

# JULY 2018 MARKET REPORT

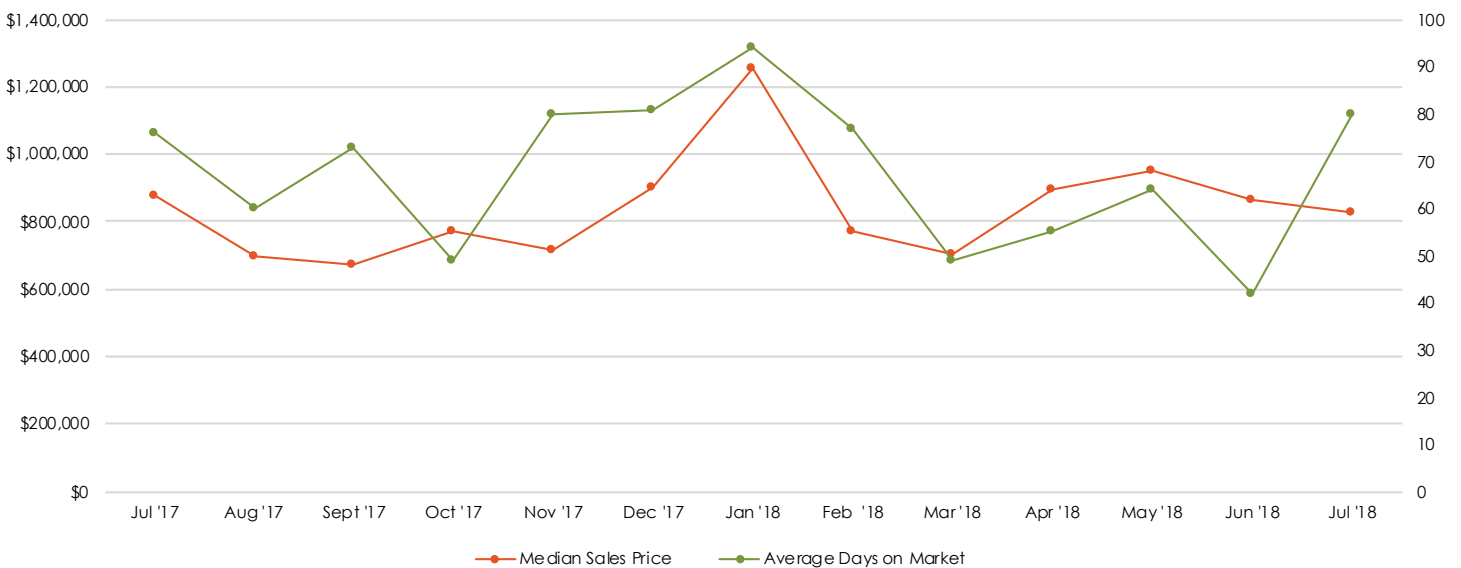
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SONOMA VALLEY > RESIDENCES

## YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JUL-'18	JUL-'17	CHANGE
Median Sales Price	\$829,500	\$875,750	Down 5.6%
Average Days on Market	80	76	4 Days Slower
Number of Homes for Sale	196	222	Down 11.7%
Percent Under Contract	32.9%	24.9%	Up 8.0 Percentage Points
Average Sold Price/Original Price	94.5%	95.6%	Down 1.1%
Average Price per Square Foot	\$637	\$588	Up 8.3%

## MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, August 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.