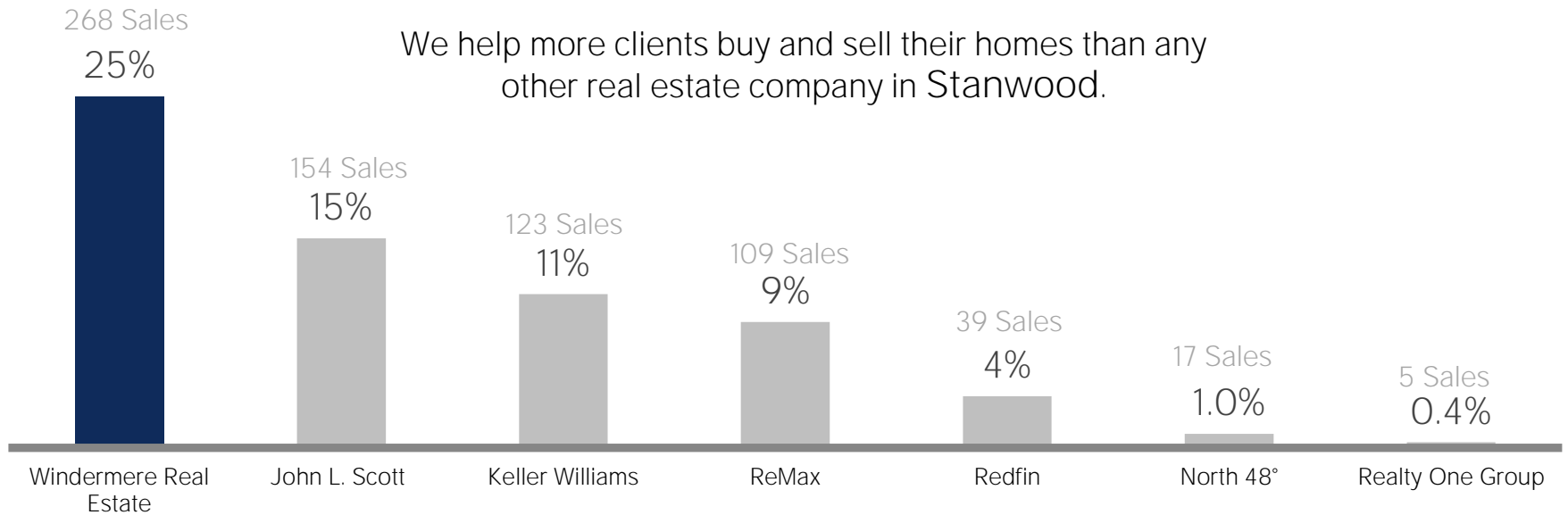




MARKET SHARE\* | ROLLING 12 MONTHS ENDED JULY 31, 2020  
Sales in Stanwood, WA



MARKET SHARE\* | JULY 31, 2020  
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	19	11	30	36%
ReMax	1	6	7	8%
John L. Scott	3	4	7	8%
Keller Williams	3	4	7	8%
Realty One Group	1	1	2	2%
North 48°	0	-	-	0%
All other competitors with less than 2% market share	26	4	30	36%
TOTAL	53	30	83	100%

YEAR TO DATE SNAPSHOT\* | AUGUST 15, 2020

	2020	2019	% +/-	# +/-	2018
Total Active Residential Listings	47	87	-46%	(40)	103
List Price vs. Sales Price Ratio	101%	100%	1%	0	100%
Number of Sold Homes YTD	316	280	13%	36	282
Average Days on Market (Sold Listings)	36	40	-10%	(4)	46
Average Sale Price	525,530	475,572	11%	49,958	471,542
Price Difference on Average YTD Sold	11%	1%			

