



Quarterly Market Report

Sonoma County

& Surrounding Areas

Q3 2023



Market Overview At A Glance

SONOMA COUNTY

The famed 20th-century horticulturist Luther Burbank famously remarked that Sonoma County is "the chosen spot of all Earth as far as nature is concerned." Burbank may have been a bit biased, but for natives of the area, nature certainly takes center stage when it comes to local lifestyle. Situated 55± miles north of San Francisco, Sonoma County offers a wide variety of outdoor adventure opportunities, a culturally diverse and inclusive community, and a truly unique grouping of ecosystems. Undulating vineyard valleys and captivating rugged coastline draw cyclists, foodies, wine enthusiasts, and artists to savor the terrain and terroir of Wine Country. A diverse and longstanding agricultural legacy continues to inspire new generations of winemakers, farmers, and restaurateurs to celebrate California's bounty with a casual, inviting style.



Sonoma County Overview

Single Family Residences | All Price Points

Sonoma County	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	837	994	- 16%
TOTAL SALES DOLLARS:	\$940m	\$1b	- 6%
MEDIAN SALE PRICE:	\$850k	\$815k	+ 4%
AVERAGE DAYS ON MARKET:	43	56	- 23%
SOLD PRICE VS. LIST PRICE:	101%	101%	0%

Source: Bareis MLS Data
Single Family Residences - All Price Points - Sonoma County - CA



CLOVERDALE	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	28	22	+ 27%
MEDIAN SALE PRICE:	\$660k	\$699k	- 6%
AVERAGE DAYS ON MARKET:	33	65	- 49%
SOLD PRICE VS. LIST PRICE:	100%	99%	+ 1%

GEYSERVILLE	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	0	4	- 100%
MEDIAN SALE PRICE:	–	\$1,812,500	–
AVERAGE DAYS ON MARKET:	–	87	–
SOLD PRICE VS. LIST PRICE:	–	98%	–

HEALDSBURG	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	37	43	- 14%
MEDIAN SALE PRICE:	\$1.4m	\$1.03m	+ 37%
AVERAGE DAYS ON MARKET:	63	107	- 41%
SOLD PRICE VS. LIST PRICE:	97%	98%	- 1%

MARIN COUNTY	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	377	489	- 23%
MEDIAN SALE PRICE:	\$1.58m	\$1.7m	- 7%
AVERAGE DAYS ON MARKET:	24	46	- 48%
SOLD PRICE VS. LIST PRICE:	102%	103%	- 1%

MENDOCINO COUNTY	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	167	167	0%
MEDIAN SALE PRICE:	\$540k	\$550k	- 2%
AVERAGE DAYS ON MARKET:	40	91	- 56%
SOLD PRICE VS. LIST PRICE:	98%	97%	1%

NAPA COUNTY	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	210	249	- 16%
MEDIAN SALE PRICE:	\$925k	\$1.03m	- 10%
AVERAGE DAYS ON MARKET:	32	59	- 46%
SOLD PRICE VS. LIST PRICE:	99%	100%	- 1%

RUSSIAN RIVER	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	62	62	0%
MEDIAN SALE PRICE:	\$598k	\$658k	- 9%
AVERAGE DAYS ON MARKET:	52	56	- 7%
SOLD PRICE VS. LIST PRICE:	99%	105%	- 6%

SANTA ROSA	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	307	393	- 22%
MEDIAN SALE PRICE:	\$782k	\$749k	+ 4%
AVERAGE DAYS ON MARKET:	45	59	- 24%
SOLD PRICE VS. LIST PRICE:	101%	101%	0%

SEBASTOPOL	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	51	70	- 27%
MEDIAN SALE PRICE:	\$1.16m	\$1.05m	+ 10%
AVERAGE DAYS ON MARKET:	30	54	- 44%
SOLD PRICE VS. LIST PRICE:	103%	103%	0%

SONOMA COAST	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	26	25	+ 4%
MEDIAN SALE PRICE:	\$1.39m	\$1.3m	+ 7%
AVERAGE DAYS ON MARKET:	42	47	- 11%
SOLD PRICE VS. LIST PRICE:	98%	99%	- 1%

SONOMA COUNTY SOUTH	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	175	224	- 22%
MEDIAN SALE PRICE:	\$850k	\$823k	+ 3%
AVERAGE DAYS ON MARKET:	34	44	- 23%
SOLD PRICE VS. LIST PRICE:	102%	102%	0%

WINDSOR	Q3 2023	Q3 2022	+/- %
HOMES SOLD:	56	67	- 16%
MEDIAN SALE PRICE:	\$825k	\$810k	+ 2%
AVERAGE DAYS ON MARKET:	44	54	- 19%
SOLD PRICE VS. LIST PRICE:	99%	100%	- 1%





Cloverdale Overview

Single Family Residences | All Price Points

Cloverdale	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	28	22	+ 27%
TOTAL SALES DOLLARS:	\$24.1m	\$22.3m	+ 8%
MEDIAN SALE PRICE:	\$660k	\$699k	- 6%
AVERAGE DAYS ON MARKET:	33	65	- 49%
SOLD PRICE VS. LIST PRICE:	100%	99%	1%

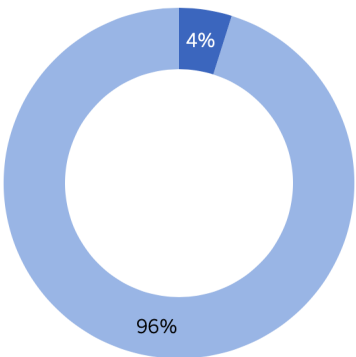
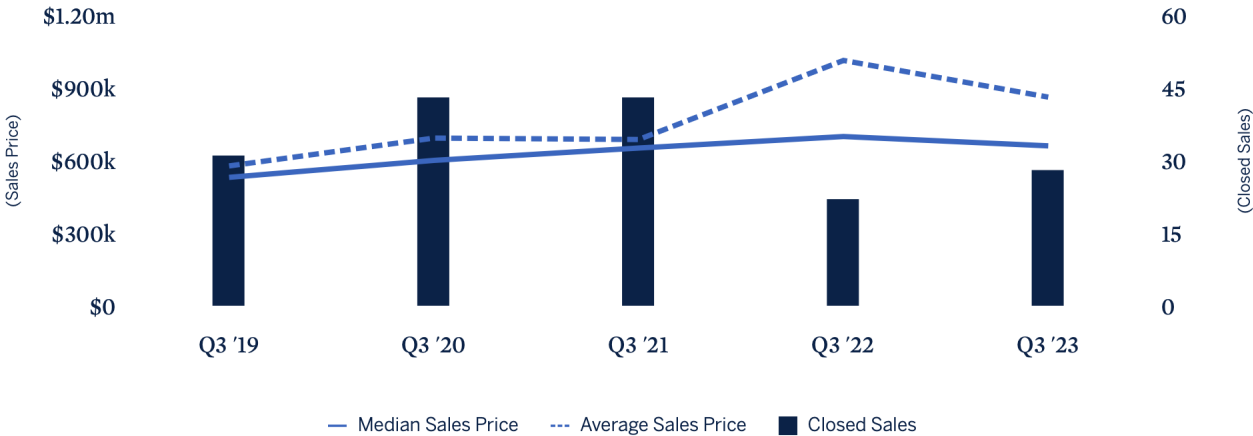
Source: Bareis MLS Data

