

Market Statistics Report

Listings as of 08/03/10 at 4:18pm

Property Type Residential **Transaction Type** Sale **Counties** Mendocino, Sonoma **Cities** Anchor Bay, Annapolis, Bodega Bay, Elk, Fort Ross, Gualala, Irish Beach, Jenner, Manchester, Point Arena, Stewarts Point, The Sea Ranch, Timber Cove **Statuses** Active, Contingent - Release, Contingent - Show, Contingent - Probate, Pending, Sold (4/25/2009 or after)

Coastal Sonoma

Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	15	37	5	2	59
Average List Price	\$596,493	\$1,024,646	\$1,390,400	\$1,000,000	\$945,954
Average Market Time	105	153	82	102	133
All Off Market					
#Units	28	31	7	1	67
Pending					
#Units	0	1	0	0	1
Average List Price	\$0	\$499,000	\$0	\$0	\$499,000
Average Market Time	0	478	0	0	478
Sold					
#Units	28	30	7	1	66
Dollar Value	\$14,249,811	\$20,255,644	\$5,618,036	\$700,000	\$40,823,491
Average List Price	\$530,131	\$725,277	\$813,714	\$760,000	\$652,394
Average Sold Price	\$508,922	\$675,188	\$802,577	\$700,000	\$618,538
Average Market Time	92	125	59	105	104
% of List Price	96.00	93.09	98.63	92.11	94.81
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

Annapolis

Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	4	0	0	0	4
Average List Price	\$781,072	\$0	\$0	\$0	\$781,072
Average Market Time	132	0	0	0	132
All Off Market					
#Units	2	0	0	0	2
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	2	0	0	0	2
Dollar Value	\$619,000	\$0	\$0	\$0	\$619,000
Average List Price	\$309,194	\$0	\$0	\$0	\$309,194
Average Sold Price	\$309,500	\$0	\$0	\$0	\$309,500
Average Market Time	238	0	0	0	238
% of List Price	100.10	0.00	0.00	0.00	100.10
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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Timber Cove Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	6	2	0	0	8
Average List Price	\$1,477,833	\$599,500	\$0	\$0	\$1,258,250
Average Market Time	241	594	0	0	329
All Off Market					
#Units	3	2	0	0	5
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	3	2	0	0	5
Dollar Value	\$1,136,500	\$860,000	\$0	\$0	\$1,996,500
Average List Price	\$404,131	\$474,000	\$0	\$0	\$432,079
Average Sold Price	\$378,833	\$430,000	\$0	\$0	\$399,300
Average Market Time	332	103	0	0	240
% of List Price	93.74	90.72	0.00	0.00	92.41
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

Sea Ranch Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	37	40	3	0	80
Average List Price	\$623,770	\$938,899	\$1,174,667	\$0	\$801,993
Average Market Time	144	104	79	0	122
All Off Market					
#Units	42	22	1	1	66
Pending					
#Units	1	2	0	0	3
Average List Price	\$449,500	\$1,024,500	\$0	\$0	\$832,833
Average Market Time	139	79	0	0	99
Sold					
#Units	41	20	1	1	63
Dollar Value	\$25,093,250	\$17,703,749	\$950,000	\$3,500,000	\$47,246,999
Average List Price	\$638,104	\$948,540	\$1,095,000	\$3,750,000	\$793,302
Average Sold Price	\$612,030	\$885,187	\$950,000	\$3,500,000	\$749,952
Average Market Time	134	137	241	115	136
% of List Price	95.91	93.32	86.76	93.33	94.54
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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Gualala

Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	31	14	1	1	47
Average List Price	\$553,911	\$568,564	\$695,000	\$1,900,000	\$589,918
Average Market Time	227	123	89	231	193
All Off Market					
#Units	26	18	2	0	46
Pending					
#Units	0	2	0	0	2
Average List Price	\$0	\$282,950	\$0	\$0	\$282,950
Average Market Time	0	84	0	0	84
Sold					
#Units	26	16	2	0	44
Dollar Value	\$9,787,425	\$7,835,500	\$1,999,000	\$0	\$19,621,925
Average List Price	\$403,744	\$519,001	\$1,024,998	\$0	\$473,895
Average Sold Price	\$376,439	\$489,719	\$999,500	\$0	\$445,953
Average Market Time	197	233	275	0	214
% of List Price	93.24	94.36	97.51	0.00	94.10
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

