

Location: SONOMA COUNTY

Property Types: All Residential Prop, SFH - Attached, SFH - Detached, RESI - 2 Houses on Lot - All Properties - All Properties - All Lot Sizes - Include Sold Off MLS

Price Range: \$3,000,001 - No Limit

SQFT Range: 1 - No Limit

Bedrooms: 0 - No Limit

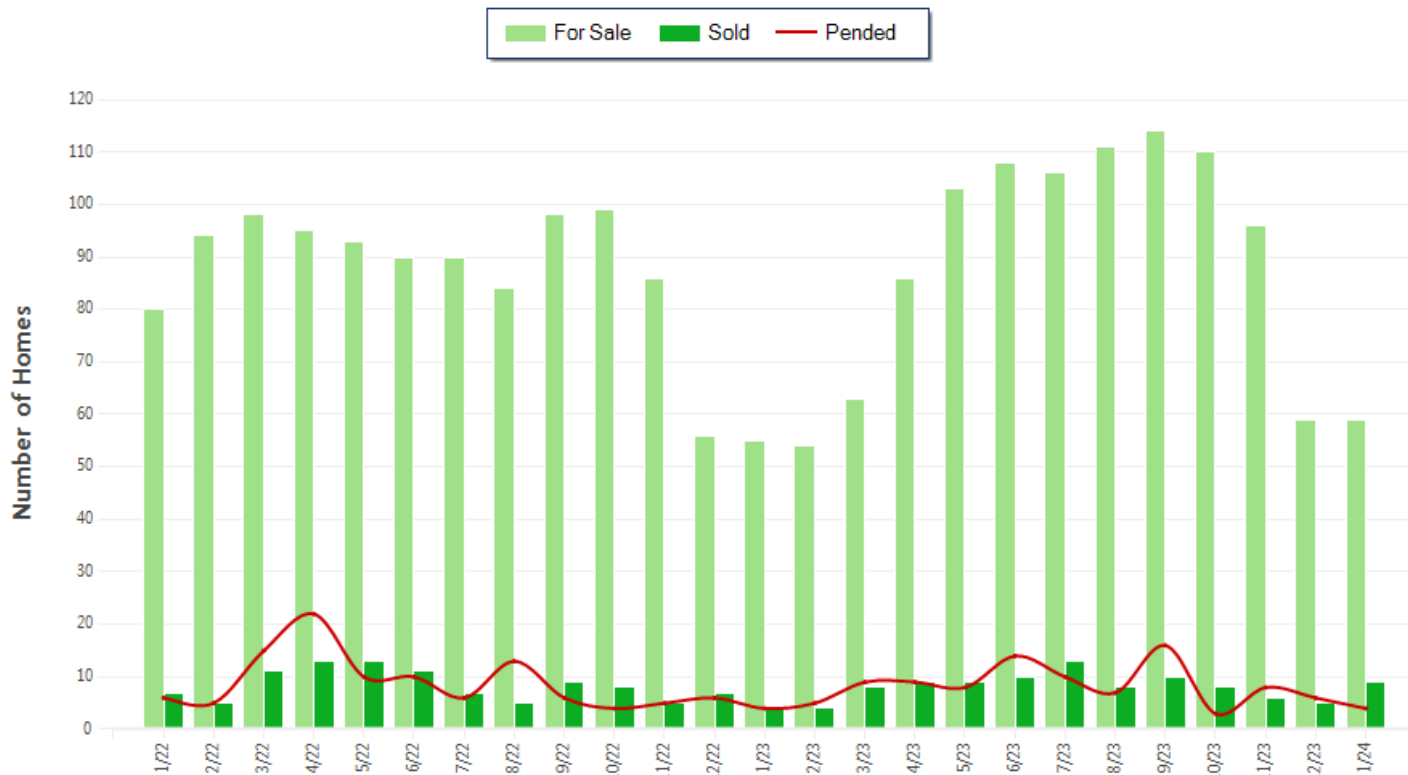
Full Baths: 0 - No Limit

Half Baths: 0 - No Limit

Year Built: 0 - No Limit

Number of Homes For Sale vs. Sold vs. Pended (Last 2 years)

