



## North Contra Costa County

March 2026 Market Report  
with market data through February

North Contra Costa County: Walnut  
Creek and north in the east, and north  
of Richmond/El Cerrito in the west

COMPASS

## The Market Begins to Accelerate

Moving into spring, rising buyer demand vs. a low supply of homes for sale is creating a heating market characterized by faster sales and more overbidding of asking price. The upcoming months are typically the most active of the year and on current trends, conditions are expected to generate upward pressure on home values. Median home sales prices often hit their calendar-year highs in spring or early summer.

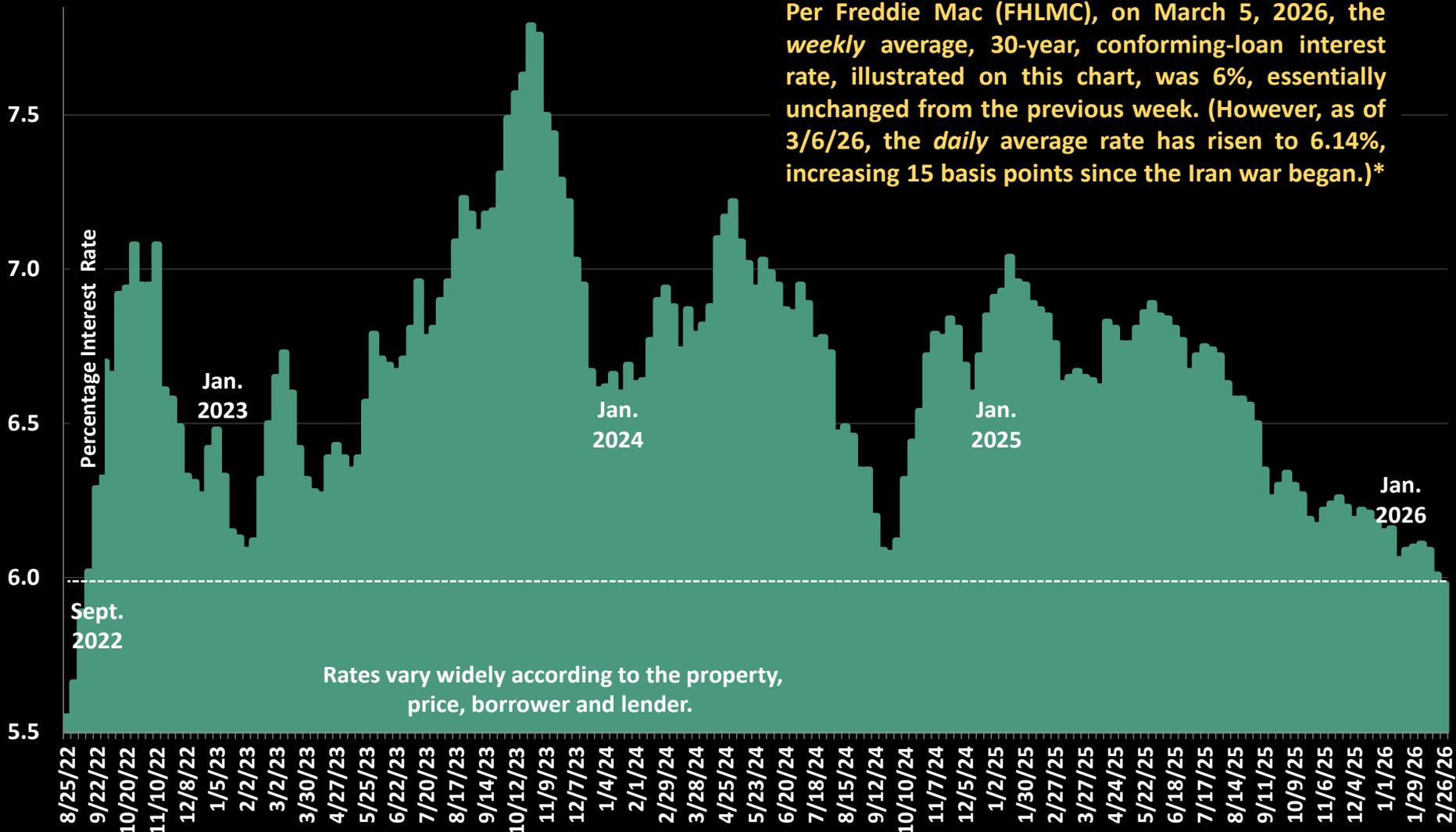
The wild card in coming months is what sustained effects, if any, the Iran war may have on inflation, interest rates, financial markets and consumer confidence. There may be no significant impact on housing, unlike the tariff shock which caused an abrupt slowdown in last year's spring market.

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.

# Mortgage Interest Rates, August 2022 to 2026 YTD

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

Per Freddie Mac (FHLMC), on March 5, 2026, the weekly average, 30-year, conforming-loan interest rate, illustrated on this chart, was 6%, essentially unchanged from the previous week. (However, as of 3/6/26, the daily average rate has risen to 6.14%, increasing 15 basis points since the Iran war began.)\*



Rates vary widely according to the property, price, borrower and lender.

\*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.

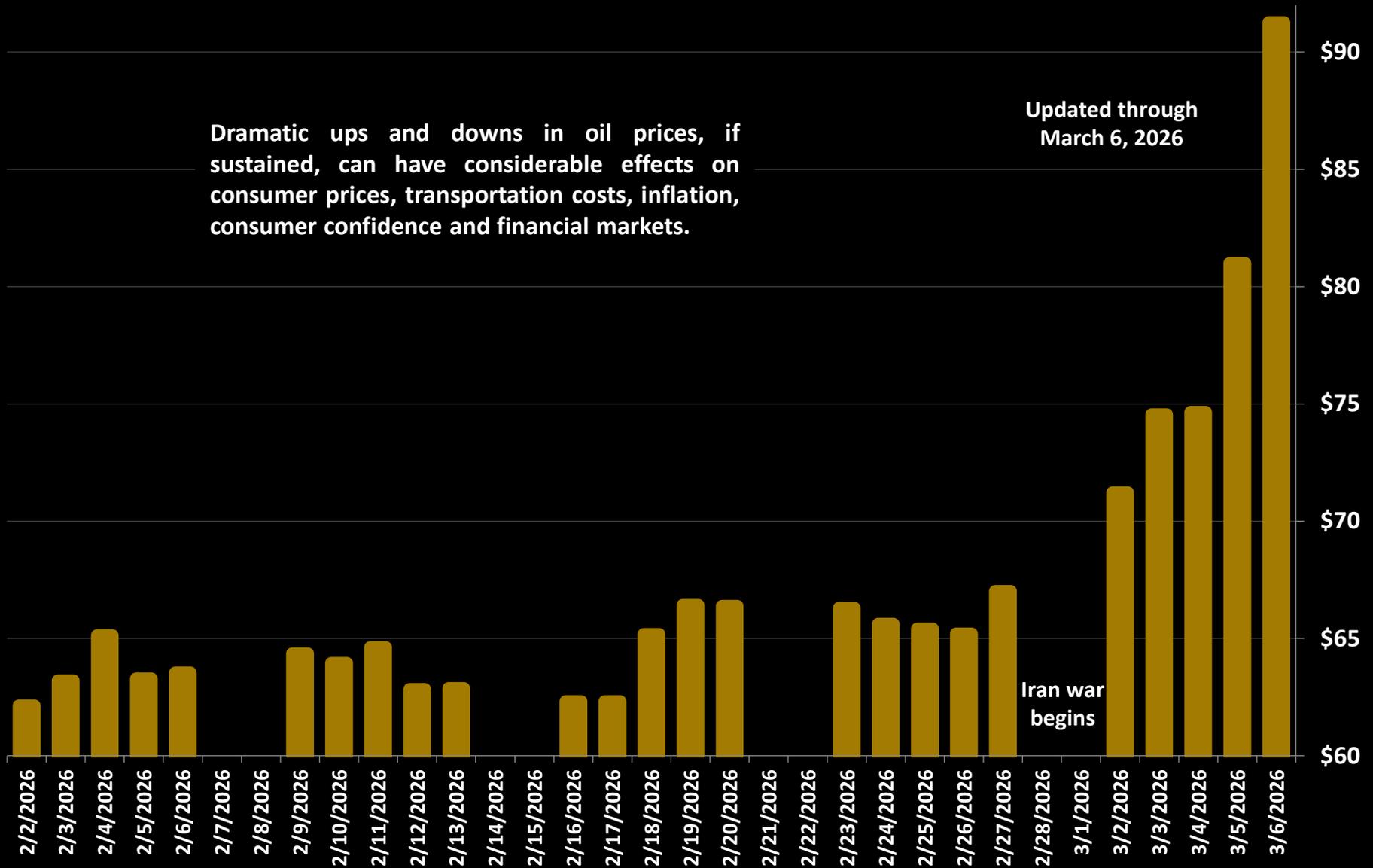


# Crude Oil, Price per Barrel

Since February 2, 2026\*

Dramatic ups and downs in oil prices, if sustained, can have considerable effects on consumer prices, transportation costs, inflation, consumer confidence and financial markets.

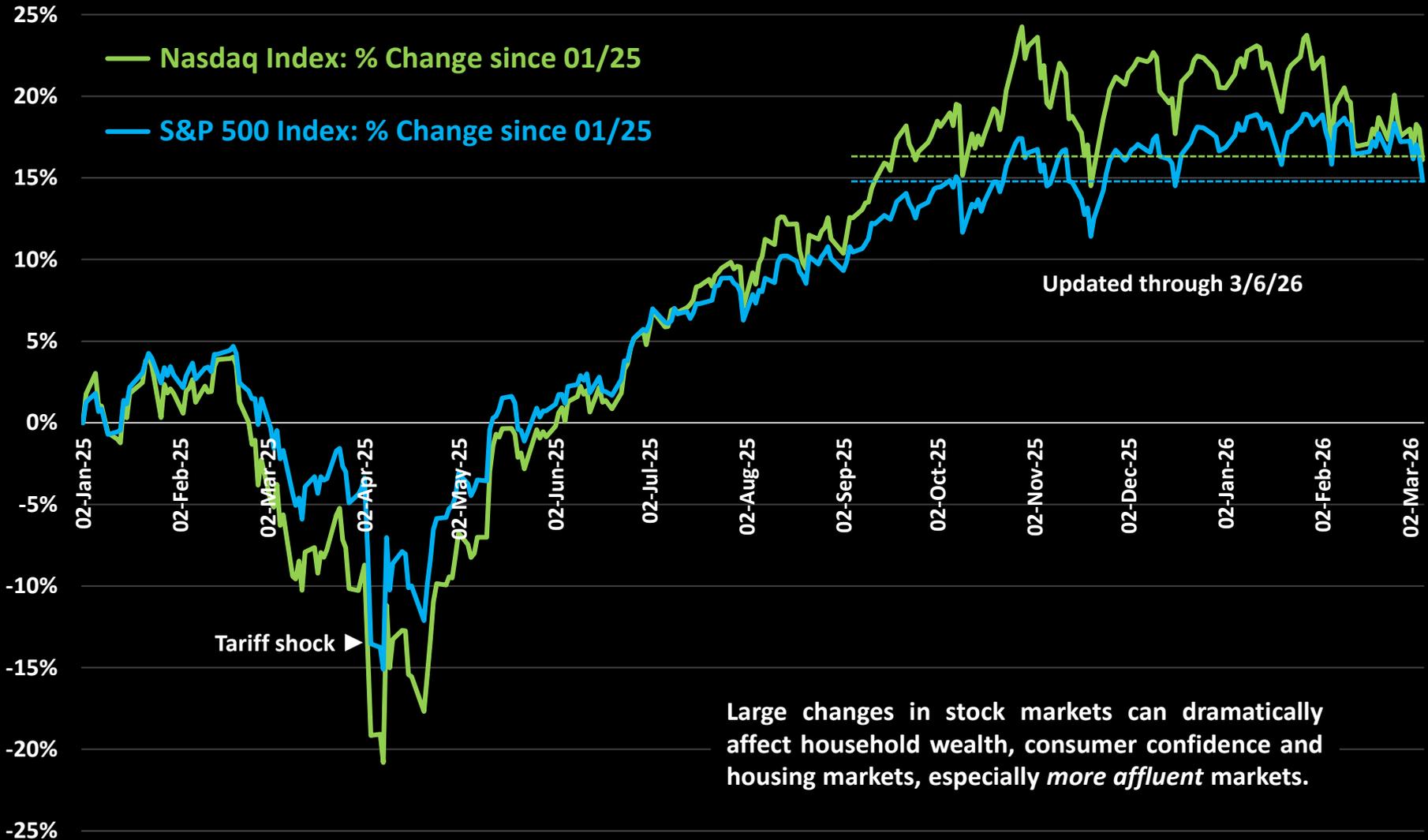
Updated through  
March 6, 2026



\*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.

