



September home sales and price report

For release:
October 15, 2025

California home sales rebound in September with modest monthly and annual gains, C.A.R. says

- Existing, single-family home sales totaled 277,410 in September on a seasonally adjusted annualized rate, up 5 percent from 264,240 in August and up 6.6 percent from 260,340 in September 2024.
- September's statewide median home price was \$883,640, down 1.7 percent from \$899,130 in August and up 1.8 percent from \$868,150 in September 2024.
- Year-to-date statewide home sales were up 0.4 percent.

SACRAMENTO (Oct. 15) – California home sales rebounded in September, increasing modestly on both a monthly and yearly basis, the **CALIFORNIA ASSOCIATION OF REALTORS®** (C.A.R.) said today.

Infographic: <https://www.car.org/Global/Infographics/2025-09-Sales-and-Price>

Closed escrow sales of existing, single-family detached homes in California totaled a seasonally adjusted annualized rate of 277,410 in September, according to information collected by C.A.R. from more than 90 local REALTOR® associations and MLSs statewide. The statewide annualized sales figure represents what would be the total number of homes sold during 2025 if sales maintained the September pace throughout the year. It is adjusted to account for seasonal factors that typically influence home sales.

After five consecutive months of year-over-year declines, September home sales activity climbed 5 percent from the 264,240 homes sold in August and rose 6.6 percent from a year ago, when 260,340 homes were sold on an annualized basis. September marked the 36th straight month in which the seasonally adjusted sales rate remained below the 300,000 benchmark.

"It's great to see that home sales bounced back in September to their highest level in seven months as mortgage rates hit their lowest point since last October," said Heather Ozur, a Palm Springs REALTOR®. "Even though rates have inched up a bit, they're still in the low 6% range, which should help keep the market steady through the end of the year."

The statewide median home price posted its second consecutive year-over-year gain, even as it declined month over month to its lowest level in seven months. In September, California's median home price fell 1.7 percent to \$883,640, down from \$899,130 in August. This monthly decrease aligns with the long-term average decline of 1.8 percent between August and September.

Despite the dip, the median price remained 1.8 percent higher than the \$868,150 recorded a year ago, marking a modest improvement over the previous month's annual gain. With prices stabilizing and mortgage rates hovering in the low 6 percent range, some sidelined buyers may be encouraged to return to the market once economic uncertainty begins to ease.

"The housing market showed modest improvement in September, with both sales and prices up from a year ago," said C.A.R. Senior Vice President and Chief Economist Jordan Levine. "Steady mortgage rates may give demand a small boost heading into the fourth quarter, but broader economic uncertainty—like the ongoing government shutdown and renewed U.S.-China trade tensions—will likely keep the recovery gradual."

Other key points from C.A.R.'s September 2025 resale housing report include:

- At the regional level, all of California's major regions posted year-over-year sales gains on a non-seasonally adjusted basis. Three regions recorded year-over-year, double-digit sales increases, with the Central Coast gaining 11.8 percent, followed closely by Southern California (11.3 percent) and the Central Valley (10.2 percent). While the San Francisco Bay Area (9.8 percent) and the Far North (8 percent) each had an increase of less than 10 percent from their year-ago levels, their gains in September were solid compared to the past couple of months.
- At the county level, 40 of the 53 counties tracked by C.A.R. recorded year-over-year sales gains in September, with more than half (25) of those counties achieving double-digit growth. Kings County (46.3 percent) led the way with the highest sales growth from the last year, followed by Calaveras (42 percent) and Santa Cruz (37.9 percent). Ten counties experienced annual sales declines in September, with six counties recording sales drops of more than 10 percent including Trinity (-50 percent), San Benito (-23.9 percent), and Mono (-22.2 percent).
- In September, all except one of California's five major regions recorded year-over-year median price gains. The Far North region led the pack with a 2.9 percent increase from September 2024, followed by the San Francisco Bay Area (2.7 percent), Southern California (2.3 percent), and the Central Coast (1.2 percent). The Central Valley region was the only region with an annual price dip of 0.2 percent.
- At the county level, 27 of California's 53 counties posted year-over-year median home price gains. Mono (53.4 percent) registered the sharpest increase of all counties, followed by Mariposa (51.6 percent) and Del Norte (23 percent). Twenty-four counties registered price decreases from a year ago, with Trinity (-15.2 percent) dropping the most, while Calaveras (-12.8 percent), and San Benito (-12.4 percent) recorded the second and the third steepest annual price declines in September.
- The Unsold Inventory Index (UII) dipped in September compared to August, as home sales increased and active listings decreased. The index was 3.6 months in September, a slight decrease from 3.9 months in August and flat from 3.6 months in September 2024. Year over year, the UII held steady even though total active listings have now risen for 20 consecutive months. However, the 16.2% annual growth rate was the smallest increase since February 2024. September marked the fifth straight month of slowing inventory growth, indicating