Prepared for you by: Seth Cherney



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|          | Curnt vs. Prev Month |         |          | Curnt vs. Same Month 1 Yr Ago |         |          | Curnt vs. Same Qtr 1 Yr Ago |                    |          | Curnt vs. Same Month 2 Yrs Ago |         |          | Curnt vs. Same 12 Months 1 Yr Ago |                    |          |
|----------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|--------------------------------|---------|----------|-----------------------------------|--------------------|----------|
|          | Jan. 24              | Dec. 23 | % Change | Jan. 24                       | Jan. 23 | % Change | Nov. 23 to Jan. 24          | Nov. 22 to Jan. 23 | % Change | Jan. 24                        | Jan. 22 | % Change | Feb. 23 to Jan. 24                | Feb. 22 to Jan. 23 | % Change |
| For Sale | 59                   | 59      | 0%       | 59                            | 55      | 7.3% ▲   | 59                          | 55                 | 7.3% ▲   | 59                             | 80      | -26.2% ▼ | 59                                | 55                 | 7.3% ▲   |
| Sold     | 9                    | 5       | 80% ▲    | 9                             | 4       | 125% ▲   | 20                          | 16                 | 25% ▲    | 9                              | 7       | 28.6% ▲  | 99                                | 98                 | 1% ▲     |
| Pended   | 4                    | 6       | -33.3% ▼ | 4                             | 4       | 0%       | 18                          | 15                 | 20% ▲    | 4                              | 6       | -33.3% ▼ | 99                                | 106                | -6.6% ▼  |

