



Sonoma County

MARKET REPORT

FEBRUARY 2025

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Market Talk

Sonoma County: **FEBRUARY 2025**

"Success is where preparation and opportunity meet." – Bobby Unser

As we move through the first quarter of 2025, Sonoma County's real estate market is showing continued resilience, with steady pricing and increasing inventory shaping the market for buyers and sellers alike.

The median sold price for single-family homes reached \$849K, a 2.9% increase from February 2024. The price per square foot, however, dipped slightly by 1.9% to \$530, indicating some softening in price appreciation. Homes spent an average of 62 days on the market, an 8.8% increase year-over-year, while the number of properties sold rose 11.6% to 211, demonstrating continued buyer activity. Inventory levels also climbed, now at 3.0 months—up 42.9% from last year—offering more options for buyers and increasing competition among sellers.

The condominium market presented mixed signals. While the median sold price decreased 7.4% year-over-year to \$440K, the price per square foot surged 26.8% to \$530, suggesting stronger demand for smaller, well-located properties. Condo sales dipped 8.7% from February 2024, and days on market increased by 51.2%, signaling longer selling times. Inventory for condos also saw a significant rise, jumping 125% to 3.6 months, creating more opportunities for buyers looking for negotiability.

With rising inventory levels and a steady increase in home sales, 2025 is shaping up to be a more balanced market. Buyers are gaining more leverage with additional choices, while sellers will need to price competitively to stand out. Whether buying, selling, or investing, working with an experienced real estate professional will be essential in navigating Sonoma County's evolving market.

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Notable Numbers

Sonoma County: **FEBRUARY 2025**

14

PROPERTIES SOLD
OFF MARKET

11

SOLD WITH
ADDITIONAL
DWELLING

30%

SOLD ABOVE
LIST PRICE

40
%

HAD MULTIPLE
OFFERS

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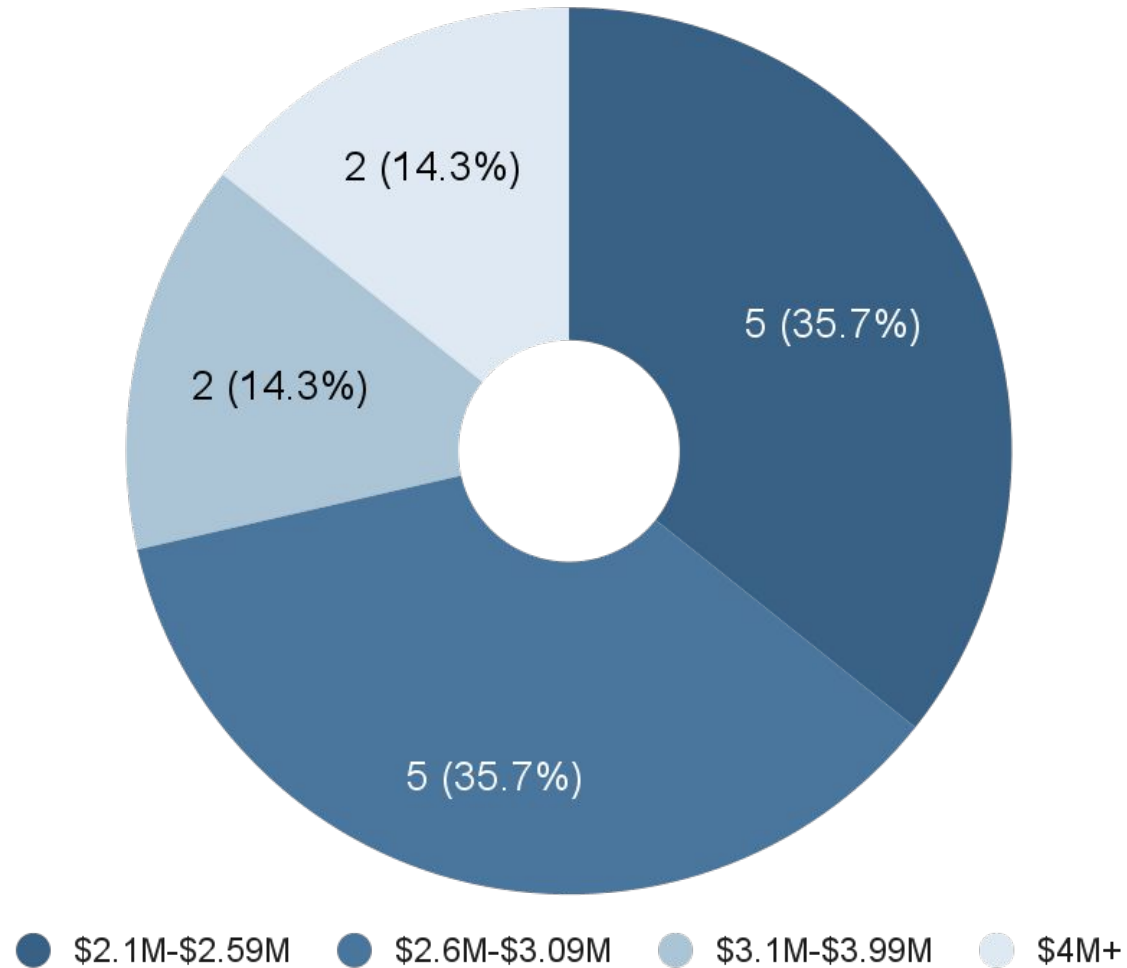
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A Look at Luxury

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Single Family Homes

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Market Snapshot

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

MEDIAN SOLD PRICE

\$849K

M-o-M Change ▲3.7%

Y-o-Y Change ▲2.9%

PRICE PER SQ. FT.

