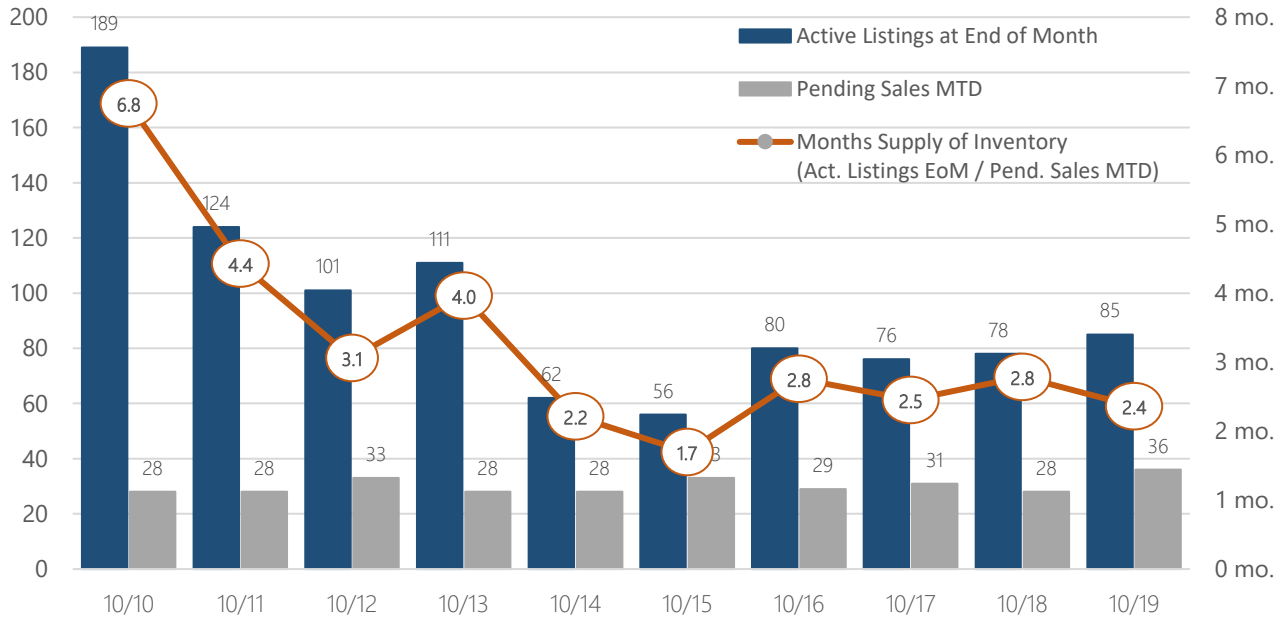


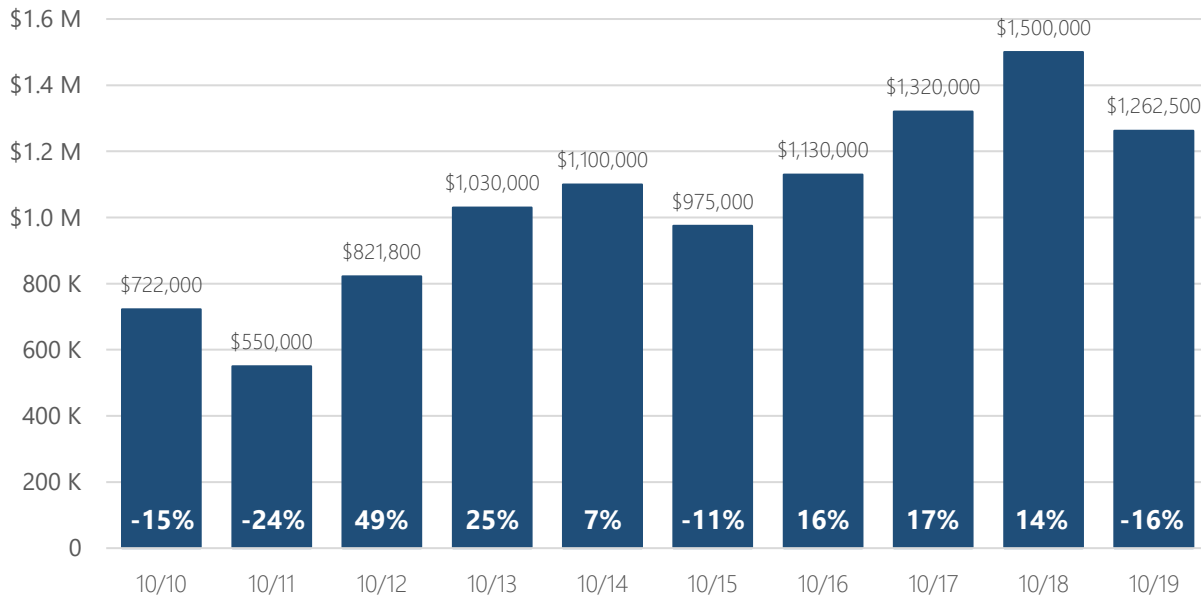
Mercer Island (510)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



