

**Compiled from
Santa Barbara Multiple Listing Service Data
on 3/7/2011**

Statistics Through February '11

MLS vs CORT for Jan. '11

MLS 58 Sales 42 HE/PU – 16 CO

CORT 76 Sales

- 4 Multi-Family
- 1 Closed in December
- 1 Closed in February
- 2 Pending in MLS
- 3 Land Sales
- 2 Expired
- 2 Cancelled
- 6 Not in MLS

February 1-February 28

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	49	\$62,430,900	\$899,000	\$1,274,100	118	\$58,330,318	\$845,000	\$1,190,414	93.43	85.71
List/Sold	12	\$21,320,400	\$995,000	\$1,776,700	158	\$19,683,900	\$1,122,500	\$1,640,325	92.32	80.56
Co-Broker	37	\$41,110,500	\$829,000	\$1,111,094	105	\$38,646,418	\$826,000	\$1,044,497	94.01	88.60
New	136	\$270,082,477	\$1,149,000	\$1,985,900	18					
Pending	80	\$108,045,834	\$800,000	\$1,350,572	93					
Withdrawn	7	\$11,682,000	\$1,449,000	\$1,668,857	127					
Cancelled	28	\$35,780,799	\$995,000	\$1,277,885	168					
Expired	45	\$101,692,299	\$1,275,000	\$2,259,828	238					
Back On Market	26	\$43,049,900	\$1,100,000	\$1,655,765	207					
Extended	53	\$123,805,155	\$1,100,000	\$2,335,946	225					
Active In Range	586	\$1,804,544,364	\$1,495,000	\$3,079,427	137					
Current Active	478	\$1,555,918,466	\$1,549,000	\$3,255,059	151					

HE/PU February '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	49	\$62,430,900	\$899,000	\$1,274,100	118	\$58,330,318	\$845,000	\$1,190,414	93.43	85.71
Pending	80	\$108,045,834	\$800,000	\$1,350,572	93					

HE/PU February '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	45	\$63,695,300	\$829,000	\$1,415,451	92	\$56,016,575	\$795,000	\$1,244,812	87.94	79.71
Pending	60	\$78,502,495	\$895,000	\$1,308,374	74					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$300,000-\$349,999	1	4
\$350,000-\$399,999	1	8
\$450,000-\$499,999	1	8
\$500,000-\$549,999	5	118
\$550,000-\$599,999	2	16
\$600,000-\$649,999	4	79
\$650,000-\$699,999	3	91
\$700,000-\$749,999	3	98
\$750,000-\$799,999	1	154
\$800,000-\$849,999	4	131
\$850,000-\$899,999	3	103
\$900,000-\$949,999	3	123
\$950,000-\$999,999	1	297

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	221
\$1,200,000-\$1,299,999	2	8
\$1,300,000-\$1,399,999	2	191
\$1,400,000-\$1,499,999	1	133
\$1,500,000-\$1,599,999	1	100
\$1,700,000-\$1,799,999	1	291
\$1,900,000-\$1,999,999	1	168
\$2,250,000-\$2,499,999	1	1
\$3,000,000-\$3,249,999	1	105
\$3,750,000-\$3,999,999	1	566
\$4,750,000-\$4,999,999	1	31
\$5,000,000+	1	290

The average price for the 49 properties is \$1,190,414.

The highest price is \$6,100,000.

440 Via Dichosa

The median price is \$845,000.

The lowest price is \$335,900.

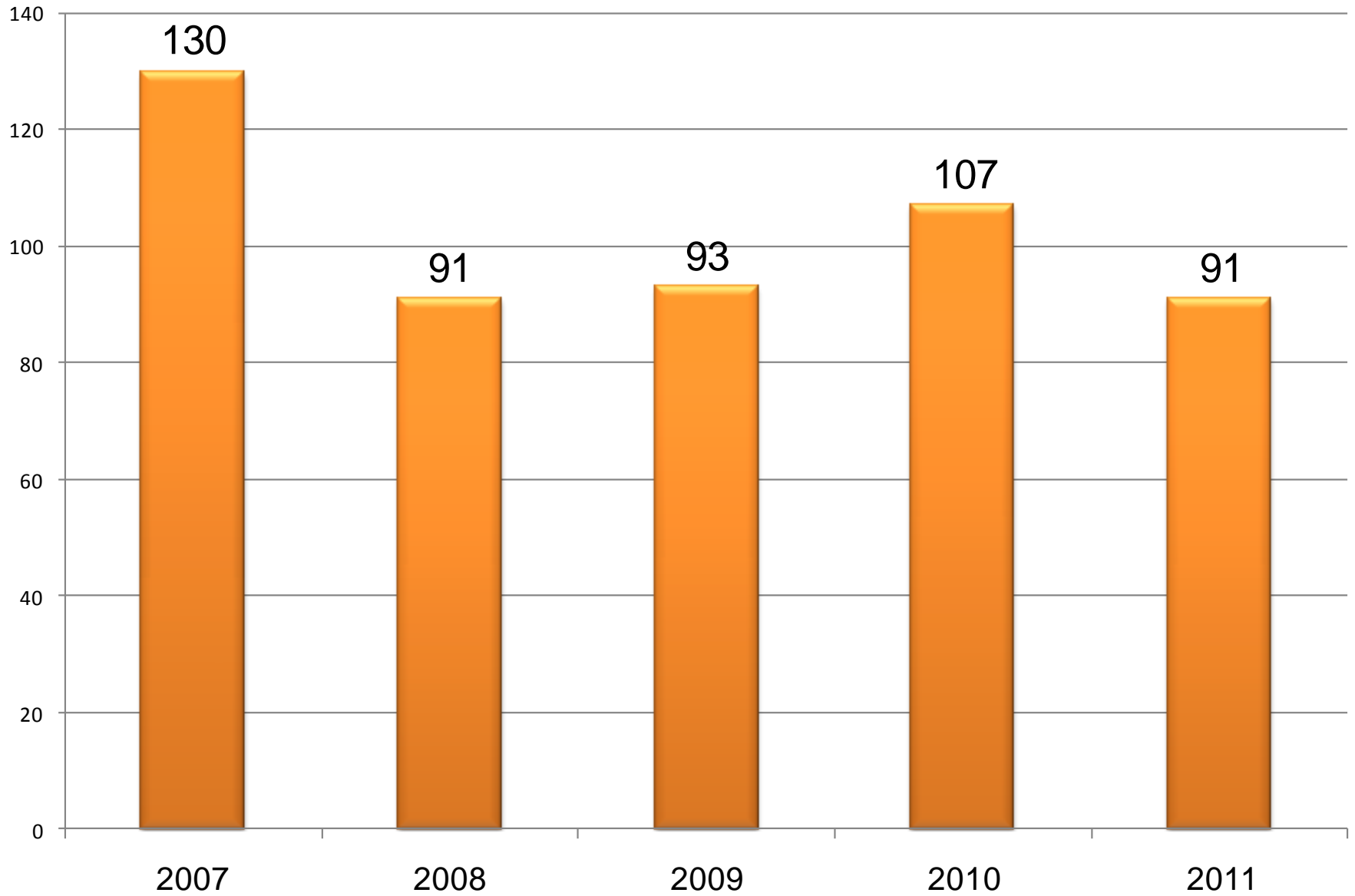
4870 5th St

The average Market Time is 118.

