

Sonoma County

MARKET REPORT

JANUARY 2026

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Sonoma County Market Talk

The market is moving at a more intentional pace, and that's creating real opportunity for both buyers and sellers. Buyers are active and making thoughtful decisions, while sellers are seeing strong interest in homes that are well-priced and well-presented. With more inventory available, there's room for the right properties to shine, and motivated buyers are ready to move. Momentum is strong, making now a smart time to engage with the market.

In Sonoma County, the number of home sales decreased 40.0% to 165 from the prior month, while the number of available listings decreased 3.5% to 498. Days on market increased 8.8% to 87 days. Median sales price decreased 4.8% from the prior month and decreased 2.3% from the prior year to \$800,000. For condos, the number of sales decreased 34.6% to 17 from the prior month, while the number of available listings decreased 3.3% to 59. Days on market decreased 24.4% to 65 days. Median sales price increased 12.0% from the prior month and increased 10.7% from the prior year to \$465,000.

Thinking about making a move this year? A clear plan from the start can make all the difference. Let's connect and map out your next steps.

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



Notable Numbers

Sonoma County: **JANUARY 2026**

15

PROPERTIES SOLD
OFF MARKET

14

SOLD WITH
ADDITIONAL
DWELLING

17%

SOLD ABOVE
LIST PRICE

30%

HAD MULTIPLE
OFFERS

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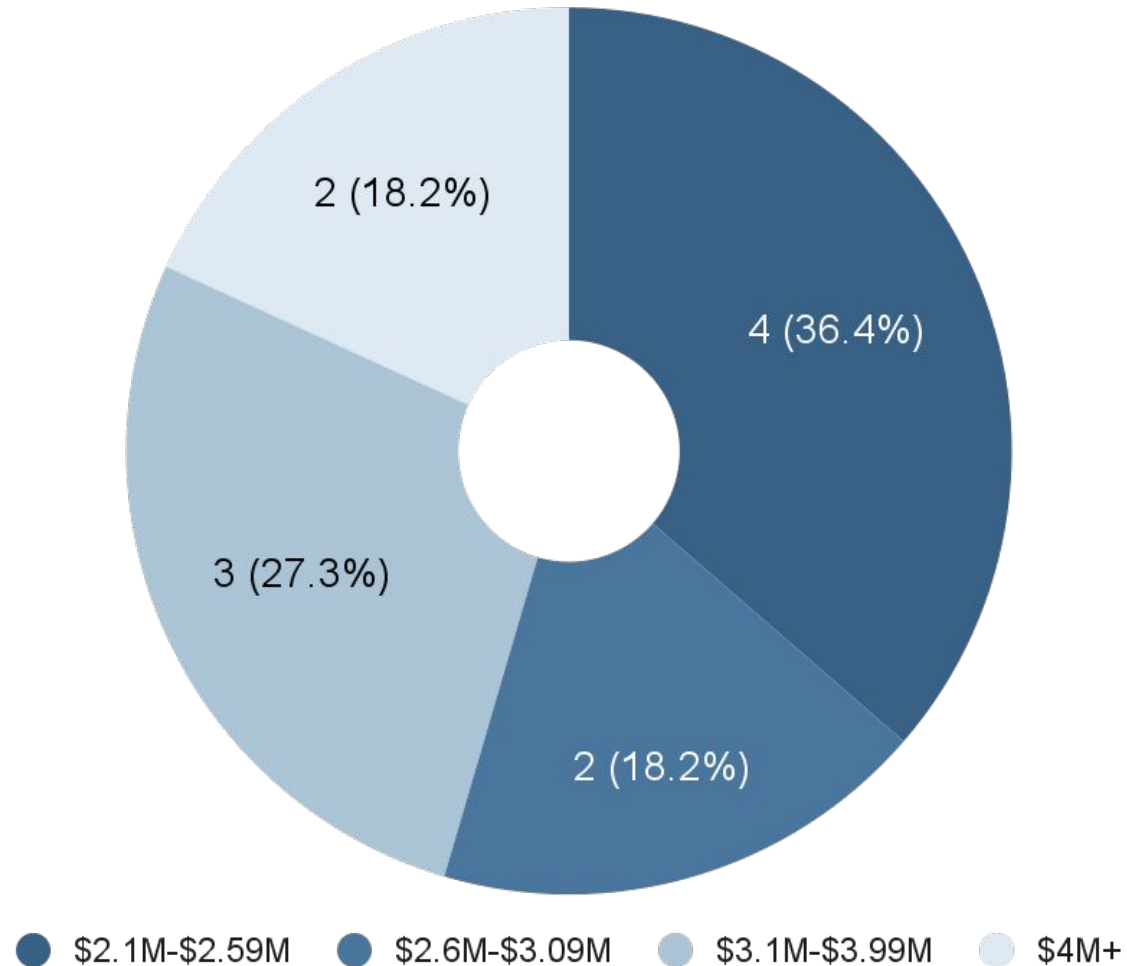
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A Look at Luxury

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Single Family Homes

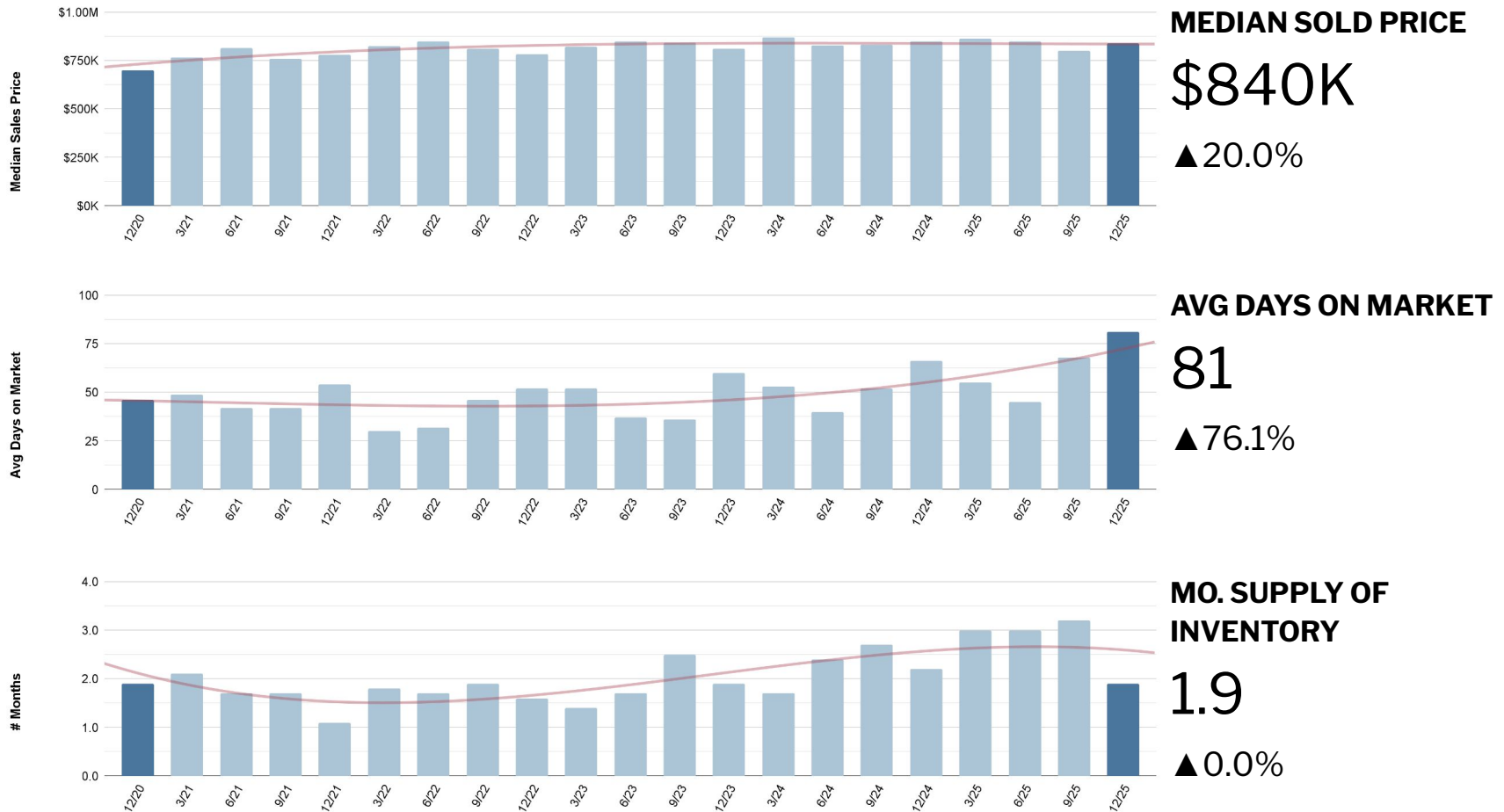
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5 Year Change: Q4 2020 vs. Q4 2025

