

TrendVision™

Published Jul. 2013**

Location : Calistoga (E0500)

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

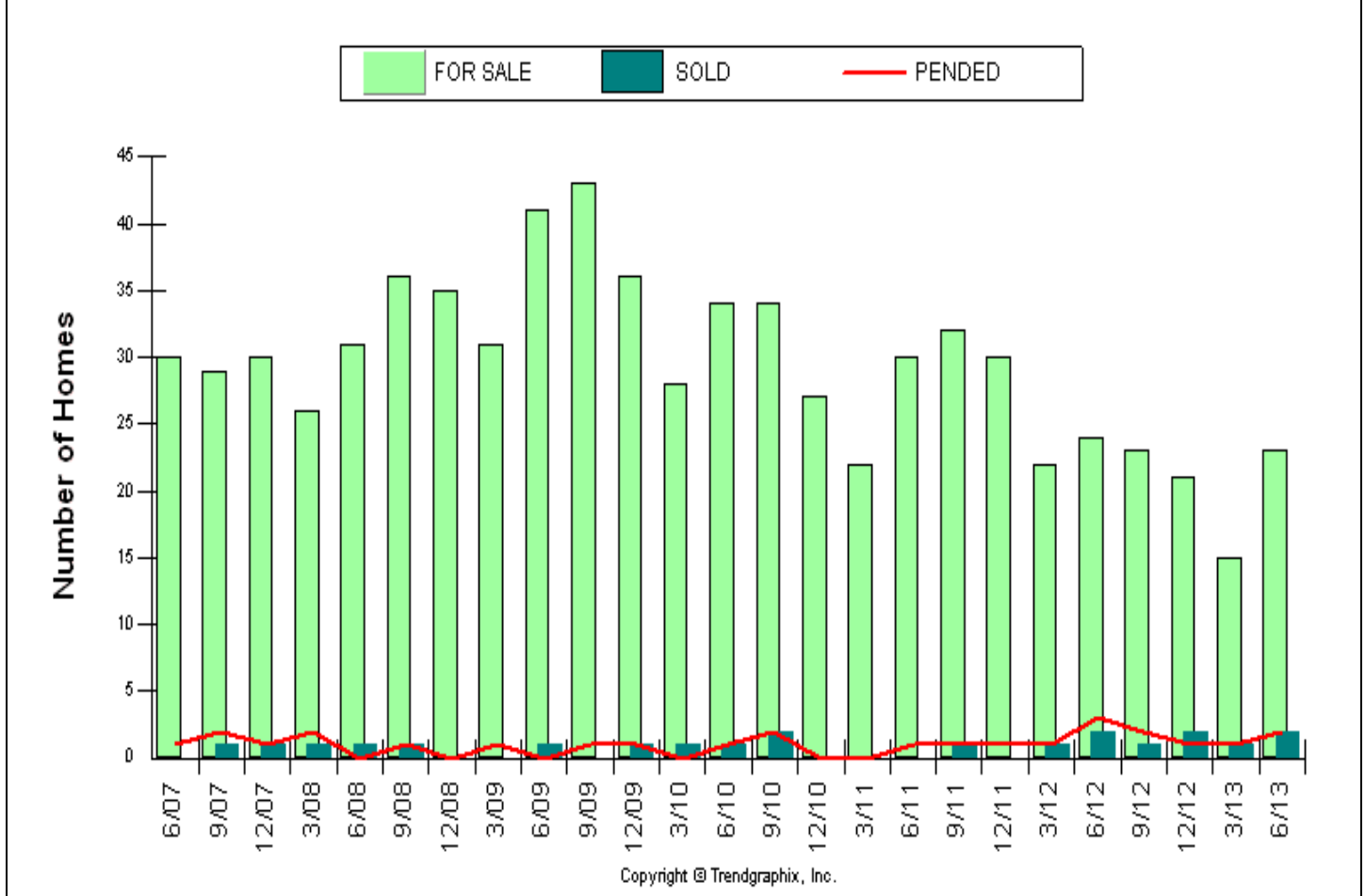
Built: 0 - No Limit

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



Copyright © Trendgraphix, Inc.

