

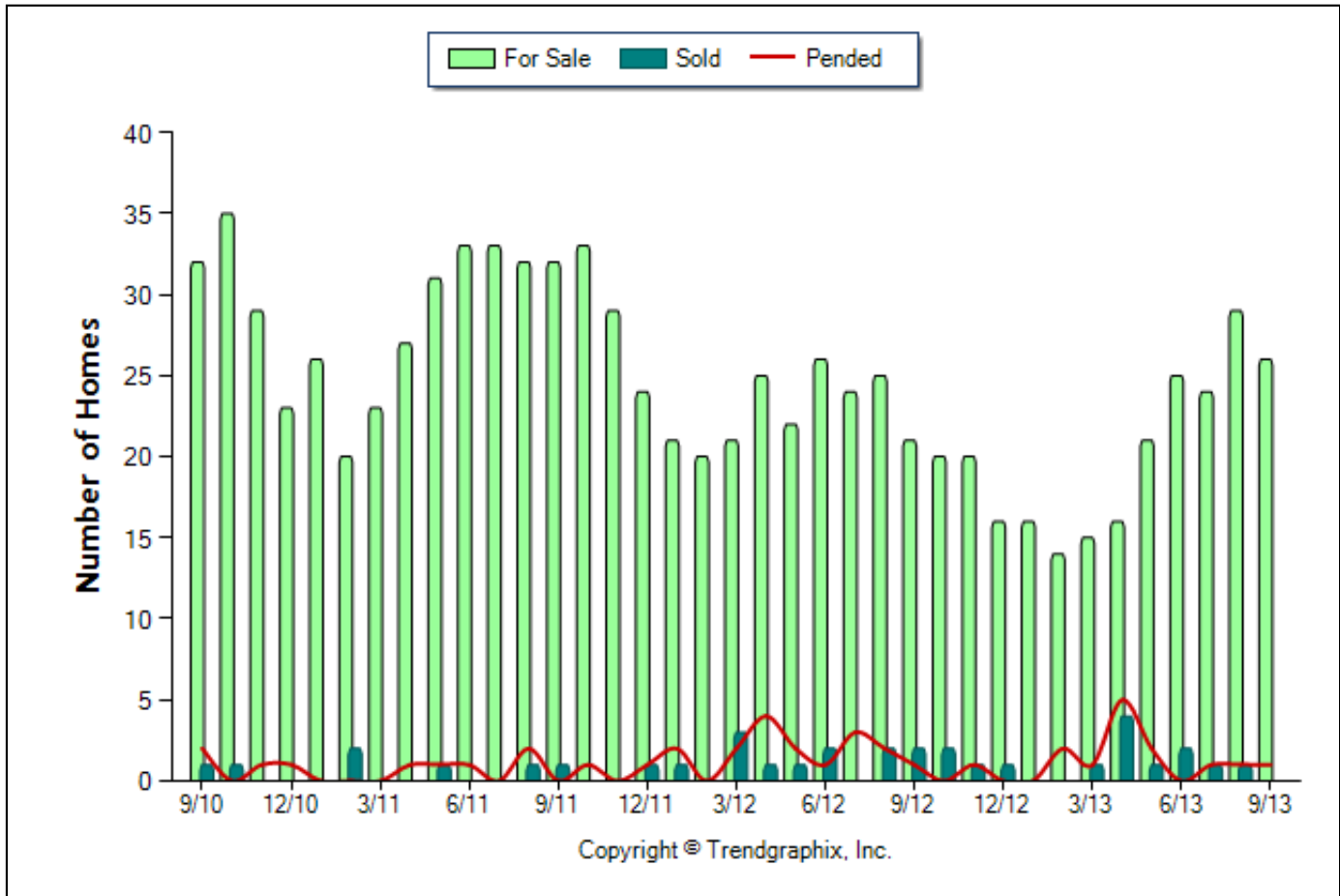
Location: Calistoga  
 Property Types: All SFH - All Properties  
 Price Range: \$1,000,000 - No Limit  
 Full Baths: 0 - No Limit

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 3 years)

