

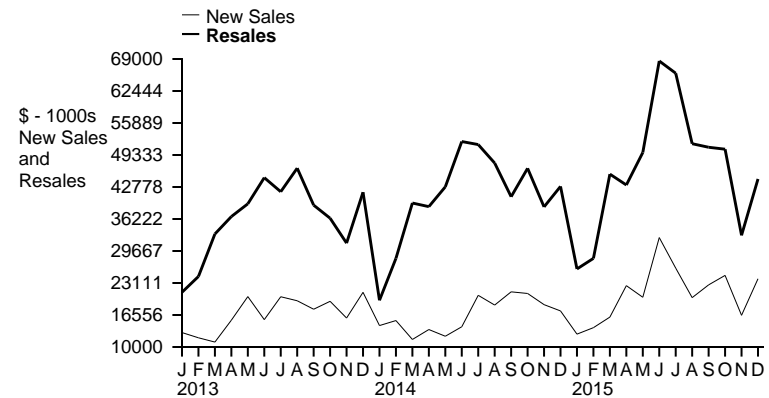
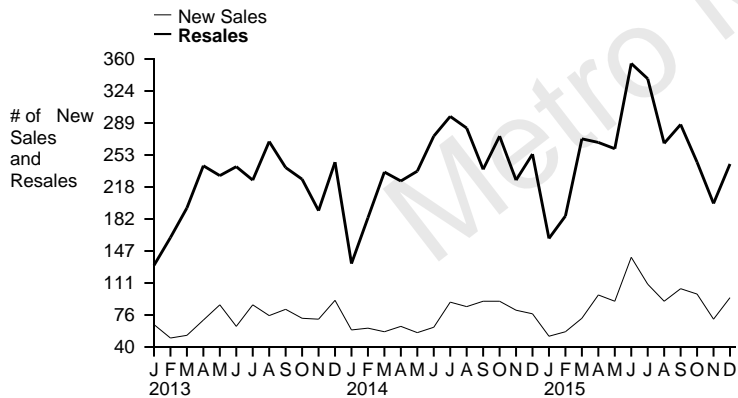
The REAL Trend Report Santa Rosa Real Estate Sales Activity

Number of Sales	DEC 2015	DEC 2014	% Chg	YTD 2015	YTD 2014	% Chg
Single Family						
Total New Sales	95	77	23.38	1,081	873	23.83
Total ReSales	244	255	-4.31	3,088	2,863	7.86
Total Single Family	339	332	2.11	4,169	3,736	11.59
Condominium/Townhomes						
Total New Sales	1	10	-90.00	29	35	-17.14
Total ReSales	21	34	-38.24	219	215	1.86
Total Condo/Townhome	22	44	-50.00	248	250	-.80
Mobile/Manufactured Homes						
Total New Sales	34	31	9.68	308	288	6.94
Residential Lots						
Total New Sales	161	102	57.84	1,791	1,423	25.86
Commercial & Other IMPRV						
Total New Sales	16	10	60.00	184	166	10.84
Commercial & Other VACNT						
Total New Sales	16	18	-11.11	205	219	-6.39
Total						
Total New Sales	588	537	9.50	6,905	6,082	13.53
Total Foreclosures						
Total New Sales	42	82	-48.78	542	808	-32.92
Total Lis Pendens						
Total New Sales	74	83	-10.84	824	851	-3.17

