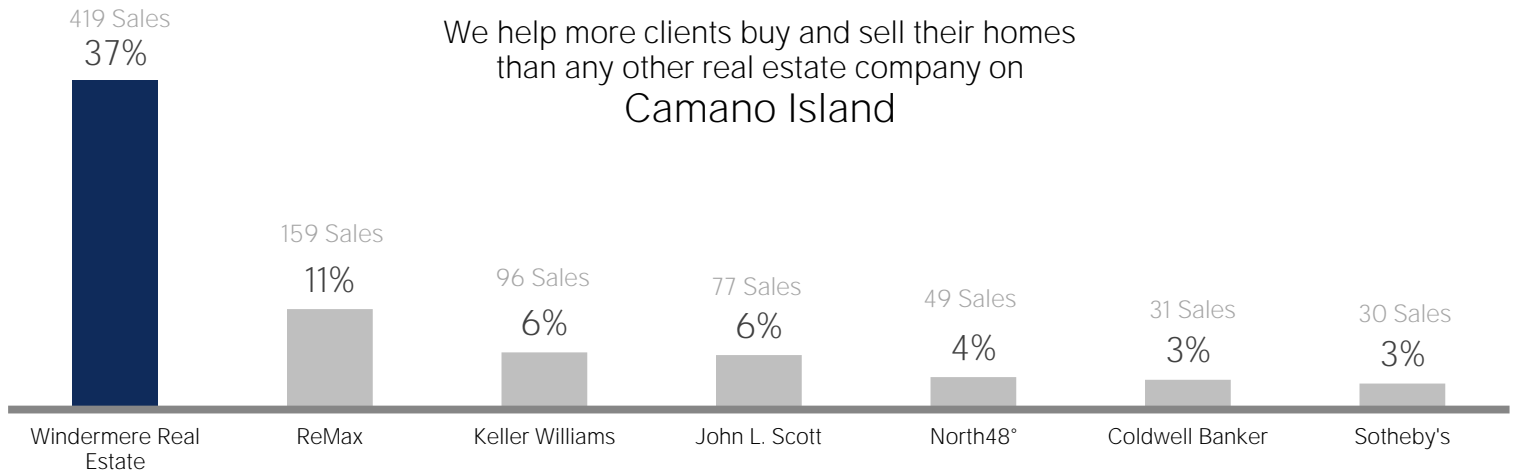




MARKET SHARE* | ROLLING 12 MONTHS ENDED MAY 31, 2021
Sales on Camano Island, WA

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



MARKET SHARE* | MAY 31, 2021
Listings on Camano Island, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	10	11	21	38%
ReMax	4	5	9	16%
John L. Scott	2	-	2	4%
Keller Williams	1	2	3	5%
North 48°	3	1	4	7%
Sotheby's	4	1	5	9%
All other competitors with less than 2% market share	7	5	12	21%
TOTAL	31	25	56	100%

YEAR TO DATE SNAPSHOT* | JUNE 8, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	32	48	-33%	(16)	91
List Price vs. Sales Price Ratio	105%	99%	6%	0	99%
Number of Homes Sold YTD	186	152	22%	34	173
Average Days on Market (Sold Listings)	17	48	-65%	(31)	52
Average Sale Price	683,305	535,689	28%	147,616	462,109
Price Difference on Average YTD Sold	28%	16%			

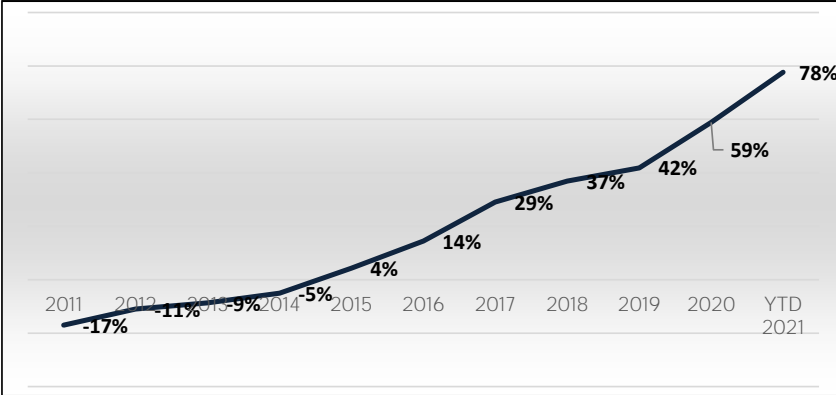
	JUNE 2020 - MAY 2021	JUNE 2019 - MAY 2020	% +/-	# +/-	JUNE 2018 - MAY 2019
Number of Homes Sold Rolling 12 Months	505	431	17%	74	464

PREVIOUS MONTH SNAPSHOT* | MAY 31, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in May	52	39	33%	13	73
Number of Pending in May	44	40	10%	4	60
Number of Sold in May	53	36	47%	17	50

10 YEAR AVERAGE SALES PRICE TREND | MAY 31, 2021

Percentages based on the average sales price for all residential homes sold on Camano Island (98282) 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	683,305	19%	78%

MAY 31, 2021
MONTHS SUPPLY
OF INVENTORY

0.6

AREA MARKET SURVEY* | JUNE 8, 2021

Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2021
0-99	0	0	0%	0
100-199	0	0	0%	1
200-249	0	0	0%	1
250-299	0	0	0%	4
300-349	1	4	400%	9
350-399	2	3	150%	11
400-449	0	4	400%	18
450-499	1	4	400%	15
500-549	1	3	300%	24
550-599	3	8	267%	13
600-649	3	2	67%	13
650-699	2	2	100%	13
700-749	2	1	50%	7
750-799	2	4	200%	10
800-849	1	1	100%	11
850-899	0	0	0%	1
900-949	0	1	100%	5
950-999	1	4	400%	8
1000-1499	4	8	200%	16
1500-1999	3	1	33%	4
2000+	6	0	0%	2
CAMANO ISLAND	32	50	156%	186

