

January 2019 Market Report

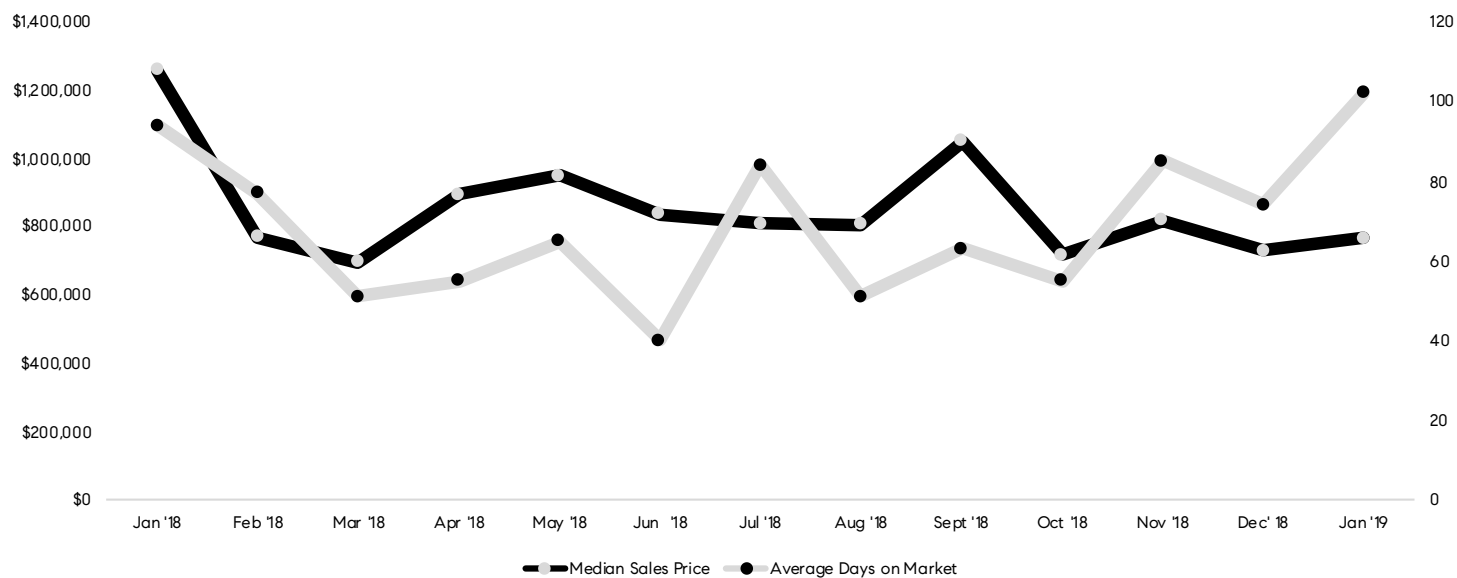
COMPASS

Sonoma Valley > Residences

Year-to-Year Analysis of the Market

	JAN-'19	JAN-'18	% CHANGE
Median Sales Price	\$765,000	\$1,257,500	Down 39.2%
Average Days on Market	102	94	8 Days Slower
Number of Homes for Sale	120	129	Down 7.0%
Percent Under Contract	16.7%	25.6%	Down 8.9 Percentage Points
Average Sold Price/Original Price	86.8%	92.8%	Down 6.0%
Average Price per Square Foot	\$464	\$616	Down 24.7%

Median Sales Price and Days on Market Comparison



Source: Terradatum, February 6, 2019

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