

Sonoma County

MARKET REPORT

MARCH 2026

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Sonoma County Market Talk


More homes came to market last month, giving buyers greater choice and a bit more room to be discerning. Even with inventory opening up, buyer activity remained strong, with many markets seeing a noticeable increase in sales. Homes that are thoughtfully priced, well-prepared, and presented at their best continue to stand out, while market conditions still vary depending on the neighborhood and property type.

In Sonoma County, the number of home sales increased 22.6% to 271 from the prior month, while the number of available listings increased 23.1% to 661. Days on market decreased 16.2% to 62 days. Median sales price increased 3.1% from the prior month and increased 1.4% from the prior year to \$875,000. For condos, the number of sales increased 78.6% to 25 from the prior month, while the number of available listings increased 4.0% to 78. Days on market decreased 9.6% to 75 days. Median sales price increased 16.5% from the prior month and decreased 0.9% from the prior year to \$460,000.

Curious what this market means for your home or your next move? Let's connect and talk through the right strategy for you.

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

Notable Numbers

Sonoma County: **MARCH 2026**

25

PROPERTIES SOLD
OFF MARKET

21

SOLD WITH
ADDITIONAL
DWELLING

33%


SOLD ABOVE
LIST PRICE

40%

HAD MULTIPLE
OFFERS

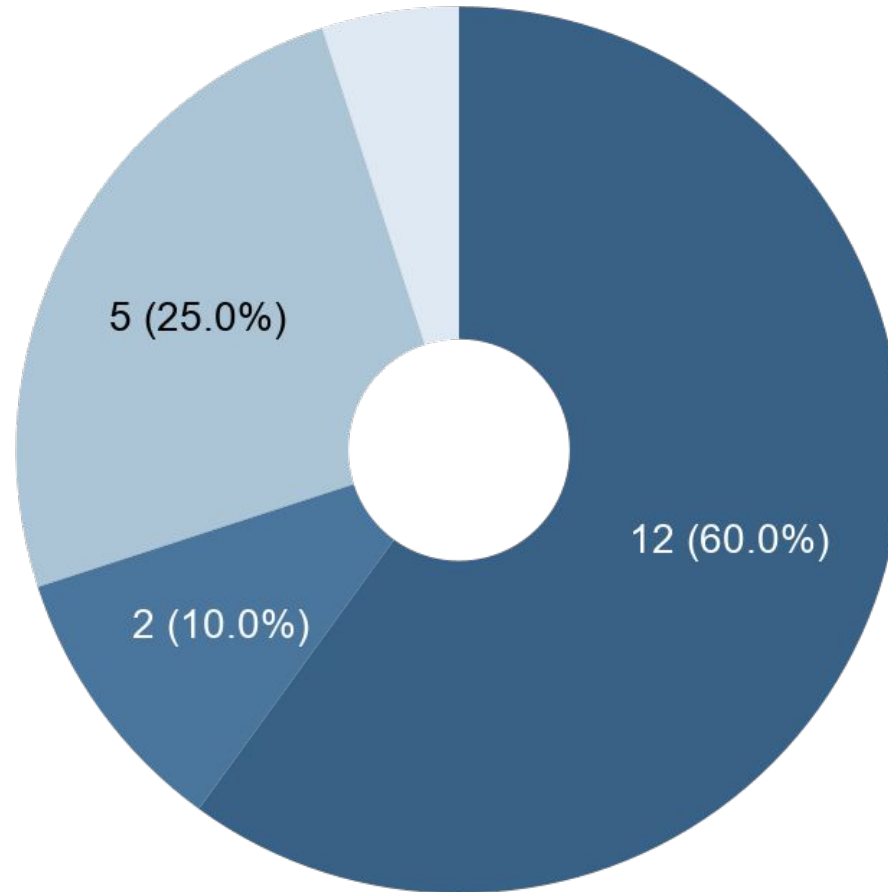
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A Look at Luxury


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● \$2.1M-\$2.59M ● \$2.6M-\$3.09M ● \$3.1M-\$3.99M ● \$4M+

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Single Family Homes

Sonoma County: **MARCH 2026**

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Market Snapshot

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

MEDIAN SOLD PRICE

\$875K

M-o-M Change ▲3.1%

Y-o-Y Change ▲1.4%

PRICE PER SQ. FT.

\$540

M-o-M Change ▼2.9%

Y-o-Y Change ▼4.8%

DAYS ON MARKET

62

M-o-M Change ▼16.2%

Y-o-Y Change ▲12.7%

PROPERTIES SOLD

271

M-o-M Change ▲22.6%

Y-o-Y Change ▲9.3%

MONTHS OF INVENTORY

2.4

M-o-M Change ▲0.0%

Y-o-Y Change ▼20.0%

% SOLD TO ORIG PRICE


96%

M-o-M Change ▲0.0%

Y-o-Y Change ▲0.0%

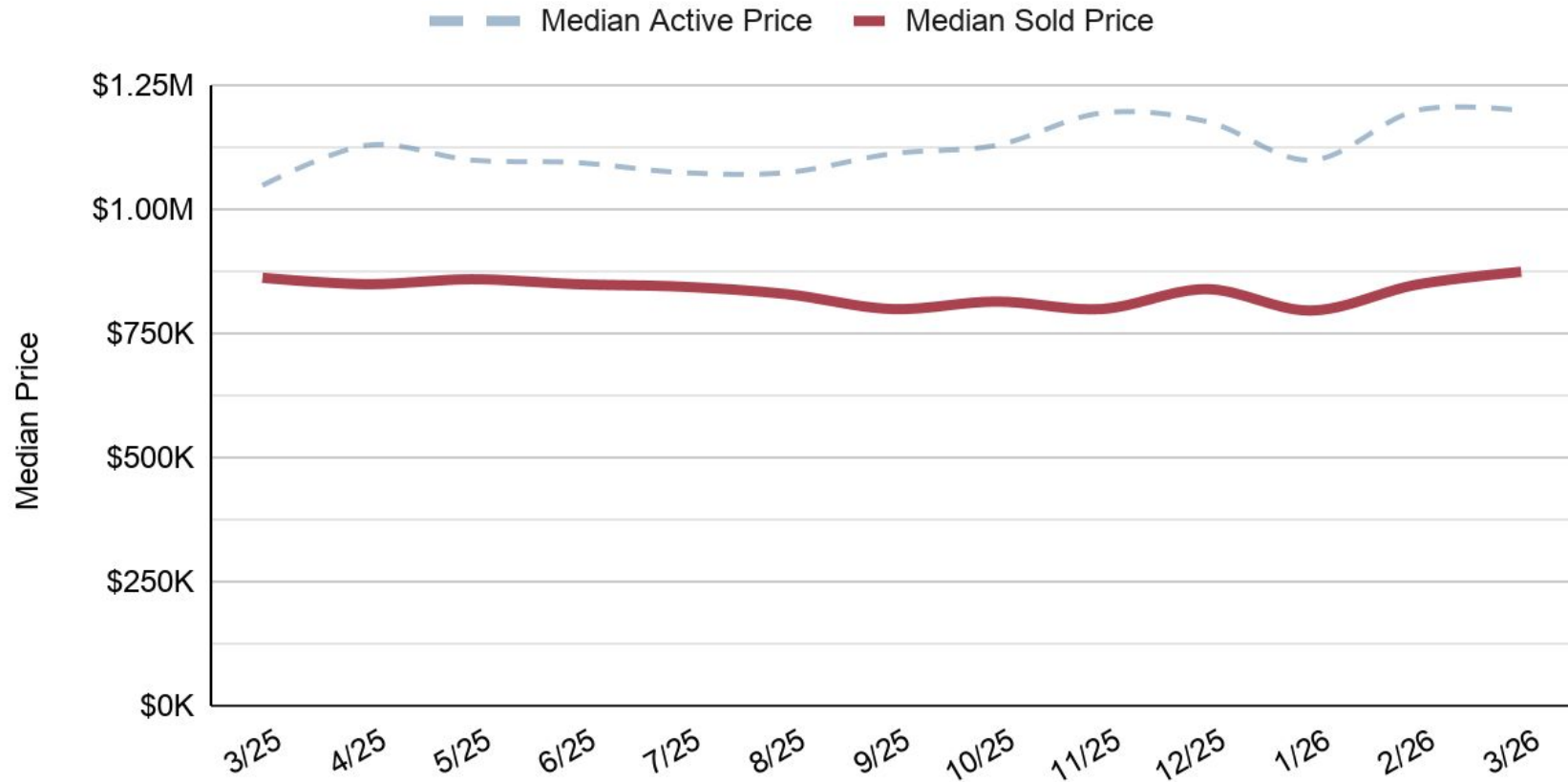
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Median Active vs. Sold Price

