

TrendVision™

Published Jul. 2013**

Location : Glen Ellen , Kenwood

Number of Homes For Sale vs. Sold vs. Pended - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year

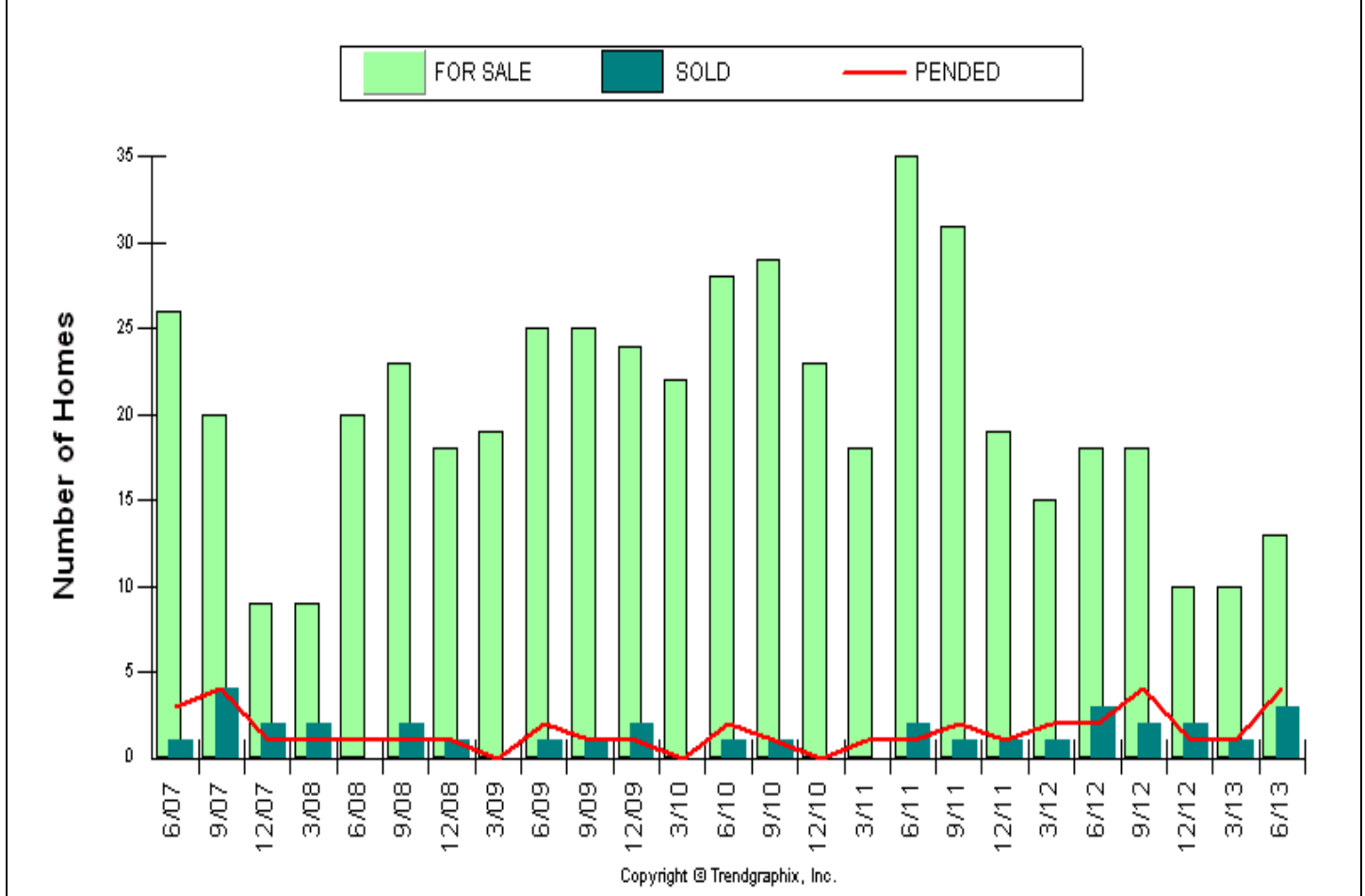
Built: 0 - No Limit

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 quarter			1 year			6 years		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change
For Sale	10	13	30% ↑	18	13	-27.8% ↓	26	13	-50% ↓
Sold	1	3	200% ↑	3	3	0%	1	3	200% ↑
Pended	1	4	300% ↑	2	4	100% ↑	3	4	33.3% ↑

