



**Sonoma County Real Estate**  
May 2021 Report

COMPASS

## Year-to-Date, Year-over-Year Changes Comparing Jan.-April 2021 with Jan.-April 2020

Median house sales price: + 15%, \$740,000 in 2021 YTD

Median house \$/sq.ft. value: + 15%

Total sales volume: + 62%

Luxury home sales, \$2,000,000+: + 382%

Active listings at end of month: - 16% (4 month average)

Months supply of inventory: - 30% (much less supply vs. demand)

Median days on market: down to 33 from 43 days

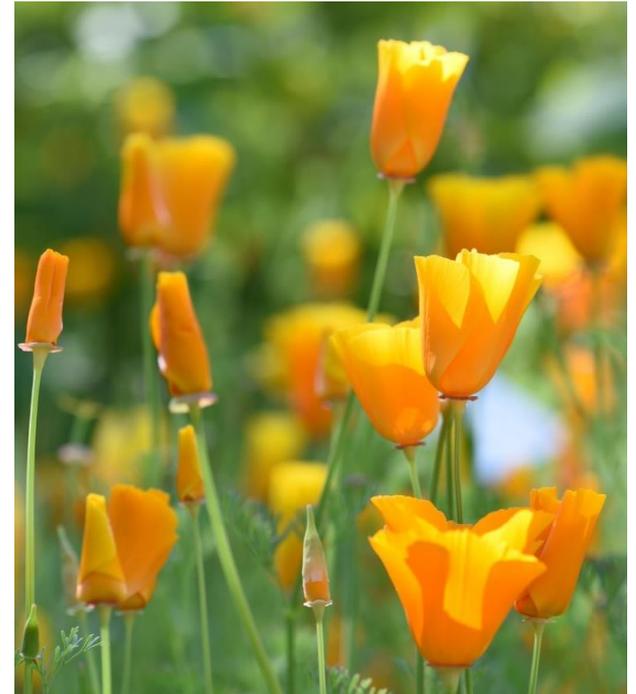
Percentage of sales over list price: up to 49% from 30% of sales

Average SP to original LP %: up to 101% from 97% of list price\*

\* "SP" = sales price; "LP" = list price

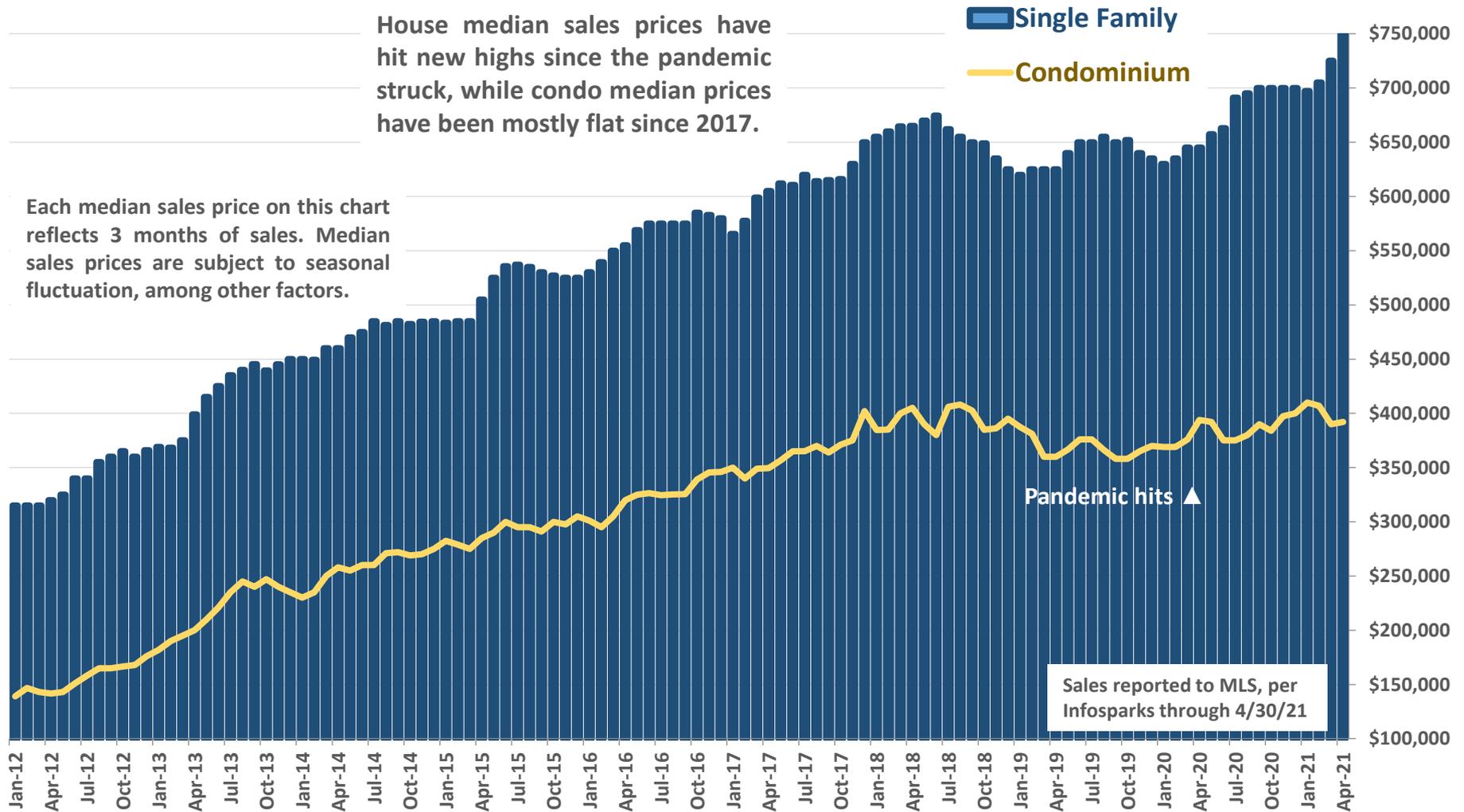
**Note that the pandemic and shelter-in-place had a large impact on some April 2020 figures.**

Activity reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. Late reported activity may change figures, though typically only slightly. All numbers are approximate.



