

SNAPSHOT

With summer now upon us, the market is showing signs of cooling which presents some reduced competition for buyers. Last month, the percent of properties sold over list price as well as the median percent of list price received saw downward movement for the first this year.

That being said, a majority of listings are still selling quickly and for well above asking; appreciation metrics remain high on a year-over-year basis. When an overheated market cools, the change is typically gradual. It is also important to remember the typical seasonality of the market; after peaking in spring, activity typically slows through summer with autumn seeing another spike before the holiday slowdown in winter.

Mortgage rates jumped this week with the national average hitting 5.78 percent for a 30 year fixed rate. FreddieMac reported that, 'Mortgage rates surged as the 30-year fixed-rate mortgage moved up more than half a percentage point, marking the largest one-week increase in our survey since 1987. These higher rates are the result of a shift in expectations about inflation and the course of monetary

SINGLE FAMILY HOMES



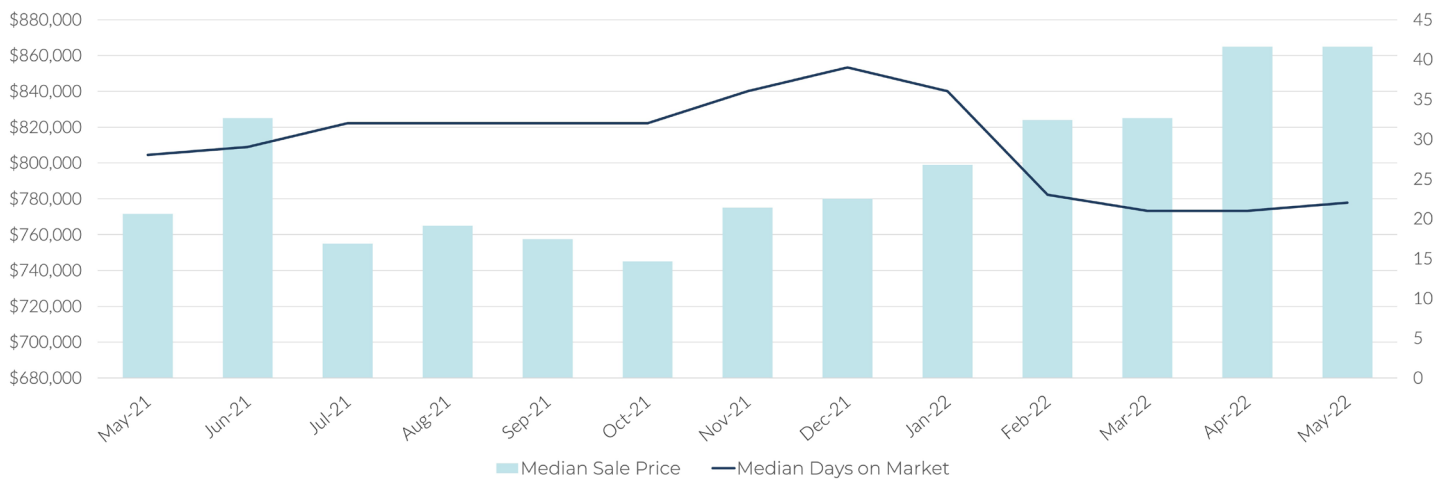
MAY 2022

MEDIAN SALE PRICE	\$865,000 ↑
DAYS ON MARKET	22 ↓
\$/SQ. FT.	\$528 ↑
# FOR SALE LAST DAY OF MONTH	475 ↓
WENT INTO CONTRACT	463 ↓
PROPERTIES SOLD	432 ↓

SONOMA COUNTY MARKET UPDATE | JUNE 2022

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **No change**

DAYS ON MARKET: **+1 day**

YEAR-OVER-YEAR COMPARISON

“

...a majority of listings are still selling quickly and for well above asking...”

MEDIAN

	MAY-2022	MAY-2021	%Δ
SALE PRICE	\$865,000	\$774,478	+11.7%
DAYS ON MARKET	22	28	-21.4%
\$/SQ. FT.	\$528	\$473	+11.6%

TOTAL

	MAY-2022	MAY-2021	%Δ
WENT INTO CONTRACT	463	604	-23.3%
PROPERTIES SOLD	432	557	-22.4%
# FOR SALE LAST DAY OF MONTH	475	659	-27.9%
% OF PROPERTIES SOLD OVER LIST PRICE	65.3%	58.0%	+12.6%
% OF LIST PRICE RECEIVED (AVERAGE)	105.3%	103.3%	+1.9%

YEAR-OVER-YEAR REGION COMPARISON

HOMES SOLD (TOTAL)

DAYS ON MARKET (MEDIAN)

SALE PRICE (MEDIAN)

