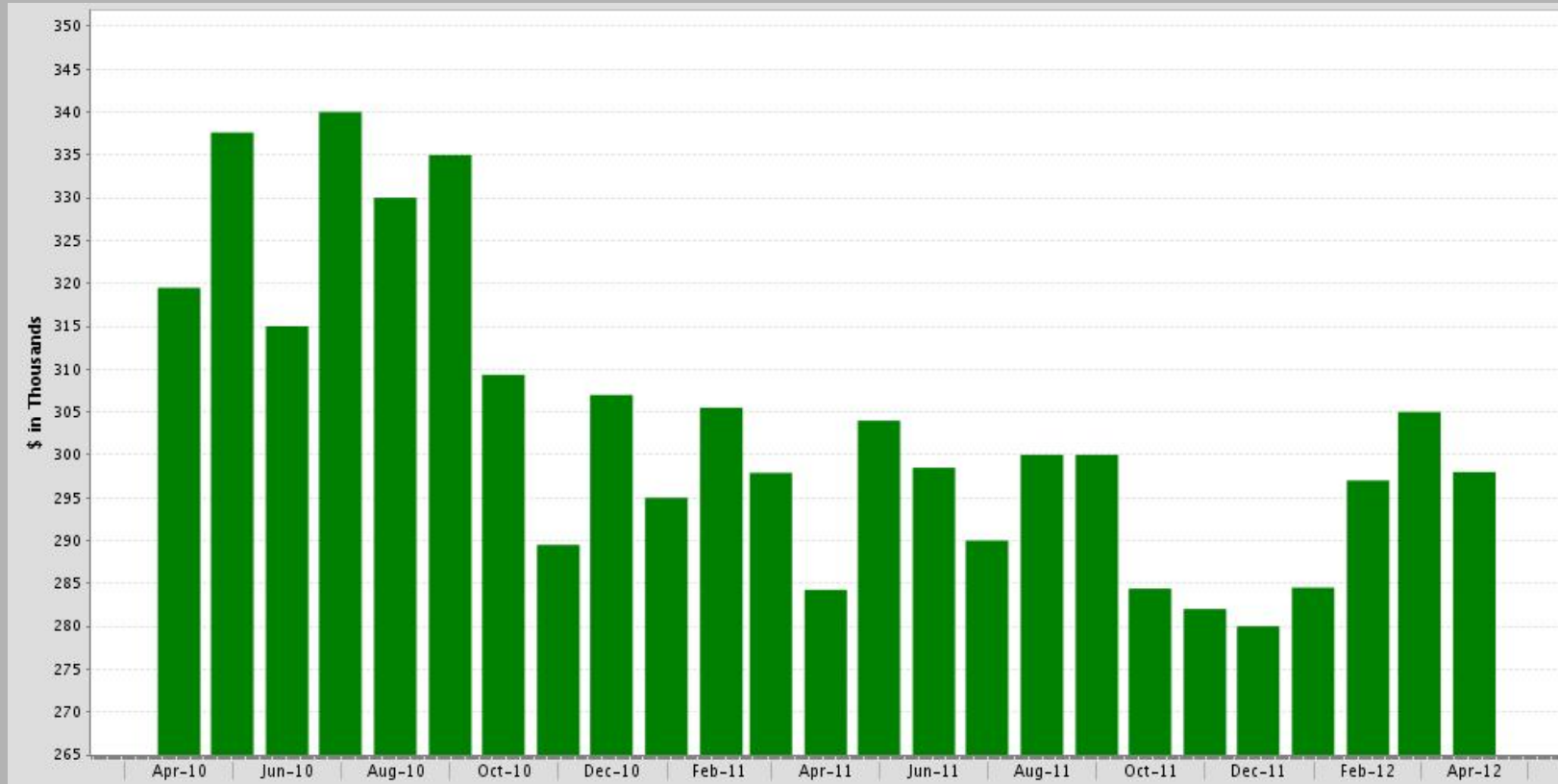


## Median Sold Price by Month

Apr-10 vs. Apr-12: The median sold price is down 7%



### Apr-10 vs. Apr-12

Apr-10	Apr-12	Change	%
319,500	298,000	-21,500	-7%



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  
 Cities: Santa Rosa

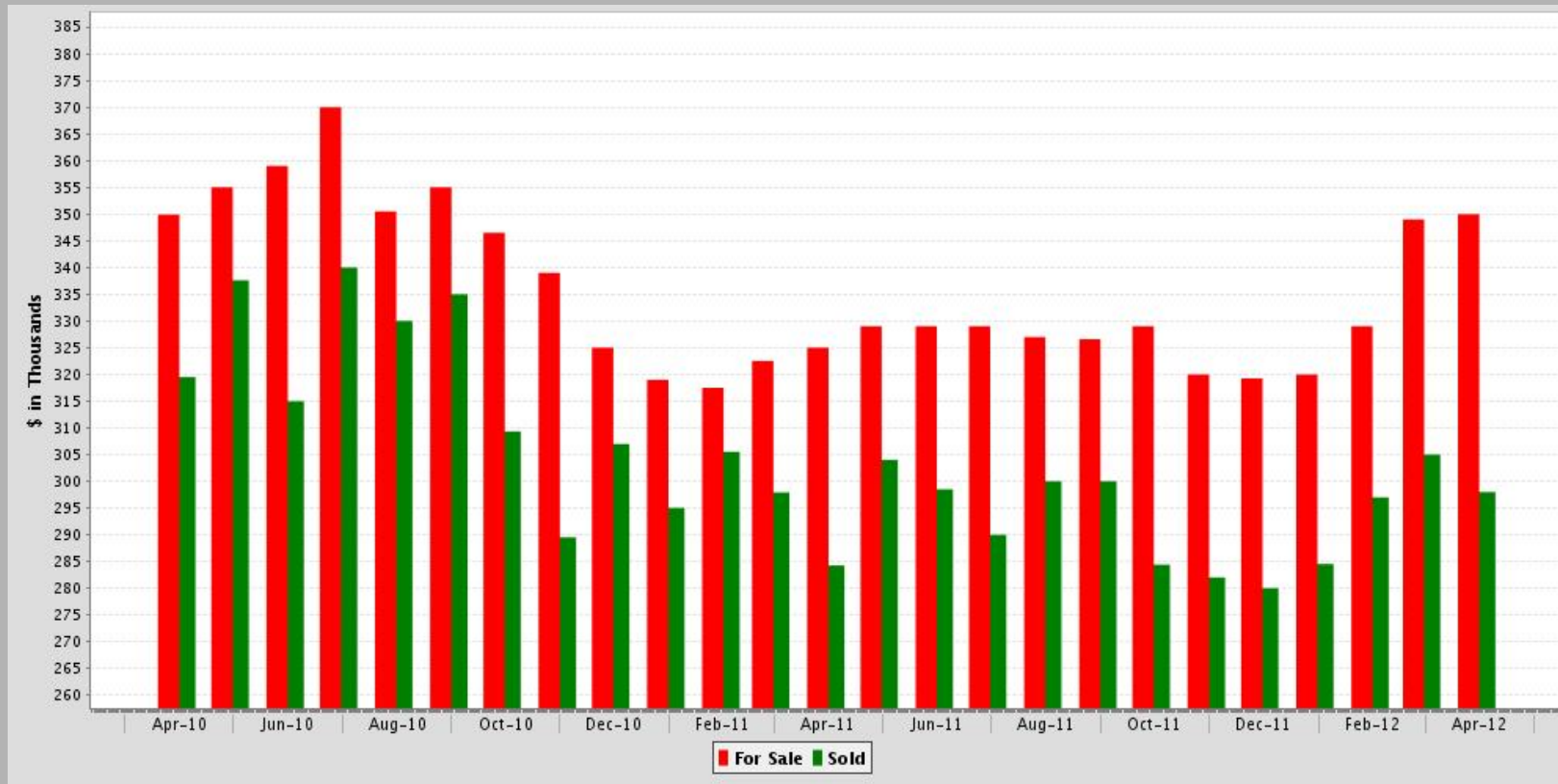
## Median Sold Price by Month

Apr-10 vs. Apr-12: The median sold price is down 7%

Time Period	Median Price	# Units	Average DOM
Apr-12	298,000	183	105
Mar-12	305,000	195	112
Feb-12	297,000	152	105
Jan-12	284,500	142	117
Dec-11	280,000	177	114
Nov-11	282,000	169	105
Oct-11	284,400	178	96
Sep-11	300,000	149	108
Aug-11	300,000	195	93
Jul-11	290,000	183	89
Jun-11	298,500	196	101
May-11	304,000	142	110
Apr-11	284,250	160	89
Mar-11	297,900	174	98
Feb-11	305,500	134	101
Jan-11	295,000	109	105
Dec-10	307,000	162	106
Nov-10	289,500	126	98
Oct-10	309,346	138	103
Sep-10	335,000	149	95
Aug-10	330,000	156	87
Jul-10	340,000	175	85
Jun-10	315,000	181	92
May-10	337,600	186	101
Apr-10	319,500	163	94

## Median For Sale vs. Median Sold

Apr-10 vs. Apr-12: The median price of for sale properties is up 0% and the median price of sold properties is down 7%



Apr-10 vs. Apr-12			
Apr-10	Apr-12	Change	%
349,900	350,000	100	+0%



Apr-10 vs. Apr-12			
Apr-10	Apr-12	Change	%
319,500	298,000	-21,500	-7%

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  
