

SONOMA COUNTY MARKET UPDATE | JULY 2022

SNAPSHOT

With half of the year now behind us and three months of Q2 data available, we can clearly see the market showing signs of correcting after what was one of the longest and most dramatic upswings in history. It is important to keep in mind that this report uses data from closed sales which are lagging indicators of what occurred in the market weeks and months earlier.

Overall sales numbers are trending 24.7 percent lower compared with the ravenous pace of home sales we experienced in 2021. Yearly appreciation metrics continue to be overwhelmingly positive, though monthly indicators have shown volatility in the median sales price and price per square foot since May. If stock market prices are like small maneuverable jets, home prices are like large passenger airliners, which decelerate and turn slowly.

Concerns typically follow uncertainty, but a correction is not a crash. The factors that led to the 2008 crash are not applicable today. There is no telling at this stage whether there will be a simple softening of appreciation, relatively small price adjustments in the short-term, or anything else.

The real estate market in Sonoma County is diverse and the slowdown has affected sectors unevenly. The numerous distinct cities populated with unique homes is one of the many aspects that make this market so special. We at Vanguard Properties will remain at the forefront to serve all your real estate needs.

SINGLE FAMILY HOMES



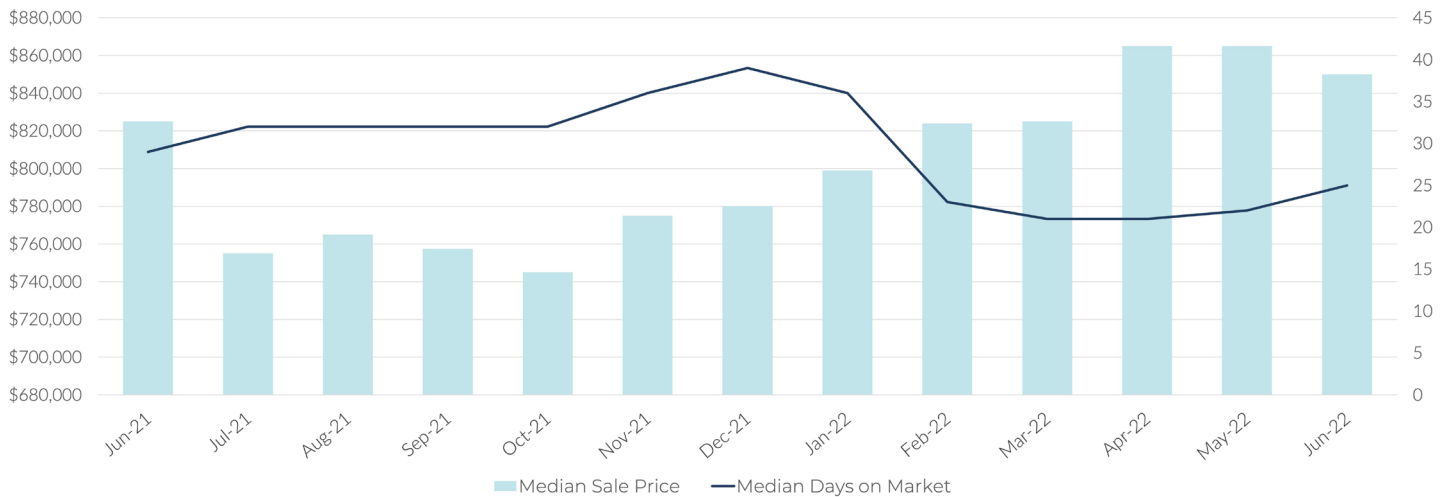
Q2 2022

MEDIAN SALES PRICE	\$860,000 ↑
DAYS ON MARKET	23 ↓
\$ / SQ. FT.	\$523 ↑
# FOR SALE LAST DAY OF QUARTER	559 ↓
WENT INTO CONTRACT	1,259 ↓
PROPERTIES SOLD	1,354 ↓

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-1.7%**

DAYS ON MARKET: **+3 days**

YEAR-OVER-YEAR COMPARISON



Yearly appreciation metrics continue to be overwhelmingly positive, though monthly indicators have shown volatility in the median sales price and price per square foot since May.”

