

# TrendVision™

Published Jul. 2013\*\*

Location : Sonoma (B1300)

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

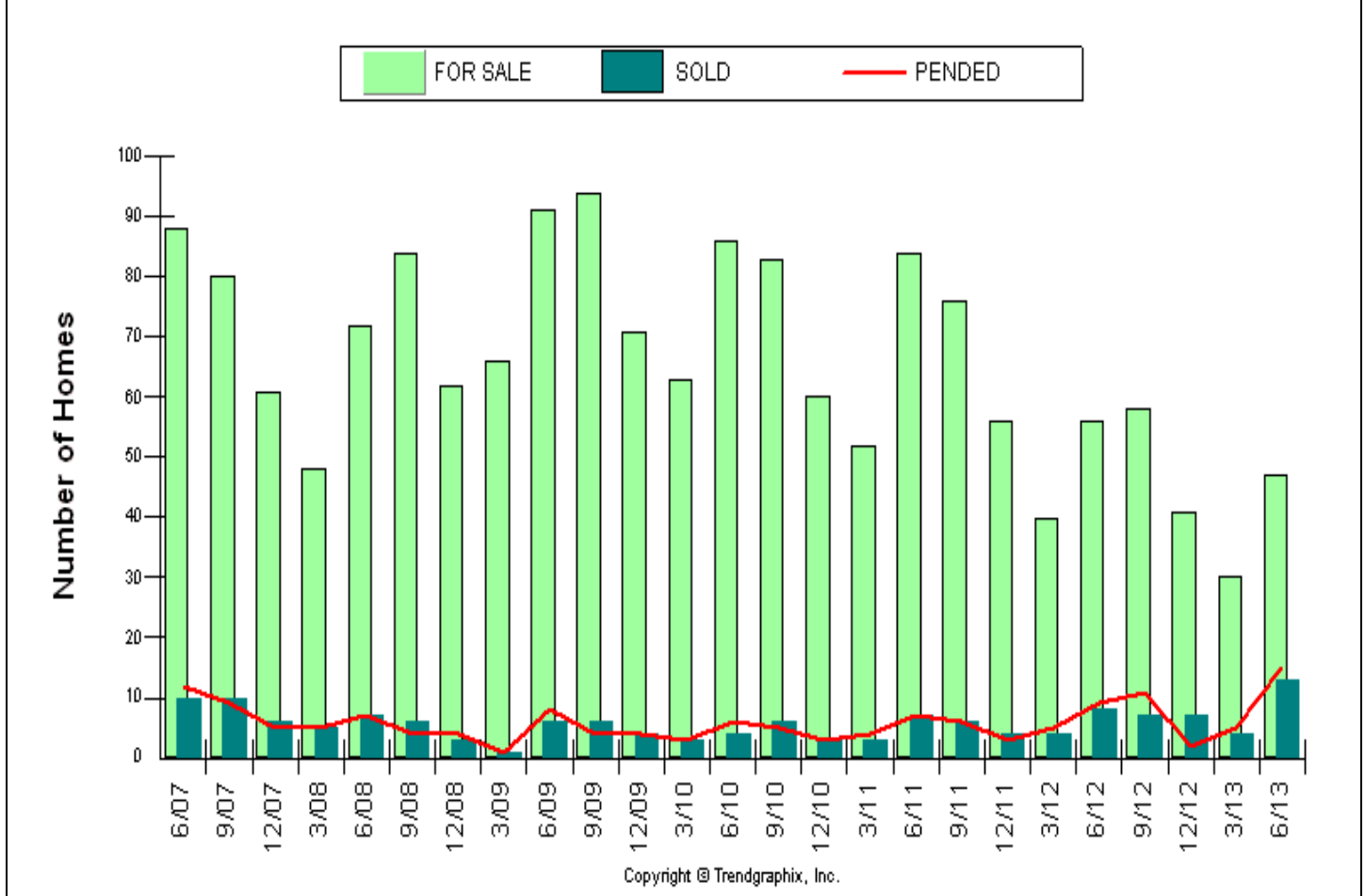
Built: 0 - No Limit

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	30	47	56.7% ↑	56	47	-16.1% ↓	88	47	-46.6% ↓
Sold	4	13	225% ↑	8	13	62.5% ↑	10	13	30% ↑
Pended	5	15	200% ↑	9	15	66.7% ↑	12	15	25% ↑

