

AUGUST 2018 MARKET REPORT

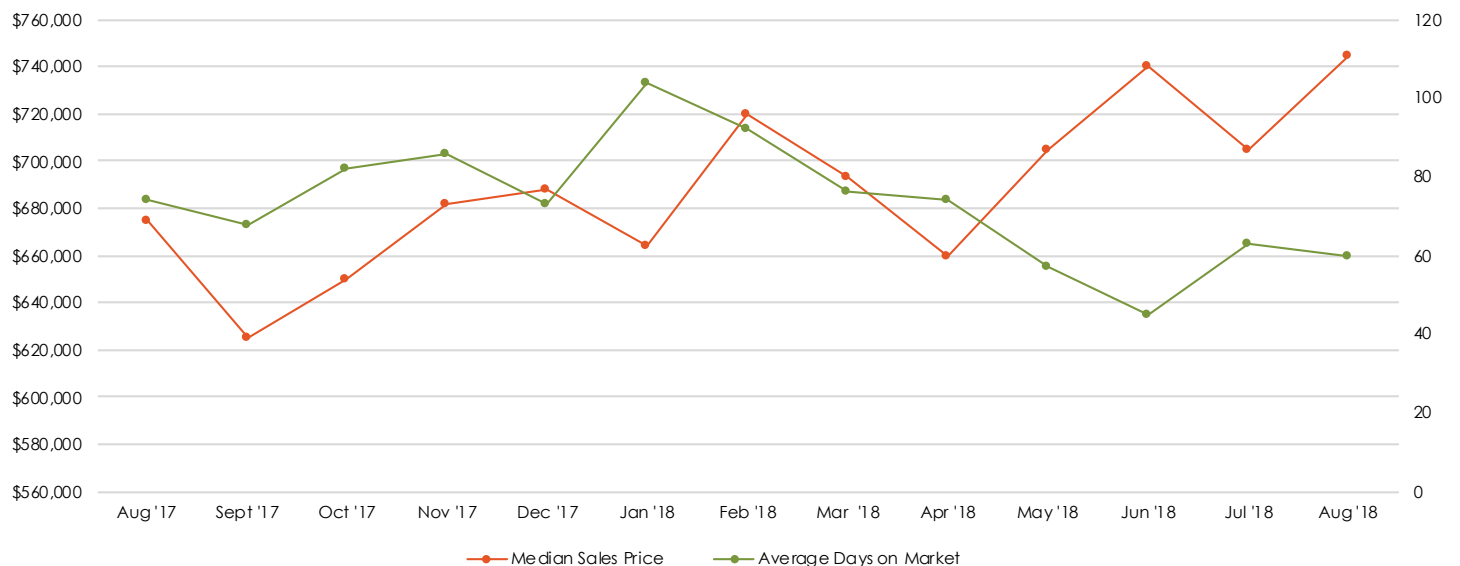
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NAPA COUNTY > RESIDENCES

YEAR-TO-YEAR ANALYSIS OF THE MARKET

| | AUG-'18 | AUG-'17 | CHANGE |
|-----------------------------------|-----------|-----------|----------------------------|
| Median Sales Price | \$745,000 | \$675,000 | Up 10.4% |
| Average Days on Market | 60 | 74 | 14 Days Faster |
| Number of Homes for Sale | 545 | 555 | Down 1.8% |
| Percent Under Contract | 21.3% | 22.7% | Down 1.4 Percentage Points |
| Average Sold Price/Original Price | 96.1% | 91.8% | Up 4.3% |
| Average Price per Square Foot | \$495 | \$526 | Down 5.9% |

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, September 7, 2018.

Defining Napa County: Our real estate markets in Napa County include the cities of American Canyon, Angwin, Calistoga, Napa, Oakville, Rutherford, St. Helena, and Yountville. Sales data in the table and chart above includes all single-family homes in Napa County.