Prepared for you by: Latife Hayson



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 3 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 2 Yrs Ago			Curnt vs. Same 12 Months 2 Yrs Ago		
	Sep. 13	Aug. 13	% Change	Sep. 13	Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 12 to Sep. 12	% Change	Sep. 13	Sep. 10	% Change	Oct. 12 to Sep. 13	Oct. 11 to Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 11 to Sep. 11	% Change	Oct. 12 to Sep. 13	Oct. 10 to Sep. 11	% Change
For Sale	26	29	-10.3% ▼	26	21	23.8% ▲	26	23	13% ▲	26	32	-18.7% ▼	20	24	-16.7% ▼	26	32	-18.7% ▼	20	29	-31% ▼
Sold	0	1	-100% ▼	0	2	-100% ▼	1	1	0%	0	1	-100% ▼	1	1	0%	1	1	0%	1	1	0%
Pended	1	1	0%	1	1	0%	1	2	-50% ▼	1	2	-50% ▼	1	2	-50% ▼	1	1	0%	1	1	0%

Date	9/10	11/10	1/11	3/11	5/11	7/11	9/11	11/11	1/12	3/12	5/12	7/12	9/12	11/12	1/13	3/13	5/13	7/13	9/13
For Sale	32	29	26	23	31	33	32	29	21	21	22	24	21	20	16	15	21	24	26
New Listing	6	1	2	2	5	1	2	1	2	3	2	2	2	1	2	5	8	2	2
Sold	1	0	0	0	1	0	1	0	1	3	1	0	2	1	0	1	1	1	0
Pended	2	1	0	0	1	0	0	0	2	2	2	3	1	1	0	1	2	1	1
Months of Inventory (Closed Sales)	32	N/A	N/A	N/A	31	N/A	32	N/A	21	7	22	N/A	10.5	20	N/A	15	21	24	N/A
Months of Inventory (Pended Sales)	16	29	N/A	N/A	31	N/A	N/A	N/A	10.5	10.5	11	8	21	20	N/A	15	10.5	24	26
Absorption Rate (Closed Sales) %	3.1	0	0	0	3.2	0	3.1	0	4.8	14.3	4.5	0	9.5	5	0	6.7	4.8	4.2	0
Absorption Rate (Pended Sales) %	6.3	3.4	0	0	3.2	0	0	0	9.5	9.5	9.1	12.5	4.8	5	0	6.7	9.5	4.2	3.8
Avg. Active Price	2618	2161	2150	2059	2479	2326	3587	3911	5000	4256	4796	5229	5203	5797	3483	3128	3673	3167	3425
Avg. Sold Price	4425	0	0	0	3400	0	1196	0	1550	1091	1150	0	1382	1500	0	2550	1100	2950	0
Avg. Sq. Ft. Price	623	0	0	0	1168	0	573	0	1147	478	958	0	500	718	0	671	453	1039	0
Sold/List Diff. %	90	0	0	0	97	0	75	0	97	91	96	0	71	100	0	85	94	98	0
Sold/Orig LP Diff. %	59	0	0	0	91	0	75	0	97	73	59	0	65	86	0	73	94	98	0
Days on Market	180	0	0	0	23	0	65	0	89	415	180	0	354	156	0	217	47	58	0
Median	4425	0	0	0	3400	0	1197	0	1550	1088	1150	0	1383	1500	0	2550	1100	2950	0