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	88	80	61	48	72	84	62	66	91	94	71	63	86	83	60	52	84	76	56	40	56	58	41	30	47
New Listing	28	12	9	12	21	16	5	14	22	13	7	11	16	11	4	12	18	9	6	10	18	12	5	10	22
Sold	10	10	6	5	7	6	3	1	6	6	4	3	4	6	3	3	7	6	4	4	8	7	7	4	13
Pended	12	9	5	5	7	4	4	1	8	4	4	3	6	5	3	4	7	6	3	5	9	11	2	5	15
Mon of Inv. on Sold	8.8	8	10.2	9.6	10.3	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
Mon of Inv. on Pended	7.3	8.9	12.2	9.6	10.3	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	3.1
Absorption Rt. on Sold (%)	11.4	12.5	9.8	10.4	9.7	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
Absorption Rt. on Pended (%)	13.6	11.3	8.2	10.4	9.7	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	31.9
Avg. Act Price	2675	2749	2437	2288	2244	2240	2270	2621	2471	2688	2752	2696	2490	2451	2610	2495	2563	2756	2912	2686	2465	2513	2695	2740	2744
Avg. Sld Price	1900	1868	1580	2713	2163	1536	2135	1530	2232	1450	1918	2000	2369	2133	1841	1909	1909	1673	1652	2874	1919	1634	1950	1481	2042
Avg. Sq Ft Price	648.3	602.4	771.9	871.5	769.6	589.3	624	379.3	735.7	574.8	534.6	589.4	752.1	676.2	677	585.5	594.6	526.9	549	708	545.2	532	671.9	531.8	705.6
SP/LP Diff. %	96	95	95	96	95	93	94	90	96	90	91	86	93	93	88	94	93	93	92	93	95	92	97	92	97
Days on Market	83	106	125	85	114	106	129	144	105	138	154	171	214	182	147	86	121	107	81	188	131	73	112	244	58
SP/OLP Diff. %	94	90	91	93	93	90	83	79	91	84	82	80	80	83	78	83	88	85	89	75	86	88	93	83	95
Median Price	1528	1720	1431	2118	2020	1336	1805	1450	1943	1420	1740	1768	1876	1592	1874	1694	1886	1515	1550	2335	1708	1403	1530	1412	1510

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Published Jul. 2013\*\*

Location : Sonoma (B1300)

