



SONOMA COUNTY MARKET UPDATE

DECEMBER 2024





VANGUARD PROPERTIES

MARKET UPDATE

SONOMA COUNTY | DECEMBER 2024

In late November, Bay Area markets began entering the traditional mid-winter holiday slowdown, characterized by fewer new listings and tapering activity. However, single-family home sales in Sonoma County surged nearly 20% year-over-year, while the median sales price saw a 2.8% increase.

Mortgage rates, which began declining mid-November, reached their lowest level in over a month last week. FreddieMac reported, *'Despite just a modest drop in rates, consumers clearly have responded as purchase demand has noticeably improved. The responsiveness of prospective homebuyers to even small changes in rates illustrates that affordability headwinds persist.'*

December is expected to bring a seasonal lull, with fewer new listings and many unsold properties withdrawn from the market, especially in higher price ranges. For motivated buyers, this quieter period may offer opportunities to secure favorable deals before the anticipated spring surge in inventory and competition. Looking ahead, the market will likely see renewed energy starting in February, making this an opportune moment for buyers and sellers to prepare.



SINGLE FAMILY HOMES

NOVEMBER 2024

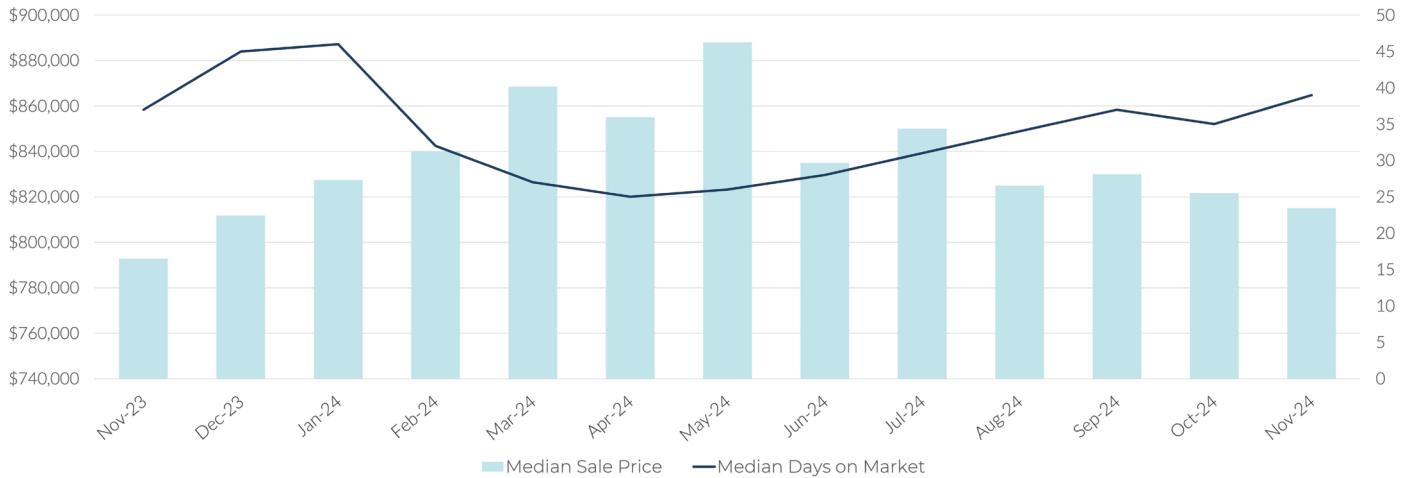
Median Sales Price	\$815,000 ↑
Days on market	39 ↑
\$ / SQ. FT.	\$496 ↑
# For Sale On Last Day Of Month	684 ↓
Went Into Contract	234 ↓
Properties Sold	271 ↑

SONOMA COUNTY MARKET UPDATE

DECEMBER 2024

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-0.8%**

DAYS ON MARKET: **+4 days**

YEAR-OVER-YEAR COMPARISON

"...single-family home sales in Sonoma County surged nearly 20% year-over-year, while the median sales price saw a 2.8% increase."

	NOV-2024	NOV-2023	%Δ
Sales Price	\$815,000	\$792,813	+2.8%
Days On Market	39	37	+5.4%
\$/SQ. FT.	\$496	\$495	+0.2%

	NOV-2024	NOV-2023	%Δ
Went Into Contract	234	291	-19.6%
Properties Sold	271	226	+19.9%
# For Sale Last Day of Month	684	631	+8.4%
% Of Properties Sold Over List	32.8%	37.2%	-11.8%
% Of List Price Received <i>(Average)</i>	99.3%	99.6%	-0.3%

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. ©2024 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

