

SONOMA COUNTY MARKET UPDATE | 2017 WRAP-UP

The number of homes sold in Sonoma County was slightly higher in 2017 than in the previous year. **Tight inventory levels and strong demand** from buyers due to historically low interest rates and low unemployment have had a positive impact on the median sales price in the county. The **median price has risen** to historic highs across Northern California as the strong engine of economic growth from tech companies has continued to buoy the region. We saw an accelerated increase in the median sales price in the last two months of the year, **13% and 16%** from the previous November and December 2016, respectively.

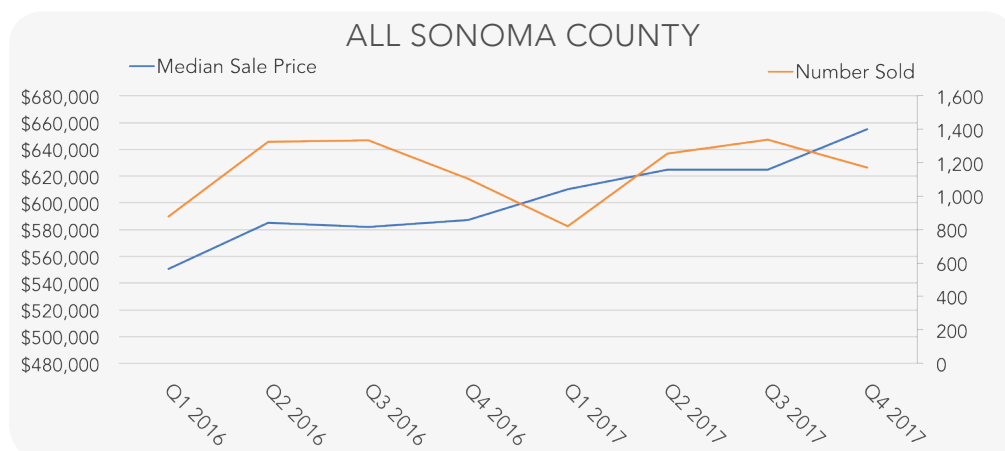
Several important factors have and will continue to impact our local housing market. The wild fires which ravaged our community and

housing stock in October 2017 have put additional **upward pressure on pricing** of our already tight housing inventory. This demand will continue to affect our market for the foreseeable future. In addition, the country's financial markets continue to soar. The positive effect on consumer sentiment from the **stock market's increase** and thus home buying is yet to be determined. Another equally significant event will also be shaping the demand for homes as we move into the new year. While its effects are not readily evident, the **new tax law** signed at the end of 2017 will shape buyers' and sellers' perceptions.

While many macroeconomic factors continue to influence supply and demand for housing, the **Real Estate Agents of Vanguard Properties** stand ready to help you navigate the local marketplaces we serve.

YEAR-OVER-YEAR MARKET COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	2016	2017	% Change	2016	2017	% Change	2016	2017	% Change
Bodega Bay	55	61	▲11%	74	55	▼26%	\$775,000	\$925,000	▲19%
Cazadero	41	30	▼27%	39	53	▲36%	\$393,000	\$433,000	▲10%
Cloverdale	159	142	▼11%	49	42	▼14%	\$485,000	\$530,000	▲9%
Cotati	79	73	▼8%	36	35	▼3%	\$525,000	\$560,689	▲7%
Forestville	75	81	▲8%	42	43	▲2%	\$439,000	\$454,000	▲3%
Geyserville	7	17	▲143%	71	107	▲51%	\$1,004,000	\$885,000	▼12%
Guerneville	120	116	▼3%	53	34	▼36%	\$360,000	\$427,000	▲19%
Healdsburg	194	193	▼1%	62	53	▼15%	\$849,000	\$815,000	▼4%
Jenner	4	10	▲150%	48	125	▲160%	\$551,500	\$809,500	▲47%
Kenwood	24	24	0%	81	93	▲15%	\$839,500	\$1,260,000	▲50%
Monte Rio	29	29	0%	44	36	▼18%	\$435,000	\$444,500	▲2%
Occidental	7	13	▲86%	113	90	▼20%	\$812,000	\$757,000	▼7%
Penngrove	32	31	▼3%	67	49	▼27%	\$882,500	\$996,000	▲13%
Petaluma	566	593	▲5%	38	35	▼8%	\$645,000	\$700,000	▲9%
Rohnert Park	279	274	▼2%	37	34	▼8%	\$515,000	\$553,750	▲8%
Santa Rosa	1913	1917	▲>1%	43	37	▼14%	\$535,000	\$580,000	▲8%
Sebastopol	221	210	▼5%	43	39	▼9%	\$810,000	\$866,000	▲7%
Sonoma	343	363	▲6%	43	42	▼2%	\$735,000	\$775,000	▲5%
Windsor	288	309	▲7%	41	36	▼12%	\$569,250	\$610,000	▲7%
All Sonoma County	4623	4670	▲1%	43	38	▼12%	\$580,000	\$629,250	▲8%



CURRENT INVENTORY SUPPLY
IN SONOMA COUNTY

NUMBER OF HOUSES
557

MONTHS SUPPLY
1.38

Sources: BAREIS, Data for Single Family Detached Homes. 01/01/2016 - 12/31/2017 was used for values. All information is deemed reliable, but not guaranteed for accuracy. ©2018 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