| Date                               | 1/22  | 2/22  | 3/22  | 4/22  | 5/22  | 6/22  | 7/22  | 8/22  | 9/22  | 10/22 | 11/22 | 12/22 | 1/23  | 2/23  | 3/23  | 4/23  | 5/23  | 6/23  | 7/23  | 8/23  | 9/23  | 10/23 | 11/23 | 12/23 | 1/24  |
|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| For Sale                           | 80    | 94    | 98    | 95    | 93    | 90    | 90    | 84    | 98    | 99    | 86    | 56    | 55    | 54    | 63    | 86    | 103   | 108   | 106   | 111   | 114   | 110   | 96    | 59    | 59    |
| New Listing                        | 22    | 22    | 21    | 25    | 19    | 18    | 17    | 19    | 22    | 9     | 6     | 5     | 12    | 9     | 25    | 36    | 29    | 20    | 24    | 16    | 24    | 10    | 8     | 6     | 14    |
| Sold                               | 7     | 5     | 11    | 13    | 13    | 11    | 7     | 5     | 9     | 8     | 5     | 7     | 4     | 4     | 8     | 9     | 9     | 10    | 13    | 8     | 10    | 8     | 6     | 5     | 9     |
| Pended                             | 6     | 5     | 15    | 22    | 10    | 10    | 6     | 13    | 6     | 4     | 5     | 6     | 4     | 5     | 9     | 9     | 8     | 14    | 10    | 7     | 16    | 3     | 8     | 6     | 4     |
| Months of Inventory (Closed Sales) | 11.4  | 18.8  | 8.9   | 7.3   | 7.2   | 8.2   | 12.9  | 16.8  | 10.9  | 12.4  | 17.2  | 8     | 13.8  | 13.5  | 7.9   | 9.6   | 11.4  | 10.8  | 8.2   | 13.9  | 11.4  | 13.8  | 16    | 11.8  | 6.6   |
| Months of Inventory (Pended Sales) | 13.3  | 18.8  | 6.5   | 4.3   | 9.3   | 9     | 15    | 6.5   | 16.3  | 24.8  | 17.2  | 9.3   | 13.8  | 10.8  | 7     | 9.6   | 12.9  | 7.7   | 10.6  | 15.9  | 7.1   | 36.7  | 12    | 9.8   | 14.8  |
| Absorption Rate (Closed Sales) %   | 8.8   | 5.3   | 11.2  | 13.7  | 14    | 12.2  | 7.8   | 6     | 9.2   | 8.1   | 5.8   | 12.5  | 7.3   | 7.4   | 12.7  | 10.5  | 8.7   | 9.3   | 12.3  | 7.2   | 8.8   | 7.3   | 6.3   | 8.5   | 15.3  |
| Absorption Rate (Pended Sales) %   | 7.5   | 5.3   | 15.3  | 23.2  | 10.8  | 11.1  | 6.7   | 15.5  | 6.1   | 4     | 5.8   | 10.7  | 7.3   | 9.3   | 14.3  | 10.5  | 7.8   | 13    | 9.4   | 6.3   | 14    | 2.7   | 8.3   | 10.2  | 6.8   |
| Avg. Active Price                  | 6,107 | 6,139 | 6,390 | 6,473 | 6,554 | 6,450 | 6,233 | 6,055 | 6,306 | 6,156 | 6,421 | 6,496 | 6,893 | 6,841 | 6,507 | 6,548 | 5,985 | 6,235 | 5,947 | 6,034 | 6,566 | 6,807 | 6,259 | 6,582 | 7,223 |
| Avg. Sold Price                    | 3,783 | 4,792 | 3,943 | 3,810 | 4,770 | 4,346 | 3,739 | 3,750 | 4,879 | 5,181 | 5,964 | 4,443 | 5,738 | 4,265 | 4,626 | 4,142 | 3,920 | 5,012 | 5,152 | 4,177 | 5,765 | 3,987 | 4,904 | 5,310 | 8,005 |
| Avg. Sq. Ft. Price (Sold)          | 942   | 1,030 | 1,127 | 1,015 | 1,143 | 1,111 | 945   | 839   | 1,073 | 1,086 | 728   | 1,295 | 1,206 | 1,615 | 1,356 | 1,079 | 1,131 | 1,406 | 1,272 | 1,247 | 1,499 | 1,120 | 1,114 | 1,294 | 2,617 |
| Sold/List Diff. %                  | 91    | 99    | 99    | 102   | 100   | 105   | 99    | 98    | 101   | 94    | 95    | 94    | 95    | 98    | 99    | 97    | 99    | 97    | 95    | 97    | 93    | 96    | 92    | 96    | 90    |
| Sold/Orig LP Diff. %               | 89    | 99    | 99    | 102   | 100   | 105   | 95    | 96    | 100   | 92    | 95    | 86    | 94    | 98    | 99    | 95    | 98    | 95    | 93    | 90    | 89    | 89    | 90    | 86    | 90    |
| Avg Days on Market                 | 143   | 58    | 29    | 27    | 47    | 49    | 48    | 86    | 57    | 86    | 152   | 94    | 191   | 77    | 43    | 188   | 38    | 46    | 53    | 109   | 101   | 93    | 92    | 164   | 167   |
| Median Active Price                | 4,650 | 4,725 | 4,850 | 4,950 | 4,900 | 4,648 | 4,848 | 4,848 | 4,925 | 4,650 | 4,850 | 4,825 | 4,950 | 4,775 | 4,600 | 4,997 | 4,590 | 4,495 | 4,395 | 4,300 | 4,888 | 4,995 | 4,773 | 4,750 | 4,995 |
| Median Sold Price                  | 3,400 | 4,028 | 3,600 | 3,400 | 4,000 | 3,900 | 3,800 | 3,600 | 3,915 | 4,488 | 4,350 | 3,408 | 4,025 | 3,761 | 4,250 | 3,675 | 3,328 | 3,688 | 4,700 | 3,425 | 5,650 | 3,373 | 3,955 | 4,200 | 6,500 |

