

TrendVision™

Published Jul. 2013**

Location : Healdsburg (B0500)

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

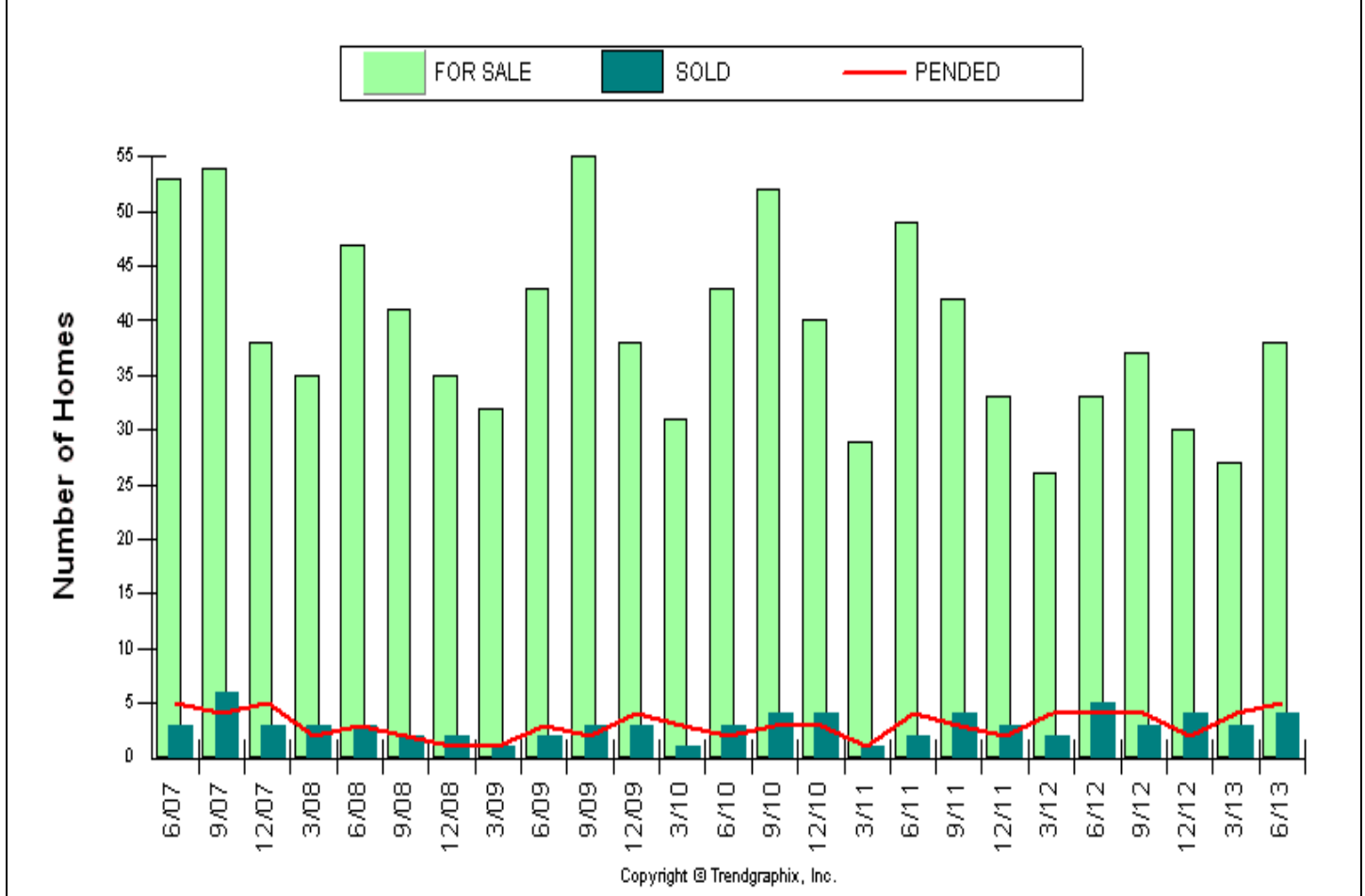
Built: 0 - No Limit

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



	1 quarter			1 year			6 years		
	Mar 13	June 13	% Change	June 12	June 13	% Change	June 07	June 13	% Change
For Sale	27	38	40.7% ↑	33	38	15.2% ↑	53	38	-28.3% ↓
Sold	3	4	33.3% ↑	5	4	-20% ↓	3	4	33.3% ↑
Pended	4	5	25% ↑	4	5	25% ↑	5	5	0%

