

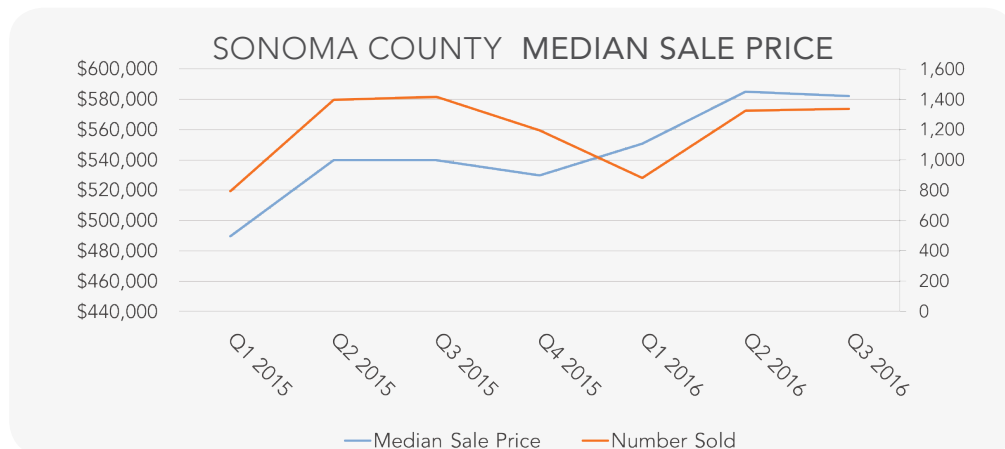
SONOMA COUNTY MARKET UPDATE Q3 2016

A limited inventory of single-family detached homes available for purchase contributed to a slight decline in the number of homes sold and a modest increase in the median sales price in Sonoma County during the third quarter of 2016. County-wide, 1,329 homes changed hands, down 6% from 1,419 in the third quarter of 2015, while the median home price rose 7% from \$540,000 in last year's third quarter to \$582,175 in this year's

third quarter. The inventory of homes for sale increased from 711 to 745 in the third quarter, continuing a Bay Area-wide trend. The combination of limited inventory and expectations of rising mortgage interest rates should continue to motivate home buyers to act now. Potential home-sellers sitting on the fence, meanwhile, are well-advised to prepare to move quickly if, and when, the Federal Reserve acts.

YEAR-OVER-YEAR MARKET COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q3/2015	Q3/2016	% Change	Q3/2015	Q3/2016	% Change	Q3/2015	Q3/2016	% Change
Bodega Bay	16	8	▼50%	95	76	▼20%	\$852,500	\$899,000	▲5%
Cazadero	6	16	▲167%	45	38	▼16%	\$217,000	\$393,250	▲81%
Cloverdale	42	35	▼17%	52	49	▼6%	\$440,000	\$499,000	▲13%
Cotati	21	21	0%	35	35	0%	\$557,500	\$508,000	▼9%
Forestville	22	31	▲41%	60	46	▼23%	\$448,500	\$461,000	▲3%
Geyserville	5	3	▼40%	87	126	▲45%	\$585,000	\$1,850,000	▲216%
Guerneville	55	39	▼29%	35	51	▲46%	\$371,000	\$378,500	▲2%
Healdsburg	43	50	▲16%	45	58	▲29%	\$830,000	\$864,750	▲4%
Jenner	3	2	▼33%	83	38	▼54%	\$517,000	\$551,500	▲7%
Kenwood	6	8	▲33%	46	64	▲39%	\$960,000	\$1,237,000	▲29%
Monte Rio	8	16	▲100%	62	53	▼15%	\$420,500	\$408,000	▼3%
Occidental	5	1	▼80%	66	76	▲15%	\$1,480,000	\$812,000	▼45%
Penngrove	13	11	▼15%	49	67	▲37%	\$849,000	\$825,000	▼3%
Petaluma	188	164	▼13%	36	36	0%	\$582,500	\$647,500	▲11%
Rohnert Park	88	81	▼8%	35	37	▲6%	\$474,500	\$518,000	▲9%
Santa Rosa	574	558	▼3%	42	45	▲7%	\$496,750	\$535,000	▲8%
Sebastopol	61	68	▲11%	49	41	▼16%	\$775,000	\$845,000	▲9%
Sonoma	113	95	▼16%	35	49	▲40%	\$710,000	\$759,500	▲7%
Windsor	90	72	▼20%	40	38	▼5%	\$542,500	\$583,750	▲8%
All Sonoma County	1,419	1,336	▼6%	41	44	▲7%	\$540,000	\$582,175	▲7%



CURRENT INVENTORY SUPPLY
IN SONOMA COUNTY

NUMBER OF HOUSES
711

MONTHS SUPPLY
1.8

Sources: Baresis, Data for Single Family Detached Homes. 01/01/2015 - 09/30/2016 was used for values. All information is deemed reliable, but not guaranteed for accuracy. ©2016 Vanguard Properties. All rights reserved. Equal Housing Opportunity. BRE No. 01486075