Sonoma County | Single Family Homes



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Market Snapshot

Sonoma County | Single Family Homes: **JANUARY 2026**

MEDIAN SOLD PRICE

\$800K

M-o-M Change ▼4.8%

Y-o-Y Change ▼2.3%

PRICE PER SQ. FT.

\$561

M-o-M Change ▲6.9%

Y-o-Y Change ▲6.5%

DAYS ON MARKET

87

M-o-M Change ▲8.8%

Y-o-Y Change ▲40.3%

PROPERTIES SOLD

165

M-o-M Change ▼40.0%

Y-o-Y Change ▼11.3%

MONTHS OF INVENTORY

3.0

M-o-M Change ▲57.9%

Y-o-Y Change ▲3.4%

% SOLD TO ORIG PRICE

91%

M-o-M Change ▲0.0%

Y-o-Y Change ▼5.2%

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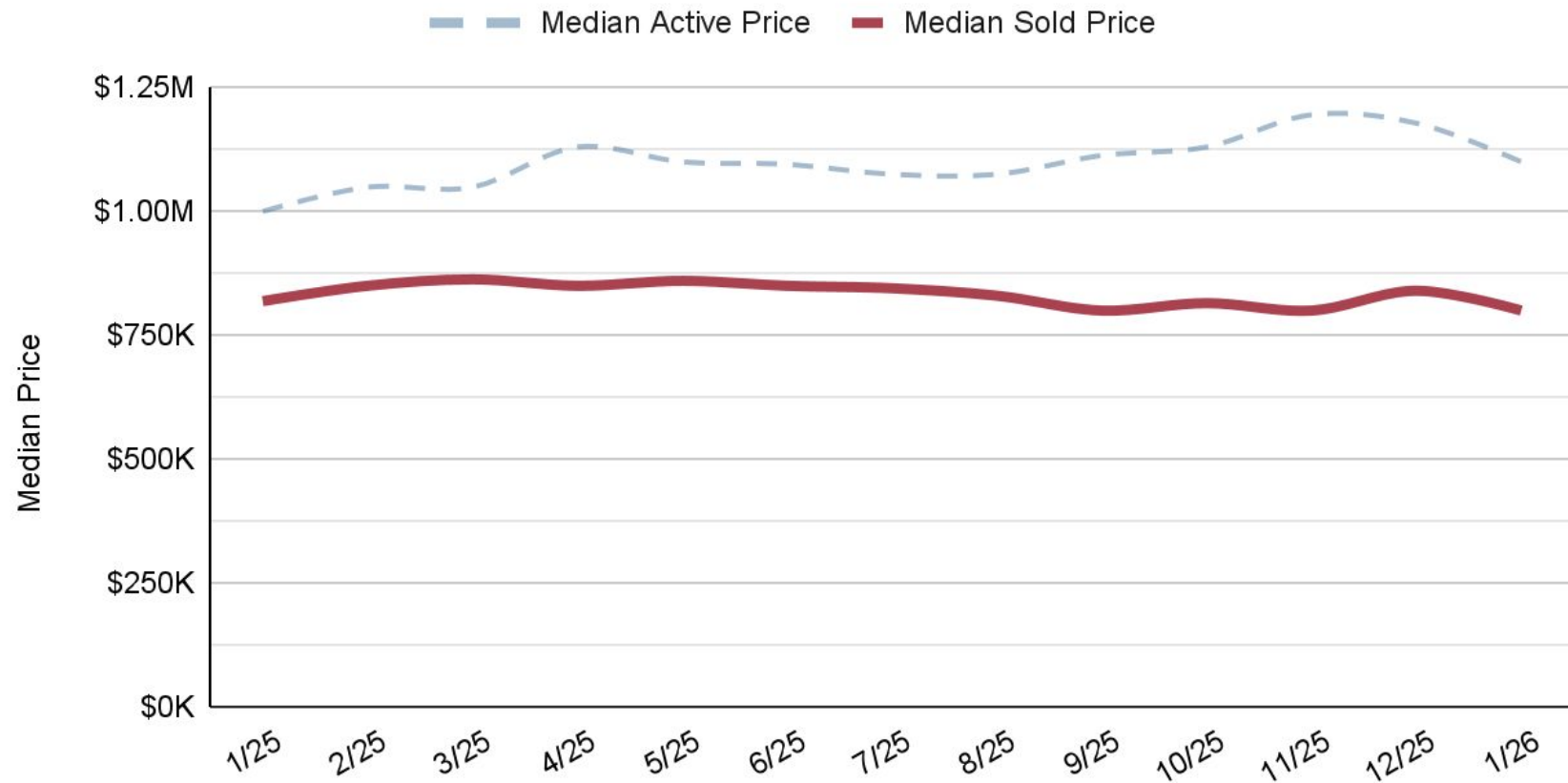
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Median Active vs. Sold Price

