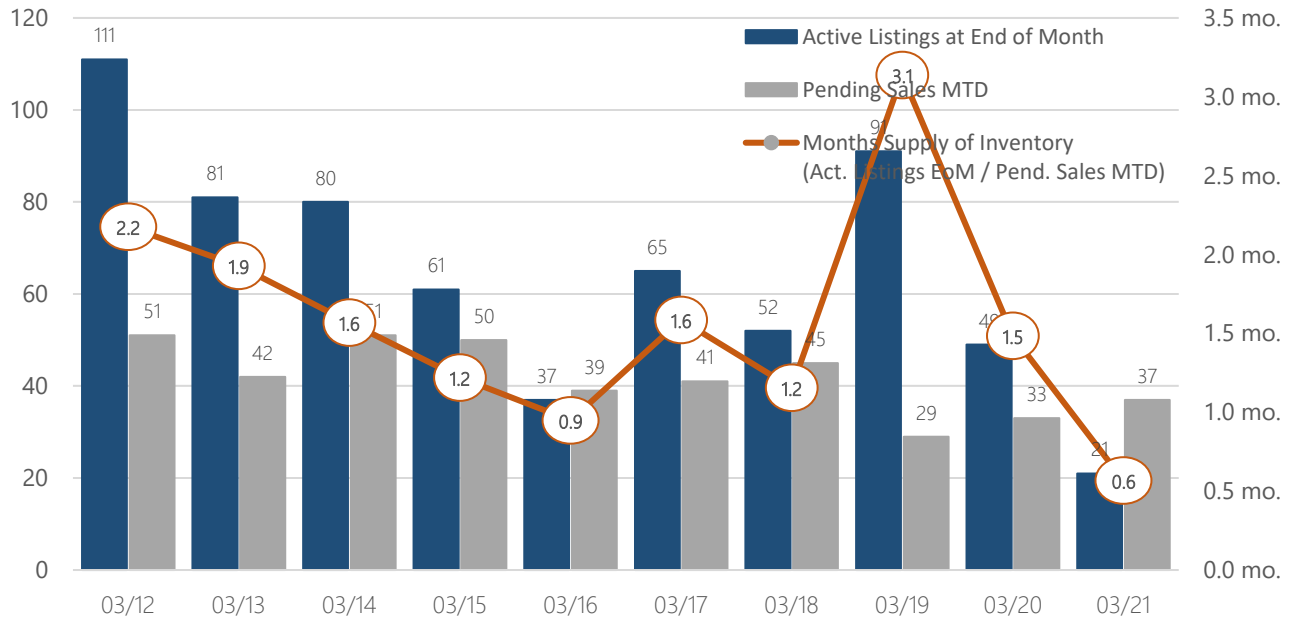
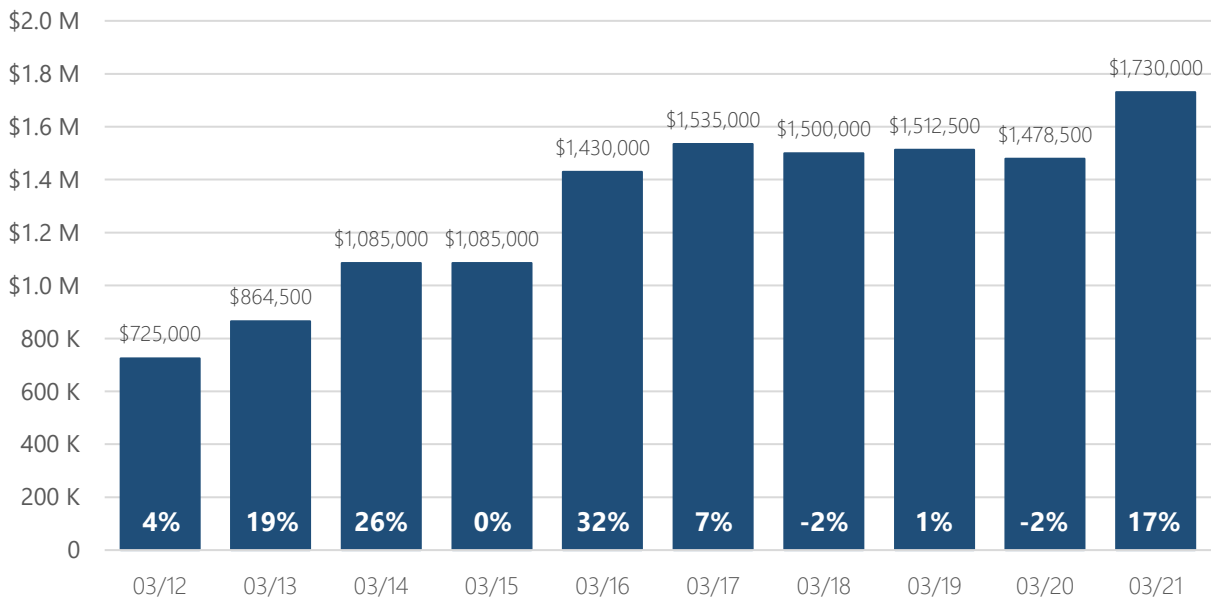


