

MARKET UPDATE

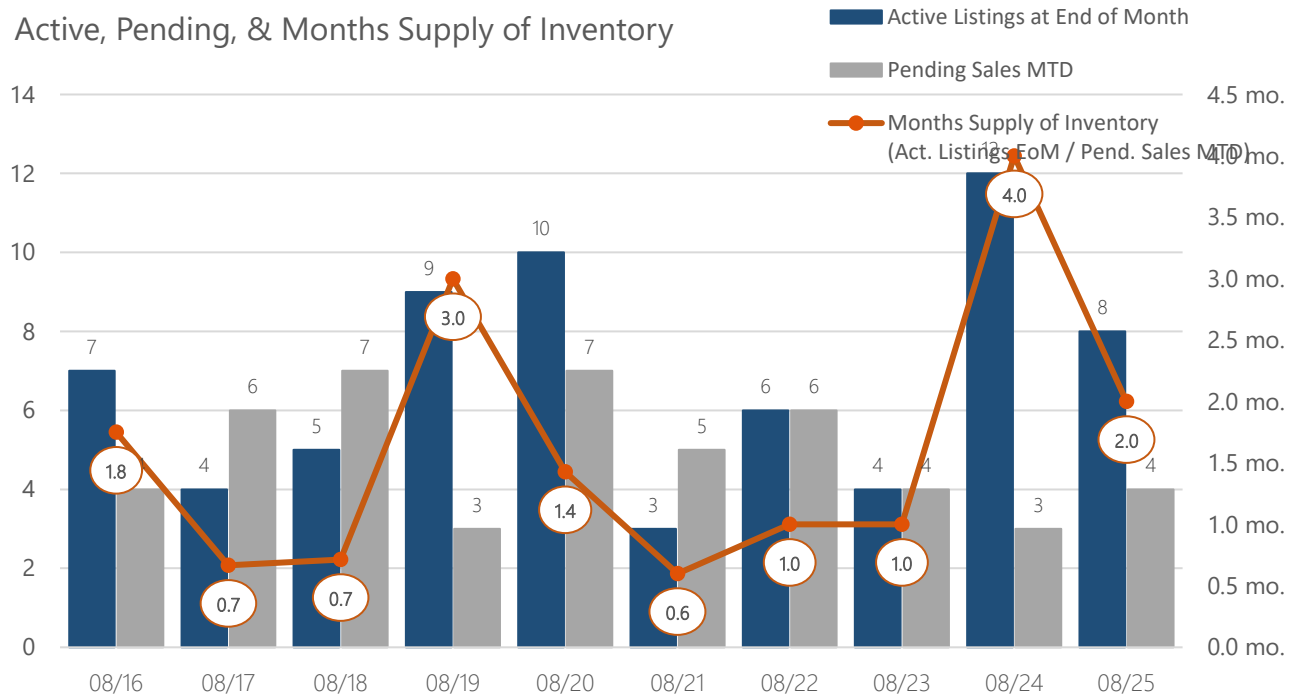
August, 2025



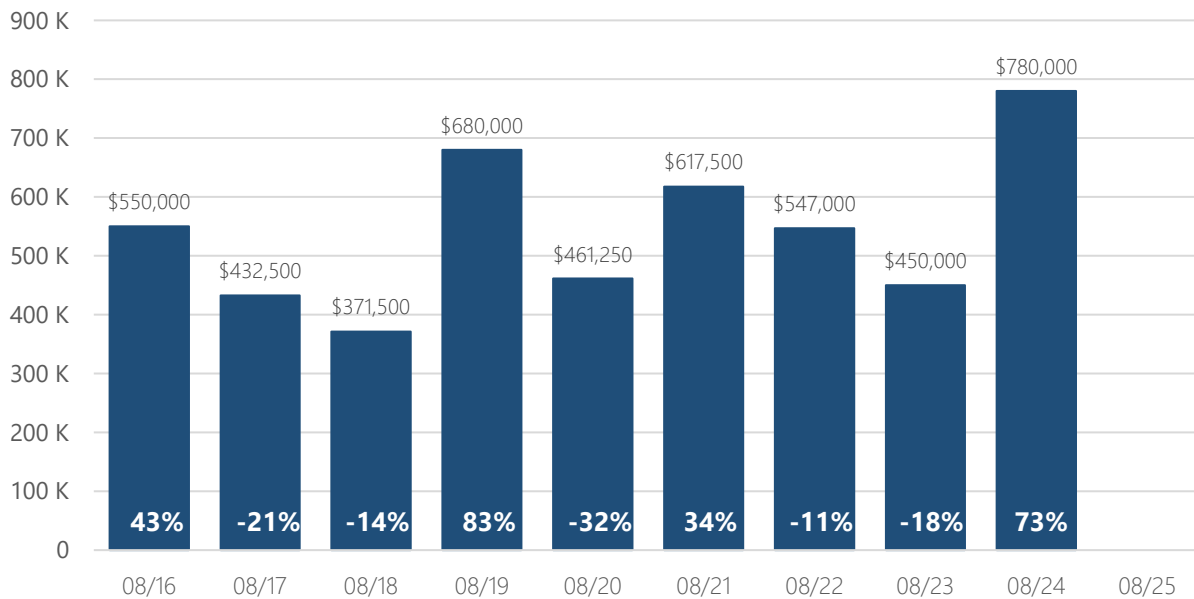
Mercer Island (510)

