

SONOMA

MONTHLY MARKET UPDATE

JULY 31, 2012



A Member Of Real Living

Select Cities of Sonoma County

Residential Statistics (incl condos)
July 31, 2012

City	Total	Number In Contract	Percent in Contract*
Sonoma	217	101	47%
Glen Ellen	30	10	33%
Kenwood	24	10	42%
Santa Rosa	800	535	67%
Petaluma	249	171	69%
Rohnert Park	115	90	78%
Healdsburg	116	36	31%
Sebastopol	116	44	38%
Total	1667	997	60%

Sonoma Valley Market Update by Price

All Residential (incl condos, single family & farms/ranches)
July 31, 2012
Includes only Sonoma, Glen Ellen & Kenwood

Price	Total	Number In Contract	Percent in Contract*
\$100,001-\$500,000	117	73	62%
\$500,001-\$750,000	40	16	40%
\$750,001-\$1,000,000	34	14	40%
\$1,000,001-\$1,500,000	29	11	38%
\$1,500,001-\$2,000,000	20	4	20%
\$2,000,001-\$2,500,000	6	1	17%
\$2,500,001-\$3,000,000	7	3	43%
\$3,000,001-\$4,000,000	9	0	0%
\$4,000,001 and up	8	0	0%
Total	270	122	45%

Select Cities with Homes Priced over \$1,000,000

All Residential (incl condos, single family & farms/ranches)
July 31, 2012

City	Total	Number In Contract	Percent in Contract*
Sonoma	57	16	28%
Glen Ellen	11	2	18%
Kenwood	11	1	9%
Santa Rosa	59	11	19%
Petaluma	22	6	27%
Rohnert Park	0	0	0%
Healdsburg	35	5	14%
Sebastopol	22	2	9%
Total	217	43	20%

Select Cities with Homes Priced under \$1,000,000

All Residential (incl condos, single family & farms/ranches)
July 31, 2012

City	Total	Number In Contract	Percent in Contract*
Sonoma	159	86	54%
Glen Ellen	19	8	42%
Kenwood	13	9	69%
Santa Rosa	741	524	71%
Petaluma	227	165	73%
Rohnert Park	115	90	78%
Healdsburg	82	31	38%
Sebastopol	93	42	45%
Total	1449	955	66%

Over 35% in contract is usually indicative of a sellers' market. Under 25% in contract is usually indicative of a buyer's market. 25%-35% in contract indicates a balanced market.

Charts represent information gathered from MLS statistics at a specific point in time.