

**Compiled from
Santa Barbara Multiple Listing Service Data
on 1/7/2011**

**Statistics Through December '10
And all of 2010**

MLS vs CORT for Nov. '10

MLS 96 Sales 69 HE/PU – 27 CO

CORT 116 Sales

- 3 Reported Closed in December
- 4 Reported Closed in October
- 1 Residential Income
- 1 Multi-Family
- 4 Cancelled in MLS
- 2 Still Active in MLS
- 1 Closed in May put in for Statistical Purposes
- 16 Not in MLS
- 3 in MLS not in CORT

December 1-December 31

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	88	\$141,634,699	\$800,000	\$1,609,485	93	\$126,521,525	\$778,500	\$1,437,744	89.33	80.99
List/Sold	21	\$58,276,099	\$849,999	\$2,775,052	98	\$49,074,400	\$815,000	\$2,336,876	84.21	75.31
Co-Broker	67	\$83,358,600	\$799,000	\$1,244,158	91	\$77,447,125	\$760,000	\$1,155,927	92.91	85.06
New	58	\$110,912,199	\$995,000	\$1,912,279	23					
Pending	63	\$72,342,450	\$789,000	\$1,148,292	126					
Withdrawn	29	\$60,061,500	\$1,488,000	\$2,071,086	172					
Cancelled	31	\$52,298,500	\$1,385,000	\$1,687,048	136					
Expired	53	\$104,309,200	\$1,195,000	\$1,968,098	217					
Back On Market	34	\$52,432,150	\$963,500	\$1,542,122	204					
Extended	97	\$294,340,849	\$1,495,000	\$3,034,441	242					
Active In Range	602	\$1,828,753,607	\$1,495,000	\$3,037,796	156					
Current Active	429	\$1,440,931,398	\$1,595,000	\$3,358,814	177					

HE/PU December '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	88	\$141,634,699	\$800,000	\$1,609,485	93	\$126,521,525	\$778,500	\$1,437,744	89.33	80.99
Pending	63	\$72,342,450	\$789,000	\$1,148,292	126					

HE/PU December '09

	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	96	\$169,881,259	\$889,000	\$1,769,596	90	\$156,280,450	\$845,000	\$1,627,921	91.99	86.53
Pending	56	\$107,373,940	\$799,000	\$1,917,391	70					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$300,000-\$349,999	2	122
\$400,000-\$449,999	3	47
\$450,000-\$499,999	3	41
\$500,000-\$549,999	8	33
\$550,000-\$599,999	4	71
\$600,000-\$649,999	3	5
\$650,000-\$699,999	8	72
\$700,000-\$749,999	10	64
\$750,000-\$799,999	5	48
\$800,000-\$849,999	2	85
\$850,000-\$899,999	2	144
\$900,000-\$949,999	4	127
\$950,000-\$999,999	2	136

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	3	110
\$1,100,000-\$1,199,999	1	4
\$1,200,000-\$1,299,999	2	262
\$1,300,000-\$1,399,999	2	210
\$1,400,000-\$1,499,999	4	44
\$1,500,000-\$1,599,999	1	190
\$1,600,000-\$1,699,999	3	117
\$1,700,000-\$1,799,999	2	72
\$1,800,000-\$1,899,999	1	37
\$1,900,000-\$1,999,999	1	354
\$2,000,000-\$2,249,999	2	126
\$2,250,000-\$2,499,999	2	71
\$2,500,000-\$2,749,999	1	5
\$2,750,000-\$2,999,999	1	81
\$4,000,000-\$4,249,999	1	272
\$5,000,000+	5	223

The average price for the 88 properties is \$1,437,744.

The highest price is \$19,500,000.

3389 Padaro Ln

The median price is \$778,500.

The lowest price is \$325,000.

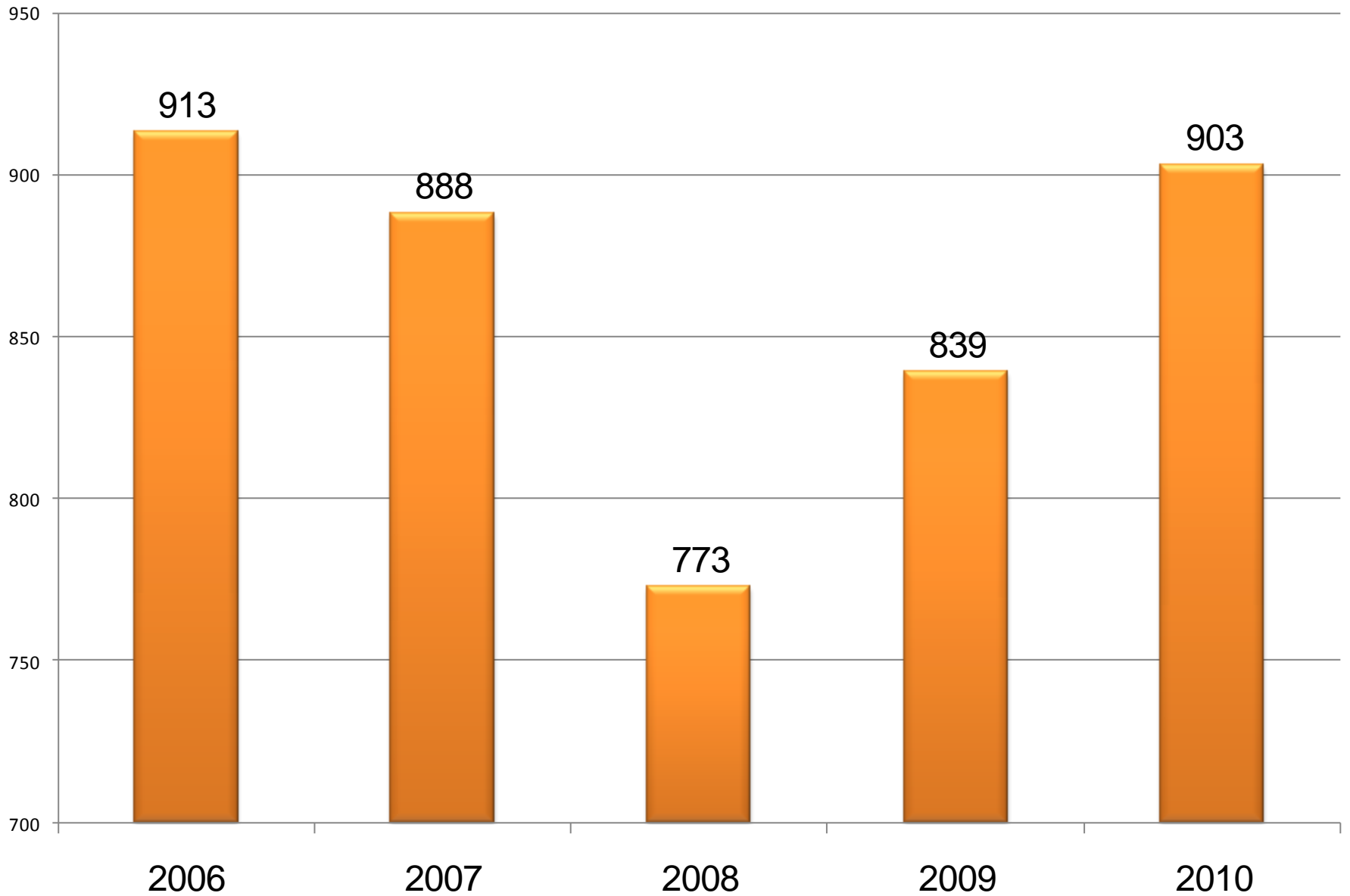
1314 Punta Gorda St

The average Market Time is 93.

