

# TrendVision™

Published Jul. 2013\*\*

Location : St. Helena (E0600)

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

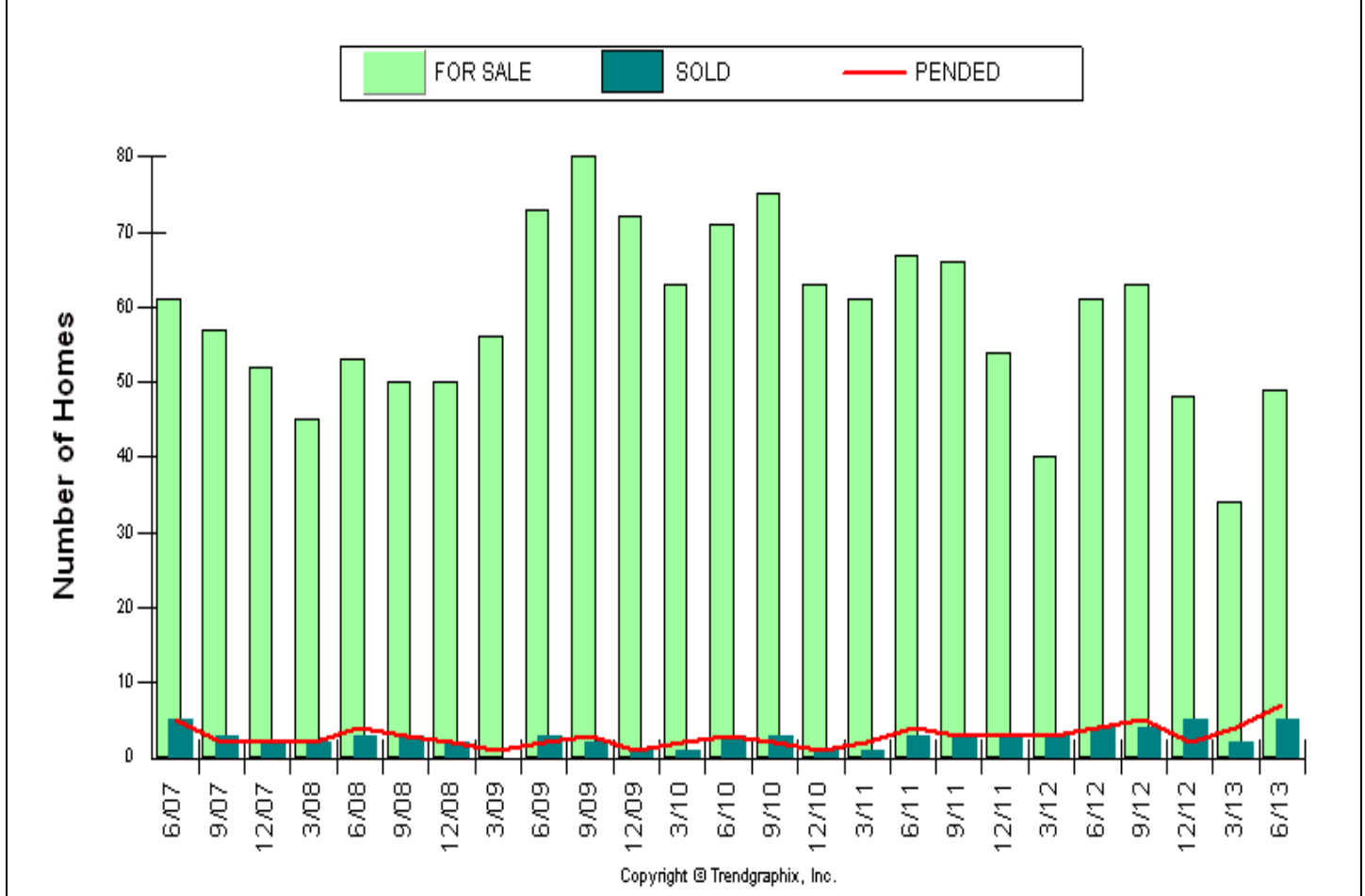
Built: 0 - No Limit

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	34	49	44.1% ↑	61	49	-19.7% ↓	61	49	-19.7% ↓
Sold	2	5	150% ↑	4	5	25% ↑	5	5	0%
Pended	4	7	75% ↑	4	7	75% ↑	5	7	40% ↑

