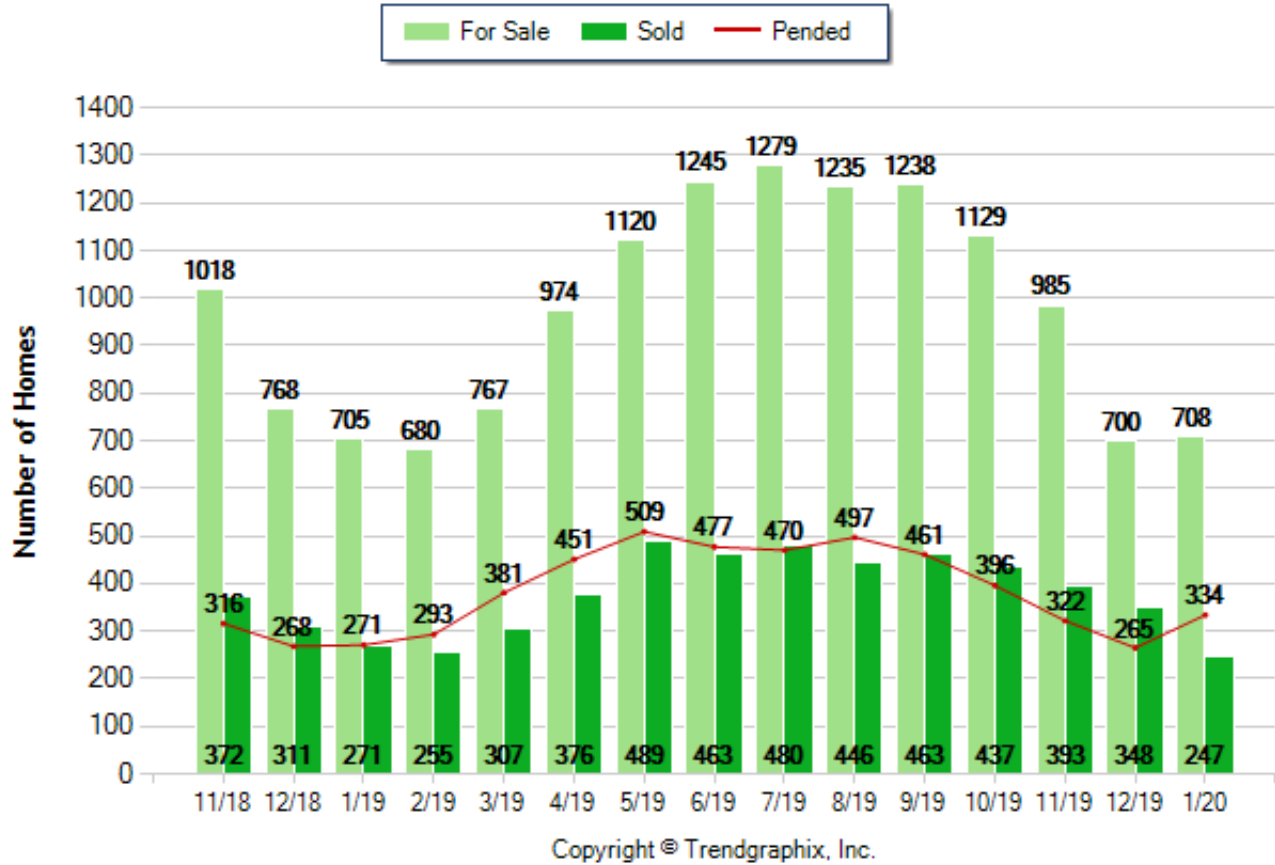


Location: All Sonoma County Areas Combined
Property Types: All Residential Prop - All Properties - All Lot Sizes
Price Range: \$0 - No Limit **SQFT Range:** 0 - No Limit **Bedrooms:** 0 - No Limit
Full Baths: 0 - No Limit **Half Baths:** 0 - No Limit **Year Built:** 0 - No Limit

Number of Homes For Sale vs. Sold vs. Pended (Nov. 2018 - Jan. 2020)

