



SONOMA COUNTY MARKET UPDATE

MAY 2025





VANGUARD PROPERTIES

MARKET UPDATE

SONOMA COUNTY | MAY 2025

Sonoma County's single-family home market saw a solid boost in activity in April, with more homes going into contract, more properties closing, and a significant rise in inventory.

The median sales price dipped slightly by 0.6% compared to last April, settling at \$850,000. Homes spent a median of 28 days on the market, just three days longer than last year, while the price per square foot edged down 1.1% to \$525. Despite these small adjustments, buyer activity remained strong: the number of homes going into escrow increased by 5.6%, and closed sales rose 4.1% year over year.

A major development was the jump in inventory, with the number of homes for sale up 52.7% compared to April 2024. This increase is creating more opportunities for buyers and reflects growing confidence among sellers heading into the summer.

FreddieMac reported that mortgage rates inched up this week but continue to remain lower than one year ago. With more inventory for buyers to choose from than the last few years, purchase application activity continues to hold up.

With more choices available and healthy buyer demand, Sonoma County remains active and resilient as we move deeper into the spring market.



SINGLE FAMILY HOMES

APRIL 2025

Median Sales Price	\$850,000 ↓
Days on market	28 ↑
\$ / SQ. FT.	\$525 ↓
# For Sale On Last Day Of Month	953 ↑
Went Into Contract	338 ↑
Properties Sold	329 ↑

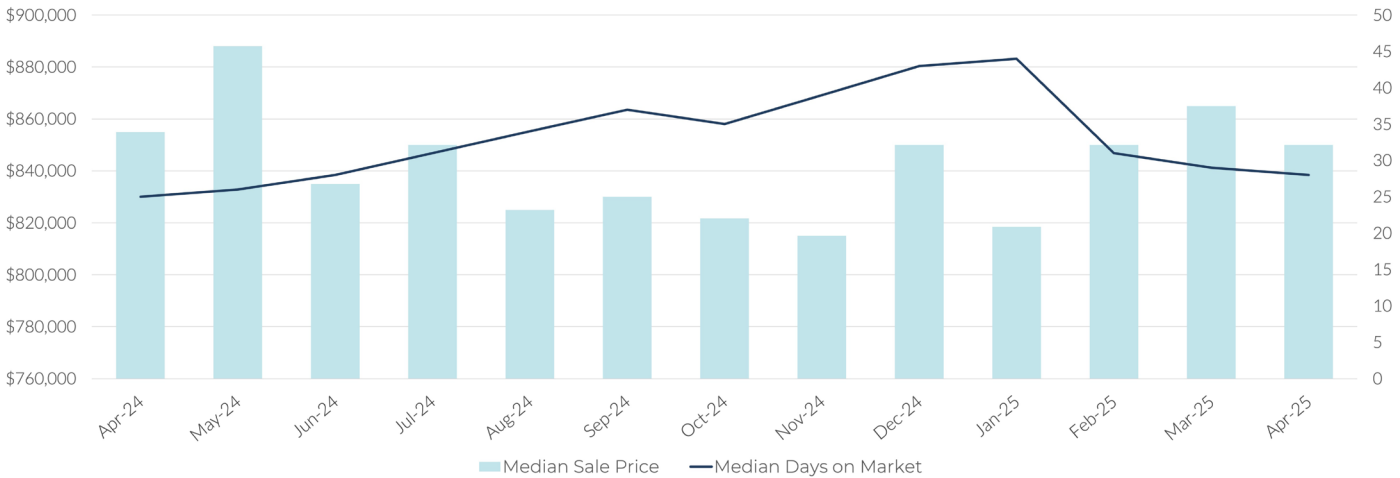


SONOMA COUNTY MARKET UPDATE

MAY 2025

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: -1.7%

DAYS ON MARKET: -1 day

YEAR-OVER-YEAR COMPARISON

"A major development was the jump in inventory, with the number of homes for sale up 52.7% compared to April 2024. This increase is creating more opportunities for buyers and reflects growing confidence among sellers heading into the summer."

MEDIAN

	APR-2025	APR-2024	%Δ
Sales Price	\$850,000	\$855,000	-0.6%
Days On Market	28	25	+12.0%
\$ / SQ. FT.	\$525	\$531	-1.1%

TOTAL

	APR-2025	APR-2024	%Δ
Went Into Contract	338	320	+5.6%
Properties Sold	329	316	+4.1%
# For Sale Last Day of Month	953	624	+52.7%
% Of Properties Sold Over List	39.2%	42.7%	-8.2%
% Of List Price Received (Average)	100.3%	101.4%	-1.1%

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YEAR-OVER-YEAR REGION COMPARISON

