

**Compiled from
Santa Barbara Multiple Listing Service Data
on 1/6/2012**

**Statistics Through December '11
And all of 2011**

MLS vs CORT for Nov. '11

MLS 94 Sales 69 HE/PU – 25 CO

CORT 122 Sales

- 2 Reported Closed in December
- 2 Land Sales
- 1 Commercial/Office
- 4 Multi-Family
- 1 Business Opportunity
- 1 Cancelled in MLS
- 2 Still Pending
- 15 Not in MLS

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	98	\$108,212,059	\$739,450	\$1,104,204	97	\$100,212,422	\$711,000	\$1,022,575	92.61	85.66
List/Sold	16	\$17,332,700	\$834,000	\$1,083,293	97	\$15,806,000	\$834,000	\$987,875	91.19	84.67
Co-Broker	82	\$90,879,359	\$692,000	\$1,108,284	97	\$84,406,422	\$691,000	\$1,029,346	92.88	85.85
New	73	\$104,991,480	\$799,000	\$1,438,239	16					
Pending	102	\$91,093,230	\$690,000	\$893,070	85					
Withdrawn	17	\$43,497,910	\$1,695,000	\$2,558,700	171					
Cancelled	33	\$73,290,499	\$1,275,000	\$2,220,924	201					
Expired	53	\$215,500,706	\$1,750,000	\$4,066,051	230					
Back On Market	27	\$24,740,338	\$669,000	\$916,308	154					
Extended	81	\$300,242,998	\$1,595,000	\$3,706,703	236					
Active In Range	511	\$1,736,774,090	\$1,575,000	\$3,398,775	150					
Current Active	387	\$1,361,289,130	\$1,600,000	\$3,517,542	164					

HE/PU December '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	98	\$108,212,059	\$739,450	\$1,104,204	97	\$100,212,422	\$711,000	\$1,022,575	92.61	85.66
Pending	102	\$91,093,230	\$690,000	\$893,070	85					

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	89	\$142,294,699	\$800,000	\$1,598,816	92	\$127,150,525	\$777,000	\$1,428,657	89.36	81.05
Pending	55	\$62,997,850	\$789,000	\$1,145,415	129					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$250,000-\$299,999	1	50
\$300,000-\$349,999	1	13
\$350,000-\$399,999	1	98
\$400,000-\$449,999	5	45
\$450,000-\$499,999	5	66
\$500,000-\$549,999	14	54
\$550,000-\$599,999	11	69
\$600,000-\$649,999	5	85
\$650,000-\$699,999	4	43
\$700,000-\$749,999	5	71
\$750,000-\$799,999	4	92
\$800,000-\$849,999	4	75
\$850,000-\$899,999	1	4
\$900,000-\$949,999	4	150
\$950,000-\$999,999	2	106

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	5	99
\$1,100,000-\$1,199,999	4	285
\$1,200,000-\$1,299,999	3	171
\$1,300,000-\$1,399,999	1	76
\$1,400,000-\$1,499,999	3	158
\$1,600,000-\$1,699,999	2	125
\$1,700,000-\$1,799,999	1	23
\$1,900,000-\$1,999,999	1	43
\$2,000,000-\$2,249,999	2	251
\$2,500,000-\$2,749,999	4	73
\$2,750,000-\$2,999,999	2	127
\$3,000,000-\$3,249,999	1	209
\$3,750,000-\$3,999,999	1	107
\$5,000,000+	1	496

The average price for the 98 properties is \$1,022,575.

The highest price is \$5,500,000.

4495 Via Abrigada

The median price is \$707,000.

The lowest price is \$260,000.

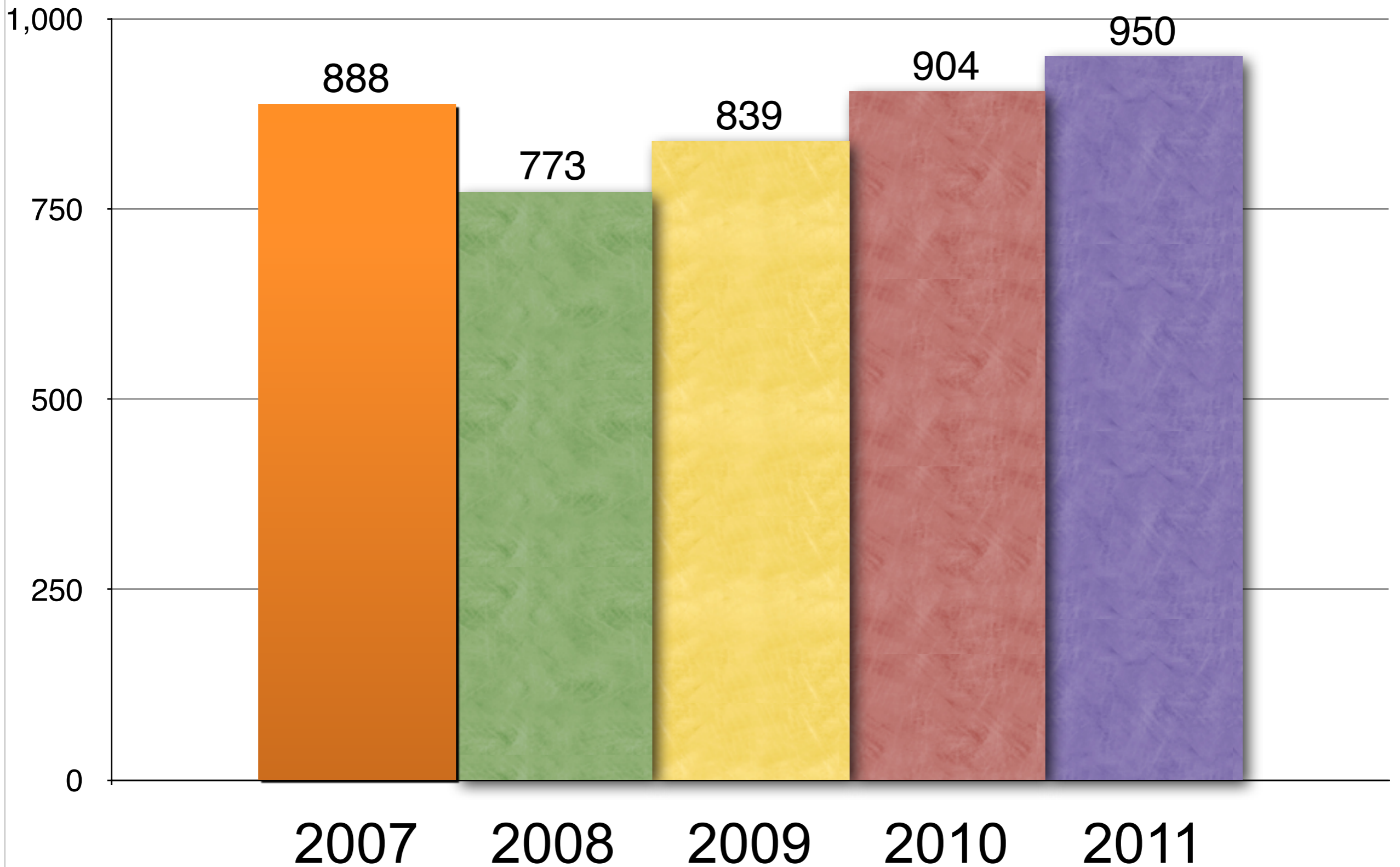
523 W Ortega St

The average Market Time is 97.

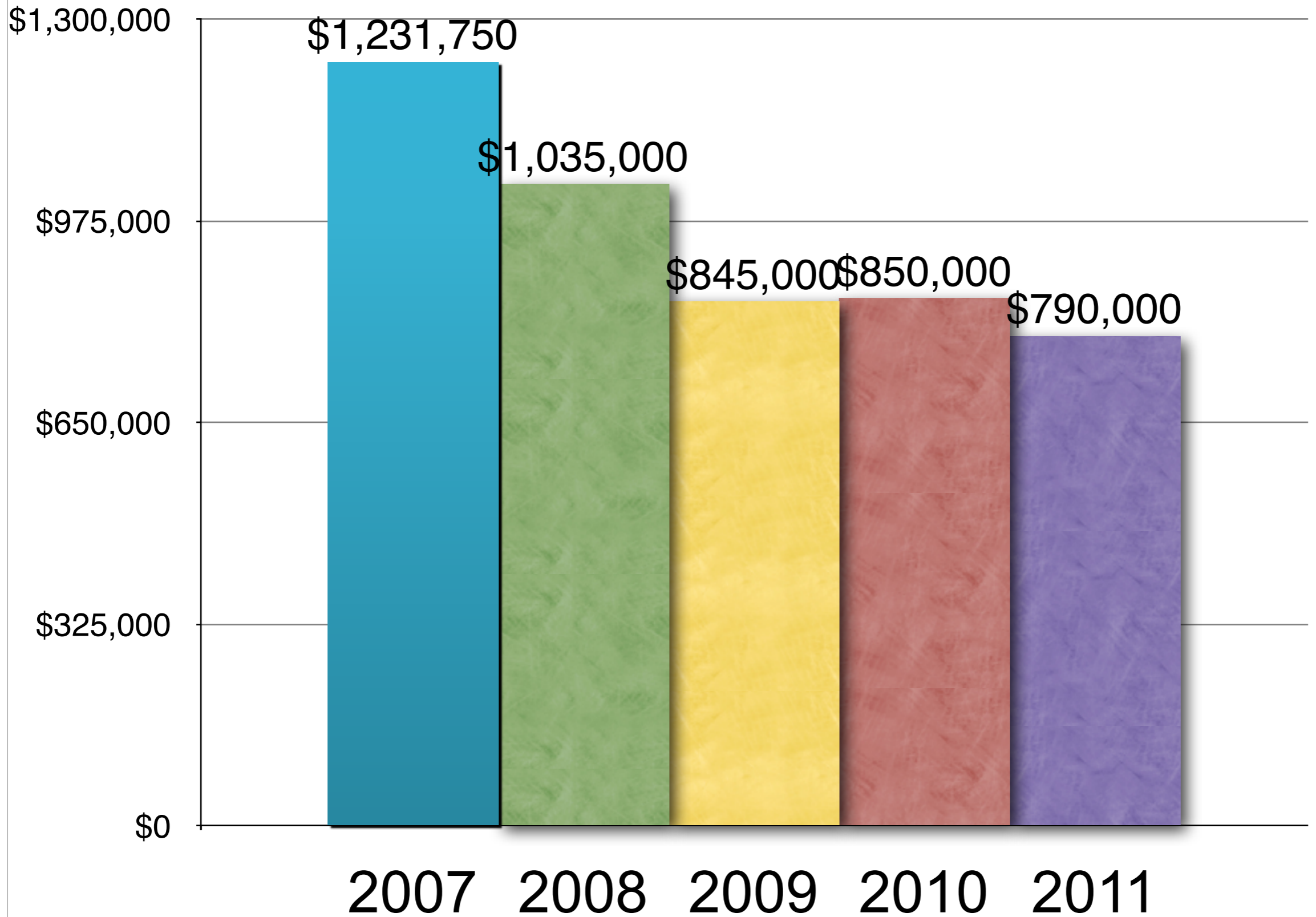
Home Estate/PUD

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

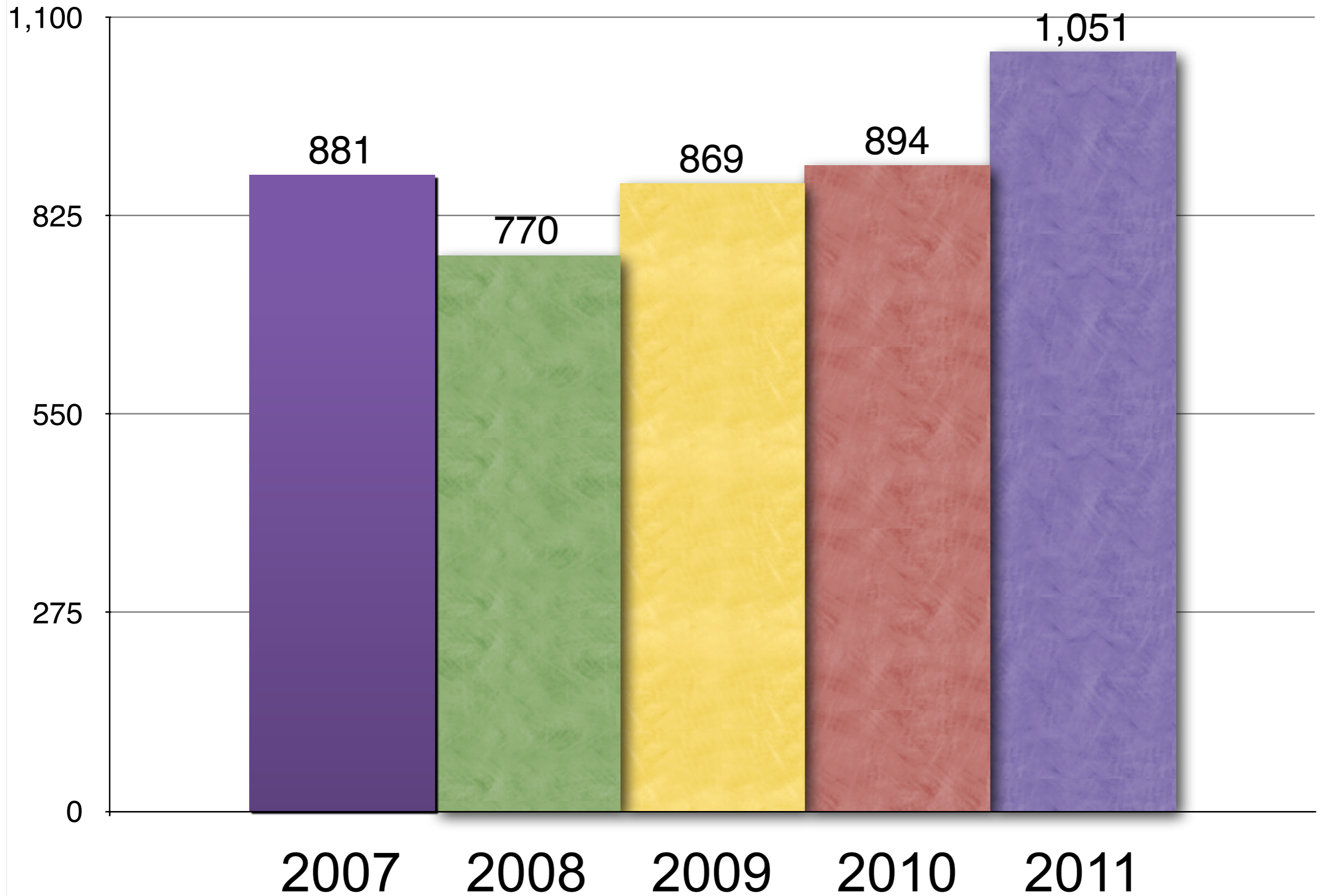
HE/PU Sales Jan-Dec. 2007-2011



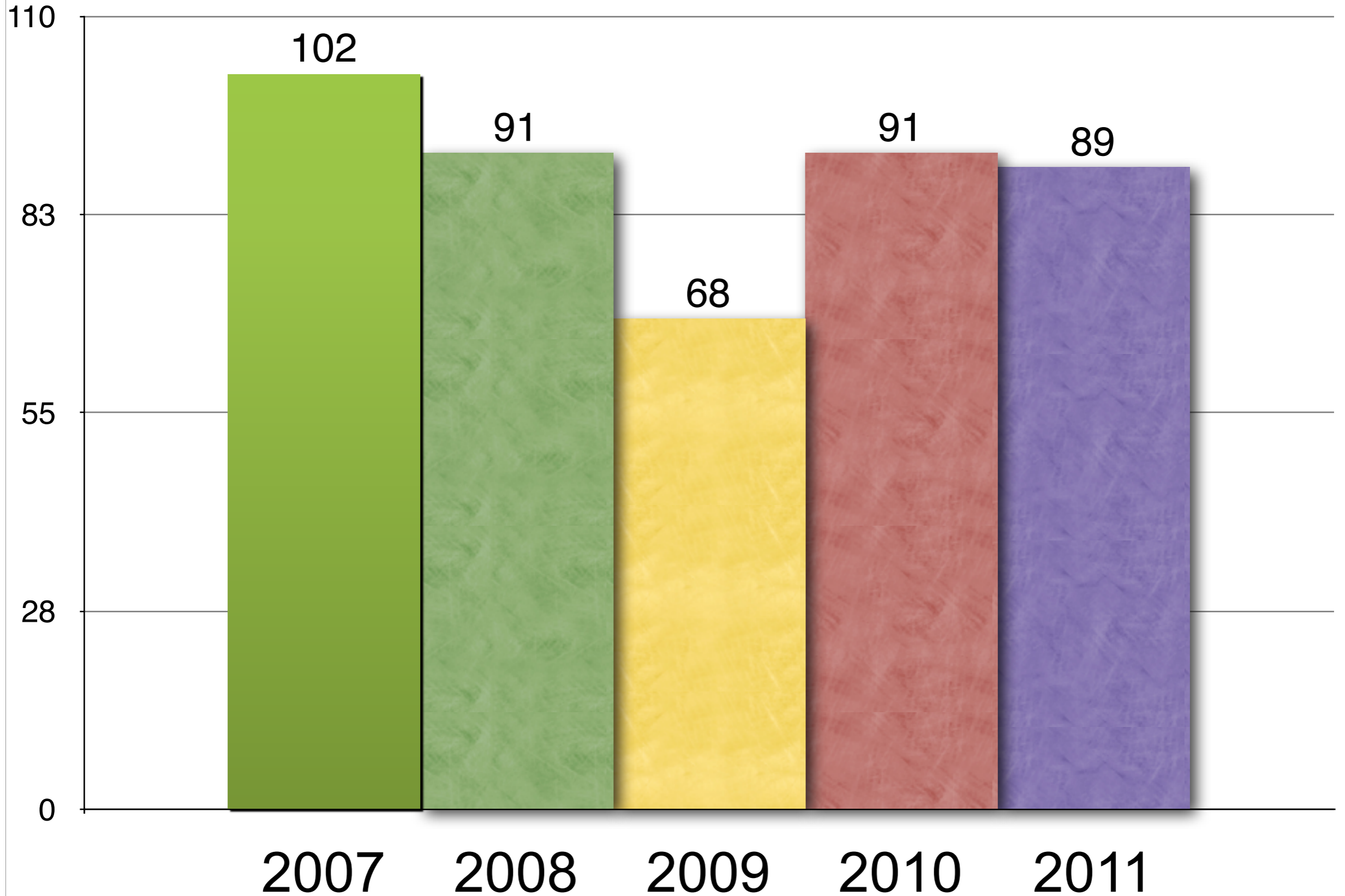
HE/PU Median Sales Price Jan-Dec. 2007-2011