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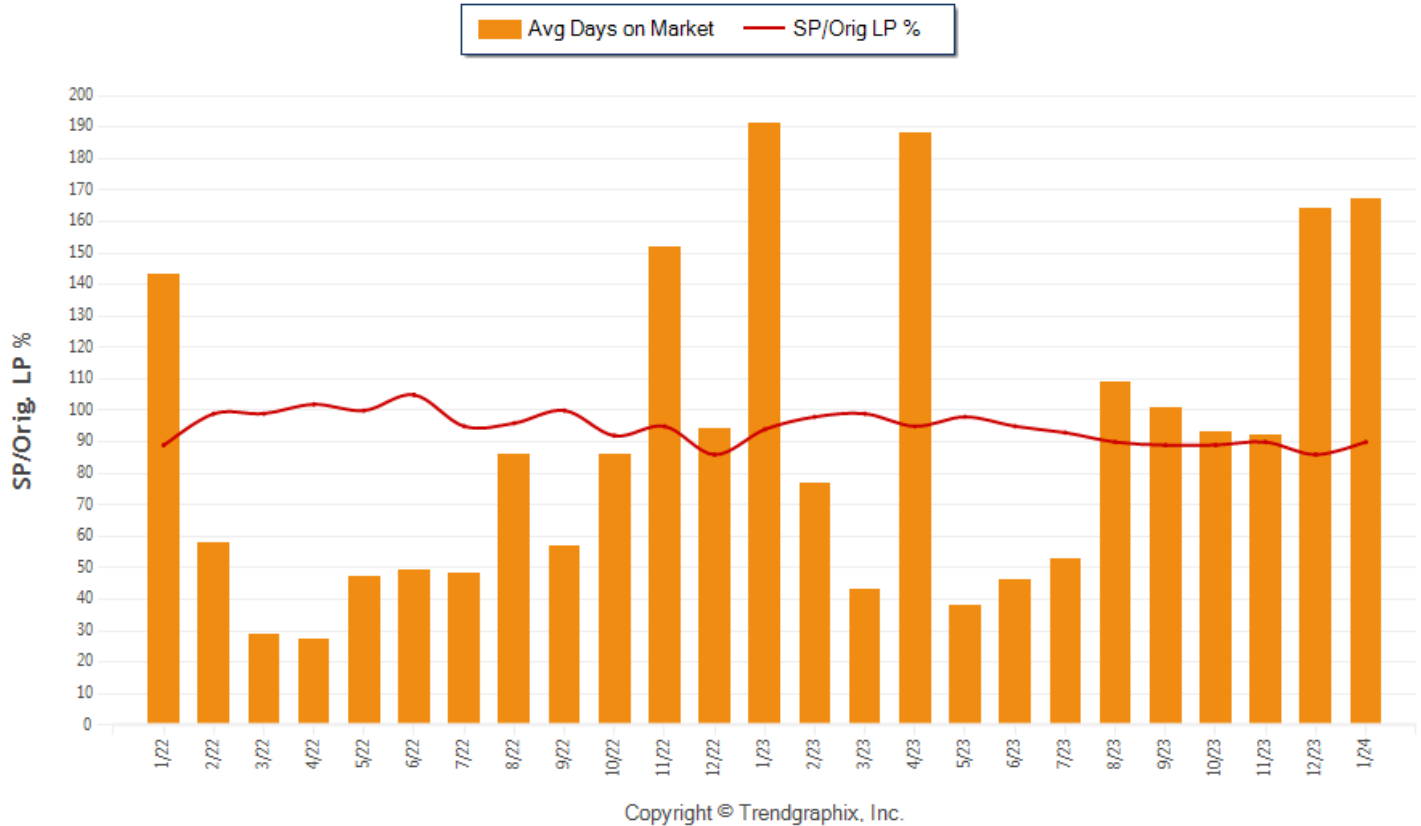
Full Baths: 0 - No Limit

Half Baths: 0 - No Limit

Year Built: 0 - No Limit

Avg Days On Market & SP/Orig LP % (Last 2 years)

Prepared for you by: Seth Cherney



|                      | Curnt vs. Prev Month |         |          | Curnt vs. Same Month 1 Yr Ago |         |          | Curnt vs. Same Qtr 1 Yr Ago |                    |          | Curnt vs. Same Month 2 Yrs Ago |         |          | Curnt vs. Same 12 Months 1 Yr Ago |                    |          |
|----------------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|--------------------------------|---------|----------|-----------------------------------|--------------------|----------|
|                      | Jan. 24              | Dec. 23 | % Change | Jan. 24                       | Jan. 23 | % Change | Nov. 23 to Jan. 24          | Nov. 22 to Jan. 23 | % Change | Jan. 24                        | Jan. 22 | % Change | Feb. 23 to Jan. 24                | Feb. 22 to Jan. 23 | % Change |
| Avg Days on Market   | 167                  | 164     | 1.8% ▲   | 167                           | 191     | -12.6% ▼ | 144                         | 136                | 5.9% ▲   | 167                            | 143     | 16.8% ▲  | 94                                | 64                 | 46.9% ▲  |
| Sold/Orig LP Diff. % | 90                   | 86      | 4.7% ▲   | 90                            | 94      | -4.3% ▼  | 89                          | 91                 | -2.2% ▼  | 90                             | 89      | 1.1% ▲   | 93                                | 98                 | -5.1% ▼  |

