

# Q3 2025 MERCER ISLAND

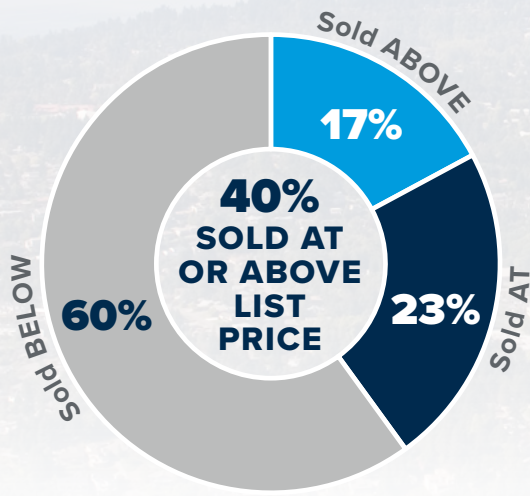
## market review

**PUBLISHED OCTOBER 2025**

a quarterly report on single family  
residential real estate activity

WINDERMERE REAL ESTATE / MERCER ISLAND

  
**Windermere**  
REAL ESTATE



## MEDIAN SALES PRICE

\$2,368,000

\$2,380,000

\$2,413,000

Q3 2023

Q3 2024

Q3 2025

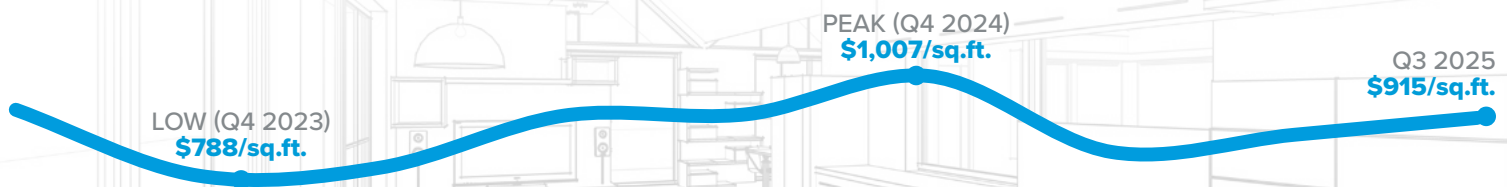
## NEIGHBORHOOD SNAPSHOT

neighborhood	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price
Northend	9	\$1,301	33%	44%	\$5,099,000
First Hill	4	\$826	50%	50%	\$2,143,000
East Seattle	3	\$1,019	67%	67%	\$2,722,000
Westside	8	\$801	38%	63%	\$3,338,000
Mercerdale	2	\$990	50%	50%	\$1,960,000
Mercerwood	3	\$864	67%	33%	\$3,123,000
Mid-Island	19	\$802	42%	37%	\$2,560,000
Eastside	12	\$964	17%	25%	\$3,508,000
MI Estates	0	-	-	-	-
The Lakes	1	\$1,020	100%	100%	\$2,925,000
Southend	9	\$770	44%	56%	\$3,003,000
<b>ALL ISLAND</b>	<b>70</b> <span>📈1%</span>	<b>\$915</b> <span>📉-1%</span>	<b>40%</b>	<b>44%</b>	<b>\$2,413,000</b> <span>📈1%</span>

Percent changes are year-over-year

## AVERAGE COST PER SQUARE FOOT

Q3 2023 - Q3 2025



**Q3 2025**

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mercer  
island sales  
prices rose

1% YEAR-  
OVER-  
YEAR

to a median of  
\$2,413,000

**44%** OF HOMES  
SOLD IN THE FIRST  
10 DAYS ON MARKET

THERE WERE

**-6%**

fewer new  
listings than in  
Q3 last year

the average  
house  
sold  
for

**\$915**  
PER SQ. FOOT

 -1%  
year-  
over-year

# Q3 2025

## market review

After a lively first half of 2025, Mercer Island's market eased into a steadier rhythm this summer. The median sale price held at \$2,413,000, which was nearly identical to last year (but down from last quarter's \$2.5M median price) with 70 total sales vs. 72. Fewer homes sold in bidding wars or within the first 10 days, but well-priced, move-in-ready listings continued to attract strong attention. The North End and East Seattle neighborhoods led in pricing, with select properties exceeding \$5M, while most of the Island maintained stable values.