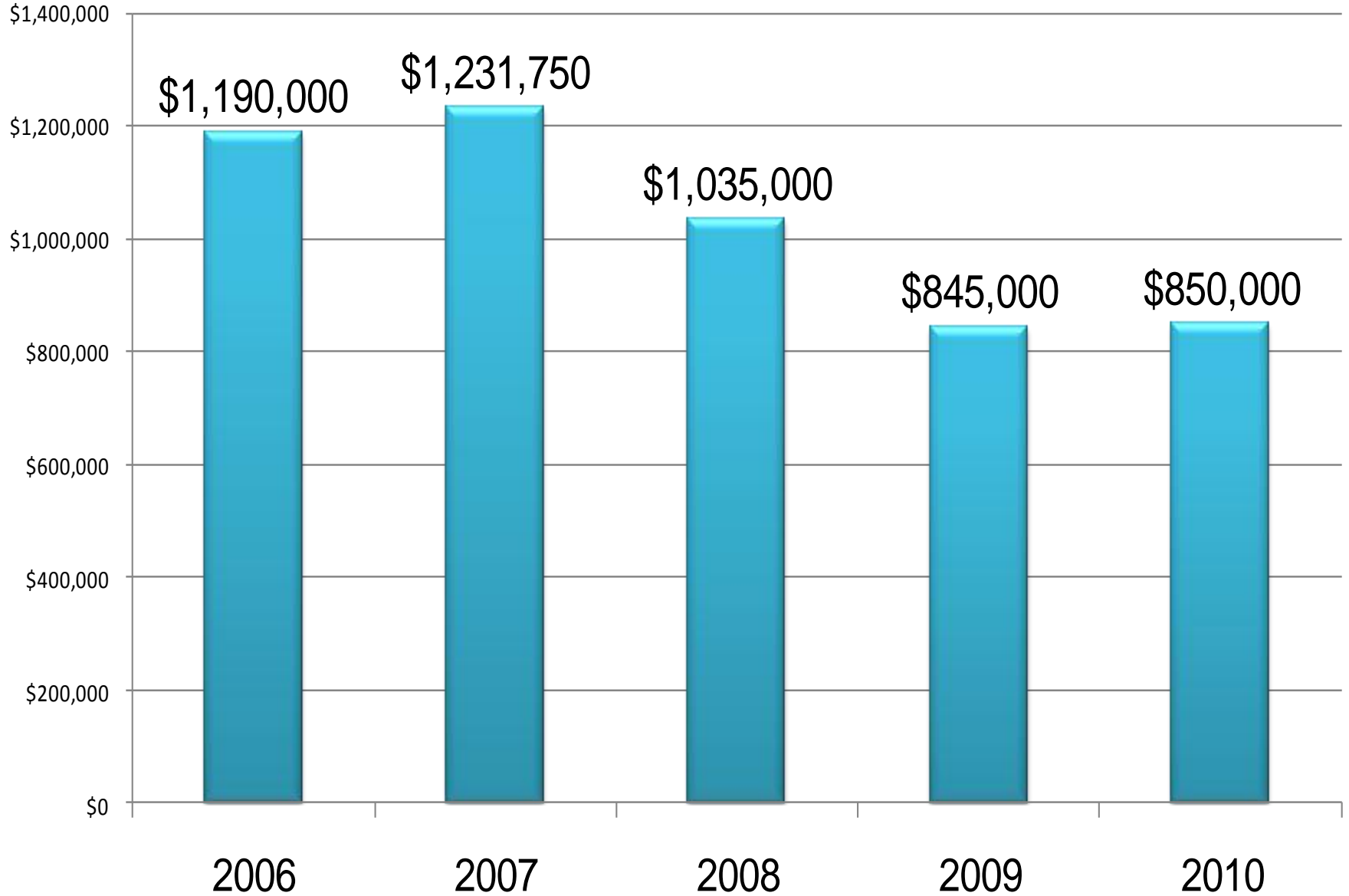
Home Estate/PUD

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

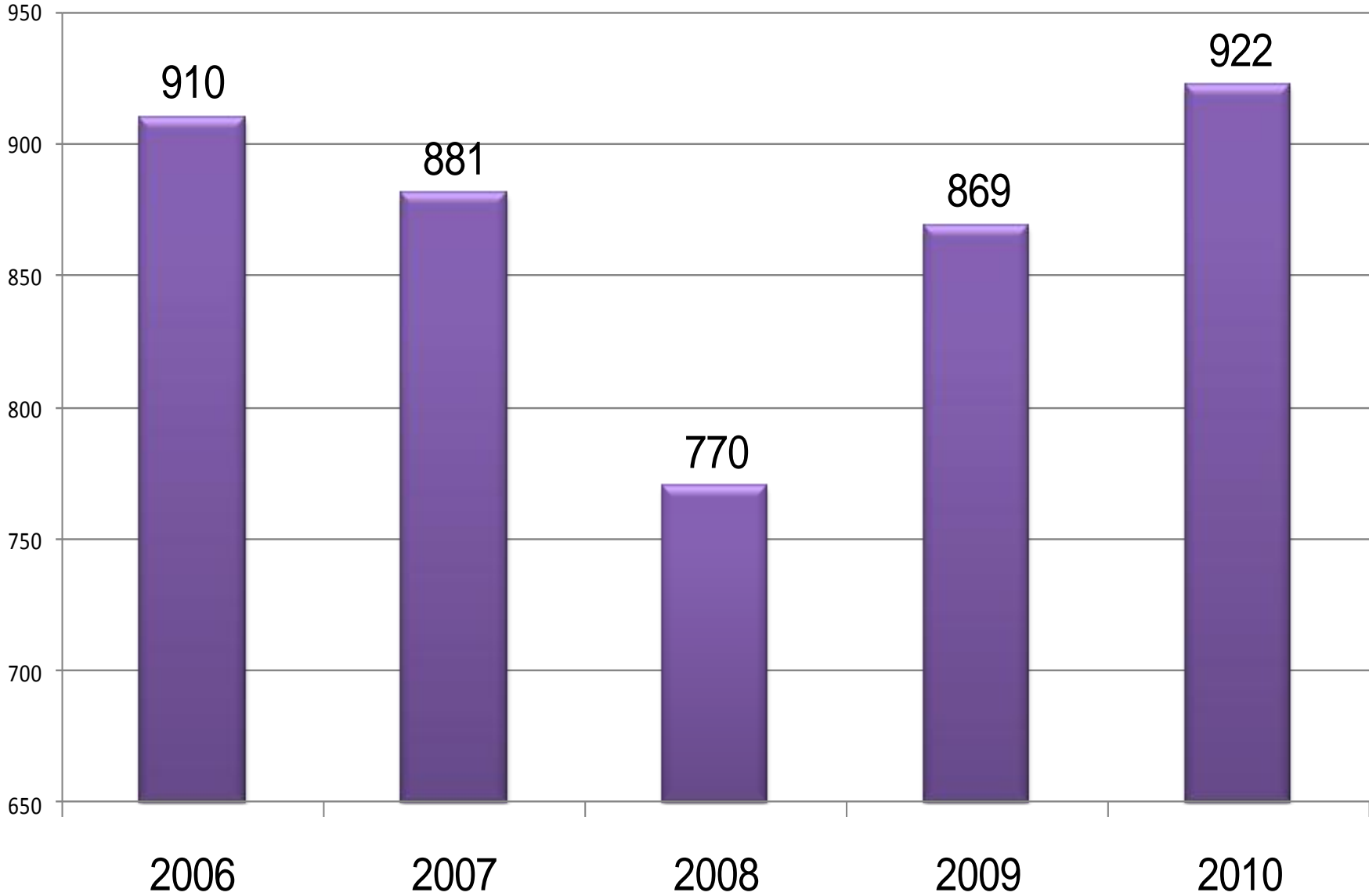
HE/PU Sales Jan-Dec. 2006-2010



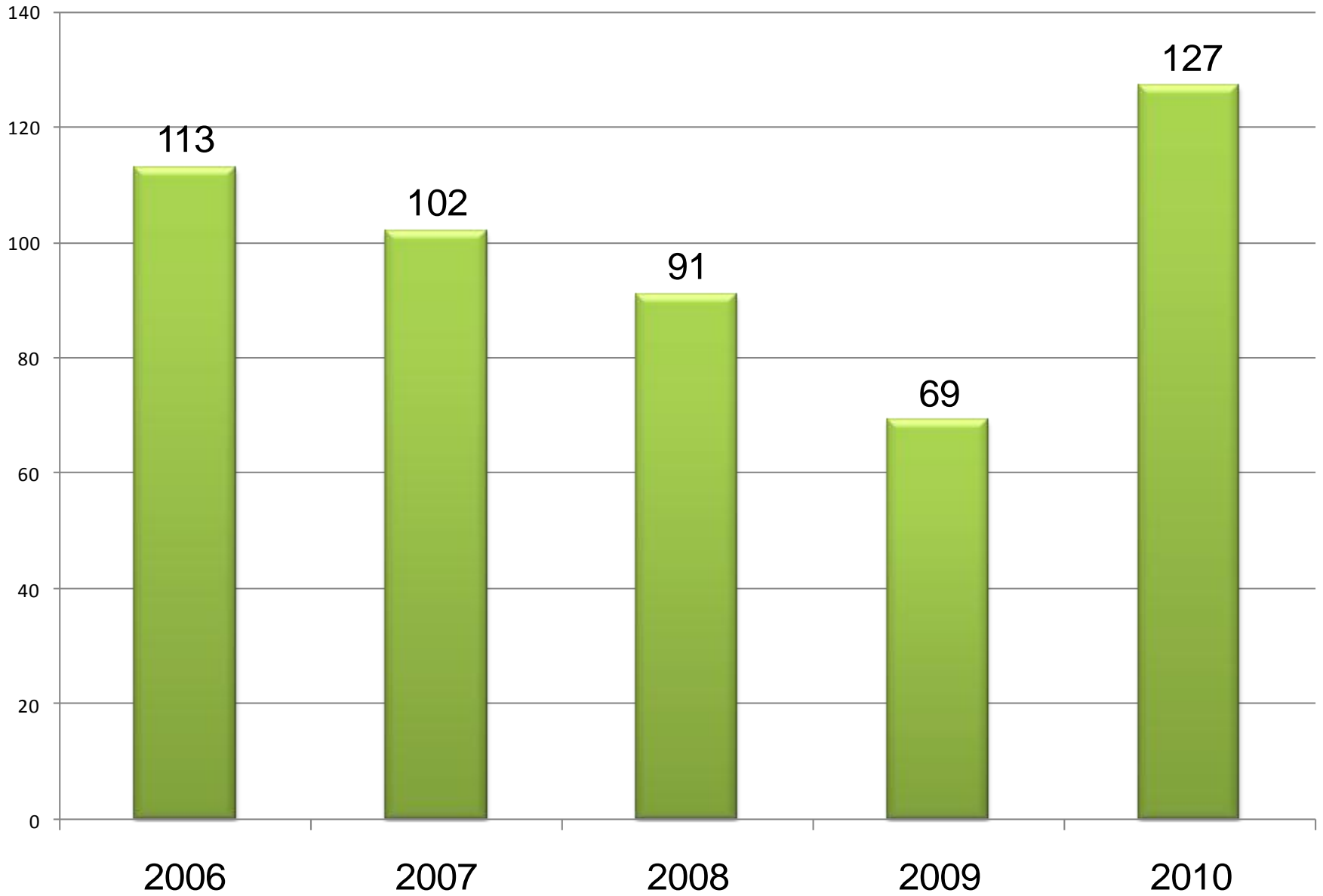
HE/PU Median Sales Price Jan-Dec. 2006-2010



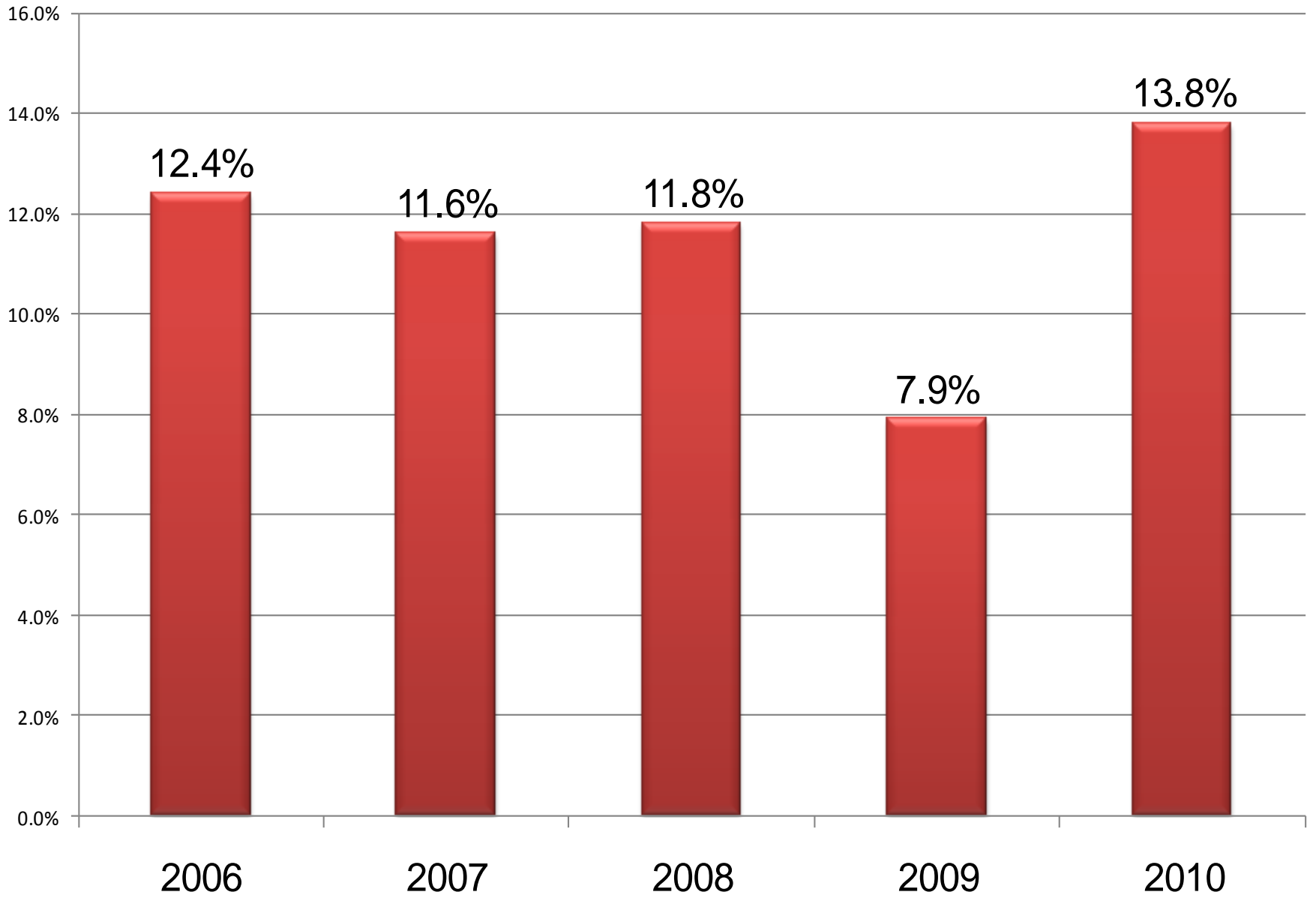
HE/PU Pending Listings Jan-Dec. 2006-2010



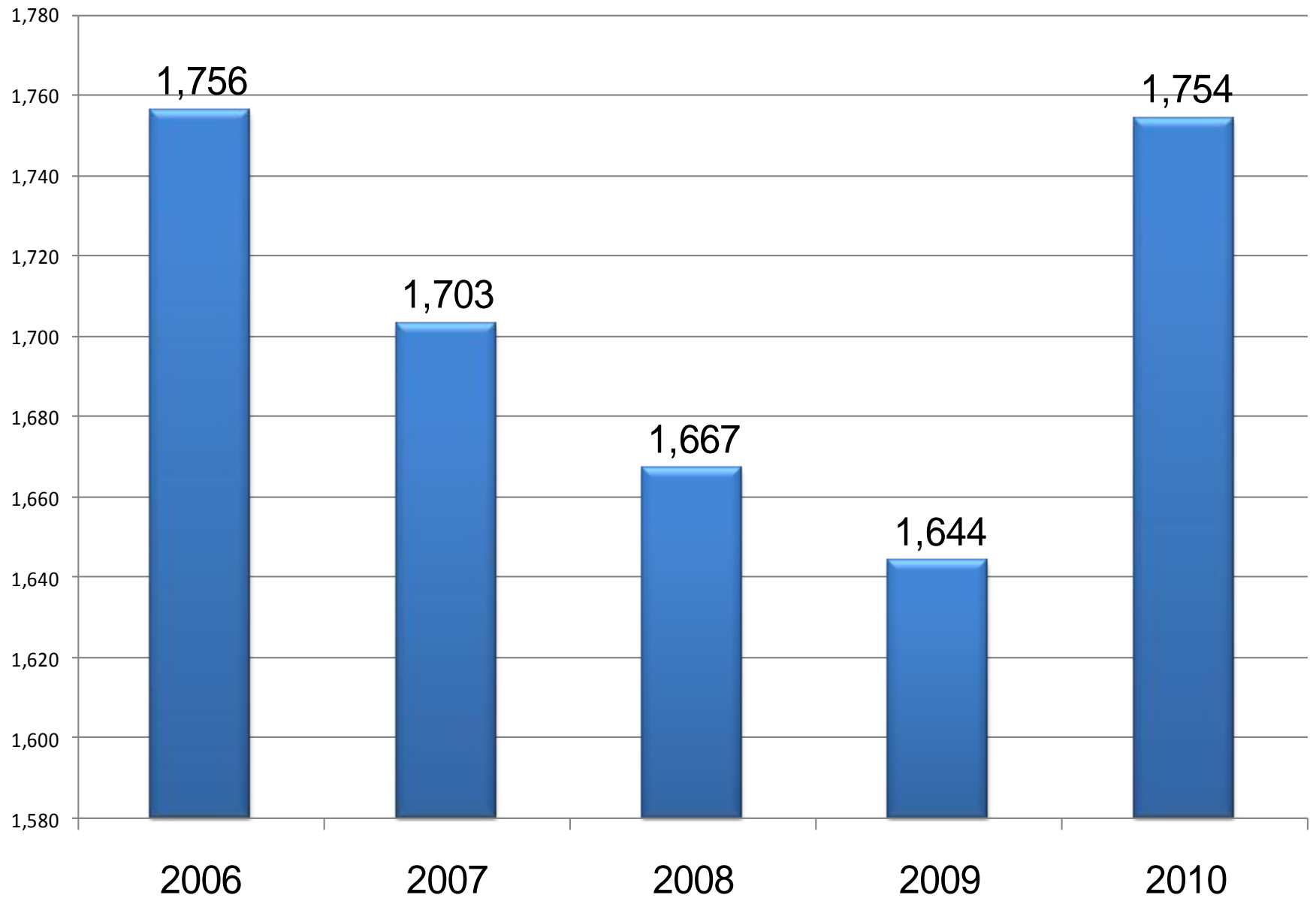
HE/PU Fall Throughs Jan-Dec. 2006-2010



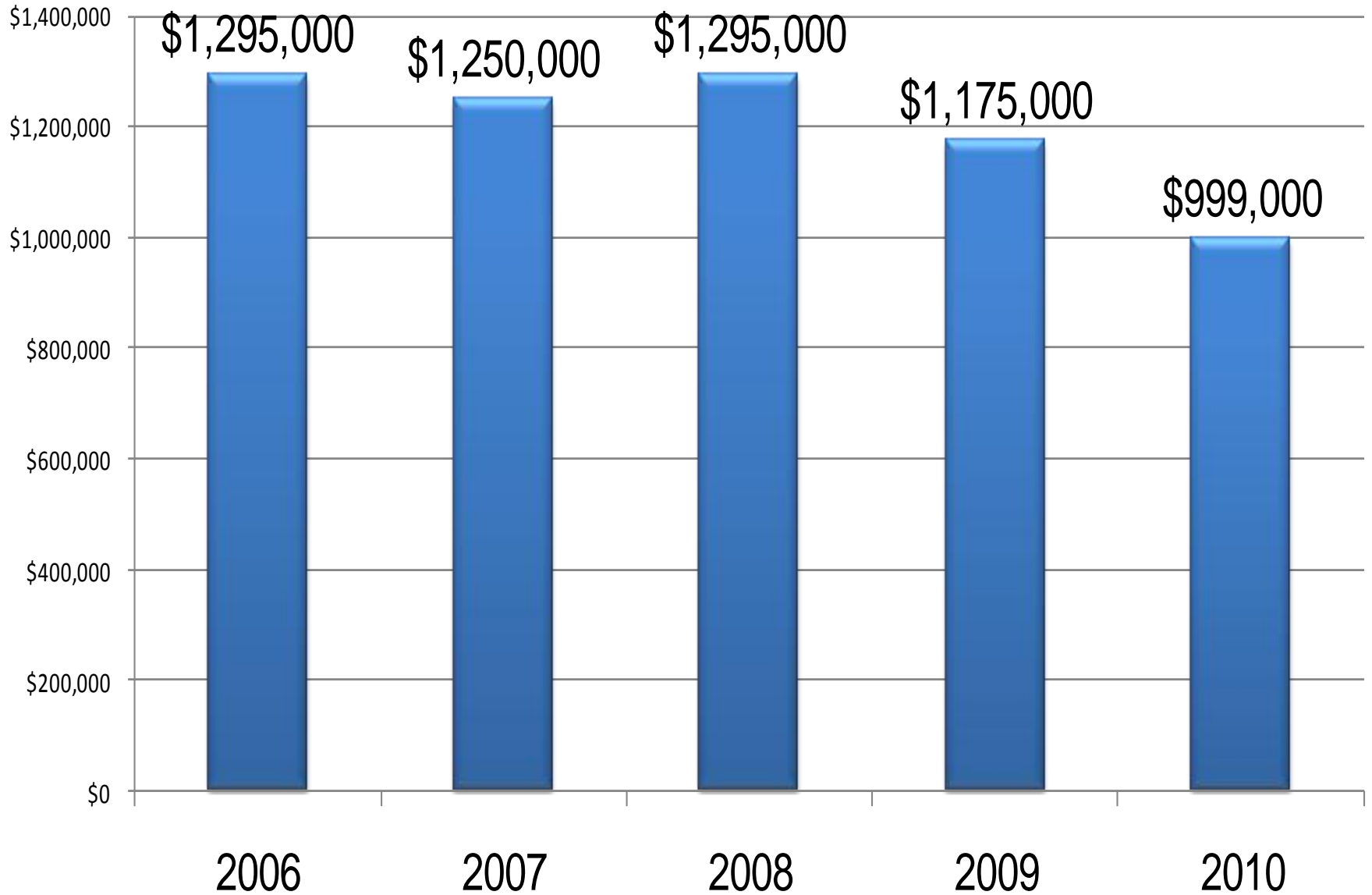
HE/PU Fall Through Percentages Jan-Dec. 2006-2010



HE/PU New Listings Jan-Dec. 2006-2010



HE/PU Median List Price Jan-Dec. 2006-2010



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

Active and Pending Listings '09 vs. '10 Jan.-Dec.

- Total Active Listings

'09 2,324 , '10 2,416 **UP** +4.0%

- New Listings

'09 1,644, '10 1,754, **UP** +6.7%

- New Listings Median List Price

'09 \$1,175,000, '10 \$999,000, **DOWN** -15.0%

- Properties that went into Escrow

'09 869, '10 922, **UP** +6.1%

Sold HE/PU '09 vs. '10 Jan.-Dec.