	1 quarter			1 year			6 years		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change
For Sale	15	23	53.3% ↑	24	23	-4.2% ↓	30	23	-23.3% ↓
Sold	1	2	100% ↑	2	2	0%	0	2	n/a
Pended	1	2	100% ↑	3	2	-33.3% ↓	1	2	100% ↑

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	30	29	30	26	31	36	35	31	41	43	36	28	34	34	27	22	30	32	30	22	24	23	21	15	23
New Listing	3	3	3	3	4	5	1	2	7	5	2	2	6	5	1	2	5	2	3	1	4	3	2	2	7
Sold	0	1	1	1	1	1	0	0	1	0	1	1	1	2	0	0	0	1	0	1	2	1	2	1	2
Pended	1	2	1	2	0	1	0	1	0	1	1	0	1	2	0	0	1	1	1	1	3	2	1	1	2
Mon of Inv. on Sold	n/a	29	30	26	31	36	n/a	n/a	41	n/a	36	28	34	17	n/a	n/a	n/a	32	n/a	22	12	23	10.5	15	11.5
Mon of Inv. on Pended	30	14.5	30	13	n/a	36	n/a	31	n/a	43	36	n/a	34	17	n/a	n/a	30	32	30	22	8	11.5	21	15	11.5
Absorption Rt. on Sold (%)	0	3.4	3.3	3.8	3.2	2.8	0	0	2.4	0	2.8	3.6	2.9	5.9	0	0	0	3.1	0	4.5	8.3	4.3	9.5	6.7	8.7
Absorption Rt. on Pended (%)	3.3	6.9	3.3	7.7	0	2.8	0	3.2	0	2.3	2.8	0	2.9	5.9	0	0	3.3	3.1	3.3	4.5	12.5	8.7	4.8	6.7	8.7
Avg. Act Price	3482	3409	3210	3198	2638	2574	2679	2852	2736	2700	2528	2476	2828	3039	2637	2425	2772	2697	2798	2938	3317	3664	4051	3640	4000
Avg. Sld Price	0	1892	1762	3352	2090	1954	2412	0	1662	3800	1950	1605	1672	2441	1650	1100	3400	1578	2725	1245	1859	1999	2504	2150	2168
Avg. Sq Ft Price	0	828.5	738.8	1178.3	900.5	659.1	881.6	0	1585.1	1632.7	609.4	637.4	542	685.3	454.2	358.1	1167.5	751.5	324.4	732.4	921.5	678	998.7	934.9	797
SP/LP Diff. %	0	93	78	92	92	82	84	0	92	85	91	95	88	94	93	85	97	80	91	92	93	80	86	86	92
Days on Market	0	282	292	222	272	264	146	0	300	355	127	188	152	66	137	115	23	178	577	280	275	266	183	322	123
SP/OLP Diff. %	0	82	73	90	84	81	84	0	76	76	82	86	70	87	88	85	91	79	57	81	72	77	77	78	90
Median Price	0	1893	1762	3352	2090	1954	2412	0	1662	3800	1950	1605	1672	2442	1650	1100	3400	1578	2725	1246	1529	2000	2062	2150	2046

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

All reports presented are based on data supplied by BAREIS MLS. Neither the Association nor its MLS guarantees or is in anyway responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.

TrendVision™

Published Jul. 2013**

Location : Calistoga (E0500)