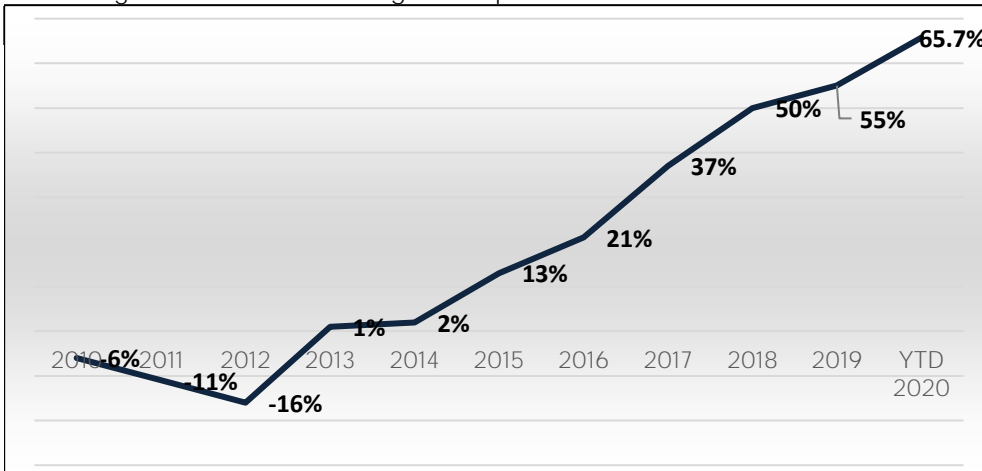
	AUGUST 2019 - JULY 2020	AUGUST 2018 - JULY 2019	% +/-	# +/-	AUGUST 2017 - JULY 2018
Number of Homes Sold Rolling 12 Months	516	449	15%	67	487

PREVIOUS MONTH SNAPSHOT\* | JULY 31, 2020

	2020	2019	% +/-	# +/-	2018
Number of New Listings added in July	57	52	10%	5	54
Number of Pendings in July	75	53	42%	22	37
Number of Solds in July	56	45	24%	11	61

10 YEAR AVERAGE SALES PRICE TREND | JULY 31, 2020

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

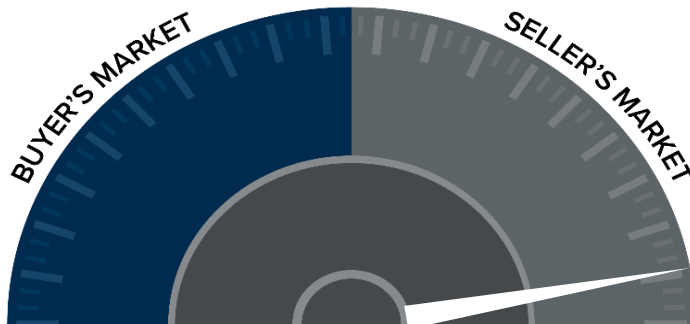


Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2010	284,712	-6%	-6%
2011	270,519	-5%	-11%
2012	255,772	-5%	-16%
2013	300,148	17%	1%
2014	302,126	1%	2%
2015	334,567	11%	13%
2016	362,741	8%	21%
2017	421,632	16%	37%
2018	474,529	13%	50%
2019	488,467	5%	55%
YTD 2020	525,530	11%	65.7%

AREA MARKET SURVEY\* | AUGUST 15, 2020

JULY 31, 2020  
MONTHS SUPPLY  
OF INVENTORY

0.9



Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2020
0-99	0	0	0%	0
100-199	0	0	0%	2
200-249	0	0	0%	6
250-299	1	4	400%	4
300-349	1	8	800%	17
350-399	5	29	580%	32
400-449	4	17	425%	55
450-499	3	16	533%	57
500-549	10	16	160%	35
550-599	7	10	143%	31
600-649	1	7	700%	23
650-699	0	4	400%	14
700-749	2	3	150%	15
750-799	2	7	350%	7
800-849	0	1	100%	6
850-899	2	2	100%	1
900-949	0	1	100%	3
950-999	1	0	0%	1
1000-1499	5	1	20%	5
1500-1999	0	3	300%	2
2000+	3	0	0%	0
<b>TOTAL STANWOOD</b>	<b>47</b>	<b>129</b>	<b>274%</b>	<b>316</b>