- Number of Sold Properties

'09 839, '10 903 **UP** +7.6%

- Median Sales Prices

'09 \$845,000 '10 \$850,000 **UP** +0.6%

- Median Sales Prices w/o Hope Ranch/Montecito

'09 \$750,000, '10 \$775,000 **UP** +3.3%

- Average Sold Price

'09 \$1,399,886, '10 \$1,460,353 **UP** +4.3%

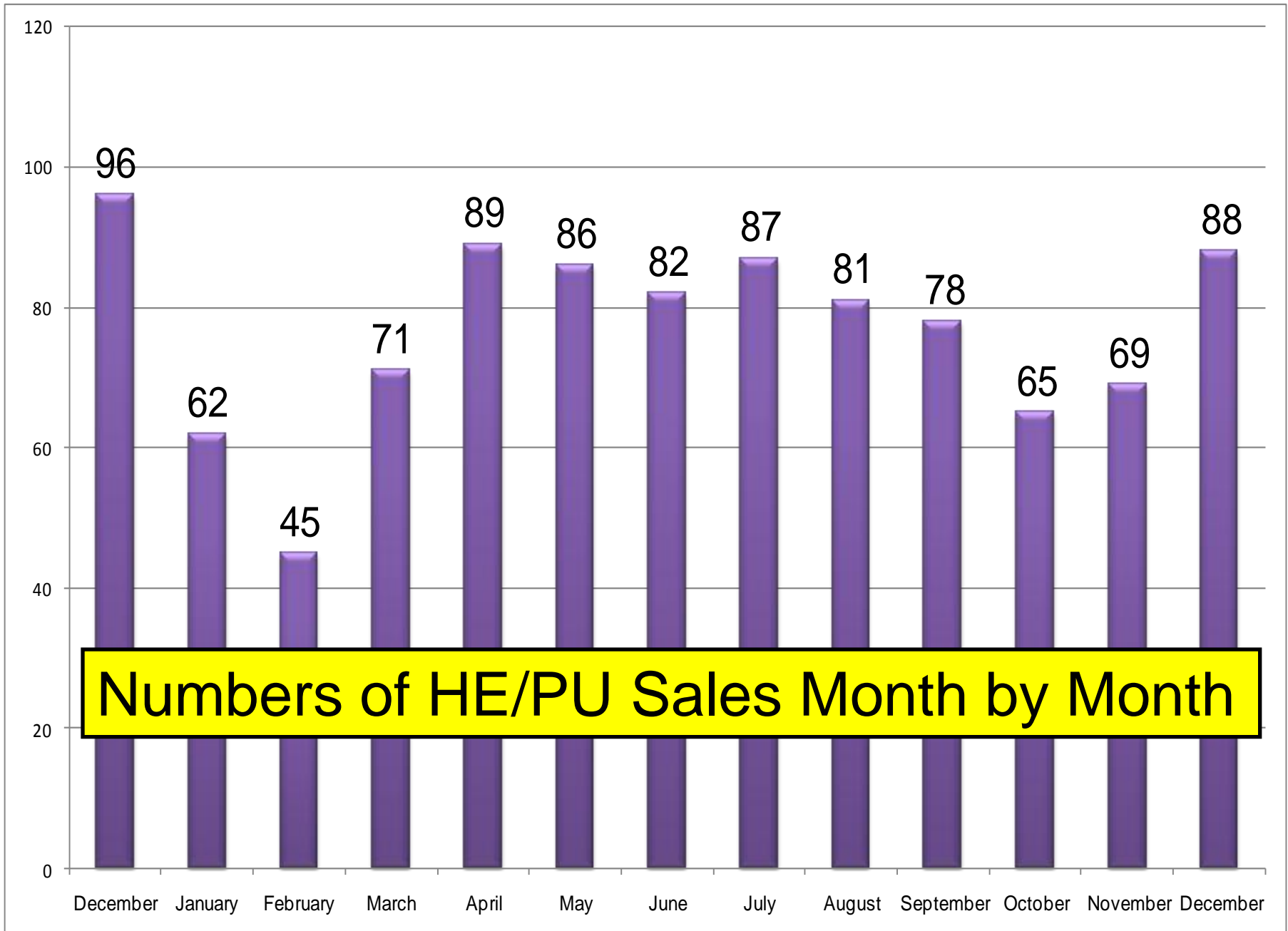
- Average Sold Price w/o Hope Ranch/Montecito

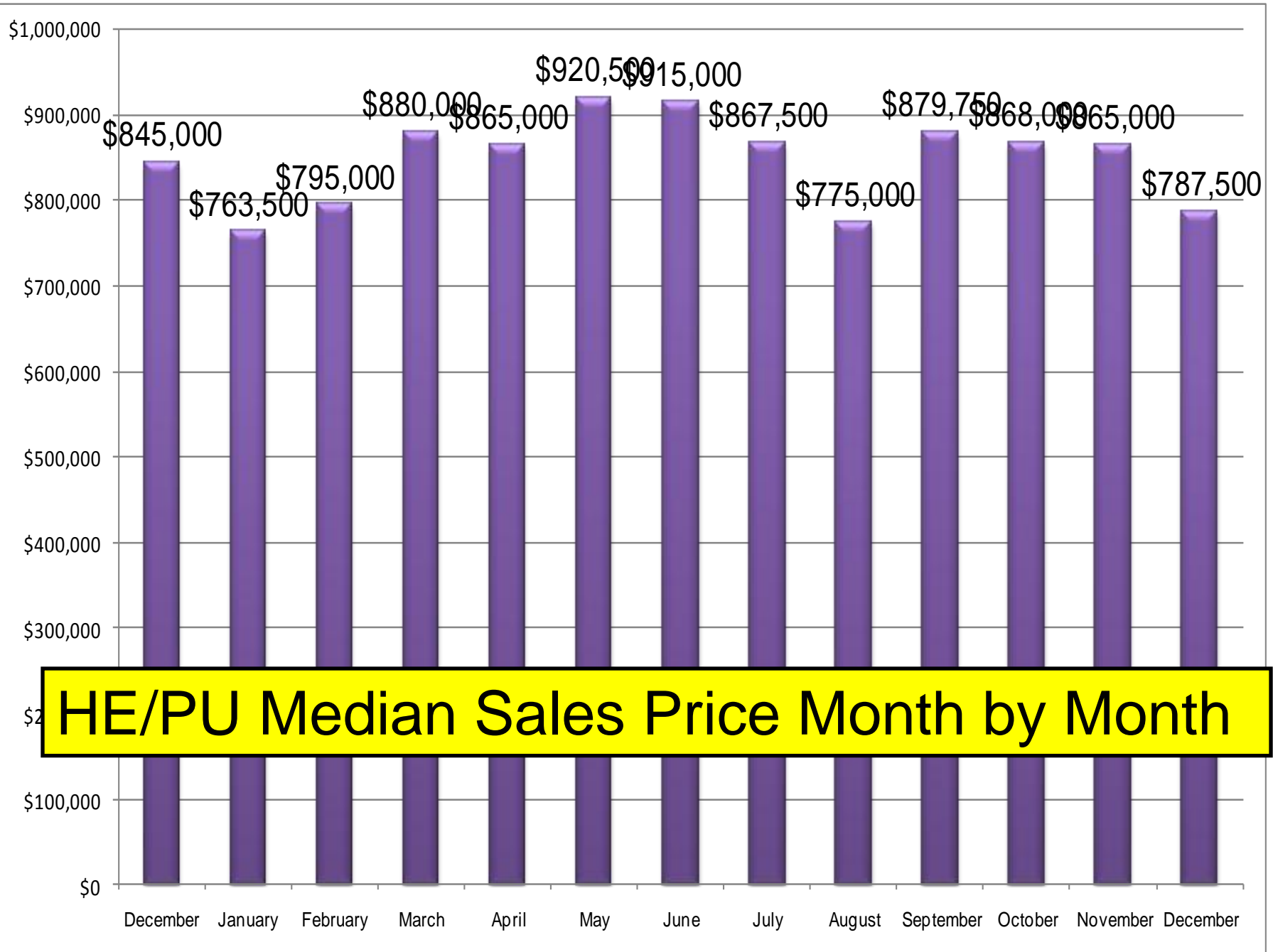
'09 \$987,547, '10 \$1,015,484 **UP** +2.8%

- Sold Volume

'09 \$1,174,504,679, '10 \$1,318,699,511 **UP** +12.3%

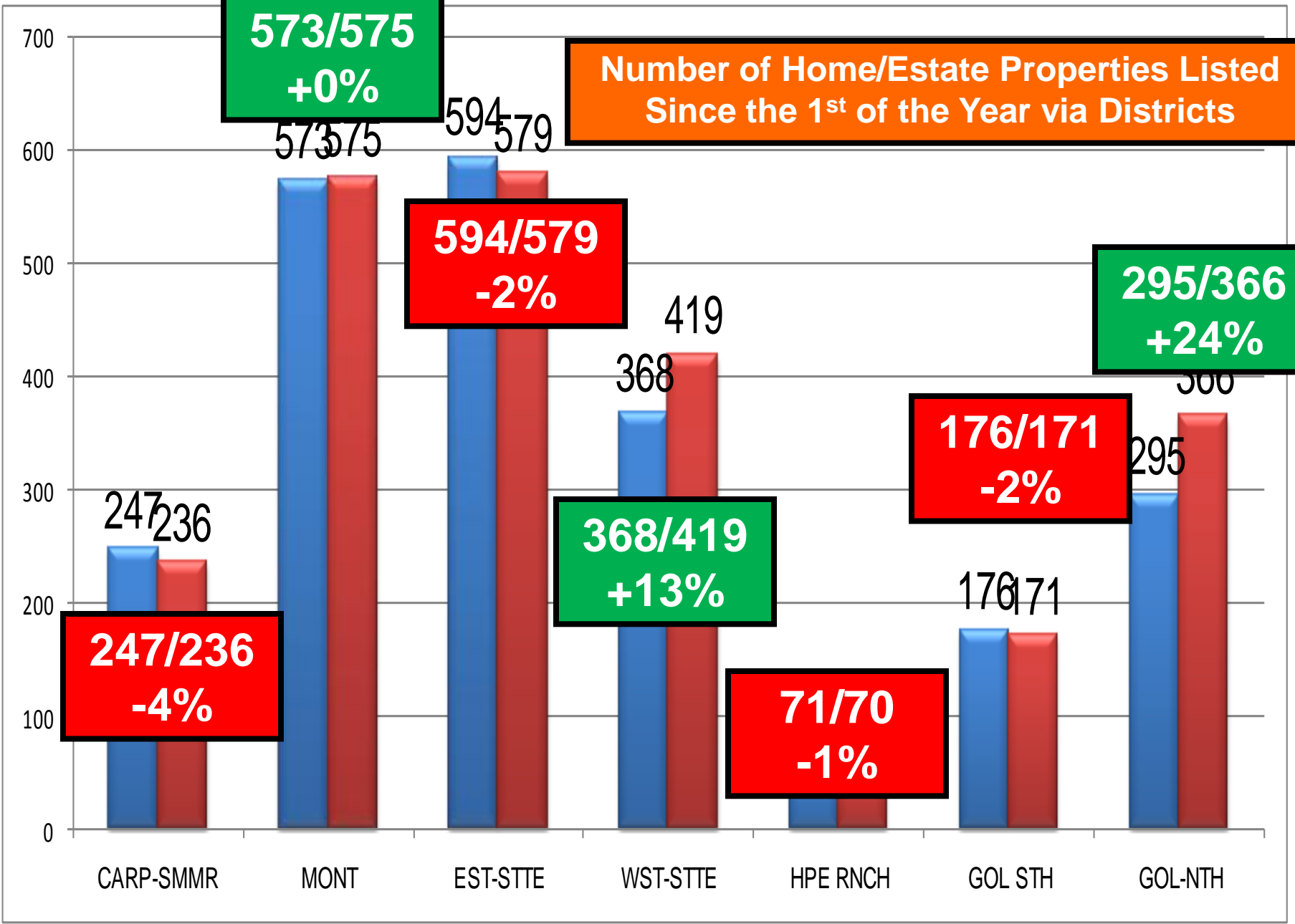
**Dec.'09 to Dec.'10
Month by Month
for Home Estate/PUDs
Districts 05-35**





