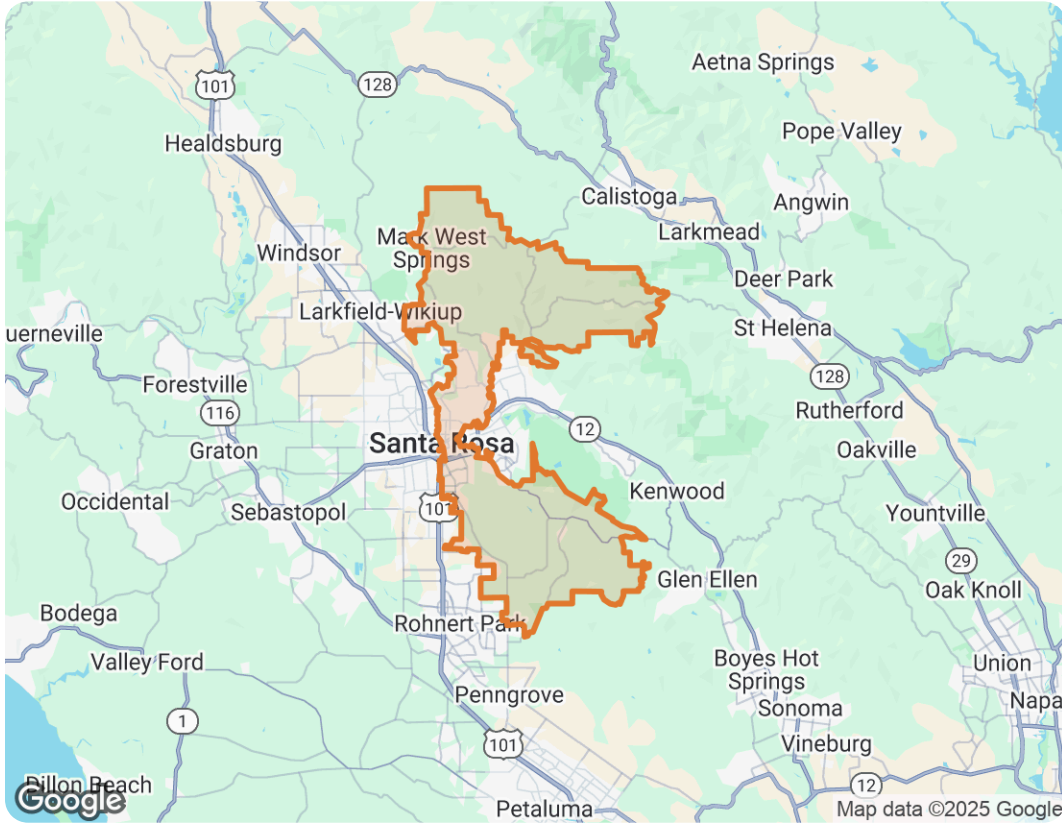




# Santa Rosa, CA 95404



## Nima Kazeroonian

Broker Associate

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### Coldwell Banker Realty

600 Bicentennial Way #100

Santa Rosa, CA 95403



# Santa Rosa, CA 95404

## Market Trends

### Market Trends for Santa Rosa, CA 95404

Single Family + Condo/Townhouse/Apt.

#### Market Type



Seller's Market

Balanced Market

Buyer's Market

#### Key Details

Months of Inventory

—

Sold to List Price %

**100%**

↑ 0.23% MoM

Median Days in RPR

**26**

↓ 55.93% MoM

Median Sold Price

**\$901,000**

↑ 6% MoM

### January 2025 Median Estimated Property Value

Single Family + Condo/Townhouse/Apt.

This graphic displays property estimates for a market area and a subject property, where one has been selected. Estimated property values are generated by a valuation model and are not formal appraisals.

Source: Public records, and MLS sources where licensed

Update Frequency: Monthly

Median Estimated Value

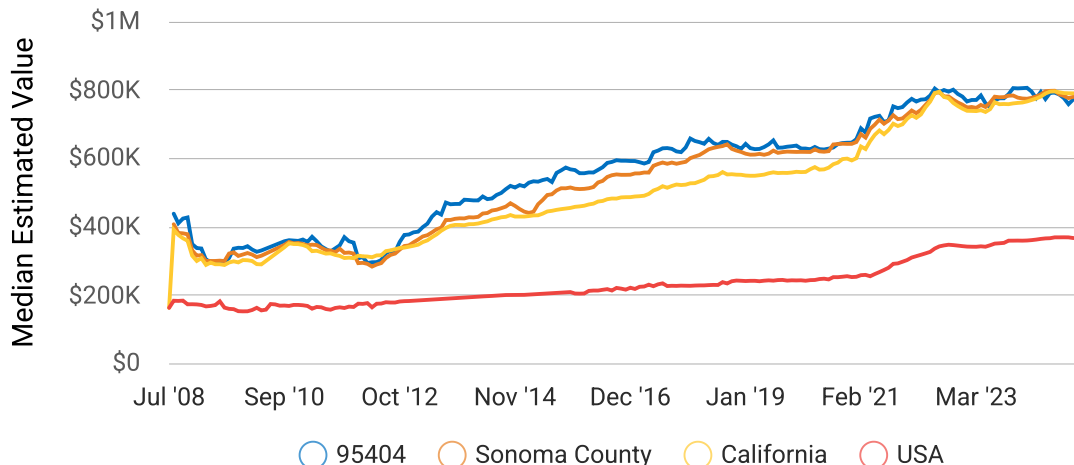
**\$783,740**

Last Month Change

**+1.5%**

12 Month Change

**-2.7%**



# Santa Rosa, CA 95404

## New Listings

### Santa Rosa, CA 95404

Single Family + Condo/Townhouse/Apt.

