

**Compiled from  
Santa Barbara Multiple Listing Service Data  
on 5/6/2010**

**Statistics Through April '10**

# MLS vs CORT for Mar. '10

MLS 94 Sales 68 HE/PU – 26 CO

CORT 124 Sales

- 3 Residential Income
- 2 Expired
- 12 Not in MLS
- 1 in MLS not in CORT

**April 1-April 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	86	\$207,678,400	\$895,000	\$2,414,865	107	\$184,990,650	\$879,000	\$2,151,054	89.08	77.20
List/Sold	19	\$62,049,400	\$810,000	\$3,265,757	141	\$53,485,200	\$810,000	\$2,815,010	86.20	72.12
Co-Broker	67	\$145,629,000	\$925,000	\$2,173,567	97	\$131,505,450	\$951,000	\$1,962,767	90.30	79.48
New	210	\$411,915,110	\$1,039,000	\$1,961,500	17					
Pending	121	\$223,046,485	\$899,000	\$1,843,359	70					
Withdrawn	10	\$11,566,900	\$899,000	\$1,156,690	113					
Cancelled	27	\$57,803,000	\$1,149,000	\$2,140,851	235					
Expired	49	\$113,667,452	\$1,500,000	\$2,319,743	239					
Back On Market	36	\$83,700,700	\$1,250,000	\$2,325,019	198					
Extended	82	\$286,721,400	\$1,795,000	\$3,496,602	208					
Active In Range	668	\$1,993,664,639	\$1,599,000	\$2,984,527	129					
Current Active	580	\$1,828,838,839	\$1,699,000	\$3,153,170	135					

## **HE/PU April '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	\$207,678,400	\$895,000	\$2,414,865	107	\$184,990,650	\$879,000	\$2,151,054	89.08	77.20
Pending	121	\$223,046,485	\$899,000	\$1,843,359	70					

## **HE/PU April '09**

	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	\$96,471,545	\$875,000	\$1,418,699	72	\$87,889,150	\$840,000	\$1,292,487	91.10	85.57
Pending	78	\$115,082,249	\$899,000	\$1,475,413	64					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$250,000-\$299,999	1	107
\$450,000-\$499,999	2	48
\$500,000-\$549,999	3	28
\$550,000-\$599,999	4	38
\$600,000-\$649,999	5	37
\$650,000-\$699,999	6	40
\$700,000-\$749,999	5	108
\$750,000-\$799,999	8	59
\$800,000-\$849,999	6	47
\$850,000-\$899,999	5	20
\$950,000-\$999,999	4	65

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	2	31
\$1,100,000-\$1,199,999	2	88
\$1,200,000-\$1,299,999	3	51
\$1,300,000-\$1,399,999	2	121
\$1,400,000-\$1,499,999	3	115
\$1,500,000-\$1,599,999	1	519
\$1,600,000-\$1,699,999	1	133
\$1,700,000-\$1,799,999	3	143
\$1,800,000-\$1,899,999	2	155
\$2,000,000-\$2,249,999	4	311
\$2,500,000-\$2,749,999	1	81
\$3,250,000-\$3,499,999	1	8
\$3,750,000-\$3,999,999	1	103
\$4,000,000-\$4,249,999	2	198
\$4,500,000-\$4,749,999	1	196
\$5,000,000+	8	283

The average price for the 86 properties is \$2,151,054.

The highest price is \$16,250,000.

**591 Sand Point Rd**

The median price is \$865,000.

The lowest price is \$275,000.

