

Sonoma County

MARKET REPORT

JULY 2025

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Sonoma County Market Talk

As we soak up the last days of summer, the real estate market across much of California is still humming along. While some seasons bring a slowdown, current trends show steady activity, from pricing to pace. Whether you're just keeping an eye on things or starting to think ahead, it's a great time to stay tuned in and see where your local market is heading next.

In Sonoma County, the number of home sales decreased 3.8% to 380 from the prior month, while the number of available listings decreased 3.6% to 1128. Days on market increased 20.0% to 54 days. Median sales price held steady from the prior month and held steady from the prior year to \$850,000. For condos, the number of sales decreased 31.3% to 22 from the prior month, while the number of available listings held steady to 106. Days on market increased 48.9% to 70 days. Median sales price increased 8.4% from the prior month and increased 1.4% from the prior year to \$437,000.

Thinking about buying or selling, or just keeping an eye on the market? I'm here to help make sense of it all. Let's talk about your goals and what comes next.

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



Notable Numbers

Sonoma County: **JULY 2025**

8

**PROPERTIES SOLD
OFF MARKET**

27

**SOLD WITH
ADDITIONAL
DWELLING**

25%

**SOLD ABOVE
LIST PRICE**

37%

**HAD MULTIPLE
OFFERS**

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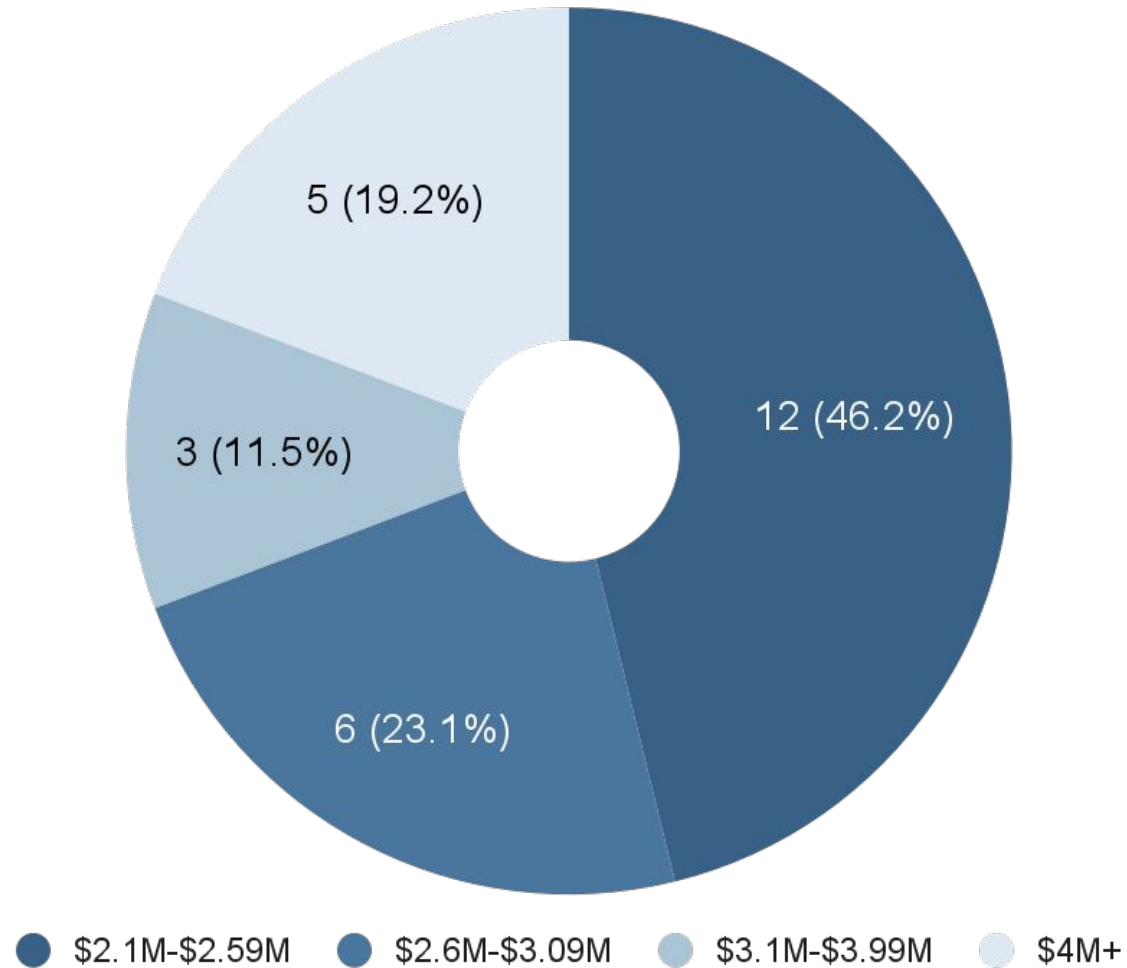
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A Look at Luxury

Sonoma County: **JULY 2025**



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Single Family Homes

Sonoma County: **JULY 2025**

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Market Snapshot

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

MEDIAN SOLD PRICE

\$850K

M-o-M Change ▲0.0%

Y-o-Y Change ▲0.0%

PRICE PER SQ. FT.

