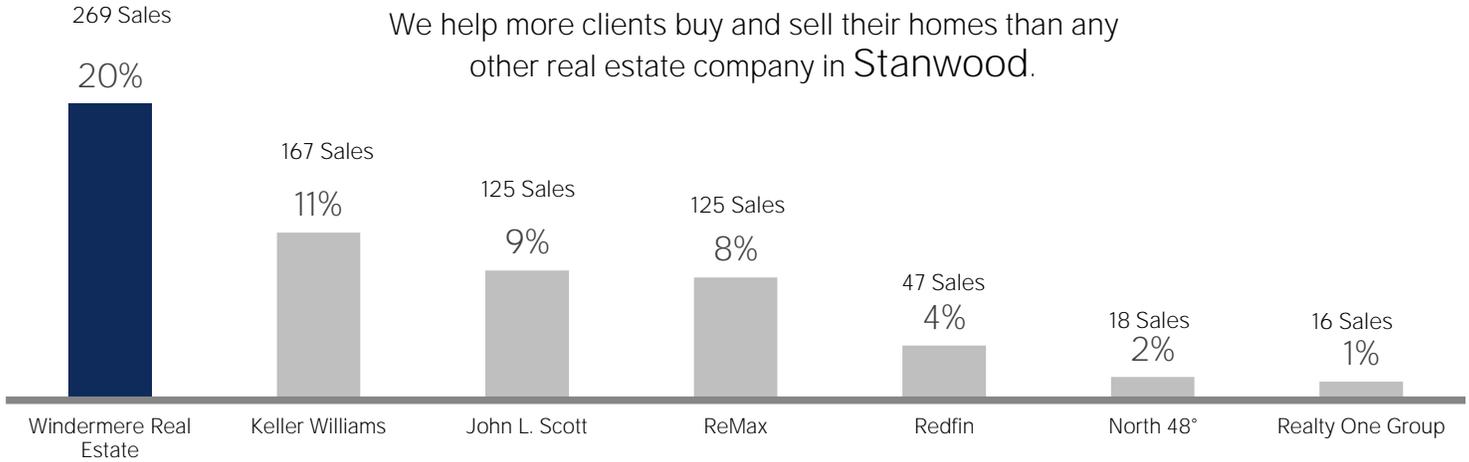




MARKET SHARE\* | ROLLING 12 MONTHS - ENDED OCTOBER 31, 2021  
Sales in Stanwood, WA



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	3	8	11	23%
ReMax	0	0	0	0%
John L. Scott	2	0	2	4%
Keller Williams	3	3	6	13%
Realty One Group	1	1	2	4%
North 48*	1	0	1	2%
All other competitors with less than 2% market share	17	9	26	54%
TOTAL	27	21	48	100%

YEAR TO DATE SNAPSHOT\* | NOVEMBER 9, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	23	39	-41%	(16)	64
List Price vs. Sales Price Ratio	105%	100%	5%	0	100%
Number of Homes Sold YTD (Total)	523	491	7%	32	427
Unlisted Homes Sold YTD	24	12	100%	12	13
Average Days on Market (Sold Listings)	13	31	-58%	(18)	46
Average Sale Price	630,844	519,380	21%	111,464	483,976
Price Difference on Average YTD Sold	21%	7%			

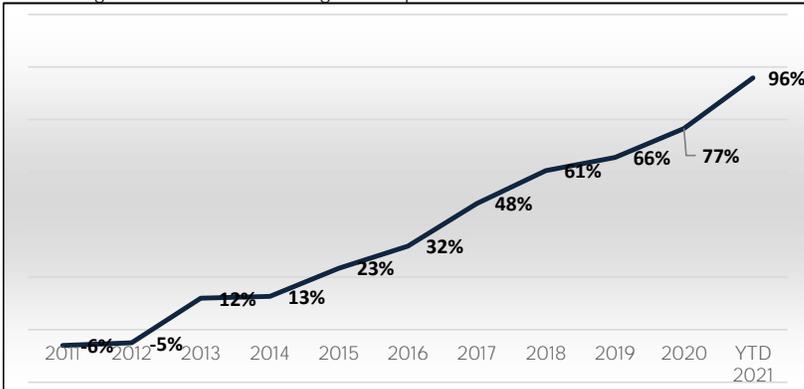
	NOV 2020 - OCT 2021	NOV 2019 - OCT 2020	% +/-	# +/-	NOV 2018 - OCT 2019
Number of Homes Sold Rolling 12 Months	630	546	15%	84	485

## PREVIOUS MONTH SNAPSHOT\* | OCTOBER 31, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in October	47	55	-15%	(8)	46
Number of Pendings in October	50	50	0%	-	37
Number of Solds in October	54	61	-11%	(7)	47

## 10 YEAR AVERAGE SALES PRICE TREND | OCTOBER 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	630,844	19%	96%

## AREA MARKET SURVEY\* | NOVEMBER 9, 2021

OCTOBER 31, 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%	9
300-349	1	2	200%	9
350-399	0	4	400%	34
400-449	1	3	300%	30
450-499	0	8	800%	52
500-549	4	8	200%	90
550-599	2	12	600%	75
600-649	2	12	600%	54
650-699	1	2	200%	23
700-749	1	2	200%	17
750-799	0	2	200%	23
800-849	0	1	100%	24
850-899	1	2	200%	21
900-949	1	3	300%	16
950-999	4	3	75%	11
1000-1499	2	4	200%	27
1500-1999	1	0	0%	2
2000+	0	0	0%	2
<b>TOTAL STANWOOD</b>	<b>23</b>	<b>69</b>	<b>300%</b>	<b>523</b>