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Sonoma, CA | web ID: 0243639

Wine Country Market Update Second Quarter 2014

SONOMA & NAPA - WINE COUNTRY BROKERAGES

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All data within this document is pulled from the Bay Area Real Estate Information Services (BAREIS)



A MESSAGE FROM OUR MANAGER: Jeffrey G. Gibson

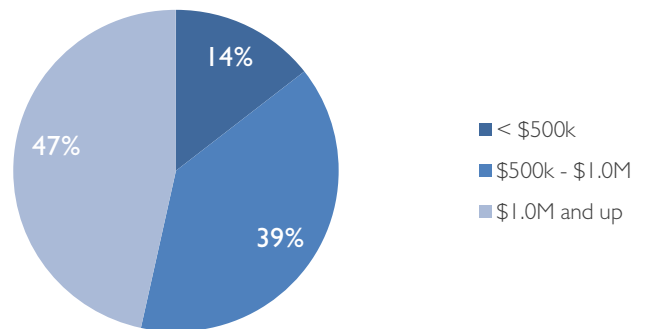
As we reach the second half of 2014, the Wine Country real estate market in the second quarter of 2014 saw the strongest growth in years, according to the Bay Area Real Estate Information Service (BAREIS). Throughout Wine Country, the overall sales volume of single family homes (SFH) priced above \$500,000 increased significantly. Each area saw an increase, but particularly St. Helena which had a 64 percent increase in sales volume from the second quarter of 2013.

The average sales price for single family homes in Wine Country experienced tremendous growth. St. Helena saw a substantial 45 percent increase, moving up from \$1,240,989 in the second quarter of 2013 to \$1,795,247 in the second quarter of 2014. Napa and Healdsburg also saw average sales prices rise, with Napa seeing a 26 percent increase, and Healdsburg enjoying a 25 percent jump, from the second quarter of 2013 to the second quarter of 2014.

SONOMA VALLEY MARKET SUMMARY (SFH)

In the Sonoma Valley, a shortage of inventory drove demand for homes priced below \$500,000 and above \$1 million. The average sales prices of SFH in Sonoma Valley jumped 8 percent, up from \$790,403 in Q2 2013 to \$851,602 in Q2 2014. Comparing Q2 2013 to Q2 2014, Sonoma Valley homes with prices more than \$1 million increased their prices 10 percent and prices less than \$500,000 saw their average sales price increase 13 percent. As average sales prices increased, the number of closed sales decreased, especially home prices less than \$500,000 which saw a 29 percent decline from Q2 2013 to Q2 2014.

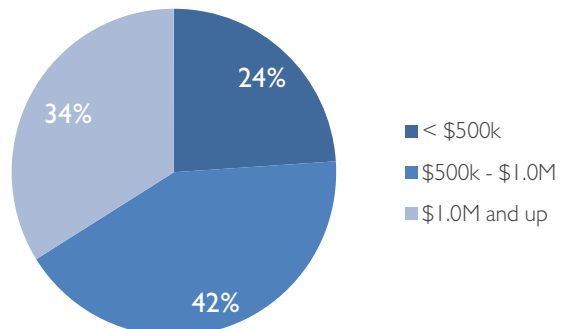
Q2-2014 - SONOMA VALLEY VOLUME



NAPA CITY SUMMARY (SFH)

The City of Napa enjoyed a 20 percent increase in overall sales volume in the second quarter of 2014 compared to the second quarter of 2013, totaling at \$166,638,620. Aiding that upward trend, the average sales price for a single family home rose 26 percent in Q2 2014 when compared to Q2 2013, with the average home selling for \$715,187 in Q2 2014. The total number of closed sales increased for homes with prices above \$500,000. The total number of closed sales for homes selling for more than \$1,000,000 grew 55 percent from Q2 2013 to Q2 2014, and homes in the \$500,000-\$1,000,000 price range saw a 22 percent increase from Q2 2013 to Q2 2014.

Q2-2014 - NAPA 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.