\$561

M-o-M Change ▲0.0%

Y-o-Y Change ▲1.3%

DAYS ON MARKET

54

M-o-M Change ▲20.0%

Y-o-Y Change ▲22.7%

PROPERTIES SOLD

380

M-o-M Change ▼3.8%

Y-o-Y Change ▲0.8%

MONTHS OF INVENTORY

3.0

M-o-M Change ▲0.0%

Y-o-Y Change ▲36.4%

% SOLD TO ORIG PRICE

95%

M-o-M Change ▼1.0%

Y-o-Y Change ▼3.1%

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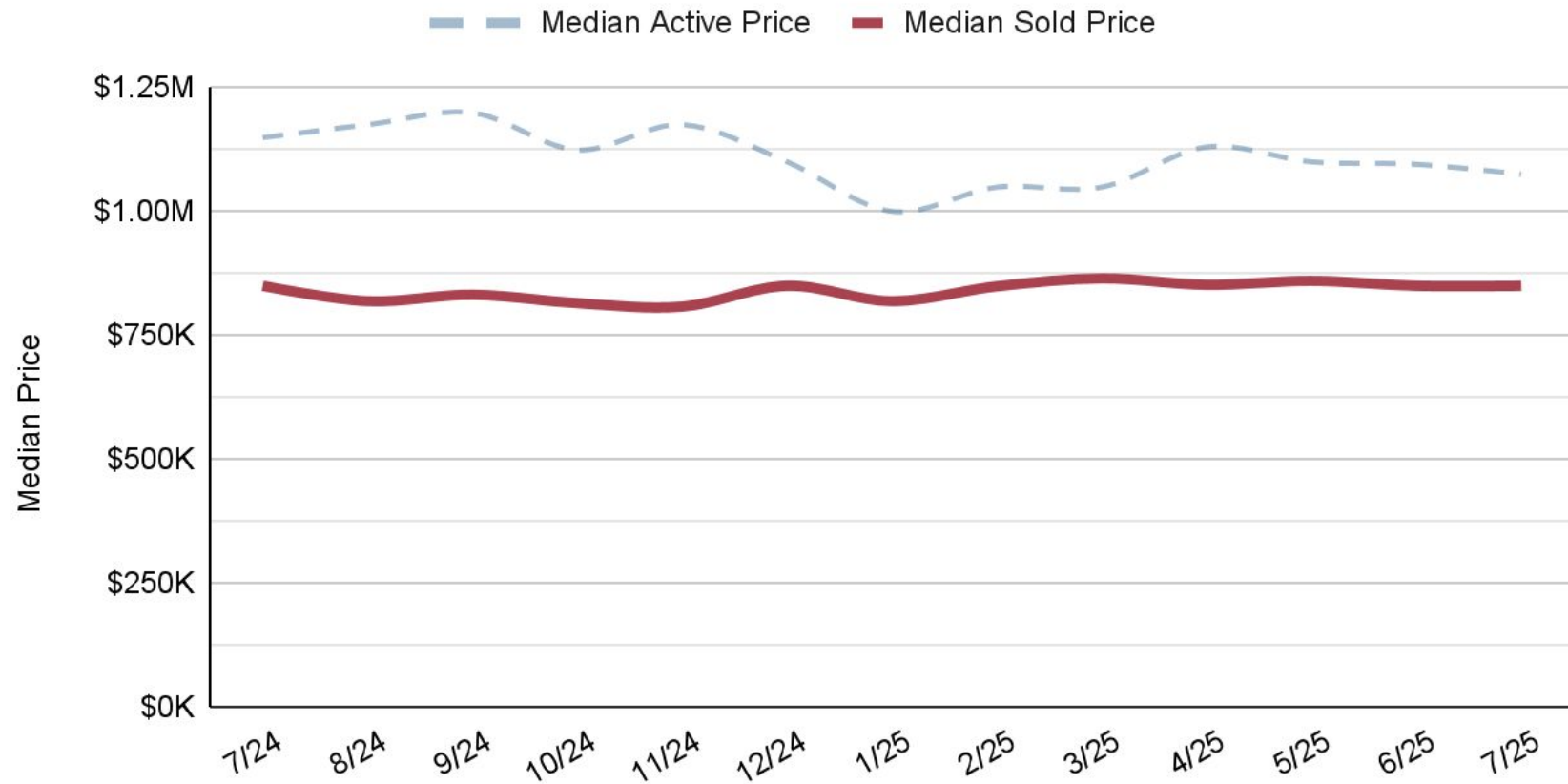
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Median Active vs. Sold Price

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



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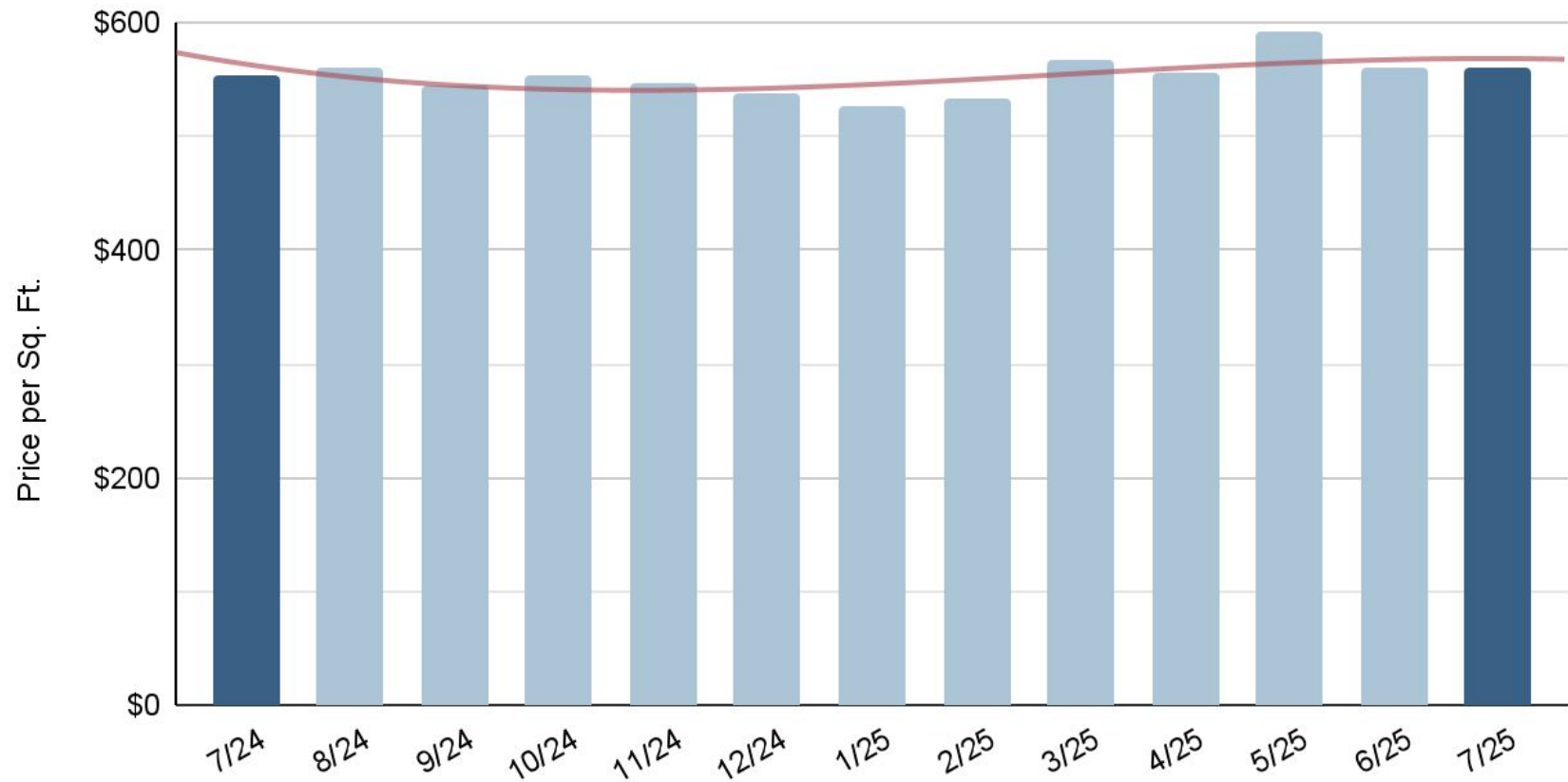
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Average Price per Square Foot

