

NAPA COUNTY MARKET UPDATE

2024 YEAR IN REVIEW





VANGUARD PROPERTIES

MARKET UPDATE

NAPA COUNTY | 2024 YEAR IN REVIEW

The real estate market in 2024 reflected a mix of resilience and recovery amid broader economic challenges. High prices, limited inventory, and steady demand defined the landscape.

Rising interest rates and the tech industry’s workforce reduction since 2022 had a lingering impact on housing demand, contributing to a decline in prices and home sales compared to the market peak between spring 2021 and fall 2022. However, year-over-year data showed clear signs of recovery: single-family home sales rose 4.7%, and the median sales price increased sharply by 8.6%. Competitive bidding remained common, with numerous properties selling quickly and above the asking price.

Mortgage rates have been climbing steadily over the past five weeks, driven in part by the economy’s continued strength. The average rate for a 30-year fixed mortgage now stands at 7.04%. Despite these higher rates, buyers are showing renewed interest, with pending home sales on the rise.

The first half of January typically starts slow as the market emerges from the holiday lull. Activity is expected to build, with new and refreshed listings peaking during the busy spring selling season. Projections point to a seller’s market throughout 2025, characterized by tight inventory and sustained demand—conditions likely to support high pricing. The National Association of Realtors forecasts a 2% increase in home prices nationwide, driven by stabilizing mortgage rates and improving job and income opportunities.

Overall, 2024 laid the foundation for continued stability and growth in the Napa County real estate market, setting the stage for an active and optimistic year ahead.



SINGLE FAMILY HOMES

2024

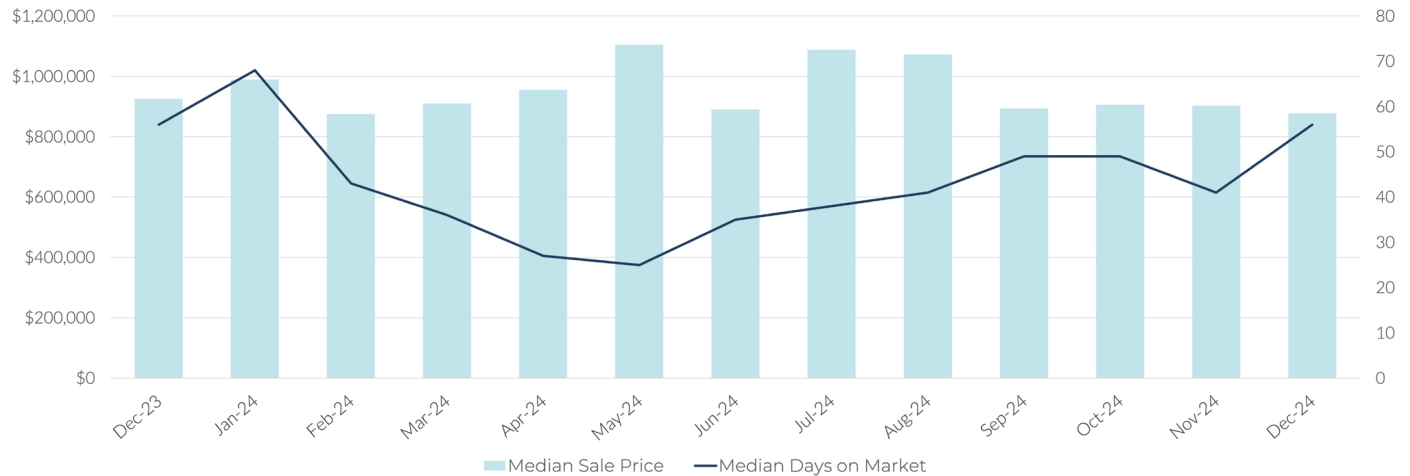
Median Sales Price	\$965,000 ↑
Days on market	40 ↑
\$ / SQ. FT.	\$595 ↑
# For Sale On Last Day Of Year	191 ↑
Went Into Contract	838 ↑
Properties Sold	825 ↑

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-2.8%**

DAYS ON MARKET: **+15 days**

YEAR-OVER-YEAR COMPARISON

"...year-over-year data showed clear signs of recovery: single-family home sales rose 4.7%, and the median sales price increased sharply by 8.6%."