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	53	54	38	35	47	41	35	32	43	55	38	31	43	52	40	29	49	42	33	26	33	37	30	27	38
New Listing	13	9	7	9	11	6	5	6	11	9	3	9	8	10	3	6	12	4	5	6	10	5	6	6	10
Sold	3	6	3	3	3	2	2	1	2	3	3	1	3	4	4	1	2	4	3	2	5	3	4	3	4
Pended	5	4	5	2	3	2	1	1	3	2	4	3	2	3	3	1	4	3	2	4	4	4	2	4	5
Mon of Inv. on Sold	17.7	9	12.7	11.7	15.7	20.5	17.5	32	21.5	18.3	12.7	31	14.3	13	10	29	24.5	10.5	11	13	6.6	12.3	7.5	9	9.5
Mon of Inv. on Pended	10.6	13.5	7.6	17.5	15.7	20.5	35	32	14.3	27.5	9.5	10.3	21.5	17.3	13.3	29	12.3	14	16.5	6.5	8.3	9.3	15	6.8	7.6
Absorption Rt. on Sold (%)	5.7	11.1	7.9	8.6	6.4	4.9	5.7	3.1	4.7	5.5	7.9	3.2	7	7.7	10	3.4	4.1	9.5	9.1	7.7	15.2	8.1	13.3	11.1	10.5
Absorption Rt. on Pended (%)	9.4	7.4	13.2	5.7	6.4	4.9	2.9	3.1	7	3.6	10.5	9.7	4.7	5.8	7.5	3.4	8.2	7.1	6.1	15.4	12.1	10.8	6.7	14.8	13.2
Avg. Act Price	2086	2002	2132	2026	1991	2163	2659	2587	2470	2646	2887	3189	3021	2741	2617	2821	2808	3184	3245	3427	2998	2904	2795	2549	2731
Avg. Sld Price	1549	2050	1811	1637	1753	1270	2265	3830	1808	1461	2049	1687	2412	1749	2757	1621	1305	1706	2892	2838	2268	2063	2357	2090	1541
Avg. Sq Ft Price	611.2	742.9	749.6	43.7	565.5	552.3	628.2	883.5	614.8	609.7	656	393.3	1143.4	559.2	681	535.1	517.5	606.3	617.4	790.1	697.7	484.4	807.9	727.3	540.3
SP/LP Diff. %	98	94	86	92	96	92	91	84	90	90	89	94	86	90	91	96	93	91	88	86	93	93	92	92	95
Days on Market	65	78	132	139	40	144	93	231	133	118	170	145	100	105	138	156	93	142	155	155	166	134	114	160	66
SP/OLP Diff. %	96	92	82	87	94	82	91	68	83	84	81	85	82	84	86	86	90	85	84	81	88	93	87	86	90
Median Price	1525	1861	1596	1781	1881	1270	1713	3830	1669	1314	1473	1687	2139	1510	2413	1265	1305	1812	1812	2799	1793	1670	1779	2169	1407

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Published Jul. 2013**

Location : Healdsburg (B0500)

