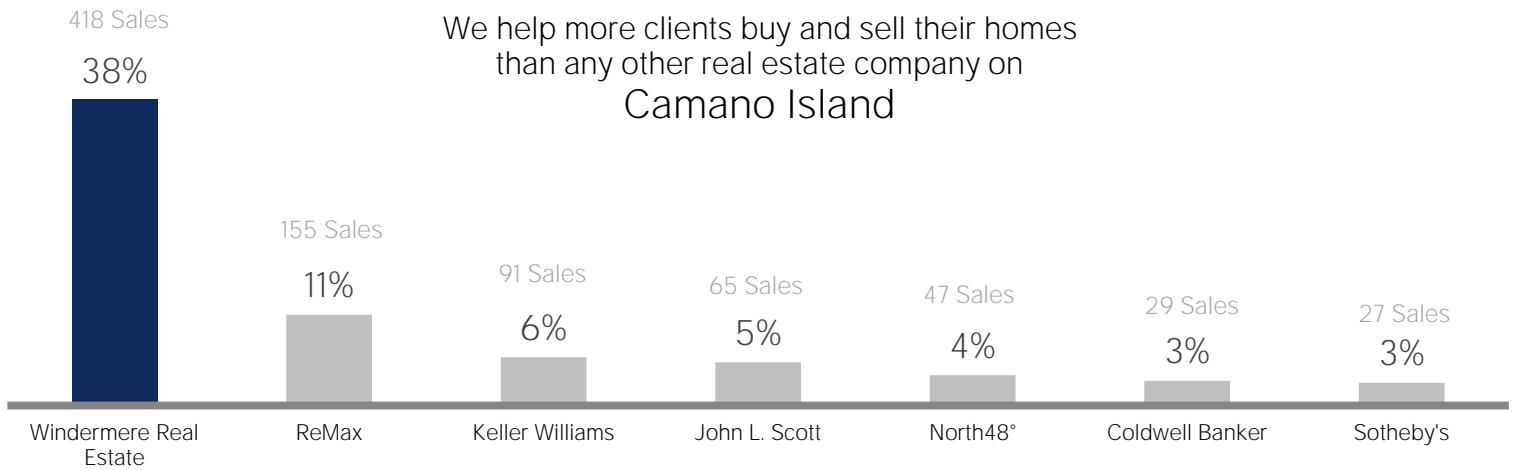




MARKET SHARE* | ROLLING 12 MONTHS ENDED APRIL 30, 2021
Sales on Camano Island, WA

We help more clients buy and sell their homes than any other real estate company on Camano Island



MARKET SHARE* | APRIL 30, 2021
Listings on Camano Island, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	5	10	15	35%
ReMax	2	3	5	12%
John L. Scott	0	-	-	0%
Keller Williams	2	2	4	9%
North 48°	2	1	3	7%
Sotheby's	1	-	1	2%
All other competitors with less than 2% market share	10	5	15	35%
TOTAL	22	21	43	100%

YEAR TO DATE SNAPSHOT* | MAY 10, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	18	54	-67%	(36)	90
List Price vs. Sales Price Ratio	105%	99%	6%	0	99%
Number of Homes Sold YTD	138	122	13%	16	124
Average Days on Market (Sold Listings)	16	52	-69%	(36)	53
Average Sale Price	666,195	523,898	27%	142,297	422,398
Price Difference on Average YTD Sold	27%	24%			

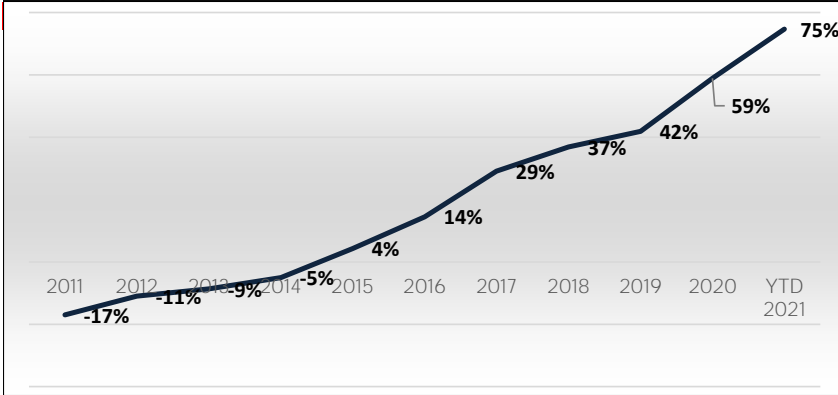
	MAY 2020 - APRIL 2021	MAY 2019 - APRIL 2020	% +/-	# +/-	MAY 2018 - APRIL 2019
Number of Homes Sold Rolling 12 Months	490	445	10%	45	450

PREVIOUS MONTH SNAPSHOT* | APRIL 30, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in April	72	36	100%	36	50
Number of Pendings in April	55	28	96%	27	35
Number of Solds in April	41	26	58%	15	32

10 YEAR AVERAGE SALES PRICE TREND | APRIL 30, 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	280,645	-11%	-17%
2012	296,126	6%	-11%
2013	303,012	2%	-9%
2014	313,938	4%	-5%
2015	343,373	9%	4%
2016	378,272	10%	14%
2017	433,567	15%	29%
2018	467,371	8%	37%
2019	491,938	5%	42%
2020	575,357	17%	59%
YTD 2021	666,195	16%	75%

APRIL 30, 2021
MONTHS SUPPLY
OF INVENTORY

0.5

AREA MARKET SURVEY* | MAY 10, 2021

Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2021
0-99	0	1	100%	0
100-199	0	0	0%	0
200-249	0	0	0%	1
250-299	0	0	0%	4
300-349	1	3	300%	8
350-399	1	2	200%	10
400-449	0	3	300%	17
450-499	0	8	800%	10
500-549	0	4	400%	19
550-599	1	11	1100%	9
600-649	0	2	200%	10
650-699	0	5	500%	4
700-749	0	2	200%	5
750-799	1	3	300%	9
800-849	0	0	0%	8
850-899	1	1	100%	1
900-949	1	2	200%	3
950-999	2	2	100%	6
1000-1499	4	6	150%	10
1500-1999	2	2	100%	2
2000+	4	0	0%	2
CAMANO ISLAND	18	57	317%	138

