



**Compiled from  
Santa Barbara  
Multiple Listing Service Data  
on 12/7/2011**

**Statistics Through November '11**

# **MLS vs CORT for Oct. '11**

**MLS 97 Sales 64 HE/PU – 33 CO**

**CORT 111 Sales**

- 1 Reported Closed in August
- 4 Reported Closed in September
- 4 Multi-Family
- 1 Still Pending in MLS
- 1 Expired in MLS
- 1 Still Active in MLS
- 1 Land Sale
- 1 Reported as Another Address
- 14 Not in MLS

**November 1-November 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	68	\$85,779,800	\$743,300	\$1,261,467	77	\$79,617,276	\$735,000	\$1,170,842	92.82	83.80
List/Sold	14	\$21,480,800	\$811,950	\$1,534,342	65	\$20,178,750	\$777,000	\$1,441,339	93.94	89.15
Co-Broker	54	\$64,299,000	\$737,000	\$1,190,722	80	\$59,438,526	\$732,500	\$1,100,713	92.44	82.13
New	108	\$224,289,677	\$917,000	\$2,076,756	17					
Pending	102	\$103,378,727	\$699,000	\$1,013,516	90					
Withdrawn	16	\$23,312,000	\$1,469,000	\$1,457,000	146					
Cancelled	29	\$57,519,490	\$1,295,000	\$1,983,430	158					
Expired	46	\$97,955,027	\$1,275,000	\$2,129,457	239					
Back On Market	33	\$33,971,592	\$859,000	\$1,029,442	176					
Extended	61	\$123,160,797	\$979,000	\$2,019,029	181					
Active In Range	594	\$1,844,267,547	\$1,447,000	\$3,104,827	137					
Current Active	474	\$1,540,373,102	\$1,497,000	\$3,249,732	151					

## HE/PU November '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	68	\$85,779,800	\$743,300	\$1,261,467	77	\$79,617,276	\$735,000	\$1,170,842	92.82	83.80
Pending	102	\$103,378,727	\$699,000	\$1,013,516	90					

## HE/PU November '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	69	\$117,513,600	\$899,900	\$1,703,095	97	\$105,676,806	\$865,000	\$1,531,547	89.93	84.54
Pending	67	\$107,014,100	\$775,000	\$1,597,225	79					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$300,000-\$349,999	3	53
\$350,000-\$399,999	3	69
\$400,000-\$449,999	3	36
\$450,000-\$499,999	4	47
\$500,000-\$549,999	1	101
\$550,000-\$599,999	4	133
\$600,000-\$649,999	4	27
\$650,000-\$699,999	8	70
\$700,000-\$749,999	5	66
\$750,000-\$799,999	5	38
\$800,000-\$849,999	4	127
\$900,000-\$949,999	2	94
\$950,000-\$999,999	2	65

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	3	130
\$1,100,000-\$1,199,999	3	51
\$1,200,000-\$1,299,999	2	58
\$1,300,000-\$1,399,999	1	9
\$1,400,000-\$1,499,999	1	22
\$1,500,000-\$1,599,999	1	198
\$1,800,000-\$1,899,999	1	404
\$2,000,000-\$2,249,999	2	26
\$2,500,000-\$2,749,999	1	42
\$3,000,000-\$3,249,999	1	1
\$3,750,000-\$3,999,999	1	116
\$4,000,000-\$4,249,999	1	65
\$5,000,000+	2	174

The average price for the 68 properties is \$1,170,842.

The highest price is \$8,250,000.

**1661 Fernald Pt**

The median price is \$735,000.

The lowest price is \$305,000.

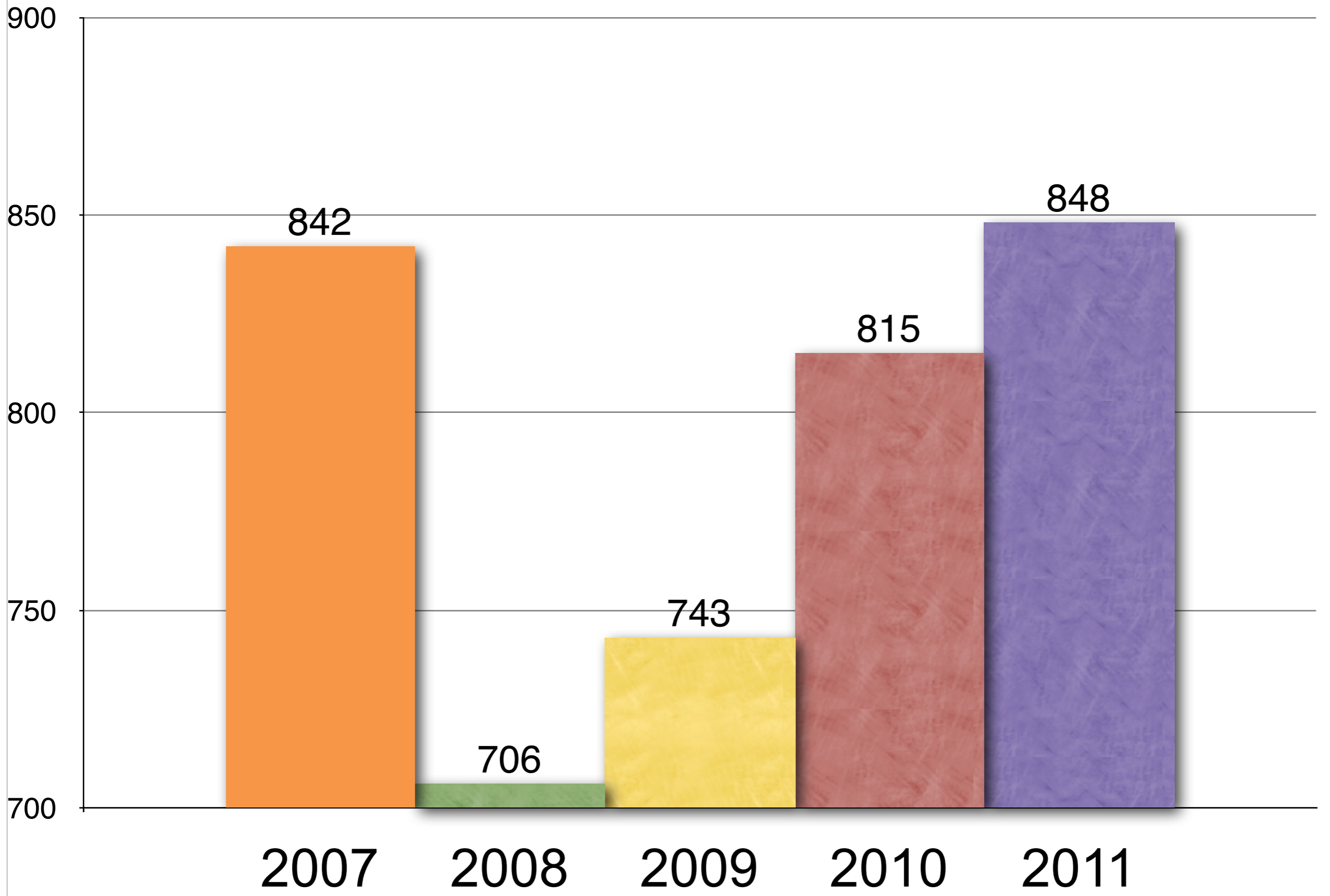
**3880 Glenn Rd**

The average Market Time is 77.