Mercer Island (510)
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



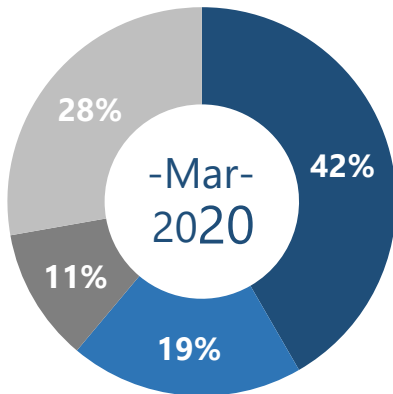
Median Closed Sales Price For Current Month Sold Properties



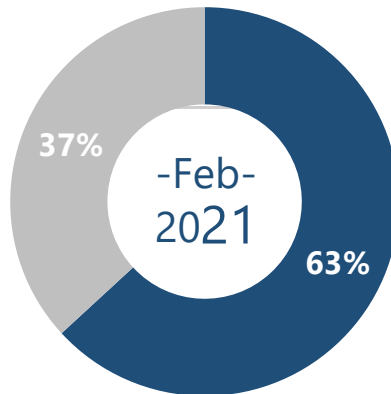
Mercer Island (510)

RESIDENTIAL & CONDOMINIUM

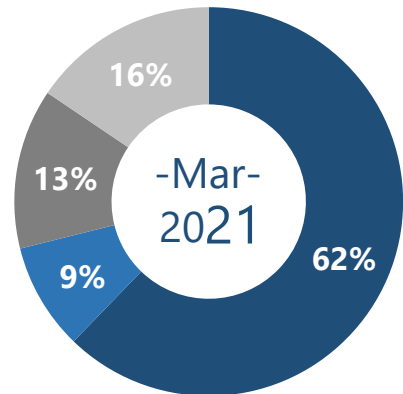
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

MARCH 2021

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	4	3	35	92
NUMBER OF SALES IN MONTH	28	4	6	7
MEDIAN DIFFERENCE FROM LIST PRICE	10%	0%	-4%	N/A