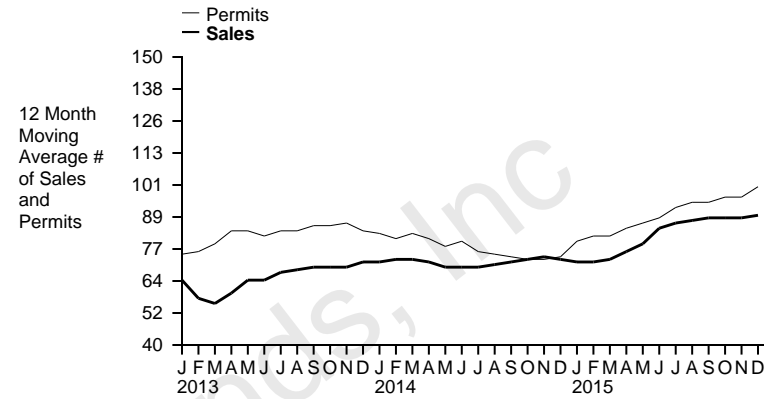
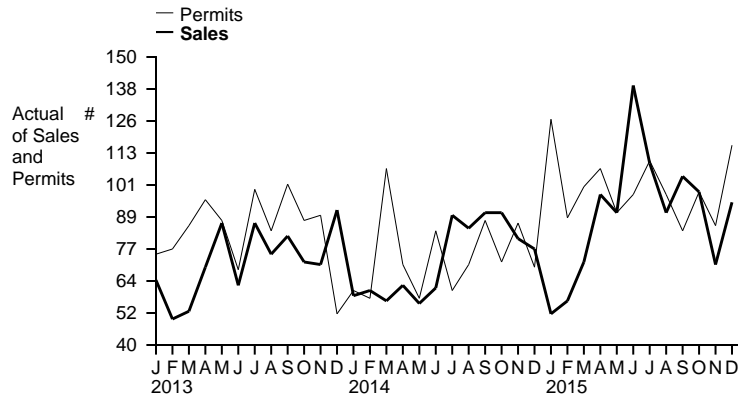
Dollar Volume of Sales	DEC 2015	DEC 2014	% Chg	YTD 2015	YTD 2014	% Chg
Single Family						
Total New Sales	23,980,431	17,388,870	37.91	252,044,699	198,784,424	26.79
Total ReSales	44,424,200	42,897,800	3.56	557,652,900	489,016,800	14.04
Total Single Family	68,404,631	60,286,670	13.47	809,697,599	687,801,224	17.72
Condominium/Townhomes						
Total New Sales	399,000	1,628,900	-75.50	5,110,200	5,511,500	-7.28
Total ReSales	5,812,700	6,180,100	-5.94	49,500,000	47,198,500	4.88
Total Condo/Townhome	6,211,700	7,809,000	-20.45	54,610,200	52,710,000	3.61
Mobile/Manufactured Homes						
Total New Sales	1,020,700	829,500	23.05	9,404,000	8,783,600	7.06
Residential Lots						
Total New Sales	8,372,400	4,304,200	94.52	66,481,400	54,785,100	21.35
Commercial & Other IMPRV						
Total New Sales	5,289,800	5,164,900	2.42	106,941,300	68,704,700	55.65
Commercial & Other VACNT						
Total New Sales	6,043,500	4,122,800	46.59	38,253,800	24,743,000	54.60
Total						
Total New Sales	95,342,731	82,517,070	15.54	1,085,388,299	897,527,624	20.93
Total Foreclosures *						
Total New Sales	4,301,444	6,671,583	-35.53	55,311,284	69,270,588	-20.15
Total Lis Pendens *						
Total New Sales	4,323,593	8,104,891	-46.65	73,883,608	94,924,350	-22.17

* Foreclosures and Lis Pendens Dollar Volume Amounts represent the Market Value of the Parcels

Single Family New and Resales



New Single Family Permit and Sales Trends Santa Rosa



Date	Single Family Permits		Single Family Sales		Sales versus Permits	
	# of	12 Month Avg	# of	12 Month Avg	# of	12 Month Avg
01/2015	127	80	52	72	-75	-8
02/2015	89	82	57	72	-32	-10
03/2015	101	82	72	73	-29	-9
04/2015	108	85	98	76	-10	-9
05/2015	91	87	91	79	0	-8
06/2015	98	89	140	85	42	-4
07/2015	111	93	110	87	-1	-6
08/2015	98	95	91	88	-7	-7
09/2015	84	95	105	89	21	-6
10/2015	99	97	99	89	0	-8
11/2015	86	97	71	89	-15	-8
12/2015	117	101	95	90	-22	-11

Total Single Family

