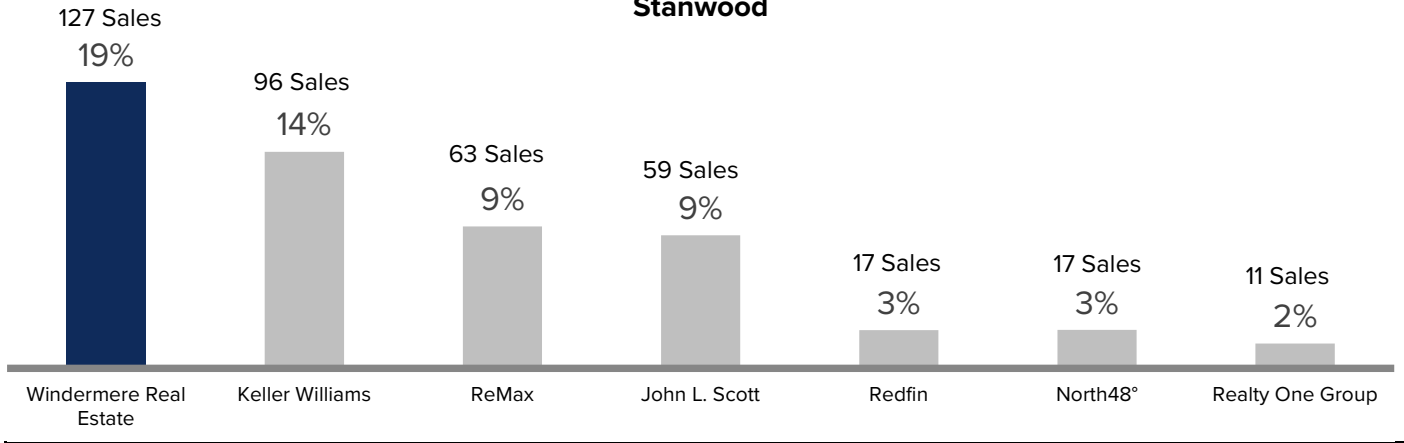




MARKET SHARE* | ROLLING 12 MONTHS ENDED SEPTEMBER 30, 2023
Sales in Stanwood, WA

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



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

| | RESIDENTIAL | LAND | TOTAL LISTINGS | MARKET SHARE |
|------------------------------------------------------|-------------|-----------|----------------|--------------|
| Windermere Real Estate | 12 | 4 | 16 | 21% |
| Keller Williams | 5 | 3 | 8 | 10% |
| John L. Scott | 6 | 4 | 10 | 13% |
| Re/Max | 4 | 2 | 6 | 8% |
| North48° | 0 | 1 | 1 | 1% |
| Realty One Group | 1 | 0 | 1 | 1% |
| All other competitors with less than 2% market share | 27 | 9 | 36 | 46% |
| TOTAL | 55 | 23 | 78 | 100% |

YEAR TO DATE SNAPSHOT* | OCTOBER 6, 2023

| | 2023 | 2022 | % +/- | # +/- | 2021 |
|----------------------------------------|---------|---------|-------|----------|---------|
| Total Active Residential Listings | 56 | 65 | -14% | (9) | 31 |
| List Price vs. Sales Price Ratio | 100% | 102% | -2% | (0) | 105% |
| Number of Homes Sold YTD (Total) | 252 | 348 | -28% | (96) | 468 |
| Unlisted Homes Sold YTD | 7 | 10 | -30% | (3) | 22 |
| Average Days on Market (Sold Listings) | 34 | 17 | 100% | 17 | 13 |
| Average Sale Price | 674,624 | 719,347 | -6% | (44,723) | 628,313 |
| Price Difference on Average YTD Sold | -6% | 14% | | | |

