

# Bay Area Market Velocity, Q1 2013

Criteria	Contra Costa County	East Bay	Marin County	Napa County	San Francisco SFH	San Francisco Condo	Sonoma County	Sonoma Valley	Tahoe/ Truckee SFH	Tahoe/ Truckee Condo
Number of New Homes Listed, January-March	641	616	659	391	371	560	1306	126	123	64
Number of New Listings Sold By March 31	353	204	174	143	232	349	335	27	46	19
Percentage of New Listings Closed	55%	33%	26%	37%	63%	62%	26%	21%	35%	30%
Average Sales to List Price	102%	113%	102%	103%	108%	105%	101%	100%	99%	99%
Average Days On Market	13	13	27	39	20	23	32	29	13	13
Percentage of All-Cash Sales	30%	19%	34%	25%	29%	28%	38%	33%	24%	75%