



**Compiled from  
Santa Barbara Multiple Listing Service Data  
on 6/7/2011**

**Statistics Through May '11**

# MLS vs CORT for April '11

MLS 87 Sales 70 HE/PU – 17 CO  
CORT 112 Sales

- 1 Reported Closed in Feb. '11
- 1 Reported Closed in March '11
- 1 Reported Closed in May '11
- 2 Commercial/Office
- 2 Vacant Land
- 1 Multi-Family
- 1 Expired in MLS
- 2 Still Pending in MLS
- 19 Not in MLS
- 6 in MLS not in CORT

**May 1-May 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	90	\$117,552,399	\$874,000	\$1,306,137	112	\$110,385,423	\$790,189	\$1,226,504	93.90	86.41
List/Sold	22	\$30,588,300	\$887,000	\$1,390,377	125	\$28,526,500	\$882,500	\$1,296,659	93.26	88.29
Co-Broker	68	\$86,964,099	\$844,250	\$1,278,883	108	\$81,858,923	\$782,000	\$1,203,807	94.13	85.77
New	179	\$405,987,100	\$1,195,000	\$2,268,084	18					
Pending	122	\$156,262,755	\$864,500	\$1,280,842	93					
Withdrawn	11	\$18,574,900	\$799,000	\$1,688,627	86					
Cancelled	26	\$97,432,800	\$1,359,500	\$3,747,415	269					
Expired	39	\$96,626,459	\$1,305,000	\$2,477,601	241					
Back On Market	39	\$53,552,489	\$769,000	\$1,373,140	173					
Extended	55	\$174,434,464	\$1,188,000	\$3,171,535	173					
Active In Range	677	\$1,880,226,645	\$1,398,700	\$2,777,291	117					
Current Active	562	\$1,608,488,222	\$1,495,000	\$2,862,078	127					

## HE/PU May '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	90	\$117,552,399	\$874,000	\$1,306,137	112	\$110,385,423	\$790,189	\$1,226,504	93.90	86.41
Pending	122	\$156,262,755	\$864,500	\$1,280,842	98					

## HE/PU May '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	86	\$132,205,449	\$915,000	\$1,537,272	74	\$122,611,877	\$902,500	\$1,425,719	92.74	85.40
Pending	77	\$118,823,129	\$929,000	\$1,543,157	63					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$350,000-\$399,999	3	83
\$400,000-\$449,999	6	108
\$450,000-\$499,999	3	44
\$500,000-\$549,999	9	105
\$550,000-\$599,999	5	149
\$600,000-\$649,999	5	165
\$650,000-\$699,999	5	27
\$700,000-\$749,999	5	47
\$750,000-\$799,999	5	27
\$850,000-\$899,999	4	71
\$900,000-\$949,999	2	67
\$950,000-\$999,999	2	56

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	2	1
\$1,100,000-\$1,199,999	3	136
\$1,200,000-\$1,299,999	6	134
\$1,300,000-\$1,399,999	1	134
\$1,400,000-\$1,499,999	1	337
\$1,500,000-\$1,599,999	2	221
\$1,600,000-\$1,699,999	1	1
\$1,700,000-\$1,799,999	1	233
\$1,800,000-\$1,899,999	1	242
\$1,900,000-\$1,999,999	2	34
\$2,000,000-\$2,249,999	2	272
\$2,250,000-\$2,499,999	1	79
\$2,500,000-\$2,749,999	2	232
\$2,750,000-\$2,999,999	5	255
\$3,000,000-\$3,249,999	2	157
\$3,500,000-\$3,749,999	1	48
\$3,750,000-\$3,999,999	1	23
\$4,250,000-\$4,499,999	1	94
\$4,750,000-\$4,999,999	1	8

The average price for the 90 properties is \$1,226,504.

The highest price is \$4,850,000.

**788 San Yidro Ln**

The median price is \$785,378.

The lowest price is \$350,000.

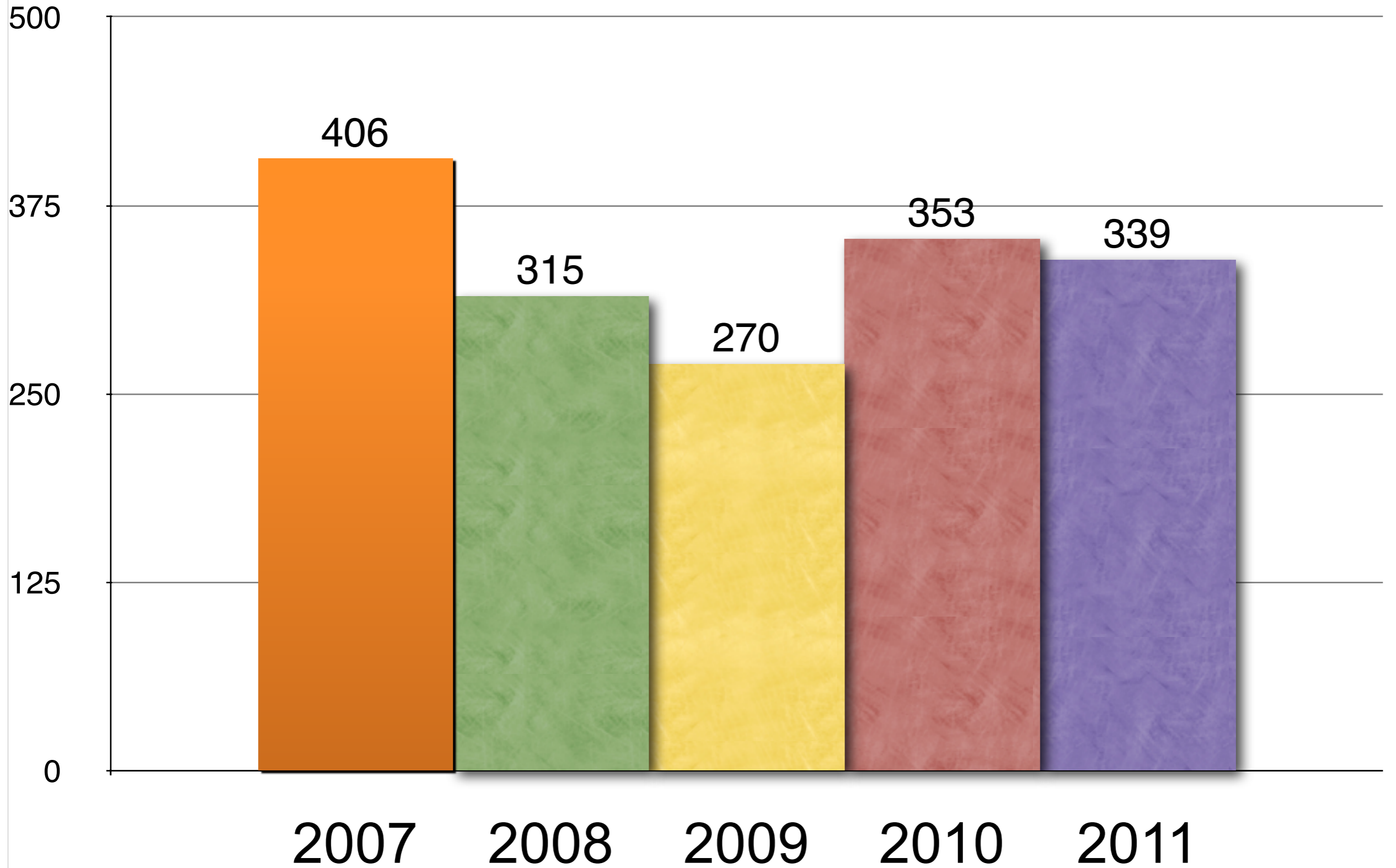
**519 W Anapamu St**

The average Market Time is 112.