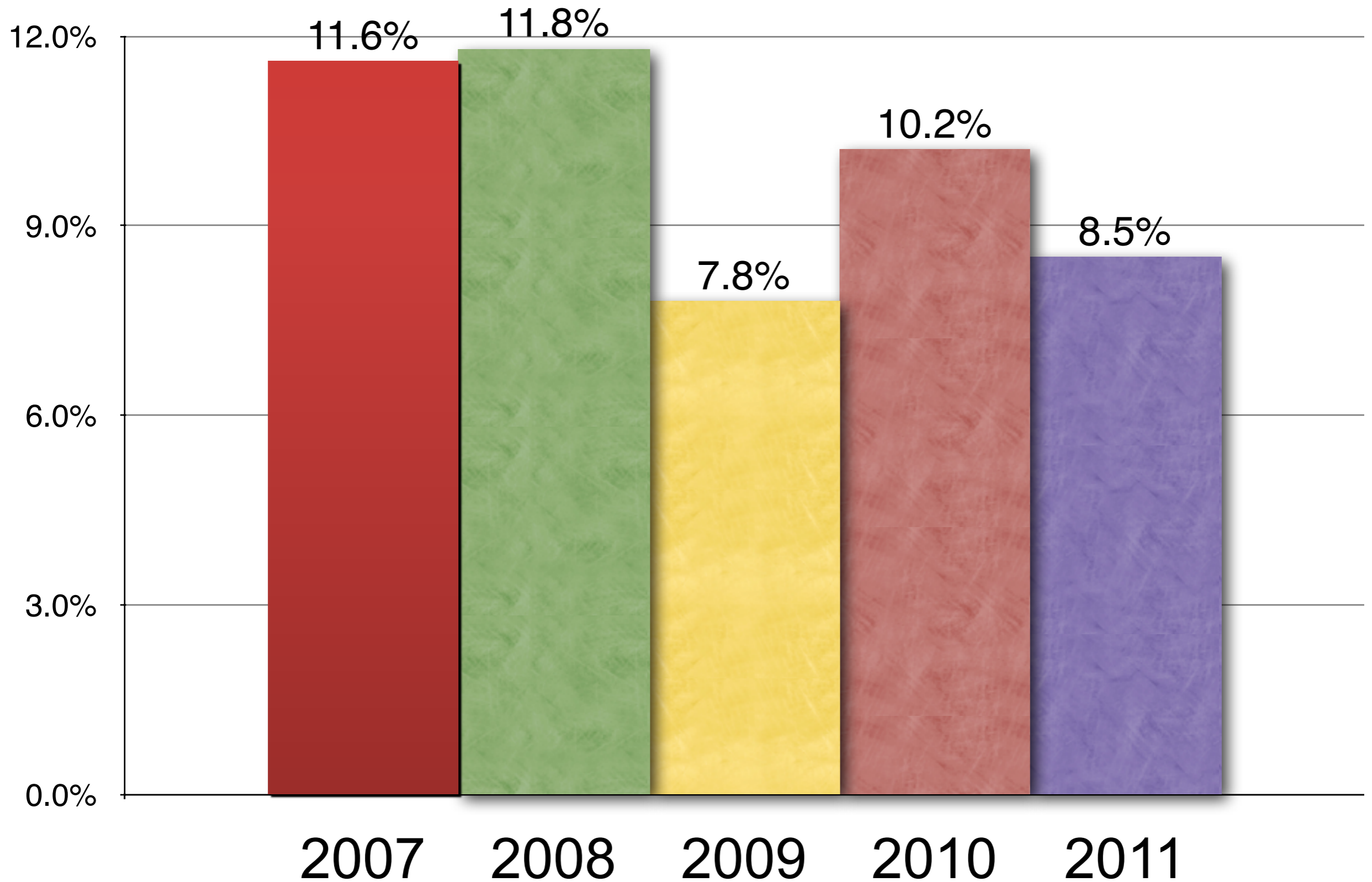
HE/PU Pending Listings Jan-Dec. 2007-2011



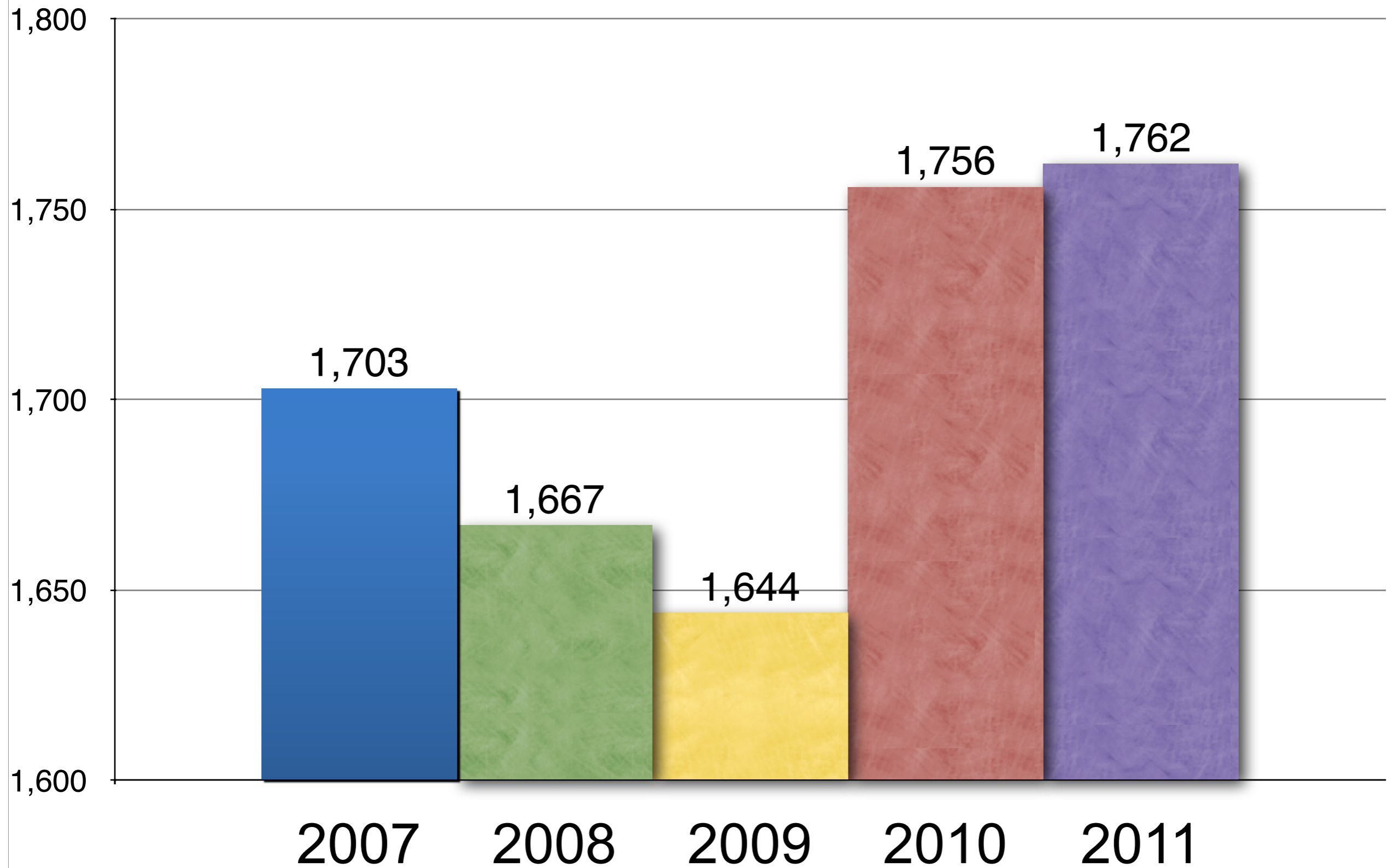
HE/PU Fall Throughs Jan-Dec. 2007-2011



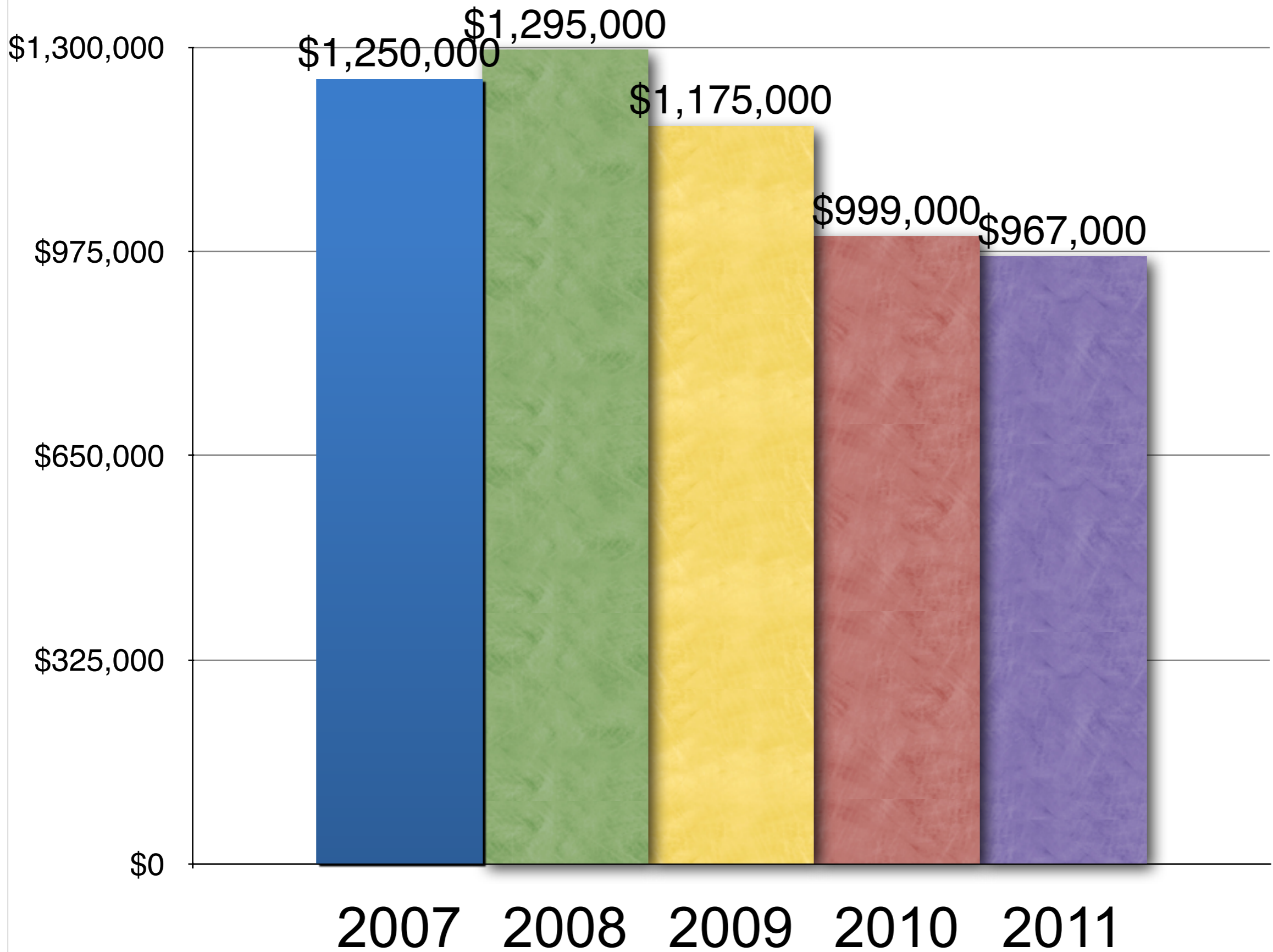
HE/PU Fall Through Percentages Jan-Dec. 2007-2011



HE/PU New Listings Jan-Dec. 2007-2011



HE/PU Median List Price Jan-Dec. 2007-2011



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

Active and Pending Listings

'10 vs. '11 Jan.-Dec.

