



Napa County: Quarterly Real Estate Market Dynamics

Market indicators are often seasonal in nature, with spring and summer typically being the periods of highest demand, and the mid-winter holiday period being the period of lowest activity. The pandemic significantly affected early Q2 2020 market activity, but a dramatic rebound followed soon thereafter – then the terrible fires struck in August and September.

Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

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Napa County Real Estate

Year-over-Year Q3 Comparisons: Selected Market Indicators

Statistic	Q3 2016	Q3 2017	Q3 2018	Q3 2019	Q3 2020
Median House Sales Price	\$639,000	\$658,000	\$728,000	\$725,000	\$825,000
Average Dollar per Sq.Ft.	\$460/sq.ft.	\$475	\$519	\$549	\$573/sq.ft
Average Days on Market	76 days	68 days	60 days	75 days	78 days
Sales Price to Orig. LP %	95% of LP	93%	95%	92%	94% of LP
Number of Sales	439 sales	379	385	382	544 sales
% of Listings Sold	46% of listings	43%	42%	38%	55% of listings
# of Sales, \$1.25 Million+	55 sales	54	70	73	131 sales
% of Listings Sold, \$1.25m+	21% of listings	20%	26%	23%	34% of listings
# of Sales, \$2 Million+	26 sales	23	28	36	51 sales

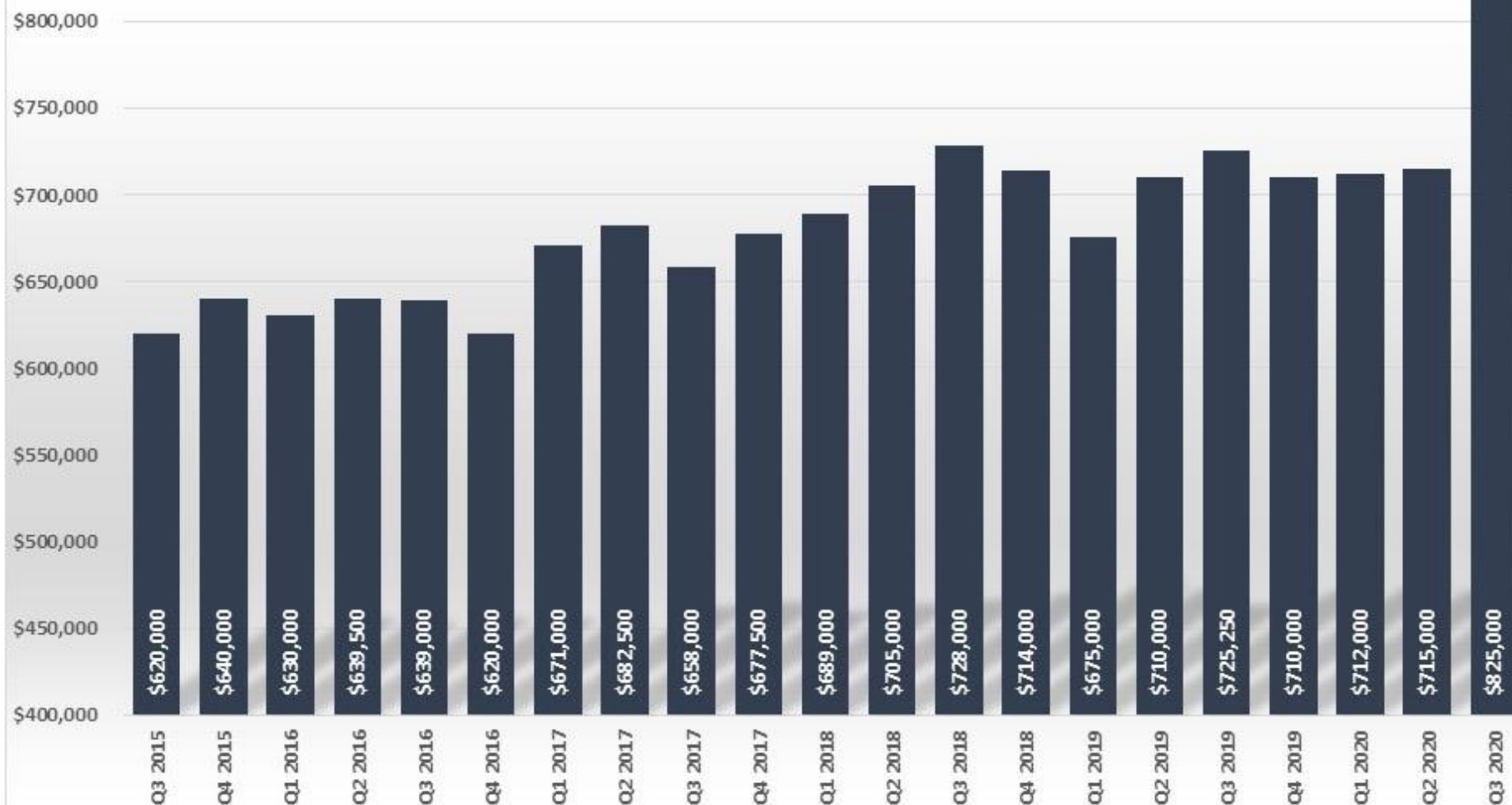
Houses, condos and co-ops unless specified otherwise. Sales reported to MLS, per Broker Metrics. Not all sales are reported. Data from sources deemed reliable, but may contain errors and subject to revision. Q3 2020 sales are estimates using data available in early October; Late reported sales may alter these numbers. All numbers are approximate.

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Napa County Home Price Appreciation

