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Sonoma County Real Estate
April 2026 Report
with market data through March

COMPASS

Shrugging Off War, Buyer Demand Continues to Strengthen Moving Deeper into Spring

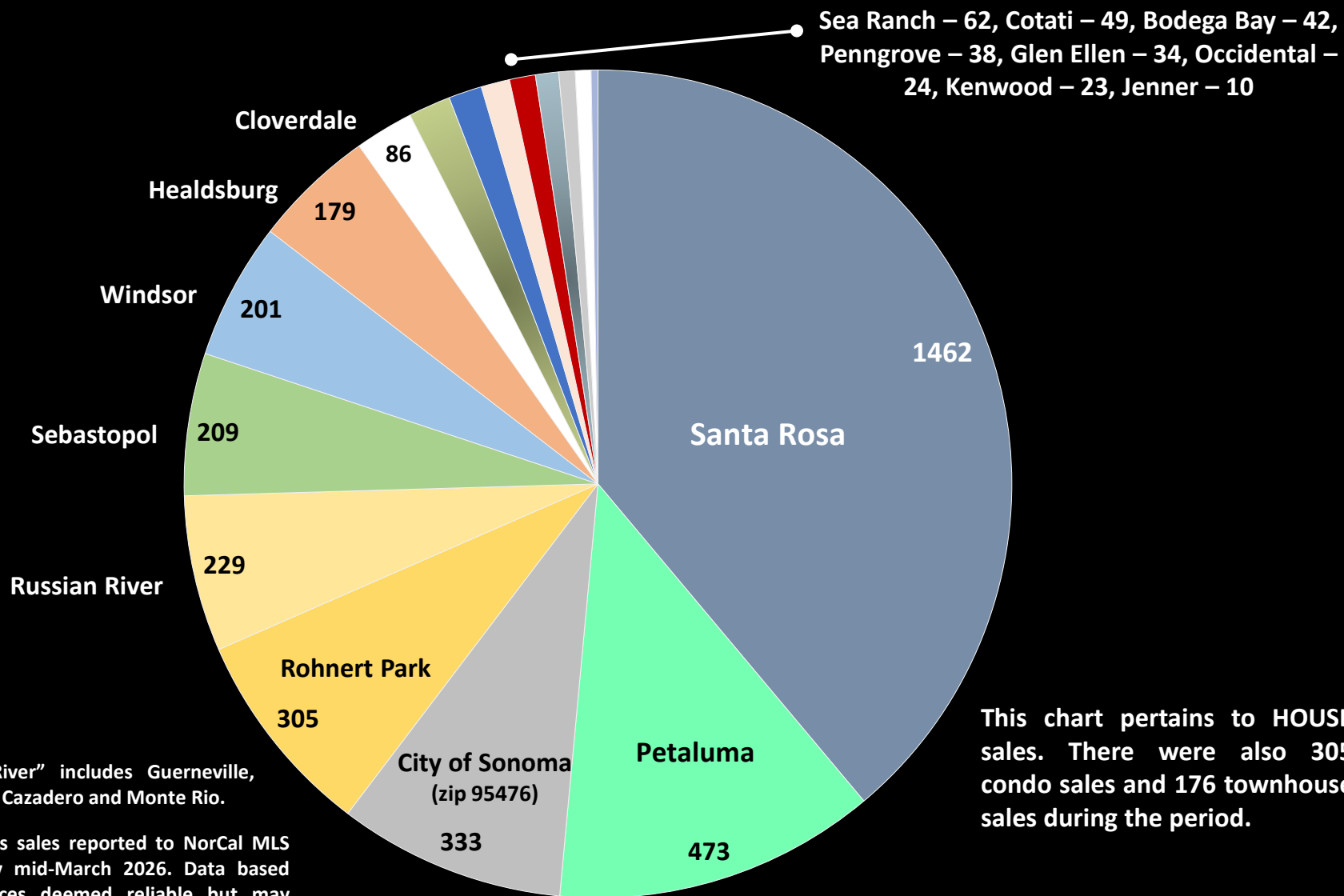
Despite significant negative economic effects from the Iran war – rising interest rates; volatile financial markets; soaring oil and gas prices; and fears of increased inflation – Bay Area real estate markets saw relatively little impact in March. So far, there has been no reaction comparable to what occurred last year with the tariff shock, and as of April 8th, virtually all economic indicators were turning in positive directions with the cease fire announcement.

The numbers of new listings, listings going into contract, and total sales in March all climbed significantly month over month and year over year. The absorption rate and overbidding increased and listings sold faster. The number of price reductions fell compared to March 2025. This pressure of rising demand may lead to renewed price appreciation in the second quarter.

Report created in good faith using data from sources deemed reliable but may contain errors and subject to revision. Last period figures are preliminary estimates based on data available early in the following month. All numbers approximate and may change with late-reported activity.

Sonoma County House Sales

12 Months Sales by Market*



*"Russian River" includes Guerneville, Forestville, Cazadero and Monte Rio.

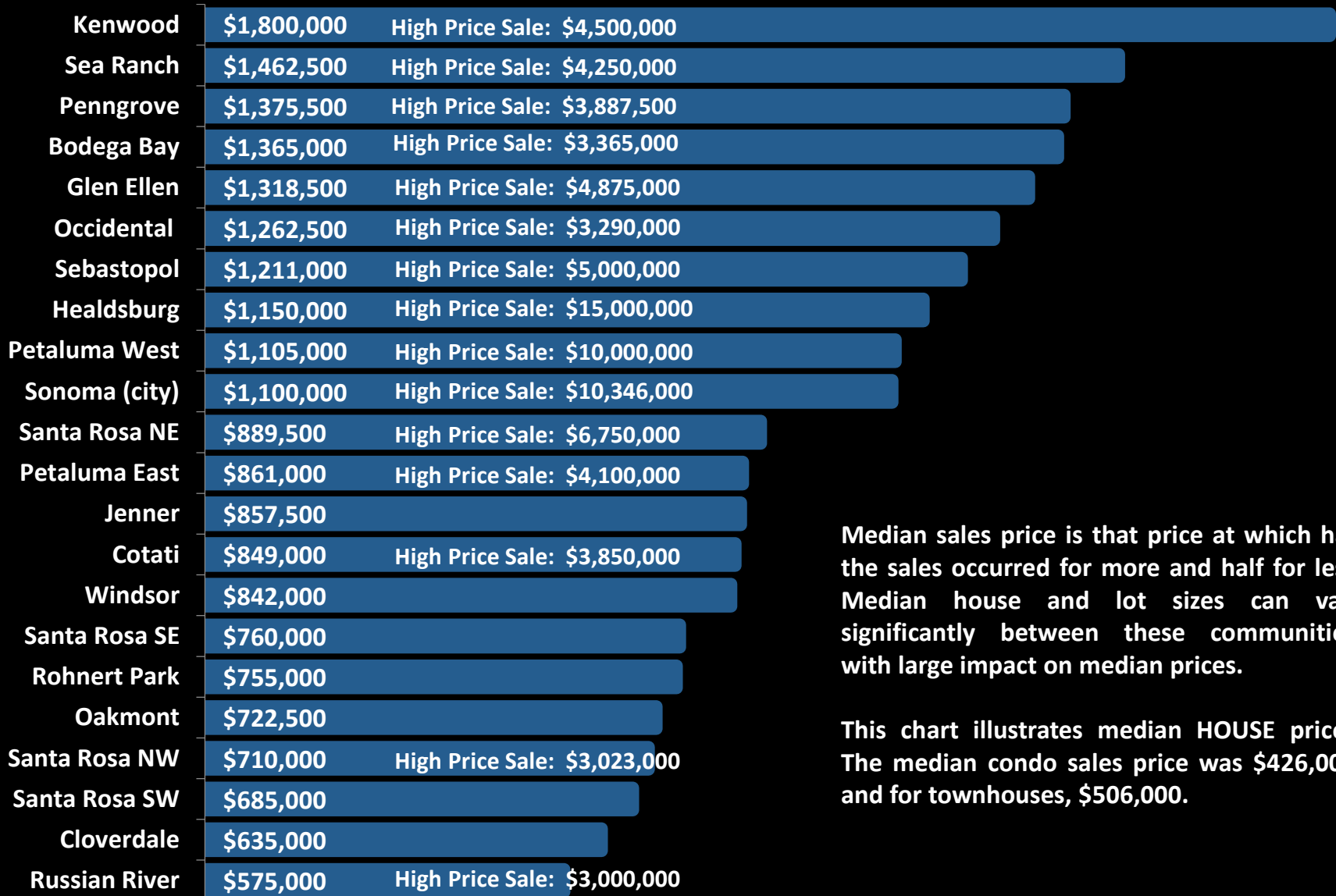
*12 months sales reported to NorCal MLS Alliance by mid-March 2026. Data based upon sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

This chart pertains to HOUSE sales. There were also 305 condo sales and 176 townhouse sales during the period.

Sonoma County House Prices

Median Sales Prices & High Prices \$3m+, by City, Town or Region*

12 months sales through
mid-March 2026*



Median sales price is that price at which half the sales occurred for more and half for less. Median house and lot sizes can vary significantly between these communities, with large impact on median prices.

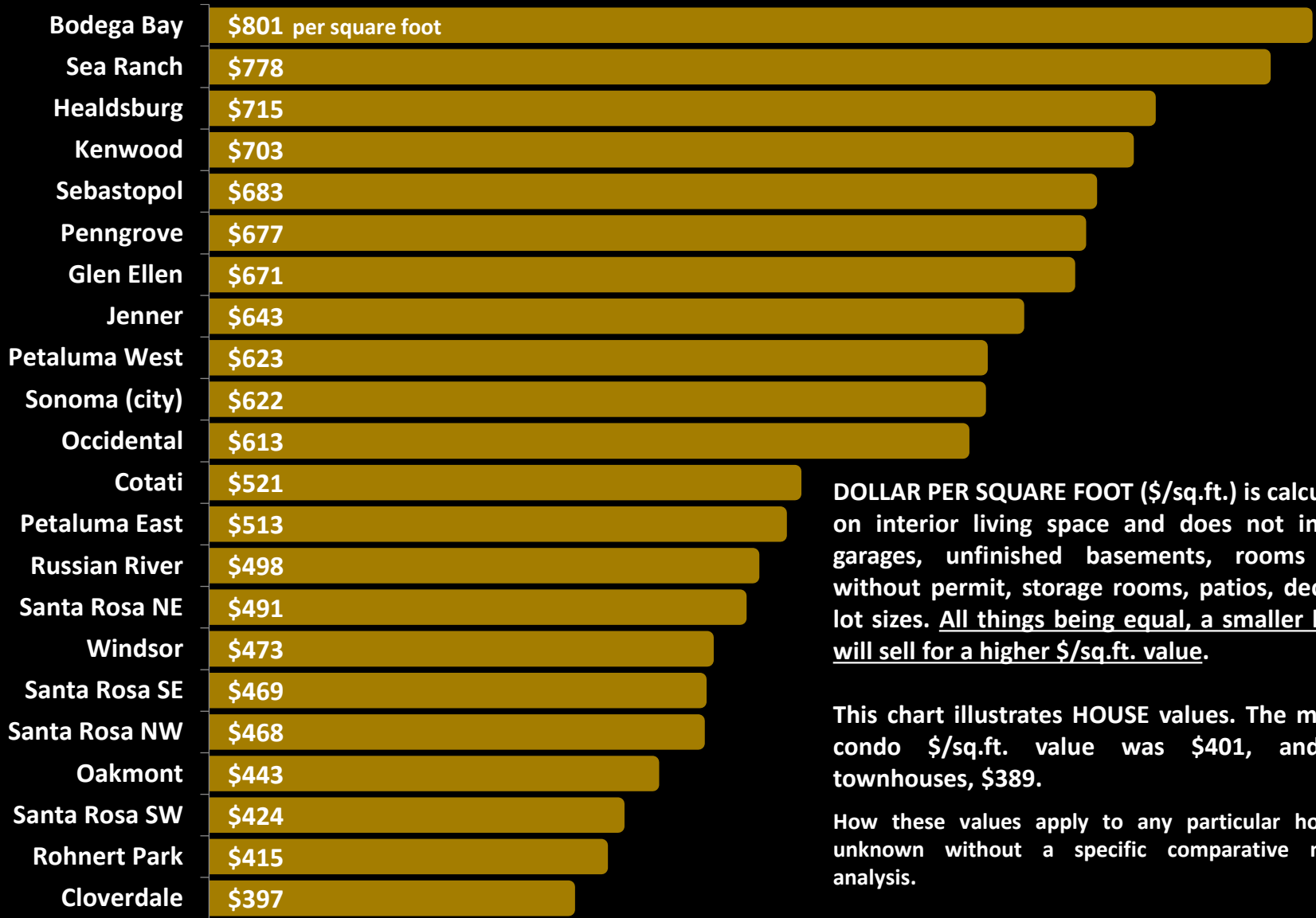
This chart illustrates median HOUSE prices. The median condo sales price was \$426,000, and for townhouses, \$506,000.

*12 months sales reported to NorCal MLS Alliance by mid-March 2026. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. Sonoma (city) refers to zip code 95476.

Sonoma County House Values

Median \$/Sq.Ft. Values by City, Town or Region*

12 Months Sales*



DOLLAR PER SQUARE FOOT (\$/sq.ft.) is calculated on interior living space and does not include garages, unfinished basements, rooms built without permit, storage rooms, patios, decks or lot sizes. All things being equal, a smaller house will sell for a higher \$/sq.ft. value.

