

Sonoma County

MARKET REPORT

APRIL 2026

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Sonoma County Market Talk


Inventory continued to build last month, with more homes coming to market and overall supply ticking up. Buyer activity stayed steady—sales increased in many areas, and well-prepared homes are still moving at a solid pace, especially single-family properties. Pricing is more mixed right now: some segments are seeing slight gains, while others are flattening or adjusting, which really underscores how important strategy and positioning are in this market.

In Sonoma County, the number of home sales increased 32.7% to 365 from the prior month, while the number of available listings increased 23.0% to 813. Days on market decreased 21.0% to 49 days. Median sales price held steady from the prior month and increased 2.4% from the prior year to \$870,000. For condos, the number of sales increased 7.7% to 28 from the prior month, while the number of available listings increased 21.8% to 95. Days on market decreased 5.5% to 69 days. Median sales price decreased 0.7% from the prior month and increased 8.3% from the prior year to \$455,000.

Whether you're considering a sale or planning your next purchase, understanding how these shifts impact your specific property or target market is key. Let's connect and map out the right approach for you.

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

Notable Numbers

Sonoma County: **APRIL 2026**

29

PROPERTIES SOLD
OFF MARKET

29

SOLD WITH
ADDITIONAL
DWELLING

40%


SOLD ABOVE
LIST PRICE

43%

HAD MULTIPLE
OFFERS

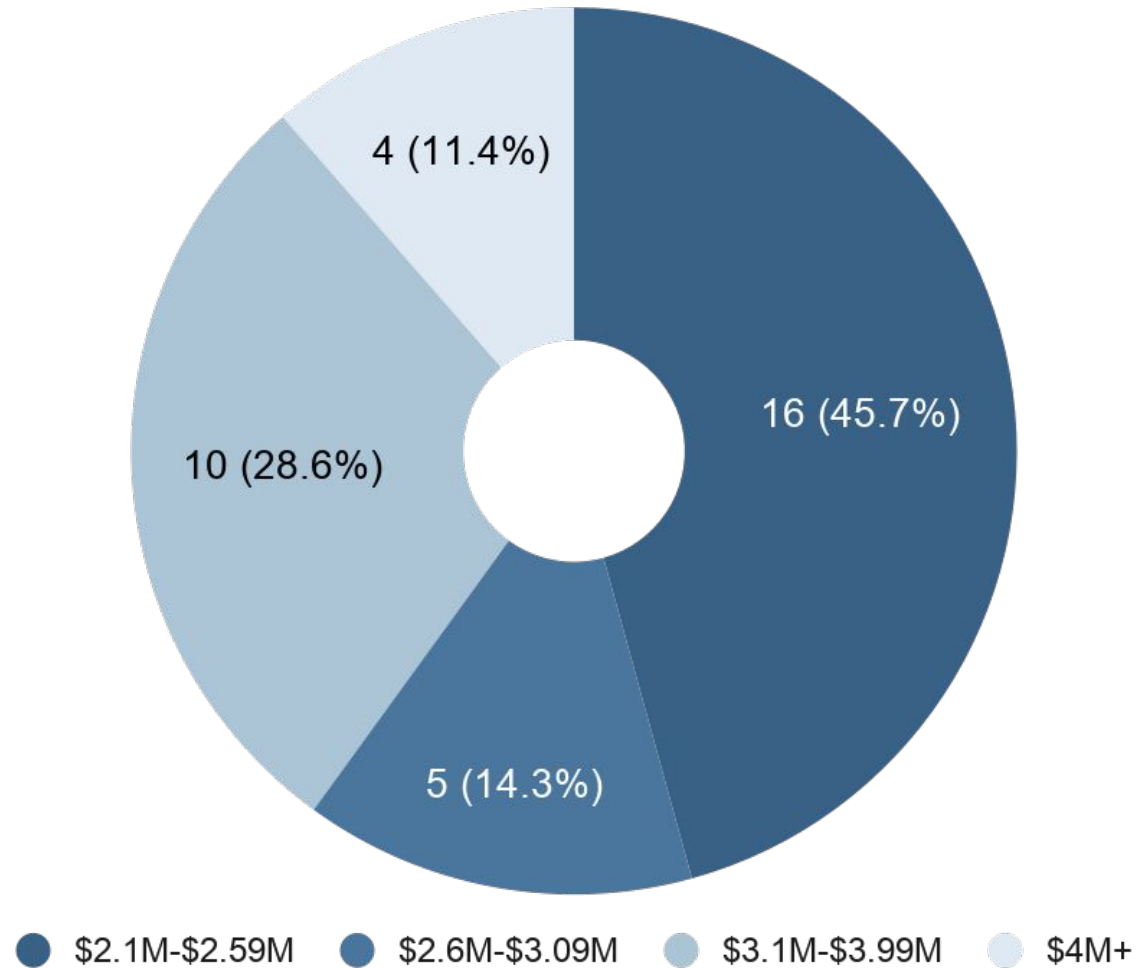
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A Look at Luxury

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Single Family Homes

Sonoma County: **APRIL 2026**

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Market Snapshot

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

MEDIAN SOLD PRICE

\$870K

M-o-M Change ▲0.0%

Y-o-Y Change ▲2.4%

PRICE PER SQ. FT.