Sonoma County | Single Family Homes: **JANUARY 2026**



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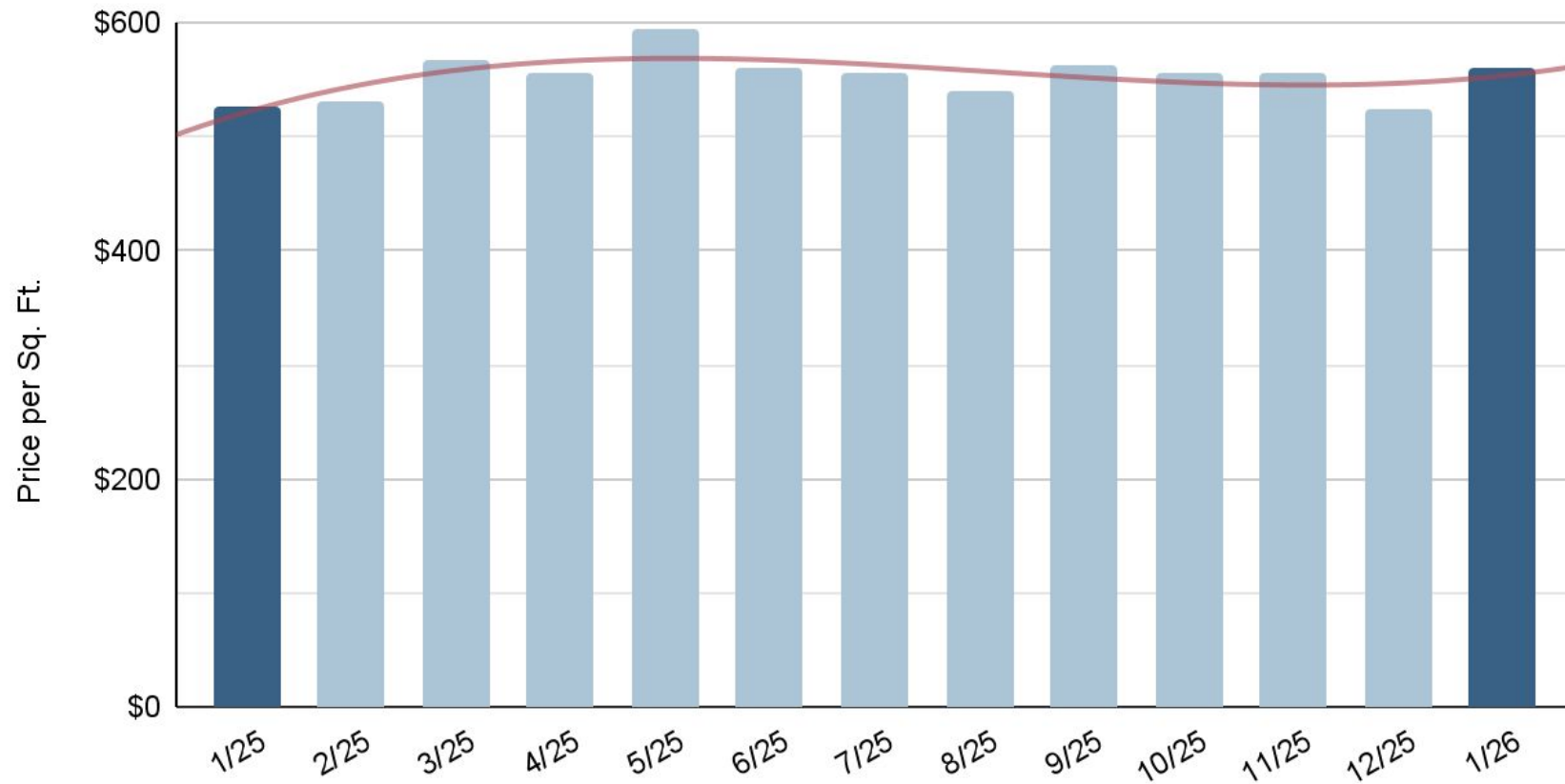
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Average Price per Square Foot

Sonoma County | Single Family Homes: **JANUARY 2026**



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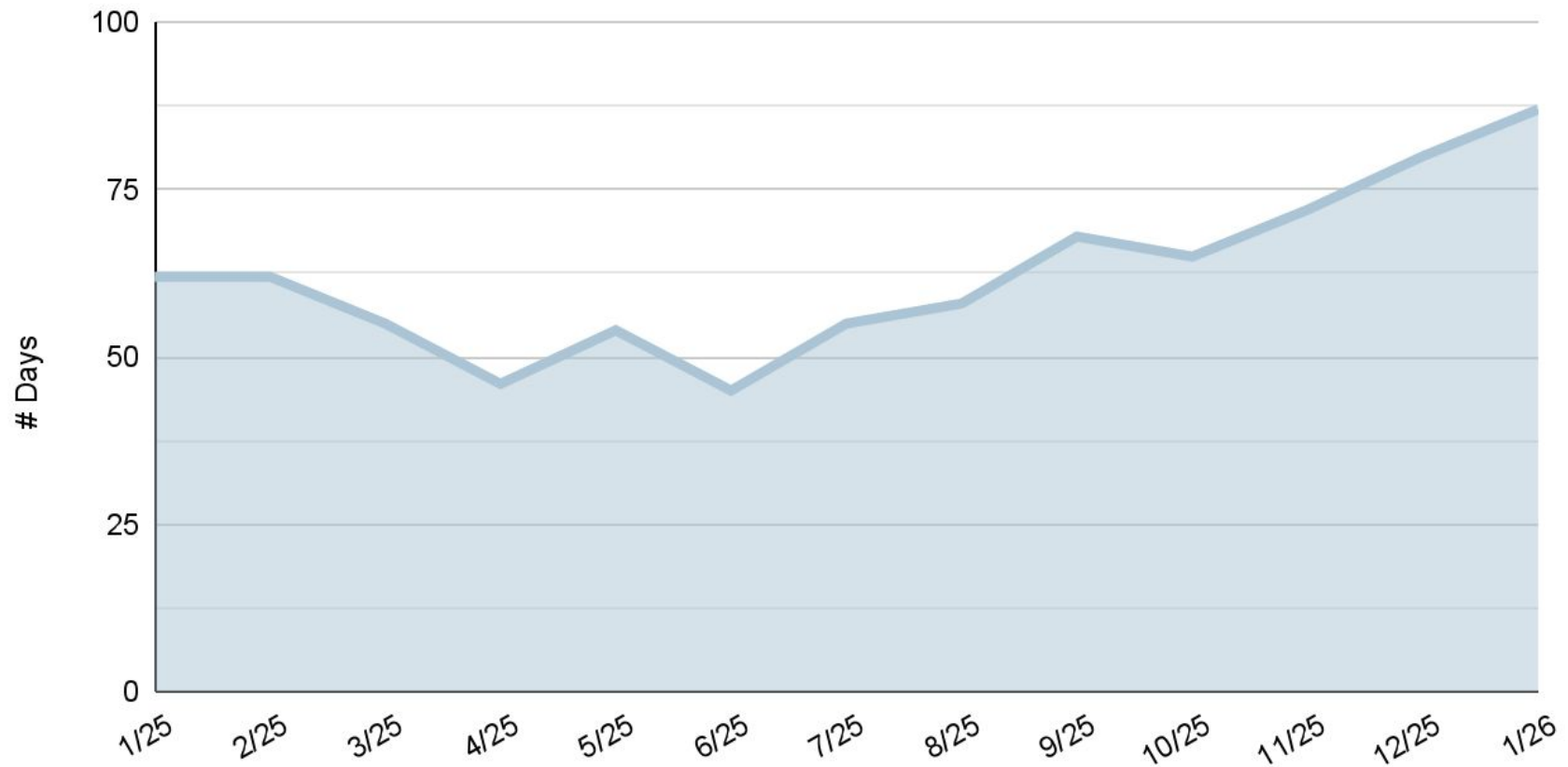
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Average Days on Market

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Properties For Sale vs. Sold