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q1 2025	Q1 2024	%Δ	Q1 2025	Q1 2024	%Δ	Q1 2025	Q1 2024	%Δ
Bodega Bay	9*	7*	▲ 29%	29	23	▲ 26%	\$1,527,500	\$1,130,000	▲ 35%
Cazadero	1*	5*	▼ 80%	146	161	▼ 9%	\$200,000	\$515,000	▼ 61%
Cloverdale	23*	18*	▲ 28%	44	48	▼ 8%	\$635,000	\$682,000	▼ 7%
Cotati	8*	8*	0%	16	29	▼ 45%	\$660,000	\$1,025,000	▼ 36%
Forestville	7*	7*	0%	42	33	▲ 27%	\$603,340	\$830,000	▼ 27%
Geyserville	4*	1*	▲ 300%	69	18	▲ 283%	\$2,262,500	\$575,000	▲ 293%
Glen Ellen	5*	8*	▼ 38%	27	151	▼ 82%	\$1,310,000	\$1,217,500	▲ 8%
Guerneville	12*	12*	0%	28	101	▼ 72%	\$530,500	\$539,500	▼ 2%
Healdsburg	33*	31*	▲ 6%	37	43	▼ 14%	\$1,247,000	\$960,000	▲ 30%
Jenner	1*	2*	▼ 50%	24	15	▲ 60%	\$650,000	\$665,000	▼ 2%
Kenwood	2*	3*	▼ 33%	141	34	▲ 315%	\$1,275,000	\$1,800,000	▼ 29%
Monte Rio	3*	6*	▼ 50%	141	17	▲ 729%	\$700,000	\$634,750	▲ 10%
Occidental	2*	1*	▲ 100%	75	12	▲ 525%	\$1,262,500	\$744,000	▲ 70%
Penngrove	6*	6*	0%	48	13	▲ 269%	\$1,282,500	\$1,320,000	▼ 3%
Petaluma	95	82	▲ 16%	27	26	▲ 4%	\$1,030,000	\$924,944	▲ 11%
Rohnert Park	54	45*	▲ 20%	35	24	▲ 46%	\$795,000	\$750,000	▲ 6%
Santa Rosa	239	241	▼ 1%	34	39	▼ 13%	\$775,000	\$775,000	0%
Sebastopol	27*	32*	▼ 16%	32	27	▲ 19%	\$1,100,000	\$940,000	▲ 17%
Sonoma	47*	62	▼ 24%	27	37	▼ 27%	\$930,000	\$949,500	▼ 2%
Windsor	54	38*	▲ 42%	35	29	▲ 21%	\$816,785	\$845,000	▼ 3%
SONOMA COUNTY	650	635	▲ 2%	33	33	0%	\$840,000	\$840,000	0%

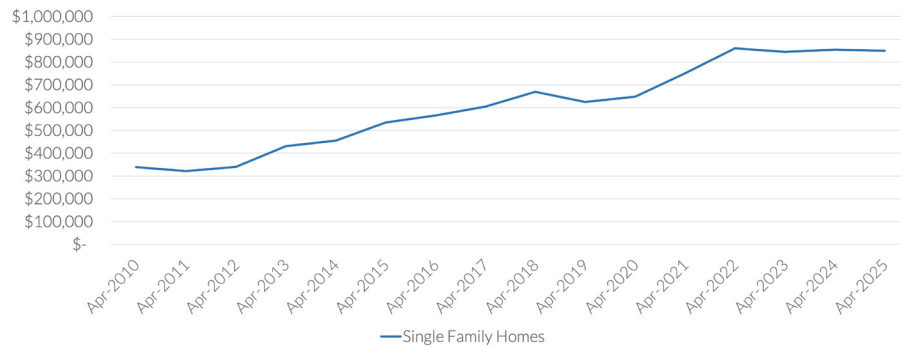
Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2025 Vanguard Properties.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

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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE

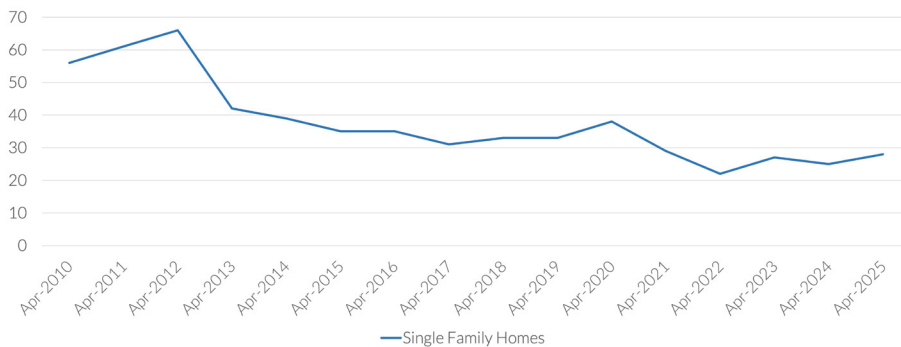


Single Family Residences

\$850,000

-0.6% change year-over-year

MEDIAN MARKET TIME

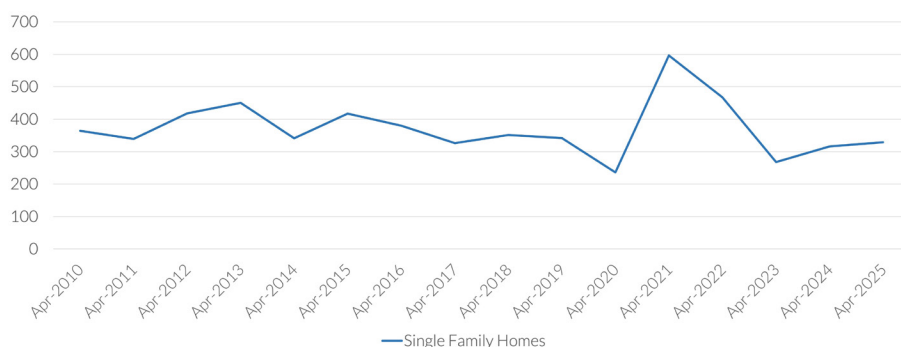


Single Family Residences

28 days

+3 day change year-over-year

NUMBER OF SALES



Single Family Residences

329

+4.1% change year-over-year