MEDIAN

	Q2-2022	Q2-2021	%Δ
SALE PRICE	\$860,000	\$780,000	+10.3%
DAYS ON MARKET	23	29	-20.7%
\$/SQ. FT.	\$523	\$476	+9.9%

TOTAL

	Q2-2022	Q2-2021	%Δ
WENT INTO CONTRACT	1,259	1,728	-27.1%
PROPERTIES SOLD	1,354	1,799	-24.7%
# FOR SALE LAST DAY OF QUARTER	559	702	-20.4%
% OF PROPERTIES SOLD OVER LIST PRICE	65.4%	57.1%	+14.5%
% OF LIST PRICE RECEIVED (AVERAGE)	104.9%	103.3%	+1.5%

YEAR-OVER-YEAR REGION COMPARISON

HOMES SOLD (TOTAL)

DAYS ON MARKET (MEDIAN)

SALE PRICE (MEDIAN)

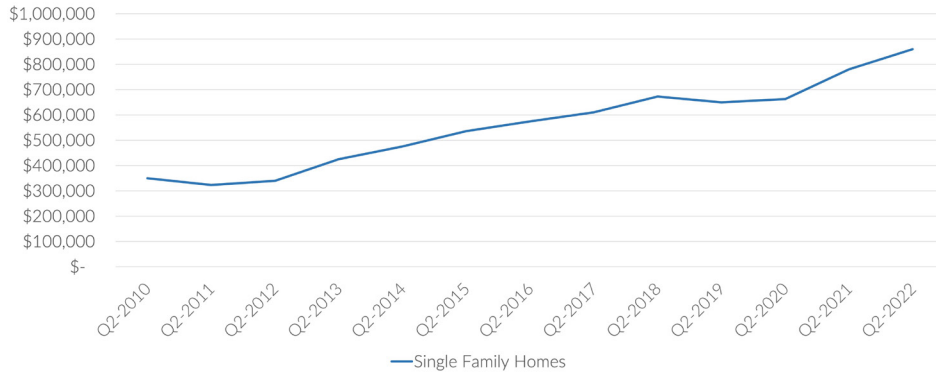
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ
Bodega Bay	9*	15	▼ 40%	41	26	▲ 58%	\$1,350,000	\$1,270,000	▲ 6%
Cazadero	9*	9*	0%	36	34	▲ 6%	\$578,000	\$550,000	▲ 5%
Cloverdale	46	59	▼ 22%	27	32	▼ 16%	\$720,500	\$690,000	▲ 4%
Cotati	14	29	▼ 52%	21	29	▼ 28%	\$777,453	\$700,000	▲ 11%
Forestville	27	31	▼ 13%	23	29	▼ 21%	\$775,000	\$535,000	▲ 45%
Geyserville	1*	3*	▼ 67%	55	45	▲ 22%	\$1,750,000	\$735,000	▲ 138%
Glen Ellen	14	21	▼ 33%	35	53	▼ 34%	\$1,118,250	\$1,450,000	▼ 23%
Guerneville	45	46	▼ 2%	21	31	▼ 32%	\$707,000	\$541,500	▲ 31%
Healdsburg	58	88	▼ 34%	23	36	▼ 36%	\$1,224,609	\$1,137,760	▲ 8%
Jenner	2*	4*	▼ 50%	49	31	▲ 58%	\$937,000	\$1,074,500	▼ 13%
Kenwood	8*	13	▼ 38%	34	34	0%	\$1,378,500	\$1,100,000	▲ 25%
Monte Rio	15	18	▼ 17%	18	20	▼ 10%	\$608,000	\$710,000	▼ 14%
Occidental	7*	6*	▲ 17%	41	39	▲ 5%	\$975,000	\$1,119,000	▼ 13%
Penngrove	11	16	▼ 31%	35	17	▲ 106%	\$1,333,000	\$1,288,500	▲ 3%
Petaluma	177	221	▼ 20%	15	22	▼ 32%	\$1,021,604	\$875,000	▲ 17%
Rohnert Park	77	97	▼ 21%	20	27	▼ 26%	\$776,000	\$700,000	▲ 11%
Santa Rosa	540	732	▼ 26%	25	32	▼ 22%	\$780,750	\$717,500	▲ 9%
Sebastopol	69	90	▼ 23%	17	24	▼ 29%	\$1,435,000	\$1,201,500	▲ 19%
Sonoma	116	147	▼ 21%	20	29	▼ 31%	\$1,275,000	\$990,000	▲ 29%
Windsor	76	102	▼ 25%	22	28	▼ 21%	\$822,500	\$750,000	▲ 10%
All Sonoma County	1,354	1,799	▼ 25%	23	29	▼ 21%	\$860,000	\$780,000	▲ 10%

