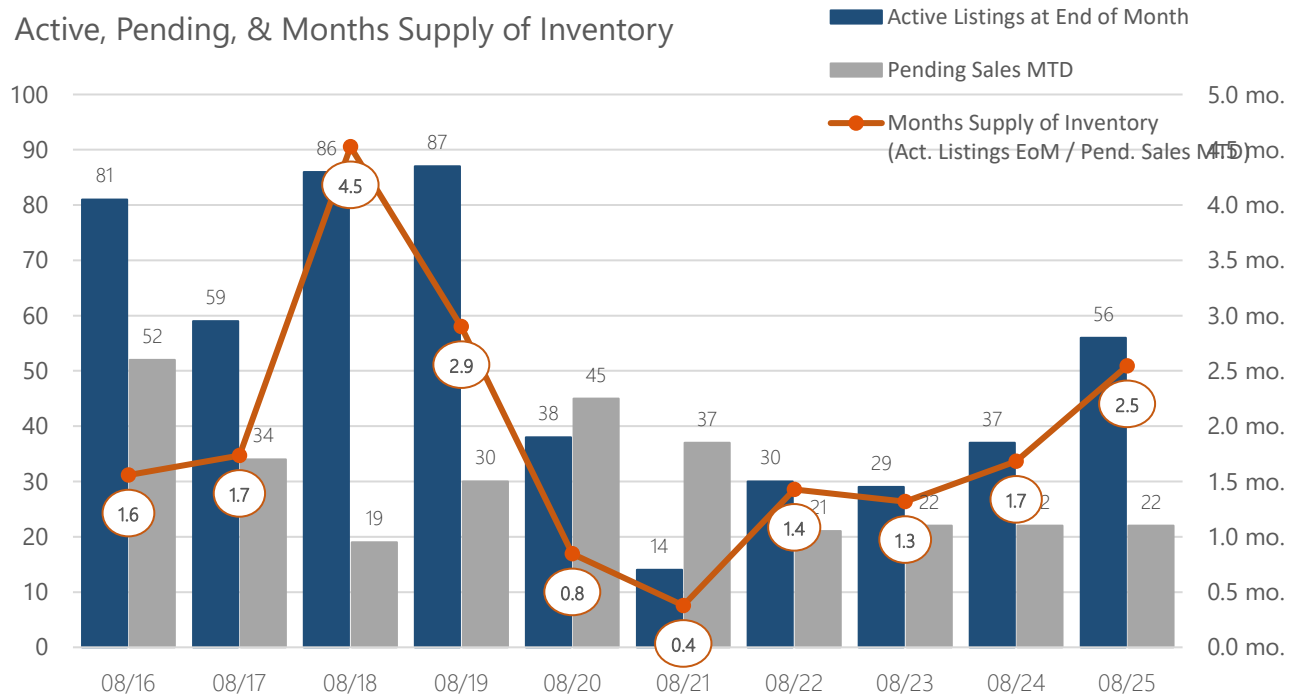


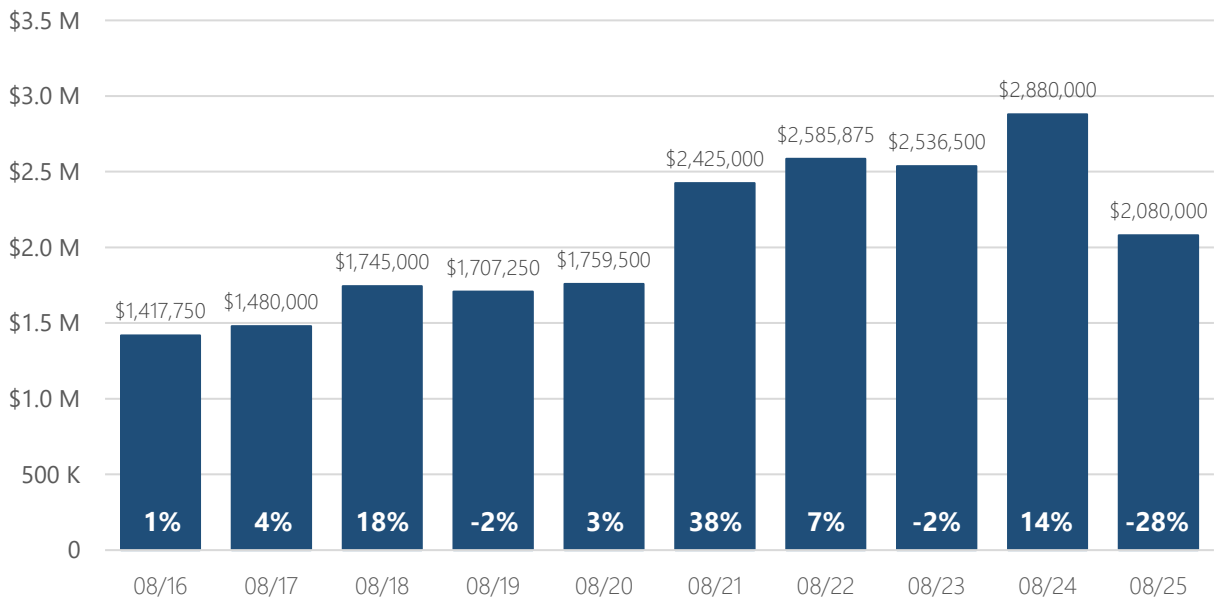
## Mercer Island (510)

