

## SNAPSHOT

Home-price appreciation rates and overbidding statistics continue to drop across the Bay Area and the rest of the world. Bloomberg reported soaring borrowing costs and mounting financial pressure are causing double-digit price declines from Sydney to Stockholm to Seattle. That said, Sonoma County is exhibiting more resilience than other regions. The median sales price and price per square foot are still up compared to last year (9.2 percent and 5.6 percent respectively), and August saw a slight increase in sales numbers from July.

September typically sees a boost of activity and agents are reporting anecdotally that buyer-demand has increased in the previous weeks. Next month's report will shed light on the sales occurring now.

National mortgage rates maintained their ascent last week. FreddieMac reported, 'Mortgage rates continued to rise alongside hotter-than-expected inflation numbers this week, exceeding six percent for the first time since late 2008. Although the increase in rates will continue to dampen demand and put downward pressure on home prices, inventory remains inadequate. This indicates that while home price declines will likely continue, they should not be large.'

## SINGLE FAMILY HOMES



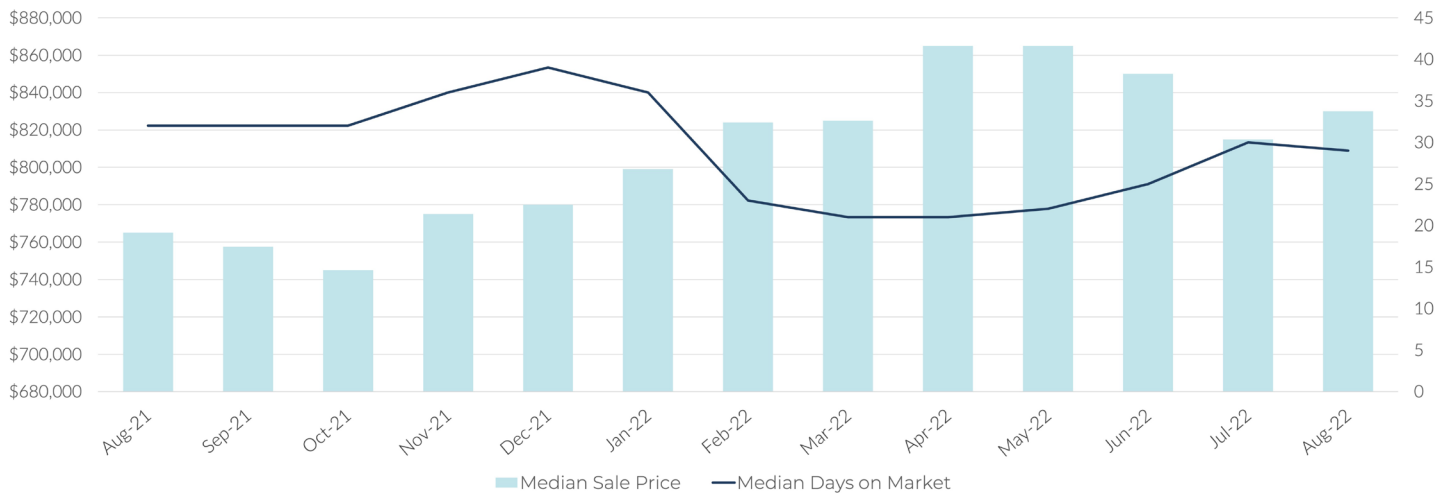
### AUGUST 2022

MEDIAN SALES PRICE	\$830,000 ↑
DAYS ON MARKET	29 ↓
\$ / SQ. FT.	\$494 ↑
# FOR SALE LAST DAY OF MONTH	571 ↓
WENT INTO CONTRACT	353 ↓
PROPERTIES SOLD	351 ↓

# SONOMA COUNTY MARKET UPDATE | SEPTEMBER 2022

## SINGLE FAMILY RESIDENCES

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+1.8%**

DAYS ON MARKET: **-1 day**

### YEAR-OVER-YEAR COMPARISON



*Sonoma County is exhibiting more resilience than other regions."*

#### MEDIAN

	AUG-2022	AUG-2021	%Δ
SALE PRICE	\$830,000	\$760,000	+9.2%
DAYS ON MARKET	29	31	-6.5%
\$/SQ. FT.	\$494	\$468	+5.6%

#### TOTAL

	AUG-2022	AUG-2021	%Δ
WENT INTO CONTRACT	353	523	-32.5%
PROPERTIES SOLD	351	615	-42.9%
# FOR SALE LAST DAY OF MONTH	571	692	-17.5%
% OF PROPERTIES SOLD OVER LIST PRICE	44.2%	55.3%	-20.1%
% OF LIST PRICE RECEIVED (AVERAGE)	100.8%	102.3%	-1.5%

