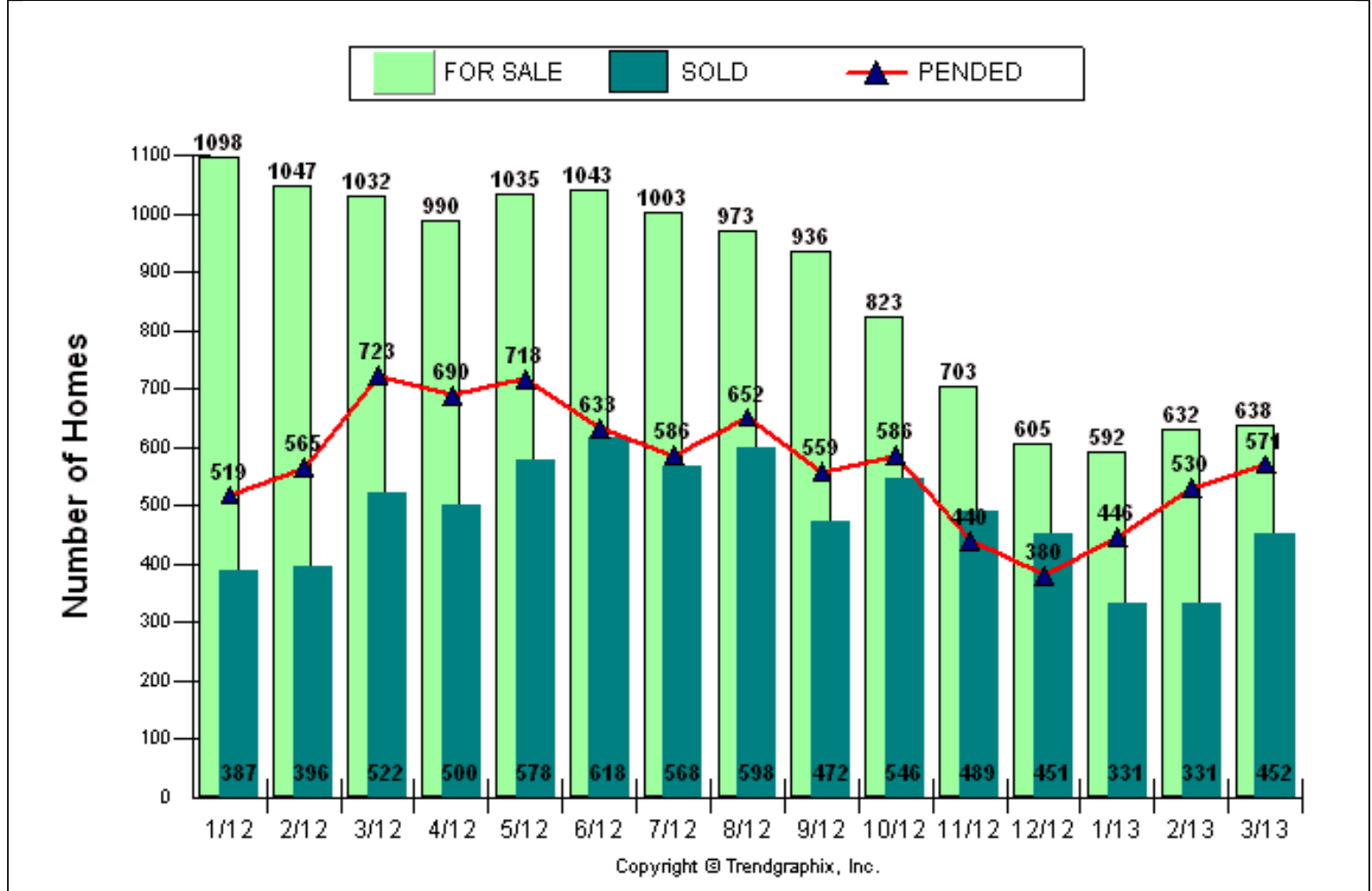


Location : All Sonoma County Areas Combined Number of Homes For Sale vs. Sold vs. Pended (Last 6 years (Quarterly))

Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit
Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms: 0 - No Limit

