

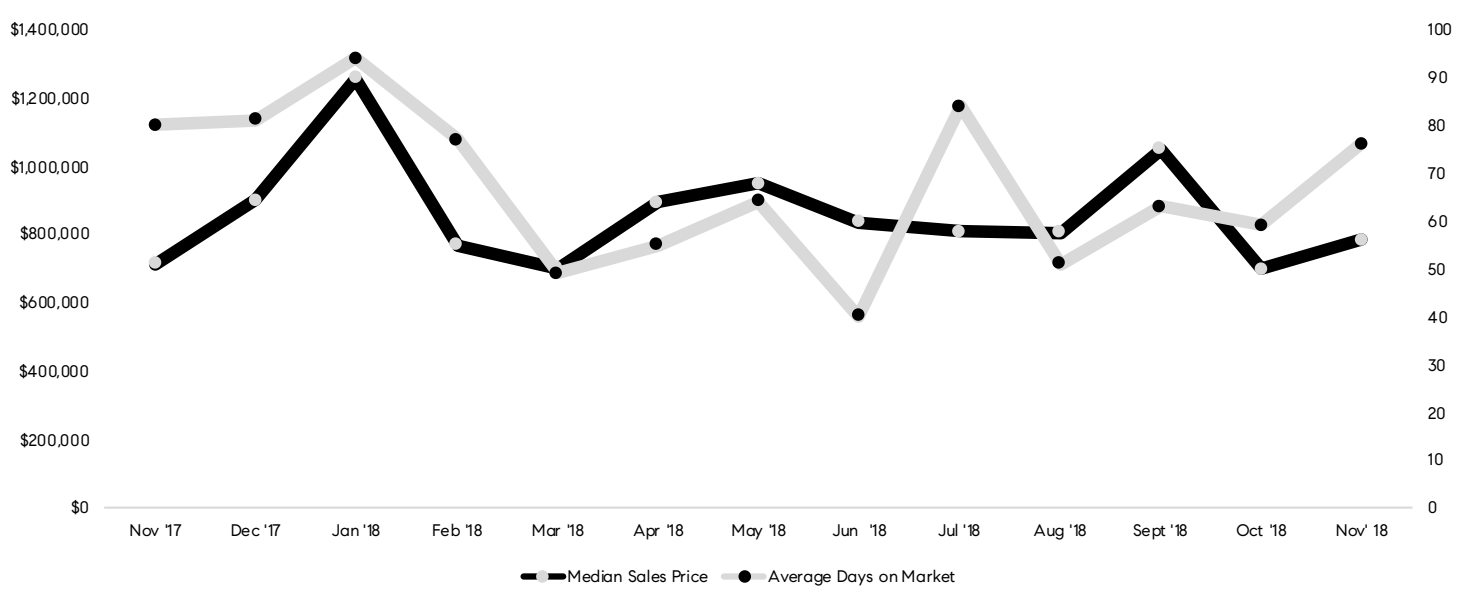
# November 2018 Market Report

## Sonoma Valley > Residences

### Year-to-Year Analysis of the Market

	NOV-'18	NOV-'17	% CHANGE
Median Sales Price	\$784,500	\$714,000	Up 9.8%
Average Days on Market	76	80	4 Days Faster
Number of Homes for Sale	201	209	Down 3.8%
Percent Under Contract	17.2%	23.5%	Down 6.3 Percentage Points
Average Sold Price/Original Price	92.3%	94.1%	Down 1.8%
Average Price per Square Foot	\$645	\$535	Up 20.6%

### Median Sales Price and Days on Market Comparison



Source: Terradatum, December 6, 2018

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.