

NAPA COUNTY MARKET UPDATE | Q2 2024

SNAPSHOT

The Napa County market is exhibiting strong growth compared to last year's trends. In the last quarter, the median sales price surged by 13.7 percent, setting a new record for Q2, while the price per square foot jumped 7.2 percent. Although the inventory of single-family homes available at the end of Q2 dropped by 18%, it has been on the rise recently. Approximately one-third of homes sold over their list price at an average of 99 percent of the listing price.

Mortgage rates essentially remained flat from last week but have decreased nearly half a percent from their peak earlier this year. This downward trend in mortgage rates, combined with a resilient economy, presents two positive signs for the housing market. According to Freddie Mac, the 30-year fixed-rate mortgage now stands at 6.78%.

SINGLE FAMILY HOMES



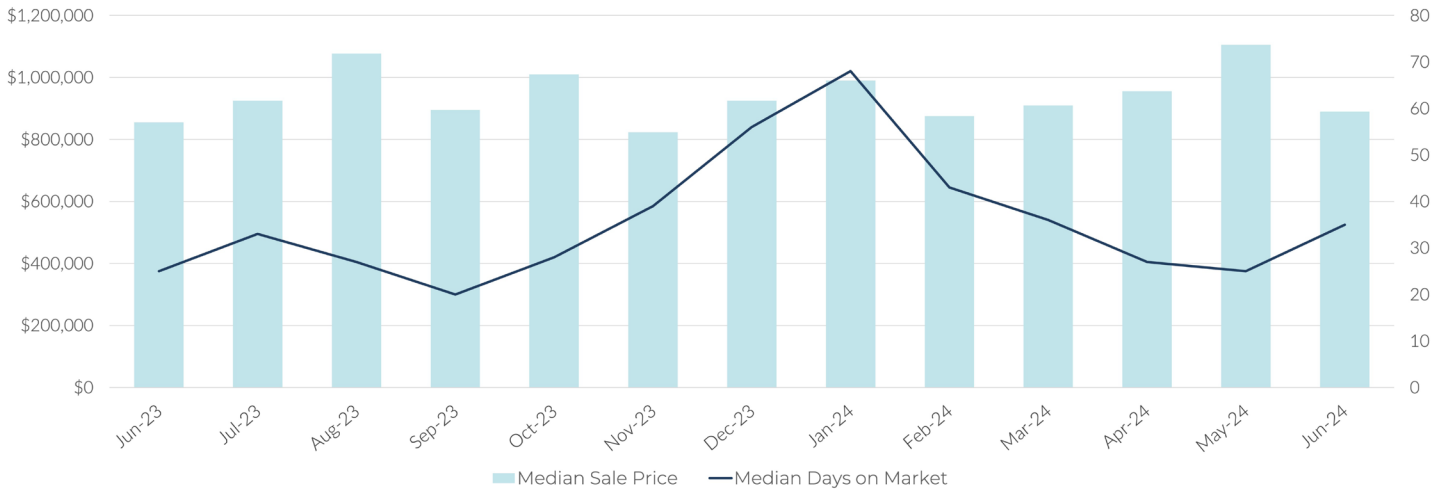
Q2 2024

MEDIAN SALES PRICE	\$989,000 ↑
DAYS ON MARKET	30 ↑
\$/SQ. FT.	\$614 ↑
# FOR SALE LAST DAY OF JUNE	296 ↓
WENT INTO CONTRACT	220 ↓
PROPERTIES SOLD	233 ↑

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SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-19.5%**

DAYS ON MARKET: **+10 days**

YEAR-OVER-YEAR COMPARISON

“...the median sales price surged by 13.7 percent, setting a new record for Q2...”

MEDIAN

	Q2-2024	Q2-2023	%Δ
SALES PRICE	\$989,000	\$870,000	+13.7%
DAYS ON MARKET	30	26	+15.4%
\$ / SQ. FT.	\$614	\$573	+7.2%

TOTAL

	Q2-2024	Q2-2023	%Δ
WENT INTO CONTRACT	220	273	-19.4%
PROPERTIES SOLD	233	222	+5.0%
# FOR SALE LAST DAY OF JUNE	296	361	-18.0%
% OF PROPERTIES SOLD OVER LIST PRICE	33.0%	36.0%	-8.3%
% OF LIST PRICE RECEIVED (AVERAGE)	99.0%	99.4%	-0.4%

YEAR-OVER-YEAR REGION COMPARISON

CALISTOGA	Q2-2024	Q2-2023	%Δ	2022
Median Sales Price	\$1,555,000	\$1,572,500	-1.1%	\$1,115,000
Median Days on Market	43	31	+38.7%	39
Median Price Per Square Foot	\$673	\$775	-13.2%	\$743
Homes Sold	11*	10*	+10.0%	52
Homes for Sale Last Day of June	31	53	-41.5%	22

