

Location: Sonoma (B1300)

Property Types: All Residential Prop - All Properties - All Lot Sizes

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

Full Baths: 0 - No Limit

SQFT Range: 0 - No Limit

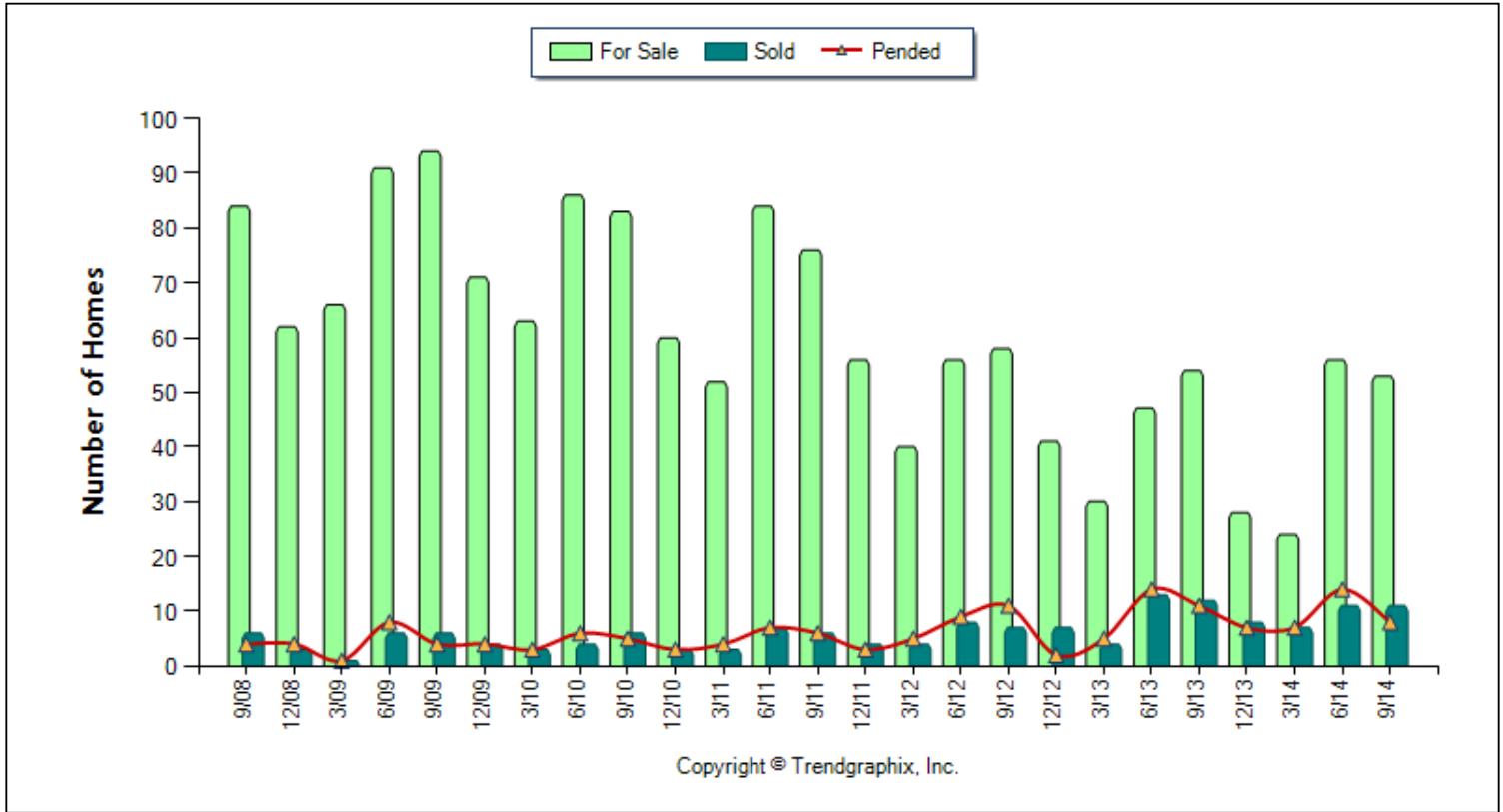
Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit

