



Sonoma County is seeing a slowdown in the market as the seasonal lull sets in, coupled with the aftermath of the devastating Camp Fire. The median sale price for November has fallen to \$615K. This is a 6% drop from October and a 12% decrease from the \$700K record of June 2018. 310 homes were sold this November county-wide, a near 30% drop from this time last year. Just under a quarter of homes sold over their list price. 98.3% of the total list price was obtained on the combined properties sold.

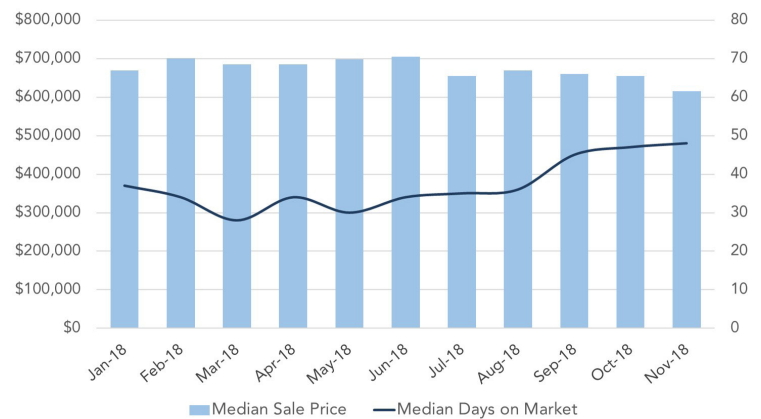
Some of the few cities that saw a year-over-year increase in sales include Cotati and Rohnert Park. Healdsburg and Sebastopol saw the sharpest decline in median market time. Healdsburg also had the largest increase in median sale price.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

YTD 2018

	NOV-'18	NOV-'17	%Δ
MEDIAN			
SALE PRICE	\$615,000	\$655,000	-6.1%
DAYS ON MARKET	48	44	+9.1%
\$ / SQ. FT.	\$397	\$402	-1.2%
TOTAL			
HOMES SOLD	310	437	-29.1%
HOMES CURRENTLY FOR SALE	767	-	-
% OF PROPERTIES SOLD OVER LIST PRICE	23.5%	46.7%	-23.2%
% OF LIST PRICE RECEIVED (AVERAGE)	98.3%	101.0%	-2.7%



CHANGE IN PAST MONTH: SALE PRICE -6% DAYS ON MARKET +2%

YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	NOV-'18	NOV-'17	%Δ	NOV-'18	NOV-'17	%Δ	NOV-'18	NOV-'17	%Δ
Bodega Bay	4	7	▼ 43%	141	35	▲ 303%	\$772,500	\$1,200,000	▼ 36%
Cazadero	2*	6	▼ 67%	52	51	▲ 2%	\$712,500	\$447,500	▲ 59%
Cloverdale	5	17	▼ 71%	75	44	▲ 70%	\$565,000	\$594,726	▼ 5%
Cotati	7	4*	▲ 75%	23	17	▲ 35%	\$669,950	\$686,660	▼ 2%
Forestville	6	7	▼ 14%	58	60	▼ 3%	\$475,000	\$515,000	▼ 8%
Geyserville	0	0	-	-	-	-	-	-	-
Glen Ellen	1*	3*	▼ 67%	616	109	▲ 465%	\$825,000	\$1,199,000	▼ 31%
Guerneville	10	13	▼ 23%	47	41	▲ 15%	\$422,000	\$489,000	▼ 14%
Healdsburg	6	18	▼ 67%	73	101	▼ 28%	\$1,225,000	\$907,000	▲ 35%
Jenner	1*	1*	0%	32	117	▼ 73%	\$785,000	\$910,000	▼ 14%
Kenwood	0	1*	▼ 100%	-	160	-	-	\$1,203,000	-
Monte Rio	0	1*	▼ 100%	-	10	-	-	\$1,025,000	-
Occidental	0	1*	▼ 100%	-	168	-	-	\$995,000	-
Penngrove	5	5	0%	44	44	0%	\$916,000	\$1,415,000	▼ 35%
Petaluma	42	48	▼ 13%	40	39	▲ 3%	\$697,000	\$750,000	▼ 7%
Rohnert Park	21	16	▲ 31%	46	22	▲ 109%	\$569,000	\$574,000	▼ 1%
Santa Rosa	139	198	▼ 30%	53	42	▲ 26%	\$585,000	\$600,000	▼ 3%
Sebastopol	15	18	▼ 17%	45	52	▼ 13%	\$895,000	\$841,250	▲ 6%
Sonoma	22	32	▼ 31%	50	53	▼ 6%	\$960,000	\$865,000	▲ 11%
Windsor	21	27	▼ 22%	33	34	▼ 3%	\$620,000	\$630,000	▼ 2%
All Sonoma County	310	437	▼ 29%	48	44	▲ 9%	\$615,000	\$655,000	▼ 6%

* Small sample size (n<5); use caution when interpreting results.

Sources: Bareis, Data for Single Family Detached Homes. 01/01/2018 - 11/30/2018 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.