

# TrendVision™

Published Jul. 2013\*\*

Location : Calistoga 2 (B2000)

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

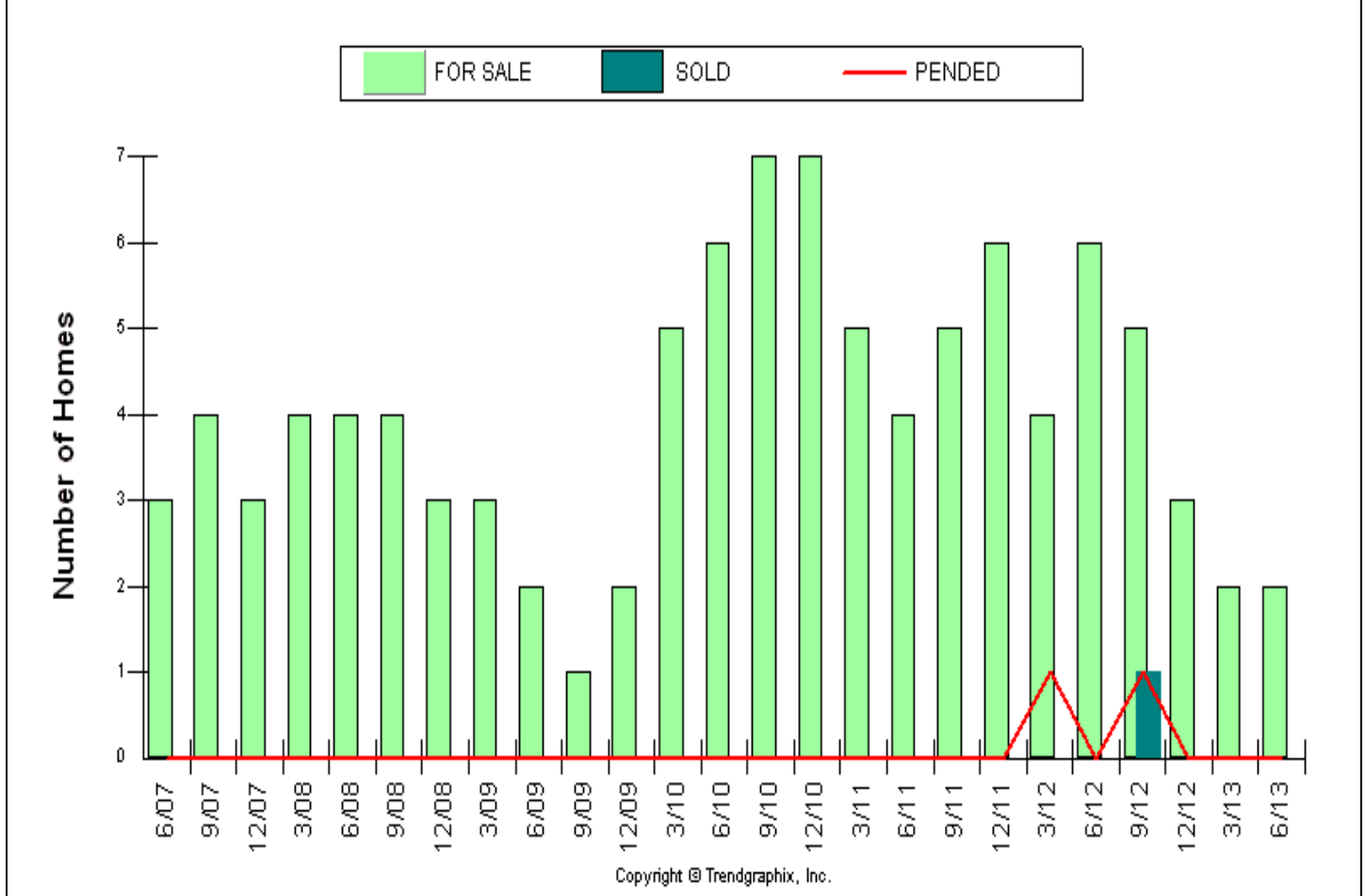
Built: 0 - No Limit

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



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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
For Sale	2	2	0%	6	2	-66.7% ↓	3	2	-33.3% ↓
Sold	0	0	n/a	0	0	n/a	0	0	n/a
Pended	0	0	n/a	0	0	n/a	0	0	n/a

