

**Compiled from
Santa Barbara Multiple Listing Service Data
on 5/4/2011**

Statistics Through April '11

MLS vs CORT for Mar. '11

MLS 107 Sales 86 HE/PU – 21 CO

CORT 127 Sales

- 5 Multi-Family
- 1 Expired
- 3 Reported Closed in April
- 12 Not in MLS
- 3 in MLS not in CORT

April 1-April 30

Home Estate/PUD

Districts 05-35

	Total	Total List Volume	Median List Price	Average List Price	DOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	68	\$100,758,949	\$899,250	\$1,481,749	72	\$91,834,074	\$870,000	\$1,350,501	91.14	87.97
List/Sold	13	\$22,726,000	\$850,000	\$1,748,153	36	\$19,894,375	\$875,000	\$1,530,336	87.54	86.91
Co-Broker	55	\$78,032,949	\$899,500	\$1,418,780	80	\$71,939,699	\$865,000	\$1,307,994	92.19	88.27
New	192	\$287,836,013	\$942,000	\$1,499,145	15					
Pending	105	\$155,409,923	\$869,000	\$1,480,094	96					
Withdrawn	11	\$25,042,000	\$885,000	\$2,276,545	127					
Cancelled	32	\$65,684,000	\$1,075,000	\$2,052,625	156					
Expired	29	\$108,637,300	\$1,499,900	\$3,746,113	248					
Back On Market	33	\$60,389,600	\$998,000	\$1,829,987	181					
Extended	58	\$208,009,495	\$1,997,499	\$3,586,370	271					
Active In Range	654	\$1,807,261,216	\$1,360,000	\$2,763,396	124					
Current Active	554	\$1,581,488,416	\$1,399,000	\$2,854,672	132					

HE/PU April '11

	Total	Total List Volume	Median List Price	Average List Price	DOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	68	\$100,758,949	\$899,250	\$1,481,749	72	\$91,834,074	\$870,000	\$1,350,501	91.14	87.97
Pending	105	\$155,409,923	\$869,000	\$1,480,094	96					

HE/PU April '10

	Total	Total List Volume	Median List Price	Average List Price	DOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	89	\$210,455,400	\$895,000	\$2,364,667	104	\$187,695,650	\$865,000	\$2,108,939	89.19	77.42
Pending	106	\$213,543,385	\$899,985	\$2,014,560	77					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$300,000-\$349,999	1	3
\$350,000-\$399,999	2	6
\$400,000-\$449,999	1	204
\$450,000-\$499,999	4	69
\$500,000-\$549,999	4	50
\$550,000-\$599,999	5	92
\$600,000-\$649,999	2	18
\$650,000-\$699,999	5	78
\$700,000-\$749,999	2	10
\$750,000-\$799,999	4	79
\$800,000-\$849,999	2	106
\$850,000-\$899,999	5	57
\$950,000-\$999,999	2	42

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	3	109
\$1,100,000-\$1,199,999	1	8
\$1,200,000-\$1,299,999	5	52
\$1,300,000-\$1,399,999	3	130
\$1,400,000-\$1,499,999	1	179
\$1,600,000-\$1,699,999	3	74
\$1,900,000-\$1,999,999	3	84
\$2,000,000-\$2,249,999	1	7
\$2,250,000-\$2,499,999	2	1
\$3,000,000-\$3,249,999	1	67
\$3,250,000-\$3,499,999	1	1
\$3,500,000-\$3,749,999	1	26
\$4,000,000-\$4,249,999	1	41
\$5,000,000+	3	206

The average price for the 68 properties is \$1,350,501.

The highest price is \$7,900,000.

2959 Sycamore Cyn

The median price is \$865,000.

The lowest price is \$309,000.

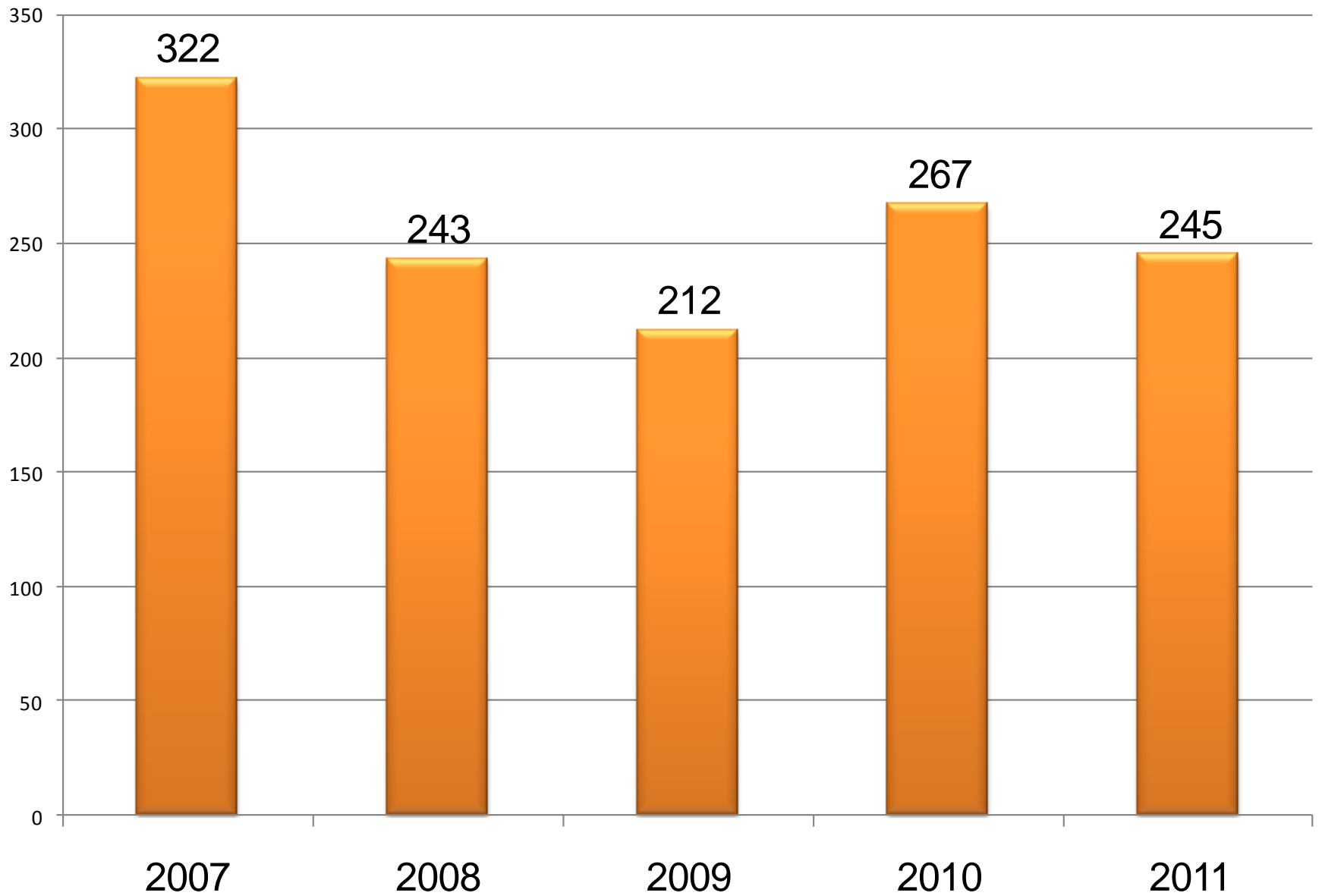
118 N Soledad

The average Market Time is 72.

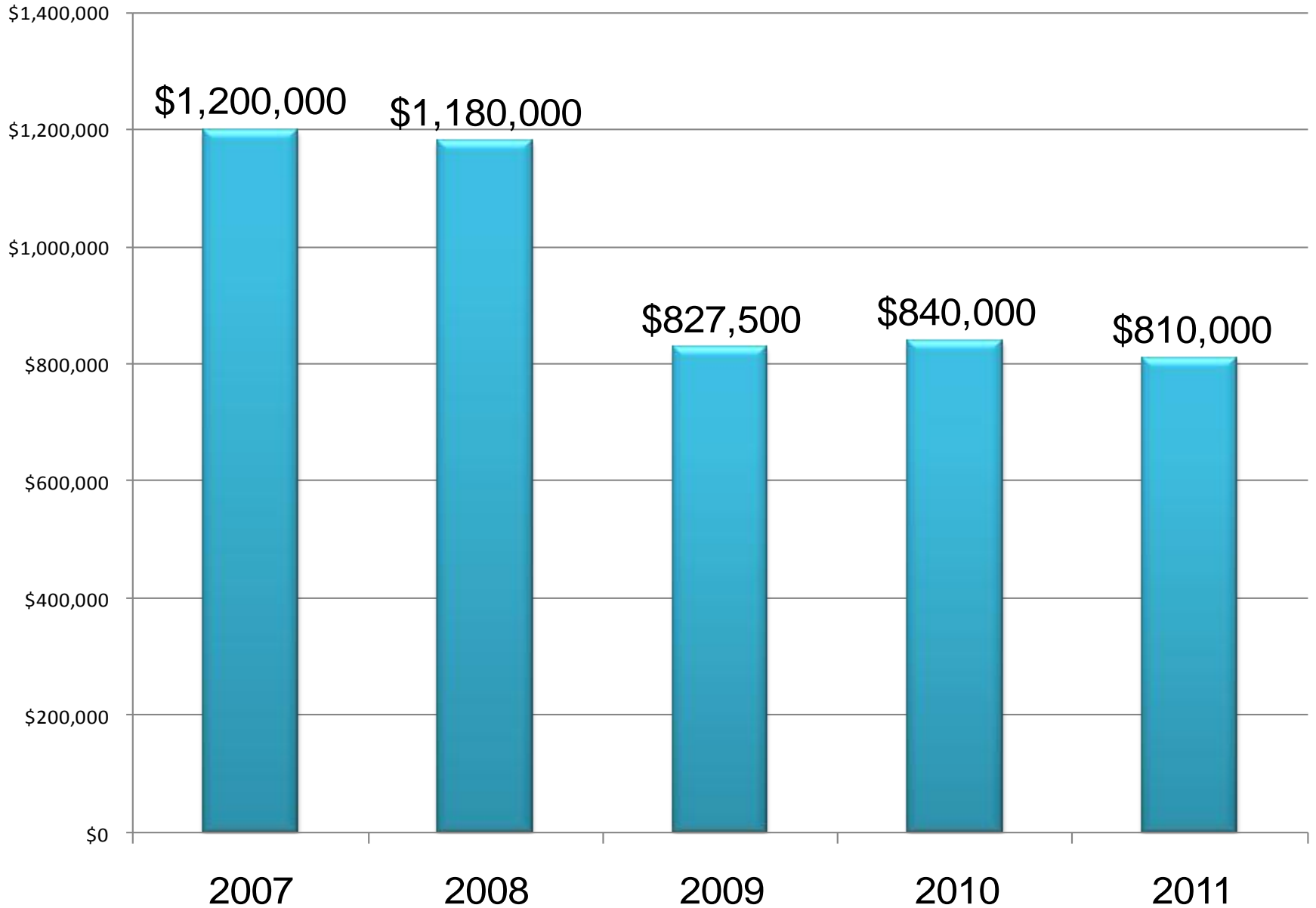
Home Estate/PUD

- **Number of Sales**
- **Median Sales Price**
- **Home Estate/PUDs Entering Escrow**
- **Number of Listings**
- **Median List Price**