Median House Sales Prices by Quarter, 2015 - Present

As reported to MLS,
per Broker Metrics

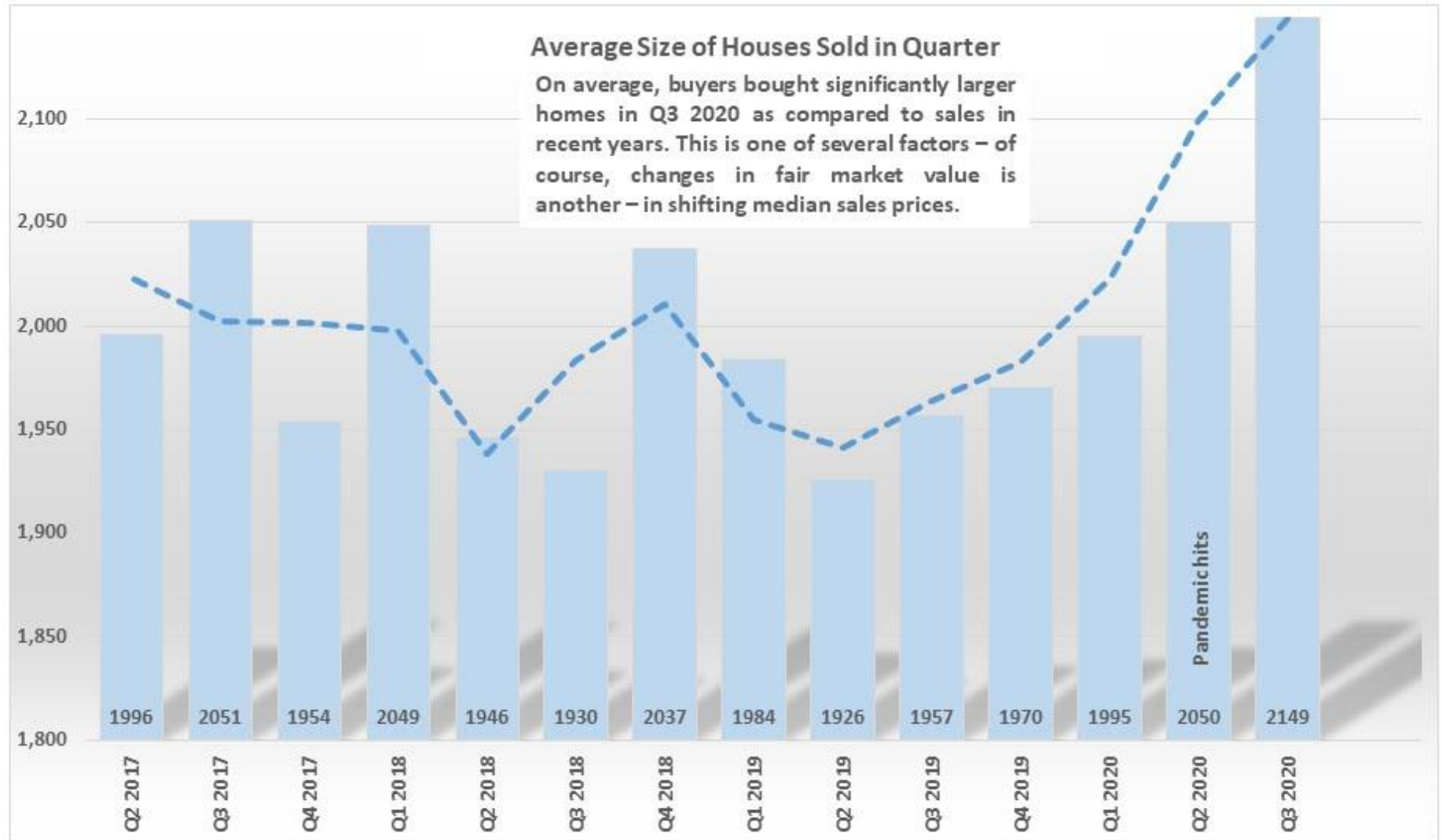


Median sales prices can be and often are affected by other factors besides changes in fair market value. Longer-term trends are more meaningful than short term fluctuations. All numbers are approximate and subject to revision.

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Napa County Home Sales & Size

Average House Square Footage, by Quarter: 2-Period Moving Average

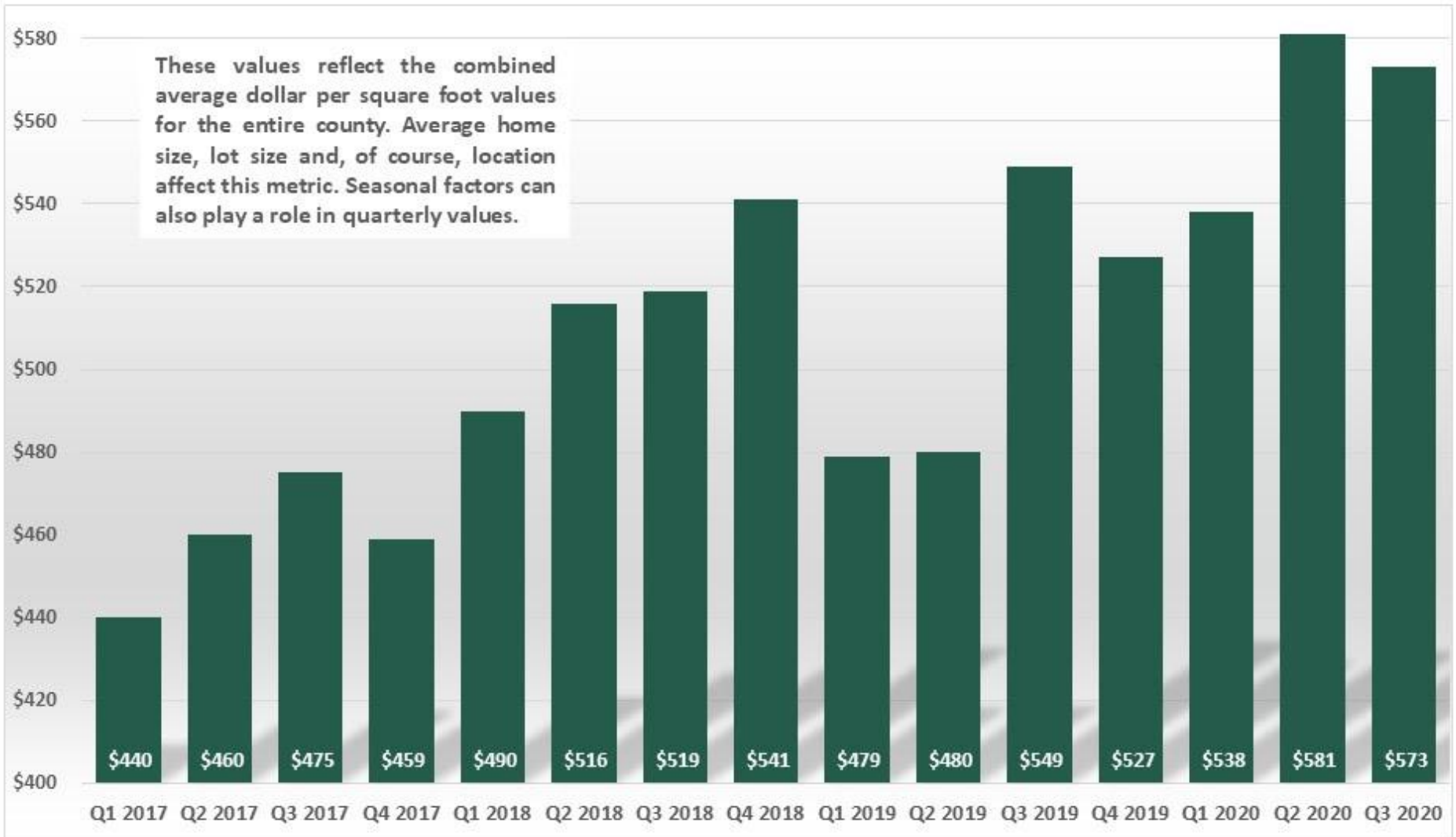


2-period moving average. MLS house sales data per Broker Metrics: deemed reliable but may contain errors and is subject to revision. All numbers approximate.

