



**Compiled from  
Santa Barbara  
Multiple Listing Service Data  
on 11/7/2011**

**Statistics Through October '11**

# MLS vs CORT for Sept. '11

MLS 127 Sales 88 HE/PU – 39 CO

CORT 152 Sales

- 2 Closed in August in MLS
- 3 Closed in October in MLS
- 1 Land Sale
- 2 Residential Income
- 2 Expired in MLS
- 2 Cancelled in MLS
- 1 Still Pending
- 1 Not put in as a Primary Listing
- 17 Not in MLS

**October 1-October 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	69	\$74,205,964	\$750,000	\$1,075,448	68	\$69,517,701	\$745,000	\$1,007,502	93.68	86.28
List/Sold	13	\$18,984,400	\$750,000	\$1,460,338	47	\$17,623,500	\$750,000	\$1,355,653	92.83	89.67
Co-Broker	56	\$55,221,564	\$759,000	\$986,099	73	\$51,894,201	\$742,500	\$926,682	93.97	85.19
New	135	\$285,151,590	\$898,990	\$2,112,234	18					
Pending	104	\$124,532,192	\$799,000	\$1,197,424	88					
Withdrawn	15	\$32,874,000	\$1,125,000	\$2,191,600	97					
Cancelled	28	\$43,240,400	\$1,245,000	\$1,544,300	146					
Expired	53	\$130,359,900	\$1,445,000	\$2,459,620	222					
Back On Market	36	\$52,202,400	\$822,000	\$1,450,066	151					
Extended	76	\$165,215,196	\$1,172,000	\$2,173,884	210					
Active In Range	656	\$1,921,473,572	\$1,395,000	\$2,929,075	129					
Current Active	526	\$1,658,047,495	\$1,449,500	\$3,152,181	143					

## HE/PU October '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	69	\$74,205,964	\$750,000	\$1,075,448	68	\$69,517,701	\$745,000	\$1,007,502	93.68	86.28
Pending	104	\$124,532,192	\$799,000	\$1,197,424	88					

## HE/PU October '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	65	\$122,360,300	\$879,000	\$1,882,466	86	\$107,893,178	\$868,000	\$1,659,895	88.18	79.72
Pending	81	\$139,369,100	\$899,000	\$1,720,606	96					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$350,000-\$399,999	2	22
\$400,000-\$449,999	4	50
\$450,000-\$499,999	4	19
\$500,000-\$549,999	4	46
\$550,000-\$599,999	2	12
\$600,000-\$649,999	6	87
\$650,000-\$699,999	4	52
\$700,000-\$749,999	9	28
\$750,000-\$799,999	6	37
\$800,000-\$849,999	2	34
\$850,000-\$899,999	4	22
\$900,000-\$949,999	1	128
\$950,000-\$999,999	1	27

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	2	112
\$1,100,000-\$1,199,999	2	43
\$1,200,000-\$1,299,999	4	102
\$1,300,000-\$1,399,999	2	106
\$1,400,000-\$1,499,999	1	156
\$1,500,000-\$1,599,999	1	160
\$1,600,000-\$1,699,999	1	116
\$2,000,000-\$2,249,999	2	178
\$2,250,000-\$2,499,999	1	3
\$3,250,000-\$3,499,999	2	402
\$3,500,000-\$3,749,999	1	159
\$4,000,000-\$4,249,999	1	1

The average price for the 69 properties is \$1,007,502.

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

**4484 Via Esperanza**

The median price is \$745,000.

The lowest price is \$359,900.

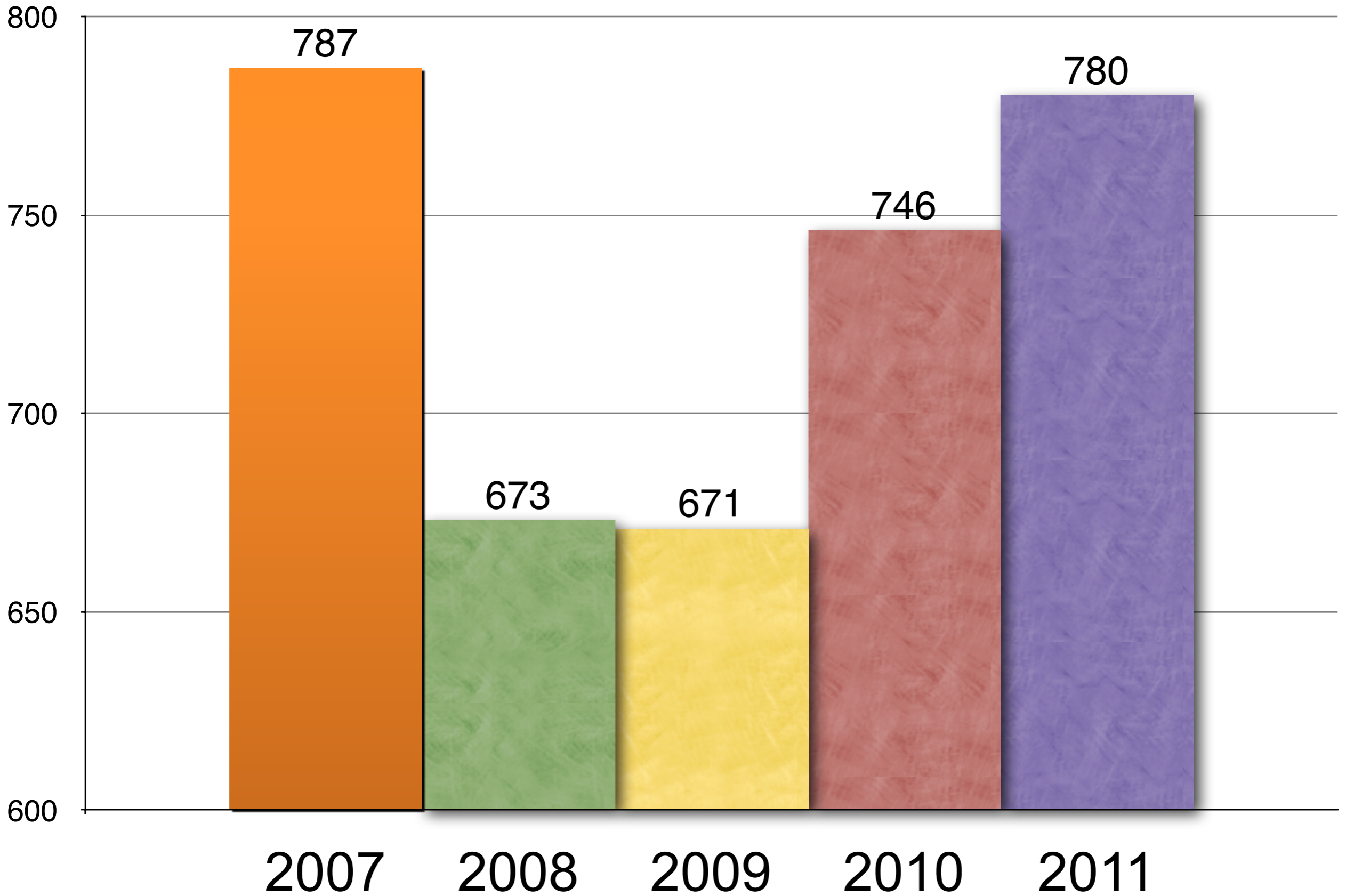
**1305 Cacique St**

The average Market Time is 68.

