



# Sonoma County

MARKET REPORT

JUNE 2025

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# Sonoma County Market Talk

While summer often brings a slower rhythm to everyday life, the real estate market doesn't always hit pause. Many buyers and sellers remain active, capitalizing on seasonal shifts in inventory and making smart, strategic moves before the fall. With steady demand and focused momentum, now is the perfect time to take a fresh look at what's happening in your local market.

In Sonoma County, home sales increased 17.3% month-over-month to 386, while available listings rose 4.5% to 1,170. Days on market decreased 13.2% to 46 days. The median sales price dipped slightly by 0.8% from the prior month but was up 3.0% year-over-year, reaching \$853,000. For condos, sales increased 11.1% to 30, with available listings down 0.9% to 106. Days on market fell 25.0% to 48 days. The median sales price decreased 7.0% month-over-month and 15.6% year-over-year to \$401,000.

Whether you're thinking about buying or just watching the market, I'm here to help you understand what's going on. The market may change, but having someone you trust makes all the difference. Let's talk about what's next for you and your home.

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# Notable Numbers

Sonoma County: **JUNE 2025**

15

PROPERTIES SOLD  
OFF MARKET

27

SOLD WITH  
ADDITIONAL  
DWELLING

33%

SOLD ABOVE  
LIST PRICE

40  
%

HAD MULTIPLE  
OFFERS

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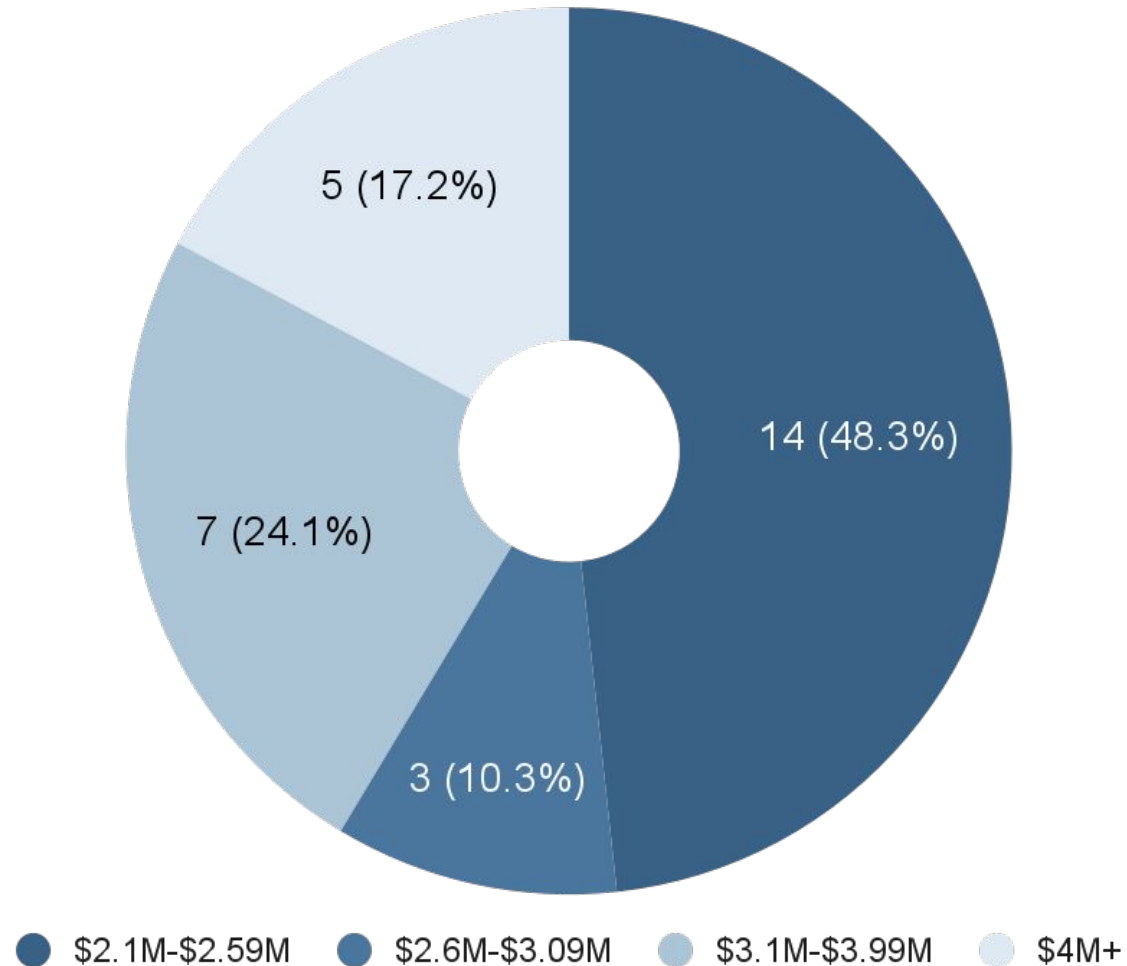
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# A Look at Luxury

