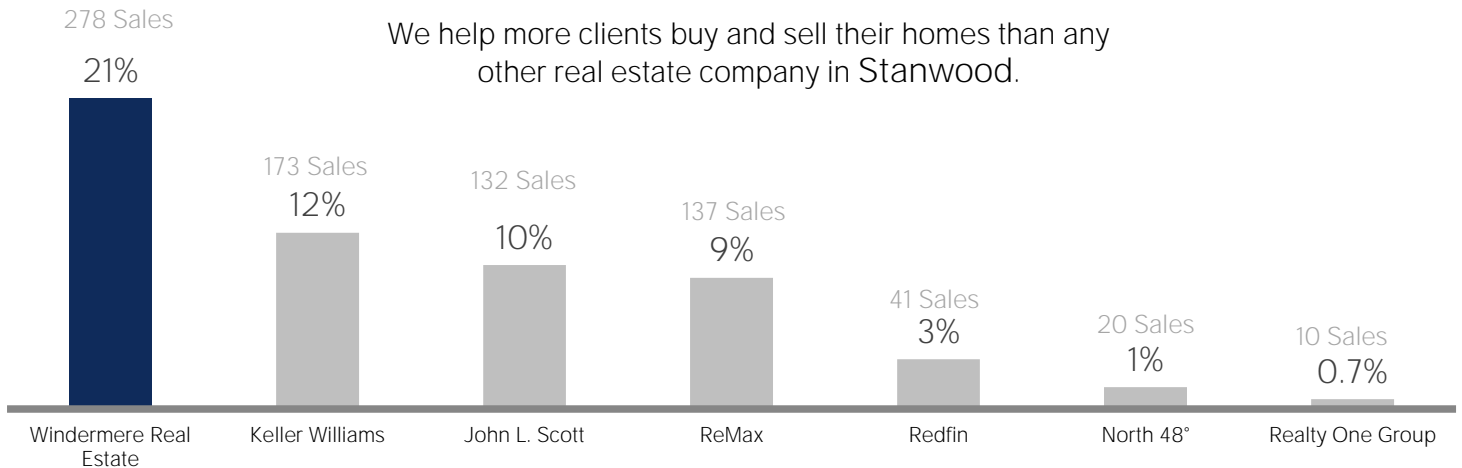




MARKET SHARE* | ROLLING 12 MONTHS ENDED MAY 31, 2021
Sales in Stanwood, WA



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

| | RESIDENTIAL | LAND | TOTAL LISTINGS | MARKET SHARE |
|--|-------------|------|----------------|--------------|
| Windermere Real Estate | 4 | 8 | 12 | 29% |
| ReMax | 2 | - | 2 | 5% |
| John L. Scott | 1 | 5 | 6 | 15% |
| Keller Williams | 3 | 2 | 5 | 12% |
| Realty One Group | 0 | 2 | 2 | 5% |
| North 48° | 0 | - | - | 0% |
| All other competitors with less than 2% market share | 10 | 4 | 14 | 34% |
| TOTAL | 20 | 21 | 41 | 100% |

YEAR TO DATE SNAPSHOT* | JUNE 8, 2021

| | 2021 | 2020 | % +/- | # +/- | 2019 |
|--|---------|---------|-------|--------|---------|
| Total Active Residential Listings | 21 | 66 | -68% | (45) | 61 |
| List Price vs. Sales Price Ratio | 103% | 101% | 2% | 0 | 100% |
| Number of Sold Homes YTD | 232 | 194 | 20% | 38 | 178 |
| Average Days on Market (Sold Listings) | 16 | 43 | -63% | (27) | 47 |
| Average Sale Price | 586,538 | 513,486 | 14% | 73,052 | 466,209 |
| Price Difference on Average YTD Sold | 14% | 10% | | | |