\$530

M-o-M Change ▲0.6%

Y-o-Y Change ▼1.9%

DAYS ON MARKET

62

M-o-M Change ▲0.0%

Y-o-Y Change ▲8.8%

PROPERTIES SOLD

211

M-o-M Change ▲13.4%

Y-o-Y Change ▲11.6%

MONTHS OF INVENTORY

3.0

M-o-M Change ▲3.4%

Y-o-Y Change ▲42.9%

% SOLD TO ORIG PRICE

96%

M-o-M Change ▲0.0%

Y-o-Y Change ▲0.0%

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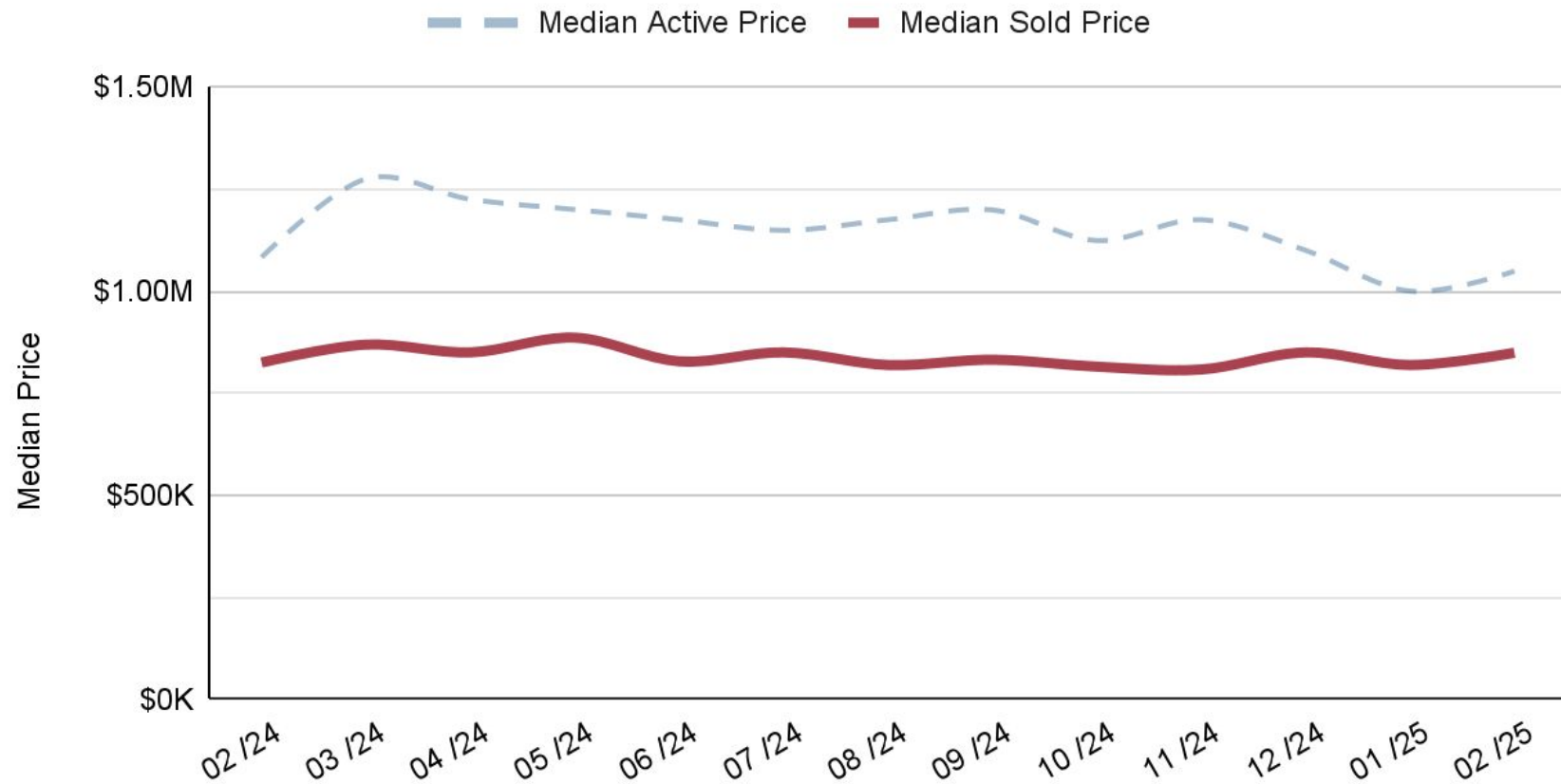
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Median Active vs. Sold Price

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



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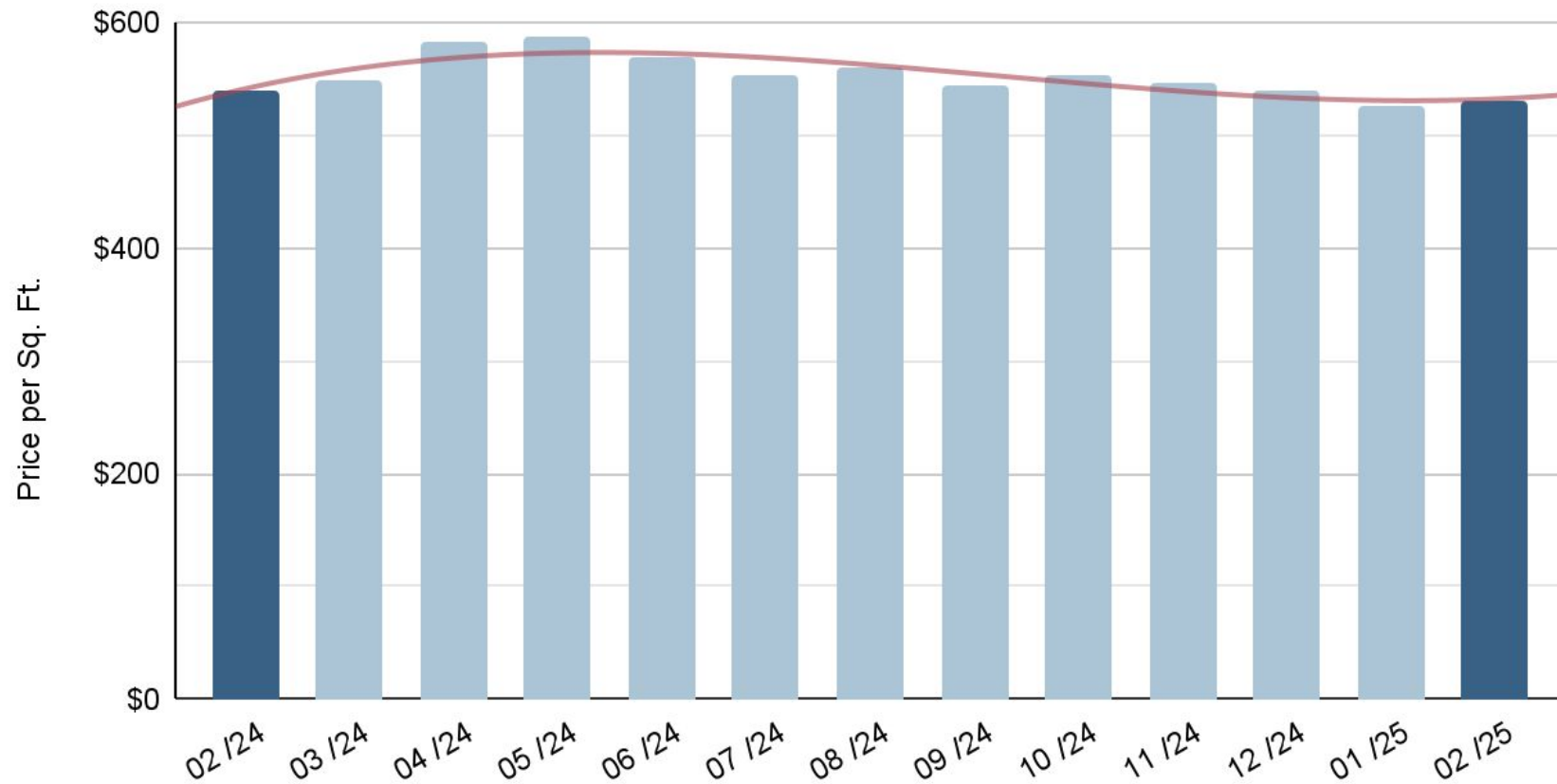
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Average Price per Square Foot

