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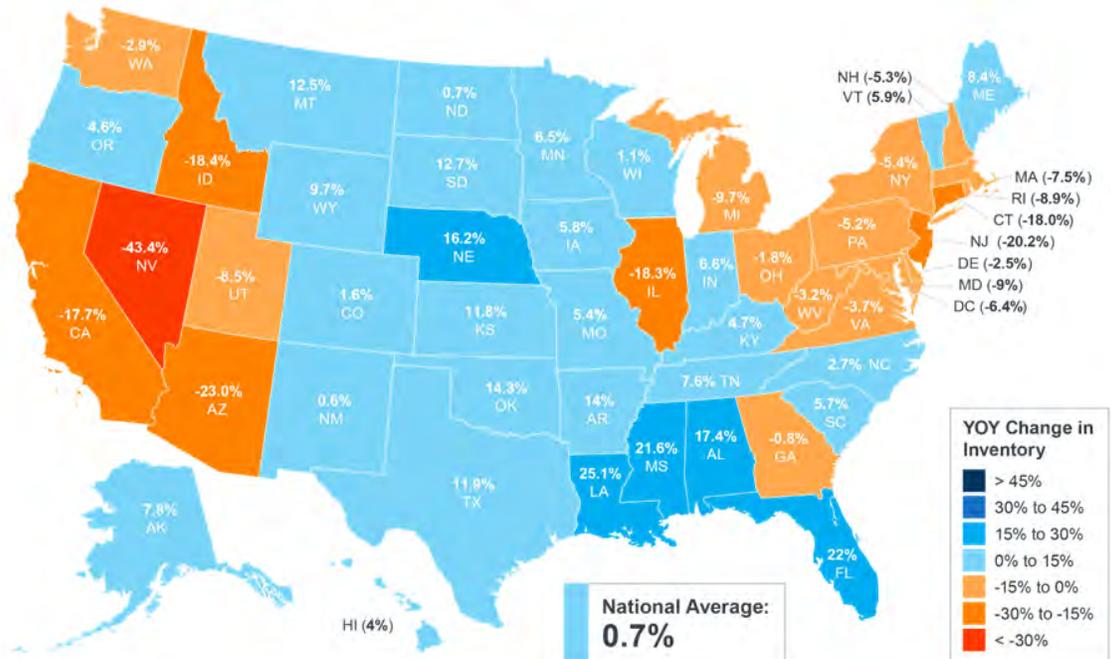
COLDWELL BANKER
BROKERS OF THE VALLEY

Dear Valued Friends and Clients,

Late fall-early winter in wine country, we begin to rest and celebrate the year past, holidays of the season, and hope for the days to come. Below you will find a few favorite shops filled with thoughtfully curated ideas to honor the peace and joy of gathering. Regarding the real estate market, the following are a few highlights from this past quarter.