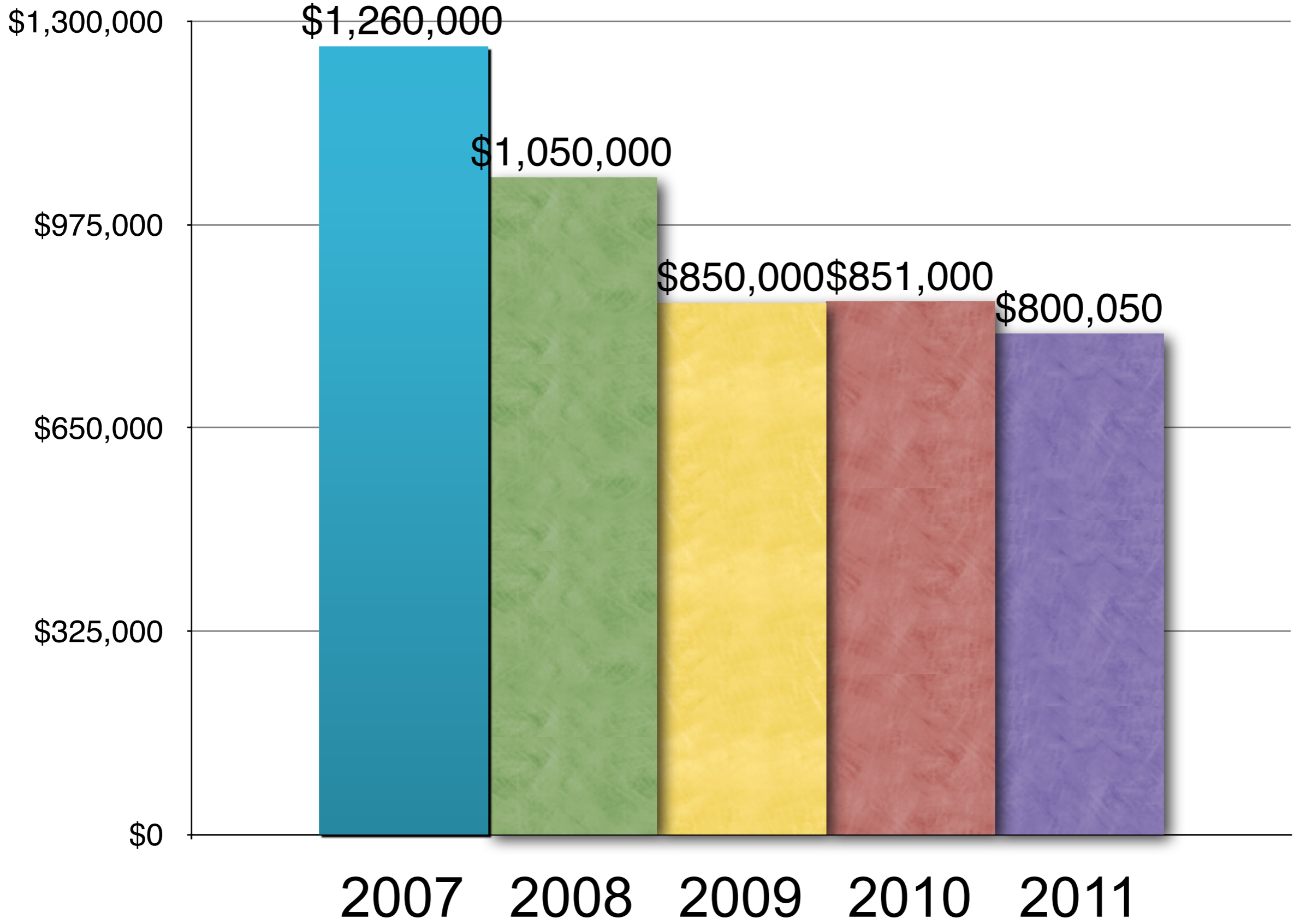
# Home Estate/PUD

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

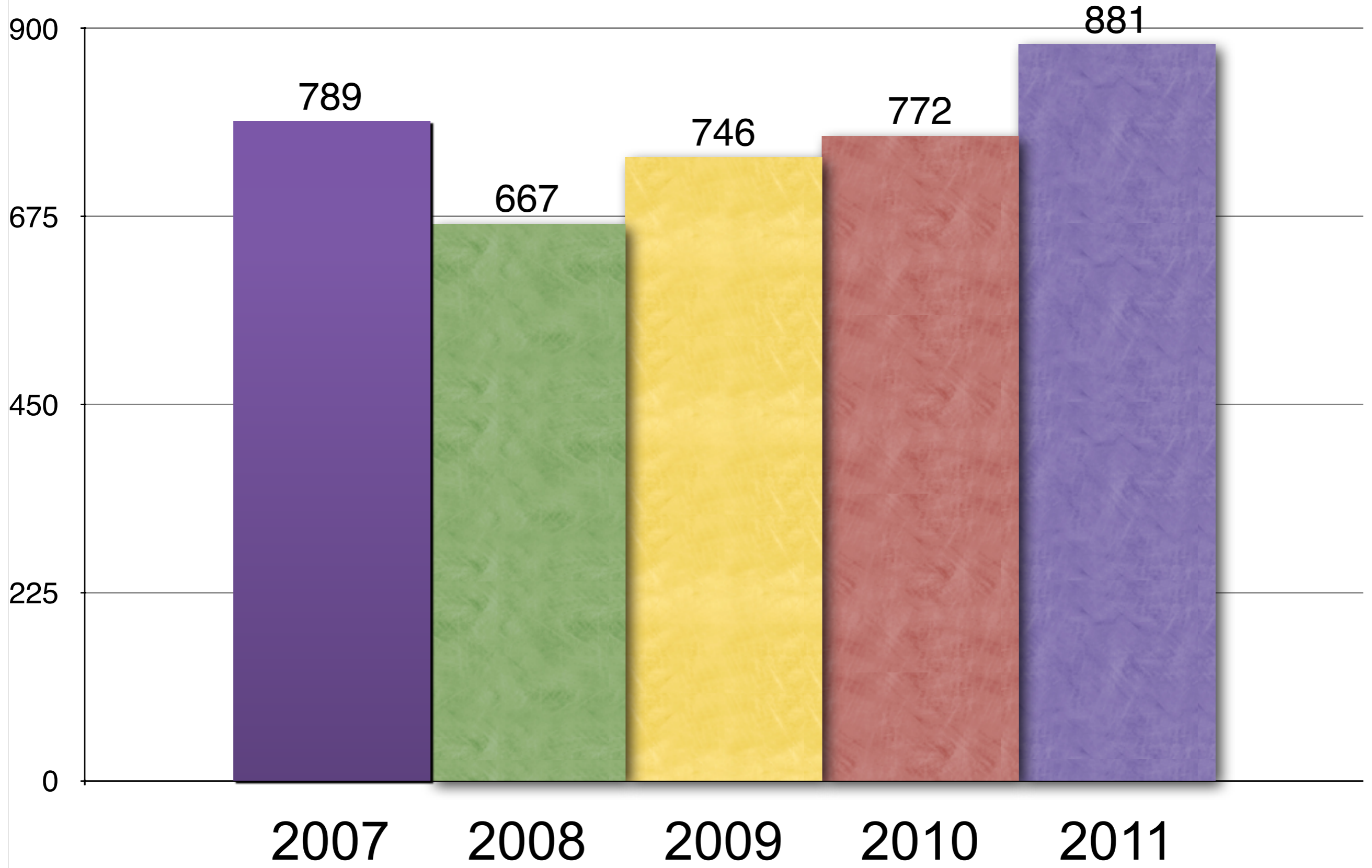
# HE/PU Sales Jan-Oct. 2007-2011



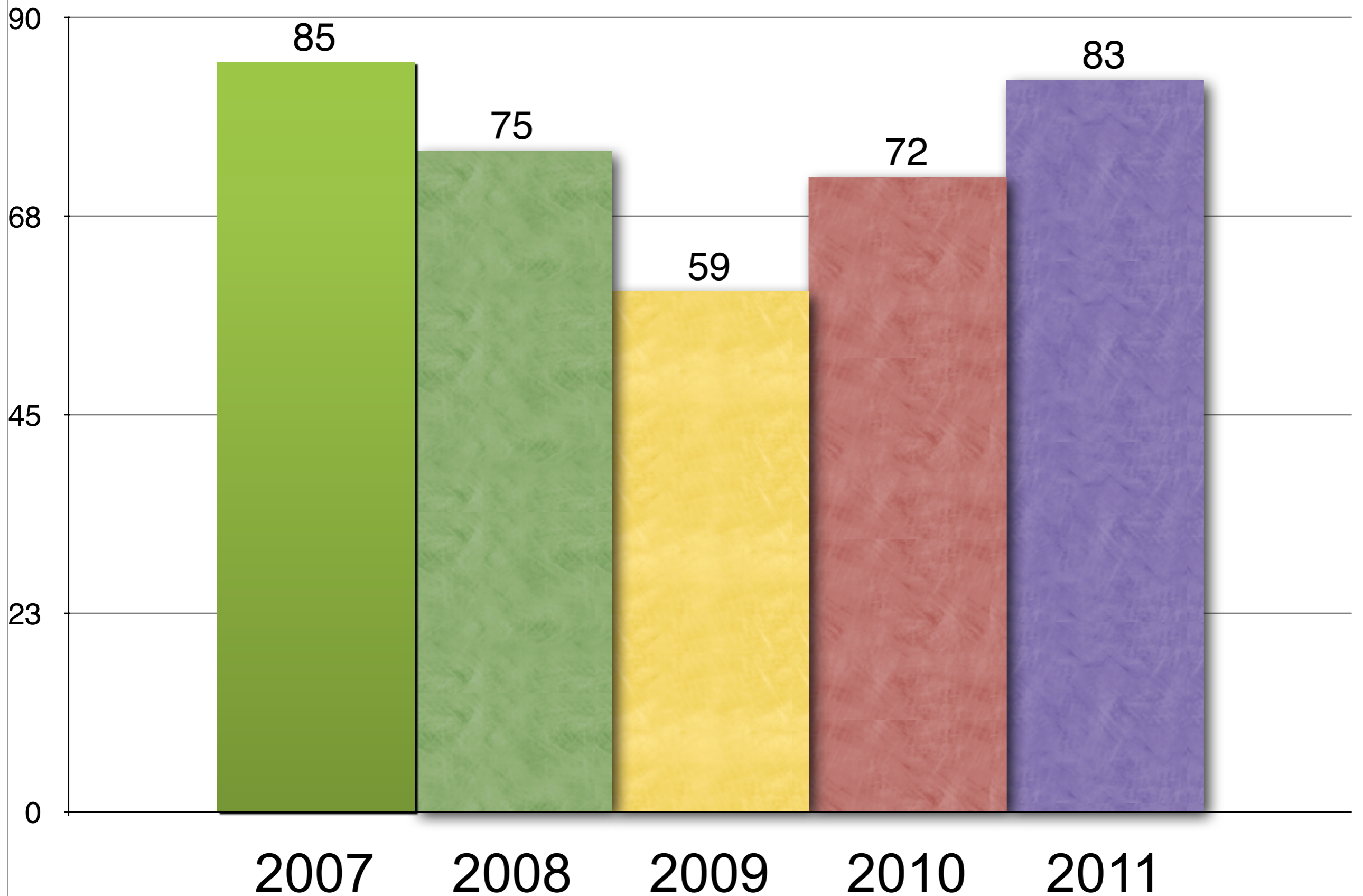
# HE/PU Median Sales Price Jan-Oct. 2007-2011



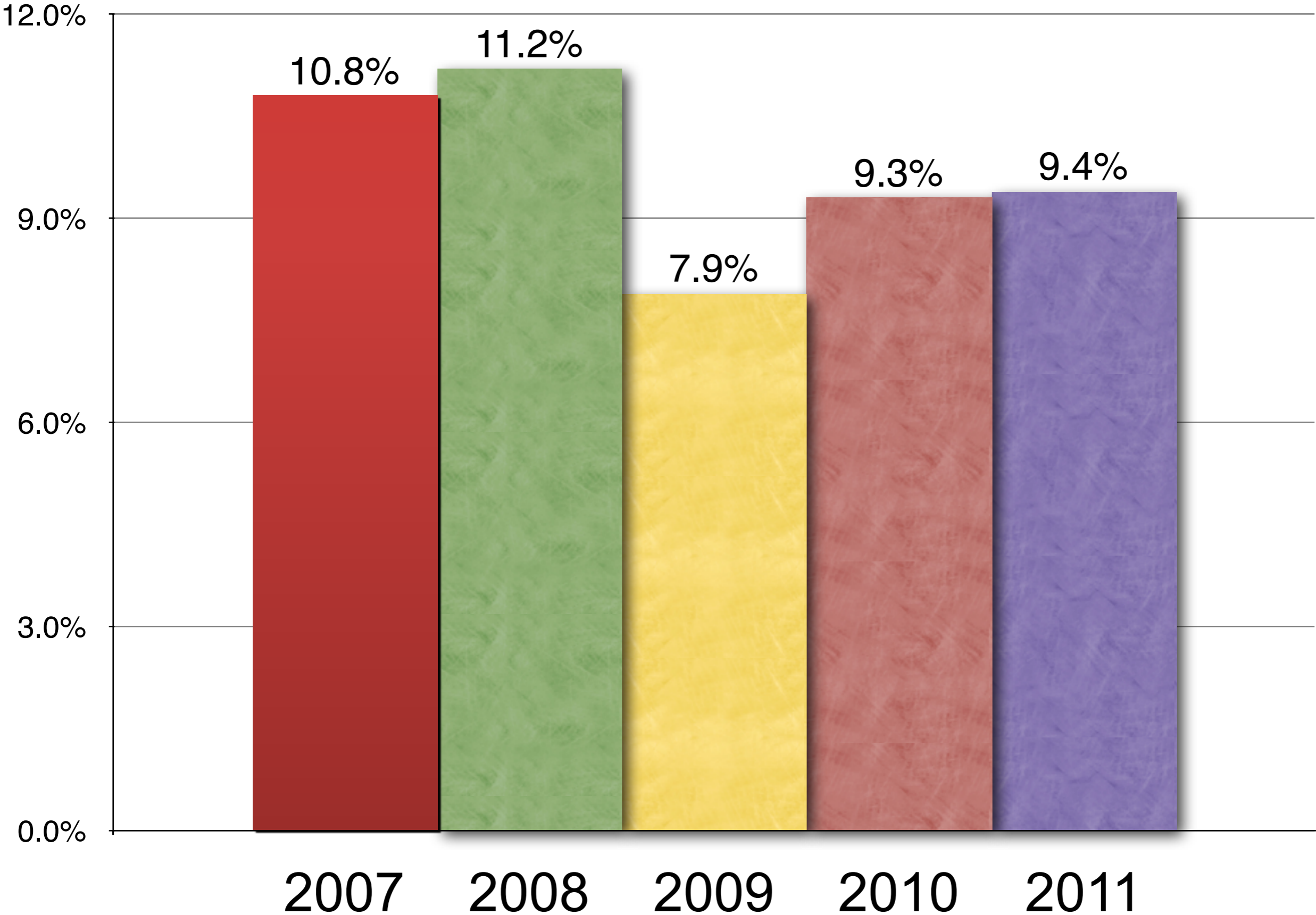
# HE/PU Pending Sales Jan-Oct. 2007-2011



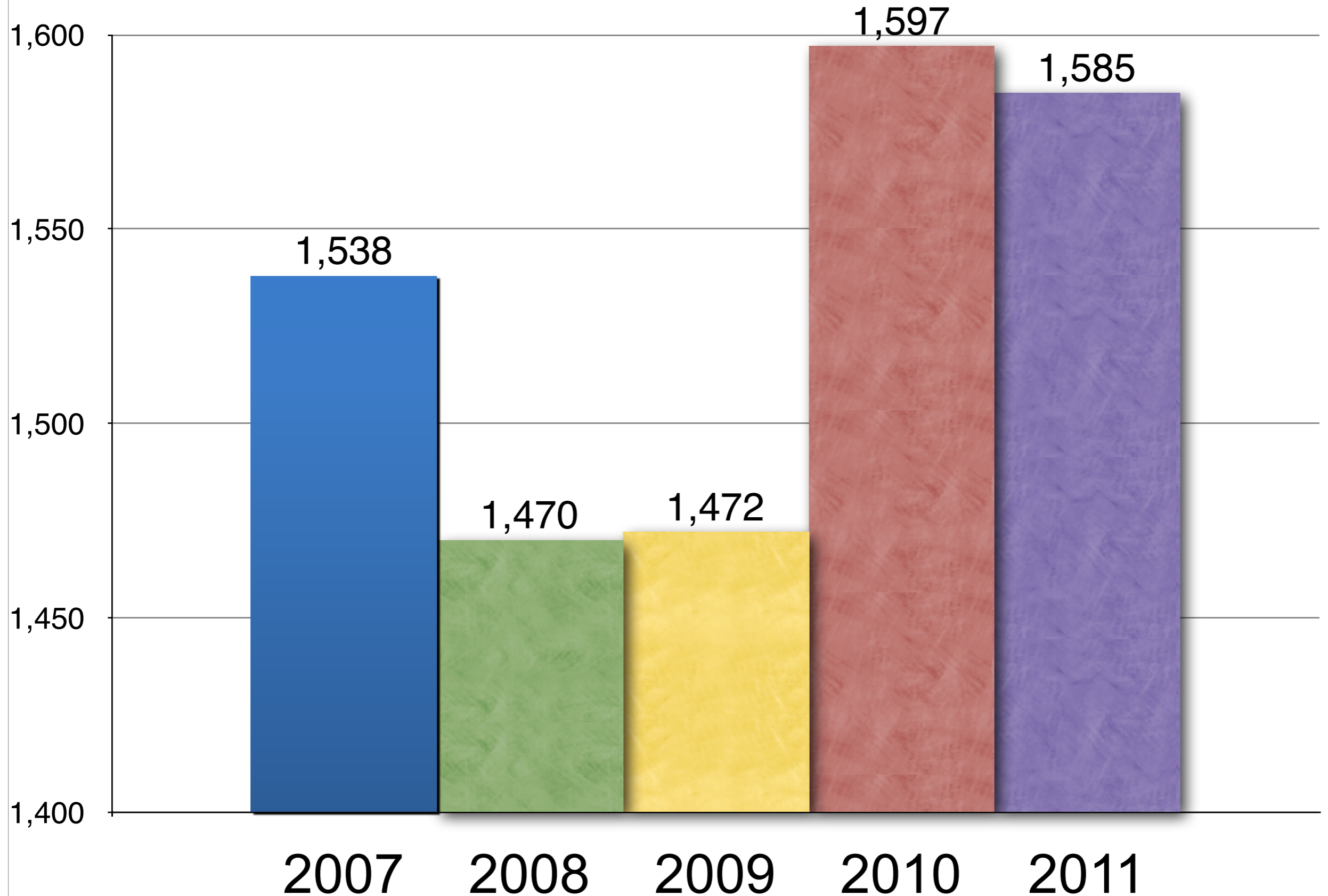
# HE/PU Fall Throughs Jan-Oct. 2007-2011



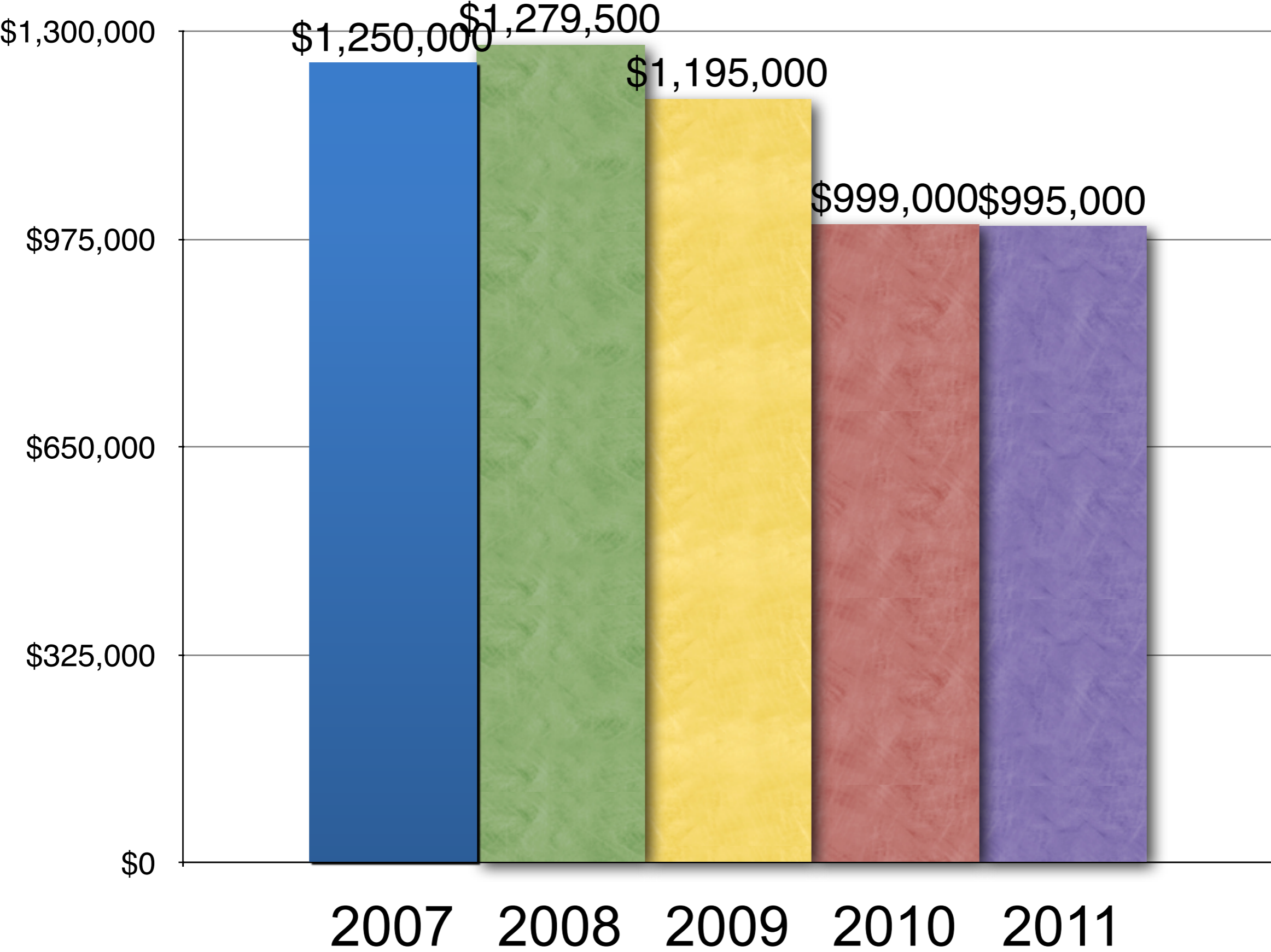
# HE/PU Fall Through Percentages Jan-Oct. 2007-2011



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



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



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

# Active and Pending Listings

'10 vs. '11 Jan.-Oct.