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

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

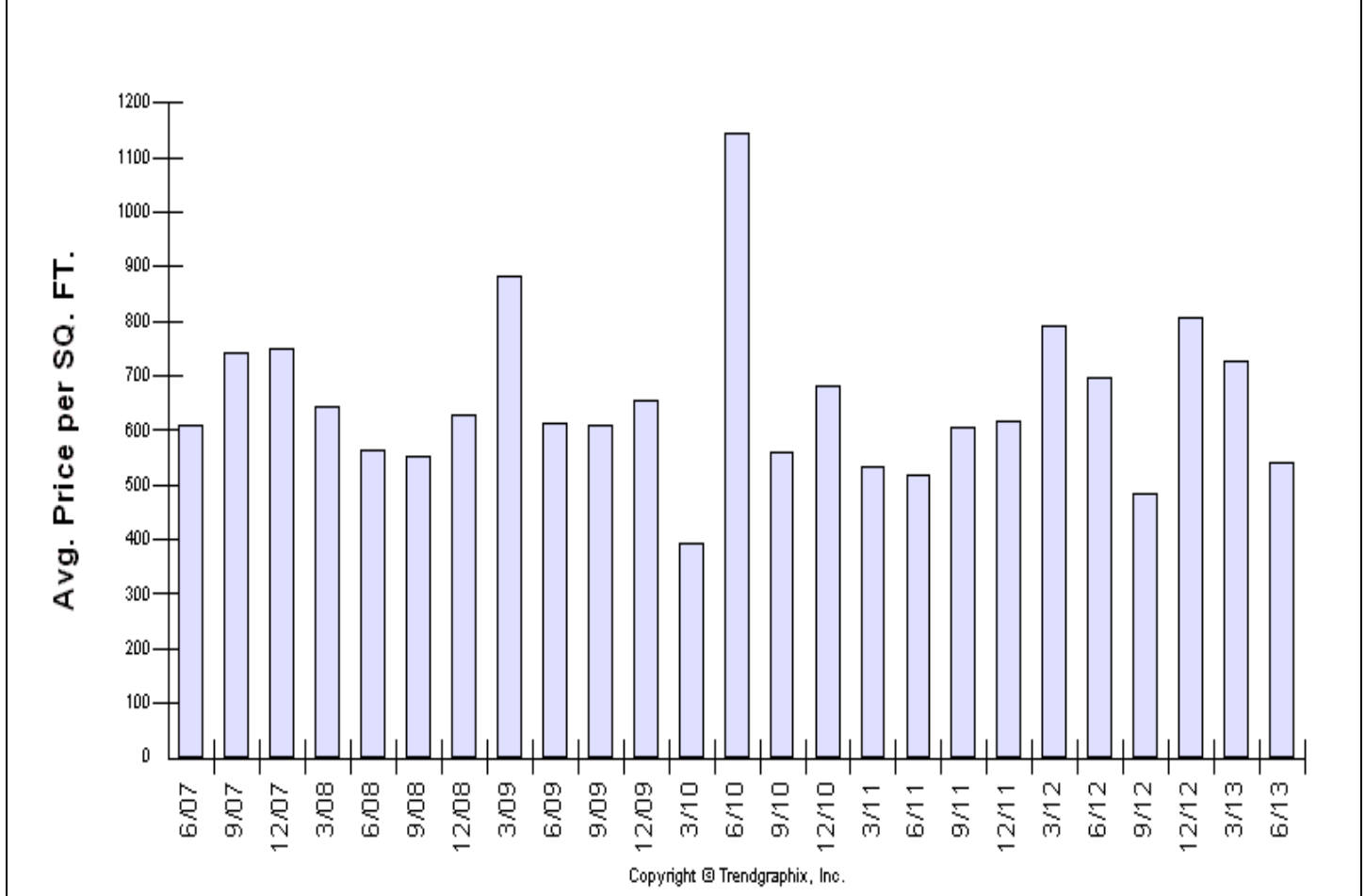
Built: 0 - No Limit

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																
	727	540	-25.7% ↓	698	540	-22.6% ↓	611	540	-11.6% ↓																
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	53	54	38	35	47	41	35	32	43	55	38	31	43	52	40	29	49	42	33	26	33	37	30	27	38
New Listing	13	9	7	9	11	6	5	6	11	9	3	9	8	10	3	6	12	4	5	6	10	5	6	6	10
Sold	3	6	3	3	3	2	2	1	2	3	3	1	3	4	4	1	2	4	3	2	5	3	4	3	4
Pended	5	4	5	2	3	2	1	1	3	2	4	3	2	3	3	1	4	3	2	4	4	4	2	4	5
Mon of Inv. on Sold	17.7	9	12.7	11.7	15.7	20.5	17.5	32	21.5	18.3	12.7	31	14.3	13	10	29	24.5	10.5	11	13	6.6	12.3	7.5	9	9.5
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Days on Market	65	78	132	139	40	144	93	231	133	118	170	145	100	105	138	156	93	142	155	155	166	134	114	160	66
SP/OLP Diff. %	96	92	82	87	94	82	91	68	83	84	81	85	82	84	86	86	90	85	84	81	88	93	87	86	90
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Location : Healdsburg (B0500)