All Residential Prop - All Properties

Prepared for you by: Latife Hayson, Sotheby's International



	1 month			1 year			15 months		
	Feb 13	Mar 13	% Change	Mar 12	Mar 13	% Change	Jan 12	Mar 13	% Change
For Sale	632	638	0.9% ↑	1032	638	-38.2% ↓	1098	638	-41.9% ↓
Sold	331	452	36.6% ↑	522	452	-13.4% ↓	387	452	16.8% ↑
Pended	530	571	7.7% ↑	723	571	-21% ↓	519	571	10% ↑

Date	1/12	2/12	3/12	4/12	5/12	6/12	7/12	8/12	9/12	10/12	11/12	12/12	1/13	2/13	3/13
For Sale	1098	1047	1032	990	1035	1043	1003	973	936	823	703	605	592	632	638
New Listing	547	597	583	570	646	607	503	529	464	435	356	269	353	451	450
Sold	387	396	522	500	578	618	568	598	472	546	489	451	331	331	452
Pended	519	565	723	690	718	638	586	652	559	586	440	380	446	530	571
Mon of Inv. on Sold	2.8	2.6	2	2	1.8	1.7	1.8	1.6	2	1.5	1.4	1.3	1.8	1.9	1.4
Mon of Inv. on Pended	2.1	1.9	1.4	1.4	1.4	1.6	1.7	1.5	1.7	1.4	1.6	1.6	1.3	1.2	1.1
Absorption Rt. on Sold (%)	35.2	37.8	50.6	50.5	55.8	59.3	56.6	61.5	50.4	66.3	69.6	74.5	55.9	52.4	70.8
Absorption Rt. on Pended (%)	47.3	54	70.1	69.7	69.4	60.7	58.4	67	59.7	71.2	62.6	62.8	75.3	83.9	89.5
Avg. Act Price	809	846	844	899	944	977	998	1020	1033	1121	1100	1133	1029	1013	1072
Avg. Sld Price	358	400	369	440	390	432	409	437	405	452	449	430	387	468	460
Avg. Sq Ft Price	208.7	231	222.9	246.1	226.8	247	236.8	247.3	240.9	252.3	256.3	257.1	231.7	264.2	269.6
Sold/List Diff. %	96	97	96	96	98	98	97	98	98	98	98	98	99	98	99
Days on Market	116	113	113	100	98	94	95	89	89	91	97	94	92	93	88
Sold/Orig LP Diff. %	87	89	91	92	95	94	94	95	96	95	94	95	96	94	96
Median Price	305	300	301	320	307	333	326	360	336	356	350	355	350	362	378