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

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

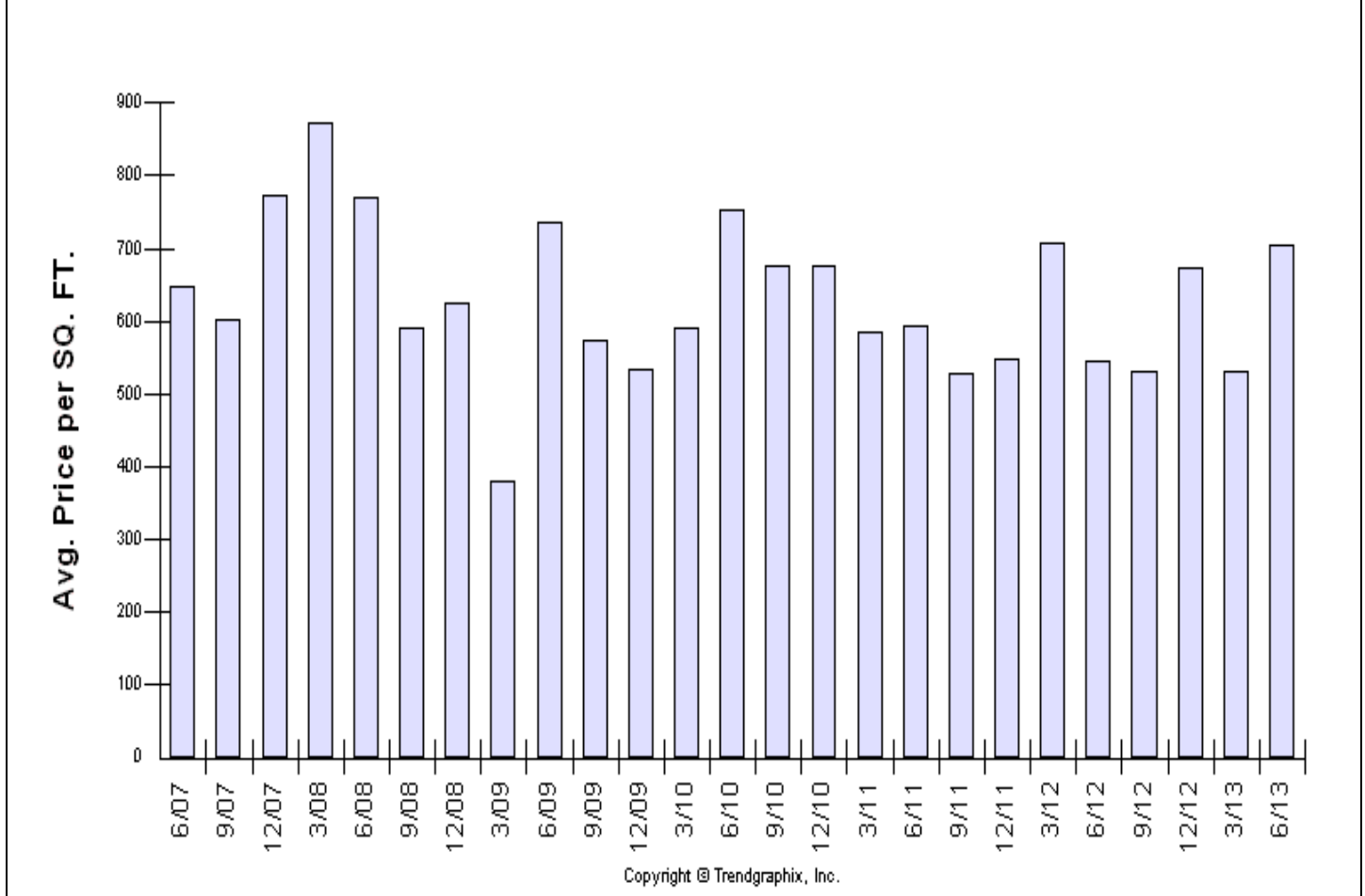
Built: 0 - No Limit

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
	532	706	32.7% ↑	545	706	29.4% ↑	648	706	8.8% ↑

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	88	80	61	48	72	84	62	66	91	94	71	63	86	83	60	52	84	76	56	40	56	58	41	30	47
New Listing	28	12	9	12	21	16	5	14	22	13	7	11	16	11	4	12	18	9	6	10	18	12	5	10	22
Sold	10	10	6	5	7	6	3	1	6	6	4	3	4	6	3	3	7	6	4	4	8	7	7	4	13
Pended	12	9	5	5	7	4	4	1	8	4	4	3	6	5	3	4	7	6	3	5	9	11	2	5	15
Mon of Inv. on Sold	8.8	8	10.2	9.6	10.3	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
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Days on Market	83	106	125	85	114	106	129	144	105	138	154	171	214	182	147	86	121	107	81	188	131	73	112	244	58
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Location : Sonoma (B1300)

