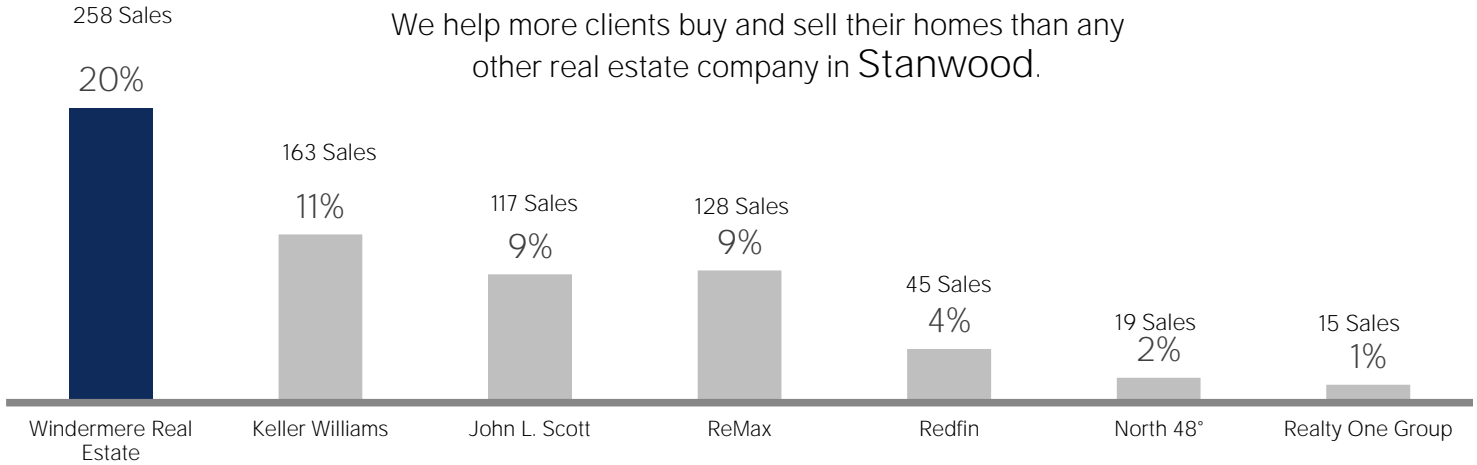




MARKET SHARE* | ROLLING 12 MONTHS - ENDED NOVEMBER 30, 2021
Sales in Stanwood, WA



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	2	9	11	24%
ReMax	0	0	0	0%
John L. Scott	1	1	2	4%
Keller Williams	1	2	3	7%
Realty One Group	0	1	1	2%
North 48°	0	0	0	0%
All other competitors with less than 2% market share	17	12	29	63%
TOTAL	21	25	46	100%

YEAR TO DATE SNAPSHOT* | DECEMBER 9, 2021

	2021	2020	% +/-	# +/-	2019
Total Active Residential Listings	20	31	-35%	(11)	62
List Price vs. Sales Price Ratio	105%	100%	5%	0	100%
Number of Homes Sold YTD (Total)	569	559	2%	10	460
Unlisted Homes Sold YTD	25	17	47%	8	15
Average Days on Market (Sold Listings)	13	30	-57%	(17)	47
Average Sale Price	633,476	530,906	19%	102,570	487,103
Price Difference on Average YTD Sold	19%	9%			

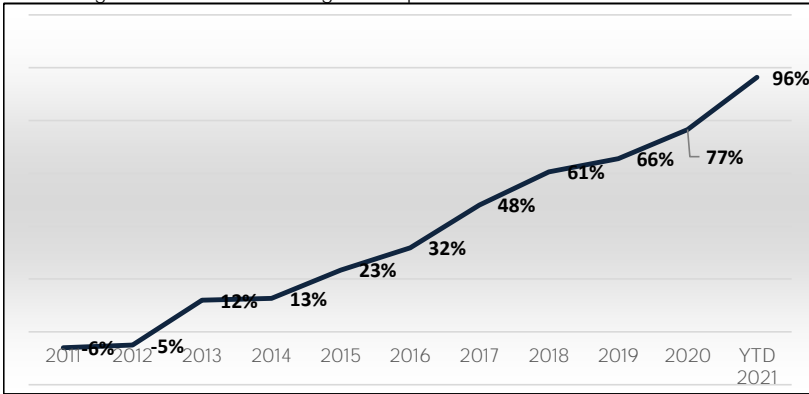
	DEC 2020 - NOV 2021	DEC 2019 - NOV 2020	% +/-	# +/-	DEC 2018 - NOV 2019
Number of Homes Sold Rolling 12 Months	621	566	10%	55	484

PREVIOUS MONTH SNAPSHOT* | NOVEMBER 30, 2021

	2021	2020	% +/-	# +/-	2019
Number of New Listings added in November	44	55	-20%	(11)	30
Number of Pendings in November	46	38	21%	8	32
Number of Solds in November	45	54	-17%	(9)	32

10 YEAR AVERAGE SALES PRICE TREND | NOVEMBER 30, 2021

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

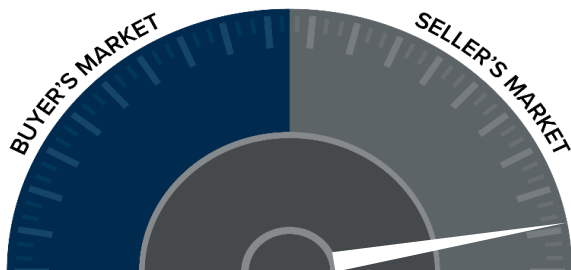


Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2011	270,519	-5%	-6%
2012	255,772	-5%	-5%
2013	300,148	17%	12%
2014	302,126	1%	13%
2015	334,567	11%	23%
2016	362,741	8%	32%
2017	421,632	16%	48%
2018	474,529	13%	61%
2019	488,467	5%	66%
2020	528,932	11%	77%
YTD 2021	633,476	20%	96%

AREA MARKET SURVEY* | DECEMBER 9, 2021

NOVEMBER 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	1	2	200%	9
300-349	0	1	100%	9
350-399	0	1	100%	37
400-449	1	3	300%	35
450-499	0	5	500%	52
500-549	1	9	900%	98
550-599	7	12	171%	83
600-649	3	8	267%	61
650-699	2	7	350%	26
700-749	1	2	200%	17
750-799	1	2	200%	24
800-849	0	2	200%	25
850-899	0	0	0%	23
900-949	1	2	200%	19
950-999	1	4	400%	13
1000-1499	1	4	400%	30
1500-1999	0	1	100%	2
2000+	0	0	0%	2
TOTAL STANWOOD	20	65	325%	569