



Sonoma County

MARKET REPORT

AUGUST 2025

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Sonoma County Market Talk

As we move into fall, California's real estate market is holding steady. While there are a few fewer new listings and sales, overall inventory has grown and prices have stayed stable—giving buyers more choices and sellers a chance to shine. Homes are spending a bit more time on the market, which can be a good thing for both buyers and sellers to make thoughtful decisions. It's a great time to check in and see what's happening locally.

In Sonoma County, the number of home sales decreased 6.7% to 364 from the prior month, while the number of available listings decreased 6.6% to 1054. Days on market increased 7.3% to 59 days. Median sales price decreased 0.9% from the prior month and increased 2.2% from the prior year to \$837,000. For condos, the number of sales decreased 12.5% to 21 from the prior month, while the number of available listings decreased 4.7% to 101. Days on market decreased 10.6% to 59 days. Median sales price decreased 4.6% from the prior month and increased 7.0% from the prior year to \$460,000.

Whether you're buying, selling, or just watching the market, I'm here to help you make sense of it all. Let's chat about your goals and what the next steps could look like.

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Notable Numbers

Sonoma County: **AUGUST 2025**

16

PROPERTIES SOLD
OFF MARKET

31

SOLD WITH
ADDITIONAL
DWELLING

25%

SOLD ABOVE
LIST PRICE

30%

HAD MULTIPLE
OFFERS

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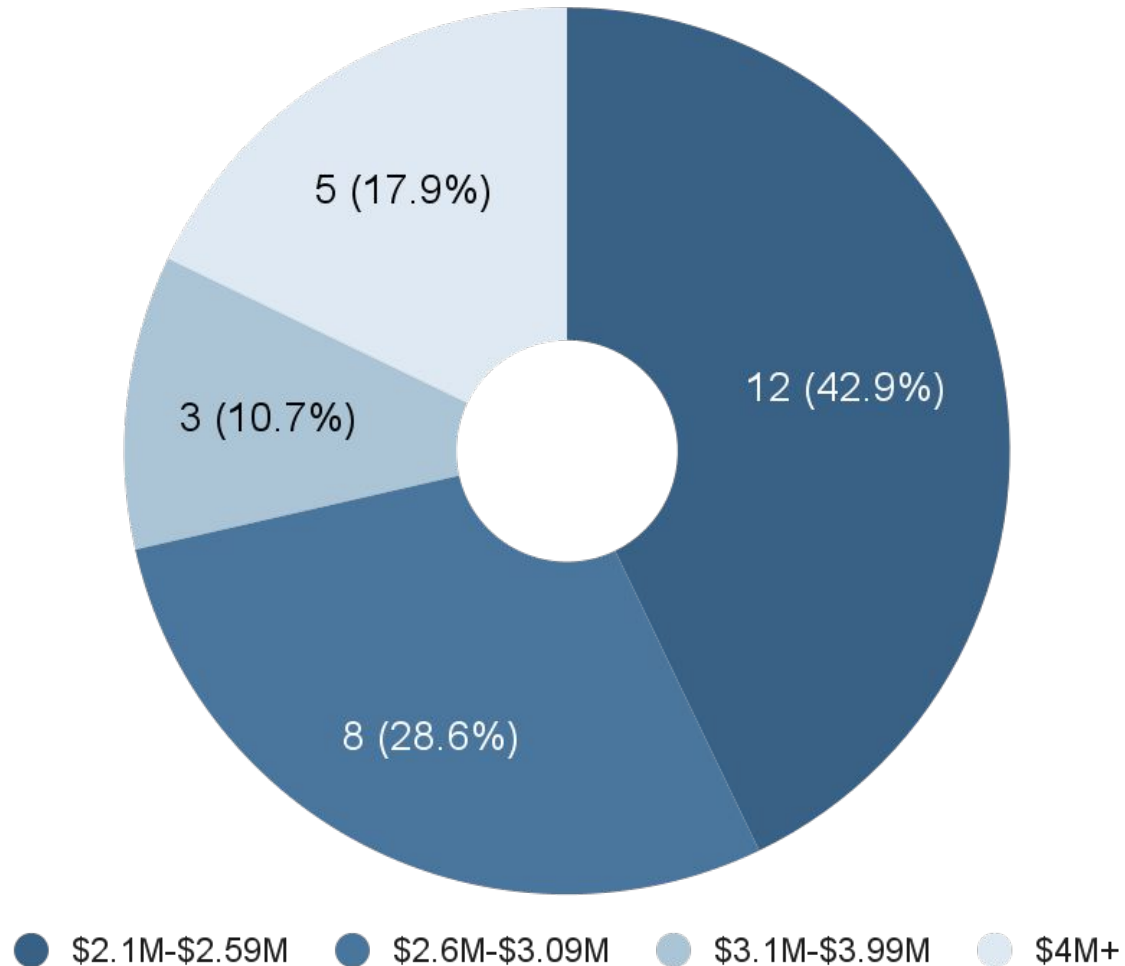
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A Look at Luxury

Sonoma County: **AUGUST 2025**



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Single Family Homes

Sonoma County: **AUGUST 2025**

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Market Snapshot

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

MEDIAN SOLD PRICE

\$837K

M-o-M Change ▼0.9%

Y-o-Y Change ▲2.2%

PRICE PER SQ. FT.

