



St. Helena, CA | web ID: 0243666  
Photography by Paul Rollins

## Wine Country Market Update

### Third Quarter 2014

#### SONOMA & NAPA - WINE COUNTRY BROKERAGES

25 East Napa Street, Sonoma | t: 707.935.2288

722 Broadway Street, Sonoma | t: 707.939.2230

428 First Street East, Sonoma | t: 707.939.4460

[sothebyshomes.com](http://sothebyshomes.com)



**A MESSAGE FROM  
OUR MANAGER:**  
Jeffrey G. Gibson

## A MESSAGE FROM OUR MANAGER: Jeffrey G. Gibson

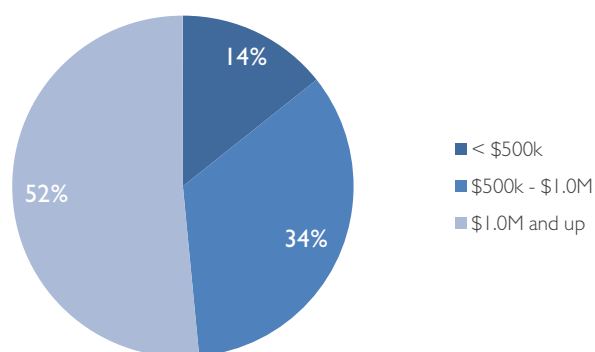
In the Third Quarter of 2014, the Wine Country real estate market remained strong according to the Bay Area Real Estate Information Service (BAREIS). When comparing the Third Quarter year-over-year in 2013 and 2014, the average sales price for a single family home increased in most areas throughout the Wine Country, especially in St. Helena where it climbed 33 percent and in Sonoma Valley where it rose 11 percent. Despite a severe earthquake in the Napa Valley on August 24, 2014, the average sales price there also saw a 13 percent increase in the Third Quarter of 2014.

Due to a shortage of inventory in many parts of the Wine Country some areas including Sonoma Valley, Napa and Healdsburg experienced a decline in the total number of single family homes sold, and thus a decrease in total sales volume. The following charts depict market details of Sonoma Valley, Napa, St. Helena, Healdsburg, Petaluma and Cotati.

### SONOMA VALLEY MARKET SUMMARY (SFH)

In the third quarter of 2014, inventory continued to shrink and drive prices up in Sonoma Valley. The average sales price for a single family home grew 11 percent, up from \$805,360 in Q3 2013 to \$890,149 in Q3 2014. As average sale prices around Sonoma Valley increased, the total number of single family homes sold decreased from 166 units sold in Q3 2013 to 140 units in Q3 2014. The low inventory had an impact on the total sales volume in Q3 2014 as the total volume fell 7 percent compared to Q3 2013 — the first time the total sales volume in Q3 has seen a decrease since 2011.

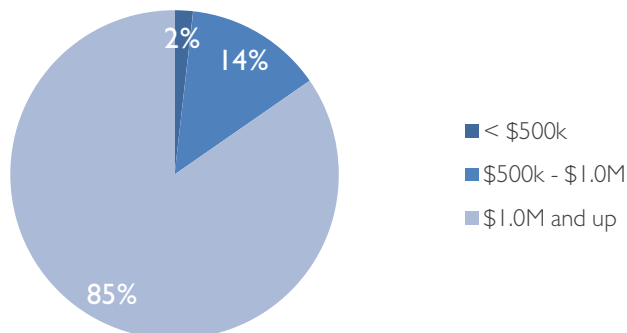
Q3-2014 - SONOMA VALLEY VOLUME



### ST. HELENA SUMMARY (SFH)

The real estate market in St. Helena experienced a huge surge in average sales price, total units sold, and total sales volume in the third quarter of 2014. The average sales price jumped 33 percent, from \$1,419,135 in Q3 2013 to \$1,884,117 in Q3 2014. The total number of sold units also increased, with 39 units sold in Q3 2014 compared to 26 units in Q3 2013, a 50 percent increase. This growth also led to a 99 percent increase in total sales volume, with the volume leaping from \$36,897,500 in Q3 2013 to \$73,480,554 in Q3 2014. Homes priced at \$1 million or more represented 85 percent of this sales volume.

Q3-2014 - ST. HELENA VOLUME





Approximately 40 miles north of San Francisco, Sonoma real estate is perfectly situated to maximize residents' quality of life. Although world-renowned as a wine mecca, Sonoma maintains the tight-knit feel of a small community, with a charming downtown. In 1846, the California Republic declared its independence from Mexico, with Sonoma named the capital of this short-lived sovereign state. Consequently, Sonoma is known as the birthplace of California, a town rich in history surrounded by breathtaking natural beauty.

