

Mercer Island

ANNUAL MARKET REPORT

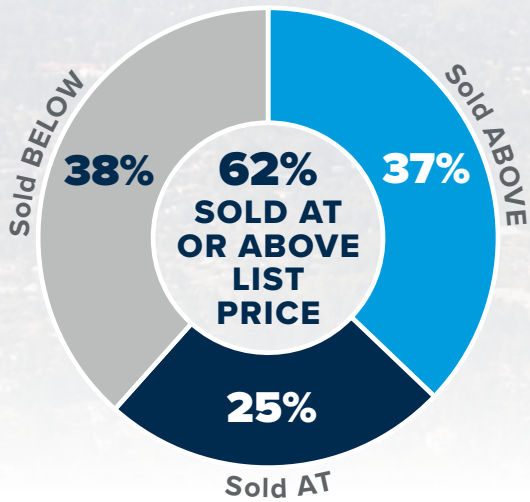


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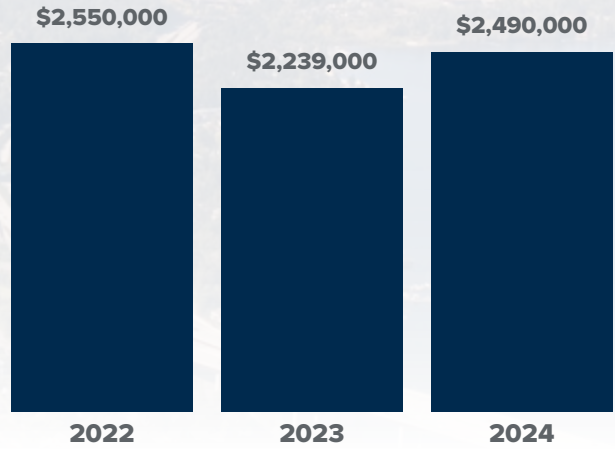
a review of single family residential
real estate activity in 2024

WINDERMERE REAL ESTATE / MERCER ISLAND


Windermere
REAL ESTATE



MEDIAN SALES PRICE

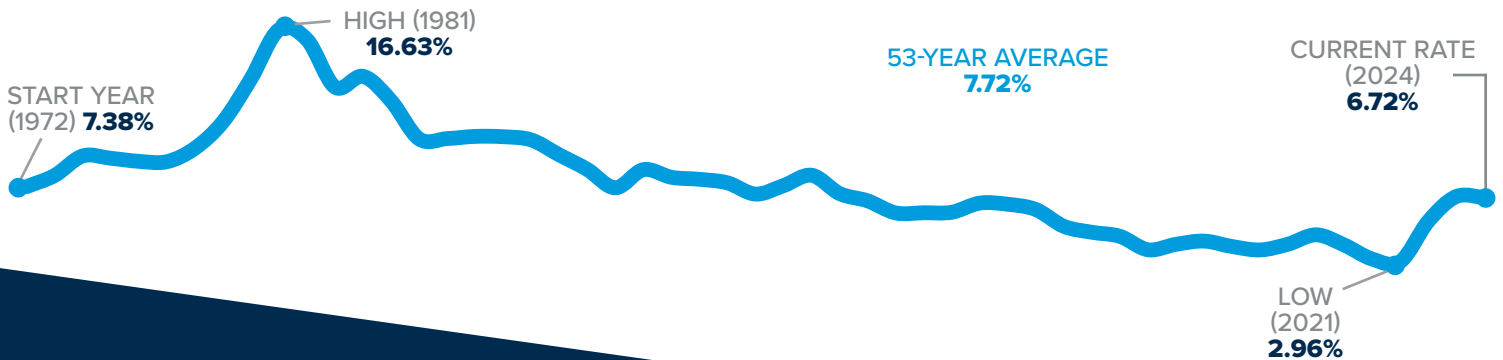


NEIGHBORHOOD SNAPSHOT

neighborhood	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price
Northend	40	\$1,122	60%	45%	\$3,946,000
First Hill	13	\$908	46%	54%	\$3,037,000
East Seattle	8	\$821	50%	38%	\$2,325,000
Westside	18	\$984	67%	72%	\$3,552,000
Mercerdale	10	\$914	80%	80%	\$2,732,000
Mercerwood	8	\$817	50%	50%	\$2,722,000
Mid-Island	80	\$857	64%	63%	\$2,789,000
Eastside	26	\$901	46%	54%	\$3,646,000
MI Estates	3	\$972	100%	100%	\$2,152,000
The Lakes	4	\$969	100%	100%	\$3,018,000
Southend	27	\$830	67%	70%	\$2,800,000
ALL ISLAND	237 2%	\$921 11%	62%	60%	\$2,490,000 11%

Percent changes are year-over-year

HISTORICAL INTEREST RATES



mercero
island sales
prices rose

11%

YEAR-OVER-YEAR

to a median of
\$2,490,000

60% OF HOMES
SOLD IN THE FIRST
10 DAYS ON MARKET

THERE WERE
298

new listings,
up 3% from
2023

on average,
homes
sold
for

\$921
PER SQ. FOOT

11%
year-
over-year

2024 YEAR IN REVIEW

We made it! 2025 is here and the real estate community is looking back fondly on a solid 2024. For Mercer Island that means: 11% overall price growth, on average 98% list to sales price ratio, and a respectable 32 cumulative days on market. This was a year of calm and confident decisions made by the entire real estate market. Home buyers and sellers alike. Looking to the neighborhoods there were two that stood out in relation to 2023: The Eastside and The Lakes where total sales had massive growth. 26 homeowners (vs 11 in 2023) moved on the Eastside and in the Lakes there were 4 transactions, a whopping change given that there were no sales reported on the MLS in 2023. The Island has not yet reached the peak prices from 2022, but we're on our way!

