



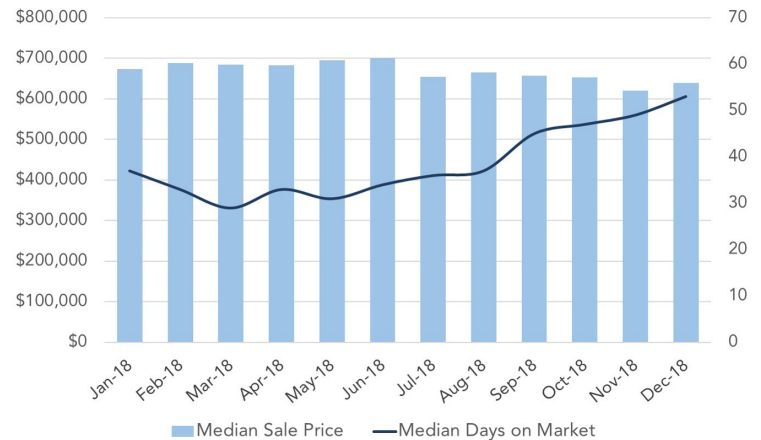
The median sale price for January closed at \$650K, remaining relatively stable year-over-year. However, there are challenges with increased inventory; less homes were sold this year compared with last, and homes are also staying on the market longer. With the increased inventory comes an increased opportunity for current buyers; Just 15% of properties sold over their list price, with purchasers paying an average of 2% under list price. There are currently 612 single family homes listed for sale in Sonoma County, ranging from \$135K to \$16MM.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

	JAN-'19	JAN-'18	%Δ
MEDIAN			
SALE PRICE	\$650,000	\$673,000	-3.4%
DAYS ON MARKET	69	37	+86.5%
\$ / SQ. FT.	\$398	\$415	-4.1%
TOTAL			
HOMES SOLD	239	269	-11.2%
HOMES CURRENTLY FOR SALE	612	523	+17.0%
% OF PROPERTIES SOLD OVER LIST PRICE	15.5%	40.9%	-25.4%
% OF LIST PRICE RECEIVED (AVERAGE)	98.1%	99.9%	-1.8%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE +2% DAYS ON MARKET +28%

YEAR-OVER-YEAR REGION COMPARISON

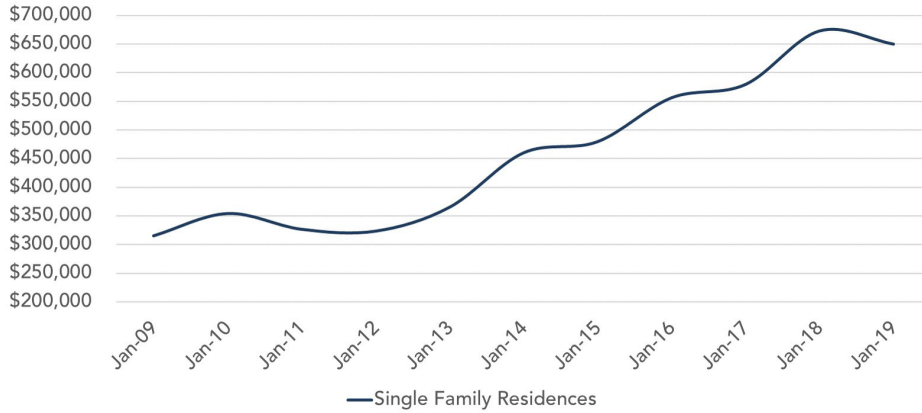
REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	2018	2017	%Δ	2018	2017	%Δ	2018	2017	%Δ
Bodega Bay	59	62	▼ 5%	50	55	▼ 9%	\$977,500	\$955,000	▲ 2%
Cazadero	24	30	▼ 20%	42	53	▼ 21%	\$503,500	\$433,000	▲ 16%
Cloverdale	139	144	▼ 3%	41	42	▼ 2%	\$575,000	\$534,500	▲ 8%
Cotati	96	74	▲ 30%	28	36	▼ 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%
All Sonoma County	4,447	4,739	▼ 6%	37	38	▼ 3%	\$665,000	\$630,000	▲ 6%

Sources: BAREIS, Data for Single Family Detached Homes. 01/01/2018 - 1/31/2019 was used for values. 'Homes currently for sale' includes pending and contingent listings. All information is deemed reliable, but not guaranteed for accuracy. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.



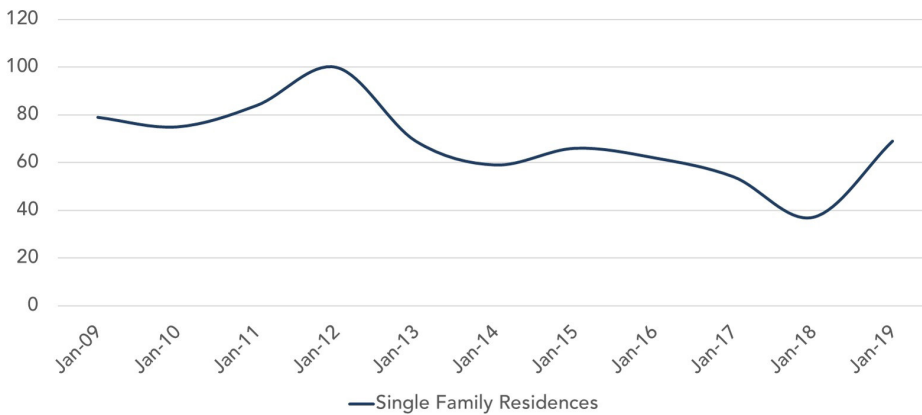
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



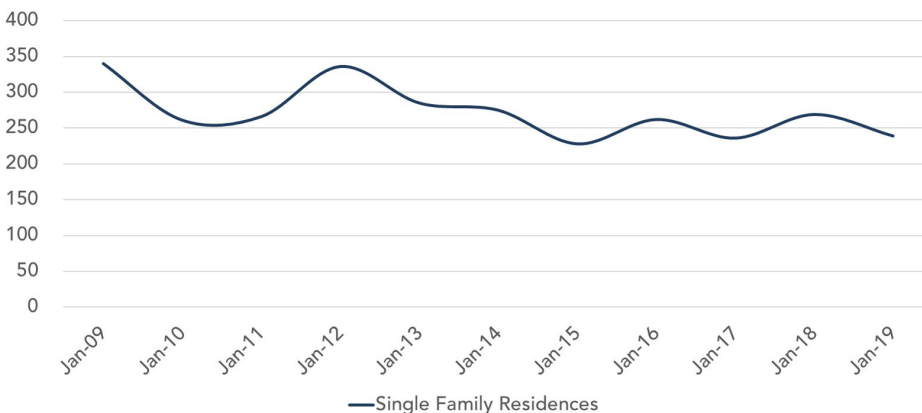
Single Family Residences
\$650,000
 -3.4% year-over-year

MEDIAN MARKET TIME



Single Family Residences
69 days
 +32 days year-over-year

NUMBER OF SALES



Single Family Residences
239
 -11.2% year-over-year