- Total Active Listings

'10 2,245, '11 2,215 **DOWN** -1.5%

- New Listings

'10 1,597, '11 1,585, **DOWN** -0.8%

- New Listings Median List Price

'10 \$999,000, '11 \$995,000, **DOWN** -0.4%

- Properties that went into Escrow

'10 772, '11 881, **UP** +14.1%

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

- Number of Sold Properties

'10 746, '11 780 **UP +4.6%**

- Median Sales Prices

'10 \$851,000, '11 \$800,050 **DOWN -6.0%**

- Median Sales Prices w/o Hope Ranch/Montecito

'10 \$777,000, '11 \$716,500 **DOWN -7.8%**

- Average Sold Price

'10 \$1,456,464, '11 \$1,209,804 **DOWN -16.9%**

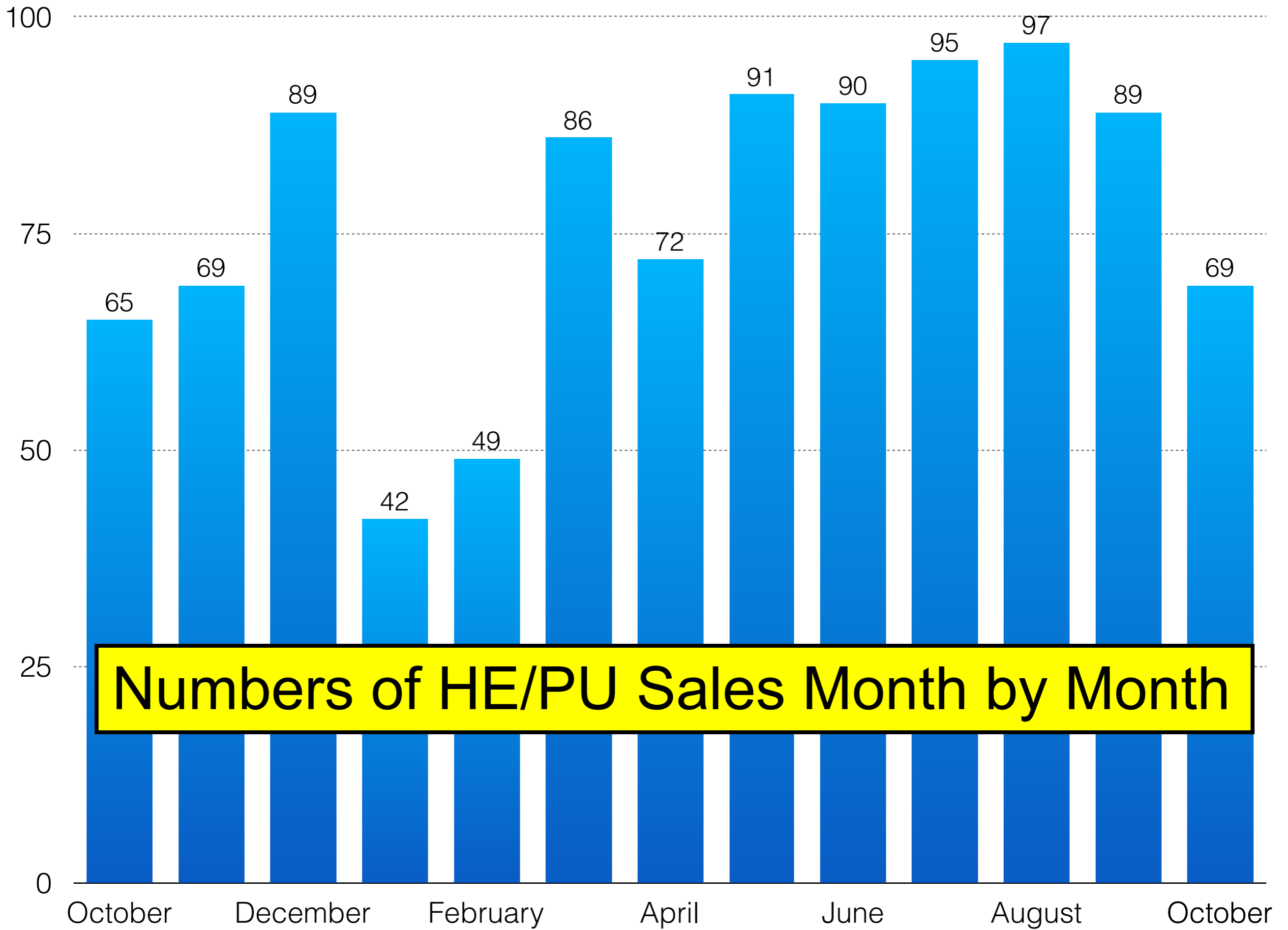
- Average Sold Price w/o Hope Ranch/Montecito

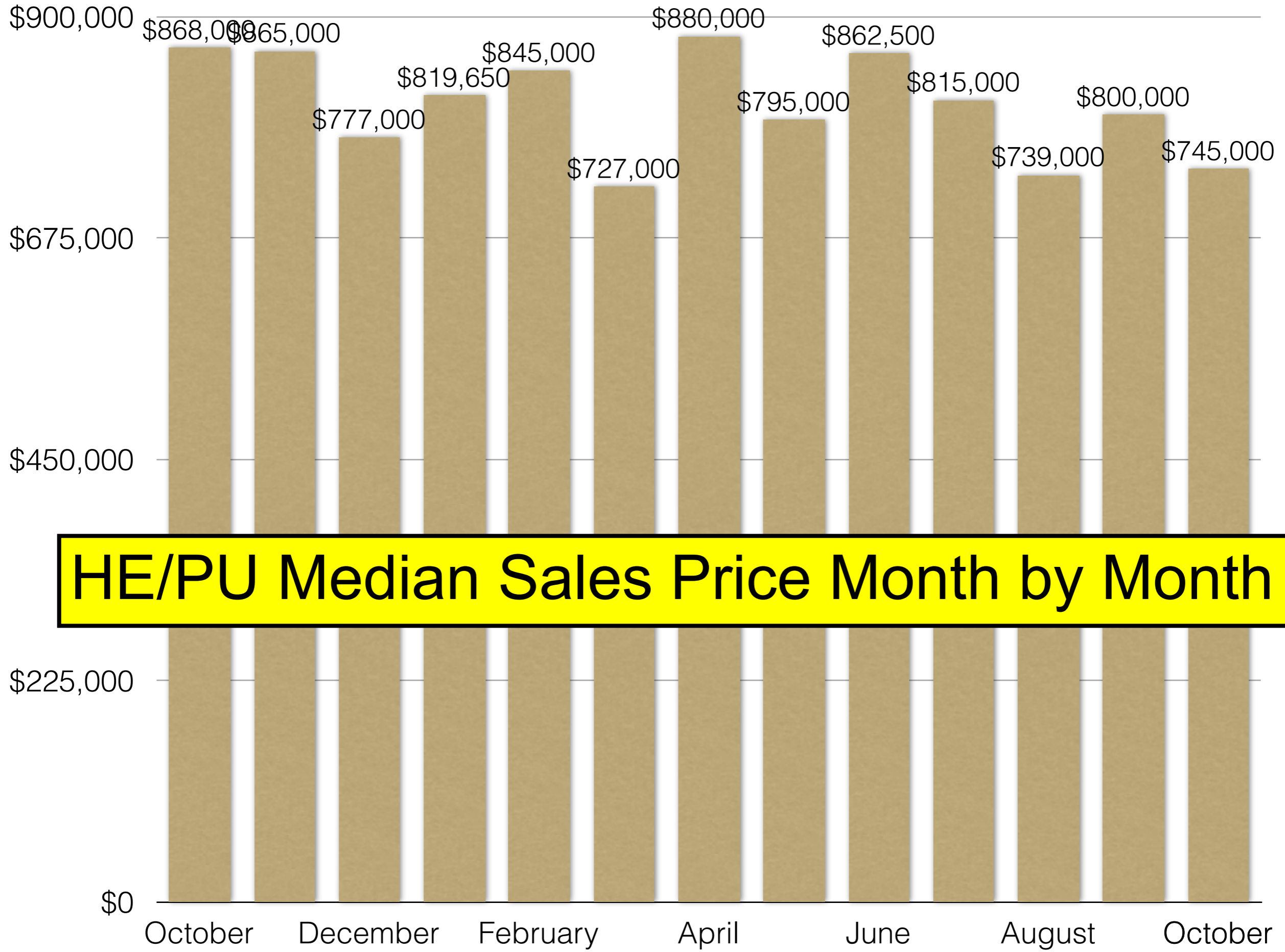
'10 \$999,913, '11 \$872,276 **DOWN -12.7%**