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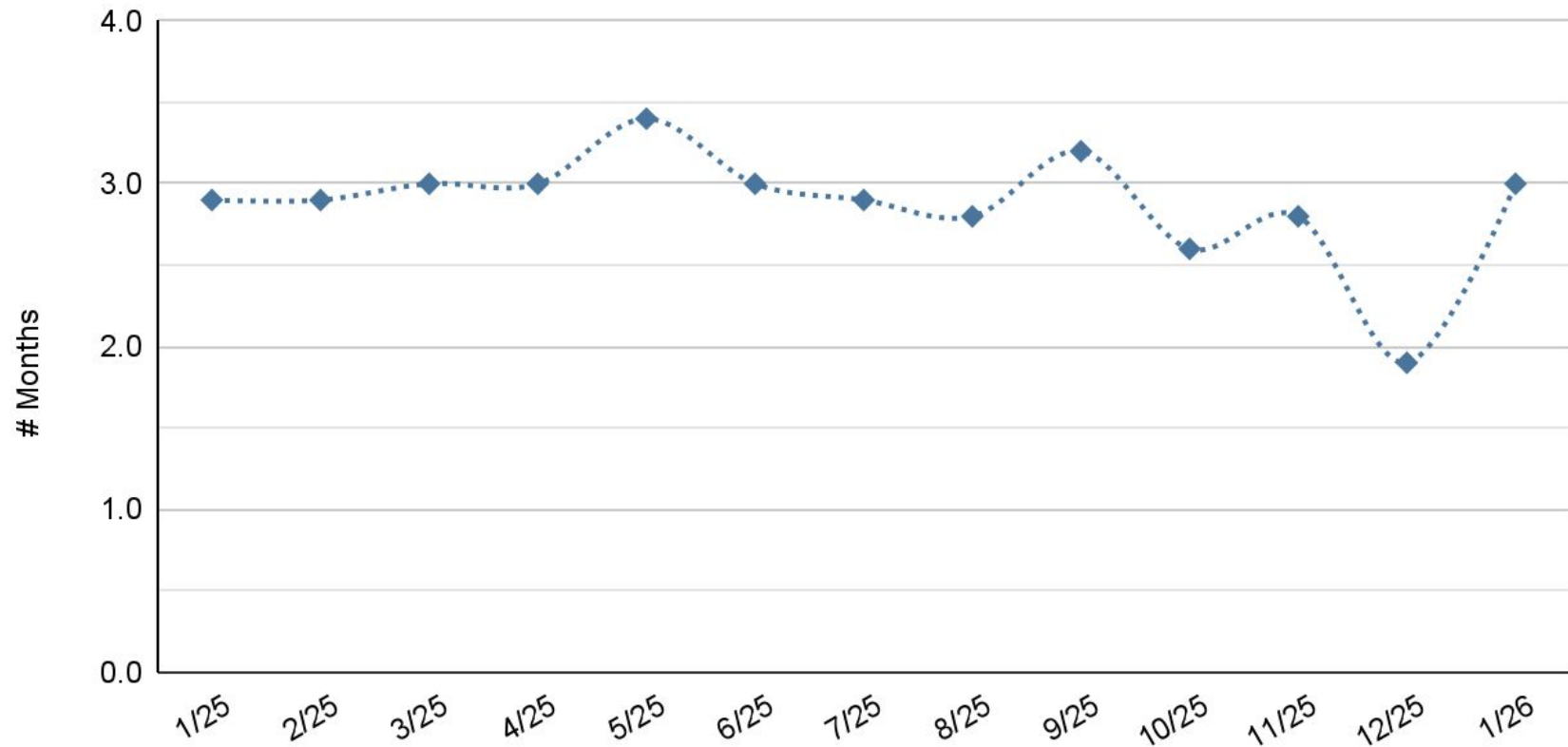
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Months Supply of Inventory

Sonoma County | Single Family Homes: **JANUARY 2026**



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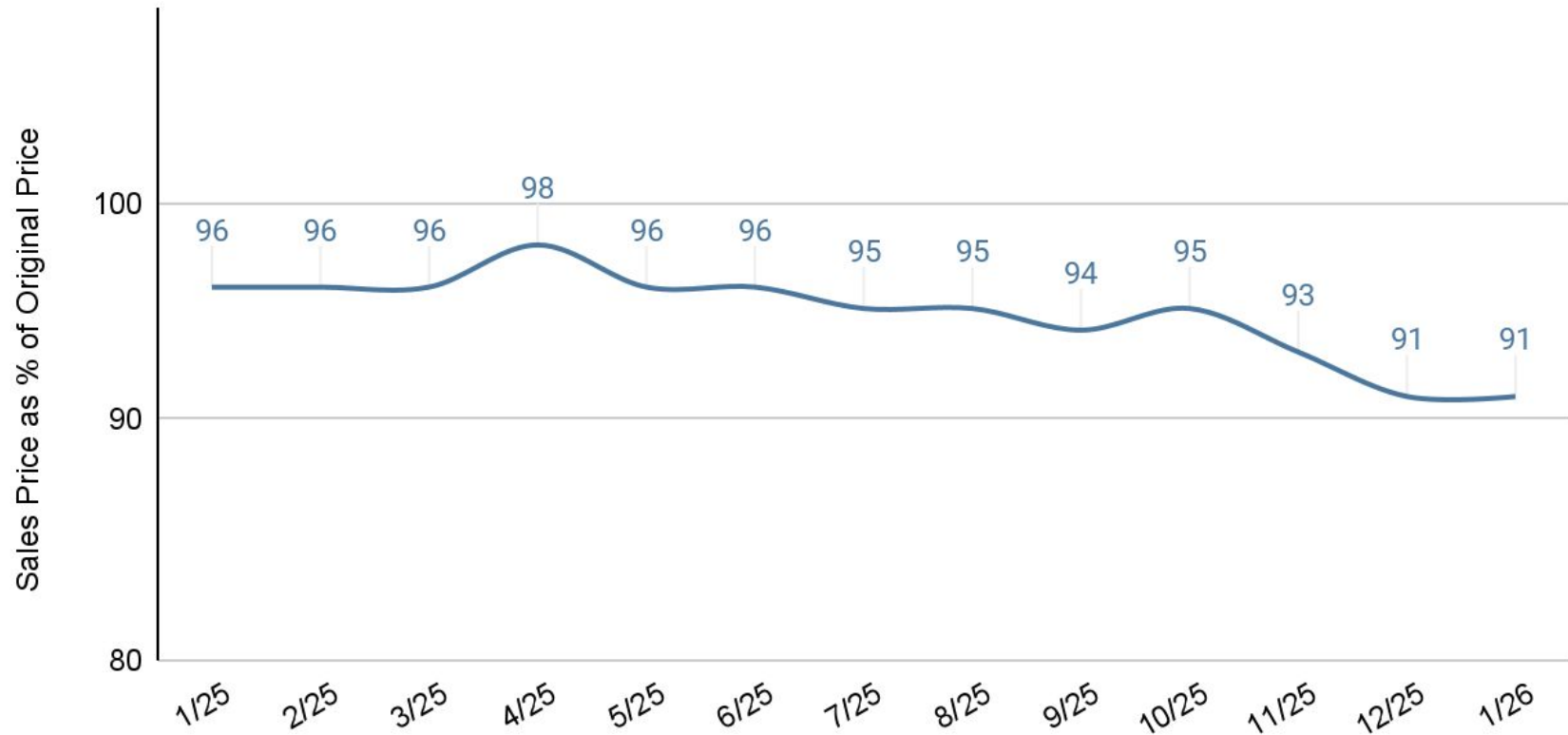
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% Sold Price to Original Price