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



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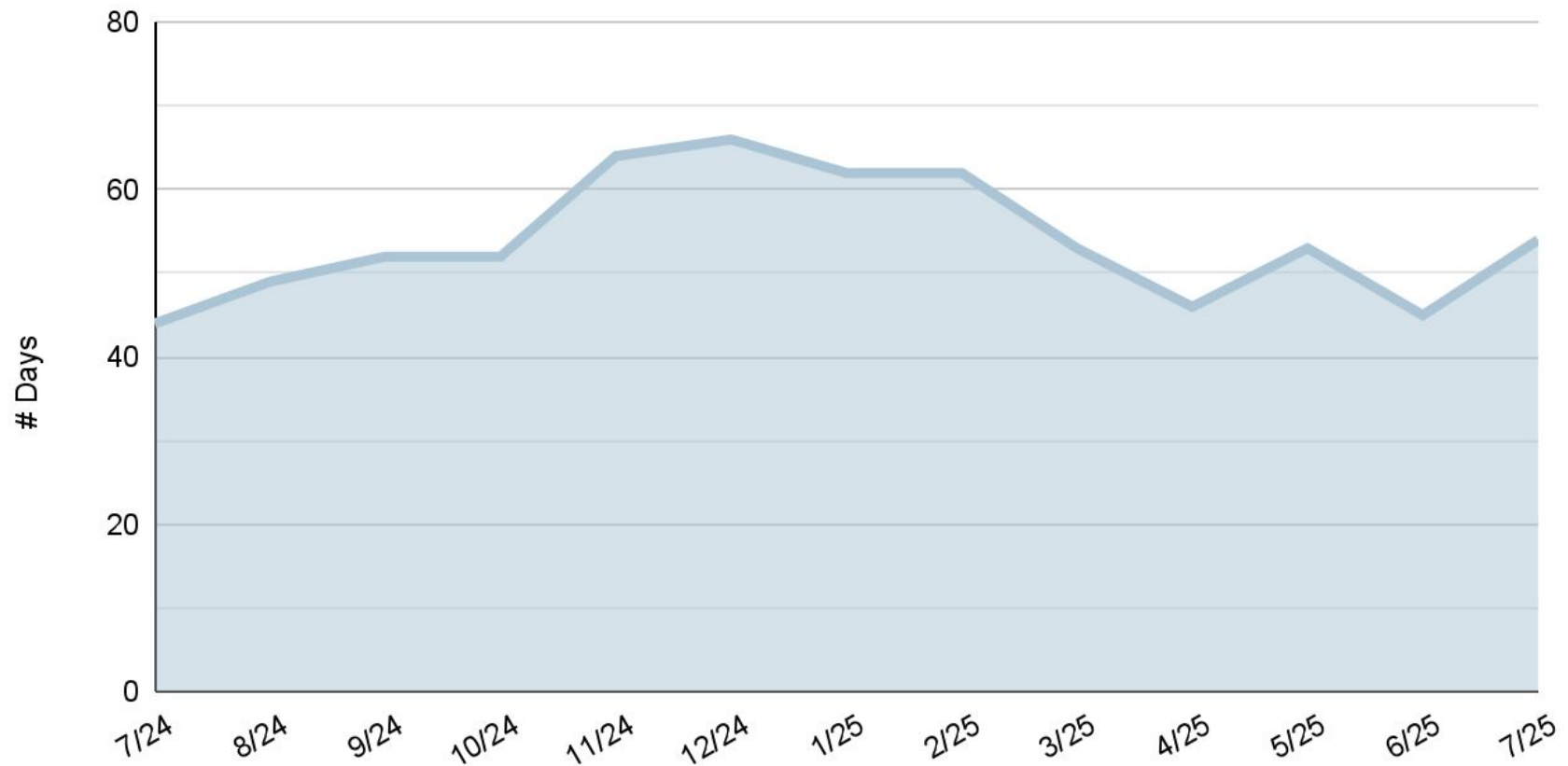
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Average Days on Market

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



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Properties For Sale vs. Sold

