

SONOMA COUNTY MARKET UPDATE Q4 2016

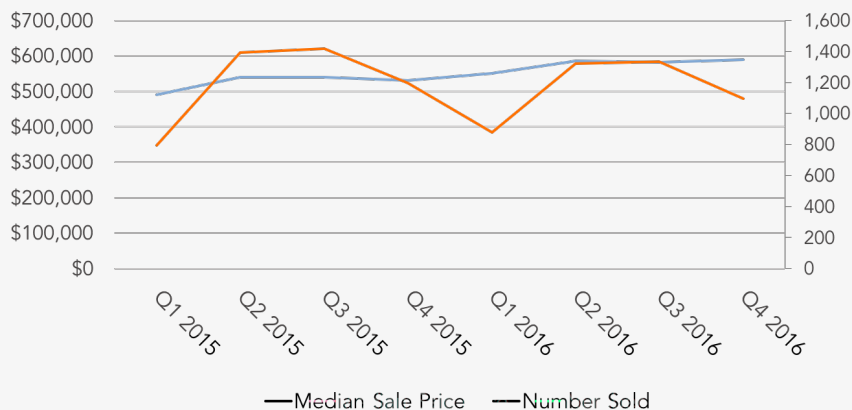
Homes sold as soon as they hit the market and for premium prices across Sonoma County during the fourth quarter of 2016 as the supply of homes declined by 35 percent compared with the same quarter a year ago. County-wide, 1,095 existing single-family detached homes sold in the fourth quarter, down from 1,336 in the third quarter and 1,197 a year ago. **Extremely limited inventory** also continued to push home prices higher. The median sales price increased from \$529,950 in the closing quarter of 2015 to \$588,600

in the fourth quarter of 2016. Looking ahead to the first half of 2017, the wettest winter in years may provide a temporary distraction, but **rising mortgage rates** should nudge more first-time home buyers into the market and create opportunities for homeowners who have been waiting to sell. A long-awaited **increase in new construction** along the 101 corridor should provide additional home buying options heading into what is anticipated to be an **active spring housing market**.

YEAR-OVER-YEAR MARKET COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q4/2015	Q4/2016	% Change	Q4/2015	Q4/2016	% Change	Q4/2015	Q4/2016	% Change
Bodega Bay	21	15	▼29%	57	47	▼18%	\$730,000	\$810,000	▲11%
Cazadero	11	6	▼45%	48	105	▲119%	\$330,000	\$402,500	▲22%
Cloverdale	36	39	▲8%	62	55	▼11%	\$430,500	\$500,000	▲16%
Cotati	17	20	▲18%	41	37	▼10%	\$554,000	\$537,475	▼3%
Forestville	11	13	▲18%	28	49	▲75%	\$340,000	\$465,000	▲37%
Geyserville	6	1	▼83%	74	105	▲42%	\$803,323	\$1,004,000	▲25%
Guerneville	40	27	▼33%	52	63	▲21%	\$340,000	\$360,000	▲6%
Healdsburg	47	41	▼13%	48	92	▲92%	\$700,000	\$794,000	▲13%
Jenner	3	0	▼100%	64	N/A	N/A	\$645,000	N/A	N/A
Kenwood	6	2	▼67%	70	168	▲140%	\$1,774,500	\$922,500	▼48%
Monte Rio	6	9	▲50%	49	93	▲90%	\$363,500	\$460,000	▲27%
Occidental	4	3	▼25%	175	192	▲10%	\$621,260	\$1,395,000	▲125%
Penngrove	5	4	▼20%	66	80	▲21%	\$759,500	\$1,065,000	▲40%
Petaluma	142	131	▼8%	40	44	▲10%	\$599,500	\$699,300	▲17%
Rohnert Park	75	65	▼13%	44	36	▼18%	\$470,000	\$525,000	▲12%
Santa Rosa	519	476	▼8%	50	48	▼4%	\$488,500	\$550,000	▲13%
Sebastopol	48	50	▲4%	48	52	▲8%	\$736,291	\$842,500	▲14%
Sonoma	87	84	▼3%	42	42	0%	\$740,000	\$772,000	▲4%
Windsor	77	68	▼12%	49	41	▼16%	\$529,950	\$580,000	▲9%
All Sonoma County	1197	1095	▼9%	48	48	0%	\$529,950	\$588,600	▲10%

SONOMA COUNTY MEDIAN SALE PRICE



**CURRENT
INVENTORY SUPPLY**
IN SONOMA COUNTY

NUMBER OF HOUSES
462

MONTHS SUPPLY
1.6