	2024	2023	%Δ
Median Sales Price	\$965,000	\$888,500	+8.6%
Median Days On Market	40	31	+29.0%
\$/SQ. FT.	\$595	\$574	+3.7%

	2024	2023	%Δ
Total Properties Sold	838	798	+5.0%
Went Into Contract	825	788	+4.7%
# For Sale Last Day of Year	191	169	+13.0%
% Of Properties Sold Over List	25.1%	35.2%	-28.7%
% Of List Price Received (Average)	98.0%	98.8%	-0.8%

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.
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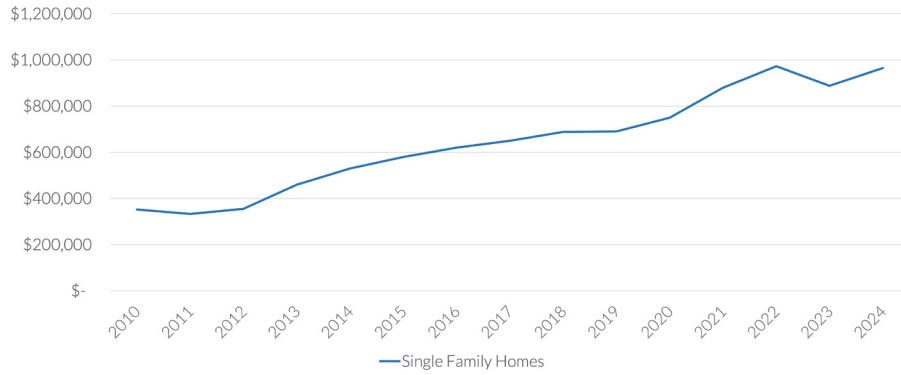
YEAR-OVER-YEAR REGION COMPARISON

CALISTOGA	2024	2023	%Δ	2022
Median Sales Price	\$1,100,000	\$977,500	+12.5%	\$1,115,000
Median Days on Market	58	51	+13.7%	39
Median Price Per Square Foot	\$683	\$642	+6.4%	\$743
Homes Sold	45*	40*	+12.5%	52
Homes for Sale Last Day of Year	19	16	+18.8%	22
NAPA	2024	2023	%Δ	2022
Median Sales Price	\$960,000	\$915,000	+4.9%	\$950,000
Median Days on Market	37	28	+32.1%	27
Median Price Per Square Foot	\$597	\$584	+2.2%	\$593
Homes Sold	581	570	+1.9%	749
Homes for Sale Last Day of Year	123	80	+53.8%	78
ST. HELENA	2024	2023	%Δ	2022
Median Sales Price	\$2,150,000	\$1,900,000	+13.2%	\$1,750,000
Median Days on Market	73	62	+17.7%	56
Median Price Per Square Foot	\$1,008	\$877	+14.9%	\$993
Homes Sold	77	59	+30.5%	100
Homes for Sale Last Day of Year	25	29	-13.8%	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. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity, DRE No. 01486075

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE

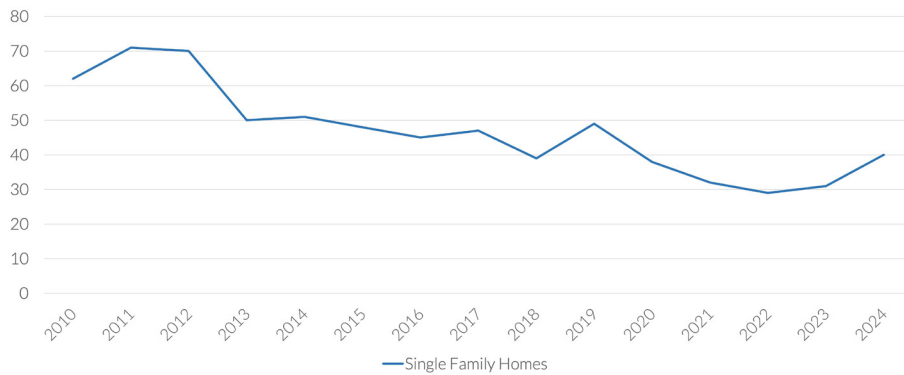


Single Family Residences

\$965,000

+8.6% change year-over-year

MEDIAN MARKET TIME

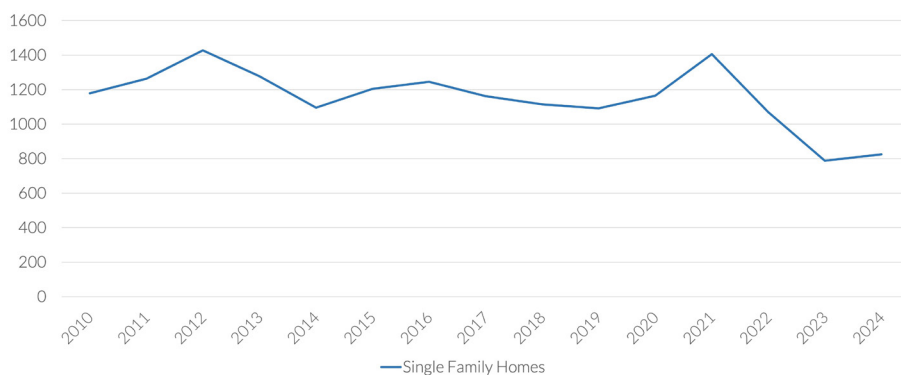


Single Family Residences

40 days

+9 day change year-over-year

NUMBER OF SALES



Single Family Residences

825

+4.7% 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. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity, DRE No. 01486075