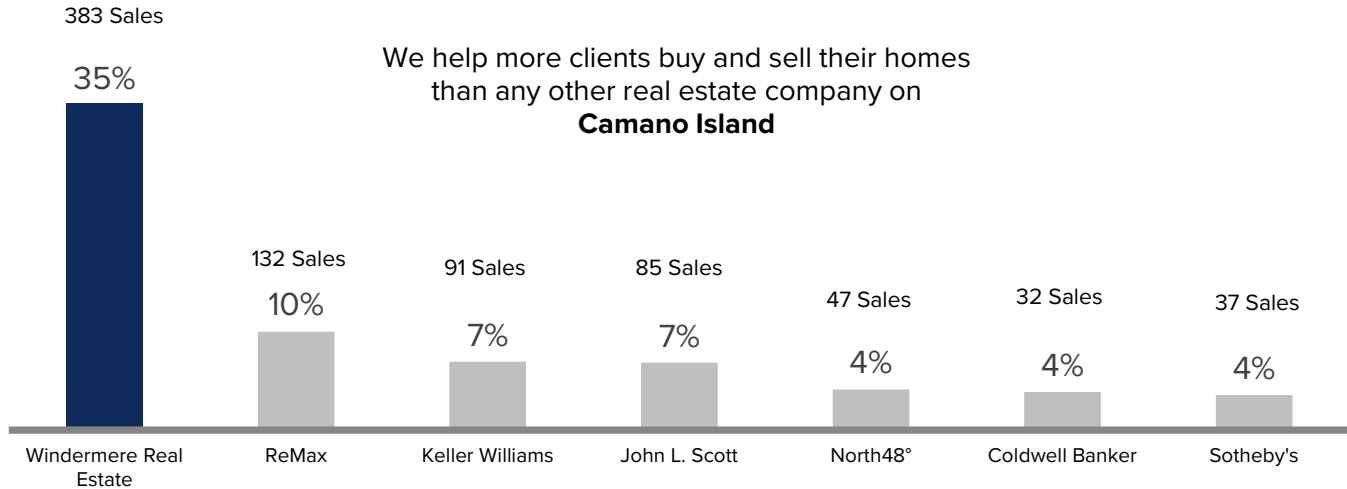




MARKET SHARE* | ROLLING 12 MONTHS ENDED APRIL 30, 2022
Sales on Camano Island, WA



MARKET SHARE* | APRIL 30, 2022
Listings on Camano Island, WA

| | RESIDENTIAL | LAND | TOTAL LISTINGS | MARKET SHARE |
|--|-------------|-----------|----------------|--------------|
| Windermere Real Estate | 5 | 9 | 14 | 37% |
| ReMax | 4 | 0 | 4 | 11% |
| John L. Scott | 1 | 0 | 1 | 3% |
| Keller Williams | 2 | 1 | 3 | 8% |
| North 48° | 4 | 0 | 4 | 11% |
| Sotheby's | 0 | 1 | 1 | 1% |
| All other competitors with less than 2% market share | 7 | 4 | 11 | 29% |
| TOTAL | 23 | 15 | 38 | 100% |

YEAR TO DATE SNAPSHOT* | MAY 6, 2022

| | 2022 | 2021 | % +/- | # +/- | 2020 |
|--|---------|---------|-------|---------|---------|
| Total Active Residential Listings | 31 | 18 | 72% | 13 | 54 |
| List Price vs. Sales Price Ratio | 104% | 105% | -1% | (0) | 99% |
| Number of Sold Homes YTD | 118 | 138 | -14% | (20) | 122 |
| Unlisted Homes Sold YTD | 9 | 5 | 80% | 4 | 2 |
| Average Days on Market (Sold Listings) | 18 | 16 | 13% | 2 | 52 |
| Average Sale Price | 847,698 | 666,195 | 27% | 181,503 | 523,898 |
| Price Difference on Average YTD Sold | 27% | 27% | | | |

