

A scenic landscape of rolling hills in Sonoma County, California. The hills are covered in green vineyards, with rows of grapevines visible. In the foreground, there is a field of bright yellow wildflowers. The sky is filled with soft, white clouds, and the lighting suggests a late afternoon or early morning setting. The overall mood is peaceful and picturesque.

Sonoma County

MARKET REPORT

SEPTEMBER 2025

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Sonoma County Market Talk

There's something in the air — maybe it's the first hint of crisp fall weather, or maybe it's just pumpkin spice season announcing itself again — but either way, autumn has officially arrived. And right on cue, the post-Labor Day surge in real estate is here too. The Fed's recent rate cut has stirred fresh momentum, bringing more buyers back into the market, and with additional cuts expected in 2026, confidence is building. Across many areas, a wave of new listings is adding energy as we head into fall. Let's take a closer look at what's happening locally.

In Sonoma County, the number of home sales decreased 12.8% to 328 from the prior month, while the number of available listings held steady to 1054. Days on market increased 17.2% to 68 days. Median sales price decreased 3.6% from the prior month and decreased 3.8% from the prior year to \$800,000. For condos, the number of sales increased 66.7% to 35 from the prior month, while the number of available listings decreased 5.9% to 95. Days on market increased 18.6% to 70 days. Median sales price decreased 5.4% from the prior month and decreased 17.9% from the prior year to \$435,000.

Thinking about a move? There's still time to make it happen this year with the right plan and strategy — and the right agent in your corner. Let's talk about your goals and what's next.

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Notable Numbers

Sonoma County: **SEPTEMBER 2025**

11

PROPERTIES SOLD
OFF MARKET

32

SOLD WITH
ADDITIONAL
DWELLING

22%

SOLD ABOVE
LIST PRICE

34%

HAD MULTIPLE
OFFERS

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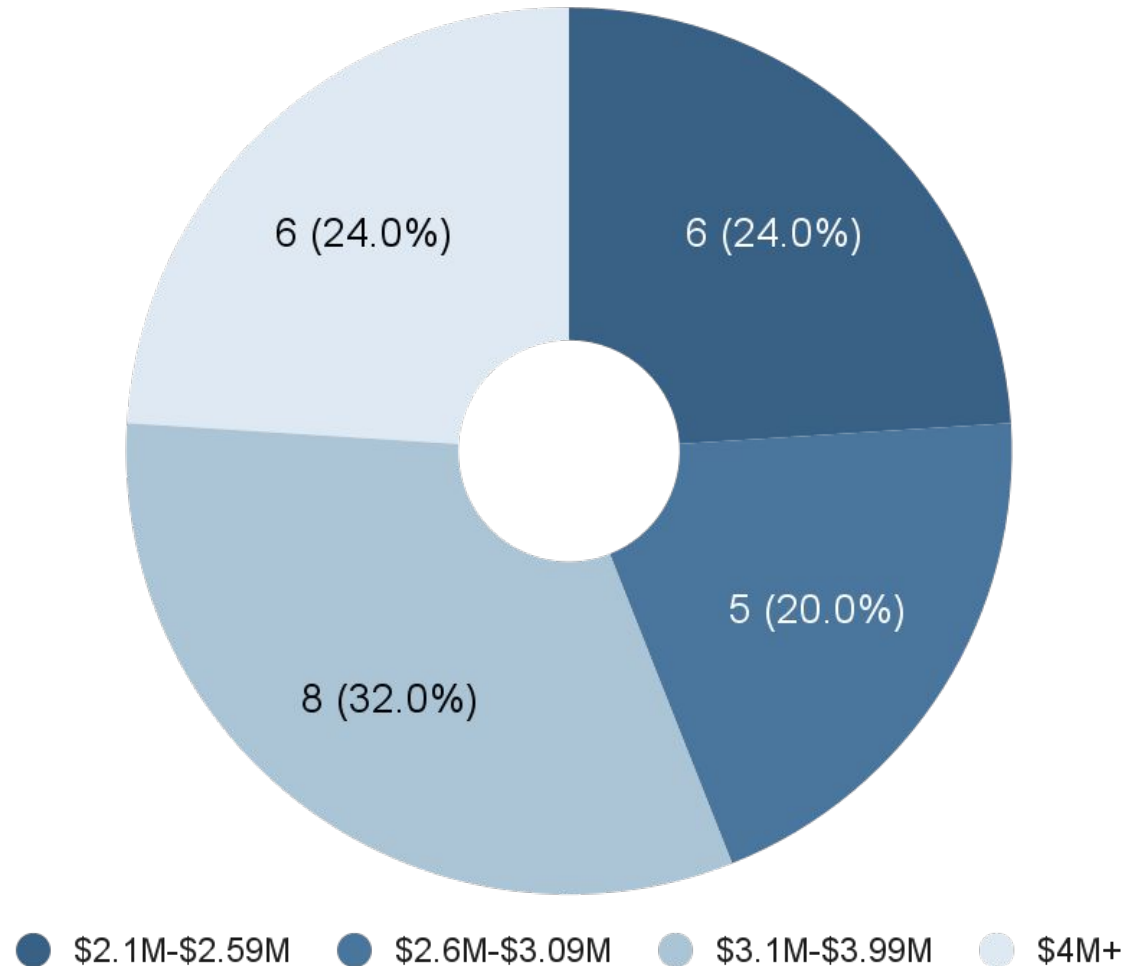
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A Look at Luxury

Sonoma County: **SEPTEMBER 2025**



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Single Family Homes

Sonoma County: **SEPTEMBER 2025**

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Market Snapshot

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

MEDIAN SOLD PRICE

\$800K

M-o-M Change ▼3.6%

Y-o-Y Change ▼3.8%

PRICE PER SQ. FT.