Single Family Residences - All Price Points - Sonoma County - CA



Sales Price vs. Closed Sales

Single Family Homes | Q3 Last 5 Years



Closed New Inventory

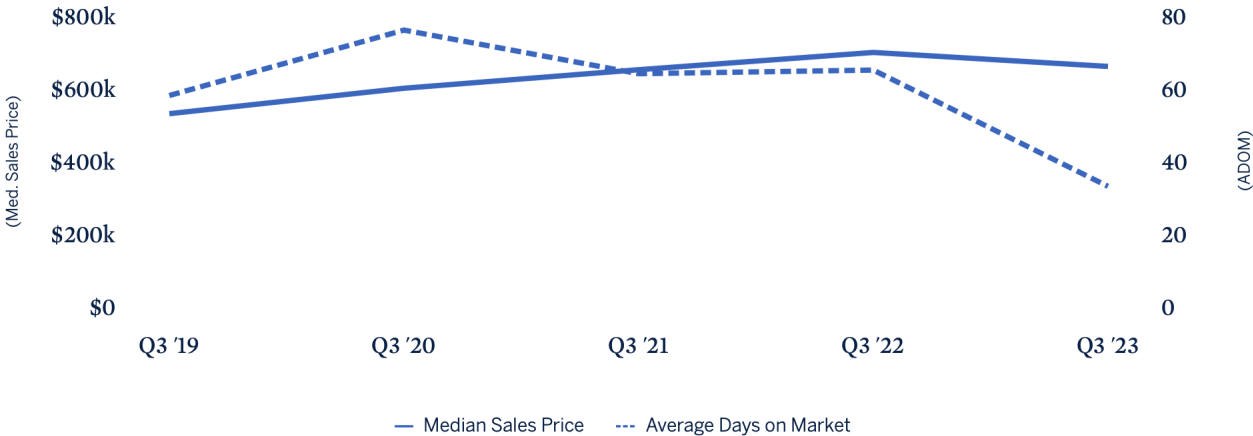
Closed Sales by Price

Single Family Homes | Q3 2023

Under \$500k \$500k - \$1m \$1m - \$2m Over \$2m

Median Sales Price vs. Average Days on Market

Single Family Homes | Q3 Last 5 Years



Healdsburg Overview

Single Family Residences | All Price Points

Healdsburg	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	37	43	- 14%
TOTAL SALES DOLLARS:	\$69.7m	\$60.3m	+ 16%
MEDIAN SALE PRICE:	\$1.4m	\$1.03m	+ 37%
AVERAGE DAYS ON MARKET:	63	107	- 41%
SOLD PRICE VS. LIST PRICE:	97%	98%	- 1%

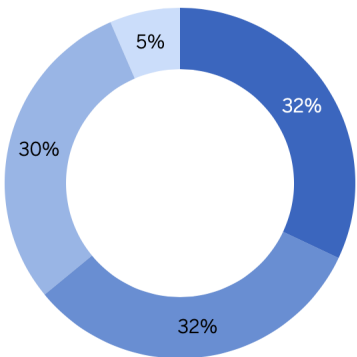
Source: Bareis MLS Data

Single Family Residences - All Price Points - Sonoma County - CA



Sales Price vs. Closed Sales

Single Family Homes | Q3 Last 5 Years



Closed New Inventory

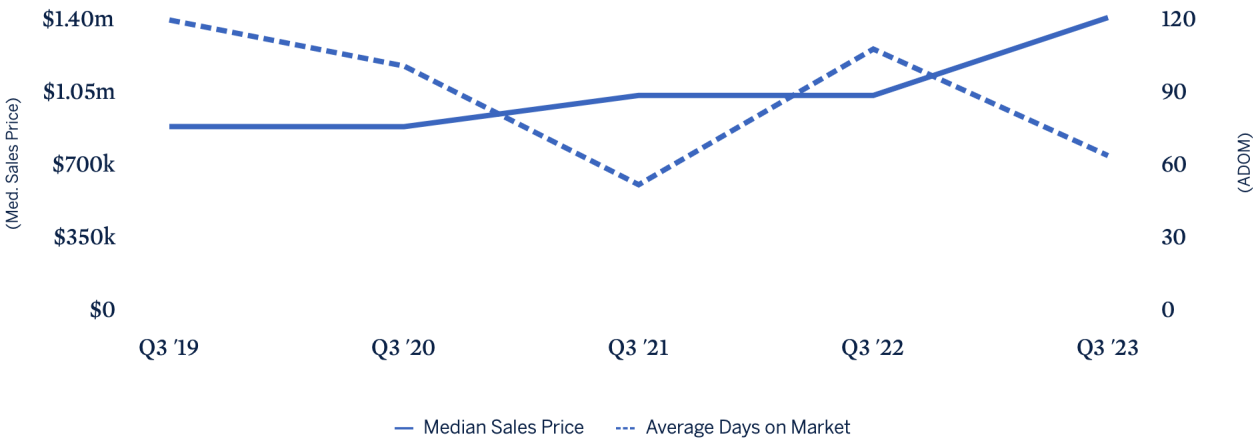
Closed Sales by Price

Single Family Homes | Q3 2023

Under \$500k \$500k - \$1m \$1m - \$2m Over \$2m

Median Sales Price vs. Average Days on Market

Single Family Homes | Q3 Last 5 Years



Marin County Overview

Single Family Residences | All Price Points

Marin	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	377	489	- 23%
TOTAL SALES DOLLARS:	\$731m	\$997m	- 27%
MEDIAN SALE PRICE:	\$1.58m	\$1.7m	- 7%
AVERAGE DAYS ON MARKET:	24	46	- 48%
SOLD PRICE VS. LIST PRICE:	102%	103%	- 1%