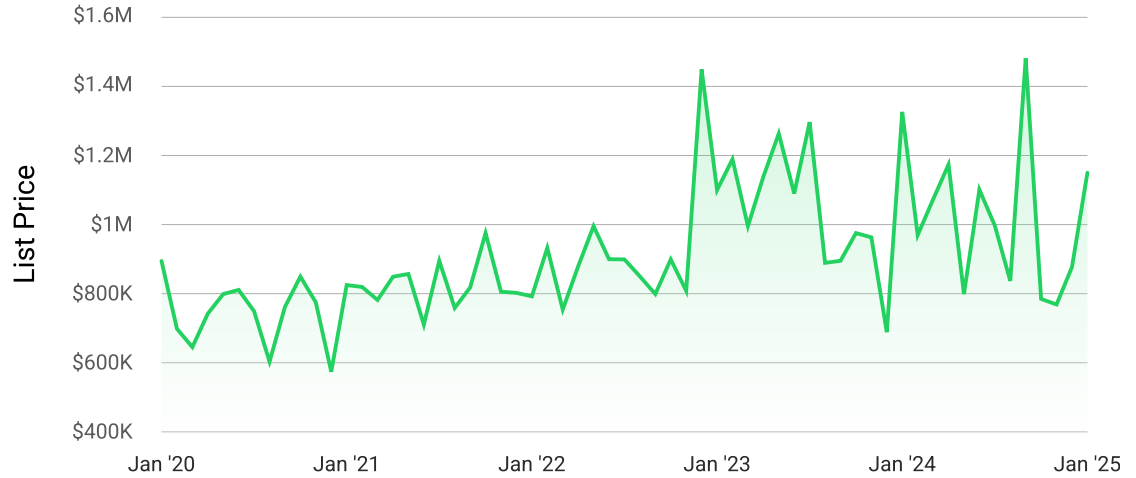
This graphic summarizes key statistics for properties that entered the market each month. RPR uses list date to determine when a listing entered the market. These statistics are important for understanding the rate at which listings are entering the market and their price points.

Source: Listing sources

Update Frequency: Monthly

**Median List Price - \$1,149,000**

↑ 31% Month over Month



## Active Listings

### Santa Rosa, CA 95404

Single Family + Condo/Townhouse/Apt.

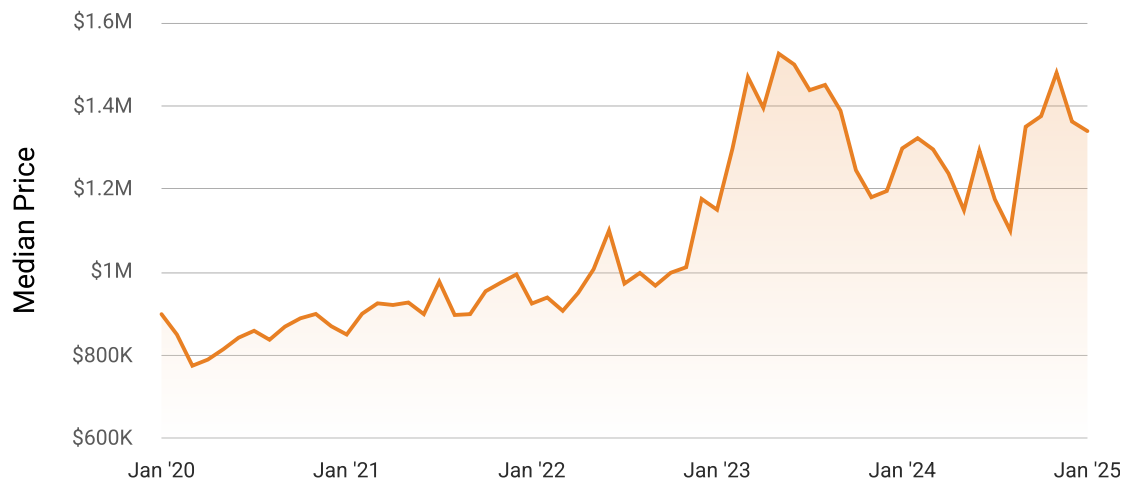
This graphic summarizes key statistics for properties that were in an active status on the last day of each month. RPR uses list date and a derived pending date to determine if the listing was active on the last day of the month. An end-of-month snapshot of active listings helps to understand inventory levels, price points and duration on the market.

Source: Listing sources

Update Frequency: Monthly

**Median List Price - \$1,339,000**

↓ 1.7% Month over Month



# Santa Rosa, CA 95404

## New Pending Listings

### Santa Rosa, CA 95404

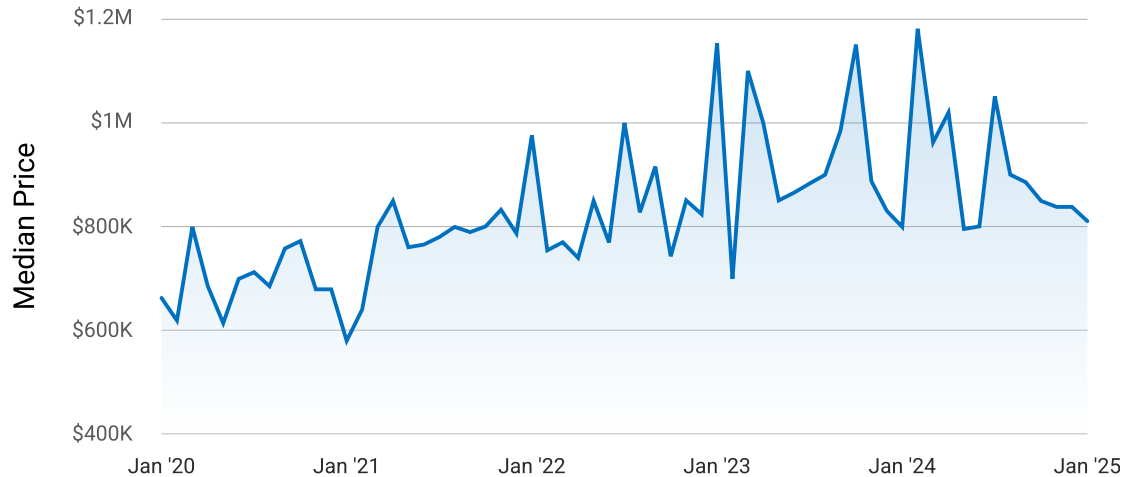
Single Family + Condo/Townhouse/Apt.

This graphic summarizes key statistics for properties that went into a pending status within each month. RPR uses a derived pending date to determine when a property moved into pending status in the given month. These statistics are important for understanding the market absorption rate and the price point of listings that are being consumed.

Source: Listing sources

Update Frequency: Monthly

**Median List Price - \$810,000**  
 ↓ 3.3% Month over Month



## Pending Listings

### Santa Rosa, CA 95404

Single Family + Condo/Townhouse/Apt.

This graphic summarizes key statistics for properties that were in a pending status on the last day of the month. RPR uses the list date, a derived pending date and a derived off-market status date to determine if the listing was in a pending status on the last day of the month. An end-of-month snapshot of pending listings helps to understand inventory that is waiting to close, price points and duration on the market.

