

Willits 95490

ZIP code · CA · California > Mendocino County > Willits

BALANCED MARKET

\$340K

MEDIAN SALE PRICE

+3.4%

1-YR CHANGE

130

SALES (12 MO)

\$305K

MEDIAN VALUE (AVM)

Market temperature

Balanced market · 50 / 100

Buyer's market

Balanced

Seller's market

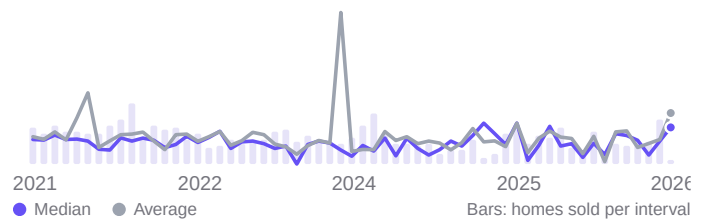
MARKET TRENDS (5 YEARS)

Market temperature (0–100)

50 / 100

Sale prices

Median \$424K · Average \$512K

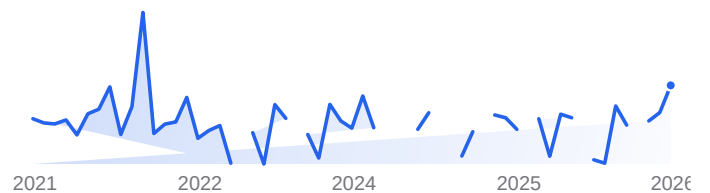
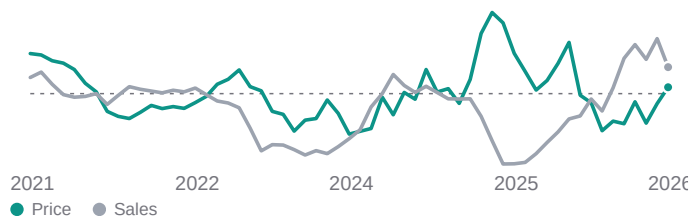


Growth (year over year)

Price +3.4% · Sales +14.0%

Price per square foot

\$391/ft²

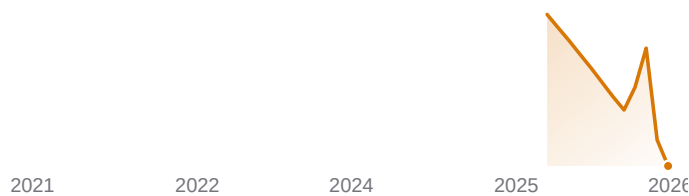


Sale premium vs estimated value

+0.0%

Annual turnover (share of homes sold)

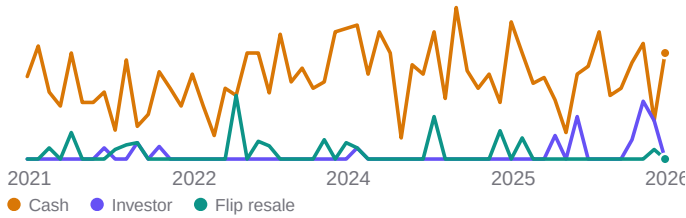
2.6%



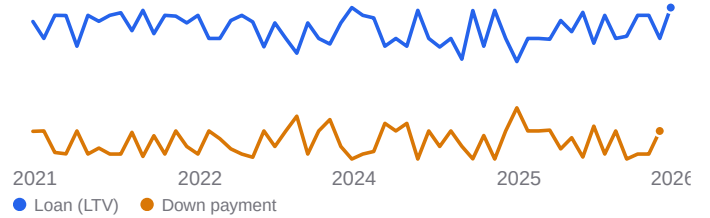
BUYERS & OUTCOMES

Buyer mix

Cash 50% · Investor 0% · Flip resale 0%

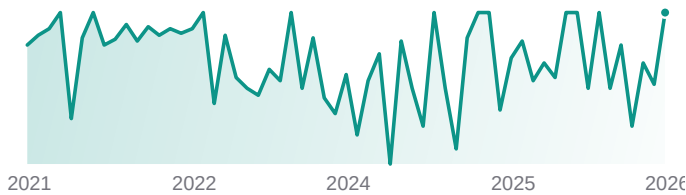


Financing (share of purchase price) Loan (LTV) 100% · Down payment 20%



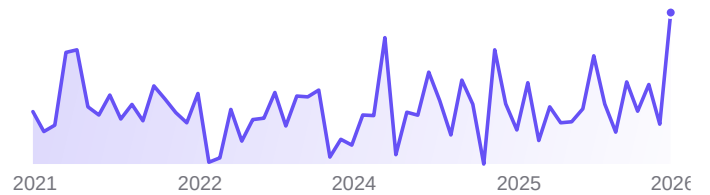
Sellers who sold at a gain

100%



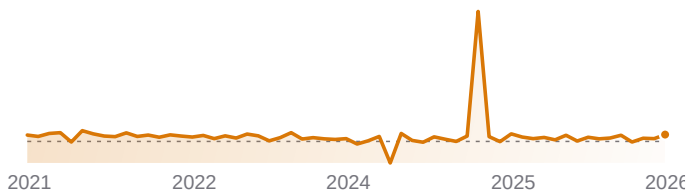
Typical hold before selling

24.8 yrs



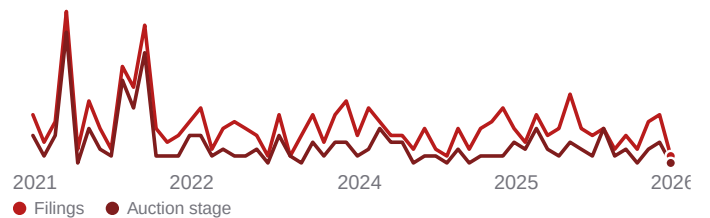
Median annualized return at resale

+5.3%



Preforeclosure filings

Filings 1 · Auction stage 0



HOUSING STOCK

Homes	4,908
Median value (AVM)	\$305K
Median size	1,456 ft²
Median bedrooms	3
Median year built	2000
Single family	64%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	49%
Underwater (LTV 125% or more)	5.2%
Owner occupied	65%
Company owned	20%
Median loan-to-value	51%
Typical ownership tenure	13.2 yrs

COMMUNITY

Population	13,690
Density	31 / mi²
Median household income	\$63K
Average household income	\$85K
Crime index (US avg 100)	98
Air pollution index (US avg 100)	86
Earthquake index (US avg 100)	539
Homes occupied	91%
Bachelor's or higher	13%
Poverty rate	10.1%
Unemployment	1.4%
Average temp	55°F
Annual precip	56 in
Sunshine	78%

Market metrics are derived from recorded arms-length deeds through July 2026. Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.