 Cities: Santa Rosa

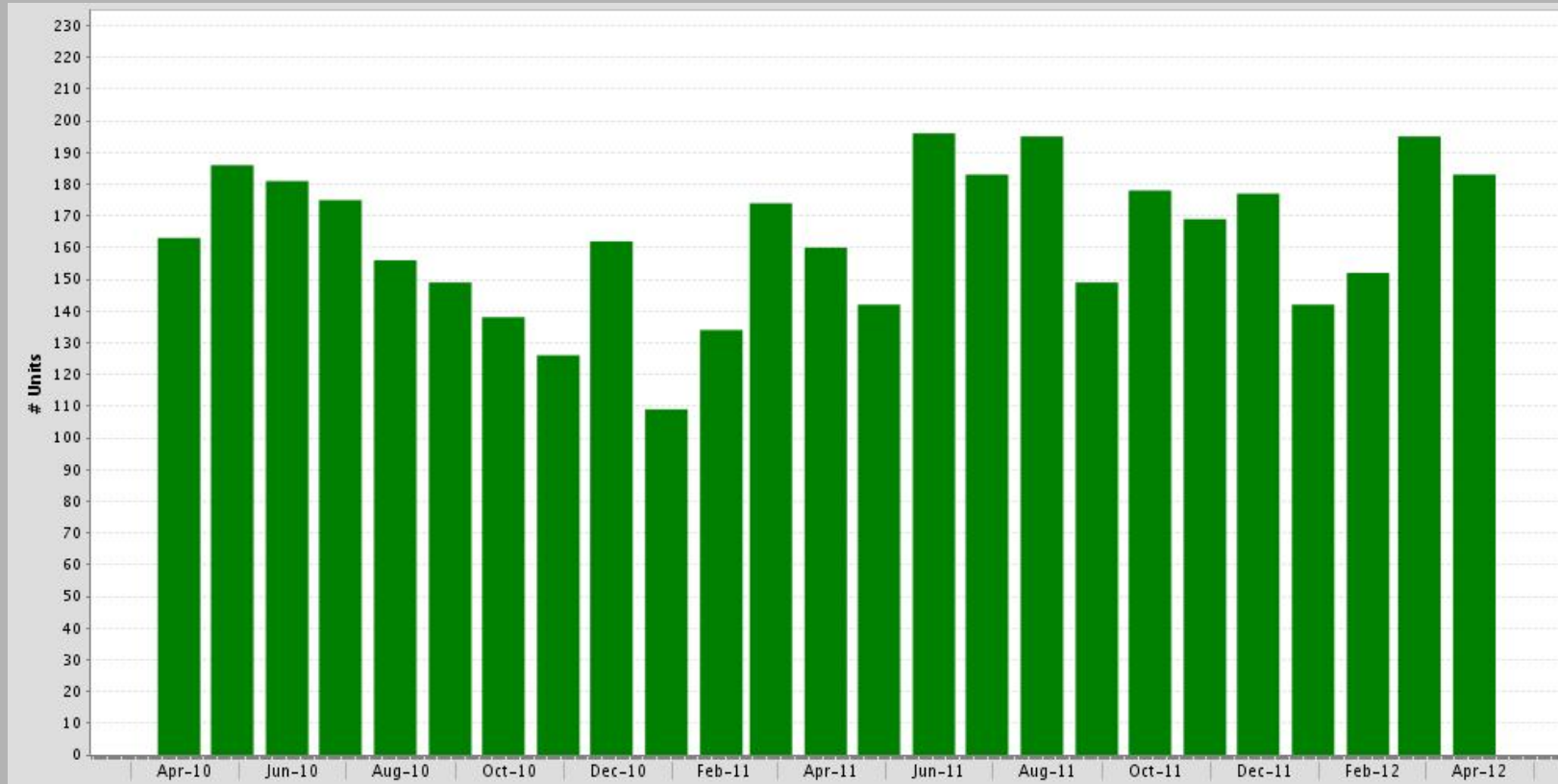
**Median For Sale vs. Median Sold**

**Apr-10 vs. Apr-12: The median price of for sale properties is up 0% and the median price of sold properties is down 7%**

<b>Time Period</b>	<b>For Sale Median</b>	<b># Properties For Sale</b>	<b>Sold Median</b>	<b># Properties Sold</b>	<b>Price Difference</b>
Apr-12	350,000	600	298,000	183	-52,000
Mar-12	349,000	644	305,000	195	-44,000
Feb-12	329,000	672	297,000	152	-32,000
Jan-12	320,000	707	284,500	142	-35,500
Dec-11	319,250	756	280,000	177	-39,250
Nov-11	320,000	851	282,000	169	-38,000
Oct-11	329,000	928	284,400	178	-44,600
Sep-11	326,600	981	300,000	149	-26,600
Aug-11	327,000	1,000	300,000	195	-27,000
Jul-11	329,000	985	290,000	183	-39,000
Jun-11	329,000	991	298,500	196	-30,500
May-11	329,000	987	304,000	142	-25,000
Apr-11	325,000	960	284,250	160	-40,750
Mar-11	322,500	871	297,900	174	-24,600
Feb-11	317,486	858	305,500	134	-11,986
Jan-11	319,000	860	295,000	109	-24,000
Dec-10	325,000	860	307,000	162	-18,000
Nov-10	339,000	900	289,500	126	-49,500
Oct-10	346,500	964	309,346	138	-37,154
Sep-10	355,000	1,012	335,000	149	-20,000
Aug-10	350,500	1,021	330,000	156	-20,500
Jul-10	369,990	979	340,000	175	-29,990
Jun-10	359,000	957	315,000	181	-44,000
May-10	355,000	883	337,600	186	-17,400
Apr-10	349,900	940	319,500	163	-30,400

