

Location : Angwin (E1300) , Calistoga (E0500) , Deer Park (E1400) , Napa (E0400) , Oakville (E1600) , Rutherford (E1700) , St. Helena (E0600) , Yountville (E1200)

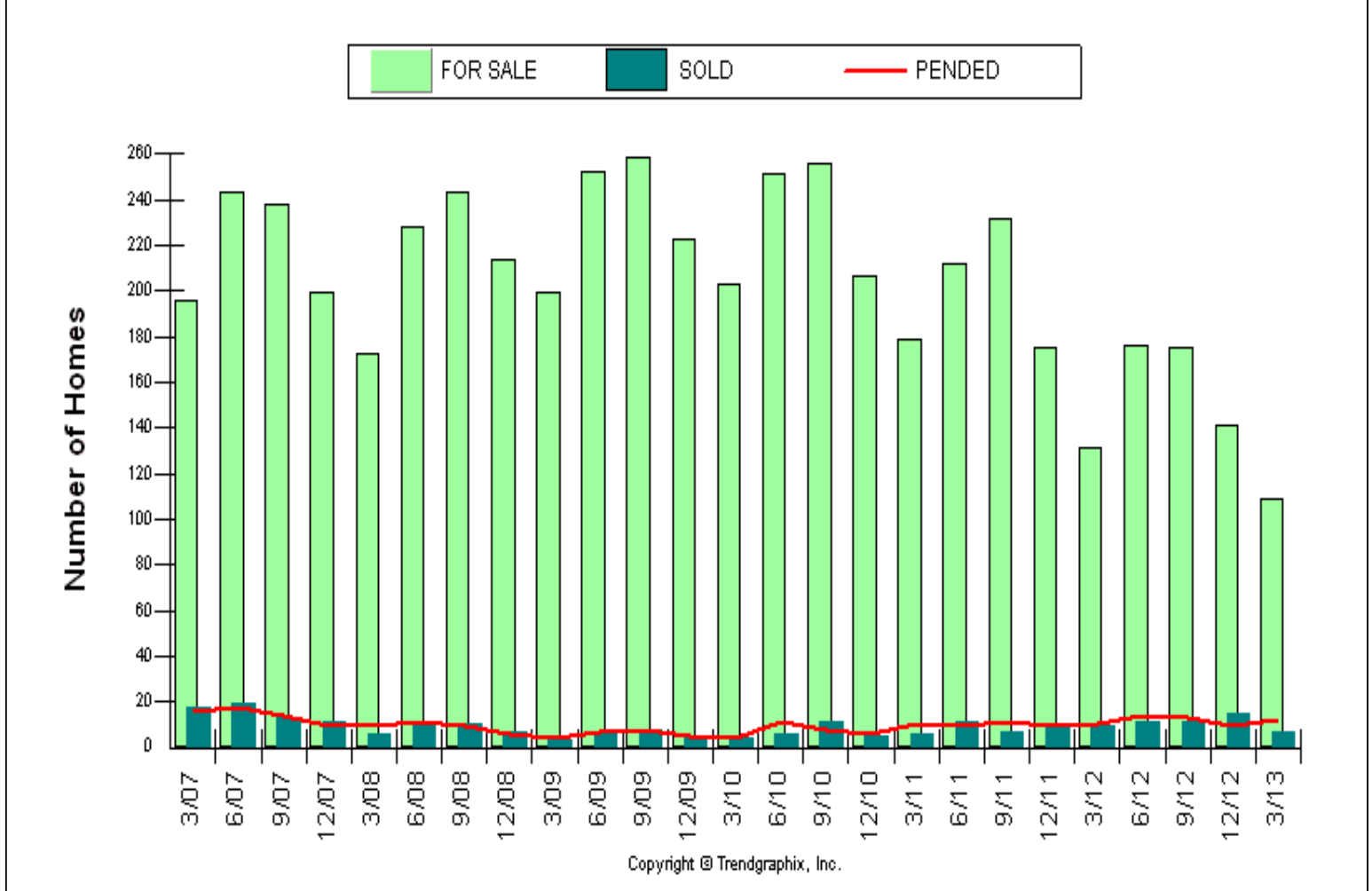
Number of Homes For Sale vs. Sold vs. Pended - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit

Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms: 0 - No Limit

All Residential Prop - All Properties

Prepared for you by: Latife Hayson, Sotheby's International



	1 quarter			1 year			6 years		
	Dec 12	Mar 13	% Change	Mar 12	Mar 13	% Change	Mar 07	Mar 13	% Change
For Sale	141	109	-22.7% ↓	131	109	-16.8% ↓	196	109	-44.4% ↓
Sold	15	7	-53.3% ↓	9	7	-22.2% ↓	17	7	-58.8% ↓
Pended	9	12	33.3% ↑	10	12	20% ↑	16	12	-25% ↓

Date	3/07	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13
For Sale	196	243	238	199	173	228	243	214	199	252	259	223	203	251	256	207	179	212	232	175	131	176	175	141	109
New Listing	34	51	32	18	29	47	33	17	32	42	32	18	28	44	31	13	19	36	27	17	19	36	17	12	24
Sold	17	19	13	11	6	11	10	7	3	7	8	5	4	6	11	5	6	11	7	9	9	11	11	15	7
Pended	16	17	14	9	9	11	9	6	4	7	8	5	4	11	8	6	10	9	11	9	10	14	13	9	12
Mon of Inv. on Sold	11.5	12.8	18.3	18.1	28.8	20.7	24.3	30.6	66.3	36	32.4	44.6	50.8	41.8	23.3	41.4	29.8	19.3	33.1	19.4	14.6	16	15.9	9.4	15.6
Mon of Inv. on Pended	12.3	14.3	17	22.1	19.2	20.7	27	35.7	49.8	36	32.4	44.6	50.8	22.8	32	34.5	17.9	23.6	21.1	19.4	13.1	12.6	13.5	15.7	9.1
Absorption Rt. on Sold (%)	8.7	7.8	5.5	5.5	3.5	4.8	4.1	3.3	1.5	2.8	3.1	2.2	2	2.4	4.3	2.4	3.4	5.2	3	5.1	6.9	6.3	6.3	10.6	6.4
Absorption Rt. on Pended (%)	8.2	7	5.9	4.5	5.2	4.8	3.7	2.8	2	2.8	3.1	2.2	2	4.4	3.1	2.9	5.6	4.2	4.7	5.1	7.6	8	7.4	6.4	11
Avg. Act Price	2758	2677	2638	2845	2798	2666	2719	2891	3007	3021	3016	3274	3242	3246	3182	3134	3356	3469	3230	3375	3239	3714	4108	4330	4284
Avg. Sld Price	1861	2419	1797	1874	2240	2088	1874	1935	1336	1851	2100	1706	1623	2089	2175	2763	1787	2055	1884	2715	1831	2043	2210	2708	1559
Avg. Sq Ft Price	634.6	797.2	704.2	566	881.3	671.2	640.7	656.7	430.4	660.9	670.5	599.2	562	759.8	650.4	983.8	573.7	658.4	660.1	727	506.2	624.6	721.2	720.4	499.3
SP/LP Diff. %	95	94	93	92	92	91	91	89	91	87	90	92	87	88	90	98	91	86	92	86	89	93	91	90	91
Days on Market	177	151	151	157	220	185	154	174	114	136	168	131	195	117	202	164	217	210	160	172	216	173	161	200	216
SP/OLP Diff. %	89	91	89	87	87	87	87	85	81	80	79	86	76	85	81	87	74	76	85	82	82	85	87	85	85
Median Price	1467	1795	1384	1299	1726	1712	1808	1680	1318	1627	1502	1482	1407	1578	1749	1647	1405	1554	1607	2272	1472	1466	1756	2036	1496