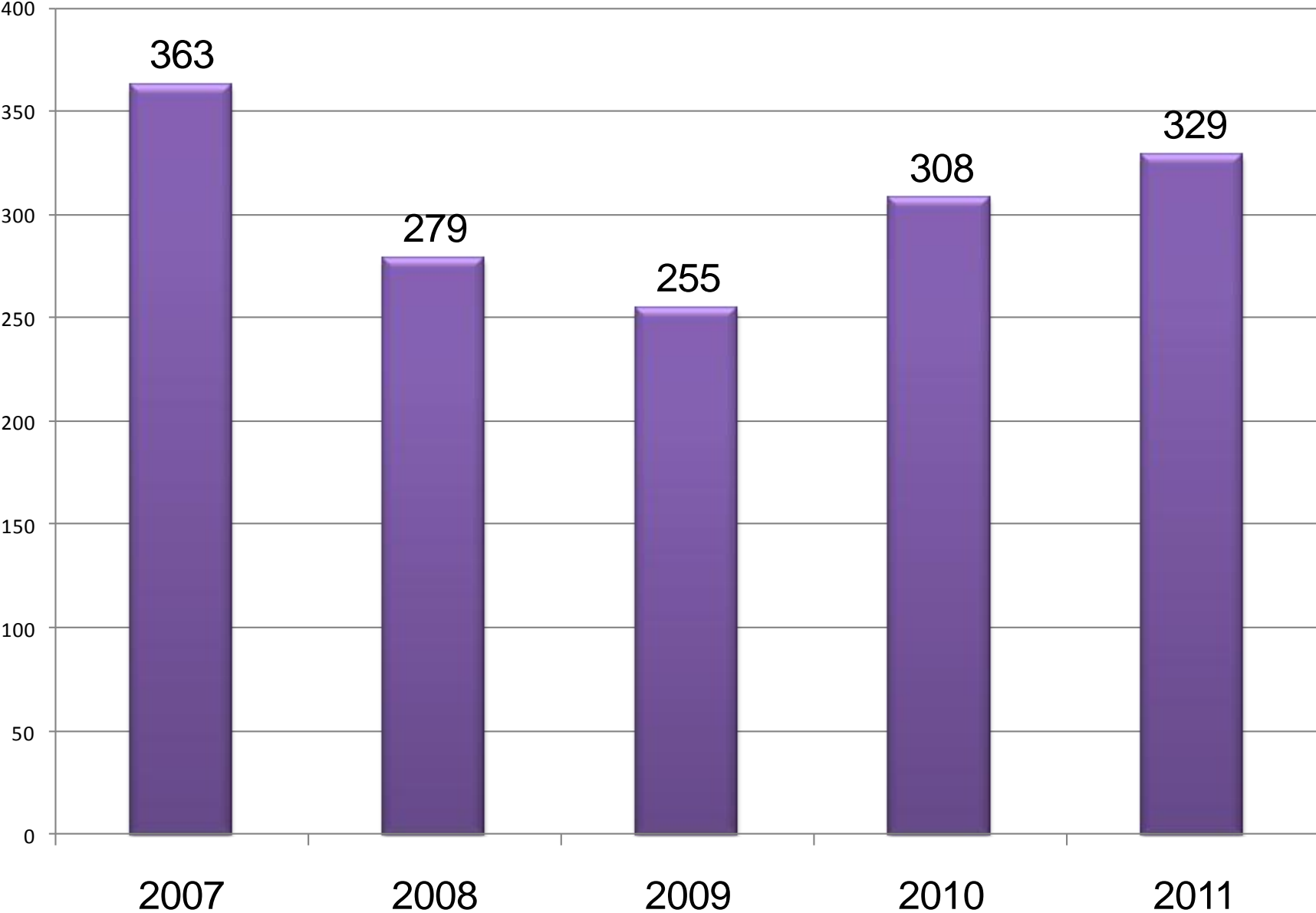
HE/PU Sales Jan-Apr 2007-2011



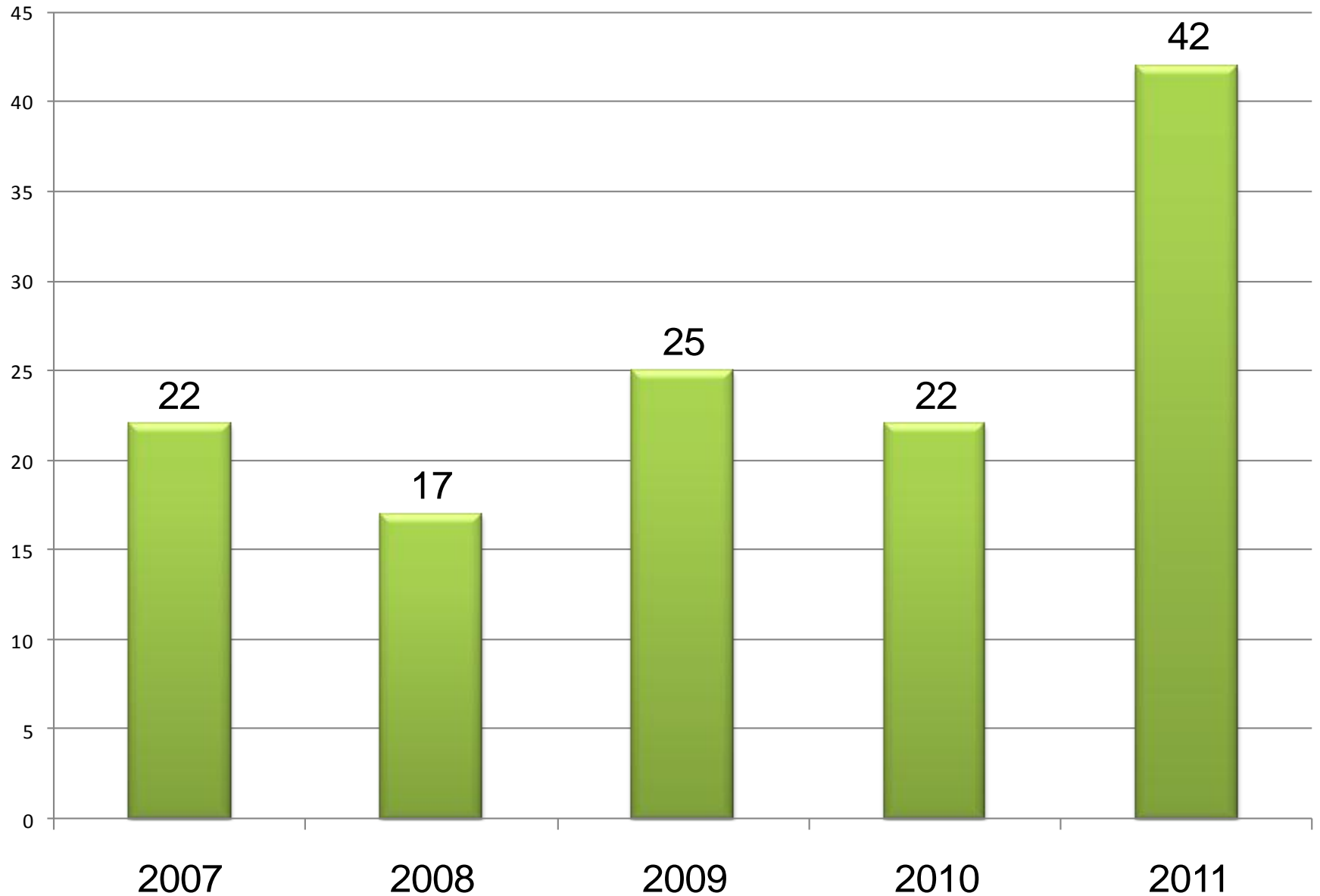
HE/PU Median Sals Price Jan-Apr 2007-2011



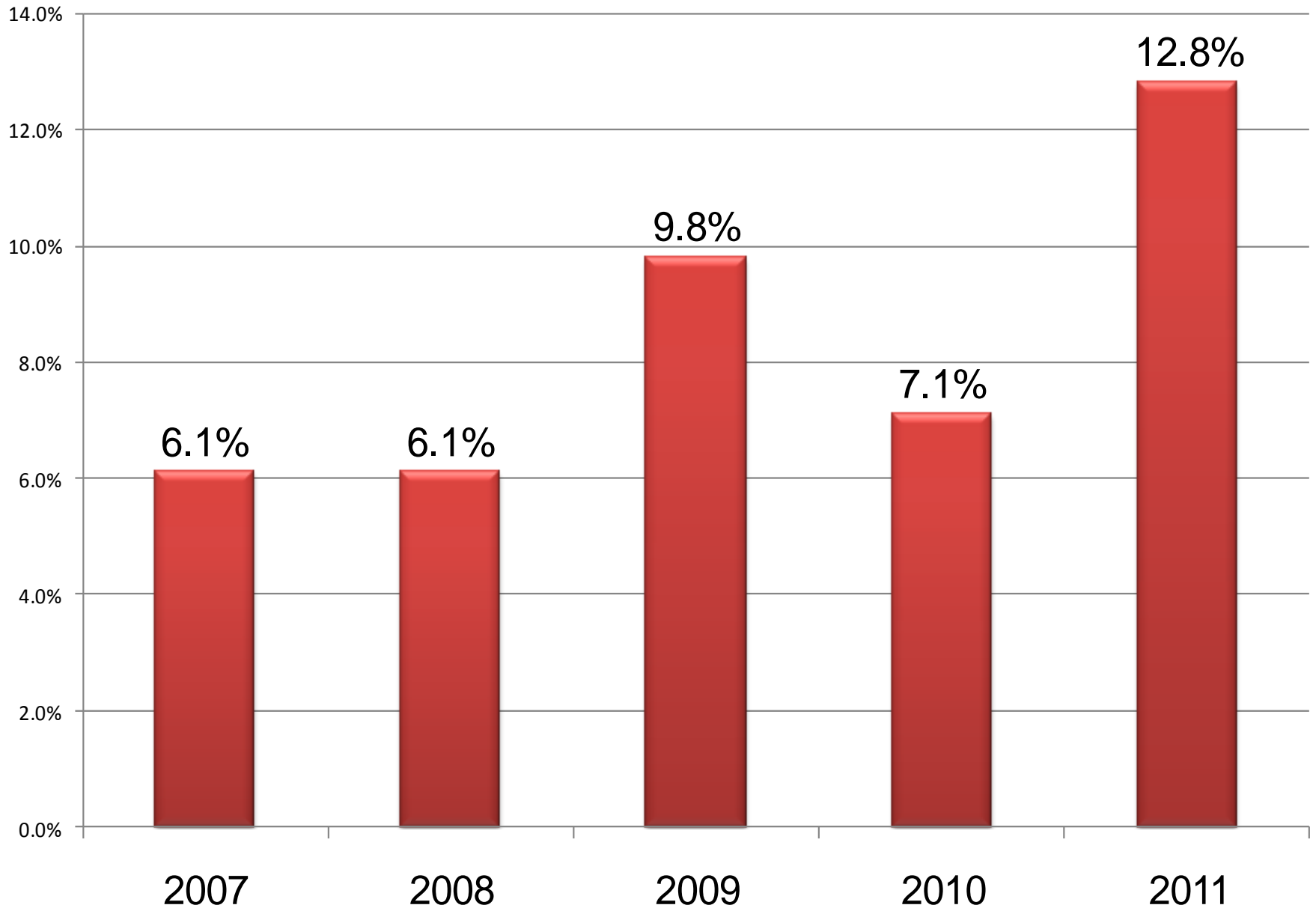
HE/PU Pending Sales Jan-Apr 2007-2011



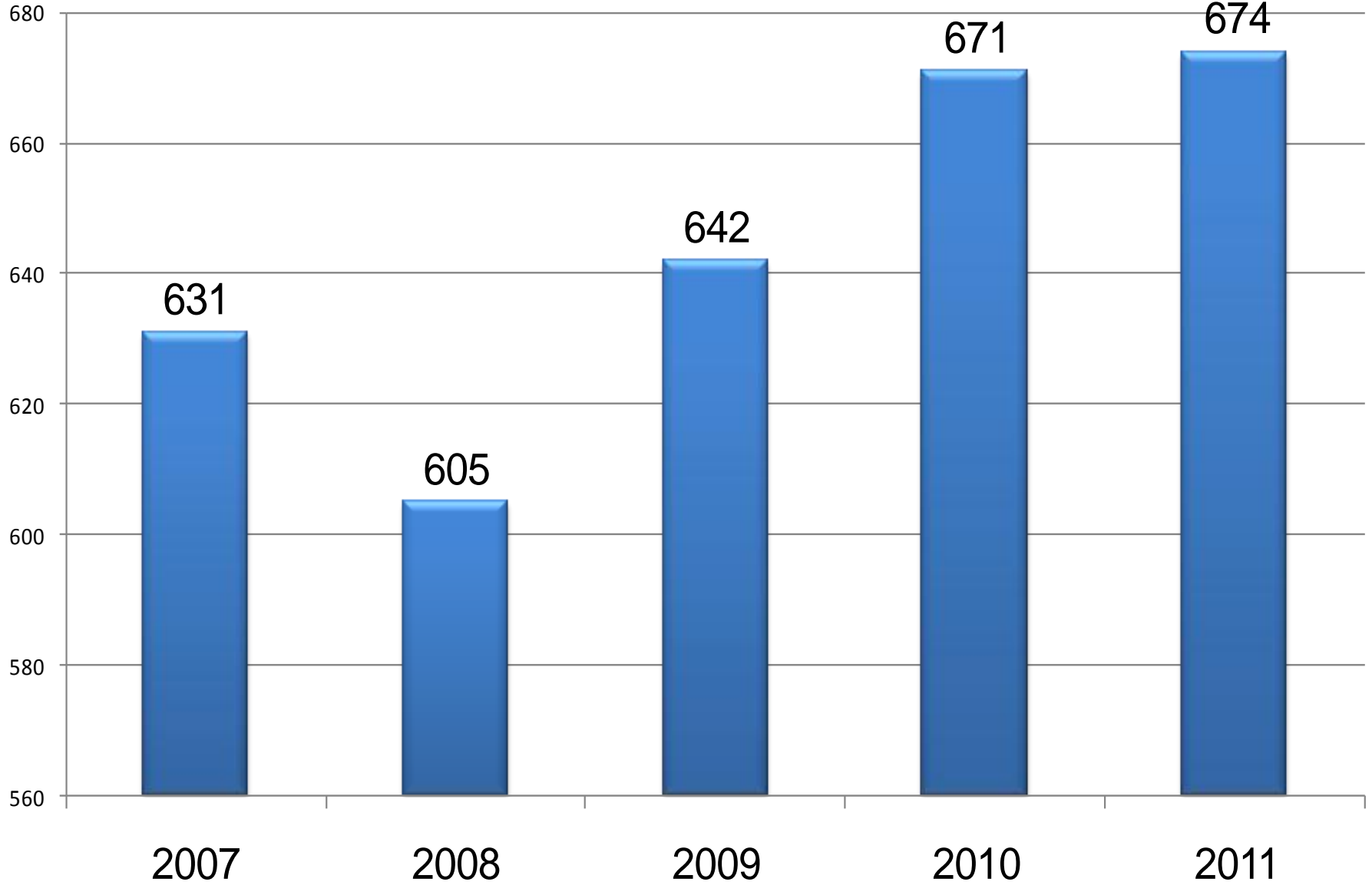
HE/PU Fall Throughs Jan-Apr 2007-2011



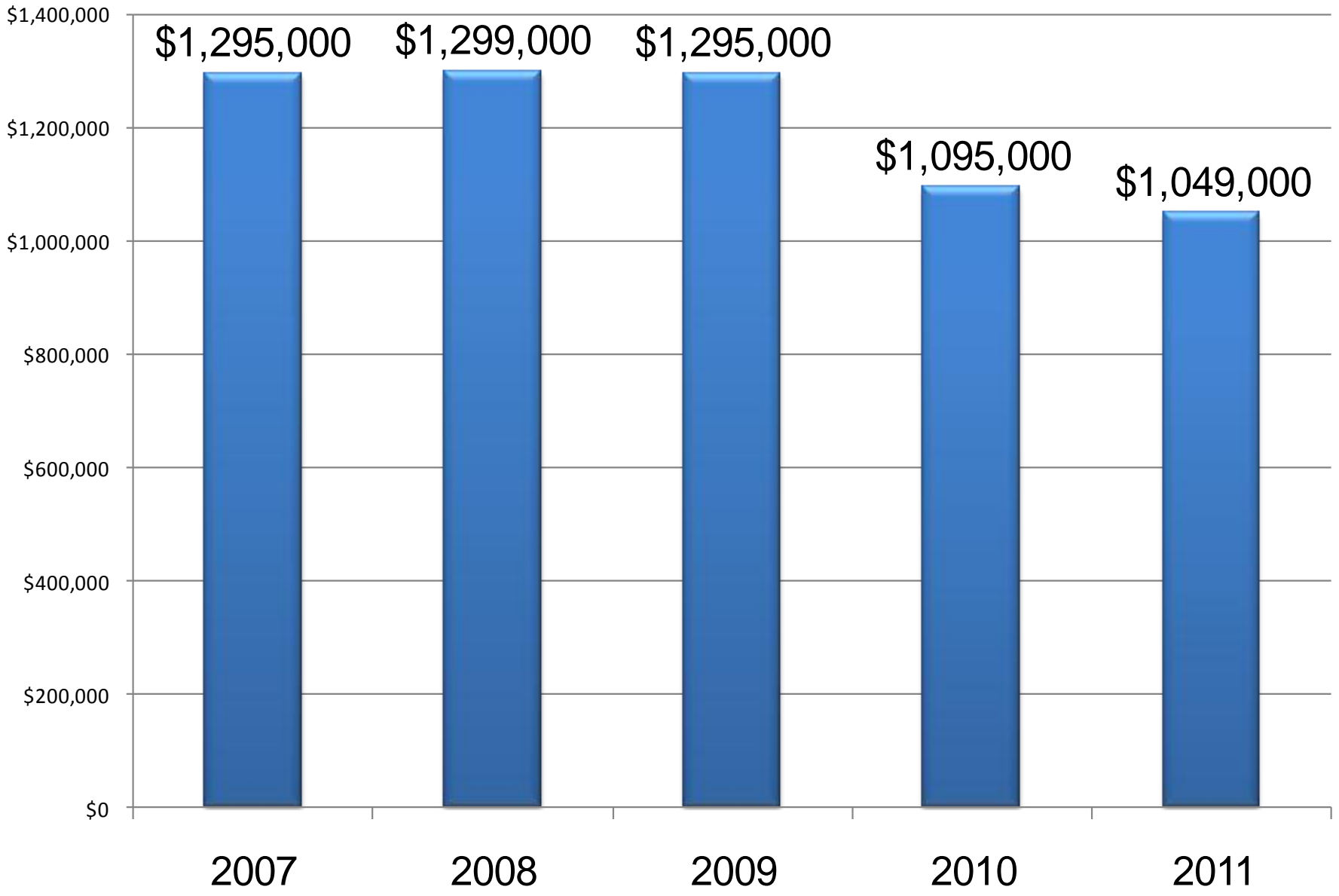
HE/PU Fall Through Percentages Jan-Apr 2007-2011



HE/PU New Listings Jan-Apr 2007-2011



HE/PU Median List Price Jan-Apr 2007-2011



**Last Year vs. This Year
January-April
for Home Estate/PUDs
Districts 05-35**

Active and Pending Listings '10 vs. '11 Jan.-Apr.

- Total Active Listings

'10 1,256, '11 1,227 **DOWN -2.3%**

- New Listings

'10 671, '11 674, **UP +0.4%**

- New Listings Median List Price

'10 \$1,095,000, '11 \$1,049,000 **DOWN -4.2%**

- Properties that went into Escrow

'10 308, '11 329, **UP +6.8%**

Sold HE/PU '10 vs. '11 Jan.-Apr.