CONDOMINIUM ONLY

Active, Pending, & Months Supply of Inventory



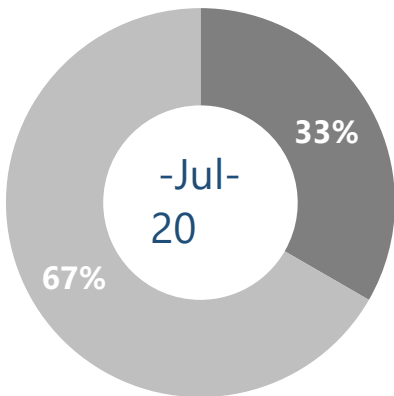
Median Closed Sales Price For Current Month Sold Properties



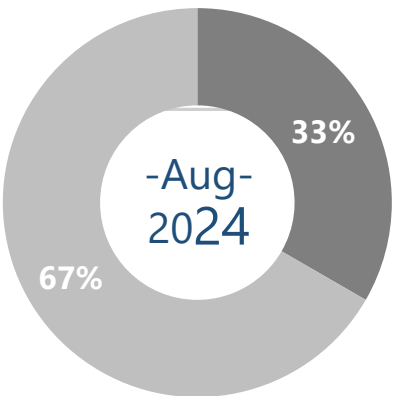
Mercer Island (510)

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PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR







LAST MONTH

-Jul-
2025

CURRENT MONTH

JULY 2025

				
	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	0	0	7	39
NUMBER OF SALES IN MONTH	0	0	1	2
MEDIAN % FROM ORIGINAL LIST PRICE	0%	0%	-1%	N/A

Mercer Island (510)