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		
	Jan. 20	Dec. 19	% Change	Jan. 20	Jan. 19	% Change	Nov. 19 to Jan. 20	Nov. 18 to Jan. 19	% Change
For Sale	708	700	1.1% ▲	708	705	0.4% ▲	708	705	0.4% ▲
Sold	247	348	-29% ▼	247	271	-8.9% ▼	988	954	3.6% ▲
Pended	334	265	26% ▲	334	271	23.2% ▲	921	855	7.7% ▲

Date	11/18	12/18	1/19	2/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19	10/19	11/19	12/19	1/20
For Sale	1018	768	705	680	767	974	1120	1245	1279	1235	1238	1129	985	700	708
New Listing	346	207	382	381	561	652	690	606	609	533	542	394	303	188	284
Sold	372	311	271	255	307	376	489	463	480	446	463	437	393	348	247
Pended	316	268	271	293	381	451	509	477	470	497	461	396	322	265	334
Months of Inventory (Closed Sales)	2.7	2.5	2.6	2.7	2.5	2.6	2.3	2.7	2.7	2.8	2.7	2.6	2.5	2	2.9
Months of Inventory (Pended Sales)	3.2	2.9	2.6	2.3	2	2.2	2.2	2.6	2.7	2.5	2.7	2.9	3.1	2.6	2.1
Absorption Rate (Closed Sales) %	36.5	40.5	38.4	37.5	40	38.6	43.7	37.2	37.5	36.1	37.4	38.7	39.9	49.7	34.9
Absorption Rate (Pended Sales) %	31	34.9	38.4	43.1	49.7	46.3	45.4	38.3	36.7	40.2	37.2	35.1	32.7	37.9	47.2
Avg. Active Price	1142	1121	1115	1232	1262	1362	1441	1394	1339	1330	1315	1336	1267	1264	1194
Avg. Sold Price	710	740	722	654	685	735	765	732	759	799	748	764	750	703	745
Avg. Sq. Ft. Price (Sold)	422	430	407	412	415	421	441	432	441	442	440	440	421	414	425
Sold/List Diff. %	98	98	97	99	98	99	100	99	99	99	98	98	98	98	98
Sold/Orig LP Diff. %	93	93	92	95	95	97	98	97	97	96	95	95	94	94	94
Avg Days on Market	64	72	87	76	69	61	54	53	58	57	67	68	69	72	87
Median Sold Price	596	605	620	590	608	610	640	635	630	670	620	635	618	602	619

