

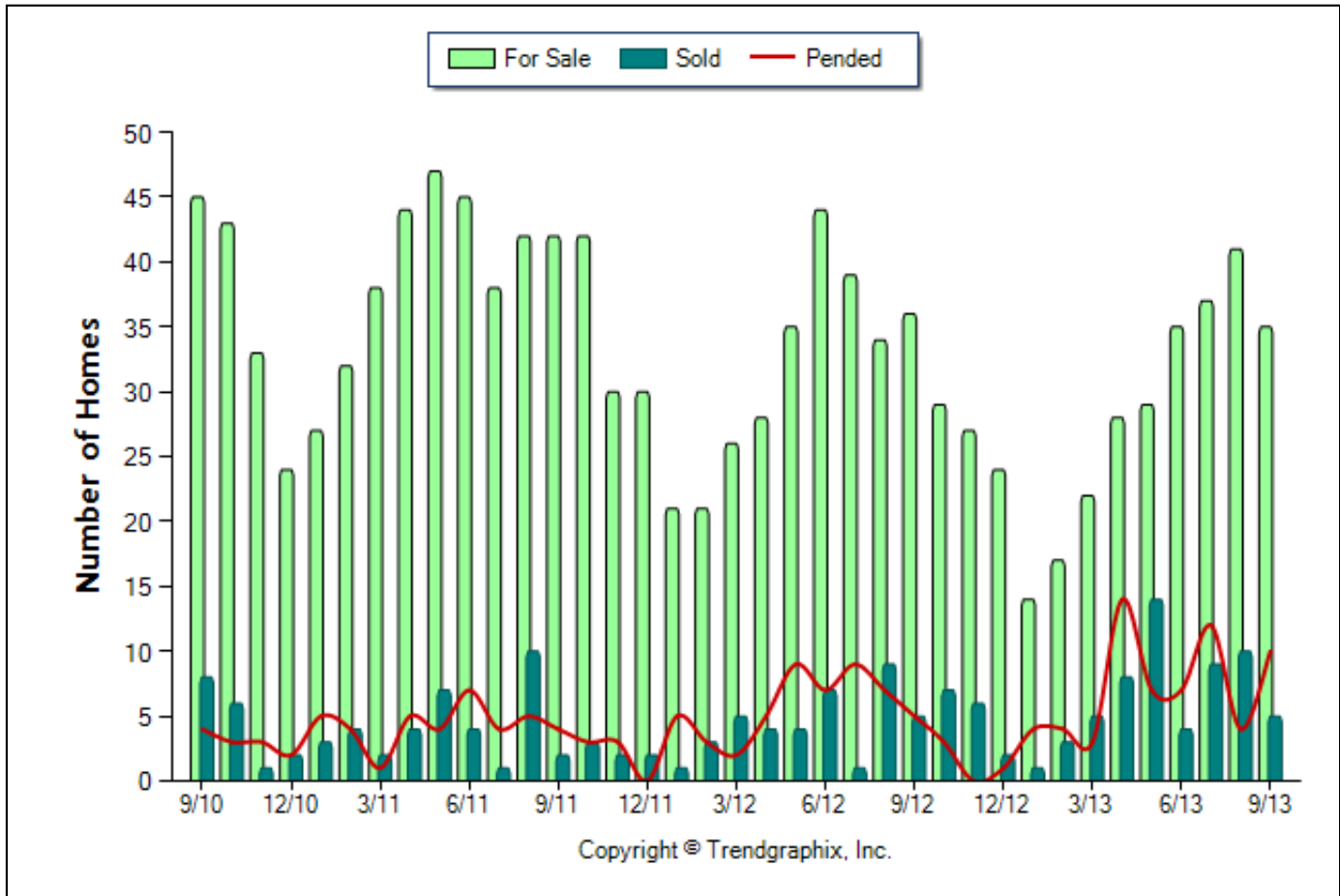
Location: Sonoma
 Property Types: All SFH - All Properties
 Price Range: \$1,000,000 - No Limit
 Full Baths: 0 - No Limit