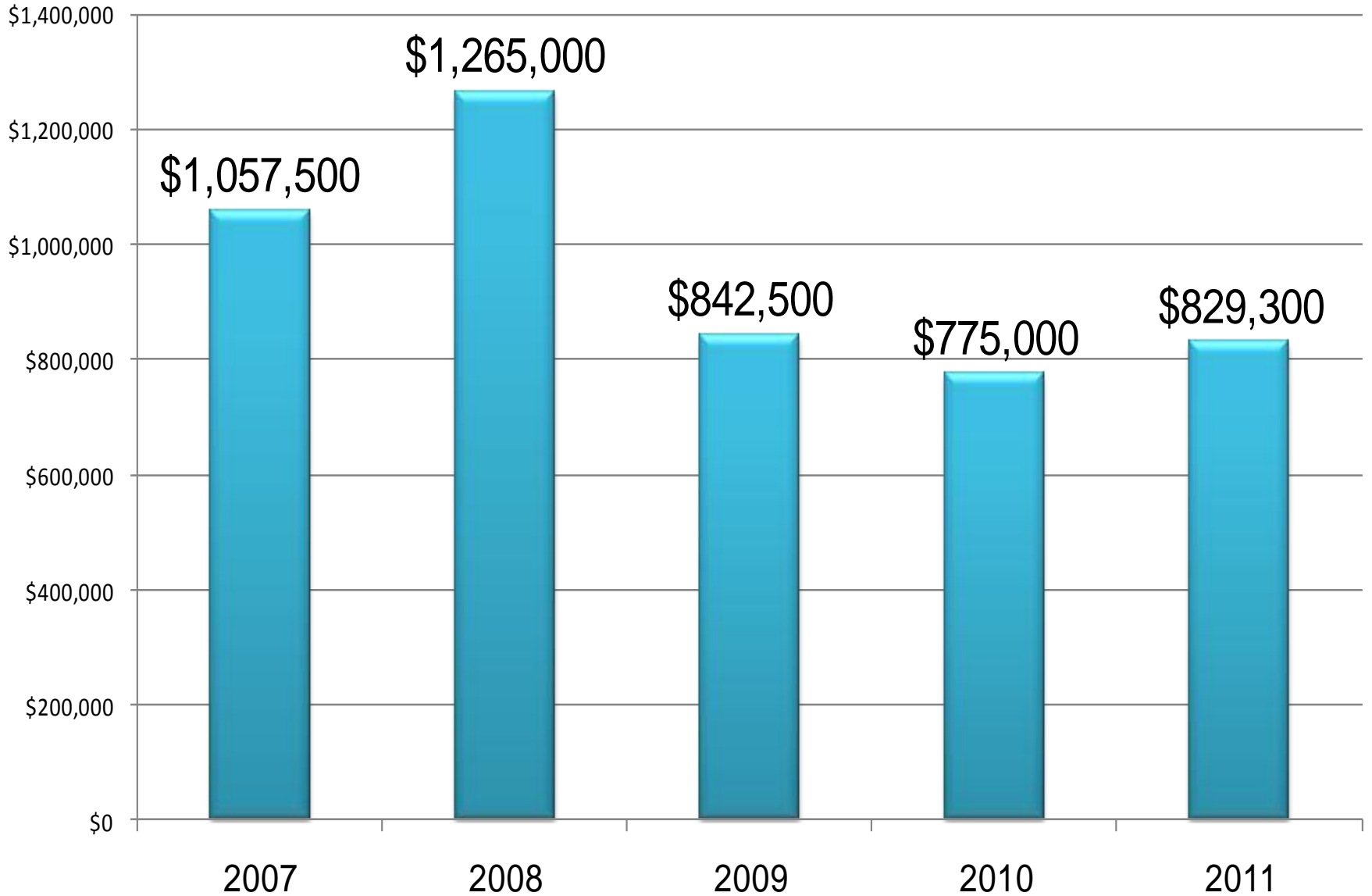
Home Estate/PUD

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

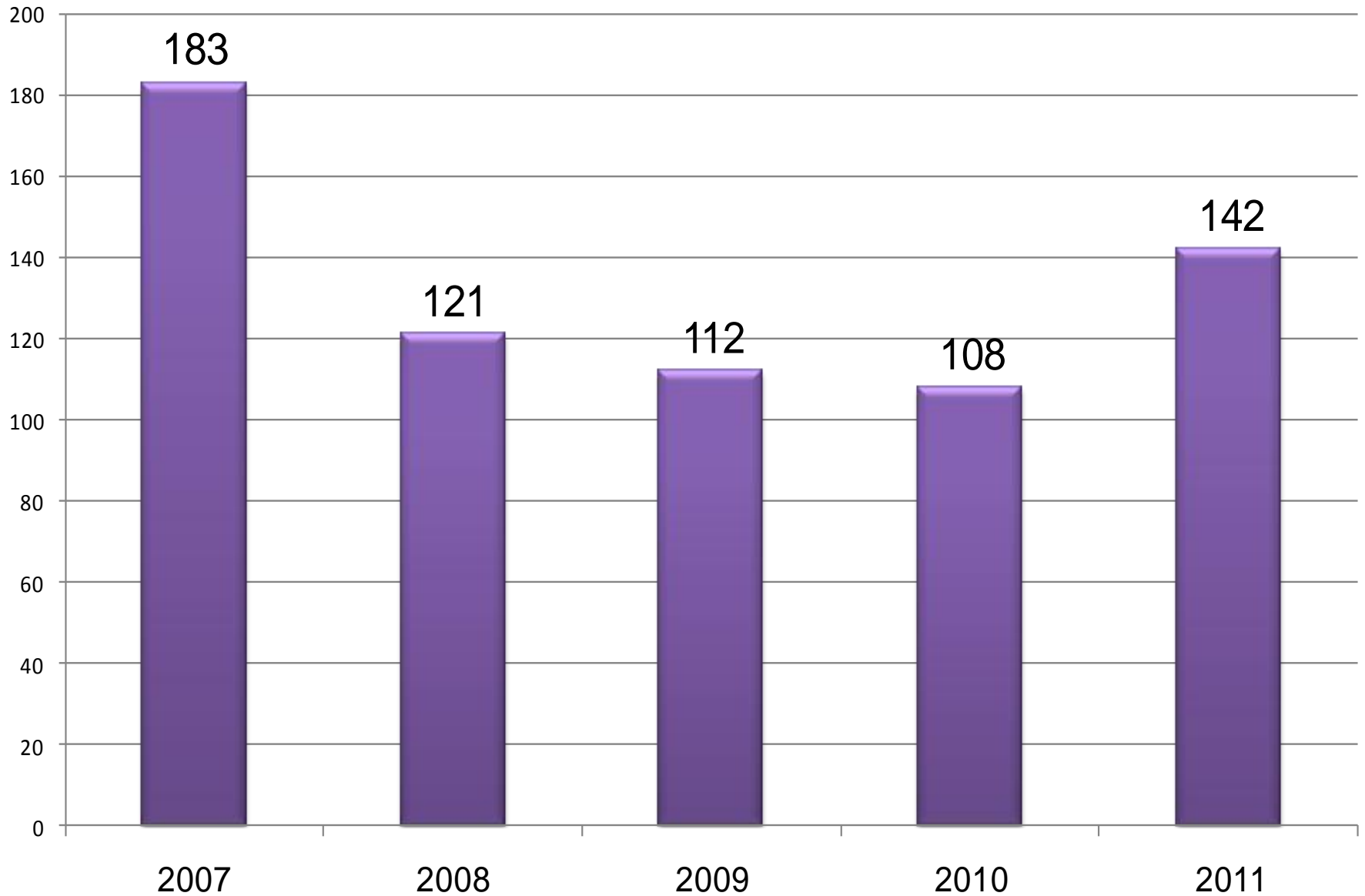
HE/PU Sales Jan-Feb 2007-2011



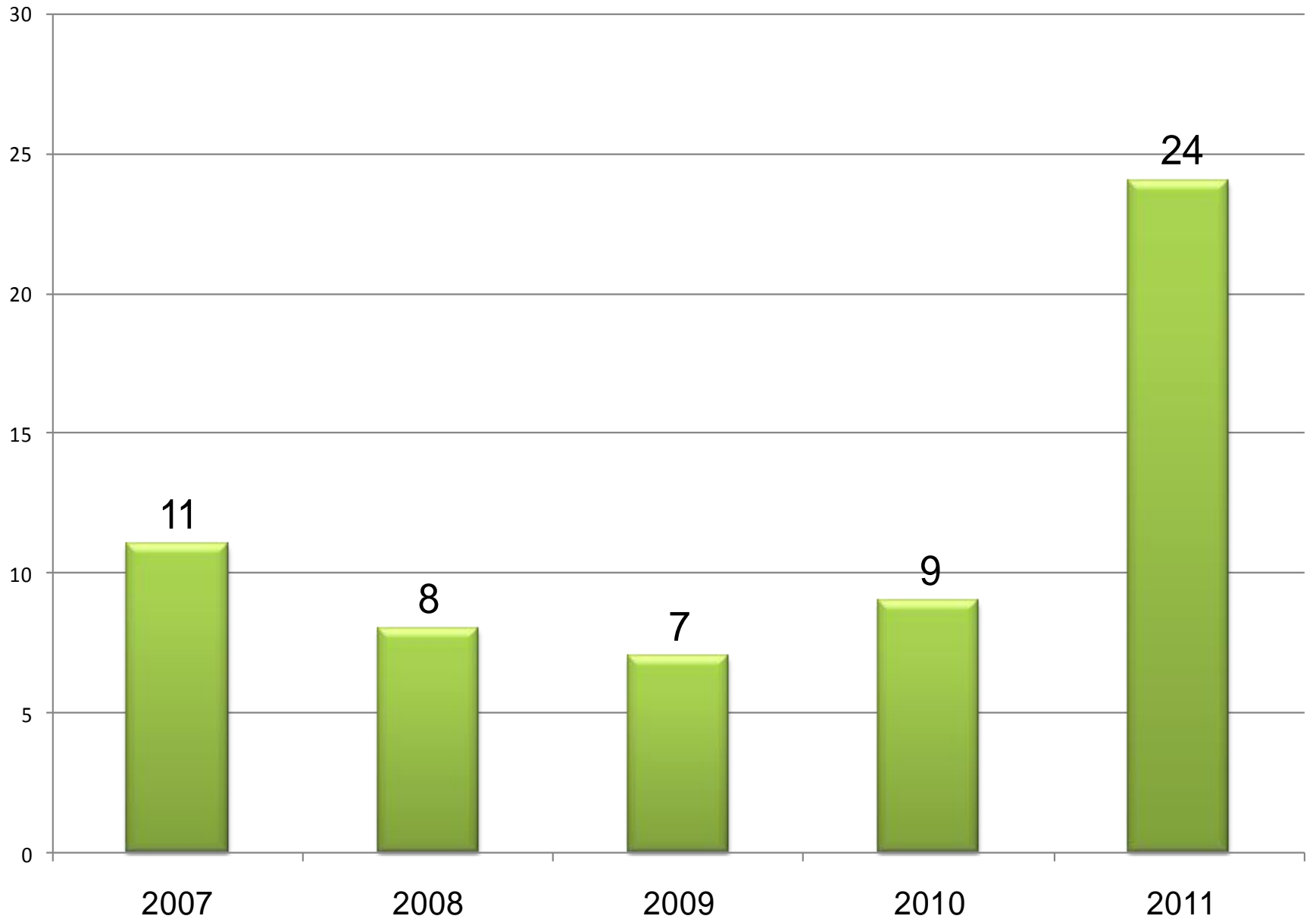
HE/PU Median Sales Price Jan-Feb 2007-2011

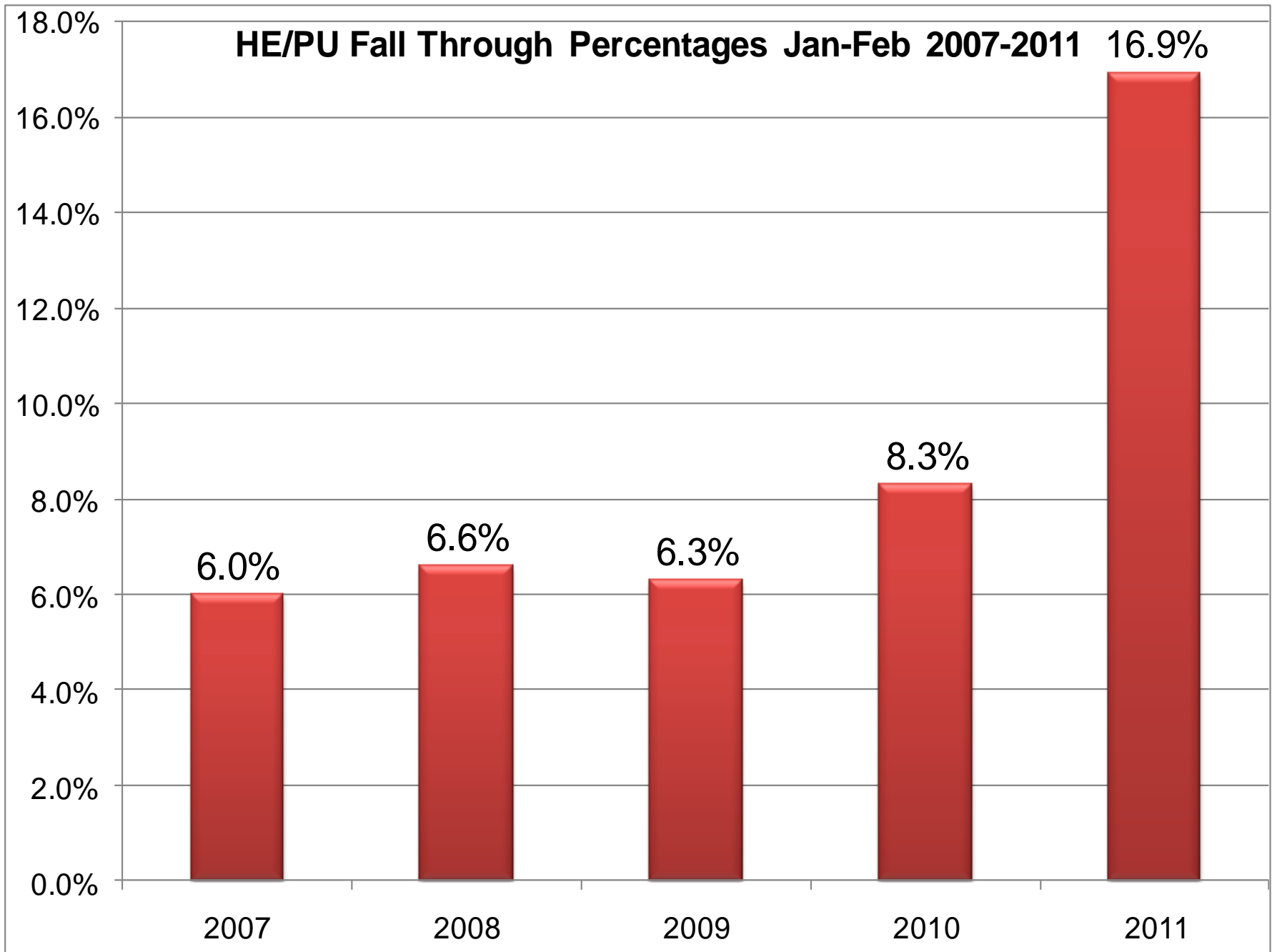


HE/PU Pending Listings Jan-Feb 2007-2011

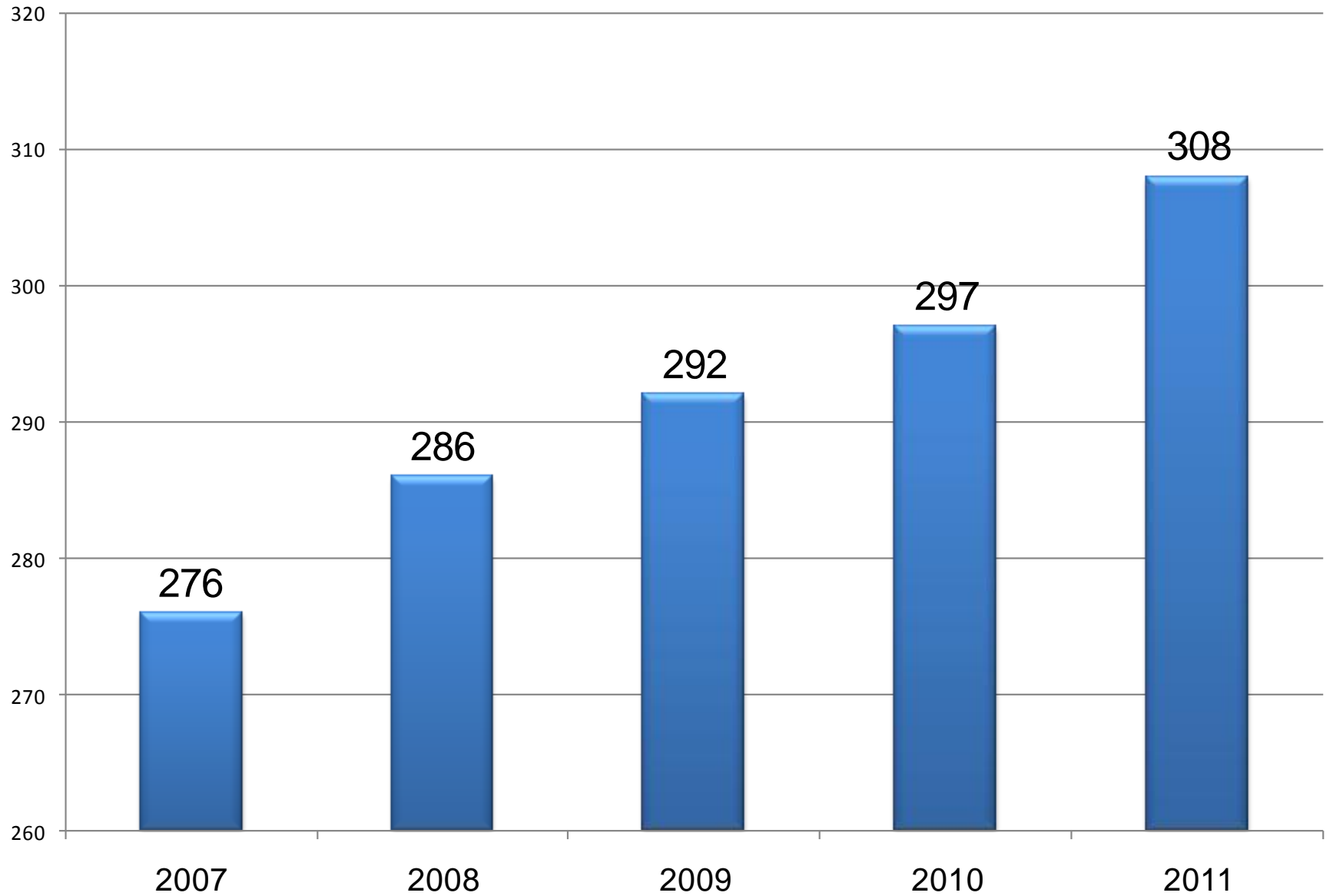


HE/PU Fall Throughs Jan-Feb 2007-2011

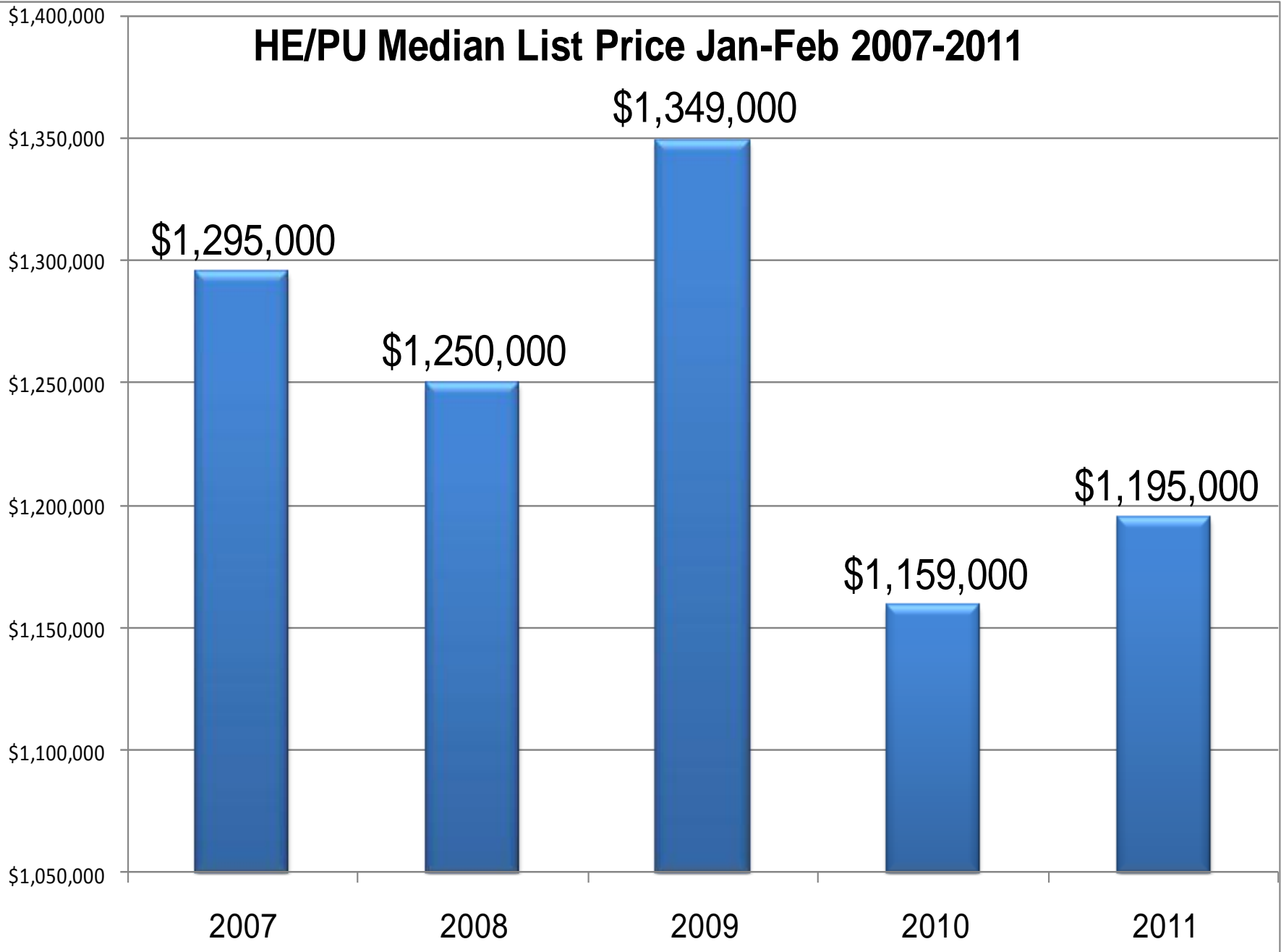




HE/PU New Listings Jan-Feb 2007-2011



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



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

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

- Total Active Listings

'10 851, '11 837 **DOWN** -1.6%

- New Listings

'10 297, '11 308, **UP** +3.7%

- New Listings Median List Price

'10 \$1,159,000, '11 \$1,195,000, **UP** +3.1%

- Properties that went into Escrow

'10 108 , '11 142 **UP** +31.5%

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

- Number of Sold Properties

'10 107, '11 91 **DOWN** -15.0%

- Median Sales Prices

'10 \$775,000 '11 \$829,300 **UP** +7.0%

- Median Sales Prices w/o Hope Ranch/Montecito

'10 \$760,000, '11 \$795,000 **UP** +4.6%

- Average Sold Price

'10 \$1,279,212 '11 \$1,174,364 **DOWN** -8.2%

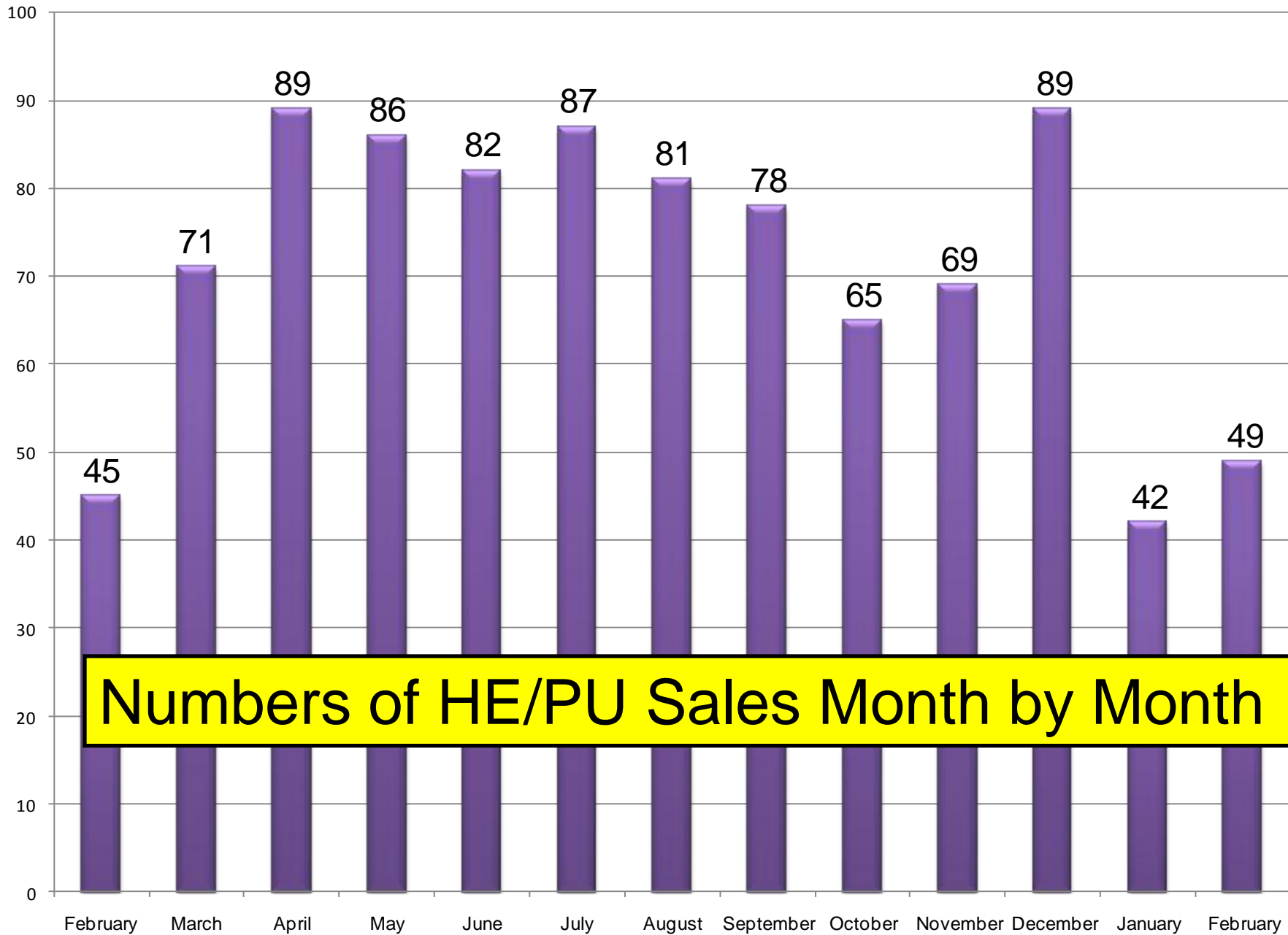
- Average Sold Price w/o Hope Ranch/Montecito

