

# Sonoma County

MARKET REPORT

OCTOBER 2025

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# Sonoma County Market Talk

The year may be winding down, but the market hasn't hit pause. November often brings a different kind of activity, focused buyers eager to close before the holidays and sellers positioning themselves ahead of the new year. The Fed's recent rate cut continues to ripple through the market, giving both sides reason for renewed confidence. Inventory is holding steady, and serious conversations are happening now. Let's take a closer look at what's shaping the local market this month.

In Sonoma County, the number of home sales increased 9.3% to 363 from the prior month, while the number of available listings decreased 7.7% to 973. Days on market decreased 4.4% to 65 days. Median sales price increased 1.9% from the prior month and held steady from the prior year to \$815,000. For condos, the number of sales decreased 11.4% to 31 from the prior month, while the number of available listings decreased 14.7% to 81. Days on market increased 42.9% to 100 days. Median sales price decreased 5.5% from the prior month and decreased 1.0% from the prior year to \$411,000.

Considering a move before year's end? The right plan and agent can make it happen seamlessly. Let's connect to discuss your goals and strategy.

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# Notable Numbers

Sonoma County: **OCTOBER 2025**

11

PROPERTIES SOLD  
OFF MARKET

35

SOLD WITH  
ADDITIONAL  
DWELLING

25%

SOLD ABOVE  
LIST PRICE

39%

HAD MULTIPLE  
OFFERS

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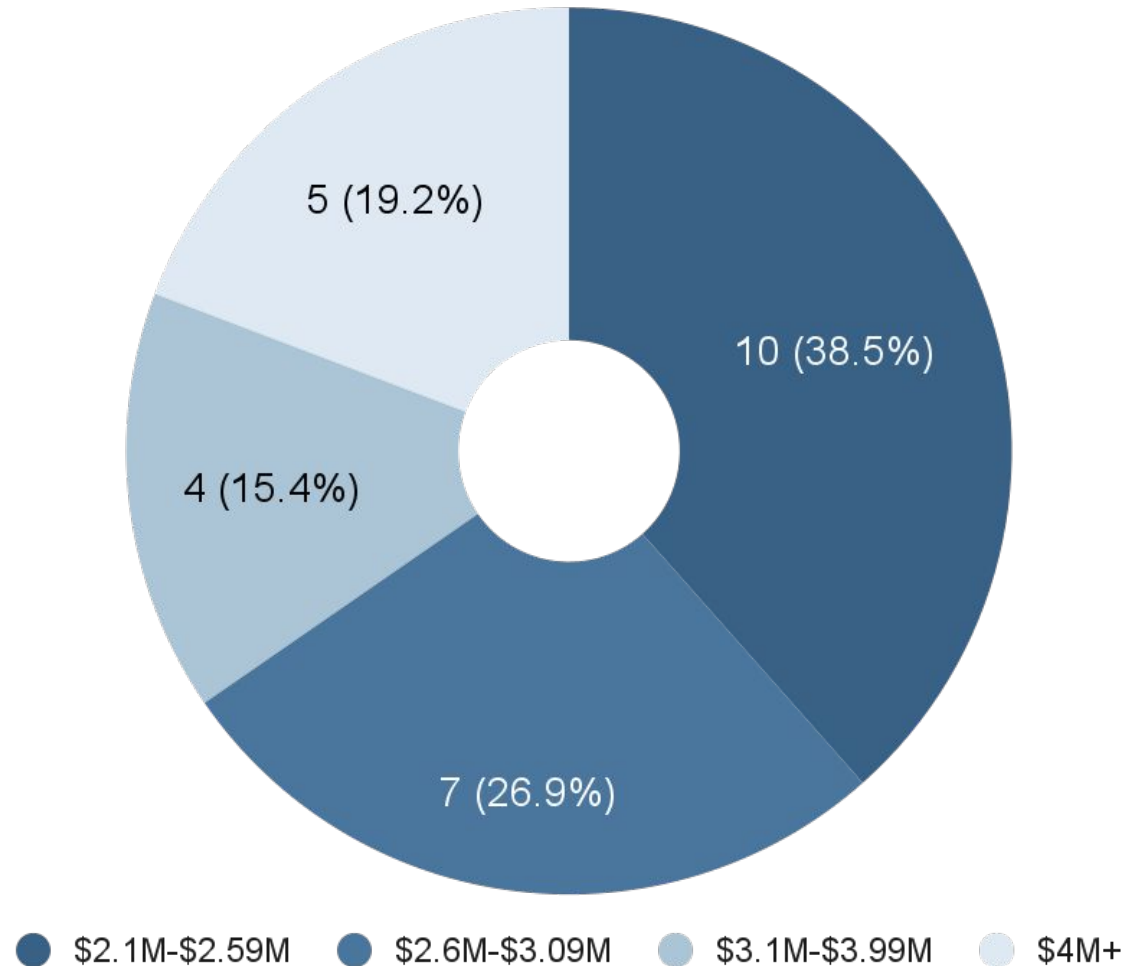
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# A Look at Luxury

