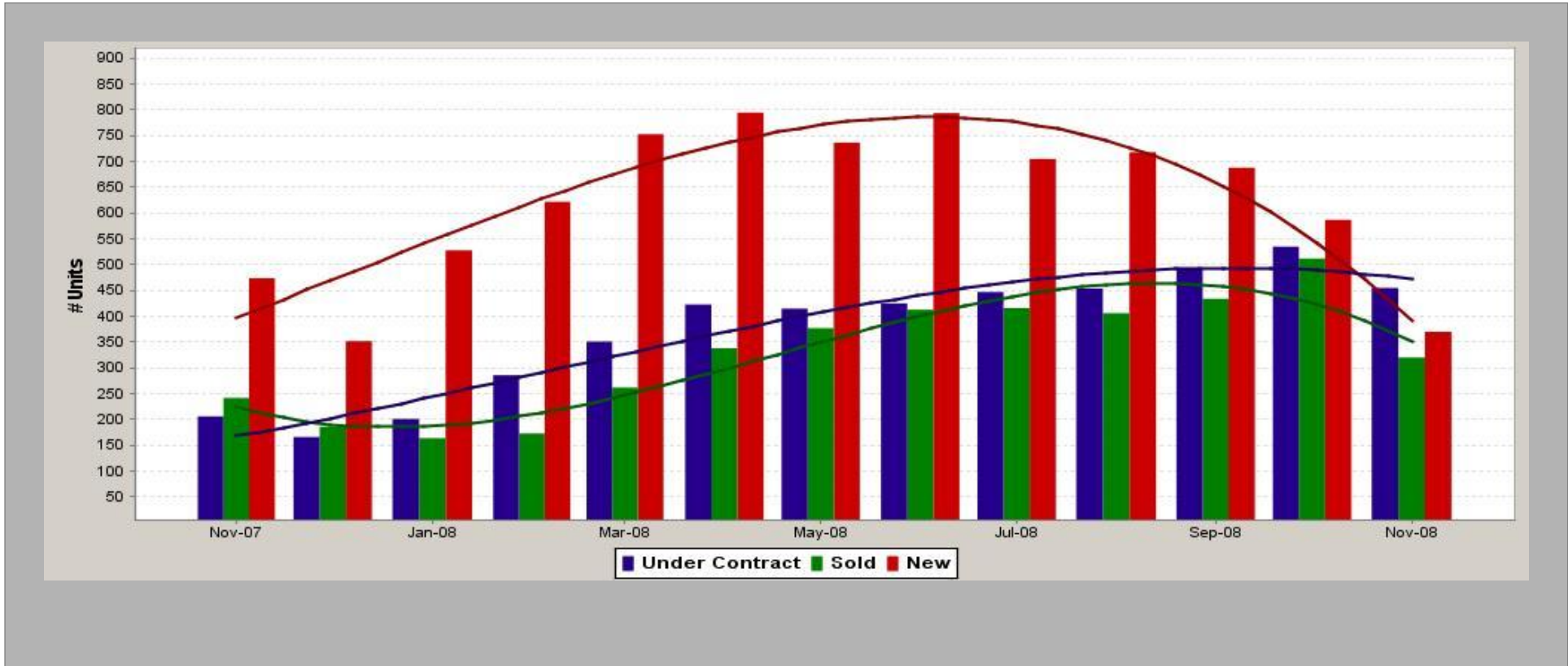


Market Dynamics

Supply & Demand - # Units (UC, Sold, New) 1 Year (Monthly) 11/01/07 - 11/30/08



KEY INFORMATION

	Nov-07	Nov-08	# Units Change	Percent Change
Under Contract	206	455	249	120.9
Sold	242	320	78	32.2
New	474	370	-104	-21.9

UC
+121%

Sold
+32%

New
-22%

MLS: BAREIS	Period: 1 Year (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 (UC, Sold, New)
1 Year (Monthly) 11/01/07 - 11/30/08

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
Nov-08	2,687	133	455	86	320	76	342	171	370
Oct-08	3,179	121	535	73	512	76	327	158	587
Sep-08	3,400	116	491	73	434	67	317	161	688
Aug-08	3,501	115	454	69	406	72	335	159	718
Jul-08	3,536	113	447	75	416	75	306	162	705
Jun-08	3,526	109	425	72	413	77	270	158	794
May-08	3,423	112	415	82	377	90	276	172	737
Apr-08	3,346	110	423	80	338	86	237	157	795
Mar-08	3,168	115	351	88	262	110	266	161	753
Feb-08	2,960	123	286	106	173	108	259	175	622
Jan-08	2,887	128	201	108	164	110	348	156	528
Dec-07	2,942	131	166	113	186	103	417	162	352
Nov-07	3,268	123	206	106	242	99	472	150	474