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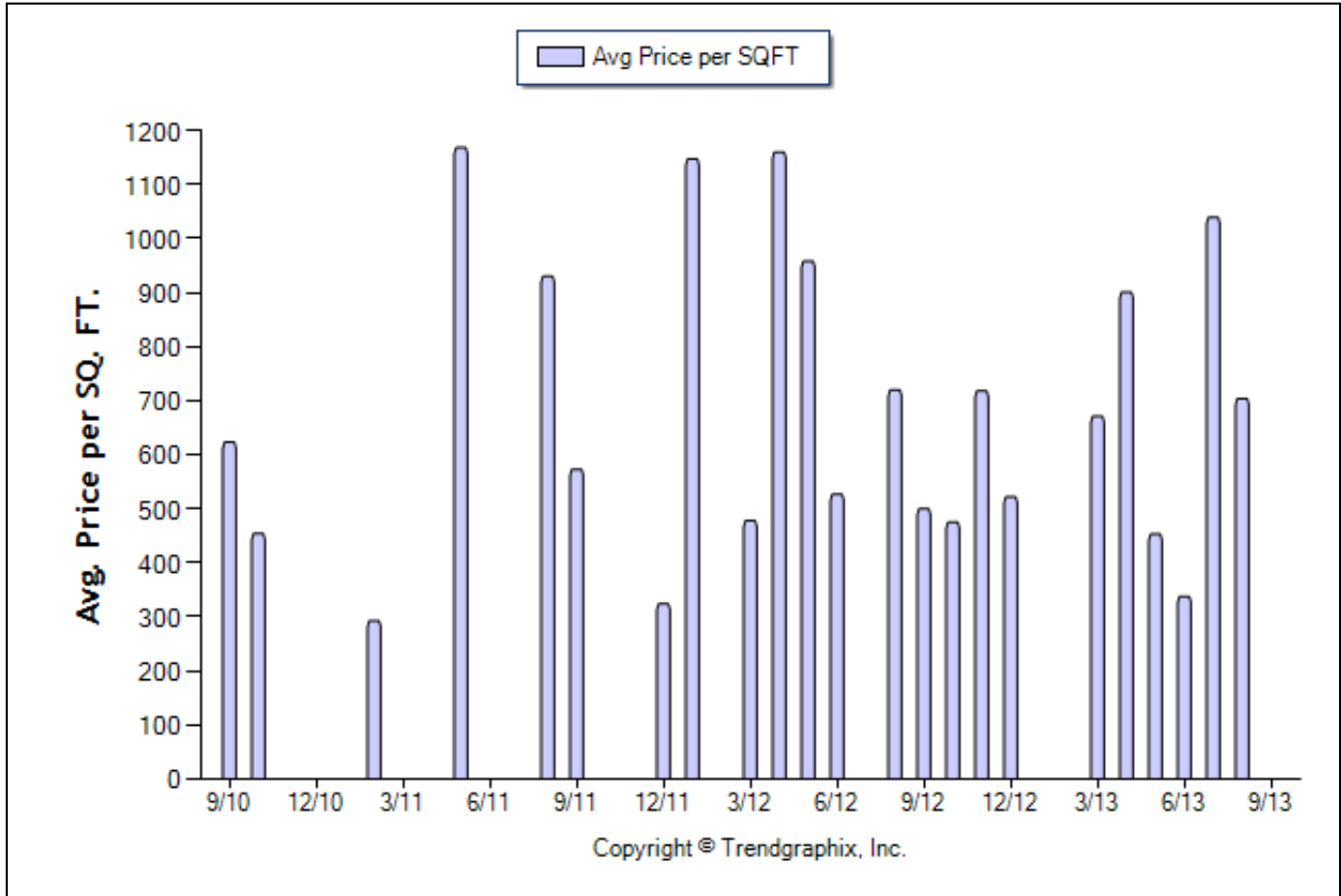
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 Property Types: All SFH - All Properties  
 Price Range: \$1,000,000 - No Limit  
 Full Baths: 0 - No Limit

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

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

**Average Price per SQFT (Last 3 years)**

Prepared for you by: Latife Hayson



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 3 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 2 Yrs Ago			Curnt vs. Same 12 Months 2 Yrs Ago		
	Sep. 13	Aug. 13	% Change	Sep. 13	Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 12 to Sep. 12	% Change	Sep. 13	Sep. 10	% Change	Oct. 12 to Sep. 13	Oct. 11 to Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 11 to Sep. 11	% Change	Oct. 12 to Sep. 13	Oct. 10 to Sep. 11	% Change
Avg. Sq. Ft. Price	0	704	-100% ▼	0	500.4	-100% ▼	871.8	610	42.9% ▲	0	623.2	-100% ▼	666.7	655.2	1.8% ▲	871.8	751.5	16% ▲	666.7	618.5	7.8% ▲

