



The Sonoma County market saw growth in the median sale price to the tune of 2.1% compared with Q3 of last year. At the same time, the median price per square foot ticked up 1% to \$422. The median market time picked up 2 days reaching 40 days on the market. There were 4% more homes sold last quarter for a total of 1,201 (excluding senior housing). While there has been an influx of new listings in the past several weeks, inventory levels are actually nearly a point less than the same time last year. Just over a third of properties sold over their list price with purchasers paying an average of 0.7% under asking.

As reported by CNBC per the National Association of Realtors, the pending home sales index rose 1.6% in August, compared with July, and was 2.5% higher year over year. This index measures signed contracts to buy existing homes. August's gain reverses a slump in July and is likely fueled by falling mortgage rates. NAR's chief economist was quoted as saying, 'The notable sales slump in the West region over recent years appears to be over. Rising demand will reaccelerate home price appreciation in the absence of more supply.'

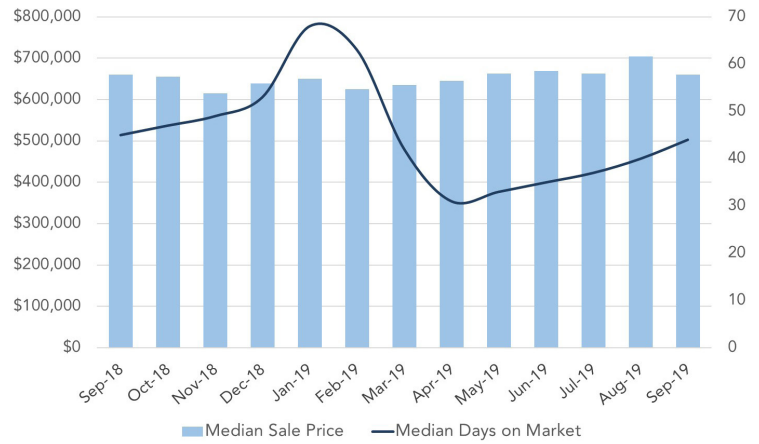
Looking across regions, Guerneville, Sebastopol, and Petaluma saw considerable increases in the number of sales on a year-over-year basis. Cloverdale, Windsor, and Sebastopol all saw a significant decrease in median days on market. Sebastopol saw a large jump in median sale price.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

	Q3 2019	Q3 2018	%Δ
MEDIAN			
SALE PRICE	\$675,000	\$661,250	+2.1%
DAYS ON MARKET	40	38	+5.3%
\$ / SQ. FT.	\$422	\$418	+1.0%
TOTAL			
PROPERTIES SOLD	1,201	1,155	+4.0%
PROPERTIES FOR SALE	1,138	1,148	-0.9%
% OF PROPERTIES SOLD OVER LIST PRICE	34.4%	37.0%	-2.6%
% OF LIST PRICE RECEIVED (AVERAGE)	99.3%	99.5%	-0.2%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **-6.4%** DAYS ON MARKET **+4 Days**