CONDOMINIUM ONLY

Sales Price to List Price based on Market Time

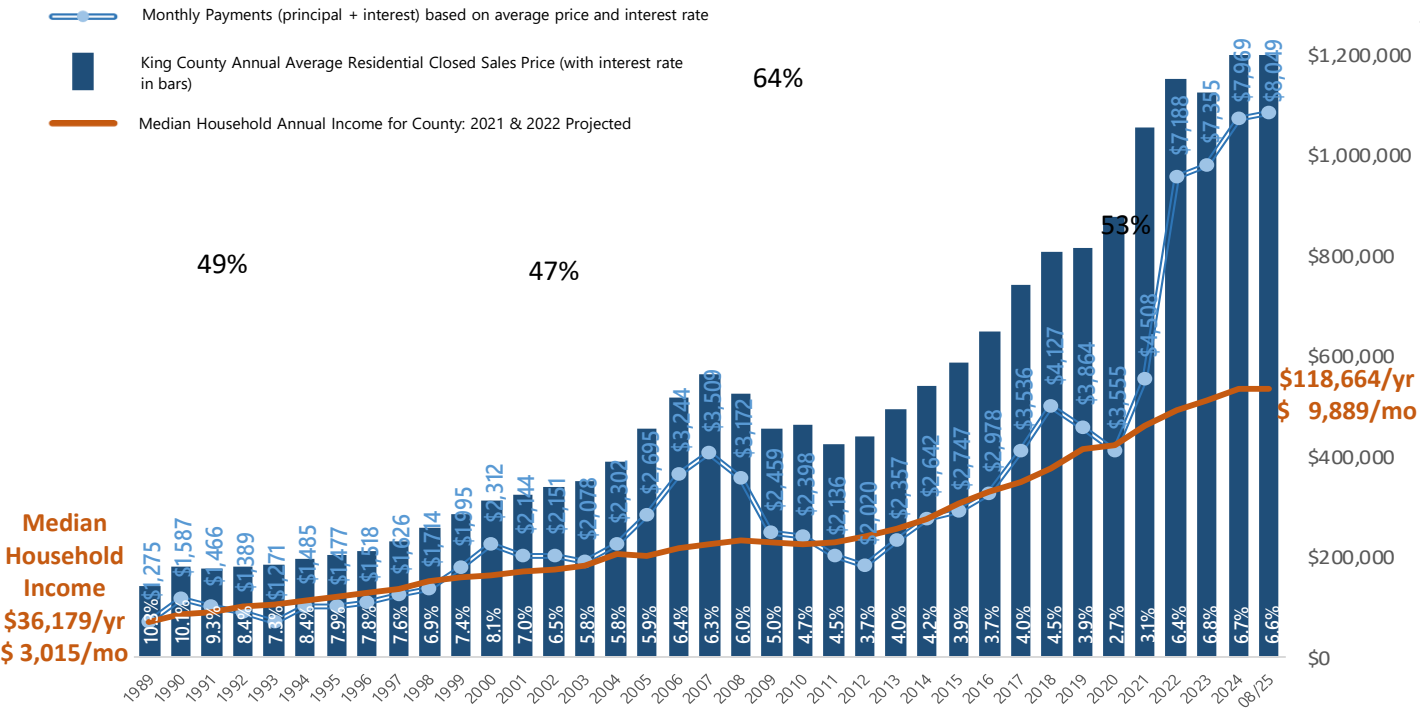
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	0.0%	0.0%	0	#DIV/0!
15 - 30	0.0%	0.0%	0	#DIV/0!
31 - 60	0.0%	0.0%	0	#DIV/0!
61 - 90	0.0%	0.0%	0	#DIV/0!
90+	0.0%	0.0%	0	#DIV/0!
Totals			0	#DIV/0!

The Cost of Waiting a Year

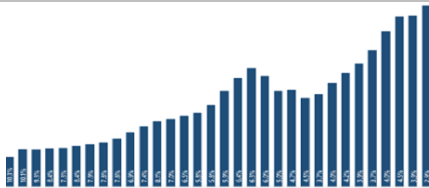
	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
August, 2025	\$0	6.59%	\$0
August, 2024	\$780,000	6.50%	\$4,930
	-\$780,000	0.09%	-\$4,930 Per Month
			-\$59,162 Per Year
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			

Monthly Payments Compared to Income Trendline King County

73%



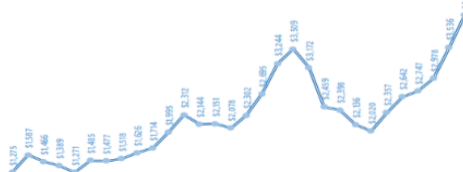
A



Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)

Two Factors for Payment

B



Monthly payment based on purchase price and interest rate

Purchaser's Buy Payment

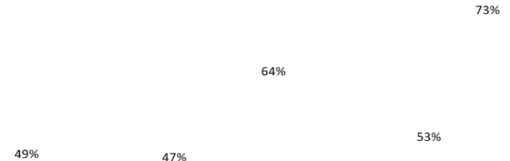
C



Annual Median Household Income for County: 2021 & 2022 Projected

Payments tend to rise above the County Median Household Income Line and then return to it.