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



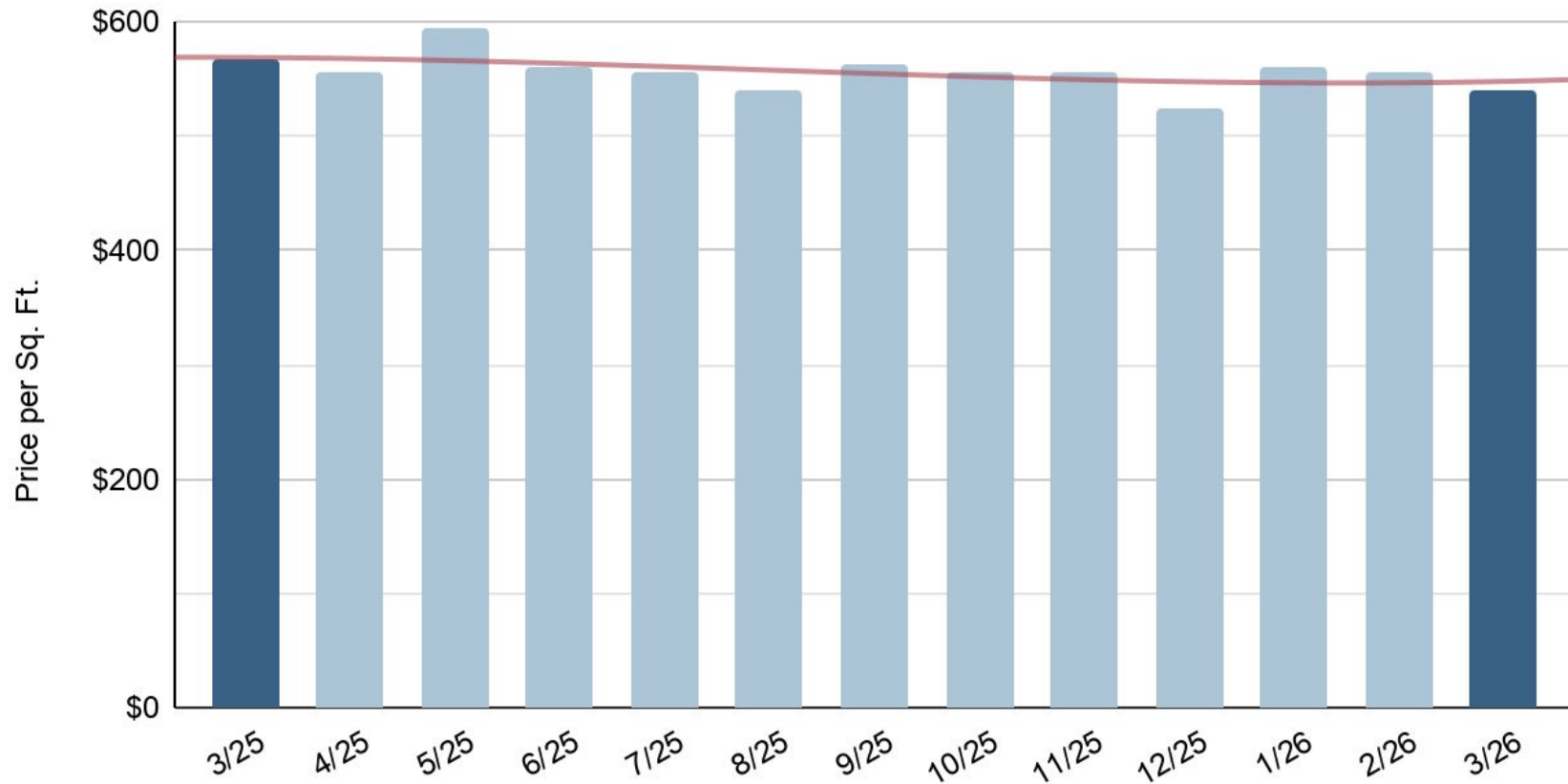
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Average Price per Square Foot