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

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

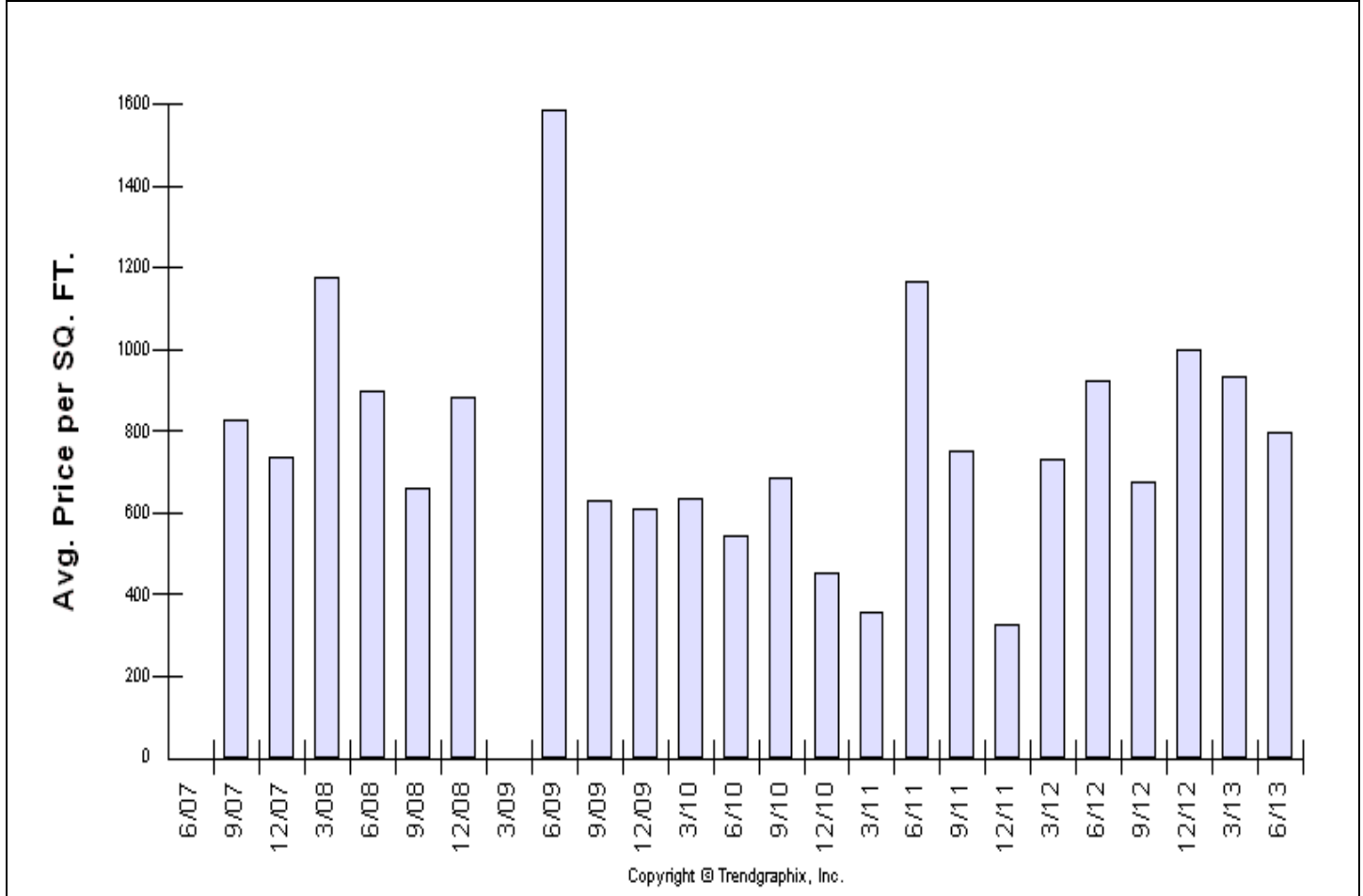
Built: 0 - No Limit

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
	935	797	-14.8% ↓	922	797	-13.5% ↓	0	797	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	30	29	30	26	31	36	35	31	41	43	36	28	34	34	27	22	30	32	30	22	24	23	21	15	23
New Listing	3	3	3	3	4	5	1	2	7	5	2	2	6	5	1	2	5	2	3	1	4	3	2	2	7
Sold	0	1	1	1	1	1	0	0	1	0	1	1	1	2	0	0	0	1	0	1	2	1	2	1	2
Pended	1	2	1	2	0	1	0	1	0	1	1	0	1	2	0	0	1	1	1	1	3	2	1	1	2
Mon of Inv. on Sold	n/a	29	30	26	31	36	n/a	n/a	41	n/a	36	28	34	17	n/a	n/a	n/a	32	n/a	22	12	23	10.5	15	11.5
Mon of Inv. on Pended	30	14.5	30	13	n/a	36	n/a	31	n/a	43	36	n/a	34	17	n/a	n/a	30	32	30	22	8	11.5	21	15	11.5
Absorption Rt. on Sold (%)	0	3.4	3.3	3.8	3.2	2.8	0	0	2.4	0	2.8	3.6	2.9	5.9	0	0	0	3.1	0	4.5	8.3	4.3	9.5	6.7	8.7
Absorption Rt. on Pended (%)	3.3	6.9	3.3	7.7	0	2.8	0	3.2	0	2.3	2.8	0	2.9	5.9	0	0	3.3	3.1	3.3	4.5	12.5	8.7	4.8	6.7	8.7
Avg. Act Price	3482	3409	3210	3198	2638	2574	2679	2852	2736	2700	2528	2476	2828	3039	2637	2425	2772	2697	2798	2938	3317	3664	4051	3640	4000
Avg. Sld Price	0	1892	1762	3352	2090	1954	2412	0	1662	3800	1950	1605	1672	2441	1650	1100	3400	1578	2725	1245	1859	1999	2504	2150	2168
Avg. Sq Ft Price	0	828.5	738.8	1178.3	900.5	659.1	881.6	0	1585.1	1632.7	609.4	637.4	542	685.3	454.2	358.1	1167.5	751.5	324.4	732.4	921.5	678	998.7	934.9	797
SP/LP Diff. %	0	93	78	92	92	82	84	0	92	85	91	95	88	94	93	85	97	80	91	92	93	80	86	86	92
Days on Market	0	282	292	222	272	264	146	0	300	355	127	188	152	66	137	115	23	178	577	280	275	266	183	322	123
SP/OLP Diff. %	0	82	73	90	84	81	84	0	76	76	82	86	70	87	88	85	91	79	57	81	72	77	77	78	90
Median Price	0	1893	1762	3352	2090	1954	2412	0	1662	3800	1950	1605	1672	2442	1650	1100	3400	1578	2725	1246	1529	2000	2062	2150	2046