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

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

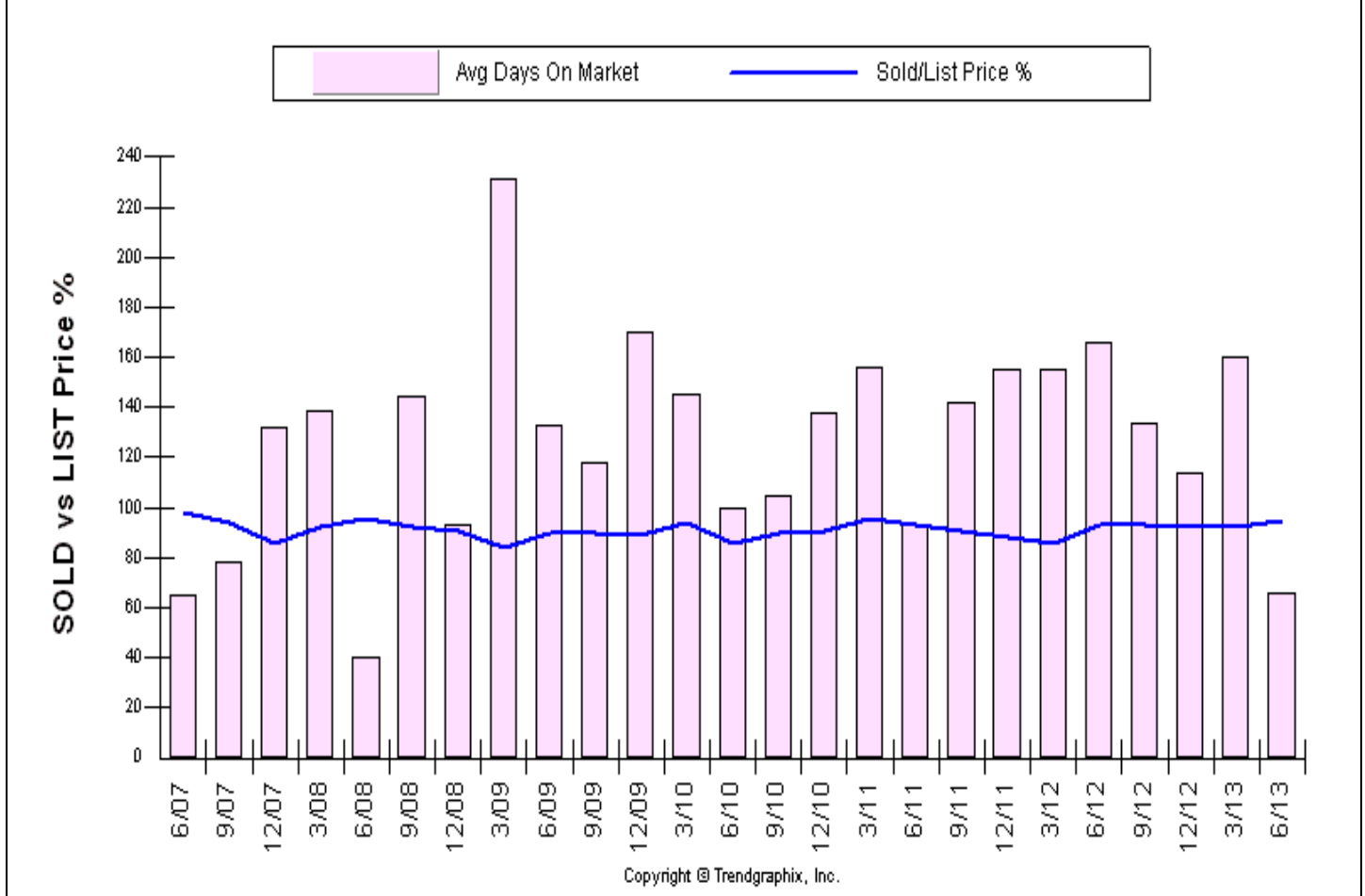
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0 - No Limit

