

FEBRUARY 2018 MARKET REPORT

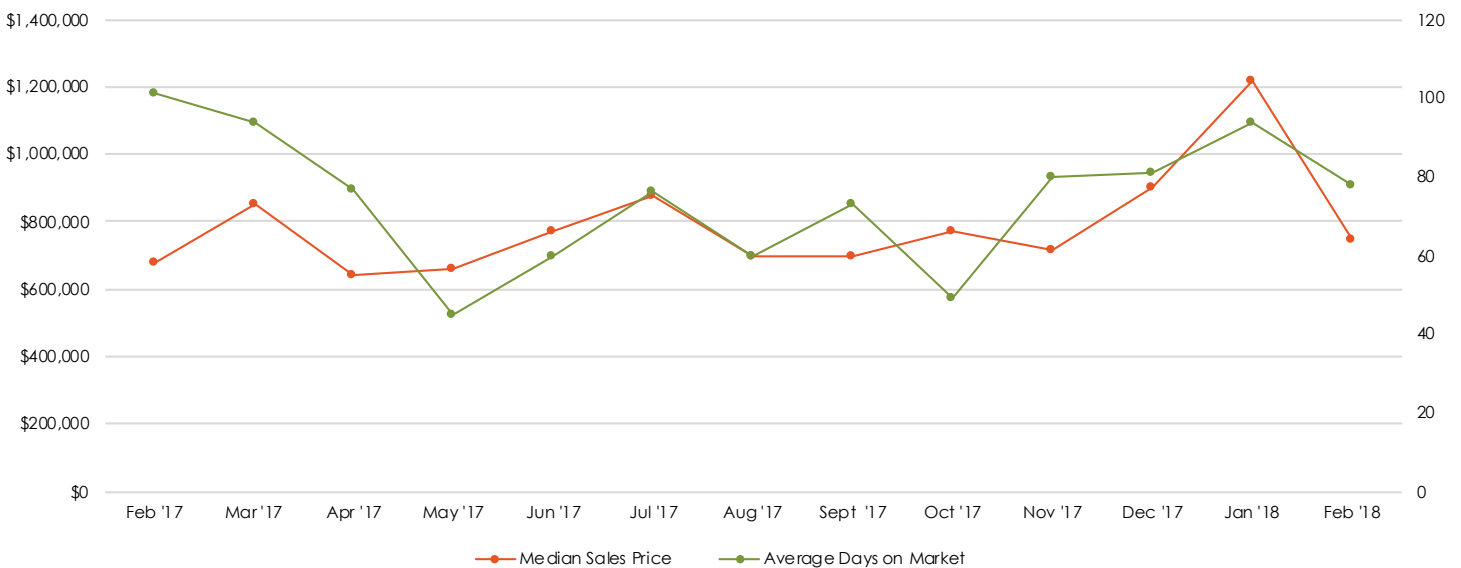
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SONOMA VALLEY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	FEB-'18	FEB-'17	CHANGE
Median Sales Price	\$750,000	\$680,000	Up 10.3%
Average Days on Market	78	101	23 Days Faster
Number of Homes for Sale	114	136	Down 16.2%
Percent Under Contract	28.9%	30.9%	Down 2.0 Percentage Points
Average Sold Price/Original Price	95.2%	90.4%	Up 4.8%
Average Price per Square Foot	\$640	\$588	Up 8.8%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, March 6, 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.