Source: Listing sources

Update Frequency: Monthly

**Median List Price - \$699,000**  
 ↓ 18.6% Month over Month





## Sold Listings

### Santa Rosa, CA 95404

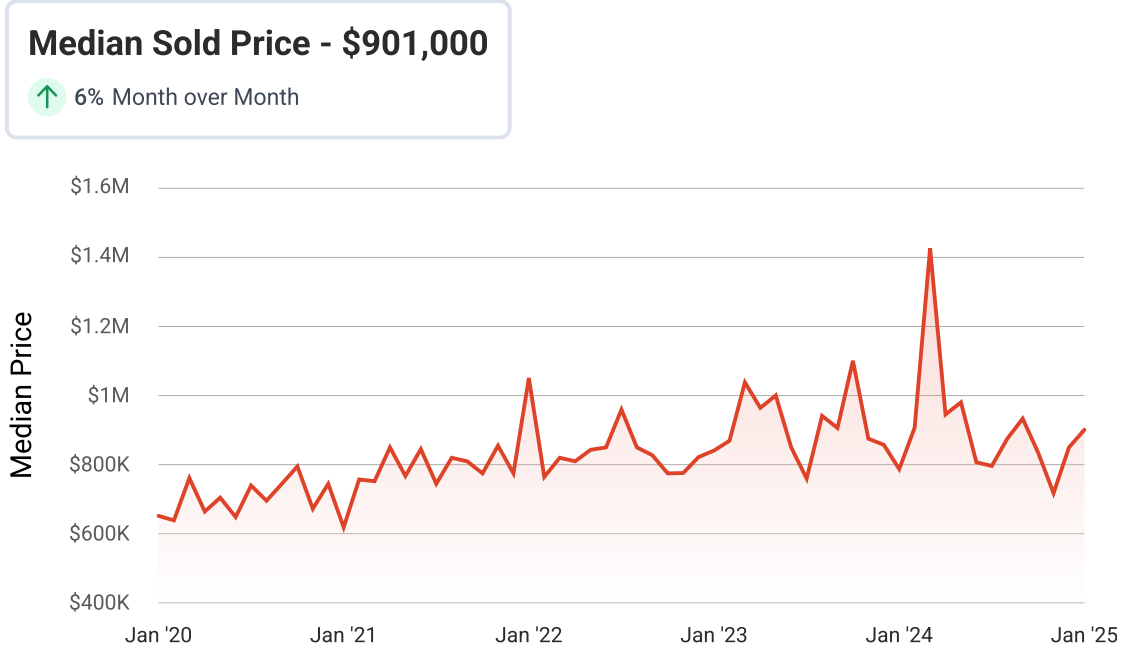
Single Family + Condo/Townhouse/Apt.

This graphic summarizes key statistics for properties that sold each month. RPR uses a derived sold date to determine when a property moved into a sold status within the given month.

These statistics are important for understanding the price points on sold properties as well as the difference between the list price and sold price, which reveals whether buyers are paying over or under the asking price.

Source: Listing sources

Update Frequency: Monthly



## Market Snapshot

### Value and Price Changes

	Current	Last Month	Last 3 Months	Last 12 Months	Last 24 Months	Last 36 Months
<b>Median Est. Property Value</b> <small>Last Updated: 1/31/2025</small>	-	\$771,970 <span style="color: green;">+1.52%</span>	\$776,000 <span style="color: green;">+1%</span>	\$805,210 <span style="color: red;">-2.67%</span>	\$766,220 <span style="color: green;">+2.29%</span>	\$773,950 <span style="color: green;">+1.26%</span>
<b>Median Sold Price</b> <small>Last Updated: 1/31/2025</small>	-	\$815,000 <span style="color: green;">+10.18%</span>	\$800,000 <span style="color: green;">+12.25%</span>	\$785,000 <span style="color: green;">+14.39%</span>	\$1,210,000 <span style="color: red;">-25.79%</span>	\$775,000 <span style="color: green;">+15.87%</span>
<b>Median List Price</b> <small>Last Updated: 1/31/2025</small>	-	\$1,362,000 <span style="color: red;">-1.69%</span>	\$1,375,000 <span style="color: red;">-2.62%</span>	\$1,297,500 <span style="color: green;">+3.2%</span>	\$1,150,000 <span style="color: green;">+16.43%</span>	\$924,500 <span style="color: green;">+44.84%</span>

**About this Data:** Because some brokerages may choose not to include their MLS listing content within the RPR platform, the analysis contained in this report may not have been created using all the available listing data within this geographical market. Median estimated property values are generated by a valuation model and are not formal appraisals. Valuations are based on public records and MLS data where licensed. The Metrics displayed here reflect **All Residential Single Family, Condo, Townhouse and Apartment properties** data.





## Market Activity

### Market Filters Selected

Sort Order: Recently updated

Maximum Properties Per Change Type: 90

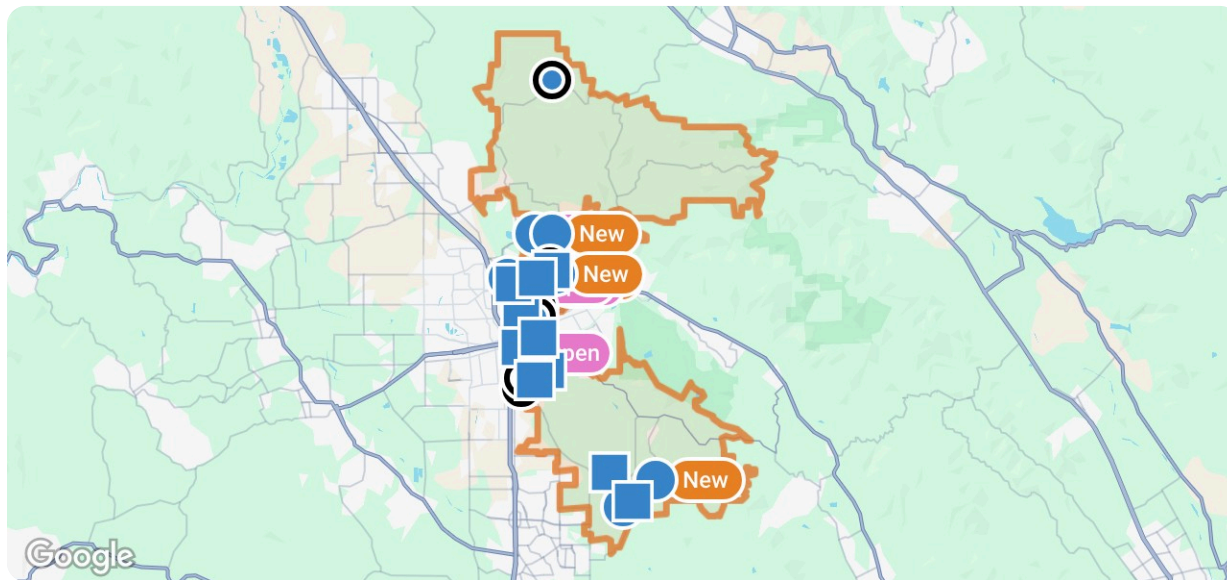
Change Types: New Listings, Pending, Closed, Distressed