All Residential Prop - All Properties

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
Avg. Days on Market	160	66	-58.7% ↓	166	66	-60.2% ↓	65	66	1.5% ↑
Sold/List Diff. %	92	95	3.3% ↑	93	95	2.2% ↑	98	95	-3.1% ↓

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
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Pended	5	4	5	2	3	2	1	1	3	2	4	3	2	3	3	1	4	3	2	4	4	4	2	4	5
Mon of Inv. on Sold	17.7	9	12.7	11.7	15.7	20.5	17.5	32	21.5	18.3	12.7	31	14.3	13	10	29	24.5	10.5	11	13	6.6	12.3	7.5	9	9.5
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SP/OLP Diff. %	96	92	82	87	94	82	91	68	83	84	81	85	82	84	86	86	90	85	84	81	88	93	87	86	90
Median Price	1525	1861	1596	1781	1881	1270	1713	3830	1669	1314	1473	1687	2139	1510	2413	1265	1305	1812	1812	2799	1793	1670	1779	2169	1407

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Location : Healdsburg (B0500)

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

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

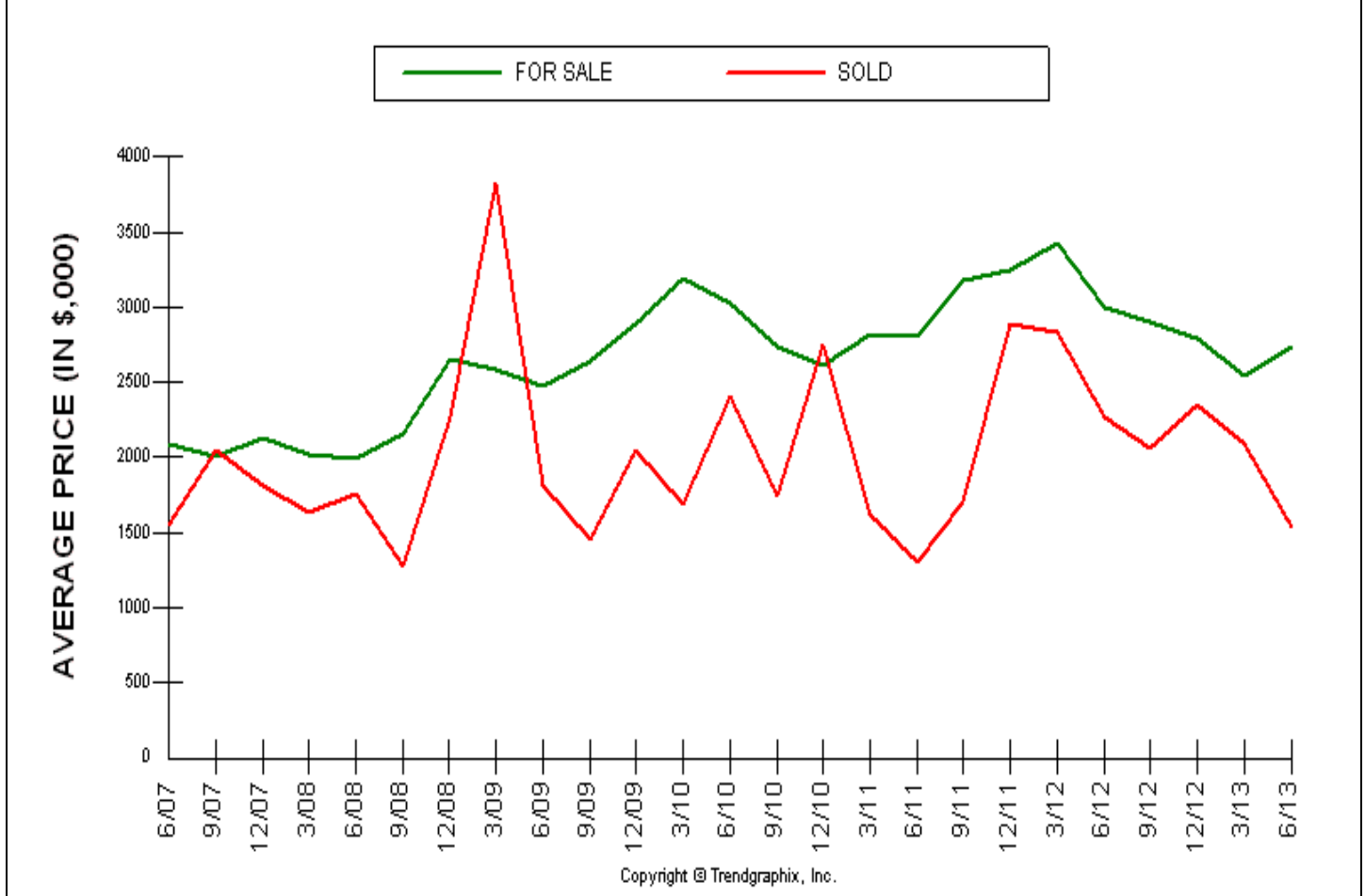
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All Residential Prop - All Properties