\$563

M-o-M Change ▲4.1%

Y-o-Y Change ▲3.3%

DAYS ON MARKET

68

M-o-M Change ▲17.2%

Y-o-Y Change ▲30.8%

PROPERTIES SOLD

328

M-o-M Change ▼12.8%

Y-o-Y Change ▲4.1%

MONTHS OF INVENTORY

3.2

M-o-M Change ▲14.3%

Y-o-Y Change ▲18.5%

% SOLD TO ORIG PRICE

95%

M-o-M Change ▲0.0%

Y-o-Y Change ▲0.0%

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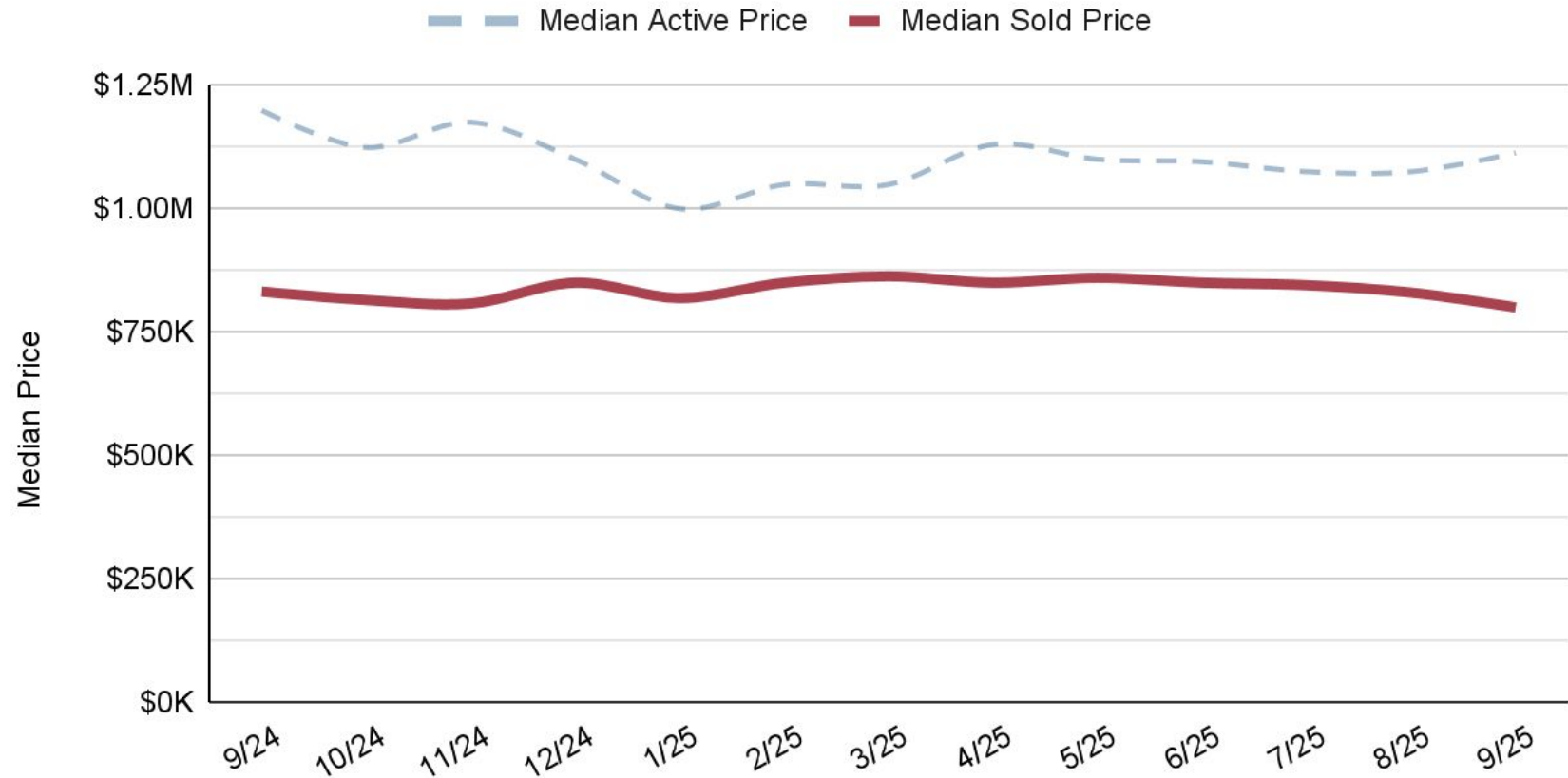
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Median Active vs. Sold Price