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Napa County House Values

Average Dollar per Square Foot Values, by Quarter

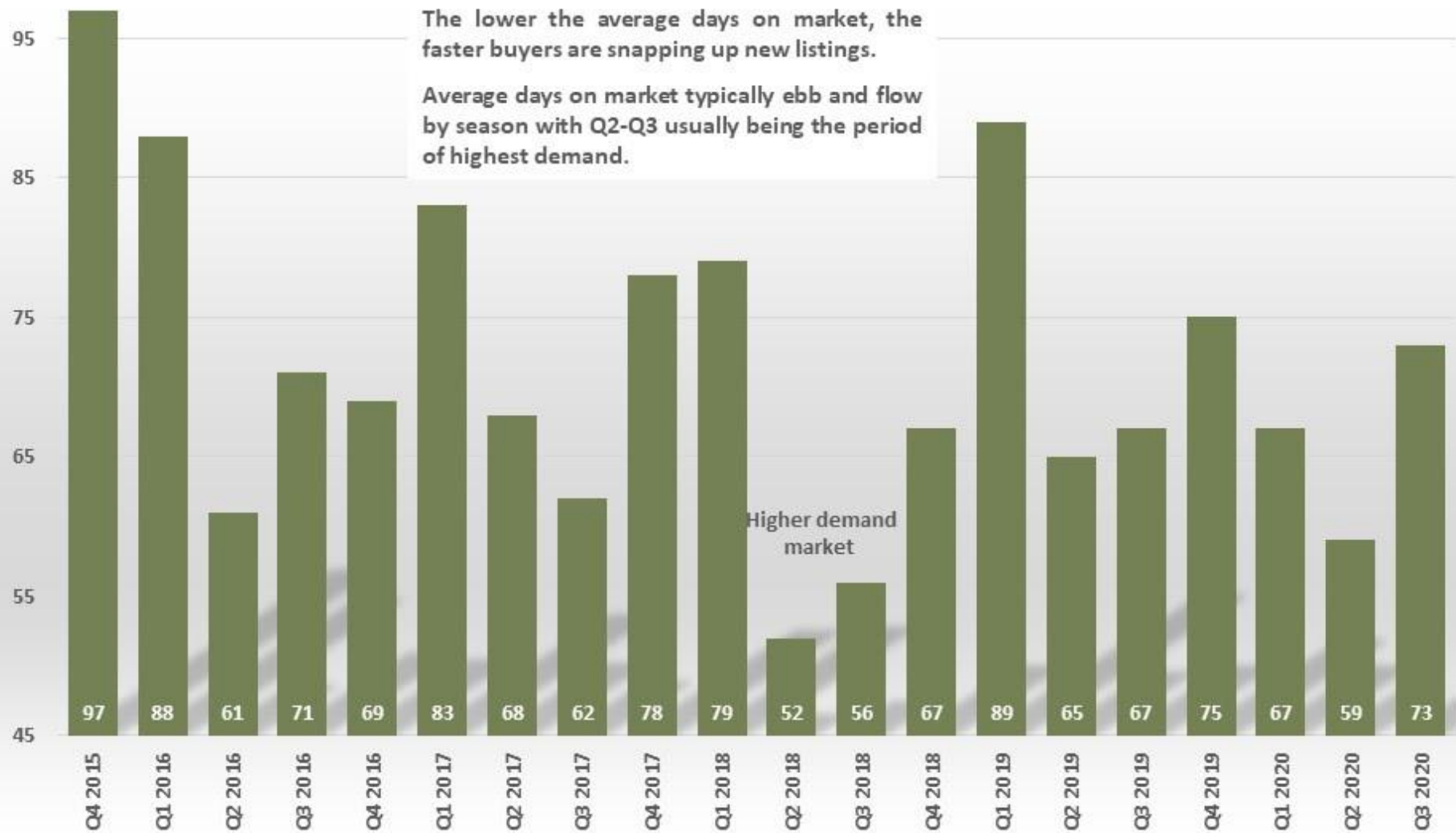


MLS house sales data per Broker Metrics: deemed reliable but may contain errors and is subject to revision. All numbers approximate.

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Average Days on Market by Quarter

Napa County Market – Homes Selling for \$1,500,000 & Less



For sold listings reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Sales Price to Original List Price Percentage by Quarter

Napa County Market – Homes Selling for \$1,500,000 & Less



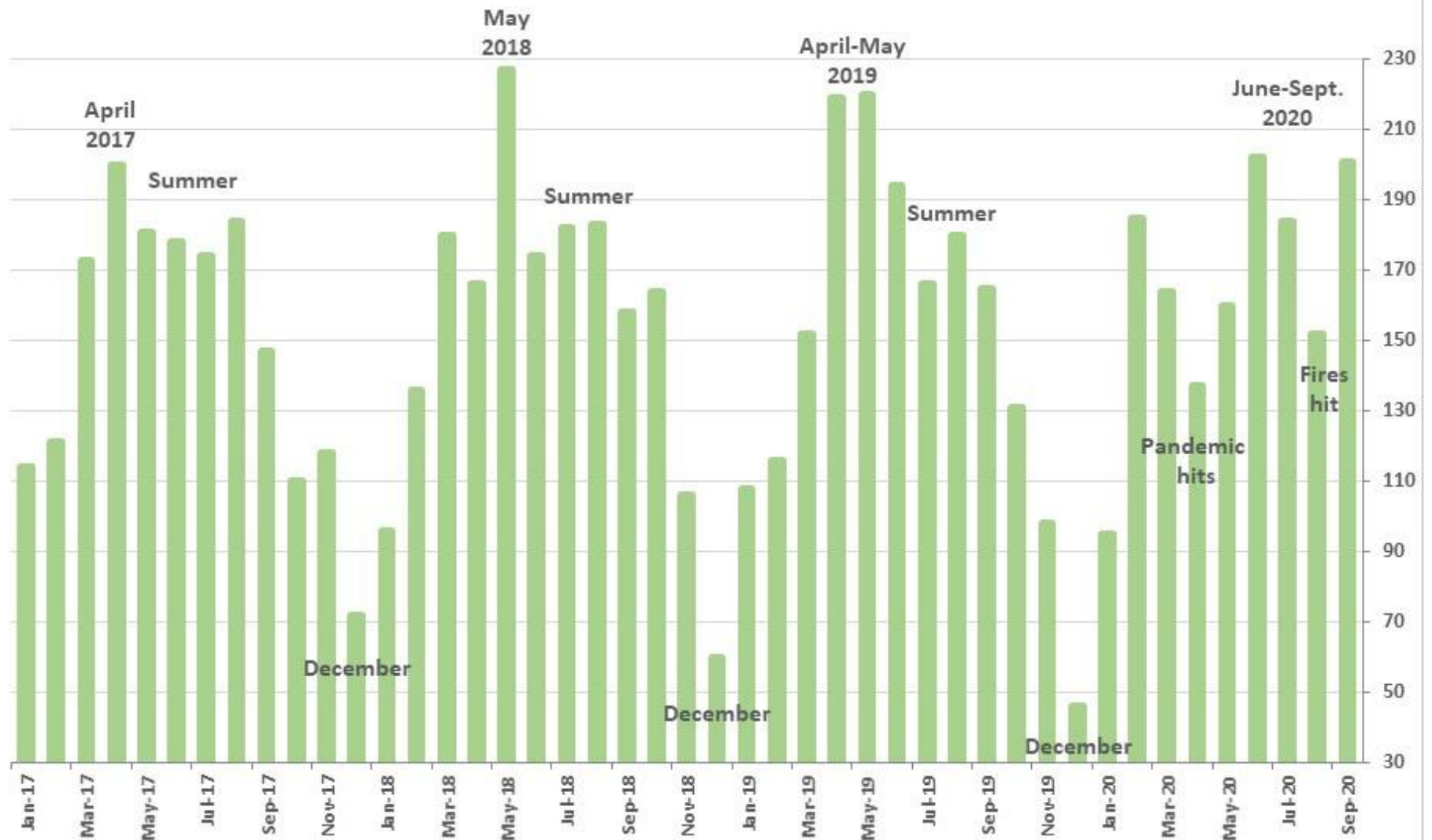
For residential properties reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. Rounded off to nearest full percent.

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New Listings Coming on Market

Napa County Market Seasonality

MLS house and condo listing activity, per Broker Metrics.