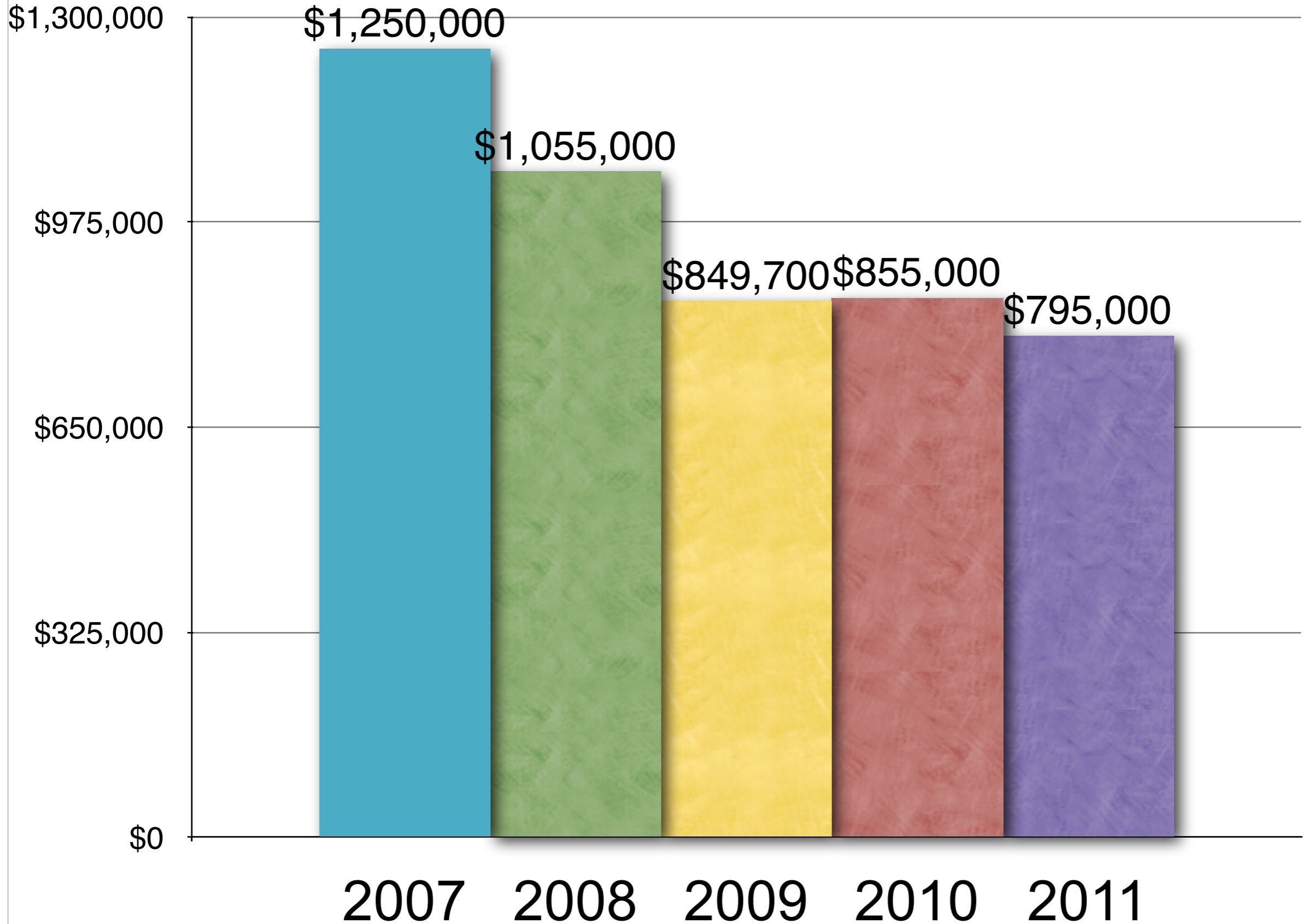
# Home Estate/PUD

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

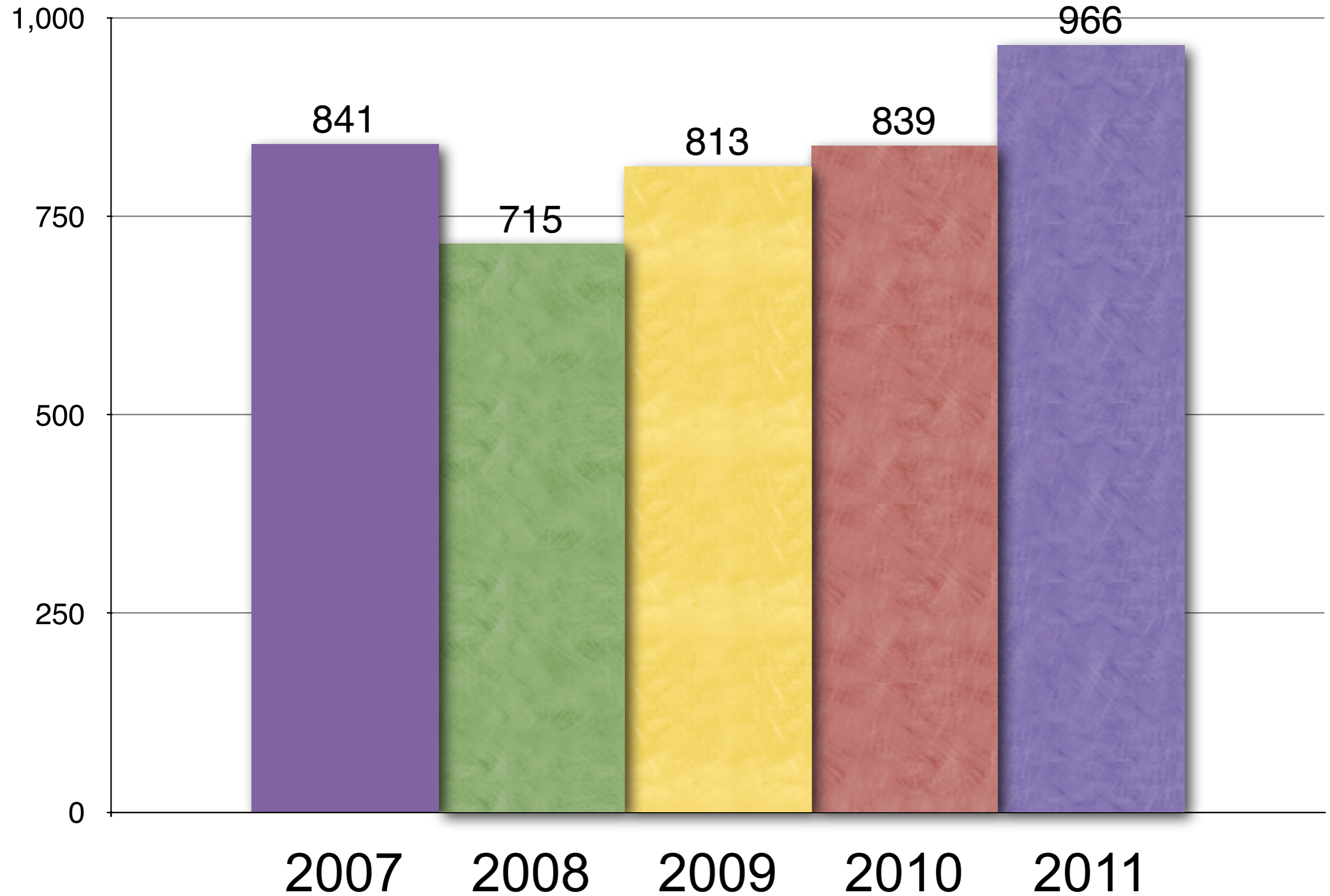
# HE/PU Sales Jan-Nov. 2007-2011



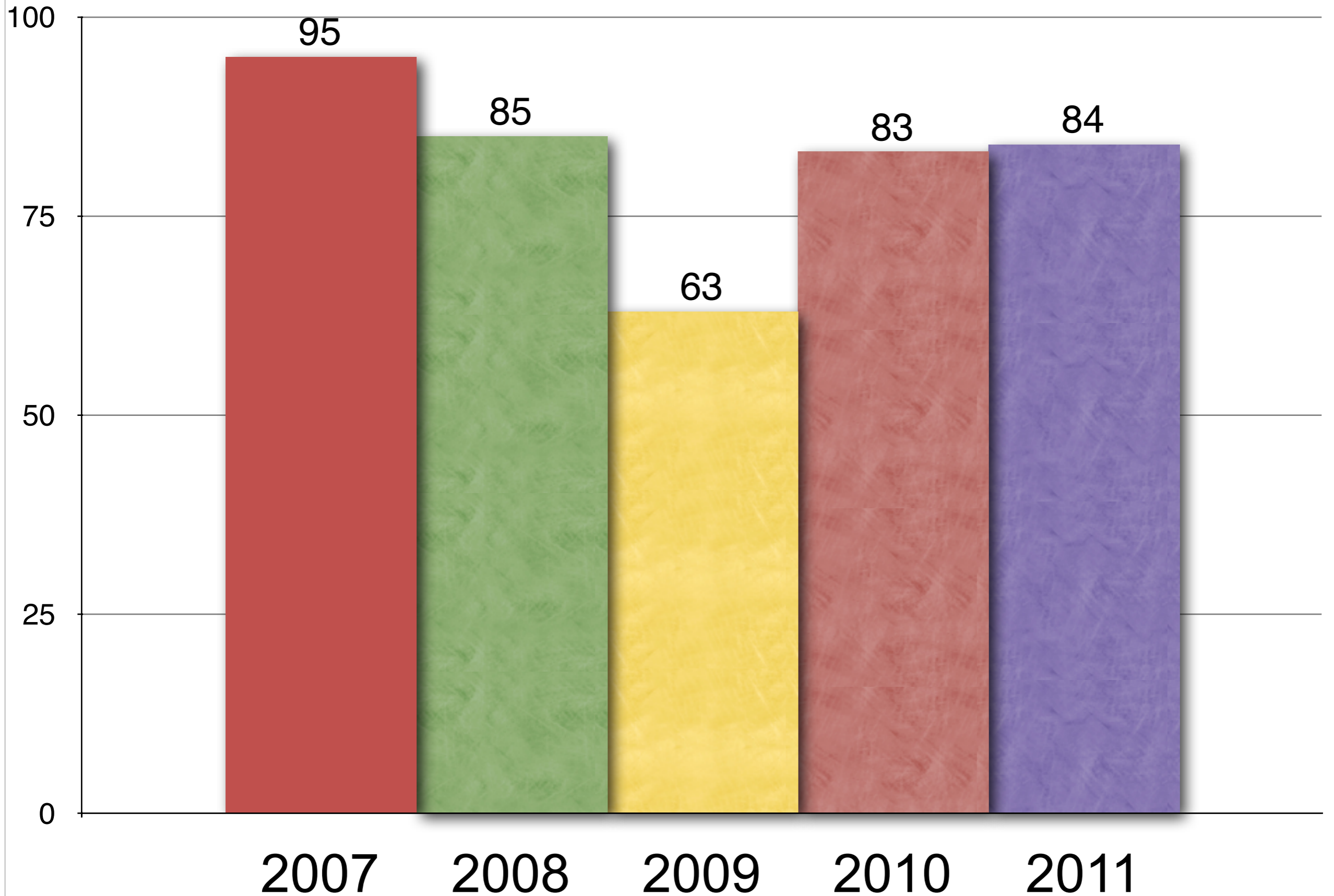
# HE/PU Median Sales Price Jan-Nov. 2007-2011



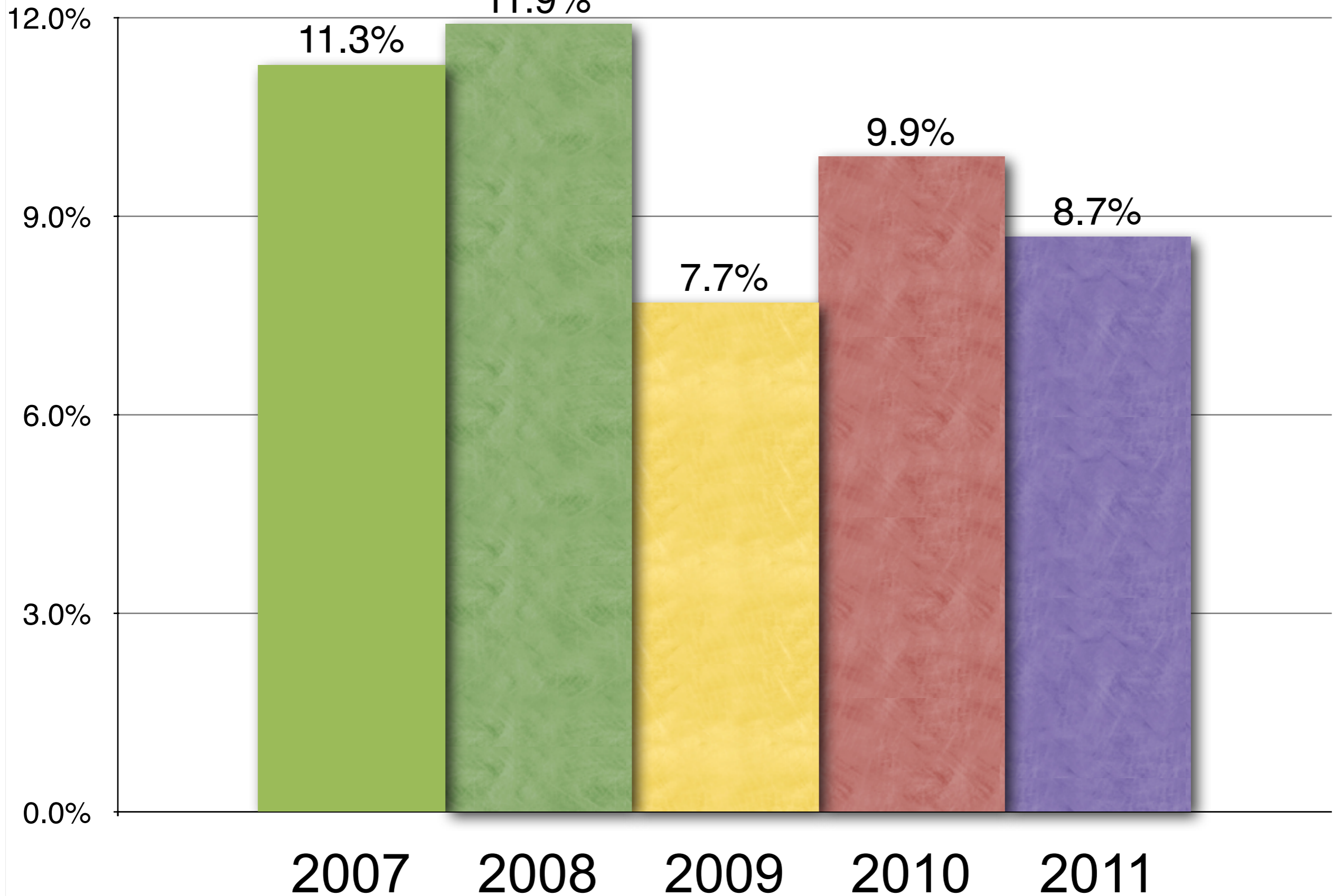
# He/PU Pending Listings Jan-Nov. 2007-2011



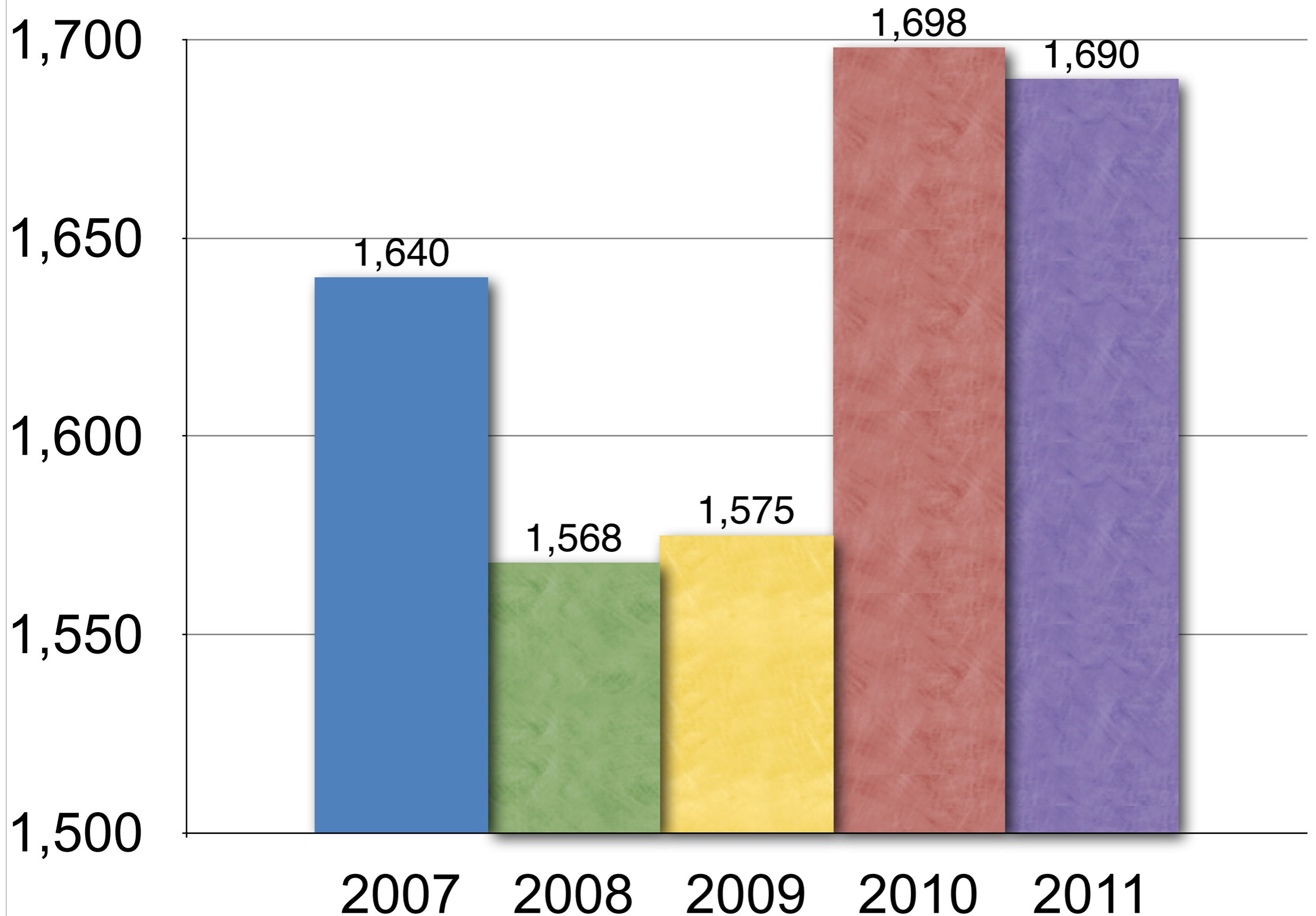
# HE/PU Fall Throughs Jan-Nov. 2007-2011



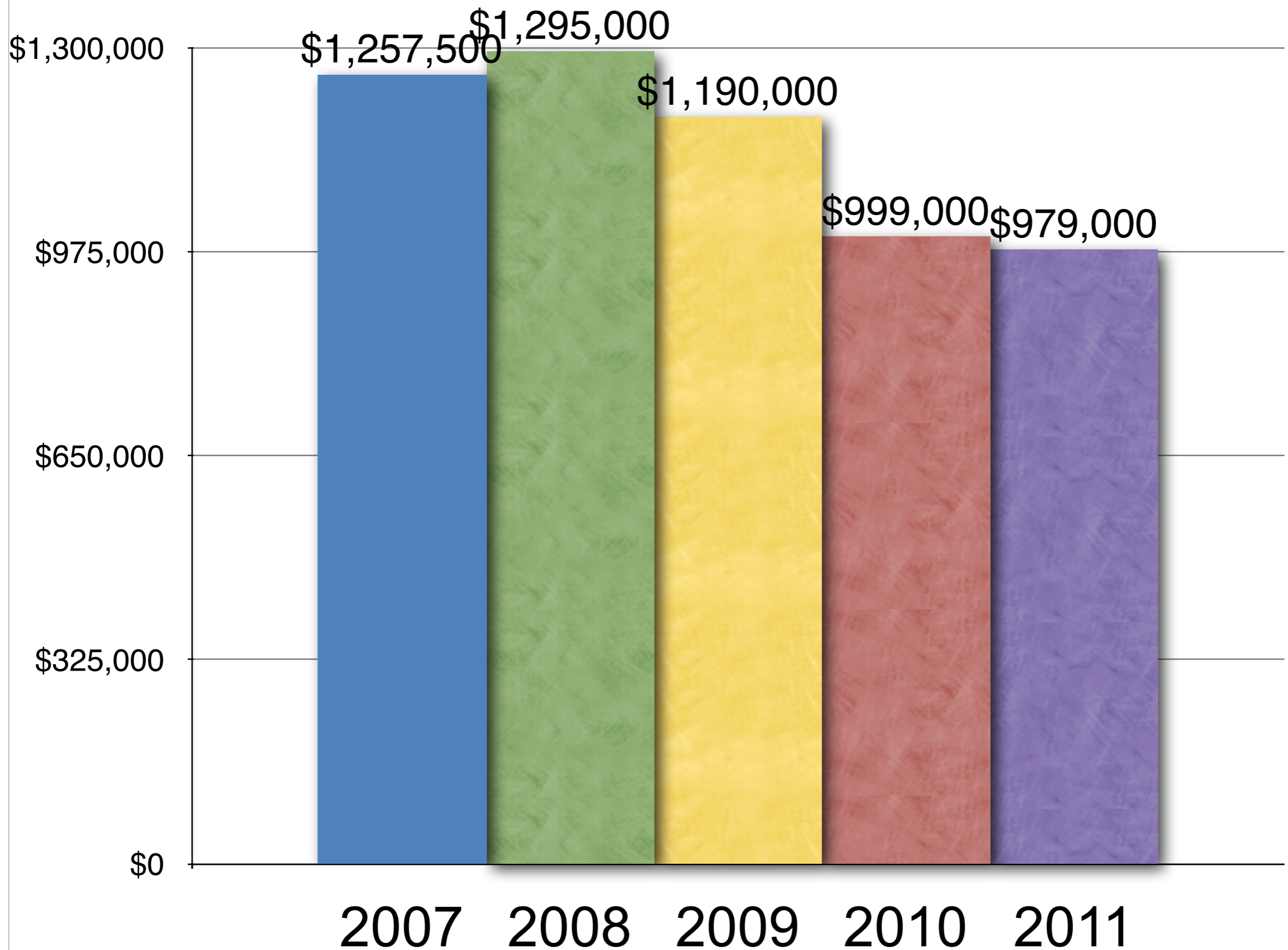
# HE/PU Fall Through Percentages Jan-Nov. 2007-2011



# HE/PU New Listings Jan-Nov. 2007-2011



# HE/PU Median List Price Jan-Nov. 2007-2011



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

# Active and Pending Listings

'10 vs. '11 Jan.-Nov.