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	61	57	52	45	53	50	50	56	73	80	72	63	71	75	63	61	67	66	54	40	61	63	48	34	49
New Listing	12	9	4	8	11	7	4	11	13	8	5	8	13	9	3	6	12	7	5	7	14	4	3	8	11
Sold	5	3	2	2	3	3	2	0	3	2	1	1	3	3	1	1	3	3	3	3	4	4	5	2	5
Pended	5	2	2	2	4	3	2	1	2	3	1	2	3	2	1	2	4	3	3	3	4	5	2	4	7
Mon of Inv. on Sold	12.2	19	26	22.5	17.7	16.7	25	n/a	24.3	40	72	63	23.7	25	63	61	22.3	22	18	13.3	15.3	15.8	9.6	17	9.8
Mon of Inv. on Pended	12.2	28.5	26	22.5	13.3	16.7	25	56	36.5	26.7	72	31.5	23.7	37.5	63	30.5	16.8	22	18	13.3	15.3	12.6	24	8.5	7
Absorption Rt. on Sold (%)	8.2	5.3	3.8	4.4	5.7	6	4	0	4.1	2.5	1.4	1.6	4.2	4	1.6	1.6	4.5	4.5	5.6	7.5	6.6	6.3	10.4	5.9	10.2
Absorption Rt. on Pended (%)	8.2	3.5	3.8	4.4	7.5	6	4	1.8	2.7	3.8	1.4	3.2	4.2	2.7	1.6	3.3	6	4.5	5.6	7.5	6.6	7.9	4.2	11.8	14.3
Avg. Act Price	3287	3233	3700	3368	3283	3397	3825	3799	3862	3569	3795	3853	3802	3612	3639	3743	3611	3416	3895	4463	4627	5023	5287	5580	4327
Avg. Sld Price	2759	2085	3081	2507	2102	2003	2670	1200	2041	1553	2000	2650	2147	2190	2940	1380	2253	2155	3746	2017	1601	2773	2111	1506	1963
Avg. Sq Ft Price	1192.1	1022.6	716.2	1149.8	775.1	646.1	944.4	567.1	907.5	533.3	742.3	880.7	918.1	908.9	1472.7	569.5	917.4	808.2	1129.8	612.6	618	1064.5	643.2	517.3	767
SP/LP Diff. %	93	90	97	93	90	94	88	121	83	94	90	87	87	88	94	92	87	92	85	87	90	92	89	94	94
Days on Market	166	138	116	225	151	168	184	9	113	148	159	406	115	183	82	333	298	141	153	205	170	115	232	174	101
SP/OLP Diff. %	90	88	95	85	85	87	86	121	80	85	90	72	86	86	92	80	77	87	83	81	80	89	84	86	93
Median Price	1947	1794	1353	2448	1810	2018	2707	1200	1473	1670	2250	2650	1506	1916	2913	1380	1813	1478	3167	2048	1421	2384	1973	1258	1431

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Published Jul. 2013\*\*

Location : St. Helena (E0600)