\$542

M-o-M Change ▼2.3%

Y-o-Y Change ▼3.2%

DAYS ON MARKET

59

M-o-M Change ▲7.3%

Y-o-Y Change ▲20.4%

PROPERTIES SOLD

364

M-o-M Change ▼6.7%

Y-o-Y Change ▲1.1%

MONTHS OF INVENTORY

2.9

M-o-M Change ▲0.0%

Y-o-Y Change ▲26.1%

% SOLD TO ORIG PRICE

95%

M-o-M Change ▲0.0%

Y-o-Y Change ▼2.1%

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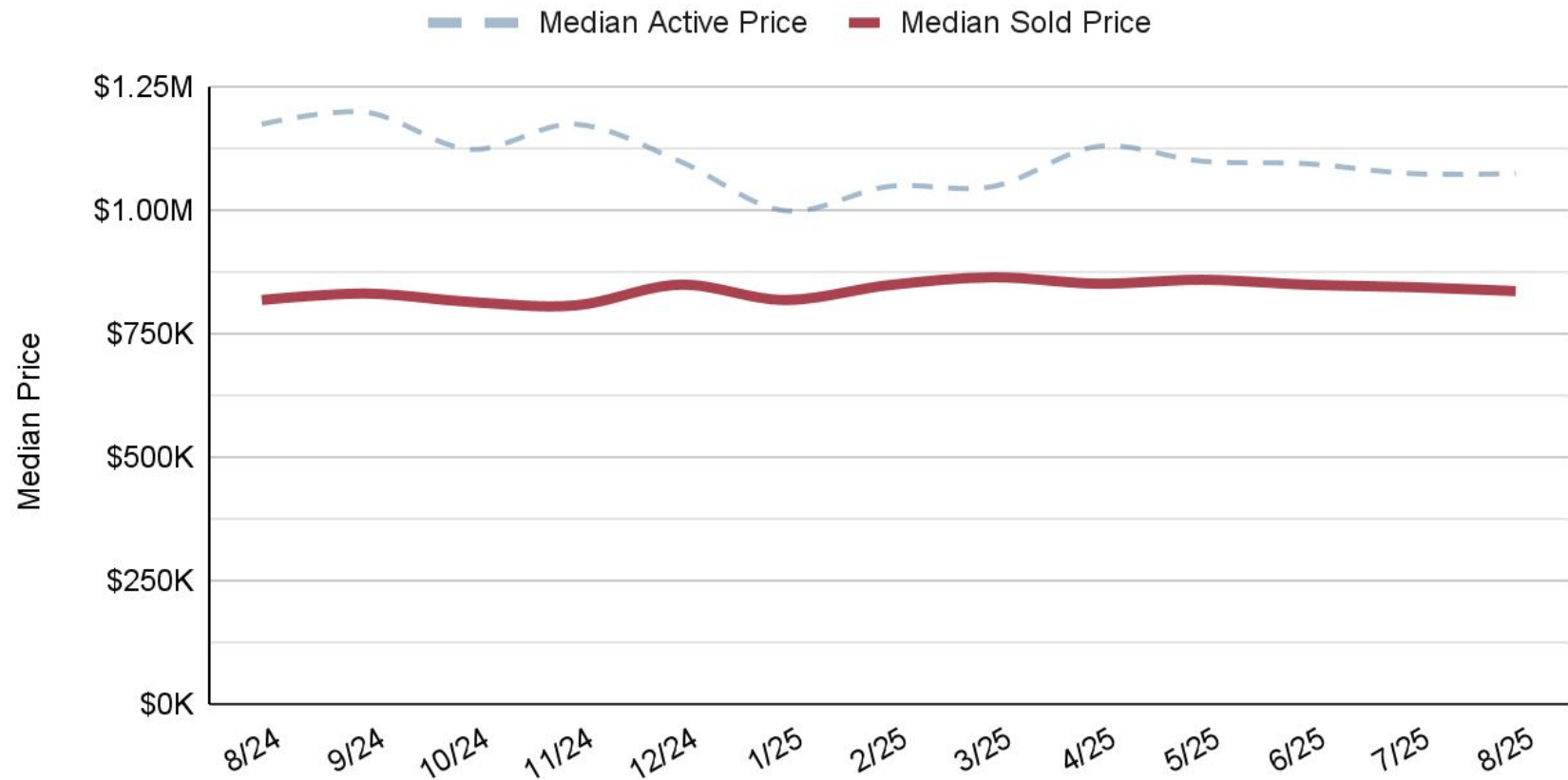
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Median Active vs. Sold Price

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



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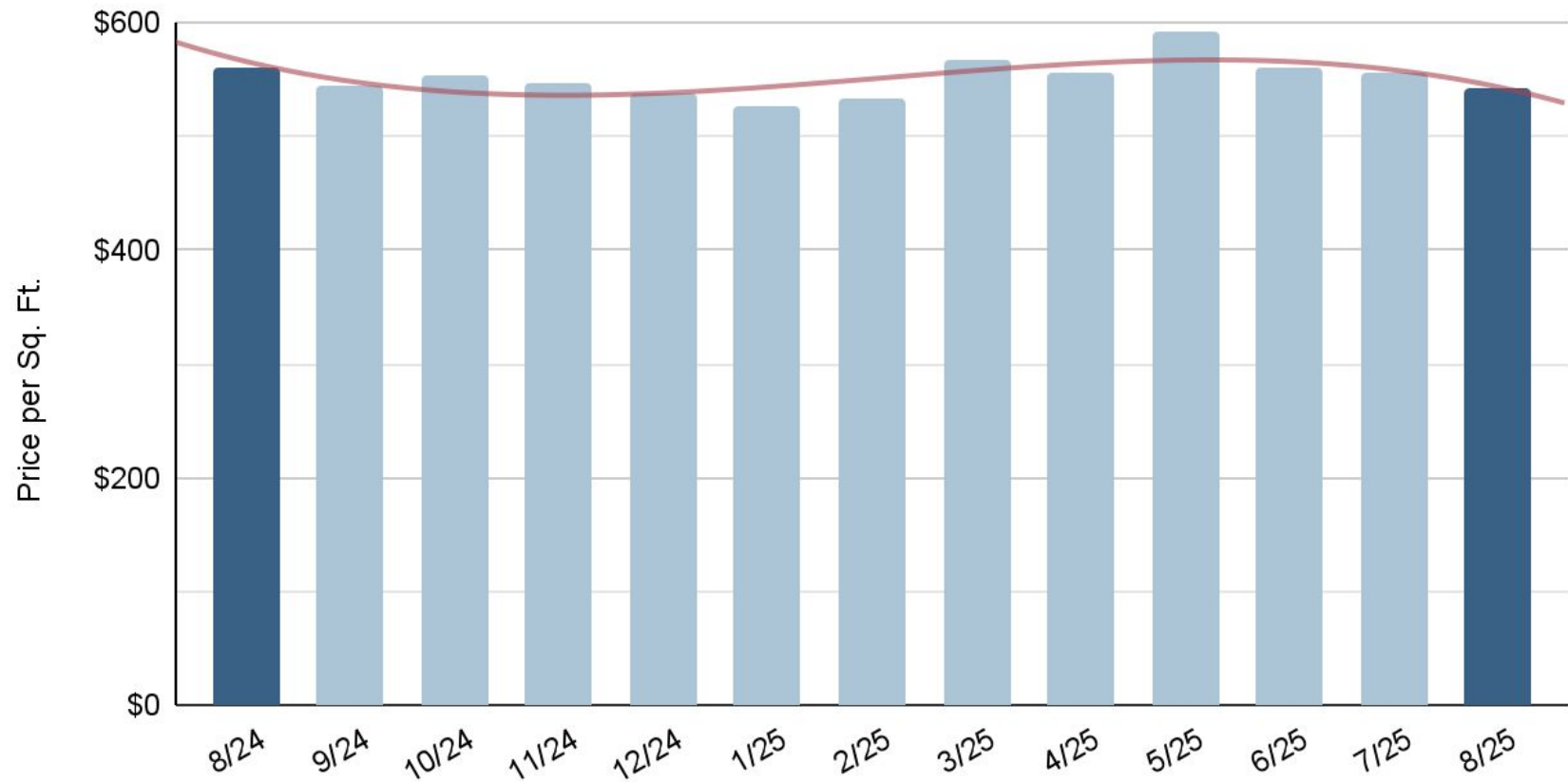
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Average Price per Square Foot