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# Single Family Homes

Sonoma County: **OCTOBER 2025**

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# Market Snapshot

Sonoma County | Single Family Homes: **OCTOBER 2025**

## MEDIAN SOLD PRICE

**\$815K**

M-o-M Change ▲1.9%

Y-o-Y Change ▲0.0%

## PRICE PER SQ. FT.

**\$559**

M-o-M Change ▼0.5%

Y-o-Y Change ▲0.9%

## DAYS ON MARKET

**65**

M-o-M Change ▼4.4%

Y-o-Y Change ▲25.0%

## # PROPERTIES SOLD

**363**

M-o-M Change ▲9.3%

Y-o-Y Change ▼2.2%

## MONTHS OF INVENTORY

**2.7**

M-o-M Change ▼15.6%

Y-o-Y Change ▲22.7%

## % SOLD TO ORIG PRICE

**95%**

M-o-M Change ▲0.0%

Y-o-Y Change ▼2.1%

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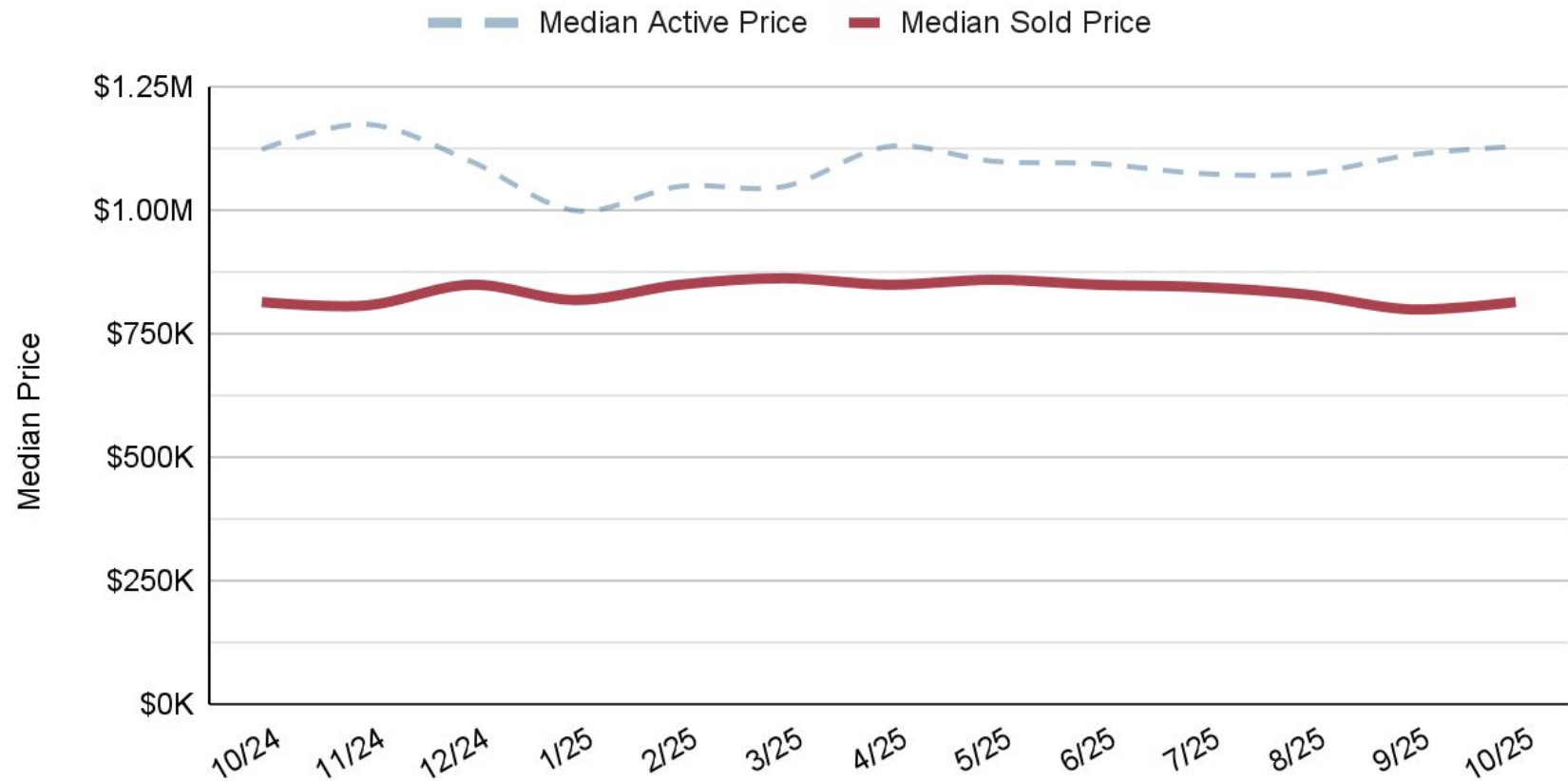
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# Median Active vs. Sold Price

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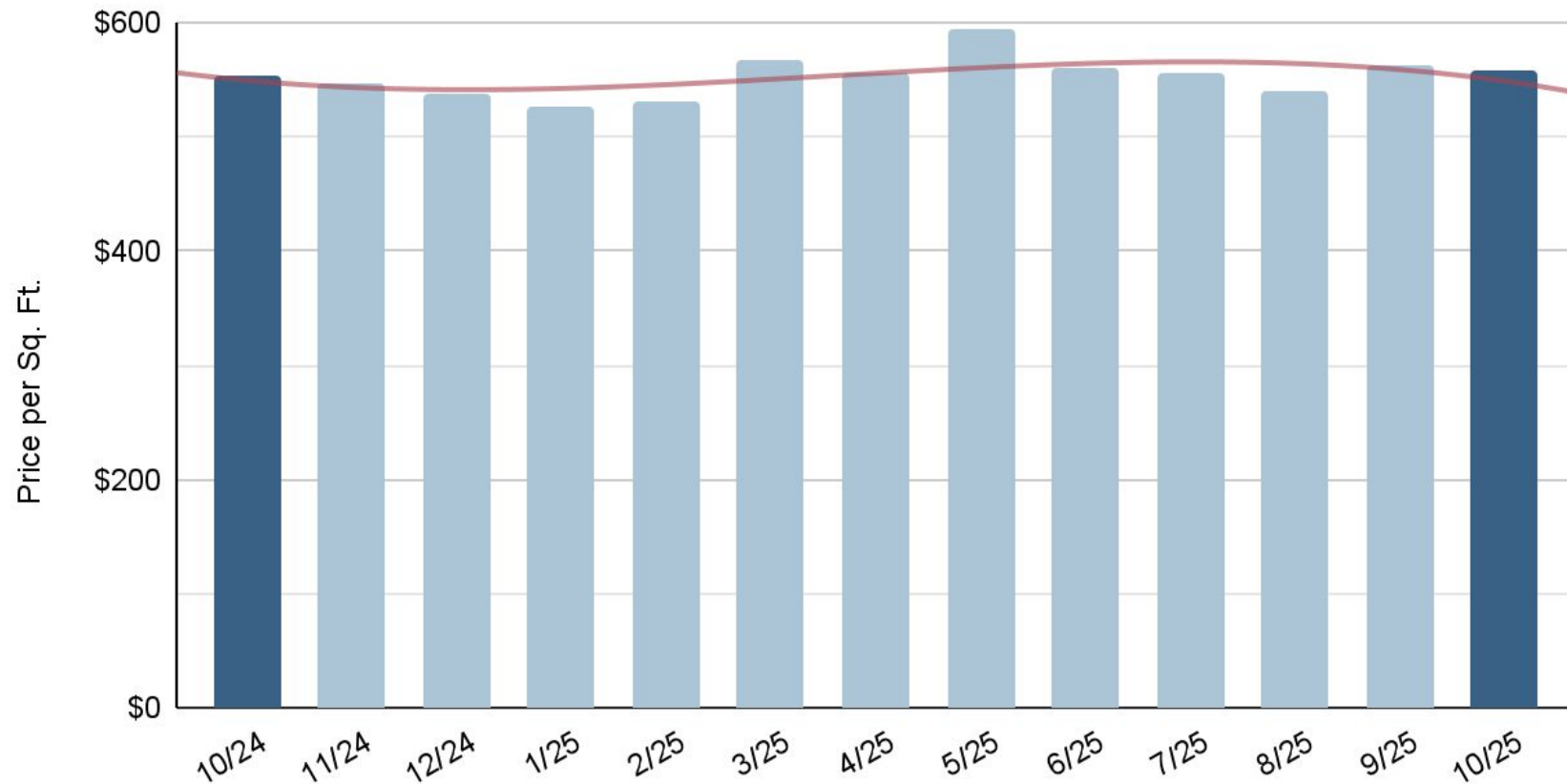
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# Average Price per Square Foot

