

SNAPSHOT

Last month, yearly appreciation metrics posted higher despite reduced demand and shifting macroeconomic conditions. While many homes continue to be sold across Sonoma County - a significant, but declining proportion still selling quickly and over list price - the overall trend was one of less competition and declining sales. These factors offer advantageous conditions for purchasers who lost bids or waited out the intensely competitive market.

With the holidays fast approaching, active inventory is quickly dropping. The economy and housing market remain in a period of adjustment, causing many to be more cautious as they wait to see how things will settle out.

National mortgage rates continued their downward trajectory last week with the average for a 30-year fixed rate recording at 6.31 percent. The good news for the housing market is that recent declines in rates have led to more stabilization in purchase demand.

SINGLE FAMILY HOMES



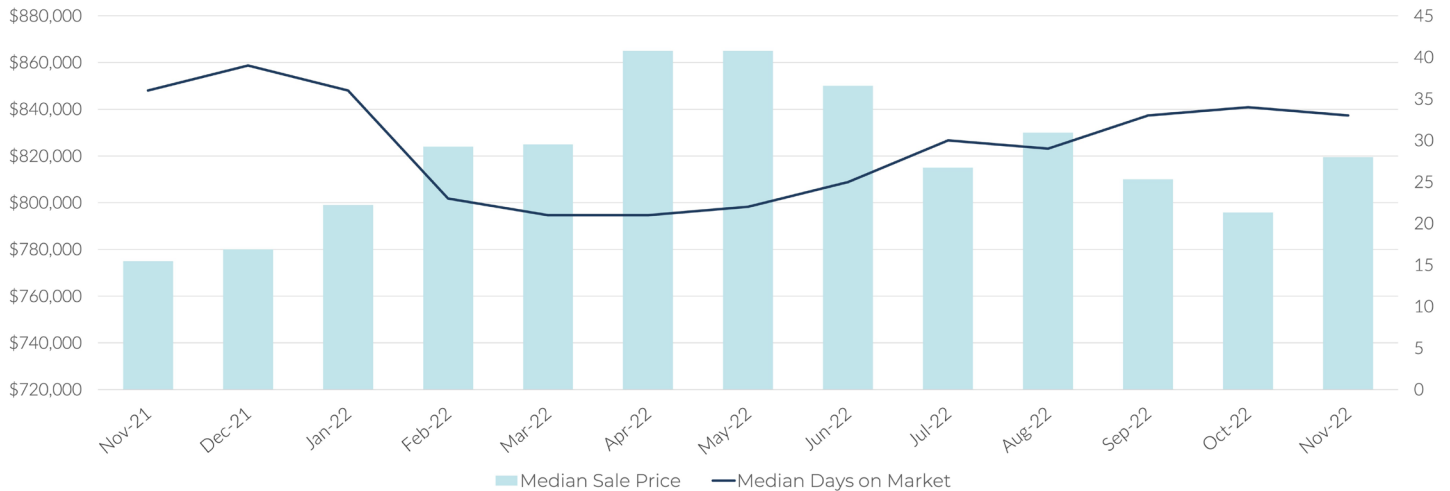
NOVEMBER 2022

MEDIAN SALES PRICE	\$819,500 ↑
DAYS ON MARKET	33 ↓
\$ / SQ. FT.	\$492 ↑
# FOR SALE LAST DAY OF MONTH	515 ↑
WENT INTO CONTRACT	247 ↓
PROPERTIES SOLD	278 ↓

SONOMA COUNTY MARKET UPDATE | DECEMBER 2022

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+3.0%**

DAYS ON MARKET: **-1 day**

YEAR-OVER-YEAR COMPARISON



Last month, yearly appreciation metrics posted higher despite reduced demand and shifting macroeconomic conditions.

MEDIAN

	NOV-2022	NOV-2021	%Δ
SALE PRICE	\$819,500	\$775,000	+5.7%
DAYS ON MARKET	33	35	-5.7%
\$/SQ. FT.	\$492	\$474	+3.8%

TOTAL

	NOV-2022	NOV-2021	%Δ
WENT INTO CONTRACT	247	376	-34.3%
PROPERTIES SOLD	278	475	-41.5%
# FOR SALE LAST DAY OF MONTH	515	387	+33.1%
% OF PROPERTIES SOLD OVER LIST PRICE	30.2%	46.7%	-35.3%
% OF LIST PRICE RECEIVED (AVERAGE)	99.4%	101.5%	-2.1%

YEAR-OVER-YEAR REGION COMPARISON

HOMES SOLD (TOTAL)

DAYS ON MARKET (MEDIAN)

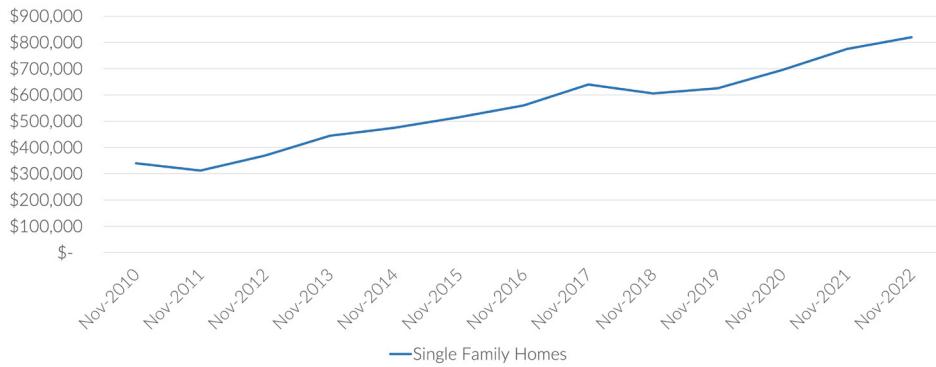
SALE PRICE (MEDIAN)

