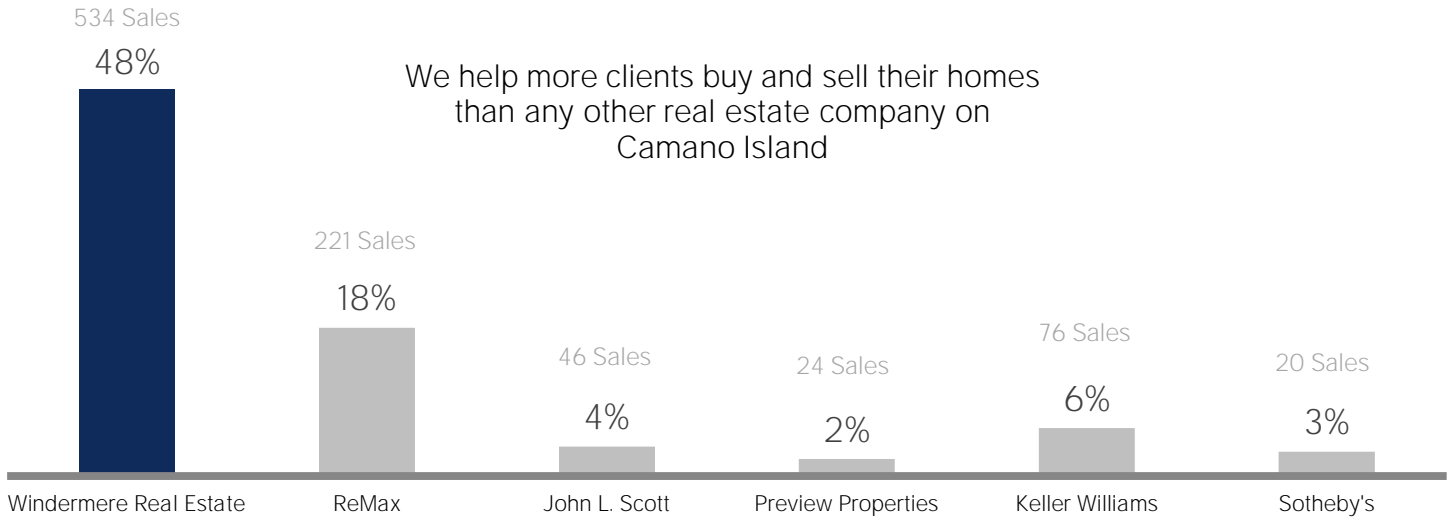




MARKET SHARE* | ROLLING 12 MONTHS ENDED DECEMBER 31, 2018 | YEAR END
Sales on Camano Island, WA



MARKET SHARE* | DECEMBER 31, 2018
Listings on Camano Island, WA

| | RESIDENTIAL | LAND | TOTAL LISTINGS | MARKET SHARE | AVG DAYS ON MKT |
|------------------------|-------------|------|----------------|--------------|-----------------|
| Windermere Real Estate | 27 | 36 | 63 | 38% | 59 |
| ReMax | 16 | 28 | 44 | 26% | 73 |
| John L. Scott | 1 | 4 | 5 | 3% | 83 |
| Keller Williams | 7 | 4 | 11 | 7% | 68 |
| Century 21 | 1 | 0 | 1 | 1% | 97 |
| Sotheby's | 6 | 3 | 9 | 5% | 96 |
| Other | 17 | 17 | 34 | 20% | |
| TOTAL | 75 | 92 | 167 | 100% | |

YEAR TO DATE SNAPSHOT* | DECEMBER 31, 2018

| | 2018 | 2017 | % +/- | # +/- | 2016 |
|--|---------|---------|-------|--------|---------|
| Total Active Residential Listings | 88 | 63 | 40% | 25 | 84 |
| Average Active Price | 577,112 | 563,810 | 2% | 13,302 | 538,008 |
| Average Days on Market (Active Listings) | 74 | 101 | -27% | (27) | 115 |
| List Price vs. Sales Price Ratio | 99% | 99% | 0% | (0) | 99% |
| Number of Sold Homes YTD | 464 | 490 | -5% | (26) | 487 |
| Average Days on Market (Sold Listings) | 44 | 58 | -24% | (14) | 55 |
| Average Sale Price | 467,371 | 433,567 | 8% | 33,804 | 378,272 |
| Price Difference on Average YTD Sold | 8% | 15% | | | |

