

**Compiled from
Santa Barbara Multiple Listing Service Data
on 4/7/2011**

Statistics Through March '11

MLS vs CORT for Feb. '11

MLS 65 Sales 49 HE/PU – 16 CO

CORT 79 Sales

- 3 Reported Closed in March
- 1 Reported Closed in January '11
- 2 Reported Closed in December '10
- 1 Reported Closed in October '10
- 1 Multi-Family
- 2 Expired in MLS
- 2 Cancelled in MLS
- 7 Not in MLS
- 2 In MLS but not in CORT

March 1-March 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	83	\$118,267,382	\$749,000	\$1,424,908	76	\$109,441,273	\$714,000	\$1,318,569	92.54	87.83
List/Sold	18	\$38,875,399	\$1,125,000	\$2,159,744	83	\$33,948,717	\$1,059,456	\$1,886,039	87.33	84.02
Co-Broker	65	\$79,391,983	\$730,000	\$1,221,415	74	\$75,492,556	\$701,000	\$1,161,423	95.09	89.66
New	175	\$270,666,900	\$959,000	\$1,546,668	18					
Pending	106	\$144,079,995	\$799,250	\$1,359,245	71					
Withdrawn	17	\$25,339,900	\$639,000	\$1,490,582	101					
Cancelled	15	\$33,847,400	\$1,249,000	\$2,256,493	150					
Expired	36	\$91,313,500	\$1,399,500	\$2,536,486	223					
Back On Market	23	\$31,459,200	\$909,000	\$1,367,791	157					
Extended	66	\$138,187,154	\$1,049,000	\$2,093,744	215					
Active In Range	613	\$1,766,335,721	\$1,400,000	\$2,881,461	133					
Current Active	512	\$1,579,860,321	\$1,497,000	\$3,085,664	147					

HE/PU March '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	83	\$118,267,382	\$749,000	\$1,424,908	76	\$109,441,273	\$714,000	\$1,318,569	92.54	87.99
Pending	106	\$144,079,995	\$799,250	\$1,359,245	71					

HE/PU March 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	71	\$93,932,195	\$899,000	\$1,322,988	82	\$88,257,125	\$880,000	\$1,243,058	93.96	87.69
Pending	94	\$159,460,149	\$889,000	\$1,696,384	96					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$250,000-\$299,999	1	98
\$300,000-\$349,999	2	16
\$500,000-\$549,999	7	81
\$550,000-\$599,999	10	56
\$600,000-\$649,999	11	57
\$650,000-\$699,999	6	29
\$700,000-\$749,999	7	31
\$750,000-\$799,999	4	30
\$800,000-\$849,999	3	95
\$850,000-\$899,999	1	17
\$950,000-\$999,999	1	357

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	1	121
\$1,100,000-\$1,199,999	2	229
\$1,200,000-\$1,299,999	3	101
\$1,300,000-\$1,399,999	3	47
\$1,400,000-\$1,499,999	2	209
\$1,500,000-\$1,599,999	3	61
\$1,600,000-\$1,699,999	1	70
\$1,700,000-\$1,799,999	1	5
\$1,900,000-\$1,999,999	1	136
\$2,250,000-\$2,499,999	4	33
\$2,500,000-\$2,749,999	1	69
\$2,750,000-\$2,999,999	1	1
\$3,500,000-\$3,749,999	2	52
\$5,000,000+	5	233

The average price for the 83 properties is \$1,318,569.

The highest price is \$6,800,000.

1954 East Valley Rd

The median price is \$714,000.

The lowest price is \$250,000.

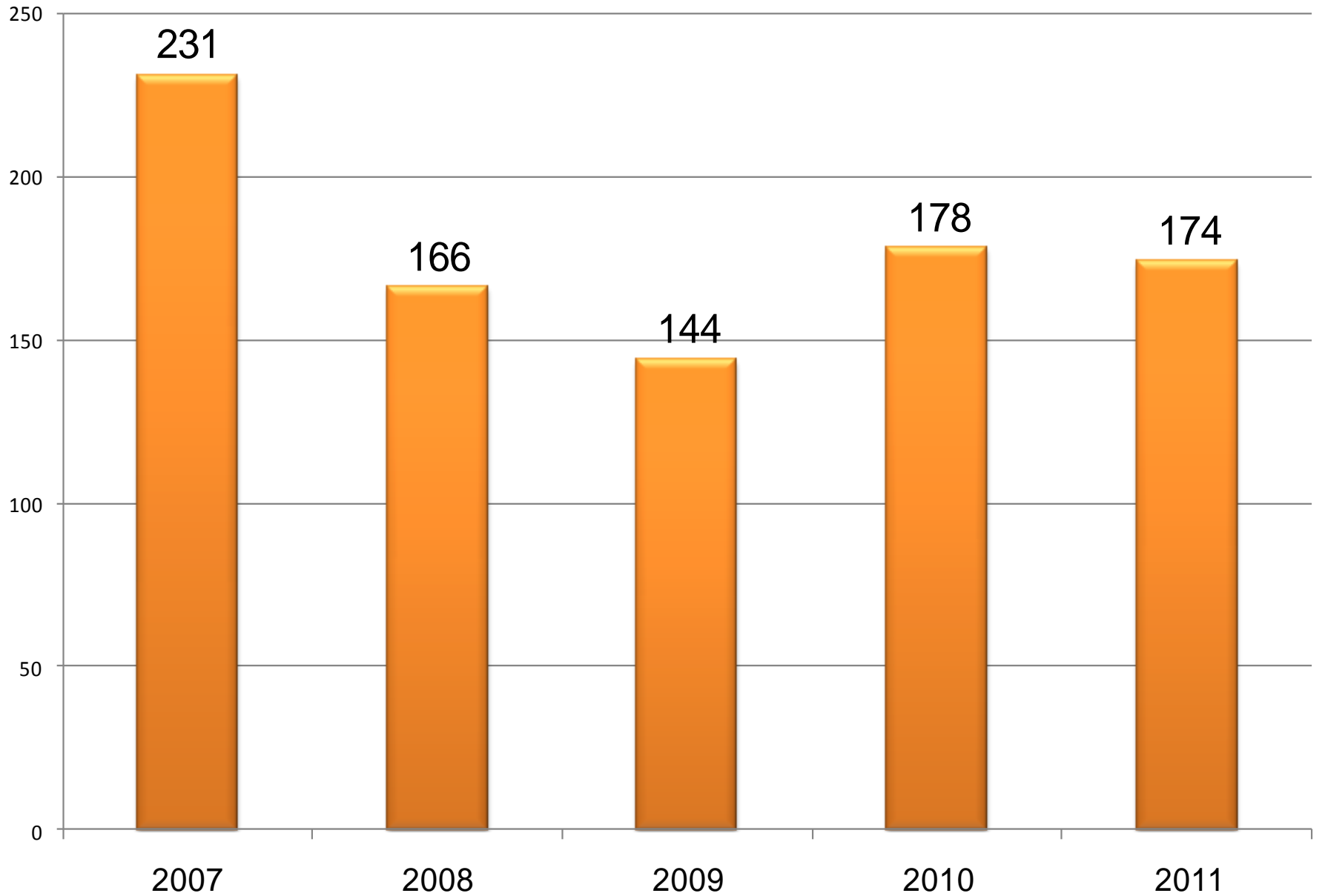
635 Del Monte Ave

The average Market Time is 76.