Date	9/10	11/10	1/11	3/11	5/11	7/11	9/11	11/11	1/12	3/12	5/12	7/12	9/12	11/12	1/13	3/13	5/13	7/13	9/13
For Sale	32	29	26	23	31	33	32	29	21	21	22	24	21	20	16	15	21	24	26
New Listing	6	1	2	2	5	1	2	1	2	3	2	2	2	1	2	5	8	2	2
Sold	1	0	0	0	1	0	1	0	1	3	1	0	2	1	0	1	1	1	0
Pended	2	1	0	0	1	0	0	0	2	2	2	3	1	1	0	1	2	1	1
Months of Inventory (Closed Sales)	32	N/A	N/A	N/A	31	N/A	32	N/A	21	7	22	N/A	10.5	20	N/A	15	21	24	N/A
Months of Inventory (Pended Sales)	16	29	N/A	N/A	31	N/A	N/A	N/A	10.5	10.5	11	8	21	20	N/A	15	10.5	24	26
Absorption Rate (Closed Sales) %	3.1	0	0	0	3.2	0	3.1	0	4.8	14.3	4.5	0	9.5	5	0	6.7	4.8	4.2	0
Absorption Rate (Pended Sales) %	6.3	3.4	0	0	3.2	0	0	0	9.5	9.5	9.1	12.5	4.8	5	0	6.7	9.5	4.2	3.8
Avg. Active Price	2618	2161	2150	2059	2479	2326	3587	3911	5000	4256	4796	5229	5203	5797	3483	3128	3673	3167	3425
Avg. Sold Price	4425	0	0	0	3400	0	1196	0	1550	1091	1150	0	1382	1500	0	2550	1100	2950	0
Avg. Sq. Ft. Price	623	0	0	0	1168	0	573	0	1147	478	958	0	500	718	0	671	453	1039	0
Sold/List Diff. %	90	0	0	0	97	0	75	0	97	91	96	0	71	100	0	85	94	98	0
Sold/Orig LP Diff. %	59	0	0	0	91	0	75	0	97	73	59	0	65	86	0	73	94	98	0
Days on Market	180	0	0	0	23	0	65	0	89	415	180	0	354	156	0	217	47	58	0
Median	4425	0	0	0	3400	0	1197	0	1550	1088	1150	0	1383	1500	0	2550	1100	2950	0