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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	2549	2731	7.1% ↑	2998	2731	-8.9% ↓	2086	2731	30.9% ↑
Avg. Sold Price	2090	1541	-26.3% ↓	2268	1541	-32.1% ↓	1549	1541	-0.5% ↓

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	53	54	38	35	47	41	35	32	43	55	38	31	43	52	40	29	49	42	33	26	33	37	30	27	38
New Listing	13	9	7	9	11	6	5	6	11	9	3	9	8	10	3	6	12	4	5	6	10	5	6	6	10
Sold	3	6	3	3	3	2	2	1	2	3	3	1	3	4	4	1	2	4	3	2	5	3	4	3	4
Pended	5	4	5	2	3	2	1	1	3	2	4	3	2	3	3	1	4	3	2	4	4	4	2	4	5
Mon of Inv. on Sold	17.7	9	12.7	11.7	15.7	20.5	17.5	32	21.5	18.3	12.7	31	14.3	13	10	29	24.5	10.5	11	13	6.6	12.3	7.5	9	9.5
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Absorption Rt. on Sold (%)	5.7	11.1	7.9	8.6	6.4	4.9	5.7	3.1	4.7	5.5	7.9	3.2	7	7.7	10	3.4	4.1	9.5	9.1	7.7	15.2	8.1	13.3	11.1	10.5
Absorption Rt. on Pended (%)	9.4	7.4	13.2	5.7	6.4	4.9	2.9	3.1	7	3.6	10.5	9.7	4.7	5.8	7.5	3.4	8.2	7.1	6.1	15.4	12.1	10.8	6.7	14.8	13.2
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SP/LP Diff. %	98	94	86	92	96	92	91	84	90	90	89	94	86	90	91	96	93	91	88	86	93	93	92	92	95
Days on Market	65	78	132	139	40	144	93	231	133	118	170	145	100	105	138	156	93	142	155	155	166	134	114	160	66
SP/OLP Diff. %	96	92	82	87	94	82	91	68	83	84	81	85	82	84	86	86	90	85	84	81	88	93	87	86	90
Median Price	1525	1861	1596	1781	1881	1270	1713	3830	1669	1314	1473	1687	2139	1510	2413	1265	1305	1812	1812	2799	1793	1670	1779	2169	1407

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Location : Healdsburg (B0500)