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

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

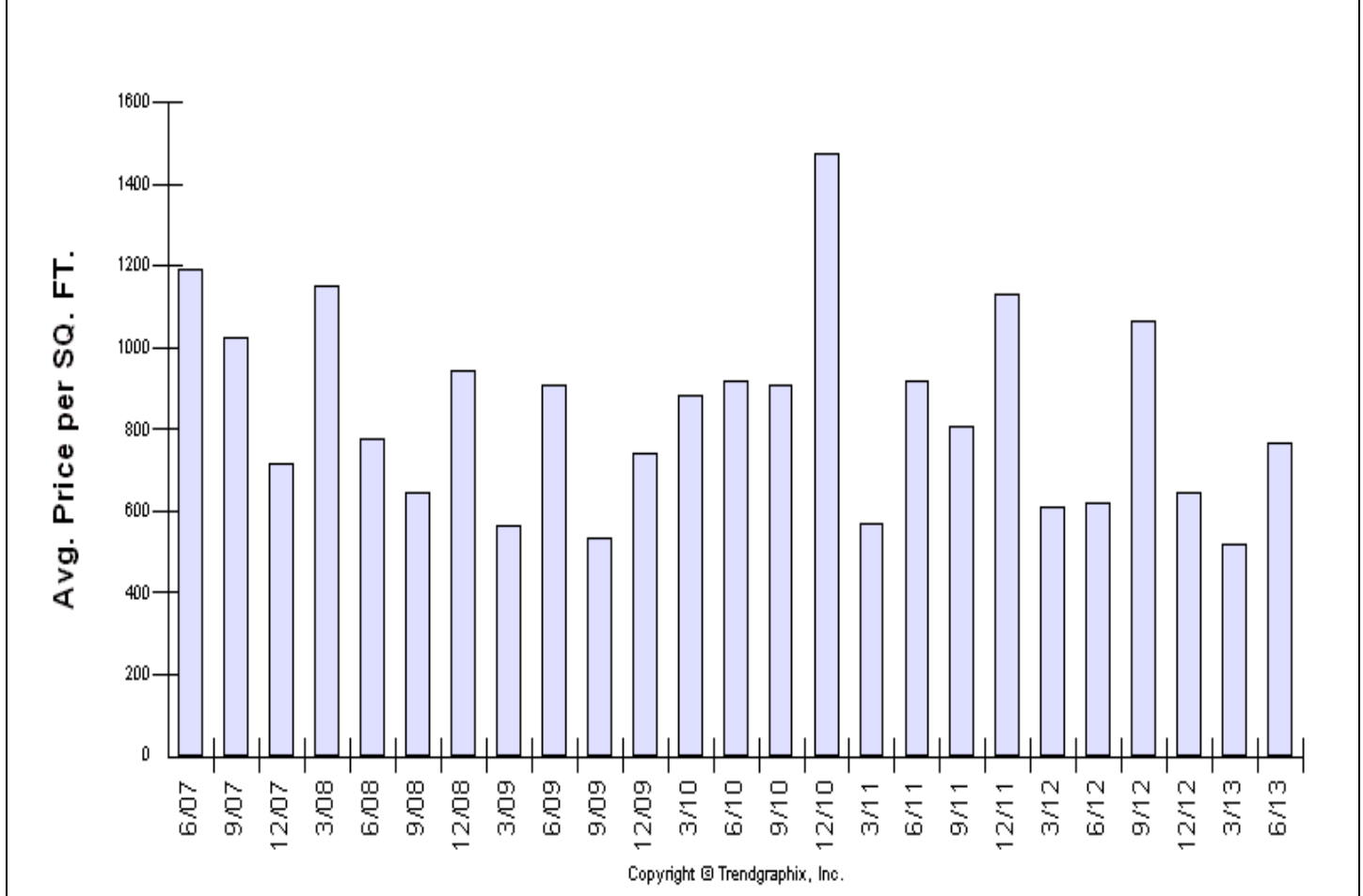
Built: 0 - No Limit

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																
	517	767	48.3% ↑	618	767	24.1% ↑	1192	767	-35.7% ↓																
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	61	57	52	45	53	50	50	56	73	80	72	63	71	75	63	61	67	66	54	40	61	63	48	34	49
New Listing	12	9	4	8	11	7	4	11	13	8	5	8	13	9	3	6	12	7	5	7	14	4	3	8	11
Sold	5	3	2	2	3	3	2	0	3	2	1	1	3	3	1	1	3	3	3	3	4	4	5	2	5
Pended	5	2	2	2	4	3	2	1	2	3	1	2	3	2	1	2	4	3	3	3	4	5	2	4	7
Mon of Inv. on Sold	12.2	19	26	22.5	17.7	16.7	25	n/a	24.3	40	72	63	23.7	25	63	61	22.3	22	18	13.3	15.3	15.8	9.6	17	9.8