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	3	4	3	4	4	4	3	3	2	1	2	5	6	7	7	5	4	5	6	4	6	5	3	2	2
New Listing	1	1	0	1	0	0	0	0	0	0	0	1	1	1	1	0	0	1	1	0	1	1	0	1	1
Sold	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0
Pended	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	0	0	0
Mon of Inv. on Sold	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	5	n/a	n/a	n/a
Mon of Inv. on Pended	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	4	n/a	5	n/a	n/a	n/a
Absorption Rt. on Sold (%)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	20	0	0	0
Absorption Rt. on Pended (%)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	25	0	20	0	0	0
Avg. Act Price	7215	5682	7565	4010	2322	2188	2191	2729	2095	1695	1573	12095	10488	6594	1695	1562	1573	6240	8042	10086	7678	8696	13433	2937	2922
Avg. Sld Price	0	0	0	14750	2200	0	0	0	0	0	2275	0	0	0	0	1048	0	0	0	1087	2250	4284	0	0	2800
Avg. Sq Ft Price	0	0	0	2783	1057.6	0	0	0	0	0	665	0	0	0	0	246.4	0	0	0	404.8	1159.7	972.6	0	0	706.9
SP/LP Diff. %	0	0	0	92	79	0	0	0	0	0	79	0	0	0	0	91	0	0	0	95	100	86	0	0	95
Days on Market	0	0	0	180	353	0	0	0	0	0	249	0	0	0	0	226	0	0	0	493	40	62	0	0	98
SP/OLP Diff. %	0	0	0	87	69	0	0	0	0	0	69	0	0	0	0	52	0	0	0	73	100	86	0	0	95
Median Price	0	0	0	14750	2200	0	0	0	0	0	2275	0	0	0	0	1048	0	0	0	1088	2250	4284	0	0	2800

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Location : Calistoga 2 (B2000)