- Number of Sold Properties

'10 267 , '11 245 **DOWN -8.2%**

- Median Sales Prices

'10 \$840,000 '11 \$810,000 **DOWN -3.6%**

- Median Sales Prices w/o Hope Ranch/Montecito

'10 \$775,000 , '11 \$701,500 **DOWN -9.5%**

- Average Sold Price

'10 \$1,546,174 , '11 \$1,278,255 **DOWN -17.3%**

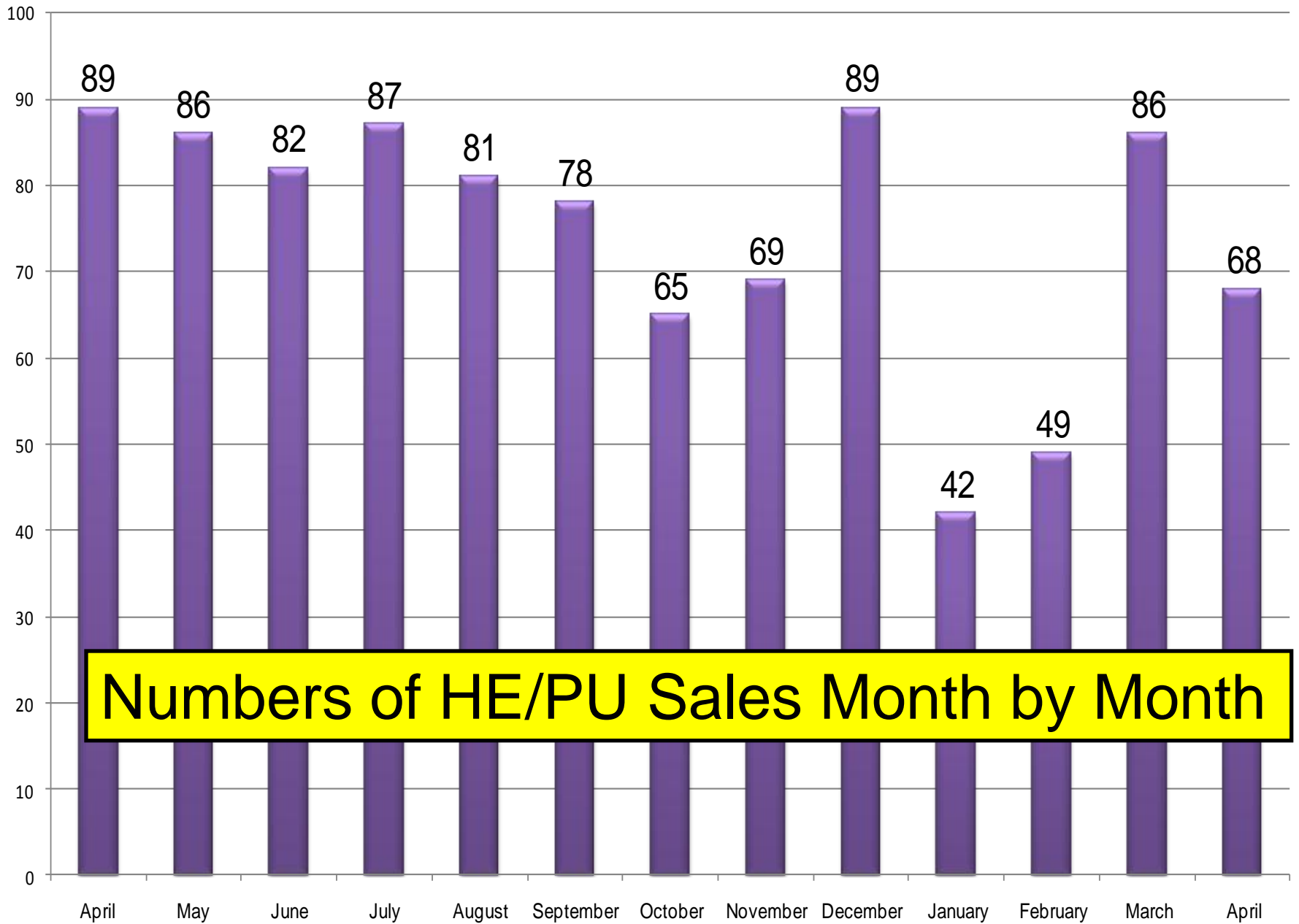
- Average Sold Price w/o Hope Ranch/Montecito

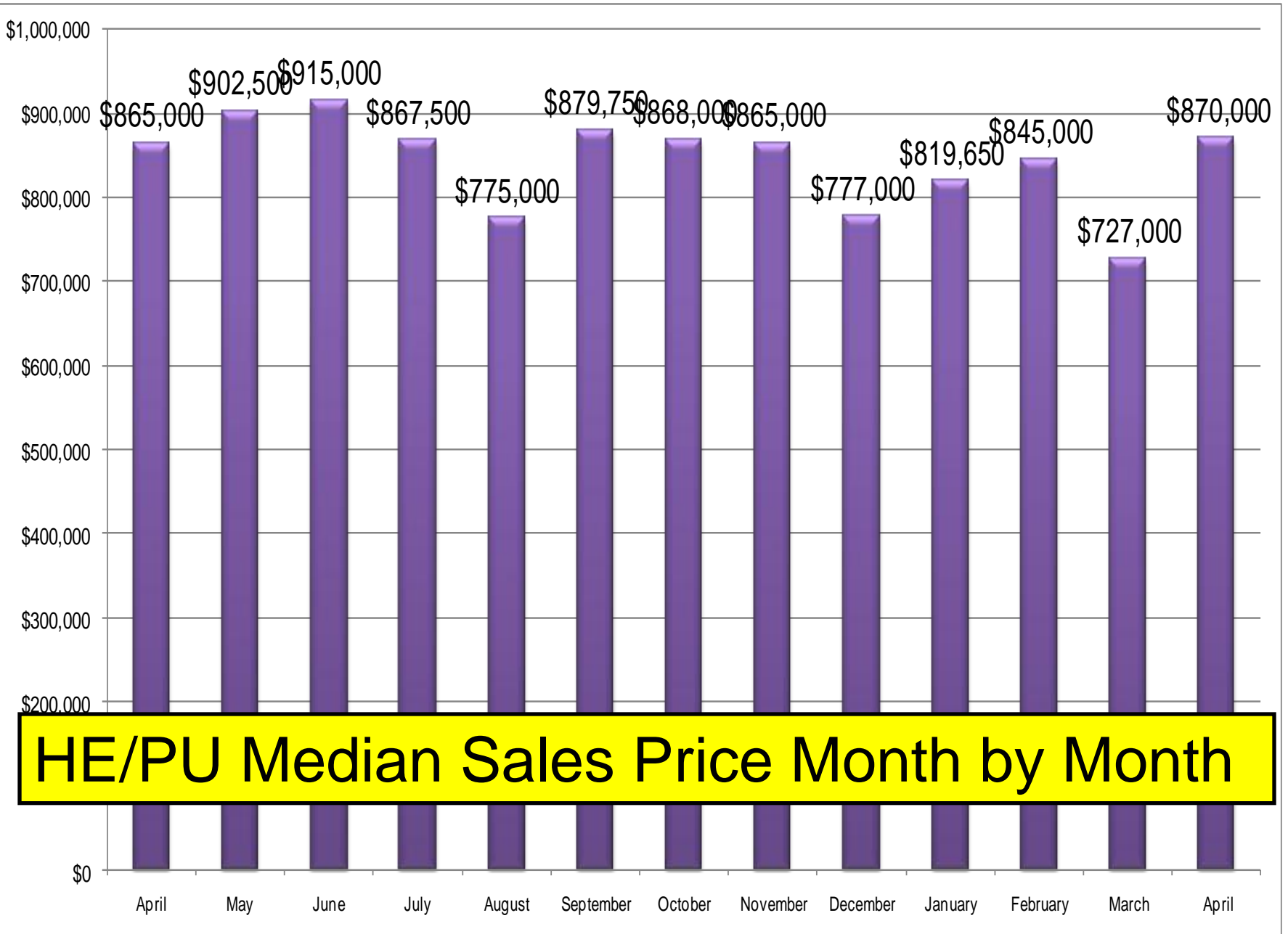
'10 \$1,000,023 '11 \$909,921 **DOWN -9.0%**

- Sold Volume

'10 \$412,828,547 '11 \$313,172,515 **DOWN -24.1%**

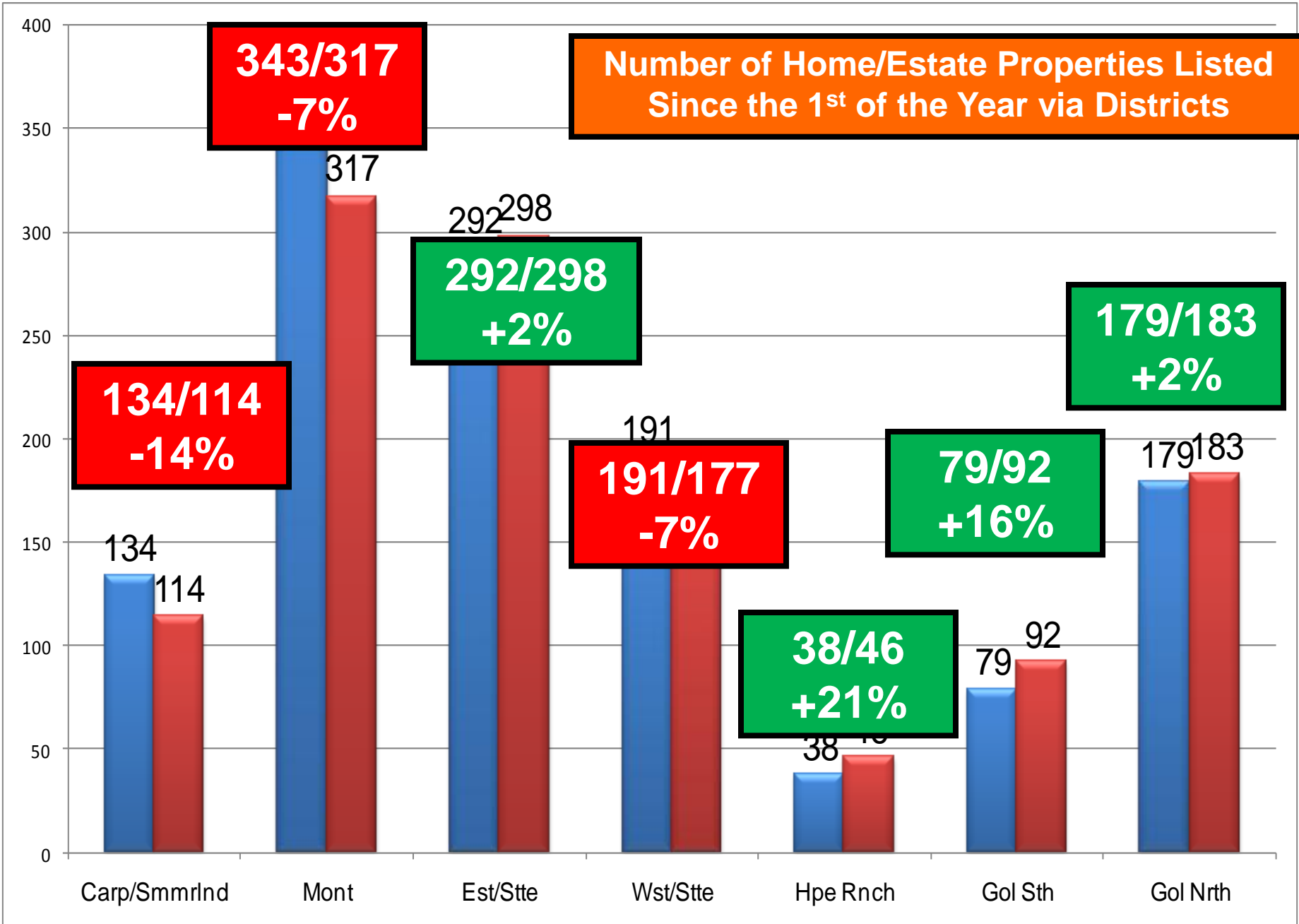
**April '10 to April '11
Month by Month
for Home Estate/PUDs
Districts 05-35**



