



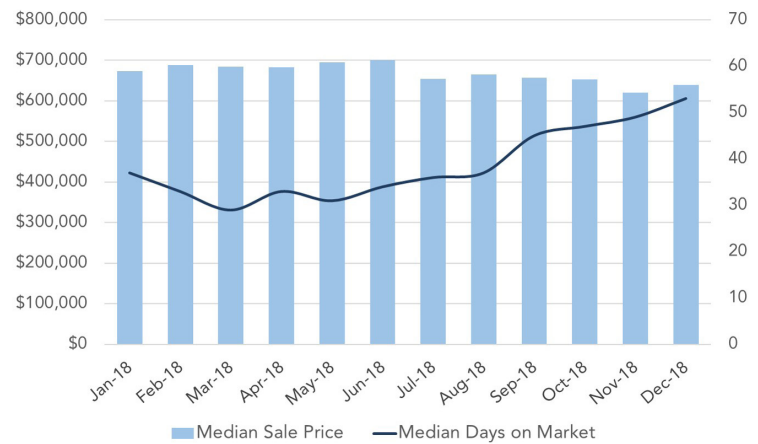
Sonoma County has overcome a turbulent year while recovering from the devastating wildfires that hit the area in 2017. Despite the adversity presented by these tragedies, Sonoma County is rebuilding and remains a strong market with increasing potential. The median sale price for the county rose 5.6% to a record annual high of \$665K (not adjusted for inflation). Similarly, the median price per square foot increased by nearly 8%. At the same time, we are seeing a slight slowdown in sales compared with 2017. Just over a third of homes sold over their list price for a total of 100% list price received. There are currently 633 single family homes listed for sale in Sonoma County, ranging from \$135K to just under \$16MM.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR MARKET COMPARISON

	2018	2017	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$665,000	\$630,000	5.6%
DAYS ON MARKET	37	38	-2.6%
\$ / SQ. FT.	\$420	\$390	+7.7%
<b>TOTAL</b>			
HOMES SOLD	4,447	4,739	-6.2%
HOMES CURRENTLY FOR SALE	633	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	36.7%	42.2%	-5.5%
% OF LIST PRICE RECEIVED (AVERAGE)	100.0%	100.3%	-0.3%

### YTD 2018



CHANGE IN PAST MONTH: SALE PRICE +3% DAYS ON MARKET +8%

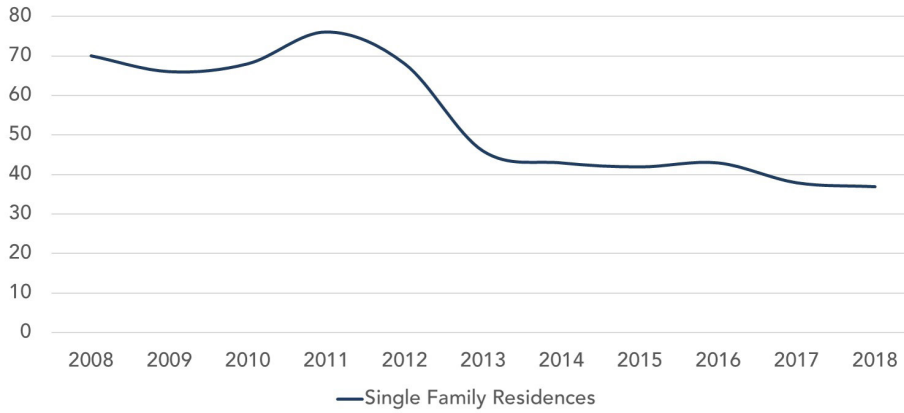
### YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	2018	2017	%Δ	2018	2017	%Δ	2018	2017	%Δ
Bodega Bay	59	62	▼ 5%	50	55	▼ 9%	\$977,500	\$955,000	▲ 2%
Cazadero	24	30	▼ 20%	42	53	▼ 21%	\$503,500	\$433,000	▲ 16%
Cloverdale	139	144	▼ 3%	41	42	▼ 2%	\$575,000	\$534,500	▲ 8%
Cotati	96	74	▲ 30%	28	36	▼ 22%	\$622,500	\$561,263	▲ 11%
Forestville	95	83	▲ 14%	41	43	▼ 5%	\$537,000	\$455,000	▲ 18%
Geyserville	19	19	0%	63	107	▼ 41%	\$1,336,000	\$1,080,000	▲ 24%
Glen Ellen	33	37	▼ 11%	54	53	▲ 2%	\$1,050,000	\$1,050,000	0%
Guerneville	113	116	▼ 3%	36	34	▲ 6%	\$470,000	\$427,000	▲ 10%
Healdsburg	195	203	▼ 4%	46	54	▼ 15%	\$900,000	\$843,000	▲ 7%
Jenner	13	10	▲ 30%	104	125	▼ 17%	\$810,000	\$809,500	0%
Kenwood	16	24	▼ 33%	30	93	▼ 68%	\$1,460,000	\$1,260,000	▲ 16%
Monte Rio	32	29	▲ 10%	38	36	▲ 6%	\$527,500	\$444,500	▲ 19%
Occidental	14	14	0%	63	90	▼ 30%	\$955,000	\$802,500	▲ 19%
Penngrove	39	33	▲ 18%	45	49	▼ 8%	\$980,000	\$1,027,000	▼ 5%
Petaluma	525	603	▼ 13%	32	35	▼ 9%	\$750,000	\$700,000	▲ 7%
Rohnert Park	257	275	▼ 7%	32	34	▼ 6%	\$597,000	\$555,000	▲ 8%
Santa Rosa	1,780	1936	▼ 8%	38	37	▲ 3%	\$620,000	\$580,000	▲ 7%
Sebastopol	215	215	0%	45	39	▲ 15%	\$865,000	\$875,000	▼ 1%
Sonoma	382	366	▲ 4%	37	42	▼ 12%	\$840,000	\$775,000	▲ 8%
Windsor	280	315	▼ 11%	35	37	▼ 5%	\$660,000	\$610,000	▲ 8%
<b>All Sonoma County</b>	<b>4,447</b>	<b>4,739</b>	<b>▼ 6%</b>	<b>37</b>	<b>38</b>	<b>▼ 3%</b>	<b>\$665,000</b>	<b>\$630,000</b>	<b>▲ 6%</b>



