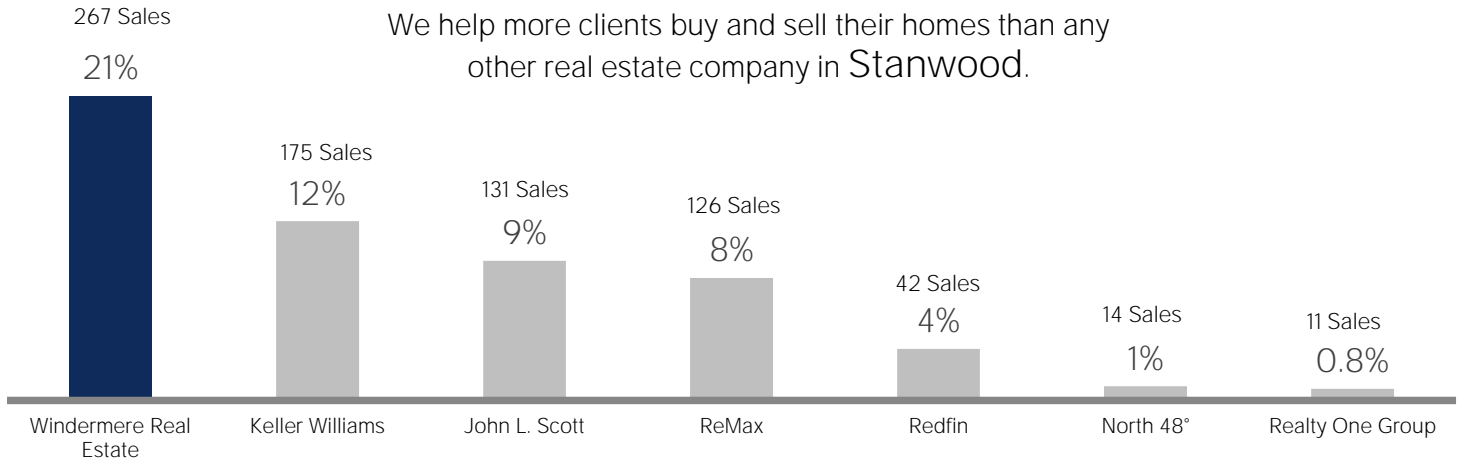




MARKET SHARE\* | ROLLING 12 MONTHS ENDED JULY 31, 2021  
Sales in Stanwood, WA



MARKET SHARE\* | JULY 31, 2021  
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	5	9	14	21%
ReMax	6	0	6	9%
John L. Scott	2	4	6	9%
Keller Williams	3	1	4	6%
Realty One Group	1	1	2	3%
North 48°	0	0	0	0%
All other competitors with less than 2% market share	25	11	36	53%
TOTAL	42	26	68	100%

YEAR TO DATE SNAPSHOT\* | AUGUST 12, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	39	47	-17%	(8)	87
List Price vs. Sales Price Ratio	104%	101%	3%	0	100%
Number of Homes Sold YTD (Total)	336	316	6%	20	280
Unlisted Homes Sold YTD	15	9	67%	6	11
Average Days on Market (Sold Listings)	14	36	-61%	(22)	40
Average Sale Price	610,971	525,530	16%	85,441	475,572
Price Difference on Average YTD Sold	16%	11%			

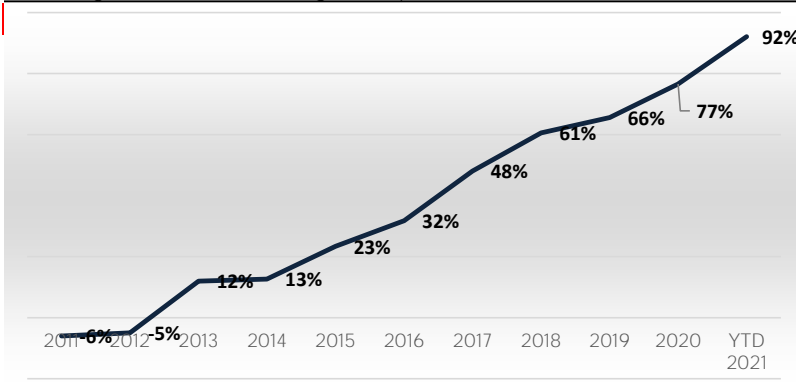
	AUG 2020 - JULY 2021	AUG 2019 - JULY 2020	% +/-	# +/-	AUG 2018 - JULY 2019
Number of Homes Sold Rolling 12 Months	629	516	22%	113	449

## PREVIOUS MONTH SNAPSHOT\* | JULY 31, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in July	75	57	32%	18	52
Number of Pending in July	55	69	-20%	(14)	53
Number of Sold in July	60	56	7%	4	45

## 10 YEAR AVERAGE SALES PRICE TREND | JULY 31, 2021

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

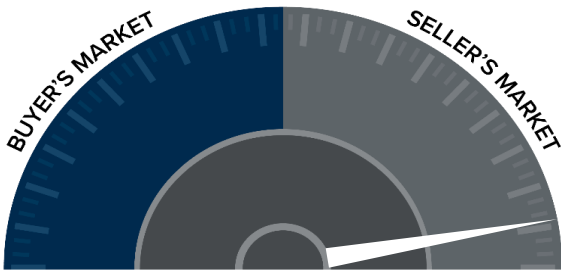


Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2011	270,519	-5%	-6%
2012	255,772	-5%	-5%
2013	300,148	17%	12%
2014	302,126	1%	13%
2015	334,567	11%	23%
2016	362,741	8%	32%
2017	421,632	16%	48%
2018	474,529	13%	61%
2019	488,467	5%	66%
2020	528,932	11%	77%
YTD 2021	610,971	16%	92%

## AREA MARKET SURVEY\* | AUGUST 12, 2021

JULY 31, 2021  
MONTHS SUPPLY  
OF INVENTORY

0.7



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	1	0	0%	4
250-299	0	1	100%	8
300-349	1	0	0%	7
350-399	2	2	100%	28
400-449	2	9	450%	18
450-499	4	7	175%	34
500-549	4	18	450%	58
550-599	7	21	300%	46
600-649	4	12	300%	29
650-699	2	5	250%	13
700-749	3	1	33%	11
750-799	2	2	100%	16
800-849	1	3	300%	21
850-899	1	3	300%	13
900-949	3	1	100%	7
950-999	0	4	400%	6
1000-1499	2	5	250%	16
1500-1999	0	2	200%	1
2000+	0	2	200%	0
<b>TOTAL STANWOOD</b>	<b>39</b>	<b>98</b>	<b>251%</b>	<b>336</b>