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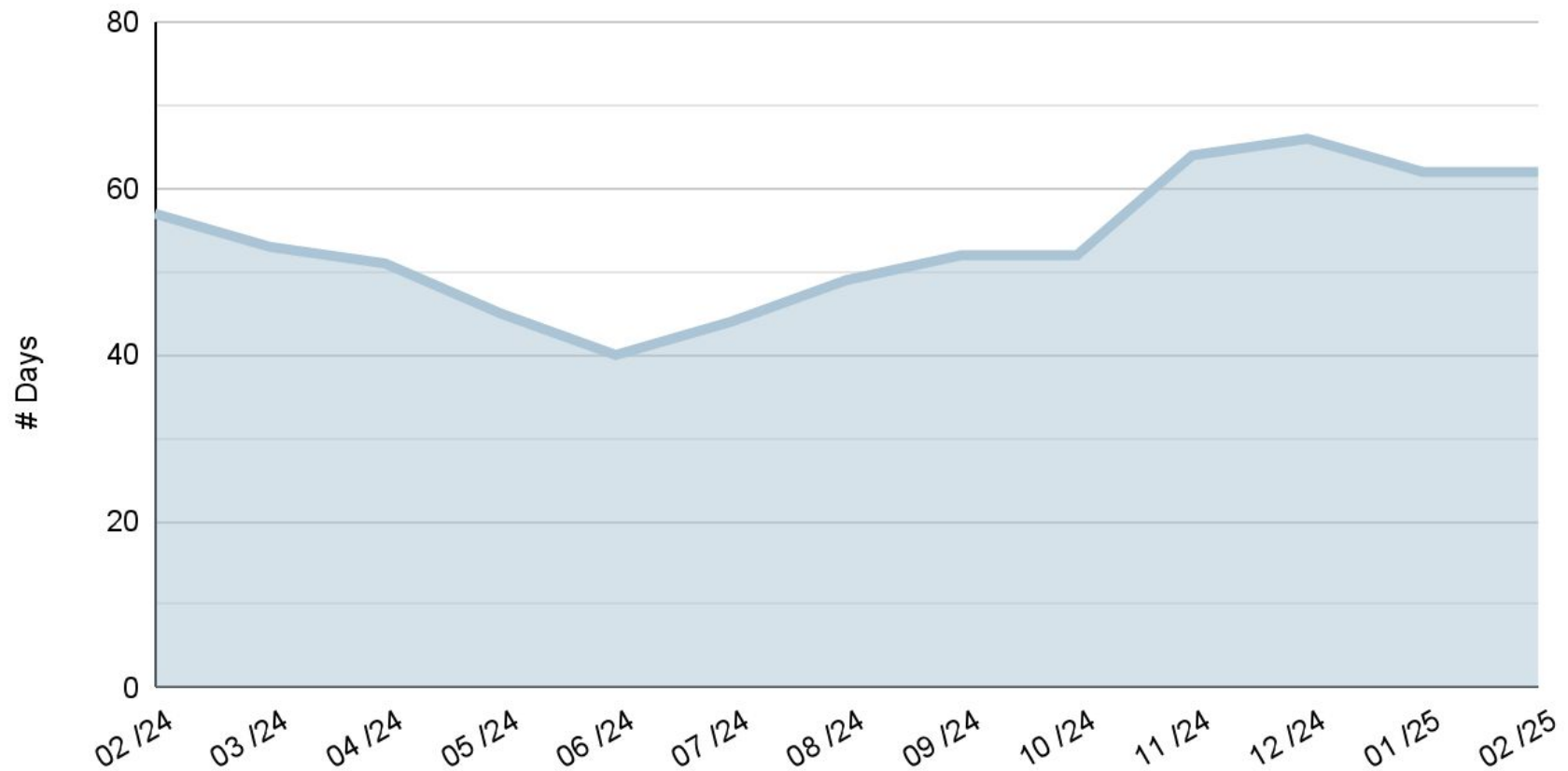
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Average Days on Market