NAPA

Median Sales Price	\$960,000	\$890,000	+7.9%	\$950,000
Median Days on Market	29	26	+11.5%	27
Median Price Per Square Foot	\$615	\$591	+4.1%	\$593
Homes Sold	169	149	+13.4%	749
Homes for Sale Last Day of June	183	115	+59.1%	78

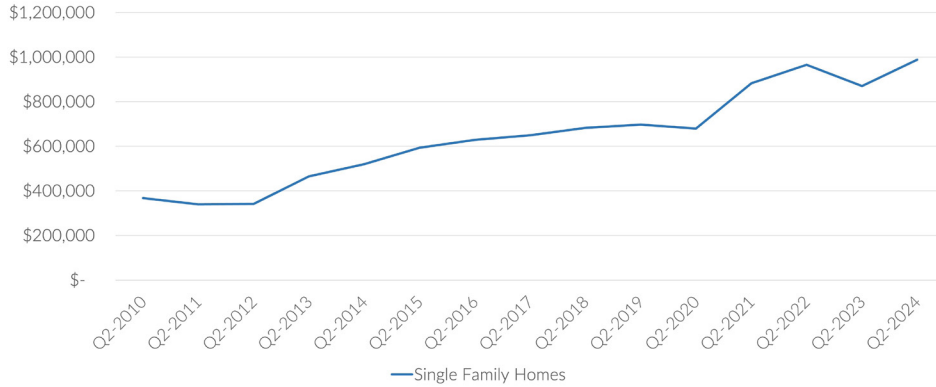
ST. HELENA

Median Sales Price	\$2,150,000	\$2,200,000	-2.3%	\$1,750,000
Median Days on Market	39	33	+18.2%	56
Median Price Per Square Foot	\$1,086	\$1,009	+7.6%	\$993
Homes Sold	27*	19*	+42.1%	100
Homes for Sale Last Day of June	48	87	-44.8%	37

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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALES PRICE



SINGLE FAMILY RESIDENCES

\$989,000

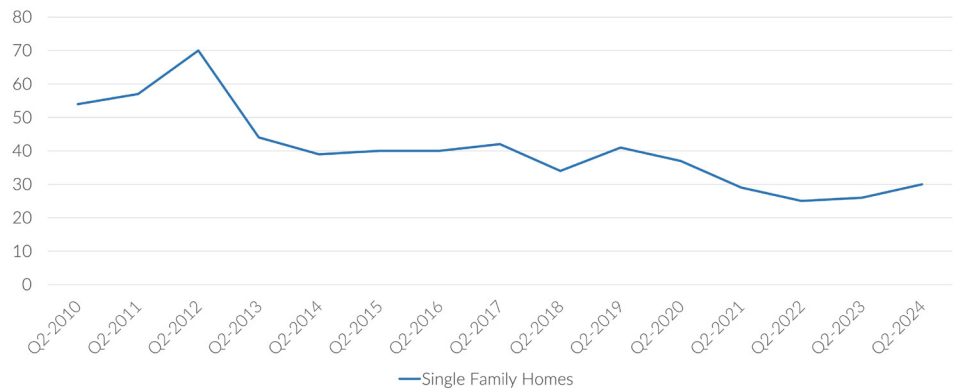
+13.7% year-over-year

MEDIAN MARKET TIME

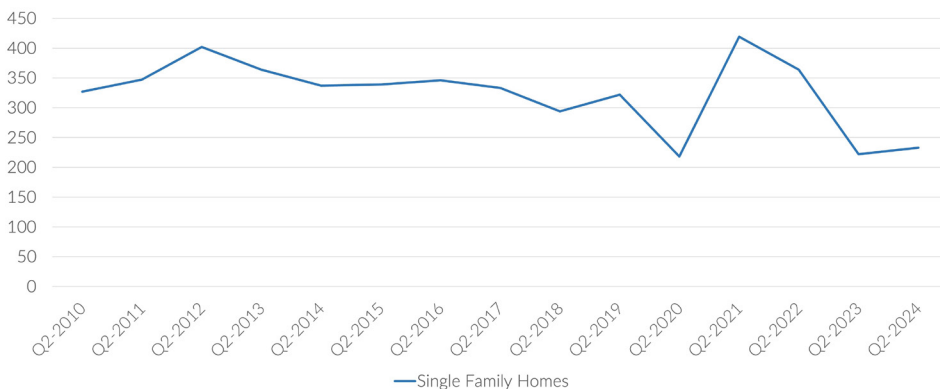
SINGLE FAMILY RESIDENCES

30 days

+4 day change year-over-year



NUMBER OF SALES



SINGLE FAMILY RESIDENCES

233

+5.0% year-over-year