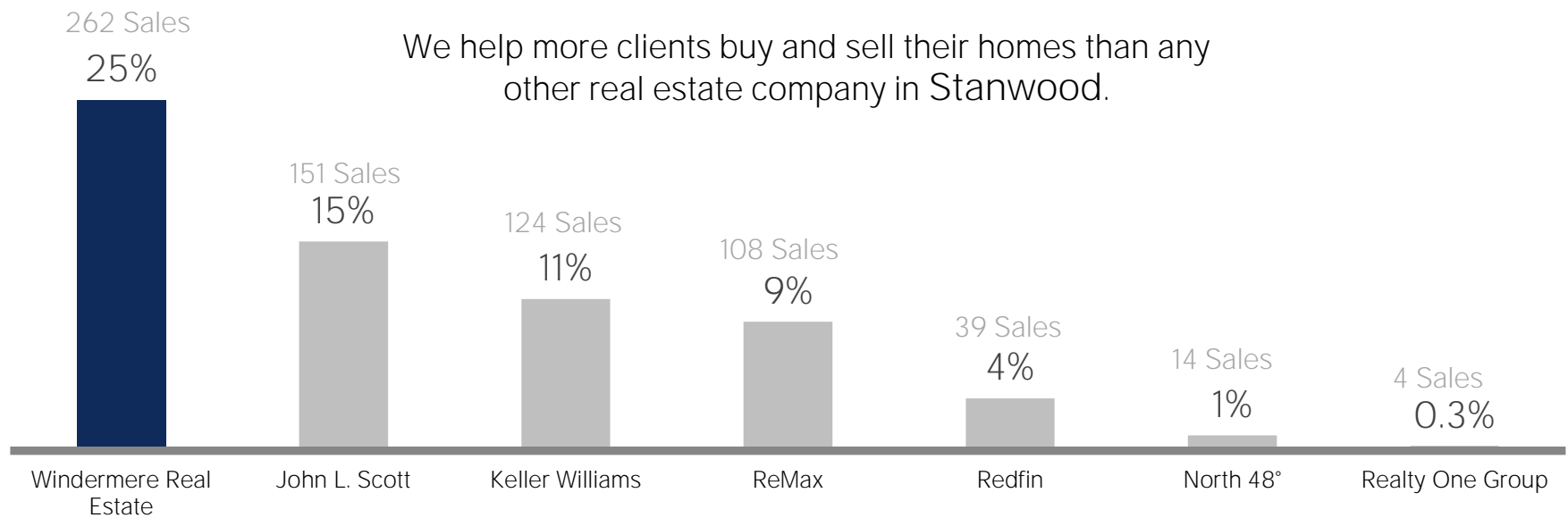




MARKET SHARE* | ROLLING 12 MONTHS ENDED JUNE 30, 2020
Sales in Stanwood, WA



MARKET SHARE* | JUNE 30, 2020
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	20	8	28	26%
ReMax	2	9	11	10%
John L. Scott	5	5	10	9%
Keller Williams	5	4	9	8%
Realty One Group	1	1	2	2%
North 48°	0	-	-	0%
All other competitors with less than 2% market share	41	6	47	44%
TOTAL	74	33	107	100%

YEAR TO DATE SNAPSHOT* | JULY 11, 2020

	2020	2019	% +/-	# +/-	2018
Total Active Residential Listings	65	88	-26%	(23)	72
List Price vs. Sales Price Ratio	100%	100%	0%	0	100%
Number of Sold Homes YTD	248	213	16%	35	236
Average Days on Market (Sold Listings)	39	43	-9%	(4)	49
Average Sale Price	521,220	464,726	12%	56,494	473,408
Price Difference on Average YTD Sold	12%	-2%			