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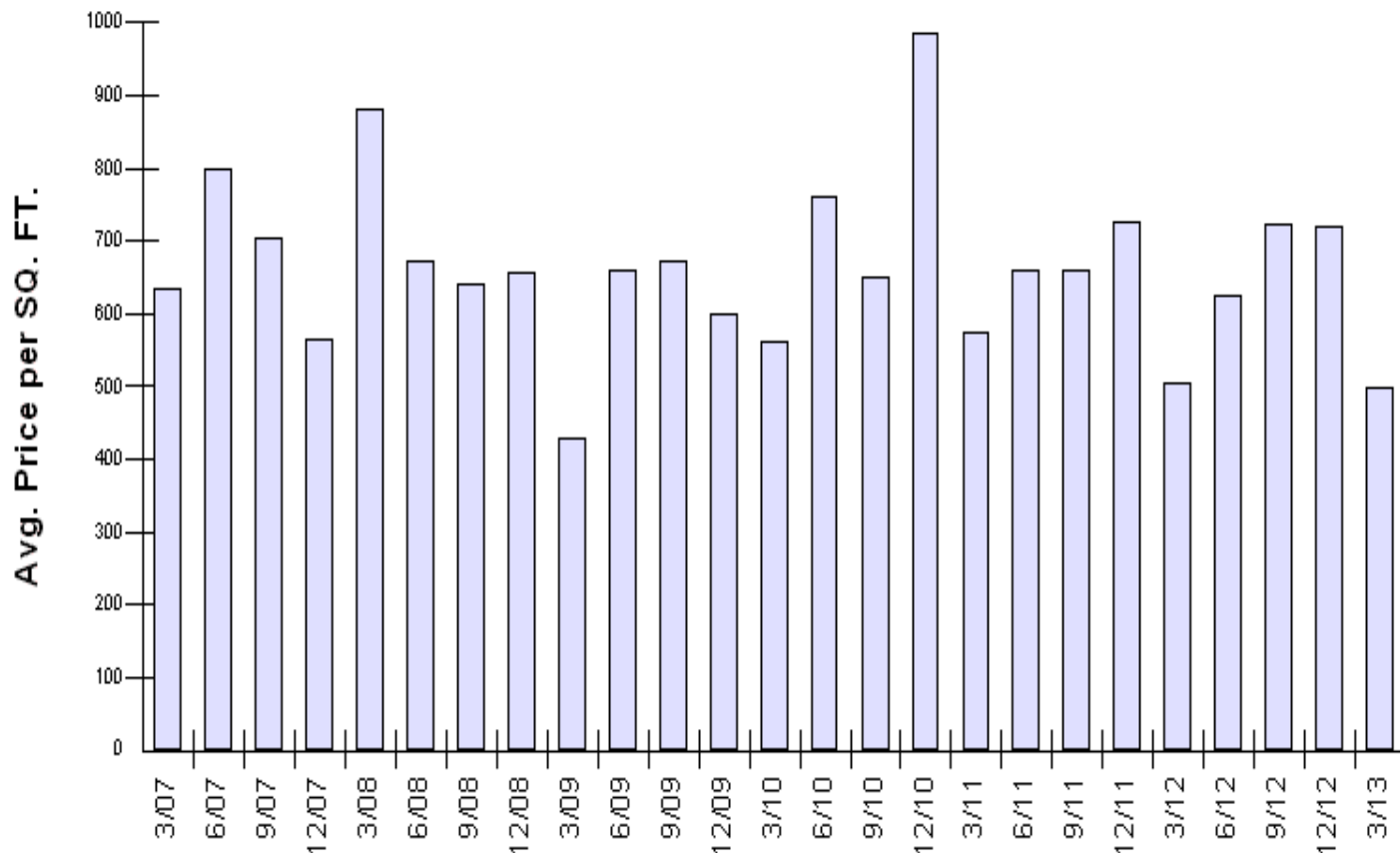
Average Home Sold Price per SQFT - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit

Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms: 0 - No Limit

All Residential Prop - All Properties

Prepared for you by: Latife Hayson, Sotheby's International



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Avg. Sq. Ft. Price	1 quarter			1 year			6 years																			
	Dec 12	Mar 13	% Change	Mar 12	Mar 13	% Change	Mar 07	Mar 13	% Change																	
	720	499	-30.7% ↓	506	499	-1.4% ↓	635	499	-21.3% ↓																	
Date	3/07	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13	
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Sold	17	19	13	11	6	11	10	7	3	7	8	5	4	6	11	5	6	11	7	9	9	11	11	15	7	
Pended	16	17	14	9	9	11	9	6	4	7	8	5	4	11	8	6	10	9	11	9	10	14	13	9	12	
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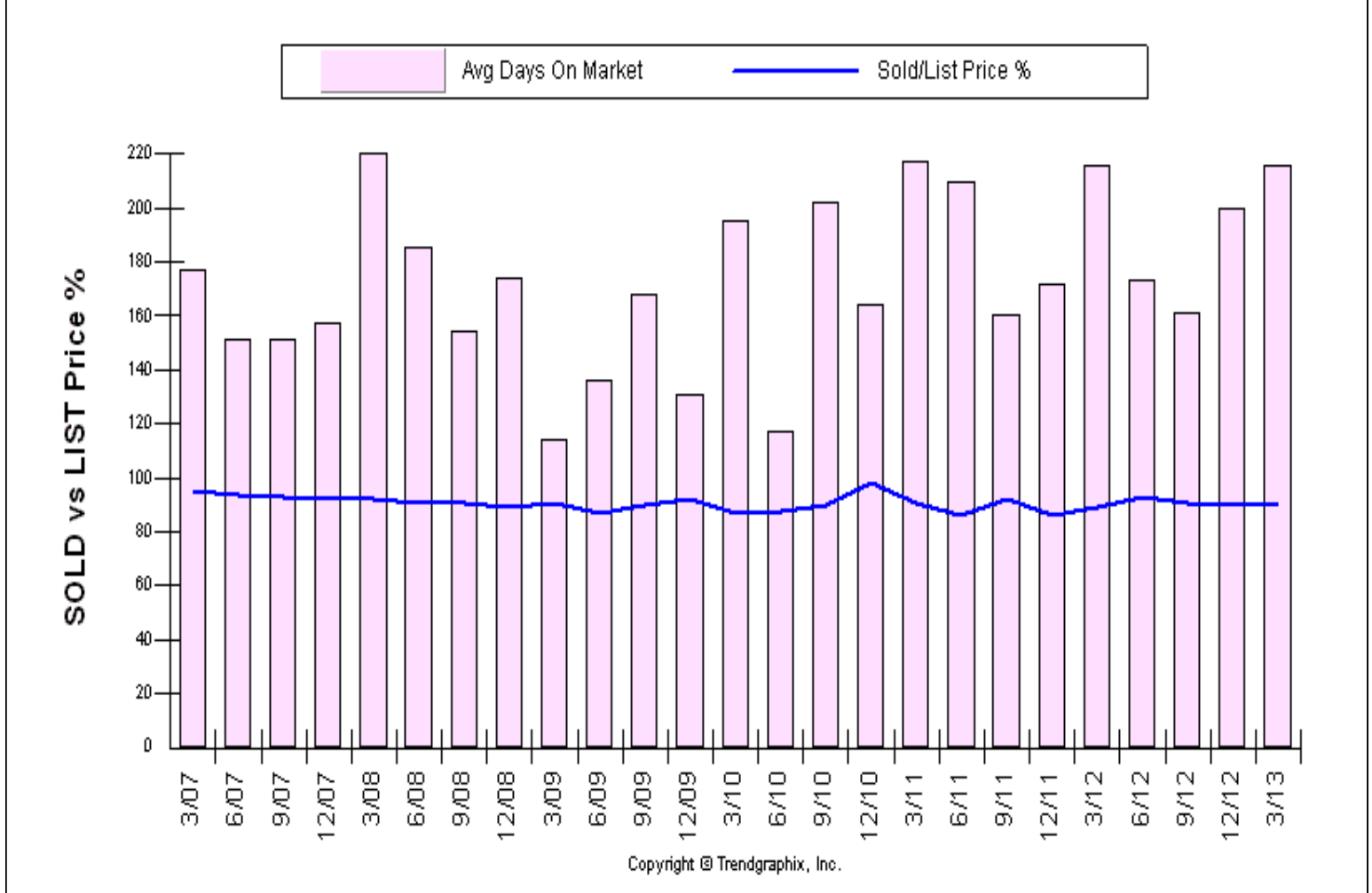
Avg DOM & SP/LP % - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit

Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms: 0 - No Limit

All Residential Prop - All Properties

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	1 quarter			1 year			6 years																		
	Dec 12	Mar 13	% Change	Mar 12	Mar 13	% Change	Mar 07	Mar 13	% Change																
Avg. Days on Market	200	216	8% ↑	216	216	0%	177	216	22% ↑																
Sold/List Diff. %	90	91	1.1% ↑	89	91	2.2% ↑	95	91	-4.2% ↓																
Date	3/07	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13
For Sale	196	243	238	199	173	228	243	214	199	252	259	223	203	251	256	207	179	212	232	175	131	176	175	141	109
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Absorption Rt. on Pended (%)	8.2	7	5.9	4.5	5.2	4.8	3.7	2.8	2	2.8	3.1	2.2	2	4.4	3.1	2.9	5.6	4.2	4.7	5.1	7.6	8	7.4	6.4	11
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Median Price	1467	1795	1384	1299	1726	1712	1808	1680	1318	1627	1502	1482	1407	1578	1749	1647	1405	1554	1607	2272	1472	1466	1756	2036	1496

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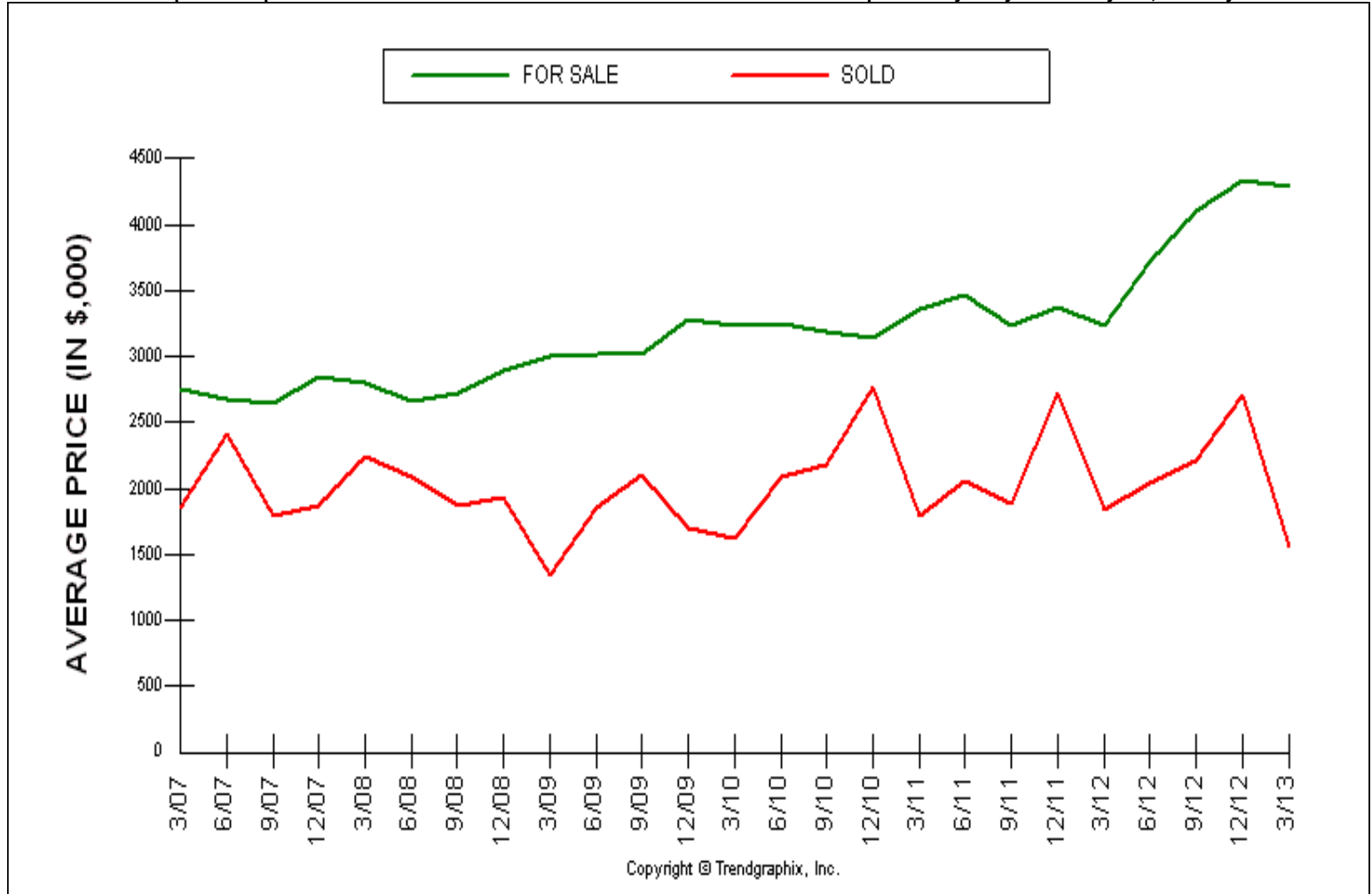
Avg Price For Sale & Sold - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit

Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms: 0 - No Limit

All Residential Prop - All Properties

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	1 quarter			1 year			6 years		
	Dec 12	Mar 13	% Change	Mar 12	Mar 13	% Change	Mar 07	Mar 13	% Change
Avg. Active Price	4330	4284	-1.1% ↓	3239	4284	32.3% ↑	2758	4284	55.3% ↑
Avg. Sold Price	2708	1559	-42.4% ↓	1831	1559	-14.9% ↓	1861	1559	-16.2% ↓

Date	3/07	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13
For Sale	196	243	238	199	173	228	243	214	199	252	259	223	203	251	256	207	179	212	232	175	131	176	175	141	109
New Listing	34	51	32	18	29	47	33	17	32	42	32	18	28	44	31	13	19	36	27	17	19	36	17	12	24
Sold	17	19	13	11	6	11	10	7	3	7	8	5	4	6	11	5	6	11	7	9	9	11	11	15	7
Pended	16	17	14	9	9	11	9	6	4	7	8	5	4	11	8	6	10	9	11	9	10	14	13	9	12
Mon of Inv. on Sold	11.5	12.8	18.3	18.1	28.8	20.7	24.3	30.6	66.3	36	32.4	44.6	50.8	41.8	23.3	41.4	29.8	19.3	33.1	19.4	14.6	16	15.9	9.4	15.6
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Absorption Rt. on Sold (%)	8.7	7.8	5.5	5.5	3.5	4.8	4.1	3.3	1.5	2.8	3.1	2.2	2	2.4	4.3	2.4	3.4	5.2	3	5.1	6.9	6.3	6.3	10.6	6.4
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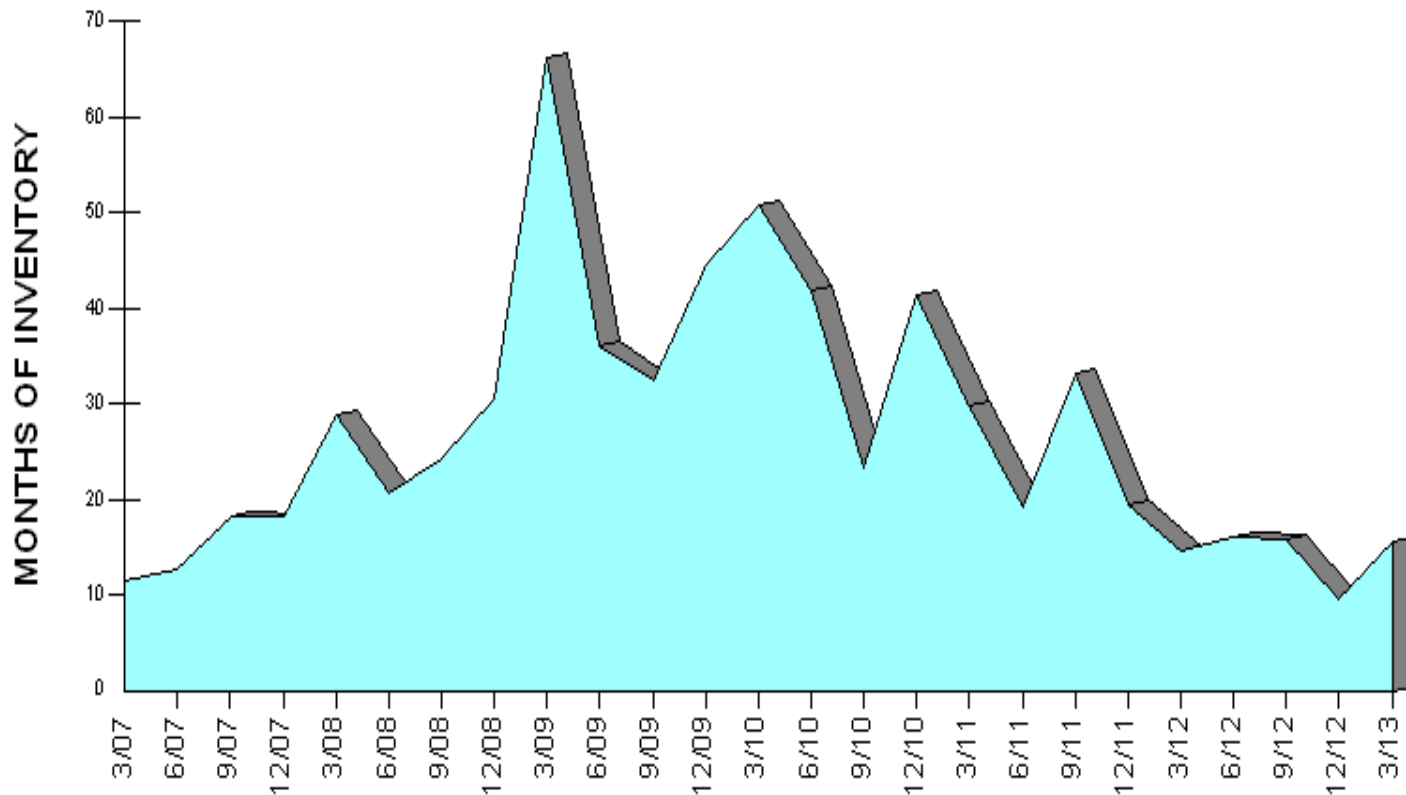
Months of Inventory based on Closed Sales - Last 6 years (Quarterly)