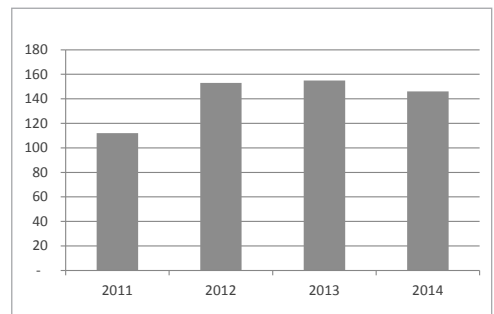
Q2 AVERAGE SALES PRICE (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$320,230	\$315,904	\$360,401	\$408,155	13%
\$500K - \$1M	\$707,357	\$681,938	\$704,410	\$683,324	-3%
\$1,000,000 AND UP	\$1,908,992	\$1,939,791	\$1,694,622	\$1,866,419	10%
TOTALS	\$724,915	\$672,460	\$790,403	\$851,602	8%



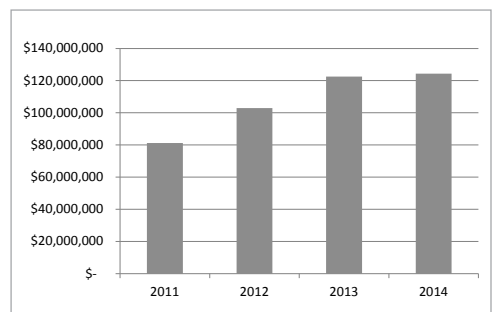
Q2 CLOSED UNITS: # OF SIDES (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	57	83	62	44	-29%
\$500K - \$1M	35	47	58	71	22%
\$1,000,000 AND UP	20	23	35	31	-11%
TOTALS	112	153	155	146	-6%



Q2 CLOSED VOLUME (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$18,253,125	\$26,220,072	\$22,344,843	\$17,958,800	-20%
\$500K - \$1M	\$24,757,500	\$32,051,075	\$40,855,808	\$48,516,025	19%
\$1,000,000 AND UP	\$38,179,842	\$44,615,200	\$59,311,770	\$57,859,000	-2%
TOTALS	\$81,190,467	\$102,886,347	\$122,512,421	\$124,333,825	1%





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.

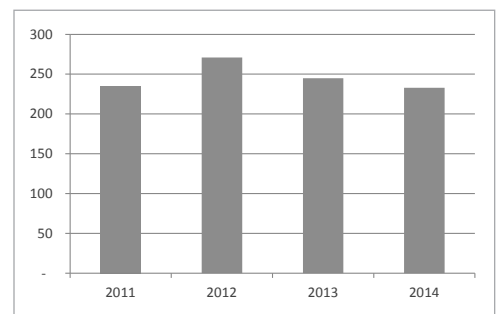
Q2 AVERAGE SALES PRICE (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$298,989	\$304,990	\$366,646	\$406,901	11%
\$500K - \$1M	\$670,060	\$676,086	\$671,299	\$675,620	1%
\$1,000,000 AND UP	\$1,485,545	\$1,904,786	\$1,549,850	\$1,822,509	18%
TOTALS	\$466,291	\$464,320	\$568,930	\$715,187	26%



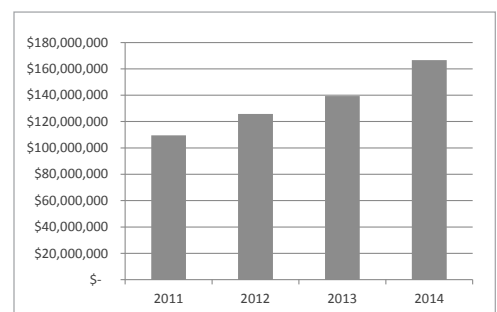
Q2 CLOSED UNITS: # OF SIDES (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	173	201	140	98	-30%
\$500K - \$1M	42	56	85	104	22%
\$1,000,000 AND UP	20	14	20	31	55%
TOTALS	235	271	245	233	-5%



Q2 CLOSED VOLUME (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$51,725,028	\$61,302,969	\$51,330,450	\$39,876,335	-22%
\$500K - \$1M	\$28,142,530	\$37,860,833	\$57,060,400	\$70,264,510	23%
\$1,000,000 AND UP	\$29,710,900	\$26,667,000	\$30,997,000	\$56,497,775	82%
TOTALS	\$109,578,458	\$125,830,802	\$139,387,850	\$166,638,620	20%





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.