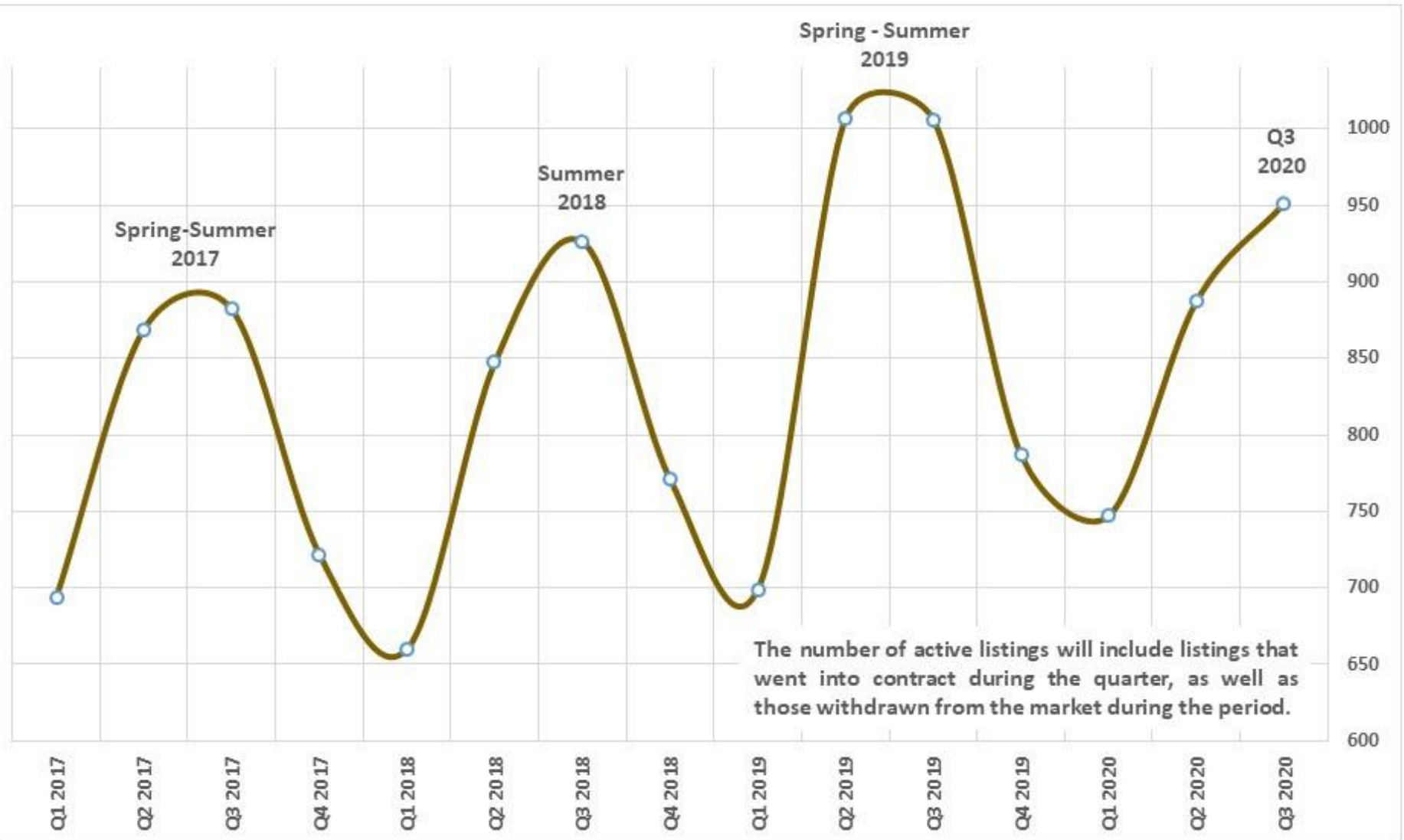


Data from sources deemed reliable, but may contain errors and subject to revision.
Based upon MLS activity. All numbers approximate.

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Active Listings on Market in Quarter

Napa County Market Dynamics & Seasonality



Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

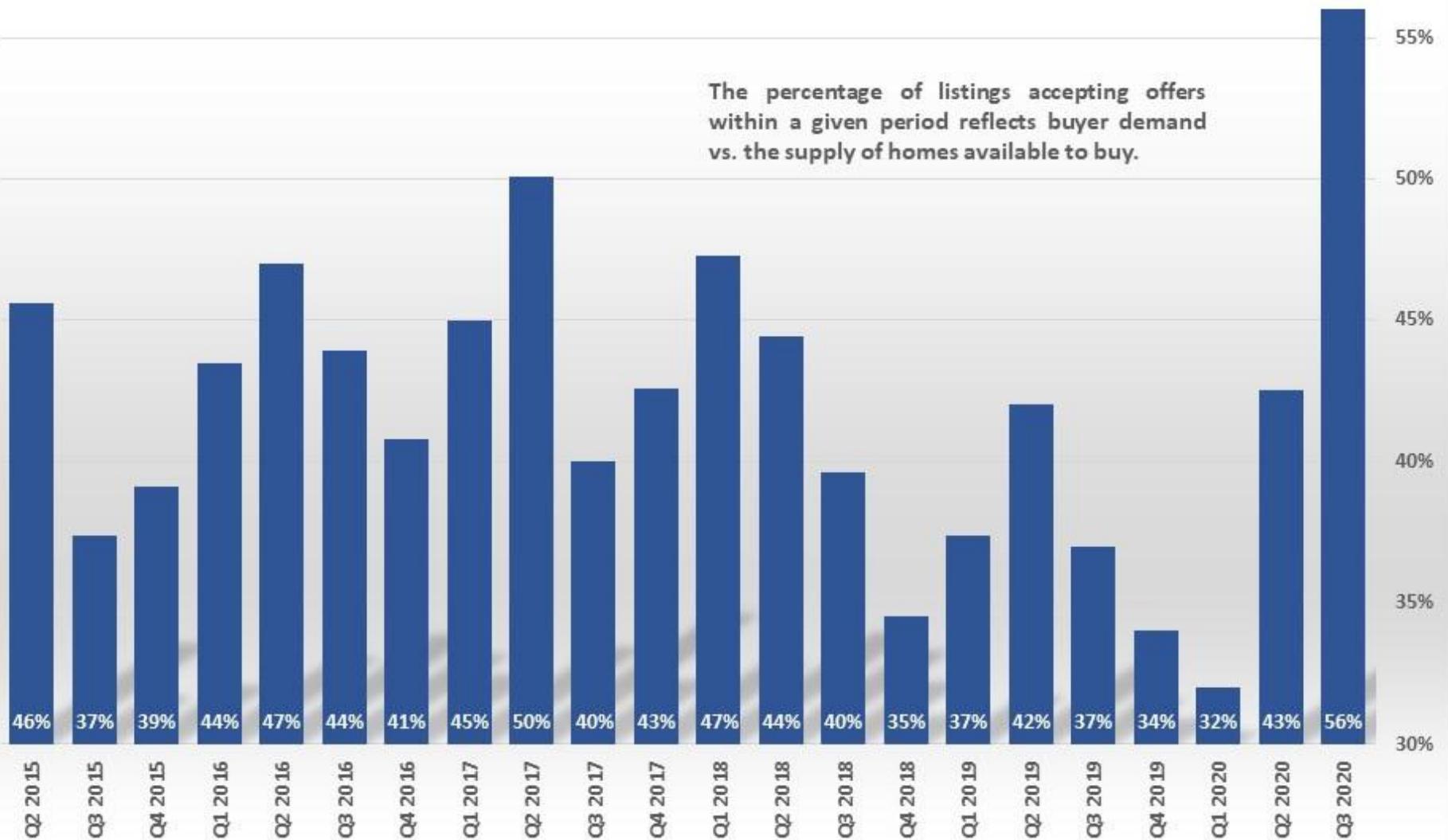
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Percentage of Listings Accepting Offers

Napa County Market Dynamics by Quarter

House & condo listings, by quarter,
reported to MLS, per Broker Metrics

The percentage of listings accepting offers
within a given period reflects buyer demand
vs. the supply of homes available to buy.