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



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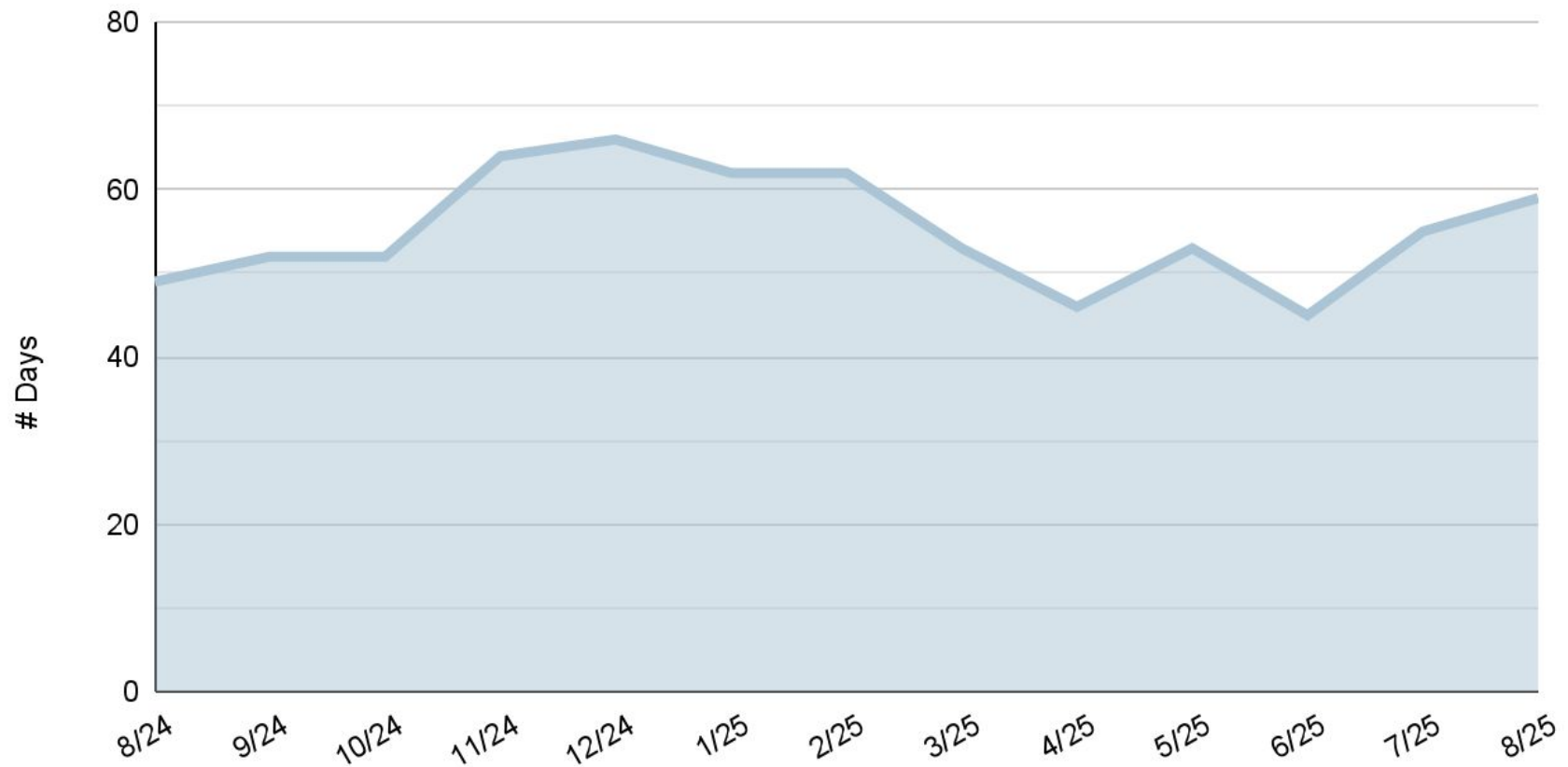
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Average Days on Market

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



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Properties For Sale vs. Sold