\$590

M-o-M Change ▲9.7%

Y-o-Y Change ▲6.1%

DAYS ON MARKET

49

M-o-M Change ▼21.0%

Y-o-Y Change ▲6.5%

PROPERTIES SOLD

365

M-o-M Change ▲32.7%

Y-o-Y Change ▲10.3%

MONTHS OF INVENTORY

2.2

M-o-M Change ▼8.3%

Y-o-Y Change ▼26.7%

% SOLD TO ORIG PRICE


97%

M-o-M Change ▲1.0%

Y-o-Y Change ▼1.0%

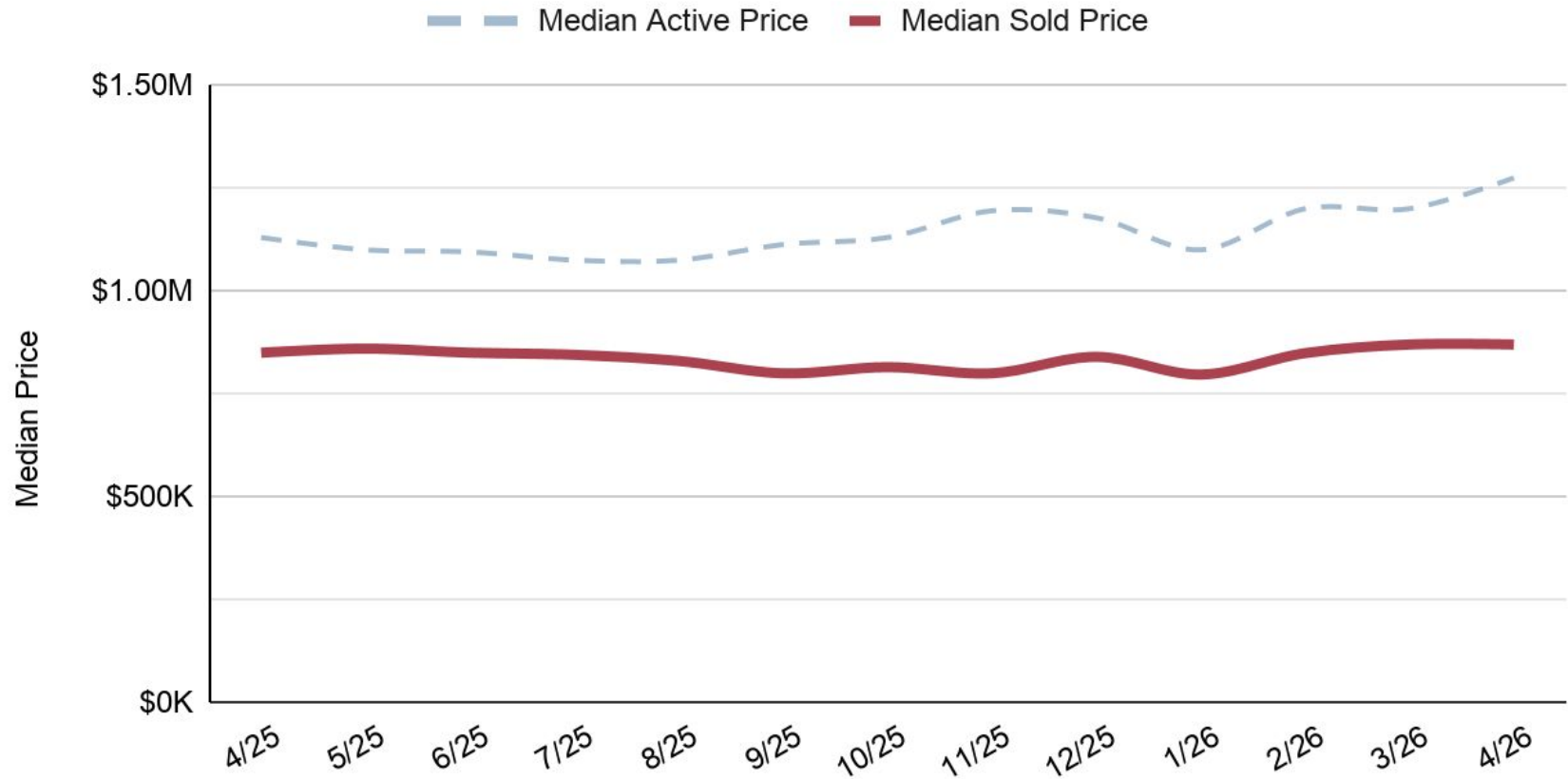
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Median Active vs. Sold Price

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



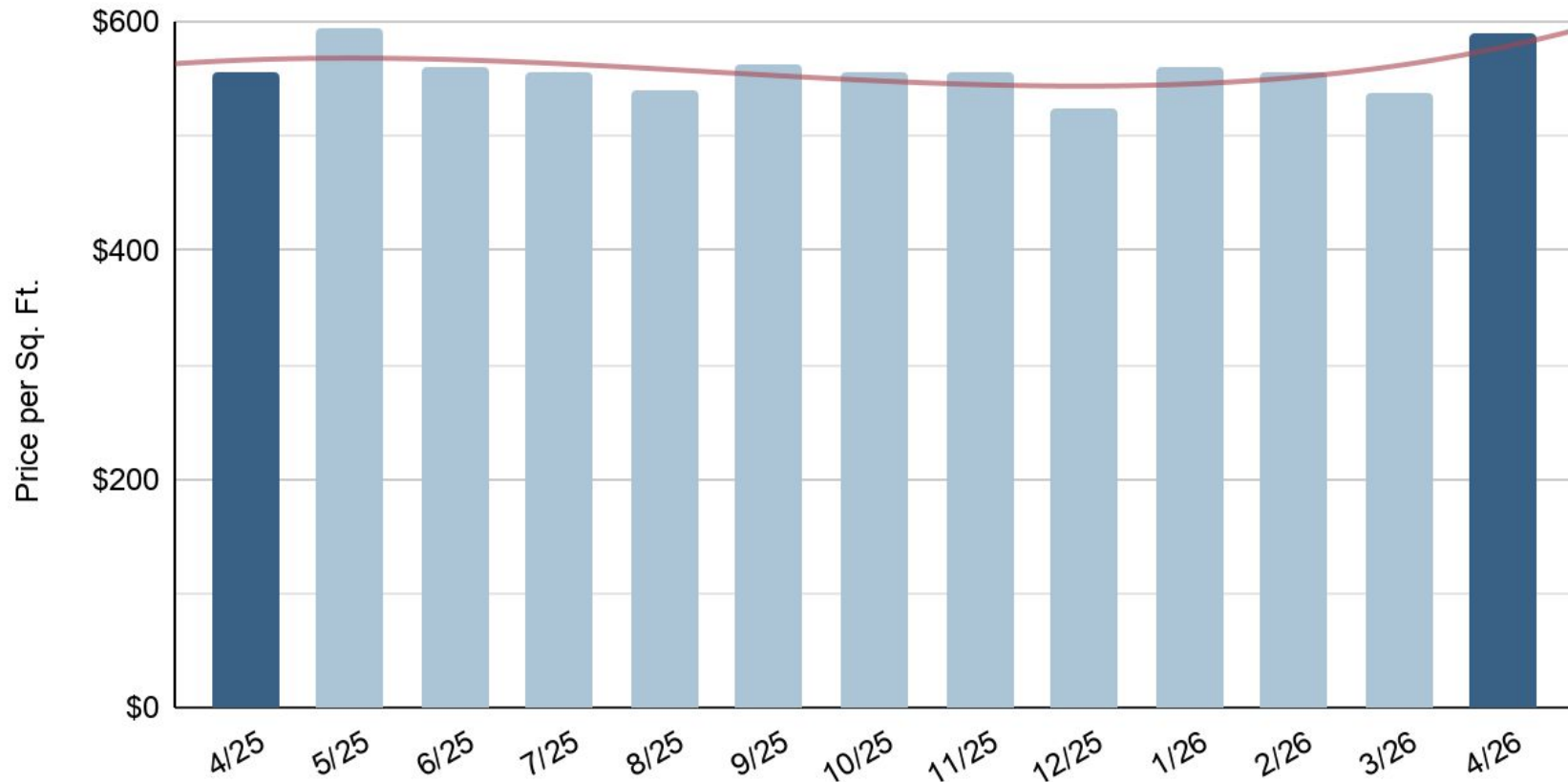
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Average Price per Square Foot