that while supply conditions still favor buyers, momentum on the supply side is easing as the market follows its typical seasonal slowdown in the fourth quarter.

- The median number of days it took to sell a California single-family home was 32 days in September, up from 24 days in September 2024.
- C.A.R.'s statewide sales-price-to-list-price ratio* was 98.2 percent in September 2025 and 100 percent in September 2024.
- The statewide median price per square foot** for an existing single-family home was \$427, down from \$424 in September a year ago.
- The 30-year, fixed-mortgage interest rate averaged 6.35 percent in September, up from 6.18 percent in September 2024, according to C.A.R.'s calculations based on Freddie Mac's weekly mortgage survey data.

Note: The County MLS median price and sales data in the tables are generated from a survey of more than 90 associations of REALTORS® throughout the state and represent statistics of existing single-family detached homes only. County sales data is not adjusted to account for seasonal factors that can influence home sales. Movements in sales prices should not be interpreted as changes in the cost of a standard home. The median price is where half sold for more and half sold for less; medians are more typical than average prices, which are skewed by a relatively small share of transactions at either the lower end or the upper end. Median prices can be influenced by changes in cost, as well as changes in the characteristics and the size of homes sold. The change in median prices should not be construed as actual price changes in specific homes.

*Sales-to-list-price ratio is an indicator that reflects the negotiation power of home buyers and home sellers under current market conditions. The ratio is calculated by dividing the final sales price of a property by its original list price and is expressed as a percentage. A sales-to-list ratio with 100 percent or above suggests that the property sold for more than the list price, and a ratio below 100 percent indicates that the price sold below the asking price.

**Price per square foot is a measure commonly used by real estate agents and brokers to determine how much a square foot of space a buyer will pay for a property. It is calculated as the sale price of the home divided by the number of finished square feet. C.A.R. currently tracks price-per-square foot statistics for 53 counties.

Leading the way...® in California real estate for 120 years, the CALIFORNIA ASSOCIATION OF REALTORS® (www.car.org) is one of the largest state trade organizations in the United States with 190,000 members dedicated to the advancement of professionalism in real estate. C.A.R. is headquartered in Sacramento.

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September 2025 County Sales and Price Activity
(and condo sales data not seasonally adjusted)

September 2025	Median Sales Price of Existing Single-Family Homes							Sales
State/Region/County	Sept. 2025	Aug. 2025		Sept. 2024		Price MTM% Chg	Price YTY% Chg	Sales MTM% Chg
Calif. Single-family home	\$883,640	\$899,130	r	\$868,150		-1.7%	1.8%	5.0%