Median Closed Sales Price For Current Month Listings

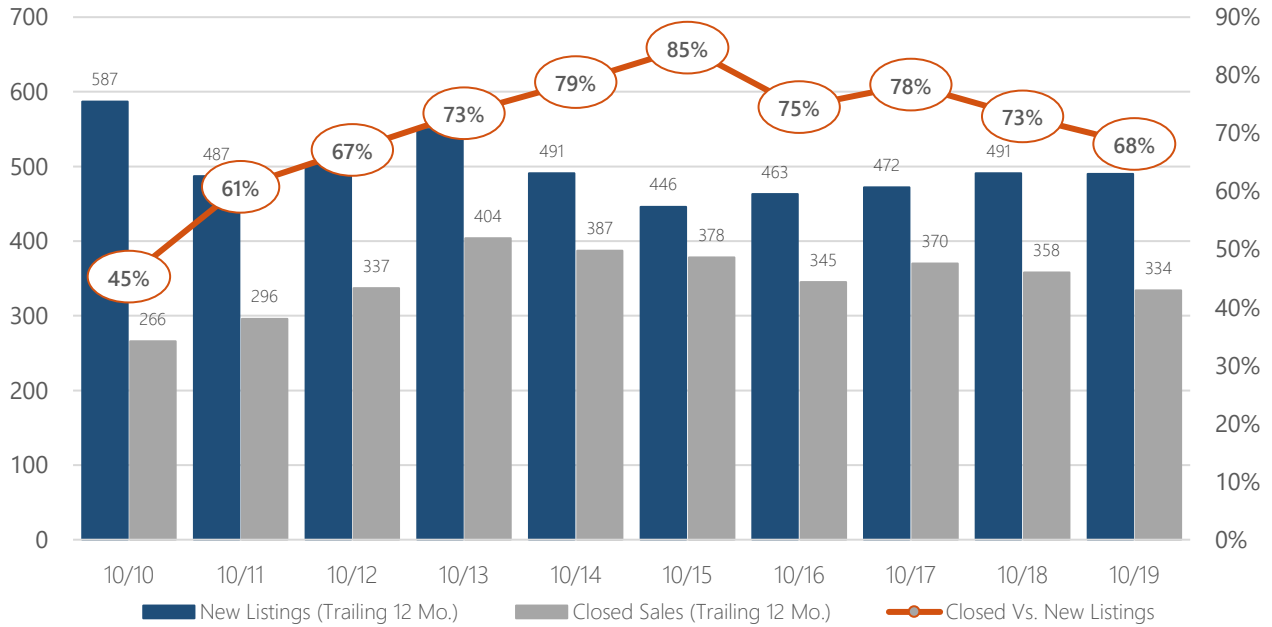


Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

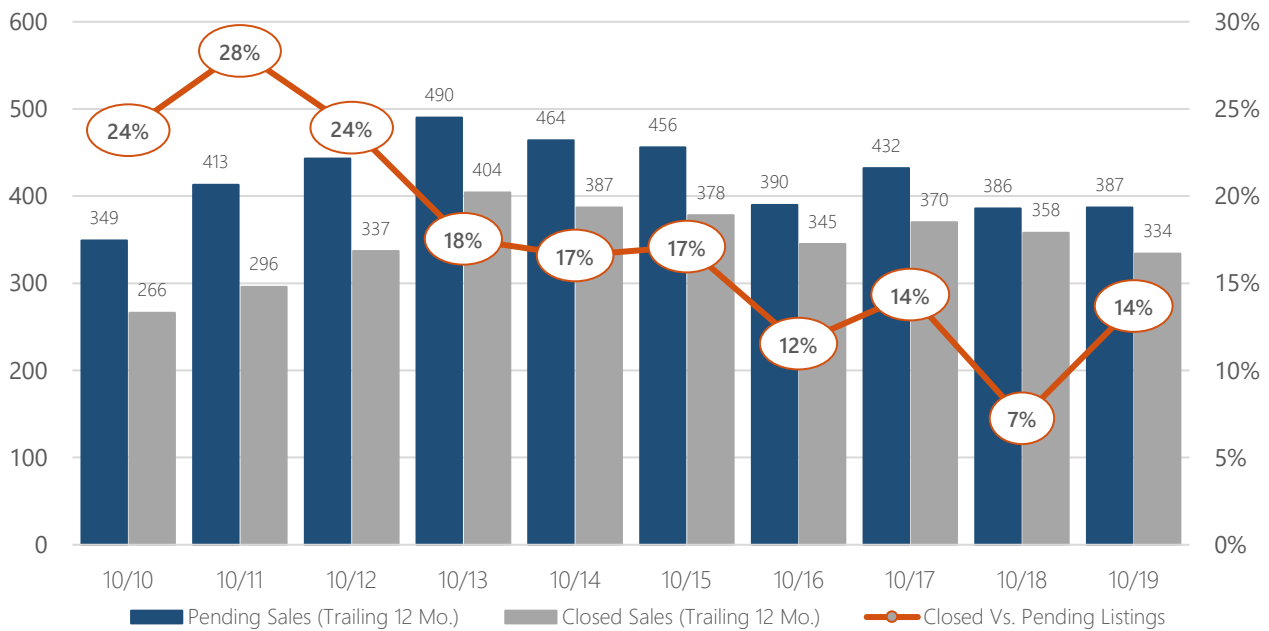
Mercer Island (510)

RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?



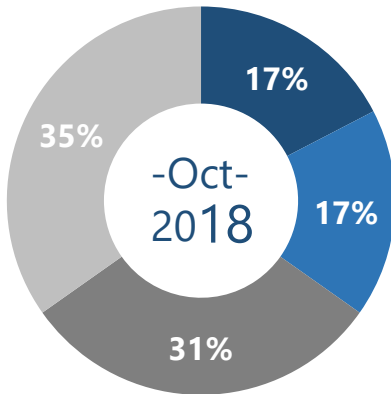
Percentage of Pending Sales that do not Close



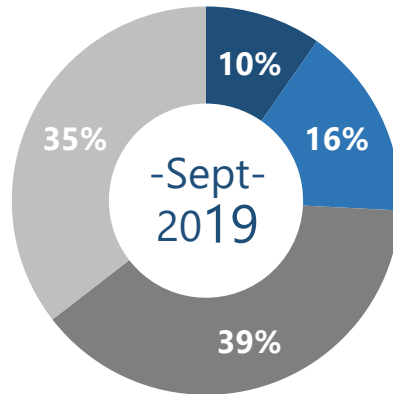
Mercer Island (510)

RESIDENTIAL & CONDOMINIUM

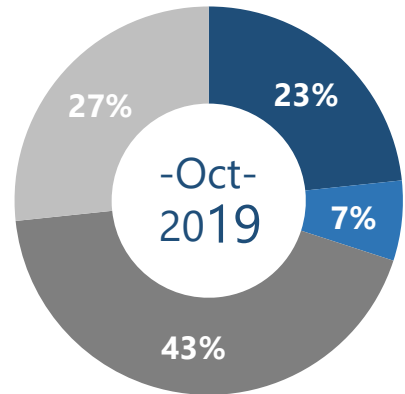
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



**SOLD
ABOVE
LIST
PRICE**



**SOLD
AT
LIST
PRICE**



**SOLD
BELOW
LIST
PRICE**



**PRICE
CHANGE
BEFORE
SALE**

OCTOBER 2019

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET ▶	3	14	18	67
NUMBER OF SALES IN MONTH ▶	7	2	13	8
MEDIAN DIFFERENCE FROM LIST PRICE ▶	2%	0%	-4%	N/A

Area	Months Inventory		Area	Months Inventory	
	2018	2019		2018	2019
100	1.9	1.0	530	1.6	1.4
110	1.3	1.0	540	2.7	1.4
120	2.4	1.3	550	1.9	1.8
130	1.9	1.4	560	2.9	1.8
140	2.2	1.3	600	2.1	1.4
300	2.5	0.9	610	2.0	1.3
310	1.8	0.8	700	2.2	2.3
320	1.9	1.4	705	2.0	1.5
330	2.1	0.9	710	1.8	1.1
340	1.9	1.2	715	2.9	2.0
350	2.5	1.5	720	2.7	1.5
360	1.6	1.2	730	1.6	1.5
380	2.1	1.7	740	1.7	1.1
385	1.9	2.1	750	1.9	1.5
390	2.1	2.2	760	2.3	1.4
500	2.8	1.4	770	1.6	1.0
510	2.8	2.4	800	1.9	3.2
520	4.2	2.3			

0 - 3	3 - 6	6+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Months Supply of Inventory

