

A scenic landscape of rolling hills in Sonoma County, California. The hills are covered in green vineyards with visible rows of grapevines. In the foreground, there is a field of bright yellow wildflowers. A wooden fence runs across the middle ground. The sky is filled with soft, white and grey clouds, suggesting a late afternoon or early morning setting with warm, golden light.

Sonoma County

MARKET REPORT

NOVEMBER 2025

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Sonoma County Market Talk

As we head into the final few weeks of the year, the market is moving at a steadier, more intentional pace. Fewer buyers are out shopping, but the ones who are active tend to be serious about making a move before January. Inventory hasn't shifted much, and with things a bit quieter, there's more room for real conversations and workable negotiations. Sellers on the market now are usually motivated, and buyers who stay engaged are finding opportunities that weren't as accessible earlier in the fall. Let's take a closer look at what's shaping the local market this month.

In Sonoma County, the number of home sales decreased 24.2% to 279 from the prior month, while the number of available listings decreased 18.1% to 797. Days on market increased 10.8% to 72 days. Median sales price decreased 1.8% from the prior month and decreased 1.0% from the prior year to \$800,000. For condos, the number of sales decreased 40.6% to 19 from the prior month, while the number of available listings increased 4.9% to 85. Days on market decreased 25.5% to 73 days. Median sales price decreased 3.4% from the prior month and decreased 9.3% from the prior year to \$399,000.

Considering a move? The right plan and guidance now can set you up for a smooth start. Let's connect to discuss your goals and strategy.

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Data Source: Multiple Listing Service. Information is deemed reliable, but is not guaranteed.



Notable Numbers

Sonoma County: **NOVEMBER 2025**

9

**PROPERTIES SOLD
OFF MARKET**

24

**SOLD WITH
ADDITIONAL
DWELLING**

20%

**SOLD ABOVE
LIST PRICE**

35%

**HAD MULTIPLE
OFFERS**

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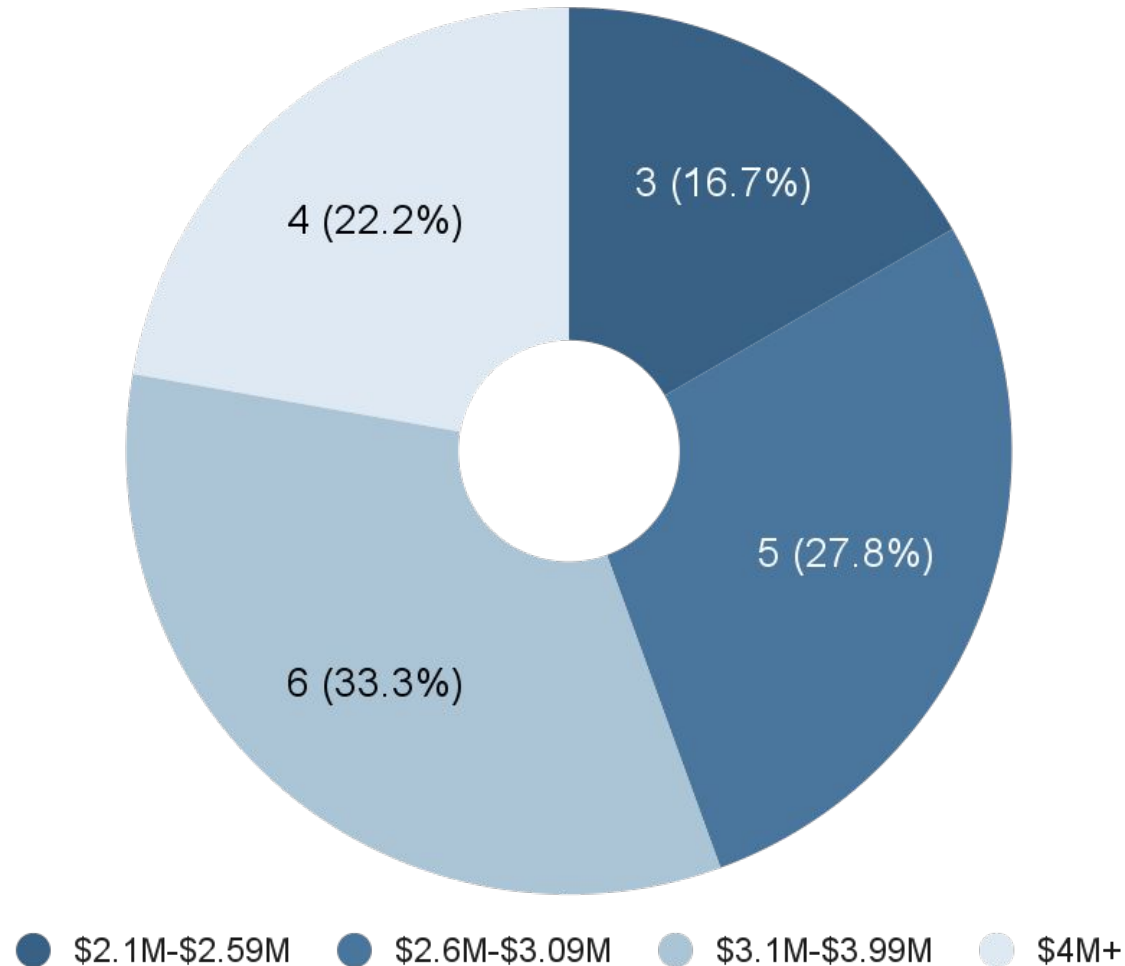
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A Look at Luxury

Sonoma County: **NOVEMBER 2025**



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Single Family Homes

Sonoma County: **NOVEMBER 2025**

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Market Snapshot

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

MEDIAN SOLD PRICE

\$800K

M-o-M Change ▼1.8%

Y-o-Y Change ▼1.0%

PRICE PER SQ. FT.