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

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

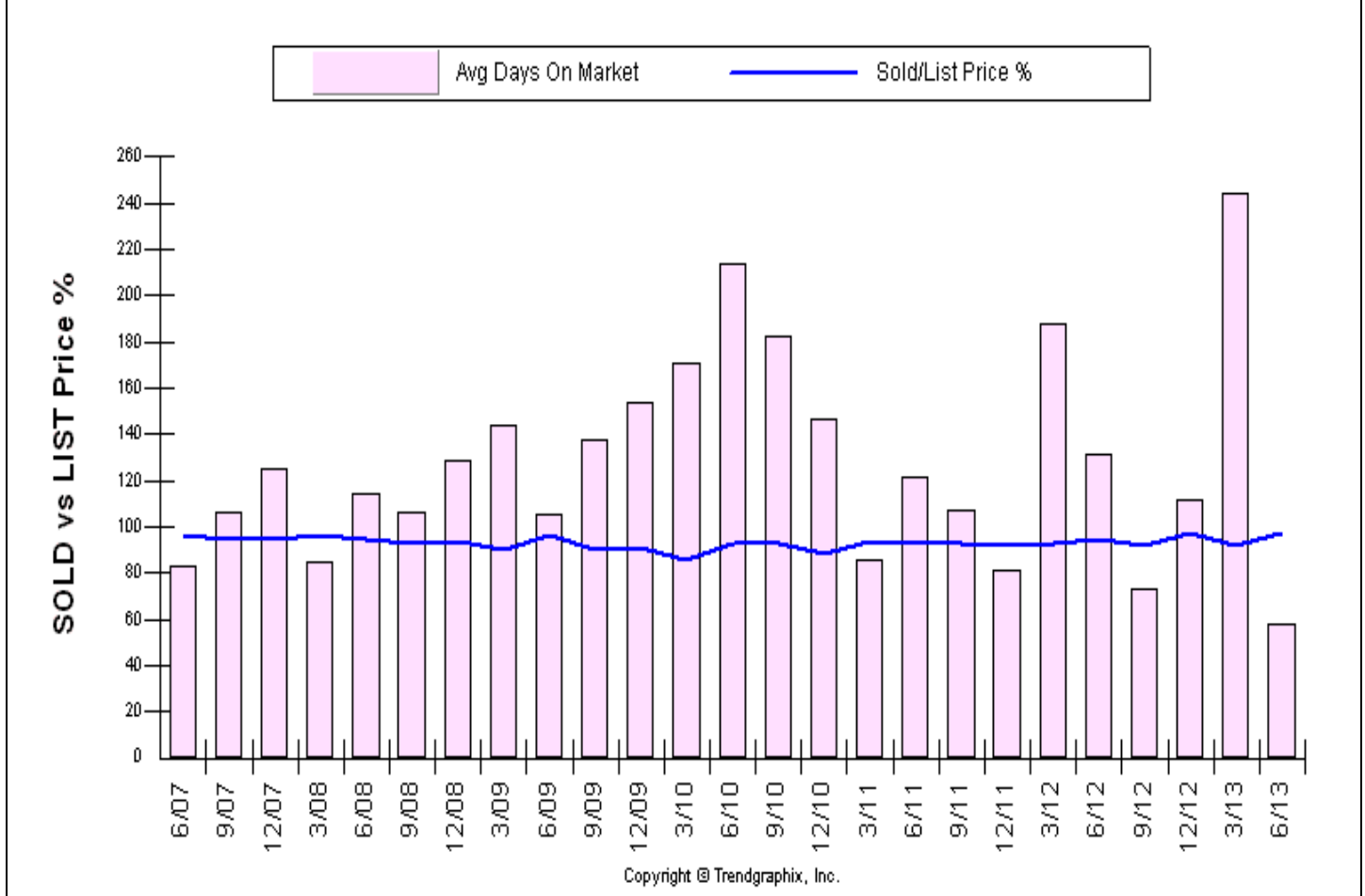
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0 - No Limit

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	244	58	-76.2% ↓	131	58	-55.7% ↓	83	58	-30.1% ↓
Sold/List Diff. %	92	97	5.4% ↑	95	97	2.1% ↑	96	97	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
For Sale	88	80	61	48	72	84	62	66	91	94	71	63	86	83	60	52	84	76	56	40	56	58	41	30	47
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Mon of Inv. on Sold	8.8	8	10.2	9.6	10.3	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
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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

