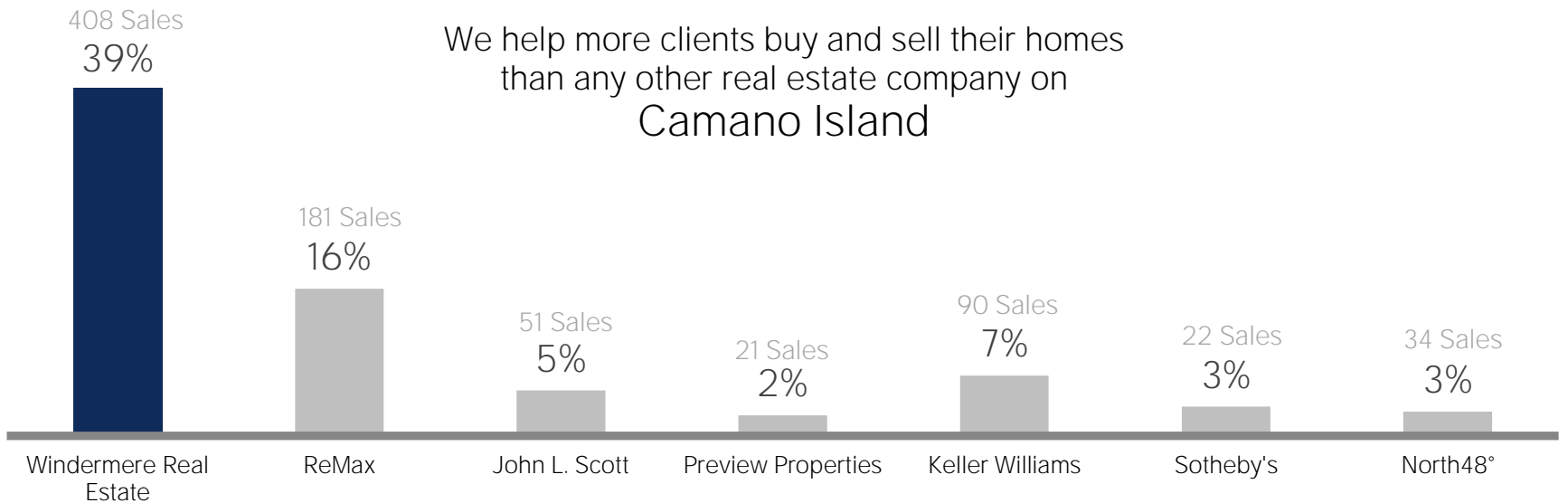




Stats & Market Insights
January 2020



MARKET SHARE* | ROLLING 12 MONTHS ENDED JANUARY 31, 2020
Sales on Camano Island, WA



MARKET SHARE* | JANUARY 31, 2020
Listings on Camano Island, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	20	22	42	45%
ReMax	7	8	15	16%
John L. Scott	3	3	6	6%
Keller Williams	3	3	6	6%
North 48°	1	2	3	3%
Sotheby's	0	2	2	2%
All other competitors with less than 2% market share	13	7	20	21%
TOTAL	47	47	94	100%

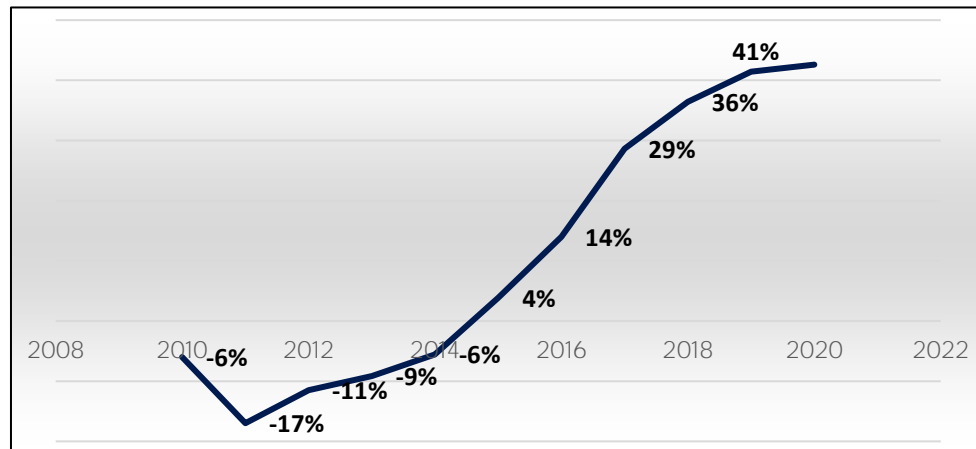
YEAR TO DATE SNAPSHOT* | FEBRUARY 11, 2020