# YEAR-OVER-YEAR REGION COMPARISON

## HOMES SOLD (TOTAL)

## DAYS ON MARKET (MEDIAN)

## SALE PRICE (MEDIAN)

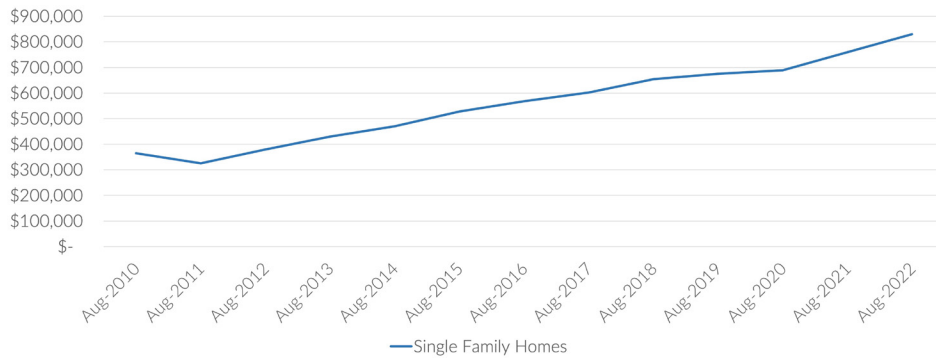
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ
Bodega Bay	9*	15	▼ 40%	41	26	▲ 58%	\$1,350,000	\$1,270,000	▲ 6%
Cazadero	9*	9*	0%	36	34	▲ 6%	\$578,000	\$550,000	▲ 5%
Cloverdale	46	59	▼ 22%	27	32	▼ 16%	\$720,500	\$690,000	▲ 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%
<b>All Sonoma County</b>	<b>1,354</b>	<b>1,799</b>	<b>▼ 25%</b>	<b>23</b>	<b>29</b>	<b>▼ 21%</b>	<b>\$860,000</b>	<b>\$780,000</b>	<b>▲ 10%</b>

\* 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

# SONOMA COUNTY MARKET UPDATE | SEPTEMBER 2022

## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALE PRICE



SINGLE FAMILY RESIDENCES

**\$830,000**

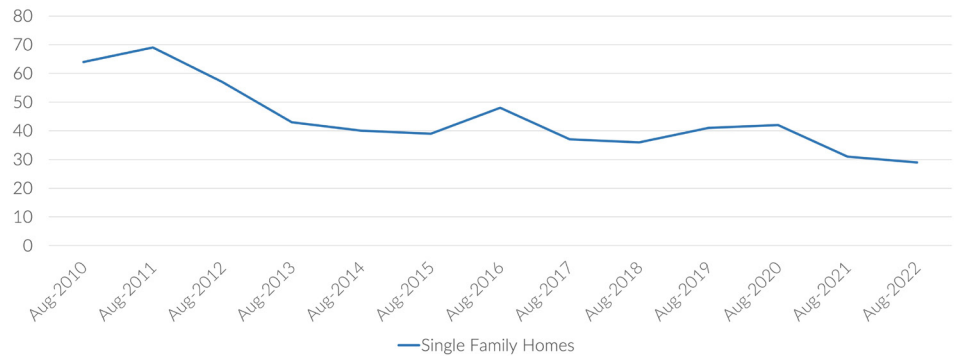
+9.2% year-over-year

### MEDIAN MARKET TIME

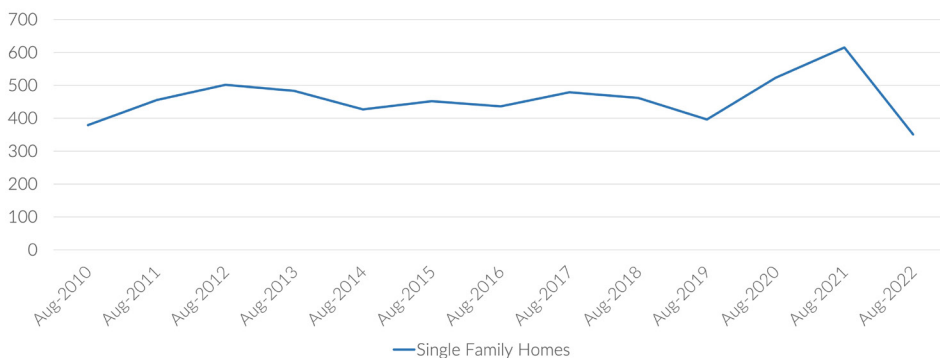
SINGLE FAMILY RESIDENCES

**29 days**

-2 day change year-over-year



### NUMBER OF SALES



SINGLE FAMILY RESIDENCES

**351 sold**

-42.9% year-over-year