This chart illustrates HOUSE values. The median condo \$/sq.ft. value was \$401, and for townhouses, \$389.

How these values apply to any particular home is unknown without a specific comparative market analysis.

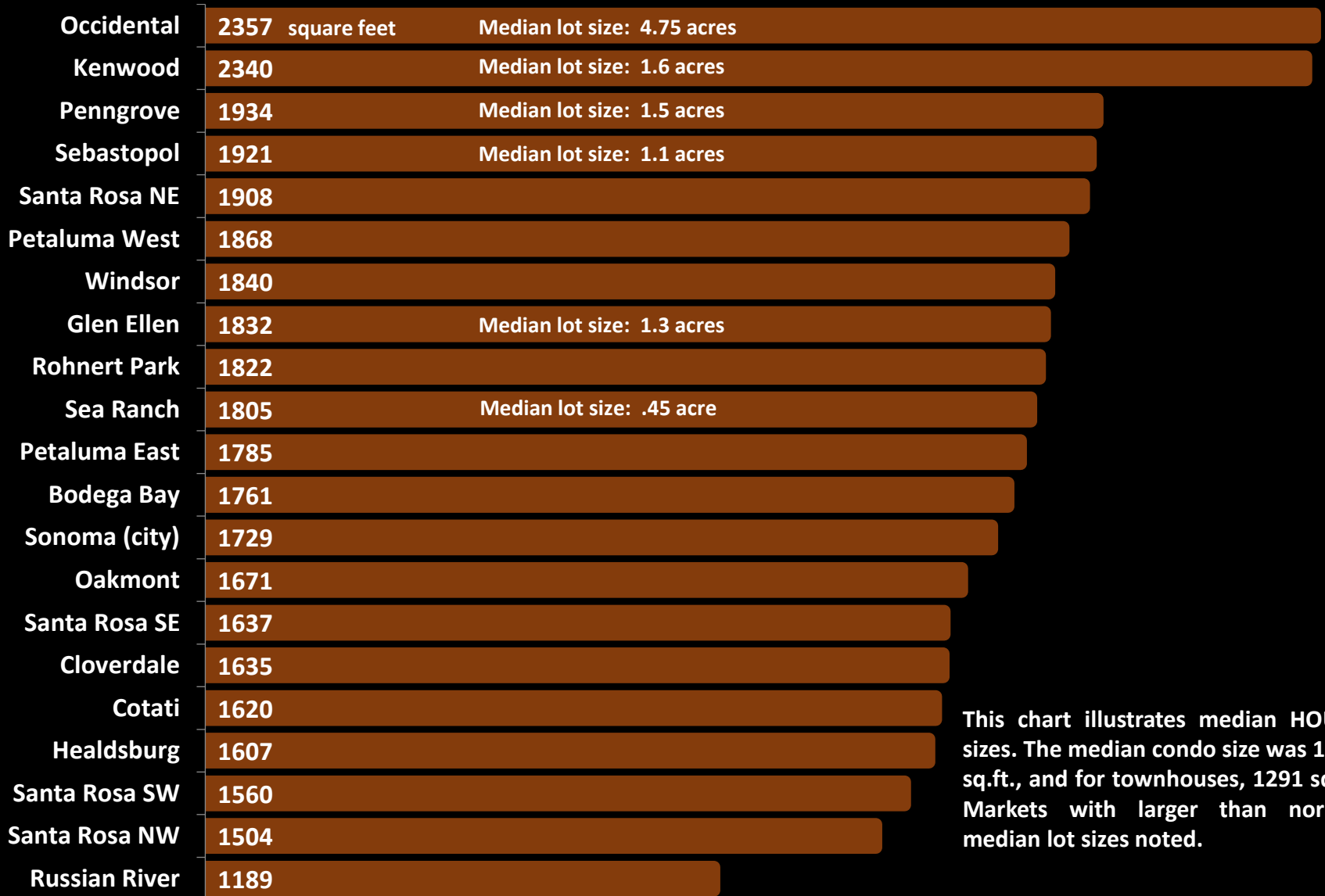
*12 months sales reported to NorCal MLS Alliance by mid-March 2026. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate. Sonoma (city) refers to zip code 95476.



Sonoma County House Size

Median House Square Footage by City, Town or Region*

Square footage is calculated on interior living space and does not include garages, rooms built without permit, patios, decks or lot sizes.

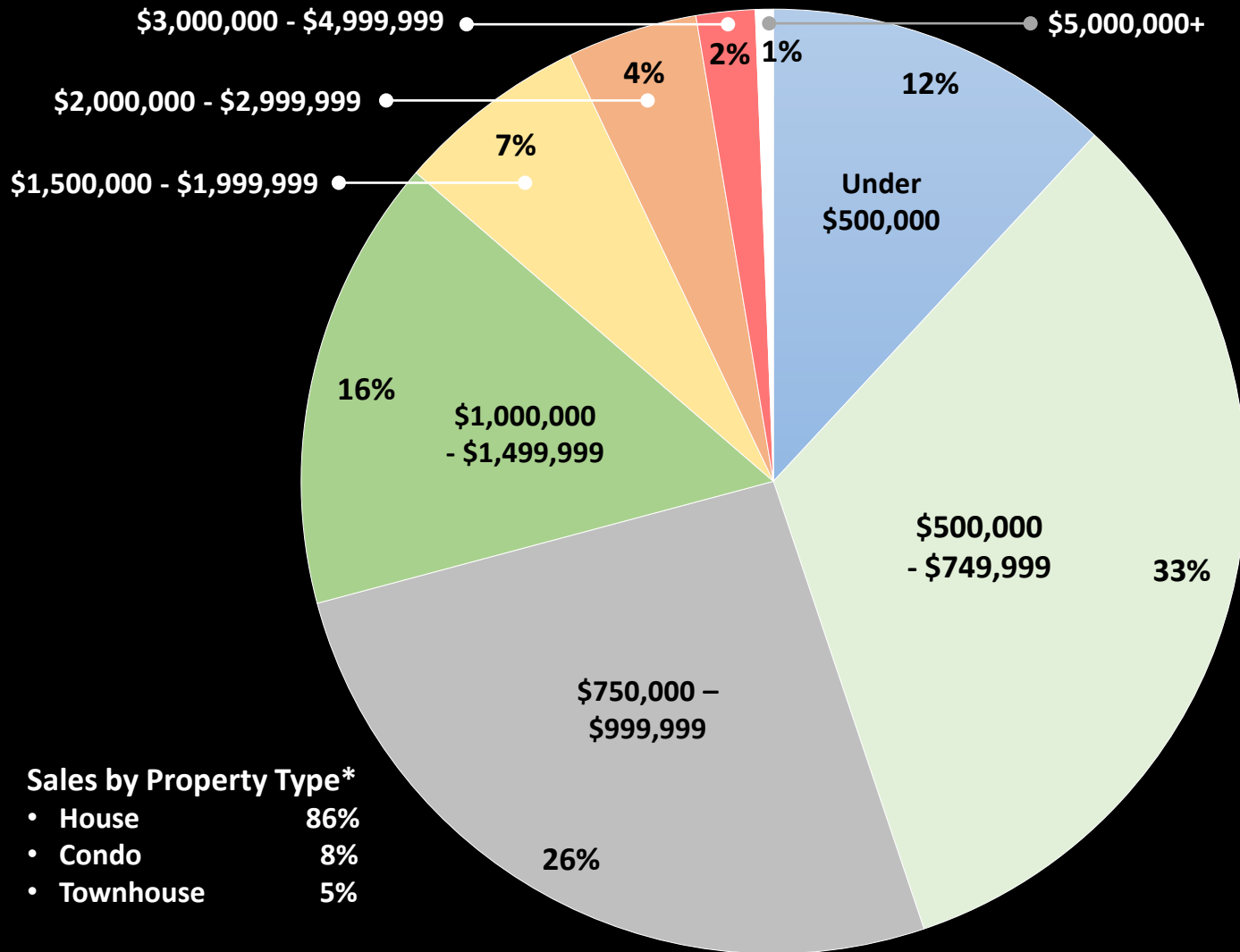


This chart illustrates median HOUSE sizes. The median condo size was 1098 sq.ft., and for townhouses, 1291 sq.ft. Markets with larger than normal median lot sizes noted.

*12 months sales reported to NorCal MLS Alliance by mid-March 2026. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. "City of Sonoma" reflects zip code 95476

Sonoma County

2026 YTD Home Sales by Price Segment*



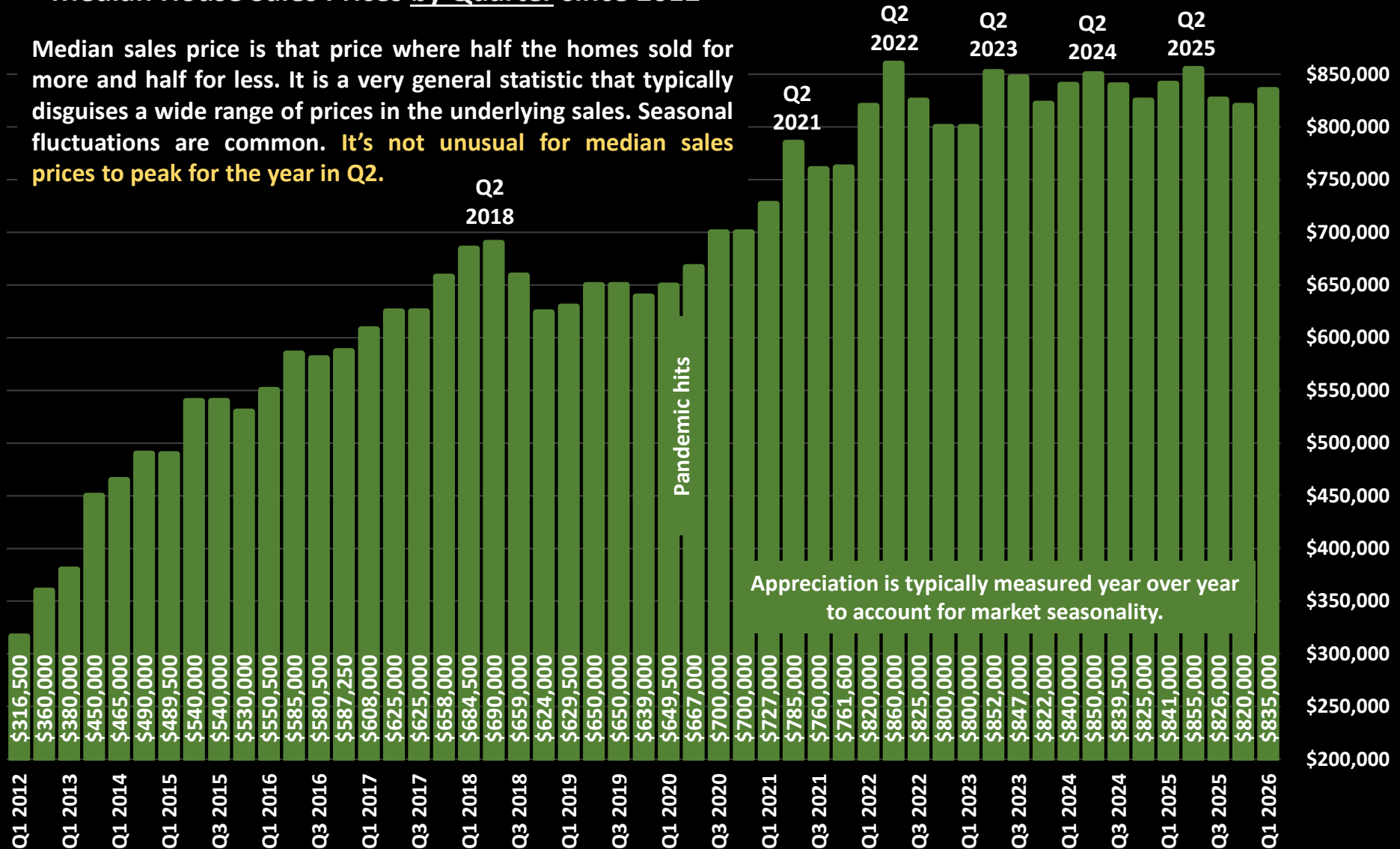
*Sales and listings pending sale reported to NorCal MLS Alliance by 3/31/26. Not all sales are reported to MLS. Listings pending sale may not close, and pending-sale list prices may not reflect final closing prices. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate. Percentages rounded and may not add up to 100%.

Sonoma Home Price Appreciation

Median House Sales Prices by Quarter since 2012*

Median sales price is that price where half the homes sold for more and half for less. It is a very general statistic that typically disguises a wide range of prices in the underlying sales. Seasonal fluctuations are common. **It's not unusual for median sales prices to peak for the year in Q2.**

The Q1 2026 median house sales price was essentially unchanged from Q1 2025.



*As reported to NorCal MLS Alliance, per Infosparks. Median sales prices can be and often are affected by other factors besides changes in fair market value. Longer-term trends are more meaningful than short term fluctuations. All numbers approximate and subject to revision. Last quarter may change with late reported sales.

