NAPA COUNTY MARKET UPDATE

2025 YEAR IN REVIEW

VANGUARD PROPERTIES

MARKET UPDATE

NAPA COUNTY | 2025 YEAR IN REVIEW

Napa County's housing market closed 2025 with signs of healthy transition. The most striking shift was a 32.5 % increase in the number of homes for sale, giving buyers more choice than they've enjoyed in several years. This surge in supply, combined with modest price adjustments, helped ease competition and set the stage for a more balanced market. Contract activity and closed sales dipped slightly — homes going under contract fell 3.6 % and closed sales slipped 1.3 % from 2024 — but demand remained resilient as buyers took advantage of increased selection and more negotiating room.

Prices moderated in 2025 after several years of rapid appreciation. The median sales price ticked down 2.0 % to $946,165, and the median price per square foot eased 2.2 % to $582. Homes spent a bit longer on the market, with the median days on market rising seven days to 47, yet nearly one in five properties still sold above their asking price and sellers received, on average, 97.2 % of list value. These figures suggest a market that has moved off its pandemic-era highs but continues to reward well-priced, well-presented homes.

Napa's broader economy provided a solid foundation for the housing market. Tourism remained a powerful engine: according to Visit Napa Valley's 2025 Destination Symposium, the region generated $525 million in lodging revenue and $65.7 million in Transient Occupancy Tax collections in FY 2025, demonstrating that lodging demand and visitor spending remained resilient. The tourism industry supports more than 16,000 jobs and attracts a younger, highly educated visitor base. Economic analysts also noted that Napa has been "the star of the North Bay" in recovering from recent downturns and that the county has added about 2,300 jobs since 2020, reflecting solid local job growth. These factors, coupled with the rise of healthcare as a growing sector, underscore the region's economic vitality.

Affordability conditions improved materially in late 2025 and early 2026. Freddie Mac's Primary Mortgage Market Survey reported that the average 30-year fixed-rate mortgage fell to 6.06 % as of January 15, 2026, the lowest reading in more than three years, and economists noted that purchase and refinance applications jumped as borrowers responded to the drop in rates. With financing costs moving lower and stock markets hovering near record highs, buyer confidence rebounded, fueling expectations for a strong spring selling season. Together with more abundant inventory and moderate pricing, these lower rates create meaningful opportunities for both first-time buyers and those looking to upgrade or invest.

SINGLE FAMILY HOMES

2025

Median Sales Price	$946,165 ↓
Days on market	47 ↑
$ / SQ. FT.	$582 ↓
# For Sale On Last Day Of Year	253 ↑
Went Into Contract	808 ↓
Properties Sold	814 ↓

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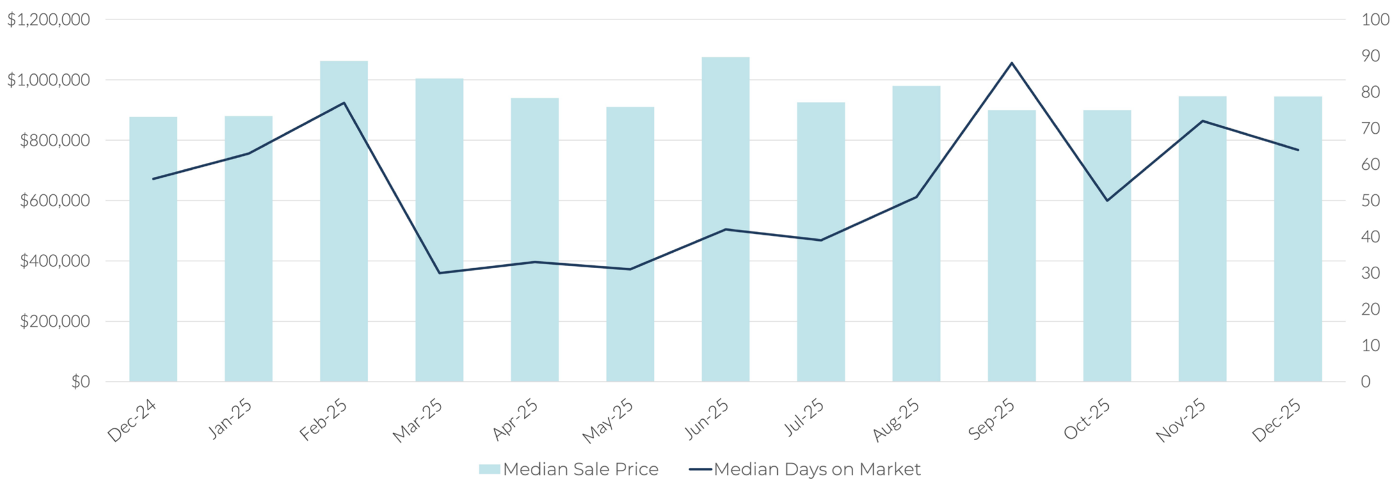
SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH: SALES PRICE: **No change** DAYS ON MARKET: **-8 days**

YEAR-OVER-YEAR COMPARISON

"Napa County's housing market closed 2025 with signs of healthy transition. The most striking shift was a 32.5 % increase in the number of homes for sale, giving buyers more choice than they've enjoyed in several years."

