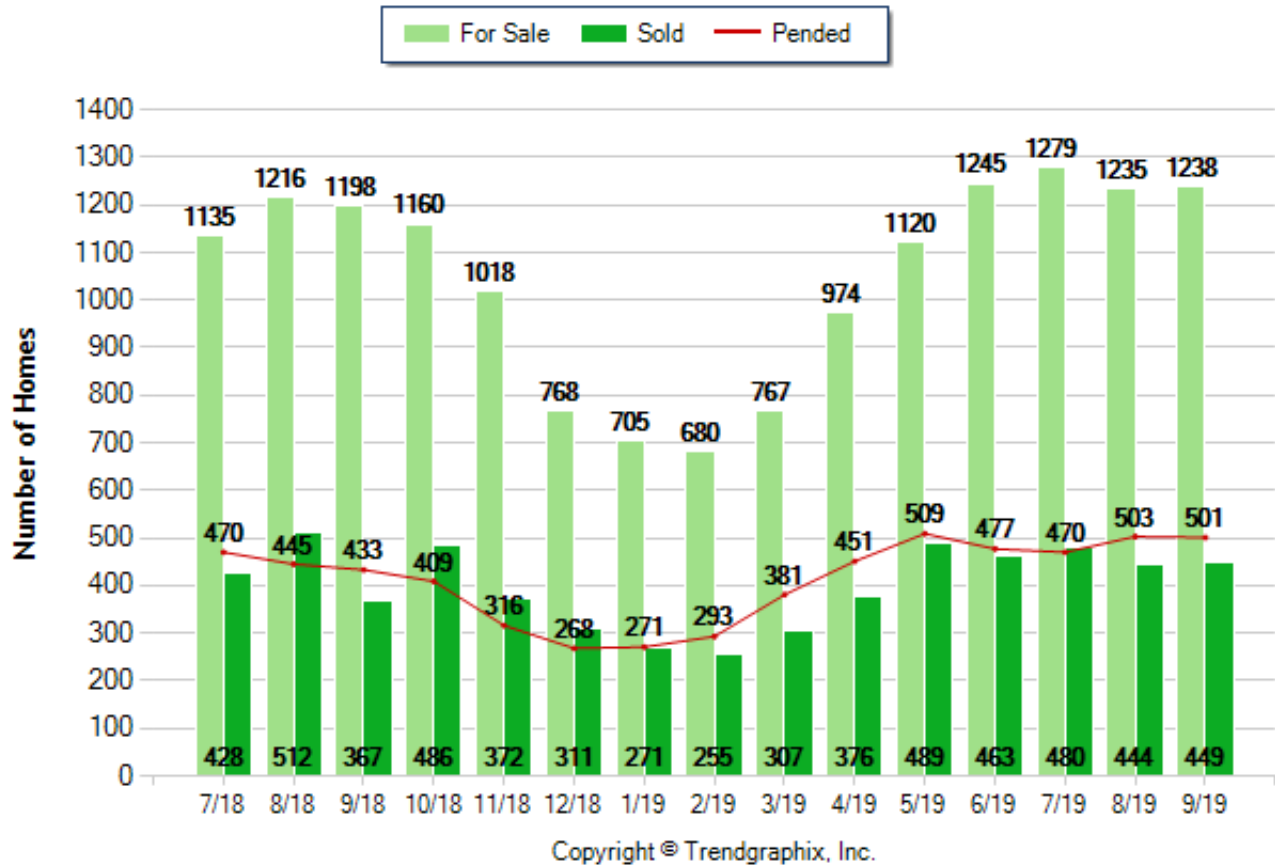


**Location:** All Sonoma County Areas Combined  
**Property Types:** All Residential Prop - All Properties - All Lot Sizes  
**Price Range:** \$0 - No Limit      **SQFT Range:** 0 - No Limit      **Bedrooms:** 0 - No Limit  
**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