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

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

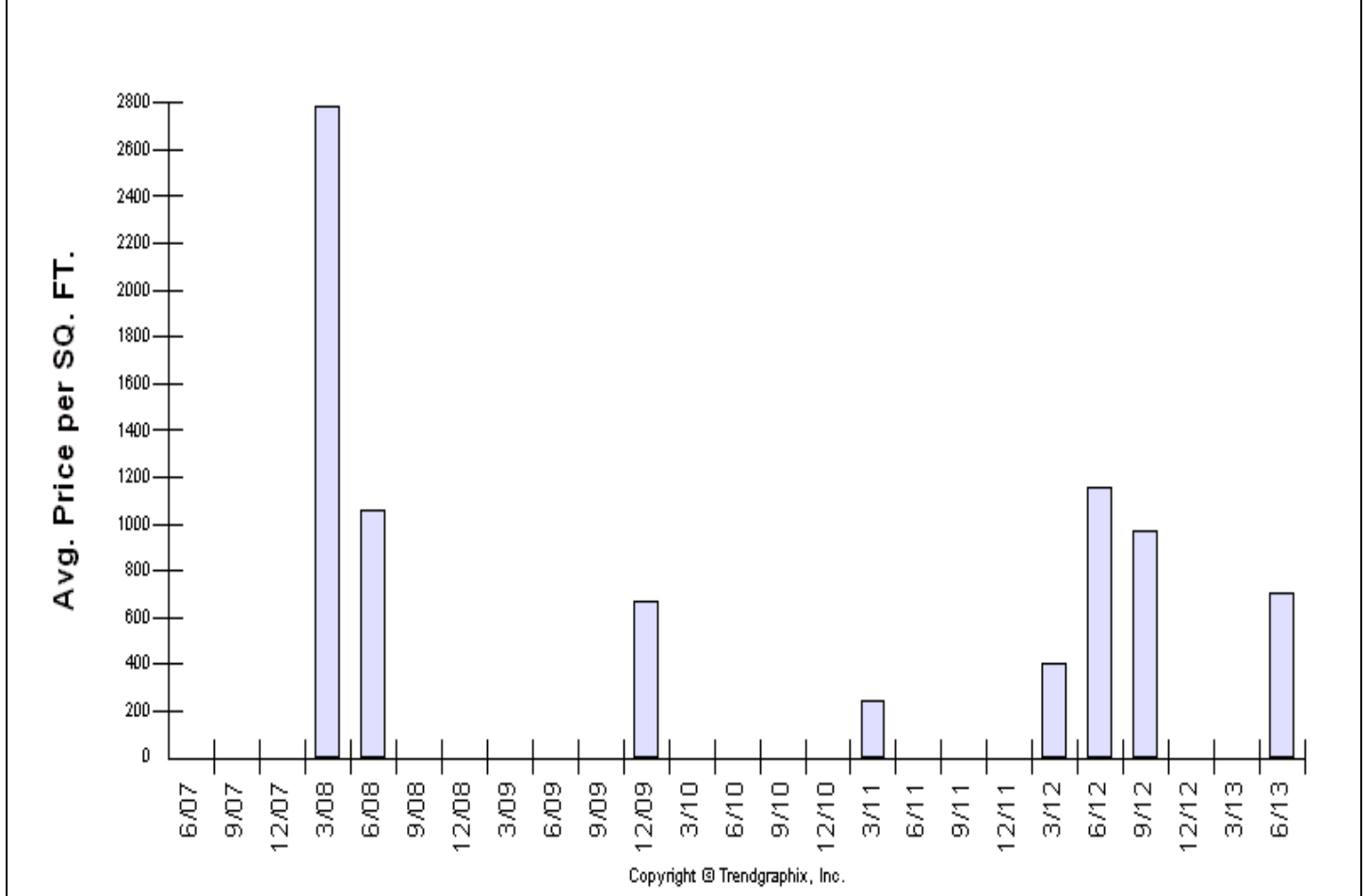
Built: 0 - No Limit

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																
	0	707	n/a	1160	707	-39% ↓	0	707	n/a																
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	3	4	3	4	4	4	3	3	2	1	2	5	6	7	7	5	4	5	6	4	6	5	3	2	2
New Listing	1	1	0	1	0	0	0	0	0	0	0	1	1	1	1	0	0	1	1	0	1	1	0	1	1
Sold	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0
Pended	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	0	0	0
Mon of Inv. on Sold	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	5	n/a	n/a	n/a
Mon of Inv. on Pended	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	4	n/a	5	n/a	n/a
Absorption Rt. on Sold (%)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	20	0	0	0
Absorption Rt. on Pended (%)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	25	0	20	0	0
Avg. Act Price	7215	5682	7565	4010	2322	2188	2191	2729	2095	1695	1573	12095	10488	6594	1695	1562	1573	6240	8042	10086	7678	8696	13433	2937	2922
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Avg. Sq Ft Price	0	0	0	2783	1057.6	0	0	0	0	0	665	0	0	0	0	246.4	0	0	0	404.8	1159.7	972.6	0	0	706.9
SP/LP Diff. %	0	0	0	92	79	0	0	0	0	0	79	0	0	0	0	91	0	0	0	95	100	86	0	0	95
Days on Market	0	0	0	180	353	0	0	0	0	0	249	0	0	0	0	226	0	0	0	493	40	62	0	0	98
SP/OLP Diff. %	0	0	0	87	69	0	0	0	0	0	69	0	0	0	0	52	0	0	0	73	100	86	0	0	95
Median Price	0	0	0	14750	2200	0	0	0	0	0	2275	0	0	0	0	1048	0	0	0	1088	2250	4284	0	0	2800

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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