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



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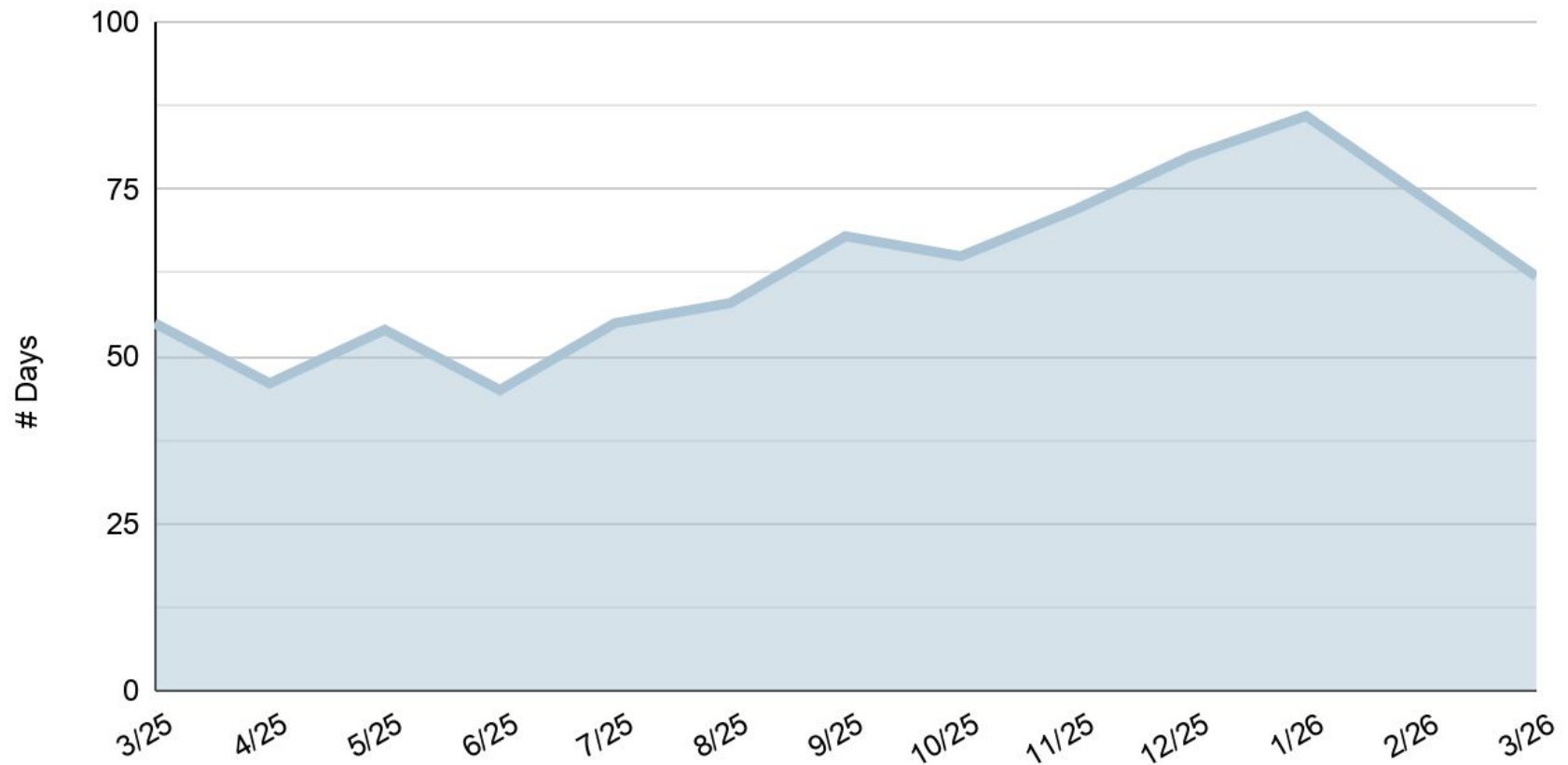
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Average Days on Market

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



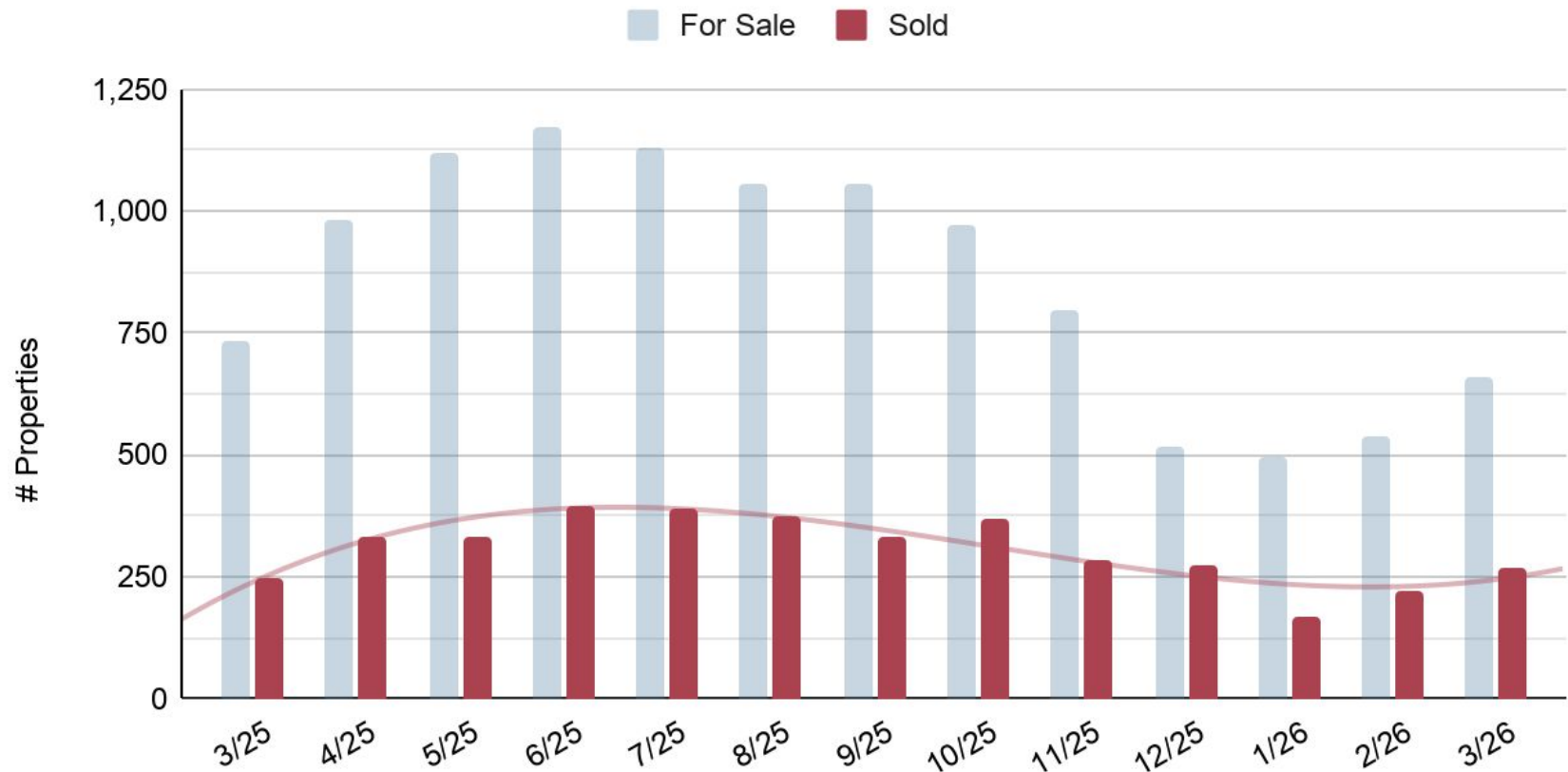
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Properties For Sale vs. Sold