Sonoma County | Single Family Homes: **OCTOBER 2025**



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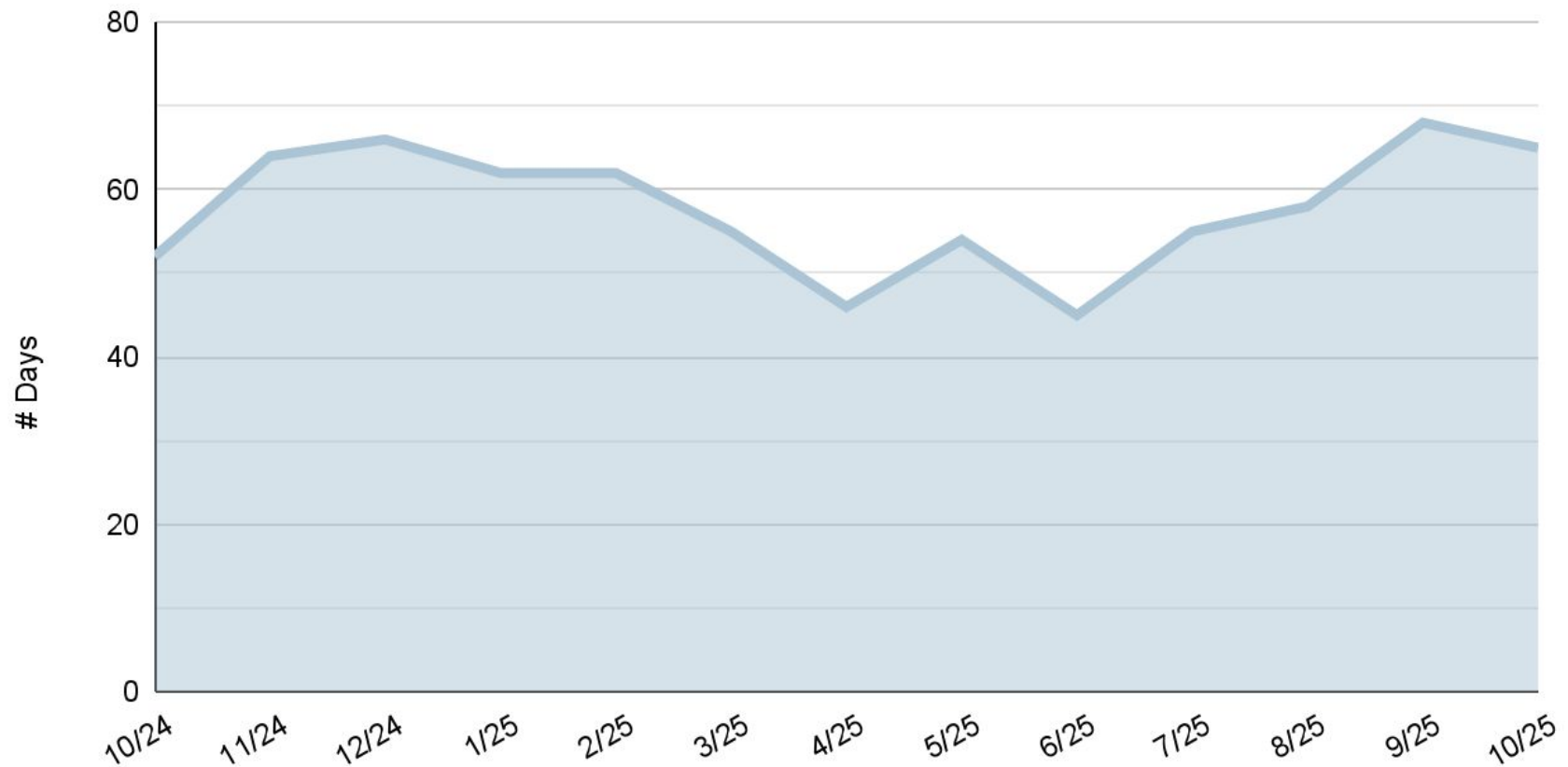
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# Average Days on Market

Sonoma County | Single Family Homes: **OCTOBER 2025**



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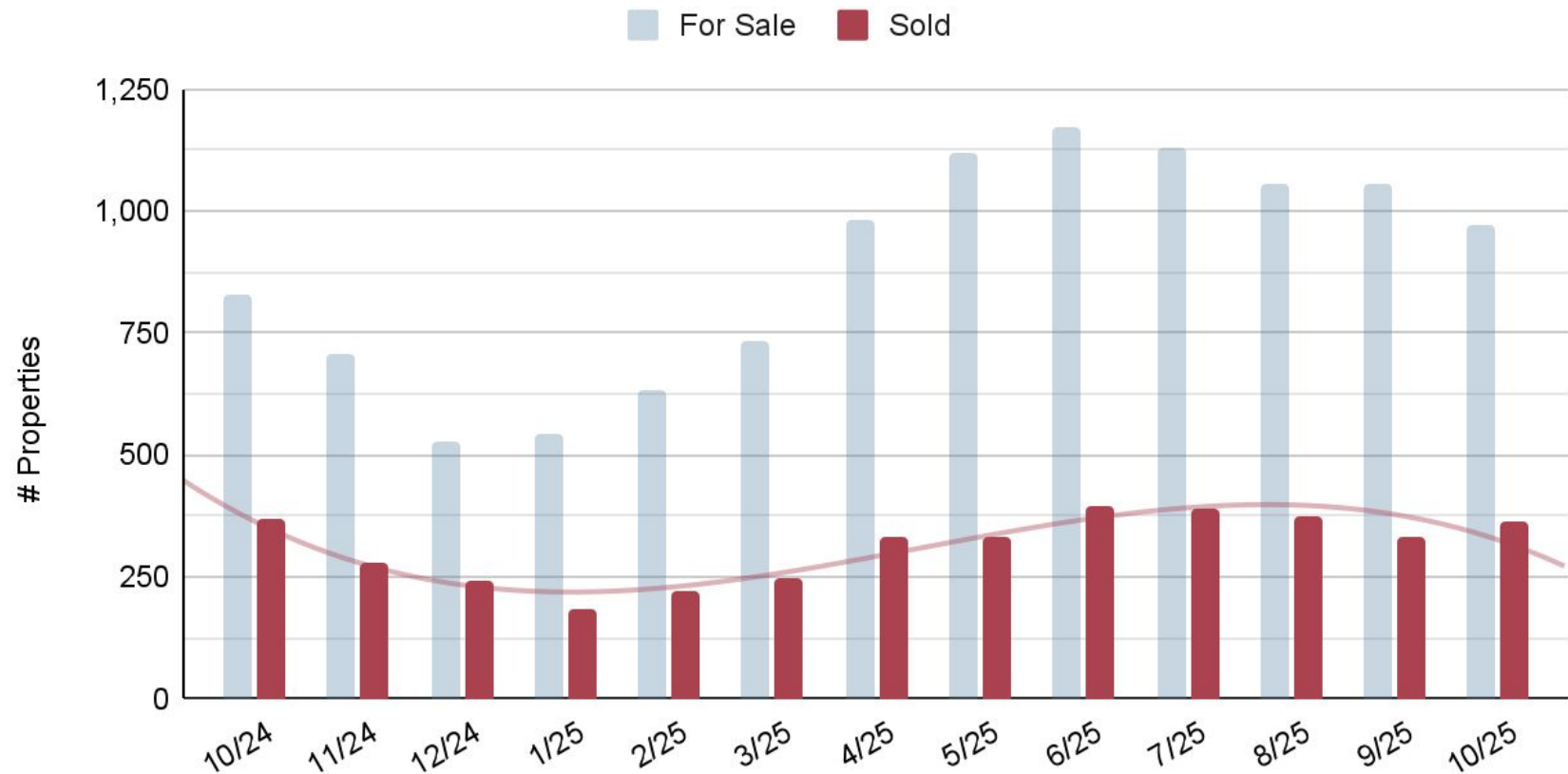
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# # Properties For Sale vs. Sold

