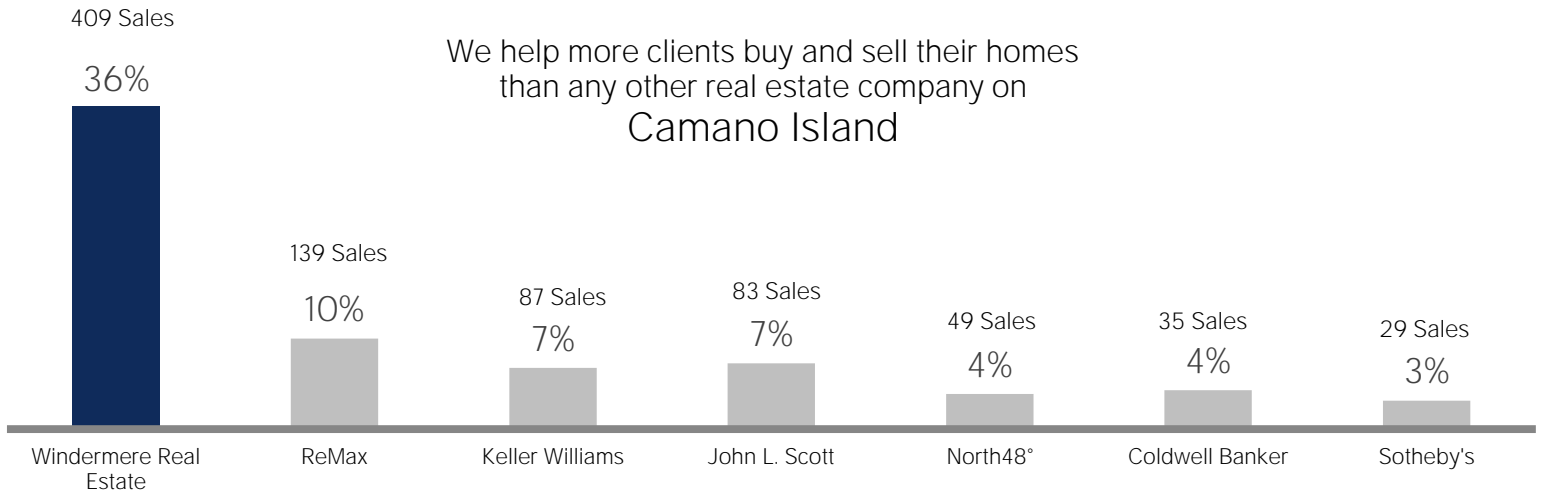




MARKET SHARE* | ROLLING 12 MONTHS - ENDED NOVEMBER 30, 2021
Sales on Camano Island, WA

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



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	5	13	18	35%
ReMax	3	2	5	10%
John L. Scott	2	1	3	6%
Keller Williams	2	3	5	10%
North 48°	1	0	1	2%
Sotheby's	1	3	4	8%
All other competitors with less than 2% market share	13	3	16	31%
TOTAL	27	25	52	100%

YEAR TO DATE SNAPSHOT* | DECEMBER 9, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	19	18	6%	1	63
List Price vs. Sales Price Ratio	104%	100%	4%	0	99%
Number of Homes Sold YTD (Total)	458	441	4%	17	434
Unlisted Homes Sold YTD	35	24	46%	11	18
Average Days on Market (Sold Listings)	16	35	-54%	(19)	47
Average Sale Price	703,200	575,259	22%	127,941	492,765
Price Difference on Average YTD Sold	22%	17%			

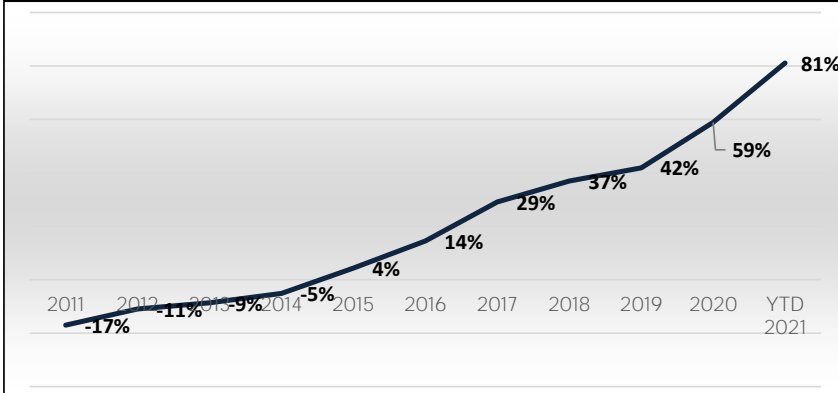
	DEC 2020 - NOV 2021	DEC 2019 - NOV 2020	% +/-	# +/-	DEC 2018 - NOV 2019
Number of Homes Sold Rolling 12 Months	491	463	6%	28	436

PREVIOUS MONTH SNAPSHOT* | NOVEMBER 30, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in November	34	35	-3%	(1)	33
Number of Pending in November	33	42	-21%	(9)	19
Number of Sold in November	33	46	-28%	(13)	39

10 YEAR AVERAGE SALES PRICE TREND | NOVEMBER 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	703,200	22%	81%

AREA MARKET SURVEY* | DECEMBER 9, 2021

NOVEMBER 30, 2021
MONTHS SUPPLY
OF INVENTORY

0.8

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%	7
300-349	1	0	0%	20
350-399	2	6	300%	31
400-449	0	0	0%	42
450-499	1	8	800%	39
500-549	0	1	100%	40
550-599	0	2	200%	32
600-649	1	6	600%	43
650-699	1	3	300%	32
700-749	0	4	400%	19
750-799	0	2	200%	24
800-849	1	1	100%	19
850-899	1	2	200%	12
900-949	1	1	100%	14
950-999	3	2	67%	15
1000-1499	3	7	233%	45
1500-1999	3	1	33%	12
2000+	1	0	0%	7
CAMANO ISLAND	19	46	242%	458