# Sonoma County Median Sales Price Trends

## Monthly Median Sales Prices since 2012 - 3-Month Rolling Figures

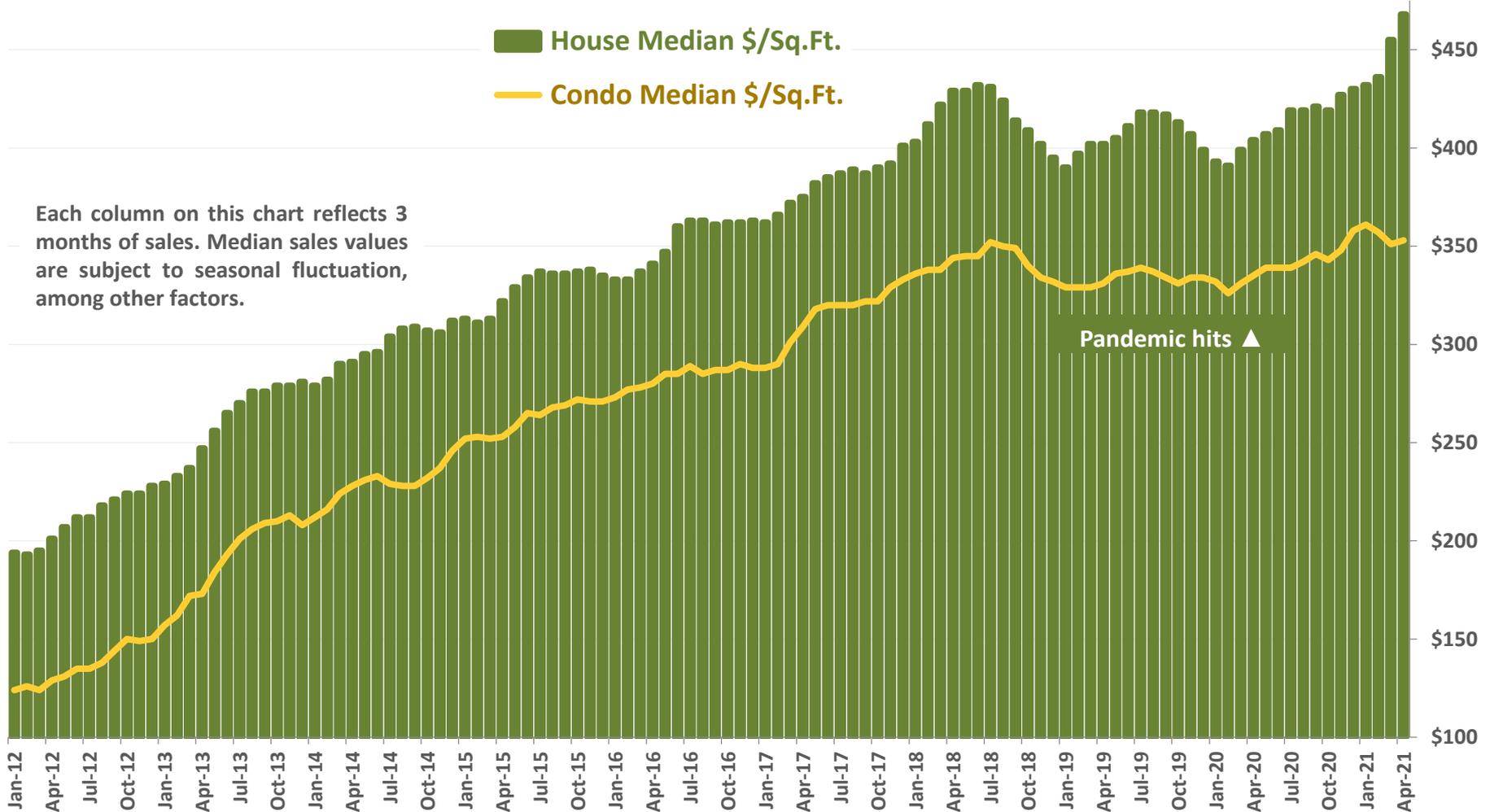


Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic often affected by factors *other than changes in fair market value*. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

# Sonoma Home Value Appreciation

## Median Dollar per Square Foot Values – 3 Month Rolling, Since 2012

Sales reported to  
MLS per Infosparks



Dollar per Square Foot is based upon interior living space and doesn't include garages, attics, basements, rooms built without permit, decks, patios or lot size. Not all sales report square footage. All numbers are approximate and subject to revision.



# Median Sales Price Trends since 2012

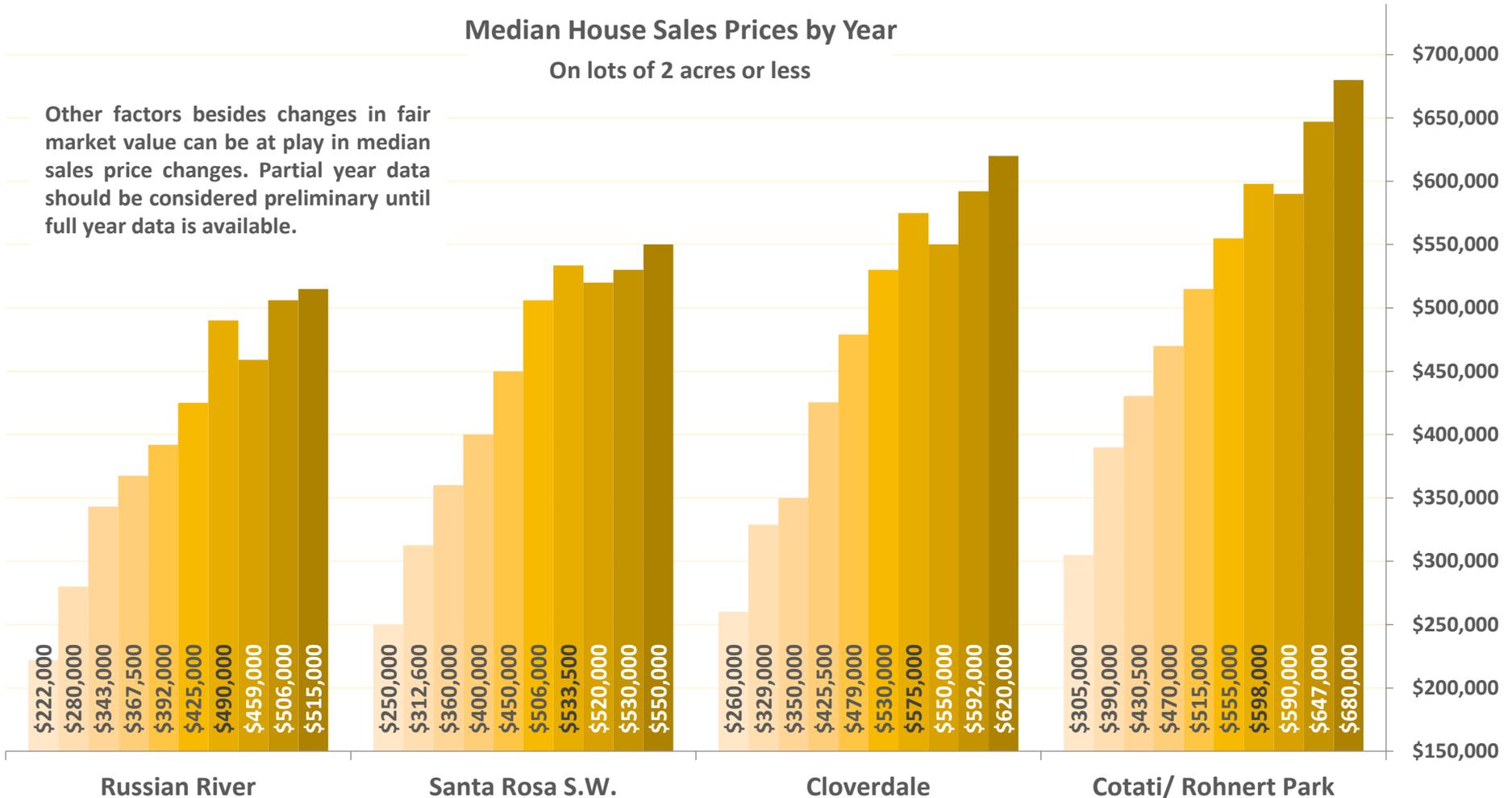
## Selected Sonoma County Cities, Towns & Regions