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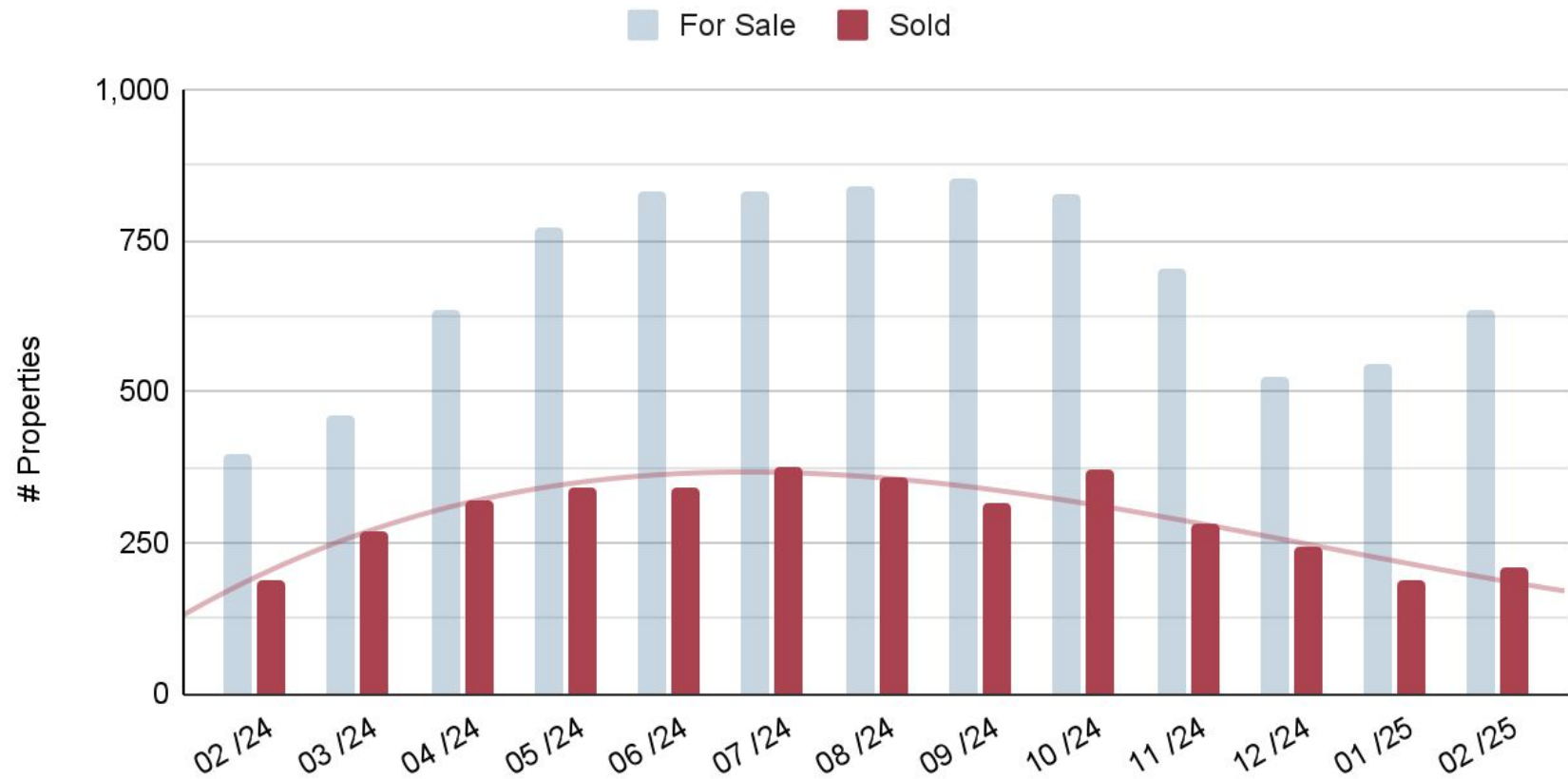
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Properties For Sale vs. Sold

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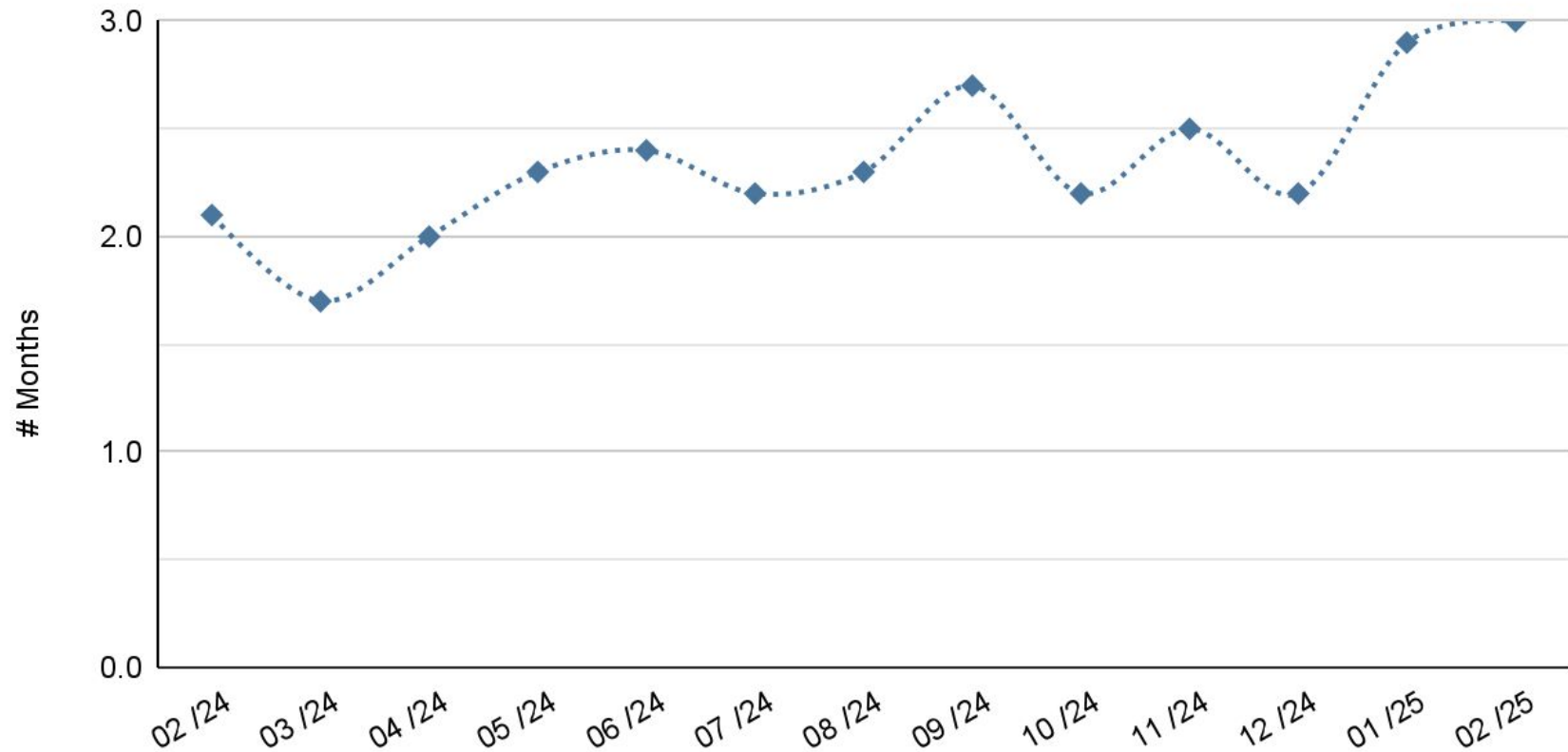
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Months Supply of Inventory