Year Built: 0 - No Limit

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

Prepared for you by: Latife Hayson



	Curnt vs. Prev Qtr			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Qtr 6 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same 12 Months 5 Yrs Ago		
	Jul. 14 to Sep. 14	Apr. 14 to Jun. 14	% Change	Jul. 14 to Sep. 14	Jul. 13 to Sep. 13	% Change	Jul. 14 to Sep. 14	Jul. 08 to Sep. 08	% Change	Oct. 13 to Sep. 14	Oct. 12 to Sep. 13	% Change	Oct. 13 to Sep. 14	Oct. 08 to Sep. 09	% Change
For Sale	53	56	-5.4% ▼	53	54	-1.9% ▼	53	84	-36.9% ▼	40	43	-7% ▼	40	78	-48.7% ▼
Sold	11	11	0%	11	12	-8.3% ▼	11	6	83.3% ▲	9	9	0%	9	4	125% ▲
Pended	8	14	-42.9% ▼	8	11	-27.3% ▼	8	4	100% ▲	9	8	12.5% ▲	9	4	125% ▲

Date	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	9/13	12/13	3/14	6/14	9/14
For Sale	84	62	66	91	94	71	63	86	83	60	52	84	76	56	40	56	58	41	30	47	54	28	24	56	53
New Listing	16	5	14	22	13	7	11	16	11	4	12	18	9	6	10	18	12	5	10	23	13	3	17	19	11
Sold	6	3	1	6	6	4	3	4	6	3	3	7	6	4	4	8	7	7	4	13	12	8	7	11	11
Pended	4	4	1	8	4	4	3	6	5	3	4	7	6	3	5	9	11	2	5	14	11	7	7	14	8
Months of Inventory (Closed Sales)	14	20.7	66	15.2	15.7	17.8	21	21.5	13.8	20	17.3	12	12.7	14	10	7	8.3	5.9	7.5	3.6	4.5	3.5	3.4	5.1	4.8
Months of Inventory (Pended Sales)	21	15.5	66	11.4	23.5	17.8	21	14.3	16.6	20	13	12	12.7	18.7	8	6.2	5.3	20.5	6	3.4	4.9	4	3.4	4	6.6
Absorption Rate (Closed Sales) %	7.1	4.8	1.5	6.6	6.4	5.6	4.8	4.7	7.2	5	5.8	8.3	7.9	7.1	10	14.3	12.1	17.1	13.3	27.7	22.2	28.6	29.2	19.6	20.8
Absorption Rate (Pended Sales) %	4.8	6.5	1.5	8.8	4.3	5.6	4.8	7	6	5	7.7	8.3	7.9	5.4	12.5	16.1	19	4.9	16.7	29.8	20.4	25	29.2	25	15.1
Avg. Active Price	2238	2254	2506	2468	2667	2718	2711	2505	2467	2542	2505	2565	2806	2889	2664	2459	2505	2698	2738	2758	2450	2137	2205	2519	2513
Avg. Sold Price	1536	2135	1530	2232	1450	1918	2000	2369	2133	1841	1909	1909	1673	1652	2874	1919	1634	1950	1481	2042	1917	1725	2099	1857	1973
Avg. Sq. Ft. Price	589	624	379	735	574	534	589	752	676	677	585	594	526	548	707	545	531	671	531	705	718	614	773	659	717
Sold/List Diff. %	93	94	90	96	90	91	86	93	93	88	94	93	93	92	93	95	92	97	92	97	96	96	94	100	96
Sold/Orig LP Diff. %	90	83	79	91	84	82	80	80	83	78	83	88	85	89	75	86	88	93	83	95	93	94	90	98	93
Days on Market	106	129	144	105	138	154	171	214	182	147	86	121	107	81	188	131	73	112	244	58	117	76	132	54	90
Median	1336	1805	1450	1943	1420	1740	1768	1876	1592	1874	1694	1887	1515	1550	2335	1708	1403	1530	1412	1510	1326	1293	1650	1499	1770

