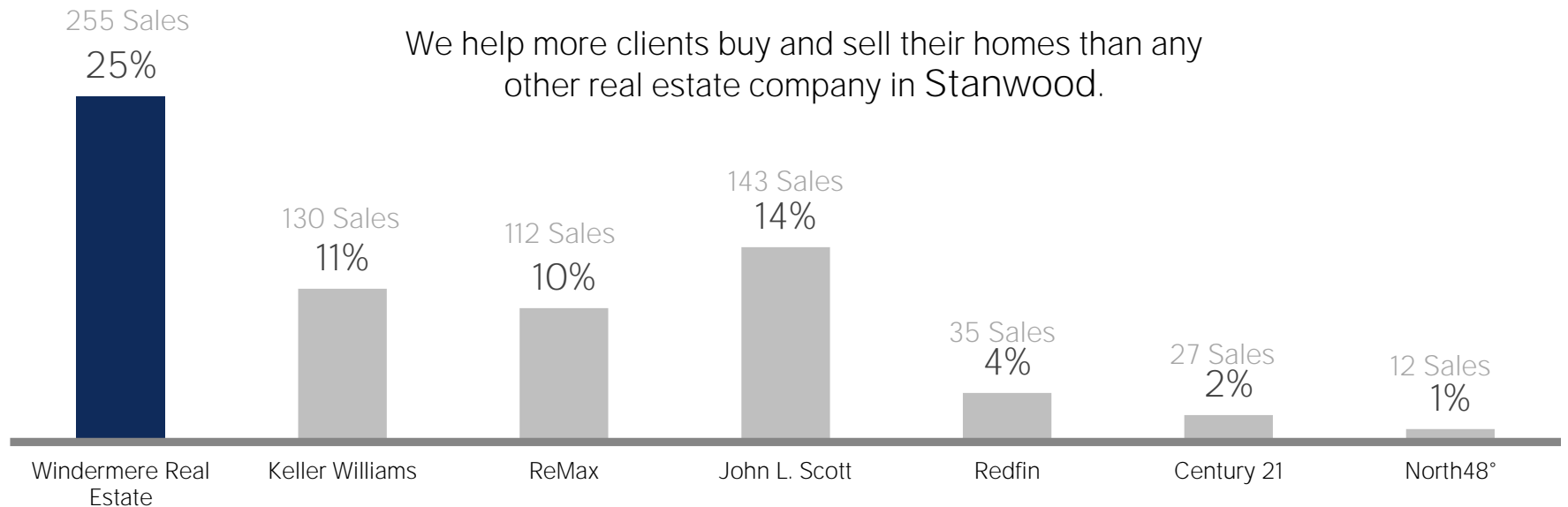




**Stats & Market Insights**  
February 2020



MARKET SHARE\* | ROLLING 12 MONTHS ENDED FEBRUARY 29, 2020  
Sales in Stanwood, WA



MARKET SHARE\* | FEBRUARY 29, 2020  
Listings in Stanwood, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	10	10	20	22%
ReMax	1	4	5	5%
John L. Scott	13	3	16	18%
Keller Williams	9	2	11	12%
Preview	1	2	3	3%
North 48°	0	1	1	1%
All other competitors with less than 2% market share	26	9	35	38%
TOTAL	60	31	91	100%

YEAR TO DATE SNAPSHOT\* | MARCH 11, 2020

	2020	2019	% +/-	# +/-	2018
Total Active Residential Listings	53	54	-2%	(1)	54
List Price vs. Sales Price Ratio	100%	99%	1%	0	99%
Number of Sold Homes YTD	72	55	31%	17	43
Average Days on Market (Sold Listings)	60	45	33%	15	63
Average Sale Price	497,427	463,932	7%	33,495	435,528
Price Difference on Average YTD Sold	7%	7%			