•

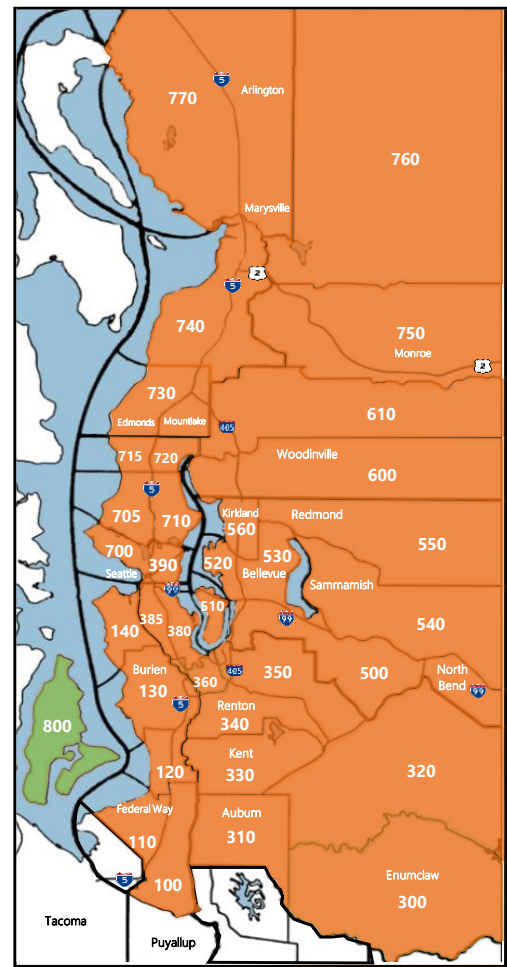
CURRENT MONTH

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KING & SNOHOMISH COUNTY

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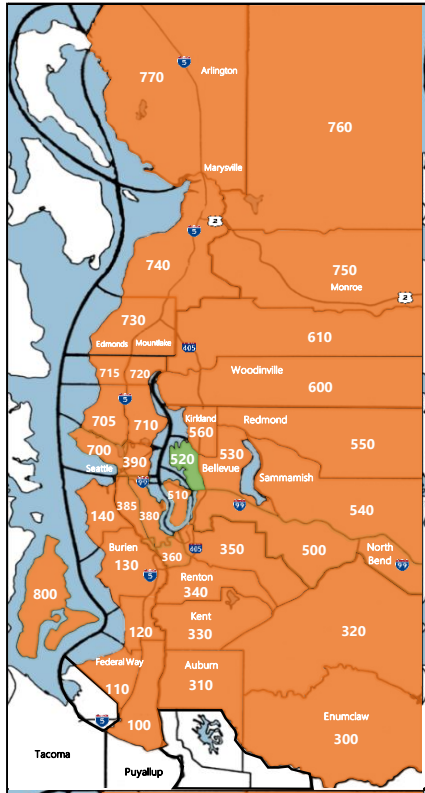
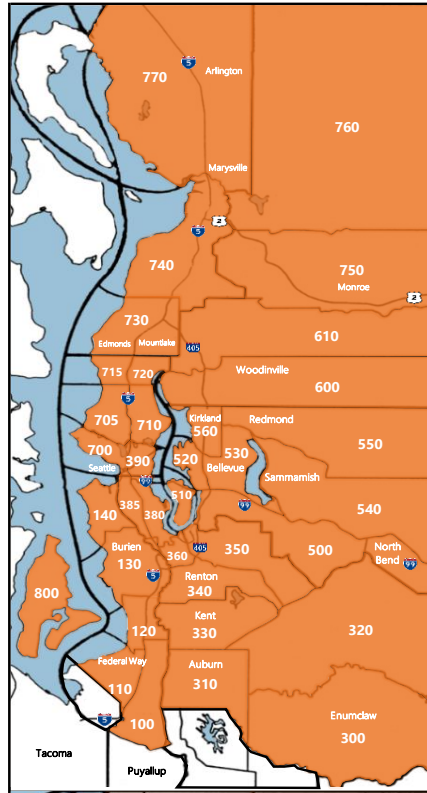
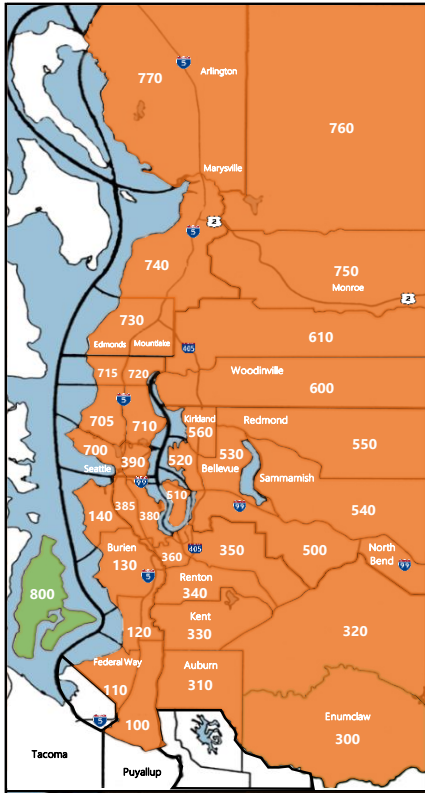
RESIDENTIAL & CONDOMINIUM