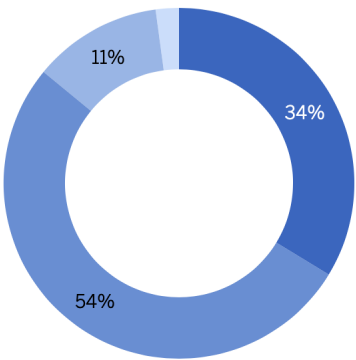
Source: Bareis MLS Data

Single Family Residences - All Price Points - Sonoma County - CA



Sales Price vs. Closed Sales

Single Family Homes | Q3 Last 5 Years



Closed New Inventory

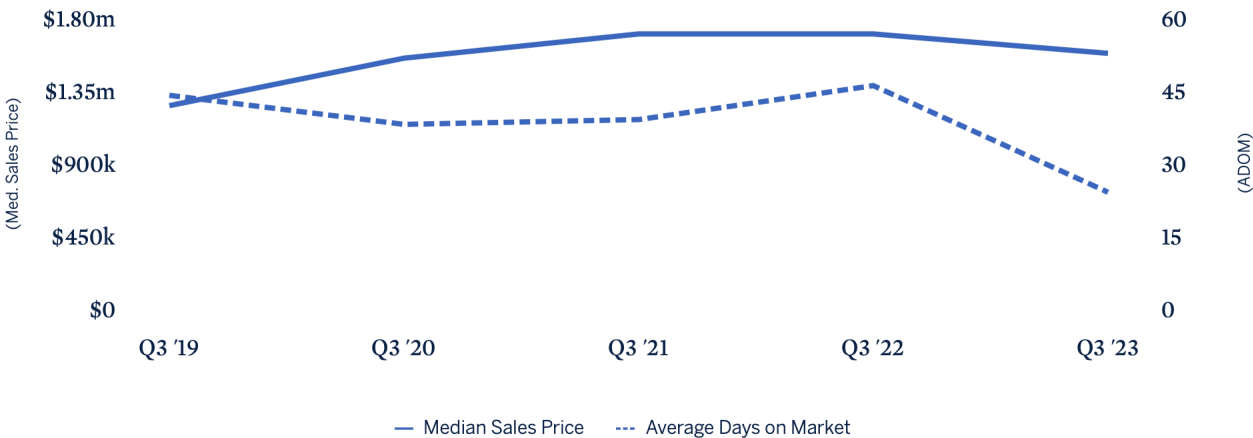
Closed Sales by Price

Single Family Homes | Q3 2023

Under \$500k \$500k - \$1m \$1m - \$2m Over \$2m

Median Sales Price vs. Average Days on Market

Single Family Homes | Q3 Last 5 Years



Mendocino County Overview

Single Family Residences | All Price Points

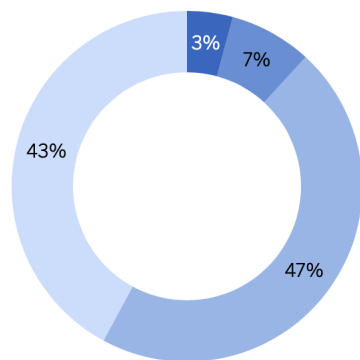
Mendocino	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	167	167	0%
TOTAL SALES DOLLARS:	\$106m	\$111m	- 5%
MEDIAN SALE PRICE:	\$540k	\$550k	- 2%
AVERAGE DAYS ON MARKET:	40	91	- 56%
SOLD PRICE VS. LIST PRICE:	98%	97%	1%

Source: Bareis MLS Data
Single Family Residences - All Price Points - Sonoma County - CA



Sales Price vs. Closed Sales

Single Family Homes | Q3 Last 5 Years



Closed New Inventory

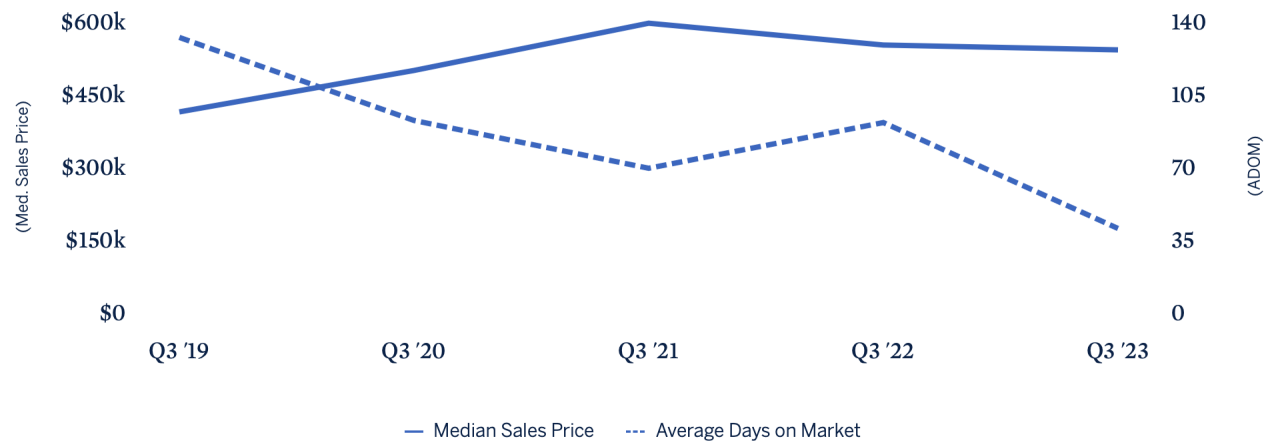
Closed Sales by Price

Single Family Homes | Q3 2023

Under \$500k \$500k - \$1m \$1m - \$2m Over \$2m

Median Sales Price vs. Average Days on Market

Single Family Homes | Q3 Last 5 Years



Napa County Overview

Single Family Residences | All Price Points

Napa	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	210	249	- 16%
TOTAL SALES DOLLARS:	\$278m	\$368m	- 25%
MEDIAN SALE PRICE:	\$925k	\$1.03m	- 10%
AVERAGE DAYS ON MARKET:	32	59	- 46%
SOLD PRICE VS. LIST PRICE:	99%	100%	- 1%

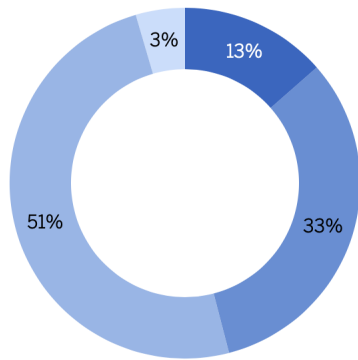
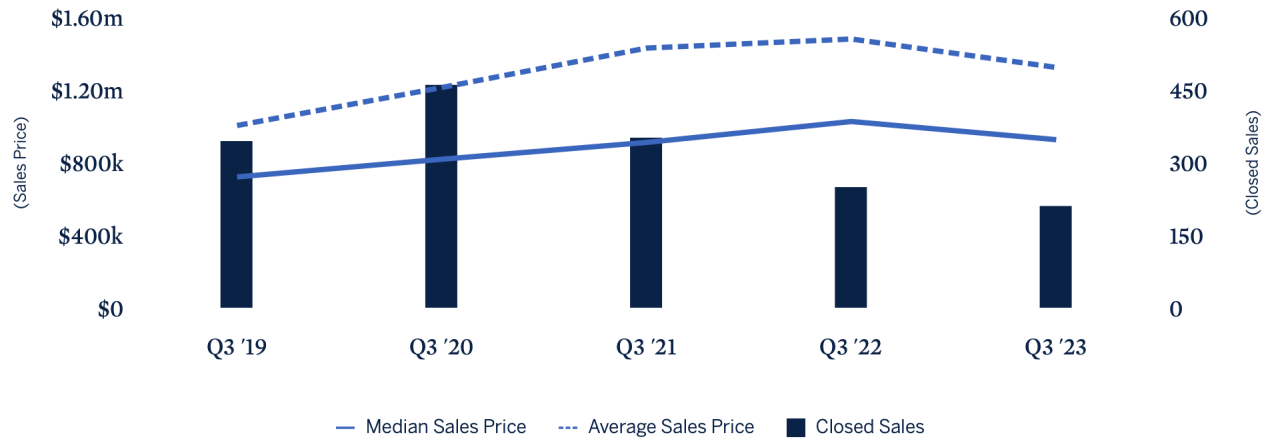
Source: Bareis MLS Data