## Number of Homes For Sale vs. Sold vs. Pended (Jul. 2018 - Sep. 2019)

Prepared for you by: Sonoma Realty Group



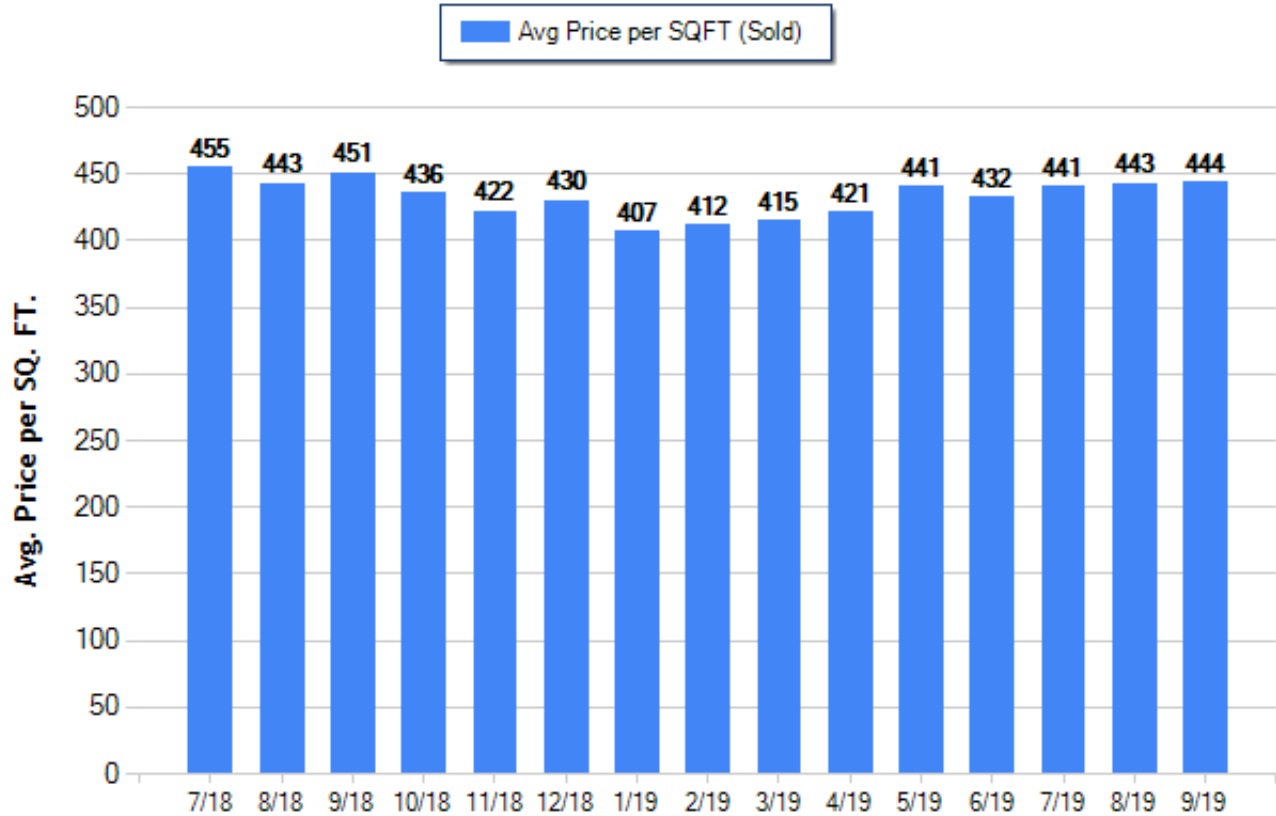
	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Sep. 19	Aug. 19	% Change	Sep. 19	Sep. 18	% Change	Jul. 19 to Sep. 19	Jul. 18 to Sep. 18	% Change
For Sale	1238	1235	0.2% ▲	1238	1198	3.3% ▲	1238	1198	3.3% ▲
Sold	449	444	1.1% ▲	449	367	22.3% ▲	1373	1307	5% ▲
Pended	501	503	0.4% ▼	501	433	15.7% ▲	1474	1348	9.3% ▲