# Financial Markets, 2025 – 2026 YTD

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



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

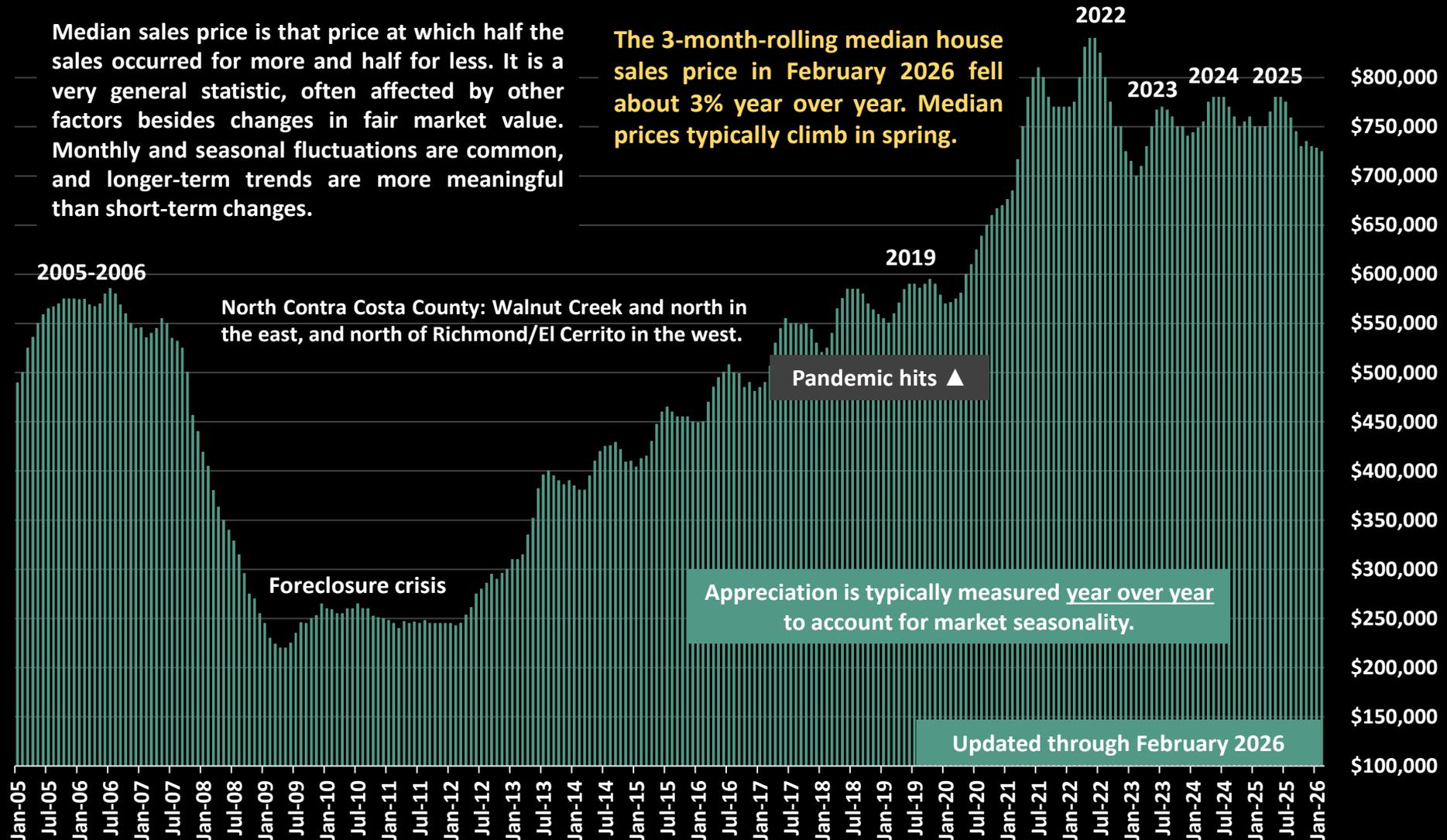
Data per MarketWatch.com, <https://www.marketwatch.com/investing/index/comp/download-data> and <https://www.marketwatch.com/investing/index/spx/download-data>. Data from source deemed reliable but may contain errors and subject to revision. Financial market values change constantly and all numbers to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

# North Contra Costa County: House Price Trends

## 3-Month Rolling Median House Sales Prices since 2005\*

Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic, often affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common, and longer-term trends are more meaningful than short-term changes.

The 3-month-rolling median house sales price in February 2026 fell about 3% year over year. Median prices typically climb in spring.

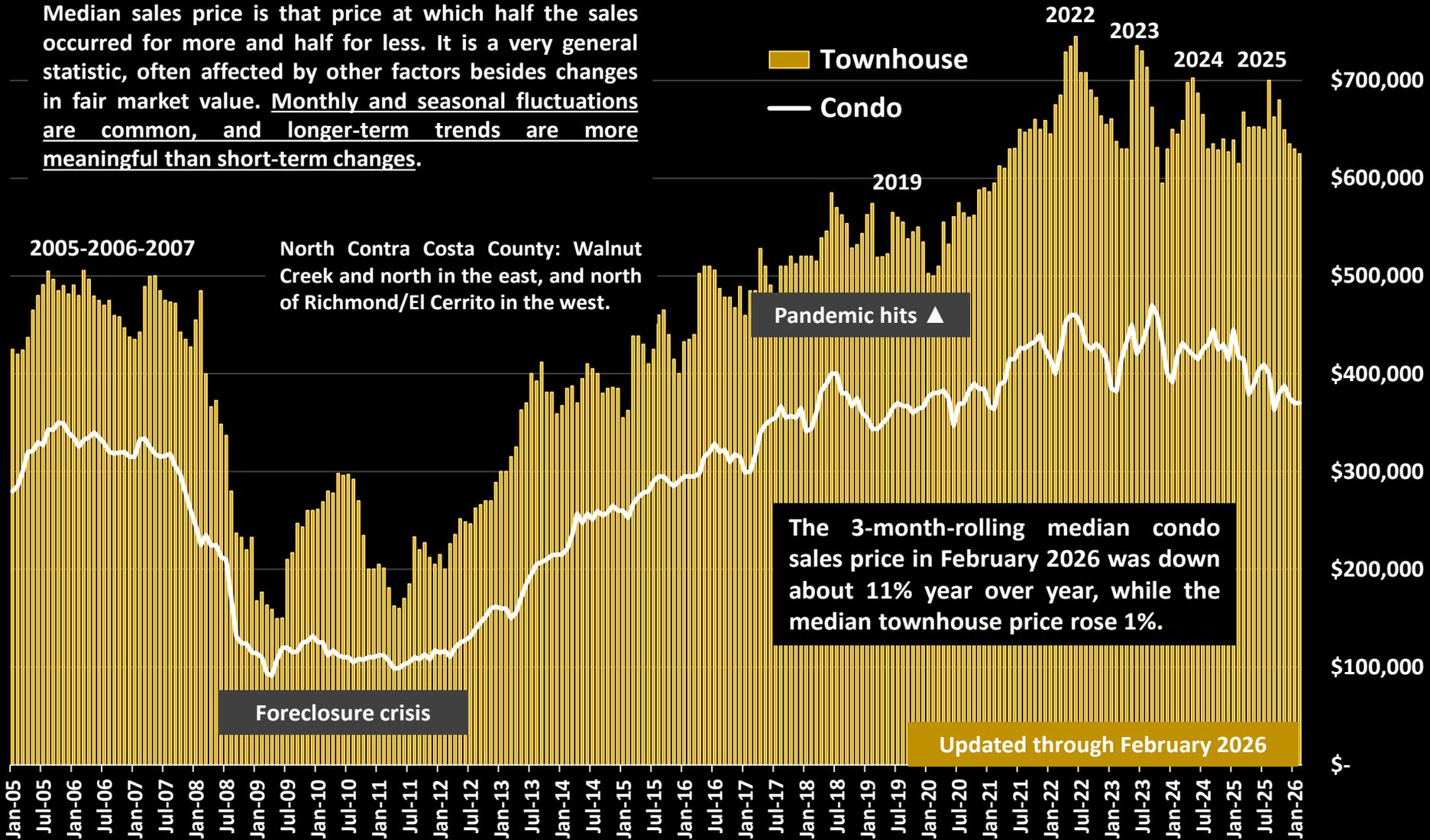


\*3-month rolling median house sales prices reported to NorCal MLS Alliance, per Infospartks, large sample of regional sales. Analysis may contain errors and subject to revision. All numbers approximate and may change with late-reported sales.

# North Contra Costa County: Condo & Townhouse Price Trends

## 3-Month Rolling Median Sales Prices since 2005\*

Median sales price is that price at which half the sales occurred for more and half for less. It is a very general statistic, often affected by other factors besides changes in fair market value. Monthly and seasonal fluctuations are common, and longer-term trends are more meaningful than short-term changes.