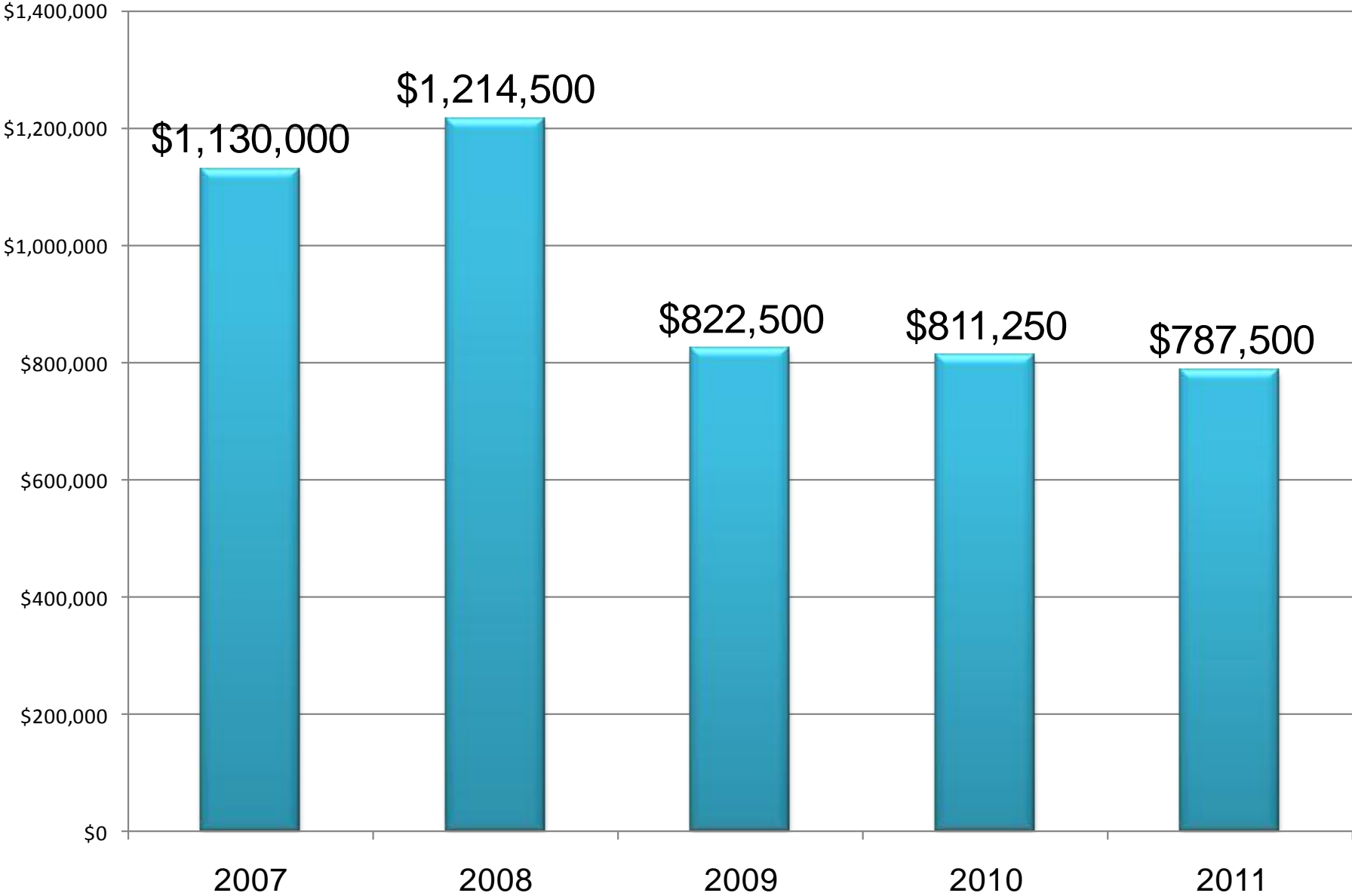
Home Estate/PUD

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

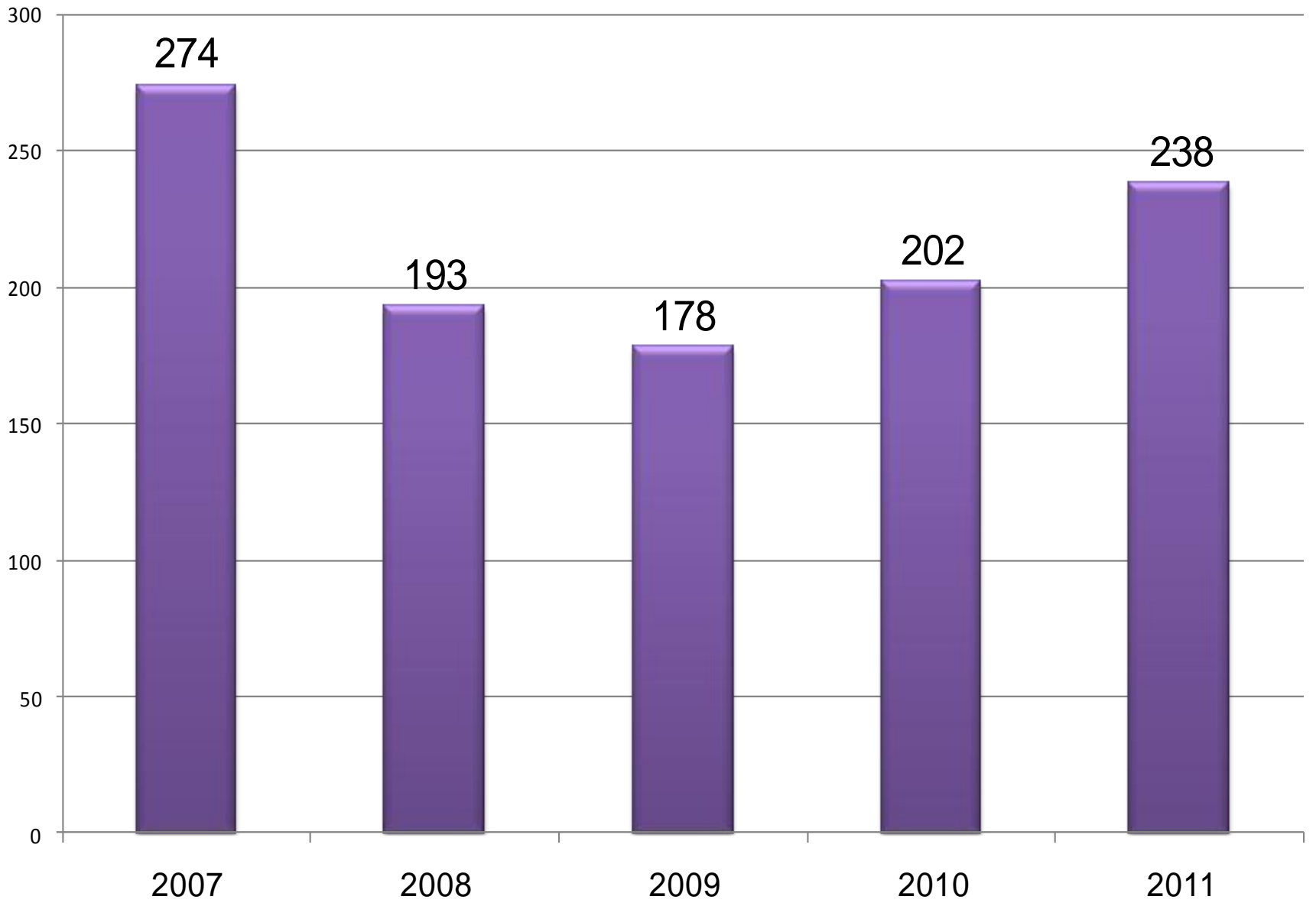
HE/PU Sales Jan-Mar 2007-2011



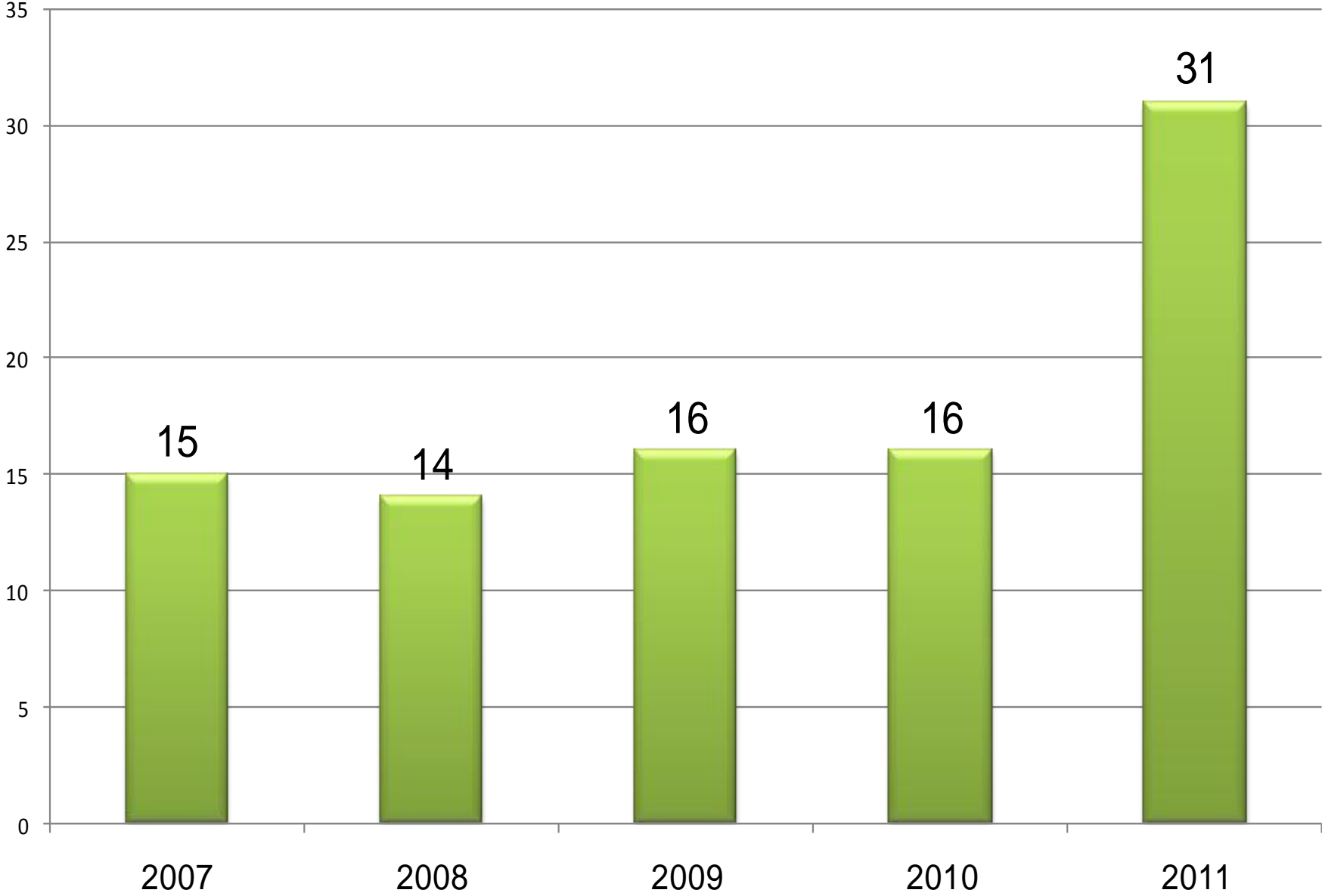
HE/PU Median Sales Price Jan-Mar. 2007-2011



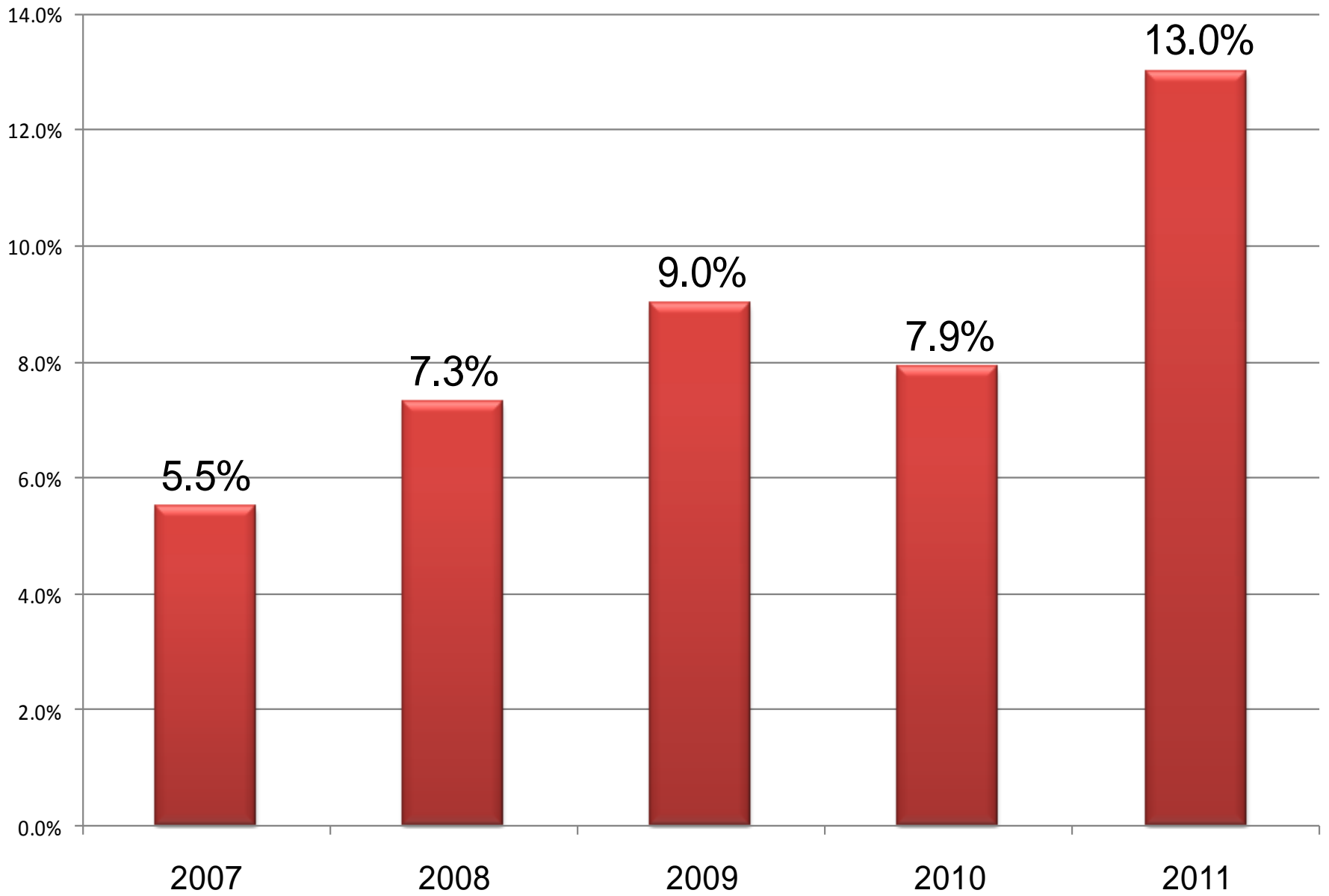
HE/PU Pending Listings Jan-Mar. 2007-2011



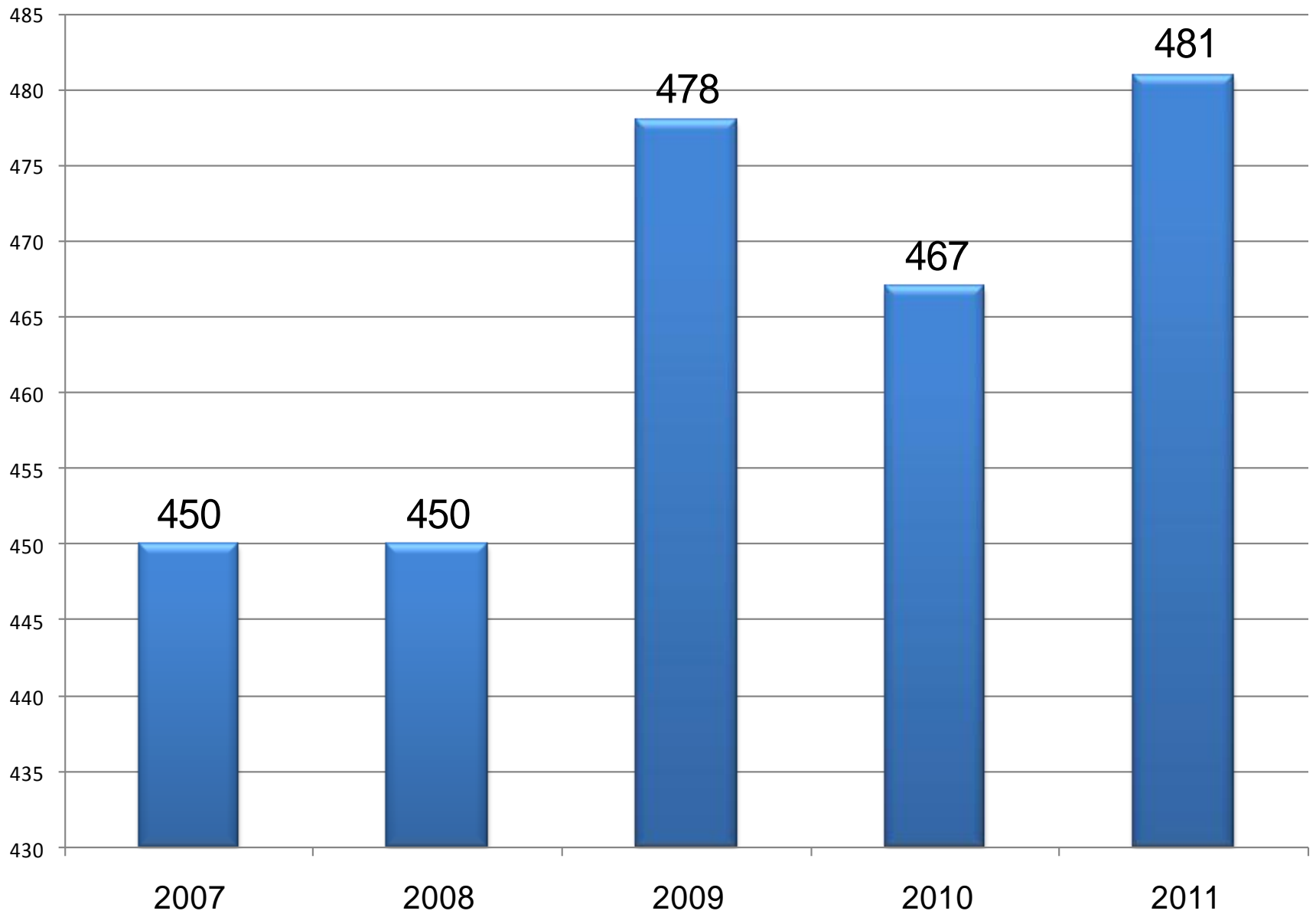
HE/PU Fall Throughs Jan-Mar. 2007-2011



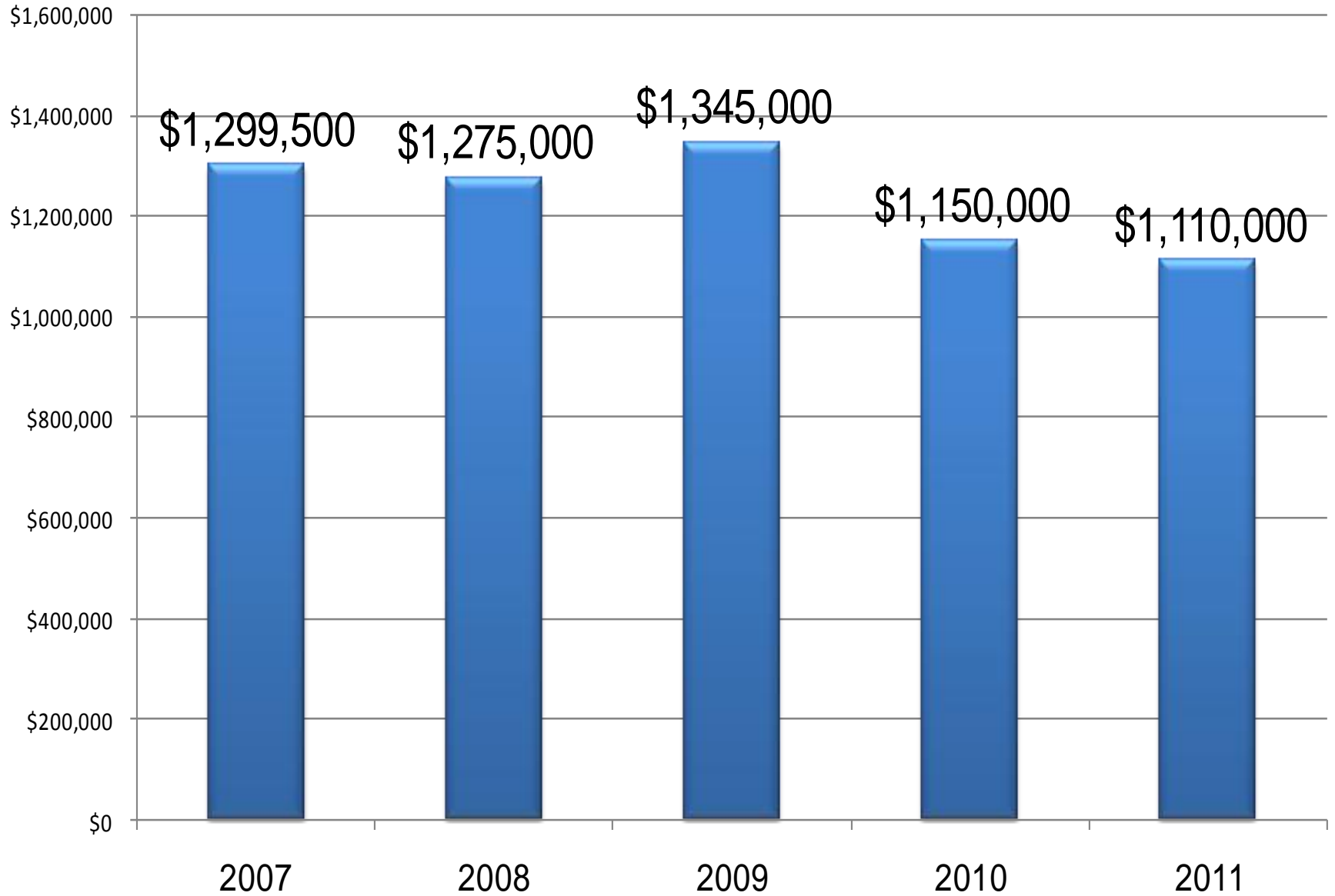
HE/PU Fall Through Percentages Jan-Mar. 2007-2011



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



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



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

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

- Total Active Listings

'10 1,031, '11 1,031 **EVEN** 0.0%

- New Listings

'10 467, '11 481, **UP** +3.0%

- New Listings Median List Price

'10 \$1,150,000, '11 \$1,110,000, **DOWN** -3.5%

- Properties that went into Escrow

'10 202, '11 238, **UP** +17.8%

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

- Number of Sold Properties

'10 178, '11 174 **DOWN -2.2%**

- Median Sales Prices

'10 \$811,250 '11 \$787,500 **DOWN -2.9%**

- Median Sales Prices w/o Hope Ranch/Montecito

'10 \$765,000, '11 \$700,500 **DOWN -8.4%**

- Average Sold Price

'10 \$1,264,791, '11 \$1,243,151 **DOWN -1.7%**

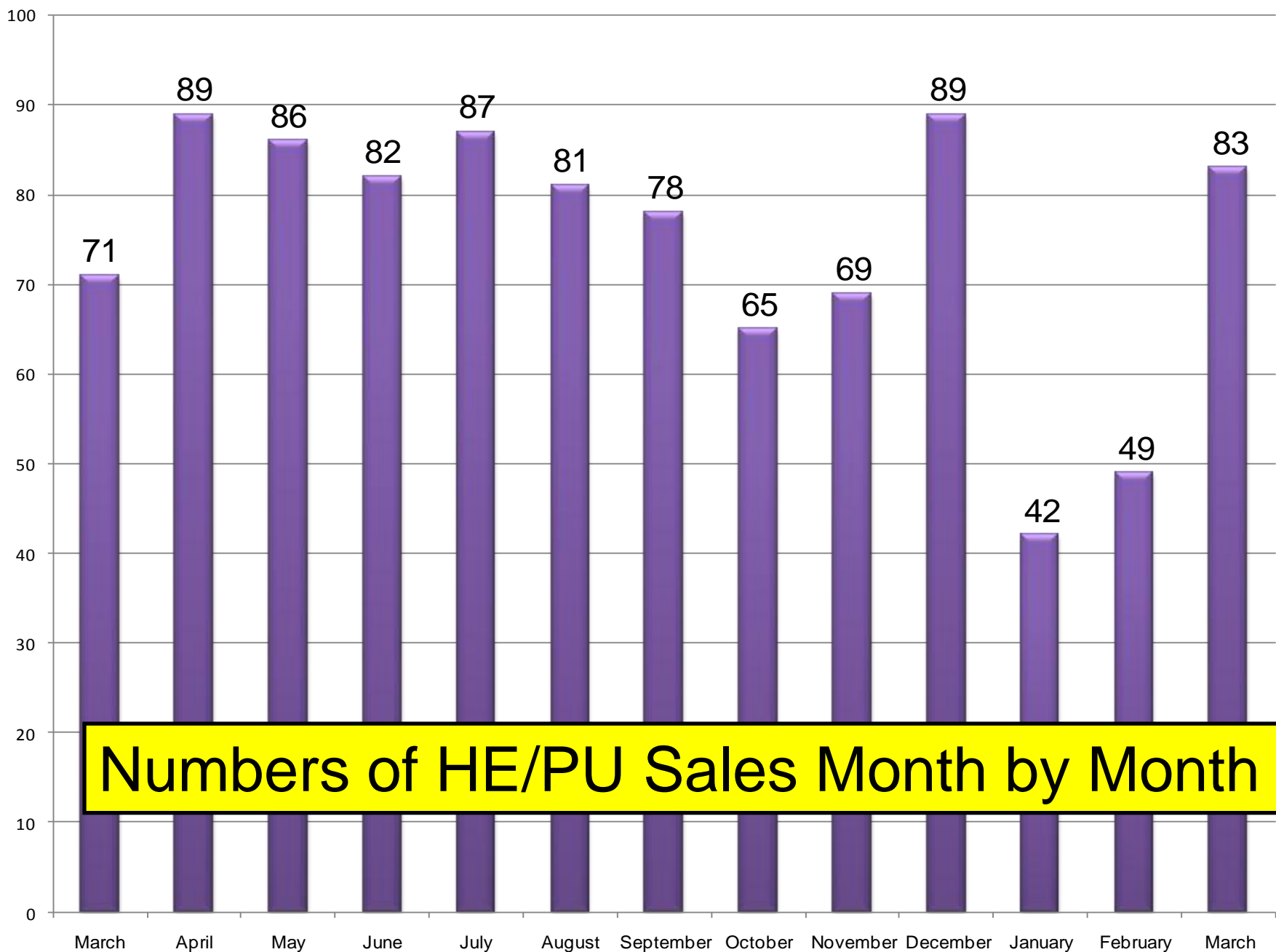
- Average Sold Price w/o Hope Ranch/Montecito

