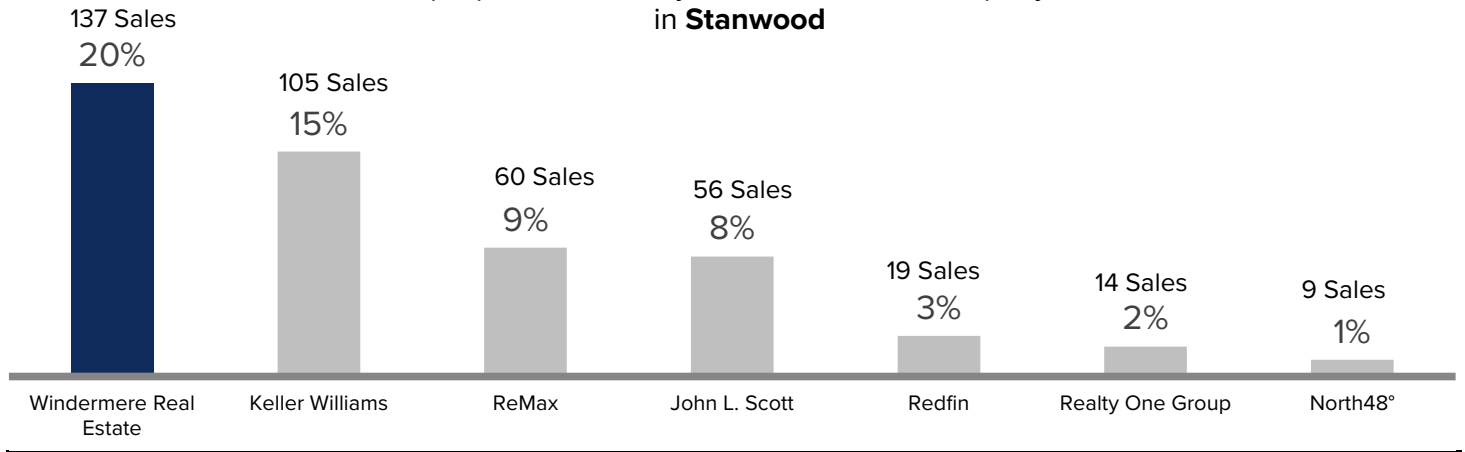




**MARKET SHARE\* | ROLLING 12 MONTHS ENDED NOVEMBER 30, 2023**  
Sales in Stanwood, WA

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



**MARKET SHARE\* | NOVEMBER 30, 2023**  
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	13	4	17	<b>23%</b>
Keller Williams	5	3	8	11%
John L. Scott	5	2	7	10%
Re/Max	6	1	7	10%
North48°	1	0	1	1%
Realty One Group	0	0	0	0%
All other competitors with less than 2% market share	25	8	33	45%
<b>TOTAL</b>	<b>55</b>	<b>18</b>	<b>73</b>	<b>100%</b>

**YEAR TO DATE SNAPSHOT\* | DECEMBER 6, 2023**

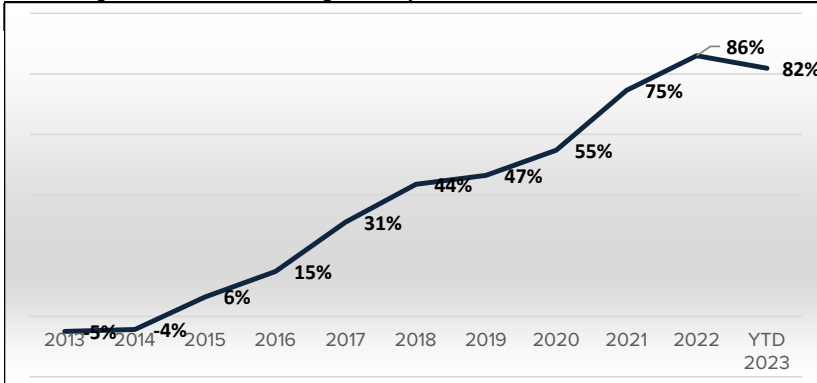
	2023	2022	% +/-	# +/-	2021
Total Active Residential Listings	47	49	-4%	(2)	20
List Price vs. Sales Price Ratio	100%	102%	-2%	(0)	105%
Number of Homes Sold YTD (Total)	308	387	-20%	(79)	569
Unlisted Homes Sold YTD	8	11	-27%	(3)	25
Average Days on Market (Sold Listings)	35	20	75%	15	13
Average Sale Price	676,866	710,694	-5%	(33,828)	633,476
Price Difference on Average YTD Sold	<b>-5%</b>	12%			
	<b>DEC 2022 - NOV 2023</b>	<b>DEC 2021 - NOV 2022</b>	<b>% +/-</b>	<b># +/-</b>	<b>DEC 2020 - NOV 2021</b>
Number of Homes Sold <b>Rolling 12 Months</b>	327	442	-26%	(115)	621

## PREVIOUS MONTH SNAPSHOT\* | NOVEMBER 30, 2023

	2023	2022	% +/-	# +/-	2021
Number of New Listings added in November	26	14	86%	12	44
Number of Pendings in November	17	18	-6%	(1)	46
Number of Solds in November	25	20	25%	5	45

## 10 YEAR AVERAGE SALES PRICE TREND | NOVEMBER 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%
<b>YTD 2023</b>	<b>676,866</b>	<b>-4%</b>	<b>82%</b>

## AREA MARKET SURVEY\* | DECEMBER 6, 2023

NOVEMBER 30, 2023  
MONTHS SUPPLY  
OF INVENTORY

**2.0**



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%	6
300-349	1	0	0%	2
350-399	0	1	100%	10
400-449	2	1	50%	17
450-499	4	0	0%	31
500-549	0	3	300%	23
550-599	3	3	100%	25
600-649	5	3	60%	39
650-699	8	5	63%	45
700-749	5	0	0%	27
750-799	1	3	300%	15
800-849	1	3	300%	4
850-899	5	0	0%	23
900-949	1	0	0%	6
950-999	3	0	0%	9
1000-1499	4	2	50%	23
1500-1999	3	0	0%	1
2000+	1	0	0%	0
<b>TOTAL STANWOOD</b>	<b>47</b>	<b>24</b>	<b>51%</b>	<b>308</b>