- Sold Volume

'10 \$1,086,522,180, '11 \$943,647,696 **DOWN -13.1%**

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

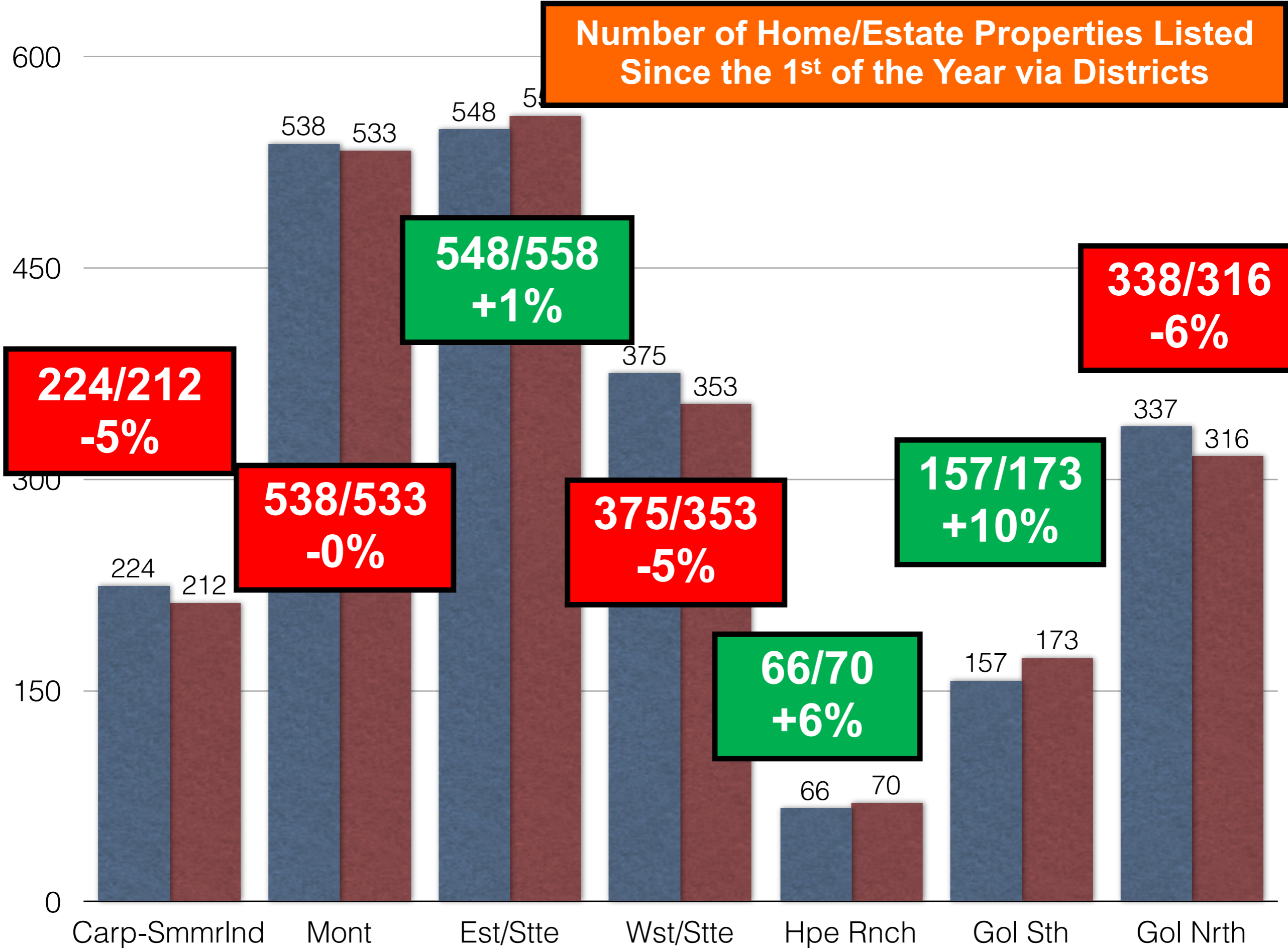




**HE/PU Median Sales Price Month by Month**

# **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

**202/208  
+2%**

**137/132  
-3%**

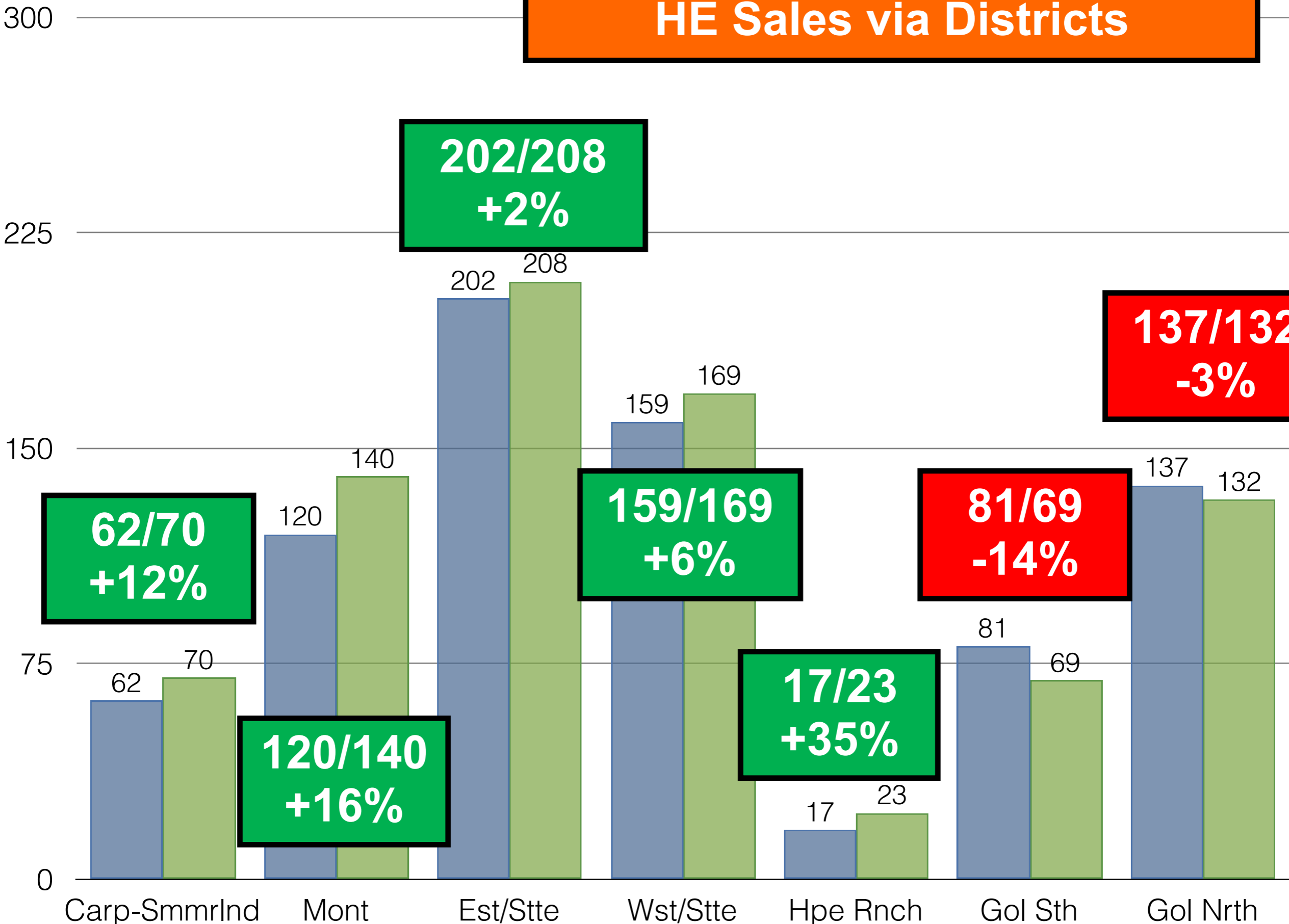
**62/70  
+12%**

**120/140  
+16%**

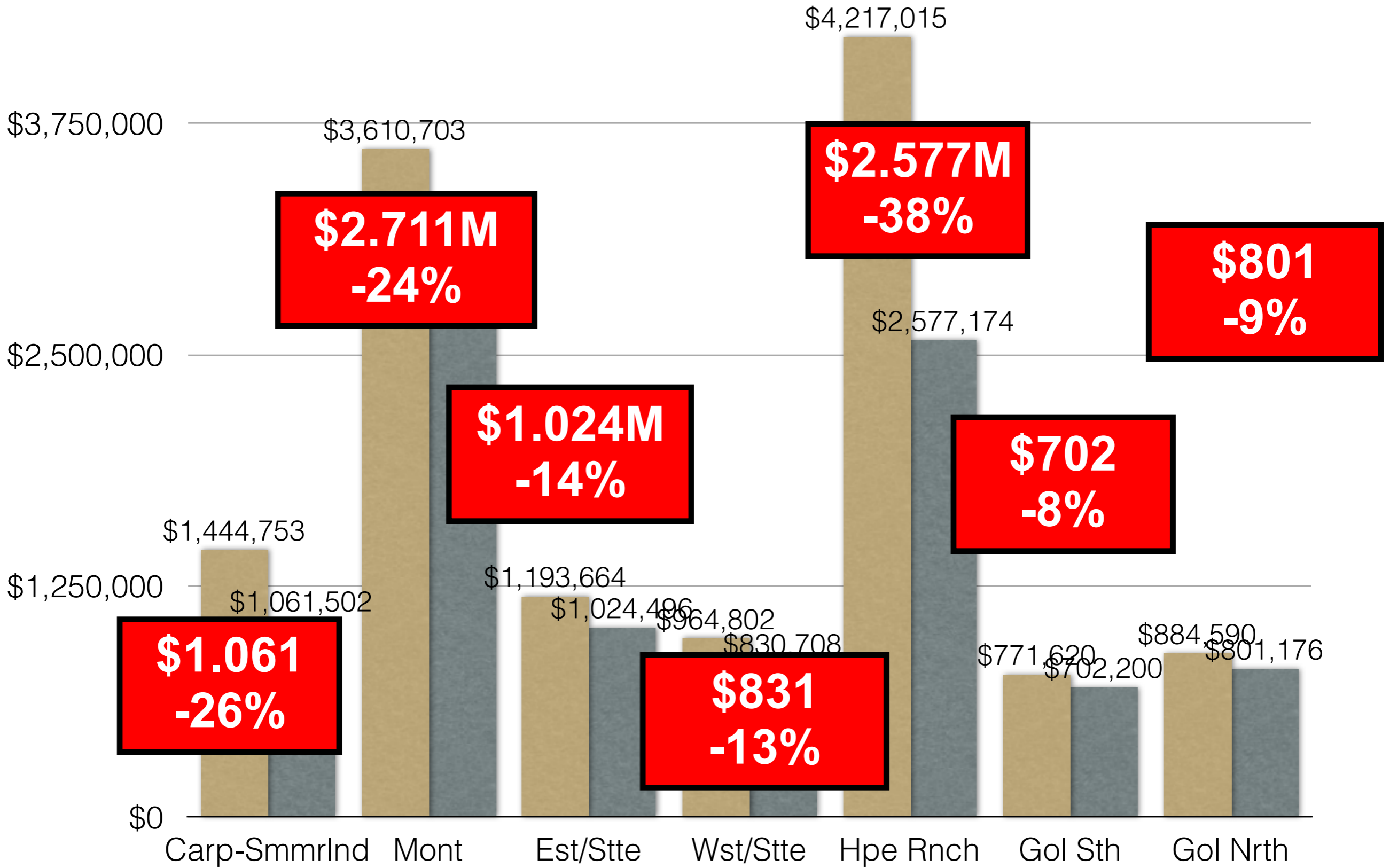
**159/169  
+6%**

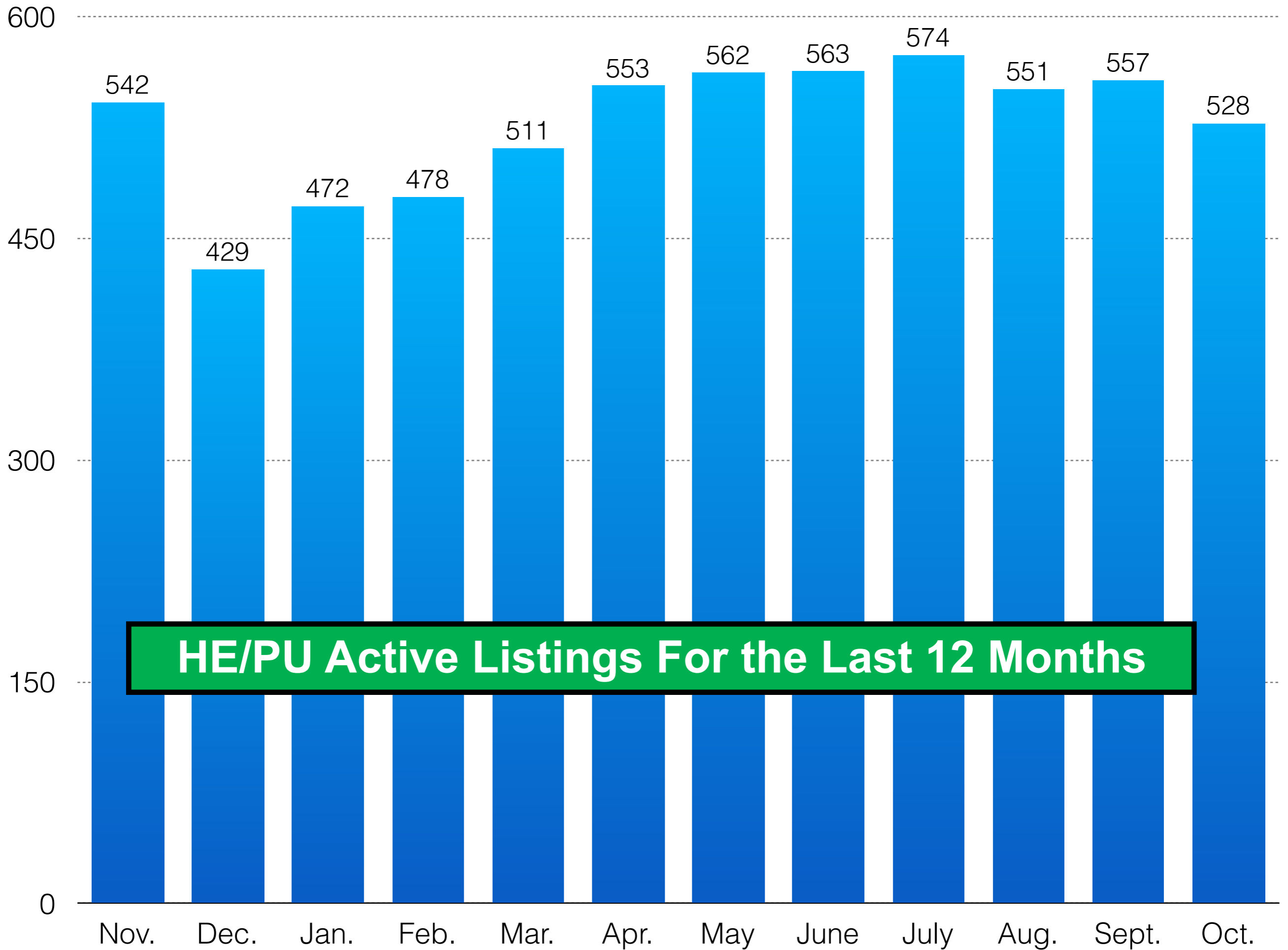
**17/23  
+35%**

**81/69  
-14%**

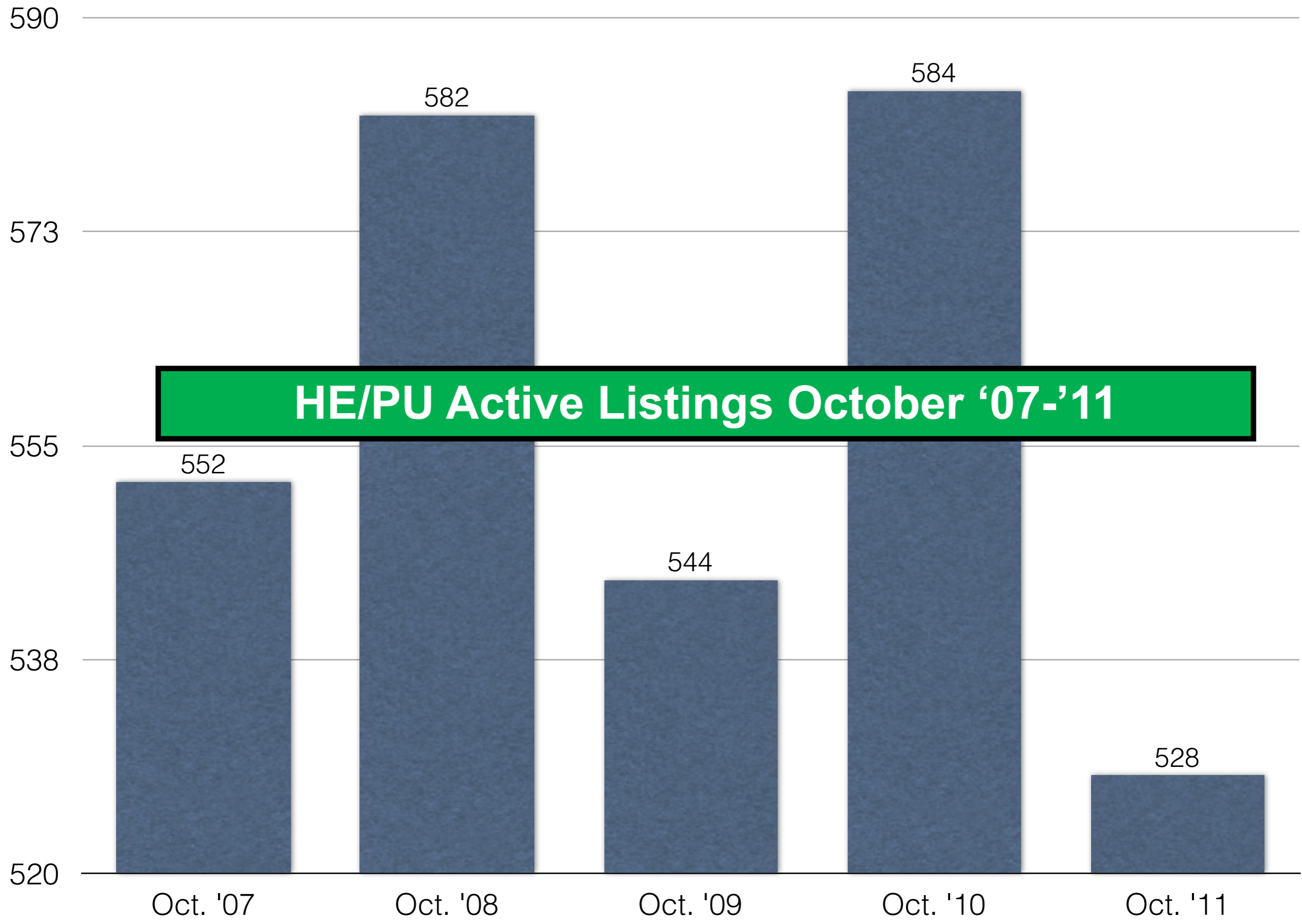


# HE Average Sales Price

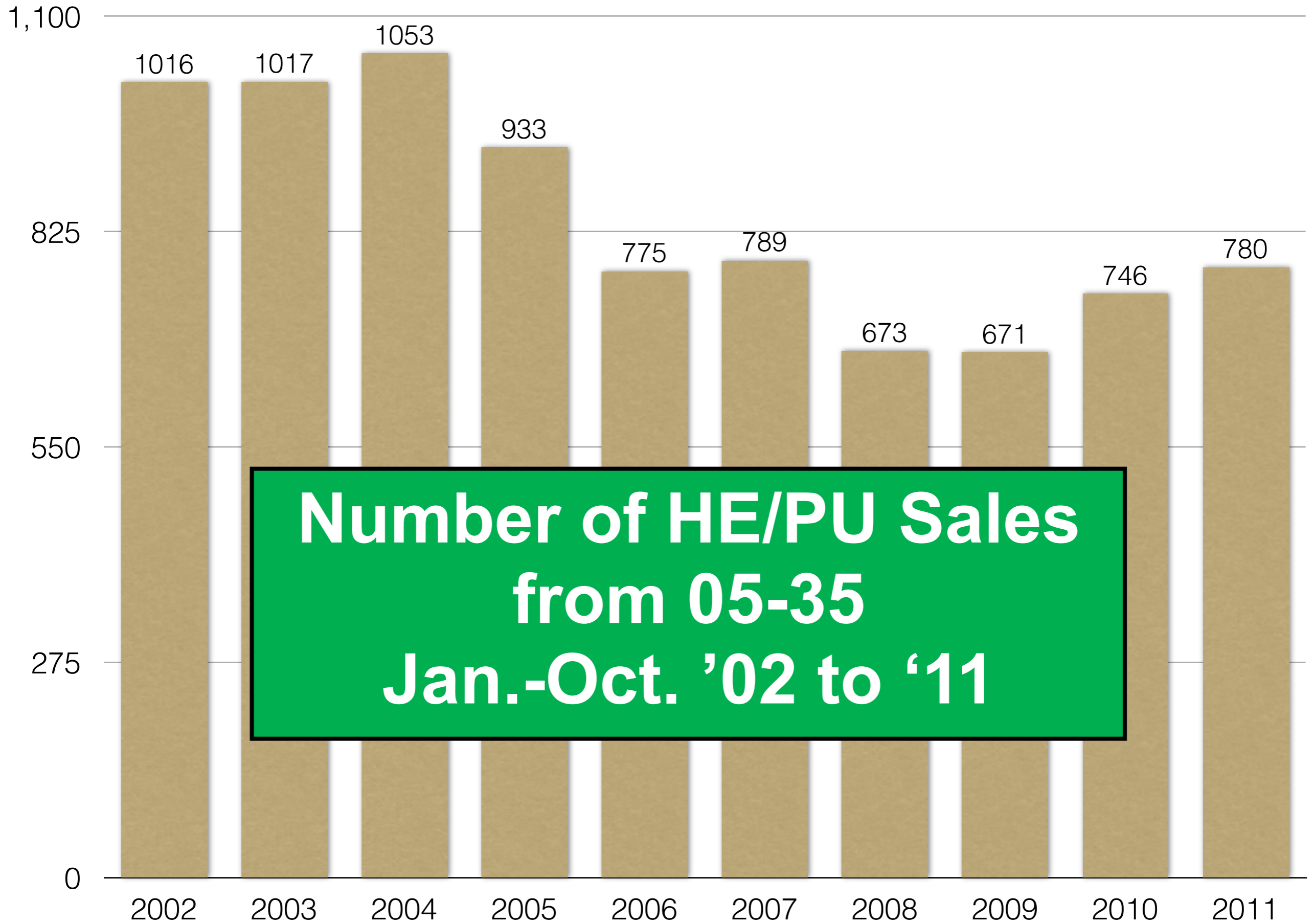


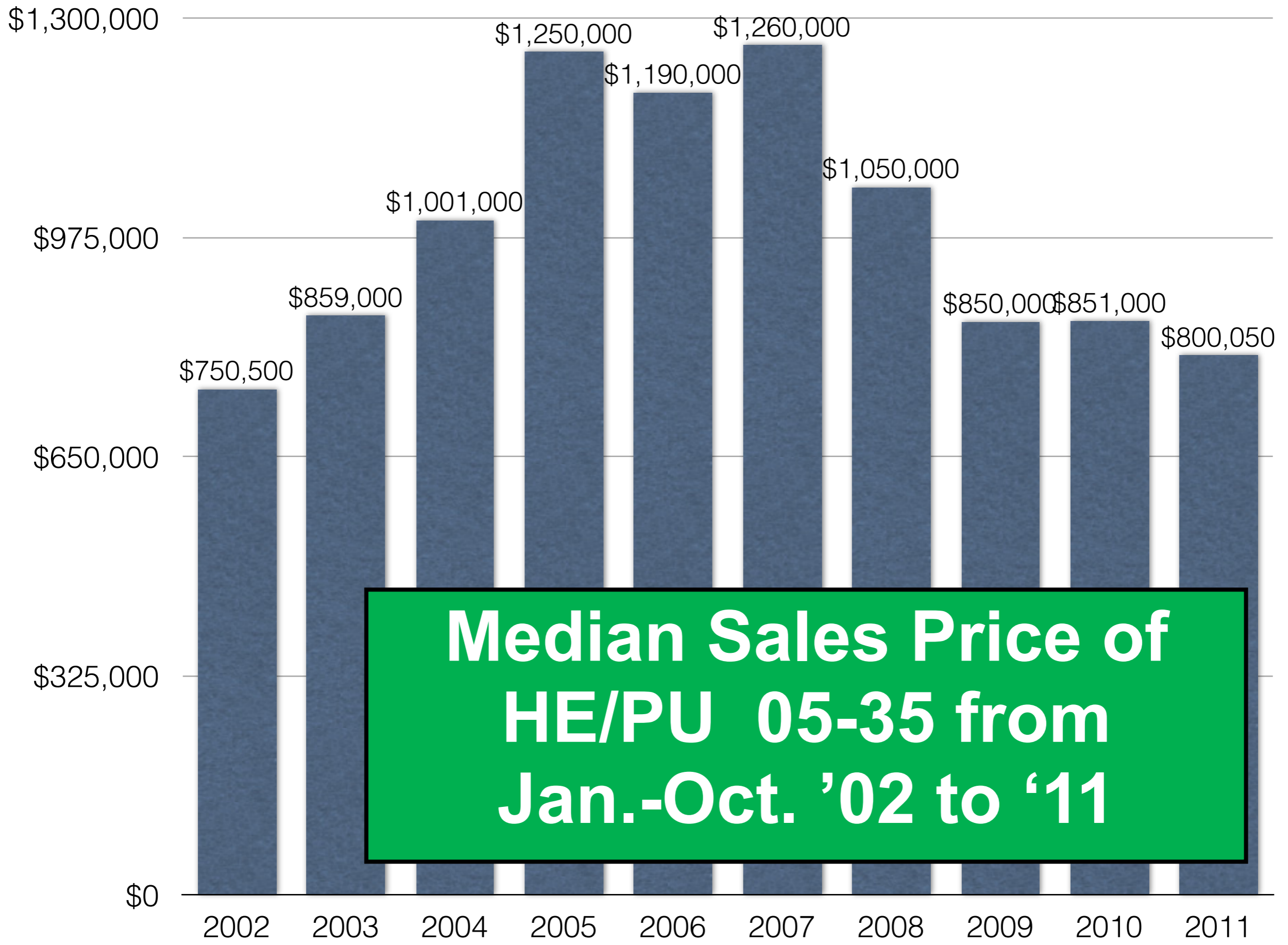


**HE/PU Active Listings October '07-'11**



**Perspective  
for Home Estates  
2002-2011**





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

**October 1-October 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	28	\$11,182,870	\$389,000	\$399,388	65	\$10,887,333	\$379,990	\$388,833	97.36	93.95
List/Sold	4	\$1,509,880	\$379,990	\$377,470	52	\$1,474,980	\$372,495	\$368,745	97.69	95.17
Co-Broker	24	\$9,672,990	\$394,495	\$403,041	67	\$9,412,353	\$381,500	\$392,181	97.31	93.76
New	44	\$22,336,773	\$470,000	\$507,653	18					
Pending	27	\$11,369,090	\$405,000	\$421,077	65					
Withdrawn	7	\$8,377,000	\$499,000	\$1,196,714	264					
Cancelled	5	\$2,859,990	\$507,000	\$571,998	214					
