The spring selling season is upon us and the effects are being felt across the county. Demand is far outpacing the current supply, leading to aggressive competition for buyers. This imbalance in supply and demand adds considerable pressure to the market, with overbidding and price increases becoming common. Last month, the median sale price for single family homes broke all county records, reaching $721,000; a 13.5 percent increase from just last year. Similarly, the median price per square foot increased 15.7 percent, recording at $457/foot for the county. Half of all homes sold did so over asking; representing a significant increase from last year.

National mortgage rates recently hit 3 percent for the first time since July 2020 indicating the economy is regaining its footing. FreddieMac recently reported, ‘As the economy improves given labor market optimism, continued vaccination roll-out and additional stimulus pending, mortgage interest rates increased this week. But even as rates rise modestly, the housing market remains healthy on the cusp of spring homebuying season. Homebuyer demand is strong and, for homeowners who have not refinanced but are looking to do so, they have not yet lost the opportunity.’

---

### SINGLE FAMILY HOMES

<table>
<thead>
<tr>
<th>FEBRUARY-2021</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>SALE PRICE</td>
<td>$721,000 ↑</td>
</tr>
<tr>
<td>DAYS ON MARKET</td>
<td>34 ↓</td>
</tr>
<tr>
<td>$/ SQ. FT.</td>
<td>$457 ↑</td>
</tr>
<tr>
<td># FOR SALE LAST DAY OF MONTH</td>
<td>434 ↓</td>
</tr>
<tr>
<td>WENT INTO CONTRACT</td>
<td>378 ↑</td>
</tr>
<tr>
<td>PROPERTIES SOLD</td>
<td>294 ↑</td>
</tr>
</tbody>
</table>
SONOMA COUNTY MARKET UPDATE | MARCH 2021
SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON

CHANGE IN PAST MONTH:

SALE PRICE: +5.9%
DAYS ON MARKET: +4 days

YEAR-OVER-YEAR COMPARISON

...the median sale price for single family homes broke all county records.

MEDIAN

<table>
<thead>
<tr>
<th>FEB-2021</th>
<th>FEB-2020</th>
<th>%Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>SALE PRICE</td>
<td>$721,000</td>
<td>$635,000</td>
</tr>
<tr>
<td>DAYS ON MARKET</td>
<td>34</td>
<td>45</td>
</tr>
<tr>
<td>$ / SQ. FT.</td>
<td>$457</td>
<td>$395</td>
</tr>
</tbody>
</table>

TOTAL

<table>
<thead>
<tr>
<th>FEB-2021</th>
<th>FEB-2020</th>
<th>%Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>WENT INTO CONTRACT</td>
<td>378</td>
<td>285</td>
</tr>
<tr>
<td>PROPERTIES SOLD</td>
<td>294</td>
<td>249</td>
</tr>
<tr>
<td># FOR SALE LAST DAY OF MONTH</td>
<td>434</td>
<td>687</td>
</tr>
<tr>
<td>% OF PROPERTIES SOLD OVER LIST PRICE</td>
<td>50.3%</td>
<td>34.1%</td>
</tr>
<tr>
<td>% OF LIST PRICE RECEIVED (AVERAGE)</td>
<td>102.1%</td>
<td>99.1%</td>
</tr>
</tbody>
</table>