House sales reported to  
MLS on lots of 2 acres or  
less, reported by 4/30/21

2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 YTD

Median House Sales Prices by Year  
On lots of 2 acres or less

Other factors besides changes in fair market value can be at play in median sales price changes. Partial year data should be considered preliminary until full year data is available.



Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



# Median Sales Price Trends since 2012

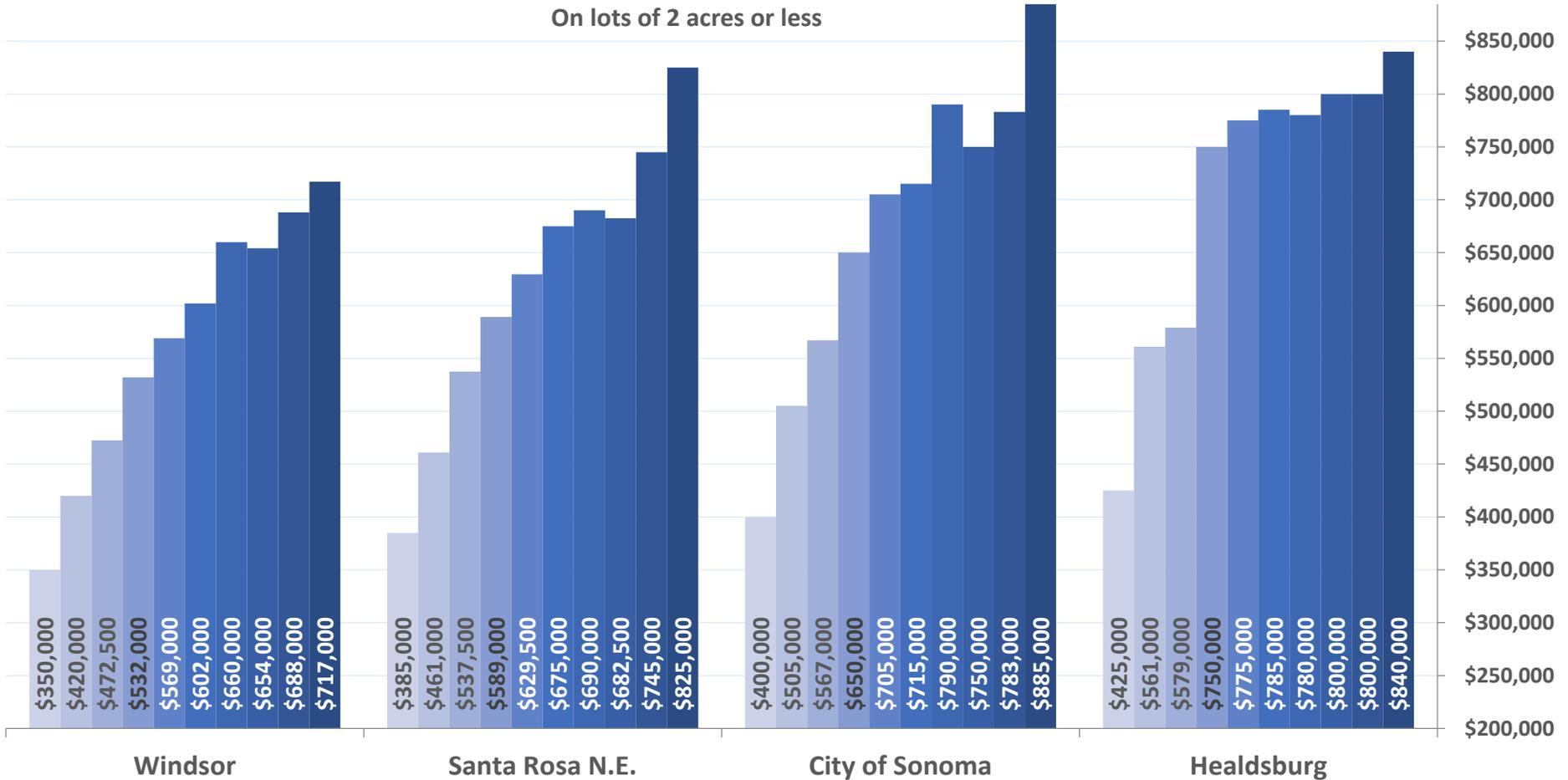
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■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021 YTD

### Median House Sales Prices by Year

On lots of 2 acres or less



Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate. City of Sonoma data reflects zip 95476.



