

**Compiled from
Santa Barbara Multiple Listing Service Data
on 2/7/2011**

Statistics Through January '11

MLS vs CORT for Dec. '10

MLS 118 Sales 88 HE/PU – 25 CO

CORT 150 Sales

- 2 Land Sales
- 3 Commercial Sales
- 9 Multi-Family
- 1 For Statistical Purposes
- 3 Reported Cancelled
- 3 Expired
- 1 Closed in July
- 5 Closed in November
- 1 In Ventura County
- 20 Not in MLS

January 1-January 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	41	\$52,301,700	\$849,000	\$1,275,651	83	\$48,291,850	\$829,300	\$1,177,850	92.33	86.49
List/Sold	8	\$8,807,900	\$622,000	\$1,100,987	110	\$7,813,000	\$693,500	\$976,625	88.70	82.18
Co-Broker	33	\$43,493,800	\$879,000	\$1,317,993	77	\$40,478,850	\$840,000	\$1,226,631	93.07	87.38
New	174	\$364,606,449	\$1,199,000	\$2,095,439	17					
Pending	68	\$93,102,250	\$850,000	\$1,369,150	89					
Withdrawn	11	\$16,798,400	\$1,295,000	\$1,527,127	215					
Cancelled	31	\$80,237,799	\$1,345,000	\$2,588,316	125					
Expired	112	\$321,521,059	\$1,685,000	\$2,870,723	259					
Back On Market	27	\$57,730,155	\$899,000	\$2,138,153	206					
Extended	69	\$180,160,455	\$1,250,000	\$2,611,021	222					
Active In Range	588	\$1,800,939,627	\$1,495,000	\$3,062,822	142					
Current Active	472	\$1,515,804,869	\$1,550,000	\$3,211,450	156					

HE/PU January '11

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HE/PU January '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	62	\$95,112,490	\$789,000	\$1,534,072	106	\$80,859,197	\$763,500	\$1,304,180	85.01	75.54
Pending	48	\$76,919,050	\$825,000	\$1,602,480	98					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$400,000-\$449,999	1	84
\$450,000-\$499,999	1	16
\$500,000-\$549,999	4	91
\$550,000-\$599,999	3	25
\$600,000-\$649,999	5	23
\$650,000-\$699,999	1	68
\$700,000-\$749,999	2	74
\$750,000-\$799,999	2	180
\$800,000-\$849,999	4	86
\$900,000-\$949,999	2	157

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	3	54
\$1,100,000-\$1,199,999	2	68
\$1,300,000-\$1,399,999	1	111
\$1,400,000-\$1,499,999	1	1
\$1,600,000-\$1,699,999	2	166
\$1,700,000-\$1,799,999	1	33
\$1,800,000-\$1,899,999	2	157
\$2,000,000-\$2,249,999	1	236
\$2,750,000-\$2,999,999	1	34
\$4,250,000-\$4,499,999	1	1
\$5,000,000+	1	170

The average price for the 41 properties is \$1,177,850.

The highest price is \$5,650,000.

770 San Ysidro Ln

The median price is \$829,300.

The lowest price is \$437,500.

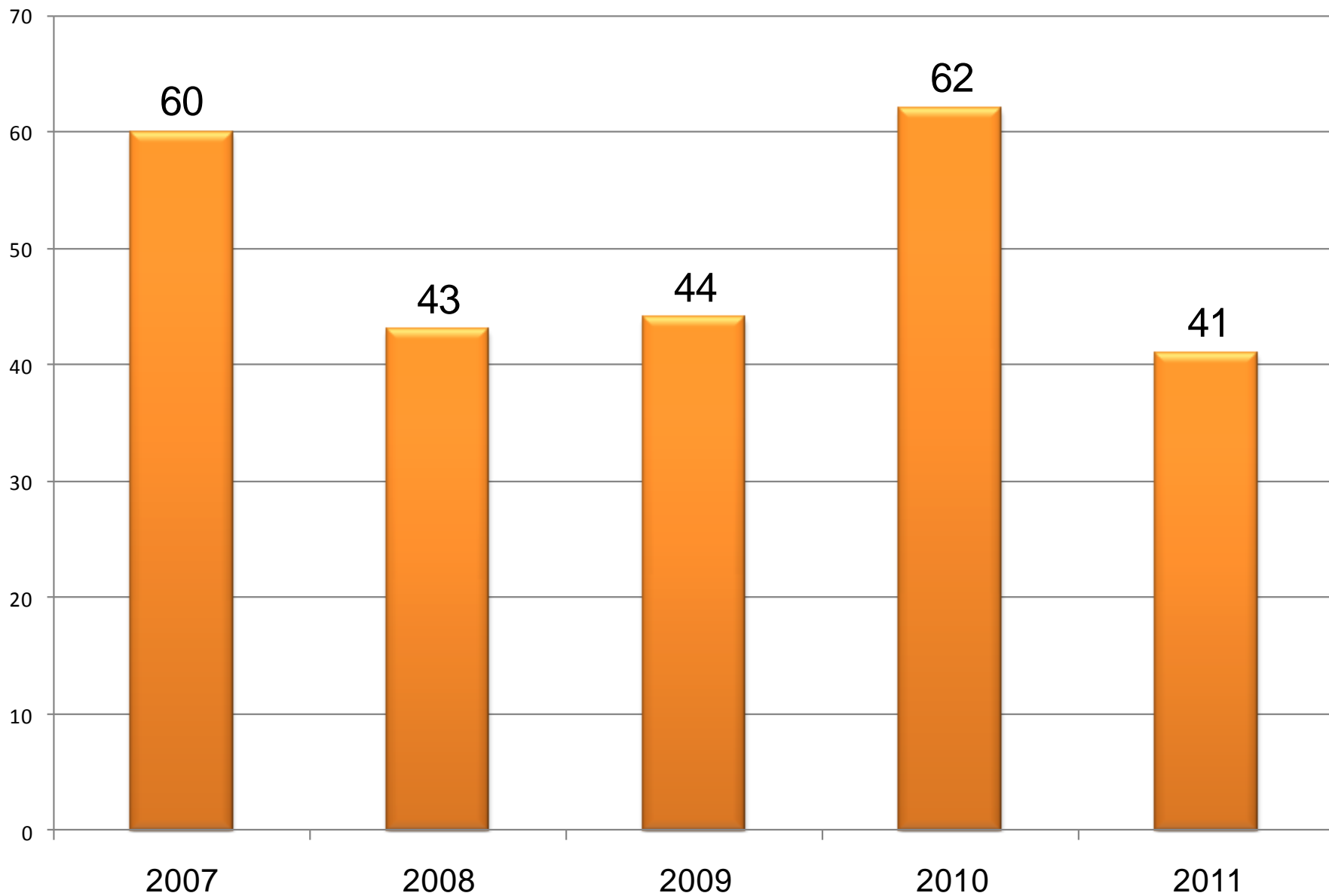
929 W Islay St

The average Market Time is 83.

