

WINE COUNTRY MARKET TRENDS

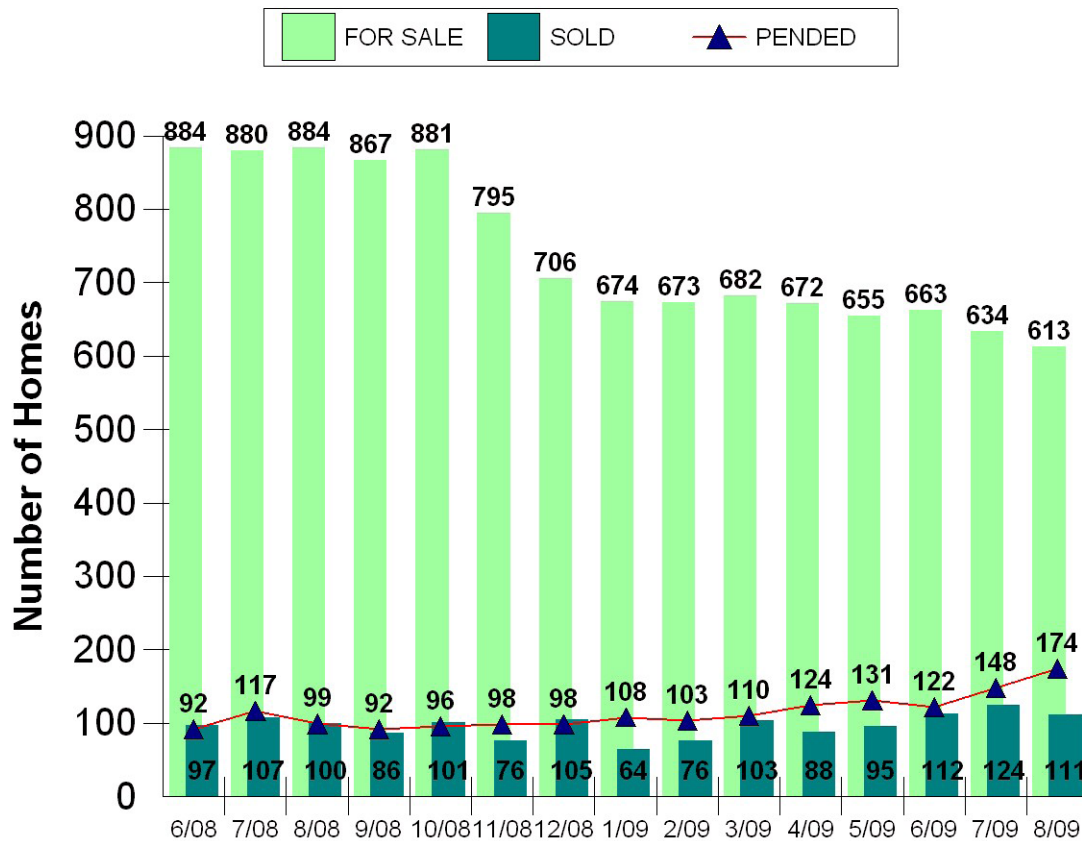
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THE WINE COUNTRY GROUP™

NAPA COUNTY TRENDS:

Napa County Trends: The inventory of homes and condominiums for sale at the end of August in Napa County (613) was 31% below the inventory (884) at this time last year and represents the tenth month in a row that inventory has fallen month over month. New sales (174) were a whopping 75% ahead of the pace a year ago. The average price per square foot of the homes closed in August reached \$266.00, a steady increase since February when the per square foot price was \$201.00. The county in general is down to 3.5 months supply of inventory based on the current sales pace. American Canyon has just one months supply of inventory and the town of Napa has 3.4 months – so it is Up Valley Napa County that has an overhang of inventory. One third of the available inventory in the county is located “Up Valley” at the end of August.



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