Expired	16	\$10,958,600	\$534,500	\$684,912	418					
Back On Market	12	\$6,471,700	\$459,000	\$539,308	183					
Extended	15	\$8,252,800	\$439,000	\$550,186	155					
Active In Range	171	\$115,258,451	\$519,000	\$674,026	115					
Current Active	143	\$93,693,462	\$520,000	\$655,199	131					

## CO October '11

	Total	Total List Volume	Median List Price	Average List Price	DOM	Total Sold Volume	Median Sold Price	Average Sold Price	SPI/LP	SPI/OLP
Sold	28	\$11,182,870	\$389,000	\$399,388	65	\$10,887,333	\$379,990	\$388,833	97.36	93.95
Pending	25	\$10,672,040	\$415,000	\$426,881	70					

## October '10

	Total	Total List Volume	Median List Price	Average List Price	DOM	Total Sold Volume	Median Sold Price	Average Sold Price	SPI/LP	SPI/OLP
Sold	33	\$19,099,700	\$499,000	\$578,778	85	\$18,379,825	\$475,000	\$556,964	96.23	84.91
Pending	25	\$12,889,000	\$409,000	\$515,560	60					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$150,000-\$199,999	1	60
\$200,000-\$249,999	3	91
\$250,000-\$299,999	2	131
\$300,000-\$349,999	4	116
\$350,000-\$399,999	8	59
\$450,000-\$499,999	6	16
\$500,000-\$549,999	2	12
\$600,000-\$649,999	1	56
\$700,000-\$749,999	1	113

The average price for the 28 properties is \$388,833.

The highest price is \$715,000.

**4004 Via Lucero #4**

The median price is \$379,990.

The lowest price is \$192,000.

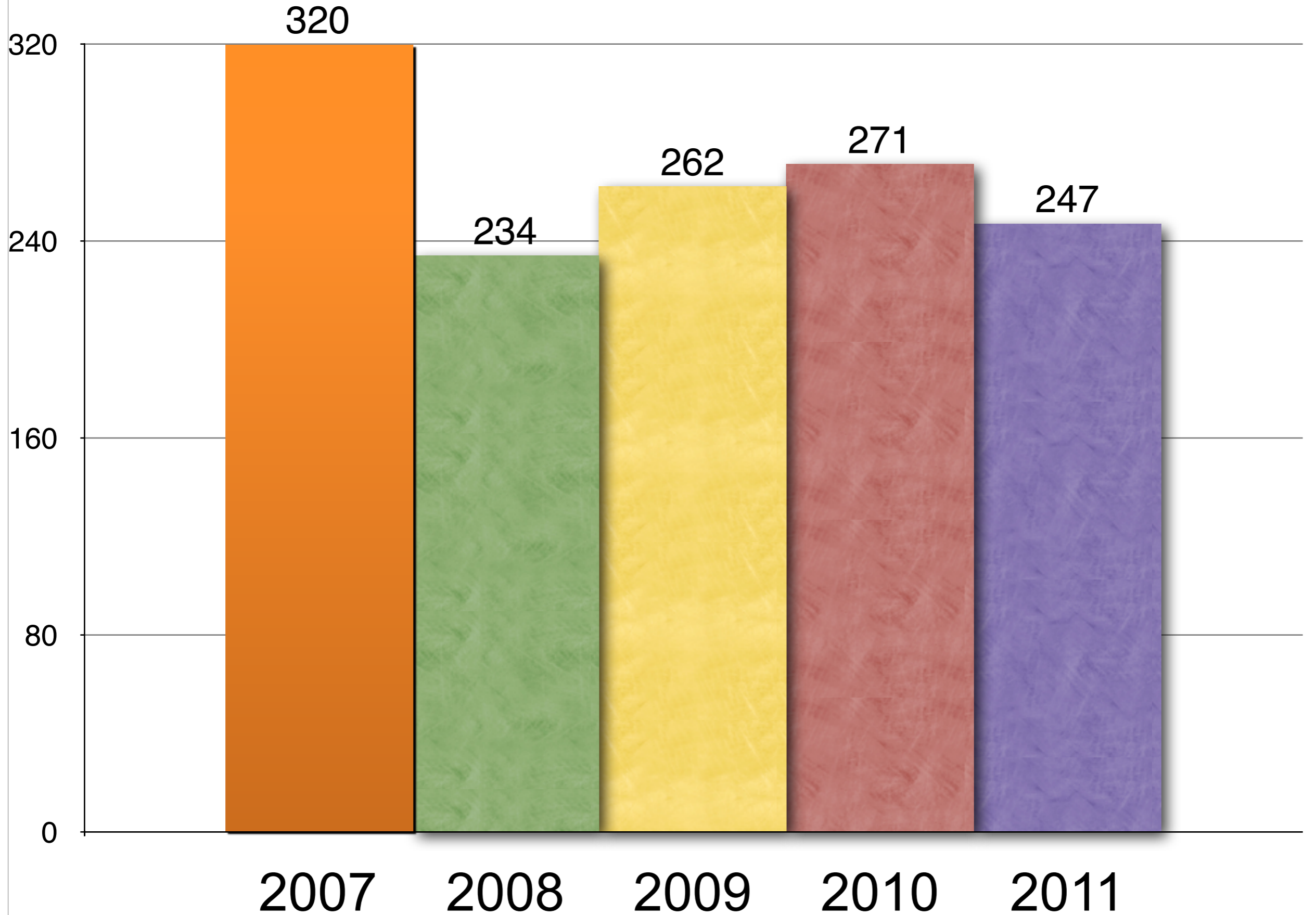
**5951 Birch St**

The average Market Time is 65.