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SQFT Range: 0 - No Limit

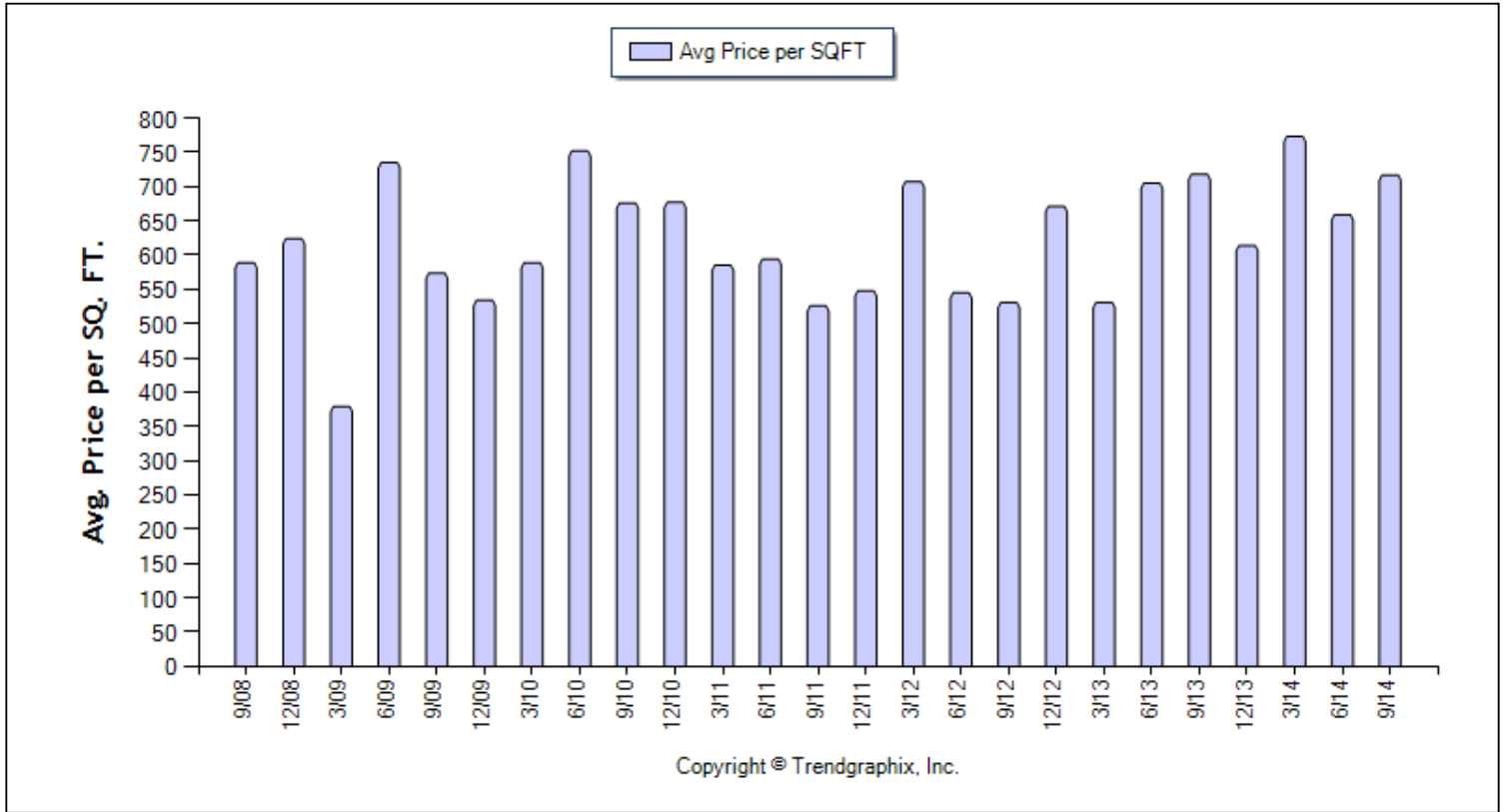
Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit

Year Built: 0 - No Limit

Average Price per SQFT - Last 6 years (Quarterly)

Prepared for you by: Latife Hayson



Avg. Sq. Ft. Price	Curnt vs. Prev Qtr			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Qtr 6 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same 12 Months 5 Yrs Ago		
	Jul. 14 to Sep. 14	Apr. 14 to Jun. 14	% Change	Jul. 14 to Sep. 14	Jul. 13 to Sep. 13	% Change	Jul. 14 to Sep. 14	Jul. 08 to Sep. 08	% Change	Oct. 13 to Sep. 14	Oct. 12 to Sep. 13	% Change	Oct. 13 to Sep. 14	Oct. 08 to Sep. 09	% Change
717	659	8.8% ▲	717	718	-0.1% ▼	717	589	21.7% ▲	688.1	683.4	0.7% ▲	688.1	631.6	8.9% ▲	