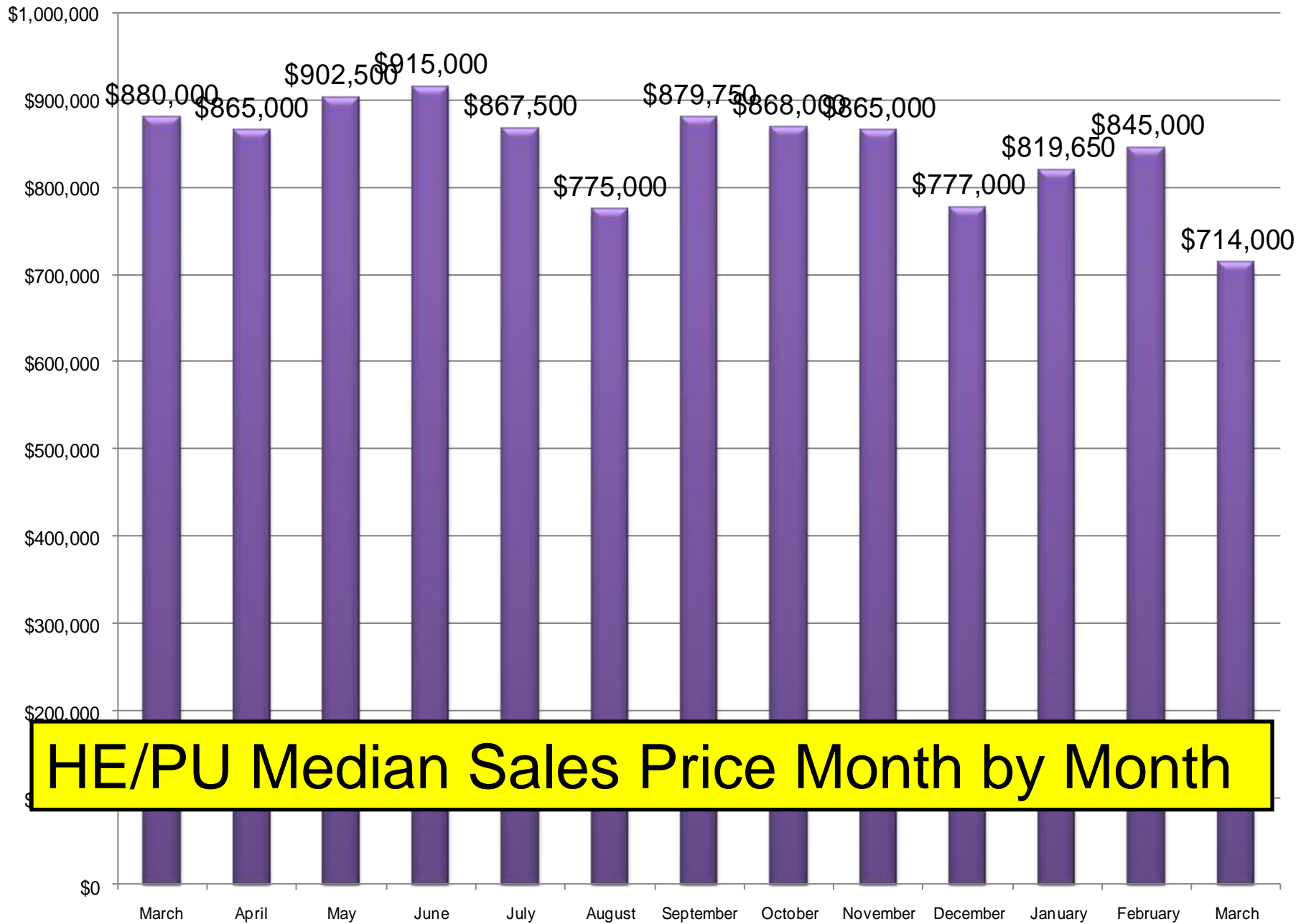
'10 \$901,129, '11 \$900,338 **DOWN -0.1%**

- Sold Volume

'10 \$225,132,897 '11 \$216,308,441 **DOWN -3.9%**

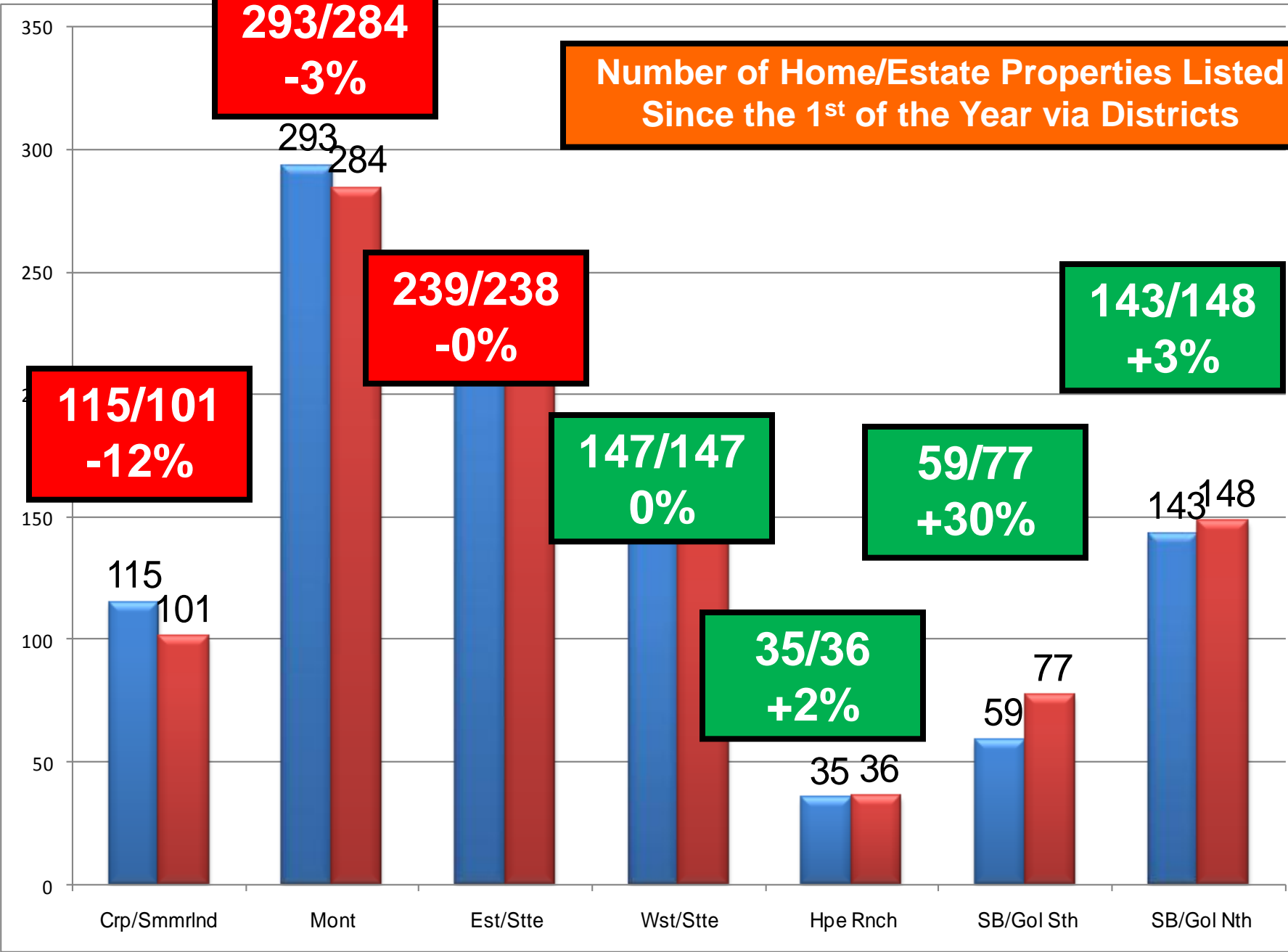
**March '10 to March '11
Month by Month
for Home Estate/PUDs
Districts 05-35**



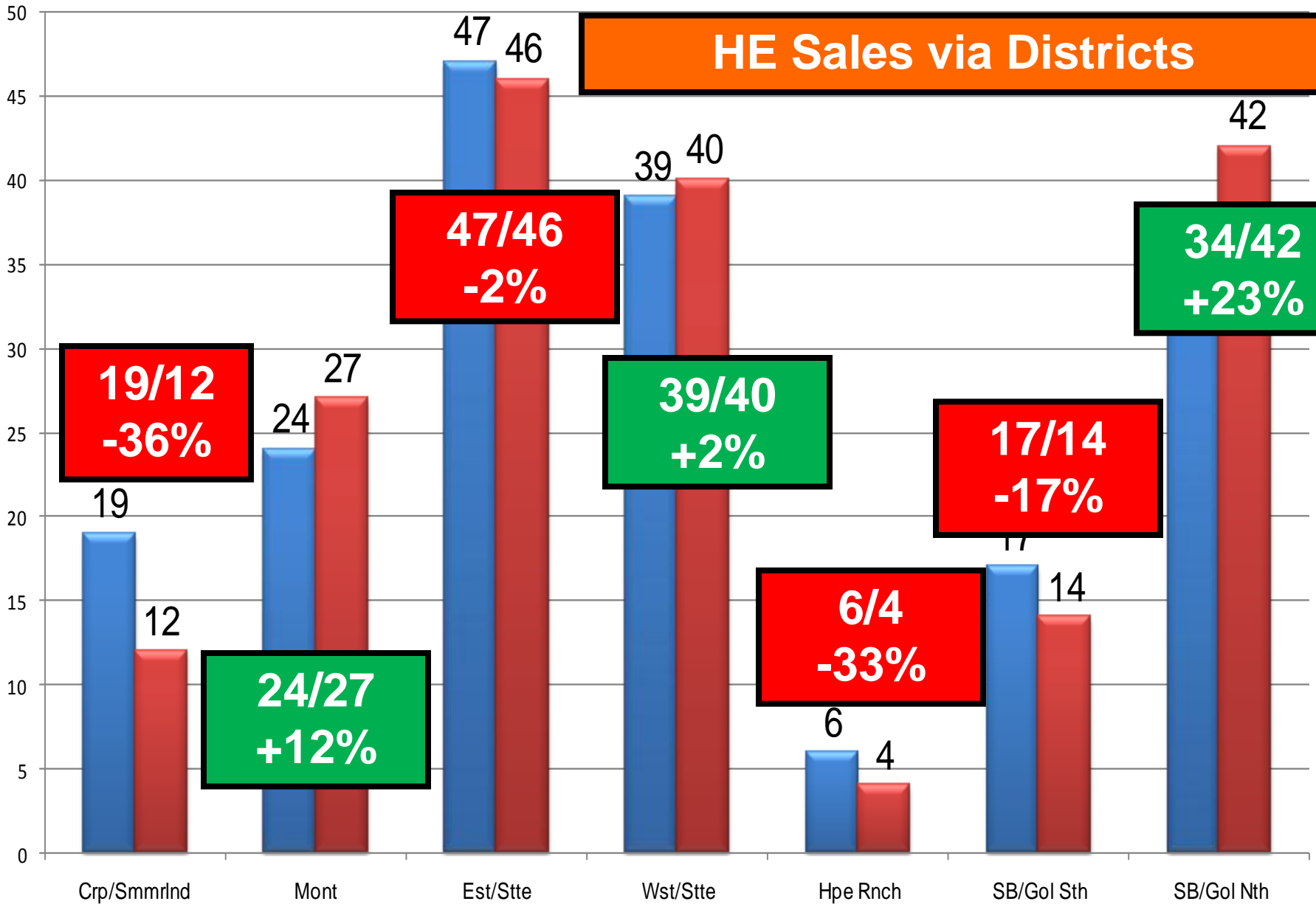


HE/PU District Stats

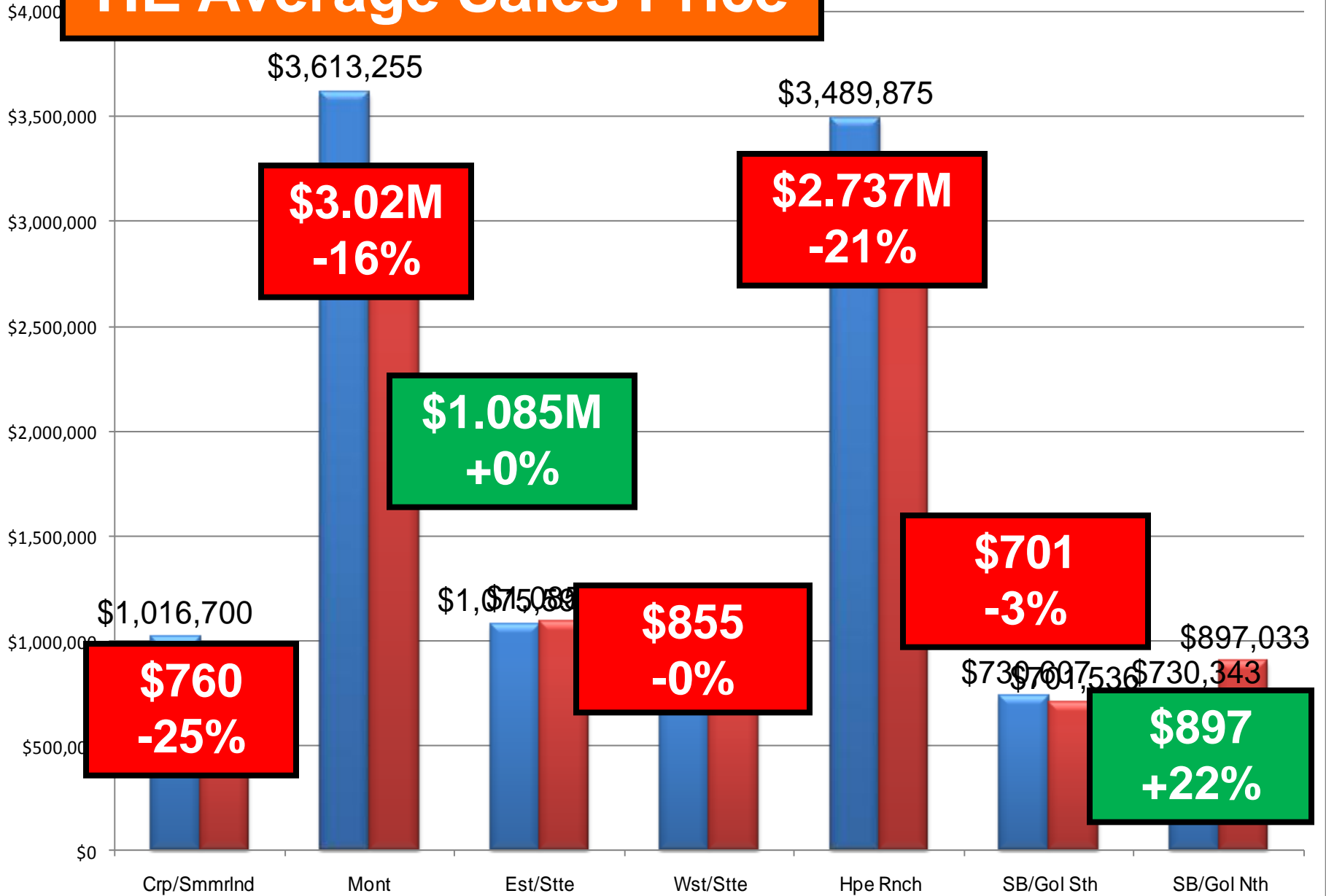
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

