

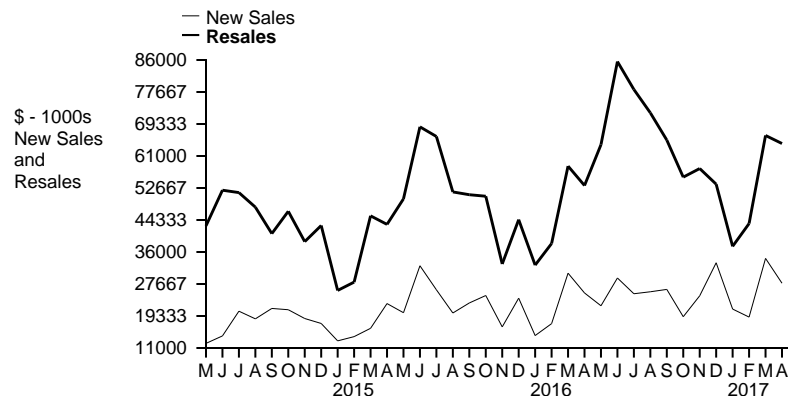
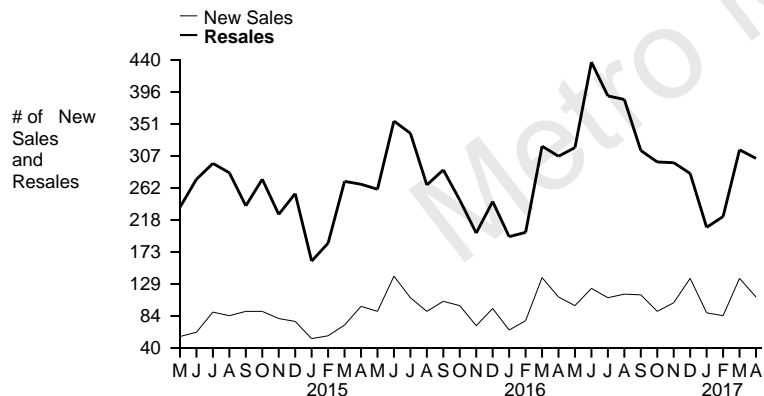
The REAL Trend Report Santa Rosa Real Estate Sales Activity

Number of Sales	APR 2017	APR 2016	% Chg	YTD 2017	YTD 2016	% Chg
Single Family						
Total New Sales	111	111	.00	422	392	7.65
Total ReSales	304	307	-98	1,051	1,024	2.64
Total Single Family	415	418	-72	1,473	1,416	4.03
Condominium/Townhomes						
Total New Sales	2	7	-71.43	11	20	-45.00
Total ReSales	20	16	25.00	73	56	30.36
Total Condo/Townhome	22	23	-4.35	84	76	10.53
Mobile/Manufactured Homes	26	28	-7.14	95	105	-9.52
Residential Lots	170	168	1.19	647	594	8.92
Commercial & Other IMPRV	15	20	-25.00	66	71	-7.04
Commercial & Other VACNT	26	17	52.94	89	67	32.84
Total	674	674	.00	2,454	2,329	5.37
Total Foreclosures	12	42	-71.43	95	219	-56.62
Total Lis Pendens	42	69	-39.13	166	220	-24.55

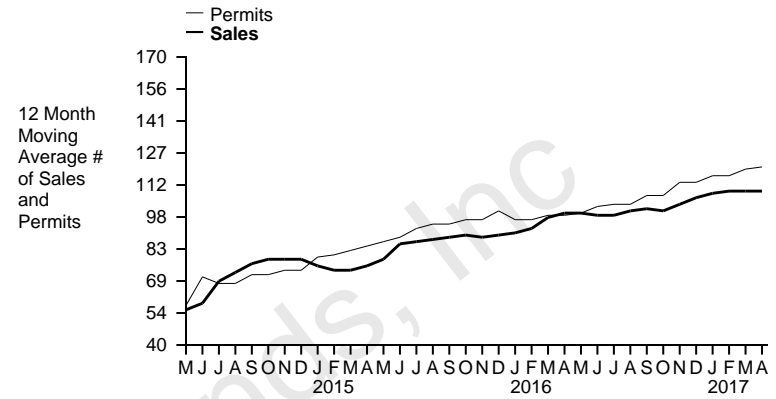
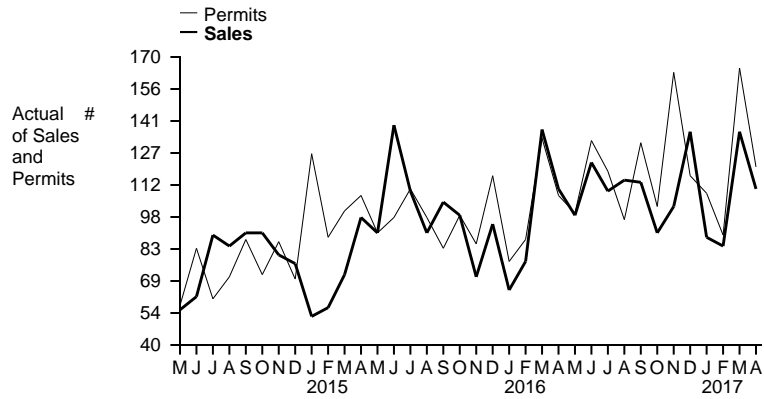
Dollar Volume of Sales	APR 2017	APR 2016	% Chg	YTD 2017	YTD 2016	% Chg
Single Family						
Total New Sales	27,869,793	25,334,747	10.01	102,394,428	87,402,726	17.15
Total ReSales	64,246,800	53,312,600	20.51	211,474,100	182,474,000	15.89
Total Single Family	92,116,593	78,647,347	17.13	313,868,528	269,876,726	16.30
Condominium/Townhomes						
Total New Sales	350,800	1,175,700	-70.16	1,906,500	3,299,800	-42.22
Total ReSales	5,249,700	4,578,400	14.66	19,838,200	14,342,400	38.32
Total Condo/Townhome	5,600,500	5,754,100	-2.67	21,744,700	17,642,200	23.25
Mobile/Manufactured Homes	1,380,300	1,044,800	32.11	3,955,200	3,628,200	9.01
Residential Lots	6,728,800	5,955,800	12.98	30,550,600	20,081,600	52.13
Commercial & Other IMPRV	4,310,400	4,702,300	-8.33	24,466,400	47,528,300	-48.52
Commercial & Other VACNT	2,773,100	1,888,100	46.87	29,741,700	12,719,700	133.82
Total	112,909,693	97,992,447	15.22	424,327,128	371,476,726	14.23
Total Foreclosures *	1,326,408	3,918,209	-66.15	9,973,543	21,020,802	-52.55
Total Lis Pendens *	4,856,328	8,113,663	-40.15	21,053,058	22,049,267	-4.52

* 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
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	102	-18	-6
10/2016	103	108	91	101	-12	-7
11/2016	164	114	103	104	-61	-10
12/2016	117	114	137	107	20	-7
01/2017	109	117	89	109	-20	-8
02/2017	90	117	85	110	-5	-7
03/2017	166	120	137	110	-29	-10
04/2017	121	121	111	110	-10	-11

Total Single Family