Date	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	6/13
For Sale	26	20	9	9	20	23	18	19	25	25	24	22	28	29	23	18	35	31	19	15	18	18	10	10	13
New Listing	8	3	1	3	6	4	2	4	5	5	3	3	5	4	1	3	7	2	1	4	6	4	0	2	6
Sold	1	4	2	2	0	2	1	0	1	1	2	0	1	1	0	0	2	1	1	1	3	2	2	1	3
Pended	3	4	1	1	1	1	1	0	2	1	1	0	2	1	0	1	1	2	1	2	2	4	1	1	4
Mon of Inv. on Sold	26	5	4.5	4.5	n/a	11.5	18	n/a	25	25	12	n/a	28	29	n/a	n/a	17.5	31	19	15	6	9	5	10	4.3
Mon of Inv. on Pended	8.7	5	9	9	20	23	18	n/a	12.5	25	24	n/a	14	29	n/a	18	35	15.5	19	7.5	9	4.5	10	10	3.3
Absorption Rt. on Sold (%)	3.8	20	22.2	22.2	0	8.7	5.6	0	4	4	8.3	0	3.6	3.4	0	0	5.7	3.2	5.3	6.7	16.7	11.1	20	10	23.1
Absorption Rt. on Pended (%)	11.5	20	11.1	11.1	5	4.3	5.6	0	8	4	4.2	0	7.1	3.4	0	5.6	2.9	6.5	5.3	13.3	11.1	22.2	10	10	30.8
Avg. Act Price	2366	2383	2485	2496	2044	2153	2291	2377	2381	2841	2882	3081	2619	2417	2869	2951	2828	2870	3605	2643	2561	2442	2310	2427	2310
Avg. Sld Price	1538	1950	1668	1768	2800	1226	2320	1450	2100	1949	1987	1409	2249	1499	0	1250	2786	1421	1450	4600	2282	1694	1632	1280	1743
Avg. Sq Ft Price	604.6	631.7	749.8	675.9	560	547.3	559.9	381.6	867.7	385.4	545.8	370.8	787.2	552.4	0	401.7	948.8	540.5	478.3	888.8	495	578	756.4	323.8	593.1
SP/LP Diff. %	97	97	93	93	88	96	95	92	96	88	92	94	99	91	0	97	92	98	88	91	95	91	94	76	97
Days on Market	92	112	143	143	108	84	155	64	95	241	170	79	55	149	0	134	202	81	151	183	269	74	134	128	75
SP/OLP Diff. %	96	90	88	87	88	93	88	92	93	84	84	94	99	80	0	80	88	95	81	73	77	91	86	69	93
Median Price	1538	1749	1668	1768	2800	1187	2320	1450	2100	1949	1947	1409	1775	1499	0	1250	2531	1268	1432	4600	2116	1655	1611	1280	1500

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Location : Glen Ellen , Kenwood

Average Home Sold Price per SQFT - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year

