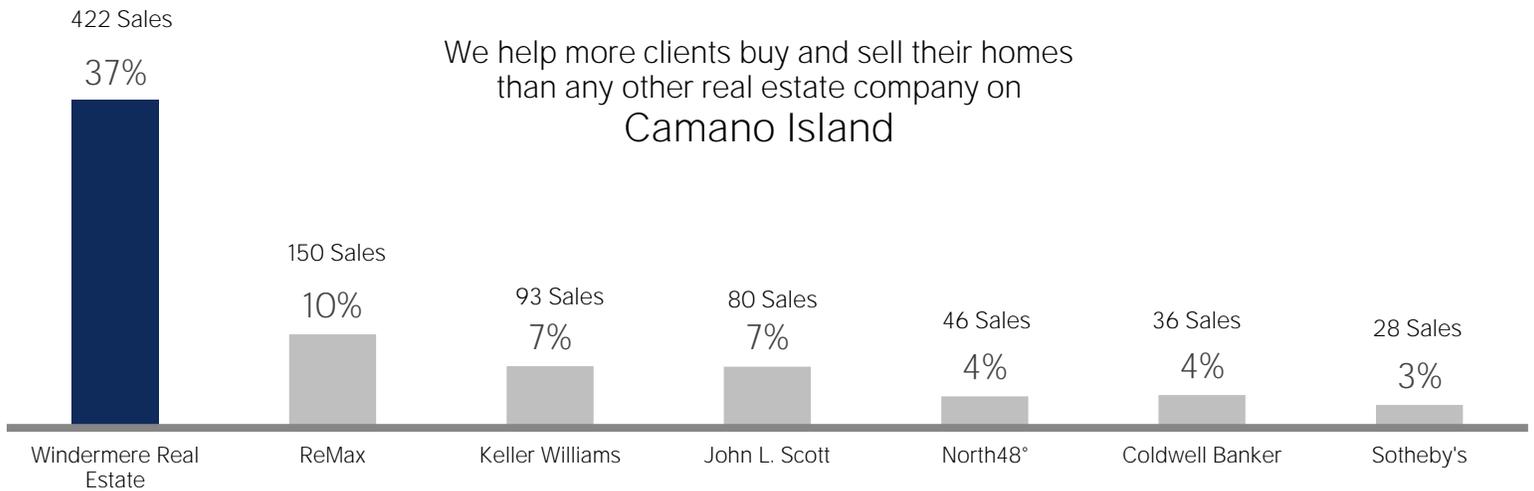




MARKET SHARE* | ROLLING 12 MONTHS - ENDED OCTOBER 31, 2021
Sales on Camano Island, WA

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



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	8	13	21	37%
ReMax	5	3	8	14%
John L. Scott	4	0	4	7%
Keller Williams	3	3	6	10%
North 48°	0	2	2	3%
Sotheby's	2	2	4	6%
All other competitors with less than 2% market share	8	5	13	23%
TOTAL	30	27.5	58	100%

YEAR TO DATE SNAPSHOT* | NOVEMBER 9, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	25	44	-43%	(19)	75
List Price vs. Sales Price Ratio	104%	100%	4%	0	99%
Number of Homes Sold YTD (Total)	429	383	12%	46	400
Unlisted Homes Sold YTD	31	20	55%	11	14
Average Days on Market (Sold Listings)	16	37	-57%	(21)	46
Average Sale Price	700,196	565,478	24%	134,718	487,331
Price Difference on Average YTD Sold	24%	16%			

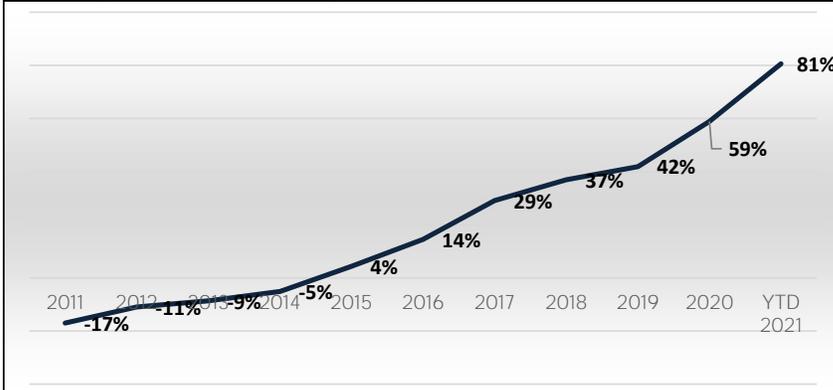
	NOV 2020 - OCT 2021	NOV 2019 - OCT 2020	% +/-	# +/-	NOV 2018 - OCT 2019
Number of Homes Sold Rolling 12 Months	509	437	16%	72	447

PREVIOUS MONTH SNAPSHOT* | OCTOBER 31, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in October	40	48	-17%	(8)	33
Number of Pending in October	38	40	-5%	(2)	19
Number of Sold in October	39	43	-9%	(4)	39

10 YEAR AVERAGE SALES PRICE TREND | OCTOBER 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	700,196	22%	81%

AREA MARKET SURVEY* | NOVEMBER 9, 2021

OCTOBER 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%	1
200-249	0	0	0%	4
250-299	0	0	0%	6
300-349	0	0	0%	20
350-399	2	5	250%	28
400-449	2	4	200%	40
450-499	2	4	200%	36
500-549	0	2	200%	39
550-599	0	7	700%	28
600-649	0	3	300%	42
650-699	1	2	200%	30
700-749	2	2	100%	17
750-799	0	3	300%	23
800-849	2	0	0%	18
850-899	1	3	300%	11
900-949	0	1	100%	13
950-999	2	1	50%	14
1000-1499	7	7	100%	41
1500-1999	2	1	50%	12
2000+	2	0	0%	6
CAMANO ISLAND	25	45	180%	429