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



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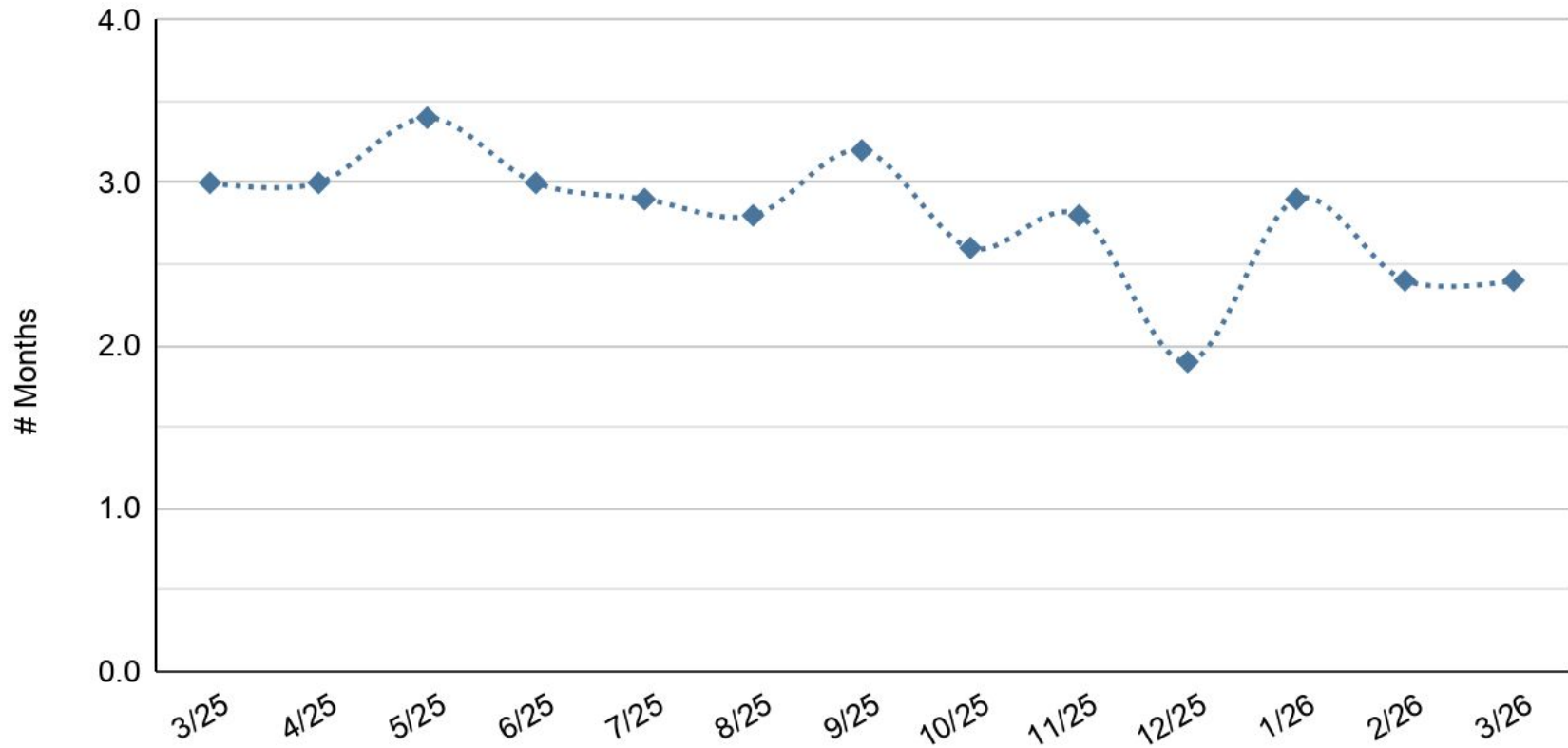
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Months Supply of Inventory

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



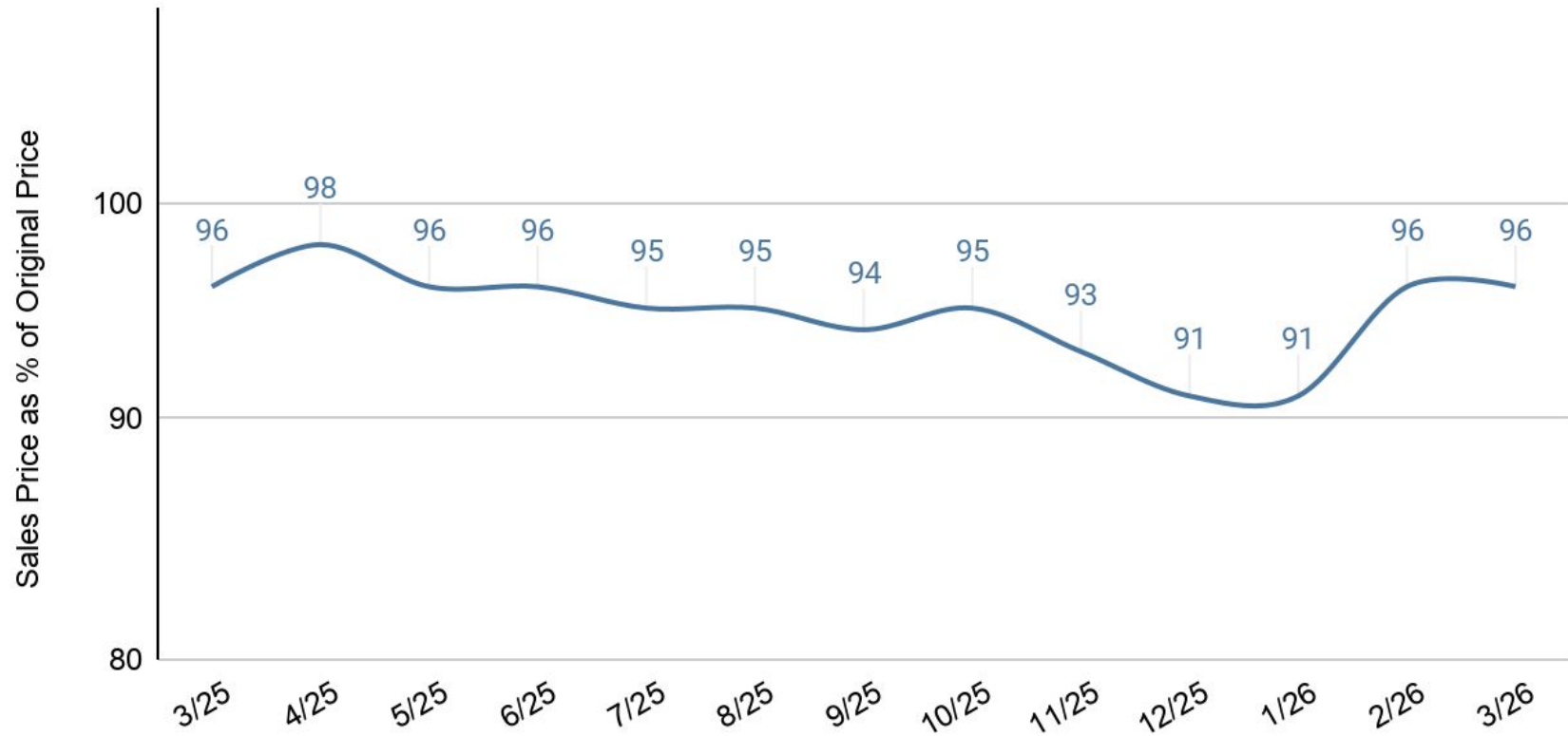
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% Sold Price to Original Price

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



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Cities by the Numbers

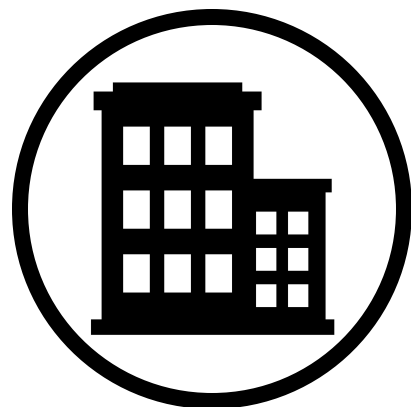
Sonoma County | Single Family Homes: **MARCH 2026**