Sonoma County | Single Family Homes: **OCTOBER 2025**



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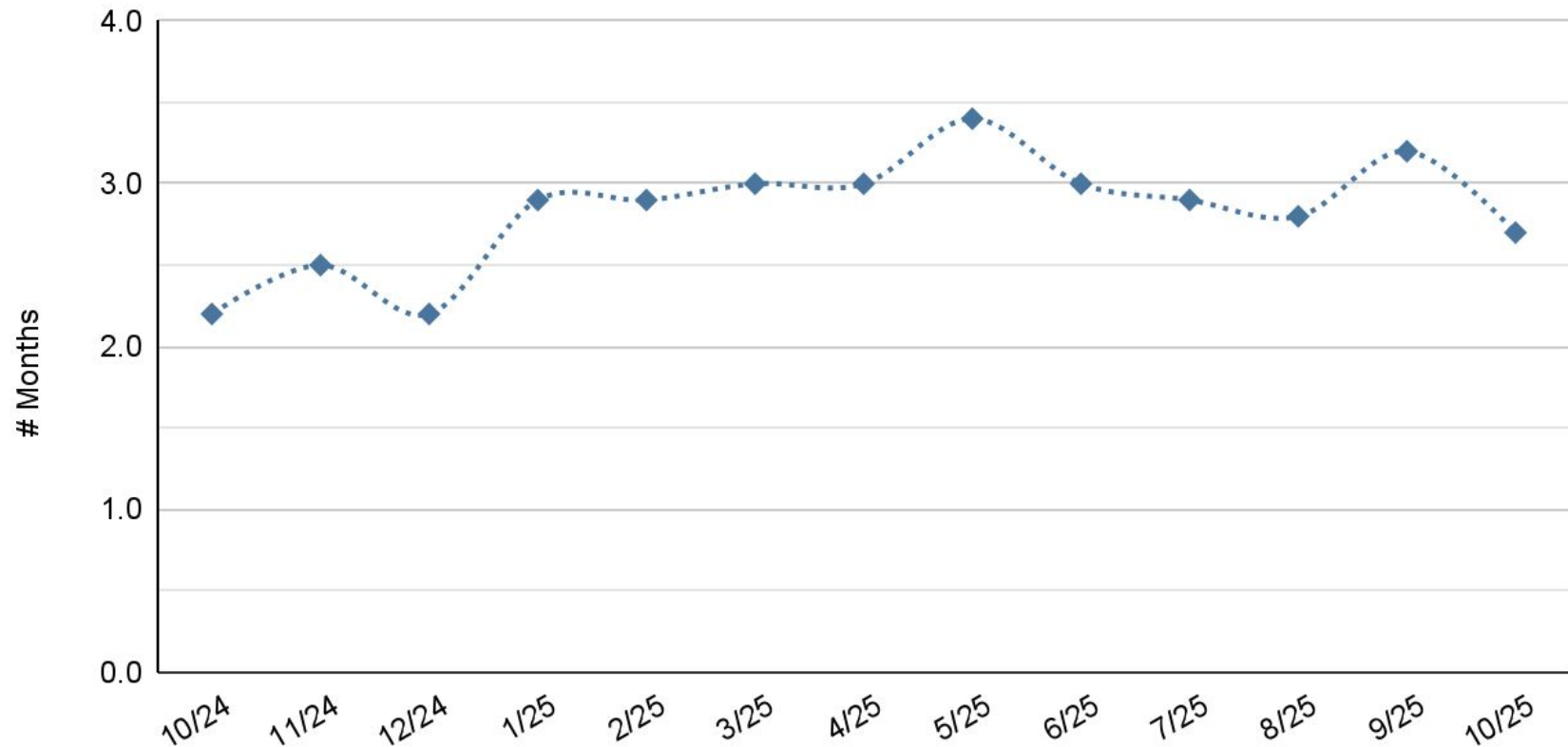
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# Months Supply of Inventory

Sonoma County | Single Family Homes: **OCTOBER 2025**



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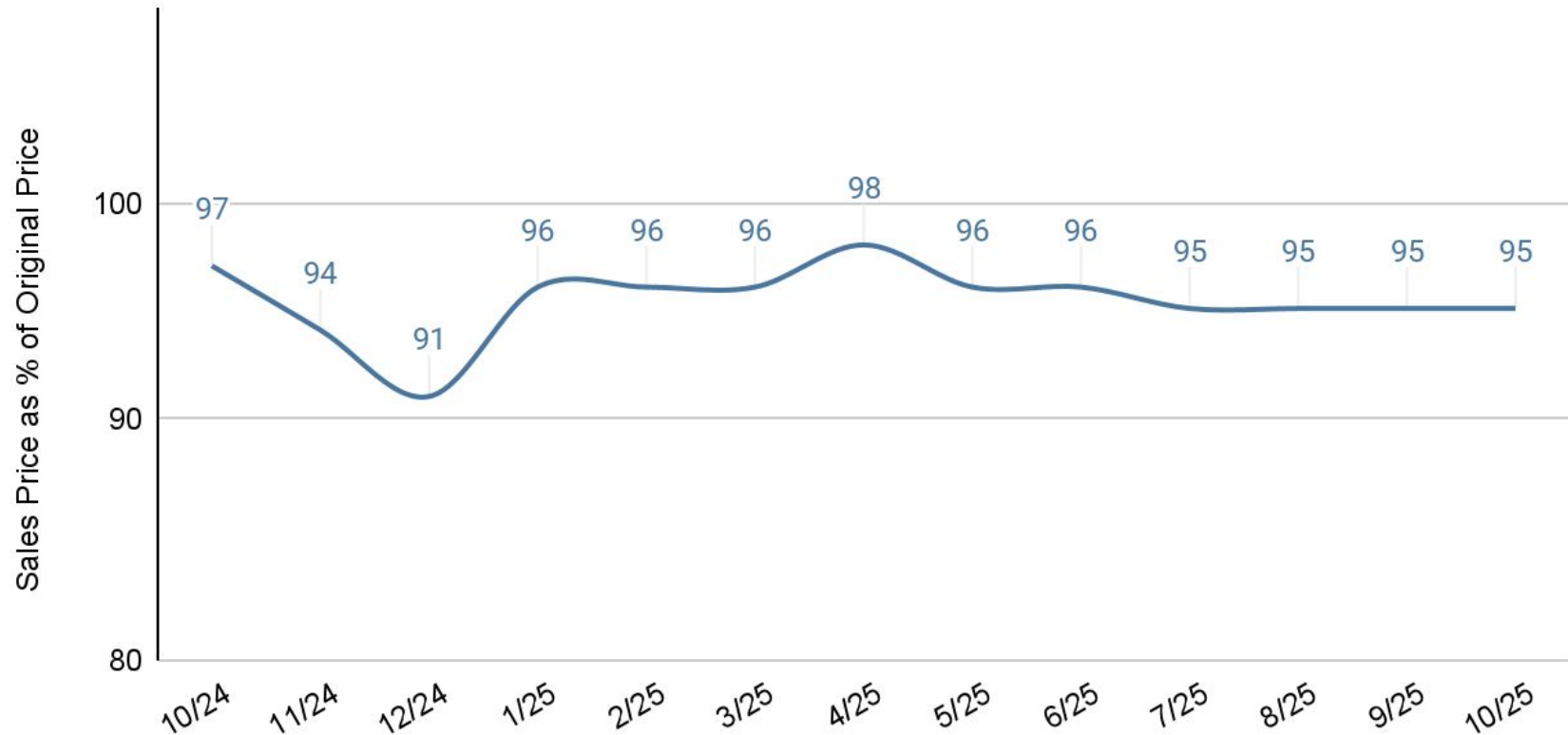
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# % Sold Price to Original Price