- Total Active Listings

'10 2,419, '11 2,406 **DOWN** -0.5%

- New Listings

'10 1,756, '11 762, **UP** +0.3%

- New Listings Median List Price

'10 \$999,000, '11 \$967,000, **DOWN** -3.2%

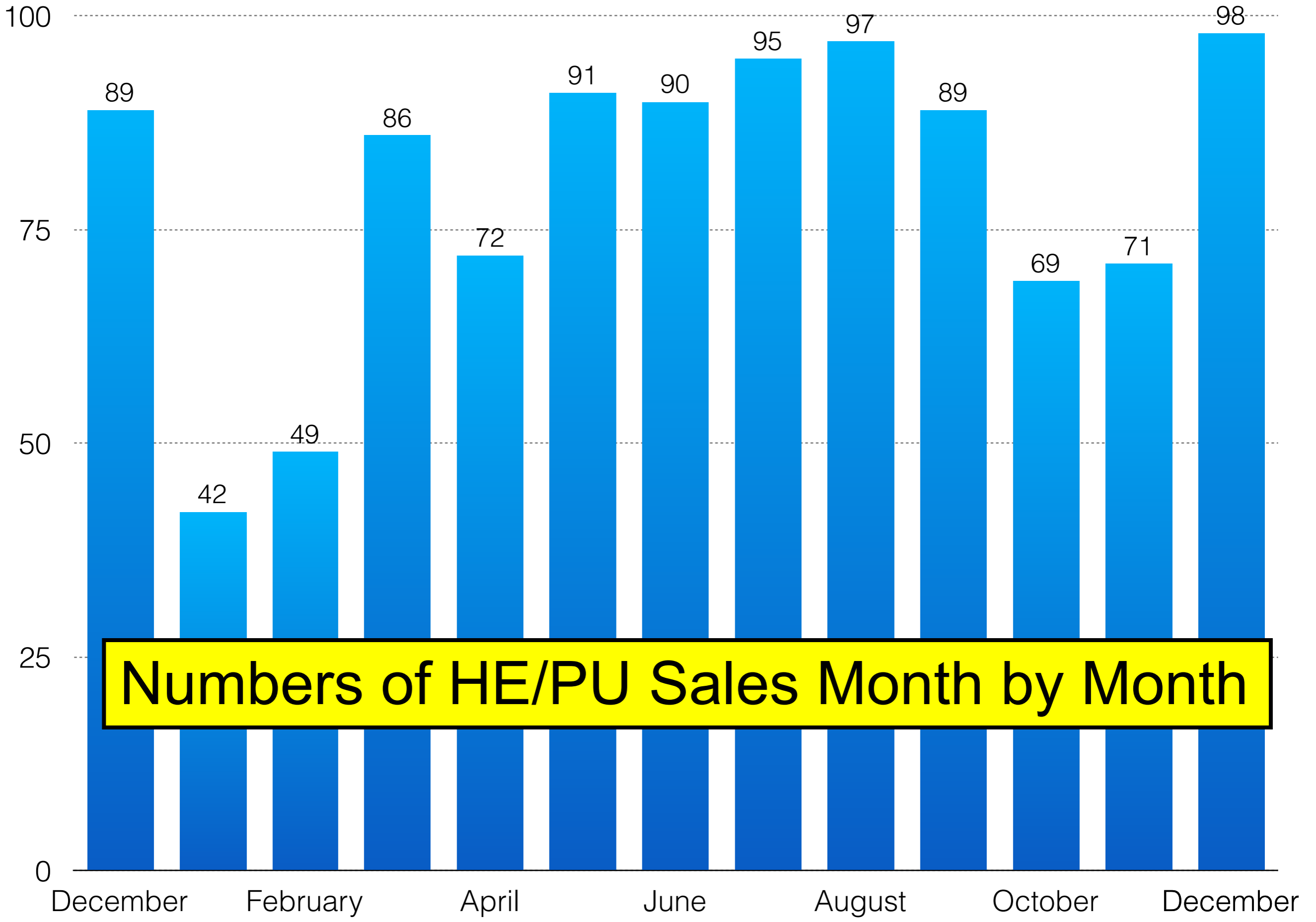
- Properties that went into Escrow

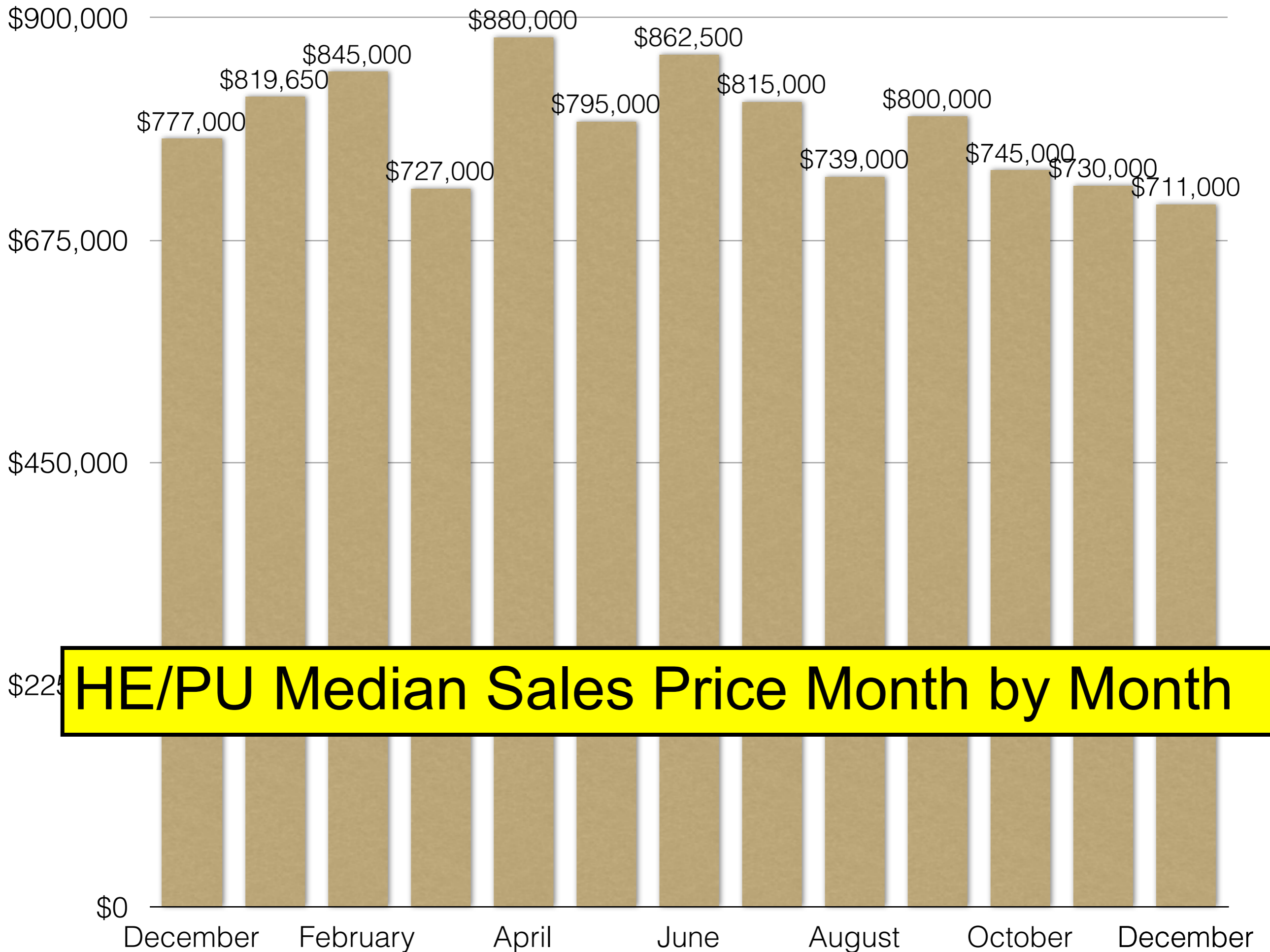
'10 894, '11 1,051, **UP** +17.6%

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

- Number of Sold Properties
'10 904, '11 950 **UP +5.1%**
- Median Sales Prices
'10 \$850,000, '11 \$790,000 **DOWN -7.1%**
- Median Sales Prices w/o Hope Ranch/Montecito
'10 \$775,000, '11 \$701,500 **DOWN -9.5%**
- Average Sold Price
'10 \$1,459,457, '11 \$1,185,013 **DOWN -18.8%**
- Average Sold Price w/o Hope Ranch/Montecito
'10 \$1,104,995, '11 \$860,127 **DOWN -22.2%**
- Sold Volume
'10 \$1,319,349,511, '11 \$1,125,762,394 **DOWN -14.7%**

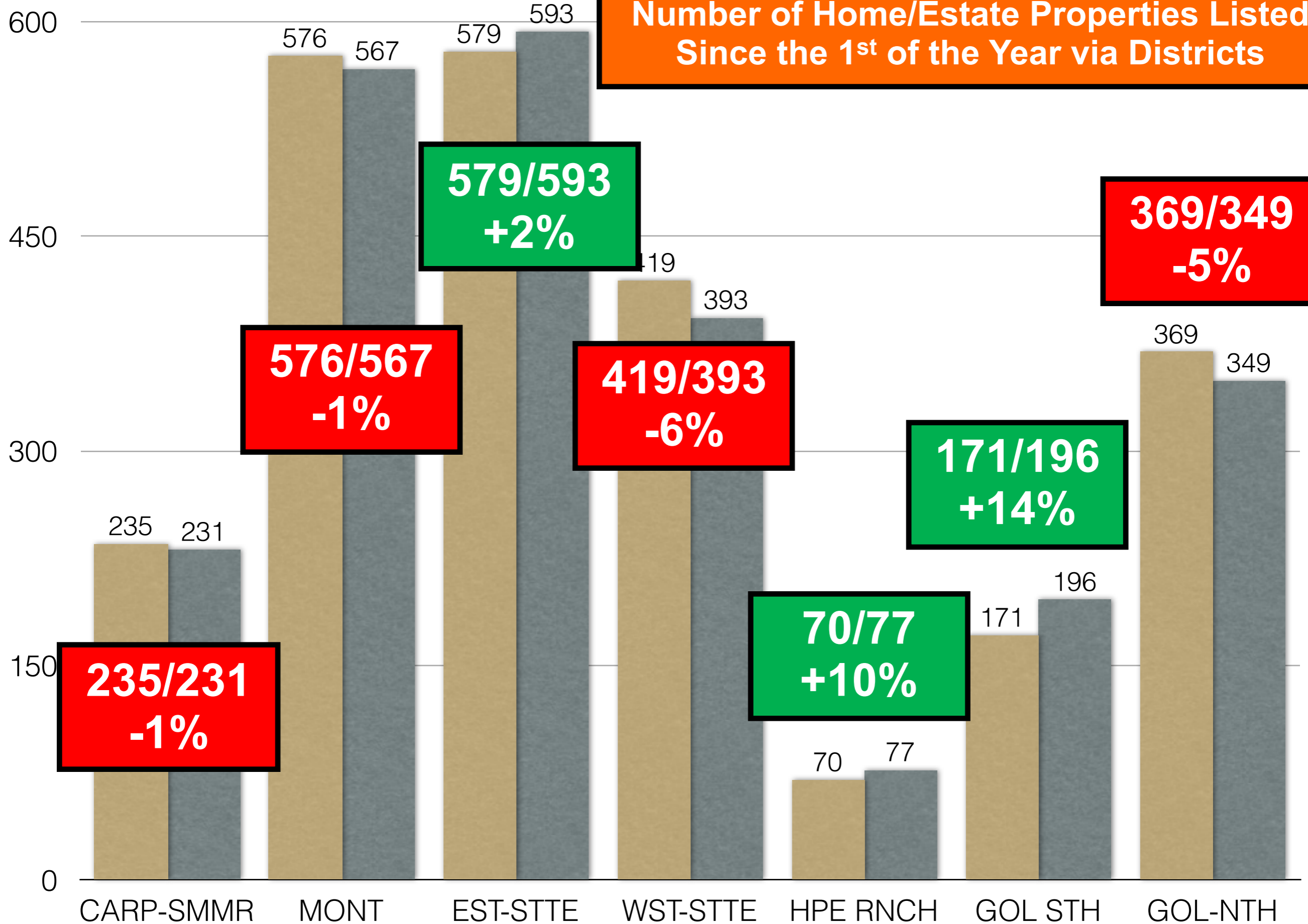
**Dec.'10 to Dec.'11
Month by Month
for Home Estate/PUDs
Districts 05-35**



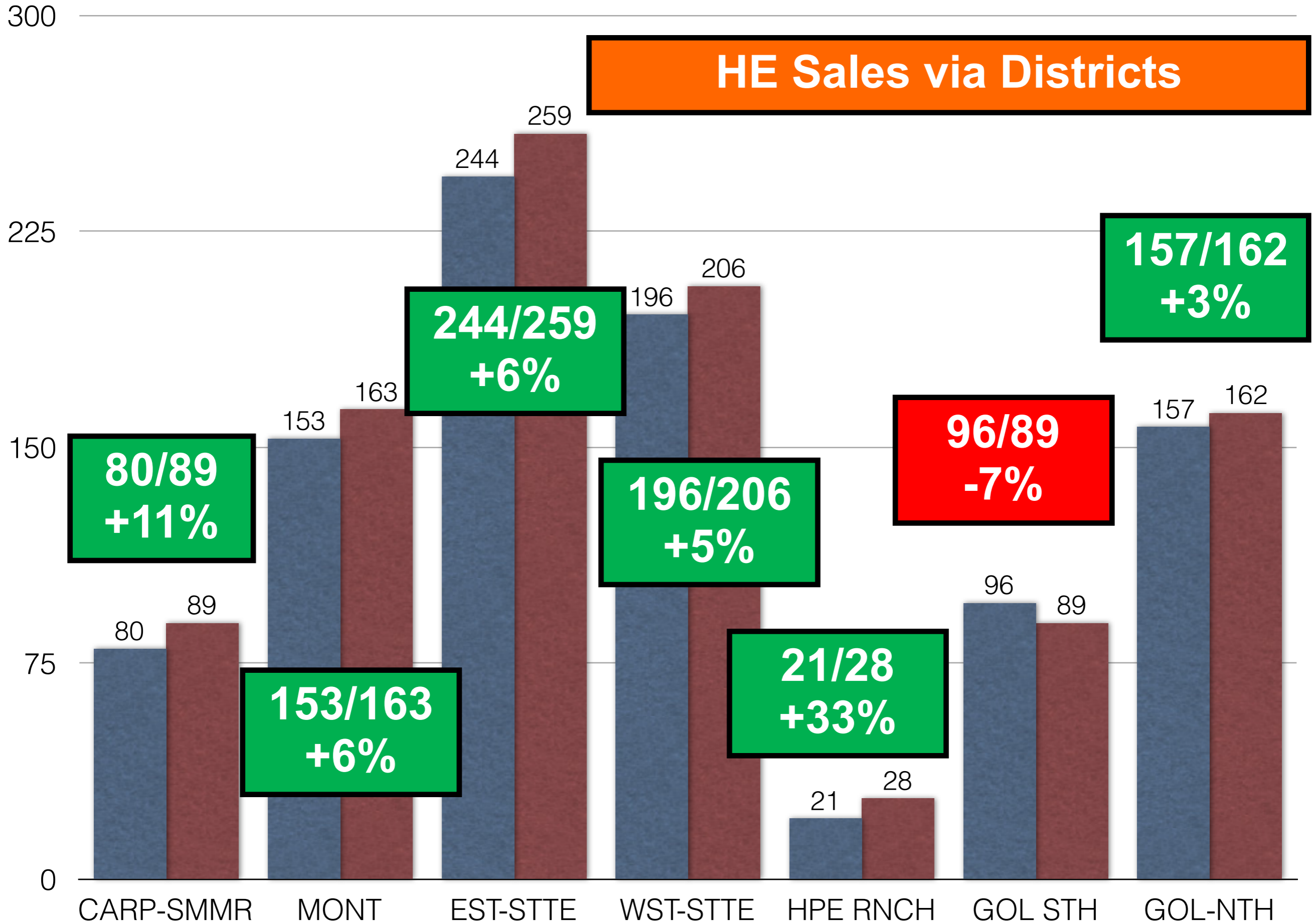


HE/PU District Stats

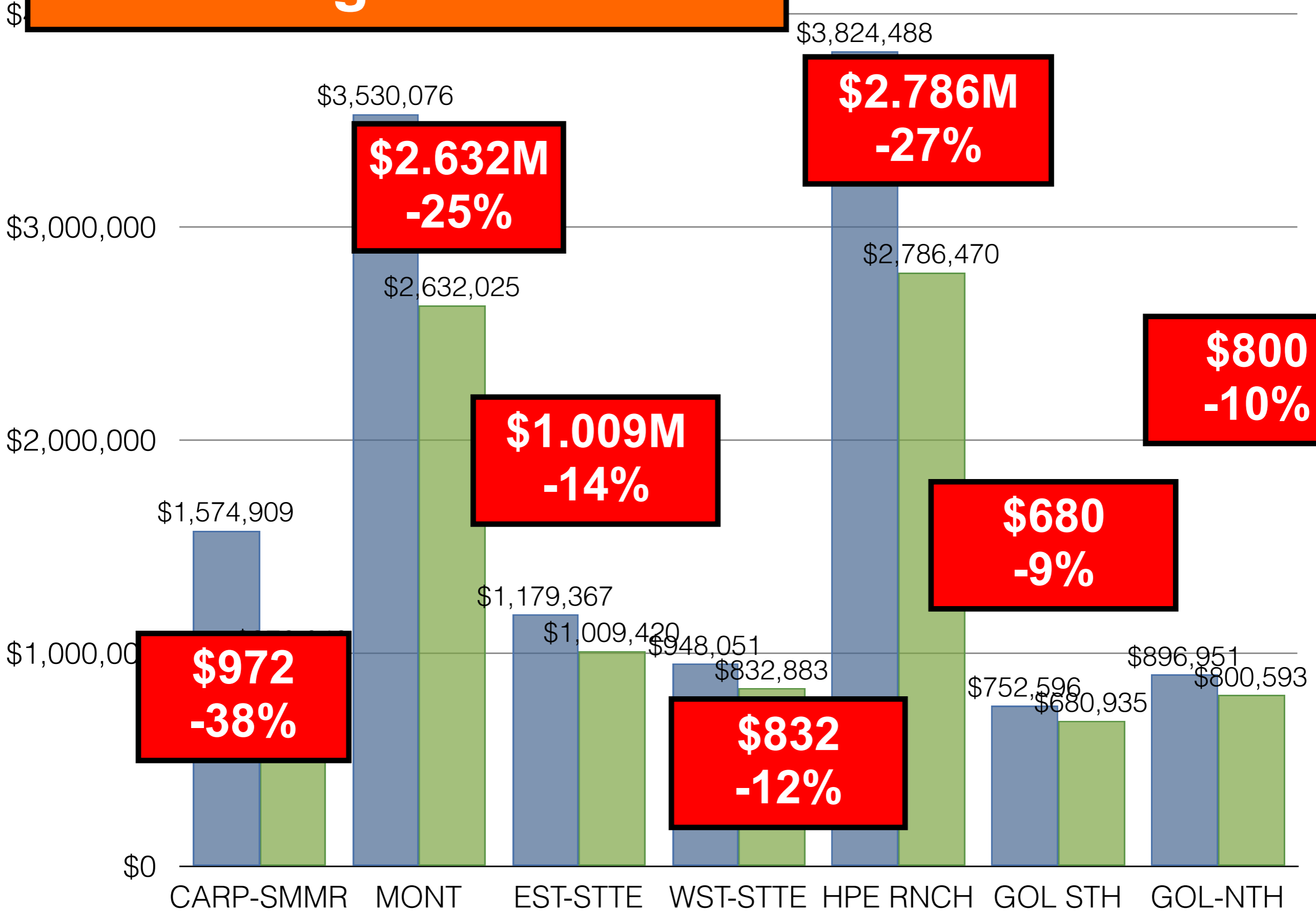
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