D



Monthly payments divided by median income

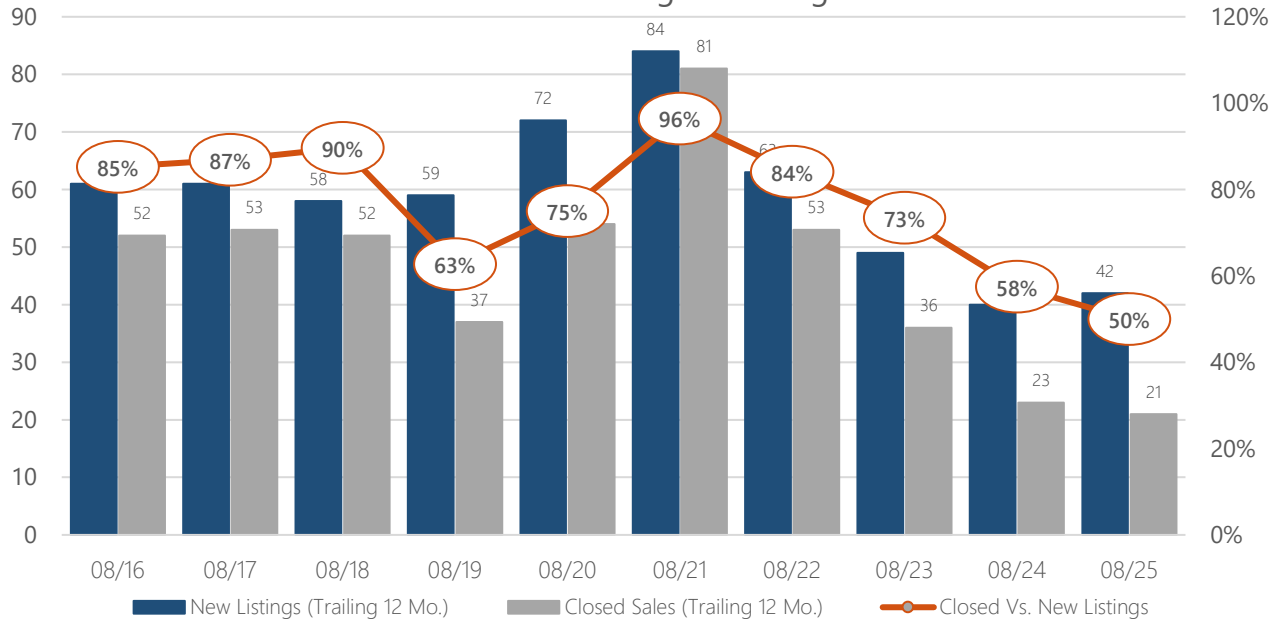
Monthly cycle peaks shown

Mercer Island (510)