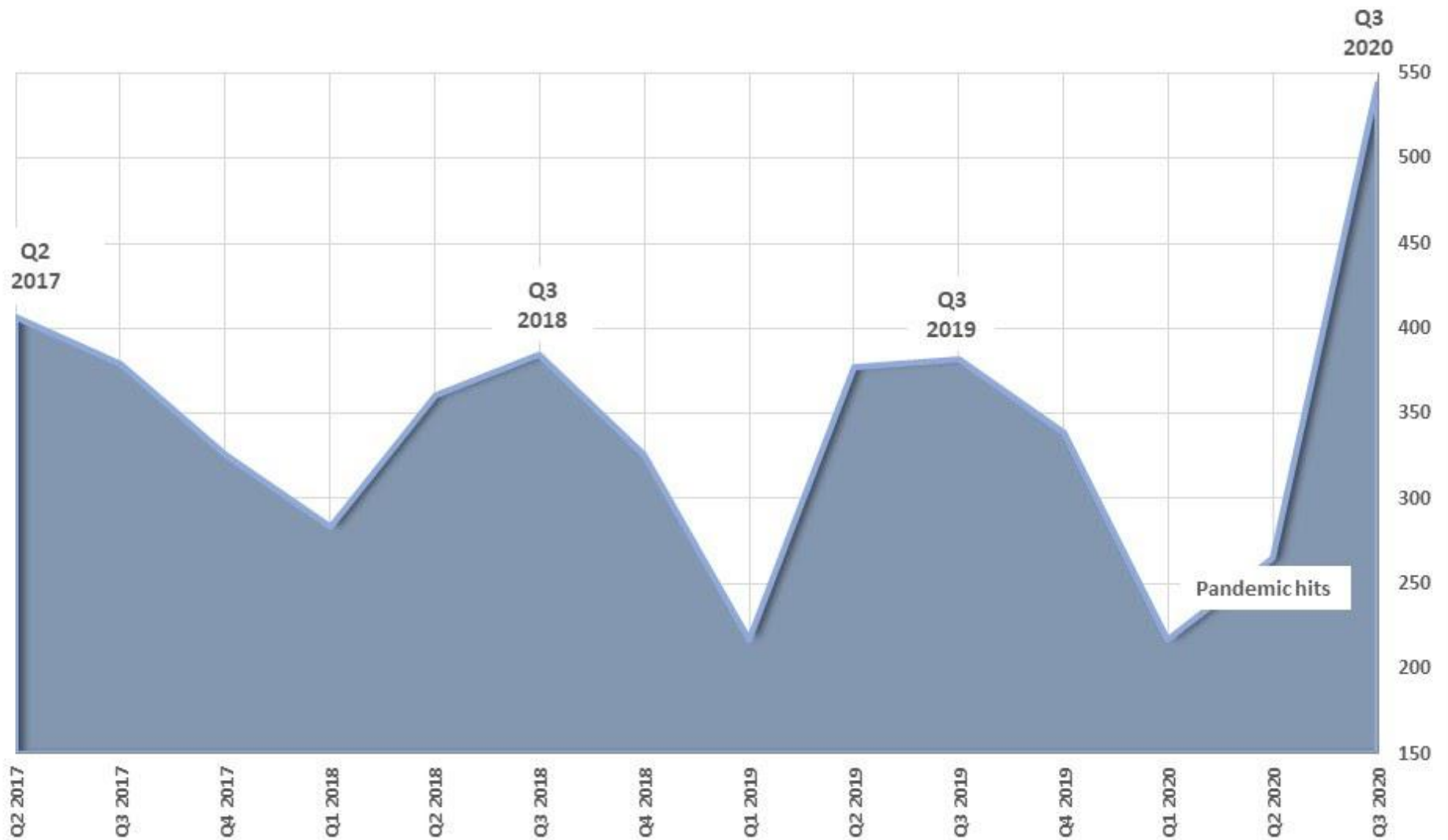
Data from sources deemed reliable, but may contain errors. All
numbers are approximate and subject to revision.

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Sales Volume by Quarter

Napa County Market Dynamics & Seasonality

House and condo activity reported to MLS, per Broker Metrics



Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

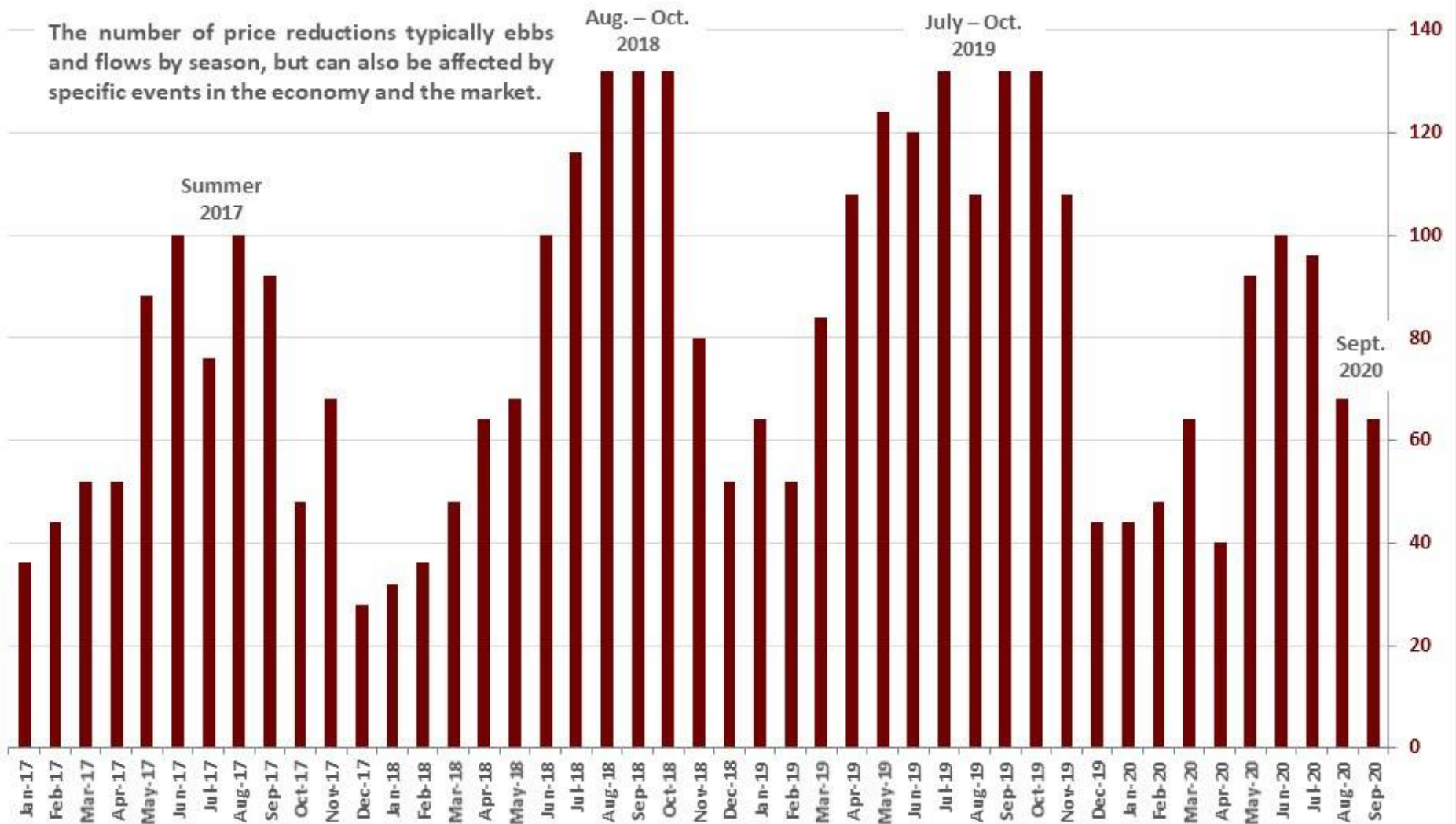
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Price Reductions on Active Listings

Napa County Real Estate Market Dynamics

For houses and condos

The number of price reductions typically ebbs and flows by season, but can also be affected by specific events in the economy and the market.