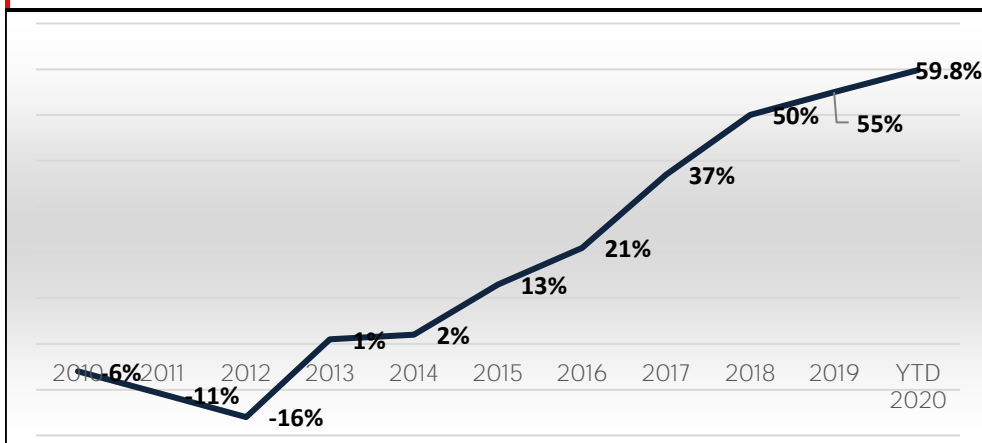
	MAR 2019 - FEB 2020	MAR 2018 - FEB 2019	% +/-	# +/-	MAR 2017 - FEB 2018
Number of Homes Sold Rolling 12 Months	492	468	5%	24	466

PREVIOUS MONTH SNAPSHOT\* | FEBRUARY 29, 2020

	2020	2019	% +/-	# +/-	2015
Number of New Listings added in February	46	21	119%	25	28
Number of Pendings in February	41	25	64%	16	32
Number of Solds in February	33	28	18%	5	19

PREVIOUS MONTH SNAPSHOT\* | FEBRUARY 29, 2020

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

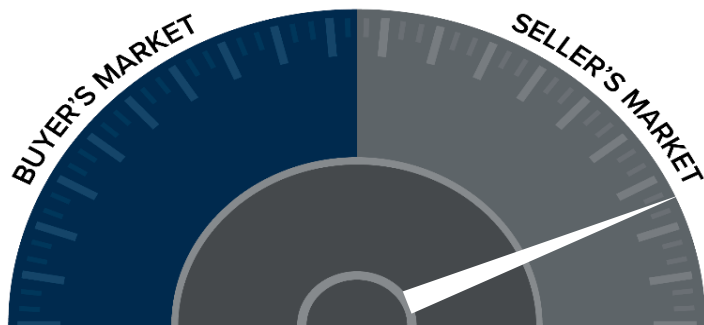


Year End	Avg. Sale Pr.	% Change P/Y	Running Total
2010	284,712	-6%	-6%
2011	270,519	-5%	-11%
2012	255,772	-5%	-16%
2013	300,148	17%	1%
2014	302,126	1%	2%
2015	334,567	11%	13%
2016	362,741	8%	21%
2017	421,632	16%	37%
2018	474,529	13%	50%
2019	488,467	5%	55%
YTD 2020	497,427	5%	59.8%

AREA MARKET SURVEY\* | MARCH 11, 2020

FEBRUARY 29, 2020  
MONTHS SUPPLY  
OF INVENTORY

1.8



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	3	0%	0
250-299	0	1	100%	0
300-349	4	1	25%	6
350-399	7	10	143%	8
400-449	2	13	650%	19
450-499	8	17	213%	13
500-549	3	7	233%	6
550-599	5	14	280%	7
600-649	4	6	150%	3
650-699	3	4	133%	3
700-749	2	2	100%	3
750-799	3	1	33%	1
800-849	1	1	100%	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	1	1	100%	0
2000+	4	0	0%	0
<b>TOTAL STANWOOD</b>	<b>53</b>	<b>81</b>	<b>153%</b>	<b>72</b>



MARKET SHARE\* | ROLLING 12 MONTHS ENDED FEBRUARY 29, 2020  
Sales on Camano Island, WA