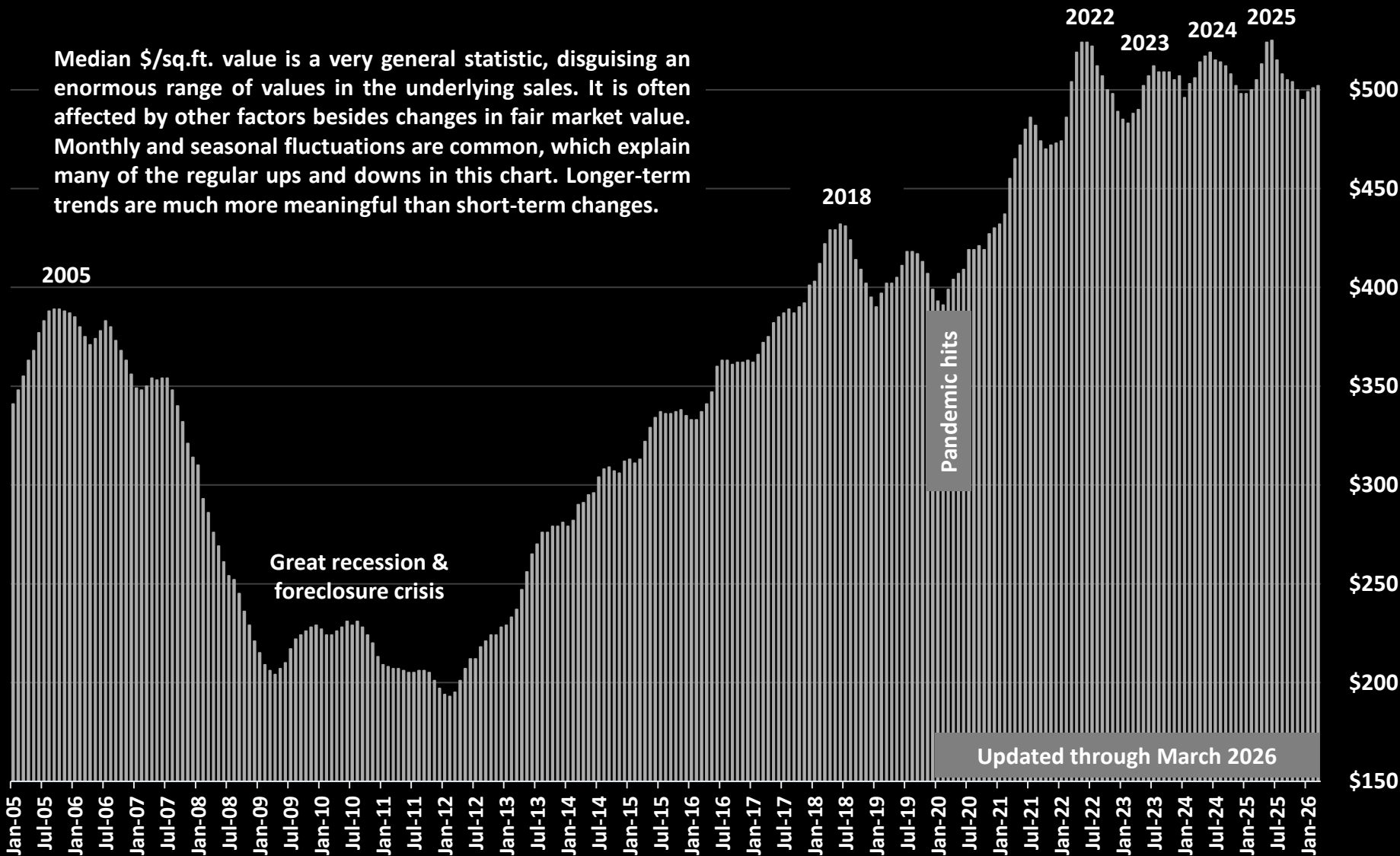


Sonoma County House Value Trends since 2005

3-Month-Rolling Median Dollar per Square Foot Values*

The 3-month-rolling median house \$/sq.ft. value in March 2026 was essentially unchanged year over year.

Median \$/sq.ft. value is a very general statistic, disguising an enormous range of values in the underlying sales. It is often affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common, which explain many of the regular ups and downs in this chart. Longer-term trends are much more meaningful than short-term changes.

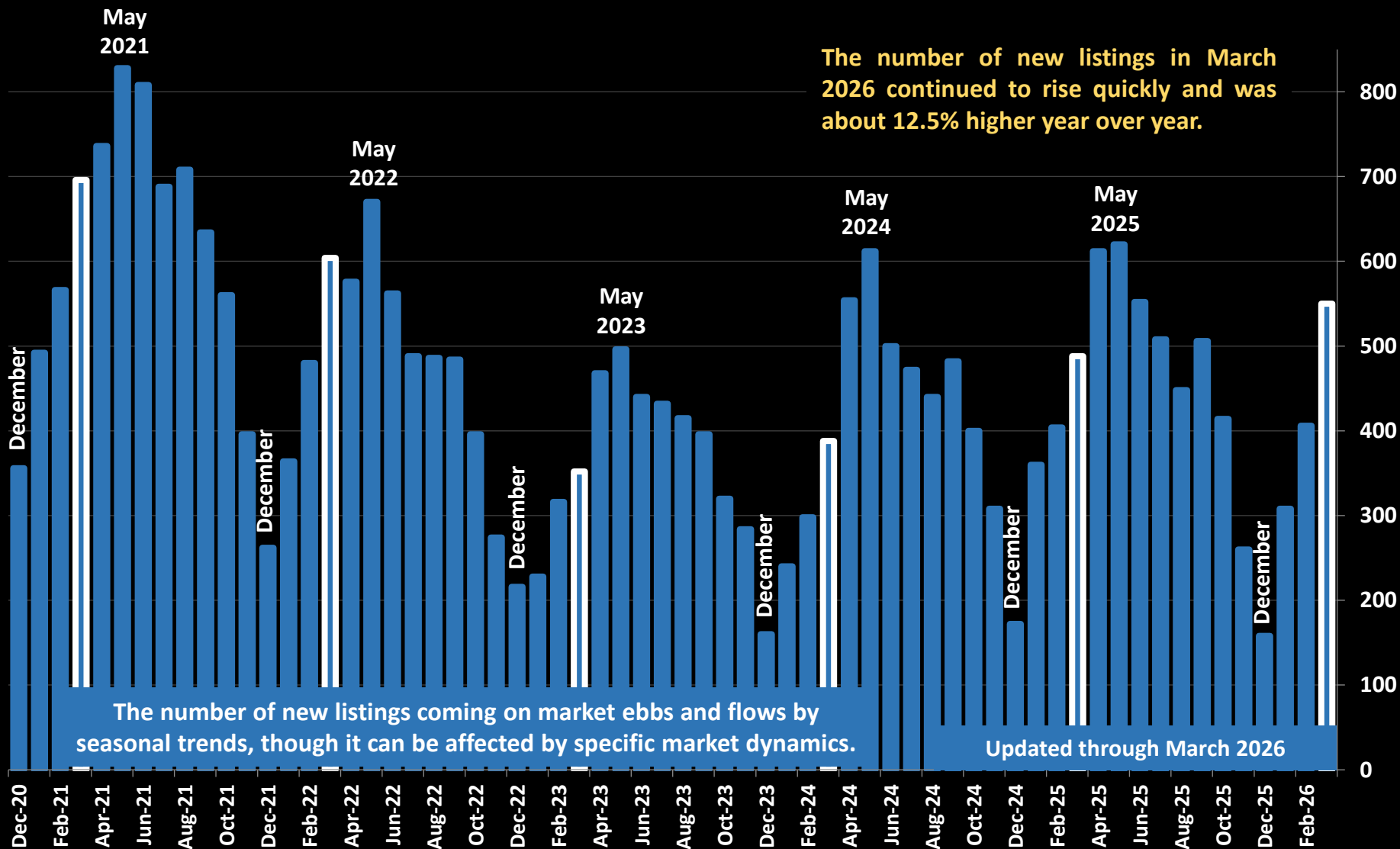


*3-month rolling median house sales values reported to NorCal MLS Alliance, per Infosparks. Analysis may contain errors and subject to revision. All numbers approximate and may change with late-reported sales.



New Listings Coming on Market

Sonoma County Market Dynamics & Seasonality



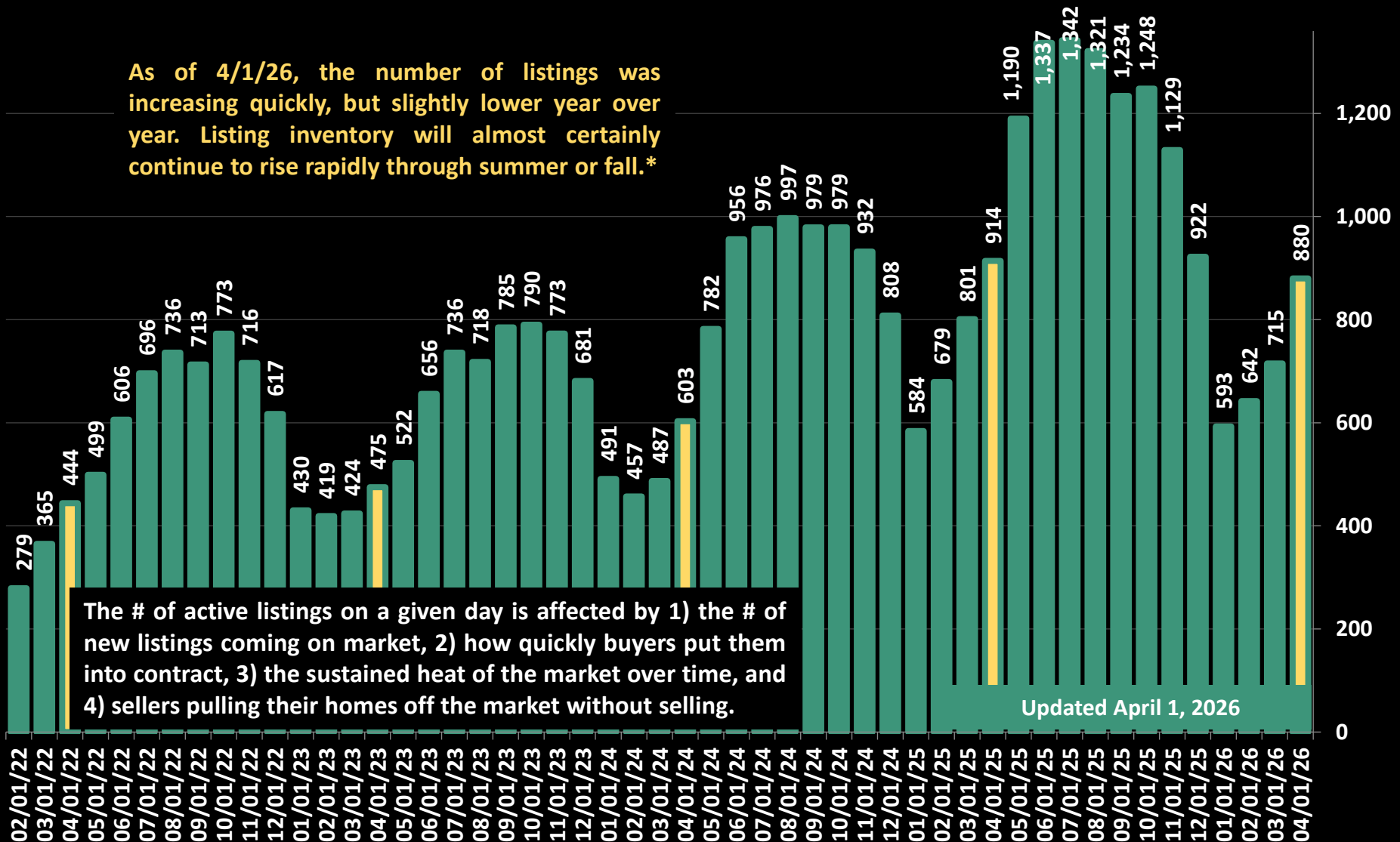
Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted on site. Data from sources deemed reliable but may contain errors and subject to revision. May not include "coming-soon" listings. All numbers are approximate.