### RESIDENTIAL ONLY

#### Active, Pending, & Months Supply of Inventory



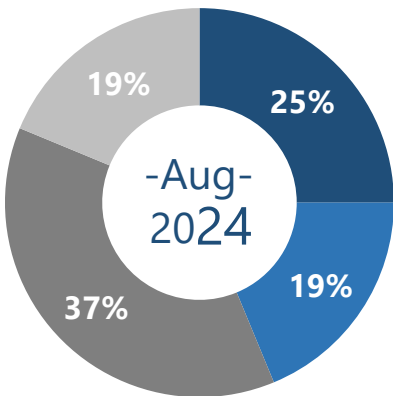
#### Median Closed Sales Price For Current Month Sold Properties



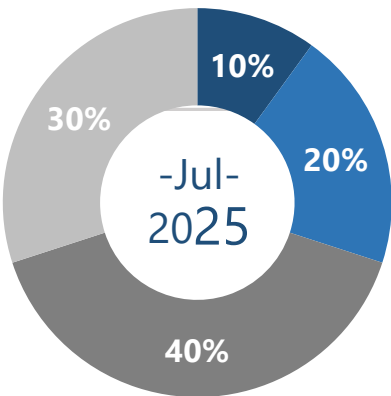
Mercer Island (510)

RESIDENTIAL ONLY

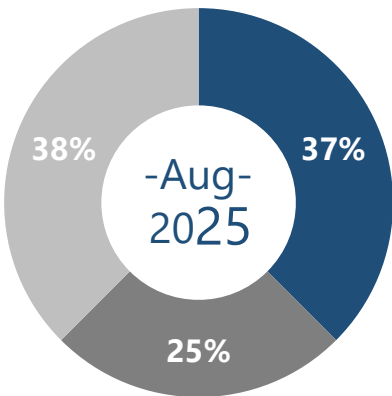
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE










SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

AUGUST 2025		 SOLD ABOVE LIST PRICE	 SOLD AT LIST PRICE	 SOLD BELOW LIST PRICE	 PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET		4	0	19	68
NUMBER OF SALES IN MONTH		6	0	4	6
MEDIAN % FROM ORIGINAL LIST PRICE		5%	0%	-6%	N/A