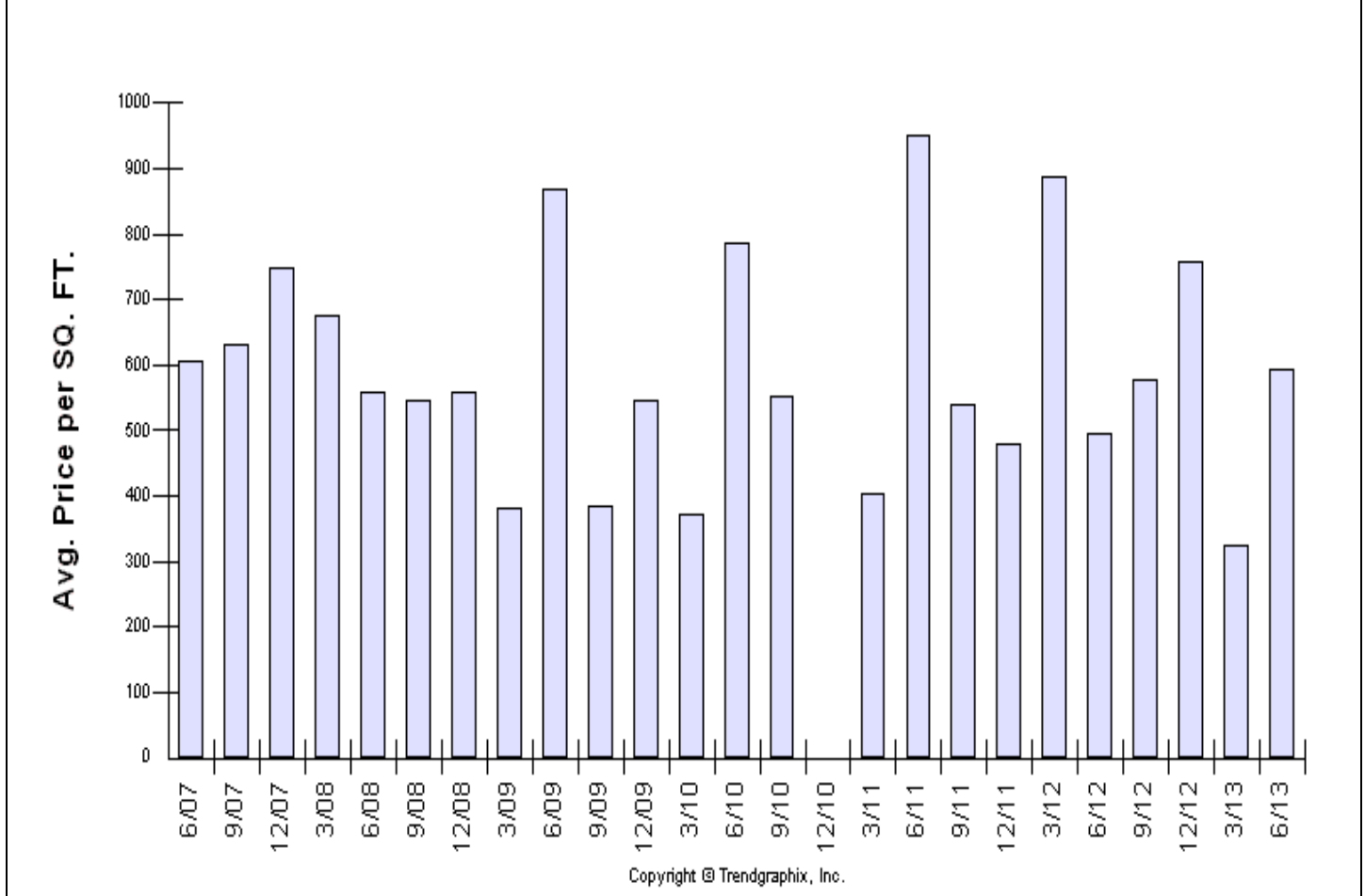
Built: 0 - No Limit

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 quarter			1 year			6 years		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change
	324	593	83.2% ↑	495	593	19.8% ↑	605	593	-1.9% ↓

Date	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	6/13
For Sale	26	20	9	9	20	23	18	19	25	25	24	22	28	29	23	18	35	31	19	15	18	18	10	10	13
New Listing	8	3	1	3	6	4	2	4	5	5	3	3	5	4	1	3	7	2	1	4	6	4	0	2	6
Sold	1	4	2	2	0	2	1	0	1	1	2	0	1	1	0	0	2	1	1	1	3	2	2	1	3
Pended	3	4	1	1	1	1	1	1	0	2	1	1	0	2	1	0	1	1	2	1	2	4	1	1	4
Mon of Inv. on Sold	26	5	4.5	4.5	n/a	11.5	18	n/a	25	25	12	n/a	28	29	n/a	n/a	17.5	31	19	15	6	9	5	10	4.3
Mon of Inv. on Pended	8.7	5	9	9	20	23	18	n/a	12.5	25	24	n/a	14	29	n/a	18	35	15.5	19	7.5	9	4.5	10	10	3.3
Absorption Rt. on Sold (%)	3.8	20	22.2	22.2	0	8.7	5.6	0	4	4	8.3	0	3.6	3.4	0	0	5.7	3.2	5.3	6.7	16.7	11.1	20	10	23.1
Absorption Rt. on Pended (%)	11.5	20	11.1	11.1	5	4.3	5.6	0	8	4	4.2	0	7.1	3.4	0	5.6	2.9	6.5	5.3	13.3	11.1	22.2	10	10	30.8
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SP/LP Diff. %	97	97	93	93	88	96	95	92	96	88	92	94	99	91	0	97	92	98	88	91	95	91	94	76	97
Days on Market	92	112	143	143	108	84	155	64	95	241	170	79	55	149	0	134	202	81	151	183	269	74	134	128	75
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Avg DOM & SP/LP % - Last 6 years (Quarterly)