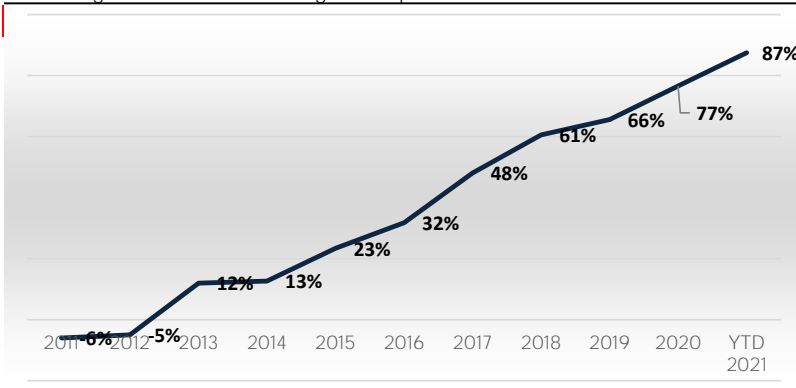
| | JUNE 2020 - MAY 2021 | JUNE 2019 - MAY 2020 | % +/- | # +/- | JUNE 2018 - MAY 2019 |
|--|----------------------|----------------------|-------|-------|----------------------|
| Number of Homes Sold Rolling 12 Months | 636 | 487 | 31% | 149 | 450 |

PREVIOUS MONTH SNAPSHOT* | MAY 31, 2021

| | 2021 | 2020 | % +/- | # +/- | 2019 |
|-------------------------------------|------|------|-------|-------|------|
| Number of New Listings added in May | 43 | 65 | -34% | (22) | 59 |
| Number of Pending in May | 45 | 58 | -22% | (13) | 34 |
| Number of Sold in May | 34 | 46 | -26% | (12) | 56 |

10 YEAR AVERAGE SALES PRICE TREND | MAY 31, 2021

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

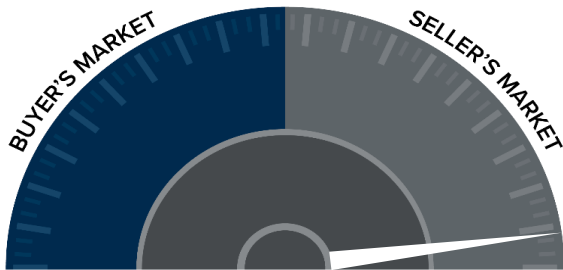


| Year End | Avg. Sale Pr. | % Change P/Y | Running Total |
|----------|---------------|--------------|---------------|
| 2011 | 270,519 | -5% | -6% |
| 2012 | 255,772 | -5% | -5% |
| 2013 | 300,148 | 17% | 12% |
| 2014 | 302,126 | 1% | 13% |
| 2015 | 334,567 | 11% | 23% |
| 2016 | 362,741 | 8% | 32% |
| 2017 | 421,632 | 16% | 48% |
| 2018 | 474,529 | 13% | 61% |
| 2019 | 488,467 | 5% | 66% |
| 2020 | 528,932 | 11% | 77% |
| YTD 2021 | 586,538 | 11% | 87% |

AREA MARKET SURVEY* | JUNE 8, 2021

MAY 31, 2021
MONTHS SUPPLY
OF INVENTORY

0.5



| 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 | 0 | 0% | 8 |
| 300-349 | 0 | 3 | 300% | 4 |
| 350-399 | 1 | 7 | 700% | 20 |
| 400-449 | 1 | 5 | 500% | 16 |
| 450-499 | 1 | 10 | 1000% | 24 |
| 500-549 | 1 | 5 | 500% | 40 |
| 550-599 | 3 | 6 | 200% | 28 |
| 600-649 | 1 | 3 | 300% | 23 |
| 650-699 | 1 | 2 | 200% | 8 |
| 700-749 | 0 | 2 | 200% | 9 |
| 750-799 | 1 | 2 | 200% | 12 |
| 800-849 | 0 | 4 | 400% | 13 |
| 850-899 | 2 | 3 | 150% | 6 |
| 900-949 | 0 | 1 | 100% | 5 |
| 950-999 | 1 | 1 | 100% | 4 |
| 1000-1499 | 4 | 2 | 50% | 8 |
| 1500-1999 | 3 | 1 | 33% | 0 |
| 2000+ | 1 | 0 | 0% | 0 |
| TOTAL STANWOOD | 21 | 57 | 271% | 232 |