



MARKET INTELLIGENCE REPORT

The Sammamish Recalibration

[Pronunciation: Sa-MAM-ish]

Navigating a bifurcated real estate market in
NWMLS Area 540 | February 2026

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A Market in Recalibration

Sammamish has entered a state of recalibration. For buyers, it's the best entry window in three years. For sellers, pricing discipline is now the singular line between a 44-day sale and a 100-day stagnation.

Strategic Takeaways

1

The Bifurcation: The market has violently split. Resale is resilient; New Construction is repricing.

2

The Supply Shock: Active inventory has nearly doubled year-over-year, decisively returning leverage to buyers.

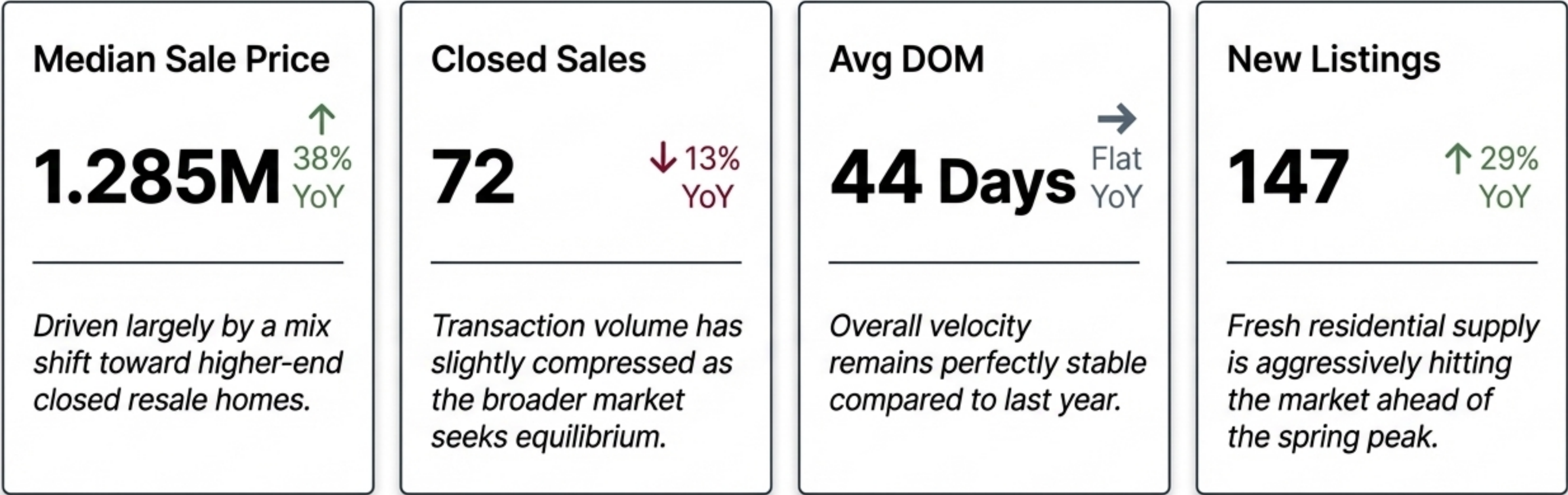
3

The Opportunity: Correctly priced listings are still moving rapidly, while overpriced inventory sits and stigmatizes.

Macro Dashboard: Area 540

Alt a Glance

Combined Residential & Condominium Metrics (February 2026 vs. February 2025)