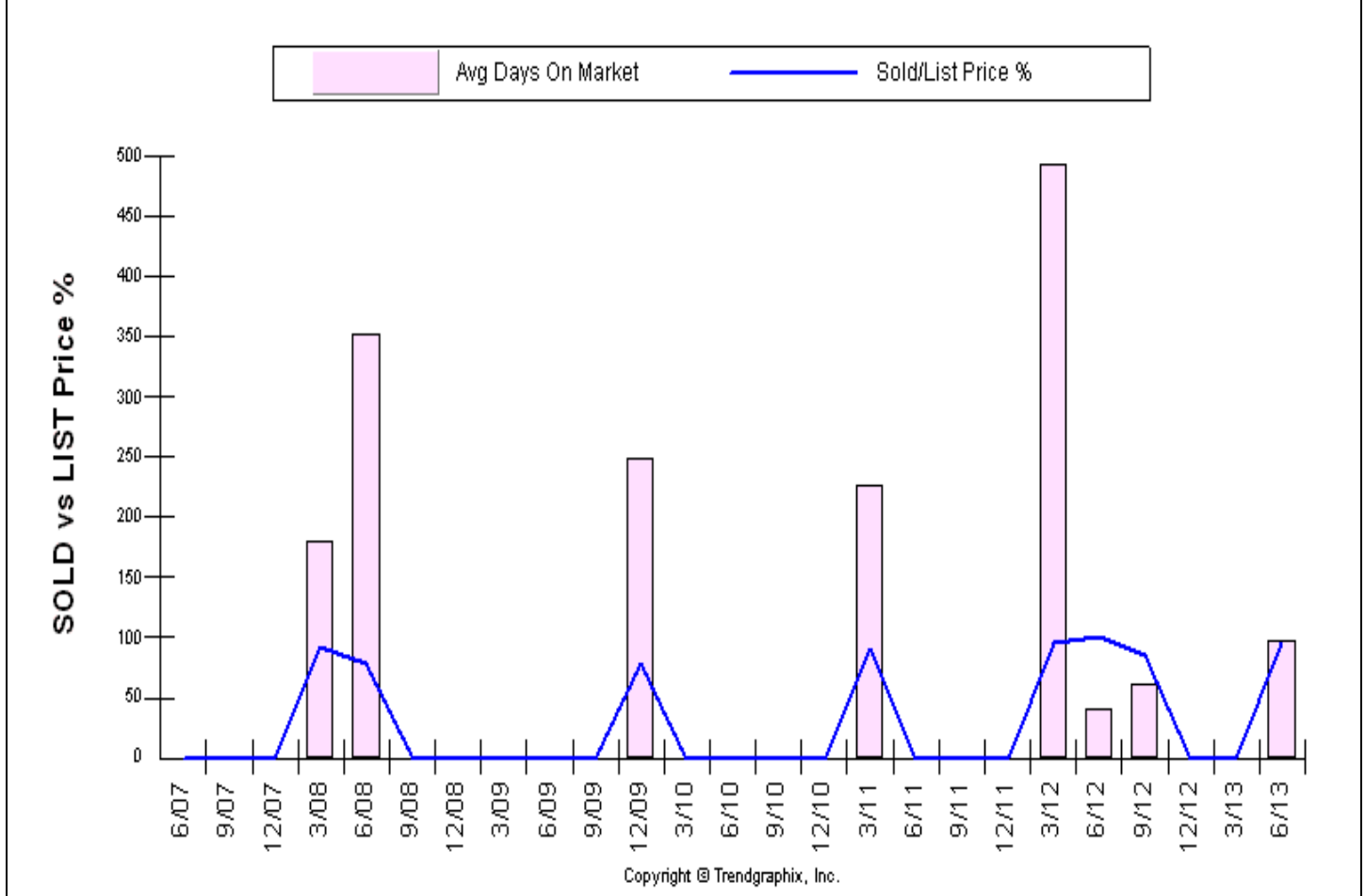
Built: 0 - No Limit

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	0	98	n/a	40	98	145% ↑	0	98	n/a
Sold/List Diff. %	0	95	n/a	100	95	-5% ↓	0	95	n/a