HE/PU District Stats

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



HE Sales via Districts

162/157
-3%

236/244
+3%

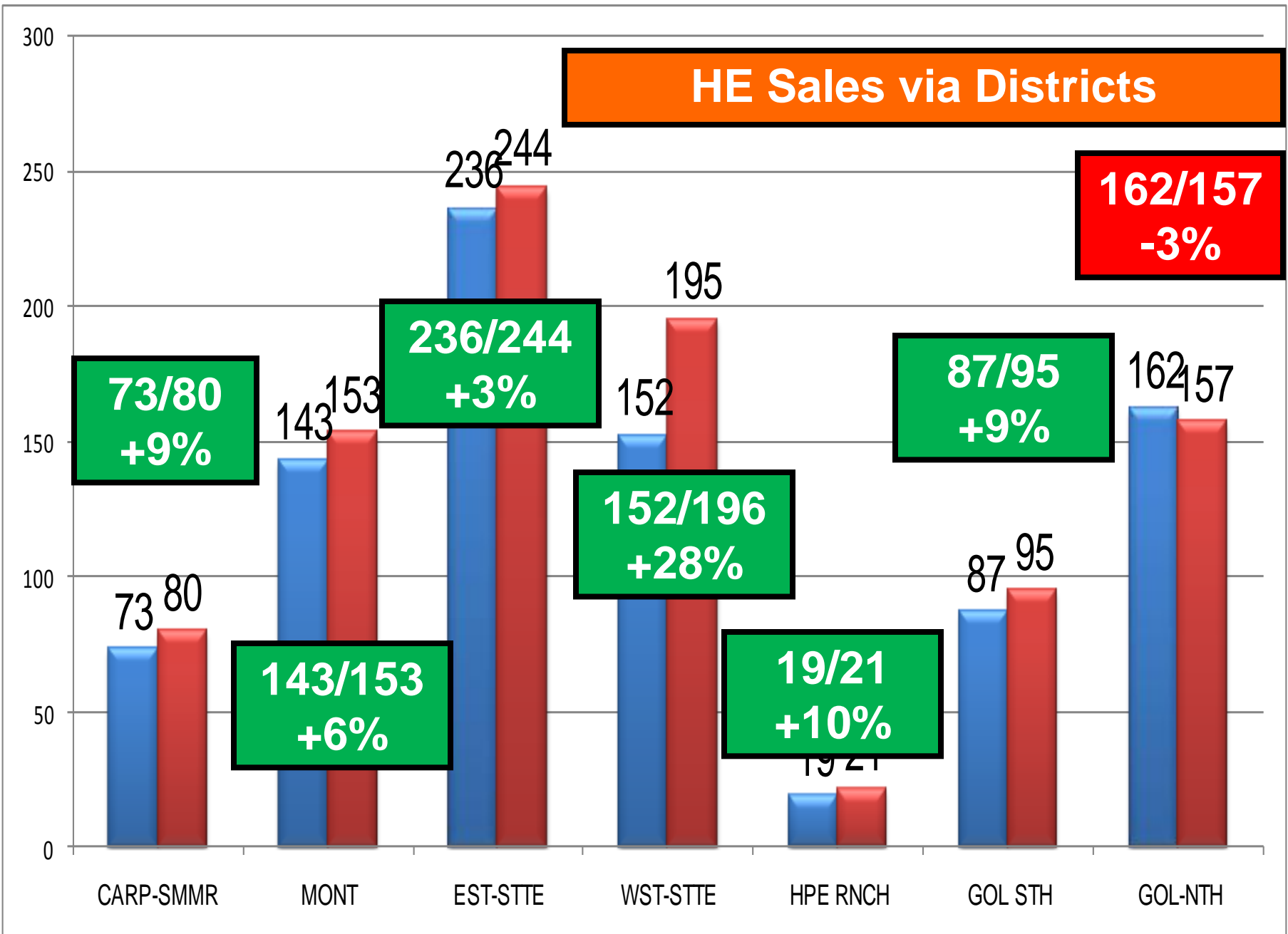
73/80
+9%

143/153
+6%

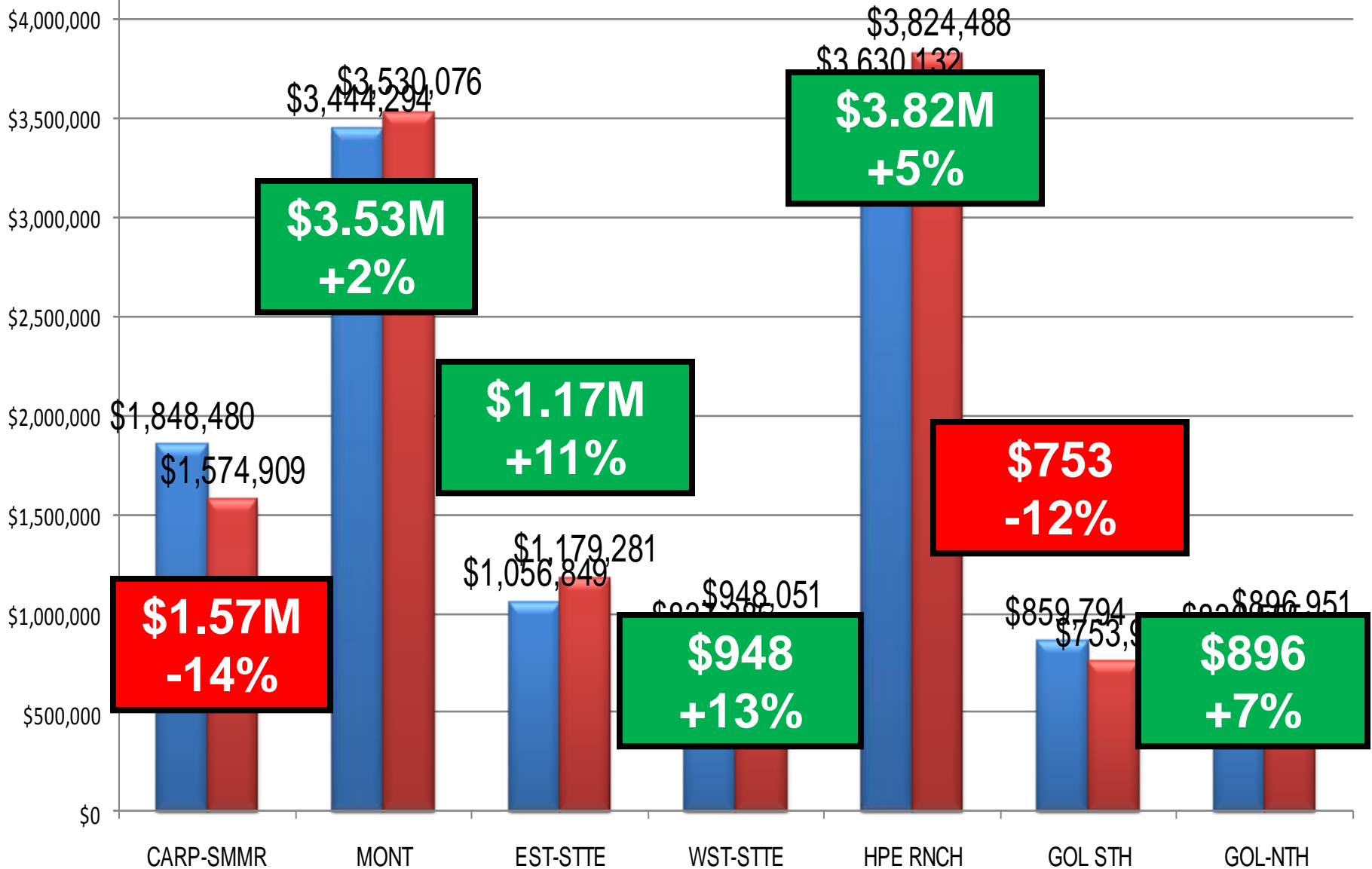
152/196
+28%

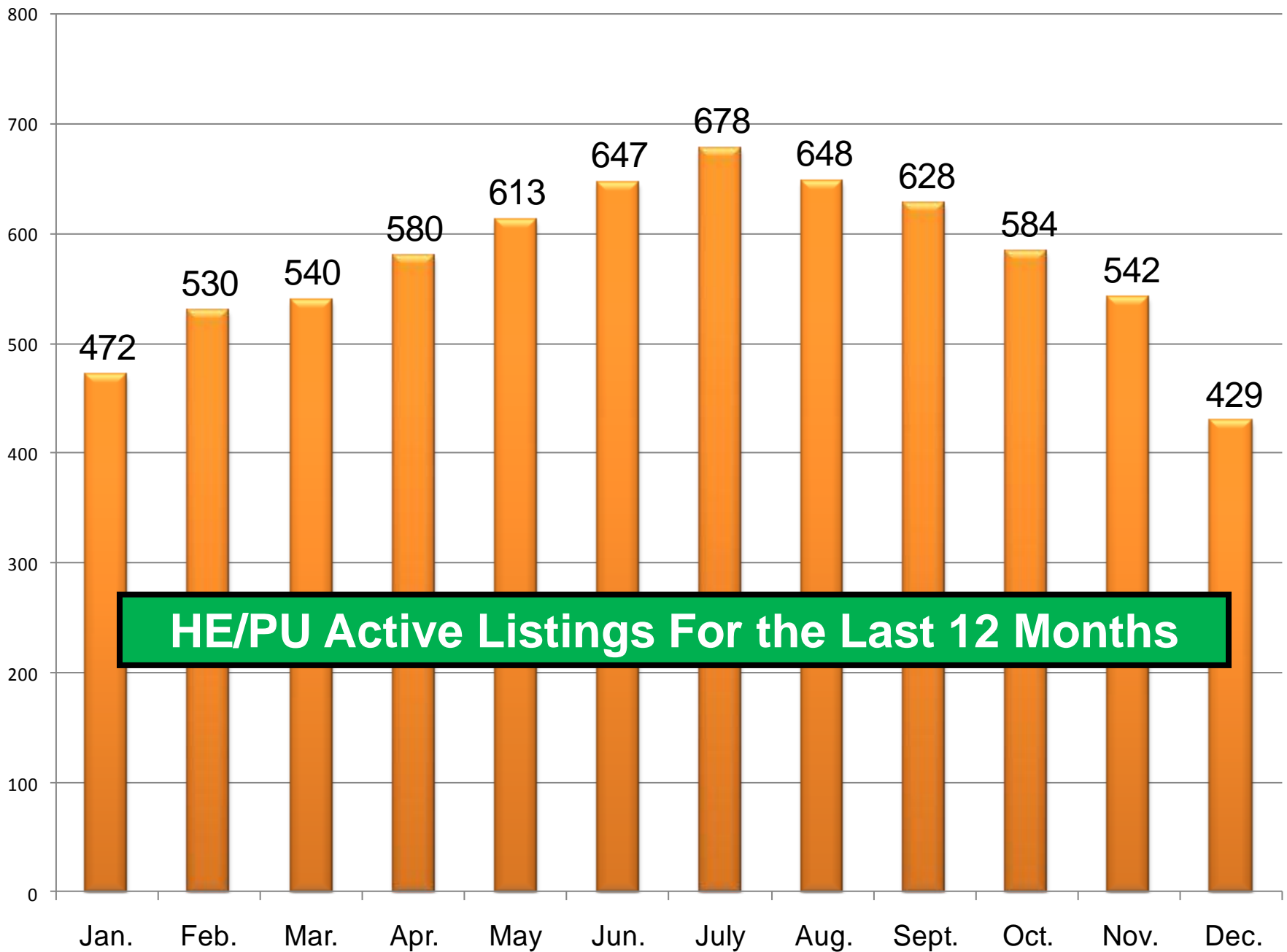
19/21
+10%

87/95
+9%

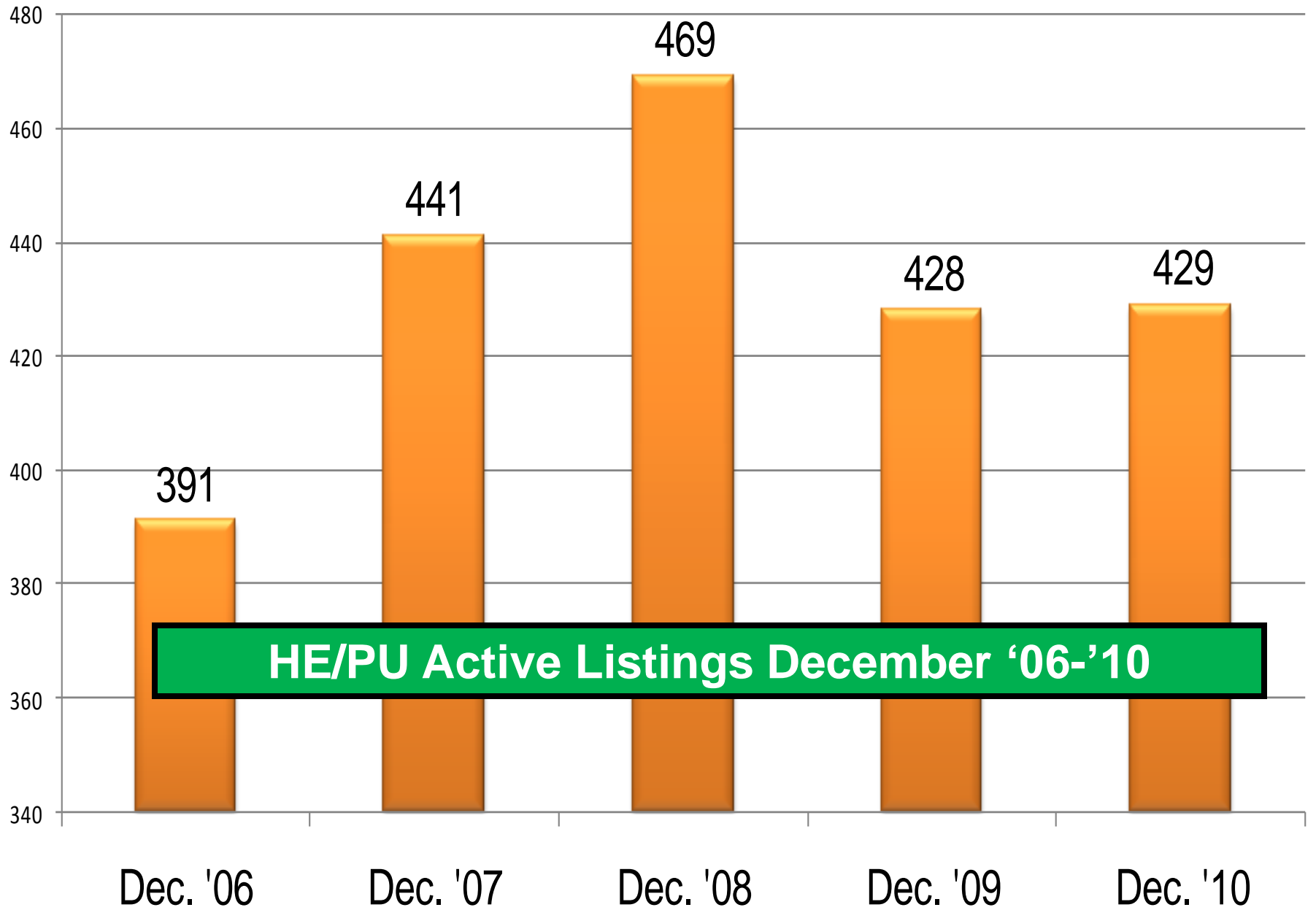


HE Average Sales Price



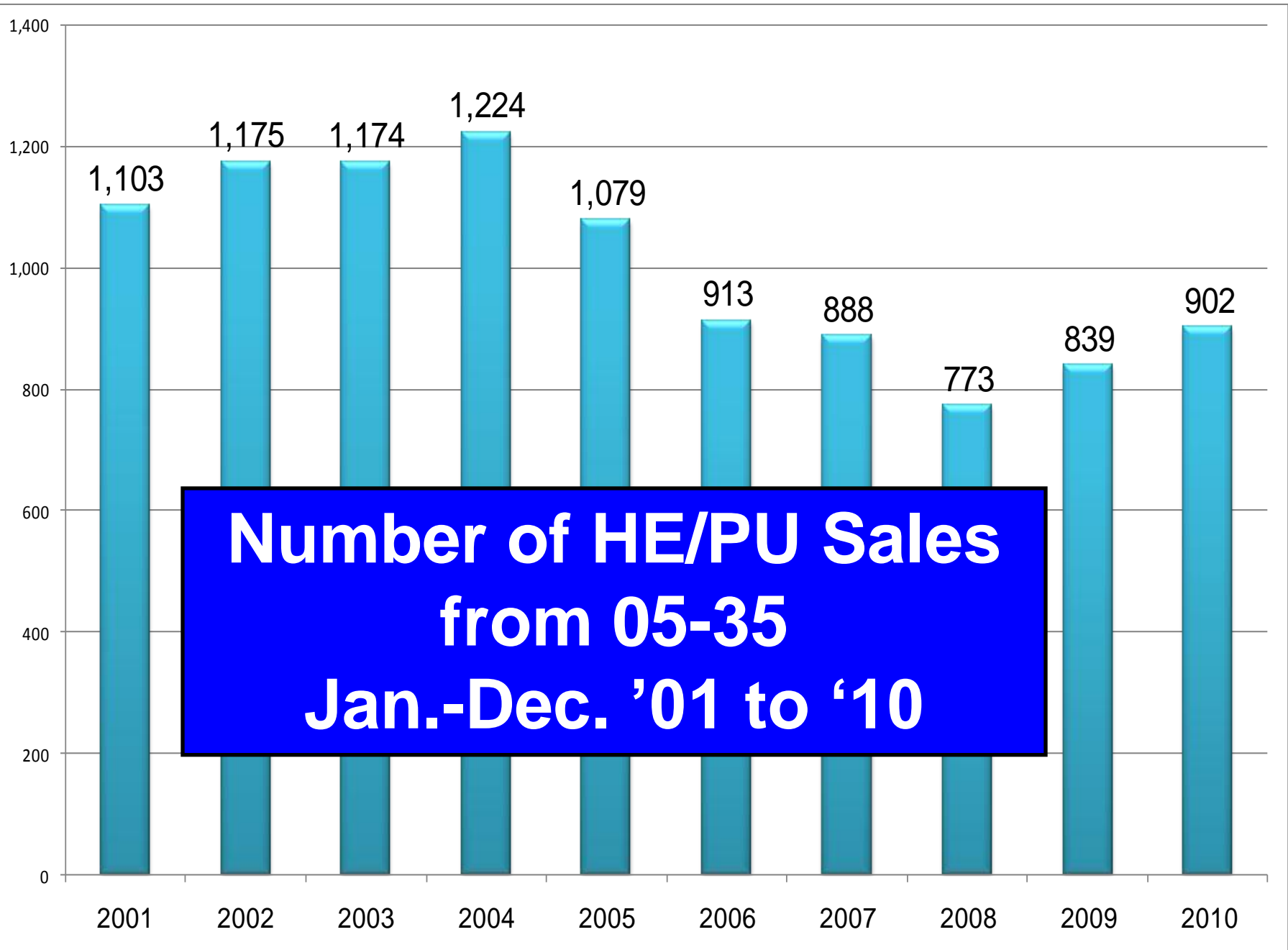


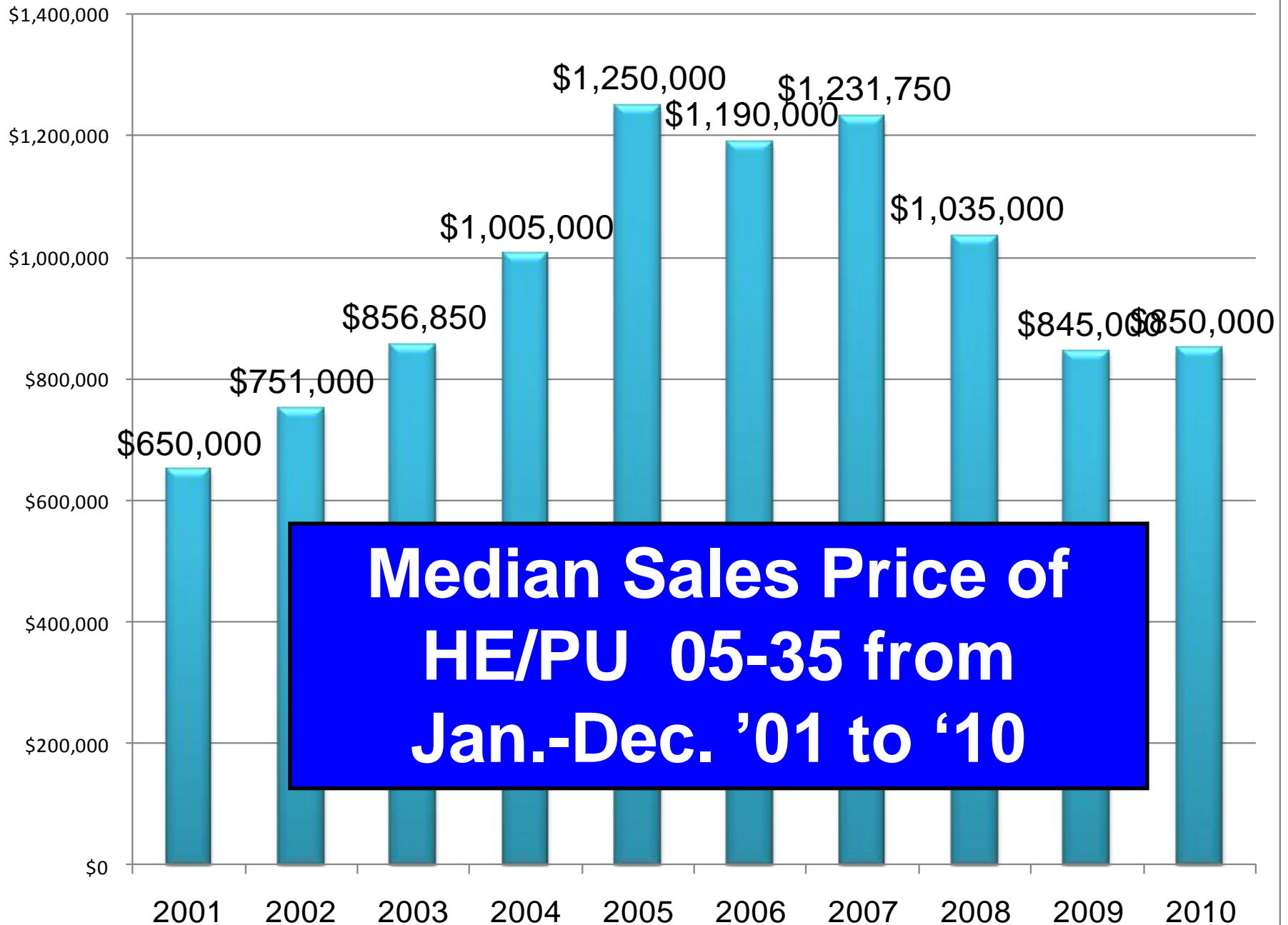
HE/PU Active Listings For the Last 12 Months