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



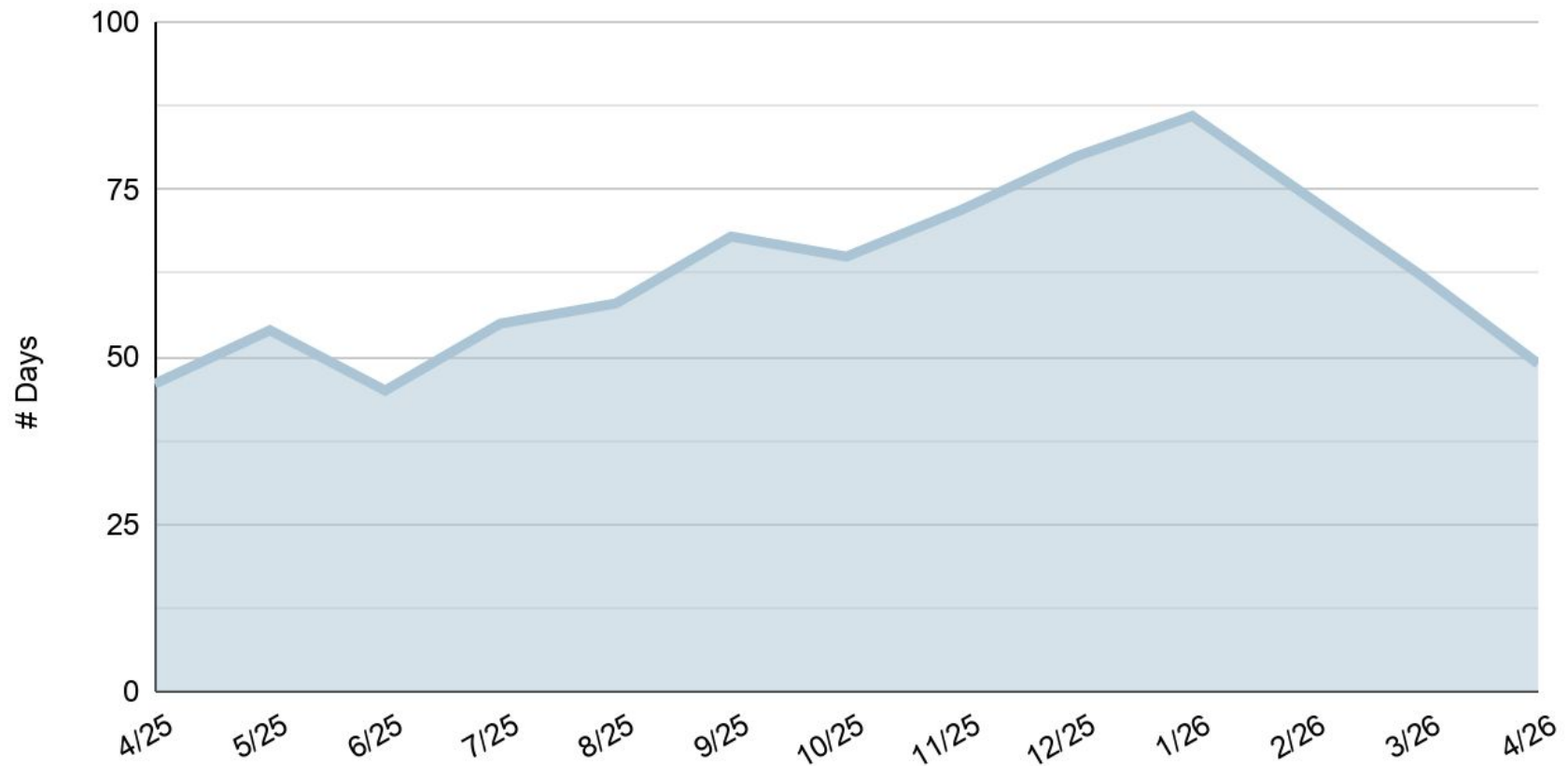
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Average Days on Market

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



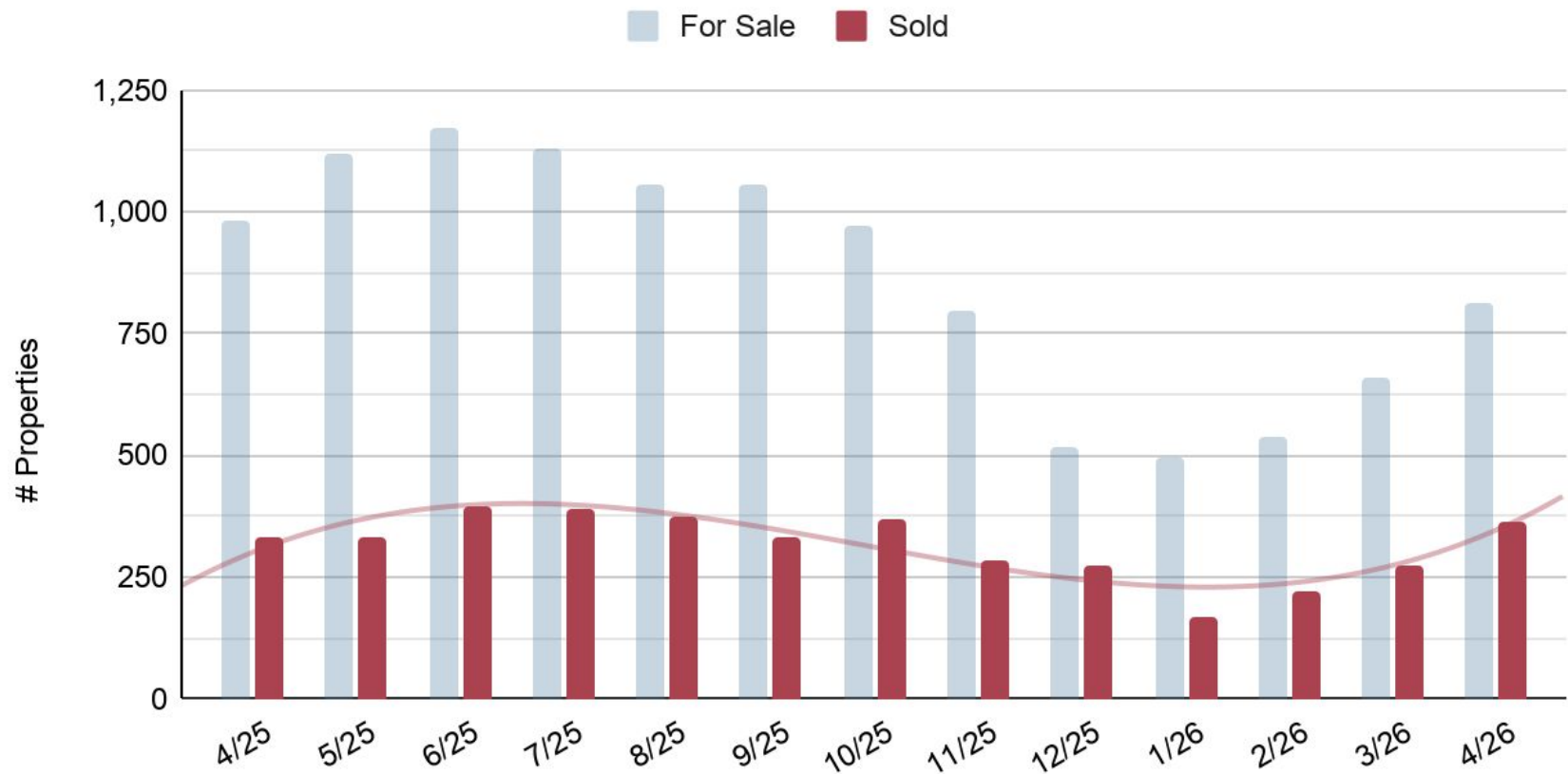
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Properties For Sale vs. Sold

