

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

Statistics Through June '11

MLS vs CORT for May '11

MLS 110 Sales 91 HE/PU – 19 CO

CORT 132 Sales

- 3 Multi-Family
- 2 Land Sales
- 1 Reported Closed in June
- 3 Expired in MLS
- 1 Cancelled in MLS
- 1 Still Pending in MLS
- 2 Still Active in MLS
- 13 Not in MLS

June 1-June 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	89	\$117,545,149	\$899,000	\$1,320,732	76	\$110,096,630	\$865,000	\$1,237,040	93.66	87.83
List/Sold	25	\$34,200,550	\$879,000	\$1,368,022	62	\$32,482,980	\$849,000	\$1,299,319	94.98	87.93
Co-Broker	64	\$83,344,599	\$929,000	\$1,302,259	82	\$77,613,650	\$880,000	\$1,212,713	93.12	87.78
New	173	\$334,110,886	\$1,050,000	\$1,931,276	18					
Pending	113	\$126,275,373	\$799,000	\$1,117,481	93					
Withdrawn	13	\$14,176,900	\$998,000	\$1,090,530	107					
Cancelled	42	\$80,432,899	\$1,374,750	\$1,915,069	133					
Expired	29	\$121,168,000	\$1,445,000	\$4,178,206	239					
Back On Market	26	\$26,737,200	\$787,000	\$1,028,353	129					
Extended	66	\$167,710,191	\$1,245,000	\$2,541,063	200					
Active In Range	666	\$1,875,272,684	\$1,395,000	\$2,815,724	115					
Current Active	565	\$1,641,702,786	\$1,499,000	\$2,905,668	124					

HE/PU June '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	89	\$117,545,149	\$899,000	\$1,320,732	76	\$110,096,630	\$865,000	\$1,237,040	93.66	87.83
Pending	113	\$126,275,373	\$799,000	\$1,117,481	93					

HE/PU June '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	82	\$107,199,972	\$929,000	\$1,307,316	72	\$100,635,040	\$915,000	\$1,227,256	93.88	88.91
Pending	90	\$135,744,172	\$944,000	\$1,508,268	83					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$300,000-\$349,999	2	279
\$400,000-\$449,999	2	58
\$450,000-\$499,999	2	18
\$500,000-\$549,999	4	46
\$550,000-\$599,999	6	33
\$600,000-\$649,999	8	40
\$650,000-\$699,999	2	17
\$700,000-\$749,999	3	71
\$750,000-\$799,999	5	45
\$800,000-\$849,999	7	23
\$850,000-\$899,999	8	94
\$900,000-\$949,999	3	40
\$950,000-\$999,999	2	89

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	5	113
\$1,100,000-\$1,199,999	3	45
\$1,200,000-\$1,299,999	6	108
\$1,300,000-\$1,399,999	1	112
\$1,400,000-\$1,499,999	2	197
\$1,500,000-\$1,599,999	4	60
\$1,600,000-\$1,699,999	1	23
\$1,700,000-\$1,799,999	1	9
\$1,900,000-\$1,999,999	1	24
\$2,000,000-\$2,249,999	1	380
\$2,250,000-\$2,499,999	2	42
\$2,500,000-\$2,749,999	2	63
\$2,750,000-\$2,999,999	2	30
\$5,000,000+	3	253

The average price for the 89 properties is \$1,237,040.

The highest price is \$7,200,000.

4225 Cresta Ave

The median price is \$865,000.

The lowest price is \$300,000.

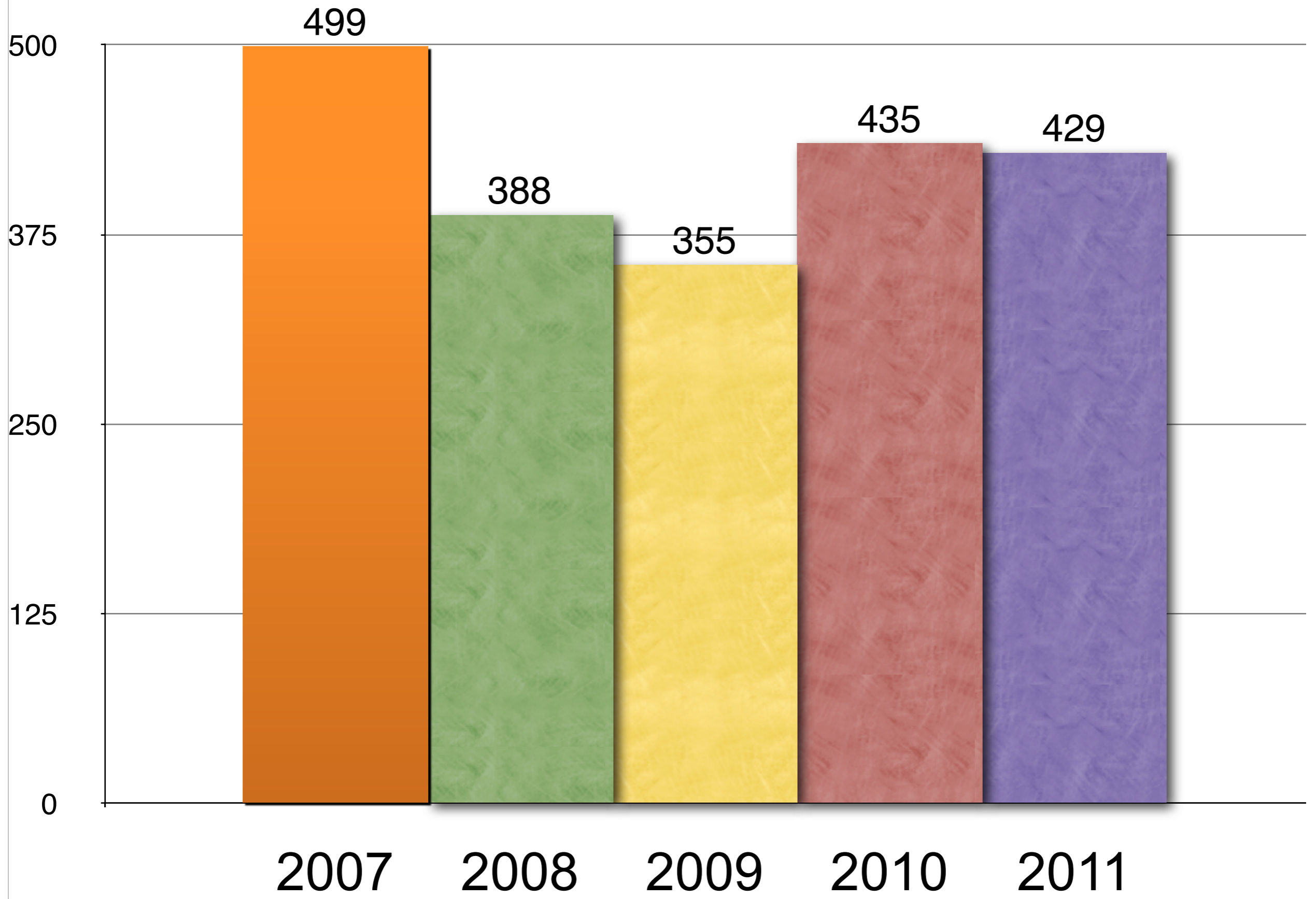
25 La Cadena

The average Market Time is 76.

