

JANUARY 2018 MARKET REPORT

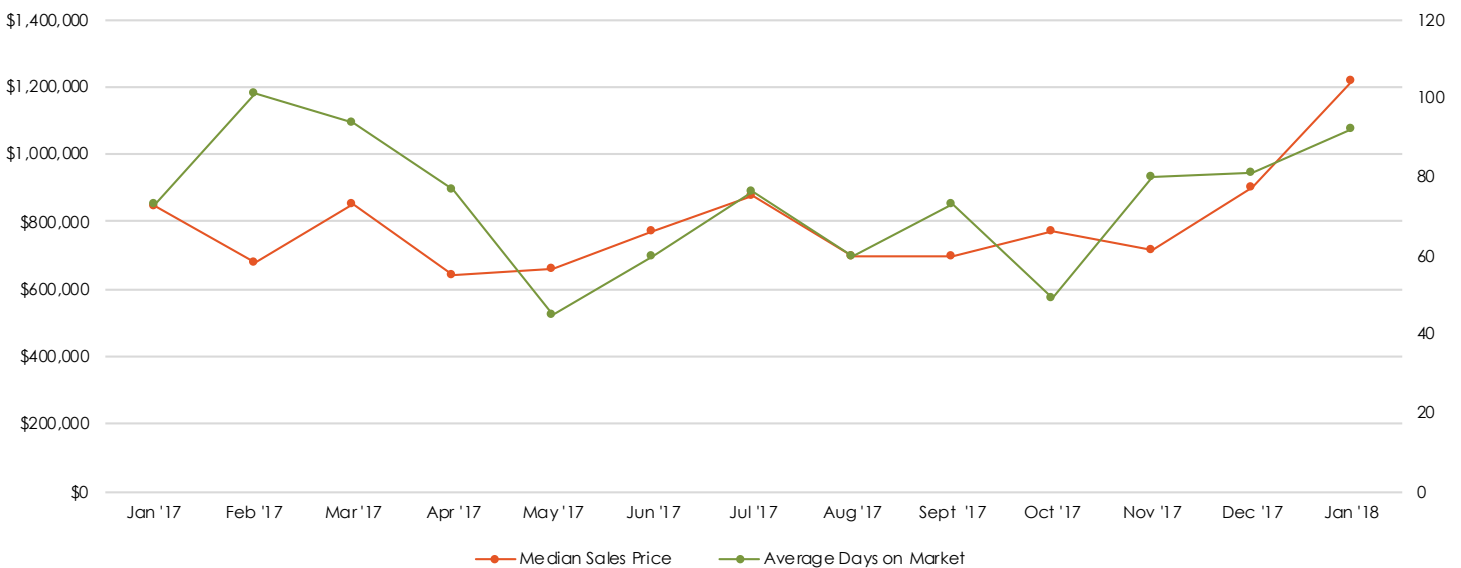
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SONOMA VALLEY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JAN-'18	JAN-'17	CHANGE
Median Sales Price	\$1,215,000	\$847,500	Up 43.3%
Average Days on Market	92	73	19 Days Slower
Number of Homes For Sale	110	124	Down 11.3%
Percent Under Contract	27.3%	21.8%	Up 5.5 Percentage Points
Average Sold Price/Original Price	94.2%	92.1%	Up 2.1%
Average Price Per Square Foot	\$616	\$519	Up 18.7%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, February 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.