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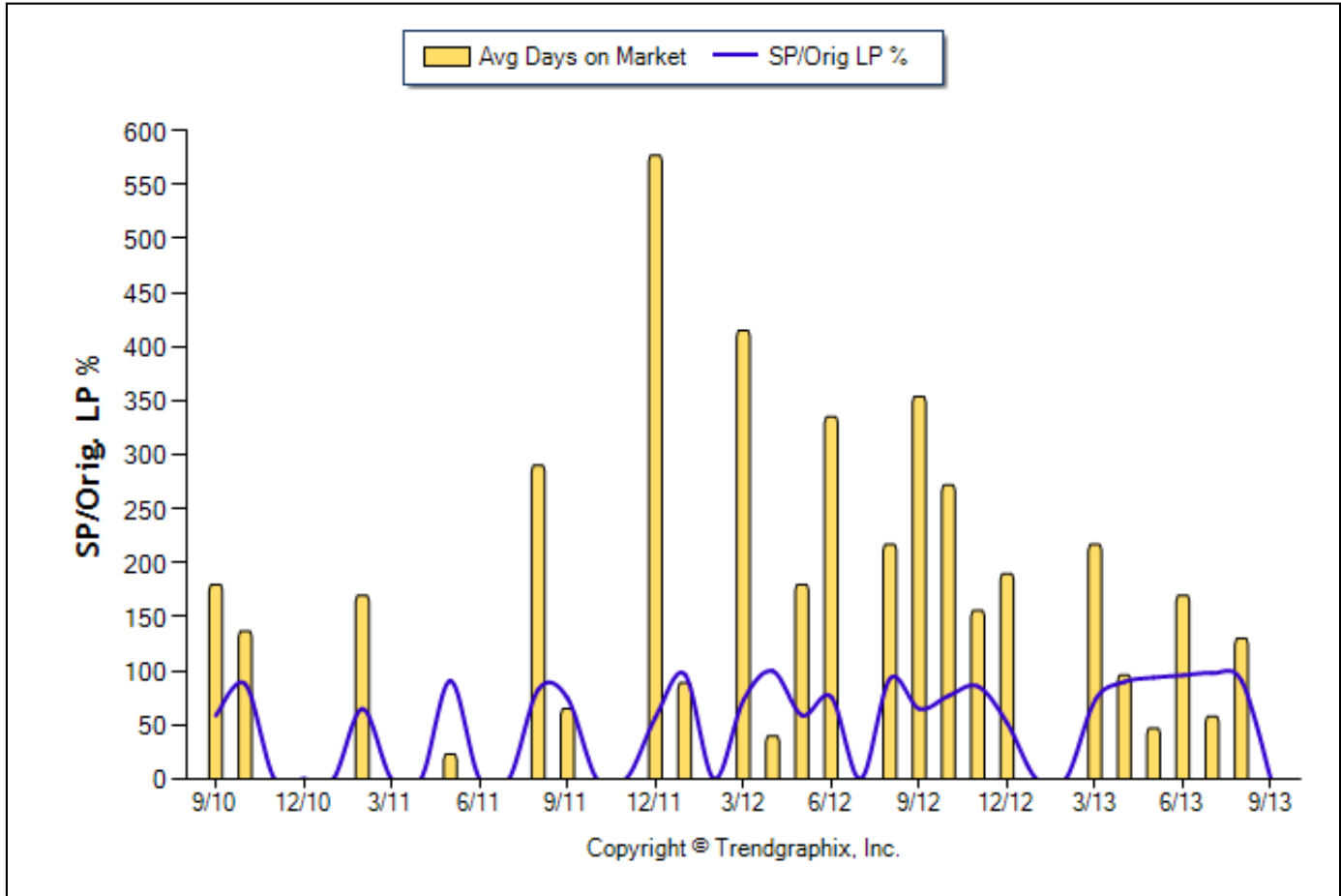
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 Half Baths: 0 - No Limit

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

**Avg Days On Market & SP/Orig LP % (Last 3 years)**

Prepared for you by: Latife Hayson



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 3 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 2 Yrs Ago			Curnt vs. Same 12 Months 2 Yrs Ago		
	Sep. 13	Aug. 13	% Change	Sep. 13	Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 12 to Sep. 12	% Change	Sep. 13	Sep. 10	% Change	Oct. 12 to Sep. 13	Oct. 11 to Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 11 to Sep. 11	% Change	Oct. 12 to Sep. 13	Oct. 10 to Sep. 11	% Change
Days on Market	0	130	-100% ▼	0	354	-100% ▼	94	286	-67.1% ▼	0	180	-100% ▼	148	303	-51.2% ▼	94	178	-47.2% ▼	148	143	3.5% ▲
Sold/Orig LP Diff. %	0	91	-100% ▼	0	65	-100% ▼	95	79	20.3% ▲	0	59	-100% ▼	86	77	11.7% ▲	95	79	20.3% ▲	86	78	10.3% ▲