Single Family Residences - All Price Points - Sonoma County - CA



Sales Price vs. Closed Sales

Single Family Homes | Q3 Last 5 Years



Closed New Inventory

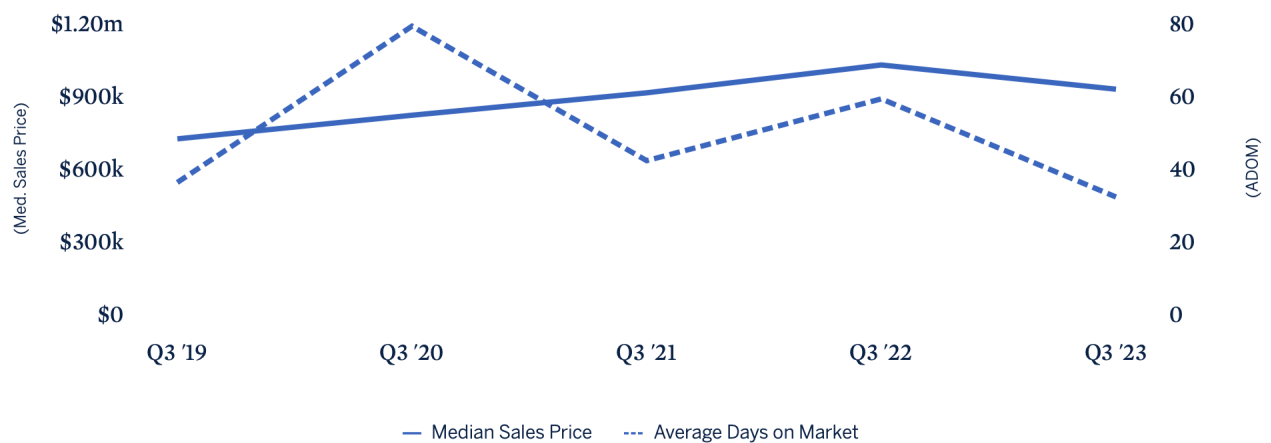
Closed Sales by Price

Single Family Homes | Q3 2023

Under \$500k \$500k - \$1m \$1m - \$2m Over \$2m

Median Sales Price vs. Average Days on Market

Single Family Homes | Q3 Last 5 Years



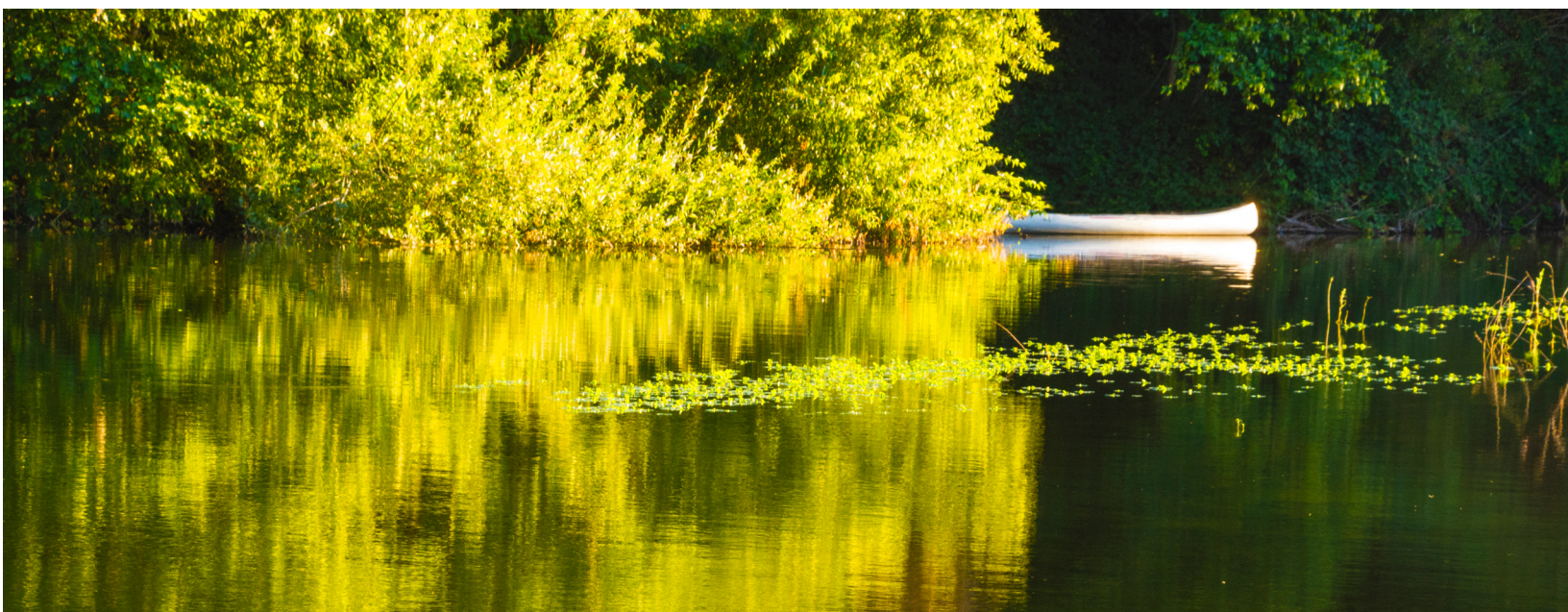
Russian River Overview

Single Family Residences | All Price Points

Russian River	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	62	62	0%
TOTAL SALES DOLLARS:	\$58.8m	\$45.1m	+ 31%
MEDIAN SALE PRICE:	\$1.4m	\$1.03m	+ 37%
AVERAGE DAYS ON MARKET:	\$598k	\$658k	- 9%
SOLD PRICE VS. LIST PRICE:	99%	105%	- 6%

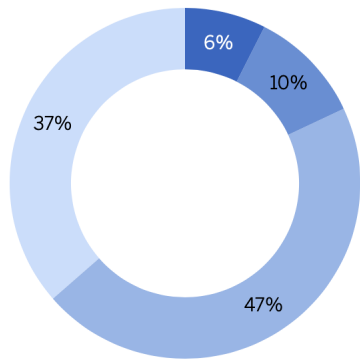
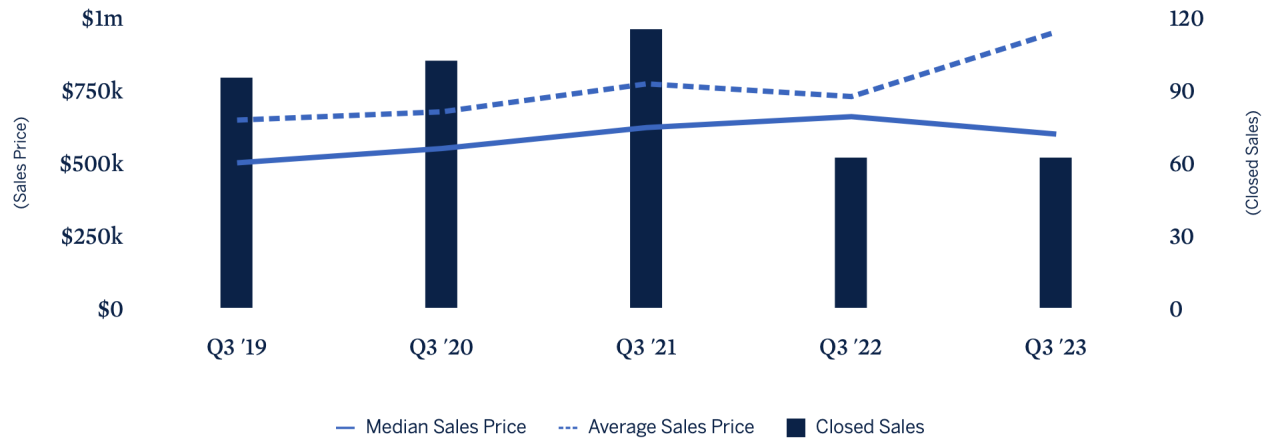
Source: Bareis MLS Data