3 YEARS AGO

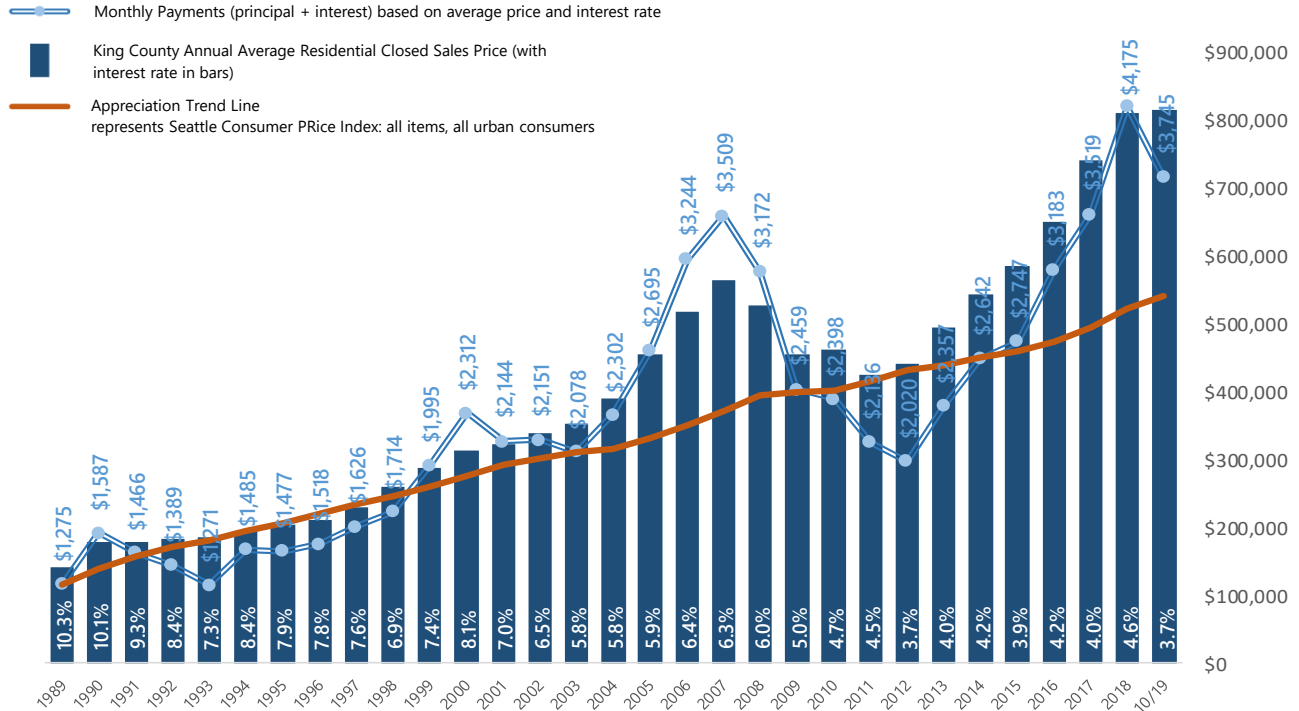
2 YEARS AGO

1 YEAR AGO



Created by Windermere Real Estate/East Inc. using NWMLS data. 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.

Monthly Payments Vs. Appreciation Trendline King County



Mercer Island (510)

RESIDENTIAL & CONDOMINIUM

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
October, 2019	\$1,262,500	3.69%	\$5,804
October, 2018	\$1,500,000	4.83%	\$7,897
	-\$237,500	-1.14%	-\$2,093 Per Month -\$25,119 Per Year

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	100.0%	100.0%	17	56.7%
15 - 30	95.1%	96.8%	7	23.3%
31 - 60	91.2%	95.5%	3	10.0%
61 - 90	91.7%	96.1%	2	6.7%
90+	86.4%	95.3%	1	3.3%
Totals			30	100.0%

Mercer Island (510)
RESIDENTIAL & CONDOMINIUM

2019

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	0	0	0	0	0	0	0	0	0	0			0
\$250,000 to \$499,999	1	1	0	1	2	1	2	0	2	3			13
\$500,000 to \$749,999	0	0	1	1	1	2	2	1	3	3			14
\$750,000 to \$999,999	2	1	2	1	2	3	1	1	1	5			19
\$1,000,000 to \$1,499,999	8	7	9	5	13	13	7	10	11	8			91
\$1,500,000 to \$2,499,999	8	5	11	6	13	19	11	13	9	8			103
\$2,500,000 and above	1	2	3	2	7	16	5	4	5	3			48
Grand Total	20	16	26	16	38	54	28	29	31	30			288

