



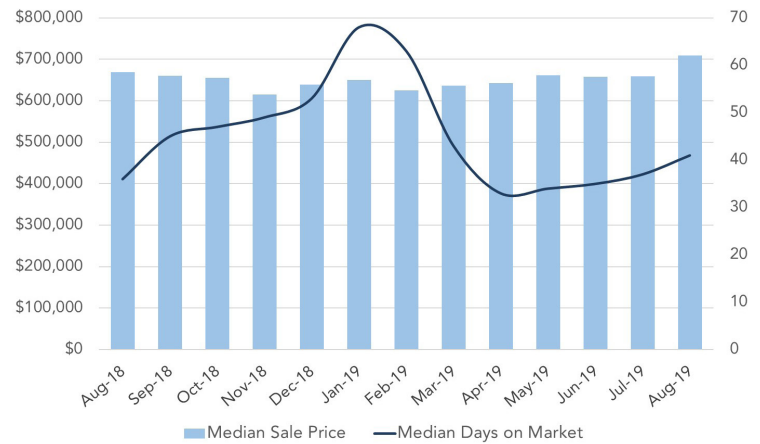
The median sale price for Sonoma County saw new growth last month reaching \$710K for single family homes; this represents a 6 percent increase compared to last year. Similarly, the median price per square foot increased by 3.4 percent to \$423. The inventory at the end of last month is actually about 3 percent lower than the same time last year at 1,144 single family homes on the market. One-third of homes sold over asking with purchasers paying an average of 0.5 percent below list price. August actually saw a 7.7 percent spike compared to July, with the median days on market also ticking up 4 days to 41. Benchmark mortgage rates are currently very low at 3.56% (per FreddieMac.com) giving potential buyers more purchasing power.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

	AUG-'19	AUG-'18	%Δ
MEDIAN			
SALE PRICE	\$710,000	\$669,500	+6.0%
DAYS ON MARKET	41	36	+13.9%
\$ / SQ. FT.	\$423	\$409	+3.4%
TOTAL			
HOMES SOLD	397	452	-12.2%
HOMES FOR SALE AT END OF MONTH	1,144	1,177	-2.8%
% OF PROPERTIES SOLD OVER LIST PRICE	33.2%	36.9%	-3.7%
% OF LIST PRICE RECEIVED (AVERAGE)	99.5%	99.6%	-0.1%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+7.7%** DAYS ON MARKET **+4 Days**

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

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q2 2019	Q1 2018	%Δ	Q2 2019	Q2 2018	%Δ	Q2 2019	Q2 2018	%Δ
Bodega Bay	14	15	▼ 7%	45	38	▲ 18%	\$957,000	\$990,000	▼ 3%
Cazadero	3*	9*	▼ 67%	34	31	▲ 10%	\$425,000	\$480,001	▼ 11%
Cloverdale	44	35	▲ 26%	56	40	▲ 40%	\$556,500	\$585,000	▼ 5%
Cotati	15	21	▼ 29%	34	26	▲ 31%	\$572,000	\$590,000	▼ 3%
Forestville	17	31	▼ 45%	37	32	▼ 16%	\$540,000	\$550,000	▼ 2%
Geyserville	3*	6*	▼ 50%	100	42	▲ 138%	\$525,699	\$1,405,850	▼ 63%
Glen Ellen	7*	15	▼ 53%	29	41	▼ 29%	\$1,029,500	\$1,250,000	▼ 18%
Guerneville	26	31	▼ 16%	28	26	▲ 8%	\$426,000	\$512,000	▼ 17%
Healdsburg	60	57	▲ 5%	45	28	▲ 61%	\$972,000	\$1,010,000	▼ 4%
Jenner	1*	4*	▼ 75%	160	144	▲ 11%	\$469,000	\$829,000	▼ 43%
Kenwood	2*	6*	▼ 67%	65	38	▲ 71%	\$3,321,500	\$925,000	▲ 259%
Monte Rio	9*	3*	▲ 200%	34	36	▼ 6%	\$480,000	\$725,000	▼ 34%
Occidental	5*	5*	0%	34	52	▼ 35%	\$774,000	\$825,000	▼ 6%
Penngrove	13	10	▲ 30%	43	37	▲ 16%	\$985,000	\$959,500	▲ 3%
Petaluma	168	166	▲ 1%	26	30	▼ 13%	\$737,500	\$749,000	▼ 2%
Rohnert Park	90	61	▲ 48%	35	28	▲ 25%	\$600,000	\$589,000	▲ 2%
Santa Rosa	474	468	▲ 1%	35	32	▲ 9%	\$599,450	\$630,000	▼ 5%
Sebastopol	65	65	0%	31	42	▼ 26%	\$850,000	\$875,000	▼ 3%
Sonoma	107	116	▼ 8%	33	27	▲ 22%	\$814,000	\$895,000	▼ 9%
Windsor	91	75	▲ 21%	32	34	▼ 6%	\$655,000	\$689,500	▼ 5%
All Sonoma County	1,242	1,234	▲ 1%	34	32	▲ 6%	\$655,000	\$690,000	▼ 5%