Sonoma County Homes Market

Active & Coming-Soon Listings on 1st of Month*

As of 4/1/26, the number of listings was increasing quickly, but slightly lower year over year. Listing inventory will almost certainly continue to rise rapidly through summer or fall.*

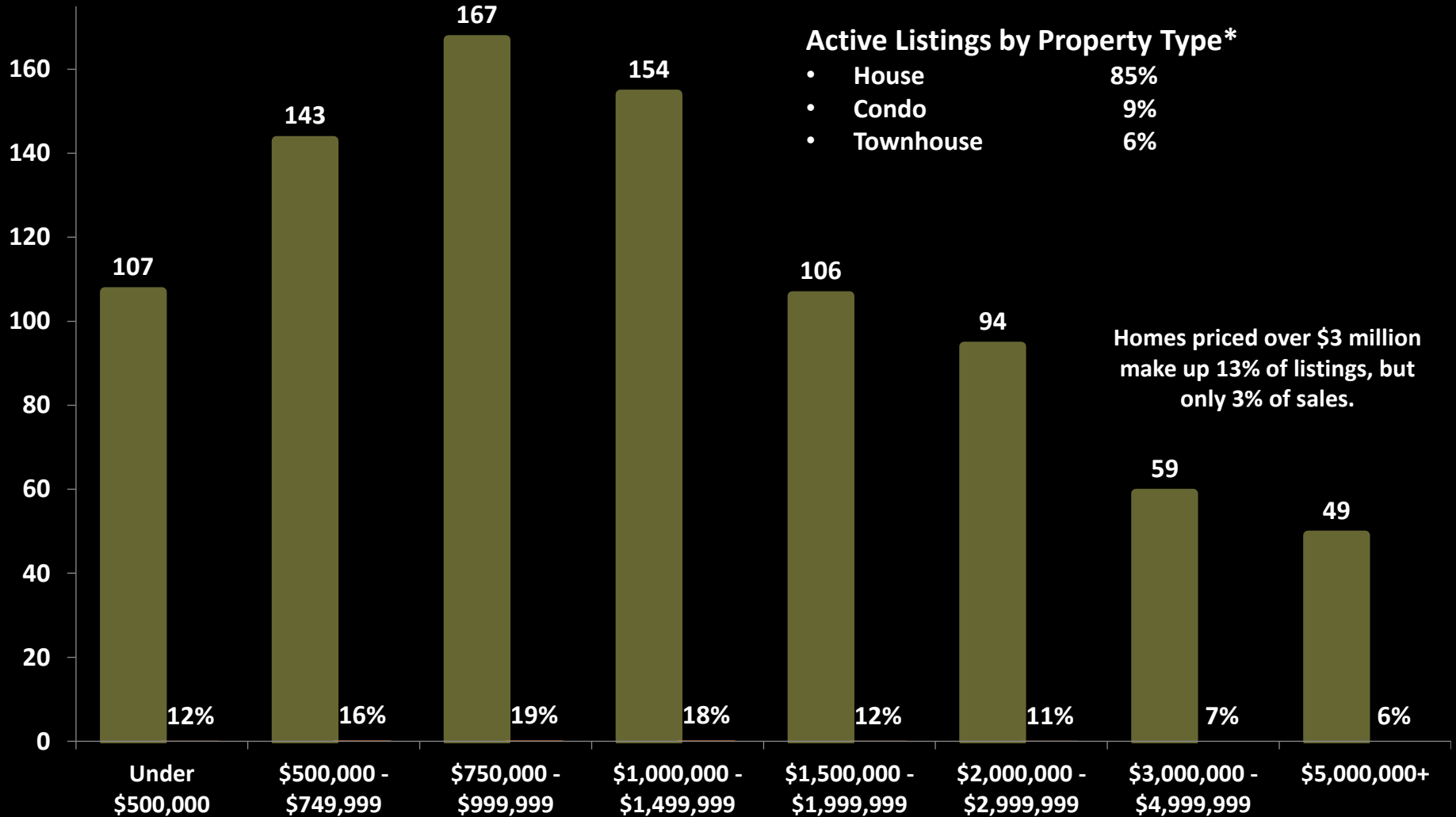


The # of active listings on a given day is affected by 1) the # of new listings coming on market, 2) how quickly buyers put them into contract, 3) the sustained heat of the market over time, and 4) sellers pulling their homes off the market without selling.

* Active/Coming-Soon listings posted to NorCal MLS Alliance. Data from sources deemed reliable but may contain errors and subject to revision. Not all listings are posted to MLS. All numbers approximate. The number of active listings constantly changes.

Homes for Sale in Sonoma County

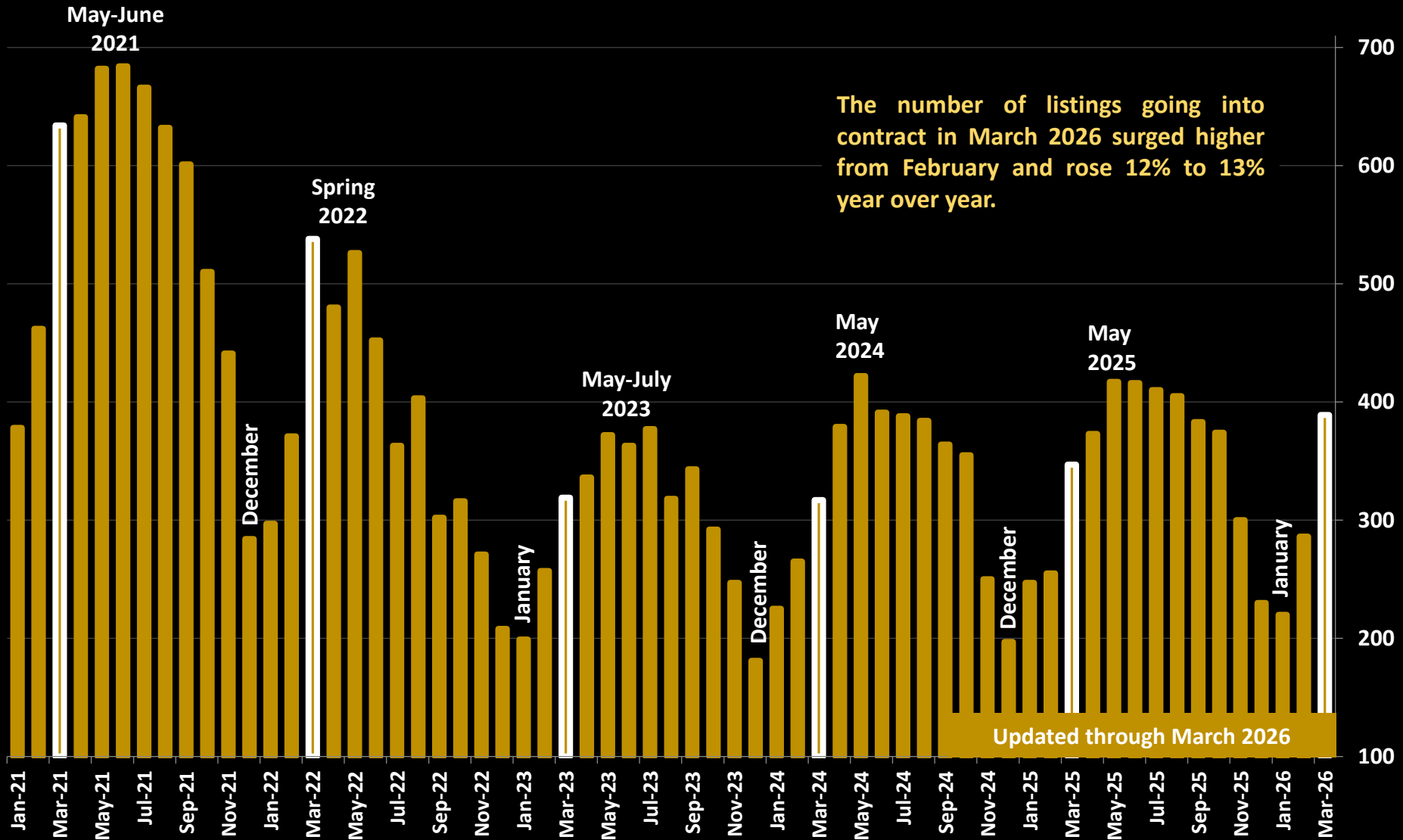
Number & Percentage of Listings by Price Segment & Property Type*



Active/coming-soon listings posted to NorCal Alliance on 3/31/26. Not all properties for sale are listed on MLS. Data derived from sources deemed reliable but may contain errors and is subject to revision. Listing counts change constantly. All numbers approximate. Percentages rounded and may not add up to 100%.

Listing Accepting Offers (Going into Contract)

Sonoma County Market Dynamics & Seasonality



House, townhouse and condo activity reported to Bareis MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate and may change with late-reported activity.



Months Supply of Inventory (MSI) – of Listings on Market

Sonoma County Real Estate Market, 3-Month Rolling Average

By national norms, the current MSI reading would be considered to indicate a low supply of listings for sale and is running lower year over year. MSI readings are lower in more affordable price segments, and higher for luxury homes.



MSI measures how long it would take to sell the current inventory of active listings at the current rate of sale. The lower the MSI, the stronger the demand as compared to the supply of listings.

Spring 2021 –
Spring 2022

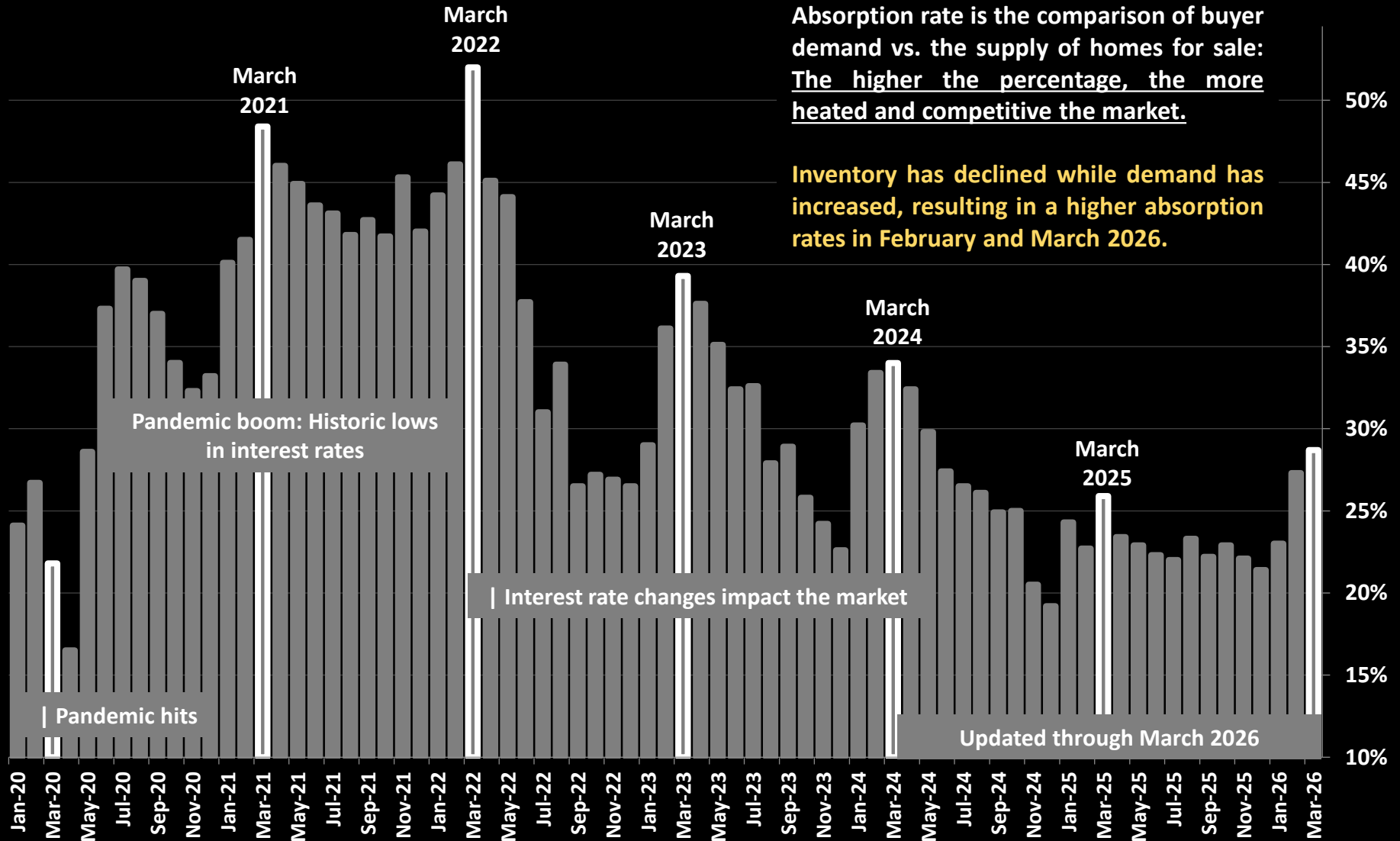
Updated through March 2026

3-month rolling average monthly data for residential transactions reported to Bareis MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate and may change with late-reported activity.



Percentage of Listings Accepting Offers (Going into Contract)

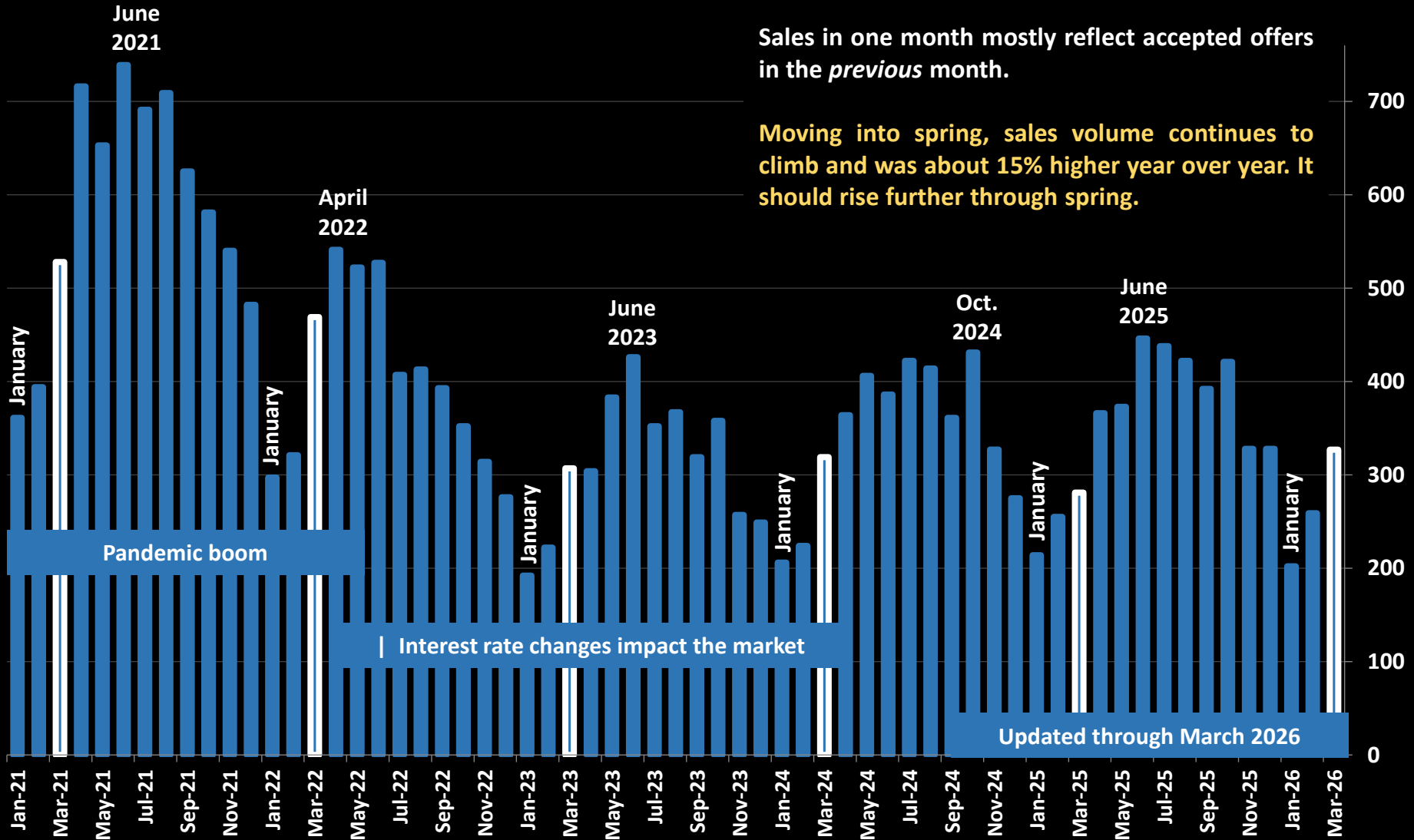
Sonoma County: Absorption Rate by Month



Bareis MLS reported data for houses, condos and townhouses, per Broker Metrics. Last month's data estimated using available data, may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