Date	9/10	11/10	1/11	3/11	5/11	7/11	9/11	11/11	1/12	3/12	5/12	7/12	9/12	11/12	1/13	3/13	5/13	7/13	9/13
For Sale	32	29	26	23	31	33	32	29	21	21	22	24	21	20	16	15	21	24	26
New Listing	6	1	2	2	5	1	2	1	2	3	2	2	2	1	2	5	8	2	2
Sold	1	0	0	0	1	0	1	0	1	3	1	0	2	1	0	1	1	1	0
Pended	2	1	0	0	1	0	0	0	2	2	2	3	1	1	0	1	2	1	1
Months of Inventory (Closed Sales)	32	N/A	N/A	N/A	31	N/A	32	N/A	21	7	22	N/A	10.5	20	N/A	15	21	24	N/A
Months of Inventory (Pended Sales)	16	29	N/A	N/A	31	N/A	N/A	N/A	10.5	10.5	11	8	21	20	N/A	15	10.5	24	26
Absorption Rate (Closed Sales) %	3.1	0	0	0	3.2	0	3.1	0	4.8	14.3	4.5	0	9.5	5	0	6.7	4.8	4.2	0
Absorption Rate (Pended Sales) %	6.3	3.4	0	0	3.2	0	0	0	9.5	9.5	9.1	12.5	4.8	5	0	6.7	9.5	4.2	3.8
Avg. Active Price	2618	2161	2150	2059	2479	2326	3587	3911	5000	4256	4796	5229	5203	5797	3483	3128	3673	3167	3425
Avg. Sold Price	4425	0	0	0	3400	0	1196	0	1550	1091	1150	0	1382	1500	0	2550	1100	2950	0
Avg. Sq. Ft. Price	623	0	0	0	1168	0	573	0	1147	478	958	0	500	718	0	671	453	1039	0
Sold/List Diff. %	90	0	0	0	97	0	75	0	97	91	96	0	71	100	0	85	94	98	0
Sold/Orig LP Diff. %	59	0	0	0	91	0	75	0	97	73	59	0	65	86	0	73	94	98	0
Days on Market	180	0	0	0	23	0	65	0	89	415	180	0	354	156	0	217	47	58	0
Median	4425	0	0	0	3400	0	1197	0	1550	1088	1150	0	1383	1500	0	2550	1100	2950	0

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 Half Baths: 0 - No Limit

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

**Average Price of For Sale and Sold (Last 3 years)**

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	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 3 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 2 Yrs Ago			Curnt vs. Same 12 Months 2 Yrs Ago		
	Sep. 13	Aug. 13	% Change	Sep. 13	Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 12 to Sep. 12	% Change	Sep. 13	Sep. 10	% Change	Oct. 12 to Sep. 13	Oct. 11 to Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 11 to Sep. 11	% Change	Oct. 12 to Sep. 13	Oct. 10 to Sep. 11	% Change
Avg. Active Price	3425	3401	0.7% ▲	3425	5203	-34.2% ▼	3338	5147	-35.1% ▼	3425	2618	30.8% ▲	3900	4576	-14.8% ▼	3338	3118	7.1% ▲	3900	2529	54.2% ▲
Avg. Sold Price	0	3052	-100% ▼	0	1382	-100% ▼	3001	1666	80.1% ▲	0	4425	-100% ▼	2225	1570	41.7% ▲	3001	1578	90.2% ▲	2225	1726	28.9% ▲

Date	9/10	11/10	1/11	3/11	5/11	7/11	9/11	11/11	1/12	3/12	5/12	7/12	9/12	11/12	1/13	3/13	5/13	7/13	9/13
For Sale	32	29	26	23	31	33	32	29	21	21	22	24	21	20	16	15	21	24	26
New Listing	6	1	2	2	5	1	2	1	2	3	2	2	2	1	2	5	8	2	2
Sold	1	0	0	0	1	0	1	0	1	3	1	0	2	1	0	1	1	1	0
Pended	2	1	0	0	1	0	0	0	2	2	2	3	1	1	0	1	2	1	1
Months of Inventory (Closed Sales)	32	N/A	N/A	N/A	31	N/A	32	N/A	21	7	22	N/A	10.5	20	N/A	15	21	24	N/A
Months of Inventory (Pended Sales)	16	29	N/A	N/A	31	N/A	N/A	N/A	10.5	10.5	11	8	21	20	N/A	15	10.5	24	26
Absorption Rate (Closed Sales) %	3.1	0	0	0	3.2	0	3.1	0	4.8	14.3	4.5	0	9.5	5	0	6.7	4.8	4.2	0
Absorption Rate (Pended Sales) %	6.3	3.4	0	0	3.2	0	0	0	9.5	9.5	9.1	12.5	4.8	5	0	6.7	9.5	4.2	3.8
Avg. Active Price	2618	2161	2150	2059	2479	2326	3587	3911	5000	4256	4796	5229	5203	5797	3483	3128	3673	3167	3425
Avg. Sold Price	4425	0	0	0	3400	0	1196	0	1550	1091	1150	0	1382	1500	0	2550	1100	2950	0
Avg. Sq. Ft. Price	623	0	0	0	1168	0	573	0	1147	478	958	0	500	718	0	671	453	1039	0
Sold/List Diff. %	90	0	0	0	97	0	75	0	97	91	96	0	71	100	0	85	94	98	0
Sold/Orig LP Diff. %	59	0	0	0	91	0	75	0	97	73	59	0	65	86	0	73	94	98	0
Days on Market	180	0	0	0	23	0	65	0	89	415	180	0	354	156	0	217	47	58	0
Median	4425	0	0	0	3400	0	1197	0	1550	1088	1150	0	1383	1500	0	2550	1100	2950	0