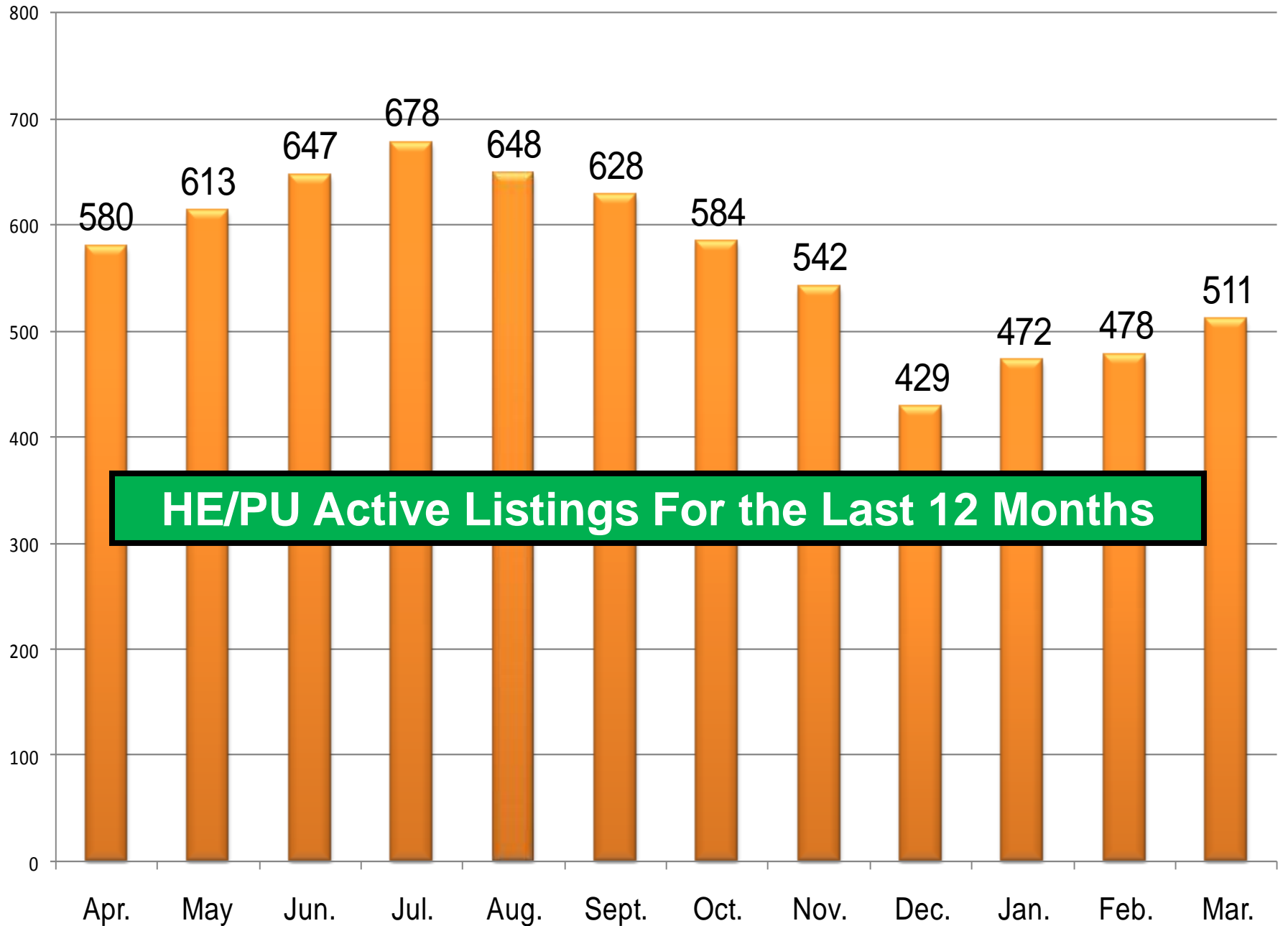


HE Sales via Districts

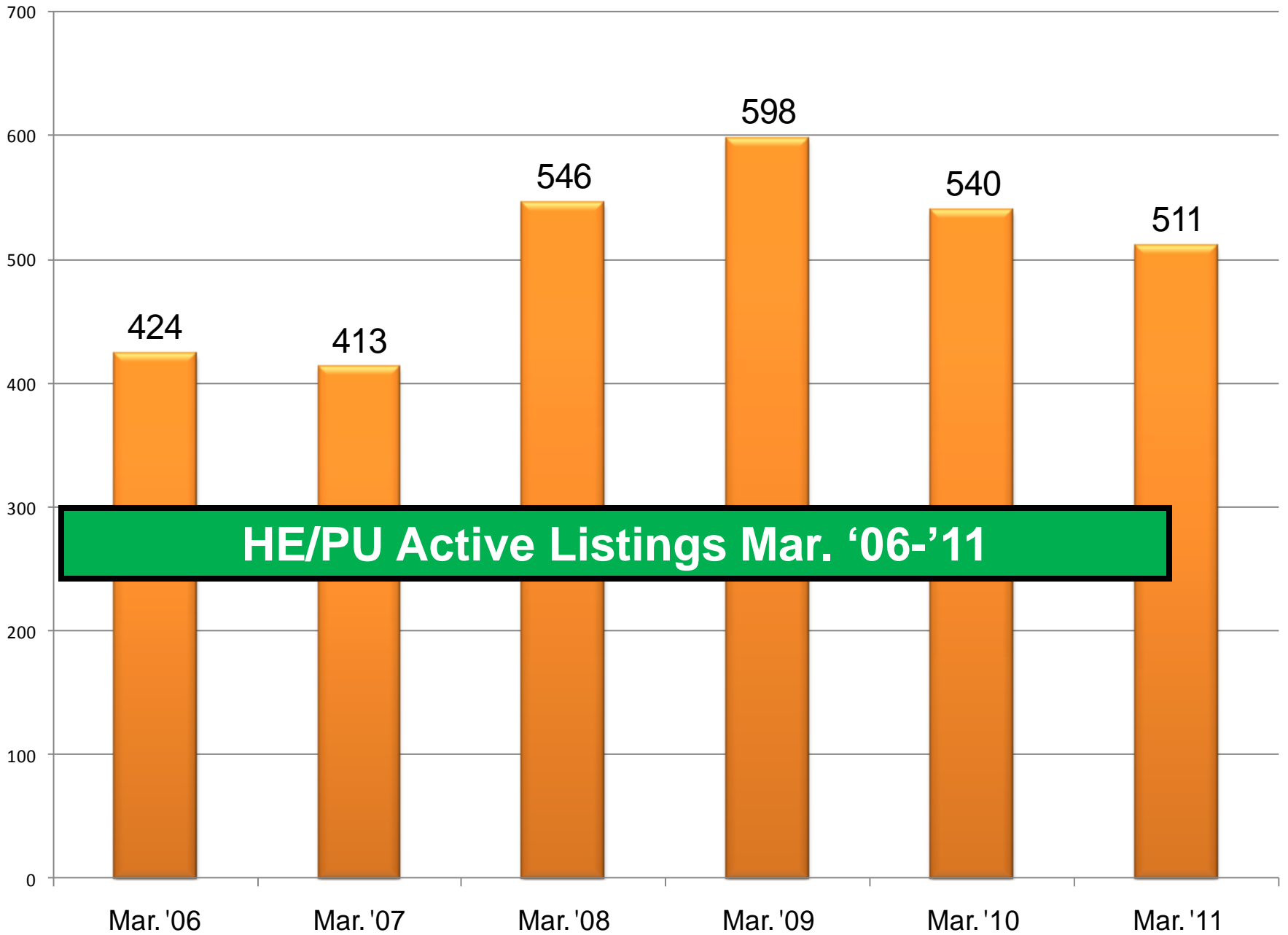


HE Average Sales Price

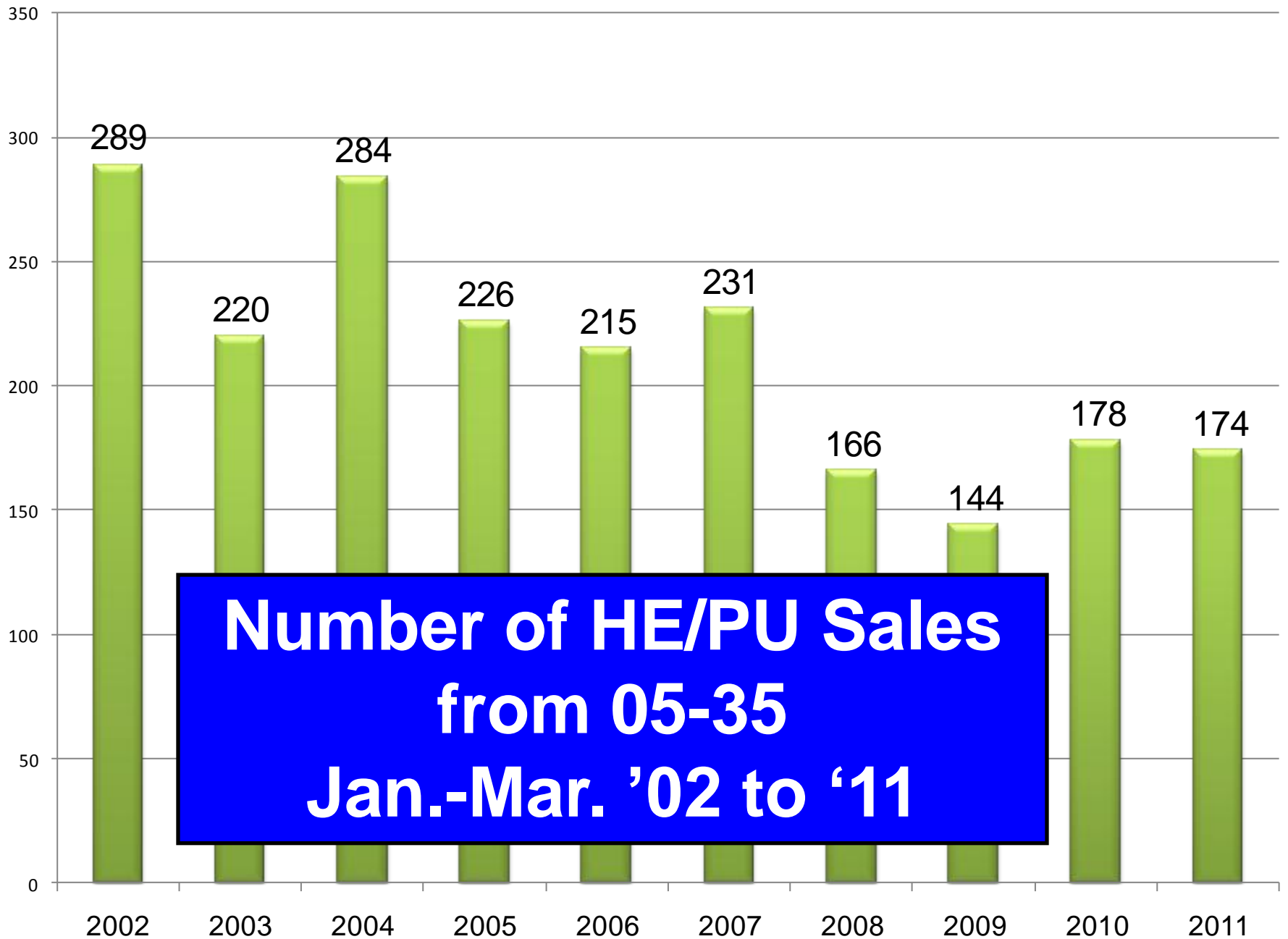




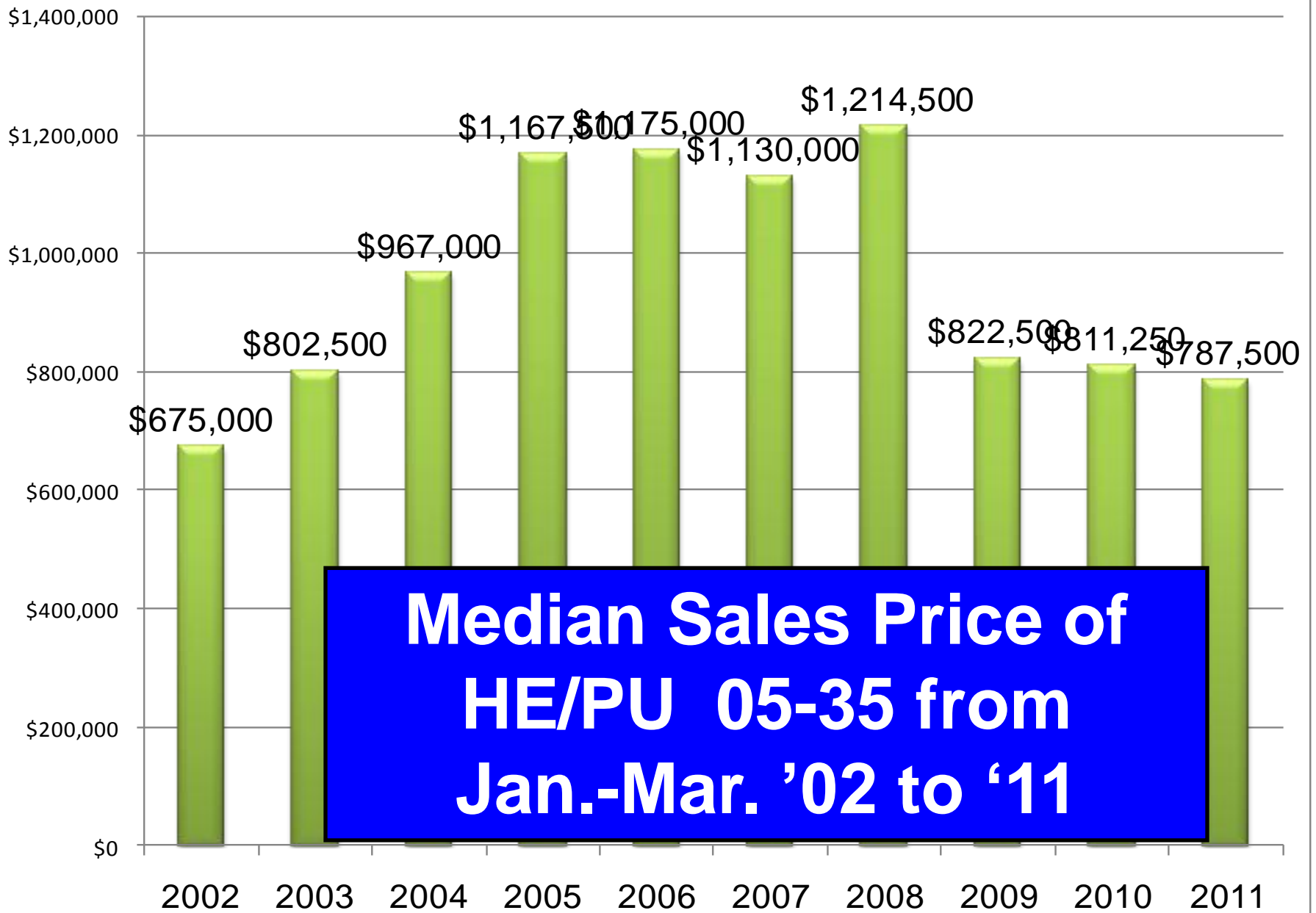
HE/PU Active Listings Mar. '06-'11



**Perspective
for Home Estates
2002-2011**



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



March 1-March 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	21	\$10,234,895	\$399,000	\$487,375	86	\$9,970,050	\$399,000	\$474,764	97.41	92.92
List/Sold	5	\$1,920,900	\$379,000	\$384,180	155	\$1,847,300	\$345,000	\$369,460	96.17	87.05
Co-Broker	16	\$8,313,995	\$407,825	\$519,624	65	\$8,122,750	\$416,875	\$507,671	97.70	94.37
New	50	\$35,558,772	\$477,495	\$711,175	19					
Pending	30	\$14,559,715	\$359,450	\$485,323	73					
Withdrawn	7	\$4,906,000	\$479,000	\$700,857	88					
Cancelled	5	\$3,937,900	\$659,000	\$787,580	101					
Expired	9	\$6,304,500	\$589,000	\$700,500	234					
Back On Market	8	\$5,748,800	\$497,500	\$718,600	124					
Extended	14	\$10,375,952	\$464,076	\$741,139	131					
Active In Range	182	\$137,654,172	\$559,500	\$756,341	123					
Current Active	149	\$114,098,672	\$559,000	\$765,762	138					