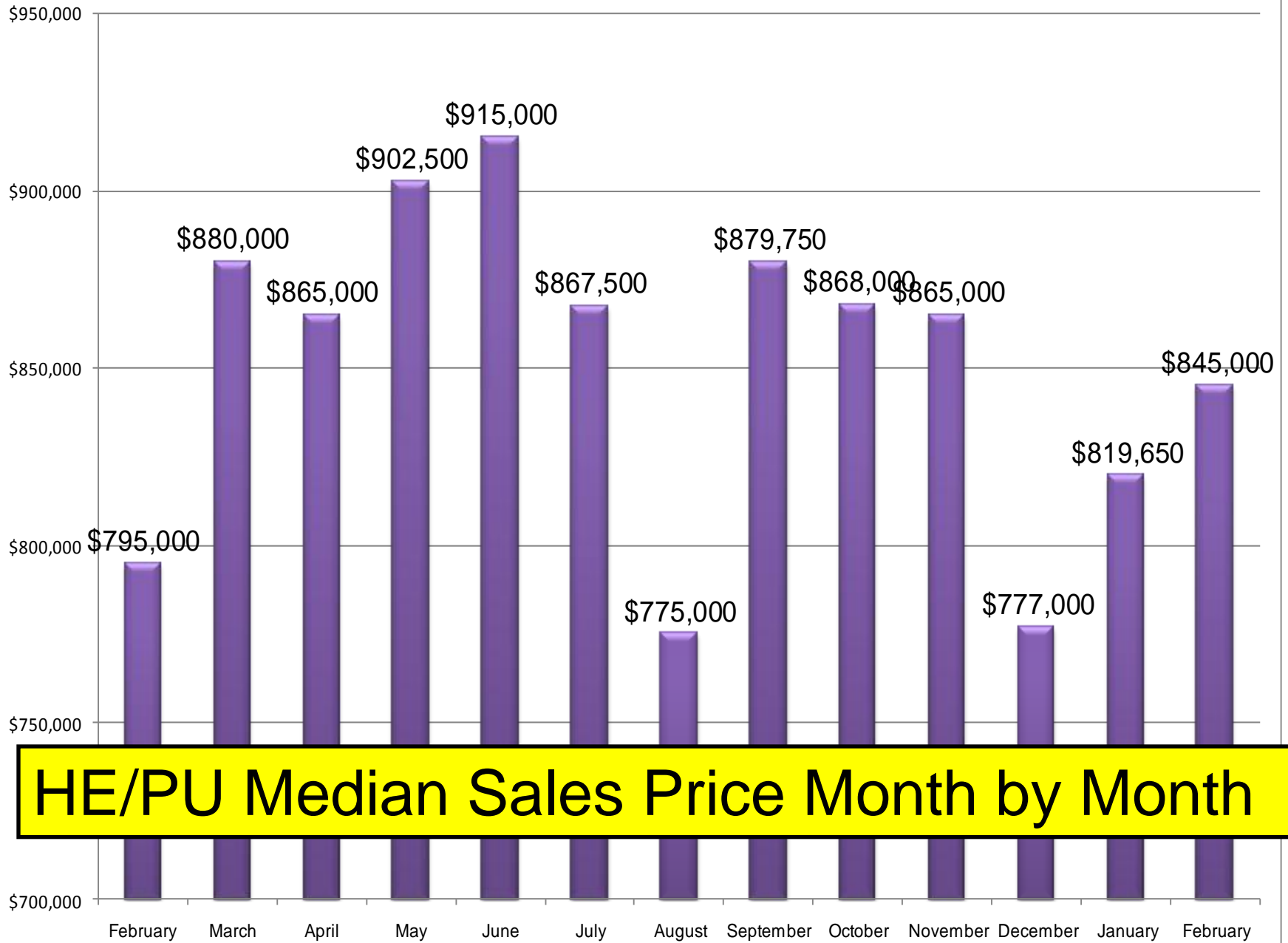
'10 \$861,726, '11 \$963,958 **UP** +11.9%

- Sold Volume

'10 \$136,875,772 '11 \$106,867,168 **DOWN** -21.9%

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

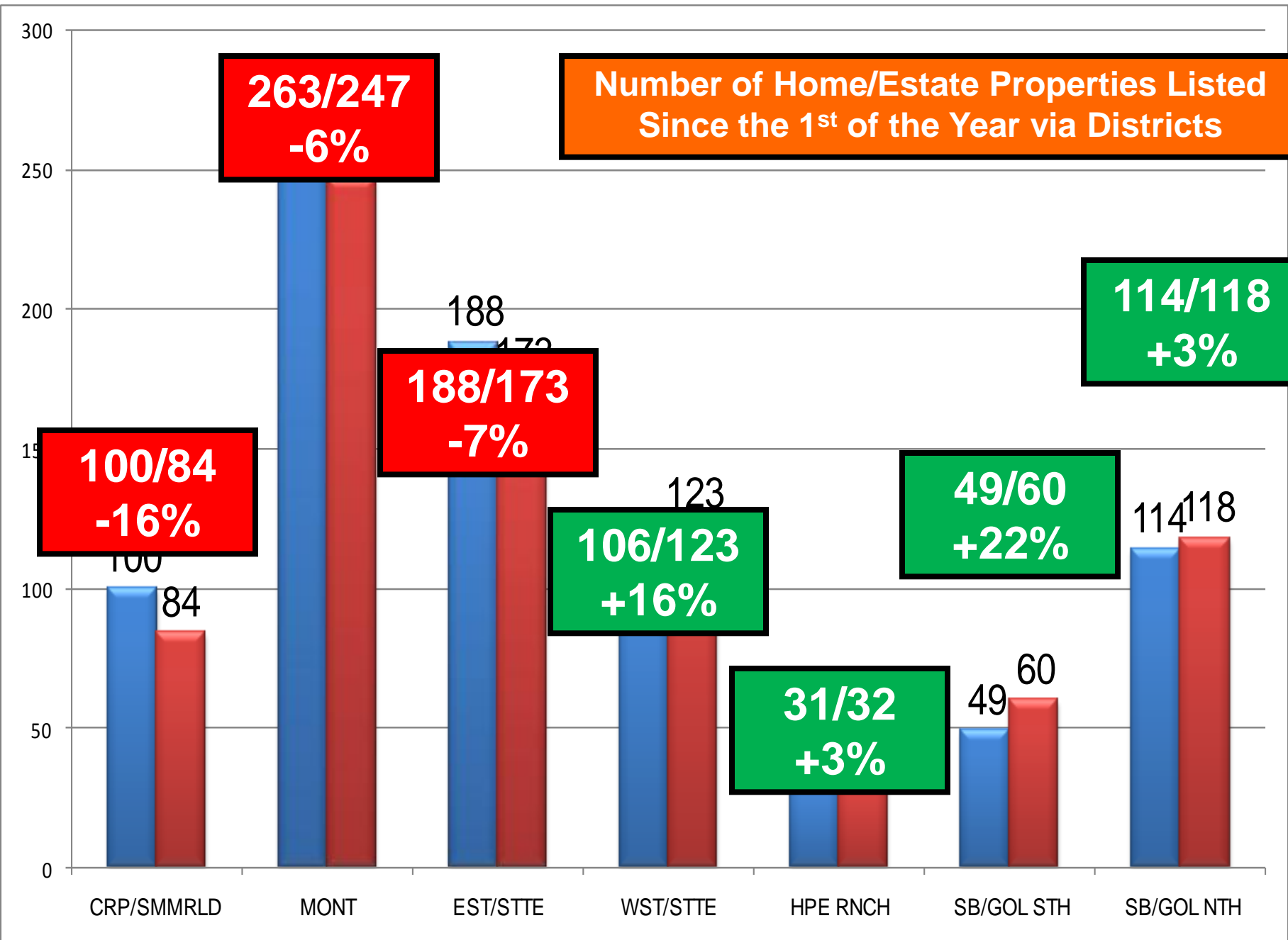




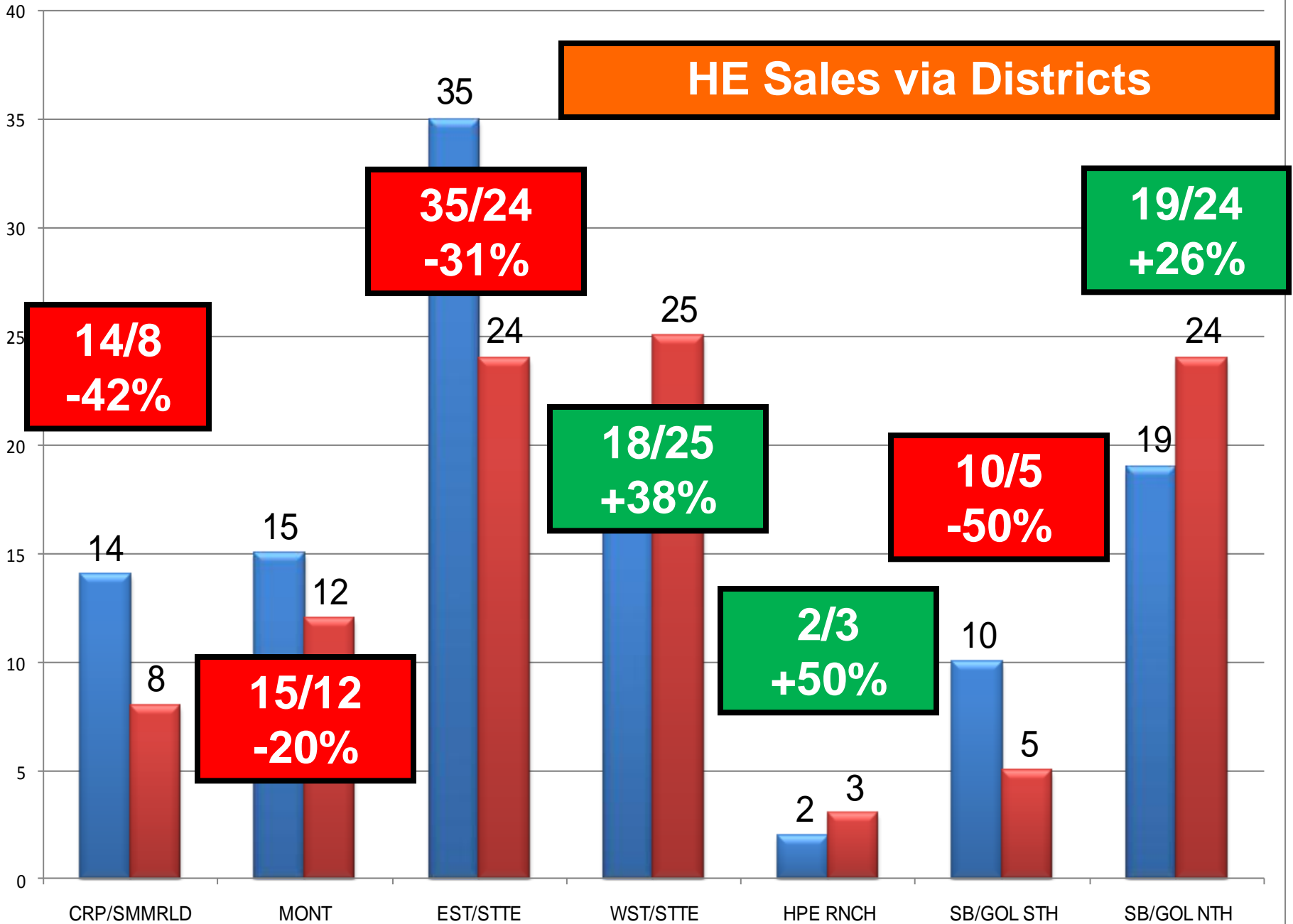
HE/PU Median Sales Price Month by Month

HE/PU District Stats

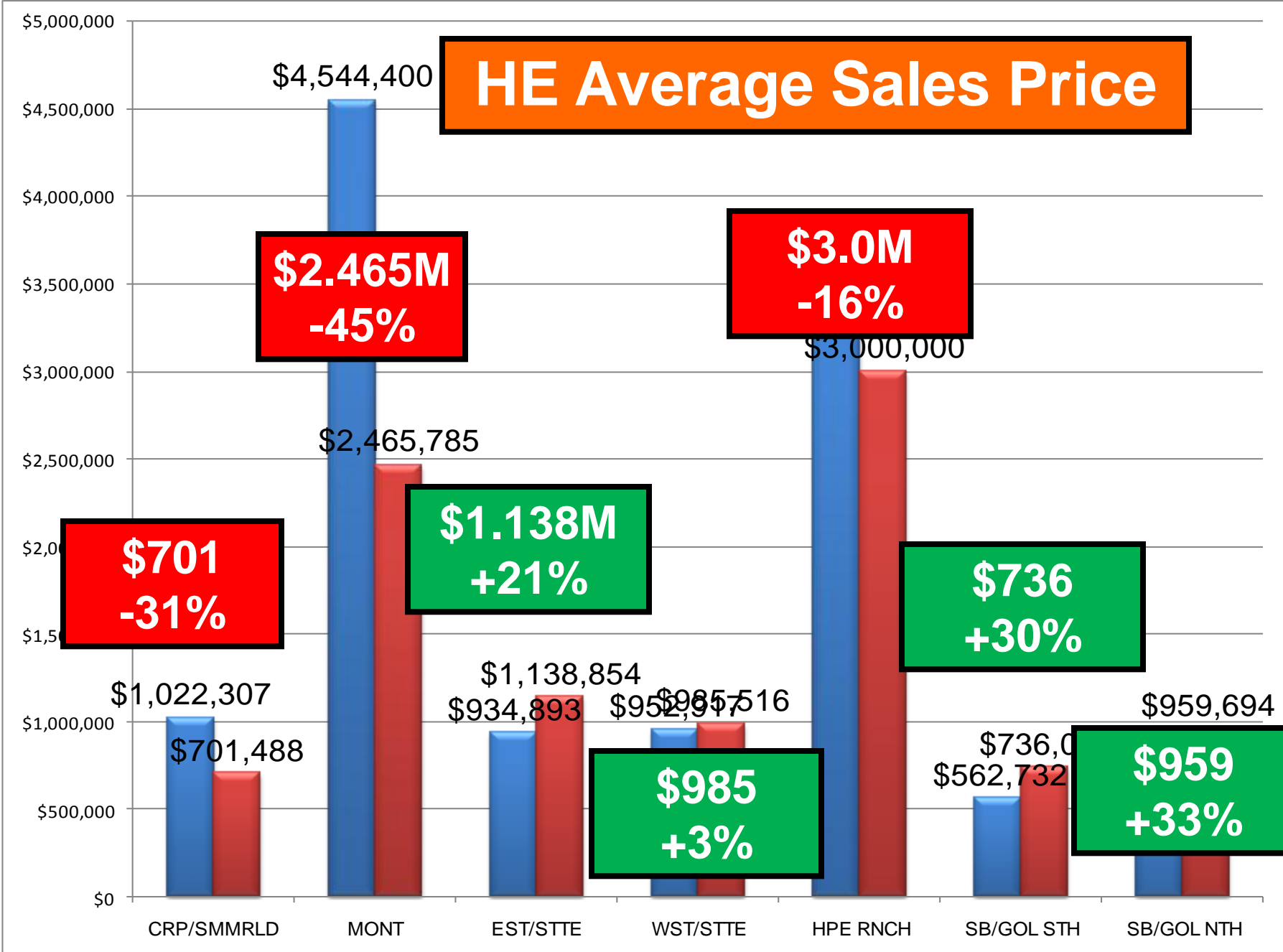
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