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



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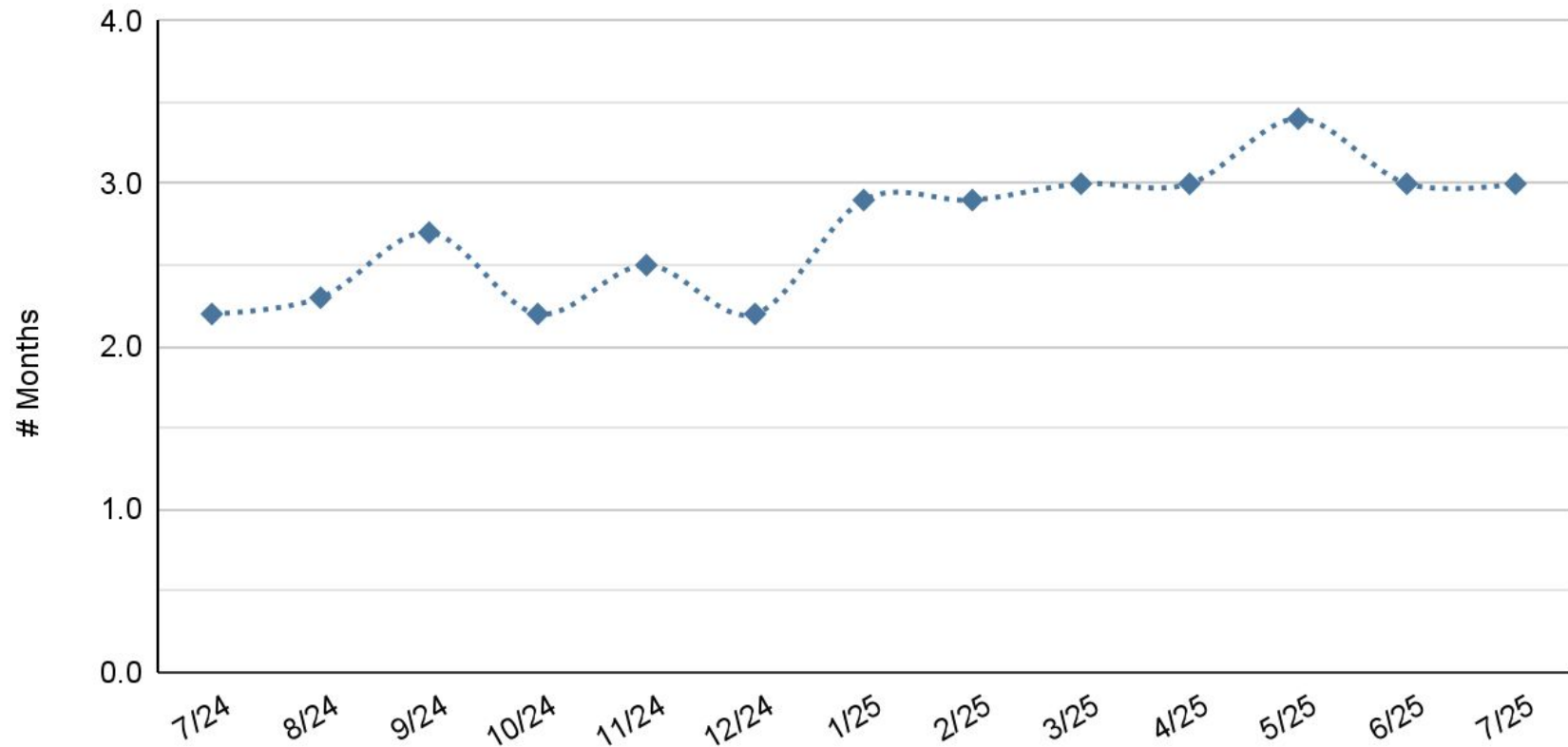
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Months Supply of Inventory

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



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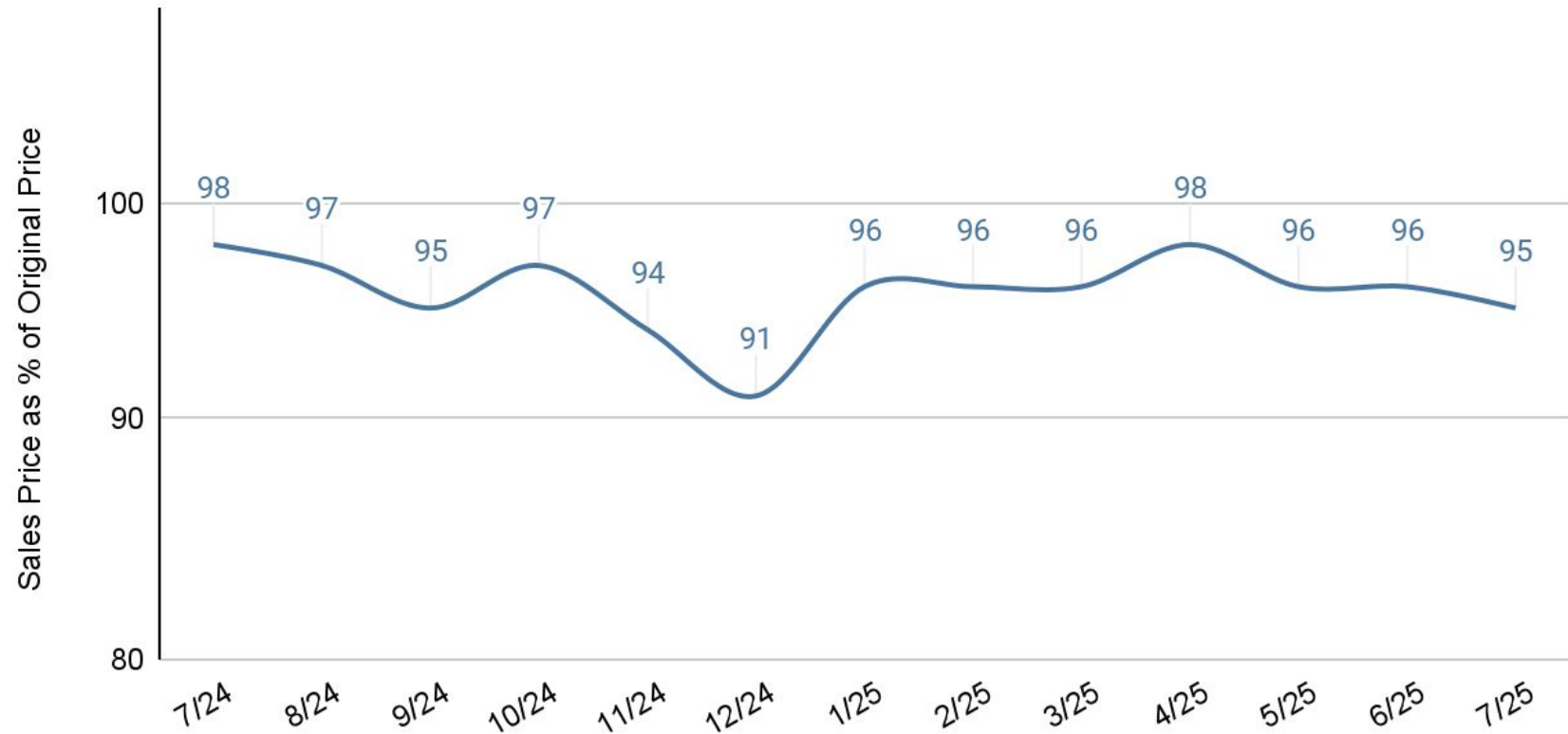
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% Sold Price to Original Price

