



It has been a roller-coaster month after seeing mostly positive sales data last month. Sale prices for single-family homes last month hit a median of \$640,000 representing a 2.4% gain from the same time last year. The price per square foot ticked down 0.7% while the median market time shed 22 days. The number of single-family homes that went into escrow last month shot up an impressive 22.4%, while the number of closed sales increased by 9%, though this is partly related to the slower than normal start we had last year.

Recently this month, the California Association of Realtors reported that Bay Area home prices are regaining momentum with cautious buyers stepping back into the market amid low inventory and steady demand. Joel Singer, CEO of C.A.R., notes that: "From a purely real estate perspective, the current situation will ultimately lower mortgage rates and should fuel demand once the crisis phase is behind us. More broadly, it is a logical reaction to this reality that the global economy will be slowing in historically unprecedented ways for some period of time."

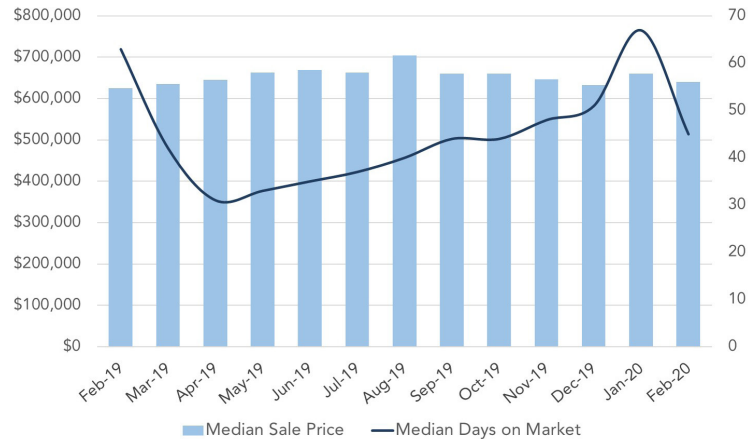
As the COVID-19 pandemic continues to evolve, we are in uncharted territory. We remain committed to helping guide our clients and colleagues through these times and watching the market closely. We anticipate caution will remain until we see stabilization in the global markets and clarity on the control of the current health crisis.

## SINGLE FAMILY RESIDENCES

### YEAR-OVER-YEAR MARKET COMPARISON

	FEB-2020	FEB-2019	%Δ
<b>MEDIAN</b>			
SALE PRICE	\$640,000	\$625,000	+2.4%
DAYS ON MARKET	45	63	-28.6%
\$ / SQ. FT.	\$406	\$409	-0.7%
<b>TOTAL</b>			
PROPERTIES PENDING	333	272	+22.4%
PROPERTIES SOLD	241	221	+9.0%
PROPERTIES FOR SALE ON LAST DAY	702	706	-0.6%
% OF PROPERTIES SOLD OVER LIST PRICE	32.4%	26.7%	+5.7%

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALE PRICE **-3.0%** DAYS ON MARKET **-22 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%
<b>All Sonoma County</b>	<b>4,137</b>	<b>4,129</b>	<b>▲ 0%</b>	<b>41</b>	<b>37</b>	<b>▲ 11%</b>	<b>\$657,000</b>	<b>\$669,000</b>	<b>▼ 2%</b>

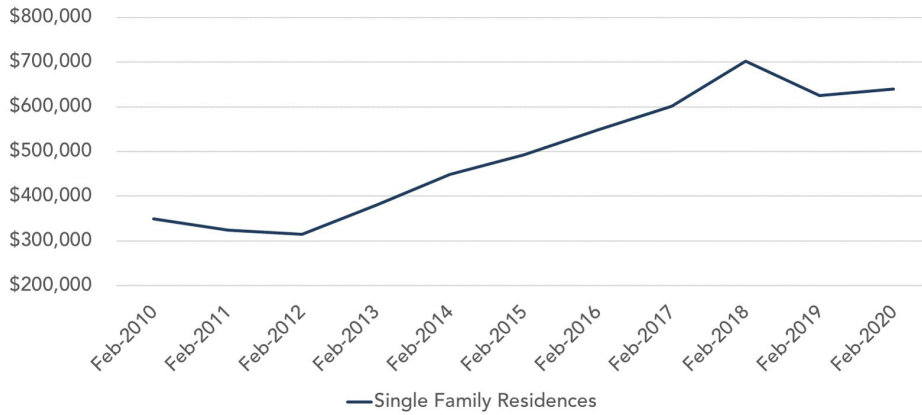
\*Small sample size (n<10); use caution when interpreting statistics.

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.



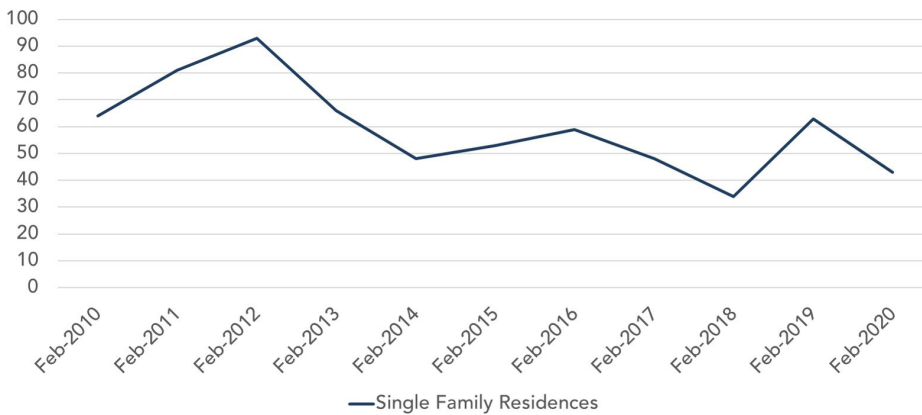
## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALE PRICE



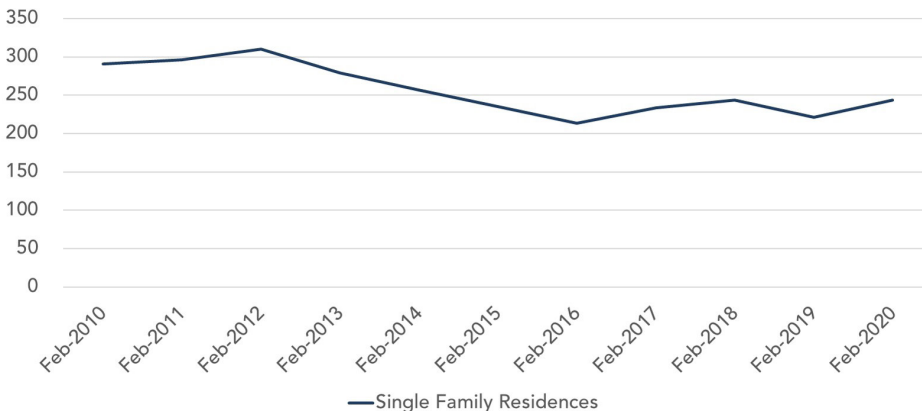
Single Family Residences  
**\$640,000**  
 +2.4% year-over-year

### MEDIAN MARKET TIME



Single Family Residences  
**45 days**  
 -22 days year-over-year

### NUMBER OF SALES



Single Family Residences  
**241**  
 +9.0% year-over-year