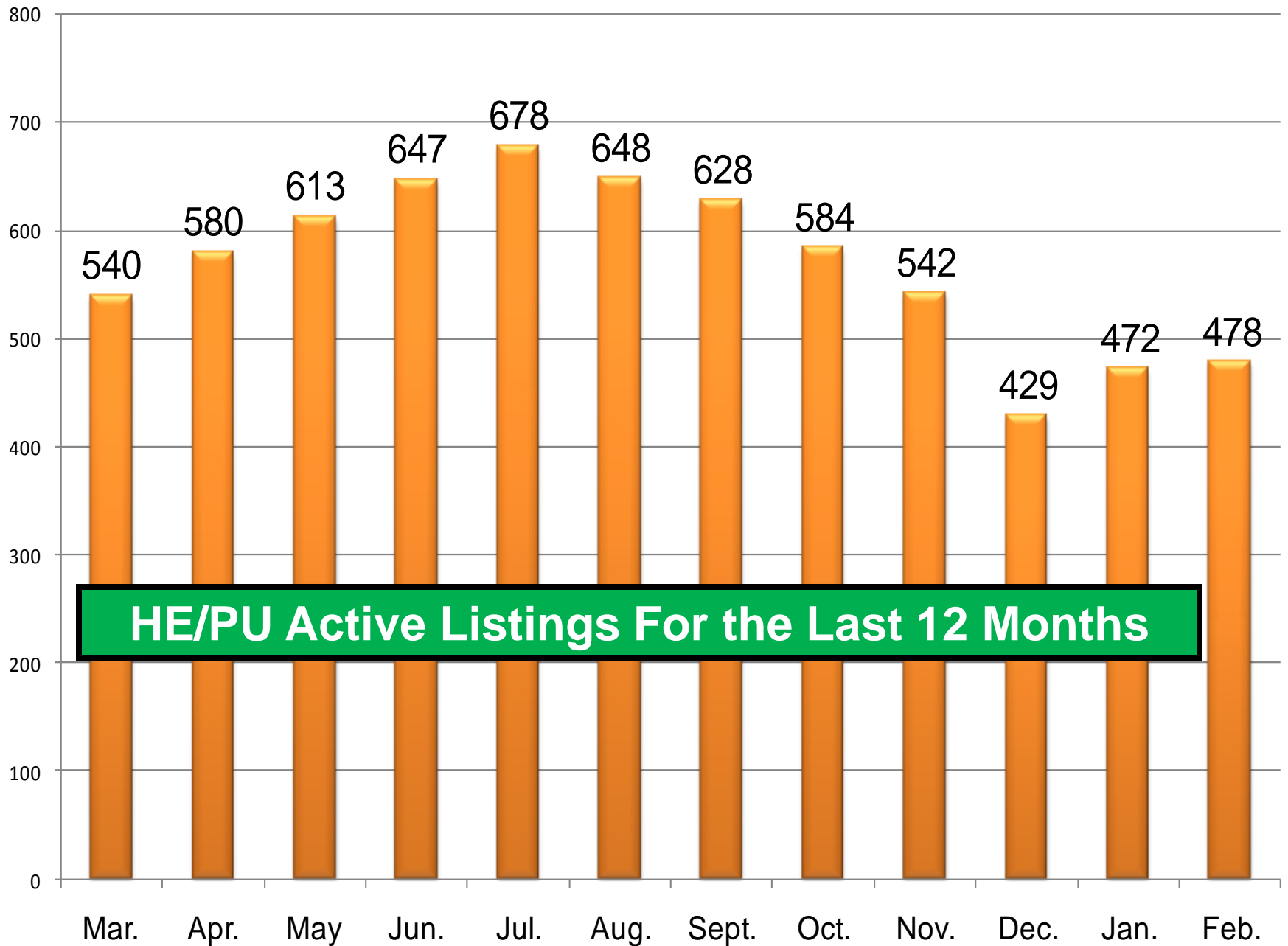


HE Sales via Districts

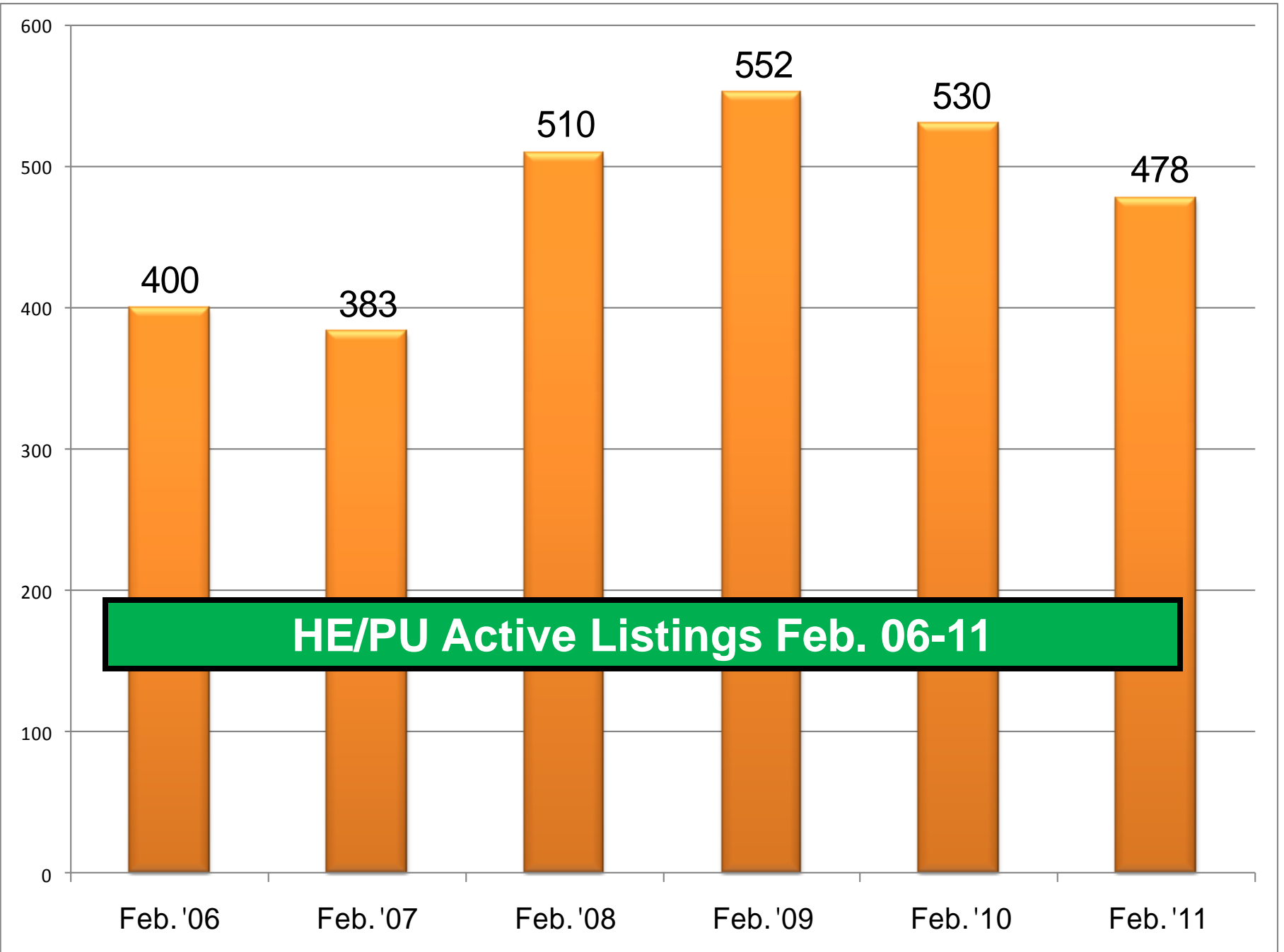


HE Average Sales Price

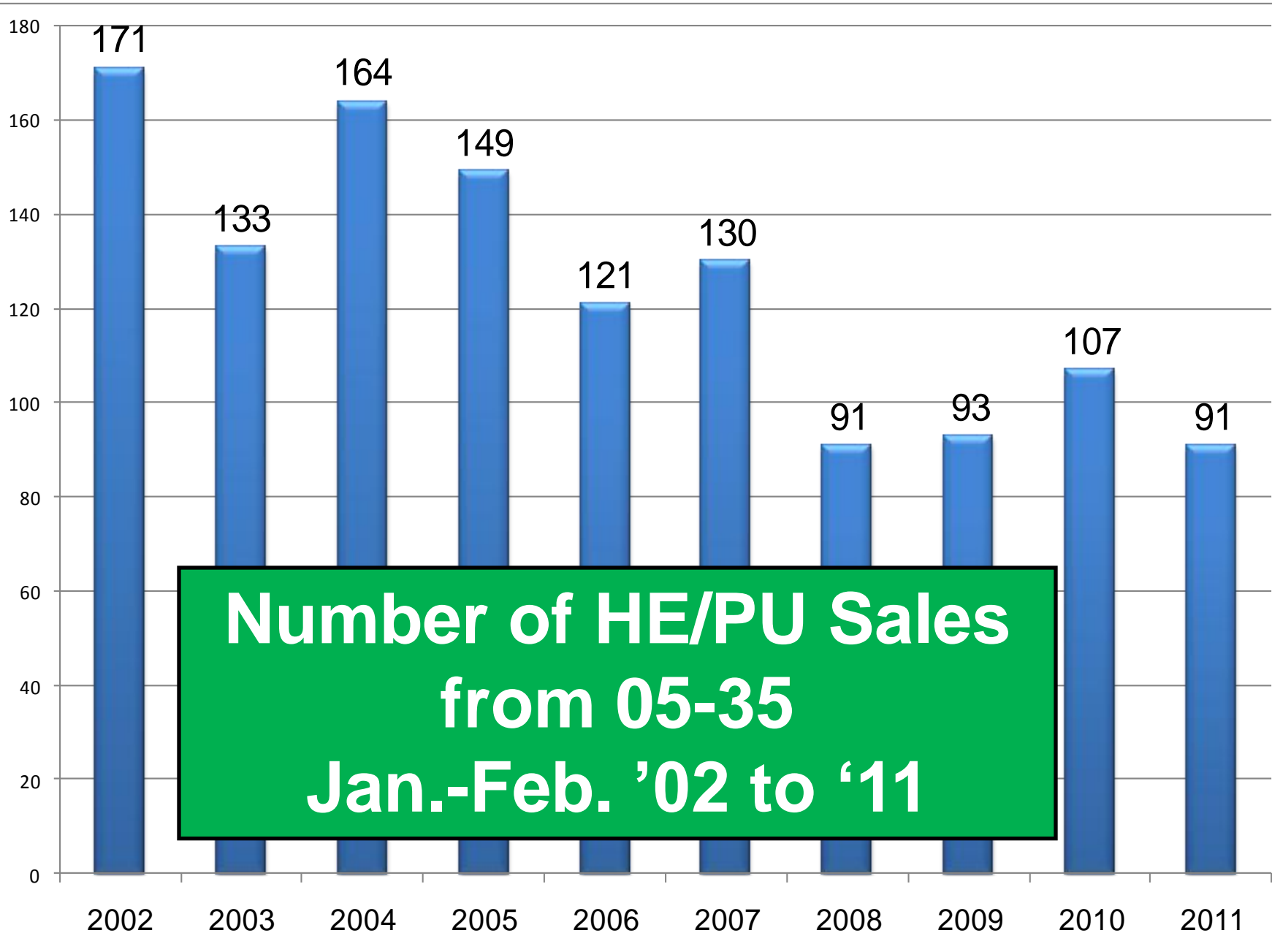


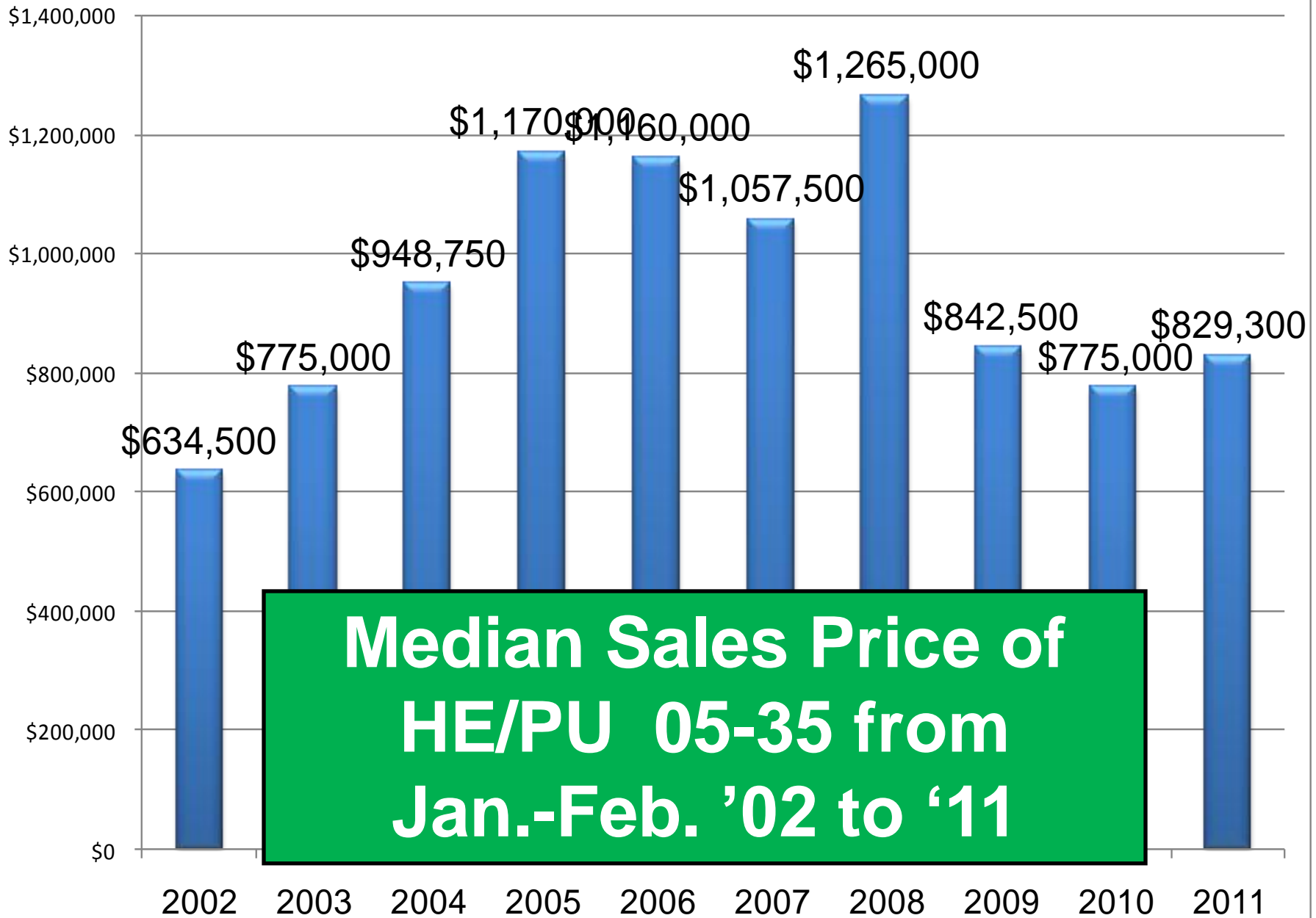


HE/PU Active Listings For the Last 12 Months



**Perspective
for Home Estates
2002-2011**





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

February 1-February 28

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	16	\$9,580,750	\$420,000	\$598,796	71	\$9,156,000	\$422,500	\$572,250	95.57	88.60
List/Sold	6	\$3,469,900	\$420,000	\$578,316	73	\$3,447,000	\$475,000	\$574,500	99.34	85.09
Co-Broker	10	\$6,110,850	\$399,000	\$611,085	70	\$5,709,000	\$397,500	\$570,900	93.42	90.87
New	34	\$18,127,770	\$425,000	\$533,169	13					
Pending	24	\$13,159,950	\$415,750	\$548,331	91					
Withdrawn	7	\$7,446,600	\$649,000	\$1,063,800	215					
Cancelled	5	\$3,160,800	\$439,900	\$632,160	123					
Expired	6	\$4,709,900	\$575,000	\$784,983	219					
Back On Market	8	\$3,376,450	\$385,000	\$422,056	139					
Extended	19	\$13,526,450	\$399,900	\$711,918	178					
Active In Range	169	\$126,366,465	\$565,000	\$747,730	130					
Current Active	142	\$103,750,465	\$550,000	\$730,637	139					