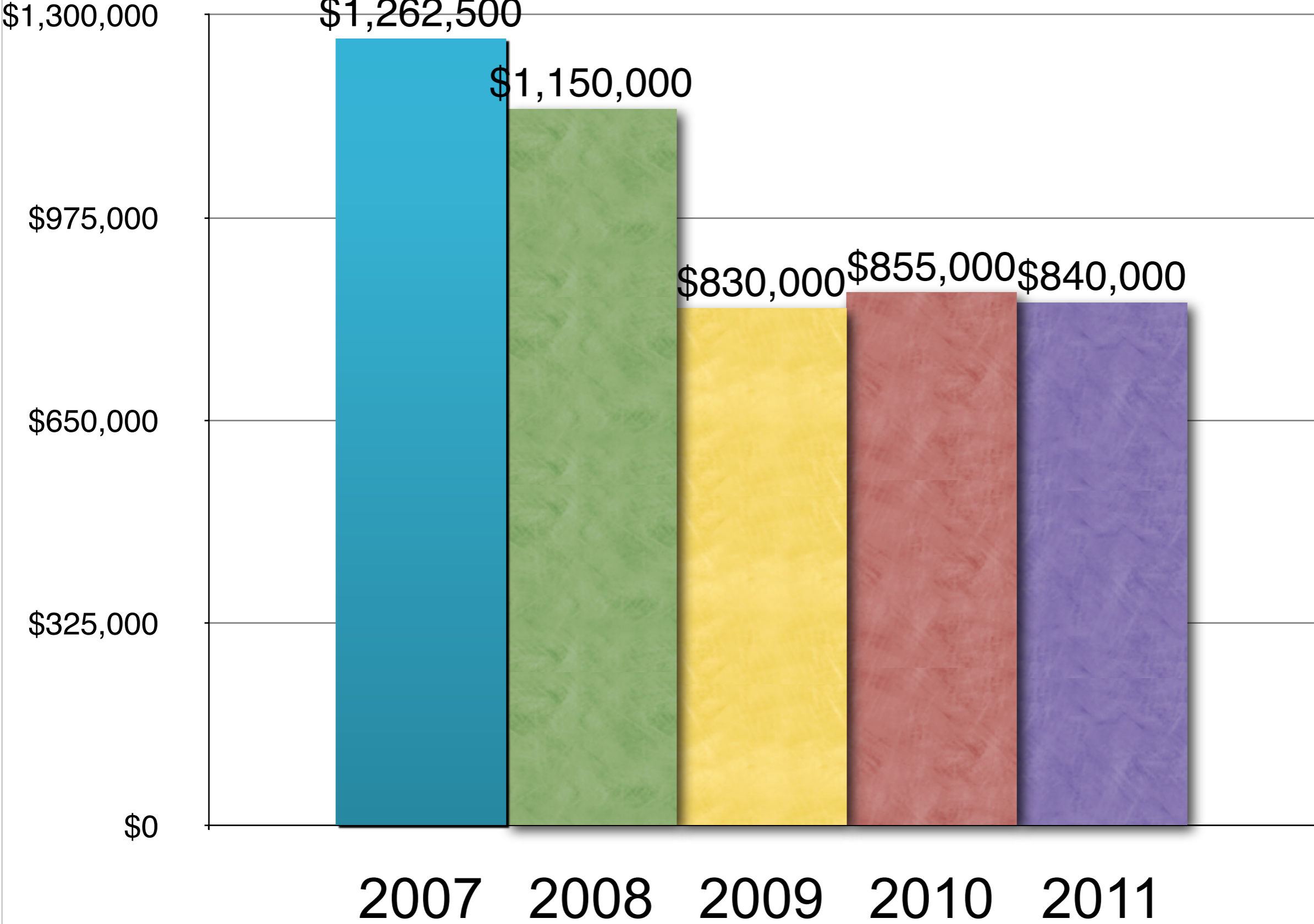
Home Estate/PUD

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

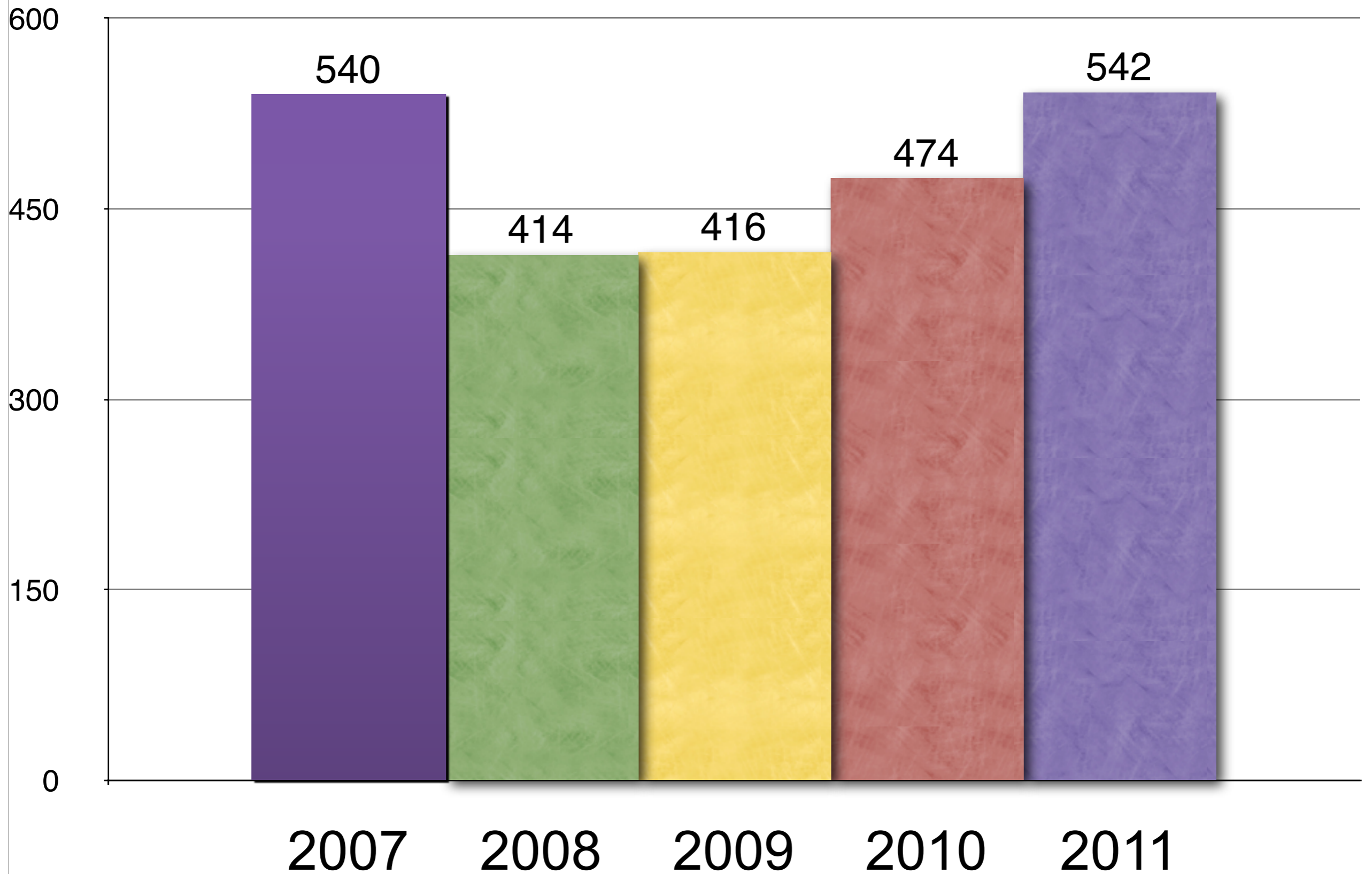
HE/PU Sales Jan-June 2007-2011



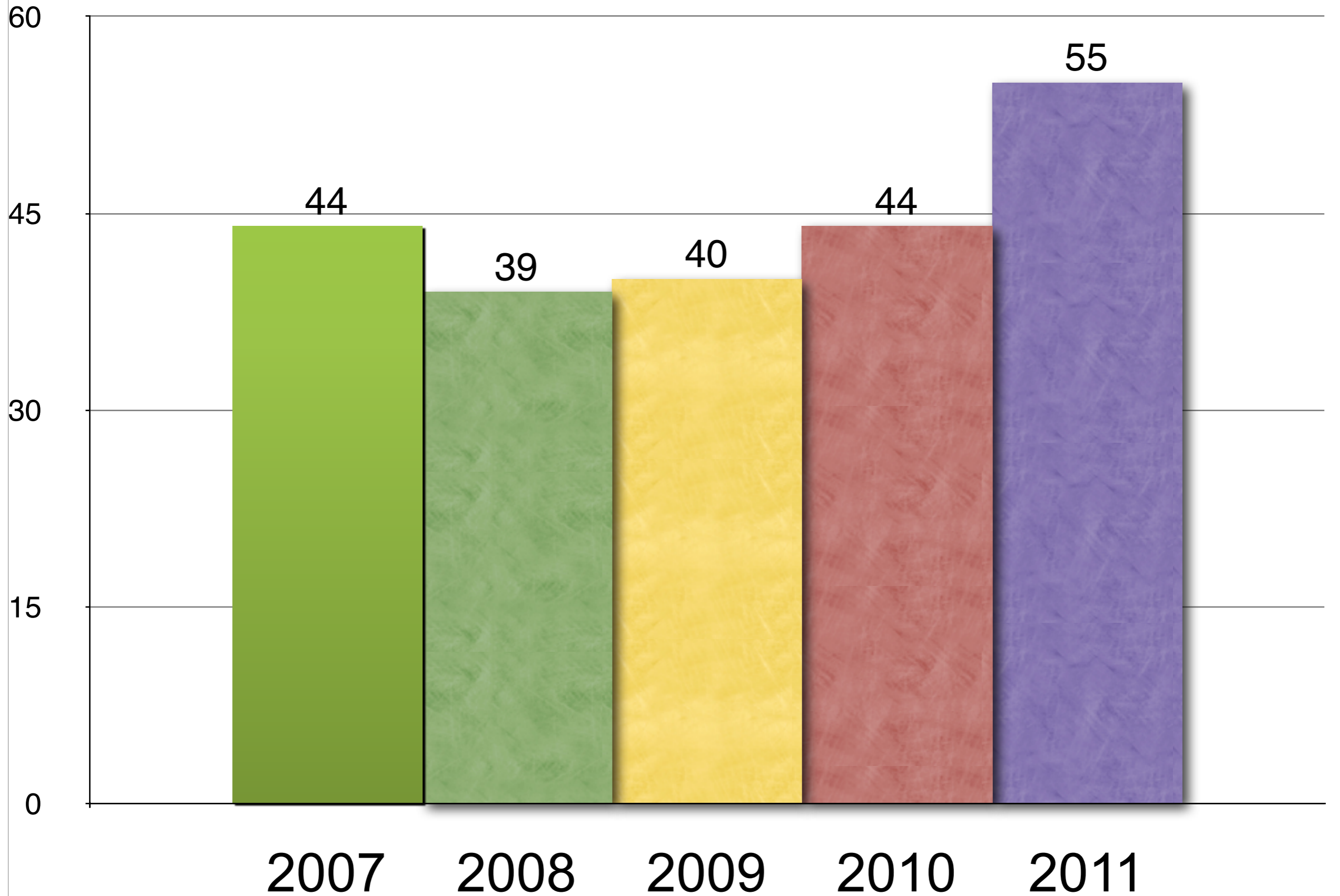
HE/PU Median Sales Price Jan-June 2007-2011



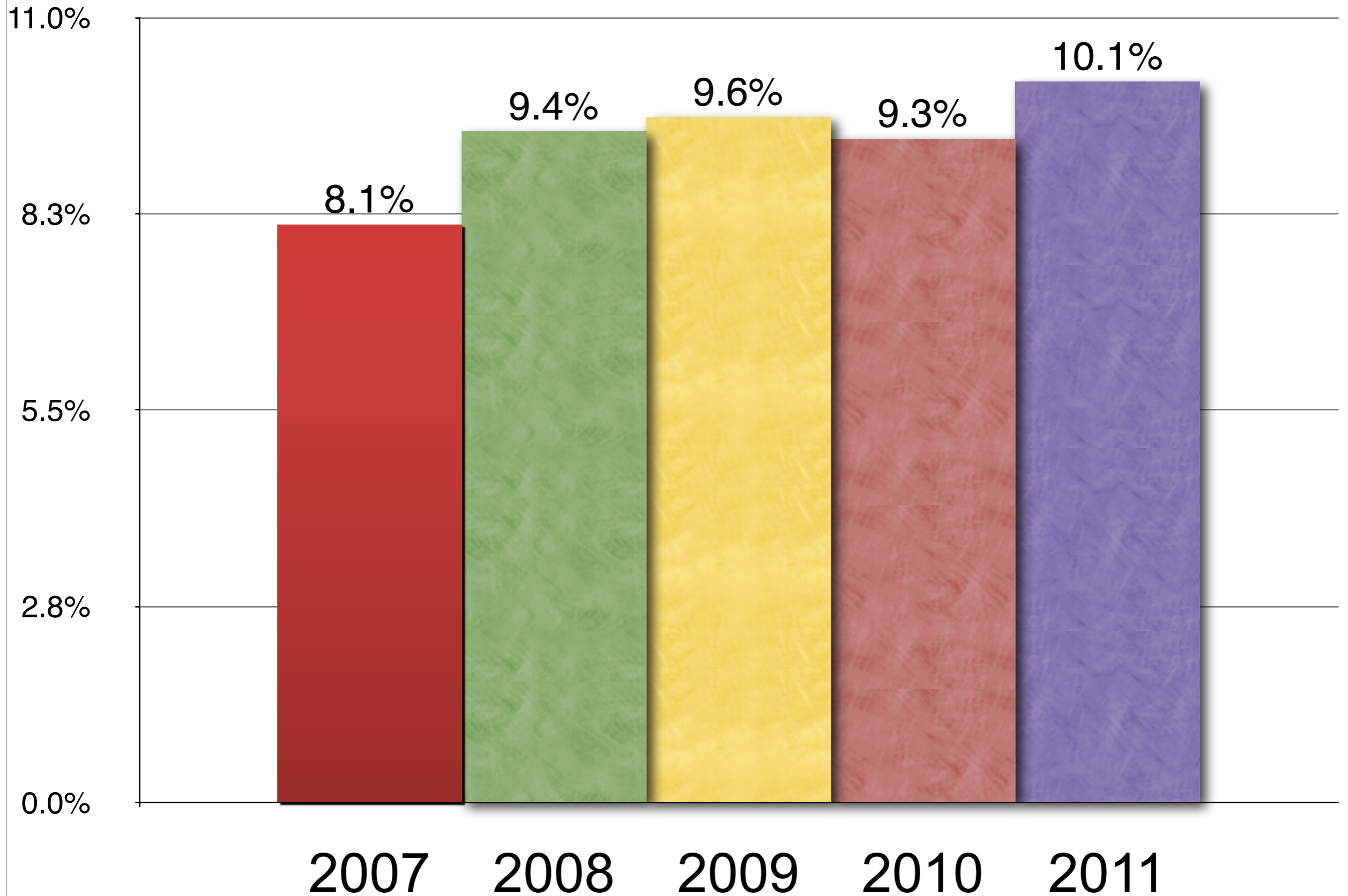
HE/PU Pending Listings Jan-June 2007-2011



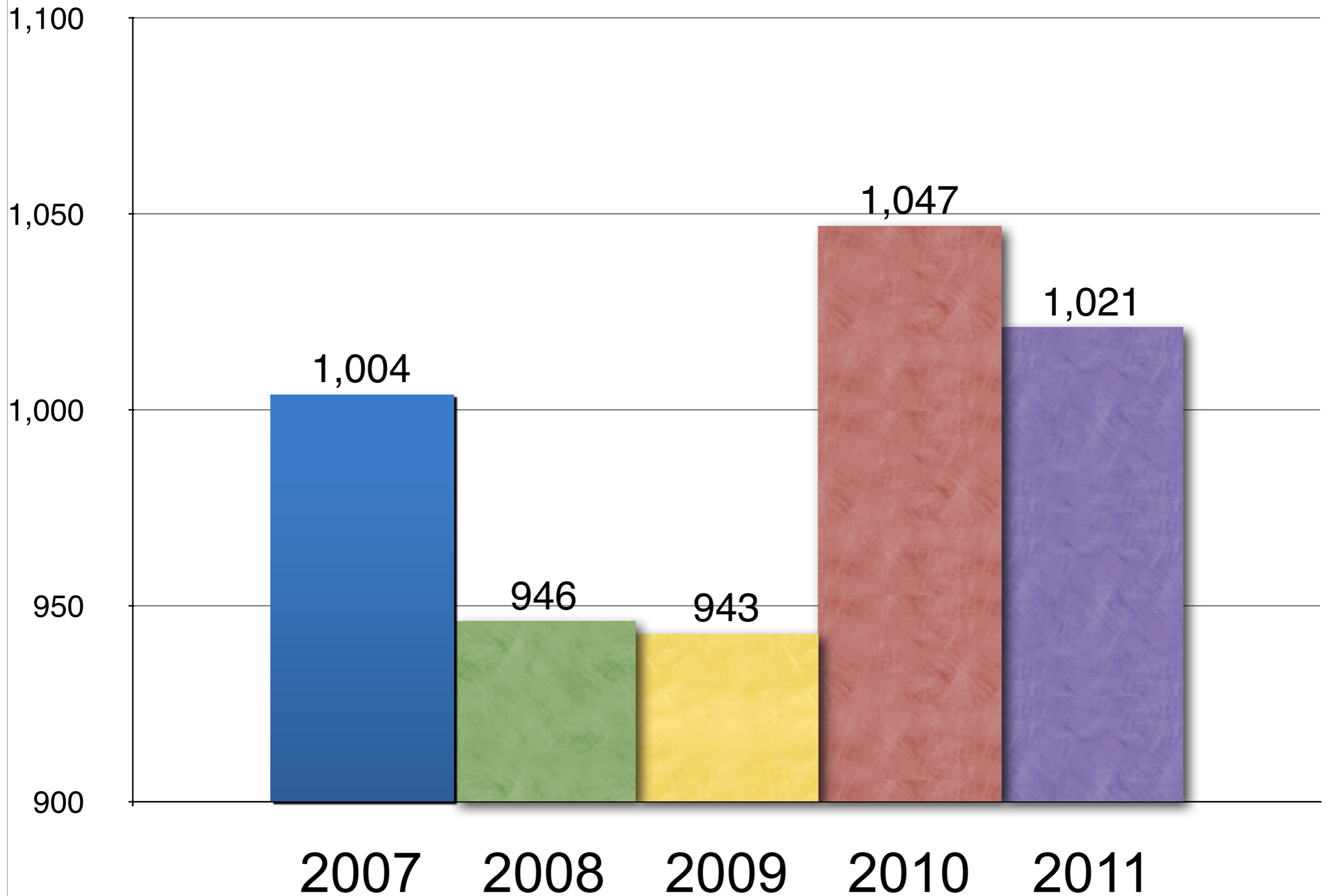
HE/PU Fall Throughs Jan-June 2007-2011



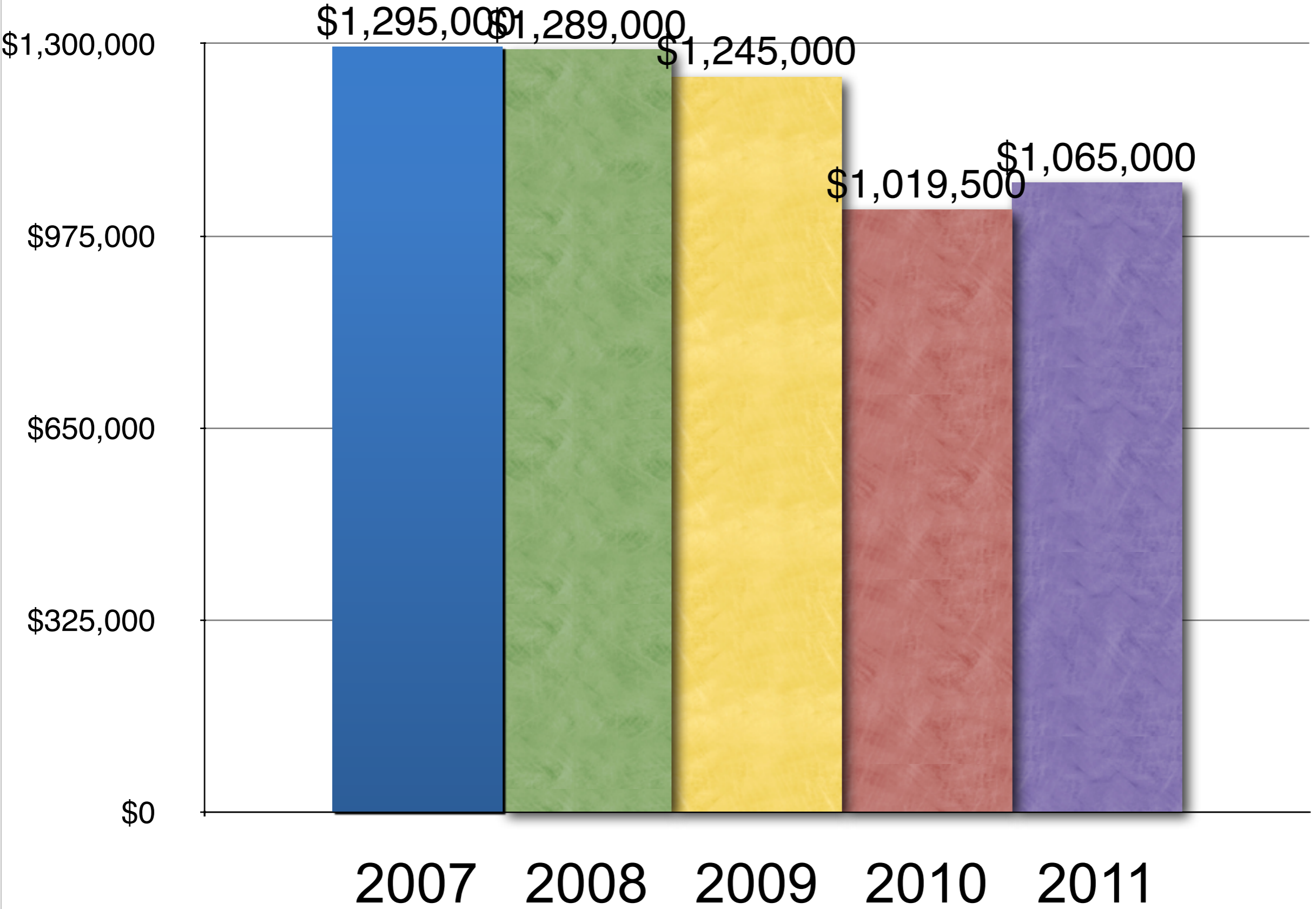
HE/PU Fall Through Percentages Jan-June '07-'11



HE/PU New Listings Jan-June 2007-2011



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



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

Active and Pending Listings '10 vs. '11 January-June

- Total Active Listings
'10 1,657 , '11 1,614 **DOWN -2.6%**
- New Listings
'10 1,047, '11 1,021, **DOWN -2.5%**
- New Listings Median List Price
'10 \$1,019,500, '11 \$1,065,000, **UP +4.5%**
- Properties that went into Escrow
'10 474, '11 542, **UP +14.3%**