Single Family Homes	MARCH 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	\$980K	\$537	59	6	5	1.2	▲17%	▼4%	▲195%	▲50%	▲400%	▼70%
Healdsburg	\$925K	\$593	88	62	17	3.6	▼42%	▼33%	▲35%	▼2%	▲31%	▼25%
Petaluma	\$1.06M	\$579	39	36	30	1.2	▲1%	▼2%	▼29%	▼43%	▼9%	▼37%
Rohnert Park	\$747K	\$410	55	27	26	1.0	▼4%	▼3%	▲2%	▼39%	▲8%	▼44%
Russian River	\$585K	\$532	51	45	13	3.5	▼2%	▲0%	▲38%	▼15%	▲160%	▼67%
Santa Rosa	\$815K	\$478	64	200	99	2.0	▲3%	▲1%	▲31%	▼25%	▲4%	▼29%
Sebastopol	\$1.22M	\$531	65	32	14	2.3	▲11%	▼16%	▲59%	▲52%	▲100%	▼23%
Sonoma	\$1.21M	\$742	59	89	25	3.6	▲29%	▼11%	▼16%	▼2%	▲9%	▼10%
Sonoma Coast	\$2.10M	\$754	227	23	5	4.6	▲5%	▼25%	▲711%	▲0%	▲0%	▲0%
Windsor	\$959K	\$501	17	27	13	2.1	▲15%	▲2%	▼78%	▲17%	▼19%	▲50%

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Condominiums

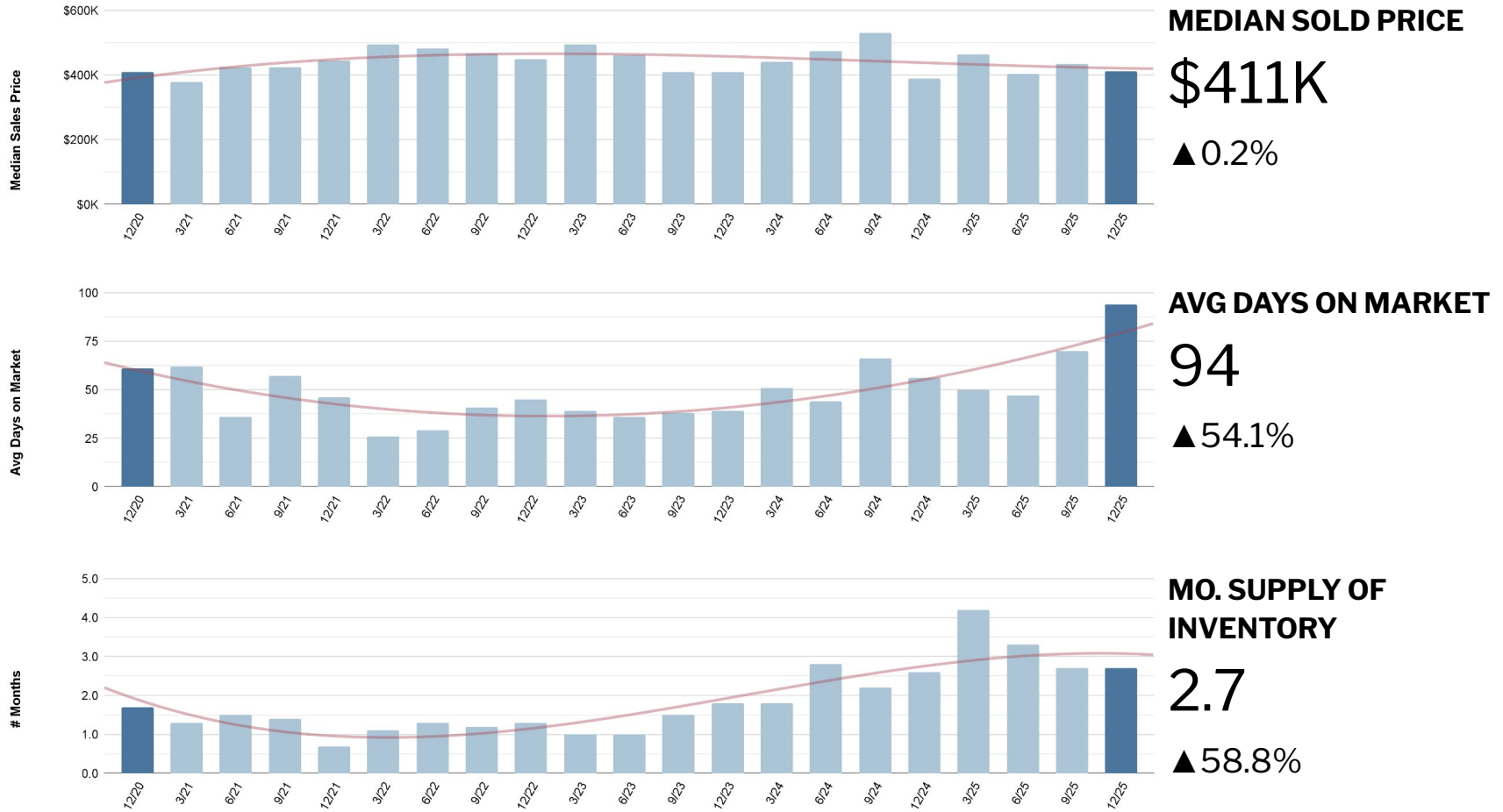
Sonoma County: **MARCH 2026**

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5 Year Change: Q4 2020 vs. Q4 2025

Sonoma County | Condominiums



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Market Snapshot

Sonoma County | Condominiums: **MARCH 2026**

MEDIAN SOLD PRICE

\$460K

M-o-M Change ▲16.5%

Y-o-Y Change ▼0.9%

PRICE PER SQ. FT.

