

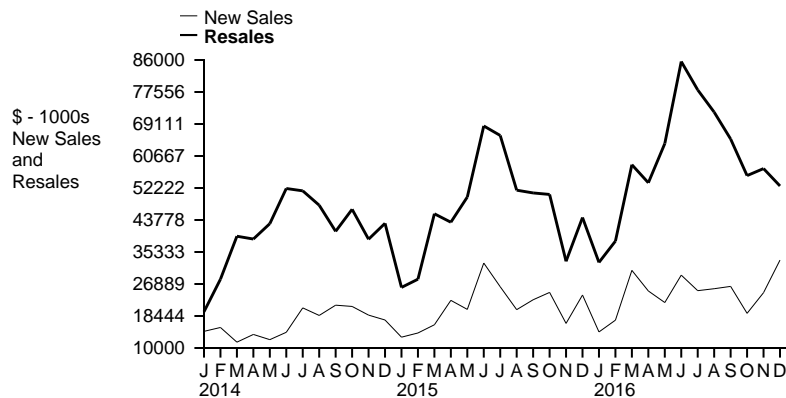
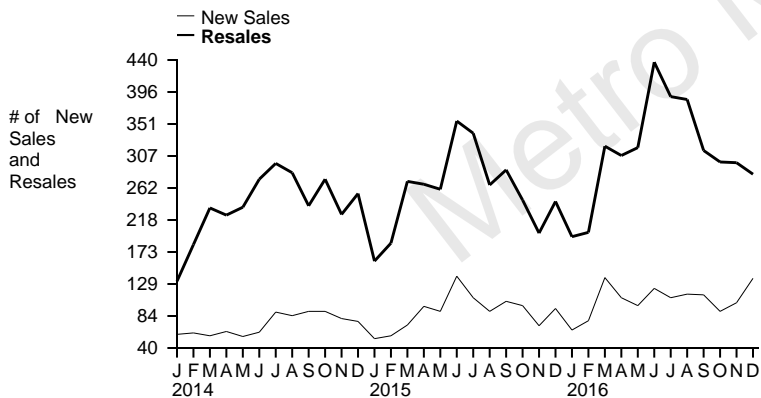
The REAL Trend Report Santa Rosa Real Estate Sales Activity

Number of Sales	DEC 2016	DEC 2015	% Chg	YTD 2016	YTD 2015	% Chg
Single Family						
Total New Sales	137	95	44.21	1,283	1,082	18.58
Total ReSales	282	244	15.57	3,752	3,088	21.50
Total Single Family	419	339	23.60	5,035	4,170	20.74
Condominium/Townhomes						
Total New Sales	7	1	600.00	48	27	77.78
Total ReSales	19	21	-9.52	215	221	-2.71
Total Condo/Townhome	26	22	18.18	263	248	6.05
Mobile/Manufactured Homes	25	34	-26.47	319	307	3.91
Residential Lots	228	161	41.61	1,951	1,792	8.87
Commercial & Other IMPRV	22	15	46.67	226	183	23.50
Commercial & Other VACNT	37	17	117.65	237	205	15.61
Total	757	588	28.74	8,031	6,905	16.31
Total Foreclosures	30	42	-28.57	482	542	-11.07
Total Lis Pendens	54	74	-27.03	597	824	-27.55

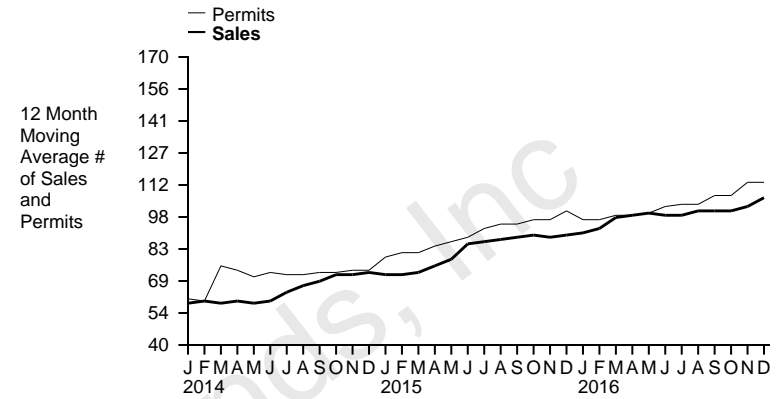
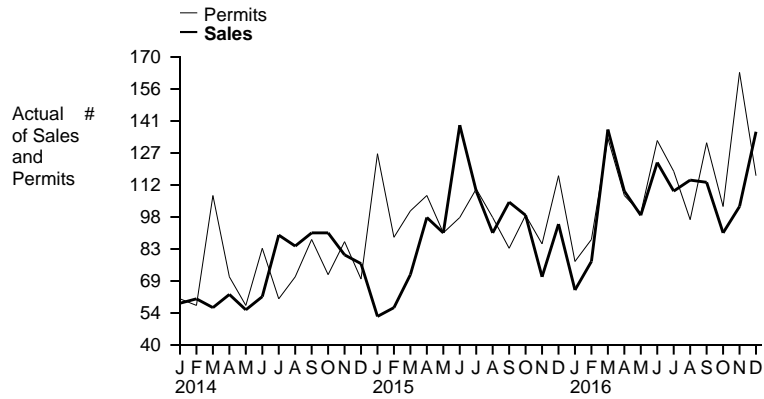
Dollar Volume of Sales	DEC 2016	DEC 2015	% Chg	YTD 2016	YTD 2015	% Chg
Single Family						
Total New Sales	33,194,552	23,980,431	38.42	292,317,082	252,267,199	15.88
Total ReSales	52,761,900	44,424,200	18.77	713,400,600	557,652,900	27.93
Total Single Family	85,956,452	68,404,631	25.66	1,005,717,682	809,920,099	24.17
Condominium/Townhomes						
Total New Sales	1,200,600	399,000	200.90	8,086,200	4,681,600	72.72
Total ReSales	4,573,100	5,812,700	-21.33	51,762,500	49,928,600	3.67
Total Condo/Townhome	5,773,700	6,211,700	-7.05	59,848,700	54,610,200	9.59
Mobile/Manufactured Homes	972,800	1,020,700	-4.69	11,547,900	9,181,500	25.77
Residential Lots	9,547,600	8,372,400	14.04	71,945,700	66,514,400	8.17
Commercial & Other IMPRV	7,920,100	3,889,800	103.61	125,457,600	105,541,300	18.87
Commercial & Other VACNT	7,374,800	7,443,500	-9.2	39,872,000	39,620,800	.63
Total	117,545,452	95,342,731	23.29	1,314,389,582	1,085,388,299	21.10
Total Foreclosures *	4,634,997	4,301,444	7.75	47,053,427	55,555,364	-15.30
Total Lis Pendens *	5,806,357	4,323,593	34.29	60,908,704	73,915,143	-17.60

* 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
01/2016	78	97	65	91	-13	-6
02/2016	88	97	78	93	-10	-4
03/2016	134	99	138	98	4	-1
04/2016	108	99	110	99	2	0
05/2016	100	100	99	100	-1	0
06/2016	133	103	123	99	-10	-4
07/2016	119	104	110	99	-9	-5
08/2016	97	104	115	101	18	-3
09/2016	132	108	114	101	-18	-7
10/2016	103	108	91	101	-12	-7
11/2016	164	114	103	103	-61	-11
12/2016	117	114	137	107	20	-7

Total Single Family