## Sold Properties by Month

Apr-10 vs. Apr-12: The number of Sold properties is up 12%



### Apr-10 vs. Apr-12

Apr-10	Apr-12	Change	%
163	183	20	+12%



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  
 Cities: Santa Rosa

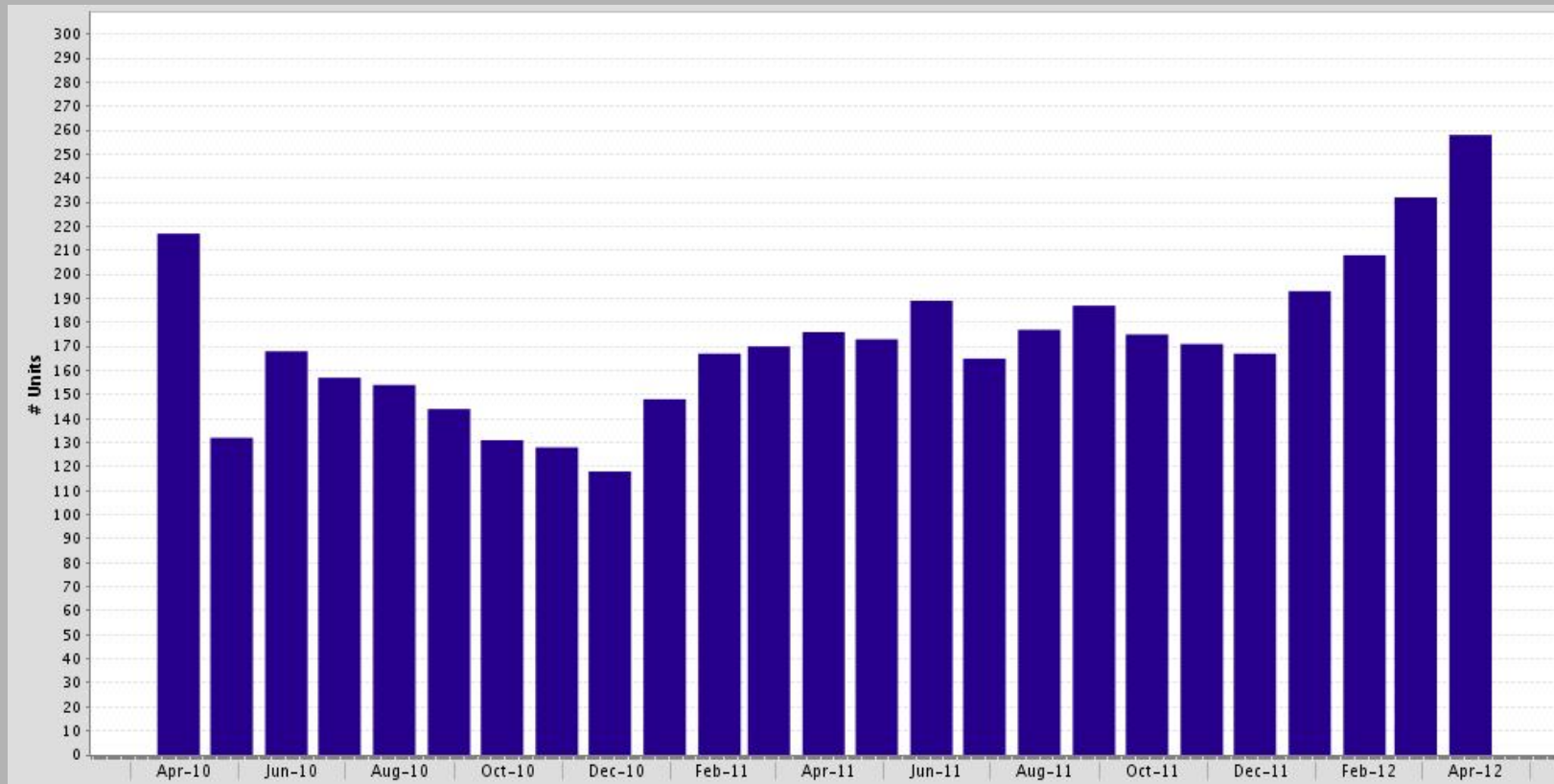
## Sold Properties by Month

Apr-10 vs. Apr-12: The number of Sold properties is up 12%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Apr-12	183	298,000	105	82	44.8	258,750	101	55.2	347,500
Mar-12	195	305,000	112	104	53.3	255,500	91	46.7	370,000
Feb-12	152	297,000	105	84	55.3	248,700	68	44.7	347,000
Jan-12	142	284,500	117	76	53.5	256,000	66	46.5	339,000
Dec-11	177	280,000	114	97	54.8	232,000	80	45.2	342,000
Nov-11	169	282,000	105	84	49.7	263,750	85	50.3	318,000
Oct-11	178	284,400	96	87	48.9	237,000	91	51.1	350,000
Sep-11	149	300,000	108	67	45.0	250,000	82	55.0	344,450
Aug-11	195	300,000	93	76	39.0	230,000	119	61.0	335,000
Jul-11	183	290,000	89	80	43.7	255,000	103	56.3	369,000
Jun-11	196	298,500	101	104	53.1	262,450	92	46.9	320,500
May-11	142	304,000	110	69	48.6	237,000	73	51.4	417,500
Apr-11	160	284,250	89	85	53.1	240,000	75	46.9	340,000
Mar-11	174	297,900	98	98	56.3	262,388	76	43.7	346,500
Feb-11	134	305,500	101	83	61.9	280,100	51	38.1	384,500
Jan-11	109	295,000	105	70	64.2	265,450	39	35.8	375,000
Dec-10	162	307,000	106	94	58.0	269,500	68	42.0	409,500
Nov-10	126	289,500	98	66	52.4	265,000	60	47.6	385,000
Oct-10	138	309,346	103	64	46.4	273,750	74	53.6	359,475
Sep-10	149	335,000	95	67	45.0	290,000	82	55.0	361,000
Aug-10	156	330,000	87	66	42.3	285,500	90	57.7	374,500
Jul-10	175	340,000	85	77	44.0	283,500	98	56.0	367,500
Jun-10	181	315,000	92	86	47.5	275,000	95	52.5	340,000
May-10	186	337,600	101	89	47.9	295,000	97	52.1	355,000
Apr-10	163	319,500	94	84	51.5	298,950	79	48.5	345,000