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



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Cities by the Numbers

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

| JULY 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 | \$863K | \$496 | 67 | 6 | 9 | 0.7 | ▼5% | ▲7% | ▼21% | ▼14% | ▲125% | ▼61% |
| Healdsburg | \$1.26M | \$834 | 80 | 88 | 29 | 3.0 | ▼7% | ▼14% | ▲111% | ▲28% | ▲164% | ▼52% |
| Petaluma | \$900K | \$577 | 36 | 94 | 44 | 2.1 | ▼6% | ▼2% | ▲16% | ▲16% | ▼14% | ▲31% |
| Rohnert Park | \$725K | \$427 | 45 | 60 | 21 | 2.9 | ▼7% | ▲2% | ▲7% | ▲71% | ▼16% | ▲107% |
| Russian River | \$589K | \$495 | 51 | 96 | 33 | 2.9 | ▼2% | ▲5% | ▼6% | ▲13% | ▲18% | ▼3% |
| Santa Rosa | \$766K | \$468 | 55 | 389 | 136 | 2.9 | ▼4% | ▼6% | ▲45% | ▲40% | ▼9% | ▲53% |
| Sebastopol | \$1.30M | \$768 | 39 | 45 | 22 | 2.0 | ▲13% | ▲8% | ▼33% | ▲80% | ▲0% | ▲82% |
| Sonoma | \$1.13M | \$741 | 69 | 131 | 28 | 4.7 | ▲21% | ▼0% | ▲8% | ▲39% | ▼3% | ▲47% |
| Sonoma Coast | \$1.39M | \$645 | 56 | 35 | 4 | 8.8 | ▲16% | ▼11% | ▼33% | ▲46% | ▲33% | ▲10% |
| Windsor | \$810K | \$484 | 47 | 41 | 28 | 1.5 | ▼3% | ▲6% | ▲47% | ▲58% | ▲33% | ▲25% |

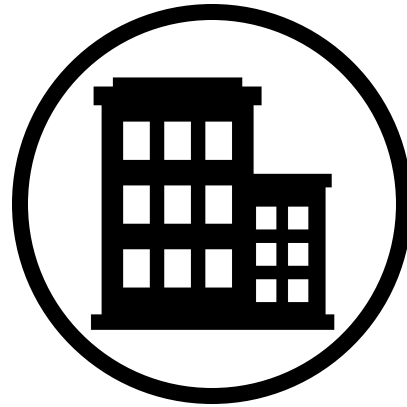
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Condominiums

Sonoma County: **JULY 2025**

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Market Snapshot

Sonoma County | Condominiums: **JULY 2025**

MEDIAN SOLD PRICE

\$437K

M-o-M Change ▲8.4%

Y-o-Y Change ▲1.4%

PRICE PER SQ. FT.