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

- **Number of Sold Properties**

'10 435, '11 429 **DOWN -1.4%**

- **Median Sales Prices**

'10 \$855,000 '11 \$840,000 **DOWN -1.8%**

- **Median Sales Prices w/o Hope Ranch/Montecito**

'10 \$799,000, '11 \$732,500 **DOWN -8.3%**

- **Average Sold Price**

'10 \$1,462,242, '11 \$1,257,015 **DOWN -14.0%**

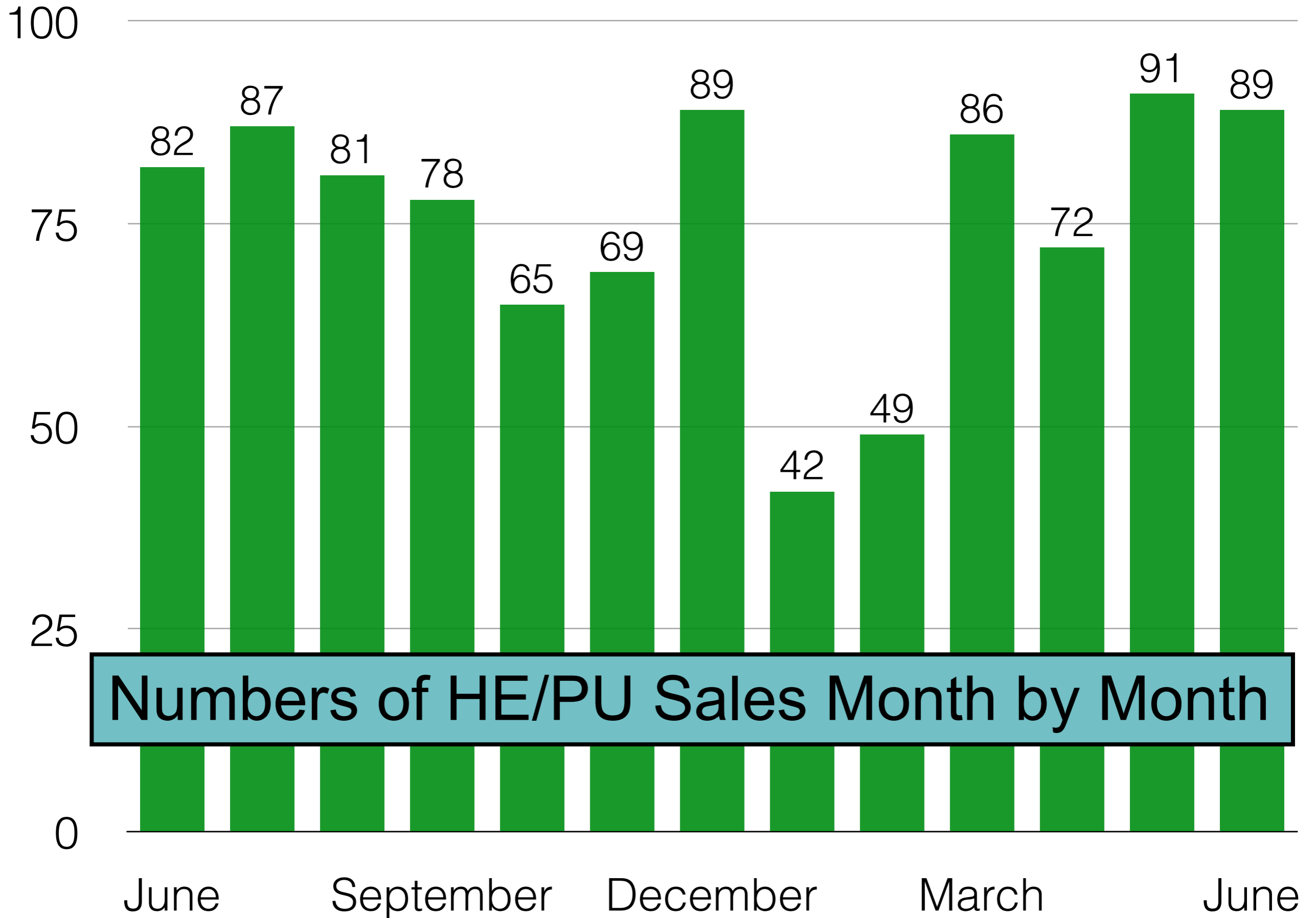
- **Average Sold Price w/o Hope Ranch/Montecito**

'10 \$1,013,669, '11 \$900,433 **DOWN -11.2%**

- **Sold Volume**

'10 \$636,075,464 '11 \$539,259,568 **DOWN -15.2%**

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



\$1,000,000

\$915,000

\$867,500

\$775,000

\$879,750

\$868,000

\$865,000

\$777,000

\$819,650

\$845,000

\$727,000

\$880,000

\$795,000

\$865,000

\$750,000

\$500,000

\$250,000

\$0

HE/PU Median Sales Price Month by Month

June

August

October

December

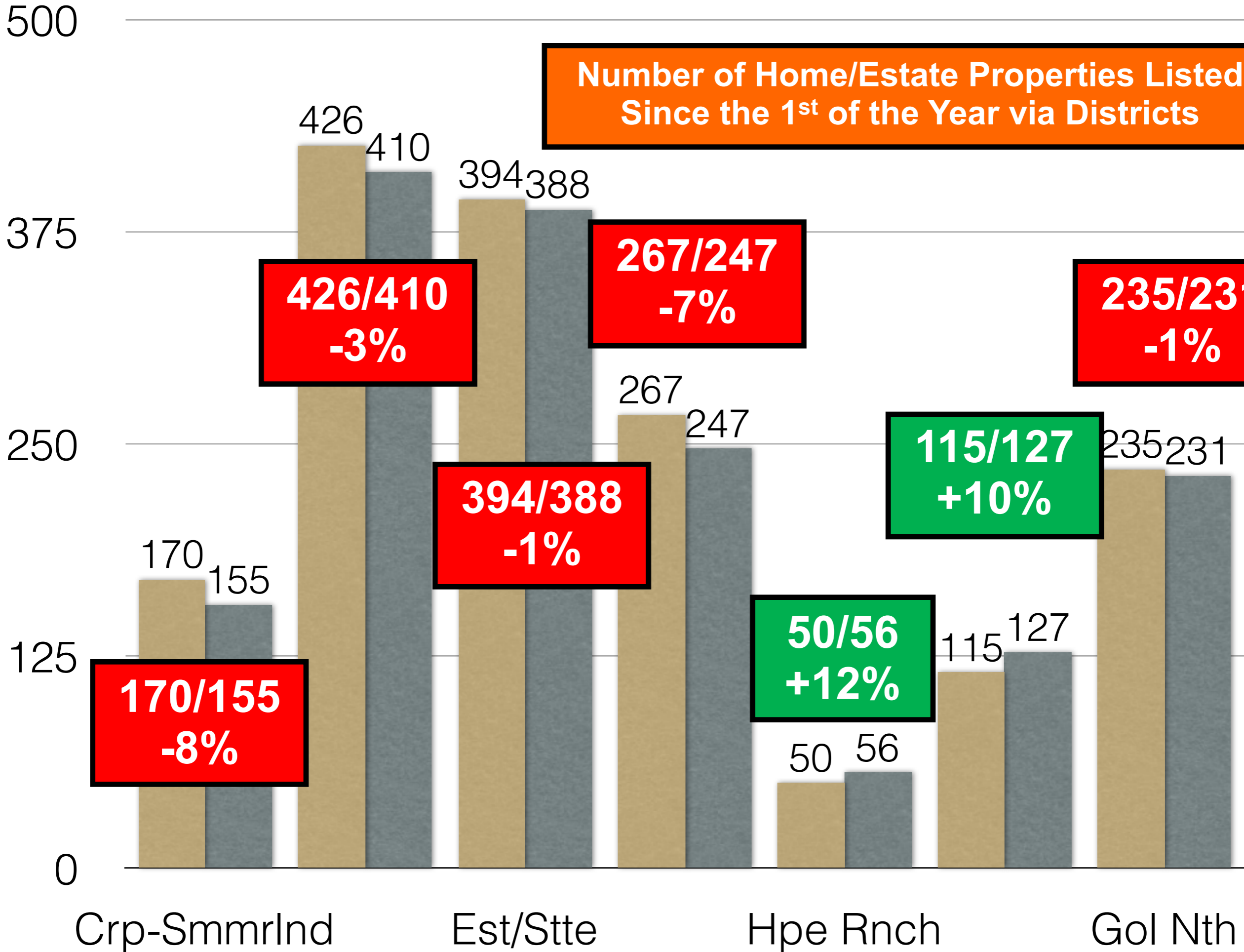
February

April

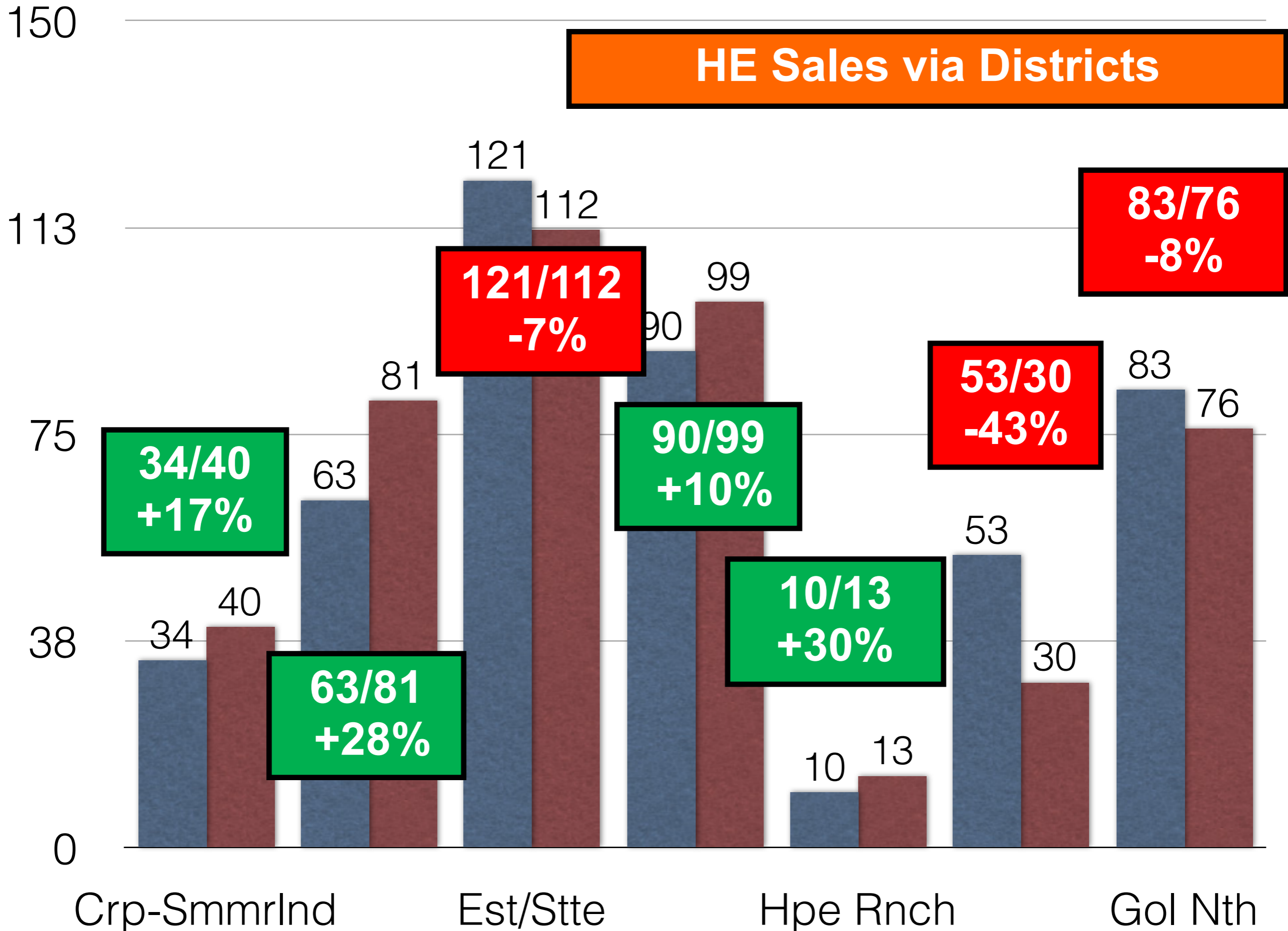
June

HE/PU District Stats

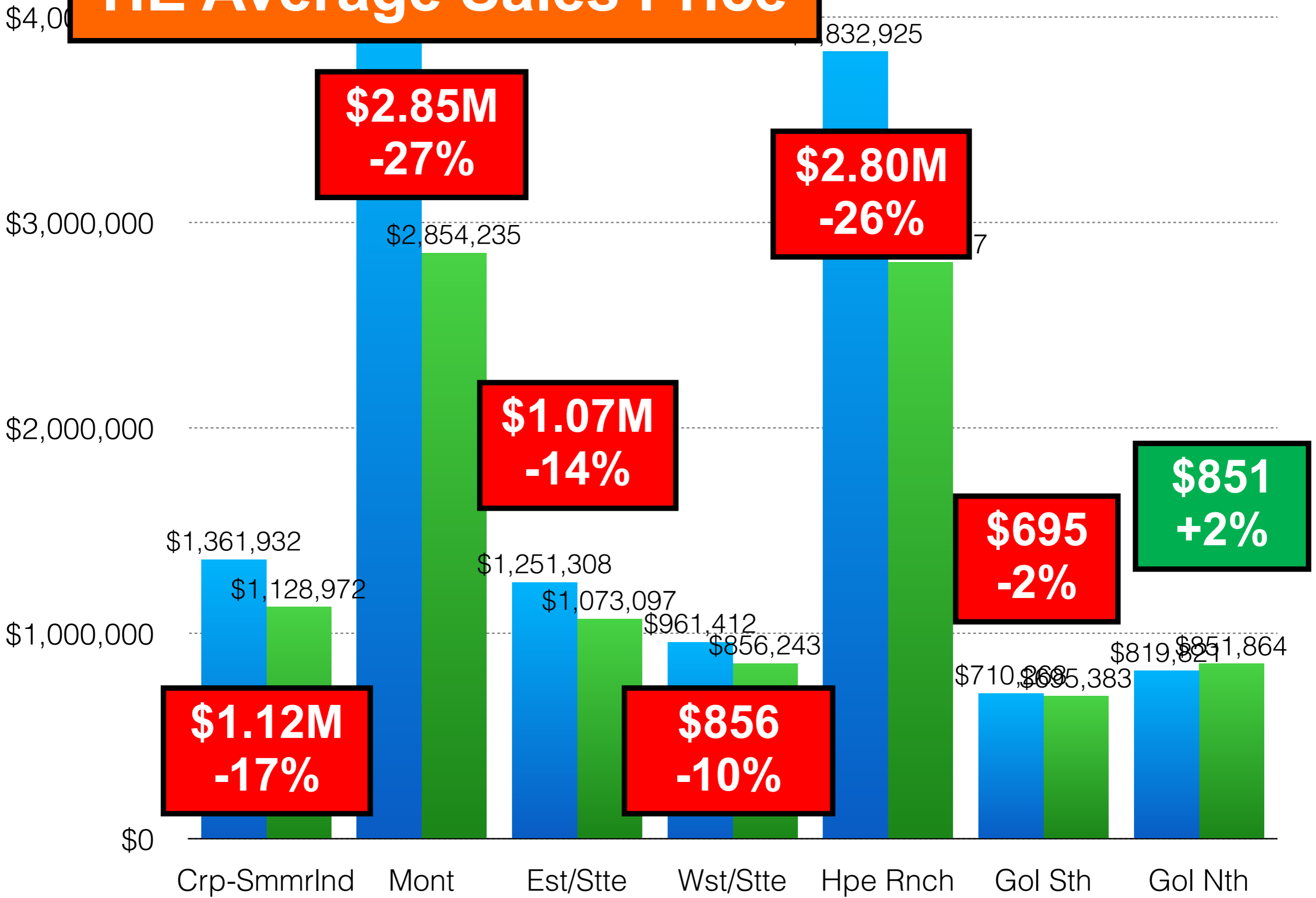
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