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	35	41	-14.6% ▼	35	36	-2.8% ▼	38	36	5.6% ▲	35	45	-22.2% ▼	28	32	-12.5% ▼	38	41	-7.3% ▼	28	38	-26.3% ▼
Sold	5	10	-50% ▼	5	5	0%	8	5	60% ▲	5	8	-37.5% ▼	6	4	50% ▲	8	4	100% ▲	6	4	50% ▲
Pended	10	4	150% ▲	10	5	100% ▲	9	7	28.6% ▲	10	4	150% ▲	6	5	20% ▲	9	4	125% ▲	6	4	50% ▲

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	45	33	27	38	47	38	42	30	21	26	35	39	36	27	14	22	29	37	35
New Listing	10	1	11	7	11	2	4	4	4	10	14	10	8	5	1	12	15	12	9
Sold	8	1	3	2	7	1	2	2	1	5	4	1	5	6	1	5	14	9	5
Pended	4	3	5	1	4	4	4	3	5	2	9	9	5	0	4	3	7	12	10
Months of Inventory (Closed Sales)	5.6	33	9	19	6.7	38	21	15	21	5.2	8.8	39	7.2	4.5	14	4.4	2.1	4.1	7
Months of Inventory (Pended Sales)	11.3	11	5.4	38	11.8	9.5	10.5	10	4.2	13	3.9	4.3	7.2	N/A	3.5	7.3	4.1	3.1	3.5
Absorption Rate (Closed Sales) %	17.8	3	11.1	5.3	14.9	2.6	4.8	6.7	4.8	19.2	11.4	2.6	13.9	22.2	7.1	22.7	48.3	24.3	14.3
Absorption Rate (Pended Sales) %	8.9	9.1	18.5	2.6	8.5	10.5	9.5	10	23.8	7.7	25.7	23.1	13.9	0	28.6	13.6	24.1	32.4	28.6
Avg. Active Price	2065	2363	2112	1994	2221	2455	2548	2541	2995	2643	2286	2444	2497	2424	2615	2491	2876	2599	2164
Avg. Sold Price	2253	1700	1976	1322	1678	1300	1265	1747	1000	2000	1937	2100	1557	3046	1050	1348	1488	1238	1559
Avg. Sq. Ft. Price	689	770	654	492	454	376	415	608	314	551	581	588	511	727	339	454	549	510	555
Sold/List Diff. %	92	87	93	92	92	87	92	95	91	94	96	91	91	95	98	95	100	102	94
Sold/Orig LP Diff. %	88	74	89	54	88	45	92	95	77	88	96	91	91	90	96	88	97	100	86
Days on Market	208	157	125	104	98	169	88	21	226	189	42	144	61	96	226	310	66	88	187
Median	1505	1700	1550	1323	1501	1300	1266	1748	1000	1750	1450	2100	1360	2380	1050	1297	1255	1251	1265