\$421

M-o-M Change ▲8.8%

Y-o-Y Change ▼9.7%

DAYS ON MARKET

75

M-o-M Change ▼9.6%

Y-o-Y Change ▲50.0%

PROPERTIES SOLD

25

M-o-M Change ▲78.6%

Y-o-Y Change ▲13.6%

MONTHS OF INVENTORY

3.1

M-o-M Change ▼42.6%

Y-o-Y Change ▼26.2%

% SOLD TO ORIG PRICE


95%

M-o-M Change ▼1.0%

Y-o-Y Change ▼3.1%

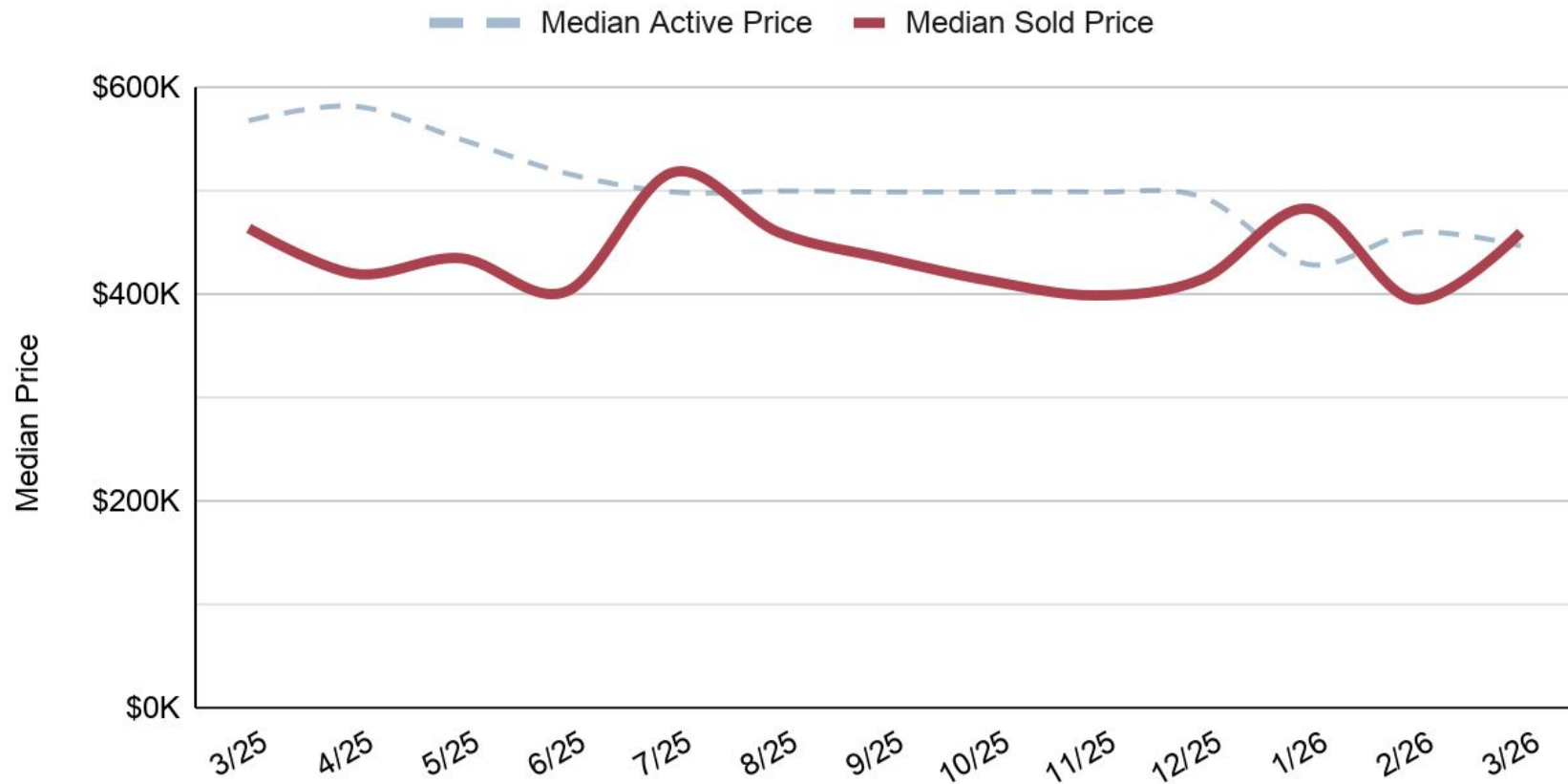
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Median Active vs. Sold Price

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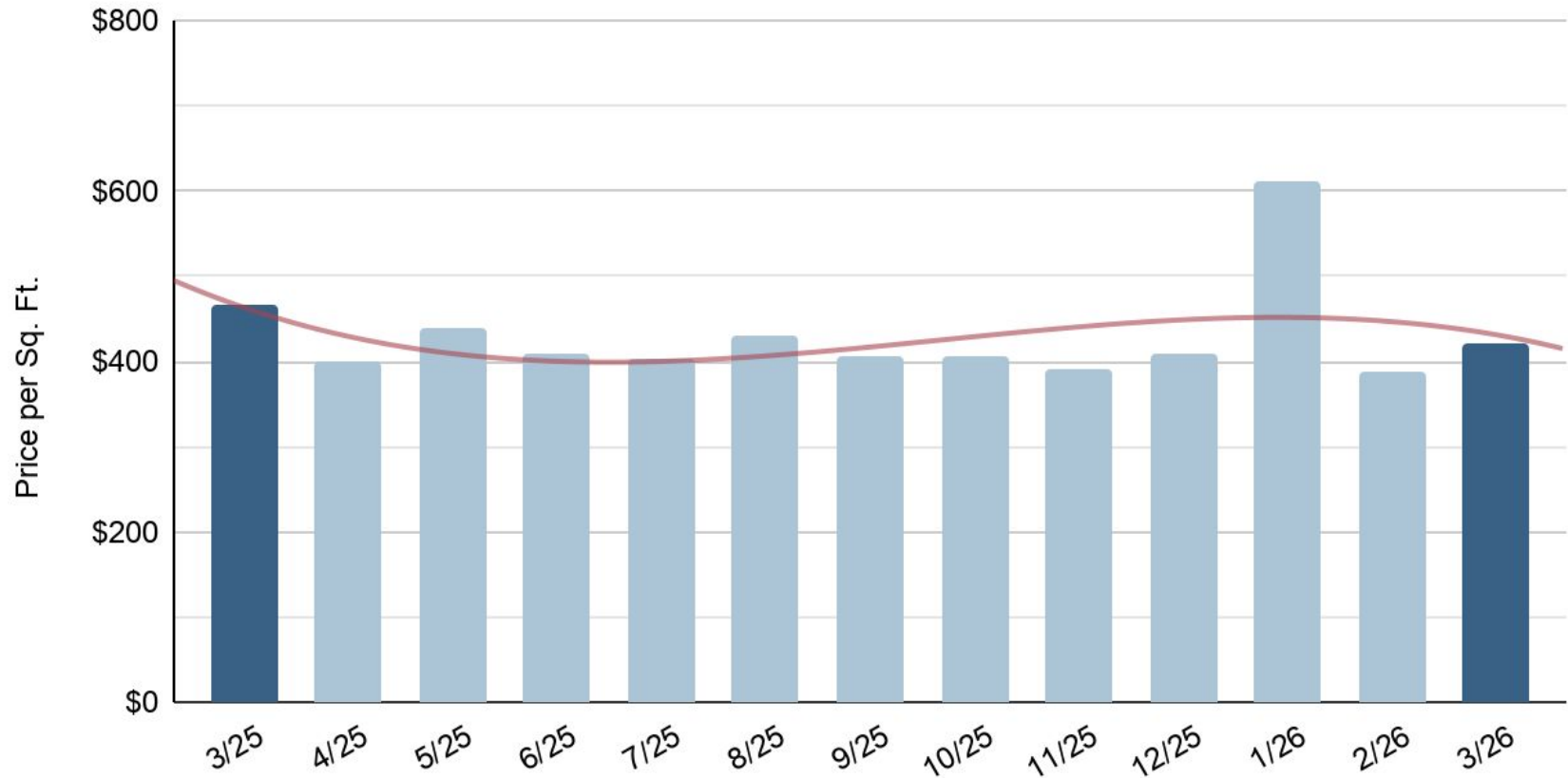
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Average Price per Square Foot

