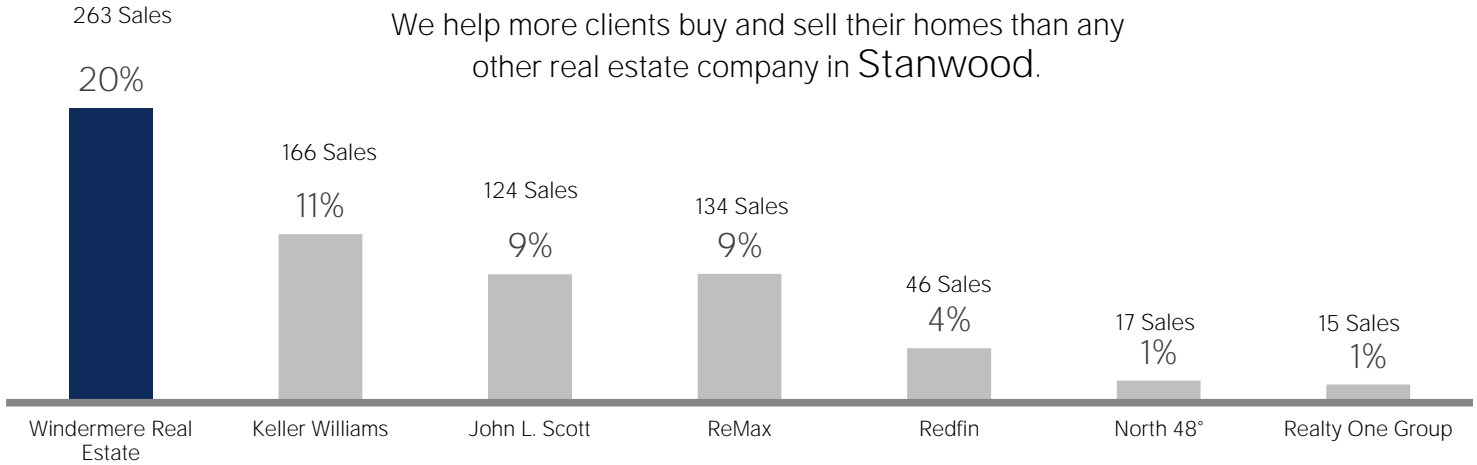




MARKET SHARE* | ROLLING 12 MONTHS - ENDED SEPTEMBER 30, 2021
Sales in Stanwood, WA



MARKET SHARE* | SEPTEMBER 30, 2021
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	4	9	13	21%
ReMax	6	0	6	10%
John L. Scott	3	5	8	13%
Keller Williams	4	4	8	13%
Realty One Group	1	1	2	3%
North 48°	1	0	1	2%
All other competitors with less than 2% market share	17	6	23	38%
TOTAL	36	25	61	100%

YEAR TO DATE SNAPSHOT* | OCTOBER 11, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	31	48	-35%	(17)	80
List Price vs. Sales Price Ratio	105%	100%	5%	0	100%
Number of Homes Sold YTD (Total)	468	429	9%	39	398
Unlisted Homes Sold YTD	22	16	38%	6	13
Average Days on Market (Sold Listings)	13	33	-61%	(20)	44
Average Sale Price	628,313	525,113	20%	103,200	483,572
Price Difference on Average YTD Sold	20%	9%			

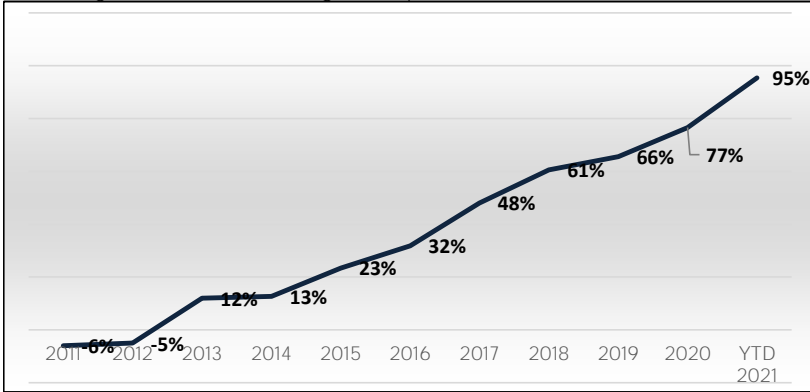
	OCT 2020 - SEPT 2021	OCT 2019 - SEPT 2020	% +/-	# +/-	OCT 2018 - SEPT 2019
Number of Homes Sold Rolling 12 Months	637	532	20%	105	474

PREVIOUS MONTH SNAPSHOT* | SEPTEMBER 30, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in September	48	59	-19%	(11)	51
Number of Pending in September	50	62	-19%	(12)	56
Number of Sold in September	64	63	2%	1	46

10 YEAR AVERAGE SALES PRICE TREND | SEPTEMBER 30, 2021

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

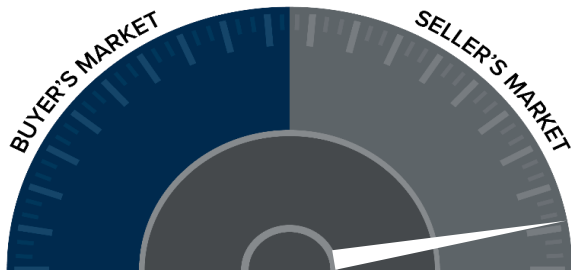


Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2011	270,519	-5%	-6%
2012	255,772	-5%	-5%
2013	300,148	17%	12%
2014	302,126	1%	13%
2015	334,567	11%	23%
2016	362,741	8%	32%
2017	421,632	16%	48%
2018	474,529	13%	61%
2019	488,467	5%	66%
2020	528,932	11%	77%
YTD 2021	628,313	19%	95%

AREA MARKET SURVEY* | OCTOBER 11, 2021

SEPTEMBER 30, 2021
MONTHS SUPPLY
OF INVENTORY

0.5



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	2	1	50%	8
300-349	1	1	100%	8
350-399	1	4	400%	32
400-449	2	3	150%	25
450-499	4	6	150%	50
500-549	3	8	267%	85
550-599	2	16	800%	65
600-649	3	13	433%	45
650-699	1	2	200%	19
700-749	1	5	500%	14
750-799	0	2	200%	20
800-849	0	2	200%	24
850-899	0	1	100%	20
900-949	0	3	300%	14
950-999	5	3	60%	9
1000-1499	4	5	125%	22
1500-1999	2	0	0%	2
2000+	0	0	0%	2
TOTAL STANWOOD	31	75	242%	468