Point Arena

Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	5	4	1	0	10
Average List Price	\$779,400	\$1,004,500	\$399,000	\$0	\$831,400
Average Market Time	605	369	210	0	471
All Off Market					
#Units	3	3	0	0	6
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	3	3	0	0	6
Dollar Value	\$993,580	\$981,000	\$0	\$0	\$1,974,580
Average List Price	\$369,193	\$387,667	\$0	\$0	\$378,430
Average Sold Price	\$331,193	\$327,000	\$0	\$0	\$329,097
Average Market Time	58	111	0	0	85
% of List Price	89.71	84.35	0.00	0.00	86.96
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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Manchester Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	7	2	1	0	10
Average List Price	\$547,071	\$462,200	\$795,000	\$0	\$554,890
Average Market Time	151	211	63	0	154
All Off Market					
#Units	1	1	0	0	2
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	1	1	0	0	2
Dollar Value	\$360,000	\$149,000	\$0	\$0	\$509,000
Average List Price	\$399,000	\$170,000	\$0	\$0	\$284,500
Average Sold Price	\$360,000	\$149,000	\$0	\$0	\$254,500
Average Market Time	36	47	0	0	42
% of List Price	90.23	87.65	0.00	0.00	89.46
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

Irish Beach Residential

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	9	7	0	0	16
Average List Price	\$732,333	\$662,714	\$0	\$0	\$701,875
Average Market Time	602	478	0	0	548
All Off Market					
#Units	1	1	0	0	2
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	1	1	0	0	2
Dollar Value	\$375,000	\$305,000	\$0	\$0	\$680,000
Average List Price	\$399,000	\$334,500	\$0	\$0	\$366,750
Average Sold Price	\$375,000	\$305,000	\$0	\$0	\$340,000
Average Market Time	94	846	0	0	470
% of List Price	93.98	91.18	0.00	0.00	92.71
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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Elk**Residential**

	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	1	0	0	0	1
Average List Price	\$649,000	\$0	\$0	\$0	\$649,000
Average Market Time	20	0	0	0	20
All Off Market					
#Units	0	0	0	0	0
Pending					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
Sold					
#Units	0	0	0	0	0
Dollar Value	\$0	\$0	\$0	\$0	\$0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Sold Price	\$0	\$0	\$0	\$0	\$0
Average Market Time	0	0	0	0	0
% of List Price	0.00	0.00	0.00	0.00	0.00
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0

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Residential	<u>2- Bedrooms</u>	<u>3 Bedrooms</u>	<u>4 Bedrooms</u>	<u>5+ Bedrooms</u>	<u>All Bedrooms</u>
Active					
#Units	115	106	11	3	235
Average List Price	\$662,226	\$888,756	\$1,124,091	\$1,300,000	\$794,166
Average Market Time	221	170	92	145	191
Average Square Feet	969	1711	2273	3868	1402
All Off Market					
#Units	106	78	10	2	196
Pending					
#Units	1	5	0	0	6
Average List Price	\$449,500	\$622,780	\$0	\$0	\$593,900
Average Market Time	139	161	0	0	157
Average Square Feet	1729	1649	0	0	1662
Sold					
#Units	105	73	10	2	190
Dollar Value	\$52,614,566	\$48,089,893	\$8,567,036	\$4,200,000	\$113,471,495
Average List Price	\$526,092	\$707,515	\$884,100	\$2,255,000	\$632,838
Average Sold Price	\$501,091	\$658,766	\$856,704	\$2,100,000	\$597,218
Average Market Time	143	160	121	110	148
Average Square Feet	1045	1684	2469	3724	1393
% of List Price	95.25	93.11	96.90	93.13	94.37
Not Pending or Sold					
#Units	0	0	0	0	0
Average List Price	\$0	\$0	\$0	\$0	\$0
Average Square Feet	0	0	0	0	0

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