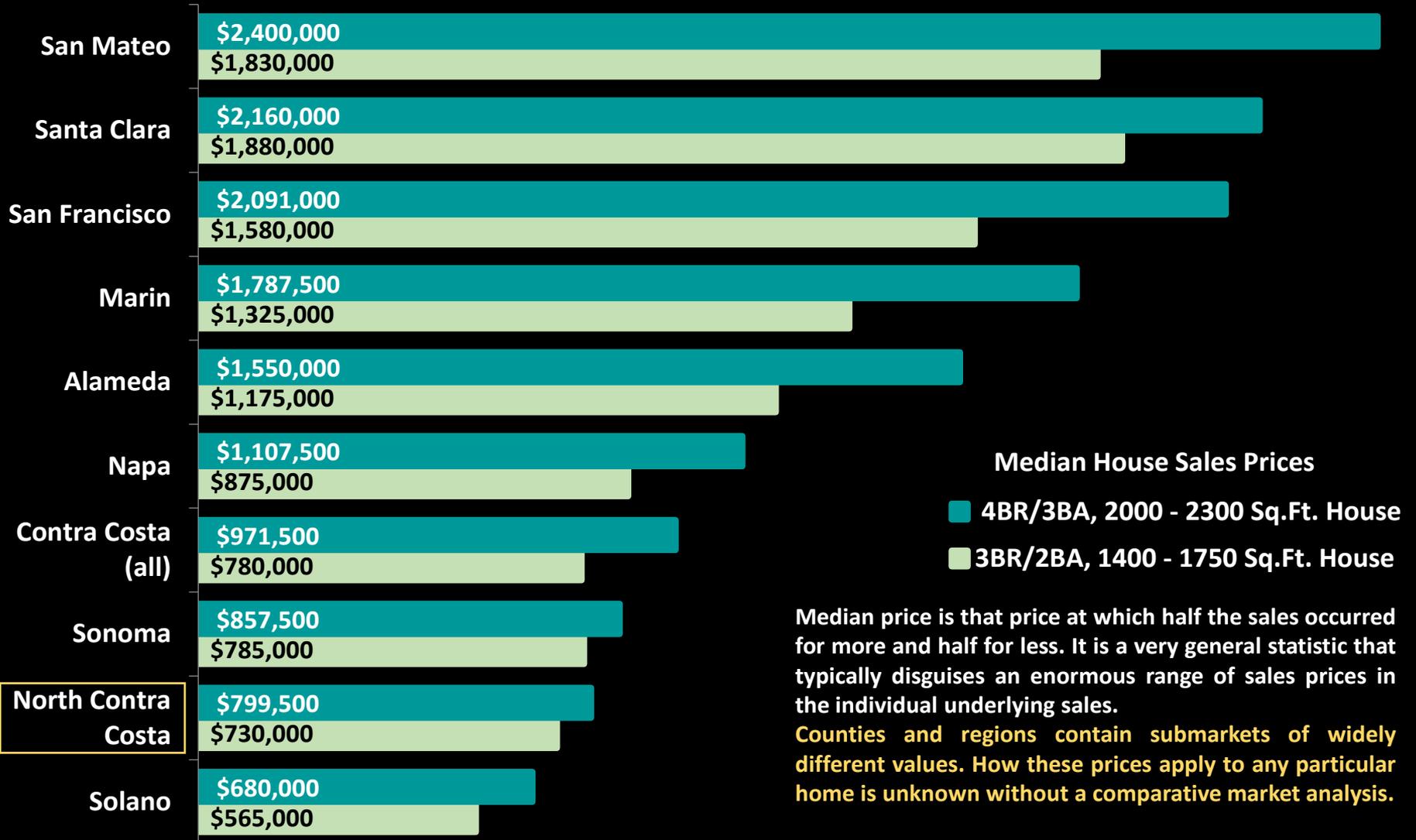


\*3-month rolling median condo and townhouse sales prices reported to NorCal MLS Alliance, per Infosparks, large sample of regional sales. Analysis may contain errors and subject to revision. All numbers approximate and may change with late-reported sales.

# Median House Sales Prices: 3-Bedroom & 4-Bedroom Homes

by Bay Area County, 12 Months Sales\*

North Contra Costa refers to communities from Walnut Creek north.



## Median House Sales Prices

- 4BR/3BA, 2000 - 2300 Sq.Ft. House
- 3BR/2BA, 1400 - 1750 Sq.Ft. House

Median price is that price at which half the sales occurred for more and half for less. It is a very general statistic that typically disguises an enormous range of sales prices in the individual underlying sales.

Counties and regions contain submarkets of widely different values. How these prices apply to any particular home is unknown without a comparative market analysis.

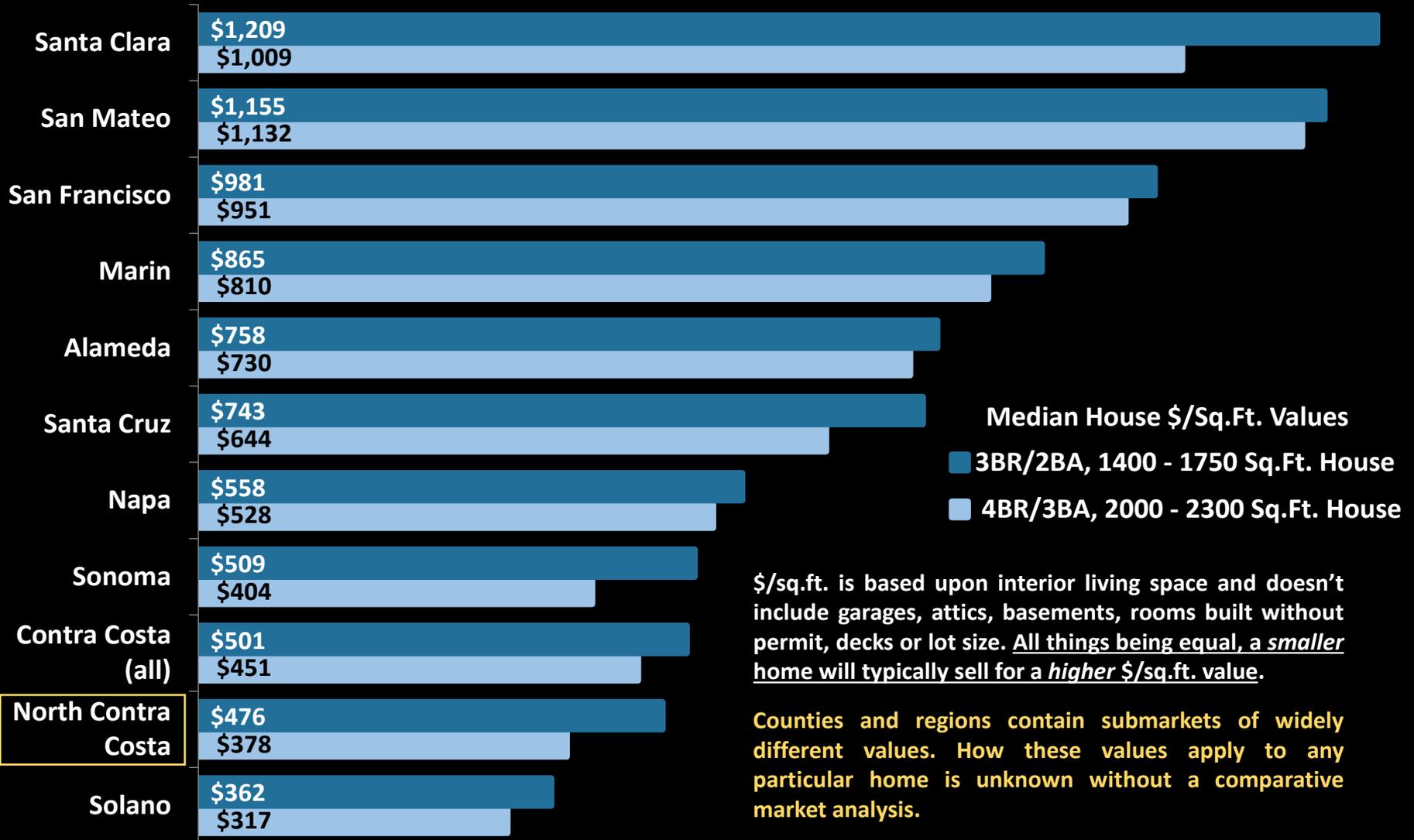
Sales reported to NorCal MLS Alliance in the 12 months through 2/28/26. Data from sources deemed reliable but may contain errors and subject to revision. Not all sales are reported to MLS. All numbers approximate and may change with late-reported sales.



# Median House Dollar per Square Foot Values

by Bay Area County, 12 Months Sales\*

North Contra Costa refers to communities from Walnut Creek north.



Median House \$/Sq.Ft. Values

- 3BR/2BA, 1400 - 1750 Sq.Ft. House
- 4BR/3BA, 2000 - 2300 Sq.Ft. House

\$/sq.ft. is based upon interior living space and doesn't include garages, attics, basements, rooms built without permit, decks or lot size. All things being equal, a smaller home will typically sell for a higher \$/sq.ft. value.

Counties and regions contain submarkets of widely different values. How these values apply to any particular home is unknown without a comparative market analysis.

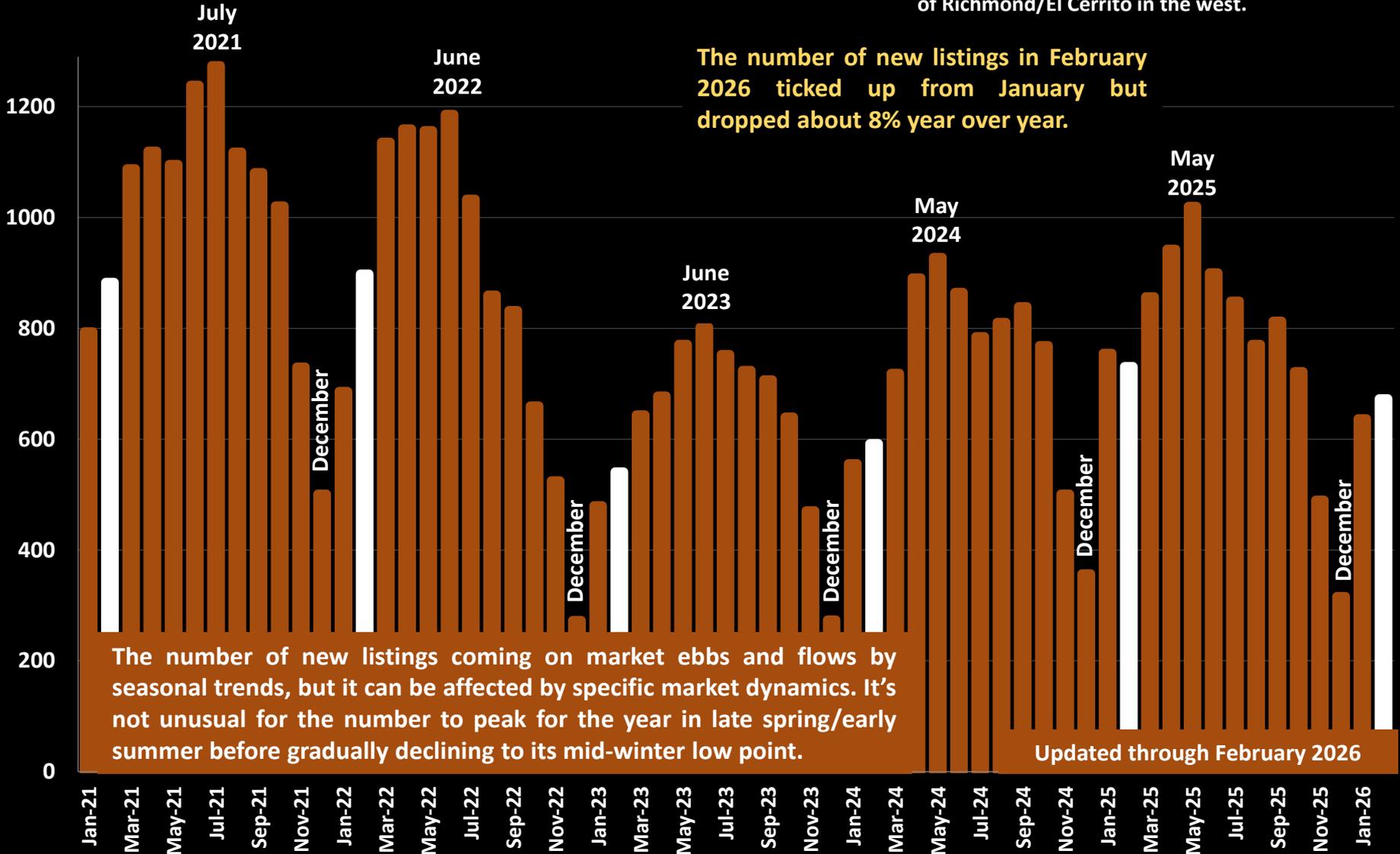
Sales reported to NorCal MLS Alliance in the 12 months through 2/28/26. Data from sources deemed reliable but may contain errors and subject to revision. Not all sales are reported to MLS. All numbers approximate and may change with late-reported sales.