- Total Active Listings

'10 2,353, '11 2,331 **DOWN** -0.9%

- New Listings

'10 1,698, '11 1,689, **DOWN** -0.5%

- New Listings Median List Price

'10 \$999,000, '11 \$979,000 **DOWN** -2.0%

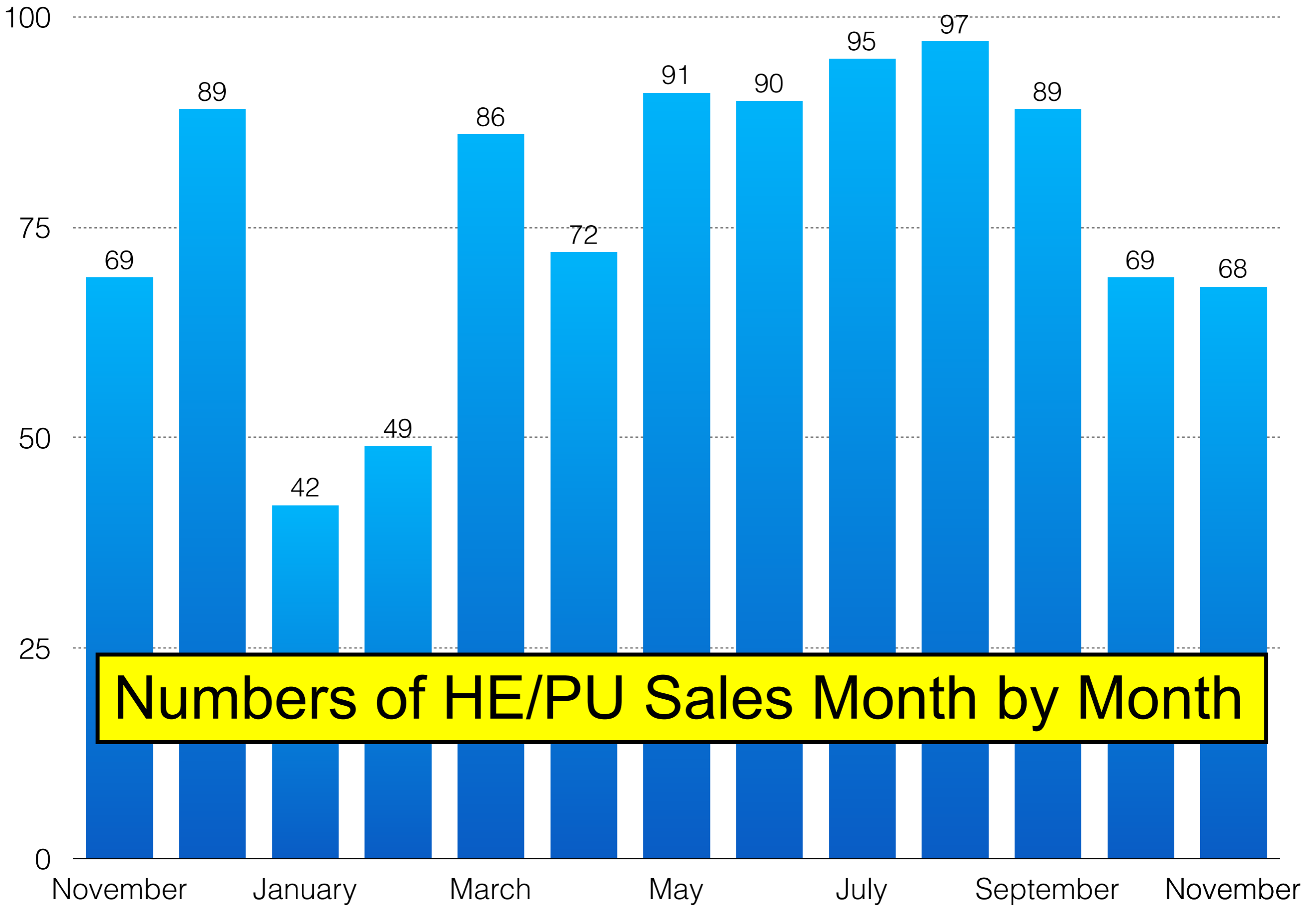
- Properties that went into Escrow

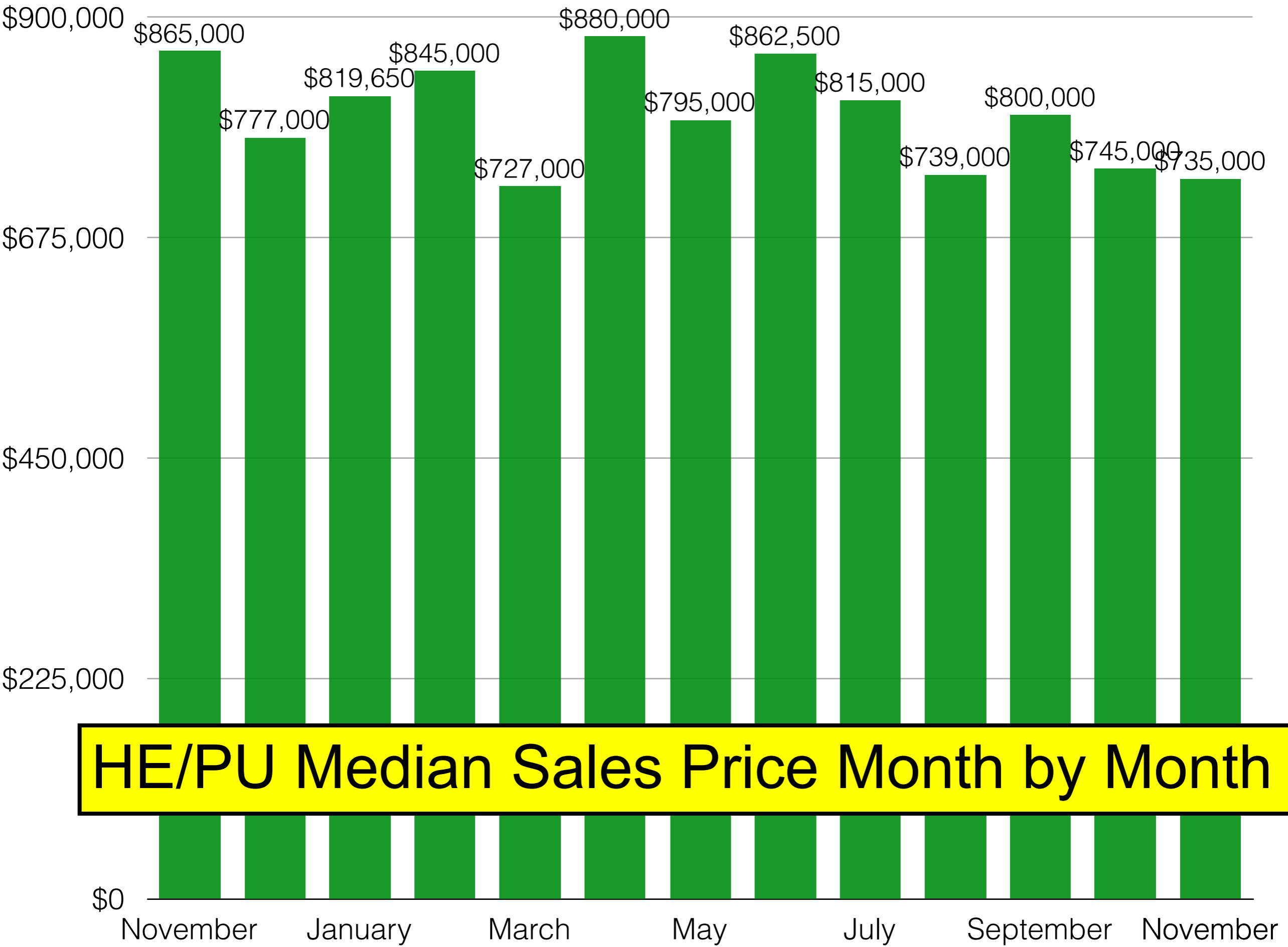
'10 832, '11 966, **UP** +16.1%

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

- Number of Sold Properties  
'10 815, '11 848 **UP +4.0%**
- Median Sales Prices  
'10 \$855,000 '11 \$795,000 **DOWN -7.0%**
- Median Sales Prices w/o Hope Ranch/Montecito  
'10 \$778,750, '11 \$715,000 **DOWN -8.2%**
- Average Sold Price  
'10 \$1,462,820 '11 \$1,206,680 **DOWN -17.5%**
- Average Sold Price w/o Hope Ranch/Montecito  
'10 \$1,002,545 '11 \$862,140 **DOWN -14.0%**
- Sold Volume  
'10 \$1,192,198,986 '11 \$1,023,264,972 **DOWN -14.2%**

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

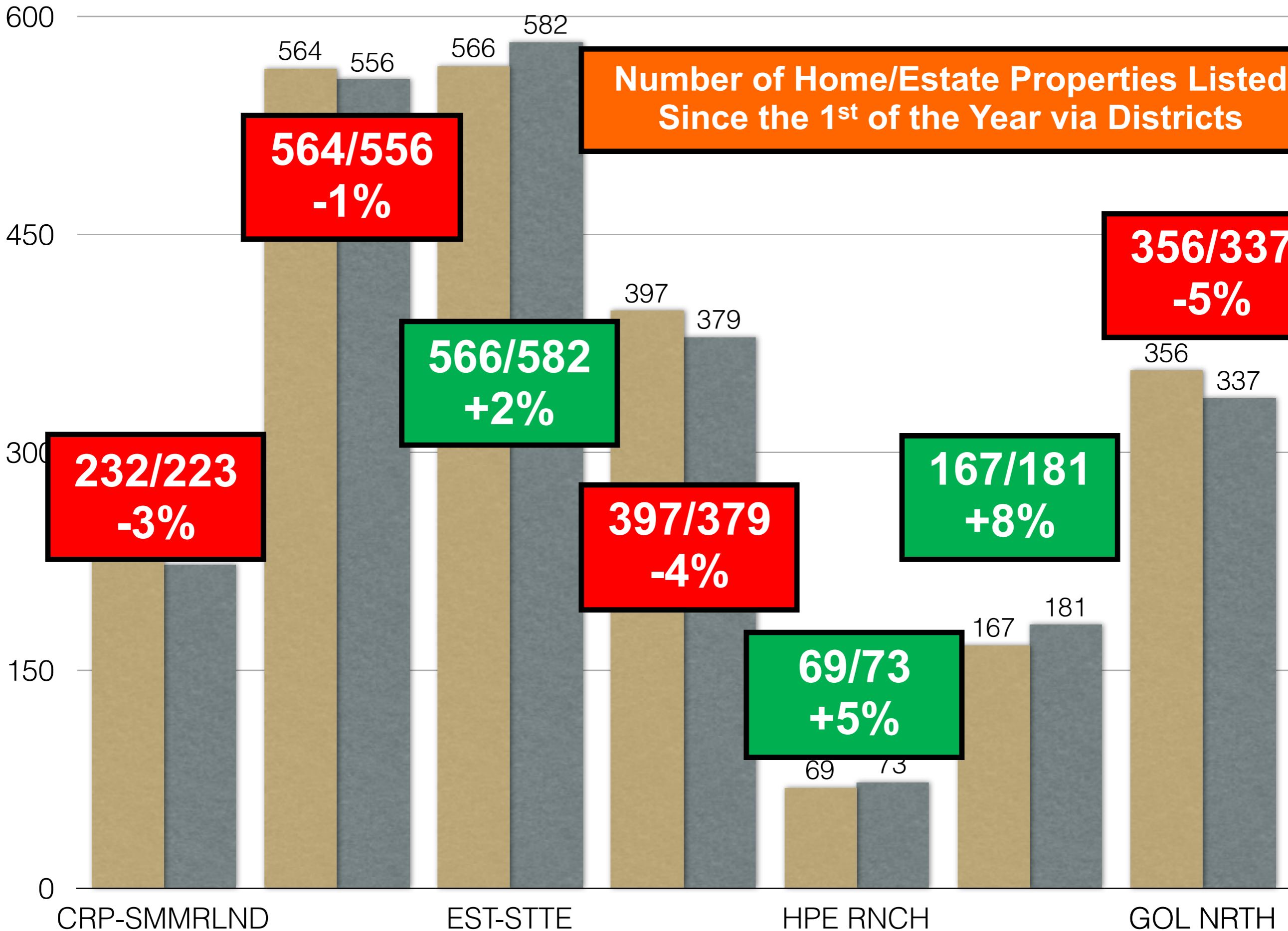




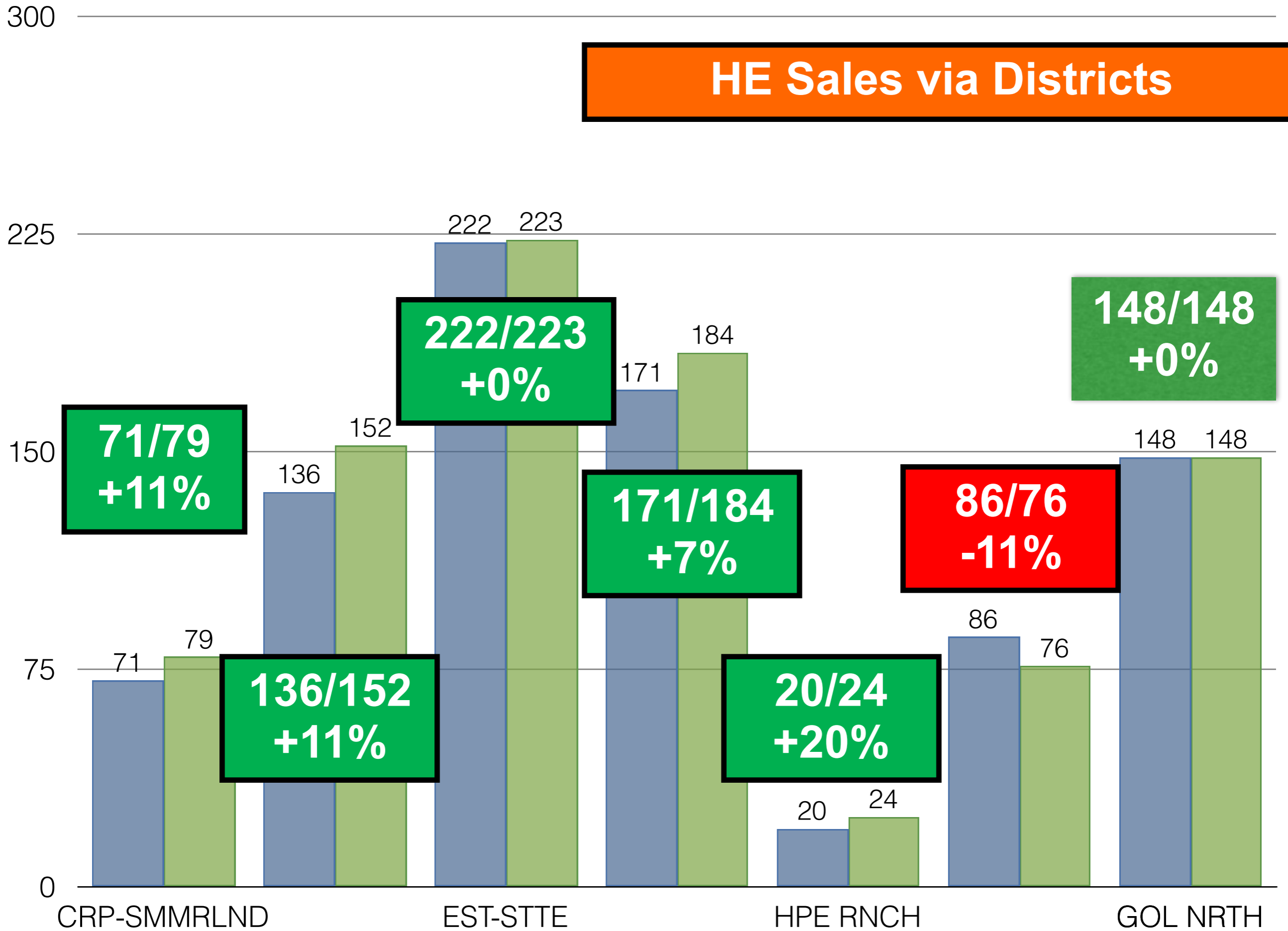
**HE/PU Median Sales Price Month by Month**