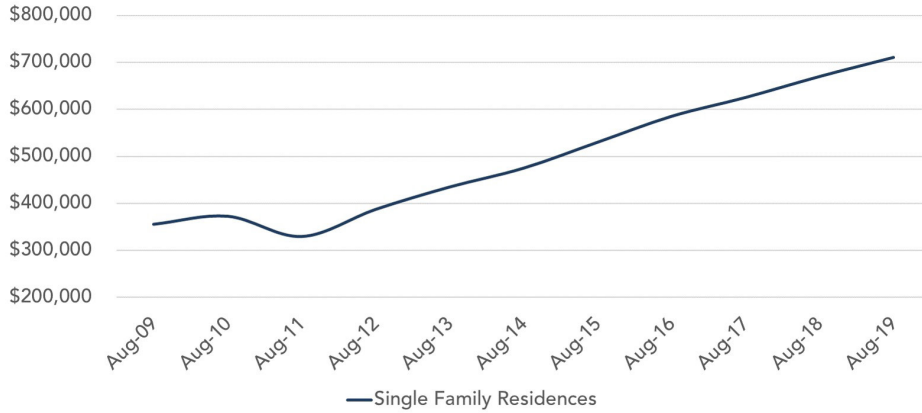
*Small sample size (n<10); use caution when interpreting statistics.

Sources: BAREIS, Data for Single Family Detached Homes: 4/01/2019 - 6/30/2019 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.



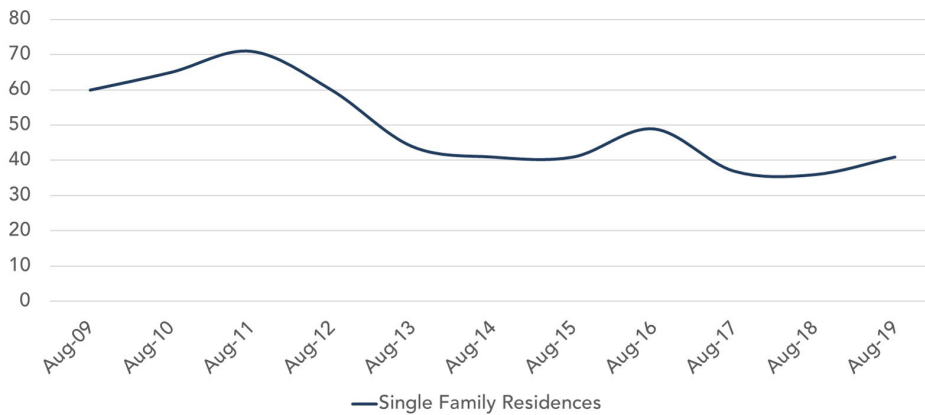
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



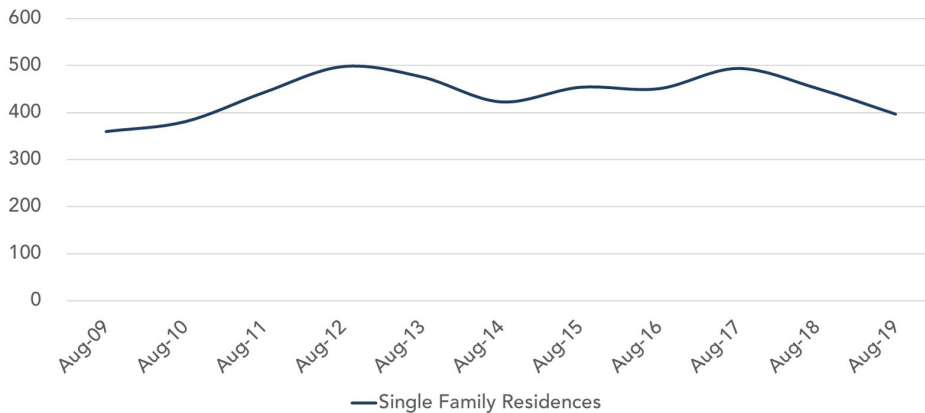
Single Family Residences
\$710,000
 +6.0% year-over-year

MEDIAN MARKET TIME



Single Family Residences
41 days
 +5 days year-over-year

NUMBER OF SALES



Single Family Residences
397
 -12.2% year-over-year