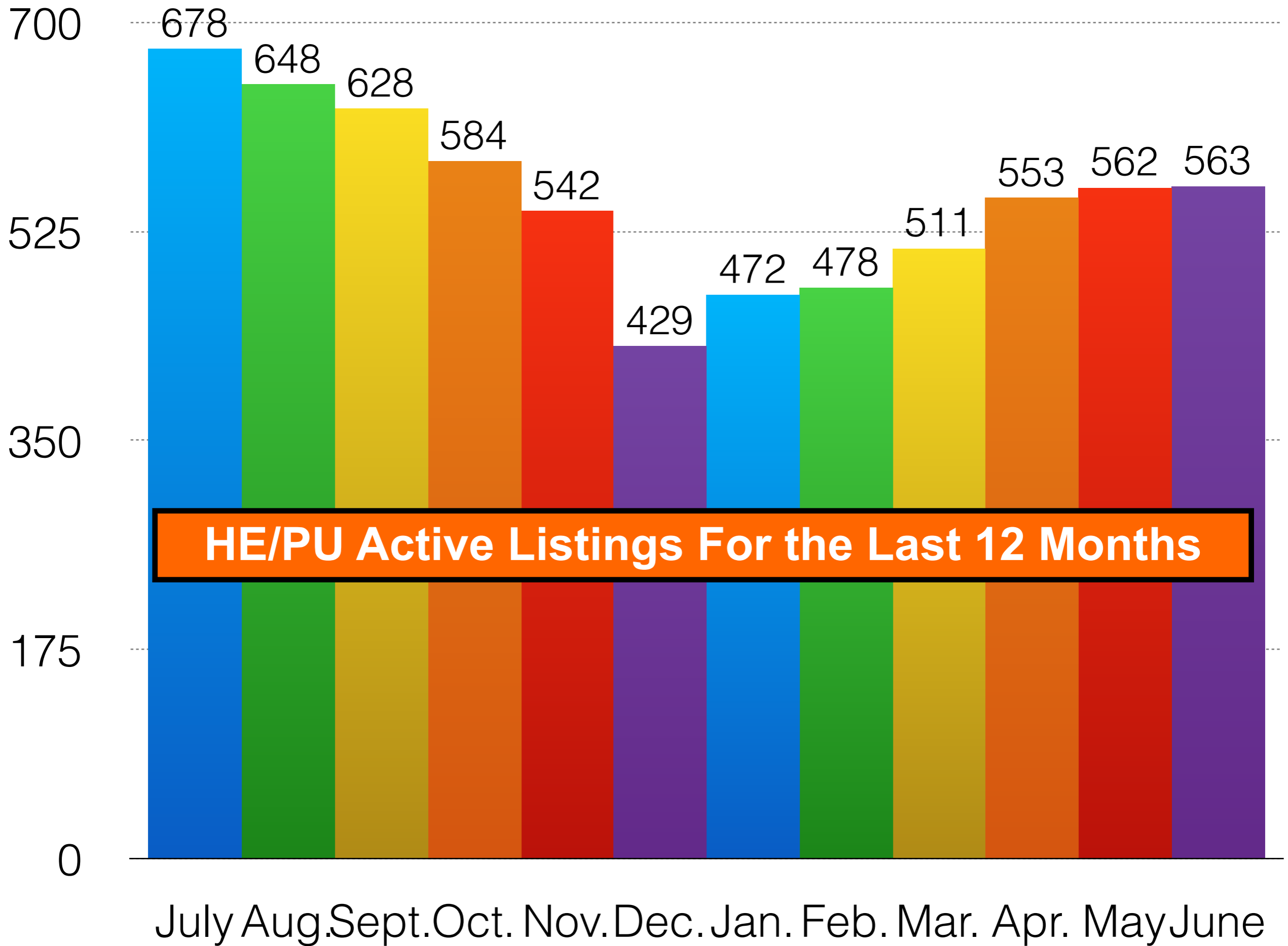


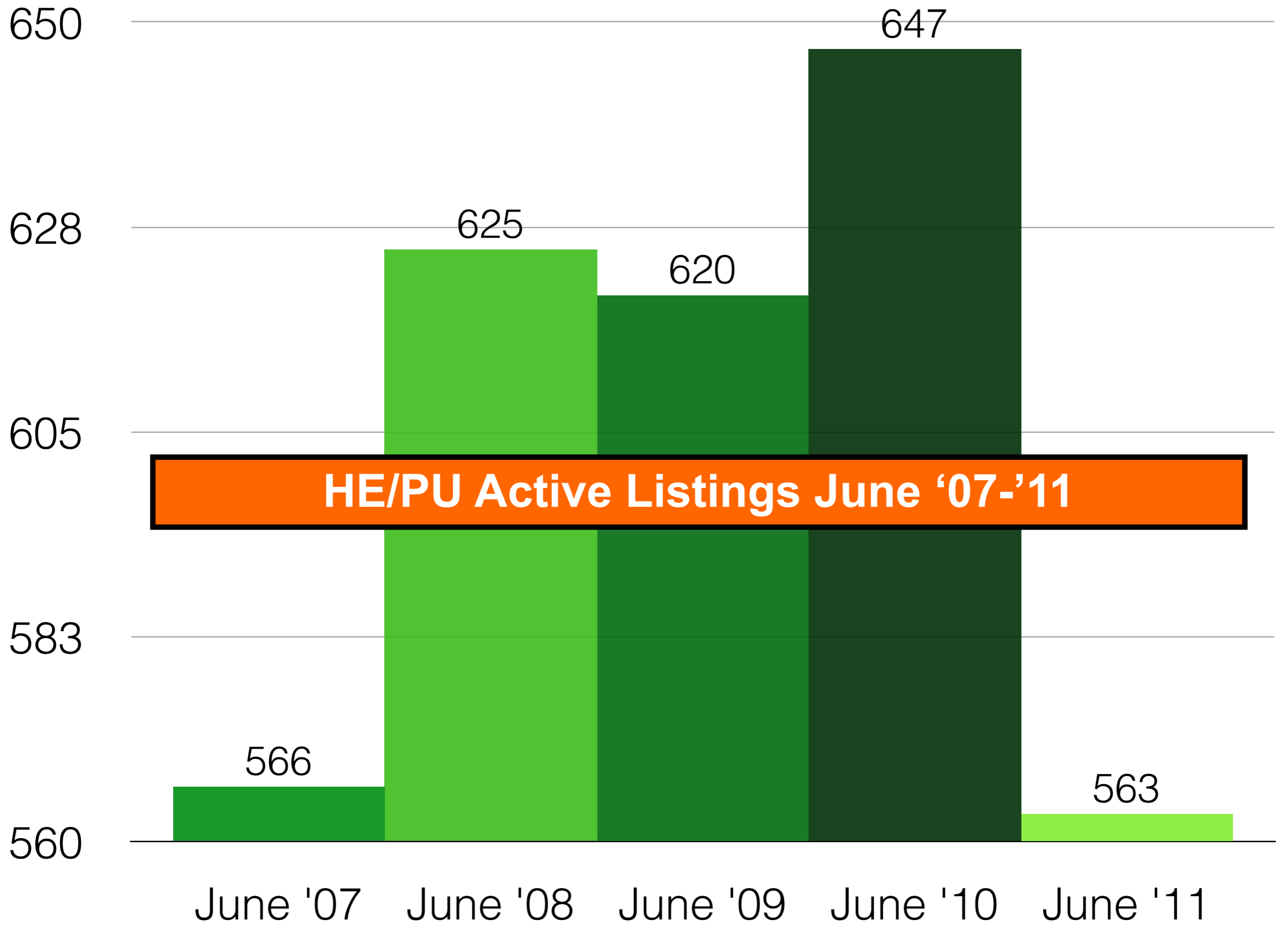
HE Sales via Districts



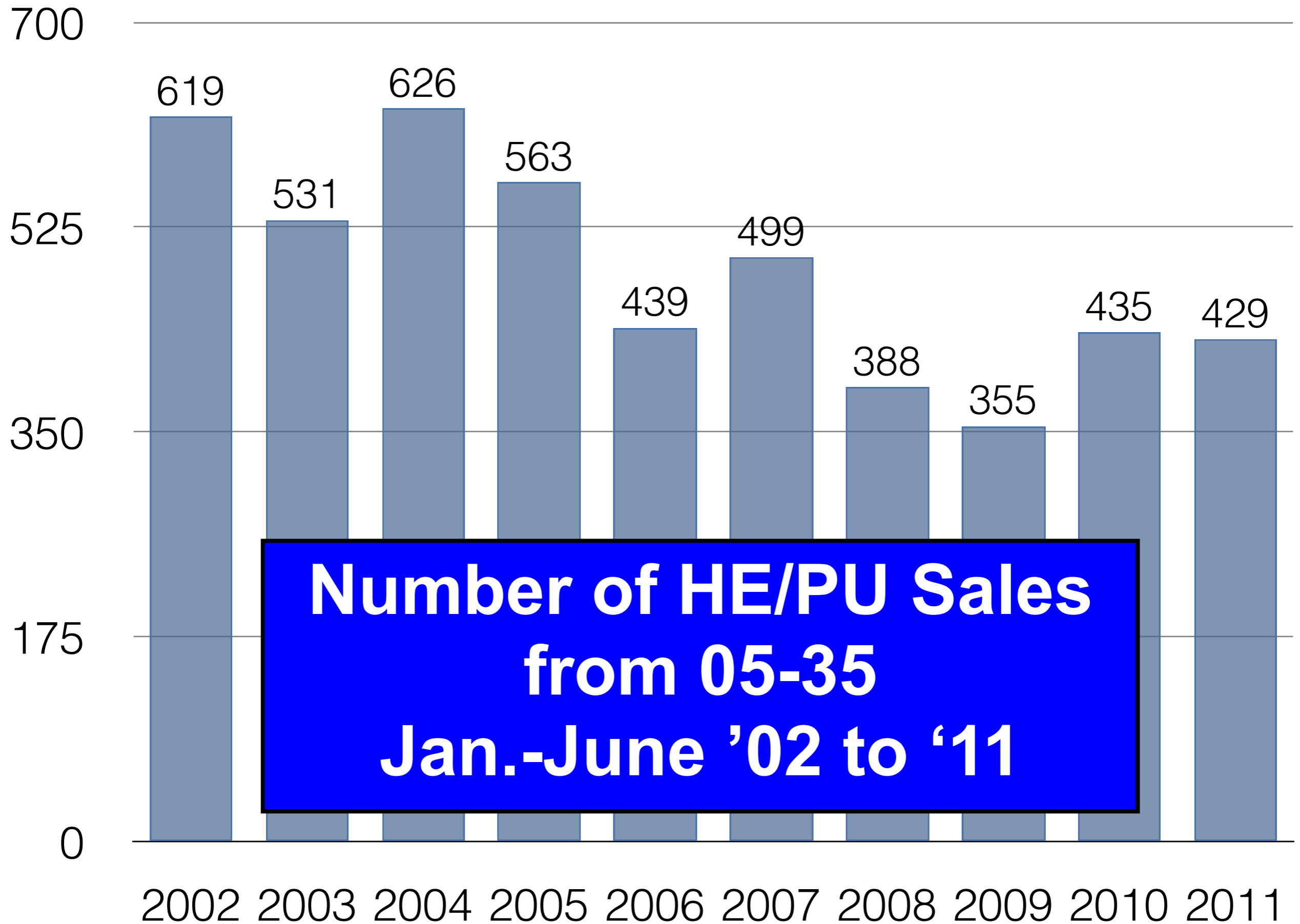
HE Average Sales Price

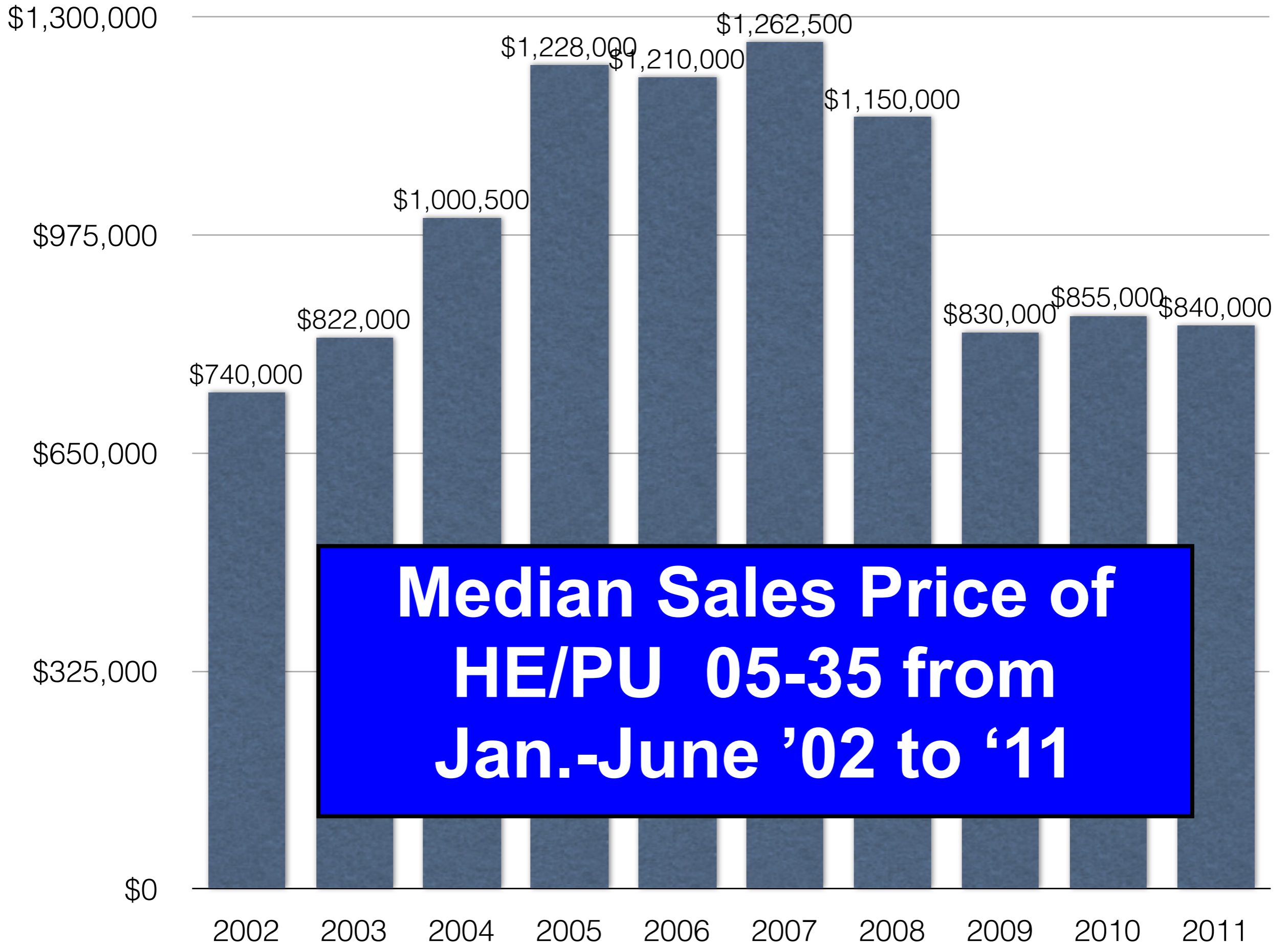






**Perspective
for Home Estates
2002-2011**





June 1-June 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	23	\$13,689,200	\$439,000	\$595,182	101	\$12,902,500	\$439,000	\$560,978	94.25	85.52
List/Sold	5	\$4,672,900	\$439,900	\$934,580	102	\$4,396,000	\$466,000	\$879,200	94.07	82.52
Co-Broker	18	\$9,016,300	\$432,450	\$500,905	100	\$8,506,500	\$439,000	\$472,583	94.35	87.16
New	59	\$30,906,220	\$419,900	\$523,834	17					
Pending	39	\$20,664,480	\$439,000	\$529,858	78					
Withdrawn	3	\$1,713,000	\$575,000	\$571,000	71					
Cancelled	8	\$6,716,000	\$844,000	\$839,500	139					
Expired	13	\$10,344,990	\$775,000	\$795,768	179					
Back On Market	13	\$6,393,650	\$379,990	\$491,819	103					
Extended	24	\$15,323,210	\$567,450	\$638,467	146					
Active In Range	206	\$147,102,468	\$532,000	\$714,089	120					
Current Active	170	\$119,484,798	\$529,000	\$702,851	132					

CO June '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	23	\$13,689,200	\$439,000	\$595,182	101	\$12,902,500	\$439,000	\$560,978	94.25	85.52
Pending	39	\$20,664,480	\$439,000	\$529,858	78					

CO June '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	34	\$17,651,450	\$449,900	\$519,160	83	\$16,861,500	\$437,000	\$495,926	95.52	90.23
Pending	27	\$13,518,172	\$449,000	\$500,673	42					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$200,000-\$249,999	1	6
\$300,000-\$349,999	3	184
\$350,000-\$399,999	4	84
\$400,000-\$449,999	6	41
\$450,000-\$499,999	4	41
\$500,000-\$549,999	1	128
\$550,000-\$599,999	1	449
\$650,000-\$699,999	1	114
\$1,400,000-\$1,499,999	1	274
\$2,500,000-\$2,749,999	1	51

The average price for the 23 properties is \$560,978.