Sonoma County: **JUNE 2025**

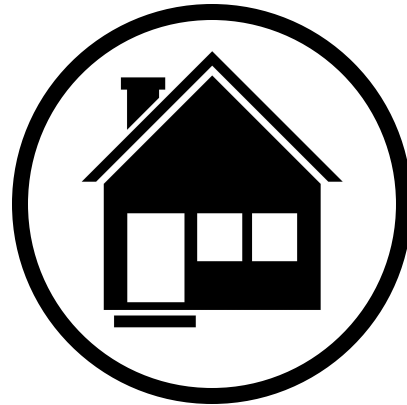


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# Single Family Homes

Sonoma County: **JUNE 2025**

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# Market Snapshot

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

## MEDIAN SOLD PRICE

**\$853K**

M-o-M Change ▼0.8%

Y-o-Y Change ▲3.0%

## PRICE PER SQ. FT.

**\$562**

M-o-M Change ▼5.2%

Y-o-Y Change ▼1.2%

## DAYS ON MARKET

**46**

M-o-M Change ▼13.2%

Y-o-Y Change ▲15.0%

## # PROPERTIES SOLD

**386**

M-o-M Change ▲17.3%

Y-o-Y Change ▲13.5%

## MONTHS OF INVENTORY

**3.0**

M-o-M Change ▼11.8%

Y-o-Y Change ▲25.0%

## % SOLD TO ORIG PRICE

**96%**

M-o-M Change ▲0.0%

Y-o-Y Change ▼1.0%

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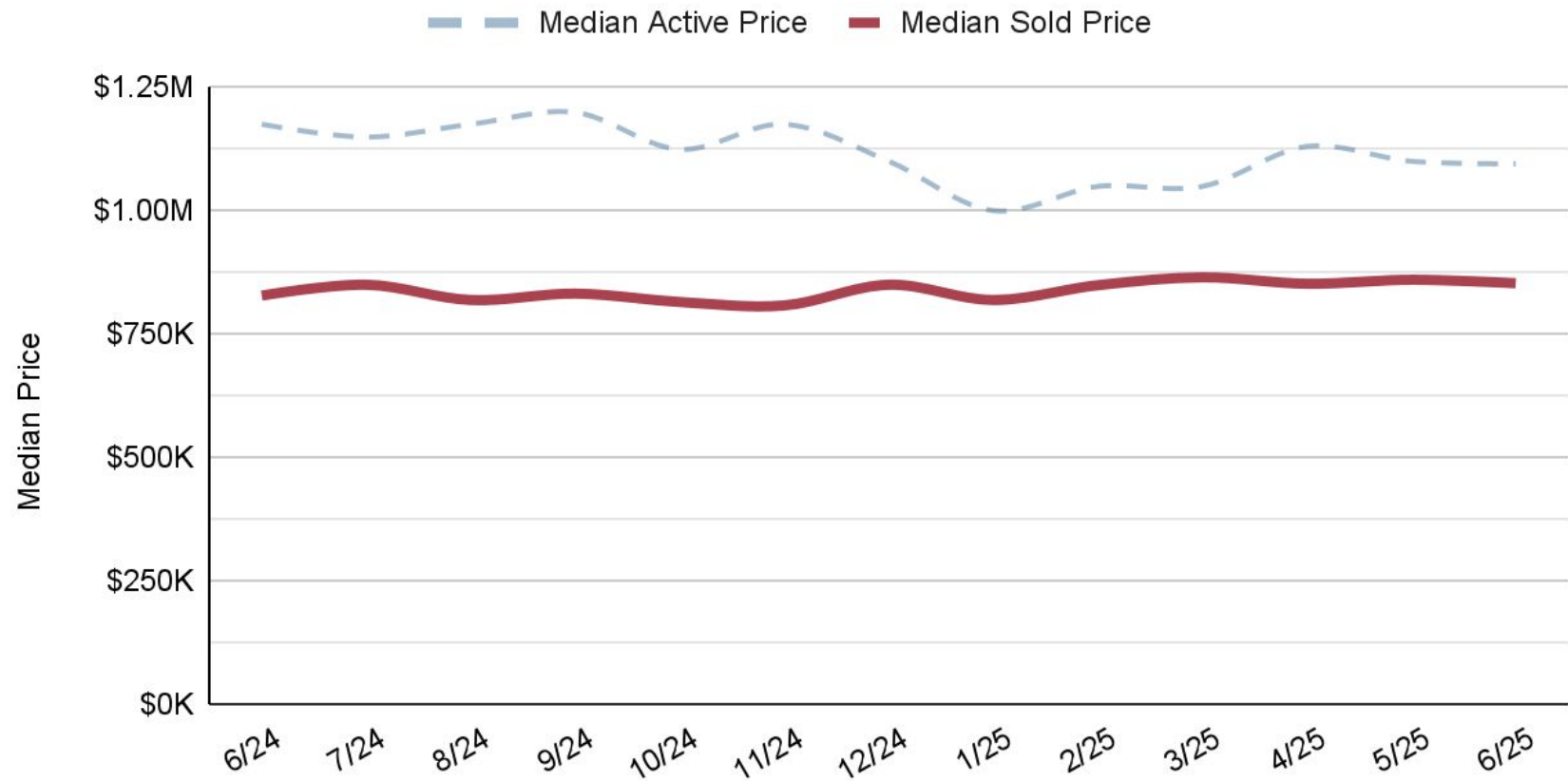
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# Median Active vs. Sold Price