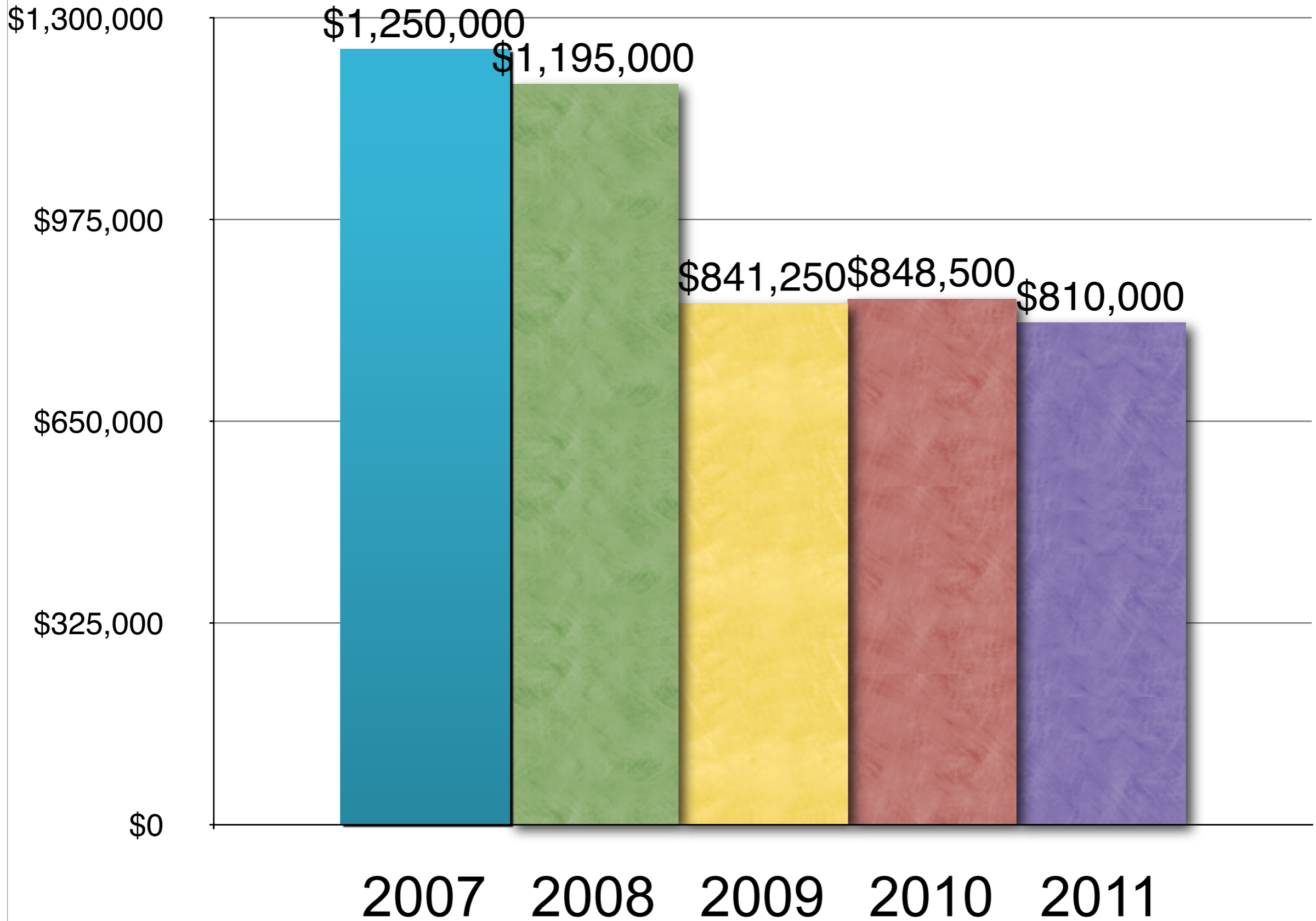
# Home Estate/PUD

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

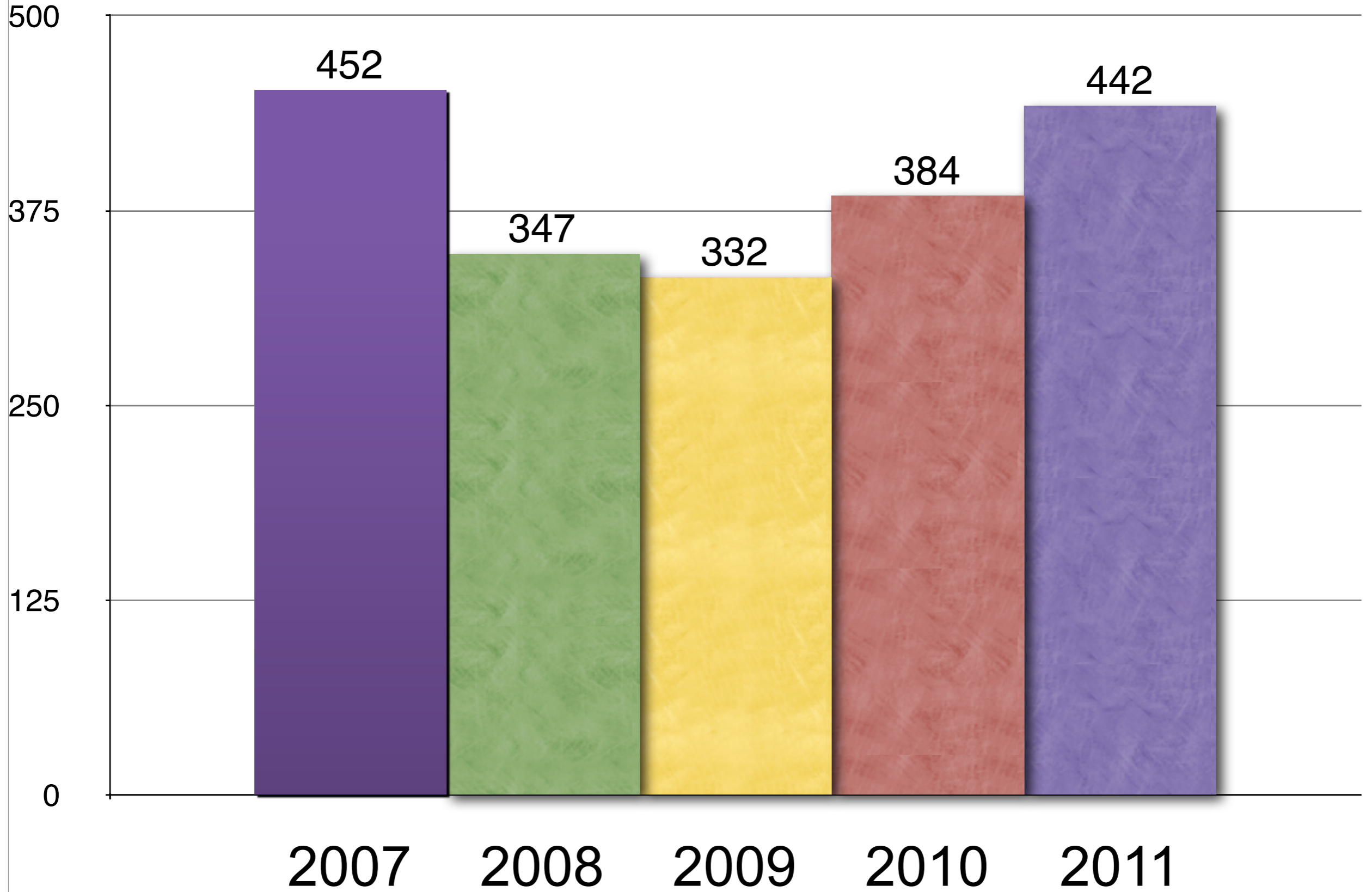
# HE/PU Sales Jan-May 2007-2011



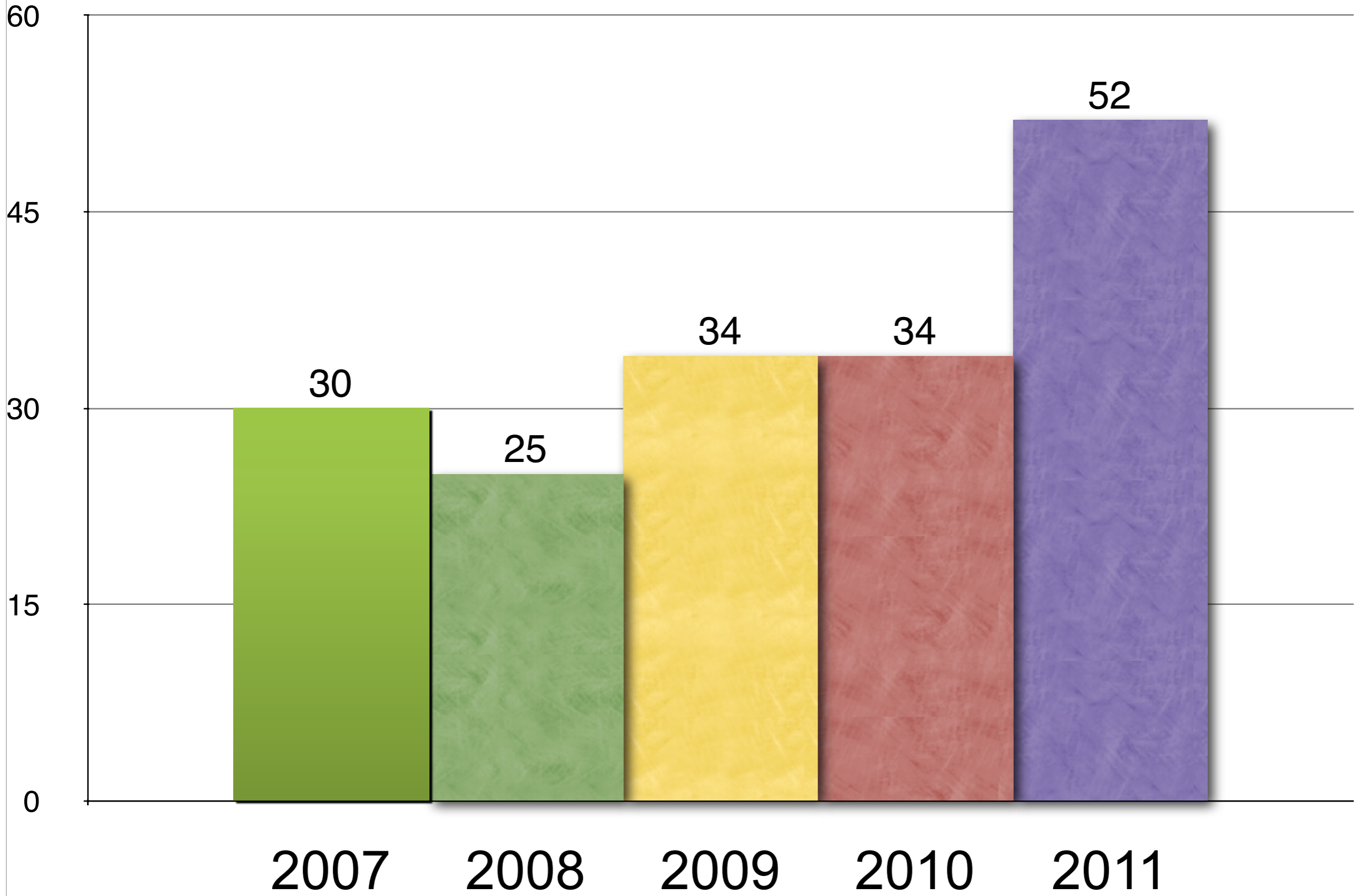
# HE/PU Median Sales Price Jan-May 2007-2011



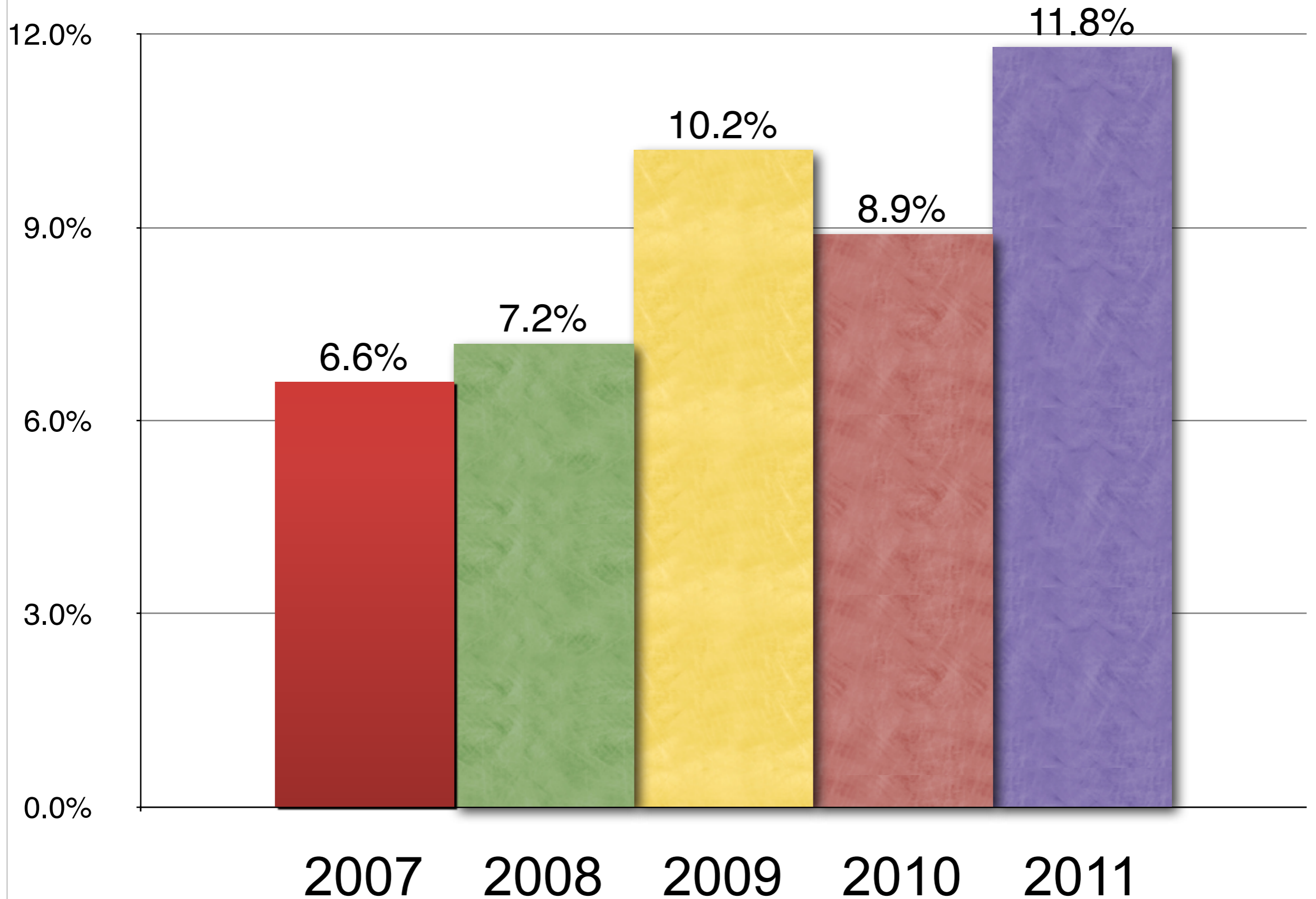
# HE/PU Pending Sales Jan-May 2007-2011



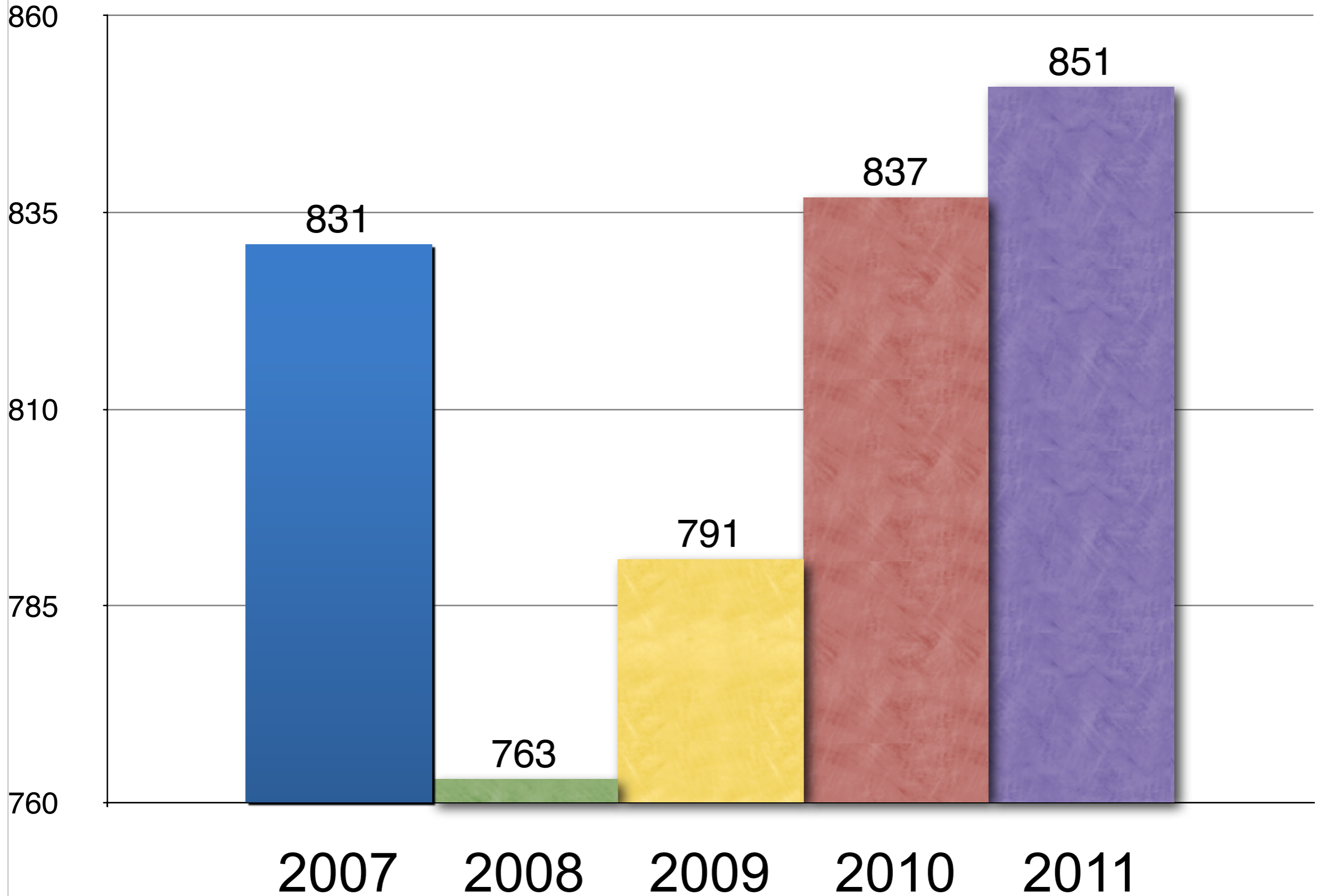
# HE/PU Fall Throughs Jan-May 2007-2011



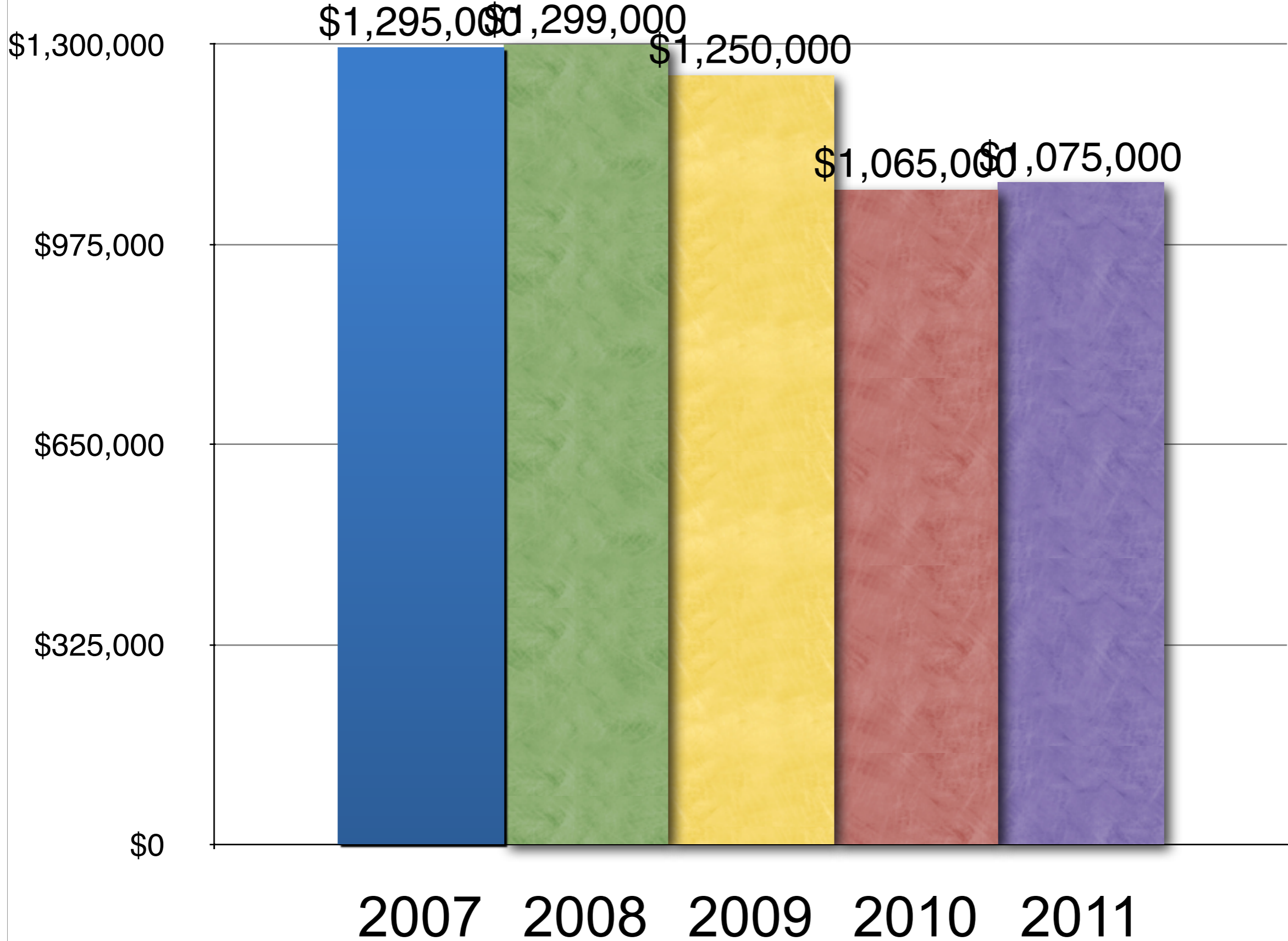
# HE/PU Fall Through Percentages Jan-May '07-'11



# HE/PU Jan-May New Listings 2007-2011



# HE/PU Median List Price Jan-May 2007-2011



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

# Active and Pending Listings '10 vs. '11 January-May

- Total Active Listings  
'10 1,431, '11 1,418, **DOWN -0.9%**
- New Listings  
'10 834, '11 851, **UP+2.0%**
- New Listings Median List Price  
'10 \$1,065,000, '11 \$1,075,000, **UP +0.9%**
- Properties that went into Escrow  
'10 384, '10 442, **UP +15.1%**