	2020	2019	% +/-	# +/-	2018
Total Active Residential Listings	41	81	-49%	(40)	60
List Price vs. Sales Price Ratio	99%	99%	0%	0	98%
Number of Homes Sold YTD	22	34	-35%	(12)	35
Average Days on Market (Sold Listings)	51	52	-2%	(1)	53
Average Sale Price	497,811	425,115	17%	72,696	427,179
Price Difference on Average YTD Sold	17%	-0.5%			
	FEB 2019 - JAN 2020	FEB 2018 - JAN 2019	% +/-	# +/-	FEB 2017 - JAN 2018
Number of Homes Sold Rolling 12 Months	446	462	-3%	(16)	508

PREVIOUS MONTH SNAPSHOT* | JANUARY 31, 2020

	2020	2019	% +/-	# +/-	2015
Number of New Listings added in January	30	47	-36%	(17)	24
Number of Pendings in January	31	23	35%	8	23
Number of Solds in January	21	26	-19%	(5)	19

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



Year	Avg. Sale Pr.	% Change P/Y	Running Total
2010	315,270	-6%	-6%
2011	280,645	-11%	-17%
2012	296,126	6%	-11%
2013	303,012	2%	-9%
2014	313,938	4%	-6%
2015	343,373	9%	4%
2016	378,272	10%	14%
2017	433,567	15%	29%
2018	467,371	8%	36%
2019	491,938	5%	41%
YTD 2020	497,811	1%	42.6%

JANUARY 31, 2020
MONTHS SUPPLY
OF INVENTORY

2.2

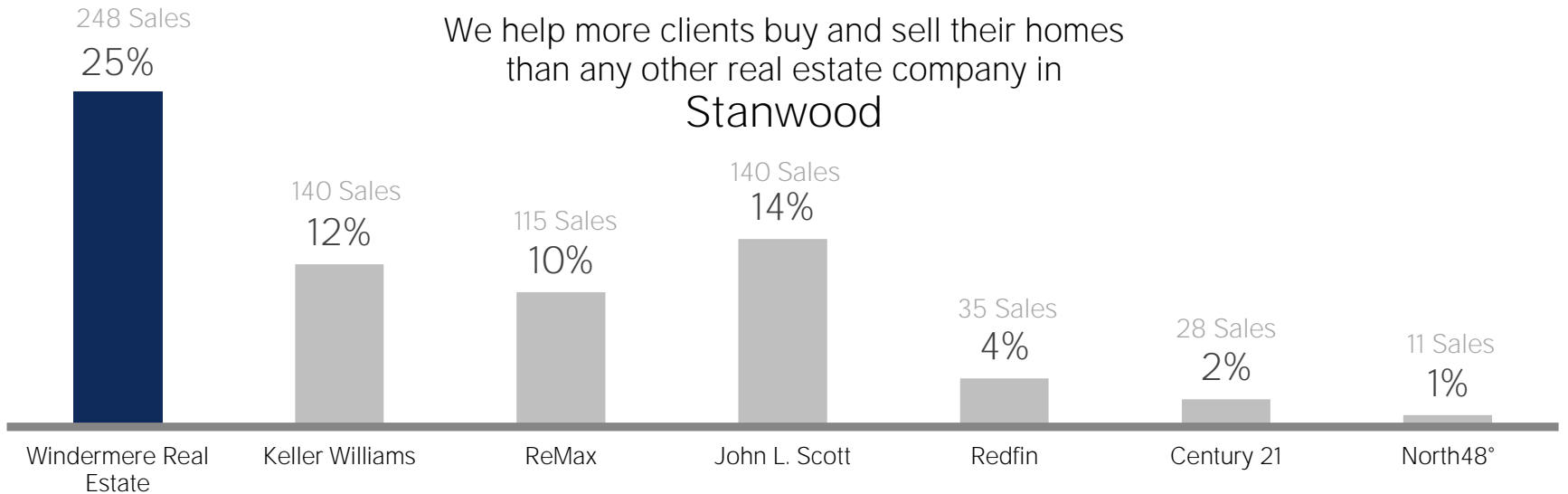
AREA MARKET SURVEY* | FEBRUARY 11, 2020

Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2020
0-99	0	0	0%	0
100-199	0	0	0%	1
200-249	0	1	100%	1
250-299	2	1	50%	0
300-349	3	10	333%	7
350-399	6	7	117%	3
400-449	0	5	500%	1
450-499	0	5	500%	2
500-549	4	6	150%	0
550-599	5	3	60%	3
600-649	2	0	0%	0
650-699	3	1	33%	1
700-749	4	0	0%	1
750-799	2	3	150%	0
800-849	2	0	0%	0
850-899	0	1	100%	0
900-949	0	0	0%	0
950-999	2	0	0%	1
1000-1499	5	2	40%	0
1500-1999	1	1	100%	1
2000+	0	0	0%	0
CAMANO ISLAND	41	46	112%	22





