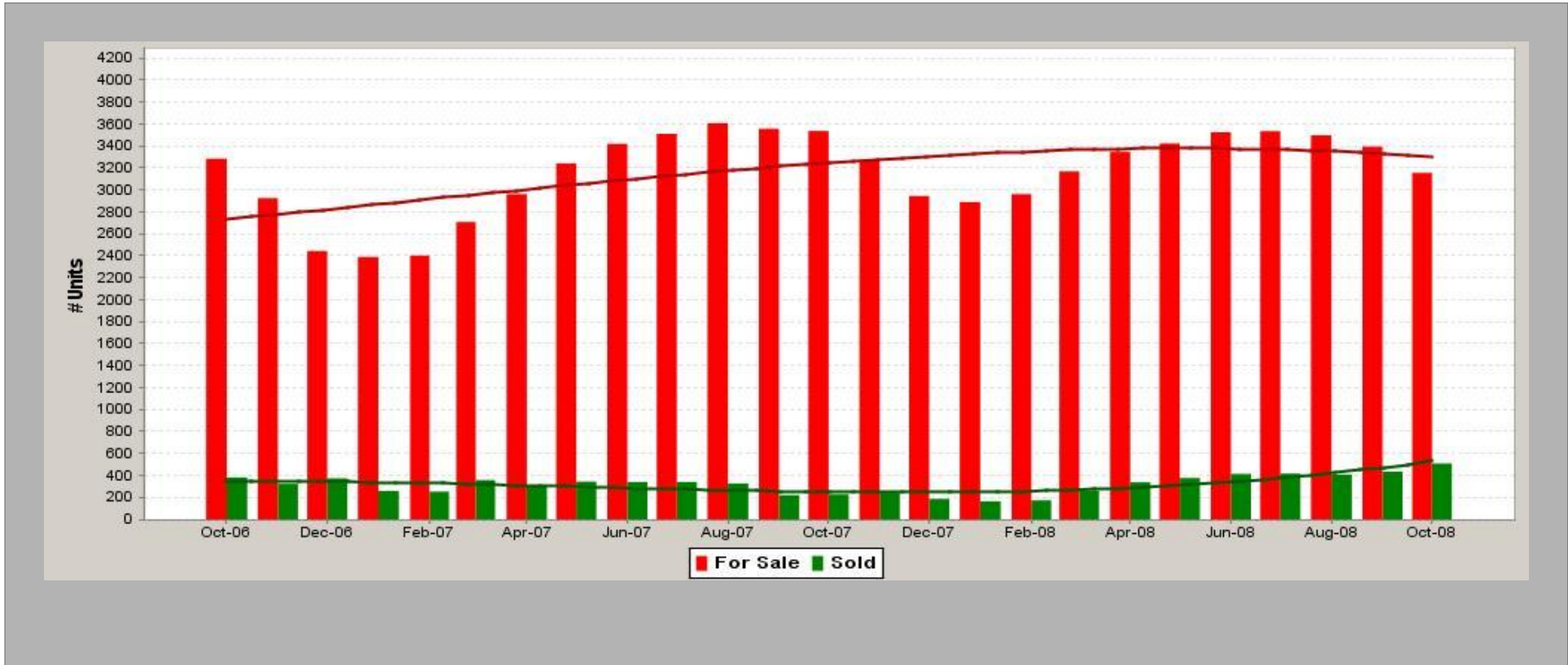


Market Dynamics

Supply & Demand - # Units (FS, Sold) 2 Years (Monthly) 10/01/06 - 10/31/08



KEY INFORMATION

	Oct-06	Oct-08	# Units Change	Percent Change
For Sale	3,284	3,155	-129	-3.9
Sold	381	508	127	33.3
Sold/FS %	11.60	16.10	4.50	38.8

For Sale
-4%

Sold
+33%

MLS: BAREIS	Period: 2 Years (Monthly)	Price: All	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 (FS, Sold)
2 Years (Monthly) 10/01/06 - 10/31/08

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
Oct-08	3,155	122	553	73	508	76	328	158	583
Sep-08	3,393	117	504	74	434	67	317	161	687
Aug-08	3,497	115	456	69	406	72	335	159	717
Jul-08	3,535	113	450	75	417	75	305	162	705
Jun-08	3,525	109	425	72	413	77	270	158	794
May-08	3,422	112	415	82	377	90	276	172	737
Apr-08	3,346	111	424	80	338	86	237	157	795
Mar-08	3,168	115	351	88	262	110	266	161	752
Feb-08	2,961	123	286	106	173	108	259	175	622
Jan-08	2,889	129	202	107	164	110	348	156	528
Dec-07	2,944	131	166	113	186	103	417	162	352
Nov-07	3,270	123	206	106	242	99	472	150	474
Oct-07	3,536	119	227	95	227	88	513	150	530
Sep-07	3,557	112	210	92	220	87	341	142	573
Aug-07	3,608	105	237	88	327	86	387	131	744
Jul-07	3,510	102	312	92	340	85	334	118	693
Jun-07	3,419	97	315	79	341	76	287	136	754
May-07	3,241	95	335	76	344	77	241	130	794
Apr-07	2,961	94	328	78	301	93	186	138	801
Mar-07	2,708	99	351	88	358	102	197	138	813
Feb-07	2,403	109	322	93	253	96	186	142	586
Jan-07	2,389	119	311	112	259	110	261	156	551
Dec-06	2,443	124	246	101	372	96	359	139	267
Nov-06	2,924	114	333	97	324	85	415	138	399
Oct-06	3,284	104	372	93	381	84	387	119	554