# Sold HE/PU '10 vs. '11 Jan.-May

- Number of Sold Properties

'10 353, '11 339, **DOWN -4.0%**

- Median Sales Prices

'10 \$848,500 '11 \$810,000, **DOWN -4.5%**

- Median Sales Prices w/o Hope Ranch/Montecito

'10 \$793,325, '11 \$701,000, **DOWN -11.6%**

- Average Sold Price

'10 \$1,516,828, '11 \$1,262,398, **DOWN -16.8%**

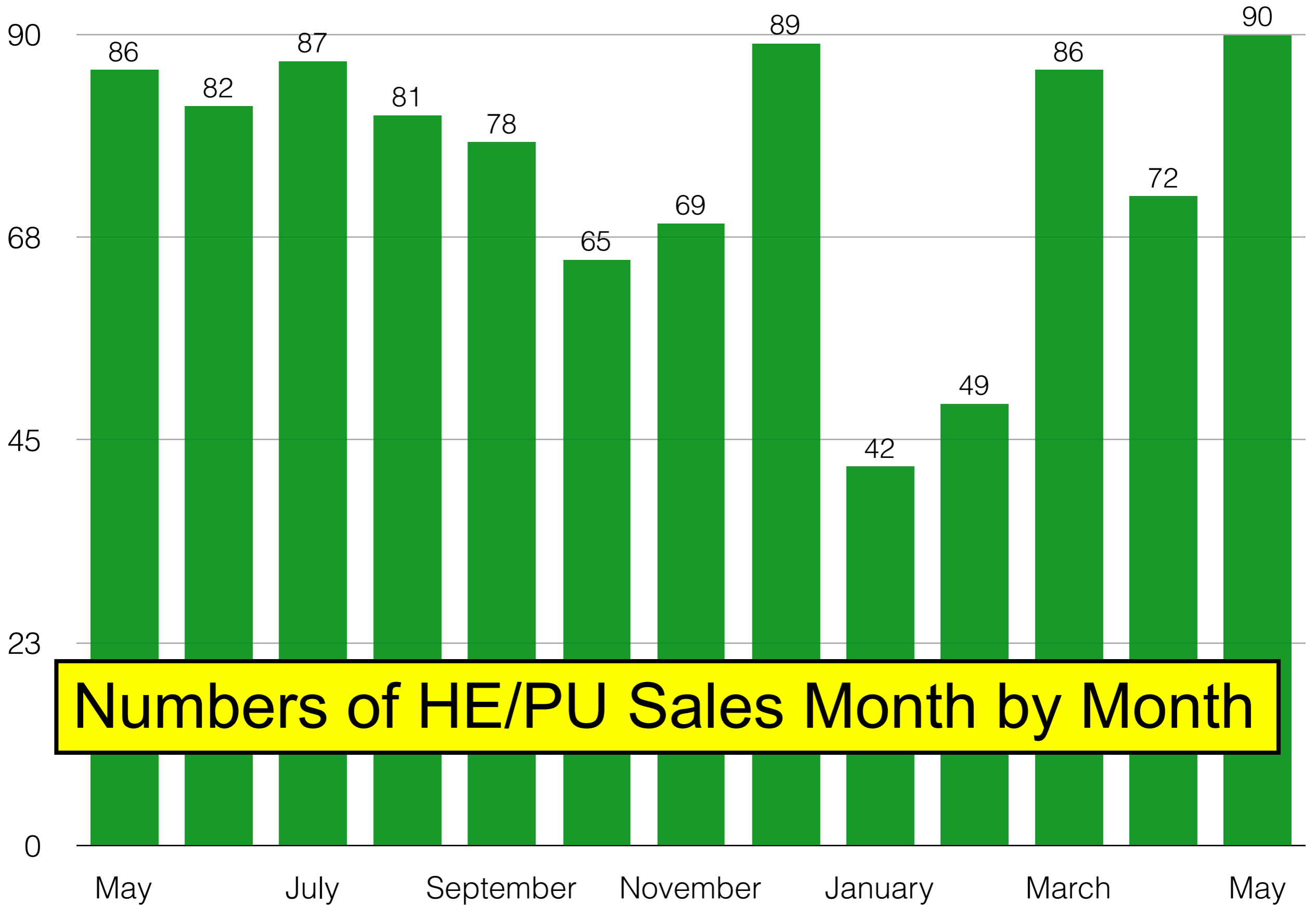
- Average Sold Price w/o Hope Ranch/Montecito

'10 \$1,022,614, '11 \$891,755, **DOWN -12.8%**

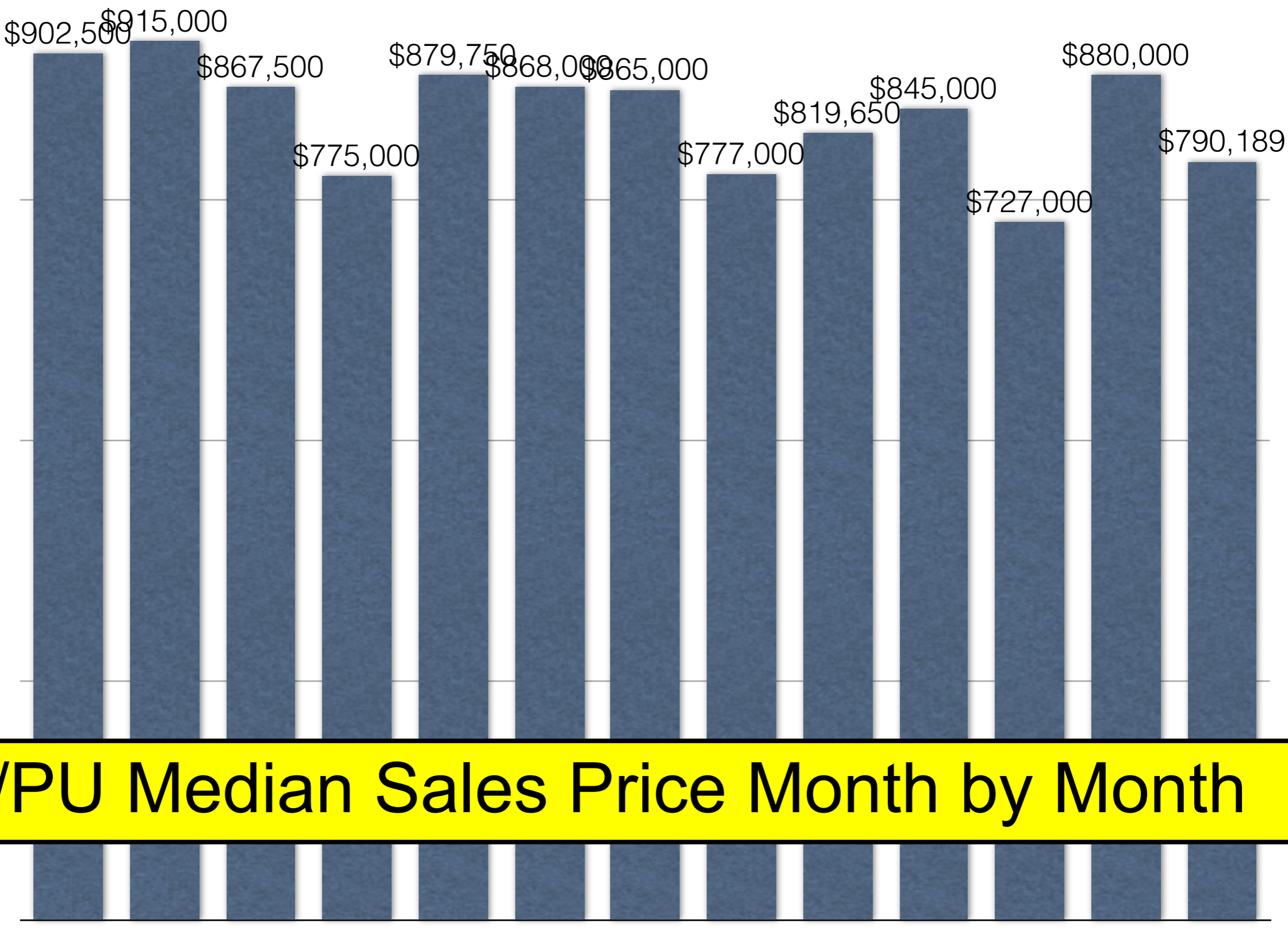
- Sold Volume

'10 \$535,440,424 '11 \$427,952,938 **DOWN -20.1%**

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



\$1,000,000



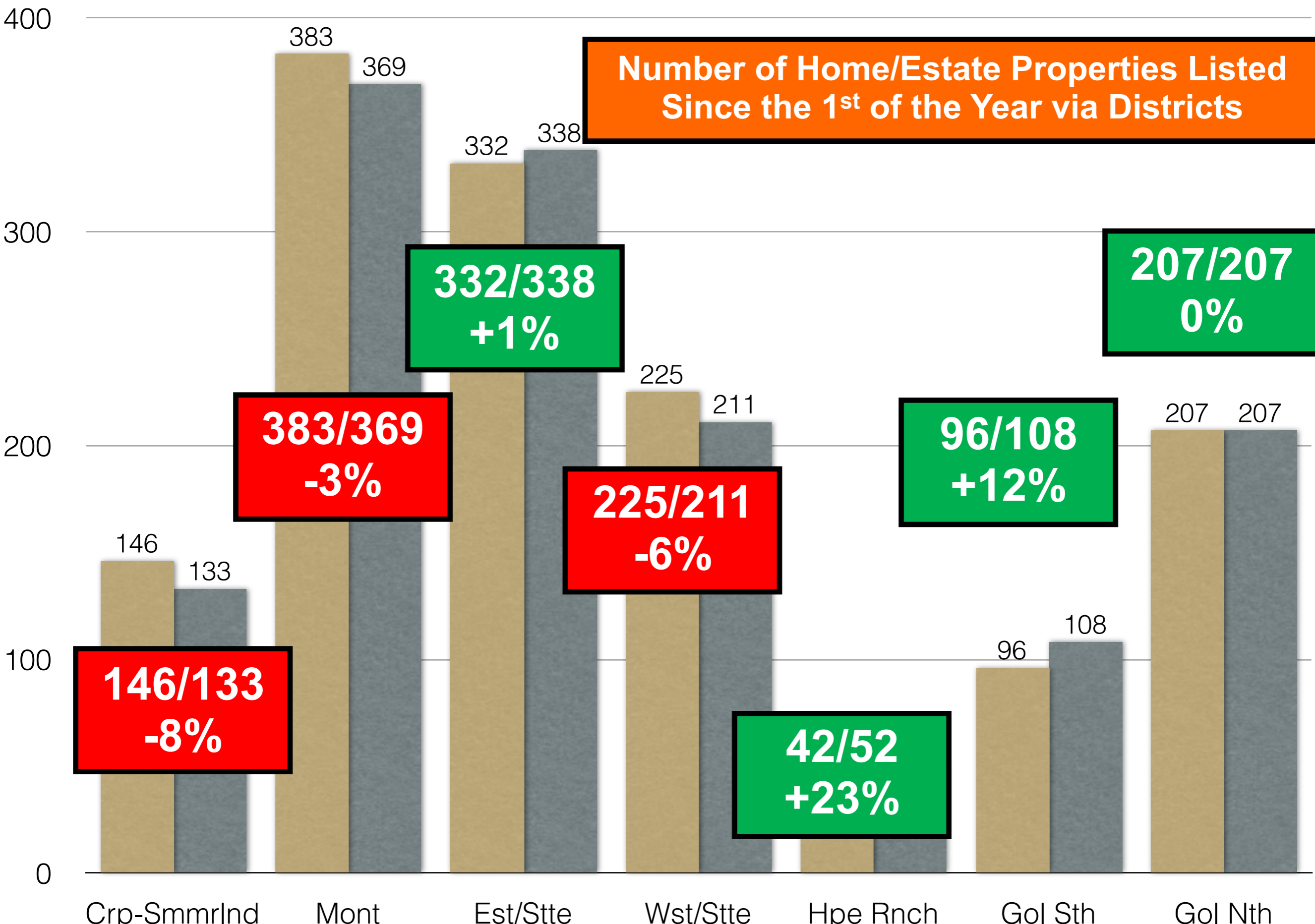
**HE/PU Median Sales Price Month by Month**

\$0

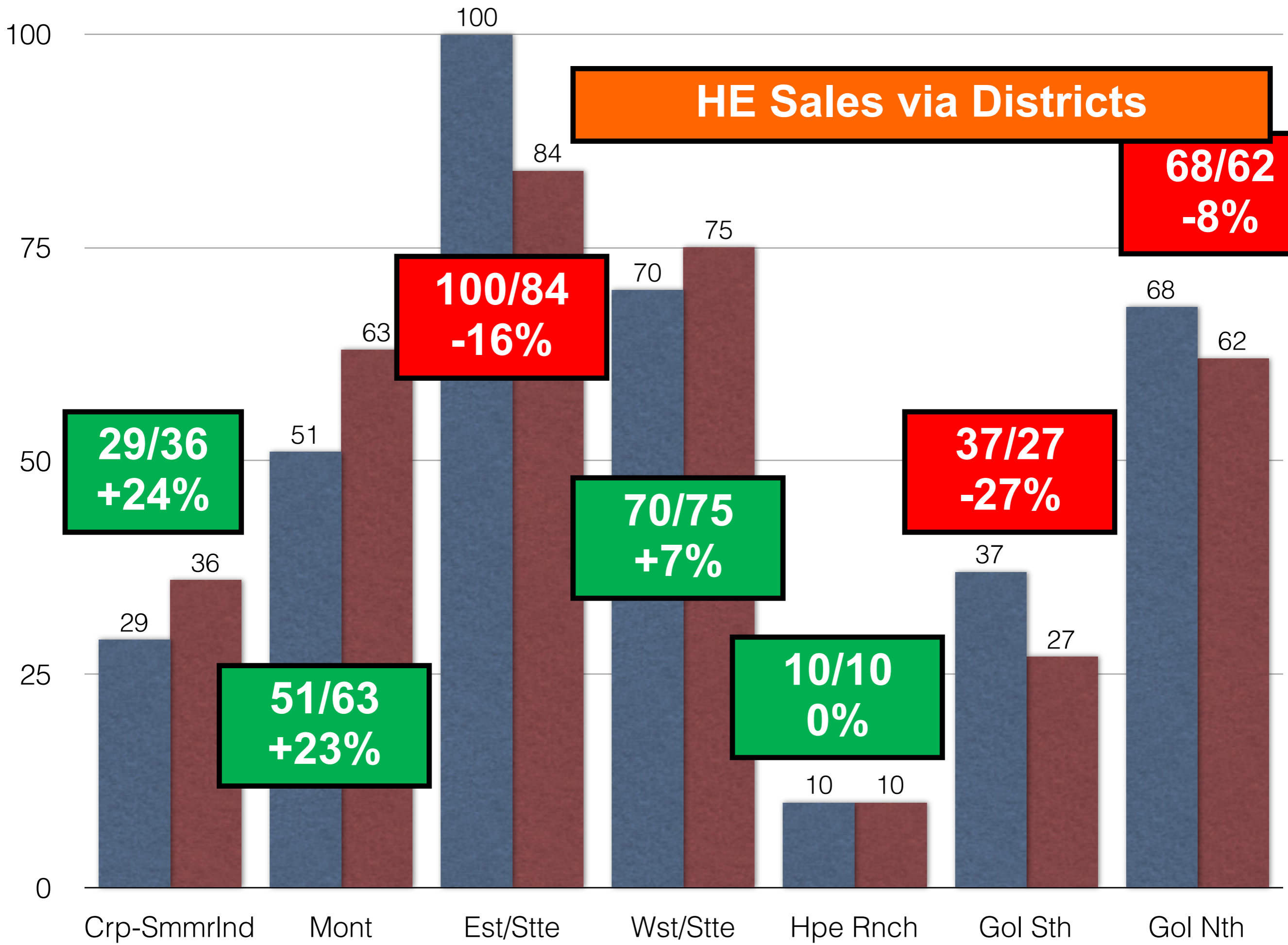
May July September November January March May

# **HE/PU District Stats**

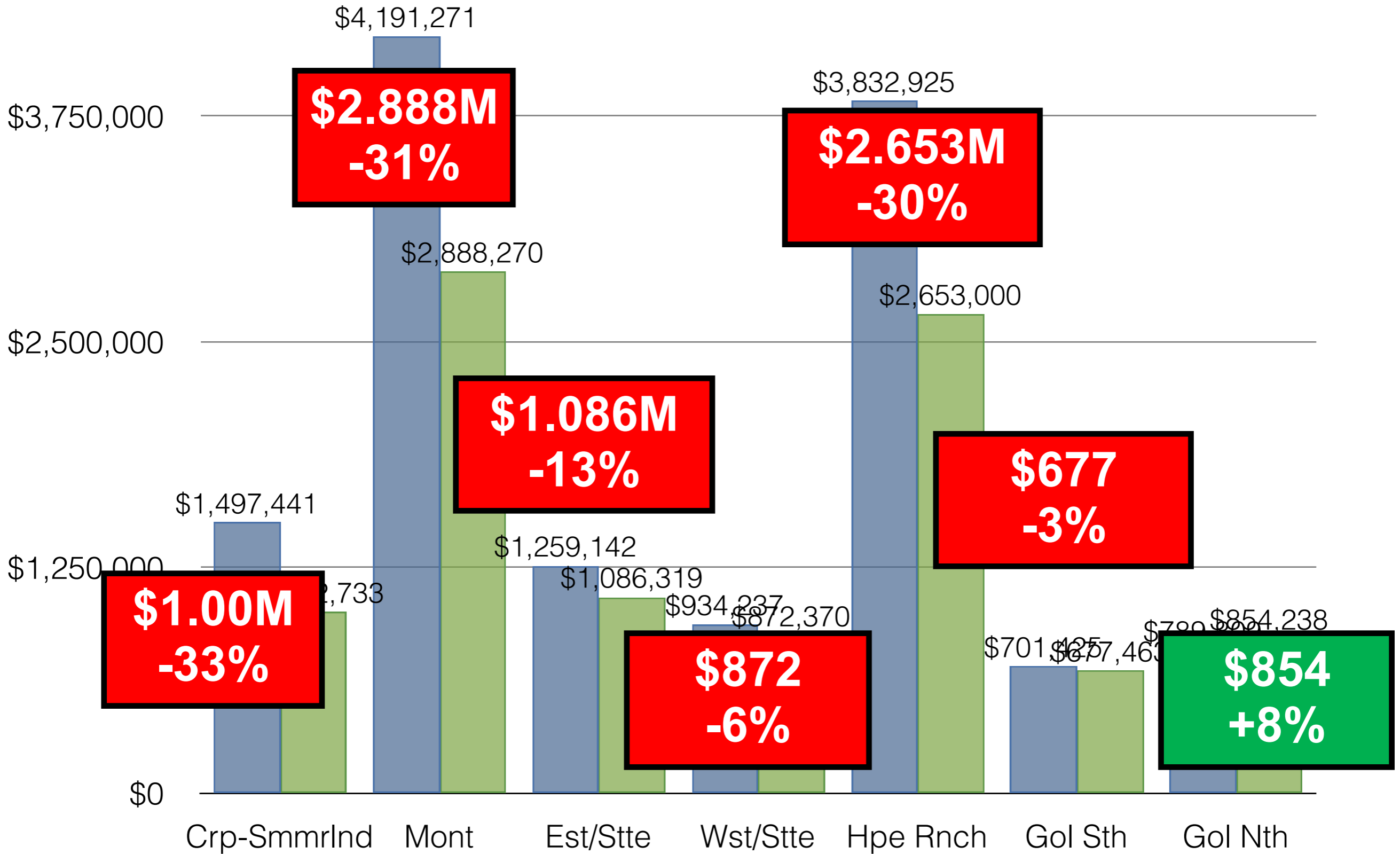
**Number of Home/Estate Properties Listed Since the 1<sup>st</sup> of the Year via Districts**