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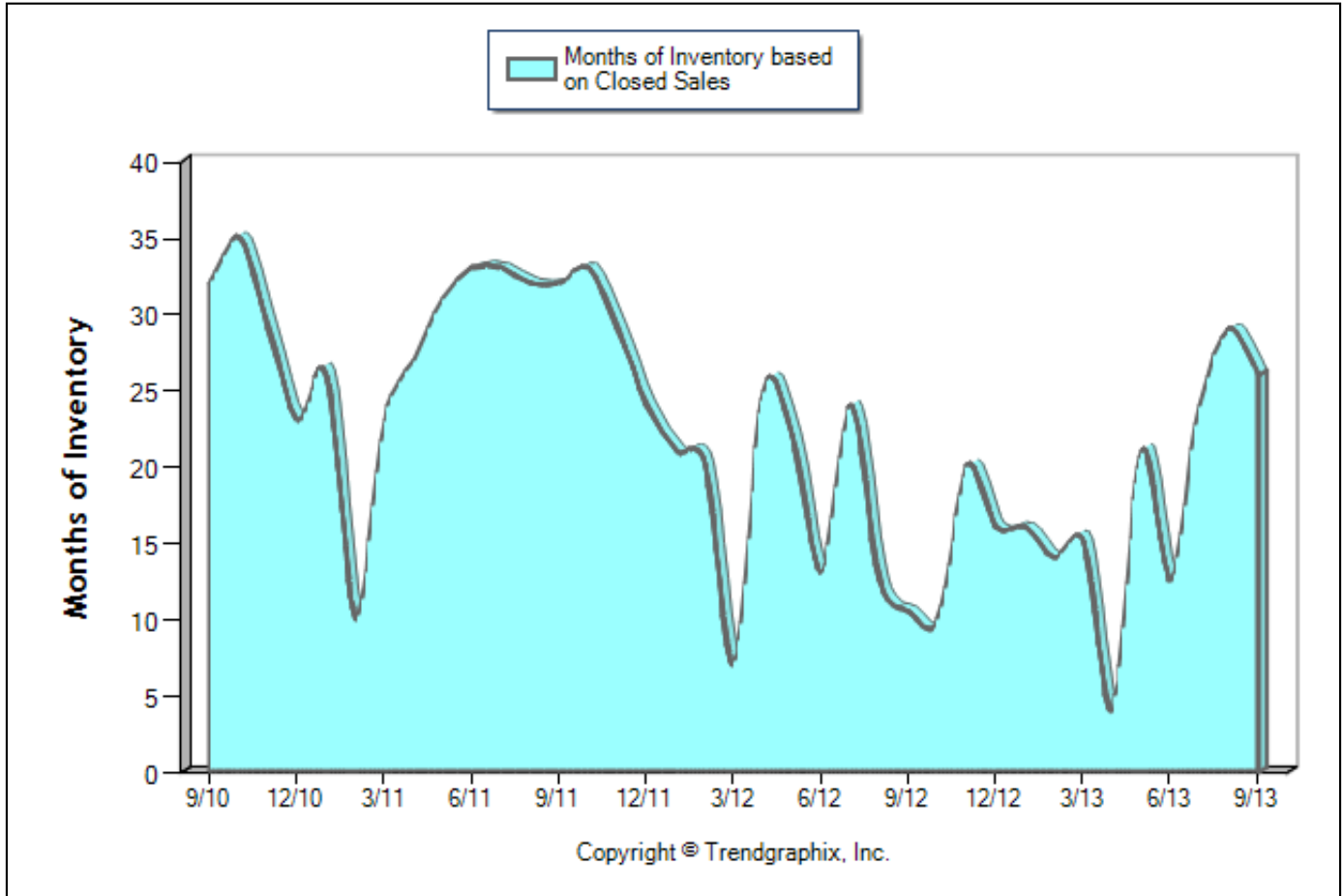
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**Months of Inventory Based on Closed Sales (Last 3 years)**