Date	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	9/13	12/13	3/14	6/14	9/14
For Sale	84	62	66	91	94	71	63	86	83	60	52	84	76	56	40	56	58	41	30	47	54	28	24	56	53
New Listing	16	5	14	22	13	7	11	16	11	4	12	18	9	6	10	18	12	5	10	23	13	3	17	19	11
Sold	6	3	1	6	6	4	3	4	6	3	3	7	6	4	4	8	7	4	13	12	8	7	11	11	11
Pended	4	4	1	8	4	4	3	6	5	3	4	7	6	3	5	9	11	2	5	14	11	7	7	14	8
Months of Inventory (Closed Sales)	14	20.7	66	15.2	15.7	17.8	21	21.5	13.8	20	17.3	12	12.7	14	10	7	8.3	5.9	7.5	3.6	4.5	3.5	3.4	5.1	4.8
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Sold/List Diff. %	93	94	90	96	90	91	86	93	93	88	94	93	93	92	93	95	92	97	92	97	96	96	94	100	96
Sold/Orig LP Diff. %	90	83	79	91	84	82	80	80	83	78	83	88	85	89	75	86	88	93	83	95	93	94	90	98	93
Days on Market	106	129	144	105	138	154	171	214	182	147	86	121	107	81	188	131	73	112	244	58	117	76	132	54	90
Median	1336	1805	1450	1943	1420	1740	1768	1876	1592	1874	1694	1887	1515	1550	2335	1708	1403	1530	1412	1510	1326	1293	1650	1499	1770

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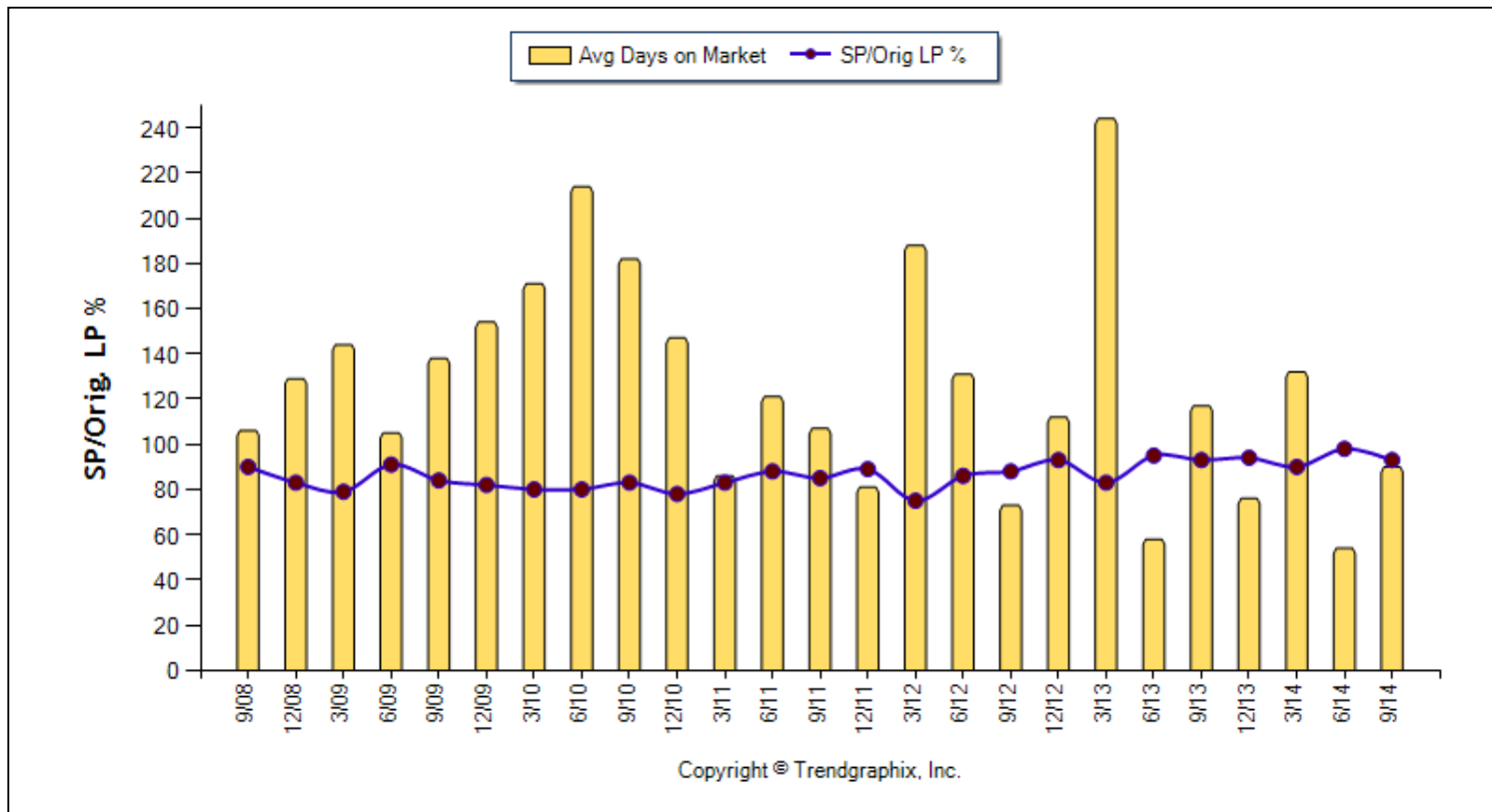
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Property Types: All Residential Prop - All Properties - All Lot Sizes
Price Range: \$1,000,000 - No Limit
Full Baths: 0 - No Limit