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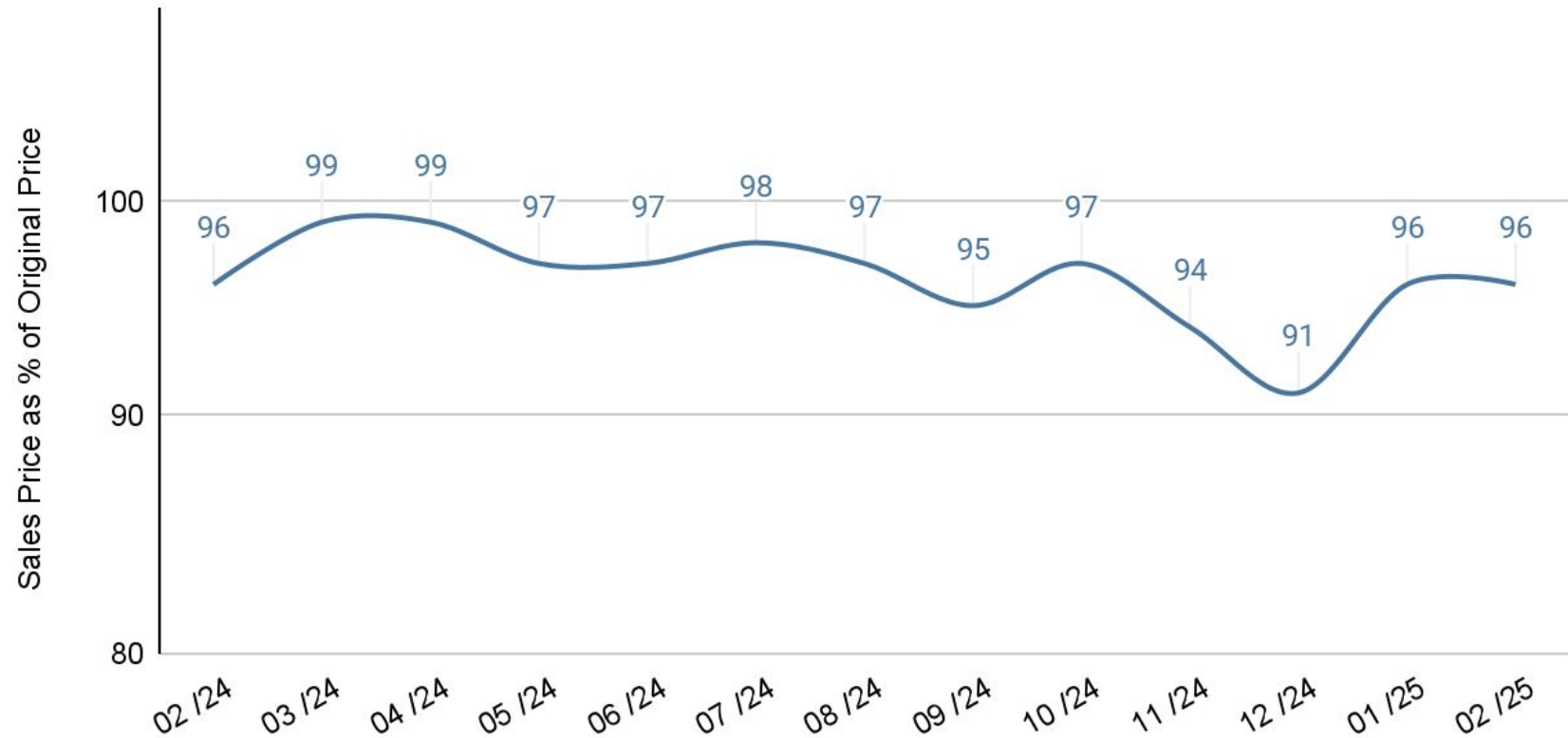
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% Sold Price to Original Price

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Cities by the Numbers

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

FEBRUARY 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	\$570K	\$520	17	6	4	1.5	▼22%	▲29%	▼43%	▲0%	▲33%	▼25%
Healdsburg	\$900K	\$682	76	52	11	4.7	▼43%	▲9%	▲6%	▲49%	▲57%	▼6%
Petaluma	\$1.06M	\$582	33	46	34	1.4	▲33%	▲11%	▲0%	▼4%	▲89%	▼48%
Rohnert Park	\$829K	\$385	77	40	19	2.1	▲3%	▼9%	▲45%	▲344%	▲0%	▲320%
Russian River	\$523K	\$453	81	41	8	5.1	▼9%	▼1%	▲21%	▲71%	▼33%	▲155%
Santa Rosa	\$739K	\$476	60	238	75	3.2	▼6%	▼2%	▼10%	▲71%	▼1%	▲78%
Sebastopol	\$1.09M	\$620	43	16	9	1.8	▲16%	▲8%	▼7%	▲0%	▼36%	▲64%
Sonoma	\$897K	\$549	65	79	15	5.3	▼1%	▼34%	▲48%	▲58%	▼12%	▲83%
Coastal Sonoma	\$1.50M	\$617	62	22	3	7.3	▲36%	▼25%	▲226%	▲120%	▲0%	▲121%
Windsor	\$760K	\$476	52	21	16	1.3	▼9%	▼6%	▲37%	▲50%	▲100%	▼28%

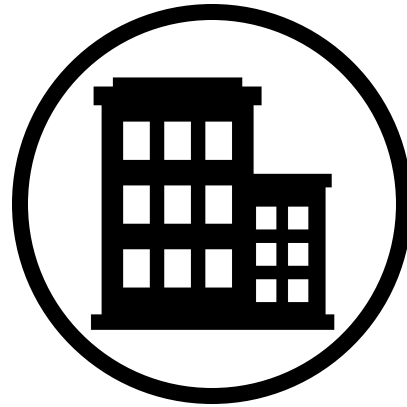
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Condominiums

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Market Snapshot

Sonoma County | Condominiums: **FEBRUARY 2025**

MEDIAN SOLD PRICE

\$440K

M-o-M Change ▲4.8%

Y-o-Y Change ▼7.4%

PRICE PER SQ. FT.