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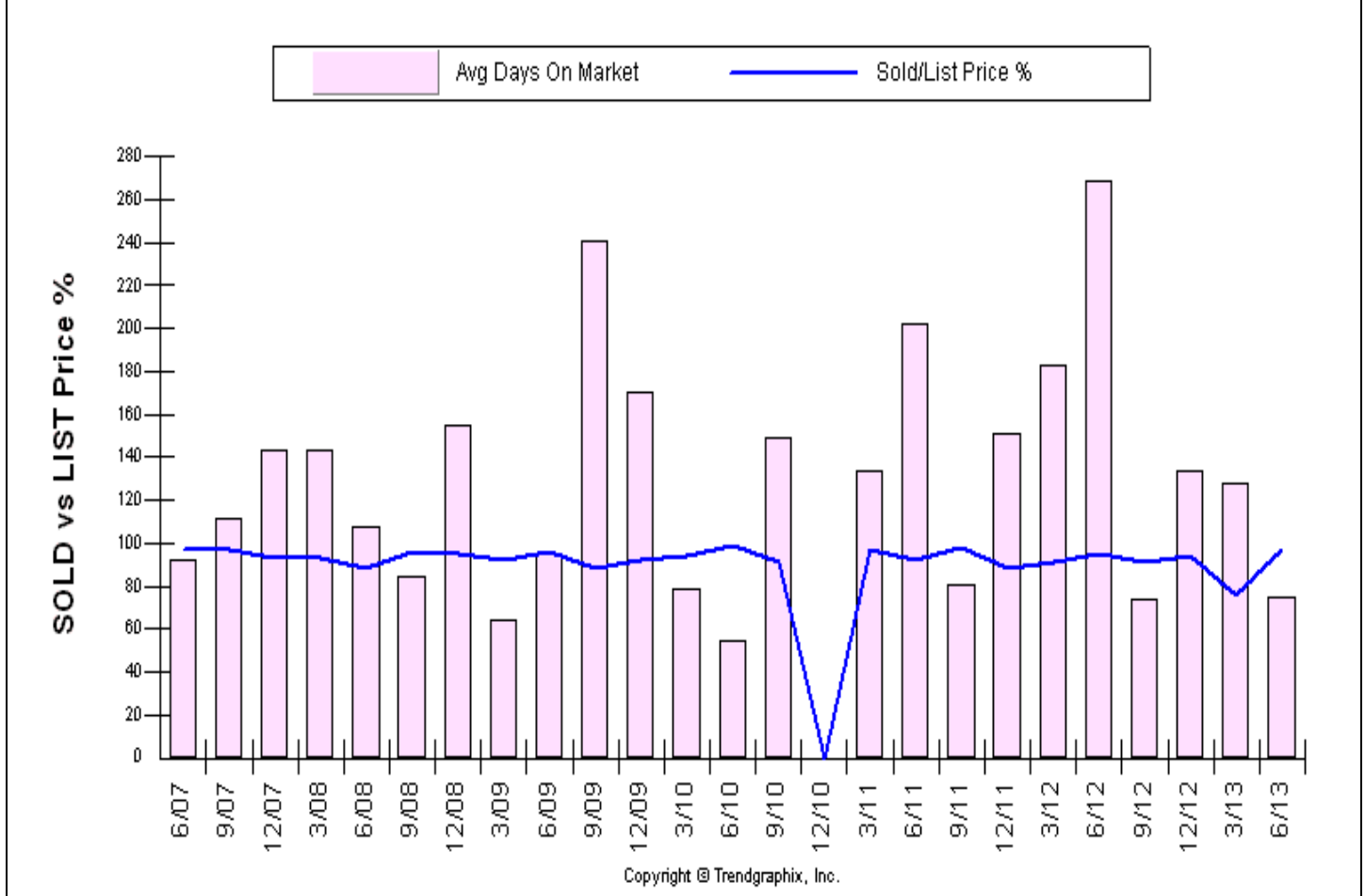
Built: 0 - No Limit