Property Types: Single Family, Condo/Townhouse/Apt, CoOp

Property Features: Sale Price: Any, Lease Price: Any, Beds: 3+, Baths: 2+, Living Area: Any, Lot Size (acre): Any, Year Built: Any

## Summary

### For Sale Activity in the Last 3 Months



### Legend

- For Sale
- For Sale Pending
- Recently Closed

	New	Pending	Closed
Number of Properties	10	6	10
Lowest Listing Price / Est.Value	\$575,000	\$605,000	\$59,000
Median Listing Price / Est.Value	\$1,771,500	\$737,000	\$697,500
Highest Listing Price / Est.Value	\$2,345,000	\$1,695,000	\$2,200,000
Average Price / sqft	\$530	\$465	\$459
Median Price / sqft	\$545	\$467	\$484
Average Days in RPR	39	73	65
Median Days in RPR	10	35	34
Total Volume	\$15,530,950	\$5,619,000	\$8,999,000
Source	Listings	Listings	Public Records & Listings

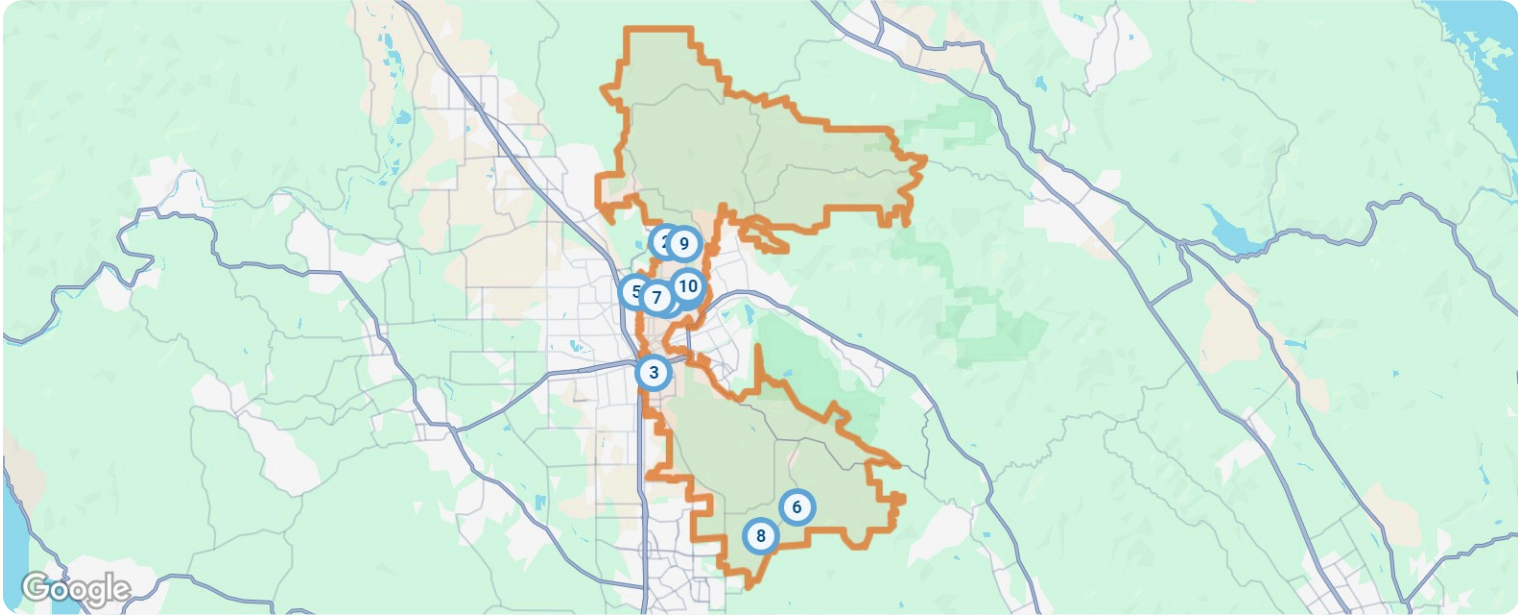









## Property Details

New

Source: Listings



New: 10 properties		Property Type	Beds / Baths	Living Area (sq ft)	Lot Size	Year Built	List Date / Days in RPR	List Price / \$ Per Sq Ft
1	 <p><b>4064 Alta Vista Ave</b> Santa Rosa, CA 95404 MLS ID: 325006143 ● Active / For Sale</p> <p><i>Listing Courtesy of Coldwell Banker Realty</i></p>	Single Family	5/4	3,622	0.81 acres	1999	1/31/2025 13 days	\$1,899,950 \$525/sq ft
2	 <p><b>3715 Giorno Ct</b> Santa Rosa, CA 95404 MLS ID: 325000359 ● Active / For Sale</p> <p><i>Listing Courtesy of Coldwell Banker Realty</i></p>	Single Family	5/4	2,972	0.35 acres	2024	1/10/2025 34 days	\$1,648,000 \$555/sq ft
3	 <p><b>1016 Grand Ave</b> Santa Rosa, CA 95404 MLS ID: 325011149 ● Active / For Sale</p> <p><i>Listing Courtesy of eXp Realty of California, Inc</i></p>	Single Family	3/3	1,335	6,800 sq ft	1948	2/10/2025 3 days	\$575,000 \$431/sq ft
4	 <p><b>2320 Rancho Cabeza Dr</b> Santa Rosa, CA 95404 MLS ID: 325010878 ● Active / For Sale</p> <p><i>Listing Courtesy of Compass</i></p>	Single Family	4/3	3,236	1.07 acres	1978	2/10/2025 3 days	\$1,895,000 \$586/sq ft
5	 <p><b>2228 Chanate Rd</b> Santa Rosa, CA 95404 MLS ID: 325005146 ● Active / For Sale</p> <p><i>Listing Courtesy of Coldwell Banker Realty</i></p>	Condo/Townhouse/Apt.	3/3	1,680	1,836 sq ft	2007	1/30/2025 14 days	\$599,000 \$357/sq ft