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

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

Avg Days On Market & SP/Orig LP % - Last 6 years (Quarterly)

Prepared for you by: Latife Hayson



	Curnt vs. Prev Qtr			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Qtr 6 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same 12 Months 5 Yrs Ago		
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Days on Market	90	54	66.7% ▲	90	117	-23.1% ▼	90	106	-15.1% ▼	84	109	-22.9% ▼	84	124	-32.3% ▼
Sold/Orig LP Diff. %	93	98	-5.1% ▼	93	93	0%	93	90	3.3% ▲	94	93	1.1% ▲	94	86	9.3% ▲

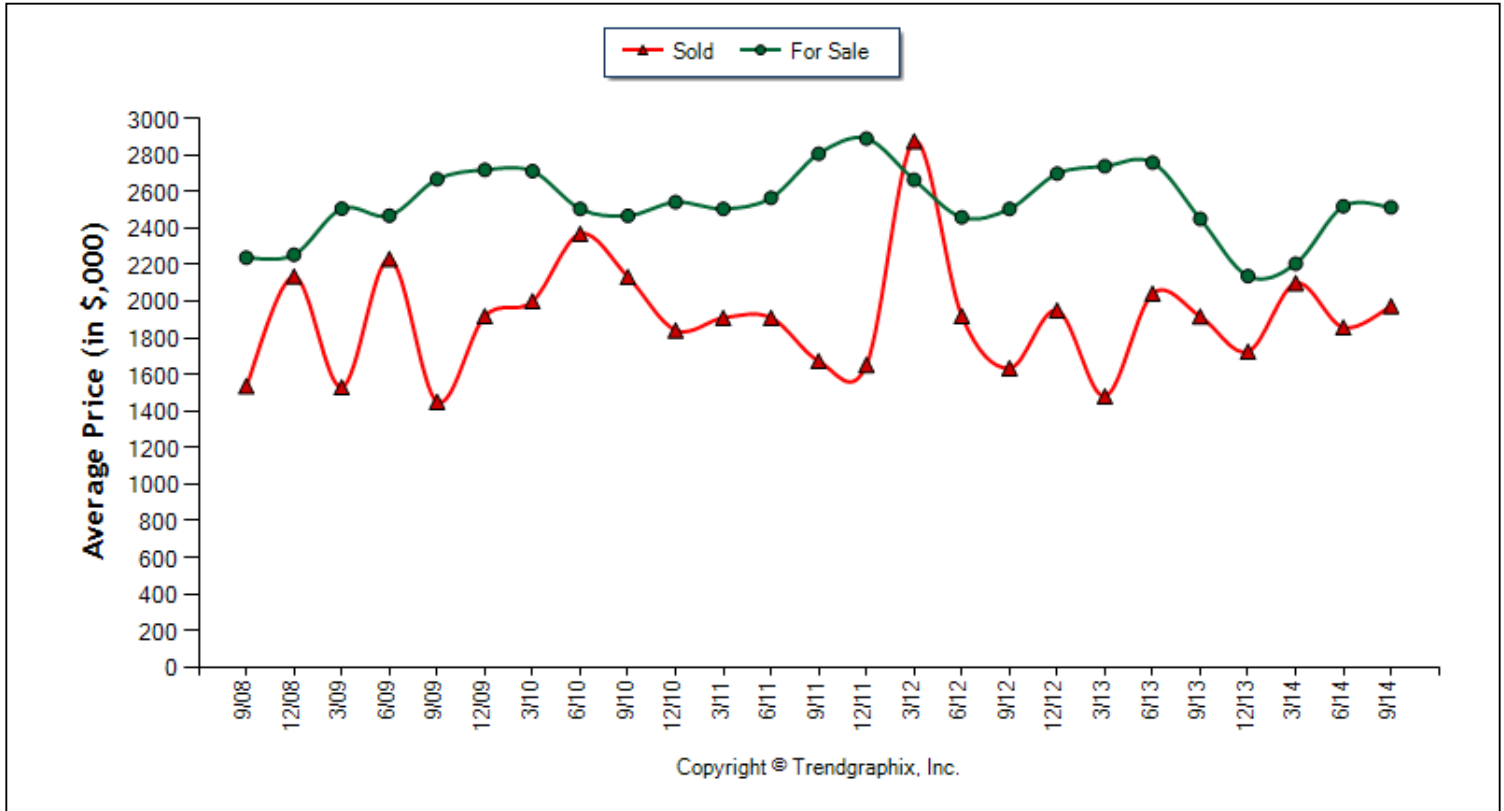
Date	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	6/13	9/13	12/13	3/14	6/14	9/14
For Sale	84	62	66	91	94	71	63	86	83	60	52	84	76	56	40	56	58	41	30	47	54	28	24	56	53
New Listing	16	5	14	22	13	7	11	16	11	4	12	18	9	6	10	18	12	5	10	23	13	3	17	19	11
Sold	6	3	1	6	6	4	3	4	6	3	3	7	6	4	4	8	7	7	4	13	12	8	7	11	11
Pended	4	4	1	8	4	4	3	6	5	3	4	7	6	3	5	9	11	2	5	14	11	7	7	14	8
Months of Inventory (Closed Sales)	14	20.7	66	15.2	15.7	17.8	21	21.5	13.8	20	17.3	12	12.7	14	10	7	8.3	5.9	7.5	3.6	4.5	3.5	3.4	5.1	4.8
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Absorption Rate (Closed Sales) %	7.1	4.8	1.5	6.6	6.4	5.6	4.8	4.7	7.2	5	5.8	8.3	7.9	7.1	10	14.3	12.1	17.1	13.3	27.7	22.2	28.6	29.2	19.6	20.8