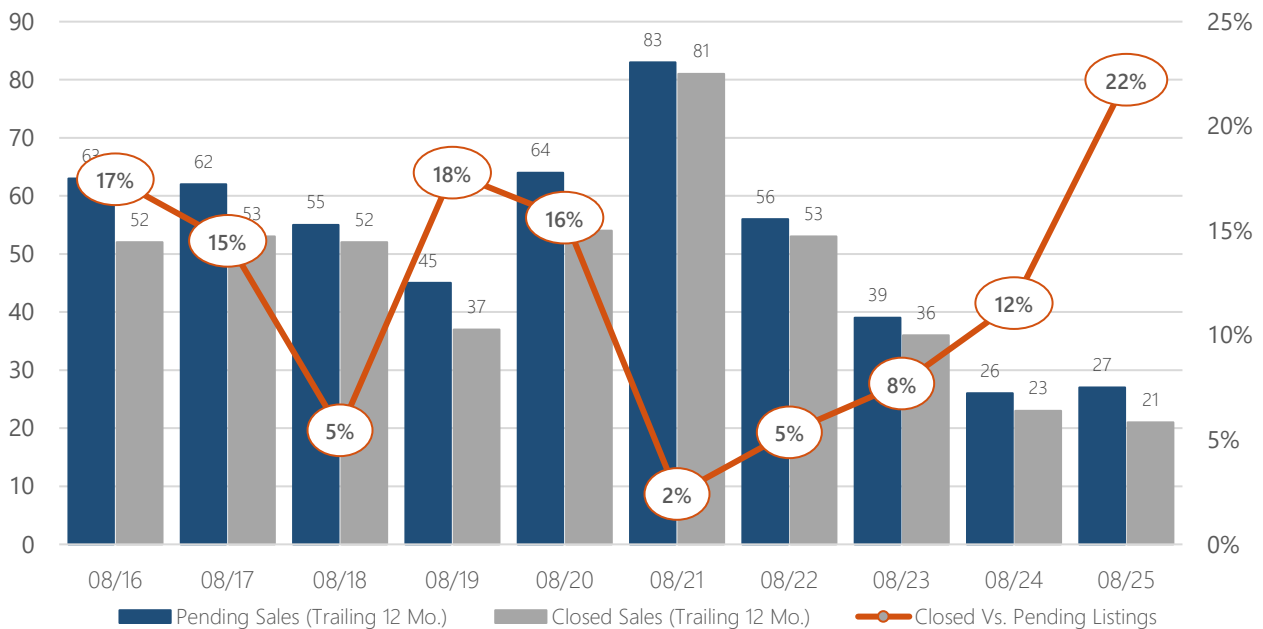
CONDOMINIUM ONLY

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close



Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
CONDOMINIUM ONLY

0 - 2	2 - 4	4+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Area	Months Inventory			Area	Months Inventory		
	2023	2024	2025		2023	2024	2025
100	0.0	1.5	0.0	530	1.0	2.8	3.4
110	0.6	2.1	3.1	540	0.9	2.0	2.6
120	0.8	3.0	1.7	550	0.4	1.9	4.6
130	1.4	3.4	7.8	560	0.9	2.1	3.6
140	0.9	2.2	3.7	600	0.8	1.9	2.9
300	0.0	0.0	1.0	610	1.6	2.0	3.2
310	0.6	1.1	3.2	700	1.5	4.1	4.9
320	1.3	0.8	0.0	701	4.0	7.2	8.3
330	0.7	2.2	2.2	705	2.0	3.1	2.6
340	1.1	1.8	3.7	710	1.6	2.8	3.8
350	0.9	1.1	3.4	715	2.8	2.5	2.2
360	1.0	3.5	6.0	720	1.0	6.0	1.4
380	2.6	9.0	9.5	730	0.6	1.3	2.5
385	1.5	9.5	4.8	740	1.2	1.6	1.8
390	3.5	4.3	5.5	750	0.8	2.3	2.4
500	0.7	1.9	2.6	760	0.6	1.5	2.0
510	1.0	4.0	2.0	770	0.9	3.6	2.2
520	2.3	3.8	3.5	800	0.0	0.0	1.0

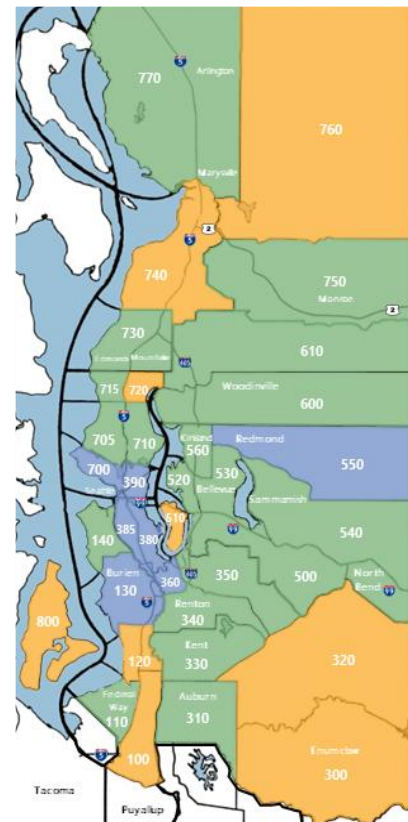
2 YEARS AGO



1 YEAR AGO



CURRENT YEAR



Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service. Months Supply of Inventory is active inventory on the last day of the month divided by the number of properties that went pending, signed agreement between buyers and sellers, during the month.

MARKET UPDATE

August, 2025

Mercer Island (510)

Statistics To Know

Residential

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	2.5	1.7	0.9	51%
Active Listings at End of Month	56	37	19	51%
Pending Sales MTD	22	22	0	0%
Pending Sales (Trailing 12 Months)	223	225	-2	-1%
Closed Sales MTD	16	16	0	0%
Closed Sales (Trailing 12 Months)	208	200	8	4%
Closed Sales Price (Median)	\$2,080,000	\$2,880,000	-\$800,000	-28%
30-Year-Fixed-Rate Mortgage Rate	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$13,270	\$18,204	-\$4,933	-27%

Condominium

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	2.0	4.0	-2.0	-50%
Active Listings at End of Month	8	12	-4	-33%
Pending Sales MTD	4	3	1	33%
Pending Sales (Trailing 12 Months)	27	26	1	4%
Closed Sales MTD	0	3	-3	-100%
Closed Sales (Trailing 12 Months)	21	23	-2	-9%
Closed Sales Price (Median)	\$0	\$780,000	-\$780,000	-100%
30-Year-Fixed-Rate Mortgage Rate	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$0	\$4,930	-\$4,930	-100%

Residential & Condominium

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	2.5	2.0	0.5	26%
Active Listings at End of Month	64	49	15	31%
Pending Sales MTD	26	25	1	4%
Pending Sales (Trailing 12 Months)	250	251	-1	0%
Closed Sales MTD	16	19	-3	-16%
Closed Sales (Trailing 12 Months)	229	223	6	3%
Closed Sales Price (Median)	\$2,080,000	\$2,550,000	-\$470,000	-18%
30-Year-Fixed-Rate Mortgage Rates	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$13,270	\$16,118	-\$2,847	-18%