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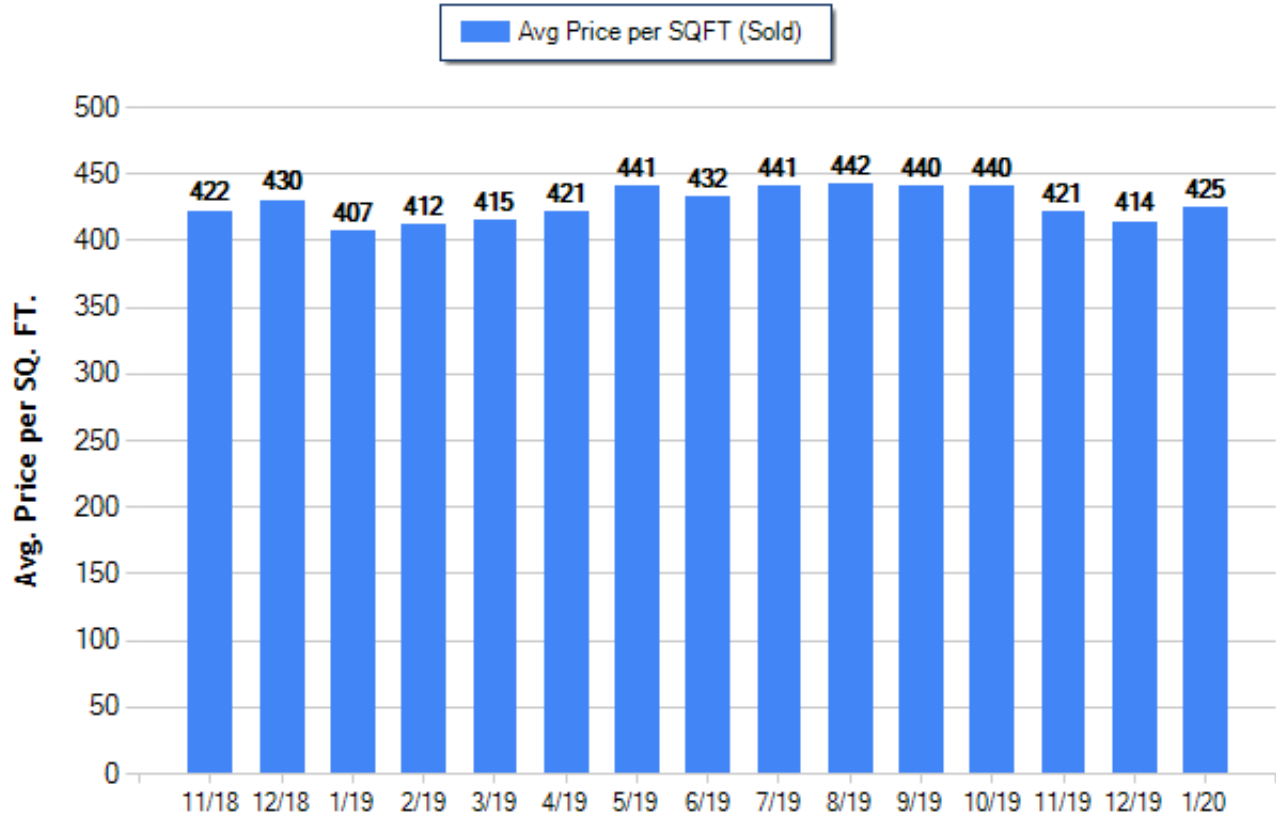
Location: All Sonoma County Areas Combined
Property Types: All Residential Prop - All Properties - All Lot Sizes
Price Range: \$0 - No Limit
Full Baths: 0 - No Limit

SQFT Range: 0 - No Limit
Half Baths: 0 - No Limit

Bedrooms: 0 - No Limit
Year Built: 0 - No Limit

Average Price per SQFT (Sold) (Nov. 2018 - Jan. 2020)

