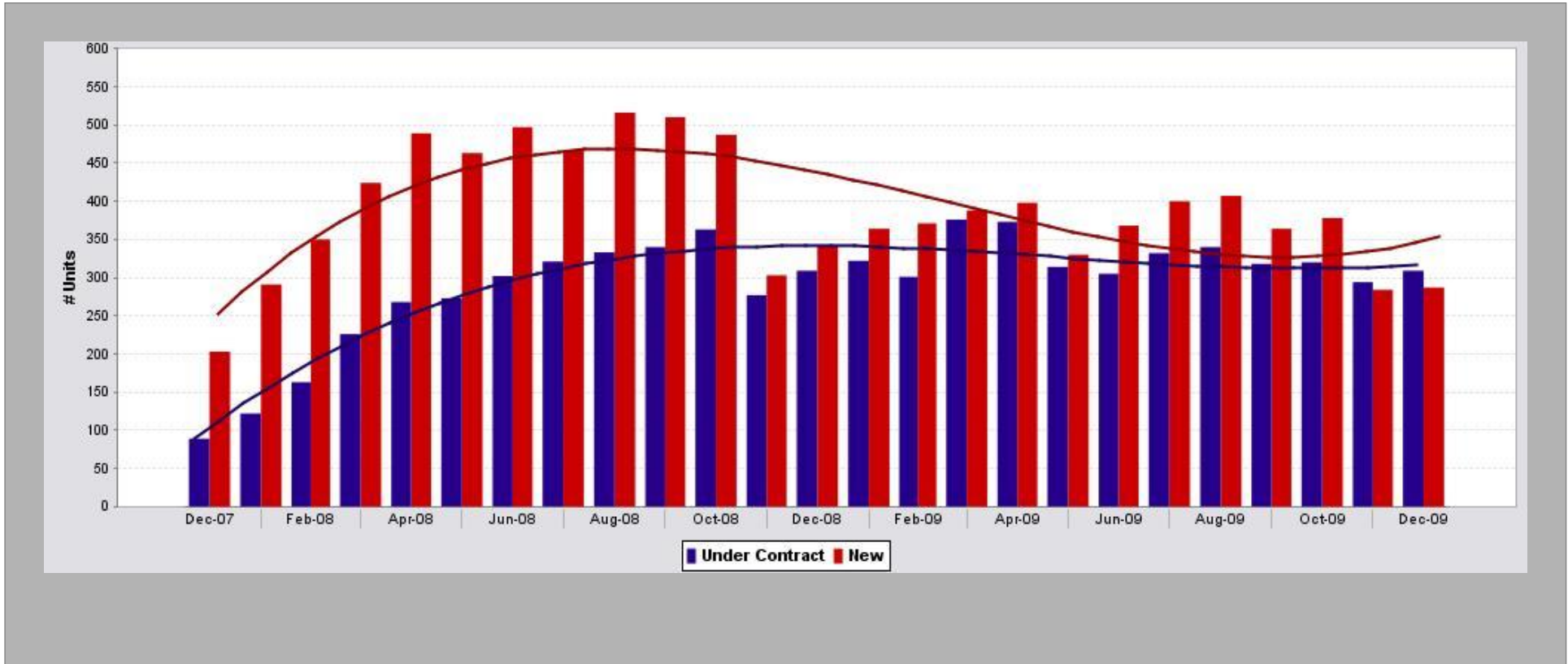


## Market Dynamics

### Supply & Demand - # Units (UC, New)

#### 2 Years (Monthly) 12/01/07 - 12/31/09



#### KEY INFORMATION

	Dec-07	Dec-09	# Units Change	Percent Change
Under Contract	89	309	220	247.2
New	203	287	84	41.4
UC/New %	0	1	1	145.6



MLS: BAREIS	Period: 2 Years (Monthly)	Price: \$0 - \$500,000	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single Family)					Sq Ft: All
Counties:	Sonoma					

**Market Dynamics**  
**Supply & Demand - # Units (UC, New)**  
**2 Years (Monthly) 12/01/07 - 12/31/09**

**Coldwell Banker - Santa Rosa**

Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS
	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties
Dec-09	899	89	309	62	237	85	109	143	287
Nov-09	980	111	294	73	273	92	74	155	284
Oct-09	1,116	124	320	73	322	82	100	142	378
Sep-09	1,156	137	318	71	312	87	100	133	364
Aug-09	1,238	145	340	74	288	89	106	144	407
Jul-09	1,256	156	332	86	335	96	93	134	400
Jun-09	1,263	169	305	97	338	105	102	128	368
May-09	1,304	180	314	104	313	94	95	161	330
Apr-09	1,454	181	373	106	371	101	107	143	398
Mar-09	1,531	184	376	101	308	105	99	147	388
Feb-09	1,537	192	301	110	270	94	93	172	371
Jan-09	1,627	196	322	104	284	97	139	173	364
Dec-08	1,725	197	309	103	332	98	153	158	343
Nov-08	1,796	197	277	99	310	94	137	150	303
Oct-08	2,012	188	363	87	401	90	156	156	487
Sep-08	2,046	189	340	93	333	94	181	145	510
Aug-08	2,035	191	333	89	299	90	166	146	516
Jul-08	2,002	194	321	96	285	90	162	150	467
Jun-08	1,996	196	302	97	286	97	159	149	497
May-08	1,932	195	273	94	249	98	160	141	463
Apr-08	1,875	197	268	102	210	106	138	146	489
Mar-08	1,766	203	226	110	158	132	154	151	424
Feb-08	1,643	211	163	130	115	131	138	154	350
Jan-08	1,579	215	122	135	85	129	164	142	291
Dec-07	1,535	218	89	119	107	111	158	148	203