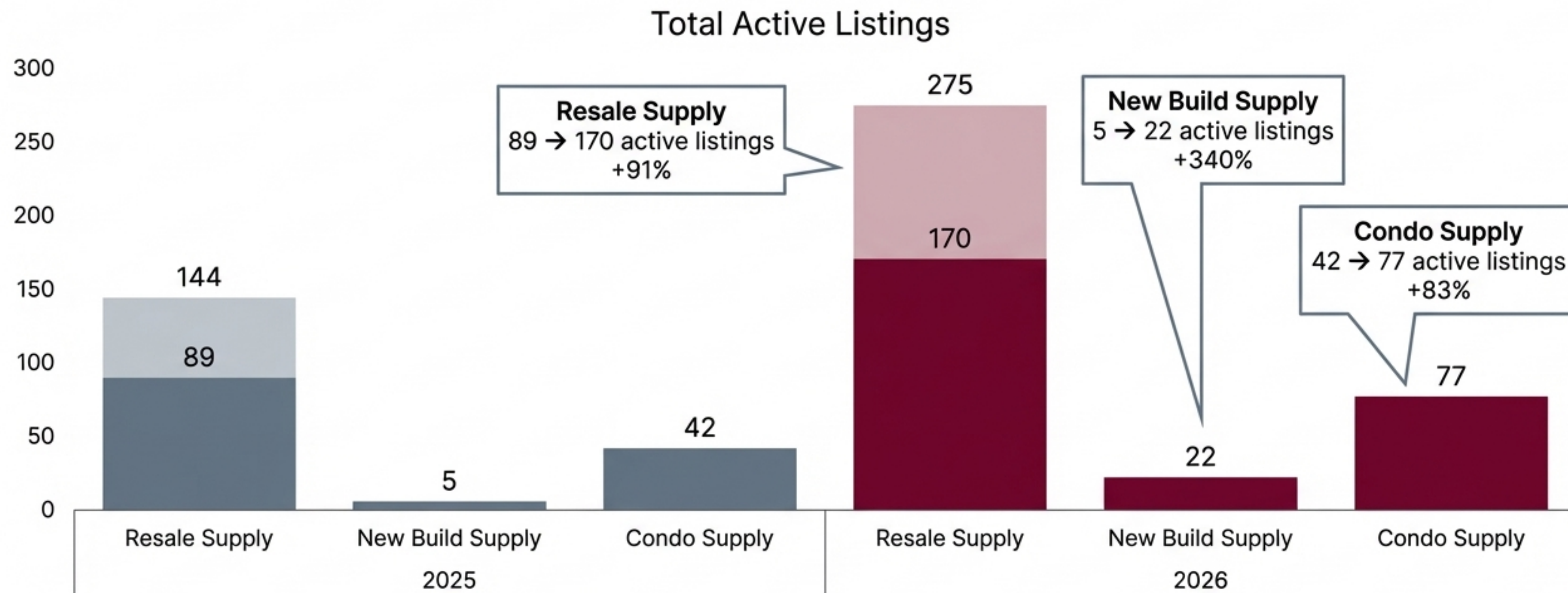
The Sammamish Bifurcation

Headline metrics mask drastically different realities across property types.

RESALE RESIDENTIAL RESILIENT	NEW CONSTRUCTION UNDER PRESSURE	CONDOMINIUMS VOLUME COLLAPSE
57 Closed Sales (+14%)	7 Closed Sales	15 Closed Sales (-55%)
\$1.455M Median Price (-6.9%)	\$1.49M Median Price (-24%)	\$517.5k Median Price (-12%)
44 Days on Market	106 Days on Market	44 Days on Market
A healthy correction after outsized appreciation. Pricing discipline dictates success; correctly positioned homes sell just as fast as they did in 2025.	Builders are facing severe buyer resistance. Days on market have more than doubled. The heavy premiums of the 2021–2023 era have evaporated.	Buyers are choosing to rent or wait. This volume collapse represents a highly illiquid segment, requiring careful timing for sellers.

The Supply Shock: Inventory Surges 91%

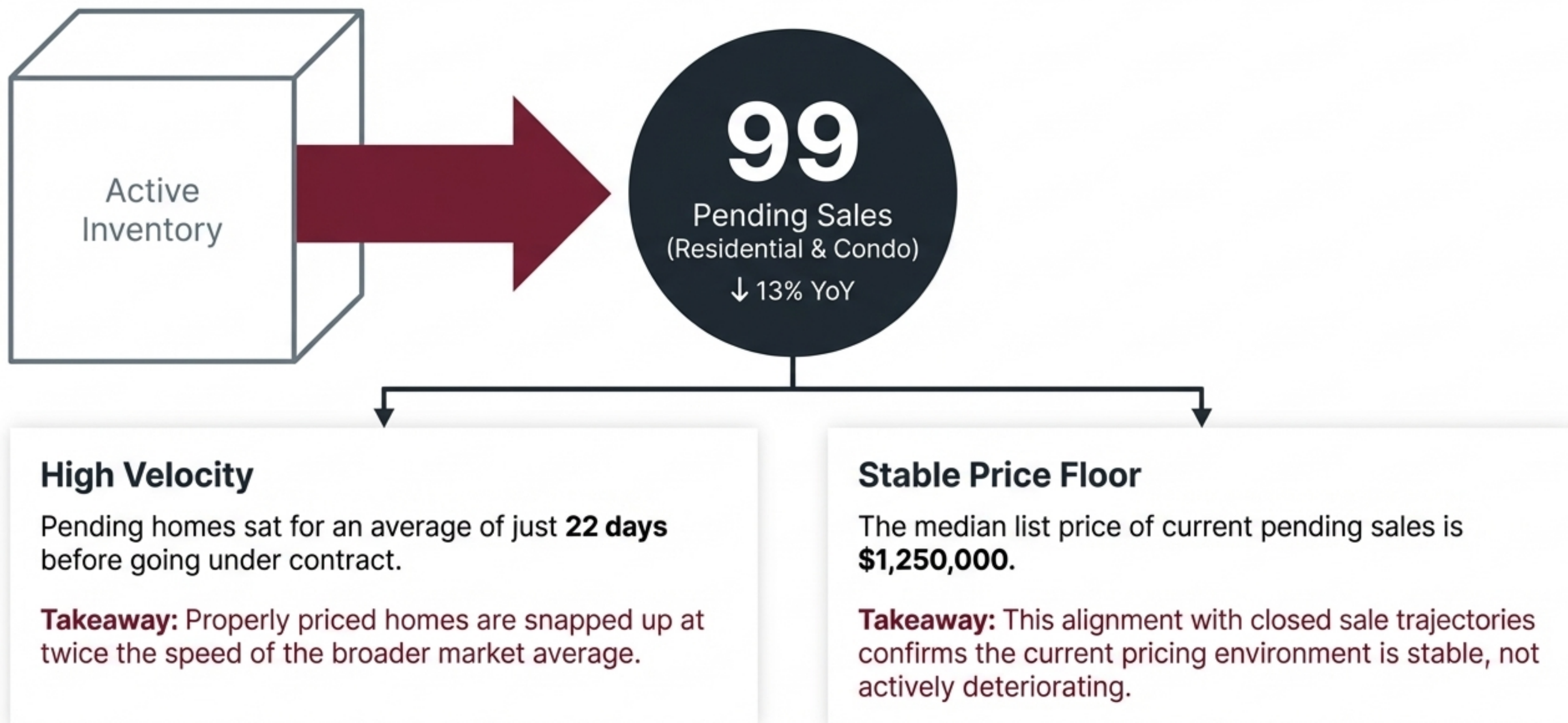
The defining structural shift from a supply-constrained environment to a balanced market.