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



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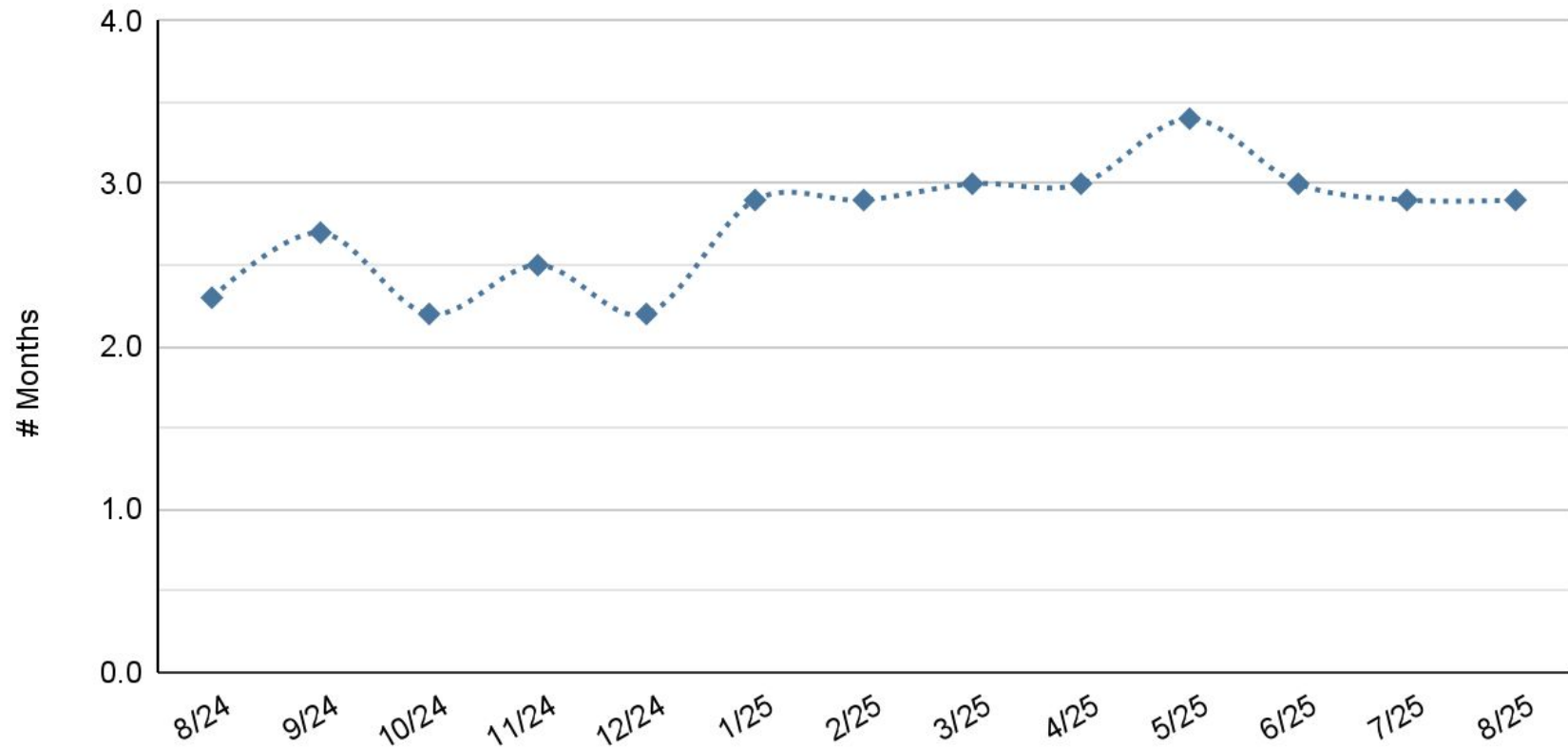
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Months Supply of Inventory

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



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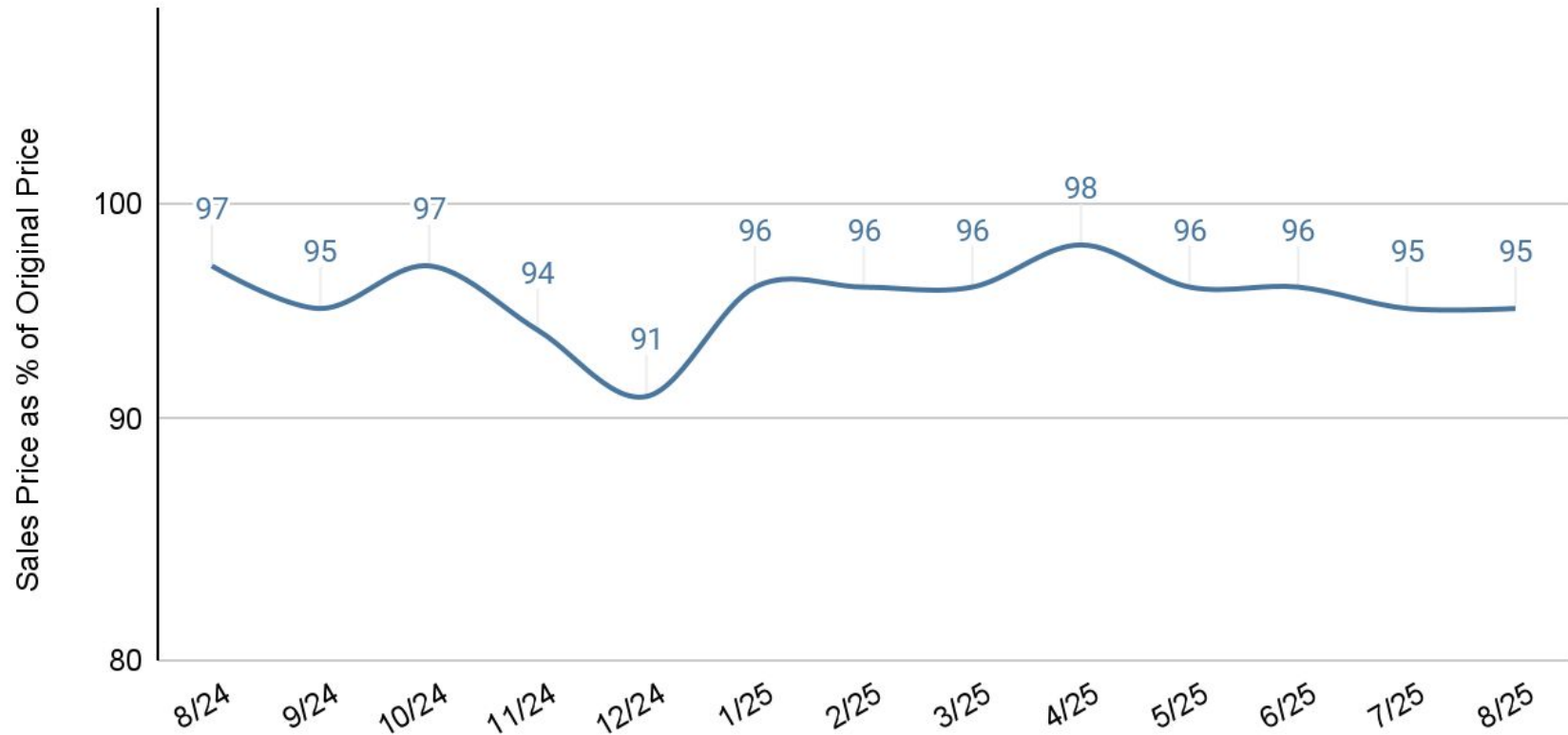
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% Sold Price to Original Price

