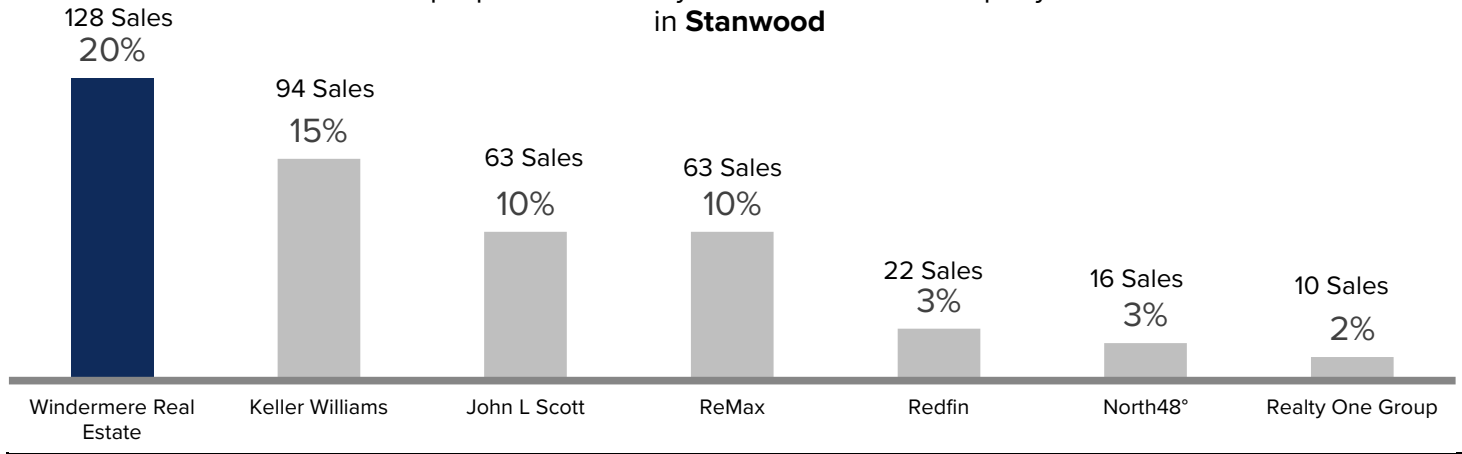




MARKET SHARE* | ROLLING 12 MONTHS ENDED JUNE 30, 2023
Sales in Stanwood, WA

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



MARKET SHARE* | JUNE 30, 2023
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	11	7	18	20%
Keller Williams	5	8	13	15%
John L. Scott	2	5	7	8%
Re/Max	4	6	10	11%
North48°	0	1	1	1%
Realty One Group	1	0	1	1%
All other competitors with less than 2% market share	31	8	39	44%
TOTAL	54	35	89	100%

YEAR TO DATE SNAPSHOT* | JULY 7, 2023

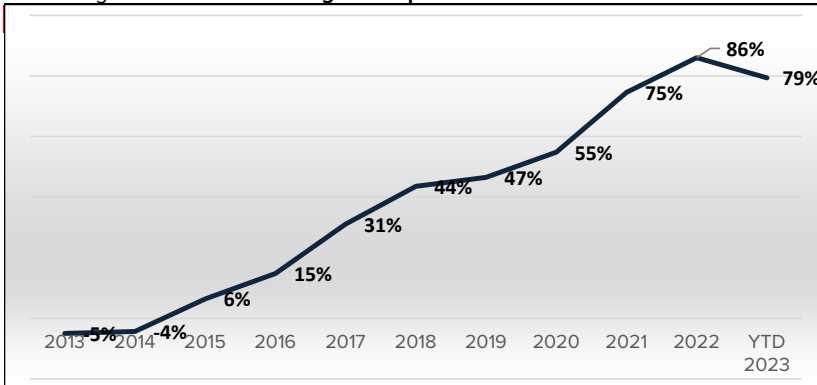
	2023	2022	% +/-	# +/-	2021
Total Active Residential Listings	55	75	-27%	(20)	29
List Price vs. Sales Price Ratio	100%	103%	-3%	(0)	104%
Number of Homes Sold YTD (Total)	137	246	-44%	(109)	292
Unlisted Homes Sold YTD	5	6	-17%	(1)	13
Average Days on Market (Sold Listings)	38	12	217%	26	15
Average Sale Price	659,222	709,847	-7%	(50,625)	595,394
Price Difference on Average YTD Sold	-7%	19%			
	JULY 2022 - JUNE 2023	JULY 2021 - JUNE 2022	% +/-	# +/-	JULY 2020 - JUNE 2021
Number of Homes Sold Rolling 12 Months	299	589	-49%	(290)	606

PREVIOUS MONTH SNAPSHOT* | JUNE 30, 2023

	2023	2022	% +/-	# +/-	2021
Number of New Listings added in June	45	63	-29%	(18)	76
Number of Pendings in June	33	27	22%	6	71
Number of Solds in June	29	54	-46%	(25)	40

10 YEAR AVERAGE SALES PRICE TREND | JUNE 30, 2023

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

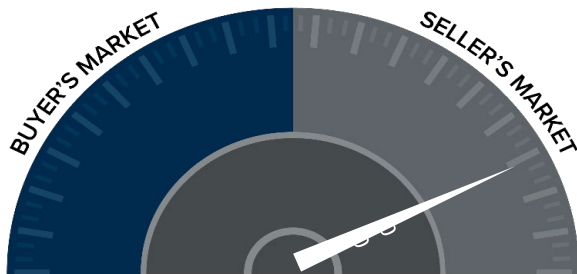


Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2013	300,148	17%	-5%
2014	302,126	1%	-4%
2015	334,567	11%	6%
2016	362,741	8%	15%
2017	421,632	16%	31%
2018	474,529	13%	44%
2019	488,467	3%	47%
2020	528,932	8%	55%
2021	633,476	20%	75%
2022	705,992	11%	86%
YTD 2023	659,222	-7%	79%

AREA MARKET SURVEY* | JULY 7, 2023

JUNE 30, 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	1	100%	0
200-249	0	0	0%	0
250-299	1	1	100%	2
300-349	0	1	100%	2
350-399	0	1	100%	5
400-449	0	0	0%	13
450-499	4	2	50%	18
500-549	2	1	50%	12
550-599	7	5	71%	10
600-649	5	3	60%	13
650-699	9	9	100%	21
700-749	9	7	78%	8
750-799	1	9	900%	1
800-849	1	1	100%	2
850-899	5	6	120%	13
900-949	0	1	100%	3
950-999	1	1	100%	6
1000-1499	3	5	167%	7
1500-1999	4	1	25%	1
2000+	0	0	0%	0
TOTAL STANWOOD	55	55	100%	137