\$391

M-o-M Change ▼4.2%

Y-o-Y Change ▼9.5%

DAYS ON MARKET

70

M-o-M Change ▲48.9%

Y-o-Y Change ▲45.8%

PROPERTIES SOLD

22

M-o-M Change ▼31.3%

Y-o-Y Change ▼24.1%

MONTHS OF INVENTORY

4.8

M-o-M Change ▲45.5%

Y-o-Y Change ▲118.2%

% SOLD TO ORIG PRICE

96%

M-o-M Change ▼3.0%

Y-o-Y Change ▼2.0%

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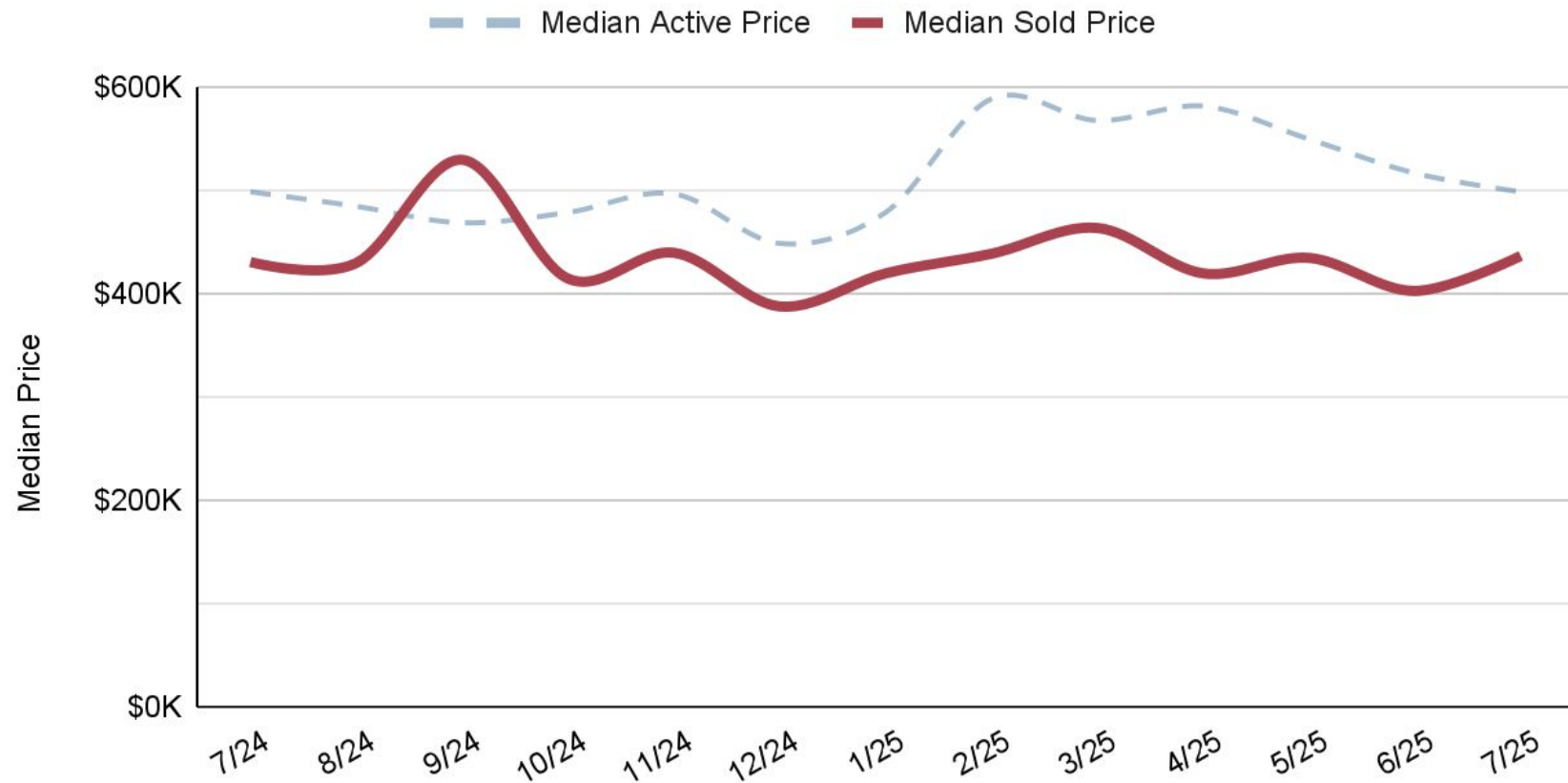
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Median Active vs. Sold Price

Sonoma County | Condominiums: **JULY 2025**



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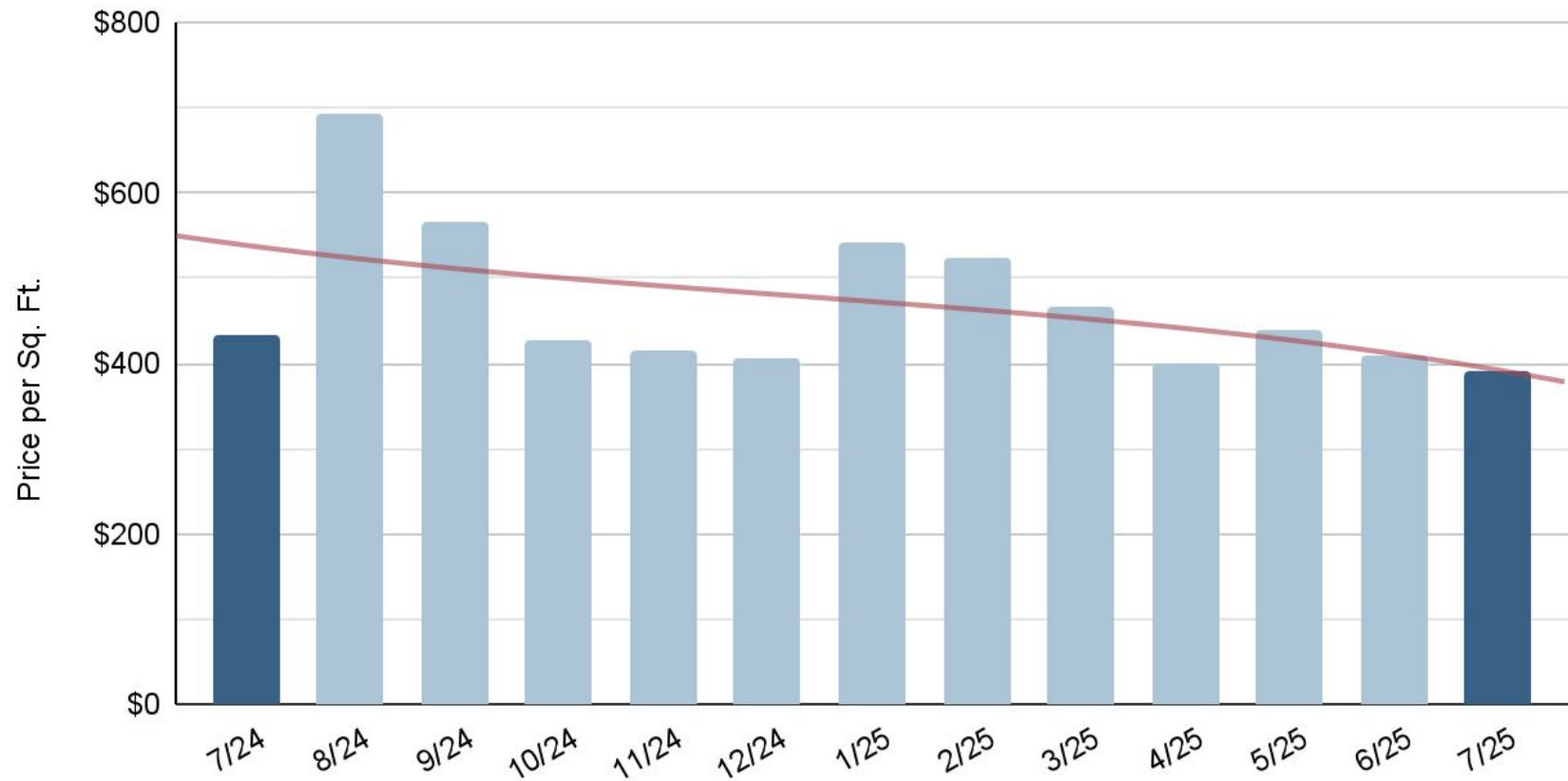
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Average Price per Square Foot

