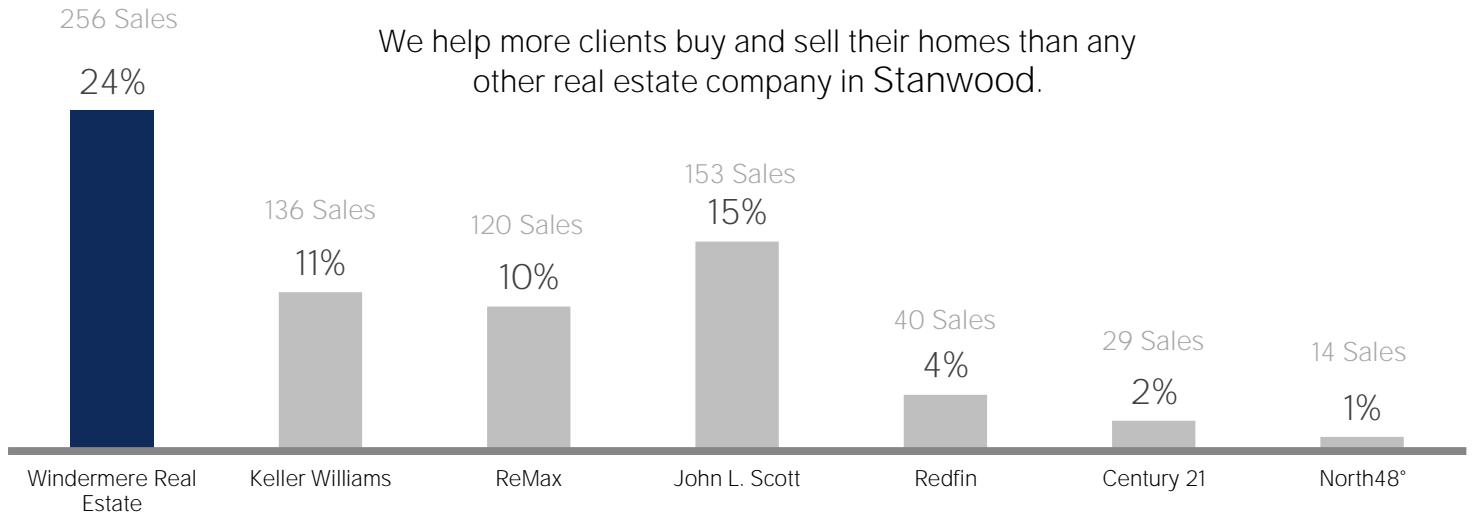




Stats & Market Insights
March 2020



MARKET SHARE* | ROLLING 12 MONTHS ENDED MARCH 31, 2020
Sales in Stanwood, WA



MARKET SHARE* | MARCH 31, 2020
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	8	10	18	18%
ReMax	1	6	7	7%
John L. Scott	7	6	13	13%
Keller Williams	10	4	14	14%
Preview	1	2	3	3%
North 48°	0	1	1	1%
All other competitors with less than 2% market share	35	11	46	45%
TOTAL	62	40	102	100%

YEAR TO DATE SNAPSHOT* | APRIL 7, 2020

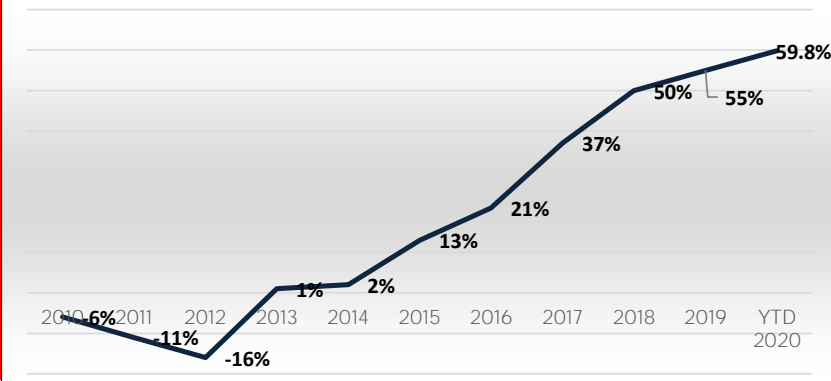
	2020	2019	% +/-	# +/-	2018
Total Active Residential Listings	61	76	-20%	(15)	53
List Price vs. Sales Price Ratio	100%	99%	1%	0	100%
Number of Sold Homes YTD	113	91	24%	22	70
Average Days on Market (Sold Listings)	54	48	13%	6	63
Average Sale Price	507,325	471,341	8%	35,984	470,699
Price Difference on Average YTD Sold	8%	0.1%			

