



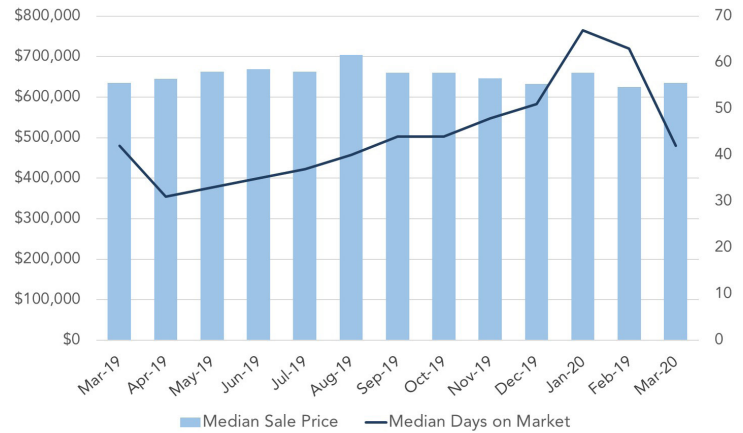
With the current COVID-19 pandemic affecting nearly every aspect of daily life, there is a lot of uncertainty going around and we at Vanguard Properties will not profess to know how the market will react in the coming months. While we wait for the data, this report looks at how the market performed during the first quarter of the year. Comparing to Q1 of last year, which incidentally started slower than is considered typically normal due to severe weather conditions and massive flooding, the year began with good momentum. The median sale price recorded at \$657,000 representing a 3.7 percent increase from Q1 of 2019. At the same time, the median days on market shed 7 days down to 45 for the quarter. Perhaps the most telling stats so far are the number of properties that went pending and those for sale on the last day of March which are both lower than the same time last year. Across regions, Petaluma and Guerneville saw large increases in the number of homes sold. Rohnert Park, Sonoma, and Windsor all saw significant decreases in median days spent on the market. Sebastopol and Windsor both experienced large jumps in median sale price. As we continue on into uncharted territory, we would like to take a moment to thank all of the first responders and front-line workers for their courage and strength as we work together to overcome this challenge.

SINGLE FAMILY RESIDENCES

YEAR-OVER-YEAR MARKET COMPARISON

MONTH-OVER-MONTH COMPARISON

	Q1-2020	Q1-2019	%Δ
MEDIAN			
SALE PRICE	\$657,000	\$633,750	+3.7%
DAYS ON MARKET	45	52	-13.5%
\$ / SQ. FT.	\$405	\$405	0.0%
TOTAL			
PROPERTIES PENDING	292	351	-16.8%
PROPERTIES SOLD	733	710	+3.2%
# FOR SALE LAST DAY OF MONTH (MARCH)	712	798	-10.8%
% OF PROPERTIES SOLD OVER LIST PRICE	31.5%	23.7%	+7.8%
% OF LIST PRICE RECEIVED (AVERAGE)	98.9%	98.6%	+0.3%



CHANGE IN PAST MONTH: SALE PRICE +1.6% DAYS ON MARKET -21 days

YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD			MEDIAN DAYS ON MARKET			MEDIAN PRICE		
	Q1 2020	Q1 2019	%Δ	Q1 2020	Q1 2019	%Δ	Q1 2020	Q1 2019	%Δ
Bodega Bay	7*	11	▼ 36%	30	98	▼ 69%	\$1,195,000	\$772,500	▲ 55%
Cazadero	2*	3*	▼ 33%	103	86	▲ 20%	\$423,500	\$425,000	0%
Cloverdale	15	16	▼ 6%	75	94	▼ 20%	\$548,000	\$537,500	▲ 2%
Cotati	16	18	▼ 11%	40	66	▼ 39%	\$604,500	\$590,000	▲ 2%
Forestville	7*	11	▼ 36%	38	50	▼ 24%	\$515,000	\$490,000	▲ 5%
Geyserville	2*	3*	▼ 33%	96	187	▼ 49%	\$2,060,000	\$710,000	▲ 190%
Glen Ellen	8*	6*	▲ 33%	77	34	▲ 126%	\$687,500	\$1,067,500	▼ 36%
Guerneville	23	15	▲ 53%	91	95	▼ 4%	\$407,500	\$490,000	▼ 17%
Healdsburg	25	28	▼ 11%	113	116	▼ 3%	\$775,000	\$802,500	▼ 3%
Jenner	3*	0	-	227	-	-	\$494,000	-	-
Kenwood	3*	0	-	243	-	-	\$600,000	-	-
Monte Rio	5*	2*	▲ 150%	94	65	▲ 45%	\$513,000	\$847,500	▼ 39%
Occidental	2*	1*	▲ 100%	126	151	▼ 17%	\$912,500	\$653,800	▲ 40%
Penngrove	11	9*	▲ 22%	56	46	▲ 22%	\$1,165,000	\$1,019,000	▲ 14%
Petaluma	101	87	▲ 16%	30	36	▼ 17%	\$775,000	\$732,000	▲ 6%
Rohnert Park	49	47	▲ 4%	29	63	▼ 54%	\$610,000	\$587,400	▲ 4%
Santa Rosa	309	310	0%	47	47	0%	\$630,000	\$596,250	▲ 6%
Sebastopol	34	35	▼ 3%	72	58	▲ 24%	\$890,500	\$790,800	▲ 13%
Sonoma	50	47	▲ 6%	40	75	▼ 47%	\$745,000	\$851,000	▼ 12%
Windsor	49	47	▲ 4%	33	61	▼ 46%	\$684,000	\$602,000	▲ 14%
All Sonoma County	733	710	▲ 3%	45	52	▼ 13%	\$657,000	\$633,750	▲ 4%