\$530

M-o-M Change ▼2.2%

Y-o-Y Change ▲26.8%

DAYS ON MARKET

62

M-o-M Change ▲1.6%

Y-o-Y Change ▲51.2%

PROPERTIES SOLD

21

M-o-M Change ▲10.5%

Y-o-Y Change ▼8.7%

MONTHS OF INVENTORY

3.6

M-o-M Change ▲9.1%

Y-o-Y Change ▲125.0%

% SOLD TO ORIG PRICE

98%

M-o-M Change ▲1.0%

Y-o-Y Change ▼1.0%

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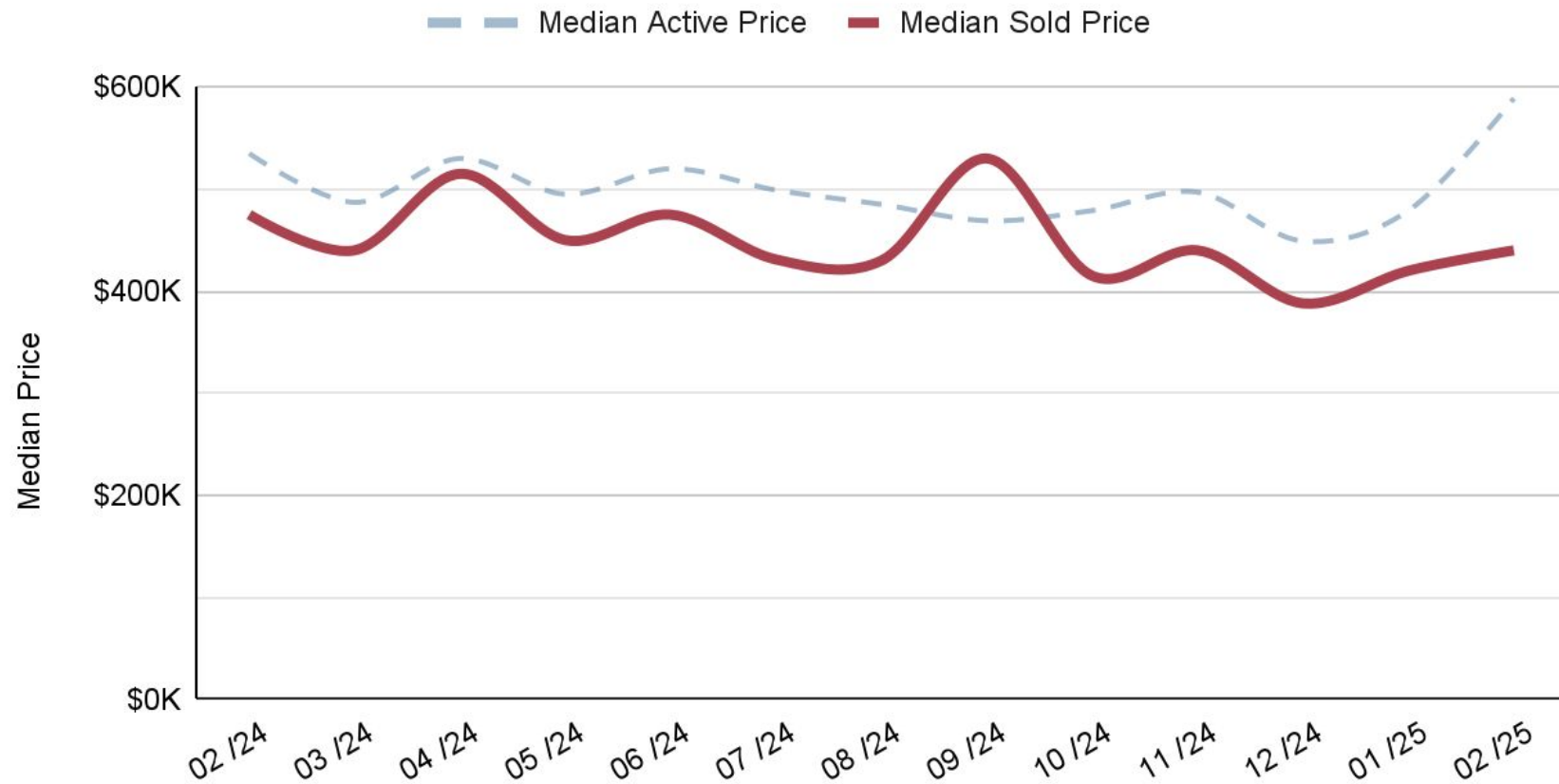
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Median Active vs. Sold Price

Sonoma County | Condominiums: **FEBRUARY 2025**



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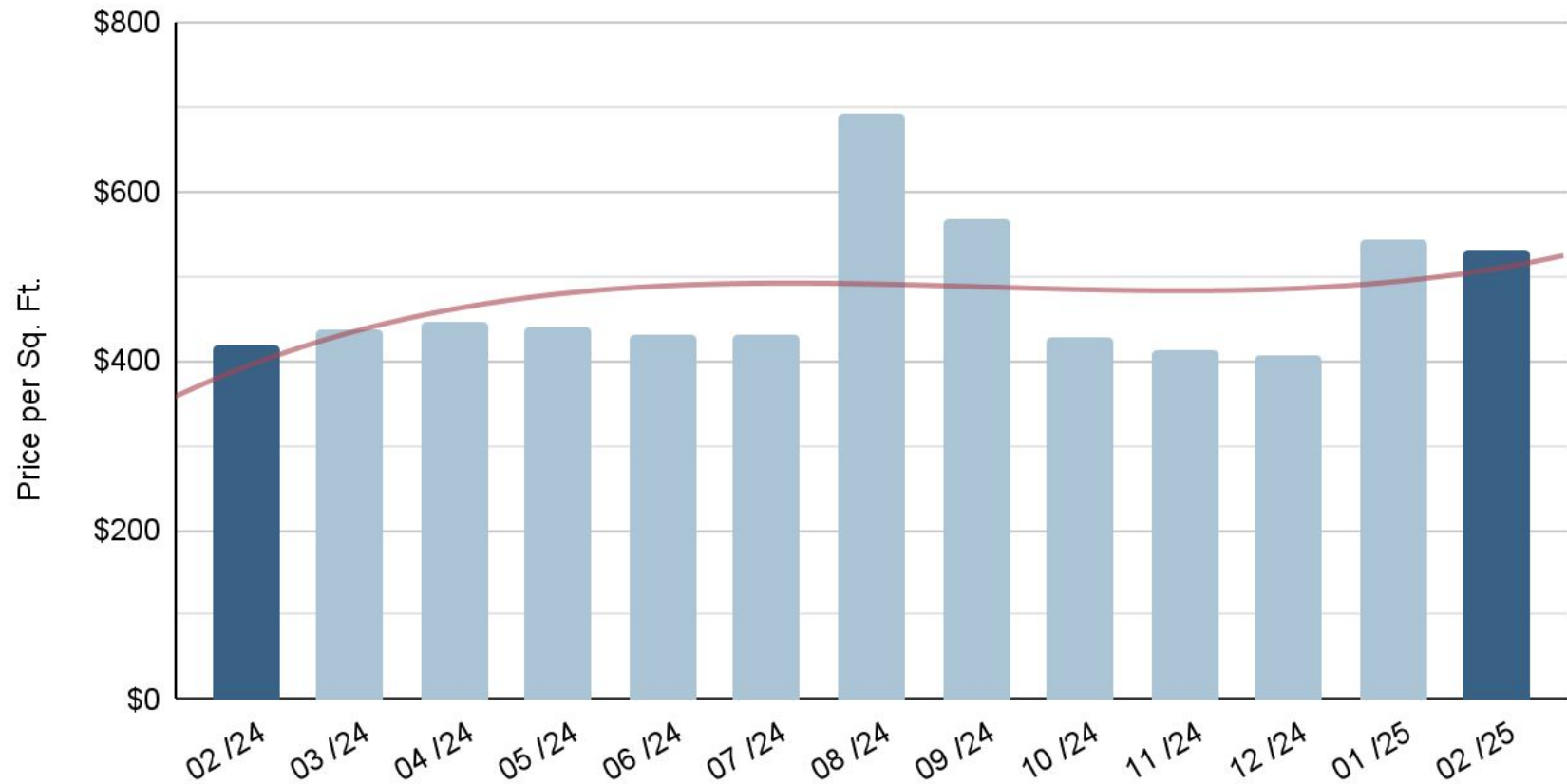
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Average Price per Square Foot

