

Q3 2025 MERCER ISLAND

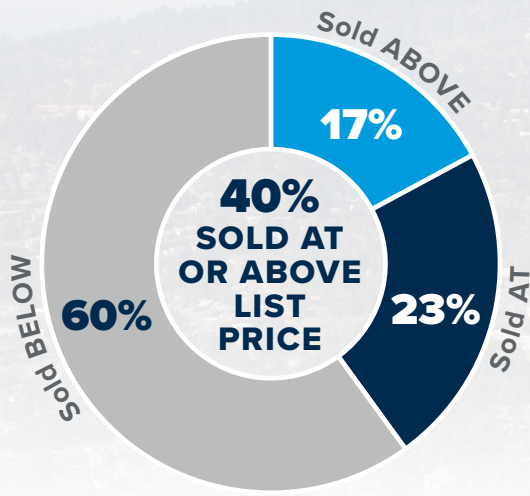
market review

PUBLISHED OCTOBER 2025

a quarterly report on single family
residential real estate activity

ANNI ZILZ, REAL ESTATE BROKER





MEDIAN SALES PRICE

\$2,368,000

\$2,380,000

\$2,413,000

Q3 2023

Q3 2024

Q3 2025

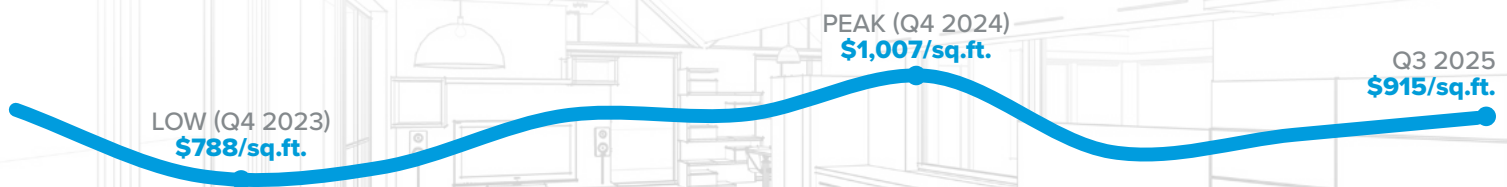
NEIGHBORHOOD SNAPSHOT

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
ALL ISLAND	70 1%	\$915 -1%	40%	44%	\$2,413,000 1%

Percent changes are year-over-year

AVERAGE COST PER SQUARE FOOT

Q3 2023 - Q3 2025



Q3 2025

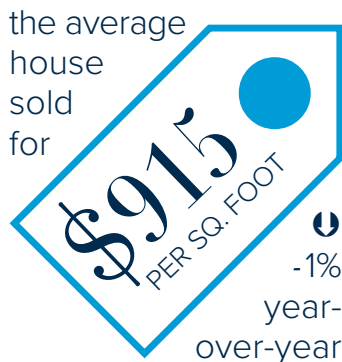
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to a median of
\$2,413,000

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



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.



A savvy way to search HOMES & STATS ONLINE



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Visit annizilz.com to find all of the real estate resources you need in one convenient place.

- **Market Reports.** Closely track market trends as they emerge in your neighborhood. Reports are available for 21 market areas in the Seattle and Eastside region.
- **Home Buying and Selling Advice.** Search for homes, find useful buying tips, and discover how to best position your home for sale.
- **Property and Neighborhoods Research.** Find community profiles, video tours, and crime info plus research homes, neighborhoods, schools, maps, and county records.

The screenshots show three different sections of the Windermere Real Estate website. The first screenshot, titled 'Neighborhood and Property Research', lists various tools like 'GEOLOGIC HAZARDS MAP', 'ENVIRONMENTAL IMAP', 'SEARCH PERMIT HISTORY', 'INTERNET SPEED TEST', 'BROADBAND MAP', 'CELLULAR MAP', 'WALK-TRANSIT SCORES', 'SEX OFFENDER REGISTRY', 'CRIME MAPPING BY CITY', and 'CITY DATA CENSUS INFO'. The second screenshot, titled 'Real Estate Mastery: The Science of Selling', provides a guide to selling a home, covering topics like 'Prep Work', 'Price', 'Negotiation', 'Purchase and Sale Agreement', and 'Inspection'. The third screenshot, titled 'Mercer Island & the Eastside', features a 'SEARCH EASTSIDE HOMES' button and showcases properties in Issaquah and Kirkland, each with a 'VIDEO TOUR' link.

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Cover photo courtesy of The Sirianni Group, Listing Agents, and Andrew Webb, Clarity NW Photography.



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