# New Listings Coming on Market

## North Contra Costa Market Dynamics & Seasonality

North Contra Costa County: Walnut Creek and north in the east, and north of Richmond/El Cerrito in the west.



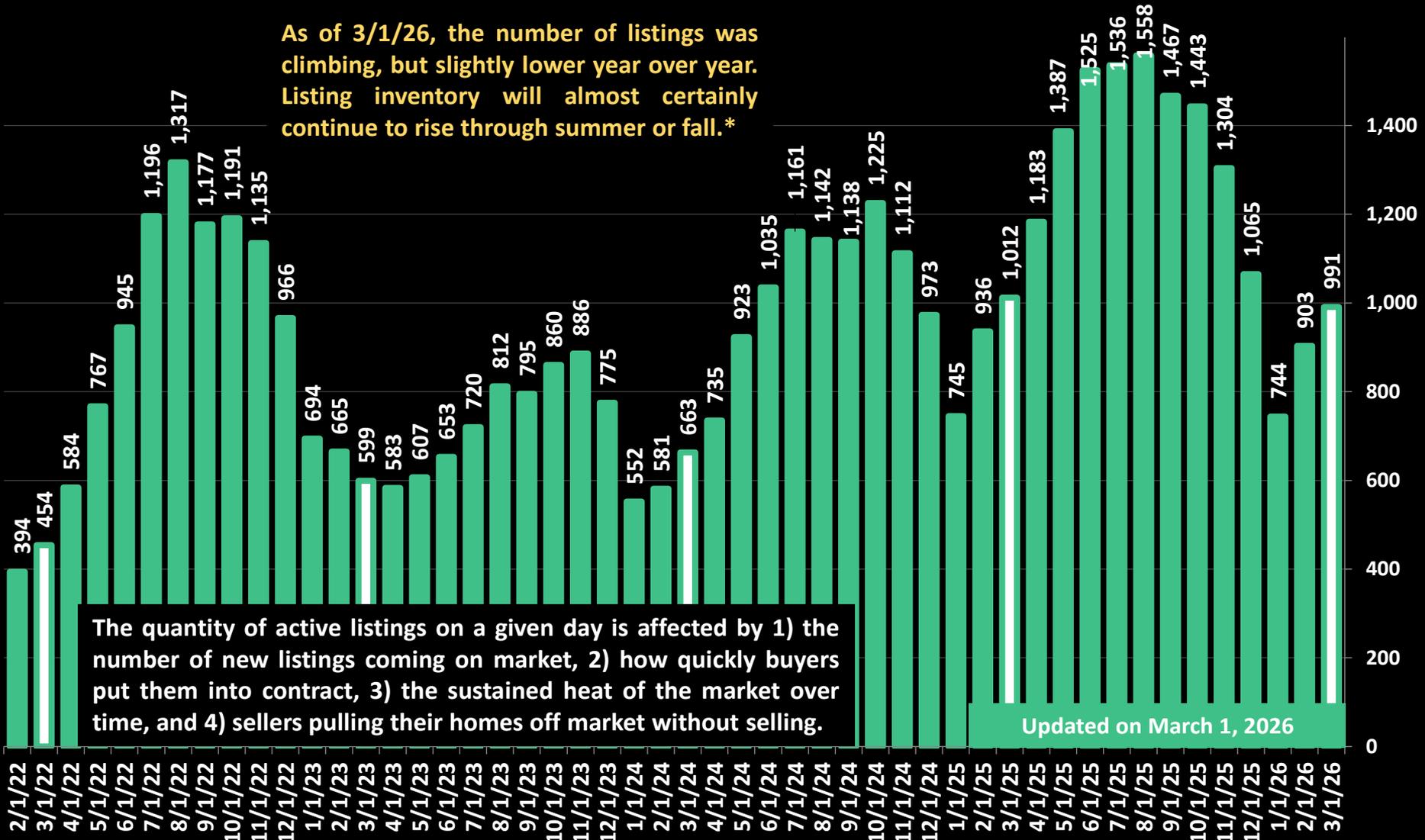
Listings posted to East Bay MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

# North Contra Costa County

## Active & Coming-Soon Listings on 1<sup>st</sup> of Month\*

North Contra Costa County: Walnut Creek and north in the east, and north of Richmond/El Cerrito in the west.

As of 3/1/26, the number of listings was climbing, but slightly lower year over year. Listing inventory will almost certainly continue to rise through summer or fall.\*



The quantity of active listings on a given day is affected by 1) the number 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 market without selling.

Updated on March 1, 2026

\* Active/Coming-Soon house, condo, co-op and townhouse 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.



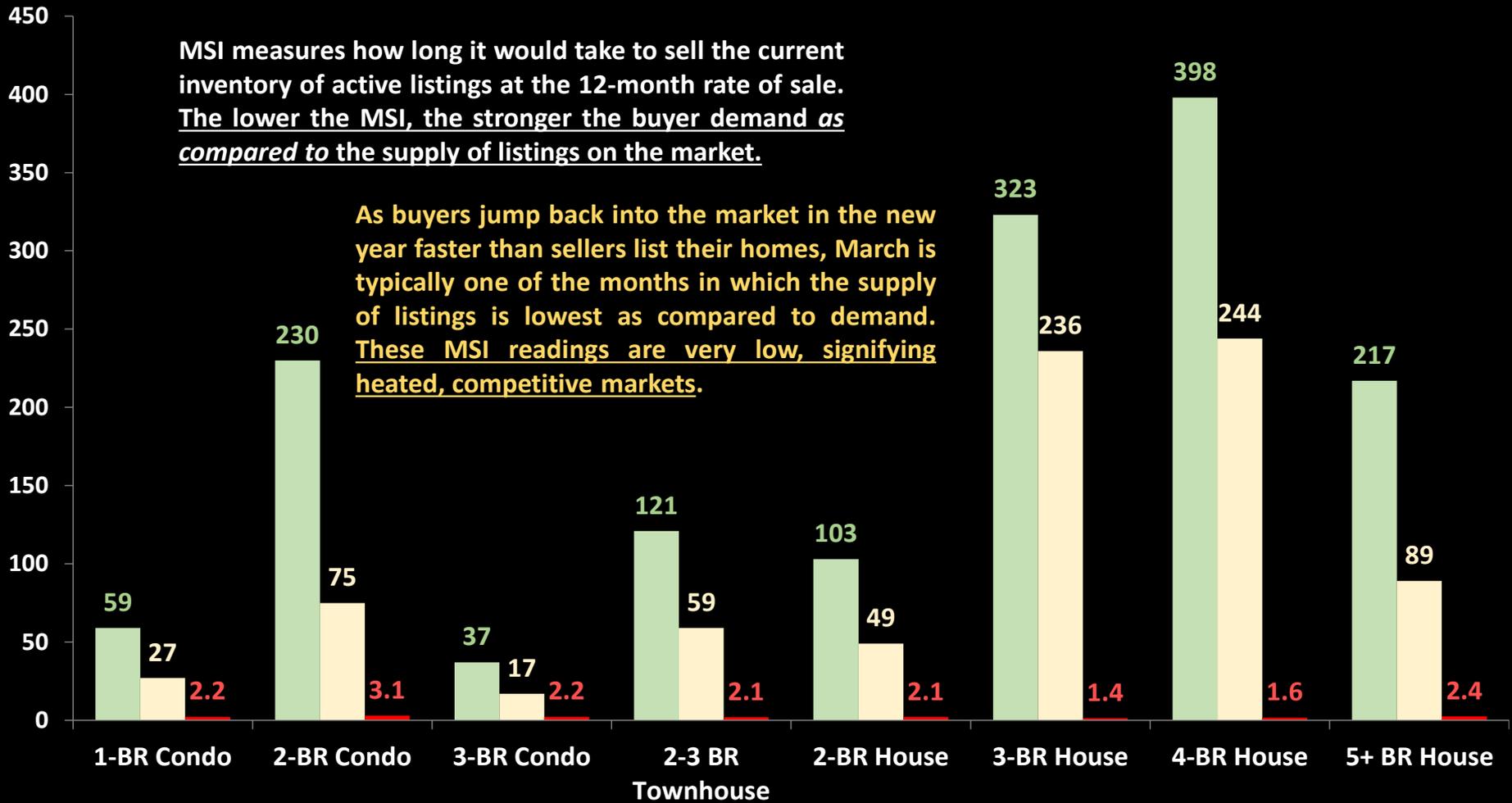
# Contra Costa County: Supply vs. Demand

# of Listings on Market vs. Average Monthly Sales\*

■ Active Listings

■ Average Monthly Sales

■ Months Supply of Inventory (MSI)