| Date                               | 1/22  | 2/22  | 3/22  | 4/22  | 5/22  | 6/22  | 7/22  | 8/22  | 9/22  | 10/22 | 11/22 | 12/22 | 1/23  | 2/23  | 3/23  | 4/23  | 5/23  | 6/23  | 7/23  | 8/23  | 9/23  | 10/23 | 11/23 | 12/23 | 1/24  |
|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| For Sale                           | 80    | 94    | 98    | 95    | 93    | 90    | 90    | 84    | 98    | 99    | 86    | 56    | 55    | 54    | 63    | 86    | 103   | 108   | 106   | 111   | 114   | 110   | 96    | 59    | 59    |
| New Listing                        | 22    | 22    | 21    | 25    | 19    | 18    | 17    | 19    | 22    | 9     | 6     | 5     | 12    | 9     | 25    | 36    | 29    | 20    | 24    | 16    | 24    | 10    | 8     | 6     | 14    |
| Sold                               | 7     | 5     | 11    | 13    | 13    | 11    | 7     | 5     | 9     | 8     | 5     | 7     | 4     | 4     | 8     | 9     | 9     | 10    | 13    | 8     | 10    | 8     | 6     | 5     | 9     |
| Pended                             | 6     | 5     | 15    | 22    | 10    | 10    | 6     | 13    | 6     | 4     | 5     | 6     | 4     | 5     | 9     | 9     | 8     | 14    | 10    | 7     | 16    | 3     | 8     | 6     | 4     |
| Months of Inventory (Closed Sales) | 11.4  | 18.8  | 8.9   | 7.3   | 7.2   | 8.2   | 12.9  | 16.8  | 10.9  | 12.4  | 17.2  | 8     | 13.8  | 13.5  | 7.9   | 9.6   | 11.4  | 10.8  | 8.2   | 13.9  | 11.4  | 13.8  | 16    | 11.8  | 6.6   |
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| Absorption Rate (Closed Sales) %   | 8.8   | 5.3   | 11.2  | 13.7  | 14    | 12.2  | 7.8   | 6     | 9.2   | 8.1   | 5.8   | 12.5  | 7.3   | 7.4   | 12.7  | 10.5  | 8.7   | 9.3   | 12.3  | 7.2   | 8.8   | 7.3   | 6.3   | 8.5   | 15.3  |
| Absorption Rate (Pended Sales) %   | 7.5   | 5.3   | 15.3  | 23.2  | 10.8  | 11.1  | 6.7   | 15.5  | 6.1   | 4     | 5.8   | 10.7  | 7.3   | 9.3   | 14.3  | 10.5  | 7.8   | 13    | 9.4   | 6.3   | 14    | 2.7   | 8.3   | 10.2  | 6.8   |
| Avg. Active Price                  | 6,107 | 6,139 | 6,390 | 6,473 | 6,554 | 6,450 | 6,233 | 6,055 | 6,306 | 6,156 | 6,421 | 6,496 | 6,893 | 6,841 | 6,507 | 6,548 | 5,985 | 6,235 | 5,947 | 6,034 | 6,566 | 6,807 | 6,259 | 6,582 | 7,223 |
| Avg. Sold Price                    | 3,783 | 4,792 | 3,943 | 3,810 | 4,770 | 4,346 | 3,739 | 3,750 | 4,879 | 5,181 | 5,964 | 4,443 | 5,738 | 4,265 | 4,626 | 4,142 | 3,920 | 5,012 | 5,152 | 4,177 | 5,765 | 3,987 | 4,904 | 5,310 | 8,005 |
| Avg. Sq. Ft. Price (Sold)          | 942   | 1,030 | 1,127 | 1,015 | 1,143 | 1,111 | 945   | 839   | 1,073 | 1,086 | 728   | 1,295 | 1,206 | 1,615 | 1,356 | 1,079 | 1,131 | 1,406 | 1,272 | 1,247 | 1,499 | 1,120 | 1,114 | 1,294 | 2,617 |
| Sold/List Diff. %                  | 91    | 99    | 99    | 102   | 100   | 105   | 99    | 98    | 101   | 94    | 95    | 94    | 95    | 98    | 99    | 97    | 99    | 97    | 95    | 97    | 93    | 96    | 92    | 96    | 90    |
| Sold/Orig LP Diff. %               | 89    | 99    | 99    | 102   | 100   | 105   | 95    | 96    | 100   | 92    | 95    | 86    | 94    | 98    | 99    | 95    | 98    | 95    | 93    | 90    | 89    | 89    | 90    | 86    | 90    |
| Avg Days on Market                 | 143   | 58    | 29    | 27    | 47    | 49    | 48    | 86    | 57    | 86    | 152   | 94    | 191   | 77    | 43    | 188   | 38    | 46    | 53    | 109   | 101   | 93    | 92    | 164   | 167   |
| Median Active Price                | 4,650 | 4,725 | 4,850 | 4,950 | 4,900 | 4,648 | 4,848 | 4,848 | 4,925 | 4,650 | 4,850 | 4,825 | 4,950 | 4,775 | 4,600 | 4,997 | 4,590 | 4,495 | 4,395 | 4,300 | 4,888 | 4,995 | 4,773 | 4,750 | 4,995 |
| Median Sold Price                  | 3,400 | 4,028 | 3,600 | 3,400 | 4,000 | 3,900 | 3,800 | 3,600 | 3,915 | 4,488 | 4,350 | 3,408 | 4,025 | 3,761 | 4,250 | 3,675 | 3,328 | 3,688 | 4,700 | 3,425 | 5,650 | 3,373 | 3,955 | 4,200 | 6,500 |