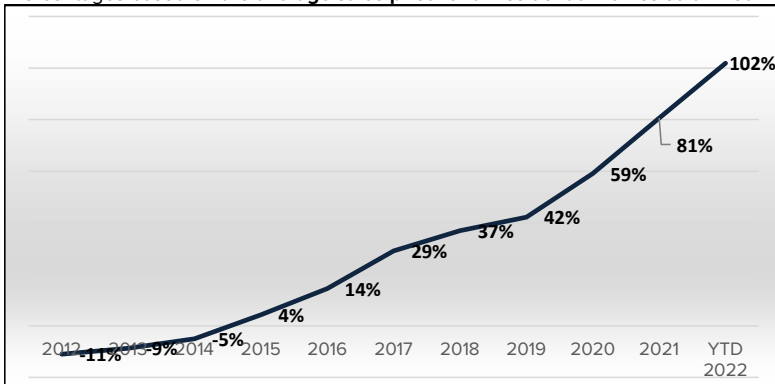
| | MAY 2021 - APR 2022 | MAY 2020 - APR 2021 | % +/- | # +/- | MAY 2019 - APR 2020 |
|---|---------------------|---------------------|-------|-------|---------------------|
| Number of Homes Sold Rolling 12 Months | 483 | 490 | -1% | (7) | 445 |

PREVIOUS MONTH SNAPSHOT* | APRIL 30, 2022

| | 2022 | 2021 | % +/- | # +/- | 2020 |
|---------------------------------------|------|------|-------|-------|------|
| Number of New Listings added in April | 48 | 71 | -32% | (23) | 36 |
| Number of Pendlings in April | 30 | 53 | -43% | (23) | 28 |
| Number of Solds in April | 38 | 42 | -10% | (4) | 26 |

10 YEAR AVERAGE SALES PRICE TREND | APRIL 30, 2022

Percentages based on the **average sales price** for all residential homes sold in Camano Island (98282) during each calendar year.

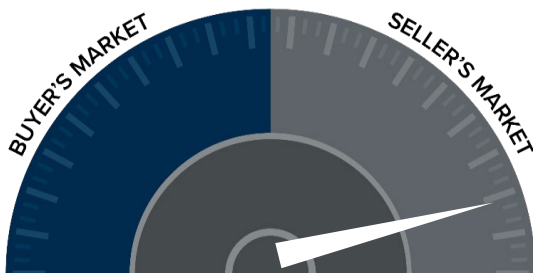


| Year End | Avg. Sale Pr. | % Change P/Y | Running Total |
|-----------------|----------------|--------------|---------------|
| 2012 | 296,126 | 6% | -11% |
| 2013 | 303,012 | 2% | -9% |
| 2014 | 313,938 | 4% | -5% |
| 2015 | 343,373 | 9% | 4% |
| 2016 | 378,272 | 10% | 14% |
| 2017 | 433,567 | 15% | 29% |
| 2018 | 467,371 | 8% | 37% |
| 2019 | 491,938 | 5% | 42% |
| 2020 | 575,357 | 17% | 59% |
| 2021 | 699,149 | 22% | 81% |
| YTD 2022 | 847,698 | 21% | 102% |

AREA MARKET SURVEY* | MAY 6, 2022

APRIL 30, 2022
MONTHS SUPPLY
OF INVENTORY

.6



| Price (in thousands) | Active & Contingent | Pending | Pending Ratio | SOLD in 2022 |
|----------------------------|---------------------|-----------|---------------|--------------|
| 0-99 | 0 | 0 | 0% | 0 |
| 100-199 | 0 | 0 | 0% | 0 |
| 200-249 | 0 | 0 | 0% | 0 |
| 250-299 | 1 | 0 | 0% | 2 |
| 300-349 | 0 | 0 | 0% | 1 |
| 350-399 | 1 | 0 | 0% | 8 |
| 400-449 | 2 | 2 | 200% | 4 |
| 450-499 | 2 | 2 | 100% | 8 |
| 500-549 | 1 | 3 | 300% | 11 |
| 550-599 | 2 | 6 | 600% | 7 |
| 600-649 | 0 | 1 | 100% | 7 |
| 650-699 | 1 | 2 | 200% | 7 |
| 700-749 | 2 | 2 | 200% | 4 |
| 750-799 | 4 | 3 | 75% | 5 |
| 800-849 | 2 | 0 | 0% | 4 |
| 850-899 | 0 | 1 | 100% | 7 |
| 900-949 | 1 | 1 | 100% | 6 |
| 950-999 | 0 | 2 | 200% | 3 |
| 1000-1499 | 7 | 5 | 71% | 22 |
| 1500-1999 | 2 | 1 | 100% | 10 |
| 2000+ | 3 | 0 | 0% | 2 |
| TOTAL CAMANO ISLAND | 31 | 31 | 100% | 118 |