\$559

M-o-M Change ▲0.4%

Y-o-Y Change ▲2.2%

DAYS ON MARKET

72

M-o-M Change ▲10.8%

Y-o-Y Change ▲12.5%

PROPERTIES SOLD

279

M-o-M Change ▼24.2%

Y-o-Y Change ▼0.4%

MONTHS OF INVENTORY

2.9

M-o-M Change ▲11.5%

Y-o-Y Change ▲16.0%

% SOLD TO ORIG PRICE

93%

M-o-M Change ▼2.1%

Y-o-Y Change ▼1.1%

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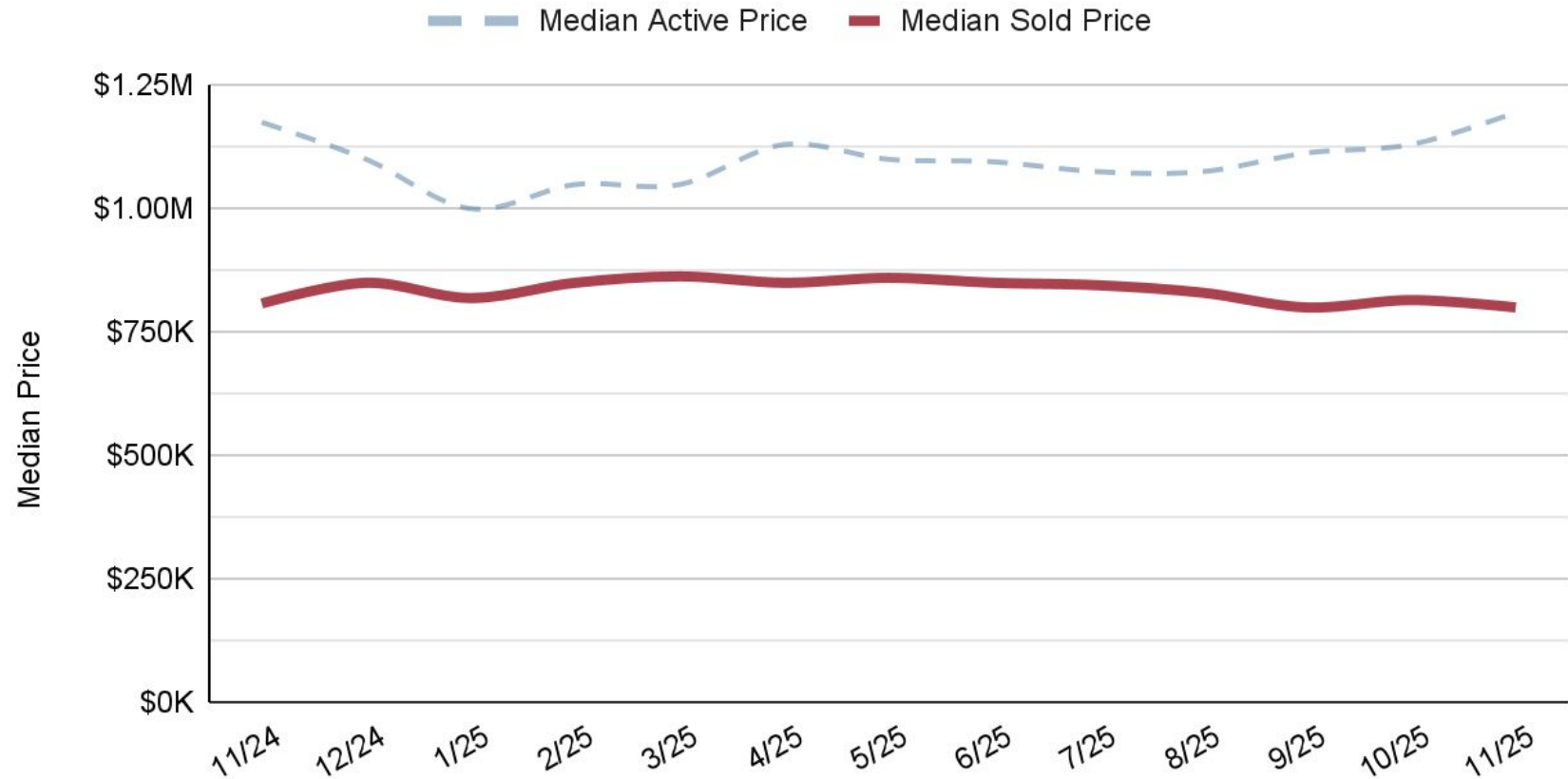
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Median Active vs. Sold Price

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



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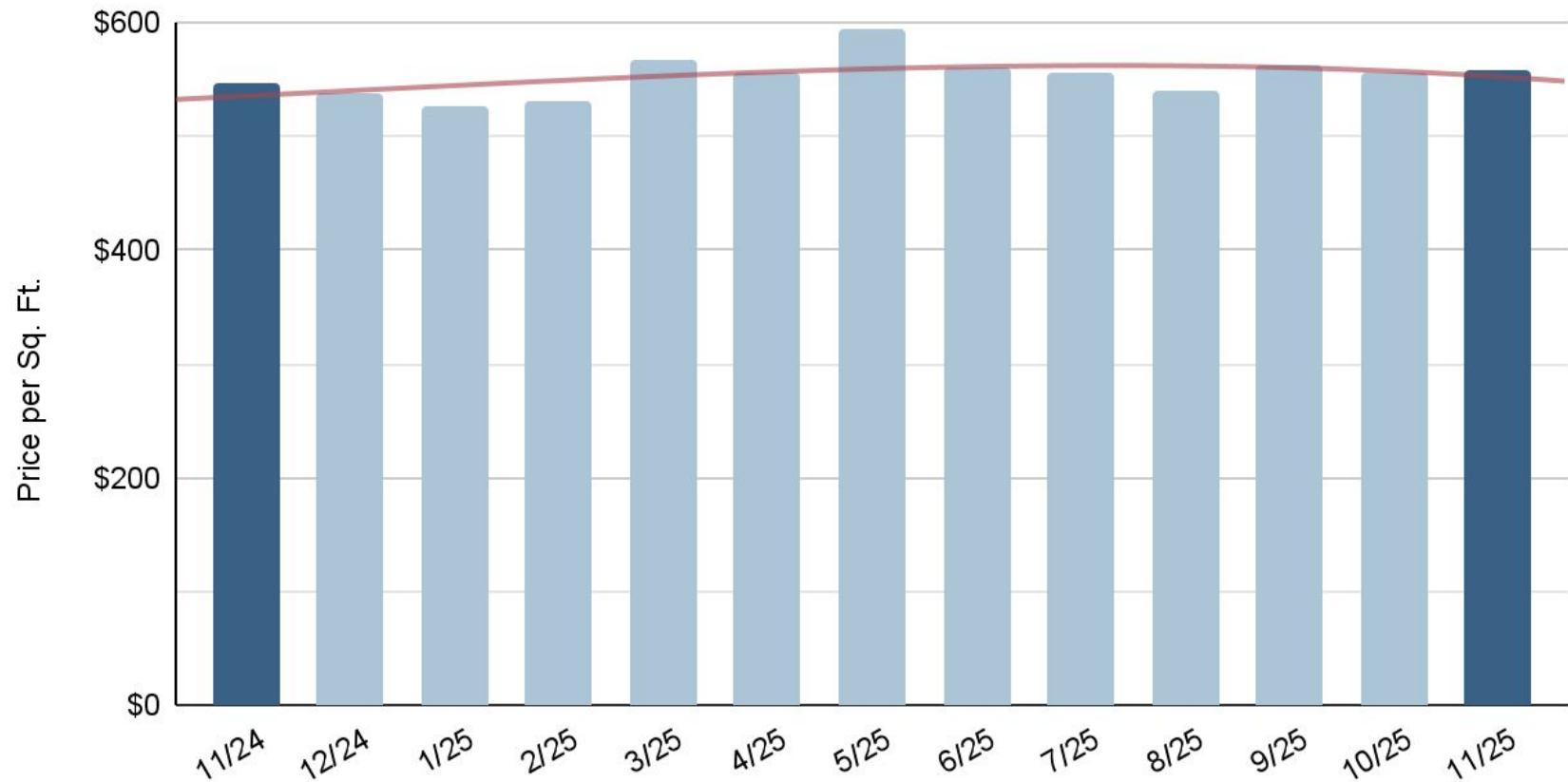
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Average Price per Square Foot