CO February '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	16	\$9,580,750	\$420,000	\$598,796	71	\$9,156,000	\$422,500	\$572,250	95.57	88.60
Pending	24	\$13,159,950	\$415,750	\$548,331	91					

CO February '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	18	\$11,623,600	\$469,000	\$645,755	66	\$10,989,700	\$457,500	\$610,538	94.55	93.19
Pending	24	\$13,011,925	\$515,000	\$542,163						

List Price Range	Number of Listings	Average Days to Sold
\$200,000-\$249,999	2	114
\$300,000-\$349,999	1	75
\$350,000-\$399,999	4	26
\$400,000-\$449,999	3	65
\$450,000-\$499,999	1	96
\$500,000-\$549,999	1	112
\$550,000-\$599,999	1	25
\$600,000-\$649,999	1	108
\$1,200,000-\$1,299,999	1	72
\$2,000,000-\$2,249,999	1	132

The average price for the 16 properties is \$572,250.

The highest price is \$2,200,000.

4885 Sandyland Rd #4

The median price is \$420,000.

The lowest price is \$210,000.

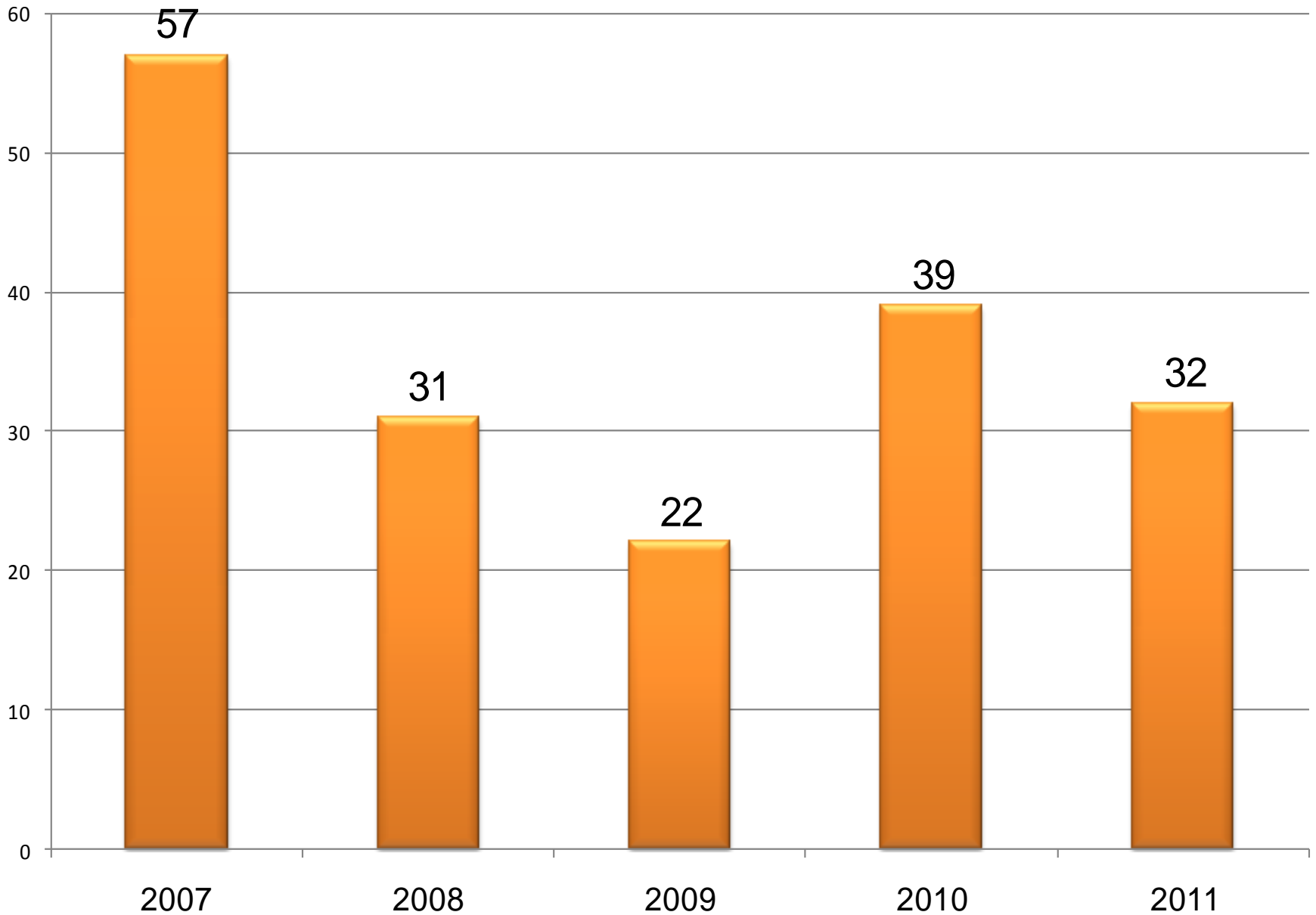
5966 Birch St #3

The average Market Time is 71.