	APR 2019 - MAR 2020	APR 2018 - MAR 2019	% +/-	# +/-	APR 2017 - MAR 2018
Number of Homes Sold Rolling 12 Months	506	471	7%	35	460

PREVIOUS MONTH SNAPSHOT* | MARCH 31, 2020

	2020	2019	% +/-	# +/-	2018
Number of New Listings added in March	60	53	13%	7	41
Number of Pendings in March	50	58	-14%	(8)	45
Number of Solds in March	47	32	47%	15	28

Percentages based on the average sales price for all residential homes sold in Stanwood (98292) during each calendar year.



Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2010	284,712	-6%	-6%
2011	270,519	-5%	-11%
2012	255,772	-5%	-16%
2013	300,148	17%	1%
2014	302,126	1%	2%
2015	334,567	11%	13%
2016	362,741	8%	21%
2017	421,632	16%	37%
2018	474,529	13%	50%
2019	488,467	5%	55%
YTD 2020	497,427	5%	59.8%

AREA MARKET SURVEY* | APRIL 7, 2020

MARCH 31, 2020
MONTHS SUPPLY
OF INVENTORY

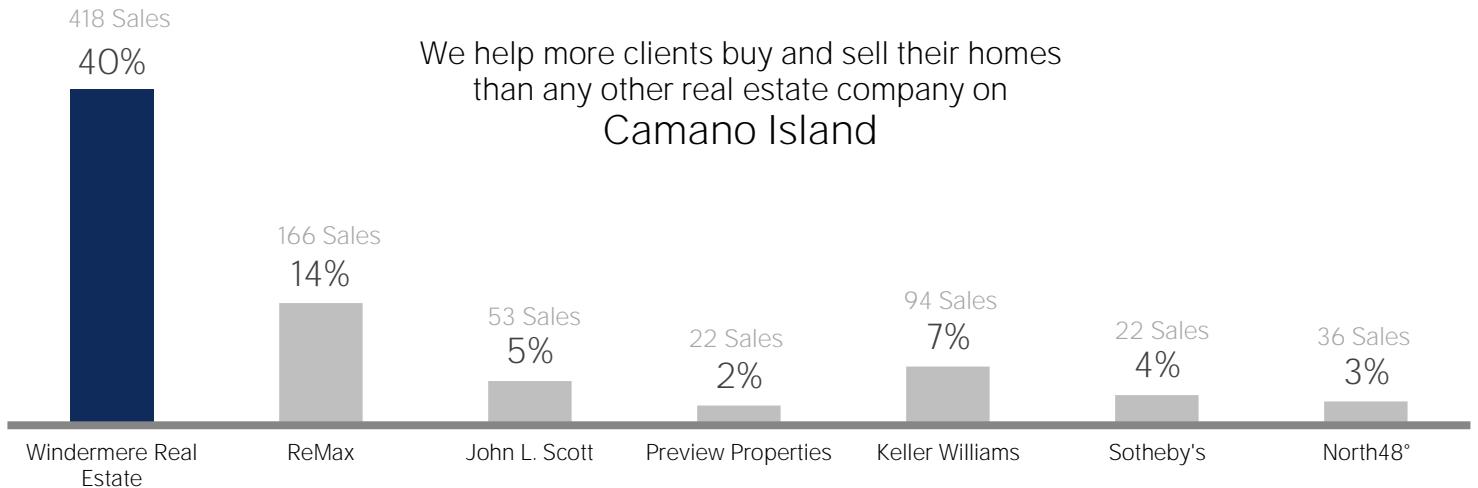
1.3



Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2020
0-99	0	0	0%	0
100-199	0	0	0%	1
200-249	1	2	200%	0
250-299	1	0	0%	0
300-349	1	5	500%	7
350-399	3	8	267%	14
400-449	3	12	400%	25
450-499	10	13	130%	21
500-549	5	7	140%	10
550-599	9	9	100%	11
600-649	6	5	83%	8
650-699	2	4	200%	6
700-749	4	2	50%	6
750-799	3	2	67%	2
800-849	1	1	100%	0
850-899	3	0	0%	0
900-949	0	0	0%	0
950-999	2	0	0%	0
1000-1499	2	0	0%	2
1500-1999	1	1	100%	0
2000+	4	0	0%	0
TOTAL STANWOOD	61	71	116%	113