Sonoma County | Single Family Homes: **OCTOBER 2025**



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# Cities by the Numbers

Sonoma County | Single Family Homes: **OCTOBER 2025**

| OCTOBER 2025        |              |              |                |                |              |                  | YEAR-OVER-YEAR % CHANGE |              |                |                |              |                  |
|---------------------|--------------|--------------|----------------|----------------|--------------|------------------|-------------------------|--------------|----------------|----------------|--------------|------------------|
| Single Family Homes | Med. Sold \$ | \$ per Sq Ft | Days on Market | # Active Props | # Sold Props | Mo. of Inventory | Med. Sold \$            | \$ per Sq Ft | Days on Market | # Active Props | # Sold Props | Mo. of Inventory |
| Cotati              | \$875K       | \$658        | 14             | 11             | 4            | 2.8              | ▲27%                    | ▲42%         | ▼66%           | ▲450%          | ▼56%         | ▲1300%           |
| Healdsburg          | \$1.59M      | \$995        | 72             | 81             | 19           | 4.3              | ▲33%                    | ▲19%         | ▲33%           | ▲1%            | ▲27%         | ▼19%             |
| Petaluma            | \$925K       | \$577        | 52             | 59             | 51           | 1.2              | ▼3%                     | ▼1%          | ▲21%           | ▼29%           | ▲28%         | ▼43%             |
| Rohnert Park        | \$704K       | \$423        | 63             | 43             | 26           | 1.7              | ▼10%                    | ▲4%          | ▲31%           | ▲16%           | ▼16%         | ▲42%             |
| Russian River       | \$548K       | \$451        | 70             | 71             | 18           | 3.9              | ▲2%                     | ▼4%          | ▲35%           | ▲34%           | ▲29%         | ▲3%              |
| Santa Rosa          | \$715K       | \$468        | 64             | 337            | 141          | 2.4              | ▼7%                     | ▼2%          | ▲25%           | ▲19%           | ▼6%          | ▲26%             |
| Sebastopol          | \$1.16M      | \$612        | 65             | 35             | 23           | 1.5              | ▲34%                    | ▲20%         | ▼34%           | ▲40%           | ▲92%         | ▼29%             |
| Sonoma              | \$1.08M      | \$726        | 89             | 133            | 26           | 5.1              | ▼17%                    | ▼11%         | ▲141%          | ▲37%           | ▼7%          | ▲46%             |
| Sonoma Coast        | \$1.28M      | \$907        | 36             | 34             | 5            | 6.8              | ▼18%                    | ▲4%          | ▼53%           | ▲70%           | ▼44%         | ▲209%            |
| Windsor             | \$846K       | \$465        | 49             | 34             | 20           | 1.7              | ▲3%                     | ▼8%          | ▲0%            | ▲17%           | ▼35%         | ▲89%             |

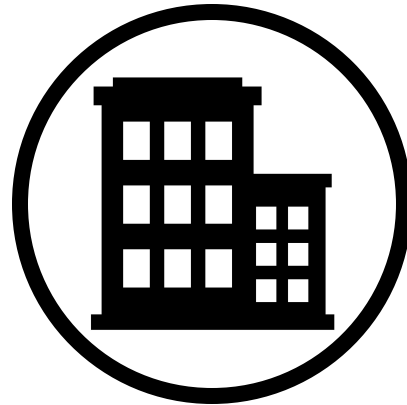
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# Condominiums

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# Market Snapshot

Sonoma County | Condominiums: **OCTOBER 2025**

## MEDIAN SOLD PRICE

**\$411K**

M-o-M Change ▼5.5%

Y-o-Y Change ▼1.0%

## PRICE PER SQ. FT.

**\$405**

M-o-M Change ▼0.5%

Y-o-Y Change ▼5.4%

## DAYS ON MARKET

**100**

M-o-M Change ▲42.9%

Y-o-Y Change ▲63.9%

## # PROPERTIES SOLD

**31**

M-o-M Change ▼11.4%

Y-o-Y Change ▼6.1%

## MONTHS OF INVENTORY

**2.6**

M-o-M Change ▼3.7%

Y-o-Y Change ▲52.9%

## % SOLD TO ORIG PRICE

**95%**

M-o-M Change ▼1.0%

Y-o-Y Change ▼3.1%

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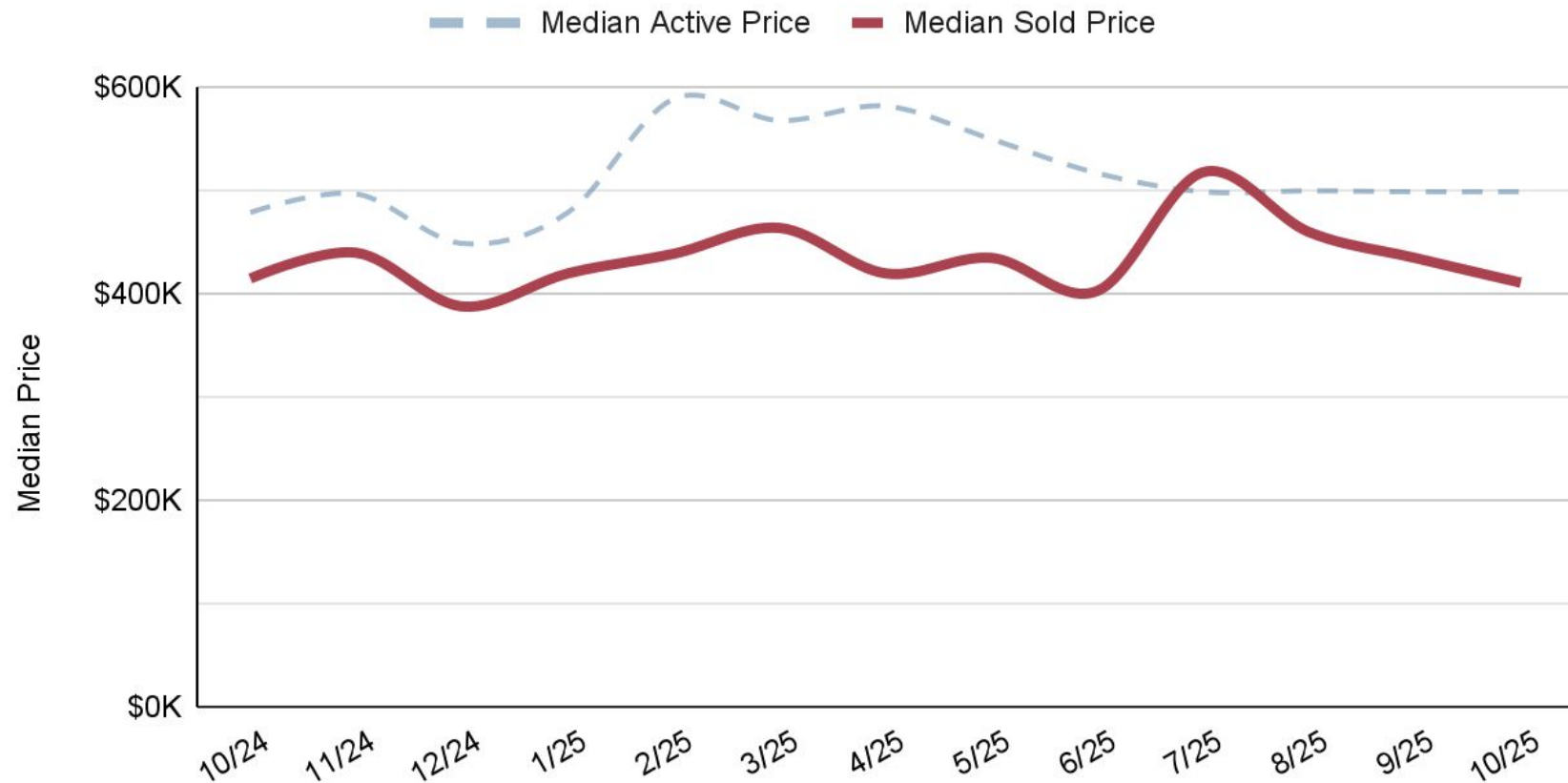
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# Median Active vs. Sold Price