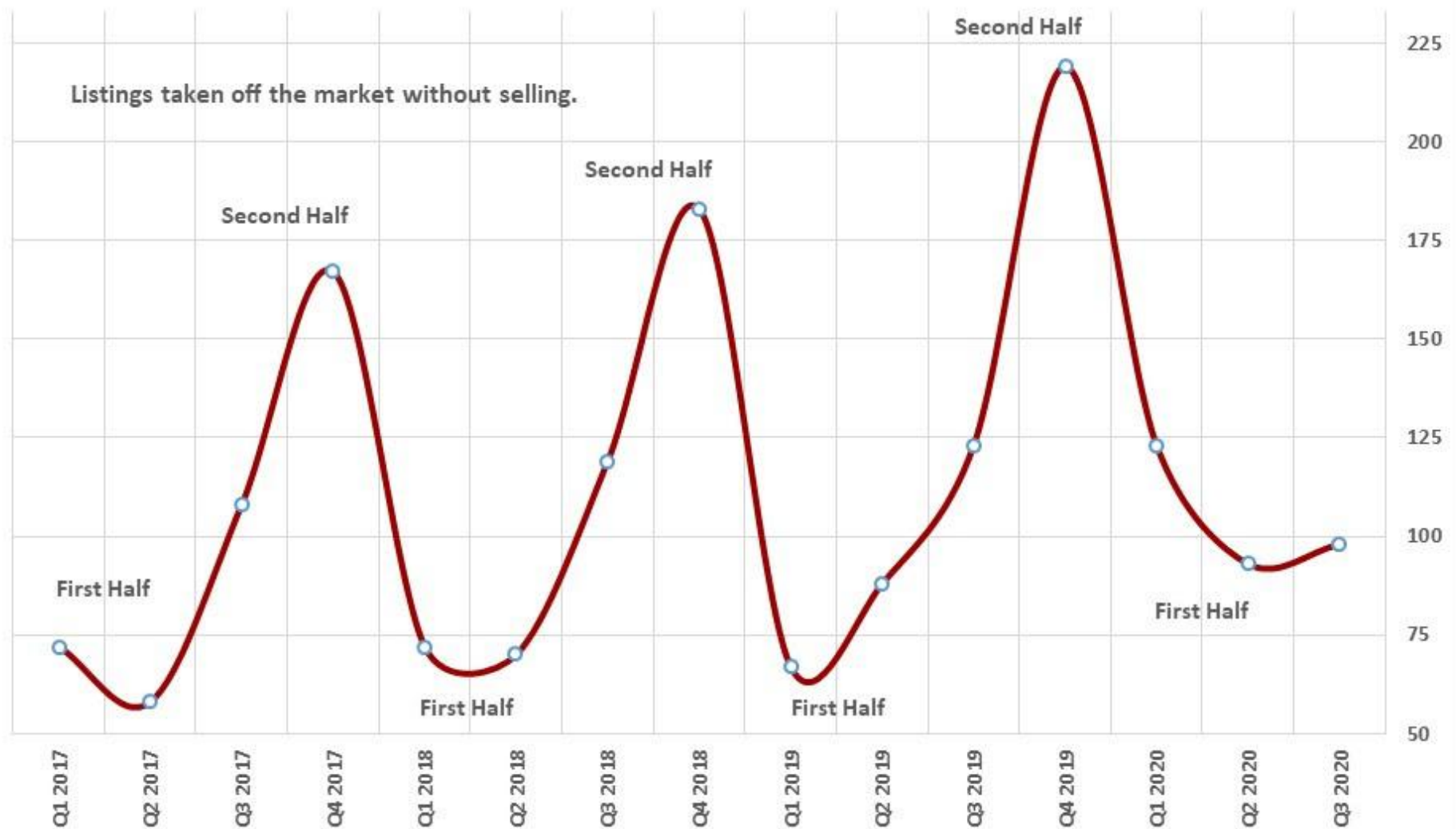


Per Realtor.com Research: <https://www.realtor.com/research/data/>, activity on website. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

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Listings Expired/Withdrawn in Quarter

Napa County Market Dynamics & Seasonality



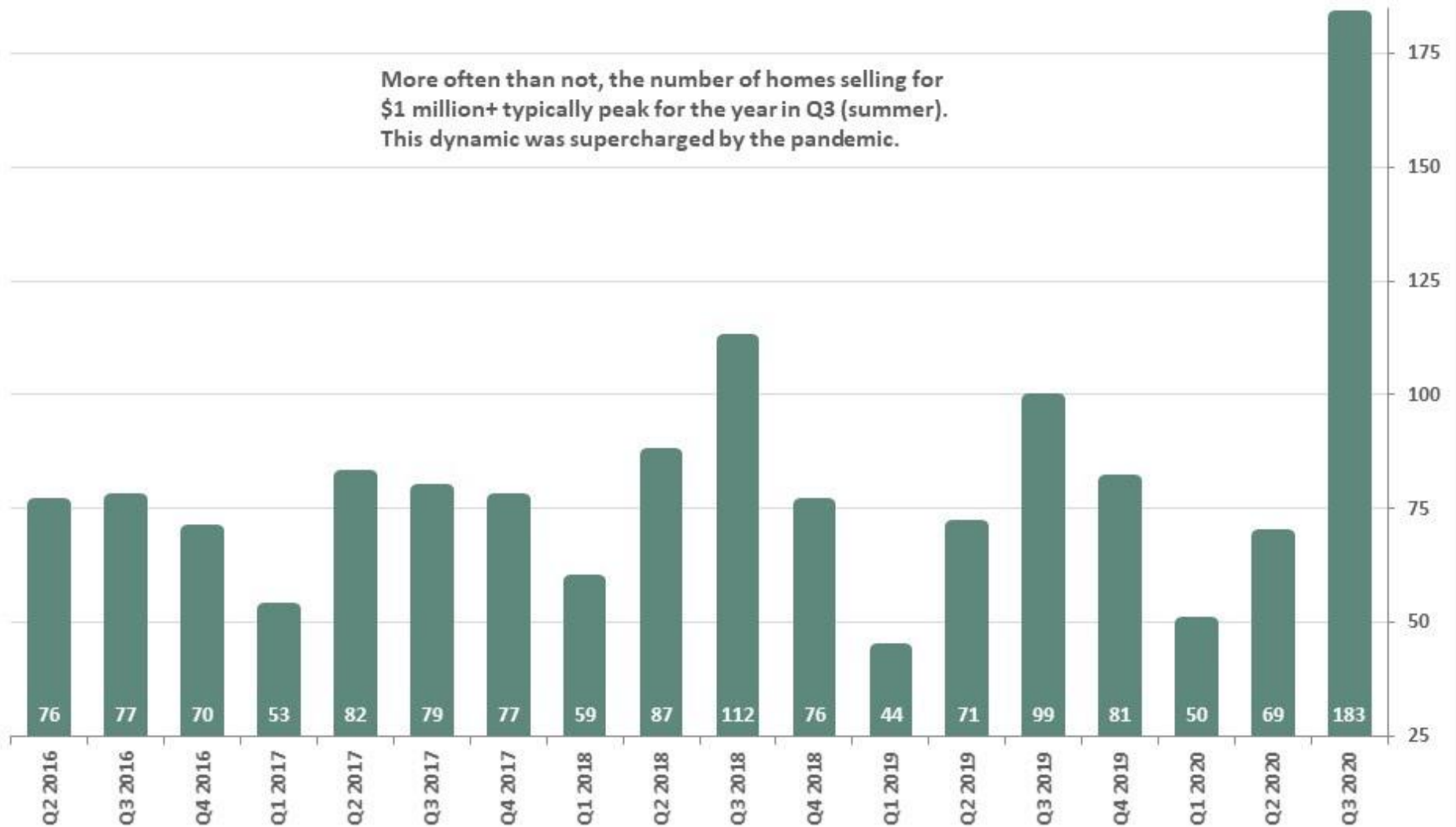
Residential market activity reported to MLS, per Broker Metrics. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers are approximate.

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Napa County Higher-Price Home Sales

\$1 Million+ Sales by Quarter since 2015

More often than not, the number of homes selling for \$1 million+ typically peak for the year in Q3 (summer). This dynamic was supercharged by the pandemic.