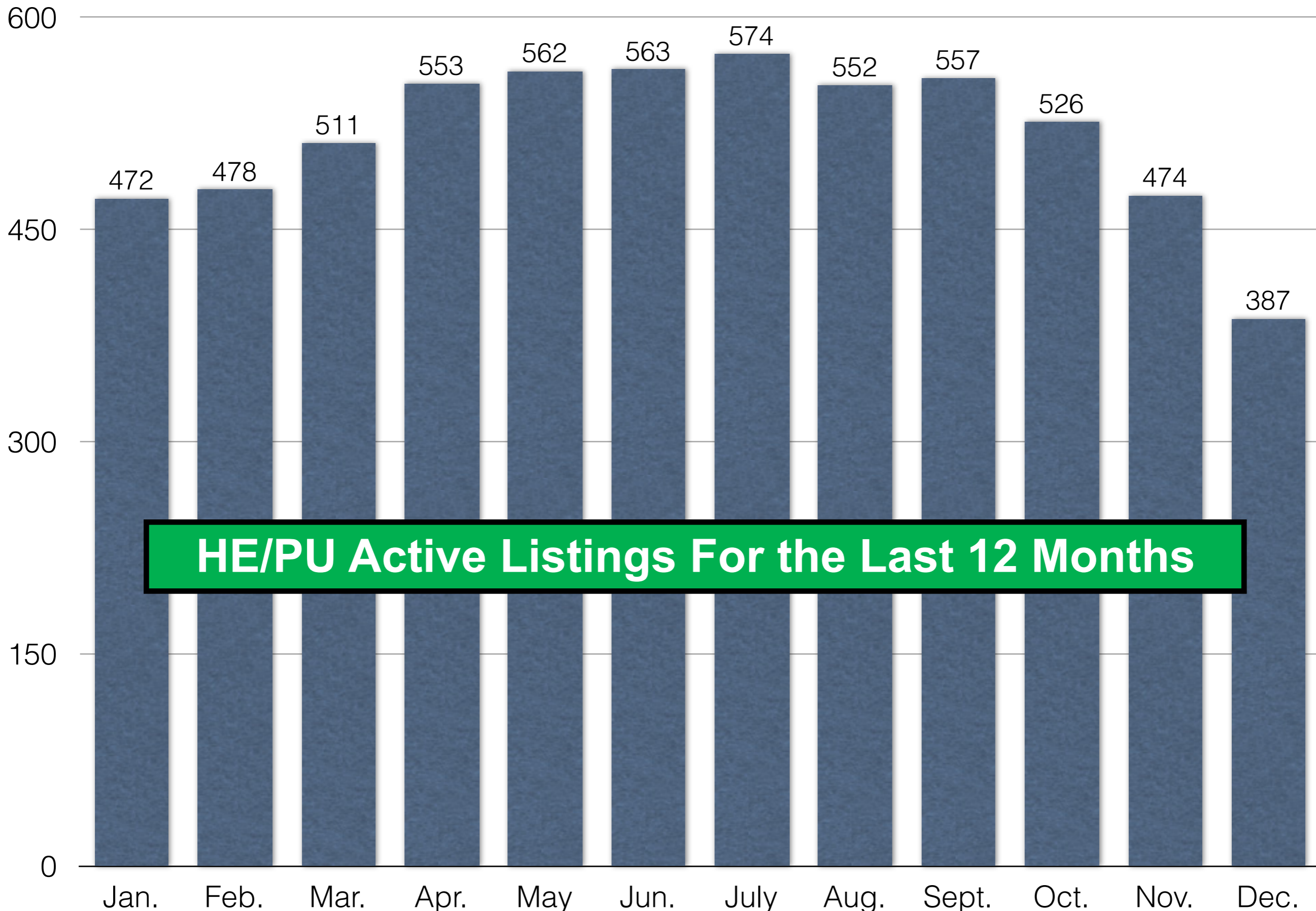


HE Sales via Districts

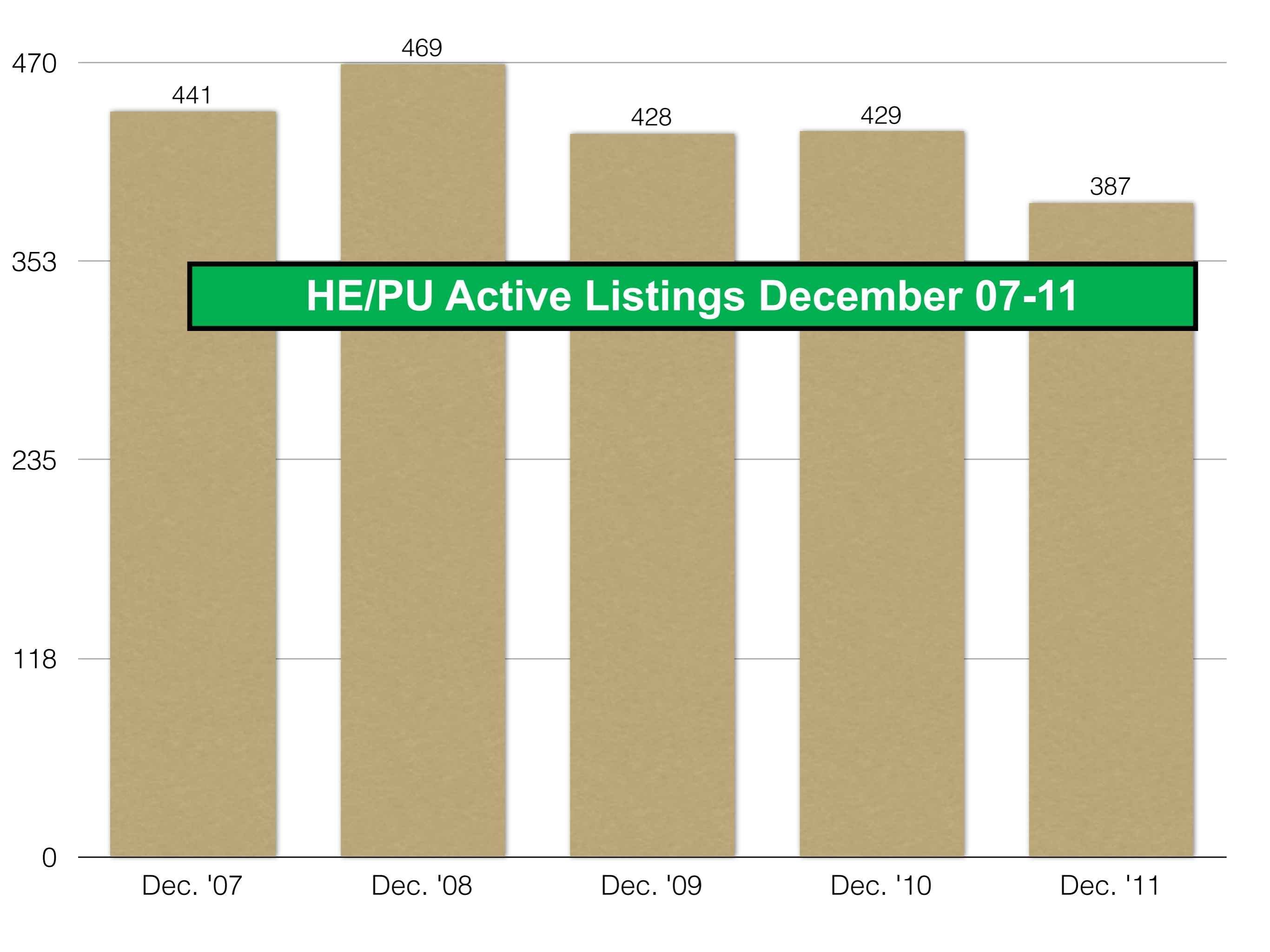


HE Average Sales Price





HE/PU Active Listings For the Last 12 Months

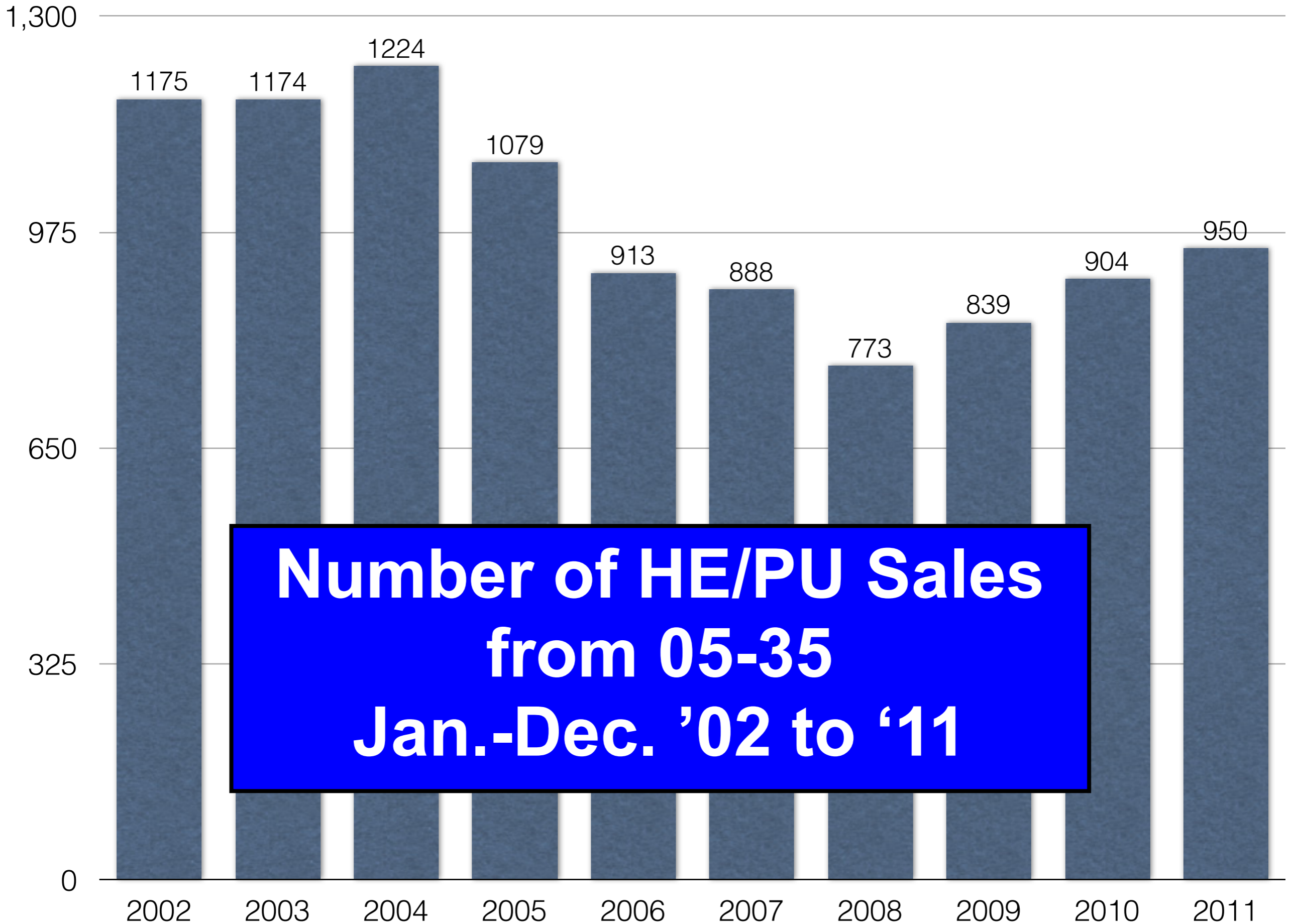


HE/PU Active Listings December 07-11

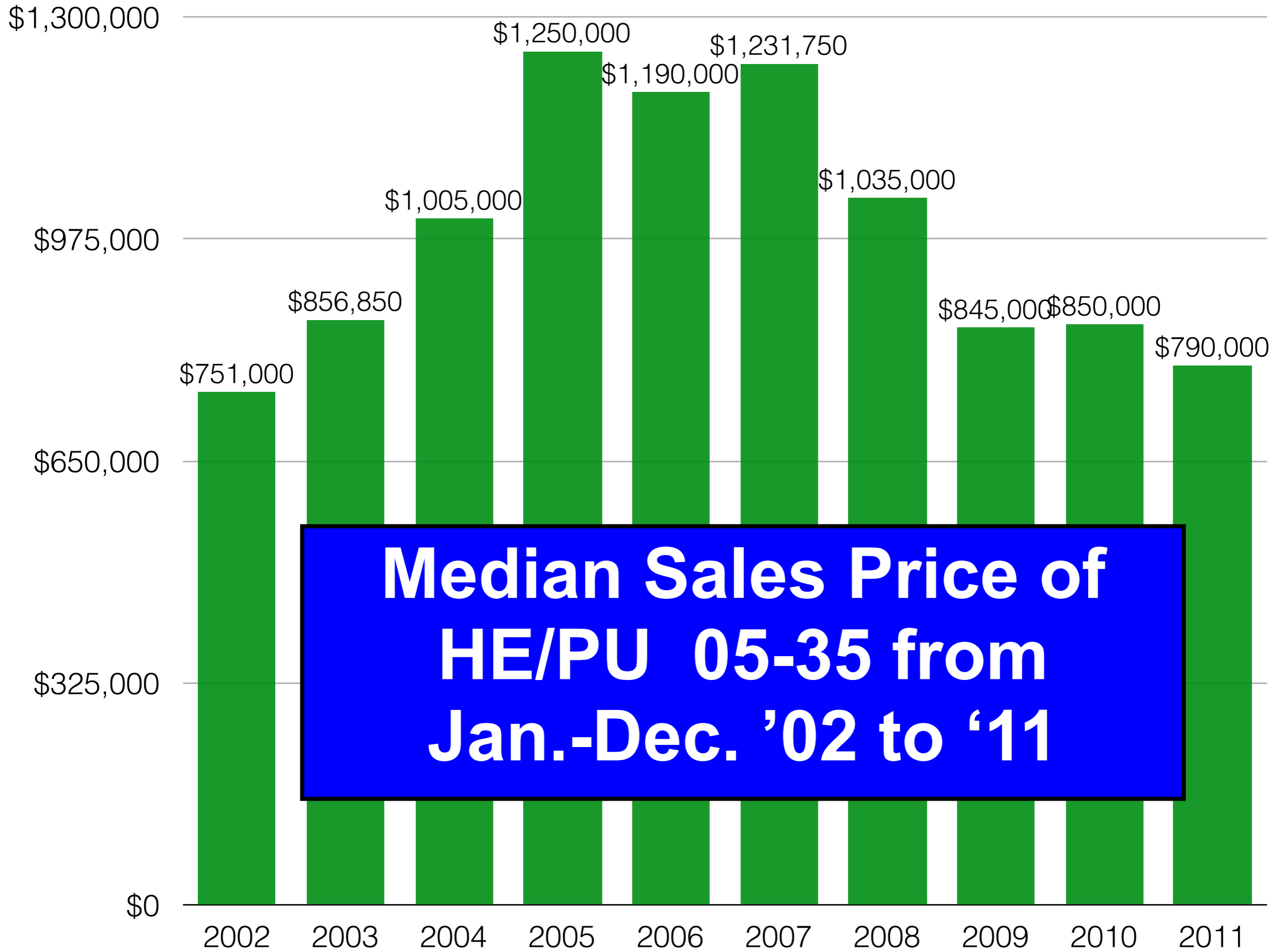
470
353
235
118
0

Dec. '07 Dec. '08 Dec. '09 Dec. '10 Dec. '11

**Perspective
for Home Estates
2002-2011**



**Number of HE/PU Sales
from 05-35
Jan.-Dec. '02 to '11**



**Median Sales Price of
HE/PU 05-35 from
Jan.-Dec. '02 to '11**

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	35	\$18,735,560	\$429,000	\$535,301	92	\$17,419,000	\$407,000	\$497,685	92.97	87.23
List/Sold	6	\$3,212,400	\$312,500	\$535,400	125	\$2,890,500	\$299,000	\$481,750	89.98	80.09
Co-Broker	29	\$15,523,160	\$439,000	\$535,281	85	\$14,528,500	\$425,000	\$500,982	93.59	88.81
New	20	\$10,434,099	\$339,000	\$521,704	20					
Pending	24	\$10,084,790	\$317,000	\$420,199	115					
Withdrawn	4	\$1,924,000	\$448,000	\$481,000	82					
Cancelled	12	\$5,850,800	\$524,925	\$487,566	142					
Expired	19	\$11,257,388	\$465,000	\$592,494	242					
Back On Market	7	\$4,938,000	\$450,000	\$705,428	113					
Extended	13	\$8,048,400	\$479,000	\$619,107	153					
Active In Range	137	\$94,475,697	\$499,000	\$689,603	132					
Current Active	99	\$67,942,819	\$499,700	\$686,291	139					

