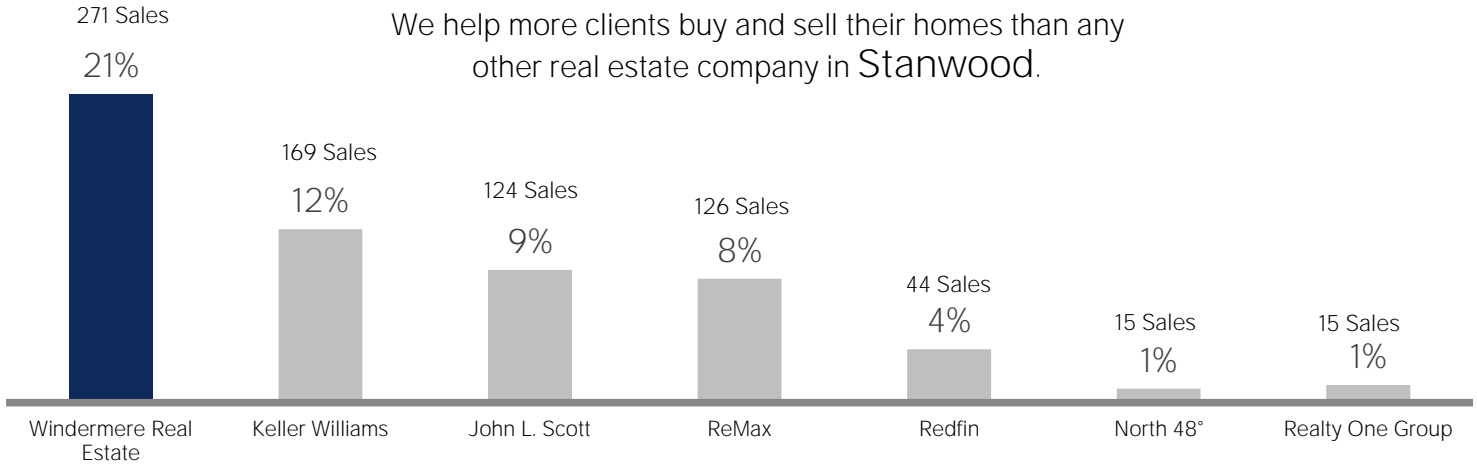




MARKET SHARE\* | ROLLING 12 MONTHS - ENDED AUGUST 31, 2021  
Sales in Stanwood, WA



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	7	9	16	24%
ReMax	8	0	8	12%
John L. Scott	2	4	6	9%
Keller Williams	5	4	9	14%
Realty One Group	1	1	2	3%
North 48*	1	0	1	2%
All other competitors with less than 2% market share	18	6	24	36%
TOTAL	42	24	66	100%

YEAR TO DATE SNAPSHOT\* | SEPTEMBER 9, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	31	52	-40%	(21)	82
List Price vs. Sales Price Ratio	104%	100%	4%	0	100%
Number of Homes Sold YTD (Total)	393	372	6%	21	347
Unlisted Homes Sold YTD	19	11	73%	8	12
Average Days on Market (Sold Listings)	14	35	-60%	(21)	41
Average Sale Price	615,653	531,971	16%	83,682	475,378
Price Difference on Average YTD Sold	16%	12%			

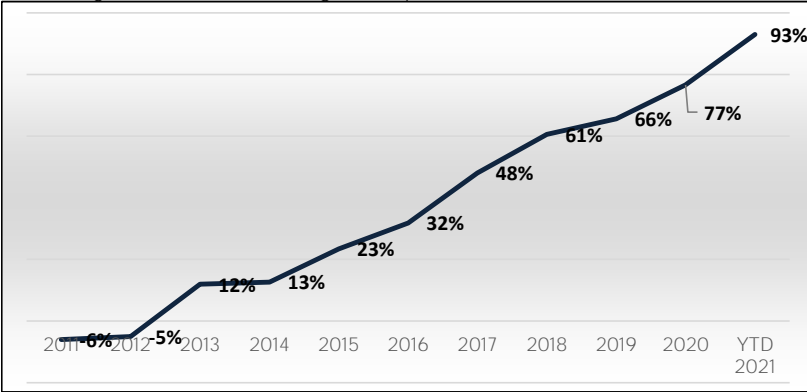
	SEPT 2020 - AUG 2021	SEPT 2019 - AUG 2020	% +/-	# +/-	SEPT 2018 - AUG 2019
Number of Homes Sold Rolling 12 Months	630	513	23%	117	458

PREVIOUS MONTH SNAPSHOT\* | AUGUST 31, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in August	72	59	22%	13	44
Number of Pendings in August	69	68	1%	1	41
Number of Solds in August	55	51	8%	4	55

10 YEAR AVERAGE SALES PRICE TREND | AUGUST 31, 2021

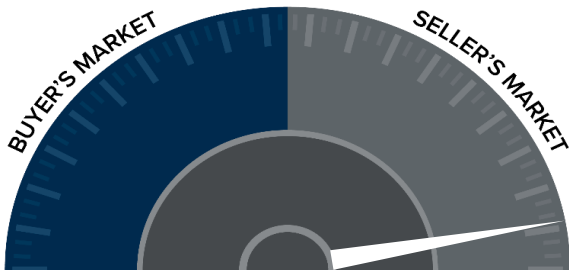
Percentages based on the average sales price for all residential homes sold in Stanwood (98292) during each calendar year.



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	615,653	16%	93%

AREA MARKET SURVEY\* | SEPTEMBER 9, 2021

AUGUST 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	0	0	0%	4
250-299	1	0	0%	8
300-349	1	0	0%	8
350-399	0	3	300%	29
400-449	0	9	900%	20
450-499	2	7	350%	42
500-549	4	12	300%	73
550-599	5	18	360%	56
600-649	3	12	400%	36
650-699	1	4	400%	16
700-749	1	4	400%	11
750-799	0	7	700%	18
800-849	0	2	200%	21
850-899	2	4	200%	15
900-949	2	1	50%	9
950-999	2	6	300%	6
1000-1499	5	5	100%	18
1500-1999	2	1	50%	2
2000+	0	1	100%	1
<b>TOTAL STANWOOD</b>	<b>31</b>	<b>96</b>	<b>310%</b>	<b>393</b>