

Q1 2026 Condo MARKET REPORT



PUBLISHED APRIL 2026
a quarterly report on
condominium real estate activity

MARIANNE PARKS, REAL ESTATE BROKER



SEATTLE CONDOS

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price
West Seattle	83 -5%	\$567 -7%	55%	28%	\$650,000 -2%
South Seattle	27 0%	\$475 -11%	59%	22%	\$627,000 9%
Madison Park & Capitol Hill	85 -23%	\$628 -4%	41%	25%	\$420,000 -18%
Queen Anne & Magnolia	72 -20%	\$570 -9%	42%	31%	\$520,000 -14%
Downtown-Belltown	80 -16%	\$829 -4%	38%	21%	\$611,000 -15%
Ballard & Green Lake	126 -7%	\$582 -4%	60%	25%	\$700,000 -2%
North Seattle	71 -1%	\$504 -2%	39%	24%	\$633,000 1%
Richmond Beach & Shoreline	6 -85%	\$419 -7%	50%	17%	\$689,000 10%
Lake Forest Park & Kenmore	11 -15%	\$378 -17%	64%	9%	\$385,000 5%
ALL SEATTLE	561 -16%	\$592 -5%	48%	25%	\$596,000 -6%

Percent changes are year-over-year

EASTSIDE CONDOS

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price
Eastside South (S of I-90)	37 -21%	\$463 -10%	30%	30%	\$458 -21%
Mercer Island	8 60%	\$597 -9%	50%	50%	\$525 -34%
West Bellevue (W of 405)	41 -18%	\$910 -10%	29%	26%	\$1,064 18%
East Bellevue (E of 405)	51 2%	\$572 7%	45%	41%	\$540 -13%
East of Lake Sammamish	48 -50%	\$488 -6%	50%	44%	\$547 -3%
Redmond	21 -63%	\$504 -23%	43%	38%	\$605 -30%
Kirkland	86 -9%	\$762 -4%	45%	31%	\$1,159 3%
Woodinville	74 -33%	\$538 -9%	50%	36%	\$538 -49%
ALL EASTSIDE	366 -28%	\$637 -3%	43%	35%	\$655 -11%

Percent changes are year-over-year

© Copyright 2026
Windermere Mercer Island.
Information and statistics
derived from Northwest
Multiple Listing Service.





-21% YOY

**46% OF ALL
CONDOS
SOLD AT OR ABOVE
THEIR LIST PRICE**



on average,
condos
sold
for



Q1 2026

market review

Seattle condo sales are up 8% over Q4 2025, an incredible seasonal boost. Though, the median price is down 6% YOY to \$596,000. 25% of listed condos sold in the first 10 days and 48% of all condos sold for at or above list price. This tells us that agents and homeowners are tuned in to what a homebuyer in today's market expects.

On the Eastside it's a very similar story. Inventory is at 5.1 months. Meaning: at the current pace of sales, if no new listings came on the market, it would take nearly half a year to sell through the current inventory. That's the highest since before 2020, the six year low was Q4 of 2021. Prices seem to reflect this, with an 11% dip in median home price down to \$655,000 from Q1 2025: \$740,000.

If you've thought about selling your condo in 2026, prepare for a highly saturated market where you'll need to whip your unit into tip-top shape and price competitively to attract buyers. Inventory is up a combined 5%, while sales are down 21%. This is a big gap that will definitely create downward pressure on pricing if the gap between demand and supply widens. If you have the luxury to wait and watch, that might be your best option. If you've thought about buying, this is an excellent year to consider your options. Just remember, if you find the right nest and it hasn't been on the market long: jump in! The good ones don't last.



A savvy way to search HOMES & STATS ONLINE



Looking for real-time information on today's real estate market? If so, your search is over!
Visit marianneparks.com to find all of the real estate resources you need in one convenient place.

- **Market Reports.** Closely track market trends as they emerge in your neighborhood. Reports are available for 21 market areas in the Seattle and Eastside region.
- **Home Buying and Selling Advice.** Search for homes, find useful buying tips, and discover how to best position your home for sale.
- **Property and Neighborhoods Research.** Find community profiles, video tours, and crime info plus research homes, neighborhoods, schools, maps, and county records.

Neighborhood and Property Research
Use the links below to research homes and communities. Find city info and crime mapping on the **COMMUNITIES** tab.

- GEOLOGIC HAZARDS MAP
- ENVIRONMENTAL IMAP
- SEARCH PERMIT HISTORY
- INTERNET SPEED TEST
- L&I CONTRACTOR LOOKUP
- BROADBAND MAP
- CORPORATION RESEARCH
- CELLULAR MAP
- KING CO PROPERTY INFO
- WALK+TRANSIT SCORES
- KING CO ASSESSOR
- SEX OFFENDER REGISTRY
- KING CO RECORD SEARCH
- CRIME MAPPING BY CITY
- KING COUNTY HOME
- CITY DATA CENSUS INFO

Real Estate Mastery
The Science of Selling

When selling a home, the end goal is to get the best price and most favorable terms in the shortest amount of time. Windermere agents are experts at this process, using their mastery of marketing, pricing, and negotiation to achieve the best outcome for you. Here's an overview of the steps to selling a home.

- 01 Prep Work**
First impressions are key when selling, so it's important to put in the time to make sure your home is in top condition. Fresh paint, clean closets, flowers, there's a lot you can do to make even the humblest of homes look like a million bucks. Check out our Get Ready To Sell checklist for a list of ideas and tips.
- 02 Price**
Pricing a home is hands-down the most important aspect in getting the highest return in the least amount of time. Many considerations go into setting the price, including the condition and location of your home, recent nearby sales, and similar homes that are currently for sale. These will all factor into the Competitive Market Analysis (CMA) that I will provide to determine the optimal
- 06 Negotiation**
One of my most important responsibilities is to be an advocate for my clients. This includes negotiating on their behalf on things such as the price, repair costs, timelines, and contingencies in order to get the best terms possible.
- 07 Purchase and Sale Agreement**
This is the legal contract a buyer and seller enter into once the buyer's offer has been accepted by the seller. It outlines the terms and conditions of the sale and is signed by both parties.
- 08 Inspection**
Once the Purchase and Sale Agreement is

Mercer Island & the Eastside
The Eastside is comprised of the cities of Bellevue, Clyde Hill, Hunts Point, Issaquah, Kirkland, Mercer Island, Medina, Newcastle, Redmond, Renton, Sammamish, and Woodinville. It is located on the east side of Lake Washington from Seattle.

SEARCH EASTSIDE HOMES

Issaquah
Northwest views and community-orientated neighborhoods with easy access across the mountains to the east, or west into Bellevue and Seattle, make Issaquah an ideal location.

Kirkland
Kirkland is a vibrant waterfront city with a balance of outdoor recreation, local dining, and boutique shopping. Home to Google, dog-friendly, very walkable, and brimming with life.

VIDEO TOUR

Cover photo courtesy of Marianne Parks, Listing Broker, by Christopher Cooper, Clarity NW Photography.

©WINDERMERE REAL ESTATE/MERCER ISLAND

How have these latest market trends affected your home's value?

Stay in the know—
contact me any time for a complimentary home value analysis.


Marianne Parks

WINDERMERE REAL ESTATE/MERCER ISLAND