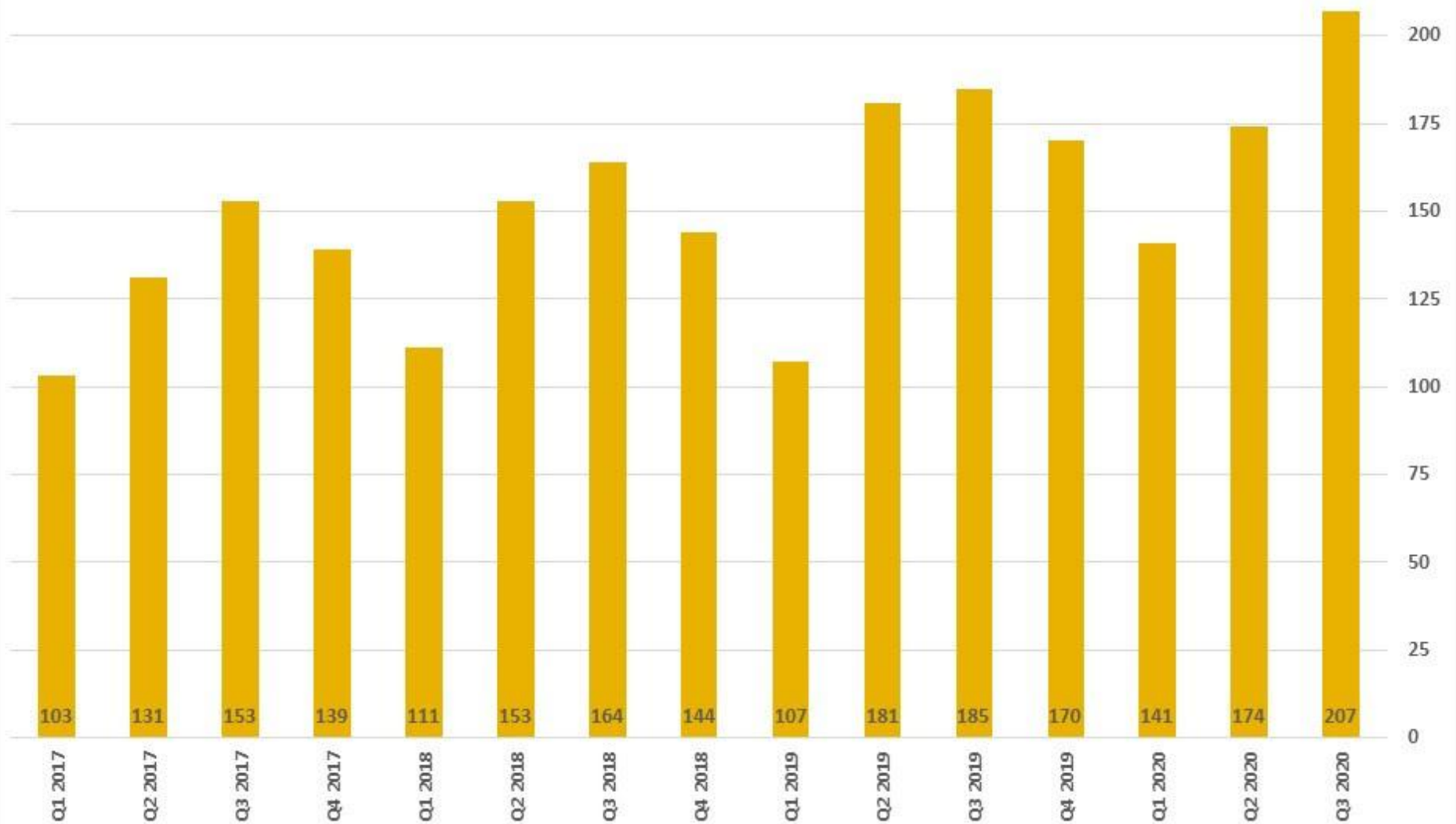
Sales reported to MLS, per Broker Metrics. Data from sources deemed reliable, but subject to error and revision. All numbers are approximate.

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Napa County Luxury Home Market

Active Listings Priced \$2 Million+, by Quarter

As reported to MLS,
per Broker Metrics

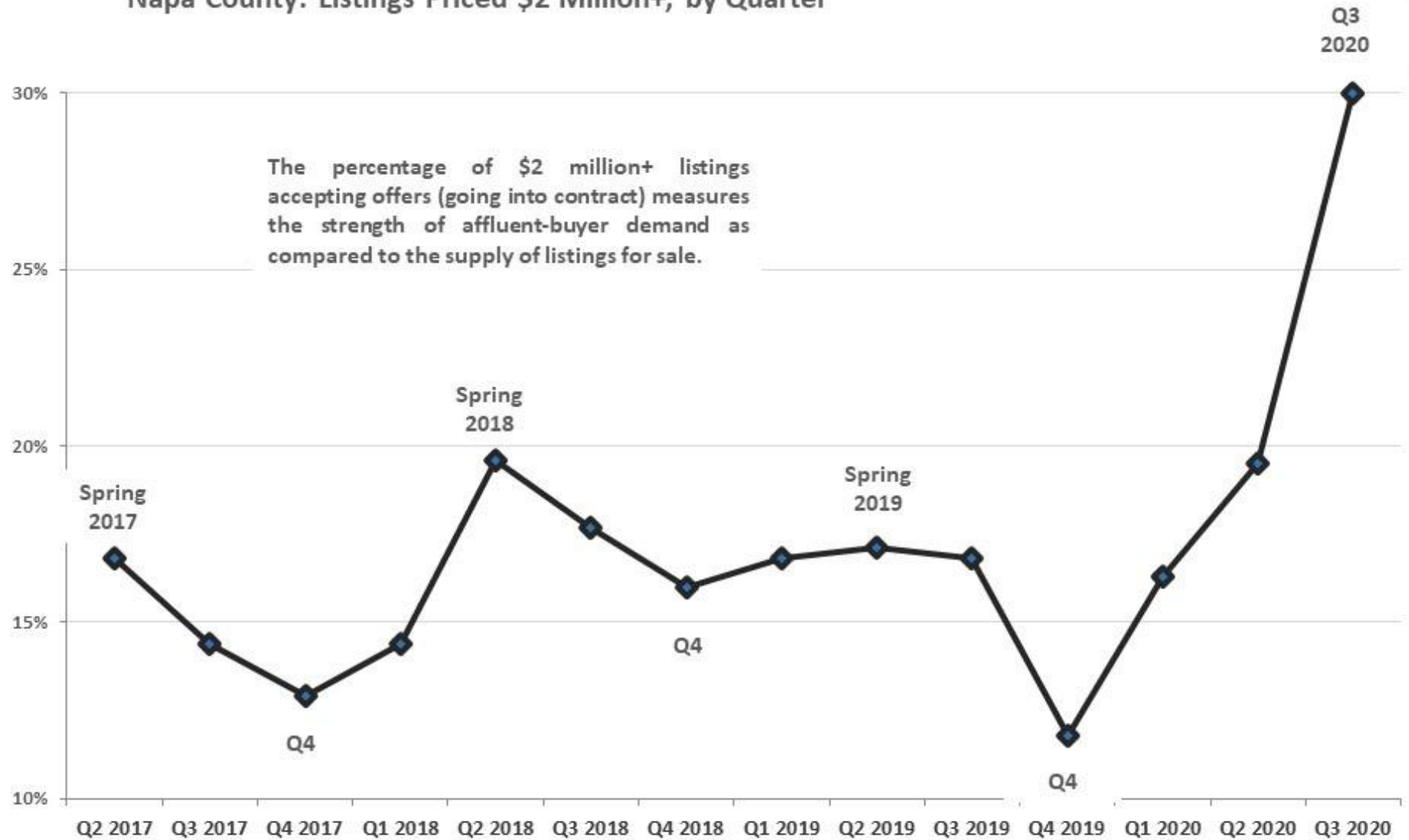


As reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

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Percentage of Luxury Listings Accepting Offers