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Days on Market	166	138	116	225	151	168	184	9	113	148	159	406	115	183	82	333	298	141	153	205	170	115	232	174	101
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Median Price	1947	1794	1353	2448	1810	2018	2707	1200	1473	1670	2250	2650	1506	1916	2913	1380	1813	1478	3167	2048	1421	2384	1973	1258	1431

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Avg DOM & SP/LP % - Last 6 years (Quarterly)

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

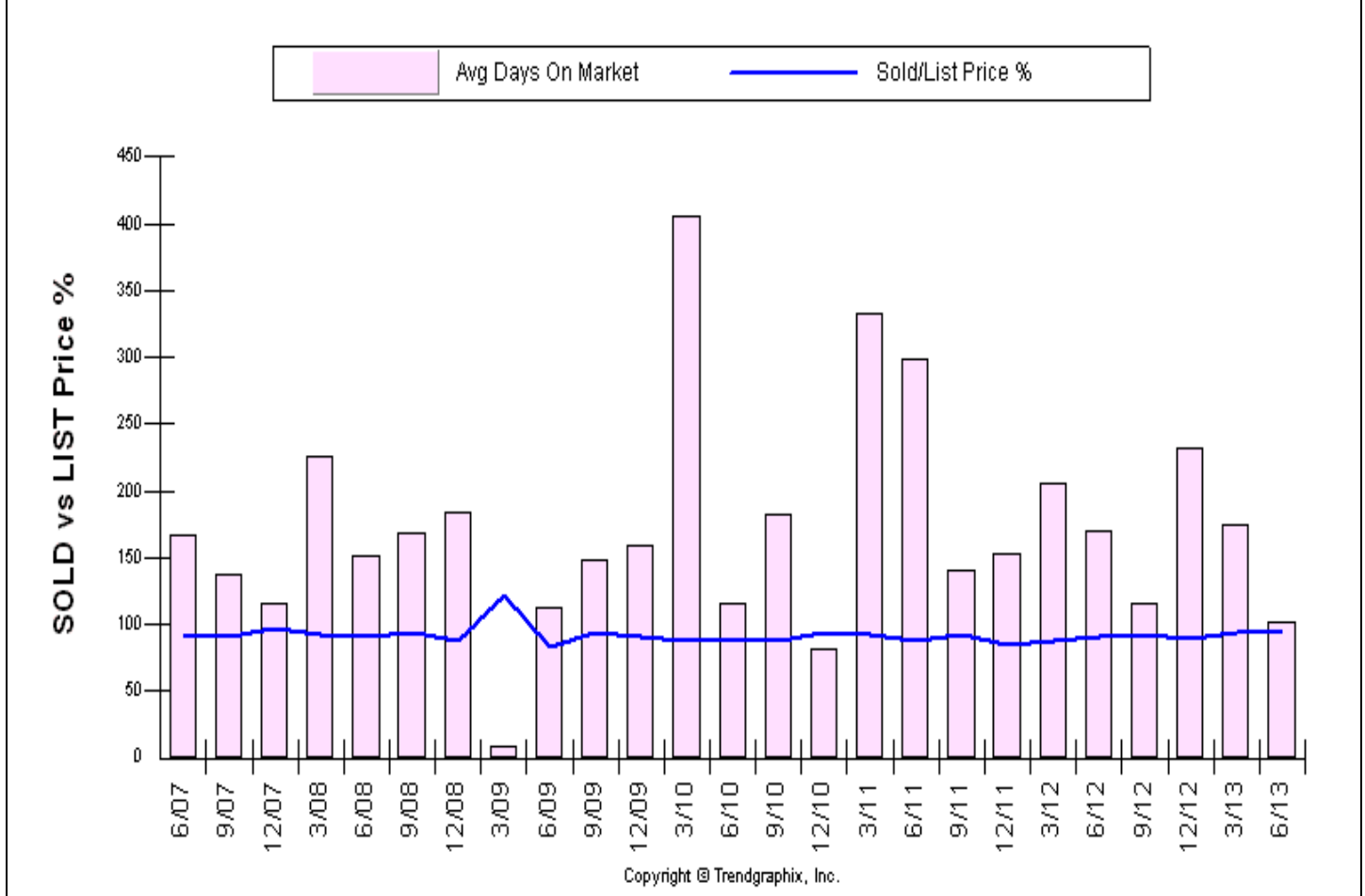
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All Residential Prop - All Properties