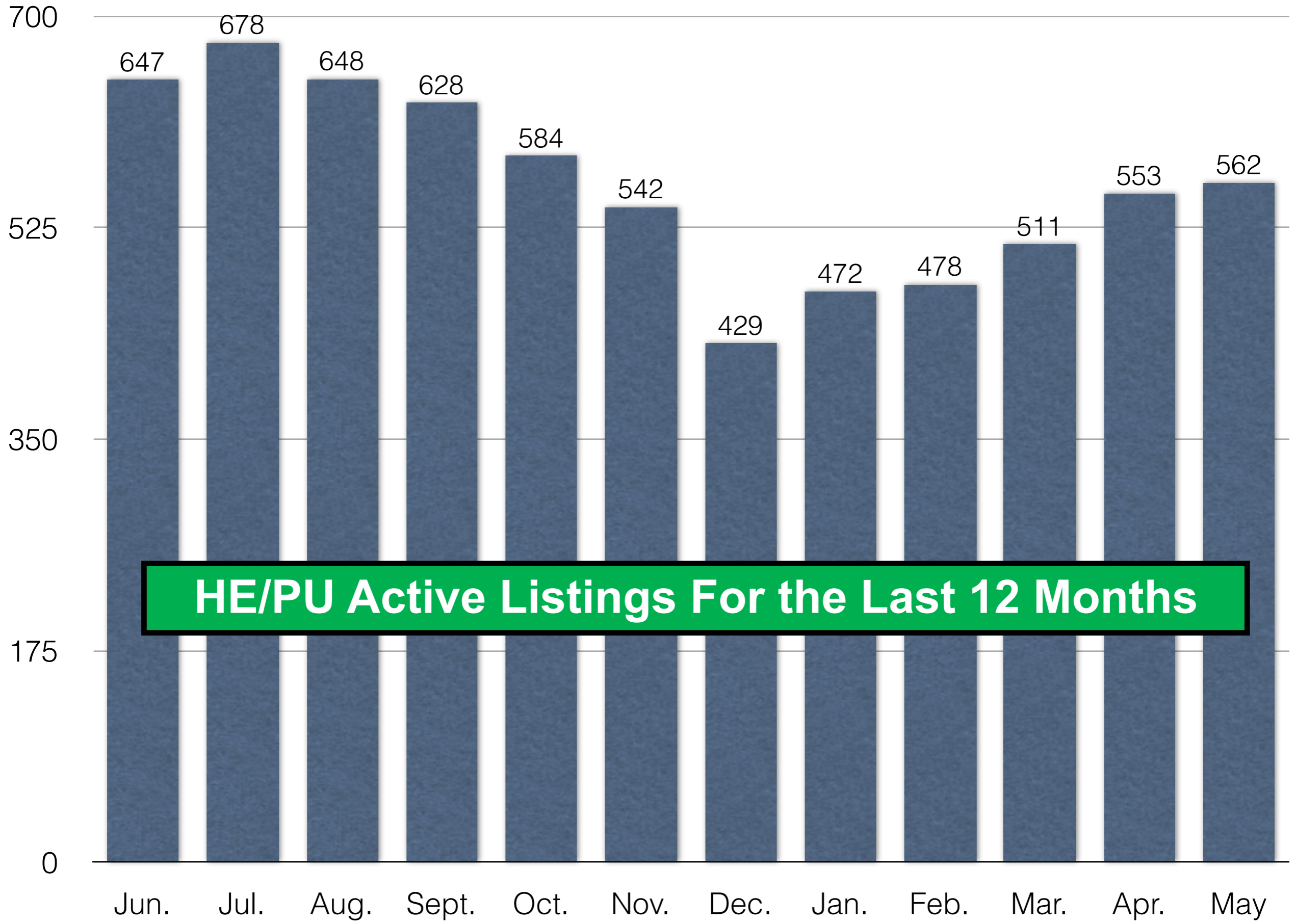


# HE Sales via Districts



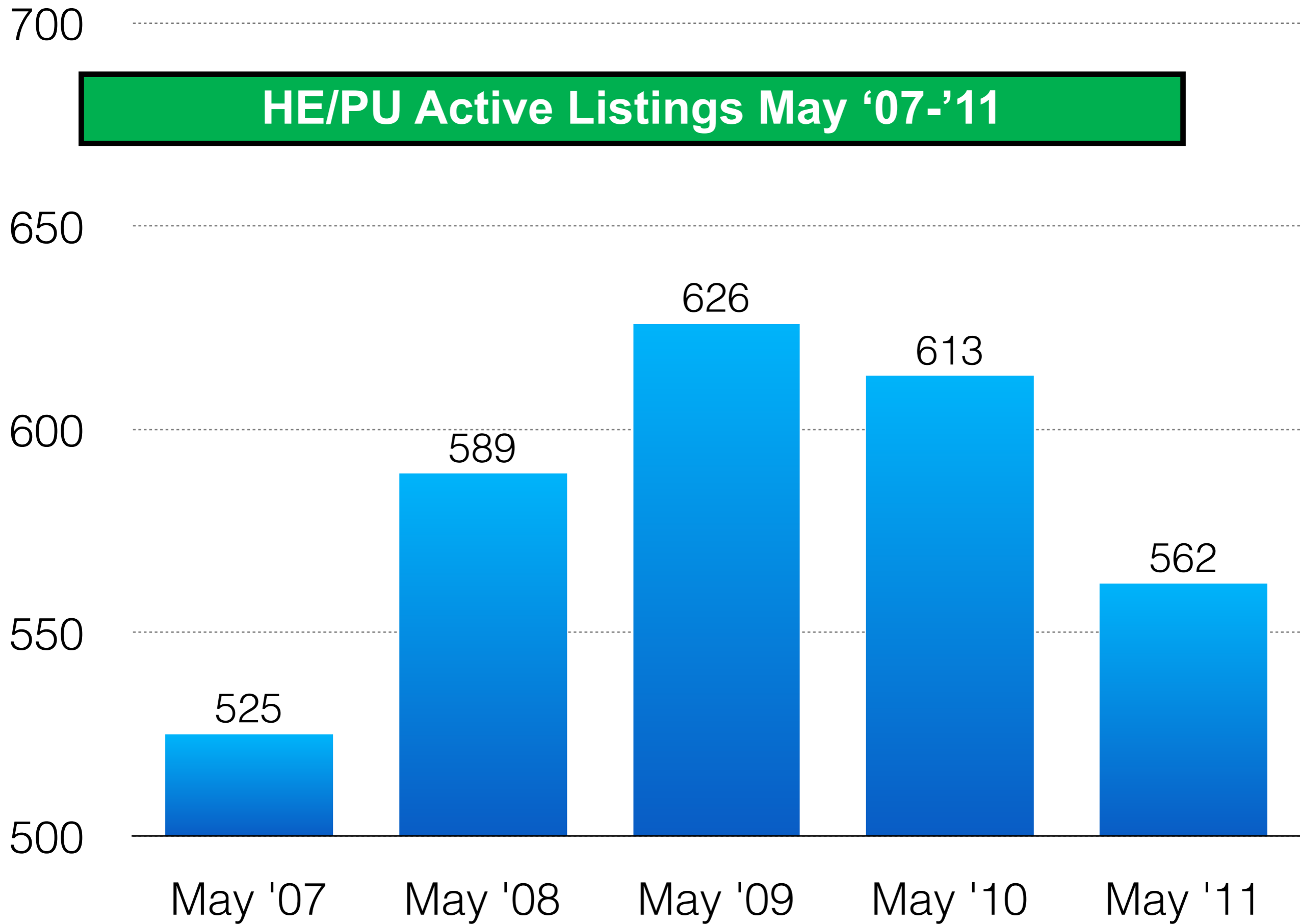
# HE Average Sales Price



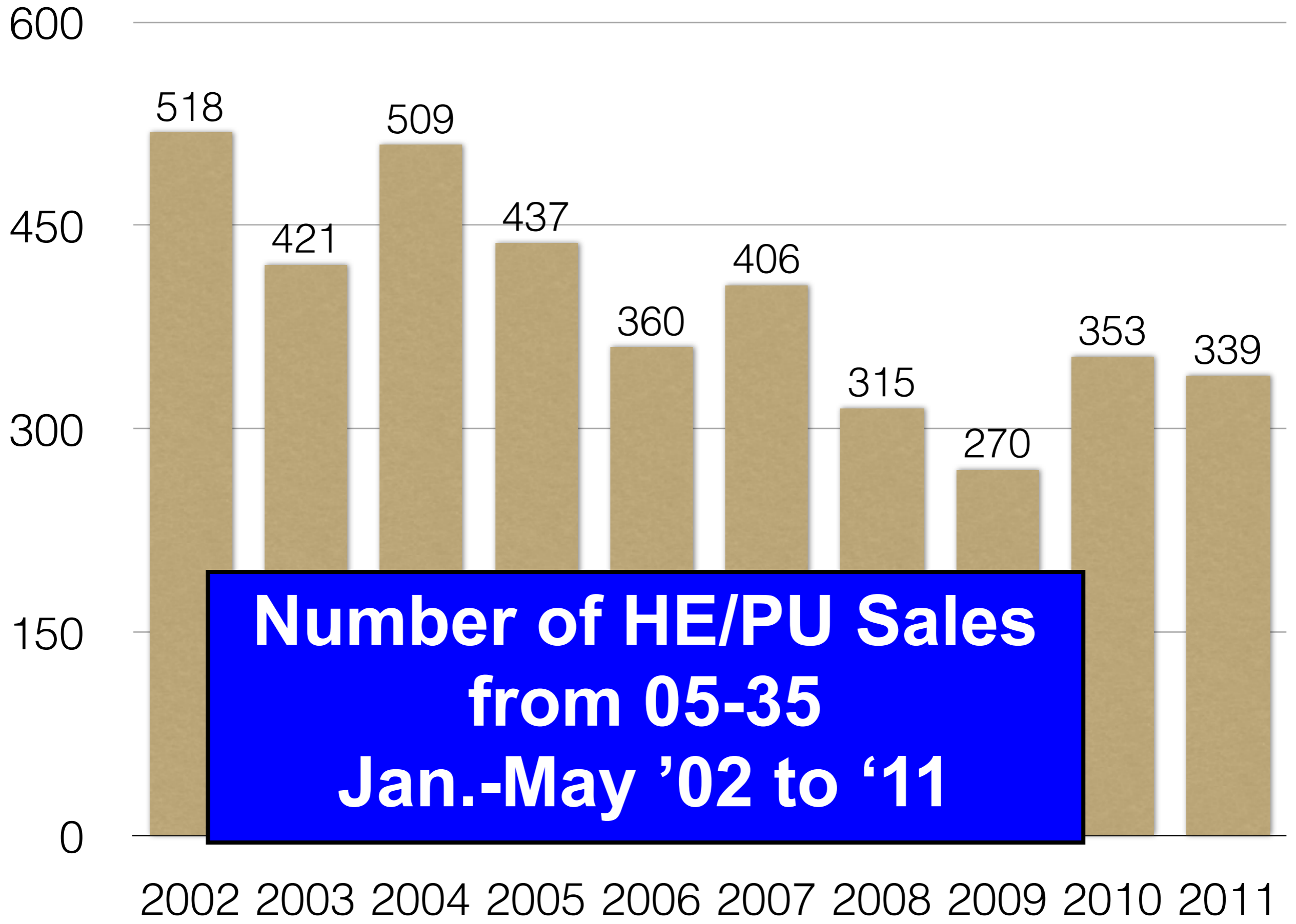


**HE/PU Active Listings For the Last 12 Months**

# HE/PU Active Listings May '07-'11



**Perspective  
for Home Estates  
2002-2011**



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

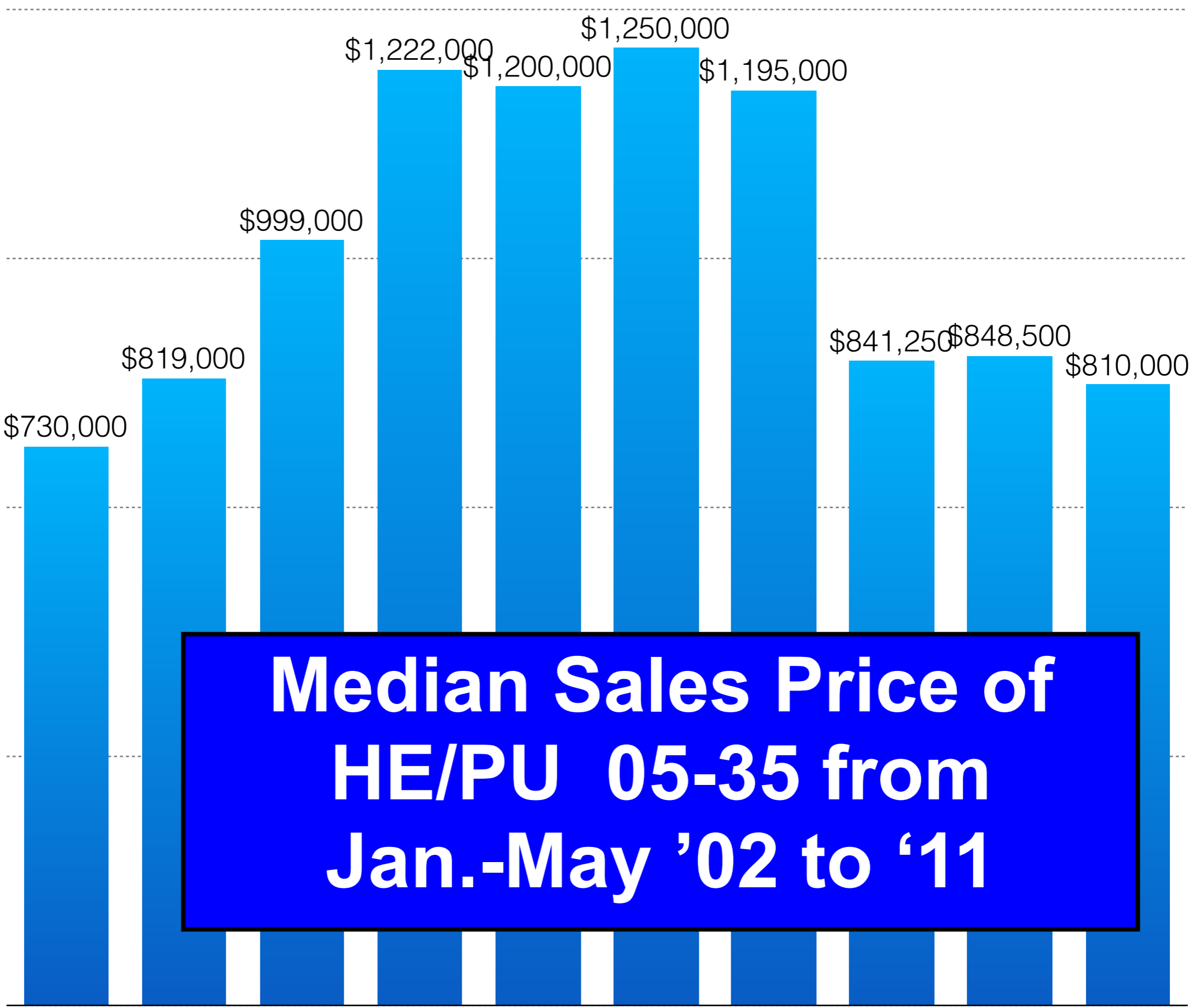
\$1,300,000

\$975,000

\$650,000

\$325,000

\$0



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

2002

2003

2004

2005

2006

2007

2008

2009

2010

2011

**May 1-May 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	18	\$7,988,800	\$386,750	\$443,822	84	\$7,644,800	\$372,500	\$424,711	95.69	91.90
List/Sold	4	\$1,445,500	\$374,500	\$361,375	97	\$1,346,200	\$362,500	\$336,550	93.13	87.56
Co-Broker	14	\$6,543,300	\$386,750	\$467,378	81	\$6,298,600	\$373,500	\$449,900	96.26	92.89
New	45	\$28,596,660	\$477,500	\$635,481	20					
Pending	21	\$8,518,440	\$389,900	\$405,640	64					
Withdrawn	2	\$1,504,000	\$752,000	\$752,000	71					
Cancelled	6	\$3,742,000	\$464,000	\$623,666	107					
Expired	12	\$7,750,000	\$519,000	\$645,833	188					
Back On Market	17	\$9,141,680	\$425,000	\$537,745	120					
Extended	18	\$11,665,080	\$527,000	\$648,060	182					
Active In Range	191	\$146,452,090	\$575,000	\$766,764	123					
Current Active	169	\$127,257,890	\$565,000	\$753,005	136					

