

NAPA VALLEY MONTHLY MARKET UPDATE

January 2012

7 select Cities of Napa Valley all categories

City	Total	# in Contract	% in Contract*
Napa	415	261	63%
Yountville	31	3	10%
Oakville	1	0	0%
Rutherford	0	0	0%
St. Helena	92	16	17%
Calistoga	98	12	12%
Angwin	19	3	16%
Total	656	295	45%

Select Cities with Listings Priced over \$1,000,000 all categories

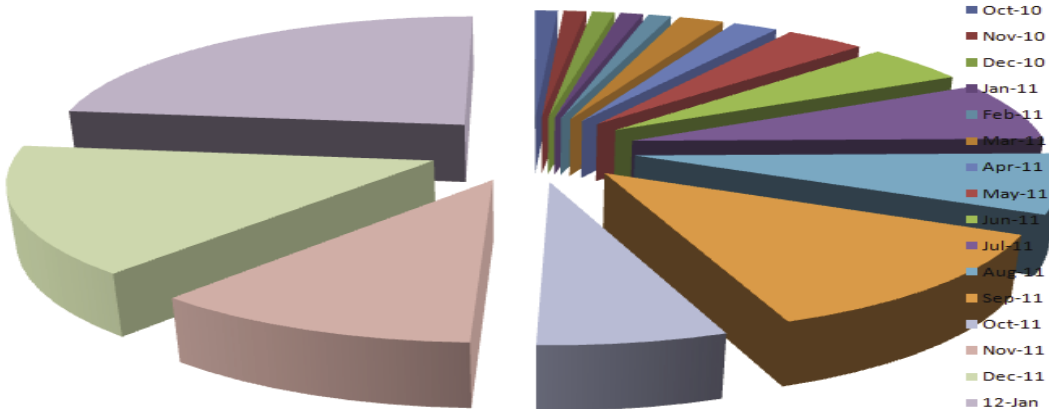
City	Total	# Contract	% Contract*
Napa	85	13	15%
Yountville	0	0	0%
Oakville	0	0	0%
Rutherford	0	0	0%
St. Helena	50	5	10%
Calistoga	31	3	10%
Angwin	10	0	0%
Total	176	21	12%

Select Cities with Listings Priced under \$1,000,000 all categories

City	Total	# Contract	% Contract*
Napa	331	248	75%
Yountville	31	3	10%
Oakville	0	0	0%
Rutherford	0	0	0%
St. Helena	42	9	21%
Calistoga	67	10	15%
Angwin	9	3	33%
Total	480	273	57%

Percent of Listings in Contract

all categories
For 7 select cities in Napa Valley



Napa Valley Market Update by Price

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

Price	Total	# Contract	% Contract*
\$ 100,001 - \$ 500,000	241	216	90%
\$ 500,001 - \$ 750,000	118	31	26%
\$ 750,001 - \$1,000,000	68	21	31%
\$1,000,001 - \$1,500,000	54	14	26%
\$1,500,001 - \$2,000,000	33	6	18%
\$2,000,001 - \$2,500,000	21	1	5%
\$2,500,001 - \$3,000,000	17	0	0%
\$3,000,001 - \$4,000,000	29	1	3%
\$4,000,001 and up	30	2	7%
Total	611	292	48%

*Over 35% in contract is usually indicative of a seller's market. Under 25% in contract is usually indicative of a buyer's market.
25% - 35% in contract indicates a balanced market.

Charts represent information gathered from MLS statistics using specific criteria.