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



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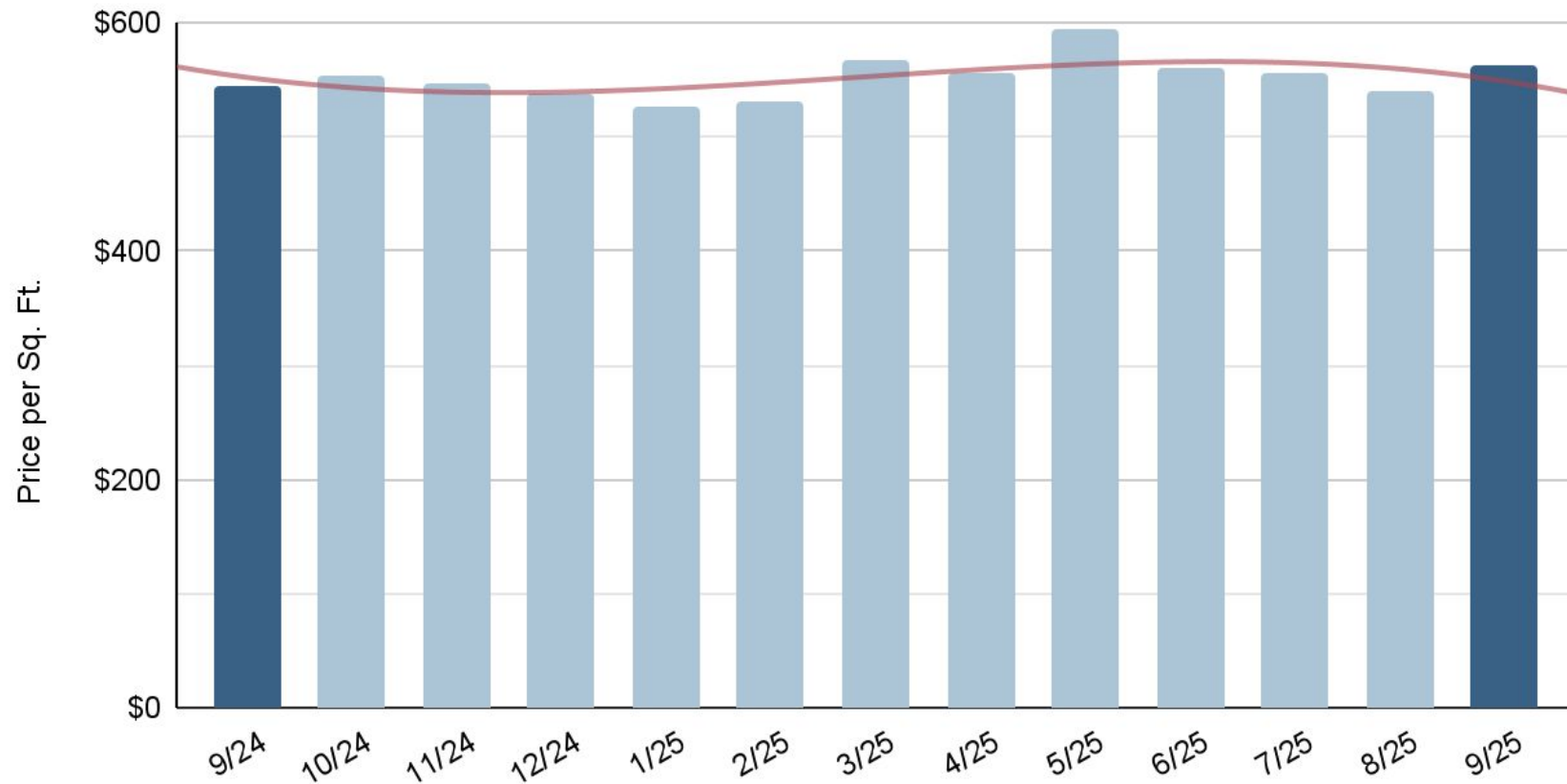
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Average Price per Square Foot

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



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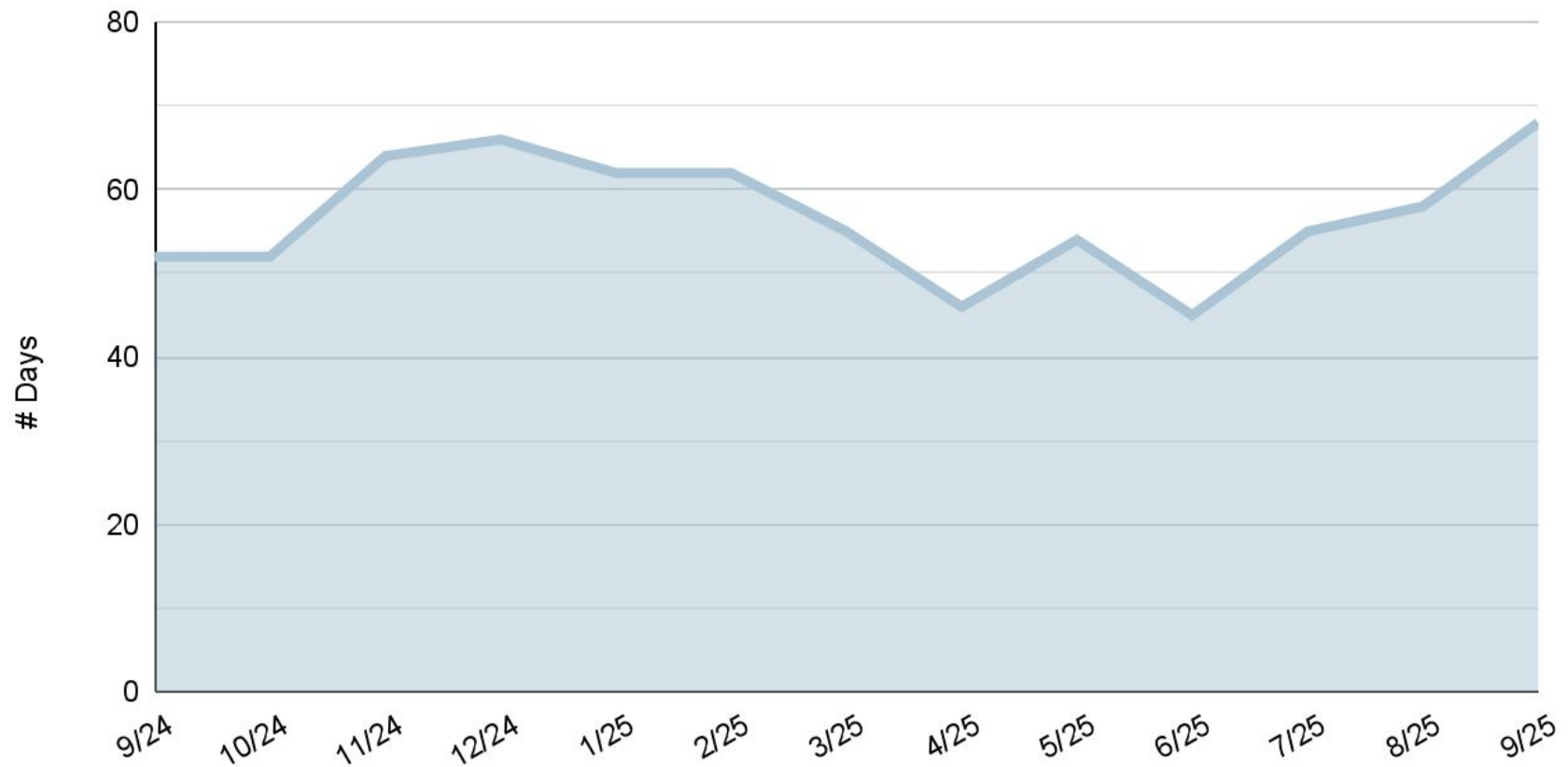
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Average Days on Market