The highest price is \$2,650,000.

78 Seaview Dr

The median price is \$439,000.

The lowest price is \$220,000.

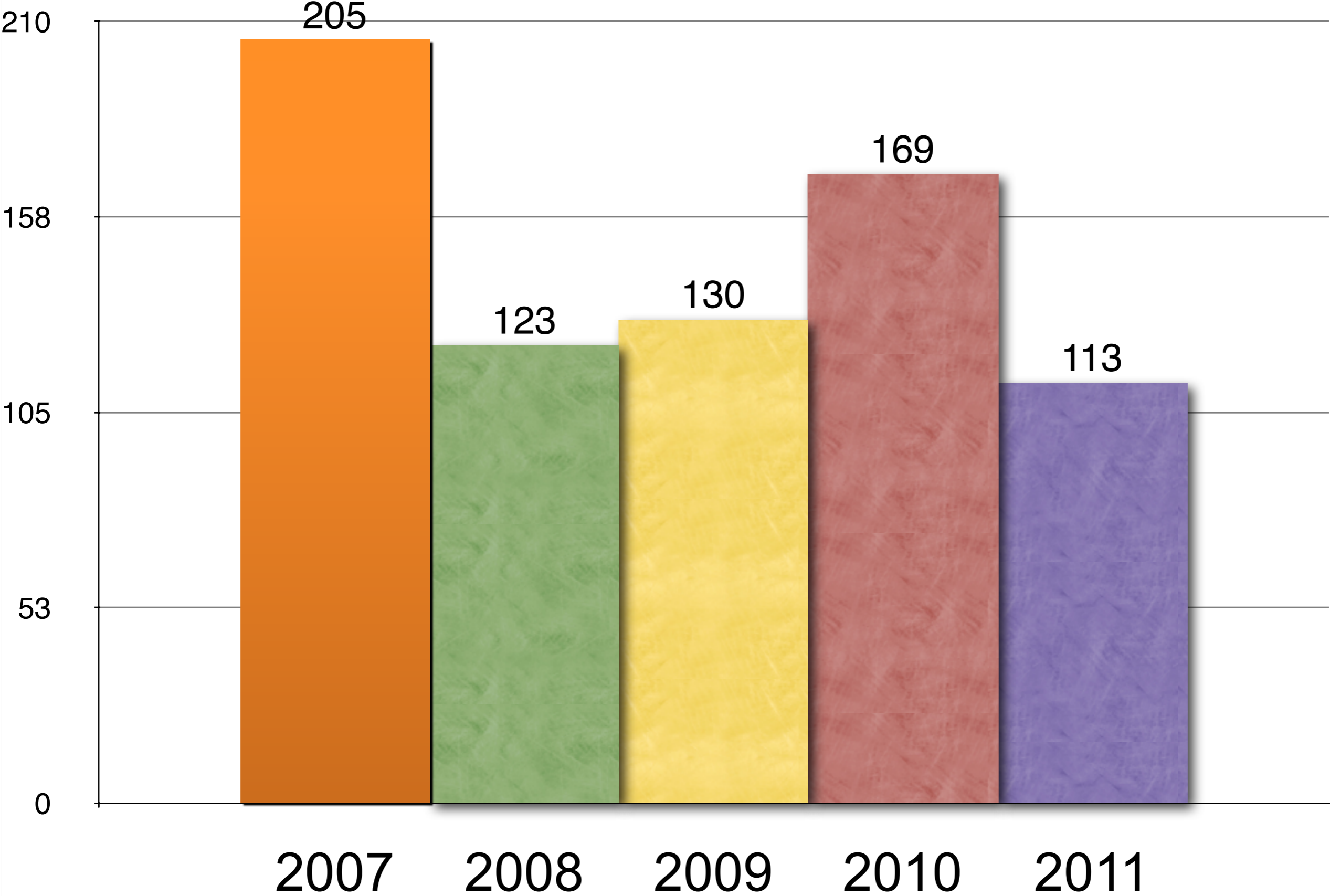
37 Dearborn Pl #84

The average Market Time is 101.

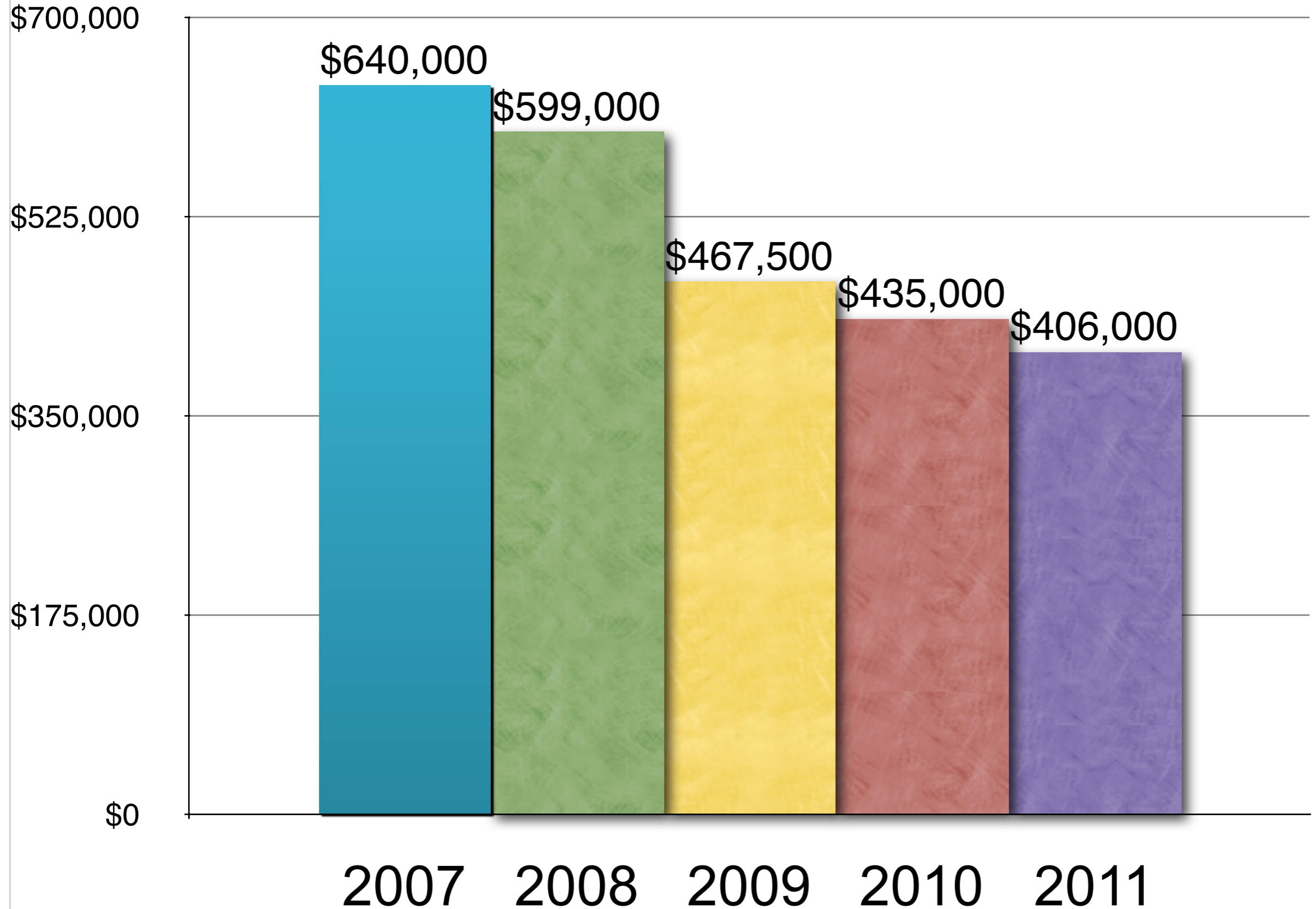
Condo Statistics

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

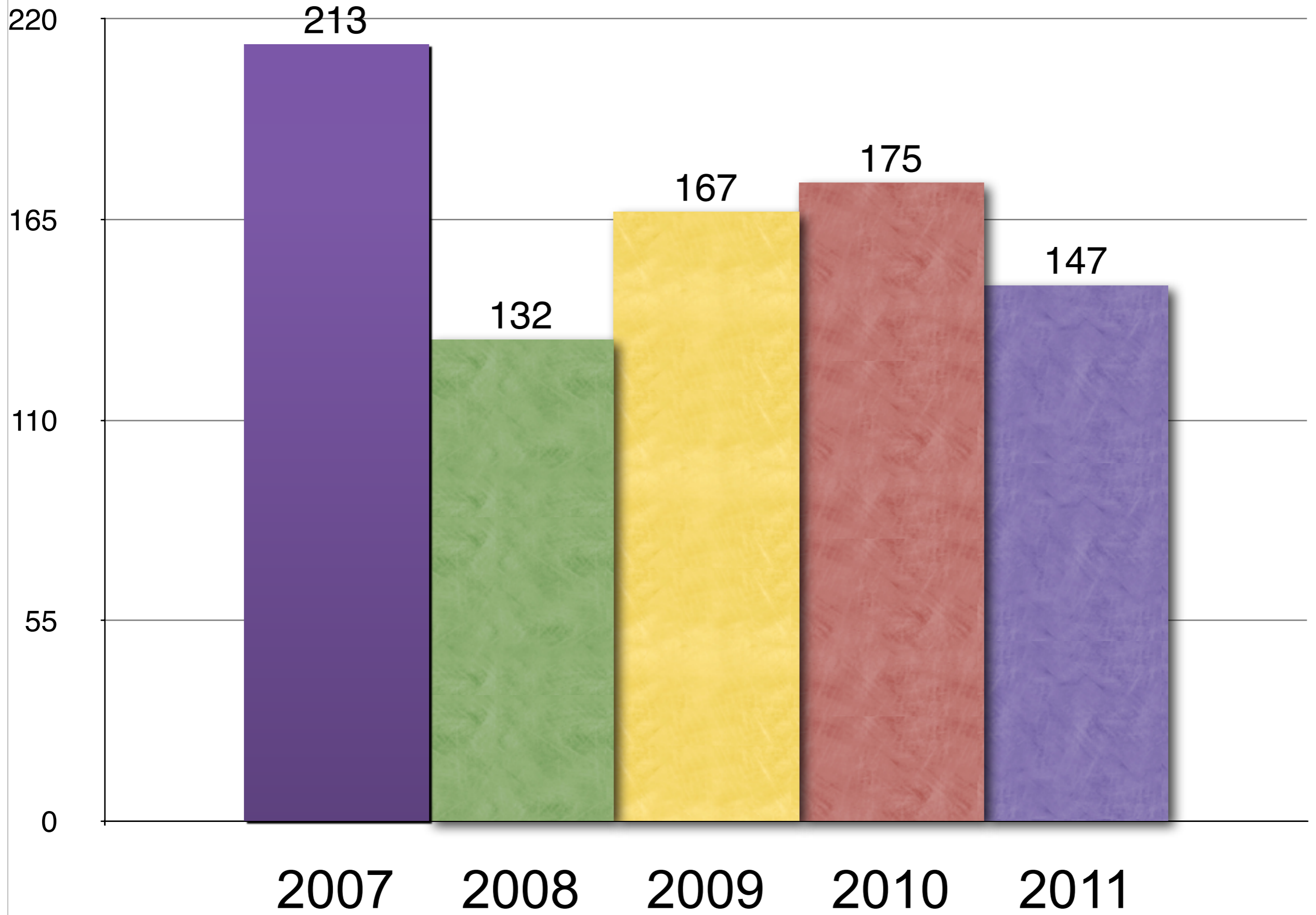
CO Sales Jan-June 2007-2011



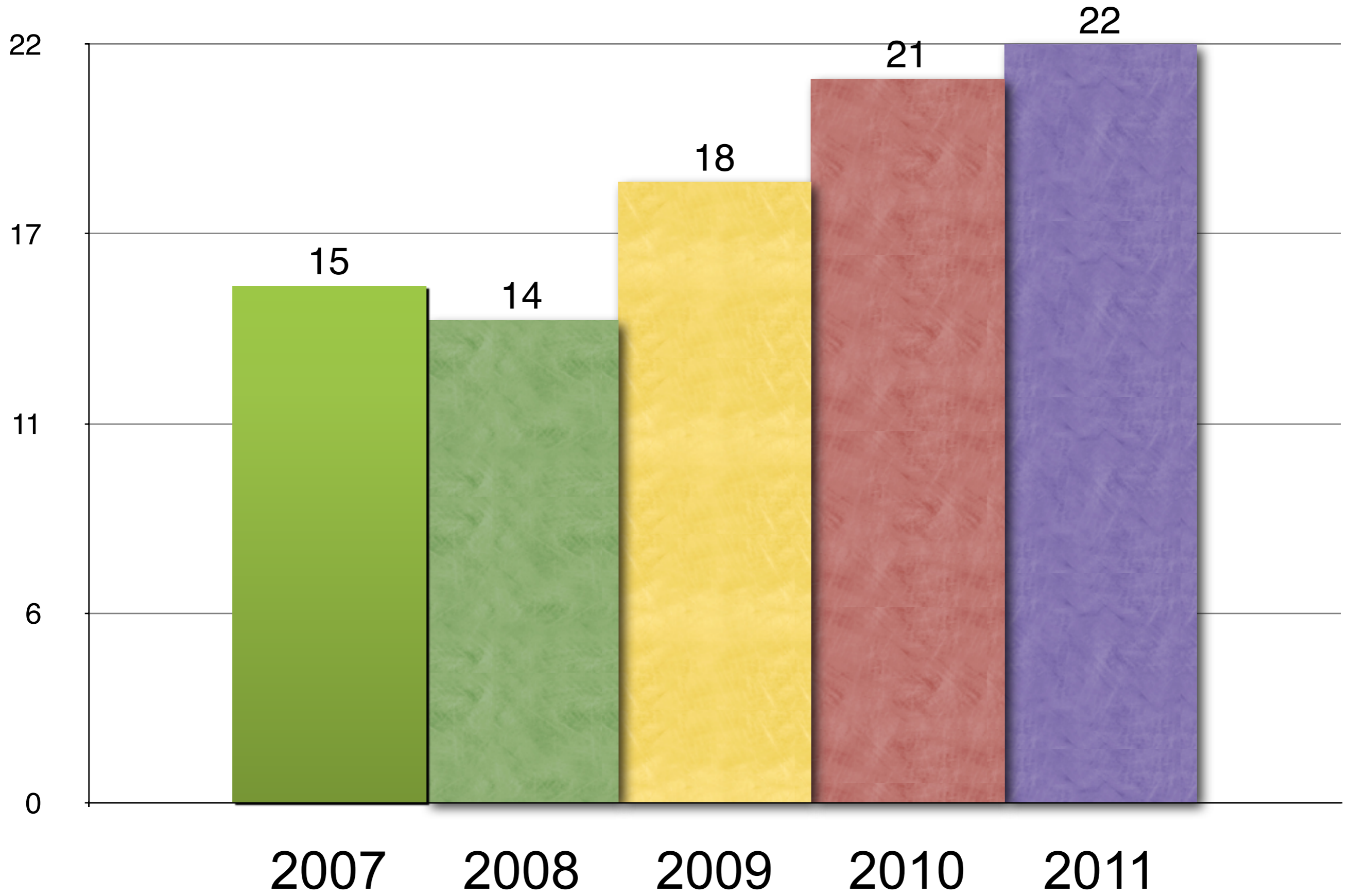
CO Median Sales Price Jan-June 2007-2011