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 quarter			1 year			6 years		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change
Avg. Days on Market	128	75	-41.4% ↓	269	75	-72.1% ↓	92	75	-18.5% ↓
Sold/List Diff. %	76	97	27.6% ↑	95	97	2.1% ↑	97	97	0%

Date	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	6/13
For Sale	26	20	9	9	20	23	18	19	25	25	24	22	28	29	23	18	35	31	19	15	18	18	10	10	13
New Listing	8	3	1	3	6	4	2	4	5	5	3	3	5	4	1	3	7	2	1	4	6	4	0	2	6
Sold	1	4	2	2	0	2	1	0	1	1	2	0	1	1	0	0	2	1	1	1	3	2	2	1	3
Pended	3	4	1	1	1	1	1	0	2	1	1	0	2	1	0	1	1	2	1	2	2	4	1	1	4
Mon of Inv. on Sold	26	5	4.5	4.5	n/a	11.5	18	n/a	25	25	12	n/a	28	29	n/a	n/a	17.5	31	19	15	6	9	5	10	4.3
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Absorption Rt. on Sold (%)	3.8	20	22.2	22.2	0	8.7	5.6	0	4	4	8.3	0	3.6	3.4	0	5.7	3.2	5.3	6.7	16.7	11.1	20	10	23.1	
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Avg Price For Sale & Sold - Last 6 years (Quarterly)

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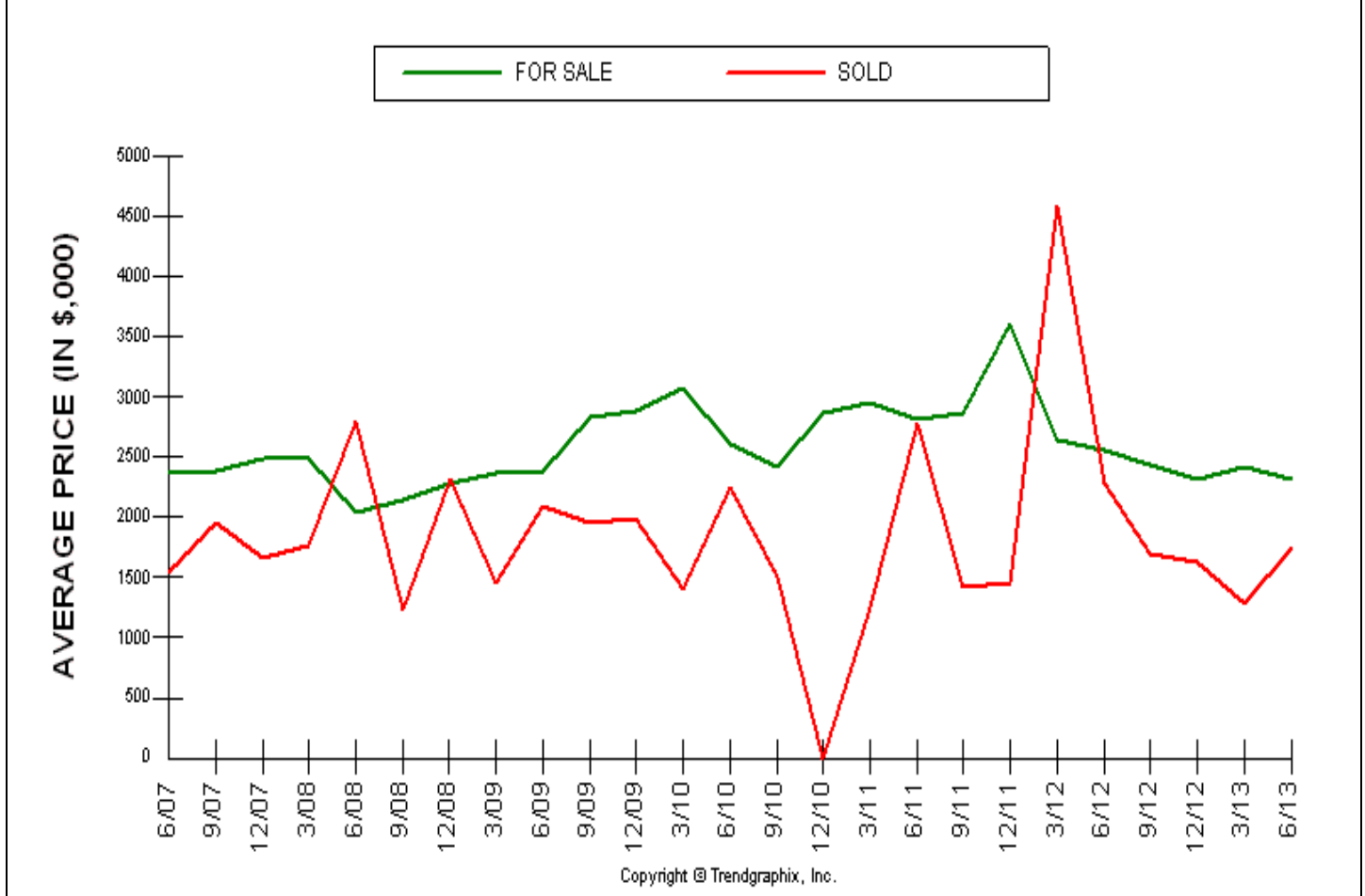
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All Residential Prop - All Properties

