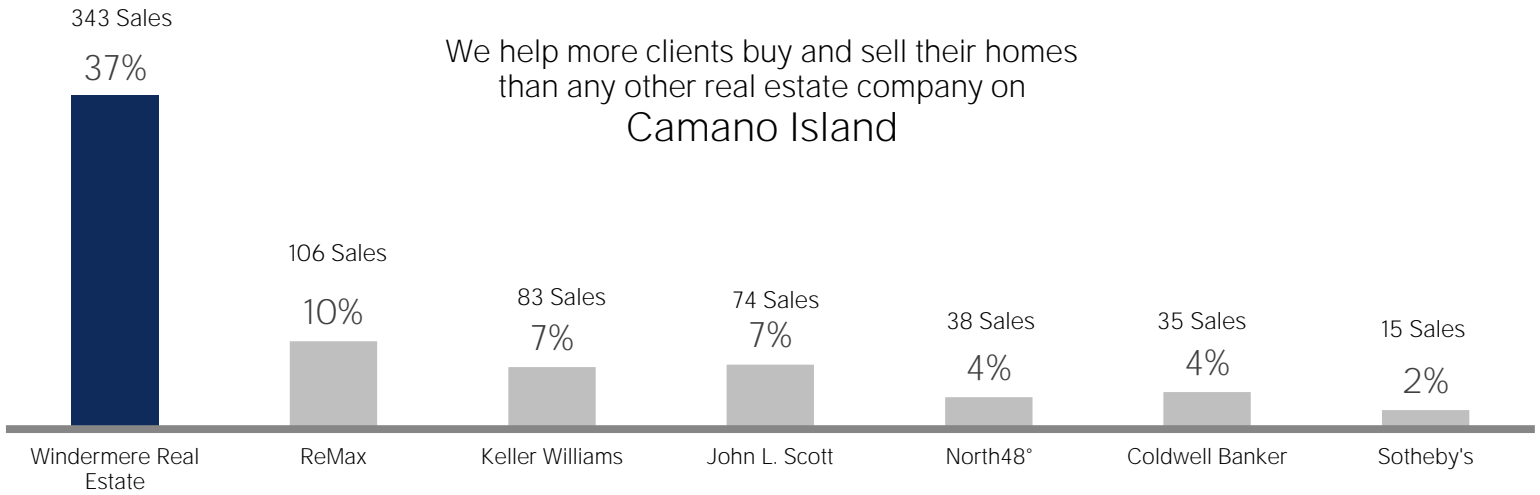




MARKET SHARE* | ROLLING 12 MONTHS - ENDED SEPTEMBER 30, 2021
Sales on Camano Island, WA

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



MARKET SHARE* | SEPTEMBER 30, 2021
Listings on Camano Island, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	9	10	19	31%
ReMax	6	6	12	19%
John L. Scott	1	1	2	3%
Keller Williams	1	3	4	6%
North 48°	4	0	4	6%
Sotheby's	1	4	5	8%
All other competitors with less than 2% market share	9	7	16	26%
TOTAL	31	31	62	100%

YEAR TO DATE SNAPSHOT* | OCTOBER 11, 2021

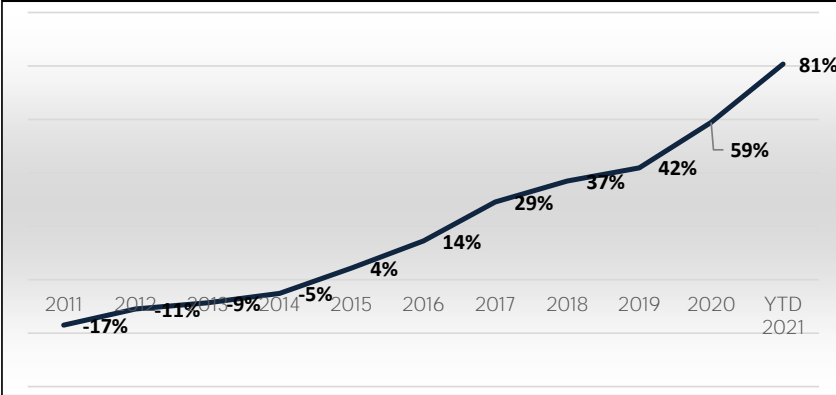
	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	36	49	-27%	(13)	90
List Price vs. Sales Price Ratio	105%	100%	5%	0	99%
Number of Homes Sold YTD (Total)	388	341	14%	47	391
Unlisted Homes Sold YTD	31	20	55%	11	15
Average Days on Market (Sold Listings)	16	39	-59%	(23)	46
Average Sale Price	700,969	566,869	24%	134,100	488,282
Price Difference on Average YTD Sold	24%	16%			
	OCT 2020 - SEPT 2021	OCT 2019 - SEPT 2020	% +/-	# +/-	OCT 2018 - SEPT 2019
Number of Homes Sold Rolling 12 Months	514	431	19%	83	442

PREVIOUS MONTH SNAPSHOT* | SEPTEMBER 30, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in September	44	48	-8%	(4)	48
Number of Pendings in September	48	38	26%	10	40
Number of Solds in September	54	50	8%	4	39

10 YEAR AVERAGE SALES PRICE TREND | SEPTEMBER 30, 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	700,969	22%	81%

AREA MARKET SURVEY* | OCTOBER 11, 2021

SEPTEMBER 30, 2021
MONTHS SUPPLY
OF INVENTORY

0.6

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	0	0%	6
300-349	0	4	400%	19
350-399	3	5	167%	24
400-449	2	5	250%	34
450-499	1	3	300%	34
500-549	0	5	500%	37
550-599	3	7	233%	24
600-649	2	2	100%	39
650-699	2	3	150%	25
700-749	4	0	0%	14
750-799	3	2	67%	23
800-849	1	0	0%	18
850-899	1	1	100%	10
900-949	1	1	100%	12
950-999	1	0	0%	14
1000-1499	9	12	133%	34
1500-1999	1	2	200%	12
2000+	2	0	0%	5
CAMANO ISLAND	36	52	144%	388