HE/PU Active Listings December '06-'10

**Perspective
for Home Estates
2001-2010**





December 1-December 31

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	25	\$14,127,000	\$429,000	\$565,080	65	\$13,608,128	\$415,000	\$544,325	96.33	91.54
List/Sold	6	\$3,811,000	\$500,000	\$635,166	71	\$3,650,928	\$527,925	\$608,488	95.80	87.85
Co-Broker	19	\$10,316,000	\$389,000	\$542,947	63	\$9,957,200	\$365,000	\$524,063	96.52	92.97
New	18	\$9,907,400	\$450,000	\$550,411	19					
Pending	19	\$10,334,500	\$459,000	\$543,921	75					
Withdrawn	4	\$3,366,700	\$439,000	\$841,675	41					
Cancelled	8	\$4,382,842	\$445,000	\$547,855	134					
Expired	14	\$13,652,900	\$599,500	\$975,207	168					
Back On Market	6	\$2,386,355	\$355,000	\$397,725	73					
Extended	31	\$19,845,810	\$525,000	\$640,187	213					
Active In Range	153	\$120,905,800	\$589,000	\$790,233	163					
Current Active	127	\$96,470,850	\$575,000	\$759,612	172					

CO December '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	25	\$14,127,000	\$429,000	\$565,080	65	\$13,608,128	\$415,000	\$544,325	96.33	91.54
Pending	19	\$10,334,500	\$459,000	\$543,921	75					

CO December '09

	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	27	\$17,938,580	\$459,900	\$664,391	79	\$17,482,650	\$465,000	\$647,505	97.46	93.14
Pending	17	\$14,616,150	\$472,500	\$859,773	80					

List Price Range	Number of Listings	Average Days to Sold
\$150,000-\$199,999	2	15
\$200,000-\$249,999	2	133
\$300,000-\$349,999	4	29
\$350,000-\$399,999	4	96
\$400,000-\$449,999	2	3
\$450,000-\$499,999	2	74
\$550,000-\$599,999	2	42
\$600,000-\$649,999	1	82
\$650,000-\$699,999	1	149
\$750,000-\$799,999	1	1
\$1,000,000-\$1,099,999	1	89
\$1,200,000-\$1,299,999	1	87
\$1,300,000-\$1,399,999	1	40
\$1,400,000-\$1,499,999	1	156

The average price for the 25 properties is \$544,325.

The highest price is \$1,400,000.

76 Seaview Dr

The median price is \$394,000.

The lowest price is \$190,000.

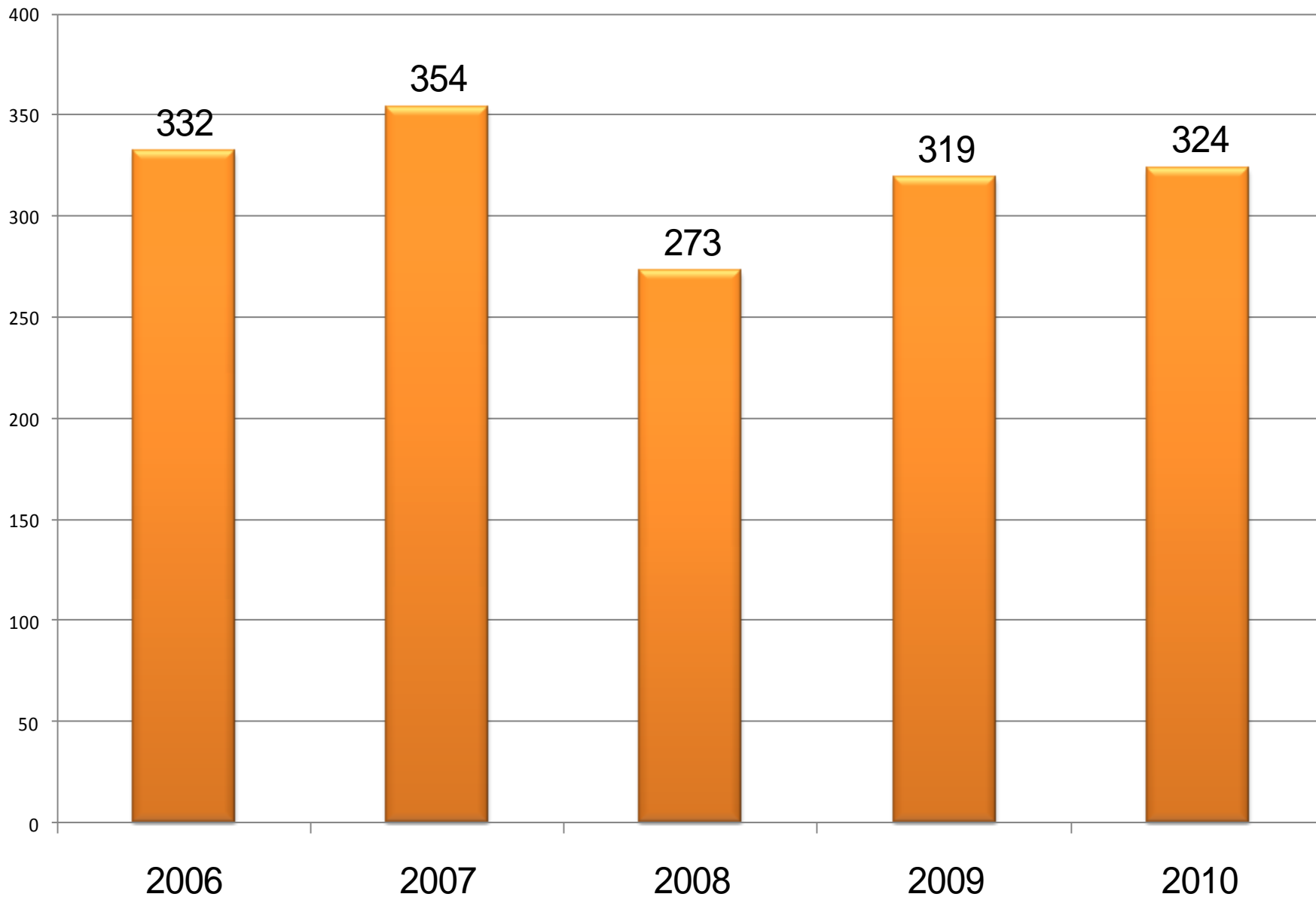
5931 Hickory St #3

The average Market Time is 62.

