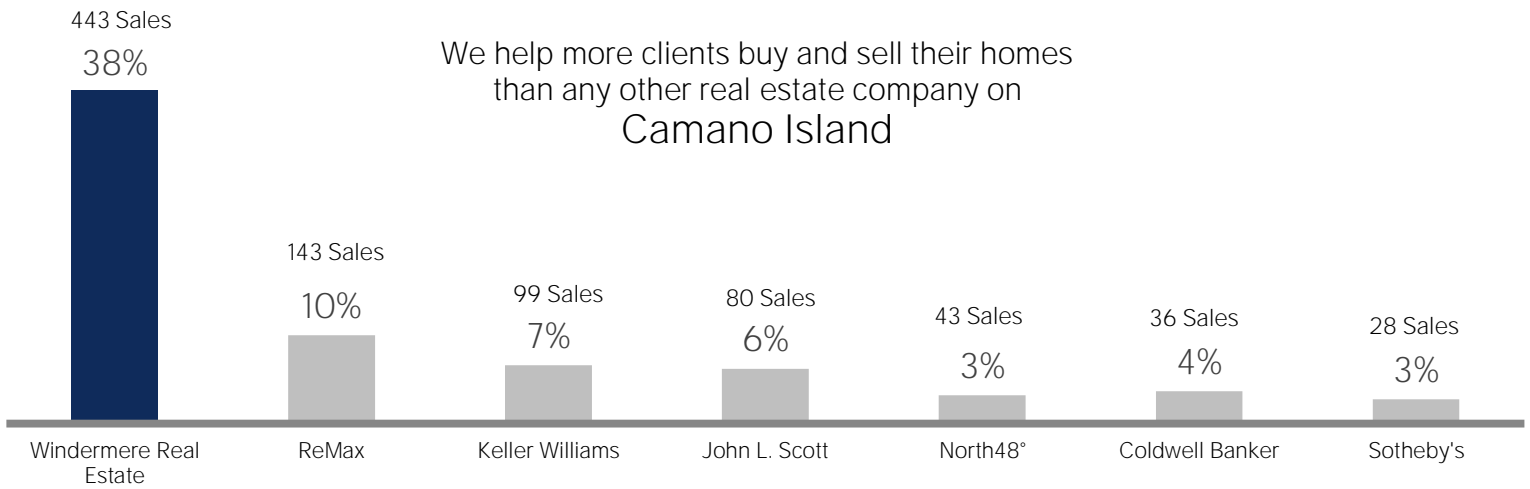




MARKET SHARE* | ROLLING 12 MONTHS ENDED JULY 31, 2021
Sales on Camano Island, WA

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



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	9	11	20	32%
ReMax	7	9	16	25%
John L. Scott	0	0	0	0%
Keller Williams	1	1	2	3%
North 48°	4	1	5	8%
Sotheby's	2	3	5	8%
All other competitors with less than 2% market share	10	5	15	24%
TOTAL	33	30	63	100%

YEAR TO DATE SNAPSHOT* | AUGUST 12, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	39	46	-15%	(7)	87
List Price vs. Sales Price Ratio	105%	100%	5%	0	99%
Number of Homes Sold YTD (Total)	298	253	18%	45	282
Unlisted Homes Sold YTD	26	17	53%	9	11
Average Days on Market (Sold Listings)	15	41	-63%	(26)	43
Average Sale Price	712,298	544,904	31%	167,394	479,520
Price Difference on Average YTD Sold	31%	14%			

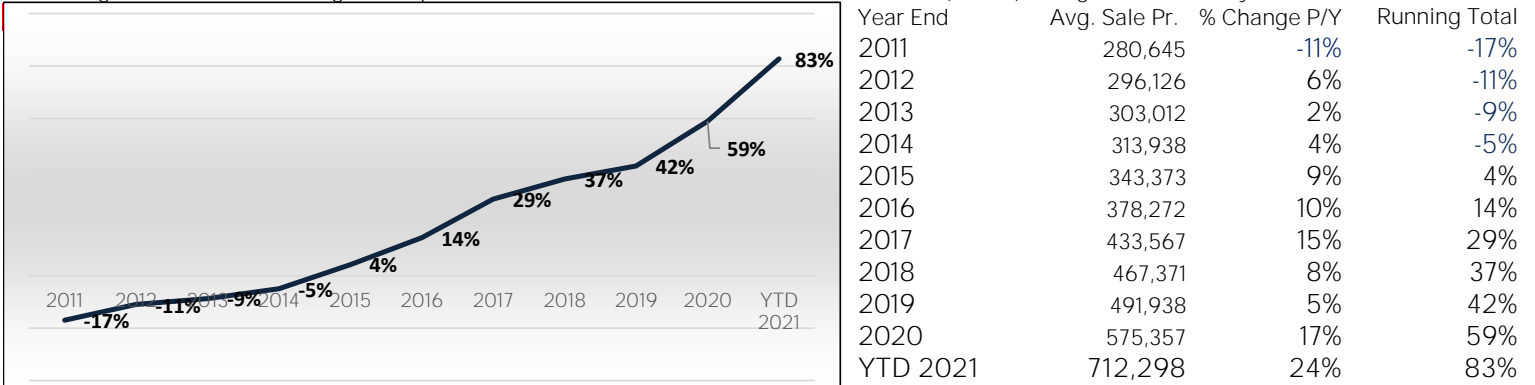
	AUG 2020 - JULY 2021	AUG 2019 - JULY 2020	% +/-	# +/-	AUG 2018 - JULY 2019
Number of Homes Sold Rolling 12 Months	517	418	24%	99	438

PREVIOUS MONTH SNAPSHOT* | JULY 31, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in July	53	55	-4%	(2)	48
Number of Pending in July	51	59	-14%	(8)	44
Number of Sold in July	55	58	-5%	(3)	52

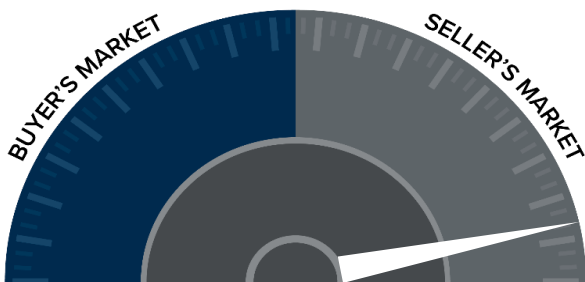
10 YEAR AVERAGE SALES PRICE TREND | JULY 31, 2021

Percentages based on the average sales price for all residential homes sold on Camano Island (98282) during each calendar year.



JULY 31, 2021
MONTHS SUPPLY
OF INVENTORY

0.6



AREA MARKET SURVEY* | AUGUST 12, 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%	2
250-299	0	3	300%	4
300-349	0	3	300%	15
350-399	3	3	100%	17
400-449	2	1	50%	24
450-499	4	4	100%	24
500-549	6	3	50%	33
550-599	3	4	133%	23
600-649	3	3	100%	28
650-699	4	6	150%	18
700-749	1	4	400%	9
750-799	0	5	500%	15
800-849	1	0	0%	12
850-899	1	2	200%	8
900-949	0	1	100%	10
950-999	1	2	200%	12
1000-1499	7	5	71%	29
1500-1999	0	3	300%	10
2000+	3	1	33%	4
CAMANO ISLAND	39	53	136%	298