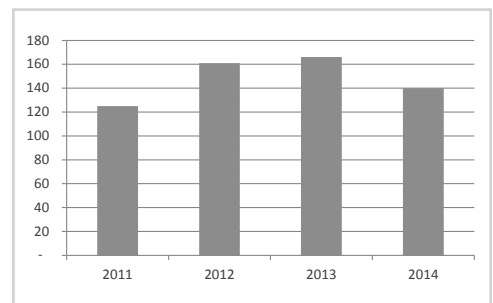
### Q3 AVERAGE SALES PRICE (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$309,742	\$339,944	\$369,174	\$404,811	10%
\$500K - \$1M	\$684,562	\$724,387	\$672,493	\$676,215	1%
\$1,000,000 AND UP	\$1,757,236	\$1,634,657	\$1,908,650	\$1,945,685	2%
<b>TOTALS</b>	<b>\$623,131</b>	<b>\$618,660</b>	<b>\$805,360</b>	<b>\$890,149</b>	<b>11%</b>



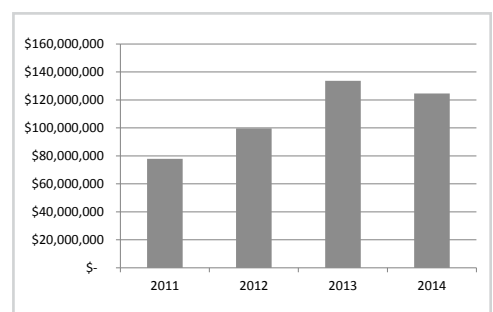
### Q3 CLOSED UNITS: # OF SIDES (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	72	94	74	44	-41%
\$500K - \$1M	35	46	56	63	13%
\$1,000,000 AND UP	18	21	36	33	-8%
<b>TOTALS</b>	<b>125</b>	<b>161</b>	<b>166</b>	<b>140</b>	<b>-16%</b>



### Q3 CLOSED VOLUME (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$22,301,409	\$31,954,695	\$27,318,842	\$17,811,690	-35%
\$500K - \$1M	\$23,959,655	\$33,321,790	\$37,659,600	\$42,601,550	13%
\$1,000,000 AND UP	\$31,630,250	\$34,327,790	\$68,711,388	\$64,207,595	-7%
<b>TOTALS</b>	<b>\$77,891,314</b>	<b>\$99,604,275</b>	<b>\$133,689,830</b>	<b>\$124,620,835</b>	<b>-7%</b>







The City of Napa, at the southern end of Napa Valley, was incorporated in 1872, and reincorporated again in 1874 as the City of Napa. Napa became the primary business and economic center for the Napa Valley by the early 20th century. Napa is a world-class destination for wine country excursions with tasting bars and large wineries, including the Michael Mondavi Family Estate and the Domaine Carneros winery.

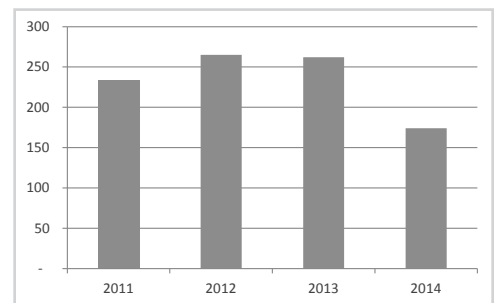
## Q3 AVERAGE SALES PRICE (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$291,579	\$327,307	\$378,804	\$417,302	10%
\$500K - \$1M	\$664,174	\$662,535	\$662,466	\$664,372	0%
\$1,000,000 AND UP	\$1,766,500	\$1,583,916	\$1,806,240	\$1,595,487	-12%
<b>TOTALS</b>	<b>\$429,448</b>	<b>\$485,404</b>	<b>\$626,526</b>	<b>\$708,040</b>	<b>13%</b>



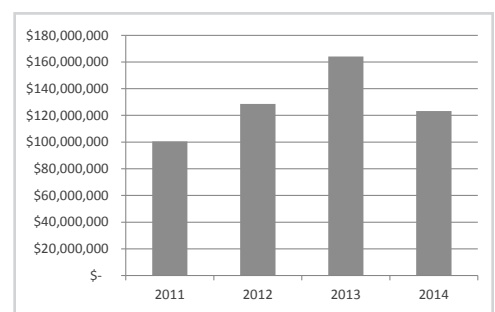
## Q3 CLOSED UNITS: # OF SIDES (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	177	184	134	71	-47%
\$500K - \$1M	47	65	103	76	-26%
\$1,000,000 AND UP	10	16	25	27	8%
<b>TOTALS</b>	<b>234</b>	<b>265</b>	<b>262</b>	<b>174</b>	<b>-34%</b>



