



September 27, 2009

Coastal Market Conditions

The updates on our market trends are looking better and better for owners. Buyers will need to adjust their thoughts on what is or is not the status of our market values and which direction the prices are heading.

Year to date 2009 in the 94923 zip codes only, sales have hit 32 single-family homes. In the past 30 days there has been a sale at Salmon Creek area for \$1,325,000, which represented 98.15% of the list price. So location and condition are the most important issues when it comes to the price paid for a Sonoma Coast property. That has also been the highest price paid this calendar year so far.

The average number of days on market is 190 days. The median price is \$735,411 with the average SF of homes 1,984. The number of homes on the market in zip 94923 totals 42. Some of these have unique and challenging conditions and may not sell, or a very reduced price will be paid for each. There are 9 residential homes in escrow. And this is an up-tick trend. The median price is \$599,000 with the Days on Market being 277 days.

I have attached a Market Conditions Summary Report that pulls the data and puts it in a 3 month progressive format. This way you can see if the trend is getting better, or if time on market and the listing inventory is hurting the prices or helping.

You may have questions so please email or call me for specific details on a property you may want to know about.

Happy reading,

A handwritten signature in blue ink that reads "Thera".

Thera Buttarro, Broker Owner

Sonoma Coast Living Real Estate Services

Cell 707-849-5241

thera@SonomaCoastLiving.com

Market Conditions Summary Report

Printed On: 09/27/2009 12:05 pm

Search Criteria:

Inventory Analysis	Prior 7 - 12 Months (09/27/2008-03/28/2009)	Prior 4 - 6 Months (03/29/2009-06/27/2009)	Current - 3 Months (06/28/2009-09/27/2009)
Total # of Comparable Sales (Settled)	11	9	12
Absorption Rate (Total Sales/Months)	1.83	3.00	4.00
Total # of Comparable Active Listings ♦	43	54	60
Months of Housing Supply (Listings/Absorption Rate)	23.50	18.00	15.00
Median Sale Price & List Price, DOM	Prior 7 - 12 Months	Prior 4 - 6 Months	Current - 3 Months
Median Comparable Sale Price	799,000	625,000	695,000
Median Comparable Sales Days on Market	92	47	103
Median Comparable List Price (All)	765,000	714,450	762,000
Median Comparable Listings Days on Market (All)	201	167	134
Median Sale Price / Median List Price %	89.50%	93.33%	91.18%

♦The total number of all Comparable Active Listings is based on listings that were On Market for all or part of one of the specified time periods above.

Notes:

- 0 record(s) were disqualified.
- All listings are sorted according to the user defined sort, and may not display in the order used to determine the median values.
- Time ranges are based on a 365-day year commonly called the 'calendar year'.
- Listings are 'disqualified' from the median value calculations when their Selling, Expiration, or Inactive Date is more than 365 days from the current date, or when they have a listing or sold price of zero dollars.

Presented By: Thera Buttarò Lic: 00610278 / Sonoma Coast Living Lic: 01263505
 Equal Opportunity Housing * All information deemed reliable, but not guaranteed.
 Information has not been verified, is not guaranteed, and is subject to change.
 Copyright © 2009 Bay Area Real Estate Information Services, Inc. All rights reserved.
 Copyright ©2009 Rapattoni Corporation. All rights reserved.