Napa County: Listings Priced \$2 Million+, by Quarter



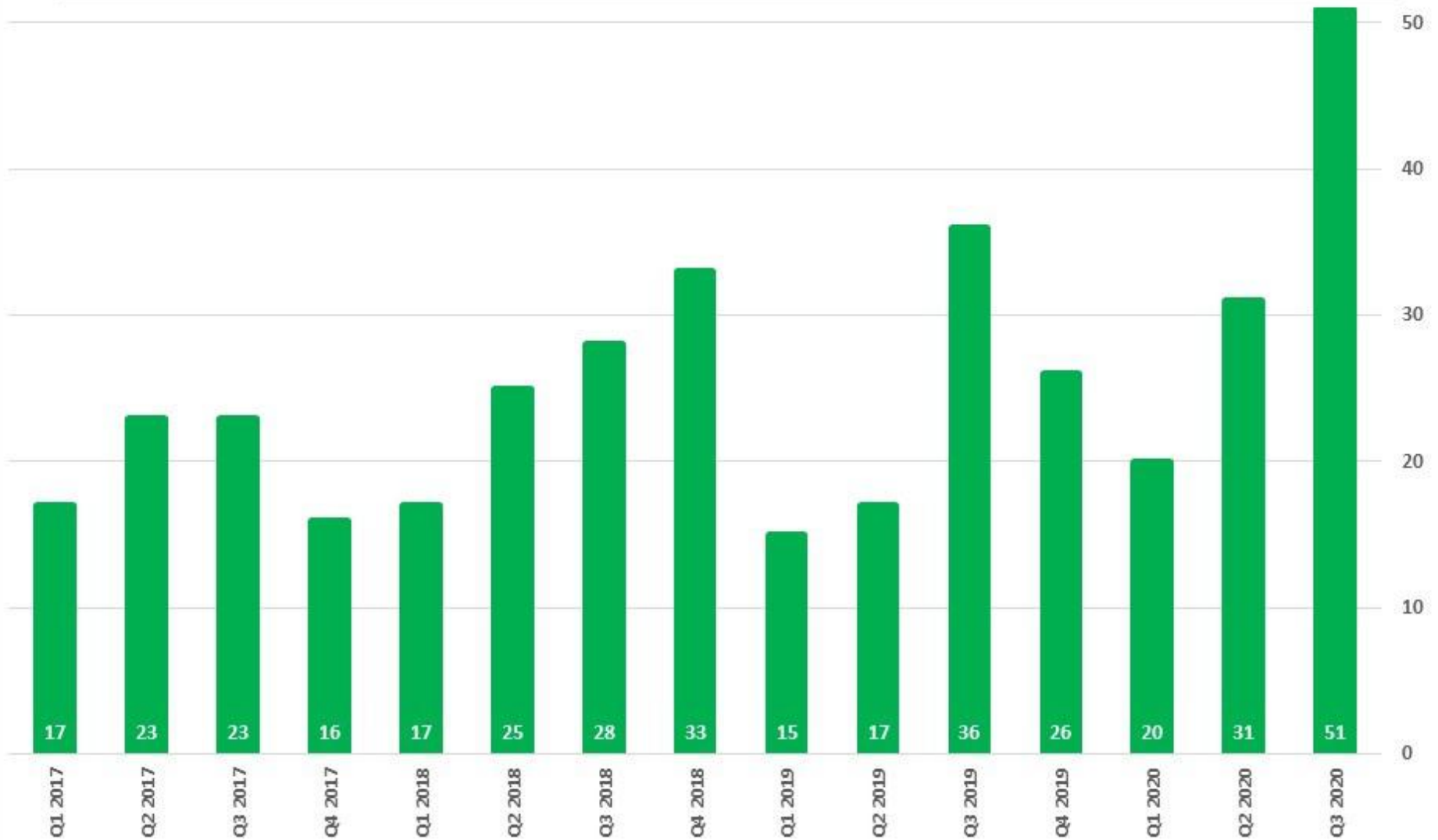
* MLS reported data, per Broker Metrics. Last month's data is estimated and may change with late reported activity. Data from sources deemed reliable but may contain errors and subject to revision. All numbers are approximate.

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Napa County Luxury Home Market

Number of Sales, Priced \$2 Million+, by Quarter

As reported to MLS,
per Broker Metrics



As reported to MLS, per Broker Metrics. Data from sources deemed reliable but may contain errors and subject to revision. All numbers should be considered approximate.

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Compass San Francisco Bay Area Reports: <https://www.bayareamarketreports.com/>

It is impossible to know how median and average value statistics apply to any particular home without a specific comparative market analysis. Many factors affect sales prices besides neighborhood/ bedroom count: quality of location *within* the neighborhood, condition, size, architecture, views, amenities, parking, outdoor space, etc.

These analyses were made in good faith with data from sources deemed reliable, but may contain errors and are subject to revision. It is not our intent to convince you of a particular position, but to attempt to provide straightforward data and analysis, so you can make your own informed decisions. Median and average statistics are enormous generalities: There are hundreds of different markets in the county and Bay Area, each with its own unique dynamics. Median prices and average dollar per square foot values can be and often are affected by other factors besides changes in fair market value. Longer term trends are much more meaningful than short-term.

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Compass Real Estate Market Trends Report

San Francisco Bay Area

Napa County

2020-10-08

New Listings

Calculations are on a rolling month (28 day) basis. Compares the latest full year to the prior full year.

205

New Listings - Last 4 Weeks
▲ 25.1% VS LAST YEAR

New Listings - Trailing 4 Weeks



183

Single Family / Townhouse ▲ 30.5%

22

Condo / Co-op ▼ 4.7%

New Contracts

Calculations are on a rolling month (28 day) basis. Compares the latest full year to the prior full year.

239

New Contracts - Last 4 Weeks
▲ 100.9% VS LAST YEAR

New Contracts - Trailing 4 Weeks



216

Single Family / Townhouse ▲ 95.5%

23

Condo / Co-op ▲ 213.5%

Sold Listings

Calculations are on a rolling month (28 day) basis. Compares the latest full year to the prior full year.

173

Sold Listings - Last 4 Weeks
▲ 45.1% VS LAST YEAR

Sold Listings - Trailing 4 Weeks



153

Single Family / Townhouse ▲ 25.8%

20

Condo / Co-op ▲ 107.9%

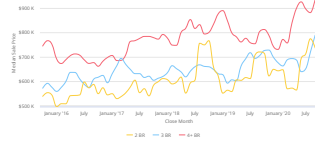
Median Sale Price by Bedroom Count

Calculations are on a rolling three-month basis.

\$842 K

Median Sale Price - Single Family / Townhouse ▲ 16.3% vs Last Year

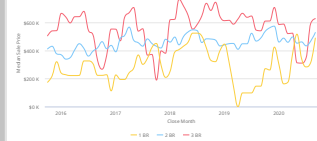
Median Sale Price by # Bedrooms - Single Family / Townhouse



\$547 K

Median Sale Price - Condo / Co-op ▲ 9.5% vs Last Year

Median Sale Price by # Bedrooms - Condo/Co-op



Average Price per Square Foot

Calculations are on a rolling three-month basis.

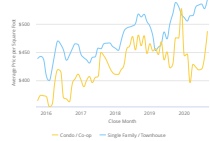
\$544

Avg PPSF - Single Family / Townhouse ▲ 4.5% vs Last Year

\$487

Avg PPSF - Condo / Co-op ▲ 13.4% vs Last Year

Average Price per Square Foot



Close Price vs List Price

Calculations are on a rolling three-month basis.

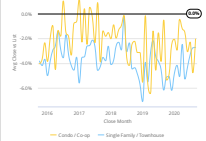
-2.7%

Close Price vs List Price - Single Family / Townhouse -4.2% Last Year

-2.0%

Close Price vs List Price - Condo / Co-op -0.5% Last Year

Close Price vs List Price



Number of Sales by Price Point

Year Over Year Comparison

Rolling month (28 day) basis

-1.4%

YoY Sales (Last 4 Weeks) - \$200K - \$500K

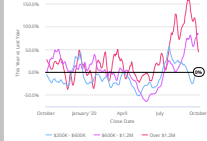
83.8%

YoY Sales (Last 4 Weeks) - \$500K - \$1.2M

44.2%

YoY Sales (Last 4 Weeks) - \$1.2M+

Sales by Price Point - Year Over Year Comp



Days on Market

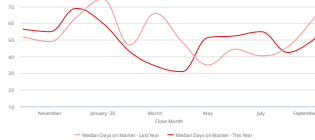
For listings that closed in a given calendar month

No rolling logic is applied.

51

Median Days on Market ▼ -13 Days vs Last Year

Median Days on Market



Weekly Open Houses

As scheduled in the MLS. Attendance is unknown.

No rolling logic is applied.

0

Open Houses Last Week # vs Last Year

Open Houses