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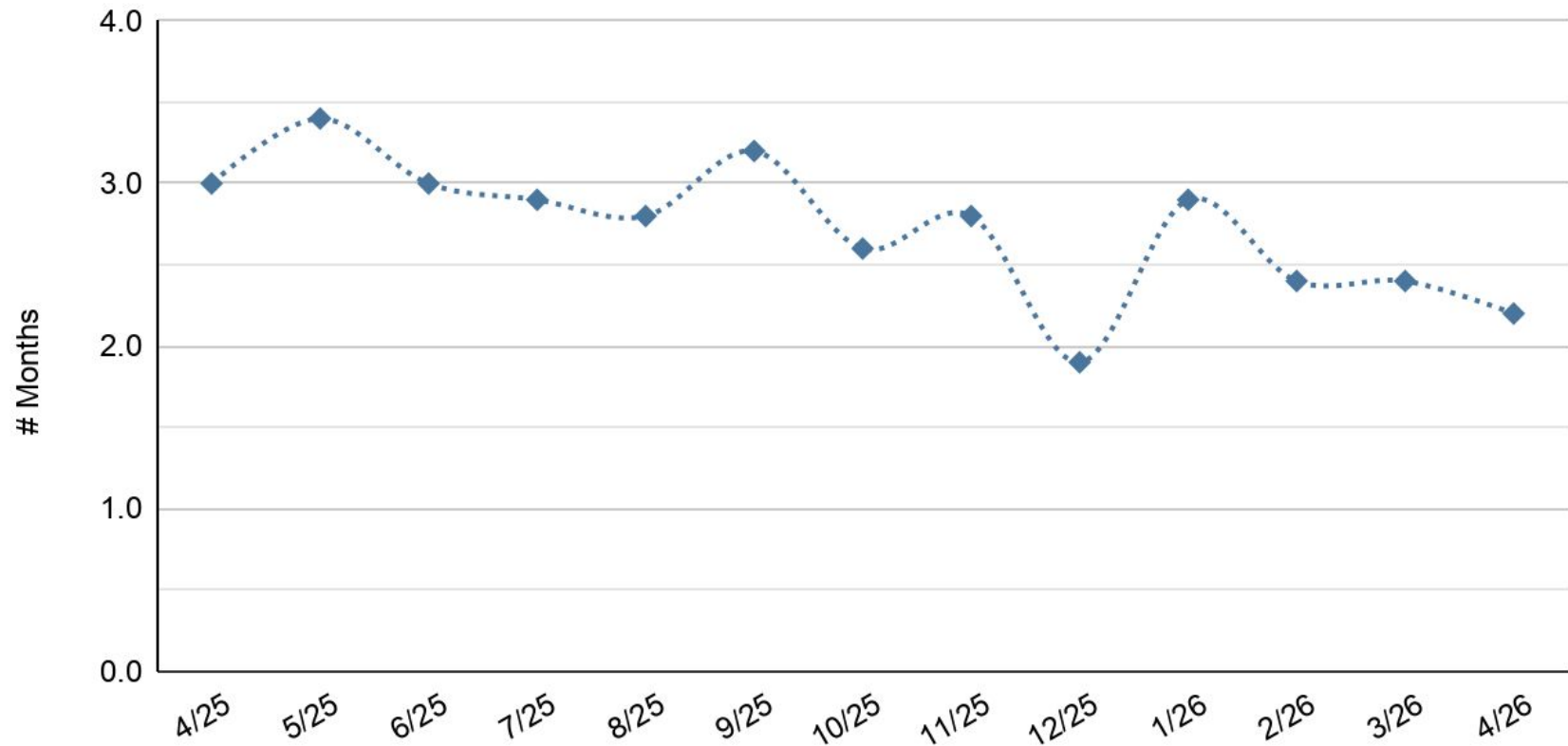
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Months Supply of Inventory

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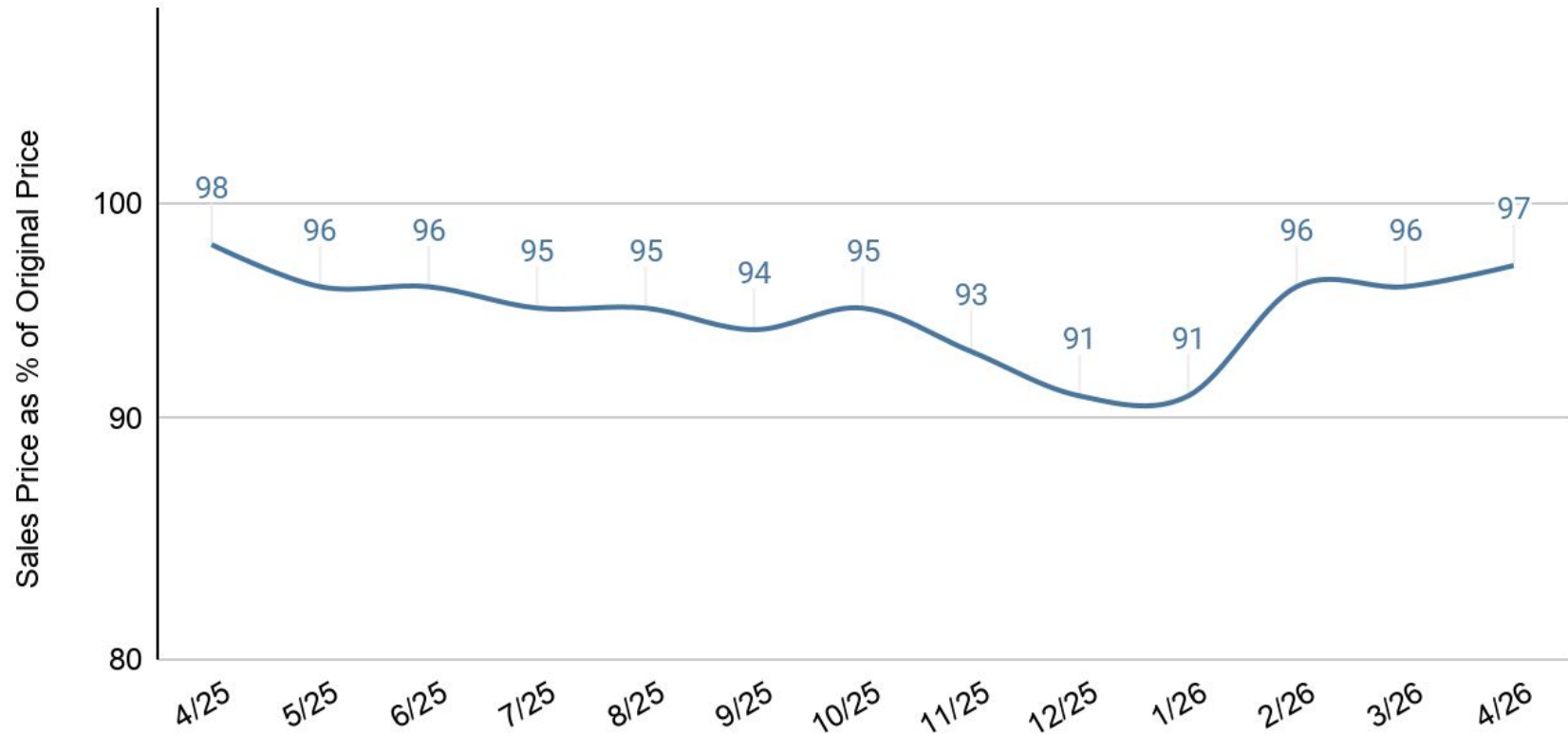
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% Sold Price to Original Price