Mercer Island (510)

CONDOMINIUM ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2025	Active Listings (EOM)	3	5	6	8	7	9	8	8					-33%	7	AVG	15%
	New Listings Taken in Month	3	6	3	5	2	4	4	5					-17%	32	YTD	3%
	# of Pending Transactions	2	3	1	3	2	2	2	4					33%	19	YTD	0%
	Months Supply of Inventory	1.5	1.7	6.0	2.7	3.5	4.5	4.0	2.0					-50%	3.2	AVG	13%
	# of Closed Sales	0	1	3	1	2	1	3	0					-100%	11	YTD	-31%
	Median Closed Price	0	500,000	925,000	595,000	610,000	1,840,000	596,000	0					-100%	1,099,993	WA	73%
2024	Active Listings (EOM)	1	1	4	3	7	10	9	12	13	9	6	3	200%	6	AVG	42%
	New Listings Taken in Month	2	2	4	3	4	6	4	6	7	2	1	0	0%	31	YTD	-14%
	# of Pending Transactions	1	1	1	4	1	3	5	3	3	2	3	0	0%	19	YTD	-27%
	Months Supply of Inventory	1.0	1.0	4.0	0.8	7.0	3.3	1.8	4.0	4.3	4.5	2.0	0.0	0%	2.9	AVG	162%
	# of Closed Sales	2	1	2	1	2	1	4	3	4	3	1	2	0%	16	YTD	-30%
	Median Closed Price	445,000	450,000	510,750	775,000	672,500	600,000	657,500	780,000	645,000	650,000	1,250,000	907,500	73%	636,912	WA	-34%
2023	Active Listings (EOM)	3	4	5	5	4	3	5	4	7	4	2	1	-33%	4	AVG	10%
	New Listings Taken in Month	2	5	7	4	5	3	7	3	4	3	2	0	0%	36	YTD	-20%
	# of Pending Transactions	0	4	4	2	4	4	4	4	0	3	3	1	-33%	26	YTD	-26%
	Months Supply of Inventory	0.0	1.0	1.3	2.5	1.0	0.8	1.3	1.0	0.0	1.3	0.7	1.0	0%	1.1	AVG	24%
	# of Closed Sales	1	2	3	3	3	3	5	3	2	0	3	2	-25%	23	YTD	-21%
	Median Closed Price	1,775,000	627,500	585,000	820,000	590,000	560,625	725,000	450,000	509,500	0	615,000	630,000	-18%	970,065	WA	11%
2022	Active Listings (EOM)	0	2	3	2	2	6	9	6	11	7	2	1	100%	4	AVG	-36%
	New Listings Taken in Month	2	8	6	3	7	6	9	4	8	4	1	0	0%	45	YTD	-22%
	# of Pending Transactions	2	5	5	4	6	3	4	6	4	6	3	0	0%	35	YTD	-44%
	Months Supply of Inventory	0.0	0.4	0.6	0.5	0.3	2.0	2.3	1.0	2.8	1.2	0.7	0.0	0%	0.9	AVG	19%
	# of Closed Sales	2	2	6	5	1	7	2	4	3	5	4	1	-50%	29	YTD	-49%
	Median Closed Price	922,000	492,339	713,750	731,000	680,000	815,000	1,381,250	547,000	515,000	615,000	1,083,750	320,000	-11%	870,690	WA	53%
2021	# of Active Listings	3	7	10	9	8	5	2	3	3	2	0	0	0%	6	A	-15%
	New Listings Taken in Month	4	11	10	8	7	5	6	7	5	5	6	2	17%	58	YTD	45%
	# of Pending Transactions	9	7	8	11	8	7	8	5	5	6	8	2	-29%	63	YTD	47%
	Months Supply of Inventory	0.3	1.0	1.3	0.8	1.0	0.7	0.3	0.6	0.6	0.3	0.0	0.0	0%	0.7	A	-49%
	# of Closed Sales	1	5	12	8	7	9	7	8	5	6	4	9	300%	57	T	84%
	Median Closed Price	505,000	510,000	525,000	590,500	635,000	545,000	590,000	617,500	595,000	687,975	594,500	670,000	34%	568,636	WA	0%

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.

AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Mercer Island (510)

CONDOMINIUM ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2020	Active Listings (EOM)	2	2	6	6	6	8	15	10	11	14	12	8	11%	7	AVG	17%
	New Listings Taken in Month	6	9	7	7	3	7	9	5	10	9	4	3	-17%	53	YTD	33%
	# of Pending Transactions	6	9	4	5	3	4	5	7	7	5	5	3	133%	43	YTD	39%
	Months Supply of Inventory	0.3	0.2	1.5	1.2	2.0	2.0	3.0	1.4	1.6	2.8	2.4	2.7	-52%	1.5	AVG	-11%
	# of Closed Sales	1	6	8	4	5	2	3	2	10	5	4	5	100%	31	YTD	55%
	Median Closed Price	490,000	622,100	510,000	525,000	555,000	462,500	775,000	461,250	562,500	515,000	614,500	875,000	-32%	567,650	WA	-5%
2019	Active Listings (EOM)	4	4	6	4	10	4	6	9	9	4	4	3	80%	6	AVG	124%
	New Listings Taken in Month	4	2	7	2	10	2	7	6	9	5	4	1	0%	40	YTD	-7%
	# of Pending Transactions	4	2	5	3	4	6	4	3	6	8	5	2	-57%	31	YTD	-24%
	Months Supply of Inventory	1.0	2.0	1.2	1.3	2.5	0.7	1.5	3.0	1.5	0.5	0.8	1.5	320%	1.7	AVG	205%
	# of Closed Sales	2	1	2	2	4	4	4	1	5	6	7	5	-83%	20	YTD	-46%
	Median Closed Price	731,250	389,000	714,975	430,000	467,500	600,000	546,500	680,000	534,000	512,500	640,000	460,000	83%	596,978	WA	21%
2018	Active Listings (EOM)	1	1	2	2	3	1	6	5	7	4	4	5	25%	3	AVG	-22%
	New Listings Taken in Month	2	2	7	6	7	4	9	6	10	1	7	1	20%	43	YTD	-12%
	# of Pending Transactions	3	2	6	7	6	6	4	7	7	4	3	0	0%	41	YTD	-13%
	Months Supply of Inventory	0.3	0.5	0.3	0.3	0.5	0.2	1.5	0.7	1.0	1.0	1.3	0.0	0%	0.5	AVG	-8%
	# of Closed Sales	3	2	3	5	8	6	4	6	6	6	2	3	-25%	37	YTD	-12%
	Median Closed Price	370,000	464,000	590,000	540,000	428,000	629,000	384,000	371,500	582,500	463,250	602,500	488,500	-14%	491,510	WA	13%
2017	Active Listings (EOM)	2	2	5	3	4	3	4	4	5	7	3	1	-43%	3	AVG	-16%
	New Listings Taken in Month	3	6	10	3	6	8	8	5	9	4	1	1	0%	49	YTD	4%
	# of Pending Transactions	4	6	8	6	4	6	7	6	6	1	5	2	50%	47	YTD	9%
	Months Supply of Inventory	0.5	0.3	0.6	0.5	1.0	0.5	0.6	0.7	0.8	7.0	0.6	0.5	-62%	0.6	AVG	-34%
	# of Closed Sales	5	4	6	8	2	5	4	8	4	7	1	3	60%	42	YTD	14%
	Median Closed Price	390,000	409,500	468,364	380,500	522,748	468,000	375,950	432,500	452,250	534,950	389,000	586,800	-21%	436,430	WA	-6%
2016	Active Listings (EOM)	3	3	4	4	2	3	6	7	6	7	2	4	75%	4	AVG	-26%
	New Listings Taken in Month	6	7	6	6	5	6	6	5	6	2	0	4	0%	47	YTD	12%
	# of Pending Transactions	6	7	4	7	7	5	3	4	7	1	5	2	0%	43	YTD	-12%
	Months Supply of Inventory	0.5	0.4	1.0	0.6	0.3	0.6	2.0	1.8	0.9	7.0	0.4	2.0	75%	0.9	AVG	-20%
	# of Closed Sales	1	5	3	4	9	6	4	5	2	7	0	2	-17%	37	YTD	-8%
	Median Closed Price	496,950	500,000	450,000	336,000	417,251	443,500	455,500	550,000	396,500	493,000	0	497,500	43%	463,972	WA	-8%
2015	Active Listings (EOM)	9	6	7	5	4	4	4	4	4	4	2	2	-50%	5	AVG	-26%
	New Listings Taken in Month	5	2	9	5	6	5	5	5	5	7	2	0	0%	42	YTD	11%
	# of Pending Transactions	3	4	9	7	7	11	4	4	5	10	4	1	-20%	49	YTD	44%
	Months Supply of Inventory	3.0	1.5	0.8	0.7	0.6	0.4	1.0	1.0	0.8	0.4	0.5	2.0	-38%	1.1	AVG	-52%
	# of Closed Sales	3	1	2	8	5	6	9	6	2	4	5	4	100%	40	YTD	33%
	Median Closed Price	250,500	912,500	257,500	370,150	310,000	376,450	400,000	383,500	392,000	382,500	375,000	522,675	7%	504,082	WA	37%