**Mercer Island (510)**

RESIDENTIAL ONLY

**Sales Price to List Price  
based on Market Time**

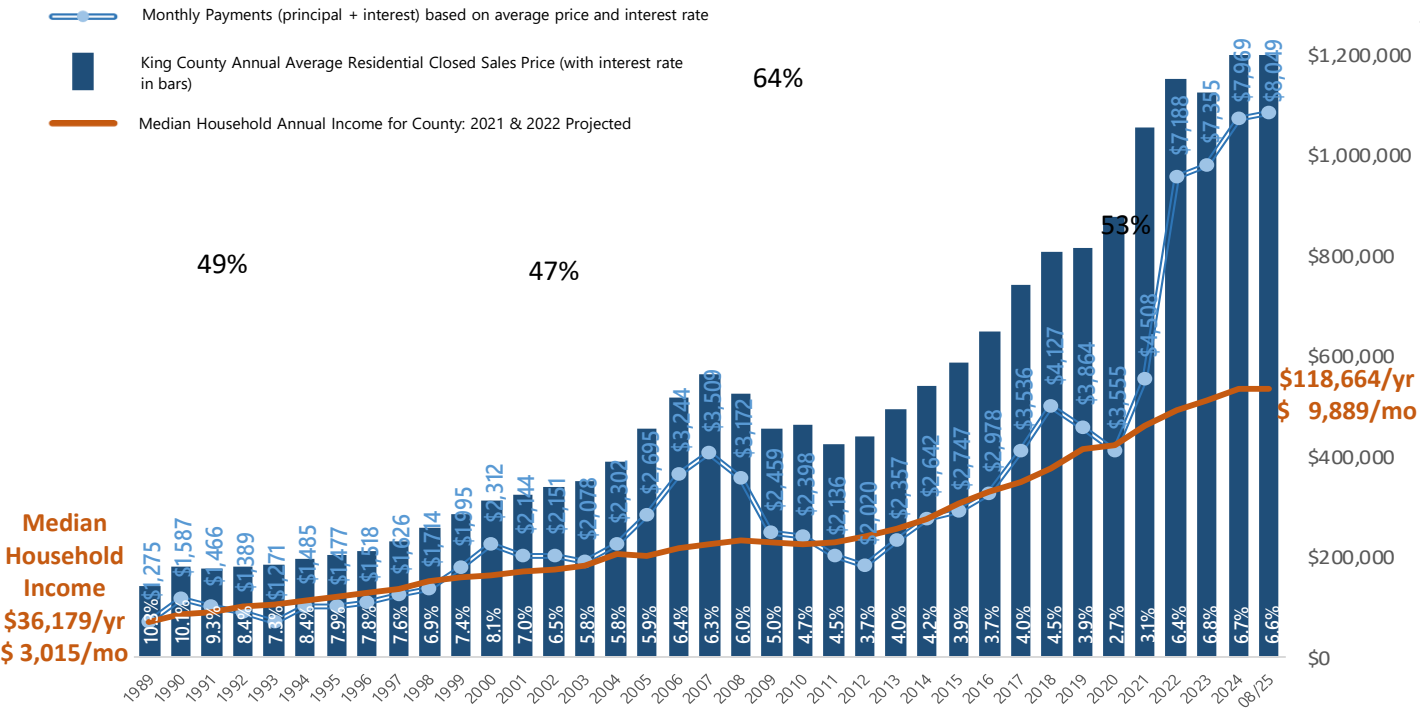
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	102.6%	102.6%	11	68.8%
15 - 30	94.4%	94.4%	2	12.5%
31 - 60	92.3%	92.3%	2	12.5%
61 - 90	92.9%	92.9%	1	6.3%
90+	0.0%	0.0%	0	0.0%
Totals			16	100.0%

**The Cost of  
Waiting a Year**

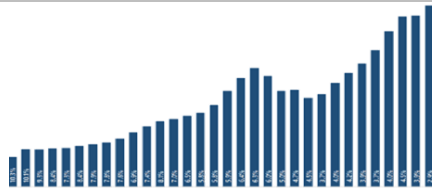
	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
August, 2025	\$2,080,000	6.59%	\$13,270
August, 2024	\$2,880,000	6.50%	\$18,204
	<b>-\$800,000</b>	<b>0.09%</b>	<b>-\$4,933</b> Per Month
			<b>-\$59,198</b> Per Year
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			