Date	7/18	8/18	9/18	10/18	11/18	12/18	1/19	2/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19
For Sale	1135	1216	1198	1160	1018	768	705	680	767	974	1120	1245	1279	1235	1238
New Listing	663	596	494	488	346	207	382	381	561	652	690	606	609	509	434
Sold	428	512	367	486	372	311	271	255	307	376	489	463	480	444	449
Pended	470	445	433	409	316	268	271	293	381	451	509	477	470	503	501
Months of Inventory (Closed Sales)	2.7	2.4	3.3	2.4	2.7	2.5	2.6	2.7	2.5	2.6	2.3	2.7	2.7	2.8	2.8
Months of Inventory (Pended Sales)	2.4	2.7	2.8	2.8	3.2	2.9	2.6	2.3	2	2.2	2.2	2.6	2.7	2.5	2.5
Absorption Rate (Closed Sales) %	37.7	42.1	30.6	41.9	36.5	40.5	38.4	37.5	40	38.6	43.7	37.2	37.5	36	36.3
Absorption Rate (Pended Sales) %	41.4	36.6	36.1	35.3	31	34.9	38.4	43.1	49.7	46.3	45.4	38.3	36.7	40.7	40.5
Avg. Active Price	1159	1109	1139	1114	1142	1121	1115	1232	1262	1362	1441	1394	1339	1330	1315
Avg. Sold Price	771	757	815	747	710	740	722	654	685	735	765	732	759	800	803
Avg. Sq. Ft. Price (Sold)	455	443	451	436	422	430	407	412	415	421	441	432	441	443	444
Sold/List Diff. %	100	99	97	98	98	98	97	99	98	99	100	99	99	99	99
Sold/Orig LP Diff. %	98	97	94	94	93	93	92	95	95	97	98	97	97	96	95
Avg Days on Market	48	51	58	60	64	72	87	76	69	61	54	53	58	57	67
Median Sold Price	636	643	635	617	596	605	620	590	608	610	640	635	630	671	625

**Location:** All Sonoma County Areas Combined  
**Property Types:** All Residential Prop - All Properties - All Lot Sizes  
**Price Range:** \$0 - No Limit  
**Full Baths:** 0 - No Limit  
**SQFT Range:** 0 - No Limit  
**Half Baths:** 0 - No Limit  
**Bedrooms:** 0 - No Limit  
**Year Built:** 0 - No Limit