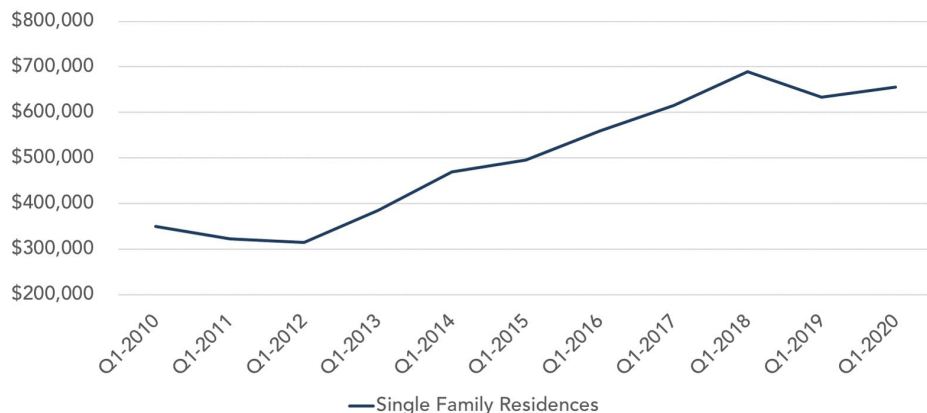
*Small sample size (n<10); use caution when interpreting statistics.

Sources: Bareis MLS & BrokerMetrics, Data for Single Family Detached Homes. 1/01/2020 - 3/31/2020 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.



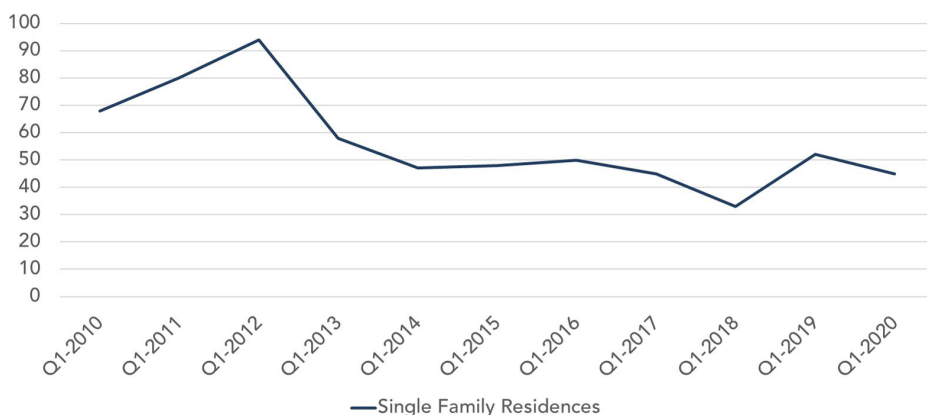
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



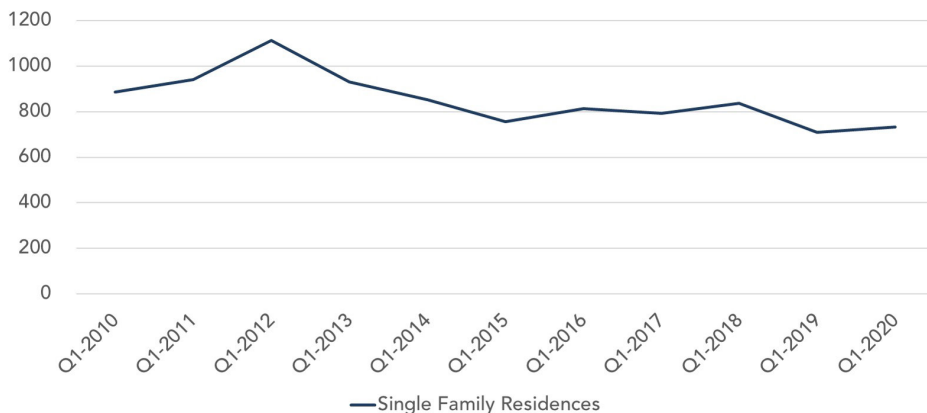
Single Family Residences
\$657,000
 +3.7% year-over-year

MEDIAN MARKET TIME



Single Family Residences
45 days
 -7 days year-over-year

NUMBER OF SALES



Single Family Residences
733
 +3.2% year-over-year

Sources: BAREIS, Data for Single Family Detached Homes. 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.