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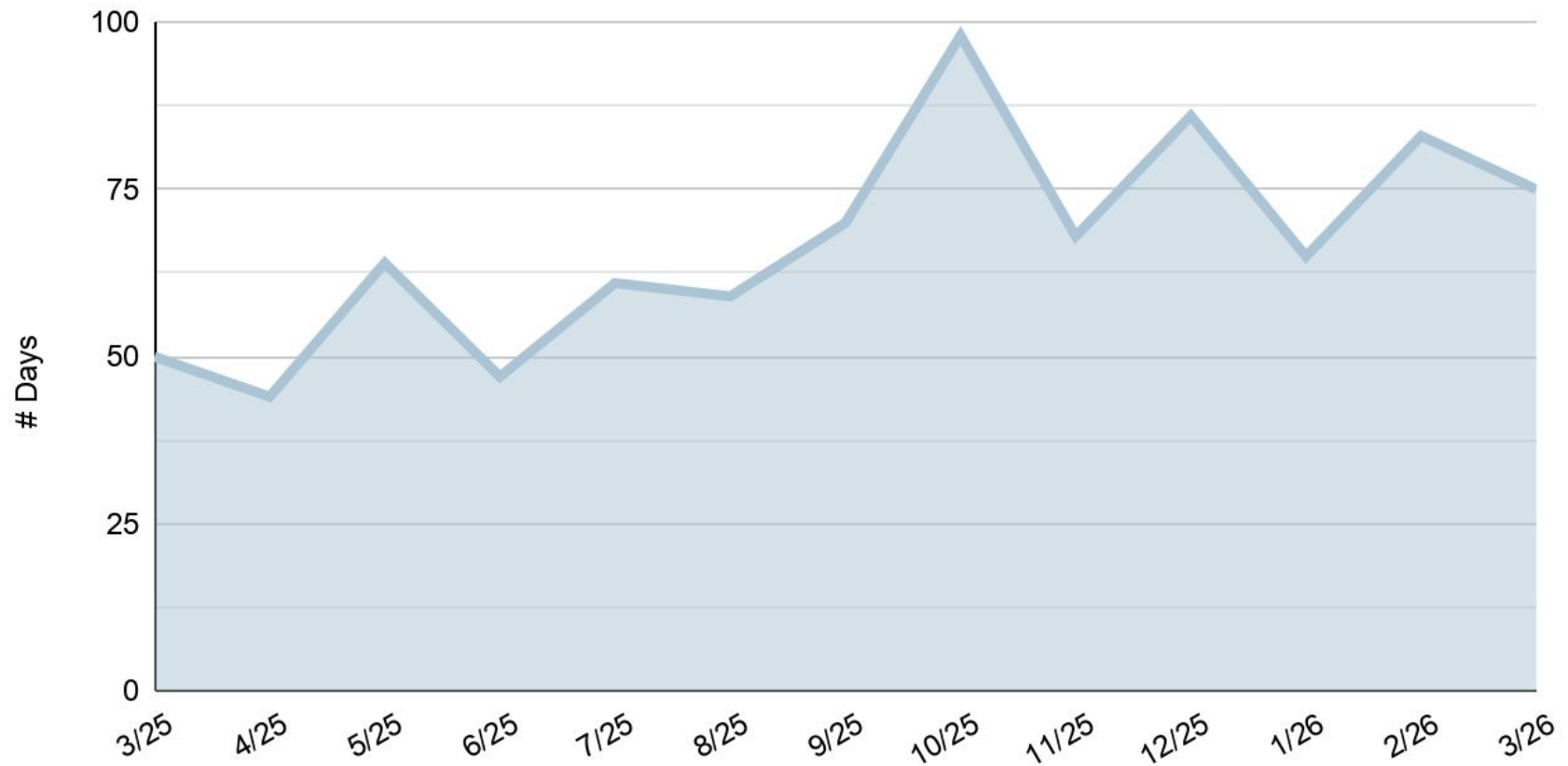
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Average Days on Market

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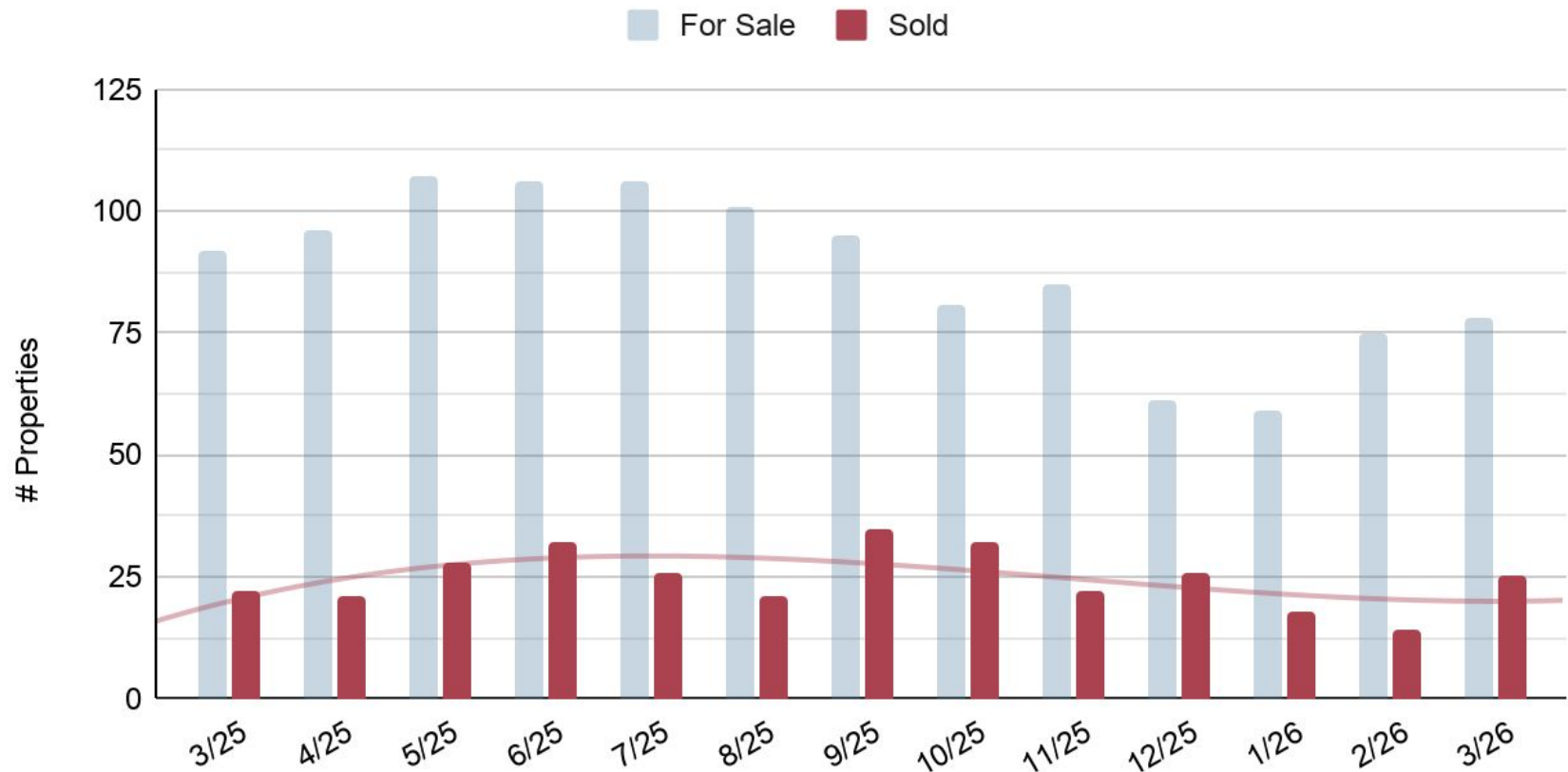
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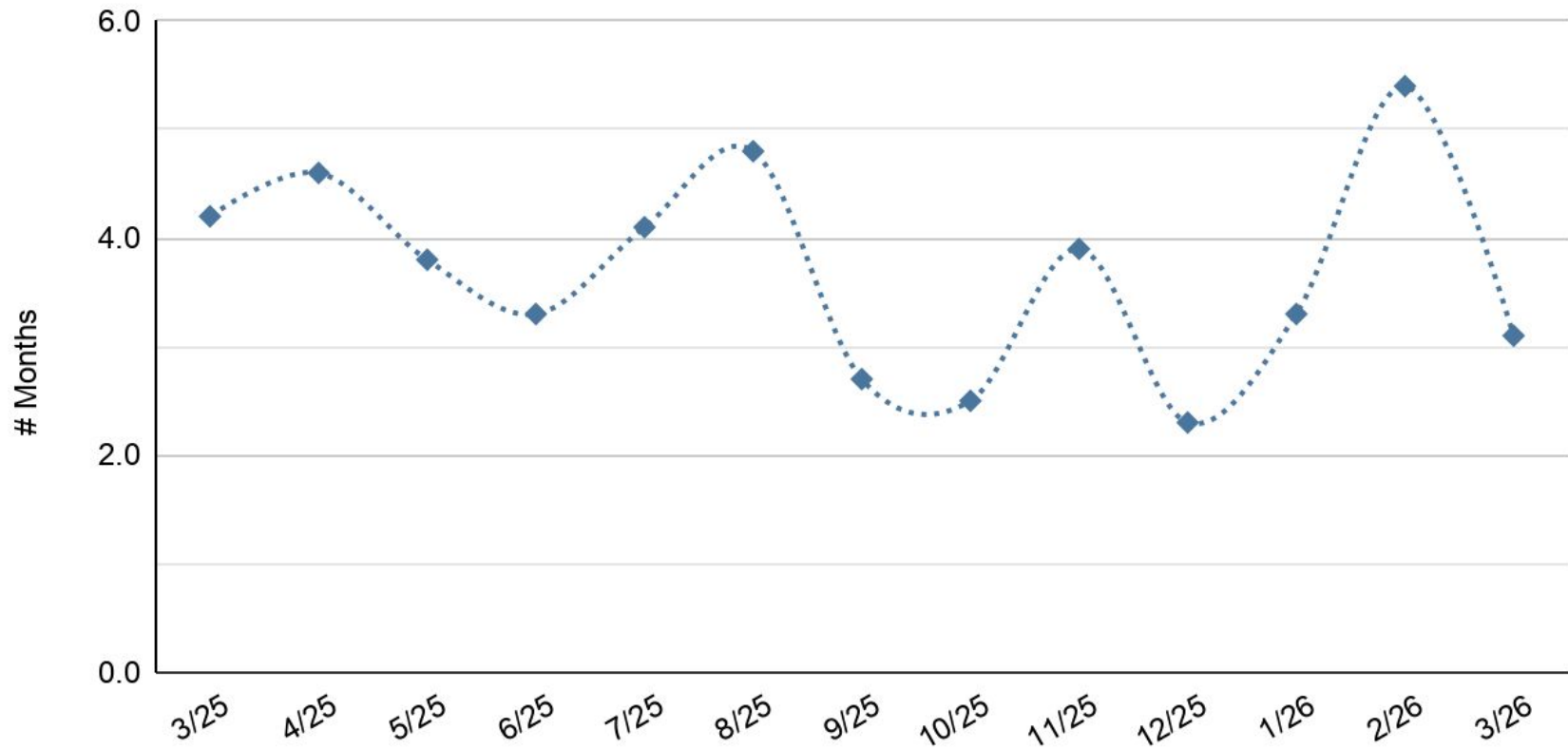
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Months Supply of Inventory