# Monthly Payments Compared to Income Trendline King County

73%



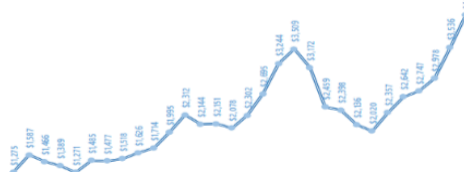
A



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

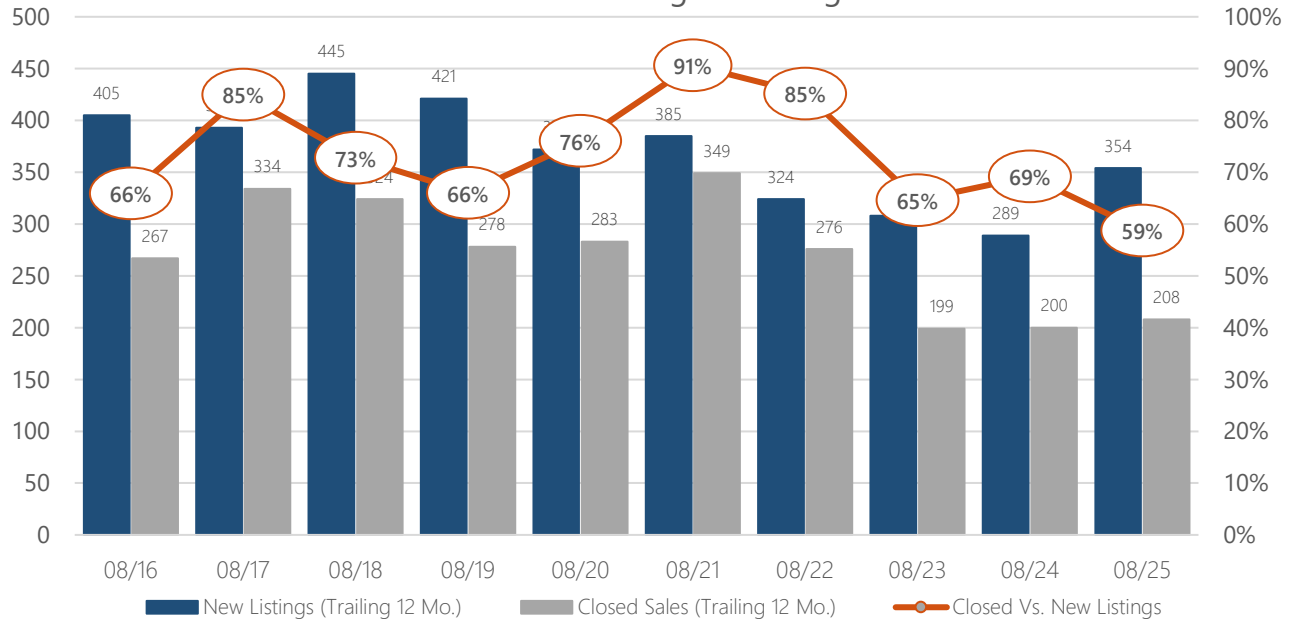
Monthly cycle peaks shown

## Mercer Island (510)

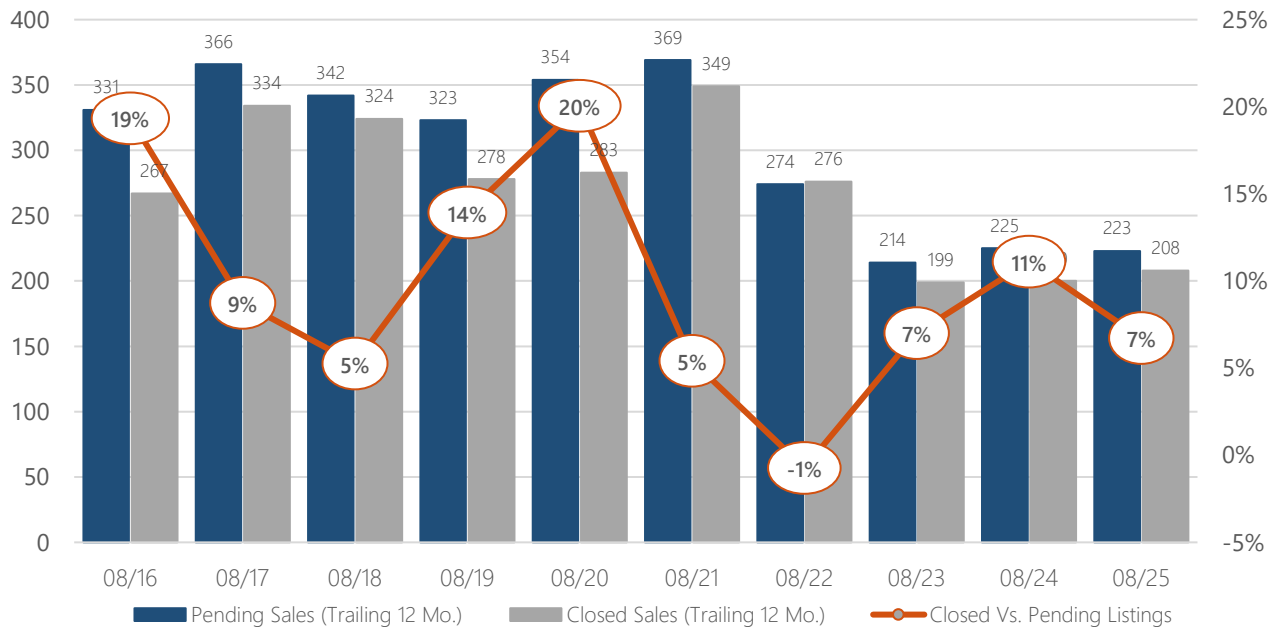
### RESIDENTIAL ONLY

#### 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 • RESIDENTIAL 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	1.0	1.9	1.5	530	0.9	1.2	1.8
110	1.3	2.1	1.8	540	1.1	1.1	2.1
120	0.6	1.5	1.8	550	1.4	2.0	3.1
130	1.0	1.7	1.8	560	1.8	2.0	3.4
140	0.9	1.5	2.1	600	1.2	1.3	2.5
300	2.0	1.8	1.6	610	1.1	1.2	2.3
310	1.1	2.0	2.5	700	1.6	2.1	2.3
320	1.4	1.4	2.8	701	0.0	0.0	0.0
330	1.6	1.7	2.2	705	1.4	1.7	1.8
340	1.3	1.5	1.9	710	1.1	2.1	1.7
350	0.9	1.1	1.8	715	2.4	1.1	2.1
360	1.4	1.5	3.8	720	0.8	1.7	1.6
380	1.9	2.2	2.7	730	0.8	1.0	1.6
385	2.0	2.4	3.9	740	1.0	1.2	1.7
390	2.5	2.5	2.8	750	1.2	1.5	2.2
500	1.6	1.2	2.1	760	1.5	1.3	2.4
510	1.3	1.7	2.5	770	1.3	1.2	2.1
520	3.7	2.8	4.4	800	4.7	2.8	3.0