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



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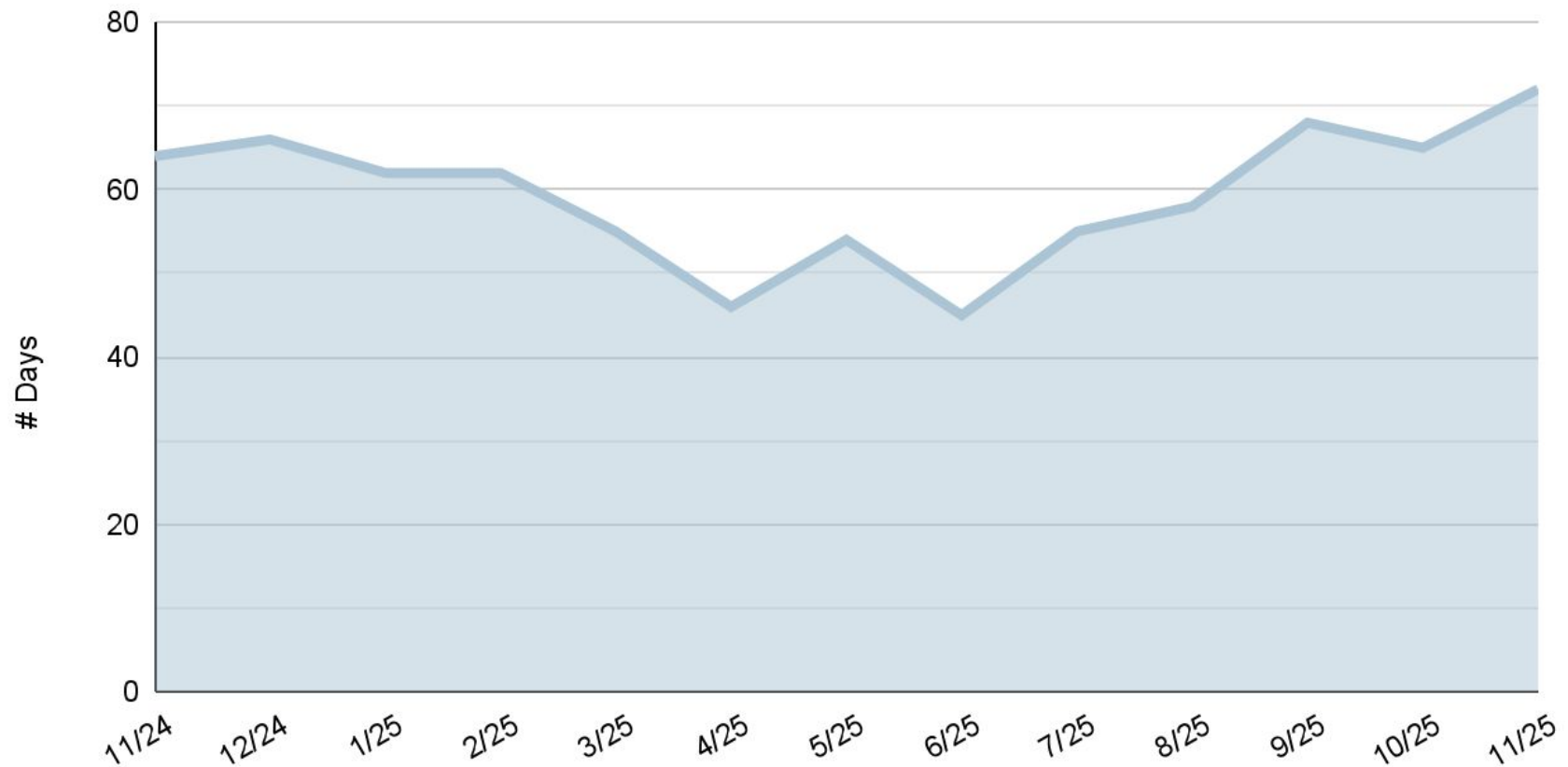
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Average Days on Market

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



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Properties For Sale vs. Sold

