

NAPA COUNTY

THIRD QUARTER MARKET REPORT | 2017 VS. 2018

	2017	2018		2017	2018				
Q3	# of Sales	364	376	▲3%	YTD	# of Sales	1,039	988	5%▼
	Median Price	\$636,000	\$700,000	▲10%		Median Price	\$645,000	\$680,000	▲5%
	Avg CDOM	69	60	13%▼		Avg CDOM	76	64	16%▼
	MOI	3.0	3.3	▲10%		MOI	3.2	3.8	▲19%

Sales in Napa County, as well as price point, continued to rise in the third quarter of 2018 compared to the same period last year. Days on market decreased by 13% and inventory loosened, up by 10%. St. Helena saw a particularly active period, with a significant spike in median price, up by 53%, and sales volume for the third quarter rising by 60%.

CALISTOGA

	Q3 2017	Q3 2018	% Change
# of Sales	15	19	27%
Median Price (\$000)	875	895	2%
Avg CDOM	137	64	-53%
Months of Inventory	6.8	4.3	-37%

NAPA

	Q3 2017	Q3 2018	% Change
# of Sales	268	265	-1%
Median Price (\$000)	630	685	9%
Avg CDOM	64	55	-14%
Months of Inventory	2.3	2.8	22%

ST. HELENA

	Q3 2017	Q3 2018	% Change
# of Sales	25	40	60%
Median Price (\$000)	930	1,428	53%
Avg CDOM	105	93	-11%
Months of Inventory	7.6	5.1	-33%