Change in Inventory

Year-Over-Year, November 2023

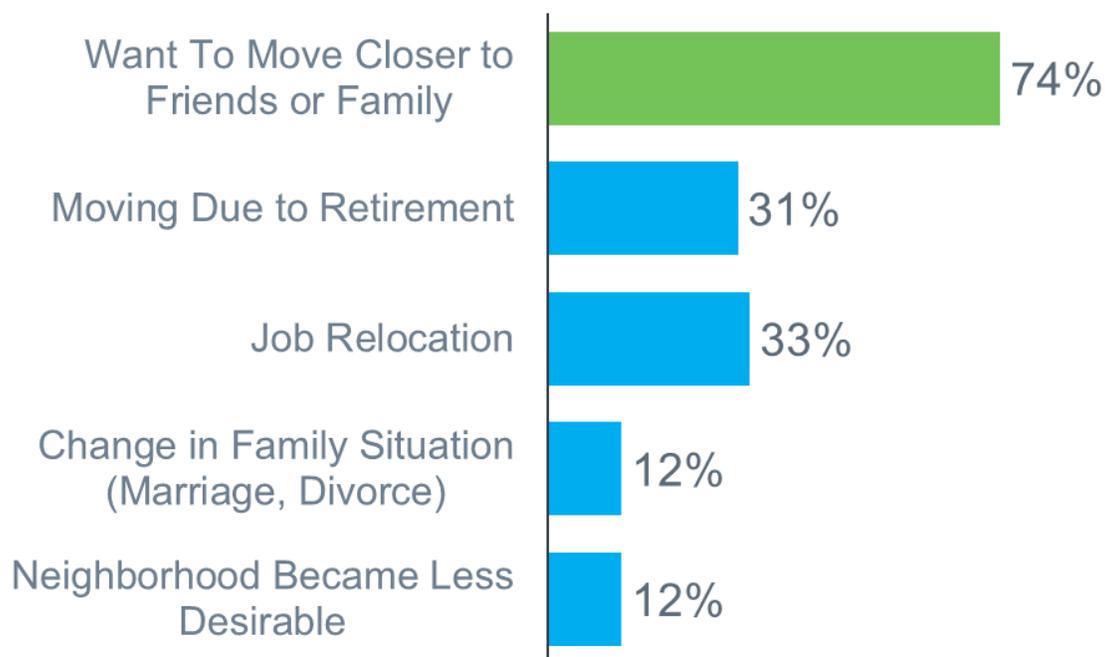


Source: Realtor.com

- Although inventory remains low across the United States, in recent months, it has been increasing, with a national average of 0.7%.
- Strong data suggests that it will continue to rise into next year.

Top 5 Reasons Why Sellers Sold

Moved at Least 100 Miles

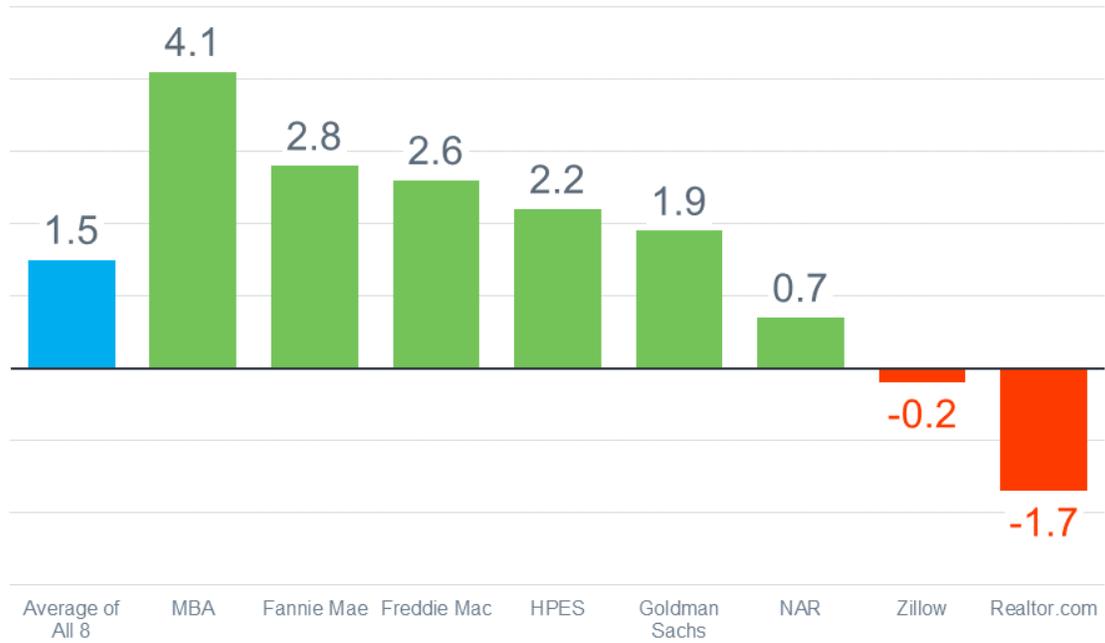


Source: NAR's 2023 Profile of Home Buyers and Sellers

- With many sellers having recently refinanced into lower interest rate mortgages, the big question remains "*For what reason would someone sell their home in this higher interest rate/low inventory market?*"
- A Home Buyer and Seller report by the National Association of Realtors reveals the top 5 reasons why sellers are choosing to sell now. Many sellers are moving to be closer to friends and family.

2024 Home Price Forecasts

Percent Appreciation/Depreciation as of 11/30/2023



- Eight leaders in the industry have created pricing forecasts for next year. This graph supports the industry expectation that appreciation will rise more slowly than it has over the past few years.



Home for the Holidays: Bringing Warmth, Color and Joy to Home

As we are a partially agrarian society, the combination of nature, authentic materials, and heirloom pieces are essential for a timeless feel in the home. Both Vintage Home Napa Valley & Shoppe Amber Interiors excel at helping to create a welcoming environment for the holidays.

A wonderful article in the Wall Street Journal this past weekend speaks to how "***The Stagecraft of Holiday Dining Matters as Much as the Food,***" by Bee Wilson. Setting, atmosphere and the little, familiar objects beloved by each family are what give this time of year such a distinctive comfort and joy.

You will find additional thoughts on my blog Art of Leisure, which is a discussion on the Seasons of Life in Sonoma and Napa Valley.





And lastly, the beauty of music: if you have a chance to hear the San Francisco Symphony perform Handel's Messiah, it is rejuvenating. Wishing you a warm holiday season with much health and happiness in the New Year.



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