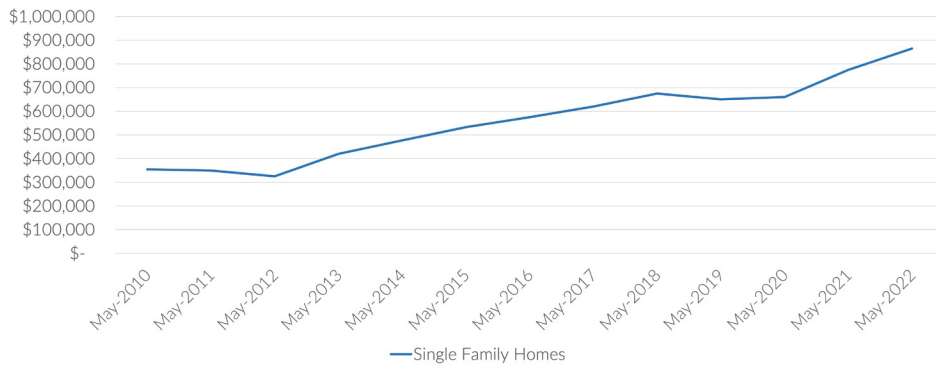
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q1 2022	Q1 2021	%Δ	Q1 2022	Q1 2021	%Δ	Q1 2022	Q1 2021	%Δ
Bodega Bay	13	16	▼ 19%	24	30	▼ 20%	\$1,625,000	\$1,385,000	▲ 17%
Cazadero	0	6*	▼ 100%	-	75	-	-	\$507,500	-
Cloverdale	31	30	▲ 3%	36	67	▼ 46%	\$650,000	\$629,950	▲ 3%
Cotati	11	21	▼ 48%	23	35	▼ 34%	\$900,000	\$700,000	▲ 29%
Forestville	14	11	▲ 27%	35	40	▼ 13%	\$697,500	\$495,000	▲ 41%
Geyserville	4*	6*	▼ 33%	71	48	▲ 48%	\$1,642,500	\$972,500	▲ 69%
Glen Ellen	9*	6*	▲ 50%	19	45	▼ 58%	\$1,100,000	\$1,509,000	▼ 27%
Guernville	20	24	▼ 17%	28	31	▼ 10%	\$605,000	\$486,250	▲ 24%
Healdsburg	45	48	▼ 6%	32	49	▼ 35%	\$1,125,000	\$957,500	▲ 17%
Jenner	2*	2*	0%	14	20	▼ 30%	\$882,500	\$690,000	▲ 28%
Kenwood	6*	2*	▲ 200%	68	149	▼ 54%	\$2,122,500	\$3,460,000	▼ 39%
Monte Rio	6*	10	▼ 40%	47	42	▲ 12%	\$535,000	\$747,500	▼ 28%
Occidental	2*	3*	▼ 33%	84	10	▲ 740%	\$1,449,500	\$909,000	▲ 59%
Penngrove	6*	4*	▲ 50%	7	72	▼ 90%	\$1,415,000	\$1,305,500	▲ 8%
Petaluma	103	117	▼ 12%	14	27	▼ 48%	\$900,000	\$839,000	▲ 7%
Rohnert Park	55	71	▼ 23%	20	31	▼ 35%	\$735,000	\$665,000	▲ 11%
Santa Rosa	398	432	▼ 8%	27	33	▼ 18%	\$752,500	\$659,500	▲ 14%
Sebastopol	38	56	▼ 32%	26	30	▼ 13%	\$1,125,000	\$1,076,500	▲ 5%
Sonoma	65	70	▼ 7%	17	29	▼ 41%	\$975,000	\$886,554	▲ 10%
Windsor	54	66	▼ 18%	23	31	▼ 26%	\$782,000	\$726,000	▲ 8%
All Sonoma County	912	1,026	▼ 11%	24	32	▼ 25%	\$820,000	\$725,000	▲ 13%

* 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

\$865,000

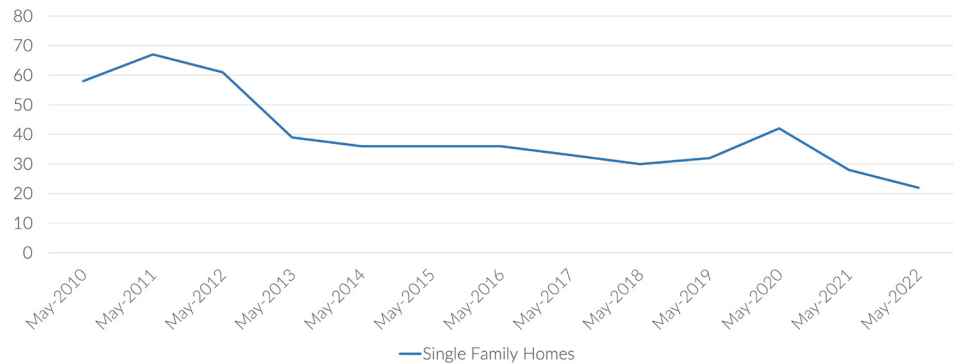
+11.7% year-over-year

MEDIAN MARKET TIME

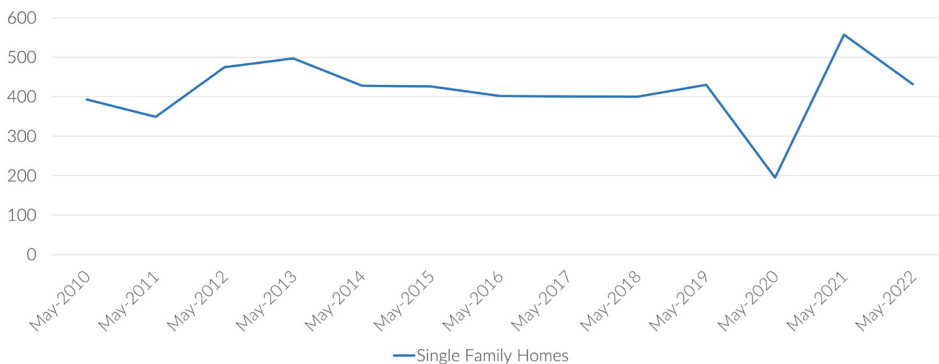
SINGLE FAMILY RESIDENCES

22 days

-6 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

432

-22.4% year-over-year