

SONOMA COUNTY MARKET UPDATE | MAY 2022

SNAPSHOT

April 2022 continued to see appreciation, overbidding, and days on market reflecting extremely intense demand. However, some alleviation in key metrics is beginning to emerge.

Keeping in mind that closed sales data is reflective of offers typically made 3-6 weeks before, last month saw the largest monthly median sales price gain (4.8 percent) all year, recording at \$865,000. The median price per square foot also saw the same increase (4.8 percent) up to \$527.

At the same time however, the monthly number of new and active listings, as well as homes going into contract saw a drop for the first time this year. The months ahead may provide new opportunity for first-time and repeat homebuyers in the form of decreased competition.

Mortgage rates continued their upward climb last week with FreddieMac reporting that, 'Homebuyers continue to show resilience even though rising mortgage rates are causing monthly payments to increase by about one-third as compared to a year ago. Several factors are contributing to this dynamic, including the large wave of first-time homebuyers looking to realize the dream of homeownership. In the months ahead, we expect monetary policy and inflation to discourage many consumers, weakening purchase demand and decelerating home price growth.'

SINGLE FAMILY HOMES



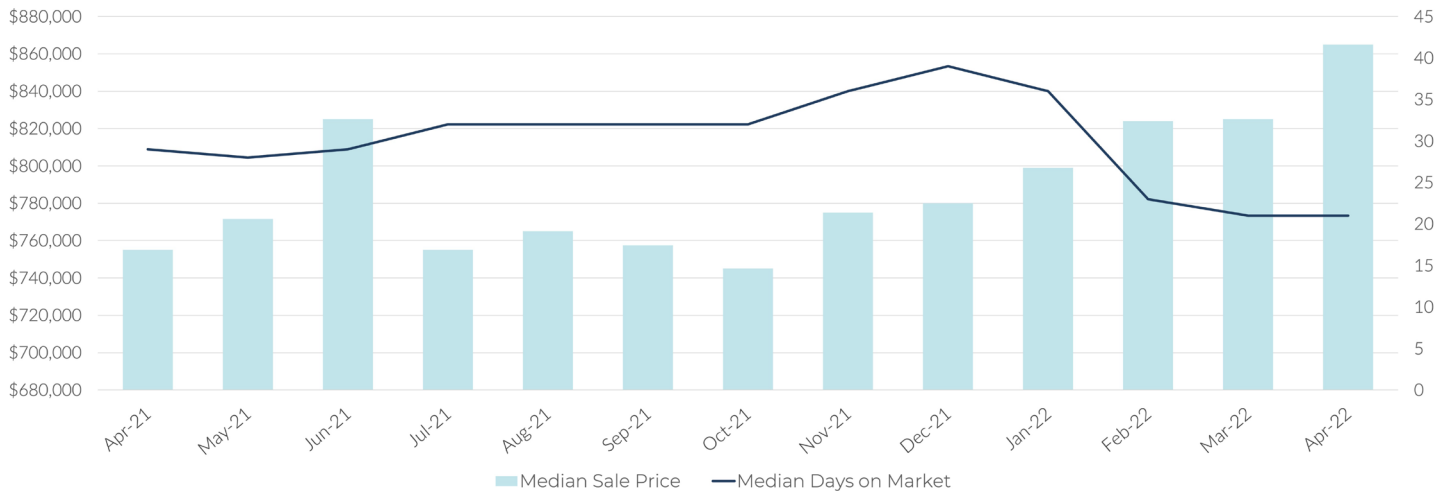
APRIL 2022

MEDIAN SALE PRICE	\$865,000 ↑
DAYS ON MARKET	21 ↓
\$ / SQ. FT.	\$527 ↑
# FOR SALE LAST DAY OF MONTH	418 ↓
WENT INTO CONTRACT	420 ↓
PROPERTIES SOLD	457 ↓

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+4.8%**

DAYS ON MARKET: **No change**

YEAR-OVER-YEAR COMPARISON



...last month saw the largest monthly median sales price gain (4.8 percent) all year, recording at \$865,000..."