## Under Contract Properties by Month

Apr-10 vs. Apr-12: The number of Under Contract properties is up 19%



### Apr-10 vs. Apr-12

**Apr-10**  
217

**Apr-12**  
258

**Change**  
41

**%**  
+19%



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  
 Cities: Santa Rosa

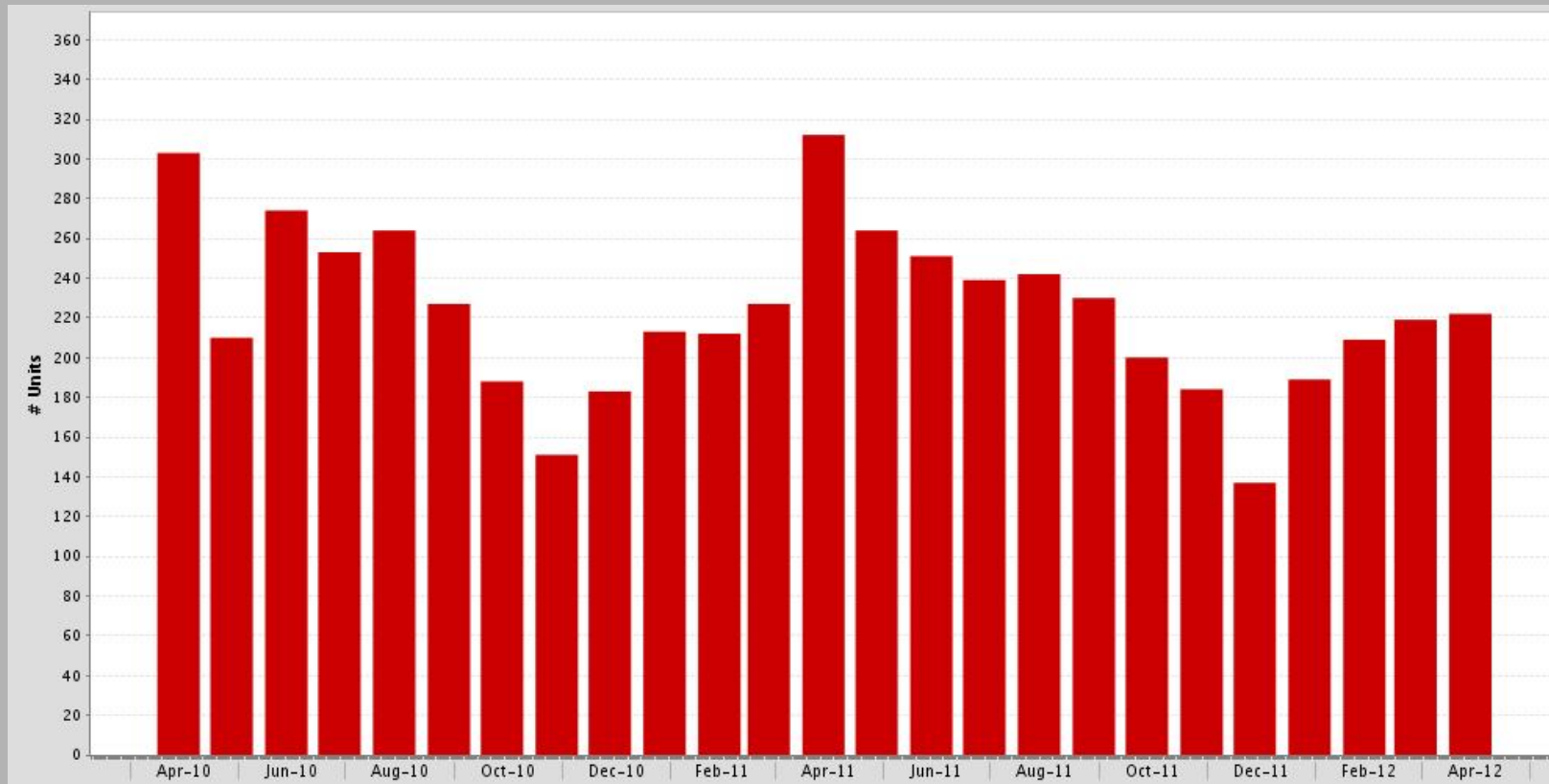
## Under Contract Properties by Month

Apr-10 vs. Apr-12: The number of Under Contract properties is up 19%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Apr-12	258	306,250	60	130	50.4	269,000	128	49.6	352,500
Mar-12	232	299,000	85	129	55.6	265,000	103	44.4	379,000
Feb-12	208	279,975	102	114	54.8	257,950	94	45.2	367,000
Jan-12	193	285,000	127	120	62.2	249,000	73	37.8	362,000
Dec-11	167	279,990	122	102	61.1	245,500	65	38.9	349,000
Nov-11	171	294,900	118	97	56.7	249,000	74	43.3	354,925
Oct-11	175	288,000	110	89	50.9	250,000	86	49.1	338,250
Sep-11	187	299,000	106	88	47.1	249,700	99	52.9	337,132
Aug-11	177	289,950	106	85	48.0	242,900	92	52.0	364,925
Jul-11	165	299,900	87	63	38.2	239,000	102	61.8	341,500
Jun-11	189	309,000	95	78	41.3	265,000	111	58.7	355,000
May-11	173	300,000	88	89	51.5	249,000	84	48.5	344,500
Apr-11	176	296,950	99	91	51.7	260,000	85	48.3	358,700
Mar-11	170	299,950	113	92	54.1	245,000	78	45.9	394,250
Feb-11	167	295,000	104	96	57.5	256,950	71	42.5	330,000
Jan-11	148	293,360	100	97	65.5	275,000	51	34.5	399,000
Dec-10	118	299,000	108	79	67.0	274,900	39	33.0	399,000
Nov-10	128	319,000	98	75	58.6	274,900	53	41.4	399,000
Oct-10	131	299,900	90	66	50.4	259,900	65	49.6	399,000
Sep-10	144	319,950	109	68	47.2	275,950	76	52.8	369,970
Aug-10	154	339,650	100	72	46.8	299,450	82	53.2	387,000
Jul-10	157	329,900	89	65	41.4	299,900	92	58.6	379,000
Jun-10	168	339,250	88	71	42.3	274,900	97	57.7	399,000
May-10	132	318,975	88	62	47.0	267,000	70	53.0	350,000
Apr-10	217	323,000	101	100	46.1	275,875	117	53.9	359,900