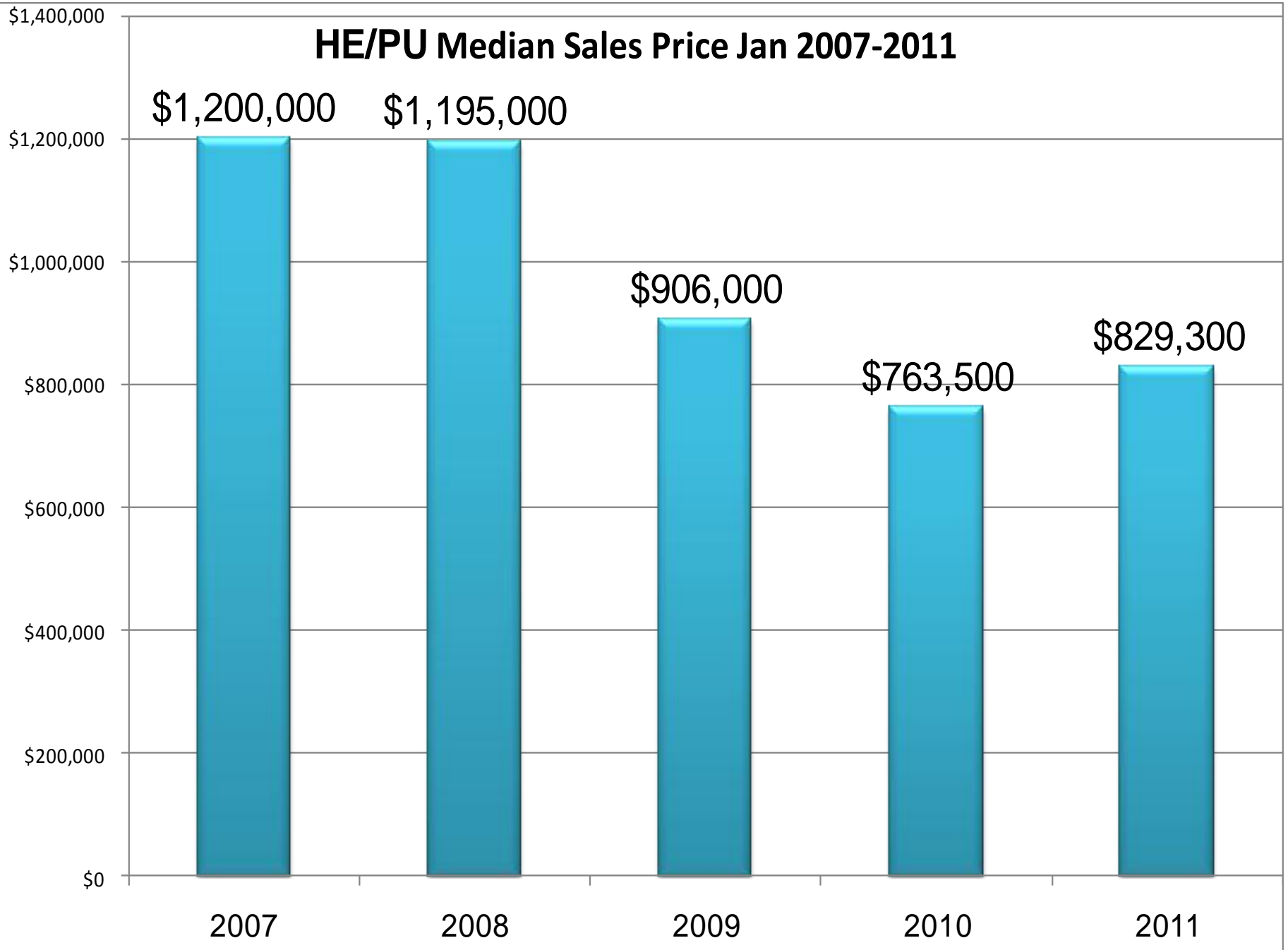
Home Estate/PUD

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

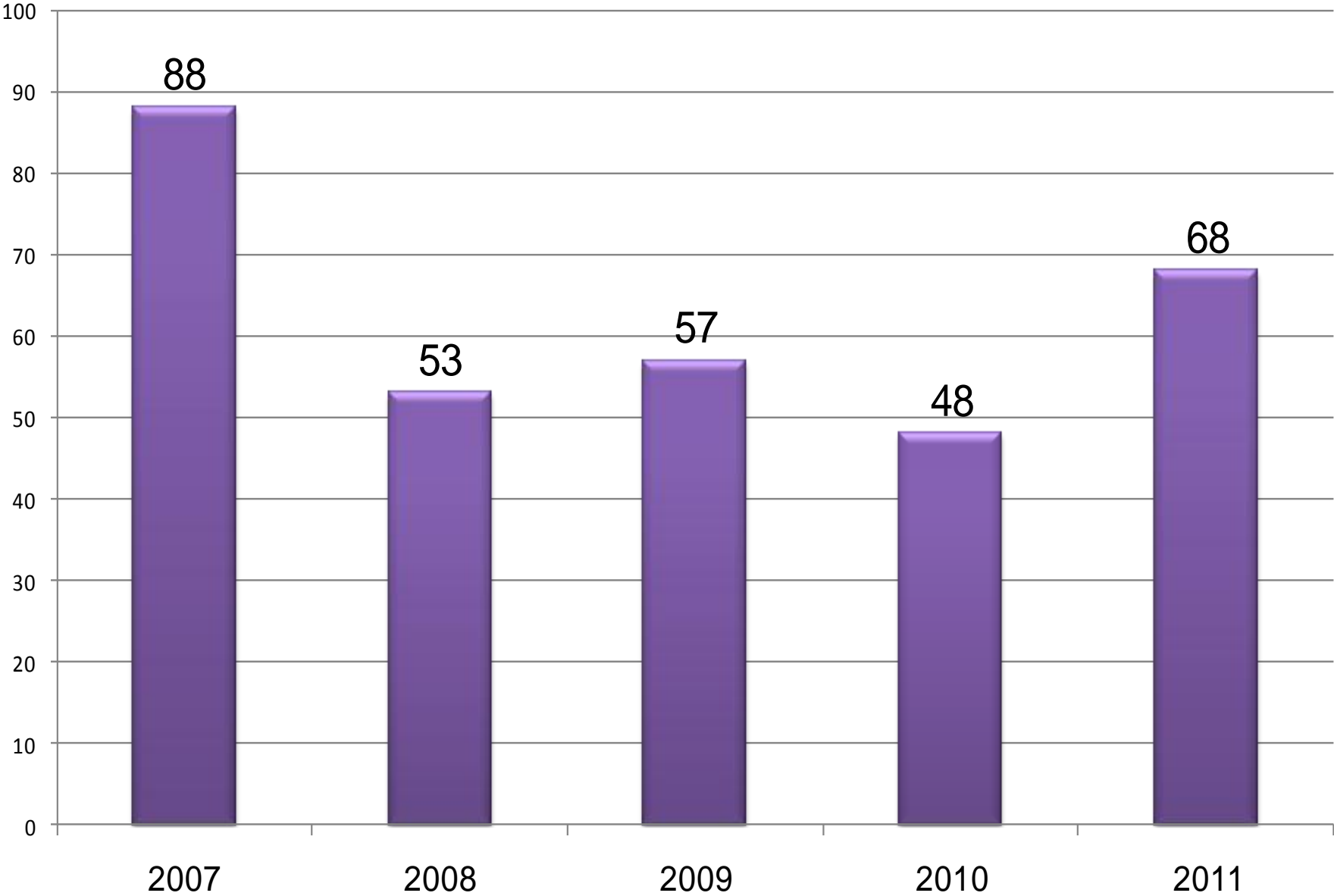
HE/PU Sales Jan 2007-2011



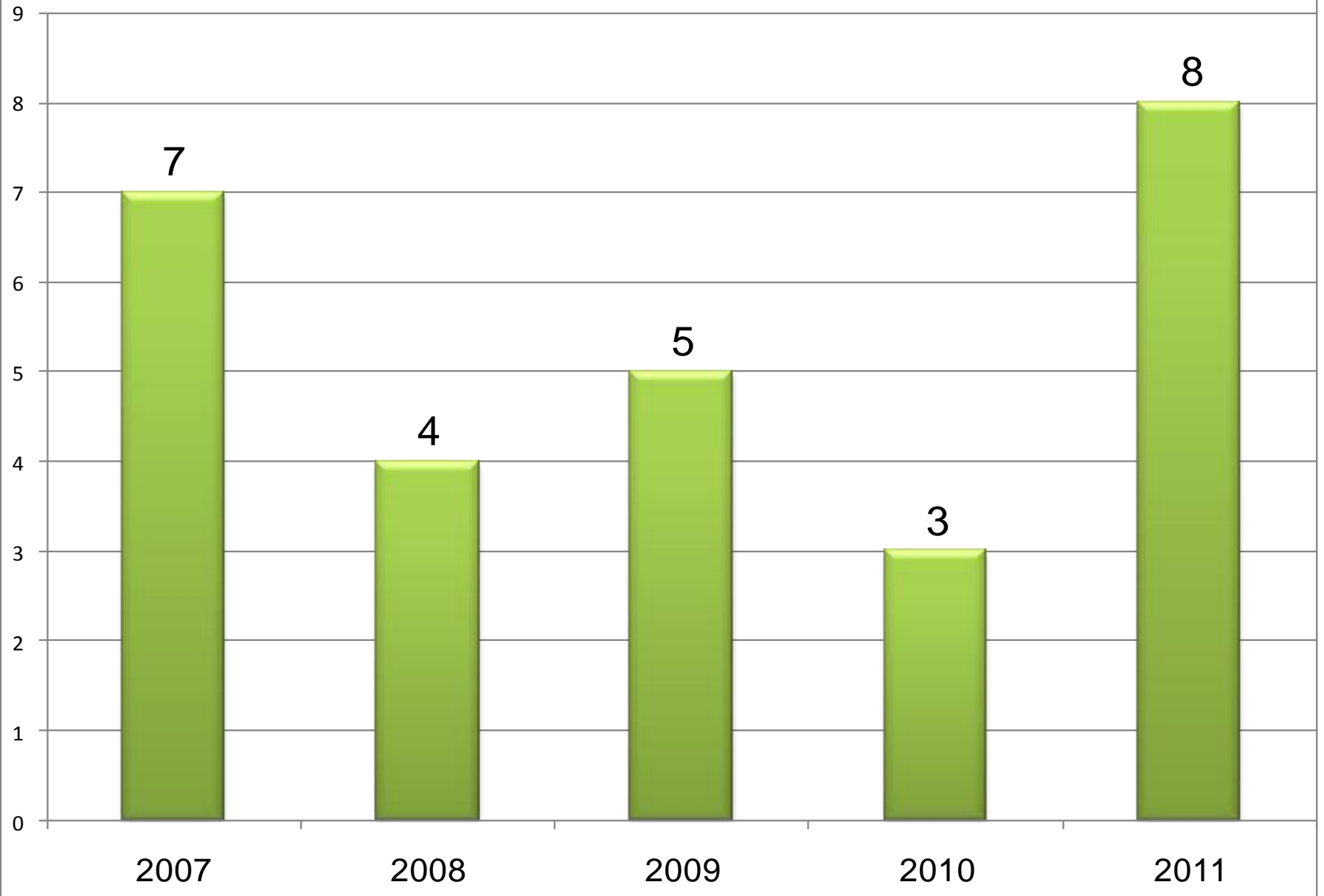
HE/PU Median Sales Price Jan 2007-2011



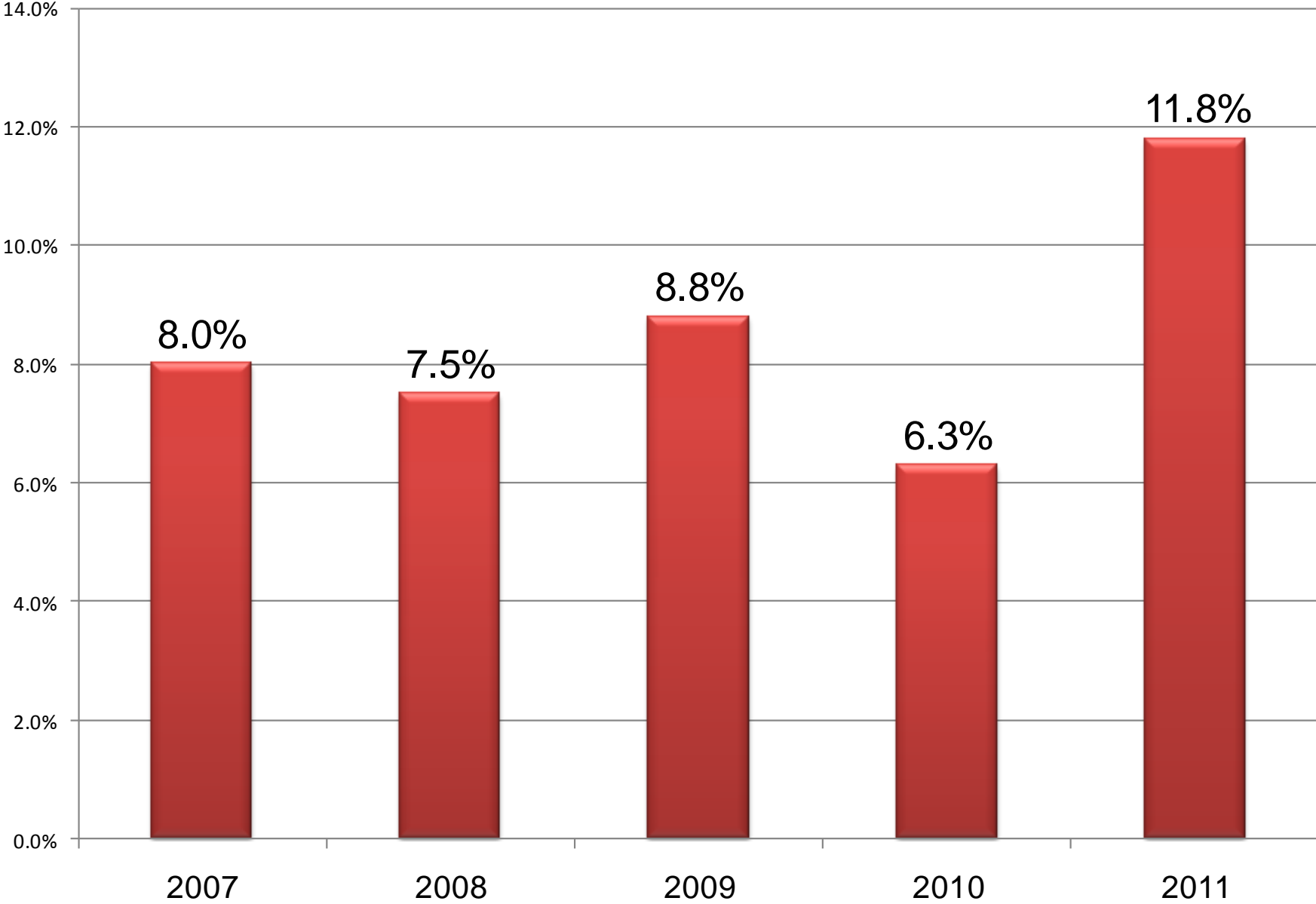
HE/PU Pending Listings Jan 2007-2011



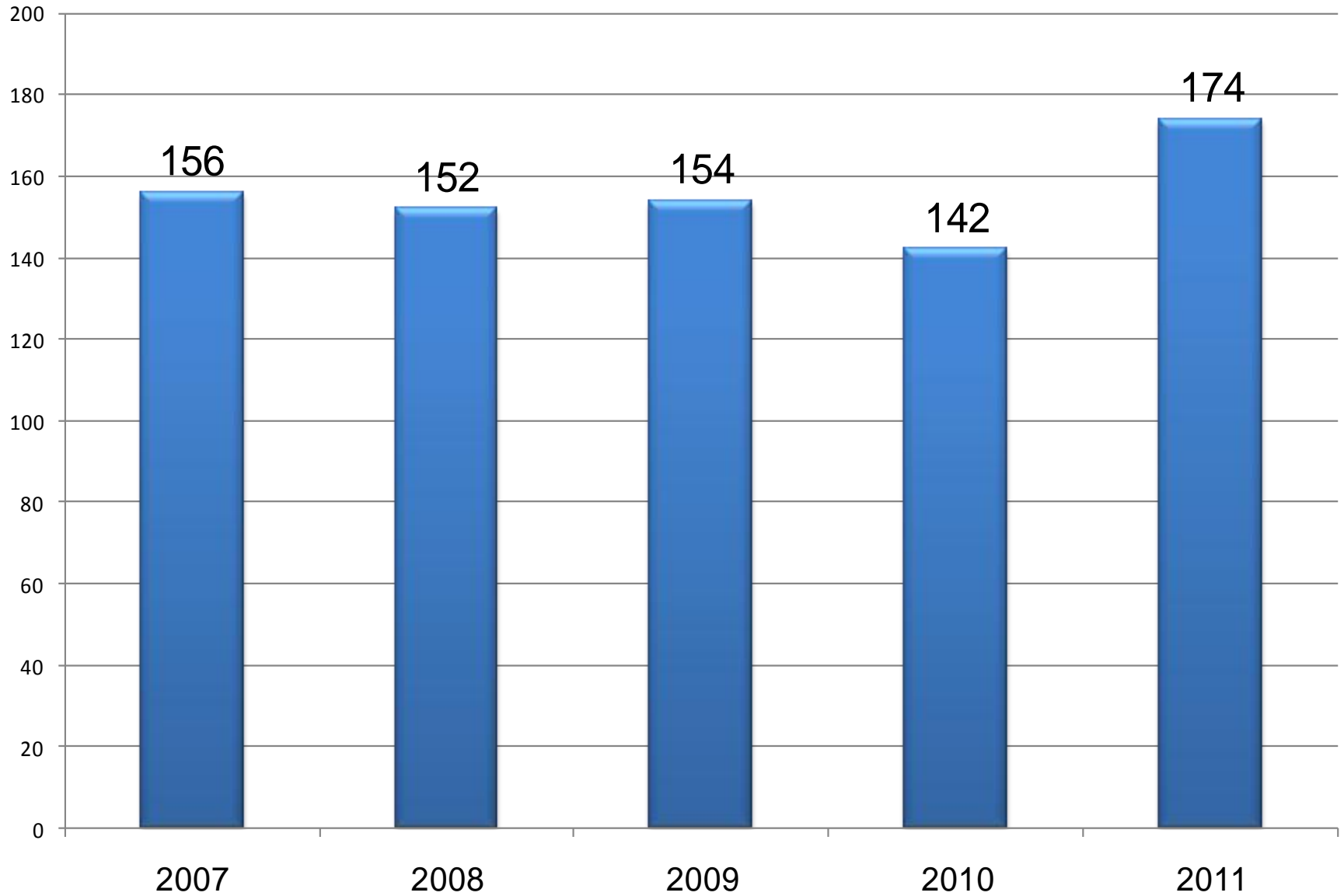
HE/PU Fall Throughs Jan 2007-2011



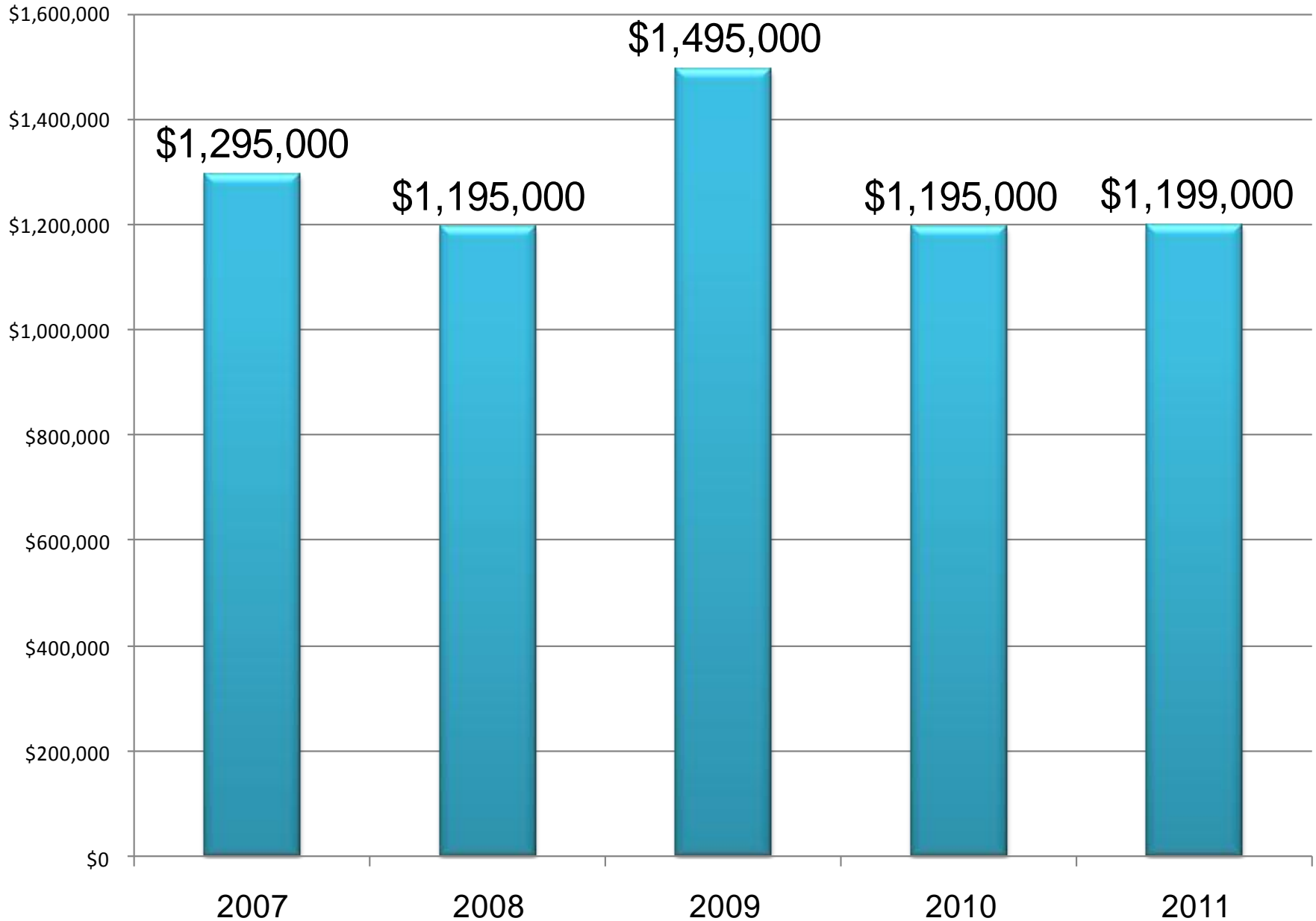
HE/PU Fall Through Percentages Jan 2007-2011



He/PU New Listings Jan 2007-2011



HE/PU Median List Price Jan 2007-2011



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

Active and Pending Listings

'10 vs. '11 Jan.