CO March '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	21	\$10,234,895	\$399,000	\$487,375	86	\$9,970,050	\$399,000	\$474,764	97.41	92.92
Pending	30	\$14,559,715	\$359,450	\$485,323	73					

CO March '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	27	\$13,099,525	\$429,000	\$485,167	69	\$12,594,400	\$415,000	\$466,459	96.14	91.92
Pending	33	\$16,499,897	\$429,900	\$499,996	92					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$250,000-\$299,999	2	147
\$300,000-\$349,999	5	86
\$350,000-\$399,999	4	116
\$400,000-\$449,999	3	90
\$500,000-\$549,999	1	93
\$550,000-\$599,999	1	73
\$600,000-\$649,999	2	46
\$700,000-\$749,999	1	105
\$750,000-\$799,999	1	1
\$1,200,000-\$1,299,999	1	1

The average price for the 21 properties is \$474,764.

The highest price is \$1,250,000.

4885 Sandyland Rd #6

The median price is \$399,000.

The lowest price is \$273,000.

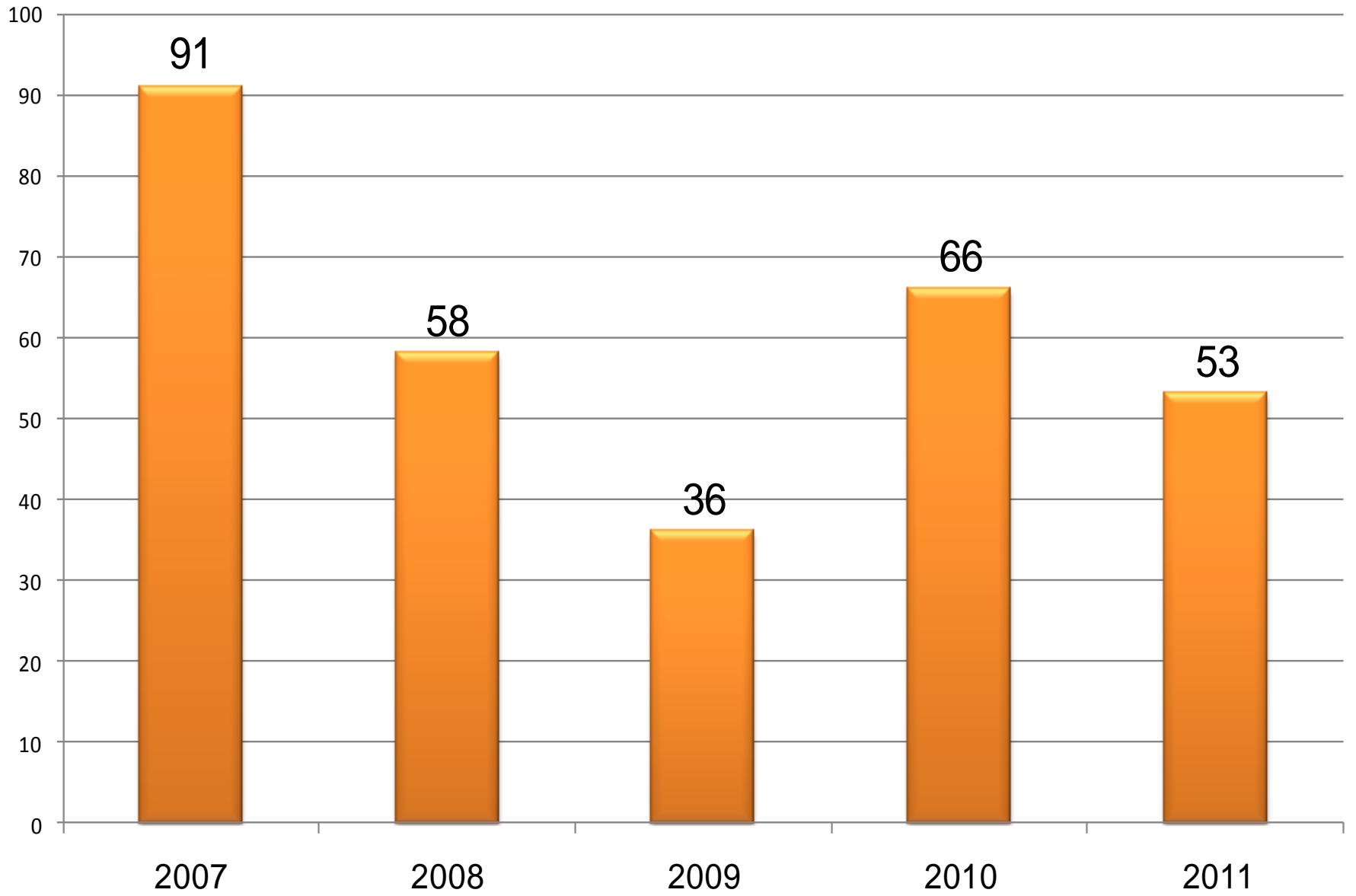
521 W Montecito St #3

The average Market Time is 86.

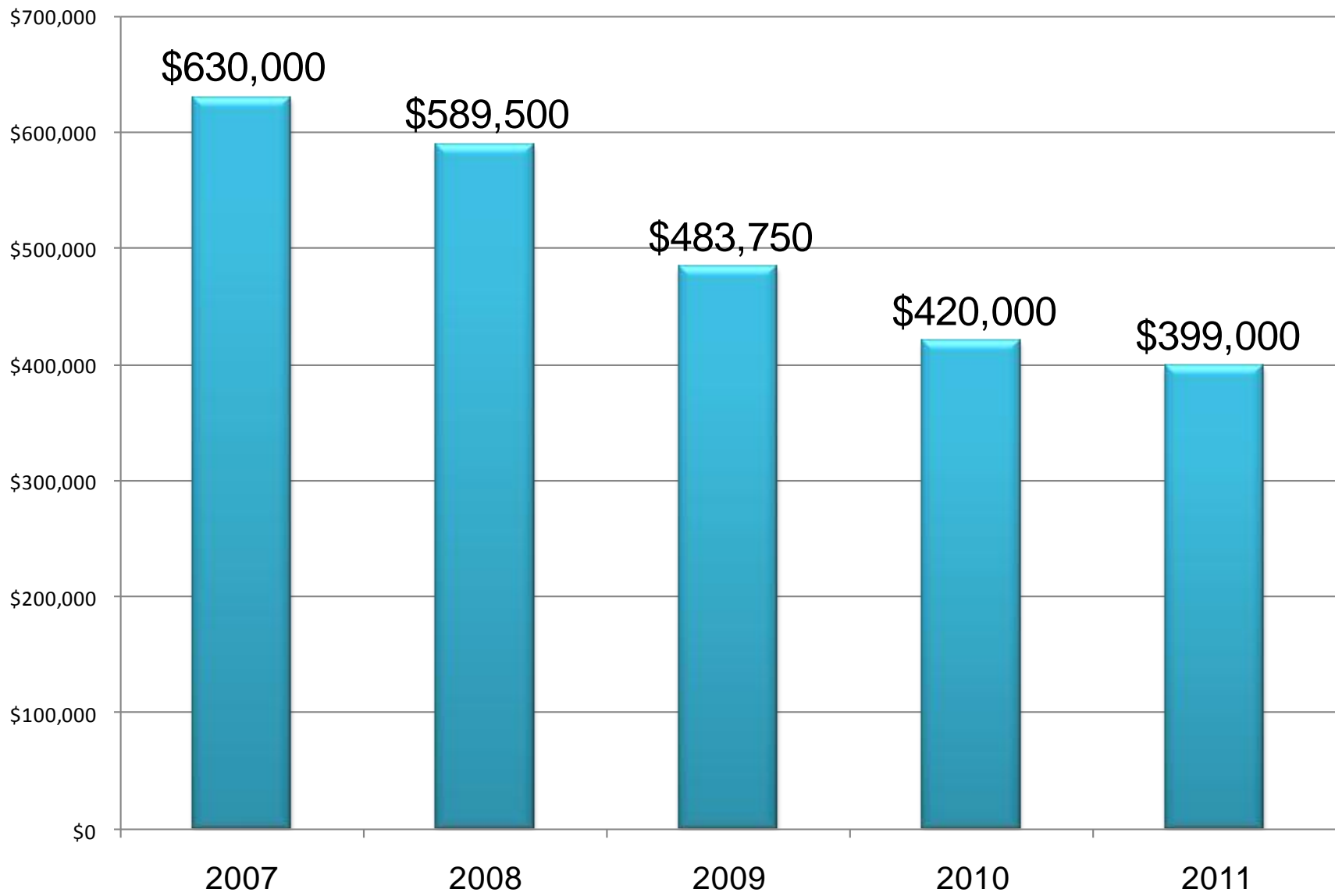
Condo Statistics

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

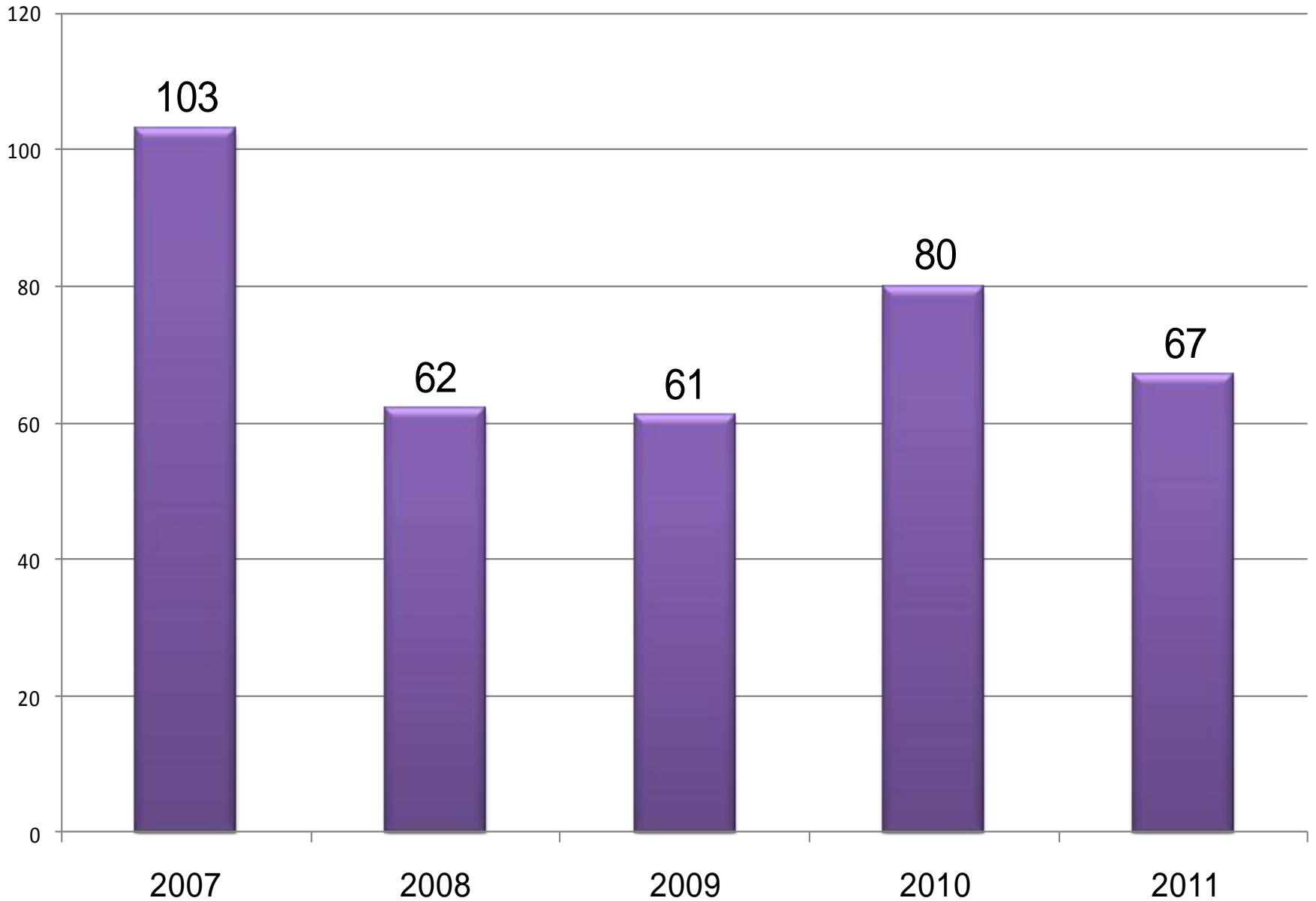
CO Sales Jan-Mar. 2007-2011



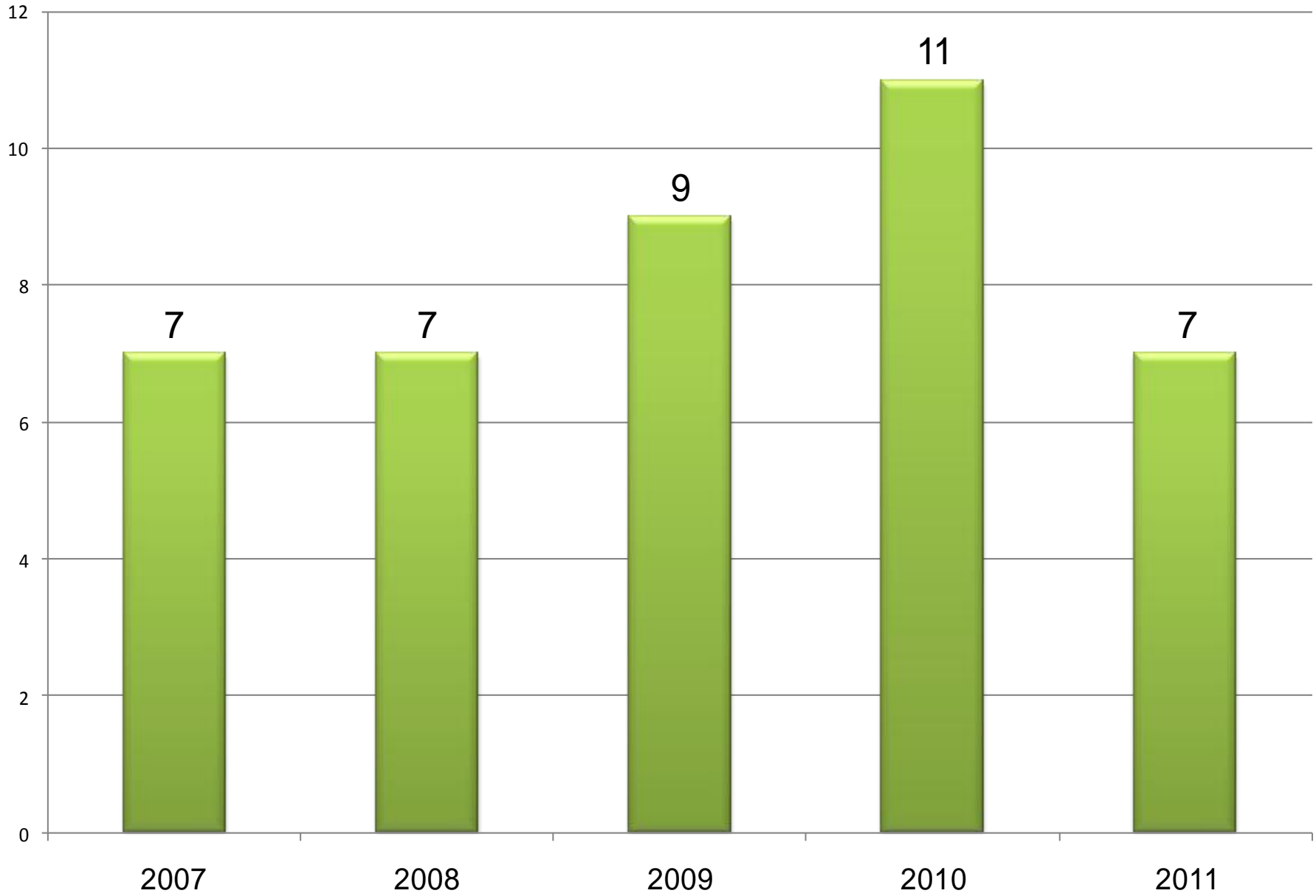
CO Median Sales Price Jan-Mar. 2007-2011