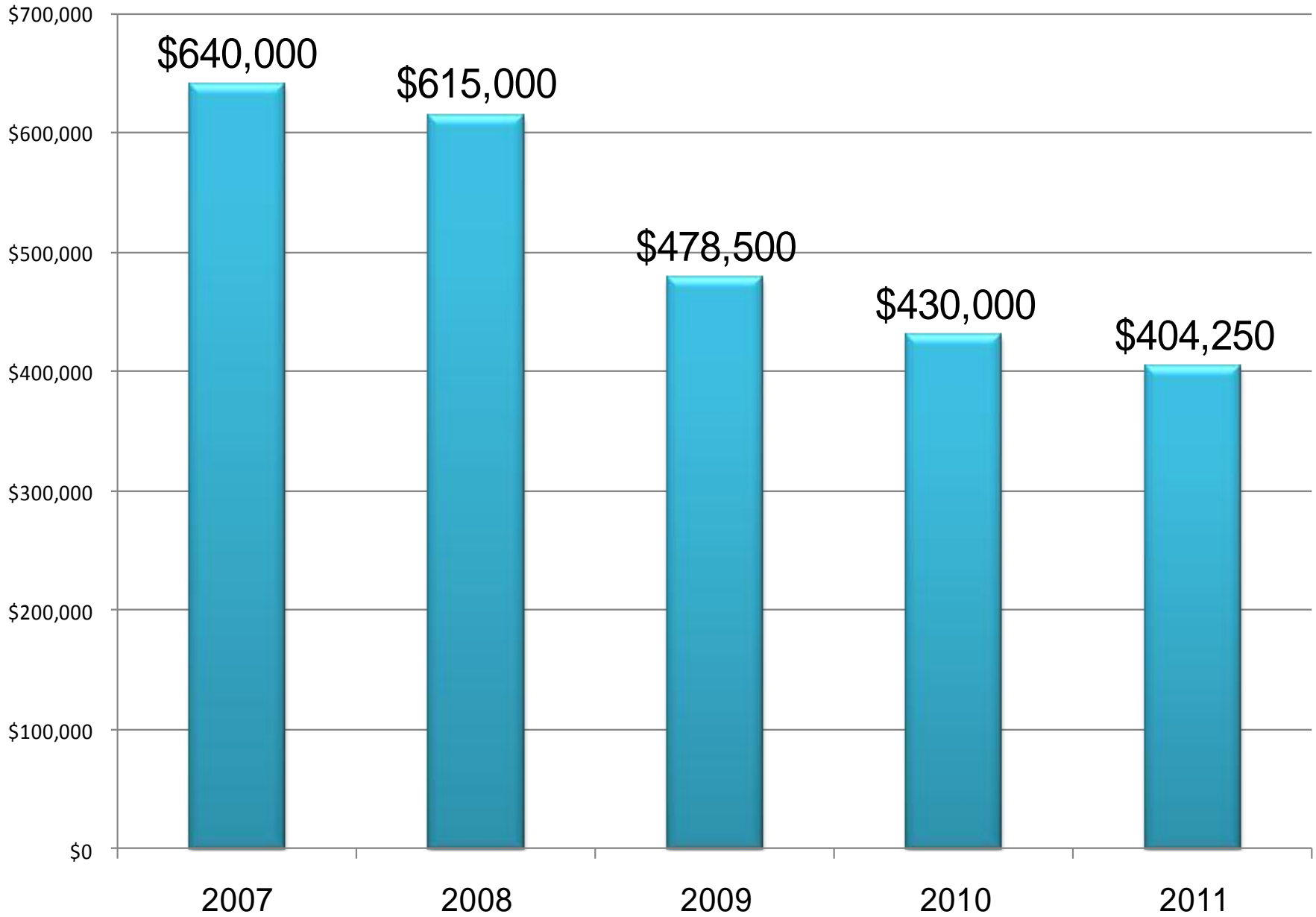
Condo Statistics

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

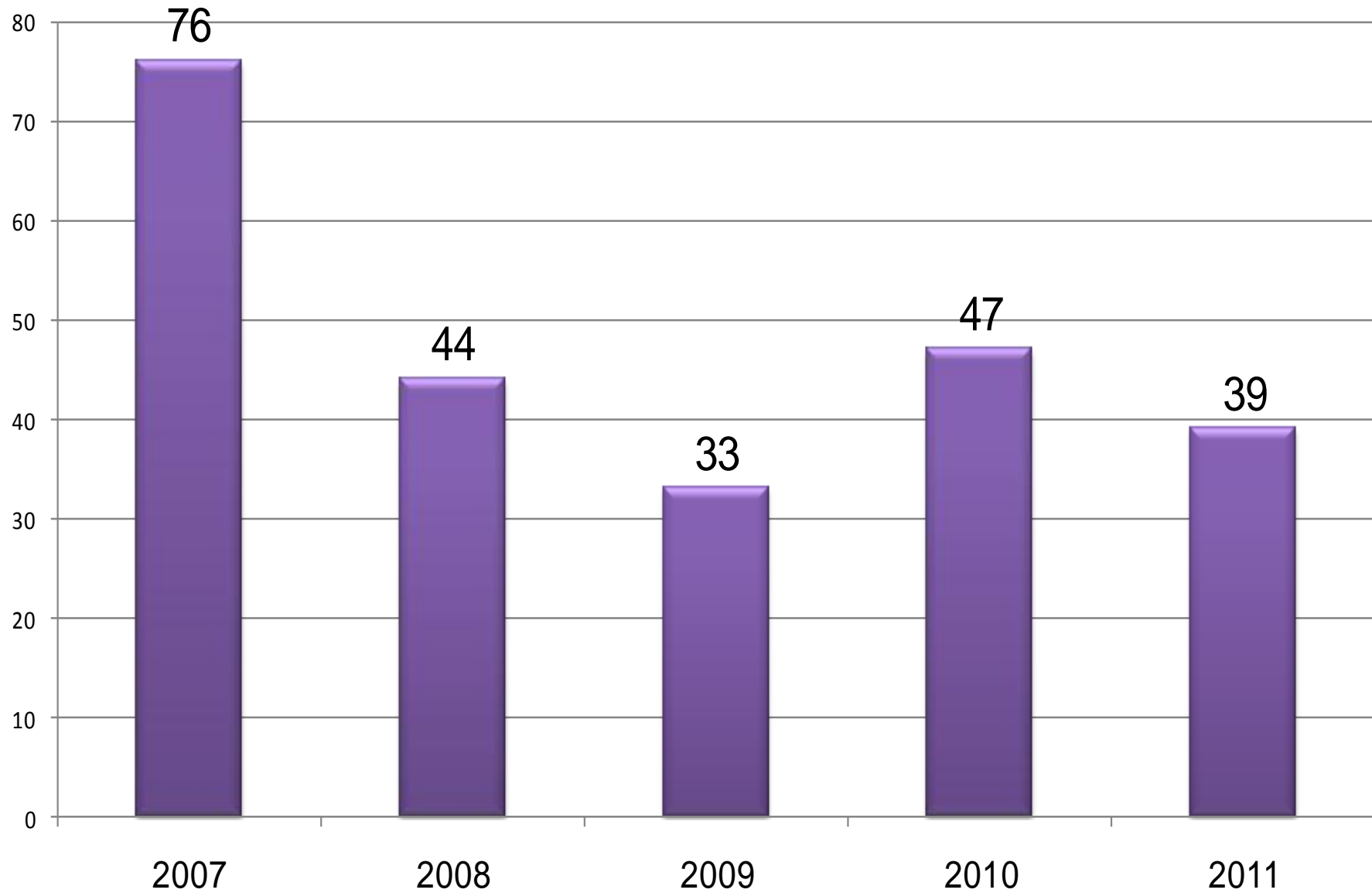
CO Sales Jan-Feb 2007-2011



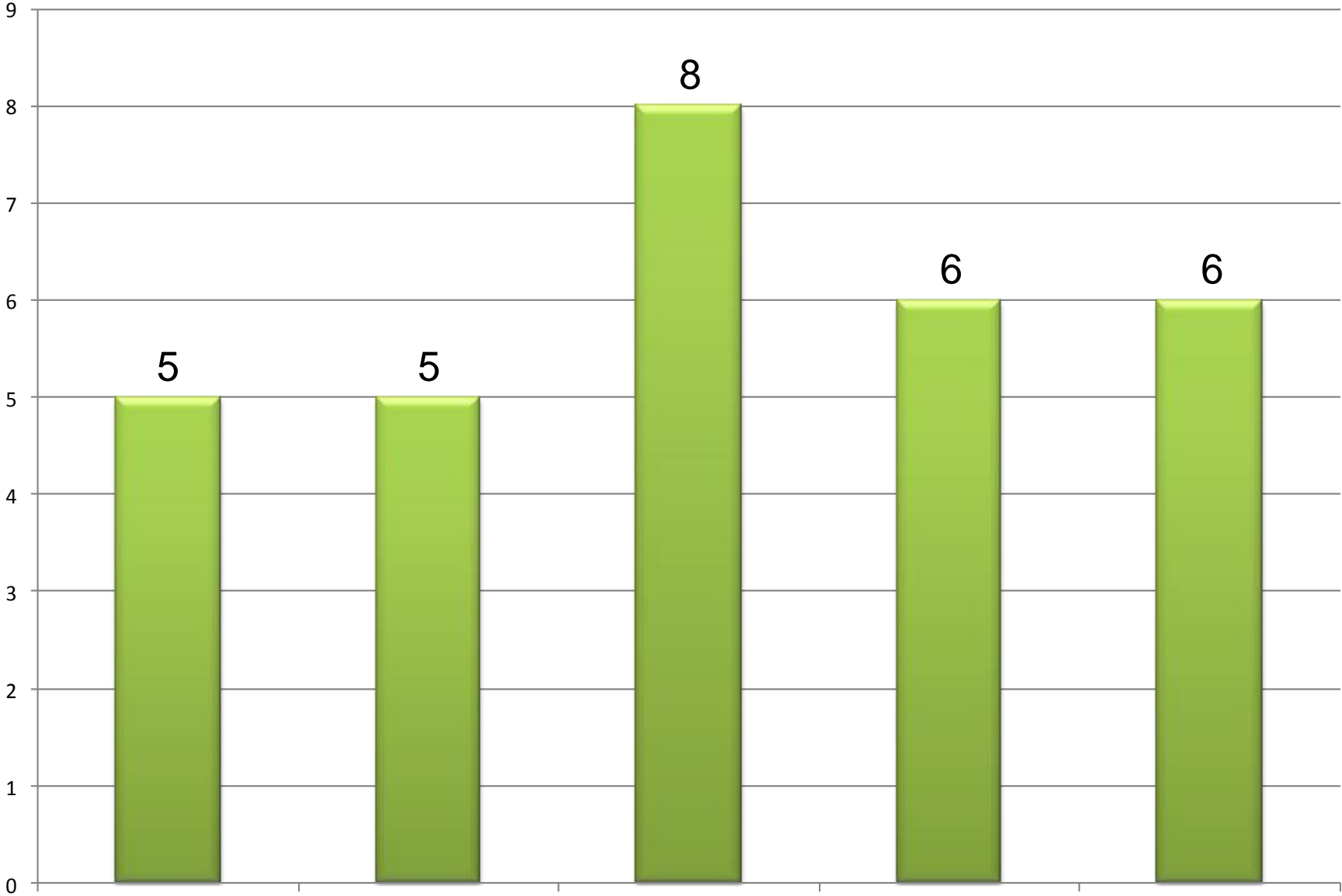
CO Median Sales Price Jan-Feb 2007-2011



CO Pending Listings Jan-Feb 2007-2011



CO Fall Throughs Jan-Feb 2007-2011



2007

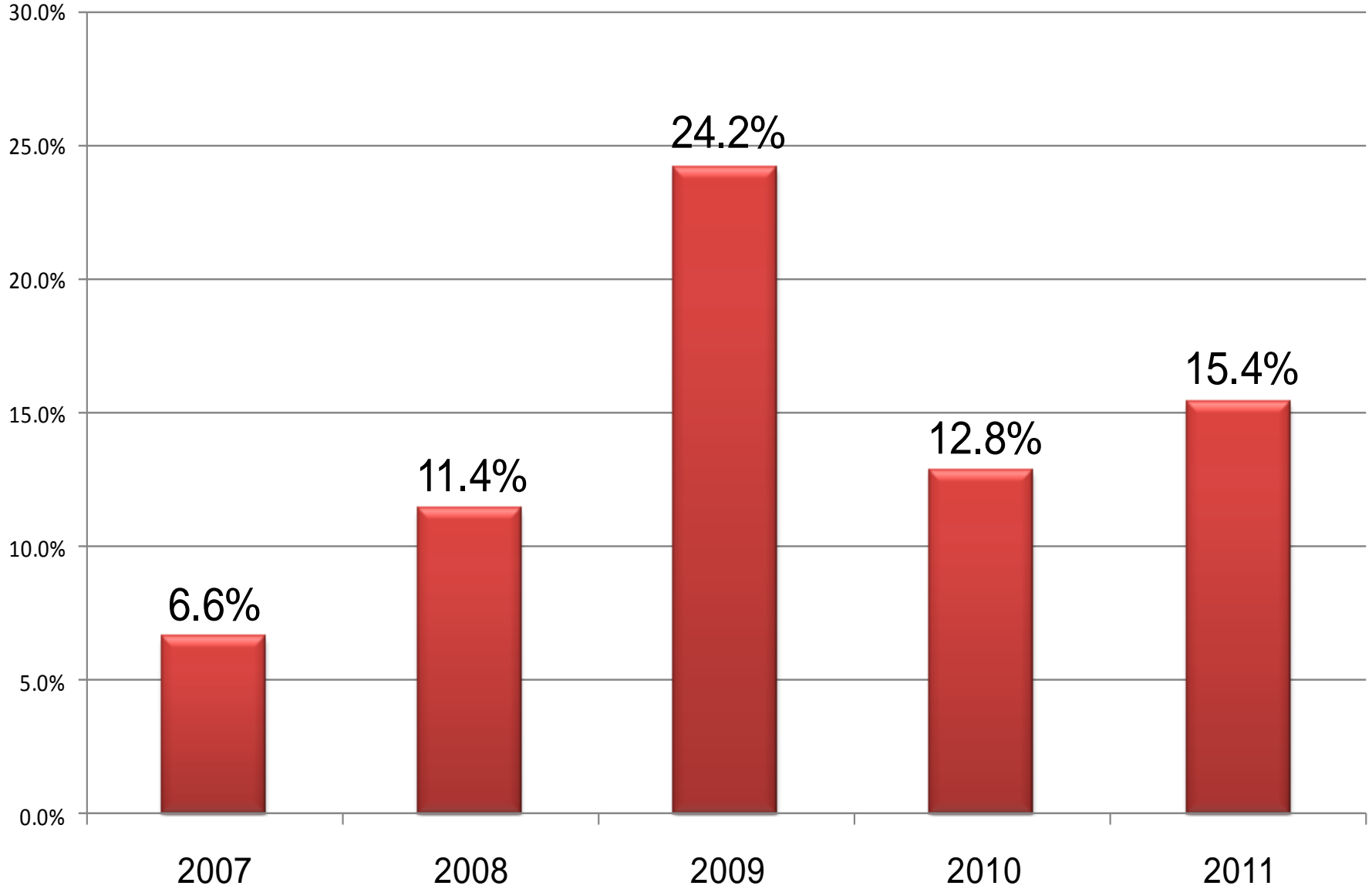
2008

2009

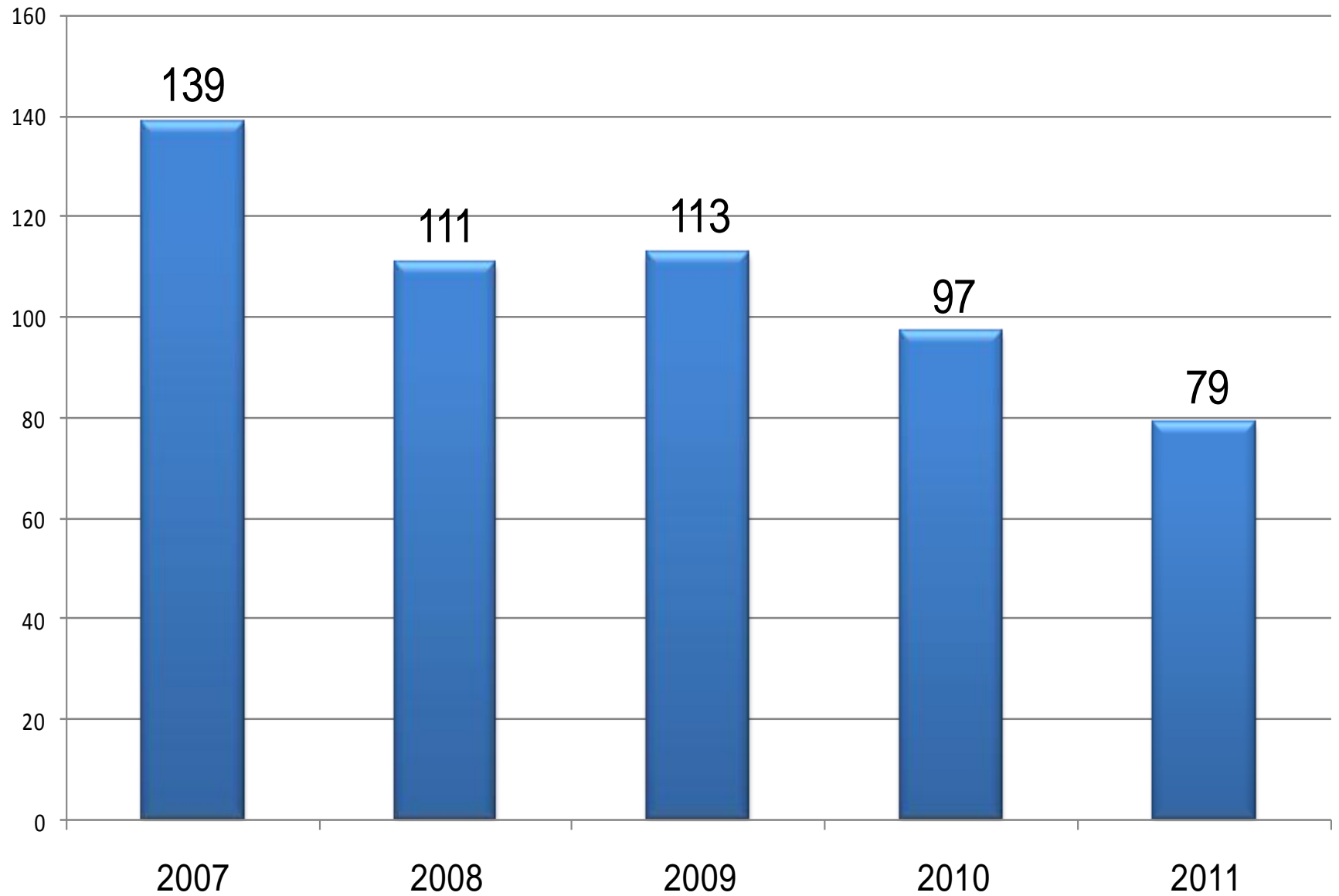
2010

2011

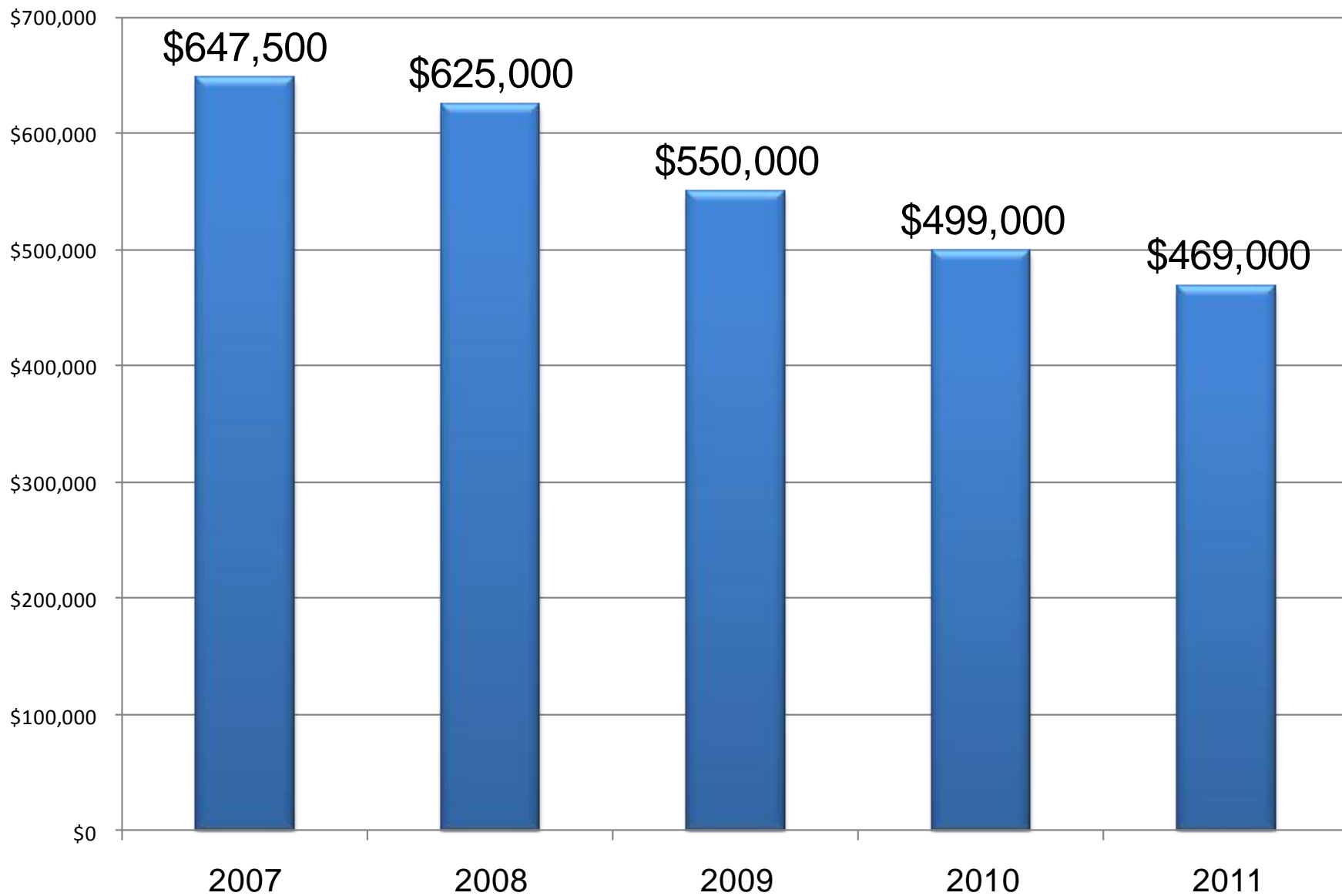
CO Fall Through Percentages Jan-Feb 2007-2011