**All reports are published Jul. 2013, based on data available at the end of Jun. 2013.
 All reports presented are based on data supplied by BAREIS MLS. Neither the Association nor its MLS guarantees or is in anyway responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.

TrendVision™

Published Jul. 2013**

Location : Calistoga (E0500)

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

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

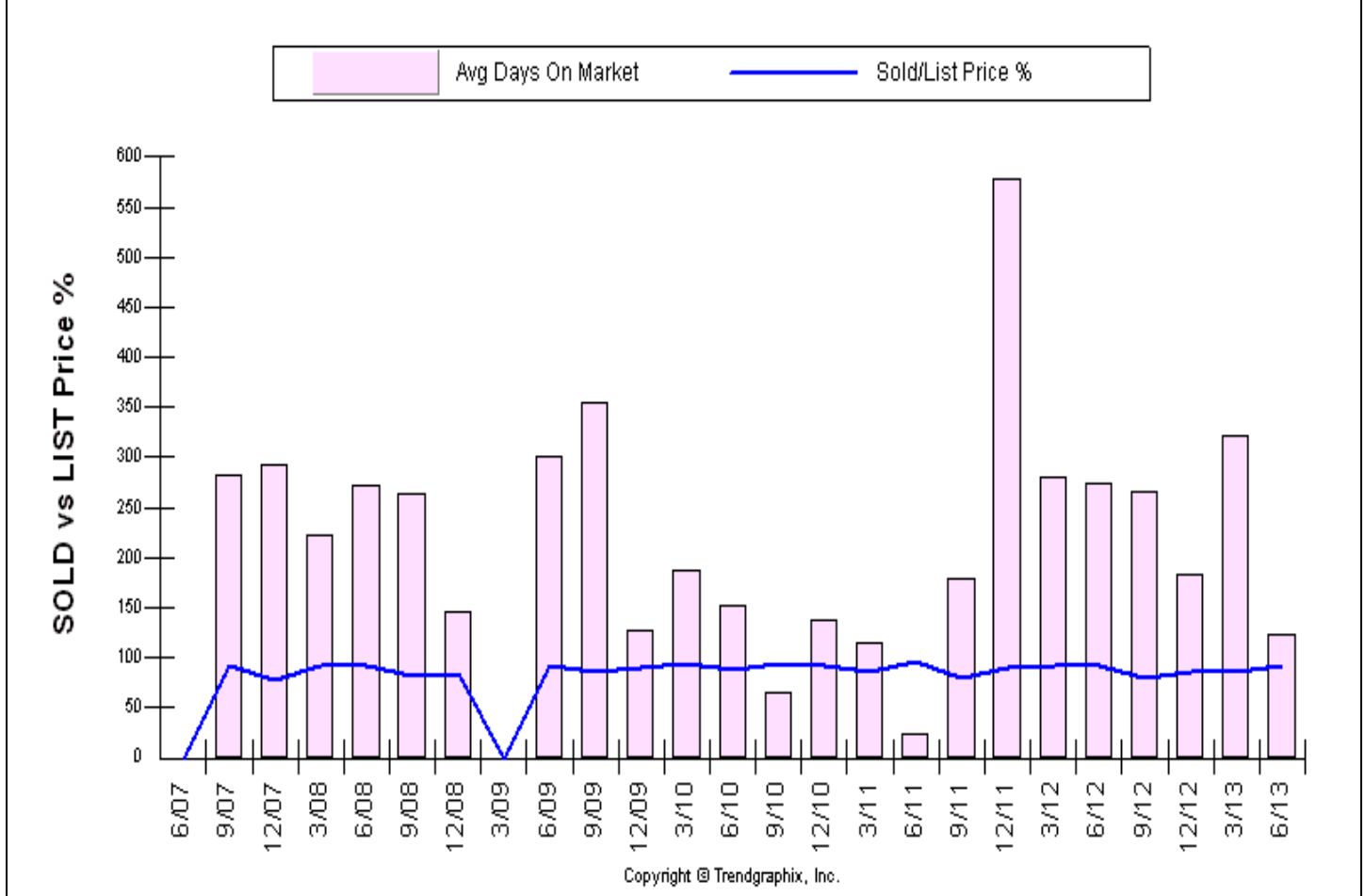
Built: 0 - No Limit

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



Copyright © Trendgraphix, Inc.