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



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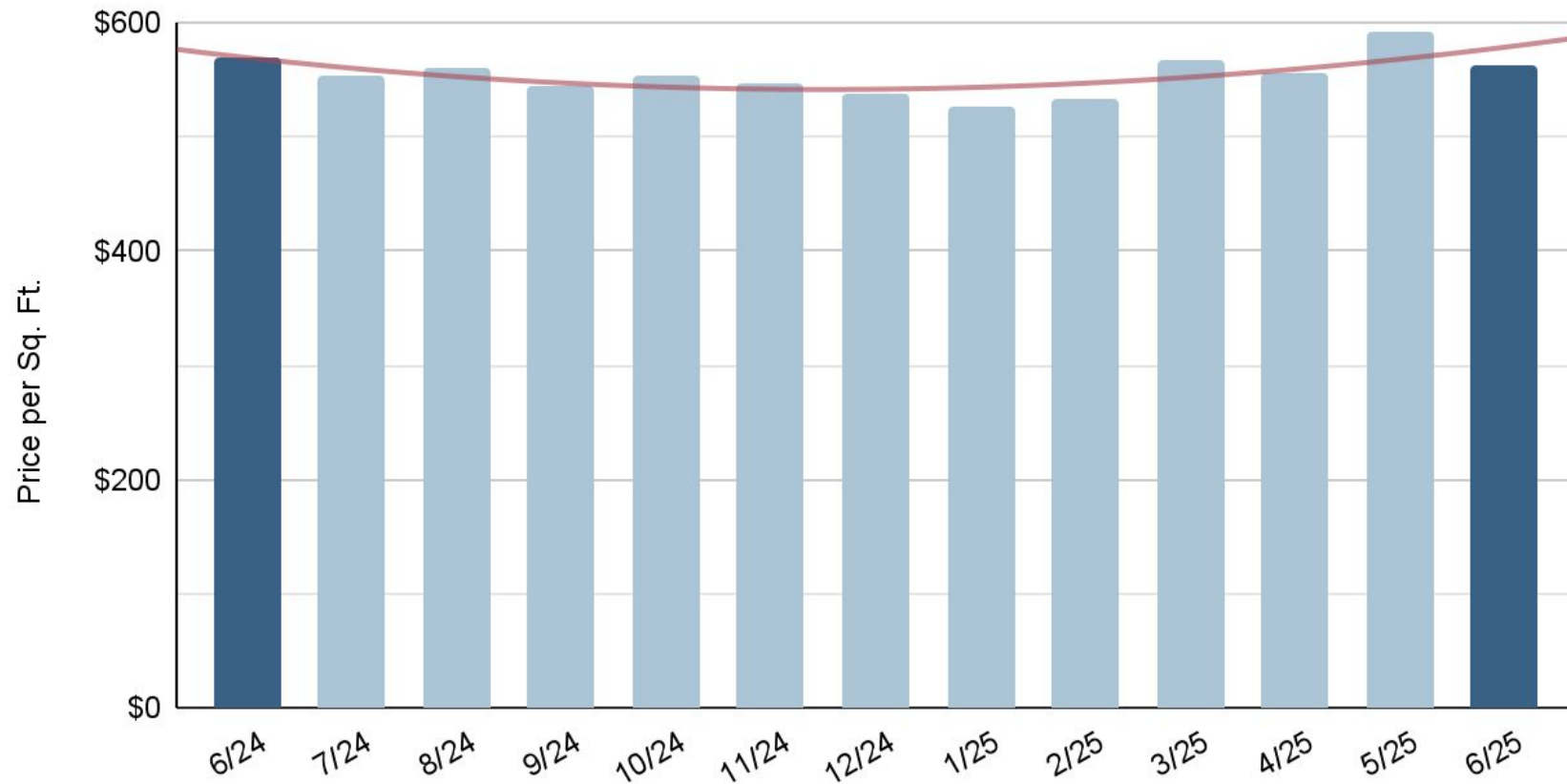
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# Average Price per Square Foot

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



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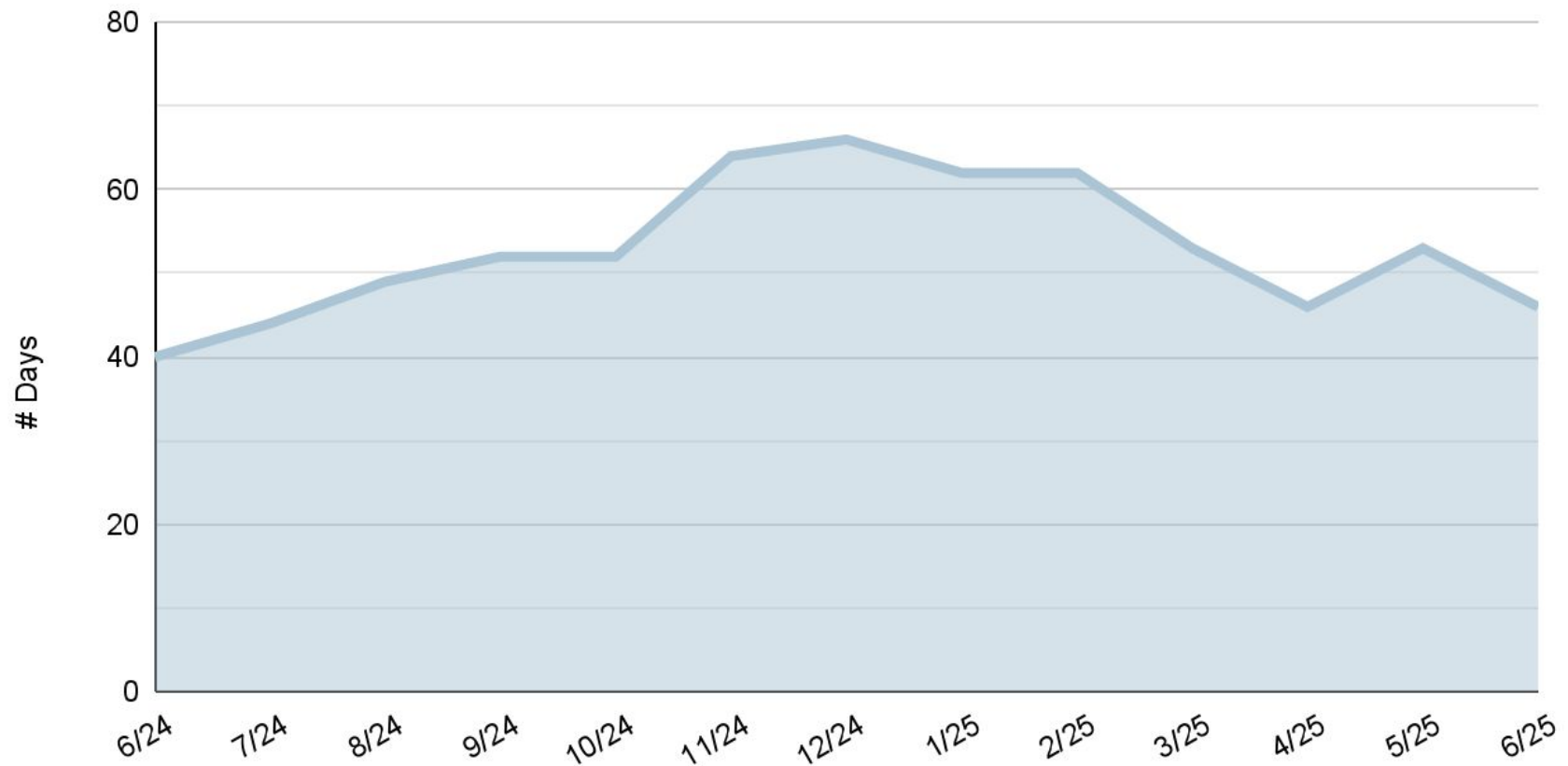
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# Average Days on Market