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3 2022	Q3 2021	%Δ	Q3 2022	Q3 2021	%Δ	Q3 2022	Q3 2021	%Δ
Bodega Bay	10	18	▼ 44%	14	20	▼ 30%	\$1,812,500	\$1,552,500	▲ 17%
Cazadero	4	7	▼ 43%	14	33	▼ 58%	\$789,500	\$720,000	▲ 10%
Cloverdale	24	48	▼ 50%	49	39	▲ 26%	\$696,000	\$656,500	▲ 6%
Cotati	9	33	▼ 73%	30	29	▲ 3%	\$740,000	\$770,000	▼ 4%
Forestville	15	38	▼ 61%	36	35	▲ 3%	\$675,000	\$539,750	▲ 25%
Geyserville	4	3	▲ 33%	87	66	▲ 32%	\$1,812,500	\$705,000	▲ 157%
Glen Ellen	4	14	▼ 71%	41	73	▼ 44%	\$3,222,500	\$1,124,500	▲ 187%
Guerneville	30	52	▼ 42%	31	25	▲ 24%	\$640,000	\$602,000	▲ 6%
Healdsburg	47	79	▼ 41%	44	31	▲ 42%	\$1,025,000	\$1,050,000	▼ 2%
Jenner	0	4	-	-	33	-	-	\$1,375,000	-
Kenwood	5	4	▲ 25%	34	26	▲ 31%	\$1,200,000	\$1,055,000	▲ 14%
Monte Rio	8	12	▼ 33%	65	34	▲ 91%	\$563,500	\$610,000	▼ 8%
Occidental	7	4	▲ 75%	29	33	▼ 12%	\$1,140,000	\$1,137,500	▲ 0%
Penngrove	6	10	▼ 40%	42	36	▲ 17%	\$1,337,500	\$1,212,500	▲ 10%
Petaluma	141	190	▼ 26%	25	26	▼ 4%	\$950,000	\$875,000	▲ 9%
Rohnert Park	68	108	▼ 37%	32	32	0%	\$777,000	\$720,000	▲ 8%
Santa Rosa	414	747	▼ 45%	32	35	▼ 9%	\$745,850	\$709,000	▲ 5%
Sebastopol	60	69	▼ 13%	22	30	▼ 27%	\$1,050,000	\$1,095,000	▼ 4%
Sonoma	87	145	▼ 40%	26	26	0%	\$1,138,000	\$929,900	▲ 22%
Windsor	61	99	▼ 38%	33	29	▲ 14%	\$810,000	\$760,000	▲ 7%
All Sonoma County	1,032	1,729	▼ 40%	31	32	▼ 3%	\$817,500	\$760,000	▲ 8%

SONOMA COUNTY MARKET UPDATE | DECEMBER 2022

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



SINGLE FAMILY RESIDENCES

\$819,500

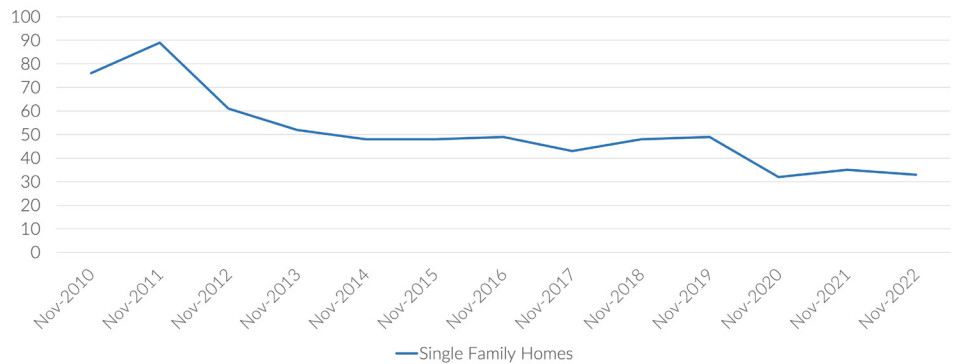
+5.7% year-over-year

MEDIAN MARKET TIME

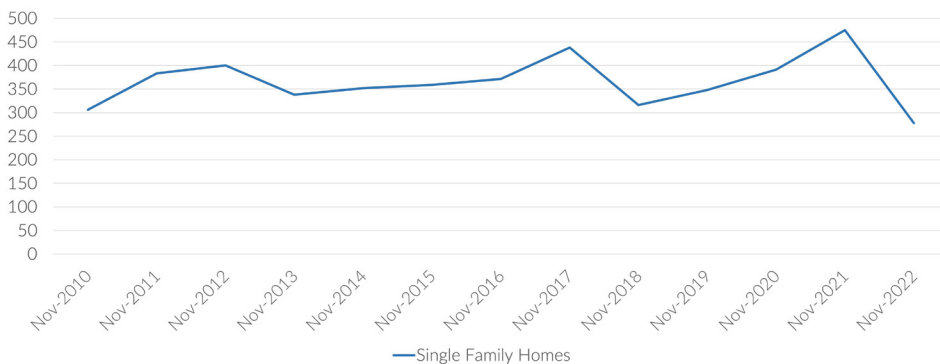
SINGLE FAMILY RESIDENCES

33 days

-2 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

278 sold

-41.5% year-over-year