



The median sale price for Sonoma County remains steady at \$655K; ticking up 1% from this time last year. Though homes are staying on the market a bit longer than last year (at a median market time of 47 days), there were more sales this year, at a total of 436 closings for the month of October (a 16% increase). Countywide, homes are selling for 5.7% under their list price.

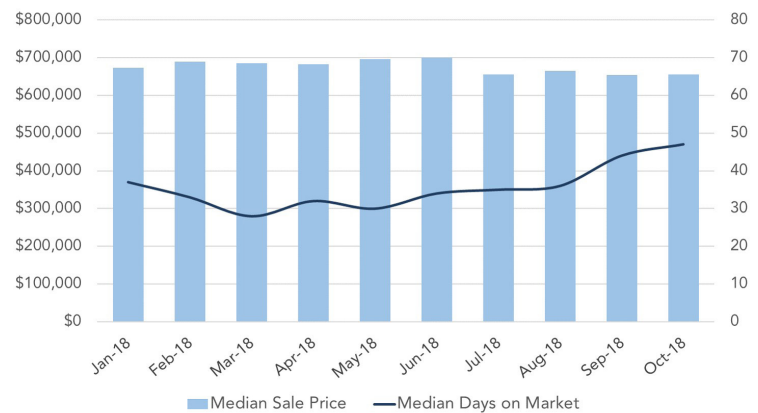
Across cities, Monte Rio saw the largest increase in total number of sales, Cloverdale experienced the sharpest decrease in median market time, while Geyserville and Penngrove had the largest increase in median sale price.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

YTD 2018

	OCT-'18	OCT-'17	%Δ
MEDIAN			
SALE PRICE	\$655,000	\$648,000	+1%
DAYS ON MARKET	47	39	+21%
\$ / SQ. FT.	\$412	\$401	+3%
TOTAL			
HOMES SOLD	436	376	+16%
HOMES CURRENTLY FOR SALE	1,584	1,361	+16%
OVER LIST PRICE	-5.7%	-2.4%	-3.3%



CHANGE IN PAST MONTH: SALE PRICE 0% DAYS ON MARKET +7%

YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	OCT-'18	OCT-'17	%Δ	OCT-'18	OCT-'17	%Δ	OCT-'18	OCT-'17	%Δ
Bodega Bay	5	7	▼ 29%	111	66	▲ 68%	\$1,395,000	\$1,030,000	▲ 35%
Cazadero	3*	4*	▼ 25%	72	29	▲ 148%	\$507,000	\$416,500	▲ 22%
Cloverdale	10	10	0%	36	56	▼ 36%	\$537,500	\$495,500	▲ 8%
Cotati	8	7	▲ 14%	45	45	0%	\$585,000	\$570,000	▲ 3%
Forestville	9	4*	▲ 125%	48	19	▲ 153%	\$595,000	\$405,000	▲ 47%
Geyserville	3*	3*	0%	63	78	▼ 19%	\$1,300,000	\$820,000	▲ 59%
Glen Ellen	2*	7	▼ 71%	133	47	▲ 183%	\$992,500	\$799,000	▲ 24%
Guerneville	13	18	▼ 28%	40	30	▲ 33%	\$439,000	\$505,000	▼ 13%
Healdsburg	23	21	▲ 10%	42	53	▼ 21%	\$760,000	\$810,000	▼ 6%
Jenner	0	3*	▼ 100%	-	133	-	-	\$750,000	-
Kenwood	1*	0	-	12	-	-	\$1,000,000	-	-
Monte Rio	8	1*	▲ 700%	46	49	▼ 6%	\$548,000	\$525,000	▲ 4%
Occidental	4*	1*	▲ 300%	89	29	▲ 207%	\$824,750	\$688,500	▲ 20%
Penngrove	6	3*	▲ 100%	67	56	▲ 20%	\$1,462,500	\$920,000	▲ 59%
Petaluma	44	42	▲ 5%	33	40	▼ 18%	\$767,650	\$670,000	▲ 15%
Rohnert Park	32	22	▲ 45%	48	40	▲ 20%	\$579,500	\$533,000	▲ 9%
Santa Rosa	174	133	▲ 31%	53	33	▲ 61%	\$610,000	\$600,000	▲ 2%
Sebastopol	20	22	▼ 9%	39	39	0%	\$825,000	\$795,000	▲ 4%
Sonoma	35	21	▲ 67%	32	30	▲ 7%	\$722,000	\$810,000	▼ 11%
Windsor	25	31	▼ 19%	48	50	▼ 4%	\$620,250	\$639,900	▼ 3%
All Sonoma County	436	376	▲ 16%	47	39	▲ 21%	\$655,000	\$648,000	▲ 1%

* Small sample size (n<5); use caution when interpreting results.

Sources: BAREIS, Data for Single Family Detached Homes, 01/01/2018 - 10/31/2018 was used for values. 'Homes currently for sale' includes pending and contingent listings. All information is deemed reliable, but not guaranteed for accuracy. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.