	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	322	123	-61.8% ↓	275	123	-55.3% ↓	0	123	n/a
Sold/List Diff. %	86	92	7% ↑	93	92	-1.1% ↓	0	92	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	30	29	30	26	31	36	35	31	41	43	36	28	34	34	27	22	30	32	30	22	24	23	21	15	23
New Listing	3	3	3	3	4	5	1	2	7	5	2	2	6	5	1	2	5	2	3	1	4	3	2	2	7
Sold	0	1	1	1	1	1	0	0	1	0	1	1	1	2	0	0	0	1	0	1	2	1	2	1	2
Pended	1	2	1	2	0	1	0	1	0	1	1	0	1	2	0	0	1	1	1	1	3	2	1	1	2
Mon of Inv. on Sold	n/a	29	30	26	31	36	n/a	n/a	41	n/a	36	28	34	17	n/a	n/a	n/a	32	n/a	22	12	23	10.5	15	11.5
Mon of Inv. on Pended	30	14.5	30	13	n/a	36	n/a	31	n/a	43	36	n/a	34	17	n/a	n/a	30	32	30	22	8	11.5	21	15	11.5
Absorption Rt. on Sold (%)	0	3.4	3.3	3.8	3.2	2.8	0	0	2.4	0	2.8	3.6	2.9	5.9	0	0	0	3.1	0	4.5	8.3	4.3	9.5	6.7	8.7
Absorption Rt. on Pended (%)	3.3	6.9	3.3	7.7	0	2.8	0	3.2	0	2.3	2.8	0	2.9	5.9	0	0	3.3	3.1	3.3	4.5	12.5	8.7	4.8	6.7	8.7
Avg. Act Price	3482	3409	3210	3198	2638	2574	2679	2852	2736	2700	2528	2476	2828	3039	2637	2425	2772	2697	2798	2938	3317	3664	4051	3640	4000
Avg. Sld Price	0	1892	1762	3352	2090	1954	2412	0	1662	3800	1950	1605	1672	2441	1650	1100	3400	1578	2725	1245	1859	1999	2504	2150	2168
Avg. Sq Ft Price	0	828.5	738.8	1178.3	900.5	659.1	881.6	0	1585.1	632.7	609.4	637.4	542	685.3	454.2	358.1	1167.5	751.5	324.4	732.4	921.5	678	998.7	934.9	797
SP/LP Diff. %	0	93	78	92	92	82	84	0	92	85	91	95	88	94	93	85	97	80	91	92	93	80	86	86	92
Days on Market	0	282	292	222	272	264	146	0	300	355	127	188	152	66	137	115	23	178	577	280	275	266	183	322	123
SP/OLP Diff. %	0	82	73	90	84	81	84	0	76	76	82	86	70	87	88	85	91	79	57	81	72	77	77	78	90
Median Price	0	1893	1762	3352	2090	1954	2412	0	1662	3800	1950	1605	1672	2442	1650	1100	3400	1578	2725	1246	1529	2000	2062	2150	2046

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

All reports presented are based on data supplied by BAREIS MLS. Neither the Association nor its MLS guarantees or is in anyway responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.

TrendVision™

Published Jul. 2013**

Location : Calistoga (E0500)