# Median Sales Price Trends since 2012

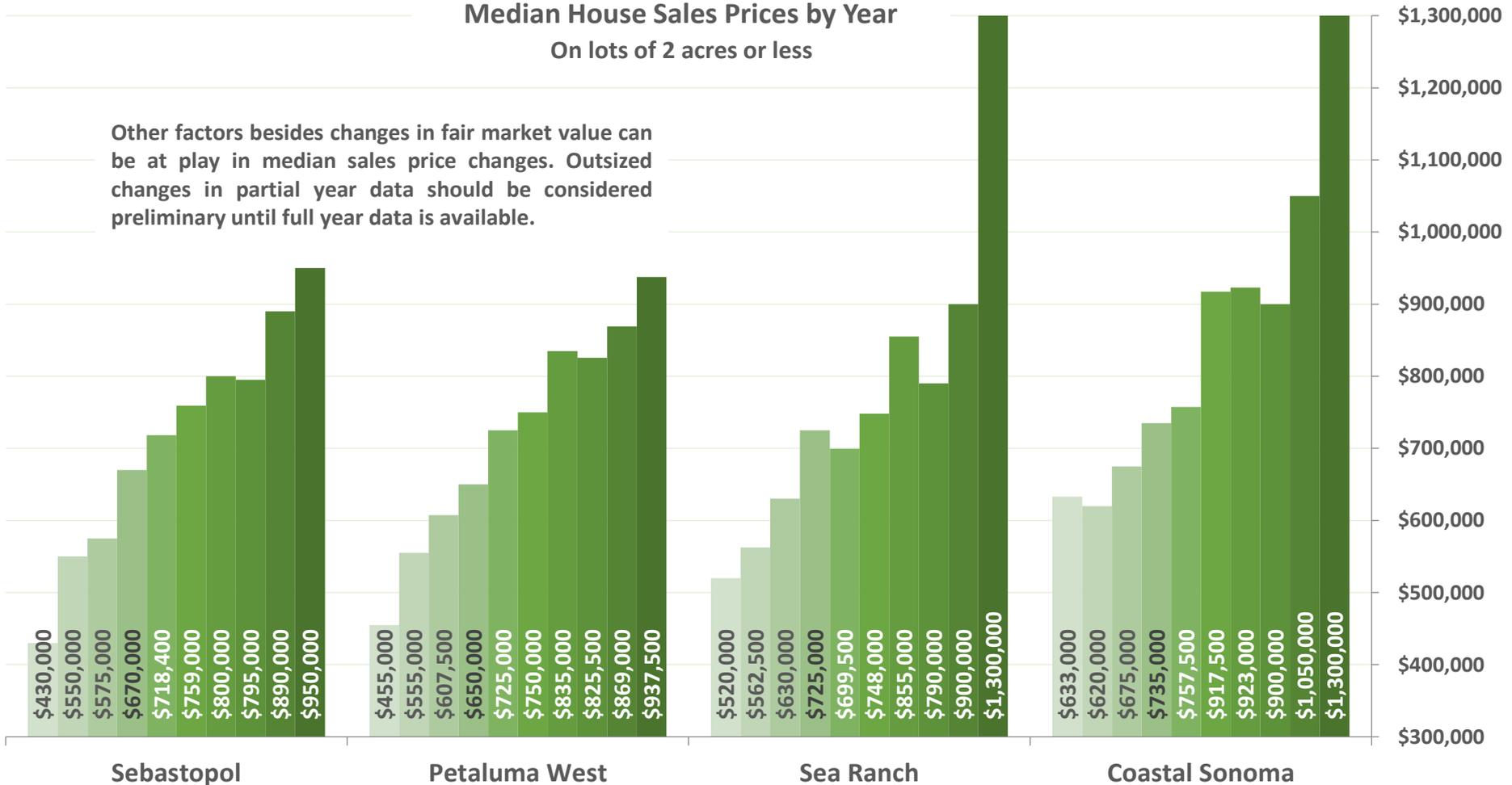
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House sales reported to  
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Median House Sales Prices by Year  
On lots of 2 acres or less

Other factors besides changes in fair market value can be at play in median sales price changes. Outsized changes in partial year data should be considered preliminary until full year data is available.

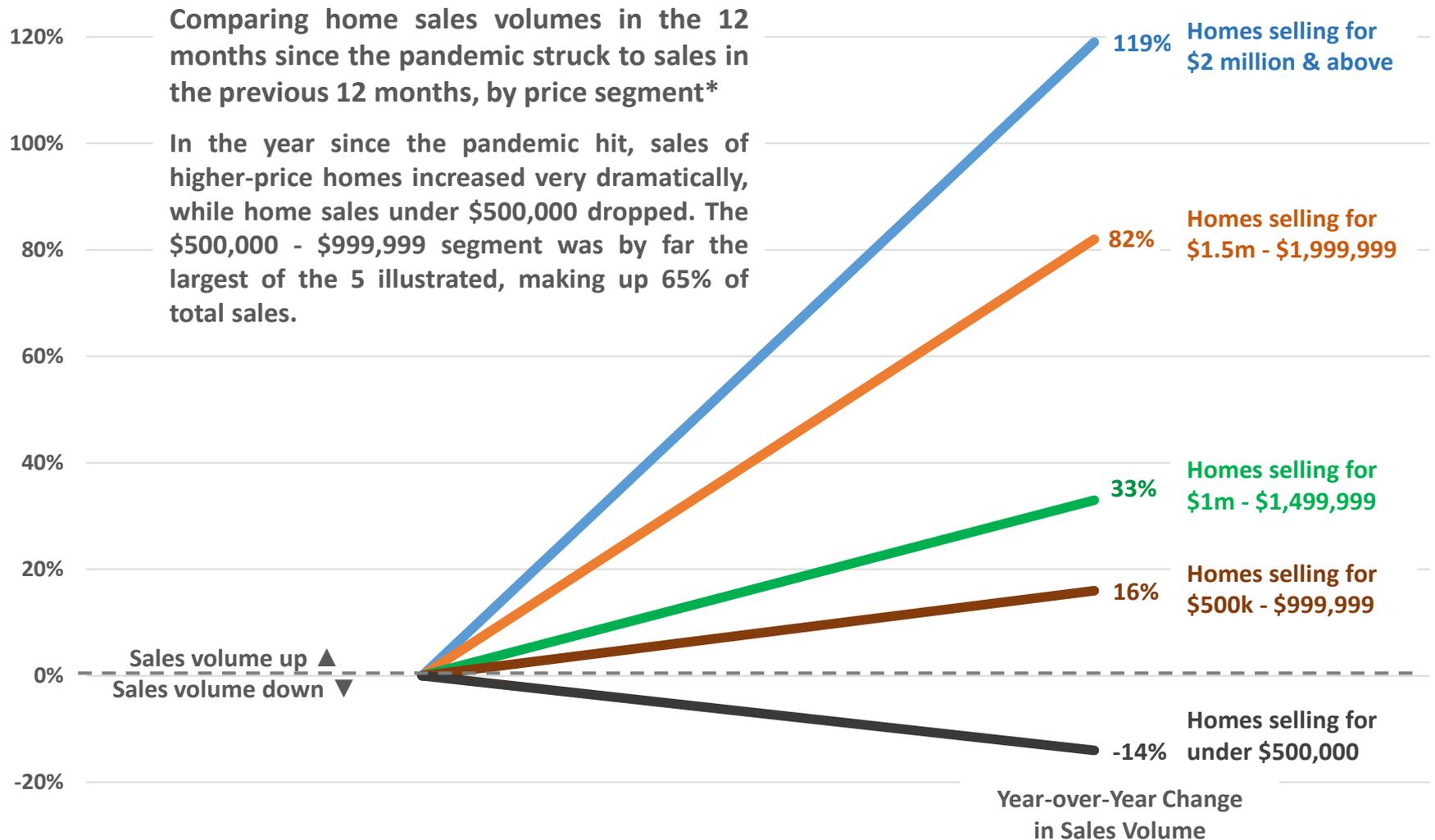


Median Sales Price is that price at which half the sales occurred for more and half for less. It is a general statistic that may be affected by other factors besides changes in fair market value. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.