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Sold/Orig LP Diff. %	90	83	79	91	84	82	80	80	83	78	83	88	85	89	75	86	88	93	83	95	93	94	90	98	93
Days on Market	106	129	144	105	138	154	171	214	182	147	86	121	107	81	188	131	73	112	244	58	117	76	132	54	90
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Price Range: \$1,000,000 - No Limit **SQFT Range:** 0 - No Limit **Bedrooms:** 0 - No Limit
Full Baths: 0 - No Limit **Half Baths:** 0 - No Limit **Year Built:** 0 - No Limit

Average Price of For Sale and Sold - Last 6 years (Quarterly)

Prepared for you by: Latife Hayson



	Curnt vs. Prev Qtr			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Qtr 6 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same 12 Months 5 Yrs Ago		
	Jul. 14 to Sep. 14	Apr. 14 to Jun. 14	% Change	Jul. 14 to Sep. 14	Jul. 13 to Sep. 13	% Change	Jul. 14 to Sep. 14	Jul. 08 to Sep. 08	% Change	Oct. 13 to Sep. 14	Oct. 12 to Sep. 13	% Change	Oct. 13 to Sep. 14	Oct. 08 to Sep. 09	% Change
Avg. Active Price	2513	2519	-0.2% ▼	2513	2450	2.6% ▲	2513	2238	12.3% ▲	2404	2644	-9.1% ▼	2404	2493	-3.6% ▼
Avg. Sold Price	1973	1857	6.2% ▲	1973	1917	2.9% ▲	1973	1536	28.5% ▲	1909	1920	-0.6% ▼	1909	1877	1.7% ▲