Single Family Residences - All Price Points - Sonoma County - CA



Sales Price vs. Closed Sales

Single Family Homes | Q3 Last 5 Years



Closed New Inventory

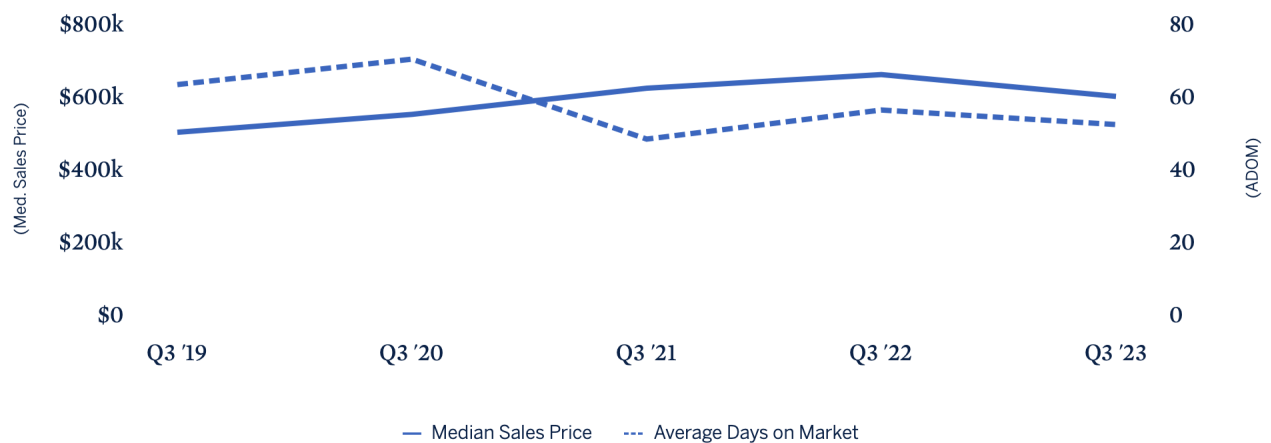
Closed Sales by Price

Single Family Homes | Q3 2023

Under \$500k \$500k - \$1m \$1m - \$2m Over \$2m

Median Sales Price vs. Average Days on Market

Single Family Homes | Q3 Last 5 Years



Santa Rosa Overview

Single Family Residences | All Price Points

Santa Rosa	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	307	393	- 22%
TOTAL SALES DOLLARS:	\$287m	\$340m	- 16%
MEDIAN SALE PRICE:	\$782k	\$749k	+ 4%
AVERAGE DAYS ON MARKET:	45	59	- 24%
SOLD PRICE VS. LIST PRICE:	101%	101%	0%

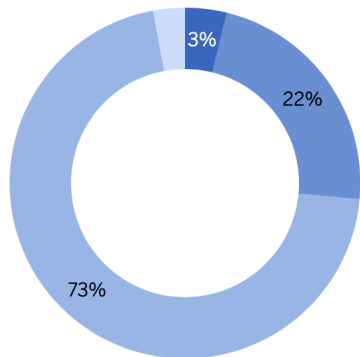
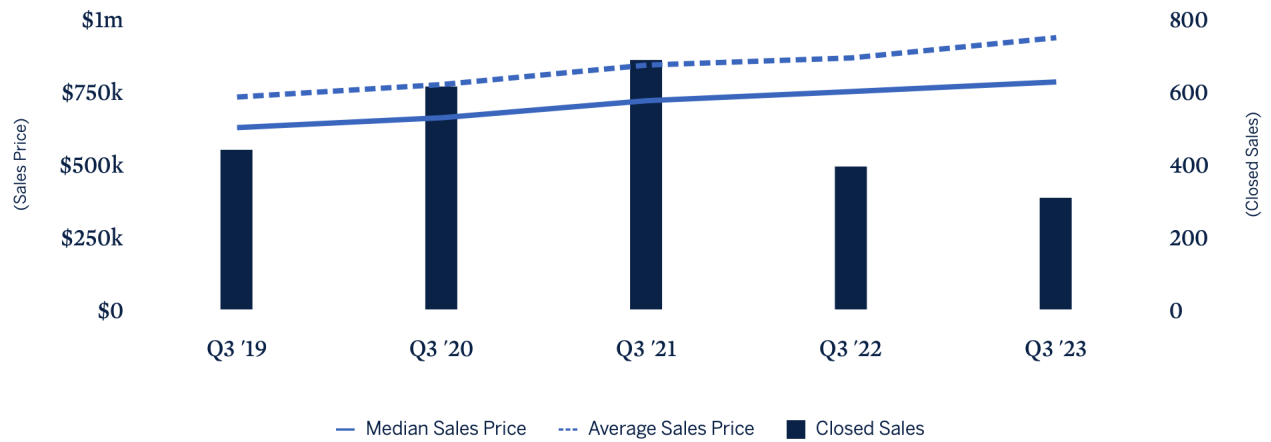
Source: Bareis MLS Data