## Q3 CLOSED VOLUME (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$51,609,567	\$60,224,536	\$50,759,800	\$29,628,422	-42%
\$500K - \$1M	\$31,216,163	\$43,064,787	\$68,234,010	\$50,492,295	-26%
\$1,000,000 AND UP	\$17,665,000	\$25,342,650	\$45,156,000	\$43,078,160	-5%
<b>TOTALS</b>	<b>\$100,490,730</b>	<b>\$128,631,973</b>	<b>\$164,149,810</b>	<b>\$123,198,877</b>	<b>-25%</b>





Located north of Napa, Yountville and Oakville, St. Helena is referred to as the heart of Napa Valley. St. Helena has a population of just 5,000 people, spans approximately four square miles and is home to some of the best wineries, restaurants and shopping in Wine Country as well as some of the most exquisite estate properties in Wine Country.

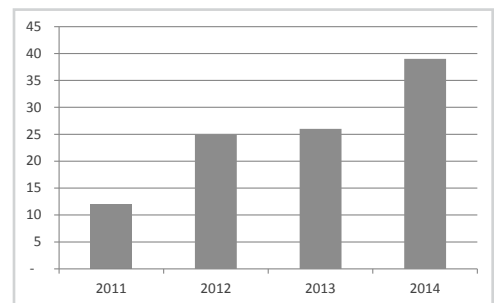
## Q3 AVERAGE SALES PRICE (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$395,000	\$460,000	n/a	\$444,196	n/a
\$500K - \$1M	\$756,950	\$724,417	\$787,125	\$765,385	-3%
\$1,000,000 AND UP	\$1,528,750	\$2,486,042	\$1,960,857	\$2,704,259	38%
<b>TOTALS</b>	<b>\$923,729</b>	<b>\$1,559,420</b>	<b>\$1,419,135</b>	<b>\$1,884,117</b>	<b>33%</b>



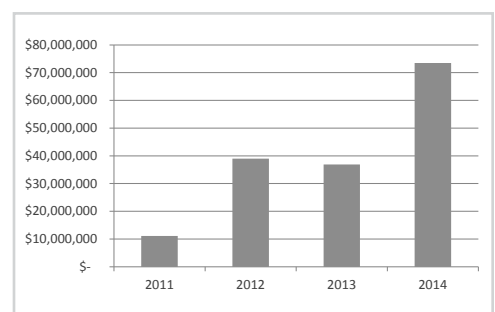
## Q3 CLOSED UNITS: # OF SIDES (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	3	1	-	3	n/a
\$500K - \$1M	5	12	12	13	8%
\$1,000,000 AND UP	4	12	14	23	64%
<b>TOTALS</b>	<b>12</b>	<b>25</b>	<b>26</b>	<b>39</b>	<b>50%</b>



## Q3 CLOSED VOLUME (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$1,185,000	\$460,000	n/a	\$1,332,588	n/a
\$500K - \$1M	\$3,784,750	\$8,693,000	\$9,445,500	\$9,950,000	5%
\$1,000,000 AND UP	\$6,115,000	\$29,832,500	\$27,452,000	\$62,197,966	127%
<b>TOTALS</b>	<b>\$11,084,750</b>	<b>\$38,985,500</b>	<b>\$36,897,500</b>	<b>\$73,480,554</b>	<b>99%</b>





The towns of Petaluma and Cotati offer a little slice of California history to all who come to sample their Victorian delights. Petaluma offers many colorful family events that provide opportunities to escape the everyday hustle and bustle of life. The Great Petaluma Mill, which stands guard over the west bank, is one of the oldest structures in town. Cotati provides an eclectic assortment of restaurants, shops and services, and has one of only two hexagonally designed town plazas in the United States.