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	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago			Curnt vs. Same Month 3 Yrs Ago			Curnt vs. Same 12 Months 1 Yr Ago			Curnt vs. Same Qtr 2 Yrs Ago			Curnt vs. Same 12 Months 2 Yrs Ago		
	Sep. 13	Aug. 13	% Change	Sep. 13	Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 12 to Sep. 12	% Change	Sep. 13	Sep. 10	% Change	Oct. 12 to Sep. 13	Oct. 11 to Sep. 12	% Change	Jul. 13 to Sep. 13	Jul. 11 to Sep. 11	% Change	Oct. 12 to Sep. 13	Oct. 10 to Sep. 11	% Change
Months of Inventory (Closed Sales)	N/A	29	N/A	N/A	11	N/A	26	23	13% ▲	N/A	32	N/A	20	24	-16.7% ▼	26	32	-18.7% ▼	20	29	-31% ▼

Date	9/10	11/10	1/11	3/11	5/11	7/11	9/11	11/11	1/12	3/12	5/12	7/12	9/12	11/12	1/13	3/13	5/13	7/13	9/13
For Sale	32	29	26	23	31	33	32	29	21	21	22	24	21	20	16	15	21	24	26
New Listing	6	1	2	2	5	1	2	1	2	3	2	2	2	2	1	2	5	8	2
Sold	1	0	0	0	1	0	1	0	1	3	1	0	2	1	0	1	1	1	0
Pended	2	1	0	0	1	0	0	0	2	2	2	3	1	1	0	1	2	1	1
Months of Inventory (Closed Sales)	32	N/A	N/A	N/A	31	N/A	32	N/A	21	7	22	N/A	10.5	20	N/A	15	21	24	N/A
Months of Inventory (Pended Sales)	16	29	N/A	N/A	31	N/A	N/A	N/A	10.5	10.5	11	8	21	20	N/A	15	10.5	24	26
Absorption Rate (Closed Sales) %	3.1	0	0	0	3.2	0	3.1	0	4.8	14.3	4.5	0	9.5	5	0	6.7	4.8	4.2	0
Absorption Rate (Pended Sales) %	6.3	3.4	0	0	3.2	0	0	0	9.5	9.5	9.1	12.5	4.8	5	0	6.7	9.5	4.2	3.8
Avg. Active Price	2618	2161	2150	2059	2479	2326	3587	3911	5000	4256	4796	5229	5203	5797	3483	3128	3673	3167	3425
Avg. Sold Price	4425	0	0	0	3400	0	1196	0	1550	1091	1150	0	1382	1500	0	2550	1100	2950	0
Avg. Sq. Ft. Price	623	0	0	0	1168	0	573	0	1147	478	958	0	500	718	0	671	453	1039	0
Sold/List Diff. %	90	0	0	0	97	0	75	0	97	91	96	0	71	100	0	85	94	98	0
Sold/Orig LP Diff. %	59	0	0	0	91	0	75	0	97	73	59	0	65	86	0	73	94	98	0
Days on Market	180	0	0	0	23	0	65	0	89	415	180	0	354	156	0	217	47	58	0
Median	4425	0	0	0	3400	0	1197	0	1550	1088	1150	0	1383	1500	0	2550	1100	2950	0

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