- Total Active Listings

'10 683, '11 692 **UP** +1.3%

- New Listings

'10 142, '11 174, **UP** +22.5%

- New Listings Median List Price

'10 \$1,195,000, '11 \$1,199,000, **UP** +0.3%

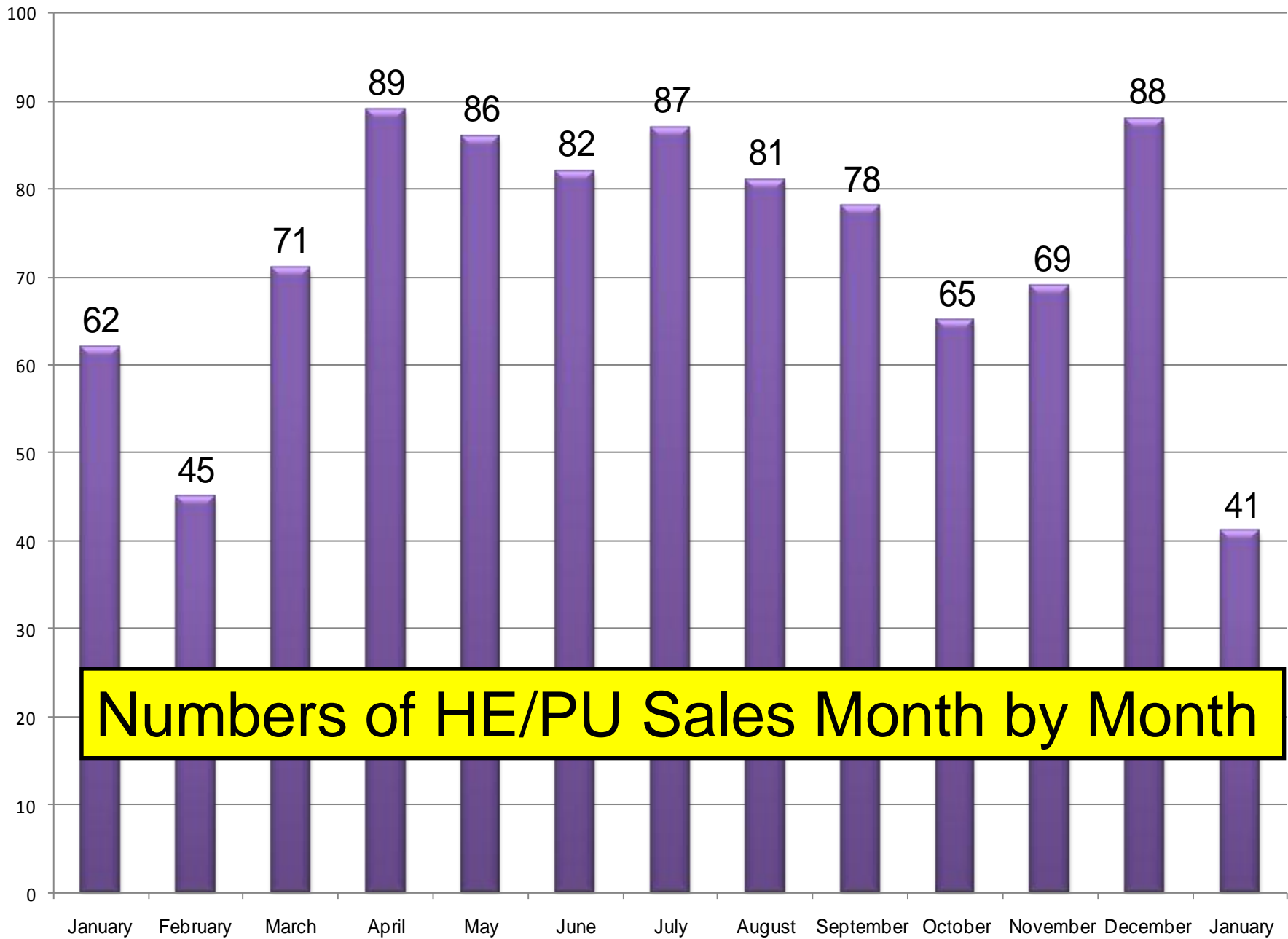
- Properties that went into Escrow

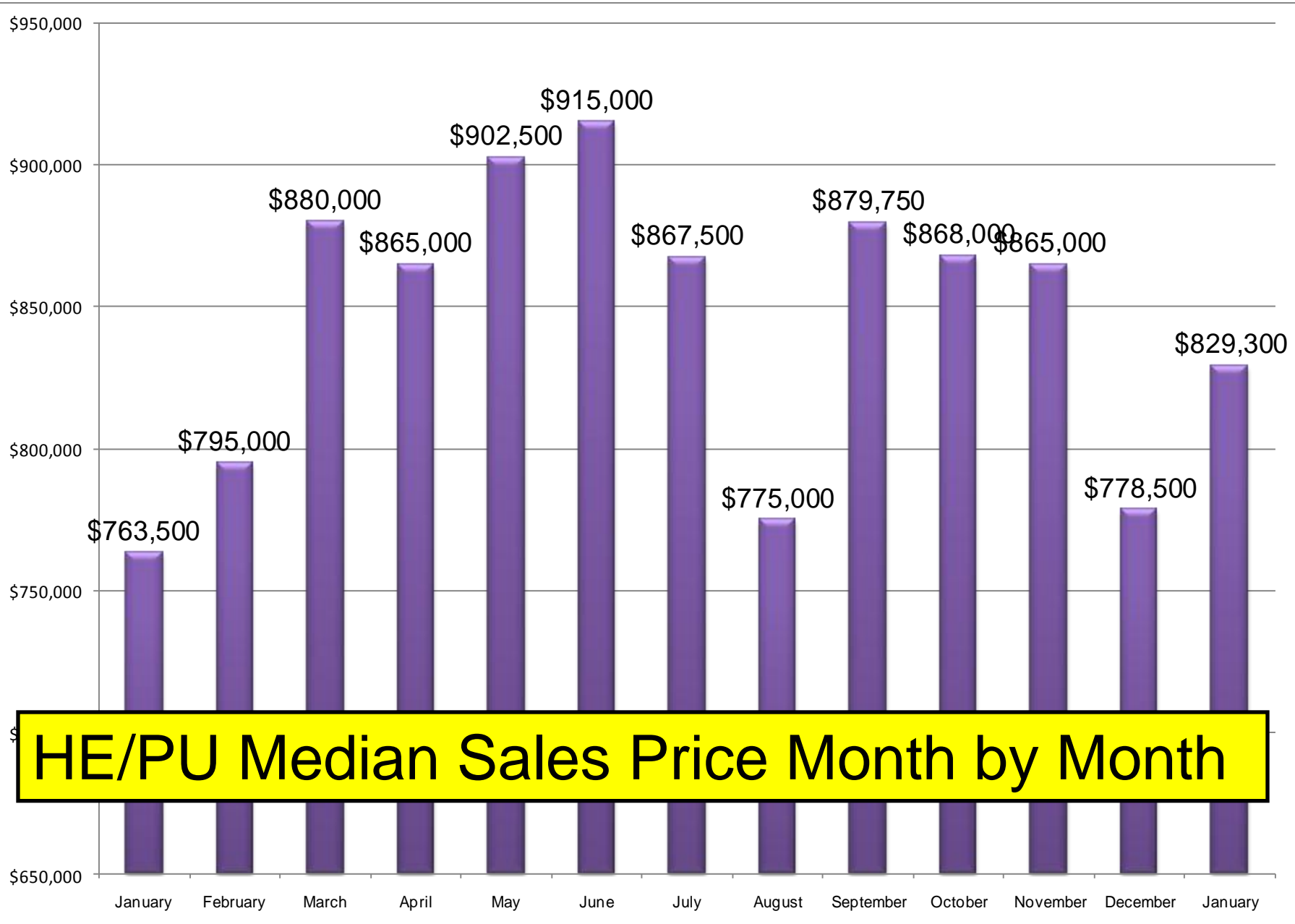
'10 48, '11 68, **UP** +41.7%

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

- Number of Sold Properties
'10 62, '11 41 **DOWN -33.9%**
- Median Sales Prices
'10 \$763,500, '11 \$829,300 **UP +8.6%**
- Median Sales Prices w/o Hope Ranch/Montecito
'10 \$734,897, '11 \$800,000 **UP +18.8%**
- Average Sold Price
'10 \$1,304,180, '11 \$1,177,850 **DOWN -9.7%**
- Average Sold Price w/o Hope Ranch/Montecito
'10 \$865,489, '11 \$945,051 **UP +9.2%**
- Sold Volume
'10 \$80,859,197, '11 \$48,291,850 **DOWN -40.3%**

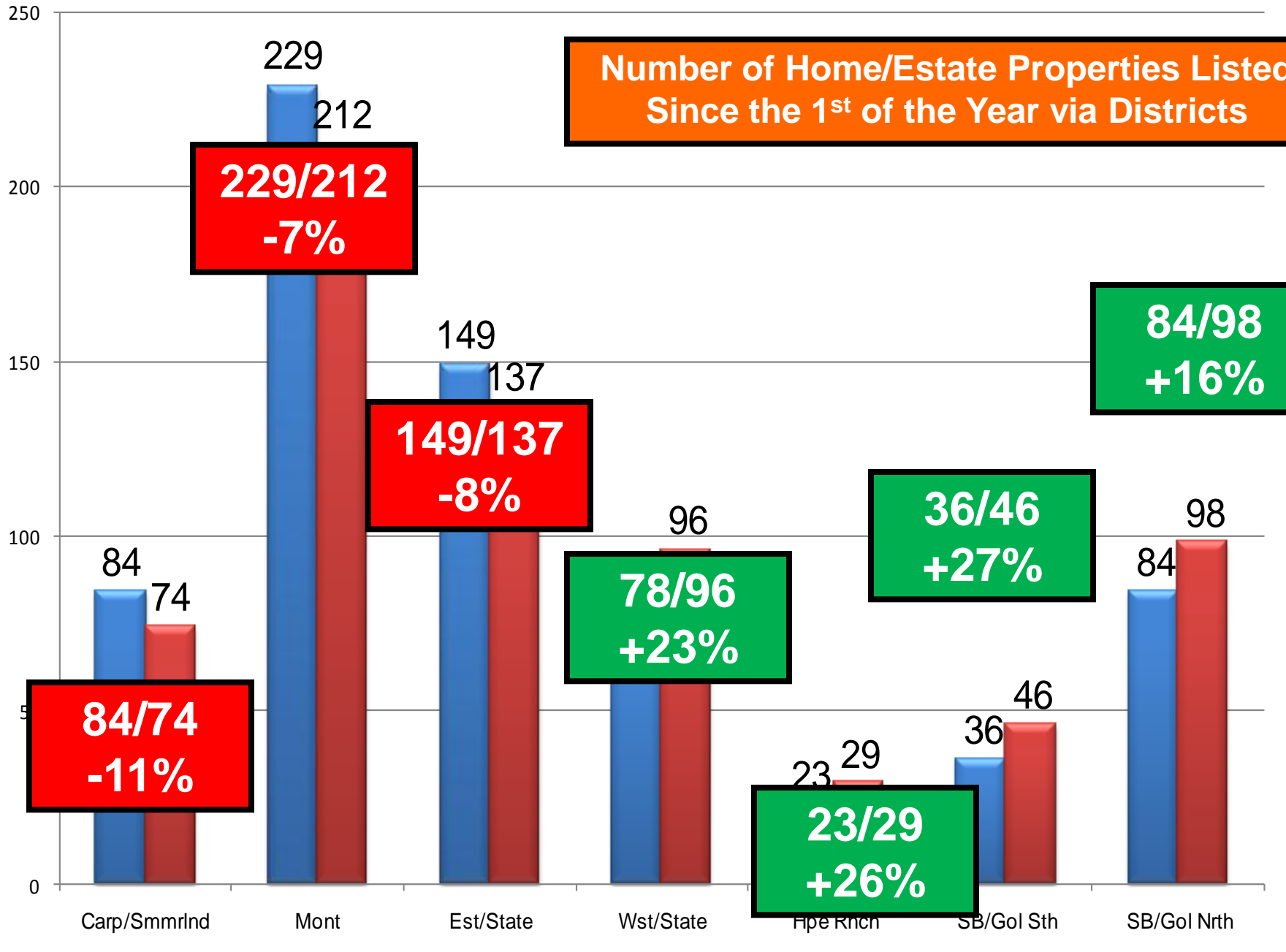
**Jan. '10 to Jan. '11
Month by Month
for Home Estate/PUDs
Districts 05-35**



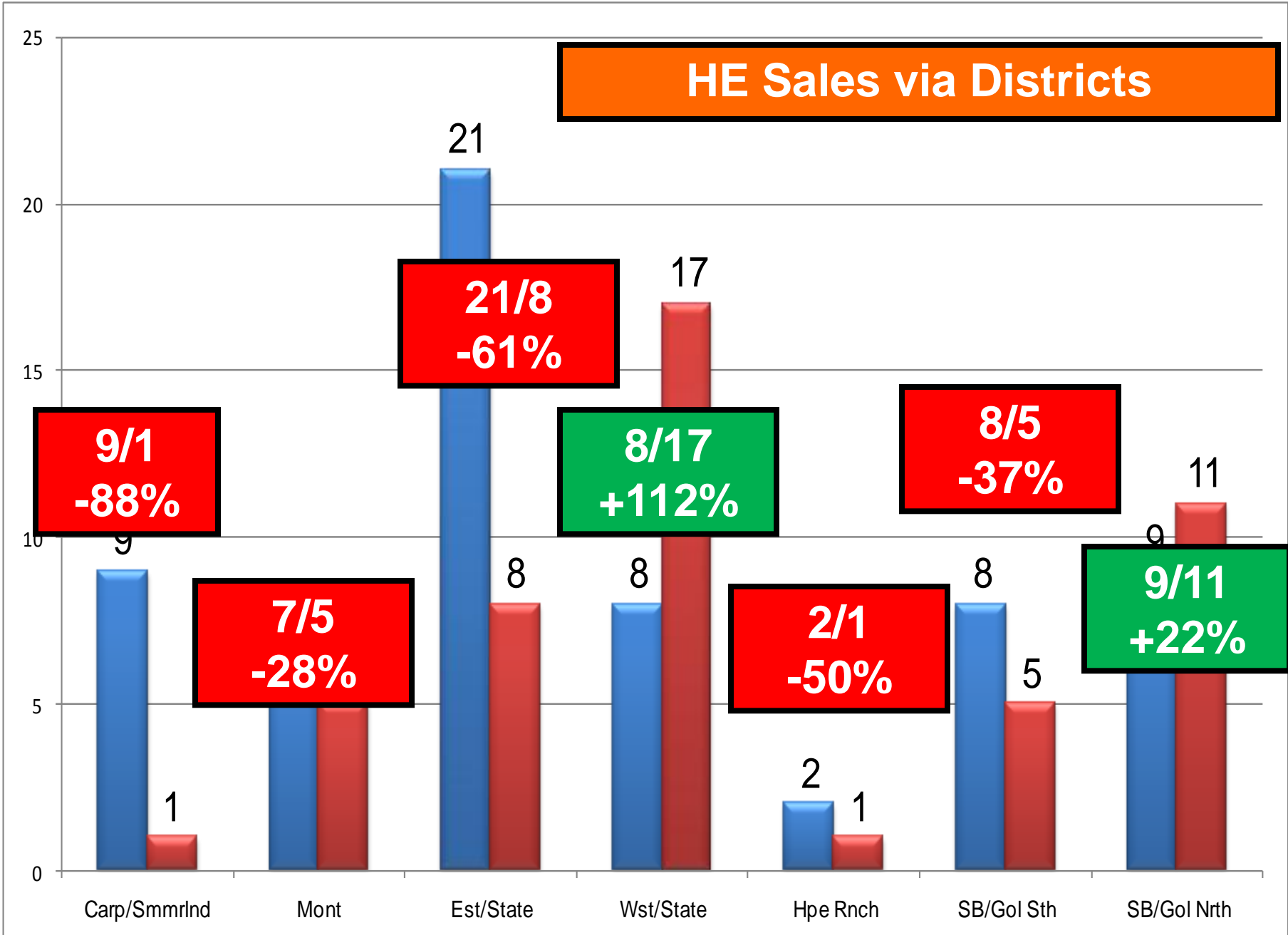


HE/PU District Stats

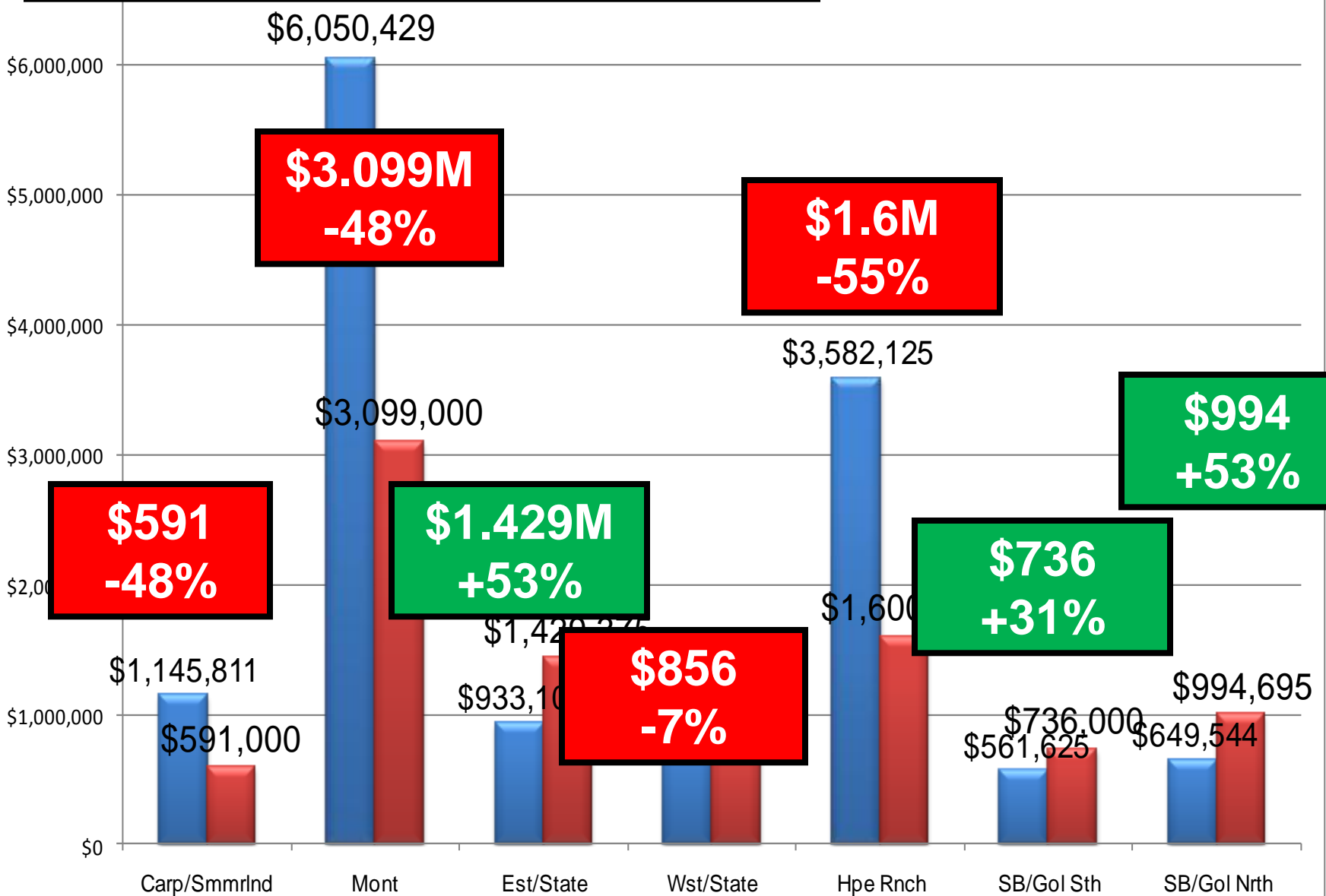
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