MEDIAN

	2025	2024	%Δ
Sales Price	$946,165	$965,000	-2.0%
Days On Market	47	40	+17.5%
$ / SQ. FT.	$582	$595	-2.2%

TOTAL

	2025	2024	%Δ
Went Into Contract	808	838	-3.6%
Properties Sold	814	825	-1.3%
# For Sale Last Day of Year	253	191	+32.5%
% Of Properties Sold Over List	18.7%	25.1%	-25.5%
% Of List Price Received *(Average)*	97.2%	98.0%	-0.8%

Sources: SFAR 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.

VANGUARD PROPERTIES

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YEAR-OVER-YEAR REGION COMPARISON

CALISTOGA	2025	2024	%Δ	2023
Median Sales Price	$1,390,000	$1,100,000	+26.4%	$977,500
Median Days on Market	44	58	-24.1%	51
Median Price Per Square Foot	$703	$683	+2.9%	$642
Homes Sold	25*	45*	-44.4%	40*
Homes for Sale Last Day of Year	22	19	+15.8%	16

NAPA	2025	2024	%Δ	2023
Median Sales Price	$935,000	$960,000	-2.6%	$915,000
Median Days on Market	48	37	+29.7%	28
Median Price Per Square Foot	$582	$597	-2.5%	$584
Homes Sold	613	581	+5.5%	570
Homes for Sale Last Day of Year	171	123	+39.0%	80

ST. HELENA	2025	2024	%Δ	2023
Median Sales Price	$1,925,000	$2,150,000	-10.5%	$1,900,000
Median Days on Market	68	73	-6.8%	62
Median Price Per Square Foot	$907	$1,008	-10.0%	$877
Homes Sold	70	77	-9.1%	59
Homes for Sale Last Day of Year	31	25	+24.0%	29

* 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.

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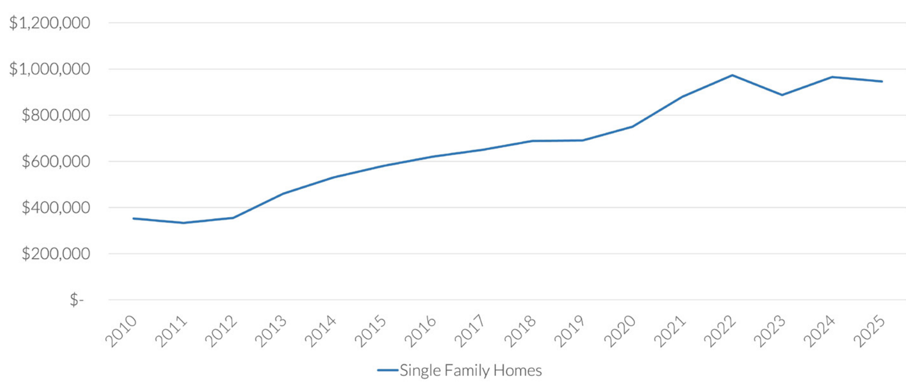
YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE

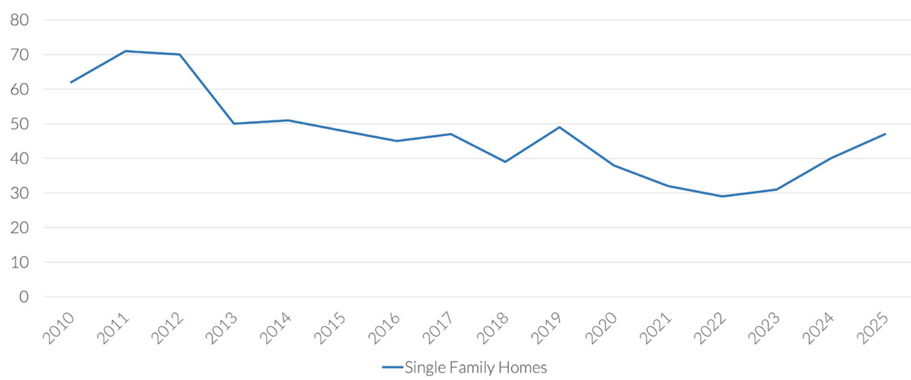


Single Family Residences

$946,165

-2.0% change year-over-year

MEDIAN MARKET TIME

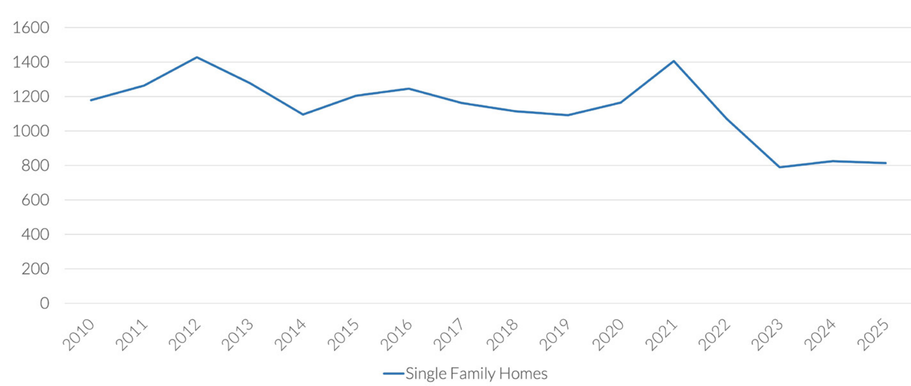


Single Family Residences

47 days

+7 day change year-over-year

NUMBER OF SALES



Single Family Residences

814

-1.3% change year-over-year

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