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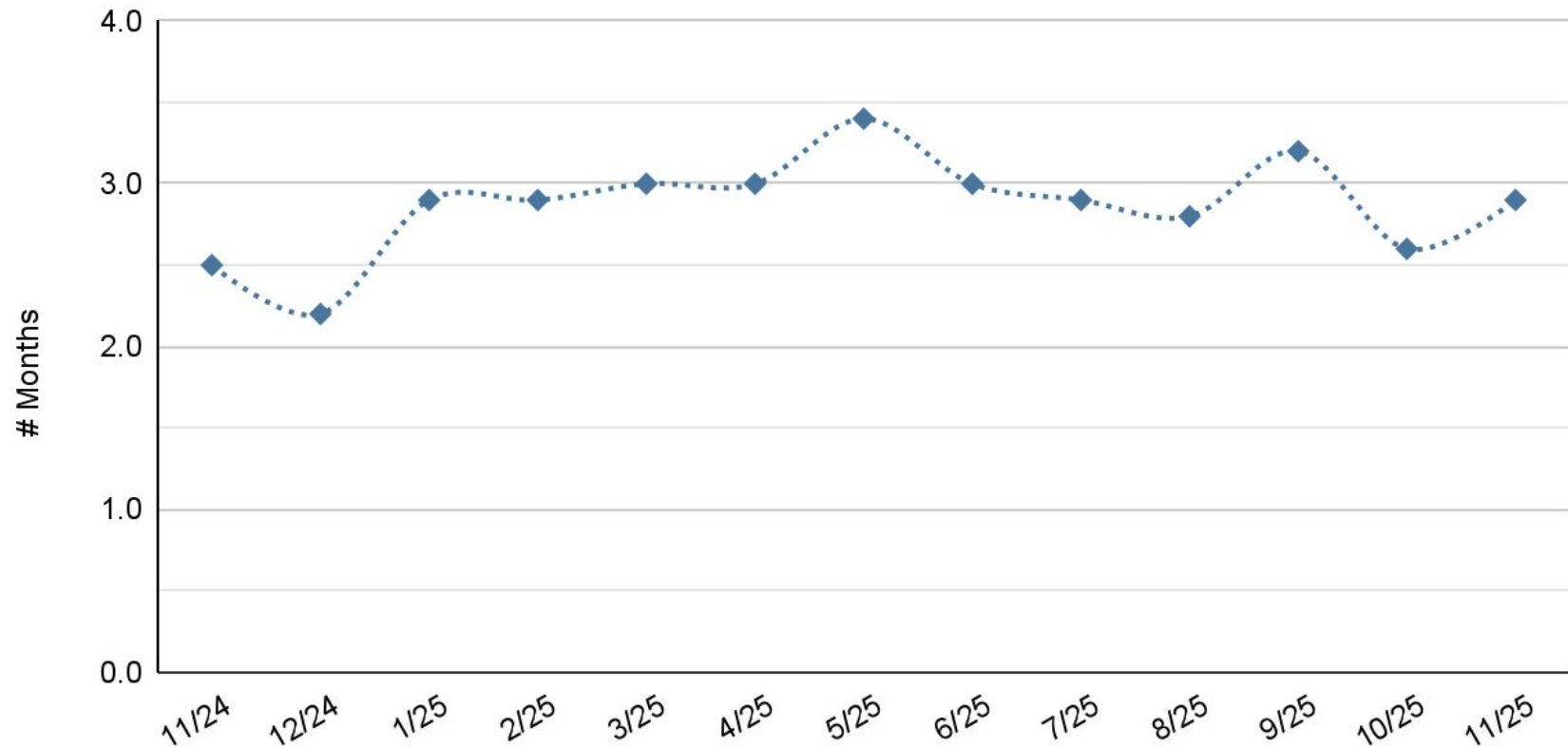
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Months Supply of Inventory

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



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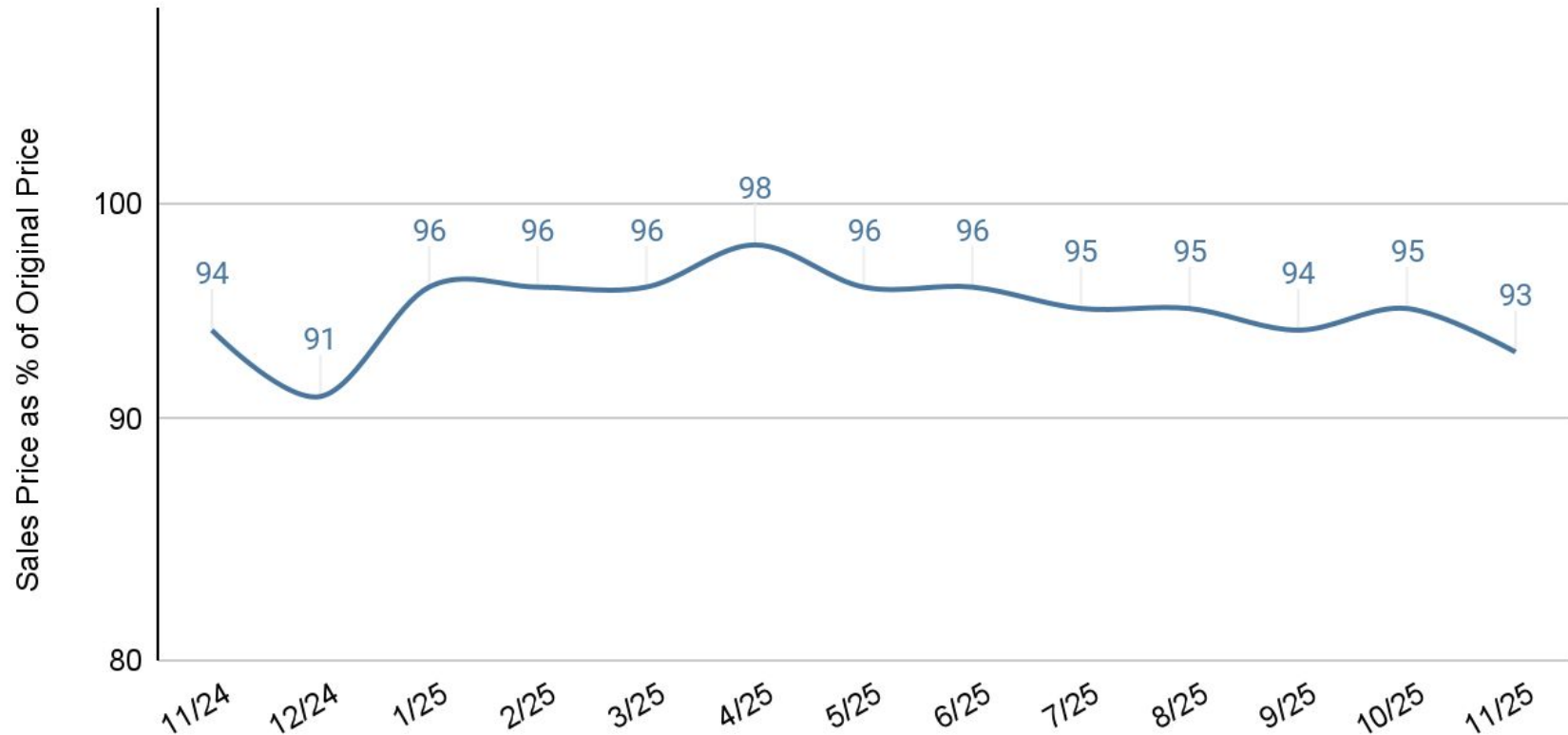
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% Sold Price to Original Price

