

**Compiled from
Santa Barbara Multiple Listing Service
Data
on 10/4/2011**

Statistics Through September '11

MLS vs CORT for August '11

MLS 135 Sales 97 HE/PU – 38 CO
CORT 156 Sales

- 4 Land Sales
- 2 Commercial
- 4 Multi-Family
- 5 Closed in July in MLS
- 2 Closed in September in MLS
- 1 Closed in June in MLS
- 2 Cancelled in MLS
- 1 Expired in MLS
- 1 Pending in MLS
- 11 Not in MLS

September 1-September 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	85	\$107,066,817	\$829,000	\$1,259,609	82	\$100,172,275	\$800,000	\$1,178,497	93.56	87.54
List/Sold	15	\$18,304,500	\$918,000	\$1,220,300	73	\$16,705,375	\$880,000	\$1,113,691	91.26	86.08
Co-Broker	70	\$88,762,317	\$799,000	\$1,268,033	83	\$83,466,900	\$762,000	\$1,192,384	94.03	87.84
New	132	\$241,198,702	\$1,049,500	\$1,827,262	16					
Pending	79	\$82,974,663	\$729,000	\$1,050,312	85					
Withdrawn	16	\$24,270,000	\$974,000	\$1,516,875	118					
Cancelled	30	\$94,054,000	\$1,115,000	\$3,135,133	162					
Expired	43	\$84,528,700	\$1,298,700	\$1,965,783	222					
Back On Market	24	\$22,375,550	\$747,000	\$932,314	163					
Extended	66	\$125,435,802	\$1,182,000	\$1,900,542	181					
Active In Range	668	\$1,866,174,014	\$1,395,000	\$2,793,673	122					
Current Active	557	\$1,646,481,214	\$1,475,000	\$2,955,980	132					

HE/PU September '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	85	\$107,066,817	\$829,000	\$1,259,609	82	\$100,172,275	\$800,000	\$1,178,497	93.56	87.54
Pending	79	\$82,974,663	\$729,000	\$1,050,312	85					

HE/PU September '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	78	\$131,539,925	\$907,000	\$1,686,409	104	\$121,385,650	\$879,750	\$1,556,226	92.28	88.14
Pending	64	\$100,322,249	\$889,000	\$1,567,535	80					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$300,000-\$349,999	3	64
\$400,000-\$449,999	1	81
\$450,000-\$499,999	7	92
\$500,000-\$549,999	10	88
\$550,000-\$599,999	4	43
\$600,000-\$649,999	4	17
\$650,000-\$699,999	4	25
\$700,000-\$749,999	6	51
\$750,000-\$799,999	3	58
\$800,000-\$849,999	4	72
\$850,000-\$899,999	2	18
\$900,000-\$949,999	1	57
\$950,000-\$999,999	4	32

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	1	60
\$1,100,000-\$1,199,999	5	66
\$1,200,000-\$1,299,999	2	76
\$1,300,000-\$1,399,999	4	115
\$1,400,000-\$1,499,999	3	69
\$1,500,000-\$1,599,999	4	42
\$1,600,000-\$1,699,999	2	439
\$1,800,000-\$1,899,999	1	68
\$1,900,000-\$1,999,999	1	10
\$2,500,000-\$2,749,999	1	29
\$2,750,000-\$2,999,999	2	79
\$3,000,000-\$3,249,999	1	196
\$3,250,000-\$3,499,999	1	198
\$3,500,000-\$3,749,999	1	184
\$4,750,000-\$4,999,999	2	235
\$5,000,000+	1	249

The average price for the 85 properties is \$1,178,497.

The highest price is \$5,900,000.

3555 Padaro Ln

The median price is \$800,000.

The lowest price is \$310,000.

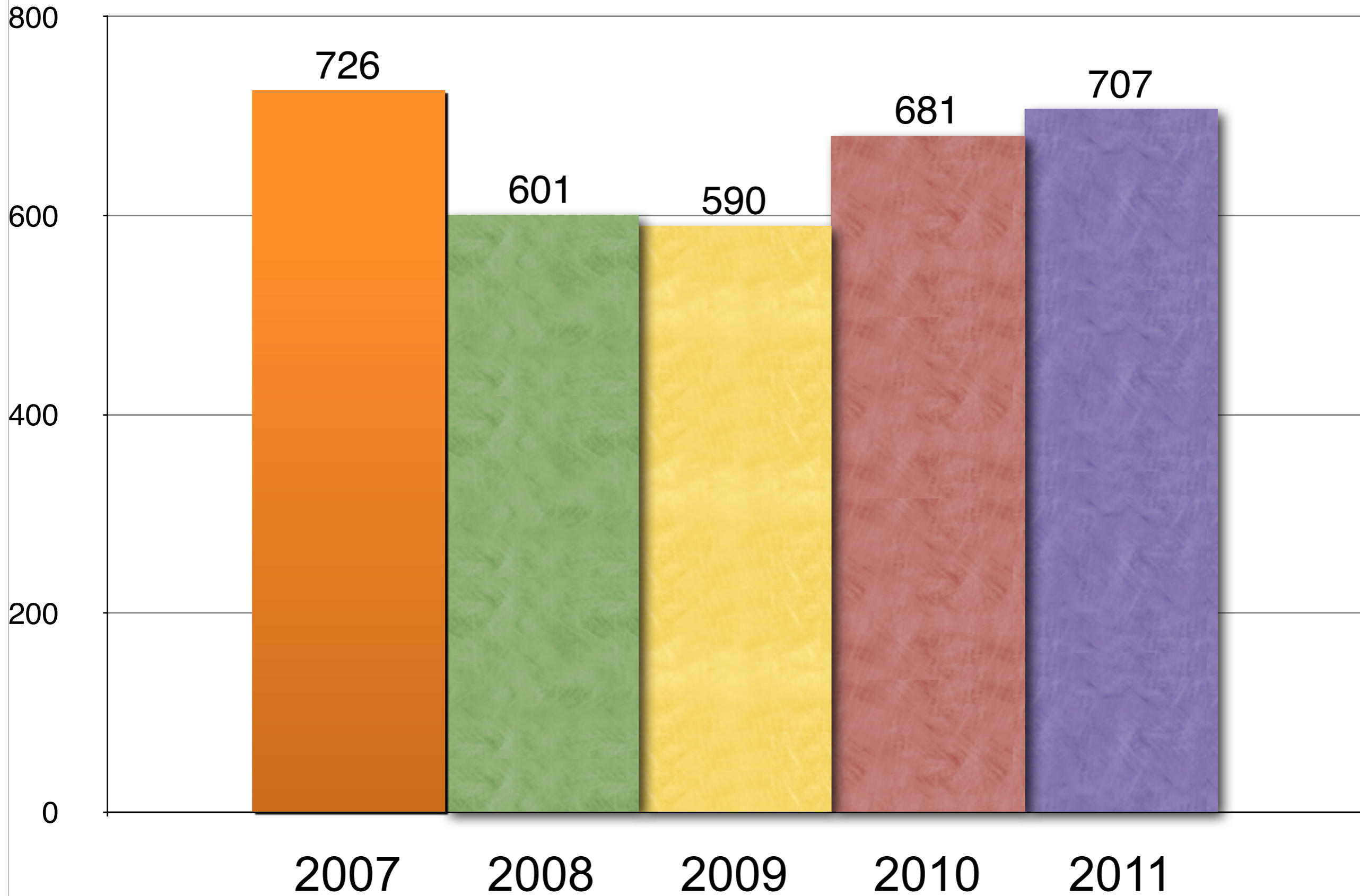
315 S Canada St #A

The average Market Time is 82.