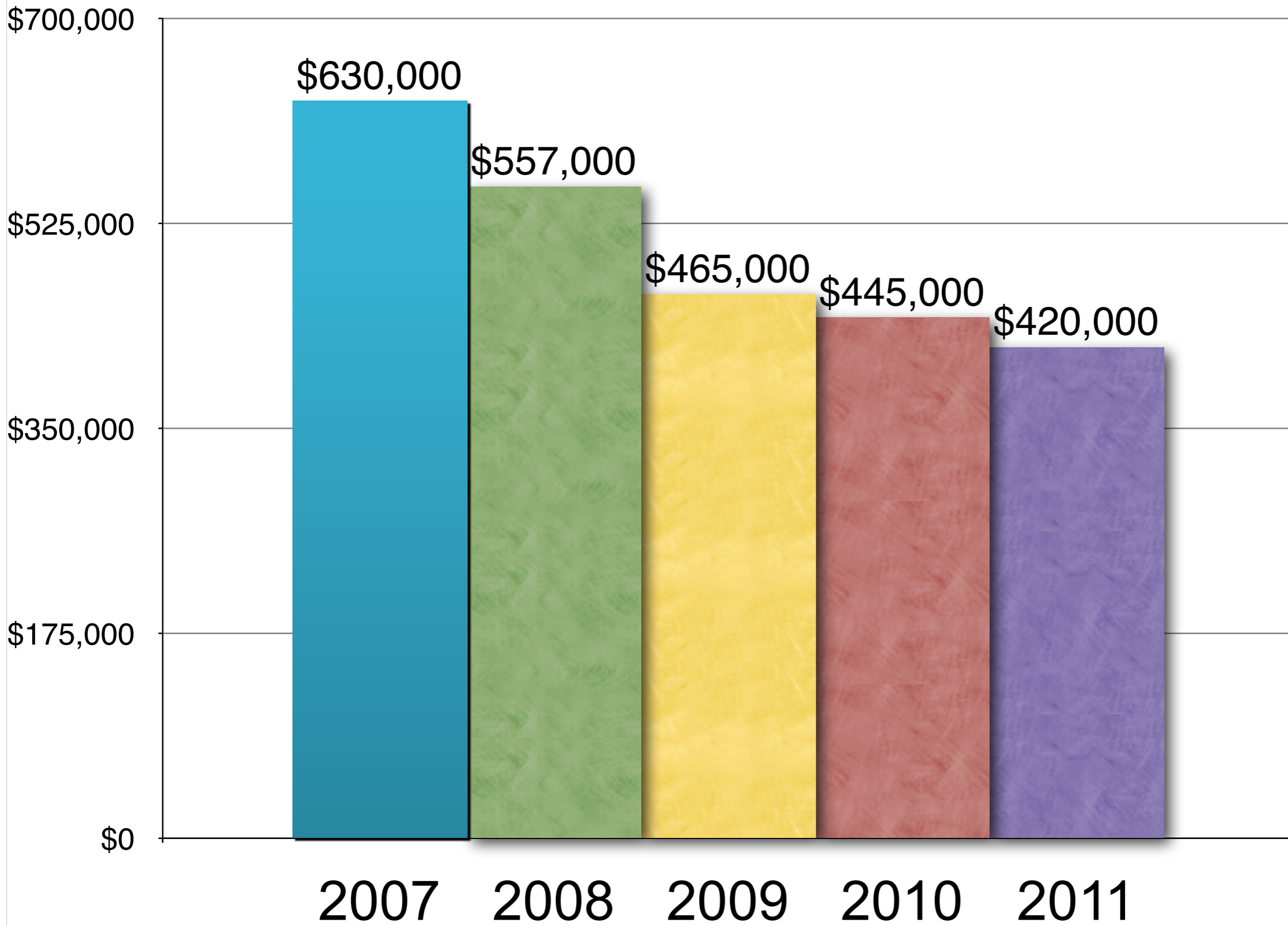
# Condo Statistics

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

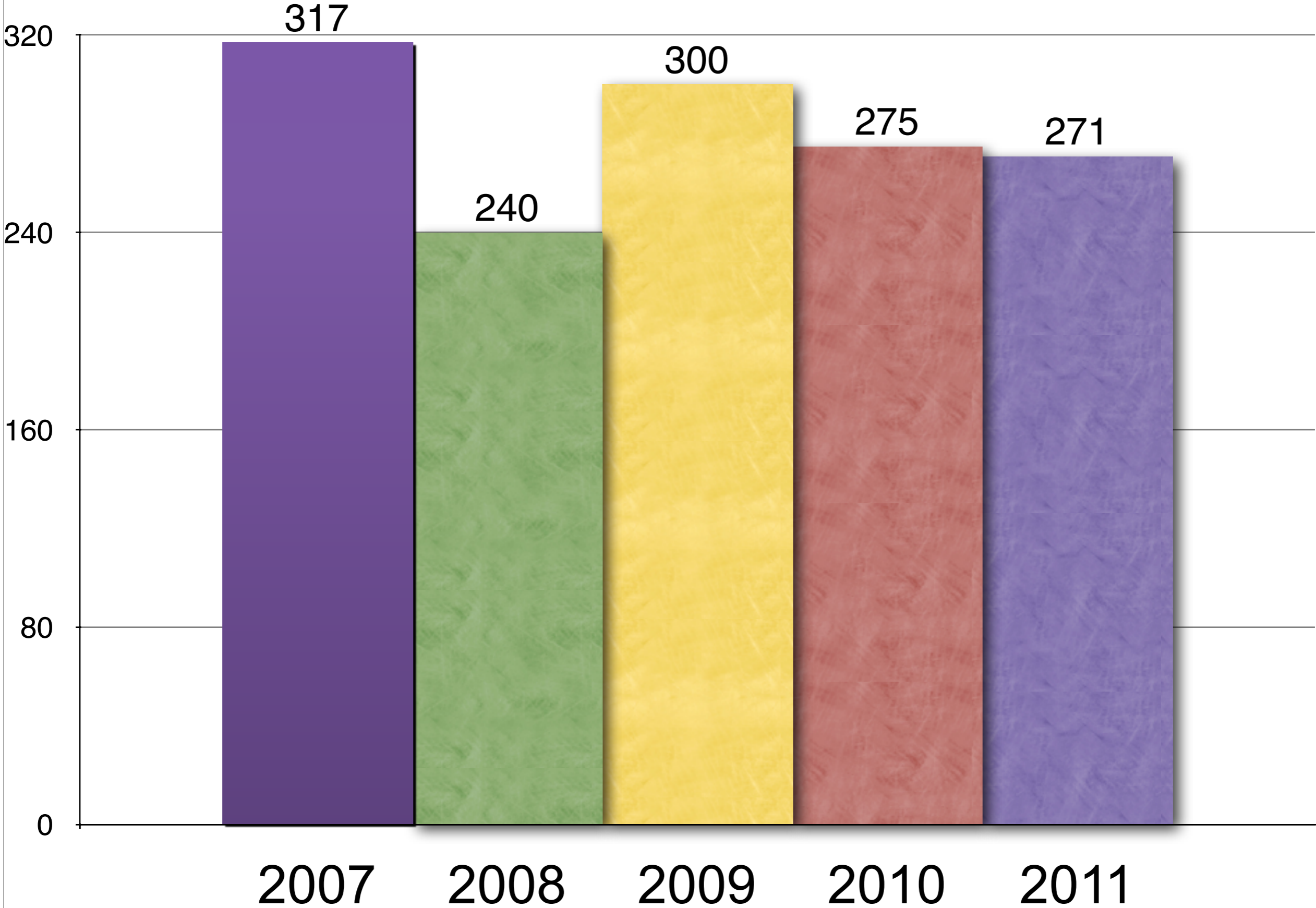
# CO Sales Jan-Oct. 2007-2011



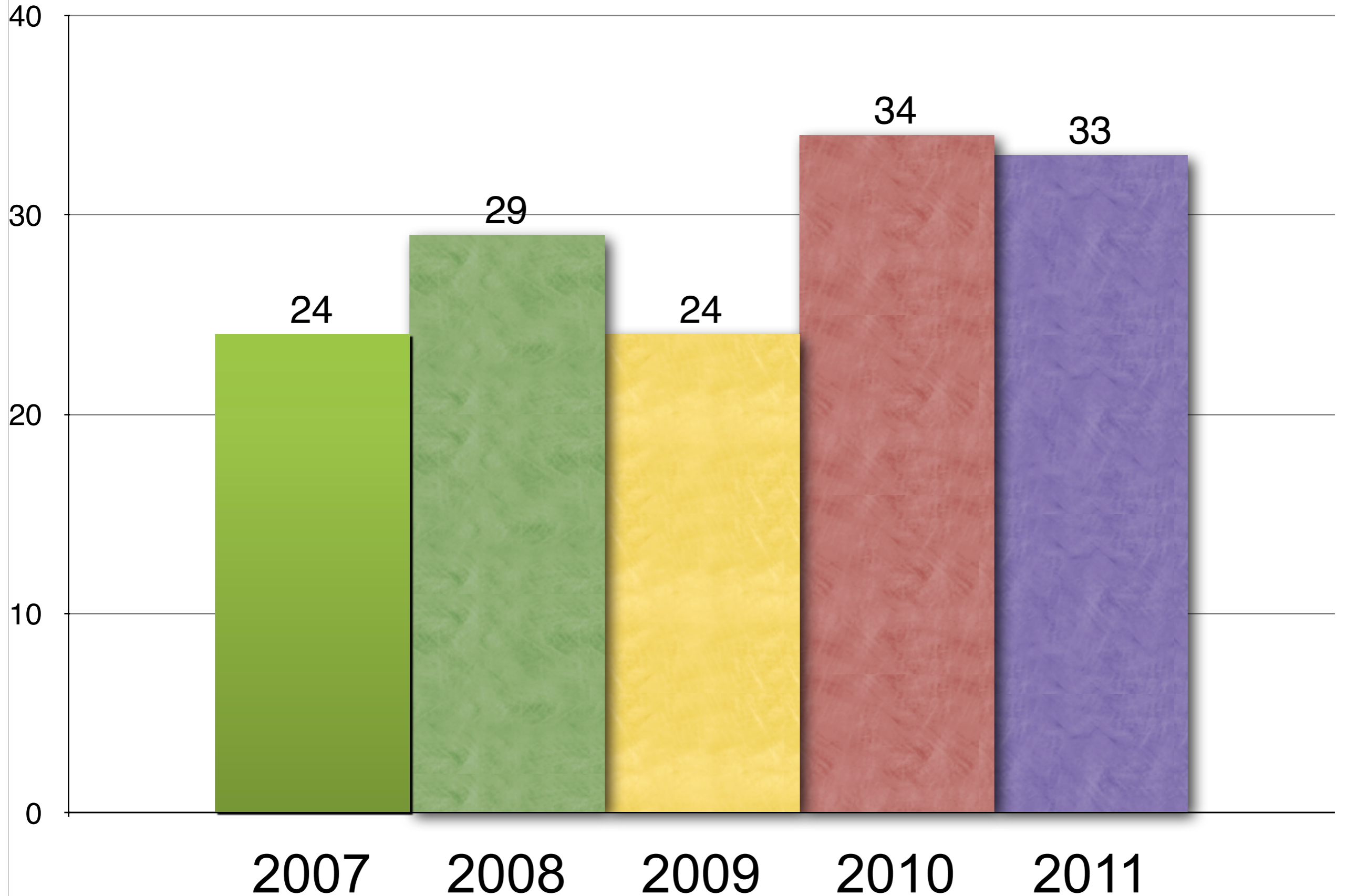
# CO Jan-Oct. Median Sales Price 2007-2011



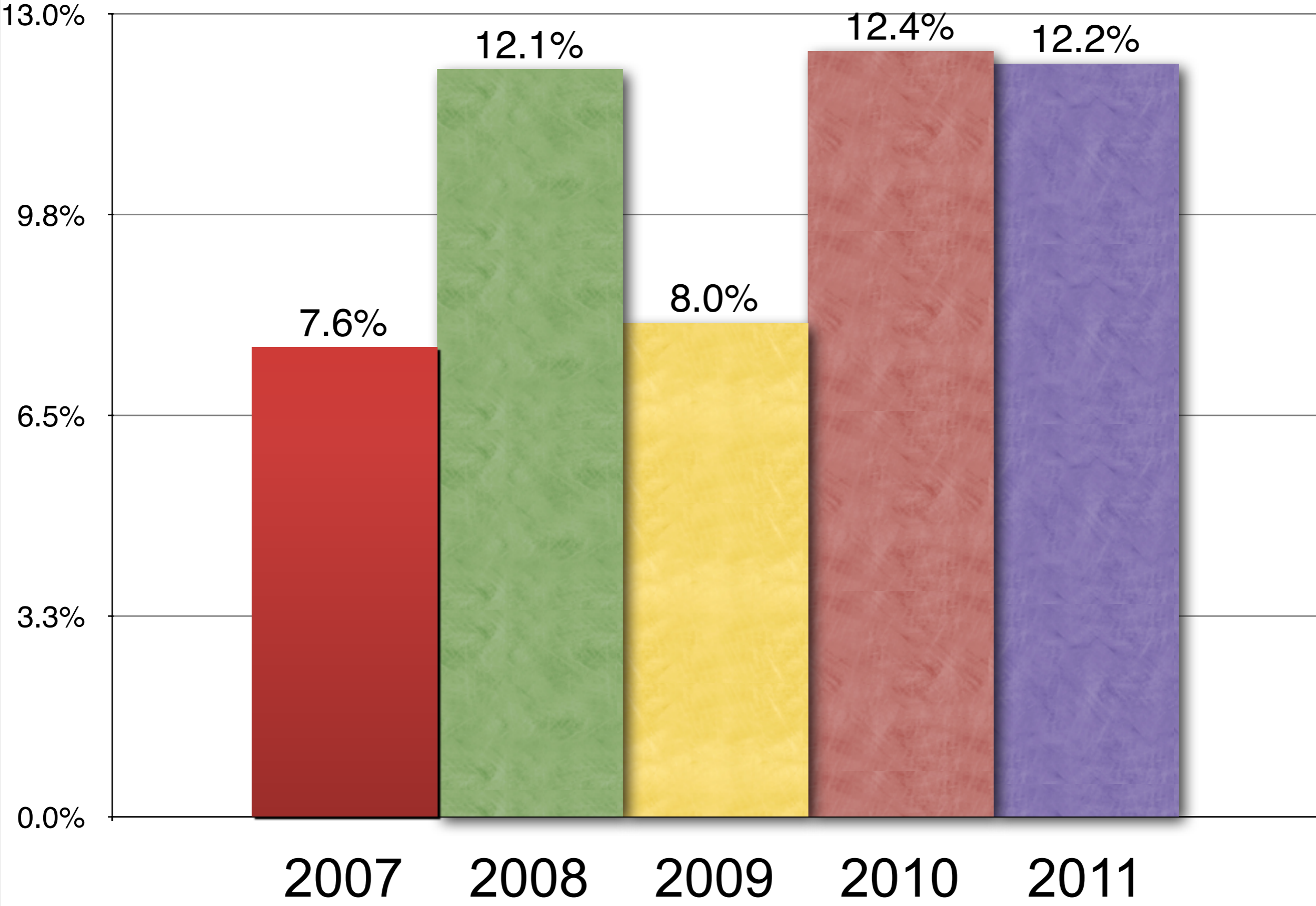
# CO Pending Sales Jan-Oct. 2007-2011



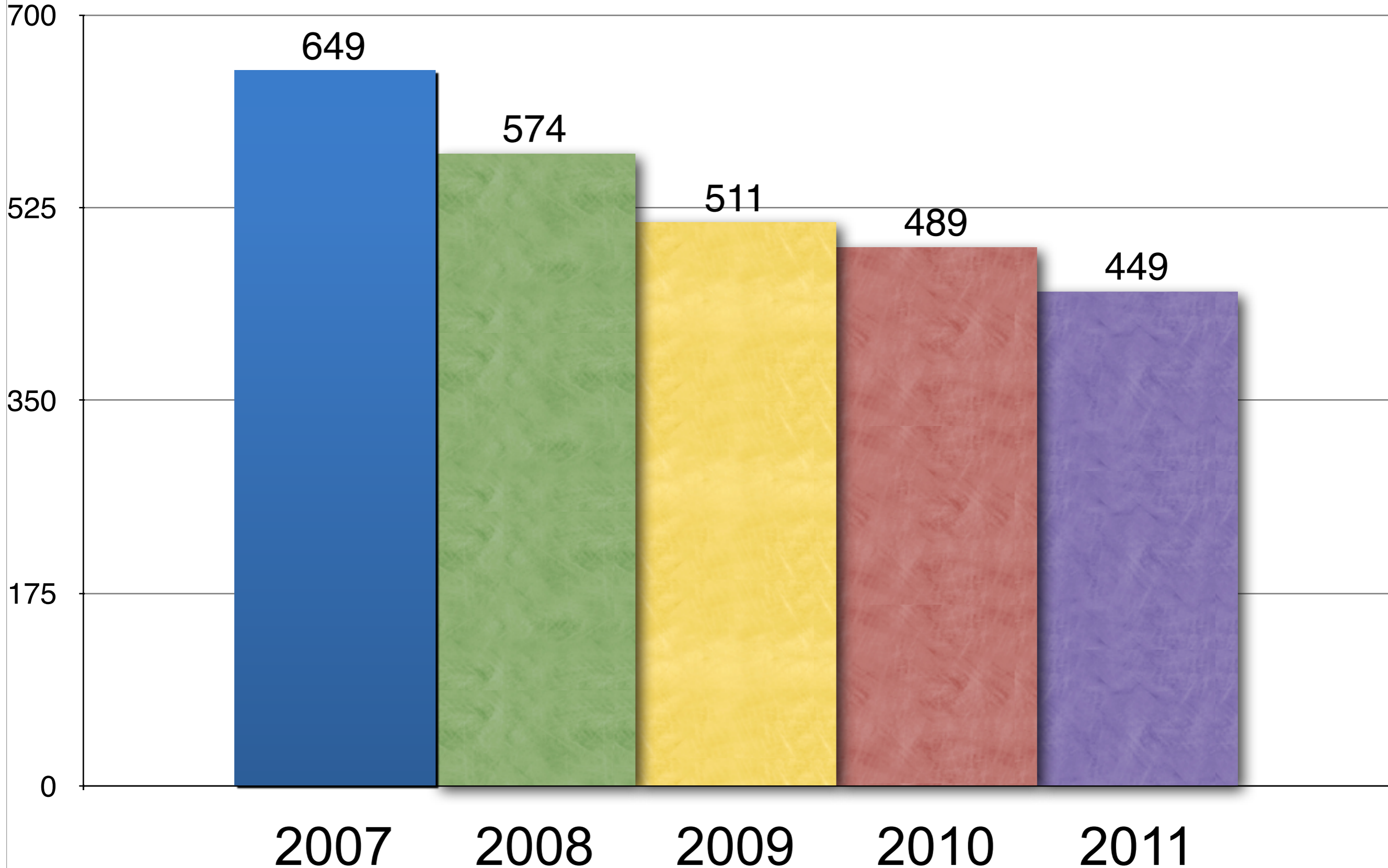
# CO Fall Throughs Jan-Oct. 2007-2011



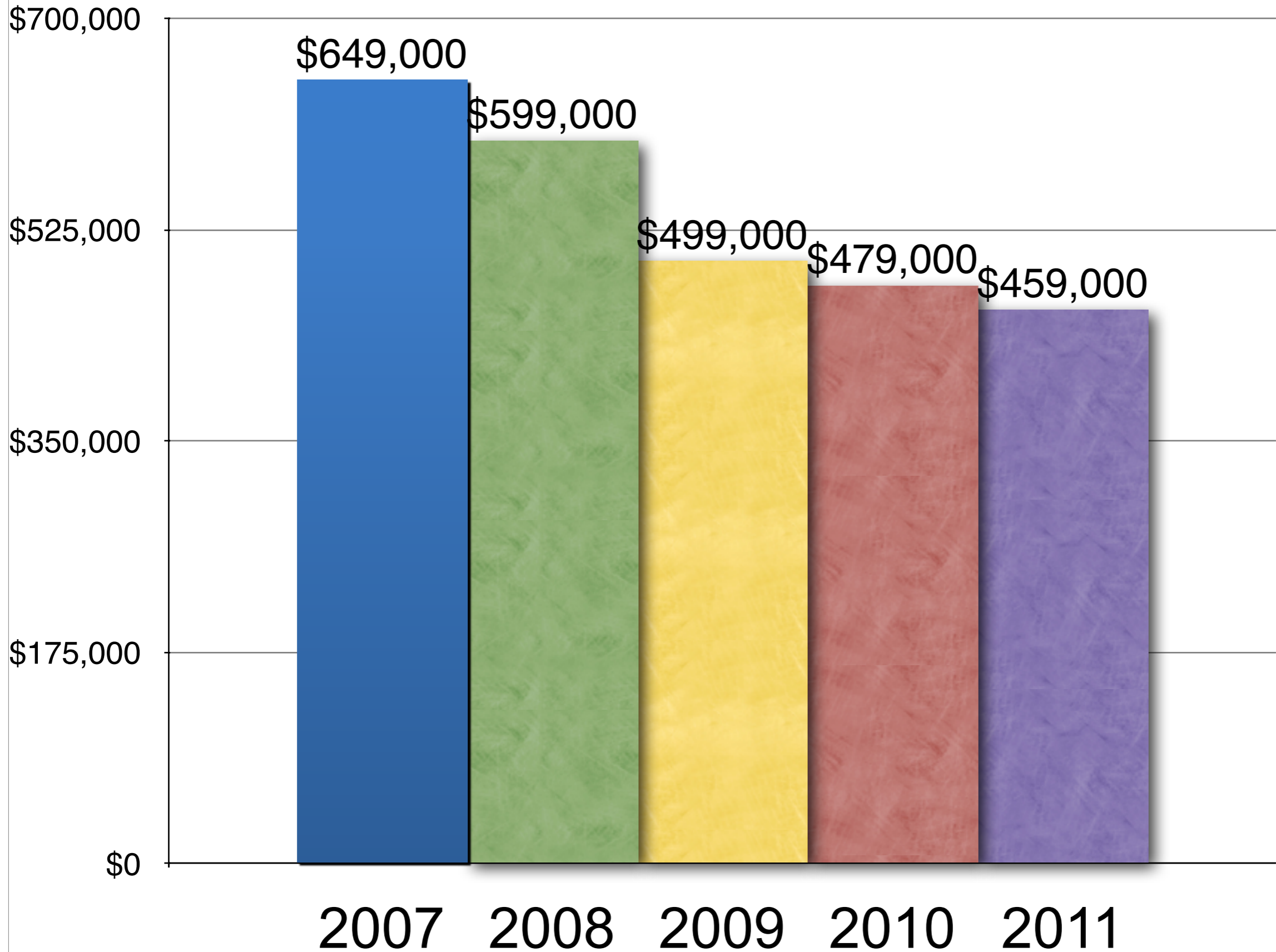
# CO Fall Through Percentages Jan-Oct. 2007-2011



