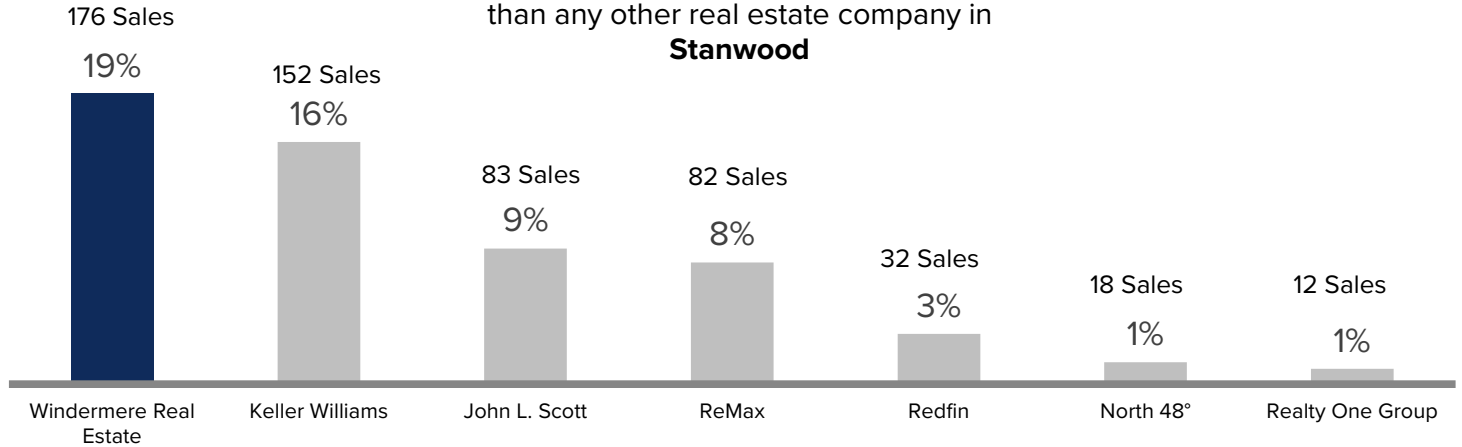




MARKET SHARE* | ROLLING 12 MONTHS ENDED NOVEMBER, 2022
Sales in Stanwood, WA

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



MARKET SHARE* | NOVEMBER 30, 2022
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	9	6	15	19%
ReMax	8	4	12	16%
John L. Scott	1	0	1	1%
Keller Williams	3	4	7	9%
Realty One Group	2	1	3	4%
North 48°	3	2	5	6%
All other competitors with less than 2% market share	26	8	34	44%
TOTAL	52	25	77	100%

YEAR TO DATE SNAPSHOT* | DECEMBER 9, 2022

	2022	2021	% +/-	# +/-	2020
Total Active Residential Listings	49	20	145%	29	31
List Price vs. Sales Price Ratio	102%	105%	-3%	(0)	100%
Number of Homes Sold YTD (Total)	387	569	-32%	(182)	559
Unlisted Homes Sold YTD	11	25	-56%	(14)	17
Average Days on Market (Sold Listings)	20	13	54%	7	30
Average Sale Price	710,694	633,476	12%	77,218	530,906
Price Difference on Average YTD Sold	12%	19%			

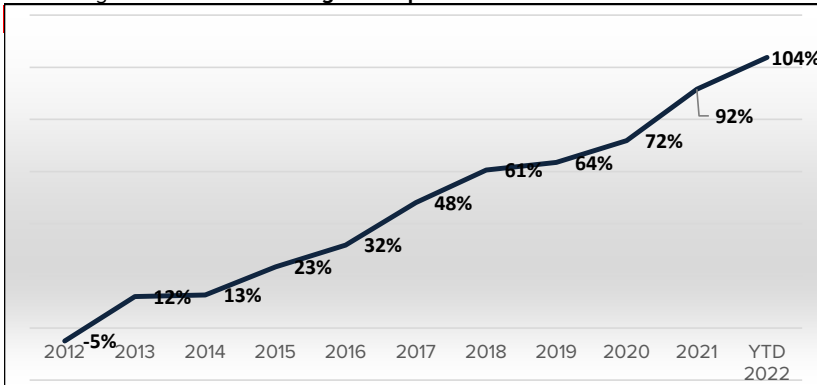
	DEC 2021 - NOV 2022	DEC 2020 - NOV 2021	% +/-	# +/-	DEC 2019 - NOV 2020
Number of Homes Sold Rolling 12 Months	442	621	-29%	(179)	566

PREVIOUS MONTH SNAPSHOT* | NOVEMBER 30, 2022

	2022	2021	% +/-	# +/-	2020
Number of New Listings added in November	30	44	-32%	(14)	15
Number of Pendings in November	19	46	-59%	(27)	38
Number of Solds in November	20	45	-56%	(25)	54

10 YEAR AVERAGE SALES PRICE TREND | NOVEMBER 30, 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	710,694	12%	104%

AREA MARKET SURVEY* | DECEMBER 9, 2022

NOVEMBER 30, 2022
MONTHS SUPPLY
OF INVENTORY

2.3



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	1	100%	10
400-449	5	4	80%	19
450-499	5	3	60%	23
500-549	5	0	0%	36
550-599	3	2	67%	46
600-649	3	1	33%	60
650-699	5	1	20%	43
700-749	1	0	0%	27
750-799	0	2	200%	19
800-849	1	0	0%	9
850-899	12	3	25%	12
900-949	3	0	0%	15
950-999	3	0	0%	12
1000-1499	1	1	100%	40
1500-1999	0	0	0%	7
2000+	2	0	0%	1
TOTAL STANWOOD	49	18	37%	387