CO December '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	35	\$18,735,560	\$429,000	\$535,301	92	\$17,419,000	\$407,000	\$497,685	92.97	87.23
Pending	24	\$10,163,800	\$317,000	\$423,491	127					

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	14	\$7,846,500	\$439,000	\$560,464	86					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$150,000-\$199,999	1	179
\$200,000-\$249,999	5	49
\$250,000-\$299,999	4	34
\$300,000-\$349,999	2	16
\$350,000-\$399,999	4	93
\$400,000-\$449,999	3	135
\$450,000-\$499,999	5	126
\$500,000-\$549,999	5	99
\$550,000-\$599,999	1	64
\$650,000-\$699,999	1	276
\$750,000-\$799,999	1	29
\$900,000-\$949,999	1	47
\$1,300,000-\$1,399,999	1	211
\$2,250,000-\$2,499,999	1	105

The average price for the 35 properties is \$497,685.

The highest price is \$2,300,000.

3 Seaview Dr

The median price is \$407,000.

The lowest price is \$170,000.

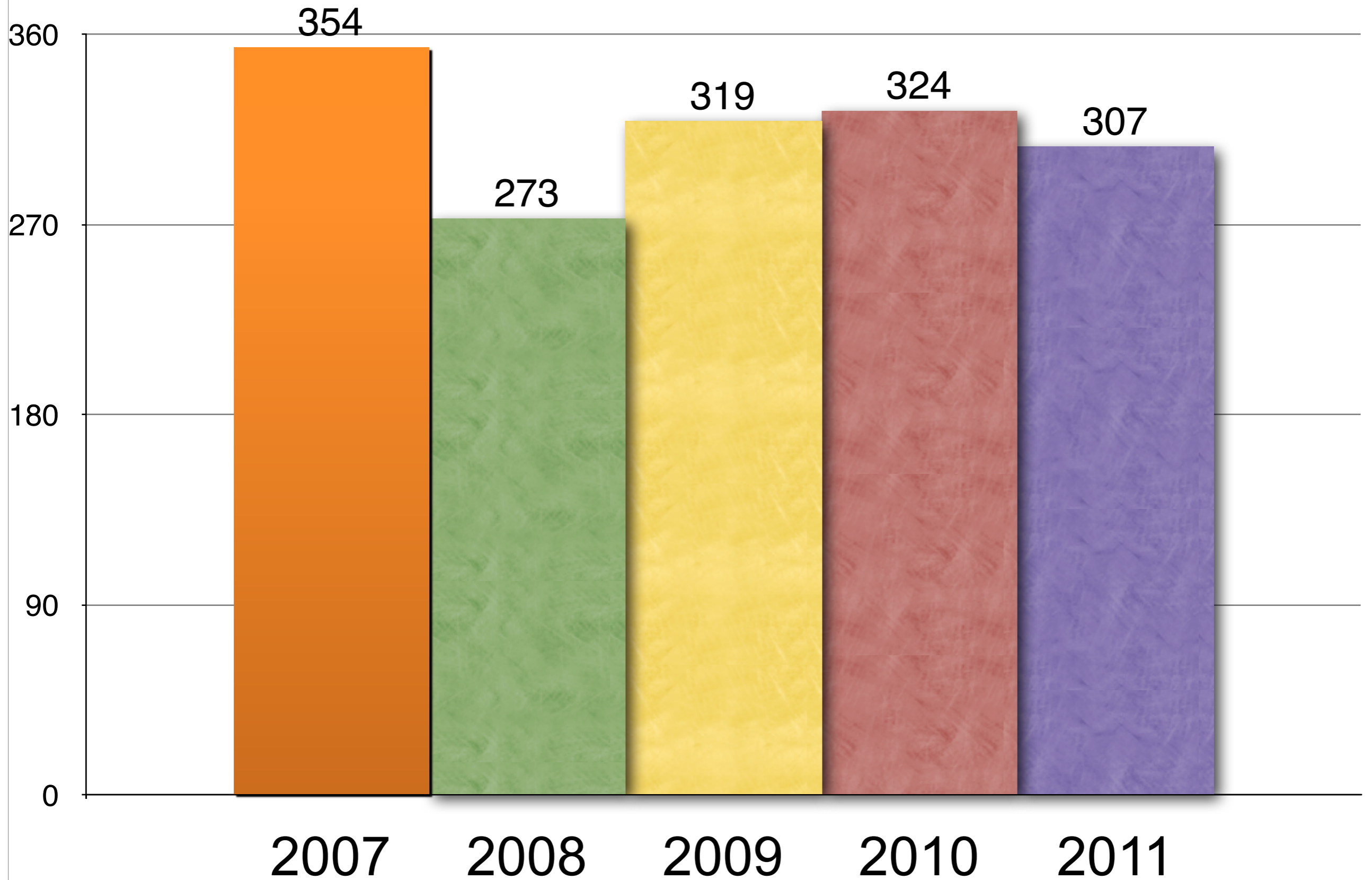
29 Dearborn Pl #5

The average Market Time is 92.

