

NAPA COUNTY MARKET UPDATE | Q3 2023

SNAPSHOT

The real estate landscape in Napa County remains notably stratified, with large differences between cities. Though only 12 homes sold in Calistoga during Q3, the median sales price saw a dramatic year-over-year increase up to \$1,621,441. During the same time, St. Helena recorded a large drop of 23%.

As a whole, the median sales price saw a yearly decrease of 8 percent, while the median price per square foot experienced a 3 percent decline. However, even with rising interest rates, we anticipate that the year-over-year price declines will likely subside in the upcoming months.

SINGLE FAMILY HOMES



Q3 2023

MEDIAN SALES PRICE	\$942,500 ↓
DAYS ON MARKET	28 ↓
\$ / SQ. FT.	\$598 ↓
# FOR SALE LAST DAY OF SEPTEMBER	385 ↓
WENT INTO CONTRACT	235 ↓
PROPERTIES SOLD	212 ↓

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-16.9%**

DAYS ON MARKET: **-7 days**

YEAR-OVER-YEAR COMPARISON

“As a whole, the median sales price saw a yearly decrease of 8 percent, while the median price per square foot experienced a 3 percent decline.”

MEDIAN

	Q3-2023	Q3-2022	%Δ
SALES PRICE	\$942,500	\$1,025,000	-8.0%
DAYS ON MARKET	28	30	-6.7%
\$/SQ. FT.	\$598	\$616	-2.9%

TOTAL

	Q3-2023	Q3-2022	%Δ
WENT INTO CONTRACT	235	240	-2.1%
PROPERTIES SOLD	212	262	-19.1%
# FOR SALE LAST DAY OF SEPTEMBER	385	403	-4.5%
% OF PROPERTIES SOLD OVER LIST PRICE	42.5%	38.5%	+10.4%
% OF LIST PRICE RECEIVED (AVERAGE)	99.3%	99.6%	-0.3%

YEAR-OVER-YEAR REGION COMPARISON

CALISTOGA	Q3-2023	Q3-2022	%Δ	2021
Median Sales Price	\$1,621,441	\$1,125,000	+44.1%	\$998,000
Median Days on Market	56	27	+107.4%	52
Median Price Per Square Foot	\$701	\$652	+7.5%	\$584
Homes Sold	12*	13*	-7.7%	65
Homes for Sale Last Day of September	27	40	-32.5%	34

NAPA

Median Sales Price	\$965,000	\$1,000,000	-3.5%	\$875,000
Median Days on Market	26	29	-10.3%	30
Median Price Per Square Foot	\$599	\$610	-1.8%	\$548
Homes Sold	153	180	-15.0%	1,022
Homes for Sale Last Day of September	139	127	+9.4%	123

ST. HELENA

Median Sales Price	\$1,695,000	\$2,200,000	-23.0%	\$1,850,000
Median Days on Market	77	54	+42.6%	65
Median Price Per Square Foot	\$890	\$967	-8.0%	\$988
Homes Sold	17*	29*	-41.4%	102
Homes for Sale Last Day of September	61	52	+17.3%	44

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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALES PRICE



SINGLE FAMILY RESIDENCES

\$942,500

-8.0% year-over-year

MEDIAN MARKET TIME

SINGLE FAMILY RESIDENCES

28 days

-2 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

212

-19.1% year-over-year