# The Year of the Pandemic

## Sonoma County Home Sales Volume, Year-over-Year Change

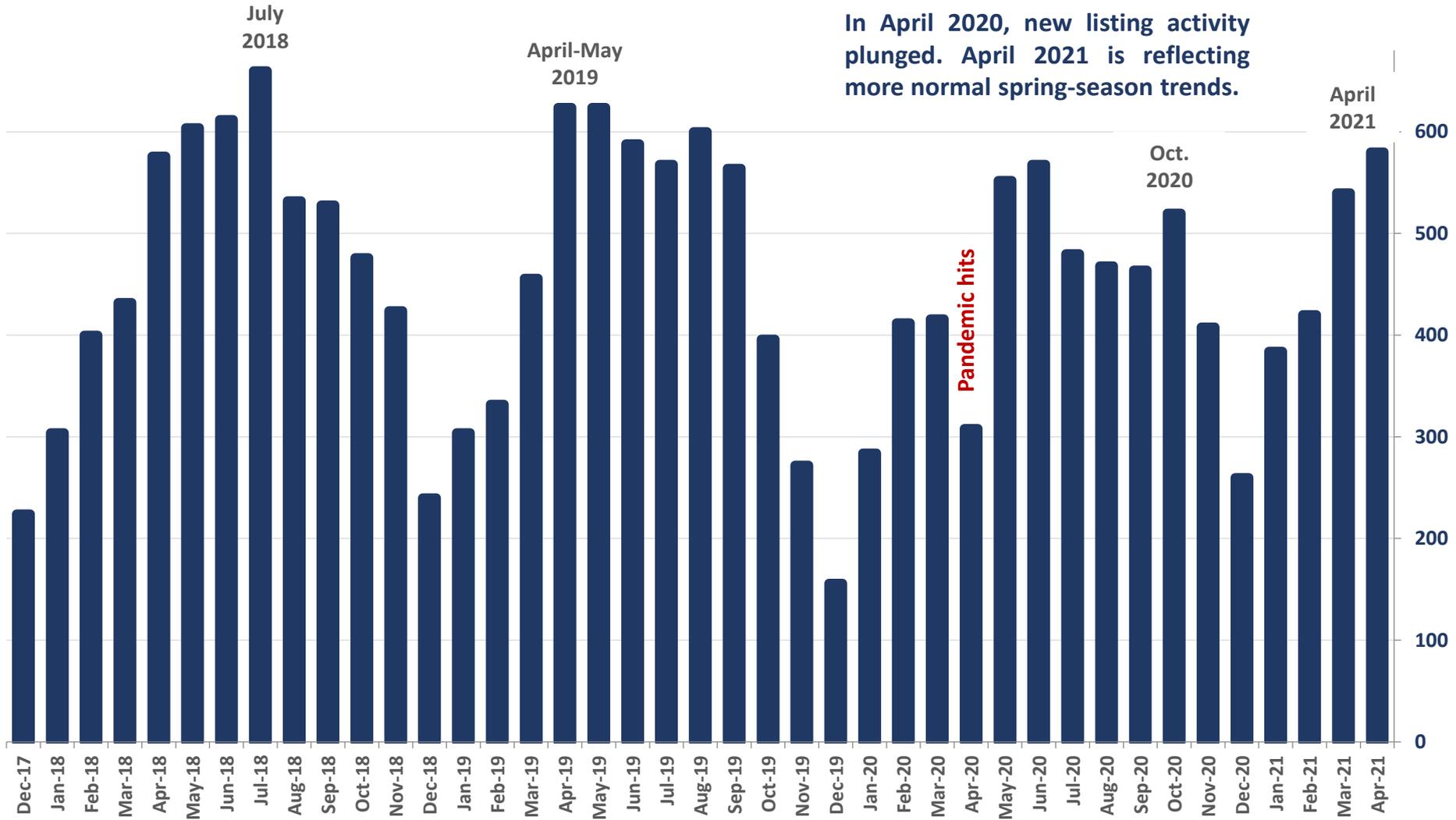


\*Residential – house, condo, townhouse, duet – sales reported to MLS, April 1 to March 31 of 2 successive 12-month periods, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.

# New Listings Coming on Market within Month

## Sonoma County Market Dynamics & Seasonality

For houses and condos



Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted on site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.