Sonoma County | Condominiums: **JULY 2025**



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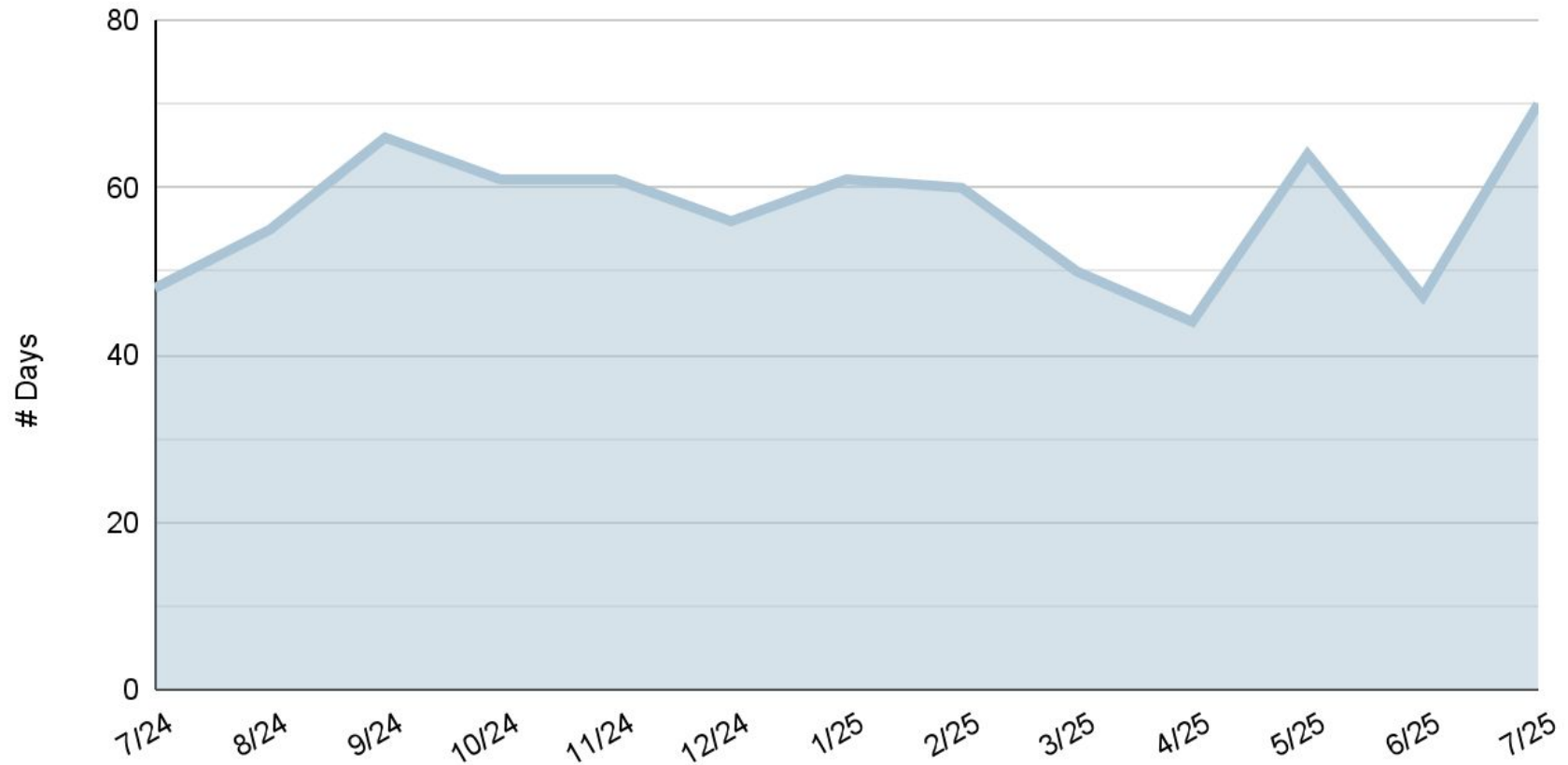
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Average Days on Market

Sonoma County | Condominiums: **JULY 2025**



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Properties For Sale vs. Sold