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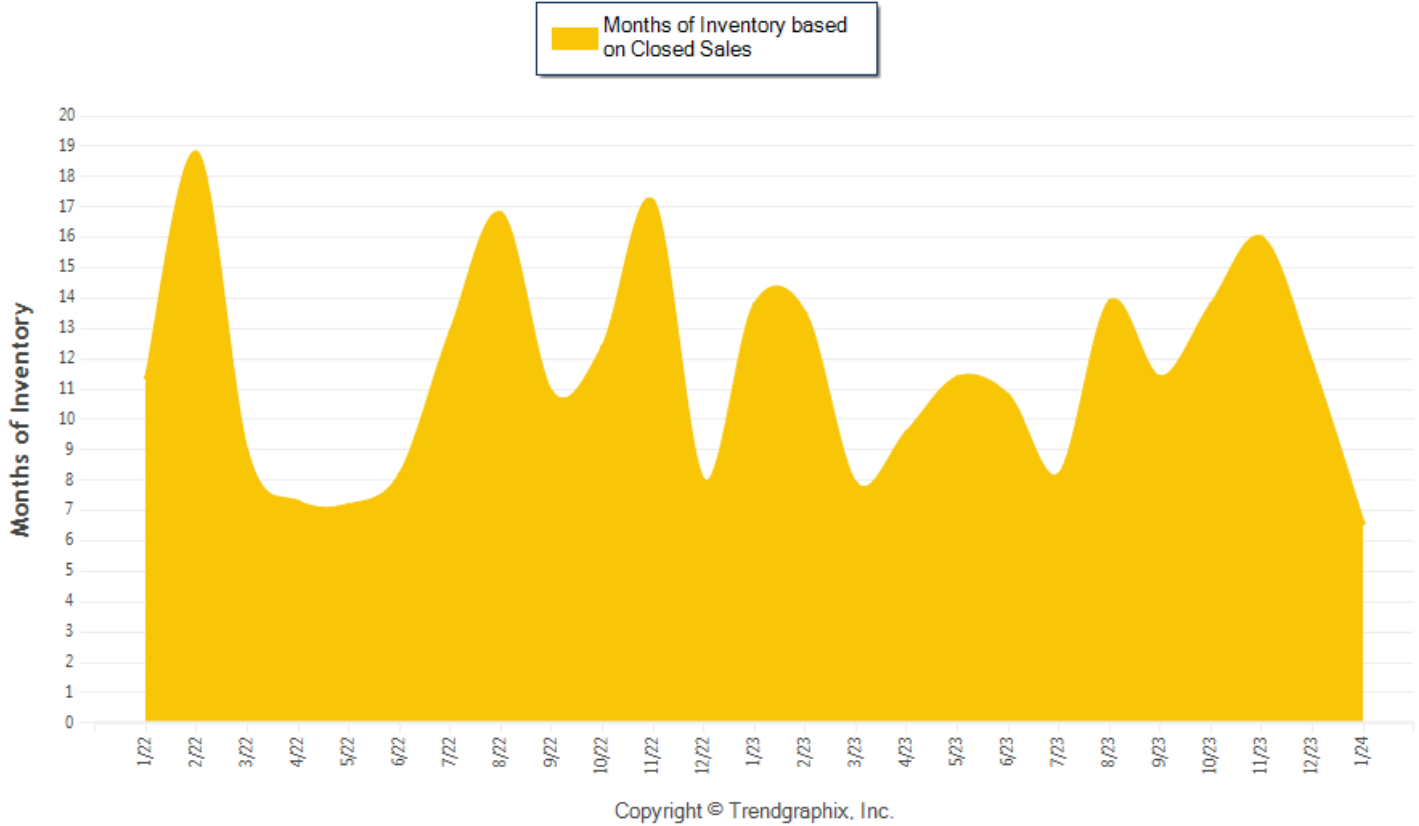
**Full Baths:** 0 - No Limit