Mercer Island (510)
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

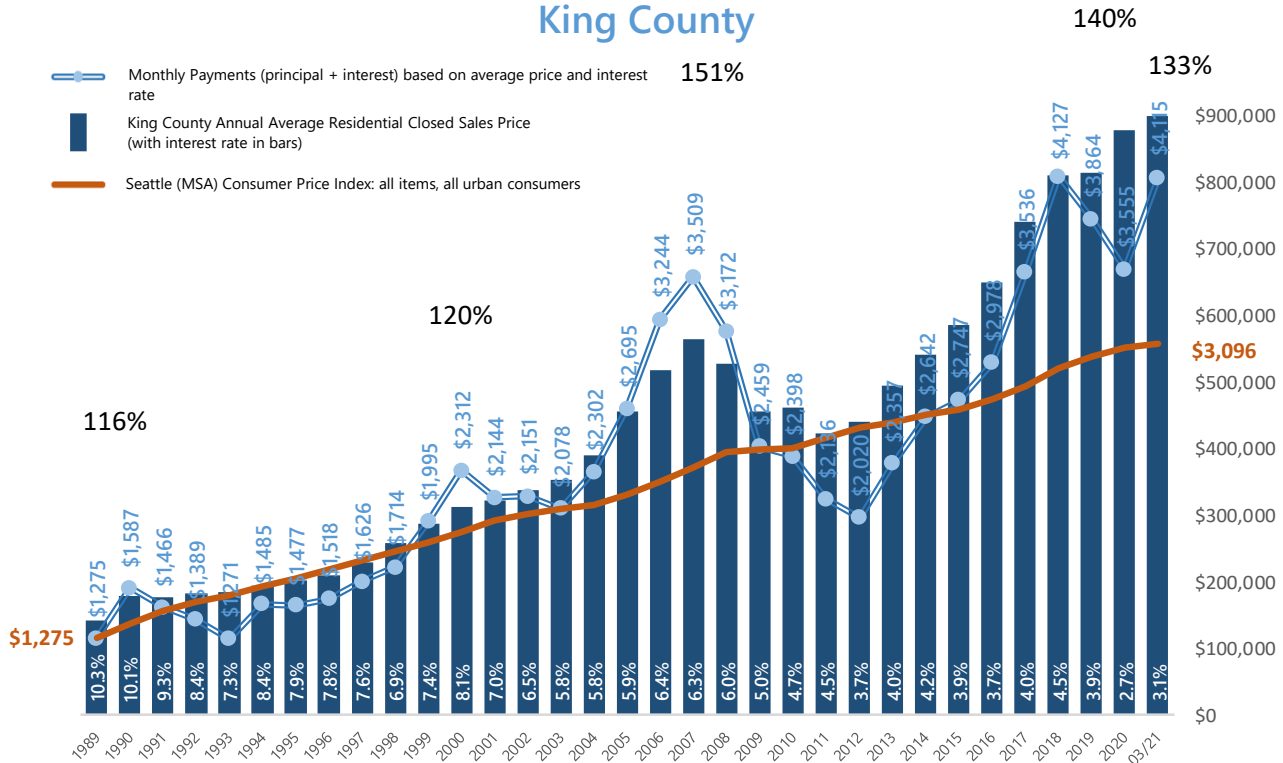
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	108.2%	108.2%	35	77.8%
15 - 30	97.0%	97.0%	2	4.4%
31 - 60	96.1%	96.1%	1	2.2%
61 - 90	90.5%	95.2%	3	6.7%
90+	93.0%	97.3%	4	8.9%
Totals			45	100.0%

The Cost of
Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
March, 2021	\$1,730,000	3.08%	\$7,369
March, 2020	\$1,478,500	3.45%	\$6,598
	\$251,500	-0.37%	\$771 Per Month
			\$9,248 Per Year