## New Properties by Month

Apr-10 vs. Apr-12: The number of New properties is down 27%



### Apr-10 vs. Apr-12

Apr-10	Apr-12	Change	%
303	222	-81	-27%



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  
 Cities: Santa Rosa

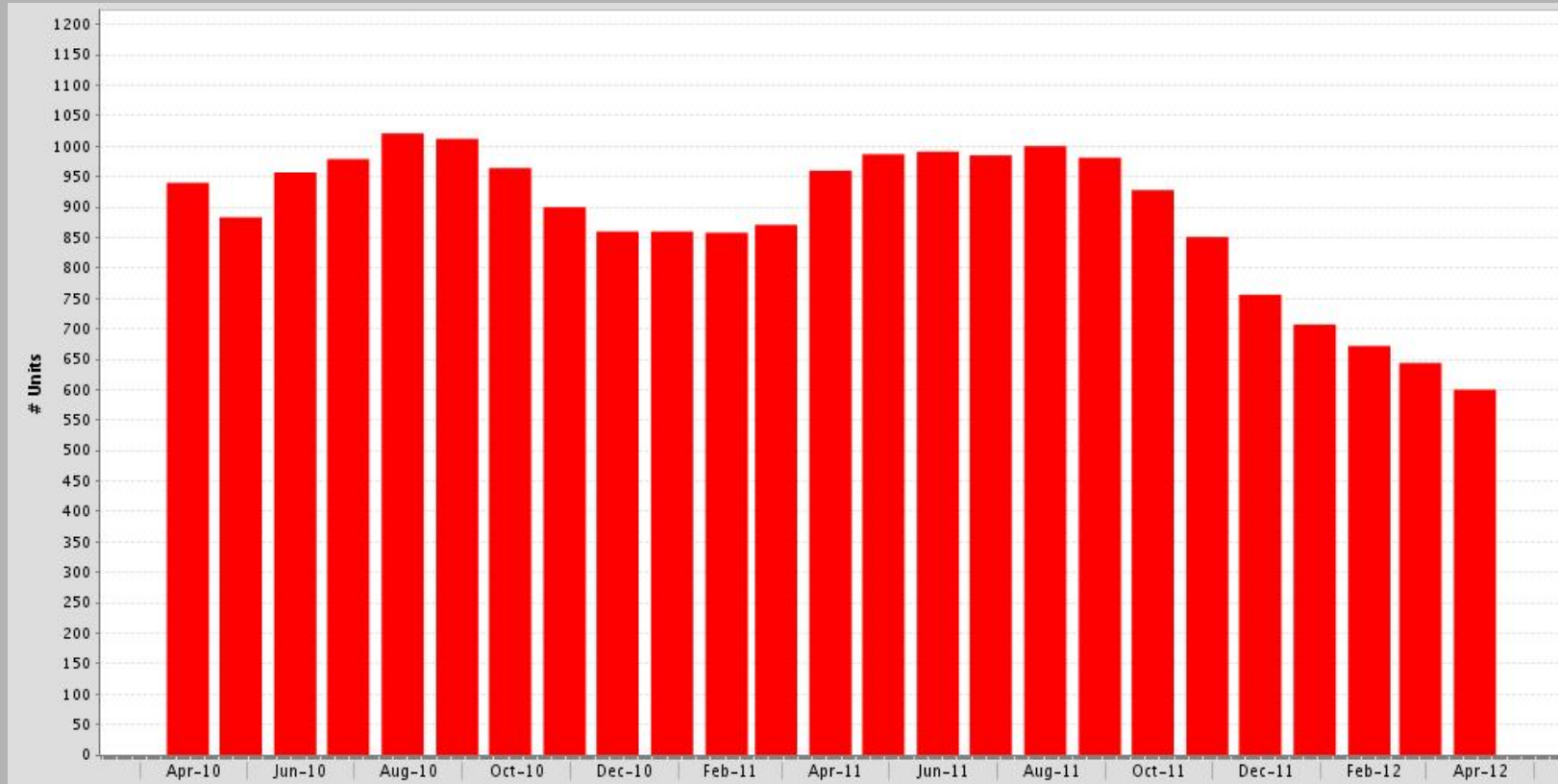
## New Properties by Month

Apr-10 vs. Apr-12: The number of New properties is down 27%

Time Period	Full Market		Bank Properties			Non-Bank Properties		
	# Properties	Median Price	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Apr-12	222	338,650	78	35.1	270,000	144	64.9	394,000
Mar-12	219	335,000	96	43.8	271,375	123	56.2	375,000
Feb-12	209	314,900	107	51.2	261,000	102	48.8	399,000
Jan-12	189	315,000	94	49.7	264,900	95	50.3	389,000
Dec-11	137	279,990	74	54.0	249,000	63	46.0	339,500
Nov-11	184	279,450	125	67.9	252,200	59	32.1	410,500
Oct-11	200	299,975	104	52.0	255,950	96	48.0	377,000
Sep-11	230	319,925	108	47.0	272,950	122	53.0	356,750
Aug-11	242	289,700	110	45.5	239,698	132	54.5	341,995
Jul-11	239	315,000	104	43.5	249,950	135	56.5	359,000
Jun-11	251	309,500	109	43.4	247,000	142	56.6	367,000
May-11	264	319,000	109	41.3	249,900	155	58.7	399,900
Apr-11	312	324,450	128	41.0	250,000	184	59.0	384,975
Mar-11	227	309,500	130	57.3	260,000	97	42.7	369,000
Feb-11	212	317,000	108	50.9	247,000	104	49.1	419,000
Jan-11	213	310,000	118	55.4	260,000	95	44.6	409,990
Dec-10	183	285,000	133	72.7	274,000	50	27.3	367,000
Nov-10	151	299,000	85	56.3	273,800	66	43.7	362,000
Oct-10	188	311,500	98	52.1	275,000	90	47.9	409,700
Sep-10	227	320,000	111	48.9	275,000	116	51.1	387,000
Aug-10	264	300,000	130	49.2	265,250	134	50.8	392,200
Jul-10	253	359,900	104	41.1	297,000	149	58.9	419,000
Jun-10	274	339,488	124	45.3	259,500	150	54.7	434,000
May-10	210	339,950	86	41.0	267,450	124	59.0	427,400
Apr-10	303	347,000	113	37.3	290,000	190	62.7	398,750