**Half Baths:** 0 - No Limit

**Year Built:** 0 - No Limit

**Months of Inventory Based on Closed Sales (Last 2 years)**

**Prepared for you by: Seth Cherney**



|                                    | Curnt vs. Prev Month |         |          | Curnt vs. Same Month 1 Yr Ago |         |          | Curnt vs. Same Qtr 1 Yr Ago |                    |          | Curnt vs. Same Month 2 Yrs Ago |         |          | Curnt vs. Same 12 Months 1 Yr Ago |                    |          |
|------------------------------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|--------------------------------|---------|----------|-----------------------------------|--------------------|----------|
|                                    | Jan. 24              | Dec. 23 | % Change | Jan. 24                       | Jan. 23 | % Change | Nov. 23 to Jan. 24          | Nov. 22 to Jan. 23 | % Change | Jan. 24                        | Jan. 22 | % Change | Feb. 23 to Jan. 24                | Feb. 22 to Jan. 23 | % Change |
| Months of Inventory (Closed Sales) | 6.6                  | 11.8    | -44.1% ▼ | 6.6                           | 13.8    | -52.4% ▼ | 8.9                         | 10.3               | -13.6% ▼ | 6.6                            | 11.4    | -42% ▼   | 7.2                               | 6.7                | 7.4% ▲   |