Competition for sellers has effectively doubled. The frenzied, multiple-offer dynamic of 2021–2022 has been replaced by buyer choice and extended due diligence.

Peering Around the Corner: Pending Sales

Forward indicators reveal that demand remains robust for correctly priced assets.



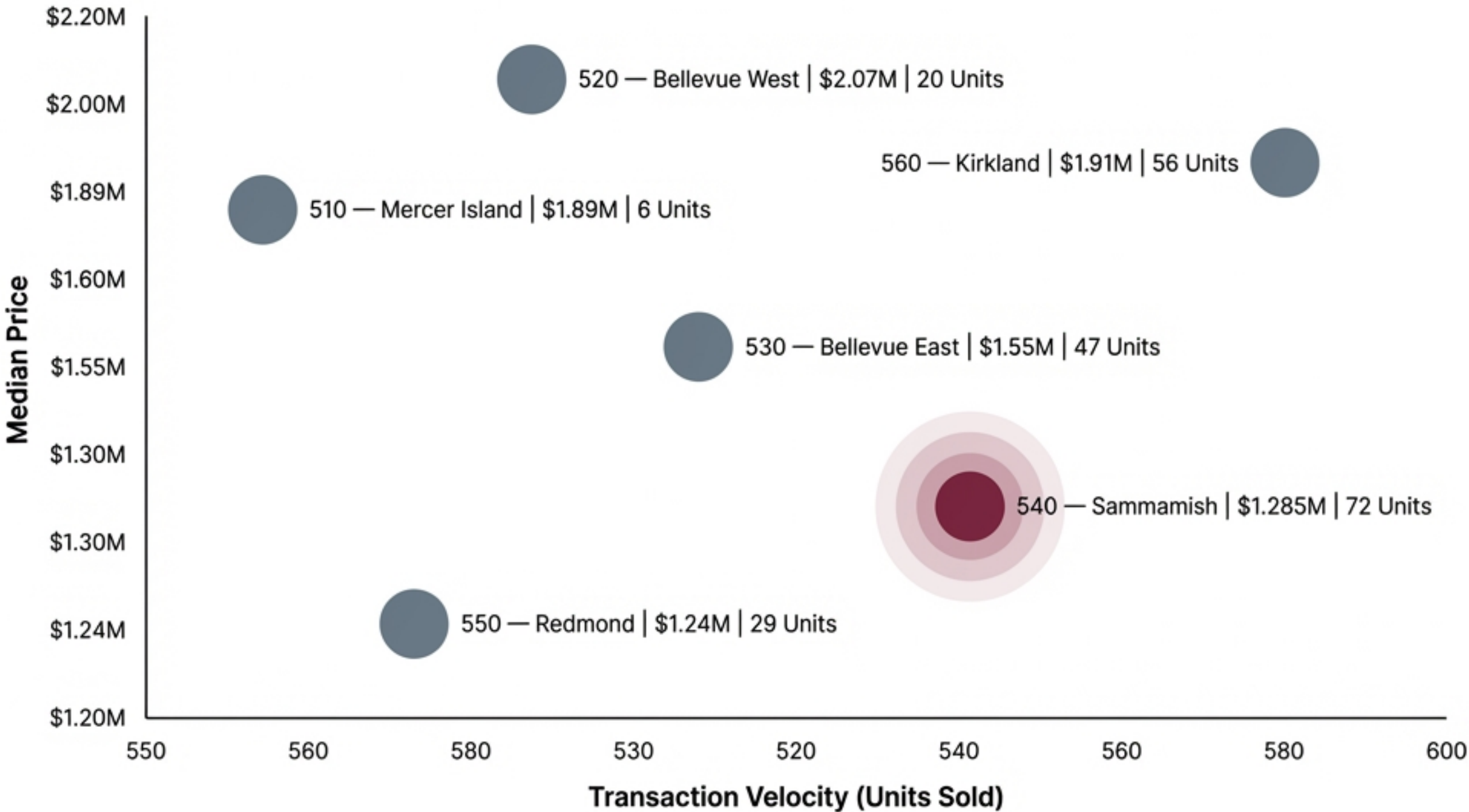
Regional Context: The Eastside Landscape