## Average Price per SQFT (Sold) (Jul. 2018 - Sep. 2019)

Prepared for you by: Sonoma Realty Group



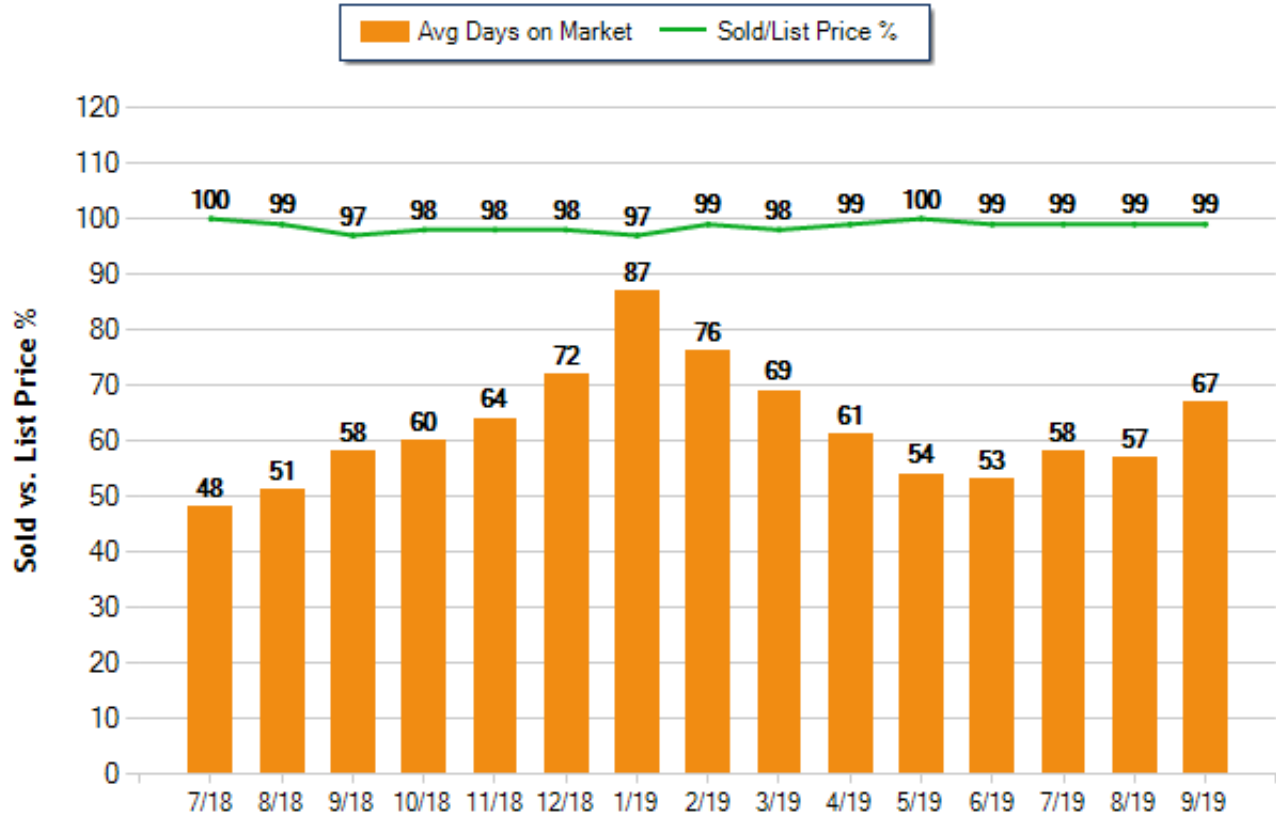
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	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago								
	Sep. 19	Aug. 19	% Change	Sep. 19	Sep. 18	% Change	Jul. 19 to Sep. 19	Jul. 18 to Sep. 18	% Change						
Avg. Sq. Ft. Price (Sold)	444	443	0.2% ▲	444	451	-1.6% ▼	442.63	449.18	-1.5% ▼						
<b>Date</b>	<b>7/18</b>	<b>8/18</b>	<b>9/18</b>	<b>10/18</b>	<b>11/18</b>	<b>12/18</b>	<b>1/19</b>	<b>2/19</b>	<b>3/19</b>	<b>4/19</b>	<b>5/19</b>	<b>6/19</b>	<b>7/19</b>	<b>8/19</b>	<b>9/19</b>
For Sale	1135	1216	1198	1160	1018	768	705	680	767	974	1120	1245	1279	1235	1238
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**Location:** All Sonoma County Areas Combined  
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**Price Range:** \$0 - No Limit      **SQFT Range:** 0 - No Limit      **Bedrooms:** 0 - No Limit  
**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