Prepared for you by: Sonoma Realty Group



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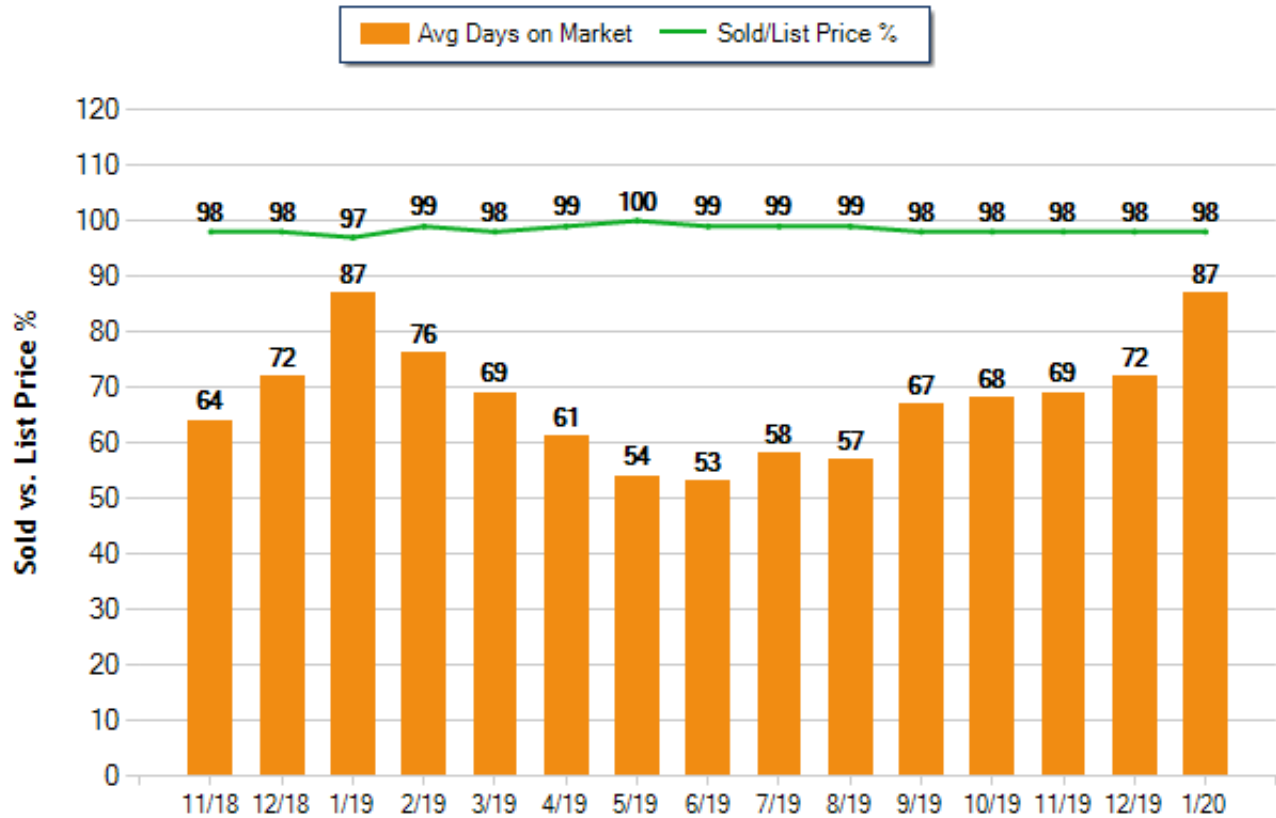
	Curnt vs. Prev Month			Curnt vs. Same Month 1 Yr Ago			Curnt vs. Same Qtr 1 Yr Ago								
	Jan. 20	Dec. 19	% Change	Jan. 20	Jan. 19	% Change	Nov. 19 to Jan. 20	Nov. 18 to Jan. 19	% Change						
Avg. Sq. Ft. Price (Sold)	425	414	2.7% ▲	425	407	4.4% ▲	419.53	420.35	0.2% ▼						
Date	11/18	12/18	1/19	2/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19	10/19	11/19	12/19	1/20
For Sale	1018	768	705	680	767	974	1120	1245	1279	1235	1238	1129	985	700	708
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Avg Days on Market	64	72	87	76	69	61	54	53	58	57	67	68	69	72	87
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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

Avg Days On Market & Sold/List Price % (Nov. 2018 - Jan. 2020)

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		
	Jan. 20	Dec. 19	% Change	Jan. 20	Jan. 19	% Change	Nov. 19 to Jan. 20	Nov. 18 to Jan. 19	% Change
Avg Days on Market	87	72	20.8% ▲	87	87	0%	75	73	2.7% ▲
Sold/List Diff. %	98	98	0%	98	97	1% ▲	98	98	0%