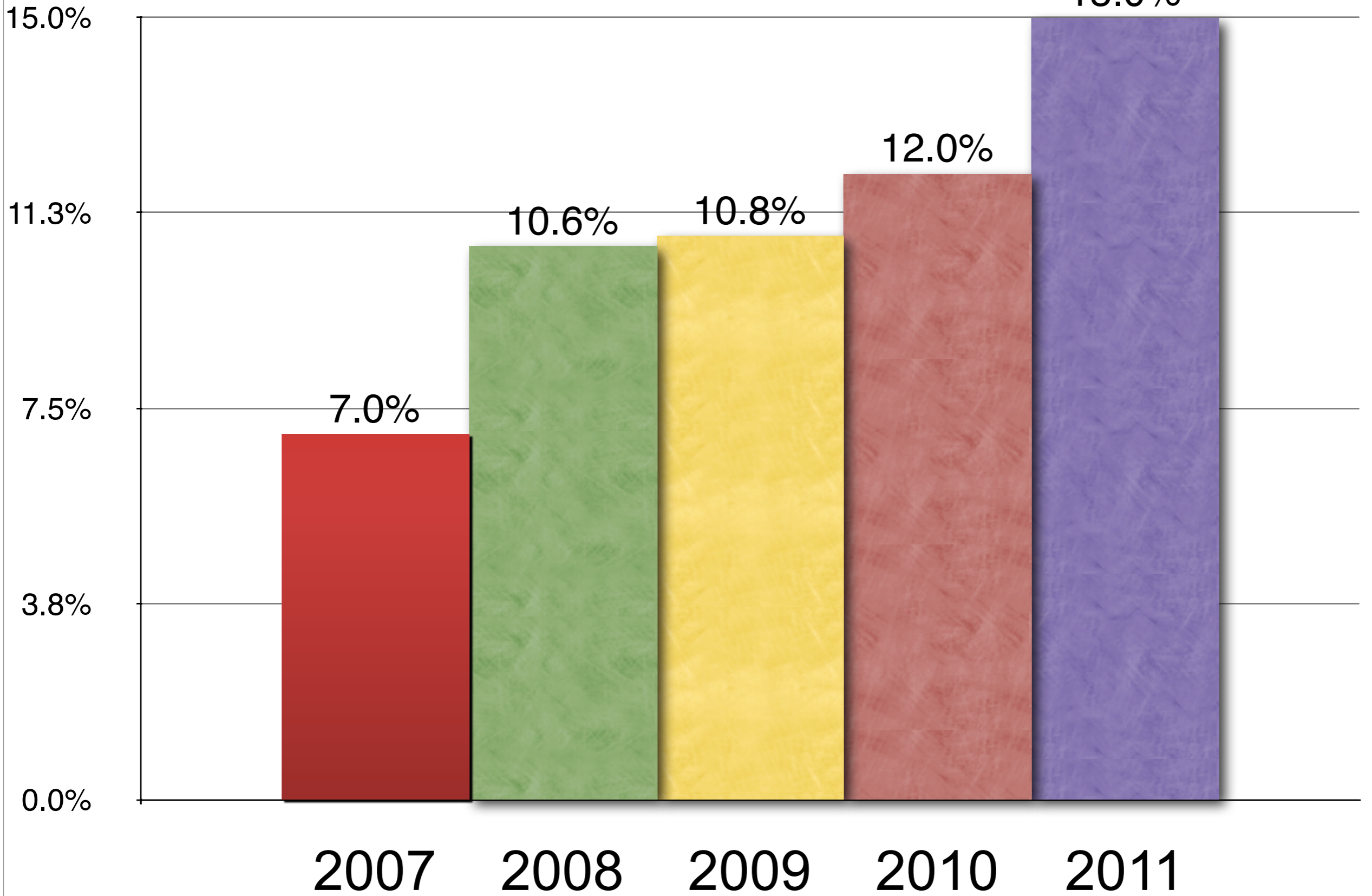
CO Pending Listings Jan-June 2007-2011



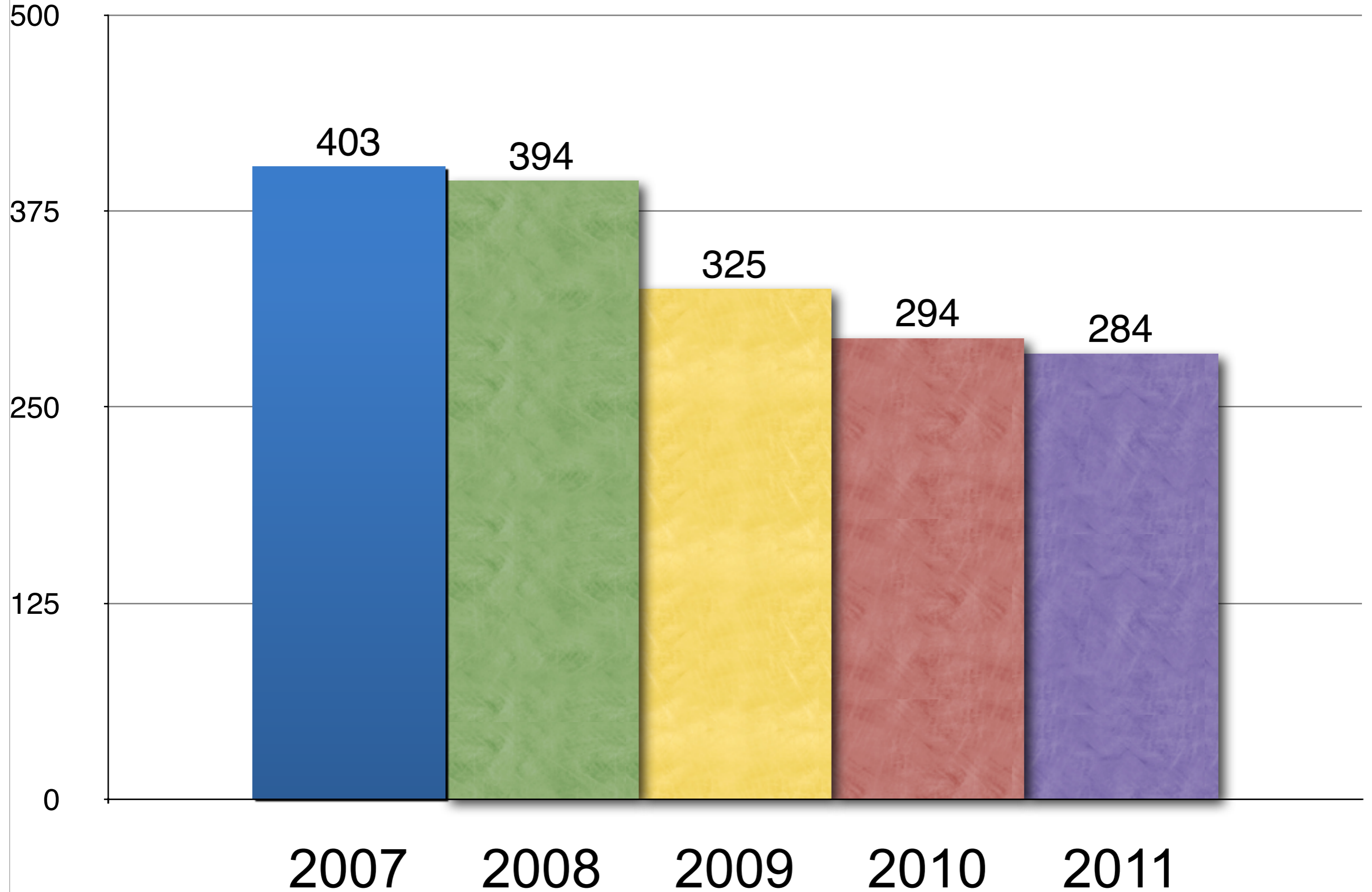
CO Fall Throughs Jan-June 2007-2011



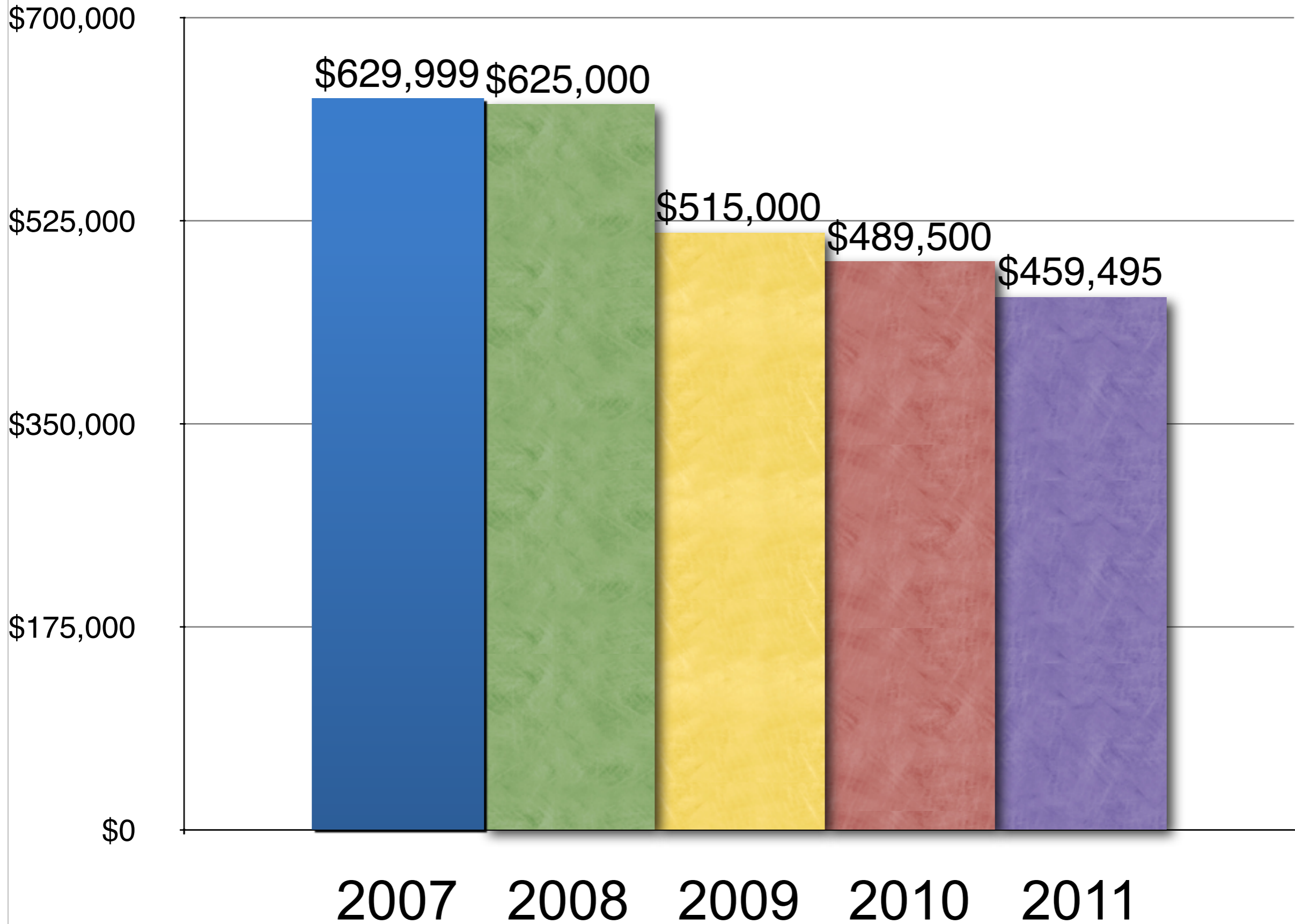
CO Fall Through Percentage Jan-June 2007-2011