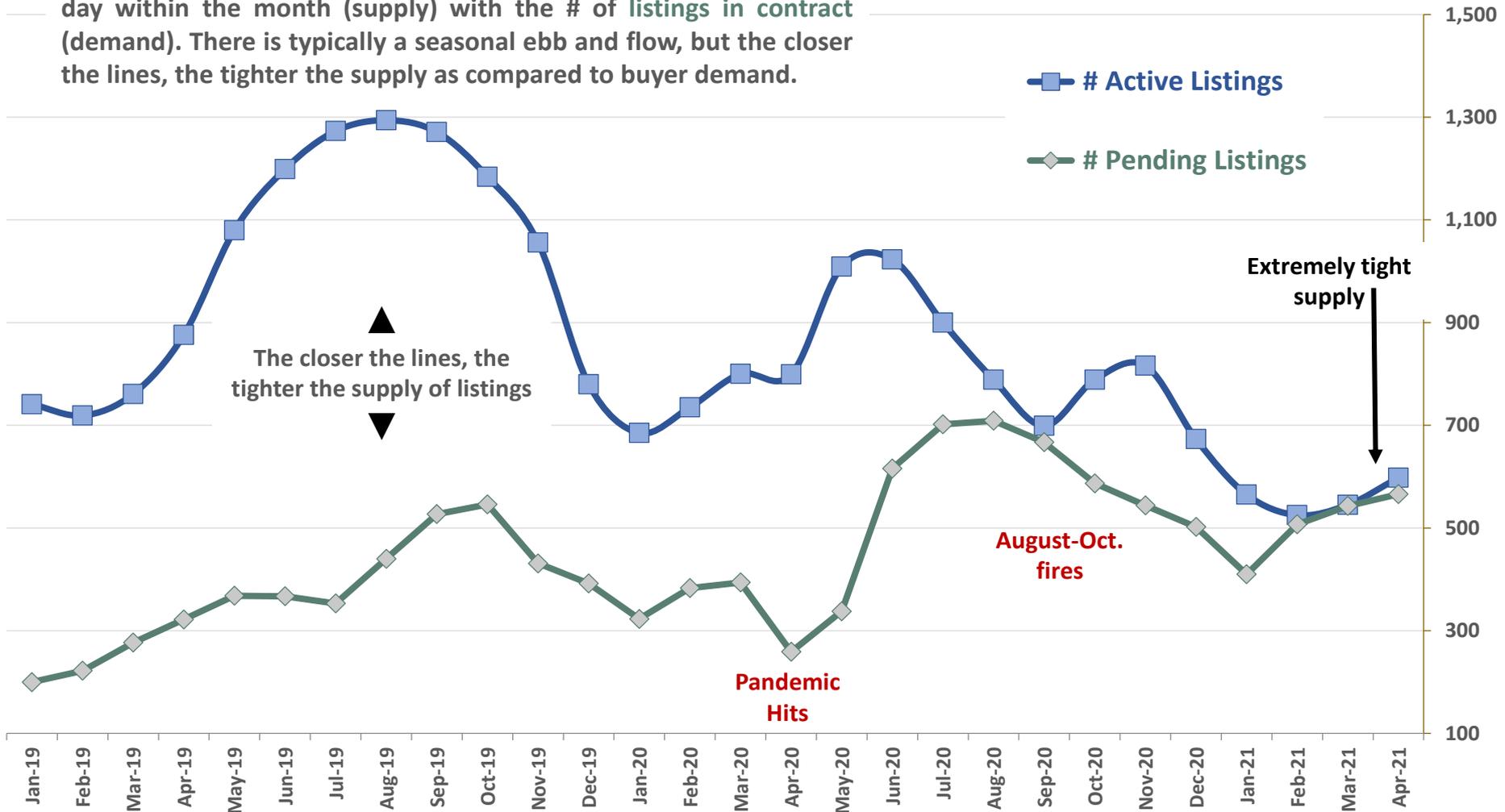


# Active Listings vs. Listings Pending Sale (in Contract)

## Sonoma County Real Estate Market Dynamics

For house and condo listings

A comparison of the # of **active listings** on the market on a typical day within the month (supply) with the # of listings in contract (demand). There is typically a seasonal ebb and flow, but the closer the lines, the tighter the supply as compared to buyer demand.



Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted on site. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers should be considered approximate.

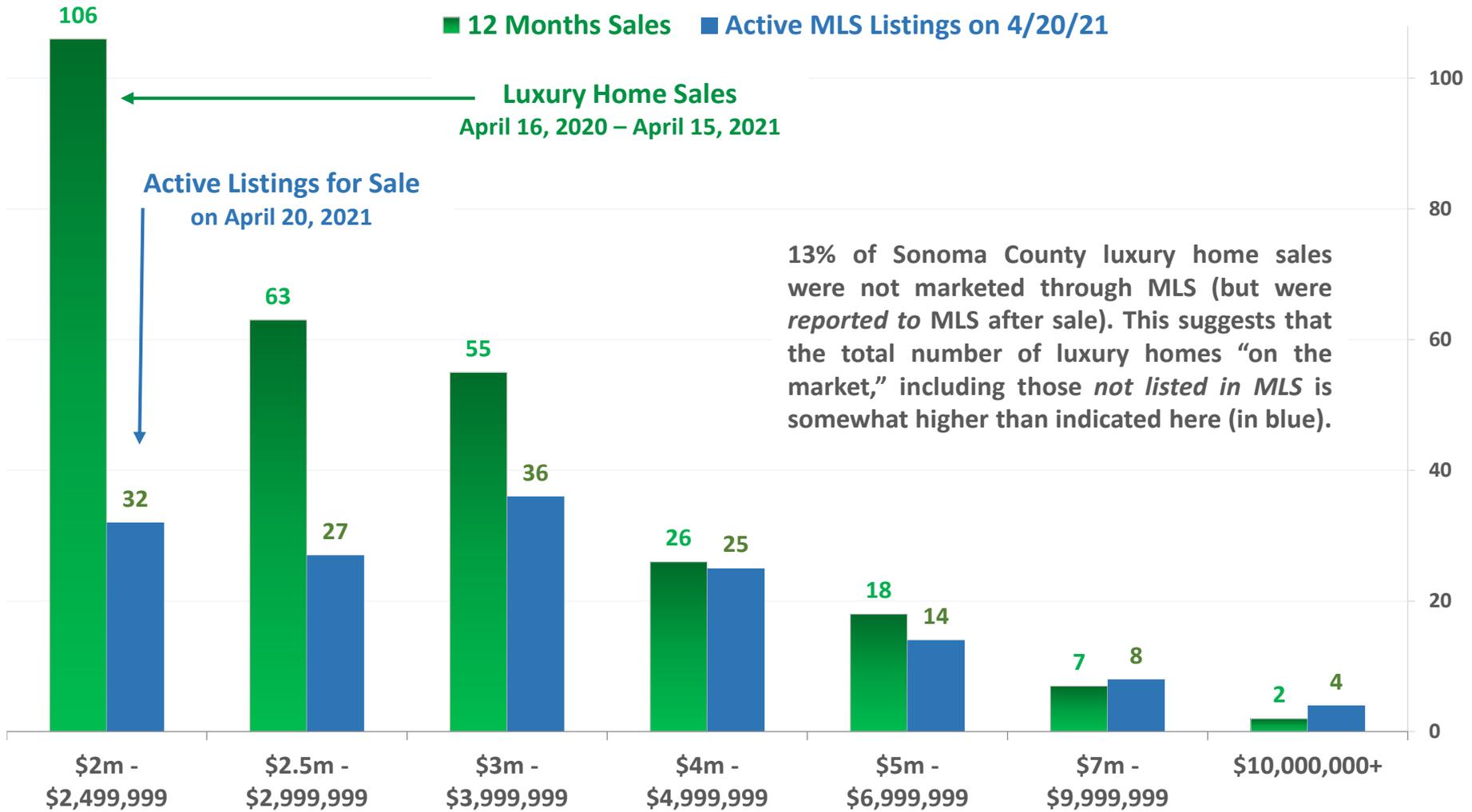


The charts following are excerpted from our recent report on the luxury home market.