Single Family Residences - All Price Points - Sonoma County - CA



Sales Price vs. Closed Sales

Single Family Homes | Q3 Last 5 Years



Closed New Inventory

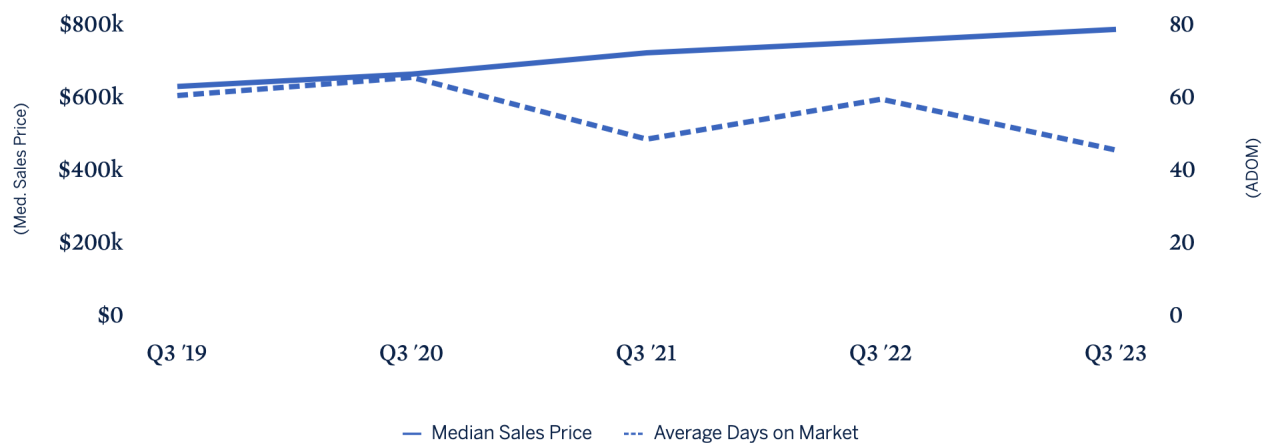
Closed Sales by Price

Single Family Homes | Q3 2023

Under \$500k \$500k - \$1m \$1m - \$2m Over \$2m

Median Sales Price vs. Average Days on Market

Single Family Homes | Q3 Last 5 Years



Sebastopol Overview

Single Family Residences | All Price Points

Sebastopol	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	51	70	- 27%
TOTAL SALES DOLLARS:	\$61.1m	\$83.5m	- 27%
MEDIAN SALE PRICE:	\$1.16m	\$1.05m	+ 10%
AVERAGE DAYS ON MARKET:	30	54	- 44%
SOLD PRICE VS. LIST PRICE:	103%	103%	0%

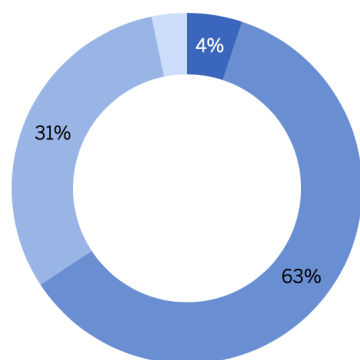
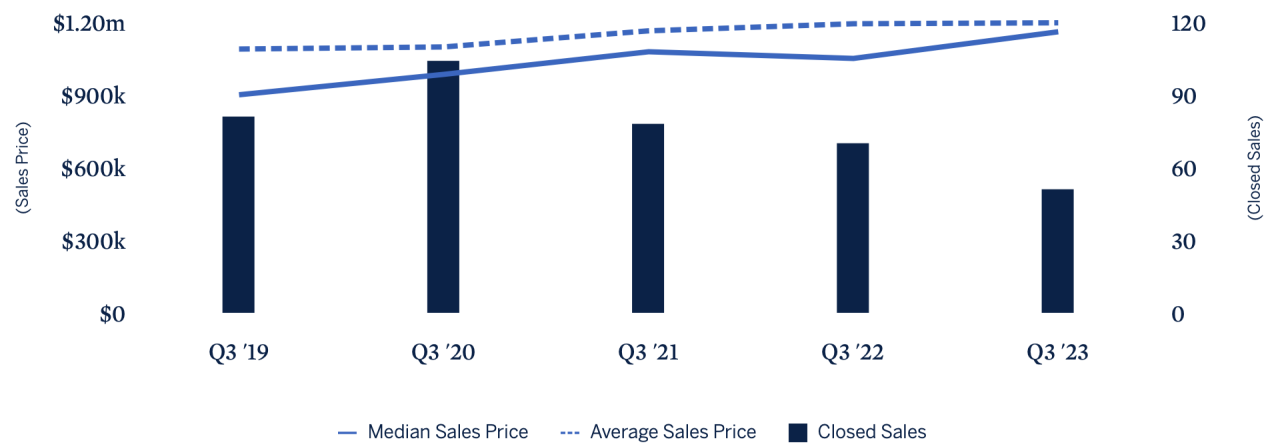
Source: Bareis MLS Data

Single Family Residences - All Price Points - Sonoma County - CA



Sales Price vs. Closed Sales

Single Family Homes | Q3 Last 5 Years



Closed New Inventory

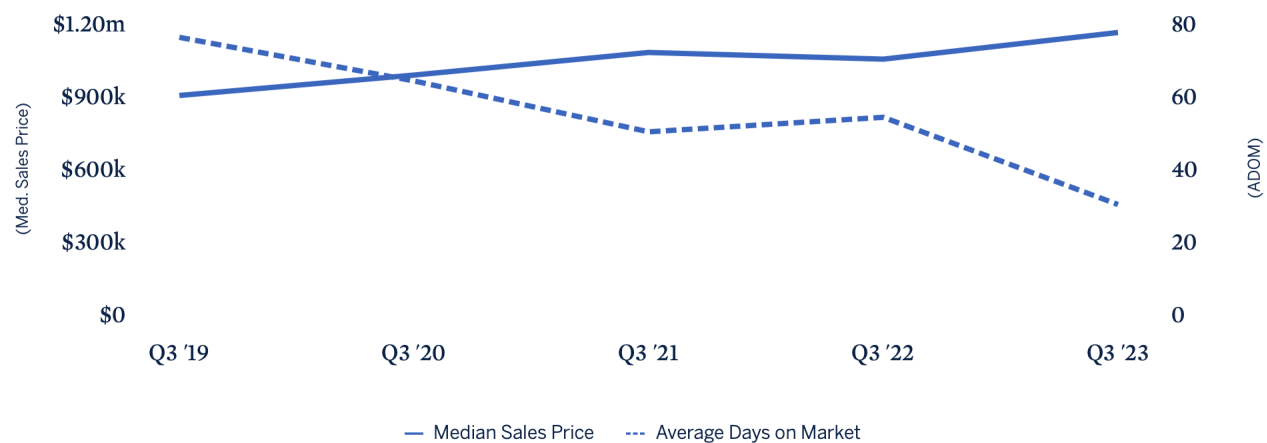
Closed Sales by Price

Single Family Homes | Q3 2023

Under \$500k \$500k - \$1m \$1m - \$2m Over \$2m

Median Sales Price vs. Average Days on Market

Single Family Homes | Q3 Last 5 Years



Sonoma Coast Overview

Single Family Residences | All Price Points

Sonoma Coast	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	26	25	+ 4%
TOTAL SALES DOLLARS:	\$43.6m	\$37m	+ 18%
MEDIAN SALE PRICE:	\$1.39m	\$1.3m	+ 7%
AVERAGE DAYS ON MARKET:	42	47	- 11%
SOLD PRICE VS. LIST PRICE:	98%	99%	- 1%

