

# NAPA COUNTY MARKET UPDATE

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Q3 2024







VANGUARD PROPERTIES

# MARKET UPDATE

NAPA COUNTY | Q3 2024

Q3 2024 was marked by falling interest rates, a volatile but ultimately positive stock market, and the lowest inflation in over three years, boosting consumer confidence as the economy continues to grow.

In the single-family home market, a few interesting trends emerged. The median price for homes increased by 8.8%, yet the price per square foot dropped by 3.7%. This could indicate that while buyers are paying more for homes overall, they're also prioritizing larger properties, which may bring down the price per square foot.

With the fall selling season now in full swing, we anticipate strong activity leading up to the typical late November slowdown. This year's significant interest rate reductions, along with predictions of further cuts, have many expecting an especially busy season, as buyers seize the opportunity to benefit from improved borrowing conditions.



## SINGLE FAMILY HOMES

Q3-2024

|                                      |               |
|--------------------------------------|---------------|
| Median Sales Price                   | \$1,025,000 ↑ |
| Days on market                       | 43 ↑          |
| \$ / SQ. FT.                         | \$576 ↓       |
| # For Sale<br>On Last Day Of Quarter | 339 ↓         |
| Went Into Contract                   | 226 ↓         |
| Properties Sold                      | 221 ↑         |



# NAPA COUNTY MARKET UPDATE

Q3-2024

## SINGLE FAMILY RESIDENCES

### MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-16.8%**

DAYS ON MARKET: **+8 days**

### YEAR-OVER-YEAR COMPARISON

*"This could indicate that while buyers are paying more for homes overall, they're also prioritizing larger properties, which may bring down the price per square foot."*

|                | Q3-2024     | Q3-2023   | %Δ     |
|----------------|-------------|-----------|--------|
| Sales Price    | \$1,025,000 | \$942,500 | +8.8%  |
| Days On Market | 43          | 28        | +53.6% |
| \$/SQ. FT.     | \$576       | \$598     | -3.7%  |

|  | Q3-2024 | Q3-2023 | %Δ     |
|--|---------|---------|--------|
| Went Into Contract                           | 226     | 235     | -3.8%  |
| Properties Sold                              | 221     | 212     | +4.2%  |
| # For Sale Last Day of Quarter               | 339     | 385     | -11.9% |
| % Of Properties Sold Over List               | 23.1%   | 42.5%   | -45.6% |
| % Of List Price Received<br><i>(Average)</i> | 98.0%   | 99.3%   | -1.3%  |

Sources: SFAR MLS & Broker Metrics; Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2024 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

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## YEAR-OVER-YEAR REGION COMPARISON

| CALISTOGA                          | Q3-2024     | Q3-2023     | %Δ     | 2022        |
|------------------------------------|-------------|-------------|--------|-------------|
| Median Sales Price                 | \$1,289,500 | \$1,621,441 | -20.5% | \$1,115,000 |
| Median Days on Market              | 49          | 56          | -12.5% | 39          |
| Median Price Per Square Foot       | \$731       | \$701       | +4.3%  | \$743       |
| Homes Sold                         | 13*         | 12*         | +8.3%  | 52          |
| Homes for Sale Last Day of Quarter | 38          | 27          | +40.7% | 22          |
| NAPA                               | Q3-2024     | Q3-2023     | %Δ     | 2022        |
| Median Sales Price                 | \$1,050,000 | \$965,000   | +8.8%  | \$950,000   |
| Median Days on Market              | 43          | 26          | 65.4%  | 27          |
| Median Price Per Square Foot       | \$580       | \$599       | -3.2%  | \$593       |
| Homes Sold                         | 161         | 153         | +5.2%  | 749         |
| Homes for Sale Last Day of Quarter | 202         | 139         | +45.3% | 78          |
| ST. HELENA                         | Q3-2024     | Q3-2023     | %Δ     | 2022        |
| Median Sales Price                 | \$1,900,000 | \$1,695,000 | +12.1% | \$1,750,000 |
| Median Days on Market              | 26          | 77          | -66.2% | 56          |
| Median Price Per Square Foot       | \$816       | \$890       | -8.3%  | \$993       |
| Homes Sold                         | 11*         | 17*         | -35.3% | 100         |
| Homes for Sale Last Day of Quarter | 58          | 61          | -4.9%  | 37          |

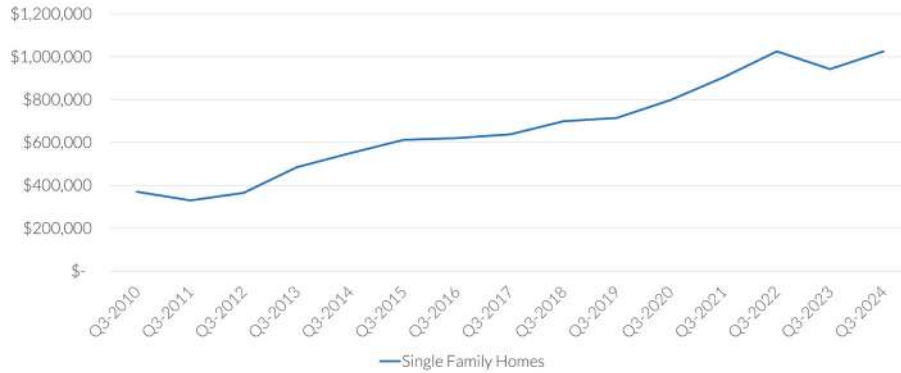
\* Small sample size; use caution when interpreting statistics. Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2024 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

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## YEAR-OVER-YEAR COMPARISONS

### MEDIAN SALE PRICE



Single Family Residences

**\$1,025,000**

+8.8% change year-over-year

### MEDIAN MARKET TIME

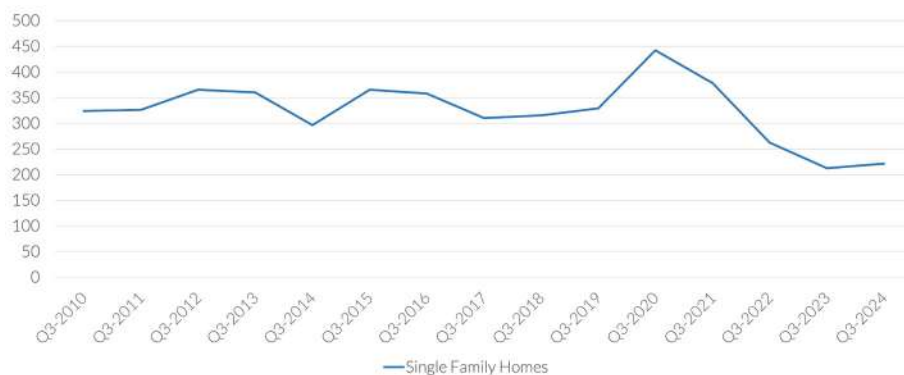


Single Family Residences

**43 days**

+15 day change year-over-year

### NUMBER OF SALES



Single Family Residences

**221**

+4.2% change year-over-year

\* Denotes small sample size; Use caution when interpreting results. Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2024 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075