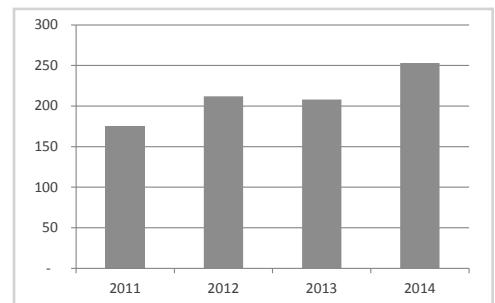
## Q3 AVERAGE SALES PRICE (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$345,155	\$354,126	\$404,321	\$420,586	4%
\$500K - \$1M	\$664,440	\$657,968	\$660,879	\$634,005	-4%
\$1,000,000 AND UP	\$1,474,750	\$1,305,167	\$1,341,839	\$1,121,600	-16%
<b>TOTALS</b>	<b>\$423,885</b>	<b>\$448,404</b>	<b>\$539,482</b>	<b>\$544,946</b>	<b>1%</b>



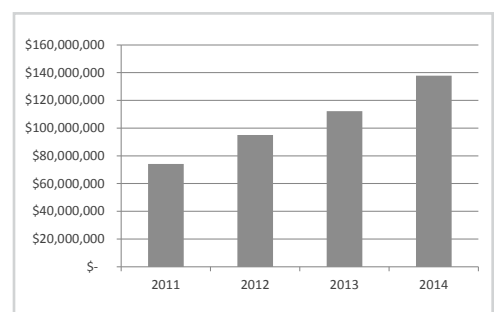
## Q3 CLOSED UNITS: # OF SIDES (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	142	159	117	117	0%
\$500K - \$1M	29	47	84	131	56%
\$1,000,000 AND UP	4	6	7	5	-29%
<b>TOTALS</b>	<b>175</b>	<b>212</b>	<b>208</b>	<b>253</b>	<b>22%</b>



## Q3 CLOSED VOLUME (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$49,012,041	\$56,306,046	\$47,305,598	\$49,208,530	4%
\$500K - \$1M	\$19,268,750	\$30,924,500	\$55,513,827	\$83,054,701	50%
\$1,000,000 AND UP	\$5,899,000	\$7,831,000	\$9,392,870	\$5,608,000	-40%
<b>TOTALS</b>	<b>\$74,179,791</b>	<b>\$95,061,546</b>	<b>\$112,212,295</b>	<b>\$137,871,231</b>	<b>23%</b>





The quaint hamlet of Healdsburg, located at the gateway of Sonoma County's diverse wine growing region, is just 75 miles north of San Francisco. Healdsburg is a vibrant community with world-wide recognition as a popular destination for visitors looking to experience the American Tuscany. It is a welcome retreat, catering to its visitors and residents with first class hotels, spas, restaurants and boutiques. Many Victorian and Craftsman style homes reflect the towns rich 150 year old heritage.

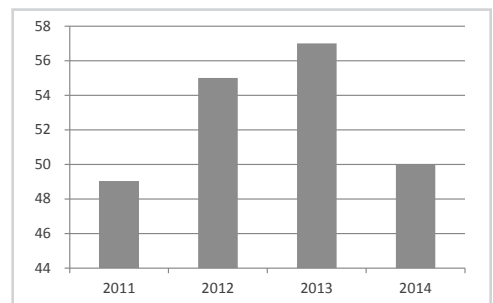
### Q3 AVERAGE SALES PRICE (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$325,724	\$364,825	\$376,441	\$405,565	8%
\$500K - \$1M	\$684,138	\$650,421	\$740,764	\$707,804	-4%
\$1,000,000 AND UP	\$1,809,556	\$2,011,333	\$2,194,567	\$1,859,964	-15%
<b>TOTALS</b>	<b>\$737,241</b>	<b>\$732,914</b>	<b>\$1,014,686</b>	<b>\$951,827</b>	<b>-6%</b>



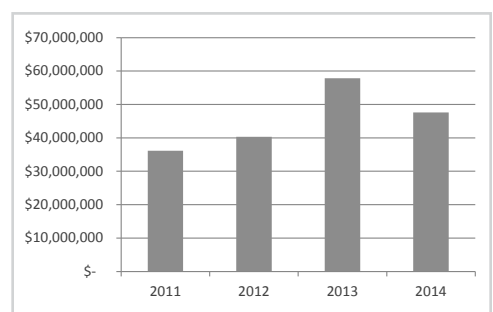
### Q3 CLOSED UNITS: # OF SIDES (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	21	27	17	13	-24%
\$500K - \$1M	19	19	25	23	-8%
\$1,000,000 AND UP	9	9	15	14	-7%
<b>TOTALS</b>	<b>49</b>	<b>55</b>	<b>57</b>	<b>50</b>	<b>-12%</b>



### Q3 CLOSED VOLUME (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$6,840,208	\$9,850,270	\$6,399,490	\$5,272,350	-18%
\$500K - \$1M	\$12,998,620	\$12,358,000	\$18,519,100	\$16,279,500	-12%
\$1,000,000 AND UP	\$16,286,000	\$18,102,000	\$32,918,500	\$26,039,500	-21%
<b>TOTALS</b>	<b>\$36,124,828</b>	<b>\$40,310,270</b>	<b>\$57,837,090</b>	<b>\$47,591,350</b>	<b>-18%</b>





## FEATURED PROPERTIES

### SONOMA

Web ID: 0243305 | Price Upon Request  
Approx. 11,800 sq.ft. home. 6bd, lake, beach,  
tennis, and manager's building. Approx. 140 acre  
with approx. 70 potentially plantable acres.