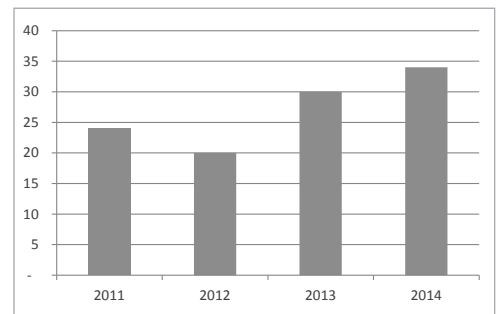
Q2 AVERAGE SALES PRICE (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$465,000	n/a	n/a	n/a	n/a
\$500K - \$1M	\$719,785	\$727,727	\$760,878	\$750,922	-1%
\$1,000,000 AND UP	\$2,269,444	\$1,676,667	\$1,721,100	\$2,723,537	58%
TOTALS	\$1,279,675	\$1,154,750	\$1,240,989	\$1,795,247	45%



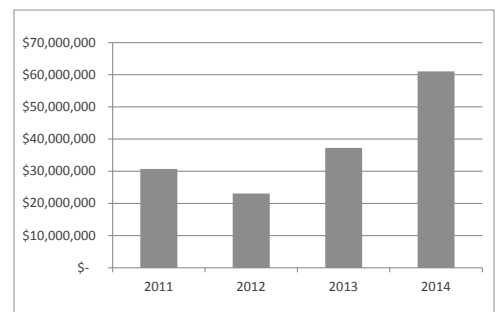
Q2 CLOSED UNITS: # OF SIDES (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	2	-	-	-	n/a
\$500K - \$1M	13	11	15	16	7%
\$1,000,000 AND UP	9	9	15	18	20%
TOTALS	24	20	30	34	13%



Q2 CLOSED VOLUME (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$930,000	n/a	n/a	n/a	n/a
\$500K - \$1M	\$9,357,205	\$8,005,000	\$11,413,168	\$12,014,750	5%
\$1,000,000 AND UP	\$20,425,000	\$15,090,000	\$25,816,500	\$49,023,658	90%
TOTALS	\$30,712,205	\$23,095,000	\$37,229,668	\$61,038,408	64%

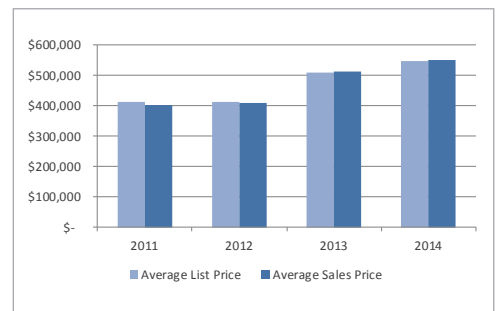




The towns of Petaluma and Cotati offer a little slice of California history to all who come to sample their Victorian delights. Petaluma offers many colorful family events that provide opportunities to escape the everyday hustle and bustle of life. The Great Petaluma Mill, which stands guard over the 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.

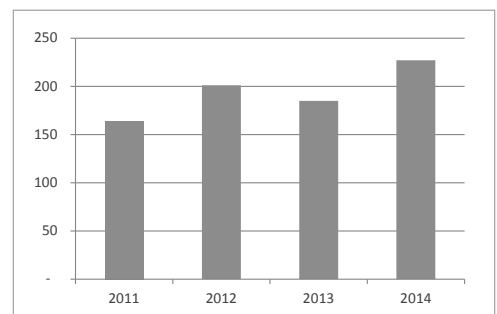
Q2 AVERAGE SALES PRICE (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$338,165	\$341,950	\$392,295	\$415,712	6%
\$500K - \$1M	\$633,902	\$644,987	\$632,623	\$623,798	-1%
\$1,000,000 AND UP	\$1,250,000	\$1,270,033	\$1,263,000	\$1,311,100	4%
TOTALS	\$401,580	\$410,077	\$514,557	\$549,574	7%