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Cities by the Numbers

Sonoma County | Single Family Homes: **JANUARY 2026**

JANUARY 2026							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	\$685K	\$494	49	5	5	1.0	▲9%	▼3%	▲158%	▲0%	▲67%	▼41%
Healdsburg	\$1.35M	\$817	78	36	5	7.2	▲0%	▲10%	▲86%	▼35%	▼44%	▲18%
Petaluma	\$1.07M	\$589	78	34	20	1.7	▲22%	▲4%	▲63%	▼21%	▼23%	▲0%
Rohnert Park	\$760K	\$463	40	25	5	5.0	▼1%	▲11%	▼5%	▼17%	▼58%	▲100%
Russian River	\$525K	\$503	108	32	11	2.9	▼18%	▼1%	▲26%	▲0%	▲10%	▼9%
Santa Rosa	\$710K	\$472	73	180	75	2.4	▼7%	▼5%	▲3%	▼15%	▲10%	▼23%
Sebastopol	\$1.24M	\$703	85	19	6	3.2	▲17%	▲20%	▲25%	▲46%	▼45%	▲167%
Sonoma	\$858K	\$571	125	60	14	4.3	▼22%	▼21%	▲131%	▲5%	▲75%	▼39%
Sonoma Coast	\$1.33M	\$664	267	21	2	10.5	▲45%	▲2%	▲293%	▲24%	▼33%	▲84%
Windsor	\$850K	\$426	78	14	6	2.3	▲3%	▼3%	▲26%	▼18%	▼73%	▲188%

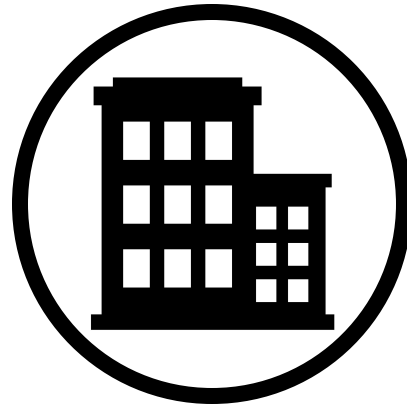
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Condominiums

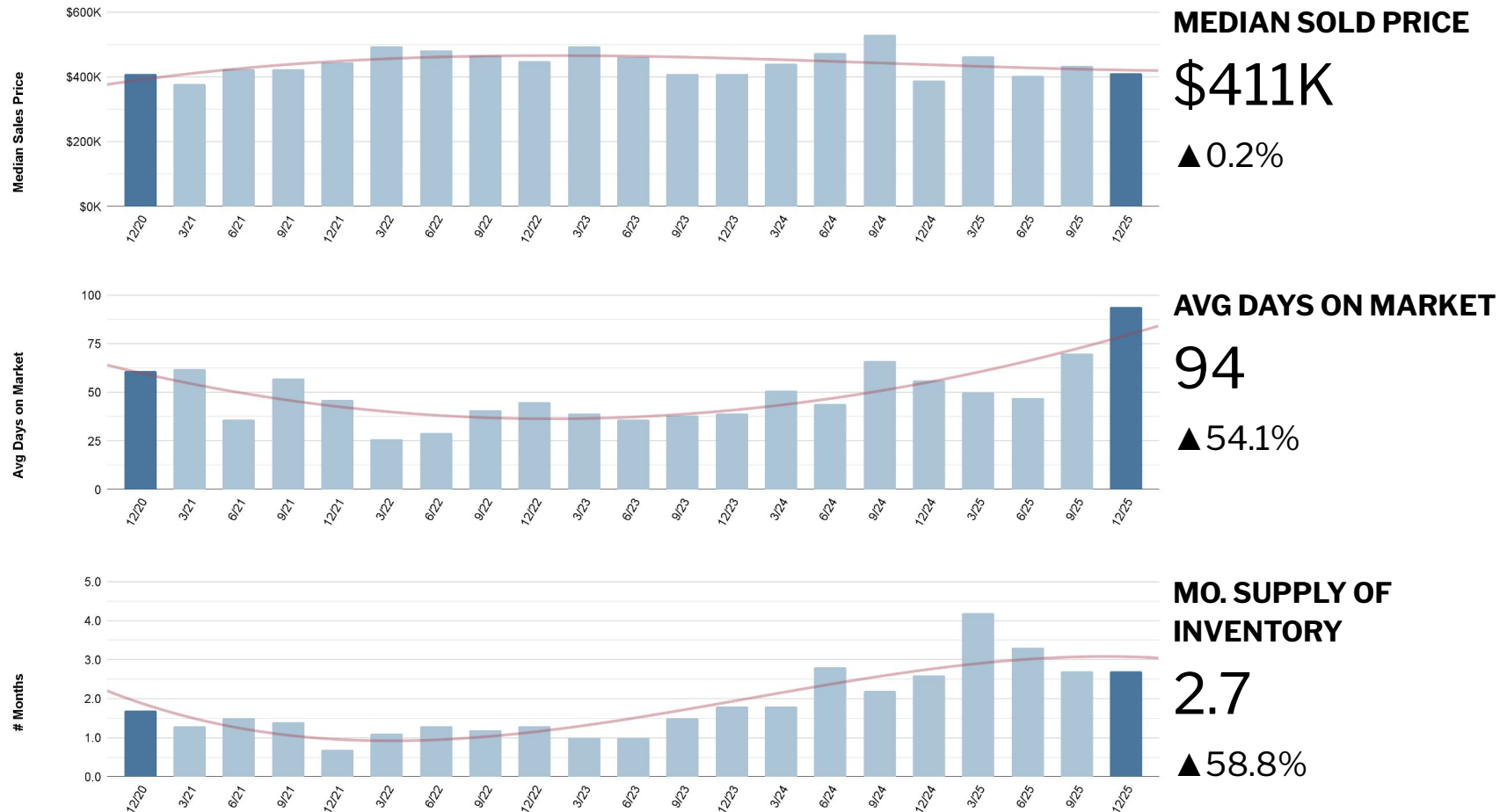
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5 Year Change: Q4 2020 vs. Q4 2025

Sonoma County | Condominiums



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Market Snapshot

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MEDIAN SOLD PRICE

\$465K

M-o-M Change ▲12.0%

Y-o-Y Change ▲10.7%

PRICE PER SQ. FT.