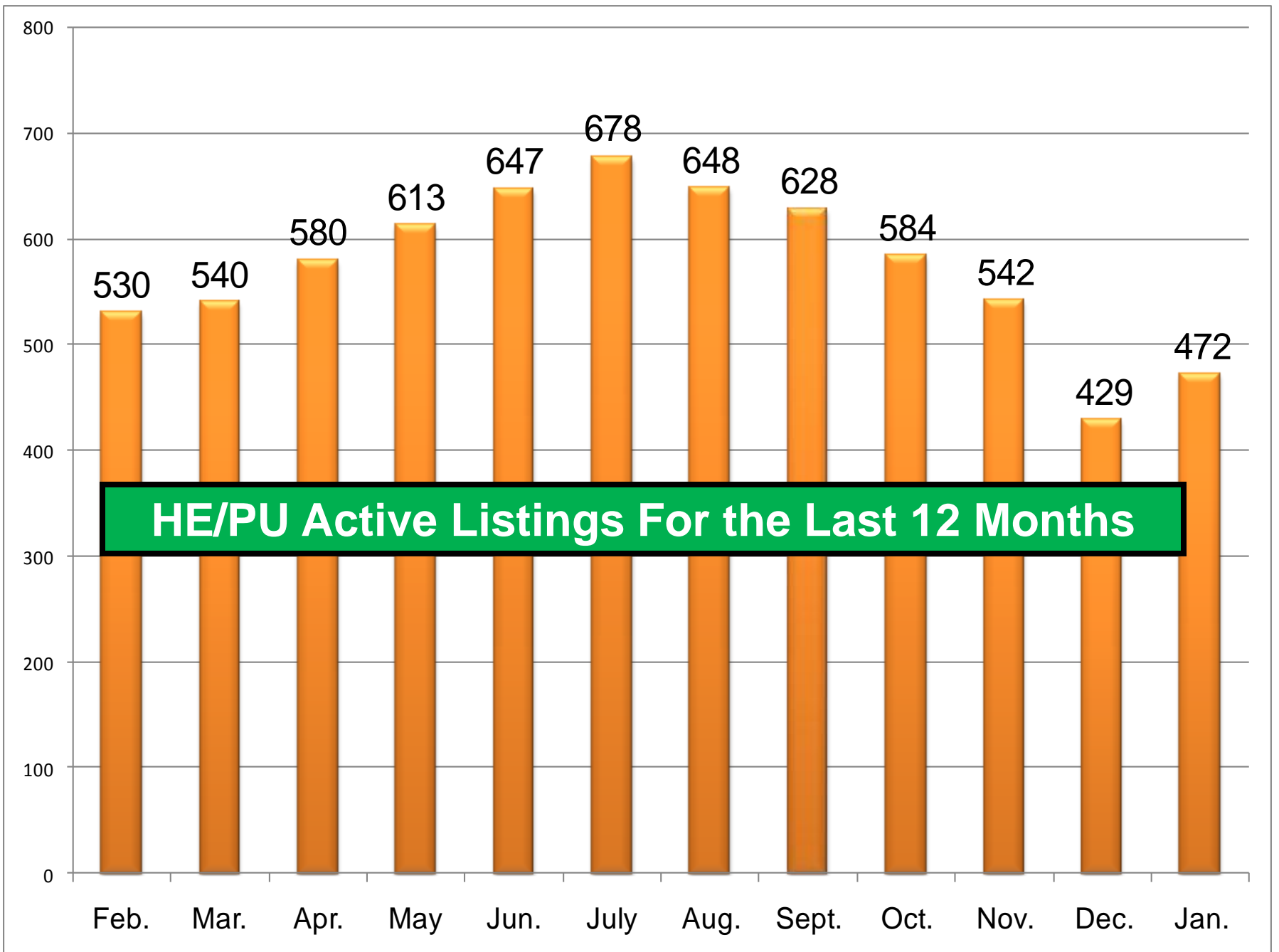


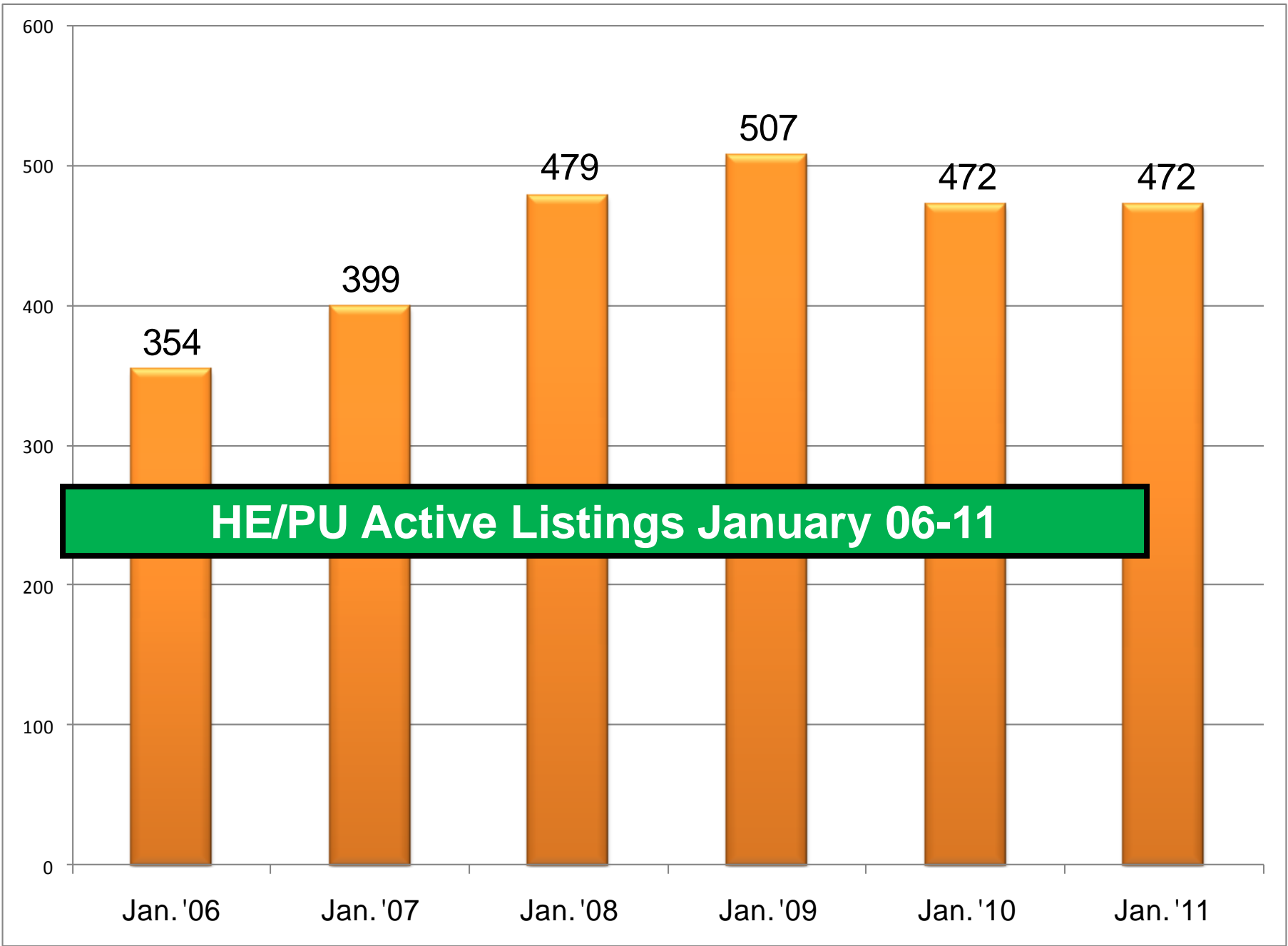
HE Sales via Districts



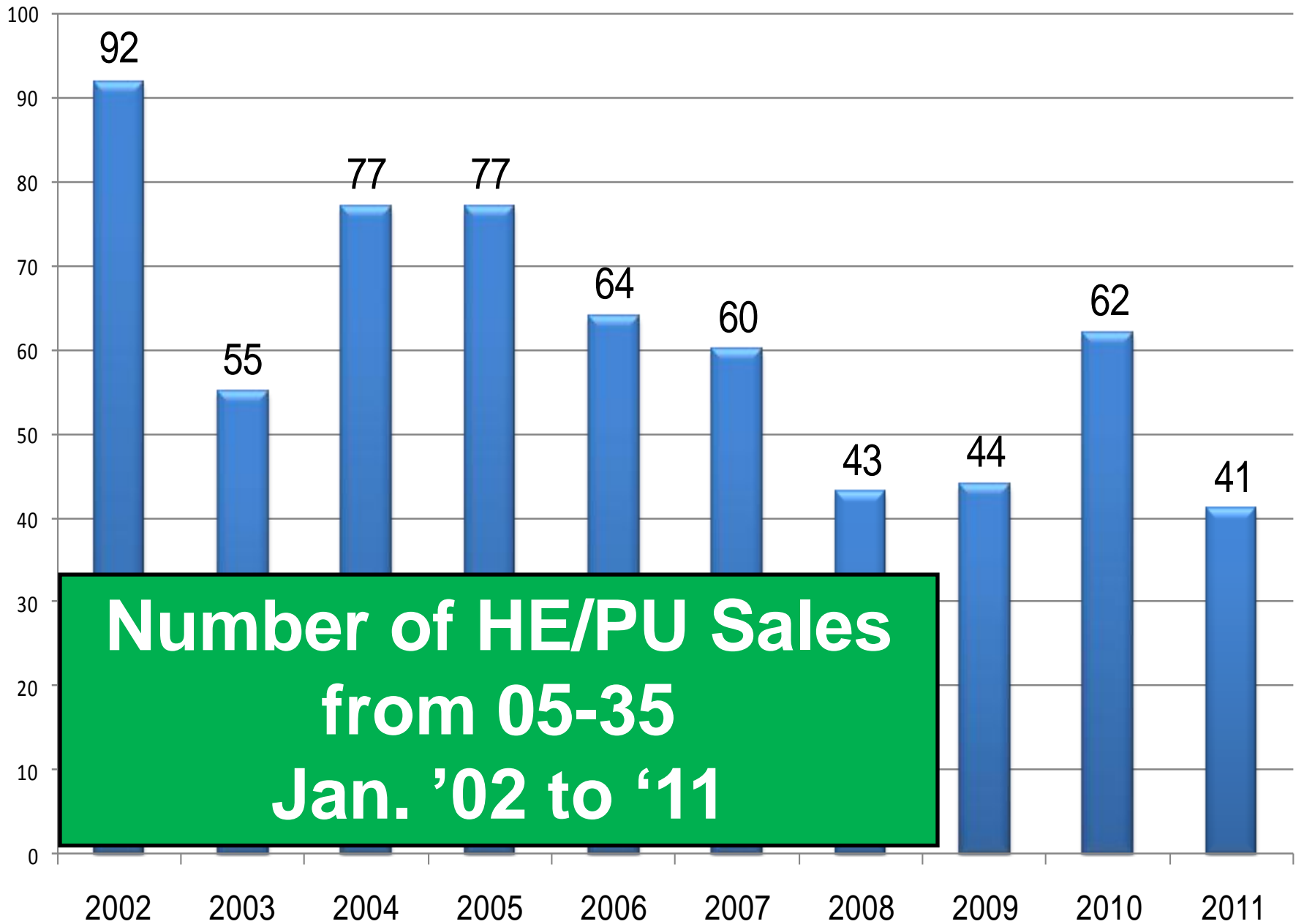
HE Average Sales Price

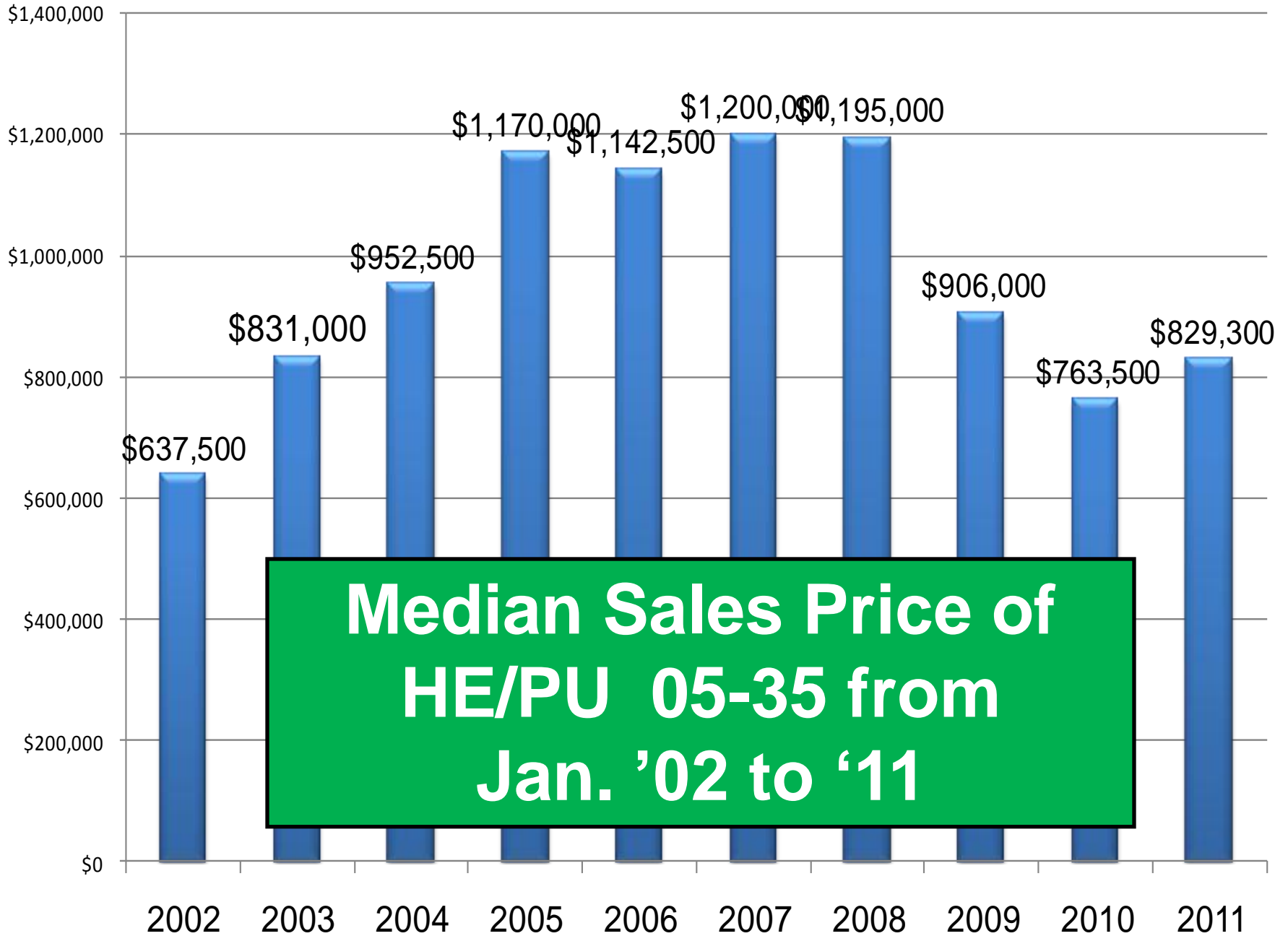






**Perspective
for Home Estates
2002-2011**





January 1-January 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	16	\$7,418,500	\$399,900	\$463,656	101	\$7,026,400	\$382,000	\$439,150	94.71	88.91
List/Sold	6	\$2,905,800	\$419,000	\$484,300	91	\$2,774,400	\$424,750	\$462,400	95.48	88.42
Co-Broker	10	\$4,512,700	\$385,000	\$451,270	108	\$4,252,000	\$360,000	\$425,200	94.22	89.24
New	44	\$30,844,950	\$499,000	\$701,021	19					
Pending	18	\$9,354,305	\$420,000	\$519,683	99					
Withdrawn	4	\$3,097,000	\$699,000	\$774,250	110					
Cancelled	12	\$8,009,899	\$505,000	\$667,491	391					
Expired	16	\$11,358,899	\$599,000	\$709,931	308					
Back On Market	12	\$9,321,949	\$460,000	\$776,829	175					
Extended	23	\$16,350,895	\$419,000	\$710,908	180					
Active In Range	162	\$124,663,295	\$574,900	\$769,526	136					
Current Active	143	\$110,207,745	\$574,900	\$770,683	145					

CO January '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	\$7,418,500	\$399,900	\$463,656	101	\$7,026,400	\$382,000	\$439,150	94.71	88.91
Pending	18	\$9,204,205	\$385,000	\$511,344	103					

CO January '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	21	\$9,104,050	\$379,000	\$433,526	61	\$8,802,100	\$375,000	\$419,147	96.68	92.55
Pending	23	\$11,000,100	\$420,000	\$478,265	68					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$200,000-\$249,999	3	64
\$300,000-\$349,999	1	102
\$350,000-\$399,999	5	83
\$400,000-\$449,999	2	67
\$450,000-\$499,999	2	141
\$600,000-\$649,999	1	264
\$850,000-\$899,999	1	123
\$950,000-\$999,999	1	110

The average price for the 16 properties is \$439,150.

