

COTATI

SONOMA COUNTY

MONTHLY AREA REPORT

DECEMBER 2018 | CONDOS/TOWNHOMES



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SOLD AND NEW PROPERTIES (UNITS)

December 2018 | Condos/Townhomes [?](#)

Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.

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MEDIAN SALES PRICE AND NUMBER OF SALES

December 2018 | Condos/Townhomes [?](#)

AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

December 2018 | Condos/Townhomes [?](#)

Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

Average Sales Price | Average sales price for all properties sold.

Average Days on Market | Average days on market for all properties sold.

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SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

December 2018 | Condos/Townhomes [?](#)

AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

December 2018 | Condos/Townhomes [?](#)

Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

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PROPERTIES FOR SALE AND SOLD PROPERTIES

December 2018 | Condos/Townhomes [?](#)

AVERAGE ASKING/SOLD/UNSOLD PRICE

December 2018 | Condos/Townhomes [?](#)

Properties for Sale | Number of properties listed for sale at the end of month.

Sold Properties | Number of properties sold.

Unsold Price | the average active list price

Asking Price | the average asking price of sold properties

Sold Price | the average selling price

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ABSORPTION RATE

December 2018 | Condos/Townhomes [?](#)

MONTHS SUPPLY OF INVENTORY

December 2018 | Condos/Townhomes [?](#)

Absorption Rate | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.



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