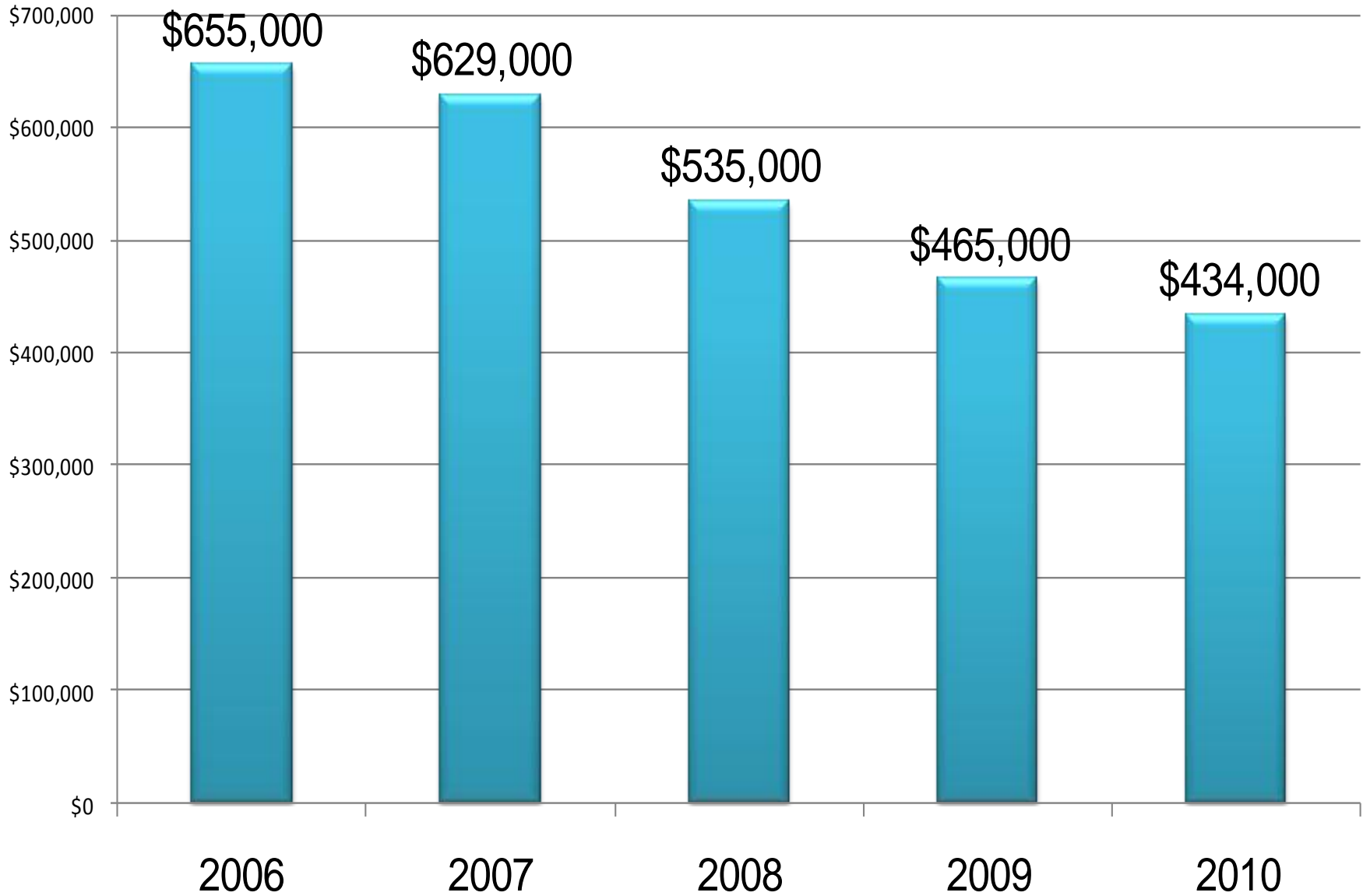
Condo Statistics

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

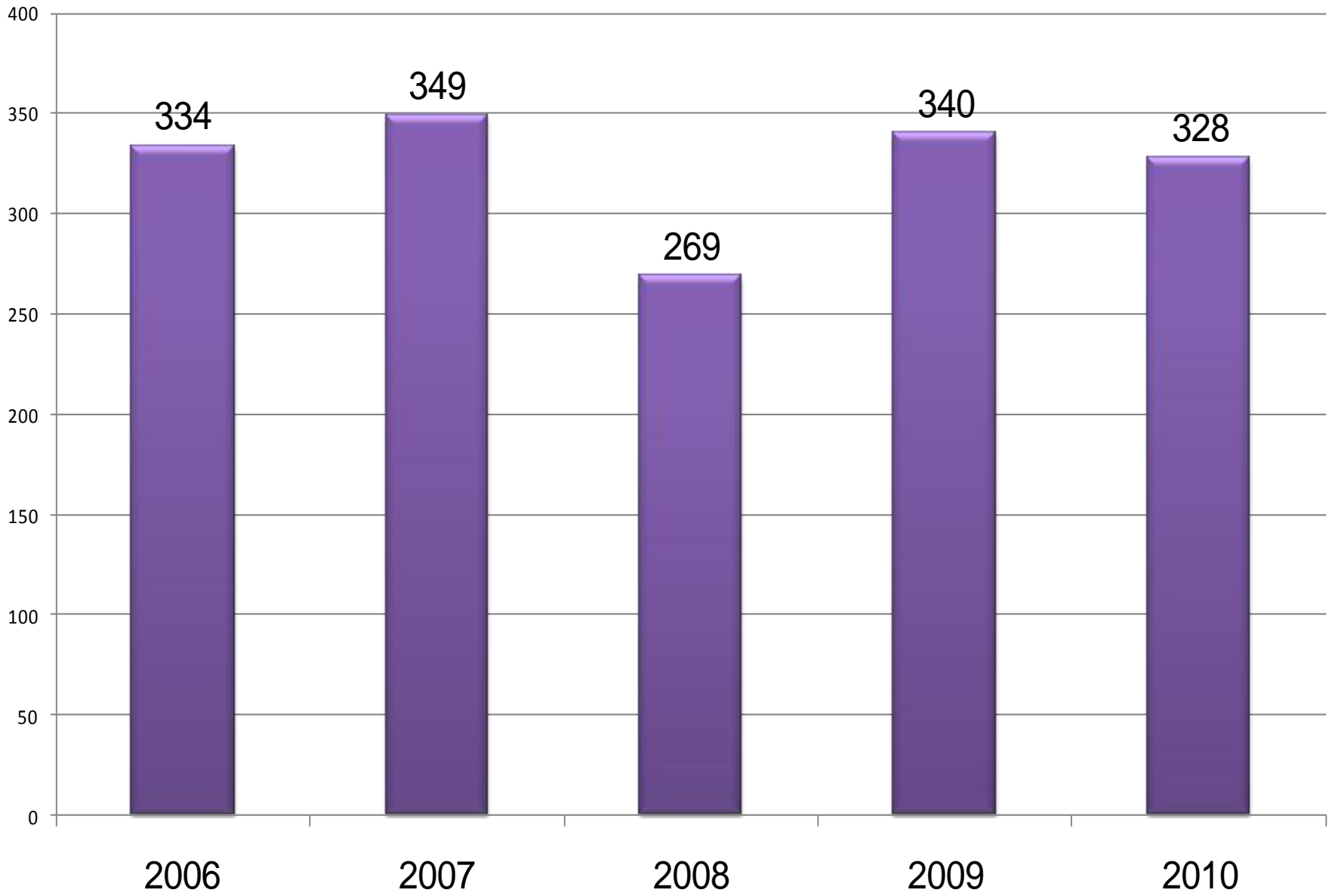
CO Sales Jan-Dec. 2006-2010



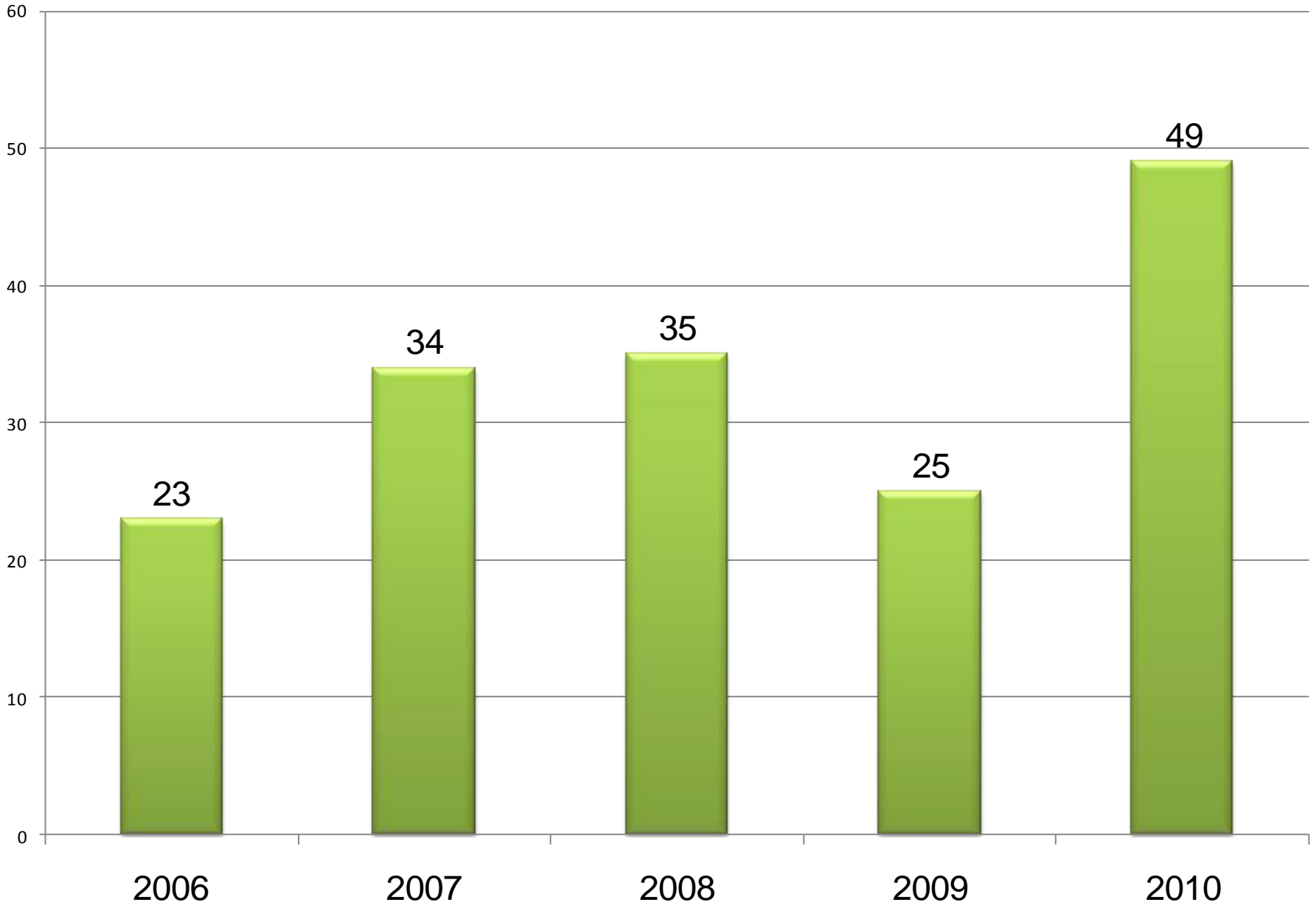
CO Median Sales Price Jan-Dec 2006-2010



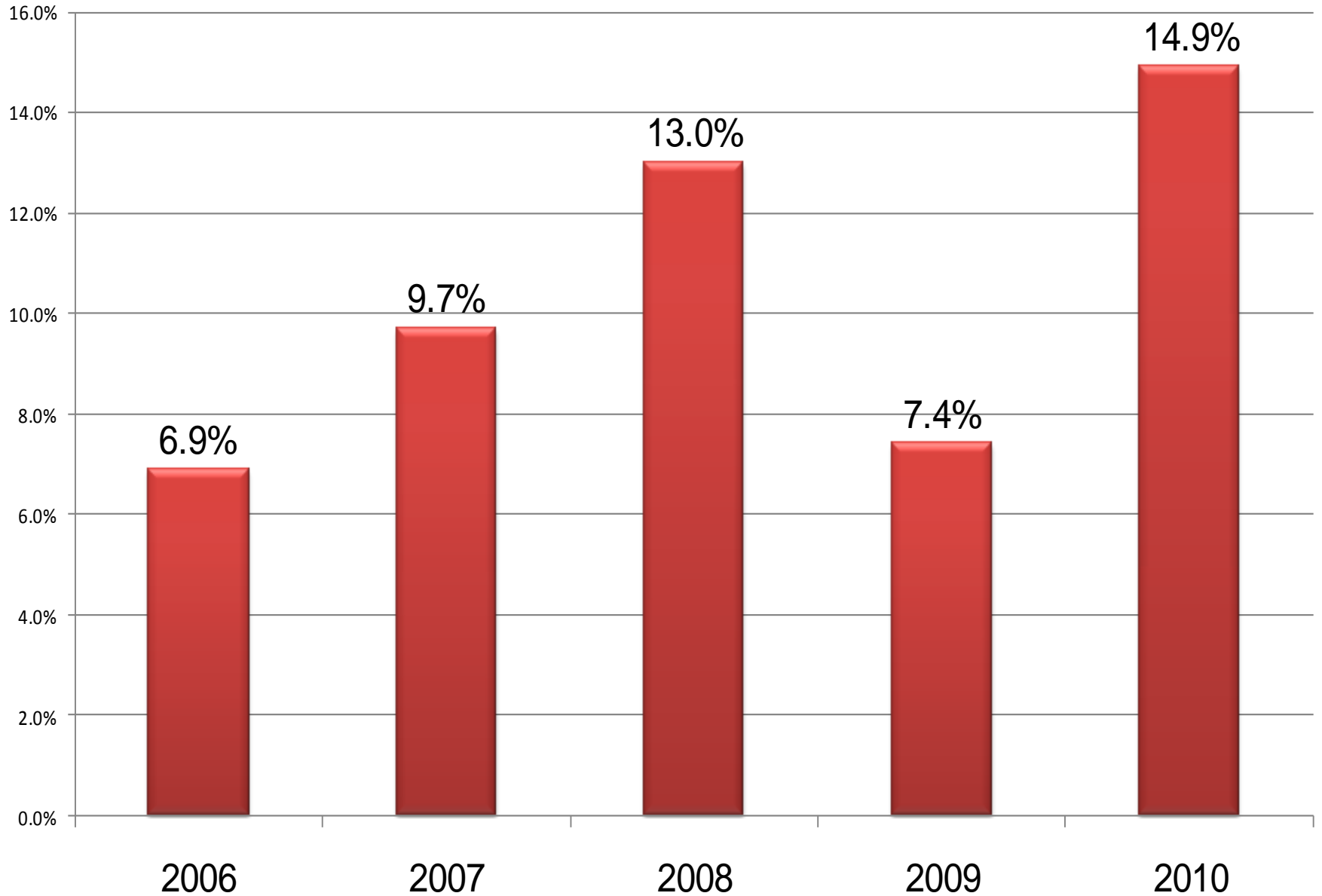
CO Pending Listings Jan-Dec. 2006-2010



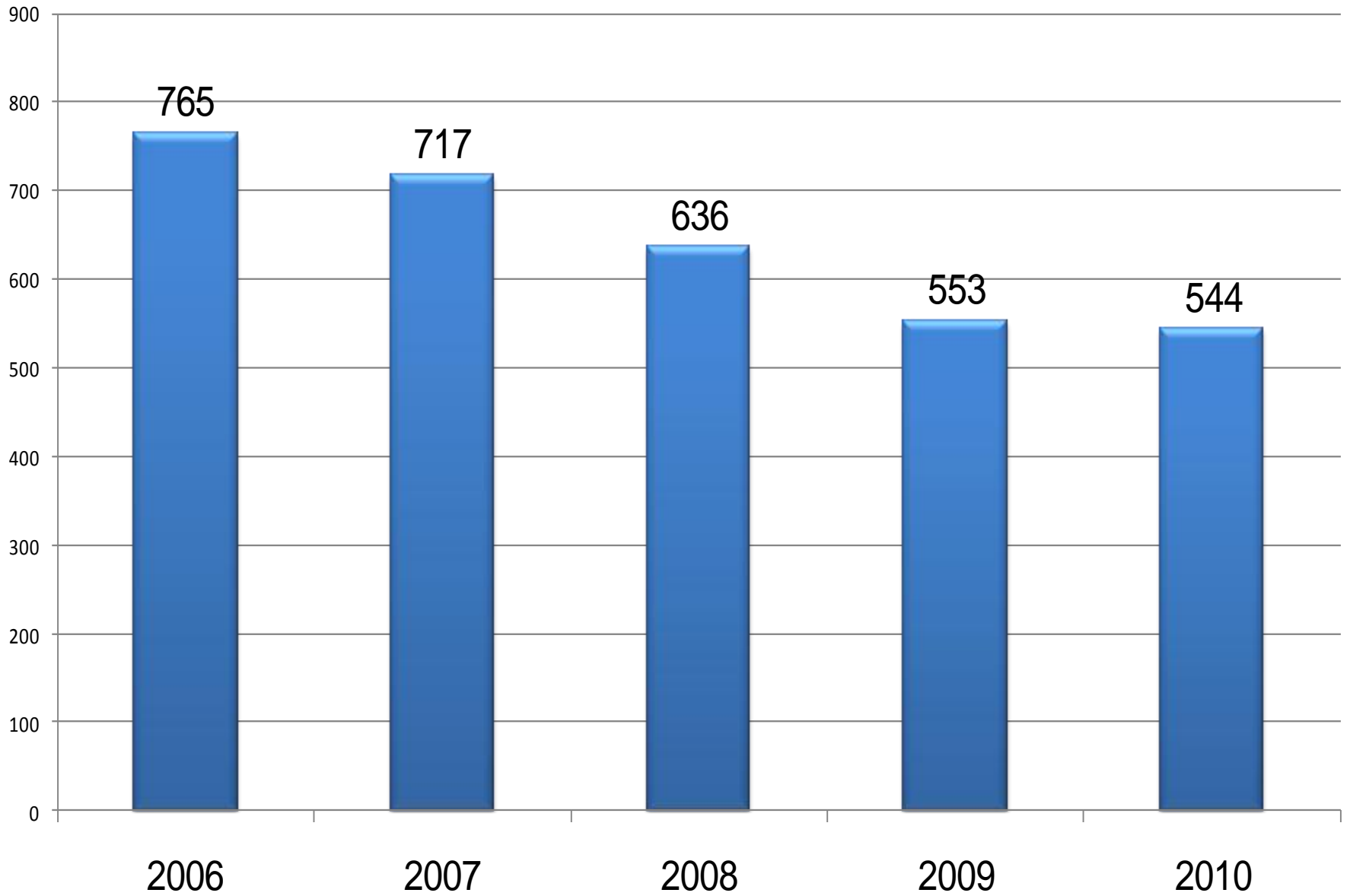
CO Fall Throughs Jan-Dec. 2006-2010



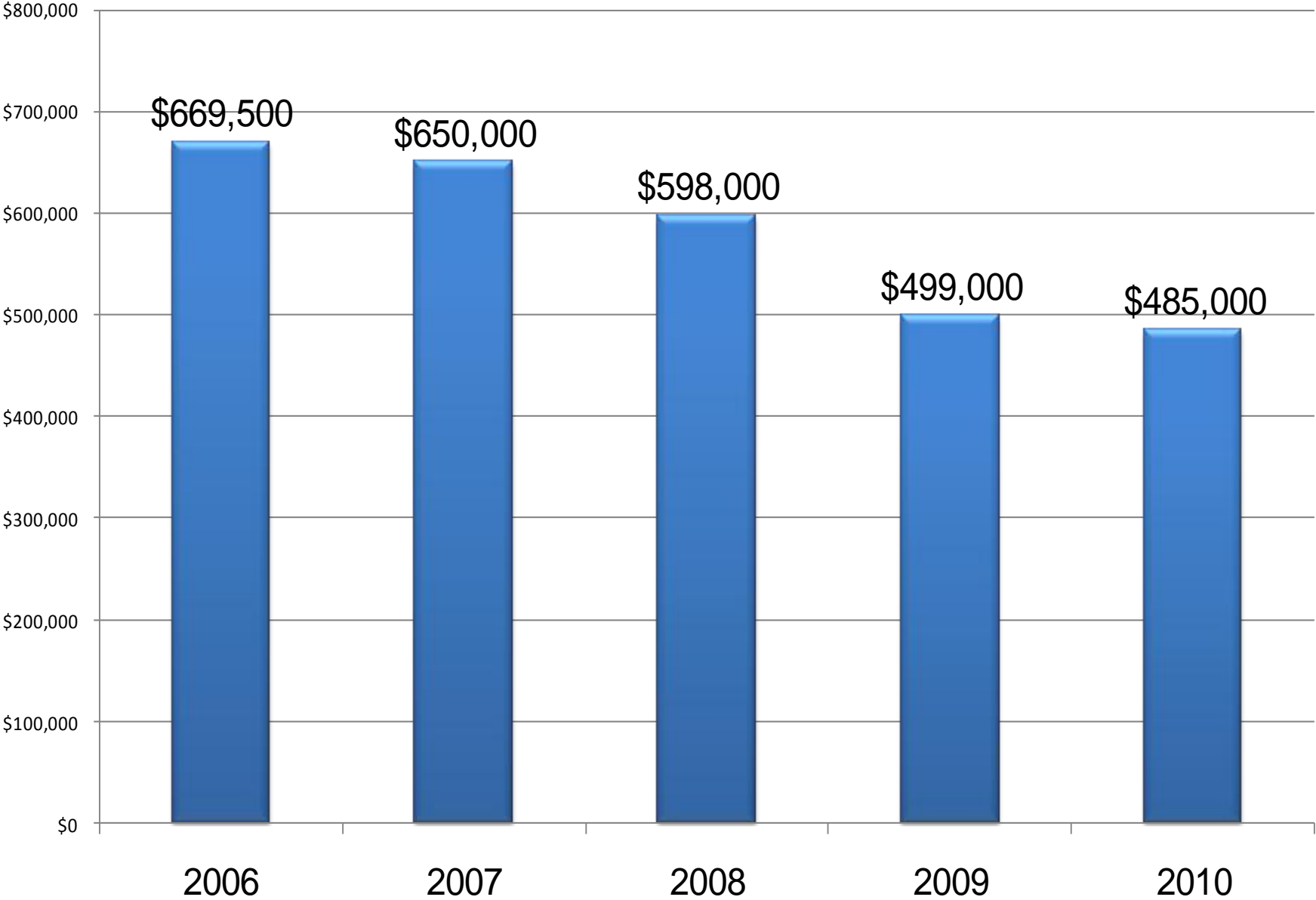
CO Fall Through Percentages Jan-Dec. 2006-2010



