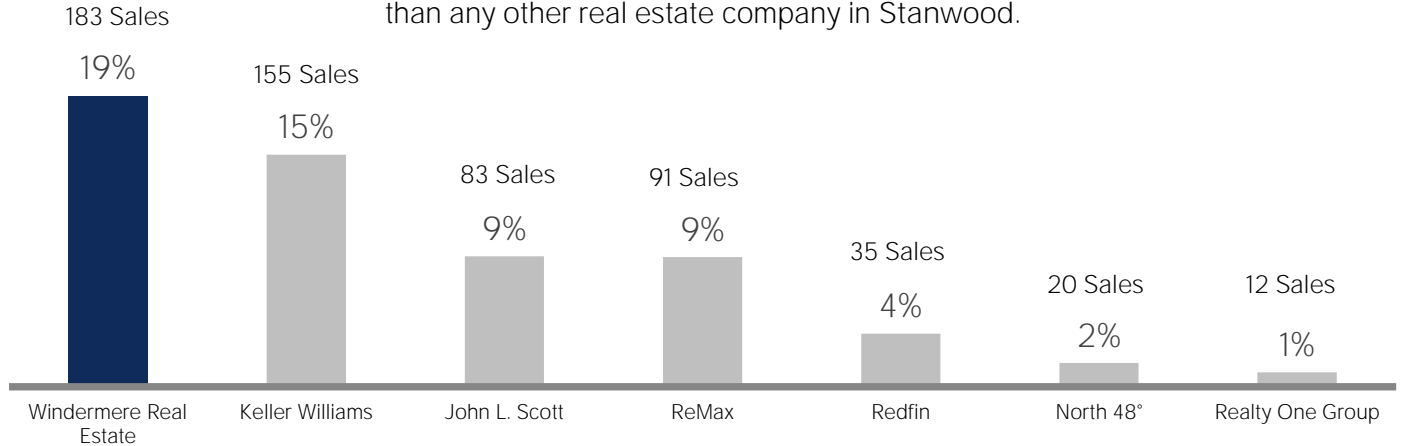




MARKET SHARE\* | ROLLING 12 MONTHS ENDED OCTOBER 31, 2022  
Sales in Stanwood, WA

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



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	13	3	16	17%
ReMax	12	5	17	18%
John L. Scott	3	0	3	3%
Keller Williams	7	4	11	12%
Realty One Group	1	1	2	2%
North 48°	1	2	3	3%
All other competitors with less than 2% market share	33	8	41	44%
TOTAL	70	23	93	100%

YEAR TO DATE SNAPSHOT\* | NOVEMBER 8, 2022

	2022	2021	% +/-	# +/-	2020
Total Active Residential Listings	56	23	143%	33	39
List Price vs. Sales Price Ratio	102%	105%	-3%	(0)	100%
Number of Homes Sold YTD (Total)	367	523	-30%	(156)	491
Unlisted Homes Sold YTD	11	24	-34%	(13)	12
Average Days on Market (Sold Listings)	18	13	38%	5	31
Average Sale Price	715,716	630,844	13%	84,872	519,380
Price Difference on Average YTD Sold	13%	21%			

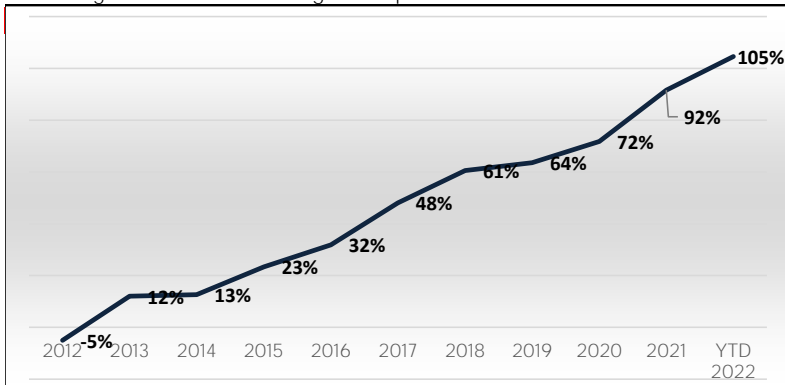
	NOV 2021 - OCT 2022	NOV 2020 - OCT 2021	% +/-	# +/-	NOV 2019 - OCT 2020
Number of Homes Sold Rolling 12 Months	467	546	-14%	(79)	485

PREVIOUS MONTH SNAPSHOT\* | OCTOBER 31, 2022

	2022	2021	% +/-	# +/-	2020
Number of New Listings added in October	29	47	-38%	(18)	55
Number of Pendings in October	18	46	-61%	(28)	60
Number of Solds in October	17	54	-69%	(37)	61

10 YEAR AVERAGE SALES PRICE TREND | OCTOBER 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%
YTD 2022	715,716	13%	105%

AREA MARKET SURVEY\* | NOVEMBER 8, 2022

OCTOBER 31, 2022  
MONTHS SUPPLY  
OF INVENTORY

**3.7**



Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2022
0-99	0	0	0%	0
100-199	0	0	0%	1
200-249	0	0	0%	1
250-299	0	0	0%	1
300-349	0	0	0%	5
350-399	0	0	0%	10
400-449	7	5	71%	14
450-499	5	2	40%	21
500-549	4	2	50%	33
550-599	4	1	25%	45
600-649	6	2	33%	58
650-699	3	2	67%	42
700-749	3	2	67%	26
750-799	1	1	100%	18
800-849	2	1	50%	8
850-899	8	2	25%	12
900-949	3	0	0%	14
950-999	4	1	25%	10
1000-1499	2	1	50%	40
1500-1999	1	0	0%	7
2000+	3	0	0%	1
<b>TOTAL STANWOOD</b>	<b>56</b>	<b>22</b>	<b>39%</b>	<b>367</b>