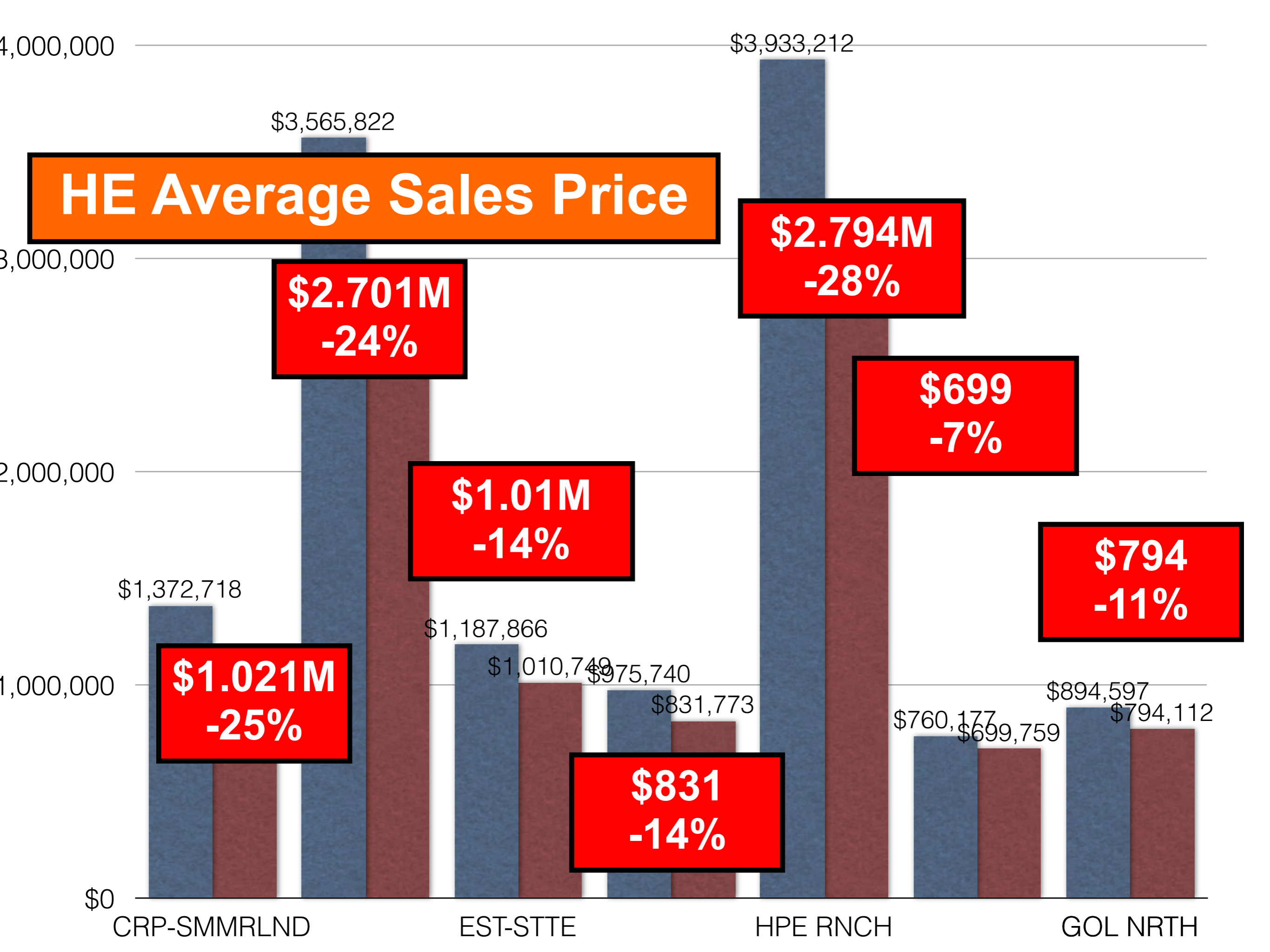
# **HE/PU District Stats**

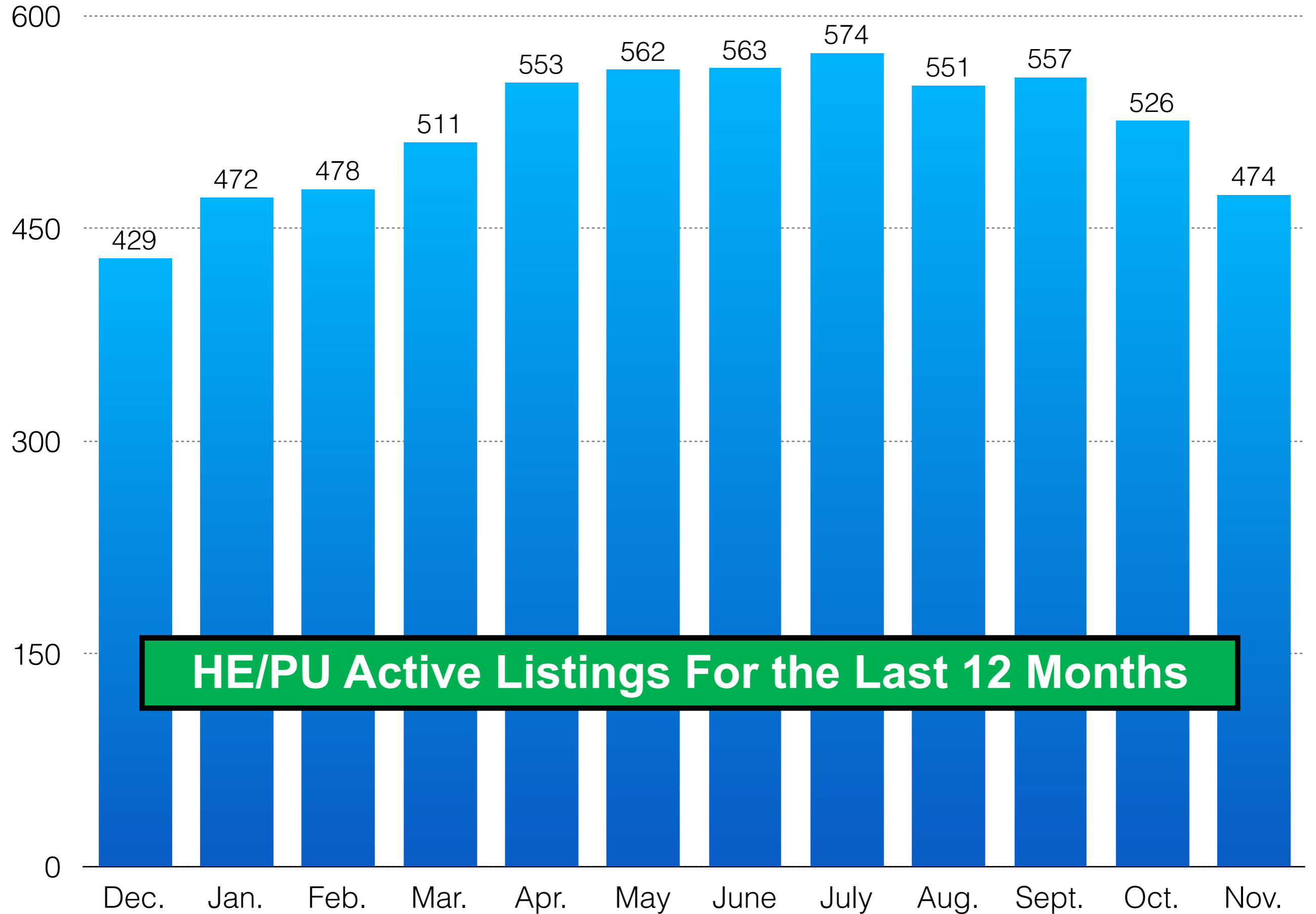
**Number of Home/Estate Properties Listed Since the 1<sup>st</sup> of the Year via Districts**

