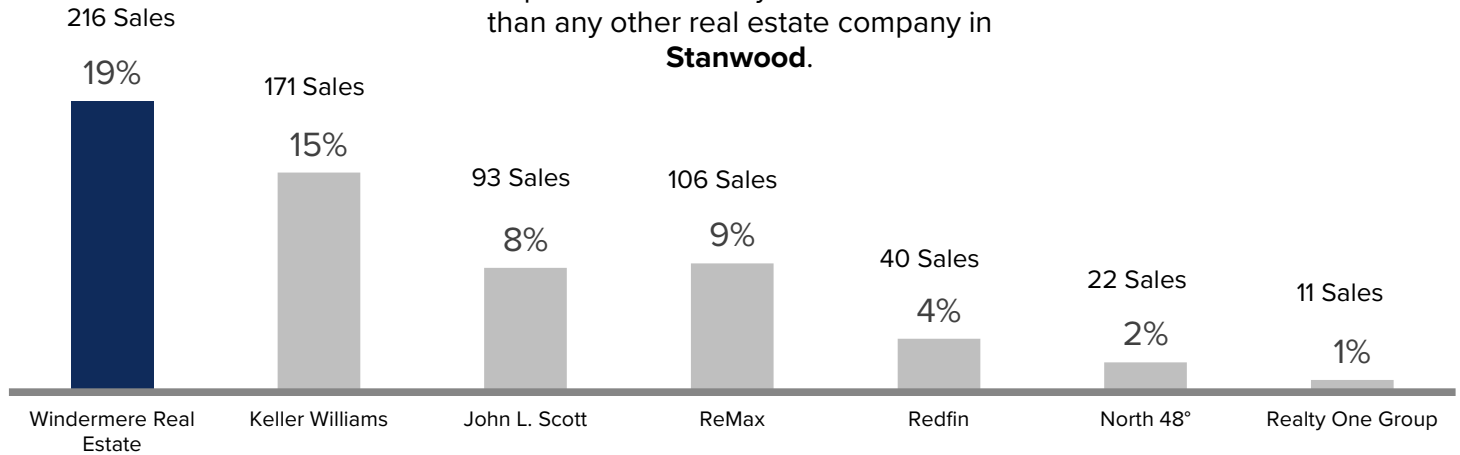




**MARKET SHARE\* | ROLLING 12 MONTHS ENDED AUGUST 31, 2022**  
Sales in Stanwood, WA

We help more clients buy and sell their homes than any other real estate company in **Stanwood.**



**MARKET SHARE\* | AUGUST 31, 2022**  
Listings in Stanwood, WA

|  | RESIDENTIAL | LAND      | TOTAL LISTINGS | MARKET SHARE |
|--|-------------|-----------|----------------|--------------|
| Windermere Real Estate                               | 8           | 5         | 13             | <b>13%</b>   |
| ReMax  | 9           | 5         | 14             | 14%          |
| John L. Scott  | 7           | 0         | 7              | 7%           |
| Keller Williams                                      | 9           | 5         | 14             | 14%          |
| Realty One Group                                     | 1           | 1         | 2              | 2%           |
| North 48°  | 2           | 1         | 3              | 3%           |
| All other competitors with less than 2% market share | 36          | 8         | 46             | 46%          |
| <b>TOTAL</b>   | <b>72</b>   | <b>25</b> | <b>99</b>      | <b>100%</b>  |

