



Last month the median sale price across Sonoma County hit \$660,000, recognizing a 1.5% increase from January 2019. Other key metrics are a mixed bag; the median days on market shed 1 day while the median price per square foot decreased 4.7%. There were 8.5% fewer sales last month and the amount of inventory on the last day of the month is 9.5% lower. However, the percent of properties sold over list price increased 5.3% with roughly one-in-five homes having sold above asking. Purchasers on average paid approximately 1.8% under the listed price which is a 0.1% tick up from last year.

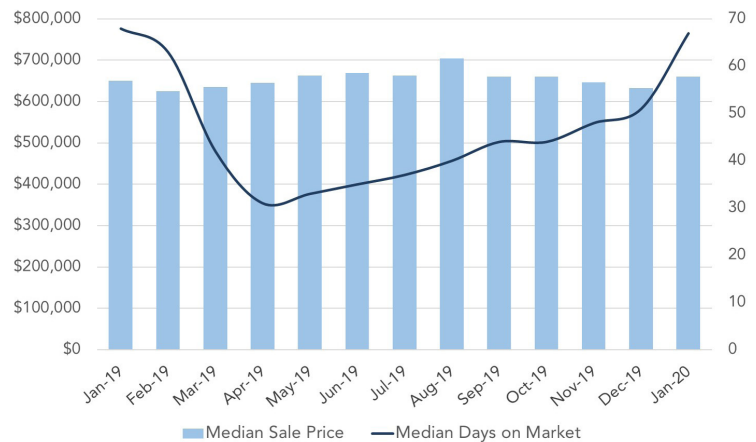
As we enter the spring selling season, mortgage rates are hovering near a three-year low (per FreddieMac.com). FreddieMac also reported that 'The low mortgage rate environment continues to spur homebuying activity, with applications to purchase a home up fifteen percent from a year ago. We've seen new residential construction surge over the last few months, on pace to reach the highest level in more than a decade. This is a good sign for the inventory-starved housing market and is a promising indication for the spring homebuying season.'

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

	JAN-2020	JAN-2019	%Δ
MEDIAN			
SALE PRICE	\$660,000	\$650,000	+1.5%
DAYS ON MARKET	67	68	-1.5%
\$ / SQ. FT.	\$386	\$405	-4.7%
TOTAL			
PROPERTIES SOLD	205	224	-8.5%
PROPERTIES FOR SALE ON LAST DAY	657	726	-9.5%
% OF PROPERTIES SOLD OVER LIST PRICE	20.5%	15.2%	+5.3%
% OF LIST PRICE RECEIVED (AVERAGE)	98.2%	98.1%	+0.1%

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **+4.3%** DAYS ON MARKET **+16 Days**

YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	2019	2018	%Δ	2019	2018	%Δ	2019	2018	%Δ
Bodega Bay	51	59	▼ 14%	75	50	▲ 50%	\$940,000	\$977,500	▼ 4%
Cazadero	20	24	▼ 17%	68	42	▲ 62%	\$483,000	\$503,500	▼ 4%
Cloverdale	103	110	▼ 6%	53	42	▲ 26%	\$555,000	\$579,500	▼ 4%
Cotati	70	96	▼ 27%	47	28	▲ 68%	\$602,000	\$622,500	▼ 3%
Forestville	70	95	▼ 26%	48	41	▲ 17%	\$507,500	\$537,000	▼ 5%
Geyserville	13	19	▼ 32%	144	63	▲ 129%	\$875,000	\$1,336,000	▼ 35%
Glen Ellen	25	33	▼ 24%	32	54	▼ 41%	\$1,029,500	\$1,050,000	▼ 2%
Guerneville	124	114	▲ 9%	48	36	▲ 33%	\$460,500	\$467,500	▼ 1%
Healdsburg	171	170	▲ 1%	63	45	▲ 40%	\$875,000	\$950,000	▼ 8%
Jenner	7	12	▼ 42%	143	102	▲ 40%	\$510,000	\$805,000	▼ 37%
Kenwood	13	16	▼ 19%	83	30	▲ 177%	\$1,200,000	\$1,460,000	▼ 18%
Monte Rio	25	32	▼ 22%	40	38	▲ 5%	\$480,000	\$527,500	▼ 9%
Occidental	20	14	▲ 43%	75	63	▲ 19%	\$1,028,500	\$955,000	▲ 8%
Penngrove	38	38	0%	45	45	0%	\$990,000	\$955,000	▲ 4%
Petaluma	578	522	▲ 11%	32	31	▲ 3%	\$725,000	\$750,000	▼ 3%
Rohnert Park	284	253	▲ 12%	38	32	▲ 19%	\$590,500	\$597,000	▼ 1%
Santa Rosa	1613	1589	▲ 2%	40	38	▲ 5%	\$605,000	\$612,000	▼ 1%
Sebastopol	225	214	▲ 5%	39	45	▼ 13%	\$869,000	\$865,000	0%
Sonoma	301	337	▼ 11%	50	36	▲ 39%	\$905,000	\$925,000	▼ 2%
Windsor	279	265	▲ 5%	39	35	▲ 11%	\$662,000	\$669,000	▼ 1%
All Sonoma County	4,137	4,129	▲ 0%	41	37	▲ 11%	\$657,000	\$669,000	▼ 2%

*Small sample size (n<10); use caution when interpreting statistics.