SONOMA COUNTY MARKET UPDATE

Q3-2024

YEAR-OVER-YEAR REGION COMPARISON

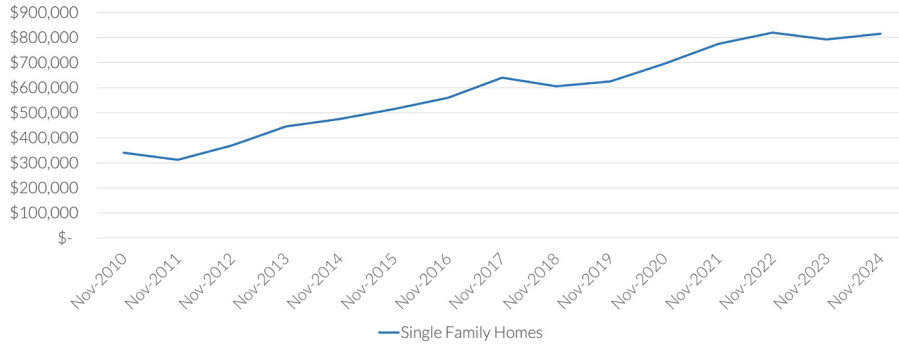
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q3 2024	Q3 2023	%Δ	Q3 2024	Q3-2023	%Δ	Q3 2024	Q3 2023	%Δ
Bodega Bay	11*	4*	▲ 175%	43	40	▲ 8%	\$1,749,000	\$1,703,500	▲ 3%
Cazadero	8*	11*	▼ 27%	37	32	▲ 16%	\$607,500	\$610,000	▼ 0%
Cloverdale	30*	33*	▼ 9%	47	31	▲ 52%	\$620,500	\$670,000	▼ 7%
Cotati	12*	14*	▼ 14%	47	16	▲ 194%	\$850,000	\$758,000	▲ 12%
Forestville	27*	13*	▲ 108%	32	35	▼ 9%	\$555,555	\$560,000	▼ 1%
Geyserville	2*	0	-	248	-	-	\$947,500	-	-
Glen Ellen	13*	8*	▲ 63%	76	52	▲ 46%	\$1,299,000	\$1,800,000	▼ 28%
Guerneville	33*	26*	▲ 27%	50	36	▲ 39%	\$635,000	\$547,500	▲ 16%
Healdsburg	33*	44*	▼ 25%	53	44	▲ 20%	\$1,240,000	\$1,535,000	▼ 19%
Jenner	2*	2*	0%	17	20	▼ 15%	\$1,235,000	\$1,166,500	▲ 6%
Kenwood	3*	5*	▼ 40%	28	24	▲ 17%	\$1,500,000	\$1,435,000	▲ 5%
Monte Rio	20*	13*	▲ 54%	41	35	▲ 17%	\$578,500	\$685,000	▼ 16%
Occidental	2*	5*	▼ 60%	34	25	▲ 36%	\$1,327,300	\$1,008,470	▲ 32%
Penngrove	6*	6*	0%	34	15	▲ 127%	\$1,261,500	\$1,240,000	▲ 2%
Petaluma	133	103	▲ 29%	27	21	▲ 29%	\$940,000	\$975,000	▼ 4%
Rohnert Park	85	63	▲ 35%	27	24	▲ 13%	\$767,500	\$776,000	▼ 1%
Santa Rosa	404	348	▲ 16%	32	26	▲ 23%	\$785,000	\$780,000	▲ 1%
Sebastopol	58	42*	▲ 38%	31	28	▲ 11%	\$1,248,000	\$1,222,500	▲ 2%
Sonoma	83	83	▲ 0%	43	30	▲ 43%	\$1,125,000	\$1,050,000	▲ 7%
Windsor	55	55	0%	28	24	▲ 17%	\$815,130	\$820,000	▼ 1%
SONOMA COUNTY	896	1,048	▼ 15%	34	34	0%	\$839,232	\$849,000	▼ 1%

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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE

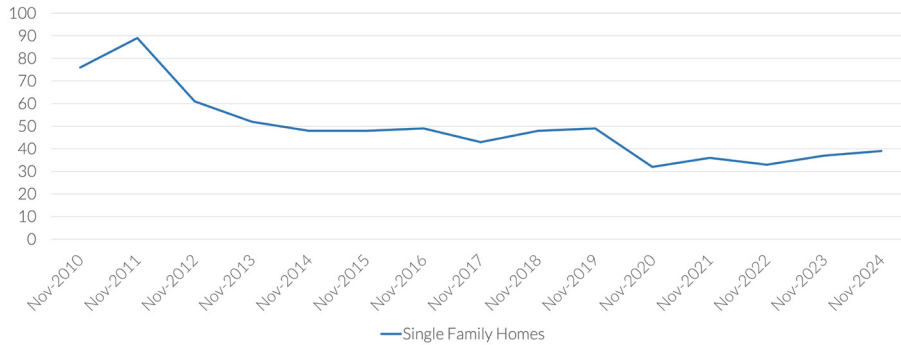


Single Family Residences

\$815,000

+2.8% change year-over-year

MEDIAN MARKET TIME

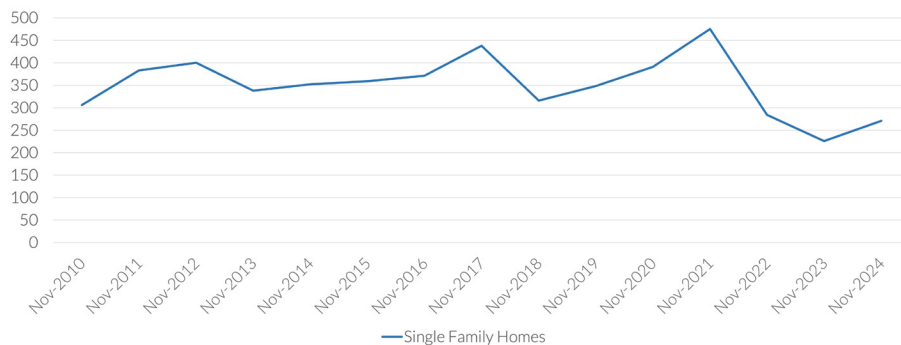


Single Family Residences

39 days

+2 day change year-over-year

NUMBER OF SALES



Single Family Residences

271

+19.9% change year-over-year