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Properties For Sale vs. Sold

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



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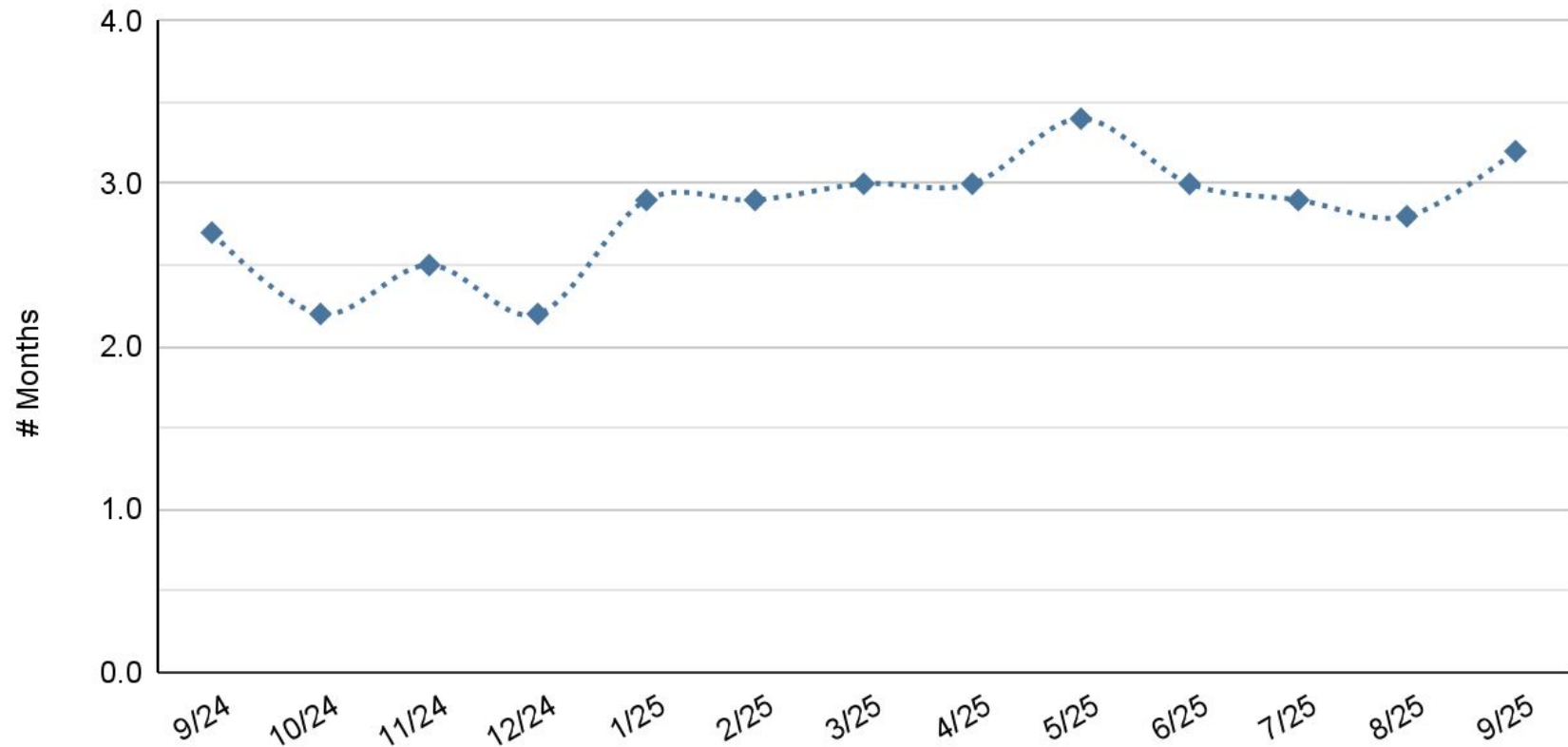
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Months Supply of Inventory

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



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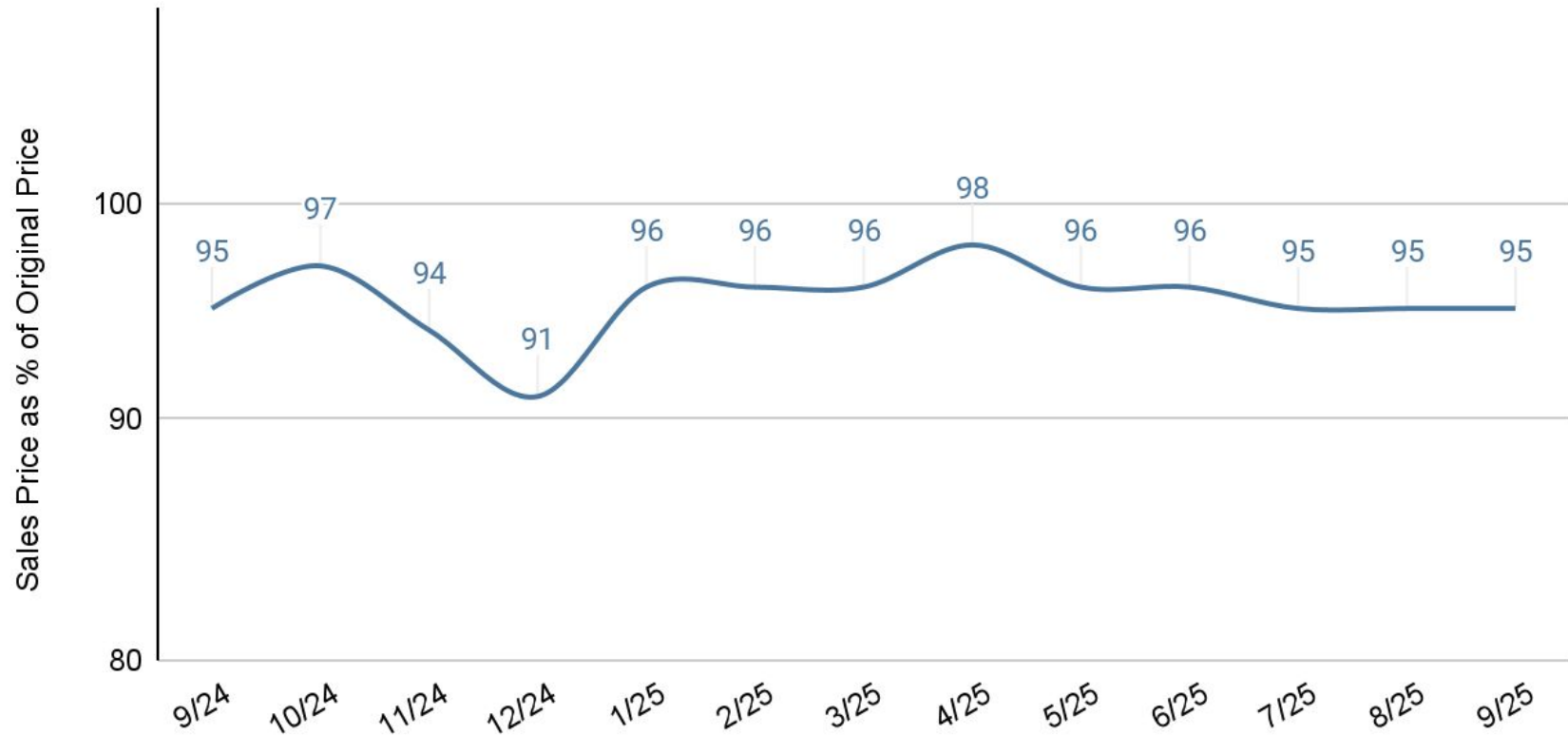
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% Sold Price to Original Price