2018

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0
\$250,000 to \$499,999	2	1	1	0	5	1	3	5	1	4	0	2	23
\$500,000 to \$749,999	1	1	2	5	3	4	1	1	4	2	3	1	24
\$750,000 to \$999,999	1	0	1	1	1	1	0	2	1	3	0	0	11
\$1,000,000 to \$1,499,999	6	5	11	11	10	10	11	12	6	2	8	4	84
\$1,500,000 to \$2,499,999	8	8	10	10	14	12	12	14	5	8	8	8	101
\$2,500,000 and above	1	3	6	11	7	7	7	6	2	4	4	6	54
Grand Total	19	18	31	38	40	35	34	40	19	23	23	21	297

YOY % CHANGE

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A			N/A
\$250,000 to \$499,999	-50%	0%	-100%	N/A	-60%	0%	-33%	-100%	100%	-25%			-43%
\$500,000 to \$749,999	-100%	-100%	-50%	-80%	-67%	-50%	100%	0%	-25%	50%			-42%
\$750,000 to \$999,999	100%	N/A	100%	0%	100%	200%	N/A	-50%	0%	67%			73%
\$1,000,000 to \$1,499,999	33%	40%	-18%	-55%	30%	30%	-36%	-17%	83%	300%			8%
\$1,500,000 to \$2,499,999	0%	-38%	10%	-40%	-7%	58%	-8%	-7%	80%	0%			2%
\$2,500,000 and above	0%	-33%	-50%	-82%	0%	129%	-29%	-33%	150%	-25%			-11%
Grand Total	5%	-11%	-16%	-58%	-5%	54%	-18%	-27%	63%	30%			-3%

Mercer Island (510)

Statistics To Know

Residential

	October, 2019	October, 2018	Difference	% Change
Months Supply of Inventory	2.9	3.1	-0.2	-6%
Active Listings at End of Month	81	74	7	9%
Pending Sales MTD	28	24	4	17%
Pending Sales (Trailing 12 Months)	339	327	12	4%
Closed Sales MTD	24	17	7	41%
Closed Sales (Trailing 12 Months)	298	305	-7	-2%
Closed Sales Price (Median)	\$1,442,607	\$1,595,000	-\$152,393	-10%
30-Year-Fixed-Rate Mortgage Rate	3.7%	4.8%	-1.1%	-24%
Monthly Payments (P&I)	\$6,632	\$8,397	-\$1,765	-21%

Condominium

	October, 2019	October, 2018	Difference	% Change
Months Supply of Inventory	0.5	1.0	-0.5	-50%
Active Listings at End of Month	4	4	0	0%
Pending Sales MTD	8	4	4	100%
Pending Sales (Trailing 12 Months)	48	59	-11	-19%
Closed Sales MTD	6	6	0	0%
Closed Sales (Trailing 12 Months)	36	53	-17	-32%
Closed Sales Price (Median)	\$512,500	\$463,250	\$49,250	11%
30-Year-Fixed-Rate Mortgage Rate	3.7%	4.8%	-1.1%	-24%
Monthly Payments (P&I)	\$2,356	\$2,439	-\$83	-3%

Residential & Condominium

	October, 2019	October, 2018	Difference	% Change
Months Supply of Inventory	2.4	2.8	-0.4	-15%
Active Listings at End of Month	85	78	7	9%
Pending Sales MTD	36	28	8	29%
Pending Sales (Trailing 12 Months)	387	386	1	0%
Closed Sales MTD	30	23	7	30%
Closed Sales (Trailing 12 Months)	334	358	-24	-7%
Closed Sales Price (Median)	\$1,262,500	\$1,500,000	-\$237,500	-16%
30-Year-Fixed-Rate Mortgage Rates	3.7%	4.8%	-1.1%	-24%
Monthly Payments (P&I)	\$5,804	\$7,897	-\$2,093	-27%

Mercer Island (510)

RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2019	Active Listings (EOM)	71	76	91	88	100	97	103	96	92	85			9%	90	AVG	35%
	New Listings Taken in Month	36	34	47	50	72	38	44	40	50	35			3%	446	YTD	-3%
	# of Pending Transactions	23	26	29	44	55	30	37	33	38	36			29%	351	YTD	8%
	Months Supply of Inventory	3.1	2.9	3.1	2.0	1.8	3.2	2.8	2.9	2.4	2.4			-15%	2.7	AVG	
	# of Closed Sales	21	16	26	16	38	55	28	29	31	30			30%	290	YTD	-2%
	Median Closed Price	1,428,000	1,445,000	1,512,500	1,476,500	1,533,100	1,800,000	1,614,500	1,678,000	1,450,000	1,262,500			-16%	1,533,149	WA	1%
2018	Active Listings (EOM)	33	47	52	50	64	76	82	91	93	78	73	63	3%	67	AVG	3%
	New Listings Taken in Month	24	48	54	37	62	70	48	44	41	34	29	15	-10%	462	YTD	2%
	# of Pending Transactions	17	33	45	36	40	39	33	26	27	28	21	15	-10%	324	YTD	-16%
	Months Supply of Inventory	1.9	1.4	1.2	1.4	1.6	1.9	2.5	3.5	3.4	2.8	3.5	4.2	14%	2.2	AVG	21%
	# of Closed Sales	19	18	31	38	40	35	33	41	19	23	23	21	-23%	297	YTD	-9%
	Median Closed Price	1,499,000	1,620,000	1,500,000	1,525,000	1,515,750	1,582,000	1,524,700	1,530,000	1,365,000	1,500,000	1,635,000	2,199,950	14%	1,518,726	WA	10%
2017	Active Listings (EOM)	53	57	65	55	68	69	70	63	68	76	44	28	-5%	64	AVG	0%
	New Listings Taken in Month	33	34	52	42	65	60	40	38	41	46	18	11	48%	451	YTD	1%
	# of Pending Transactions	21	24	41	50	48	54	42	40	35	31	43	19	7%	386	YTD	8%
	Months Supply of Inventory	2.5	2.4	1.6	1.1	1.4	1.3	1.7	1.6	1.9	2.5	1.0	1.5	-11%	1.8	AVG	-1%
	# of Closed Sales	15	17	31	31	40	51	40	40	30	30	25	36	-19%	325	YTD	11%
	Median Closed Price	1,125,000	1,295,000	1,535,000	1,267,500	1,661,500	1,500,000	1,358,000	1,337,000	1,235,000	1,320,000	1,425,000	1,584,875	17%	1,380,033	WA	15%
2016	Active Listings (EOM)	30	28	37	54	61	80	98	88	86	80	50	43	43%	64	AVG	10%
	New Listings Taken in Month	25	22	48	57	48	65	61	50	38	31	8	13	-14%	445	YTD	8%
	# of Pending Transactions	18	26	39	37	38	39	41	56	33	29	31	15	-12%	356	YTD	-15%
	Months Supply of Inventory	1.7	1.1	0.9	1.5	1.6	2.1	2.4	1.6	2.6	2.8	1.6	2.9	63%	1.8	AVG	17%
	# of Closed Sales	11	12	25	22	37	37	35	37	40	37	25	20	32%	293	YTD	-12%
	Median Closed Price	995,000	747,500	1,430,000	1,190,000	1,210,000	1,250,000	1,220,000	1,275,000	1,284,000	1,130,000	1,150,000	1,287,500	16%	1,199,843	WA	7%

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2009 - 2018

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	86	96	104	106	115	119	126	120	118	106	87	69	104	AVG
% of 12 Month Avg.	82%	92%	99%	102%	110%	114%	121%	115%	113%	102%	84%	66%		
New Listings Taken in Month	37	44	51	52	57	57	51	46	40	32	22	14	502	T
% of 12 Month Avg.	89%	106%	122%	123%	136%	136%	122%	109%	94%	76%	52%	34%		
# of Pending Transactions	24	29	40	44	43	44	36	43	32	30	28	18	410	T
% of 12 Month Avg.	69%	85%	118%	128%	124%	128%	107%	125%	93%	87%	83%	53%		
Months Supply of Inventory	3.6	3.3	2.6	2.4	2.7	2.7	3.5	2.8	3.7	3.6	3.1	3.8	3.2	AVG
% of 12 Month Avg.	115%	106%	82%	77%	86%	86%	110%	89%	118%	114%	98%	120%		
# of Closed Units	16	16	24	29	36	39	35	34	28	30	22	25	334	T
% of 12 Month Avg.	58%	56%	87%	105%	128%	139%	127%	123%	100%	106%	80%	90%		