CO New Listings Jan-Dec. 2006-2010



CO Median List Price Jan.-Dec. 2006-2010



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

Active and Pending Listings '09 vs. '10 Jan-Dec

- Total Active Listings

'09 754, '10 706, **DOWN** -6.4%

- New Listings

'09 553, '10 544, **DOWN** -1.6%

- New Listings Median List Price

'09 \$499,000, '10 \$485,000, **DOWN** -2.8%

- Properties that went into Escrow

'09 340, '10 328, **DOWN** -2.3%

Sold CO '09 vs. '10 Jan-Dec

- Number of Sold Properties

'09 319, '10 324 **UP** +1.6%

- Median Sales Prices

'09 \$465,000, '10 \$434,000 **DOWN** -6.7%

- Median Sales Prices w/o Montecito

'09 \$460,000, '10 \$425,000 **DOWN** -7.6%

- Average Sold Price

'09 \$547,694, '10 \$527,465 **DOWN** -3.7%

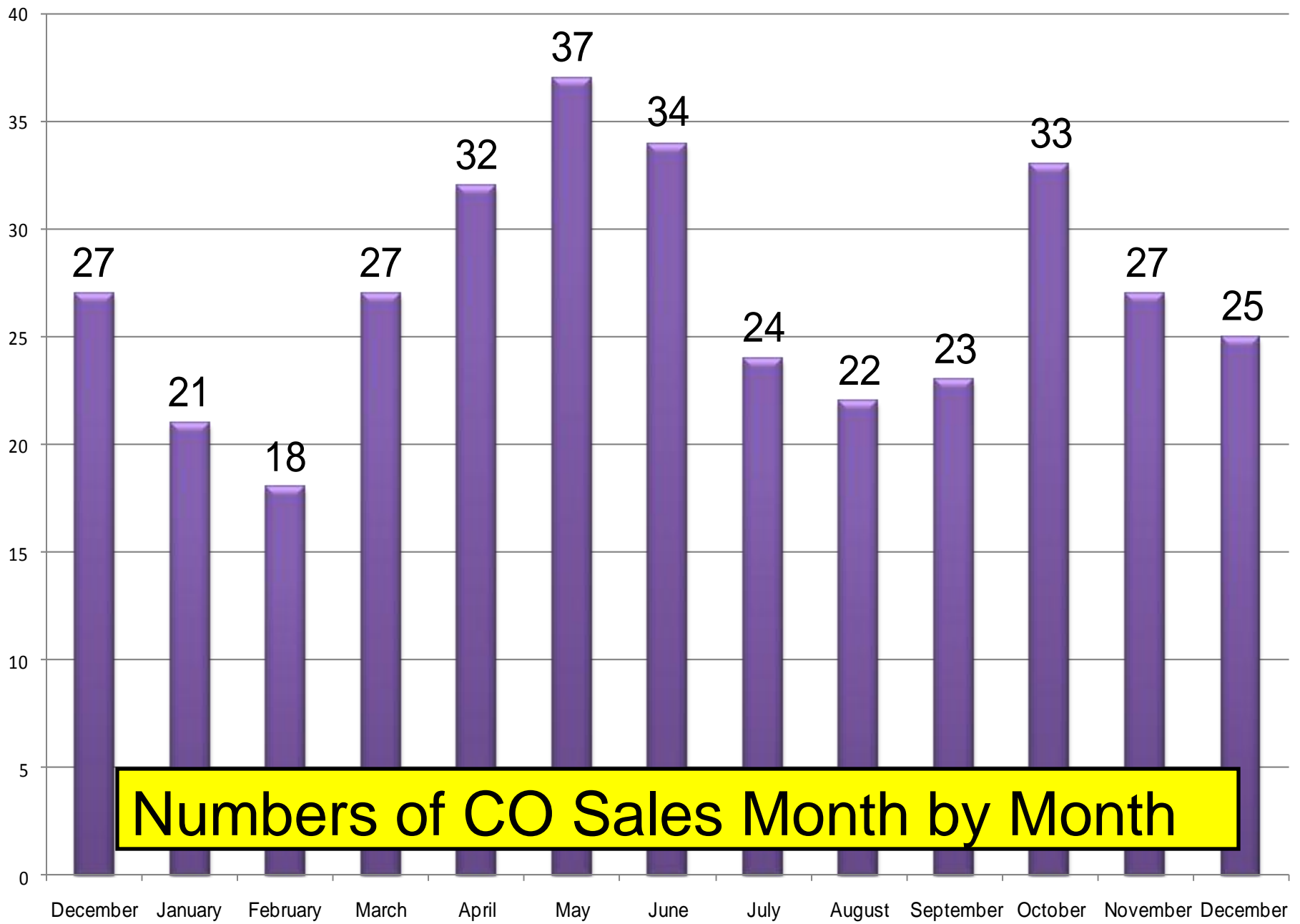
- Average Sold Price w/o Montecito

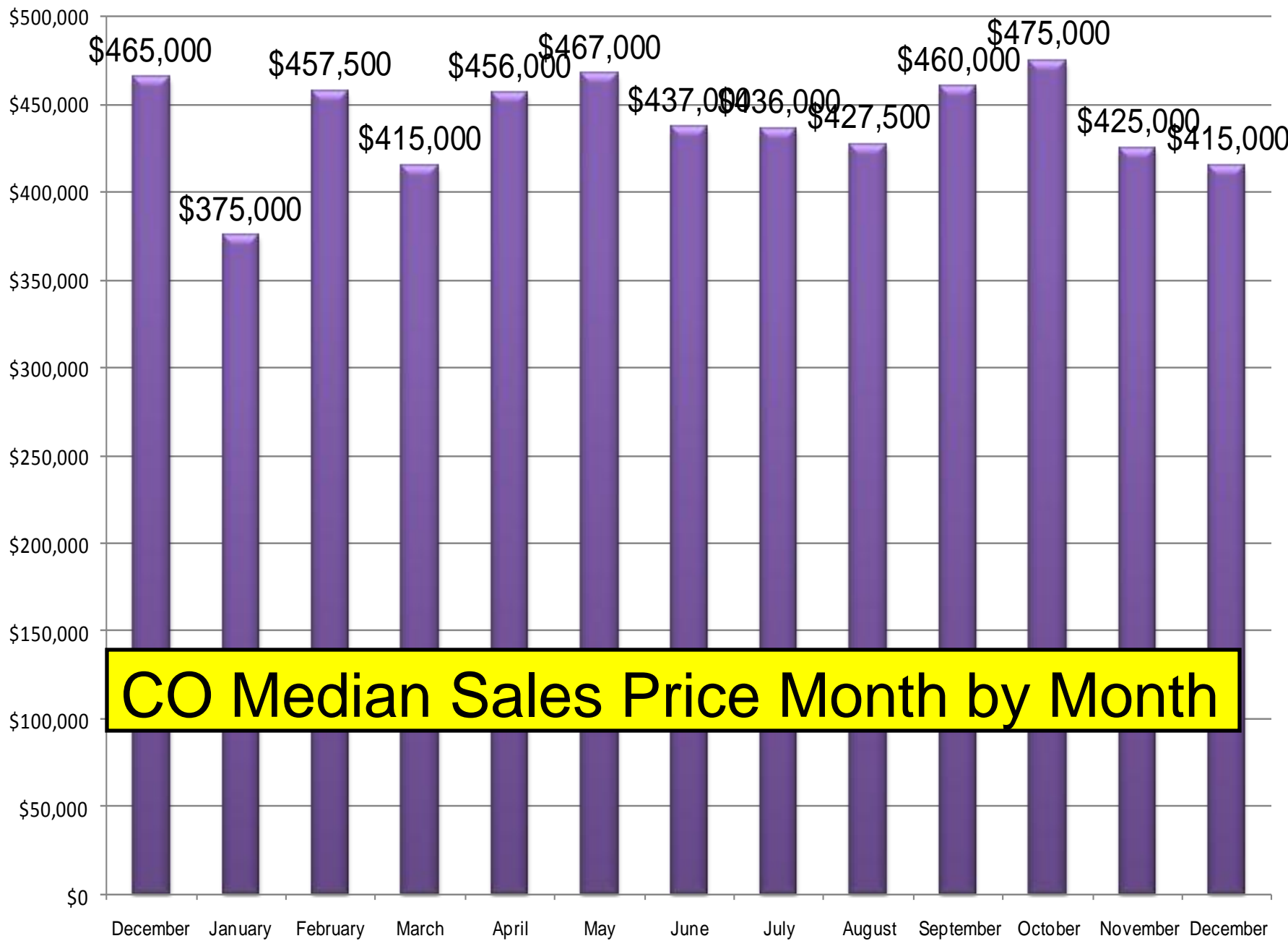
'09 \$527,745, '10 \$479,697 **DOWN** -9.1%

- Sold Volume

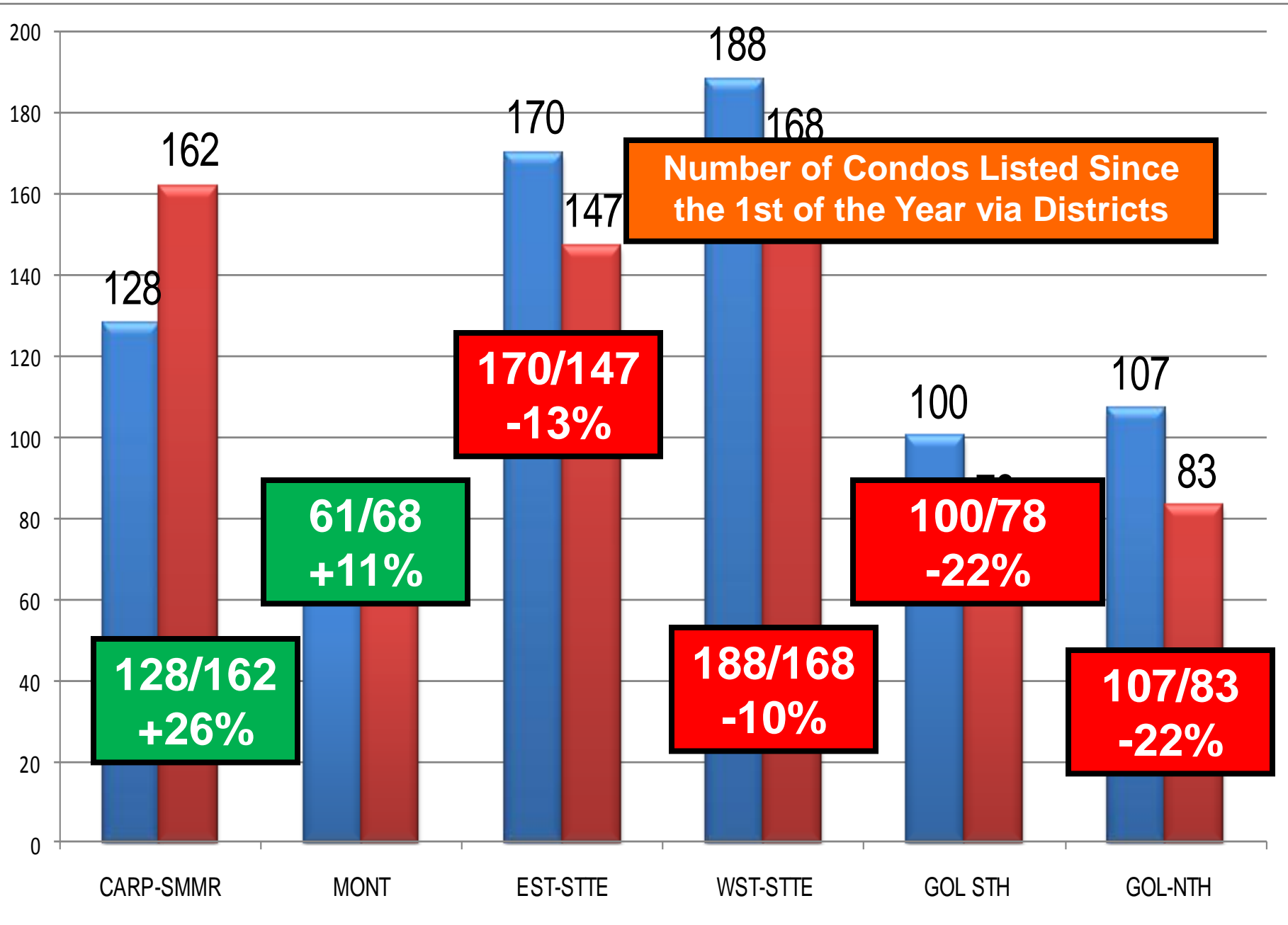
'09 \$174,714,518, '10 \$170,898,883 **DOWN** -2.2%