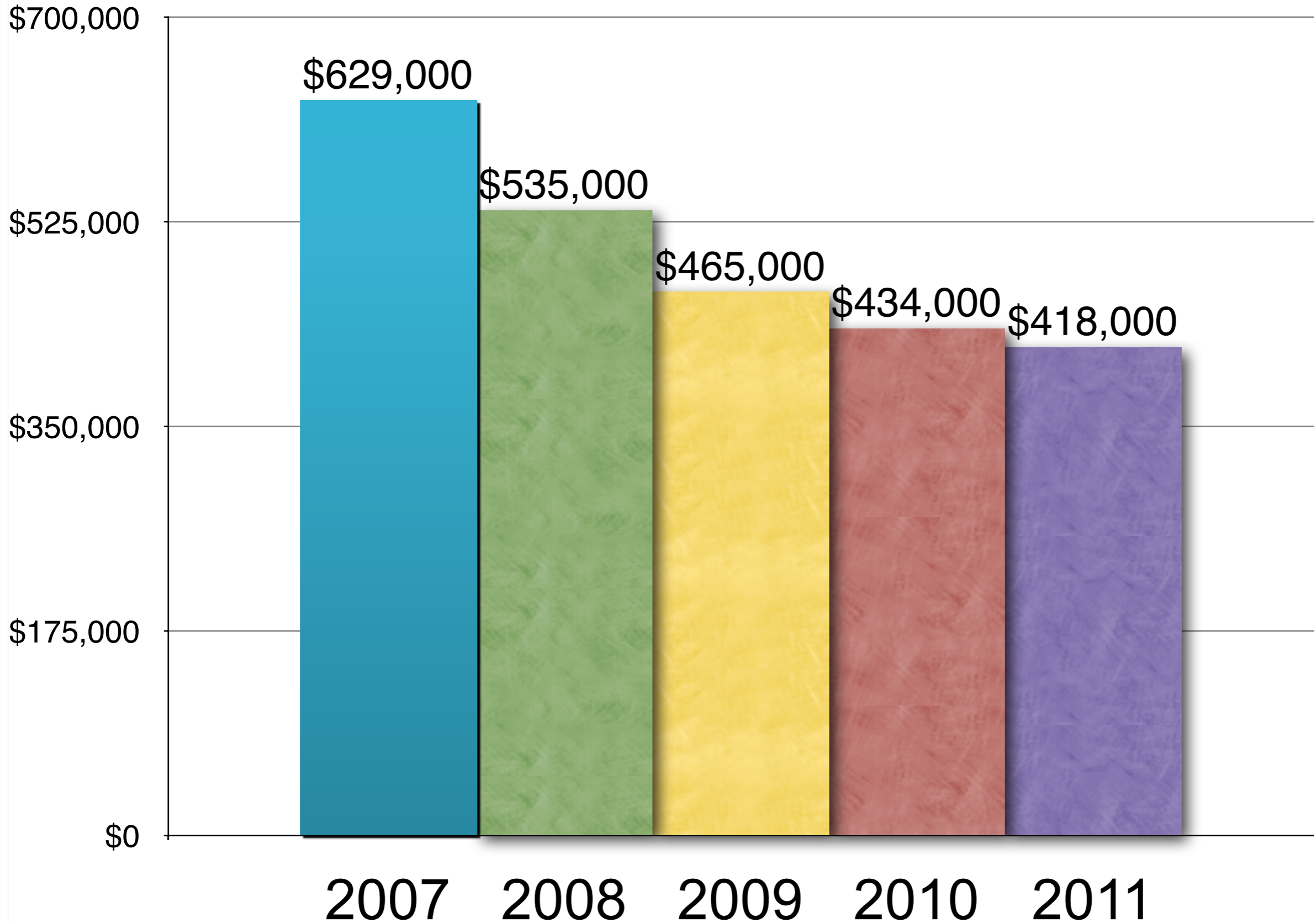
Condo Statistics

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

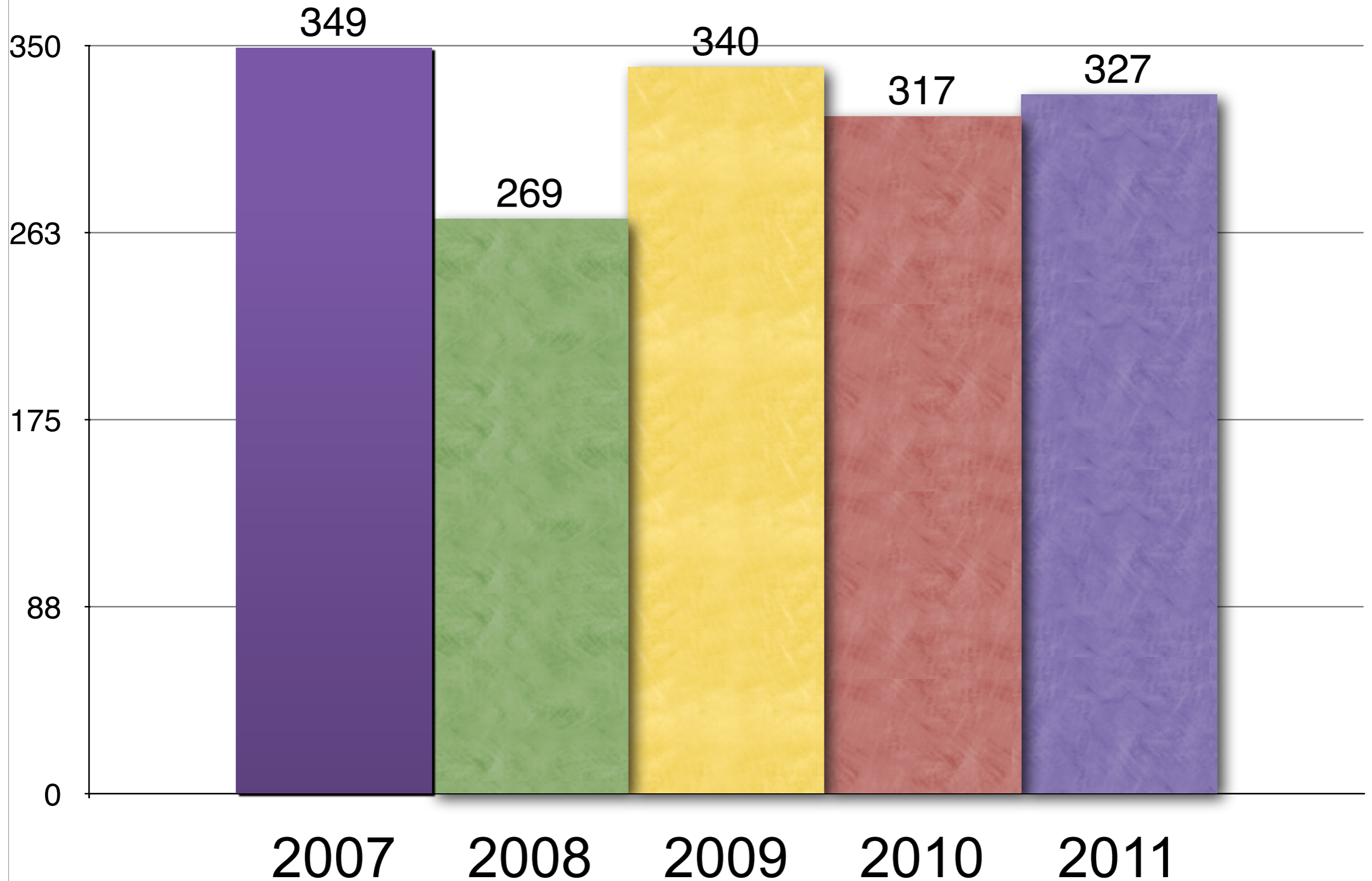
CO Sales Jan-Dec. 2007-2011



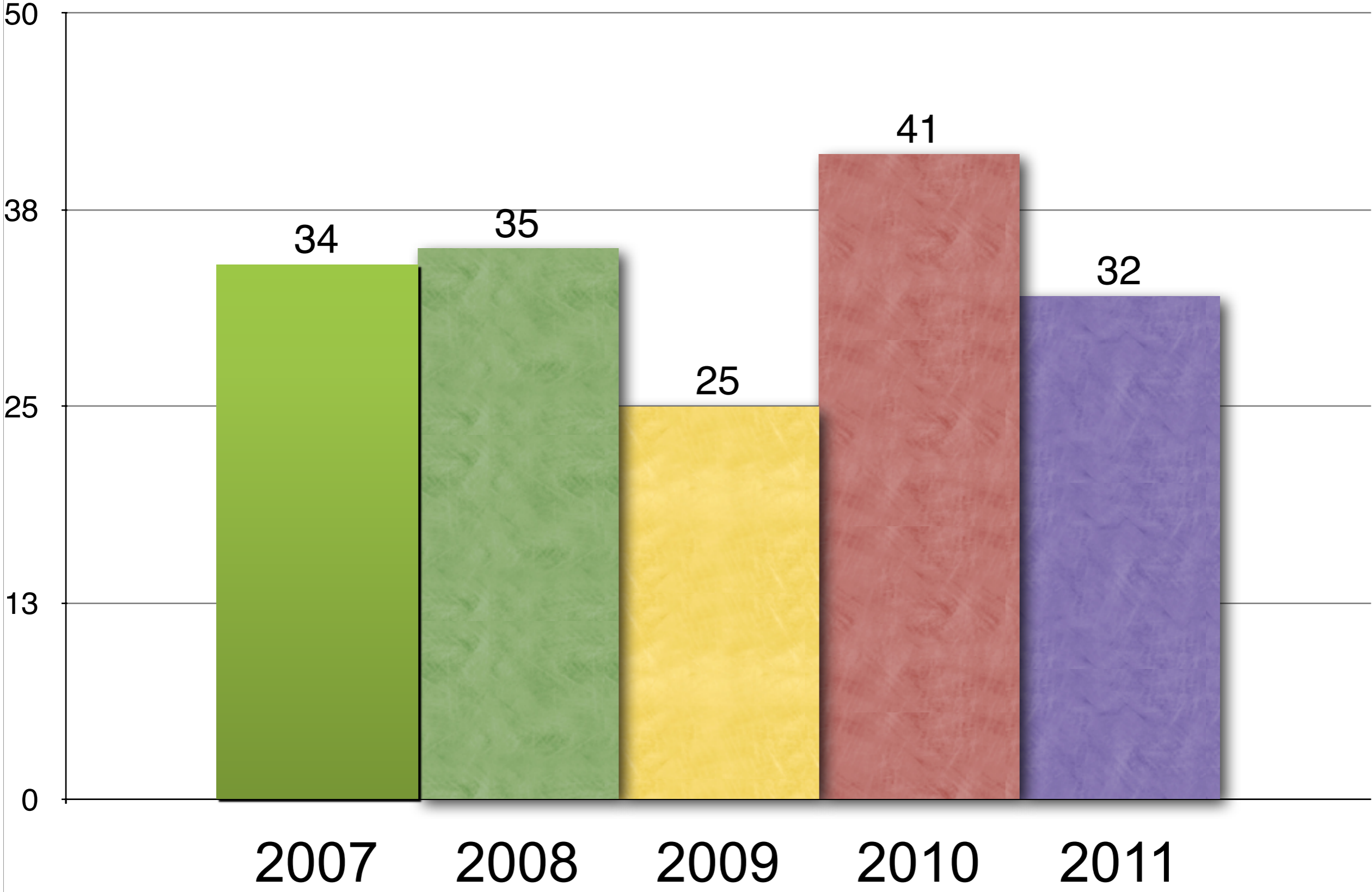
CO Median Sales Price Jan-Dec 2007-2011



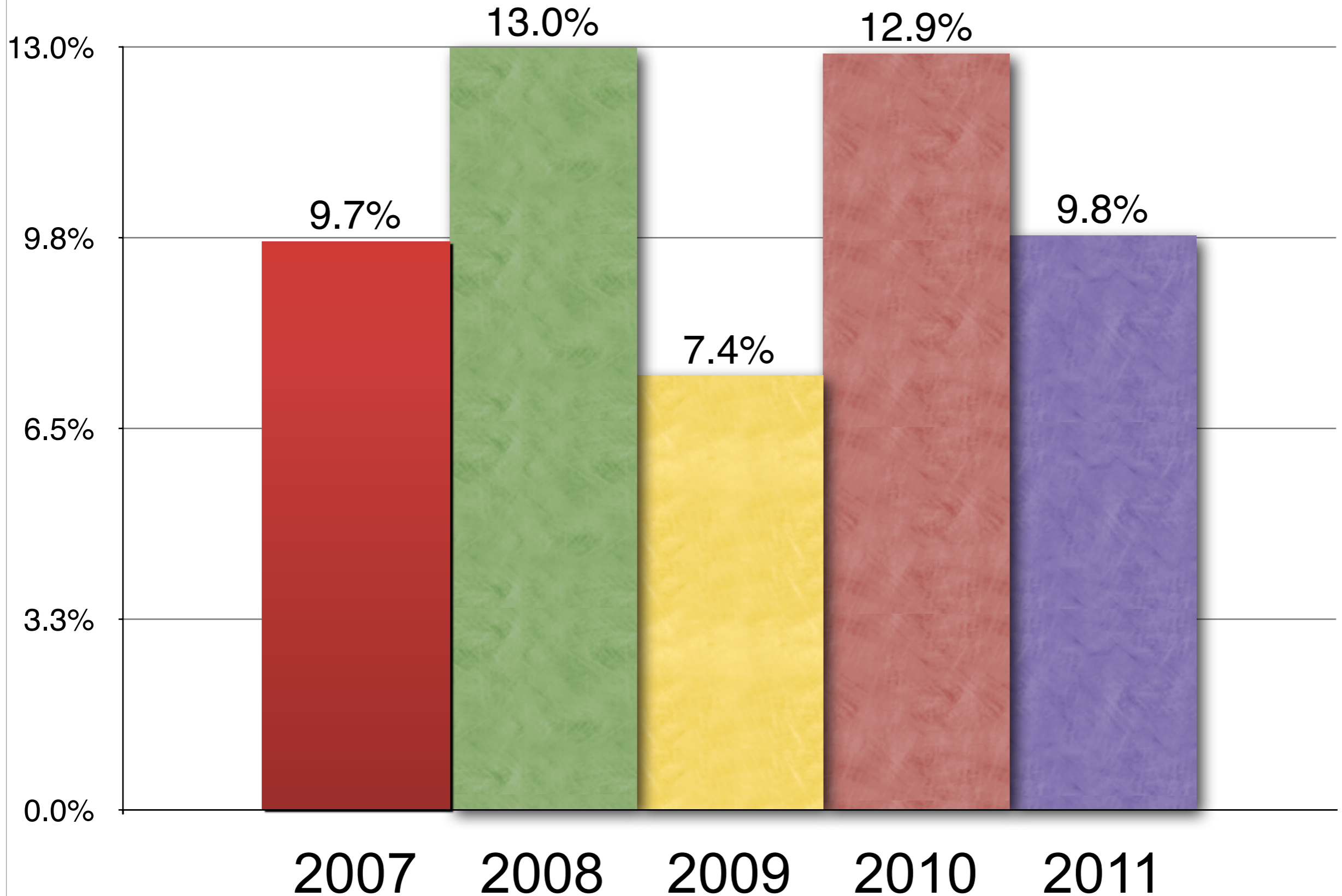
CO Pending Listings Jan-Dec. 2007-2011



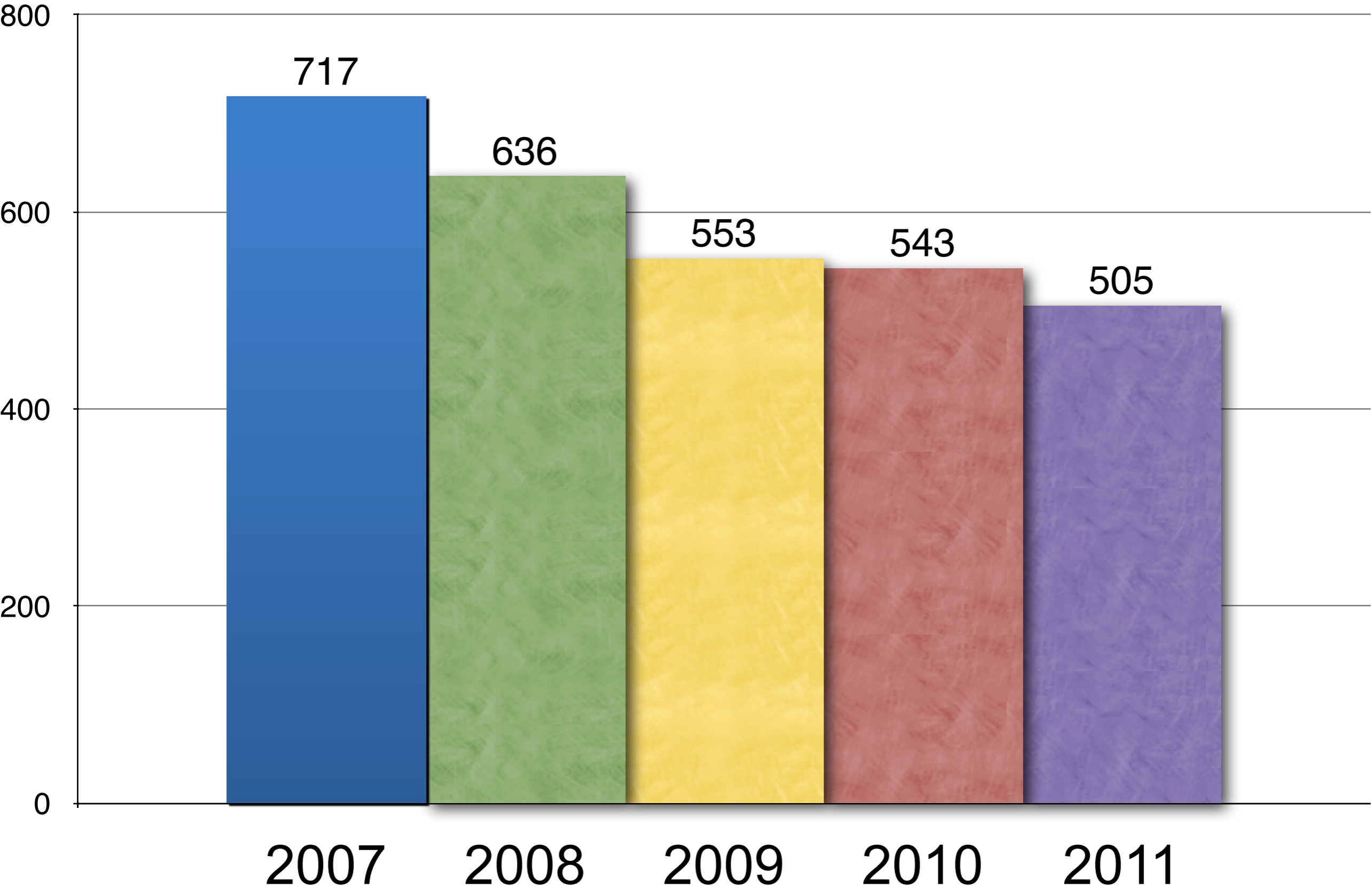
CO Fall Throughs Jan-Dec. 2007-2011



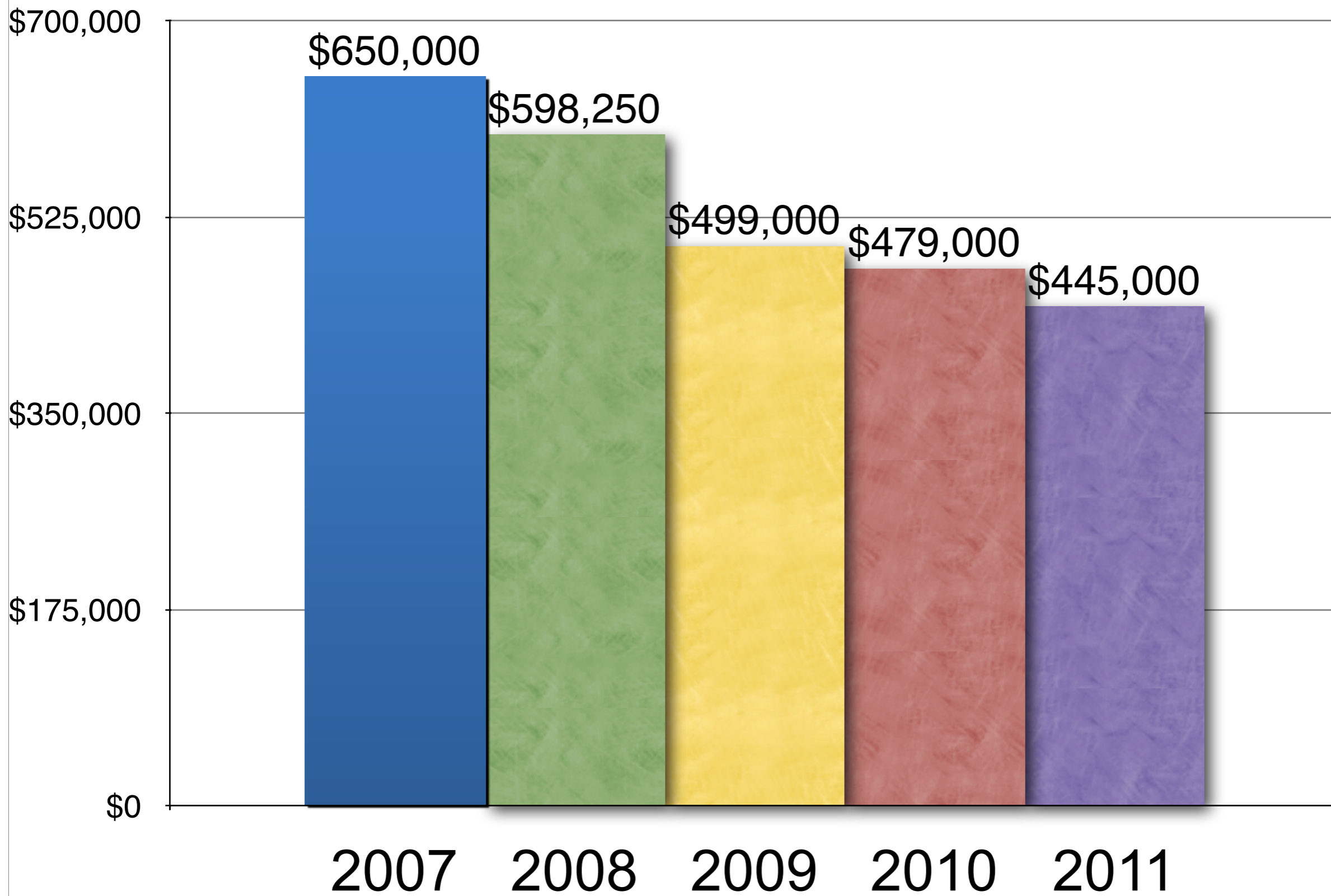
CO Fall Through Percentages Jan-Dec. 2007-2011