CO New Listings Jan-June 2007-2011



CO Median List Price Jan-June 2007-2011



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

Active and Pending Listings

'10 vs. '11 January-June

- **Total Active Listings**

'10 446, '11 441, **DOWN -1.1%**

- **New Listings**

'10 294, '11 284, **DOWN -3.4%**

- **New Listings Median List Price**

'10 \$489,500, '11 \$459,495, **DOWN -6.1%**

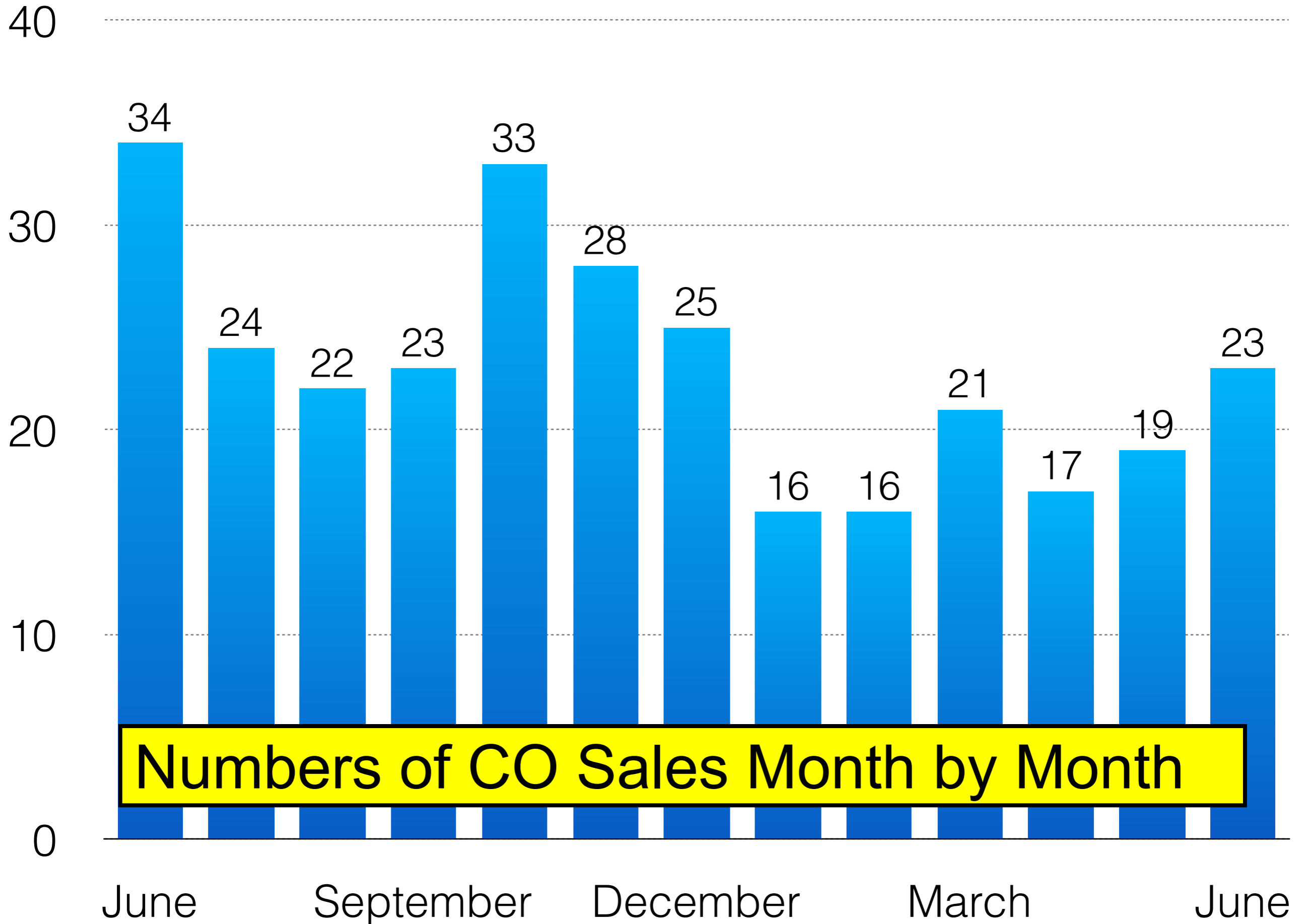
- **Properties that went into Escrow**

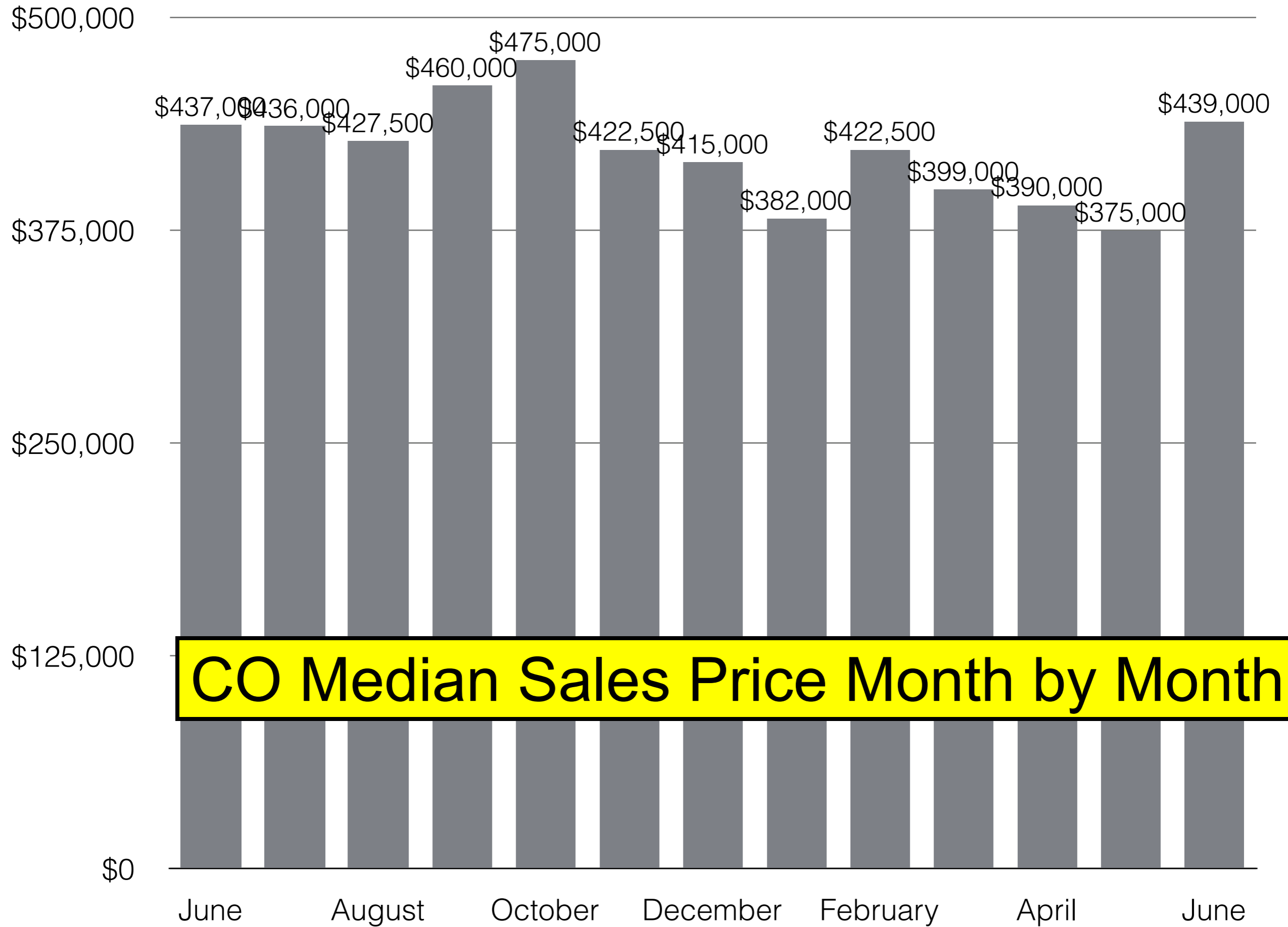
'10 175, '11 147, **DOWN -16.0%**

Sold CO '10 vs. '11 Jan.-June

- Number of Sold Properties
'10 169, '11 113 **DOWN -33.1%**
- Median Sales Prices
'10 \$435,000 '11 \$406,000 **DOWN -6.7%**
- Median Sales Prices w/o Montecito
'10 \$429,000, '11 \$392,000 **DOWN -8.6%**
- Average Sold Price
'10 \$516,721 '11 \$496,411 **DOWN -3.9%**
- Average Sold Price w/o Montecito
'10 \$472,577, '11 \$456,818 **DOWN -3.3%**
- Sold Volume
'10 \$87,325,900, '11 \$56,094,550 **DOWN -35.8%**

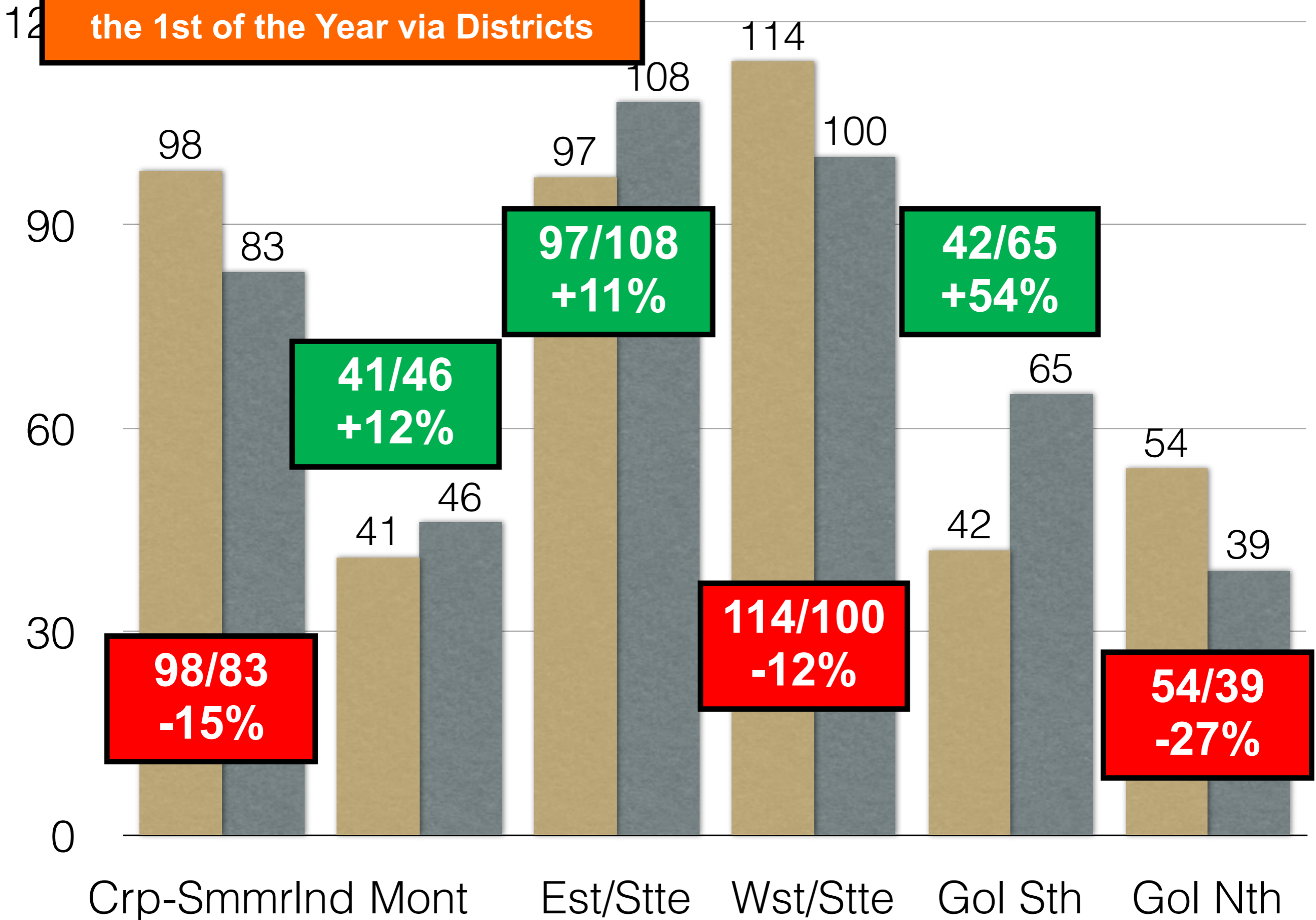
**June '10 to June '11
Month by Month
for Condos
Districts 05-35**