**Dec.'09 to Dec.'10
Month by Month
for Condos
Districts 05-35**

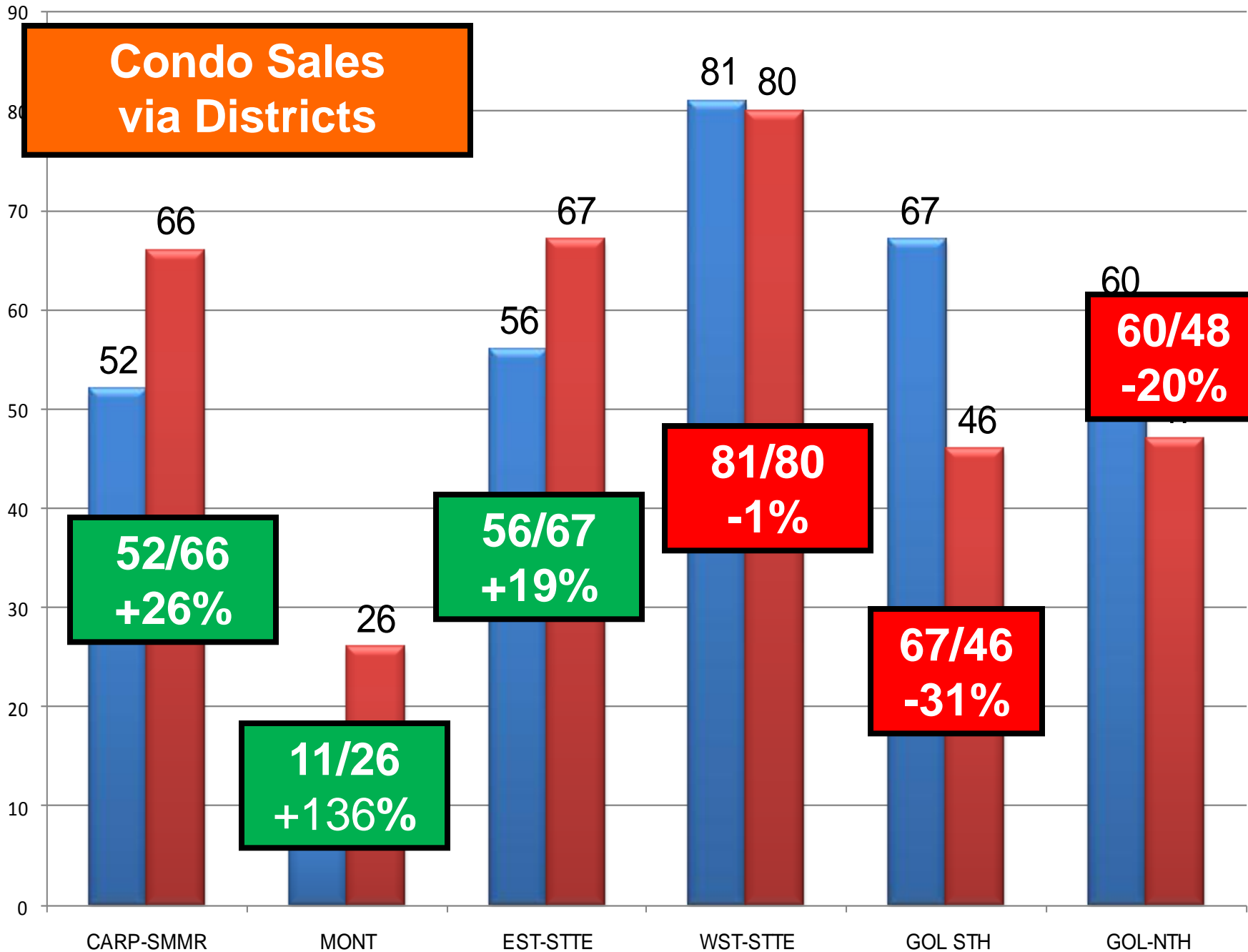




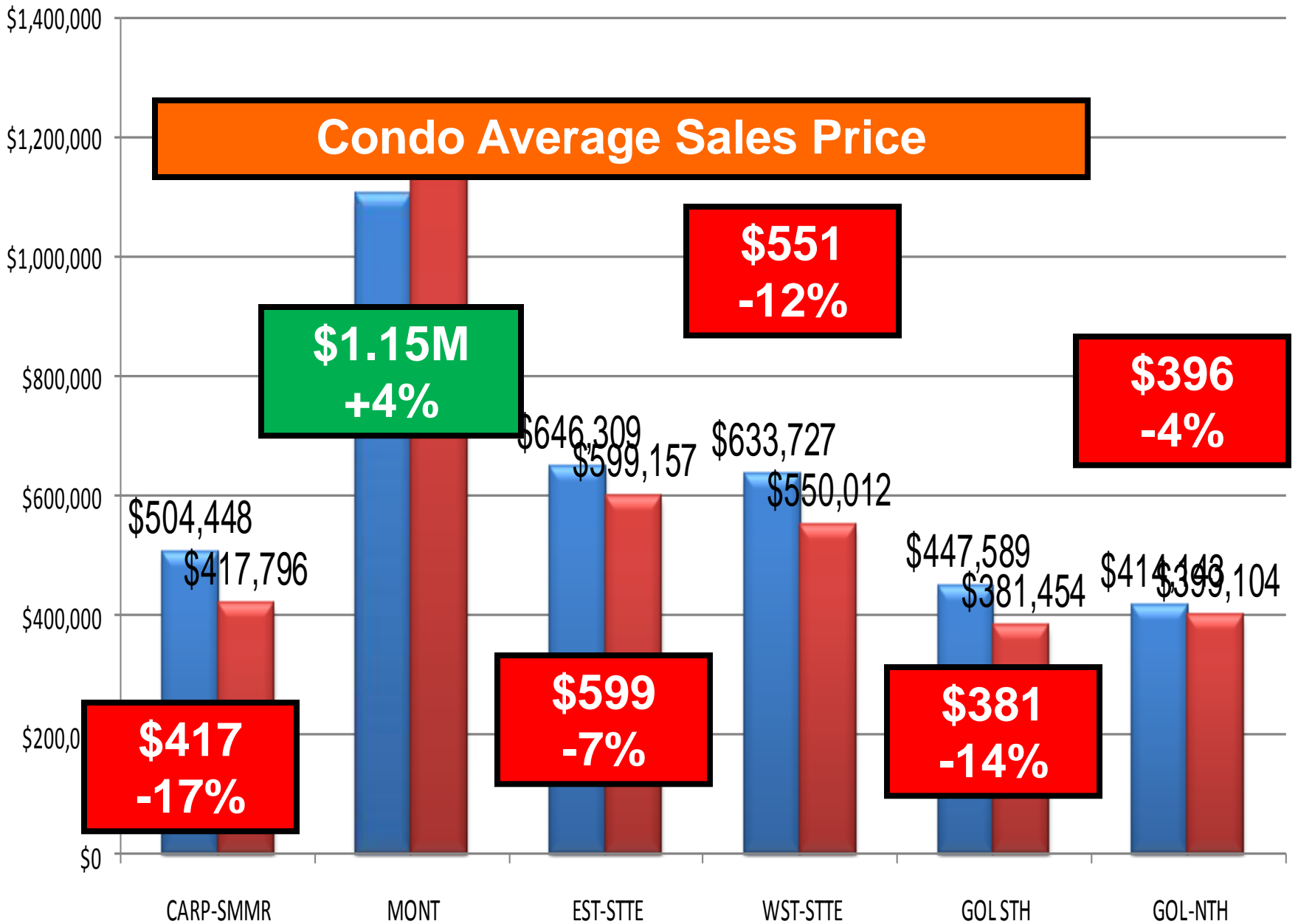
Condo District Stats

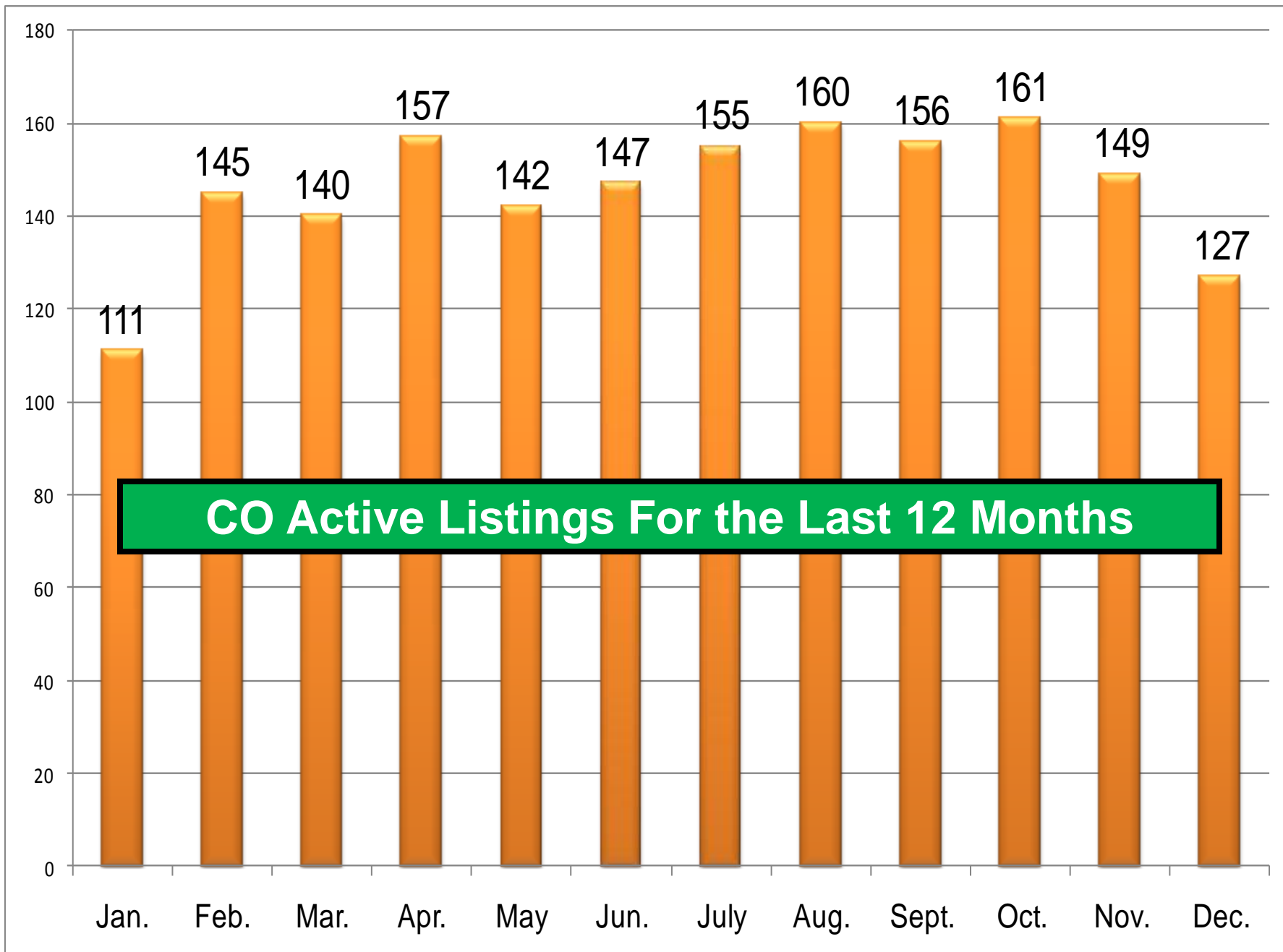


Condo Sales via Districts

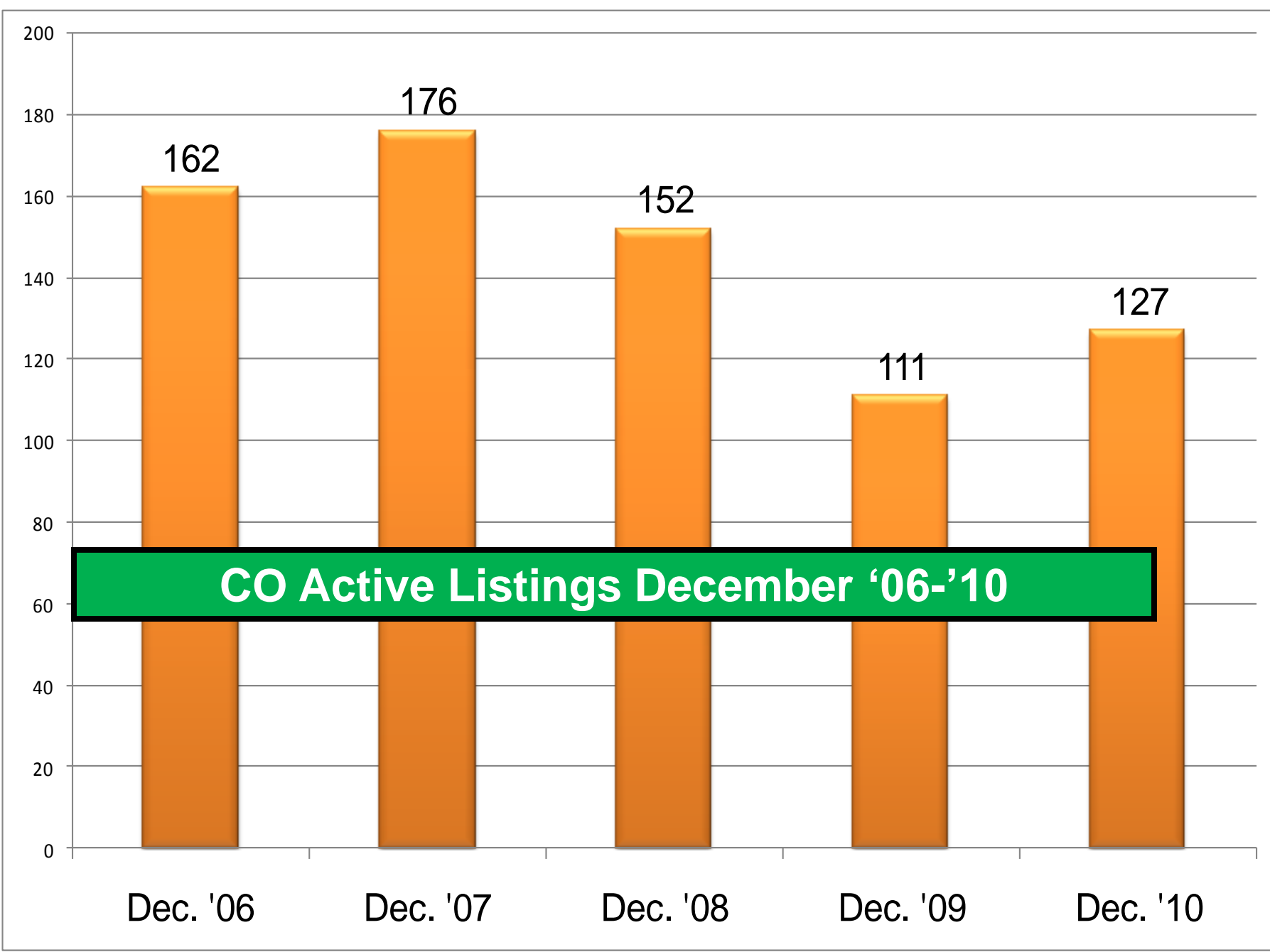


Condo Average Sales Price

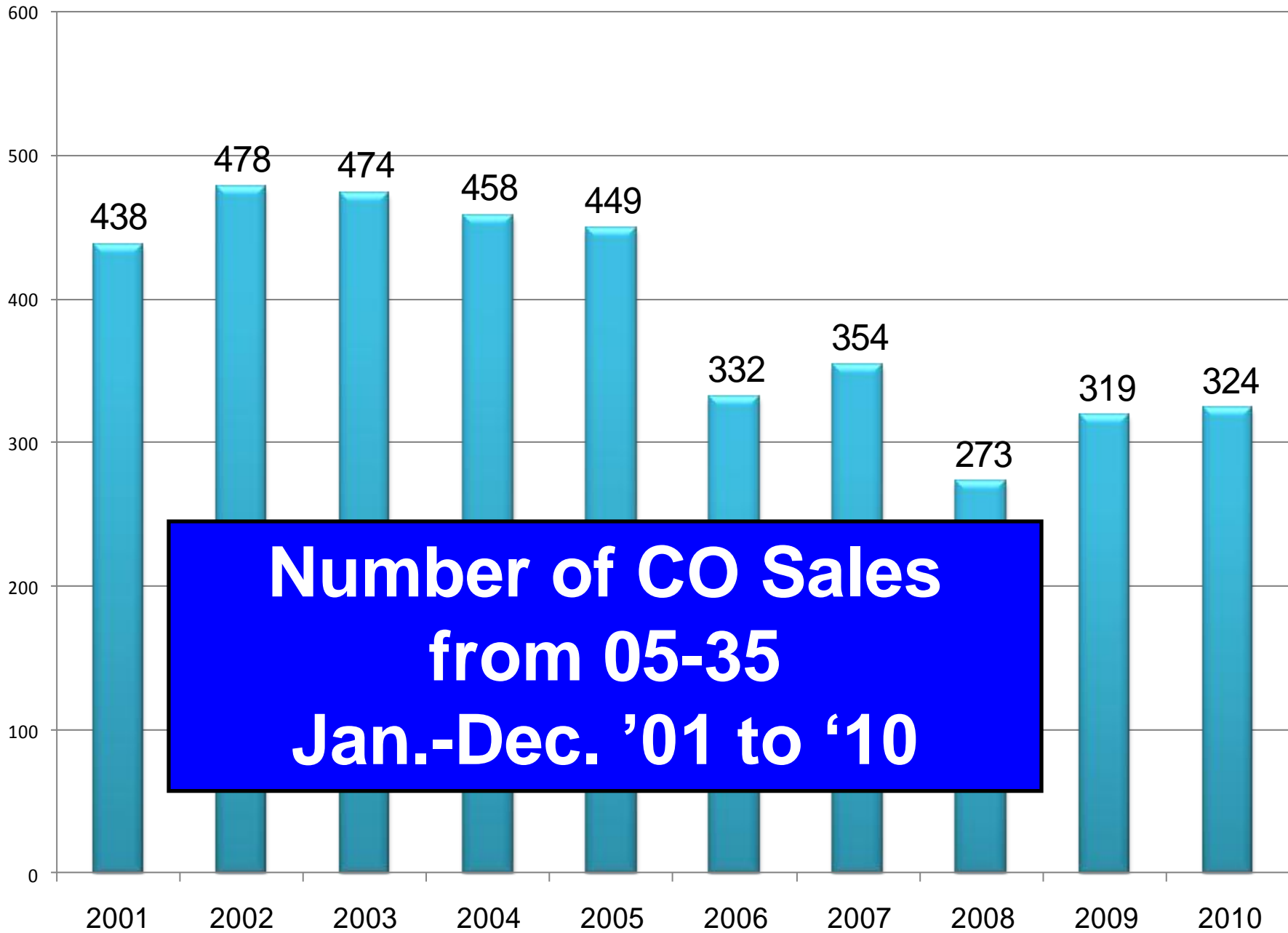




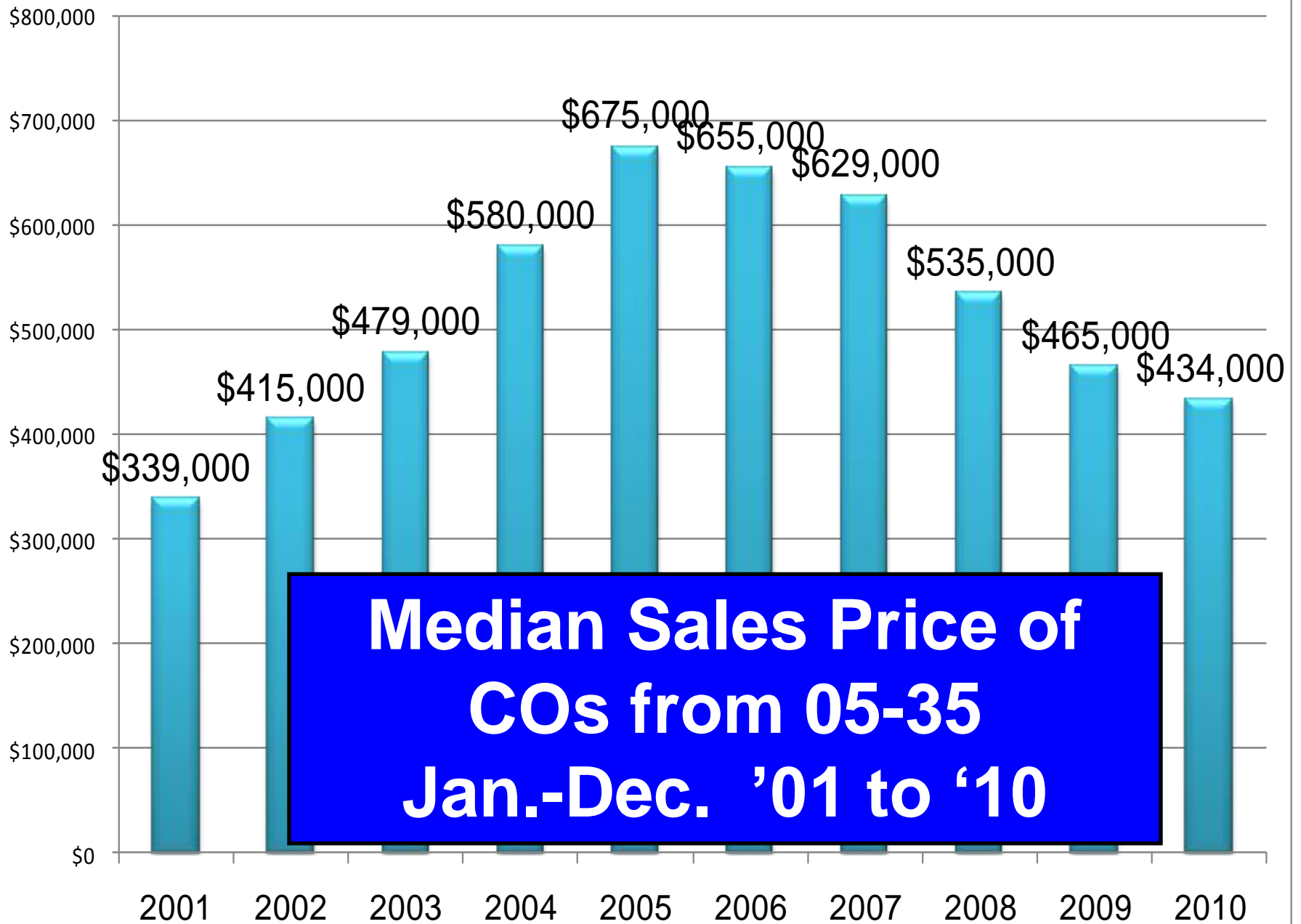
CO Active Listings For the Last 12 Months



**Perspective
for Condos
2001-2010**



**Number of CO Sales
from 05-35
Jan.-Dec. '01 to '10**



**Compiled from
Santa Barbara Multiple Listing Service Data
on 1/7/2011**

**Statistics Through December '10
And all of 2010**