Monthly Sales Volume

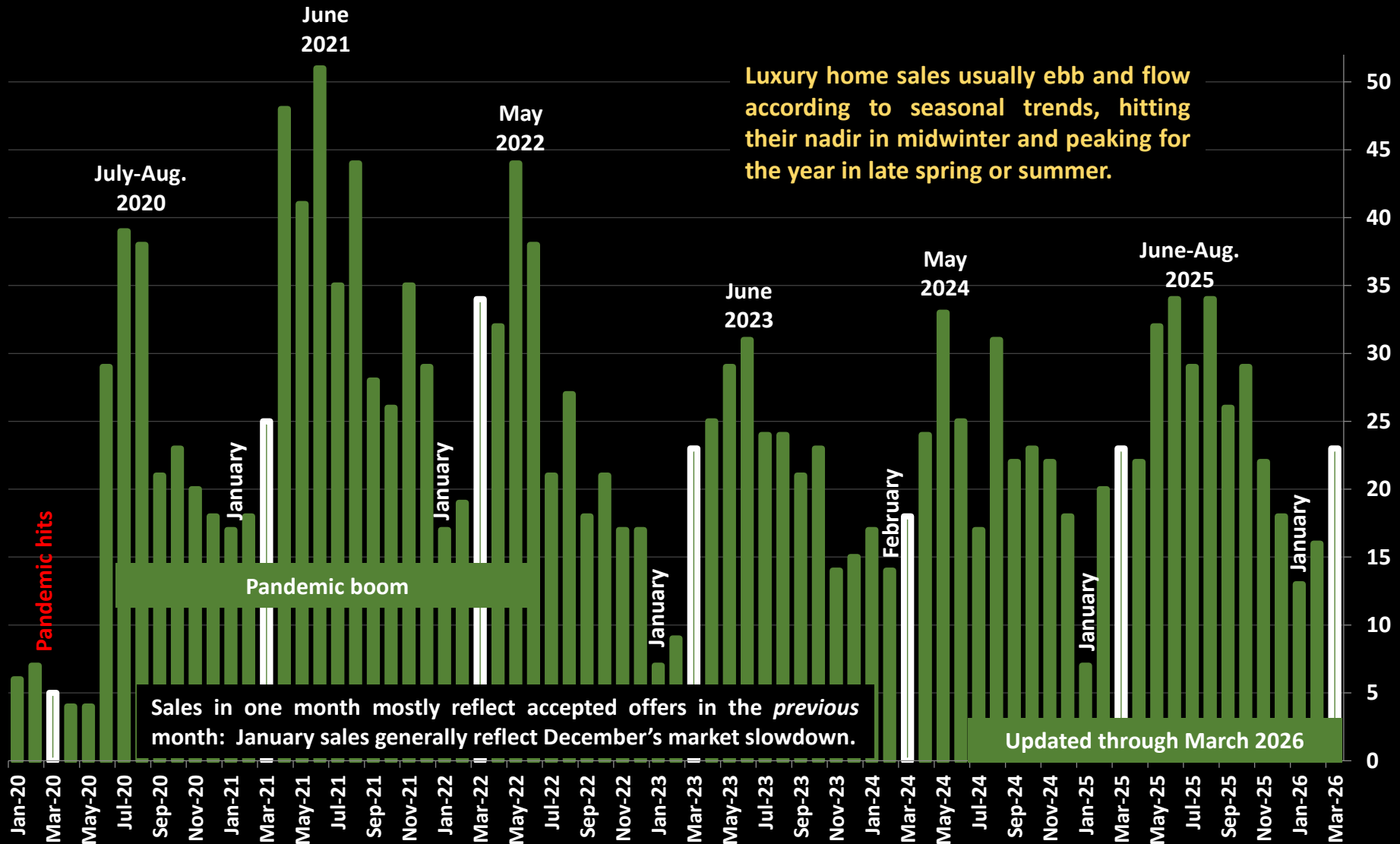
Sonoma County Market Dynamics & Seasonality



Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated based on available information and may change with late reported sales. All numbers approximate.

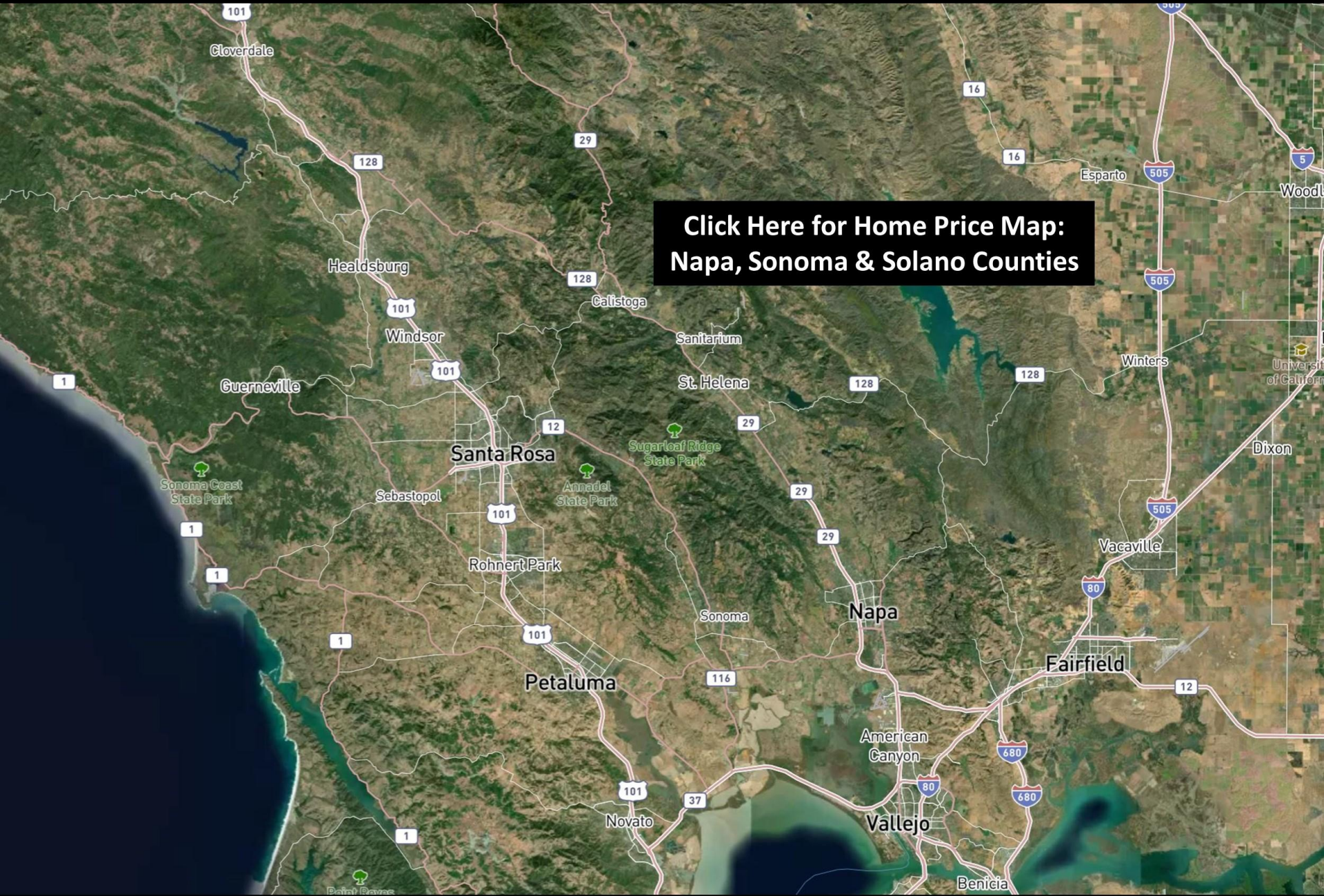
Higher-Price & Luxury Home Sales, \$2 Million+

Sonoma County Market Dynamics & Seasonality



Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated based on available information and may change with late reported sales. All numbers approximate.

[Click Here for Home Price Map:
Napa, Sonoma & Solano Counties](#)

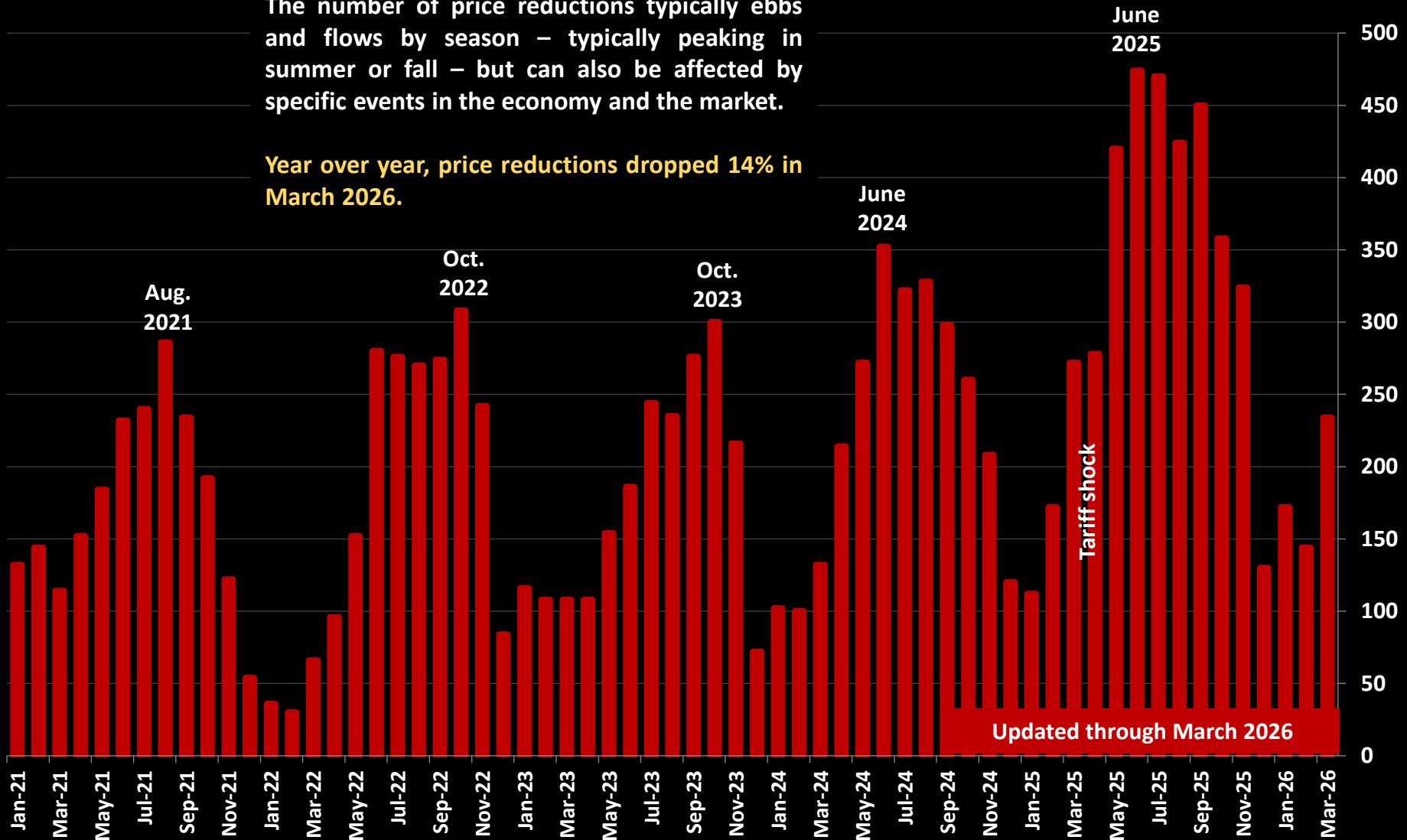


Price Reductions on Active Listings

Sonoma County Market Dynamics & Seasonality

The number of price reductions typically ebbs and flows by season – typically peaking in summer or fall – but can also be affected by specific events in the economy and the market.