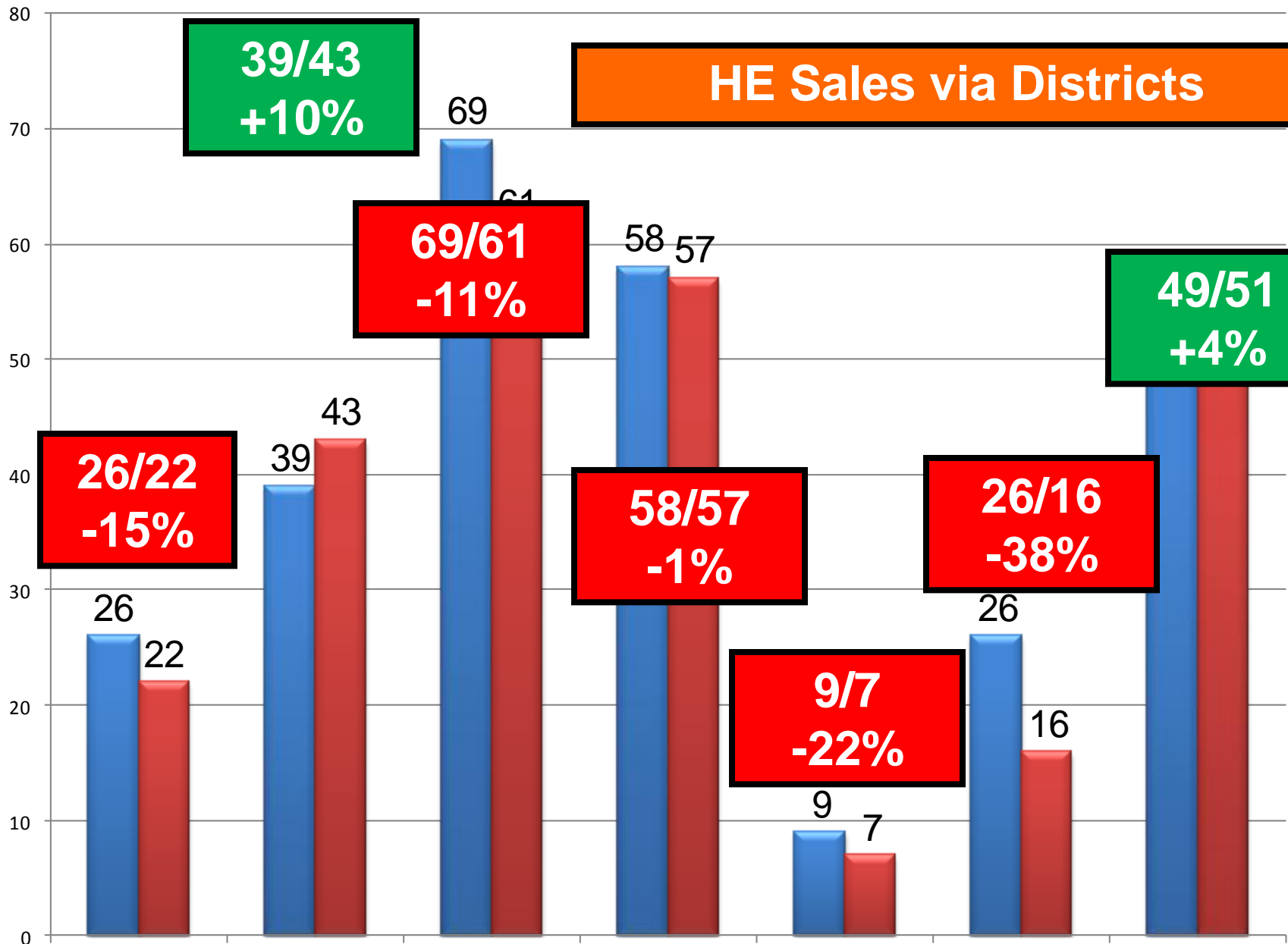


HE/PU District Stats

Number of Home/Estate Properties Listed Since the 1st of the Year via Districts



HE Sales via Districts



Carp/SmmrInd

Mont

Est/Stte

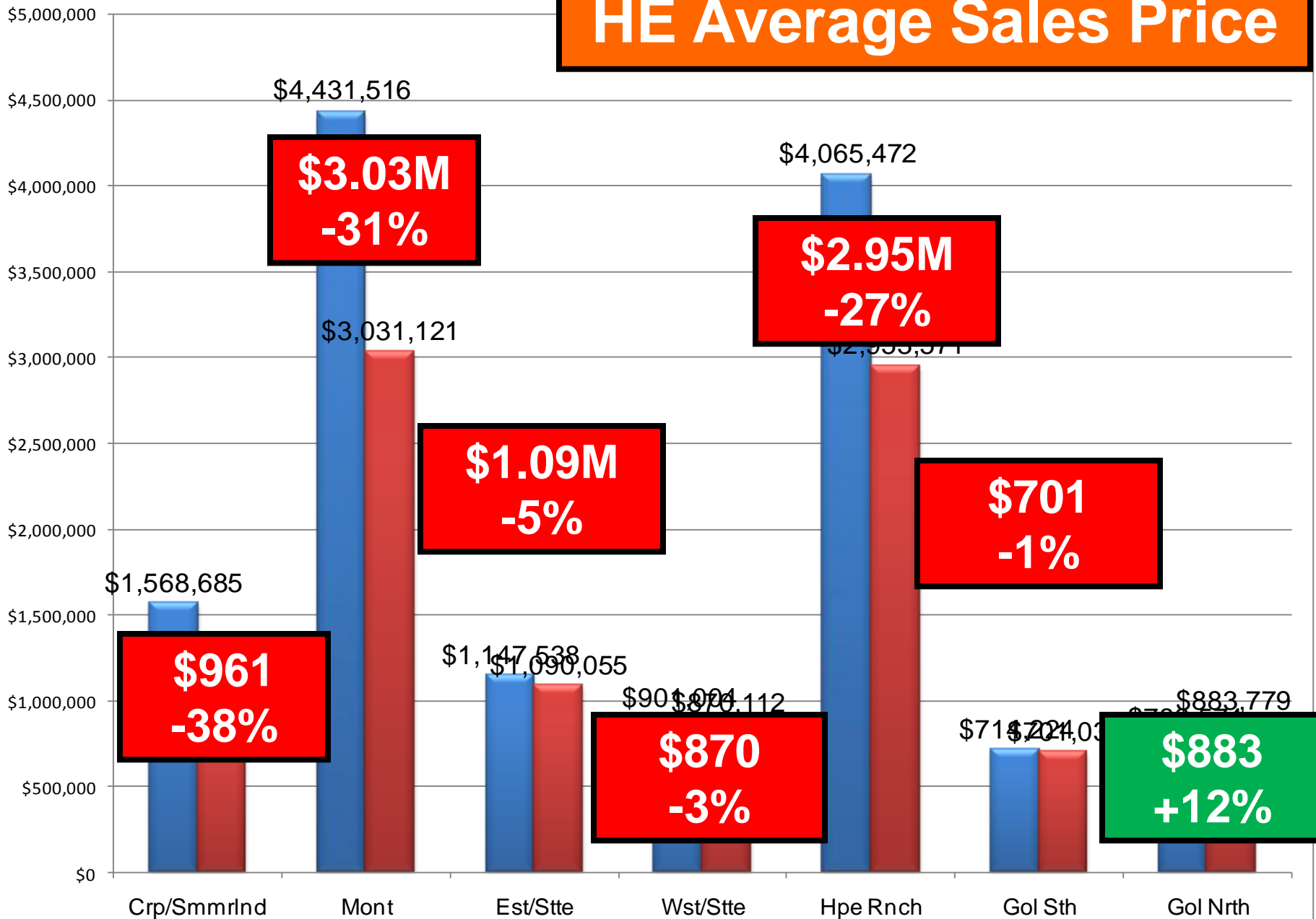
Wst/Stte

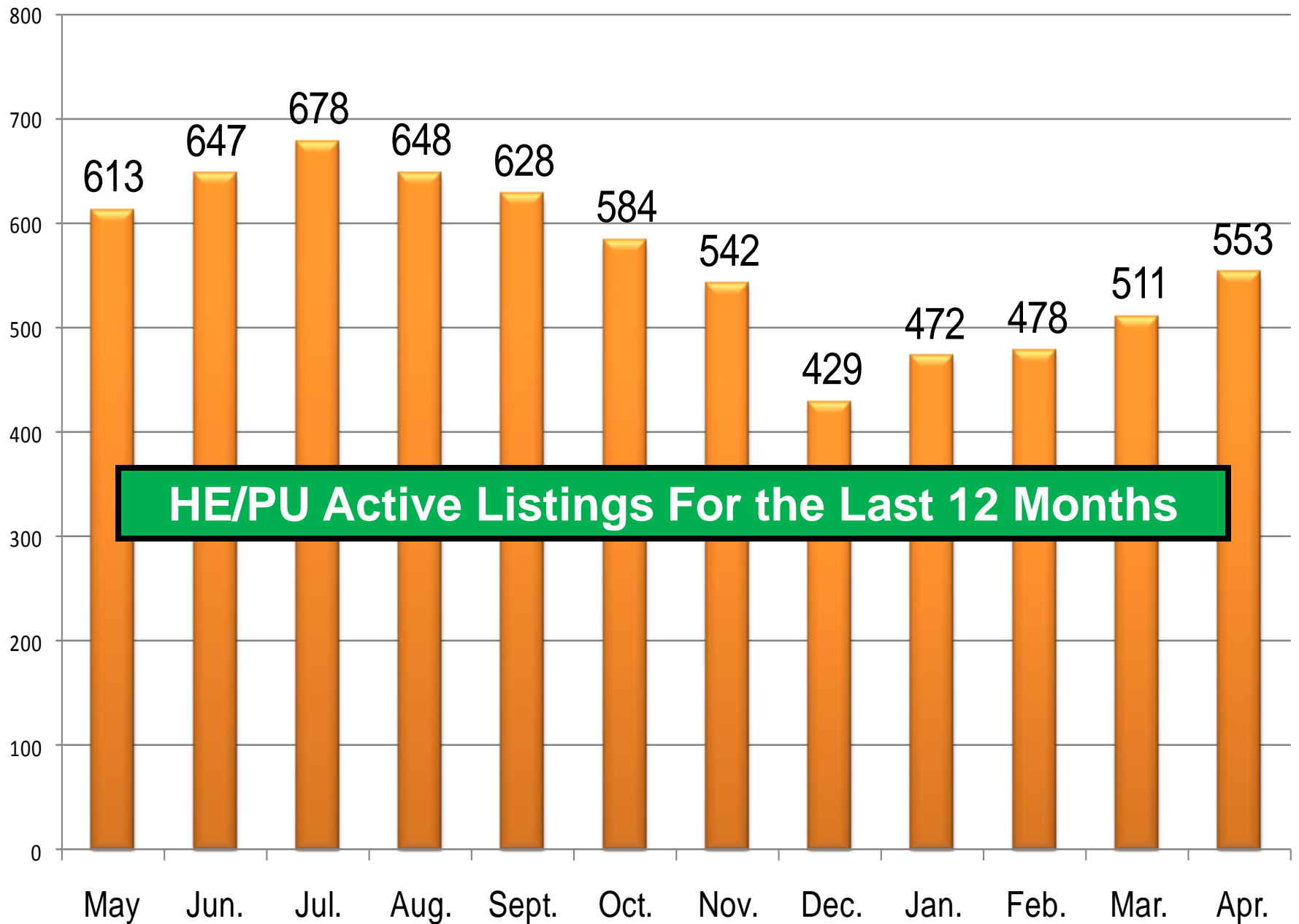
Hpe Rnch

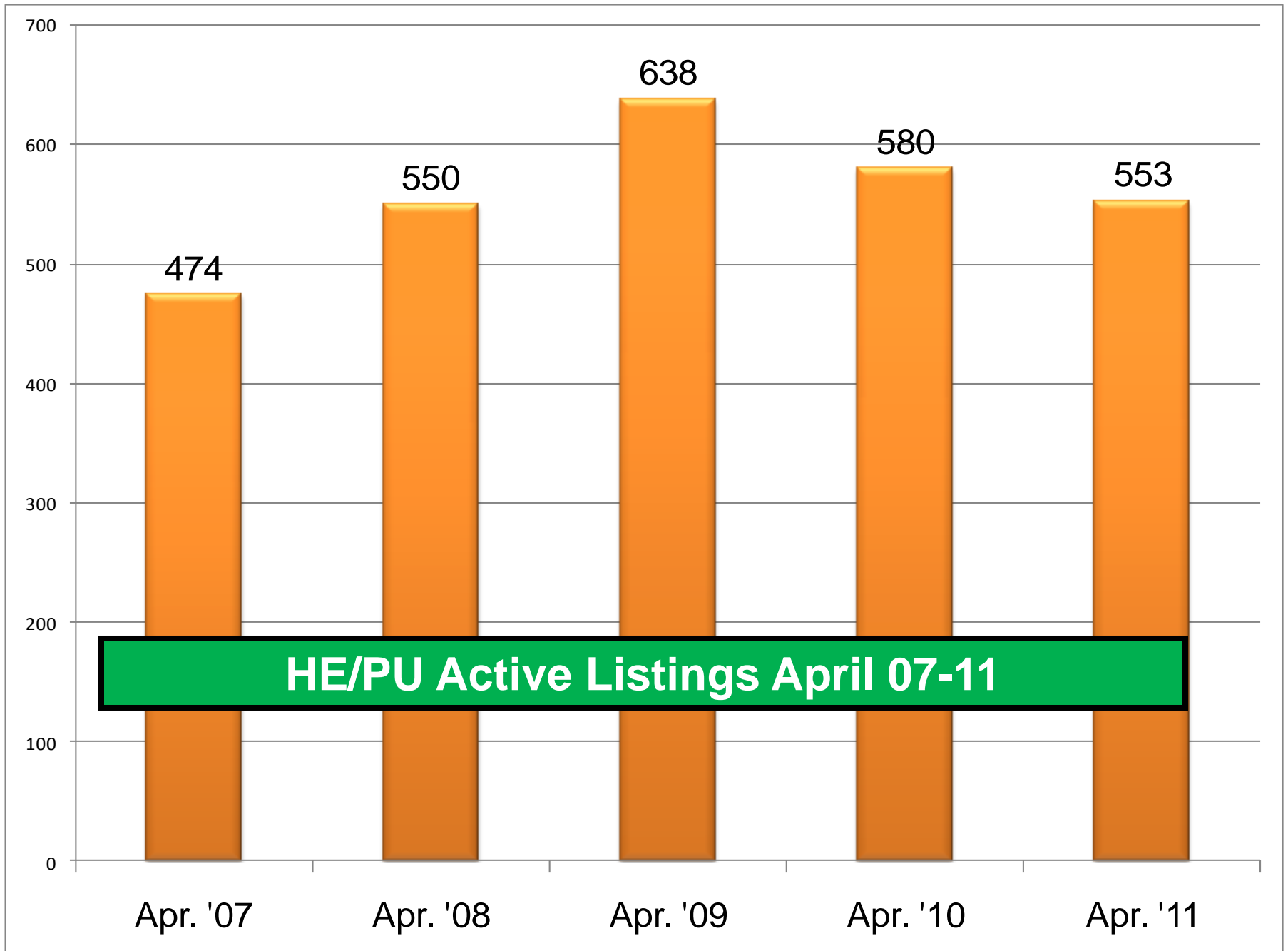
Gol Sth

Gol Nrth

HE Average Sales Price

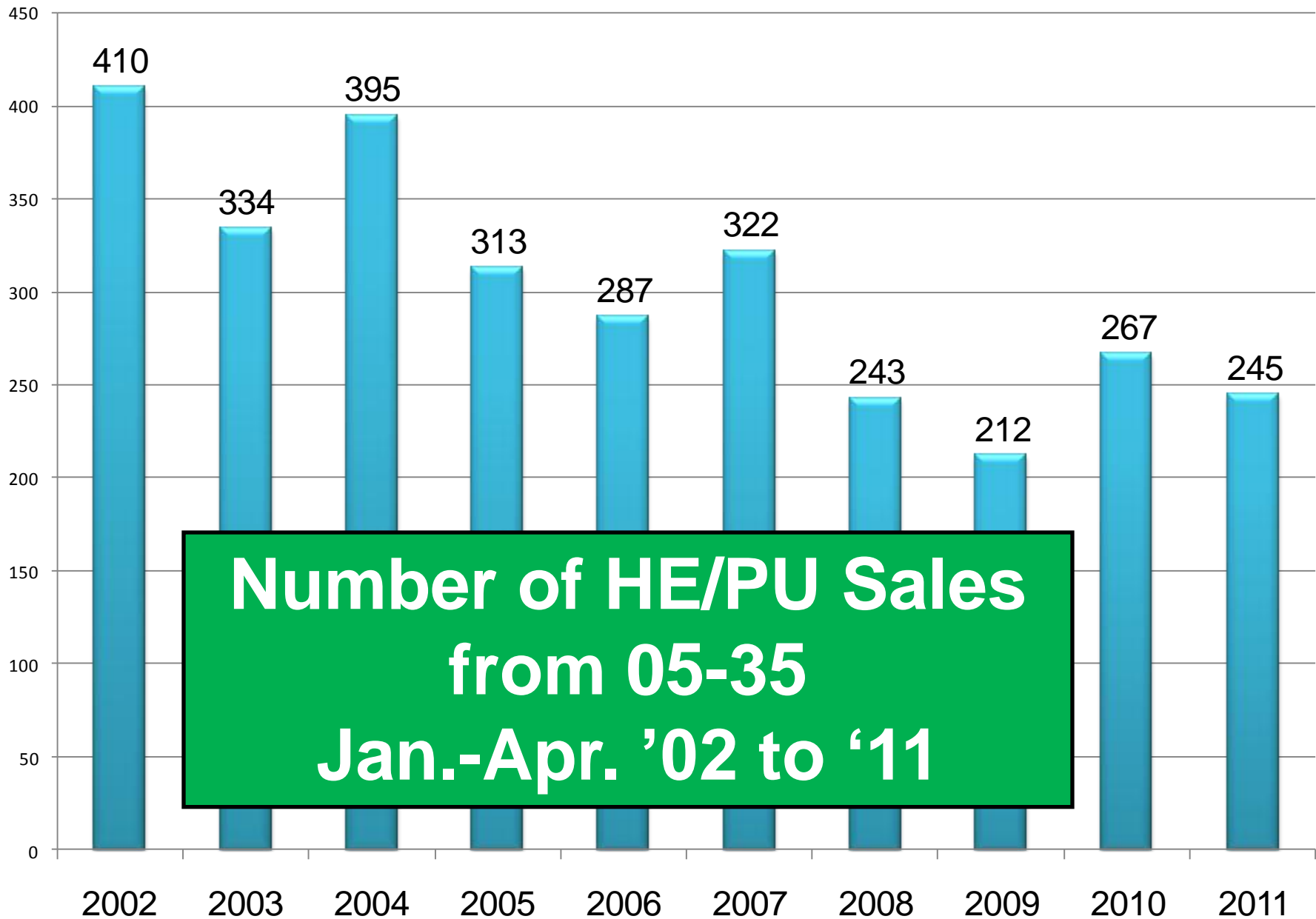


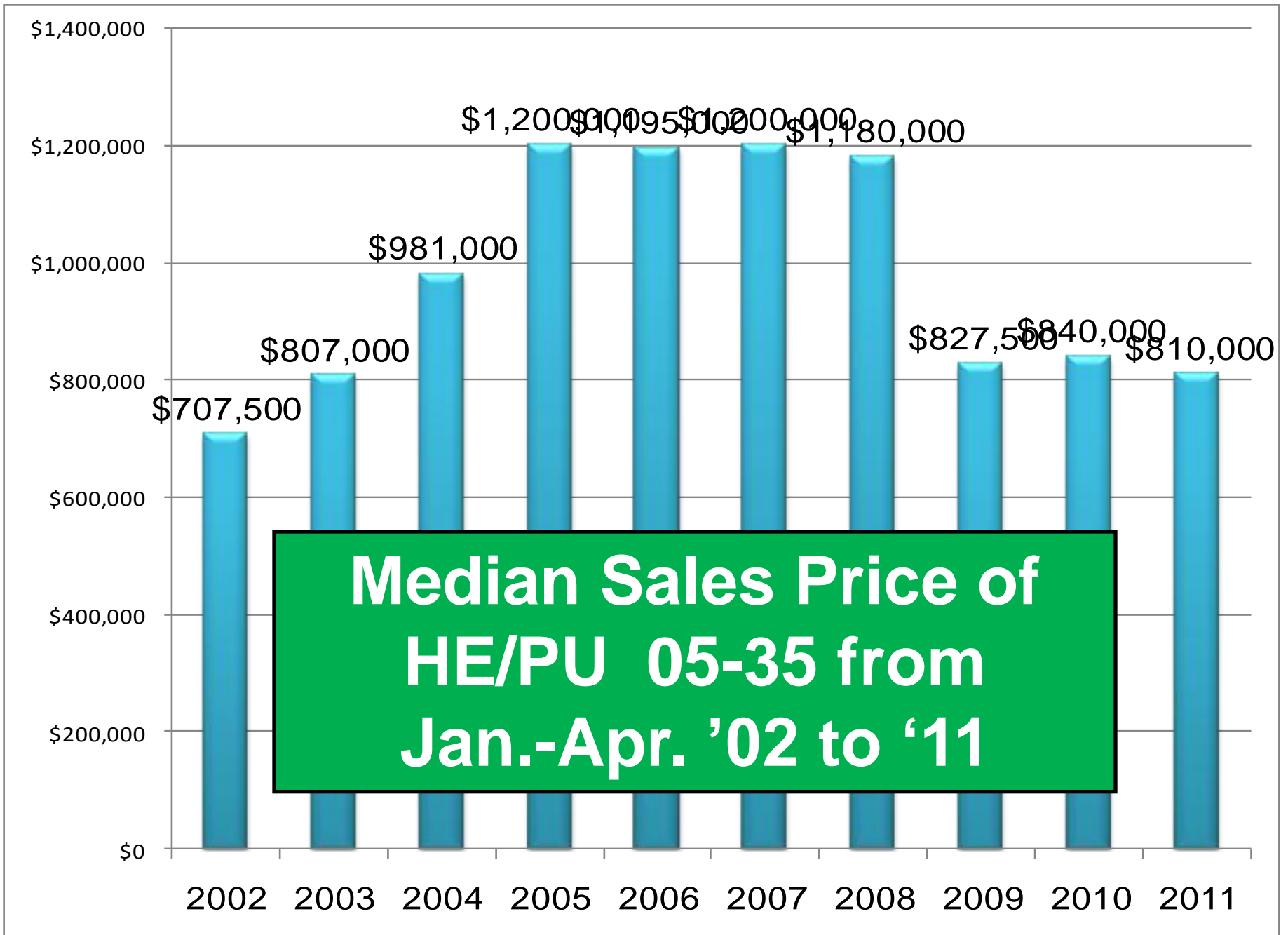




HE/PU Active Listings April 07-11

**Perspective
for Home Estates
2002-2011**





April 1-April 30

Condos
Districts 05-35

	Total	Total List Volume	Median List Price	Average List Price	DOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	17	\$8,712,550	\$430,000	\$512,502	61	\$8,374,700	\$390,000	\$492,629	96.12	91.62
List/Sold	3	\$1,537,350	\$473,350	\$512,450	74	\$1,462,000	\$475,000	\$487,333	95.10	87.34
Co-Broker	14	\$7,175,200	\$399,000	\$512,514	59	\$6,912,700	\$374,950	\$493,764	96.34	92.57
New	52	\$33,995,050	\$519,495	\$653,750	18					
Pending	36	\$17,143,100	\$414,450	\$476,197	85					
Withdrawn	4	\$2,083,900	\$502,000	\$520,975	139					
Cancelled	5	\$1,736,500	\$329,000	\$347,300	139					
Expired	19	\$12,530,000	\$569,000	\$659,473	251					
Back On Market	7	\$5,486,000	\$649,000	\$783,714	244					
Extended	13	\$6,888,173	\$410,000	\$529,859	206					
Active In Range	184	\$143,138,593	\$575,000	\$777,927	119					
Current Active	153	\$119,661,193	\$575,000	\$782,099	128					

