

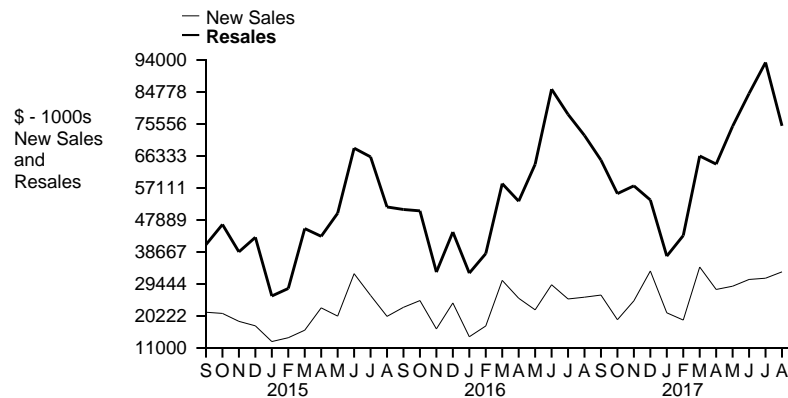
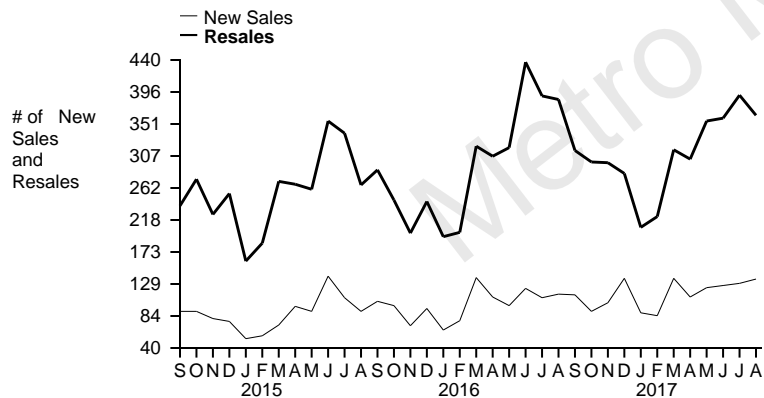
# The REAL Trend Report Santa Rosa Real Estate Sales Activity

Number of Sales	AUG 2017	AUG 2016	% Chg	YTD 2017	YTD 2016	% Chg
<b>Single Family</b>						
Total New Sales	136	115	18.26	939	839	11.92
Total ReSales	364	386	-5.70	2,522	2,558	-1.41
Total Single Family	500	501	-.20	3,461	3,397	1.88
<b>Condominium/Townhomes</b>						
Total New Sales	5	3	66.67	32	40	-20.00
Total ReSales	22	16	37.50	156	133	17.29
Total Condo/Townhome	27	19	42.11	188	173	8.67
<b>Mobile/Manufactured Homes</b>	28	26	7.69	203	216	-6.02
<b>Residential Lots</b>	192	227	-15.42	1,347	1,277	5.48
Commercial & Other IMPRV	15	20	-25.00	143	152	-5.92
Commercial & Other VACNT	33	28	17.86	207	138	50.00
<b>Total</b>	795	821	-3.17	5,549	5,353	3.66
Total Foreclosures	30	19	57.89	172	352	-51.14
Total Lis Pendens	48	59	-18.64	359	440	-18.41

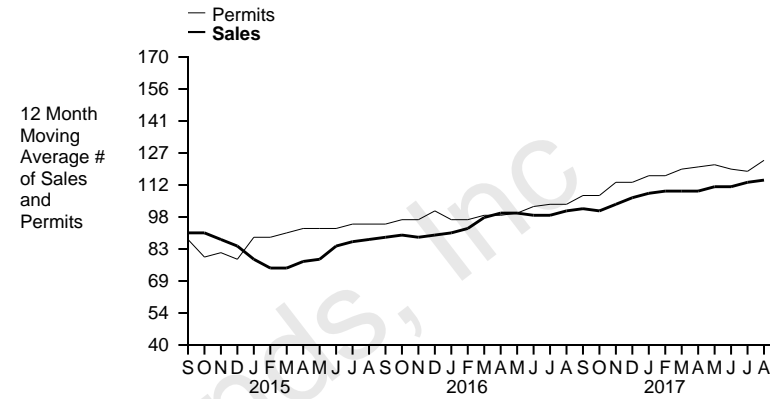
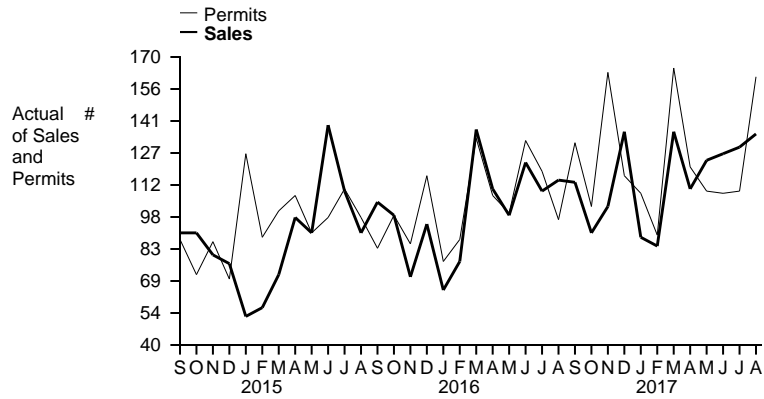
Dollar Volume of Sales	AUG 2017	AUG 2016	% Chg	YTD 2017	YTD 2016	% Chg
<b>Single Family</b>						
Total New Sales	32,944,043	25,643,771	28.47	226,011,507	189,402,605	19.33
Total ReSales	75,026,000	72,239,400	3.86	538,802,100	482,576,500	11.65
Total Single Family	107,970,043	97,883,171	10.31	764,813,607	671,979,105	13.82
<b>Condominium/Townhomes</b>						
Total New Sales	899,500	507,800	77.14	5,657,500	6,734,700	-15.99
Total ReSales	6,391,200	3,907,300	63.57	41,094,200	32,463,800	26.58
Total Condo/Townhome	7,290,700	4,415,100	65.13	46,751,700	39,198,500	19.27
<b>Mobile/Manufactured Homes</b>	777,700	887,800	-12.40	7,929,000	7,473,800	6.09
<b>Residential Lots</b>	9,520,300	7,322,300	30.02	68,020,900	46,347,800	46.76
Commercial & Other IMPRV	4,893,200	2,819,200	73.57	51,950,900	91,734,400	-43.37
Commercial & Other VACNT	5,095,700	3,295,700	54.62	49,525,300	23,463,700	111.07
<b>Total</b>	135,547,643	116,623,271	16.23	988,991,407	880,197,305	12.36
Total Foreclosures *	3,718,109	2,269,512	63.83	20,150,424	33,132,687	-39.18
Total Lis Pendens *	5,970,892	5,271,289	13.27	44,313,597	43,074,710	2.88

\* 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
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
05/2017	110	122	124	112	14	-10
06/2017	109	120	127	112	18	-8
07/2017	110	119	130	114	20	-5
08/2017	162	124	136	115	-26	-9

## Total Single Family