**YEAR TO DATE SNAPSHOT\* | SEPTEMBER 9, 2022**

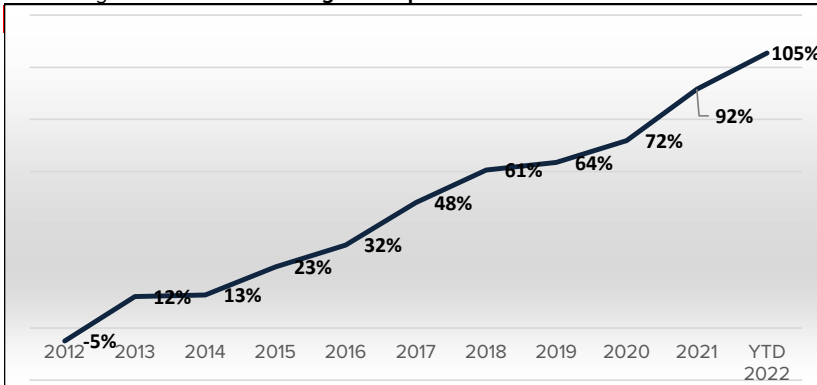
|   | 2022                        | 2021                        | % +/-        | # +/-        | 2020                        |
|---|-----------------------------|-----------------------------|--------------|--------------|-----------------------------|
| Total Active Residential Listings             | 71                          | 31                          | 129%         | 40           | 52                          |
| List Price vs. Sales Price Ratio              | 102%                        | 104%                        | -2%          | (0)          | 100%                        |
| Number of Homes Sold YTD (Total)              | 317                         | 393                         | -19%         | (76)         | 372                         |
| Unlisted Homes Sold YTD                       | 9                           | 19                          | -53%         | (10)         | 11                          |
| Average Days on Market (Sold Listings)        | 16                          | 14                          | 14%          | 2            | 35                          |
| Average Sale Price                            | 721,374                     | 615,653                     | 17%          | 105,721      | 531,971                     |
| Price Difference on Average YTD Sold          | <b>17%</b>                  | 16%                         |              |              |                             |
|   | <b>SEPT 2021 - AUG 2022</b> | <b>SEPT 2020 - AUG 2021</b> | <b>% +/-</b> | <b># +/-</b> | <b>SEPT 2019 - AUG 2020</b> |
| Number of Homes Sold <b>Rolling 12 Months</b> | 540                         | 630                         | -14%         | (90)         | 513                         |

## PREVIOUS MONTH SNAPSHOT\* | AUGUST 31, 2022

|  | 2022 | 2021 | % +/- | # +/- | 2020 |
|--|------|------|-------|-------|------|
| Number of New Listings added in August | 42   | 73   | -42%  | (31)  | 47   |
| Number of Pendings in August           | 32   | 61   | -48%  | (29)  | 57   |
| Number of Solds in August              | 36   | 57   | -37%  | (21)  | 47   |

## 10 YEAR AVERAGE SALES PRICE TREND | AUGUST 31, 2022

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 |
|-----------------|----------------|--------------|---------------|
| 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        | 3%           | 64%           |
| 2020            | 528,932        | 8%           | 72%           |
| 2021            | 633,476        | 20%          | 92%           |
| <b>YTD 2022</b> | <b>721,374</b> | <b>14%</b>   | <b>105%</b>   |

## AREA MARKET SURVEY\* | SEPTEMBER 9, 2022

AUGUST 31, 2022  
MONTHS SUPPLY  
OF INVENTORY

**1.9**



| Price (in thousands)  | Active & Contingent | Pending   | Pending Ratio | SOLD in 2022 |
|-----------------------|---------------------|-----------|---------------|--------------|
| 0-99                  | 2                   | 0         | 0%            | 0            |
| 100-199               | 0                   | 0         | 0%            | 0            |
| 200-249               | 0                   | 0         | 0%            | 1            |
| 250-299               | 0                   | 0         | 0%            | 1            |
| 300-349               | 0                   | 2         | 200%          | 4            |
| 350-399               | 1                   | 1         | 100%          | 6            |
| 400-449               | 2                   | 1         | 50%           | 11           |
| 450-499               | 7                   | 3         | 43%           | 18           |
| 500-549               | 5                   | 2         | 40%           | 28           |
| 550-599               | 5                   | 4         | 80%           | 41           |
| 600-649               | 4                   | 4         | 100%          | 49           |
| 650-699               | 8                   | 3         | 38%           | 41           |
| 700-749               | 4                   | 1         | 25%           | 23           |
| 750-799               | 9                   | 2         | 22%           | 15           |
| 800-849               | 1                   | 2         | 200%          | 7            |
| 850-899               | 5                   | 0         | 0%            | 11           |
| 900-949               | 4                   | 1         | 25%           | 11           |
| 950-999               | 4                   | 5         | 125%          | 7            |
| 1000-1499             | 8                   | 4         | 50%           | 35           |
| 1500-1999             | 1                   | 0         | 0%            | 7            |
| 2000+                 | 1                   | 0         | 0%            | 1            |
| <b>TOTAL STANWOOD</b> | <b>71</b>           | <b>35</b> | <b>49%</b>    | <b>317</b>   |