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



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# # Properties For Sale vs. Sold

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



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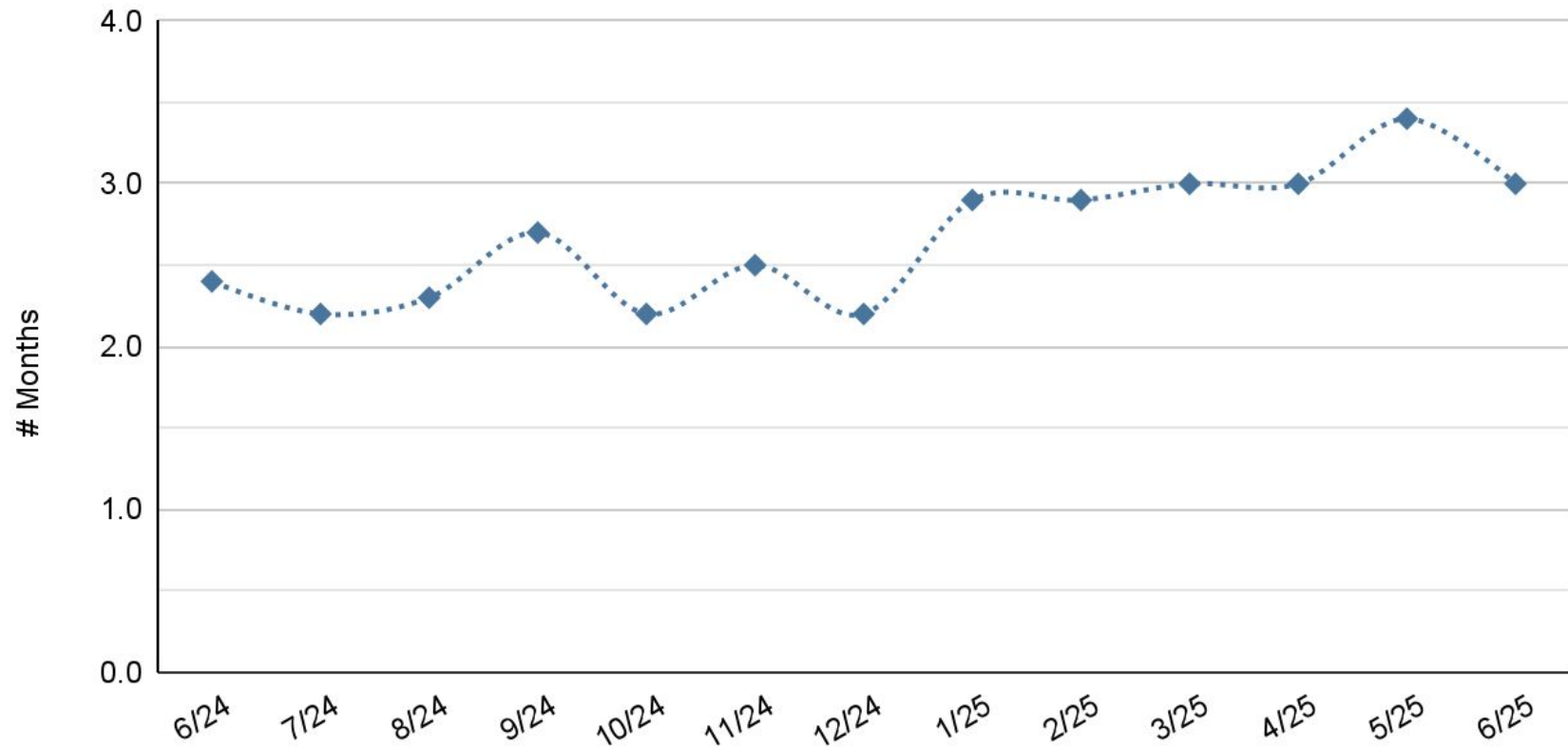
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# Months Supply of Inventory

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



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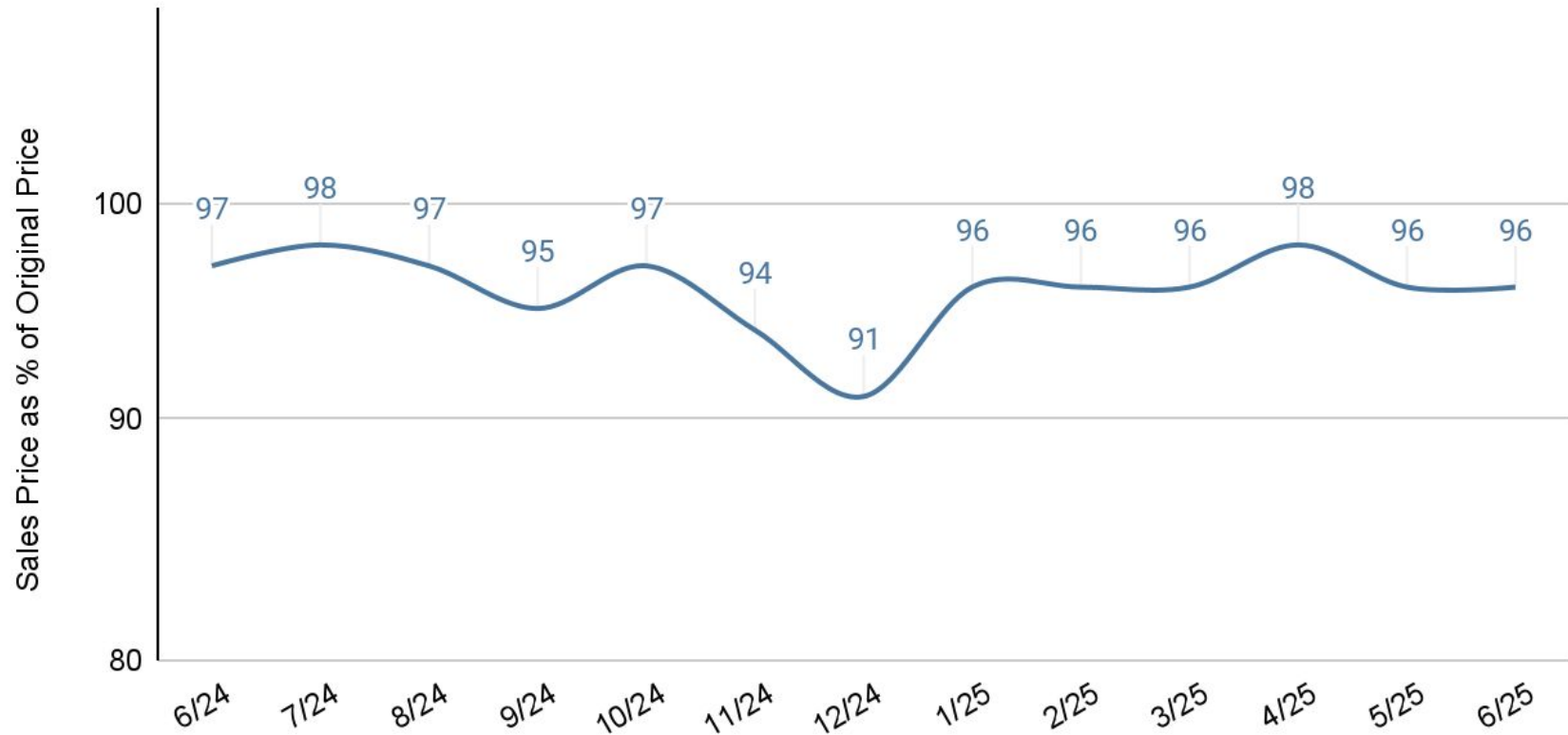
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# % Sold Price to Original Price