The highest price is \$950,000.

218 E Yanonali St #D

The median price is \$365,000.

The lowest price is \$217,000.

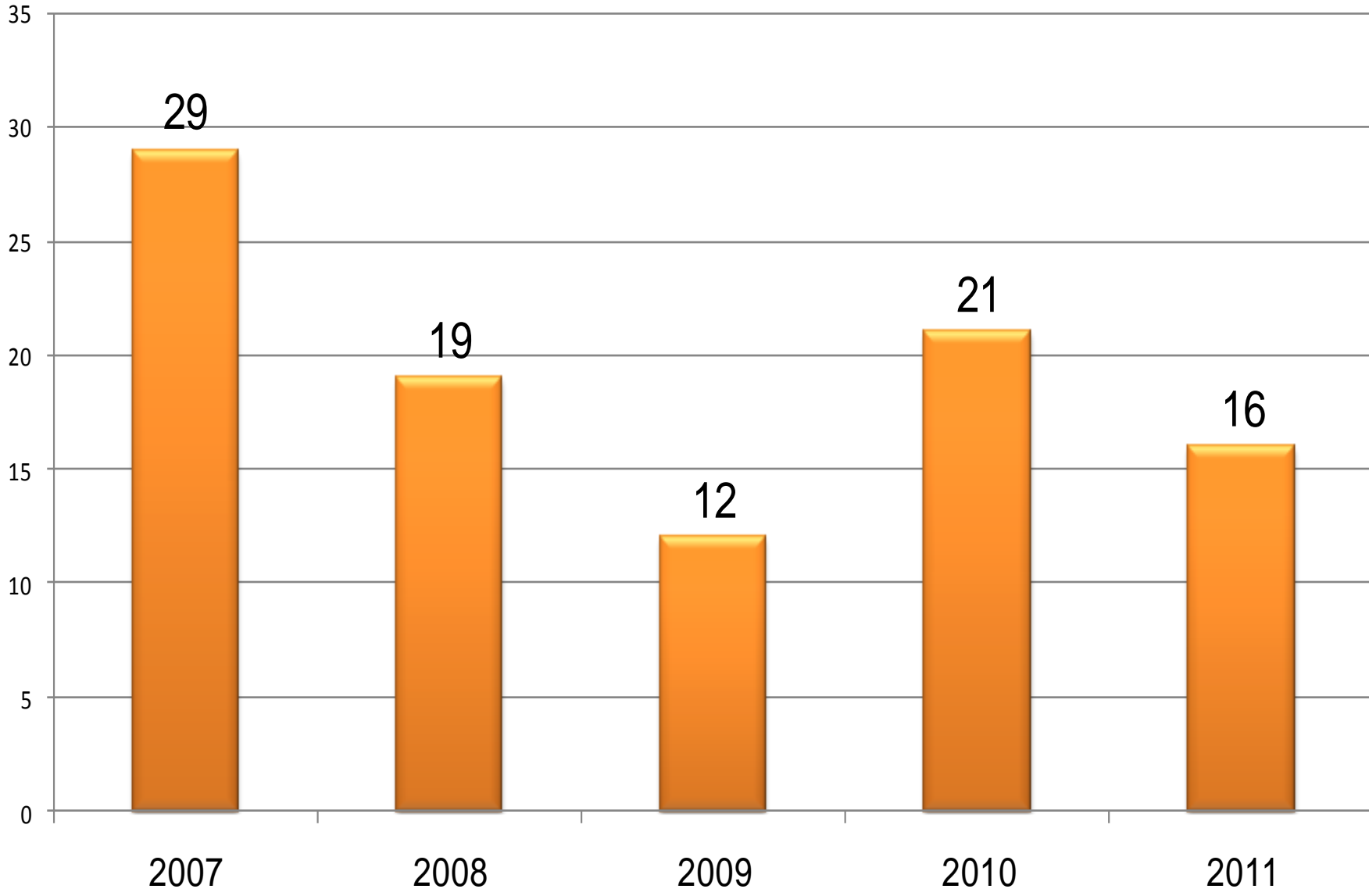
5510 Armitos Ave #12

The average Market Time is 101.

