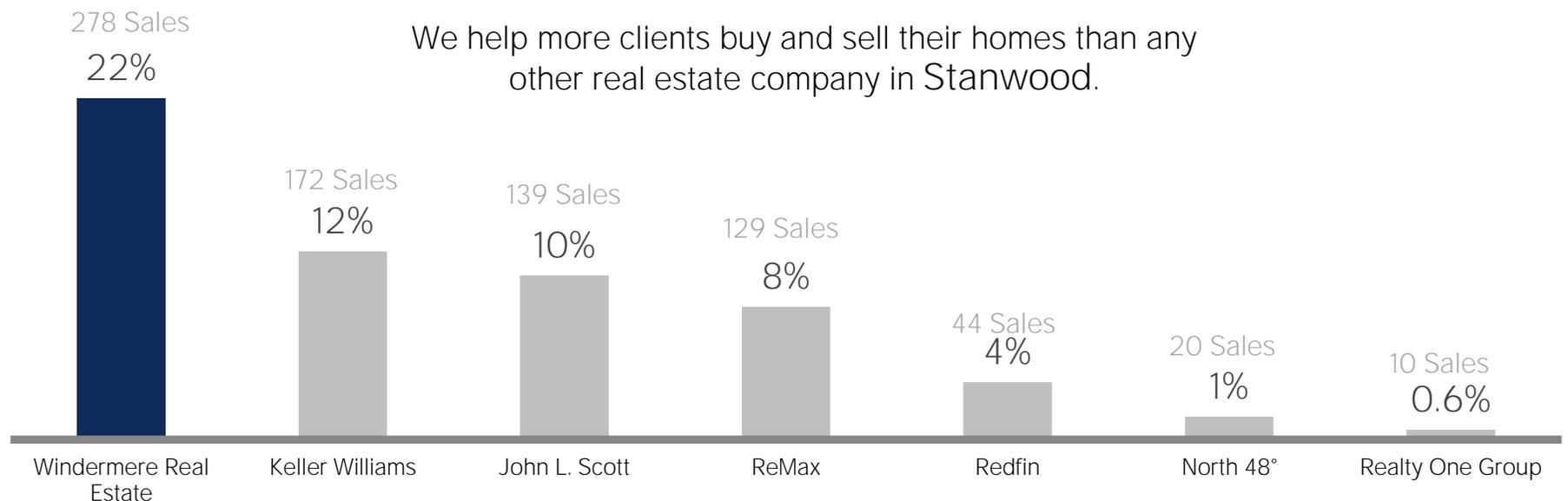




MARKET SHARE* | ROLLING 12 MONTHS ENDED MARCH 31, 2021
Sales in Stanwood, WA



MARKET SHARE* | MARCH 31, 2021
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	2	5	7	25%
ReMax	1	-	1	4%
John L. Scott	2	3	5	18%
Keller Williams	1	7	8	29%
Realty One Group	0	2	2	7%
North 48°	1	-	1	4%
All other competitors with less than 2% market share	3	1	4	14%
TOTAL	10	18	28	100%

YEAR TO DATE SNAPSHOT* | APRIL 12, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	10	61	-84%	(51)	76
List Price vs. Sales Price Ratio	102%	100%	2%	0	99%
Number of Sold Homes YTD	154	113	36%	41	91
Average Days on Market (Sold Listings)	19	54	-65%	(35)	48
Average Sale Price	557,460	507,325	10%	50,135	471,341
Price Difference on Average YTD Sold	10%	8%			

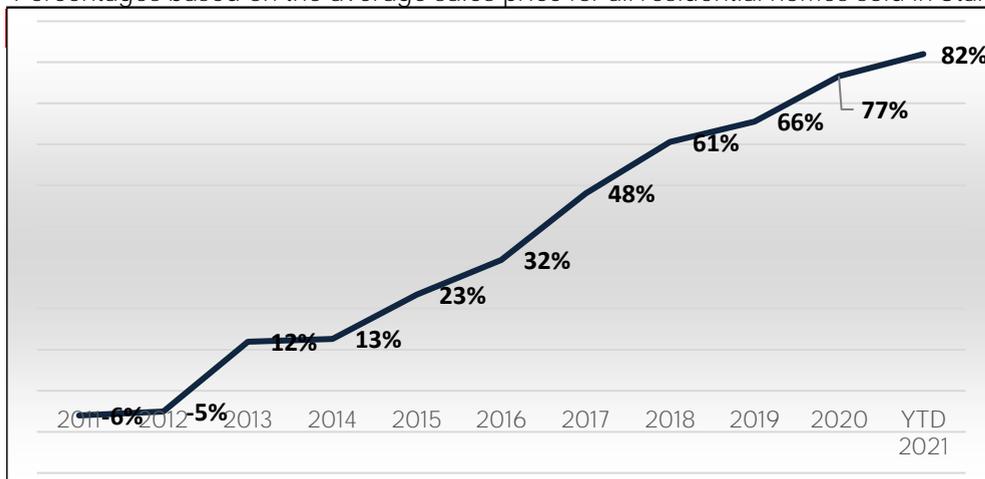
	APRIL 2020 - MARCH 2021	APRIL 2019 - MARCH 2020	% +/-	# +/-	APRIL 2018 - MARCH 2019
Number of Homes Sold Rolling 12 Months	630	506	25%	124	471

PREVIOUS MONTH SNAPSHOT* | MARCH 31, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in March	40	60	-33%	(20)	53
Number of Pendings in March	36	49	-27%	(13)	58
Number of Solds in March	59	48	23%	11	32

10 YEAR AVERAGE SALES PRICE TREND | MARCH 31, 2021

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

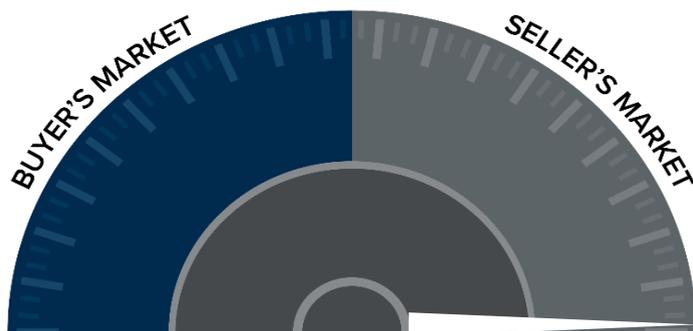


Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2011	270,519	-5%	-6%
2012	255,772	-5%	-5%
2013	300,148	17%	12%
2014	302,126	1%	13%
2015	334,567	11%	23%
2016	362,741	8%	32%
2017	421,632	16%	48%
2018	474,529	13%	61%
2019	488,467	5%	66%
2020	528,932	11%	77%
YTD 2021	557,460	5%	82%

AREA MARKET SURVEY* | APRIL 12, 2021

MARCH 31, 2021
MONTHS SUPPLY
OF INVENTORY

0.1



Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2021
0-99	0	0	0%	0
100-199	0	0	0%	0
200-249	0	0	0%	4
250-299	0	2	200%	6
300-349	0	0	0%	3
350-399	2	3	150%	19
400-449	1	2	200%	9
450-499	0	6	600%	16
500-549	1	9	900%	28
550-599	1	9	900%	20
600-649	0	1	100%	15
650-699	1	3	300%	4
700-749	0	2	200%	4
750-799	2	4	200%	7
800-849	0	5	500%	8
850-899	1	2	200%	3
900-949	0	0	0%	1
950-999	0	0	0%	3
1000-1499	1	2	200%	4
1500-1999	0	0	0%	0
2000+	0	0	0%	0
TOTAL STANWOOD	10	50	500%	154