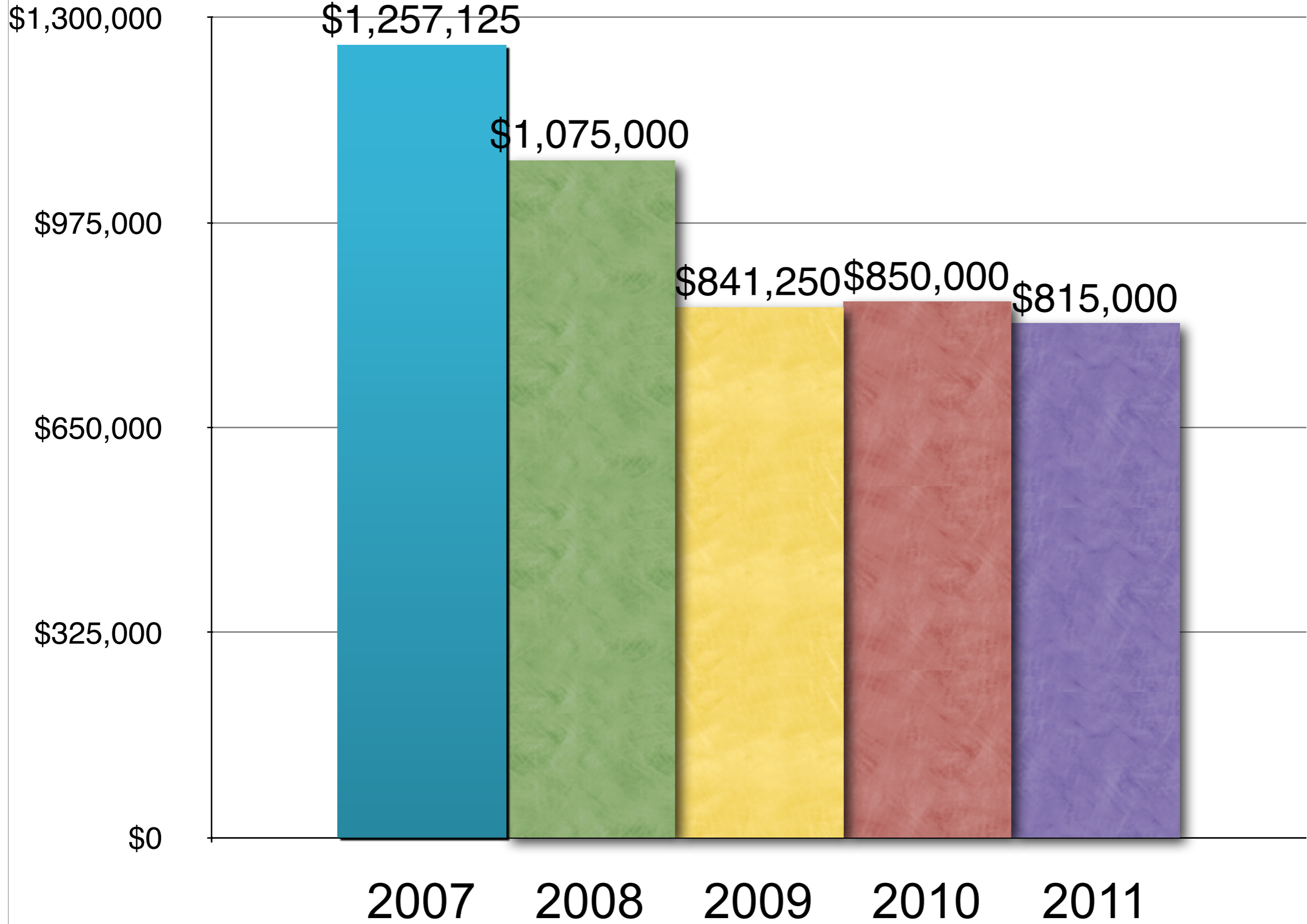
Home Estate/PUD

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

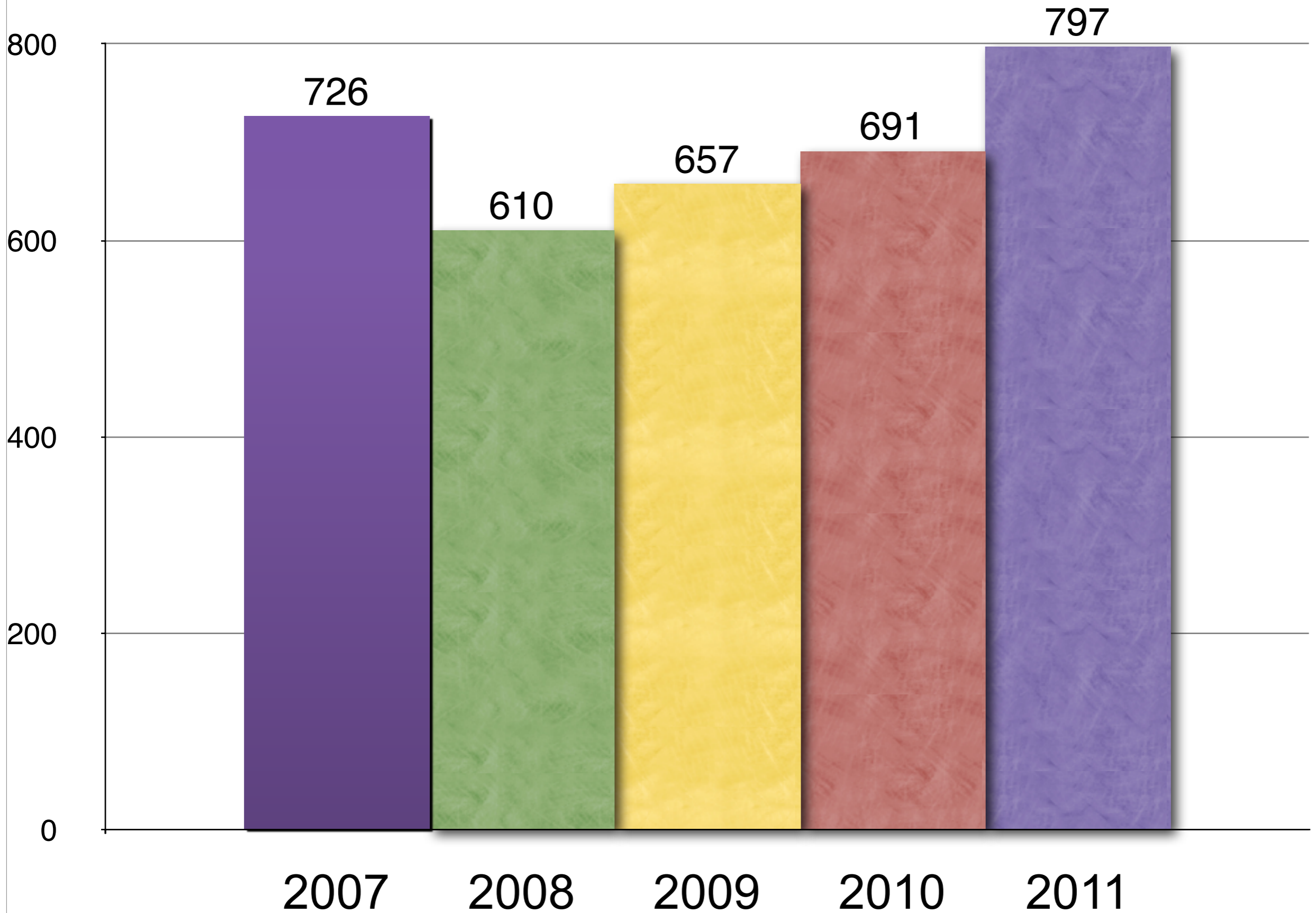
HE/PU Sales Jan-Sept. 2007-2011



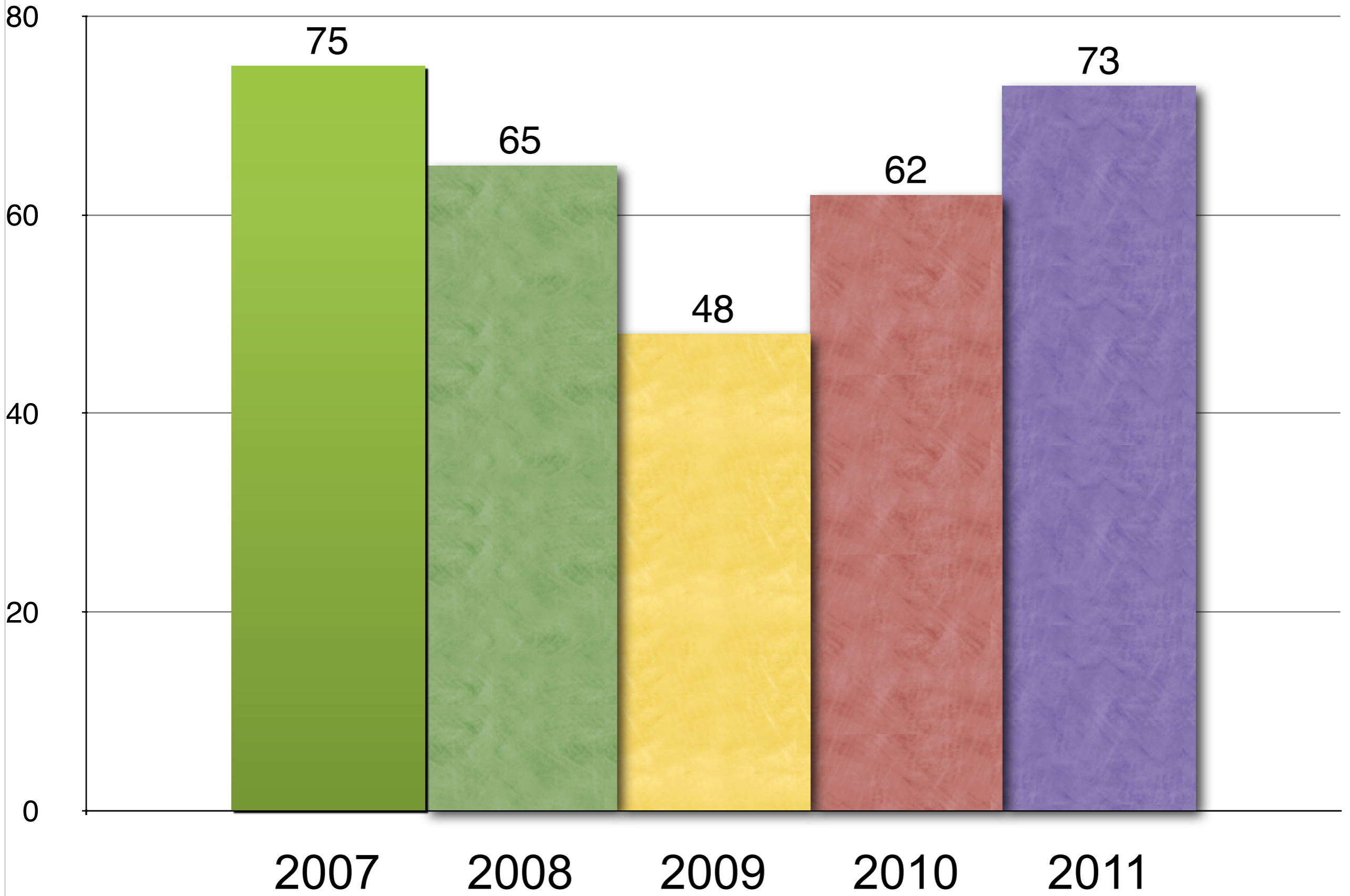
HE/PU Median Sales Price Jan-Sept. 2007-2011



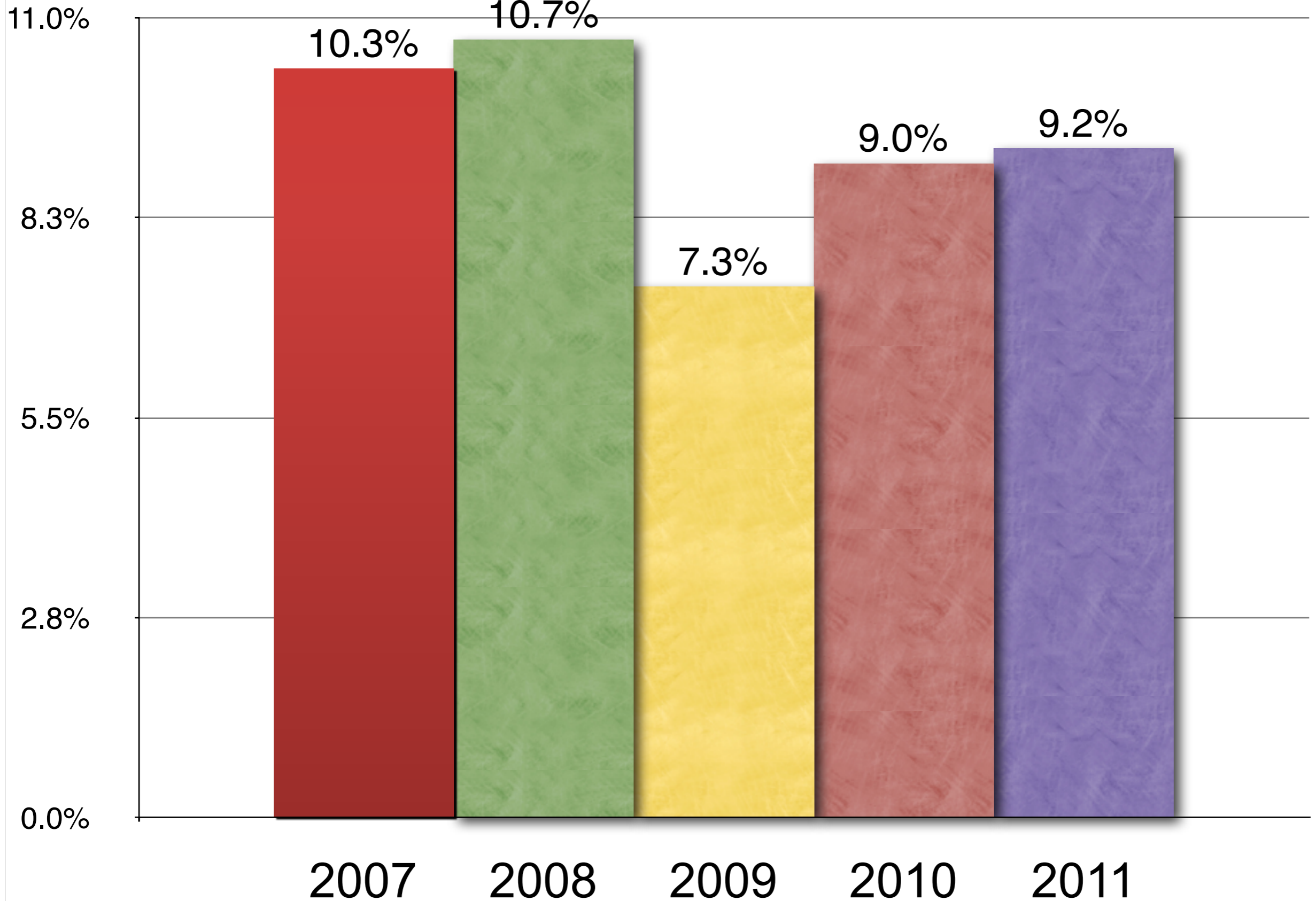
HE/PU Pending Listings Jan-Sept. 2007-2011



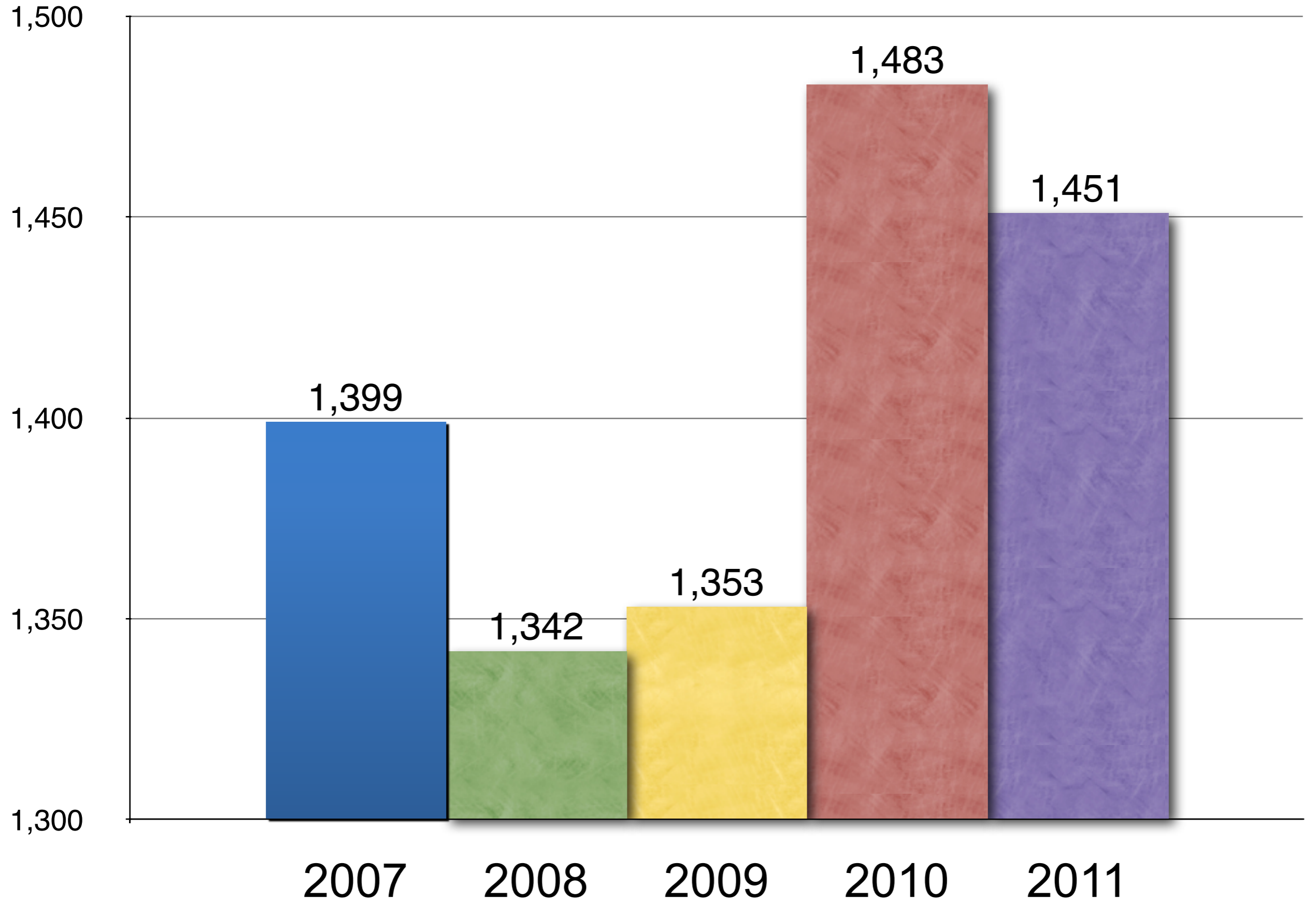
HE/PU Fall Throughs Jan-Sept. 2007-2011



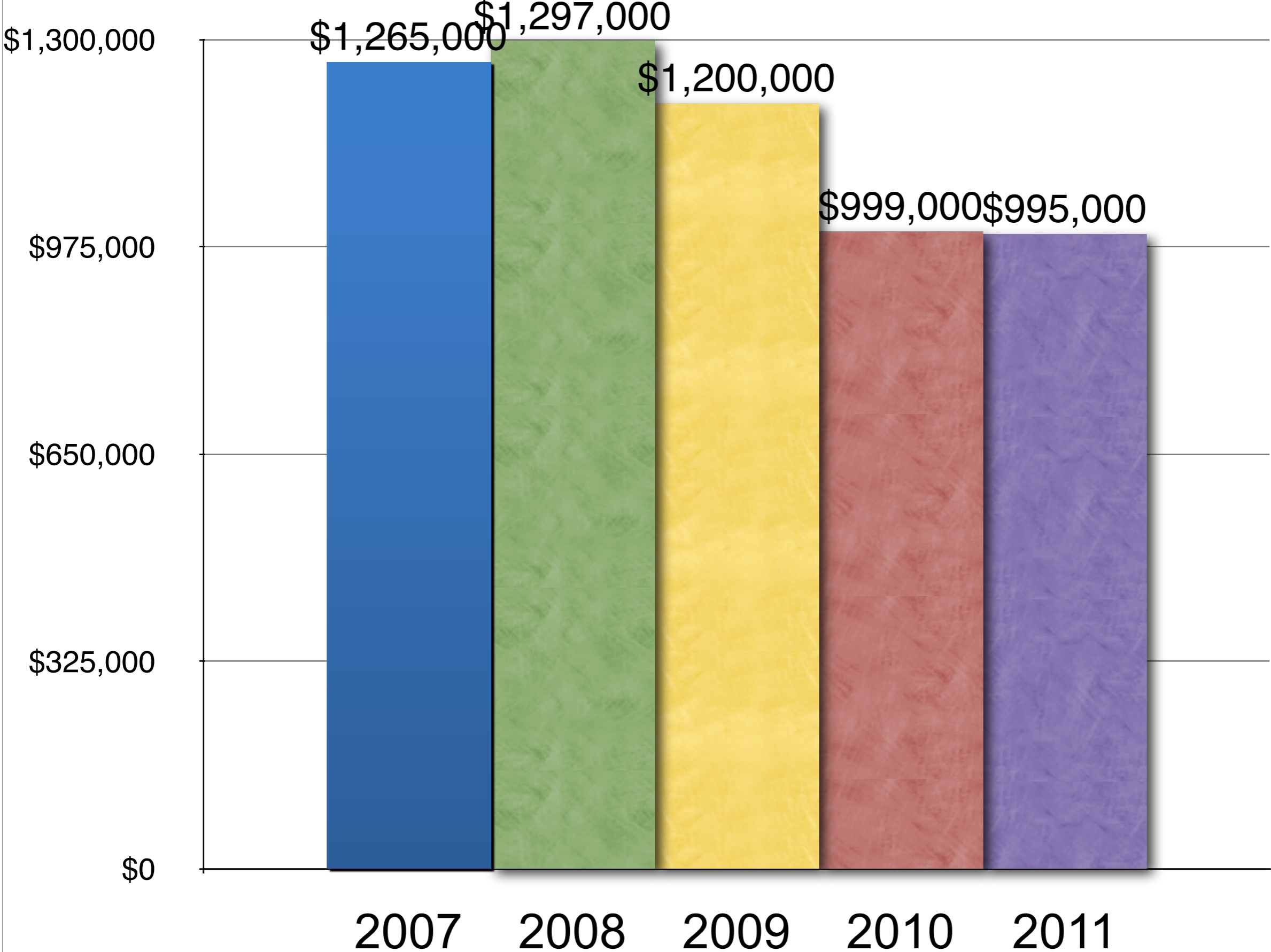
HE/PU Fall Through Percentages Jan-Sept. '07-'11



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



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



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

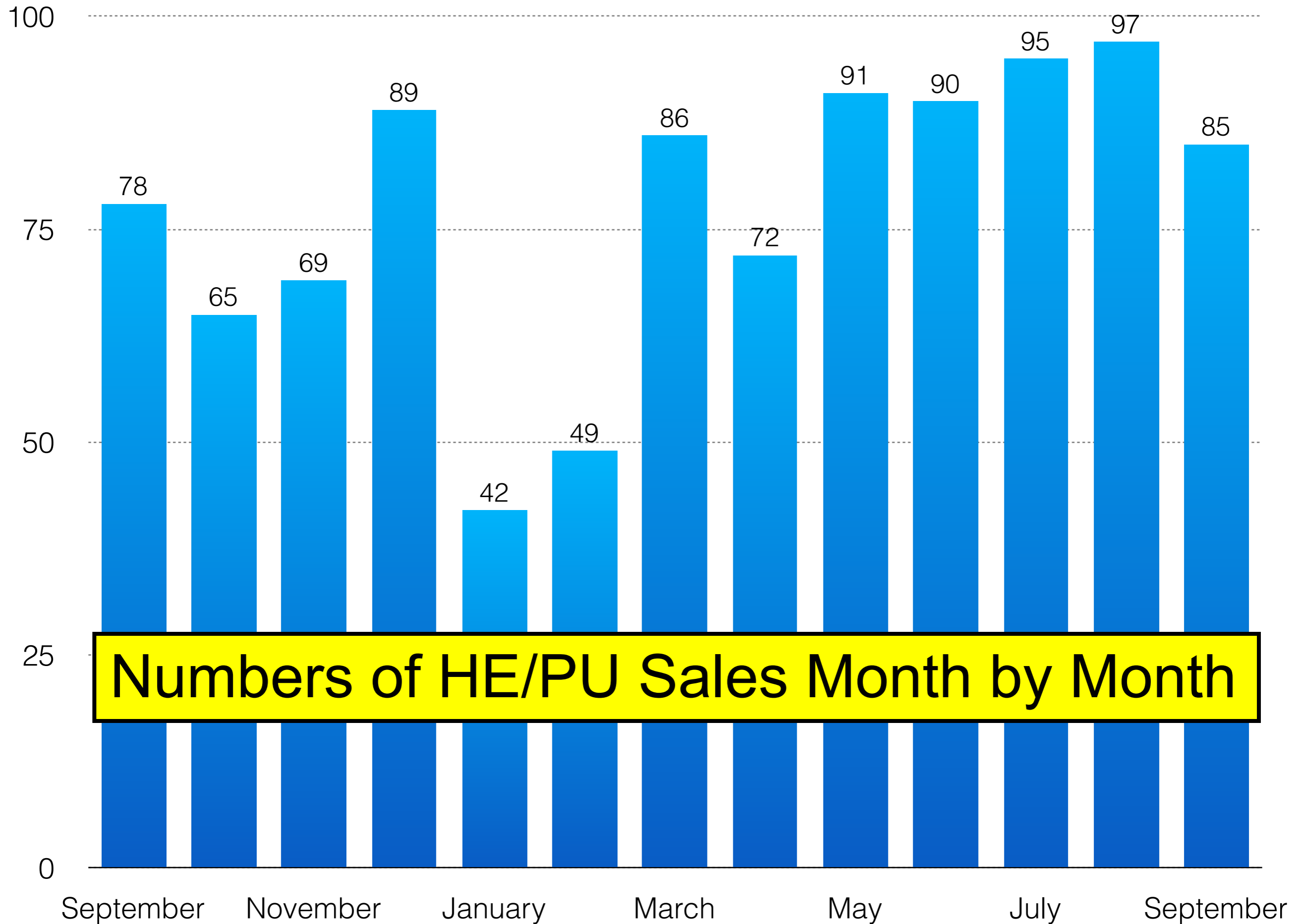
Active and Pending Listings '10 vs. '11 Jan-Sept