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	3	4	3	4	4	4	3	3	2	1	2	5	6	7	7	5	4	5	6	4	6	5	3	2	2
New Listing	1	1	0	1	0	0	0	0	0	0	0	1	1	1	1	0	0	1	1	0	1	1	0	1	1
Sold	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0
Pended	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	0	0	0
Mon of Inv. on Sold	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	5	n/a	n/a	n/a
Mon of Inv. on Pended	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	4	n/a	5	n/a	n/a	n/a
Absorption Rt. on Sold (%)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	20	0	0	0
Absorption Rt. on Pended (%)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	25	0	20	0	0	0
Avg. Act Price	7215	5682	7565	4010	2322	2188	2191	2729	2095	1695	1573	12095	10488	6594	1695	1562	1573	6240	8042	10086	7678	8696	13433	2937	2922
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Avg. Sq Ft Price	0	0	0	2783	1057.6	0	0	0	0	0	665	0	0	0	0	246.4	0	0	0	404.8	1159.7	972.6	0	0	706.9
SP/LP Diff. %	0	0	0	92	79	0	0	0	0	0	79	0	0	0	0	91	0	0	0	95	100	86	0	0	95
Days on Market	0	0	0	180	353	0	0	0	0	0	249	0	0	0	0	226	0	0	0	493	40	62	0	0	98
SP/OLP Diff. %	0	0	0	87	69	0	0	0	0	0	69	0	0	0	0	52	0	0	0	73	100	86	0	0	95
Median Price	0	0	0	14750	2200	0	0	0	0	0	2275	0	0	0	0	1048	0	0	0	1088	2250	4284	0	0	2800

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

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

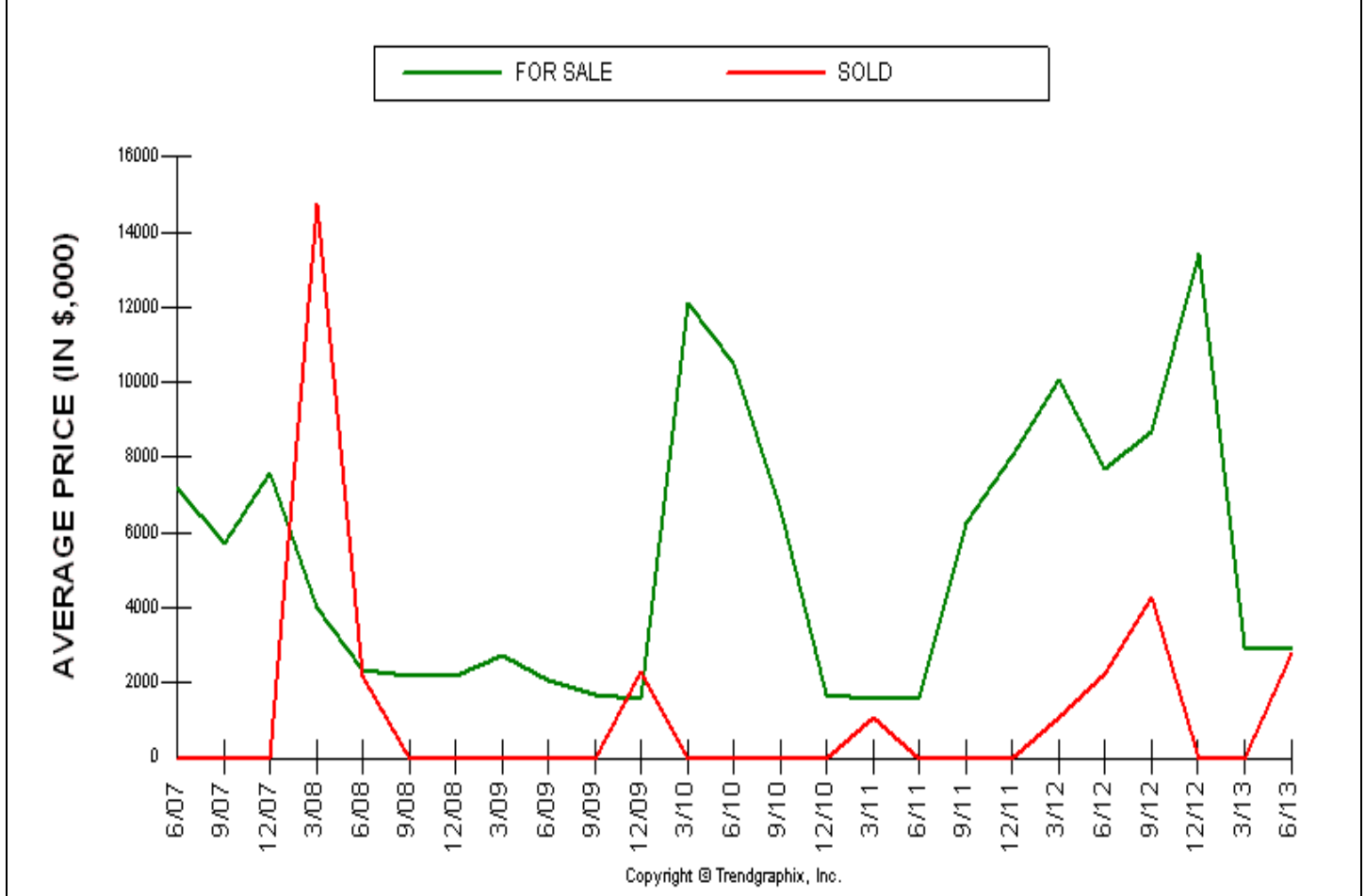
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0 - No Limit