\$412

M-o-M Change ▲1.0%

Y-o-Y Change ▼24.0%

DAYS ON MARKET

65

M-o-M Change ▼24.4%

Y-o-Y Change ▲6.6%

PROPERTIES SOLD

17

M-o-M Change ▼34.6%

Y-o-Y Change ▼10.5%

MONTHS OF INVENTORY

3.5

M-o-M Change ▲52.2%

Y-o-Y Change ▲6.1%

% SOLD TO ORIG PRICE

97%

M-o-M Change ▲2.1%

Y-o-Y Change ▲0.0%

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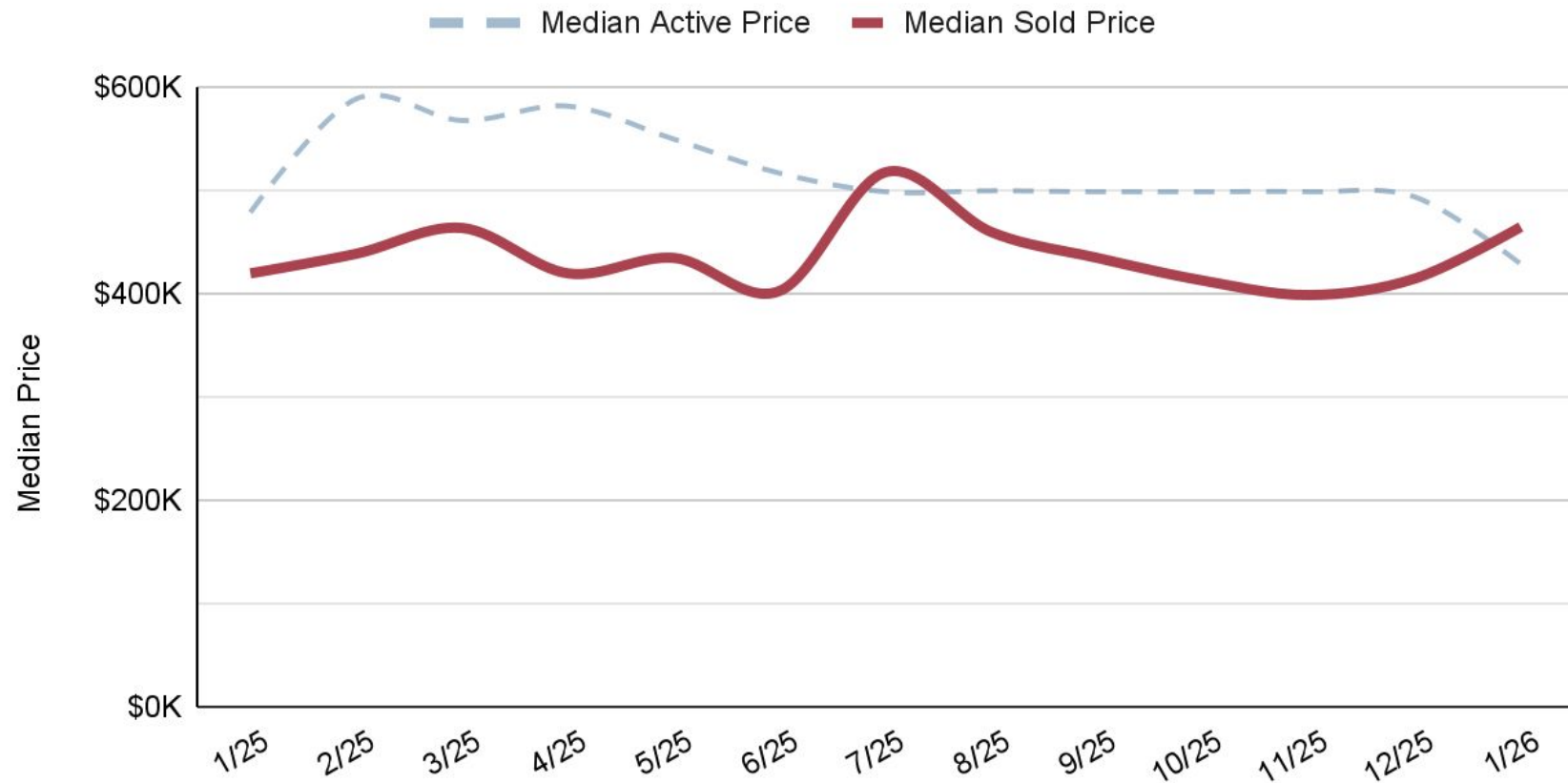
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Median Active vs. Sold Price

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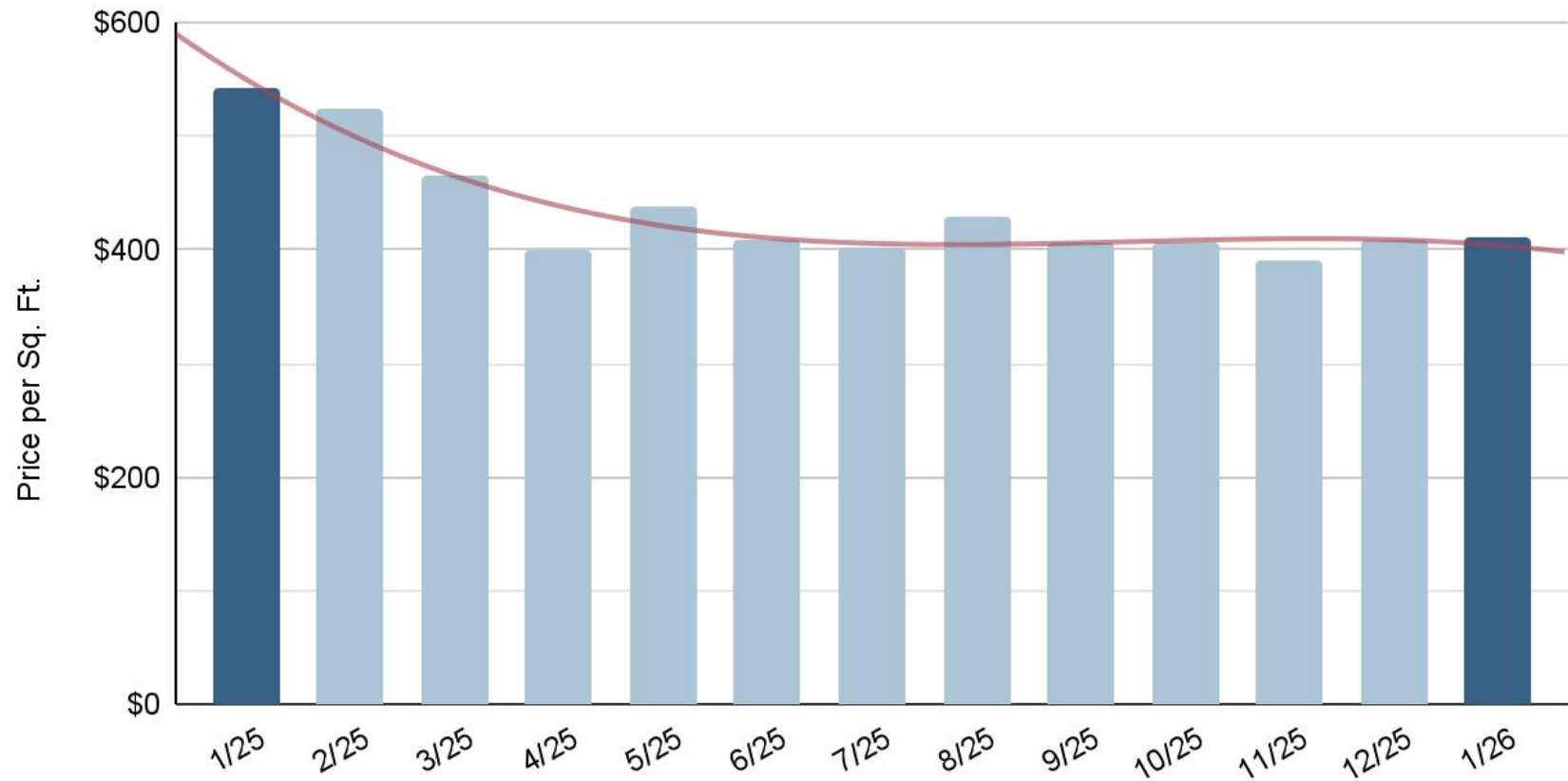
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Average Price per Square Foot