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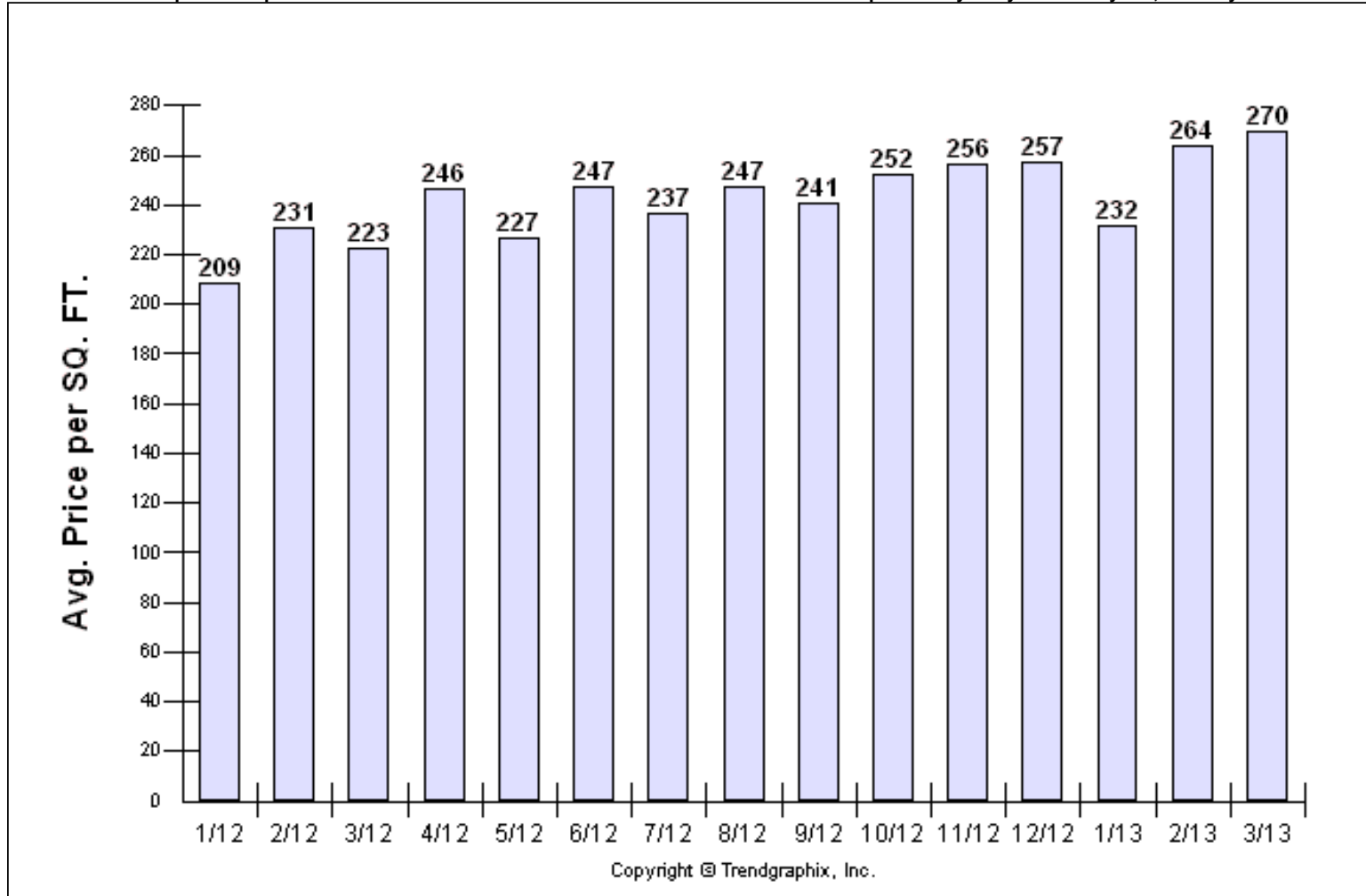
Location : All Sonoma County Areas Combined
Average Home Sold Price per SQFT (Last 6 years (Quarterly))

Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit

Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms: 0 - No Limit

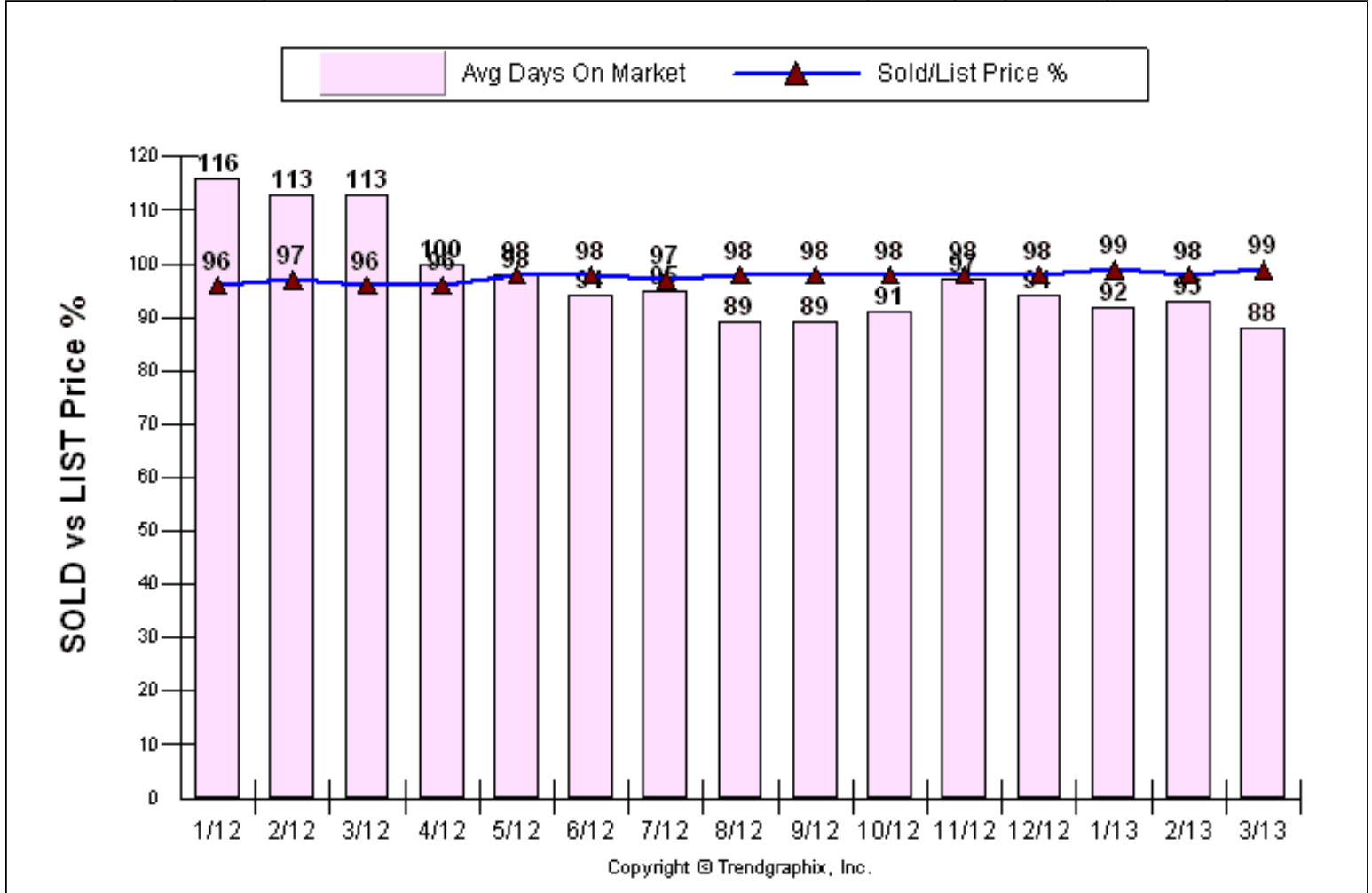
All Residential Prop - All Properties

Prepared for you by: Latife Hayson, Sotheby's International



Avg. Sq. Ft. Price	1 month			1 year			15 months								
	Feb 13	Mar 13	% Change	Mar 12	Mar 13	% Change	Jan 12	Mar 13	% Change						
	264	270	2% ↑	223	270	21% ↑	209	270	29.2% ↑						
Date	1/12	2/12	3/12	4/12	5/12	6/12	7/12	8/12	9/12	10/12	11/12	12/12	1/13	2/13	3/13
For Sale	1098	1047	1032	990	1035	1043	1003	973	936	823	703	605	592	632	638
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Mon of Inv. on Sold	2.8	2.6	2	2	1.8	1.7	1.8	1.6	2	1.5	1.4	1.3	1.8	1.9	1.4
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Sold/List Diff. %	96	97	96	96	98	98	97	98	98	98	98	98	99	98	99
Days on Market	116	113	113	100	98	94	95	89	89	91	97	94	92	93	88
Sold/Orig LP Diff. %	87	89	91	92	95	94	94	95	96	95	94	95	96	94	96
Median Price	305	300	301	320	307	333	326	360	336	356	350	355	350	362	378