## For Sale Properties by Month

Apr-10 vs. Apr-12: The number of For Sale properties is down 36%



### Apr-10 vs. Apr-12

Apr-10	Apr-12	Change	%
940	600	-340	-36%



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  
 Cities: Santa Rosa

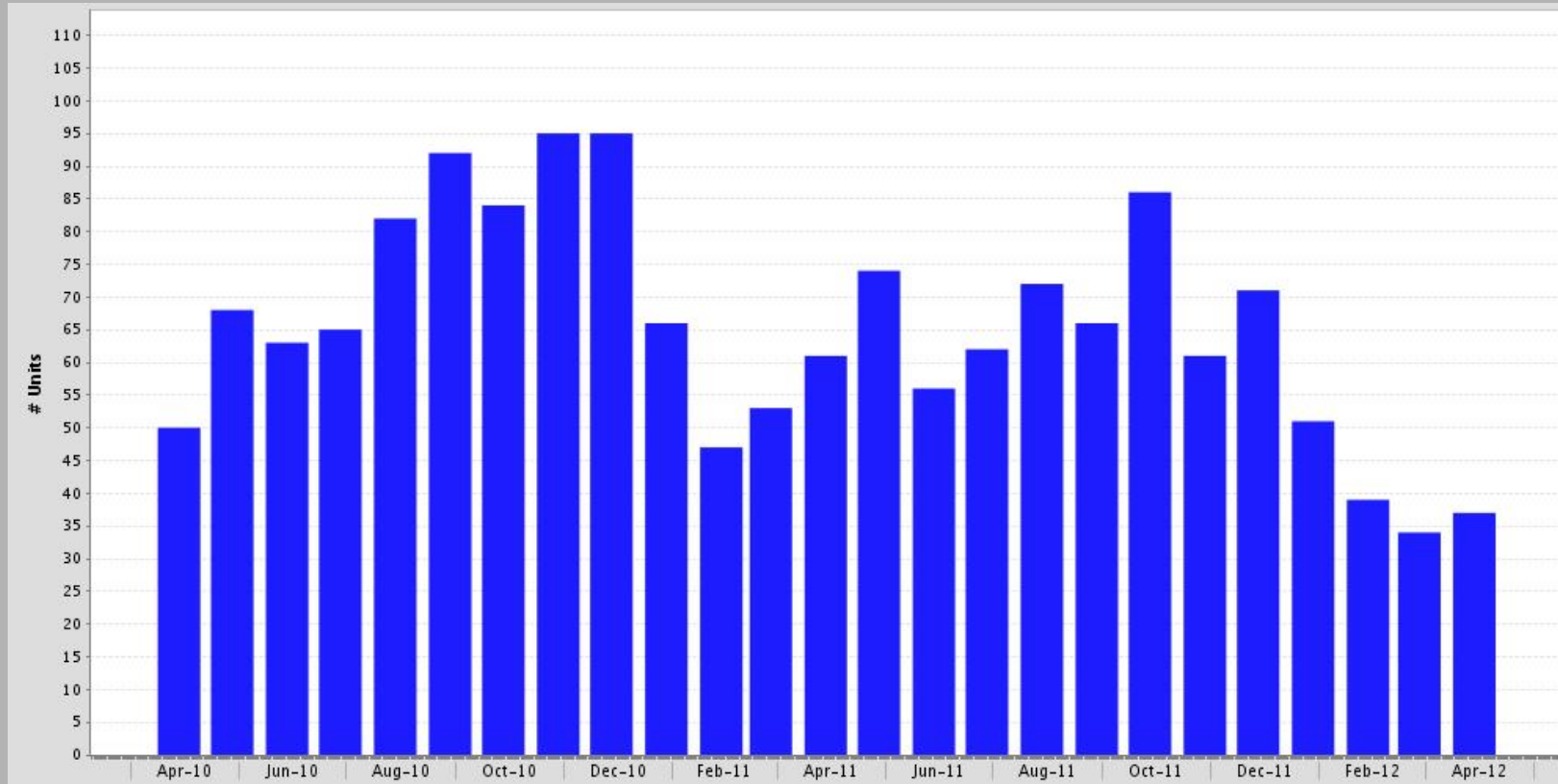
## For Sale Properties by Month

Apr-10 vs. Apr-12: The number of For Sale properties is down 36%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Apr-12	600	350,000	83	228	38.0	275,000	372	62.0	424,725
Mar-12	644	349,000	93	295	45.8	274,000	349	54.2	425,000
Feb-12	672	329,000	102	334	49.7	265,000	338	50.3	425,000
Jan-12	707	320,000	118	371	52.5	262,700	336	47.5	419,000
Dec-11	756	319,250	124	413	54.6	260,600	343	45.4	415,000
Nov-11	851	320,000	116	460	54.0	260,000	391	46.0	419,500
Oct-11	928	329,000	114	451	48.6	260,000	477	51.4	419,000
Sep-11	981	326,600	110	468	47.7	259,950	513	52.3	415,000
Aug-11	1,000	327,000	110	471	47.1	250,000	529	52.9	424,950
Jul-11	985	329,000	110	453	46.0	250,000	532	54.0	424,975
Jun-11	991	329,000	105	455	45.9	254,500	536	54.1	425,000
May-11	987	329,000	104	464	47.0	257,000	523	53.0	430,000
Apr-11	960	325,000	102	480	50.0	260,000	480	50.0	419,450
Mar-11	871	322,500	113	474	54.4	260,000	397	45.6	449,000
Feb-11	858	317,486	114	463	54.0	259,900	395	46.0	440,623
Jan-11	860	319,000	117	473	55.0	269,000	387	45.0	440,623
Dec-10	860	325,000	125	462	53.7	274,450	398	46.3	459,495
Nov-10	900	339,000	122	438	48.7	275,000	462	51.3	475,000
Oct-10	964	346,500	113	453	47.0	270,900	511	53.0	479,000
Sep-10	1,012	355,000	108	460	45.5	273,000	552	54.5	479,250
Aug-10	1,021	350,500	102	462	45.2	275,000	559	54.8	475,000
Jul-10	979	369,990	100	425	43.4	289,000	554	56.6	497,000
Jun-10	957	359,000	99	427	44.6	280,000	530	55.4	479,000
May-10	883	355,000	102	397	45.0	280,000	486	55.0	475,000
Apr-10	940	349,900	98	441	46.9	289,000	499	53.1	449,500