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	2937	2922	-0.5% ↓	7678	2922	-61.9% ↓	7215	2922	-59.5% ↓
Avg. Sold Price	0	2800	n/a	2250	2800	24.4% ↑	0	2800	n/a

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	3	4	3	4	4	4	3	3	2	1	2	5	6	7	7	5	4	5	6	4	6	5	3	2	2
New Listing	1	1	0	1	0	0	0	0	0	0	0	1	1	1	1	0	0	1	1	0	1	1	0	1	1
Sold	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0
Pended	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	0	0	0
Mon of Inv. on Sold	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	5	n/a	n/a	n/a
Mon of Inv. on Pended	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	4	n/a	5	n/a	n/a	n/a
Absorption Rt. on Sold (%)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	20	0	0	0
Absorption Rt. on Pended (%)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	25	0	20	0	0	0
Avg. Act Price	7215	5682	7565	4010	2322	2188	2191	2729	2095	1695	1573	12095	10488	6594	1695	1562	1573	6240	8042	10086	7678	8696	13433	2937	2922
Avg. Sld Price	0	0	0	14750	2200	0	0	0	0	0	2275	0	0	0	0	1048	0	0	0	1087	2250	4284	0	0	2800
Avg. Sq Ft Price	0	0	0	2783	1057.6	0	0	0	0	0	665	0	0	0	0	246.4	0	0	0	404.8	1159.7	972.6	0	0	706.9
SP/LP Diff. %	0	0	0	92	79	0	0	0	0	0	79	0	0	0	0	91	0	0	0	95	100	86	0	0	95
Days on Market	0	0	0	180	353	0	0	0	0	0	249	0	0	0	0	226	0	0	0	493	40	62	0	0	98
SP/OLP Diff. %	0	0	0	87	69	0	0	0	0	0	69	0	0	0	0	52	0	0	0	73	100	86	0	0	95
Median Price	0	0	0	14750	2200	0	0	0	0	0	2275	0	0	0	0	1048	0	0	0	1088	2250	4284	0	0	2800

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Published Jul. 2013\*\*

Location : Calistoga 2 (B2000)

