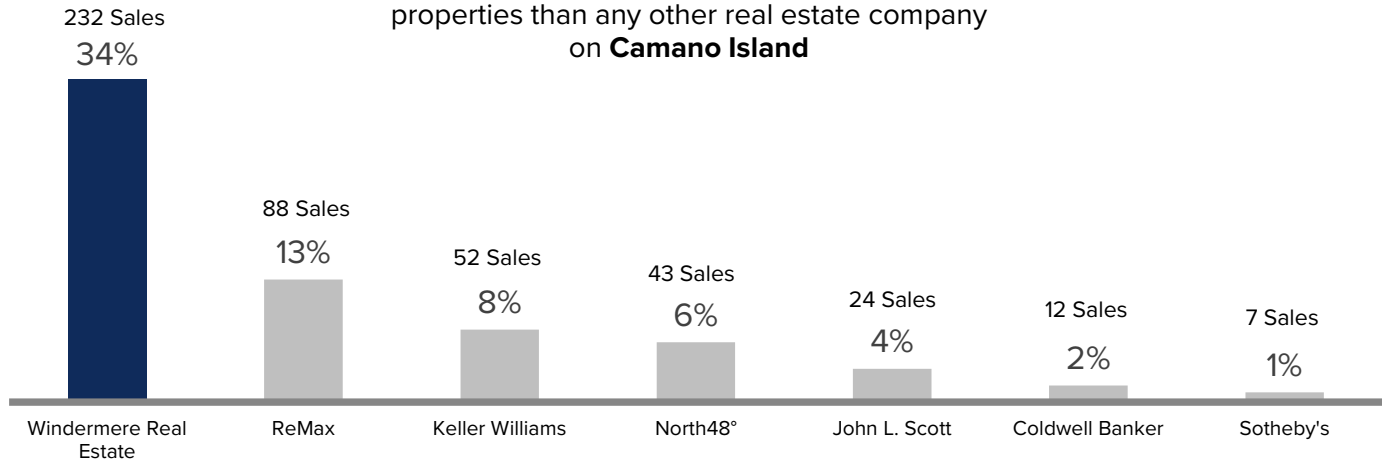




MARKET SHARE* | ROLLING 12 MONTHS ENDED NOVEMBER 30, 2023 Sales on Camano Island, WA

We help more clients buy and sell their properties than any other real estate company on **Camano Island**



MARKET SHARE* | NOVEMBER 30, 2023 Listings on Camano Island, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	16	8	24	32%
ReMax	7	3	10	13%
Keller Williams	2	3	5	7%
North48°	2	1	3	4%
John L. Scott	1	0	1	1%
All other competitors with less than 2% market share	22	10	32	43%
TOTAL	50	25	75	100%

YEAR TO DATE SNAPSHOT* | DECEMBER 6, 2023

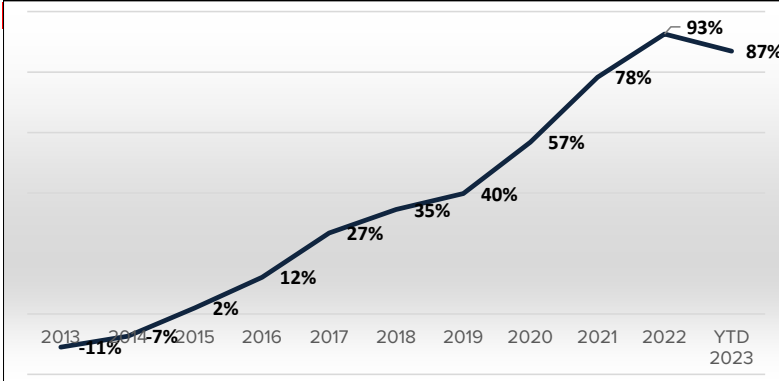
	2023	2022	% +/-	# +/-	2021
Total Active Residential Listings	51	62	-18%	(11)	19
List Price vs. Sales Price Ratio	99%	102%	-3%	(0)	104%
Number of Sold Homes YTD	291	348	-16%	(57)	458
Unlisted Homes Sold YTD	10	20	-50%	(10)	35
Average Days on Market (Sold Listings)	37	20	85%	17	16
Average Sale Price	753,937	803,775	-6%	(49,838)	703,200
Price Difference on Average YTD Sold	-6%	14%			
	DEC 2022 - NOV 2023	DEC 2021 - NOV 2022	% +/-	# +/-	DEC 2020 - NOV 2021
Number of Homes Sold Rolling 12 Months	296	391	-24%	(95)	491

PREVIOUS MONTH SNAPSHOT* | NOVEMBER 30, 2023

	2023	2022	% +/-	# +/-	2021
Number of New Listings added in November	27	19	42%	8	33
Number of Pendings in November	20	10	100%	10	32
Number of Solds in November	17	17	0%	-	32

10 YEAR AVERAGE SALES PRICE TREND | NOVEMBER 30, 2023

Percentages based on the **average sales price** for all residential homes sold in Camano Island (98282) during each calendar year.



Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2013	303,012	2%	-11%
2014	313,938	4%	-7%
2015	343,373	9%	2%
2016	378,272	10%	12%
2017	433,567	15%	27%
2018	467,371	8%	35%
2019	491,938	5%	40%
2020	575,357	17%	57%
2021	699,149	22%	78%
2022	798,999	14%	93%
YTD 2023	753,937	-6%	87%

AREA MARKET SURVEY* | DECEMBER 6, 2023

NOVEMBER 30, 2023
MONTHS SUPPLY
OF INVENTORY

2.9



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%	3
250-299	0	0	0%	4
300-349	1	1	100%	2
350-399	3	0	0%	11
400-449	2	1	50%	14
450-499	1	5	500%	25
500-549	1	2	200%	22
550-599	2	4	200%	34
600-649	2	0	0%	19
650-699	3	3	100%	25
700-749	1	1	100%	7
750-799	4	0	0%	18
800-849	2	0	0%	10
850-899	4	0	0%	14
900-949	5	0	0%	9
950-999	2	0	0%	18
1000-1499	12	2	17%	47
1500-1999	3	0	0%	9
2000+	3	0	0%	0
TOTAL CAMANO ISLAND	51	19	37%	291