Sonoma Monthly Market Update

As of January 31, 2012

| Select Cities of Sonoma County Residential Statistics (incl condos) | | | | Sonoma Valley Market Update by Price All Residential (incl condos, single family & farms/ranches) | | | |
|---|---|---|--|--|---|--|--|
| | | | | Includes only | Sonoma, (| Glen Ellen & Ken | wood |
| | | Nie weer in die die | Demonstria | | | Number In | Percent in |
| 0.1 | . | Number In | Percent in | Price | <u>Tota</u> | al <u>Contract</u> | Contract* |
| <u>City</u> | <u>Total</u> | <u>Contract</u> | <u>Contract*</u> | | | | 500/ |
| | 477 | 70 | 100/ | \$100,001-\$500,000 | 111 | | 50% |
| Sonoma | 177 | 70 | 40% | \$500 <mark>,001-\$7</mark> 50,000 | 25 | | 20% |
| Glen Ellen | 23 | 5 | 22% | \$750,001-\$1,000,000 | | | 20% |
| Kenwood | 12 | 2 | 17% | \$1,000,001- <mark>\$1</mark> ,500,0 | | | 33% |
| Santa Rosa | 780 | 450 | 58% | \$1,500,001-\$2,000,00 | | 4 | 22% |
| Petaluma | 233 | 135 | 58% | \$2,000,001-\$2,500,0 | 00 7 | 2 | 29% |
| Rohnert Park | 130 | 89 | 68% | \$2,500,001-\$3,000,0 | 00 3 | 1 | 33% |
| Healdsburg | 91 | 26 | 29% | \$3,000,001- \$4, 000,0 | 8 00 | 2 | 25% |
| Sebastopol | 84 | 30 | 36% | \$4,000,001 and up | 7 | 1 | 14% |
| Total | 1530 | 807 | 53% | Fotal | 223 | 3 83 | 37% |
| Select Cities with Homes Priced under \$1,000,000 | | | | Select Cities with Homes Priced over \$1,000,000 All Residential (incl condos, single family & farms/ranches) | | | |
| All Residential (incl condos, single family & farms/ranches) | | | | | | | |
| | (incl condos, | single family & far | ms/ranches) | All Residential (I | nci condos, | single family & fam | ms/ranches) |
| | (inci condos, | single family & far | ms/ranches) | | nei condos, | single family & fam | ns/ranches) |
| | (incl condos, | single family & far Number In | | | | Number In | Percent in |
| City | (inci condos, | | ms/ranches) <u>Percent in</u> Contract* | <u>City</u> | <u>Total</u> | | |
| <u>City</u> Sonoma | | Number In | Percent in | <u>City</u> | Total | Number In Contract | Percent in Contract* |
| | <u>Total</u> | Number In Contract | Percent in Contract* | <u>City</u> Sonoma | <u>Total</u> 33 | Number In Contract 9 | Percent in Contract* 27% |
| Sonoma | <u>Total</u> 144 | Number In Contract 61 | Percent in Contract* 42% | <u>City</u> Sonoma Glen Ellen | <u>Total</u> 33 7 | Number In Contract 9 0 | Percent in Contract* 27% 0% |
| Sonoma Glen Ellen Kenwood | <u>Total</u> 144 16 | Number In Contract 61 5 | Percent in Contract* 42% 31% | <u>City</u> Sonoma Glen Ellen Kenwood | <u>Total</u> 33 7 7 | Number In Contract 9 0 0 | Percent in Contract* 27% 0% 0% |
| Sonoma Glen Ellen | <u>Total</u> 144 16 5 | Number In Contract 61 5 2 | Percent in Contract* 42% 31% 40% | <u>City</u> Sonoma Glen Ellen Kenwood Rohnert Park | <u>Total</u> 33 7 7 0 | Number In Contract 9 0 0 0 0 | Percent in Contract* 27% 0% 0% 0% |
| Sonoma Glen Ellen Kenwood Rohnert Park Petaluma | <u>Total</u> 144 16 5 130 220 | Number In Contract 61 5 2 89 134 | Percent in Contract* 42% 31% 40% 68% 61% | <u>City</u> Sonoma Glen Ellen Kenwood Rohnert Park Petaluma | <u>Total</u> 33 7 7 0 13 | Number In Contract 9 0 0 0 0 1 | Percent in Contract* 27% 0% 0% 0% 0% 8% |
| Sonoma Glen Ellen Kenwood Rohnert Park Petaluma Santa Rosa | <u>Total</u> 144 16 5 130 220 736 | Number In Contract 61 5 2 89 134 442 | Percent in Contract* 42% 31% 40% 68% 61% 60% | <u>City</u> Sonoma Glen Ellen Kenwood Rohnert Park Petaluma Santa Rosa | <u>Total</u> 33 7 7 0 13 44 | Number In Contract 9 0 0 0 0 1 8 | Percent in Contract* 27% 0% 0% 0% 0% 8% 18% |
| Sonoma Glen Ellen Kenwood Rohnert Park Petaluma Santa Rosa Sebastopol | <u>Total</u> 144 16 5 130 220 736 74 | Number In Contract 61 5 2 89 134 442 29 | Percent in Contract* 42% 31% 40% 68% 61% 60% 39% | <u>City</u> Sonoma Glen Ellen Kenwood Rohnert Park Petaluma Santa Rosa Sebastopol | <u>Total</u> 33 7 7 0 13 44 10 | Number In Contract 9 0 0 0 0 1 8 8 1 | Percent in Contract* 27% 0% 0% 0% 0% 8% 18% 10% |
| Sonoma Glen Ellen Kenwood Rohnert Park Petaluma Santa Rosa | <u>Total</u> 144 16 5 130 220 736 | Number In Contract 61 5 2 89 134 442 | Percent in Contract* 42% 31% 40% 68% 61% 60% | <u>City</u> Sonoma Glen Ellen Kenwood Rohnert Park Petaluma Santa Rosa | <u>Total</u> 33 7 7 0 13 44 | Number In Contract 9 0 0 0 0 1 8 | Percent in Contract* 27% 0% 0% 0% 0% 8% 18% |

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

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

