

Location: Calistoga 2 (B2000), Healdsburg (B0500), Sonoma (B1300)

Property Types: All SFH - All Properties

Price Range: \$1,000,000 - No Limit

Full Baths: 0 - No Limit

SQFT Range: 0 - No Limit

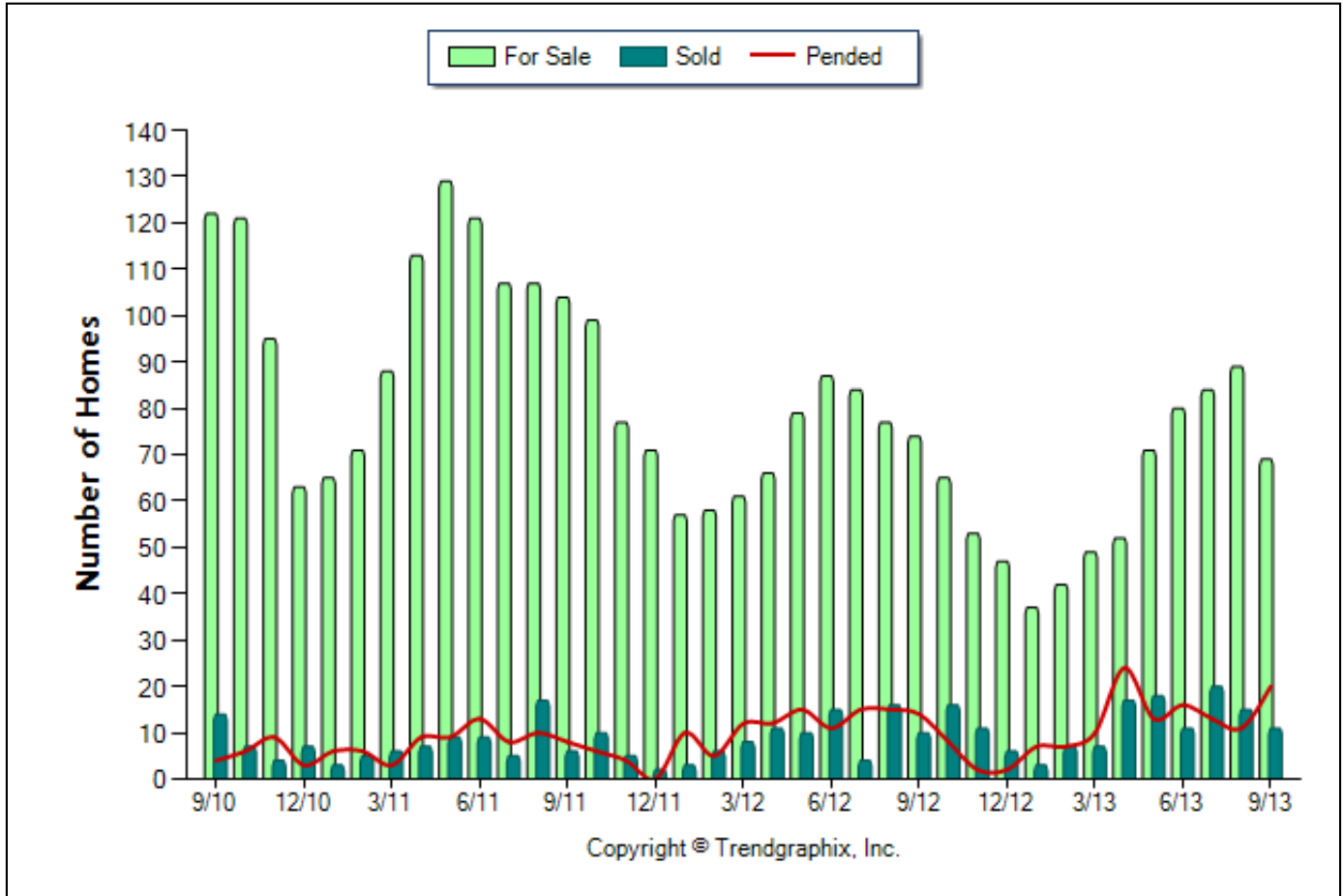
Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit

Year Built: 0 - No Limit

Number of Homes For Sale vs. Sold vs. Pended (Last 3 years)