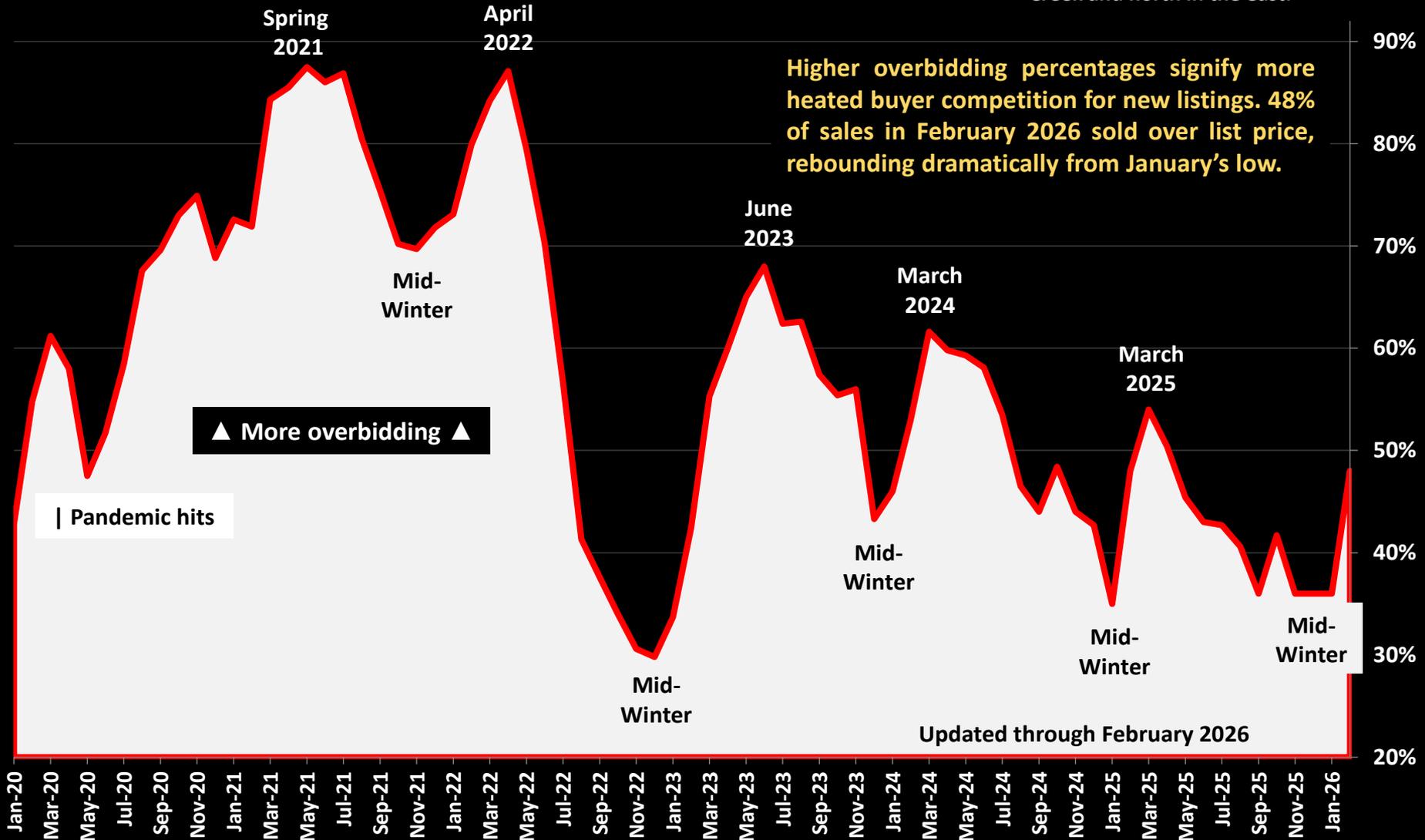


Active/coming-soon listings posted to NorCal Alliance on 2/27/26 and average monthly number of sales in the 12 months through 2/15/26. Months Supply of Inventory = Listing Count/Avg. Monthly Sales. Condo data includes co-ops and townhouse data includes duets. Not all listings and sales are reported to MLS. Data derived from sources deemed reliable but may contain errors and is subject to revision. Listing and sales counts change constantly. All numbers are approximate.

# Overbidding List Prices in North Contra Costa County

## Percentage of Home Sales Closing over List Price

Covering Contra Costa County north of Richmond/El Cerrito in the west and including Walnut Creek and north in the east.



Large sample of regional sales data reported to NORCAL MLS® ALLIANCE, per Infosparks. Reflecting the percentage of sales closing at sales prices over the final list prices. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate and may change with late-reported sales.



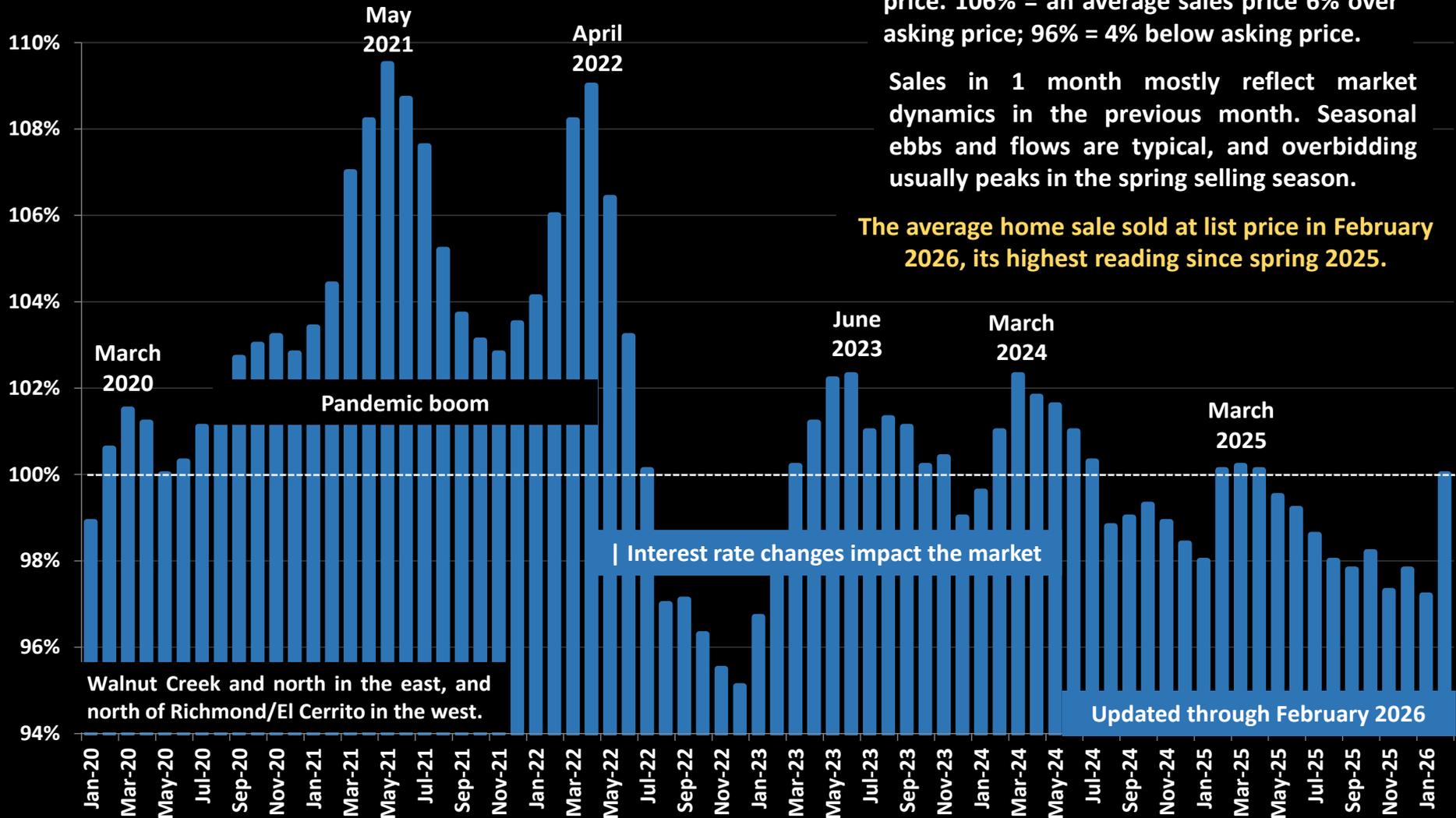
# Average Sales Price to Original List Price Percentage (SP/LP %)

## North Contra Costa Market Dynamics: Over/Under Bidding

100% = an average sales price at original list price. 106% = an average sales price 6% over asking price; 96% = 4% below asking price.

Sales in 1 month mostly reflect market dynamics in the previous month. Seasonal ebbs and flows are typical, and overbidding usually peaks in the spring selling season.

The average home sale sold at list price in February 2026, its highest reading since spring 2025.



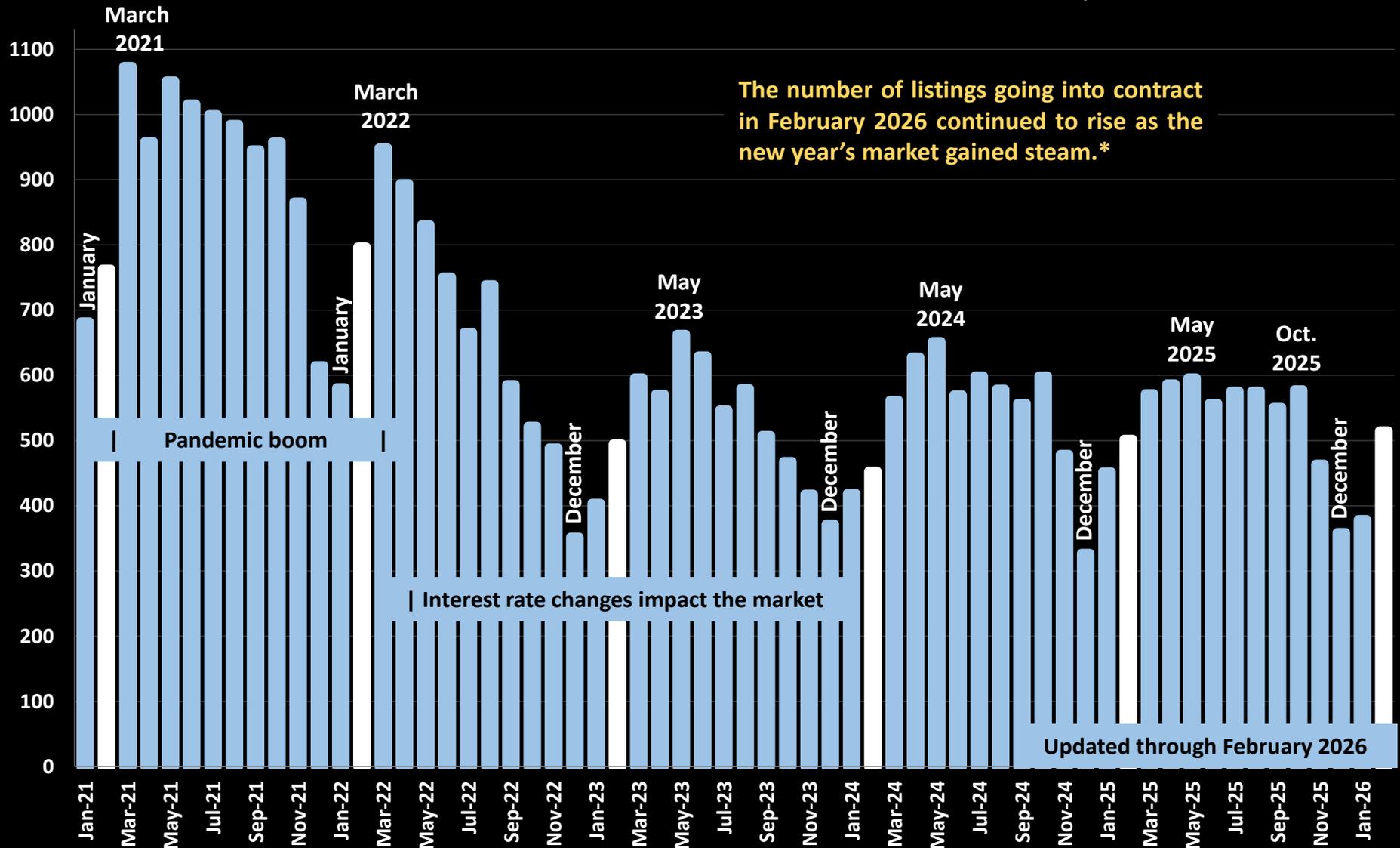
Large sample of sales of houses, condos, townhouses reported to NorCal MLS Alliance, per Infosparks. Data derived from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.