MARKET SHARE* | ROLLING 12 MONTHS ENDED JANUARY 31, 2020
Sales in Stanwood, WA



MARKET SHARE* | JANUARY 31, 2020
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	10	10	20	23%
ReMax	2	3	5	6%
John L. Scott	13	3	16	18%
Keller Williams	4	2	6	7%
North 48°	0	1	1	1%
Sotheby's	1	0	1	1%
All other competitors with less than 2% market share	30	9	39	44%
TOTAL	60	28	88	100%

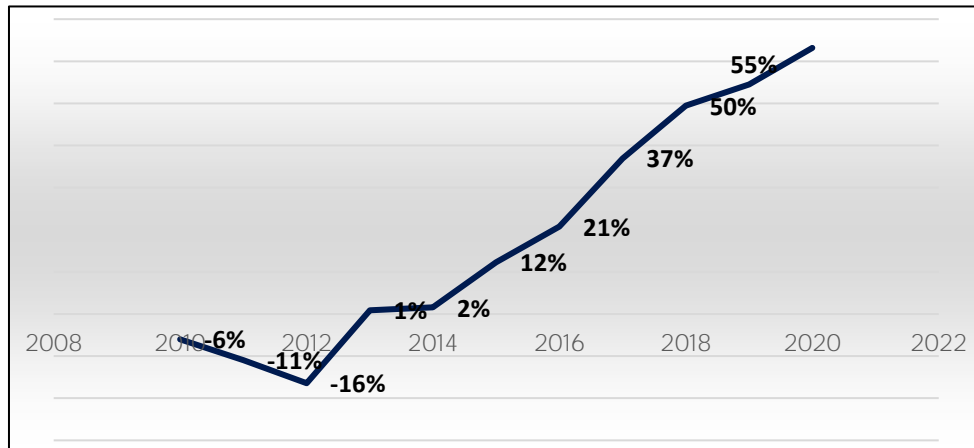
YEAR TO DATE SNAPSHOT* | FEBRUARY 11, 2020

	2020	2019	% +/-	# +/-	2018
Total Active Residential Listings	57	62	-8%	(5)	53
List Price vs. Sales Price Ratio	100%	99%	1%	0	99%
Number of Homes Sold YTD	36	22	64%	14	17
Average Days on Market (Sold Listings)	58	53	9%	5	68
Average Sale Price	530,812	446,924	19%	83,888	439,160
Price Difference on Average YTD Sold	19%	1.8%			
	FEB 2019 - JAN 2020	FEB 2018 - JAN 2019	% +/-	# +/-	FEB 2017 - JAN 2018
Number of Homes Sold Rolling 12 Months	489	462	6%	27	477

PREVIOUS MONTH SNAPSHOT* | JANUARY 31, 2020

	2020	2019	% +/-	# +/-	2015
Number of New Listings added in January	35	41	-15%	(6)	24
Number of Pendings in January	42	32	31%	10	30
Number of Solds in January	26	15	73%	11	20

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



Year	Avg. Sale Pr.	% Change P/Y	Running Total
2010	284,712	-6%	-6%
2011	270,519	-5%	-11%
2012	255,772	-5%	-16%
2013	300,148	17%	1%
2014	302,126	1%	2%
2015	334,567	11%	12%
2016	362,741	8%	21%
2017	421,632	16%	37%
2018	474,529	13%	50%
2019	488,467	5%	55%
YTD 2020	530,812	9%	63.2%

JANUARY 31, 2020
MONTHS SUPPLY
OF INVENTORY

2.3

AREA MARKET SURVEY* | FEBRUARY 11, 2020

Price (in thousands)	Active & Contingent	Pending	Pending Ratio	SOLD in 2020
0-99	0	0	0%	0
100-199	0	0	0%	0
200-249	1	2	200%	0
250-299	0	0	0%	0
300-349	1	3	300%	3
350-399	2	5	250%	4
400-449	5	13	260%	8
450-499	10	14	140%	6
500-549	1	6	600%	3
550-599	10	8	80%	5
600-649	5	3	60%	1
650-699	3	1	33%	2
700-749	6	2	33%	1
750-799	2	1	50%	1
800-849	0	0	0%	0
850-899	1	0	0%	0
900-949	0	0	0%	0
950-999	2	0	0%	0
1000-1499	3	0	0%	2
1500-1999	0	1	100%	0
2000+	5	0	0%	0
TOTAL STANWOOD	57	59	104%	36

