

NAPA COUNTY MARKET UPDATE

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 On Last Day Of Quarter	339 ↓
Went Into Contract	226 ↓
Properties Sold	221 ↑

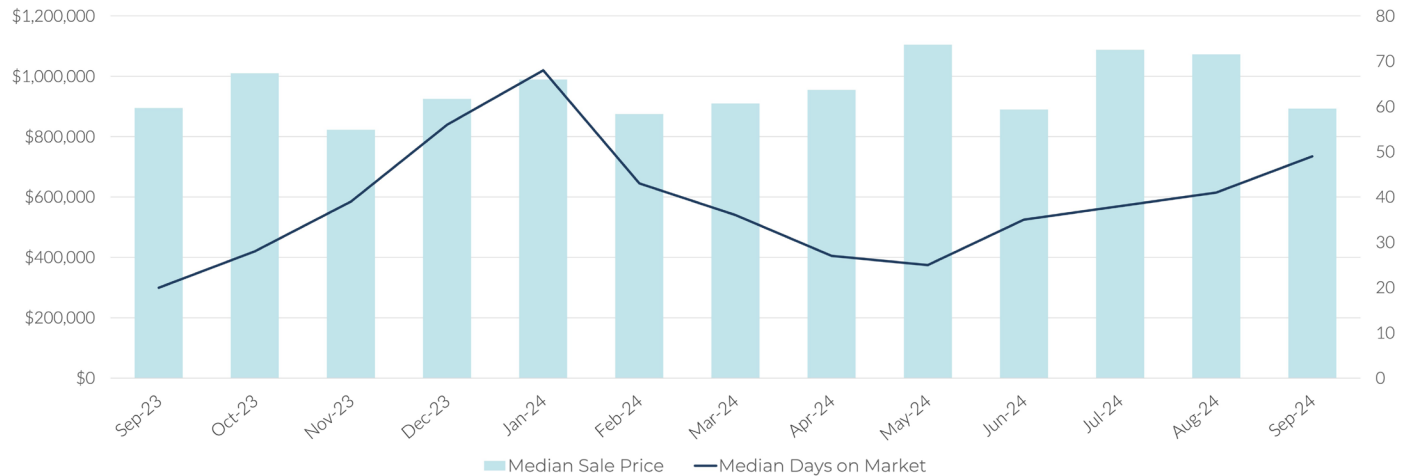


NAPA COUNTY MARKET UPDATE

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 <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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Q3-2024

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

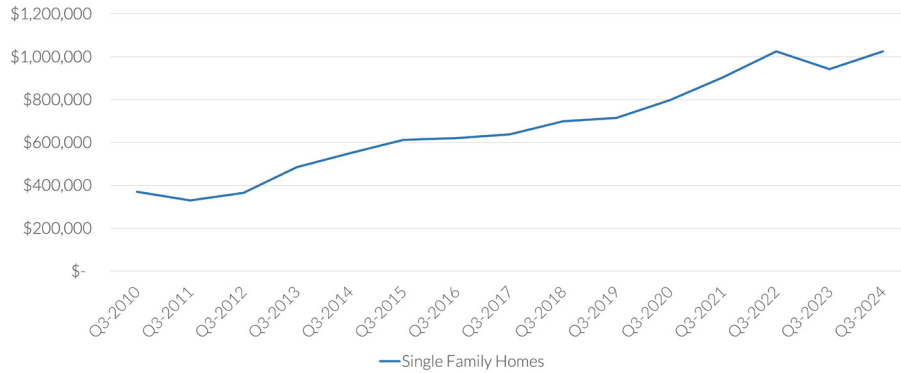
* Small sample size; use caution when interpreting statistics. Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, 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

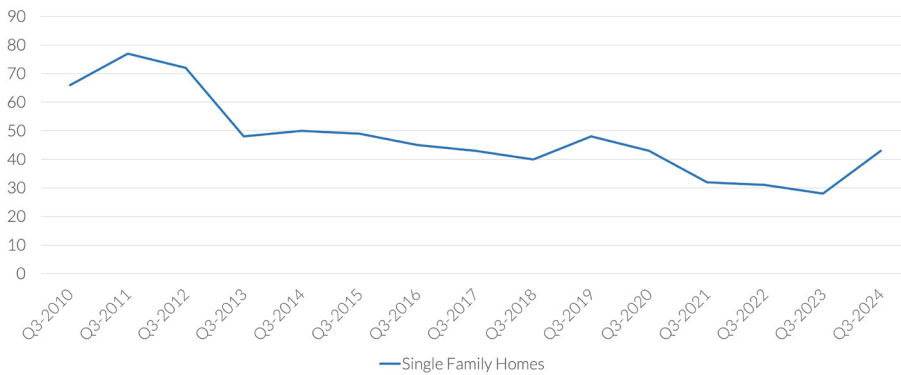


Single Family Residences

\$1,025,000

+8.8% change year-over-year

MEDIAN MARKET TIME

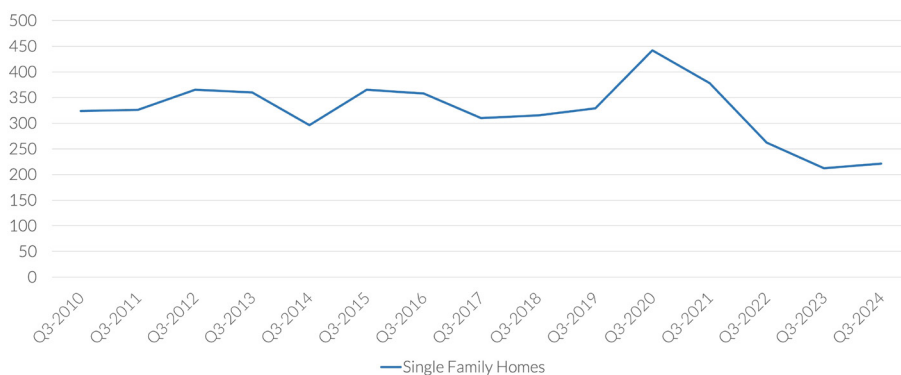


Single Family Residences

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