# Sonoma County Luxury House Market

## Sales & Active MLS Listings by Price Segment, \$2 Million+

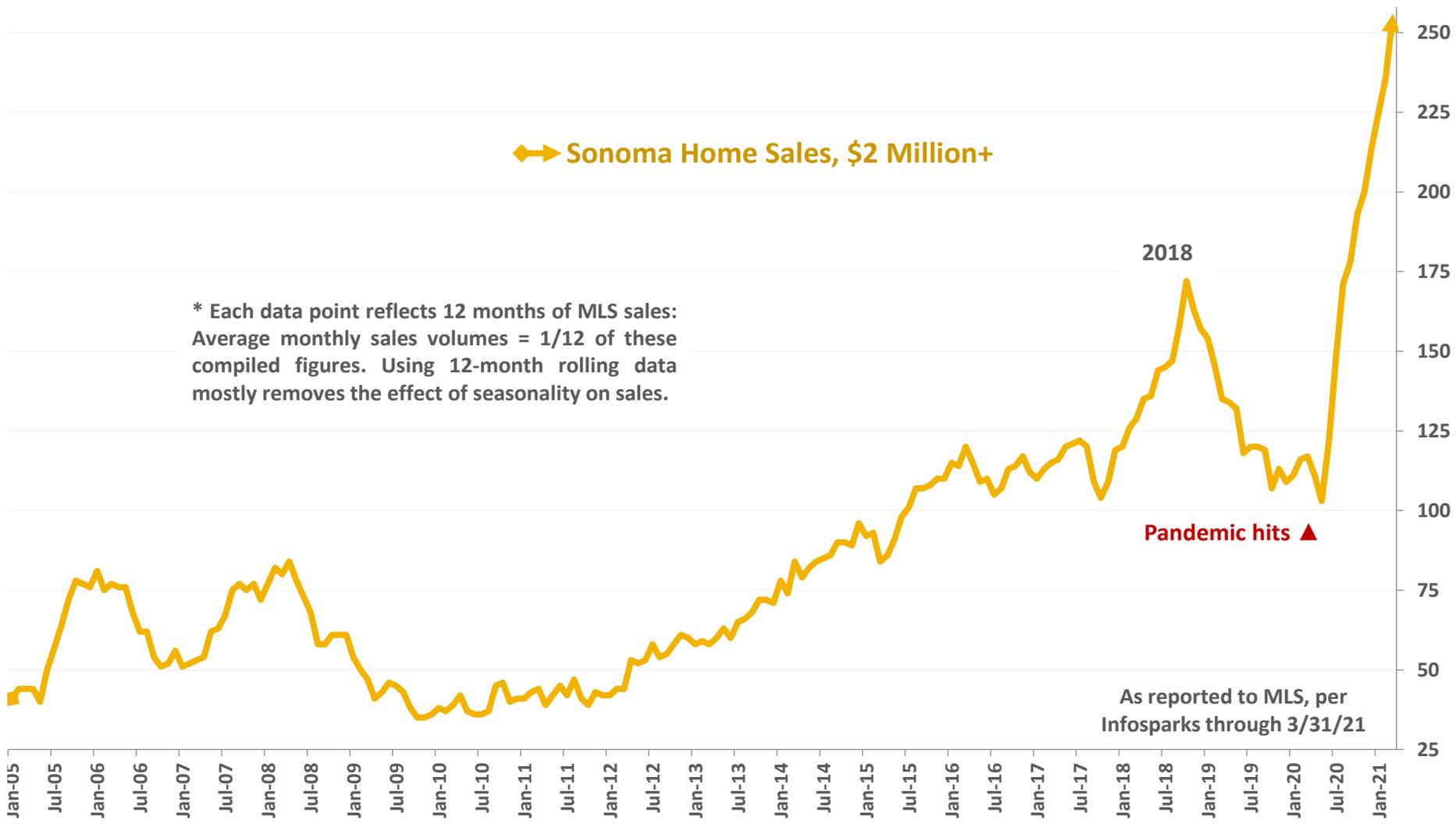


As reported to MLS. “Active” includes “Coming Soon” listings. Not all luxury home listing and sales are reported to MLS. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers approximate.



# Sonoma County Long-Term Luxury Home Sales

## 12-Month Rolling Sales Volumes since 2005, \$2 Million+\*



\* Each data point reflects 12 months of MLS sales: Average monthly sales volumes = 1/12 of these compiled figures. Using 12-month rolling data mostly removes the effect of seasonality on sales.