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	174	101	-42% ↓	170	101	-40.6% ↓	166	101	-39.2% ↓
Sold/List Diff. %	94	94	0%	90	94	4.4% ↑	93	94	1.1% ↑

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	5	3	2	2	3	3	2	0	3	2	1	1	3	3	1	1	3	3	3	3	4	4	5	2	5
Pended	5	2	2	2	4	3	2	1	2	3	1	2	3	2	1	2	4	3	3	3	4	5	2	4	7
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SP/OLP Diff. %	90	88	95	85	85	87	86	121	80	85	90	72	86	86	92	80	77	87	83	81	80	89	84	86	93
Median Price	1947	1794	1353	2448	1810	2018	2707	1200	1473	1670	2250	2650	1506	1916	2913	1380	1813	1478	3167	2048	1421	2384	1973	1258	1431

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Published Jul. 2013\*\*

Location : St. Helena (E0600)

Avg Price For Sale & Sold - Last 6 years (Quarterly)

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

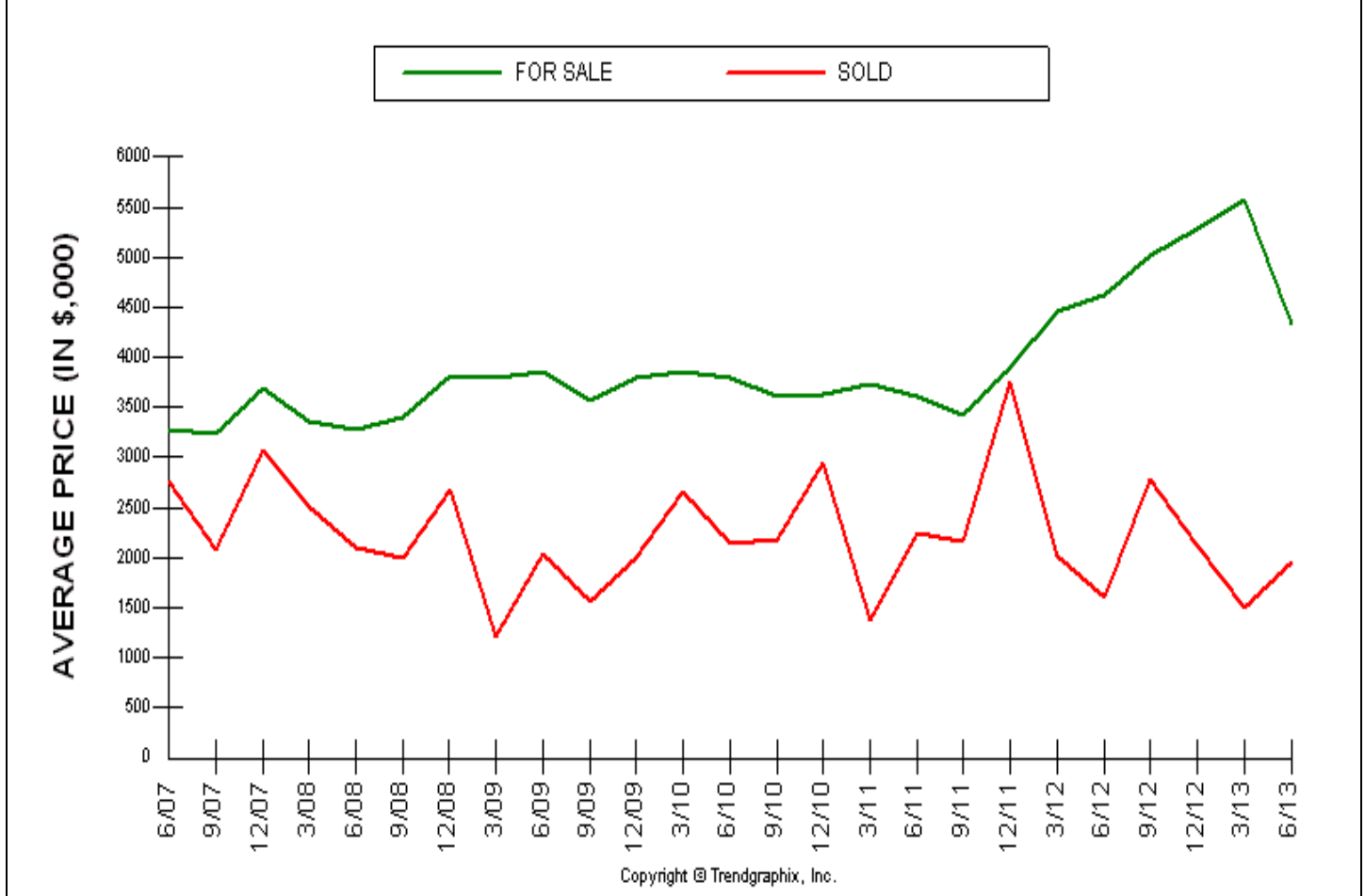
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All Residential Prop - All Properties

