

SONOMA COUNTY MARKET UPDATE Q1 2017

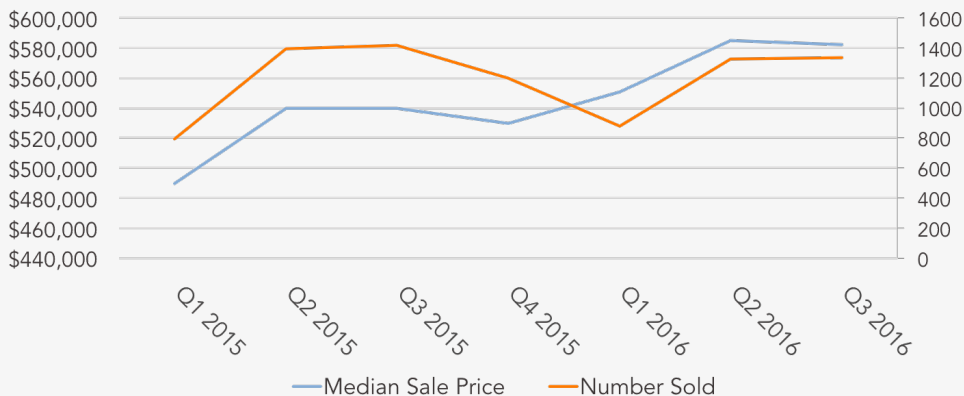
Inclement weather and an ongoing shortage of housing inventory priced within reach of most home buyers resulted in a slowdown in the number of homes sold and yet another increase in the median price of an existing, single-family detached home sold during the first quarter of 2017. Countywide, 818 existing single-family detached homes were sold in the first quarter, down from 880 in the first quarter in 2016. Meanwhile, the median price of a home sold in the

first quarter increased to \$610,000, up from \$550,550 in the first quarter of 2016. At the current rate of sales, it would take only 1.6 months to deplete the entire inventory of homes on the market, unchanged from the previous quarter. Given this shortage, homeowners who are considering listing their home should find a favorable market during this year's peak real estate market – particularly if their home is priced below the current median sales price.

YEAR-OVER-YEAR MARKET COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q1/2016	Q1/2017	% Change	Q1/2016	Q1/2017	% Change	Q1/2016	Q1/2017	% Change
Bodega Bay	12	6	▼ 50%	99	172	▲ 74%	\$816,750	\$711,250	▼ 13%
Cazadero	7	8	▲ 14%	62	74	▲ 19%	\$335,000	\$447,000	▲ 33%
Cloverdale	33	16	▼ 52%	68	43	▼ 37%	\$456,000	\$476,500	▲ 4%
Cotati	19	12	▼ 37%	52	51	▼ 2%	\$520,500	\$635,850	▲ 22%
Forestville	10	11	▲ 10%	60	46	▼ 23%	\$393,000	\$389,000	▼ 1%
Geyserville	2	5	▲ 150%	41	121	▲ 195%	\$872,500	\$885,000	▲ 1%
Guerneville	22	12	▼ 45%	57	44	▼ 23%	\$311,000	\$355,000	▲ 14%
Healdsburg	43	46	▲ 7%	81	65	▼ 20%	\$799,000	\$797,500	0%
Jenner	1	1	0%	46	225	▲ 389%	\$424,900	\$1,387,500	▲ 227%
Kenwood	5	7	▲ 40%	87	93	▲ 7%	\$760,000	\$1,170,000	▲ 54%
Monte Rio	2	0	▼ 100%	33	0	▼ 100%	\$415,000	N/A	N/A
Occidental	1	2	▲ 100%	36	185	▲ 414%	\$515,000	\$714,250	▲ 39%
Penngrove	4	6	▲ 50%	65	129	▲ 98%	\$1,090,000	\$1,009,750	▼ 7%
Petaluma	99	135	▲ 36%	40	34	▼ 15%	\$601,000	\$670,000	▲ 11%
Rohnert Park	52	47	▼ 10%	48	35	▼ 27%	\$478,000	\$545,000	▲ 14%
Santa Rosa	355	322	▼ 9%	48	42	▼ 13%	\$525,000	\$552,500	▲ 5%
Sebastopol	40	27	▼ 33%	77	52	▼ 32%	\$692,550	\$812,500	▲ 17%
Sonoma	72	67	▼ 7%	40	56	▲ 40%	\$662,500	\$855,000	▲ 29%
Windsor	67	57	▼ 15%	47	45	▼ 4%	\$529,000	\$557,000	▲ 5%
All Sonoma County	880	818	▼ 7%	50	45	▼ 10%	\$550,500	\$610,000	▲ 10%

SONOMA COUNTY MEDIAN SALE PRICE



**CURRENT
INVENTORY SUPPLY**
IN SONOMA COUNTY

NUMBER OF HOUSES
562

MONTHS SUPPLY
1.6