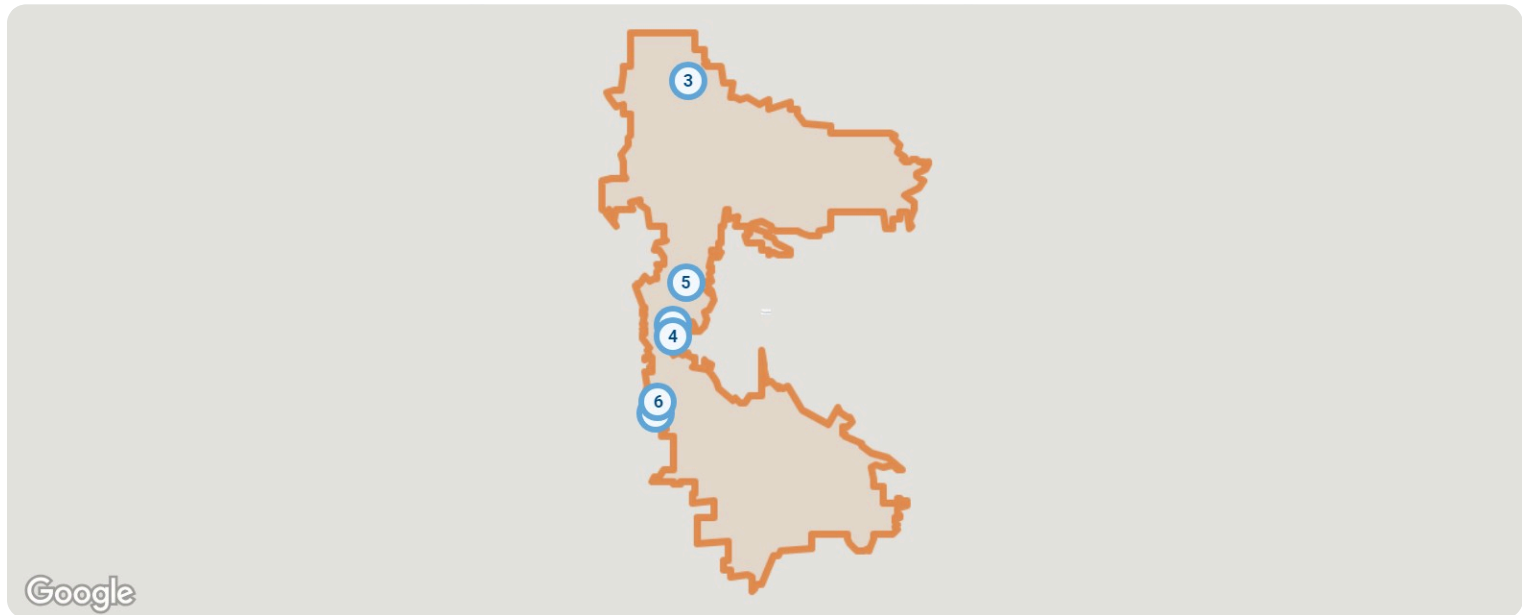


# Santa Rosa, CA 95404

New: 10 properties		Property Type	Beds / Baths	Living Area (sq ft)	Lot Size	Year Built	List Date / Days in RPR	List Price / \$ Per Sq Ft
6	 <p><b>3921 Pressley Rd</b> Santa Rosa, CA 95404 MLS ID: 324113378 ● Active / For Sale</p> <p><i>Listing Courtesy of Compass</i></p>	Single Family	3/5	4,181	11 acres	1977	2/10/2025 3 days	\$2,345,000 \$561/sq ft
7	 <p><b>1143 Crest Dr</b> Santa Rosa, CA 95404 MLS ID: 325011326 ● Active / For Sale</p> <p><i>Listing Courtesy of Compass</i></p>	Single Family	3/2	1,371	9,000 sq ft	1948	2/11/2025 2 days	\$775,000 \$565/sq ft
8	 <p><b>1455 Oak Springs Ln</b> Santa Rosa, CA 95404 MLS ID: 324032867 ● Active Under Contract / For Sale</p> <p><i>Listing Courtesy of Hunter Prestige Properties</i></p>	Single Family	4/4	4,209	10.6 acres	2004	5/2/2024 287 days	\$2,250,000 \$535/sq ft
9	 <p><b>3753 Repton Way</b> Santa Rosa, CA 95404 MLS ID: 325004673 ● Active / For Sale</p> <p><i>Listing Courtesy of Wine Country Fine Homes</i></p>	Single Family	4/3	2,827	7,532 sq ft	2022	1/22/2025 22 days	\$1,295,000 \$458/sq ft
10	 <p><b>4740 Alta Vista Ave</b> Santa Rosa, CA 95404 MLS ID: 325010128 ● Active / For Sale</p> <p><i>Listing Courtesy of Berkshire Hathaway-Franciscan</i></p>	Single Family	4/4	3,063	1.39 acres	1970	2/6/2025 7 days	\$2,249,000 \$734/sq ft