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



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Cities by the Numbers

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

AUGUST 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	\$644K	\$477	10	10	2	5.0	▼44%	▼27%	▼75%	▲100%	▼50%	▲285%
Healdsburg	\$1.09M	\$770	64	82	14	5.9	▼18%	▲10%	▼54%	▼5%	▲8%	▼11%
Petaluma	\$980K	\$547	58	70	43	1.6	▲6%	▼3%	▲49%	▲6%	▼2%	▲7%
Rohnert Park	\$750K	\$421	51	51	35	1.5	▼4%	▲1%	▲132%	▲28%	▲9%	▲15%
Russian River	\$538K	\$472	71	98	24	4.1	▼12%	▼10%	▲34%	▲34%	▼33%	▲105%
Santa Rosa	\$770K	\$491	54	366	141	2.6	▲0%	▲2%	▲0%	▲22%	▲2%	▲18%
Sebastopol	\$1.42M	\$638	66	44	18	2.4	▼5%	▼17%	▲57%	▲76%	▲13%	▲50%
Sonoma	\$1.20M	\$692	64	119	33	3.6	▲2%	▼14%	▲31%	▲43%	▲10%	▲29%
Sonoma Coast	\$1.00M	\$508	170	33	3	11.0	▼47%	▼32%	▲166%	▲6%	▲0%	▲7%
Windsor	\$815K	\$482	46	43	17	2.5	▲3%	▼1%	▲35%	▲65%	▼6%	▲79%

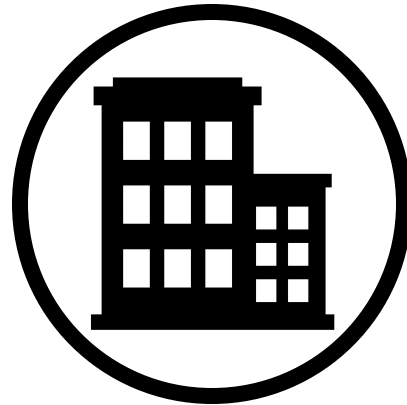
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Condominiums

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Market Snapshot

Sonoma County | Condominiums: **AUGUST 2025**

MEDIAN SOLD PRICE

\$460K

M-o-M Change ▼4.6%

Y-o-Y Change ▲7.0%

PRICE PER SQ. FT.