Prepared for you by: Latife Hayson



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 3 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 2 Yrs Ago			Curnt vs. Same 12 Months 2 Yrs Ago		
	Sep. 13	Aug. 13	% Change	Sep. 13	Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 12 to Sep. 12	% Change	Sep. 13	Sep. 10	% Change	Oct. 12 to Sep. 13	Oct. 11 to Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 11 to Sep. 11	% Change	Oct. 12 to Sep. 13	Oct. 10 to Sep. 11	% Change
For Sale	69	89	-22.5% ▼	69	74	-6.8% ▼	81	78	3.8% ▲	69	122	-43.4% ▼	62	74	-16.2% ▼	81	106	-23.6% ▼	62	99	-37.4% ▼
Sold	11	15	-26.7% ▼	11	10	10% ▲	15	10	50% ▲	11	14	-21.4% ▼	12	8	50% ▲	15	9	66.7% ▲	12	7	71.4% ▲
Pended	20	11	81.8% ▲	20	14	42.9% ▲	15	15	0%	20	4	400% ▲	11	10	10% ▲	15	9	66.7% ▲	11	8	37.5% ▲

Date	9/10	11/10	1/11	3/11	5/11	7/11	9/11	11/11	1/12	3/12	5/12	7/12	9/12	11/12	1/13	3/13	5/13	7/13	9/13
For Sale	122	95	65	88	129	107	104	77	57	61	79	84	74	53	37	49	71	84	69
New Listing	22	5	15	21	34	4	10	7	10	16	29	17	14	9	7	20	39	17	14
Sold	14	4	3	6	9	5	6	5	3	8	10	4	10	11	3	7	18	20	11
Pended	4	9	6	3	9	8	8	4	10	12	15	15	14	2	7	10	13	13	20
Months of Inventory (Closed Sales)	8.7	23.8	21.7	14.7	14.3	21.4	17.3	15.4	19	7.6	7.9	21	7.4	4.8	12.3	7	3.9	4.2	6.3
Months of Inventory (Pended Sales)	30.5	10.6	10.8	29.3	14.3	13.4	13	19.3	5.7	5.1	5.3	5.6	5.3	26.5	5.3	4.9	5.5	6.5	3.5
Absorption Rate (Closed Sales) %	11.5	4.2	4.6	6.8	7	4.7	5.8	6.5	5.3	13.1	12.7	4.8	13.5	20.8	8.1	14.3	25.4	23.8	15.9
Absorption Rate (Pended Sales) %	3.3	9.5	9.2	3.4	7	7.5	7.7	5.2	17.5	19.7	19	17.9	18.9	3.8	18.9	20.4	18.3	15.5	29
Avg. Active Price	2234	2408	2324	2238	2403	2555	3092	3495	3570	3179	2743	2823	2870	3000	2272	2345	2498	2454	2225
Avg. Sold Price	2120	1436	1976	1460	1694	1223	1258	1370	1816	2591	2012	2759	1524	2634	1361	1777	1600	1694	1797
Avg. Sq. Ft. Price	661	564	654	498	502	393	538	492	413	705	621	674	483	760	509	543	574	657	618
Sold/List Diff. %	92	92	93	95	89	90	91	90	85	85	95	91	90	94	90	92	99	103	96
Sold/Orig LP Diff. %	84	80	89	72	84	72	87	84	83	82	90	91	90	88	82	86	97	102	92
Days on Market	191	122	125	135	180	124	114	178	166	218	136	178	66	100	252	263	59	67	134
Median	1443	1498	1550	1280	1501	1250	1278	1226	1950	1625	1700	2010	1380	1960	1360	1350	1365	1305	1275