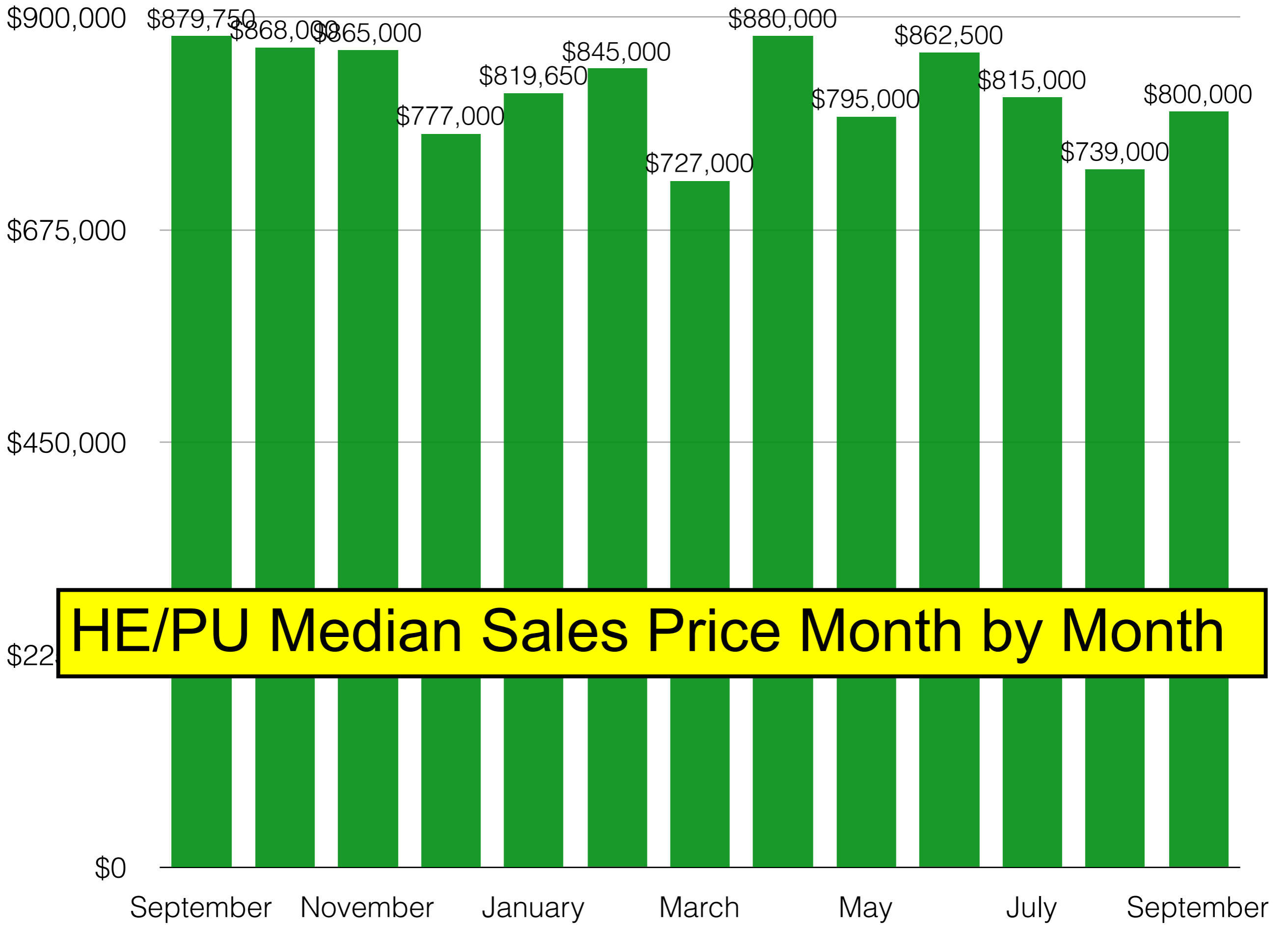
- Total Active Listings
'10 2,126, '11 2,069 **DOWN -2.7%**
- New Listings
'10 1,483, '11 1,451 **DOWN -2.2%**
- New Listings Median List Price
'10 \$999,000, '11 \$995,000, **DOWN -0.4%**
- Properties that went into Escrow
'10 691, '11 797, **UP +15.3%**

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

- **Number of Sold Properties**
'10 681, '11 707 **UP +3.8%**
- **Median Sales Prices**
'10 \$850,000, '11 \$815,000 **DOWN -4.1%**
- **Median Sales Prices w/o Hope Ranch/Montecito**
'10 \$776,500, '11 \$715,000 **DOWN -7.9%**
- **Average Sold Price**
'10 \$1,437,046, '11 \$1,231,893 **DOWN -14.3%**
- **Average Sold Price w/o Hope Ranch/Montecito**
'10 \$986,713, '11 \$866,110 **DOWN -12.2%**
- **Sold Volume**
'10 \$978,629,002 '11 \$870,948,938 **DOWN -11.0%**

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

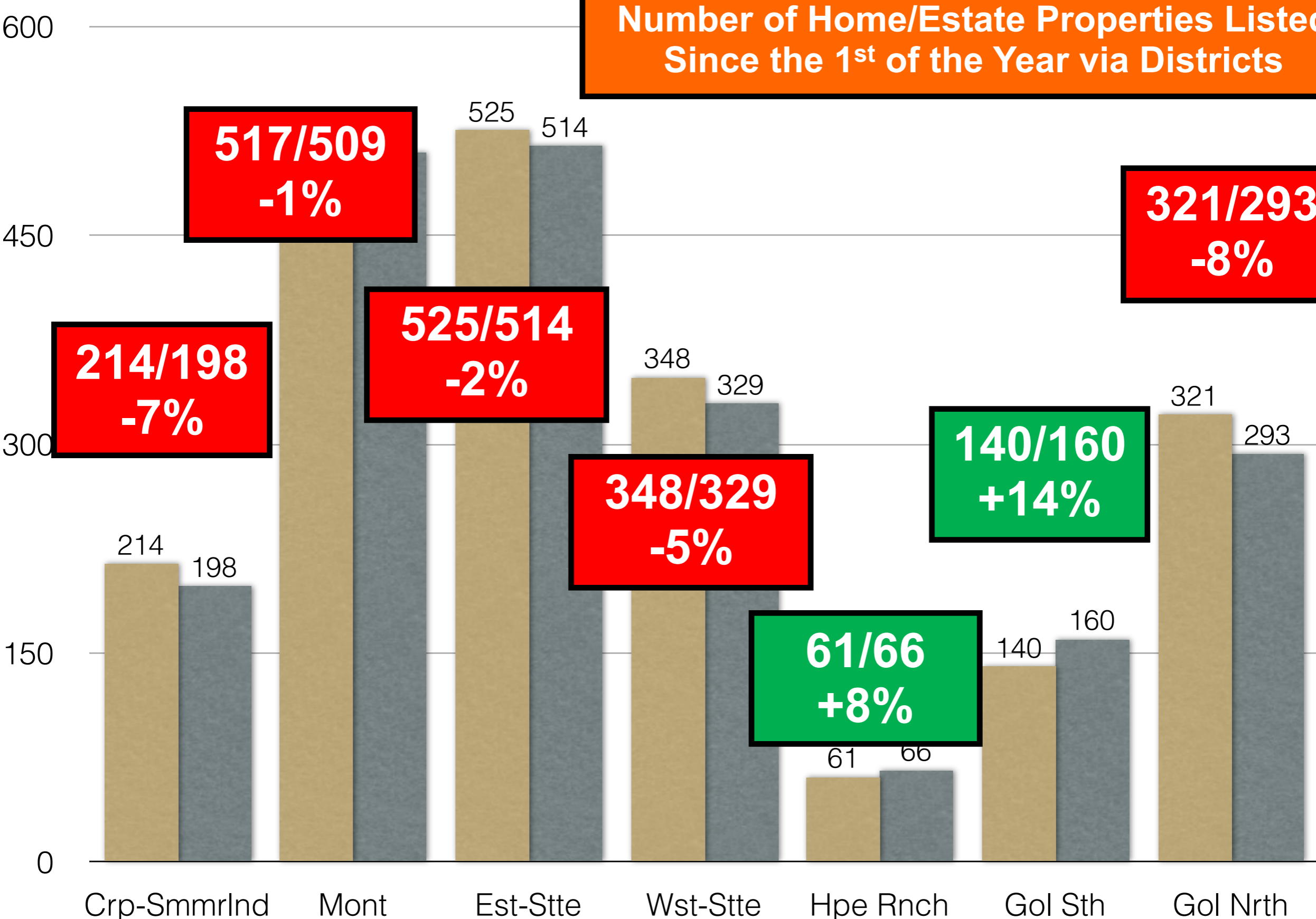




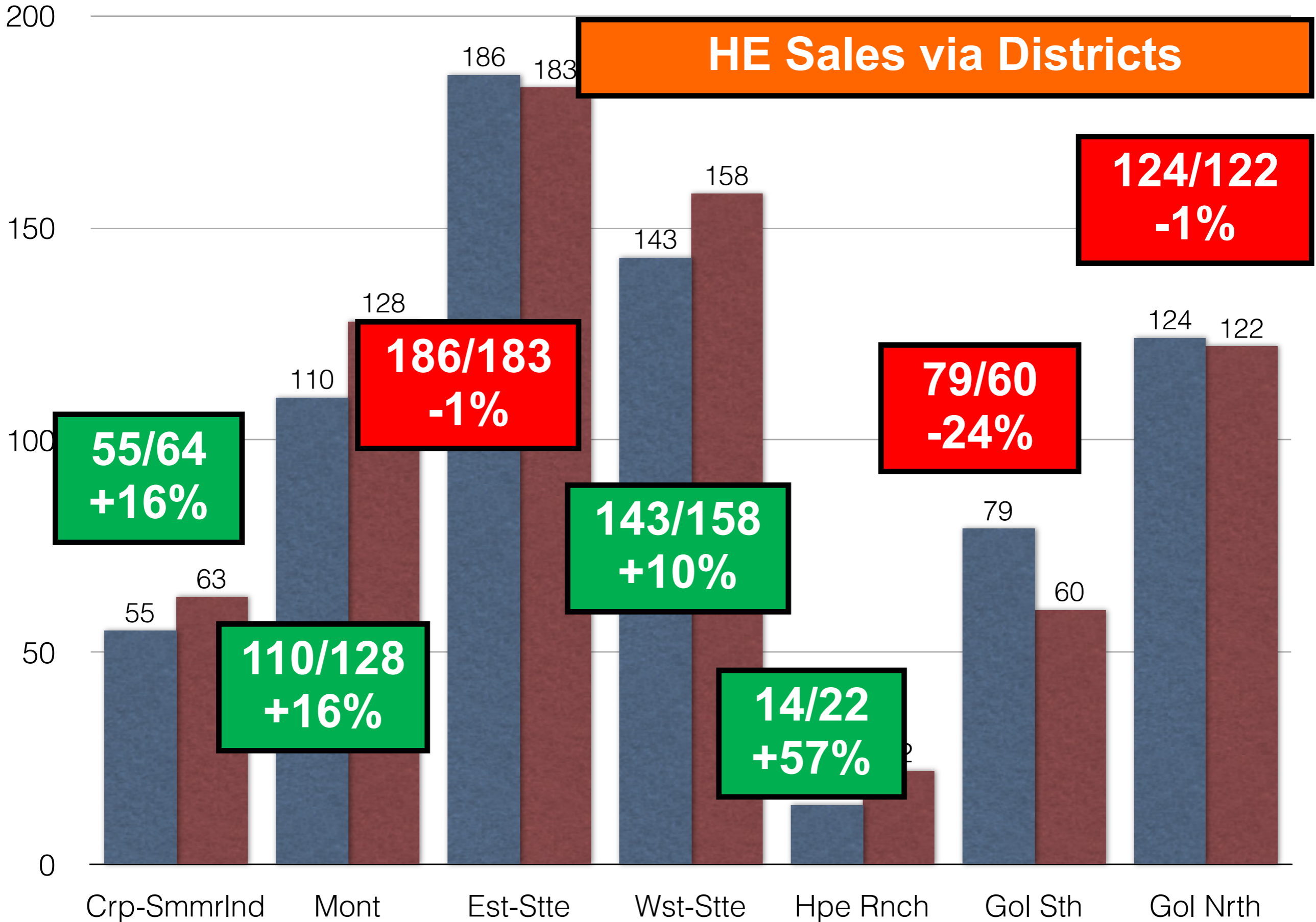
HE/PU Median Sales Price Month by Month

HE/PU District Stats

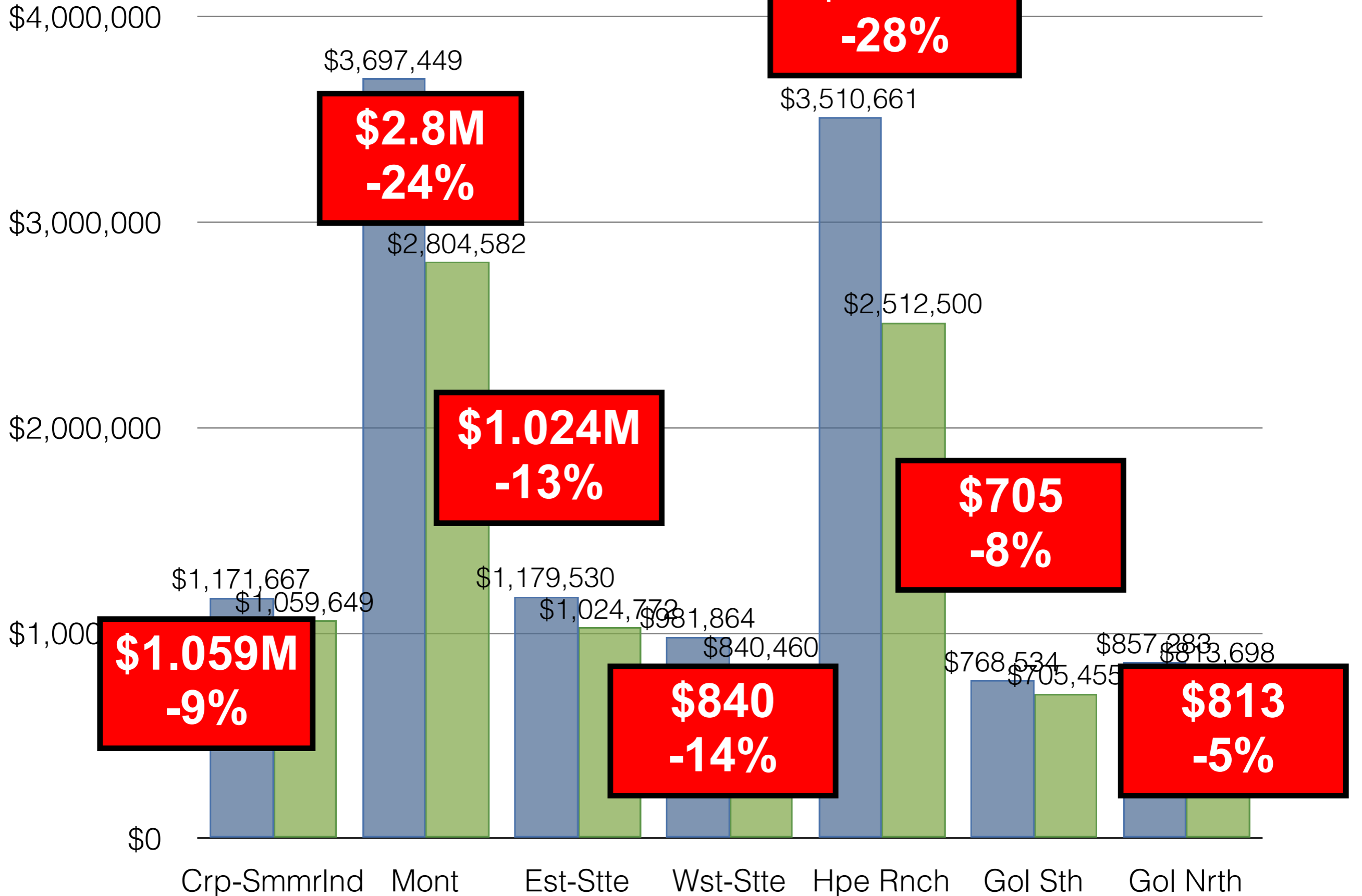
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