CO April '11

	Total	Total List Volume	Median List Price	Average List Price	DOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	17	\$8,712,550	\$430,000	\$512,502	61	\$8,374,700	\$390,000	\$492,629	96.12	91.62
Pending	36	\$17,143,100	\$414,450	\$476,197	85					

CO April '11

	Total	Total List Volume	Median List Price	Average List Price	DOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	32	\$16,666,397	\$439,500	\$520,824	77	\$16,032,100	\$456,000	\$501,003	96.19	90.23
Pending	36	\$22,487,300	\$476,900	\$624,647	84					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$200,000-\$249,999	1	73
\$250,000-\$299,999	2	131
\$300,000-\$349,999	2	22
\$350,000-\$399,999	4	25
\$450,000-\$499,999	3	106
\$500,000-\$549,999	1	26
\$600,000-\$649,999	2	44
\$950,000-\$999,999	1	91
\$1,300,000-\$1,399,999	1	46

The average price for the 17 properties is \$492,629.

The highest price is \$1,350,000.

228 W Yanonali St

The median price is \$390,000.

The lowest price is \$220,000.

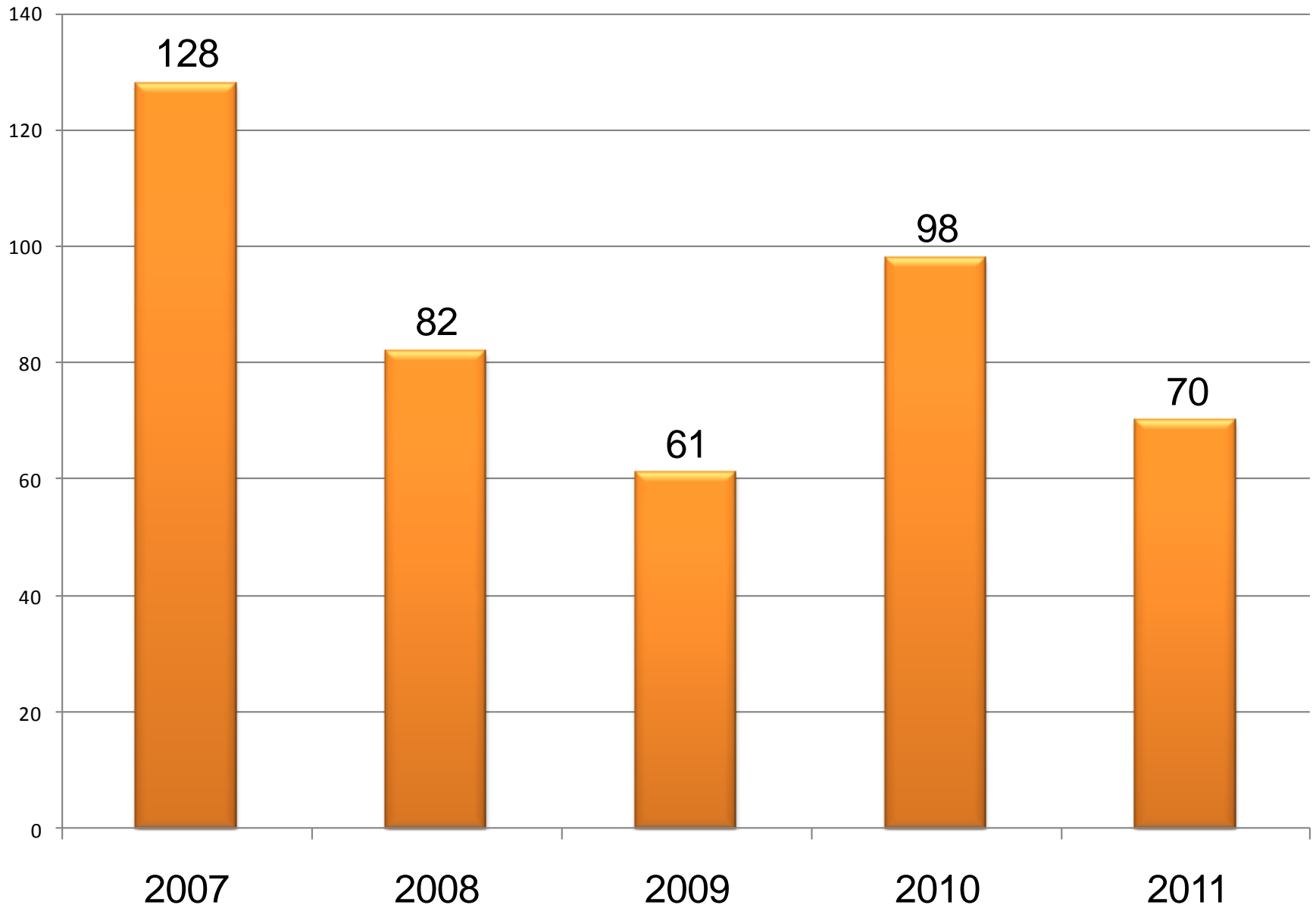
5976 Birch St #4

The average Market Time is 61.

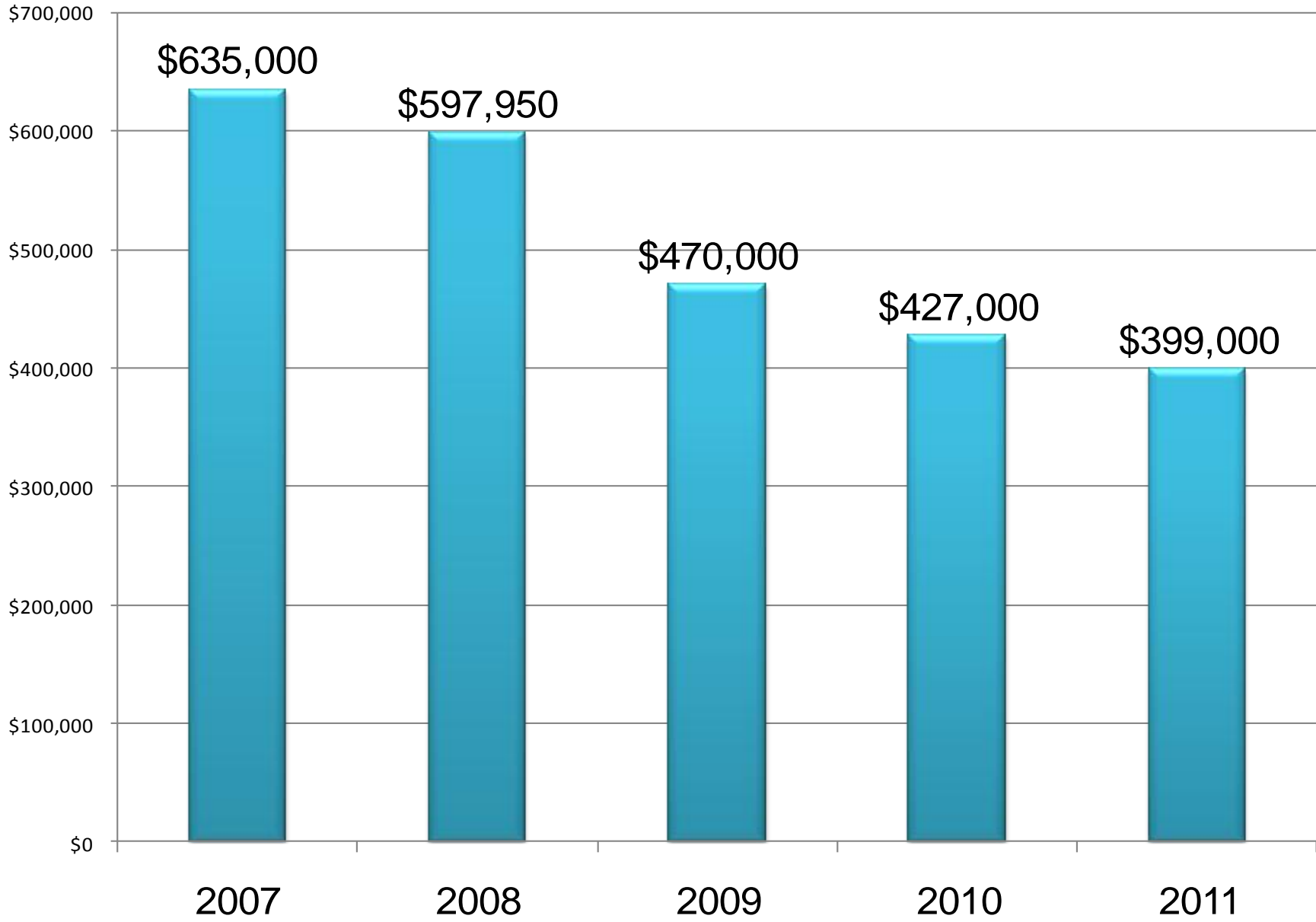
Condo Statistics

- Number of Sales
- Median Sales Price
- Condos Entering Escrow
- Number of Listings
- Median List Price