# Listings Accepting Offers (Going into Contract)

## North Contra Costa County Market Dynamics & Seasonality

North Contra Costa County: Walnut Creek and north in the east, and north of Richmond/El Cerrito in the west

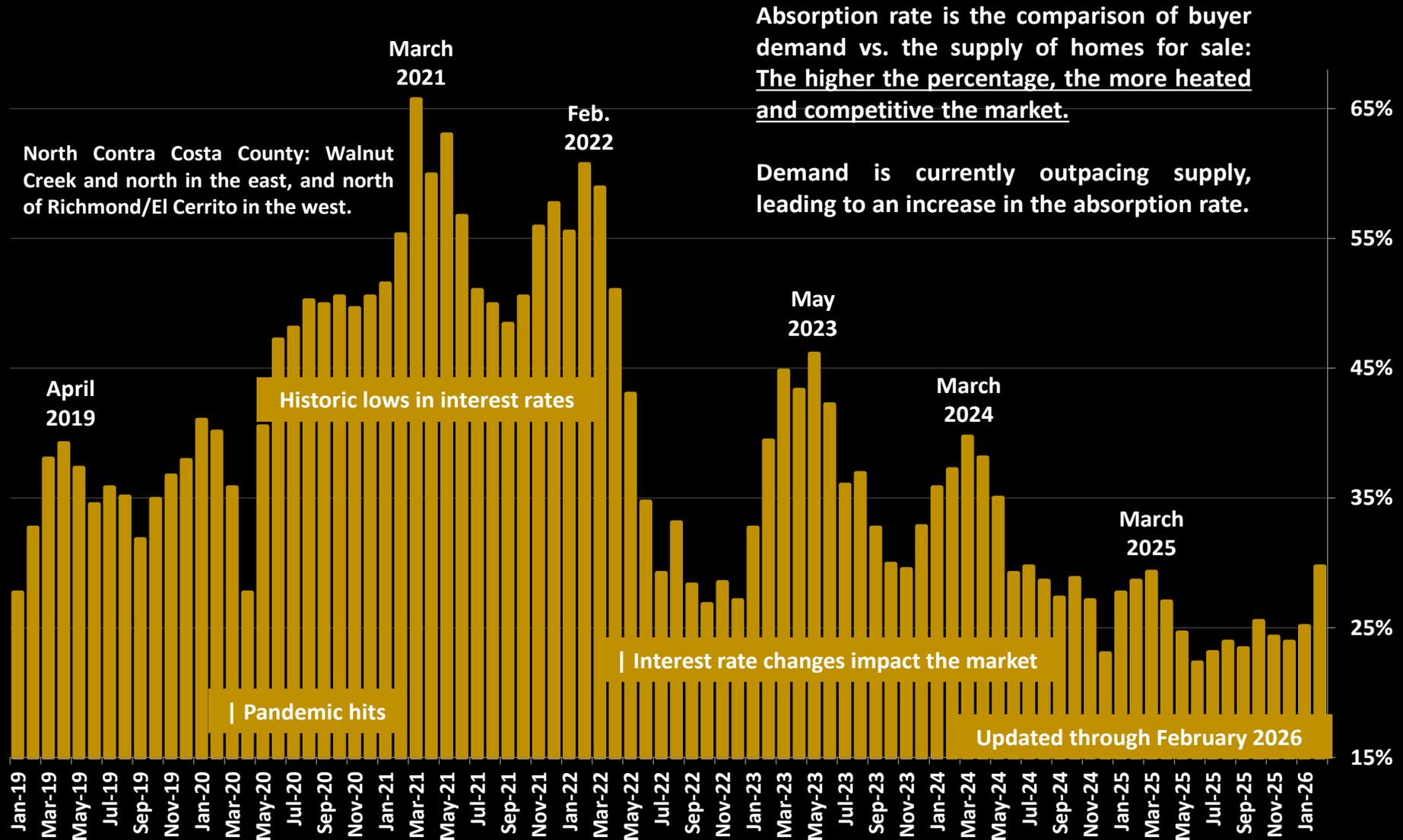


Activity reported to East Bay MLS, per Broker Metrics. Pending-listing counts can be affected by contracts terminated after the month ends. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate. Late reported activity may change last month's number.



# Percentage of Listings Accepting Offers

## North Contra Costa: Absorption Rate by Month

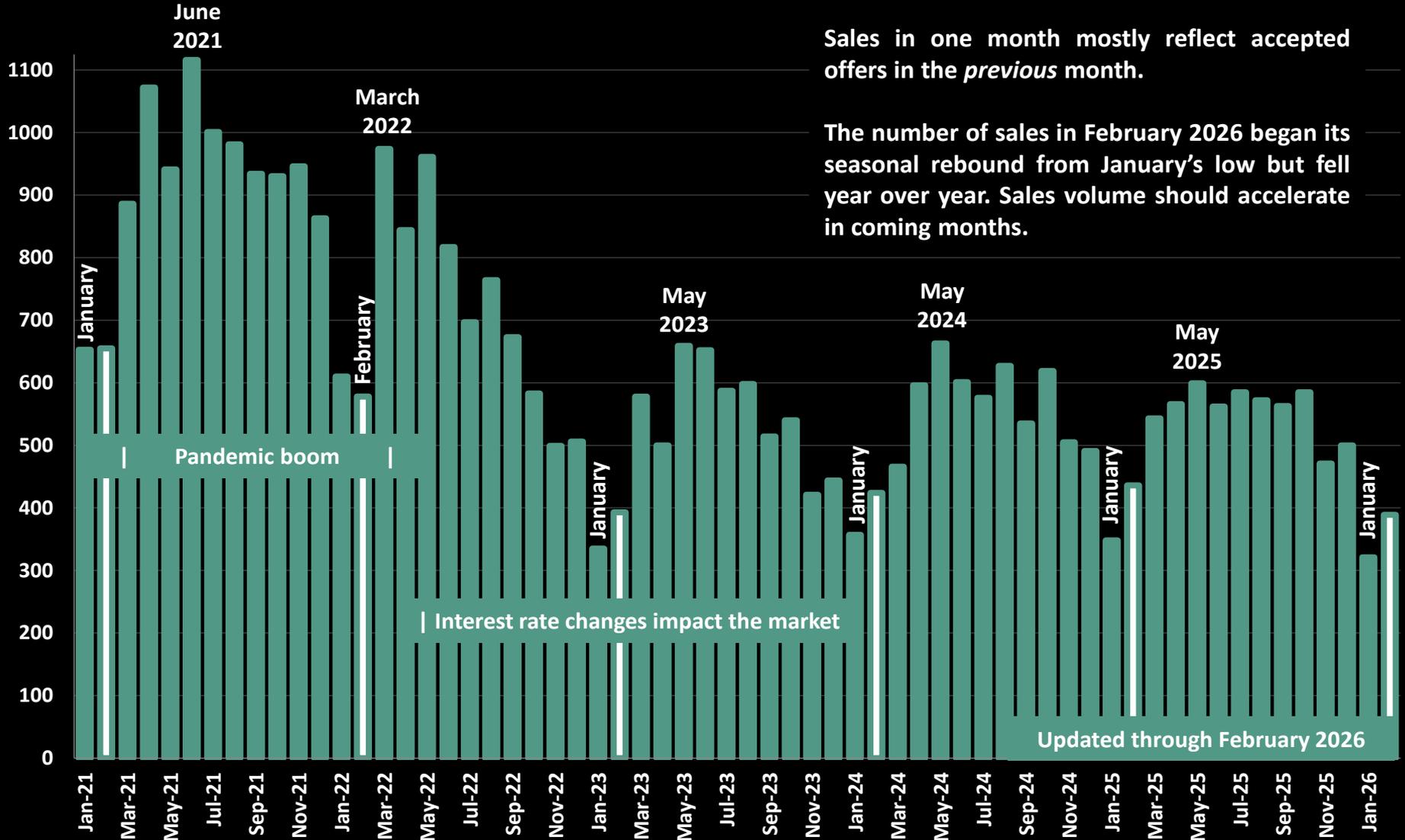


\*EastBayMLS reported data for houses, condos and townhouses, per Broker Metrics. Last month's data estimated using available data, may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers approximate.

# Monthly Home Sales Volume

## North Contra Costa Market Dynamics & Seasonality

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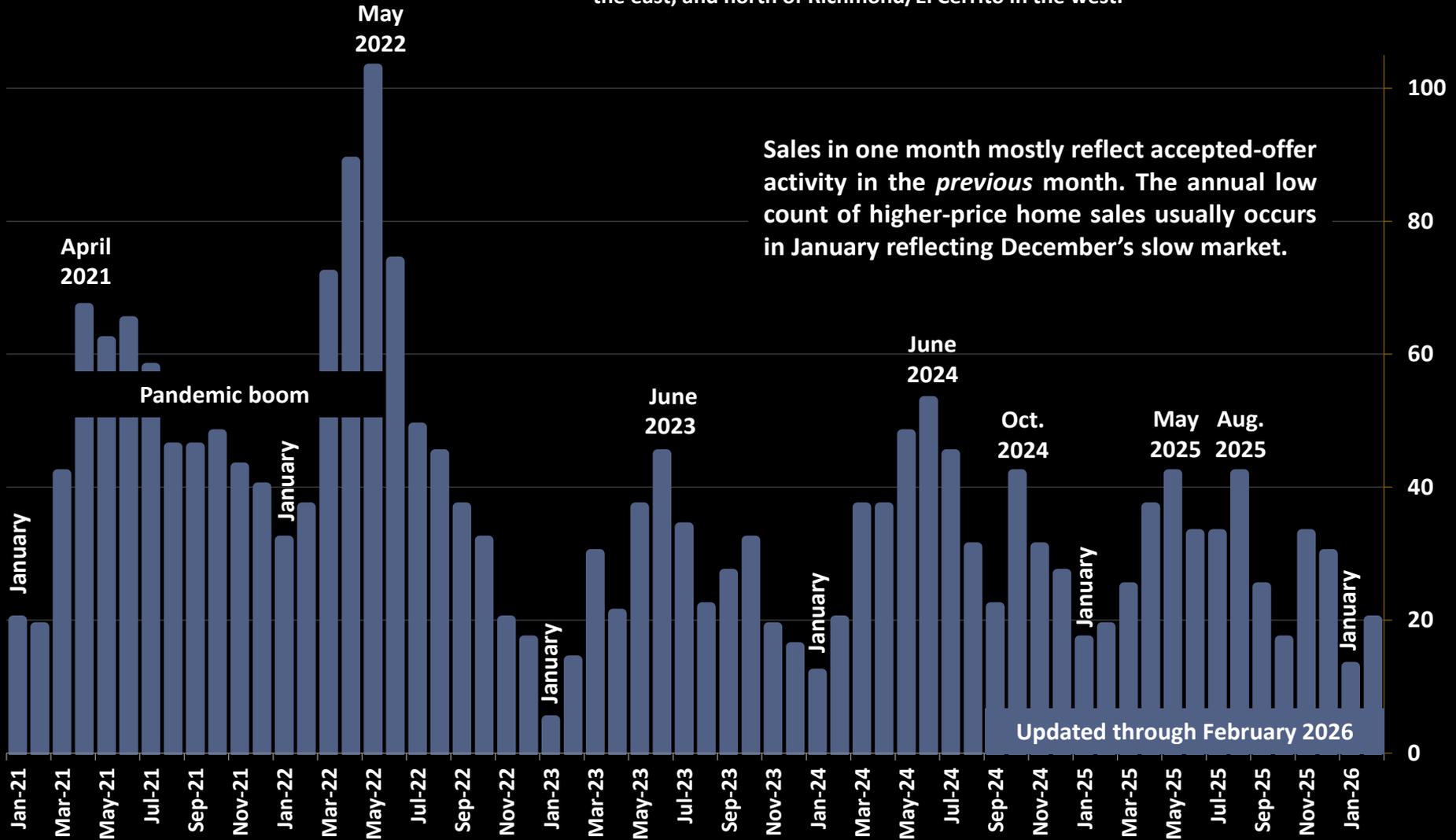
Sales of houses, condos, townhouses reported to East Bay MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. Late-reported sales may change last month data. All numbers approximate.