Price Range: \$1,000,000 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit

Bedrooms: 0 - No Limit, Full Bathrooms: 0 - No Limit, Half Bathrooms: 0 - No Limit

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	1 quarter			1 year			6 years																		
	Dec 12	Mar 13	% Change	Mar 12	Mar 13	% Change	Mar 07	Mar 13	% Change																
Months of Inventory (Closed Sales)	9.4	15.6	66% ↑	14.6	15.6	6.8% ↑	11.5	15.6	35.7% ↑																
Date	3/07	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09	9/09	12/09	3/10	6/10	9/10	12/10	3/11	6/11	9/11	12/11	3/12	6/12	9/12	12/12	3/13
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Absorption Rt. on Pended (%)	8.2	7	5.9	4.5	5.2	4.8	3.7	2.8	2	2.8	3.1	2.2	2	4.4	3.1	2.9	5.6	4.2	4.7	5.1	7.6	8	7.4	6.4	11
Avg. Act Price	2758	2677	2638	2845	2798	2666	2719	2891	3007	3021	3016	3274	3242	3246	3182	3134	3356	3469	3230	3375	3239	3714	4108	4330	4284
Avg. Sld Price	1861	2419	1797	1874	2240	2088	1874	1935	1336	1851	2100	1706	1623	2089	2175	2763	1787	2055	1884	2715	1831	2043	2210	2708	1559
Avg. Sq Ft Price	634.6	797.2	704.2	566	881.3	671.2	640.7	656.7	430.4	660.9	670.5	599.2	562	759.8	650.4	983.8	573.7	658.4	660.1	727	506.2	624.6	721.2	720.4	499.3
SP/LP Diff. %	95	94	93	92	92	91	91	89	91	87	90	92	87	88	90	98	91	86	92	86	89	93	91	90	91
Days on Market	177	151	151	157	220	185	154	174	114	136	168	131	195	117	202	164	217	210	160	172	216	173	161	200	216
SP/OLP Diff. %	89	91	89	87	87	87	85	81	80	79	86	76	85	81	87	74	76	85	82	82	85	87	85	85	85
Median Price	1467	1795	1384	1299	1726	1712	1808	1680	1318	1627	1502	1482	1407	1578	1749	1647	1405	1554	1607	2272	1472	1466	1756	2036	1496

**All reports are published Apr. 2013, based on data available at the end of Mar. 2013.

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