

WINE COUNTRY MARKET TRENDS

FEBRUARY 2009

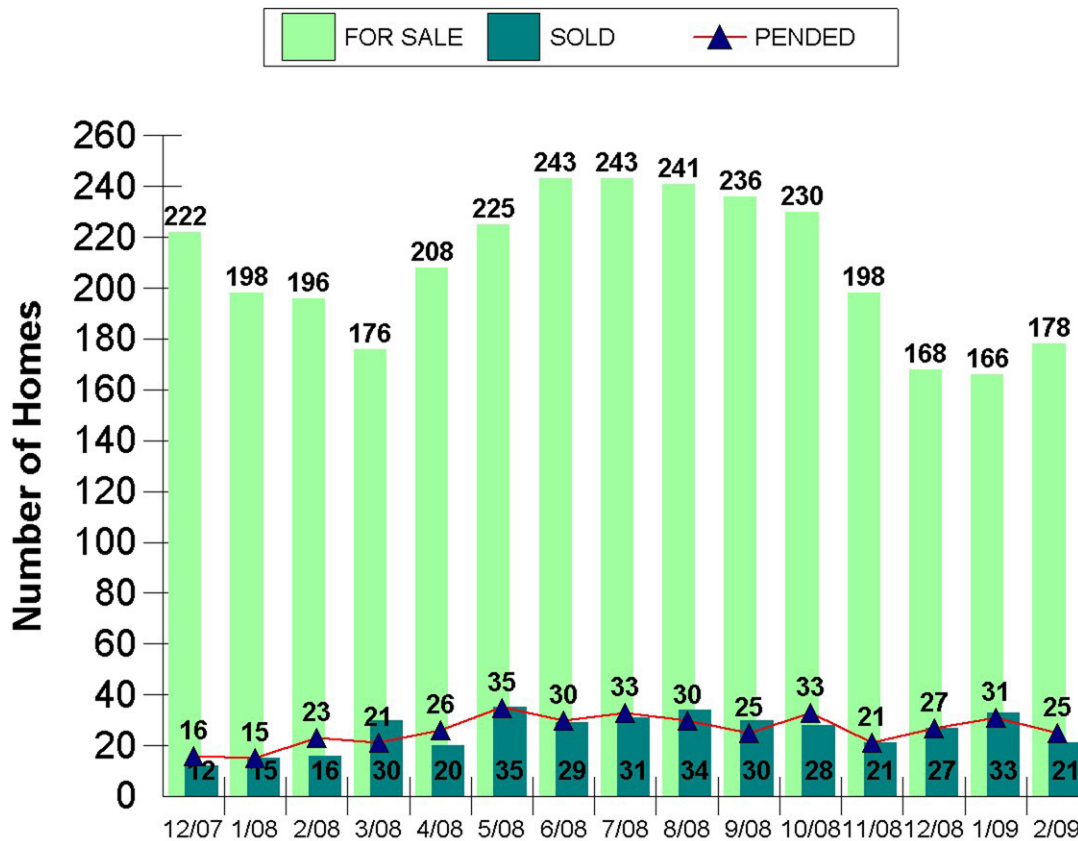


THE WINE COUNTRY GROUP™

SONOMA VALLEY TRENDS:

The inventory of homes and condominiums for sale (178) in the Sonoma Valley (Sonoma, Glen Ellen and Kenwood) at the end of February was 9% below that for February, 2008 and slightly ahead of the inventory of last month. There were 25 new sales for the month (compared to 31 a month ago and 23 in February, '08). Distressed sales (bank owned properties and short sales) represented 51% of closed sales in the past six months and currently represent 33% of the available inventory. There was a 24% difference between the median price of distressed closings (\$279,000) and non-distressed closings (\$369,000) over the past six months, but the spread is 50% based on current inventory. Our guess is that higher priced, non-distressed inventory is beginning to come on the market and that the distressed inventory is being steadily absorbed. The high end needs to kick into gear as there are currently 27 homes available at \$1,500,000 or more, and only seven have closed over the past six months (1/ month), but incidental evidence is saying that buyers are coming back to this arena.

Please contact us for additional information and copies of the complete TrendGraphix reports – a Frank Howard Allen Realtors exclusive.



Copyright © Trendgraphix, Inc.