Monthly Payments Compared to Inflation Trendline

King County



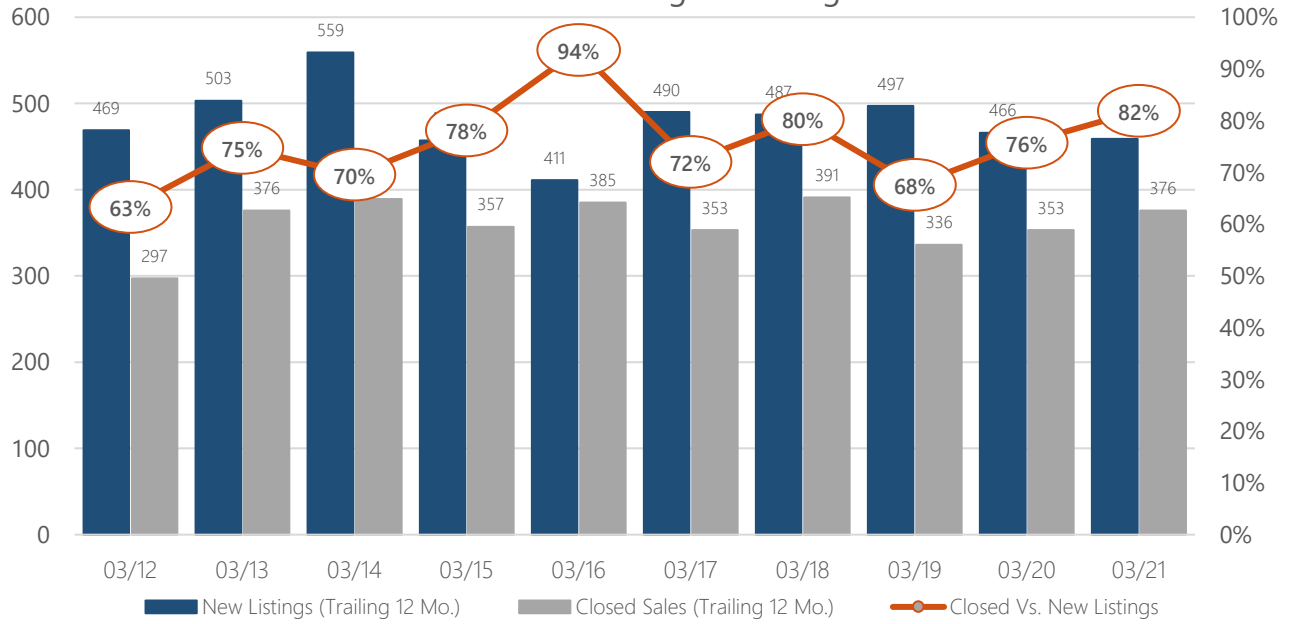
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Inflation trend line based on Seattle MSA CPI</p>	<p>Payments tend to rise above the inflation line and then return to it</p>
<p>D</p>	<p>Monthly payments divided by inflation trendline</p>	<p>Cycle peaks and current year are shown</p>

Mercer Island (510)