Sonoma County | Condominiums: **OCTOBER 2025**



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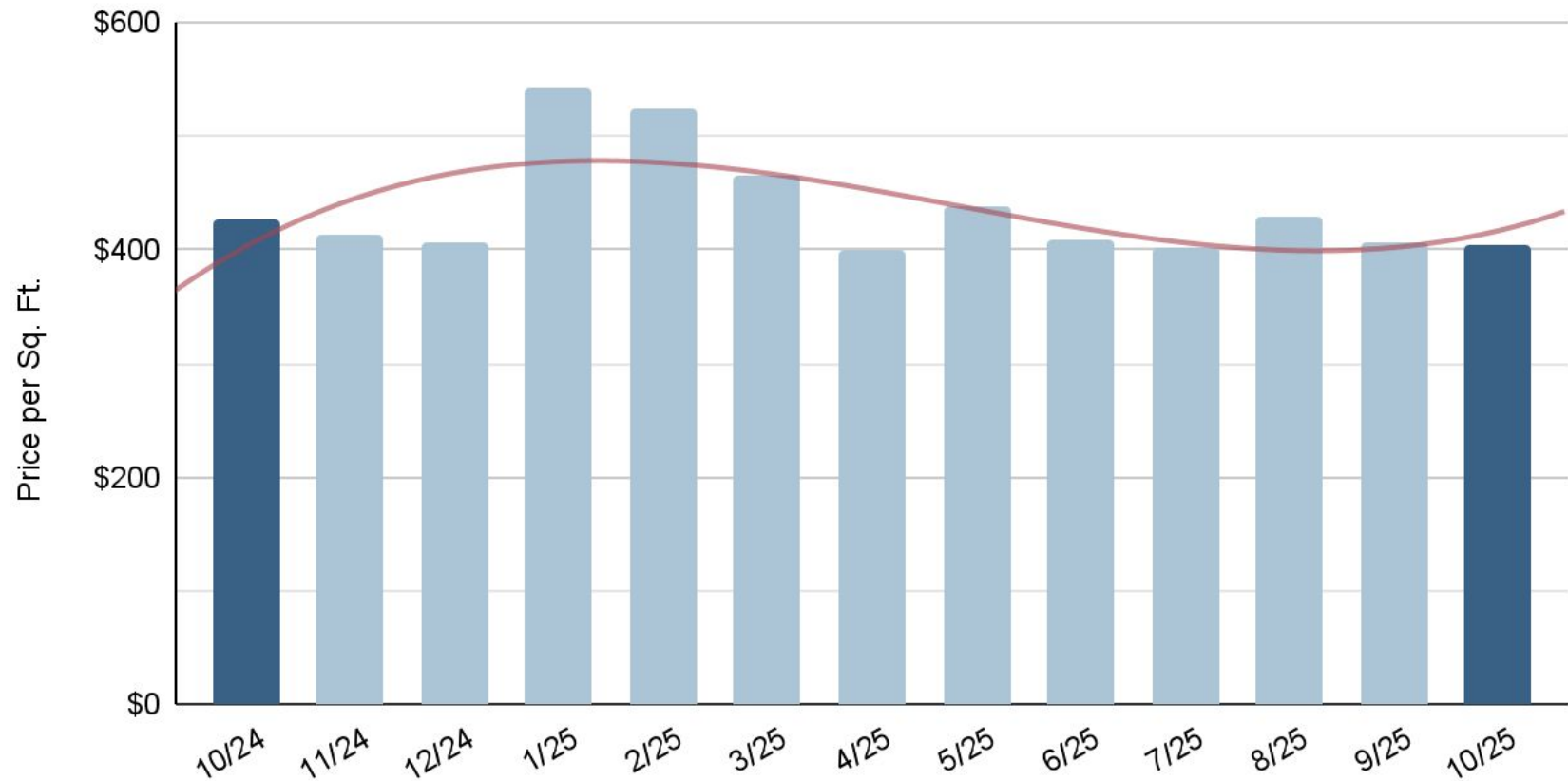
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# Average Price per Square Foot

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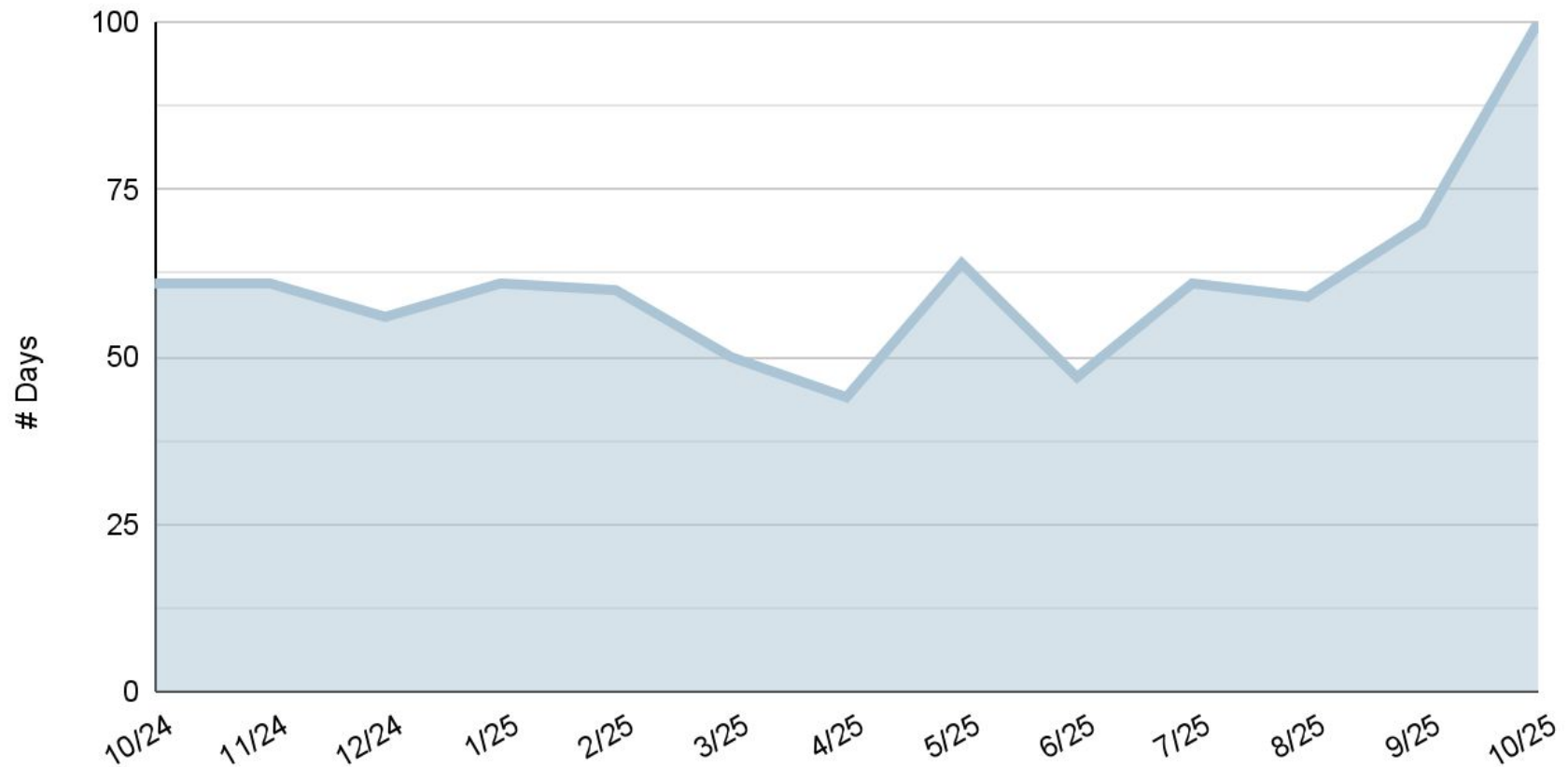
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# Average Days on Market