# CO New Listings Jan-Oct. 2007-2011



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



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

# Active and Pending Listings

'10 vs. '11 Jan-Oct

- Total Active Listings

'10 651, '11 609, **DOWN -6.5%**

- New Listings

'10 489, '11 449, **DOWN -8.2%**

- New Listings Median List Price

'10 \$479,000, '11 \$459,000, **DOWN -4.2%**

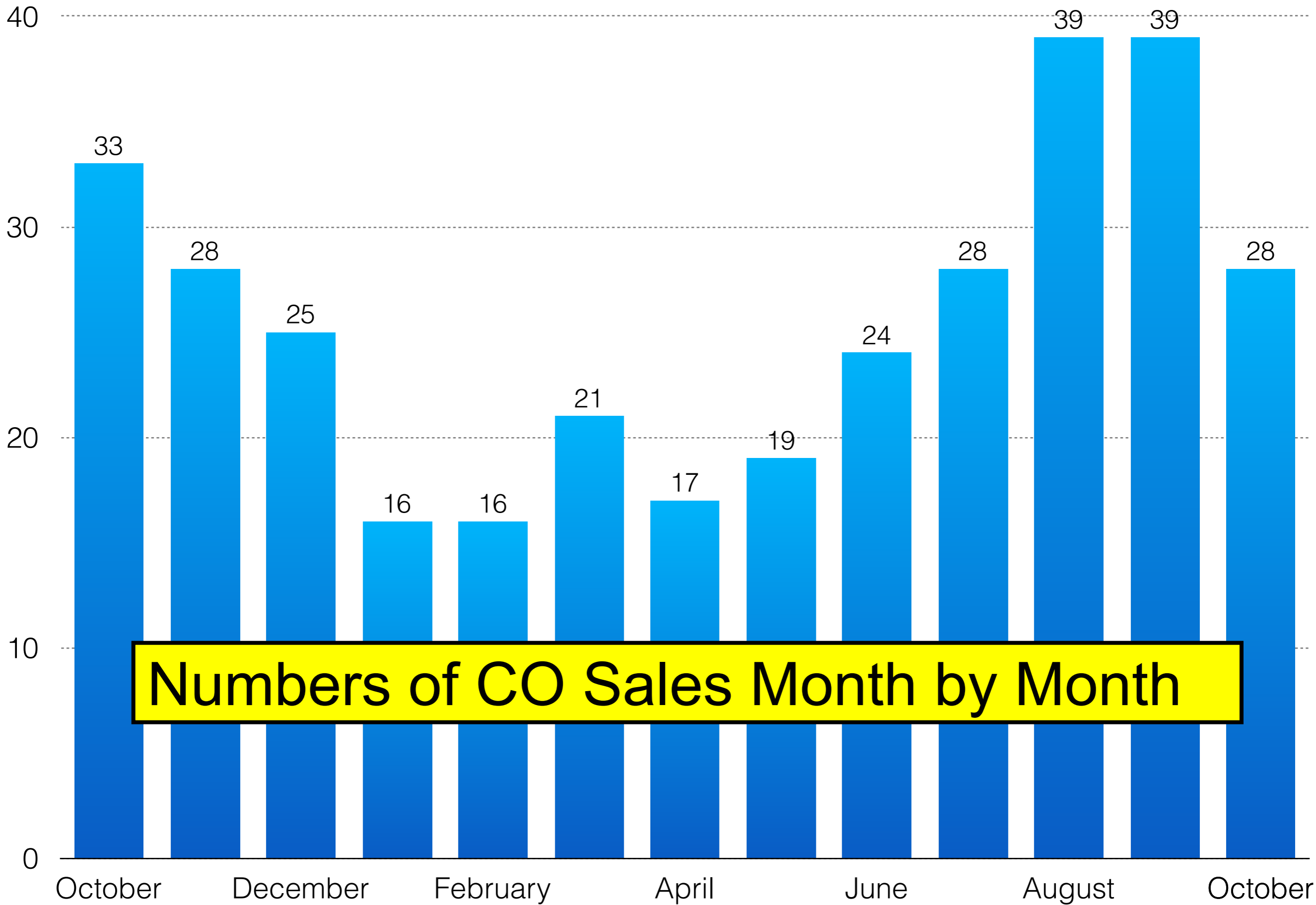
- Properties that went into Escrow

'10 275, '11 271, **DOWN -1.5%**

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

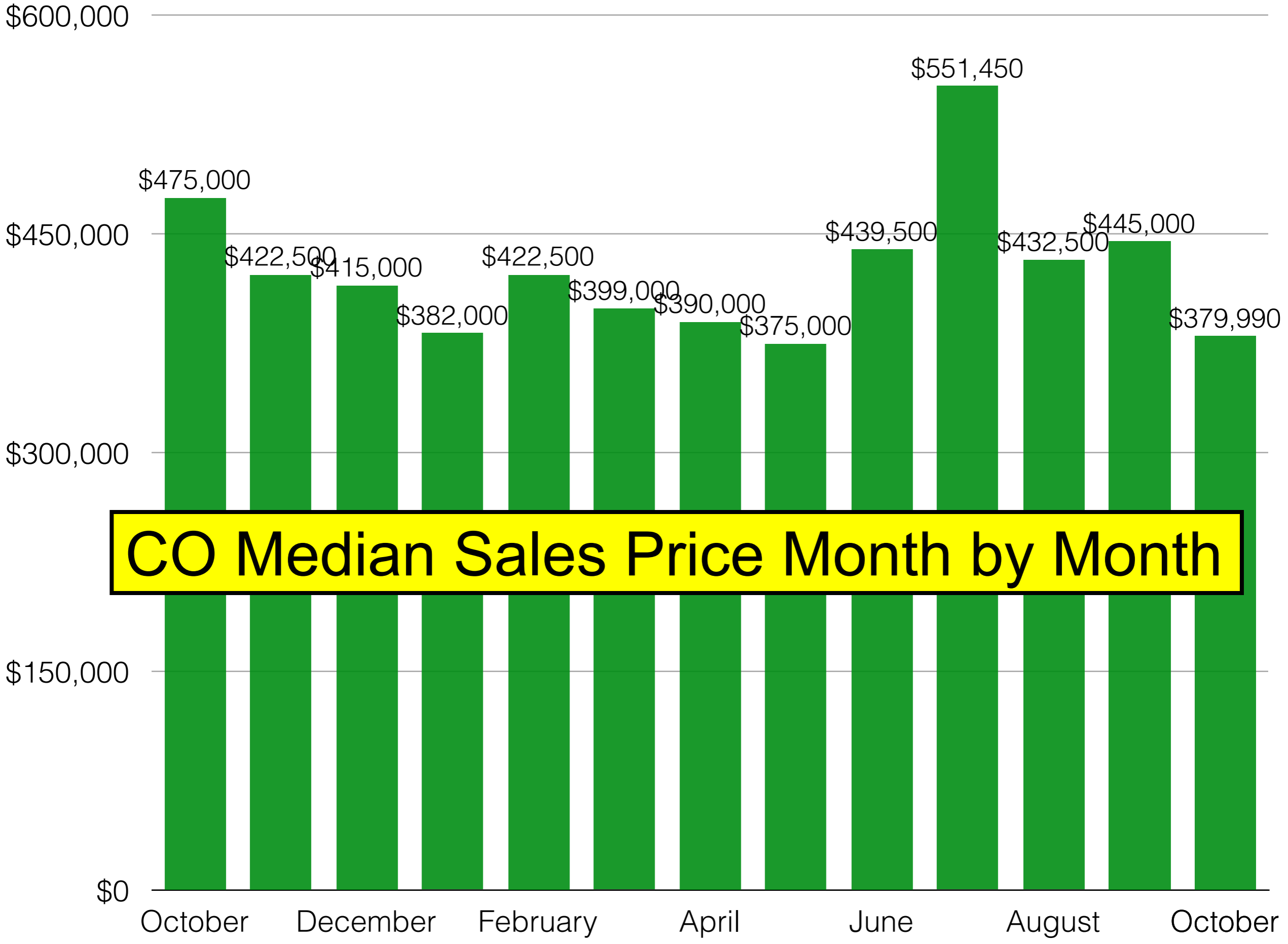
- Number of Sold Properties  
'10 271, '11 247 **DOWN -8.9%**
- Median Sales Prices  
'10 \$445,000, '11 \$420,000 **DOWN -5.6%**
- Median Sales Prices w/o Montecito  
'10 \$429,000, '11 \$415,000 **DOWN -3.3%**
- Average Sold Price  
'10 \$526,785, '11 \$515,338 **DOWN -2.2%**
- Average Sold Price w/o Montecito  
'10 \$483,493, '11 \$480,422 **DOWN -0.6%**
- Sold Volume  
'10 \$142,758,735, '11 \$127,288,512 **DOWN -10.8%**

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

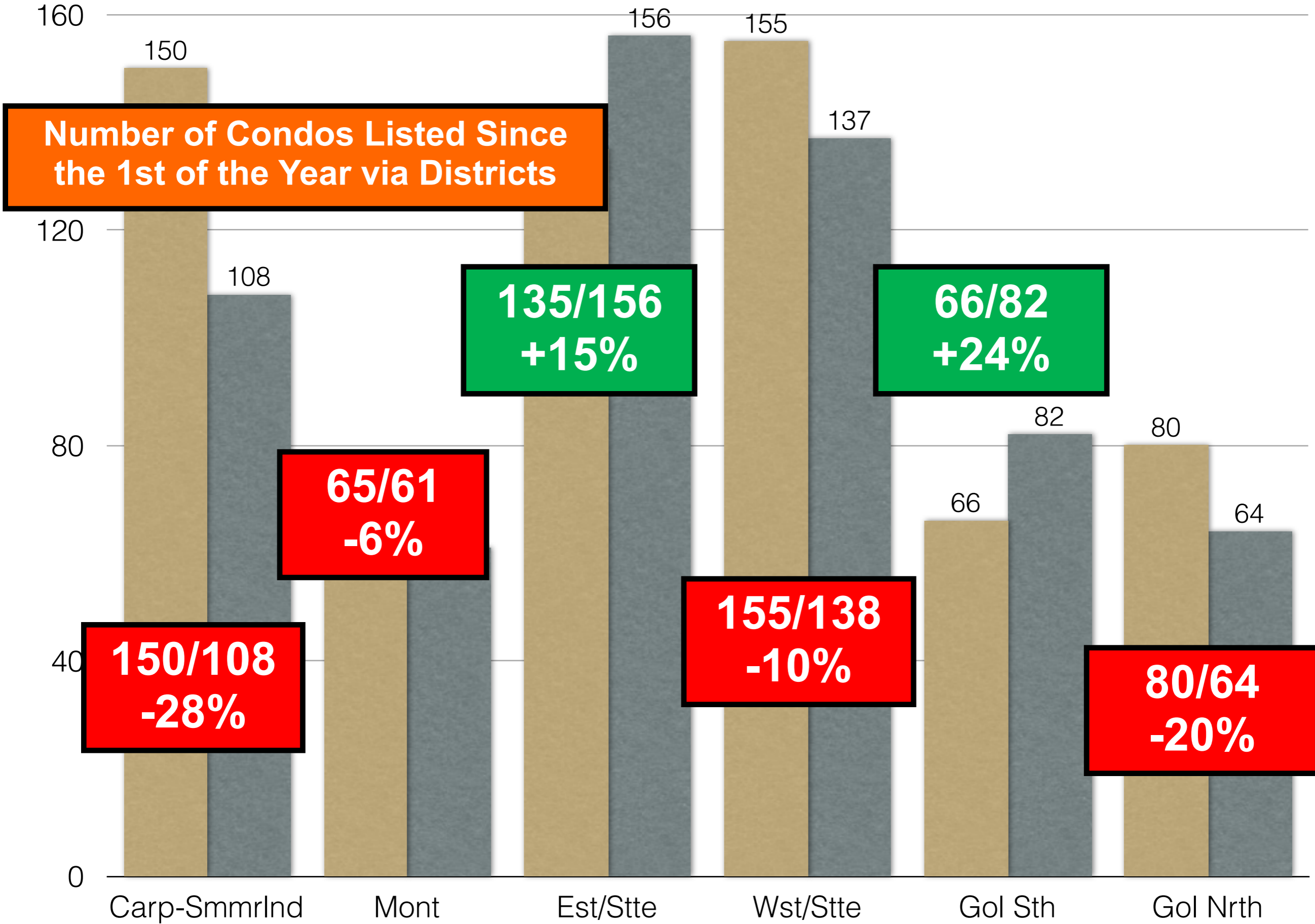


**Numbers of CO Sales Month by Month**

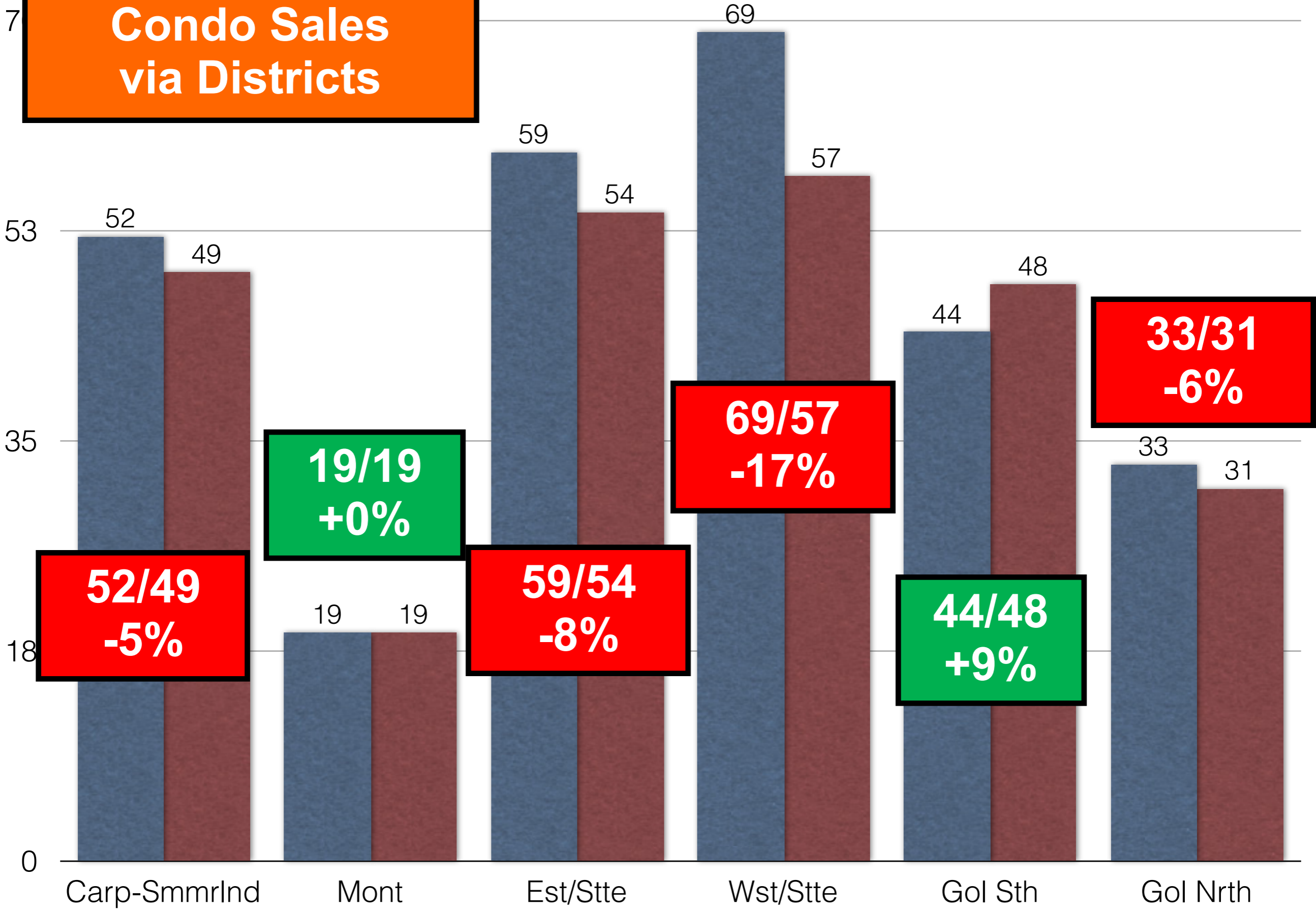
# CO Median Sales Price Month by Month



# **Condo District Stats**



# Condo Sales via Districts



\$1,200,000

\$1,127,895

\$1,088,474

# Condo Average Sales Price

**\$1.088M**  
**-3%**

**\$565**  
**+2%**

**\$379**  
**-1%**

\$900,000

\$600,000

\$592,561

\$564,745

\$553,203

\$565,481

\$437,276

\$478,533

**\$478**  
**+9%**

**\$564**  
**-4%**

**\$371**  
**-2%**

\$300,000

\$379,702

\$371,897

\$385,648

\$379,563

\$0

Carp-SmmrInd

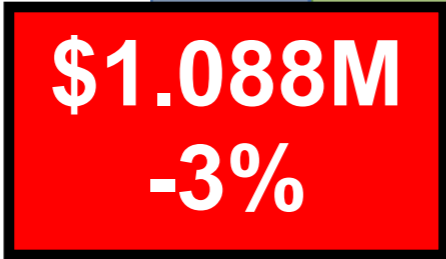
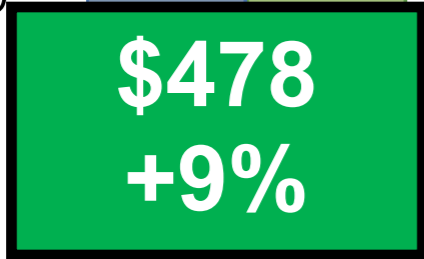
Mont

