

NAPA COUNTY MARKET UPDATE | Q2 2023

SNAPSHOT

With six months of sales data now available for 2023, it is evident that the Napa County market has experienced a combination of positive and negative performance this year. The second quarter showed a rebound from the low point in the first quarter, though still below the second quarter of last year. Several factors have contributed to this situation, including higher interest rates, reduced inventory, ongoing inflation, and economic uncertainty.

Presently, the market is highly segmented, and numerous properties continue to sell above their asking prices, often attracting multiple offers. Analyzing pricing trends requires a granular understanding at the street level. Noteworthy neighborhoods that have demonstrated strong resilience include Calistoga and St. Helena.

SINGLE FAMILY HOMES



Q2 2023

MEDIAN SALES PRICE	\$870,000 ↓
DAYS ON MARKET	26 ↑
\$ / SQ. FT.	\$573 ↓
# FOR SALE LAST DAY OF JUNE	361 ↓
WENT INTO CONTRACT	273 ↓
PROPERTIES SOLD	222 ↓

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-3.8%**

DAYS ON MARKET: **-3 days**

YEAR-OVER-YEAR COMPARISON



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MEDIAN

	Q2-2023	Q2-2022	%Δ
SALES PRICE	\$870,000	\$965,500	-9.9%
DAYS ON MARKET	26	24	+8.3%
\$ / SQ. FT.	\$573	\$595	-3.7%

TOTAL

	Q2-2023	Q2-2022	%Δ
WENT INTO CONTRACT	273	395	-30.9%
PROPERTIES SOLD	222	364	-39.0%
# FOR SALE LAST DAY OF JUNE	361	416	-13.2%
% OF PROPERTIES SOLD OVER LIST PRICE	36.0%	53.0%	-32.1%
% OF LIST PRICE RECEIVED (AVERAGE)	99.4%	101.6%	-2.2%

YEAR-OVER-YEAR REGION COMPARISON

CALISTOGA	Q2-2023	Q2-2022	%Δ	2021
Median Sales Price	\$1,572,500	\$1,129,576	+39.2%	\$998,000
Median Days on Market	31	36	-13.9%	52
Median Price Per Square Foot	\$775	\$756	+2.5%	\$584
Homes Sold	10*	19*	-47.4%	65
Homes for Sale Last Day of June	53	60	-11.7%	22

NAPA

Median Sales Price	\$890,000	\$991,500	-10.2%	\$875,000
Median Days on Market	26	23	+13.0%	30
Median Price Per Square Foot	\$591	\$595	-0.7%	\$548
Homes Sold	147	262	-43.9%	1,022
Homes for Sale Last Day of June	115	133	-15.7%	104

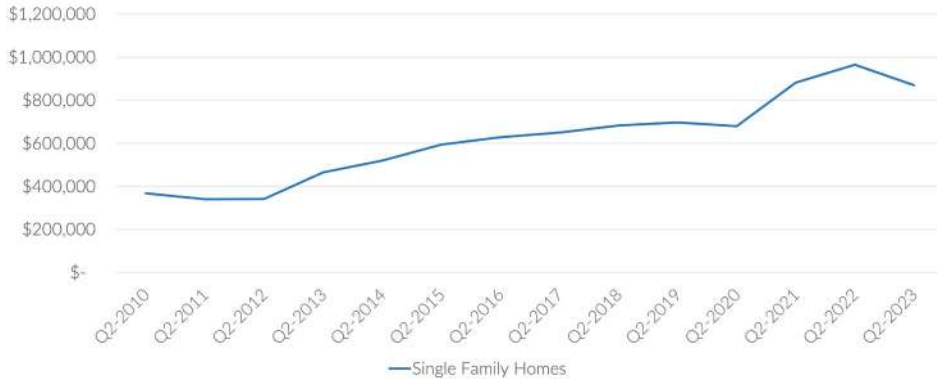
ST. HELENA

Median Sales Price	\$2,200,000	\$1,820,000	+20.9%	\$1,850,000
Median Days on Market	33	47	-29.8%	65
Median Price Per Square Foot	\$1,009	\$1,071	-5.8%	\$988
Homes Sold	19*	25*	-24.0%	102
Homes for Sale Last Day of June	87	112	-22.3%	24

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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALES PRICE



SINGLE FAMILY RESIDENCES

\$870,000

-9.9% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES

26 days

+2 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

222

-39.0% year-over-year