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



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# Cities by the Numbers

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

JUNE 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	\$1.11M	\$914	44	6	5	1.2	▼11%	▲91%	▲16%	▲20%	▲67%	▼29%
Healdsburg	\$1.38M	\$802	36	102	13	7.8	▼66%	▼31%	▼41%	▲42%	▲44%	▼3%
Petaluma	\$1.00M	\$545	37	90	60	1.5	▼4%	▼4%	▲9%	▲17%	▲67%	▼29%
Rohnert Park	\$749K	\$426	42	52	31	1.7	▼2%	▼3%	▼5%	▲30%	▲19%	▲13%
Russian River	\$620K	\$501	36	116	25	4.6	▲3%	▼9%	▼16%	▲59%	▲4%	▲53%
Santa Rosa	\$802K	\$499	53	388	154	2.5	▲3%	▲4%	▲39%	▲40%	▲12%	▲25%
Sebastopol	\$1.40M	\$636	34	44	21	2.1	▲40%	▼9%	▼6%	▲47%	▲24%	▲17%
Sonoma	\$985K	\$720	42	156	28	5.6	▲5%	▲5%	▼19%	▲61%	▲8%	▲51%
Sonoma Coast	\$1.85M	\$953	20	29	3	9.7	▲35%	▲41%	▼78%	▲45%	▼25%	▲94%
Windsor	\$855K	\$475	42	37	21	1.8	▲4%	▲3%	▲35%	▲19%	▼9%	▲38%

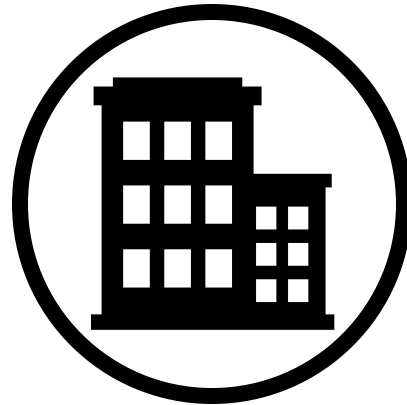
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# Condominiums