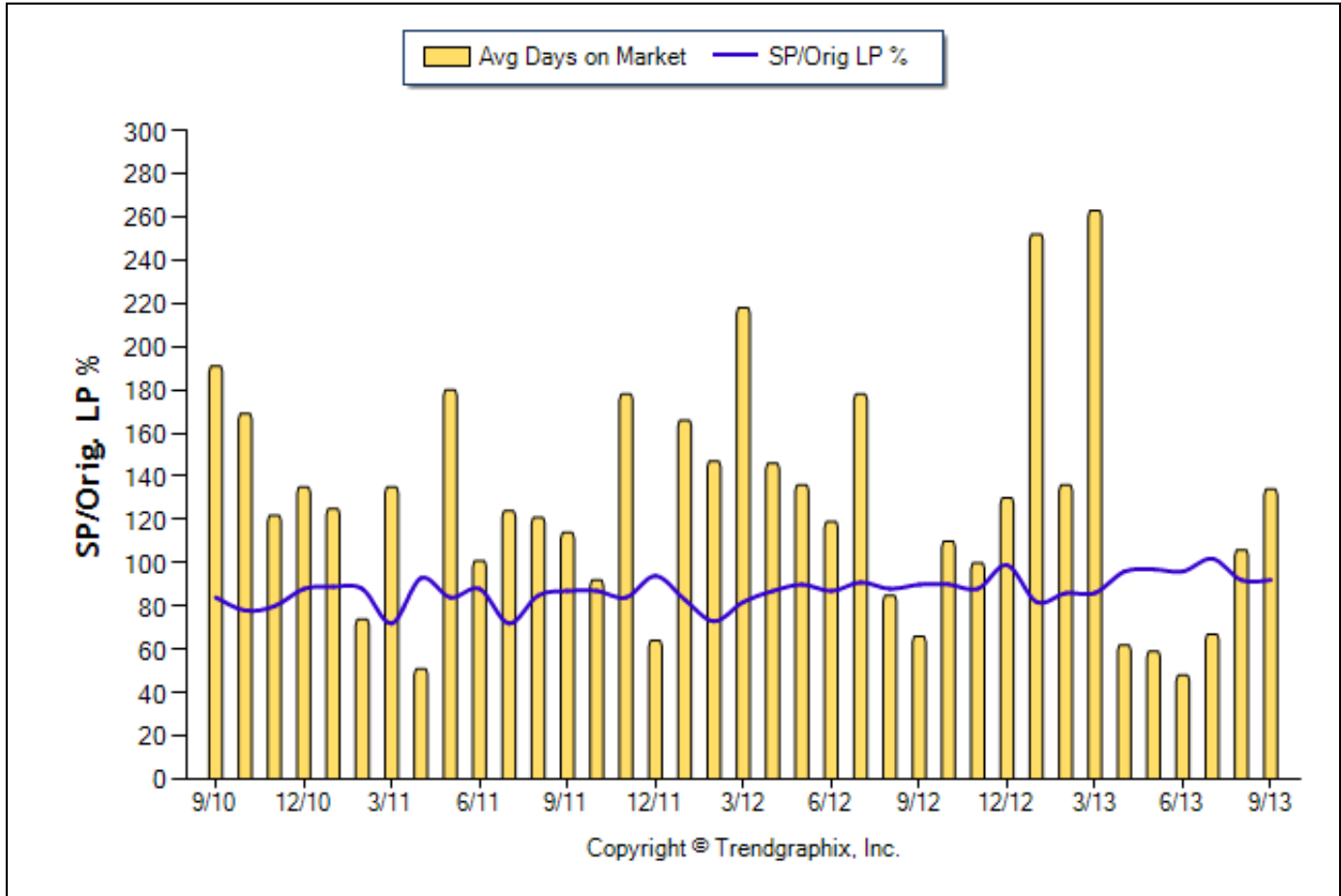
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 Year Built: 0 - No Limit

Avg Days On Market & SP/Orig LP % (Last 3 years)

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	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 3 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 2 Yrs Ago			Curnt vs. Same 12 Months 2 Yrs Ago		
	Sep. 13	Aug. 13	% Change	Sep. 13	Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 12 to Sep. 12	% Change	Sep. 13	Sep. 10	% Change	Oct. 12 to Sep. 13	Oct. 11 to Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 11 to Sep. 11	% Change	Oct. 12 to Sep. 13	Oct. 10 to Sep. 11	% Change
Days on Market	134	106	26.4% ▲	134	66	103% ▲	96	91	5.5% ▲	134	191	-29.8% ▼	100	125	-20% ▼	96	120	-20% ▼	100	123	-18.7% ▼
Sold/Orig LP Diff. %	92	92	0%	92	90	2.2% ▲	96	89	7.9% ▲	92	84	9.5% ▲	94	87	8% ▲	96	83	15.7% ▲	94	84	11.9% ▲

