



As spring wraps-up and summer begins, the Sonoma County housing market is seeing a bit of a softening compared with spring of 2018. The quarter closed with a median sale price of \$655K which represents a 5.1% drop from Q2 2018. Similarly, the price per square foot also dropped 5.1%. The median days on market ticked up 2 days and recorded at 34 days for the quarter.

There were slightly more homes sold this year at a total of 1,242 across the county. There are currently 1,236 single family homes listed for sale in Sonoma County which represents 2.9 month's supply of inventory; generally speaking, inventory measuring under 6 months of supply is considered a seller's market. Current listings range from \$89K to \$20M.

Across cities, the biggest spike in sales occurred in Rohnert Park. Sebastopol saw a significant drop in median market time, and while increases in median sale prices were rare, they did occur in Penngrove, Rohnert Park, and Kenwood.

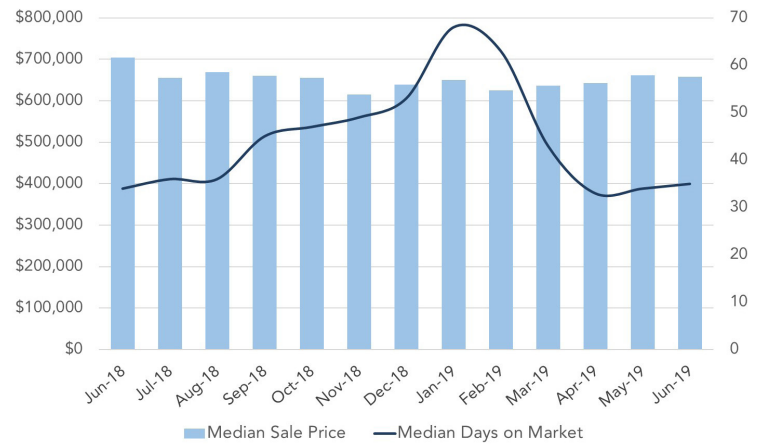
Now is a great time for potential purchasers to get their own piece of Sonoma County. Last week saw the lowest mortgage rates in 31-months and the current rate for a 30-year fixed rate mortgage is 3.75% (per FreddieMac.com).

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR MARKET COMPARISON

|                                      | Q2-'19    | Q2-'18    | %Δ     |
|--------------------------------------|-----------|-----------|--------|
| <b>MEDIAN</b>                        |           |           |        |
| SALE PRICE                           | \$655,000 | \$690,000 | -5.1%  |
| DAYS ON MARKET                       | 34        | 32        | +6.3%  |
| \$ / SQ. FT.                         | \$413     | \$435     | -5.1%  |
| <b>TOTAL</b>                         |           |           |        |
| HOMES SOLD                           | 1,242     | 1,234     | +0.6%  |
| HOMES CURRENTLY FOR SALE             | 1,236     | 1,097     | +12.7% |
| % OF PROPERTIES SOLD OVER LIST PRICE | 35.0%     | 44.2%     | -9.2%  |
| % OF LIST PRICE RECEIVED (AVERAGE)   | 99.7%     | 100.8%    | -1.1%  |

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **-0.6%** DAYS ON MARKET **+2.9%**