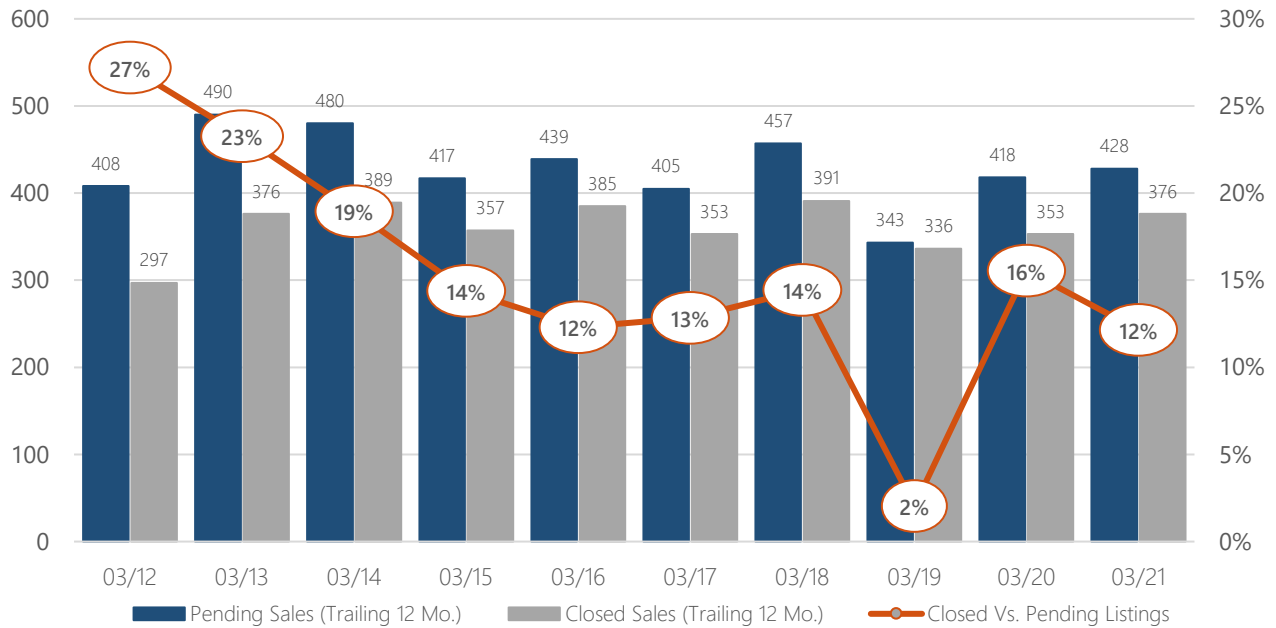
RESIDENTIAL & CONDOMINIUM

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 &
CONDOMINIUM

0 - 2	2 - 4	4+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Area	Months Inventory			Area	Months Inventory		
	2019	2020	2021		2019	2020	2021
100	1.0	0.5	0.1	530	0.8	0.5	0.3
110	0.6	0.5	0.1	540	1.3	0.9	0.2
120	0.8	0.8	0.3	550	1.2	1.0	0.2
130	1.1	0.7	0.4	560	1.3	1.4	0.5
140	0.9	0.8	0.5	600	1.1	0.8	0.2
300	0.8	1.4	0.4	610	1.1	0.7	0.2
310	0.9	0.8	0.1	700	1.5	1.6	0.9
320	1.1	0.7	0.3	701	3.4	3.7	2.0
330	0.8	0.7	0.2	705	1.0	0.7	0.5
340	1.0	0.7	0.2	710	1.2	0.7	0.5
350	1.5	1.0	0.2	715	1.6	1.2	0.2
360	1.1	0.8	0.3	720	1.2	0.7	0.3
380	1.0	1.1	0.6	730	0.7	0.7	0.2
385	1.1	0.9	0.7	740	0.8	0.7	0.1
390	1.7	1.6	1.0	750	1.0	0.8	0.2
500	1.2	1.1	0.3	760	0.9	0.8	0.3
510	3.1	1.5	0.6	770	0.7	0.7	0.2
520	1.6	2.3	0.7	800	1.7	1.9	0.9

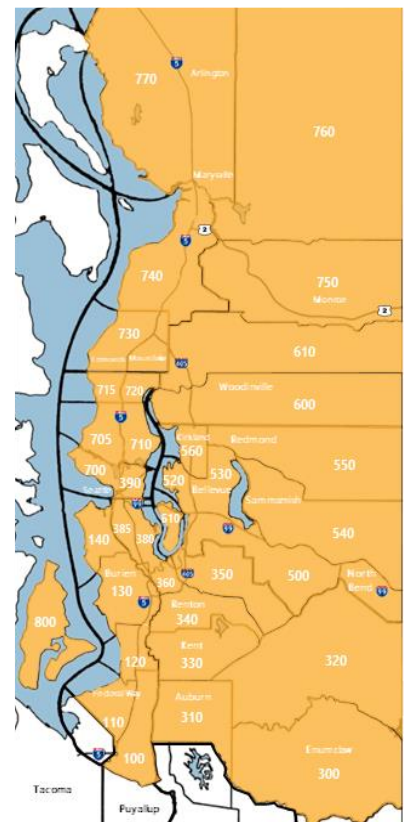
2 YEARS AGO



1 YEAR AGO



CURRENT YEAR



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.

