer More Deliberate Pace: Homes are spending slightly longer on the market than this time last year, with average days on market increasing between 9.7% and 51.7% across the region. This shift reflects a healthy, sustainable pace; one that allows both buyers and sellers to make decisions with greater clarity and confidence.

Strategic Insight: This fall, the Western Washington market offers something rare: balance. For sellers, this is a moment to lean into precision. Pricing strategically and presenting beautifully. For buyers, patience and preparation open doors that weren't available during the market's peak intensity.

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