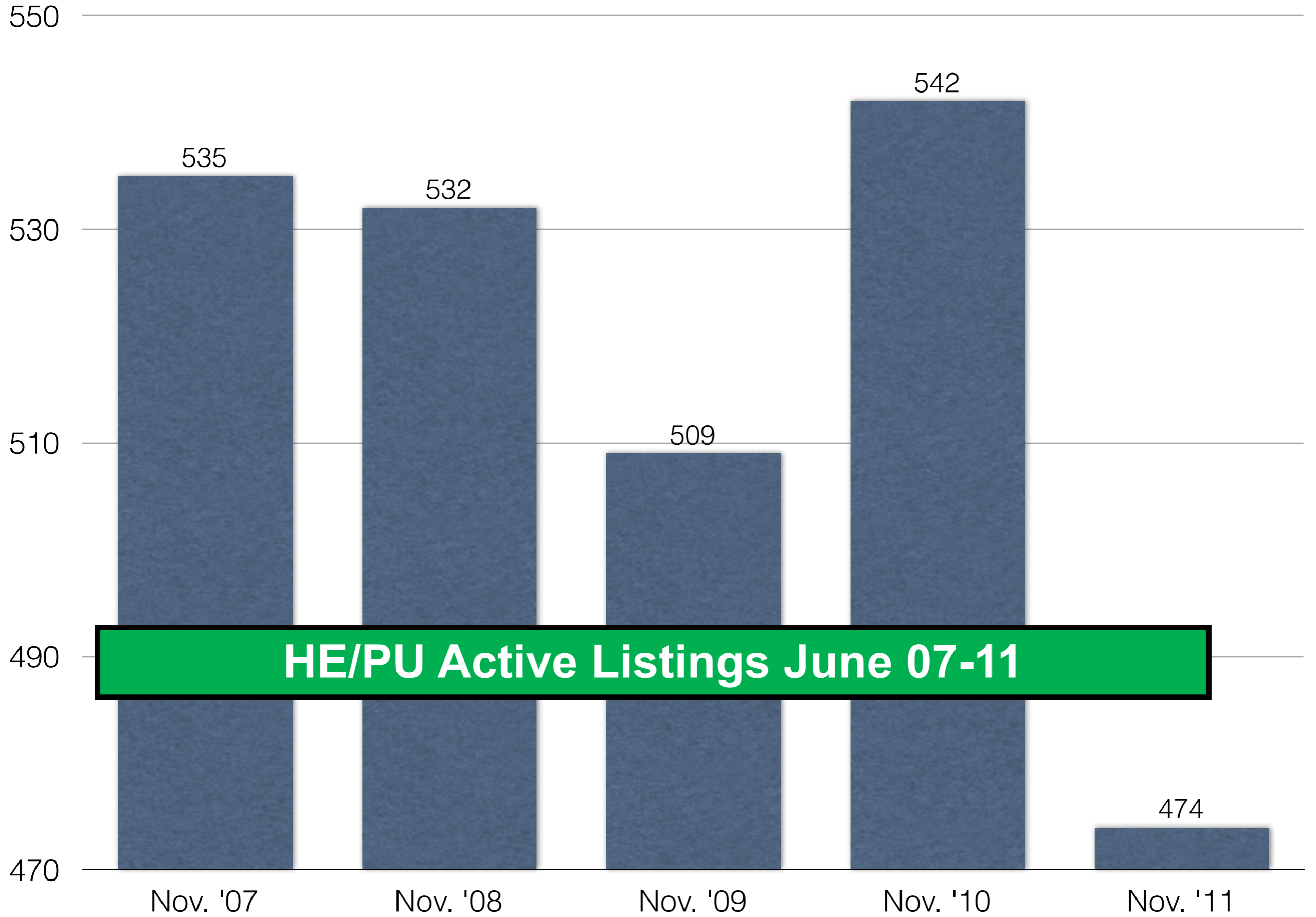


# HE Sales via Districts

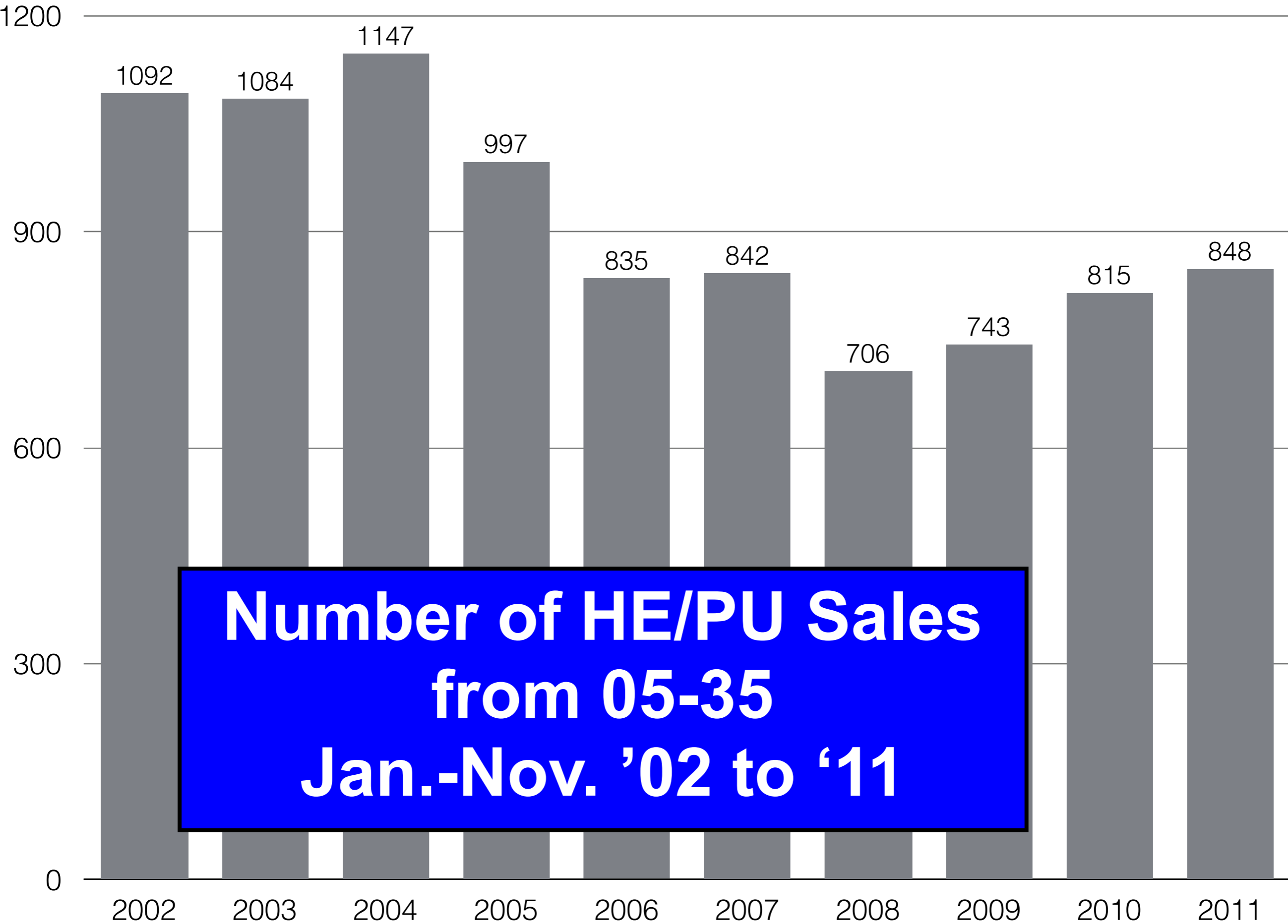






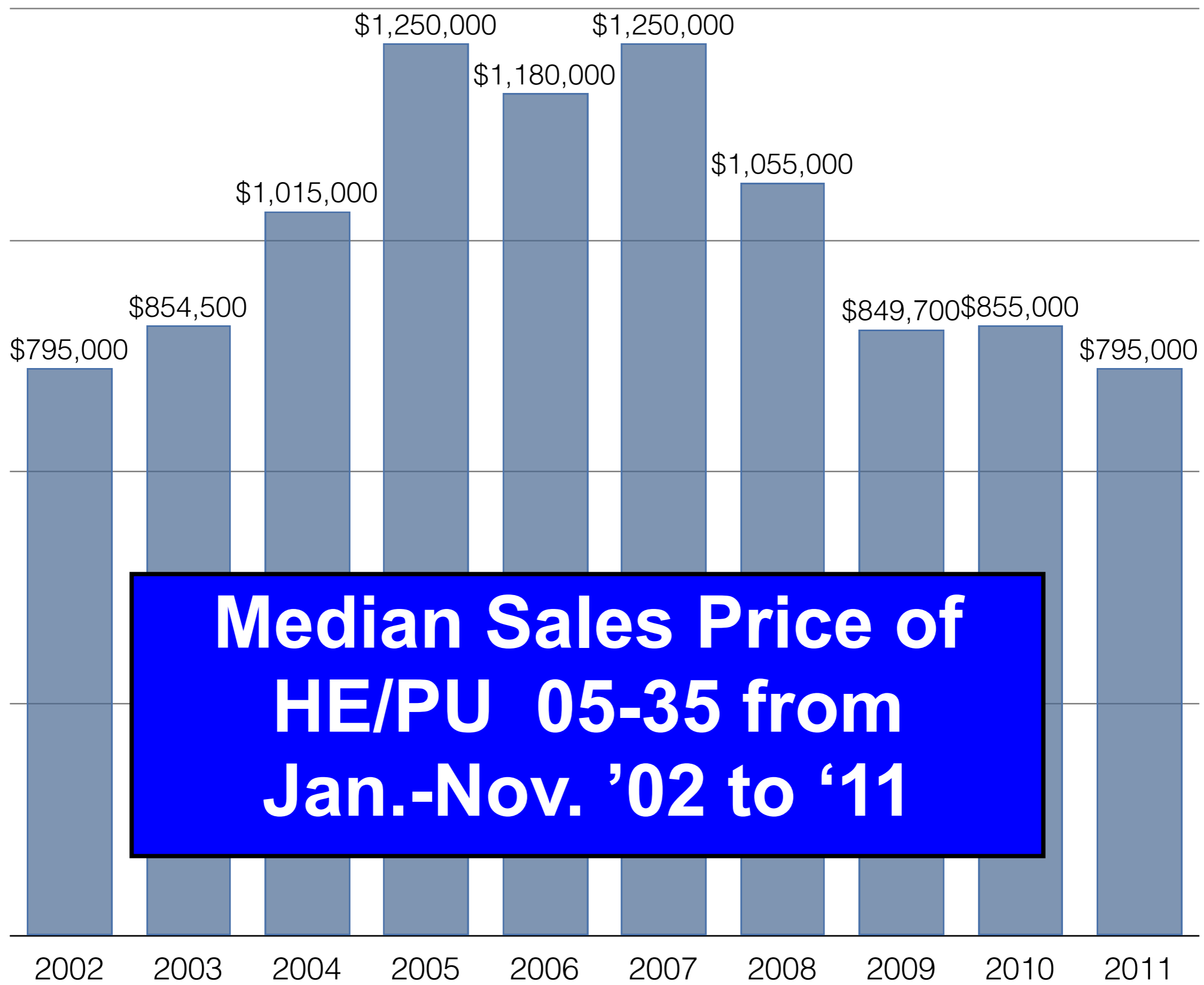


**Perspective  
for Home Estates  
2002-2011**



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

\$1,300,000  
\$975,000  
\$650,000  
\$325,000  
\$0



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

**November 1-November 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	25	\$12,024,140	\$420,240	\$480,965	70	\$11,557,390	\$410,000	\$462,295	96.12	90.39
List/Sold	8	\$3,649,720	\$451,460	\$456,215	76	\$3,543,890	\$441,000	\$442,986	97.10	89.61
Co-Broker	17	\$8,374,420	\$415,000	\$492,612	67	\$8,013,500	\$408,000	\$471,382	95.69	90.74
New	35	\$17,296,350	\$379,000	\$494,181	16					
Pending	39	\$18,670,535	\$385,875	\$478,731	70					
Withdrawn	3	\$5,309,000	\$849,000	\$1,769,666	200					
Cancelled	4	\$2,403,500	\$607,250	\$600,875	192					
Expired	7	\$8,378,000	\$895,000	\$1,196,857	244					
Back On Market	9	\$3,740,050	\$299,000	\$415,561	133					
Extended	13	\$5,947,200	\$429,000	\$457,476	156					
Active In Range	162	\$106,560,088	\$504,450	\$657,778	122					
Current Active	133	\$83,870,189	\$509,990	\$630,602	137					

## CO November '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	25	\$12,024,140	\$420,240	\$480,965	70	\$11,557,390	\$410,000	\$462,295	96.12	90.39
Pending	39	\$18,670,535	\$385,875	\$478,731	70					

## CO November '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	28	\$15,181,944	\$430,000	\$542,212	118	\$14,532,020	\$422,500	\$519,000	95.72	86.33
Pending	28	\$12,606,850	\$399,900	\$450,244	114					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$200,000-\$249,999	2	73
\$250,000-\$299,999	4	92
\$300,000-\$349,999	3	42
\$350,000-\$399,999	2	70
\$400,000-\$449,999	5	75
\$450,000-\$499,999	2	77
\$550,000-\$599,999	2	100
\$600,000-\$649,999	1	1
\$650,000-\$699,999	1	21
\$850,000-\$899,999	1	12
\$900,000-\$949,999	1	28
\$1,100,000-\$1,199,999	1	183

The average price for the 25 properties is \$462,295.

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

**38 Seaview Dr**

The median price is \$410,000.

The lowest price is \$200,000.

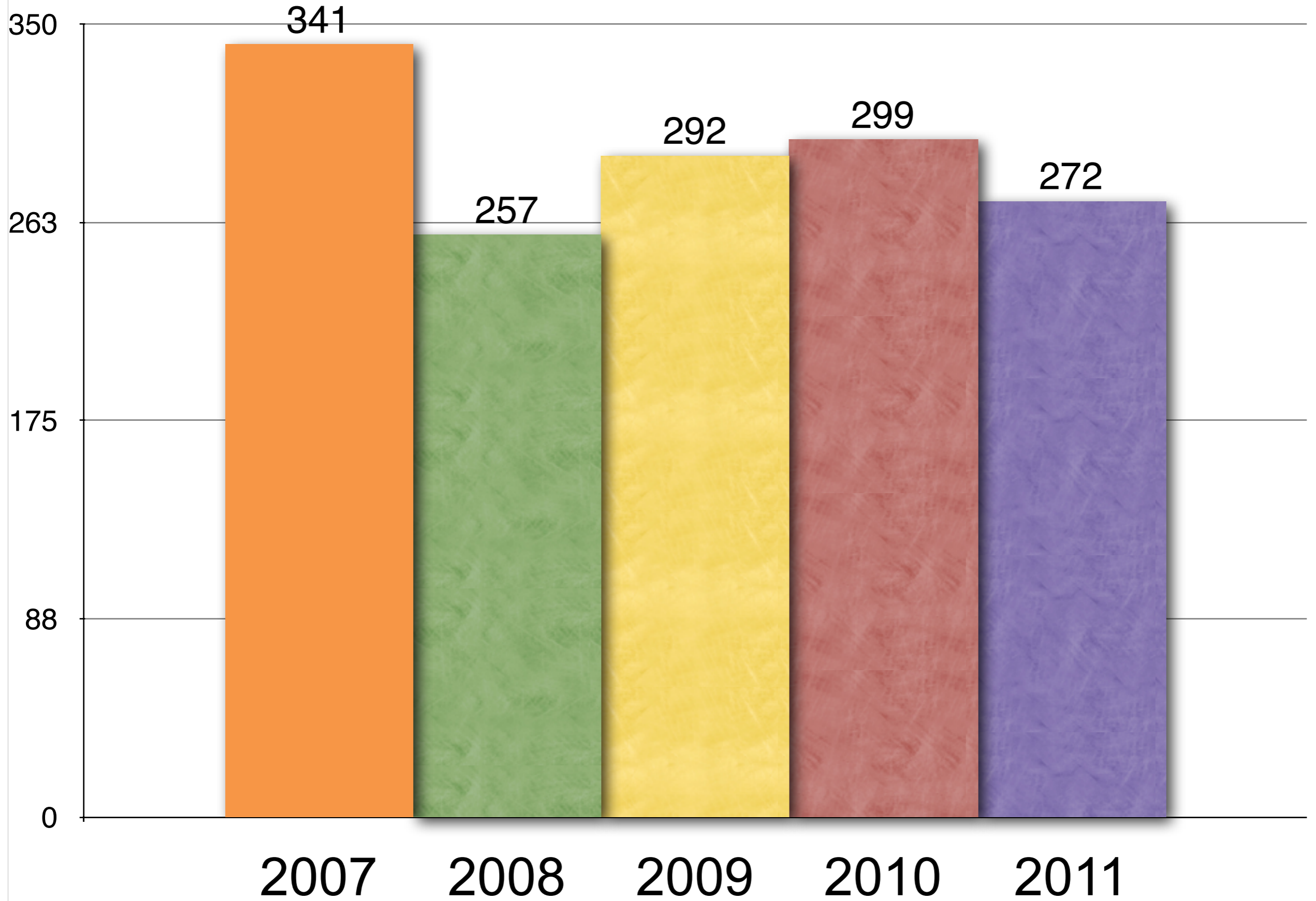
**5941 Birch St #2**

The average Market Time is 70.