Mercer Island (510)

Statistics To Know

Residential

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.4	1.5	-1.1	-74%
Active Listings at End of Month	11	43	-32	-74%
Pending Sales MTD	29	29	0	0%
Pending Sales (Trailing 12 Months)	360	358	2	1%
Closed Sales MTD	33	28	5	18%
Closed Sales (Trailing 12 Months)	318	300	18	6%
Closed Sales Price (Median)	\$1,930,000	\$1,722,500	\$207,500	12%
30-Year-Fixed-Rate Mortgage Rate	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$8,220	\$7,687	\$534	7%

Condominium

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	1.3	1.5	-0.3	-17%
Active Listings at End of Month	10	6	4	67%
Pending Sales MTD	8	4	4	100%
Pending Sales (Trailing 12 Months)	68	60	8	13%
Closed Sales MTD	12	8	4	50%
Closed Sales (Trailing 12 Months)	58	53	5	9%
Closed Sales Price (Median)	\$525,000	\$510,000	\$15,000	3%
30-Year-Fixed-Rate Mortgage Rate	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$2,236	\$2,276	-\$40	-2%

Residential & Condominium

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.6	1.5	-0.9	-62%
Active Listings at End of Month	21	49	-28	-57%
Pending Sales MTD	37	33	4	12%
Pending Sales (Trailing 12 Months)	428	418	10	2%
Closed Sales MTD	45	36	9	25%
Closed Sales (Trailing 12 Months)	376	353	23	7%
Closed Sales Price (Median)	\$1,730,000	\$1,478,500	\$251,500	17%
30-Year-Fixed-Rate Mortgage Rates	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$7,369	\$6,598	\$771	12%

Mercer Island (510)
RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2021	Active Listings (EOM)	18	22	21										-57%	20	AVG	-52%
	New Listings Taken in Month	25	46	42										-13%	113	YTD	-3%
	# of Pending Transactions	28	38	37										12%	103	YTD	-1%
	Months Supply of Inventory	0.6	0.6	0.6										-62%	0.6	AVG	-52%
	# of Closed Sales	10	19	45										25%	74	YTD	1%
	Median Closed Price	2,022,500	1,605,000	1,730,000										17%	1,802,974	WA	32%
2020	Active Listings (EOM)	38	39	49	56	60	69	71	48	43	44	29	20	-46%	42	AVG	-47%
	New Listings Taken in Month	26	43	48	27	42	56	55	42	50	46	13	15	14%	117	YTD	0%
	# of Pending Transactions	28	43	33	17	35	45	50	52	45	39	28	14	14%	104	YTD	33%
	Months Supply of Inventory	1.4	0.9	1.5	3.3	1.7	1.5	1.4	0.9	1.0	1.1	1.0	1.4	-53%	1.2	AVG	-59%
	# of Closed Sales	12	25	36	23	15	34	42	36	52	38	32	30	38%	73	YTD	16%
	Median Closed Price	1,240,000	1,350,000	1,478,500	1,315,000	1,550,000	1,570,000	1,630,000	1,728,452	1,554,500	1,505,000	1,737,500	2,172,500	-2%	1,363,171	WA	-7%
2019	Active Listings (EOM)	71	76	91	88	100	97	103	96	92	85	63	46	75%	79	AVG	80%
	New Listings Taken in Month	36	34	47	50	72	38	44	40	50	35	15	5	-13%	117	YTD	-7%
	# of Pending Transactions	23	26	29	44	55	30	37	33	38	36	30	11	-36%	78	YTD	-18%
	Months Supply of Inventory	3.1	2.9	3.1	2.0	1.8	3.2	2.8	2.9	2.4	2.4	2.1	4.2	172%	3.0	AVG	102%
	# of Closed Sales	21	16	26	16	38	55	28	29	31	30	27	26	-16%	63	YTD	-7%
	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	1,321,000	1,307,500	1%	1,462,744	WA	-5%
2018	Active Listings (EOM)	33	47	52	50	64	76	82	91	93	78	73	63	-20%	44	AVG	-25%
	New Listings Taken in Month	24	48	54	37	62	70	48	44	41	34	29	15	4%	126	YTD	6%
	# of Pending Transactions	17	33	45	36	40	39	33	26	27	28	21	15	10%	95	YTD	10%
	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	-27%	1.5	AVG	-30%
	# of Closed Sales	19	18	31	38	40	35	33	41	19	23	23	21	0%	68	YTD	8%
	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	-2%	1,541,763	WA	15%
2017	# of Active Listings	53	57	65	55	68	69	70	63	68	76	44	28	76%	58	A	84%
	New Listings Taken in Month	33	34	52	42	65	60	40	38	41	46	18	11	-9%	119	YTD	4%
	# of Pending Transactions	21	24	41	50	48	54	42	40	35	31	43	19	5%	86	YTD	4%
	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	67%	2.2	A	76%
	# of Closed Sales	15	17	31	31	40	51	40	40	30	30	25	36	24%	63	T	31%
	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	7%	1,339,791	WA	18%