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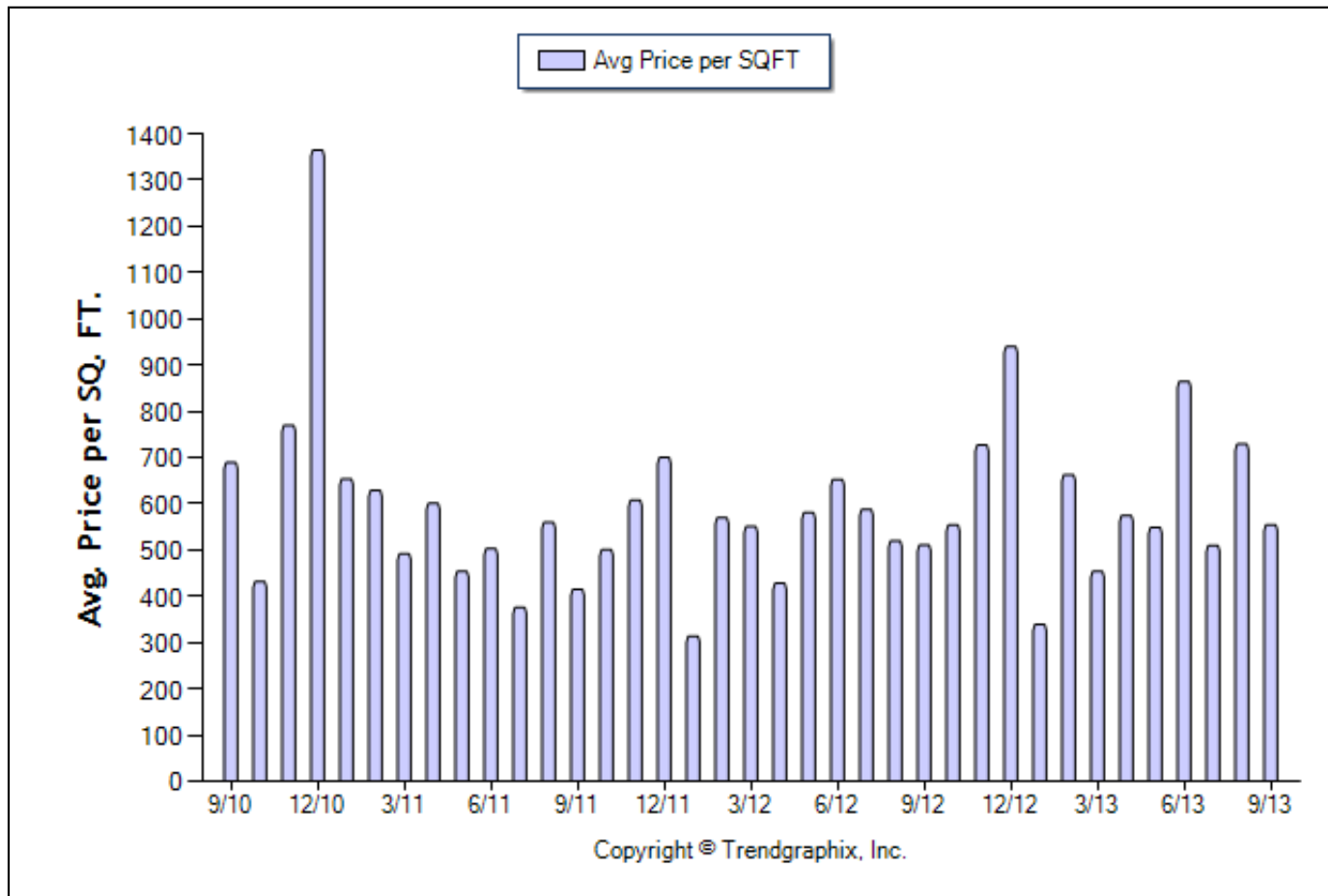
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 Price Range: \$1,000,000 - No Limit
 Full Baths: 0 - No Limit

SQFT Range: 0 - No Limit
 Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit
 Year Built: 0 - No Limit

Average Price per SQFT (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		
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Avg. Sq. Ft. Price	554.6	729.3	-24% ▼	554.6	511.1	8.5% ▲	610.8	521.3	17.2% ▲	554.6	689.1	-19.5% ▼	609.7	550.6	10.7% ▲	610.8	523.3	16.7% ▲	609.7	564.1	8.1% ▲