Year over year, price reductions dropped 14% in March 2026.



Per Realtor.com Research: <https://www.realtor.com/research/data/>, listings posted to site. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

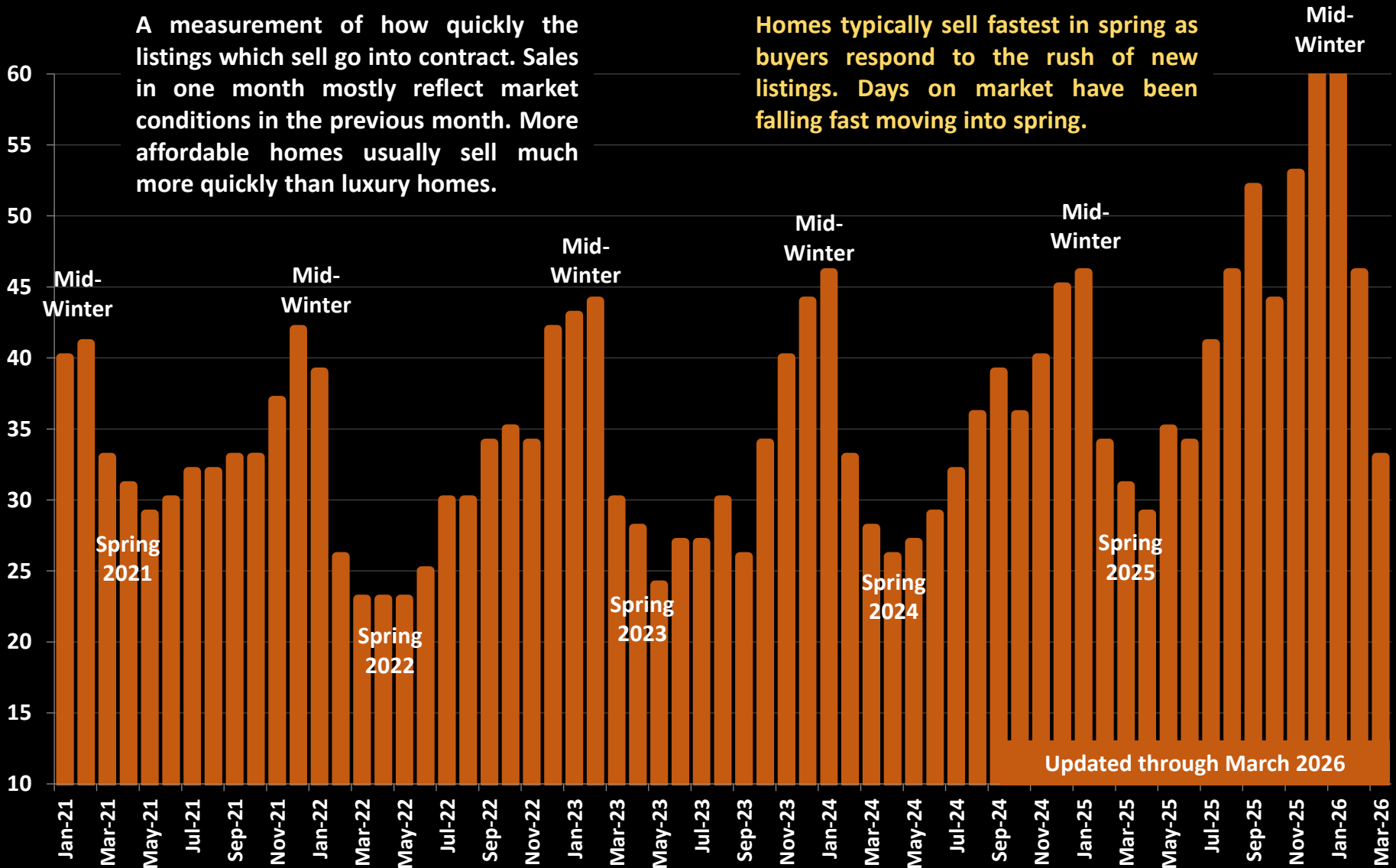


Median Days on Market – Speed of Sale

Sonoma County: Market Dynamics & Seasonality by Month

A measurement of how quickly the listings which sell go into contract. Sales in one month mostly reflect market conditions in the previous month. More affordable homes usually sell much more quickly than luxury homes.

Homes typically sell fastest in spring as buyers respond to the rush of new listings. Days on market have been falling fast moving into spring.



Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks. Data derived from sources deemed reliable but may contain errors and subject to revision. All numbers approximate and may change with late-reported sales.

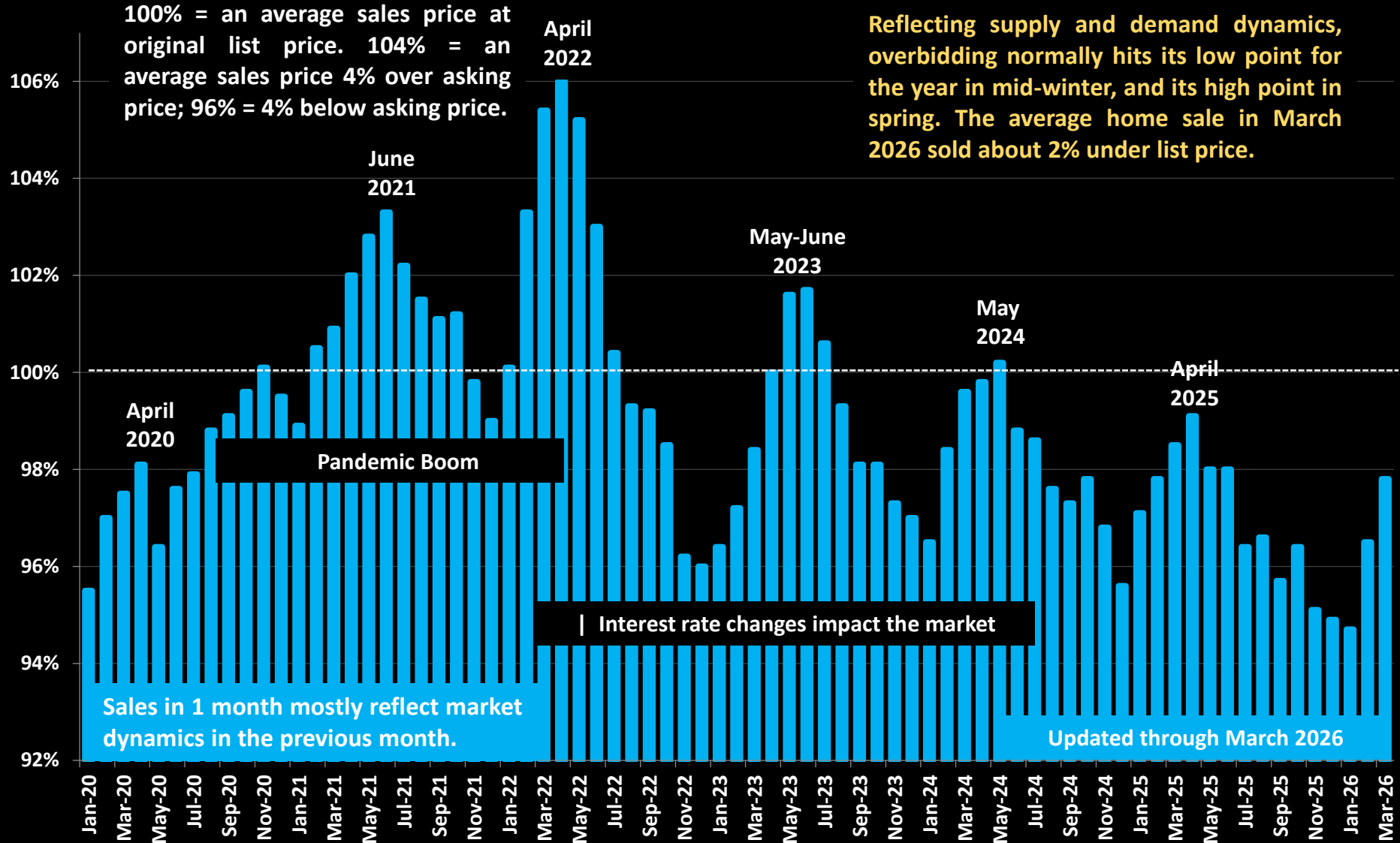


Average Sales Price to Original List Price Percentage (SP/LP %)

Sonoma County Over/Under Bidding: Market Dynamics & Seasonality

100% = an average sales price at original list price. 104% = an average sales price 4% over asking price; 96% = 4% below asking price.

Reflecting supply and demand dynamics, overbidding normally hits its low point for the year in mid-winter, and its high point in spring. The average home sale in March 2026 sold about 2% under list price.



Sales in 1 month mostly reflect market dynamics in the previous month.

Updated through March 2026

Sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks, or Broker Metrics. Data derived from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

