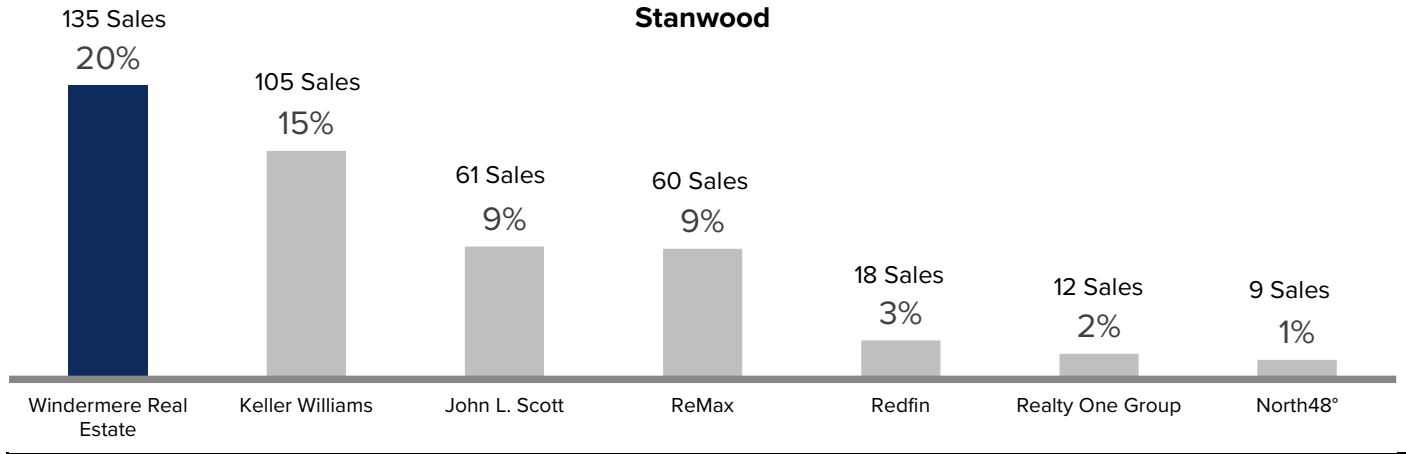




MARKET SHARE* | ROLLING 12 MONTHS ENDED OCTOBER 31, 2023
Sales in Stanwood, WA

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



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	11	3	14	19%
Keller Williams	5	2	7	9%
John L. Scott	4	3	7	9%
Re/Max	6	1	7	9%
North48°	1	3	4	5%
Realty One Group	0	0	0	0%
All other competitors with less than 2% market share	27	8	35	47%
TOTAL	54	20	74	100%

YEAR TO DATE SNAPSHOT* | NOVEMBER 8, 2023

	2023	2022	% +/-	# +/-	2021
Total Active Residential Listings	58	56	4%	2	23
List Price vs. Sales Price Ratio	100%	102%	-2%	(0)	105%
Number of Homes Sold YTD (Total)	288	367	-22%	(79)	523
Unlisted Homes Sold YTD	7	11	-36%	(4)	24
Average Days on Market (Sold Listings)	35	18	94%	17	13
Average Sale Price	676,198	715,716	-6%	(39,518)	630,844
Price Difference on Average YTD Sold	-6%	13%			

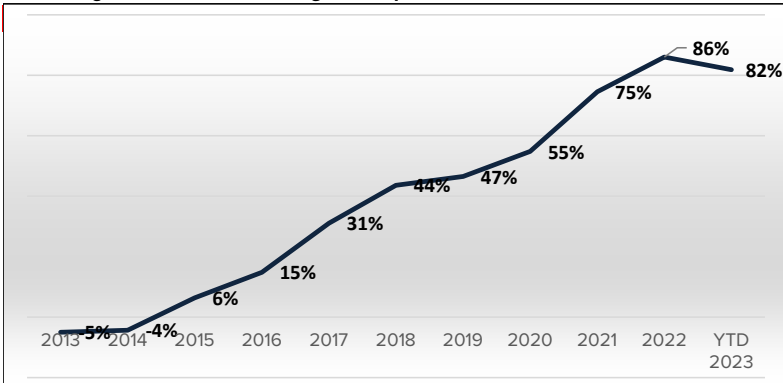
	NOV 2022 - OCT 2023	NOV 2021 - OCT 2022	% +/-	# +/-	NOV 2020 - OCT 2021
Number of Homes Sold Rolling 12 Months	322	467	-31%	(145)	546

PREVIOUS MONTH SNAPSHOT* | OCTOBER 31, 2023

	2023	2022	% +/-	# +/-	2021
Number of New Listings added in October	22	29	-24%	(7)	47
Number of Pendings in October	24	18	33%	6	46
Number of Solds in October	31	17	82%	14	54

10 YEAR AVERAGE SALES PRICE TREND | OCTOBER 31, 2023

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

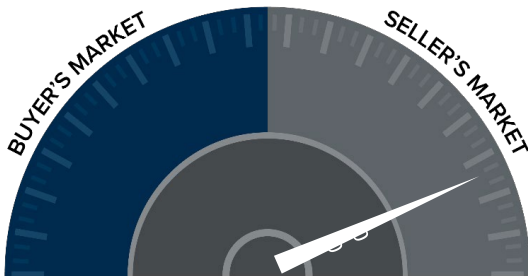


Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2013	300,148	17%	-5%
2014	302,126	1%	-4%
2015	334,567	11%	6%
2016	362,741	8%	15%
2017	421,632	16%	31%
2018	474,529	13%	44%
2019	488,467	3%	47%
2020	528,932	8%	55%
2021	633,476	20%	75%
2022	705,992	11%	86%
YTD 2023	676,198	-4%	82%

AREA MARKET SURVEY* | NOVEMBER 8, 2023

OCTOBER 31, 2023
MONTHS SUPPLY
OF INVENTORY

1.6



Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2023
0-99	0	0	0%	0
100-199	0	0	0%	2
200-249	0	0	0%	0
250-299	0	0	0%	5
300-349	2	0	0%	2
350-399	0	0	0%	10
400-449	1	1	100%	17
450-499	3	0	0%	30
500-549	2	3	150%	21
550-599	3	3	100%	23
600-649	5	3	60%	37
650-699	10	5	50%	40
700-749	4	2	50%	26
750-799	4	5	125%	11
800-849	3	1	33%	4
850-899	4	1	25%	22
900-949	3	0	0%	6
950-999	4	0	0%	9
1000-1499	4	2	50%	22
1500-1999	5	0	0%	1
2000+	1	0	0%	0
TOTAL STANWOOD	58	26	45%	288