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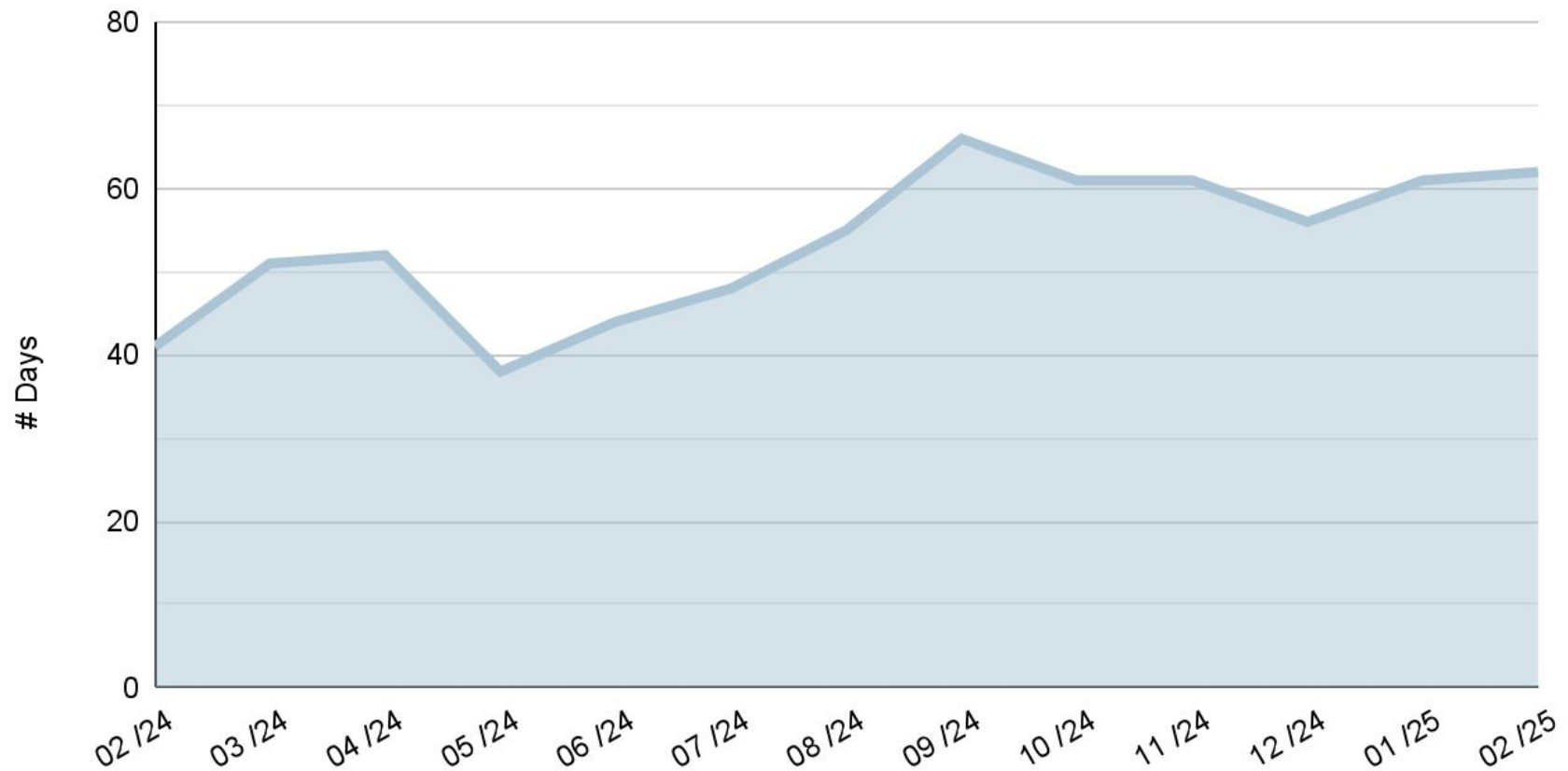
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Average Days on Market

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Properties For Sale vs. Sold