## Pending

Source: Listings





# Santa Rosa, CA 95404



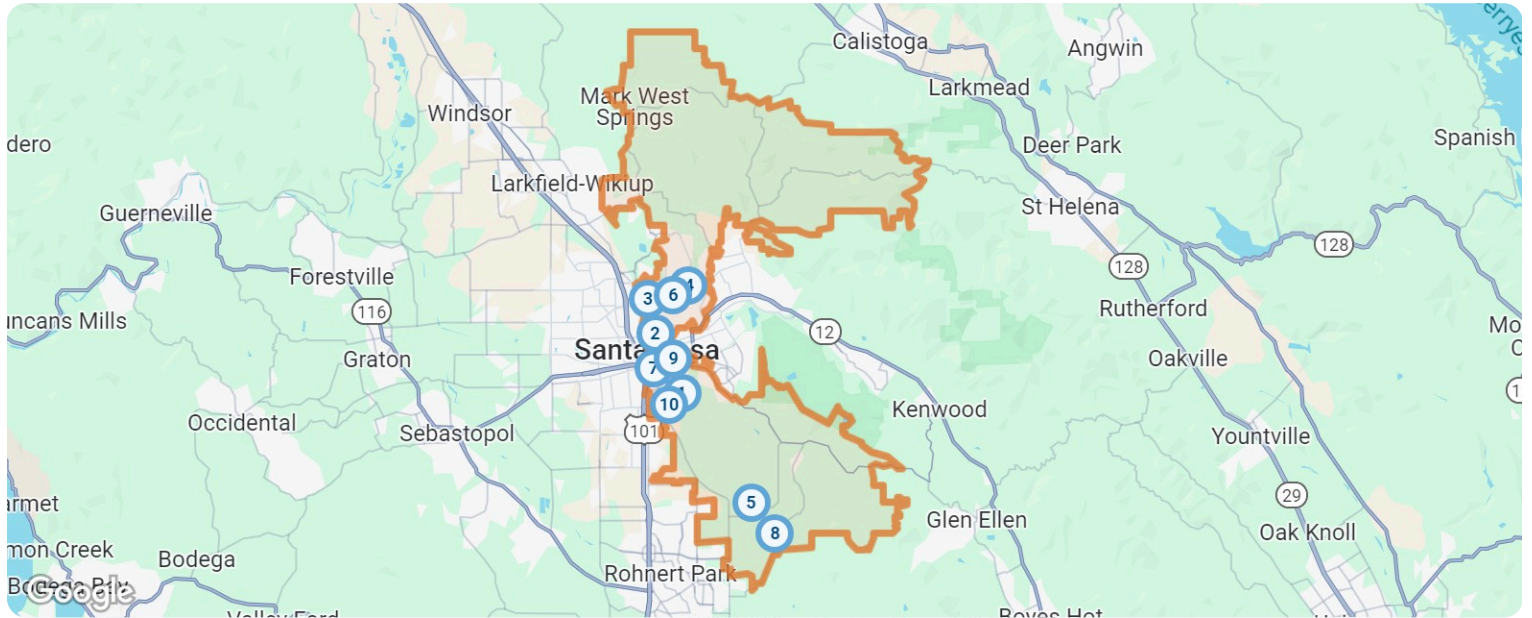
Pending: 6 properties		Property Type	Beds / Baths	Living Area (sq ft)	Lot Size / Year Built	List Date	List Price / \$ Per Sq Ft	Pending Date / Days in RPR
1	 <p><b>2381 Summercreek Dr</b> Santa Rosa, CA 95404 MLS ID: 325004678 🕒 Pending / For Sale</p> <p><i>Listing Courtesy of Berghof Realty</i></p>	Single Family	3/2	1,553	4,765 sq ft 2002	1/20/2025	\$675,000 \$435/sq ft	2/11/2025 24 days
2	 <p><b>1650 Bryden Ln</b> Santa Rosa, CA 95404 MLS ID: 324065850 🕒 Pending / For Sale</p> <p><i>Listing Courtesy of Century 21 Epic</i></p>	Single Family	3/2	1,639	6,891 sq ft 1920	8/23/2024	\$799,000 \$487/sq ft	2/10/2025 174 days
3	 <p><b>3300 Franz Valley Rd</b> Santa Rosa, CA 95404 MLS ID: 325001769 🕒 Pending / For Sale</p> <p><i>Listing Courtesy of Vanguard Properties</i></p>	Single Family	3/4	2,741	10.79 acres 2019	1/20/2025	\$1,695,000 \$618/sq ft	2/7/2025 24 days
4	 <p><b>1524 Fair Oaks Ct</b> Santa Rosa, CA 95404 MLS ID: 324074626 🕒 Pending / For Sale</p> <p><i>Listing Courtesy of Joyce S. Milks Real Estate</i></p>	Single Family	3/2	2,552	0.43 acres 1896	9/19/2024	\$650,000 \$255/sq ft	2/6/2025 147 days
5	 <p><b>2652 Knob Hill Dr</b> Santa Rosa, CA 95404 MLS ID: 325000659 🕒 Pending / For Sale</p> <p><i>Listing Courtesy of Compass</i></p>	Single Family	4/3	2,680	0.77 acres 1985	1/6/2025	\$1,195,000 \$446/sq ft	1/31/2025 38 days
6	 <p><b>2163 Lansbury St</b> Santa Rosa, CA 95404 MLS ID: 81990198 🕒 Pending / For Sale</p> <p><i>Listing Courtesy of Maxreal</i></p>	Single Family	3/2	1,103	6,420 sq ft 1994	1/13/2025	\$605,000 \$549/sq ft	1/25/2025 31 days



# Santa Rosa, CA 95404

## Closed

Source: Public Records and Listings



Closed: 10 properties		Property Type	Beds / Baths	Living Area (sq ft)	Lot Size / Year Built	Closed Date / Days in RPR	Closed Price / \$ Per Sq Ft	List to Sold Price %
1	 <p><b>2246 Bell Flower Ln</b> Santa Rosa, CA 95404 Closed / Public Record</p>	Single Family	3/3	1,390	1,624 sq ft / 2011	1/27/2025 / - days	\$59,000 / \$448/sq ft	-
2	 <p><b>1027 Benton St</b> Santa Rosa, CA 95404 MLS ID: 324114114 Closed / For Sale</p> <p><i>Courtesy of Epique Realty</i></p>	Single Family	3/2	1,533	5,000 sq ft / 1915	2/4/2025 / 32 days	\$690,000 / \$450/sq ft	↓ 1.29%
3	 <p><b>718 La Verne Ave</b> Santa Rosa, CA 95404 MLS ID: 325002253 Closed / For Sale</p> <p><i>Courtesy of Coldwell Banker Realty</i></p>	Single Family	3/2	961	7,701 sq ft / 1940	2/10/2025 / 29 days	\$605,000 / \$630/sq ft	↑ 5.22%
4	 <p><b>4647 Montecito Ave</b> Santa Rosa, CA 95404 MLS ID: 324092055 Closed / For Sale</p> <p><i>Courtesy of W Real Estate</i></p>	Single Family	3/2	1,864	2.14 acres / 1949	1/7/2025 / 36 days	\$1,020,000 / \$547/sq ft	↑ 2.2%
5	 <p><b>5627 Inverness Ave</b> Santa Rosa, CA 95404 MLS ID: 324049467 Closed / For Sale</p> <p><i>Courtesy of Berkshire Hathaway</i></p>	Single Family	3/3	2,800	2.35 acres / 1968	1/24/2025 / 216 days	\$1,630,000 / \$582/sq ft	↓ 1.21%