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



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Cities by the Numbers

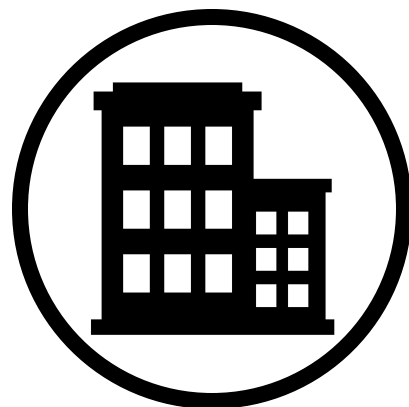
Sonoma County | Single Family Homes: **APRIL 2026**

Single Family Homes	APRIL 2026						YEAR-OVER-YEAR % CHANGE					
	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	\$884K	\$572	26	6	3	2.0	▲34%	▲26%	▼46%	▼25%	▼40%	▲25%
Healdsburg	\$1.36M	\$797	61	79	18	4.4	▲30%	▼2%	▼36%	▼1%	▲6%	▼6%
Petaluma	\$888K	\$569	23	43	40	1.1	▼10%	▼9%	▼12%	▼46%	▲11%	▼50%
Rohnert Park	\$764K	\$454	54	28	23	1.2	▼2%	▲10%	▲10%	▼47%	▼28%	▼29%
Russian River	\$534K	\$508	48	70	22	3.2	▼15%	▲1%	▲9%	▼11%	▲22%	▼27%
Santa Rosa	\$758K	\$508	46	259	135	1.9	▼4%	▲2%	▲7%	▼17%	▼1%	▼17%
Sebastopol	\$1.16M	\$634	42	37	19	1.9	▼12%	▼6%	▲35%	▼23%	▲0%	▼24%
Sonoma	\$1.22M	\$756	64	120	44	2.7	▼13%	▲2%	▲68%	▼13%	▲159%	▼67%
Sonoma Coast	\$1.54M	\$876	134	32	7	4.6	▲16%	▲7%	▲127%	▲39%	▲0%	▲39%
Windsor	\$875K	\$516	27	29	21	1.4	▲7%	▲3%	▼55%	▼15%	▼19%	▲8%

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Condominiums

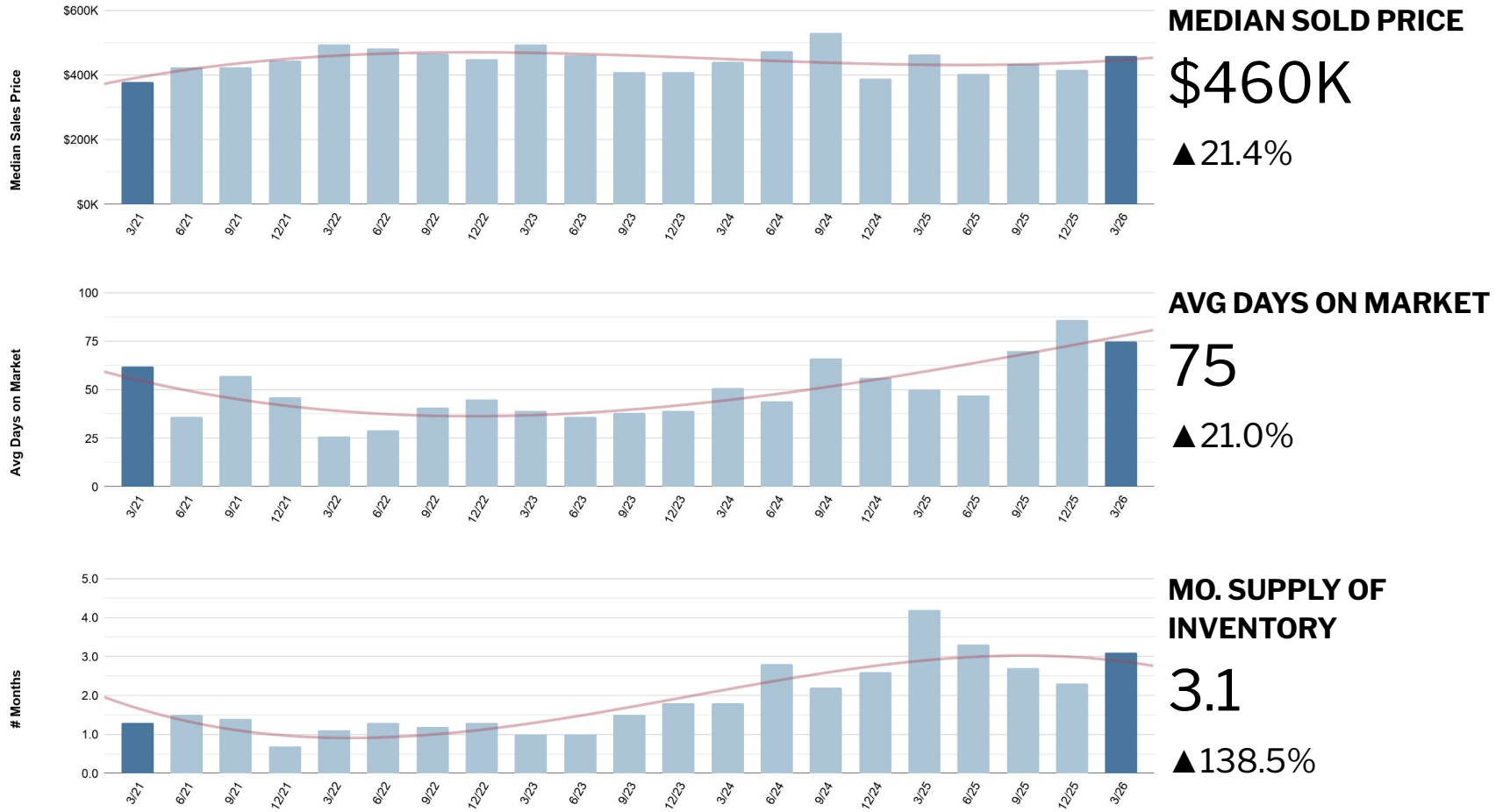
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5 Year Change: Q4 2020 vs. Q4 2025

Sonoma County | Condominiums



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Market Snapshot

Sonoma County | Condominiums: **APRIL 2026**

MEDIAN SOLD PRICE

\$455K

M-o-M Change ▼0.7%

Y-o-Y Change ▲8.3%

PRICE PER SQ. FT.