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

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

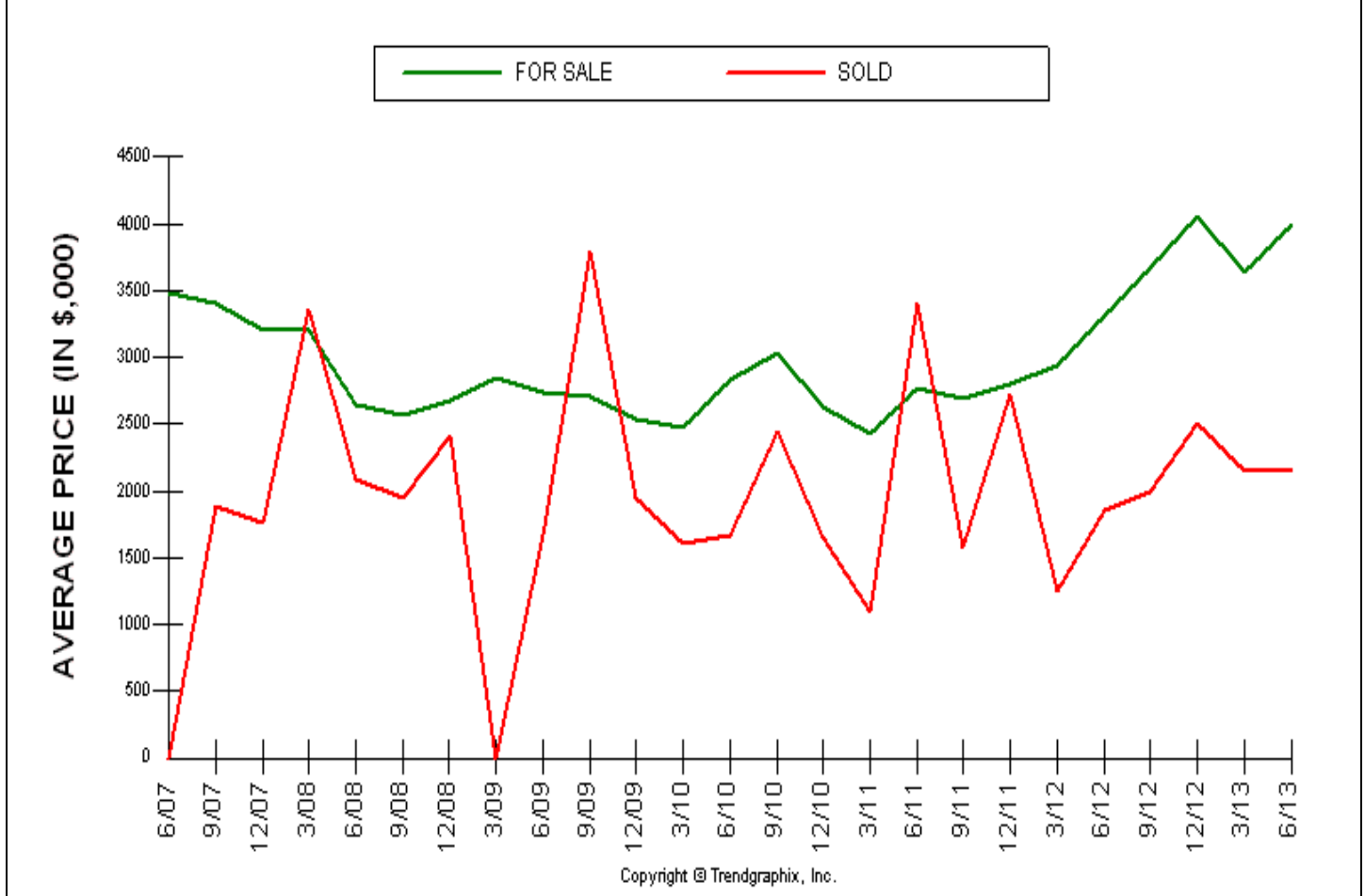
Built: 0 - No Limit

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. Active Price	3640	4000	9.9% ↑	3317	4000	20.6% ↑	3482	4000	14.9% ↑
Avg. Sold Price	2150	2168	0.8% ↑	1859	2168	16.6% ↑	0	2168	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	30	29	30	26	31	36	35	31	41	43	36	28	34	34	27	22	30	32	30	22	24	23	21	15	23
New Listing	3	3	3	3	4	5	1	2	7	5	2	2	6	5	1	2	5	2	3	1	4	3	2	2	7
Sold	0	1	1	1	1	1	0	0	1	0	1	1	1	2	0	0	0	1	0	1	2	1	2	1	2
Pended	1	2	1	2	0	1	0	1	0	1	1	0	1	2	0	0	1	1	1	1	3	2	1	1	2
Mon of Inv. on Sold	n/a	29	30	26	31	36	n/a	n/a	41	n/a	36	28	34	17	n/a	n/a	n/a	32	n/a	22	12	23	10.5	15	11.5
Mon of Inv. on Pended	30	14.5	30	13	n/a	36	n/a	31	n/a	43	36	n/a	34	17	n/a	n/a	30	32	30	22	8	11.5	21	15	11.5
Absorption Rt. on Sold (%)	0	3.4	3.3	3.8	3.2	2.8	0	0	2.4	0	2.8	3.6	2.9	5.9	0	0	0	3.1	0	4.5	8.3	4.3	9.5	6.7	8.7
Absorption Rt. on Pended (%)	3.3	6.9	3.3	7.7	0	2.8	0	3.2	0	2.3	2.8	0	2.9	5.9	0	0	3.3	3.1	3.3	4.5	12.5	8.7	4.8	6.7	8.7