## CO May '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	18	\$7,988,800	\$386,750	\$443,822	84	\$7,644,800	\$372,500	\$424,711	95.69	91.90
Pending	21	\$8,518,440	\$389,900	\$405,640	64					

## CO May '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	37	\$23,351,600	\$479,000	\$631,124	85	\$22,046,100	\$467,000	\$595,840	94.41	91.74
Pending	32	\$18,714,350	\$473,000	\$584,823	81	Pending				

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$150,000-\$199,999	2	58
\$200,000-\$249,999	1	51
\$250,000-\$299,999	3	17
\$300,000-\$349,999	1	191
\$350,000-\$399,999	5	69
\$400,000-\$449,999	1	124
\$500,000-\$549,999	1	59
\$550,000-\$599,999	1	142
\$600,000-\$649,999	1	66
\$750,000-\$799,999	1	164
\$1,100,000-\$1,199,999	1	207

The average price for the 18 properties is \$424,711.

The highest price is \$1,100,000.

1004 Fairway Rd

The median price is \$370,000.

The lowest price is \$195,000.

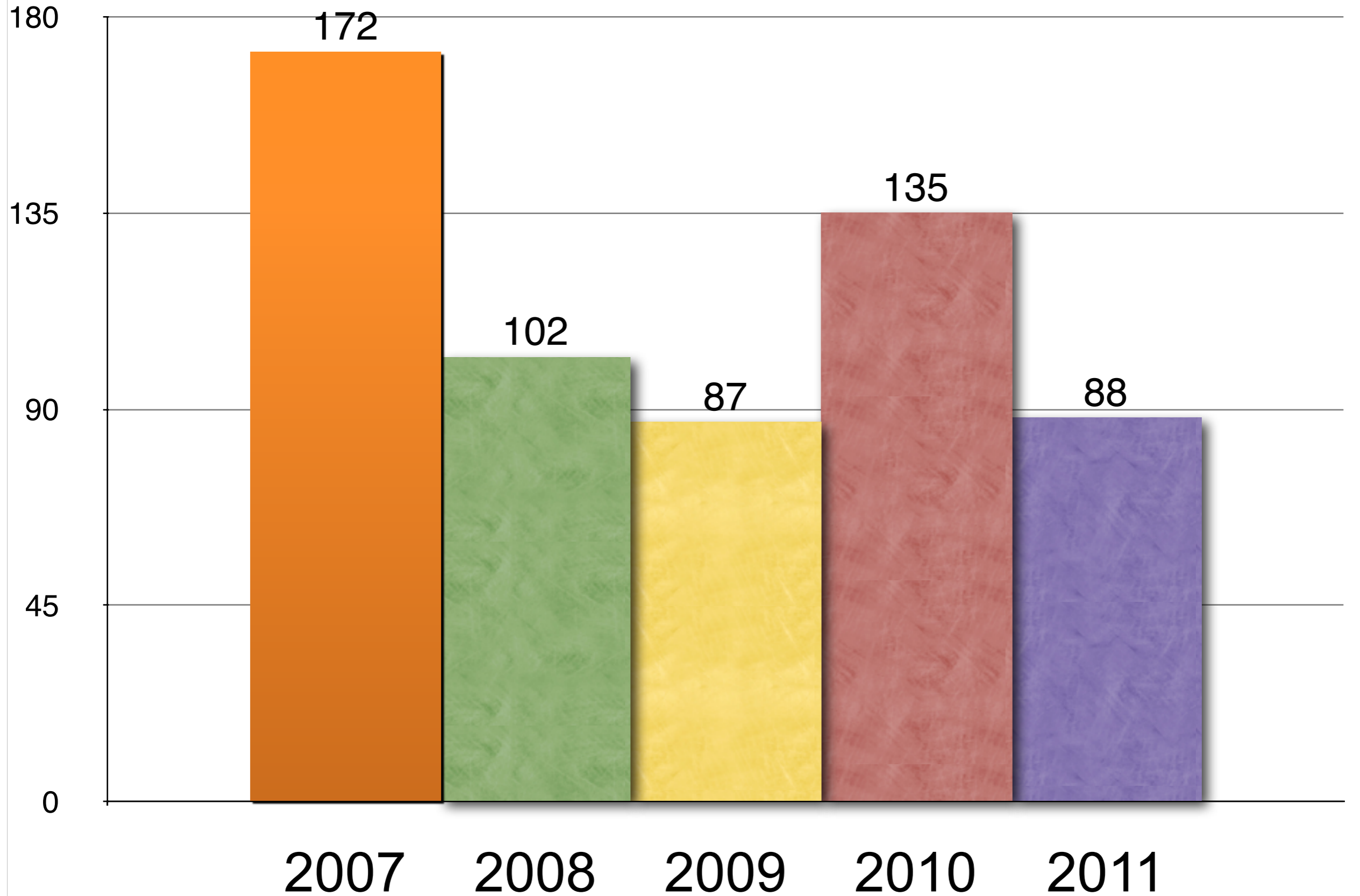
5921 Birch St #3

The average Market Time is 84.

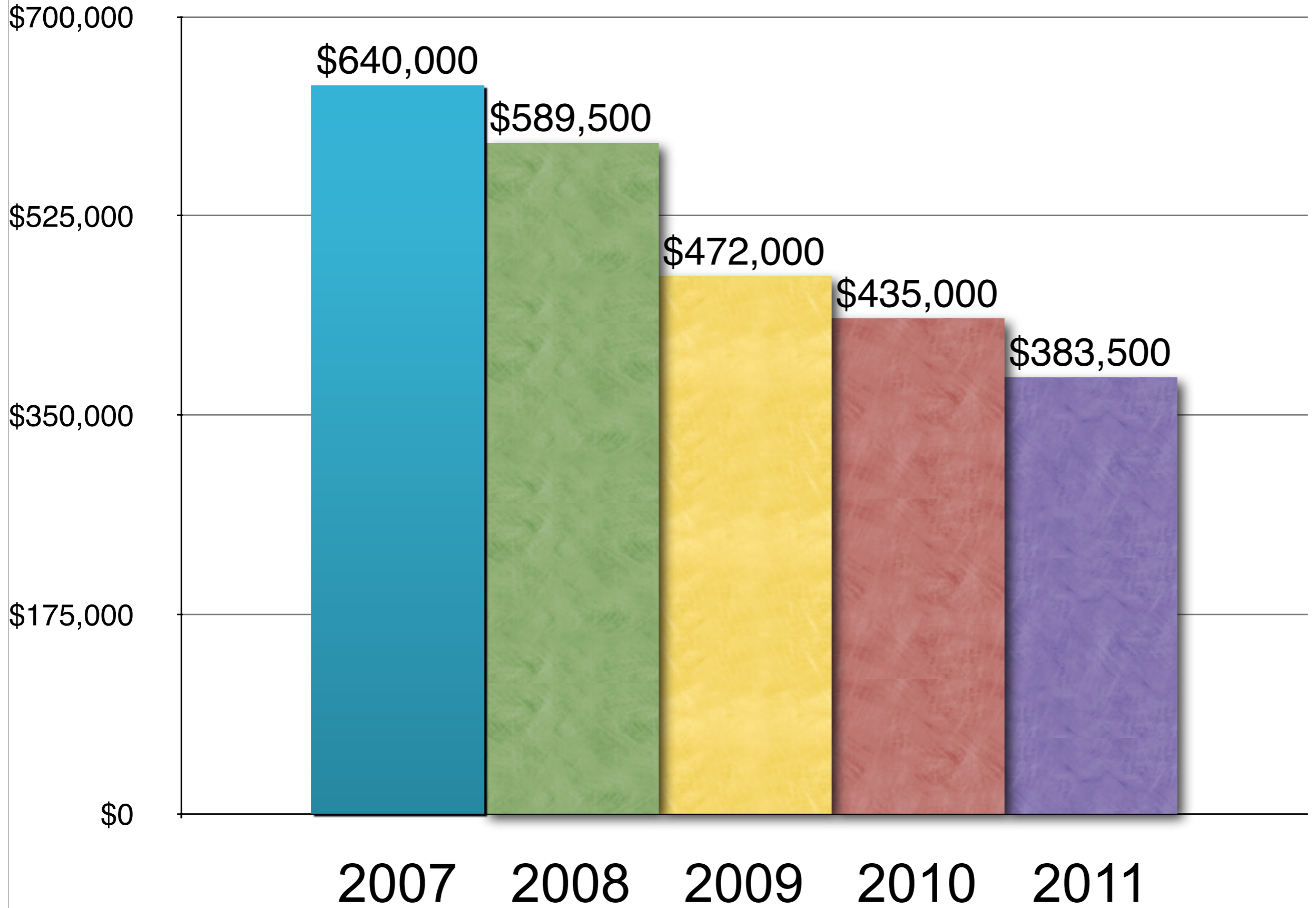
# Condo Statistics

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

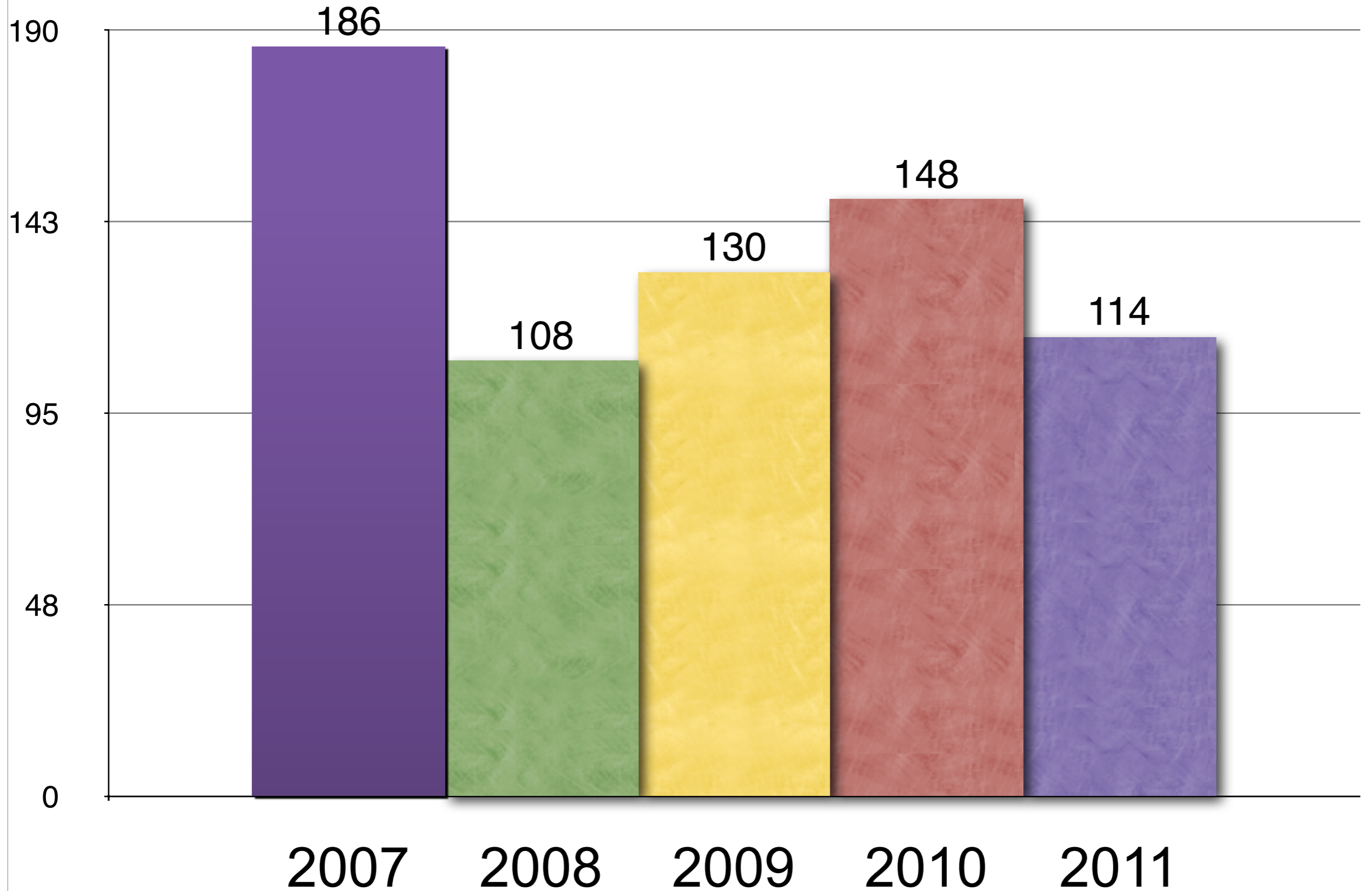
# CO Sales Jan-May 2007-2011



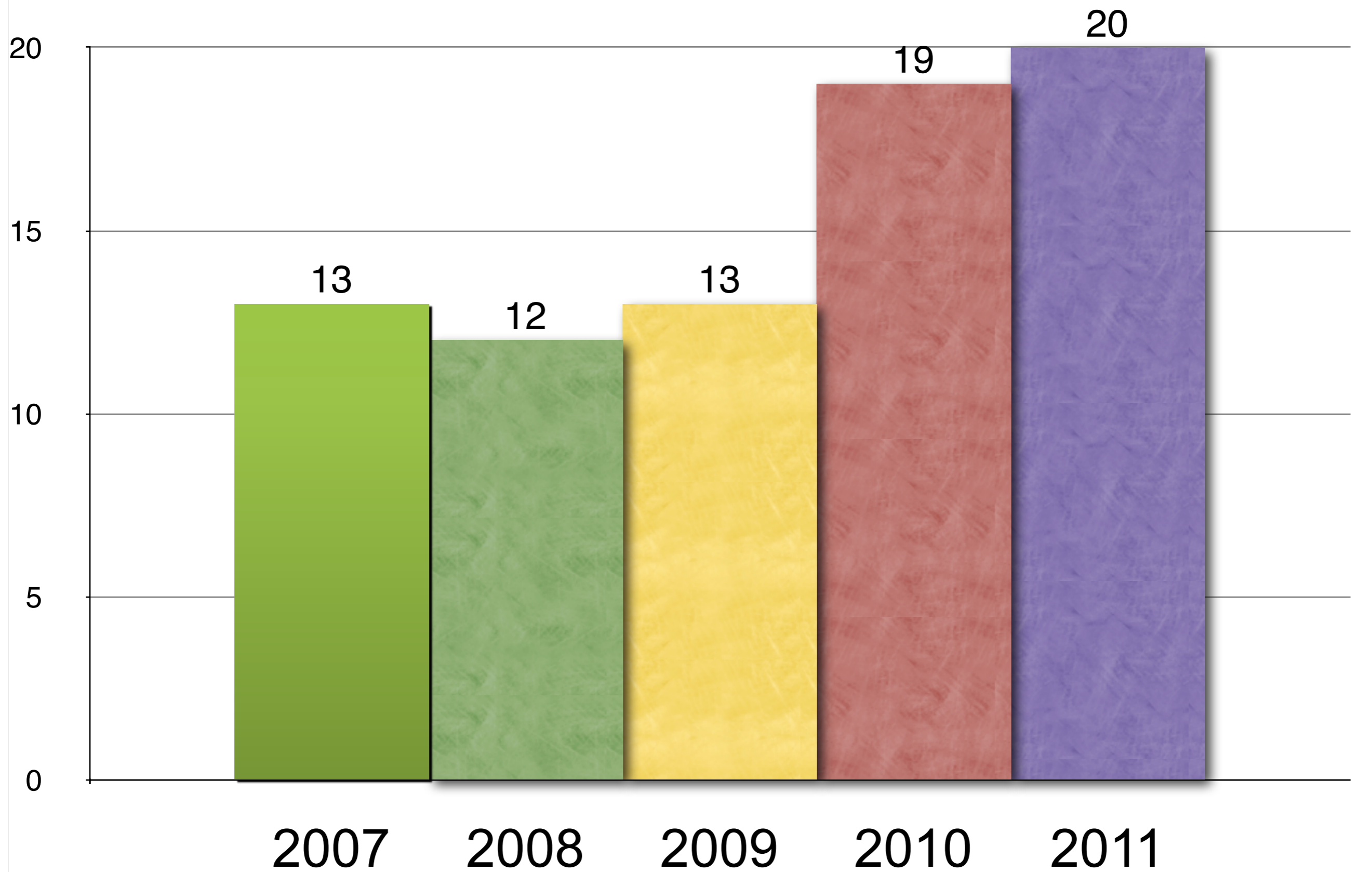
# CO Median Sales Price Jan-May 2007-2011



