

APRIL 2018 MARKET REPORT

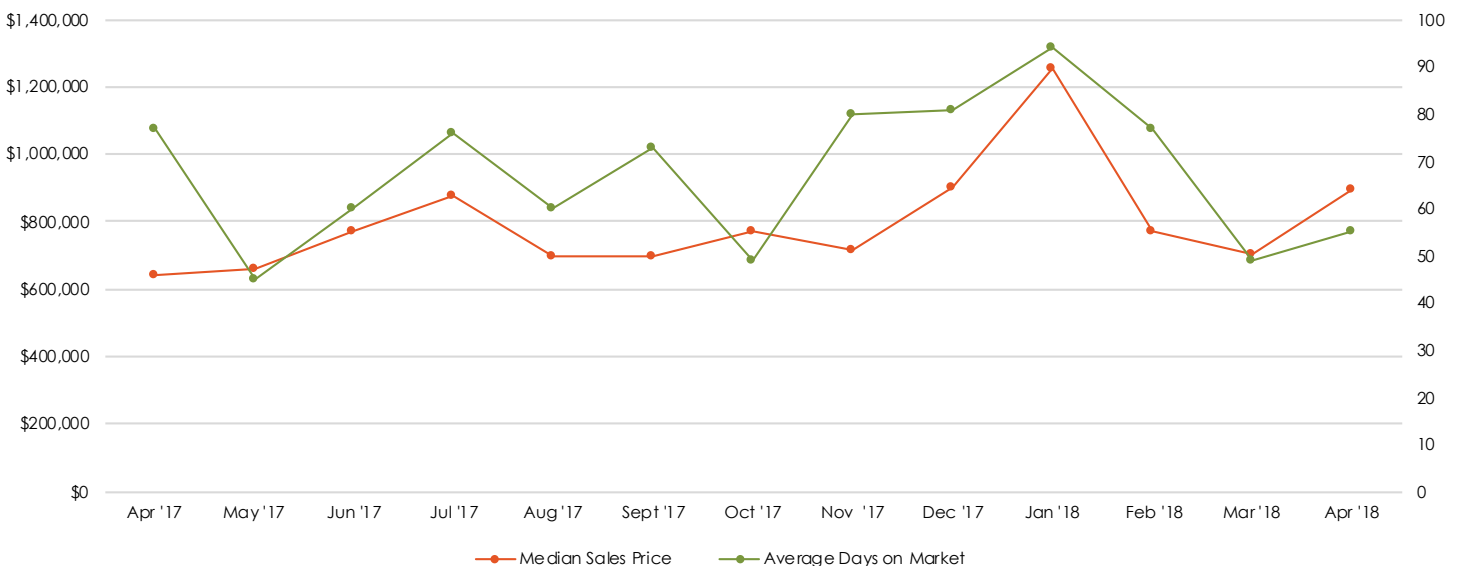
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SONOMA VALLEY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	APRIL-'18	APRIL-'17	CHANGE
Median Sales Price	\$895,000	\$643,000	Up 39.2%
Average Days on Market	55	77	22 Days Faster
Number of Homes for Sale	148	173	Down 14.5%
Percent Under Contract	31.1%	26.6%	Up 4.5 Percentage Points
Average Sold Price/Original Price	96.0%	99.6%	Down 3.6%
Average Price per Square Foot	\$491	\$597	Down 21.6%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, May 4, 2018.

Defining Sonoma Valley: Our real estate markets in Sonoma Valley include the cities of Glen Ellen, Kenwood, and Sonoma. Sales data in the table and chart above refers to all residential properties - including single-family homes, condominiums, and farms and ranches - in these communities.