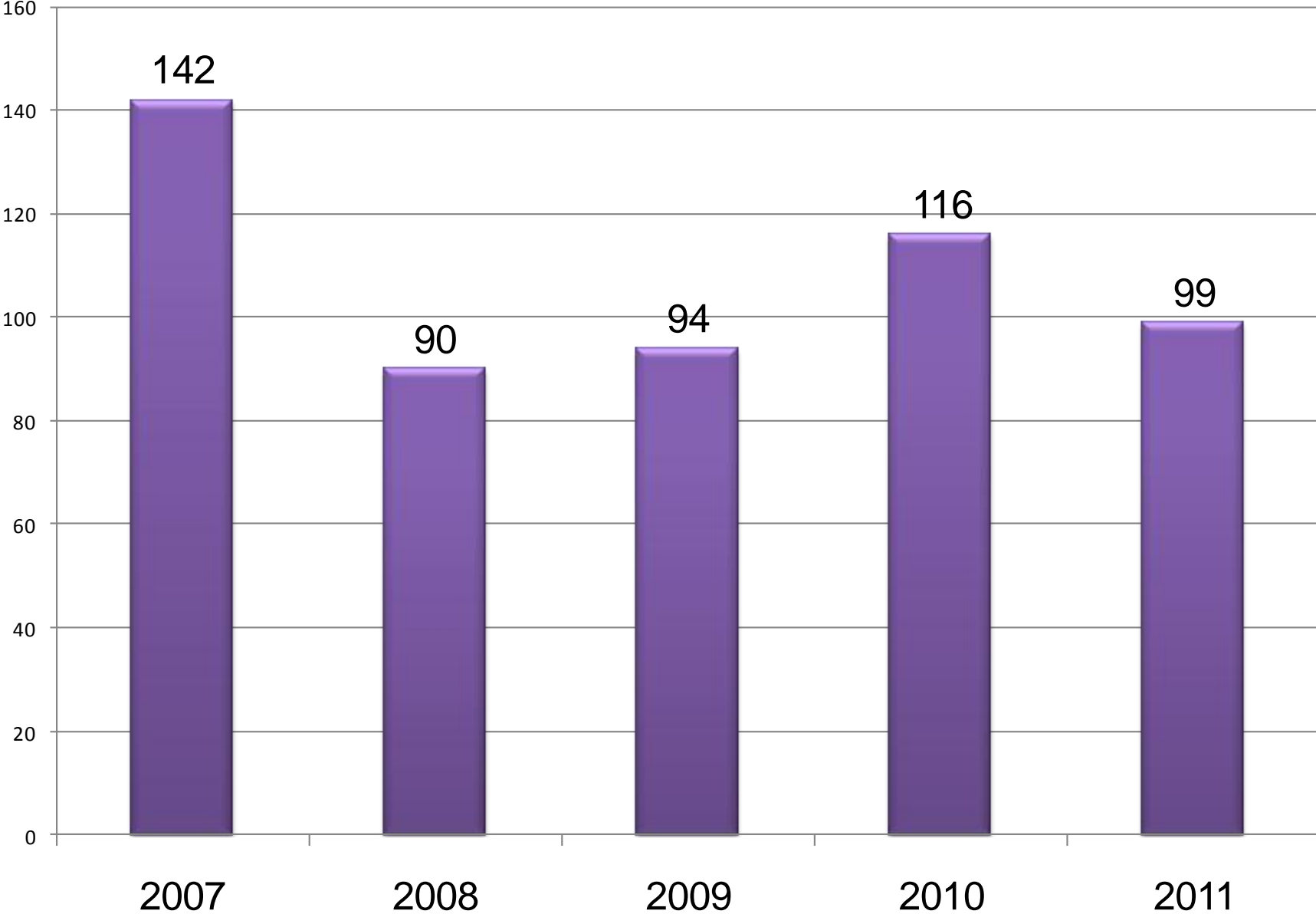
CO Sales Jan-Apr 2007-2011



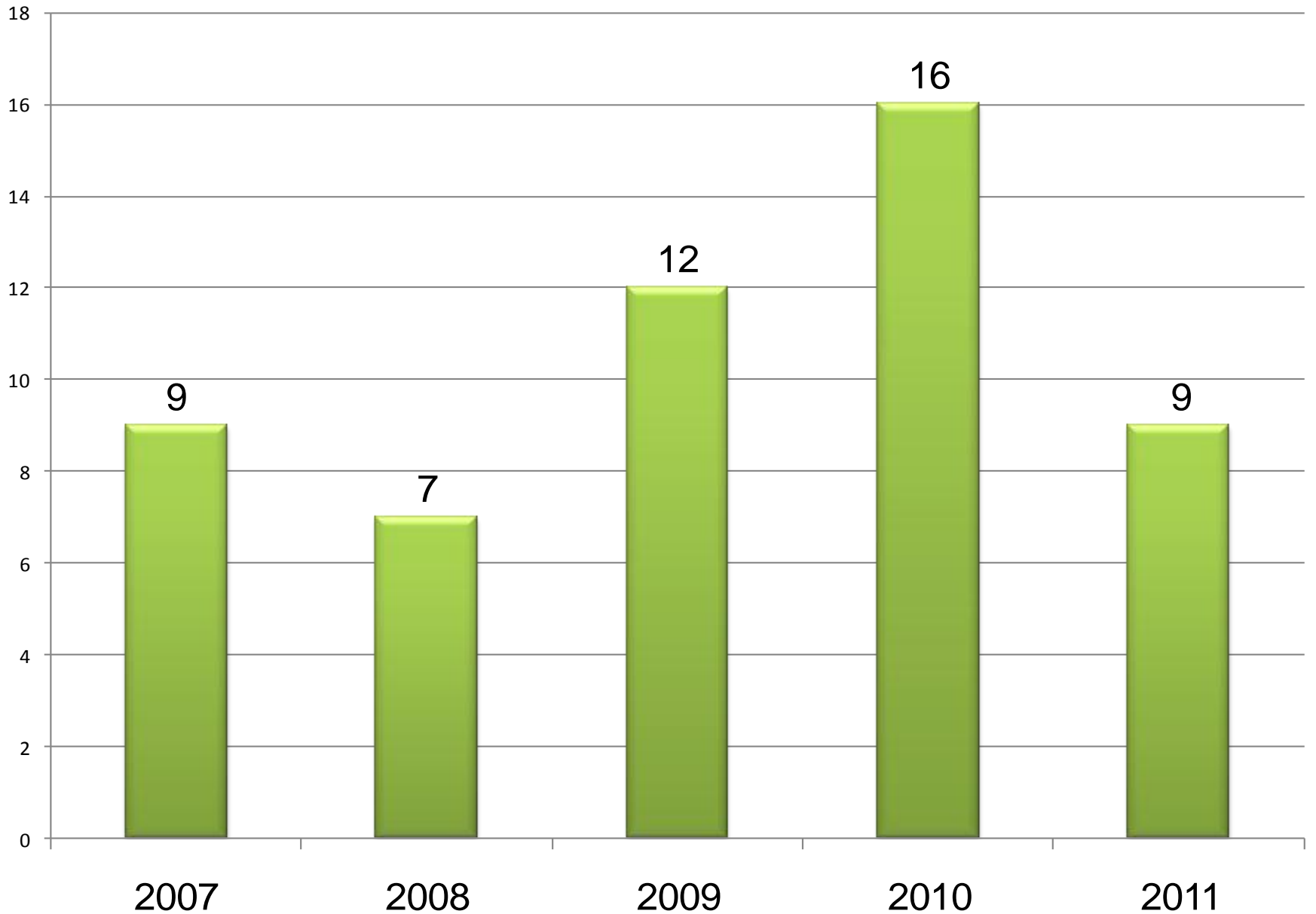
CO Median Sales Price Jan-Apr 2007-2011



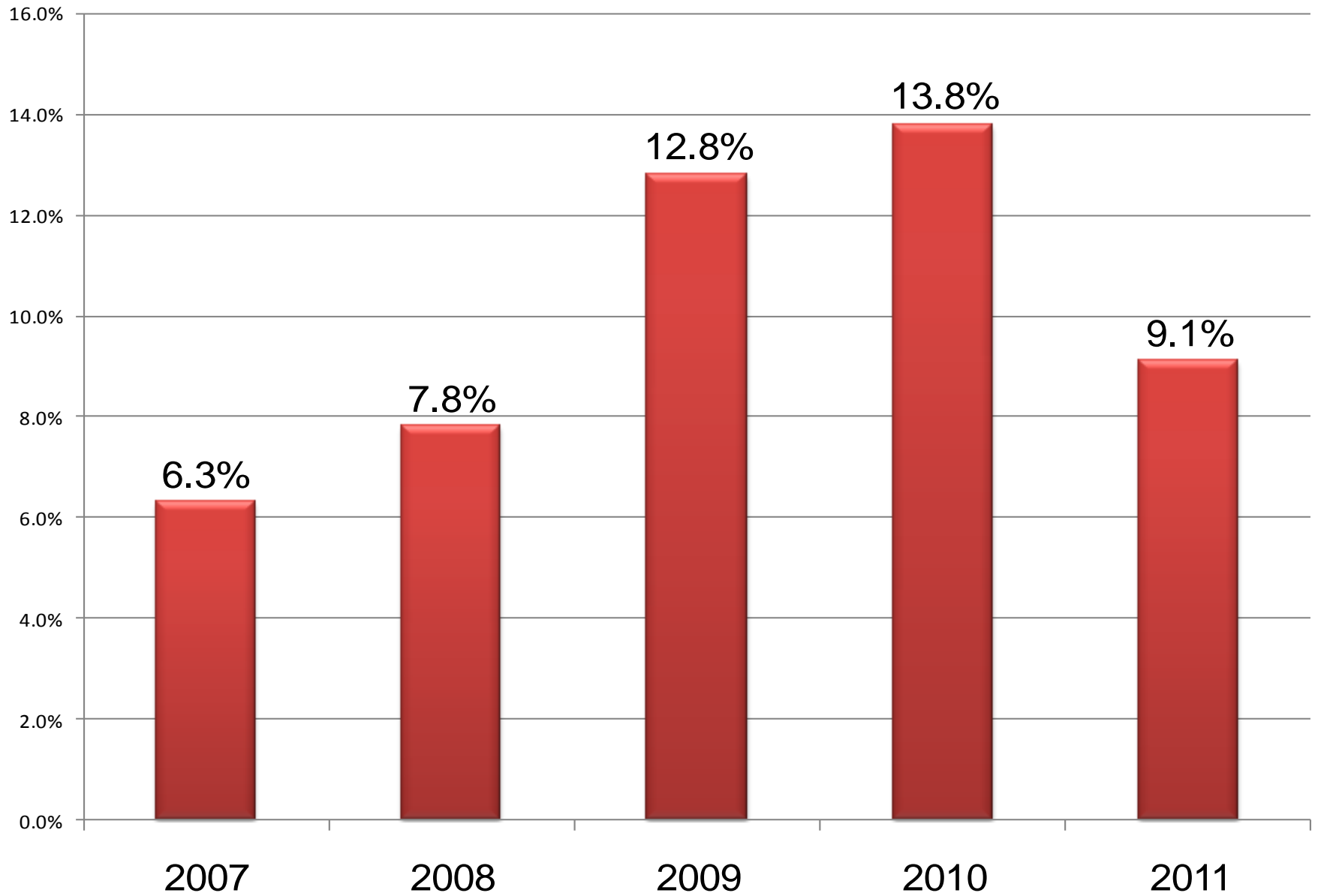
CO Pending Listings Jan-Apr 2007-2011



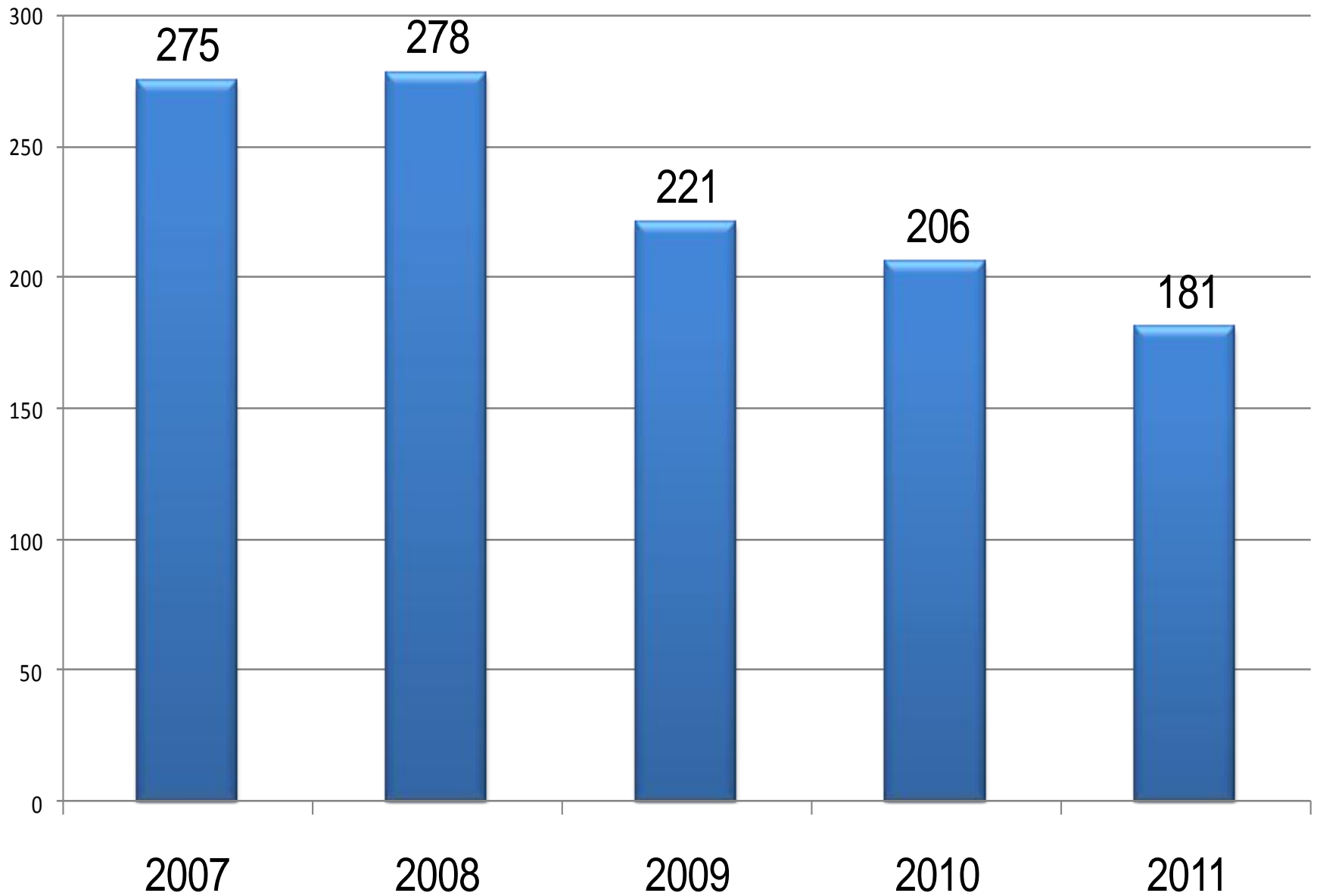
CO Fall Throughs Jan-Apr 2007-2011



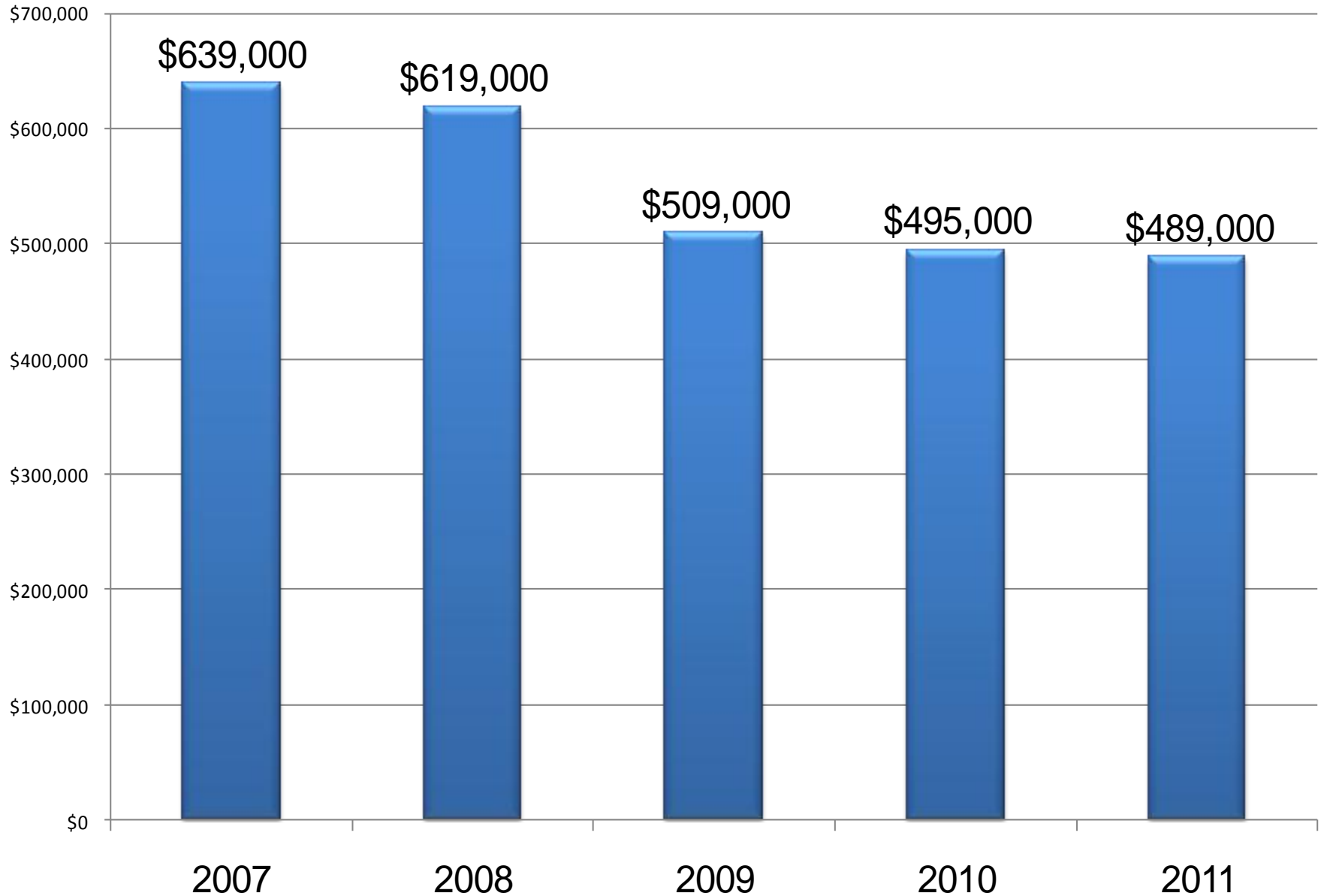
CO Fall Through Percentages Jan-Apr 2007-2011



CO New Listings Jan-Apr 2007-2011



CO Median List Price Jan-Apr 2007-2011



**Last Year vs. This Year
January-April
for Condos
Districts 05-35**

Active and Pending Listings '10 vs. '11 Jan.-Apr.