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	1 quarter			1 year			6 years		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change
Avg. Active Price	2427	2310	-4.8% ↓	2561	2310	-9.8% ↓	2366	2310	-2.4% ↓
Avg. Sold Price	1280	1743	36.2% ↑	2282	1743	-23.6% ↓	1538	1743	13.3% ↑

Date	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	6/13
For Sale	26	20	9	9	20	23	18	19	25	25	24	22	28	29	23	18	35	31	19	15	18	18	10	10	13
New Listing	8	3	1	3	6	4	2	4	5	5	3	3	5	4	1	3	7	2	1	4	6	4	0	2	6
Sold	1	4	2	2	0	2	1	0	1	1	2	0	1	1	0	0	2	1	1	1	3	2	2	1	3
Pended	3	4	1	1	1	1	1	0	2	1	1	0	2	1	0	1	1	2	1	2	2	4	1	1	4
Mon of Inv. on Sold	26	5	4.5	4.5	n/a	11.5	18	n/a	25	25	12	n/a	28	29	n/a	n/a	17.5	31	19	15	6	9	5	10	4.3
Mon of Inv. on Pended	8.7	5	9	9	20	23	18	n/a	12.5	25	24	n/a	14	29	n/a	18	35	15.5	19	7.5	9	4.5	10	10	3.3
Absorption Rt. on Sold (%)	3.8	20	22.2	22.2	0	8.7	5.6	0	4	4	8.3	0	3.6	3.4	0	0	5.7	3.2	5.3	6.7	16.7	11.1	20	10	23.1
Absorption Rt. on Pended (%)	11.5	20	11.1	11.1	5	4.3	5.6	0	8	4	4.2	0	7.1	3.4	0	5.6	2.9	6.5	5.3	13.3	11.1	22.2	10	10	30.8
Avg. Act Price	2366	2383	2485	2496	2044	2153	2291	2377	2381	2841	2882	3081	2619	2417	2869	2951	2828	2870	3605	2643	2561	2442	2310	2427	2310
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Months of Inventory based on Closed Sales - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year

