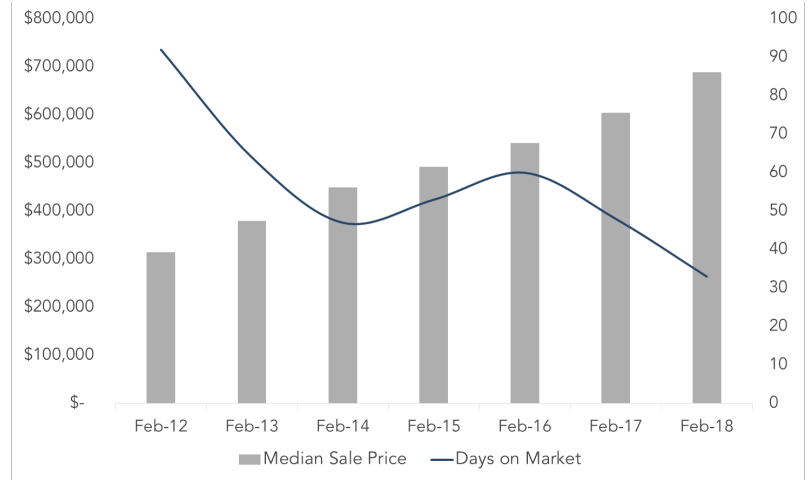
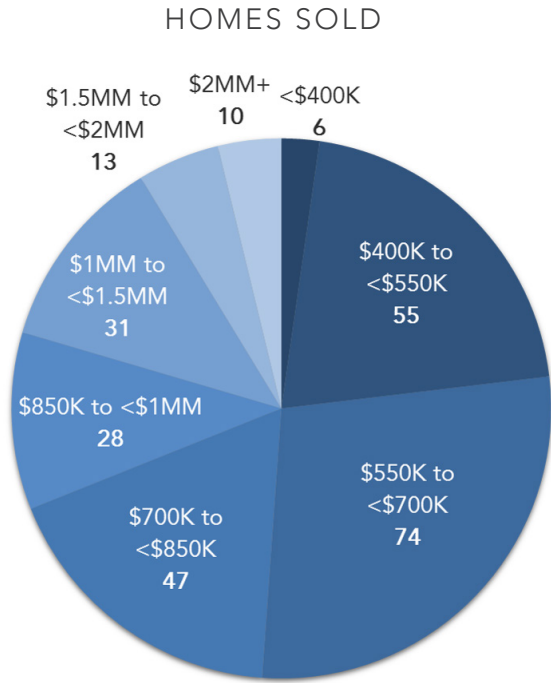


SONOMA COUNTY MARKET UPDATE | MARCH 2018

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%
All Sonoma County	250	264	▲ 6%	48	33	▼ 31%	\$605,000	\$689,000	▲ 12%