## Avg Days On Market & Sold/List Price % (Jul. 2018 - Sep. 2019)

Prepared for you by: Sonoma Realty Group



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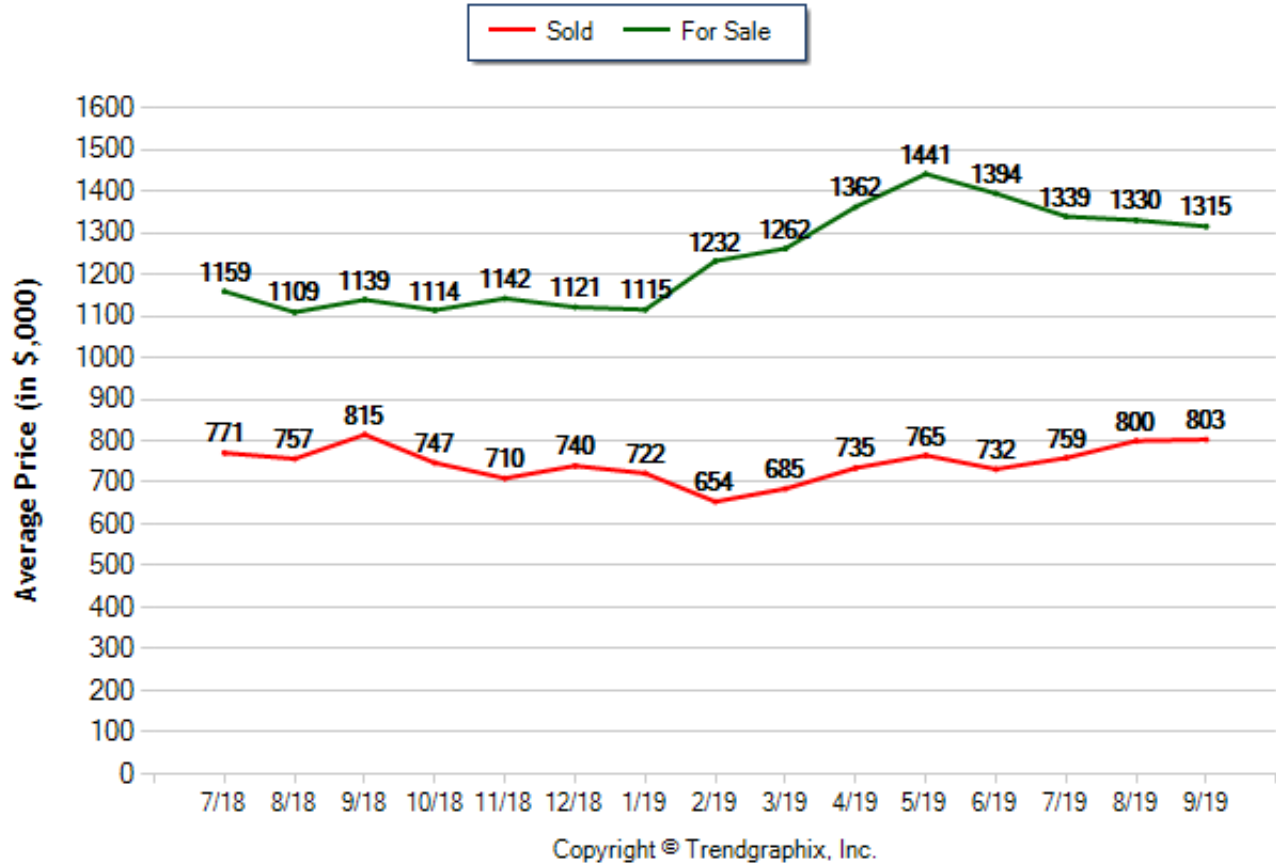
	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Sep. 19	Aug. 19	% Change	Sep. 19	Sep. 18	% Change	Jul. 19 to Sep. 19	Jul. 18 to Sep. 18	% Change
Avg Days on Market	67	57	17.5% ▲	67	58	15.5% ▲	61	52	17.3% ▲
Sold/List Diff. %	99	99	0%	99	97	2.1% ▲	99	99	0%

Date	7/18	8/18	9/18	10/18	11/18	12/18	1/19	2/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19
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**Full Baths:** 0 - No Limit      **Half Baths:** 0 - No Limit      **Year Built:** 0 - No Limit

## Average Price of For Sale and Sold (Jul. 2018 - Sep. 2019)

Prepared for you by: Sonoma Realty Group



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Sep. 19	Aug. 19	% Change	Sep. 19	Sep. 18	% Change	Jul. 19 to Sep. 19	Jul. 18 to Sep. 18	% Change
Avg. Active Price	1315	1330	-1.1% ▼	1315	1139	15.5% ▲	1328	1135	17% ▲
Avg. Sold Price	803	800	0.4% ▲	803	815	-1.5% ▼	787	778	1.2% ▲