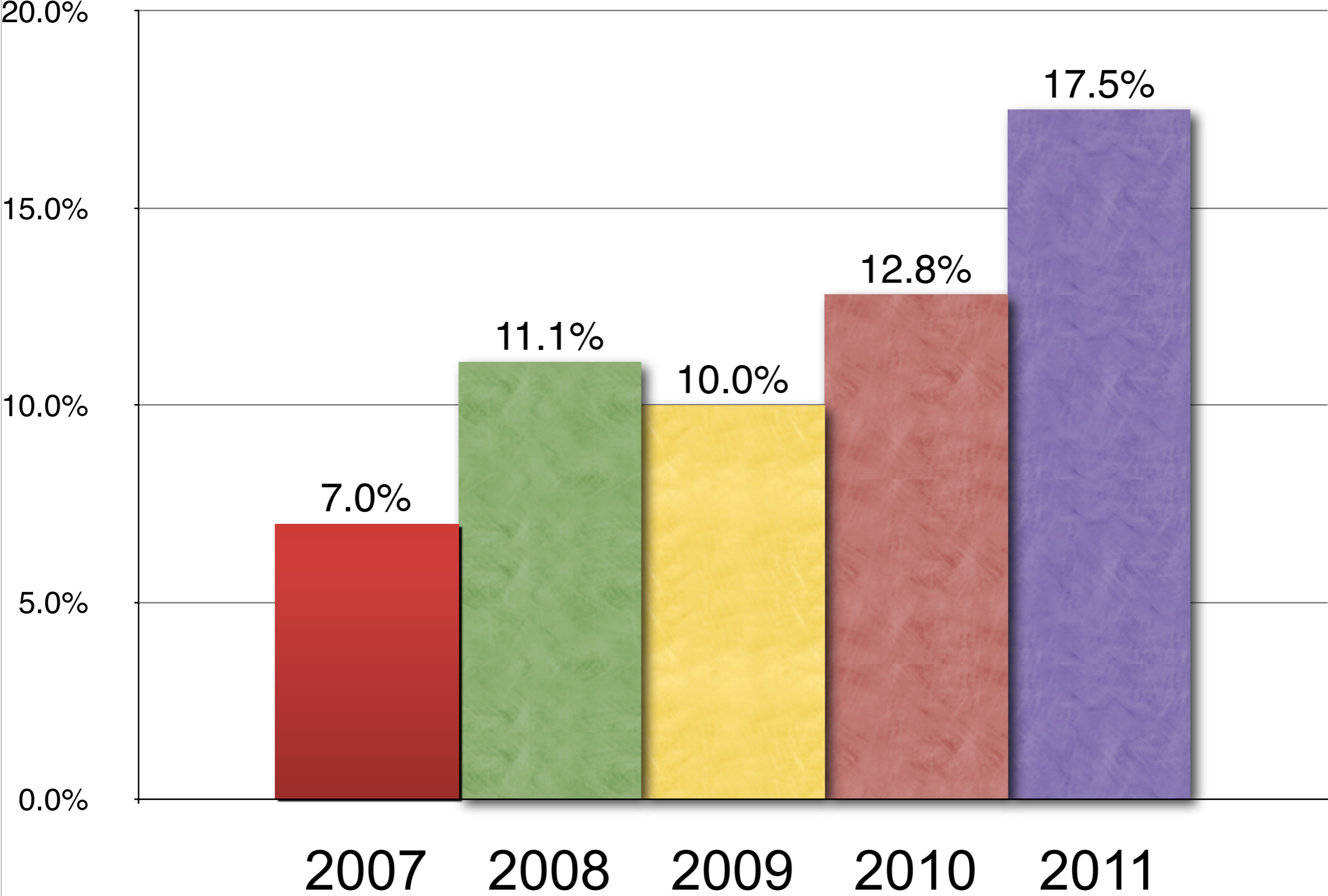
# CO Pending Listings Jan-May 2007-2011



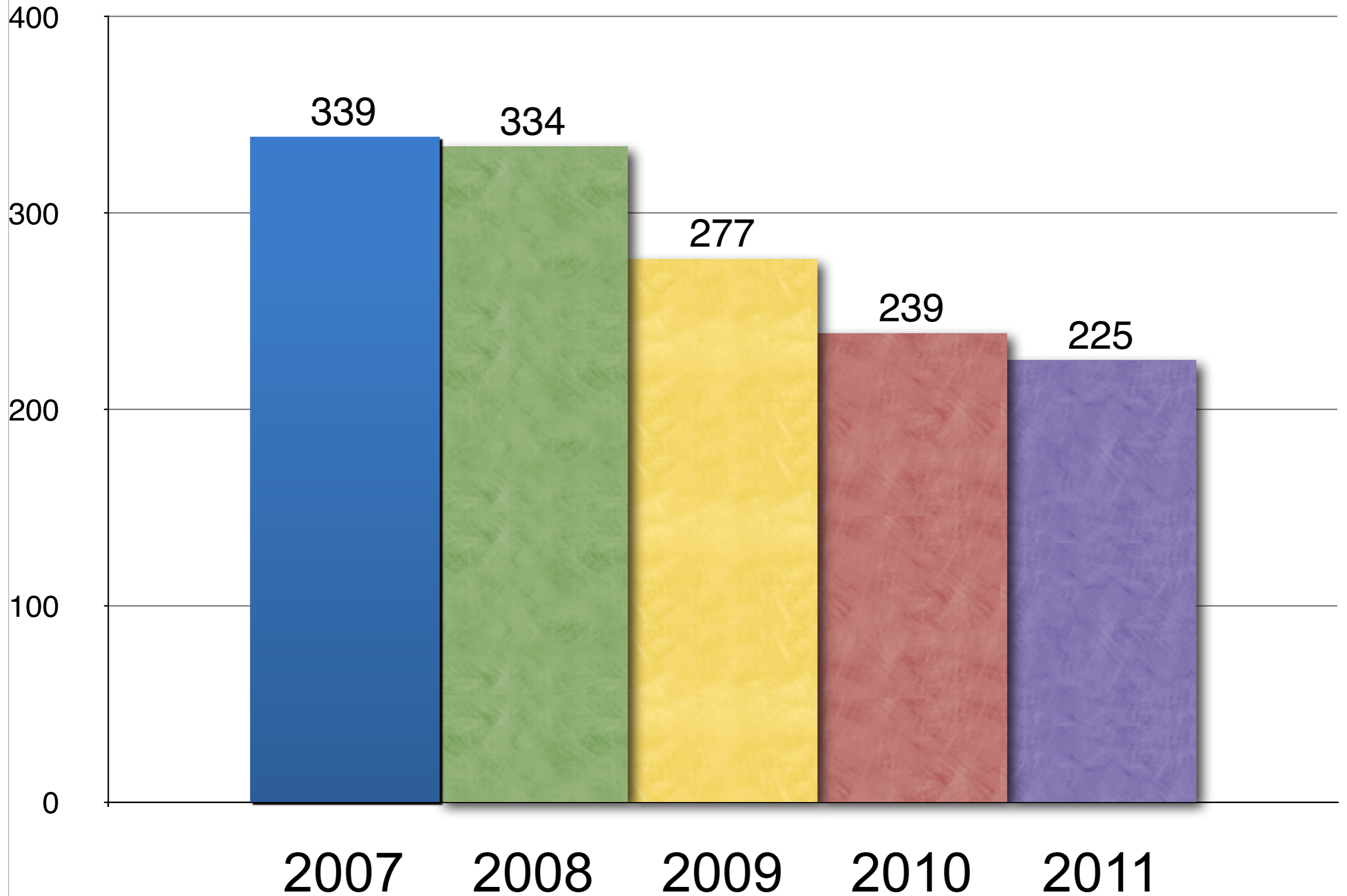
# CO Fall Throughs Jan-May 2007-2011



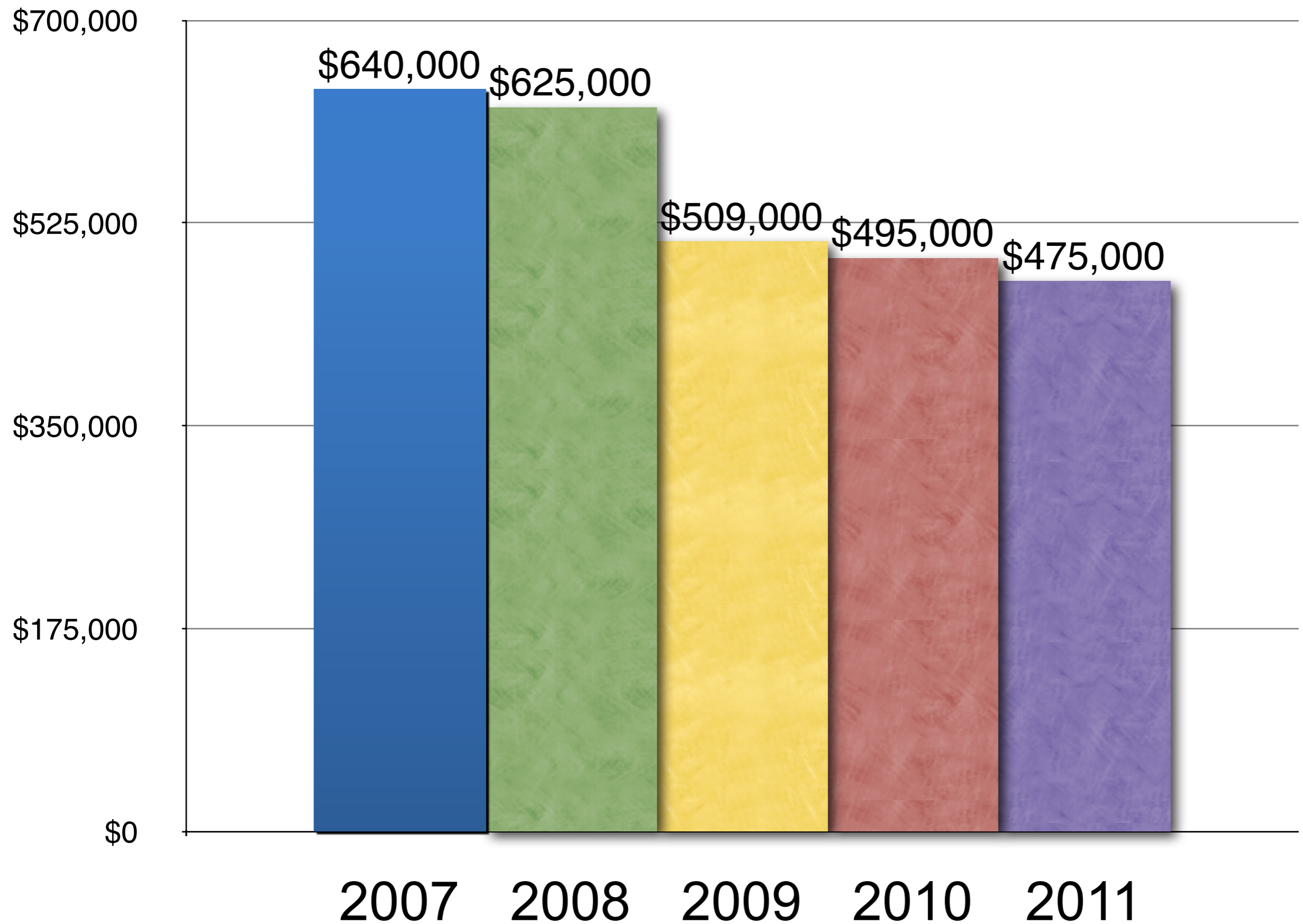
# CO Fall Through Percentages Jan-May 2007-2011



# CO New Listings Jan-May 2007-2011



# CO Median List Price Jan-May 2007-2011



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

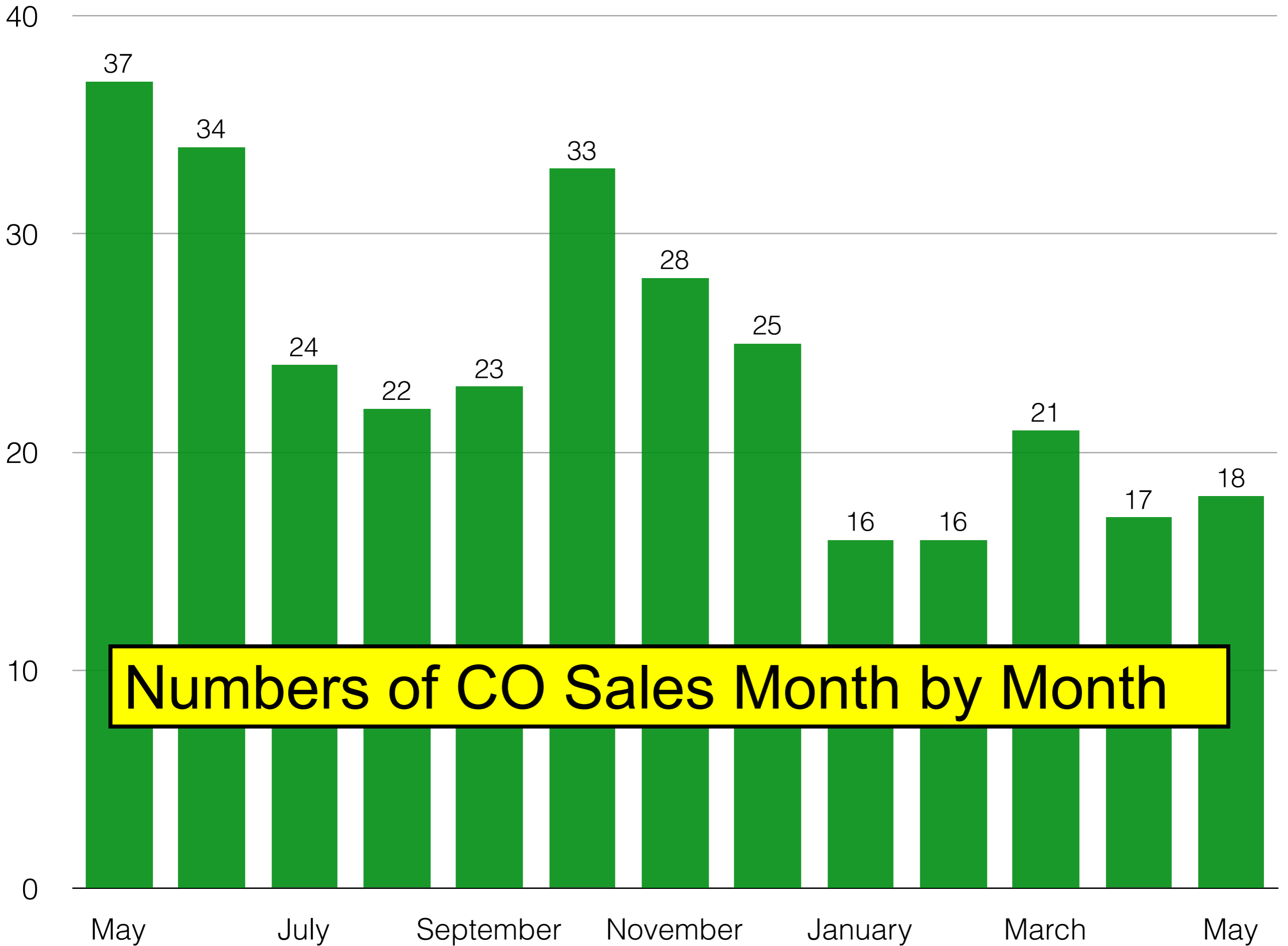
# Active and Pending Listings '10 vs. '11 January-May