# Santa Rosa, CA 95404

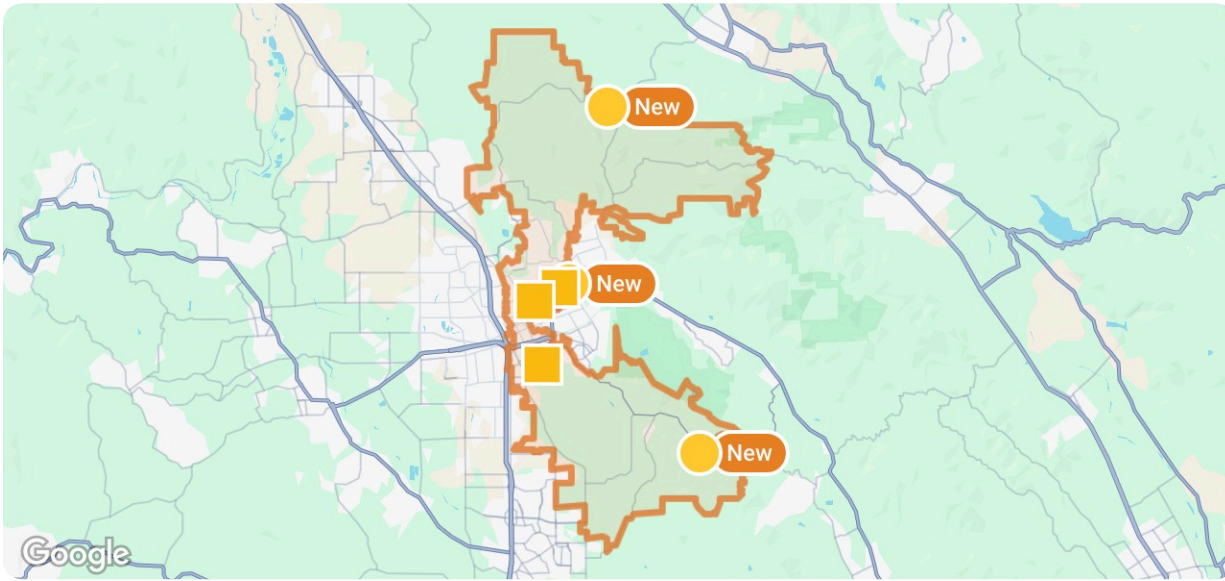
Closed: 10 properties		Property Type	Beds / Baths	Living Area (sq ft)	Lot Size / Year Built	Closed Date / Days in RPR	Closed Price / \$ Per Sq Ft	List to Sold Price %
6	 <p><b>2035 Parrish Dr</b> Santa Rosa, CA 95404 MLS ID: 324092429 Closed / For Sale</p> <p><i>Courtesy of Sotheby's International Realty</i></p>	Single Family	3/2	1,893	7,649 sq ft 1968	1/29/2025 54 days	\$895,000 \$473/sq ft	-
7	 <p><b>615 Maple Ave</b> Santa Rosa, CA 95404 MLS ID: 324080950 Closed / For Sale</p> <p><i>Courtesy of Excellerate Real Estate</i></p>	Single Family	3/2	1,600	4,800 sq ft 1929	2/7/2025 120 days	\$705,000 \$441/sq ft	↑ 8.46%
8	 <p><b>5011 Pressley Rd</b> Santa Rosa, CA 95404 MLS ID: 325002419 Closed / For Sale</p> <p><i>Courtesy of Hedge Realty</i></p>	Single Family	4/5	4,438	7.68 acres 1975	2/7/2025 25 days	\$2,200,000 \$496/sq ft	↑ 5.01%
9	 <p><b>611 Corlano Ave</b> Santa Rosa, CA 95404 MLS ID: 324092350 Closed / For Sale</p> <p><i>Courtesy of Livxplore Real Estate &amp; Lifestyle</i></p>	Single Family	3/2	1,176	5,998 sq ft 1954	1/8/2025 22 days	\$635,000 \$540/sq ft	-
10	 <p><b>2656 Franz Kafka Ave</b> Santa Rosa, CA 95404 MLS ID: 324060527 Closed / For Sale</p> <p><i>Courtesy of The Marks Company</i></p>	Condo/Townhouse/Apt.	3/3	1,444	889 sq ft 2019	11/21/2024 111 days	\$560,000 \$388/sq ft	↓ 0.88%





## Summary

For Lease Activity in the Last 3 Months



### Legend

- For Lease
- Recently Leased

	New	Closed
Number of Properties	3	3
Lowest Listing Price / Est.Value	\$2,950	\$2,850
Median Listing Price / Est.Value	\$5,500	\$3,500
Highest Listing Price / Est.Value	\$15,000	\$3,500
Average Price / sqft	\$3	\$2
Median Price / sqft	\$3	\$3
Average Days in RPR	17	40
Median Days in RPR	14	47
Total Volume	\$23,450	\$9,850
Source	Listings	Public Records & Listings