# North Contra Costa County: Higher Price & Luxury Home Sales

## Market Dynamics & Seasonality: Homes Selling for \$1.5 Million+, since 2021

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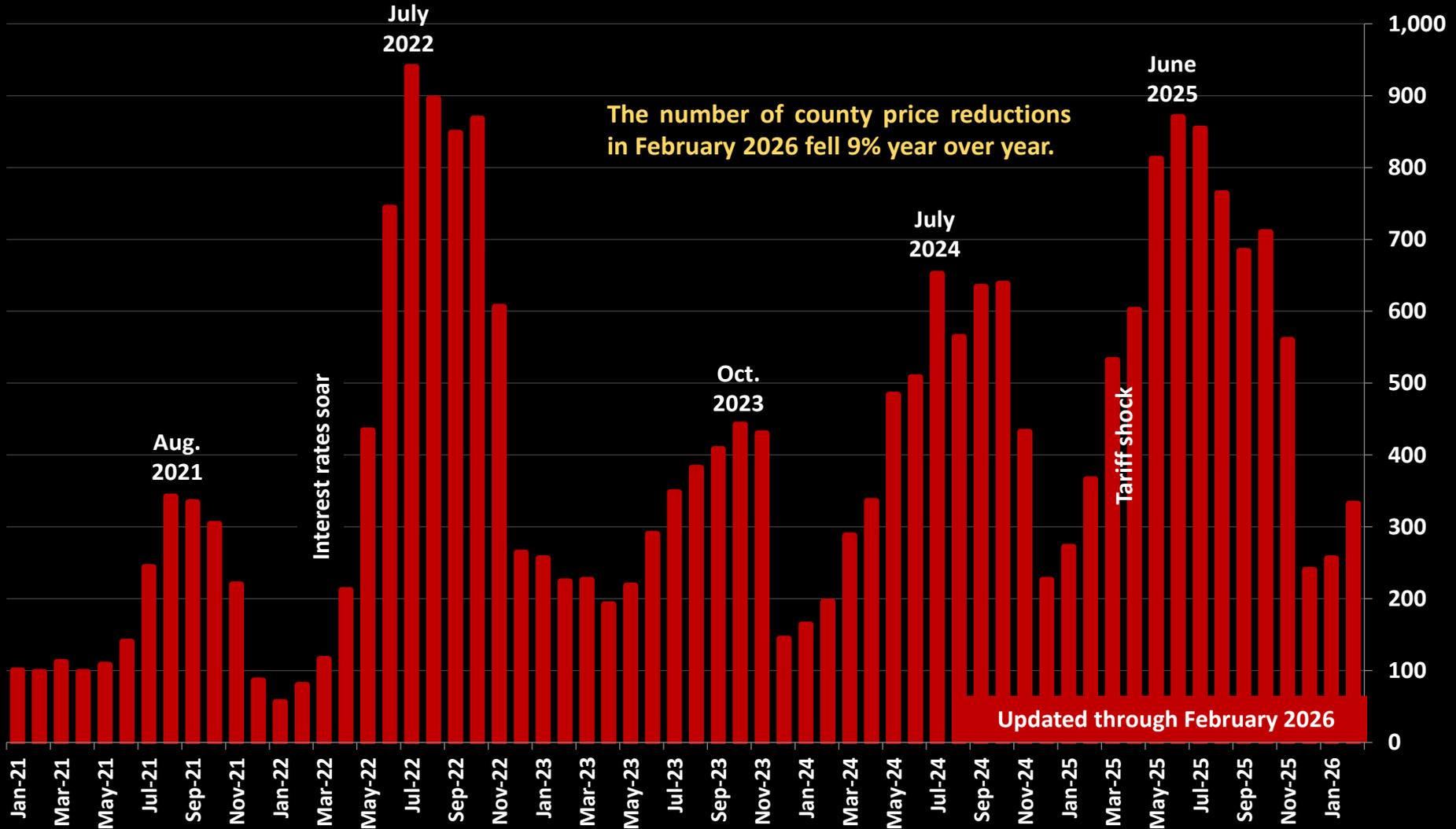
Residential sales reported to East Bay MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. Last month estimated from available data and may change with late-reported sales. All numbers approximate.



# Price Reductions on Active Listings

## Contra Costa County Market Dynamics & Seasonality

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



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.

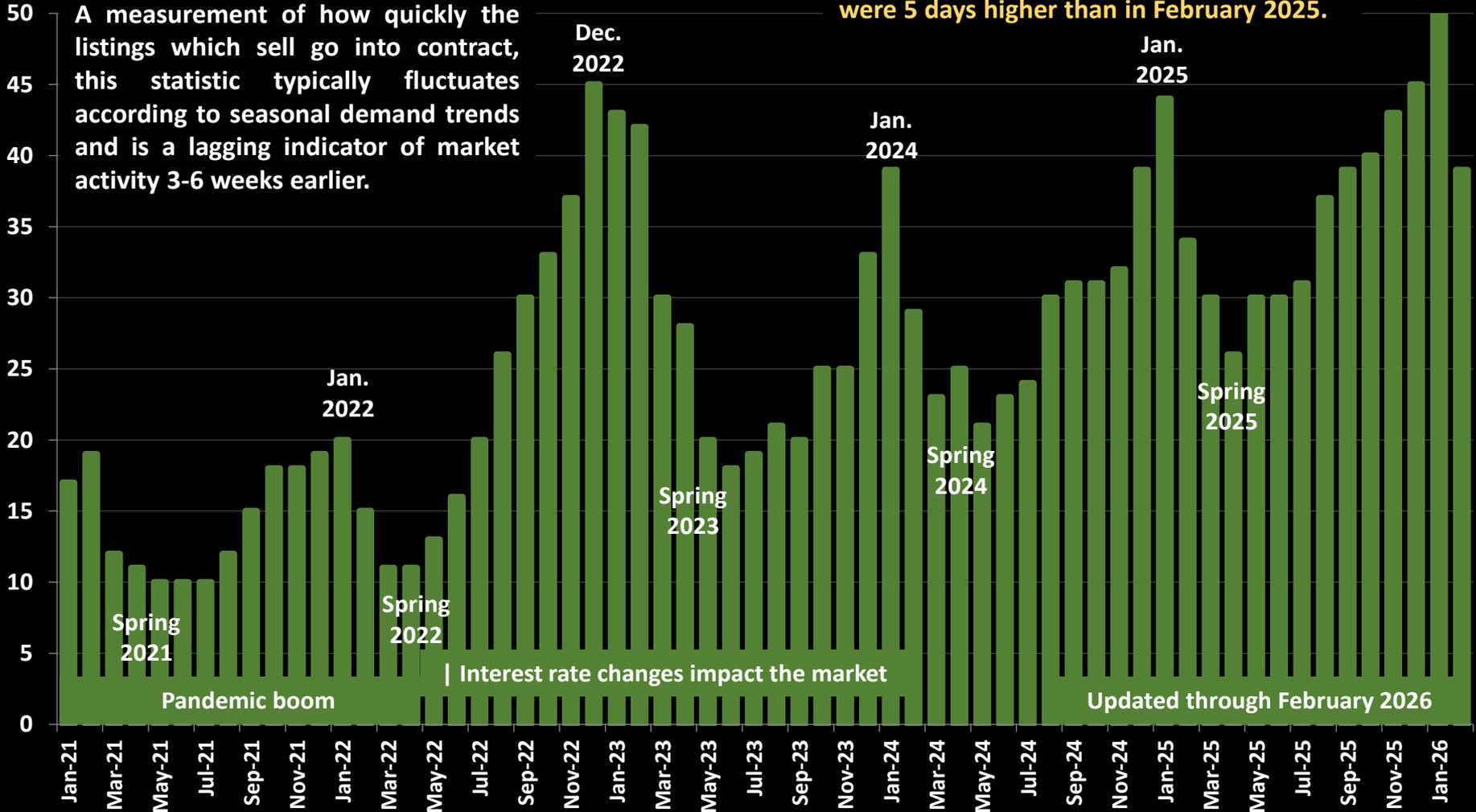


# Average Days on Market – Speed of Sale

## North Contra Costa: Market Dynamics & Seasonality

Walnut Creek and north in the east, and north of Richmond/El Cerrito in the west.

Homes usually sell fastest in spring as buyers respond to the rush of new listings. Sales in midwinter are typically dominated by listings that have been on the market much longer. Average days-on-market in February 2026 dropped from January but were 5 days higher than in February 2025.



Large sample of 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.



## **Additional Economic & Demographic Data**



# S&P 500 Cyclically-Adjusted Price to Earnings (CAPE) Ratio\*

By Month since January 1985

The CAPE ratio is a stock market valuation measure created by economist Robert Shiller. It is defined as the current price of the S&P 500 divided by the moving-average of 10 years of inflation-adjusted earnings and is principally used to assess likely future returns over longer periods. A higher CAPE ratio can suggest investors are expecting higher future growth, or that the stock market is overvalued.



Updated February 4, 2026

\*Source: Robert Shiller, <https://shillerdata.com/>. Reading are sometimes subsequently revised. Data from sources deemed reliable but not guaranteed and should be considered approximate.