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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	5580	4327	-22.5% ↓	4627	4327	-6.5% ↓	3287	4327	31.6% ↑
Avg. Sold Price	1506	1963	30.3% ↑	1601	1963	22.6% ↑	2759	1963	-28.9% ↓

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	61	57	52	45	53	50	50	56	73	80	72	63	71	75	63	61	67	66	54	40	61	63	48	34	49
New Listing	12	9	4	8	11	7	4	11	13	8	5	8	13	9	3	6	12	7	5	7	14	4	3	8	11
Sold	5	3	2	2	3	3	2	0	3	2	1	1	3	3	1	1	3	3	3	3	4	4	5	2	5
Pended	5	2	2	2	4	3	2	1	2	3	1	2	3	2	1	2	4	3	3	3	4	5	2	4	7
Mon of Inv. on Sold	12.2	19	26	22.5	17.7	16.7	25	n/a	24.3	40	72	63	23.7	25	63	61	22.3	22	18	13.3	15.3	15.8	9.6	17	9.8
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Absorption Rt. on Sold (%)	8.2	5.3	3.8	4.4	5.7	6	4	0	4.1	2.5	1.4	1.6	4.2	4	1.6	1.6	4.5	4.5	5.6	7.5	6.6	6.3	10.4	5.9	10.2
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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