- Total Active Listings

'10 354, '11 331, **DOWN** -6.5%

- New Listings

'10 206, '11 181, **DOWN** -12.1%

- New Listings Median List Price

'10 \$496,000, '11 \$489,000, **DOWN** -1.4%

- Properties that went into Escrow

'10 116, '11 99, **DOWN** -14.7%

Sold CO '10 vs. '11 Jan-Apr

- Number of Sold Properties

'10 98, '11 70 **DOWN** -28.6%

- Median Sales Prices

'10 \$427,000 '11 \$399,000 **DOWN** -6.6%

- Median Sales Prices w/o Montecito

'10 \$420,000, '11 \$390,000 **DOWN** -7.1%

- Average Sold Price

'10 \$494,064, '11 \$493,245 **DOWN** -0.2%

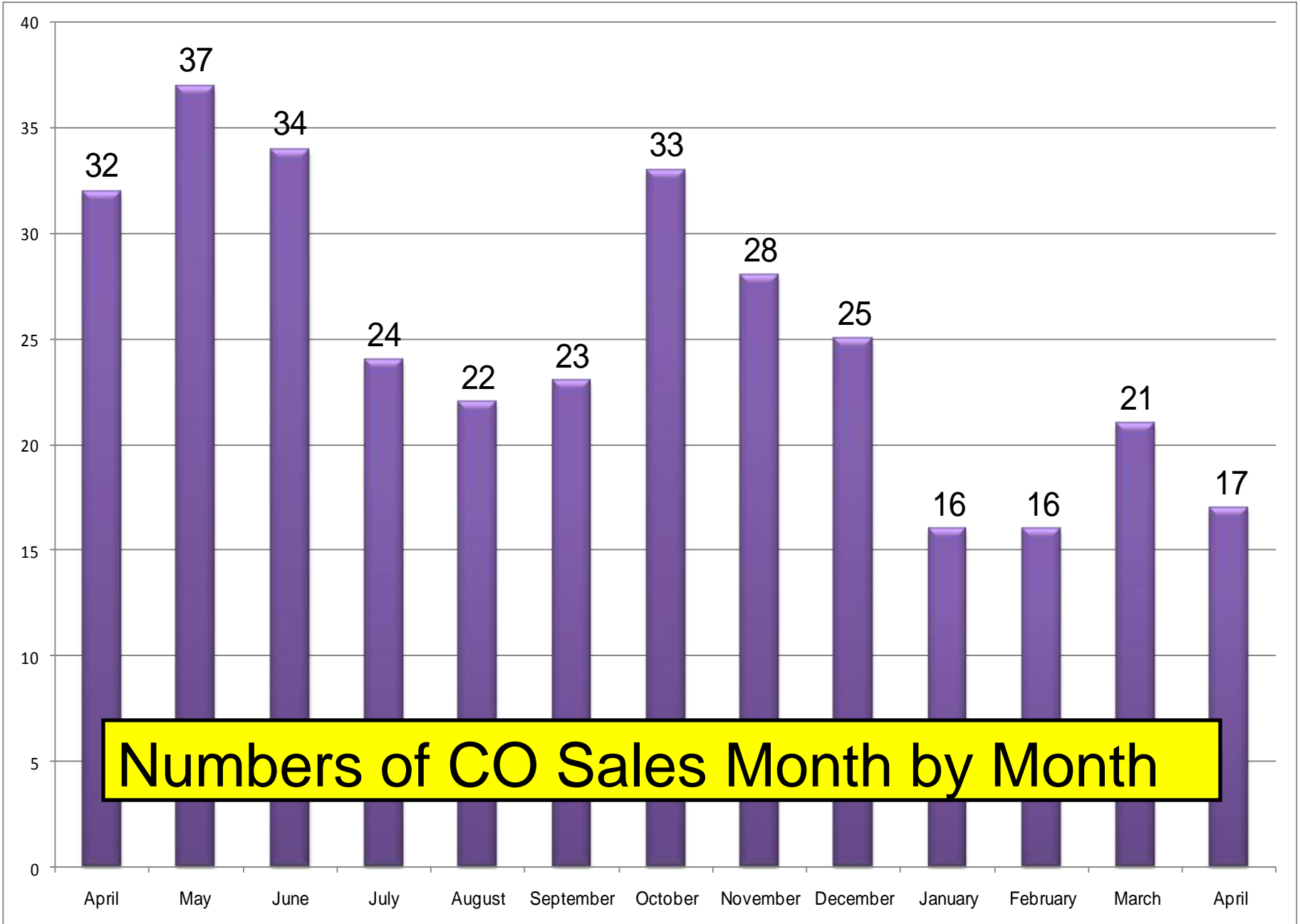
- Average Sold Price w/o Montecito

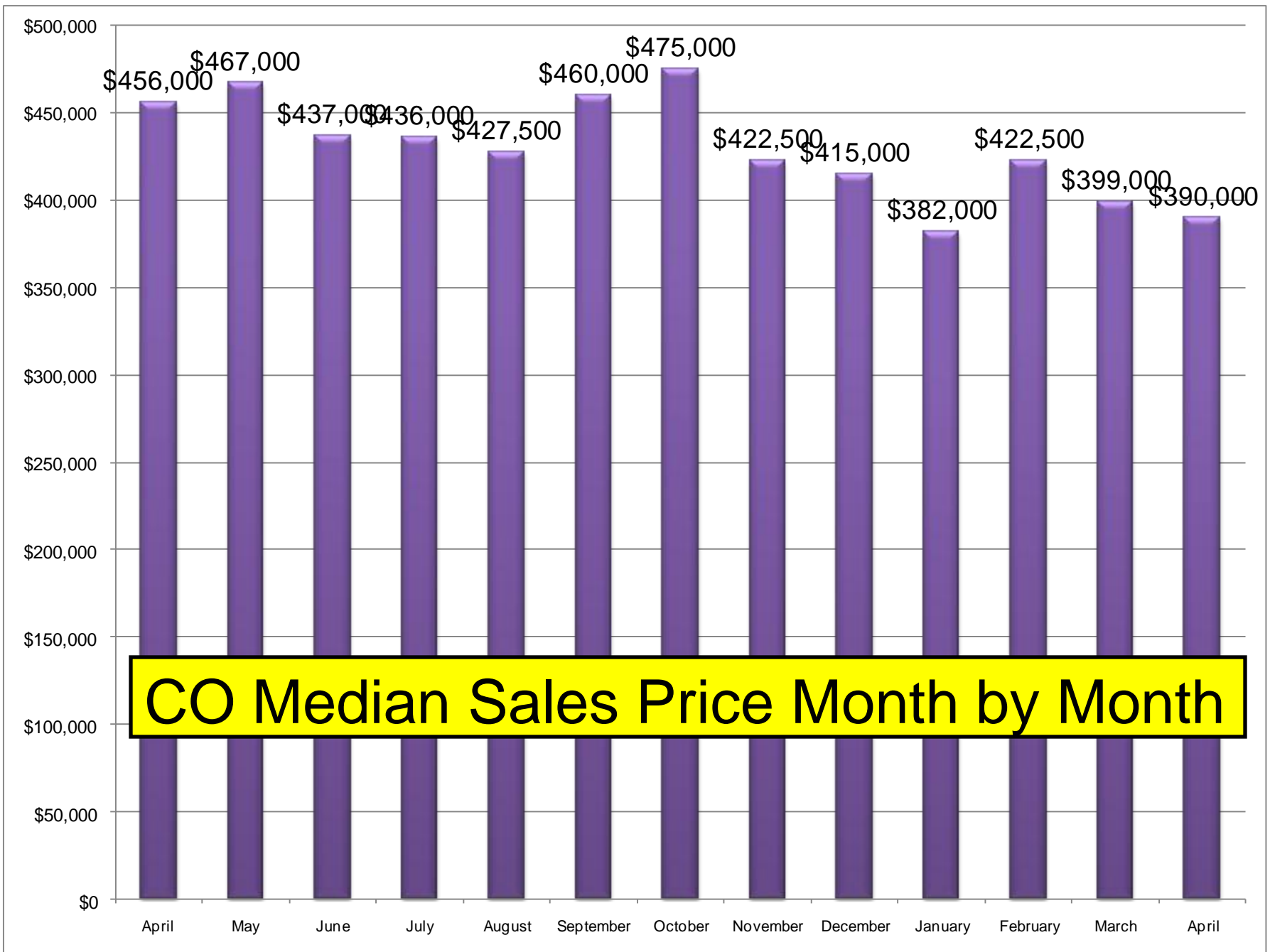
'10 \$434,492, '11 \$484,509 **UP** +11.5%

- Sold Volume

'10 \$48,418,300, '11 \$34,527,150 **DOWN** -28.7%

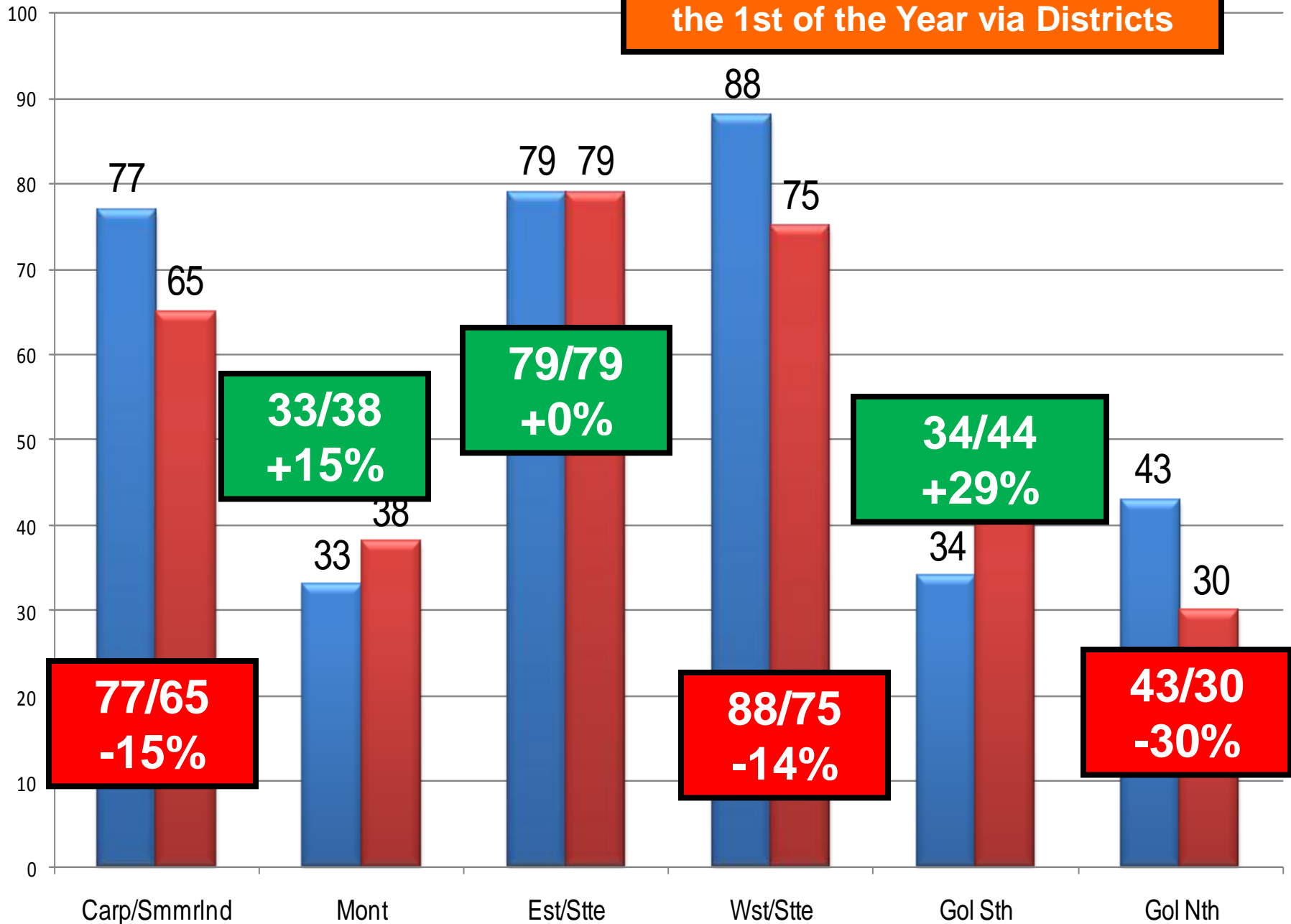
**April '10 to April '11
Month by Month
for Condos
Districts 05-35**



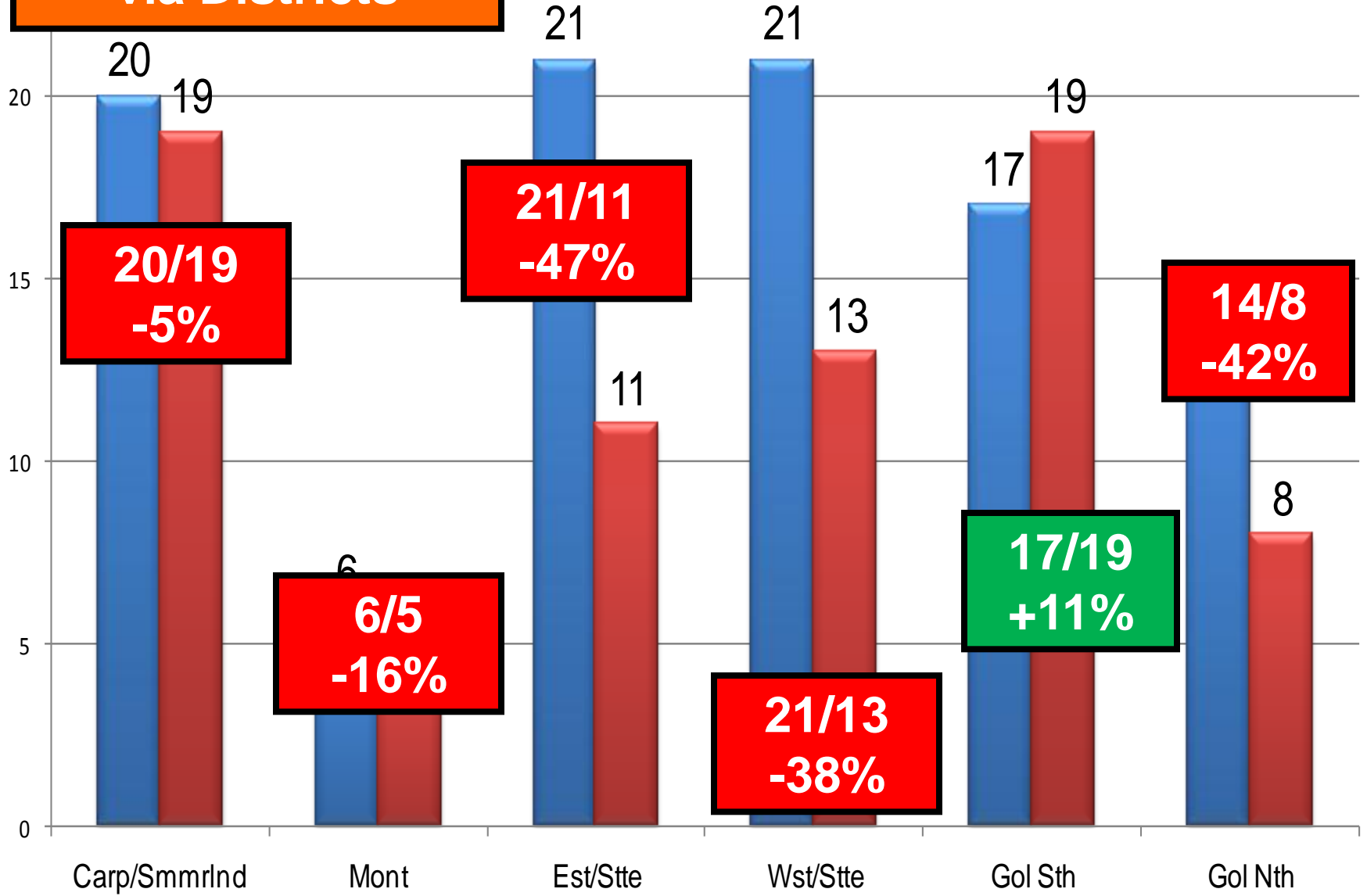


Condo District Stats

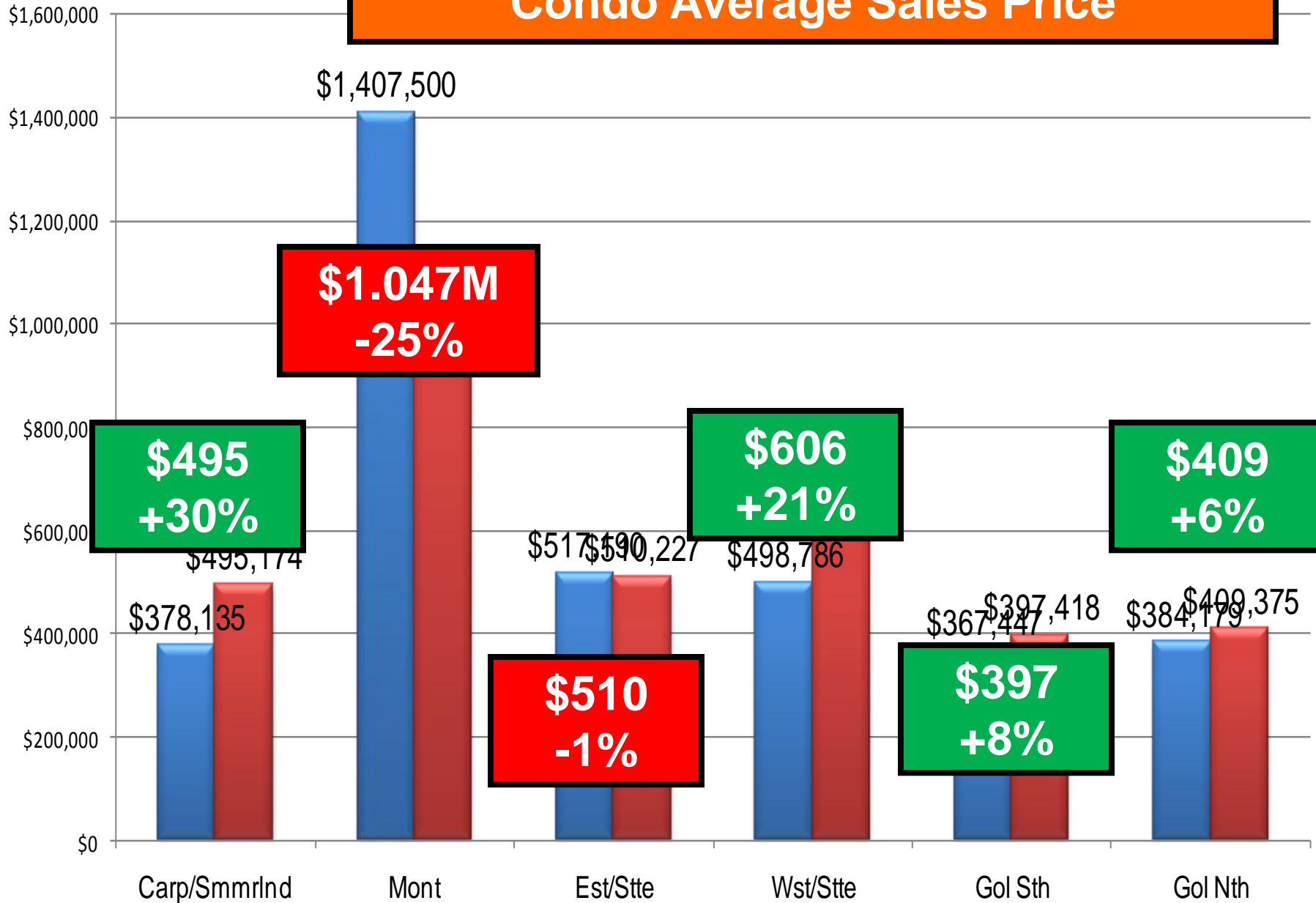
Number of Condos Listed Since the 1st of the Year via Districts