Calif. Condo/Townhome	\$650,000	\$649,950		\$660,000		0.0%	-1.5%	0.3%
Los Angeles Metro Area	\$830,000	\$837,040		\$810,000		-0.8%	2.5%	6.2%
Central Coast	\$1,005,000	\$1,100,000		\$993,250		-8.6%	1.2%	-1.7%
Central Valley	\$499,000	\$495,000		\$500,000		0.8%	-0.2%	0.5%
Far North	\$390,500	\$385,000		\$379,500		1.4%	2.9%	0.2%
Inland Empire	\$591,010	\$600,130		\$579,990		-1.5%	1.9%	-1.1%
San Francisco Bay Area	\$1,300,000	\$1,275,000		\$1,266,250		2.0%	2.7%	3.8%
Southern California	\$869,250	\$873,480		\$850,000		-0.5%	2.3%	4.5%
San Francisco Bay Area								
Alameda	\$1,250,000	\$1,269,000		\$1,267,500		-1.5%	-1.4%	5.6%
Contra Costa	\$869,000	\$850,000		\$863,750		2.2%	0.6%	1.1%
Marin	\$1,650,000	\$1,522,500		\$1,750,000		8.4%	-5.7%	29.7%
Napa	\$900,000	\$975,000		\$882,500		-7.7%	2.0%	11.9%
San Francisco	\$1,750,000	\$1,500,000		\$1,625,000		16.7%	7.7%	13.5%
San Mateo	\$2,150,000	\$1,988,000		\$2,100,000		8.1%	2.4%	10.6%
Santa Clara	\$2,000,000	\$1,900,000		\$1,927,500		5.3%	3.8%	-1.2%
Solano	\$608,000	\$620,000		\$611,000		-1.9%	-0.5%	12.5%
Sonoma	\$795,000	\$832,500		\$830,000		-4.5%	-4.2%	-11.4%
Southern California								
Imperial	\$457,000	\$405,000		\$397,500		12.8%	15.0%	23.9%
Los Angeles	\$983,230	\$930,720		\$960,370		5.6%	2.4%	20.9%
Orange	\$1,401,250	\$1,385,000		\$1,397,450		1.2%	0.3%	-2.1%
Riverside	\$624,000	\$625,000		\$605,000		-0.2%	3.1%	0.9%
San Bernardino	\$500,030	\$501,270	r	\$485,000		-0.2%	3.1%	-0.9%
San Diego	\$990,000	\$1,025,000		\$1,000,000		-3.4%	-1.0%	-2.0%
Ventura	\$900,000	\$937,500		\$900,000		-4.0%	0.0%	-9.5%
Central Coast								

Monterey	\$950,000	\$1,087,150		\$1,000,000		-12.6%	-5.0%	-5.4%	
San Luis Obispo	\$912,500	\$935,400		\$895,000		-2.4%	2.0%	-3.3%	
Santa Barbara	\$1,100,000	\$1,408,650		\$1,098,000		-21.9%	0.2%	-0.6%	
Santa Cruz	\$1,234,800	\$1,397,000		\$1,300,000		-11.6%	-5.0%	4.0%	
Central Valley									
Fresno	\$445,000	\$446,390		\$430,000		-0.3%	3.5%	0.8%	
Glenn	\$377,500	\$350,000		\$348,000		7.9%	8.5%	-36.8%	
Kern	\$405,000	\$415,000		\$400,500		-2.4%	1.1%	-19.5%	
Kings	\$374,000	\$380,000		\$379,000		-1.6%	-1.3%	0.0%	
Madera	\$450,000	\$445,000		\$424,120		1.1%	6.1%	3.8%	-
Merced	\$430,000	\$418,500		\$399,500		2.7%	7.6%	-15.5%	
Placer	\$653,000	\$675,000		\$660,000		-3.3%	-1.1%	12.8%	
Sacramento	\$539,860	\$550,000		\$560,000		-1.8%	-3.6%	3.0%	
San Benito	\$750,000	\$742,500		\$856,130		1.0%	-12.4%	-7.9%	-
San Joaquin	\$555,000	\$535,000		\$583,550		3.7%	-4.9%	8.3%	
Stanislaus	\$475,000	\$499,720		\$480,000		-4.9%	-1.0%	-5.5%	
Tulare	\$380,000	\$378,700		\$376,070		0.3%	1.0%	6.0%	
Far North									
Butte	\$462,000	\$468,000		\$465,580		-1.3%	-0.8%	7.4%	
Lassen	\$260,000	\$221,000		\$265,000		17.6%	-1.9%	-9.1%	-
Plumas	\$455,000	\$480,000		\$455,000		-5.2%	0.0%	-4.1%	
Shasta	\$385,000	\$368,000		\$374,500		4.6%	2.8%	-5.1%	
Siskiyou	\$305,500	\$300,000		\$290,000		1.8%	5.3%	2.4%	
Tehama	\$311,500	\$335,000		\$320,000		-7.0%	-2.7%	47.4%	
Trinity	\$210,000	\$310,000		\$247,500		-32.3%	-15.2%	-28.6%	-
Other Calif. Counties									
Amador	\$421,000	\$469,500		\$432,500		-10.3%	-2.7%	-13.6%	
Calaveras	\$455,000	\$540,000		\$522,000		-15.7%	-12.8%	24.6%	