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

| REGION                   | HOMES SOLD   |              |             | MEDIAN DAYS ON MARKET |           |             | MEDIAN PRICE     |                  |             |
|--------------------------|--------------|--------------|-------------|-----------------------|-----------|-------------|------------------|------------------|-------------|
|                          | Q2 2019      | Q1 2018      | %Δ          | Q2 2019               | Q2 2018   | %Δ          | Q2 2019          | Q2 2018          | %Δ          |
| Bodega Bay               | 14           | 15           | ▼ 7%        | 45                    | 38        | ▲ 18%       | \$957,000        | \$990,000        | ▼ 3%        |
| Cazadero                 | 3*           | 9*           | ▼ 67%       | 34                    | 31        | ▲ 10%       | \$425,000        | \$480,001        | ▼ 11%       |
| Cloverdale               | 44           | 35           | ▲ 26%       | 56                    | 40        | ▲ 40%       | \$556,500        | \$585,000        | ▼ 5%        |
| Cotati                   | 15           | 21           | ▼ 29%       | 34                    | 26        | ▲ 31%       | \$572,000        | \$590,000        | ▼ 3%        |
| Forestville              | 17           | 31           | ▼ 45%       | 37                    | 32        | ▼ 16%       | \$540,000        | \$550,000        | ▼ 2%        |
| Geyserville              | 3*           | 6*           | ▼ 50%       | 100                   | 42        | ▲ 138%      | \$525,699        | \$1,405,850      | ▼ 63%       |
| Glen Ellen               | 7*           | 15           | ▼ 53%       | 29                    | 41        | ▼ 29%       | \$1,029,500      | \$1,250,000      | ▼ 18%       |
| Guerneville              | 26           | 31           | ▼ 16%       | 28                    | 26        | ▲ 8%        | \$426,000        | \$512,000        | ▼ 17%       |
| Healdsburg               | 60           | 57           | ▲ 5%        | 45                    | 28        | ▲ 61%       | \$972,000        | \$1,010,000      | ▼ 4%        |
| Jenner                   | 1*           | 4*           | ▼ 75%       | 160                   | 144       | ▲ 11%       | \$469,000        | \$829,000        | ▼ 43%       |
| Kenwood                  | 2*           | 6*           | ▼ 67%       | 65                    | 38        | ▲ 71%       | \$3,321,500      | \$925,000        | ▲ 259%      |
| Monte Rio                | 9*           | 3*           | ▲ 200%      | 34                    | 36        | ▼ 6%        | \$480,000        | \$725,000        | ▼ 34%       |
| Occidental               | 5*           | 5*           | 0%          | 34                    | 52        | ▼ 35%       | \$774,000        | \$825,000        | ▼ 6%        |
| Penngrove                | 13           | 10           | ▲ 30%       | 43                    | 37        | ▲ 16%       | \$985,000        | \$959,500        | ▲ 3%        |
| Petaluma                 | 168          | 166          | ▲ 1%        | 26                    | 30        | ▼ 13%       | \$737,500        | \$749,000        | ▼ 2%        |
| Rohnert Park             | 90           | 61           | ▲ 48%       | 35                    | 28        | ▲ 25%       | \$600,000        | \$589,000        | ▲ 2%        |
| Santa Rosa               | 474          | 468          | ▲ 1%        | 35                    | 32        | ▲ 9%        | \$599,450        | \$630,000        | ▼ 5%        |
| Sebastopol               | 65           | 65           | 0%          | 31                    | 42        | ▼ 26%       | \$850,000        | \$875,000        | ▼ 3%        |
| Sonoma                   | 107          | 116          | ▼ 8%        | 33                    | 27        | ▲ 22%       | \$814,000        | \$895,000        | ▼ 9%        |
| Windsor                  | 91           | 75           | ▲ 21%       | 32                    | 34        | ▼ 6%        | \$655,000        | \$689,500        | ▼ 5%        |
| <b>All Sonoma County</b> | <b>1,242</b> | <b>1,234</b> | <b>▲ 1%</b> | <b>34</b>             | <b>32</b> | <b>▲ 6%</b> | <b>\$655,000</b> | <b>\$690,000</b> | <b>▼ 5%</b> |