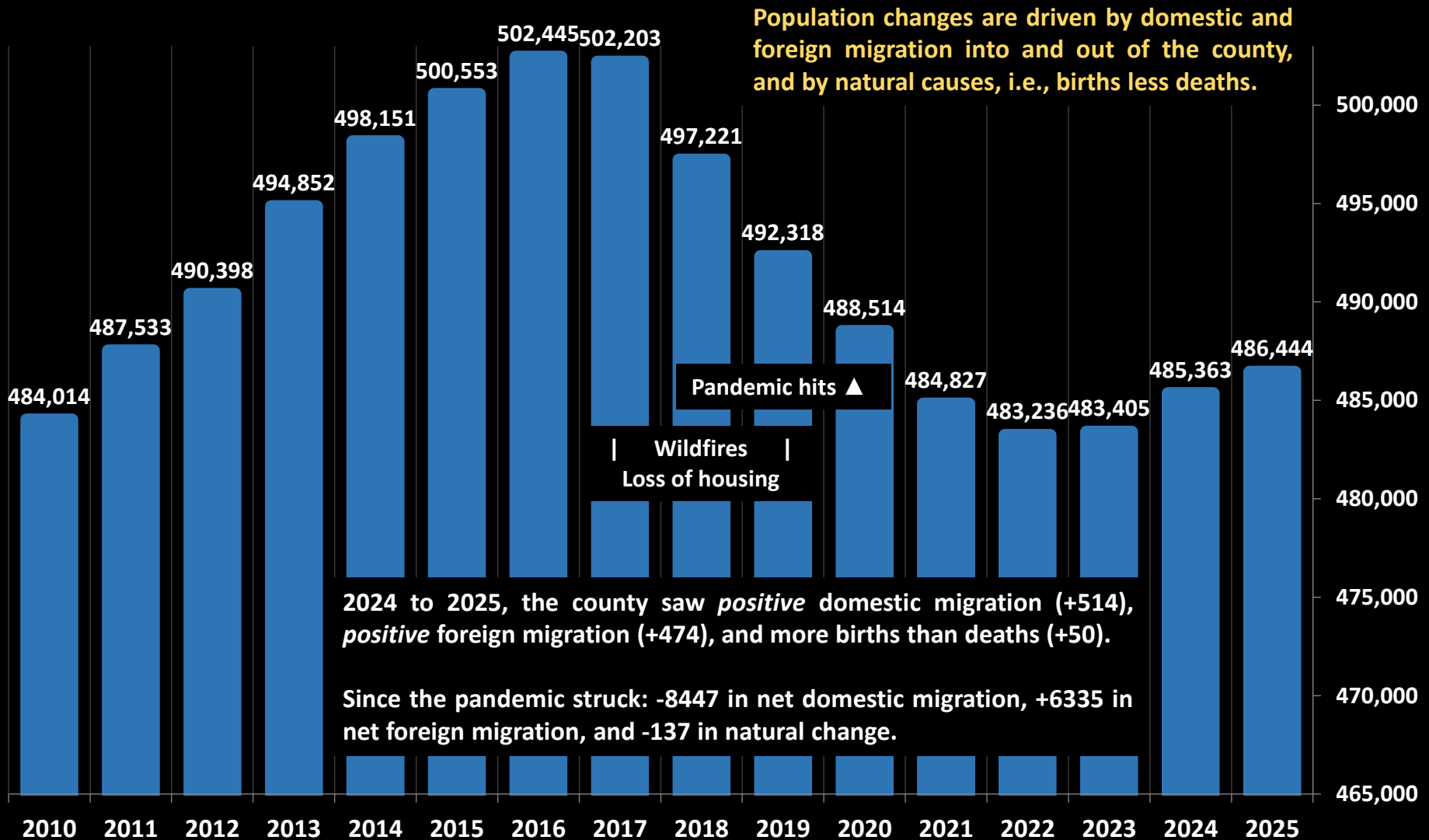


Additional Economic Data

Sonoma County Population Trends since 2010

U.S. Census Estimates, July 1st to July 1st

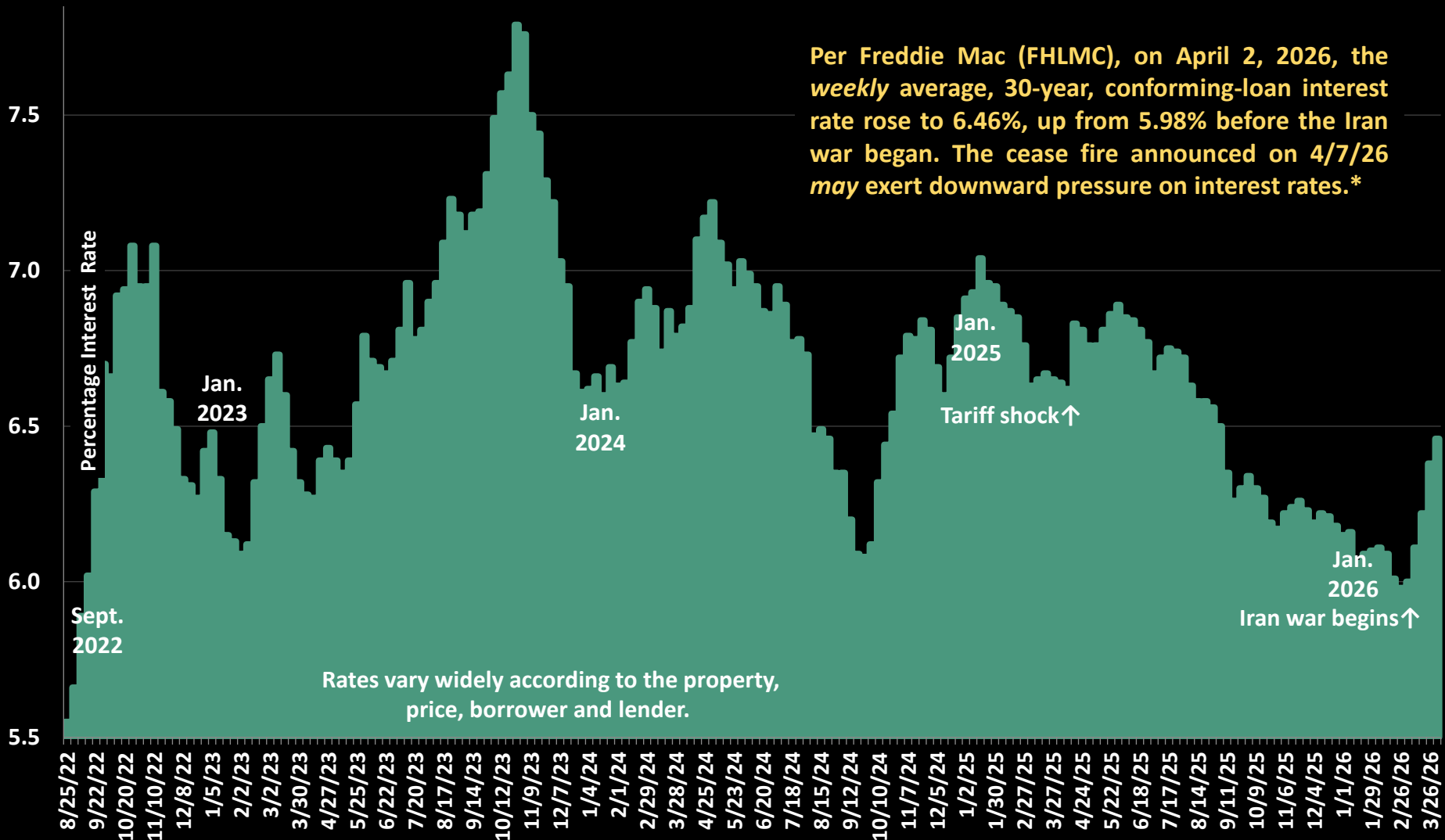
Changes measured from July 1st of previous year to July 1st of labeled year.



Estimates as of July 1 of each year. 2020-2025 data published March 26, 2026, by U.S. Census. The Census often revises numbers in subsequent estimates. All numbers to be considered approximate. Census numbers may not total perfectly due to "Population change that cannot be attributed to any specific demographic component."

Mortgage Interest Rates, August 2022 to 2026 YTD

30-Year Conforming Fixed-Rate Loans, Weekly Average Readings*



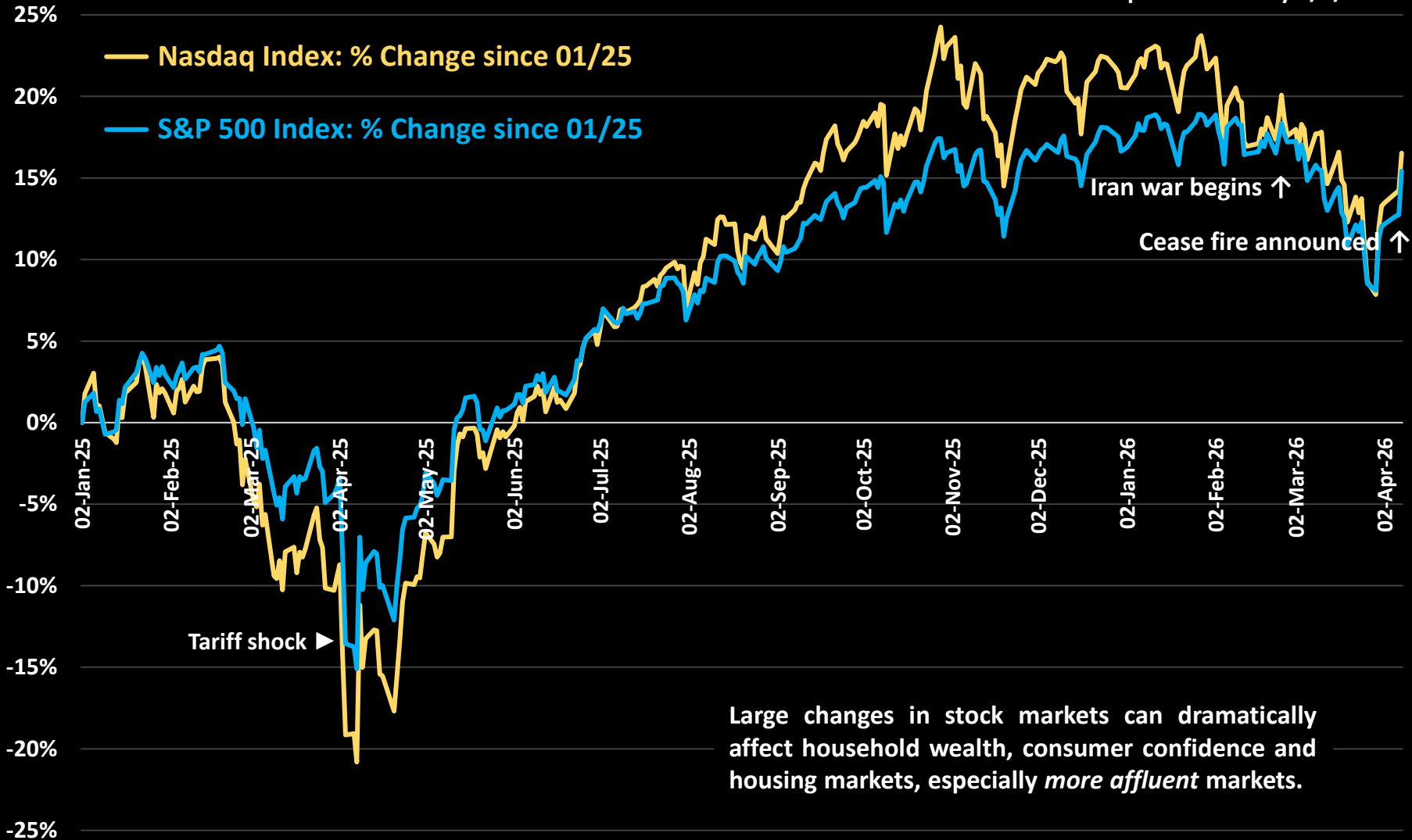
*Freddie Mac (FHLMC), 30-Year Fixed Rate Mortgage Weekly Average: <https://www.freddiemac.com/pmms>. Data from sources deemed reliable. Different sources of mortgage data sometimes vary in their determinations of daily and weekly rates. Daily Average Rate from Mortgage News Daily. All numbers approximate.



Financial Markets, 2025 – 2026 YTD

Percentage Increases in S&P 500 & Nasdaq since 1/2/25

Updated mid-day 4/8/26

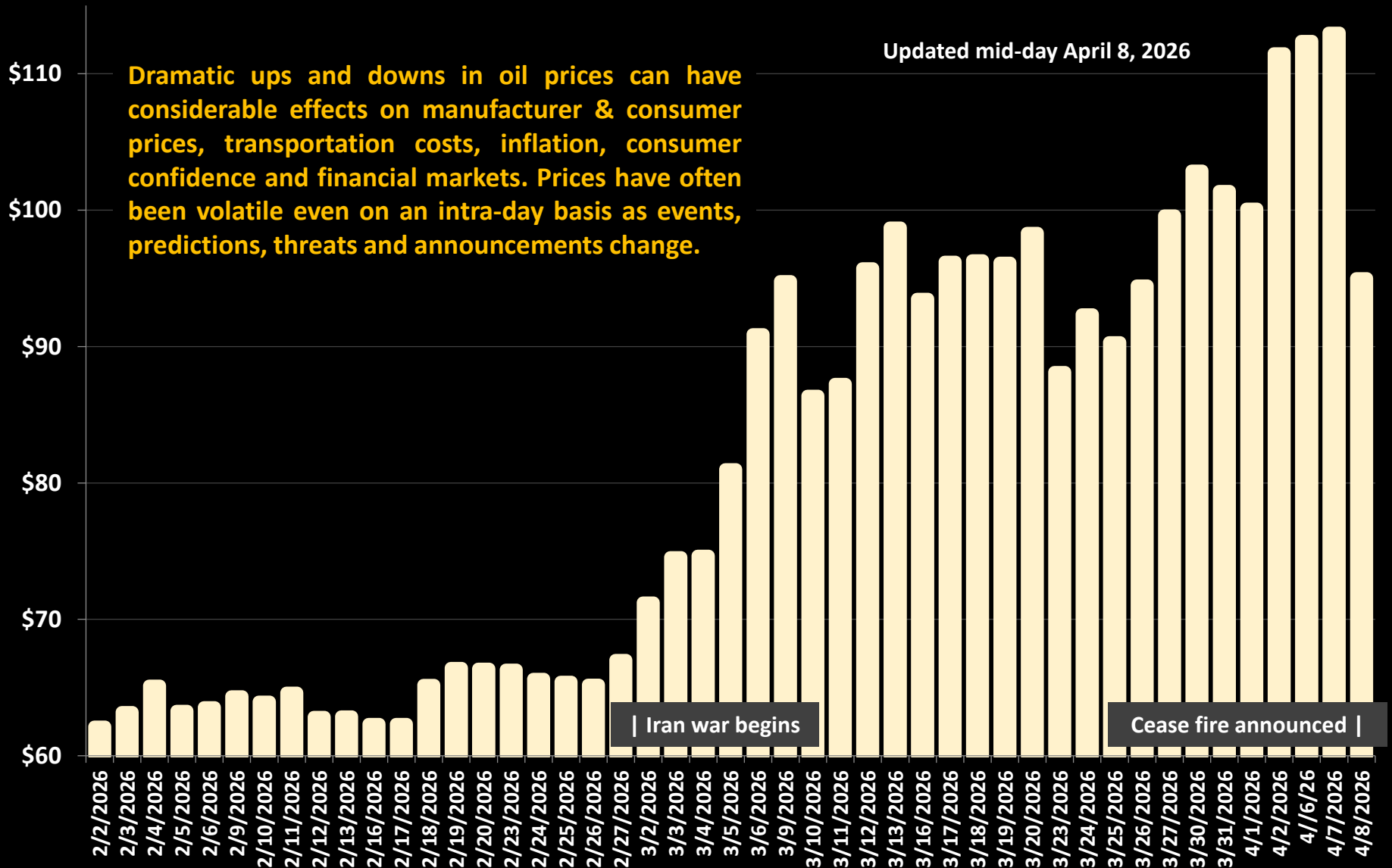


Large changes in stock markets can dramatically affect household wealth, consumer confidence and housing markets, especially *more affluent* markets.

Data per MarketWatch.com, <https://www.marketwatch.com/investing/index/comp/download-data> and <https://www.marketwatch.com/investing/index/spx/download-data>. Data from source deemed reliable but may contain errors and subject to revision. Financial market values change constantly and all numbers to be considered approximate.