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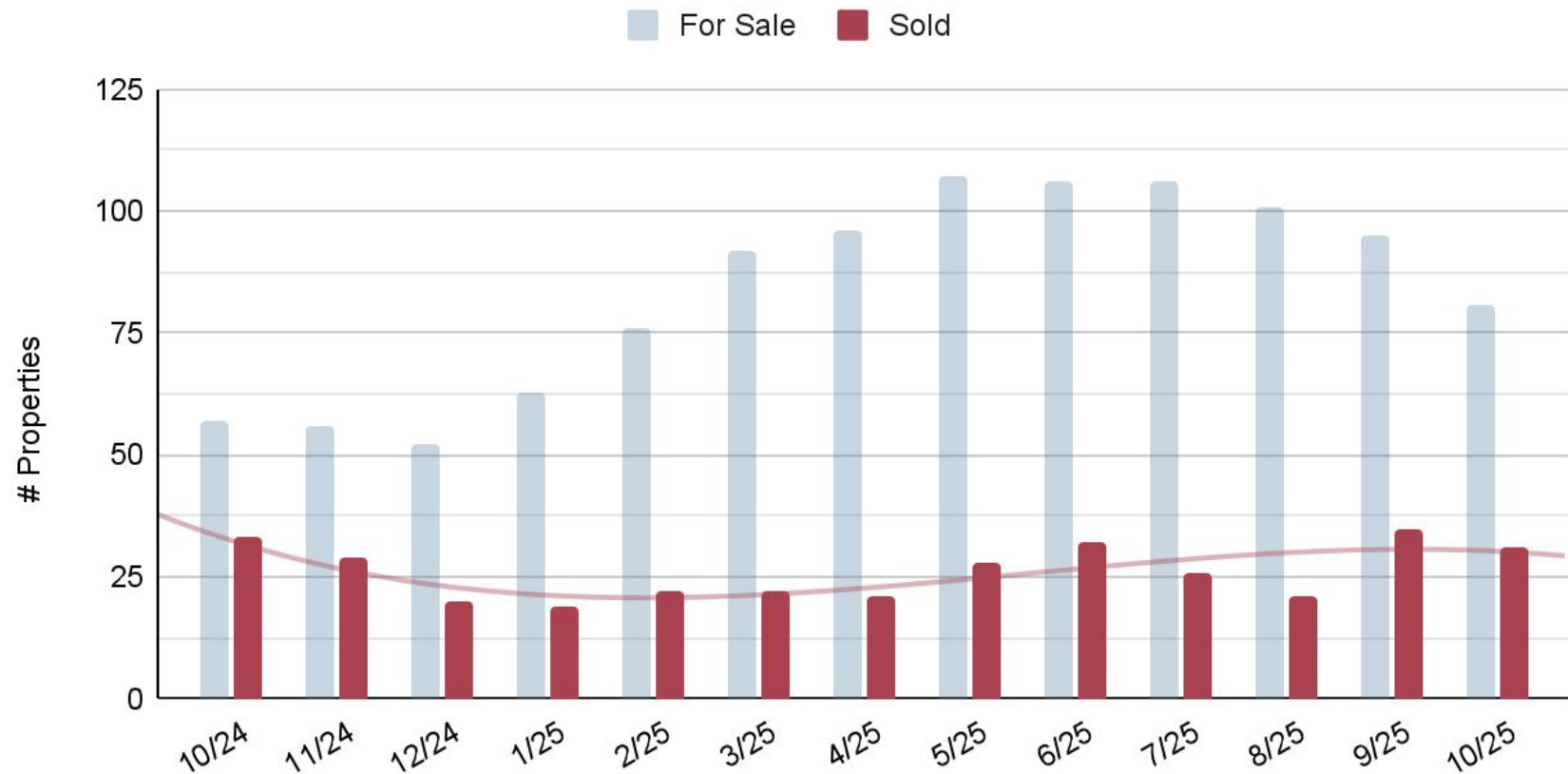
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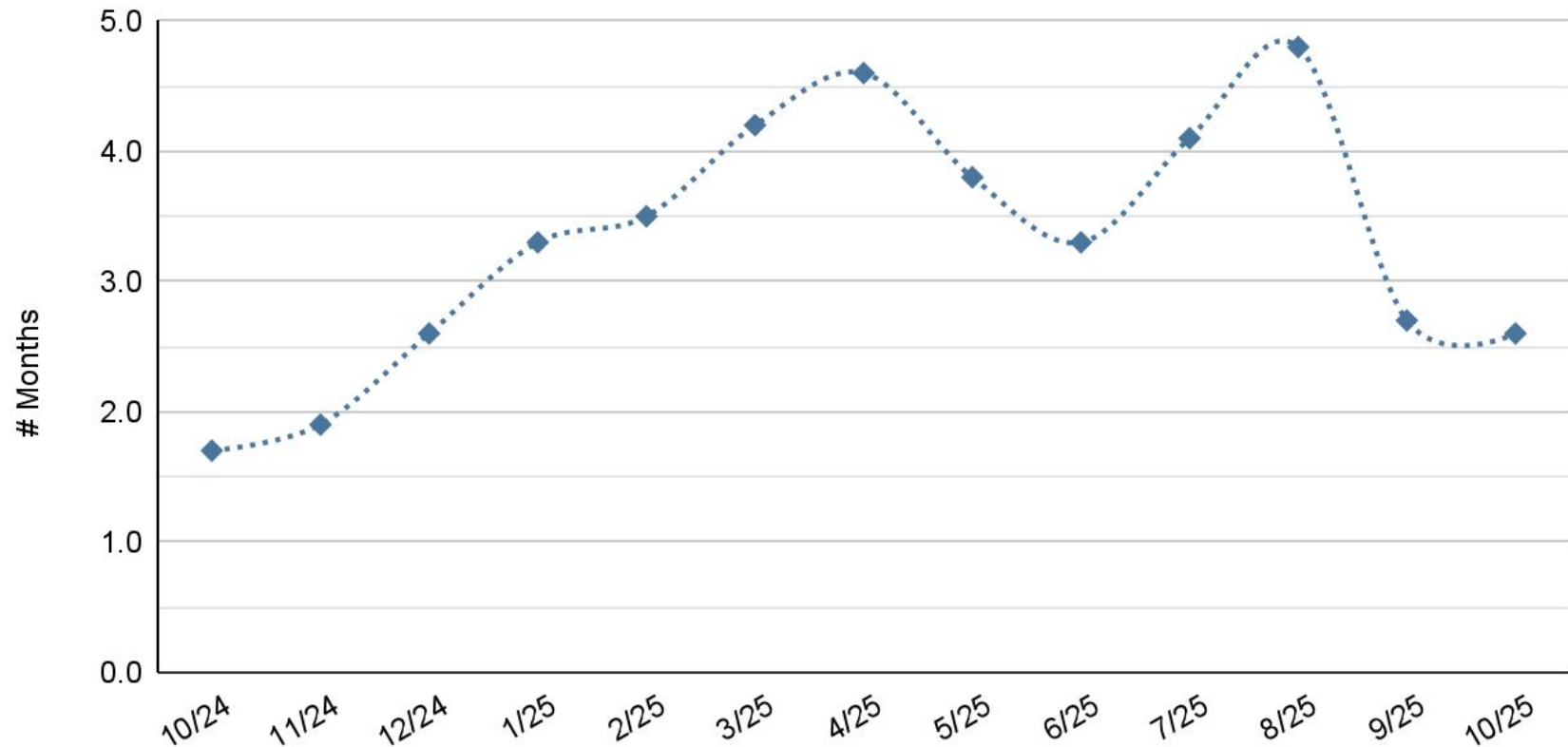
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# Months Supply of Inventory