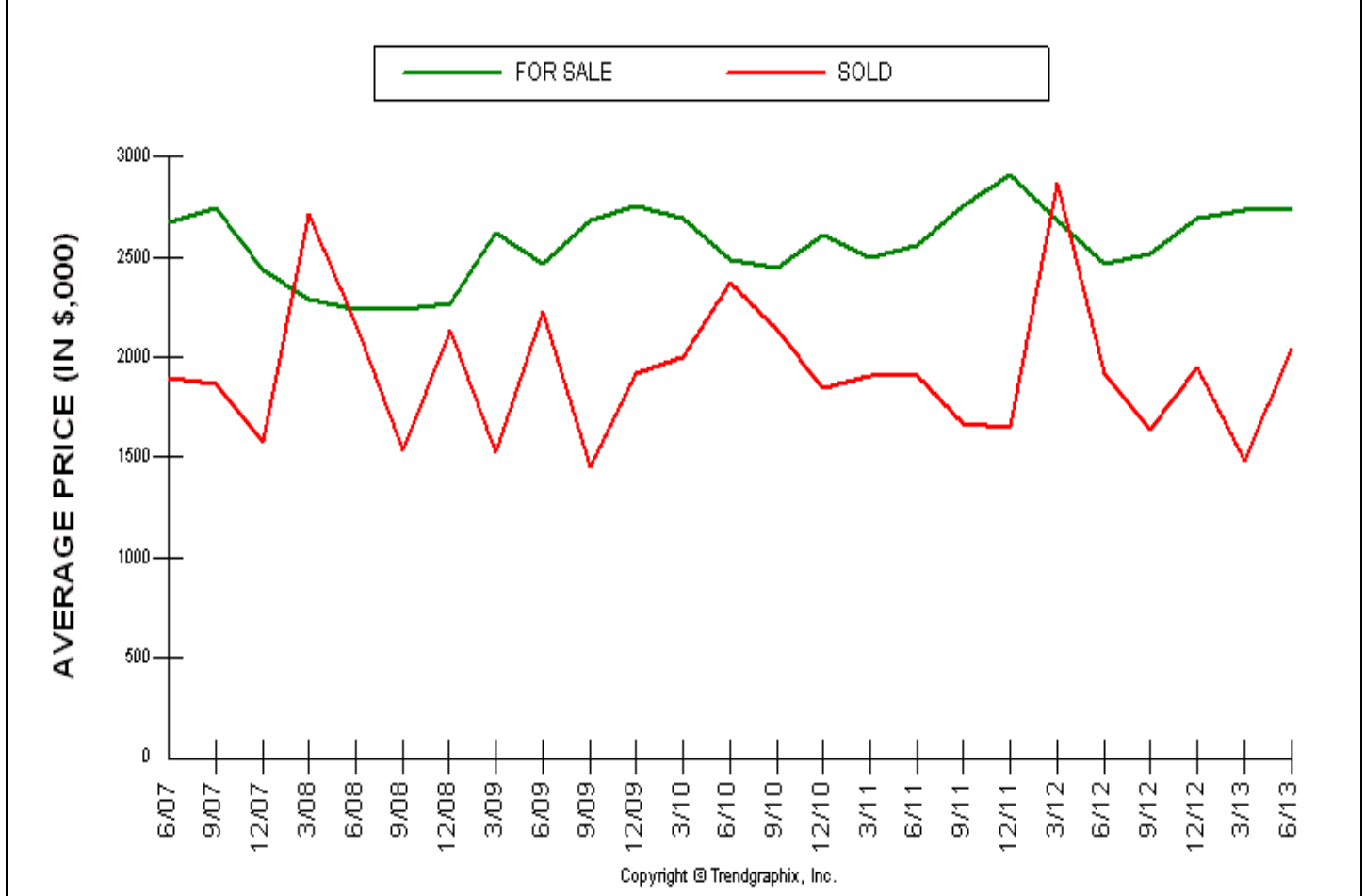
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All Residential Prop - All Properties

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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	2740	2744	0.1% ↑	2465	2744	11.3% ↑	2675	2744	2.6% ↑
Avg. Sold Price	1481	2042	37.9% ↑	1919	2042	6.4% ↑	1900	2042	7.5% ↑

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	88	80	61	48	72	84	62	66	91	94	71	63	86	83	60	52	84	76	56	40	56	58	41	30	47	
New Listing	28	12	9	12	21	16	5	14	22	13	7	11	16	11	4	12	18	9	6	10	18	12	5	10	22	
Sold	10	10	6	5	7	6	3	1	6	6	4	3	4	6	3	3	7	6	4	4	8	7	7	4	13	
Pended	12	9	5	5	7	4	4	1	8	4	4	3	6	5	3	4	7	6	3	5	9	11	2	5	15	
Mon of Inv. on Sold	8.8	8	10.2	9.6	10.3	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	
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Absorption Rt. on Sold (%)	11.4	12.5	9.8	10.4	9.7	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	
Absorption Rt. on Pended (%)	13.6	11.3	8.2	10.4	9.7	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	31.9	
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Months of Inventory based on Closed Sales - Last 6 years (Quarterly)