\$429

M-o-M Change ▲7.5%

Y-o-Y Change ▼38.1%

DAYS ON MARKET

59

M-o-M Change ▼10.6%

Y-o-Y Change ▲7.3%

PROPERTIES SOLD

21

M-o-M Change ▼12.5%

Y-o-Y Change ▼41.7%

MONTHS OF INVENTORY

4.8

M-o-M Change ▲9.1%

Y-o-Y Change ▲166.7%

% SOLD TO ORIG PRICE

97%

M-o-M Change ▲1.0%

Y-o-Y Change ▼1.0%

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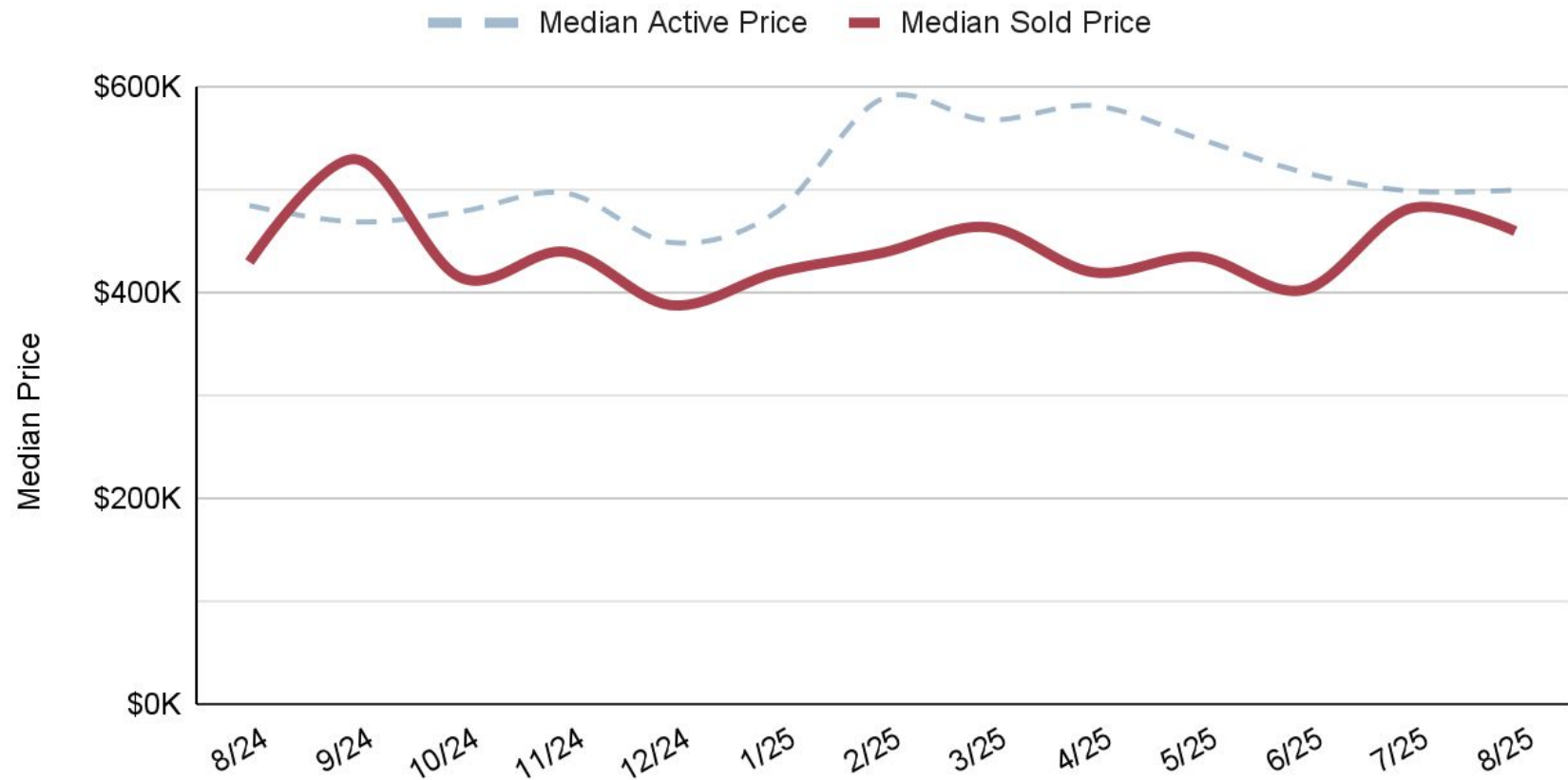
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Median Active vs. Sold Price

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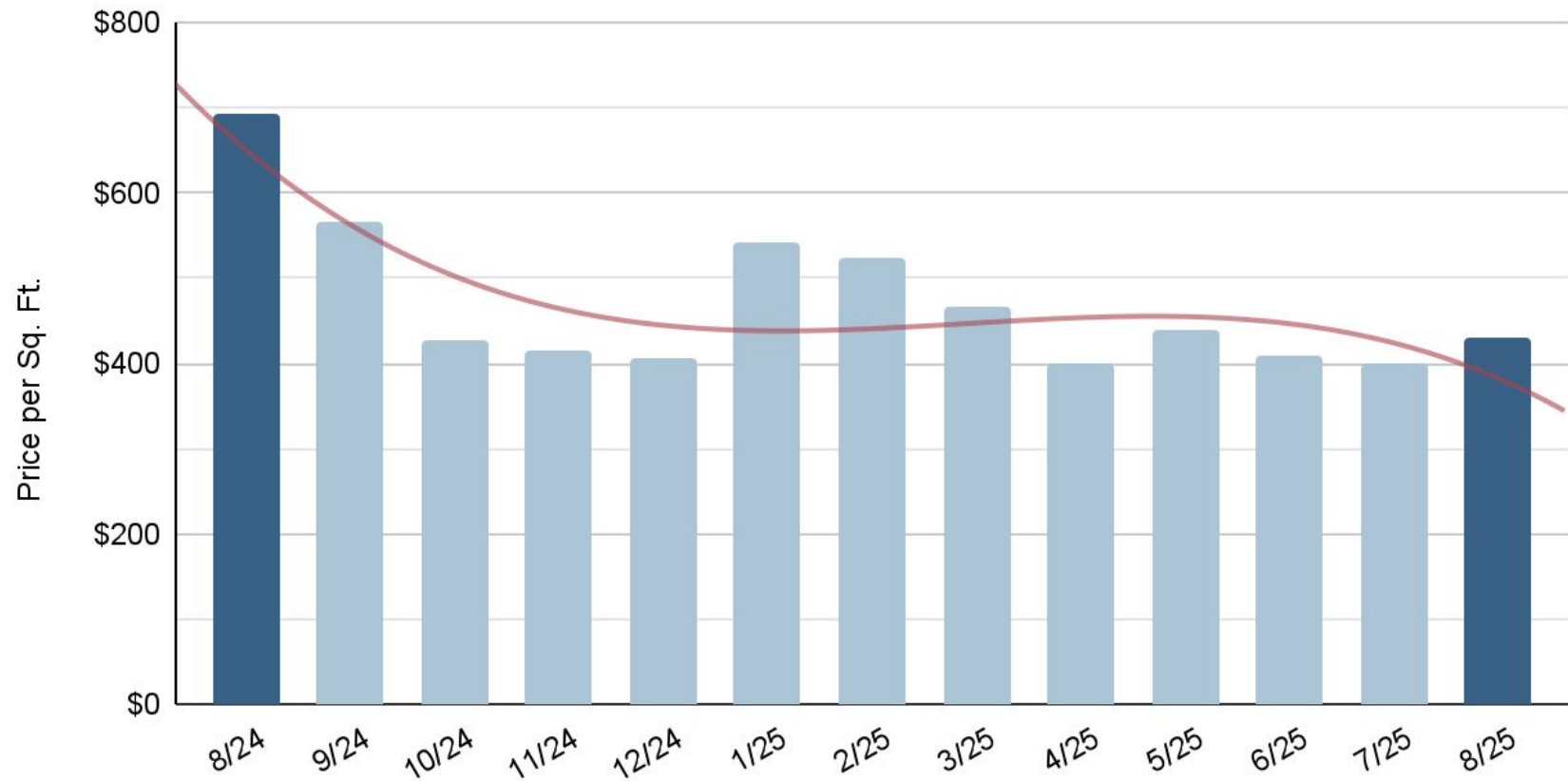
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Average Price per Square Foot