| Date                               | 1/22  | 2/22  | 3/22  | 4/22  | 5/22  | 6/22  | 7/22  | 8/22  | 9/22  | 10/22 | 11/22 | 12/22 | 1/23  | 2/23  | 3/23  | 4/23  | 5/23  | 6/23  | 7/23  | 8/23  | 9/23  | 10/23 | 11/23 | 12/23 | 1/24  |
|------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| For Sale                           | 80    | 94    | 98    | 95    | 93    | 90    | 90    | 84    | 98    | 99    | 86    | 56    | 55    | 54    | 63    | 86    | 103   | 108   | 106   | 111   | 114   | 110   | 96    | 59    | 59    |
| New Listing                        | 22    | 22    | 21    | 25    | 19    | 18    | 17    | 19    | 22    | 9     | 6     | 5     | 12    | 9     | 25    | 36    | 29    | 20    | 24    | 16    | 24    | 10    | 8     | 6     | 14    |
| Sold                               | 7     | 5     | 11    | 13    | 13    | 11    | 7     | 5     | 9     | 8     | 5     | 7     | 4     | 4     | 8     | 9     | 9     | 10    | 13    | 8     | 10    | 8     | 6     | 5     | 9     |
| Pended                             | 6     | 5     | 15    | 22    | 10    | 10    | 6     | 13    | 6     | 4     | 5     | 6     | 4     | 5     | 9     | 9     | 8     | 14    | 10    | 7     | 16    | 3     | 8     | 6     | 4     |
| Months of Inventory (Closed Sales) | 11.4  | 18.8  | 8.9   | 7.3   | 7.2   | 8.2   | 12.9  | 16.8  | 10.9  | 12.4  | 17.2  | 8     | 13.8  | 13.5  | 7.9   | 9.6   | 11.4  | 10.8  | 8.2   | 13.9  | 11.4  | 13.8  | 16    | 11.8  | 6.6   |
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| Absorption Rate (Closed Sales) %   | 8.8   | 5.3   | 11.2  | 13.7  | 14    | 12.2  | 7.8   | 6     | 9.2   | 8.1   | 5.8   | 12.5  | 7.3   | 7.4   | 12.7  | 10.5  | 8.7   | 9.3   | 12.3  | 7.2   | 8.8   | 7.3   | 6.3   | 8.5   | 15.3  |
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| Avg. Active Price                  | 6,107 | 6,139 | 6,390 | 6,473 | 6,554 | 6,450 | 6,233 | 6,055 | 6,306 | 6,156 | 6,421 | 6,496 | 6,893 | 6,841 | 6,507 | 6,548 | 5,985 | 6,235 | 5,947 | 6,034 | 6,566 | 6,807 | 6,259 | 6,582 | 7,223 |
| Avg. Sold Price                    | 3,783 | 4,792 | 3,943 | 3,810 | 4,770 | 4,346 | 3,739 | 3,750 | 4,879 | 5,181 | 5,964 | 4,443 | 5,738 | 4,265 | 4,626 | 4,142 | 3,920 | 5,012 | 5,152 | 4,177 | 5,765 | 3,987 | 4,904 | 5,310 | 8,005 |
| Avg. Sq. Ft. Price (Sold)          | 942   | 1,030 | 1,127 | 1,015 | 1,143 | 1,111 | 945   | 839   | 1,073 | 1,086 | 728   | 1,295 | 1,206 | 1,615 | 1,356 | 1,079 | 1,131 | 1,406 | 1,272 | 1,247 | 1,499 | 1,120 | 1,114 | 1,294 | 2,617 |
| Sold/List Diff. %                  | 91    | 99    | 99    | 102   | 100   | 105   | 99    | 98    | 101   | 94    | 95    | 94    | 95    | 98    | 99    | 97    | 99    | 97    | 95    | 97    | 93    | 96    | 92    | 96    | 90    |
| Sold/Orig LP Diff. %               | 89    | 99    | 99    | 102   | 100   | 105   | 95    | 96    | 100   | 92    | 95    | 86    | 94    | 98    | 99    | 95    | 98    | 95    | 93    | 90    | 89    | 89    | 90    | 86    | 90    |
| Avg Days on Market                 | 143   | 58    | 29    | 27    | 47    | 49    | 48    | 86    | 57    | 86    | 152   | 94    | 191   | 77    | 43    | 188   | 38    | 46    | 53    | 109   | 101   | 93    | 92    | 164   | 167   |
| Median Active Price                | 4,650 | 4,725 | 4,850 | 4,950 | 4,900 | 4,648 | 4,848 | 4,848 | 4,925 | 4,650 | 4,850 | 4,825 | 4,950 | 4,775 | 4,600 | 4,997 | 4,590 | 4,495 | 4,395 | 4,300 | 4,888 | 4,995 | 4,773 | 4,750 | 4,995 |
| Median Sold Price                  | 3,400 | 4,028 | 3,600 | 3,400 | 4,000 | 3,900 | 3,800 | 3,600 | 3,915 | 4,488 | 4,350 | 3,408 | 4,025 | 3,761 | 4,250 | 3,675 | 3,328 | 3,688 | 4,700 | 3,425 | 5,650 | 3,373 | 3,955 | 4,200 | 6,500 |

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