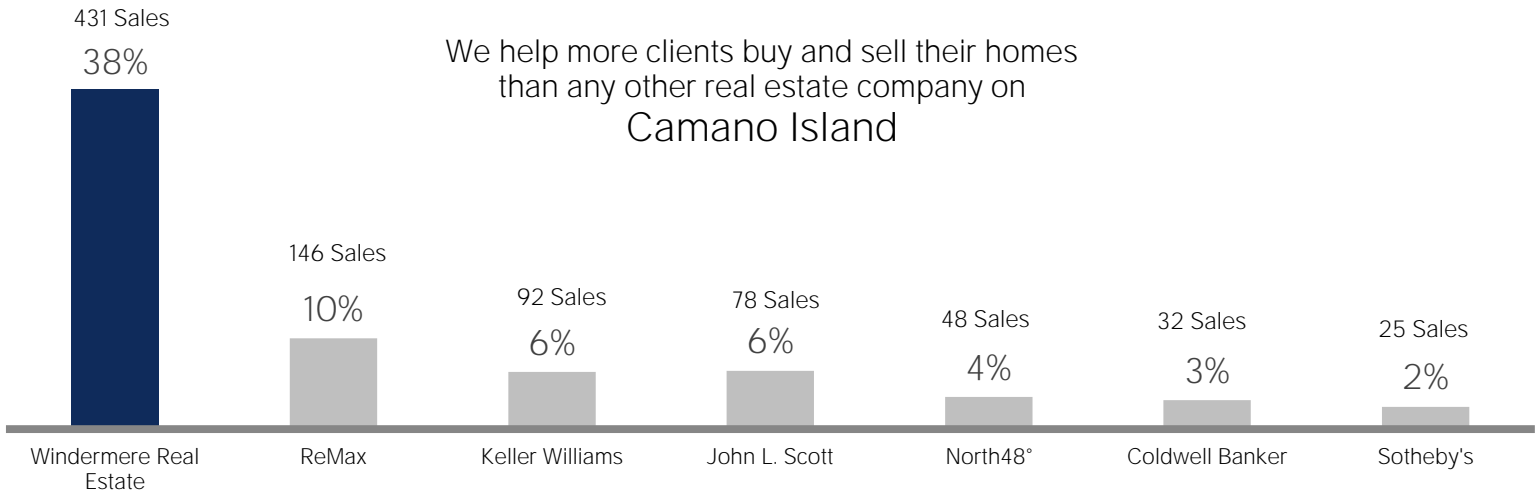




MARKET SHARE* | ROLLING 12 MONTHS - ENDED AUGUST 31, 2021
Sales on Camano Island, WA

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



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	12	11	23	35%
ReMax	6	5	11	17%
John L. Scott	2	1	3	5%
Keller Williams	3	2	5	8%
North 48°	1	0	1	2%
Sotheby's	1	4	5	8%
All other competitors with less than 2% market share	11	6	17	26%
TOTAL	36	29	65	100%

YEAR TO DATE SNAPSHOT* | SEPTEMBER 9, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	38	39	-3%	(1)	96
List Price vs. Sales Price Ratio	105%	100%	5%	0	99%
Number of Homes Sold YTD (Total)	332	296	12%	36	334
Unlisted Homes Sold YTD	29	17	71%	12	13
Average Days on Market (Sold Listings)	15	40	-63%	(25)	45
Average Sale Price	713,914	567,268	26%	146,646	489,512
Price Difference on Average YTD Sold	26%	16%			

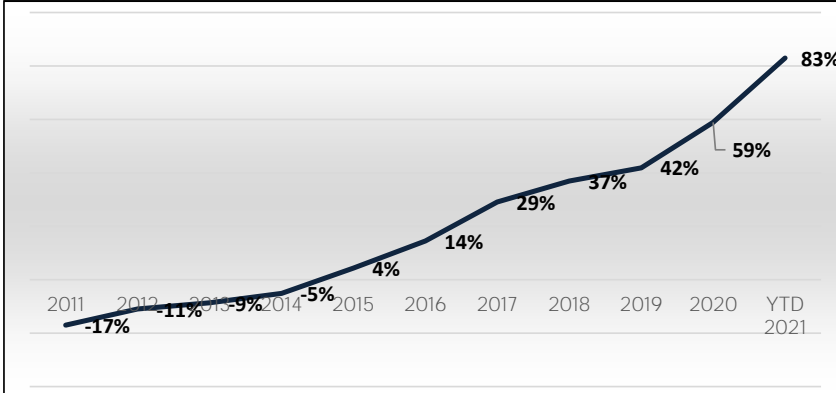
	SEPT 2020 - AUG 2021	SEPT 2019 - AUG 2020	% +/-	# +/-	SEPT 2018 - AUG 2019
Number of Homes Sold Rolling 12 Months	510	419	22%	91	443

PREVIOUS MONTH SNAPSHOT* | AUGUST 31, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in August	59	47	26%	12	60
Number of Pending in August	45	57	-21%	(12)	45
Number of Sold in August	41	47	-13%	(6)	41

10 YEAR AVERAGE SALES PRICE TREND | AUGUST 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	713,914	24%	83%

AUGUST 31, 2021
MONTHS SUPPLY
OF INVENTORY

0.9

AREA MARKET SURVEY* | SEPTEMBER 9, 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%	3
250-299	0	2	200%	4
300-349	2	1	50%	17
350-399	2	8	400%	20
400-449	6	6	100%	25
450-499	2	7	350%	27
500-549	2	2	100%	34
550-599	5	4	80%	24
600-649	2	7	350%	30
650-699	3	6	200%	21
700-749	1	1	100%	12
750-799	0	3	300%	18
800-849	1	0	0%	17
850-899	1	2	200%	8
900-949	0	2	200%	11
950-999	0	0	0%	13
1000-1499	7	5	71%	32
1500-1999	1	3	300%	10
2000+	3	0	0%	5
CAMANO ISLAND	38	59	155%	332

