## Sonoma Monthly Market Update

## As of January 31, 2012

| Select Cities of Sonoma County<br>Residential Statistics (incl condos)                  |   |   |  | Sonoma Valley Market Update by Price<br>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   | <b>.</b>  | 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- <b>\$4,</b> 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<br>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<br>Number In                                |  |  |   | Number In  | Percent in   |
| City  | (inci condos,   |   | ms/ranches)<br><u>Percent in</u><br>Contract*                            | <u>City</u>  | <u>Total</u>  |  |  |
| <u>City</u><br>Sonoma   |   | Number In   | Percent in   | <u>City</u>  | Total   | Number In<br>Contract  | Percent in<br>Contract*  |
|   | <u>Total</u>  | Number In<br>Contract   | Percent in<br>Contract*  | <u>City</u><br>Sonoma  | <u>Total</u><br>33                                  | Number In<br>Contract<br>9   | Percent in<br>Contract*<br>27%   |
| Sonoma  | <u>Total</u><br>144                                       | Number In<br>Contract<br>61                                     | Percent in<br>Contract*<br>42%   | <u>City</u><br>Sonoma<br>Glen Ellen  | <u>Total</u><br>33<br>7                             | Number In<br>Contract<br>9<br>0                                    | Percent in<br>Contract*<br>27%<br>0%                                       |
| Sonoma<br>Glen Ellen<br>Kenwood   | <u>Total</u><br>144<br>16                                 | Number In<br>Contract<br>61<br>5                                | Percent in<br>Contract*<br>42%<br>31%                                    | <u>City</u><br>Sonoma<br>Glen Ellen<br>Kenwood   | <u>Total</u><br>33<br>7<br>7                        | Number In<br>Contract<br>9<br>0<br>0                               | Percent in<br>Contract*<br>27%<br>0%<br>0%                                 |
| Sonoma<br>Glen Ellen  | <u>Total</u><br>144<br>16<br>5                            | Number In<br>Contract<br>61<br>5<br>2                           | Percent in<br>Contract*<br>42%<br>31%<br>40%                             | <u>City</u><br>Sonoma<br>Glen Ellen<br>Kenwood<br>Rohnert Park   | <u>Total</u><br>33<br>7<br>7<br>0                   | Number In<br>Contract<br>9<br>0<br>0<br>0<br>0                     | Percent in<br>Contract*<br>27%<br>0%<br>0%<br>0%                           |
| Sonoma<br>Glen Ellen<br>Kenwood<br>Rohnert Park<br>Petaluma                             | <u>Total</u><br>144<br>16<br>5<br>130<br>220              | Number In<br>Contract<br>61<br>5<br>2<br>89<br>134              | Percent in<br>Contract*<br>42%<br>31%<br>40%<br>68%<br>61%               | <u>City</u><br>Sonoma<br>Glen Ellen<br>Kenwood<br>Rohnert Park<br>Petaluma                                       | <u>Total</u><br>33<br>7<br>7<br>0<br>13             | Number In<br>Contract<br>9<br>0<br>0<br>0<br>0<br>1                | Percent in<br>Contract*<br>27%<br>0%<br>0%<br>0%<br>0%<br>8%               |
| Sonoma<br>Glen Ellen<br>Kenwood<br>Rohnert Park<br>Petaluma<br>Santa Rosa               | <u>Total</u><br>144<br>16<br>5<br>130<br>220<br>736       | Number In<br>Contract<br>61<br>5<br>2<br>89<br>134<br>442       | Percent in<br>Contract*<br>42%<br>31%<br>40%<br>68%<br>61%<br>60%        | <u>City</u><br>Sonoma<br>Glen Ellen<br>Kenwood<br>Rohnert Park<br>Petaluma<br>Santa Rosa                         | <u>Total</u><br>33<br>7<br>7<br>0<br>13<br>44       | Number In<br>Contract<br>9<br>0<br>0<br>0<br>0<br>1<br>8           | Percent in<br>Contract*<br>27%<br>0%<br>0%<br>0%<br>0%<br>8%<br>18%        |
| Sonoma<br>Glen Ellen<br>Kenwood<br>Rohnert Park<br>Petaluma<br>Santa Rosa<br>Sebastopol | <u>Total</u><br>144<br>16<br>5<br>130<br>220<br>736<br>74 | Number In<br>Contract<br>61<br>5<br>2<br>89<br>134<br>442<br>29 | Percent in<br>Contract*<br>42%<br>31%<br>40%<br>68%<br>61%<br>60%<br>39% | <u>City</u><br>Sonoma<br>Glen Ellen<br>Kenwood<br>Rohnert Park<br>Petaluma<br>Santa Rosa<br>Sebastopol           | <u>Total</u><br>33<br>7<br>7<br>0<br>13<br>44<br>10 | Number In<br>Contract<br>9<br>0<br>0<br>0<br>0<br>1<br>8<br>8<br>1 | Percent in<br>Contract*<br>27%<br>0%<br>0%<br>0%<br>0%<br>8%<br>18%<br>10% |
| Sonoma<br>Glen Ellen<br>Kenwood<br>Rohnert Park<br>Petaluma<br>Santa Rosa               | <u>Total</u><br>144<br>16<br>5<br>130<br>220<br>736       | Number In<br>Contract<br>61<br>5<br>2<br>89<br>134<br>442       | Percent in<br>Contract*<br>42%<br>31%<br>40%<br>68%<br>61%<br>60%        | <u>City</u><br>Sonoma<br>Glen Ellen<br>Kenwood<br>Rohnert Park<br>Petaluma<br>Santa Rosa                         | <u>Total</u><br>33<br>7<br>7<br>0<br>13<br>44       | Number In<br>Contract<br>9<br>0<br>0<br>0<br>0<br>1<br>8           | Percent in<br>Contract*<br>27%<br>0%<br>0%<br>0%<br>0%<br>8%<br>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.