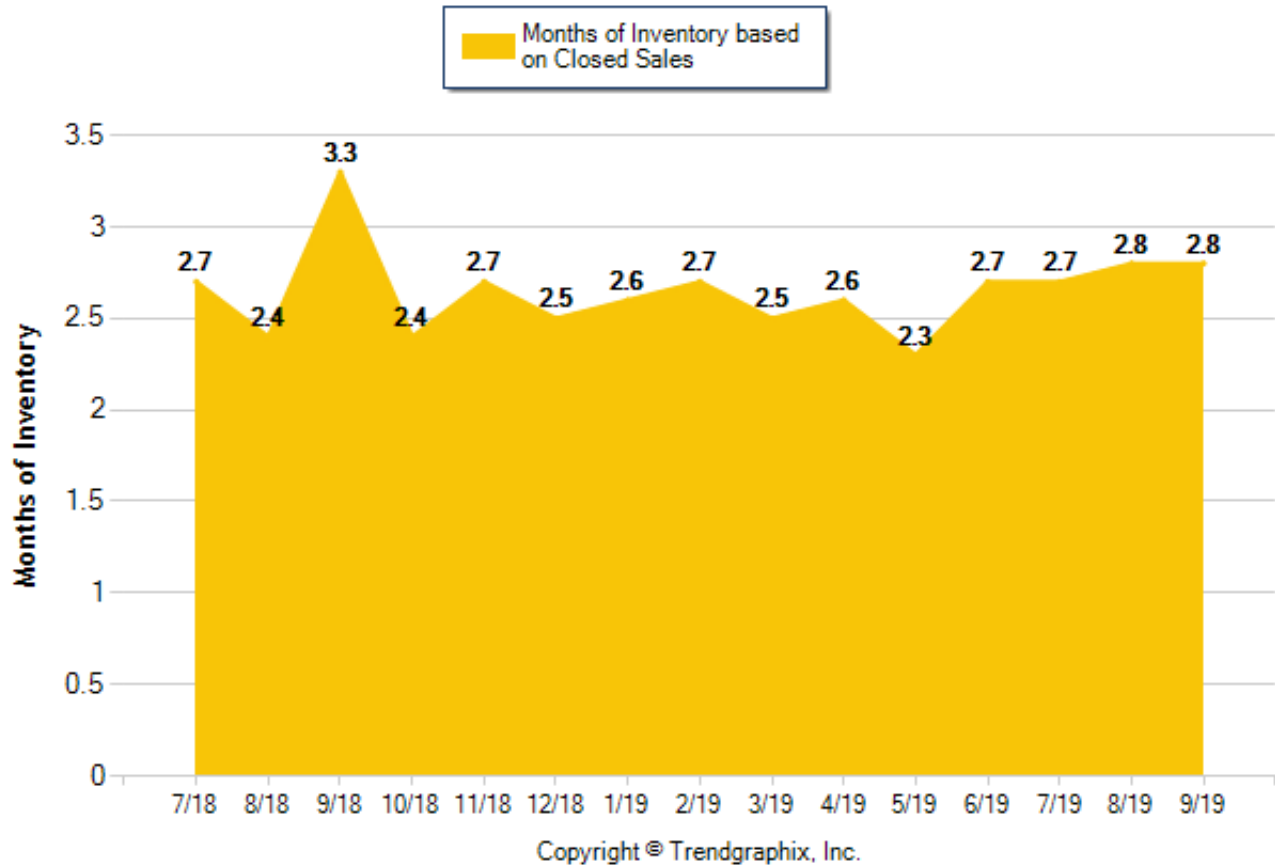
Date	7/18	8/18	9/18	10/18	11/18	12/18	1/19	2/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19
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# TrendVision™ - Published October 2019\*

**Location:** All Sonoma County Areas Combined  
**Property Types:** All Residential Prop - All Properties - All Lot Sizes  
**Price Range:** \$0 - No Limit  
**Full Baths:** 0 - No Limit  
**SQFT Range:** 0 - No Limit  
**Half Baths:** 0 - No Limit  
**Bedrooms:** 0 - No Limit  
**Year Built:** 0 - No Limit

## Months of Inventory Based on Closed Sales (Jul. 2018 - Sep. 2019)

Prepared for you by: Sonoma Realty Group



	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago		
	Sep. 19	Aug. 19	% Change	Sep. 19	Sep. 18	% Change	Jul. 19 to Sep. 19	Jul. 18 to Sep. 18	% Change
Months of Inventory (Closed Sales)	2.8	2.8	0%	2.8	3.3	-15.3% ▼	2.7	2.8	-3.6% ▼

Date	7/18	8/18	9/18	10/18	11/18	12/18	1/19	2/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19
For Sale	1135	1216	1198	1160	1018	768	705	680	767	974	1120	1245	1279	1235	1238
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Months of Inventory (Closed Sales)	2.7	2.4	3.3	2.4	2.7	2.5	2.6	2.7	2.5	2.6	2.3	2.7	2.7	2.8	2.8
Months of Inventory (Pended Sales)	2.4	2.7	2.8	2.8	3.2	2.9	2.6	2.3	2	2.2	2.2	2.6	2.7	2.5	2.5
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Sold/Orig LP Diff. %	98	97	94	94	93	93	92	95	95	97	98	97	97	96	95
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Median Sold Price	636	643	635	617	596	605	620	590	608	610	640	635	630	671	625

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