

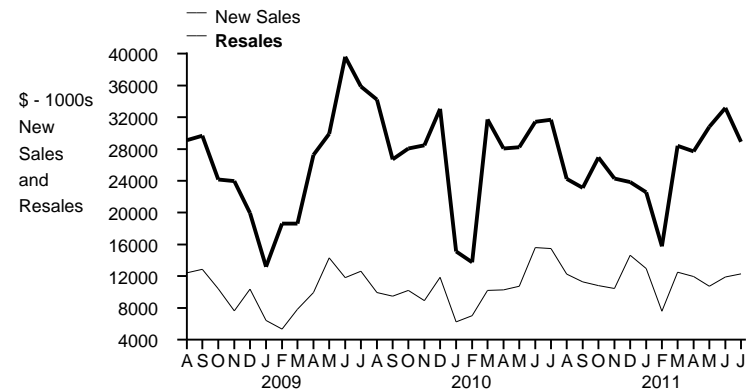
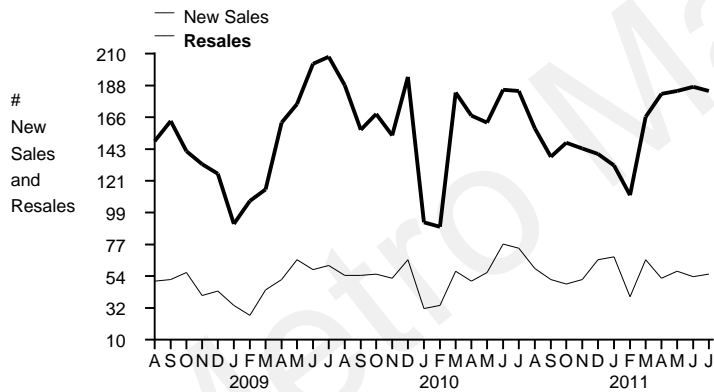
The REAL Trend Report Santa Rosa Real Estate Sales Activity

Number of Sales	JUL 2011	JUL 2010	% Chg	YTD 2011	YTD 2010	% Chg
Single Family						
Total New Sales	56	74	-24.32	395	383	3.13
Total ReSales	184	184	.00	1,146	1,062	7.91
Total Single Family	240	258	-6.98	1,541	1,445	6.64
Condominium/Townhomes						
Total New Sales	1	0	.00	5	3	66.67
Total ReSales	6	5	20.00	65	48	35.42
Total Condo/Townhome	7	5	40.00	70	51	37.25
Mobile/Manufactured Homes	10	14	-28.57	84	97	-13.40
Residential Lots	86	63	36.51	583	700	-16.71
Commercial & Other IMPRV	8	10	-20.00	70	67	4.48
Commercial & Other VACNT	13	7	85.71	80	75	6.67
Total	364	357	1.96	2,428	2,435	-.29
Total Foreclosures	34	67	-49.25	184	426	-56.81
Total Lis Pendens	63	101	-37.62	315	781	-59.67

Dollar Volume of Sales	JUL 2011	JUL 2010	% Chg	YTD 2011	YTD 2010	% Chg
Single Family						
Total New Sales	12,272,689	15,428,883	-20.46	79,717,895	75,361,894	5.78
Total ReSales	28,801,400	31,561,400	-8.74	186,739,900	179,400,800	4.09
Total Single Family	41,074,089	46,990,283	-12.59	266,457,795	254,762,694	4.59
Condominium/Townhomes						
Total New Sales	390,000	0	.00	1,897,000	997,600	90.16
Total ReSales	1,297,500	1,071,900	21.05	11,606,100	8,622,500	34.60
Total Condo/Townhome	1,687,500	1,071,900	57.43	13,503,100	9,620,100	40.36
Mobile/Manufactured Homes	400,900	543,000	-26.17	2,996,800	3,535,700	-15.24
Residential Lots	2,696,800	2,297,800	17.36	17,176,100	22,352,600	-23.16
Commercial & Other IMPRV	25,902,500	2,301,000	1025.71	43,025,600	19,970,600	115.44
Commercial & Other VACNT	1,557,000	430,500	261.67	12,576,400	9,426,300	33.42
Total	73,318,789	53,634,483	36.70	355,735,795	319,667,994	11.28
Total Foreclosures *	3,516,382	8,339,373	-57.83	21,804,547	65,736,812	-66.83
Total Lis Pendens *	10,011,755	15,065,787	-33.55	47,700,883	105,948,683	-54.98

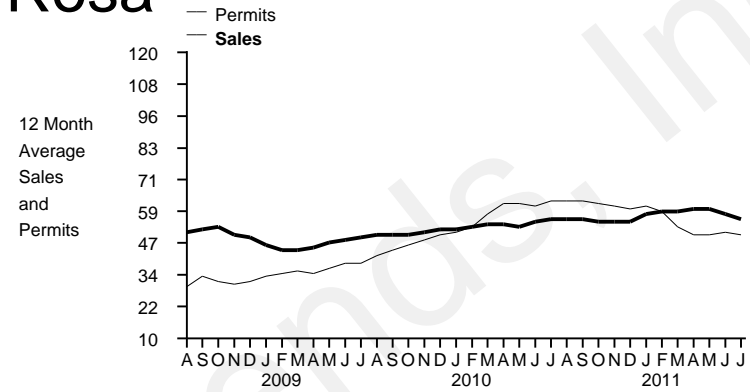
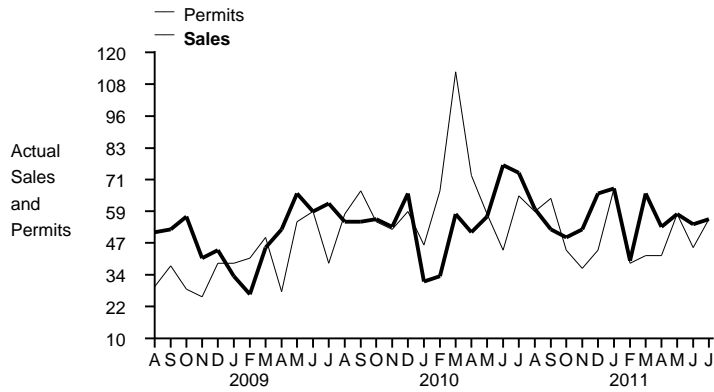
* Foreclosure and Lis Pendens Dollar Volume Amounts represent the Market Value of the Parcels

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	Actual	12 Month Avg
08/2010	59	63	60	56	1	-7
09/2010	64	63	52	56	-12	-7
10/2010	44	62	49	55	5	-7
11/2010	37	61	52	55	15	-6
12/2010	44	60	66	55	22	-5
01/2011	68	61	68	58		-3
02/2011	39	59	40	59	1	0
03/2011	42	53	66	59	24	6
04/2011	42	50	53	60	11	10
05/2011	58	50	58	60		10
06/2011	45	51	54	58	9	7
07/2011	56	50	56	56		6

Total Single Family