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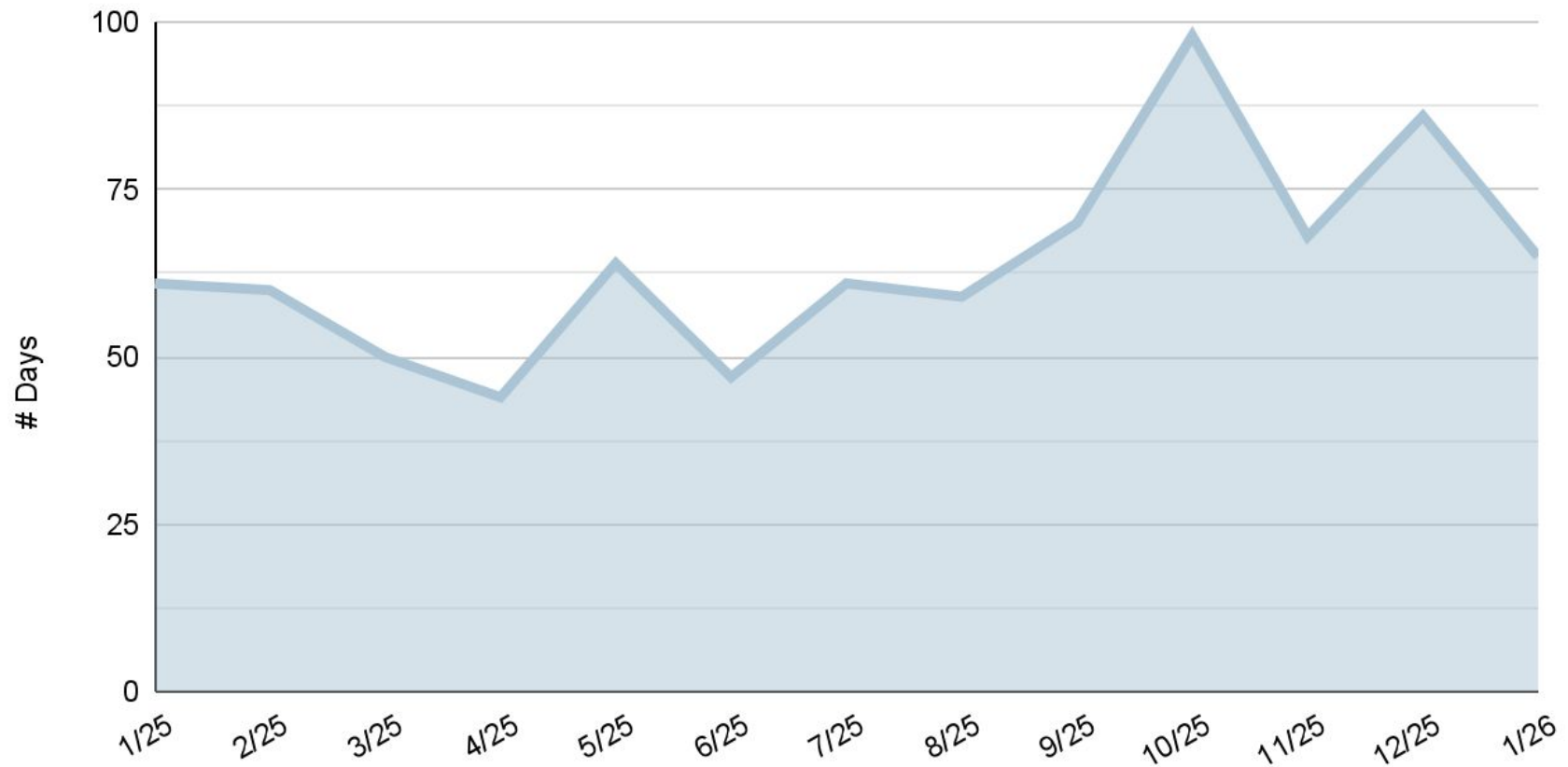
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Average Days on Market

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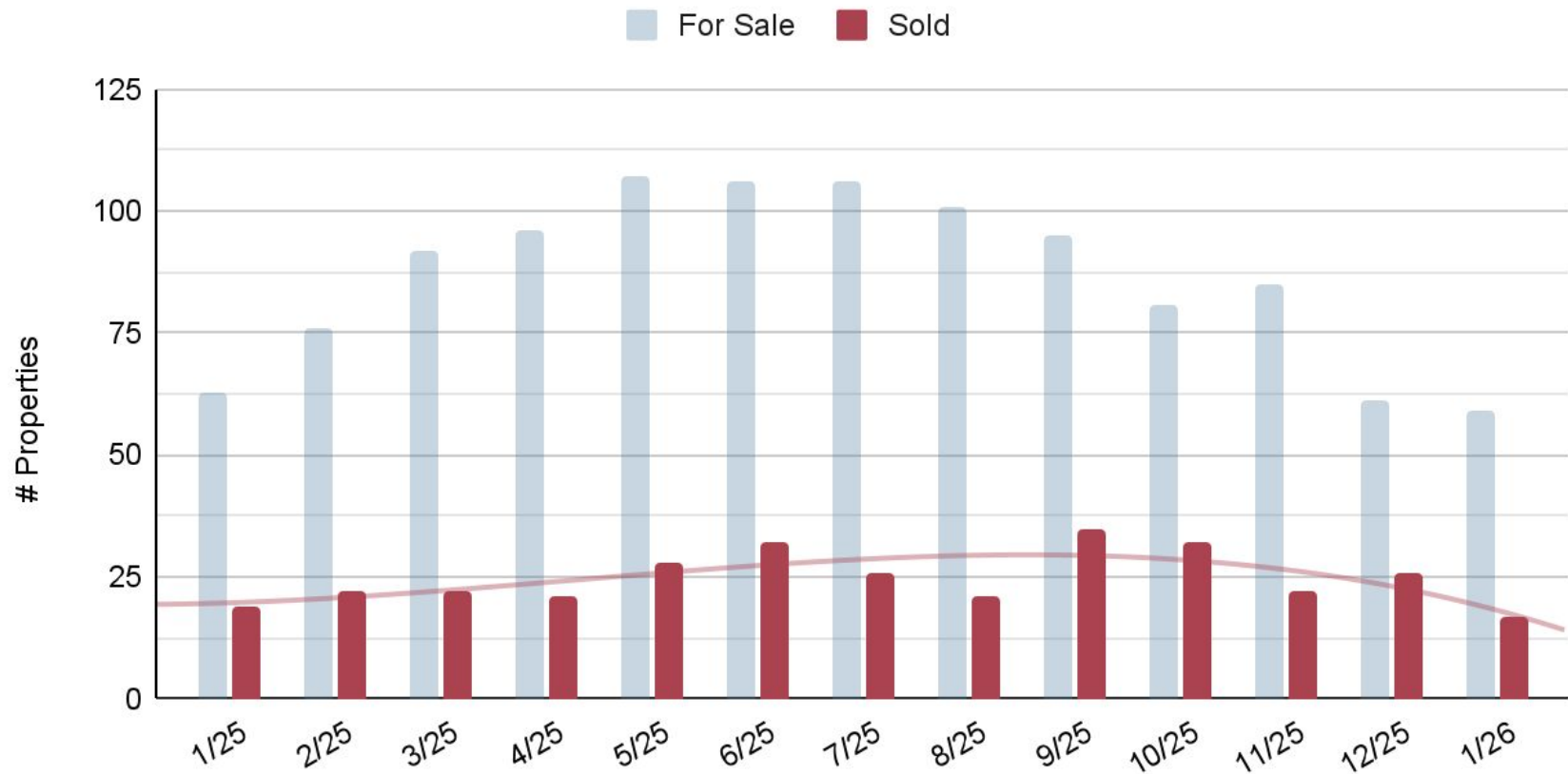
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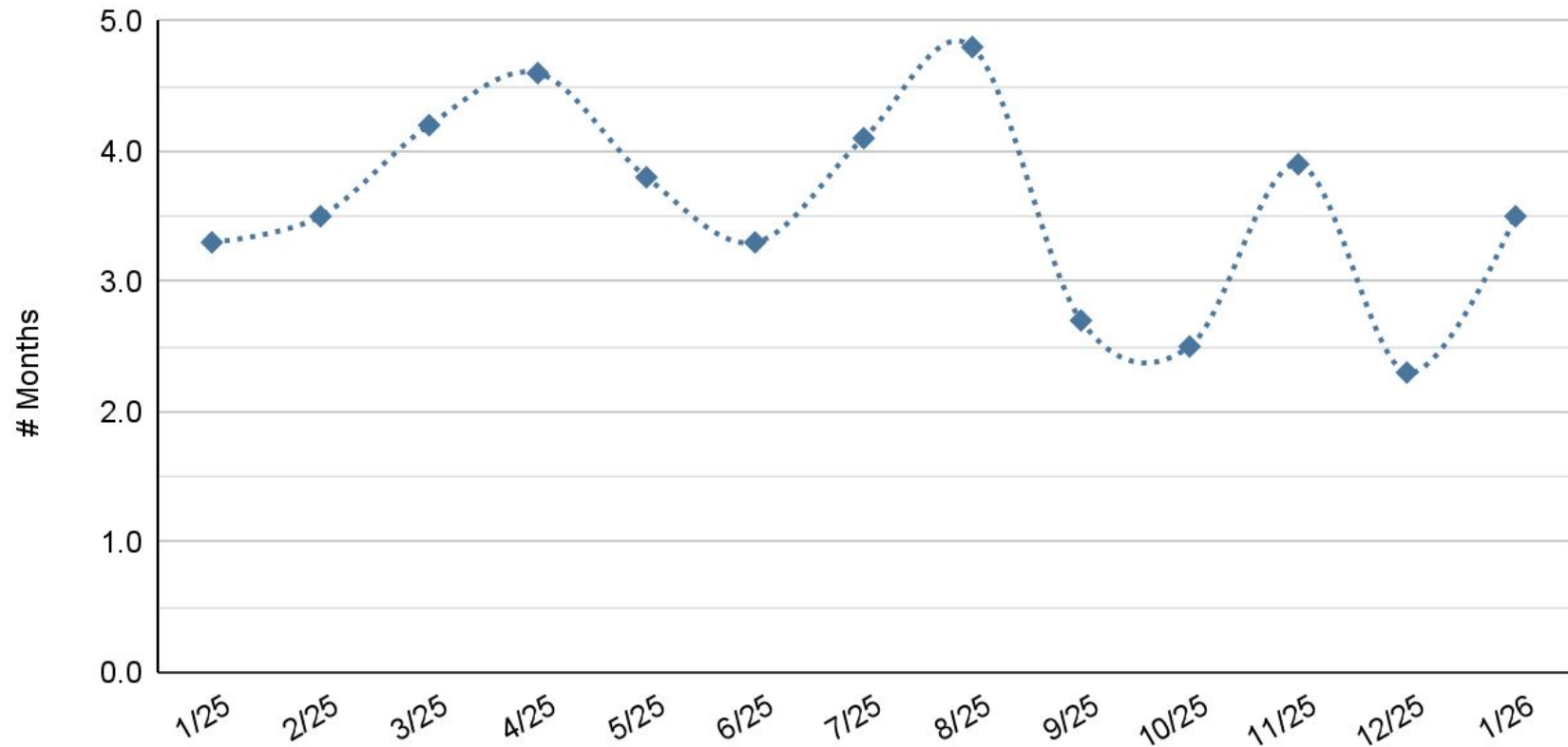
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Months Supply of Inventory