MEDIAN

	APRIL-2022	Q1-2021	%Δ
SALE PRICE	\$865,000	\$750,000	+15.3%
DAYS ON MARKET	21	29	-27.6%
\$/SQ. FT.	\$527	\$469	+12.4%

TOTAL

	APRIL-2022	Q1-2021	%Δ
WENT INTO CONTRACT	420	543	-22.7%
PROPERTIES SOLD	457	595	-23.2%
# FOR SALE LAST DAY OF MONTH	418	606	-31.0%
% OF PROPERTIES SOLD OVER LIST PRICE	72.6%	56.5%	+28.5%
% OF LIST PRICE RECEIVED (AVERAGE)	106.3%	102.7%	+3.5%

YEAR-OVER-YEAR REGION COMPARISON

HOMES SOLD (TOTAL)

DAYS ON MARKET (MEDIAN)

SALE PRICE (MEDIAN)

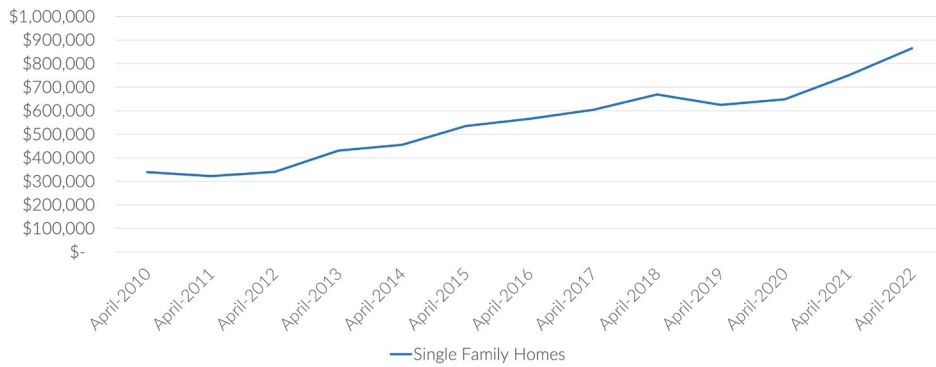
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q1 2022	Q1 2021	%Δ	Q1 2022	Q1 2021	%Δ	Q1 2022	Q1 2021	%Δ
Bodega Bay	13	16	▼ 19%	24	30	▼ 20%	\$1,625,000	\$1,385,000	▲ 17%
Cazadero	0	6*	▼ 100%	-	75	-	-	\$507,500	-
Cloverdale	31	30	▲ 3%	36	67	▼ 46%	\$650,000	\$629,950	▲ 3%
Cotati	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

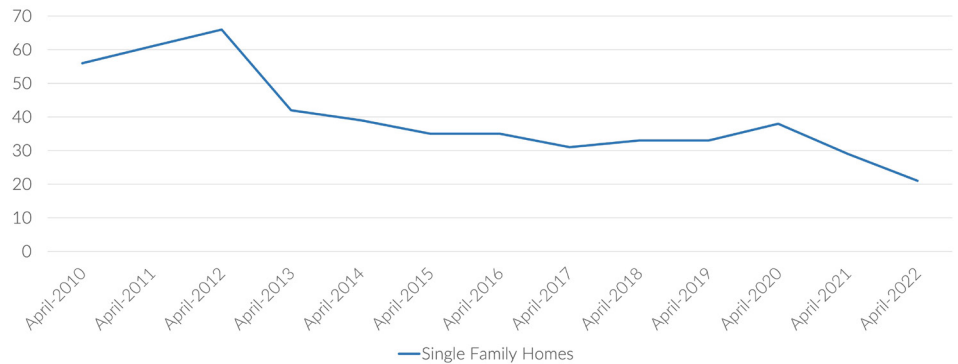
+15.3% year-over-year

MEDIAN MARKET TIME

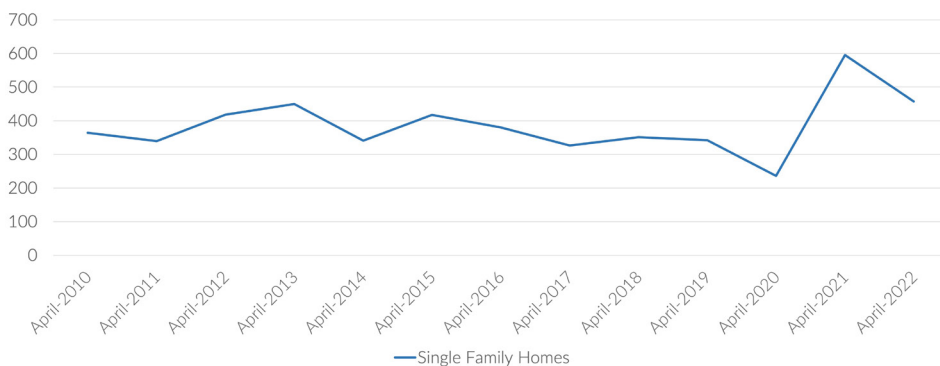
SINGLE FAMILY RESIDENCES

21 days

-8 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

457

-23.2% year-over-year