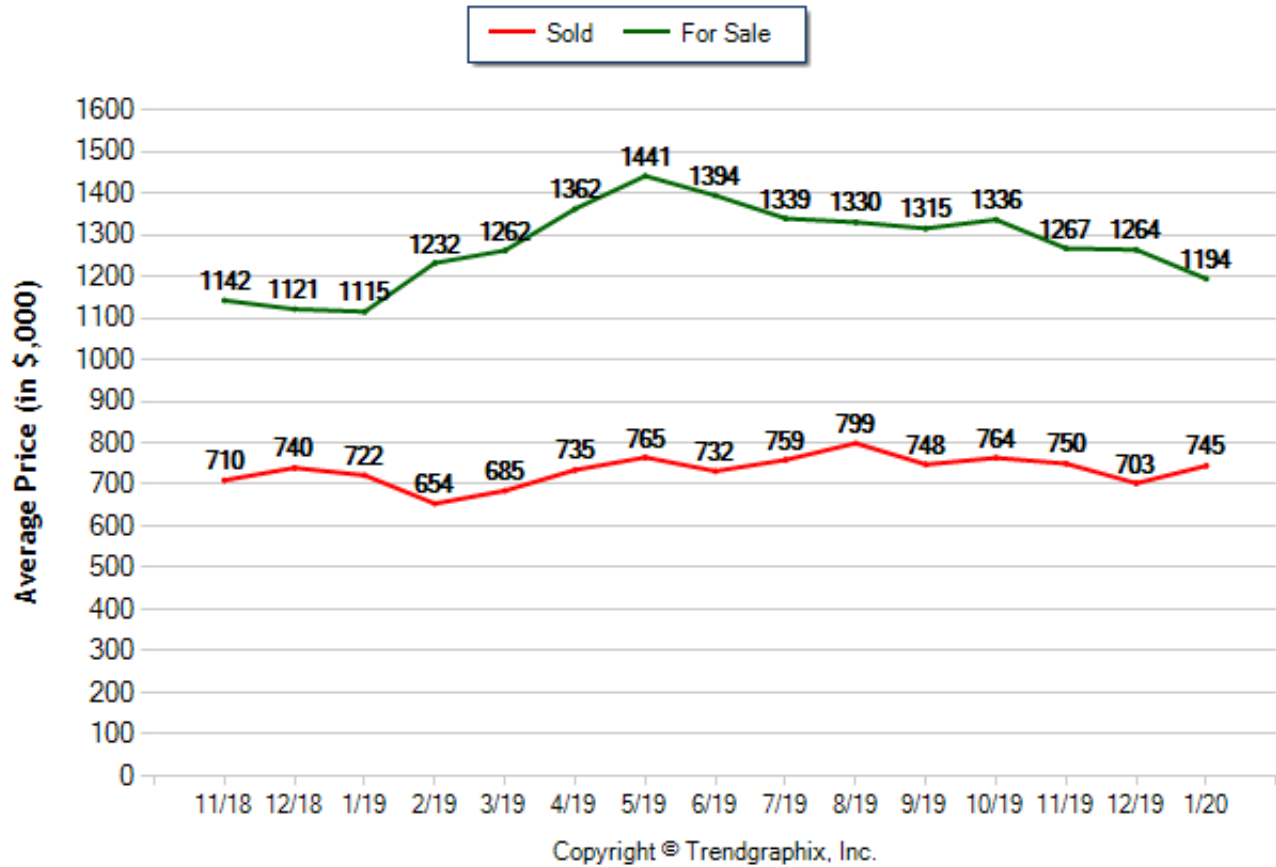
Date	11/18	12/18	1/19	2/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19	10/19	11/19	12/19	1/20
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Location: All Sonoma County Areas Combined
 Property Types: All Residential Prop - All Properties - All Lot Sizes
 Price Range: \$0 - No Limit SQFT Range: 0 - No Limit Bedrooms: 0 - No Limit
 Full Baths: 0 - No Limit Half Baths: 0 - No Limit Year Built: 0 - No Limit

Average Price of For Sale and Sold (Nov. 2018 - Jan. 2020)

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		
	Jan. 20	Dec. 19	% Change	Jan. 20	Jan. 19	% Change	Nov. 19 to Jan. 20	Nov. 18 to Jan. 19	% Change
Avg. Active Price	1194	1264	-5.5% ▼	1194	1115	7.1% ▲	1245	1128	10.4% ▲
Avg. Sold Price	745	703	6% ▲	745	722	3.2% ▲	732	723	1.2% ▲