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

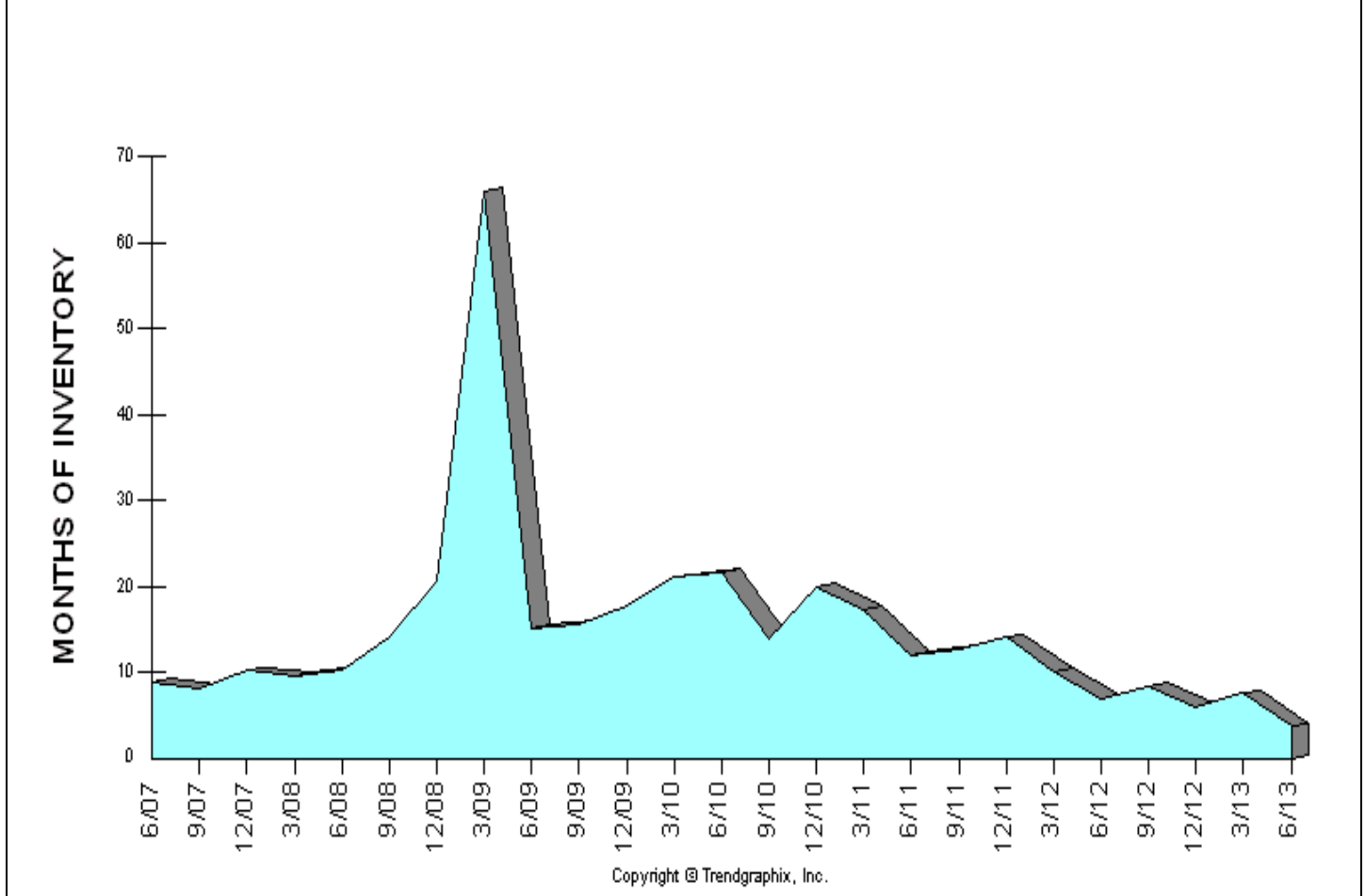
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Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms:

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
	7.5	3.6	-52% ↓	7	3.6	-48.6% ↓	8.8	3.6	-59.1% ↓

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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Sold	10	10	6	5	7	6	3	1	6	6	4	3	4	6	3	3	7	6	4	4	8	7	7	4	13
Pended	12	9	5	5	7	4	4	1	8	4	4	3	6	5	3	4	7	6	3	5	9	11	2	5	15
Mon of Inv. on Sold	8.8	8	10.2	9.6	10.3	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
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SP/OLP Diff. %	94	90	91	93	93	90	83	79	91	84	82	80	80	83	78	83	88	85	89	75	86	88	93	83	95
Median Price	1528	1720	1431	2118	2020	1336	1805	1450	1943	1420	1740	1768	1876	1592	1874	1694	1886	1515	1550	2335	1708	1403	1530	1412	1510

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

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