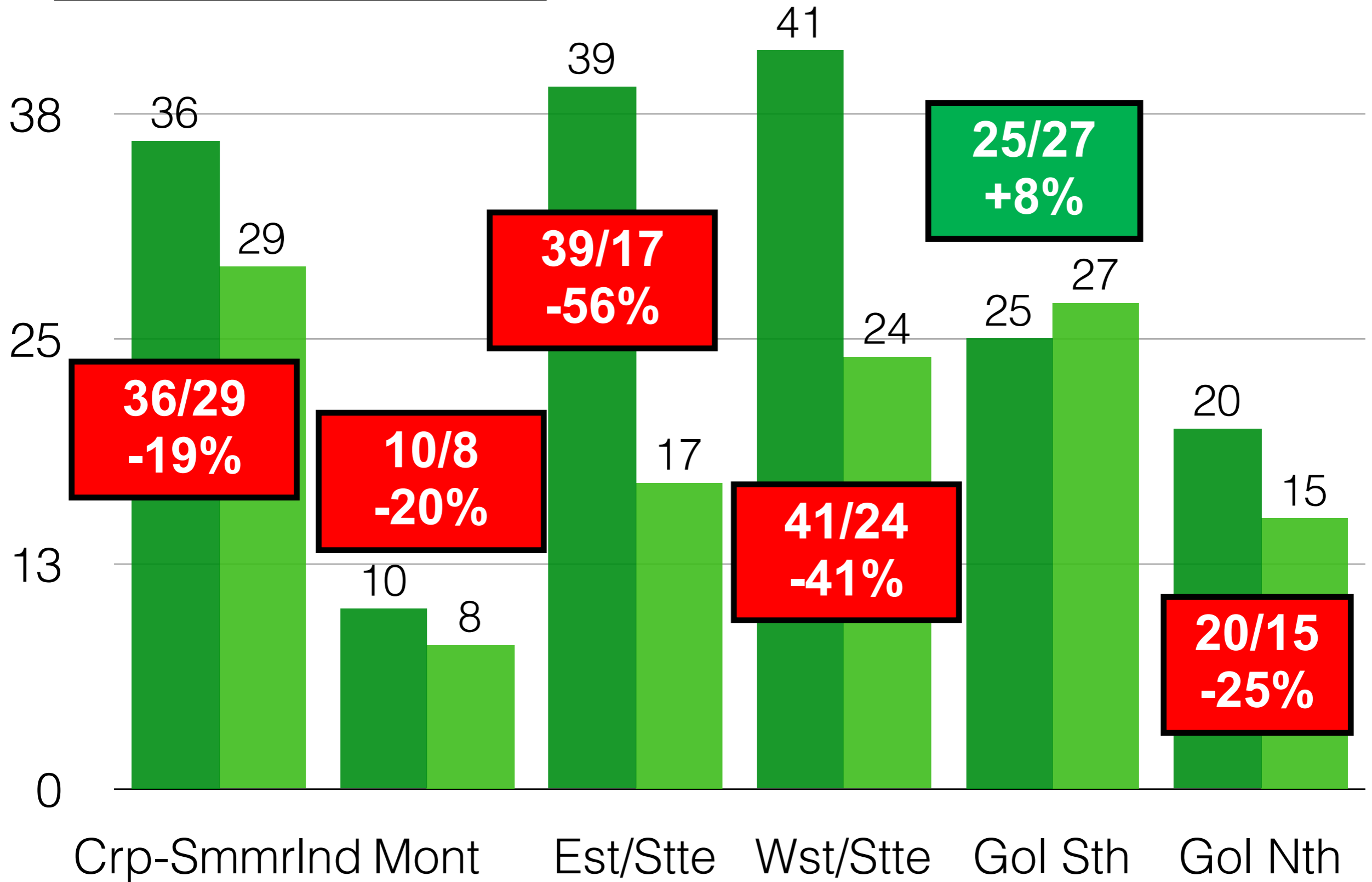


Condo District Stats

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



Condo Sales via Districts



Condo Average Sales Price

\$1,300,000

\$1,218,600

\$1.29M
+6%

\$975,000

\$650,000

\$522
+2%

\$424
+11%

\$587,295

\$510,559

\$509,598

\$522,458

\$453,672

\$463,355

\$325,000

\$463
+2%

\$510
-13%

\$373
-0%

\$375,834

\$373,224

\$381,905

\$424,297

\$0

Crp-SmmrInd

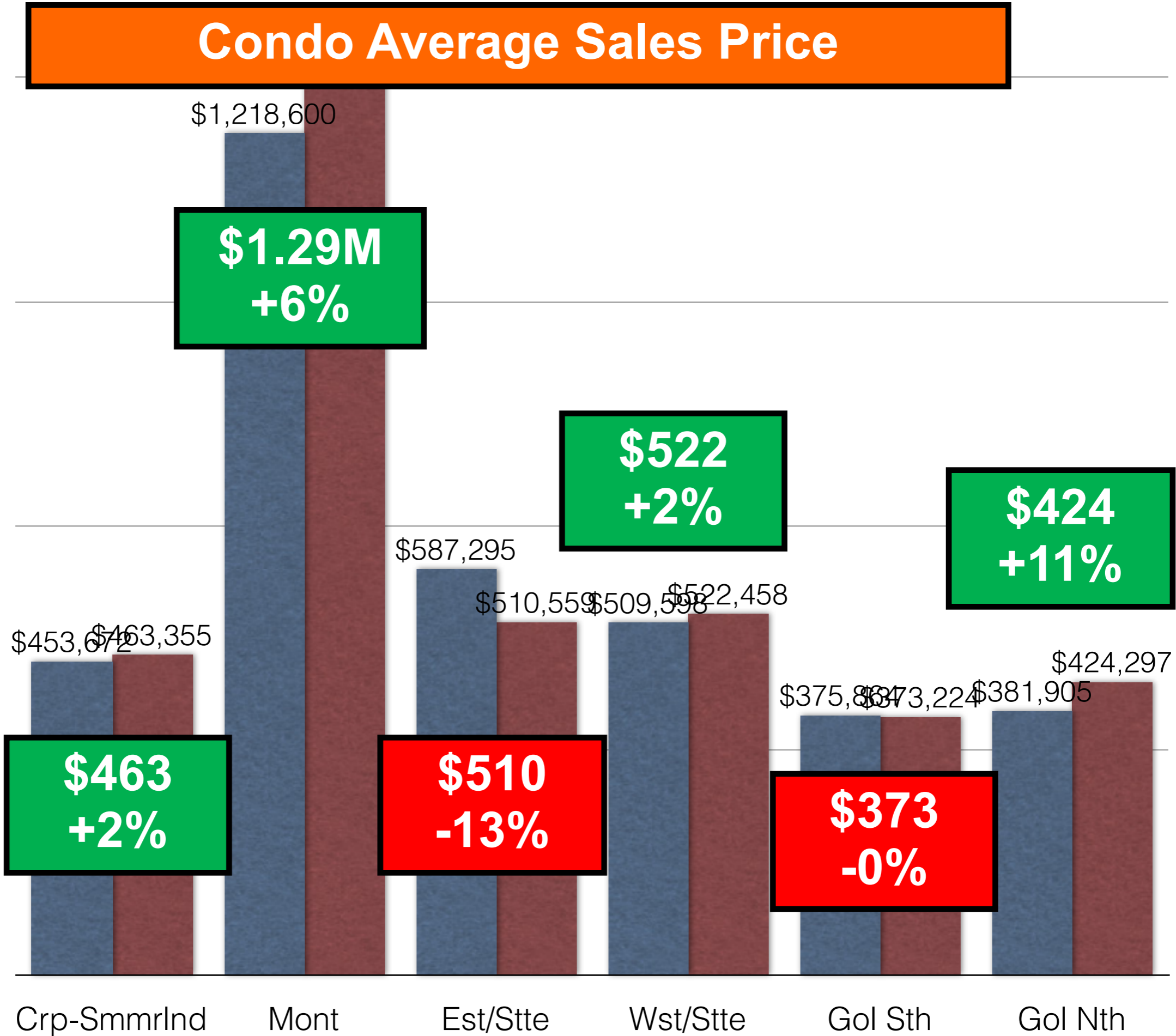
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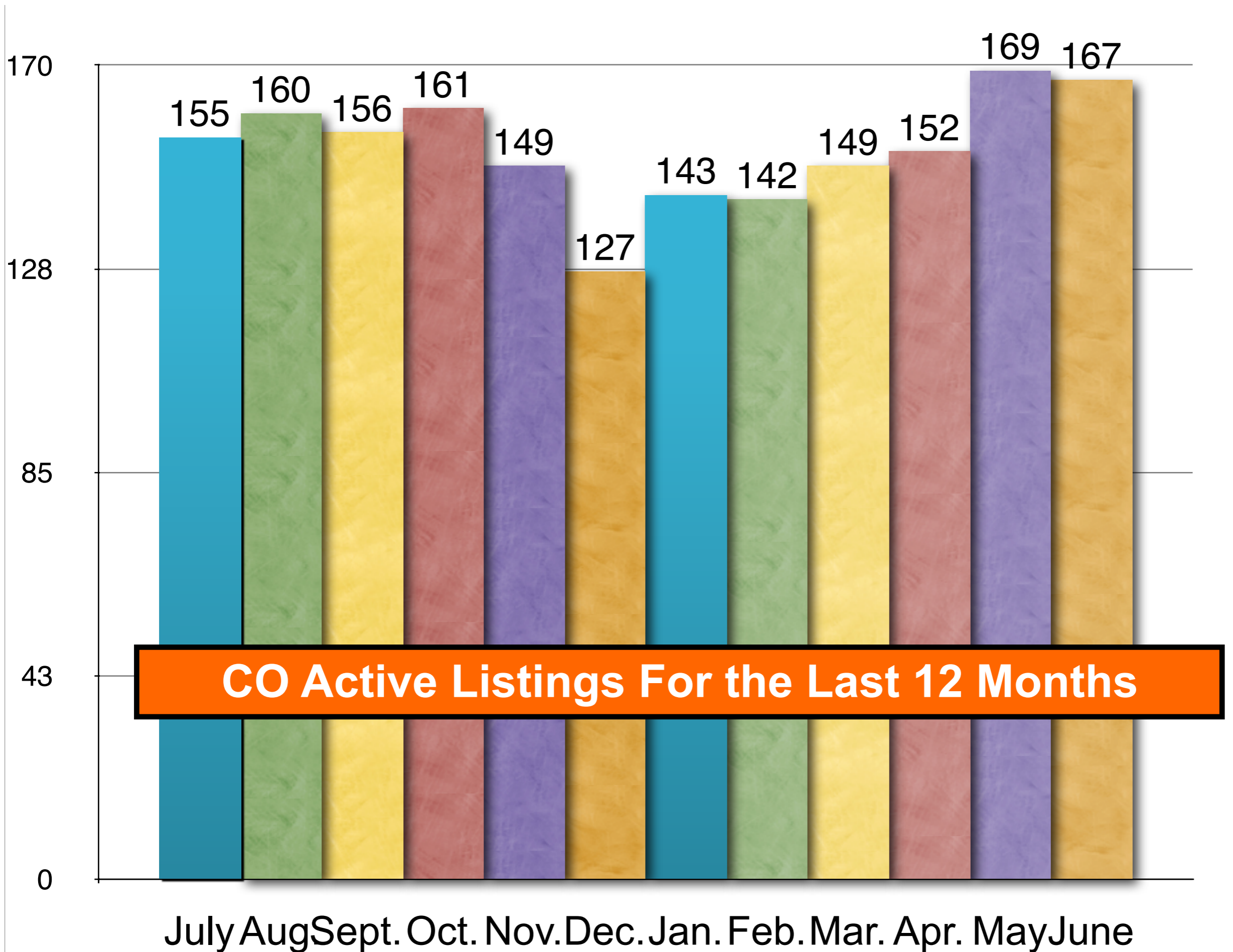
Est/Stte

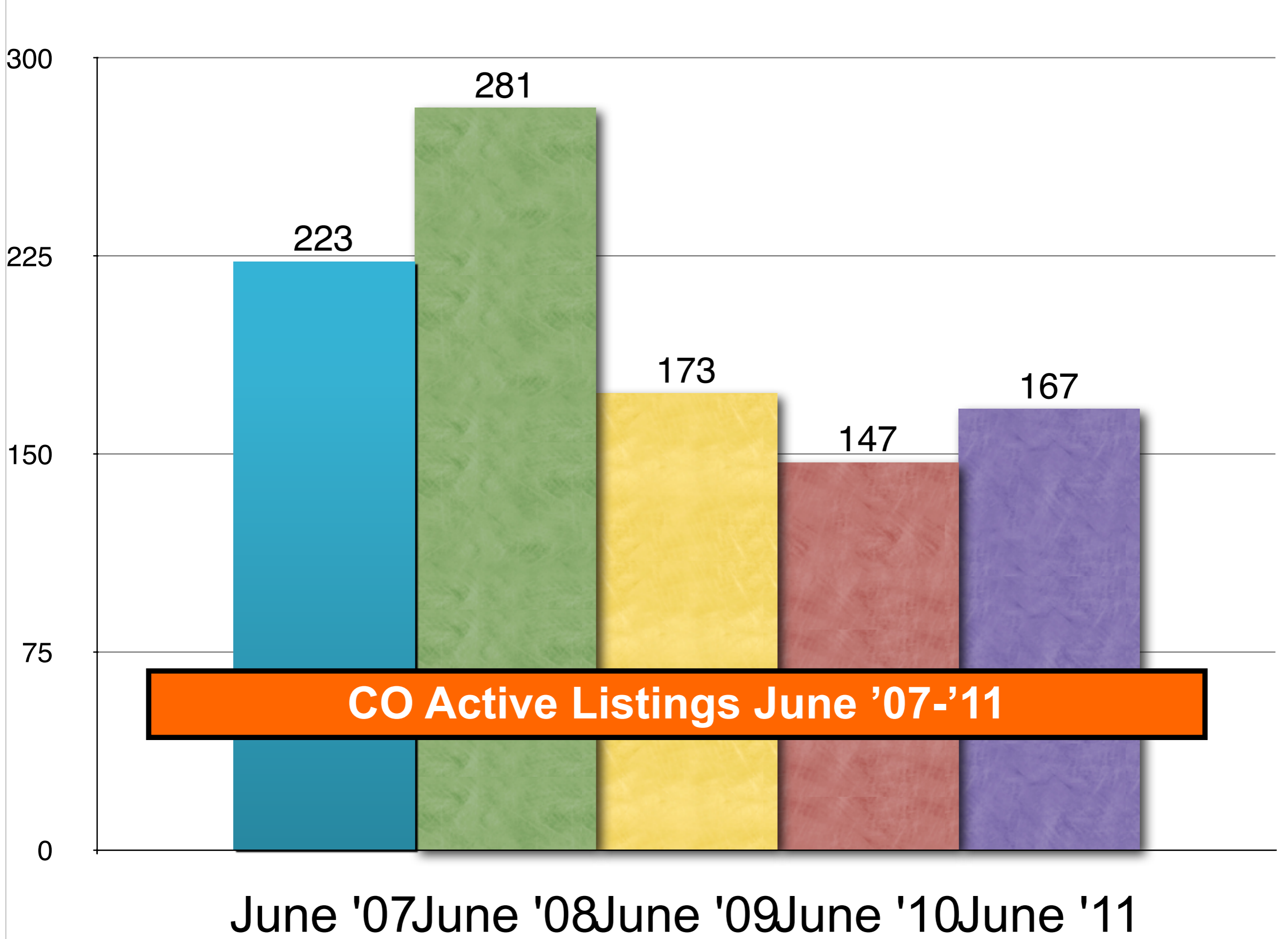
Wst/Stte

Gol Sth

Gol Nth

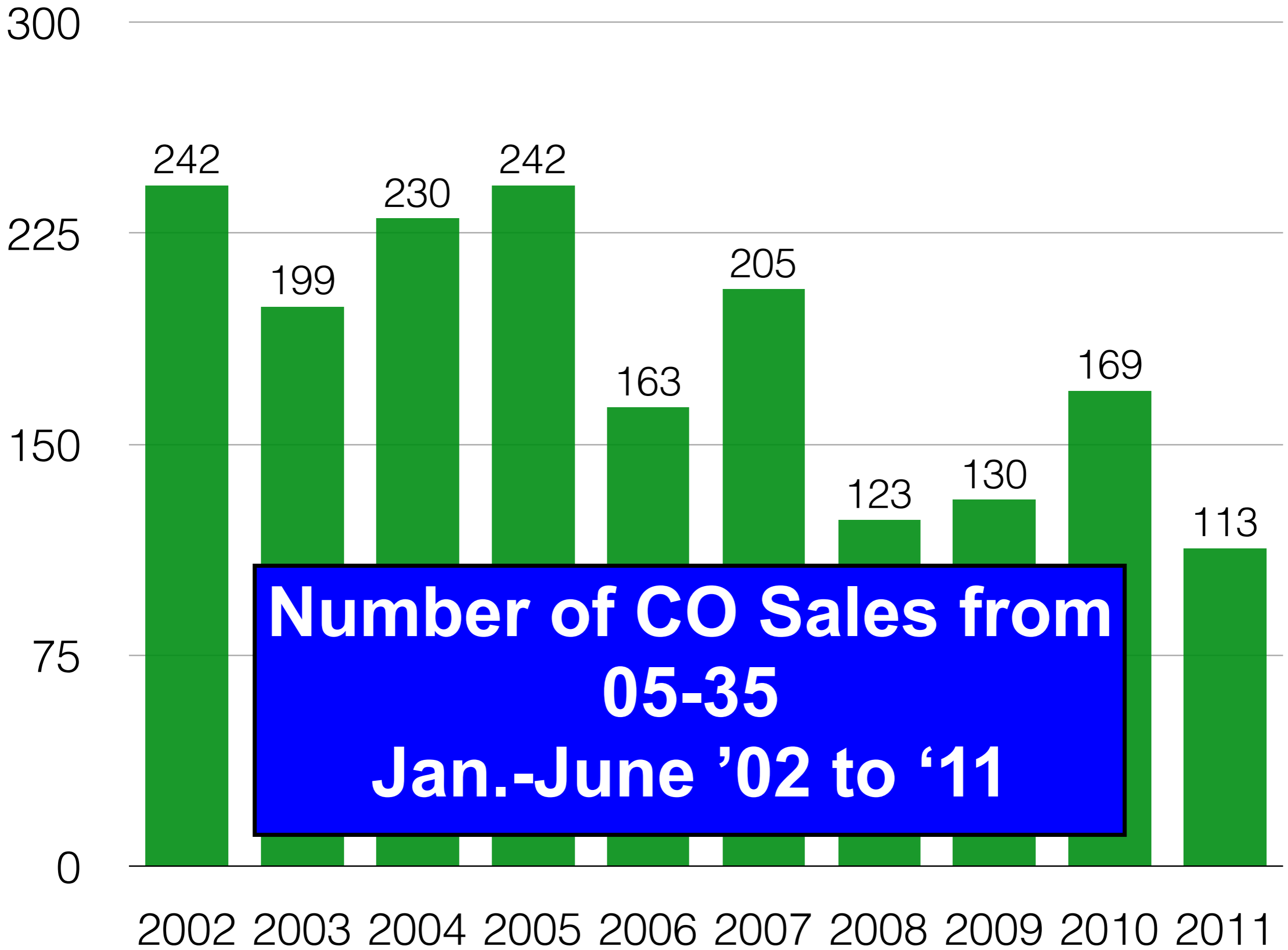


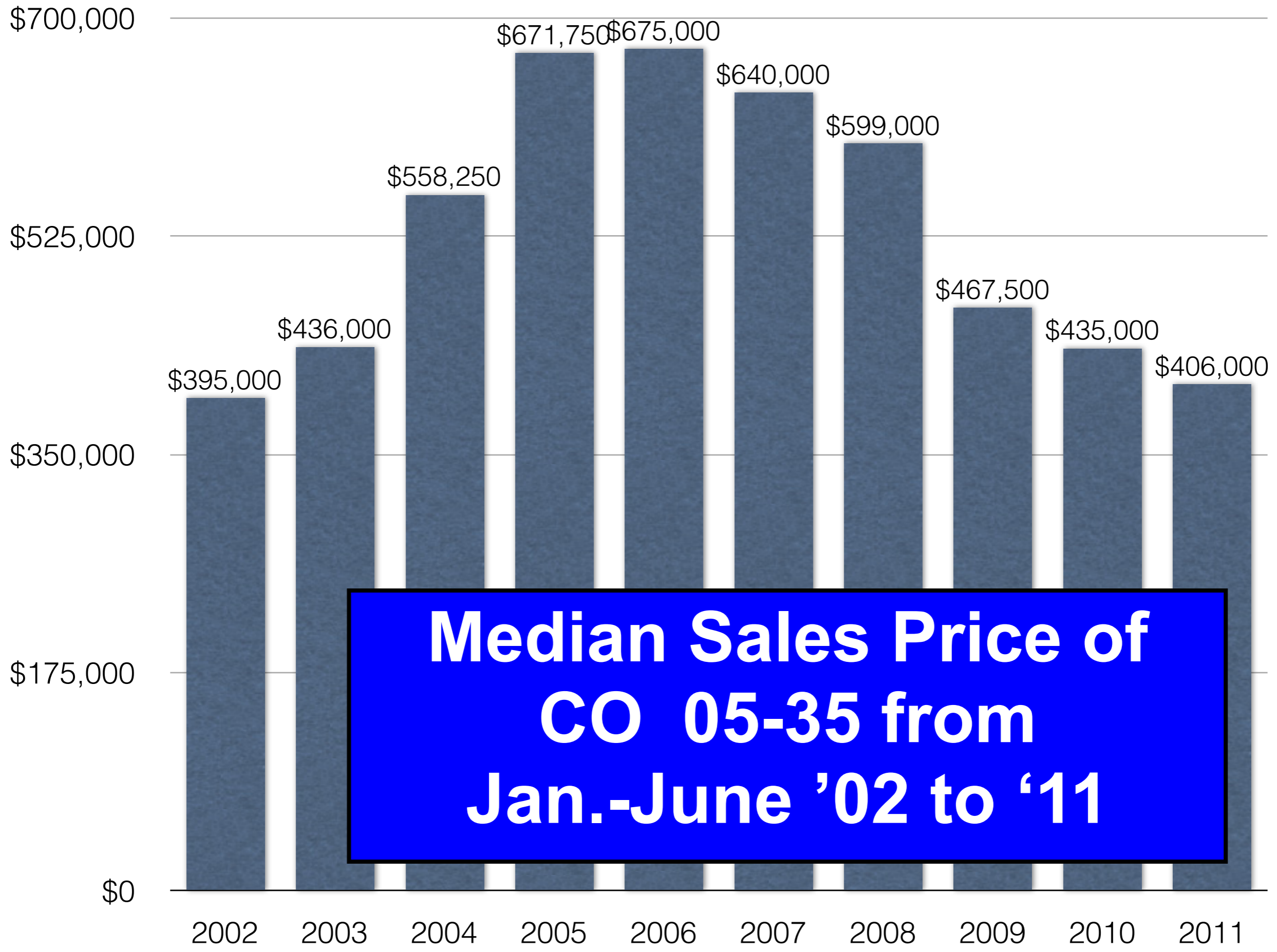




**Perspective
for Condos
2002-2011**

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





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

Statistics Through June '11

