

MAY 2018 MARKET REPORT

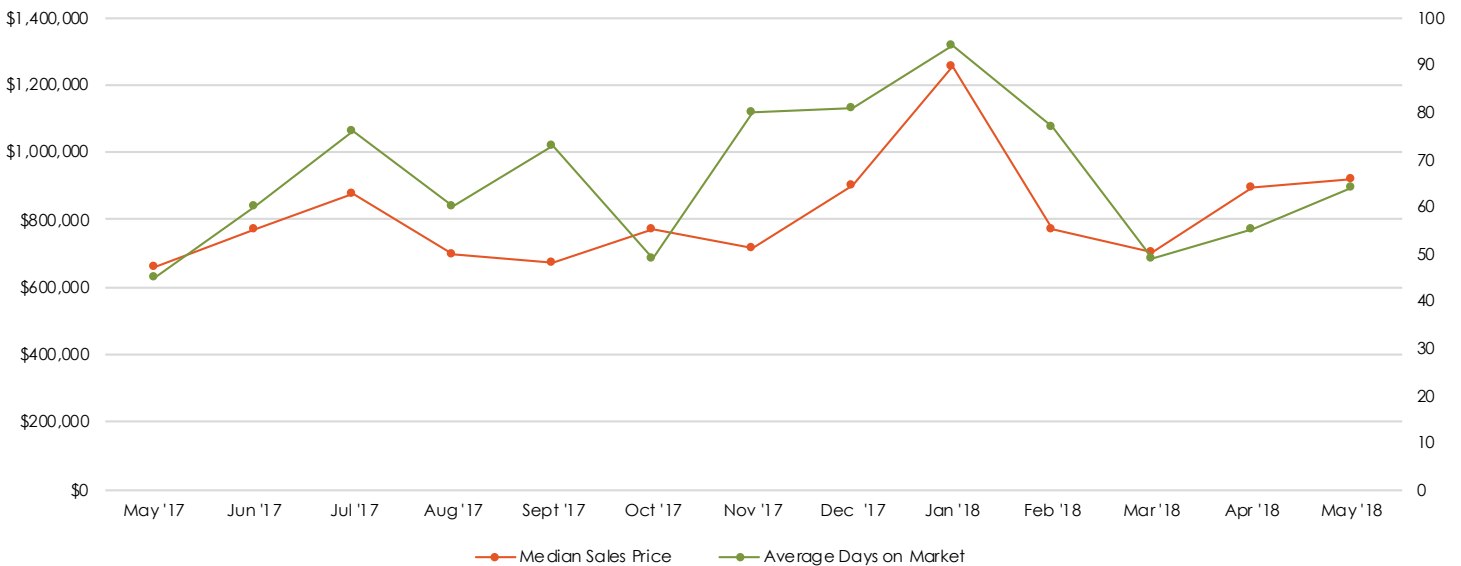
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SONOMA VALLEY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

	MAY-'18	MAY-'17	CHANGE
Median Sales Price	\$922,500	\$660,000	Up 39.8%
Average Days on Market	64	45	19 Days Slower
Number of Homes for Sale	171	187	Down 8.6%
Percent Under Contract	33.9%	21.9%	Up 12.0 Percentage Points
Average Sold Price/Original Price	92.2%	95.6%	Down 3.4%
Average Price per Square Foot	\$602	\$606	Down 0.7%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, June 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.