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For Sale	45	33	27	38	47	38	42	30	21	26	35	39	36	27	14	22	29	37	35
New Listing	10	1	11	7	11	2	4	4	4	10	14	10	8	5	1	12	15	12	9
Sold	8	1	3	2	7	1	2	2	1	5	4	1	5	6	1	5	14	9	5
Pended	4	3	5	1	4	4	4	3	5	2	9	9	5	0	4	3	7	12	10
Months of Inventory (Closed Sales)	5.6	33	9	19	6.7	38	21	15	21	5.2	8.8	39	7.2	4.5	14	4.4	2.1	4.1	7
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Sold/Orig LP Diff. %	88	74	89	54	88	45	92	95	77	88	96	91	91	90	96	88	97	100	86
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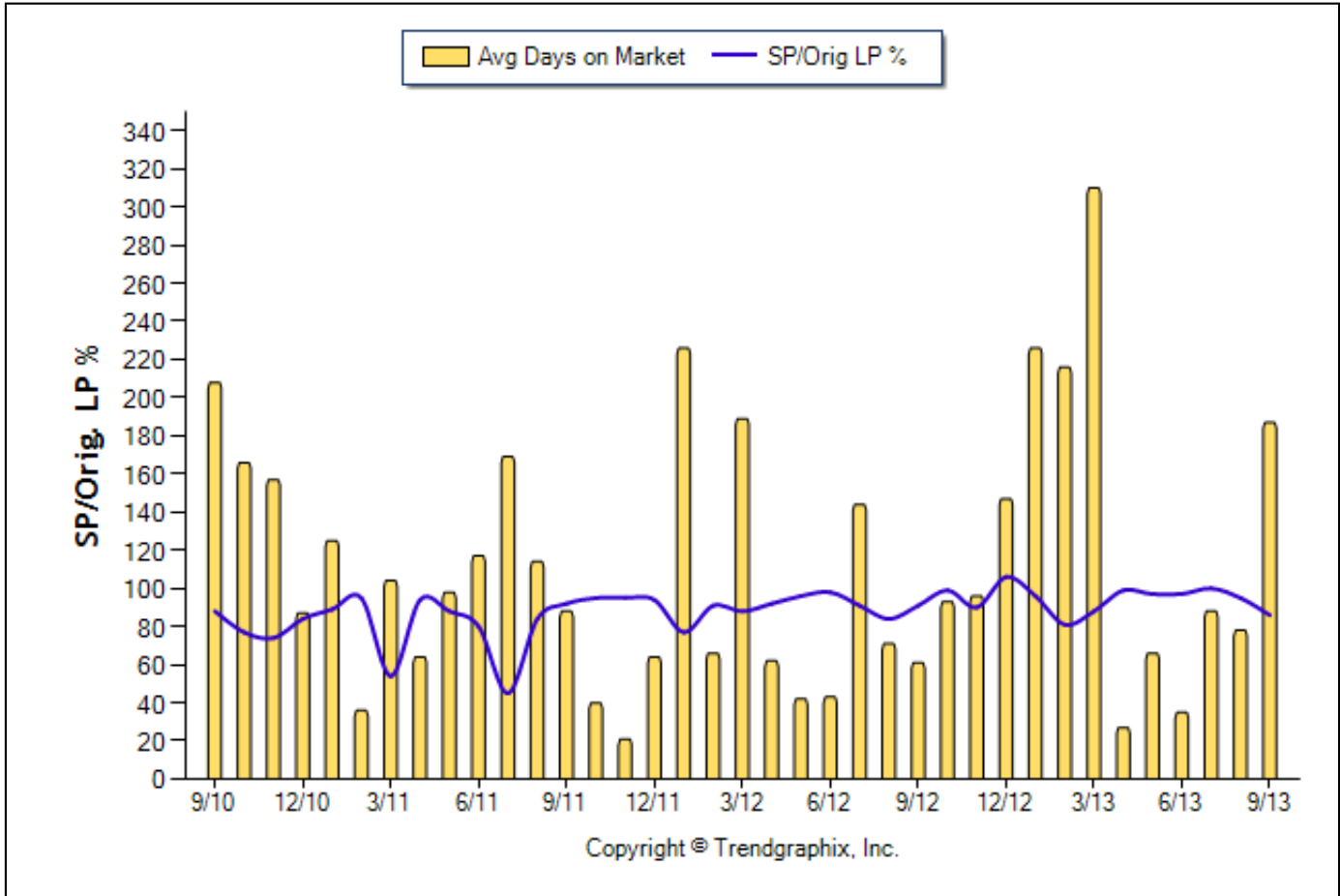
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 Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit
 Year Built: 0 - No Limit

