



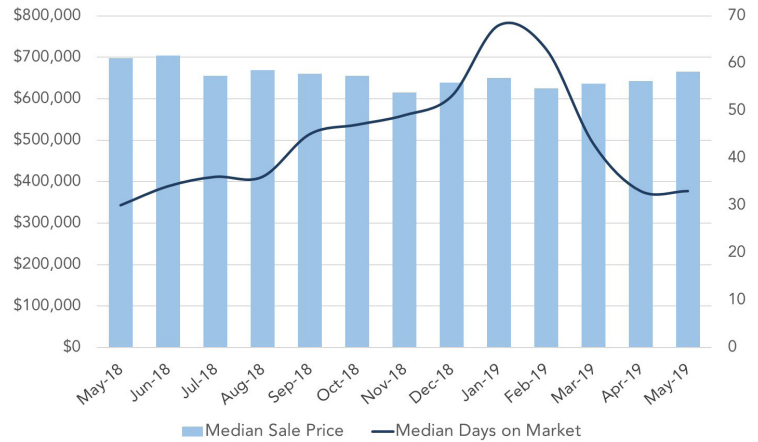
The Spring season brings strength back to the Sonoma County market, though metrics are cooler year-over-year. The median sale price recorded at \$665K, representing a drop of 4.8%. However, the number of homes sold actually outpaced last year by nearly 8% to a total of 423. More than four out of ten homes sold over their list price with purchasers paying an average of 0.3% above asking. There are currently 1,136 single family homes listed for sale across Sonoma County, ranging in price from \$89K to \$18M.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR MARKET COMPARISON

	MAY-'19	MAY-'18	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$665,000	\$698,500	-4.8%
DAYS ON MARKET	33	30	+10.0%
\$ / SQ. FT.	\$418	\$427	-2.1%
<b>TOTAL</b>			
HOMES SOLD	423	392	+7.9%
HOMES CURRENTLY FOR SALE	1,136	910	+24.8%
% OF PROPERTIES SOLD OVER LIST PRICE	41.4%	46.7%	-5.3%
% OF LIST PRICE RECEIVED (AVERAGE)	100.3%	101.3%	-1.0%

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE +4% DAYS ON MARKET 0%

### YEAR-OVER-YEAR REGION COMPARISON (MOST RECENT QUARTER)

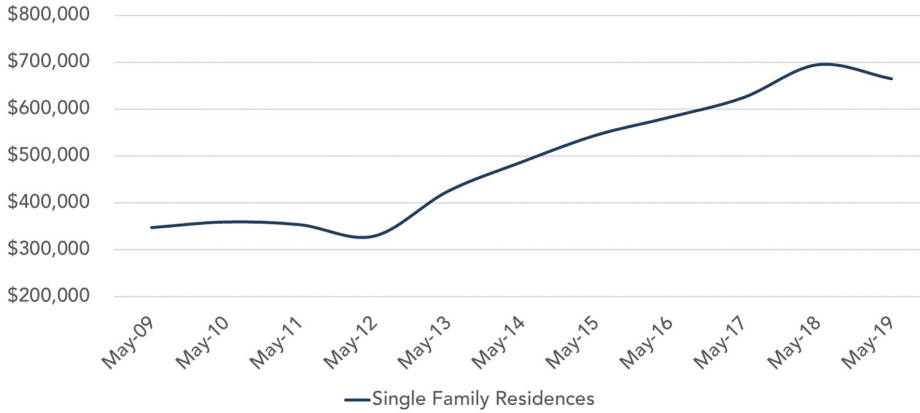
REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q1 2019	Q1 2018	%Δ	Q1 2019	Q1 2018	%Δ	Q1 2019	Q1 2018	%Δ
Bodega Bay	11	19	▼ 42%	98	56	▲ 75%	\$772,500	\$911,000	▼ 15%
Cazadero	3*	4*	▼ 25%	86	56	▲ 54%	\$425,000	\$417,500	▲ 2%
Cloverdale	16	37	▼ 57%	94	35	▲ 169%	\$537,500	\$579,000	▼ 7%
Cotati	18	24	▼ 25%	66	25	▲ 164%	\$590,000	\$586,767	▲ 1%
Forestville	11	19	▼ 42%	50	62	▼ 19%	\$490,000	\$510,000	▼ 4%
Geyserville	3*	6*	▼ 50%	187	80	▲ 134%	\$710,000	\$1,297,500	▼ 45%
Glen Ellen	6*	7*	▼ 14%	34	77	▼ 56%	\$1,067,500	\$795,000	▲ 34%
Guerneville	15	19	▼ 21%	95	59	▲ 61%	\$490,000	\$410,000	▲ 20%
Healdsburg	28	35	▼ 20%	116	46	▲ 152%	\$802,500	\$950,000	▼ 16%
Jenner	0	3*	▼ 100%	-	150	-	-	\$810,000	-
Kenwood	0	3*	▼ 100%	-	13	-	-	\$2,091,490	-
Monte Rio	2*	5*	▼ 60%	65	62	▲ 5%	\$847,500	\$595,000	▲ 42%
Occidental	1*	2*	▼ 50%	151	32	▲ 372%	\$653,800	\$1,025,000	▼ 36%
Penngrrove	9*	7*	▲ 29%	46	60	▼ 23%	\$1,019,000	\$900,000	▲ 13%
Petaluma	88	95	▼ 7%	35	30	▲ 17%	\$739,500	\$772,500	▼ 4%
Rohnert Park	43	44	▼ 2%	63	31	▲ 103%	\$580,000	\$598,000	▼ 3%
Santa Rosa	308	326	▼ 6%	47	29	▲ 62%	\$594,500	\$635,500	▼ 6%
Sebastopol	35	31	▲ 13%	58	36	▲ 61%	\$790,800	\$820,000	▼ 4%
Sonoma	47	67	▼ 30%	75	57	▲ 32%	\$851,000	\$1,050,000	▼ 19%
Windsor	47	54	▼ 13%	61	27	▲ 126%	\$602,000	\$694,500	▼ 13%
<b>All Sonoma County</b>	<b>704</b>	<b>837</b>	<b>▼ 16%</b>	<b>52</b>	<b>33</b>	<b>▲ 58%</b>	<b>\$645,750</b>	<b>\$689,000</b>	<b>▼ 6%</b>