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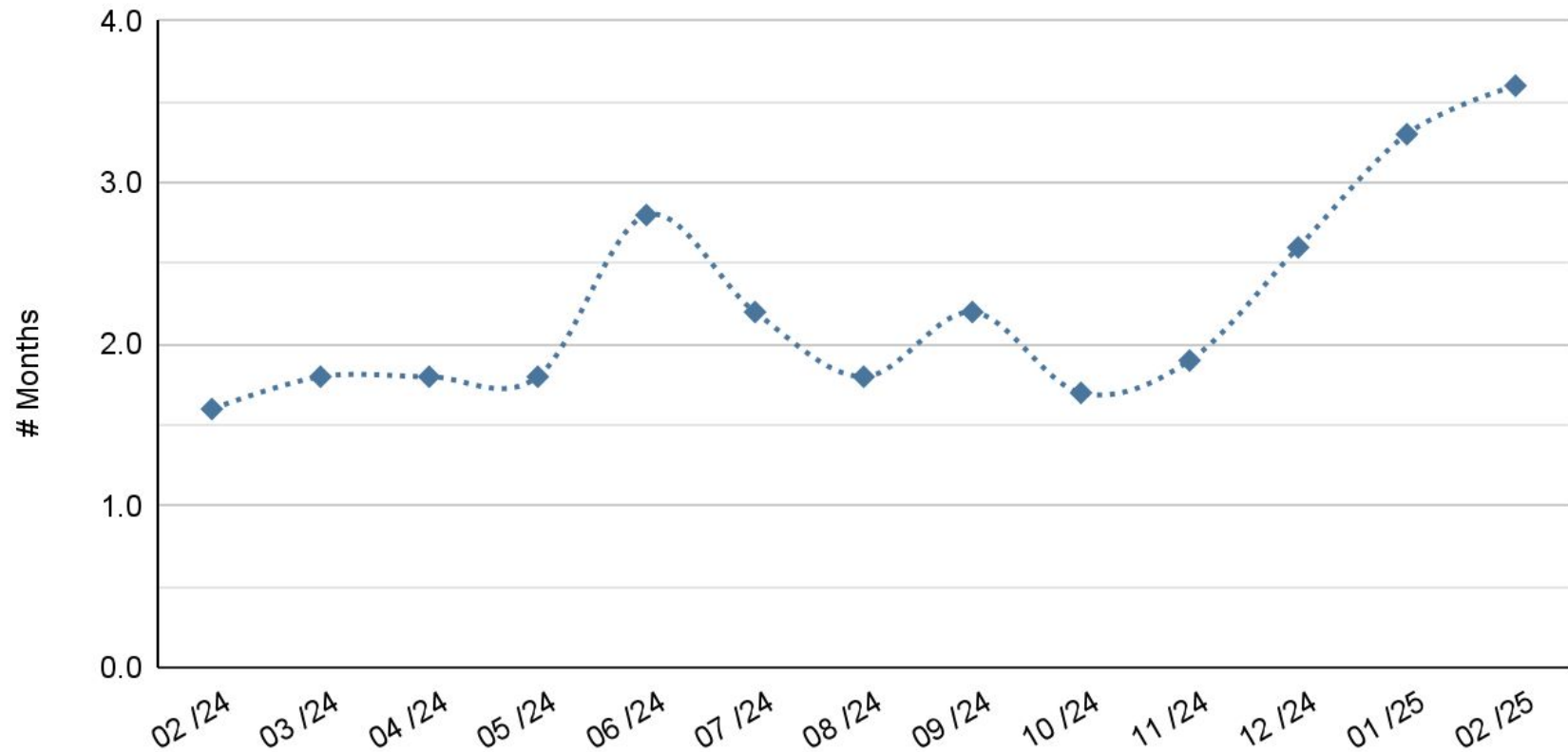
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Months Supply of Inventory

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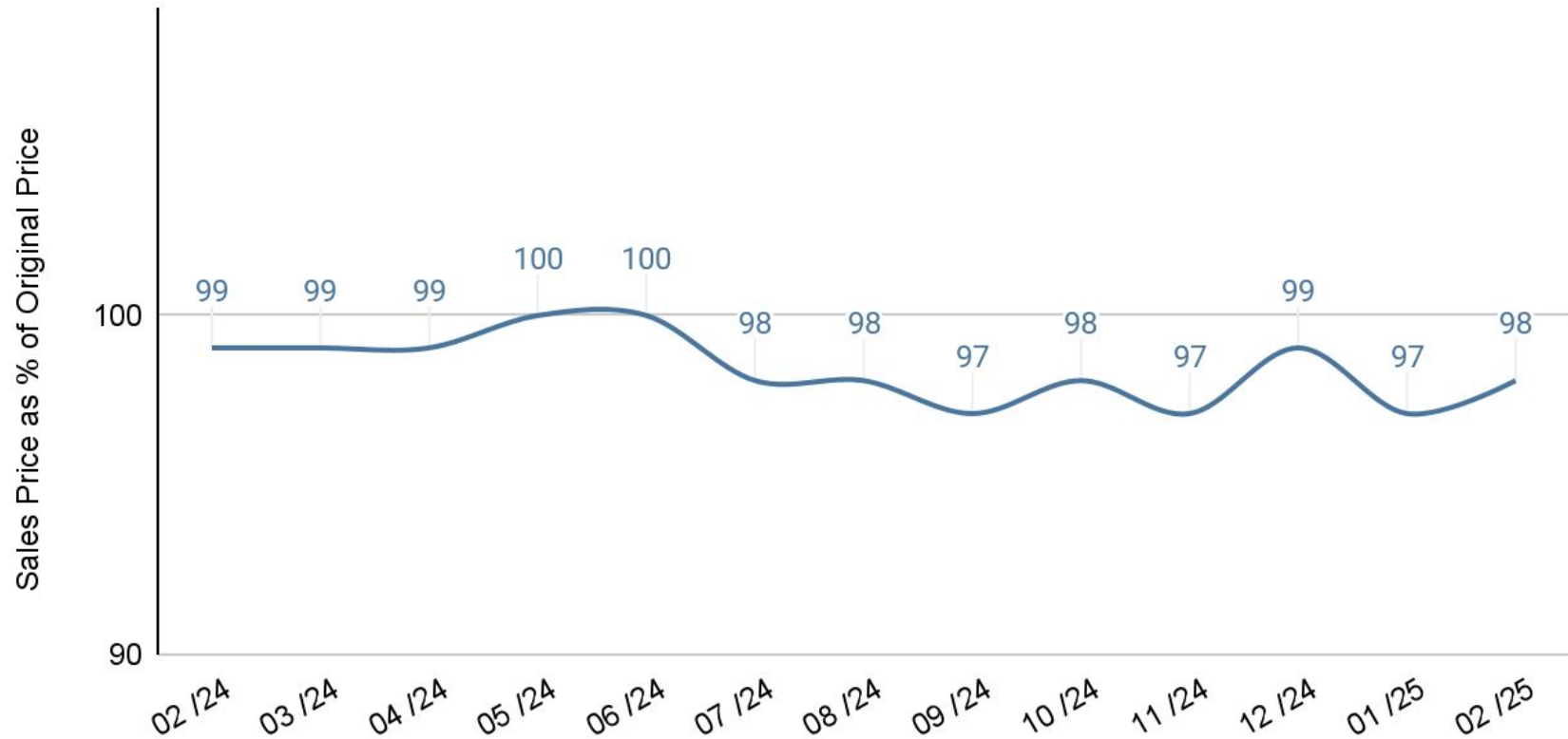
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% Sold Price to Original Price

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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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