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# Market Snapshot

Sonoma County | Condominiums: **JUNE 2025**

## MEDIAN SOLD PRICE

**\$401K**

M-o-M Change ▼7.0%

Y-o-Y Change ▼15.6%

## PRICE PER SQ. FT.

**\$401**

M-o-M Change ▼7.6%

Y-o-Y Change ▼6.7%

## DAYS ON MARKET

**48**

M-o-M Change ▼25.0%

Y-o-Y Change ▲9.1%

## # PROPERTIES SOLD

**30**

M-o-M Change ▲11.1%

Y-o-Y Change ▲20.0%

## MONTHS OF INVENTORY

**3.5**

M-o-M Change ▼12.5%

Y-o-Y Change ▲25.0%

## % SOLD TO ORIG PRICE

**98%**

M-o-M Change ▲0.0%

Y-o-Y Change ▼2.0%

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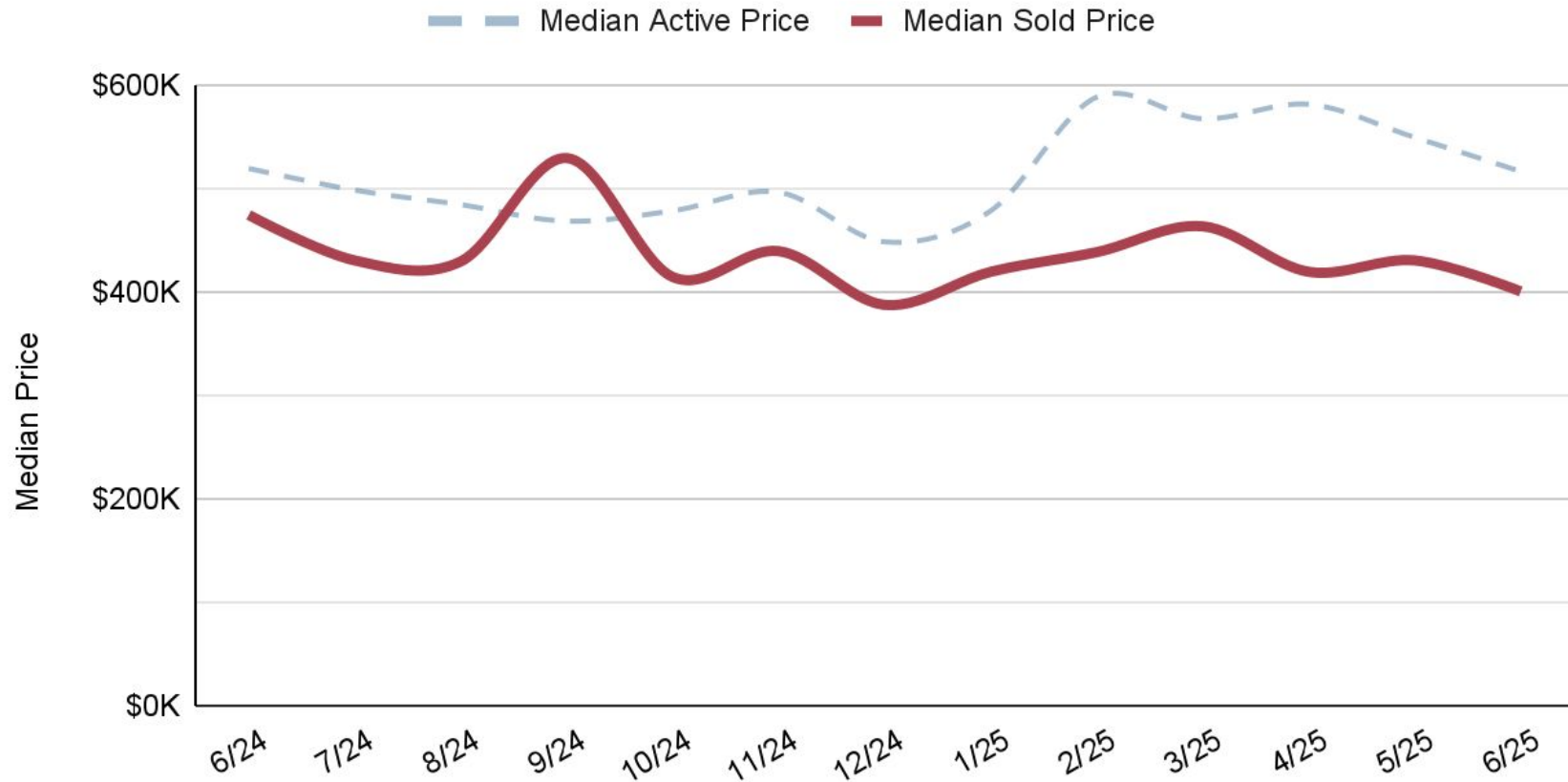
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# Median Active vs. Sold Price

Sonoma County | Condominiums: **JUNE 2025**



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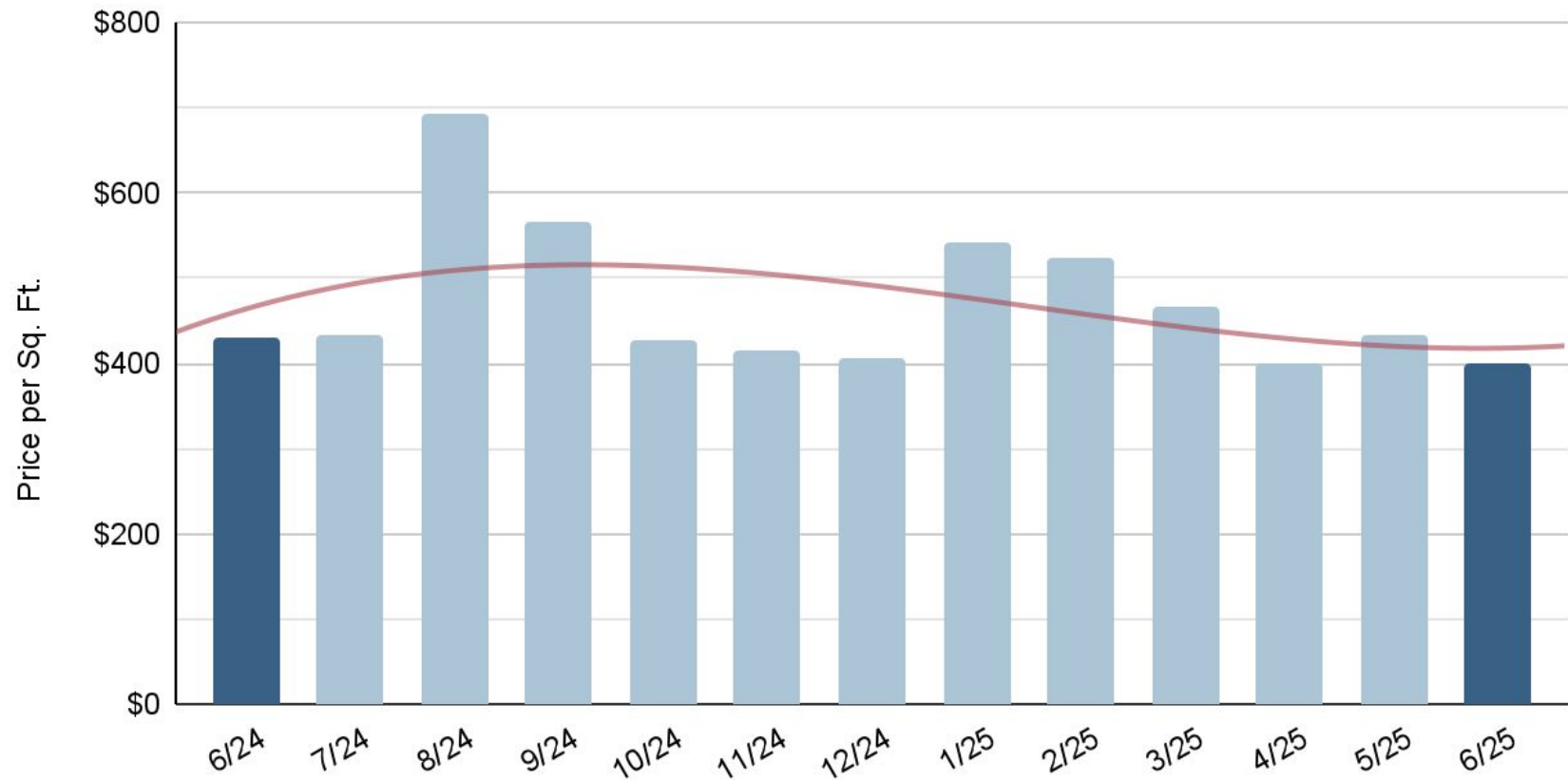
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# Average Price per Square Foot