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



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Cities by the Numbers

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

SEPTEMBER 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	\$595K	\$528	30	7	5	1.4	▼11%	▲18%	▼9%	▲40%	▲25%	▲8%
Healdsburg	\$851K	\$828	74	74	17	4.4	▼26%	▲22%	▲17%	▼8%	▲89%	▼51%
Petaluma	\$975K	\$606	48	72	41	1.8	▲6%	▲3%	▲26%	▼14%	▲8%	▼18%
Rohnert Park	\$753K	\$395	69	59	26	2.3	▲1%	▼5%	▲35%	▲51%	▼7%	▲64%
Russian River	\$515K	\$510	96	75	29	2.6	▼20%	▼4%	▲39%	▲19%	▲4%	▲13%
Santa Rosa	\$745K	\$470	64	358	117	3.1	▼5%	▼2%	▲42%	▲21%	▼1%	▲24%
Sebastopol	\$1.09M	\$717	69	50	18	2.8	▼18%	▲5%	▲0%	▲108%	▼10%	▲133%
Sonoma	\$1.26M	\$781	75	131	33	4.0	▼4%	▲11%	▲14%	▲34%	▲38%	▼2%
Sonoma Coast	\$2.58M	\$821	130	40	2	20.0	▲82%	▼14%	▲150%	▲60%	▼67%	▲376%
Windsor	\$877K	\$507	50	31	16	1.9	▲6%	▲12%	▲28%	▲29%	▲0%	▲27%

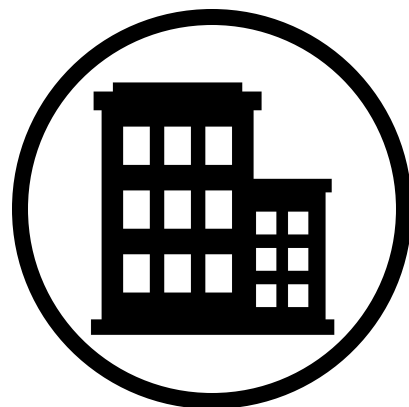
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Condominiums

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Market Snapshot

Sonoma County | Condominiums: **SEPTEMBER 2025**

MEDIAN SOLD PRICE

\$435K

M-o-M Change ▼5.4%

Y-o-Y Change ▼17.9%

PRICE PER SQ. FT.