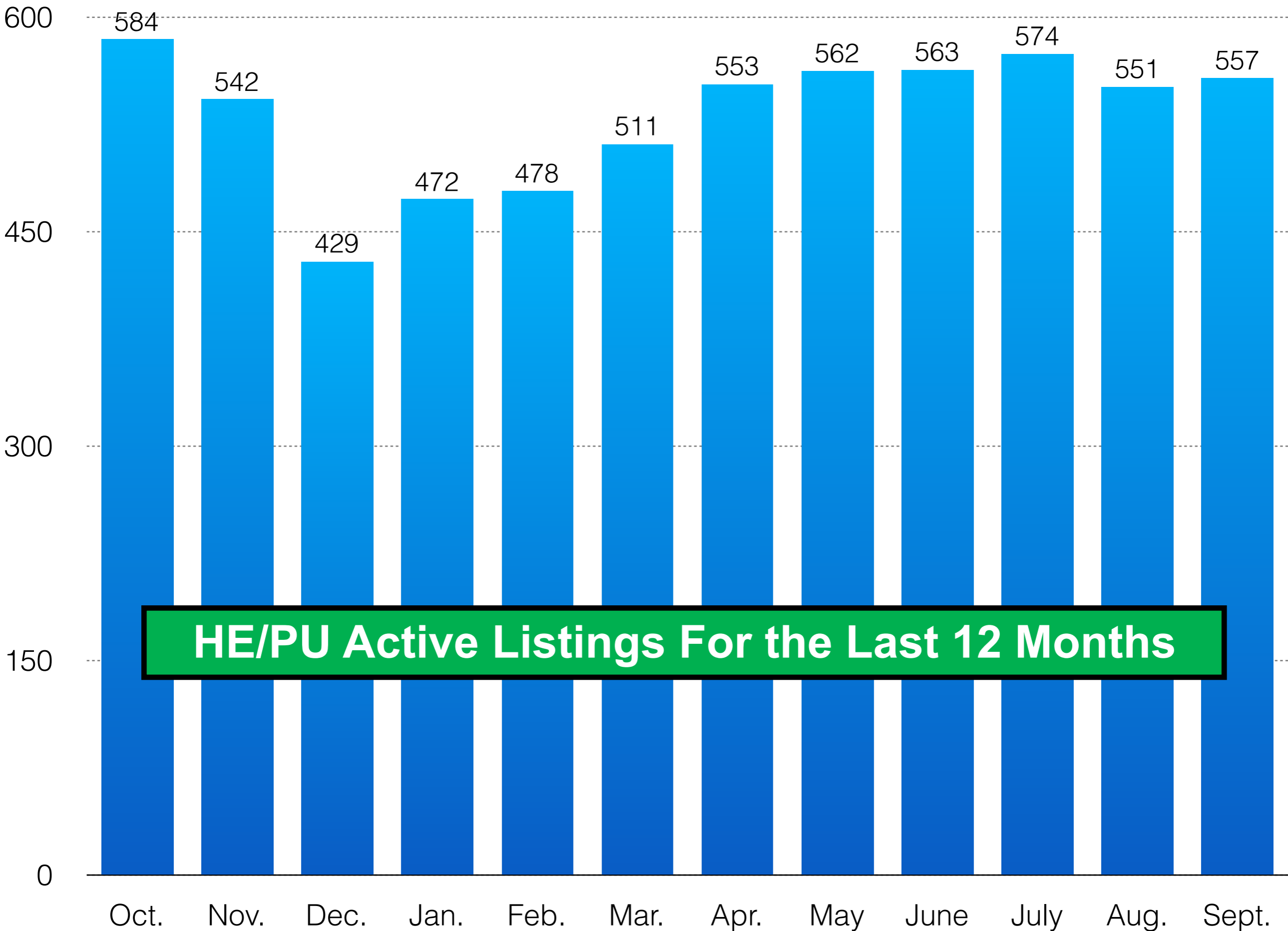


HE Sales via Districts

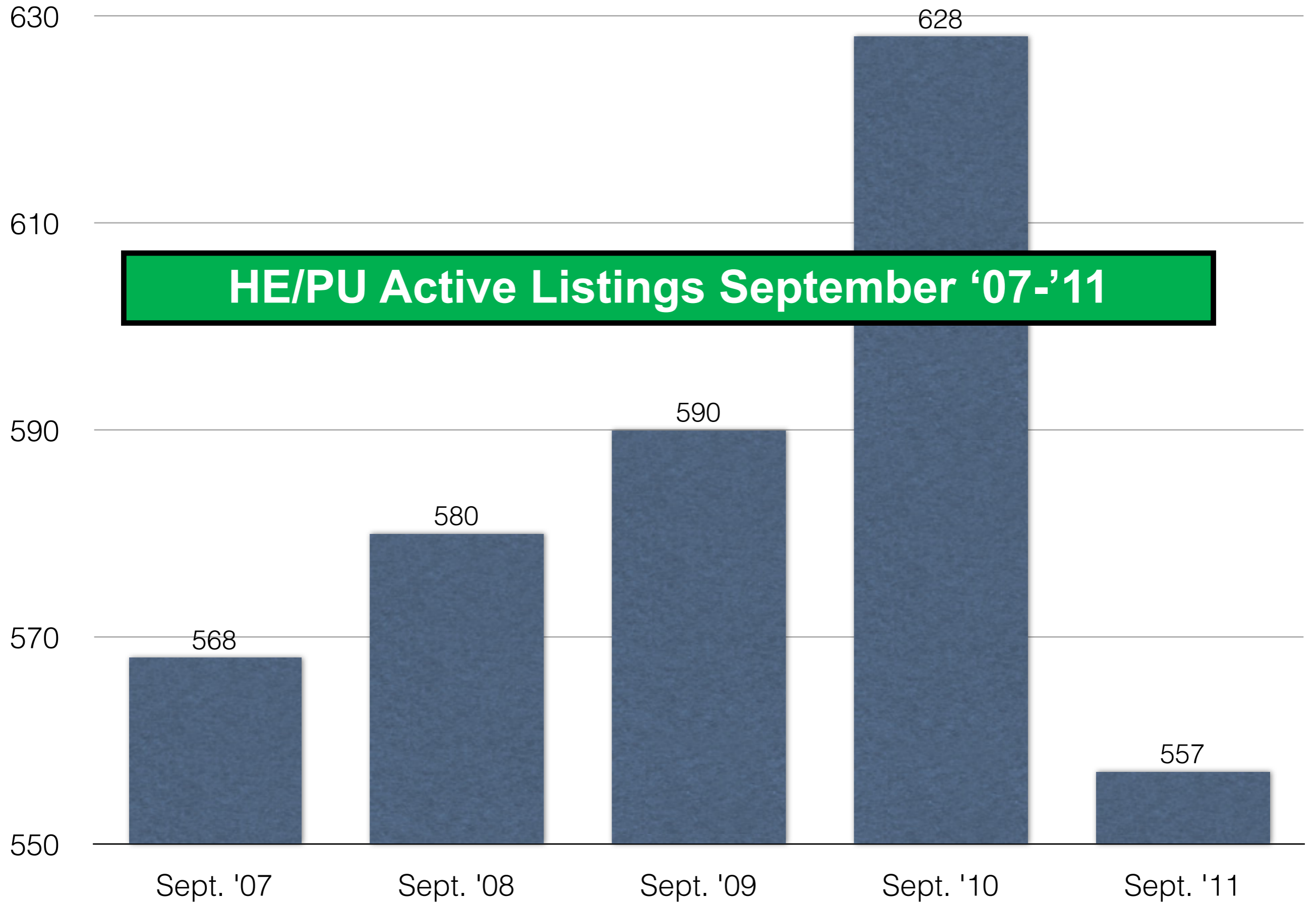


HE Average Sales Price

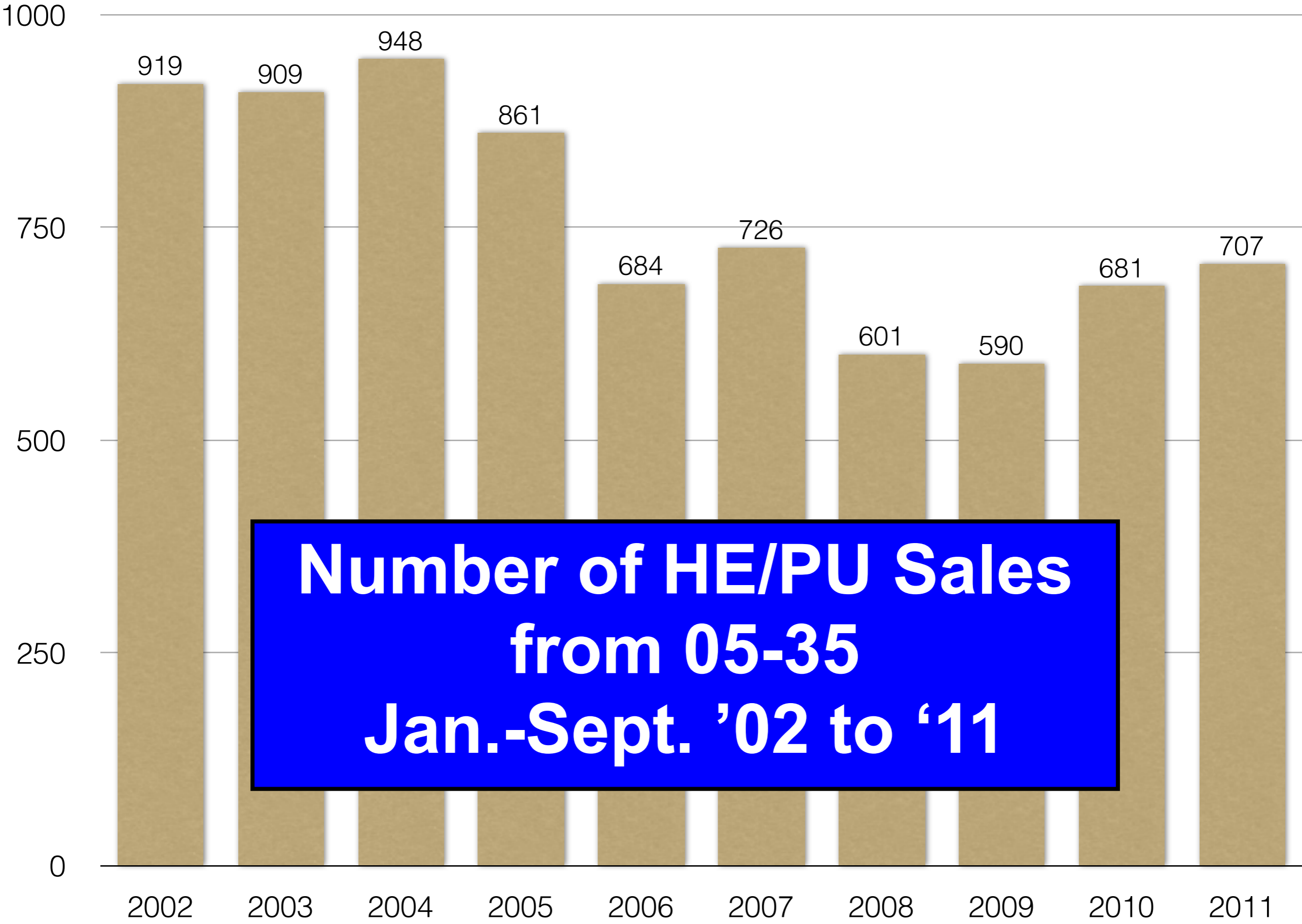




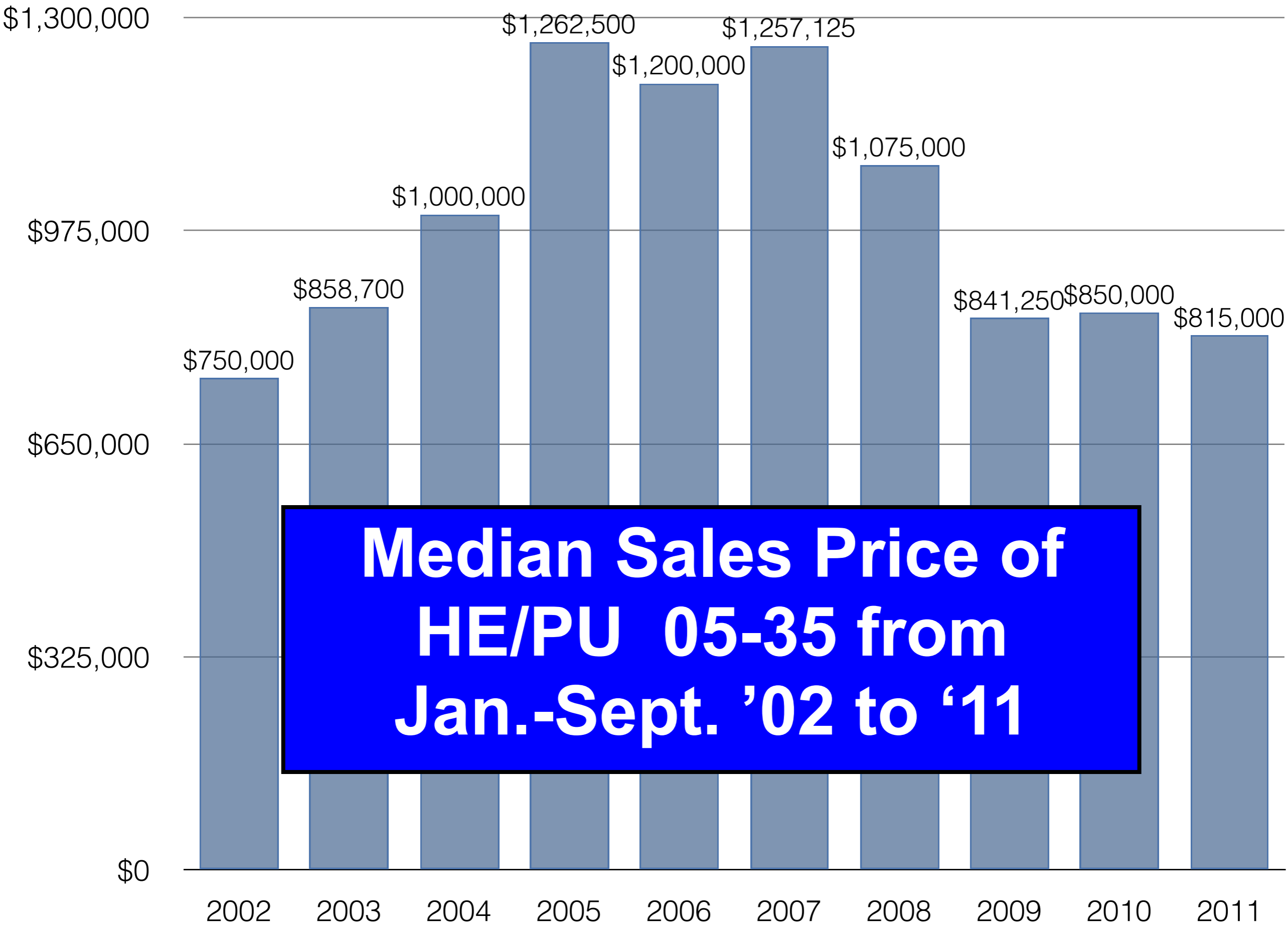
HE/PU Active Listings September '07-'11



**Perspective
for Home Estates
2002-2011**



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



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

September 1-September 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	39	\$21,243,530	\$455,000	\$544,705	83	\$20,657,540	\$445,000	\$529,680	97.24	92.06
List/Sold	9	\$3,191,560	\$325,000	\$354,617	133	\$3,094,300	\$325,000	\$343,811	96.95	85.75
Co-Broker	30	\$18,051,970	\$469,495	\$601,732	68	\$17,563,240	\$450,000	\$585,441	97.29	93.27
New	35	\$21,511,130	\$427,000	\$614,603	16					
Pending	32	\$17,112,713	\$464,000	\$534,772	58					
Withdrawn	4	\$1,483,900	\$367,500	\$370,975	103					
Cancelled	5	\$2,343,500	\$295,000	\$468,700	102					
Expired	10	\$8,341,343	\$384,000	\$834,134	203					
Back On Market	12	\$5,567,443	\$396,550	\$463,953	111					
Extended	15	\$10,598,300	\$475,000	\$706,553	265					
Active In Range	174	\$122,121,958	\$503,000	\$701,850	127					
Current Active	137	\$95,422,659	\$507,000	\$696,515	132					