CO New Listings Jan-Feb 2007-2011



CO Median List Price Jan-Feb 2007-2011



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

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

- Total Active Listings

'10 241, '11 221, **DOWN** -8.3%

- New Listings

'10 97, '11 79, **DOWN** -18.6%

- New Listings Median List Price

'10 \$499,000, '11 \$469,000, **DOWN** -6.0%

- Properties that went into Escrow

'10 47, '11 39, **DOWN** -17.0%

Sold CO '10 vs. '11 Jan-Feb

- Number of Sold Properties

'10 39, '11 32 **DOWN** -17.9%

- Median Sales Prices

'10 \$430,000 '11 \$404,250 **DOWN** -6.0%

- Median Sales Prices w/o Montecito

'10 \$416,250, '11 \$370,000 **DOWN** -11.1%

- Average Sold Price

'10 \$507,482, '11 \$505,700 **DOWN** -0.4%

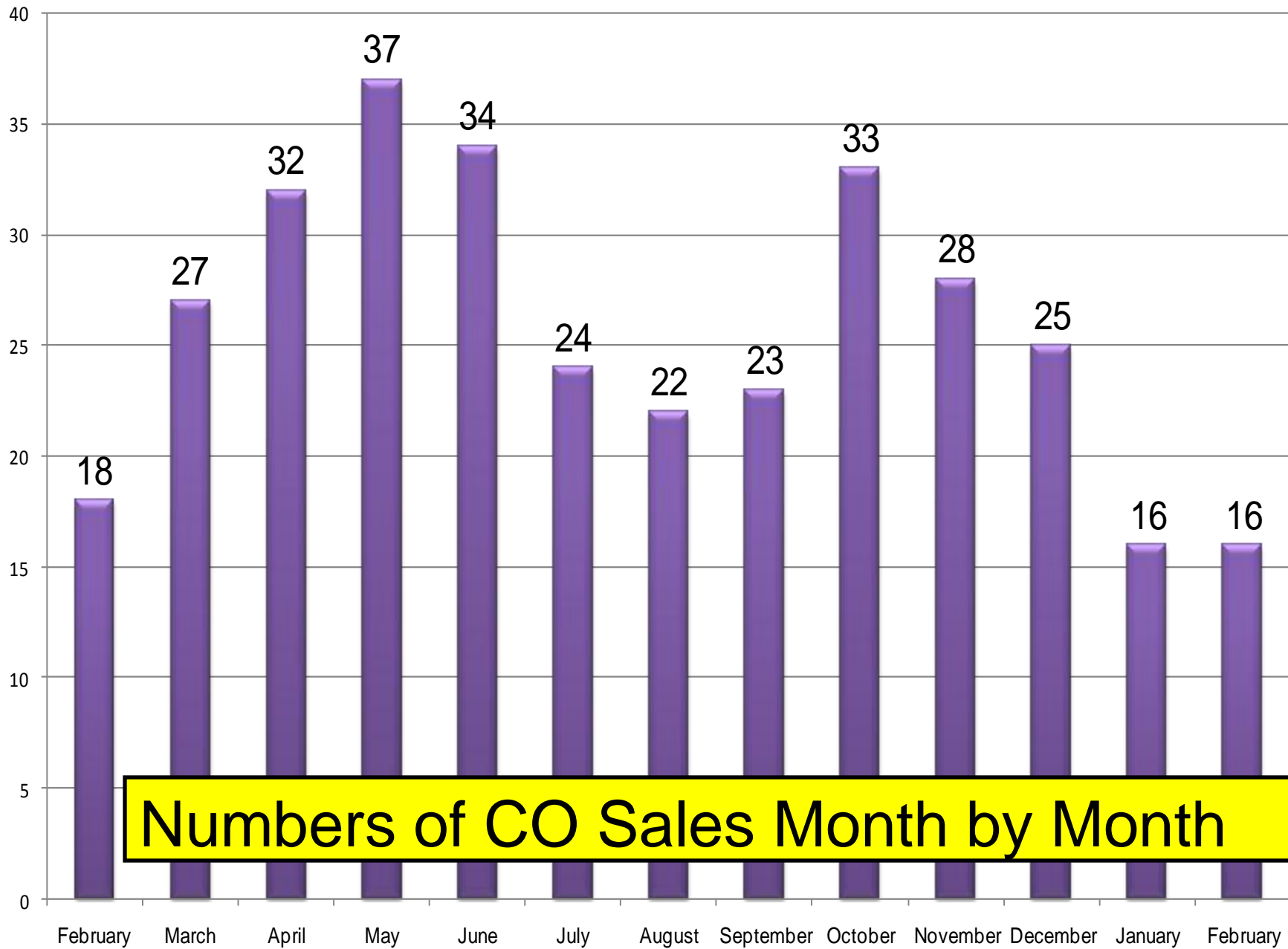
- Average Sold Price w/o Montecito