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



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Cities by the Numbers

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

NOVEMBER 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	\$845K	\$583	76	11	3	3.7	▲20%	▲13%	▲181%	▲450%	▲50%	▲270%
Healdsburg	\$976K	\$903	129	66	9	7.3	▼28%	▲17%	▲3%	▼13%	▼31%	▲26%
Petaluma	\$853K	\$521	56	55	26	2.1	▼11%	▼1%	▲10%	▼14%	▼42%	▲50%
Rohnert Park	\$782K	\$404	73	40	22	1.8	▲3%	▲2%	▲52%	▲21%	▲10%	▲6%
Russian River	\$575K	\$474	103	56	19	2.9	▼3%	▲22%	▲23%	▲27%	▲36%	▼6%
Santa Rosa	\$728K	\$457	63	262	106	2.5	▲4%	▼7%	▲3%	▲11%	▲2%	▲9%
Sebastopol	\$1.28M	\$647	64	34	18	1.9	▲25%	▲27%	▲8%	▲55%	▲29%	▲19%
Sonoma	\$1.22M	\$831	87	96	36	2.7	▲28%	▲3%	▲36%	▲13%	▲80%	▼37%
Sonoma Coast	\$1.23M	\$903	71	34	3	11.3	▼6%	▲2%	▼46%	▲70%	▼40%	▲183%
Windsor	\$865K	\$426	54	22	11	2.0	▲6%	▼3%	▼8%	▼8%	▼52%	▲100%

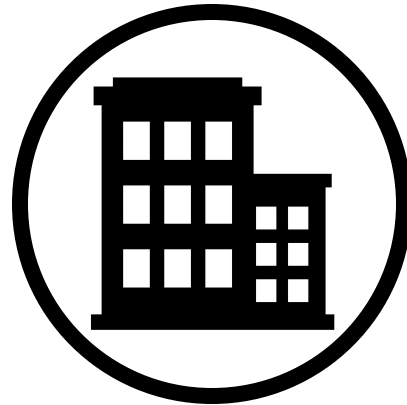
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Condominiums

Sonoma County: **NOVEMBER 2025**

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Market Snapshot

Sonoma County | Condominiums: **NOVEMBER 2025**

MEDIAN SOLD PRICE

\$399K

M-o-M Change ▼3.4%

Y-o-Y Change ▼9.3%

PRICE PER SQ. FT.

\$386

M-o-M Change ▼5.2%

Y-o-Y Change ▼6.8%

DAYS ON MARKET

73

M-o-M Change ▼25.5%

Y-o-Y Change ▲19.7%

PROPERTIES SOLD

19

M-o-M Change ▼40.6%

Y-o-Y Change ▼34.5%

MONTHS OF INVENTORY

4.5

M-o-M Change ▲80.0%

Y-o-Y Change ▲136.8%

% SOLD TO ORIG PRICE

97%

M-o-M Change ▲2.1%

Y-o-Y Change ▲0.0%

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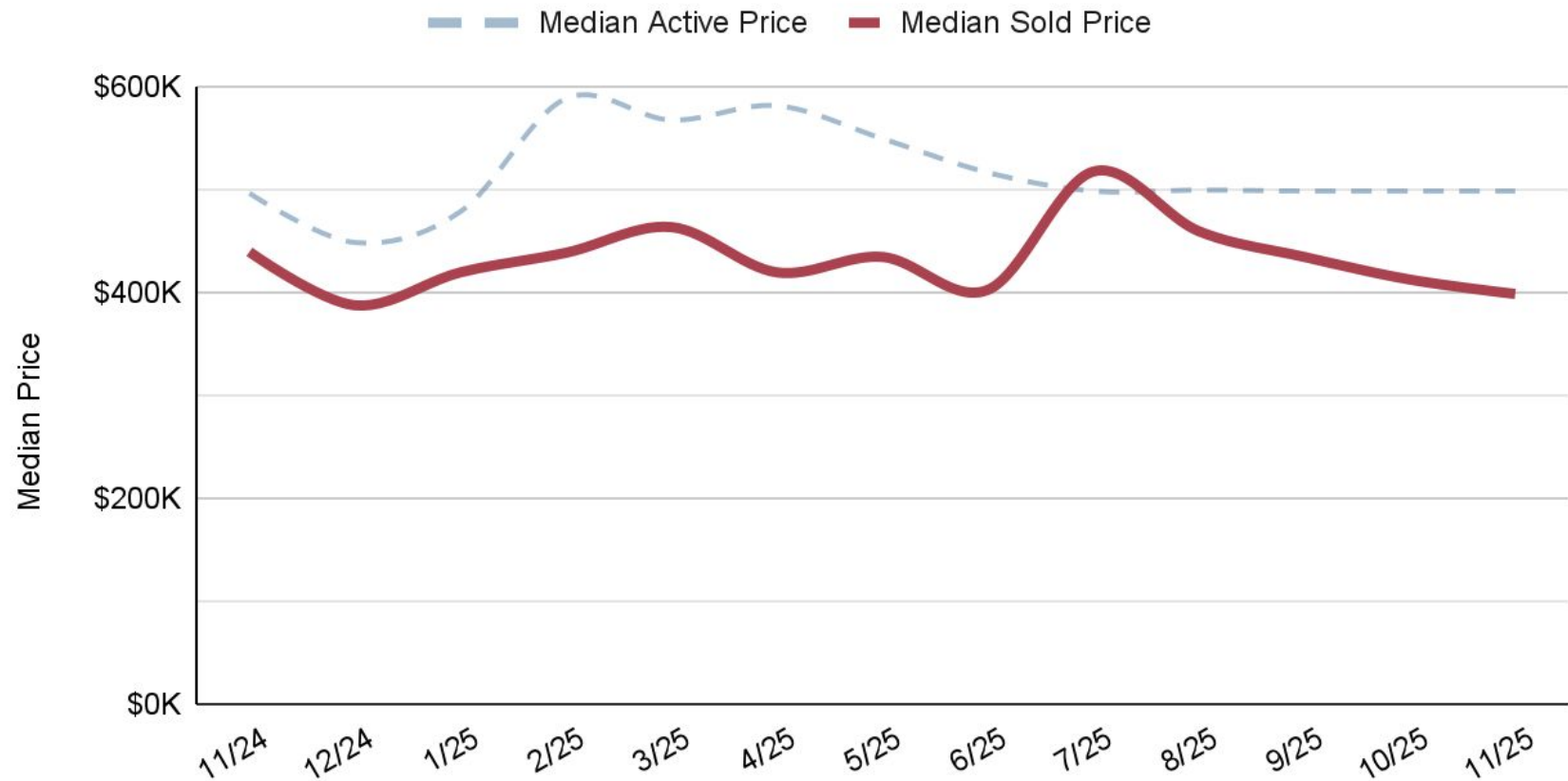
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Median Active vs. Sold Price