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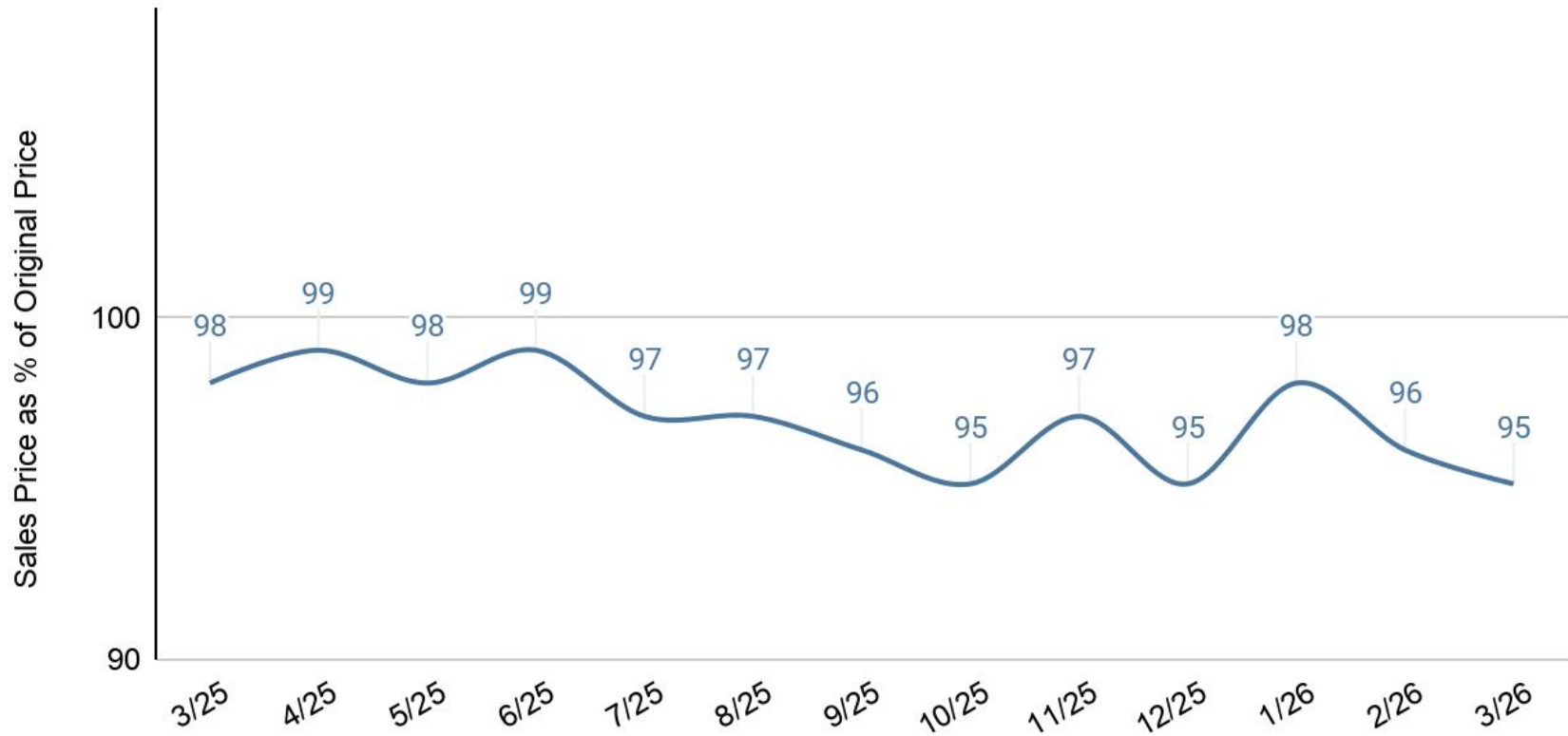
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% Sold Price to Original Price

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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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