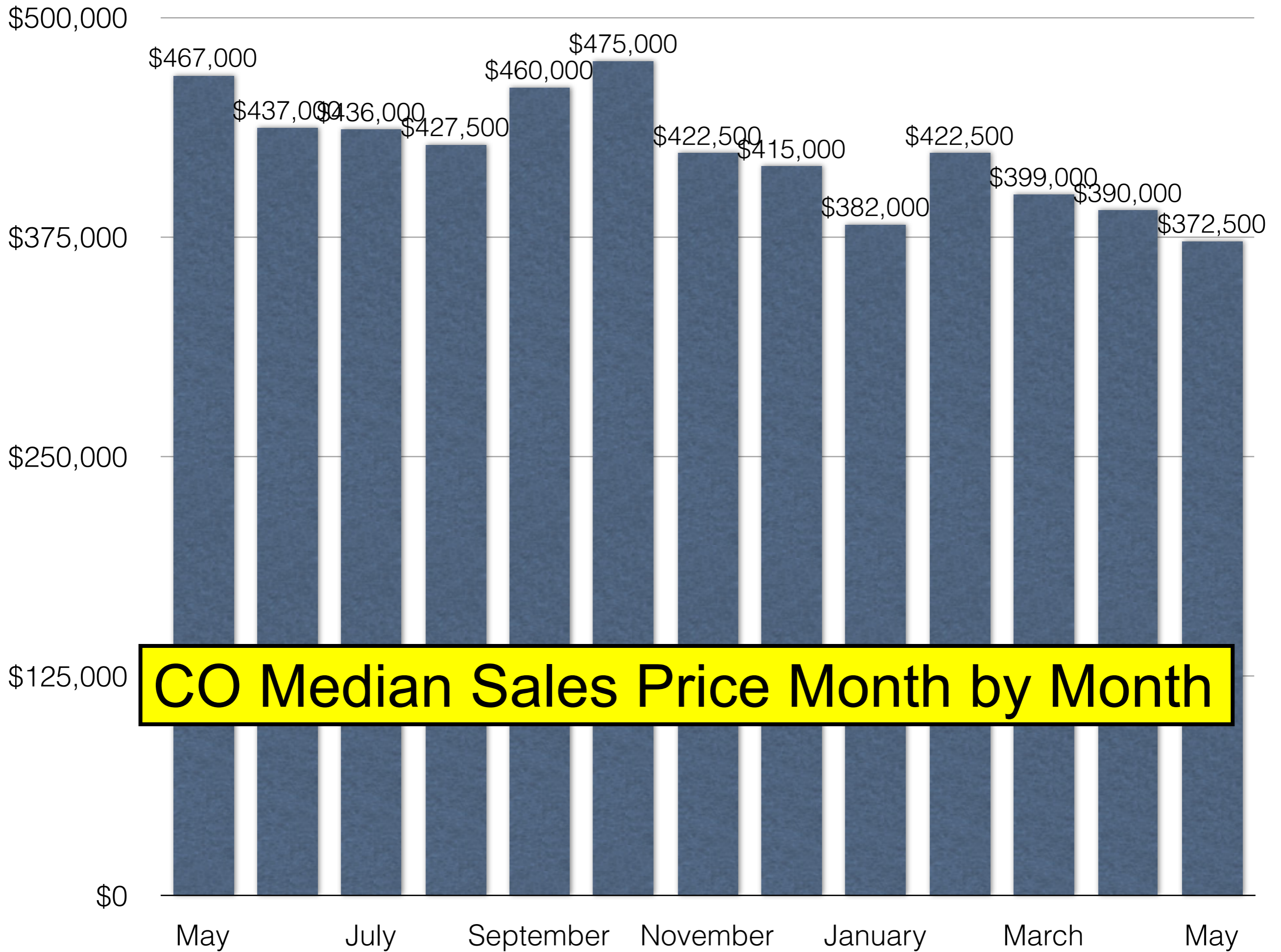
- Total Active Listings  
'10 391, '11 378, **DOWN -3.3%**
- New Listings  
'10 239, '11 225, **DOWN -5.9%**
- New Listings Median List Price  
'10 \$495,000, '11 \$475,000, **DOWN -4.0%**
- Properties that went into Escrow  
'10 148, '10 114, **DOWN -23.0%**

# Sold CO '10 vs. '11 Jan.-May

- Number of Sold Properties  
'10 135, '11 88 **DOWN -34.8%**
- Median Sales Prices  
'10 \$435,000, '11 \$383,500, **DOWN -11.8%**
- Median Sales Prices w/o Montecito  
'10 \$425,000 , '11 \$375,000, **DOWN -11.8%**
- Average Sold Price  
'10 \$521,958, '11 \$479,226, **DOWN -8.2%**
- Average Sold Price w/o Montecito  
'10 \$473,006, '11 \$464,368, **DOWN -1.8%**
- Sold Volume  
'10 \$70,464,400, '11 \$42,171,950, **DOWN -40.2%**

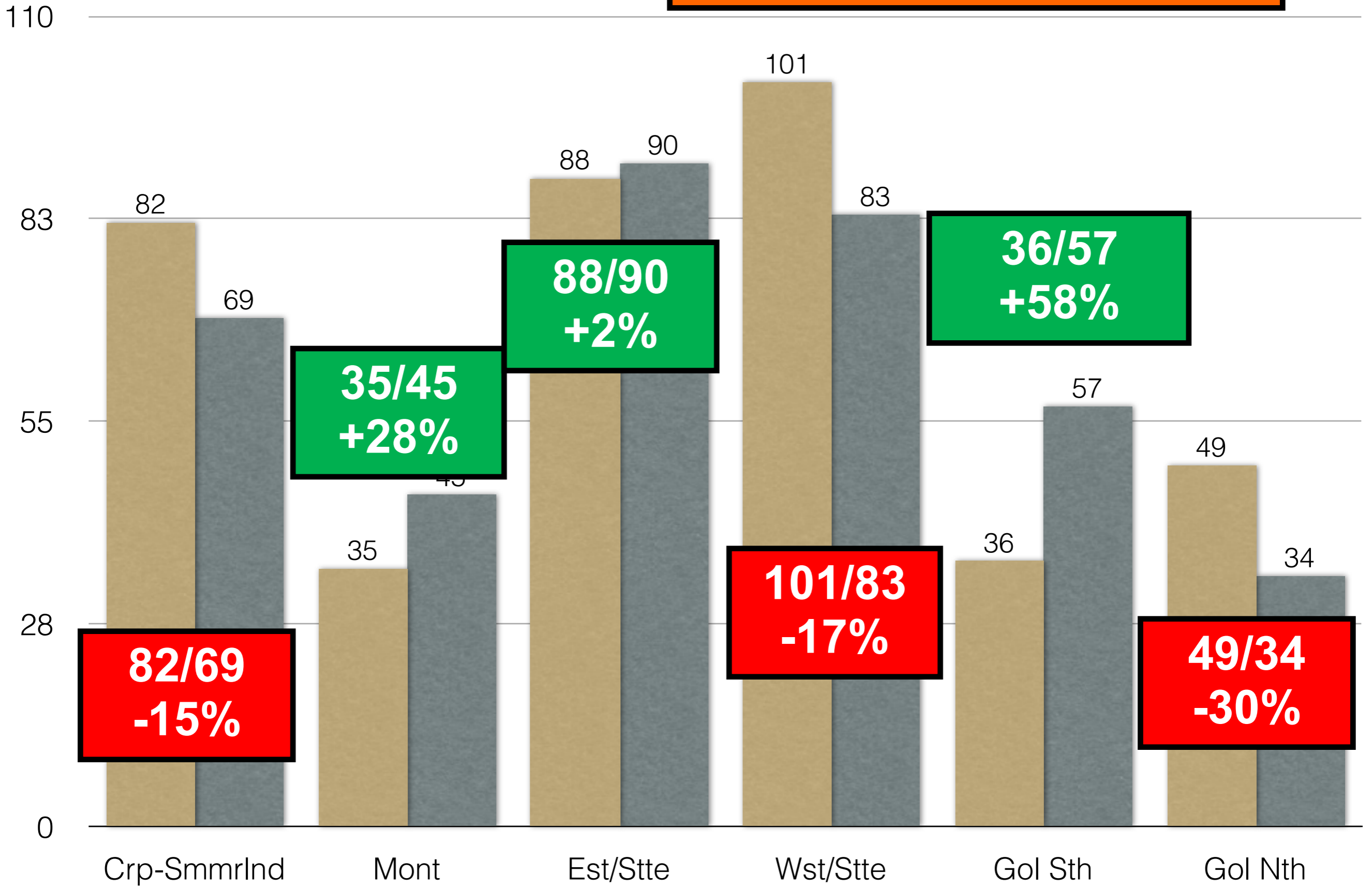
**May '10 to May '11  
Month by Month  
for Condos  
Districts 05-35**



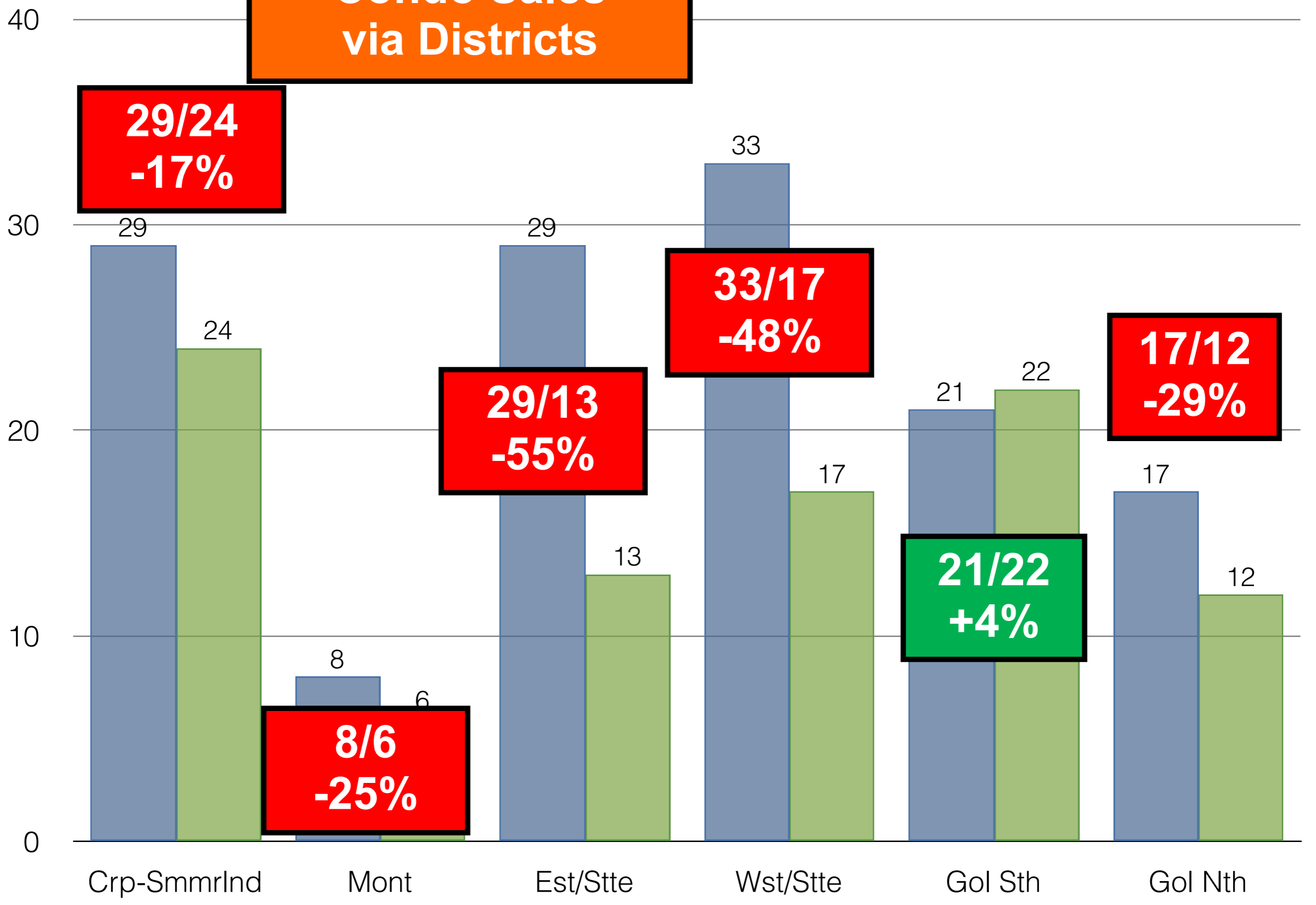


# **Condo District Stats**

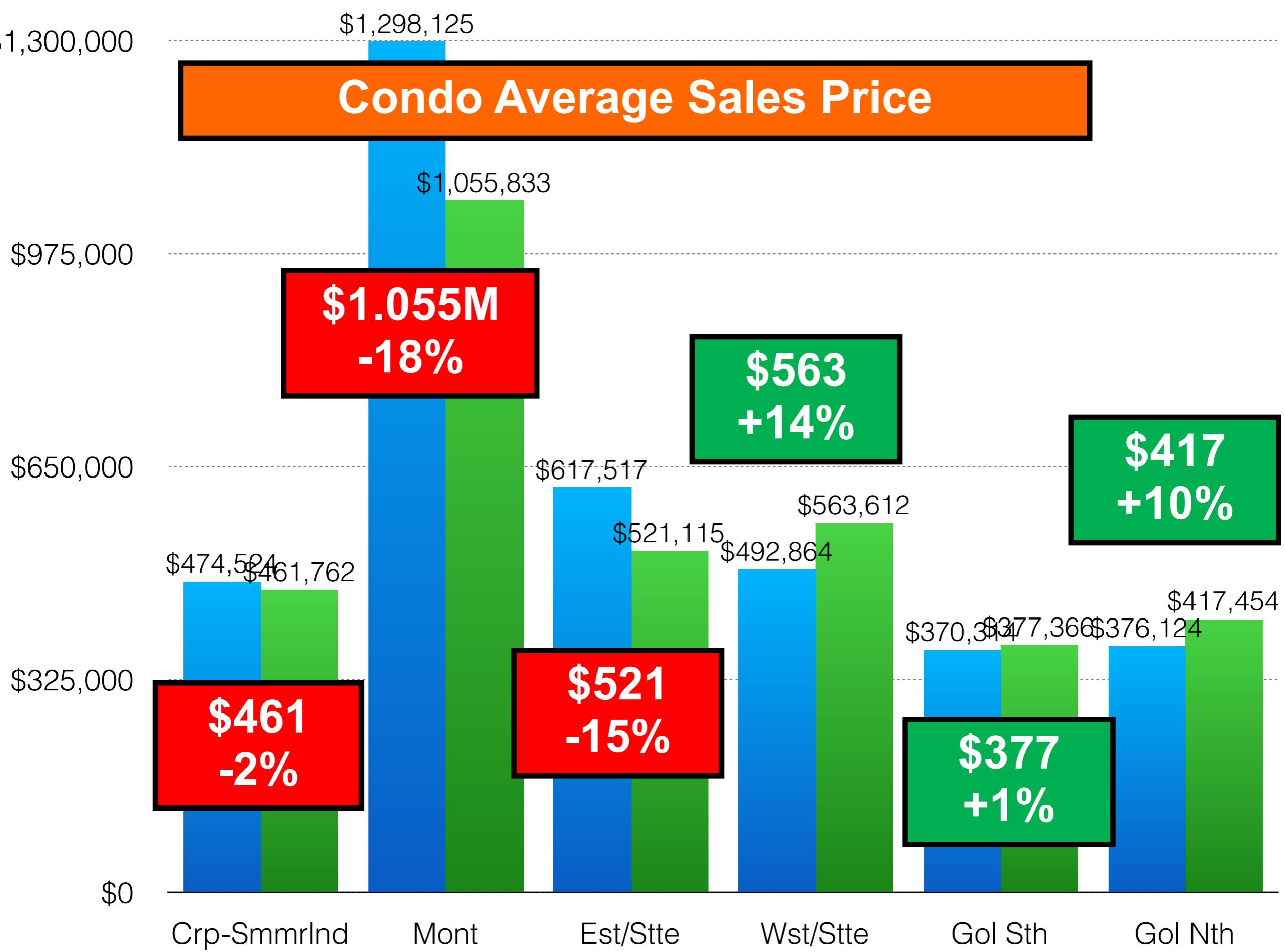
**Number of Condos Listed Since the 1st of the Year via Districts**