Avg Days On Market & SP/Orig LP % (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
Days on Market	187	78	139.7% ▲	187	61	206.6% ▲	104	73	42.5% ▲	187	208	-10.1% ▼	104	75	38.7% ▲	104	114	-8.8% ▼	104	108	-3.7% ▼
Sold/Orig LP Diff. %	86	95	-9.5% ▼	86	91	-5.5% ▼	95	87	9.2% ▲	86	88	-2.3% ▼	95	91	4.4% ▲	95	82	15.9% ▲	95	83	14.5% ▲

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	45	33	27	38	47	38	42	30	21	26	35	39	36	27	14	22	29	37	35
New Listing	10	1	11	7	11	2	4	4	4	10	14	10	8	5	1	12	15	12	9
Sold	8	1	3	2	7	1	2	2	1	5	4	1	5	6	1	5	14	9	5
Pended	4	3	5	1	4	4	4	3	5	2	9	9	5	0	4	3	7	12	10
Months of Inventory (Closed Sales)	5.6	33	9	19	6.7	38	21	15	21	5.2	8.8	39	7.2	4.5	14	4.4	2.1	4.1	7
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 Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit
 Year Built: 0 - No Limit

Average Price of For Sale and Sold (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
Avg. Active Price	2164	2349	-7.9% ▼	2164	2497	-13.3% ▼	2374	2459	-3.5% ▼	2164	2065	4.8% ▲	2492	2532	-1.6% ▼	2374	2550	-6.9% ▼	2492	2283	9.2% ▲
Avg. Sold Price	1559	2010	-22.4% ▼	1559	1557	0.1% ▲	1627	1611	1% ▲	1559	2253	-30.8% ▼	1728	1723	0.3% ▲	1627	1751	-7.1% ▼	1728	1770	-2.4% ▼