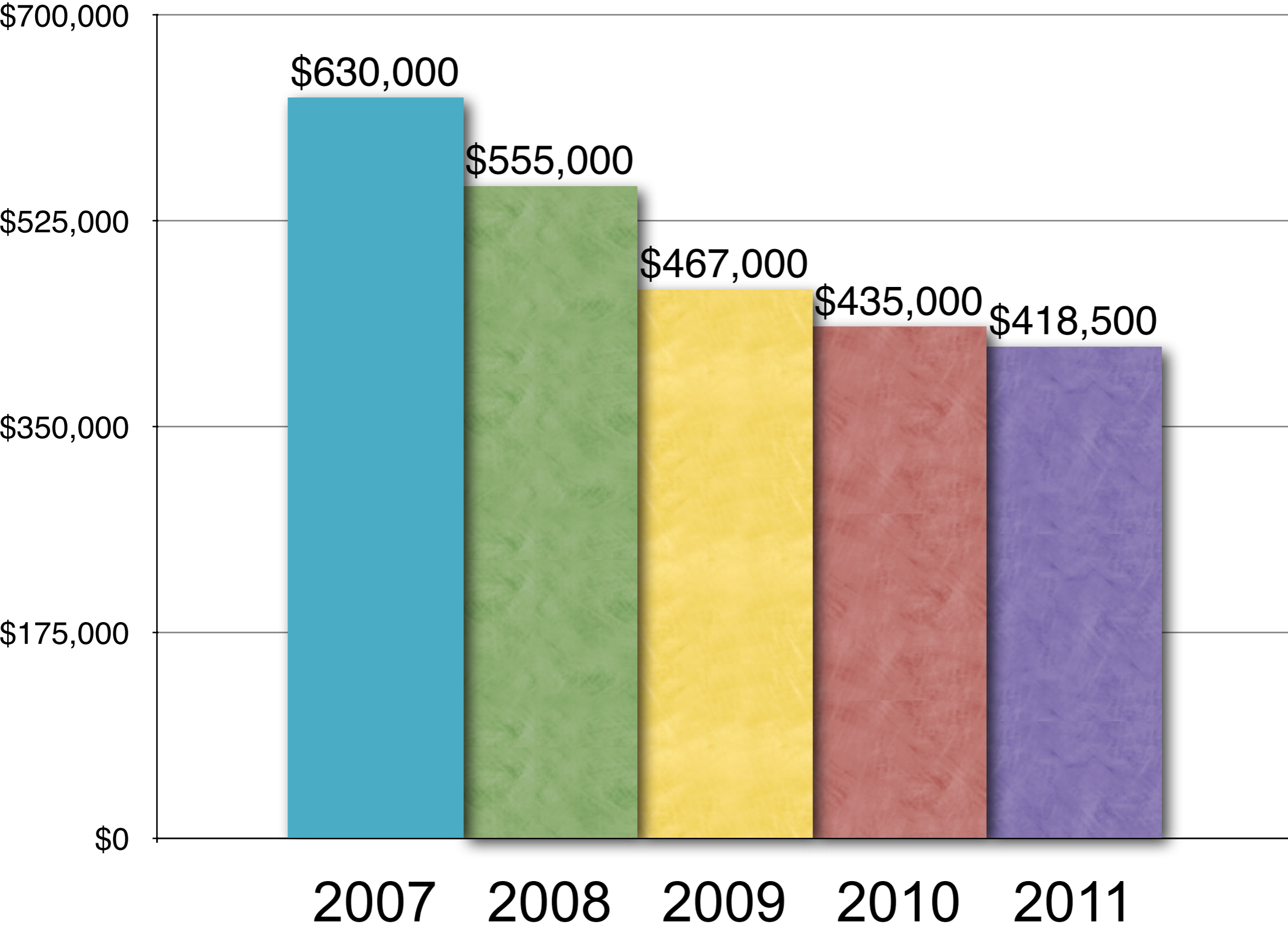
# Condo Statistics

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

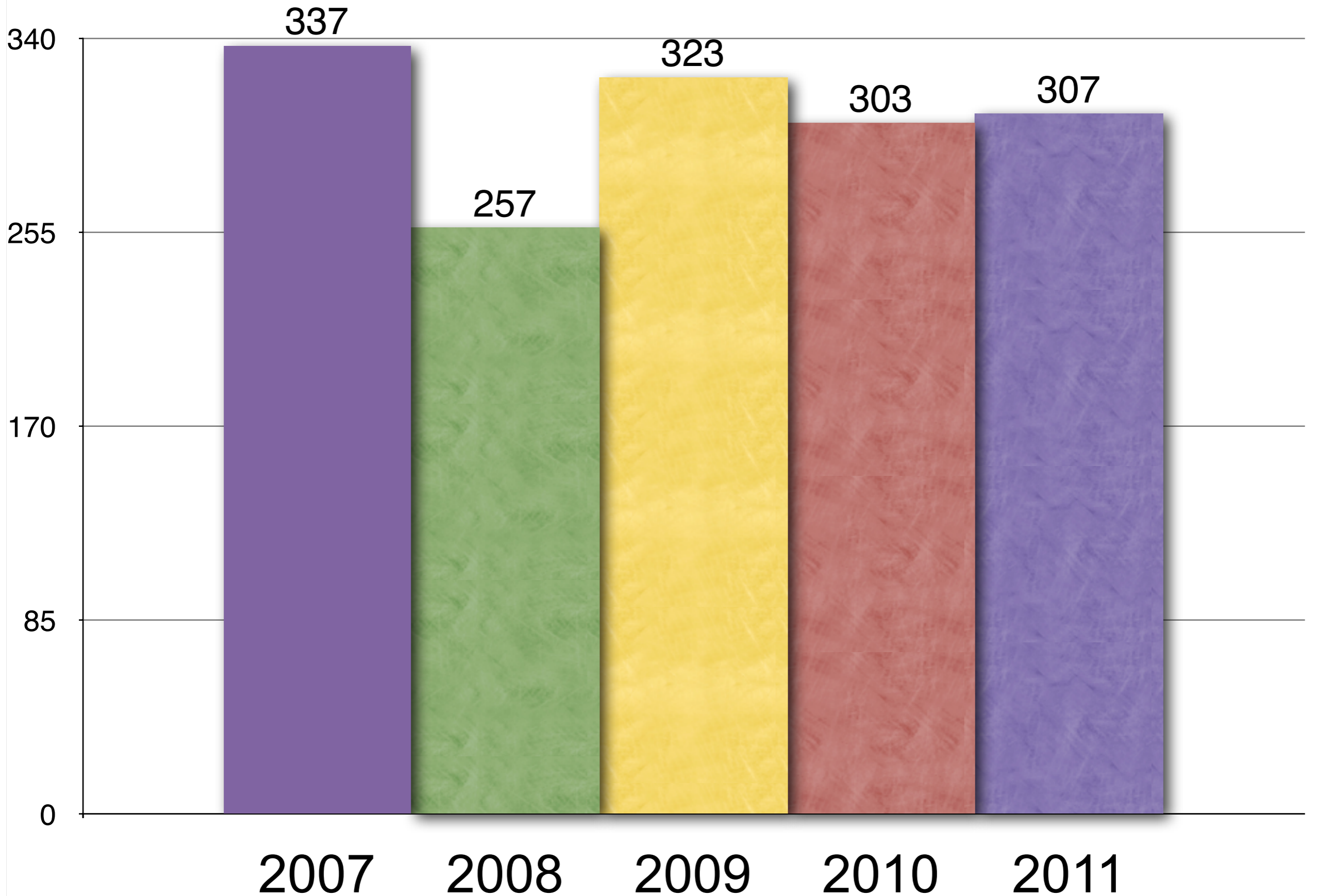
# CO Sales Jan-Nov. 2007-2011



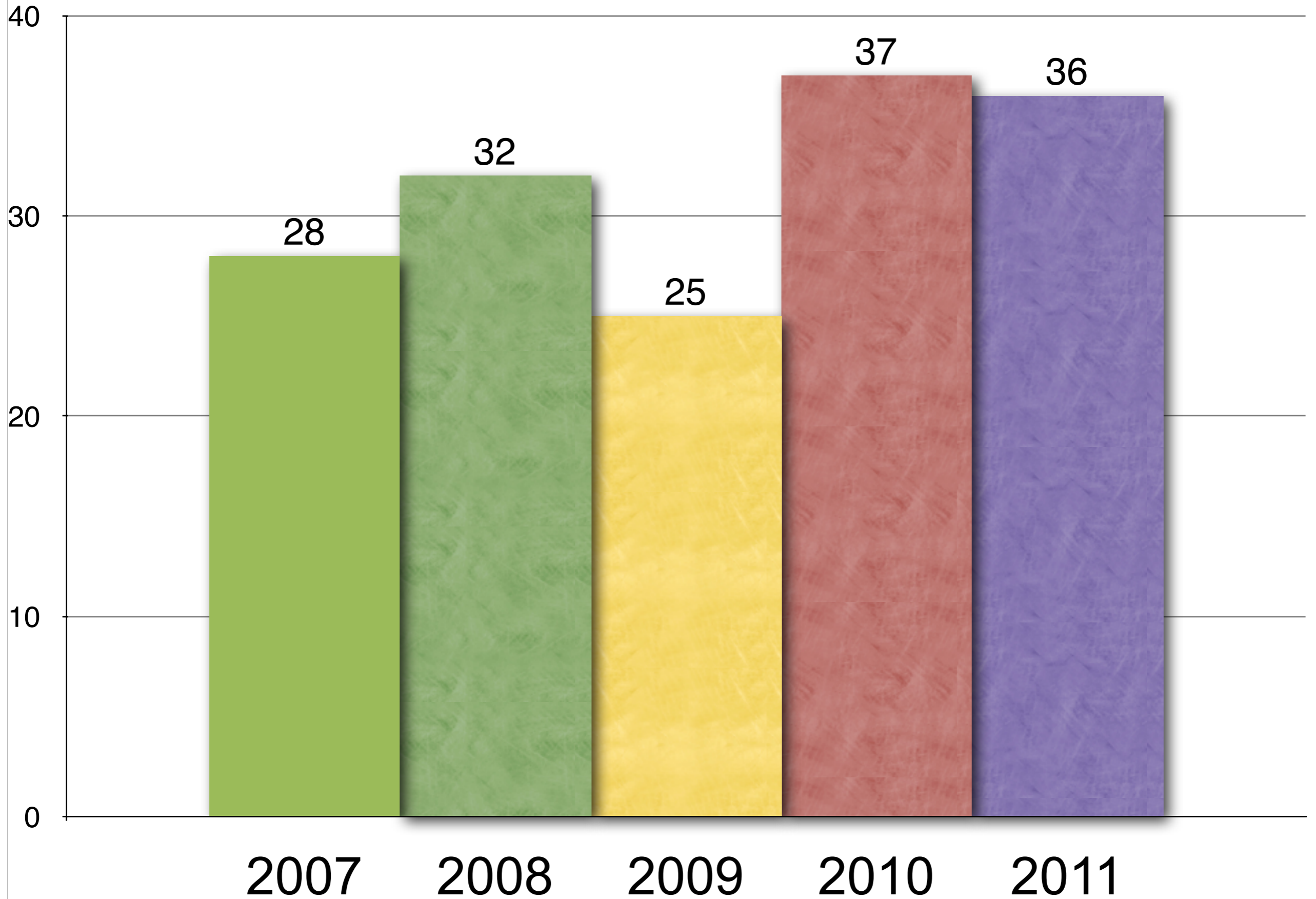
# CO Median Sales Price Jan-Nov. 2007-2011



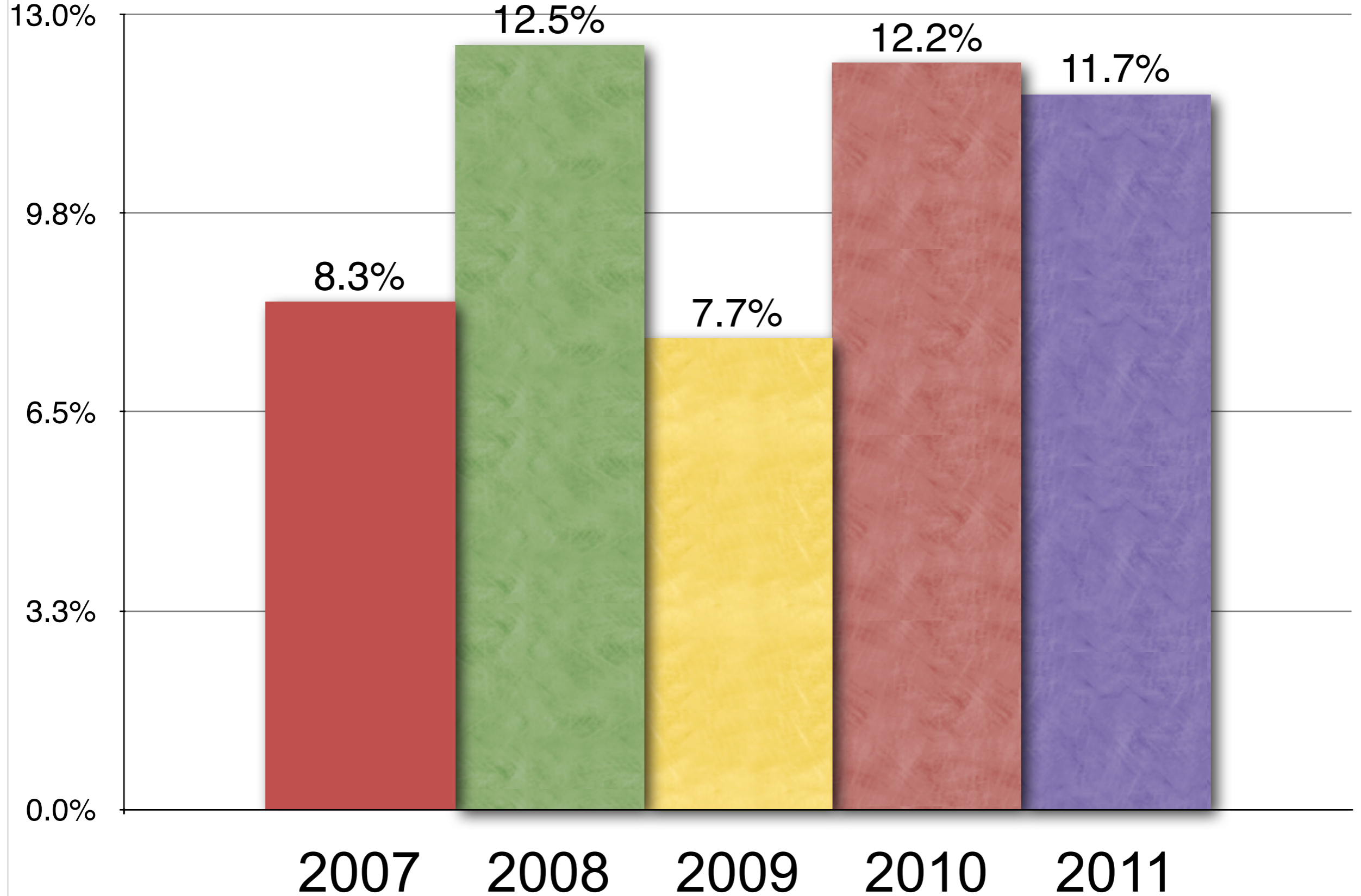
# CO Pending Listings Jan-Nov. 2007-2011



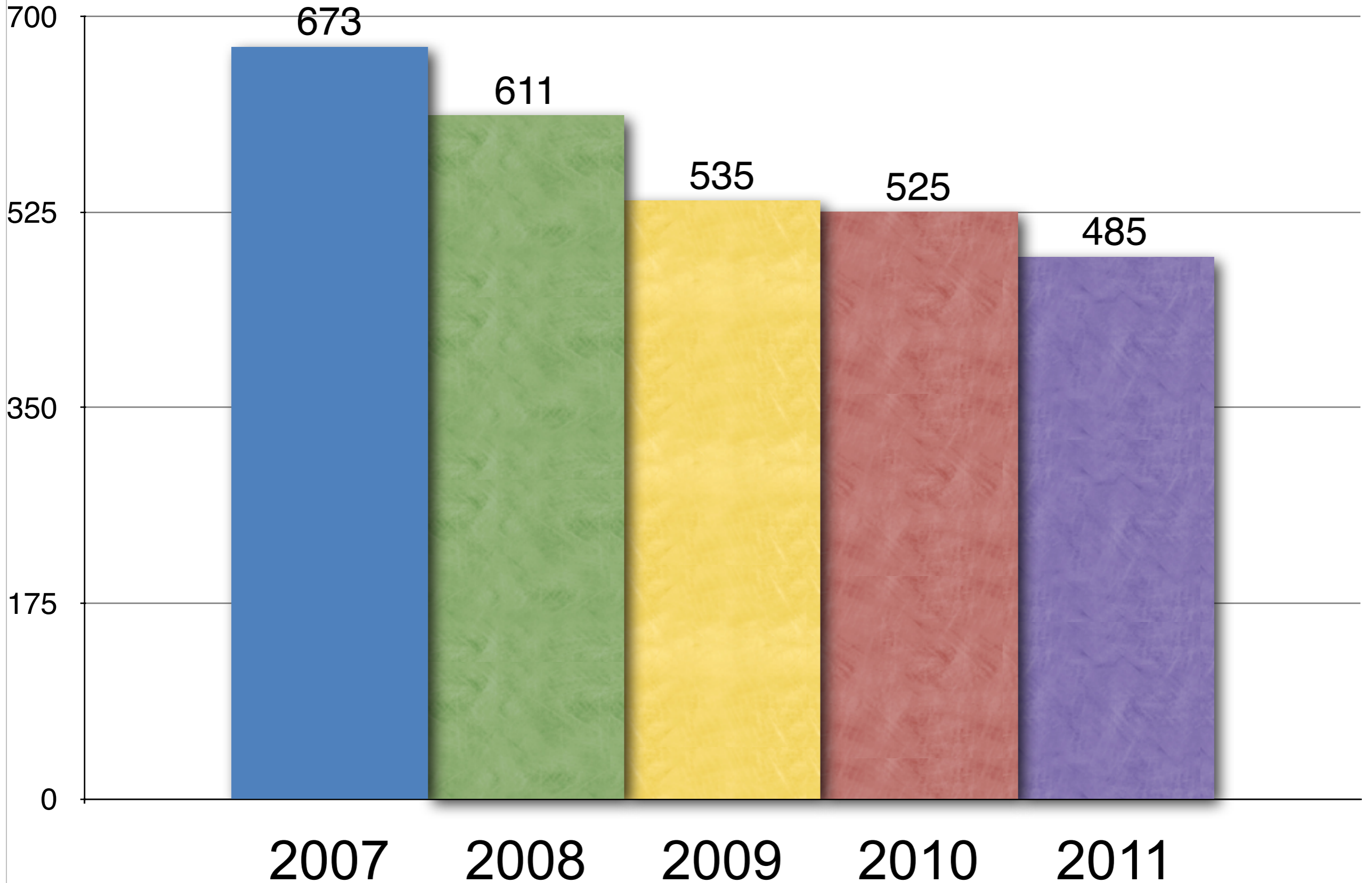
# CO Fall Throughs Jan-Nov. 2007-2011



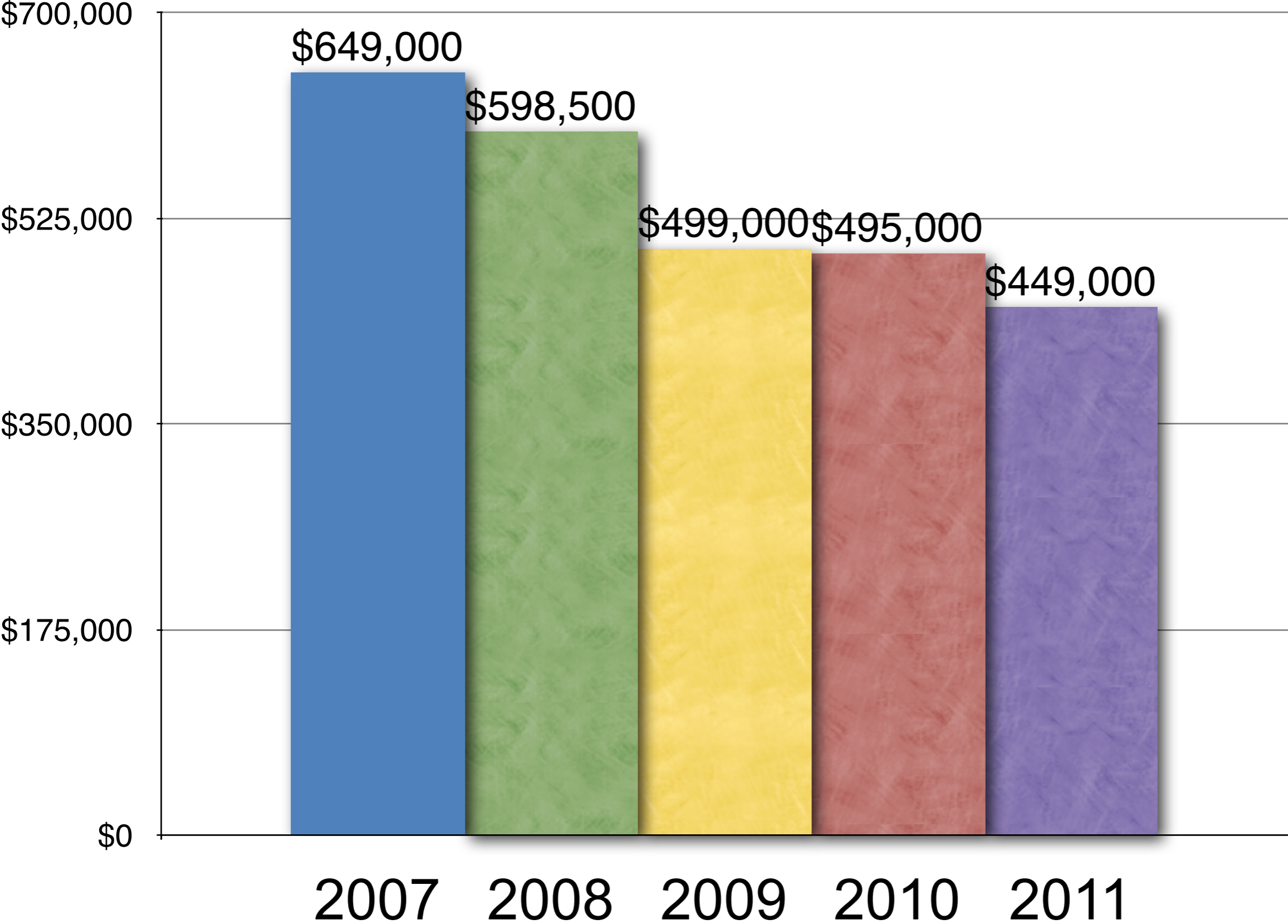
# CO Fall Through Percentages Jan-Nov. 2007-2011



