

# BROKERS

OF THE VALLEY

REAL ESTATE MARKET REPORT





NAPA COUNTY

2022 VS 2021



COLDWELL BANKER

# NAPA COUNTY

<u>JAN-DEC 2021</u>	<u>JAN-DEC 2022</u>	<u>DIFFERENCE</u>
SOLD LISTINGS		
1689	1245	 -26%
MEDIAN SOLD PRICE		
\$835,000	\$925,000	 +11%
AVG. DAYS ON MARKET		
56	48	 -14%
MEDIAN PRICE PER SQ. FT.		
\$537	\$580	 +8%

# NAPA COUNTY MILLION PLUS

<u>JAN-DEC 2021</u>	<u>JAN-DEC 2022</u>	<u>DIFFERENCE</u>
SOLD LISTINGS		
621	552	⬇️ -11%
MEDIAN SOLD PRICE		
\$1,550,000	\$1,600,000	⬆️ +3%
AVG. DAYS ON MARKET		
74	57	⬇️ -23%
MEDIAN PRICE PER SQ. FT.		
\$699	\$753	⬆️ +8%

# NAPA COUNTY





## 1 ACRE +

<u>JAN-DEC 2021</u>	<u>JAN-DEC 2022</u>	<u>DIFFERENCE</u>
SOLD LISTINGS		
230	151	⬇️ -34%
MEDIAN SOLD PRICE		
\$2,050,000	\$2,310,000	⬆️ +13%
AVG. DAYS ON MARKET		
108	89	⬇️ -18%
MEDIAN PRICE PER SQ. FT.		
\$835	\$1,031	⬆️ +23%

## CITY OF NAPA

<u>JAN-DEC 2021</u>	<u>JAN-DEC 2022</u>	<u>DIFFERENCE</u>
SOLD LISTINGS		
1250	889	⬇️ -29%
MEDIAN SOLD PRICE		
\$822,500	\$900,000	⬆️ +9%
AVG. DAYS ON MARKET		
50	41	⬇️ -18%
MEDIAN PRICE PER SQ. FT.		
\$536	\$576	⬆️ +7%

# YOUNTVILLE

<u>JAN-DEC 2021</u>	<u>JAN-DEC 2022</u>	<u>DIFFERENCE</u>
SOLD LISTINGS		
39	33	 -15%
MEDIAN SOLD PRICE		
\$1,295,000	\$1,775,000	 +37%
AVG. DAYS ON MARKET		
86	26	 -70%
MEDIAN PRICE PER SQ. FT.		
\$865	\$1,092	 +26%

## ST. HELENA

<u>JAN-DEC 2021</u>	<u>JAN-DEC 2022</u>	<u>DIFFERENCE</u>
SOLD LISTINGS		
127	115	⬇️ -9%
MEDIAN SOLD PRICE		
\$1,799,000	\$1,635,000	⬇️ -8%
AVG. DAYS ON MARKET		
95	81	⬇️ -15%
MEDIAN PRICE PER SQ. FT.		
\$947	\$917	⬇️ -9%

# AMERICAN CANYON

<u>JAN-DEC 2021</u>	<u>JAN-DEC 2022</u>	<u>DIFFERENCE</u>
SOLD LISTINGS		
144	114	⬇️ -21%
MEDIAN SOLD PRICE		
\$682,772	\$700,000	⬆️ +3%
AVG. DAYS ON MARKET		
35	43	⬆️ +22%
MEDIAN PRICE PER SQ. FT.		
\$360	\$402	⬆️ +12%



# CALISTOGA

<u>JAN-DEC 2021</u>	<u>JAN-DEC 2022</u>	<u>DIFFERENCE</u>
SOLD LISTINGS		
78	64	↓ -18%
MEDIAN SOLD PRICE		
\$1,040,000	\$1,130,288	↑ +9%
AVG. DAYS ON MARKET		
92	79	↓ -15%
MEDIAN PRICE PER SQ. FT.		
\$608	\$748	↑ +23%

## ANGWIN

<u>JAN-DEC 2021</u>	<u>JAN-DEC 2022</u>	<u>DIFFERENCE</u>
SOLD LISTINGS		
42	21	↓ -50%
MEDIAN SOLD PRICE		
\$780,000	\$990,888	↑ +27%
AVG. DAYS ON MARKET		
91	86	↓ -5%
MEDIAN PRICE PER SQ. FT.		
\$470	\$432	↓ -8%

# MONEY MARKET UPDATE

The Federal Housing Finance Agency (FHFA) announced new conforming loan limit values for mortgages to be acquired by Fannie Mae and Freddie Mac in 2023. In most of the United States, the 2023 limit for one-unit properties is \$726,200, an increase of \$79,000 from \$647,200 in 2022. For areas in which 115 percent of the local median home value exceeds the baseline conforming loan limit, the applicable loan limit will be higher than the baseline loan limit, such as Napa County which received a new one-unit loan limit of \$1,017,750.

The Federal Reserve continued to hold its policy stance in recent months to address rising inflation. Through aggressive rates hikes in 2022, the Federal Reserve has increased the Federal Funds rate an additional 3% during the 6 months ending 2022 to a total of 4.5%. Inflation, which peaked in June 2022 at 9.1%, has been trending in a downward direction each month since, coming in at 6.5% in December 2022.

Freddie Mac reports that mortgage interest rates for owner occupied mortgages hit highs surpassing 7% in October 2022 but improved to end the year at approximately 6.3%. Due to the increases in mortgage rates since experiencing record lows in 2021, originations were down 22 percent in Q3 of 2022 and 46 percent annually.

The Federal Reserve reported that Americans have more equity in their homes than ever before, as the total U.S. home equity figure increased to \$29.5 trillion in the third quarter of 2022.

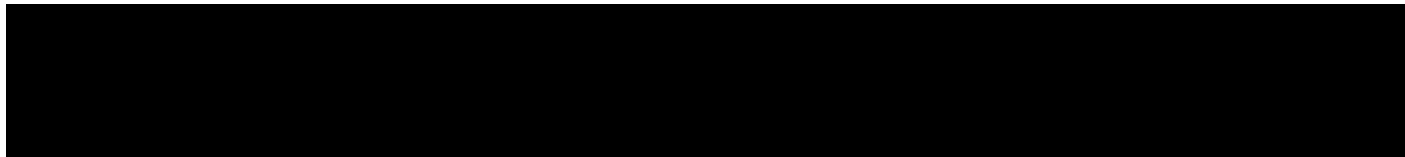
**U.S. home equity increased to a record \$29.5 trillion in the third quarter of 2022.**

**Inflation retreated to 6.5% in December 2022, after hitting a 40-year high of 9.1% in June 2022.**

# NAPA COUNTY \$1 MILLION PLUS

MARKET SHARE | SALES TRANSACTIONS

JANUARY 1 - DECEMBER 31, 2022



Representing more \$1 Million Plus Closed Transactions sides than the three closest companies combined.



**COLDWELL BANKER**  
BROKERS OF THE VALLEY

Number of closed sales reported from BAREIS MLS January 23, 2023 recorded closed sales for the top 10 offices, for January 1 - December 31, 2022. graph shows top 4 top offices. Information herein believed to be reliable but not guaranteed. Copyright 2023 by Bay Area Real Estate Information Services, Inc. All rights reserved.

*Locally owned and operated since 1994*

Lic. #02013646