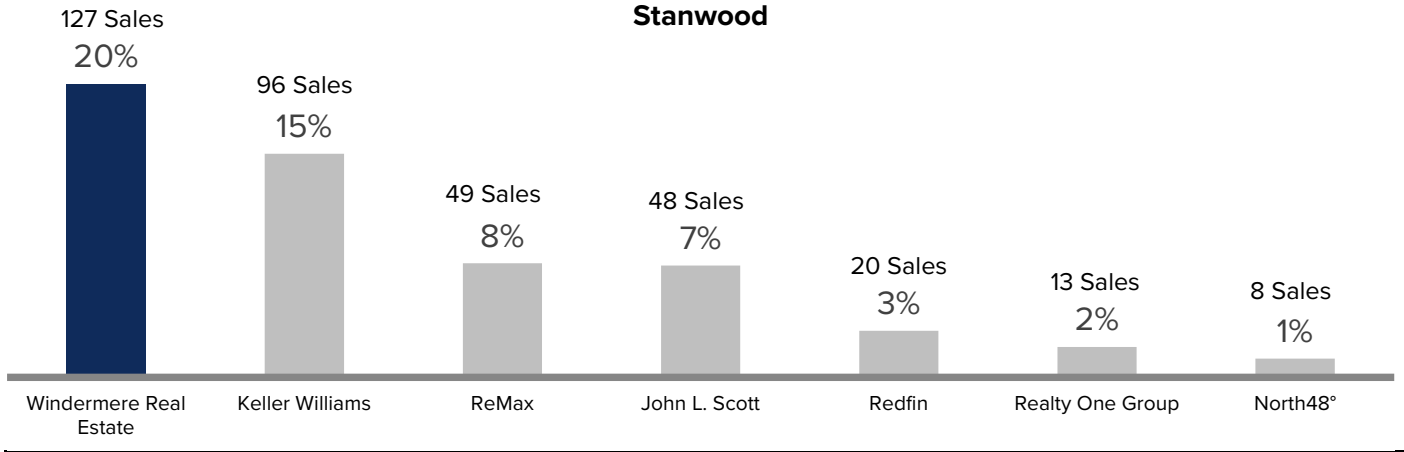




MARKET SHARE* | ROLLING 12 MONTHS ENDED DECEMBER 31, 2023
Sales in Stanwood, WA

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



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

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	11	2	13	24%
Keller Williams	1	3	4	7%
John L. Scott	5	1	6	11%
Re/Max	4	1	5	9%
North48°	0	1	1	2%
Realty One Group	0	0	0	0%
All other competitors with less than 2% market share	20	6	26	47%
TOTAL	41	14	55	100%

YEAR TO DATE SNAPSHOT* | JANUARY 8, 2024

	2023	2022	% +/-	# +/-	2021
Total Active Residential Listings	39	42	-7%	(3)	14
List Price vs. Sales Price Ratio	100%	102%	-2%	(0)	105%
Number of Homes Sold YTD (Total)	319	404	-21%	(85)	616
Unlisted Homes Sold YTD	8	14	-43%	(6)	26
Average Days on Market (Sold Listings)	35	20	75%	15	14
Average Sale Price	675,000	705,992	-4%	(30,992)	637,365
Price Difference on Average YTD Sold	-4%	11%			

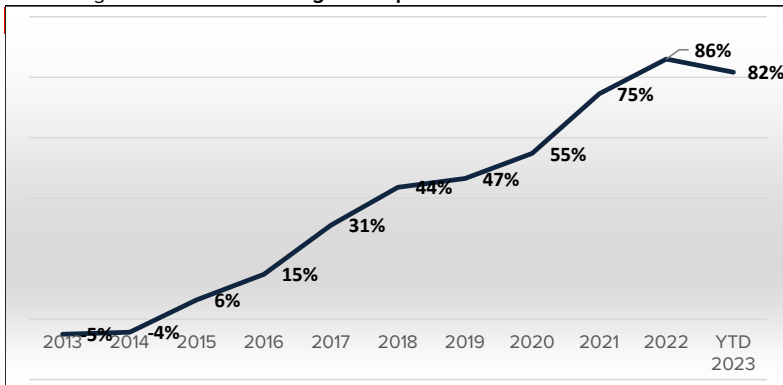
	JAN 2023 - DEC 2023	JAN 2022 - DEC 2022	% +/-	# +/-	JAN 2021 - DEC 2021
Number of Homes Sold Rolling 12 Months	319	404	-21%	(85)	592

PREVIOUS MONTH SNAPSHOT* | DECEMBER 31, 2023

	2023	2022	% +/-	# +/-	2021
Number of New Listings added in December	15	20	-25%	(5)	24
Number of Pendings in December	24	14	71%	10	32
Number of Solds in December	14	20	-30%	(6)	54

10 YEAR AVERAGE SALES PRICE TREND | DECEMBER 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	675,000	-4%	82%

AREA MARKET SURVEY* | JANUARY 8, 2024

DECEMBER 31, 2023
MONTHS SUPPLY
OF INVENTORY

2.6

Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2023
0-99	0	0	0%	0
100-199	0	0	0%	1
200-249	0	0	0%	0
250-299	0	1	100%	7
300-349	0	0	0%	2
350-399	0	1	100%	10
400-449	3	1	33%	19
450-499	5	1	20%	31
500-549	1	0	0%	23
550-599	3	4	133%	27
600-649	3	2	67%	43
650-699	4	10	250%	46
700-749	6	3	50%	27
750-799	0	4	400%	16
800-849	0	1	100%	5
850-899	2	1	50%	23
900-949	1	0	0%	6
950-999	2	2	100%	9
1000-1499	5	2	40%	23
1500-1999	3	0	0%	1
2000+	1	0	0%	0
TOTAL STANWOOD	39	33	85%	319