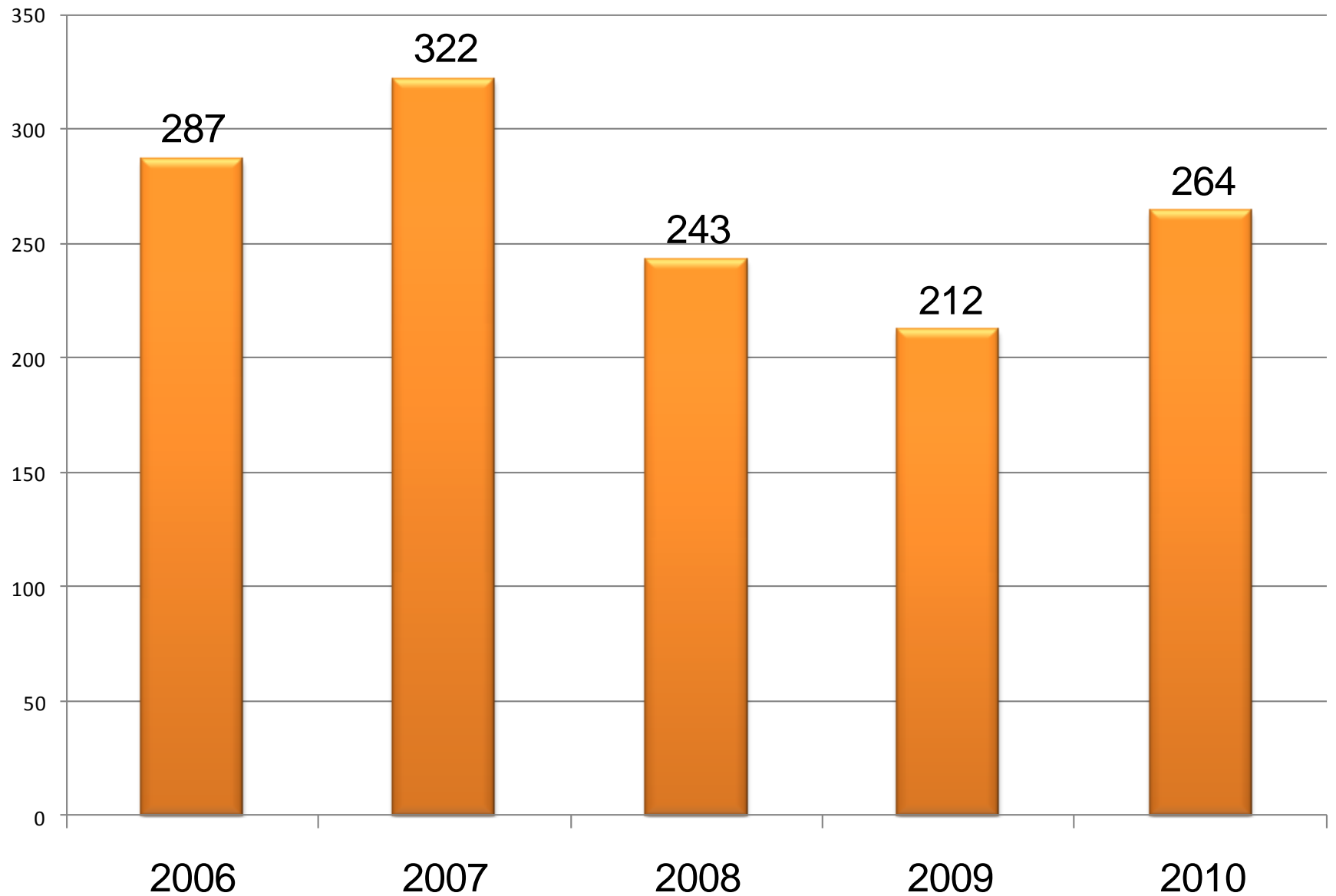
**1216 E Montecito St**

The average Market Time is 107.