* Small sample size (n<10); use caution when interpreting statistics. Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2022 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

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YEAR-OVER-YEAR COMPARISONS

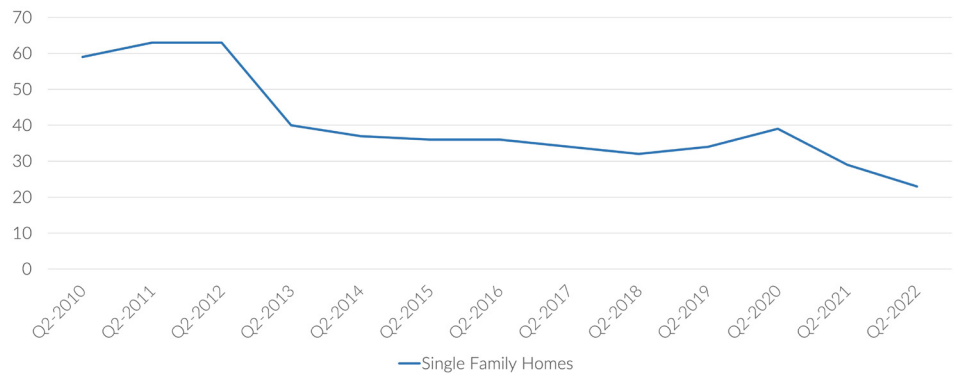
MEDIAN SALE PRICE



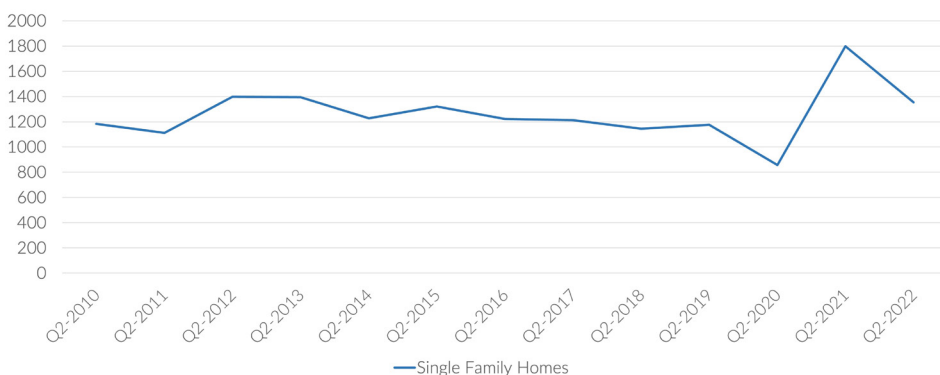
SINGLE FAMILY RESIDENCES
\$860,000
 +10.3% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES
23 days
 -6 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES
1,354 sold
 -24.7% year-over-year