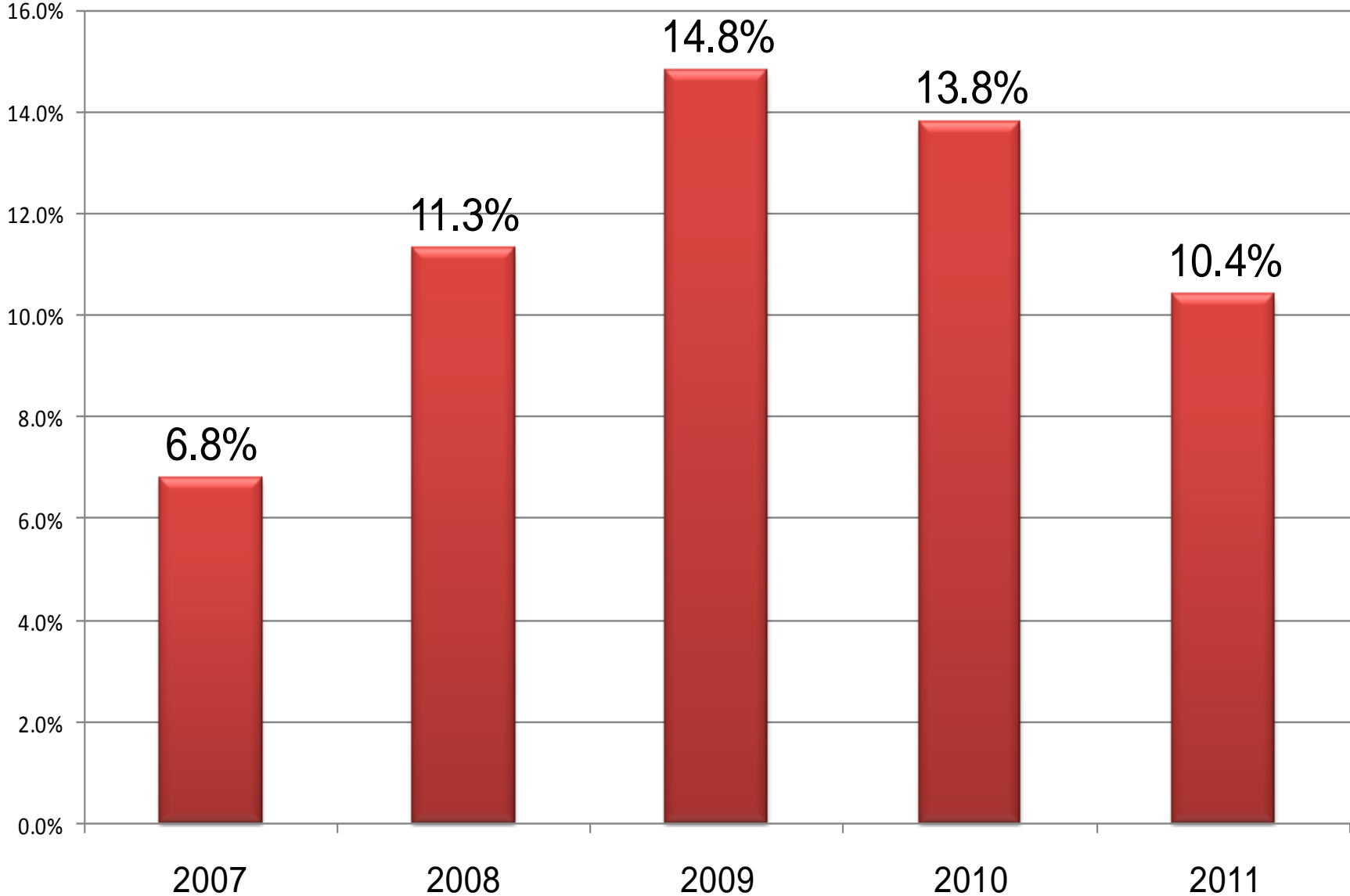
CO Pending Listings Jan-Mar. 2007-2011



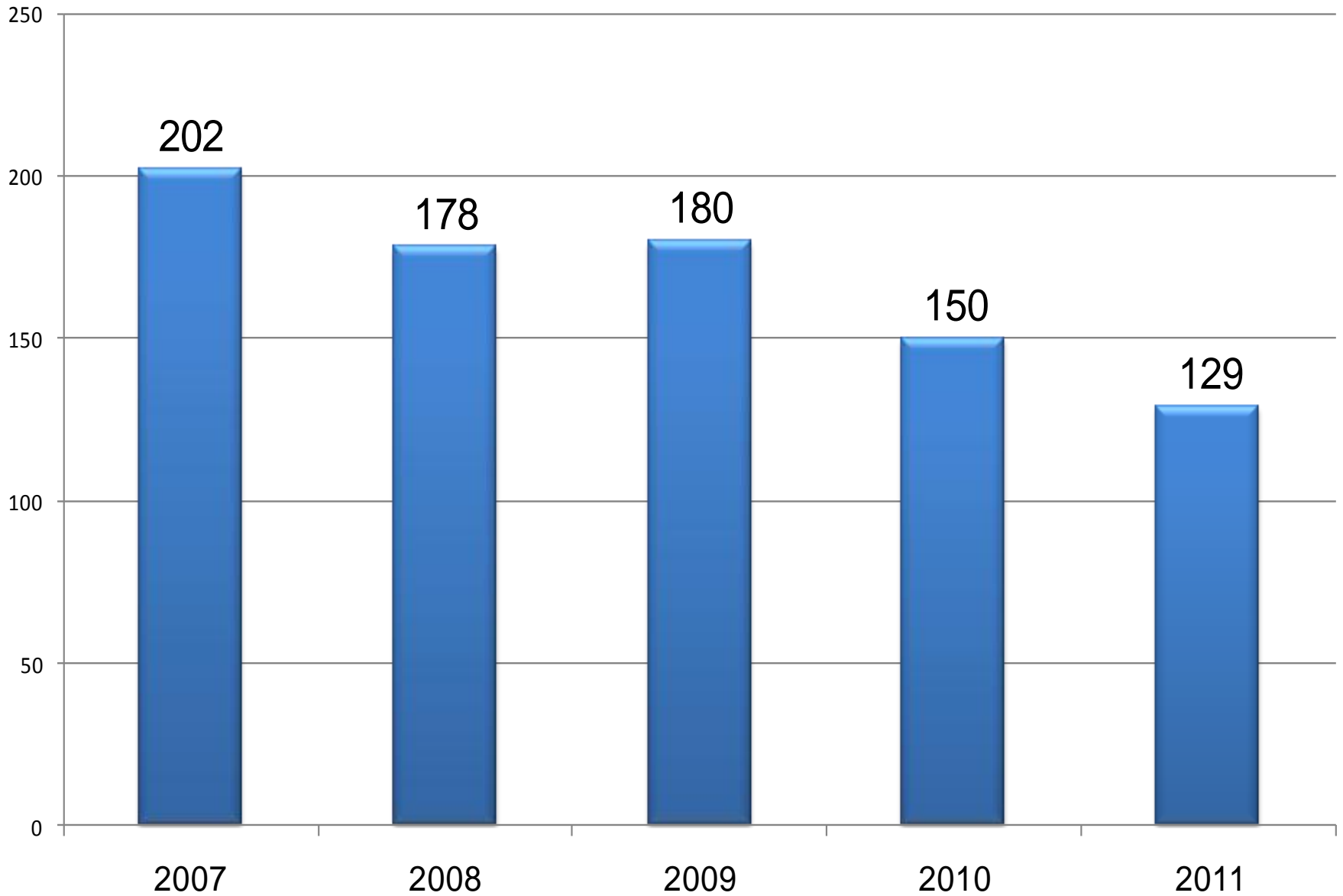
CO Fall Throughs Jan-Mar. 2007-2011



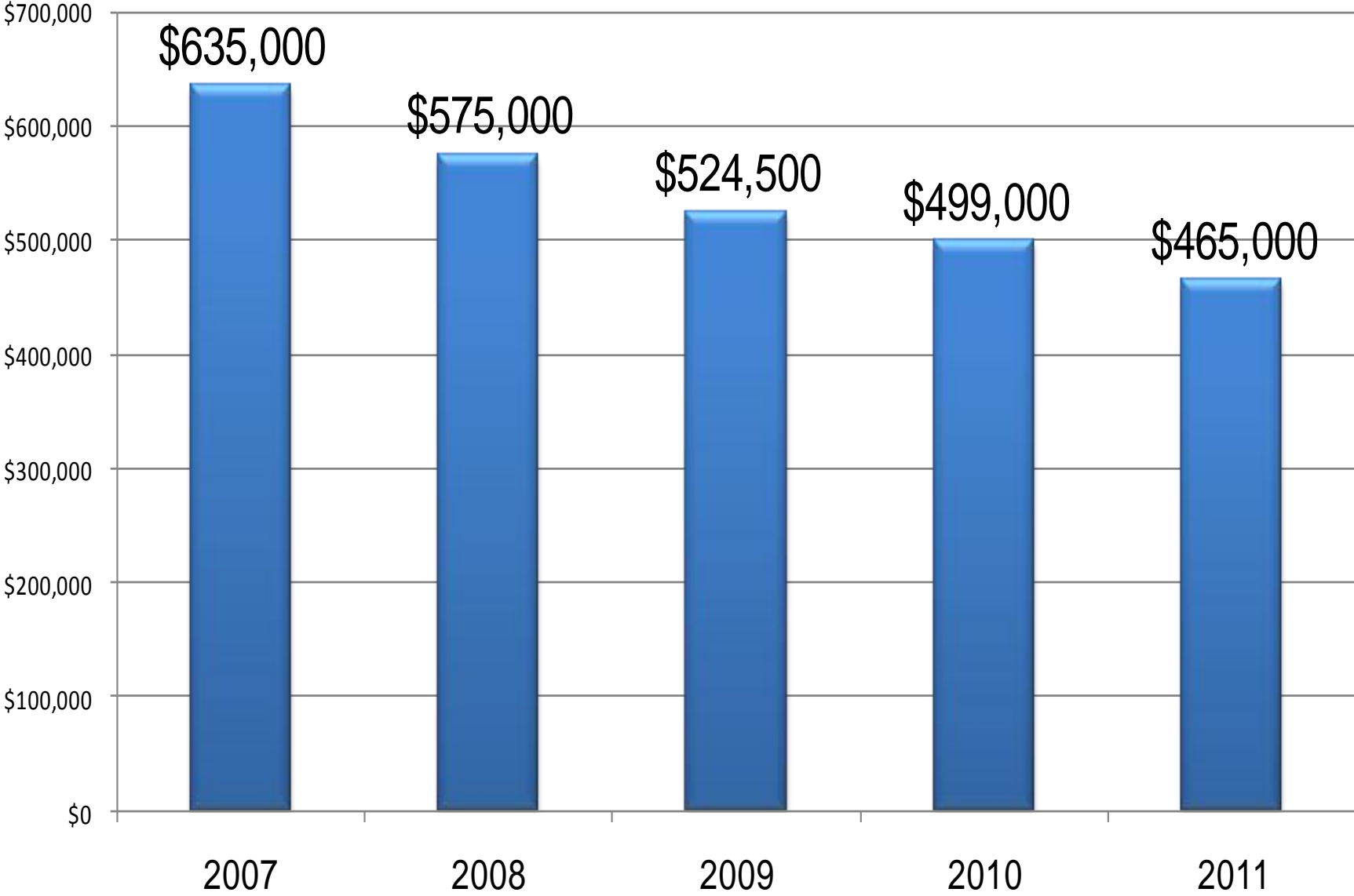
CO Fall Through Percentages Jan-Mar. 2007-2011