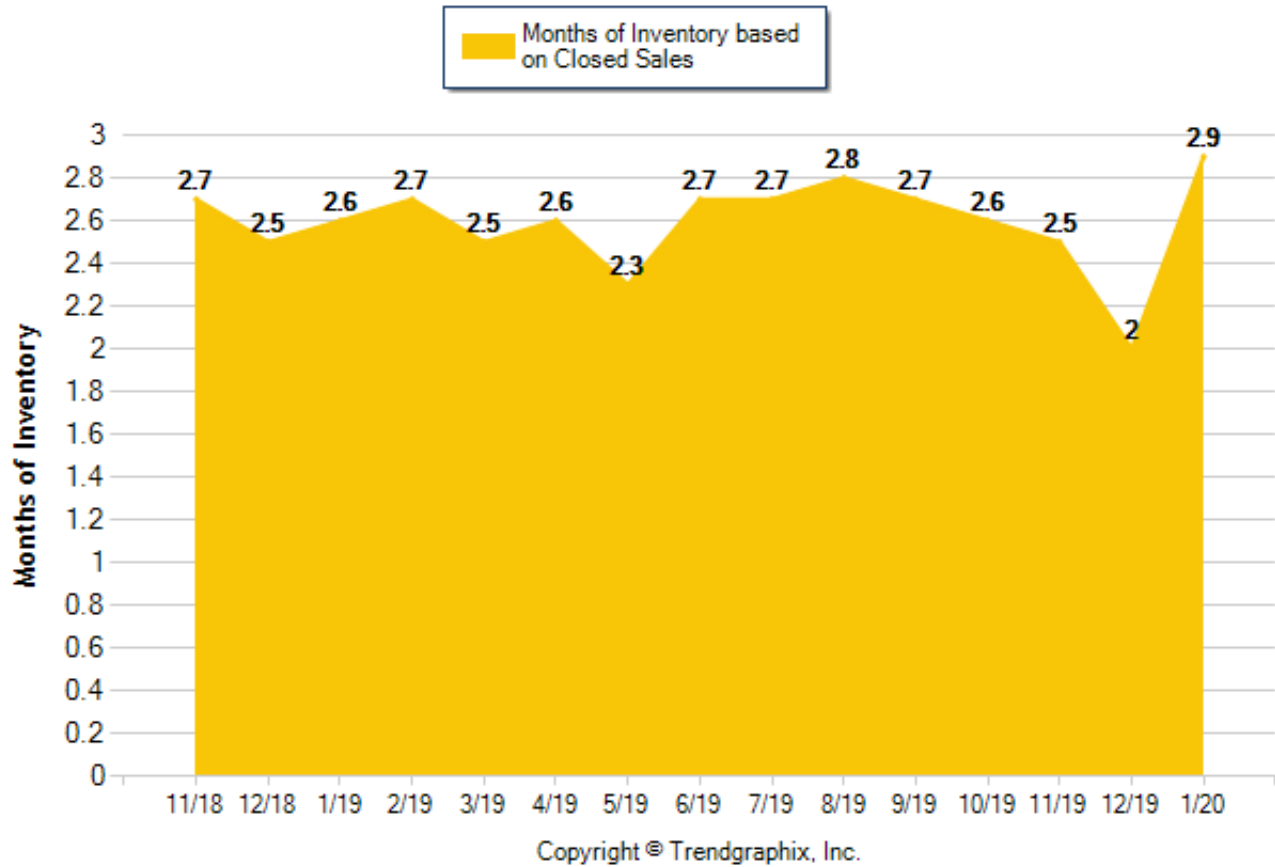
Date	11/18	12/18	1/19	2/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19	10/19	11/19	12/19	1/20
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TrendVision™ - Published February 2020*

Location: All Sonoma County Areas Combined
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Price Range: \$0 - No Limit **SQFT Range:** 0 - No Limit **Bedrooms:** 0 - No Limit
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Months of Inventory Based on Closed Sales (Nov. 2018 - Jan. 2020)

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		
	Jan. 20	Dec. 19	% Change	Jan. 20	Jan. 19	% Change	Nov. 19 to Jan. 20	Nov. 18 to Jan. 19	% Change
Months of Inventory (Closed Sales)	2.9	2	44.7% ▲	2.9	2.6	11.5% ▲	2.5	2.6	-3.8% ▼

Date	11/18	12/18	1/19	2/19	3/19	4/19	5/19	6/19	7/19	8/19	9/19	10/19	11/19	12/19	1/20
For Sale	1018	768	705	680	767	974	1120	1245	1279	1235	1238	1129	985	700	708
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Median Sold Price	596	605	620	590	608	610	640	635	630	670	620	635	618	602	619

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