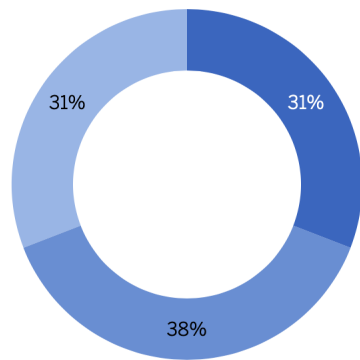
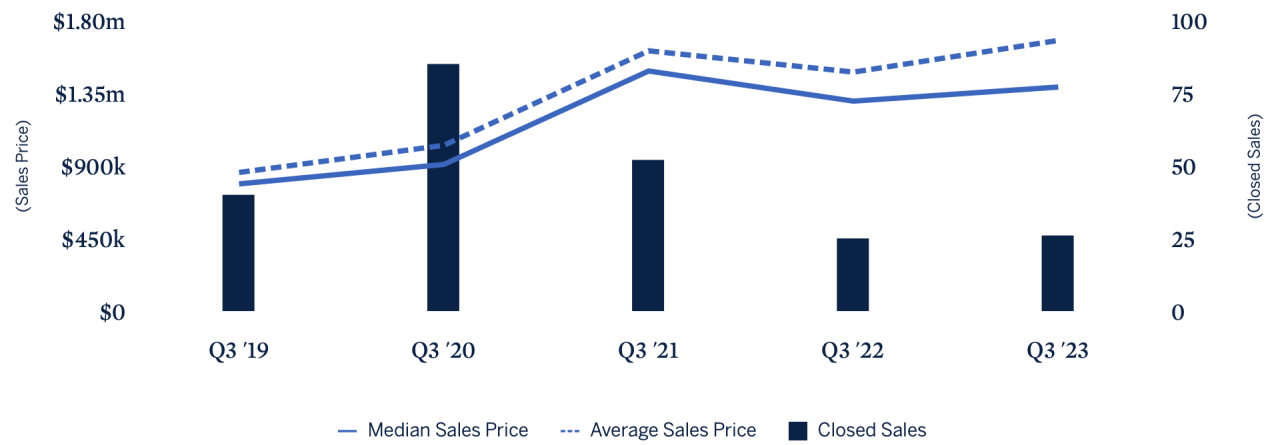
Source: Bareis MLS Data

Single Family Residences - All Price Points - Sonoma County - CA



Sales Price vs. Closed Sales

Single Family Homes | Q3 Last 5 Years



Closed New Inventory

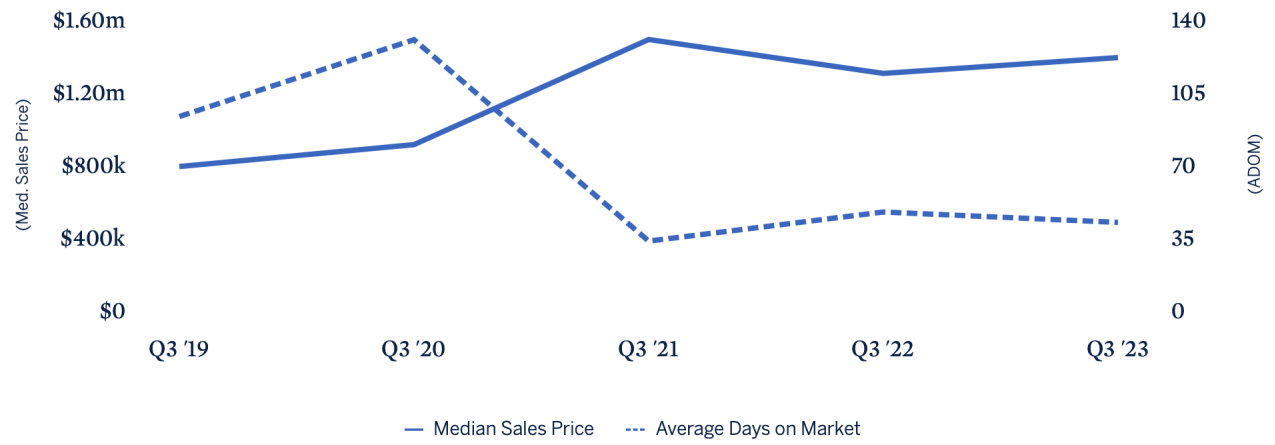
Closed Sales by Price

Single Family Homes | Q3 2023

Under \$500k \$500k - \$1m \$1m - \$2m Over \$2m

Median Sales Price vs. Average Days on Market

Single Family Homes | Q3 Last 5 Years



Sonoma County South Overview

Single Family Residences | All Price Points

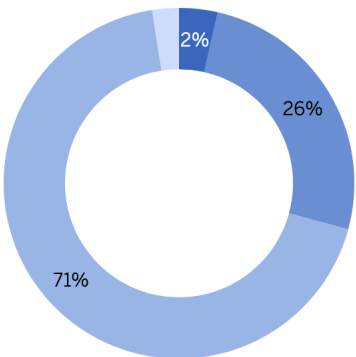
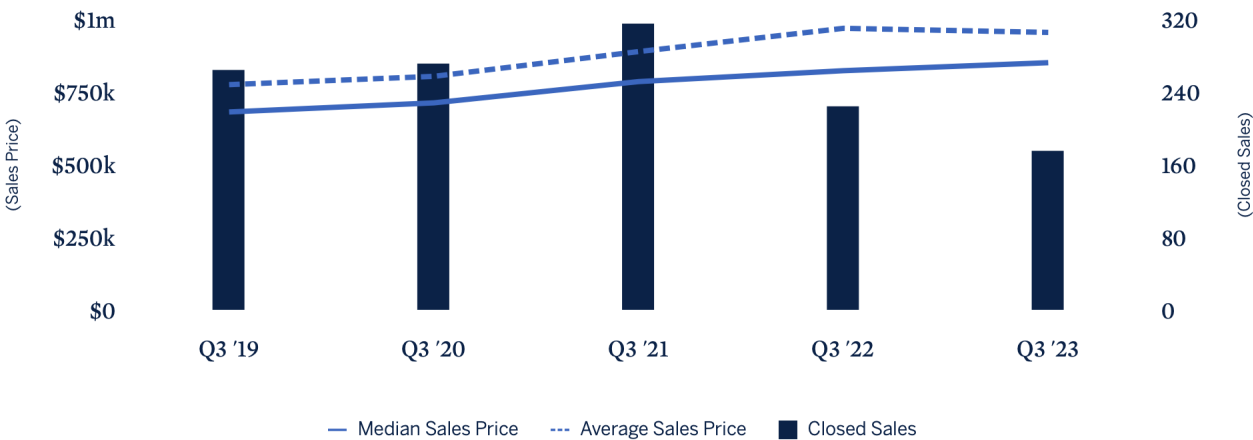
Sonoma County S.	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	175	224	- 22%
TOTAL SALES DOLLARS:	\$167m	\$217m	- 23%
MEDIAN SALE PRICE:	\$850k	\$823k	+ 3%
AVERAGE DAYS ON MARKET:	34	44	- 23%
SOLD PRICE VS. LIST PRICE:	102%	102%	0%

Source: Bareis MLS Data
Single Family Residences - All Price Points - Sonoma County - CA