Donald Van de Mark | 707.337.2227



### ST HELENA

Web ID: 1190047 | \$16,996,000  
Chateau Galatea is inspired after Loire Valley  
Chateaux. Louis XII French style Castle on approx.  
46 acres, guest house, utility buildings.

Cheri Stanley | 707.287.6927



### SEBASTOPOL

Web ID: 0243662 | \$3,250,000  
Historic 5bd/5ba, approx. 5,792 sq. ft. estate.  
Saltwater pool and spa. Approx. 10.79 acres.  
FreestoneFlatRoad.com

Lisa Capurro | 707.935.2506







© MMXV SOOTHEBY'S INTERNATIONAL REALTY AFFILIATES LLC. ALL RIGHTS RESERVED. SOOTHEBY'S INTERNATIONAL REALTY® IS A REGISTERED TRADEMARK LICENSED TO SOOTHEBY'S INTERNATIONAL REALTY AFFILIATES LLC. AN EQUAL OPPORTUNITY COMPANY. EQUAL HOUSING OPPORTUNITY. EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED.

# Sotheby's

## Auction & Exhibition Calendar 2014

### NEW YORK

#### OCTOBER / NOVEMBER

- 18 Kentshire: A Legendary Collection
- 22 Important English and European Decorative Arts
- 23 Important Silver, Vertu & Russian Works of Art
- 29 Property from the Estate of Rochelle Sepenuk, Part II
- 29 19th Century Furniture and Decorative Art
- 30 Prints
- Nov. 4 Impressionist & Modern Art Evening Sale
- 5 Impressionist & Modern Art Day Sale
- 6 19th Century European Art
- 10 Property from the Collection of Mrs. Paul Mellon: Masterworks
- 11 In Pursuit of Beauty: The Myron Kunin Collection of African Art
- 11 Contemporary Art Evening Auction
- 12 Contemporary Art Day Auction
- 20 American Art
- 20-21 Property from the Collection of Mrs. Paul Mellon: Jewels & Objects of Vertu
- 21-23 Property from the Collection of Mrs. Paul Mellon: Interiors
- 25 Mexico Contemporary
- 25-26 Latin American Art Modern & Contemporary

### LONDON

#### OCTOBER / NOVEMBER

- 17 The Italian Sale
- 17 Contemporary Art Evening Auction
- 18 Contemporary Art Day Auction
- 22 Finest and Rarest Wines
- 28 Collections
- 29 Old Masters
- Nov. 4 Travel, Atlases, Maps and Natural History
- 5 Fine Chinese Ceramics and Works of Art
- 6 Arts of Europe
- 12 20th Century Art – A Different Perspective
- 12 Czech Avant-Garde Art from the Roy and Mary Cullen Collection
- 18 Modern & Post-War British Art
- 19 Finest and Rarest Wines
- 20 Music, Continental and Russian Books and Manuscripts
- 24 Contemporary East
- 24 Important Russian Art
- 25 Russian Art Day Sale
- 25 Russian Works of Art, Fabergé and Icons

### PARIS

#### OCTOBER / NOVEMBER

- 23 Regards sur l'Orient – Tableaux et Sculptures – Orientalistes et Art Islamique
- Nov. 5 Classique / Moderne : Arts Décoratifs du XVIe au XIXe siècle
- 5 L'œil d'un collectionneur Important Mobilier, Objets d'Art et Tableaux du XVIIIe siècle
- 6 Bibliothèque Carlo de Poortere
- 14 Photographies
- 15 Man Ray
- 25 Arts Décoratifs du XXe siècle & Design

### GENEVA

#### NOVEMBER

- 11 Important Watches
- 12 Magnificent Jewels and Noble Jewels

# Sotheby's

INTERNATIONAL REALTY

We invite you to explore our real estate listings at [sothebyshomes.com](http://sothebyshomes.com) and view the worldwide auction schedule at [sothebys.com](http://sothebys.com).

Shown Above Left:  
THE HENRY GRAVES SUPERCOMPLICATION  
PATEK PHILIPPE & CO., GENEVA, 1932  
ESTIMATE ON REQUEST

IMPORTANT WATCHES  
GENEVA NOV. 11TH, 2014