MARKET UPDATE

March, 2021



Mercer Island (510) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2016	Active Listings (EOM)	30	28	37	54	61	80	98	88	86	80	50	43	-39%	32	AVG	-44%
	New Listings Taken in Month	25	22	48	57	48	65	61	50	38	31	8	13	-16%	95	YTD	-17%
	# of Pending Transactions	18	26	39	37	38	39	41	56	33	29	31	15	-22%	83	YTD	-13%
	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	-22%	1.2	AVG	
	# of Closed Sales	11	12	25	22	37	37	35	37	40	37	25	20	19%	48	YTD	-2%
	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	32%	1,132,760	WA	4%
2015	Active Listings (EOM)	52	58	61	55	64	68	58	55	55	56	38	26	-24%	57	AVG	-17%
	New Listings Taken in Month	27	30	57	48	56	56	38	28	36	36	11	7	-7%	114	YTD	-22%
	# of Pending Transactions	22	23	50	57	52	60	52	35	33	33	24	10	-2%	95	YTD	-29%
	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	-22%	2.0	AVG	31%
	# of Closed Sales	17	11	21	47	40	48	48	51	23	28	28	24	-34%	49	YTD	-35%
	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	0%	1,084,048	WA	15%
2014	Active Listings (EOM)	60	67	80	94	103	101	105	98	85	62	51	43	-1%	69	AVG	-3%
	New Listings Taken in Month	39	46	61	65	62	37	48	41	37	19	20	14	49%	146	YTD	5%
	# of Pending Transactions	40	42	51	48	54	37	37	40	39	28	23	16	21%	133	YTD	6%
	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	-19%	1.6	AVG	-8%
	# of Closed Sales	19	24	32	37	50	38	48	32	28	31	21	23	-11%	75	YTD	-16%
	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	26%	940,306	WA	3%
2013	Active Listings (EOM)	57	75	81	101	112	106	123	115	118	111	80	60	-27%	71	AVG	-35%
	New Listings Taken in Month	36	62	41	76	64	47	67	52	38	33	19	17	-7%	139	YTD	9%
	# of Pending Transactions	38	46	42	50	52	48	38	61	22	28	26	22	-18%	126	YTD	24%
	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	-11%	1.7	AVG	-53%
	# of Closed Sales	23	30	36	27	42	50	34	40	38	35	19	29	57%	89	YTD	65%
	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	19%	909,916	WA	23%
2012	Active Listings (EOM)	104	114	111	99	102	115	128	124	119	101	90	62	-27%	110	AVG	-23%
	New Listings Taken in Month	38	45	44	45	46	63	55	60	33	28	20	14	-24%	127	YTD	-14%
	# of Pending Transactions	22	29	51	55	37	41	37	55	41	33	28	37	42%	102	YTD	1%
	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	-49%	3.6	AVG	-15%
	# of Closed Sales	21	10	23	29	42	35	30	32	32	38	24	25	-8%	54	YTD	-5%
	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	4%	742,385	WA	-2%
2011	Active Listings (EOM)	136	139	153	136	146	141	148	147	135	124	114	93	-10%	143	AVG	-15%
	New Listings Taken in Month	45	44	58	36	51	53	40	57	33	27	33	12	18%	147	YTD	-8%
	# of Pending Transactions	32	33	36	46	40	47	31	42	30	28	23	19	0%	101	YTD	35%
	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	-10%	4.2	AVG	-42%
	# of Closed Sales	14	18	25	31	31	31	33	31	27	14	30	15	79%	57	YTD	68%
	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	-13%	758,884	WA	-17%