\$422

M-o-M Change ▼0.2%

Y-o-Y Change ▲5.8%

DAYS ON MARKET

69

M-o-M Change ▼5.5%

Y-o-Y Change ▲56.8%

PROPERTIES SOLD

28

M-o-M Change ▲7.7%

Y-o-Y Change ▲33.3%

MONTHS OF INVENTORY

3.4

M-o-M Change ▲13.3%

Y-o-Y Change ▼26.1%

% SOLD TO ORIG PRICE


99%

M-o-M Change ▲3.1%

Y-o-Y Change ▲0.0%

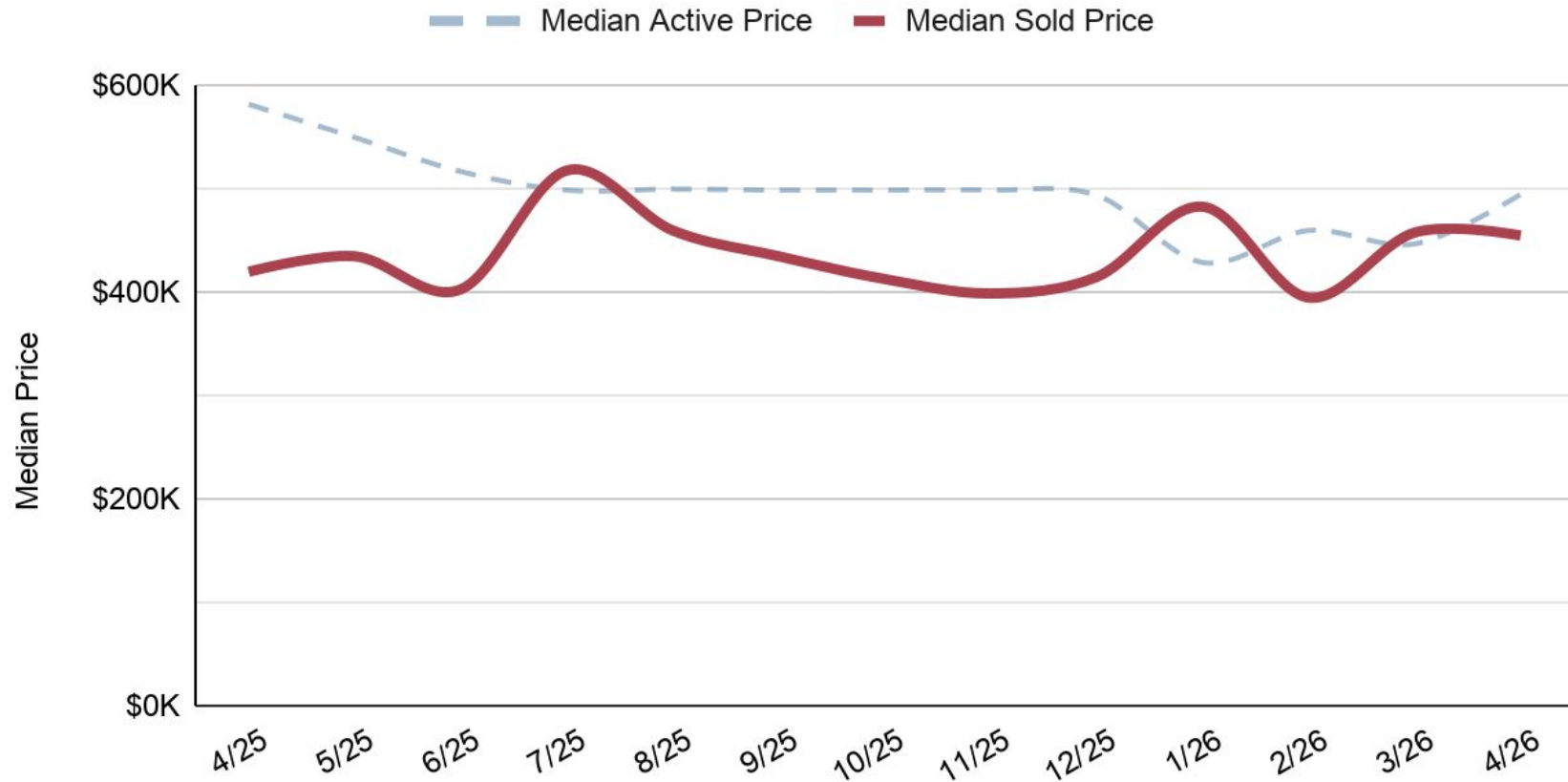
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Median Active vs. Sold Price

