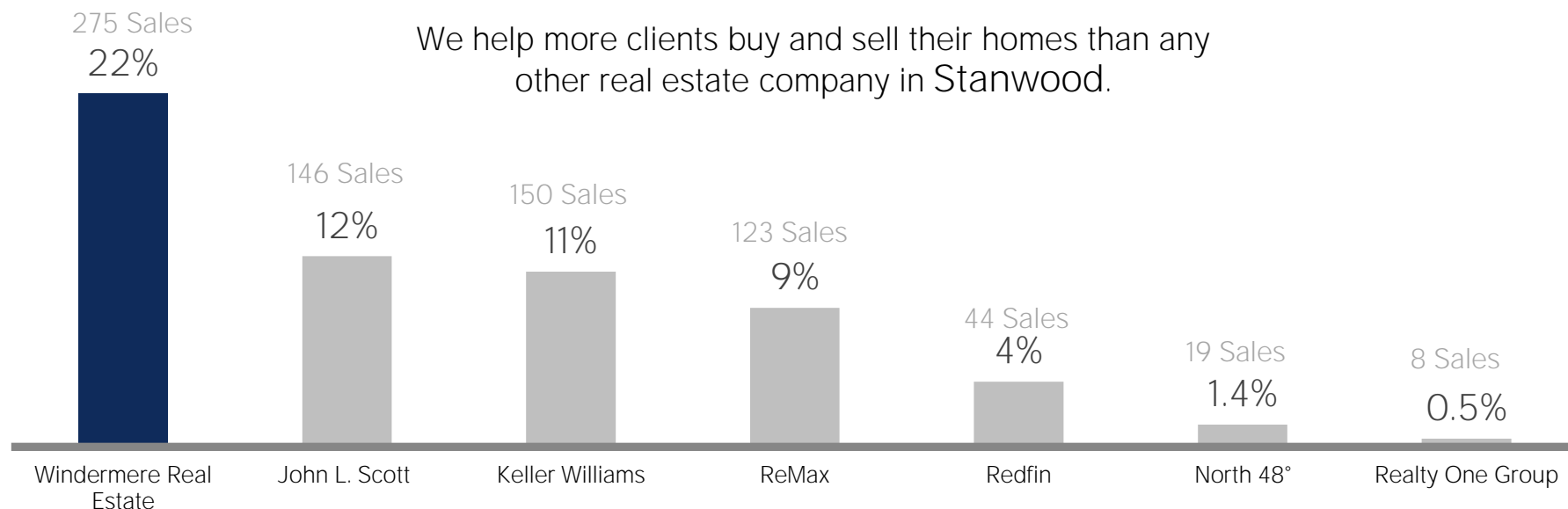




MARKET SHARE* | ROLLING 12 MONTHS ENDED DECEMBER 31, 2020
Sales in Stanwood, WA



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	8	8	16	32%
ReMax	2	1	3	6%
John L. Scott	1	2	3	6%
Keller Williams	7	3	10	20%
Realty One Group	0	2	2	4%
North 48°	0	-	-	0%
All other competitors with less than 2% market share	11	5	16	32%
TOTAL	29	21	50	100%

YEAR TO DATE SNAPSHOT* | JANUARY 9, 2021

	2020	2019	% +/-	# +/-	2018
Total Active Residential Listings	19	57	-67%	(38)	75
List Price vs. Sales Price Ratio	100%	100%	0%	-	100%
Number of Sold Homes YTD	600	477	26%	123	459
Average Days on Market (Sold Listings)	30	46	-35%	(16)	45
Average Sale Price	528,932	488,467	8%	40,465	474,529
Price Difference on Average YTD Sold	8%	3%			

