

SONOMA COUNTY MARKET UPDATE

Q3 2024





VANGUARD PROPERTIES

MARKET UPDATE

SONOMA COUNTY | Q3 2024

Q3 2024 was marked by falling interest rates, a volatile but ultimately positive stock market, and the lowest inflation in over three years, boosting consumer confidence as the economy continues to grow.

Single-family home appreciation remained steady compared to last year, but the number of homes entering escrow surged by over 15%, with sales increasing by 17%.

With the fall selling season now in full swing, we anticipate strong activity leading up to the typical mid-to-late November slowdown. This year's significant interest rate reductions, along with predictions of further cuts, have many expecting an especially busy season, as buyers seize the opportunity to benefit from improved borrowing conditions.



SINGLE FAMILY HOMES

Q3-2024

Median Sales Price	\$839,232 ↓
Days on market	34
\$/SQ. FT.	\$512 ↑
# For Sale On Last Day Of Quarter	825 ↓
Went Into Contract	1,050 ↑
Properties Sold	1,048 ↑

SONOMA COUNTY MARKET UPDATE

Q3-2024

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+0.6%**

DAYS ON MARKET: **+3 days**

YEAR-OVER-YEAR COMPARISON

“Single-family home appreciation remained steady compared to last year, but the number of homes entering escrow surged by over 15%, with sales increasing by 17%.”

	Q3-2024	Q3-2023	%Δ
Sales Price	\$839,232	\$849,000	-1.2%
Days On Market	34	34	0.0%
\$/SQ. FT.	\$512	\$509	+0.6%

	Q3-2024	Q3-2023	%Δ
Went Into Contract	1,050	910	+15.4%
Properties Sold	1,048	896	+17.0%
# For Sale Last Day of Quarter	825	839	-1.7%
% Of Properties Sold Over List	35.6%	43.6%	-18.3%
% Of List Price Received <i>(Average)</i>	99.9%	100.6%	-0.7%

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

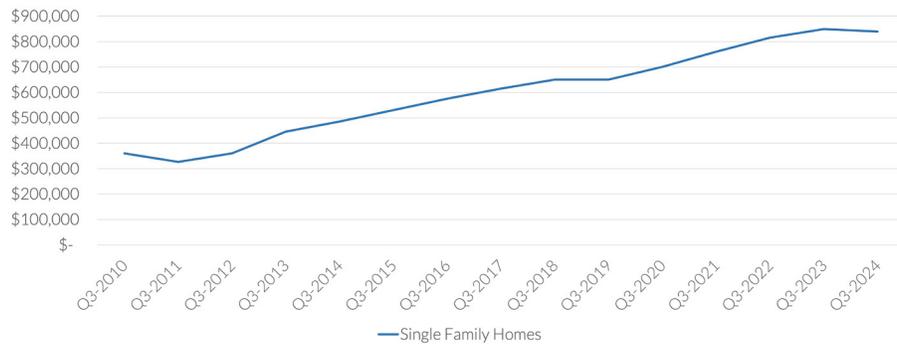
Q3-2024

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%
Penngrrove	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%

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



Single Family Residences

\$839,232

-1.2% change year-over-year

MEDIAN MARKET TIME

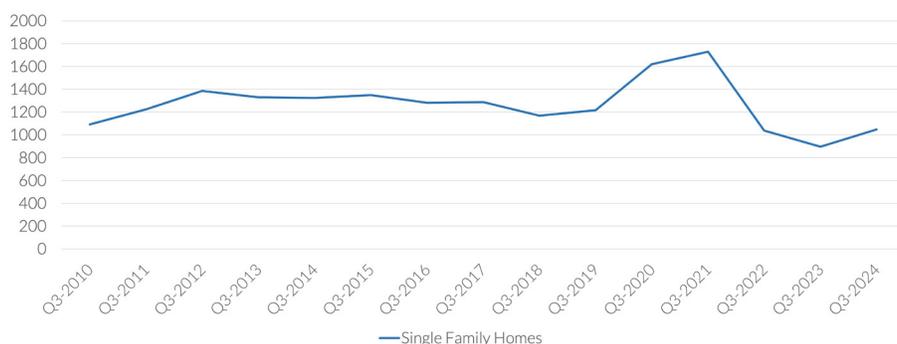


Single Family Residences

34 days

No change year-over-year

NUMBER OF SALES



Single Family Residences

1,048

+17.0% change year-over-year