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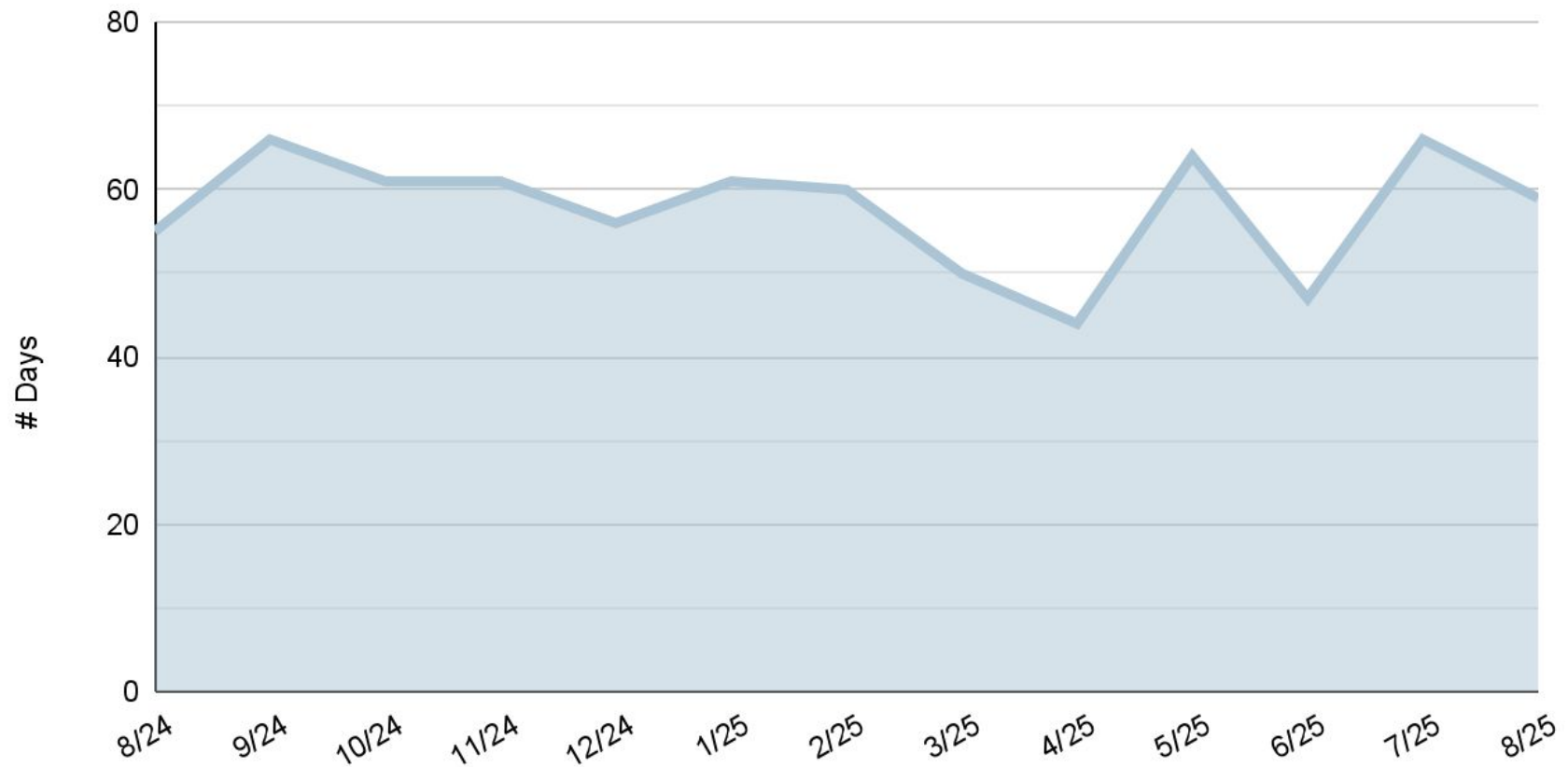
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Average Days on Market

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Properties For Sale vs. Sold