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. ©2021 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075
<table>
<thead>
<tr>
<th>REGION</th>
<th>2020</th>
<th>2019</th>
<th>%Δ</th>
<th>2020</th>
<th>2019</th>
<th>%Δ</th>
<th>2020</th>
<th>2019</th>
<th>%Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bodega Bay</td>
<td>65</td>
<td>51</td>
<td>27%</td>
<td>41</td>
<td>75</td>
<td>45%</td>
<td>$1,125,000</td>
<td>$940,000</td>
<td>20%</td>
</tr>
<tr>
<td>Cazadero</td>
<td>25</td>
<td>20</td>
<td>25%</td>
<td>46</td>
<td>68</td>
<td>32%</td>
<td>$475,000</td>
<td>$483,000</td>
<td>2%</td>
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<tr>
<td>Cloverdale</td>
<td>109</td>
<td>103</td>
<td>6%</td>
<td>44</td>
<td>53</td>
<td>17%</td>
<td>$618,000</td>
<td>$555,000</td>
<td>11%</td>
</tr>
<tr>
<td>Cotati</td>
<td>74</td>
<td>70</td>
<td>6%</td>
<td>36</td>
<td>47</td>
<td>23%</td>
<td>$670,000</td>
<td>$602,000</td>
<td>11%</td>
</tr>
<tr>
<td>Forestville</td>
<td>79</td>
<td>70</td>
<td>13%</td>
<td>41</td>
<td>48</td>
<td>15%</td>
<td>$550,000</td>
<td>$507,500</td>
<td>8%</td>
</tr>
<tr>
<td>Geyserville</td>
<td>11</td>
<td>13</td>
<td>15%</td>
<td>69</td>
<td>144</td>
<td>52%</td>
<td>$875,000</td>
<td>$875,000</td>
<td>0%</td>
</tr>
<tr>
<td>Glen Ellen</td>
<td>44</td>
<td>25</td>
<td>76%</td>
<td>49</td>
<td>32</td>
<td>53%</td>
<td>$1,022,500</td>
<td>$1,029,500</td>
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<tr>
<td>Guerneville</td>
<td>123</td>
<td>124</td>
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<td>38</td>
<td>48</td>
<td>21%</td>
<td>$487,000</td>
<td>$460,500</td>
<td>6%</td>
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<tr>
<td>Healdsburg</td>
<td>190</td>
<td>171</td>
<td>11%</td>
<td>51</td>
<td>63</td>
<td>19%</td>
<td>$992,500</td>
<td>$875,000</td>
<td>13%</td>
</tr>
<tr>
<td>Jenner</td>
<td>14</td>
<td>7</td>
<td>100%</td>
<td>96</td>
<td>143</td>
<td>33%</td>
<td>$680,000</td>
<td>$510,000</td>
<td>33%</td>
</tr>
<tr>
<td>Kenwood</td>
<td>25</td>
<td>13</td>
<td>92%</td>
<td>56</td>
<td>83</td>
<td>33%</td>
<td>$1,475,000</td>
<td>$1,200,000</td>
<td>23%</td>
</tr>
<tr>
<td>Monte Rio</td>
<td>48</td>
<td>25</td>
<td>92%</td>
<td>40</td>
<td>40</td>
<td>0%</td>
<td>$601,000</td>
<td>$480,000</td>
<td>25%</td>
</tr>
<tr>
<td>Occidental</td>
<td>15</td>
<td>20</td>
<td>25%</td>
<td>74</td>
<td>75</td>
<td>1%</td>
<td>$804,000</td>
<td>$1,028,500</td>
<td>22%</td>
</tr>
<tr>
<td>Penngrove</td>
<td>38</td>
<td>38</td>
<td>0%</td>
<td>41</td>
<td>45</td>
<td>9%</td>
<td>$1,200,000</td>
<td>$990,000</td>
<td>21%</td>
</tr>
<tr>
<td>Petaluma</td>
<td>548</td>
<td>580</td>
<td>6%</td>
<td>29</td>
<td>32</td>
<td>9%</td>
<td>$780,000</td>
<td>$725,000</td>
<td>8%</td>
</tr>
<tr>
<td>Rohnert Park</td>
<td>291</td>
<td>285</td>
<td>2%</td>
<td>33</td>
<td>38</td>
<td>13%</td>
<td>$649,000</td>
<td>$591,000</td>
<td>10%</td>
</tr>
<tr>
<td>Santa Rosa</td>
<td>1,764</td>
<td>1,623</td>
<td>9%</td>
<td>40</td>
<td>40</td>
<td>0%</td>
<td>$645,000</td>
<td>$605,000</td>
<td>7%</td>
</tr>
<tr>
<td>Sebastopol</td>
<td>269</td>
<td>226</td>
<td>19%</td>
<td>35</td>
<td>39</td>
<td>10%</td>
<td>$995,000</td>
<td>$869,500</td>
<td>14%</td>
</tr>
<tr>
<td>Sonoma</td>
<td>376</td>
<td>303</td>
<td>24%</td>
<td>39</td>
<td>50</td>
<td>22%</td>
<td>$936,000</td>
<td>$905,000</td>
<td>3%</td>
</tr>
<tr>
<td>Windsor</td>
<td>315</td>
<td>280</td>
<td>13%</td>
<td>38</td>
<td>39</td>
<td>3%</td>
<td>$690,000</td>
<td>$663,500</td>
<td>4%</td>
</tr>
<tr>
<td>All Sonoma County</td>
<td>4,577</td>
<td>4,154</td>
<td>10%</td>
<td>38</td>
<td>41</td>
<td>7%</td>
<td>$705,000</td>
<td>$657,000</td>
<td>7%</td>
</tr>
</tbody>
</table>

* 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. ©2021 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075
SONOMA COUNTY MARKET UPDATE | MARCH 2021

YEAR-OVER-YEAR COMPARISONS

**MEDIAN SALE PRICE**

- **SINGLE FAMILY RESIDENCES**
  - Median Sale Price: $721,000
  - +13.5% year-over-year

**MEDIAN MARKET TIME**

- **SINGLE FAMILY RESIDENCES**
  - Market Time: 34 days
  - -11 days year-over-year

**NUMBER OF SALES**

- **SINGLE FAMILY RESIDENCES**
  - Number of Sales: 294
  - +18.1% year-over-year

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