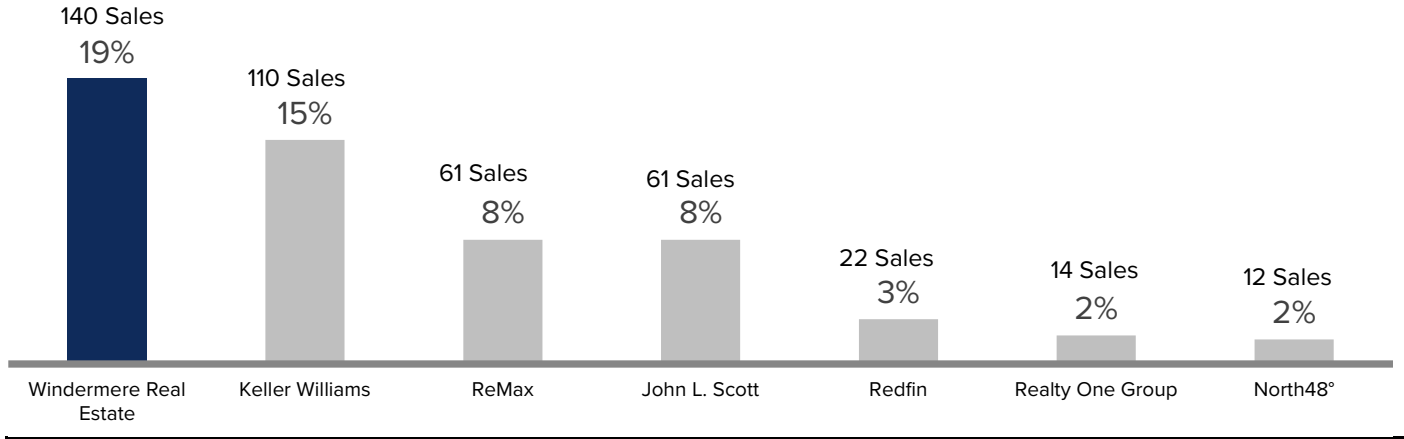




MARKET SHARE* | ROLLING 12 MONTHS ENDED JANUARY 31, 2024
Sales in Stanwood, WA

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



MARKET SHARE* | JANUARY 31, 2024
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	5	3	8	15%
Keller Williams	1	3	4	8%
John L. Scott	5	0	5	10%
Re/Max	3	1	4	8%
North48°	1	2	3	6%
Realty One Group	0	0	0	0%
All other competitors with less than 2% market share	19	9	28	54%
TOTAL	34	18	52	100%

YEAR TO DATE SNAPSHOT* | JANUARY 31, 2024

	2024	2023	% +/-	# +/-	2022
Total Active Residential Listings	31	46	-33%	(15)	10
List Price vs. Sales Price Ratio	100%	98%	2%	0	102%
Number of Homes Sold YTD (Total)	20	13	54%	7	25
Unlisted Homes Sold YTD	0	0	0%	-	-
Average Days on Market (Sold Listings)	42	66	-36%	(24)	16
Average Sale Price	650,990	517,458	26%	133,532	534,365
Price Difference on Average YTD Sold	26%	-3%			

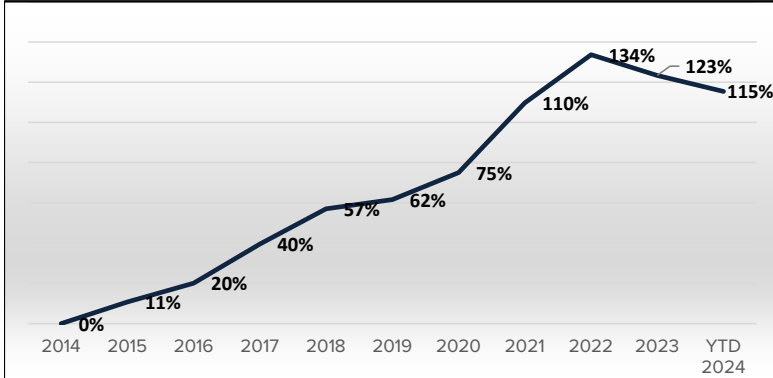
	FEB 2023 - JAN 2024	FEB 2022 - JAN 2023	% +/-	# +/-	FEB 2021 - JAN 2022
Number of Homes Sold Rolling 12 Months	330	389	-15%	(59)	591
Average Sale Price Rolling 12 Months	676,657	709,078	-5%	(32,421)	639,919

PREVIOUS MONTH SNAPSHOT* | JANUARY 31, 20224

	2024	2023	% +/-	# +/-	2022
Number of New Listings added in January	24	15	60%	9	21
Number of Pendings in January	28	14	100%	14	26
Number of Solds in January	19	10	90%	9	23

10 YEAR AVERAGE SALES PRICE TREND | JANUARY 31, 2024

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
2014	302,126	1%	0%
2015	334,567	11%	11%
2016	362,741	8%	20%
2017	421,632	16%	40%
2018	474,529	13%	57%
2019	488,467	3%	62%
2020	528,932	8%	75%
2021	633,476	20%	110%
2022	705,992	11%	134%
2023	675,000	-4%	123%
YTD 2024	650,990	-4%	115%

JANUARY 31, 2024

MONTHS SUPPLY
OF INVENTORY

1.6

AREA MARKET SURVEY* | JANUARY 31, 2024

Price (in thousands)	Active & Contingent	Pending	SOLD in 2024
0-99	7	0	0
100-199	0	0	0
200-249	0	0	0
250-299	0	0	0
300-349	0	0	0
350-399	0	0	1
400-449	2	1	0
450-499	1	1	1
500-549	0	1	2
550-599	2	3	2
600-649	3	2	4
650-699	3	8	5
700-749	0	5	2
750-799	0	2	2
800-849	0	1	0
850-899	3	2	0
900-949	2	0	0
950-999	2	2	1
1000-1499	3	1	0
1500-1999	2	1	0
2000+	1	0	0
TOTAL STANWOOD	31	30	20