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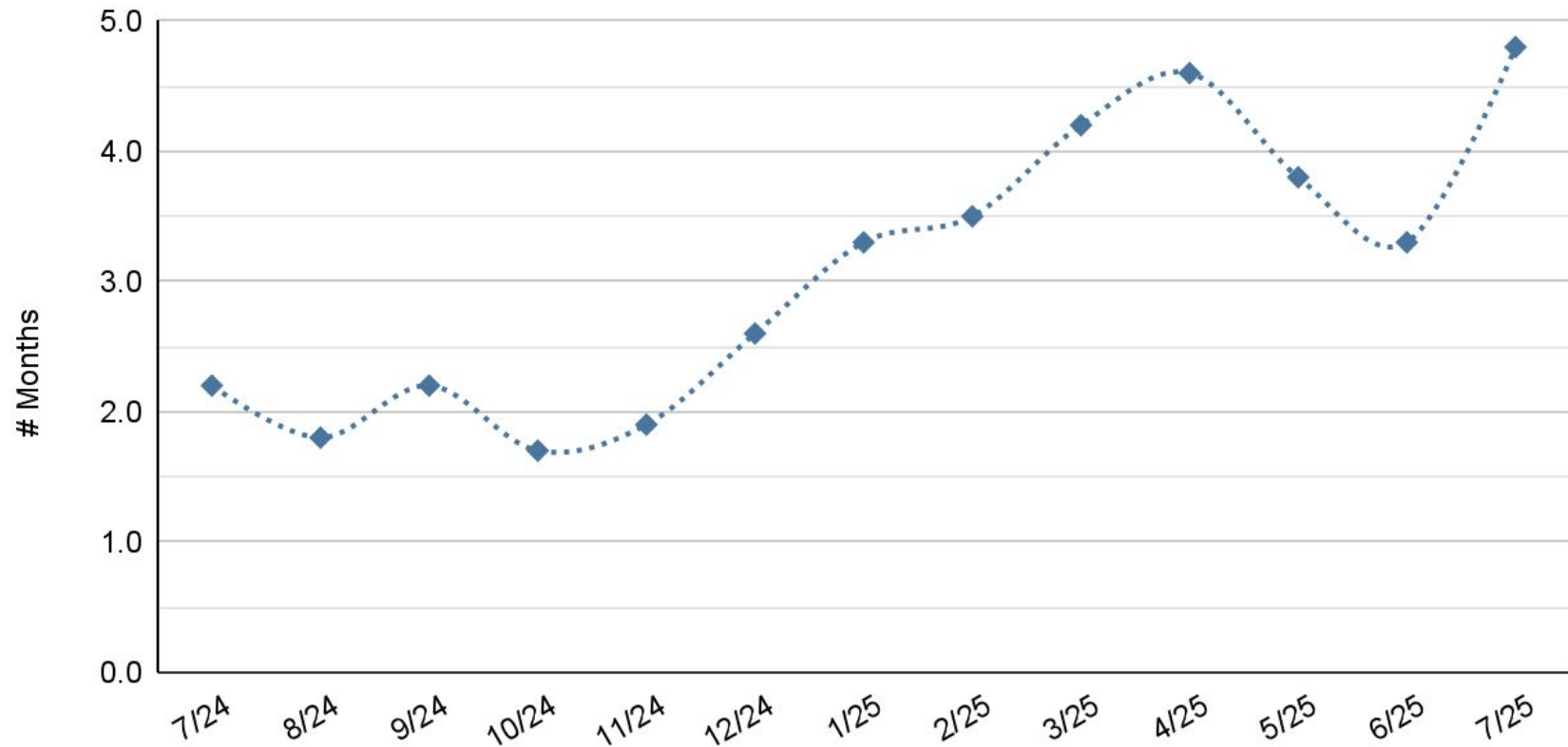
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Months Supply of Inventory

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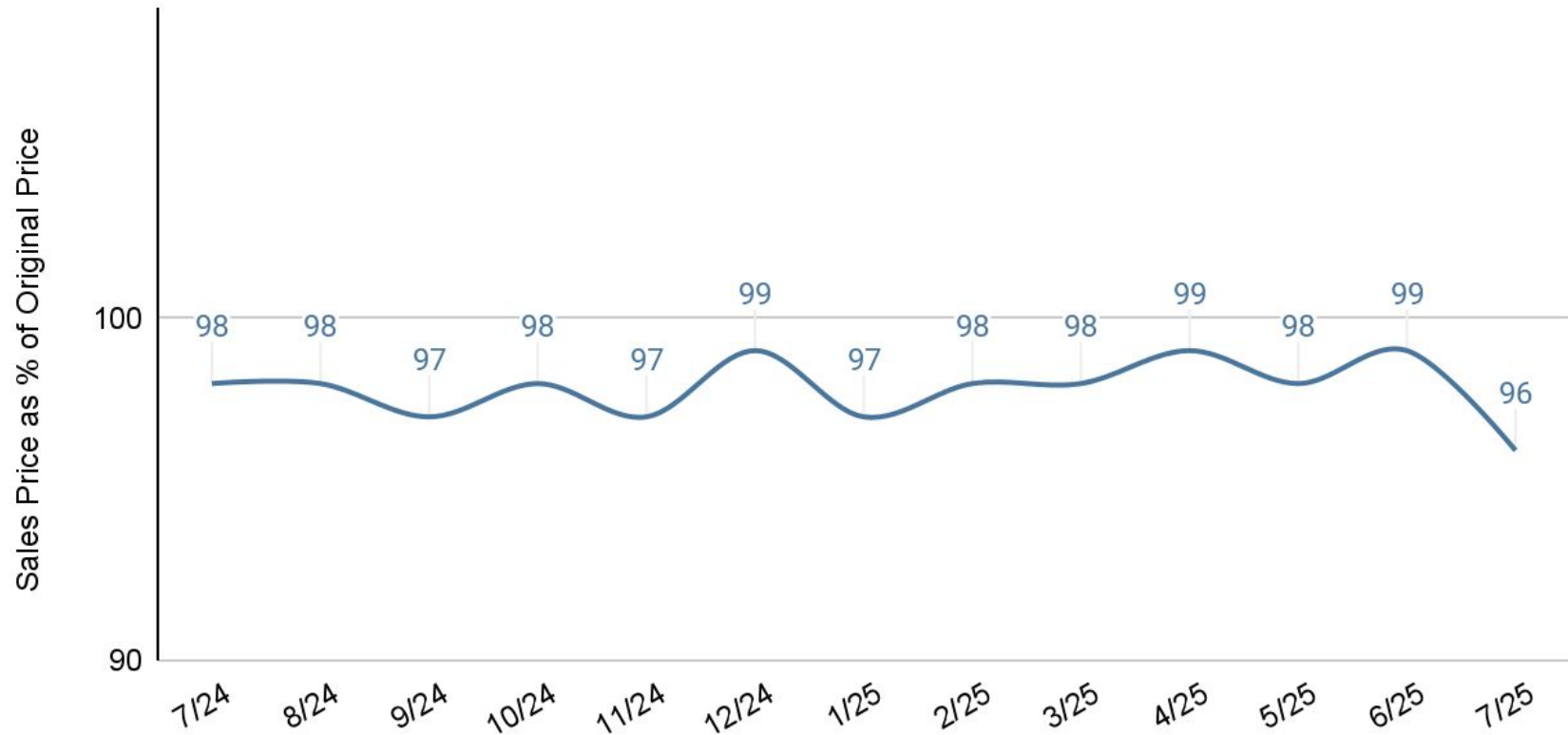
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% Sold Price to Original Price

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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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