Sonoma County | Condominiums: **NOVEMBER 2025**



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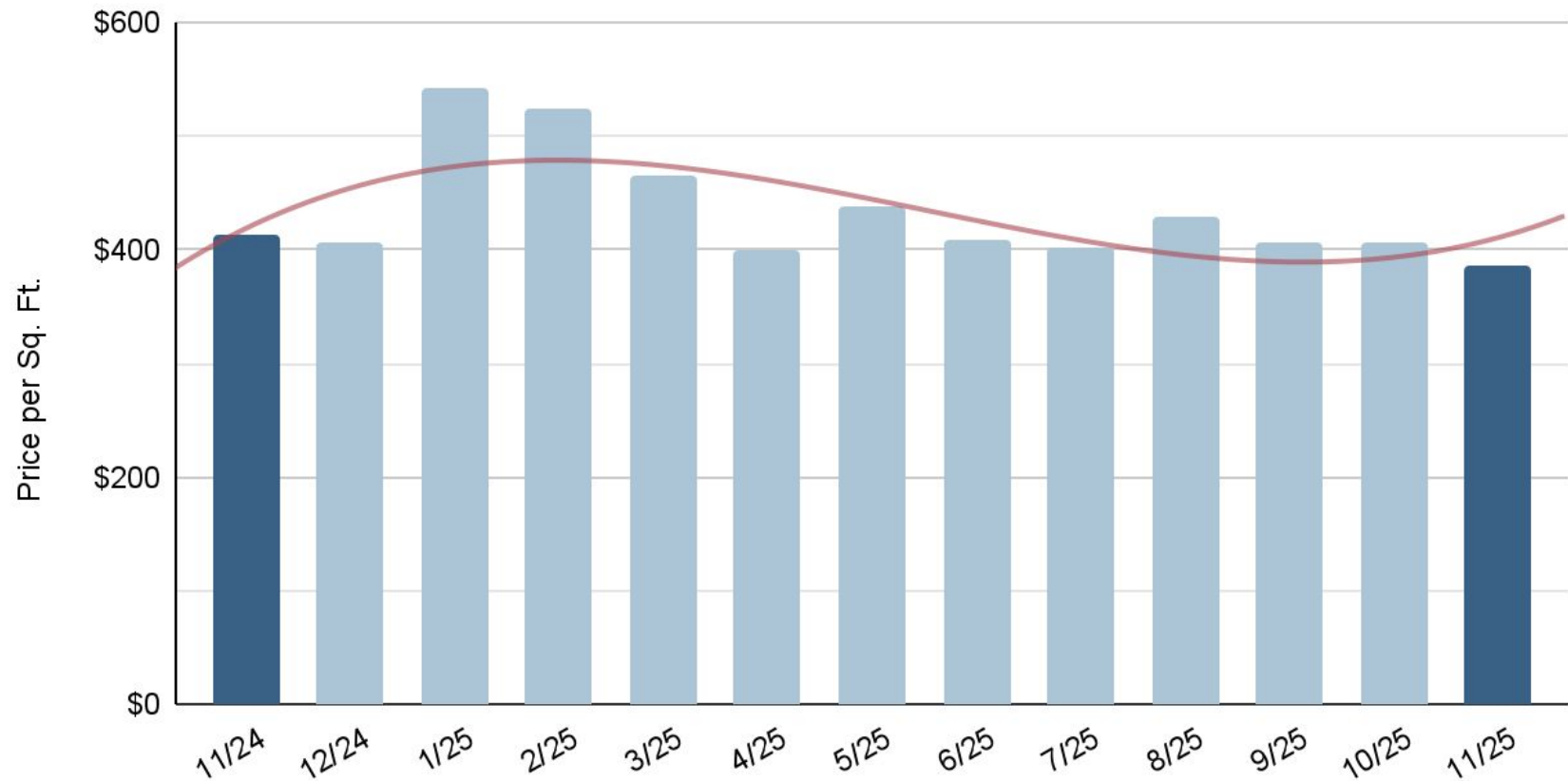
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Average Price per Square Foot

Sonoma County | Condominiums: **NOVEMBER 2025**



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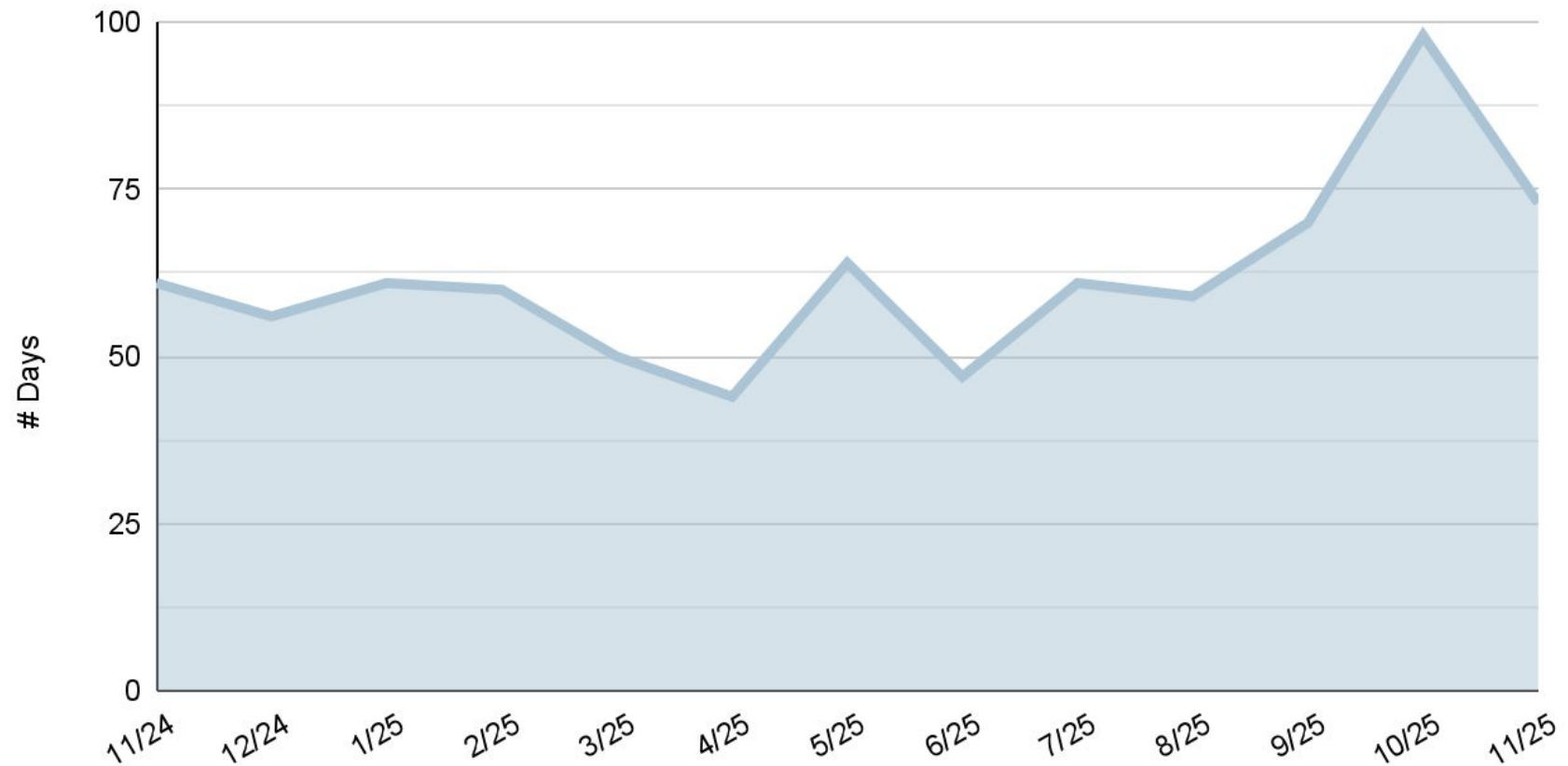
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Average Days on Market