Date	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	9/13	12/13	3/14	6/14	9/14
For Sale	84	62	66	91	94	71	63	86	83	60	52	84	76	56	40	56	58	41	30	47	54	28	24	56	53
New Listing	16	5	14	22	13	7	11	16	11	4	12	18	9	6	10	18	12	5	10	23	13	3	17	19	11
Sold	6	3	1	6	6	4	3	4	6	3	3	7	6	4	4	8	7	7	4	13	12	8	7	11	11
Pended	4	4	1	8	4	4	3	6	5	3	4	7	6	3	5	9	11	2	5	14	11	7	7	14	8
Months of Inventory (Closed Sales)	14	20.7	66	15.2	15.7	17.8	21	21.5	13.8	20	17.3	12	12.7	14	10	7	8.3	5.9	7.5	3.6	4.5	3.5	3.4	5.1	4.8
Months of Inventory (Pended Sales)	21	15.5	66	11.4	23.5	17.8	21	14.3	16.6	20	13	12	12.7	18.7	8	6.2	5.3	20.5	6	3.4	4.9	4	3.4	4	6.6
Absorption Rate (Closed Sales) %	7.1	4.8	1.5	6.6	6.4	5.6	4.8	4.7	7.2	5	5.8	8.3	7.9	7.1	10	14.3	12.1	17.1	13.3	27.7	22.2	28.6	29.2	19.6	20.8
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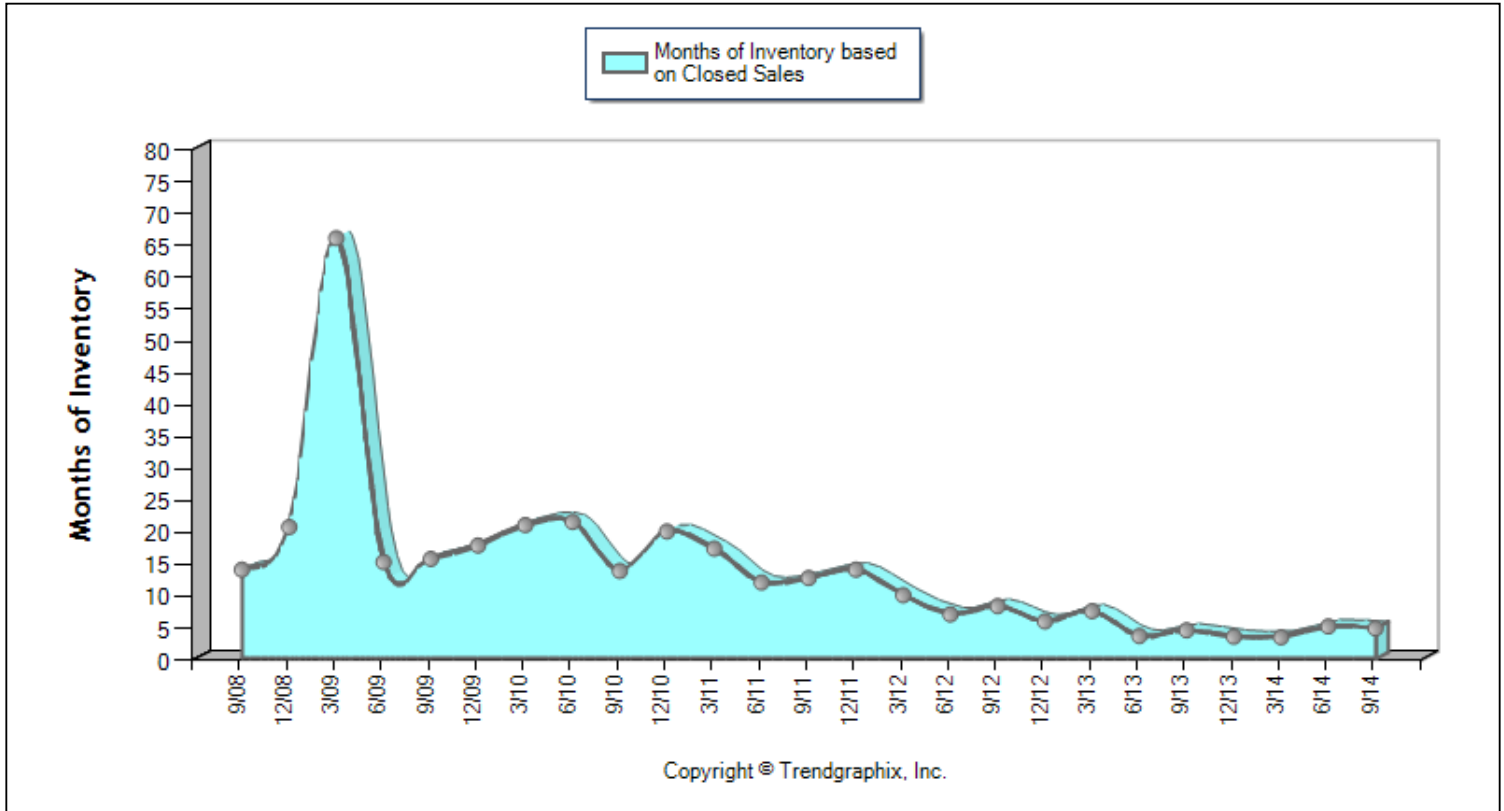
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Bedrooms: 0 - No Limit