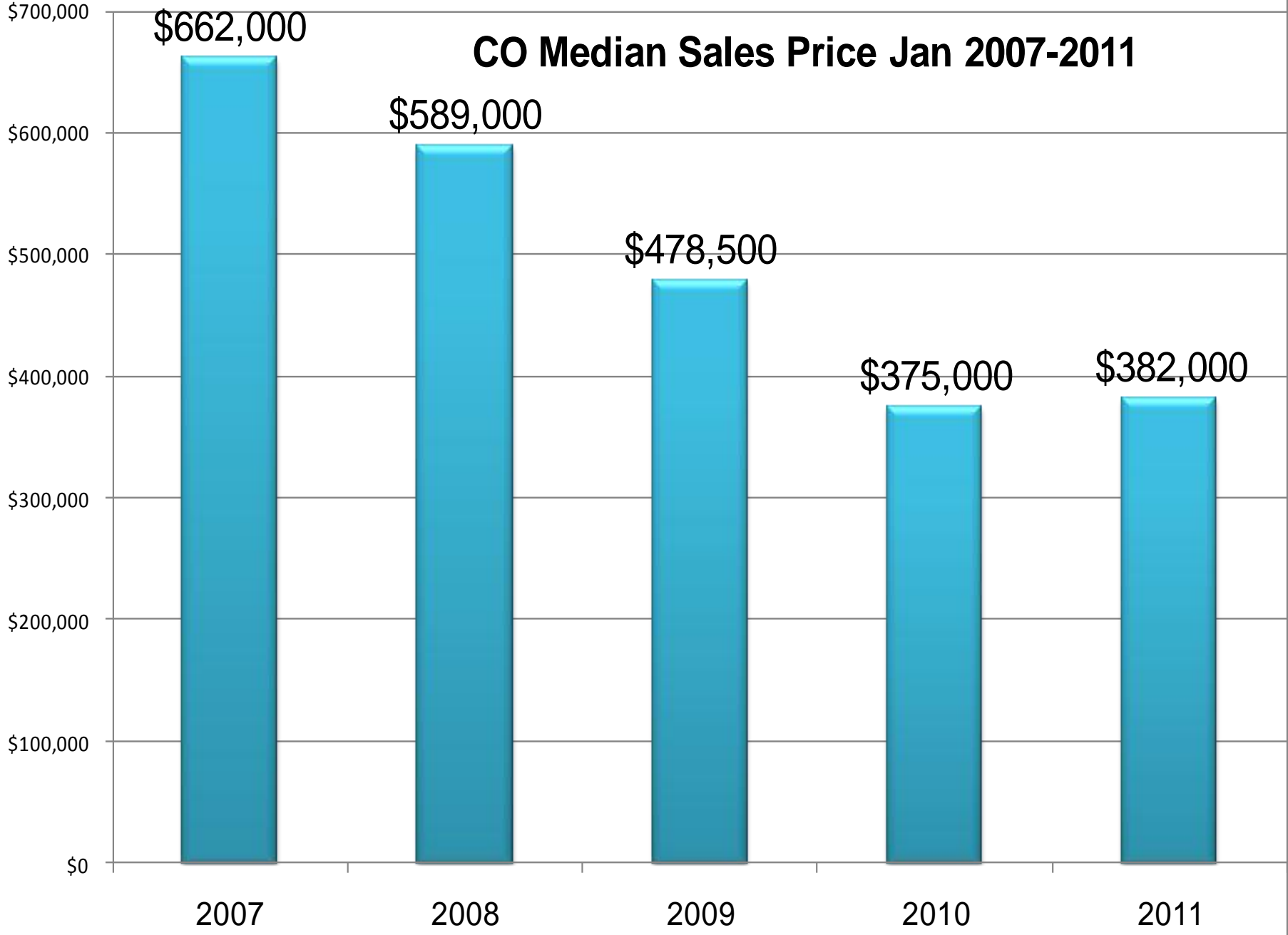
Condo Statistics

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

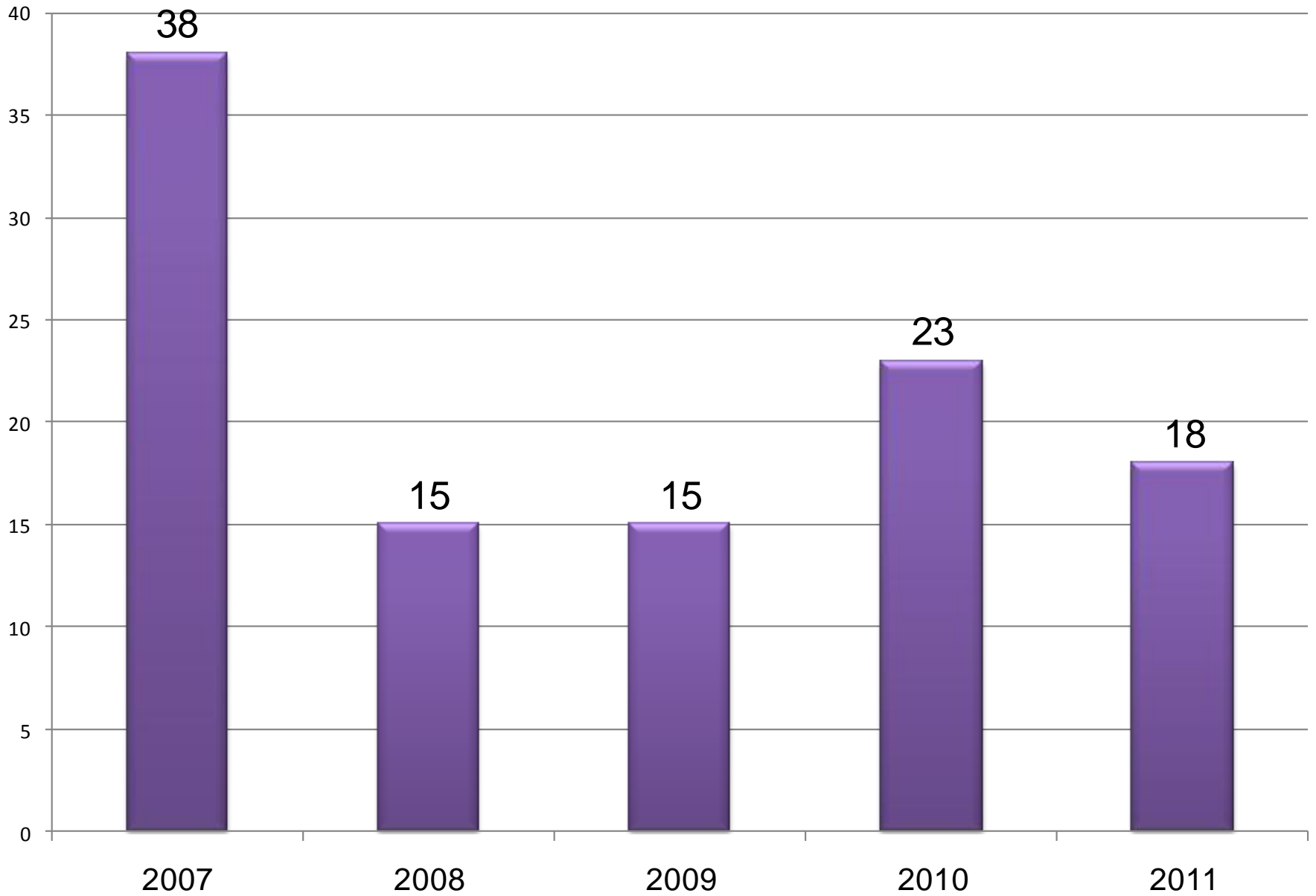
CO Sales Jan 2007-2011



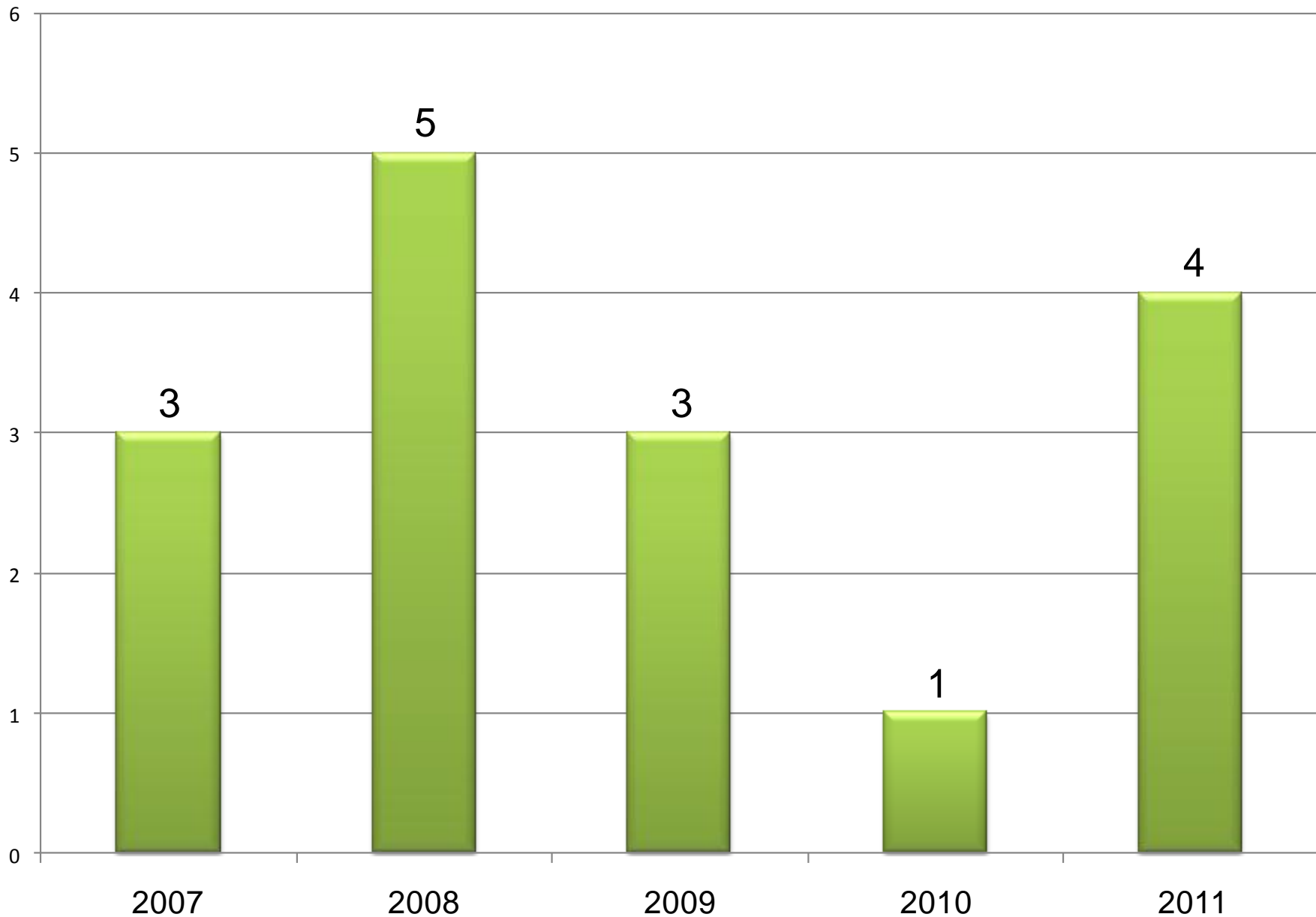
CO Median Sales Price Jan 2007-2011



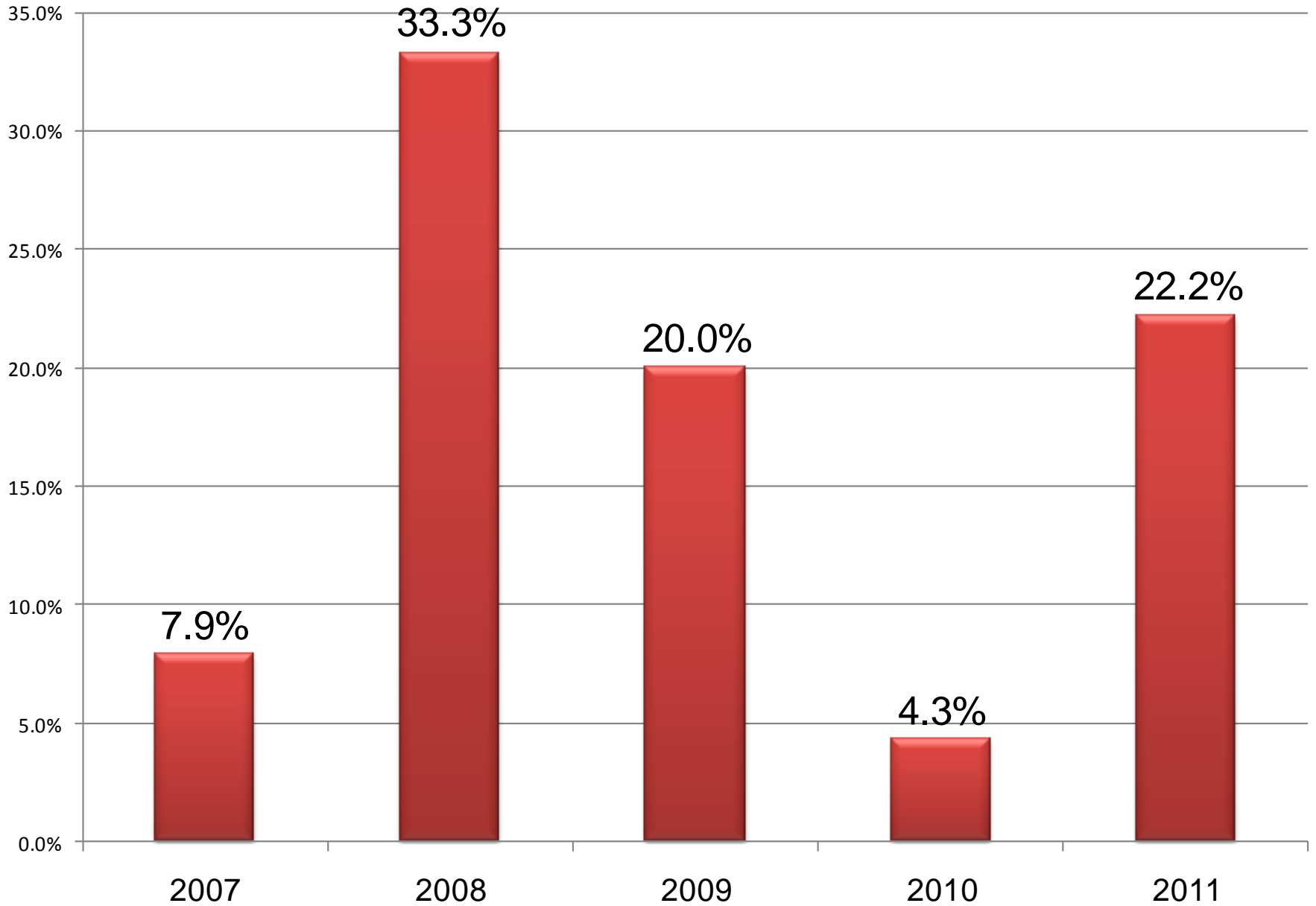
CO Pending Listings Jan 2007-2011



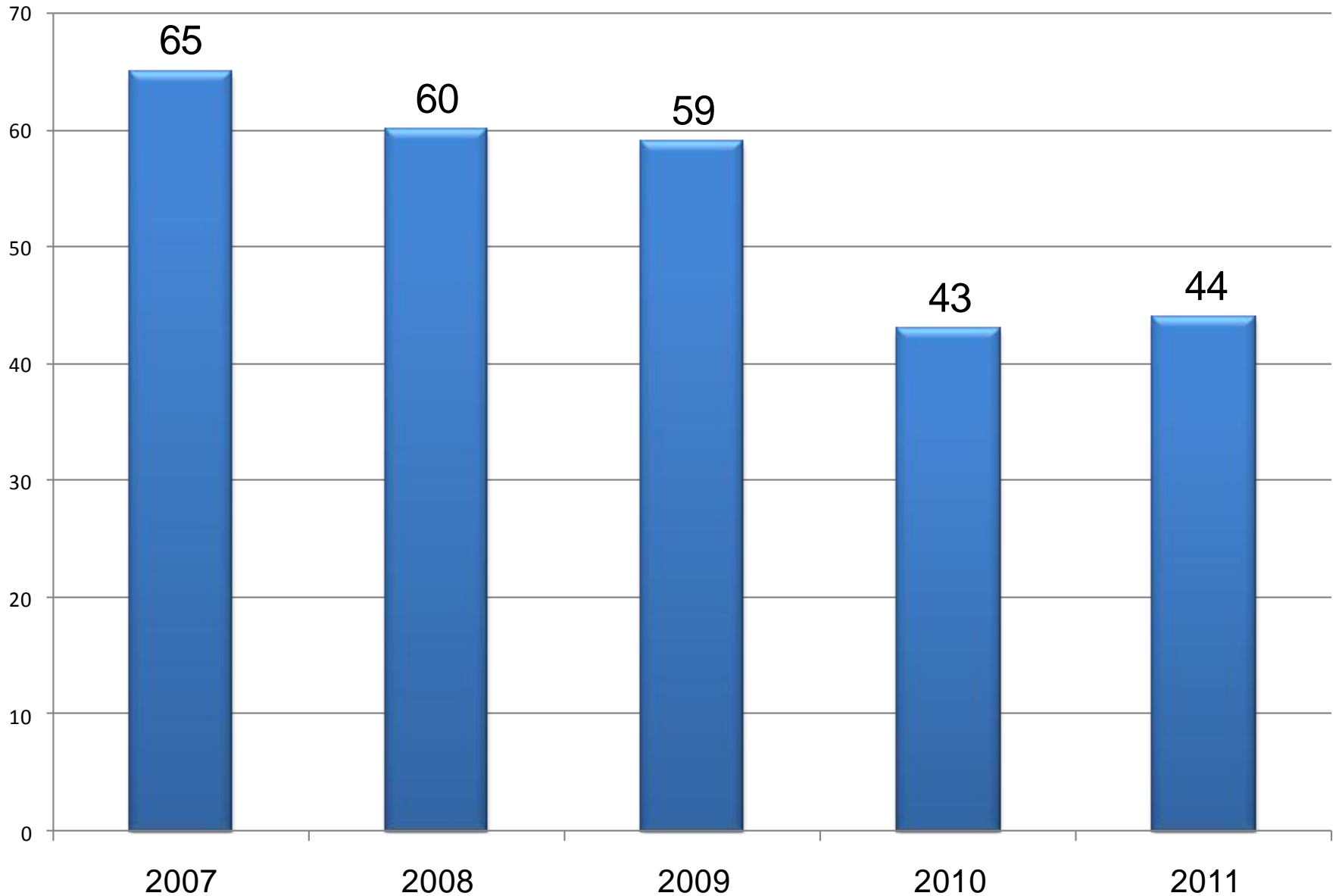
CO Fall Throughs Jan 2007-2011



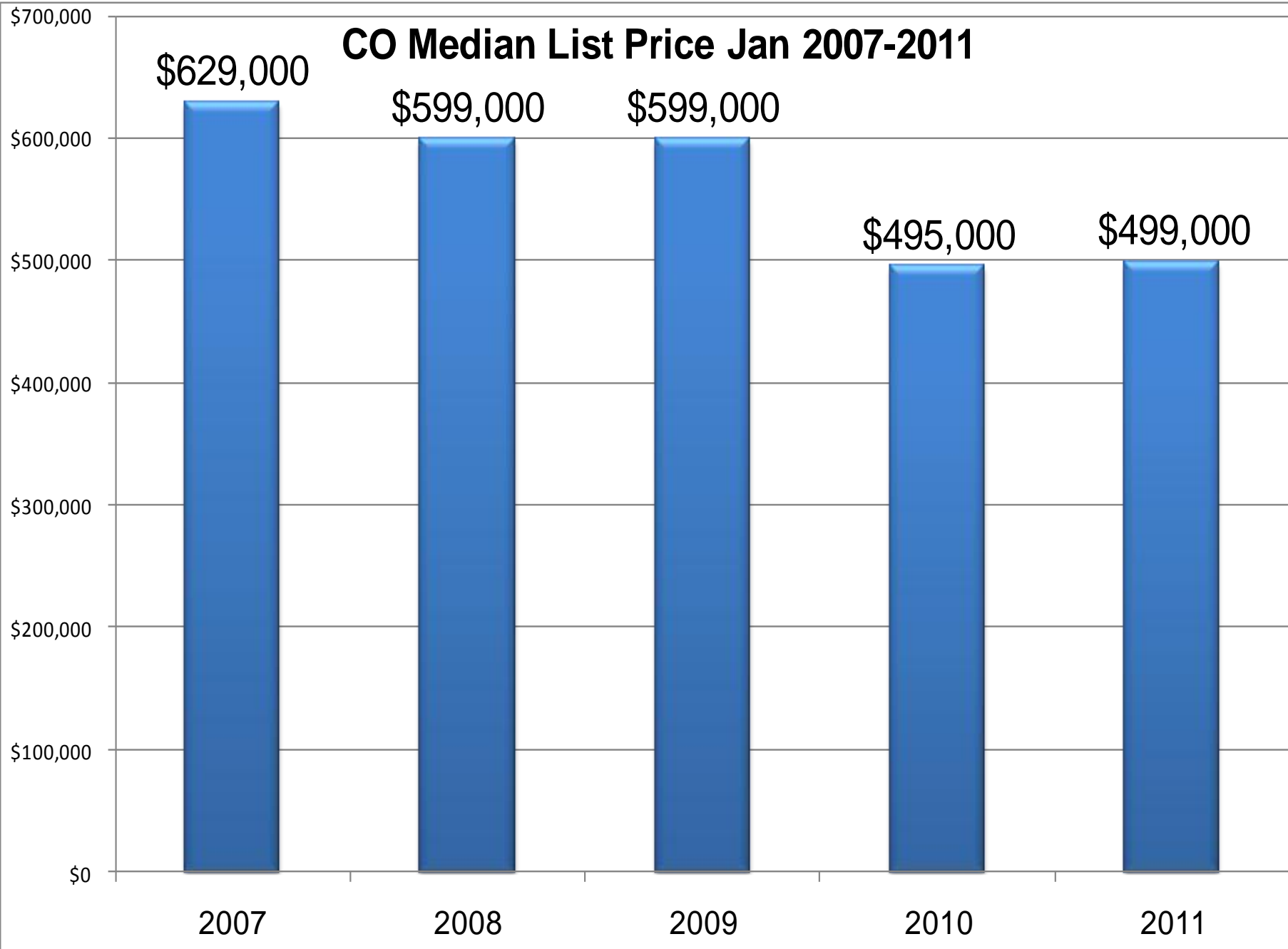
CO Fall Through Percentages Jan 2007-2011