## Expired Properties by Month

Apr-10 vs. Apr-12: The number of Expired properties is down 26%



### Apr-10 vs. Apr-12

Apr-10	Apr-12	Change	%
50	37	-13	-26%



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  
 Cities: Santa Rosa

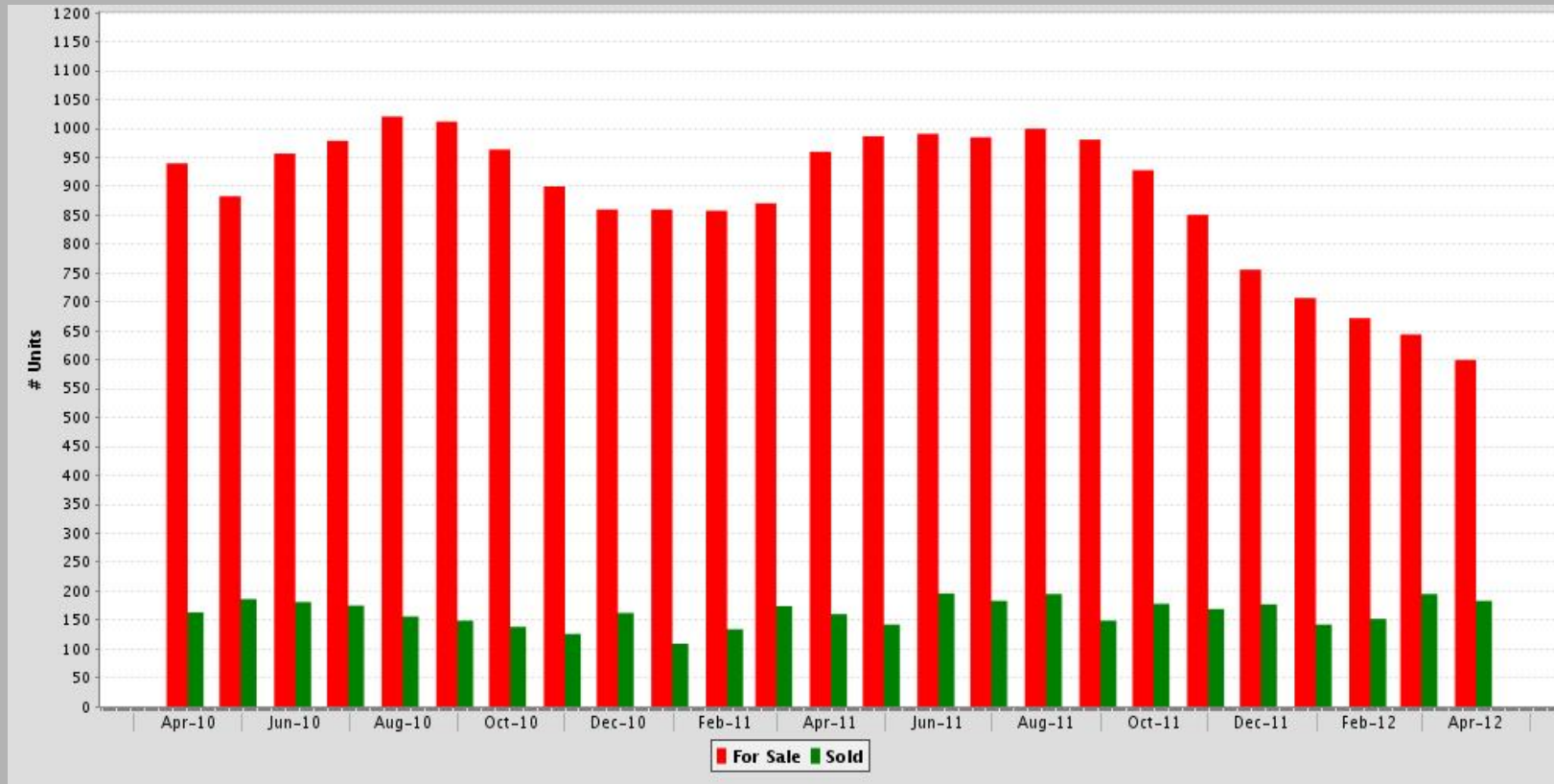
## Expired Properties by Month

Apr-10 vs. Apr-12: The number of Expired properties is down 26%

Time Period	Full Market			Bank Properties			Non-Bank Properties		
	# Properties	Median Price	Average DOM	# Properties	% Bank	Median Price	# Properties	% Non-Bank	Median Price
Apr-12	37	349,000	134	16	43.2	294,500	21	56.8	375,000
Mar-12	34	389,000	123	16	47.1	249,450	18	52.9	508,700
Feb-12	39	319,000	136	21	53.9	219,900	18	46.1	495,250
Jan-12	51	345,900	143	24	47.1	299,450	27	52.9	399,000
Dec-11	71	375,900	159	34	47.9	282,000	37	52.1	540,000
Nov-11	61	370,000	143	24	39.3	251,100	37	60.7	499,000
Oct-11	86	417,500	148	27	31.4	249,000	59	68.6	579,000
Sep-11	66	369,500	153	33	50.0	265,000	33	50.0	559,950
Aug-11	72	399,900	168	26	36.1	241,500	46	63.9	492,475
Jul-11	62	350,975	162	29	46.8	249,000	33	53.2	465,000
Jun-11	56	339,000	131	28	50.0	252,850	28	50.0	465,750
May-11	74	319,925	147	29	39.2	275,000	45	60.8	384,950
Apr-11	61	329,000	107	34	55.7	289,500	27	44.3	399,000
Mar-11	53	334,800	143	30	56.6	260,725	23	43.4	450,000
Feb-11	47	329,000	151	23	48.9	272,000	24	51.1	367,000
Jan-11	66	398,500	156	21	31.8	255,000	45	68.2	448,900
Dec-10	95	479,000	173	28	29.5	284,000	67	70.5	549,000
Nov-10	95	399,000	158	34	35.8	284,500	61	64.2	519,000
Oct-10	84	370,000	141	34	40.5	249,950	50	59.5	499,000
Sep-10	92	424,250	136	37	40.2	299,000	55	59.8	560,000
Aug-10	82	310,000	104	41	50.0	278,500	41	50.0	439,000
Jul-10	65	389,000	123	28	43.1	287,000	37	56.9	599,000
Jun-10	63	314,999	134	35	55.6	278,000	28	44.4	422,500
May-10	68	364,250	130	32	47.1	279,475	36	52.9	449,450
Apr-10	50	372,600	150	30	60.0	344,950	20	40.0	421,750

# Supply & Demand by Month

Apr-10 vs. Apr-12: The number of for sale properties is down 36% and the number of sold properties is up 12%



Apr-10 vs. Apr-12			
Apr-10	Apr-12	Change	%
940	600	-340	-36%



Apr-10 vs. Apr-12			
Apr-10	Apr-12	Change	%
163	183	20	+12%

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  
 Cities: Santa Rosa

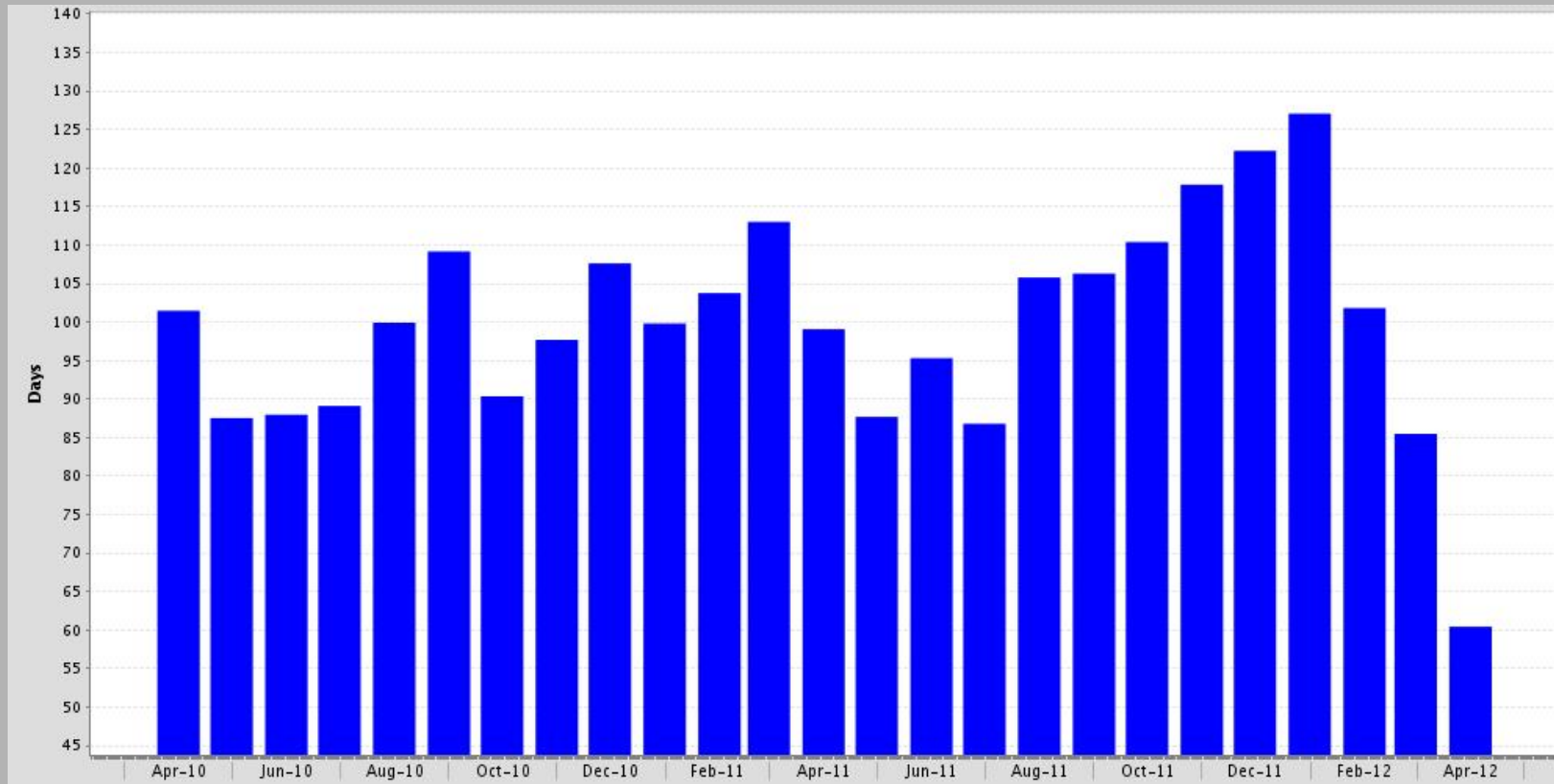
## Supply & Demand by Month

Apr-10 vs. Apr-12: The number of for sale properties is down 36% and the number of sold properties is up 12%