Avg. Act Price	3482	3409	3210	3198	2638	2574	2679	2852	2736	2700	2528	2476	2828	3039	2637	2425	2772	2697	2798	2938	3317	3664	4051	3640	4000
Avg. Sld Price	0	1892	1762	3352	2090	1954	2412	0	1662	3800	1950	1605	1672	2441	1650	1100	3400	1578	2725	1245	1859	1999	2504	2150	2168
Avg. Sq Ft Price	0	828.5	738.8	1178.3	900.5	659.1	881.6	0	1585.1	1632.7	609.4	637.4	542	685.3	454.2	358.1	1167.5	751.5	324.4	732.4	921.5	678	998.7	934.9	797
SP/LP Diff. %	0	93	78	92	92	82	84	0	92	85	91	95	88	94	93	85	97	80	91	92	93	80	86	86	92
Days on Market	0	282	292	222	272	264	146	0	300	355	127	188	152	66	137	115	23	178	577	280	275	266	183	322	123
SP/OLP Diff. %	0	82	73	90	84	81	84	0	76	76	82	86	70	87	88	85	91	79	57	81	72	77	77	78	90
Median Price	0	1893	1762	3352	2090	1954	2412	0	1662	3800	1950	1605	1672	2442	1650	1100	3400	1578	2725	1246	1529	2000	2062	2150	2046

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

All reports presented are based on data supplied by BAREIS MLS. Neither the Association nor its MLS guarantees or is in anyway responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.

TrendVision™

Published Jul. 2013**

Location : Calistoga (E0500)