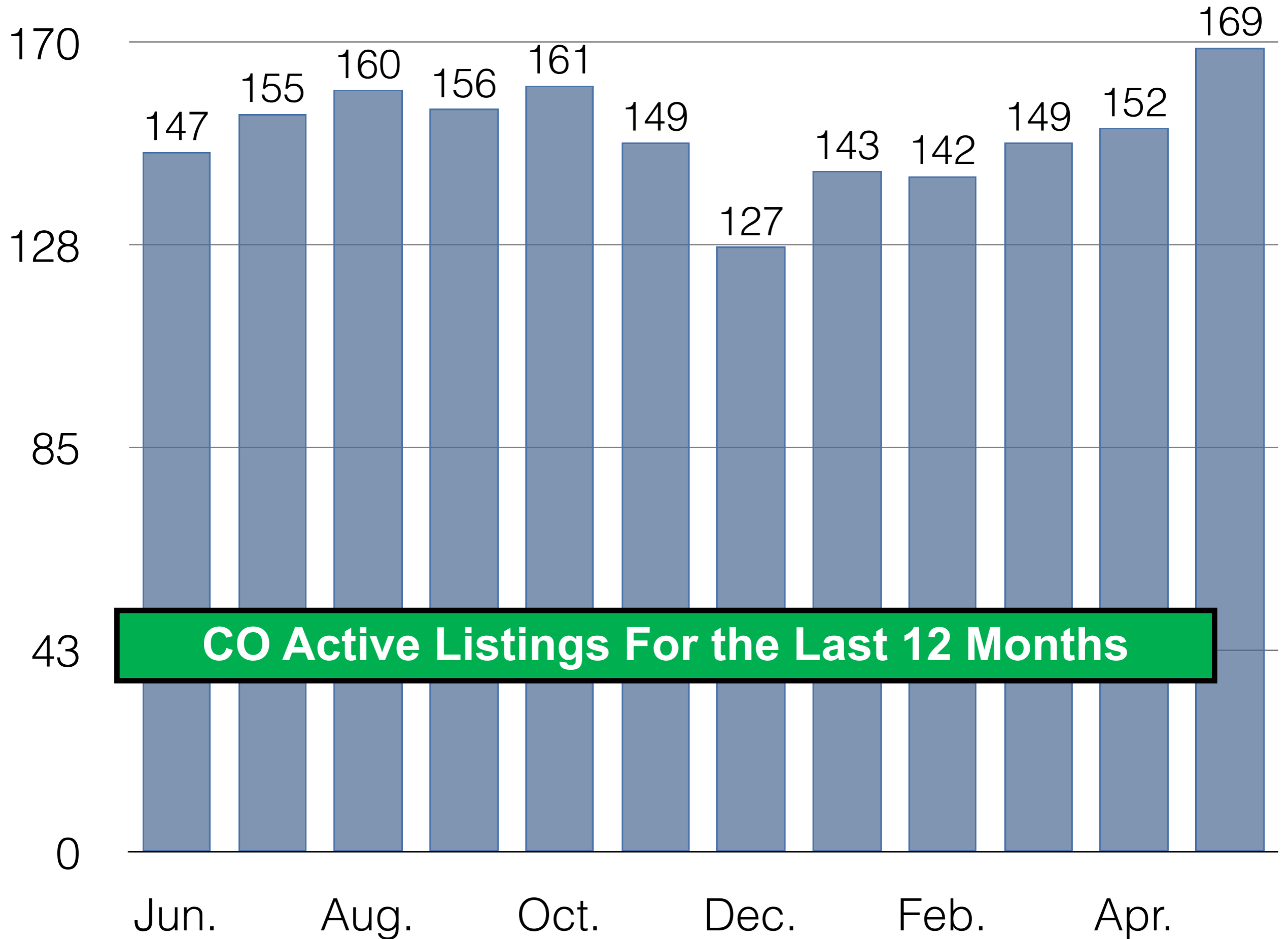


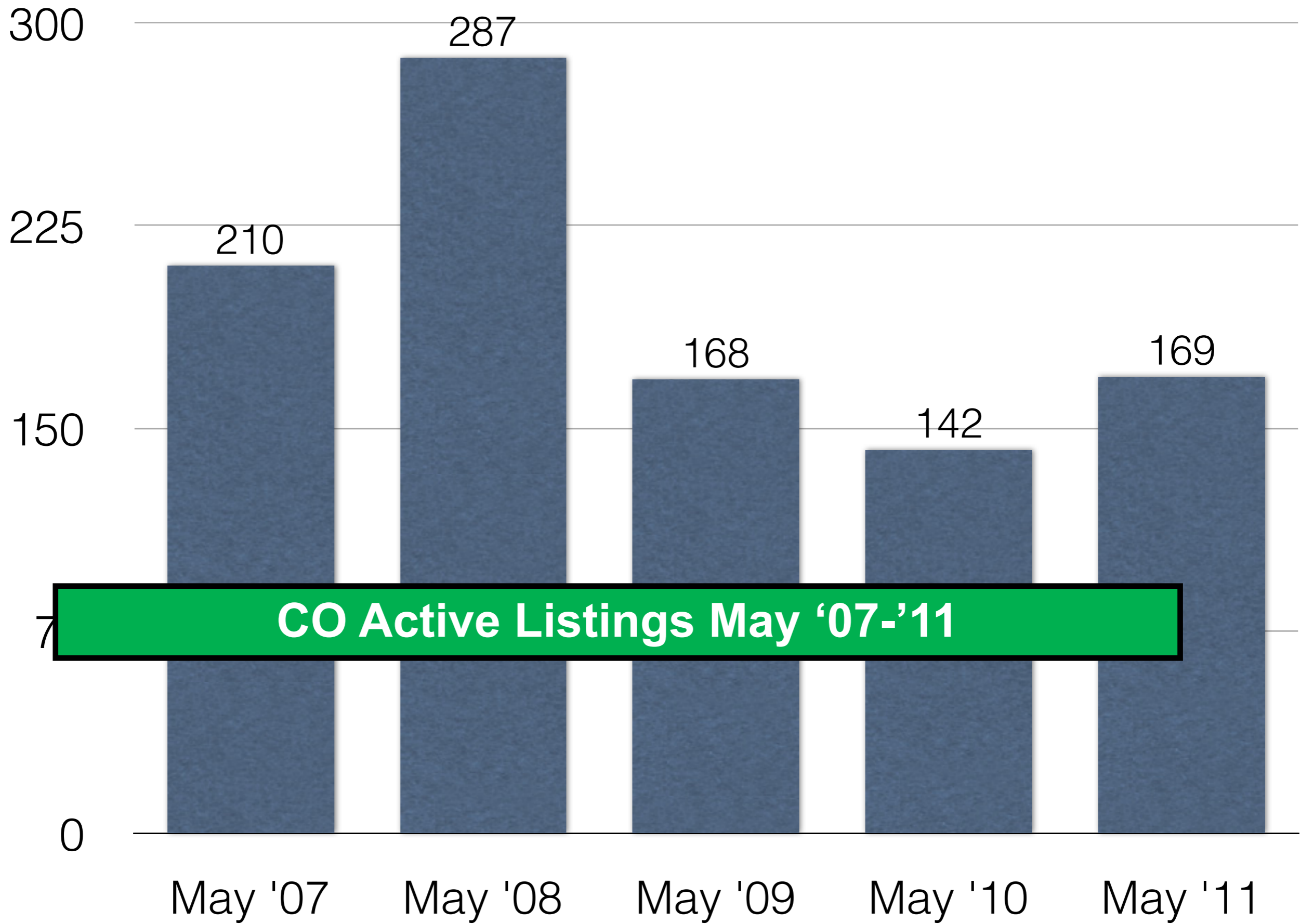
# Condo Sales via Districts



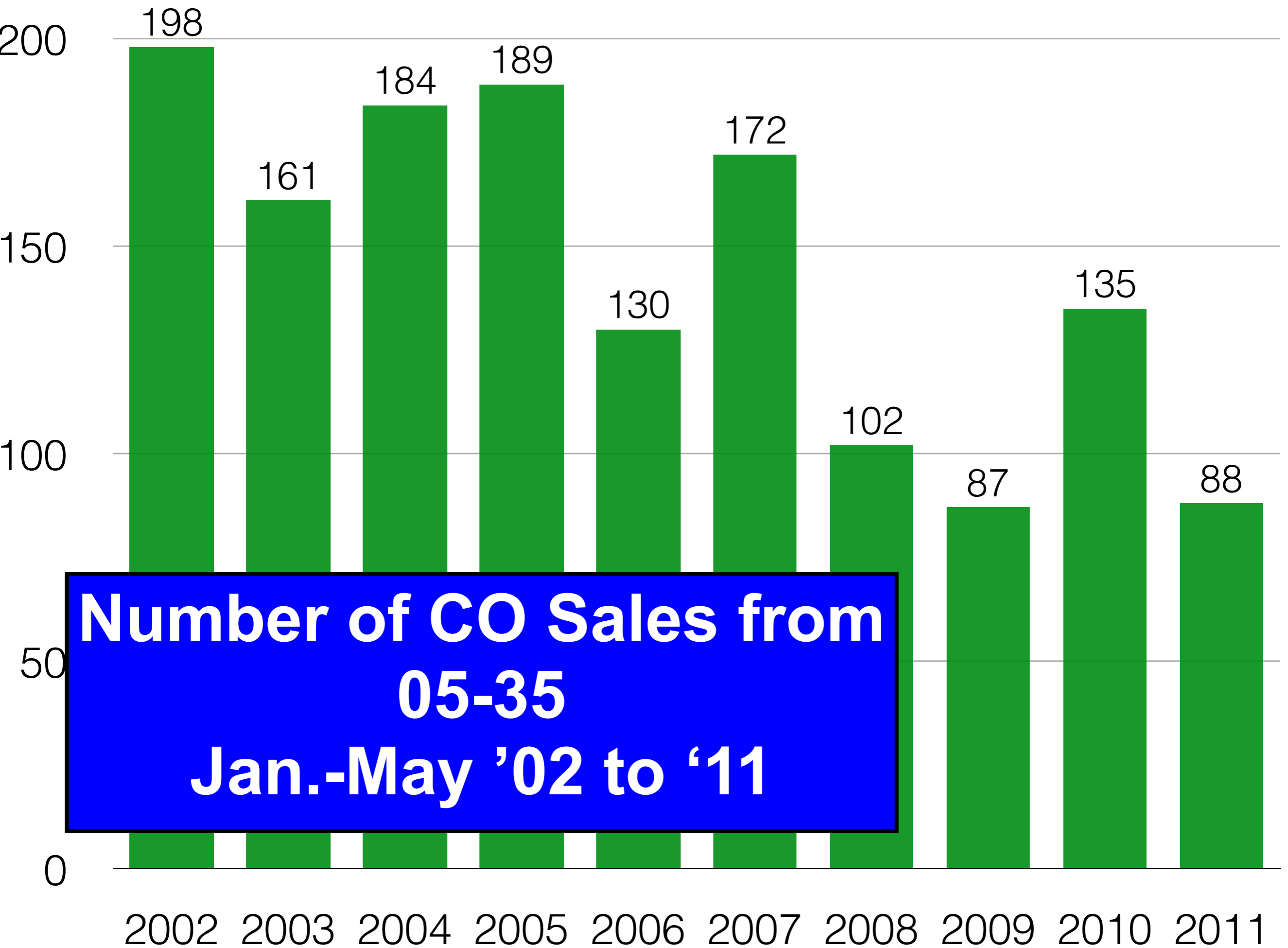
# Condo Average Sales Price

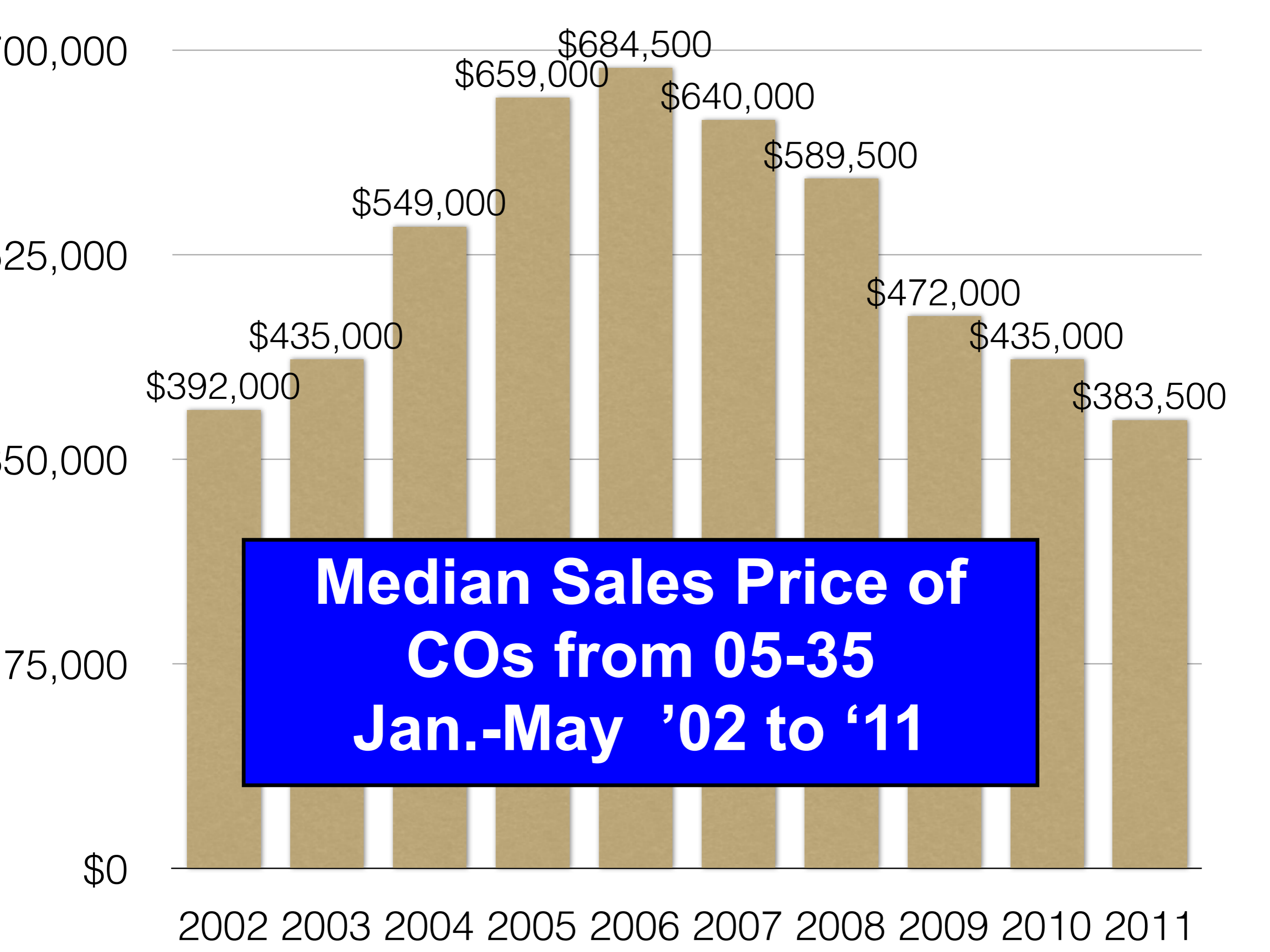






**Perspective  
for Condos  
2002-2011**





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

**Compiled from  
Santa Barbara Multiple Listing Service Data  
on 6/7/2011**

**Statistics Through May '11**

