



SONOMA COUNTY MARKET UPDATE

AUGUST 2025





VANGUARD PROPERTIES

MARKET UPDATE

SONOMA COUNTY | AUGUST 2025

After a busy second quarter, Sonoma County's housing market remained active in July, with both sales and new escrows rising compared to last year. Inventory also expanded significantly, giving buyers more choices while keeping the pace of activity healthy. Although prices adjusted slightly and homes took longer to sell on average, demand held steady and the market overall is showing resilience through the summer.

Last week, mortgage rates fell to their lowest level since October, with Freddie Mac reporting the average 30-year fixed-rate mortgage at 6.63 percent. Purchase application activity is improving as buyers take advantage of increased affordability.

Overall, Sonoma County's summer market reflects a healthy balance: buyers are finding a bit more breathing room, while sellers continue to see solid results.



SINGLE FAMILY HOMES

JULY 2025

Median Sales Price	\$845,226 ↓
Days on market	40 ↑
\$ / SQ. FT.	\$505 ↓
# For Sale On Last Day Of Month	1,079 ↑
Went Into Contract	383 ↑
Properties Sold	388 ↑

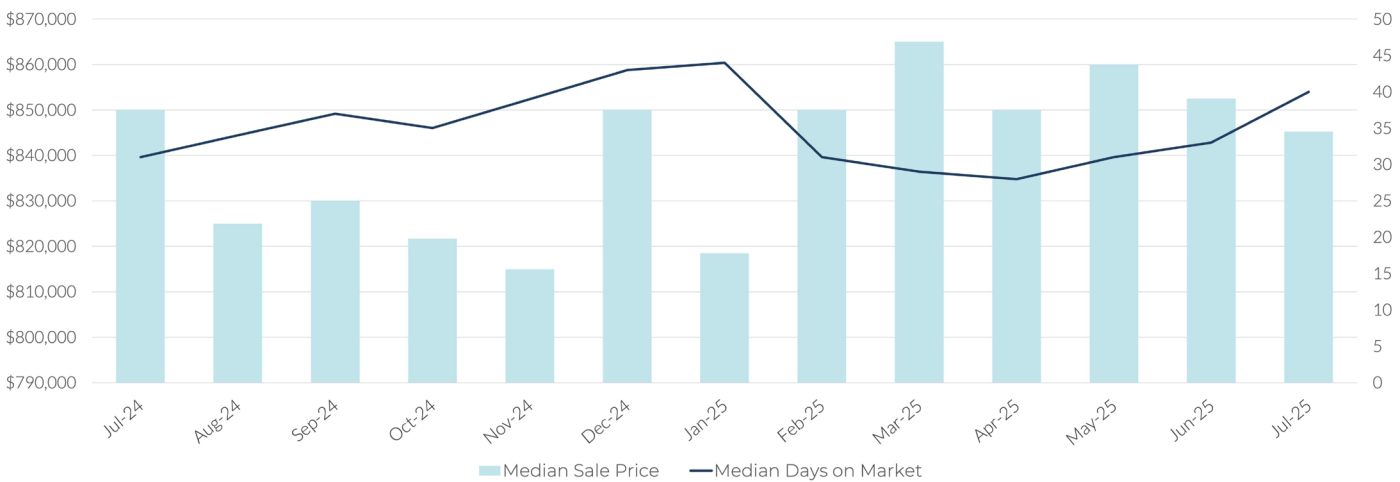


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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: -0.9%

DAYS ON MARKET: +7 days

YEAR-OVER-YEAR COMPARISON

"After a busy second quarter, Sonoma County's housing market remained active in July, with both sales and new escrows rising compared to last year."

	MEDIAN		
	JUL-2025	JUL-2024	%Δ
Sales Price	\$845,226	\$850,000	-0.6%
Days On Market	40	31	+29.0%
\$ / SQ. FT.	\$505	\$521	-3.1%

	TOTAL		
	JUL-2025	JUL-2024	%Δ
Went Into Contract	383	367	+4.4%
Properties Sold	388	370	+4.9%
# For Sale Last Day of Month	1,079	816	+32.2%
% Of Properties Sold Over List	30.9%	40.0%	-22.8%
% Of List Price Received (Average)	99.0%	100.6%	-1.6%

Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

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YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2025	Q2 2024	%Δ	Q2 2025	Q2 2024	%Δ	Q2 2025	Q2 2024	%Δ
Bodega Bay	13*	10*	▲ 30%	25	38	▼ 34%	\$1,325,000	\$1,298,000	▲ 2%
Cazadero	11*	4*	▲ 175%	29	29	0%	\$620,000	\$717,500	▼ 14%
Cloverdale	16*	32*	▼ 50%	32	31	▲ 3%	\$655,000	\$644,500	▲ 2%
Cotati	12*	14*	▼ 14%	38	29	▲ 31%	\$826,000	\$795,500	▲ 4%
Forestville	15*	16*	▼ 6%	43	31	▲ 39%	\$632,500	\$686,000	▼ 8%
Geyserville	3*	5*	▼ 40%	112	67	▲ 67%	\$1,500,000	\$947,000	▲ 58%
Glen Ellen	11*	11*	0%	44	42	▲ 5%	\$1,400,000	\$850,000	▲ 65%
Guerneville	30*	21*	▲ 43%	34	24	▲ 42%	\$595,000	\$570,000	▲ 4%
Healdsburg	47*	44*	▲ 7%	34	30	▲ 13%	\$1,225,000	\$1,285,000	▼ 5%
Jenner	3*	1*	▲ 200%	37	278	▼ 87%	\$985,000	\$1,075,000	▼ 8%
Kenwood	9*	7*	▲ 29%	60	42	▲ 43%	\$2,000,000	\$3,695,000	▼ 46%
Monte Rio	3*	9*	▼ 67%	12	33	▼ 64%	\$705,000	\$460,000	▲ 53%
Occidental	9*	4*	▲ 125%	35	21	▲ 67%	\$1,400,000	\$2,300,000	▼ 39%
Penngrrove	5*	8*	▼ 38%	31	20	▲ 55%	\$1,650,924	\$1,248,750	▲ 32%
Petaluma	144	112	▲ 29%	25	22	▲ 14%	\$956,000	\$950,000	▲ 1%
Rohnert Park	91	70	▲ 30%	26	23	▲ 13%	\$752,000	\$768,500	▼ 2%
Santa Rosa	413	394	▲ 5%	33	28	▲ 18%	\$793,000	\$780,000	▲ 2%
Sebastopol	60	55	▲ 9%	17	19	▼ 11%	\$1,377,500	\$1,150,000	▲ 20%
Sonoma	79	87	▼ 9%	35	31	▲ 13%	\$1,200,000	\$1,050,000	▲ 14%
Windsor	63	59	▲ 7%	31	22	▲ 41%	\$840,000	\$860,650	▼ 2%
SONOMA COUNTY	1,052	997	▲ 6%	31	27	▲ 15%	\$855,000	\$850,000	▲ 1%

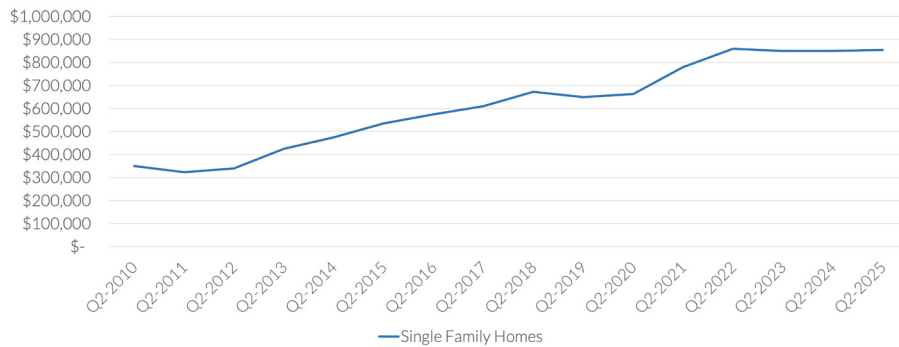
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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE

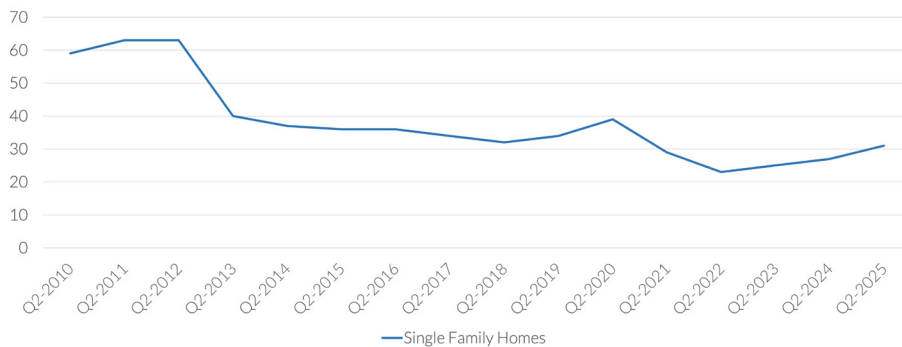


Single Family Residences

\$855,000

+0.6% change year-over-year

MEDIAN MARKET TIME

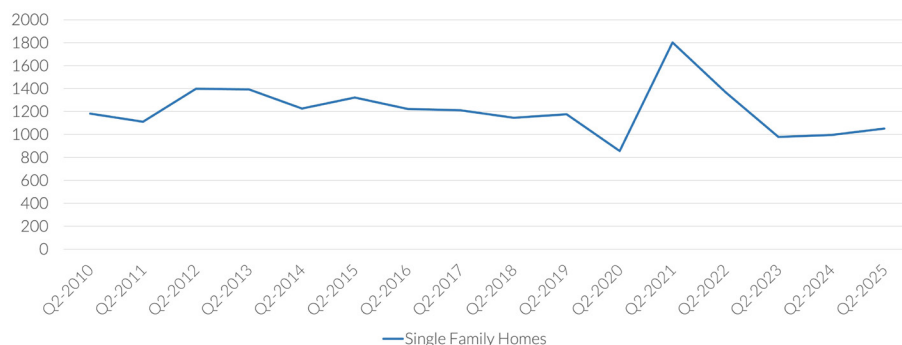


Single Family Residences

31 days

+4 day change year-over-year

NUMBER OF SALES



Single Family Residences

1,052

+5.5% change year-over-year