CO New Listings Jan 2007-2011



CO Median List Price Jan 2007-2011



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

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

- Total Active Listings

'10 187, '11 183, **DOWN** -2.1%

- New Listings

'10 43, '11 44, **UP** +2.3%

- New Listings Median List Price

'10 \$495,000, '11 \$499,000, **UP** +0.8%

- Properties that went into Escrow

'10 23, '11 18, **DOWN** -21.7%

Sold CO '10 vs. 11 Jan

- Number of Sold Properties

'10 21, '11 16 **DOWN** -23.8%

- Median Sales Prices

'10 \$375,000 '11 \$382,000 **UP** +1.9%

- Median Sales Prices w/o Montecito

'10 \$367,500 , '11 \$365,000 **DOWN** -0.7%

- Average Sold Price

'10 \$419,147 , '11 \$439,150 **UP** +4.8%

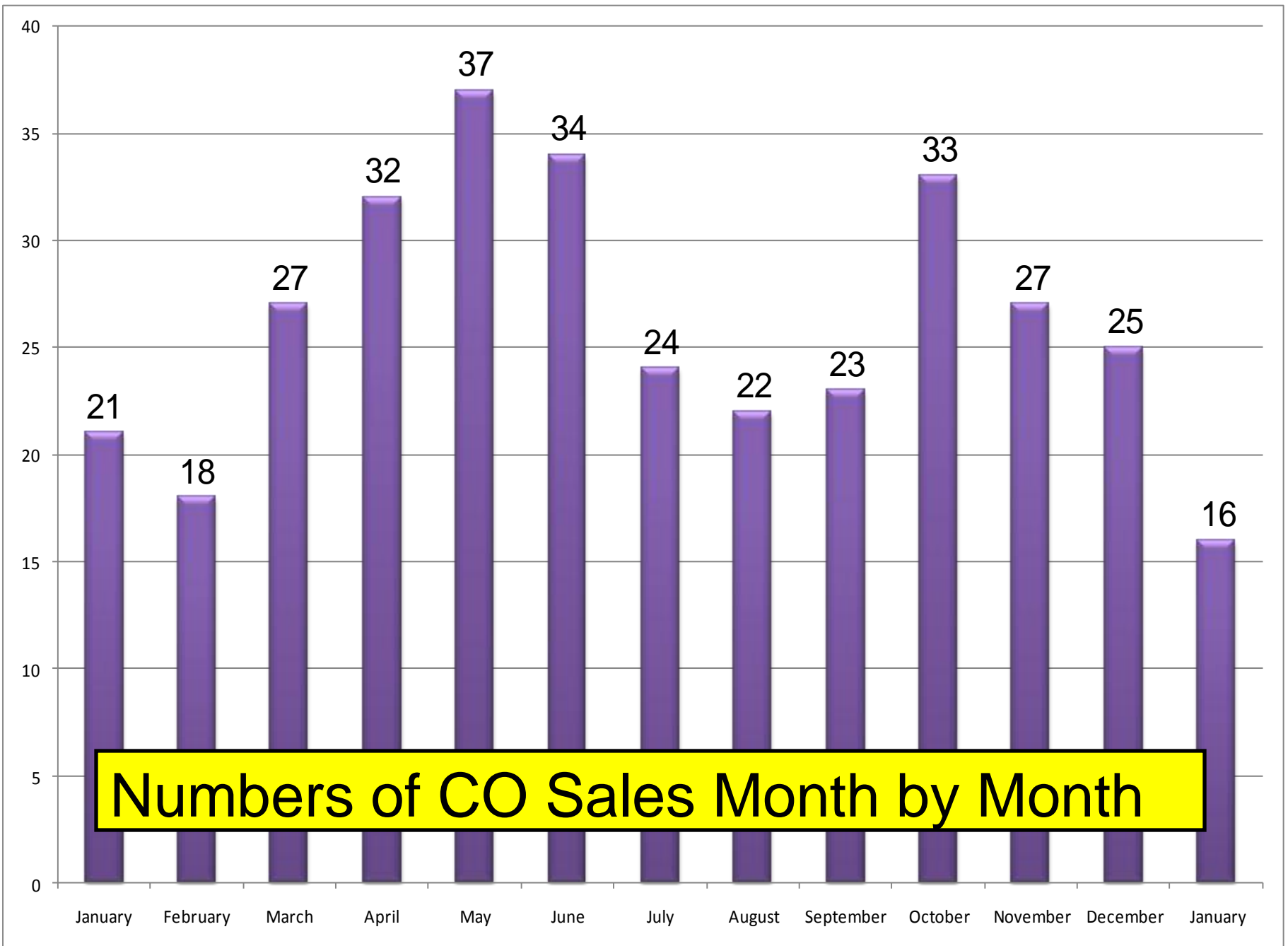
- Average Sold Price w/o Montecito

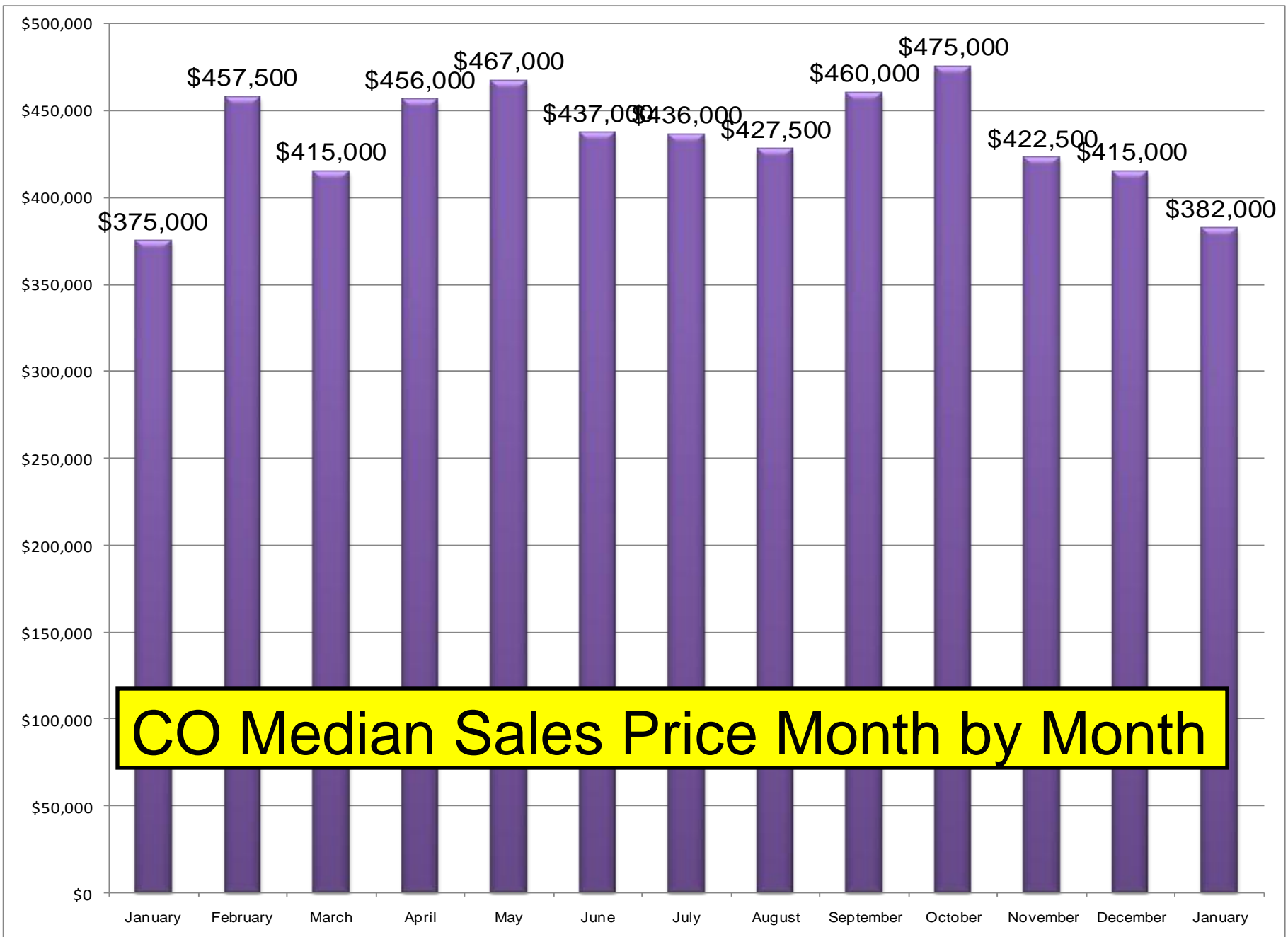
'10 \$387,605 , '11 \$409,093 **UP** +5.5%

- Sold Volume

'10 \$8,802,100, '11 \$7,026,400 **DOWN** -20.2%

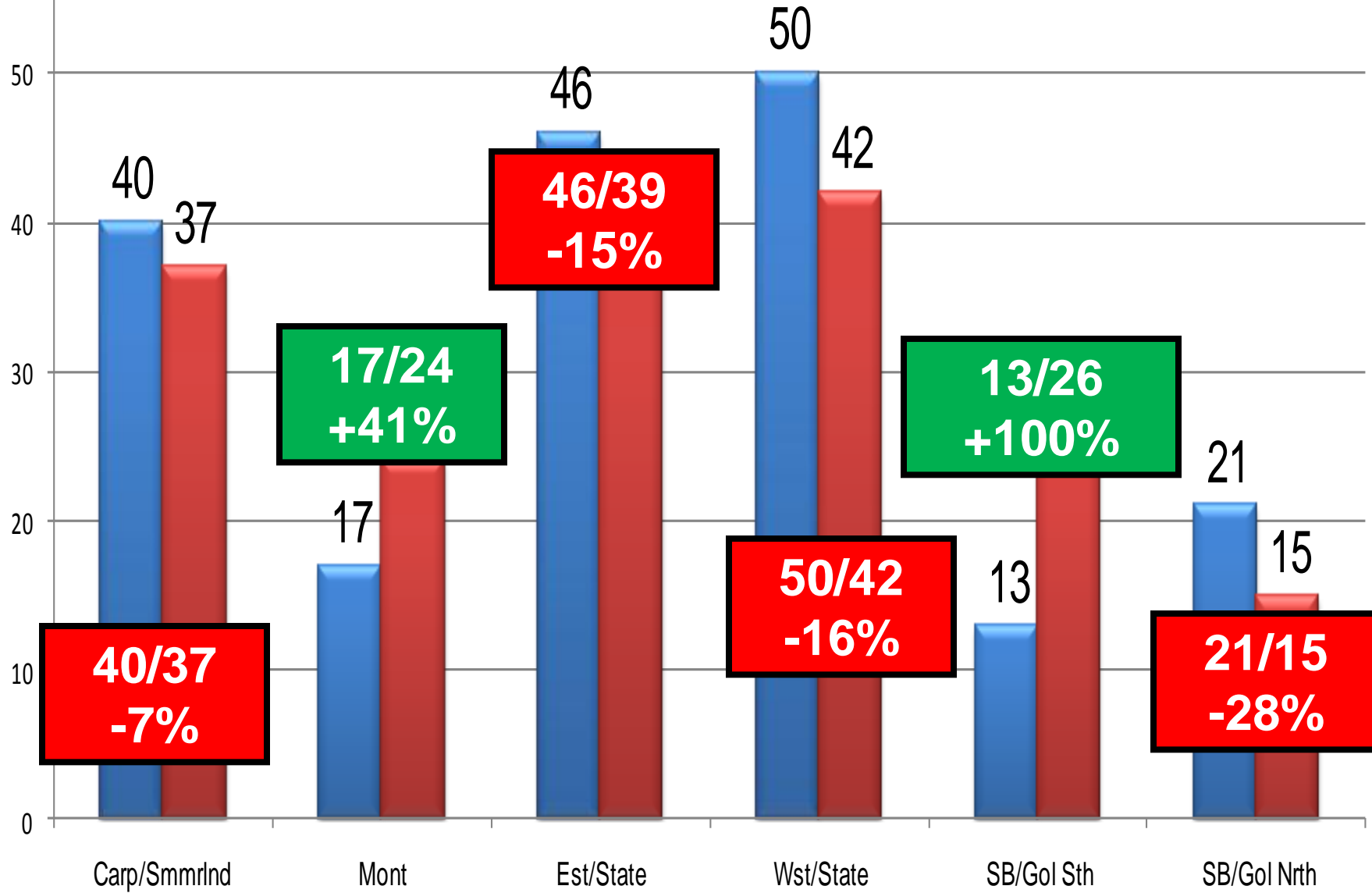
**Jan. '10 to Jan. '11
Month by Month
for Condos
Districts 05-35**