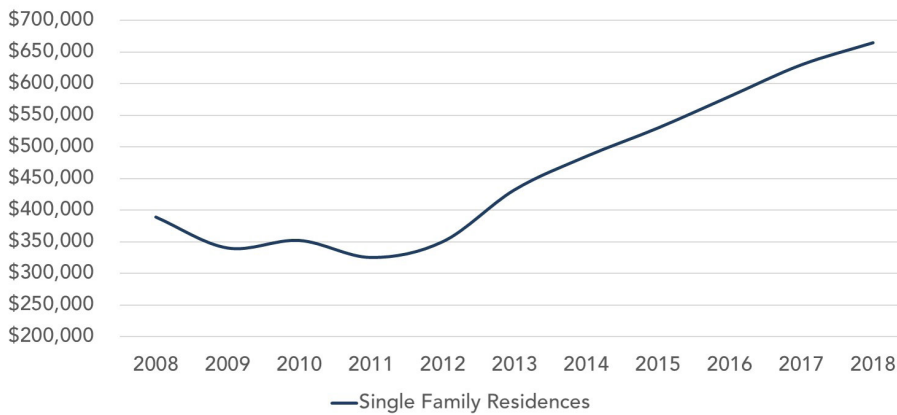
YEAR-OVER-YEAR COMPARISONS

MEDIAN MARKET TIME



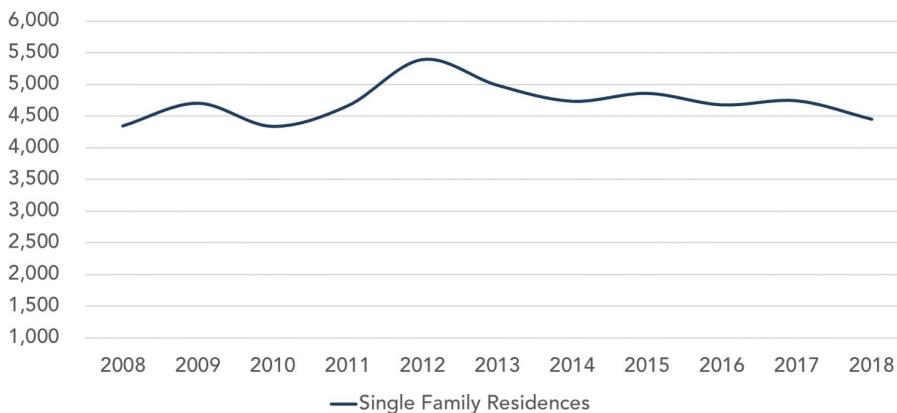
Single Family Residences  
**37 DAYS**  
 -2.6% year-over-year

MEDIAN SALE PRICE



Single Family Residences  
**\$665,000**  
 +5.6% year-over-year

NUMBER OF SALES



Single Family Residences  
**4,447**  
 -6.2% year-over-year