CO New Listings Jan-Dec. 2007-2011



CO Median List Price Jan.-Dec. 2007-2011



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

Active and Pending Listings

'10 vs. '11 Jan-Dec

- Total Active Listings

'10 706, '11 667, **DOWN -5.5%**

- New Listings

'10 543, '11 505, **DOWN -7.0%**

- New Listings Median List Price

'10 \$479,000, '11 \$445,000, **DOWN -7.1%**

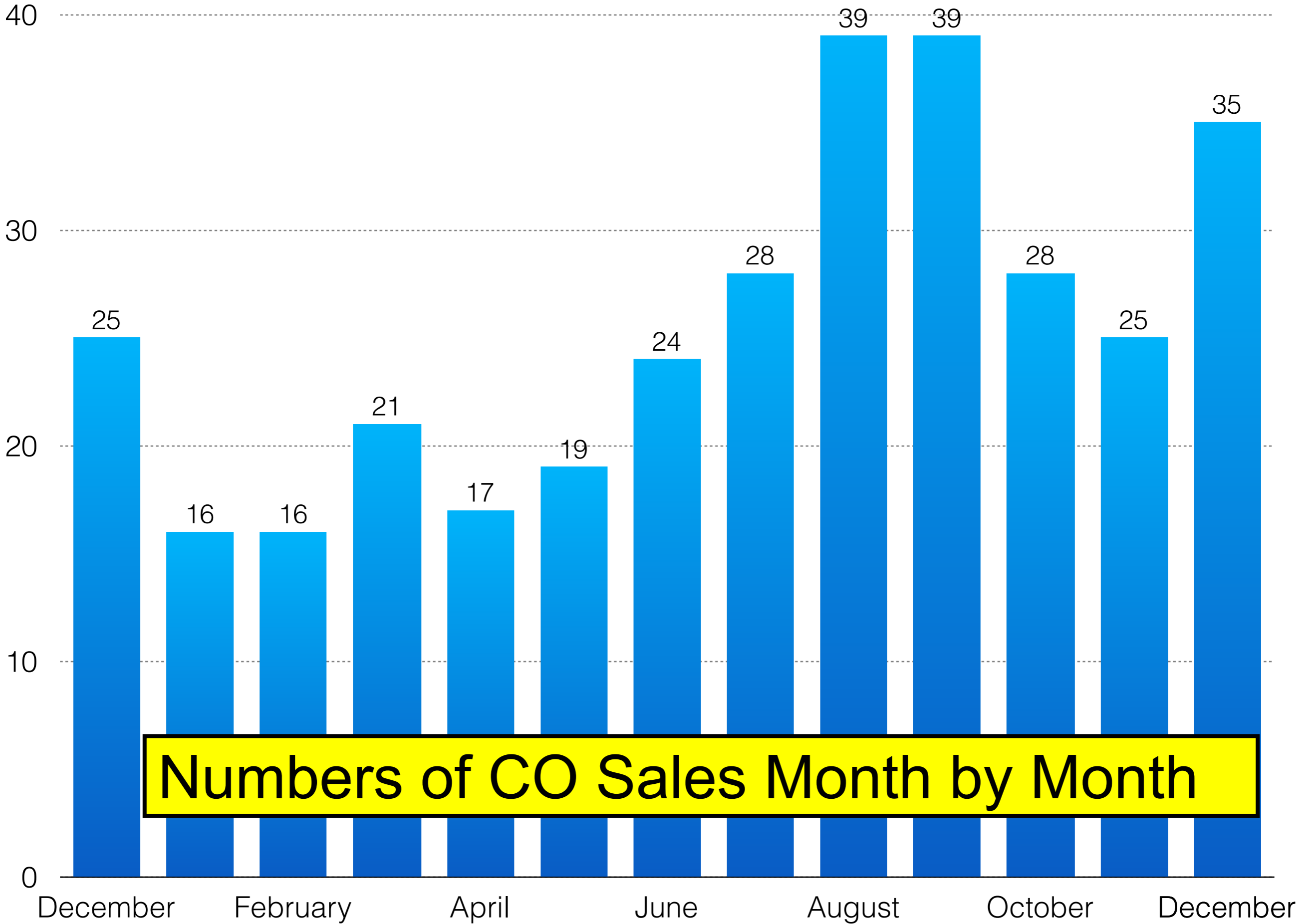
- Properties that went into Escrow

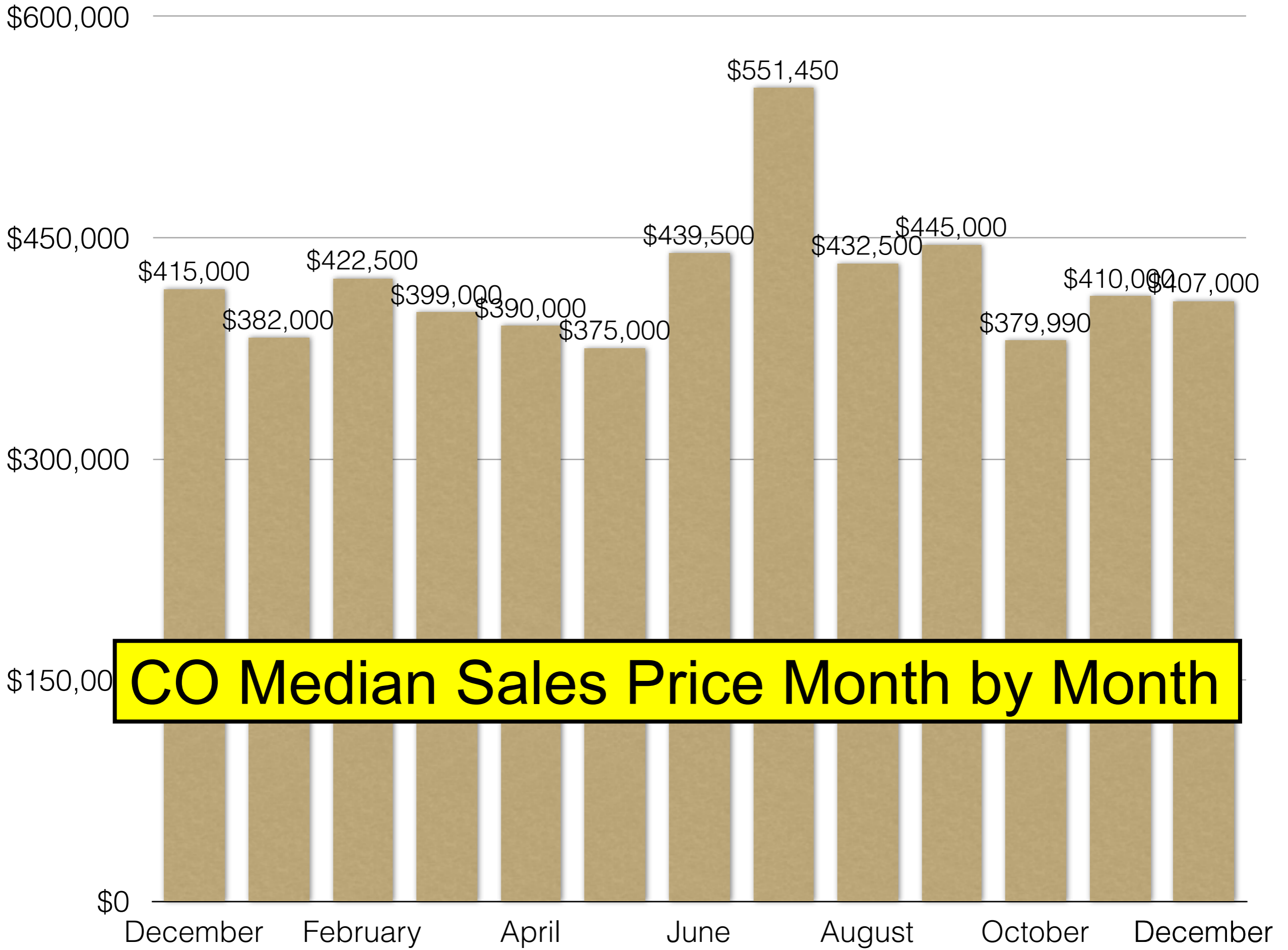
'10 317, '11 327, **UP +3.2%**

Sold CO '10 vs. '11 Jan-Dec

- Number of Sold Properties
'10 324, '11 307 **DOWN -5.2%**
- Median Sales Prices
'10 \$434,000, '11 \$418,000 **DOWN -3.7%**
- Median Sales Prices w/o Montecito
'10 \$425,000, '11 \$410,000 **DOWN -3.5%**
- Average Sold Price
'10 \$527,465, '11 \$509,006 **DOWN -3.5%**
- Average Sold Price w/o Montecito
'10 \$479,697, '11 \$470,234 **DOWN -2.0%**
- Sold Volume
'10 \$170,898,883, '11 \$156,264,902 **DOWN -8.6%**