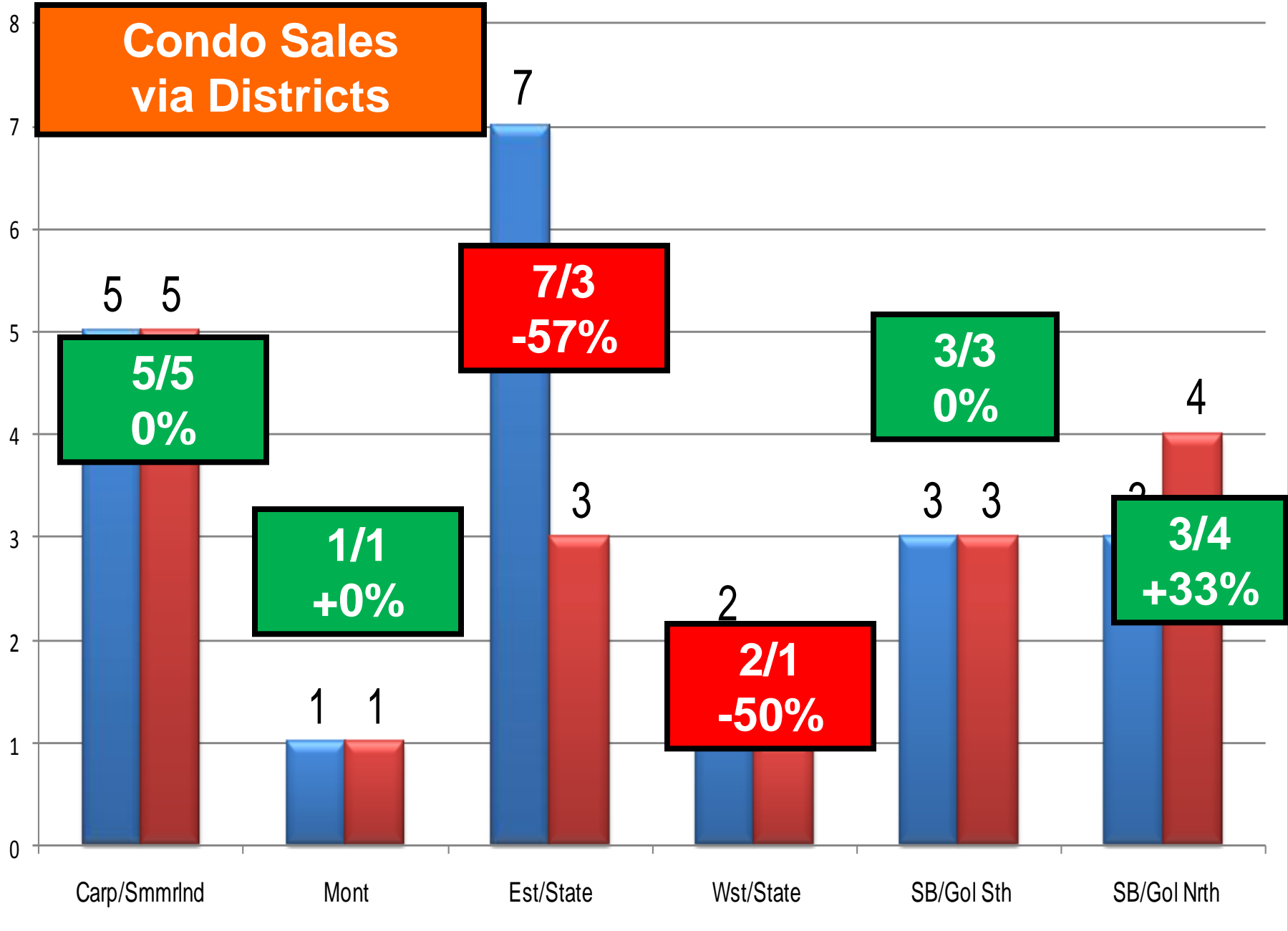


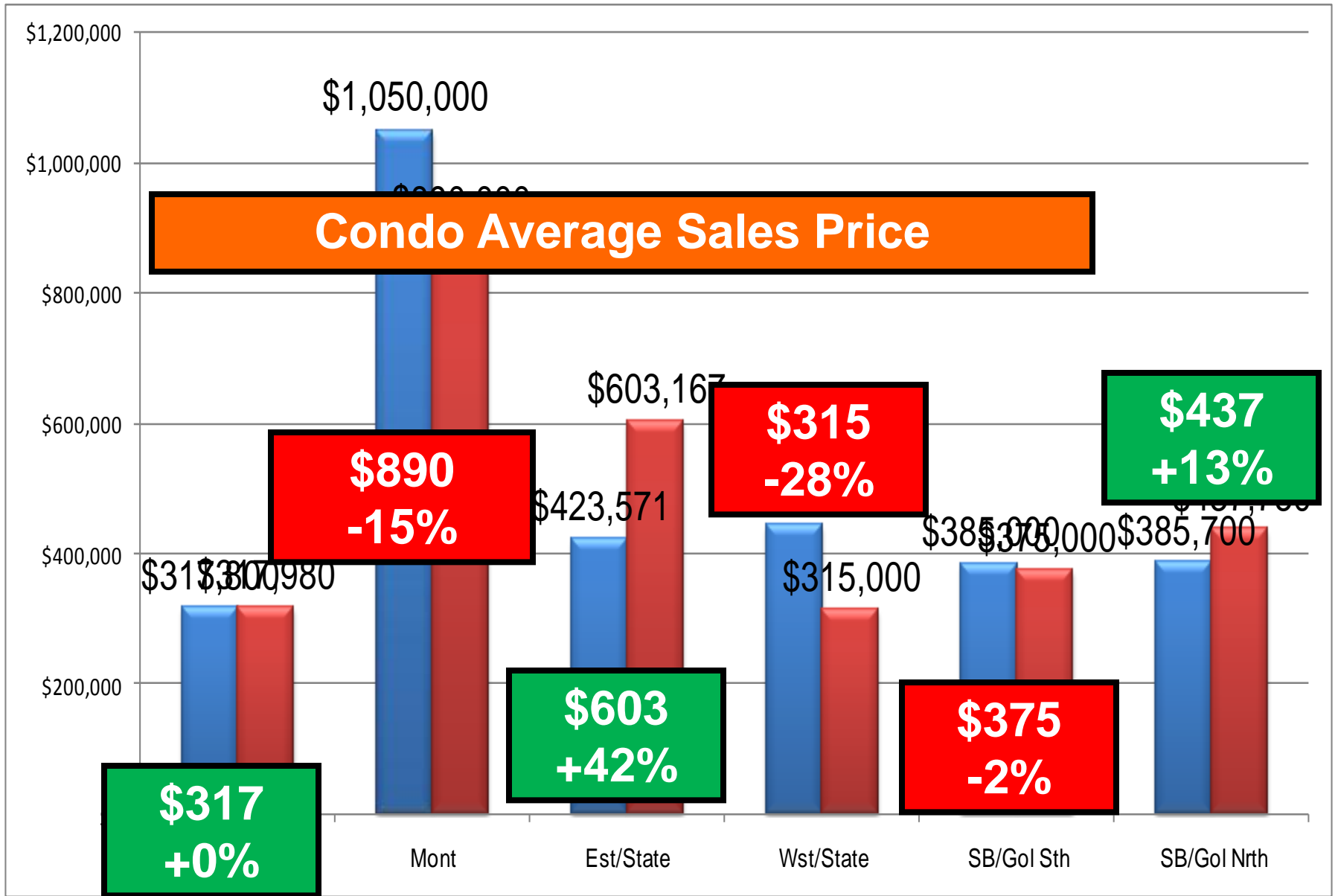
Condo District Stats

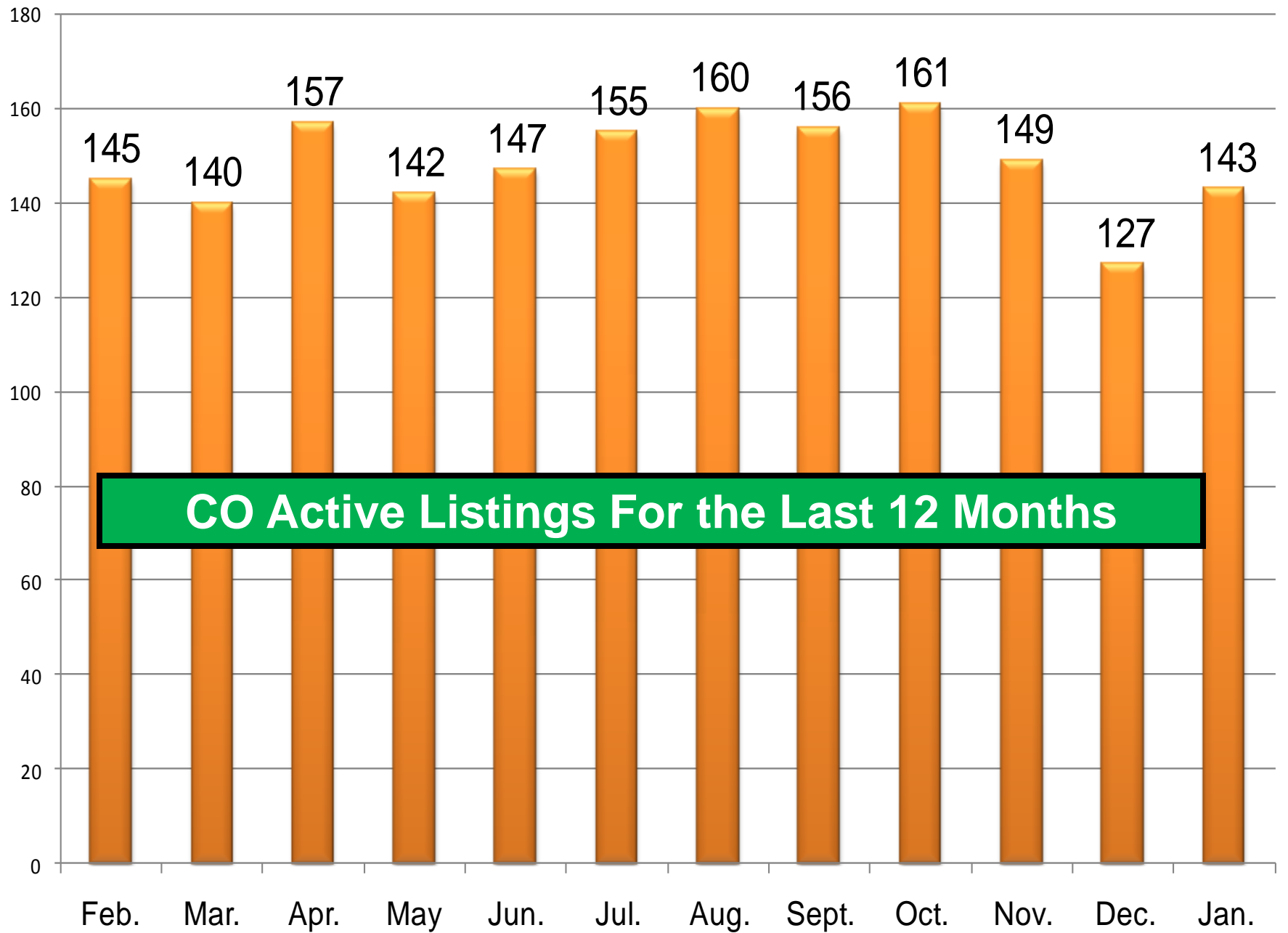
Number of Condos Active Since the 1st of the Year via Districts

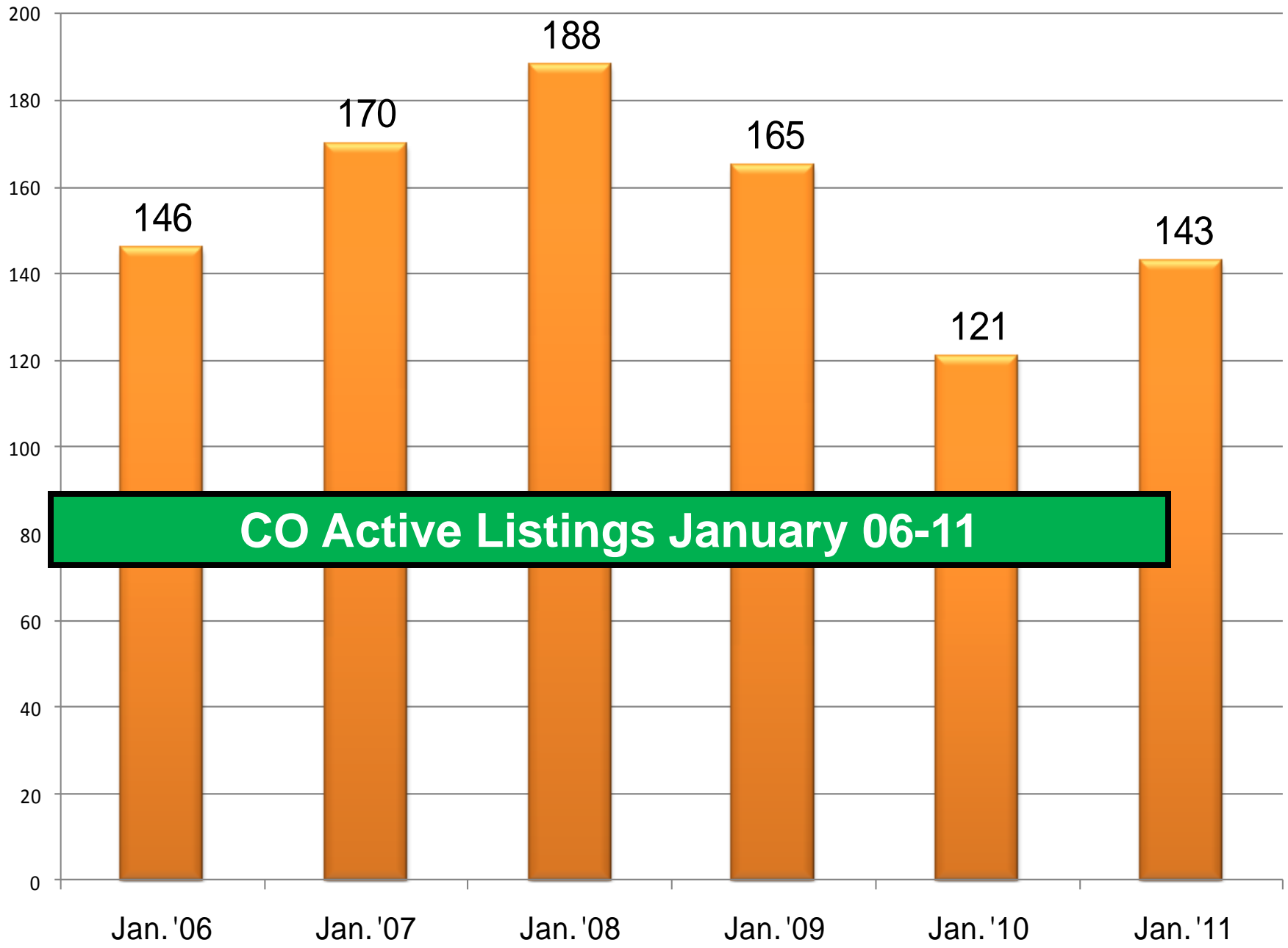


Condo Sales via Districts

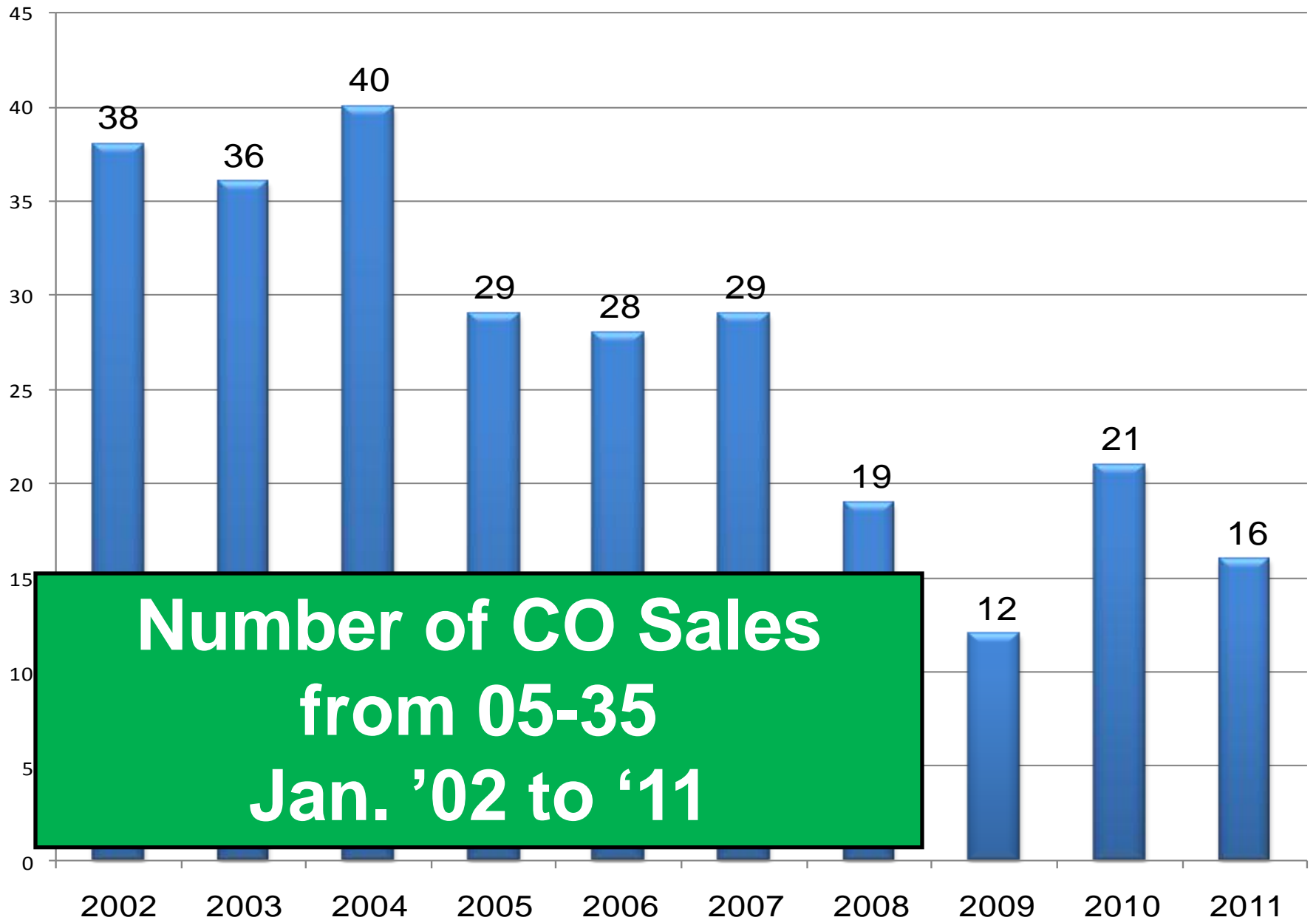


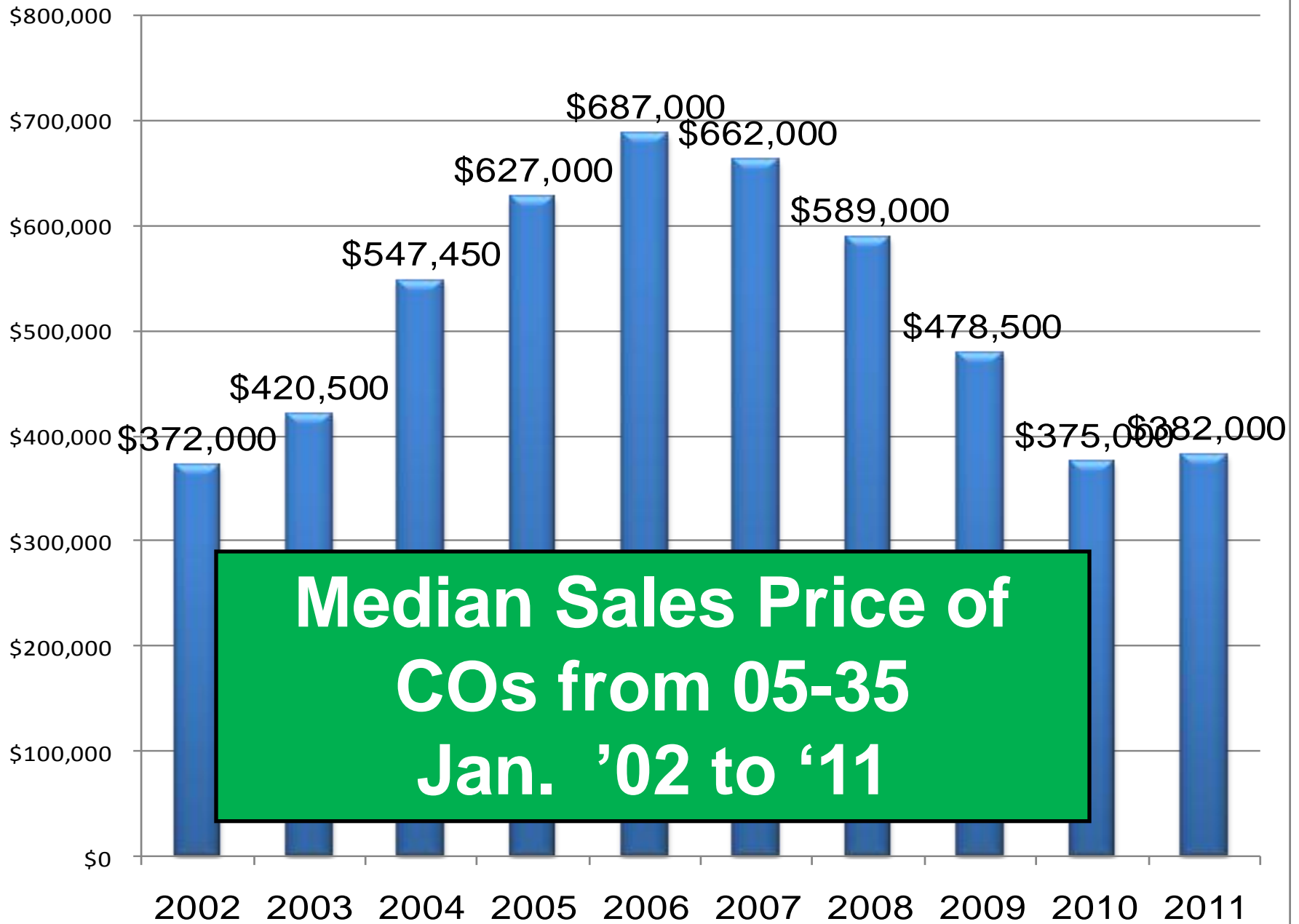






**Perspective
for Condos
2002-2011**





**Compiled from
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Statistics Through January '11