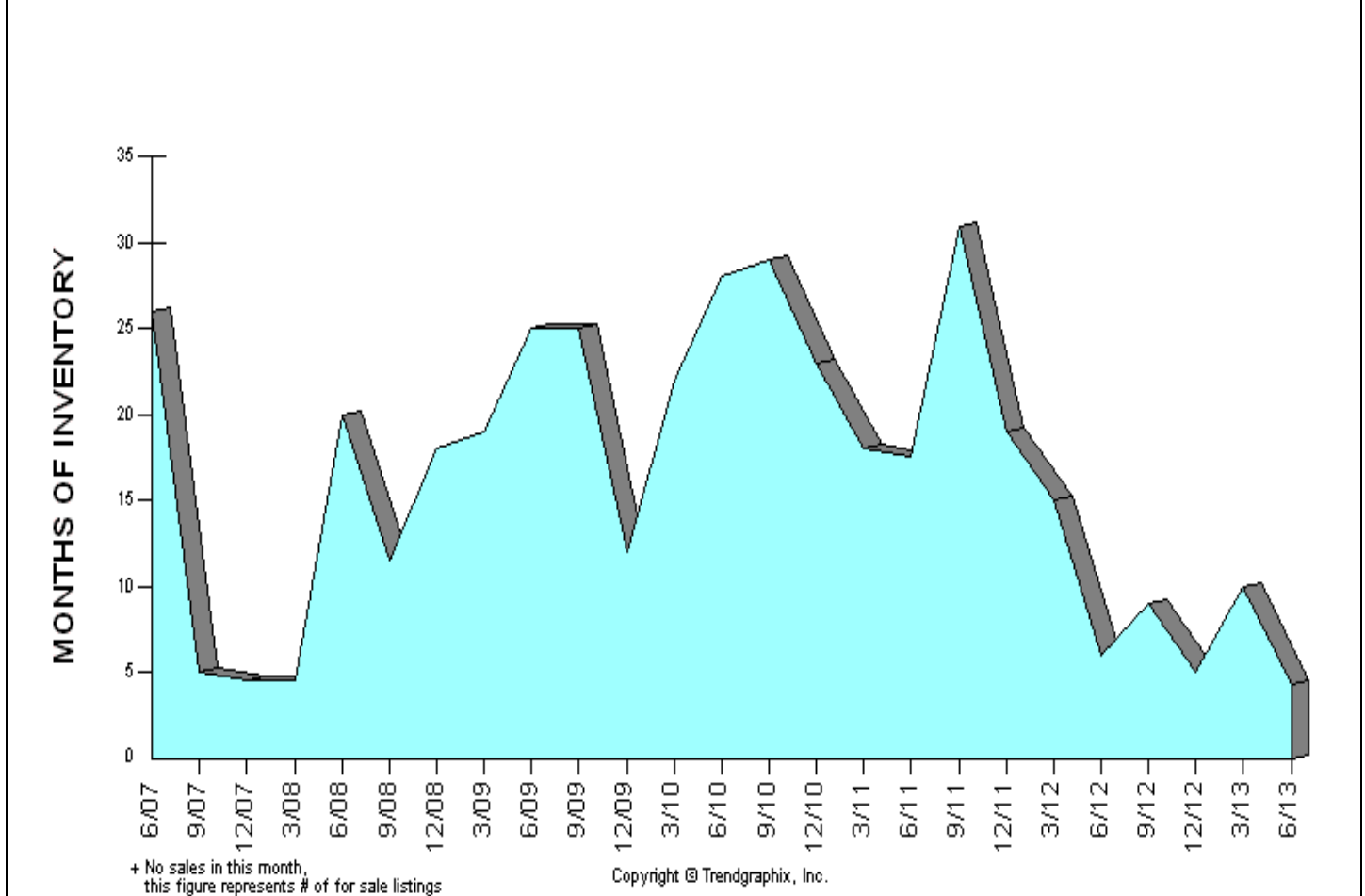
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Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms:

0 - No Limit

All Residential Prop - All Properties

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Months of Inventory (Closed Sales)	1 quarter			1 year			6 years		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change
	10	4.3	-57% ↓	6	4.3	-28.3% ↓	26	4.3	-83.5% ↓

Date	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	6/13
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Sold	1	4	2	2	0	2	1	0	1	1	2	0	1	1	0	0	2	1	1	1	3	2	2	1	3
Pended	3	4	1	1	1	1	1	0	2	1	1	0	2	1	0	1	1	2	1	2	2	4	1	1	4
Mon of Inv. on Sold	26	5	4.5	4.5	n/a	11.5	18	n/a	25	25	12	n/a	28	29	n/a	n/a	17.5	31	19	15	6	9	5	10	4.3
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