Sales Price vs. Closed Sales

Single Family Homes | Q3 Last 5 Years



Closed New Inventory

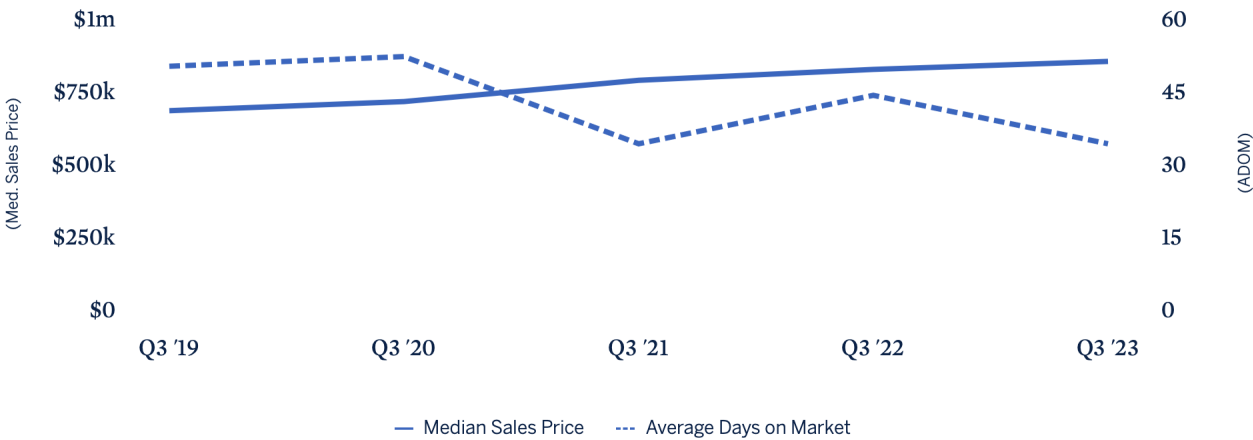
Closed Sales by Price

Single Family Homes | Q3 2023

Under \$500k \$500k - \$1m \$1m - \$2m Over \$2m

Median Sales Price vs. Average Days on Market

Single Family Homes | Q3 Last 5 Years



Windsor Overview

Single Family Residences | All Price Points

Windsor	Q3 2023	Q3 2022	+/- %
TOTAL SALES IN UNITS:	56	67	- 16%
TOTAL SALES DOLLARS:	\$57.3m	\$70.4m	- 19%
MEDIAN SALE PRICE:	\$825k	\$810k	+ 2%
AVERAGE DAYS ON MARKET:	44	54	- 19%
SOLD PRICE VS. LIST PRICE:	99%	100%	- 1%

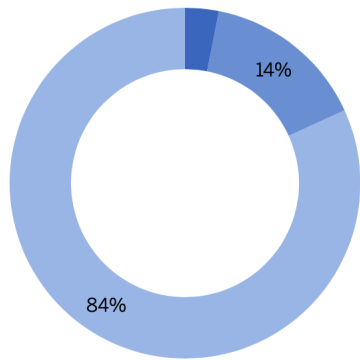
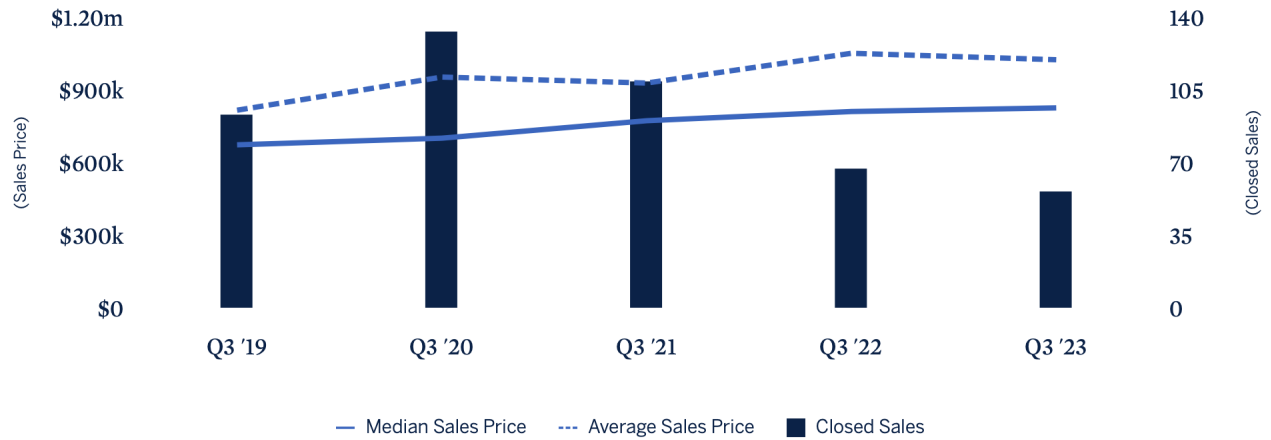
Source: Bareis MLS Data

Single Family Residences - All Price Points - Sonoma County - CA



Sales Price vs. Closed Sales

Single Family Homes | Q3 Last 5 Years



Closed New Inventory

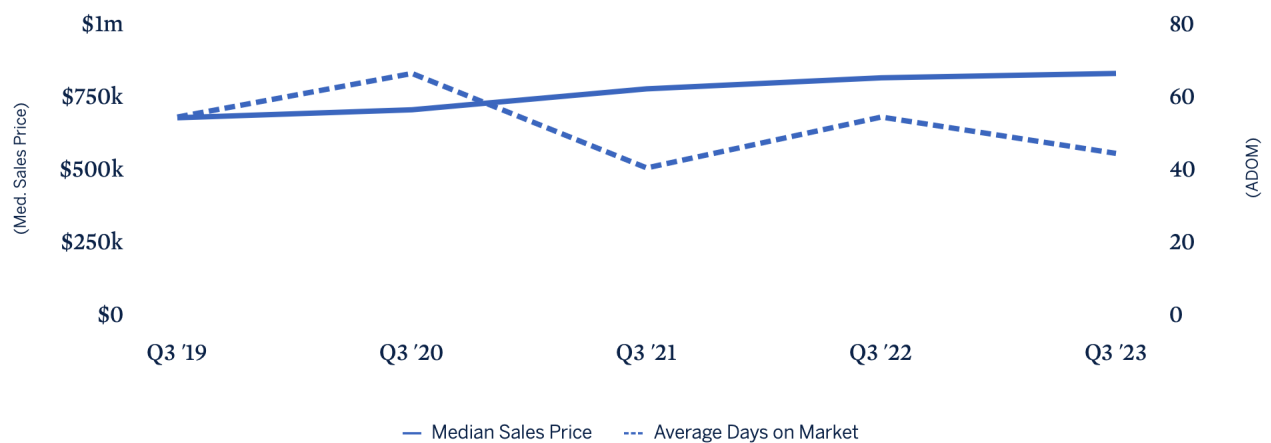
Closed Sales by Price

Single Family Homes | Q3 2023

Under \$500k \$500k - \$1m \$1m - \$2m Over \$2m

Median Sales Price vs. Average Days on Market

Single Family Homes | Q3 Last 5 Years





BRANCH LOCATIONS

Healdsburg

709 HEALDSBURG AVENUE, HEALDSBURG, CA 95448 | 707.433.6555
409 HEALDSBURG AVENUE, HEALDSBURG, CA 95448 | 707.433.4800
226 HEALDSBURG AVENUE, HEALDSBURG, CA 95448 | 707.433.4800

Santa Rosa

1200 COLLEGE AVENUE, SANTA ROSA CA 95404 | 707.284.1111
403 CHINN STREET, SANTA ROSA CA 95404 | 707.508.4161

Sebastopol

6984 MCKINLEY STREET, SEBASTOPOL, CA 95472 | 707.824.0200

Bodega Bay

913 HIGHWAY 1, BODEGA BAY, CA 94923 | 707.824.0200