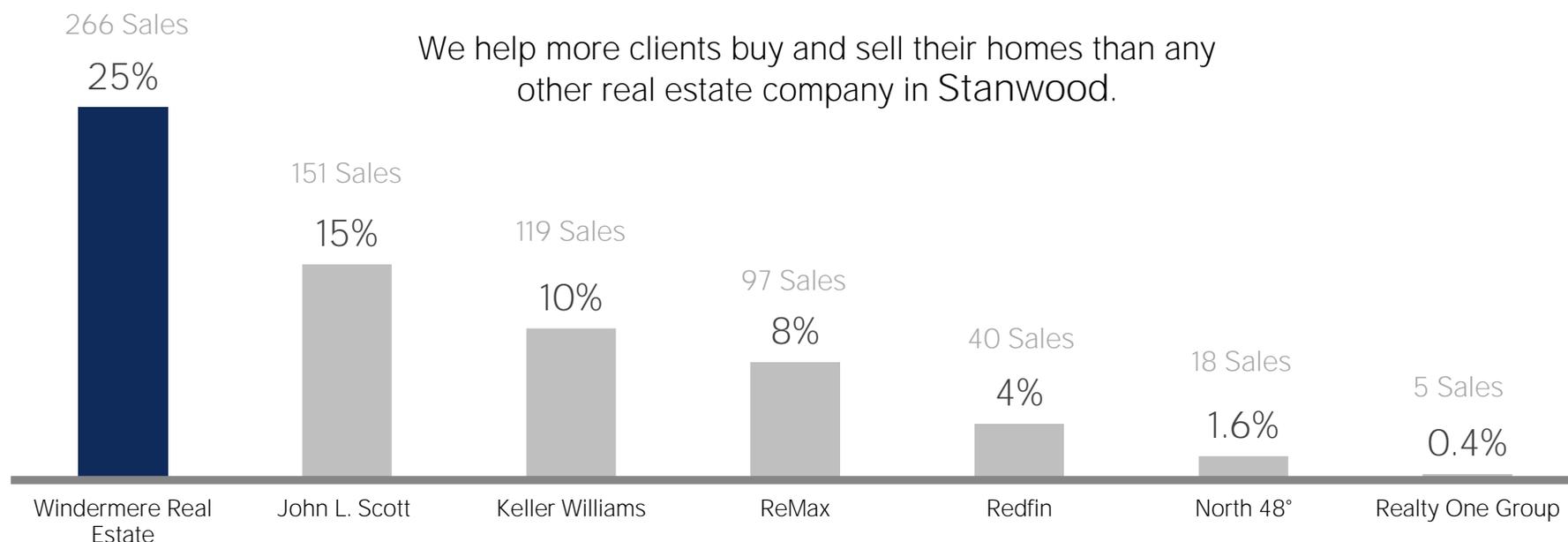




MARKET SHARE* | ROLLING 12 MONTHS ENDED AUGUST 31, 2020
Sales in Stanwood, WA



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	15	13	28	36%
ReMax	4	4	8	10%
John L. Scott	1	4	5	6%
Keller Williams	3	4	7	9%
Realty One Group	1	1	2	3%
North 48°	2	-	2	3%
All other competitors with less than 2% market share	17	8	25	32%
TOTAL	43	34	77	100%

YEAR TO DATE SNAPSHOT* | SEPTEMBER 12, 2020

	2020	2019	% +/-	# +/-	2018
Total Active Residential Listings	52	82	-37%	(30)	90
List Price vs. Sales Price Ratio	100%	100%	0%	-	100%
Number of Sold Homes YTD	372	347	7%	25	236
Average Days on Market (Sold Listings)	35	41	-15%	(6)	46
Average Sale Price	531,971	475,378	12%	56,593	472,802
Price Difference on Average YTD Sold	12%	1%			

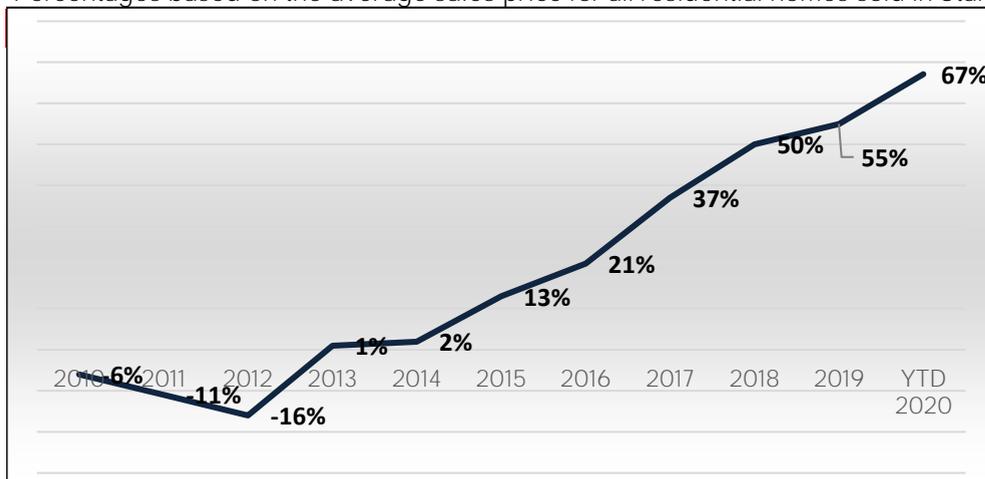
	SEPT 2019 - AUGUST 2020	SEPT 2018 - AUGUST 2019	% +/-	# +/-	SEPT 2017 - AUGUST 2018
Number of Homes Sold Rolling 12 Months	513	458	12%	55	480

PREVIOUS MONTH SNAPSHOT* | AUGUST 31, 2020

	2020	2019	% +/-	# +/-	2018
Number of New Listings added in August	60	44	36%	16	54
Number of Pendings in August	73	41	78%	32	36
Number of Solds in August	52	55	-5%	(3)	46

10 YEAR AVERAGE SALES PRICE TREND | AUGUST 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	531,971	12%	67%

AREA MARKET SURVEY* | SEPTEMBER 12, 2020

AUGUST 31, 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	1	0	0%	2
200-249	0	0	0%	6
250-299	1	5	500%	4
300-349	2	3	150%	22
350-399	7	33	471%	39
400-449	5	27	540%	63
450-499	2	18	900%	63
500-549	10	17	170%	41
550-599	4	9	225%	38
600-649	2	9	450%	25
650-699	2	1	50%	17
700-749	3	1	33%	19
750-799	1	3	300%	10
800-849	0	1	100%	8
850-899	2	1	50%	1
900-949	0	0	0%	4
950-999	2	0	0%	1
1000-1499	4	1	25%	6
1500-1999	1	0	0%	3
2000+	3	0	0%	0
TOTAL STANWOOD	52	129	248%	372