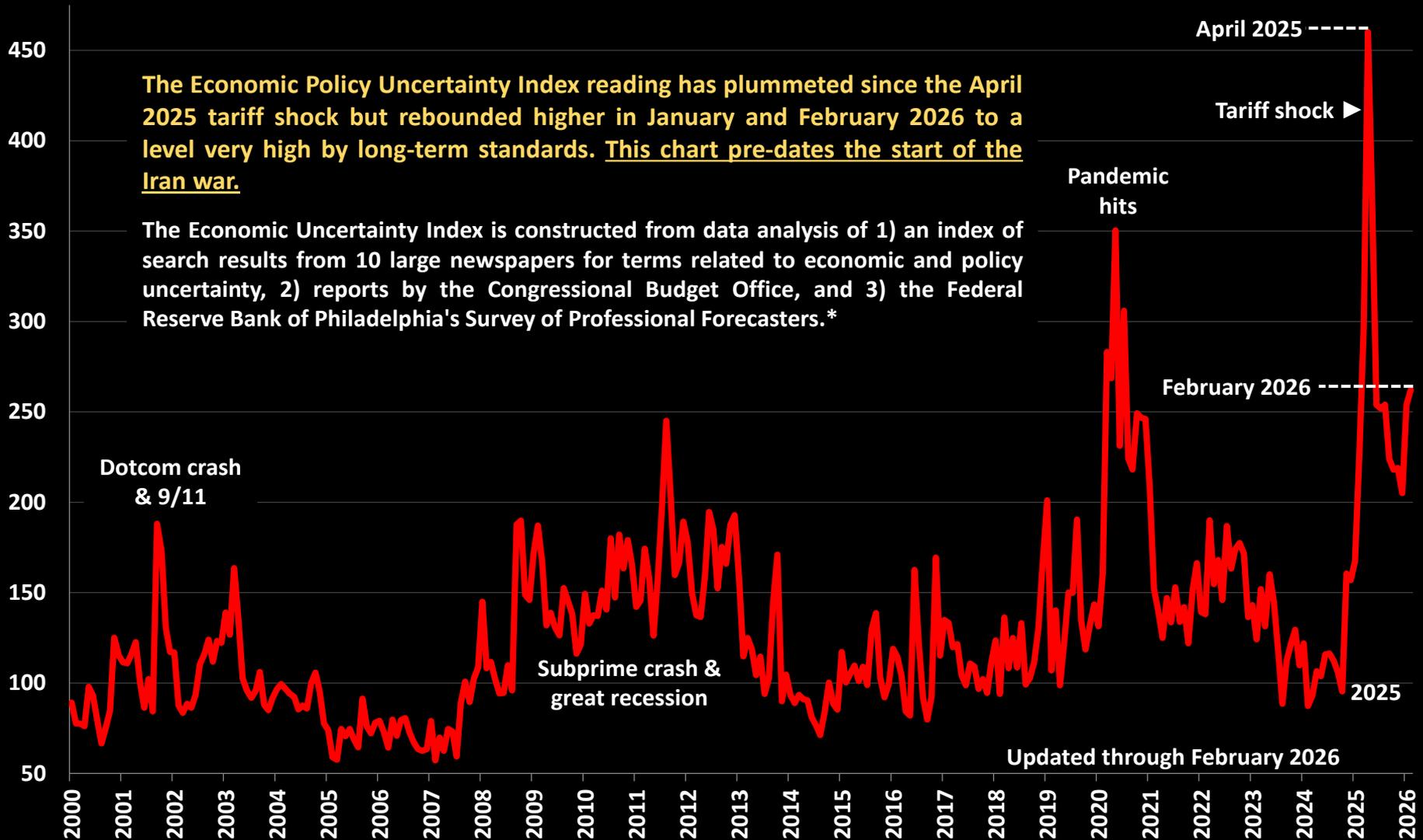


# Economic Policy Uncertainty Index\*

By Month since January 2000

The Economic Policy Uncertainty Index reading has plummeted since the April 2025 tariff shock but rebounded higher in January and February 2026 to a level very high by long-term standards. This chart pre-dates the start of the Iran war.

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.\*

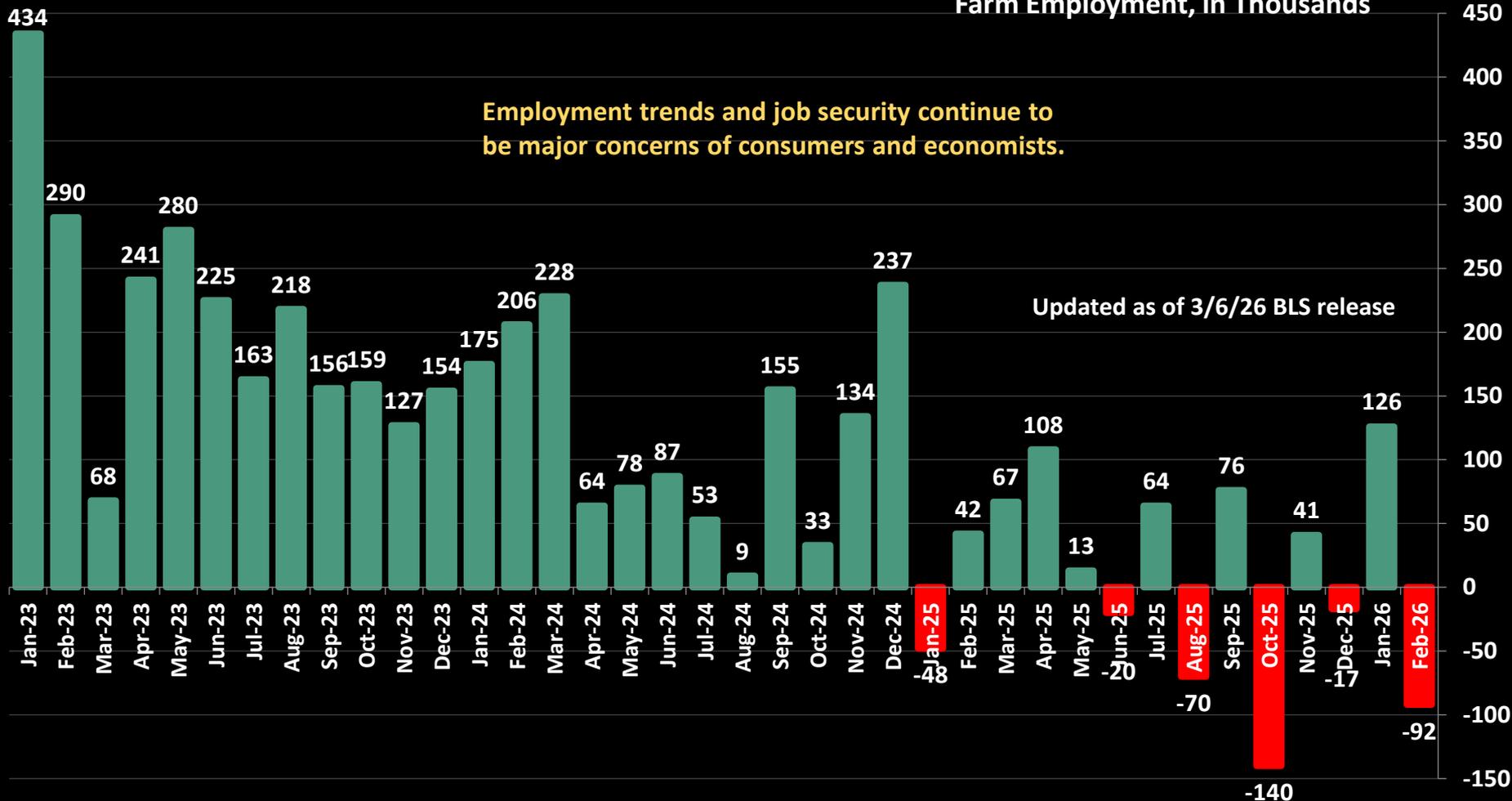


\*Source: 'Measuring Economic Policy Uncertainty' by Scott Baker, Nicholas Bloom and Steven J. Davis, 3-component index, [www.PolicyUncertainty.com](http://www.PolicyUncertainty.com), [https://www.policyuncertainty.com/us\\_monthly.html](https://www.policyuncertainty.com/us_monthly.html). Data from sources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

# U.S. Jobs Report\*

Monthly Change in Number of Jobs, in Thousands\*

Monthly Change in U.S. Non-Farm Employment, in Thousands



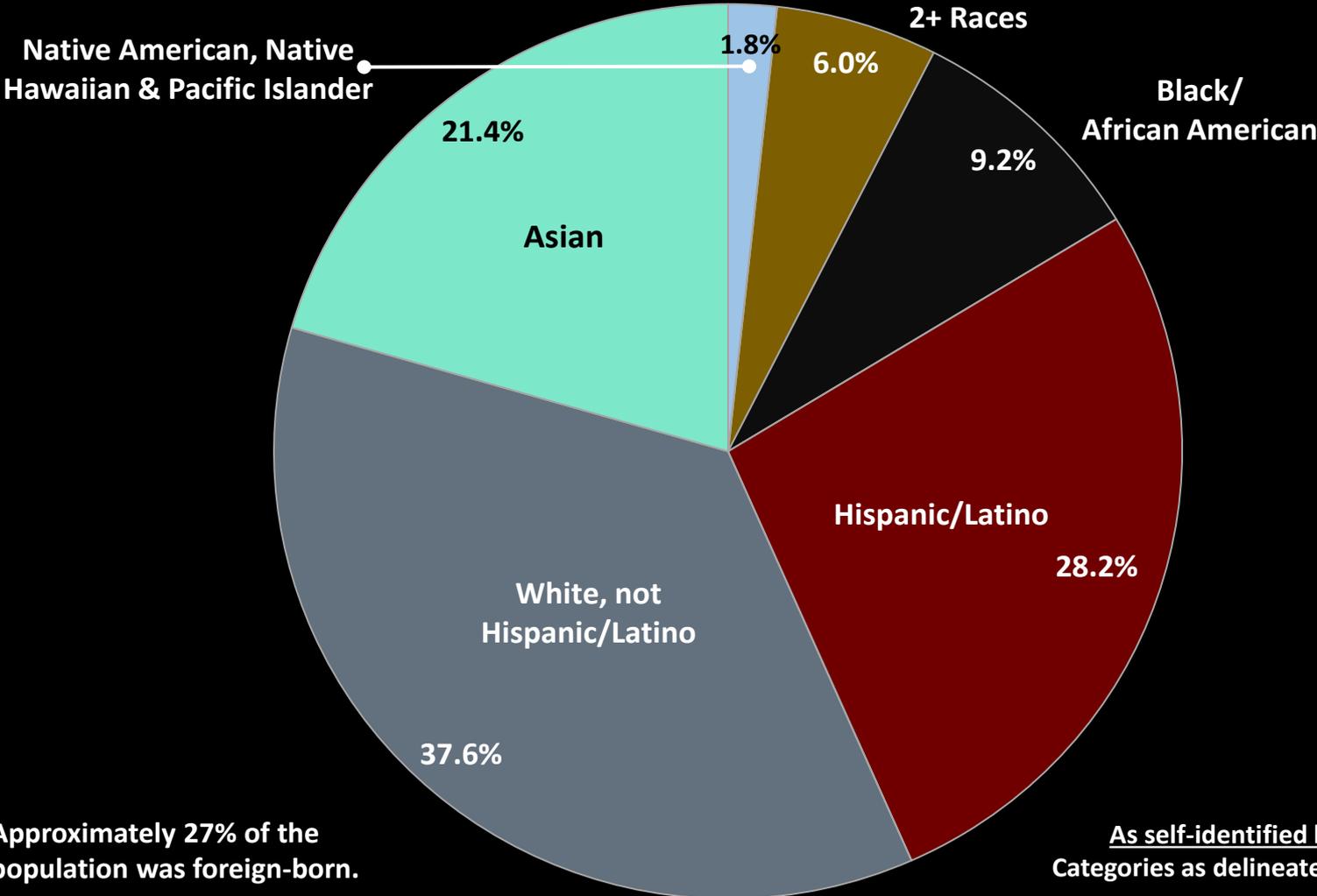
Note: BLS often revises its monthly estimates, *sometimes very substantially*.

\*U.S. Bureau of Labor Statistics, "All employees, thousands, total nonfarm, seasonally adjusted": [https://data.bls.gov/timeseries/CES0000000001&output\\_view=net\\_1mth](https://data.bls.gov/timeseries/CES0000000001&output_view=net_1mth). Last 2 readings are labeled "preliminary" and often substantially revised. Data from sources deemed reliable but may contain errors.



# Contra Costa County Population Breakdown Estimates by Race/Ancstry

The Bay Area has one of the most diverse populations in the world.



Approximately 27% of the population was foreign-born.

As self-identified by residents:  
Categories as delineated by U.S. Census.

U.S. Census 7/1/24 estimates. Data from sources deemed reliable but may contain errors and subject to revision. Estimates published with significant margins of error and should be considered very approximate. Due to the way Census data is collected & sorted, percentages do not add up to 100%.



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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