Crude Oil, Price per Barrel

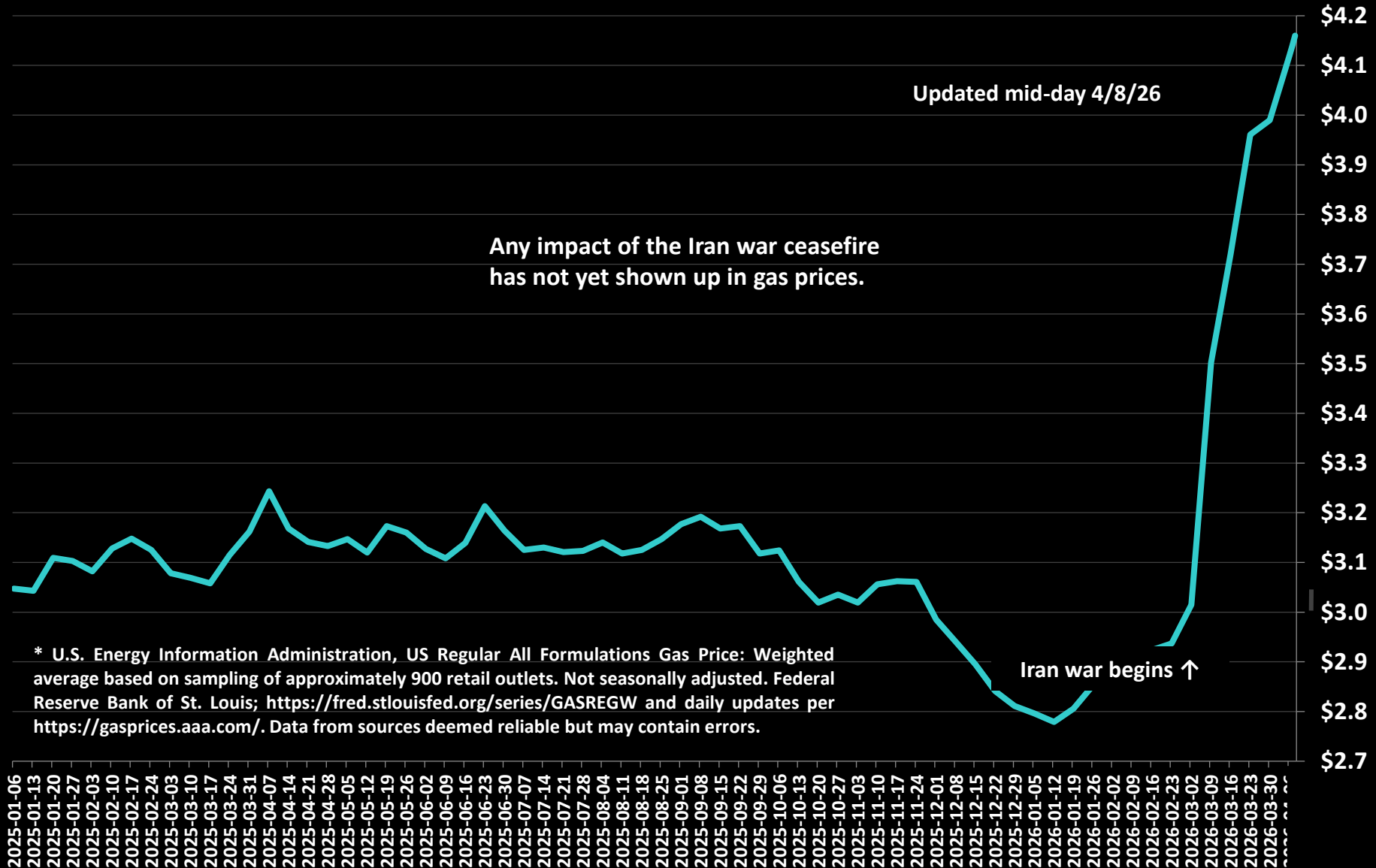
Since February 2, 2026*



*Per Yahoo! Finance, <https://finance.yahoo.com/quote/CL%3DF/history/>. Data from sources deemed reliable but may contain errors. All numbers should be considered approximate.

The Price of Gas, 2025 – 2026 YTD

U.S. Average, Price per Gallon, by Week*



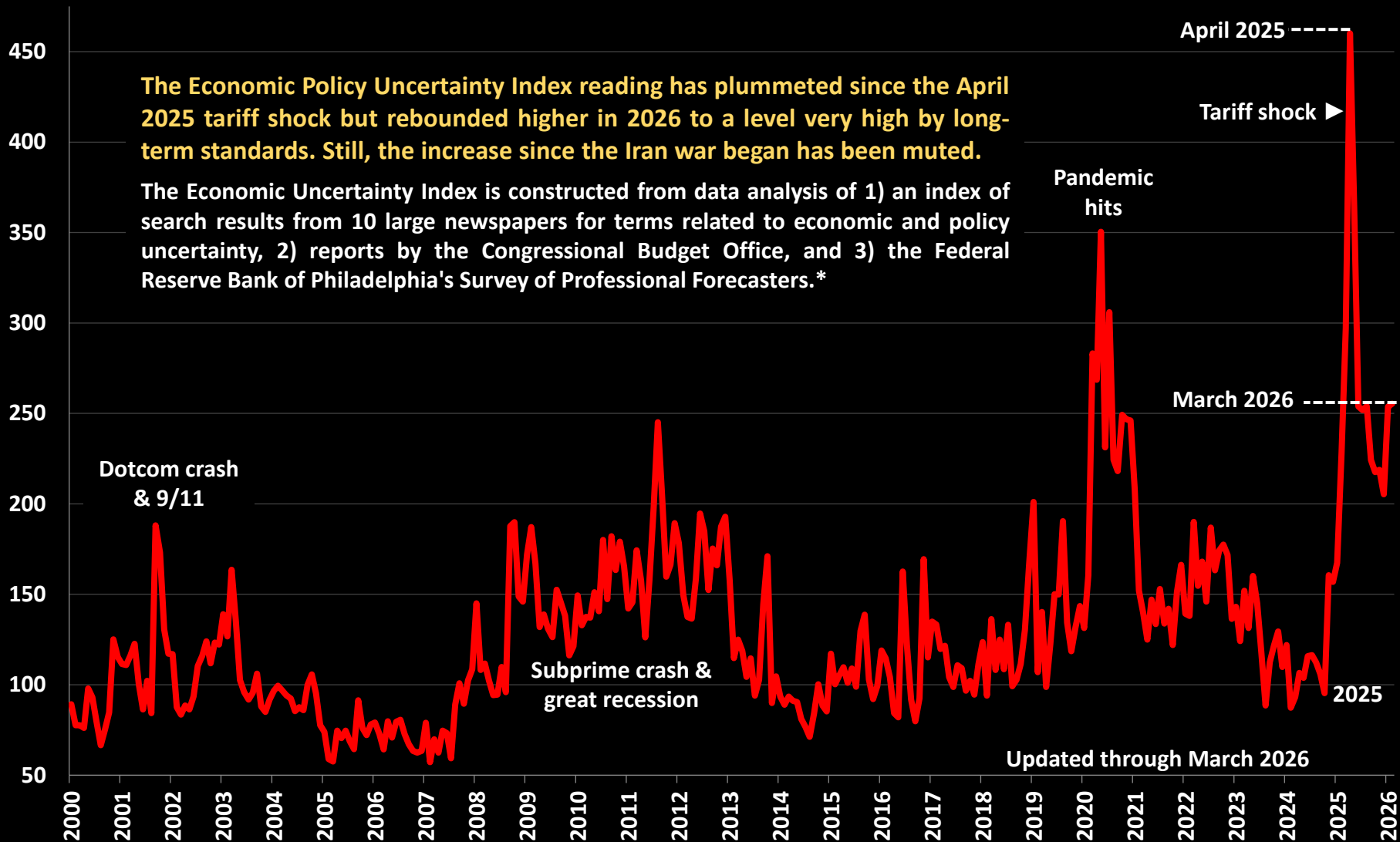
* U.S. Energy Information Administration, US Regular All Formulations Gas Price: Weighted average based on sampling of approximately 900 retail outlets. Not seasonally adjusted. Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/GASREGW> and daily updates per <https://gasprices.aaa.com/>. Data from sources deemed reliable but may contain errors.

Economic Policy Uncertainty Index*

By Month since January 2000

The Economic Policy Uncertainty Index reading has plummeted since the April 2025 tariff shock but rebounded higher in 2026 to a level very high by long-term standards. Still, the increase since the Iran war began has been muted.

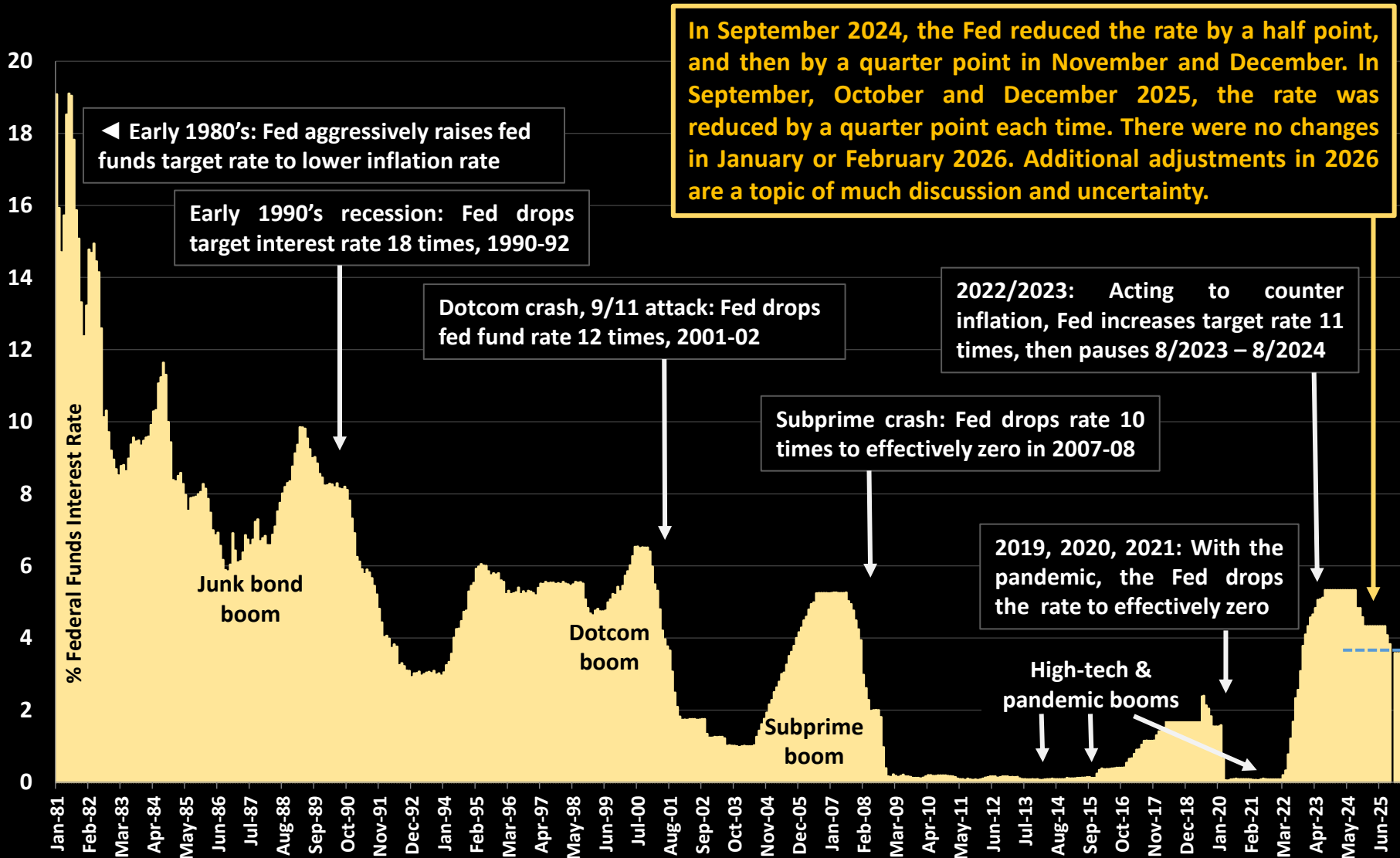
The Economic Uncertainty Index is constructed from data analysis of 1) an index of search results from 10 large newspapers for terms related to economic and policy uncertainty, 2) reports by the Congressional Budget Office, and 3) the Federal Reserve Bank of Philadelphia's Survey of Professional Forecasters.*



*Source: 'Measuring Economic Policy Uncertainty' by Scott Baker, Nicholas Bloom and Steven J. Davis, 3-component index, www.PolicyUncertainty.com, https://www.policyuncertainty.com/us_monthly.html. Data from sources deemed reliable, but numbers to be considered approximate and subject to revision.

Federal Funds Interest Rate since 1981 & Economic Interventions by Federal Reserve Bank*

Updated March 18, 2026



* Per Federal Reserve Bank of St. Louis and New York; <https://fred.stlouisfed.org/series/FEDFUNDS>;
Last reading per <https://www.newyorkfed.org/markets/reference-rates/effr>. Other data referenced from sources deemed reliable but may contain errors and subject to revision.

Statistics are generalities, essentially summaries of widely disparate data generated by dozens, hundreds or thousands of unique, individual sales occurring within different time periods. They are best seen not as precise measurements, but as broad, comparative indicators, with reasonable margins of error. Anomalous fluctuations in statistics are not uncommon, especially in smaller, expensive market segments. Last period data should be considered estimates that may change with late-reported data. Different analytics programs sometimes define statistics – such as “active listings,” “days on market,” and “months supply of inventory” – differently: what is most meaningful are not specific calculations but the *trends* they illustrate. Most listing and sales data derives from the local or regional multi-listing service (MLS) of the area specified in the analysis, but not all listings or sales are reported to MLS and these won’t be reflected in the data. “Homes” signifies real-property, single-household housing units: houses, condos, co-ops, townhouses, duets and TICs (but not mobile homes), as applicable to each market. City/town names refer specifically to the named cities and towns, unless otherwise delineated. Multi-county metro areas will be specified as such. Data from sources deemed reliable but may contain errors and subject to revision. All numbers to be considered approximate.

Many aspects of value cannot be adequately reflected in median and average statistics: curb appeal, age, condition, amenities, views, lot size, quality of outdoor space, “bonus” rooms, additional parking, quality of location *within* the neighborhood, and so on. How any of these statistics apply to any particular home is unknown without a specific comparative market analysis.

Median Sales Price is that price at which half the properties sold for more and half for less. It may be affected by seasonality, “unusual” events, or changes in inventory and buying trends, as well as by changes in fair market value. The median sales price for an area will often conceal an enormous variety of sales prices in the underlying individual sales.

Dollar per Square Foot is based upon the home’s interior living space and does not include garages, unfinished attics and basements, rooms built without permit, patios, decks or yards (though all those can add value to a home). These figures are usually derived from appraisals or tax records, but are sometimes unreliable (especially for older homes) or unreported altogether. The calculation can only be made on those home sales that reported square footage.

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