The shift from spring's fast pace to summer's calmer tempo signals a more thoughtful market on Mercer Island. Sellers can expect longer market times but solid results when listings are priced strategically and presented beautifully. Buyers, meanwhile, will find a bit more room to negotiate and a wider selection across price points (60% of the homes that sold on the island sold below their original listing price) particularly appealing as single-family inventory remains limited region wide. Mercer Island continues to demonstrate both resilience and lasting desirability heading into fall.

Our advice to home sellers is genuine and has carried over from Q2: well-priced, well-prepared homes still move quickly. The first 10 days matter more than ever. For buyers, slower sales coupled with lower interest rates means you have a selective advantage and opportunity to find a great property without frenzy. Year over year, inventory is down 6%, but neighborhoods like Mid-Island, North End and the Eastside of the island have all provided a great array of homes to choose from.

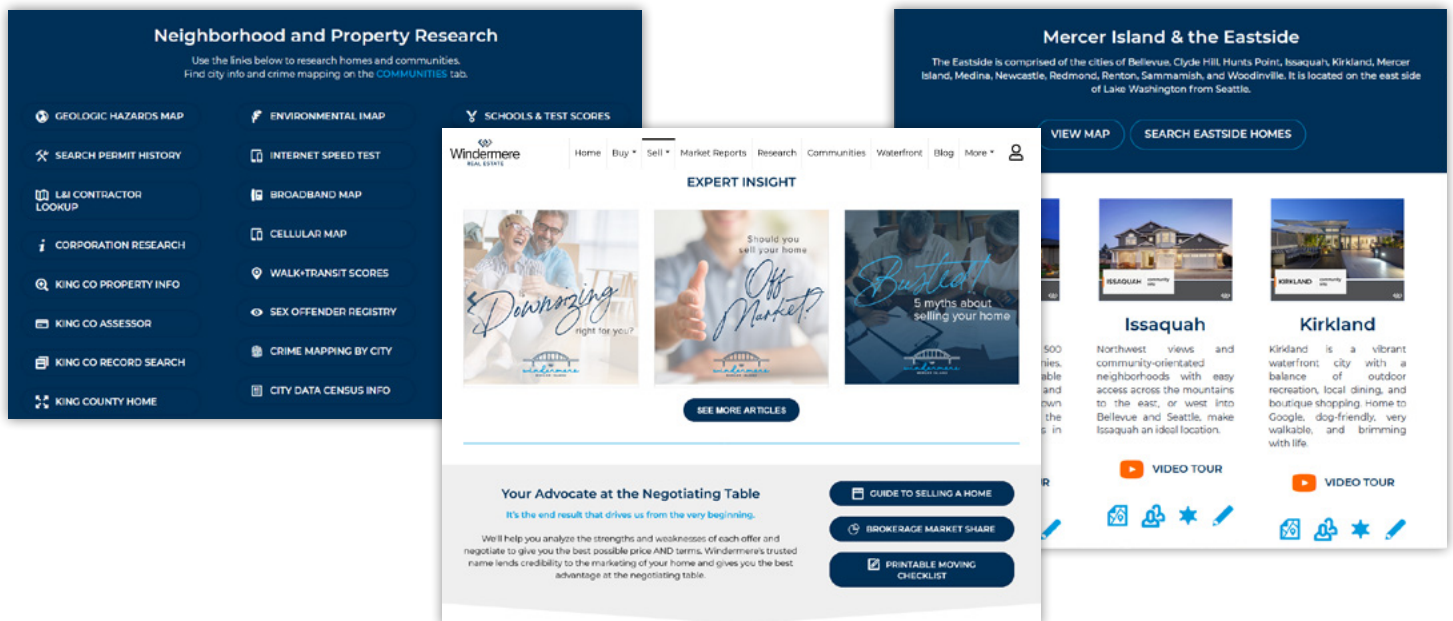


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We earn the trust and loyalty of our brokers and clients by doing real estate exceptionally well. The leader in our market, we deliver client-focused service in an authentic, collaborative and transparent manner and with the unmatched knowledge and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