Sonoma County | Condominiums: **NOVEMBER 2025**



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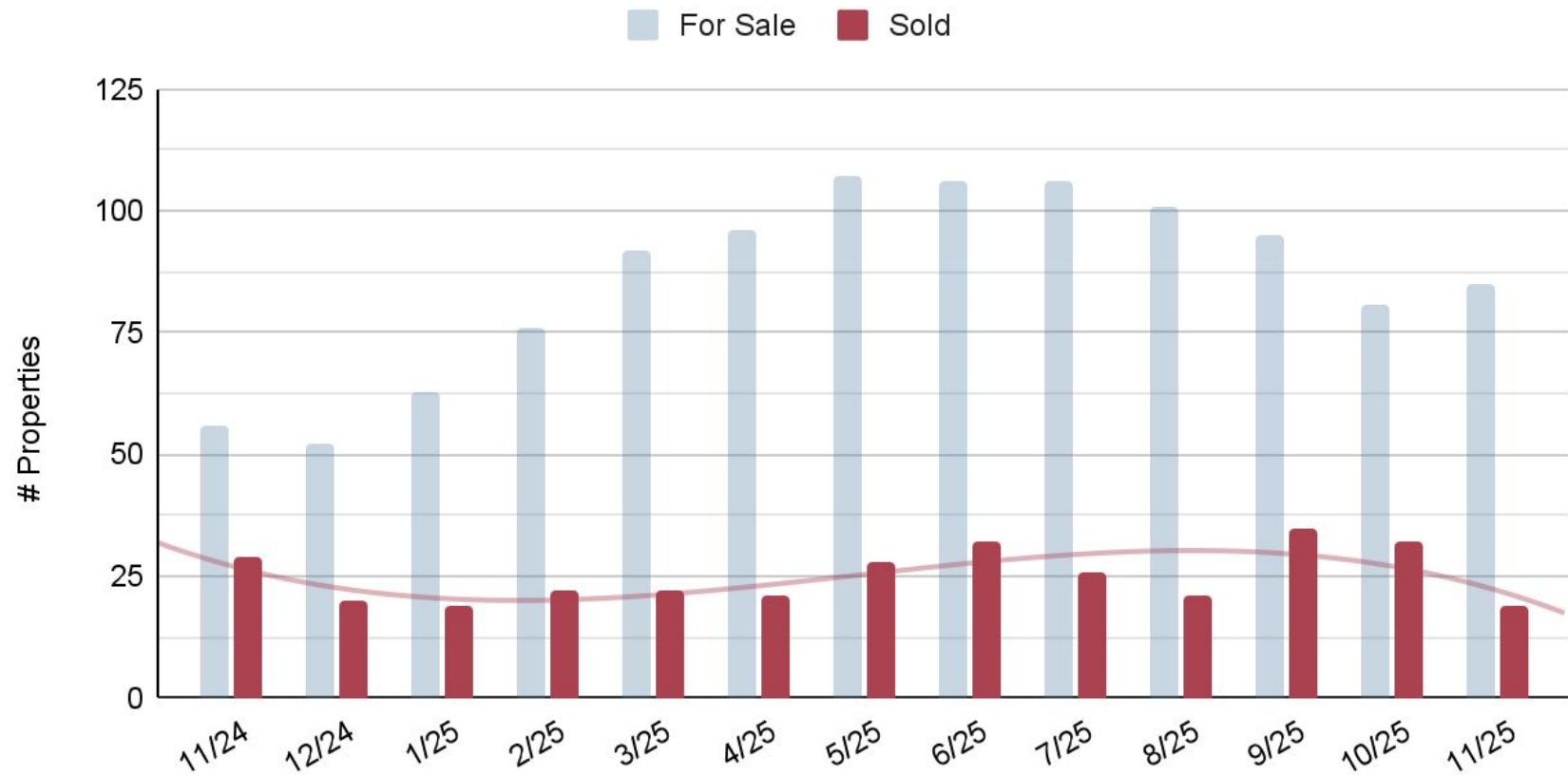
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Properties For Sale vs. Sold

