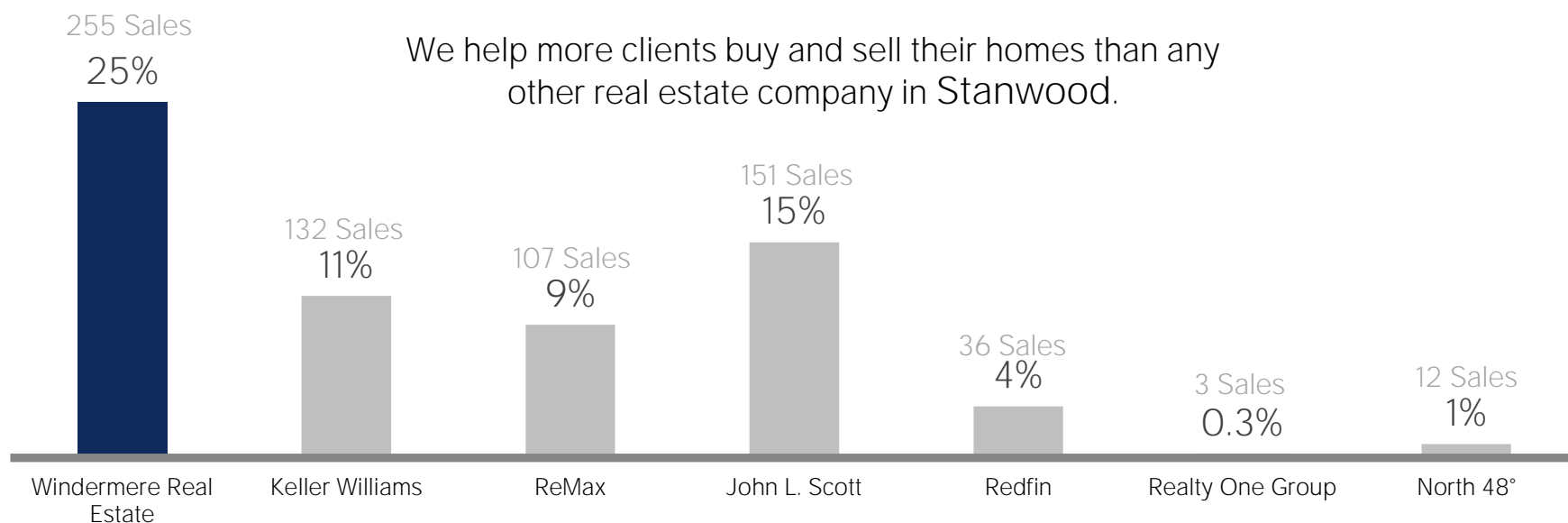




MARKET SHARE* | ROLLING 12 MONTHS ENDED MAY 31, 2020
Sales in Stanwood, WA



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	19	9	28	25%
ReMax	4	4	8	7%
John L. Scott	6	4	10	9%
Keller Williams	5	4	9	8%
Realty One Group	0	1	1	1%
North 48°	1	1	2	2%
All other competitors with less than 2% market share	46	7	53	48%
TOTAL	81	30	111	100%

YEAR TO DATE SNAPSHOT* | JUNE 9, 2020

	2020	2019	% +/-	# +/-	2018
Total Active Residential Listings	66	61	8%	5	72
List Price vs. Sales Price Ratio	101%	100%	1%	0	100%
Number of Sold Homes YTD	194	178	9%	16	161
Average Days on Market (Sold Listings)	43	47	-9%	(4)	56
Average Sale Price	513,486	466,209	10%	47,277	466,648
Price Difference on Average YTD Sold	10%	0%			

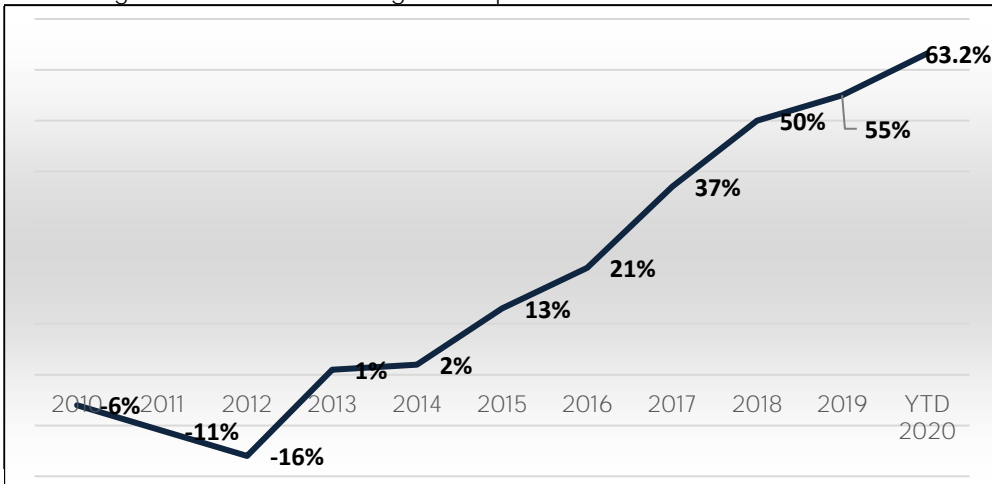
	JUNE 2019 - MAY 2020	JUNE 2018 - MAY 2019	% +/-	# +/-	JUNE 2017 - MAY 2018
Number of Homes Sold Rolling 12 Months	486	487	0%	(1)	450

PREVIOUS MONTH SNAPSHOT* | MAY 31, 2020

	2020	2019	% +/-	# +/-	2018
Number of New Listings added in May	65	59	10%	6	67
Number of Pendings in May	58	34	71%	24	59
Number of Solds in May	46	56	-18%	(10)	44

10 YEAR AVERAGE SALES PRICE TREND | MAY 31, 2020

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	513,486	8%	63.2%

AREA MARKET SURVEY* | JUNE 9, 2020

MAY 31, 2020
MONTHS SUPPLY
OF INVENTORY

1.7



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	0	2	200%	2
250-299	2	2	100%	2
300-349	1	3	300%	13
350-399	2	16	800%	21
400-449	4	9	225%	39
450-499	9	14	156%	33
500-549	10	15	150%	18
550-599	10	7	70%	20
600-649	6	11	183%	15
650-699	1	3	300%	9
700-749	3	4	133%	9
750-799	4	0	0%	6
800-849	3	4	133%	0
850-899	3	0	0%	1
900-949	0	1	100%	1
950-999	2	0	0%	1
1000-1499	3	2	67%	3
1500-1999	1	1	100%	0
2000+	2	0	0%	0
TOTAL STANWOOD	66	94	142%	194