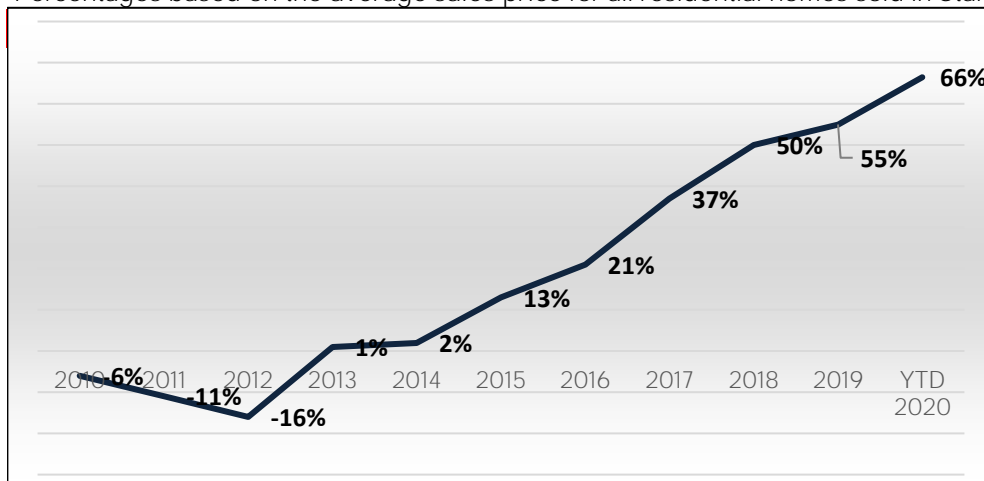
	JAN 2020 - DECEMBER 2020	JAN 2019 - DECEMBER 2019	% +/-	# +/-	JAN 2018 - DECEMBER 2018
Number of Homes Sold Rolling 12 Months	536	447	20%	89	422

PREVIOUS MONTH SNAPSHOT* | DECEMBER 31, 2020

	2020	2019	% +/-	# +/-	2018
Number of New Listings added in December	34	33	3%	1	14
Number of Pendings in December	32	31	3%	1	20
Number of Solds in December	60	29	107%	31	36

10 YEAR AVERAGE SALES PRICE TREND | DECEMBER 31, 2020

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

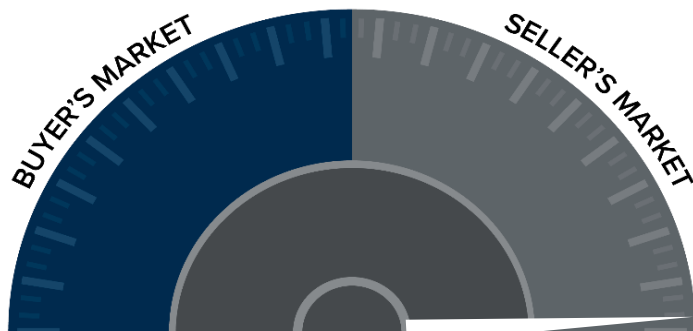


Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2010	284,712	-6%	-6%
2011	270,519	-5%	-11%
2012	255,772	-5%	-16%
2013	300,148	17%	1%
2014	302,126	1%	2%
2015	334,567	11%	13%
2016	362,741	8%	21%
2017	421,632	16%	37%
2018	474,529	13%	50%
2019	488,467	5%	55%
YTD 2020	528,932	11%	66%

AREA MARKET SURVEY* | JANUARY 9, 2021

DECEMBER 31, 2020
MONTHS SUPPLY
OF INVENTORY

0.3



Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2020
0-99	0	0	0%	0
100-199	0	1	100%	4
200-249	1	0	0%	9
250-299	4	2	50%	8
300-349	0	4	400%	31
350-399	0	15	1500%	77
400-449	2	6	300%	116
450-499	1	8	800%	94
500-549	3	12	400%	72
550-599	0	14	1400%	53
600-649	2	8	400%	35
650-699	0	2	200%	23
700-749	3	0	0%	21
750-799	0	4	400%	19
800-849	1	0	0%	11
850-899	0	1	100%	3
900-949	0	0	0%	4
950-999	1	2	200%	5
1000-1499	0	2	200%	9
1500-1999	0	0	0%	4
2000+	1	0	0%	2
TOTAL STANWOOD	19	81	426%	600