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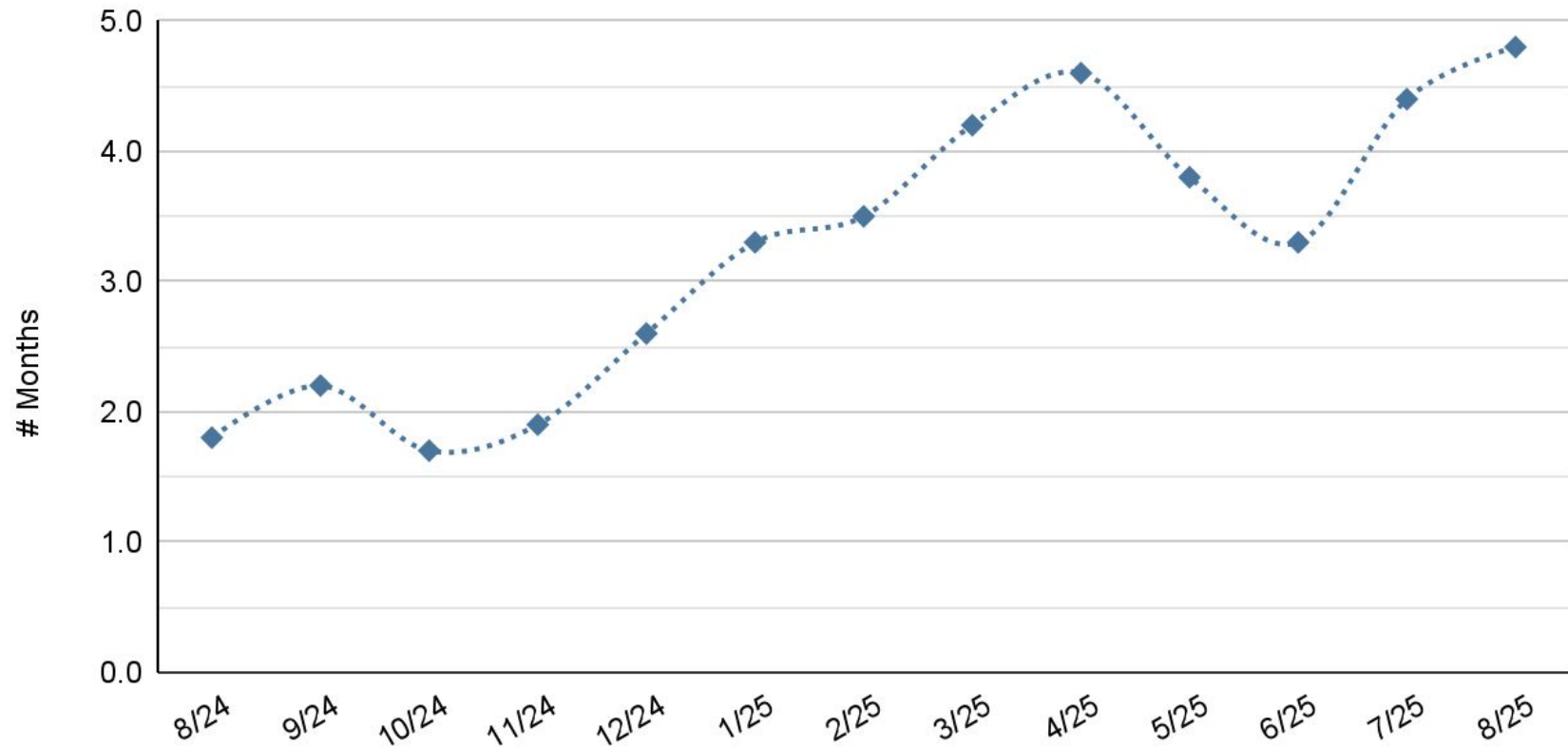
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Months Supply of Inventory

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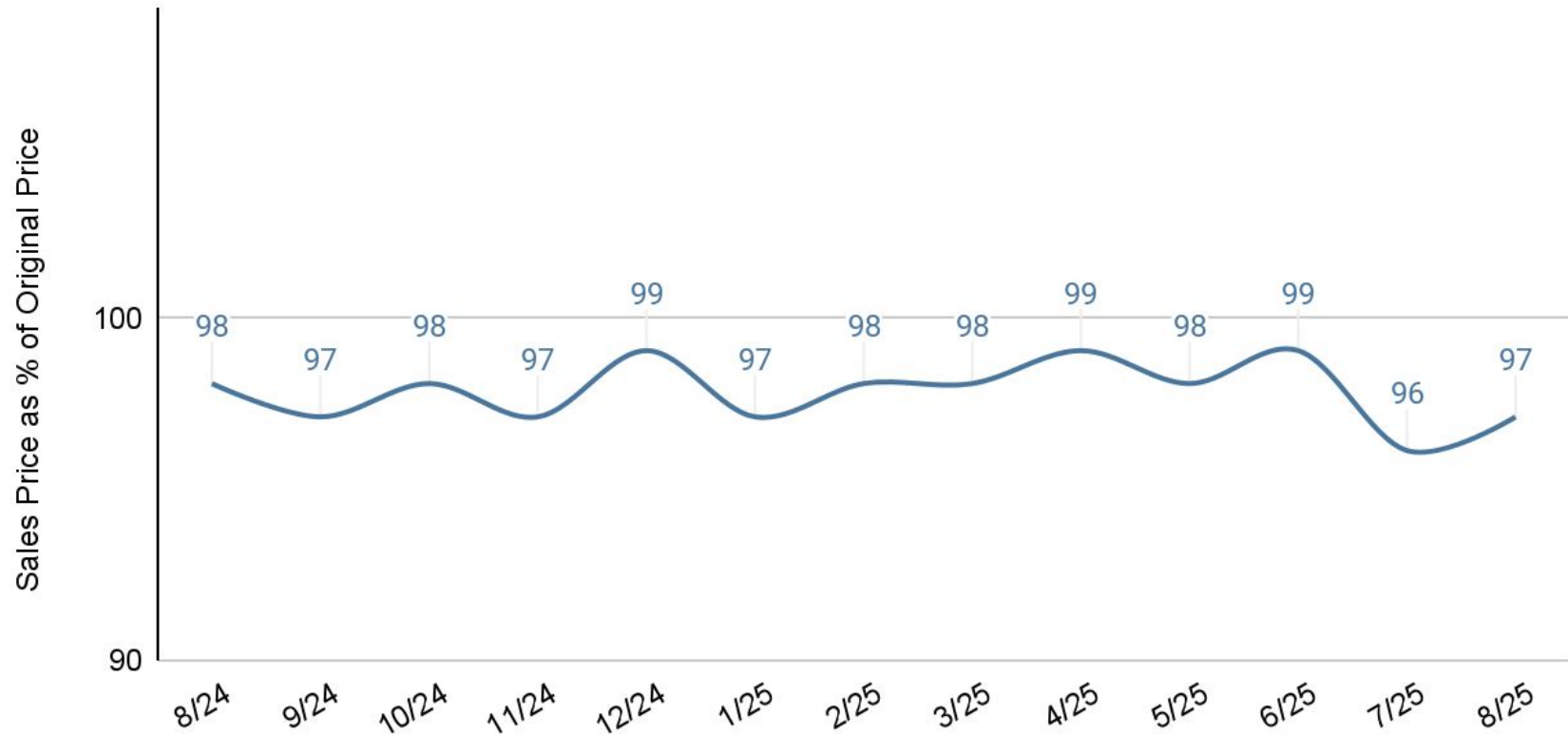
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% Sold Price to Original Price

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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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