A NEIGHBORHOOD GUIDE

Inside Woodland

A historic downtown, farmland and room to grow

Every area from the historic downtown to Spring Lake and the farmland outside town, what homes really cost, and how they get bought and sold well.

SHAWNIVAN HONE

REAL ESTATE ADVISOR · REAL BROKER · DRE #02027593

A NOTE BEFORE YOU START

Yolo County, *$247,000 below Davis.*

Woodland sold for a median of $560,000 from January through October across 390 sales, up about 64% from 2016. Davis, 15 minutes south, came in at $807,000.

Woodland is the Yolo County seat: a historic downtown with Victorian and Craftsman homes, established neighborhoods from the 1960s through the 1990s, newer homes in Spring Lake, and farmland right up to the edge of town.

This guide is what I walk my own clients through before they buy or sell in Woodland: how each area differs, what homes sold for in 2026, what to know about older homes and new construction, and where negotiation makes the biggest difference.

Shawnii

BOOK A 15-MINUTE CALL →

Woodland at a glance, 2026

MEDIAN SOLD PRICE	PRICE PER SQ FT	TEN YEARS
$560K	$321	+64%
390 sales, January to October	Against $478 in Davis	From a $342,000 median in 2016

CONTENTS

What's *inside*

01 Why Woodland
The county seat, between Davis and the airport

02 The areas
Six areas and how they differ

03 What homes cost
2026 sold prices against Yolo County

04 Old homes or new
Historic homes, Spring Lake and special taxes

05 Inspecting a Woodland home
The systems that cost the most to get wrong

06 The money side
Loans, appraisals and taxes

07 Daily life
Downtown, the farms and the drive

08 Selling in Woodland
Pricing, presentation and negotiation

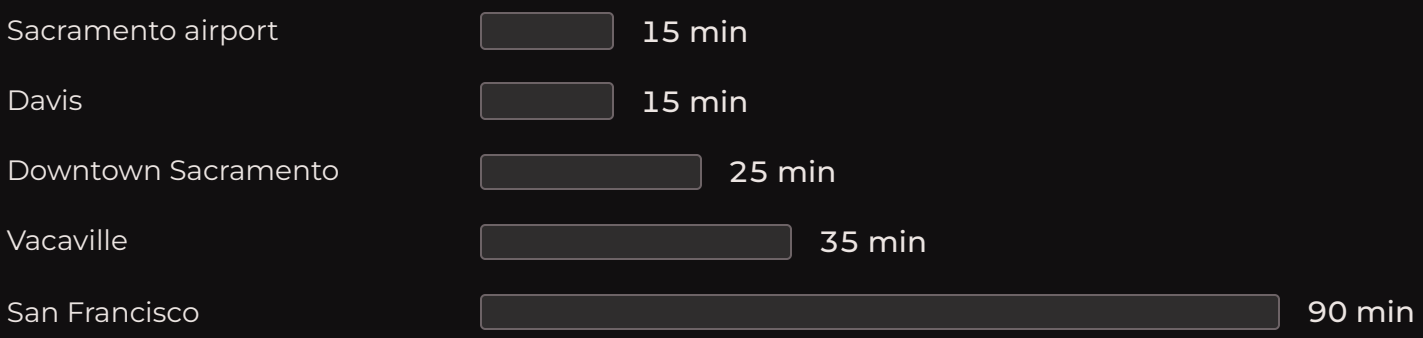
09 Your next step
A call, a private search, or a value estimate

01

Why *Woodland*

Woodland sits on I-5 and Highway 113 in Yolo County, about 15 minutes from Davis and the Sacramento airport and about 25 minutes from downtown Sacramento. It's a real county seat with a working downtown, surrounded by farmland.

Typical off-peak drive times



Approximate, from downtown Woodland.

THE PRICE

$247K less

Than the Davis median.

THE TOWN

County seat

A historic downtown with its own opera house.

THE ROADS

I-5 and 113

The airport and Davis in about 15 minutes.

02

The *pockets*

Woodland has no single price. A farmhouse on acreage, a newer home in Spring Lake and a Craftsman near Main Street can be ten minutes apart, and they price very differently.



Typical ranges, approximate, from recent sales and listings. Lot size, age, updates, HOA and special taxes move any one home well outside its range.