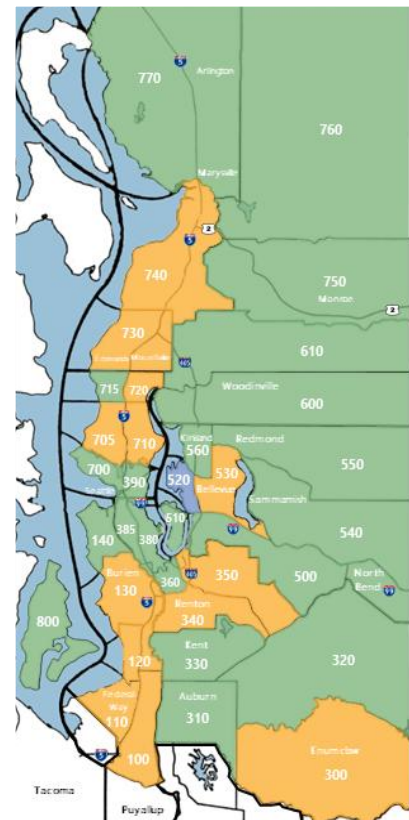
### 2 YEARS AGO



### 1 YEAR AGO



### CURRENT YEAR



# 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)

### RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2025	Active Listings (EOM)	21	16	29	48	65	65	62	56					51%	45	AVG	82%
	New Listings Taken in Month	15	17	34	51	64	48	35	24					-20%	288	YTD	25%
	# of Pending Transactions	7	17	19	21	28	30	20	22					0%	164	YTD	-6%
	Months Supply of Inventory	3.0	0.9	1.5	2.3	2.3	2.2	3.1	2.5					51%	2.2	AVG	88%
	# of Closed Sales	4	8	17	20	20	24	30	16					0%	139	YTD	-7%
	Median Closed Price	1,790,000	3,016,500	2,600,000	2,500,000	2,500,000	2,504,000	2,600,000	2,080,000					-28%	2,497,118	WA	-2%
2024	Active Listings (EOM)	7	18	14	16	31	36	40	37	48	32	20	13	28%	25	AVG	-23%
	New Listings Taken in Month	11	22	26	31	37	42	32	30	42	14	9	1	0%	231	YTD	1%
	# of Pending Transactions	11	10	29	26	20	31	25	22	23	20	13	3	0%	174	YTD	2%
	Months Supply of Inventory	0.6	1.8	0.5	0.6	1.6	1.2	1.6	1.7	2.1	1.6	1.5	4.3	28%	1.2	AVG	-30%
	# of Closed Sales	9	10	15	21	24	23	32	16	16	29	12	12	-33%	150	YTD	-2%
	Median Closed Price	2,499,000	2,107,500	2,835,000	2,560,000	2,520,500	2,575,000	2,262,500	2,880,000	2,380,000	2,200,000	1,950,000	2,455,500	14%	2,553,138	WA	16%
2023	Active Listings (EOM)	26	28	37	38	32	37	31	29	27	28	22	12	-3%	32	AVG	70%
	New Listings Taken in Month	14	22	37	29	40	38	20	28	28	20	7	3	40%	228	YTD	-1%
	# of Pending Transactions	10	11	21	26	35	26	20	22	23	11	8	9	5%	171	YTD	-7%
	Months Supply of Inventory	2.6	2.5	1.8	1.5	0.9	1.4	1.6	1.3	1.2	2.5	2.8	1.3	-8%	1.7	AVG	104%
	# of Closed Sales	7	5	19	19	19	32	28	24	15	15	9	11	-8%	153	YTD	-6%
	Median Closed Price	2,120,000	1,630,000	2,320,000	2,120,000	2,300,000	2,177,500	2,225,000	2,536,500	2,560,000	2,550,000	2,265,500	2,100,000	-2%	2,205,753	WA	-19%
2022	Active Listings (EOM)	3	5	7	19	22	34	32	30	44	44	43	29	114%	19	AVG	33%
	New Listings Taken in Month	13	24	30	39	41	35	29	20	37	26	13	4	-50%	231	YTD	-20%
	# of Pending Transactions	12	21	28	23	32	19	27	21	15	12	7	9	-43%	183	YTD	-30%
	Months Supply of Inventory	0.3	0.2	0.3	0.8	0.7	1.8	1.2	1.4	2.9	3.7	6.1	3.2	278%	0.8	AVG	83%
	# of Closed Sales	7	15	15	30	23	28	19	26	16	11	11	8	-26%	163	YTD	-26%
	Median Closed Price	3,525,000	2,525,000	2,530,000	2,775,000	2,736,000	2,450,000	2,298,000	2,585,875	2,411,500	3,050,000	2,780,000	2,821,250	7%	2,723,868	WA	27%
2021	# of Active Listings	15	15	11	19	12	15	13	14	17	11	4	1	-63%	14	A	-70%
	New Listings Taken in Month	21	35	32	45	31	48	35	40	33	25	23	12	18%	287	YTD	-11%
	# of Pending Transactions	19	31	29	38	39	39	31	37	28	27	27	9	-18%	263	YTD	1%
	Months Supply of Inventory	0.8	0.5	0.4	0.5	0.3	0.4	0.4	0.4	0.6	0.4	0.1	0.1	-55%	0.5	A	-73%
	# of Closed Sales	9	14	33	24	28	41	37	35	34	28	21	30	3%	221	T	15%
	Median Closed Price	2,100,000	1,950,000	1,930,000	2,315,000	2,212,500	2,060,000	2,000,000	2,425,000	2,785,000	2,387,500	2,545,000	2,015,000	38%	2,137,179	WA	29%

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)

### RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2020	Active Listings (EOM)	36	37	43	50	54	61	56	38	32	30	17	12	-56%	47	AVG	-44%
	New Listings Taken in Month	20	34	41	20	39	49	46	37	40	37	9	12	9%	286	YTD	-11%
	# of Pending Transactions	22	34	29	12	32	41	45	45	38	34	23	11	50%	260	YTD	6%
	Months Supply of Inventory	1.6	1.1	1.5	4.2	1.7	1.5	1.2	0.8	0.8	0.9	0.7	1.1	-71%	1.7	AVG	-42%
	# of Closed Sales	11	19	28	19	10	32	39	34	42	33	28	25	21%	192	YTD	-8%
	Median Closed Price	1,400,000	1,880,000	1,722,500	1,470,000	1,677,500	1,644,000	1,649,000	1,759,500	1,692,500	1,589,500	2,037,500	2,220,000	3%	1,662,874	WA	-2%
2019	Active Listings (EOM)	67	72	85	84	90	93	97	87	83	81	59	43	1%	84	AVG	42%
	New Listings Taken in Month	32	32	40	48	62	36	37	34	41	30	11	4	-11%	321	YTD	-7%
	# of Pending Transactions	19	24	24	41	51	24	33	30	32	28	25	9	58%	246	YTD	8%
	Months Supply of Inventory	3.5	3.0	3.5	2.0	1.8	3.9	2.9	2.9	2.6	2.9	2.4	4.8	-36%	2.9	AVG	32%
	# of Closed Sales	19	15	24	14	34	51	24	28	26	24	20	21	-20%	209	YTD	-4%
	Median Closed Price	1,470,850	1,490,000	1,587,500	1,582,500	1,797,500	1,910,000	1,910,000	1,707,250	1,600,000	1,442,607	2,097,000	1,525,000	-2%	1,698,168	WA	2%
2018	Active Listings (EOM)	32	46	50	48	61	75	76	86	86	74	69	58	46%	59	AVG	0%
	New Listings Taken in Month	22	46	47	31	55	66	39	38	31	33	22	14	15%	344	YTD	9%
	# of Pending Transactions	14	31	39	29	34	33	29	19	20	24	18	15	-44%	228	YTD	-16%
	Months Supply of Inventory	2.3	1.5	1.3	1.7	1.8	2.3	2.6	4.5	4.3	3.1	3.8	3.9	161%	2.2	AVG	16%
	# of Closed Sales	16	16	28	33	32	29	29	35	13	17	21	18	9%	218	YTD	-2%
	Median Closed Price	1,530,000	1,762,500	1,573,724	1,614,415	1,705,000	1,662,000	1,680,000	1,745,000	1,720,000	1,595,000	1,650,000	2,308,000	18%	1,662,589	WA	8%
2017	Active Listings (EOM)	51	55	60	52	64	66	66	59	63	69	41	27	-27%	59	AVG	7%
	New Listings Taken in Month	30	28	42	39	59	52	32	33	32	42	17	10	-27%	315	YTD	-4%
	# of Pending Transactions	17	18	33	44	44	48	35	34	29	30	38	17	-35%	273	YTD	9%
	Months Supply of Inventory	3.0	3.1	1.8	1.2	1.5	1.4	1.9	1.7	2.2	2.3	1.1	1.6	11%	1.9	AVG	8%
	# of Closed Sales	10	13	25	23	38	46	36	32	26	23	24	33	0%	223	YTD	25%
	Median Closed Price	1,508,750	1,360,000	1,725,000	1,470,000	1,686,500	1,565,000	1,435,000	1,480,000	1,426,900	1,391,600	1,462,500	1,625,000	4%	1,537,629	WA	1%
2016	Active Listings (EOM)	27	25	33	50	59	77	92	81	80	73	48	39	59%	56	AVG	4%
	New Listings Taken in Month	19	15	42	51	43	59	55	45	32	29	8	9	96%	329	YTD	10%
	# of Pending Transactions	12	19	35	30	31	34	38	52	26	28	26	13	68%	251	YTD	-17%
	Months Supply of Inventory	2.3	1.3	0.9	1.7	1.9	2.3	2.4	1.6	3.1	2.6	1.8	3.0	-5%	1.8	AVG	13%
	# of Closed Sales	10	7	22	18	28	31	31	32	38	30	25	18	-29%	179	YTD	-26%
	Median Closed Price	1,147,500	2,200,000	1,590,000	1,255,000	1,450,000	1,321,050	1,303,475	1,417,750	1,298,999	1,265,000	1,150,000	1,349,500	1%	1,524,772	WA	26%
2015	Active Listings (EOM)	43	52	54	50	60	64	54	51	51	52	36	24	-43%	54	AVG	-34%
	New Listings Taken in Month	22	28	48	43	50	51	33	23	31	29	9	7	-34%	298	YTD	-17%
	# of Pending Transactions	19	19	41	50	45	49	48	31	28	23	20	9	-11%	302	YTD	-4%
	Months Supply of Inventory	2.3	2.7	1.3	1.0	1.3	1.3	1.1	1.6	1.8	2.3	1.8	2.7	-36%	1.6	AVG	-25%
	# of Closed Sales	14	10	19	39	35	42	39	45	21	24	23	20	55%	243	YTD	-3%
	Median Closed Price	1,127,500	1,282,500	1,100,000	1,160,000	1,120,000	1,336,700	1,088,000	1,400,000	1,159,000	1,007,400	1,200,000	1,125,000	41%	1,212,370	WA	12%