CO September '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	39	\$21,243,530	\$455,000	\$544,705	83	\$20,657,540	\$445,000	\$529,680	97.24	92.06
Pending	32	\$17,112,713	\$464,000	\$534,772	58					

September '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	23	\$12,404,014	\$475,000	\$539,304	67	\$12,179,388	\$460,000	\$529,538	98.19	92.60
Pending	31	\$18,312,600	\$469,000	\$590,729	79					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$150,000-\$199,999	3	132
\$200,000-\$249,999	2	133
\$250,000-\$299,999	1	5
\$300,000-\$349,999	3	129
\$350,000-\$399,999	5	76
\$400,000-\$449,999	7	88
\$450,000-\$499,999	4	49
\$500,000-\$549,999	4	15
\$550,000-\$599,999	1	43
\$600,000-\$649,999	4	89
\$650,000-\$699,999	1	44
\$1,100,000-\$1,199,999	2	169
\$1,500,000-\$1,599,999	1	25
\$1,900,000-\$1,999,999	1	135

The average price for the 39 properties is \$529,680.

The highest price is \$1,997,000.

531 Chapala St #D

The median price is \$445,000.

The lowest price is \$175,000.

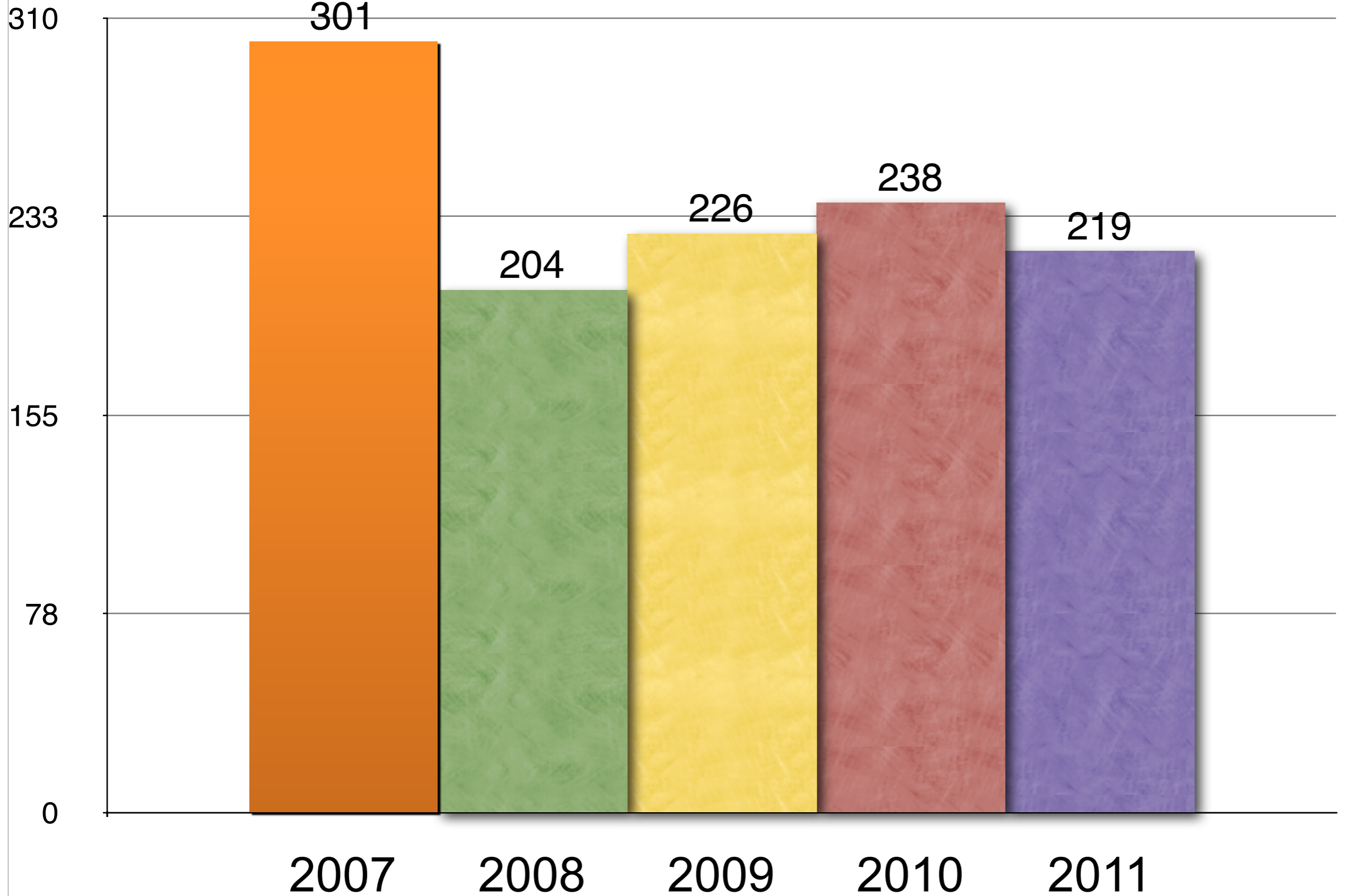
29 Dearborn Pl #19

The average Market Time is 83.

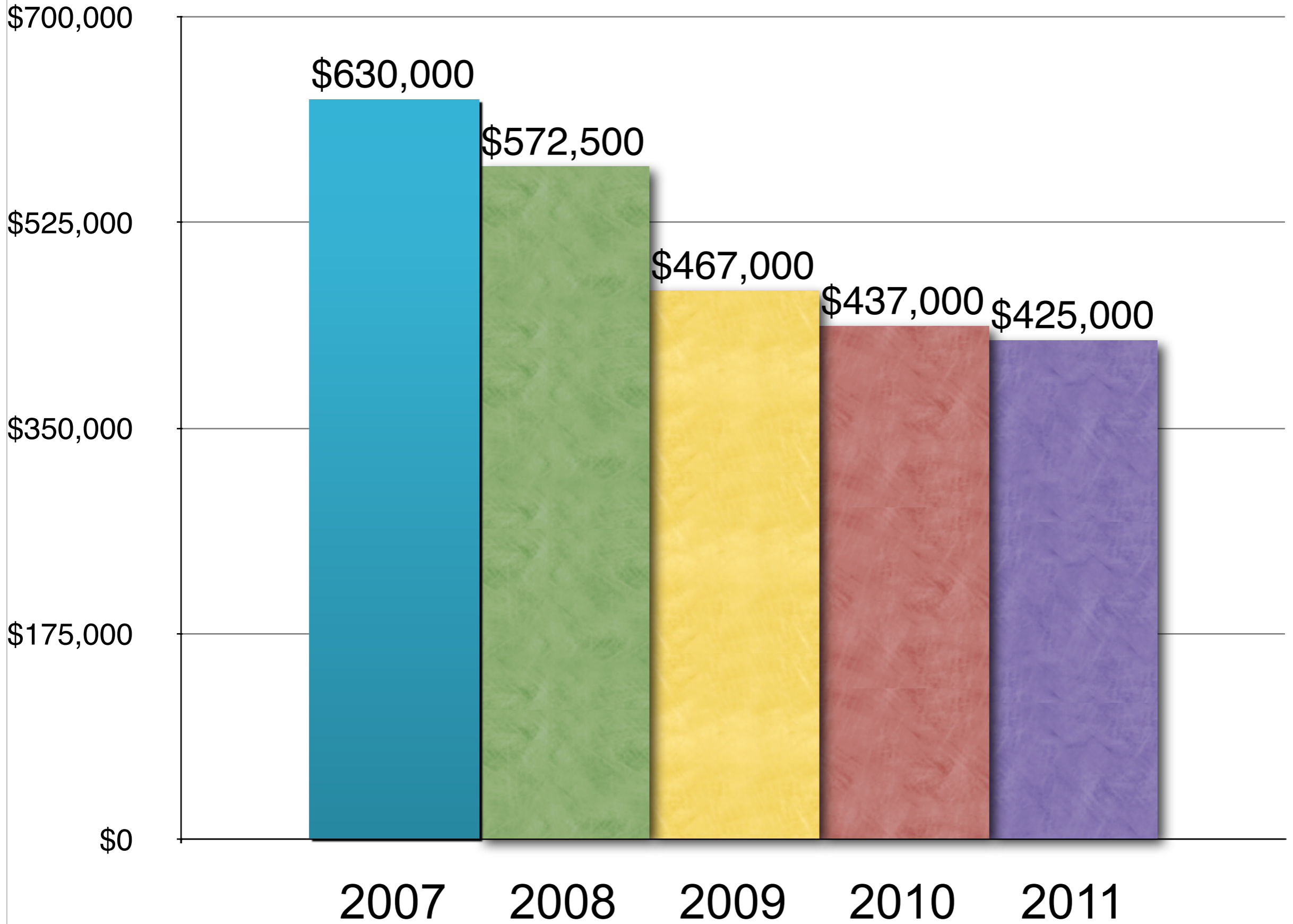
Condo Statistics

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

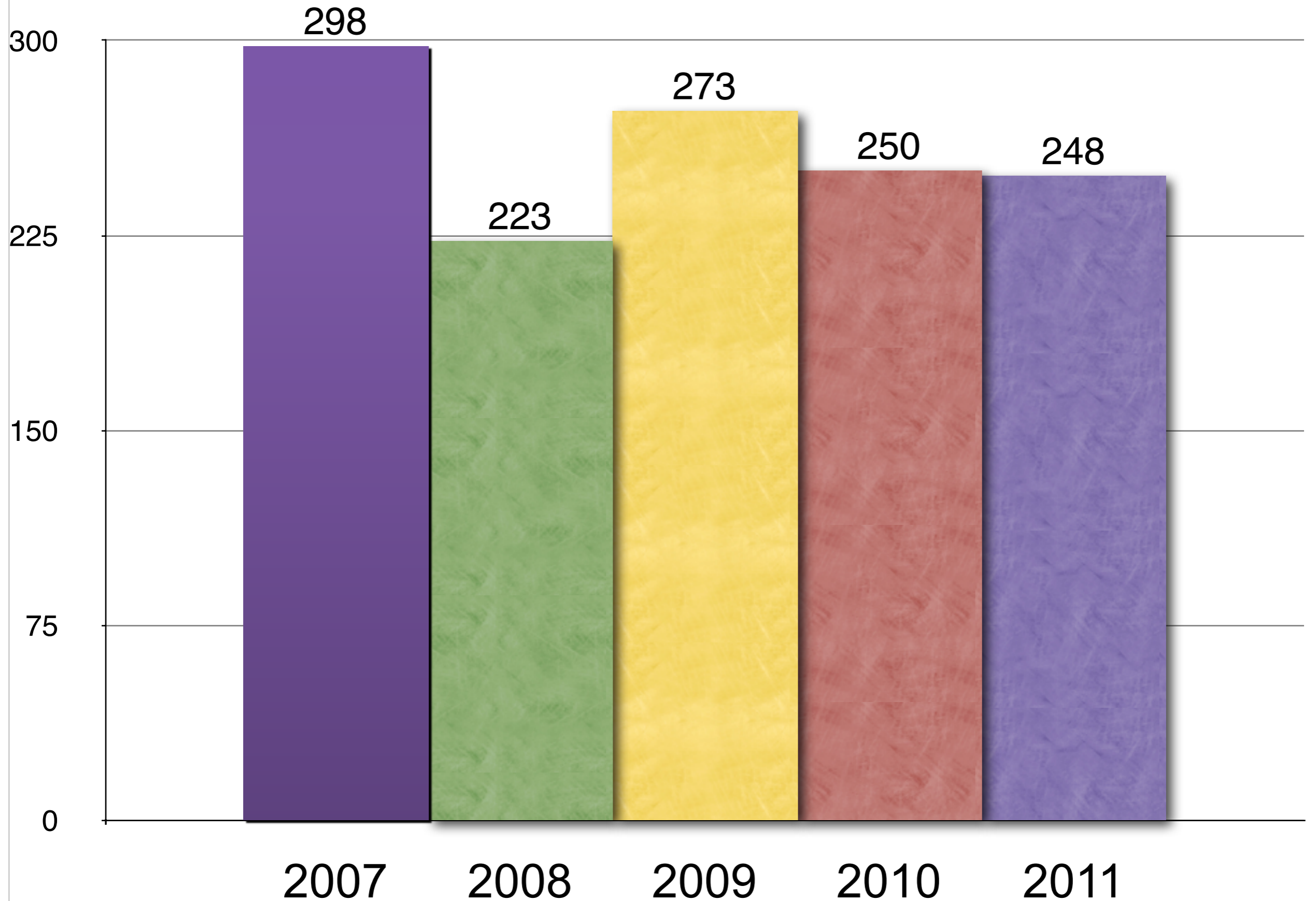
CO Sales Jan-Sept. 2007-2011



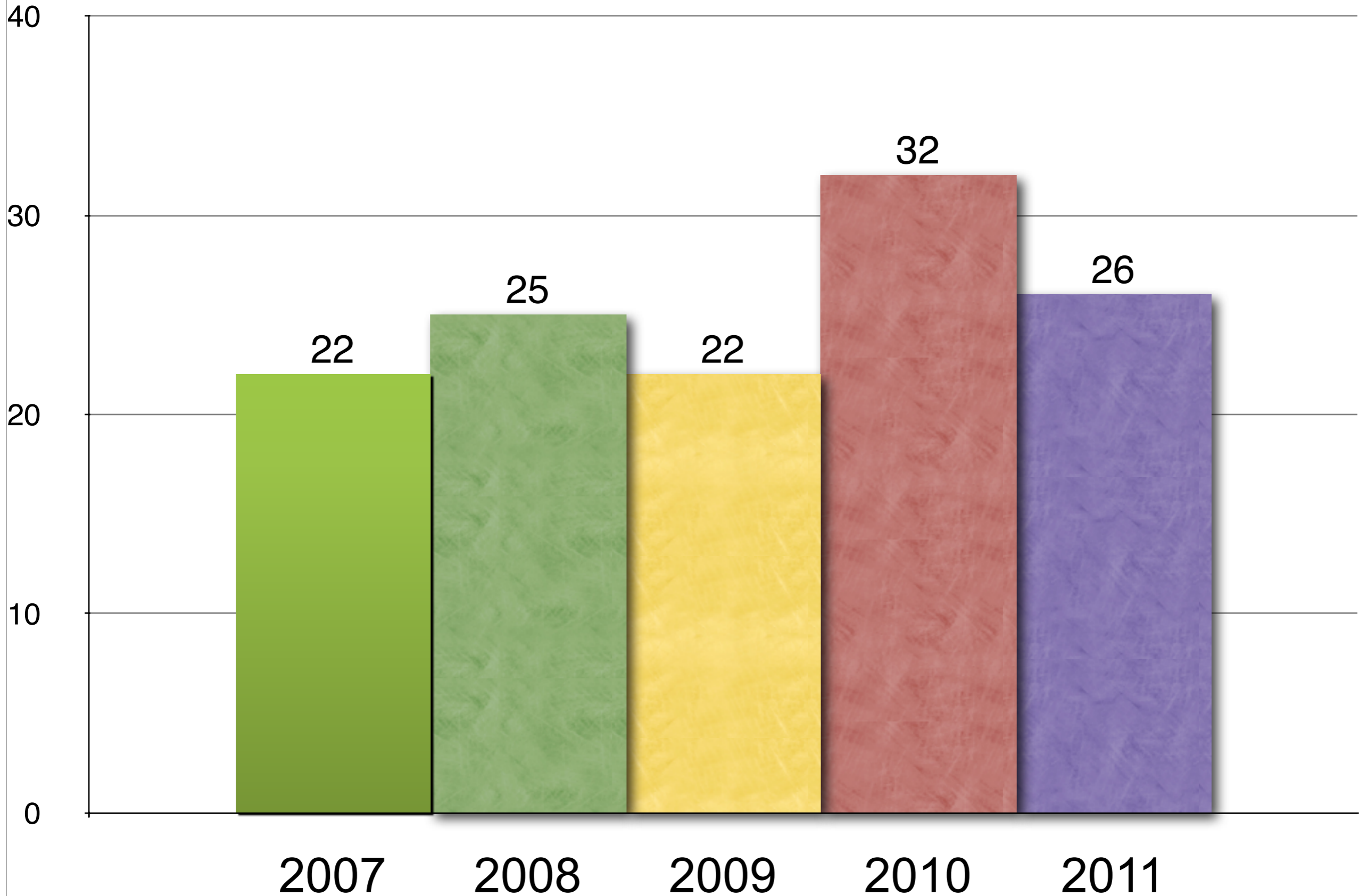
CO Median Sales Price Jan-Sept. 2007-2011