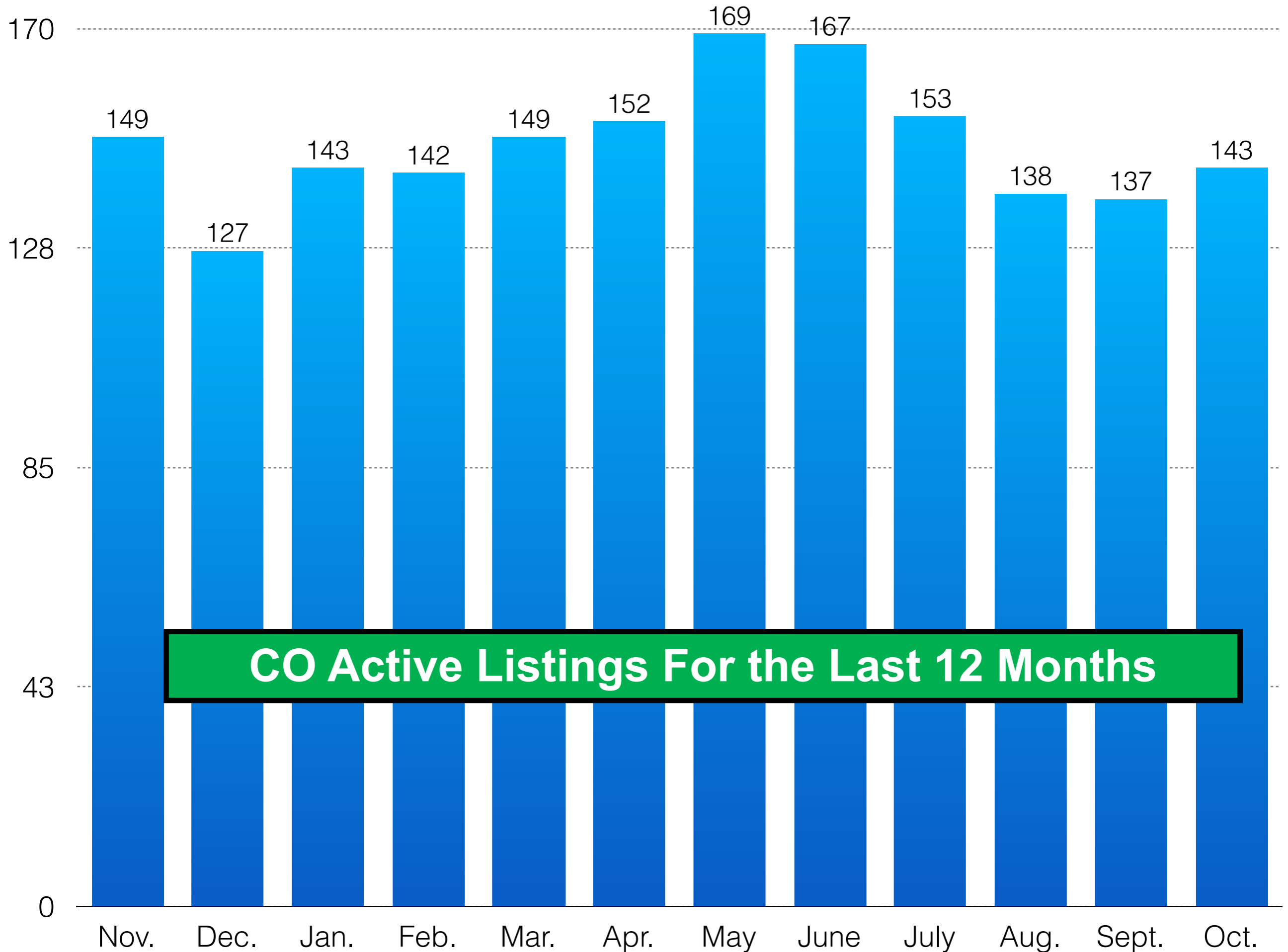
Est/Stte

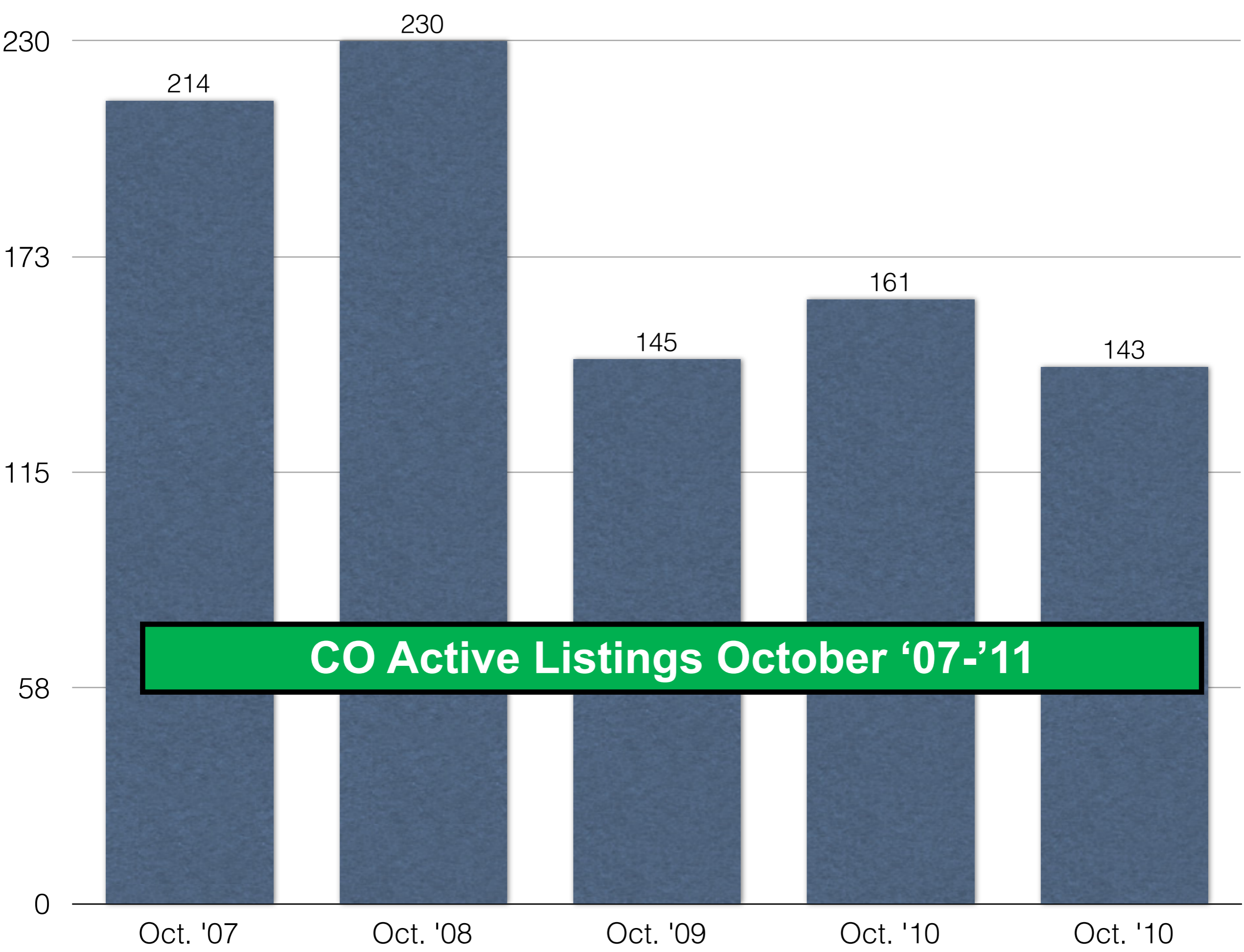
Wst/Stte

Gol Sth

Gol Nrth







**CO Active Listings October '07-'11**

**Perspective  
for Condos  
2002-2011**

500

375

250

125

0

401

412

383

397

273

320

234

262

271

247

2002

2003

2004

2005

2006

2007

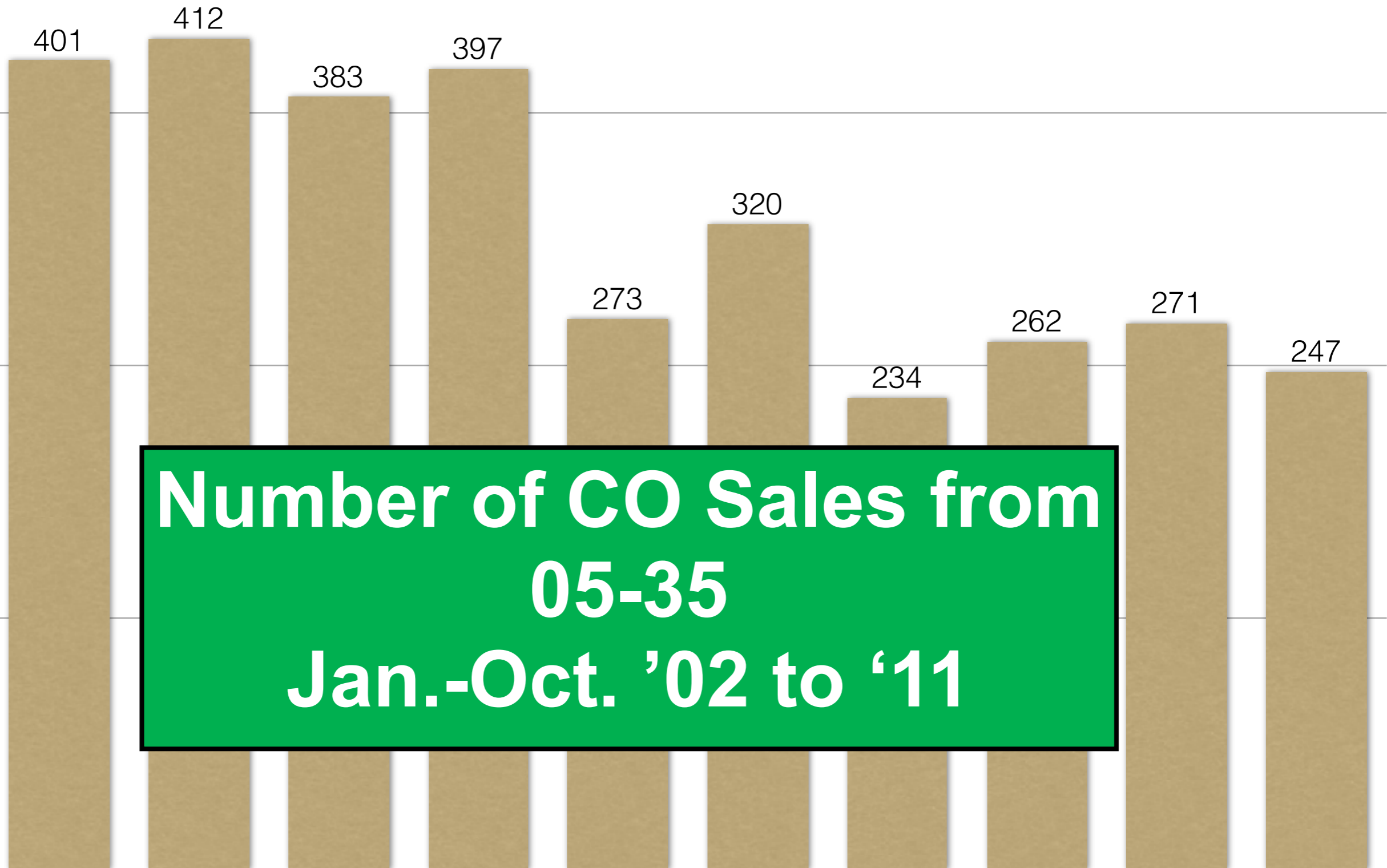
2008

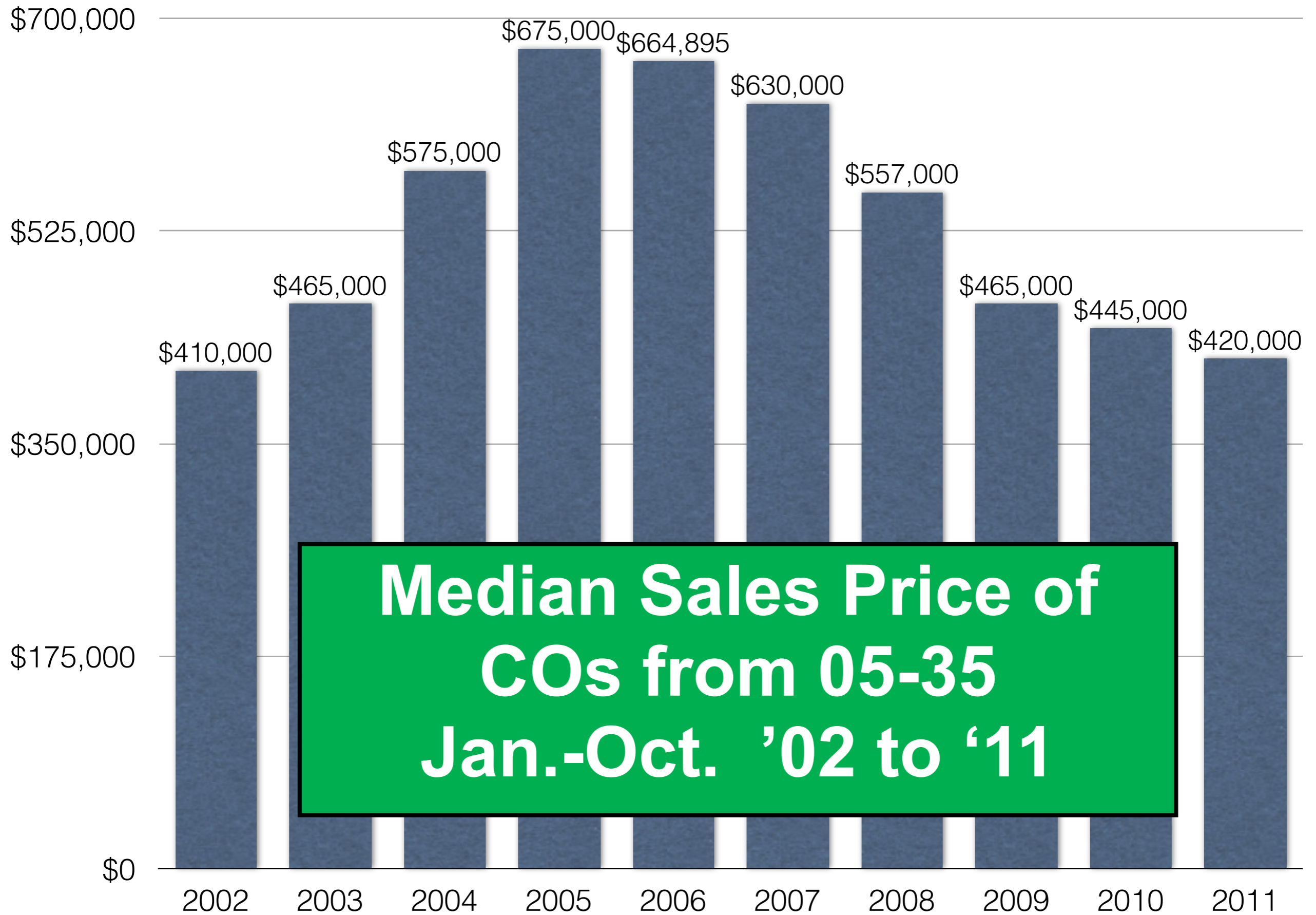
2009

2010

2011

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





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

**Compiled from  
Santa Barbara  
Multiple Listing Service Data  
on 11/7/2011**

**Statistics Through October '11**