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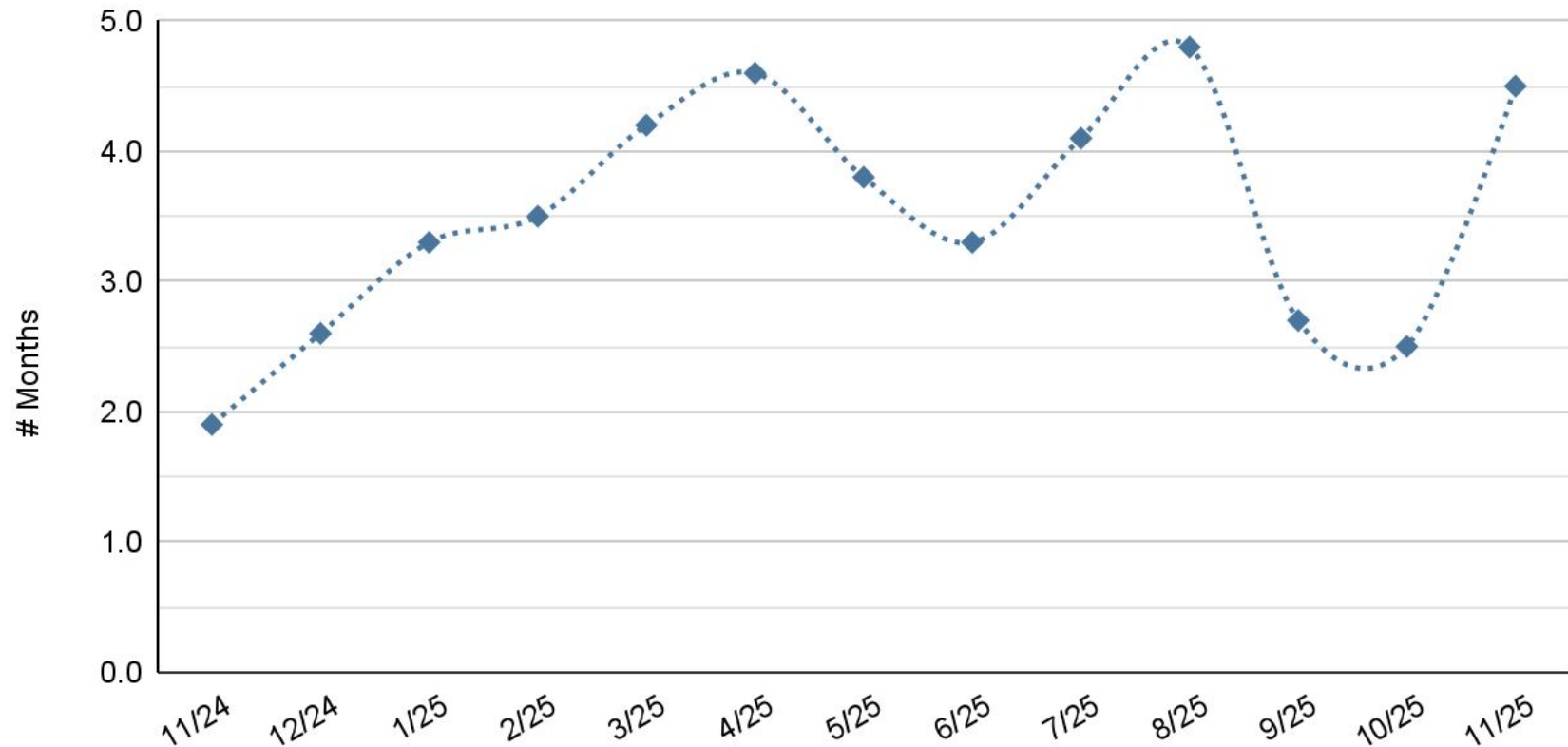
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Months Supply of Inventory

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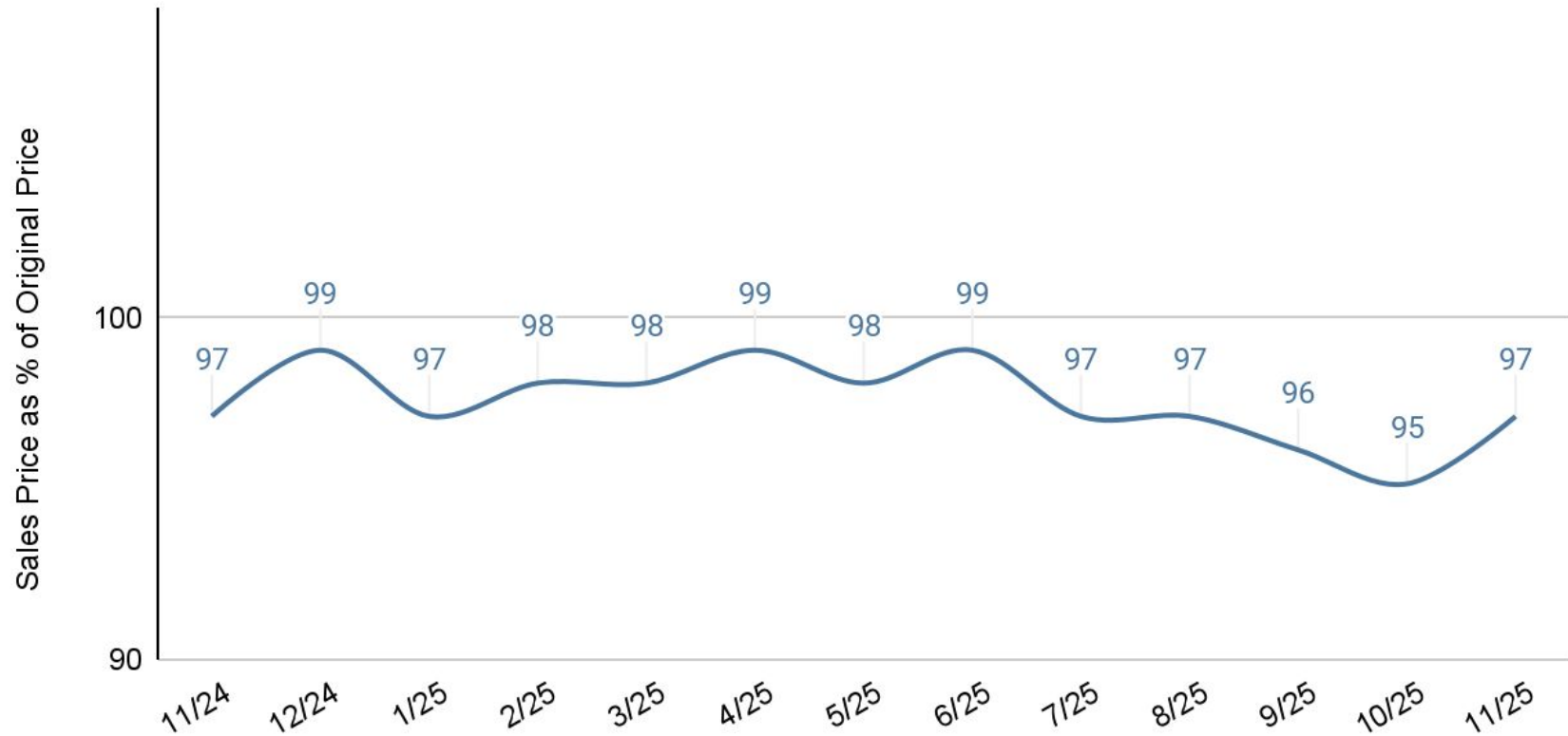
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% Sold Price to Original Price

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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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