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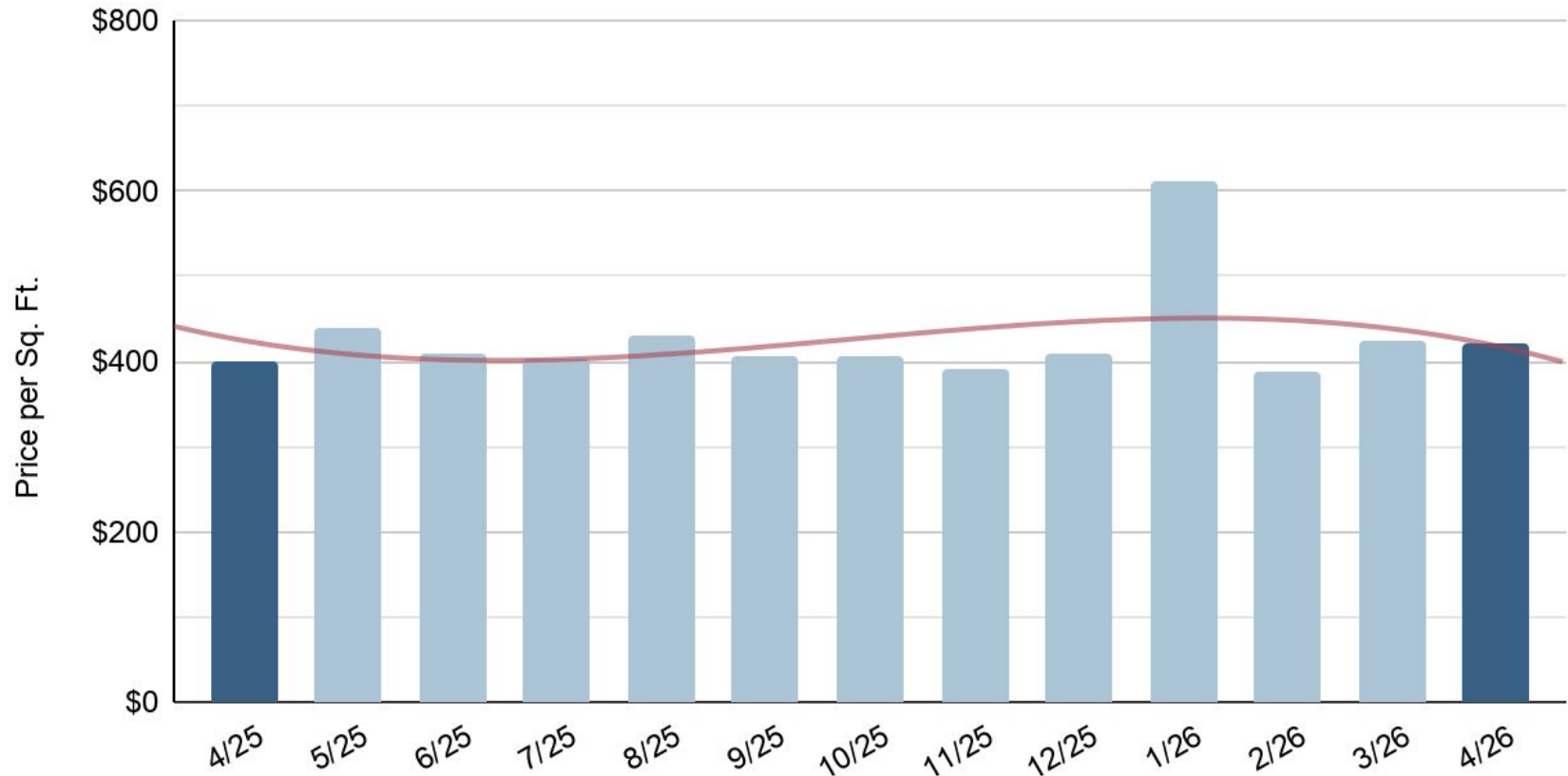
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Average Price per Square Foot

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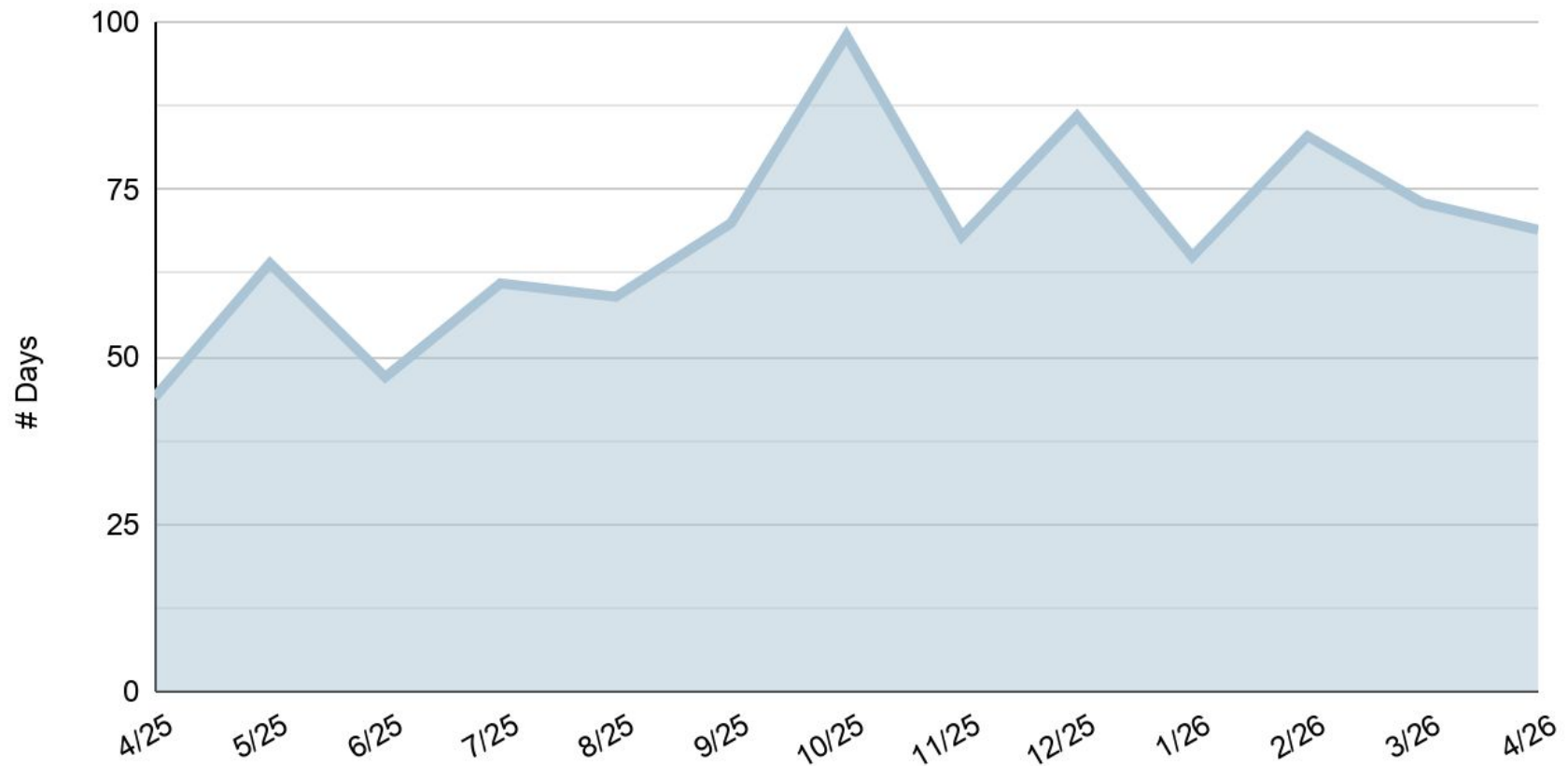
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Average Days on Market

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Properties For Sale vs. Sold