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.

AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Mercer Island (510)
CONDOMINIUM ONLY

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2015 - 2024

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	3	3	5	4	5	5	7	6	8	6	4	3	5	AVG
% of 12 Month Avg.	57%	66%	107%	88%	103%	96%	135%	131%	156%	127%	76%	57%		
New Listings Taken in Month	4	5	7	5	6	5	7	5	7	4	3	1	60	T
% of 12 Month Avg.	72%	108%	146%	94%	120%	104%	140%	104%	146%	84%	56%	24%		
# of Pending Transactions	4	5	5	6	5	6	5	5	5	5	4	1	55	T
% of 12 Month Avg.	83%	103%	118%	122%	109%	120%	105%	107%	109%	100%	96%	28%		
Months Supply of Inventory	0.7	0.7	1.0	0.8	1.0	0.9	1.4	1.3	1.5	1.3	0.8	2.2	1.1	AVG
% of 12 Month Avg.	65%	60%	85%	68%	89%	76%	122%	116%	135%	119%	74%	191%		
# of Closed Units	2	3	5	5	5	5	5	5	4	5	3	4	49	T
% of 12 Month Avg.	51%	71%	115%	117%	112%	120%	112%	112%	105%	120%	76%	88%		
Median Closed Price	637,570	537,694	532,534	549,815	527,800	550,008	629,070	527,325	518,425	485,418	616,425	595,798	558,990	AVG
% of 12 Month Avg.	114%	96%	95%	98%	94%	98%	113%	94%	93%	87%	110%	107%		

MARKET UPDATE

August, 2025



Mercer Island (510)

CONDOMINIUM ONLY

Closed Sales by Price by Month

2025

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$124,999		0	0	0	0	0	0						0
\$125,000 to \$249,999		0	0	0	0	0	0						0
\$250,000 to \$374,999		0	0	0	0	0	0						0
\$375,000 to \$499,999		0	0	0	0	0	0						0
\$500,000 to \$749,999		1	1	1	2	0	3						8
\$750,000 to \$999,999		0	2	0	0	0	0						2
\$1,000,000 and above		0	0	0	0	1	0						1
Grand Total		1	3	1	2	1	3						11

2024

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$124,999	0	0	0	0	0	0	0	0	0	0	0	0	0
\$125,000 to \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0
\$250,000 to \$374,999	1	0	0	0	0	0	0	1	0	0	0	0	2
\$375,000 to \$499,999	0	1	1	0	0	0	0	0	0	1	0	0	2
\$500,000 to \$749,999	1	0	1	0	1	1	3	0	3	2	0	0	7
\$750,000 to \$999,999	0	0	0	1	1	0	1	2	0	0	0	1	5
\$1,000,000 and above	0	0	0	0	0	0	0	0	1	0	1	1	0
Grand Total	2	1	2	1	2	1	4	3	4	3	1	2	16

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$124,999		N/A	N/A	N/A	N/A	N/A	N/A						N/A
\$125,000 to \$249,999		N/A	N/A	N/A	N/A	N/A	N/A						N/A
\$250,000 to \$374,999		N/A	N/A	N/A	N/A	N/A	N/A						-100%
\$375,000 to \$499,999		-100%	-100%	N/A	N/A	N/A	N/A						-100%
\$500,000 to \$749,999		N/A	0%	N/A	100%	-100%	0%						14%
\$750,000 to \$999,999		N/A	N/A	-100%	-100%	N/A	-100%						-60%
\$1,000,000 and above		N/A	N/A	N/A	N/A	N/A	N/A						N/A
Grand Total		0%	50%	0%	0%	0%	-25%						-31%