# CO New Listings Jan-Nov. 2007-2011



# CO Median List Price Jan-Nov. 2007-2011



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

# Active and Pending Listings

'10 vs. '11 Jan-Nov

- Total Active Listings

'10 688, '11 647, **DOWN -6.0%**

- New Listings

'10 525, '11 485, **DOWN -7.6%**

- New Listings Median List Price

'10 \$485,000, '11 \$449,000, **DOWN -7.4%**

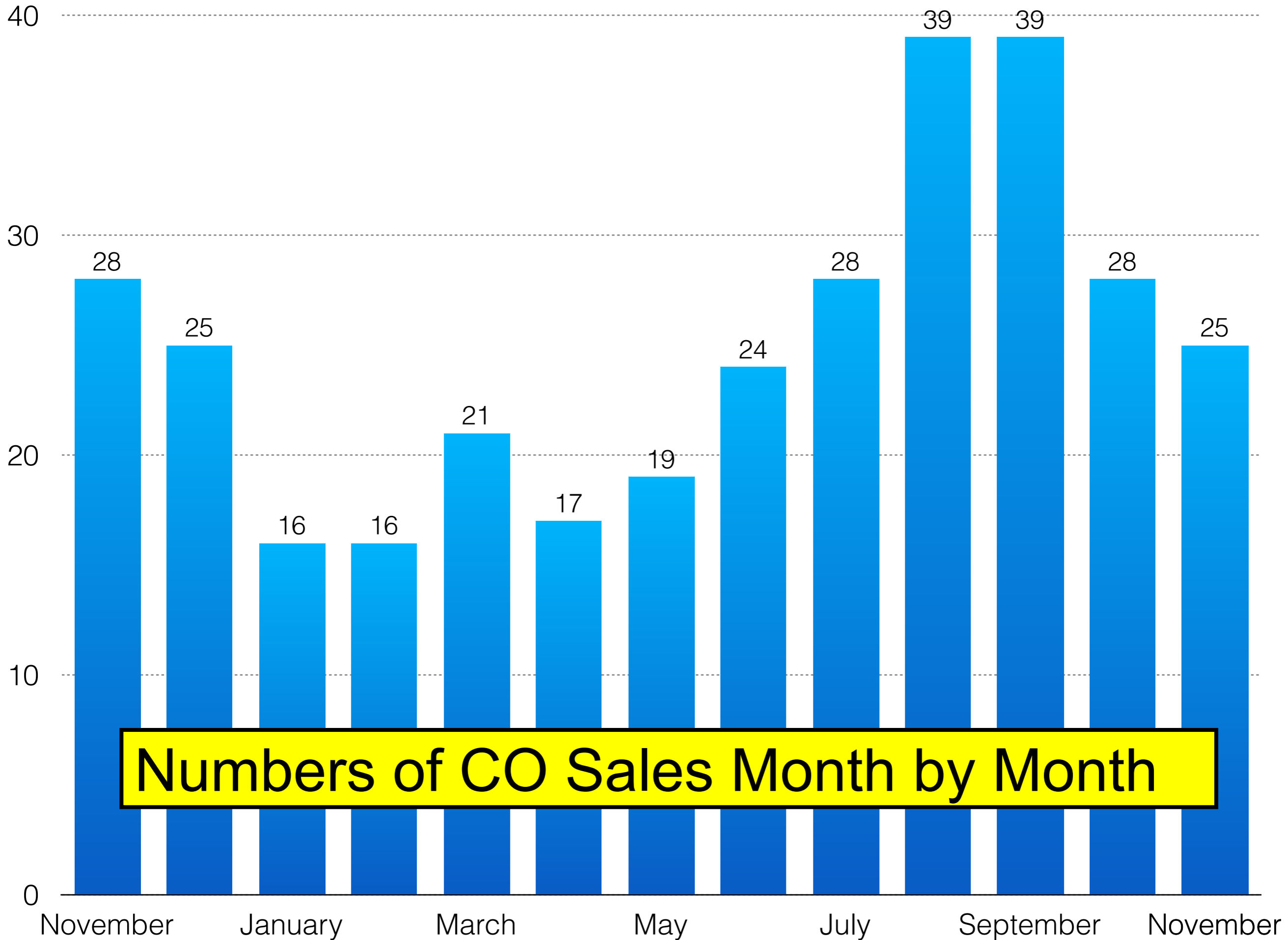
- Properties that went into Escrow

'10 303, '11 307, **UP +1.3%**

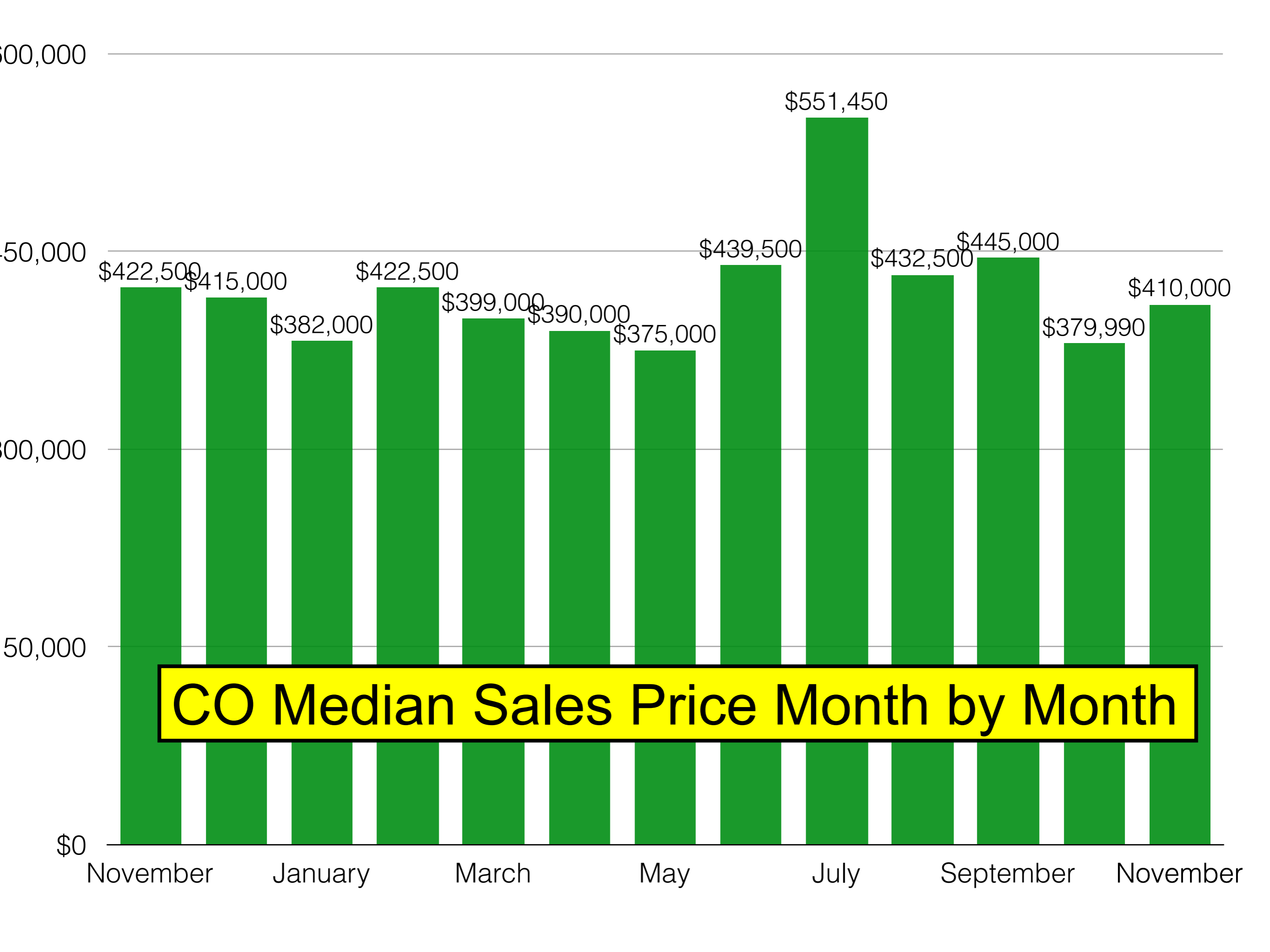
# Sold CO '10 vs. '11 Jan-Nov

- Number of Sold Properties  
'10 299, '11 272 **DOWN -9.0%**
- Median Sales Prices  
'10 \$435,000 '11 \$418,500 **DOWN -3.8%**
- Median Sales Prices w/o Montecito  
'10 \$425,000, '11 \$410,000 **DOWN -3.5%**
- Average Sold Price  
'10 \$526,056, '11 \$510,462 **DOWN -3.0%**
- Average Sold Price w/o Montecito  
'10 \$482,278, '11 \$474,462 **DOWN -1.6%**
- Sold Volume  
'10 \$157,290,755, '11 \$138,845,902 **DOWN -11.7%**