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For Sale	122	95	65	88	129	107	104	77	57	61	79	84	74	53	37	49	71	84	69
New Listing	22	5	15	21	34	4	10	7	10	16	29	17	14	9	7	20	39	17	14
Sold	14	4	3	6	9	5	6	5	3	8	10	4	10	11	3	7	18	20	11
Pended	4	9	6	3	9	8	8	4	10	12	15	15	14	2	7	10	13	13	20
Months of Inventory (Closed Sales)	8.7	23.8	21.7	14.7	14.3	21.4	17.3	15.4	19	7.6	7.9	21	7.4	4.8	12.3	7	3.9	4.2	6.3
Months of Inventory (Pended Sales)	30.5	10.6	10.8	29.3	14.3	13.4	13	19.3	5.7	5.1	5.3	5.6	5.3	26.5	5.3	4.9	5.5	6.5	3.5
Absorption Rate (Closed Sales) %	11.5	4.2	4.6	6.8	7	4.7	5.8	6.5	5.3	13.1	12.7	4.8	13.5	20.8	8.1	14.3	25.4	23.8	15.9
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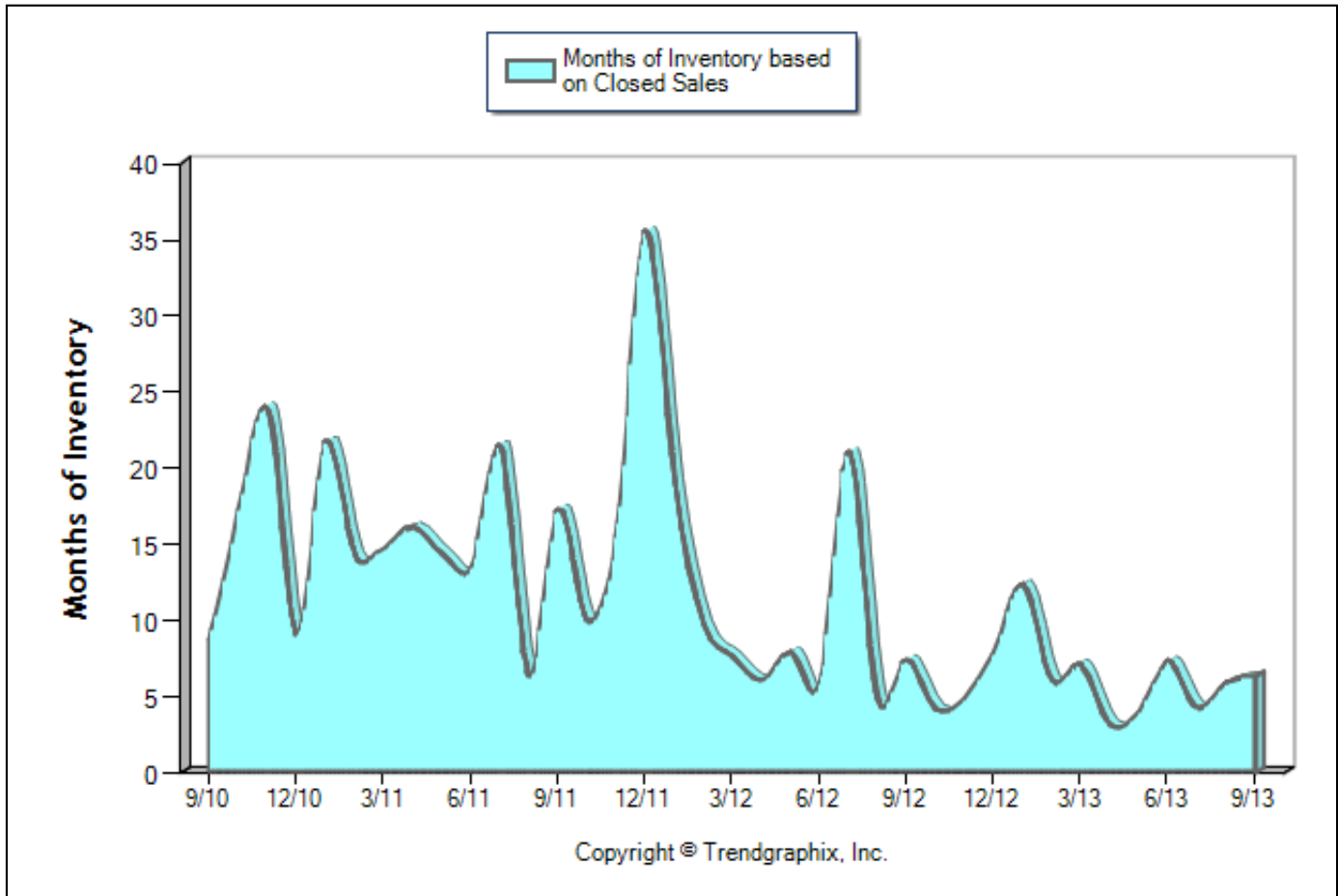
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Months of Inventory Based on Closed Sales (Last 3 years)

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Months of Inventory (Closed Sales)	6	6	5.7% ▲	6	7	-15.2% ▼	5	8	-30.8% ▼	6	9	-28% ▼	5	9	-44.1% ▼	5	12	-54.2% ▼	5	14	-63.5% ▼

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