Year Built: 0 - No Limit

Months of Inventory Based on Closed Sales - Last 6 years (Quarterly)

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	Curnt vs. Prev Qtr			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Qtr 6 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same 12 Months 5 Yrs Ago		
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Months of Inventory (Closed Sales)	4.8	5.1	-5.9% ▼	4.8	4.5	6.7% ▲	4.8	14	-65.7% ▼	4.4	4.8	-8.4% ▼	4.4	19.5	-77.4% ▼

Date	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	9/13	12/13	3/14	6/14	9/14
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Pended	4	4	1	8	4	4	3	6	5	3	4	7	6	3	5	9	11	2	5	14	11	7	7	14	8
Months of Inventory (Closed Sales)	14	20.7	66	15.2	15.7	17.8	21	21.5	13.8	20	17.3	12	12.7	14	10	7	8.3	5.9	7.5	3.6	4.5	3.5	3.4	5.1	4.8
Months of Inventory (Pended Sales)	21	15.5	66	11.4	23.5	17.8	21	14.3	16.6	20	13	12	12.7	18.7	8	6.2	5.3	20.5	6	3.4	4.9	4	3.4	4	6.6
Absorption Rate (Closed Sales) %	7.1	4.8	1.5	6.6	6.4	5.6	4.8	4.7	7.2	5	5.8	8.3	7.9	7.1	10	14.3	12.1	17.1	13.3	27.7	22.2	28.6	29.2	19.6	20.8
Absorption Rate (Pended Sales) %	4.8	6.5	1.5	8.8	4.3	5.6	4.8	7	6	5	7.7	8.3	7.9	5.4	12.5	16.1	19	4.9	16.7	29.8	20.4	25	29.2	25	15.1
Avg. Active Price	2238	2254	2506	2468	2667	2718	2711	2505	2467	2542	2505	2565	2806	2889	2664	2459	2505	2698	2738	2758	2450	2137	2205	2519	2513
Avg. Sold Price	1536	2135	1530	2232	1450	1918	2000	2369	2133	1841	1909	1909	1673	1652	2874	1919	1634	1950	1481	2042	1917	1725	2099	1857	1973
Avg. Sq. Ft. Price	589	624	379	735	574	534	589	752	676	677	585	594	526	548	707	545	531	671	531	705	718	614	773	659	717
Sold/List Diff. %	93	94	90	96	90	91	86	93	93	88	94	93	93	92	93	95	92	97	92	97	96	96	94	100	96
Sold/Orig LP Diff. %	90	83	79	91	84	82	80	80	83	78	83	88	85	89	75	86	88	93	83	95	93	94	90	98	93
Days on Market	106	129	144	105	138	154	171	214	182	147	86	121	107	81	188	131	73	112	244	58	117	76	132	54	90
Median	1336	1805	1450	1943	1420	1740	1768	1876	1592	1874	1694	1887	1515	1550	2335	1708	1403	1530	1412	1510	1326	1293	1650	1499	1770

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