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

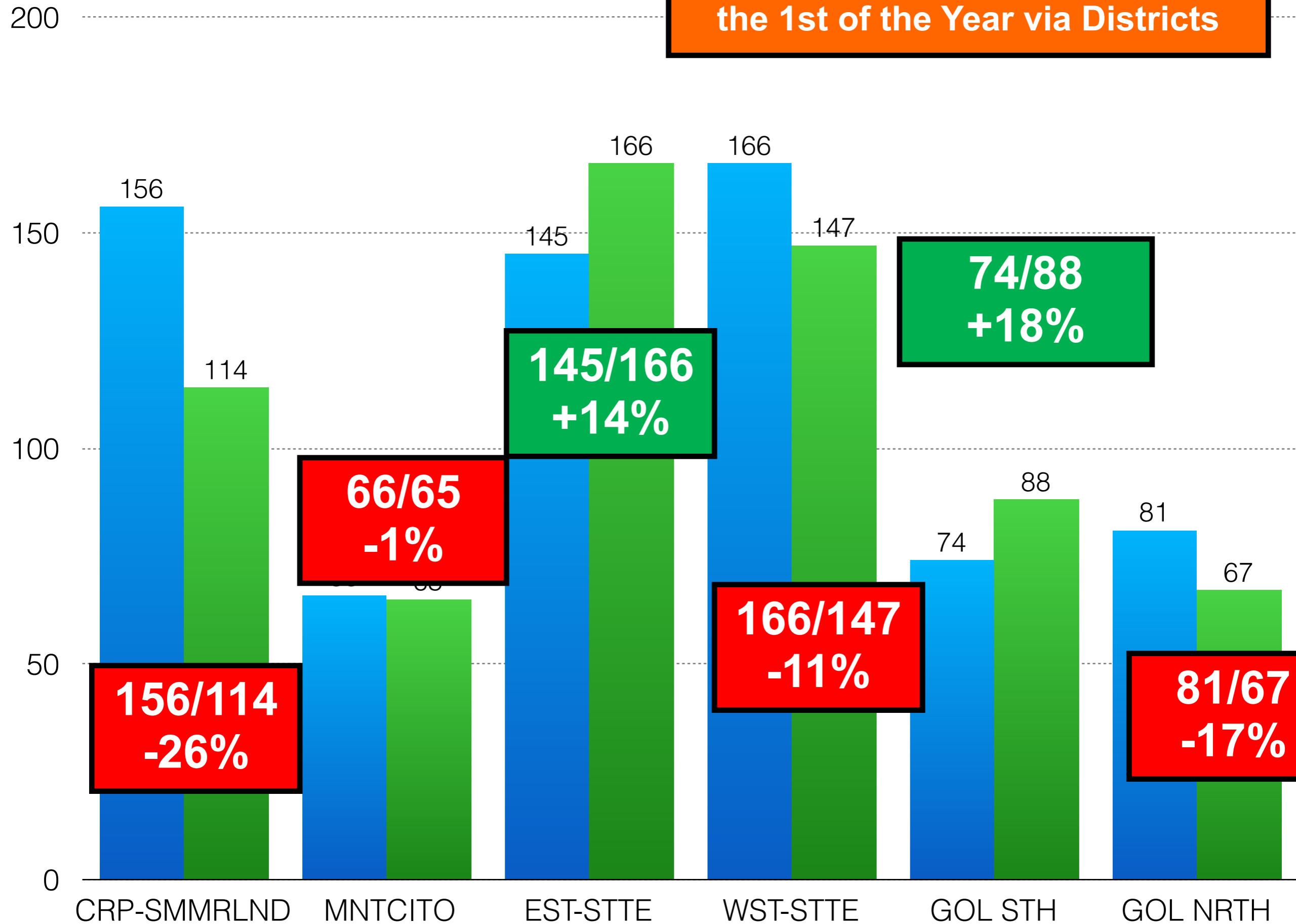


**Numbers of CO Sales Month by Month**

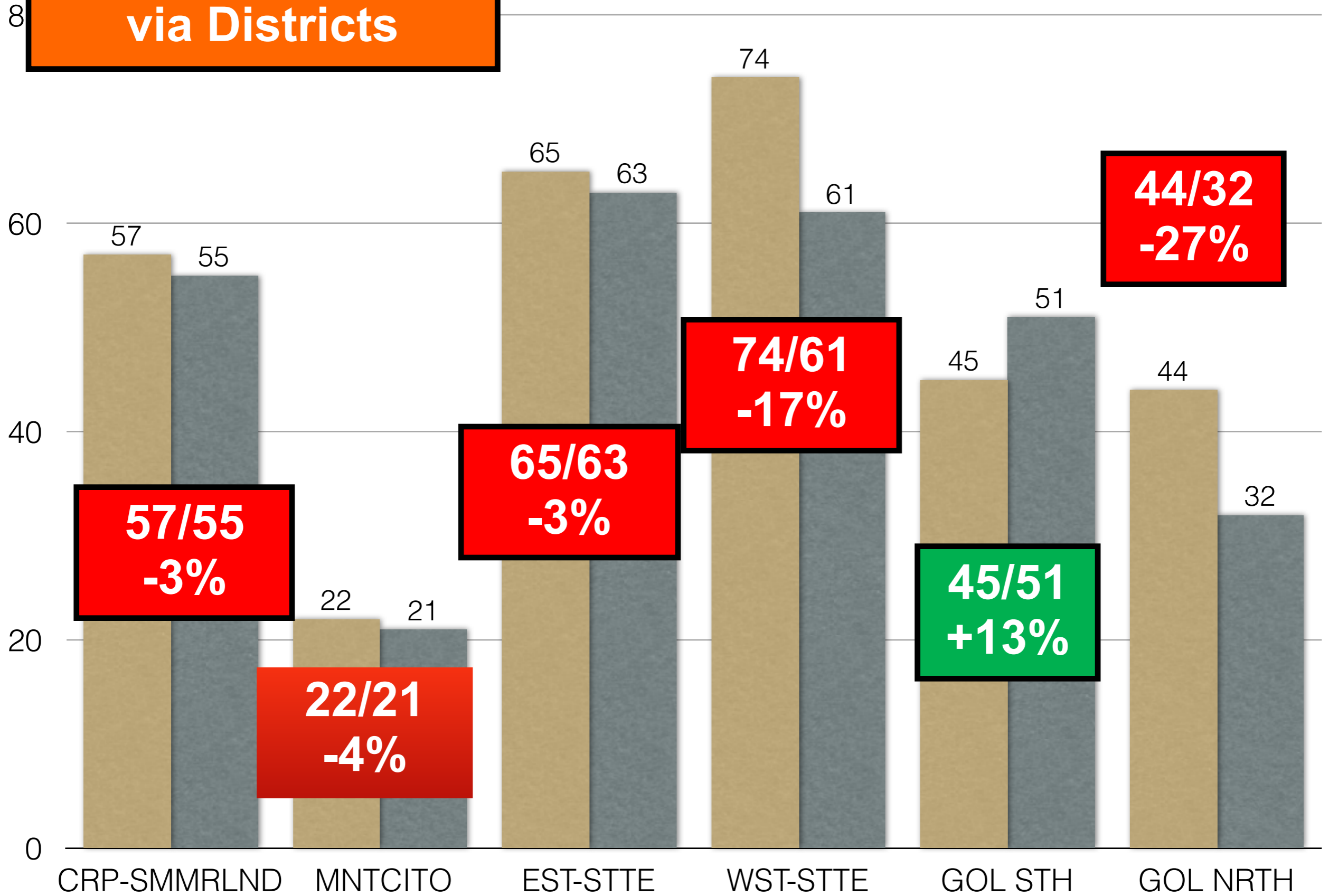


# **Condo District Stats**

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



# Condo Sales via Districts



\$1,200,000

\$1,128,636

\$1,081,071

# Condo Average Sales Price

\$900,000

**\$1.081M**  
**-4%**

**\$563**  
**+1%**

\$600,000

\$586,747

\$544,940

**\$380**  
**-4%**

\$436,067

\$461,909

\$300,000

**\$544**  
**-7%**

\$380,709

\$373,256

\$380,452

**\$461**  
**+5%**

**\$373**  
**-1%**

\$0

CRP-SMMRLND

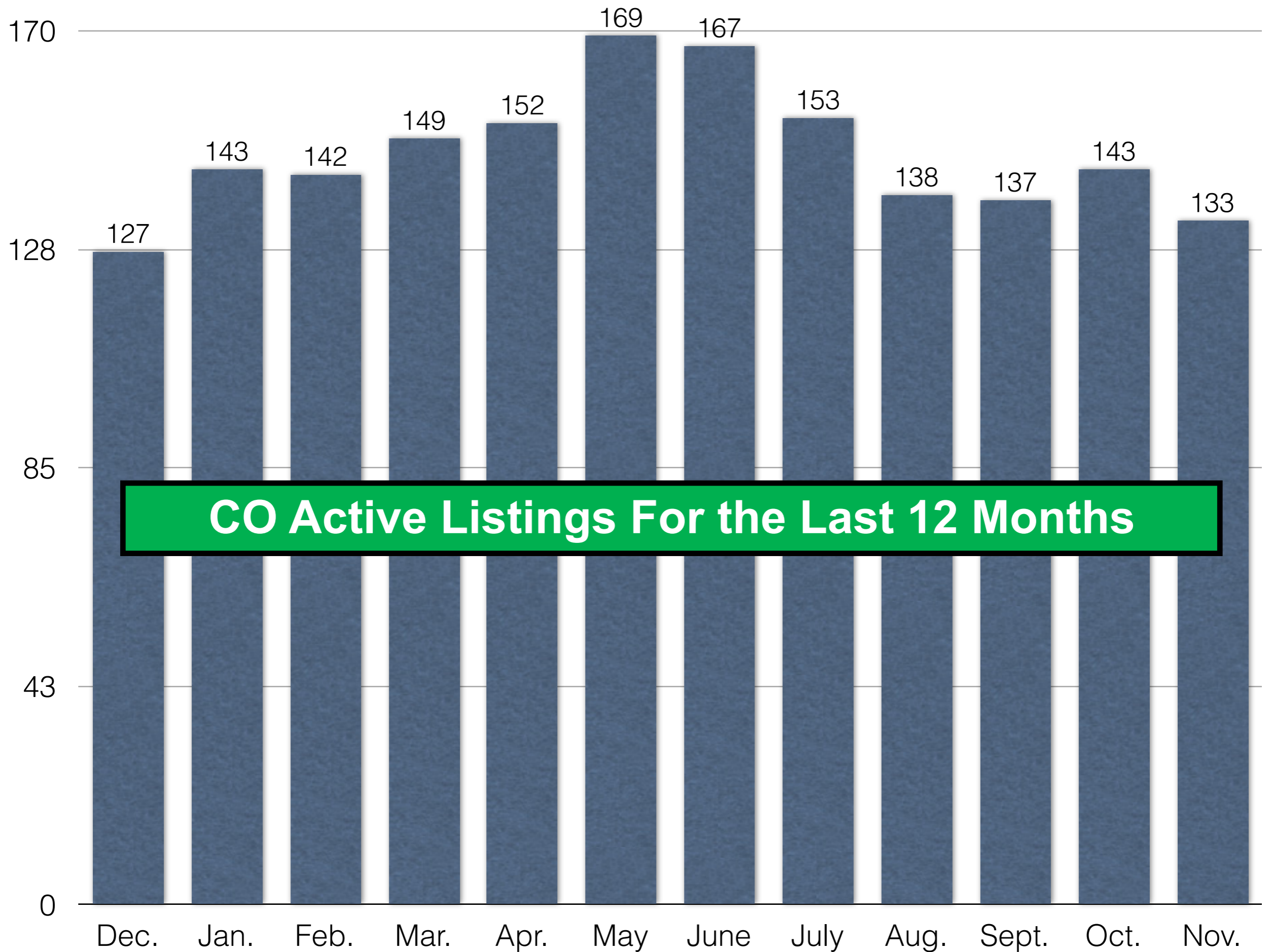
MNTCITO

EST-STTE

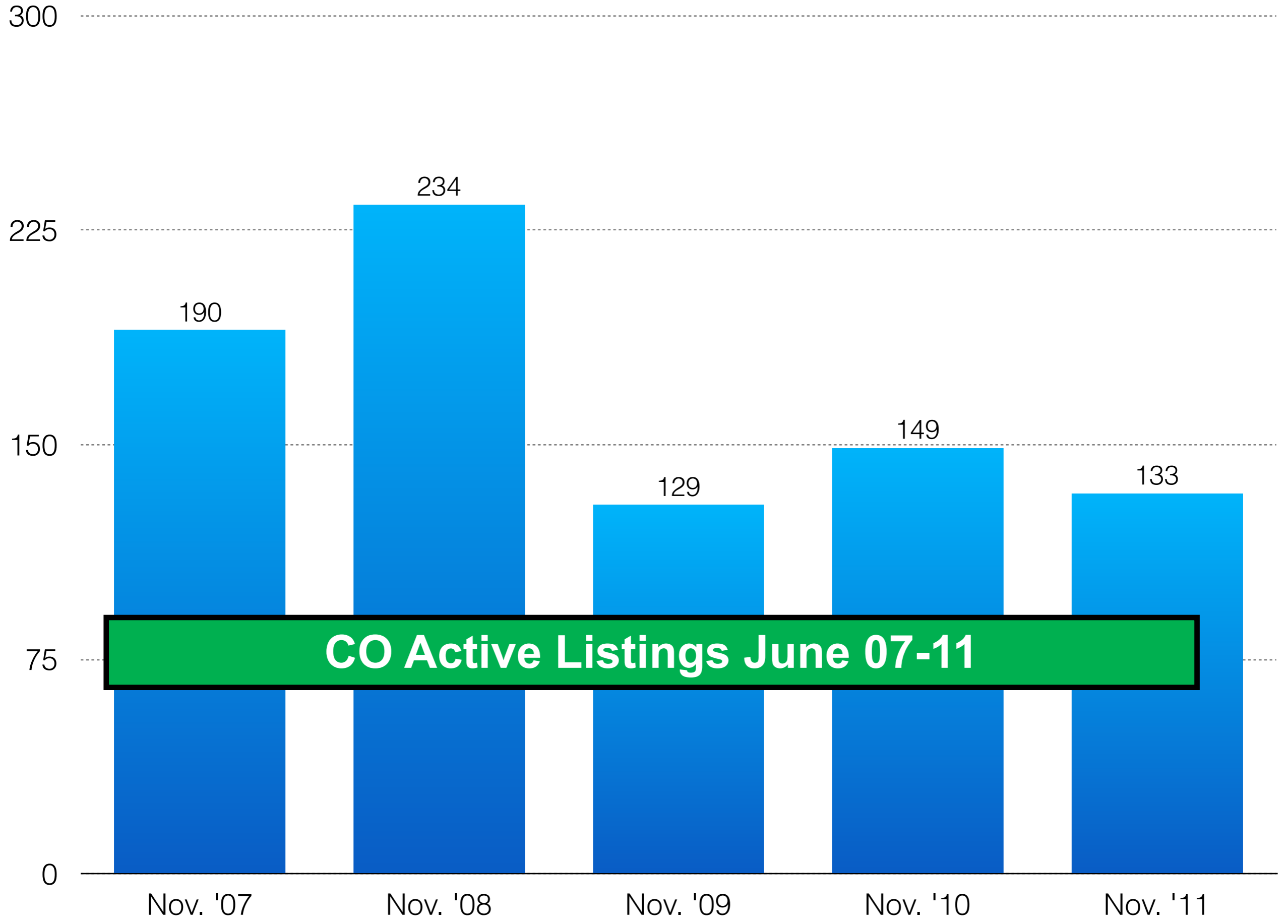
WST-STTE

GOL STH

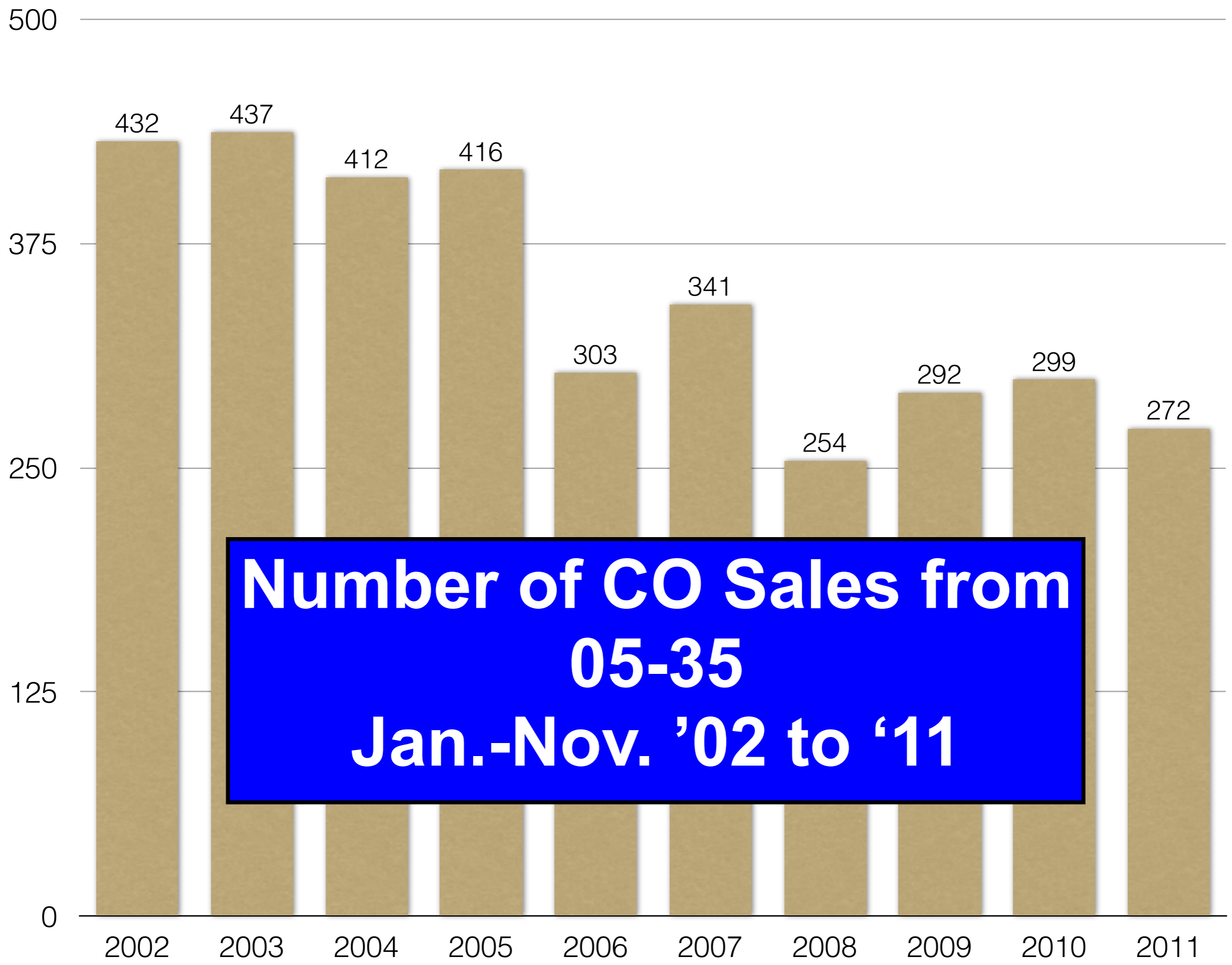
GOL NRTH



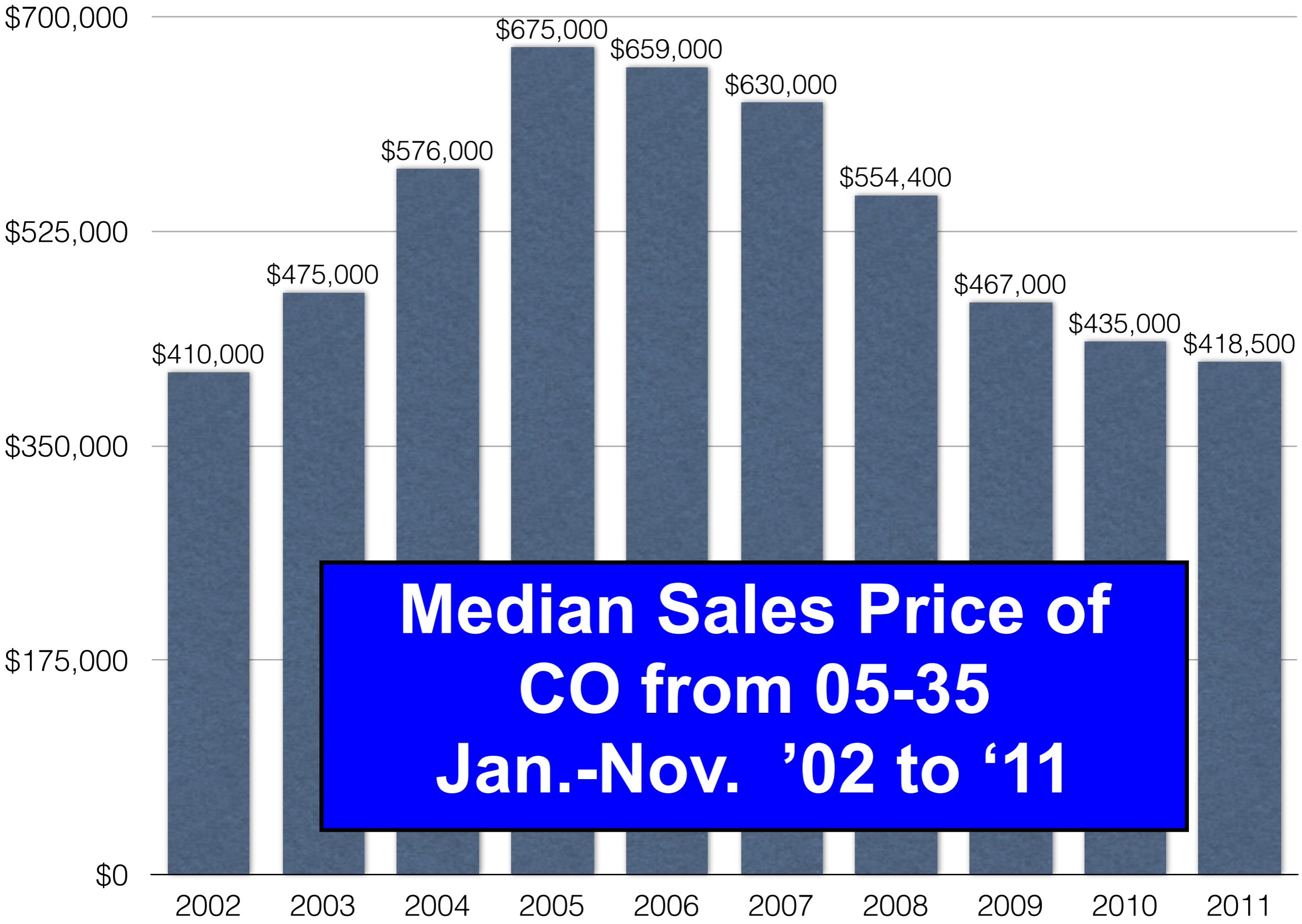
**CO Active Listings For the Last 12 Months**



**Perspective  
for Condos  
2002-2011**



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



**Median Sales Price of  
CO from 05-35  
Jan.-Nov. '02 to '11**

**Compiled from  
Santa Barbara  
Multiple Listing Service Data  
on 12/7/2011**

**Statistics Through November '10**