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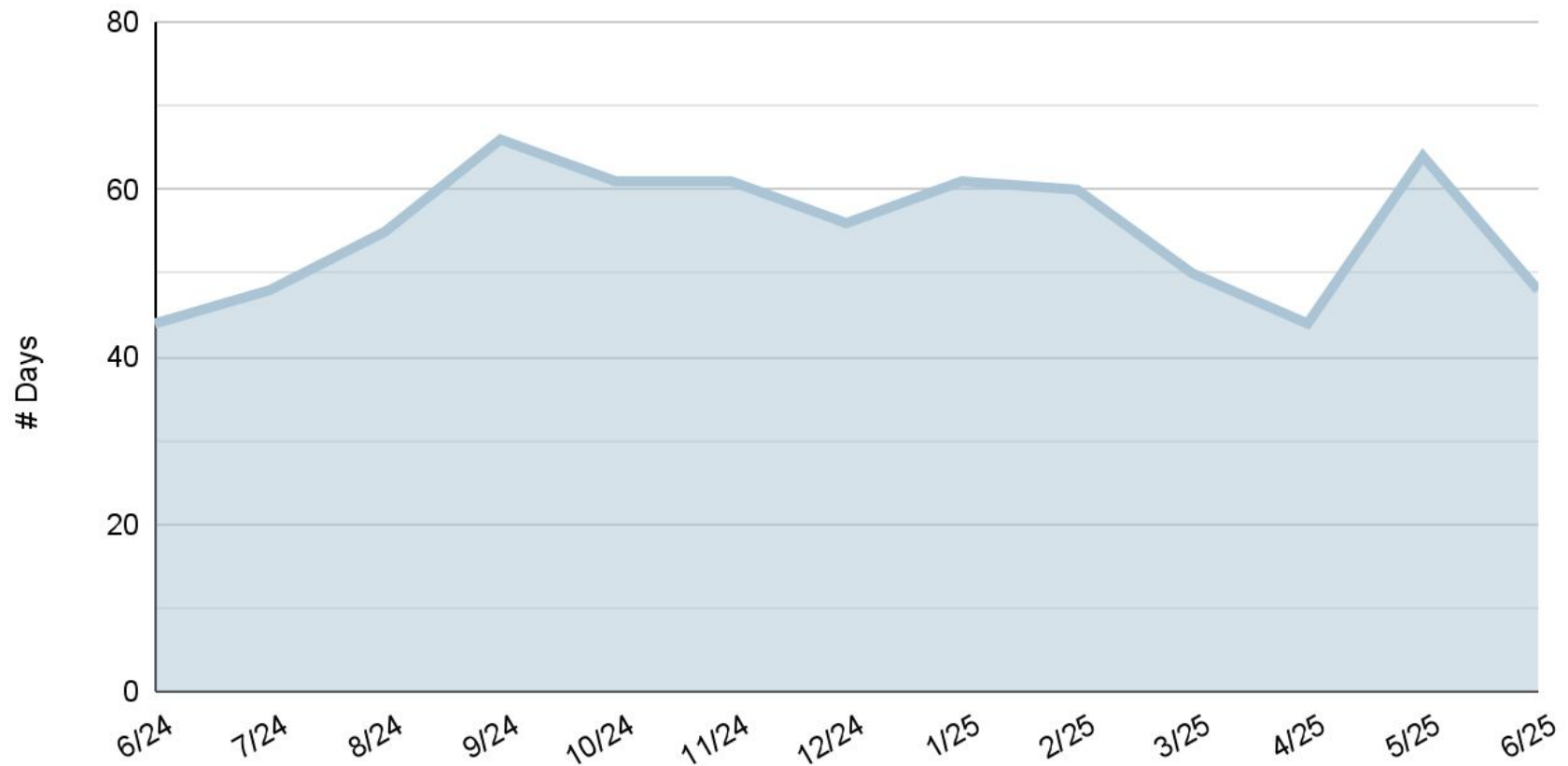
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# Average Days on Market

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# # Properties For Sale vs. Sold