Del Norte	\$455,000	\$352,500		\$370,000		29.1%	23.0%	6.3%	-
El Dorado	\$680,000	\$679,500		\$689,000		0.1%	-1.3%	12.7%	
Humboldt	\$460,000	\$422,500		\$425,000		8.9%	8.2%	0.0%	
Lake	\$356,500	\$355,000		\$335,000		0.4%	6.4%	-17.9%	
Mariposa	\$488,750	\$415,000		\$322,500		17.8%	51.6%	-40.0%	
Mendocino	\$473,500	\$469,500		\$525,000		0.9%	-9.8%	-10.7%	
Mono	\$1,250,000	\$1,175,000		\$815,000		6.4%	53.4%	-30.0%	-
Nevada	\$532,500	\$560,000		\$570,000		-4.9%	-6.6%	8.6%	
Sutter	\$443,000	\$435,000		\$451,500		1.8%	-1.9%	-5.9%	
Tuolumne	\$424,500	\$435,000		\$357,500		-2.4%	18.7%	-4.5%	
Yolo	\$628,000	\$599,450		\$610,000		4.8%	3.0%	0.0%	
Yuba	\$435,000	\$440,000		\$440,000		-1.1%	-1.1%	29.1%	

r = revised

NA = not available

September 2025 County Unsold Inventory and Days on Market
(Regional and condo sales data not seasonally adjusted)

September 2025	Unsold Inventory Index				Median Time on Market			
	Sept.	Aug.		Sept.	Sept.	Aug.	Sept.	
State/Region/County	2025	2025		2024	2025	2025	2024	
Calif. Single-family home	3.6	3.9		3.6	32.0	31.0	24.0	
Calif. Condo/Townhomes	4.3	4.4		4.0	37.0	37.0	26.0	
Los Angeles Metro Area	3.8	4.1		3.7	34.0	33.0	26.0	
Central Coast	3.7	3.8		3.9	25.5	26.0	21.0	
Central Valley	3.6	3.8		3.4	31.0	31.0	22.0	
Far North	5.2	5.5		4.9	37.0	32.0	38.5	
Inland Empire	4.5	4.6		4.2	39.0	42.0	31.0	
San Francisco Bay Area	2.8	2.9		2.8	24.0	25.0	20.0	
Southern California	3.7	4.0		3.6	33.0	32.0	24.0	