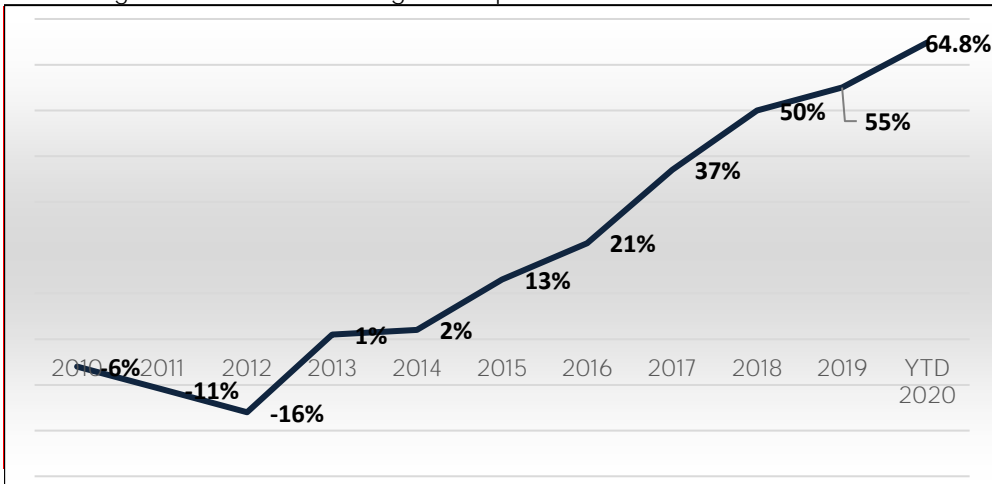
	JULY 2019 - JUNE 2020	JULY 2018 - JUNE 2019	% +/-	# +/-	JULY 2017 - JUNE 2018
Number of Homes Sold Rolling 12 Months	498	447	11%	51	455

PREVIOUS MONTH SNAPSHOT* | JUNE 30, 2020

	2020	2019	% +/-	# +/-	2018
Number of New Listings added in June	68	58	17%	10	70
Number of Pendings in June	70	45	56%	25	51
Number of Solds in June	53	34	56%	19	59

10 YEAR AVERAGE SALES PRICE TREND | JUNE 30, 2020

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

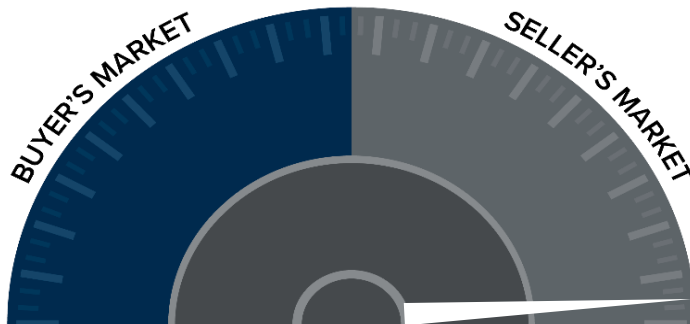


Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2010	284,712	-6%	-6%
2011	270,519	-5%	-11%
2012	255,772	-5%	-16%
2013	300,148	17%	1%
2014	302,126	1%	2%
2015	334,567	11%	13%
2016	362,741	8%	21%
2017	421,632	16%	37%
2018	474,529	13%	50%
2019	488,467	5%	55%
YTD 2020	521,220	10%	64.8%

AREA MARKET SURVEY* | JULY 11, 2020

JUNE 30, 2020
MONTHS SUPPLY
OF INVENTORY

0.8



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	4	400%	3
250-299	1	3	300%	3
300-349	1	5	500%	15
350-399	5	24	480%	23
400-449	4	12	300%	49
450-499	7	20	286%	45
500-549	15	16	107%	24
550-599	5	11	220%	24
600-649	5	5	100%	20
650-699	2	3	150%	11
700-749	4	1	25%	12
750-799	4	3	75%	7
800-849	0	3	300%	2
850-899	4	0	0%	1
900-949	0	0	0%	3
950-999	2	0	0%	0
1000-1499	3	1	33%	5
1500-1999	1	1	100%	0
2000+	2	0	0%	0
TOTAL STANWOOD	65	112	172%	248