

JANUARY 2018 MARKET REPORT

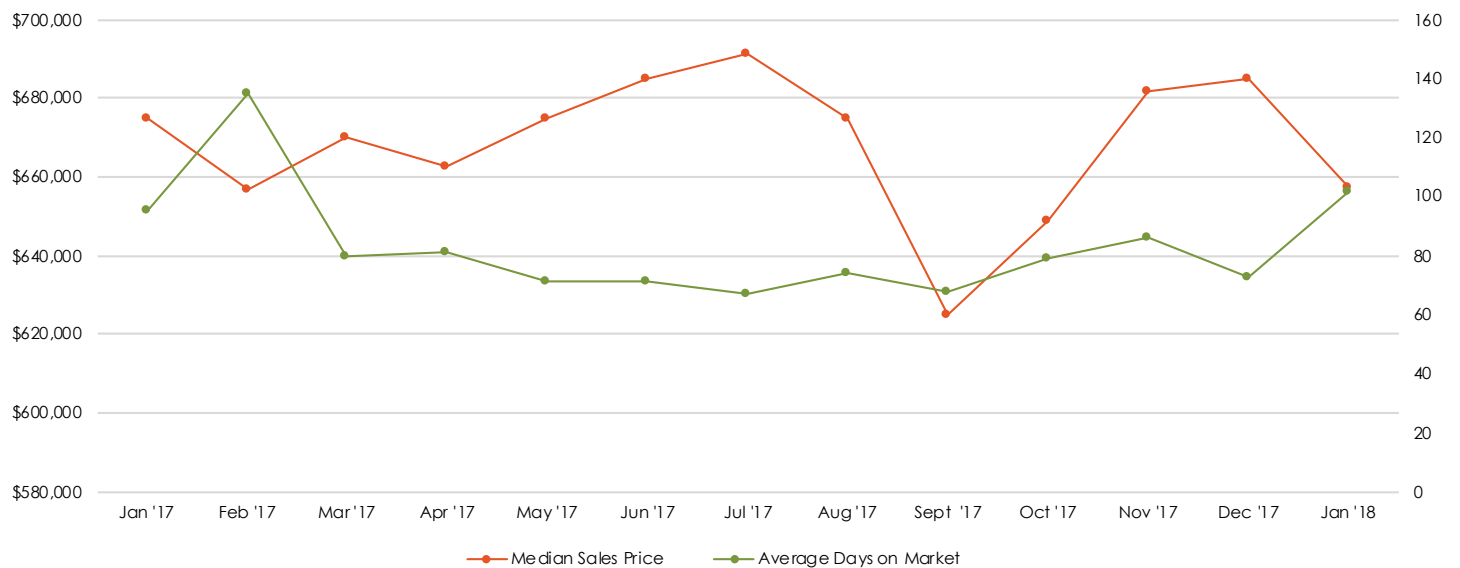
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YEAR-TO-YEAR ANALYSIS OF THE MARKET

	JAN-'18	JAN-'17	CHANGE
Median Sales Price	\$657,500	\$675,000	Down 2.6%
Average Days on Market	102	95	7 Days Slower
Number of Homes For Sale	299	359	Down 16.7%
Percent Under Contract	29.9%	22.8%	Up 7.1 Percentage Points
Average Sold Price/Original Price	94.4%	93.7%	Up 0.7%
Average Price Per Square Foot	\$493	\$427	Up 15.5%

MEDIAN SALES PRICE AND DAYS ON MARKET COMPARISON



Source: Terradatum, February 6, 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.