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

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

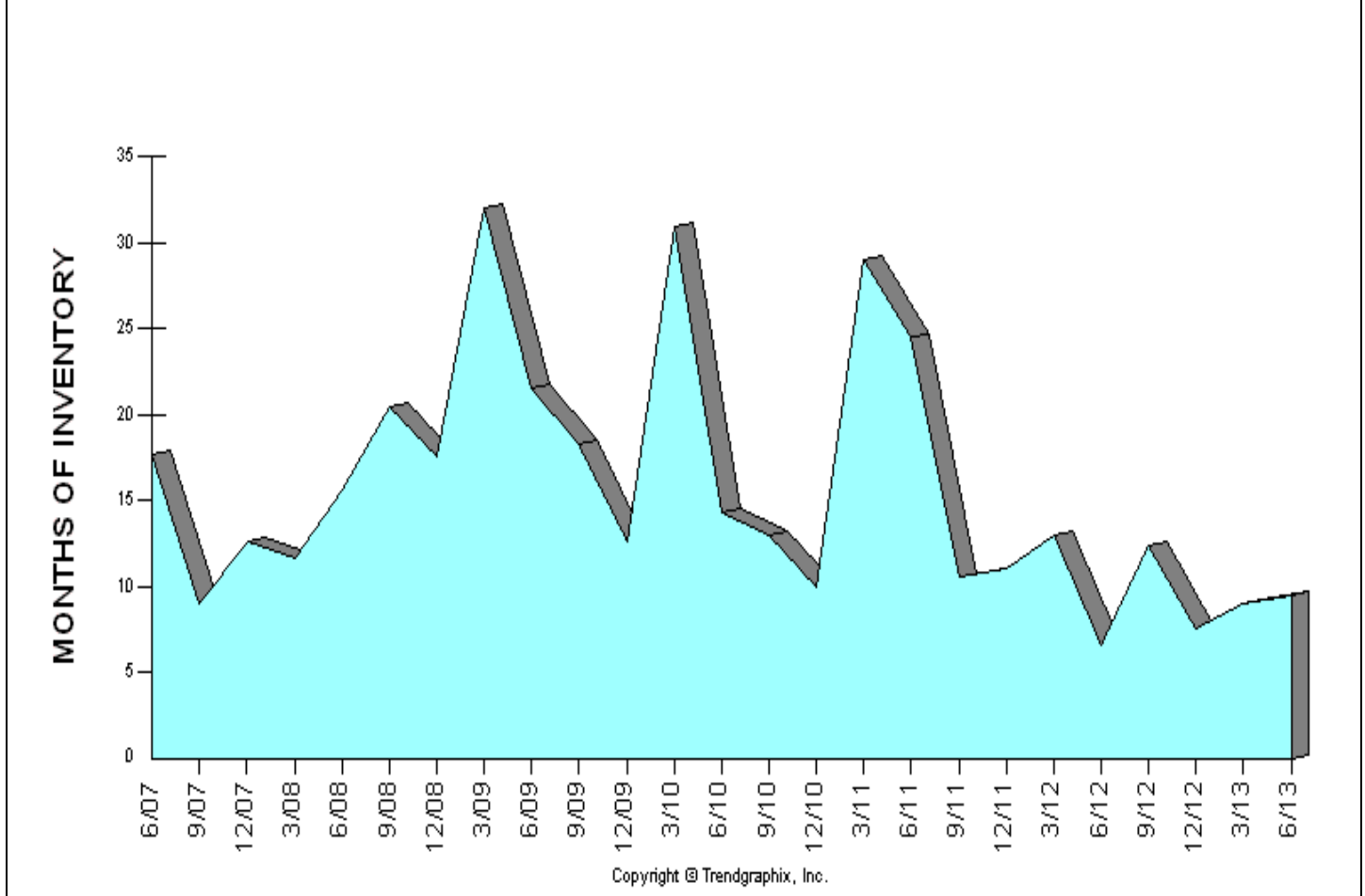
Built: 0 - No Limit

Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms:

0 - No Limit

All Residential Prop - All Properties

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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																
	9	9.5	5.6% ↑	6.6	9.5	43.9% ↑	17.7	9.5	-46.3% ↓																
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
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Sold	3	6	3	3	3	2	2	1	2	3	3	1	3	4	4	1	2	4	3	2	5	3	4	3	4
Pended	5	4	5	2	3	2	1	1	3	2	4	3	2	3	3	1	4	3	2	4	4	4	2	4	5
Mon of Inv. on Sold	17.7	9	12.7	11.7	15.7	20.5	17.5	32	21.5	18.3	12.7	31	14.3	13	10	29	24.5	10.5	11	13	6.6	12.3	7.5	9	9.5
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SP/LP Diff. %	98	94	86	92	96	92	91	84	90	90	89	94	86	90	91	96	93	91	88	86	93	93	92	92	95
Days on Market	65	78	132	139	40	144	93	231	133	118	170	145	100	105	138	156	93	142	155	155	166	134	114	160	66
SP/OLP Diff. %	96	92	82	87	94	82	91	68	83	84	81	85	82	84	86	86	90	85	84	81	88	93	87	86	90
Median Price	1525	1861	1596	1781	1881	1270	1713	3830	1669	1314	1473	1687	2139	1510	2413	1265	1305	1812	1812	2799	1793	1670	1779	2169	1407

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