

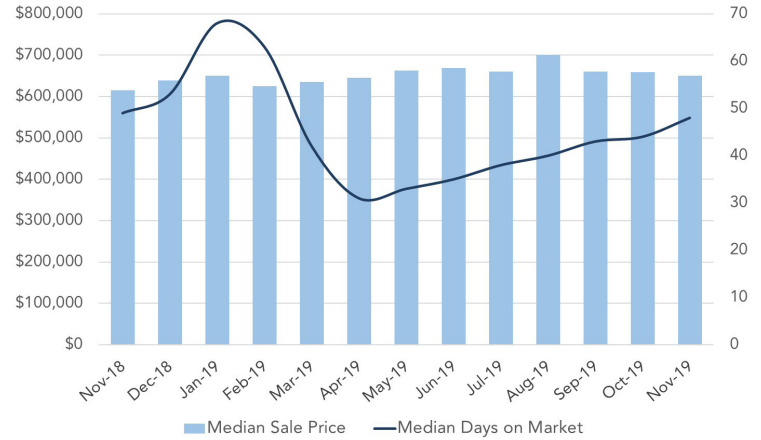
Last month, the median sale price for homes in Sonoma County increased by 5.7% year-over-year to \$650,000. The market experienced an increase in sales of 9.1% compared to last November. The median days on market shed 1 day and recorded at 48 for the month. Three out of ten homes sold over their list price with purchasers paying an average of 1.3% under asking. The amount of inventory is significantly lower vs. last year with just 871 homes listed for sale; note that inventory metric is based on the last day of the month for consistency. Per the MLS, there are currently 673 active single-family homes in Sonoma County. Buyer demand continues to build and it looks to be shaping up to be a very busy Q1 2020!

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

	NOV 2019	NOV 2018	%Δ
MEDIAN			
SALE PRICE	\$650,000	\$615,000	+5.7%
DAYS ON MARKET	48	49	-2.0%
\$ / SQ. FT.	\$405	\$392	+3.3%
TOTAL			
PROPERTIES SOLD	346	317	+9.1%
PROPERTIES FOR SALE	871	978	-10.9%
% OF PROPERTIES SOLD OVER LIST PRICE	30.3%	25.2%	+5.1%
% OF LIST PRICE RECEIVED (AVERAGE)	98.7%	98.3%	+0.4%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **-1.3%** 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%

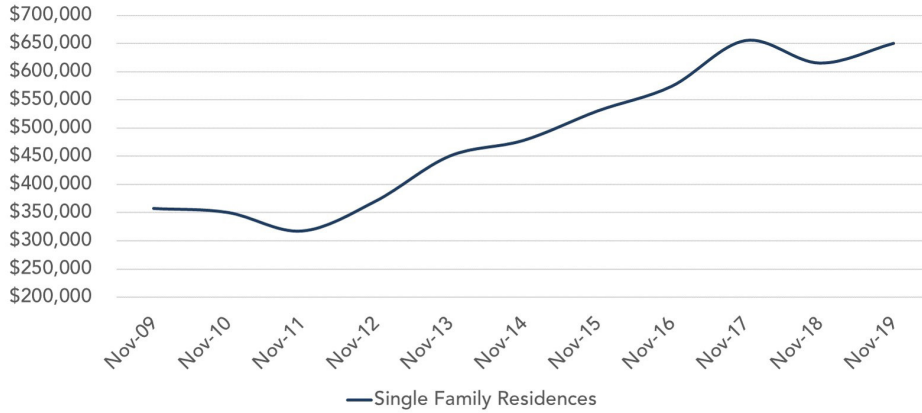
*Small sample size (n<10); use caution when interpreting statistics.

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.



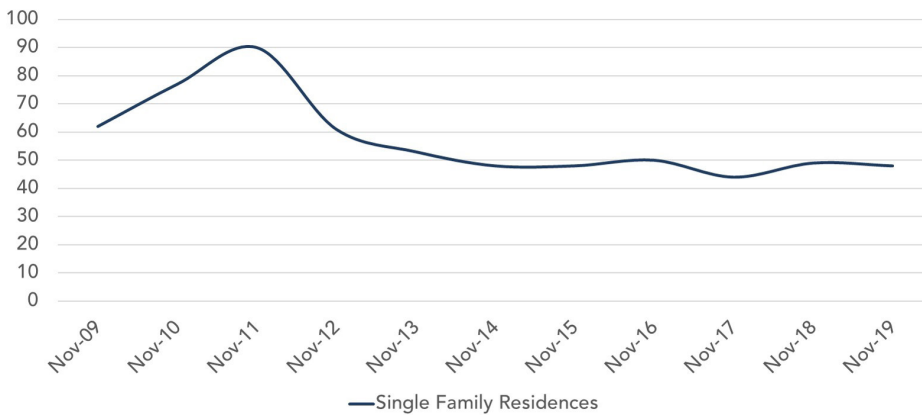
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



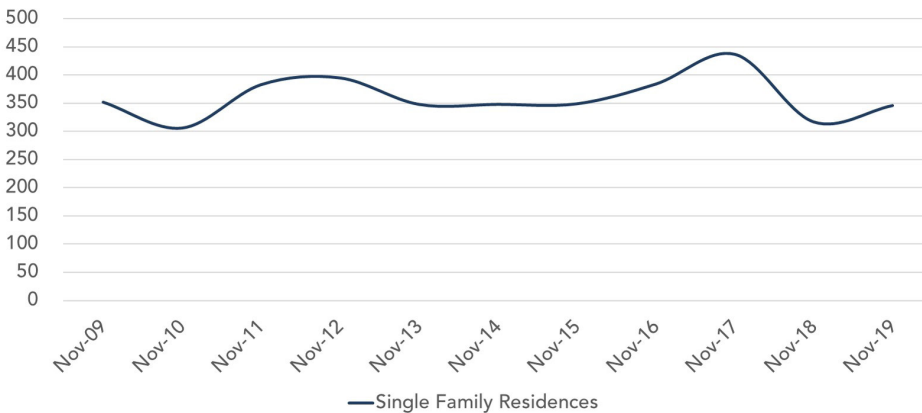
Single Family Residences
\$650,000
 +5.7% year-over-year

MEDIAN MARKET TIME



Single Family Residences
48 days
 -1 day year-over-year

NUMBER OF SALES



Single Family Residences
346
 +9.1% year-over-year