



Q1 experienced a difficult start of the year for Sonoma County with severe weather conditions that resulted in massive flooding county-wide. This correlates with a reduced number of sales, lower median sale price, and longer median market time when compared to the same time last year. The median sales price in Sonoma County recorded at \$645,750 for Q1 2019; representing a 6% drop from the same time last year. Nearly a quarter of homes sold over asking with purchasers paying an average of 1.4% below list price. Looking across cities, only Sebastopol and Penngrove saw an increase in the number of sales.

With spring typically being the busiest season of the year, the market is expected to heat up in the weeks ahead. Mortgage rates are currently at 15-month lows (currently 4.12% for a 30-year fixed according to FreddieMac.com) giving buyers more purchasing power. There currently 785 single family homes listed for sale in Sonoma County, ranging from \$99K to just under \$16MM.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR MARKET COMPARISON

	Q1 2019	Q1 2018	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$645,750	\$689,000	-6.3%
DAYS ON MARKET	52	33	+57.6%
\$ / SQ. FT.	\$411	\$423	-2.8%
<b>TOTAL</b>			
HOMES SOLD	704	837	-15.9%
HOMES CURRENTLY FOR SALE	785	661	+18.8%
% OF PROPERTIES SOLD OVER LIST PRICE	23.9%	47.1%	-23.2%
% OF LIST PRICE RECEIVED (AVERAGE)	98.6%	100.8%	-2.2%

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE +2% DAYS ON MARKET -35%

### YEAR-OVER-YEAR REGION COMPARISON

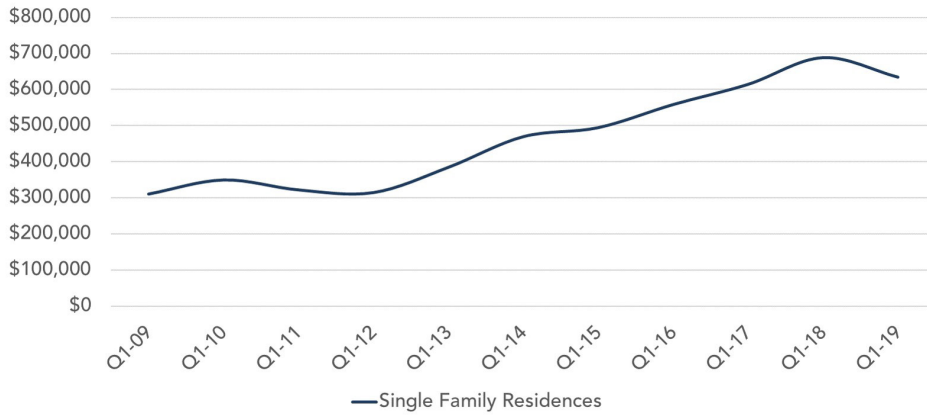
REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q1 2019	Q1 2018	%Δ	Q1 2019	Q1 2018	%Δ	Q1 2019	Q1 2018	%Δ
Bodega Bay	11	19	▼ 42%	98	56	▲ 75%	\$772,500	\$911,000	▼ 15%
Cazadero	3*	4*	▼ 25%	86	56	▲ 54%	\$425,000	\$417,500	▲ 2%
Cloverdale	16	37	▼ 57%	94	35	▲ 169%	\$537,500	\$579,000	▼ 7%
Cotati	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%
Penngrove	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.



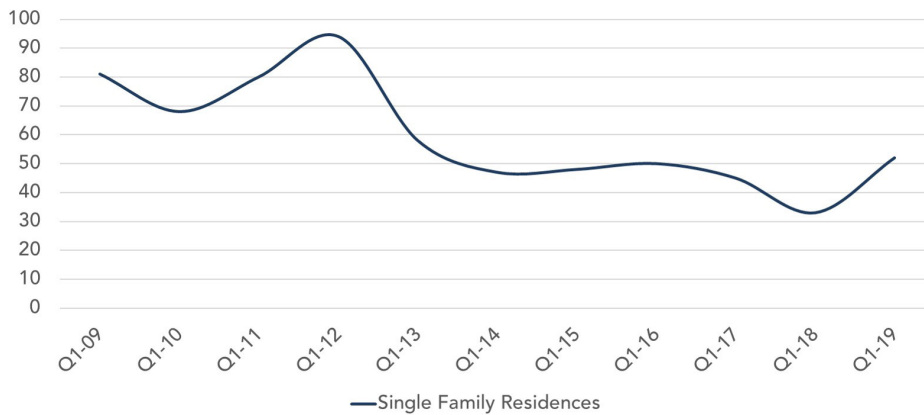
## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALE PRICE



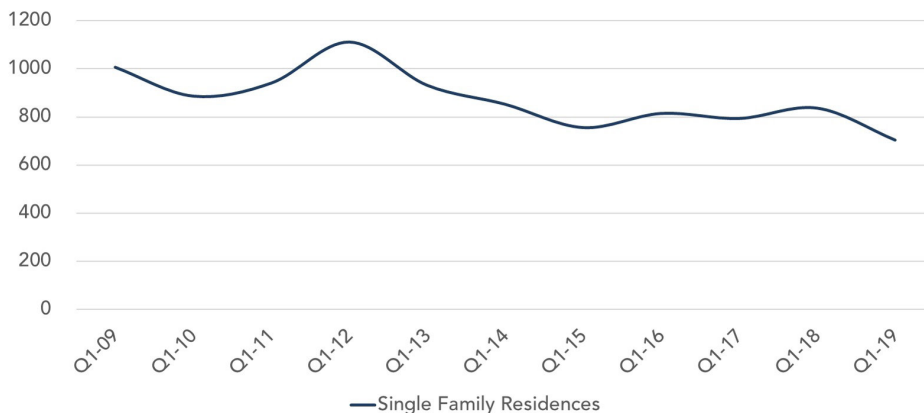
Single Family Residences  
**\$645,750**  
 -6.3% year-over-year

### MEDIAN MARKET TIME



Single Family Residences  
**52 days**  
 +19 days year-over-year

### NUMBER OF SALES



Single Family Residences  
**704**  
 -15.9% year-over-year