'10 \$407,411, '11 \$486,806 **UP** +19.5%

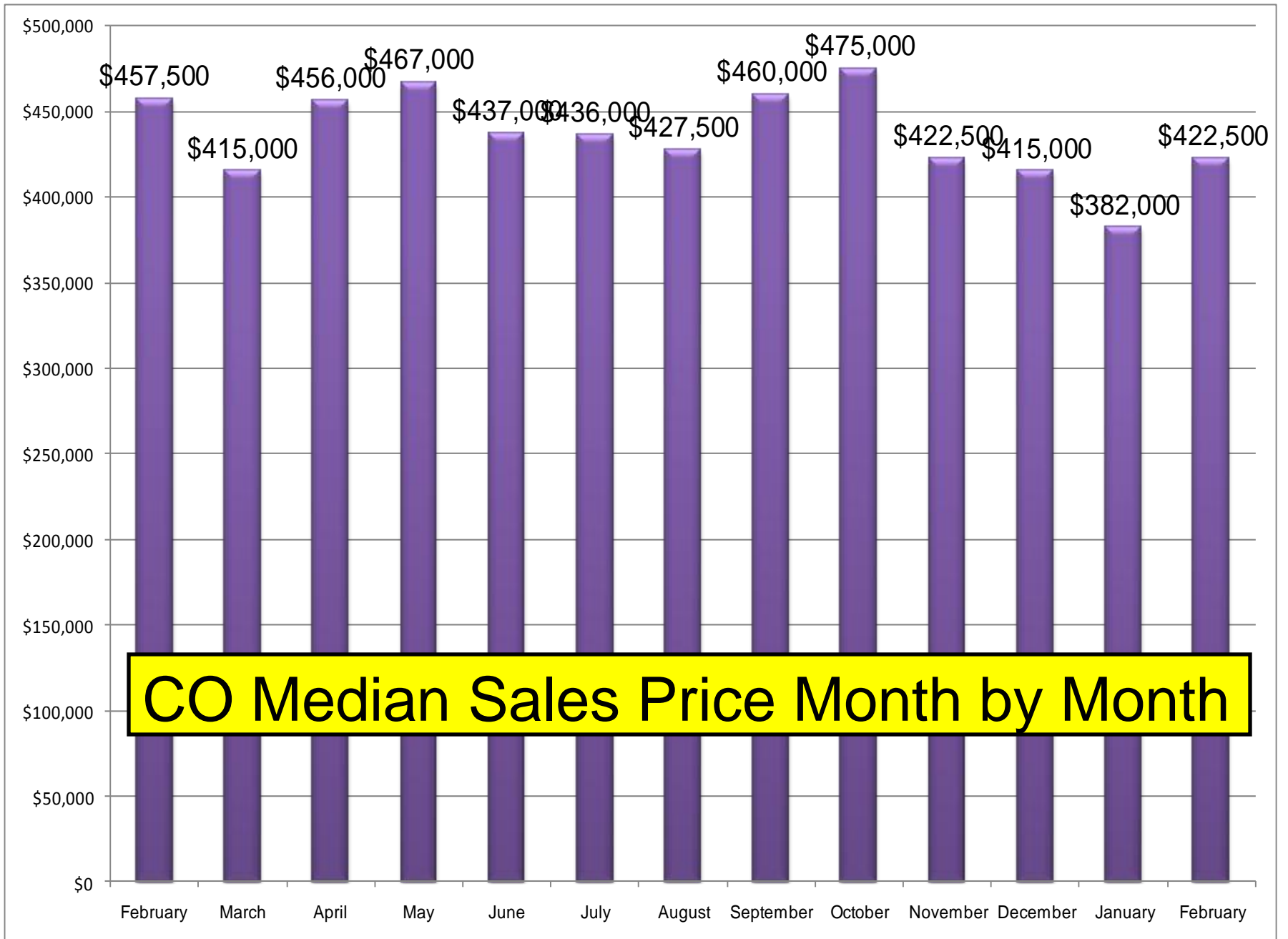
- Sold Volume

'10 \$19,791,800, '11 \$16,182,400 **DOWN** -18.2%

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

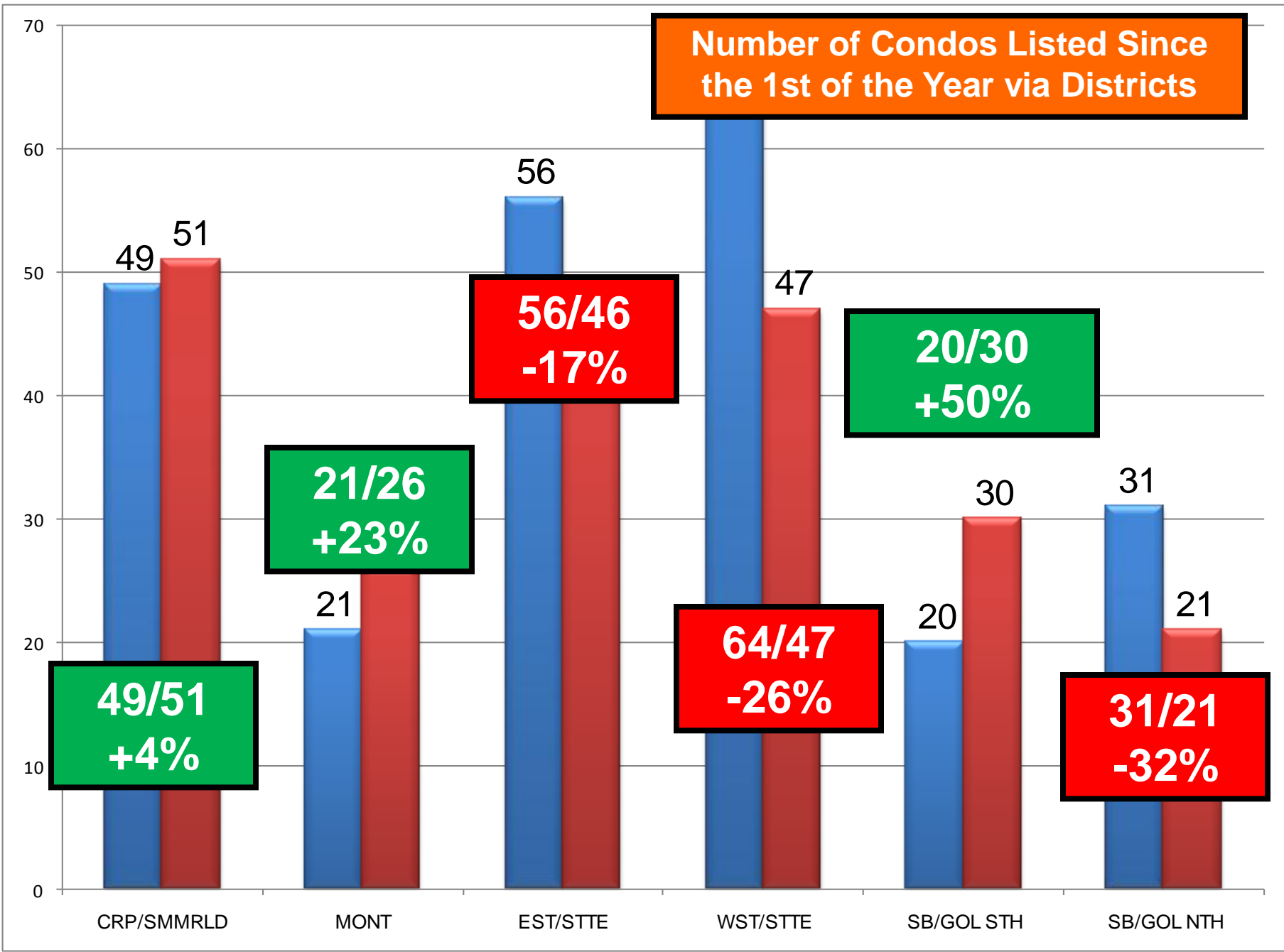


Numbers of CO Sales Month by Month

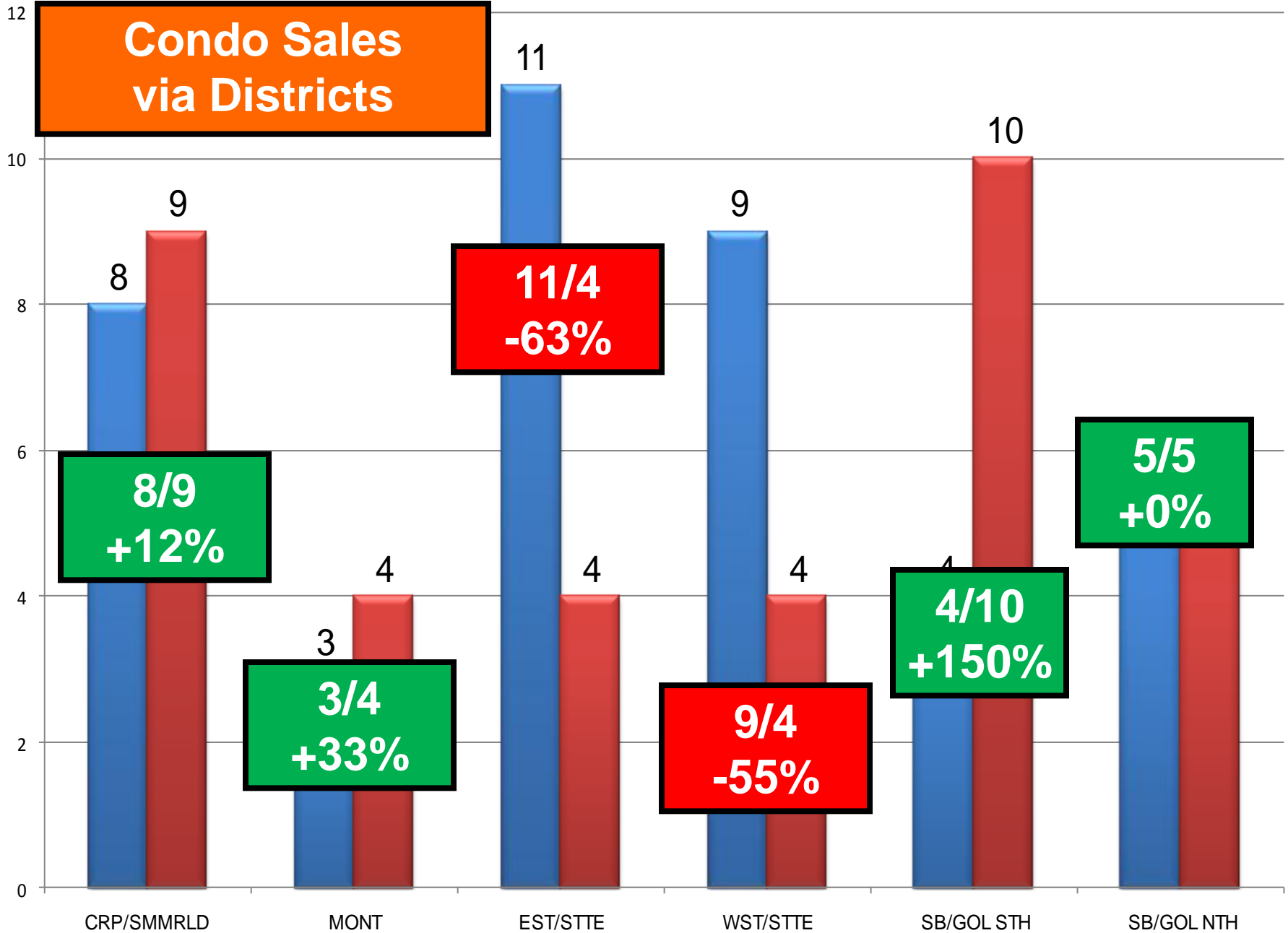


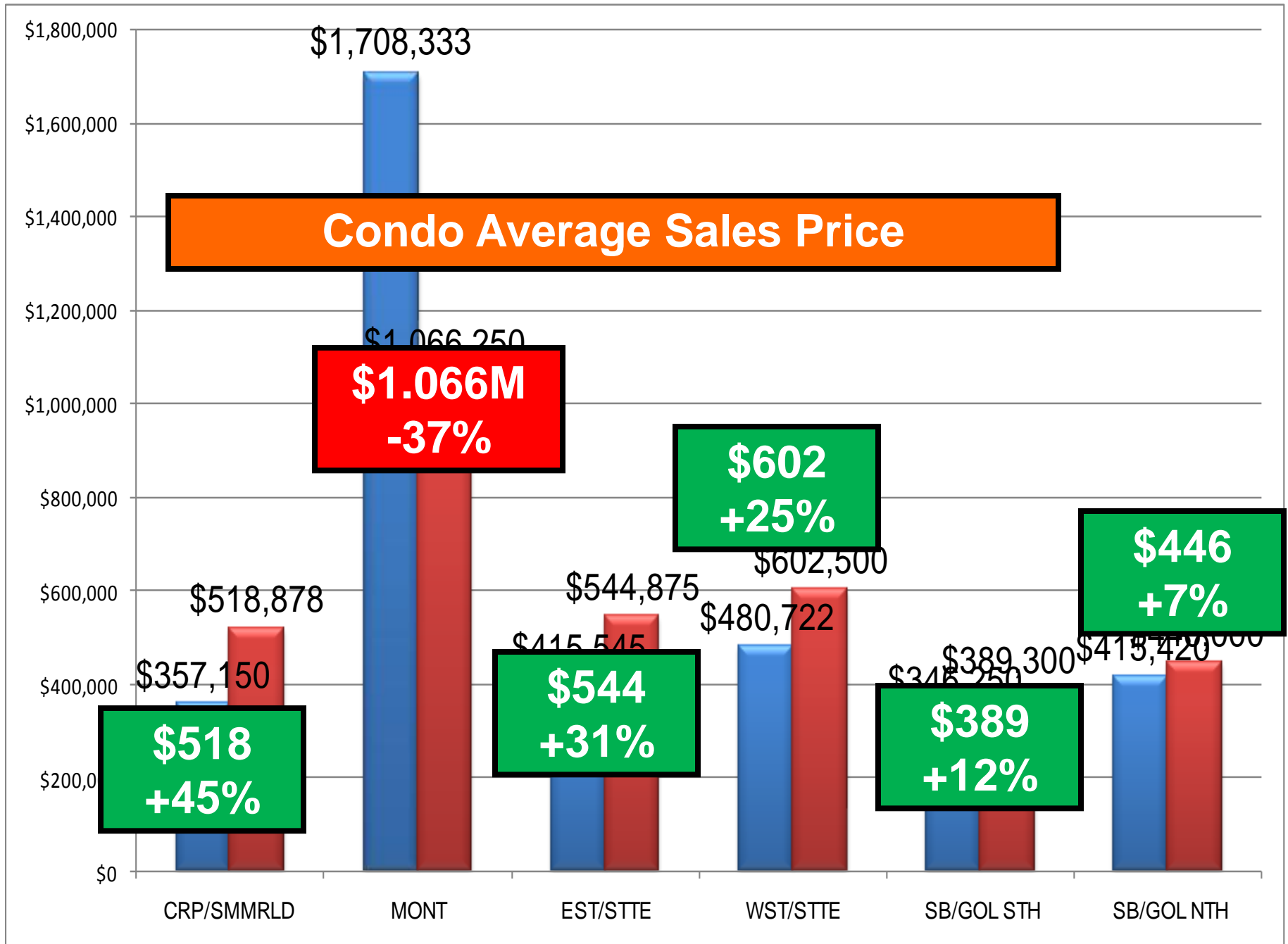
Condo District Stats

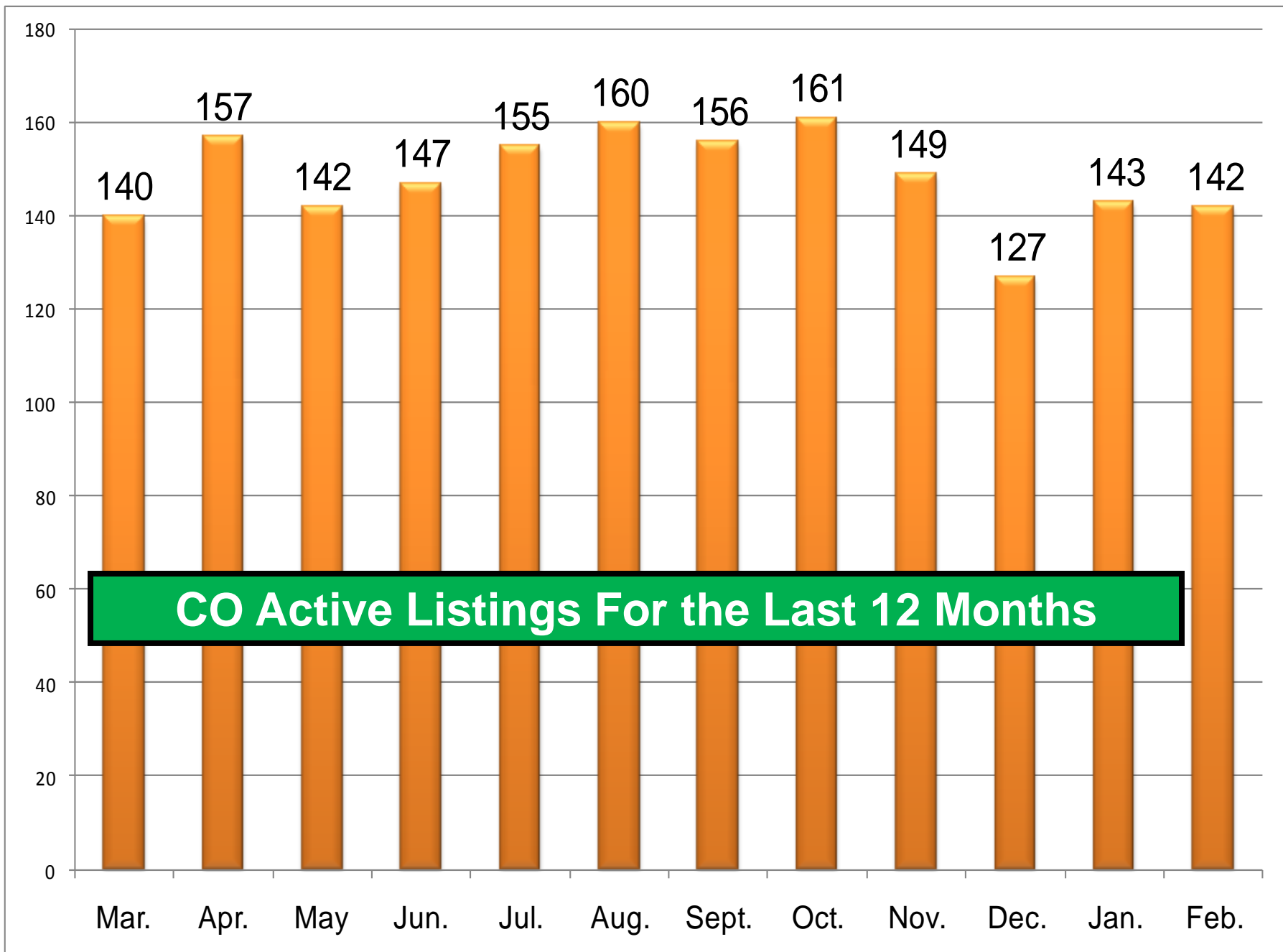
Number of Condos Listed Since the 1st of the Year via Districts

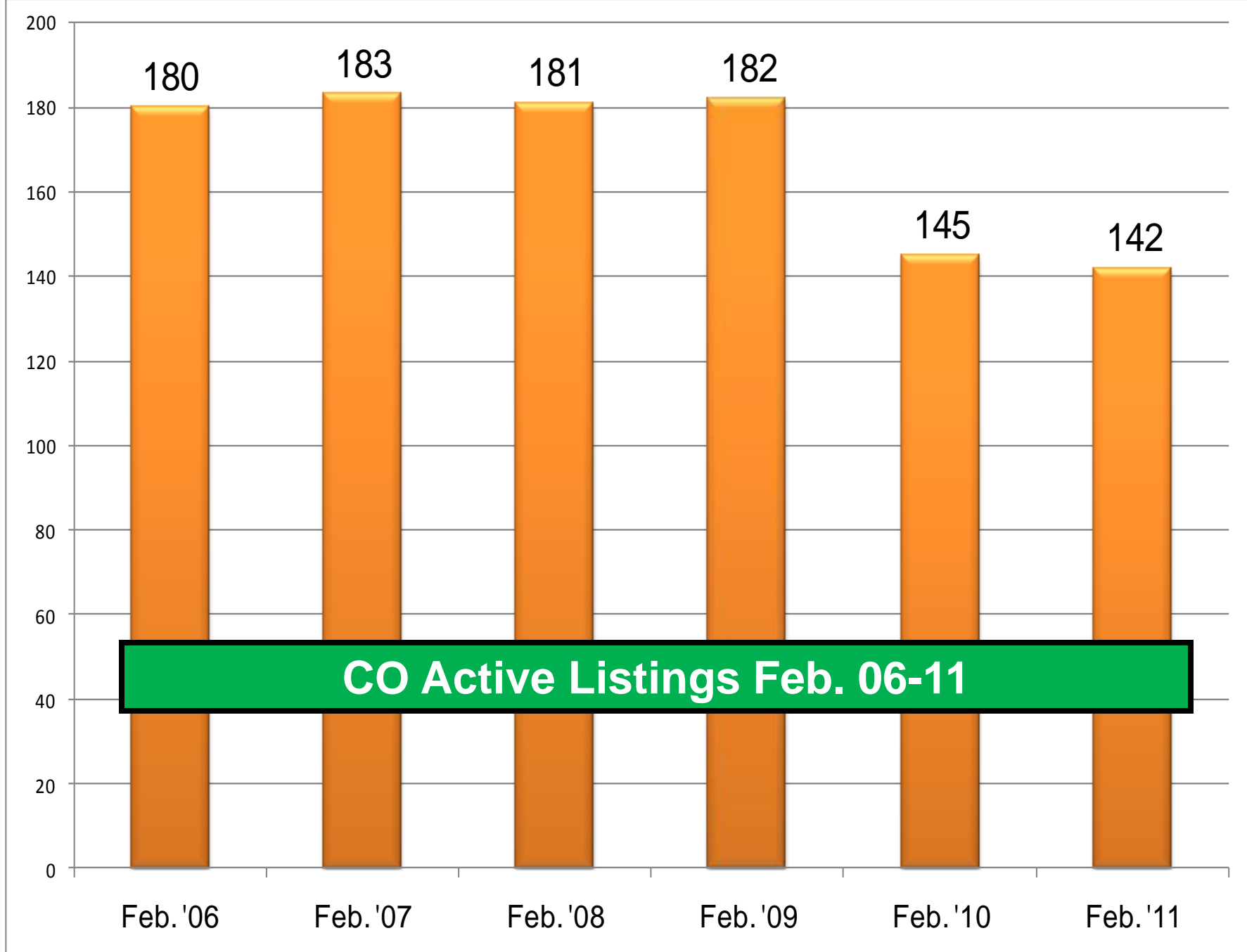


Condo Sales via Districts

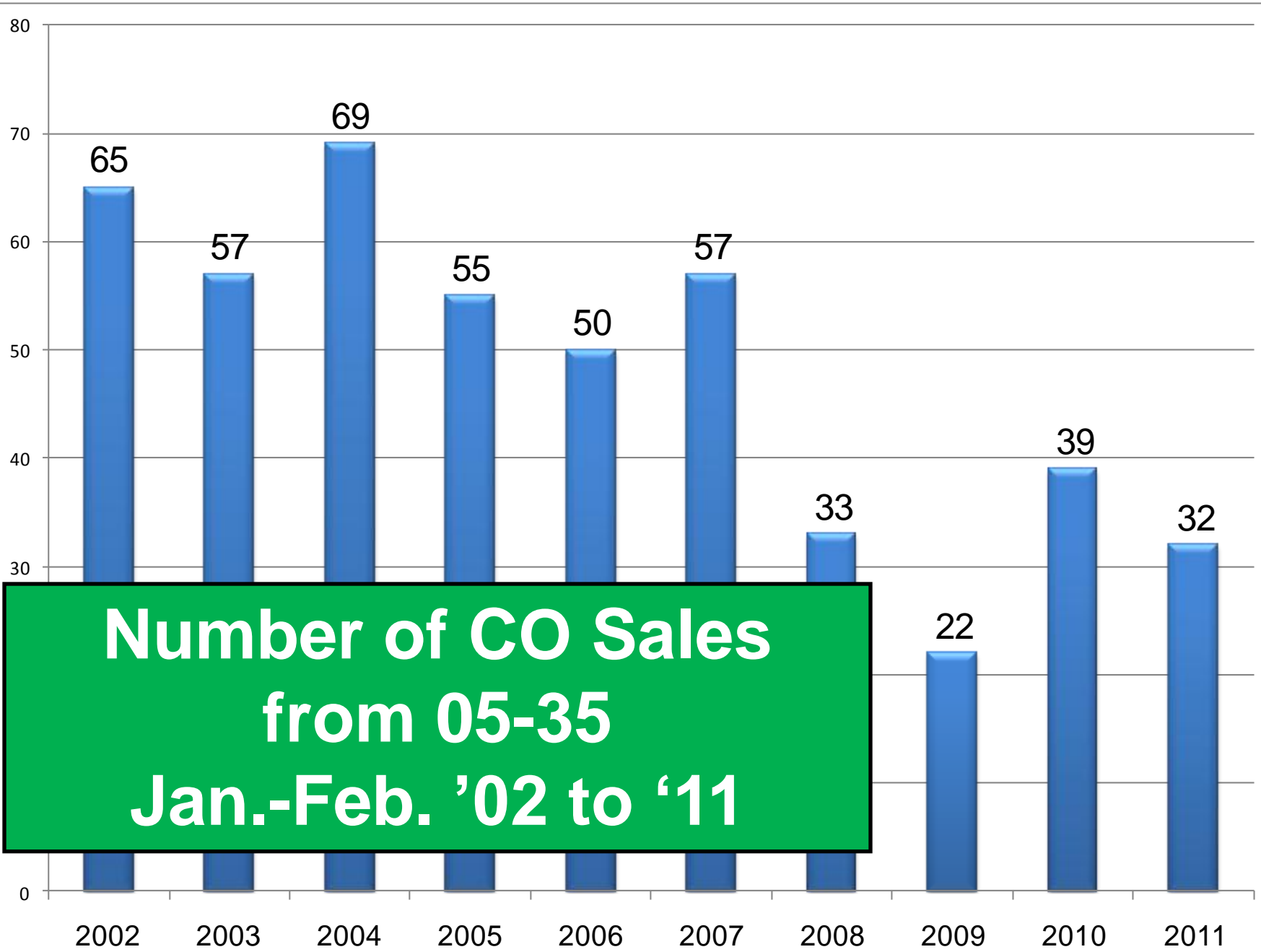




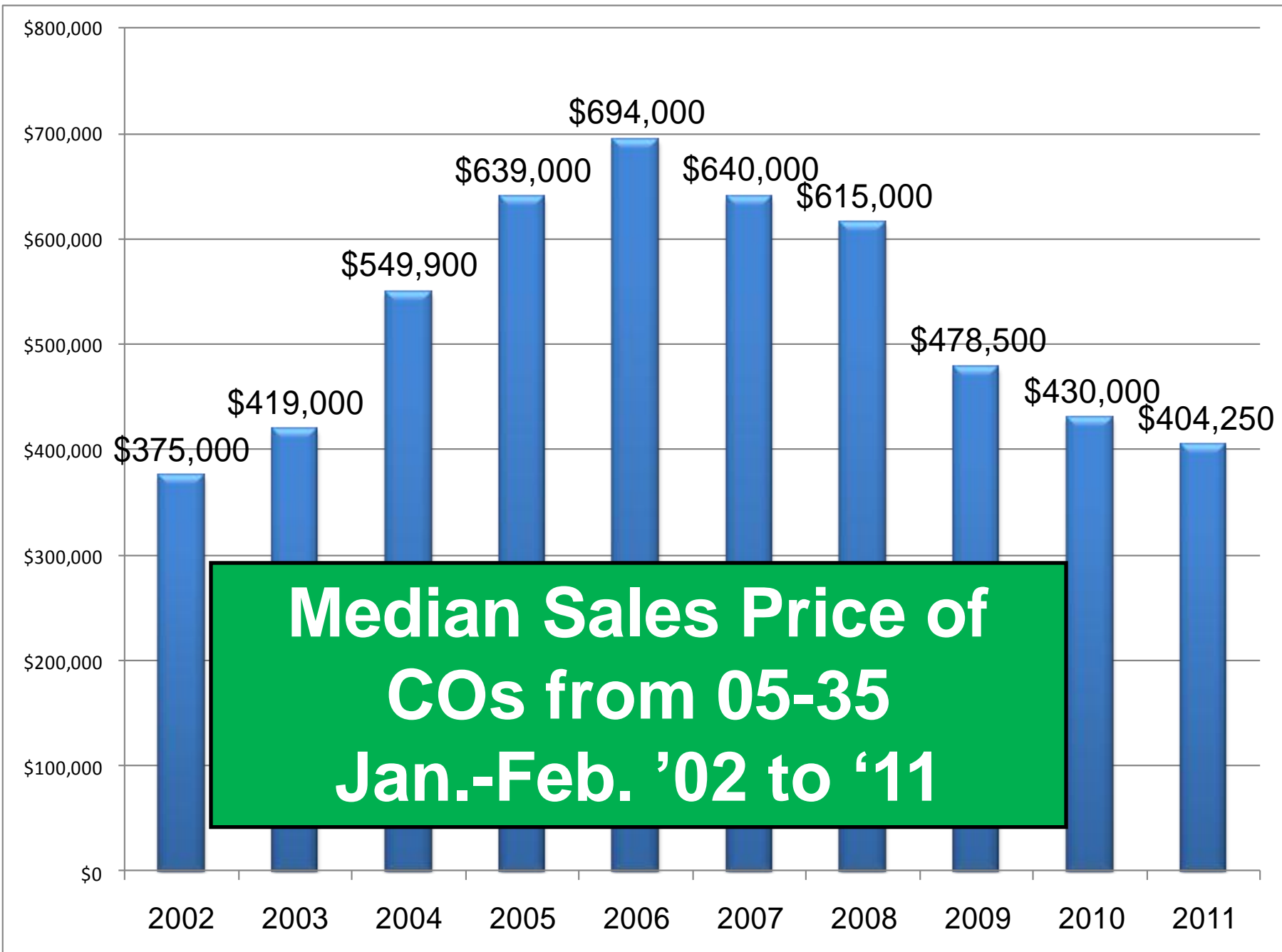




**Perspective
for Condos
2002-2011**



**Number of CO Sales
from 05-35
Jan.-Feb. '02 to '11**



**Compiled from
Santa Barbara Multiple Listing Service Data
on 3/7/2011**

Statistics Through February '11