\$407

M-o-M Change ▼5.1%

Y-o-Y Change ▼28.2%

DAYS ON MARKET

70

M-o-M Change ▲18.6%

Y-o-Y Change ▲6.1%

PROPERTIES SOLD

35

M-o-M Change ▲66.7%

Y-o-Y Change ▲20.7%

MONTHS OF INVENTORY

2.7

M-o-M Change ▼43.8%

Y-o-Y Change ▲22.7%

% SOLD TO ORIG PRICE

96%

M-o-M Change ▼1.0%

Y-o-Y Change ▼1.0%

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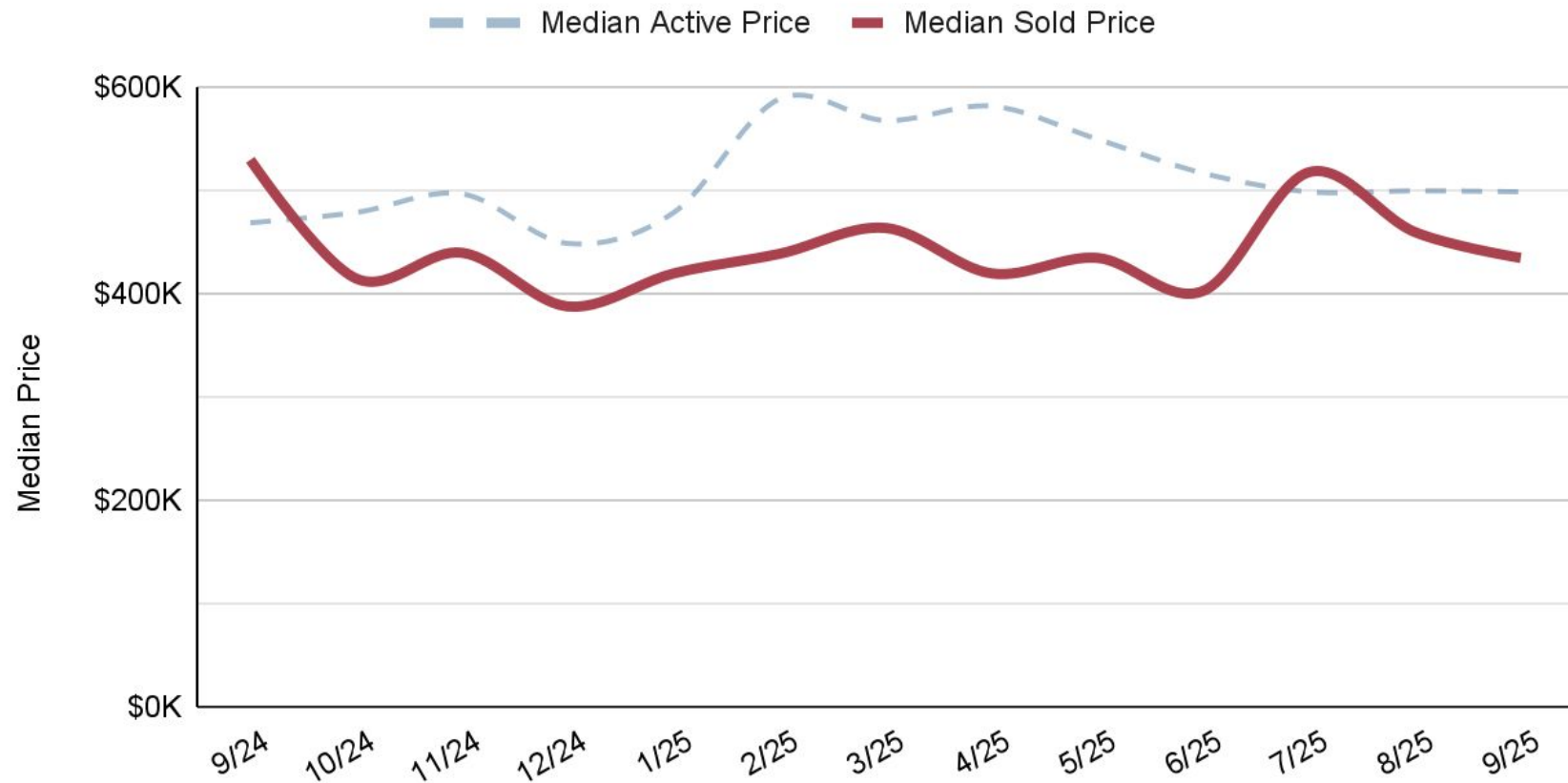
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Median Active vs. Sold Price

Sonoma County | Condominiums: **SEPTEMBER 2025**



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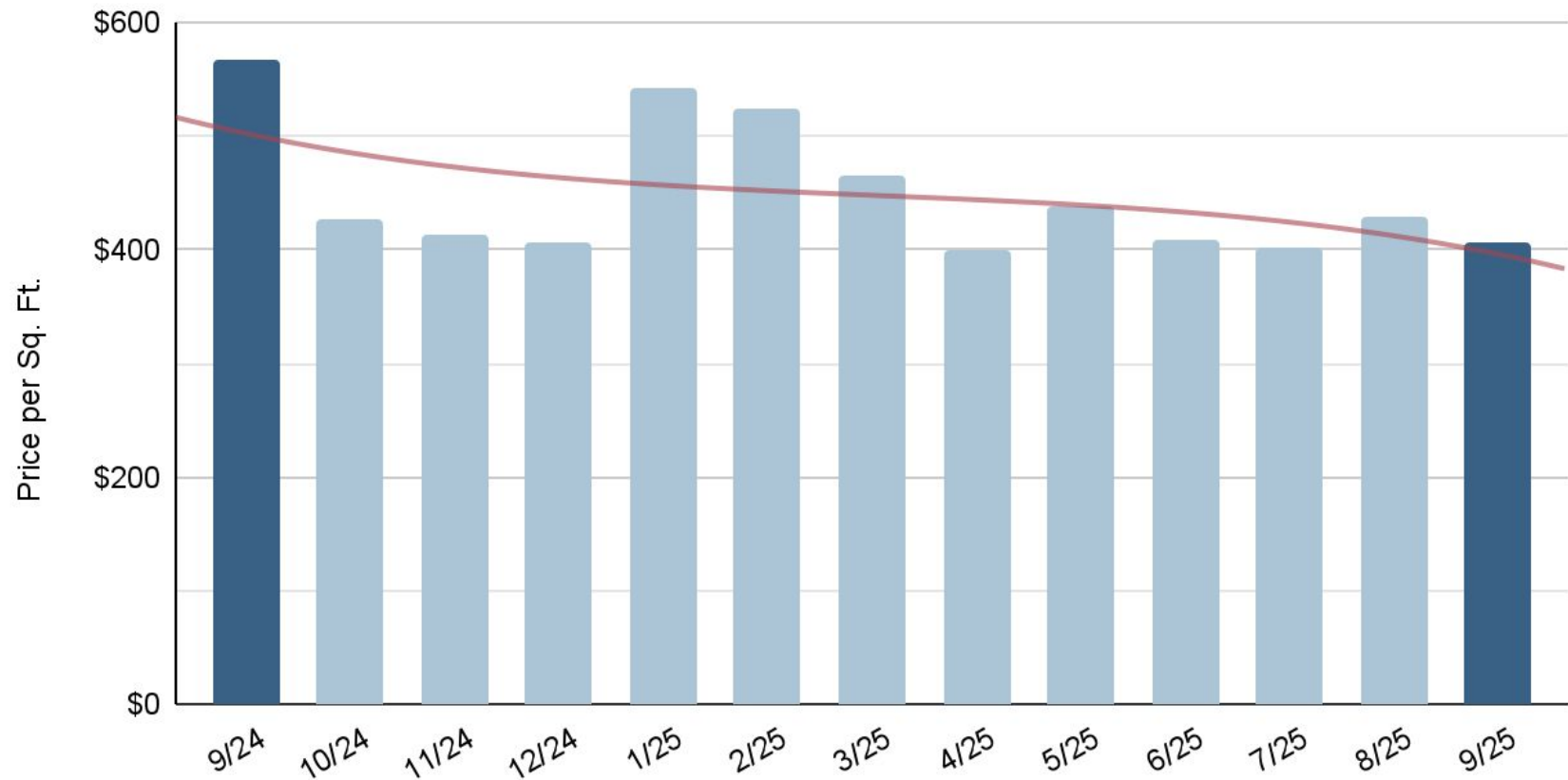
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Average Price per Square Foot