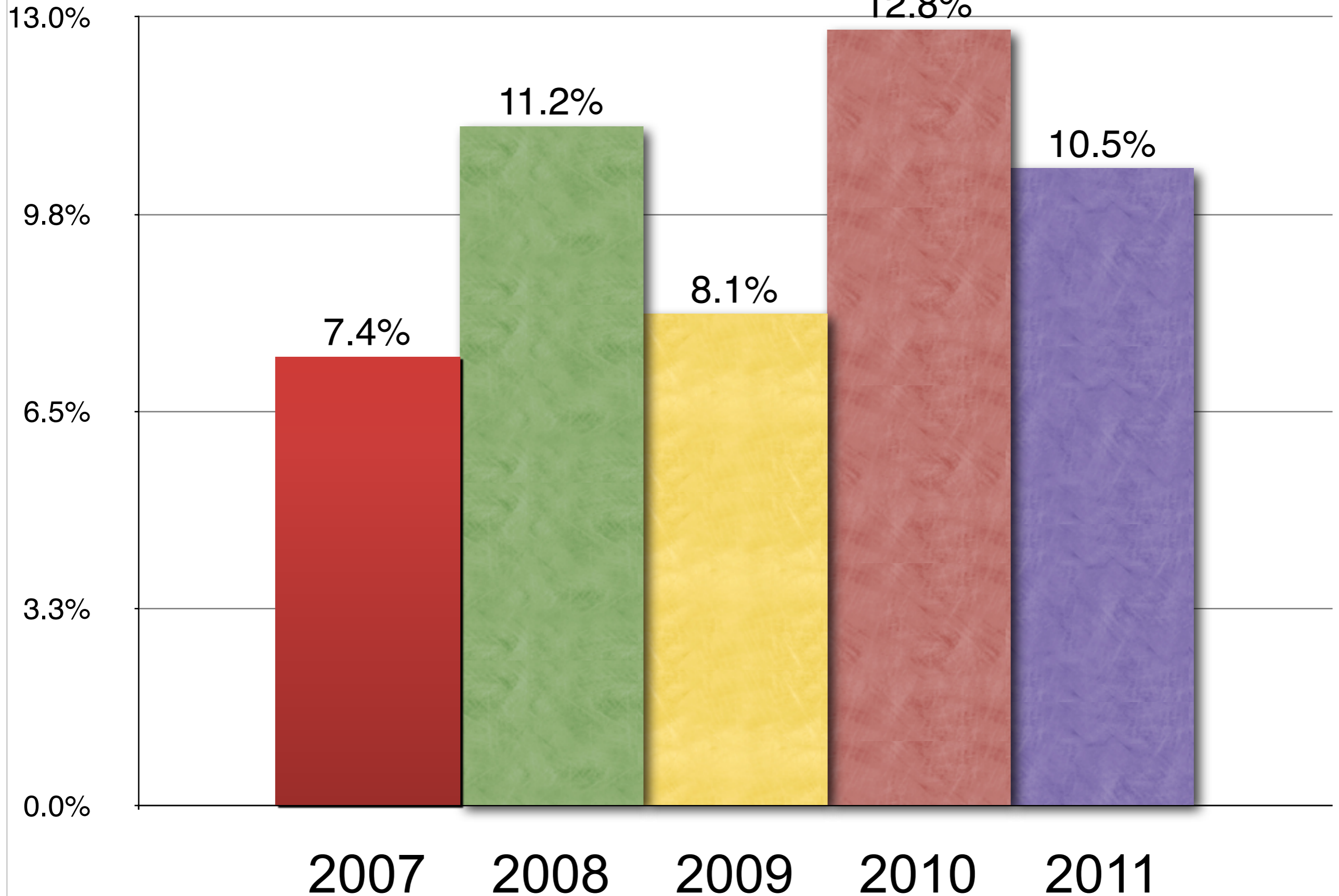
CO Pending Listings Jan-Sept. 2007-2011



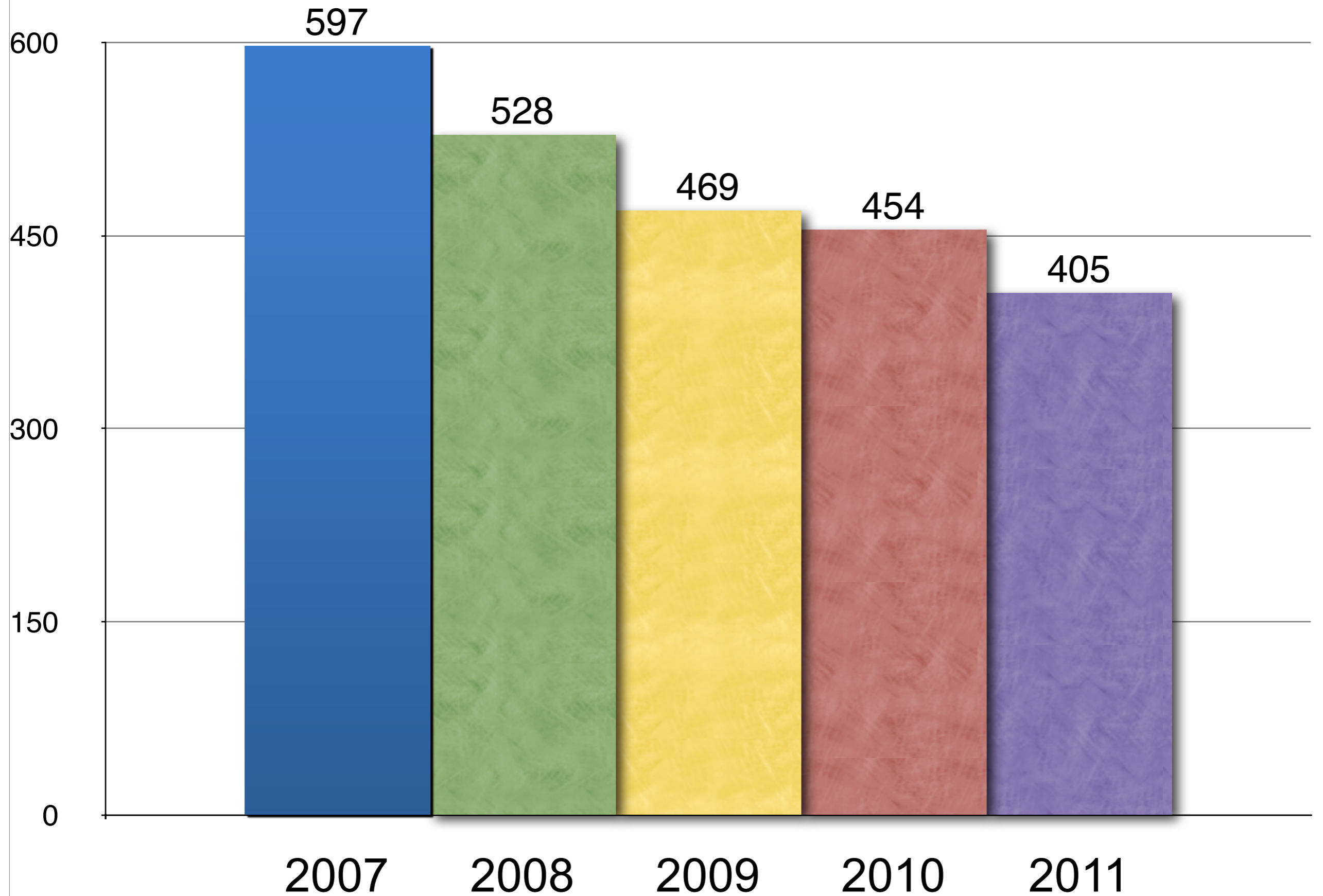
CO Fall Throughs Jan-Sept. 2007-2011



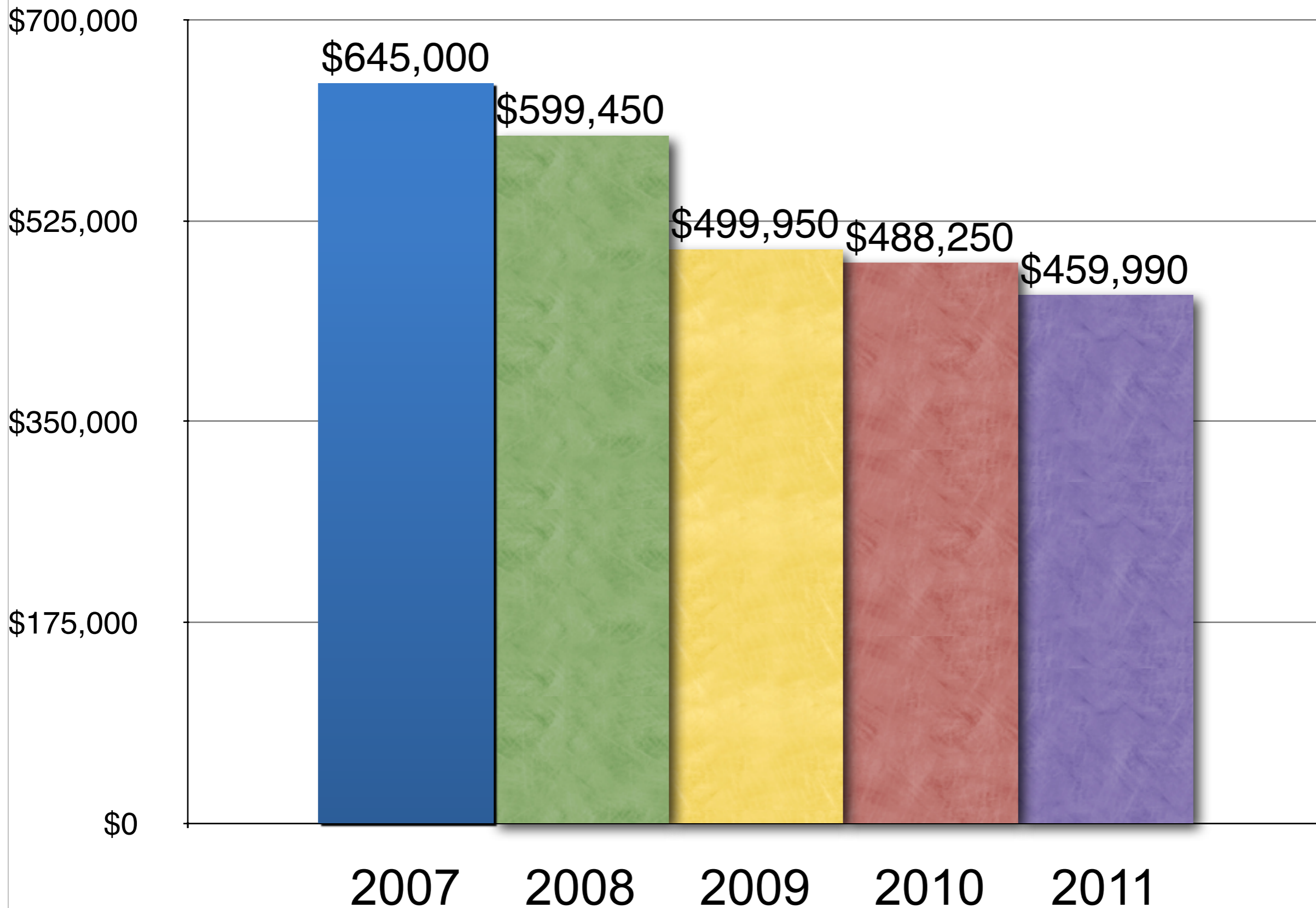
CO Fall Through Percentages Jan-Sept. 2007-2011



CO New Listings Jan-Sept. 2007-2011



CO Median List Price Jan-Sept. 2007-2011



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

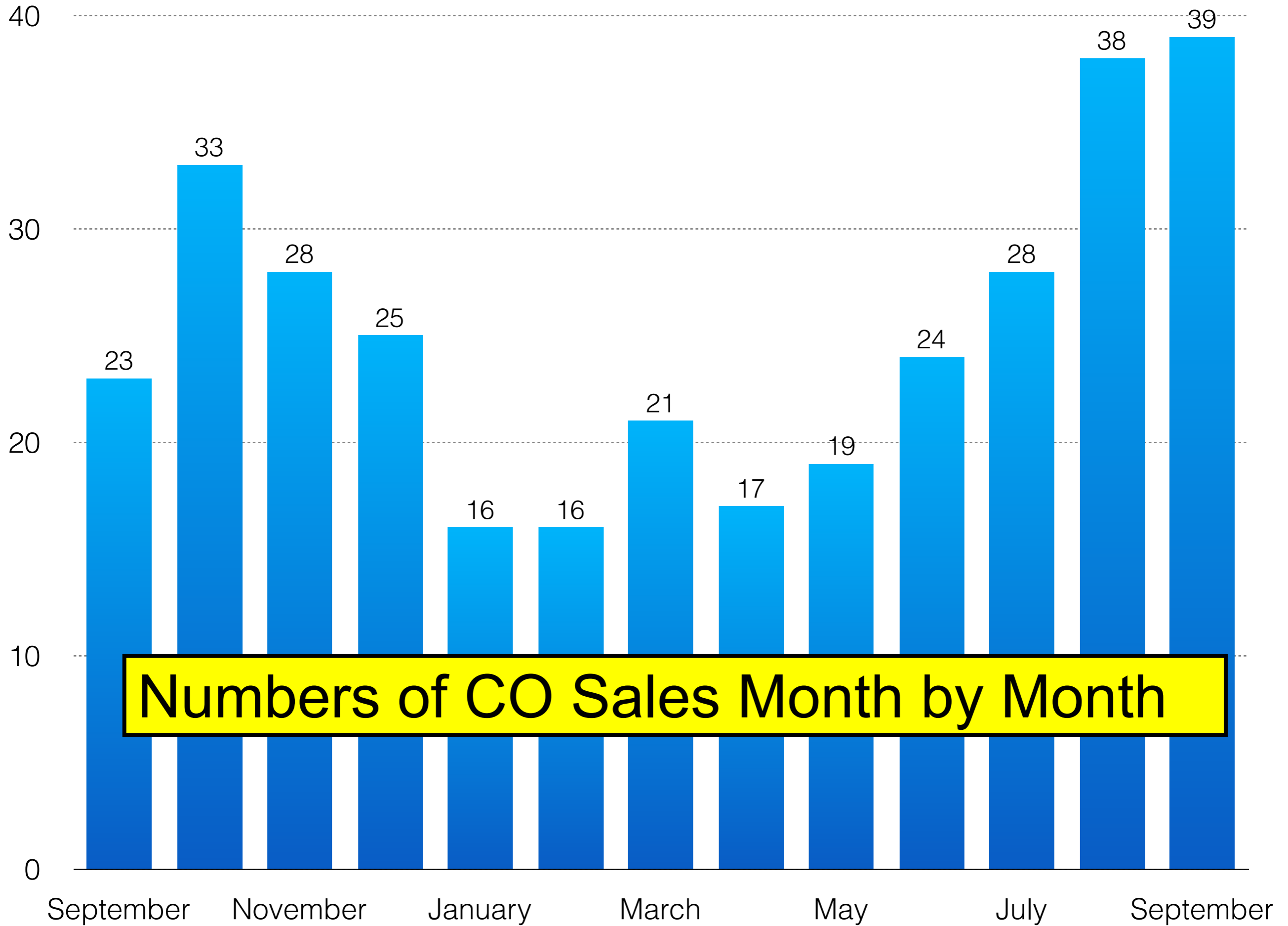
Active and Pending Listings '10 vs. '11 Jan-Sept