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

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

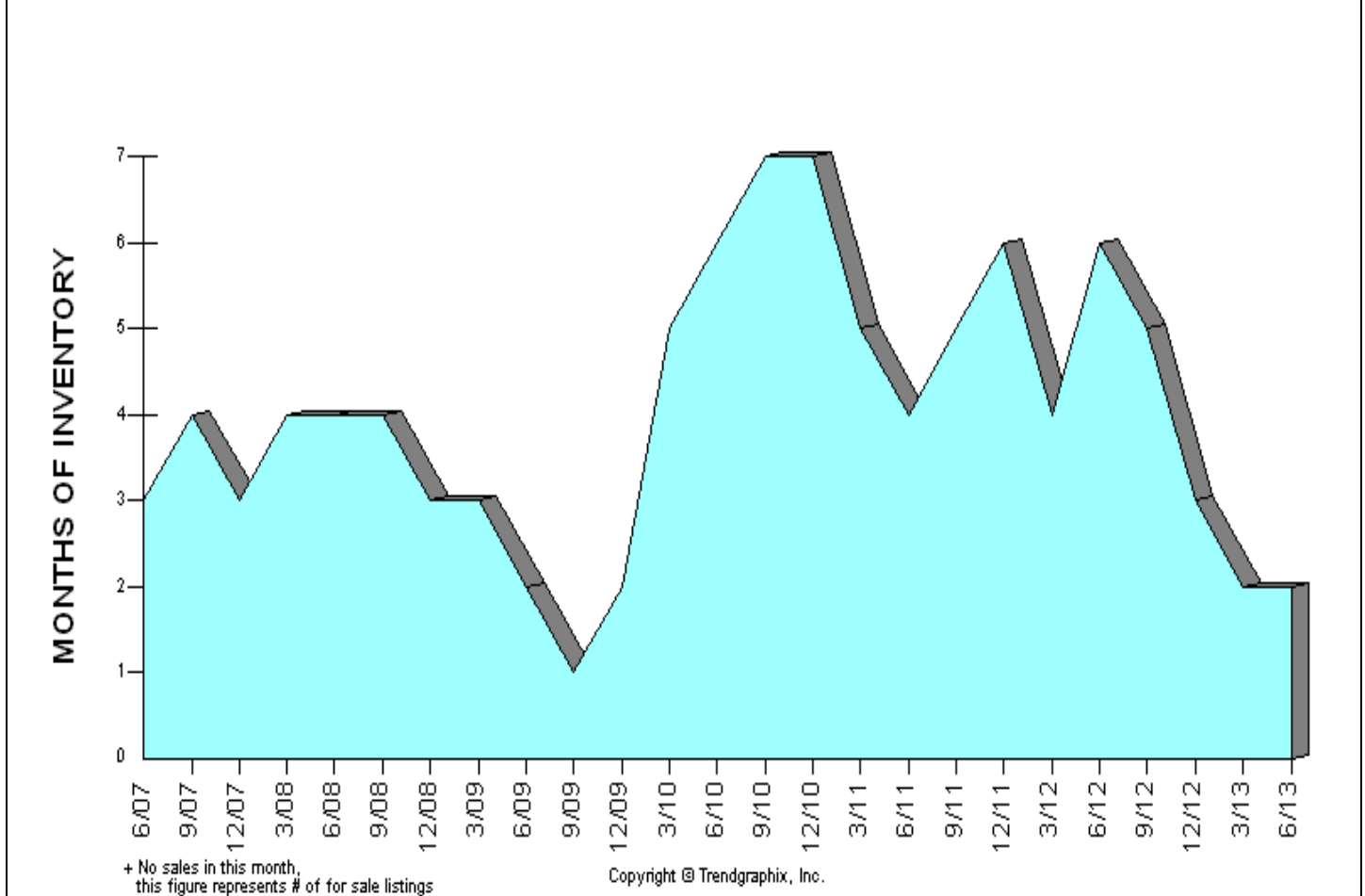
Built: 0 - No Limit

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



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																
	2	2	0%	6	2	-66.7% ↓	3	2	-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	3	4	3	4	4	4	3	3	2	1	2	5	6	7	7	5	4	5	6	4	6	5	3	2	2
New Listing	1	1	0	1	0	0	0	0	0	0	0	1	1	1	1	0	0	1	1	0	1	1	0	1	1
Sold	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0
Pended	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	0	0	0
Mon of Inv. on Sold	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	5	n/a	n/a	n/a
Mon of Inv. on Pended	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	4	n/a	5	n/a	n/a	n/a
Absorption Rt. on Sold (%)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	20	0	0	0
Absorption Rt. on Pended (%)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	25	0	20	0	0	0
Avg. Act Price	7215	5682	7565	4010	2322	2188	2191	2729	2095	1695	1573	12095	10488	6594	1695	1562	1573	6240	8042	10086	7678	8696	13433	2937	2922
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Days on Market	0	0	0	180	353	0	0	0	0	0	249	0	0	0	0	226	0	0	0	493	40	62	0	0	98
SP/OLP Diff. %	0	0	0	87	69	0	0	0	0	0	69	0	0	0	0	52	0	0	0	73	100	86	0	0	95
Median Price	0	0	0	14750	2200	0	0	0	0	0	2275	0	0	0	0	1048	0	0	0	1088	2250	4284	0	0	2800

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