\*Small sample size (n<10); use caution when interpreting statistics. Sources: BAREIS, Data for Single Family Detached Homes: 1/01/2019 - 3/31/2019 was used for region values. All information is deemed reliable, but not guaranteed for accuracy. ©2019 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.



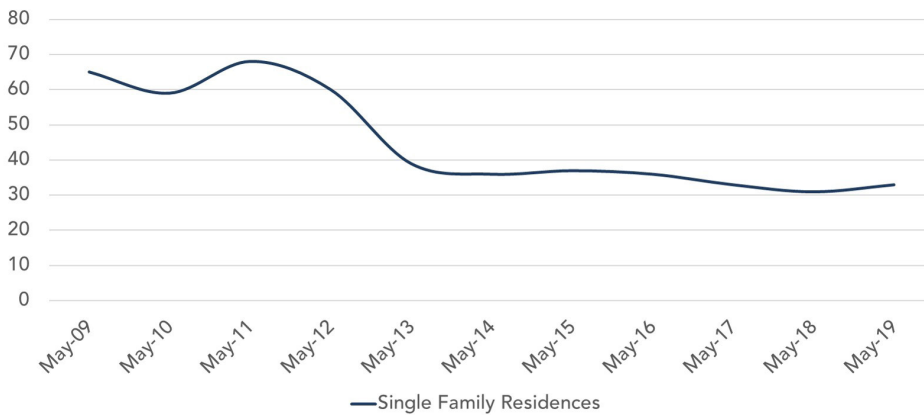
## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALE PRICE



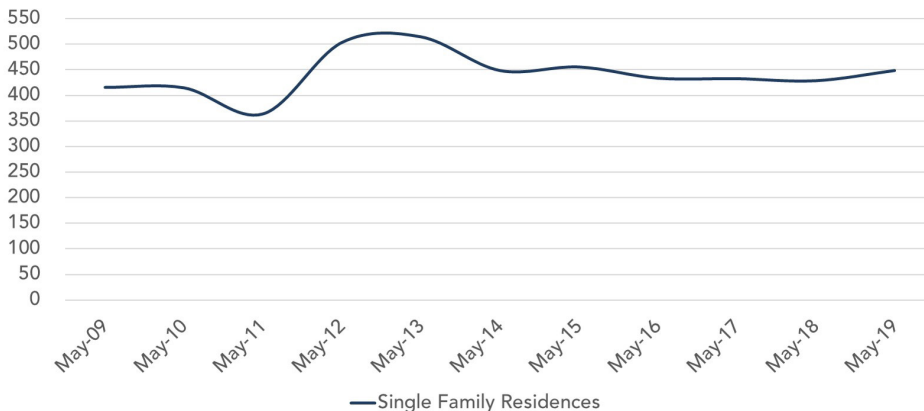
Single Family Residences  
**\$665,000**  
 -4.8% year-over-year

### MEDIAN MARKET TIME



Single Family Residences  
**30 days**  
 +3 days year-over-year

### NUMBER OF SALES



Single Family Residences  
**423**  
 +7.9% year-over-year