Shifting to the condo market, 2024 was a sleepy year. With 47 new listings and 33 sales (both about 20% lower than in 2023), the average list to sales price ratio of 101% surprised us! Total median price is down YoY by about 8%, but with such little data to draw from this number tends to swing more than most. The overall price swing was from \$339,000 for a studio to \$1,775,000 for a 2 bedroom luxury unit. 19 of the 33 sales were 2 bedroom units. All in all condos on the island are a necessary market segment that we continue to watch closely as an overall indicator of market health.

In closing: if you've waited long enough and 2025 is the year for you to make a move, we recommend front loading that decision. Pent up demand (both sellers waiting to sell and buyers waiting to buy) should give us a spring full of blossoming and beautiful inventory. There is less volatility in interest rates than there has been in recent months, you'll see that the average rate has been rock steady around 6.75% in 2023 and 2024. Overall, this is a great time to buy or sell and I know your real estate professional is excited to help you!

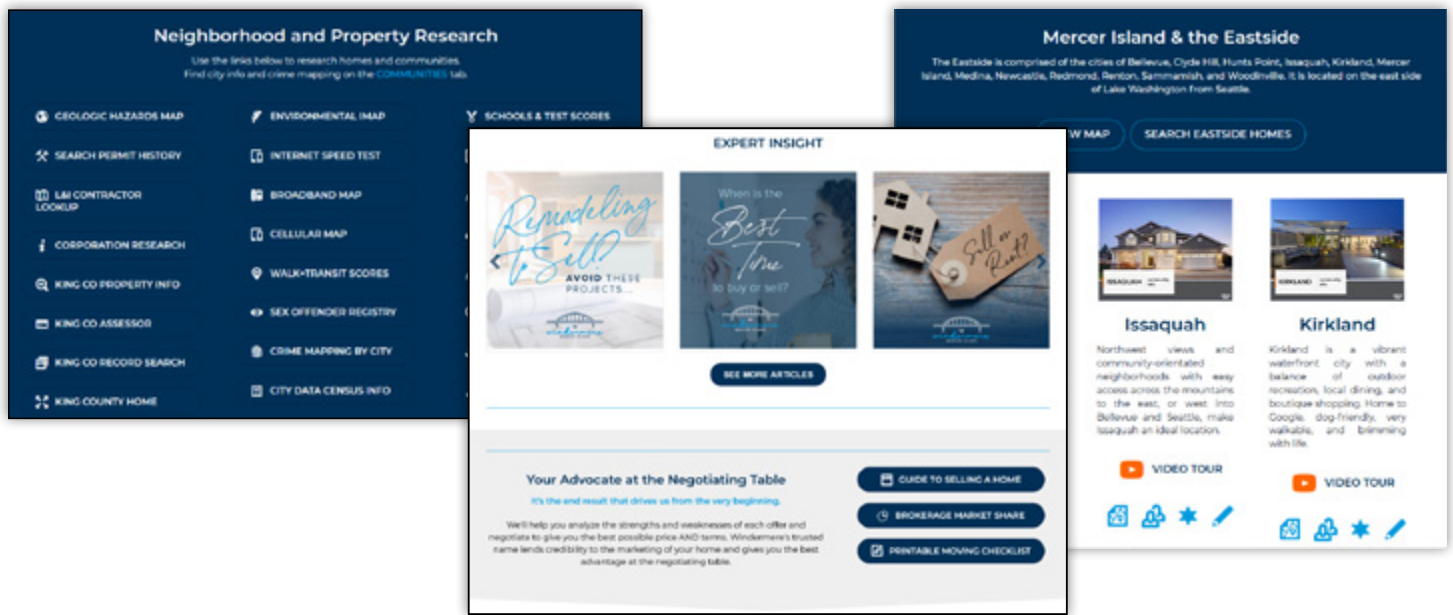


A savvy way to search HOMES & STATS ONLINE



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We earn the trust and loyalty of our brokers and clients by doing real estate exceptionally well. The leader in our market, we deliver client-focused service in an authentic, collaborative and transparent manner and with the unmatched knowledge and expertise that comes from decades of experience.

Centrally located on Mercer Island, our team of Realtors® serve Seattle, Mercer Island, and greater Eastside. Our neighborhood and community engagement goes beyond being avid supporters of Island and regional organizations and events—we are active neighbors and volunteers who enjoy making a difference in our world.