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

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

Mercer Island (510) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2015	Active Listings (EOM)	52	58	61	55	64	68	58	55	55	56	38	26	-10%	58	AVG	-32%
	New Listings Taken in Month	27	30	57	48	56	56	38	28	36	36	11	7	89%	412	YTD	-9%
	# of Pending Transactions	22	23	50	57	52	60	52	35	33	33	24	10	18%	417	YTD	0%
	Months Supply of Inventory	2.4	2.5	1.2	1.0	1.2	1.1	1.1	1.6	1.7	1.7	1.6	2.6	-23%	1.5	AVG	
	# of Closed Sales	17	11	21	47	40	48	48	51	23	28	28	24	-10%	334	YTD	-1%
	Median Closed Price	987,500	1,165,000	1,085,000	995,000	1,080,000	1,253,375	1,048,000	1,320,000	1,150,000	975,000	1,041,500	978,500	-11%	1,116,823	WA	10%
2014	Active Listings (EOM)	60	67	80	94	103	101	105	98	85	62	51	43	-44%	86	AVG	-14%
	New Listings Taken in Month	39	46	61	65	62	37	48	41	37	19	20	14	-42%	455	YTD	-12%
	# of Pending Transactions	40	42	51	48	54	37	37	40	39	28	23	16	0%	416	YTD	-2%
	Months Supply of Inventory	1.5	1.6	1.6	2.0	1.9	2.7	2.8	2.5	2.2	2.2	2.2	2.7	-44%	2.1	AVG	-19%
	# of Closed Sales	19	24	32	37	50	38	48	32	28	31	21	23	-11%	339	YTD	-5%
	Median Closed Price	835,000	860,000	1,085,000	1,228,000	1,146,500	950,000	945,000	980,750	861,750	1,100,000	1,400,000	989,900	7%	1,015,463	WA	6%
2013	Active Listings (EOM)	57	75	81	101	112	106	123	115	118	111	80	60	10%	100	AVG	-11%
	New Listings Taken in Month	36	62	41	76	64	47	67	52	38	33	19	17	18%	516	YTD	13%
	# of Pending Transactions	38	46	42	50	52	48	38	61	22	28	26	22	-15%	425	YTD	6%
	Months Supply of Inventory	1.5	1.6	1.9	2.0	2.2	2.2	3.2	1.9	5.4	4.0	3.1	2.7	30%	2.6	AVG	-13%
	# of Closed Sales	23	30	36	27	42	50	34	40	38	35	19	29	-8%	355	YTD	22%
	Median Closed Price	975,000	882,500	864,500	1,089,500	842,500	961,500	962,500	883,725	1,045,000	1,030,000	799,000	904,000	25%	960,329	WA	18%
2012	Active Listings (EOM)	104	114	111	99	102	115	128	124	119	101	90	62	-19%	112	AVG	-20%
	New Listings Taken in Month	38	45	44	45	46	63	55	60	33	28	20	14	4%	457	YTD	3%
	# of Pending Transactions	22	29	51	55	37	41	37	55	41	33	28	37	18%	401	YTD	10%
	Months Supply of Inventory	4.7	3.9	2.2	1.8	2.8	2.8	3.5	2.3	2.9	3.1	3.2	1.7	-31%	3.0	AVG	-24%
	# of Closed Sales	21	10	23	29	42	35	30	32	32	38	24	25	171%	292	YTD	15%
	Median Closed Price	587,500	862,500	725,000	859,000	722,500	855,000	786,500	790,200	985,500	821,800	682,000	850,000	49%	812,352	WA	5%
2011	Active Listings (EOM)	136	139	153	136	146	141	148	147	135	124	114	93	-34%	141	AVG	-26%
	New Listings Taken in Month	45	44	58	36	51	53	40	57	33	27	33	12	-10%	444	YTD	-17%
	# of Pending Transactions	32	33	36	46	40	47	31	42	30	28	23	19	0%	365	YTD	20%
	Months Supply of Inventory	4.3	4.2	4.3	3.0	3.7	3.0	4.8	3.5	4.5	4.4	5.0	4.9	-34%	4.0	AVG	-40%
	# of Closed Sales	14	18	25	31	31	31	33	31	27	14	30	15	-56%	255	YTD	16%
	Median Closed Price	850,000	712,500	695,000	850,000	694,950	875,950	770,000	875,000	725,000	550,000	662,250	865,000	-24%	772,870	WA	-6%
2010	Active Listings (EOM)	163	173	170	185	202	201	215	201	212	189	163	131	2%	191	AVG	-11%
	New Listings Taken in Month	61	50	49	63	64	58	58	48	52	30	29	14	-14%	533	YTD	9%
	# of Pending Transactions	20	19	36	32	33	40	31	39	26	28	35	13	-7%	304	YTD	28%
	Months Supply of Inventory	8.2	9.1	4.7	5.8	6.1	5.0	6.9	5.2	8.2	6.8	4.7	10.1	9%	6.6	AVG	-42%
	# of Closed Sales	13	7	14	18	24	38	26	23	24	32	14	27	19%	219	YTD	38%
	Median Closed Price	630,000	1,150,000	799,500	773,000	823,500	781,500	872,500	765,000	648,000	722,000	743,750	814,400	-15%	820,175	WA	3%

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

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