CO New Listings Jan-Mar. 2007-2011



CO Median List Price Jan-Mar. 2007-2011



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

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

- Total Active Listings

'10 296, '11 275, **DOWN** -7.1%

- New Listings

'10 150, '11 129, **DOWN** -14.0%

- New Listings Median List Price

'10 \$499,000, '11 \$465,000, **DOWN** -6.8%

- Properties that went into Escrow

'10 80, '11 67, **DOWN** -16.3%

Sold CO '10 vs. '11 Jan-Mar

- Number of Sold Properties

'10 66, '11 53 **DOWN** -19.7%

- Median Sales Prices

'10 \$420,000 '11 \$399,000 **DOWN** -5.0%

- Median Sales Prices w/o Montecito

'10 \$412,500, '11 \$384,500 **DOWN** -6.8%

- Average Sold Price

'10 \$490,700, '11 \$493,442 **UP** +0.6%

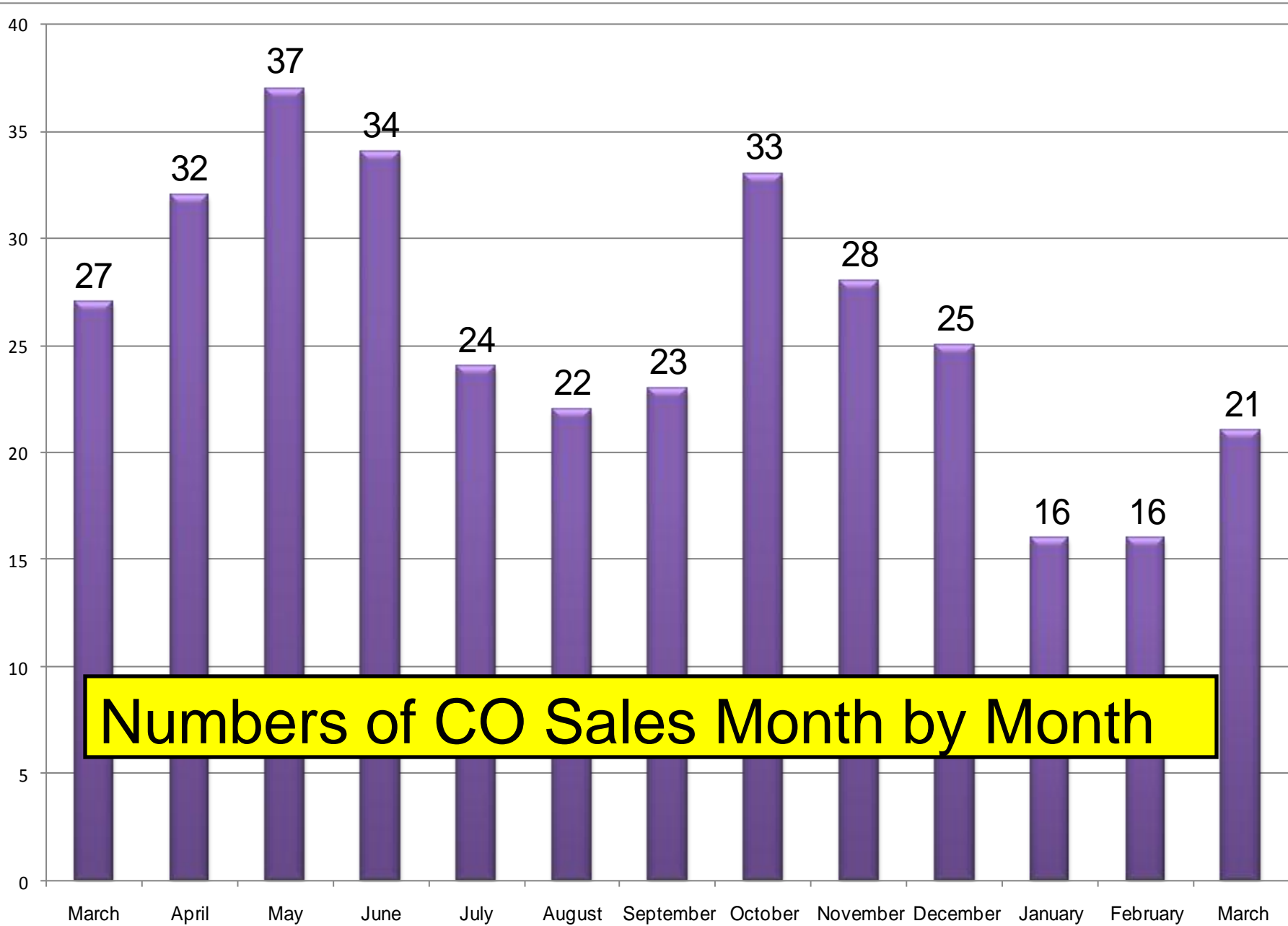
- Average Sold Price w/o Montecito

'10 \$412,560, '11 \$481,749 **UP** +16.8%

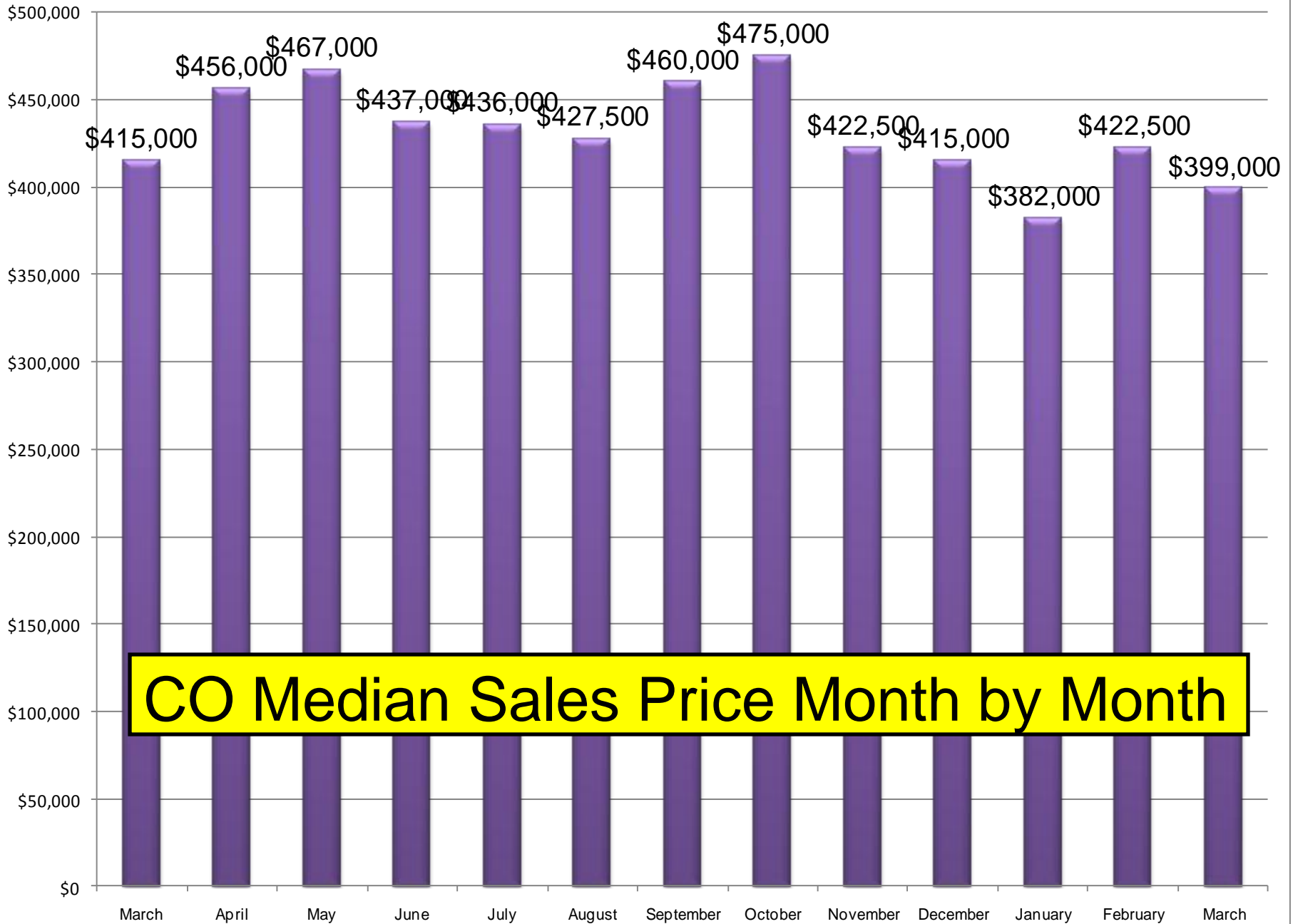
- Sold Volume

'10 \$32,386,200, '11 \$26,152,450 **DOWN** -19.2%

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

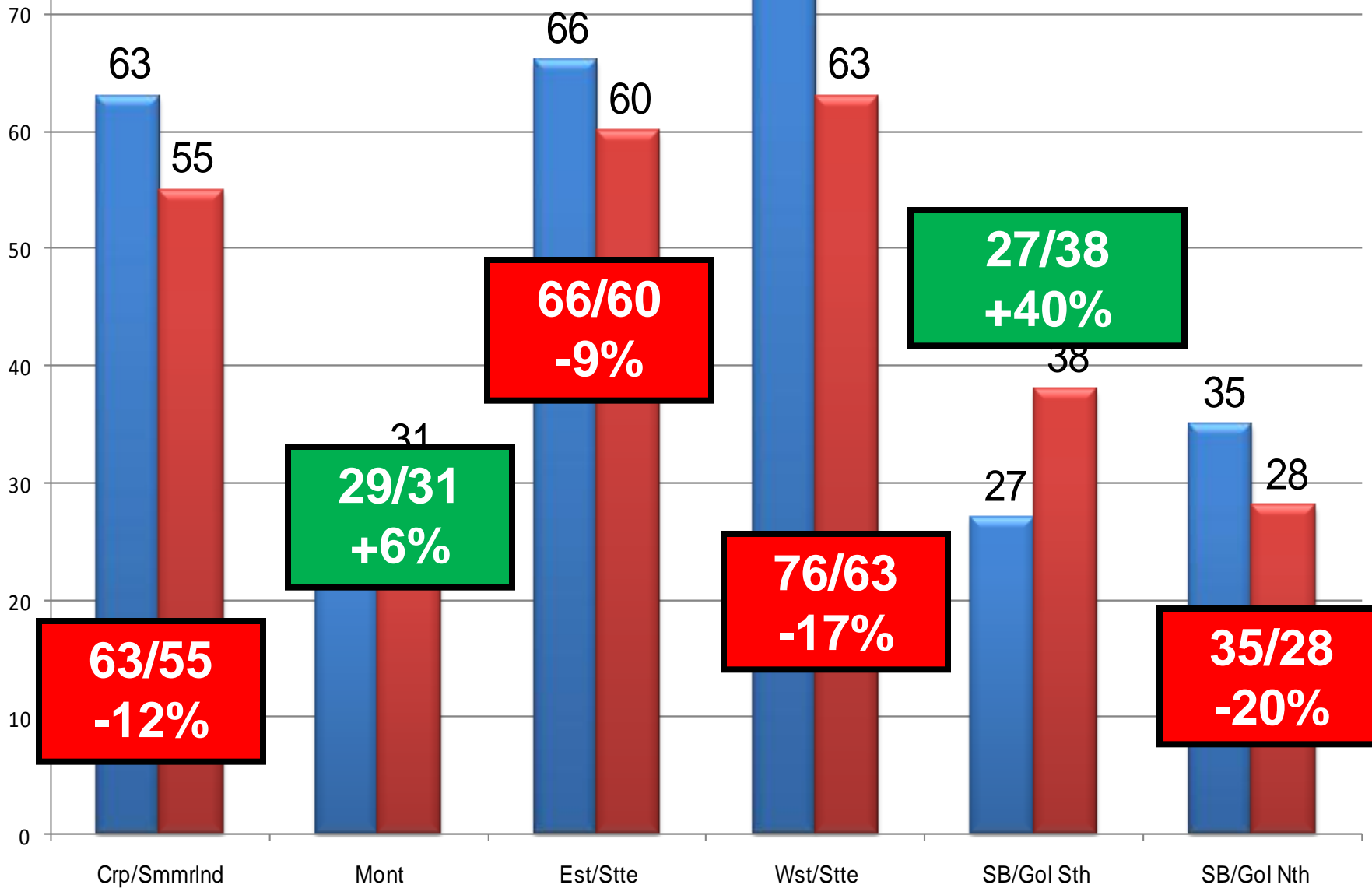


Numbers of CO Sales Month by Month

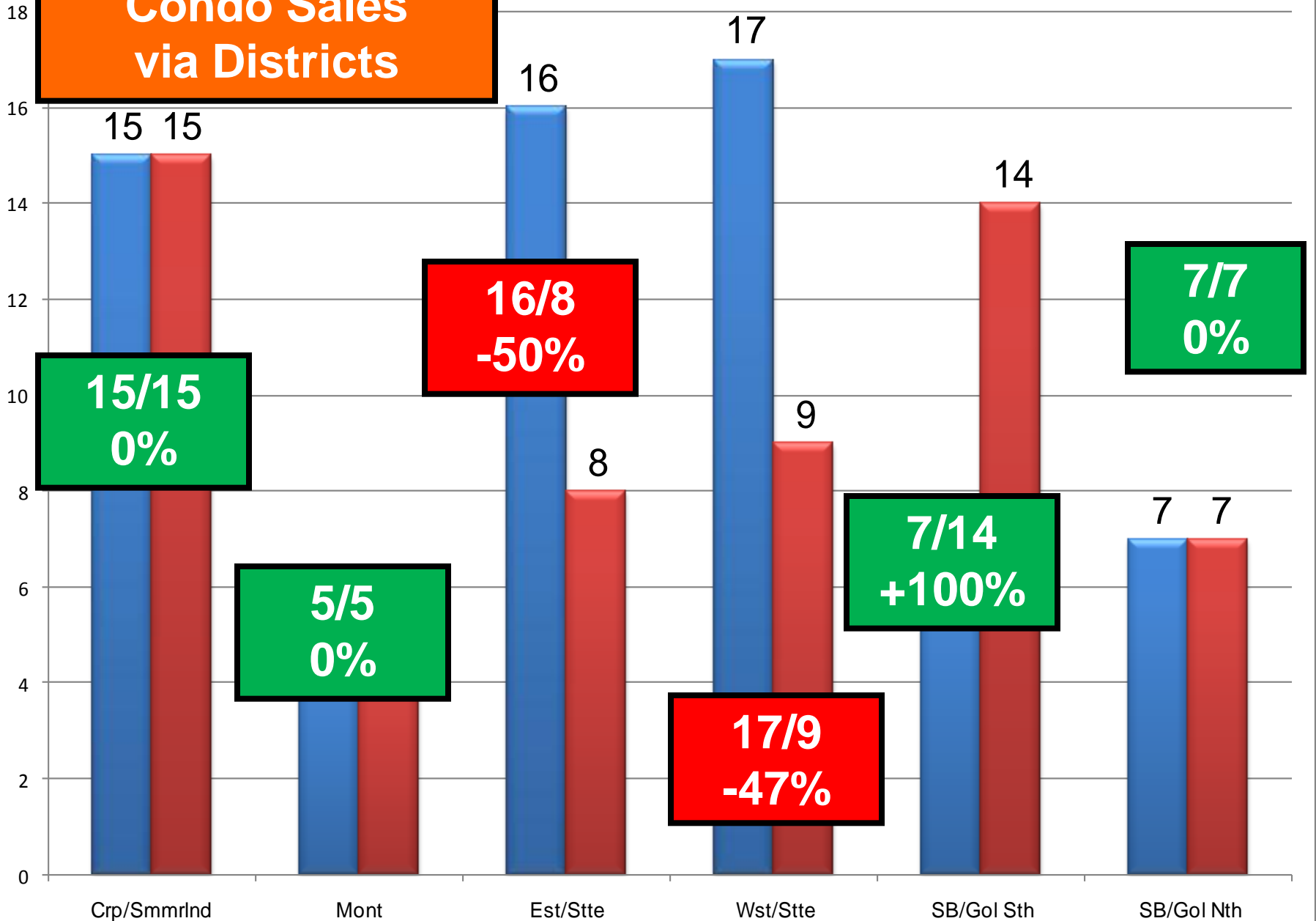


Condo District Stats

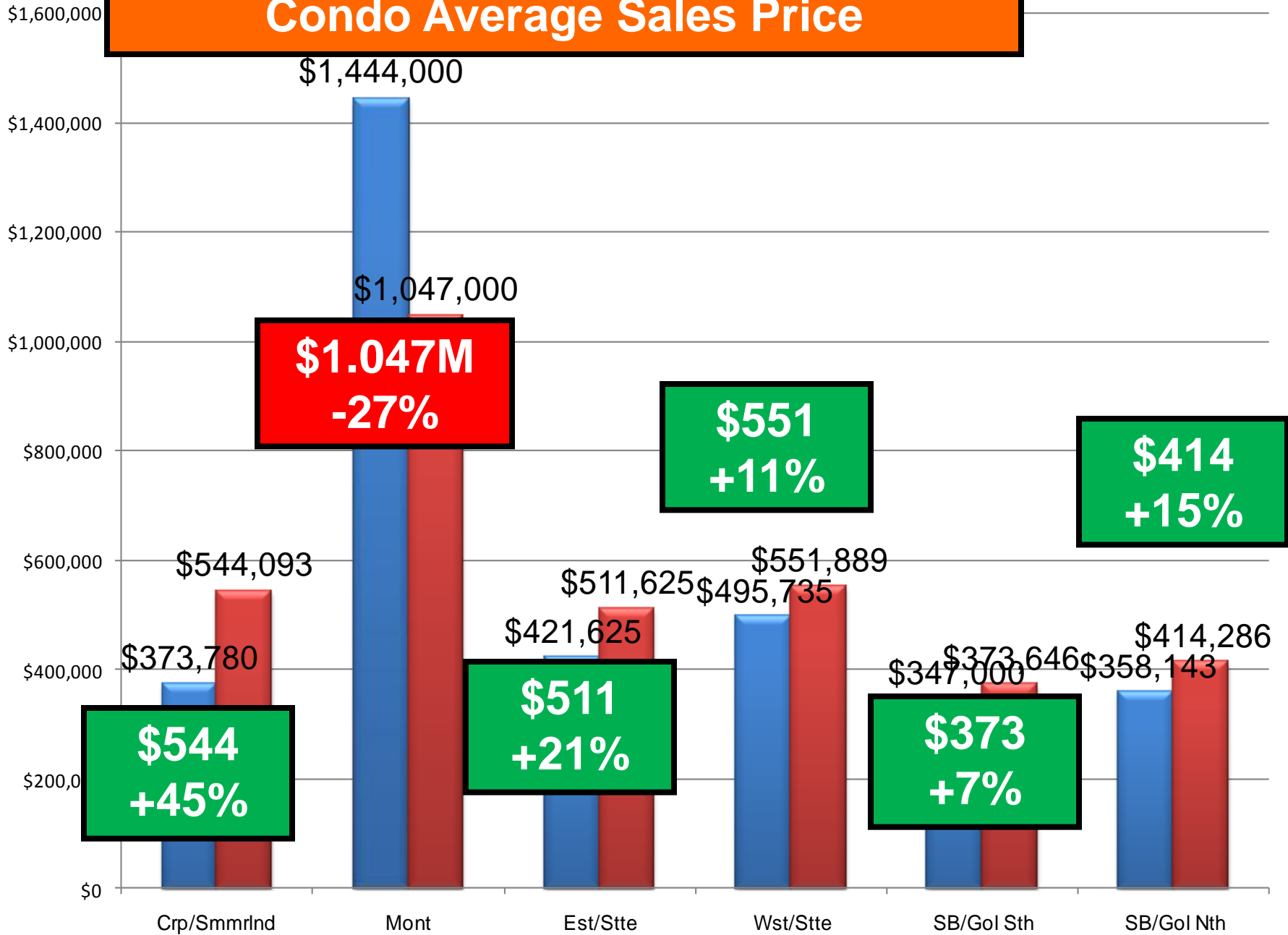
Number of Condos Listed Since the 1st of the Year via Districts