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

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

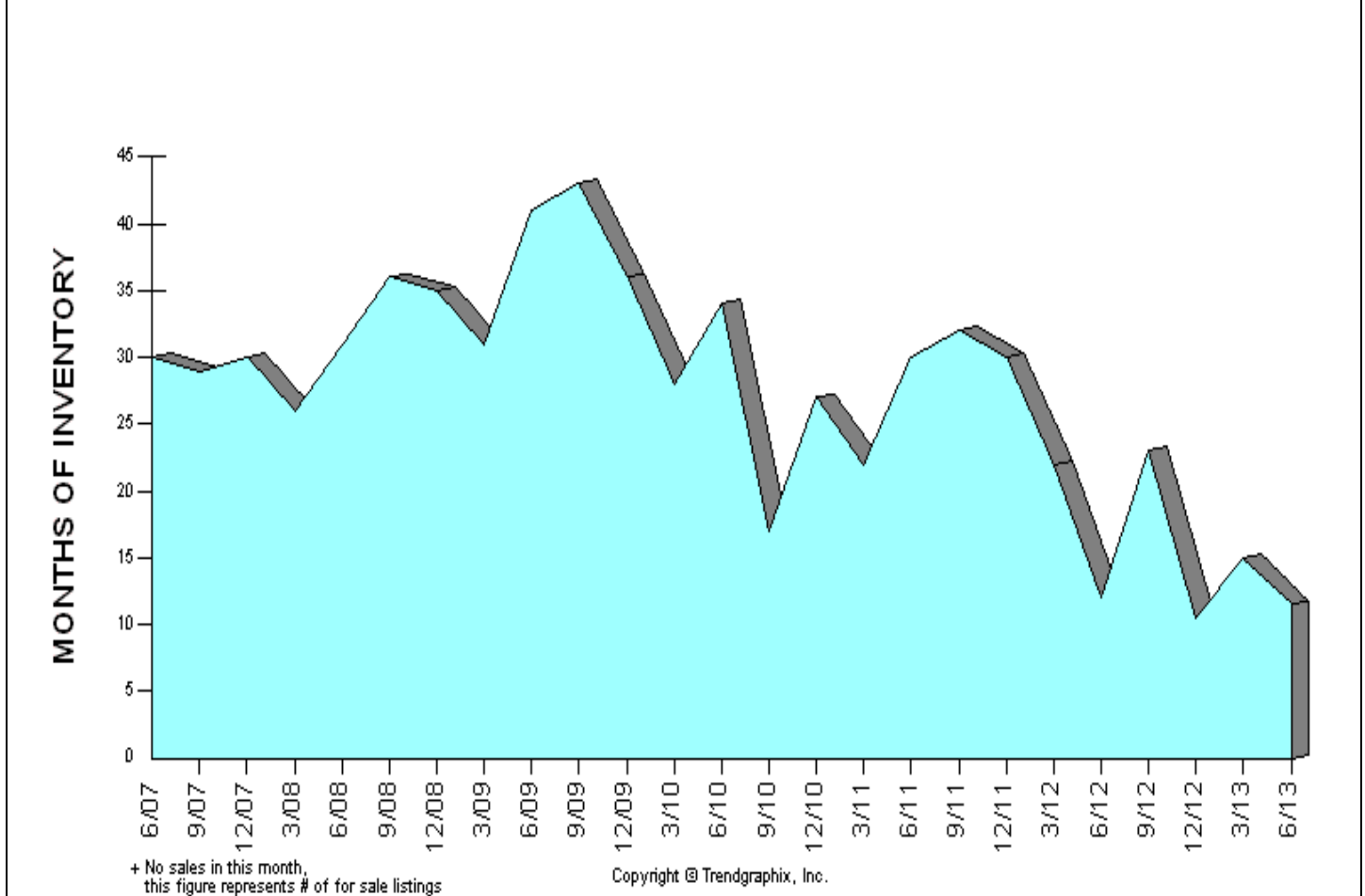
Built: 0 - No Limit

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



	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)	15	11.5	-23.3% ↓	12	11.5	-4.2% ↓	30	11.5	-61.7% ↓																
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	30	29	30	26	31	36	35	31	41	43	36	28	34	34	27	22	30	32	30	22	24	23	21	15	23
New Listing	3	3	3	3	4	5	1	2	7	5	2	2	6	5	1	2	5	2	3	1	4	3	2	2	7
Sold	0	1	1	1	1	1	0	0	1	0	1	1	1	1	2	0	0	1	0	1	2	1	2	1	2
Pended	1	2	1	2	0	1	0	1	0	1	1	0	1	2	0	0	1	1	1	1	3	2	1	1	2
Mon of Inv. on Sold	n/a	29	30	26	31	36	n/a	n/a	41	n/a	36	28	34	17	n/a	n/a	n/a	32	n/a	22	12	23	10.5	15	11.5
Mon of Inv. on Pended	30	14.5	30	13	n/a	36	n/a	31	n/a	43	36	n/a	34	17	n/a	n/a	30	32	30	22	8	11.5	21	15	11.5
Absorption Rt. on Sold (%)	0	3.4	3.3	3.8	3.2	2.8	0	0	2.4	0	2.8	3.6	2.9	5.9	0	0	3.1	0	4.5	8.3	4.3	9.5	6.7	8.7	8.7
Absorption Rt. on Pended (%)	3.3	6.9	3.3	7.7	0	2.8	0	3.2	0	2.3	2.8	0	2.9	5.9	0	0	3.3	3.1	3.3	4.5	12.5	8.7	4.8	6.7	8.7
Avg. Act Price	3482	3409	3210	3198	2638	2574	2679	2852	2736	2700	2528	2476	2828	3039	2637	2425	2772	2697	2798	2938	3317	3664	4051	3640	4000
Avg. Sld Price	0	1892	1762	3352	2090	1954	2412	0	1662	3800	1950	1605	1672	2441	1650	1100	3400	1578	2725	1245	1859	1999	2504	2150	2168
Avg. Sq Ft Price	0	828.5	738.8	1178.3	900.5	659.1	881.6	0	1585.1	632.7	609.4	637.4	542	685.3	454.2	358.1	1167.5	751.5	324.4	732.4	921.5	678	998.7	934.9	797
SP/LP Diff. %	0	93	78	92	92	82	84	0	92	85	91	95	88	94	93	85	97	80	91	92	93	80	86	86	92
Days on Market	0	282	292	222	272	264	146	0	300	355	127	188	152	66	137	115	23	178	577	280	275	266	183	322	123
SP/OLP Diff. %	0	82	73	90	84	81	84	0	76	76	82	86	70	87	88	85	91	79	57	81	72	77	77	78	90
Median Price	0	1893	1762	3352	2090	1954	2412	0	1662	3800	1950	1605	1672	2442	1650	1100	3400	1578	2725	1246	1529	2000	2062	2150	2046

**All reports are published Jul. 2013, based on data available at the end of Jun. 2013.
All reports presented are based on data supplied by BAREIS MLS. Neither the Association nor its MLS guarantees or is in anyway responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activities in the market. Information deemed reliable but not guaranteed.