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

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q3 2019	Q3 2018	%Δ	Q3 2019	Q3 2018	%Δ	Q3 2019	Q3 2018	%Δ
Bodega Bay	16	13	▲ 23%	67	47	▲ 43%	\$940,000	\$1,061,500	▼ 11%
Cazadero	6*	3*	▲ 100%	80	43	▲ 86%	\$523,000	\$424,000	▲ 23%
Cloverdale	30	24	▲ 25%	39	47	▼ 17%	\$522,500	\$620,000	▼ 16%
Cotati	18	28	▼ 36%	45	20	▲ 125%	\$667,225	\$649,500	▲ 3%
Forestville	25	26	▼ 4%	46	38	▲ 21%	\$505,000	\$547,500	▼ 8%
Geyserville	3*	4*	▼ 25%	85	176	▼ 52%	\$730,500	\$1,557,500	▼ 53%
Glen Ellen	7*	6*	▲ 17%	53	62	▼ 15%	\$1,400,000	\$697,500	▲ 101%
Guerneville	49	36	▲ 36%	36	41	▼ 12%	\$475,000	\$472,500	▲ 1%
Healdsburg	47	50	▼ 6%	62	58	▲ 7%	\$975,000	\$932,500	▲ 5%
Jenner	3*	3*	0%	143	55	▲ 160%	\$725,000	\$785,000	▼ 8%
Kenwood	6*	5*	▲ 20%	80	48	▲ 67%	\$839,000	\$1,550,000	▼ 46%
Monte Rio	8*	16	▼ 50%	43	30	▲ 43%	\$427,000	\$508,500	▼ 16%
Occidental	8*	2*	▲ 300%	87	63	▲ 38%	\$930,000	\$1,785,000	▼ 48%
Penngrove	12	8*	▲ 50%	42	55	▼ 24%	\$1,087,500	\$1,035,000	▲ 5%
Petaluma	172	145	▲ 19%	32	31	▲ 3%	\$735,250	\$755,000	▼ 3%
Rohnert Park	79	75	▲ 5%	35	34	▲ 3%	\$585,000	\$605,000	▼ 3%
Santa Rosa	425	446	▼ 5%	38	41	▼ 7%	\$625,000	\$609,484	▲ 3%
Sebastopol	76	61	▲ 25%	41	47	▼ 13%	\$995,000	\$915,000	▲ 9%
Sonoma	97	94	▲ 3%	55	35	▲ 57%	\$819,000	\$949,500	▼ 14%
Windsor	79	79	0%	34	40	▼ 15%	\$680,000	\$660,000	▲ 3%
All Sonoma County	1,201	1,155	▲ 4%	40	38	▲ 5%	\$675,000	\$661,250	▲ 2%

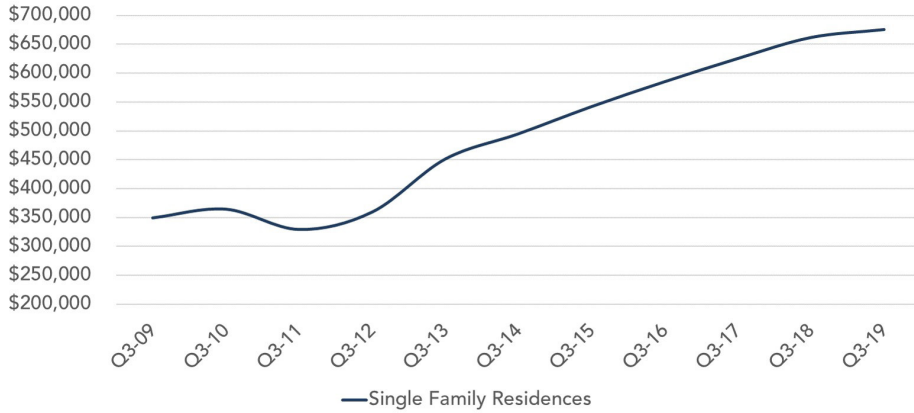
*Small sample size (n<10); use caution when interpreting statistics.

Sources: Bareis MLS & BrokerMetrics, Data for Single Family Detached Homes, 7/01/2019 - 9/30/2019 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



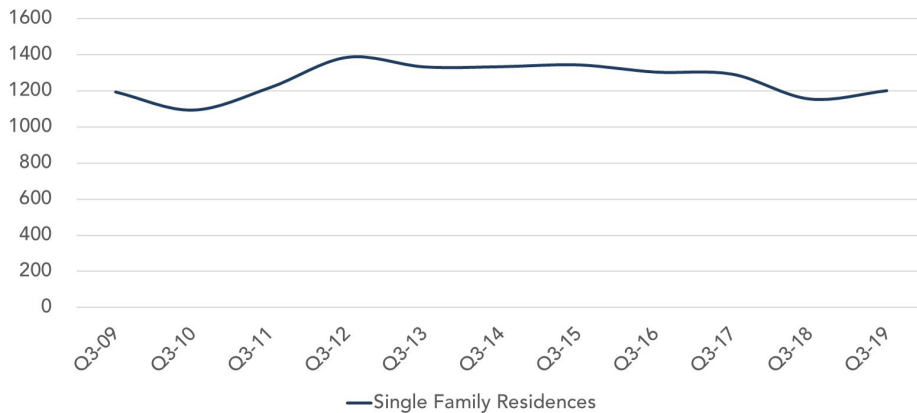
Single Family Residences
\$675,000
 +2.1% year-over-year

MEDIAN MARKET TIME



Single Family Residences
40 days
 +2 days year-over-year

NUMBER OF SALES



Single Family Residences
1,201
 +4.0% year-over-year