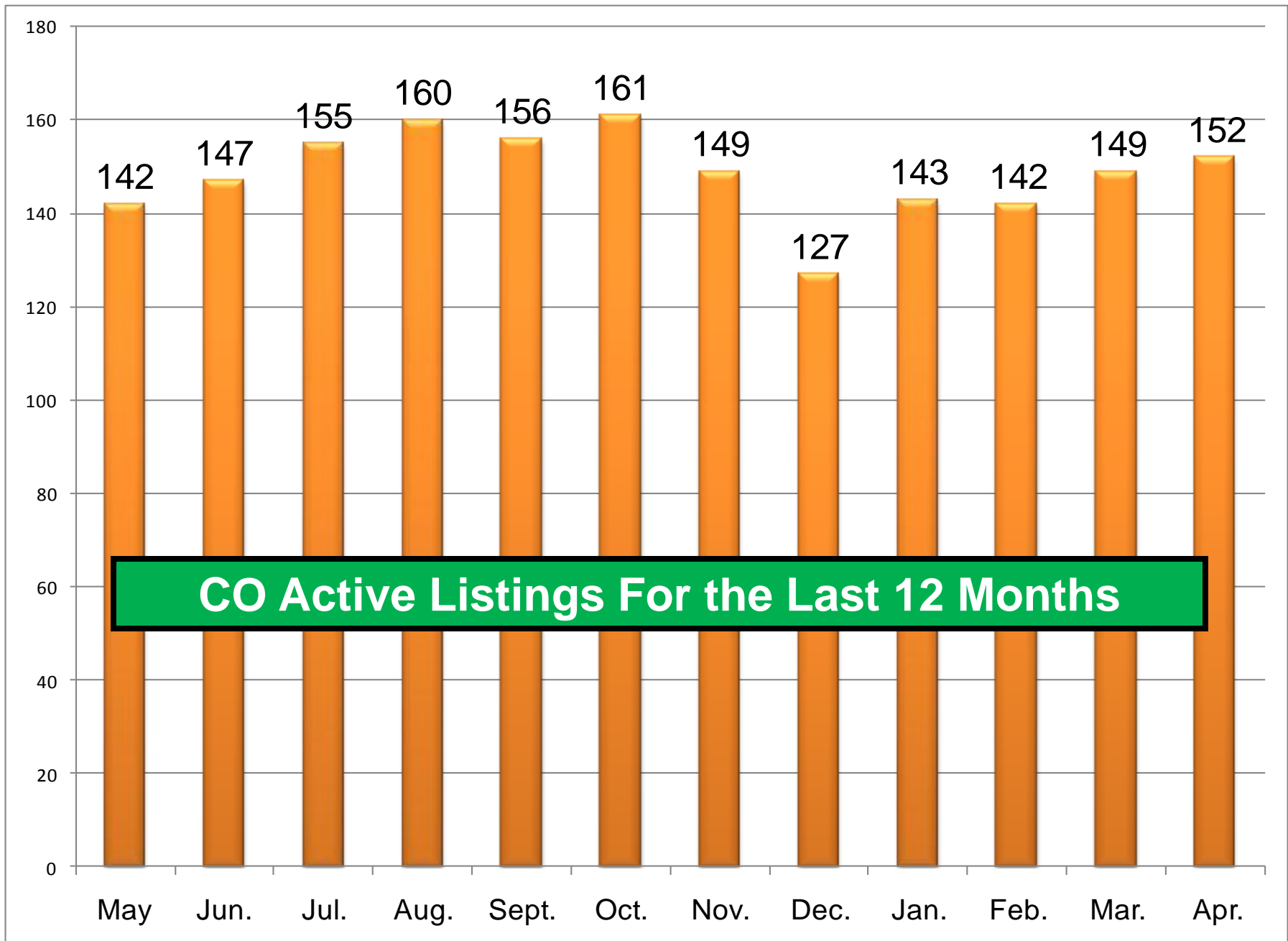


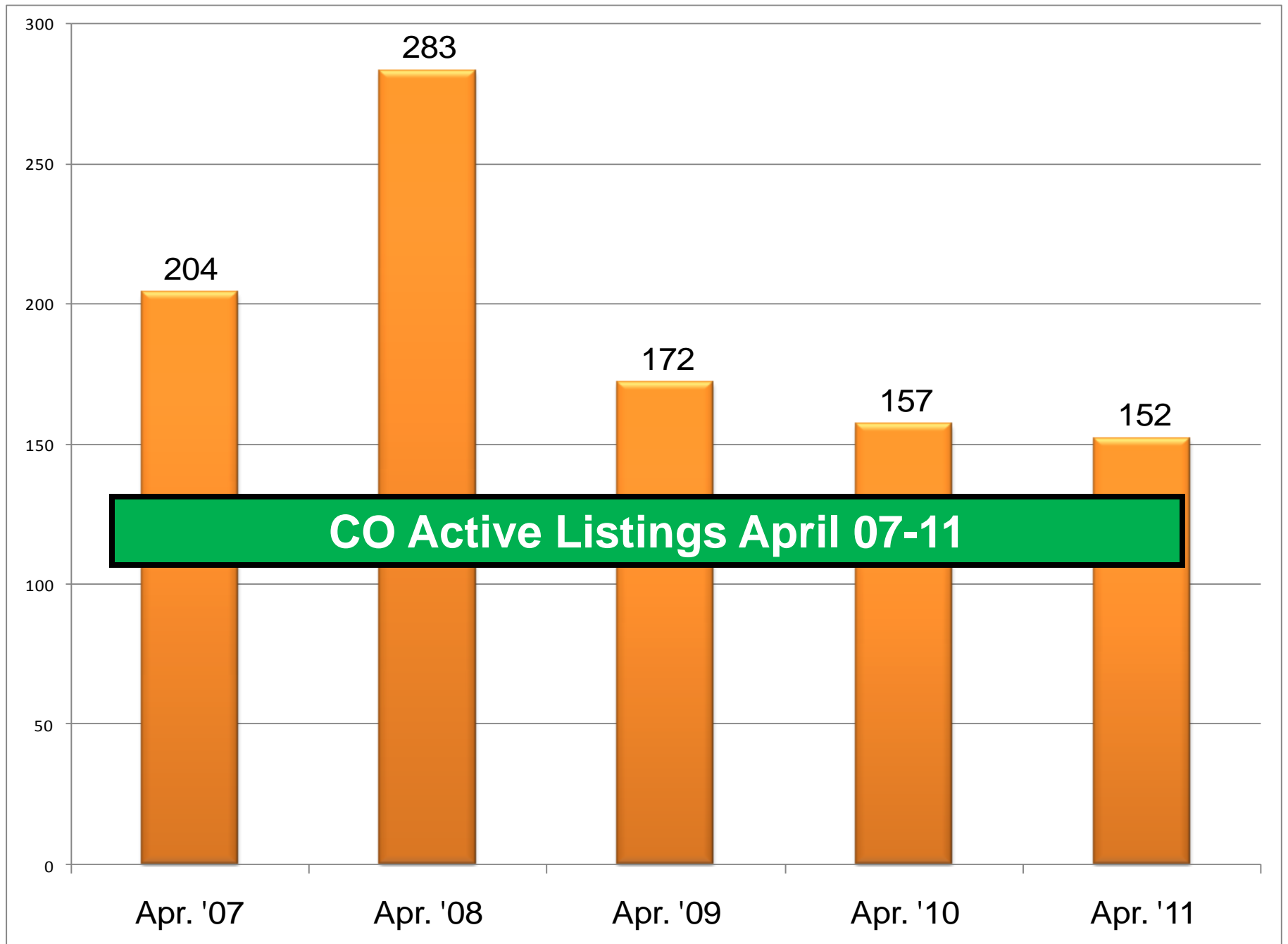
Condo Sales via Districts



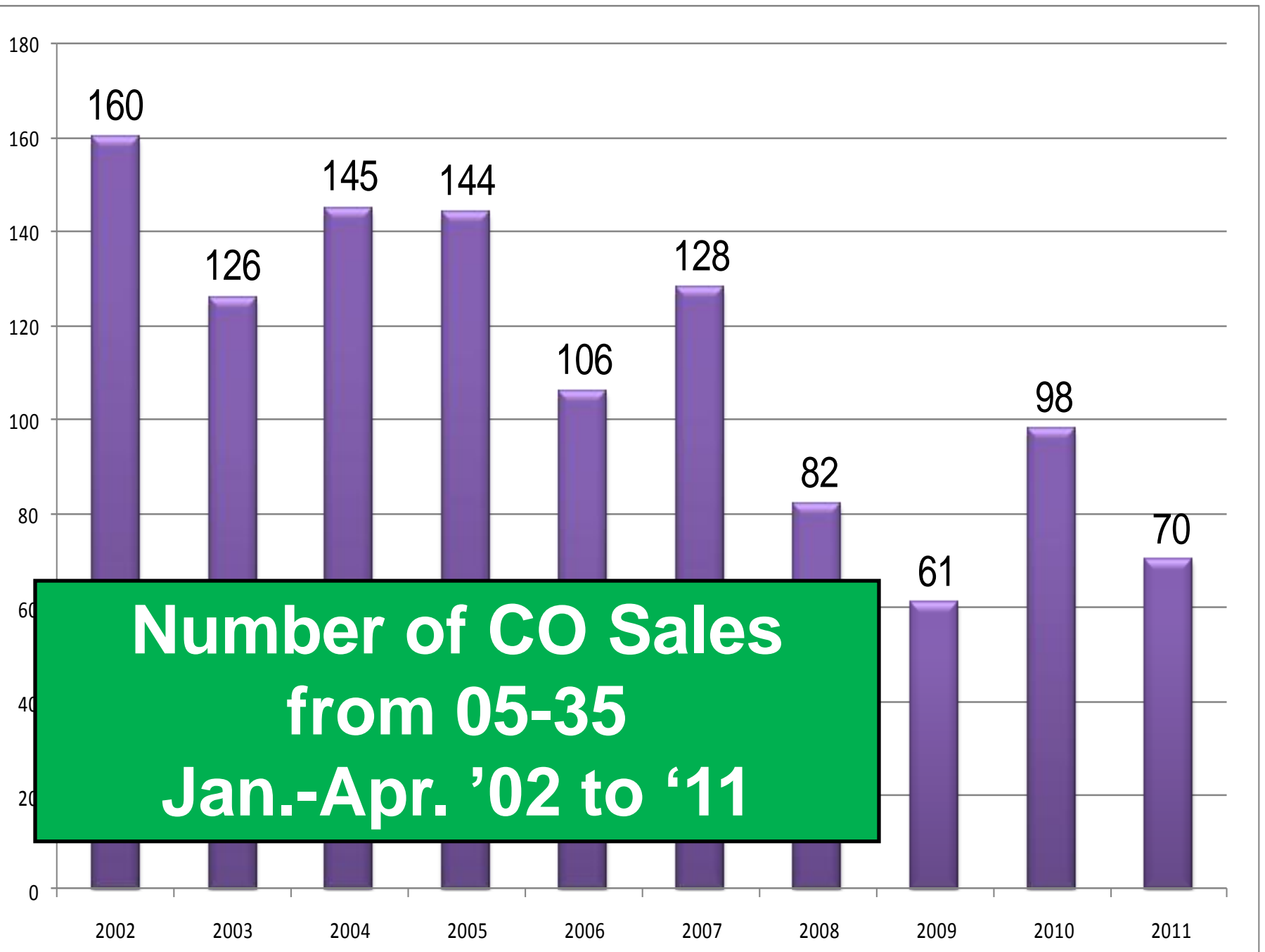
Condo Average Sales Price

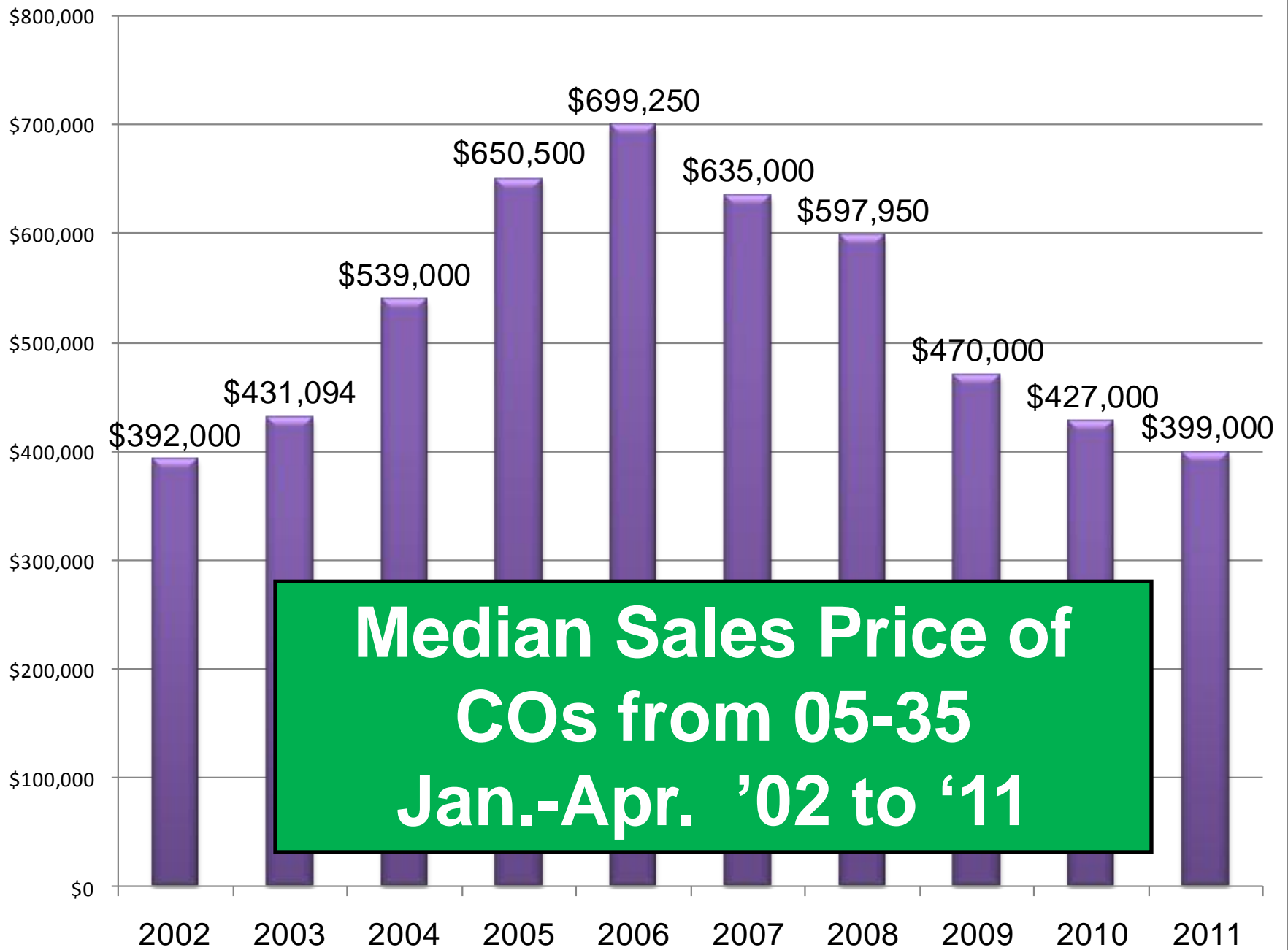






**Perspective
for Condos
2002-2011**





**Median Sales Price of
COs from 05-35
Jan.-Apr. '02 to '11**

**Compiled from
Santa Barbara Multiple Listing Service Data
on 5/4/2011**

Statistics Through April '11