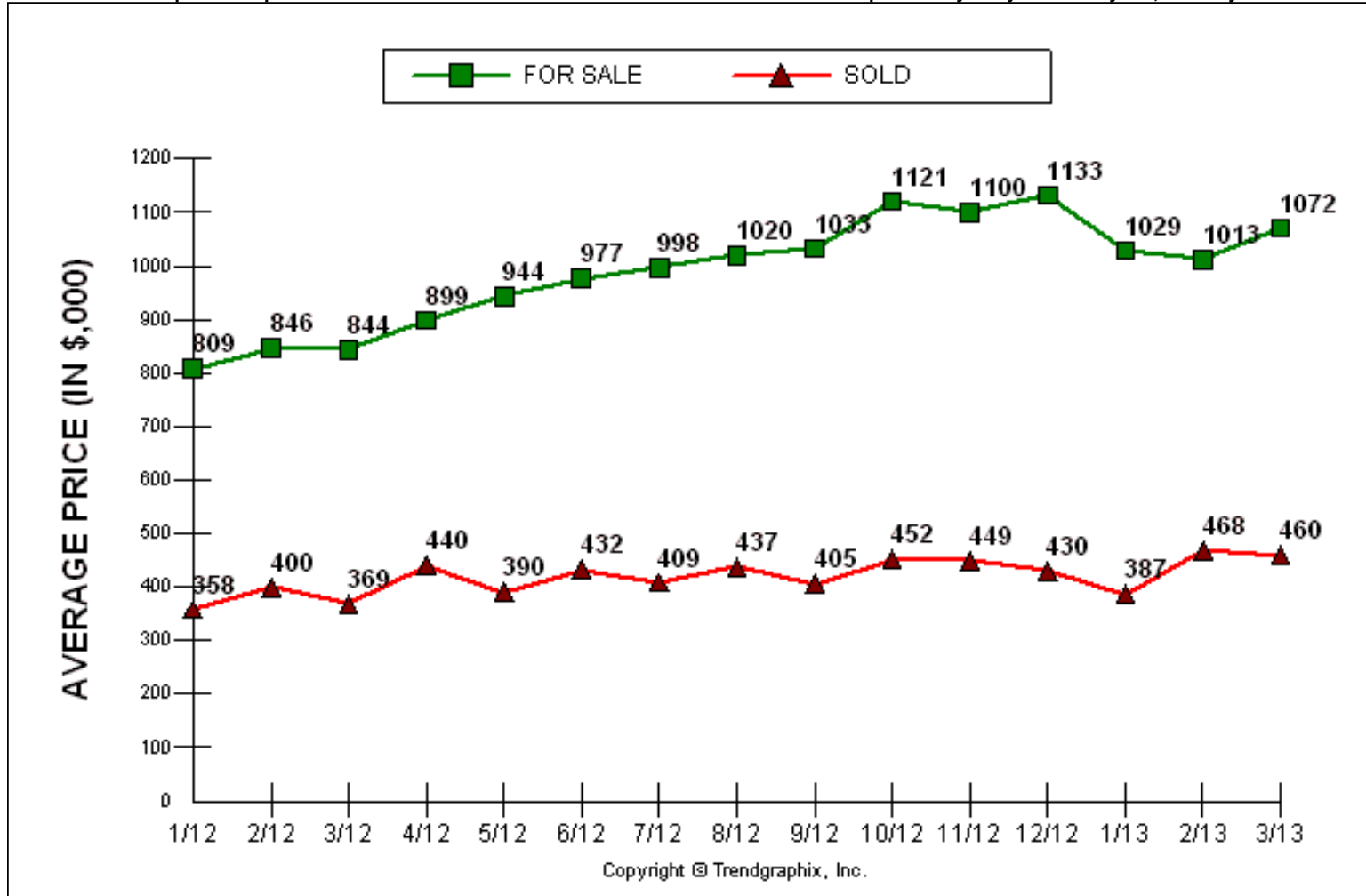
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	1 month			1 year			15 months		
	Feb 13	Mar 13	% Change	Mar 12	Mar 13	% Change	Jan 12	Mar 13	% Change
Avg. Days on Market	93	88	-5.4% ↓	113	88	-22.1% ↓	116	88	-24.1% ↓
Sold/List Diff. %	98	99	1% ↑	96	99	3.1% ↑	96	99	3.1% ↑

	1/12	2/12	3/12	4/12	5/12	6/12	7/12	8/12	9/12	10/12	11/12	12/12	1/13	2/13	3/13
Date															
For Sale	1098	1047	1032	990	1035	1043	1003	973	936	823	703	605	592	632	638
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Sold/Orig LP Diff. %	87	89	91	92	95	94	94	95	96	95	94	95	96	94	96
Median Price	305	300	301	320	307	333	326	360	336	356	350	355	350	362	378