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For Sale	45	33	27	38	47	38	42	30	21	26	35	39	36	27	14	22	29	37	35
New Listing	10	1	11	7	11	2	4	4	4	10	14	10	8	5	1	12	15	12	9
Sold	8	1	3	2	7	1	2	2	1	5	4	1	5	6	1	5	14	9	5
Pended	4	3	5	1	4	4	4	3	5	2	9	9	5	0	4	3	7	12	10
Months of Inventory (Closed Sales)	5.6	33	9	19	6.7	38	21	15	21	5.2	8.8	39	7.2	4.5	14	4.4	2.1	4.1	7
Months of Inventory (Pended Sales)	11.3	11	5.4	38	11.8	9.5	10.5	10	4.2	13	3.9	4.3	7.2	N/A	3.5	7.3	4.1	3.1	3.5
Absorption Rate (Closed Sales) %	17.8	3	11.1	5.3	14.9	2.6	4.8	6.7	4.8	19.2	11.4	2.6	13.9	22.2	7.1	22.7	48.3	24.3	14.3
Absorption Rate (Pended Sales) %	8.9	9.1	18.5	2.6	8.5	10.5	9.5	10	23.8	7.7	25.7	23.1	13.9	0	28.6	13.6	24.1	32.4	28.6
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Sold/List Diff. %	92	87	93	92	92	87	92	95	91	94	96	91	91	95	98	95	100	102	94
Sold/Orig LP Diff. %	88	74	89	54	88	45	92	95	77	88	96	91	91	90	96	88	97	100	86
Days on Market	208	157	125	104	98	169	88	21	226	189	42	144	61	96	226	310	66	88	187
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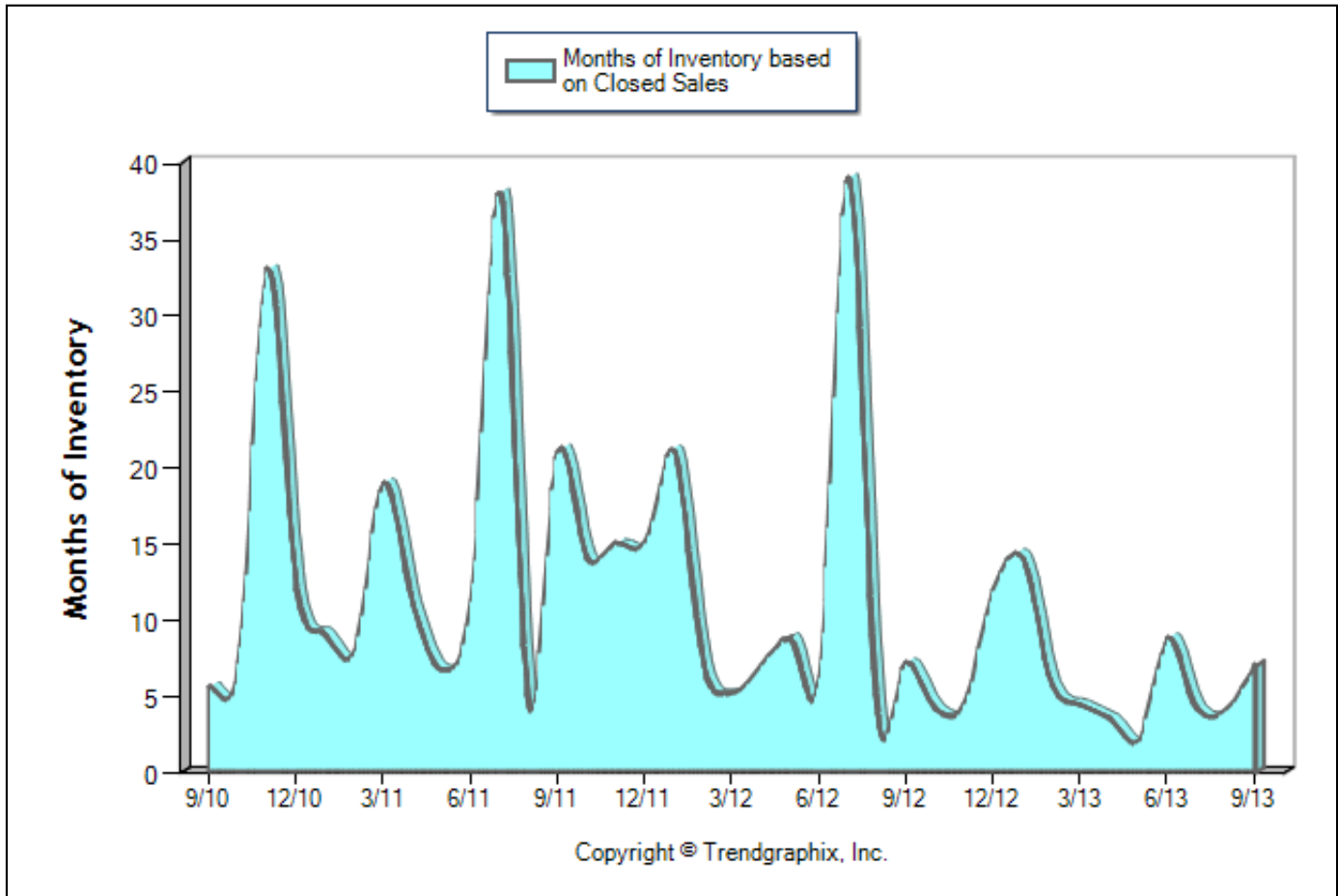
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Months of Inventory Based on Closed Sales (Last 3 years)

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Months of Inventory (Closed Sales)	7	4	70.7% ▲	7	7	-2.8% ▼	5	7	-34% ▼	7	6	24.4% ▲	5	8	-41.7% ▼	5	10	-53.7% ▼	5	10	-50.9% ▼

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	45	33	27	38	47	38	42	30	21	26	35	39	36	27	14	22	29	37	35
New Listing	10	1	11	7	11	2	4	4	4	10	14	10	8	5	1	12	15	12	9
Sold	8	1	3	2	7	1	2	2	1	5	4	1	5	6	1	5	14	9	5
Pended	4	3	5	1	4	4	4	3	5	2	9	9	5	0	4	3	7	12	10
Months of Inventory (Closed Sales)	5.6	33	9	19	6.7	38	21	15	21	5.2	8.8	39	7.2	4.5	14	4.4	2.1	4.1	7
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