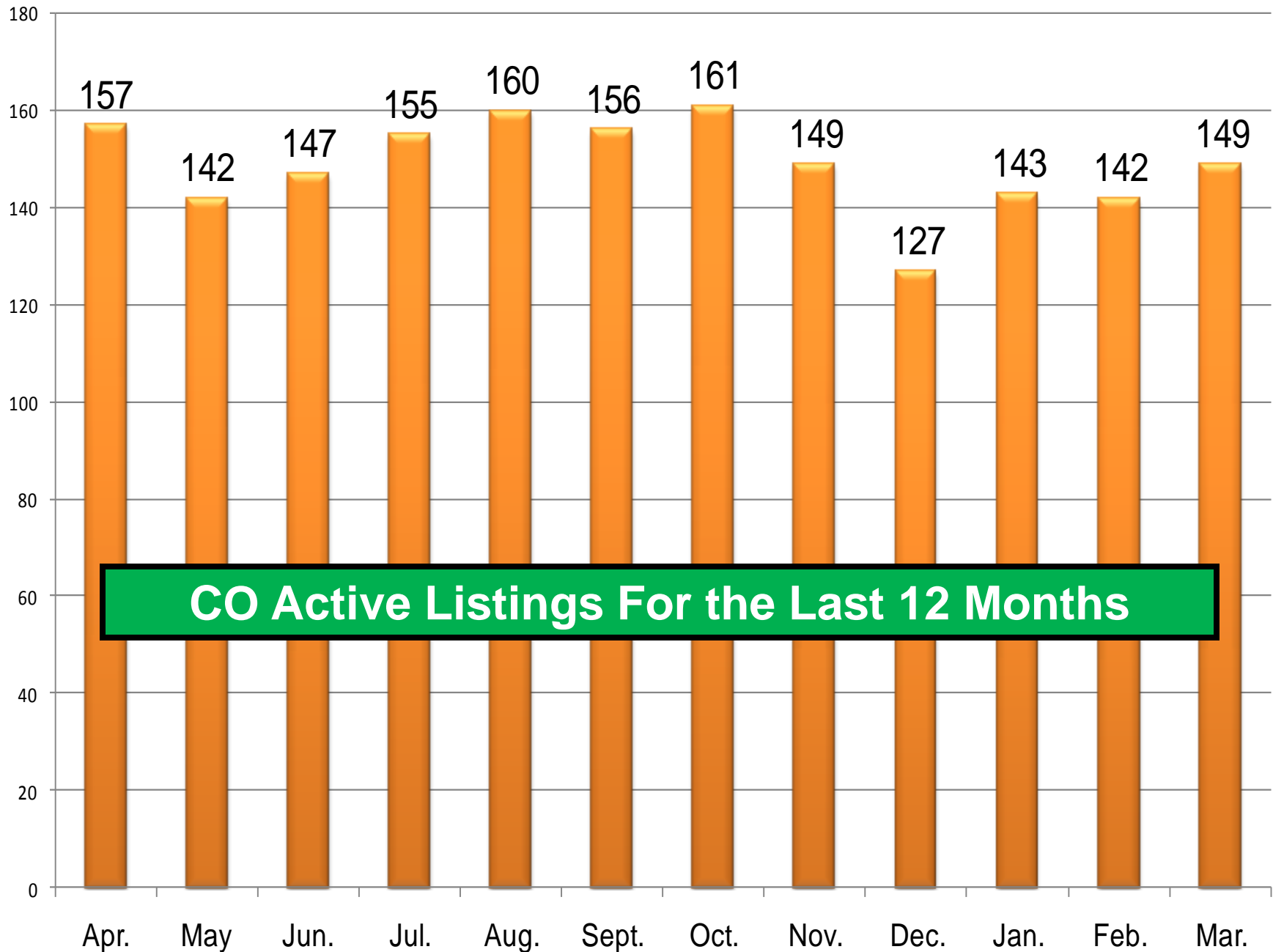


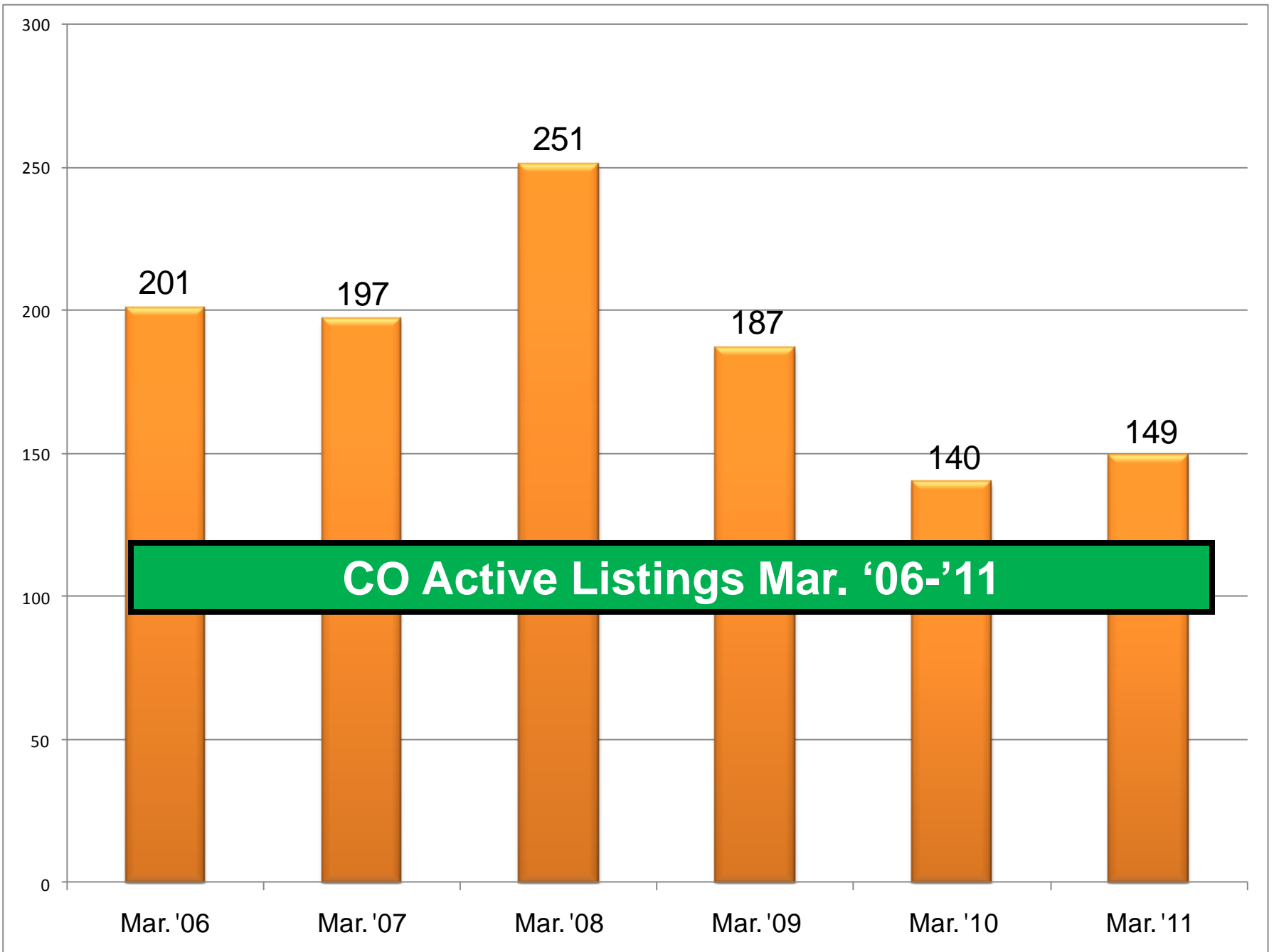
Condo Sales via Districts



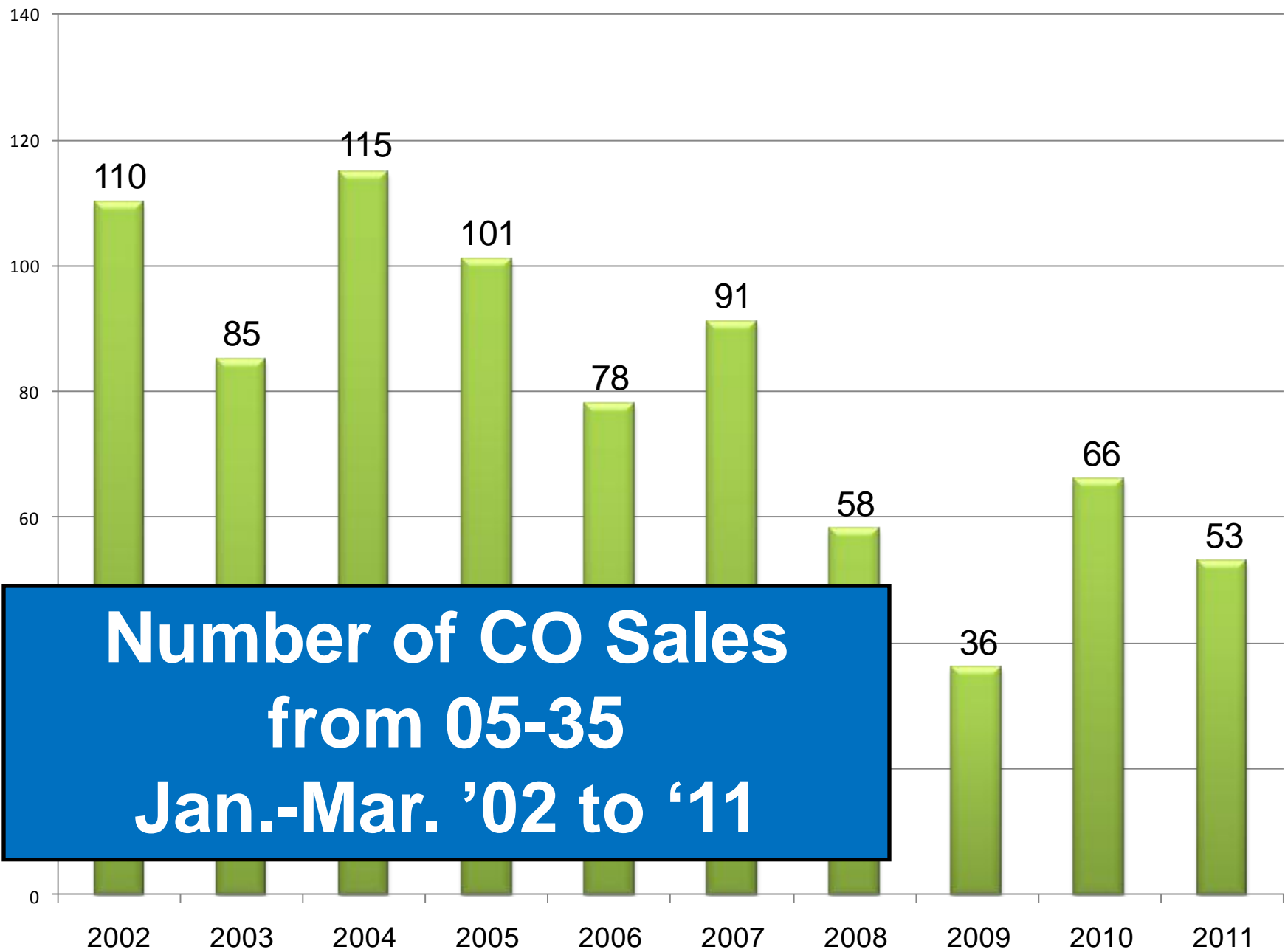
Condo Average Sales Price



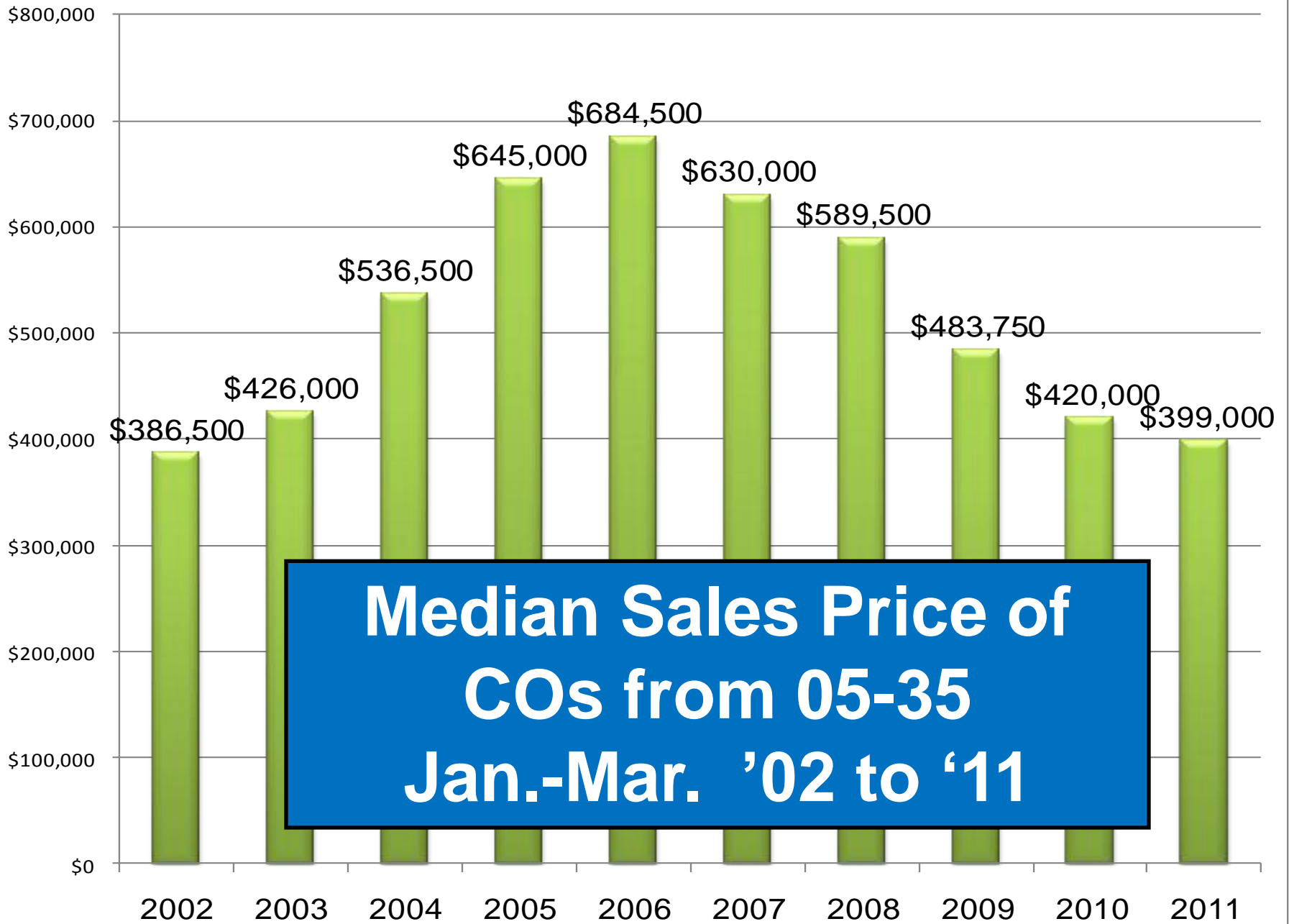




**Perspective
for Condos
2002-2011**



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



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

**Compiled from
Santa Barbara Multiple Listing Service Data
on 4/7/2011**

Statistics Through March '11