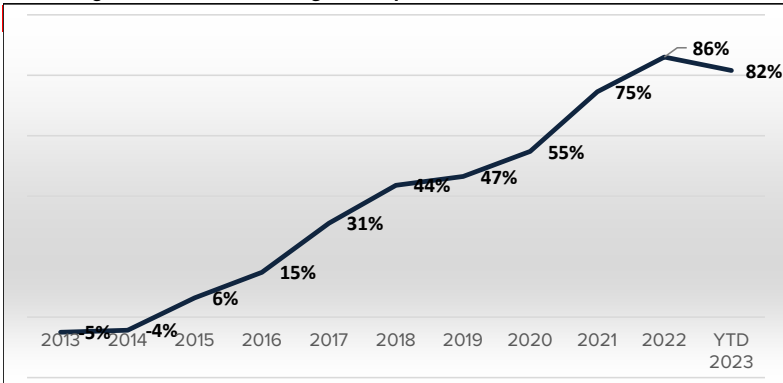
| | OCT 2022 - SEPT 2023 | OCT 2021 - SEPT 2022 | % +/- | # +/- | OCT 2020 - SEPT 2021 |
|-----------------------------------------------|----------------------|----------------------|-------|-------|----------------------|
| Number of Homes Sold Rolling 12 Months | 306 | 508 | -40% | (202) | 637 |

PREVIOUS MONTH SNAPSHOT* | SEPTEMBER 30, 2023

| | 2023 | 2022 | % +/- | # +/- | 2021 |
|-------------------------------------------|------|------|-------|-------|------|
| Number of New Listings added in September | 35 | 27 | 30% | 8 | 49 |
| Number of Pendings in September | 24 | 18 | 33% | 6 | 49 |
| Number of Solds in September | 29 | 35 | -17% | (6) | 66 |

10 YEAR AVERAGE SALES PRICE TREND | SEPTEMBER 30, 2023

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

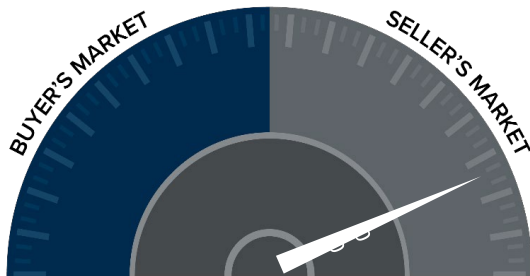


| Year End | Avg. Sale Pr. | % Change P/Y | Running Total |
|-----------------|----------------|--------------|---------------|
| 2013 | 300,148 | 17% | -5% |
| 2014 | 302,126 | 1% | -4% |
| 2015 | 334,567 | 11% | 6% |
| 2016 | 362,741 | 8% | 15% |
| 2017 | 421,632 | 16% | 31% |
| 2018 | 474,529 | 13% | 44% |
| 2019 | 488,467 | 3% | 47% |
| 2020 | 528,932 | 8% | 55% |
| 2021 | 633,476 | 20% | 75% |
| 2022 | 705,992 | 11% | 86% |
| YTD 2023 | 674,624 | -4% | 82% |

AREA MARKET SURVEY* | OCTOBER 6, 2023

SEPTEMBER 30, 2023
MONTHS SUPPLY
OF INVENTORY

1.7



| Price (in thousands) | Active & Contingent | Pending | Pending Ratio | SOLD in 2023 |
|-----------------------|---------------------|-----------|---------------|--------------|
| 0-99 | 0 | 0 | 0% | 0 |
| 100-199 | 0 | 1 | 100% | 0 |
| 200-249 | 0 | 0 | 0% | 0 |
| 250-299 | 0 | 0 | 0% | 5 |
| 300-349 | 1 | 0 | 0% | 2 |
| 350-399 | 0 | 0 | 0% | 10 |
| 400-449 | 1 | 1 | 100% | 16 |
| 450-499 | 3 | 1 | 33% | 28 |
| 500-549 | 4 | 1 | 25% | 20 |
| 550-599 | 4 | 4 | 100% | 19 |
| 600-649 | 5 | 7 | 140% | 28 |
| 650-699 | 8 | 5 | 63% | 38 |
| 700-749 | 6 | 5 | 83% | 22 |
| 750-799 | 6 | 5 | 83% | 10 |
| 800-849 | 2 | 1 | 50% | 4 |
| 850-899 | 5 | 3 | 60% | 17 |
| 900-949 | 1 | 0 | 0% | 6 |
| 950-999 | 0 | 2 | 200% | 6 |
| 1000-1499 | 7 | 3 | 43% | 20 |
| 1500-1999 | 3 | 0 | 0% | 1 |
| 2000+ | 0 | 0 | 0% | 0 |
| TOTAL STANWOOD | 56 | 39 | 70% | 252 |