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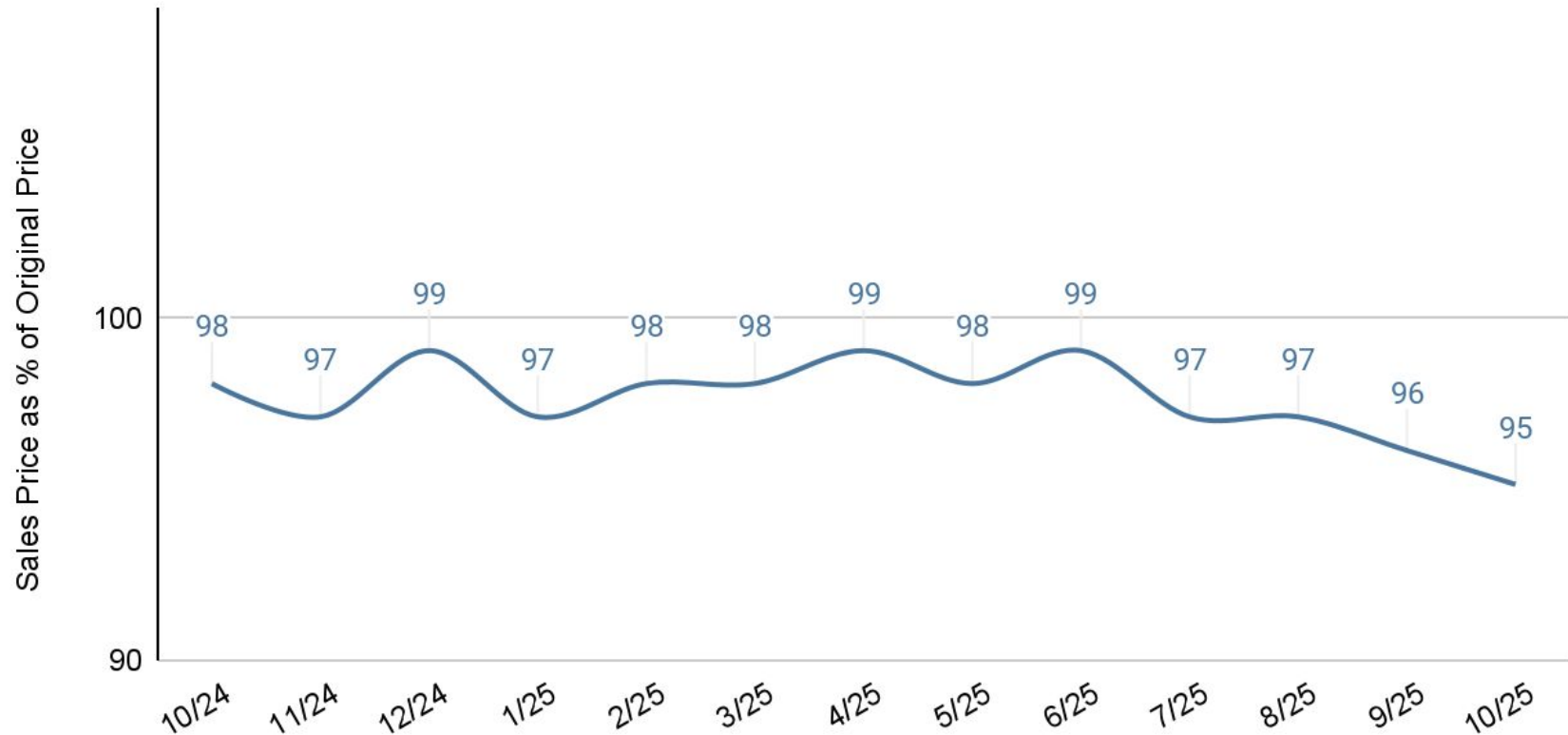
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# % Sold Price to Original Price

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# METHODOLOGY, METRICS & SOURCE

The Corcoran Icon Properties Market Report offers current and valuable information regarding the local market. Each region reported on is broken down by city or neighborhood and contains specific details and insights related to that market.

## Metrics

MEDIAN PRICE is the middle or midpoint price where half of sales fall below and half fall above this number.

AVERAGE PRICE PER SQUARE FOOT is the average sold price divided by the average square footage of sold properties.

DAYS ON MARKET averages how long a unit takes to sell and is calculated determining the number of days from when the property is first listed until the property comes off market (for example, when it becomes pending).

# PROPERTIES SOLD is the total number of properties that closed during the period shown.

# PROPERTIES FOR SALE is the total number of properties available for sale during the period shown.

MONTHS SUPPLY OF INVENTORY is the number of months it would take for all currently for sale properties to sell based on the current pace of sales. This is calculated by dividing the number of properties for sale by the number of properties sold during a given month.

PERCENTAGE SOLD PRICE TO ORIGINAL PRICE is the final sales price of a property compared to the original list price, expressed as a percentage. This number is above 100% when properties are selling above the original list price.

## Data Source:

Figures in this report are based on publicly reported closed sales information via the Multiple Listing Service (MLS). Information is deemed reliable, but may contain errors and is subject to change. Not all sales are entered into the MLS. Information is added daily, therefore data available is constantly changing. Current monthly sold statistics may be adjusted on the next month's report; this reflects additional closed transactions that are reported late.

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