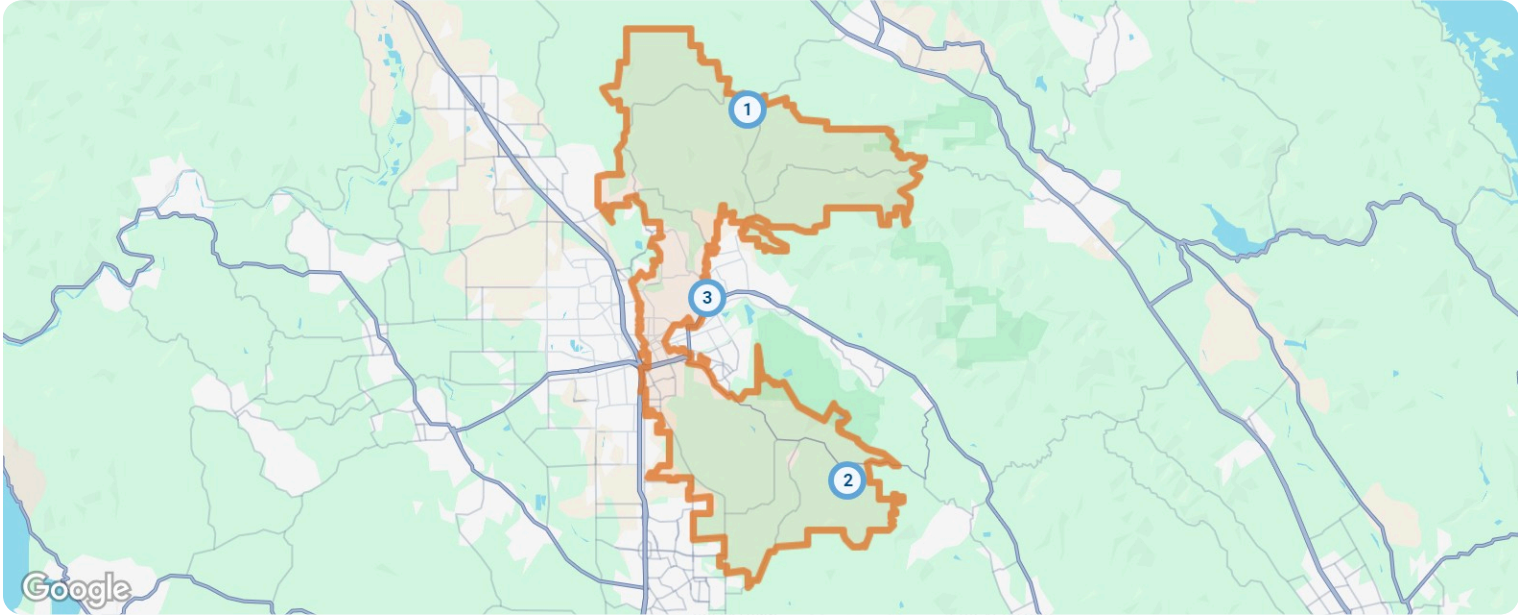







## Property Details

New

Source: Listings



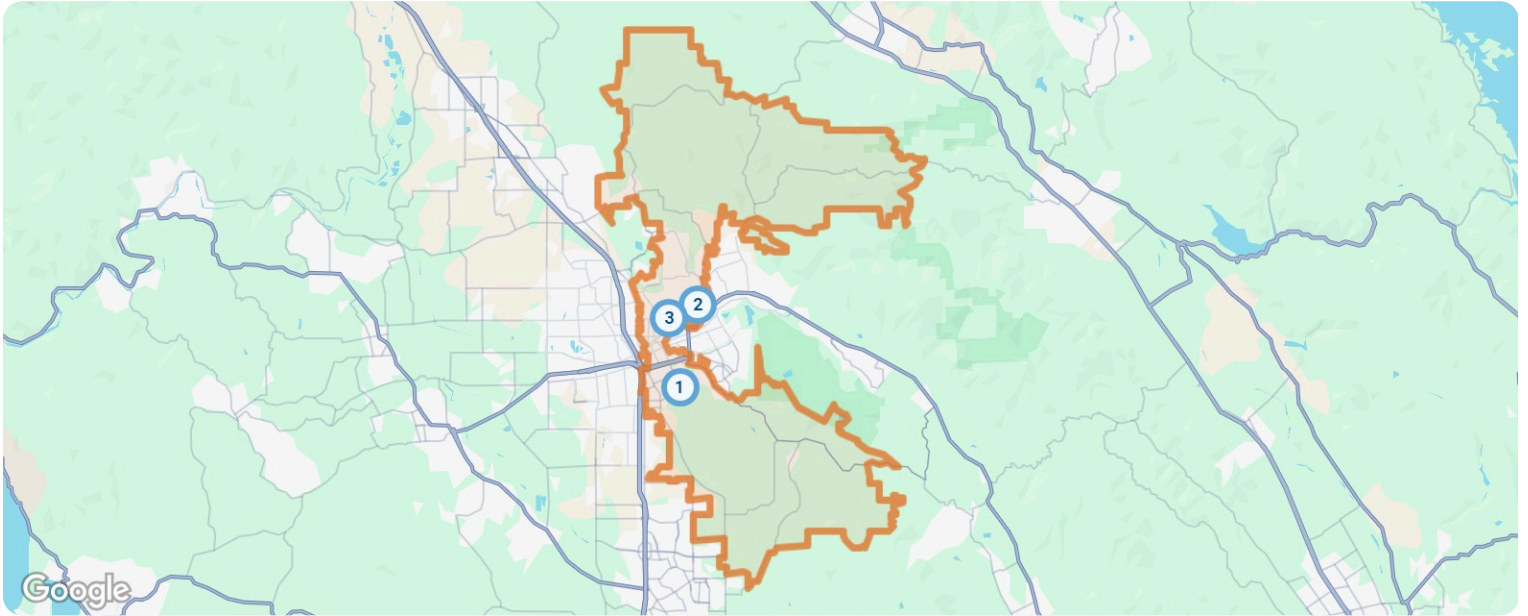
New: 3 properties		Property Type	Beds / Baths	Living Area (sq ft)	Lot Size	Year Built	List Date / Days in RPR	List Price / \$ Per Sq Ft
1	 <p><b>3611 Calistoga Rd</b> Santa Rosa, CA 95404 MLS ID: 41084181 ● Active / For Lease</p> <p><i>Courtesy of Compass</i></p>	Single Family	3/2	2,024	9.5 acres	1933	1/30/2025 14 days	\$5,500 mo. \$3/sq ft
2	 <p><b>3400 Matanzas Creek Ln</b> Santa Rosa, CA 95404 MLS ID: 325002716 ● Active / For Lease</p> <p><i>Courtesy of Healdsburg Sotheby's Int'l Realty</i></p>	Single Family	4/5	5,000	5 acres	1989	1/17/2025 27 days	\$15,000 mo. \$3/sq ft
3	 <p><b>920 Shady Oak Dr</b> Santa Rosa, CA 95404 MLS ID: 325009100 ● Active / For Lease</p> <p><i>Courtesy of Charterhill Pacific</i></p>	Condo/Townhouse/Apt.	3/2	1,235	2,631 sq ft	1979	2/4/2025 9 days	\$2,950 mo. \$2/sq ft








## Closed

Source: Public Records and Listings



Closed: 3 properties		Property Type	Beds / Baths	Living Area (sq ft)	Lot Size / Year Built	Closed Date / Days in RPR	Closed Price / \$ Per Sq Ft	List to Sold Price %
1	 <p><b>2193 Linwood Ave</b> Santa Rosa, CA 95404 MLS ID: 324092483 Closed / For Lease</p> <p><i>Courtesy of Sterling California Properties</i></p>	Single Family	3/3	1,998	3,502 sq ft 2006	12/30/2024 25 days	- \$2/sq ft	-
2	 <p><b>810 Brush Creek Rd</b> Santa Rosa, CA 95404 MLS ID: 324091501 Closed / For Lease</p> <p><i>Courtesy of Sterling California Properties</i></p>	Single Family	3/2	1,140	6,399 sq ft 1947	1/14/2025 48 days	- \$3/sq ft	-
3	 <p><b>1941 Grace Dr</b> Santa Rosa, CA 95404 MLS ID: 324092363 Closed / For Lease</p> <p><i>Courtesy of Sterling California Properties</i></p>	Single Family	3/2	1,366	7,200 sq ft 1950	1/20/2025 47 days	- \$3/sq ft	-





## About RPR

- RPR® is the nation's largest property database, exclusively for REALTORS®. It empowers REALTORS® to help buyers and sellers make informed decisions, backed by a real estate database covering more than 160 million residential and commercial properties in the United States.
- RPR is a wholly owned subsidiary of the National Association of REALTORS® and a member benefit to REALTORS®.
- RPR's data sources range from MLSs and county-level tax and assessment offices, to the U.S. Census and FEMA, to specialty data set providers such as Esri (consumer data), Niche (school information) and Precisely (geographic boundaries).

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## Ancillary Services

### Guaranteed Rate Affinity



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#### Jennifer Cortez

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