

AUGUST 2018 MARKET REPORT

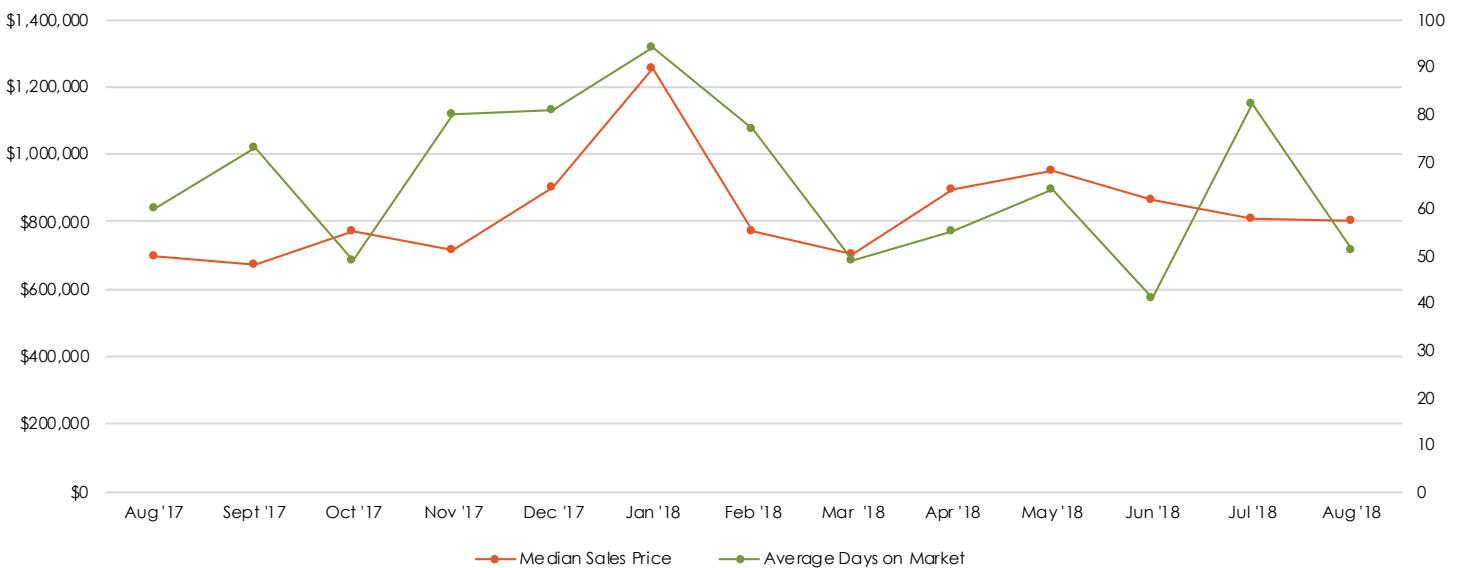
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SONOMA VALLEY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	AUG-'18	AUG-'17	CHANGE
Median Sales Price	\$805,000	\$700,000	Up 15.0%
Average Days on Market	51	60	9 Days Faster
Number of Homes for Sale	188	232	Down 19.0%
Percent Under Contract	23.6%	23.2%	Up 0.4 Percentage Points
Average Sold Price/Original Price	95.3%	94.8%	Up 0.5%
Average Price per Square Foot	\$569	\$599	Down 5.0%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, September 7 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.