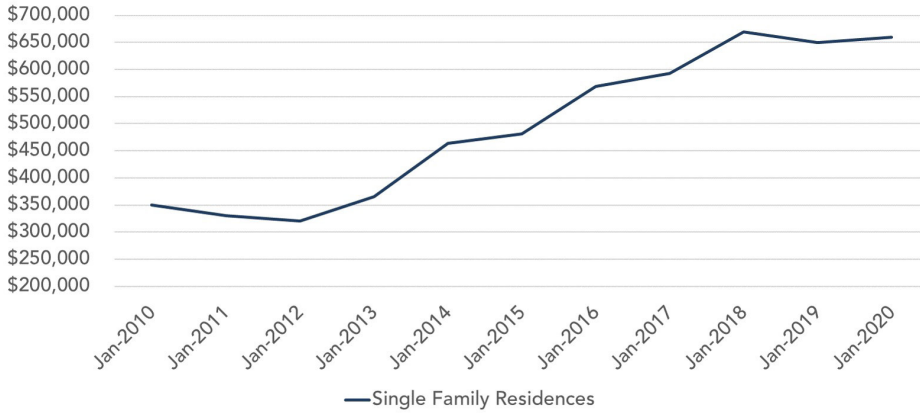
Sources: BAREIS MLS & BrokerMetrics, Data for Single Family Detached Homes. 1/01/2019 - 12/31/2019 was used for region values. All information is deemed reliable, but not guaranteed for accuracy. ©2020 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE License No. 01486075. Equal Housing Opportunity.





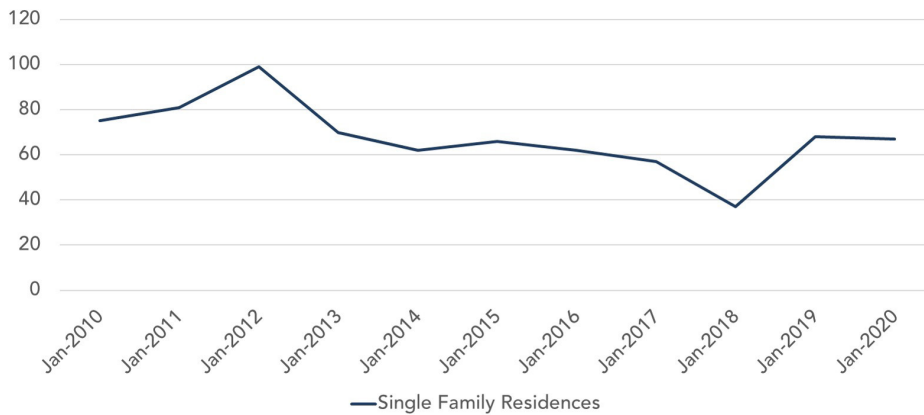
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



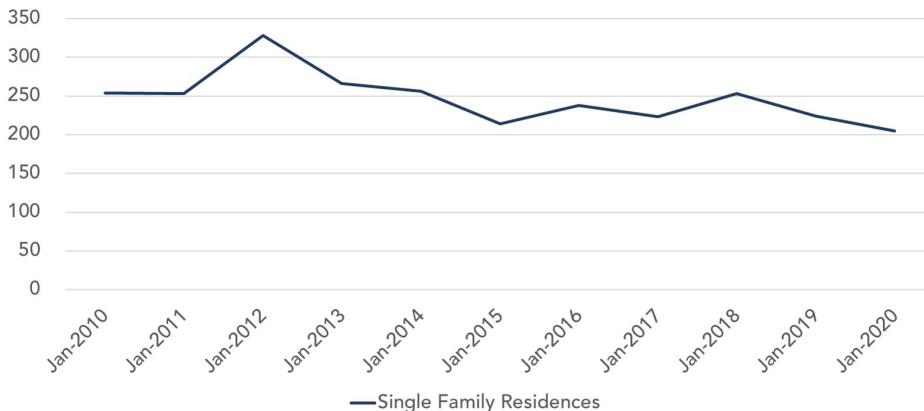
Single Family Residences
\$660,000
 +1.5% year-over-year

MEDIAN MARKET TIME



Single Family Residences
67 days
 -1 day year-over-year

NUMBER OF SALES



Single Family Residences
205
 -8.5% year-over-year