02 · THE POCKETS

The pockets, side by side

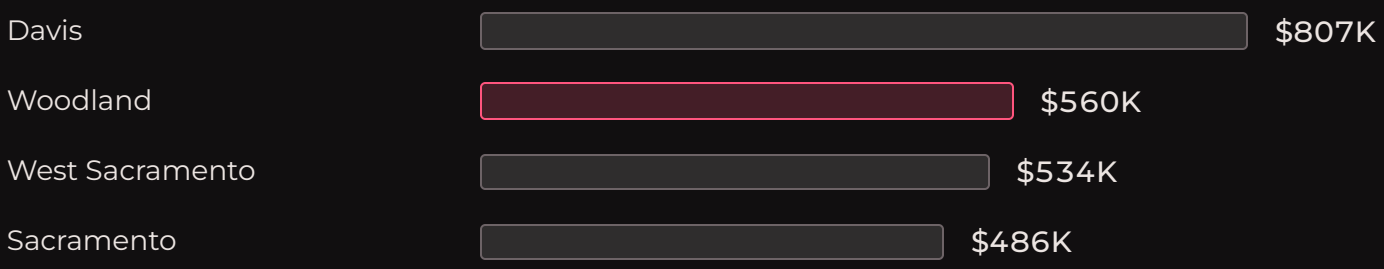
POCKET	WHAT IT'S LIKE	TYPICAL RANGE
Farmhouses and acreage outside town	Farmhouses and rural homes on acreage around town, often with wells and septic	$800K to $1.8M
Spring Lake	Newer master-planned neighborhoods on the southeast side, many with special taxes	$600K to $850K
Historic homes near downtown	Victorian, Craftsman and period homes on the streets around downtown	$500K to $850K
Established west and south Woodland	Established neighborhoods from the 1970s to the 1990s	$480K to $650K
Older central and east Woodland	Older homes from the 1950s and 1960s	$380K to $520K
Condos and townhomes	Attached homes throughout the city, often the entry point	$300K to $420K

Ranges are approximate, and any single sale can move them. For a specific property, I'll pull the actual recent sales before you make a decision.

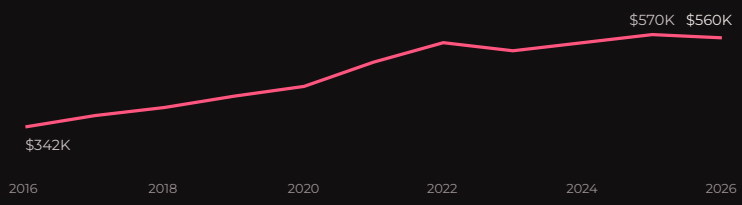
03
What homes *cost*

Woodland reached $570,000 in 2025, its highest January-to-October median, and held close to it at $560,000 this year. It sits about $247,000 below Davis and about $27,000 above West Sacramento.

Median sold price, January to October 2026



Woodland median, 2016 to 2026



Price per square foot

$321 in Woodland, against $478 in Davis, $315 in West Sacramento and $327 in Sacramento.

Volume and leverage

390 sales this year, against 361 over the same months of 2025. Homes sold for 99.0% of list on average, so well-priced homes sell close to asking.

Source: MetroList residential sales, January 1 to October 31, 2026, by city. 2026 figures are year to date.

04
Old homes *or new*

In Woodland, the choice between a historic home, an established neighborhood and Spring Lake changes what you pay, what you own and what it costs each month.

- ☐ **Historic homes.** Period homes near downtown reward a careful inspection: foundation, wiring, plumbing and the sewer line.
- ☐ **Special taxes.** Spring Lake and other newer areas carry special taxes on the property tax bill. Ask for the exact amount.
- ☐ **HOA dues.** Some newer neighborhoods have an HOA. Know the dues, what they cover and the rules.
- ☐ **Acreage.** Rural homes often have a well and septic. Inspect both, and confirm what the zoning allows.
- ☐ **Flood zones.** Some areas near Cache Creek are mapped. Check the FEMA zone for the address.
- ☐ **Solar.** Know whether solar is owned, leased or financed.
- ☐ **Permits.** Additions and conversions add value only if they were permitted.

05
Inspecting a *Woodland home*

New or old, every home gets an independent inspection. It protects you after closing, and it's your strongest negotiating tool before.