Sammamish provides the highest liquidity and transaction volume in the 510–560 corridor.

Strategic Takeaway

While Bellevue West and Kirkland command peak pricing, Sammamish is the liquidity engine of the Eastside.

For buyers, this means more choices and better data. For sellers, a larger pool of active, highly qualified buyers.



The Seller's Strategic Playbook

Navigating a hyper-competitive, 275-listing inventory environment.



Tactic 1: Day 1 Pricing Precision.

Correctly priced homes sell in an average of 44 days. There is zero strategic benefit to testing the market at an aspirational price when buyers have nearly 100% more options than last year.



Tactic 2: Beware the Stigma of Days on Market.

Overpriced inventory—particularly in new construction—is stagnating at 106+ days. In a rising inventory environment, expired listings are a severe and mathematically proven risk.



Tactic 3: Mandatory Visual Differentiation.

Your competition just doubled. High-end staging, premium architectural photography, and flawless digital presentation are no longer nice-to-haves—they are the baseline requirements for a successful transaction.

Capital Deployment: Buyer & Investor Playbook

Exploiting arbitrage opportunities in new builds and rental markets.

> BUYER PLAY: Target New Construction Leverage.

The Data

- Builders are holding aging inventory (106 DOM) and have dropped median prices by 24% (\$1.49M).

The Action

- Act now. New construction is approaching resale parity for the first time since 2020. Aggressively negotiate while builders are motivated to clear inventory before the spring rush brings competing buyers.

> INVESTOR PLAY: Tech-Driven Rental Demand & Condo Price Discovery.

The Data

- Condo transaction volume has collapsed by 55%, leaving sellers without comparable sales to defend list prices.

The Action

- Watch the condo market for severe discounts. Volume collapse precedes price discovery. Simultaneously, leverage the insulated rental demand from Microsoft, Amazon, and Google employees deferring home purchases.

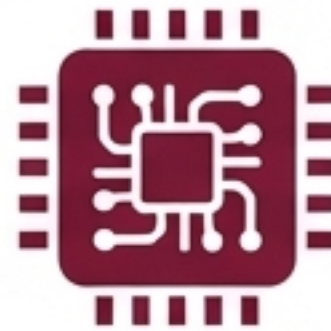
Market Catalysts: Spring & Summer 2026 Outlook

Three threshold variables that will dictate the next quarter of market activity.



Peak Seasonal Inventory

Supply historically peaks in May. With February active listings already at 275, Spring 2026 could see inventory saturation levels not recorded since the 2018–2019 cycle.



The Tech Sector Wildcard

Sammamish demand is disproportionately tethered to Microsoft, Amazon, Google, and Boeing. Local RTO (Return to Office) mandates and tech employment stability will move prices faster than national macroeconomics.



The Mortgage Rate Threshold

Homeowners clinging to sub-3% mortgages remain frozen. Any meaningful Q2 drop in the 30-year fixed rate (currently suppressing move-up buyers) will unleash a simultaneous surge of both sidelined sellers and pent-up buyer demand.



Data-Driven Real Estate Advisory

Vlad Algin specializes in analytical, intelligence-led advisory for the Seattle Eastside luxury market. By combining GPT-enhanced pricing models with real-time NWMLS data, Algin Real Estate ensures clients make confident, mathematically sound capital decisions rather than relying on market sentiment.

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