



Sales in February reached a median of \$620K; representing a 10% drop from February of 2018. Homes are also staying on the market longer than last year, with the median market time at 60 days, likely tied to recent weather conditions and flooding throughout the county. There were 13% fewer sales on a year-over-year basis, with one-fourth of homes selling over asking.

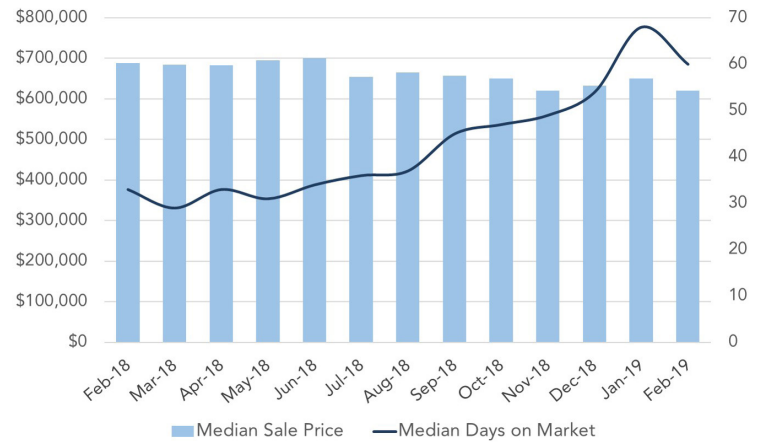
With this moderate balancing out of the market, now is the perfect time for prospective buyers who have been waiting for their opportunity to purchase a home. The average rate for a benchmark 30-year mortgage dropped 10 basis points this week to 4.31%, the lowest 30-year rate in 13 months, according to Freddie Mac's latest Mortgage Market Survey data. There are currently 708 single family homes listed for sale in Sonoma County, ranging in price from \$125K to just under \$16MM.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

| | FEB-'19 | FEB-'18 | %Δ |
|--------------------------------------|-----------|-----------|--------|
| MEDIAN | | | |
| SALE PRICE | \$620,000 | \$689,000 | -10.0% |
| DAYS ON MARKET | 60 | 33 | +81.8% |
| \$ / SQ. FT. | \$407 | \$440 | -7.5% |
| TOTAL | | | |
| HOMES SOLD | 233 | 267 | -12.7% |
| HOMES CURRENTLY FOR SALE | 708 | 594 | +19.2% |
| % OF PROPERTIES SOLD OVER LIST PRICE | 25.3% | 46.1% | -20.8% |
| % OF LIST PRICE RECEIVED (AVERAGE) | 98.8% | 100.8% | -2.0% |

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE -5% DAYS ON MARKET -12%

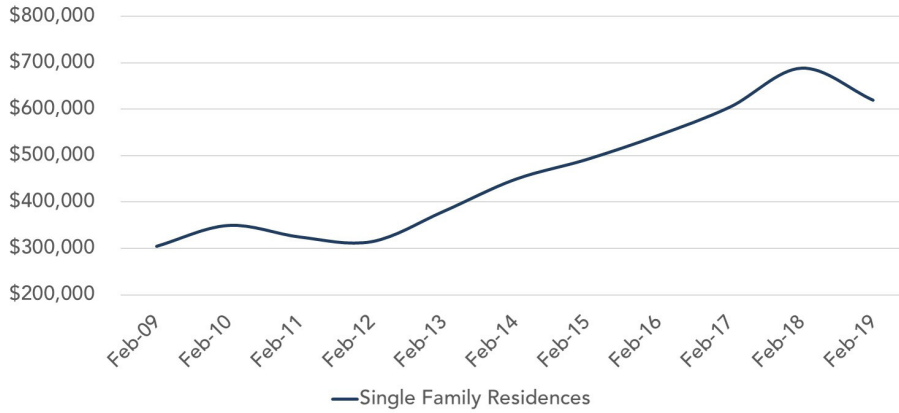
YEAR-OVER-YEAR REGION COMPARISON

| 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% |



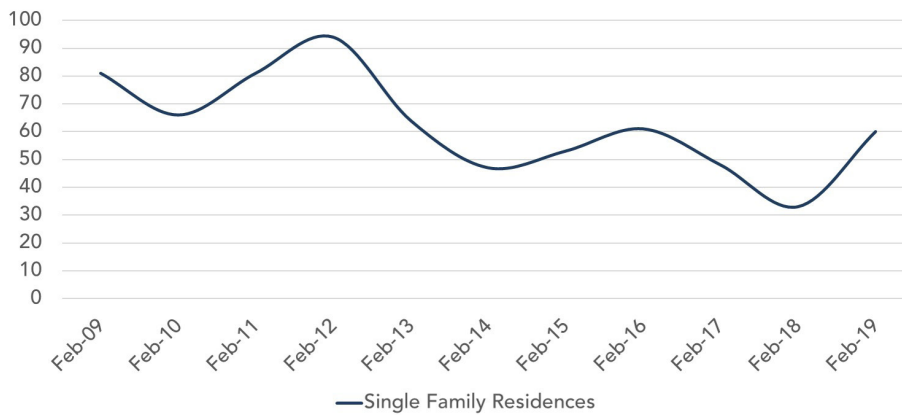
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



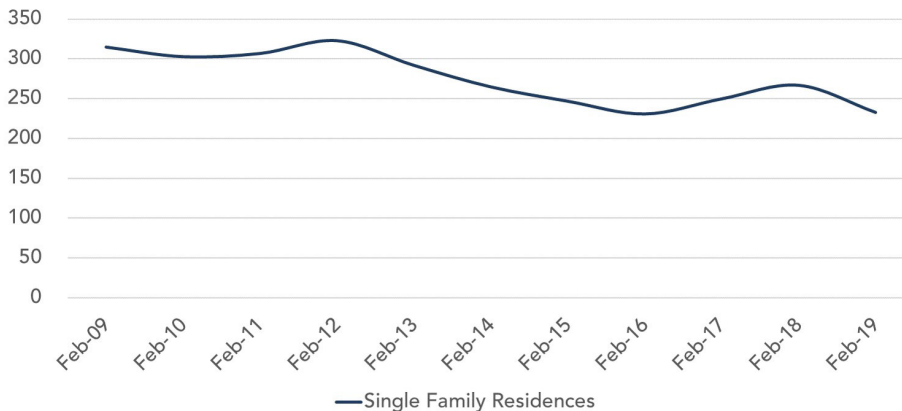
Single Family Residences
\$620,000
 -10.0% year-over-year

MEDIAN MARKET TIME



Single Family Residences
60 days
 +27 days year-over-year

NUMBER OF SALES



Single Family Residences
233
 -12.7% year-over-year