MARKET SHARE* | ROLLING 12 MONTHS ENDED MARCH 31, 2020
Sales on Camano Island, WA



MARKET SHARE* | MARCH 31, 2020
Listings on Camano Island, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	28	34	62	54%
ReMax	5	6	11	10%
John L. Scott	2	5	7	6%
Keller Williams	4	2	6	5%
North 48°	0	1	1	1%
Sotheby's	1	1	2	2%
All other competitors with less than 2% market share	17	8	25	22%
TOTAL	57	57	114	100%

YEAR TO DATE SNAPSHOT* | APRIL 7, 2020

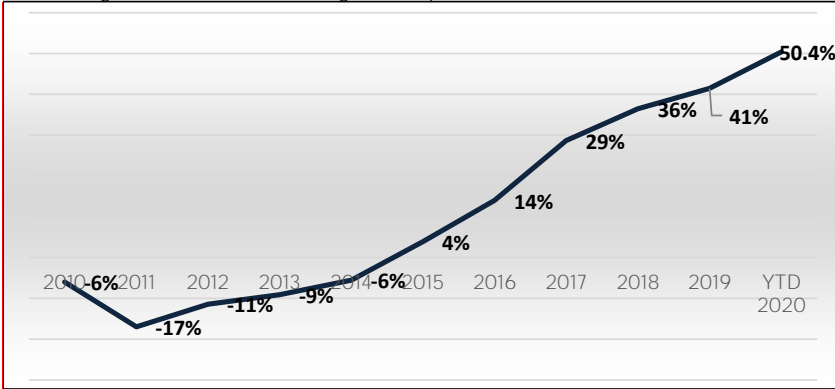
	2020	2019	% +/-	# +/-	2018
Total Active Residential Listings	65	81	-20%	(16)	79
List Price vs. Sales Price Ratio	99%	99%	0%	(0)	98%
Number of Homes Sold YTD	85	92	-8%	(7)	98
Average Days on Market (Sold Listings)	57	50	14%	7	61
Average Sale Price	536,030	416,226	29%	119,804	439,702
Price Difference on Average YTD Sold	29%	-5%			

	APR 2019 - MAR 2020	APR 2018 - MAR 2019	% +/-	# +/-	APR 2017 - MAR 2018
Number of Homes Sold Rolling 12 Months	451	450	0%	1	502

PREVIOUS MONTH SNAPSHOT* | MARCH 31, 2020

	2020	2019	% +/-	# +/-	2018
Number of New Listings added in March	44	40	10%	4	65
Number of Pendings in March	28	36	-22%	(8)	38
Number of Solds in March	30	31	-3%	(1)	29

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



Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2010	315,270	-6%	-6%
2011	280,645	-11%	-17%
2012	296,126	6%	-11%
2013	303,012	2%	-9%
2014	313,938	4%	-6%
2015	343,373	9%	4%
2016	378,272	10%	14%
2017	433,567	15%	29%
2018	467,371	8%	36%
2019	491,938	5%	41%
YTD 2020	536,030	9%	50.4%

AREA MARKET SURVEY* | APRIL 7, 2020

MARCH 31, 2020
MONTHS SUPPLY
OF INVENTORY

1.9



Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2020
0-99	0	0	0%	0
100-199	1	0	0%	1
200-249	1	0	0%	1
250-299	3	3	100%	4
300-349	3	10	333%	14
350-399	8	1	13%	11
400-449	4	2	50%	9
450-499	4	1	25%	8
500-549	7	5	71%	7
550-599	5	4	80%	9
600-649	2	0	0%	2
650-699	5	2	40%	3
700-749	2	2	100%	2
750-799	2	2	100%	5
800-849	2	1	50%	1
850-899	5	0	0%	2
900-949	4	0	0%	0
950-999	1	0	0%	1
1000-1499	5	1	20%	3
1500-1999	0	1	100%	2
2000+	1	0	0%	0
CAMANO ISLAND	65	35	54%	85