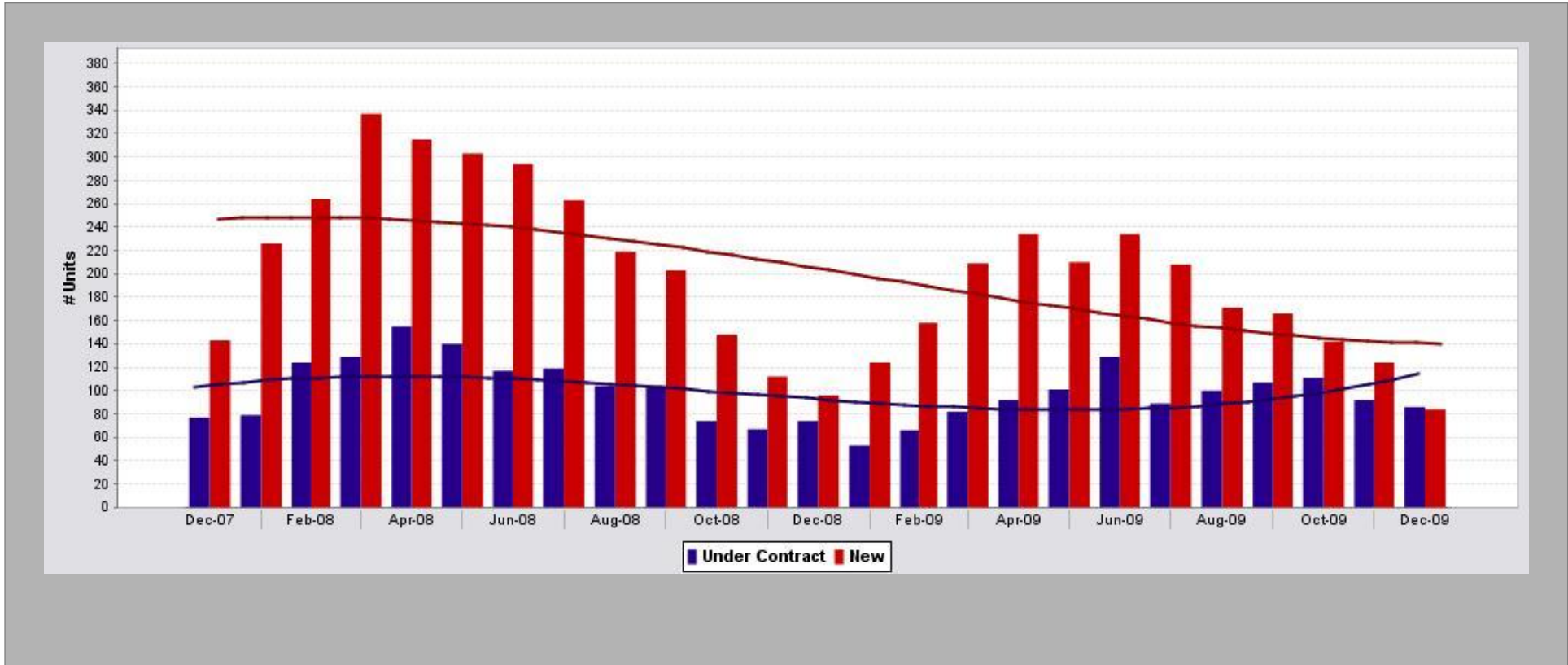


## Market Dynamics

### 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	77	86	9	11.7
New	143	84	-59	-41.3
UC/New %	1	1	0	90.1

**UC**  
+12%

**New**  
-41%

MLS: BAREIS	Period: 2 Years (Monthly)	Price: \$500,000 - \$10,000,000	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	783	174	86	124	96	119	140	176	84
Nov-09	913	181	92	112	88	127	122	165	124
Oct-09	1,019	189	111	124	102	139	119	164	142
Sep-09	1,072	198	107	144	97	124	88	143	166
Aug-09	1,105	204	100	130	89	140	99	135	171
Jul-09	1,107	213	89	123	117	118	84	175	208
Jun-09	1,093	220	129	122	89	121	65	171	234
May-09	1,050	229	101	120	102	128	90	175	210
Apr-09	999	243	92	152	67	120	67	197	234
Mar-09	928	259	82	135	67	151	81	206	209
Feb-09	856	269	66	131	46	167	71	156	158
Jan-09	869	277	53	165	56	129	118	198	124
Dec-08	990	266	74	130	84	121	171	181	96
Nov-08	1,129	253	67	134	56	115	168	154	112
Oct-08	1,258	240	74	137	117	125	167	145	148
Sep-08	1,356	232	104	105	105	83	142	155	203
Aug-08	1,432	225	104	101	112	107	175	143	219
Jul-08	1,481	224	119	117	134	114	149	155	263
Jun-08	1,455	225	117	102	133	101	120	147	294
May-08	1,421	226	140	116	132	104	120	173	303
Apr-08	1,381	221	155	86	132	100	108	143	315
Mar-08	1,317	224	129	113	108	113	122	152	337
Feb-08	1,234	229	124	116	72	124	130	178	264
Jan-08	1,244	226	79	107	83	107	195	153	226
Dec-07	1,359	223	77	127	83	125	264	156	143