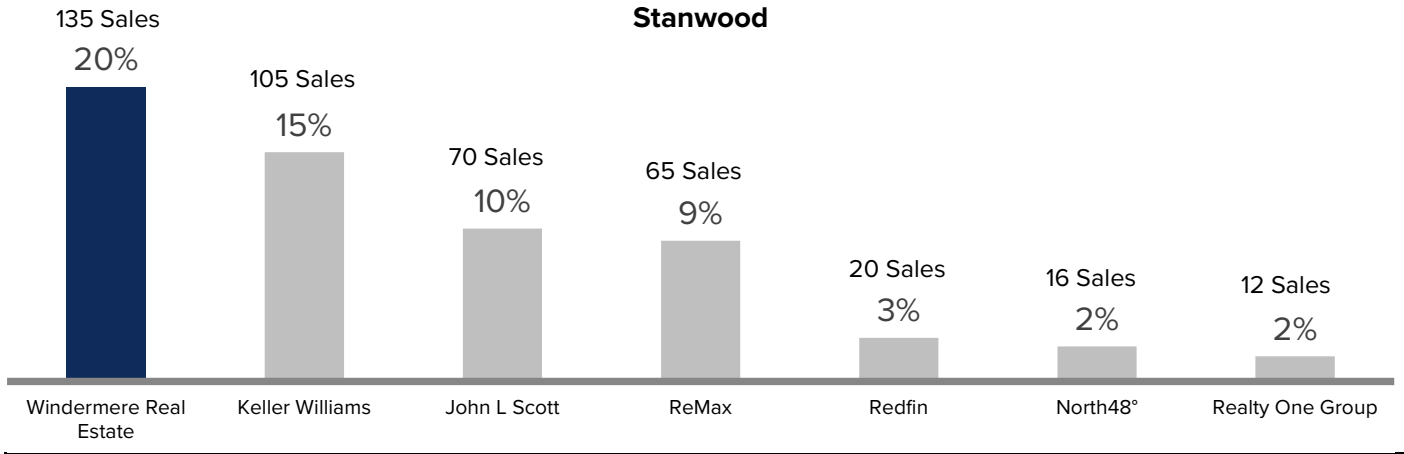




MARKET SHARE* | ROLLING 12 MONTHS ENDED MAY 31, 2023
Sales in Stanwood, WA

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



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	8	3	11	16%
ReMax	3	5	8	12%
John L. Scott	2	2	4	6%
Keller Williams	5	8	13	19%
Realty One Group	0	0	0	0%
North48°	0	3	3	4%
All other competitors with less than 2% market share	22	7	29	43%
TOTAL	40	28	68	100%

YEAR TO DATE SNAPSHOT* | JUNE 6, 2023

	2023	2022	% +/-	# +/-	2021
Total Active Residential Listings	38	42	-10%	(4)	21
List Price vs. Sales Price Ratio	100%	103%	-3%	(0)	103%
Number of Homes Sold YTD (Total)	109	200	-46%	(91)	232
Unlisted Homes Sold YTD	5	5	0%	-	2
Average Days on Market (Sold Listings)	42	12	250%	30	16
Average Sale Price	637,492	698,201	-9%	(60,709)	586,538
Price Difference on Average YTD Sold	-9%	19%			

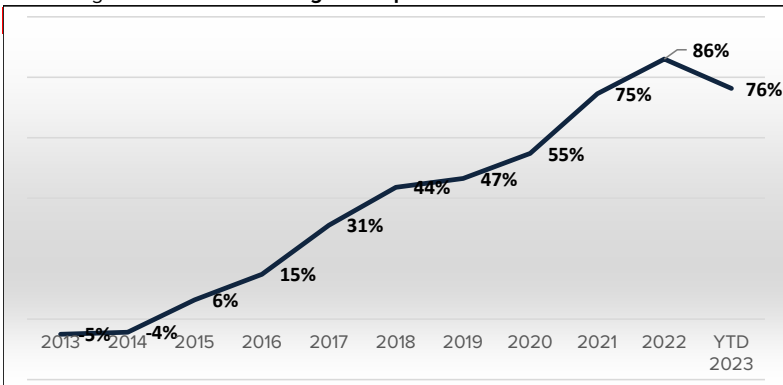
	JUNE 2022 - MAY 2023	JUNE 2021 - MAY 2022	% +/-	# +/-	JUNE 2020 - MAY 2021
Number of Homes Sold Rolling 12 Months	323	576	-44%	(253)	648

PREVIOUS MONTH SNAPSHOT* | MAY 31, 2023

	2023	2022	% +/-	# +/-	2021
Number of New Listings added in May	42	54	-22%	(12)	43
Number of Pendings in May	32	51	-37%	(19)	41
Number of Solds in May	22	40	-45%	(18)	35

10 YEAR AVERAGE SALES PRICE TREND | MAY 31, 2023

Percentages based on the **average sales price** for all residential homes sold in Stanwood (98292) during each calendar year.

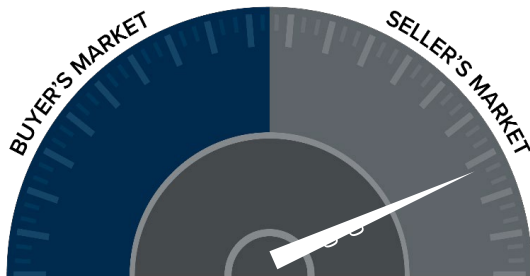


Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2013	300,148	17%	-5%
2014	302,126	1%	-4%
2015	334,567	11%	6%
2016	362,741	8%	15%
2017	421,632	16%	31%
2018	474,529	13%	44%
2019	488,467	3%	47%
2020	528,932	8%	55%
2021	633,476	20%	75%
2022	705,992	11%	86%
YTD 2023	637,492	-10%	76%

AREA MARKET SURVEY* | JUNE 6, 2023

MAY 31, 2023
MONTHS SUPPLY
OF INVENTORY

1.8



Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2023
0-99	3	0	0%	0
100-199	0	0	0%	0
200-249	0	0	0%	0
250-299	1	0	0%	2
300-349	0	1	100%	1
350-399	1	3	300%	4
400-449	0	0	0%	12
450-499	0	5	500%	15
500-549	2	1	50%	11
550-599	2	3	150%	9
600-649	2	3	150%	9
650-699	6	8	133%	16
700-749	7	4	57%	8
750-799	5	3	60%	1
800-849	3	3	100%	1
850-899	1	8	800%	9
900-949	0	0	0%	2
950-999	1	3	300%	5
1000-1499	2	7	350%	3
1500-1999	2	1	50%	1
2000+	0	0	0%	0
TOTAL STANWOOD	38	53	139%	109