MARKET SHARE\* | FEBRUARY 29, 2020  
Listings on Camano Island, WA

	RESIDENTIAL	LAND	TOTAL LISTINGS	MARKET SHARE
Windermere Real Estate	23	26	49	49%
ReMax	7	7	14	14%
John L. Scott	1	3	4	4%
Keller Williams	3	4	7	7%
North 48°	1	2	3	3%
Sotheby's	1	2	3	3%
All other competitors with less than 2% market share	12	7	19	19%
TOTAL	48	51	99	100%

YEAR TO DATE SNAPSHOT\* | MARCH 11, 2020

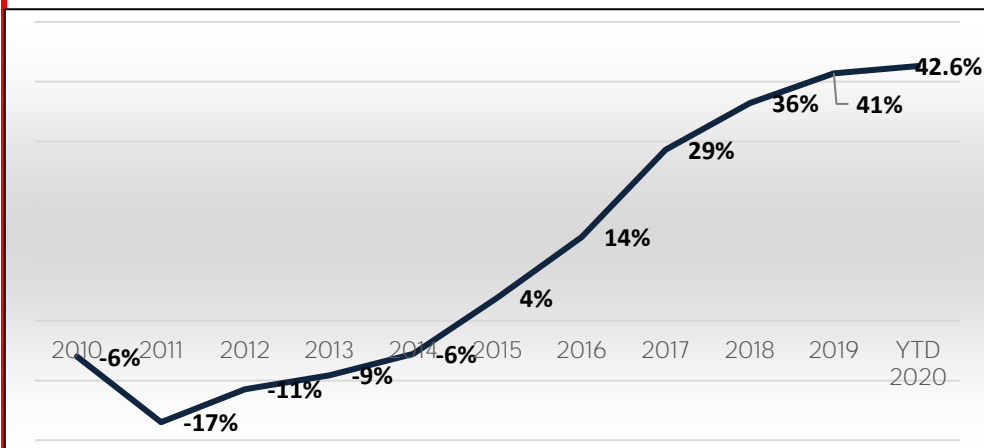
	2020	2019	% +/-	# +/-	2018
Total Active Residential Listings	51	75	-32%	(24)	46
List Price vs. Sales Price Ratio	99%	99%	0%	(0)	98%
Number of Homes Sold YTD	54	60	-10%	(6)	78
Average Days on Market (Sold Listings)	58	48	21%	10	62
Average Sale Price	512,110	426,753	20%	85,357	434,122
Price Difference on Average YTD Sold	20%	-1.7%			

	MAR 2019 - FEB 2020	MAR 2018 - FEB 2019	% +/-	# +/-	MAR 2017 - FEB 2018
Number of Homes Sold Rolling 12 Months	450	448	0%	2	522

PREVIOUS MONTH SNAPSHOT\* | FEBRUARY 29, 2020

	2020	2019	% +/-	# +/-	2015
Number of New Listings added in February	37	31	19%	6	50
Number of Pendings in February	33	30	10%	3	30
Number of Solds in February	26	22	18%	4	22

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



Year End	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	512,110	4%	45.5%

AREA MARKET SURVEY\* | MARCH 11, 2020

FEBRUARY 29, 2020  
MONTHS SUPPLY  
OF INVENTORY

**1.8**



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	1	0	0%	1
250-299	0	4	400%	2
300-349	3	8	267%	12
350-399	4	8	200%	7
400-449	1	3	300%	4
450-499	2	0	0%	6
500-549	6	6	100%	5
550-599	4	4	100%	7
600-649	3	1	33%	1
650-699	4	0	0%	2
700-749	4	1	25%	1
750-799	2	5	250%	1
800-849	3	1	33%	0
850-899	5	1	20%	0
900-949	3	1	33%	0
950-999	1	0	0%	1
1000-1499	4	3	75%	1
1500-1999	1	0	0%	2
2000+	0	0	0%	0
<b>CAMANO ISLAND</b>	<b>51</b>	<b>46</b>	<b>90%</b>	<b>54</b>