- Total Active Listings
'10 615, '11 565, **DOWN -8.1%**
- New Listings
'10 454, '11 405, **DOWN -10.8%**
- New Listings Median List Price
'10 \$488,250, '11 \$459,990, **DOWN -5.8%**
- Properties that went into Escrow
'10 250, '11 248, **DOWN -0.8%**

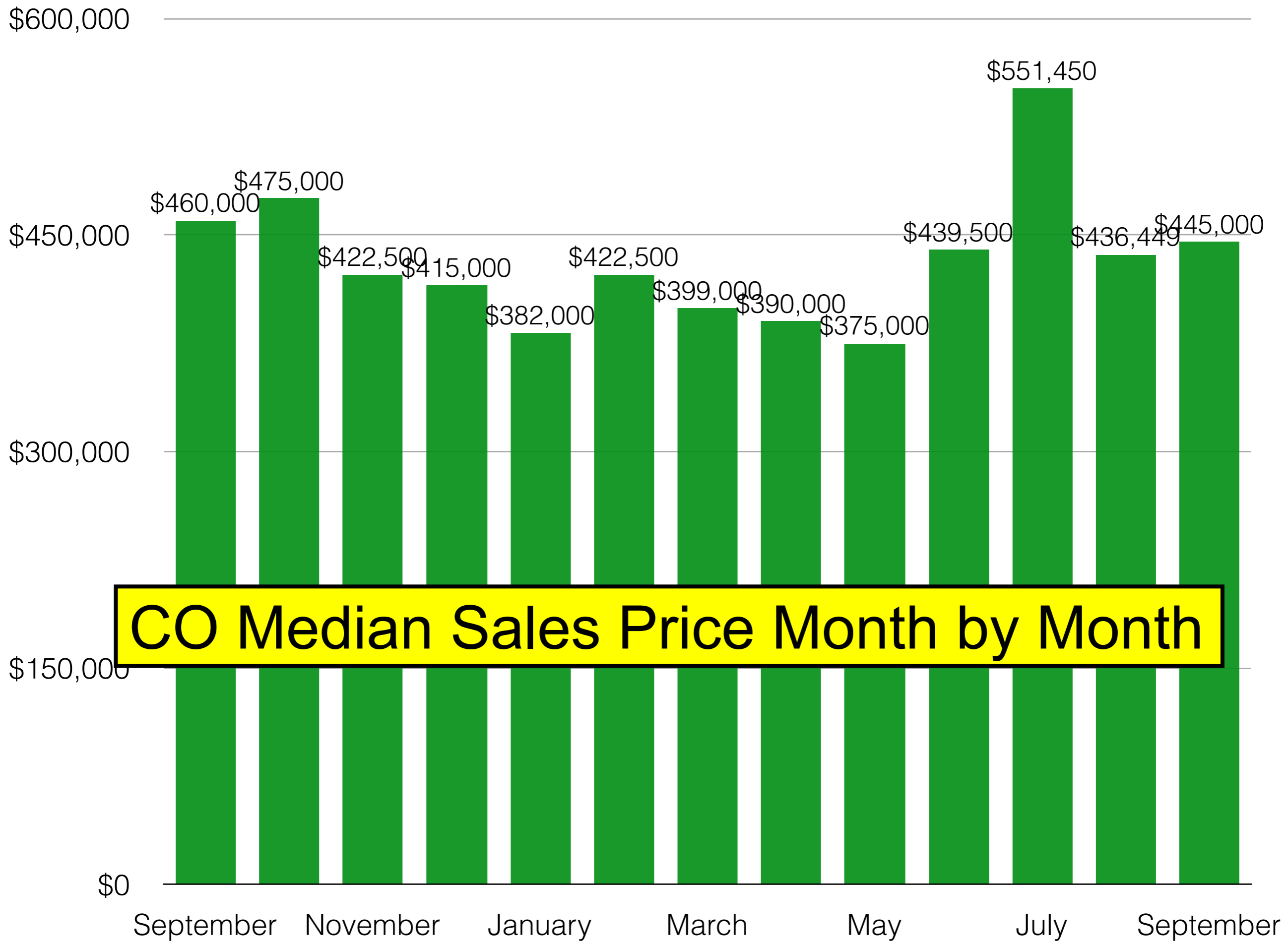
Sold CO '10 vs. '11 Jan-Sept

- Number of Sold Properties
'10 238, '11 219 **DOWN -8.0%**
- Median Sales Prices
'10 \$437,000 '11 \$425,000 **DOWN -2.7%**
- Median Sales Prices w/o Montecito
'10 \$429,500, '11 \$417,000 **DOWN -2.7%**
- Average Sold Price
'10 \$522,600, '11 \$532,512 **UP +1.7%**
- Average Sold Price w/o Montecito
'10 \$481,463, '11 \$493,005 **UP +2.4%**
- Sold Volume
'10 \$124,378,910, '11 \$116,401,179 **DOWN -6.4%**

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

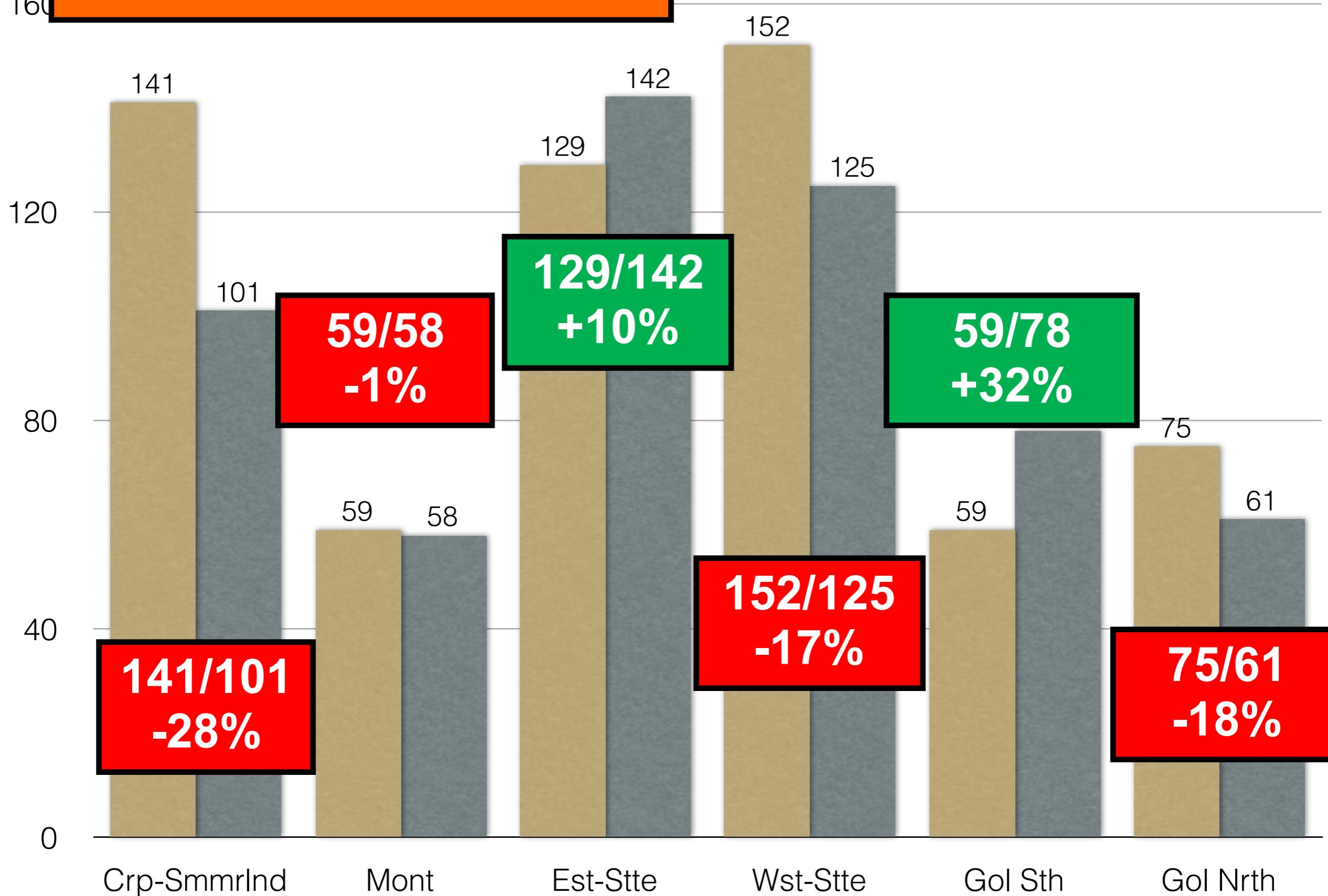


CO Median Sales Price Month by Month

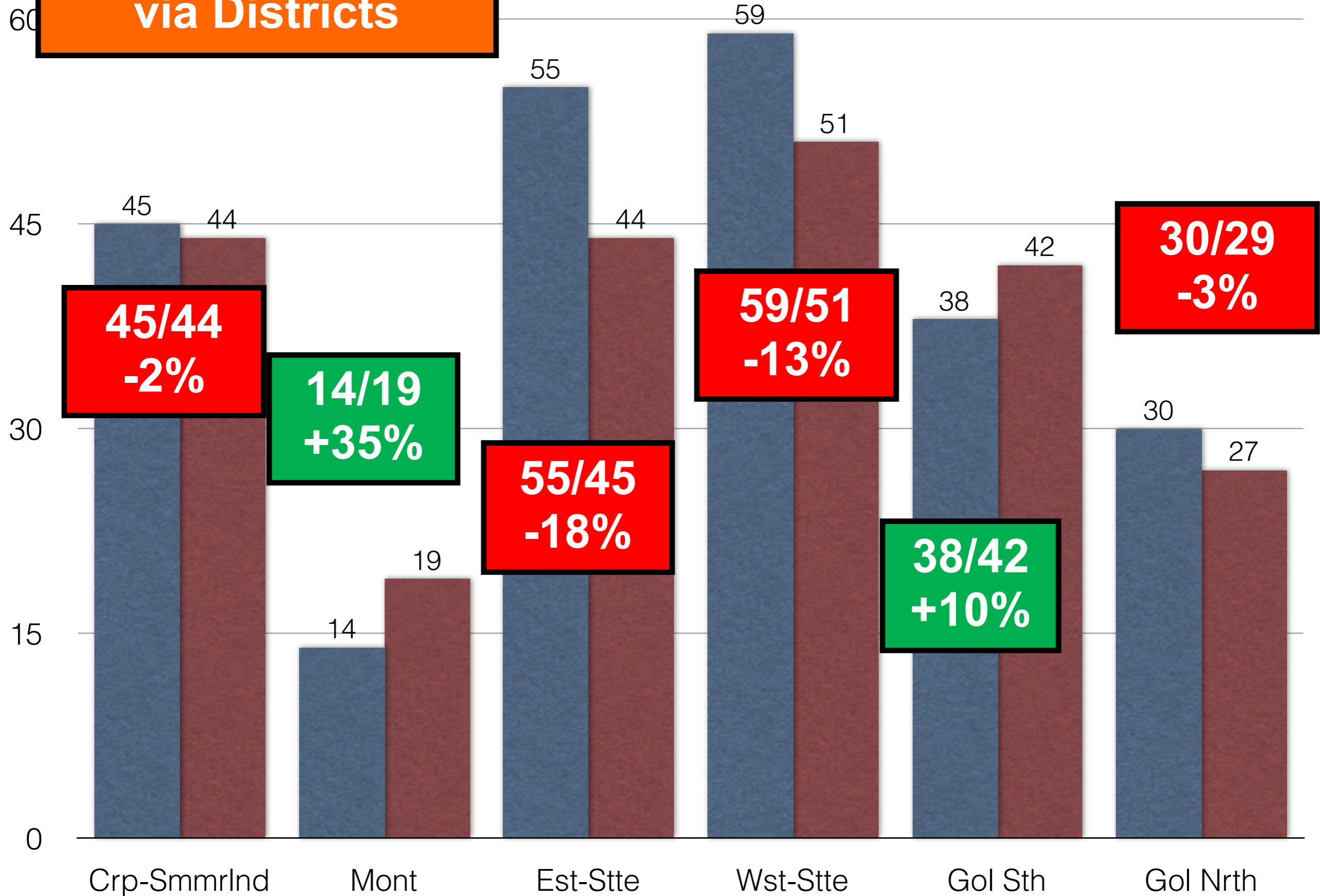


Condo District Stats

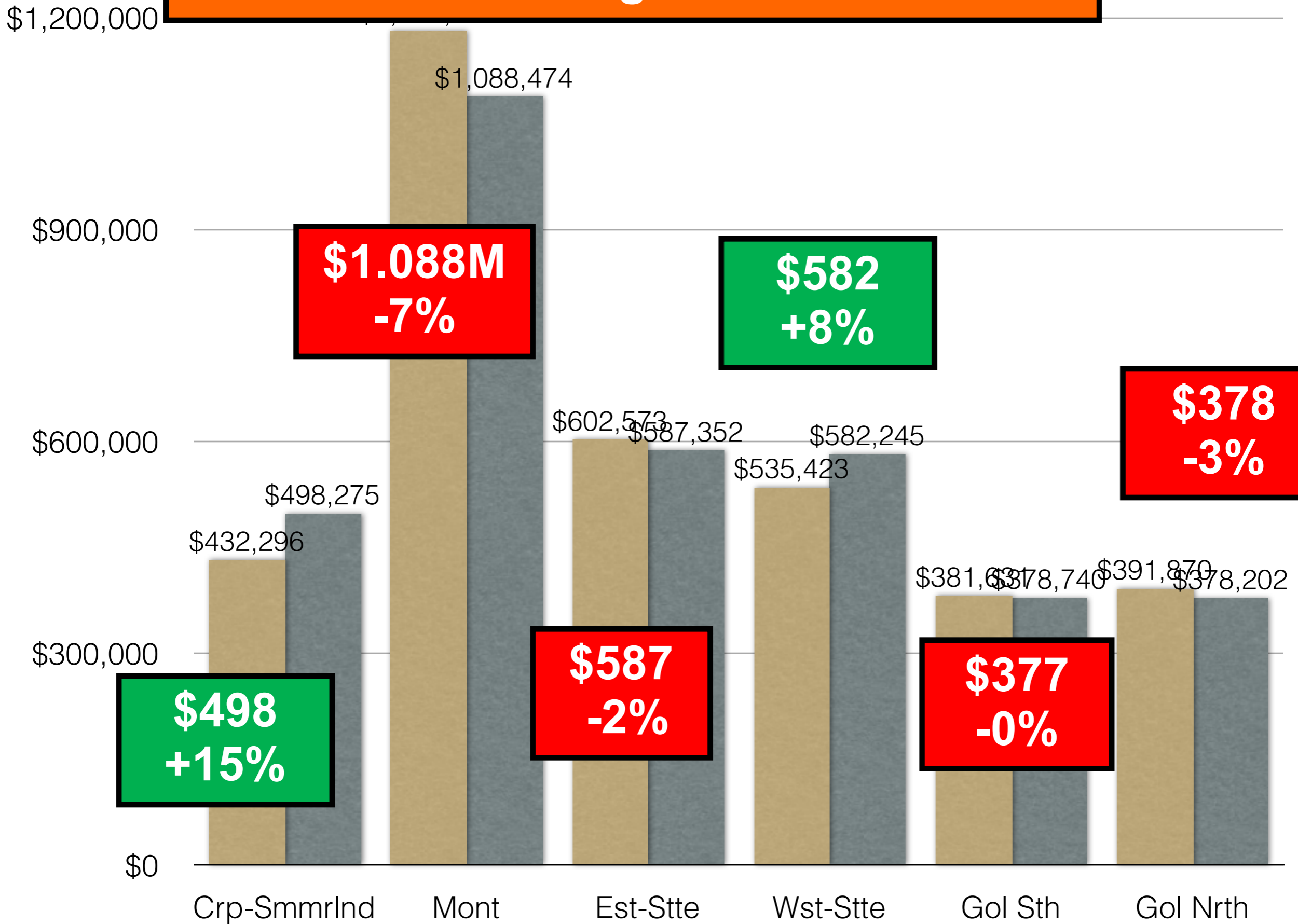
Number of Condos Listed Since the 1st of the Year via Districts