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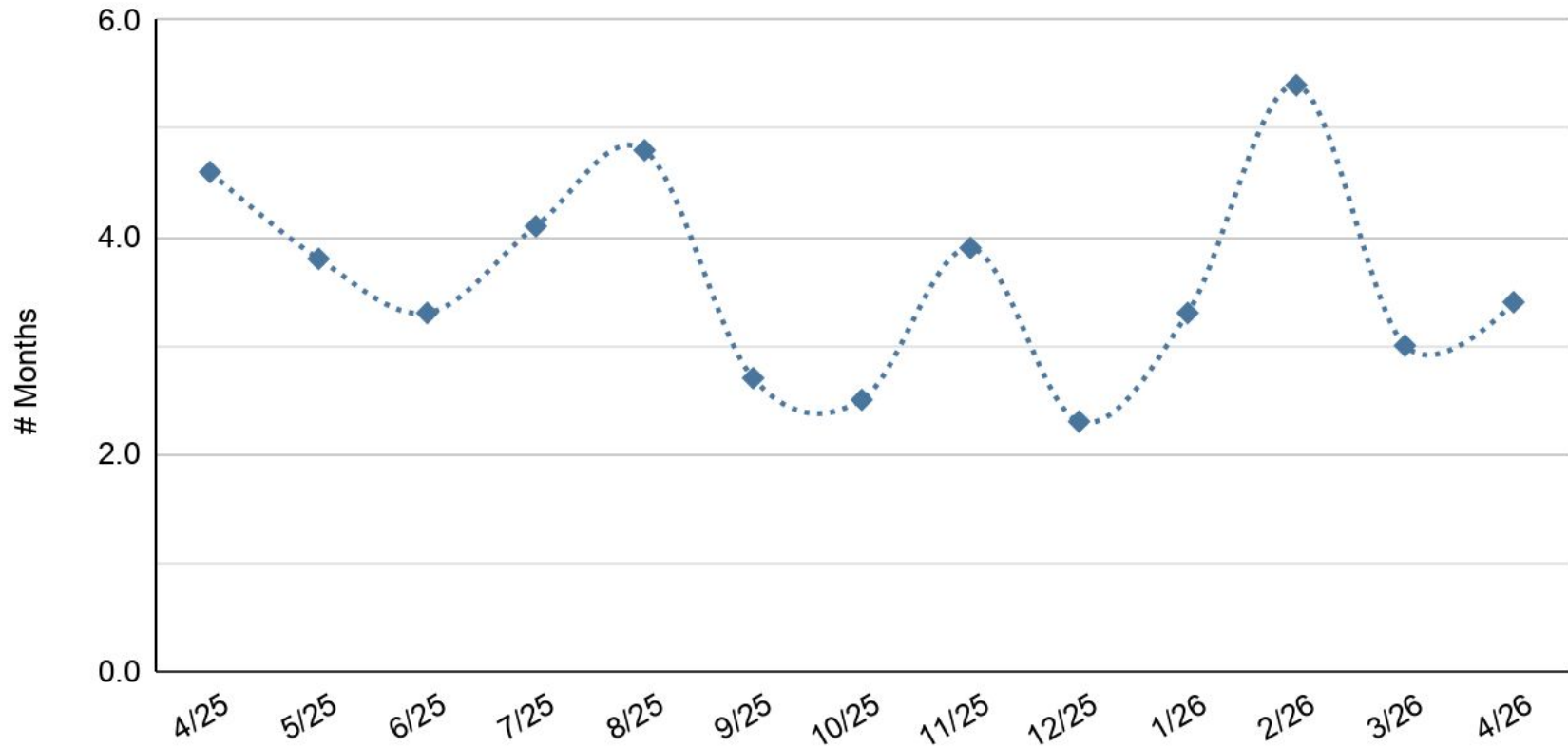
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Months Supply of Inventory

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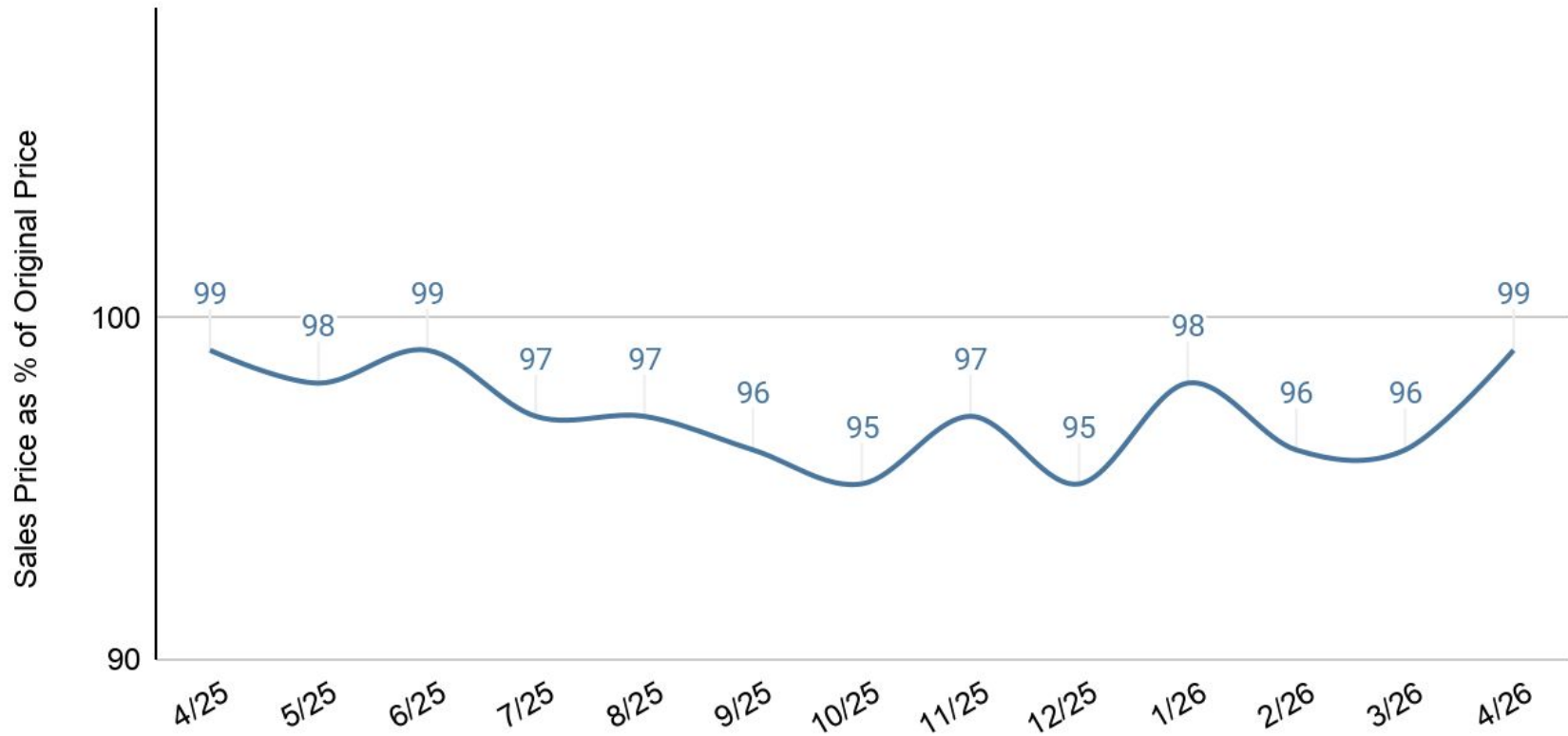
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% Sold Price to Original Price

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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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SAN FRANCISCO | SILICON VALLEY | EAST BAY | MARIN | WINE COUNTRY | SIERRA FOOTHILLS | HUMBOLDT

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