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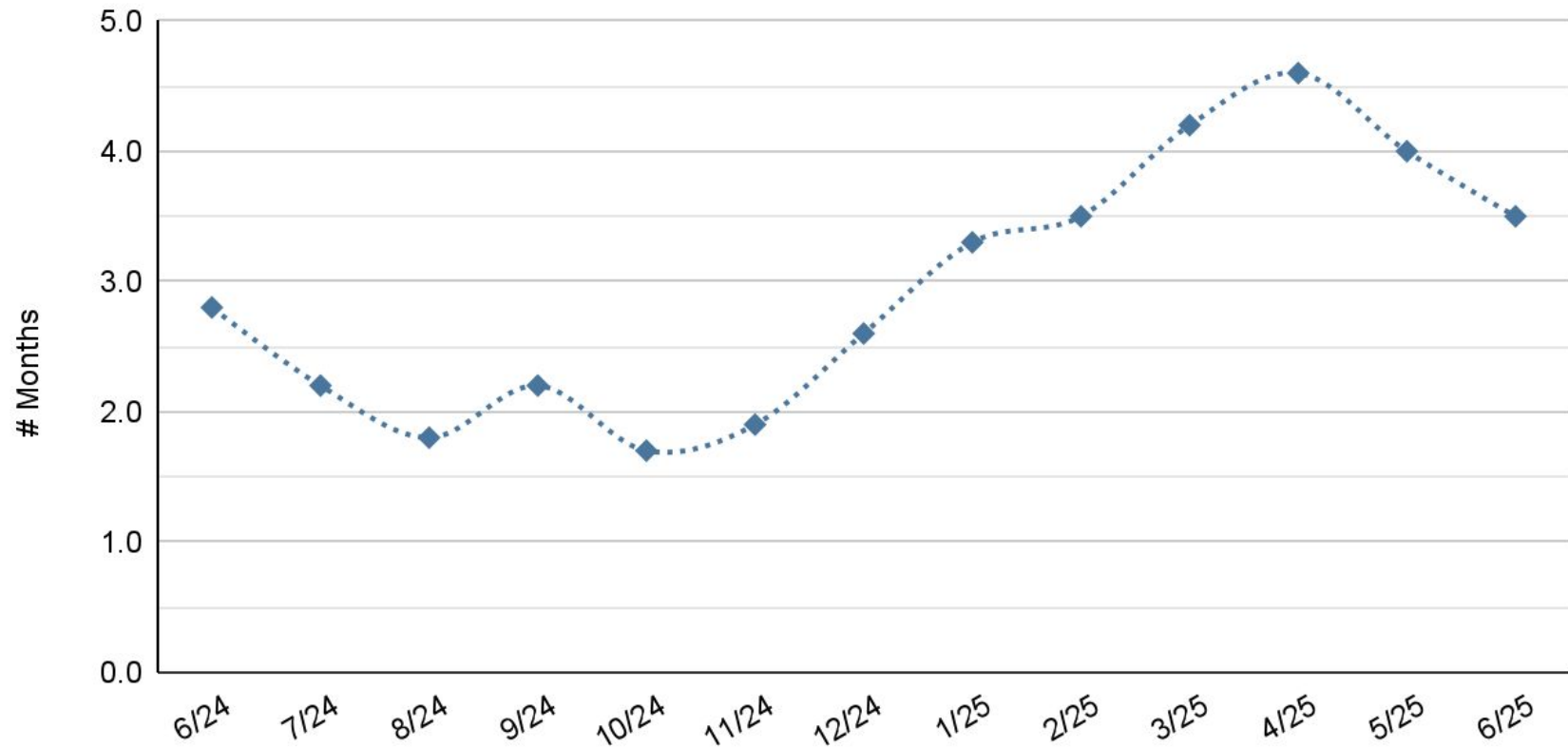
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# Months Supply of Inventory

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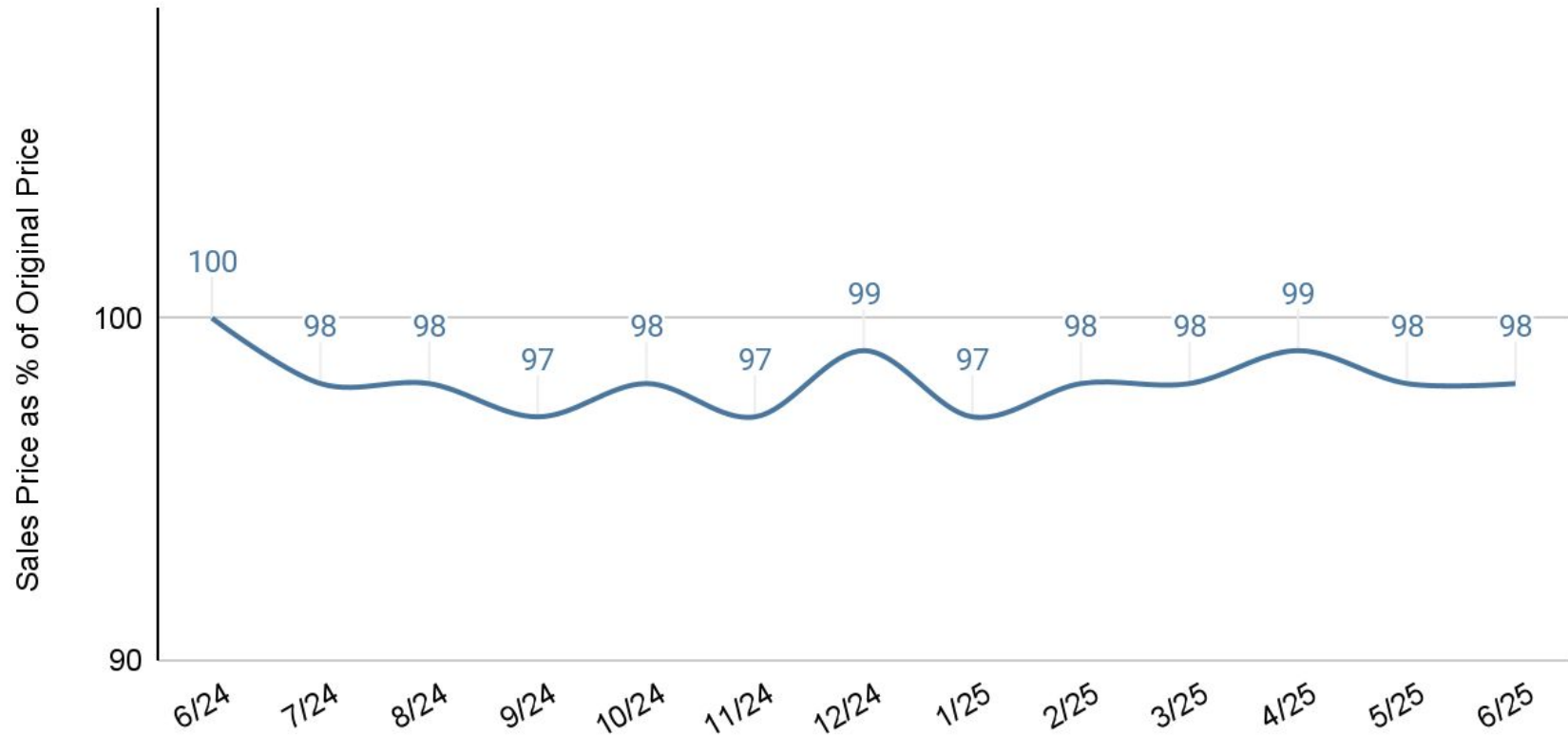
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# % Sold Price to Original Price

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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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