



Napa Valley MONTHLY MARKET UPDATE

May 1-31, 2012

A Member Of Real Living

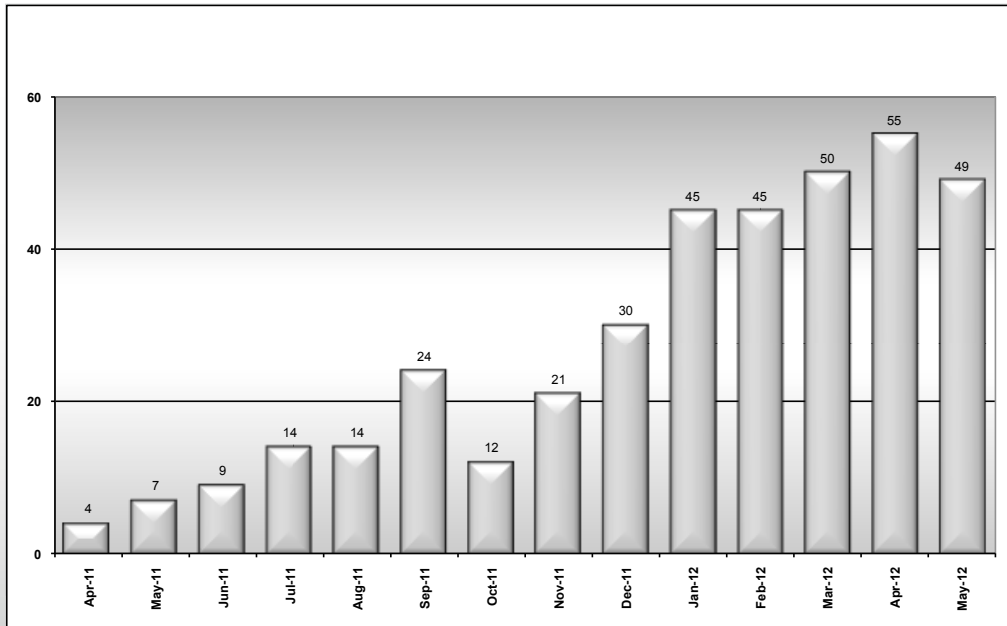
| SELECT CITIES all categories | | | | |
|---------------------------------|------------------|-----------------|-------------------------|-----------------|
| City | May Total Active | May In Contract | May Percent In Contract | Percent Change* |
| Napa | 403 | 271 | 67% | -9% |
| Yountville | 38 | 7 | 18% | -56% |
| Oakville | 4 | 1 | 25% | -25% |
| Rutherford | 2 | 1 | 50% | 0% |
| St. Helena | 117 | 25 | 21% | -15% |
| Calistoga | 90 | 17 | 19% | -11% |
| Angwin | 23 | 7 | 30% | 32% |
| Total | 677 | 329 | 49% | -11% |

| SELECT CITIES OVER \$1,000,000 all categories | | | | |
|--|------------------|-----------------|-------------------------|-----------------|
| City | May Total Active | May In Contract | May Percent In Contract | Percent Change* |
| Napa | 111 | 16 | 14% | 3% |
| Yountville | 2 | 0 | 0% | 0% |
| Oakville | 4 | 1 | 25% | -24% |
| Rutherford | 1 | 1 | 100% | 0% |
| St. Helena | 79 | 10 | 13% | 8% |
| Calistoga | 31 | 6 | 19% | -17% |
| Angwin | 9 | 0 | 0% | 0% |
| Total | 237 | 34 | 14% | -1% |

| SELECT CITIES UNDER \$1,000,000 all categories | | | | |
|---|------------------|-----------------|-------------------------|-----------------|
| City | May Total Active | May In Contract | May Percent In Contract | Percent Change* |
| Napa | 291 | 251 | 86% | -11% |
| Yountville | 36 | 7 | 19% | -49% |
| Oakville | 0 | 0 | 0% | 0% |
| Rutherford | 1 | 0 | 0% | 0% |
| St. Helena | 38 | 15 | 39% | -23% |
| Calistoga | 59 | 11 | 19% | -8% |
| Angwin | 14 | 7 | 50% | 33% |
| Total | 439 | 291 | 66% | -13% |

HISTORICAL PERCENT OF HOMES IN CONTRACT

Single Family Homes (not including condos)



MARKET UPDATE by PRICE

all categories
in Napa, Yountville, Oakville, Rutherford,
St. Helena, Calistoga, Angwin

| City | May Total Active | May In Contract | May Percent In Contract | Percent Change* |
|---------------------------|------------------|-----------------|-------------------------|-----------------|
| \$ 100,001 - \$ 500,000 | 220 | 215 | 98% | -13% |
| \$ 500,001 - \$ 750,000 | 106 | 44 | 42% | 1% |
| \$ 750,001 - \$1,000,000 | 76 | 33 | 43% | 29% |
| \$1,000,001 - \$1,500,000 | 68 | 14 | 21% | -12% |
| \$1,500,001 - \$2,000,000 | 46 | 8 | 17% | -7% |
| \$2,000,001 - \$2,500,000 | 23 | 2 | 9% | 0% |
| \$2,500,001 - \$3,000,000 | 23 | 3 | 13% | -13% |
| \$3,000,001 - \$4,000,000 | 35 | 3 | 9% | 166% |
| \$4,000,001 and up | 48 | 5 | 10% | 12% |
| Total | 634 | 322 | 51% | -3% |

*Compared with homes in contract in April 2012

Over 35% in contract usually indicates a sellers' market. Under 25% in contract usually indicates a buyer's market. 25%-35% in contract usually indicates balanced market.

Charts represent information gathered from MLS statistics at a specific point in time.