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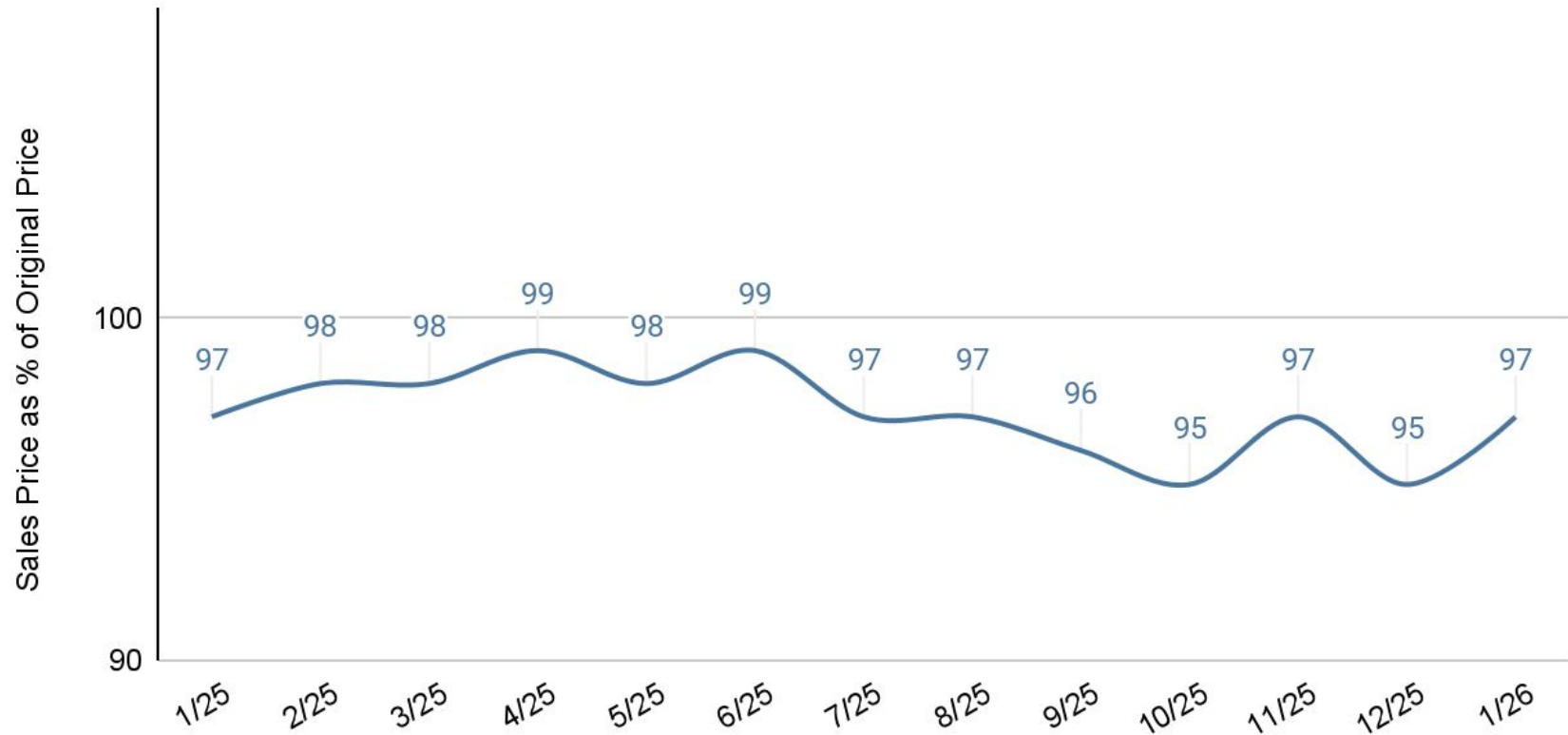
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% Sold Price to Original Price

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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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