

SONOMA COUNTY

THIRD QUARTER MARKET REPORT | 2017 VS. 2018

| | 2017 | 2018 | | YTD | 2017 | 2018 | | |
|----|--------------|-----------|-----------|------|--------------|-----------|-----------|------|
| Q3 | # of Sales | 1,516 | 1,295 | 15%▼ | # of Sales | 3,836 | 3,542 | 8%▼ |
| | Median Price | \$590,000 | \$638,000 | ▲8% | Median Price | \$589,000 | \$647,000 | ▲10% |
| | Avg CDOM | 54 | 52 | 4%▼ | Avg CDOM | 57 | 51 | 11%▼ |
| | MOI | 1.8 | 2.8 | ▲56% | MOI | 2.1 | 3.0 | ▲43% |

Comparing the third quarter of 2018 to the same period in 2017, new sales are down 2%, new listings are down 4.3%, and the average sales price is up 11%. So, with inventories dropping twice as fast as sales, prices have skyrocketed. The soaring prices in this deteriorating market are due to lack of inventory — when supply is low and demand high, prices increase.

| | | 2017 | 2018 | %Change | | 2017 | 2018 | %Change |
|-------------------------|----------------------|------|------|---------|---------------------|------|------|---------|
| COTATI, ROHNERT PARK | # of Sales | 165 | 130 | -21% | Avg CDOM | 44 | 38 | -14% |
| | Median Price (\$000) | 502 | 556 | 11% | Months of Inventory | 0.4 | 1.9 | 414% |
| PETALUMA | # of Sales | 178 | 157 | -12% | Avg CDOM | 44 | 43 | -2% |
| | Median Price (\$000) | 683 | 736 | 8% | Months of Inventory | 1.1 | 1.8 | 64% |
| HEALDSBURG | # of Sales | 61 | 59 | -3% | Avg CDOM | 71 | 67 | -6% |
| | Median Price (\$000) | 795 | 853 | 7% | Months of Inventory | 4.2 | 4.3 | 2% |
| SANTA ROSA | # of Sales | 614 | 512 | -17% | Avg CDOM | 50 | 51 | 2% |
| | Median Price (\$000) | 555 | 592 | 7% | Months of Inventory | 1.3 | 2.8 | 115% |
| SEBASTOPOL | # of Sales | 57 | 63 | 11% | Avg CDOM | 64 | 67 | 5% |
| | Median Price (\$000) | 765 | 865 | 13% | Months of Inventory | 2.5 | 2.8 | 12% |
| SONOMA | # of Sales | 99 | 107 | 8% | Avg CDOM | 64 | 52 | -19% |
| | Median Price (\$000) | 660 | 825 | 25% | Months of Inventory | 3.5 | 2.6 | -26% |
| WINDSOR | # of Sales | 101 | 83 | -18% | Avg CDOM | 59 | 48 | -19% |
| | Median Price (\$000) | 610 | 655 | 7% | Months of Inventory | 1.2 | 1.8 | 50% |