Reflecting sales reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

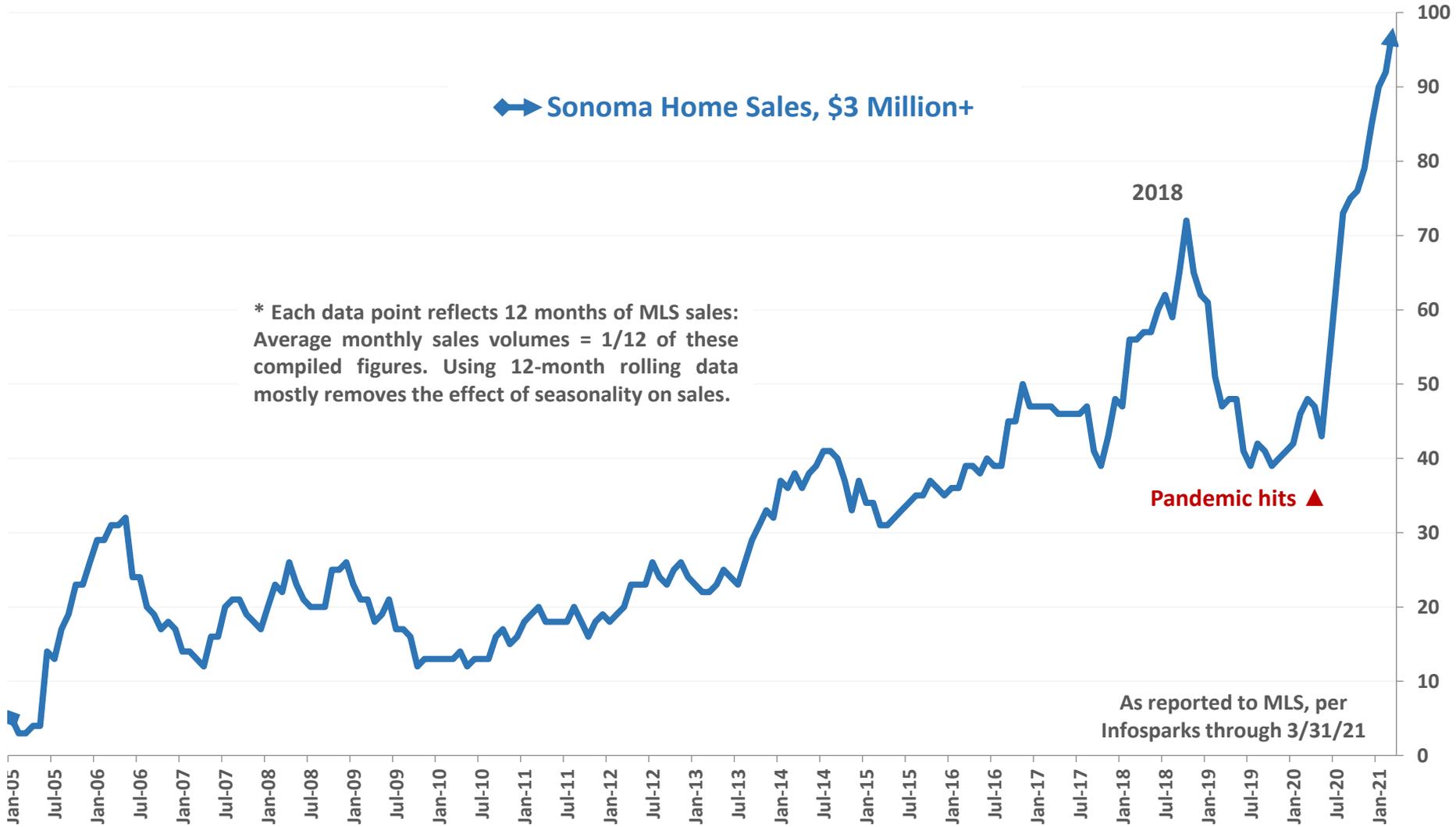


# Sonoma County Long-Term Ultra-Luxury Home Sales

## 12-Month Rolling Sales Volumes since 2005, \$3 Million+\*

↔ Sonoma Home Sales, \$3 Million+

\* Each data point reflects 12 months of MLS sales: Average monthly sales volumes = 1/12 of these compiled figures. Using 12-month rolling data mostly removes the effect of seasonality on sales.



2018

Pandemic hits ▲

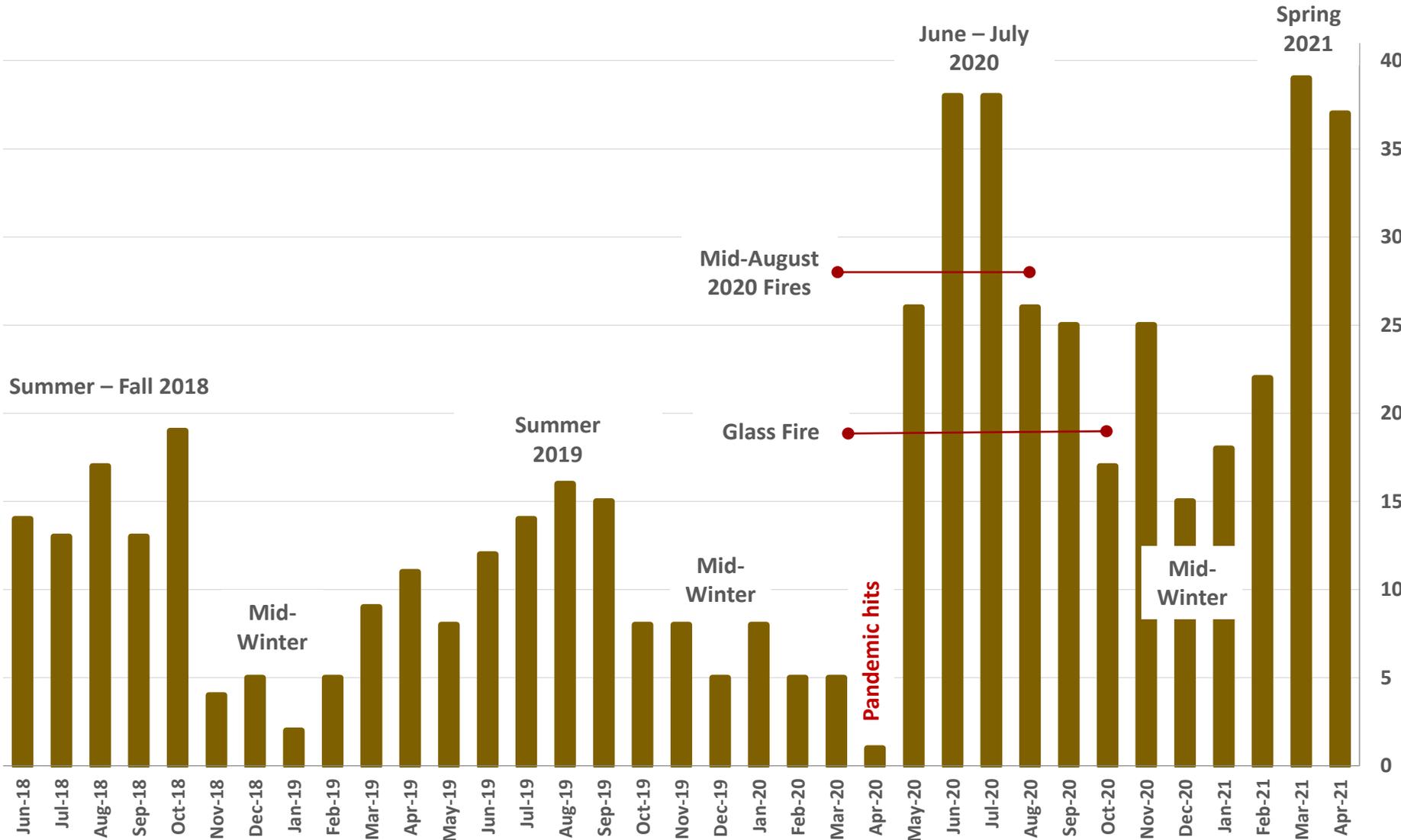
As reported to MLS, per Infosparks through 3/31/21

Reflecting sales reported to MLS, per Infosparks. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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# Sonoma County Luxury Home Market

## Listings Accepting Offers, \$2,000,000+



House and condo activity reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.



Statistics are generalities, essentially summaries of widely disparate data generated by dozens or hundreds of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate. Data from MLS, but not all listings or sales are reported to MLS.

**Median Sales Price** is that price at which half the properties sold for more and half for less. It may be affected by seasonality, “unusual” events, or changes in inventory and buying trends, as well as by changes in fair market value. The median sales price for an area will often conceal an enormous variety of sales prices in the underlying individual sales.

**Dollar per Square Foot** is based upon the home’s interior living space and does not include garages, unfinished attics and basements, rooms built without permit, patios, decks or yards (though all those can add value to a home). These figures are usually derived from appraisals or tax records, but are sometimes unreliable (especially for older homes) or unreported altogether. The calculation can only be made on those home sales that reported square footage.

Many aspects of value cannot be adequately reflected in median and average statistics: curb appeal, age, condition, amenities, views, lot size, quality of outdoor space, “bonus” rooms, additional parking, quality of location *within* the neighborhood, and so forth. How these statistics apply to any particular home is unknown without a specific comparative market analysis.

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