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

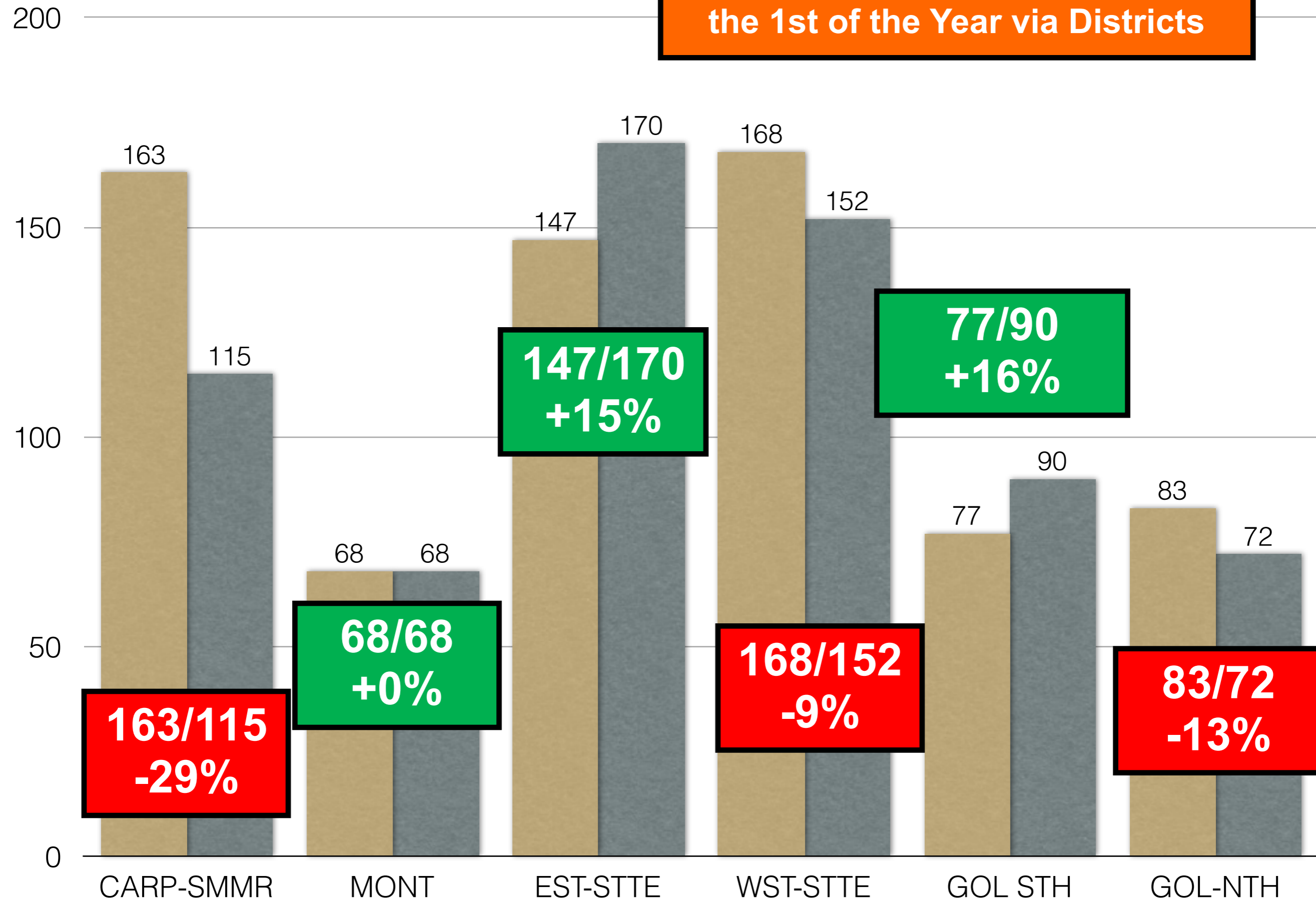




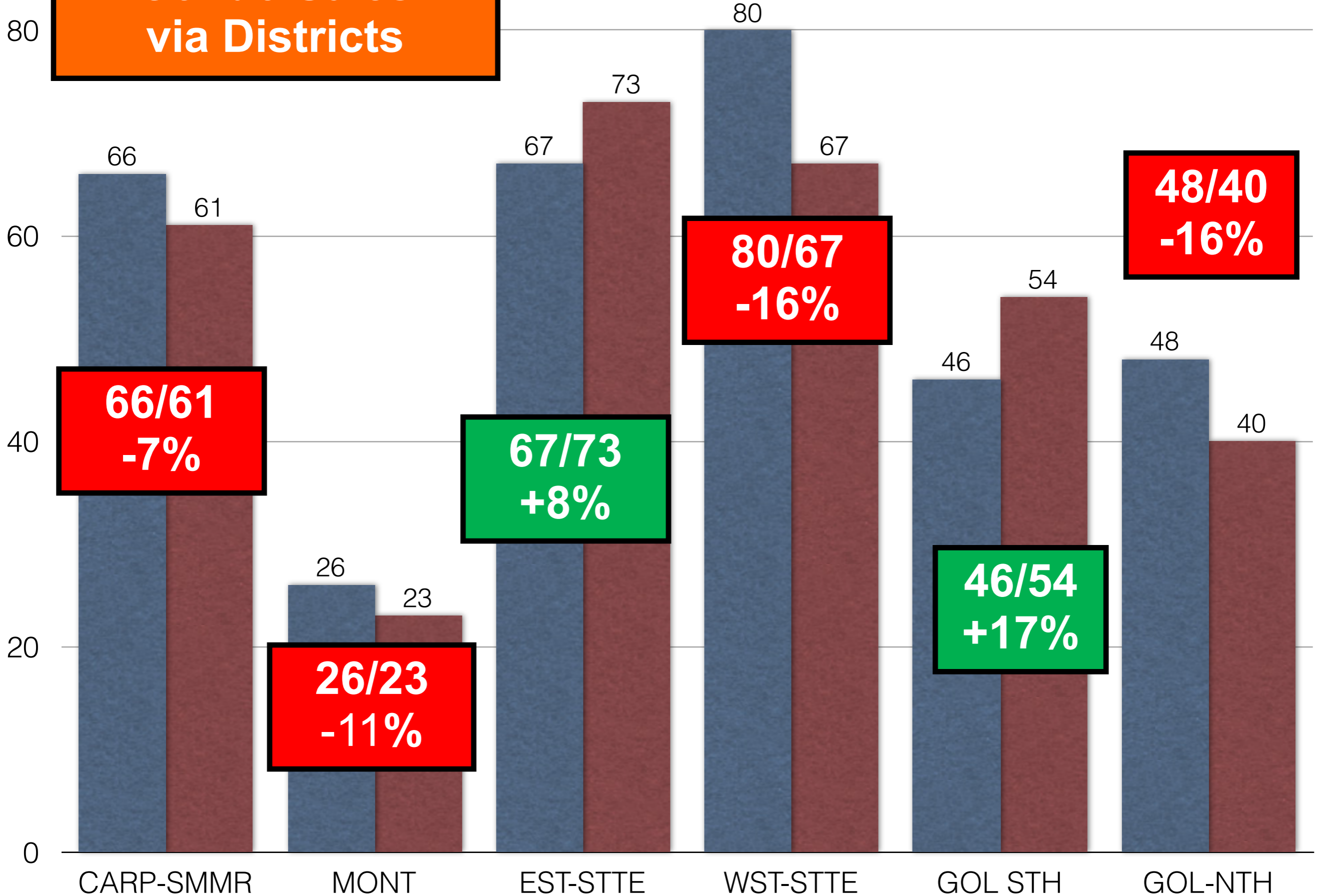
CO Median Sales Price Month by Month

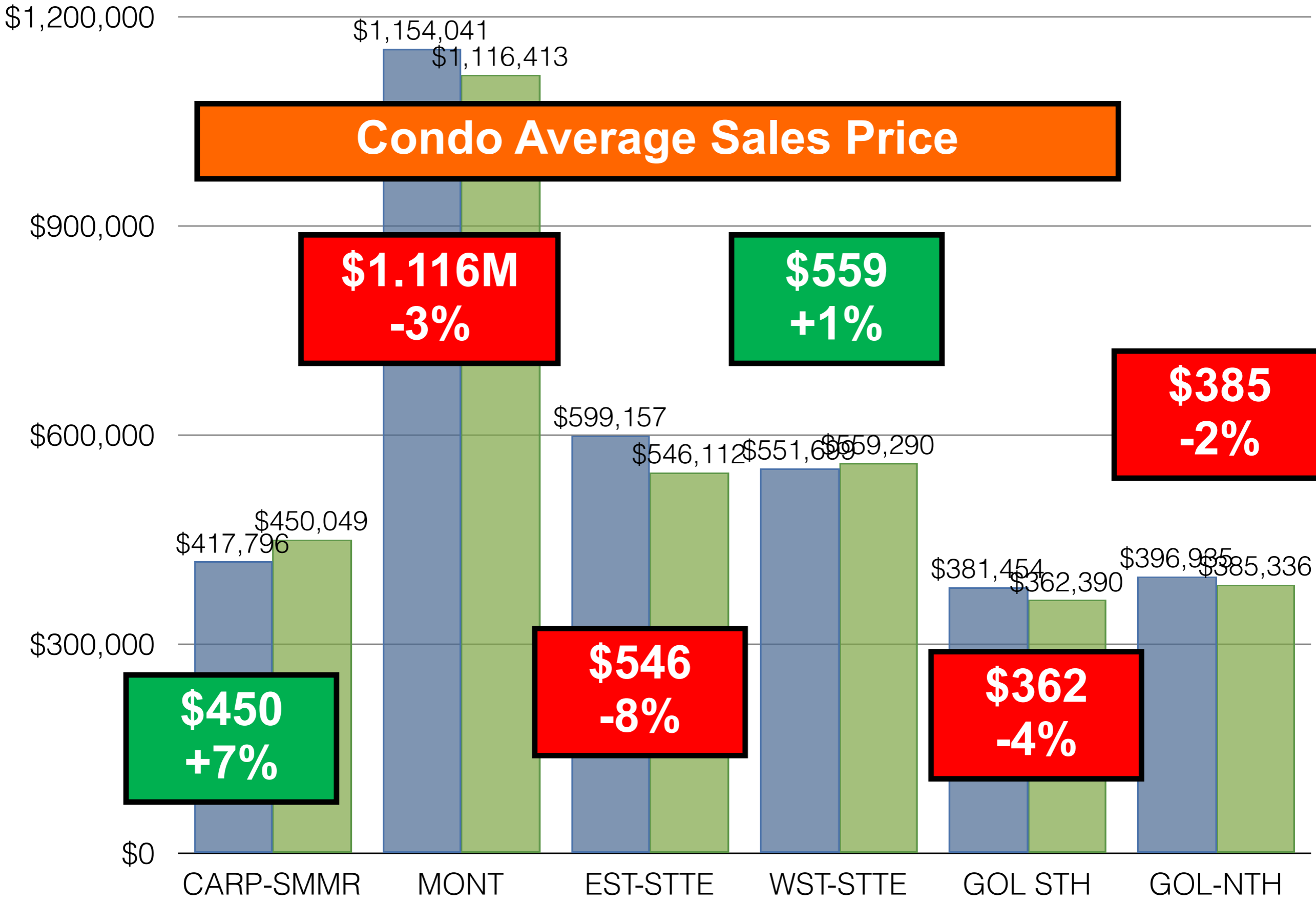
Condo District Stats

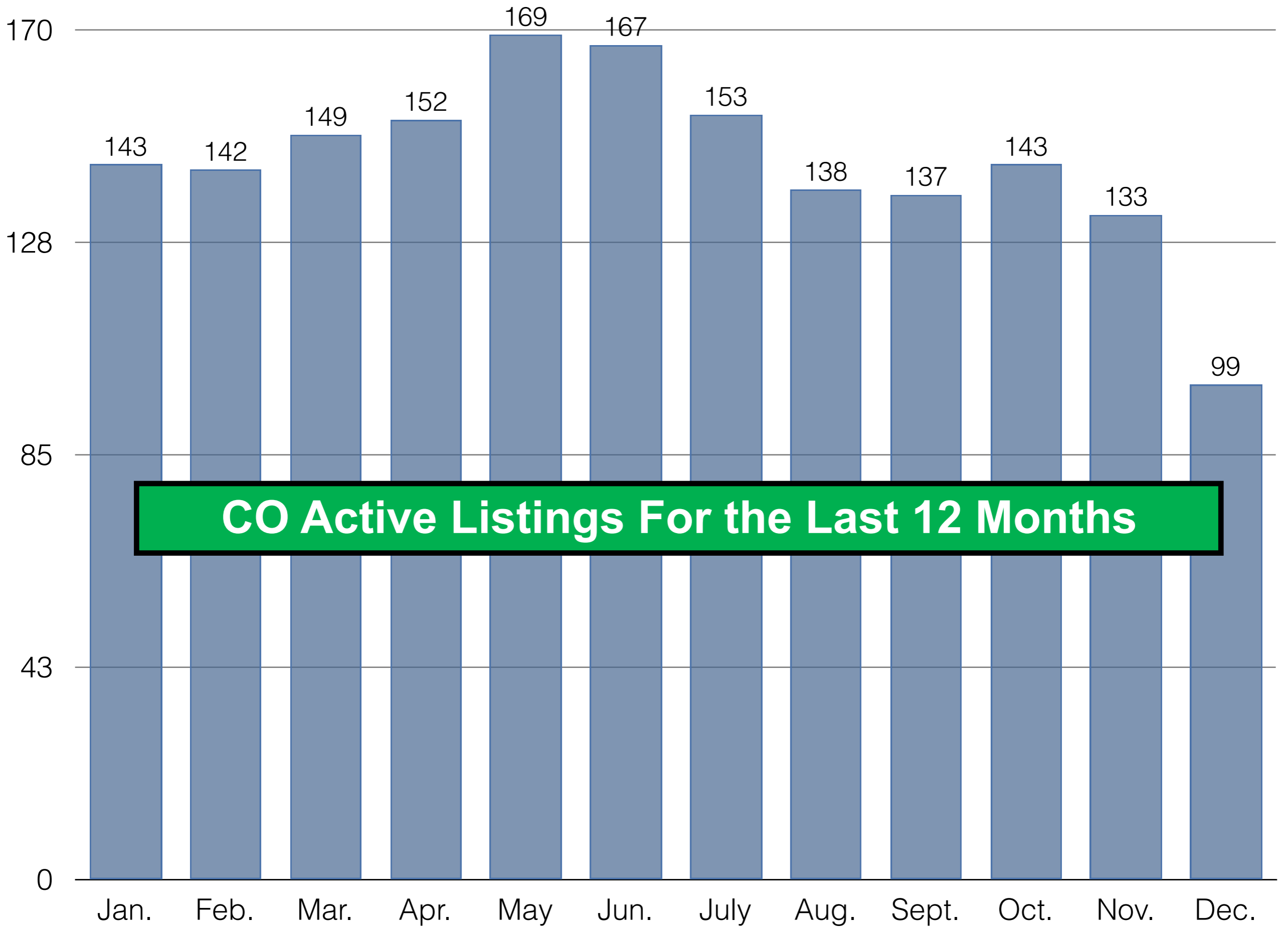
Number of Condos Listed Since the 1st of the Year via Districts

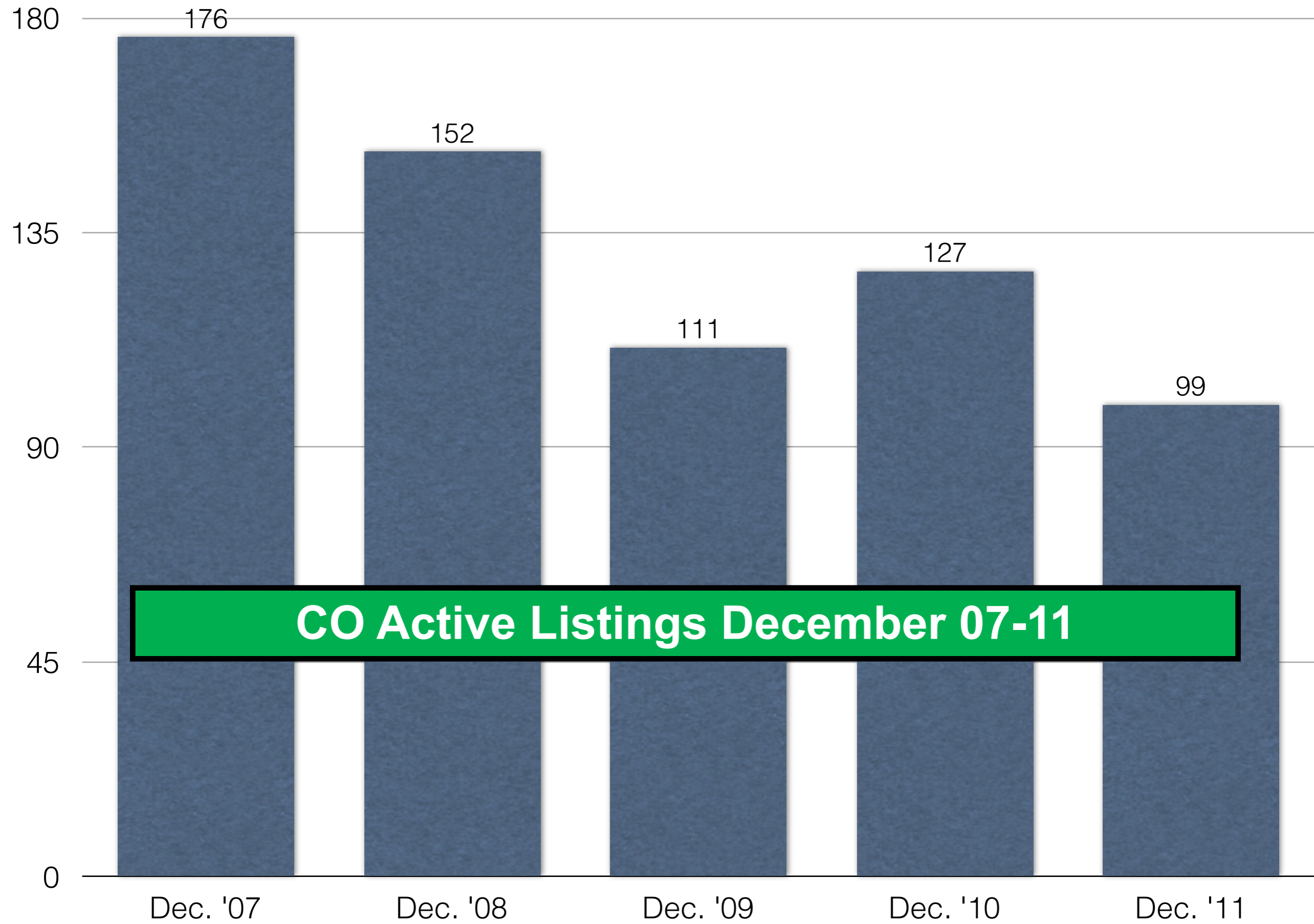


Condo Sales via Districts



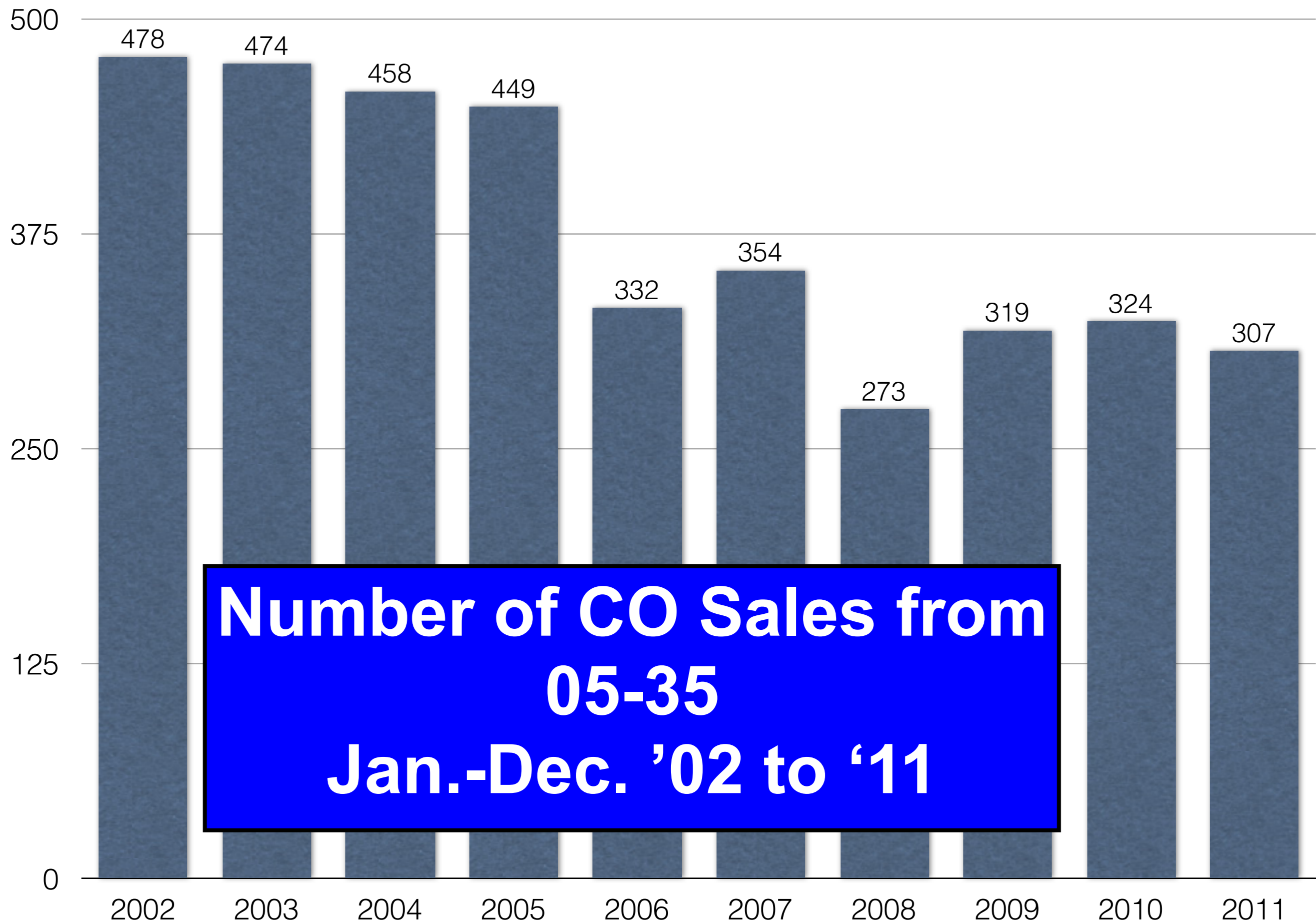


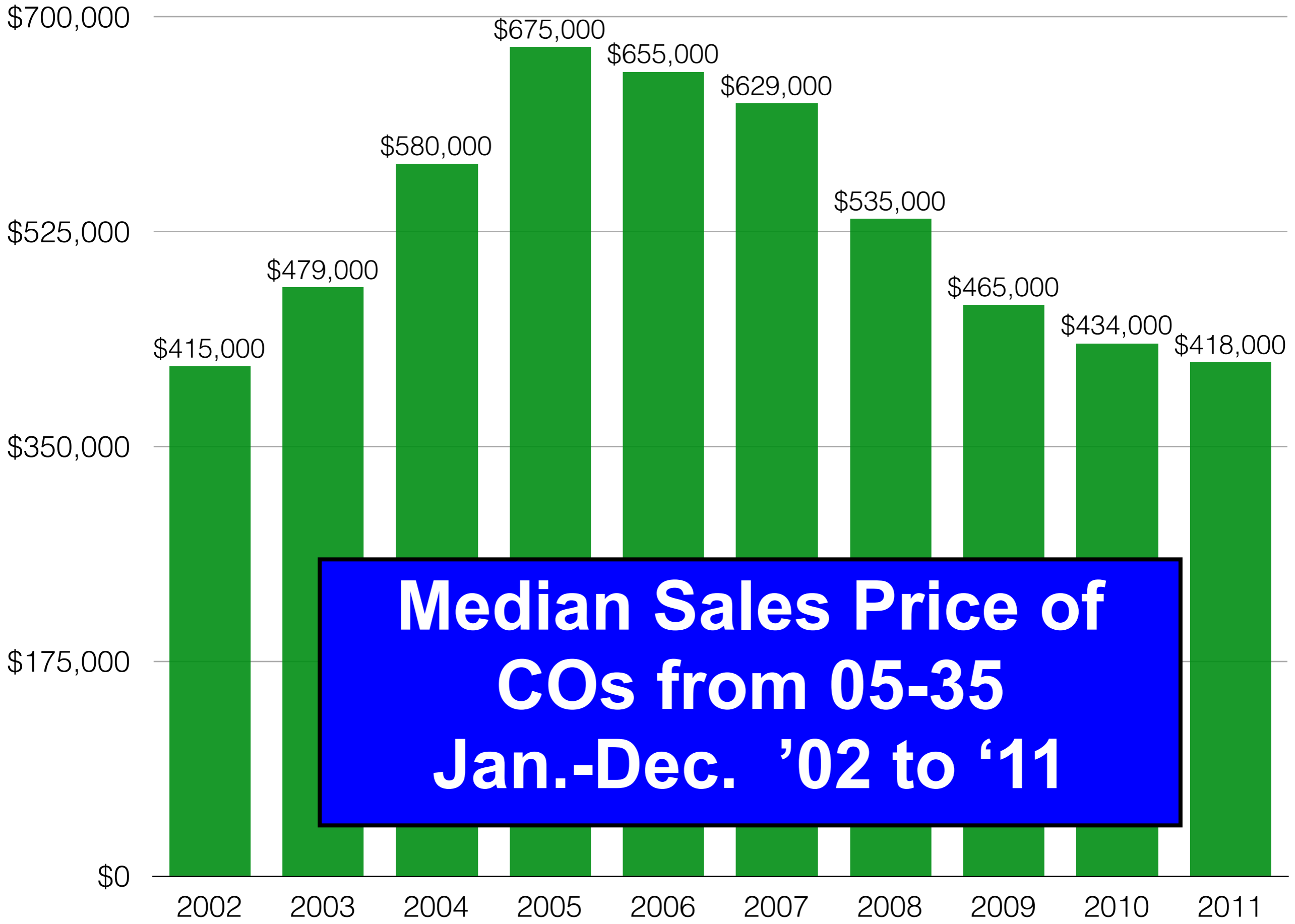




CO Active Listings December 07-11

**Perspective
for Condos
2002-2011**





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

**Compiled from
Santa Barbara Multiple Listing Service Data
on 1/6/2012**

**Statistics Through December '11
And all of 2011**