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)**  
RESIDENTIAL 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)	31	35	39	43	49	56	56	51	53	49	36	26	44	AVG
% of 12 Month Avg.	70%	81%	90%	98%	111%	128%	128%	117%	122%	113%	82%	59%		
New Listings Taken in Month	20	29	39	38	46	48	36	33	35	29	13	8	371	T
% of 12 Month Avg.	66%	93%	125%	122%	148%	154%	116%	106%	112%	92%	41%	25%		
# of Pending Transactions	16	22	31	32	36	34	33	31	26	24	21	10	316	T
% of 12 Month Avg.	59%	83%	117%	121%	138%	131%	126%	119%	100%	90%	78%	40%		
Months Supply of Inventory	2.0	1.6	1.3	1.3	1.3	1.6	1.7	1.6	2.0	2.1	1.8	2.5	1.7	AVG
% of 12 Month Avg.	114%	93%	74%	77%	77%	93%	97%	94%	117%	120%	101%	143%		
# of Closed Units	11	12	23	24	27	36	31	31	25	23	19	20	282	T
% of 12 Month Avg.	48%	53%	97%	102%	115%	151%	134%	131%	105%	100%	82%	83%		
Median Closed Price	1,842,860	1,818,750	1,891,372	1,832,192	1,920,550	1,870,125	1,785,098	1,993,688	1,903,390	1,847,861	1,913,750	1,954,425	1,881,172	AVG
% of 12 Month Avg.	98%	97%	101%	97%	102%	99%	95%	106%	101%	98%	102%	104%		

# MARKET UPDATE

August, 2025



## Mercer Island (510)

RESIDENTIAL 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 \$249,999	0	0	0	0	0	0	0	0					0
\$250,000 to \$499,999	0	0	0	0	0	0	0	0					0
\$500,000 to \$749,999	0	0	0	0	0	0	0	0					0
\$750,000 to \$999,999	0	0	0	0	0	0	0	0					0
\$1,000,000 to \$1,499,999	0	0	0	0	0	0	0	1					1
\$1,500,000 to \$2,499,999	4	0	6	10	9	12	12	11					64
\$2,500,000 and above	0	8	11	10	11	12	18	4					74
<b>Grand Total</b>	<b>4</b>	<b>8</b>	<b>17</b>	<b>20</b>	<b>20</b>	<b>24</b>	<b>30</b>	<b>16</b>					<b>139</b>

2024

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0
\$250,000 to \$499,999	0	0	0	0	0	0	0	0	0	0	0	0	0
\$500,000 to \$749,999	0	0	0	0	0	0	0	0	0	0	0	0	0
\$750,000 to \$999,999	0	0	0	0	0	0	0	0	0	0	0	0	0
\$1,000,000 to \$1,499,999	1	2	0	1	0	0	2	0	1	3	2	1	6
\$1,500,000 to \$2,499,999	4	4	4	9	11	10	17	6	7	17	7	6	65
\$2,500,000 and above	4	4	11	11	13	13	13	10	8	9	3	5	79
<b>Grand Total</b>	<b>9</b>	<b>10</b>	<b>15</b>	<b>21</b>	<b>24</b>	<b>23</b>	<b>32</b>	<b>16</b>	<b>16</b>	<b>29</b>	<b>12</b>	<b>12</b>	<b>150</b>

## YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A					N/A
\$250,000 to \$499,999	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A					N/A
\$500,000 to \$749,999	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A					N/A
\$750,000 to \$999,999	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A					N/A
\$1,000,000 to \$1,499,999	-100%	-100%	N/A	-100%	N/A	N/A	-100%	N/A					-83%
\$1,500,000 to \$2,499,999	0%	-100%	50%	11%	-18%	20%	-29%	83%					-2%
\$2,500,000 and above	-100%	100%	0%	-9%	-15%	-8%	38%	-60%					-6%
<b>Grand Total</b>	<b>-56%</b>	<b>-20%</b>	<b>13%</b>	<b>-5%</b>	<b>-17%</b>	<b>4%</b>	<b>-6%</b>	<b>0%</b>					<b>-7%</b>