- ☐ **Sewer line.** A camera scope shows roots, cracks and old clay or cast iron pipe.
- ☐ **Electrical.** Older homes may have knob-and-tube wiring or an outdated panel, which insurers notice.
- ☐ **Plumbing.** Know what is galvanized and what has been replaced.
- ☐ **Foundation.** Look at the crawlspace for settling, moisture and past repairs.
- ☐ **Roof and chimney.** Get the roof's age, and have the chimney checked before you use it.
- ☐ **Trees.** Big trees affect the roof, the sewer line and insurance.
- ☐ **Permits.** Additions, converted garages and second units add value only if they were permitted.

> **Inspection results are leverage.** Under the standard California contract, you typically have 17 days to inspect. I plan for a general inspection plus any specialists, then use what we find to negotiate repairs, a credit, or a price change.

06

The money *side*

At these prices, most buyers stay well under the conforming limit, and lower down payment loans go further than they do in Davis.

Conforming and jumbo loans

The 2026 conforming loan limit for a one-unit home in Yolo County is *$832,750*. FHA, VA and down payment assistance programs can work well here. Ask a lender which programs fit, and check that the home's condition meets the loan's rules.

Appraisals on older homes

Period homes and farm properties have fewer true comparables, so appraisals can come in below the contract price. How the offer handles that gap is one of the most important terms you will negotiate.

Transfer tax

Woodland does not add a city tax, so the total is the standard $1.10 per $1,000. On a $560K home, that's about $616. Who pays is negotiable.

Property tax

Based on the purchase price, roughly 1% plus local assessments, plus special taxes in newer areas. Your lender and the tax bill will give you the exact figure.

07
Daily *life*

Woodland's appeal is a real downtown, farm country at the edge of town, and prices well below Davis, with the airport and Sacramento close.

A Saturday in Woodland

1. **Coffee** — Downtown on Main Street
2. **The market** — The farmers market downtown
3. **Outdoors** — A drive out to the Capay Valley
4. **Lunch** — Main Street
5. **Evening** — A show at the Woodland Opera House

A real downtown

Main Street, the opera house and historic streets around them.

Easy to get around

Davis and the airport are about 15 minutes away, downtown Sacramento about 25.

School district boundaries vary across Woodland. Verify any address with the district before you buy.

08

Selling in *Woodland*

Buyers here compare your home to the closest similar sales and to Davis and West Sacramento. Pricing, presentation and timing decide who sells first and for the most.

What buyers pay more for

Permitted updates, updated electrical and plumbing, owned solar, single-story living, larger lots, and period details on historic homes.

What they discount

Unpermitted work, original wiring and plumbing, sewer problems, deferred maintenance, high special taxes and busy-street locations.

How I approach it

- ☐ **Price against the right competition.** Buyers compare your home to the closest similar sales, block by block.
- ☐ **Inspect before you list.** A pre-listing inspection keeps a buyer's inspection from becoming a renegotiation.
- ☐ **Show how it lives.** Photography and video that show the light, the yard and what is nearby.
- ☐ **Negotiate the whole deal.** Price is one term. Credits, timing and rent-backs often matter as much.
- ☐ **Private when it fits.** For sellers who value discretion, I also run quiet, off-market offerings.

Own in Woodland? I'll put together a value estimate built on the sales that actually compare to your home.
Book a 15-minute call →

09

Your *next step*

The fastest way to turn this into a plan is a 15-minute call. If you're buying, I'll set up a private search for the area and the home you need. If you own here, I'll put together a value estimate from the sales that truly compare.

No pressure, and no commitment.

BOOK A 15-MINUTE CALL →

CALL OR TEXT

916-945-1294

EMAIL

shawnii@shawnivan.com

ONLINE

shawnivan.com · @realshawniihone

SHAWNIVAN HONE

Real Estate Advisor · DRE #02027593 · Real Broker, CA · Broker DRE #02022092

Your Favorite Sacramento Valley Wealth Builder

Equal Housing Opportunity. This guide is general information, not legal, tax, or financial advice. Sold prices, price per square foot, closed sales and list-to-sale ratios: MetroList residential sales by city, January 1 to October 31 of each year, 2016 to 2026. Pocket ranges and drive times are approximate. Conforming loan limit: Federal Housing Finance Agency, 2026. Transfer tax: Yolo County. Information current as of November 2026.