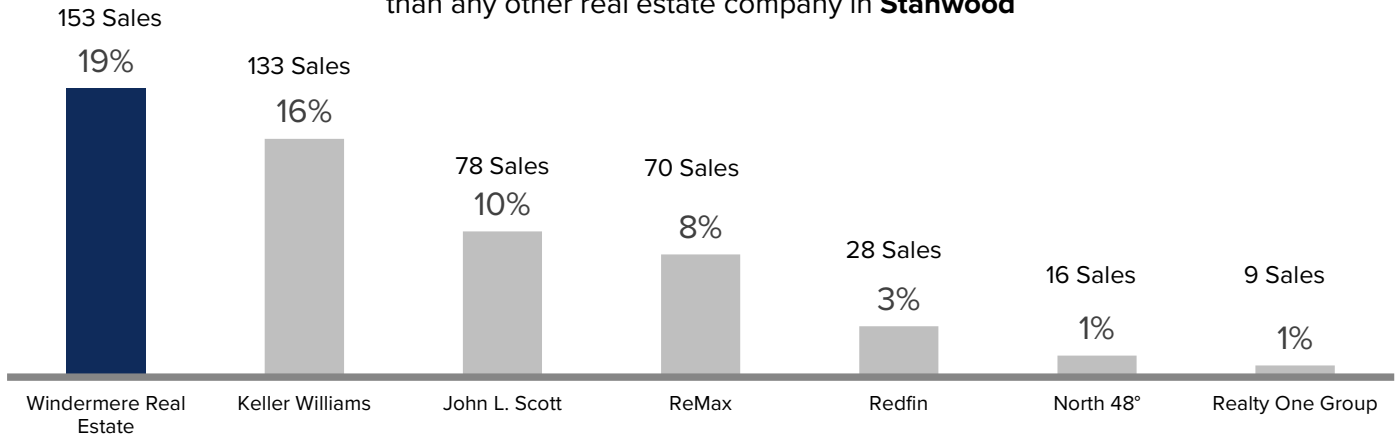




MARKET SHARE* | ROLLING 12 MONTHS ENDED JANUARY 31, 2023
Sales in Stanwood, WA

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



MARKET SHARE* | JANUARY 31, 2023
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	13	0	13	20%
ReMax	6	0	6	9%
John L. Scott	3	0	3	5%
Keller Williams	6	0	6	9%
Realty One Group	4	0	4	6%
North 48°	2	0	2	3%
All other competitors with less than 2% market share	28	8	32	48%
TOTAL	62	8	66	100%

YEAR TO DATE SNAPSHOT* | FEBRUARY 7, 2023

	2023	2022	% +/-	# +/-	2021
Total Active Residential Listings	46	10	360%	36	13
List Price vs. Sales Price Ratio	98%	102%	-4%	(0)	100%
Number of Homes Sold YTD (Total)	13	25	-48%	(12)	46
Unlisted Homes Sold YTD	0	0	0%	-	-
Average Days on Market (Sold Listings)	66	16	313%	50	22
Average Sale Price	517,458	534,365	-3%	(16,907)	533,376
Price Difference on Average YTD Sold	-3%	0%			

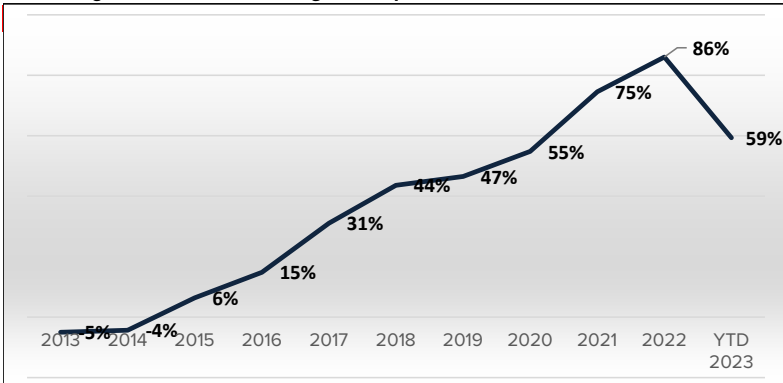
	FEB 2022 - JAN 2023	FEB 2021 - JAN 2022	% +/-	# +/-	FEB 2020 - JAN 2021
Number of Homes Sold Rolling 12 Months	389	585	-34%	(196)	569

PREVIOUS MONTH SNAPSHOT* | JANUARY 31, 2023

	2023	2022	% +/-	# +/-	2021
Number of New Listings added in January	15	21	-29%	(6)	36
Number of Pendings in January	15	26	-42%	(11)	40
Number of Solds in January	10	23	-57%	(13)	40

10 YEAR AVERAGE SALES PRICE TREND | JANUARY 31, 2023

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
2013	300,148	17%	-5%
2014	302,126	1%	-4%
2015	334,567	11%	6%
2016	362,741	8%	15%
2017	421,632	16%	31%
2018	474,529	13%	44%
2019	488,467	3%	47%
2020	528,932	8%	55%
2021	633,476	20%	75%
2022	705,992	11%	86%
YTD 2023	517,458	-27%	59%

AREA MARKET SURVEY* | FEBRUARY 7, 2023

JANUARY 31, 2023
MONTHS SUPPLY
OF INVENTORY

3.4



Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2023
0-99	0	0	0%	0
100-199	0	0	0%	0
200-249	0	0	0%	0
250-299	0	0	0%	0
300-349	0	0	0%	0
350-399	0	2	200%	2
400-449	1	4	400%	4
450-499	11	1	9%	1
500-549	3	0	0%	1
550-599	4	1	25%	2
600-649	1	1	100%	0
650-699	3	1	33%	1
700-749	1	0	0%	2
750-799	0	2	200%	0
800-849	0	1	100%	0
850-899	12	1	8%	0
900-949	1	0	0%	0
950-999	1	0	0%	0
1000-1499	2	1	50%	0
1500-1999	1	0	0%	0
2000+	1	0	0%	0
TOTAL STANWOOD	42	15	36%	13