Time Period	# Properties For Sale	Average DOM For Sale	# Properties Sold	Average DOM Sold
Apr-12	600	83	183	105
Mar-12	644	93	195	112
Feb-12	672	102	152	105
Jan-12	707	118	142	117
Dec-11	756	124	177	114
Nov-11	851	116	169	105
Oct-11	928	114	178	96
Sep-11	981	110	149	108
Aug-11	1,000	110	195	93
Jul-11	985	110	183	89
Jun-11	991	105	196	101
May-11	987	104	142	110
Apr-11	960	102	160	89
Mar-11	871	113	174	98
Feb-11	858	114	134	101
Jan-11	860	117	109	105
Dec-10	860	125	162	106
Nov-10	900	122	126	98
Oct-10	964	113	138	103
Sep-10	1,012	108	149	95
Aug-10	1,021	102	156	87
Jul-10	979	100	175	85
Jun-10	957	99	181	92
May-10	883	102	186	101
Apr-10	940	98	163	94

## The Average Days on Market by Month

Apr-10 vs. Apr-12: The average days on market is down 40%



### Apr-10 vs. Apr-12

**Apr-10**  
101

**Apr-12**  
60

**Change**  
-41

**%**  
-40%



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  
 Cities: Santa Rosa

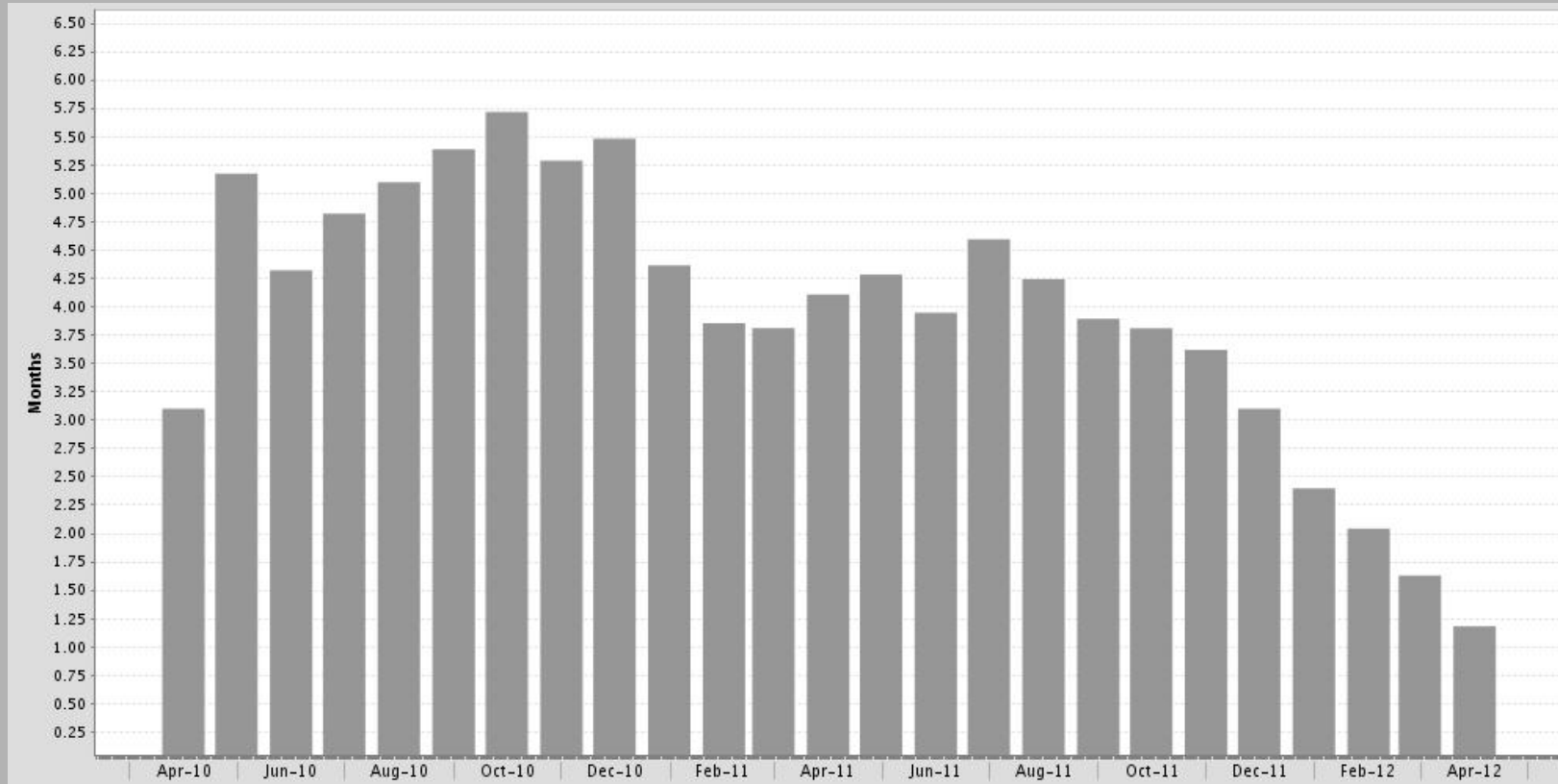
## The Average Days on Market by Month

Apr-10 vs. Apr-12: The average days on market is down 40%

Time Period	Average DOM	# UC Units
Apr-12	60	258
Mar-12	85	232
Feb-12	102	208
Jan-12	127	193
Dec-11	122	167
Nov-11	118	171
Oct-11	110	175
Sep-11	106	187
Aug-11	106	177
Jul-11	87	165
Jun-11	95	189
May-11	88	173
Apr-11	99	176
Mar-11	113	170
Feb-11	104	167
Jan-11	100	148
Dec-10	108	118
Nov-10	98	128
Oct-10	90	131
Sep-10	109	144
Aug-10	100	154
Jul-10	89	157
Jun-10	88	168
May-10	88	132
Apr-10	101	217

# Months Supply of Inventory

Apr-10 vs. Apr-12: The average months supply of inventory is down 62%



### Apr-10 vs. Apr-12

**Apr-10**  
3.1

**Apr-12**  
1.2

**Change**  
-1.9

**%**  
-62%



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  
 Cities: Santa Rosa

## Months Supply of Inventory

**Apr-10 vs. Apr-12: The average months supply of inventory is down 62%**

Time Period	# Units For Sale Last Day of Month	# UC Units During Month	MSI	UC Average DOM
Apr-12	305	258	1.2	60
Mar-12	378	232	1.6	85
Feb-12	425	208	2.0	102
Jan-12	463	193	2.4	127
Dec-11	518	167	3.1	122
Nov-11	619	171	3.6	118
Oct-11	667	175	3.8	110
Sep-11	728	187	3.9	106
Aug-11	751	177	4.2	106
Jul-11	758	165	4.6	87
Jun-11	746	189	3.9	95
May-11	741	173	4.3	88
Apr-11	723	176	4.1	99
Mar-11	648	170	3.8	113
Feb-11	644	167	3.9	104
Jan-11	646	148	4.4	100
Dec-10	647	118	5.5	108
Nov-10	677	128	5.3	98
Oct-10	749	131	5.7	90
Sep-10	776	144	5.4	109
Aug-10	785	154	5.1	100
Jul-10	757	157	4.8	89
Jun-10	726	168	4.3	88
May-10	683	132	5.2	88
Apr-10	673	217	3.1	101