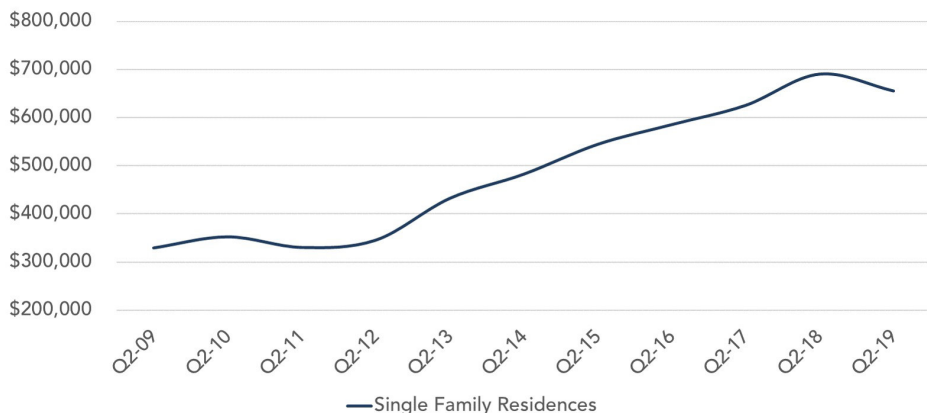
\*Small sample size (n<10); use caution when interpreting statistics.

Sources: BAREIS, Data for Single Family Detached Homes: 4/01/2019 - 6/30/2019 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.



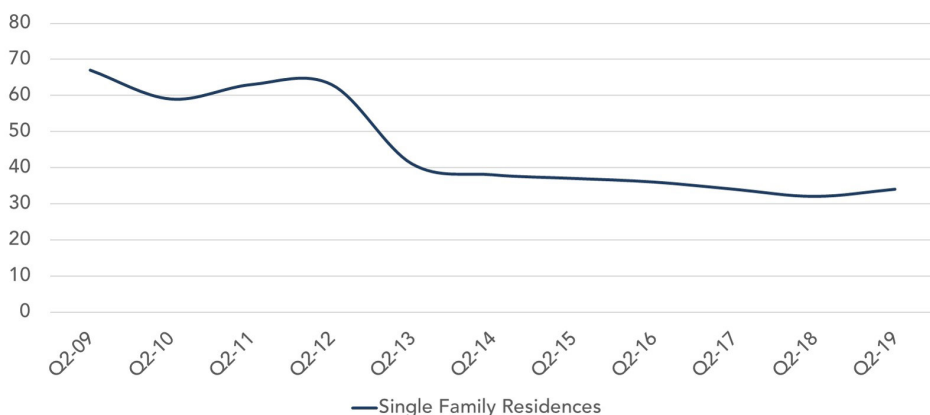
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



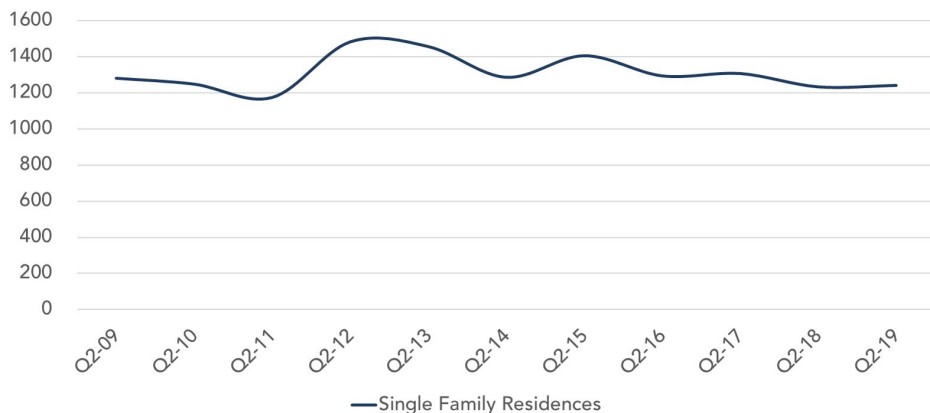
Single Family Residences  
**\$655,000**  
 -5.1% year-over-year

MEDIAN MARKET TIME



Single Family Residences  
**34 days**  
 +2 days year-over-year

NUMBER OF SALES



Single Family Residences  
**1,242**  
 +0.6% year-over-year