Seattle Real Estate Update

Buyer Activity Remains Strong As Concerns Wane

Monday July 6th, 2026

The energy the World Cup has brought to Seattle this summer has been incredible. With geopolitical uncertainty easing, mortgage rates holding relatively steady around 6.25%, and buyers growing more comfortable with today's market, it feels like the delayed spring market has finally arrived.

Buyer activity across Seattle remains strong, although performance varies by neighborhood and property type. One consistent theme from my open houses is that buyers believe prices are softening. Whether that's entirely true or not, the perception has encouraged many buyers to re-enter the market. That sentiment is even stronger on the Eastside, where inventory has risen more significantly and recent tech layoffs have had a greater impact. Many Eastside buyers are hearing the same message from their agents: today's pricing presents an opportunity.

For Seattle, that changes the outlook for the rest of the summer. Single-family inventory is up about 15% from last year, but pending sales have increased as well. As a result, months of inventory, or absorption rate, remains very similar to previous years. In other words, well-priced homes continue to sell.

For buyers: Stay patient, but be prepared. When a home checks most of your boxes, move decisively. There are also excellent value opportunities in neighborhoods that are still overlooked or in homes that need a little work. Those can be some of the best long-term investments.

For sellers: Don't let national headlines dictate your decision. The increase in inventory has been concentrated in new construction townhomes and condos. The market for quality single-family homes remains healthy, and resale townhomes continue to perform well because they often offer larger, more functional floor plans than today's new construction. If a life change, growing family, or new opportunity has you considering a move, don't overlook the summer market.

» Monthly Breakdown

Closing Timeline: A quick closing is often attractive to sellers because it reduces their carrying costs, but faster isn't always better. If your offer includes contingencies or a complex loan product, an aggressive timeline can create unnecessary risk.

I recently represented buyers using a buy now/sell later bridge loan with an inspection contingency. Negotiations extended the contingency period, leaving only days for the appraisal and final loan approval before closing. We closed on time, but the process was far more stressful than it needed to be.

Lenders are often confident they can meet tight deadlines, but adding a few extra business days can provide valuable flexibility and help avoid unnecessary pressure.

» Key Stats This Month

46% ⇑ » **LINK Ridership** is up 46% on normal non-WC days. Although future lines are being cut, paying attention to how Seattle-ites are using LINK Rail will impact micro-pockets near stations.

5% ⇓ » **Condo prices** are down 5% YoY but have stabilized and are trending upward as the year goes on. Promising to see condos compete and offer quite a bit of value relative to other housing product.

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Seattle Real Estate Update

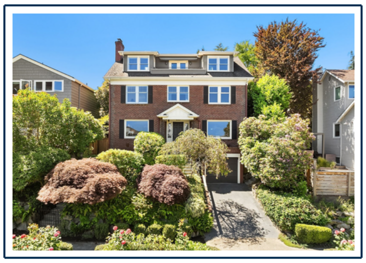
Windermere REAL ESTATE

New Inventory Highlights

Click the Picture for More Info

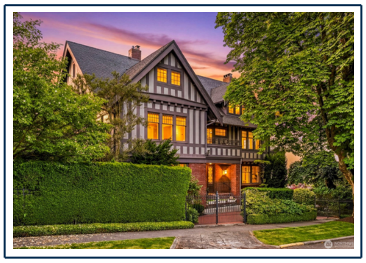
4007 48th Ave NE
- Laurelhurst -

What a location, just a block from Laurelhurst Park and an easy walk to the elementary school. While this home unquestionably needs work, it offers excellent value on a price-per-sf basis for the neighborhood. Rich in architectural character and timeless charm, it has all the ingredients for a wonderful family home. It simply needs the right steward willing to invest some sweat equity and bring its full potential to life.



4 bd - 4 ba - $2,195,000

2218 E Prospect S
- North Capitol Hill -



5 bd - 6 ba - $5,000,000

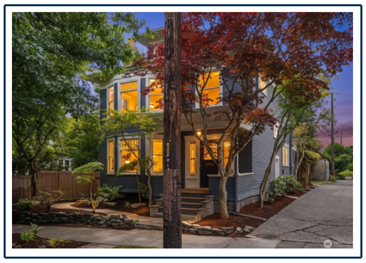
Set on one of NCH's most coveted streets, this majestic estate showcases the very best of Seattle. With more than 8,000 sf, the home offers exceptional space and amenities for every buyer. Timeless Tudor architecture and rich original character are thoughtfully complemented by modern updates throughout. Upstairs, a private guest retreat with its own pool table, while the lower level impresses with soaring ceilings, a DJ booth, and a wine cellar.

431 26th Ave E
- Arboretum -

Leaving this one from a month ago... I still really like this property and it's struggling because it's occupied and not motivated to reduce. With eastern views this 2016 build blends modern living with an exceptional location. High ceilings and an open layout create seamless indoor-outdoor flow, while the expansive rooftop deck is ready for your personal touch. Designed for entertaining, this home offers the rare combination of style & function

4 bd - 4 ba - $2,995,000

1715 E Mercer St.
- Tangletown -



4 bd - 2 ba - $1,325,000

Just off 19th Avenue in North Capitol Hill, this charming home offers tremendous potential. An unfinished basement provides the opportunity to create a home that will serve for generations. Tucked on a quiet cul-de-sac, it's just blocks from restaurants, coffee shops, and parks. The primary drawback is the upstairs layout, where 4 beds share one bath. A smart remodel could convert one bedroom into a true primary suite while adding another bedroom and bath in the basement.

5718 14th Ave NW
- Ballard -

Each month I like to highlight one new construction home that stands out, and this is my pick. Located just outside Blue Ridge, it's within walking distance of Golden Gardens and surrounded by some of my favorite streets for walking the dog. These four cottage-style homes are nearly identical, each offering a garage and rooftop deck. The busy street is the biggest drawback, though traffic quiets considerably in the evenings. I'm a huge fan of this development.

3 bd - 4 ba - $1,025,000

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