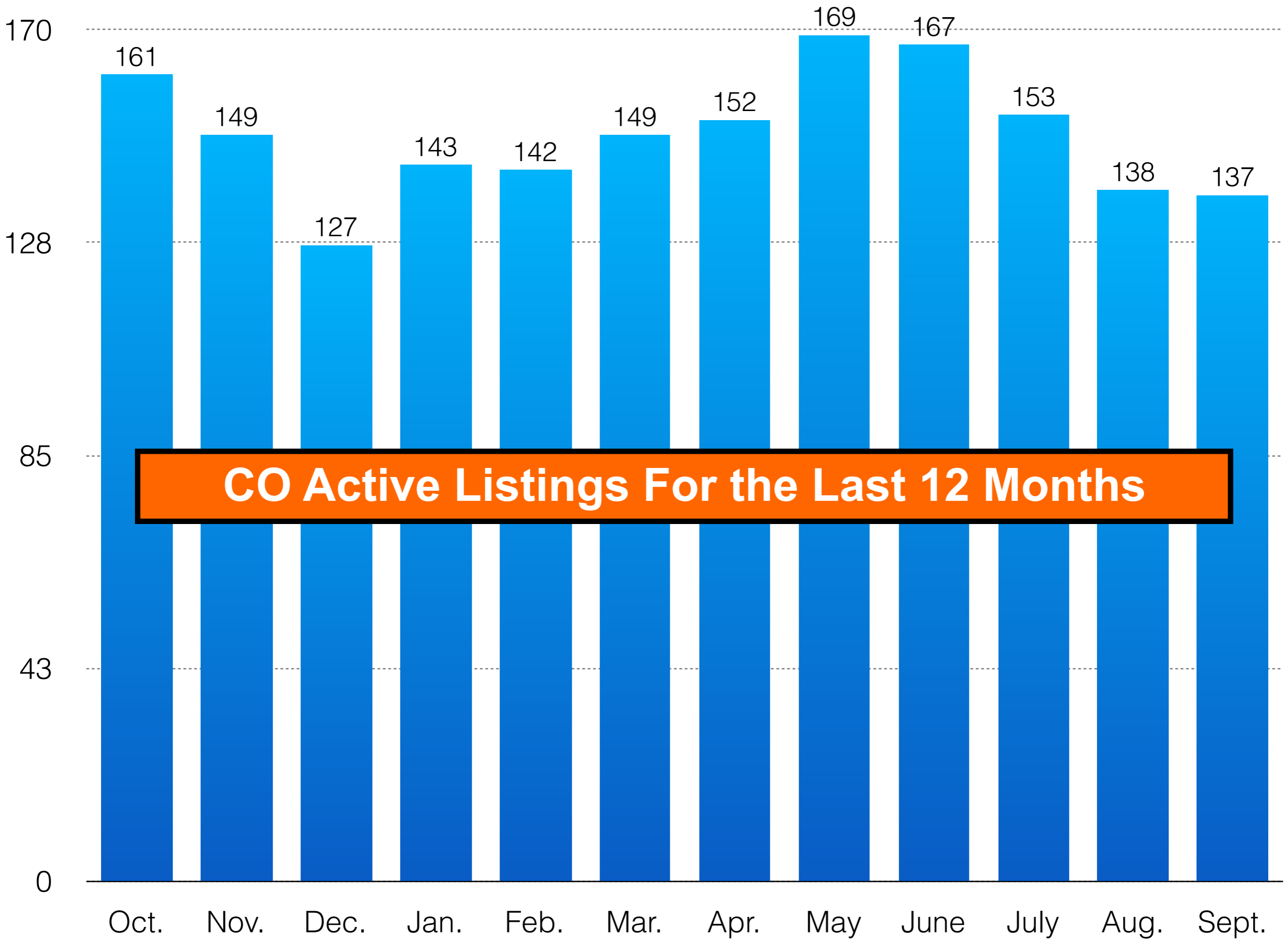


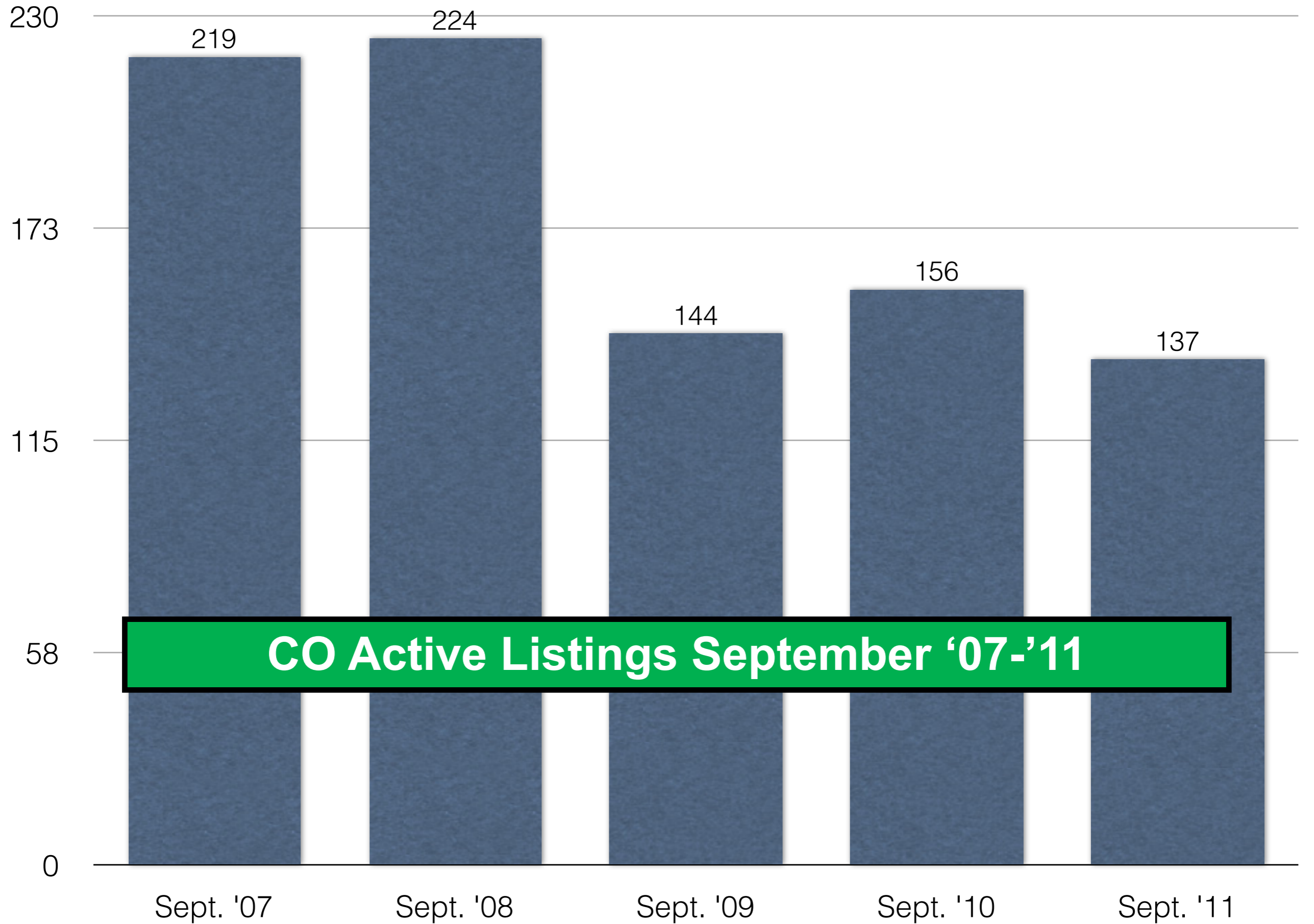
Condo Sales via Districts



Condo Average Sales Price

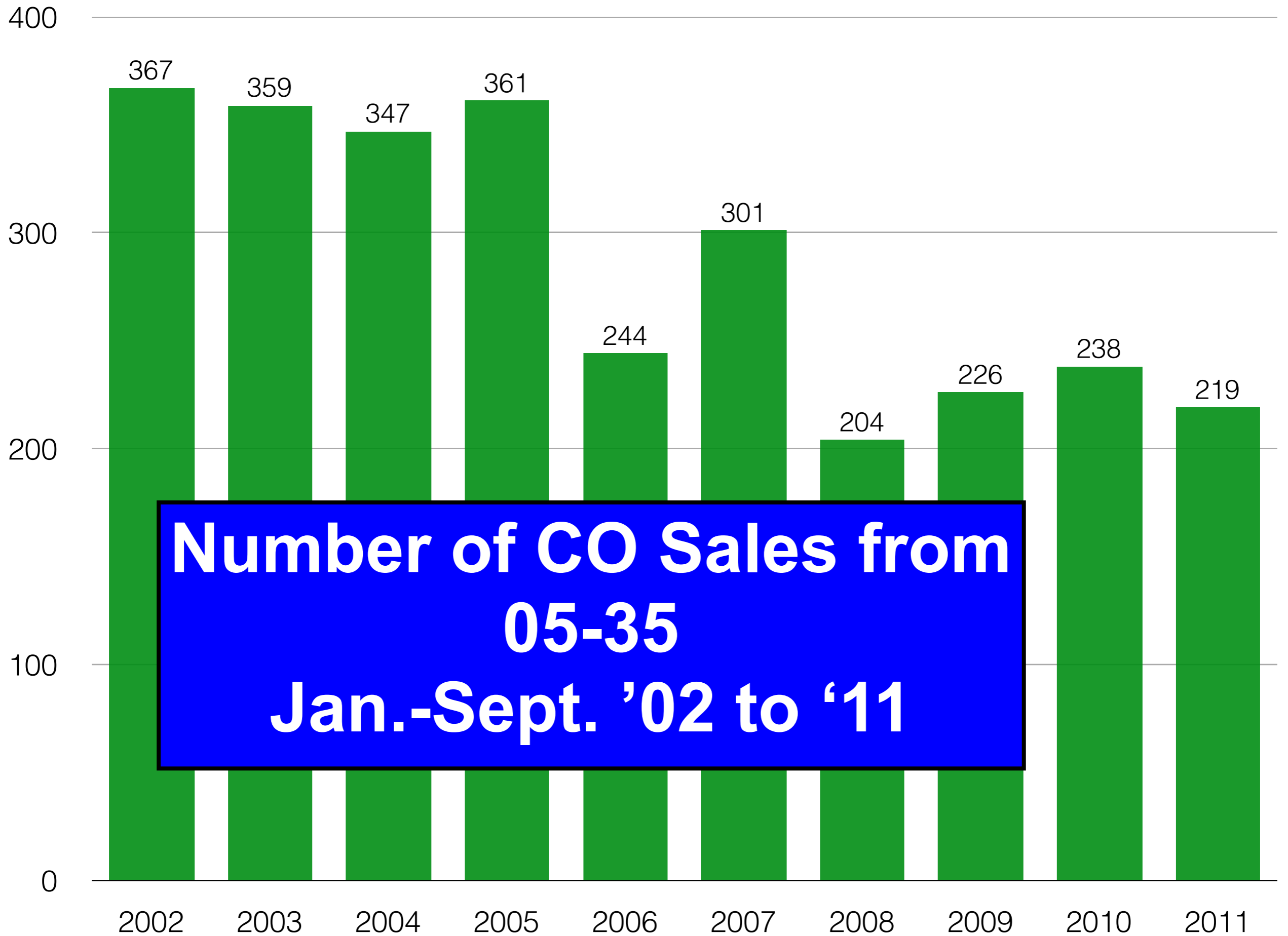


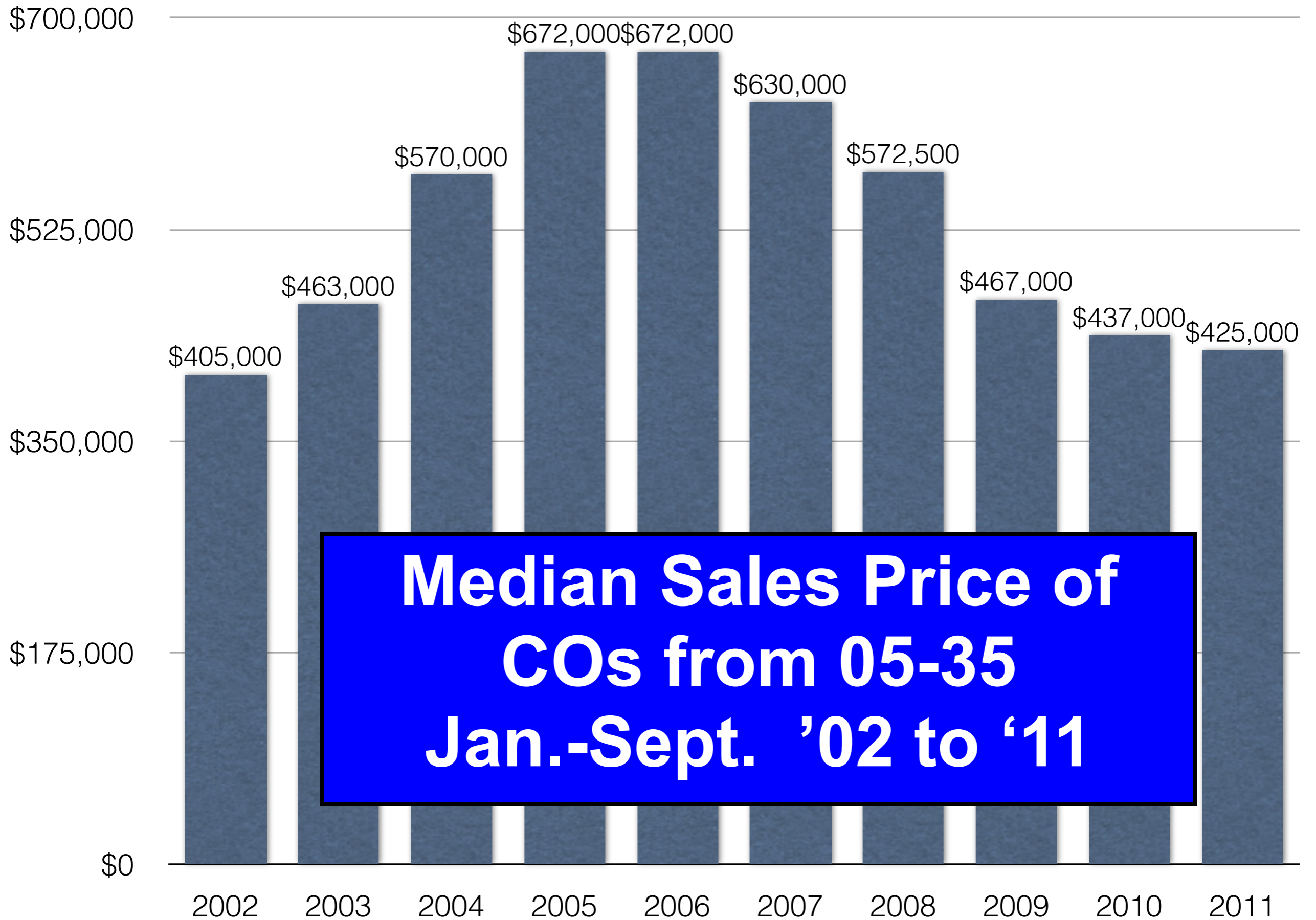




CO Active Listings September '07-'11

**Perspective
for Condos
2002-2011**





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

**Compiled from
Santa Barbara Multiple Listing Service
Data
on 10/4/2011**

Statistics Through September '11