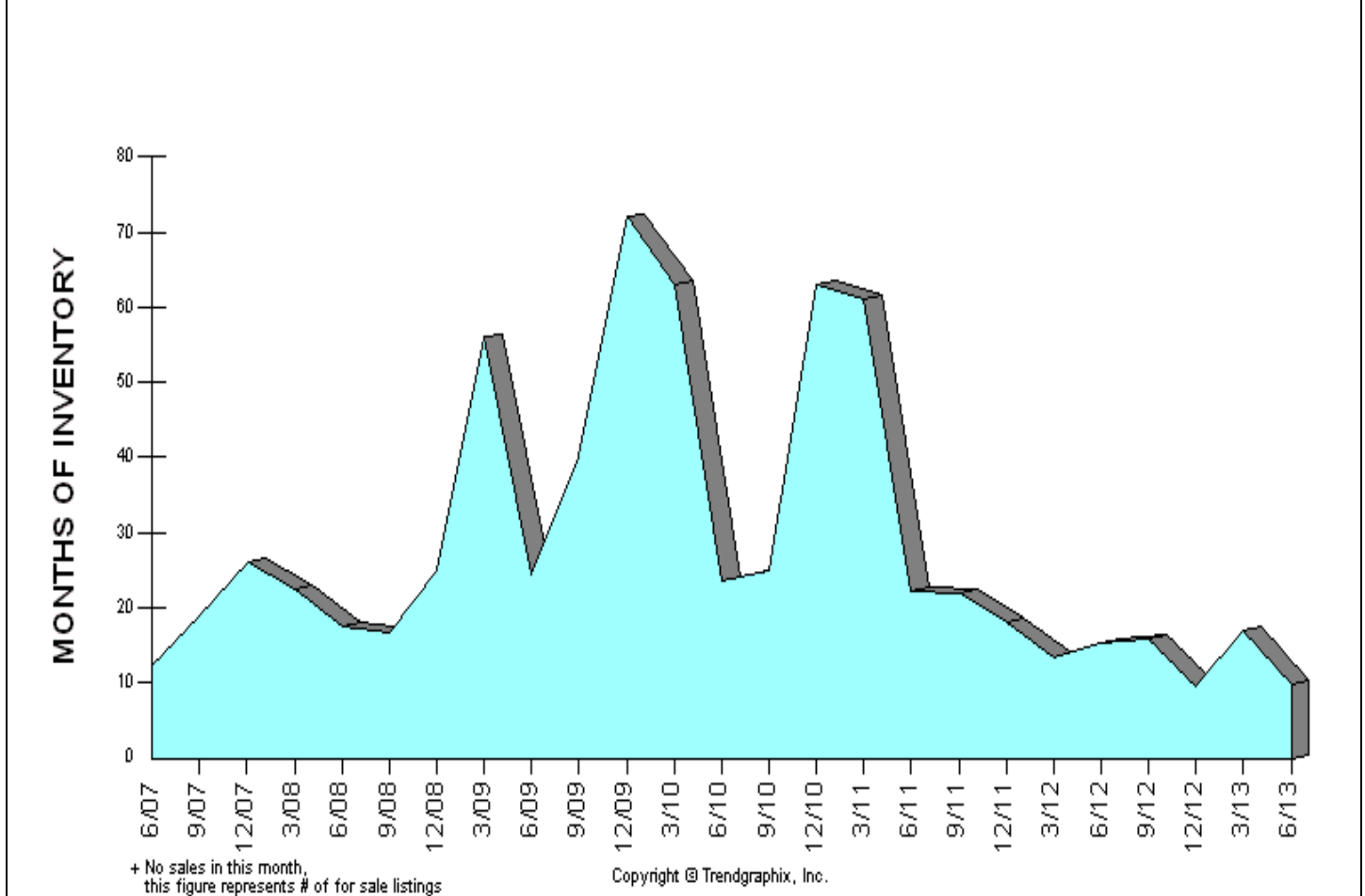
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	1 quarter			1 year			6 years																		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change																
Months of Inventory (Closed Sales)	17	9.8	-42.4% ↓	15.3	9.8	-35.9% ↓	12.2	9.8	-19.7% ↓																
Date	6/07	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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Pended	5	2	2	2	4	3	2	1	2	3	1	2	3	2	1	2	4	3	3	3	4	5	2	4	7
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SP/OLP Diff. %	90	88	95	85	85	87	86	121	80	85	90	72	86	86	92	80	77	87	83	81	80	89	84	86	93
Median Price	1947	1794	1353	2448	1810	2018	2707	1200	1473	1670	2250	2650	1506	1916	2913	1380	1813	1478	3167	2048	1421	2384	1973	1258	1431

\*\*All reports are published Jul. 2013, based on data available at the end of Jun. 2013.  
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