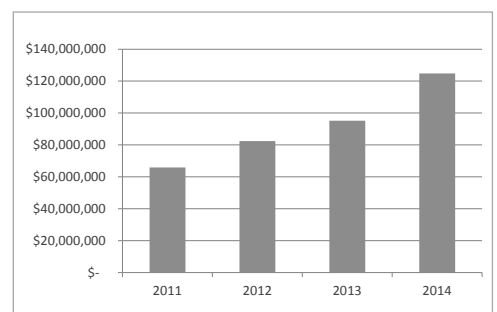
Q2 CLOSED UNITS: # OF SIDES (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	133	162	104	114	10%
\$500K - \$1M	29	36	76	103	36%
\$1,000,000 AND UP	2	3	5	10	100%
TOTALS	164	201	185	227	23%



Q2 CLOSED VOLUME (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$44,975,899	\$55,395,844	\$40,798,708	\$47,391,188	16%
\$500K - \$1M	\$18,383,145	\$23,219,517	\$48,079,342	\$64,251,150	34%
\$1,000,000 AND UP	\$2,500,000	\$3,810,100	\$6,315,000	\$13,111,000	108%
TOTALS	\$65,859,044	\$82,425,461	\$95,193,050	\$124,753,338	31%





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.

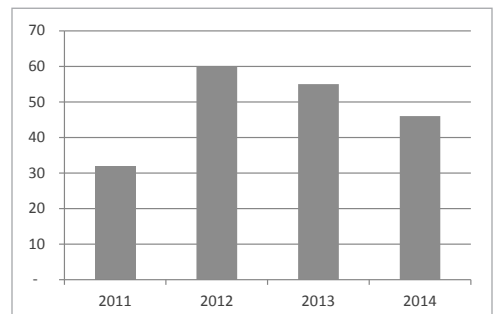
Q2 AVERAGE SALES PRICE (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$325,221	\$326,105	\$405,486	\$418,636	3%
\$500K - \$1M	\$745,333	\$703,052	\$685,952	\$670,353	-2%
\$1,000,000 AND UP	\$1,305,000	\$2,330,507	\$1,520,700	\$2,259,569	49%
TOTALS	\$557,082	\$812,945	\$735,737	\$921,094	25%



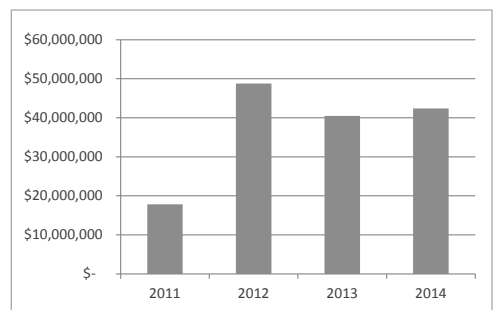
Q2 CLOSED UNITS: # OF SIDES (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	21	30	20	11	-45%
\$500K - \$1M	6	19	25	26	4%
\$1,000,000 AND UP	5	11	10	9	-10%
TOTALS	32	60	55	46	-16%



Q2 CLOSED VOLUME (SFH)

PRICE RANGE	2011	2012	2013	2014	% CHANGE (2014 v 2013)
UP TO \$500,000	\$6,829,635	\$9,783,159	\$8,109,721	\$4,605,000	-43%
\$500K - \$1M	\$4,472,000	\$13,357,985	\$17,148,799	\$17,429,190	2%
\$1,000,000 AND UP	\$6,525,000	\$25,635,574	\$15,207,000	\$20,336,125	34%
TOTALS	\$17,826,635	\$48,776,718	\$40,465,520	\$42,370,315	5%



FEATURED PROPERTIES

GLEN ELLEN

Web ID: 0243384 | \$8,995,000

Approximately 73 acres with premium Cabernet vines and olives. 2 bedroom cottage, large barn, cabana, views and excellent location.

Tina Shone | 707.933.1515



HEALDSBURG

Web ID: 0243548 | \$4,685,000

New construction, exquisite interior design. Main and Guest houses, views, vineyard, pool, renovated barn was formerly a winery and tasting room.

Latife Hayson | 707.738.4820



SONOMA

Web ID: 0243625 | \$2,250,000

This sensational bungalow has been extensively renovated and includes a guest cabana, salt water pool and outdoor dining barn.

Carol Sebastiani 707.935.2277



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