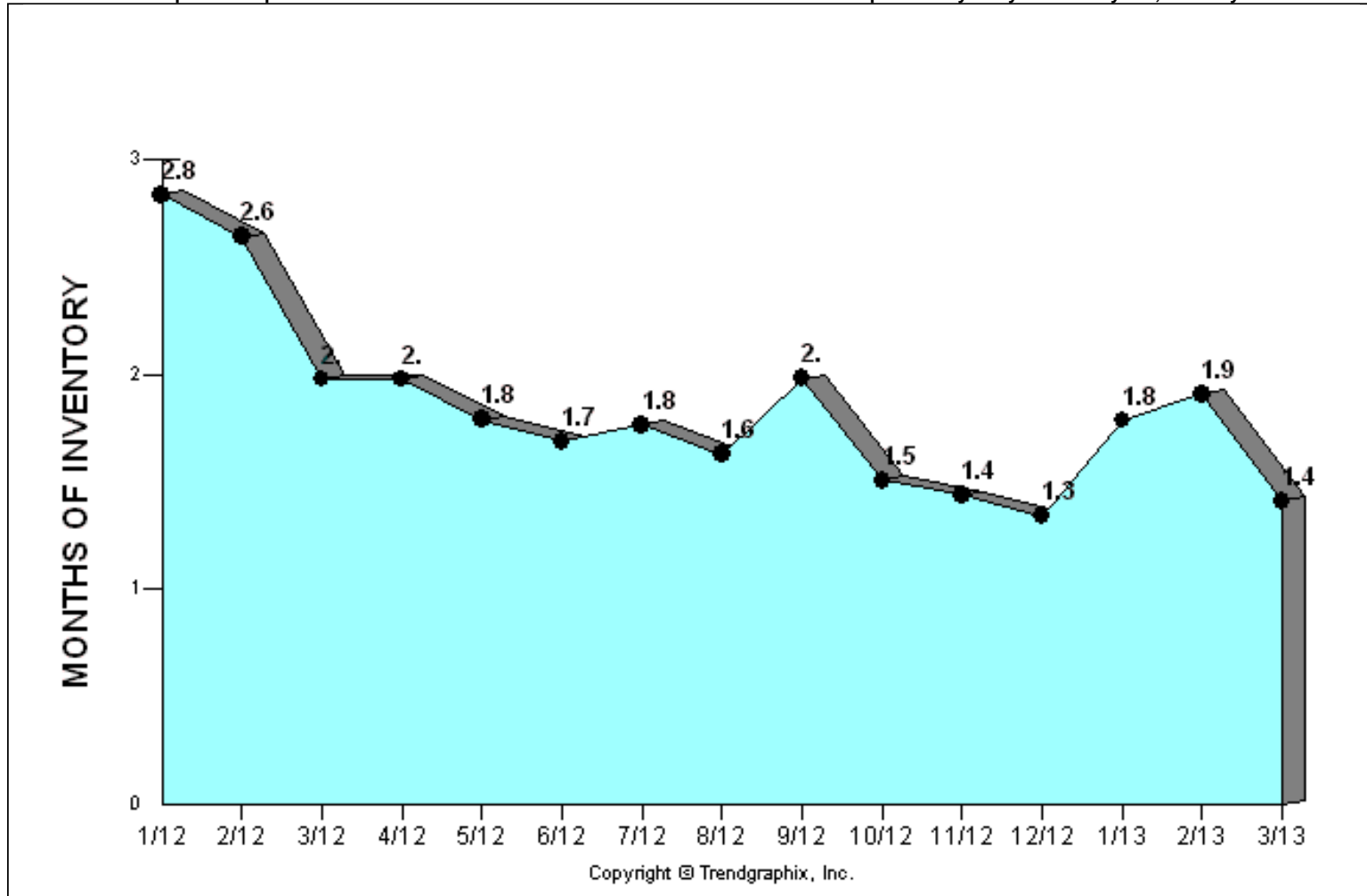
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	1 month			1 year			15 months		
	Feb 13	Mar 13	% Change	Mar 12	Mar 13	% Change	Jan 12	Mar 13	% Change
Avg. Active Price	1013	1072	5.8% ↑	844	1072	27% ↑	809	1072	32.5% ↑
Avg. Sold Price	468	460	-1.7% ↓	369	460	24.7% ↑	358	460	28.5% ↑

	1/12	2/12	3/12	4/12	5/12	6/12	7/12	8/12	9/12	10/12	11/12	12/12	1/13	2/13	3/13
Date	1098	1047	1032	990	1035	1043	1003	973	936	823	703	605	592	632	638
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Days on Market	87	89	91	92	95	94	94	95	96	95	94	95	96	94	96
Sold/Orig LP Diff. %	305	300	301	320	307	333	326	360	336	356	350	355	350	362	378
Median Price															

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	1 month			1 year			15 months		
	Feb 13	Mar 13	% Change	Mar 12	Mar 13	% Change	Jan 12	Mar 13	% Change
Months of Inventory (Closed Sales)	1.9	1.4	-26.3% ↓	2	1.4	-30% ↓	2.8	1.4	-50% ↓

Date	1/12	2/12	3/12	4/12	5/12	6/12	7/12	8/12	9/12	10/12	11/12	12/12	1/13	2/13	3/13
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Days on Market	116	113	113	100	98	94	95	89	89	91	97	94	92	93	88
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