Sonoma County | Condominiums: **SEPTEMBER 2025**



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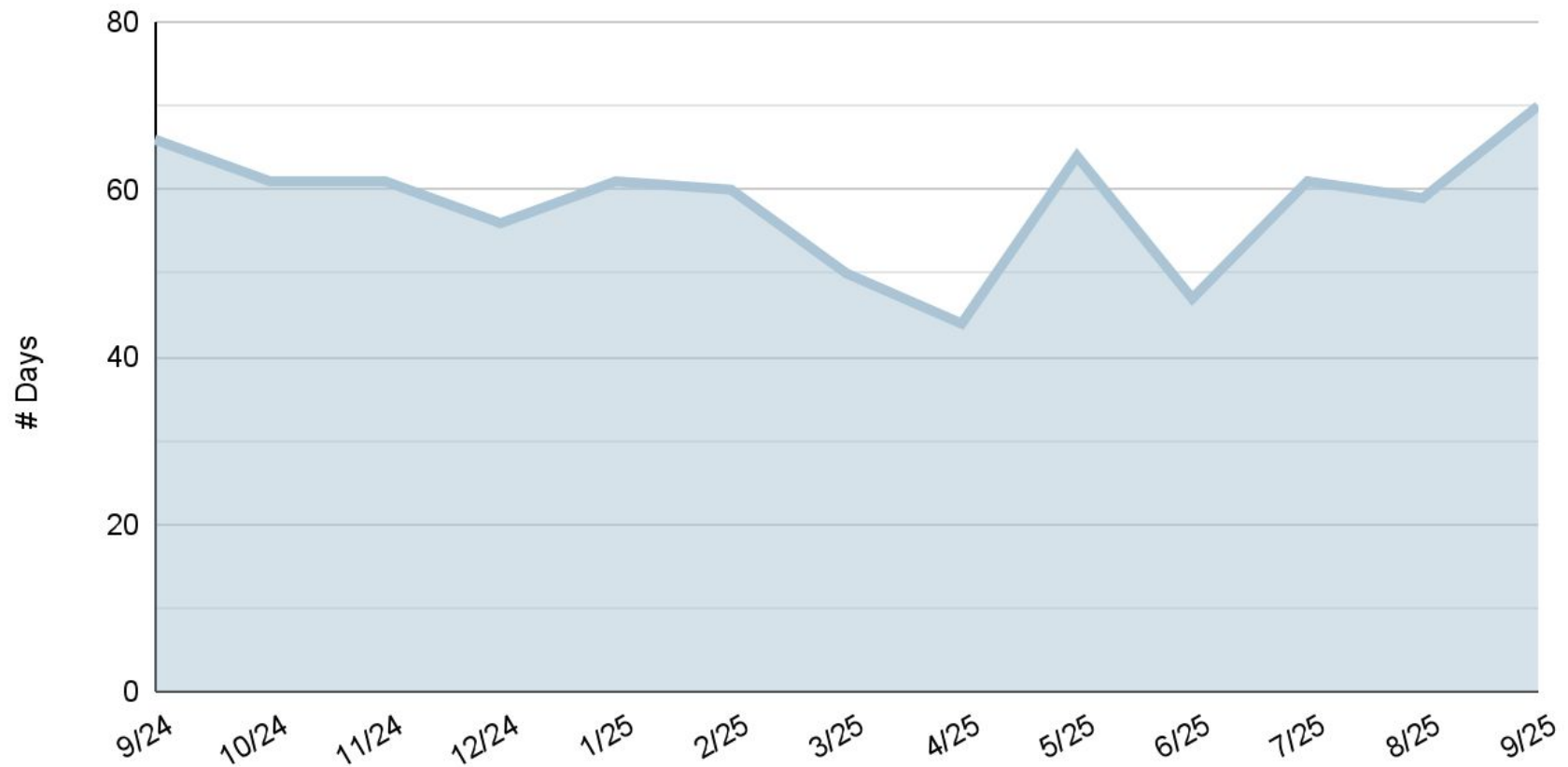
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Average Days on Market

Sonoma County | Condominiums: **SEPTEMBER 2025**



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Properties For Sale vs. Sold

