RSIR 2026
Mid-Year
Market Barometer

AGENTS
OF DISTINCTION
Realogics Sotheby's International Realty

KNOW THE TREND-LINES BEFORE THE HEADLINES.
Explore what the Pacific Northwest's leading luxury real estate advisors anticipate for buyer demand, inventory, home prices, mortgage rates, AI-fueled growth, wealth migration, and the long-term future of Seattle, Bellevue, and the rest of the region's housing market.

Chrissy Roberts
Christina.Roberts@RSIR.com
425.442.1456

Danny Varona
Danny.Varona@RSIR.com
206.979.6350

Hinds Team
Christina.Roberts@RSIR.com
206.434.5102

Jay Kipp
Jay.Kipp@RSIR.com
206.853.9153

Laura Halliday
Laura.Halliday@RSIR.com
206.399.5842

Marianne Francis
Marianne.Francis@RSIR.com
425.283.7808

Tom & Rebecca
Email@TomandRebecca.com
206.935.6262

Chris Erdmann
Chris.Erdmann@RSIR.com
425.738.2220

Krissy Ayad
Krissy.Ayad@RSIR.com
208.819.4199

RE-VESTA Group
Robyn@re-vesta.com
206.295.2247

Neda Perrina
Neda.Perrina@RSIR.com
206.218.8589

Lori DeVore
Laura.DeVore@RSIR.com
253.332.8354

Lori Sinclair
Lori.Sinclair@RSIR.com
206.347.0427

Dean Jones
Dean.Jones@RSIR.com
206.390.1826

50 Celebrating Fifty Years of Sotheby's

Realogics
Sotheby's
INTERNATIONAL REALTY

The Barbell Market:
Why Every Headwind is Also Creating a Tailwind

The **2026 Mid-Year RSIR Market Barometer®** reveals a Puget Sound market reaching an important inflection point. The Composite Market Sentiment Index improved to **3.12 out of 5.0**, reflecting a trajectory that is becoming more optimistic while remarkably polarized depending upon price point, property type, and consumer motivation. Every property journey is unique, and each transaction responds to market forces distinctly, albeit emerging themes will define the second half of year, according to a collective of thought leaders surveyed **by Realogics Sotheby's International Realty (RSIR).**

Ready to make a move? Contact a Global Real Estate Advisor today or visit RSIR.com

MARKET FACTOR	SCORE		INTERPRETATION
Luxury Listings	4.07	↗	Strongly Bullish — Collective confidence improves inventory and luxury buyer choice — more transactions expected as seller participation expands meaningfully.
Great Wealth Transfer	3.50	↗	Bullish — Increasingly viewed as one of the most important long-term demand drivers supporting luxury housing as capital flows build momentum.
AI Economy Impact	3.50	↗	Bullish — Confidence strengthened as respondents increasingly view AI as a regional wealth creator and key demand driver for the luxury segment.
Wealth Effect	3.43	↗	Bullish — Rising equity markets continue generating affluent wealth while a new generation of high-net-worth buyers emerges across the region.
Mortgage Rate Outlook	3.14	—	Neutral to Positive — More respondents believe rates will become supportive rather than restrictive as improving inventory and pricing becomes more rational across market tiers.
Composite Index	3.12	—	Neutral to Positive — Overall broker sentiment is modestly optimistic following a challenging stretch, reflecting a split panel energized by structural tailwinds but cautious on near-term headwinds.
Urban Renaissance	3.21	—	Neutral — As AI employment and investment gradually revive urban centers, respondents see stabilization but not yet a decisive shift in office utilization or city-center residential demand.
Buyer Confidence / Demand	2.86	—	Neutral — More respondents expect deterioration than improvement as pricing pressure, tax uncertainty, and higher borrowing costs weigh on near-term buyer conviction.
Luxury Market Balance	2.60	↘	Slightly Bearish — Buyers maintain negotiating leverage, but oversupply concerns have moderated slightly. The super-prime cohort faces particular headwinds with ballot measures and the looming January 1, 2027 tax date.
Washington Millionaire's Tax	2.50	↘	Slightly Bearish — Buyers increasingly aware of legislative intent. Affluent households reprogramming domiciles to tax-friendly states while awaiting a repeal attempt in the November General Election.
Luxury Pricing Outlook	2.50	↘	Slightly Bearish — Pricing pressure remains, although expectations are improving as overall inventory shows quality offerings with value — some new construction is available below replacement cost.

SIX-MONTH TAILWINDS

- ✓ Artificial Intelligence continues accelerating executive wealth.
- ✓ Strong equity markets continue supporting luxury demand.
- ✓ Inventory expansion improves transaction velocity.
- ✓ Mortgage rates increasingly become accepted by buyers.
- ✓ Urban Seattle and Bellevue continue attracting investment.
- ✓ The Great Wealth Transfer accelerates capital deployment.
- ✓ Market normalization improves pricing transparency.

SIX-MONTH HEADWINDS

- Washington tax uncertainty remains a drag on affluent consumer confidence.
- Mortgage affordability continues affecting entry and middle market buyers'
- Luxury sellers must compete on value rather than scarcity.
- Buyers remain increasingly analytical.
- Marketing strategy and presentation have become more important than ever.
- Price discovery is replacing price appreciation (bid-ask spread widens).
- Inflation rate remains elevated stalling Fed cuts to Bank Rate.

Six-month forward outlook based on RSIR broker panel consensus · June 2026

Download Your Report