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

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2011 - 2020

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	63	70	78	79	88	92	99	93	89	82	63	48	79	AVG
% of 12 Month Avg.	81%	89%	99%	100%	112%	117%	125%	118%	114%	104%	80%	62%		
New Listings Taken in Month	33	41	51	48	57	55	50	45	40	34	19	12	483	T
% of 12 Month Avg.	82%	101%	127%	120%	141%	135%	123%	112%	99%	83%	46%	31%		
# of Pending Transactions	26	33	42	44	45	44	40	44	34	31	28	18	428	T
% of 12 Month Avg.	73%	91%	117%	123%	126%	123%	112%	123%	96%	88%	78%	50%		
Months Supply of Inventory	2.4	2.2	1.9	1.8	2.0	2.1	2.5	2.1	2.6	2.6	2.3	2.7	2.3	AVG
% of 12 Month Avg.	108%	95%	83%	79%	86%	93%	110%	93%	115%	116%	101%	120%		
# of Closed Units	17	18	29	30	38	41	37	37	32	30	25	25	360	T
% of 12 Month Avg.	57%	60%	95%	100%	125%	138%	124%	123%	107%	101%	85%	83%		
Median Closed Price	1,052,200	1,094,000	1,191,050	1,179,550	1,195,680	1,259,783	1,185,920	1,239,813	1,165,575	1,119,430	1,185,325	1,313,973	1,181,858	AVG
% of 12 Month Avg.	89%	93%	101%	100%	101%	107%	100%	105%	99%	95%	100%	111%		

Mercer Island (510)
RESIDENTIAL & CONDOMINIUM
Closed Sales by Price by Month
2021

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	0										0
\$250,000 to \$499,999	0	2	6										8
\$500,000 to \$749,999	1	3	3										7
\$750,000 to \$999,999	0	0	1										1
\$1,000,000 to \$1,499,999	1	4	4										9
\$1,500,000 to \$2,499,999	5	7	23										35
\$2,500,000 and above	3	3	8										14
Grand Total	10	19	45										74

2020

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	1	1	4	2	1	1	0	1	2	1	1	1	6
\$500,000 to \$749,999	0	3	2	1	4	1	1	1	8	3	2	1	5
\$750,000 to \$999,999	1	5	3	0	0	0	2	2	0	2	0	1	9
\$1,000,000 to \$1,499,999	6	5	10	11	2	12	15	9	14	12	5	6	21
\$1,500,000 to \$2,499,999	4	5	11	7	8	15	18	14	17	13	14	14	20
\$2,500,000 and above	0	6	6	2	0	5	6	9	11	7	10	7	12
Grand Total	12	25	36	23	15	34	42	36	52	38	32	30	73

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
\$250,000 to \$499,999	-100%	100%	50%										33%
\$500,000 to \$749,999	N/A	0%	50%										40%
\$750,000 to \$999,999	-100%	-100%	-67%										-89%
\$1,000,000 to \$1,499,999	-83%	-20%	-60%										-57%
\$1,500,000 to \$2,499,999	25%	40%	109%										75%
\$2,500,000 and above	N/A	-50%	33%										17%
Grand Total	-17%	-24%	25%										1%