San Francisco Bay Area									
Alameda	2.4	2.6		2.7		16.0	16.0	14.0	
Contra Costa	2.9	3.1		2.9		22.0	21.0	19.0	
Marin	3.4	4.2		3.6		66.0	77.5	46.0	
Napa	7.4	8.4		6.4		114.0	82.0	71.5	
San Francisco	2.0	2.3		3.3		33.0	37.0	29.5	
San Mateo	2.1	2.2		2.2		12.0	13.0	12.0	
Santa Clara	1.8	1.9		2.1		10.0	13.0	10.0	
Solano	3.6	4.2		3.0		54.0	47.0	45.5	
Sonoma	4.1	3.7		3.7		76.0	67.0	58.0	
Southern California									
Imperial	2.8	3.3		1.9		9.0	24.0	16.0	
Los Angeles	3.7	4.3		3.6		31.0	28.0	24.0	
Orange	3.0	3.2		3.1		33.0	32.5	22.0	
Riverside	4.2	4.3		4.1		38.0	46.0	33.0	
San Bernardino	5.1	5.1		4.6		43.0	34.0	29.0	
San Diego	3.1	3.3		3.2		26.0	27.0	18.0	
Ventura	3.8	3.6		3.4		37.0	41.5	35.0	
Central Coast									
Monterey	4.4	4.2		3.9		21.0	21.0	17.5	
San Luis Obispo	3.4	3.6		3.8		32.0	32.5	23.5	
Santa Barbara	3.5	3.6		3.7		24.0	20.5	23.0	
Santa Cruz	3.7	4.1		4.7		28.0	23.5	21.0	
Central Valley									
Fresno	3.7	3.8		3.4		26.0	27.0	21.0	
Glenn	5.3	2.9		5.2		39.5	39.0	84.0	
Kern	4.1	3.3		3.5		28.0	26.0	20.0	

Kings	3.1	3.1		2.2		32.0	33.5		28.0	
Madera	5.7	6.6		4.7		51.0	55.0		33.0	
Merced	4.0	3.4		4.3		34.0	33.0		22.5	
Placer	3.4	3.9		3.8		41.0	34.5		28.0	
Sacramento	3.0	3.2		2.8		28.0	28.0		20.0	
San Benito	4.3	4.3		3.1		37.0	43.0		36.0	
San Joaquin	4.0	4.5		3.8		39.0	39.0		22.0	
Stanislaus	3.6	3.7		3.3		28.0	25.5		25.0	
Tulare	3.8	4.3		3.7		27.0	32.0		18.0	
Far North										
Butte	3.8	4.5		3.8		32.5	26.0		28.5	
Lassen	6.4	6.3		4.6		49.0	46.5		55.0	
Plumas	4.5	5.1		5.5		45.0	32.0		51.0	
Shasta	5.1	4.9		4.6		28.5	35.0		24.5	
Siskiyou	6.8	7.7		7.3		49.0	38.0		67.0	
Tehama	5.0	7.8		5.1		65.0	42.0		84.0	
Trinity	24.2	18.1		10.2		127.0	45.0		73.5	
Other Calif. Counties										
Amador	8.7	7.3		6.9		86.0	49.0		41.5	
Calaveras	5.3	7.3		8.0		69.0	39.0		39.0	
Del Norte	6.3	6.6		6.3		28.0	49.5		58.0	
El Dorado	4.0	4.9		5.5		42.0	33.5		41.5	
Humboldt	5.9	6.0		6.1		48.0	39.5		43.0	
Lake	9.7	8.0		9.8		92.0	63.0		42.0	
Mariposa	11.3	7.3		10.5		41.5	56.0		67.0	
Mendocino	8.9	8.4		9.0		124.0	93.5		77.0	
Mono	4.0	3.4		3.8		41.0	37.0		18.0	
Nevada	4.3	5.1		5.5		61.5	59.0		36.0	

Sutter	4.2	4.2		3.6		44.0	44.0		24.5	
Tuolumne	7.5	7.7		6.5		75.0	35.0		28.0	
Yolo	3.0	3.2		3.0		29.5	29.0		23.0	
Yuba	4.8	6.3		4.7		43.0	36.0		28.5	

r = revised

NA = not available

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