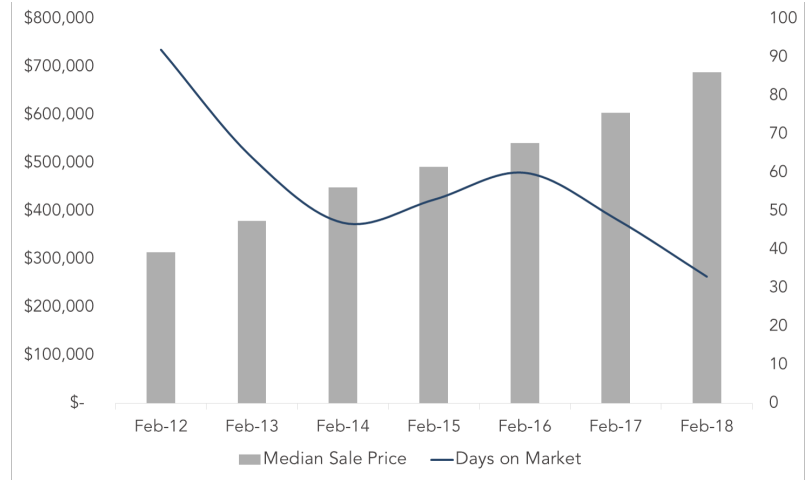
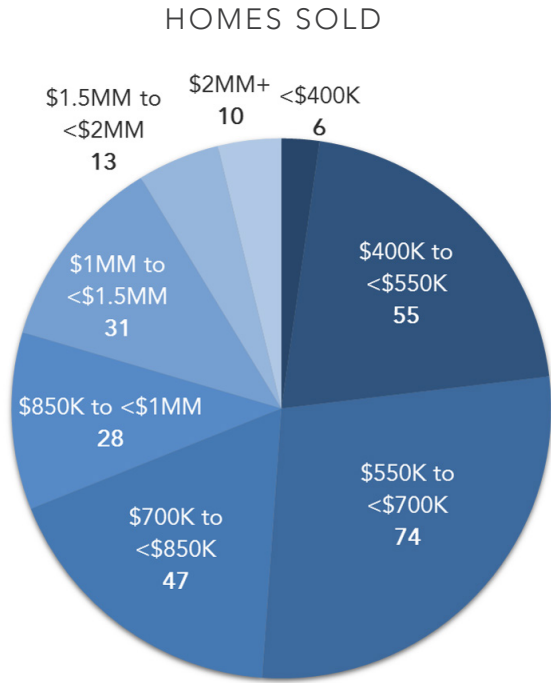


# SONOMA COUNTY MARKET UPDATE | MARCH 2018

While the majority of homes sold are between \$400K to \$700K, the median sale price for all Sonoma County homes is at an all time high. At the same time, the median days on market is at an all time low, likely due to tight inventory levels and strong demand from buyers.

When comparing back to February 2017, there was a 9% increase in the number of homes sold, mainly being driven by cities such as Cloverdale, Penngrove, and Sonoma, which all saw a significant increase in the number of sales.

## MARKET SNAPSHOT



**CURRENT INVENTORY SUPPLY:**  
Sonoma County

**NUMBER OF HOMES**  
**531**

**MONTHS SUPPLY**  
**2.01**

## YEAR-OVER-YEAR MARKET COMPARISON

| REGION                   | HOMES SOLD |            |             | MEDIAN DAYS ON MARKET |           |              | MEDIAN PRICE     |                  |              |
|--------------------------|------------|------------|-------------|-----------------------|-----------|--------------|------------------|------------------|--------------|
|                          | Feb. '17   | Feb. '18   | % Change    | Feb. '17              | Feb. '18  | % Change     | Feb. '17         | Feb. '18         | % Change     |
| Bodega Bay               | 0          | 1          | ▲ 100%      | —                     | 293       | —            | —                | \$3,700,000      | —            |
| Cazadero                 | 3          | 1          | ▼ 67%       | 23                    | 42        | ▲ 83%        | \$405,500        | \$760,000        | ▲ 87%        |
| Cloverdale               | 3          | 11         | ▲ 267%      | 85                    | 33        | ▼ 61%        | \$445,000        | \$566,000        | ▲ 27%        |
| Cotati                   | 7          | 6          | ▼ 14%       | 71                    | 23        | ▼ 68%        | \$595,700        | \$552,500        | ▼ 7%         |
| Forestville              | 4          | 4          | 0%          | 88                    | 103       | ▲ 17%        | \$394,500        | \$710,500        | ▲ 80%        |
| Geyserville              | 2          | 1          | ▼ 50%       | 102                   | 49        | ▼ 52%        | \$864,500        | \$1,850,000      | ▲ 114%       |
| Guerneville              | 4          | 4          | 0%          | 25                    | 46        | ▲ 84%        | \$417,500        | \$487,000        | ▲ 17%        |
| Healdsburg               | 12         | 15         | ▲ 25%       | 62                    | 48        | ▼ 23%        | \$670,000        | \$745,000        | ▲ 11%        |
| Jenner                   | 1          | 1          | 0%          | 225                   | 104       | ▼ 54%        | \$1,387,500      | \$838,800        | ▼ 40%        |
| Kenwood                  | 1          | 0          | ▼ 100%      | 98                    | —         | —            | \$1,525,000      | —                | —            |
| Monte Rio                | 0          | 3          | ▲ 300%      | —                     | 58        | —            | —                | \$598,000        | —            |
| Occidental               | 1          | 1          | 0%          | 247                   | 22        | ▼ 91%        | \$713,500        | \$875,000        | ▲ 23%        |
| Penngrove                | 0          | 4          | ▲ 400%      | —                     | 68        | —            | —                | \$867,500        | —            |
| Petaluma                 | 38         | 32         | ▼ 16%       | 32                    | 31        | ▼ 3%         | \$655,550        | \$714,000        | ▲ 9%         |
| Rohnert Park             | 13         | 13         | 0%          | 31                    | 31        | 0%           | \$545,000        | \$569,000        | ▲ 4%         |
| Santa Rosa               | 97         | 94         | ▼ 3%        | 43                    | 26        | ▼ 40%        | \$545,000        | \$642,500        | ▲ 18%        |
| Sebastopol               | 8          | 13         | ▲ 63%       | 101                   | 47        | ▼ 53%        | \$797,000        | \$955,000        | ▲ 20%        |
| Sonoma                   | 22         | 27         | ▲ 23%       | 59                    | 81        | ▲ 37%        | \$697,500        | \$925,000        | ▲ 33%        |
| Windsor                  | 20         | 12         | ▼ 40%       | 47                    | 25        | ▼ 47%        | \$573,000        | \$662,500        | ▲ 16%        |
| <b>All Sonoma County</b> | <b>250</b> | <b>264</b> | <b>▲ 6%</b> | <b>48</b>             | <b>33</b> | <b>▼ 31%</b> | <b>\$605,000</b> | <b>\$689,000</b> | <b>▲ 12%</b> |