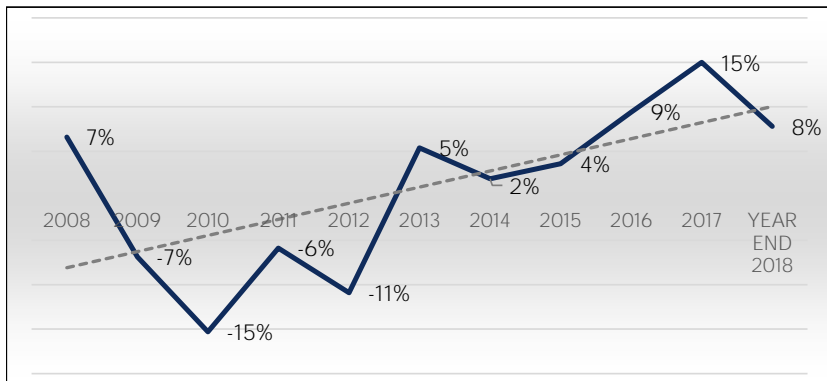


PREVIOUS MONTH SNAPSHOT* | DECEMBER 2018

| | 2018 | 2017 | % +/- | # +/- | 2013 5 YRS |
|--|------|------|-------|-------|--------------|
| Number of New Listings added in December | 19 | 20 | -5% | (1) | 21 |
| Number of Pending in December | 27 | 23 | 17% | 4 | 15 |
| Number of Sold in December | 24 | 34 | -29% | (10) | 28 |

10 YEAR AVERAGE SALES PRICE TREND* | DECEMBER 31, 2018

Percentages based on the average sales price for all residential homes sold on Camano Island (98282) during each calendar year.



| Year | % Change From Prior Year | Running Total |
|---------------|--------------------------|---------------|
| 2008 | 7% | 7% |
| 2009 | -7% | 0% |
| 2010 | -15% | -16% |
| 2011 | -6% | -22% |
| 2012 | -11% | -32% |
| 2013 | 5% | -27% |
| 2014 | 2% | -25% |
| 2015 | 4% | -22% |
| 2016 | 9% | -12% |
| 2017 | 15% | 3% |
| YEAR END 2018 | 8% | 11% |

AREA MARKET SURVEY* | DECEMBER 31, 2018

| Price (in thousands) | Active & Contingent | Pending | Pending Ratio | SOLD in 2018 |
|----------------------------|---------------------|-----------|---------------|--------------|
| 0-99 | 0 | 0 | 0% | 1 |
| 100-139 | 0 | 1 | 0% | 6 |
| 140-199 | 2 | 1 | 50% | 13 |
| 200-249 | 5 | 1 | 20% | 16 |
| 250-299 | 4 | 2 | 50% | 44 |
| 300-349 | 13 | 4 | 31% | 69 |
| 350-399 | 10 | 7 | 70% | 74 |
| 400-449 | 10 | 0 | 0% | 49 |
| 450-499 | 6 | 4 | 67% | 41 |
| 500-549 | 7 | 5 | 71% | 31 |
| 550-599 | 3 | 2 | 67% | 31 |
| 600-649 | 3 | 0 | 0% | 19 |
| 650-699 | 9 | 2 | 22% | 15 |
| 700-749 | 1 | 0 | 0% | 14 |
| 750-799 | 2 | 0 | 0% | 7 |
| 800-849 | 3 | 0 | 0% | 9 |
| 850-899 | 1 | 0 | 0% | 4 |
| 900-999 | 2 | 0 | 0% | 4 |
| 1000-1499 | 5 | 1 | 20% | 16 |
| 1500-1999 | 0 | 0 | 0% | 1 |
| 2000+ | 2 | 0 | 0% | 0 |
| TOTAL CAMANO ISLAND | 88 | 30 | 34% | 464 |