Sonoma County | Condominiums: **SEPTEMBER 2025**



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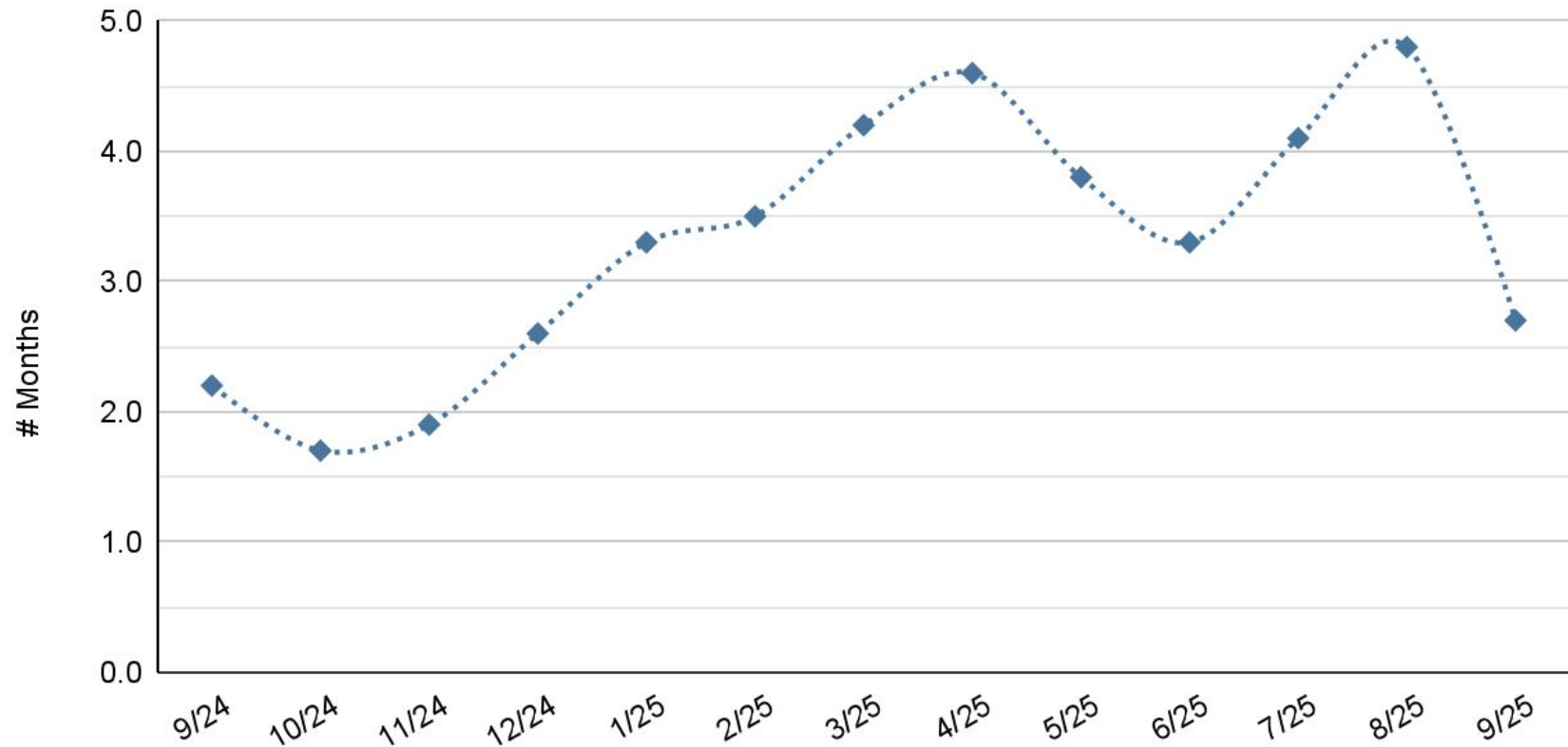
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Months Supply of Inventory

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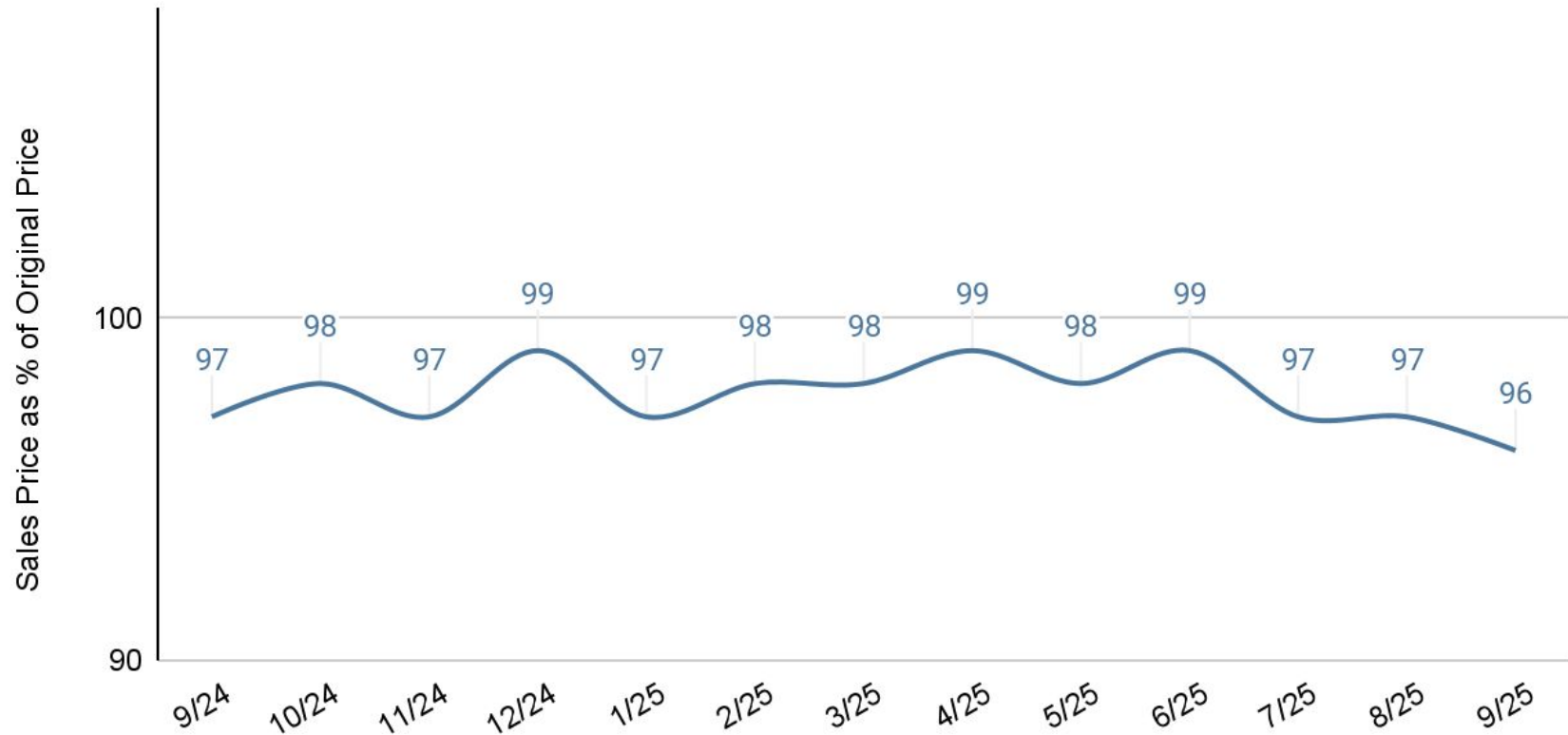
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% Sold Price to Original Price

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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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