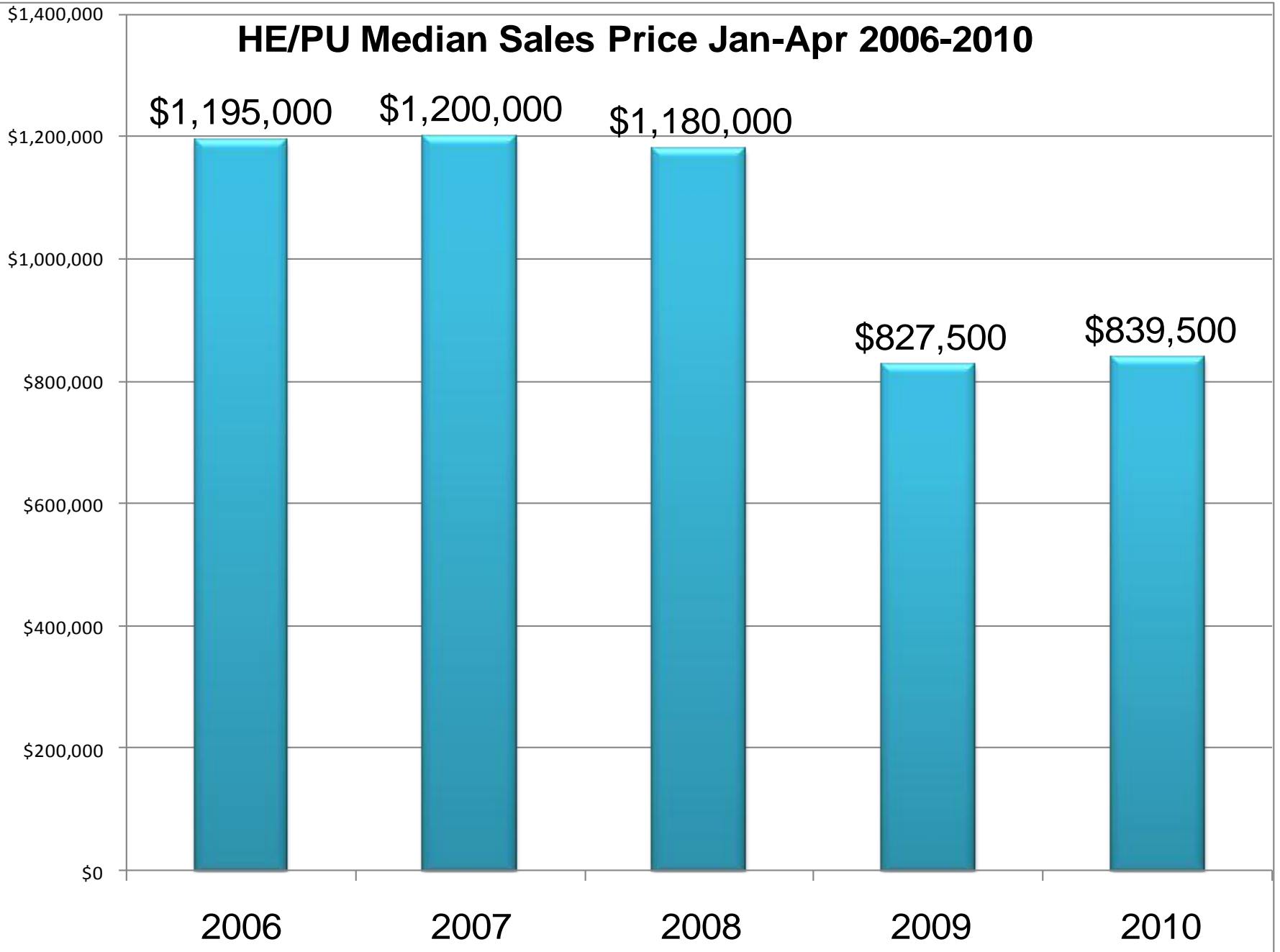
# Home Estate/PUD

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

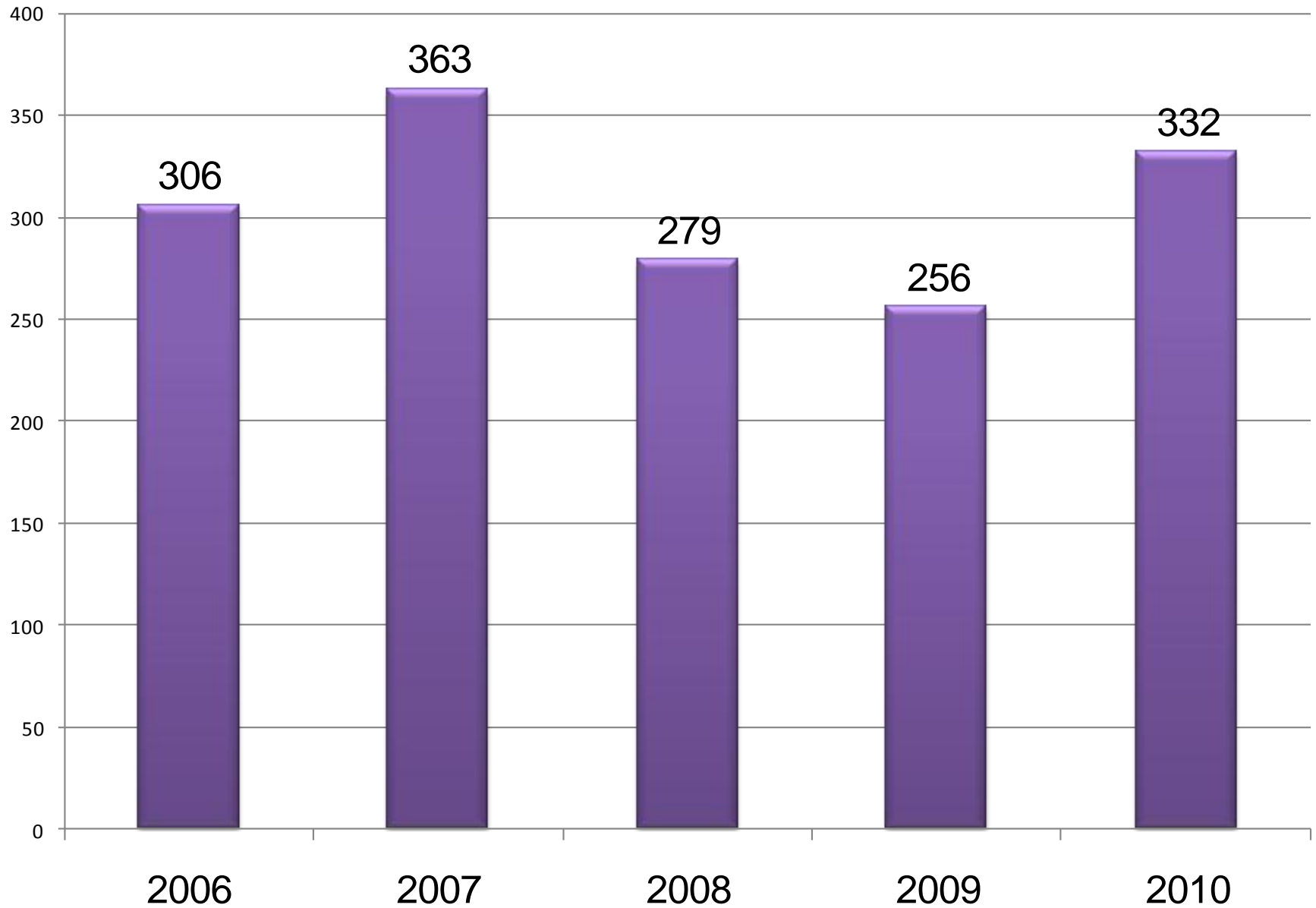
## HE/PU Sales Jan-Apr 2006-1010



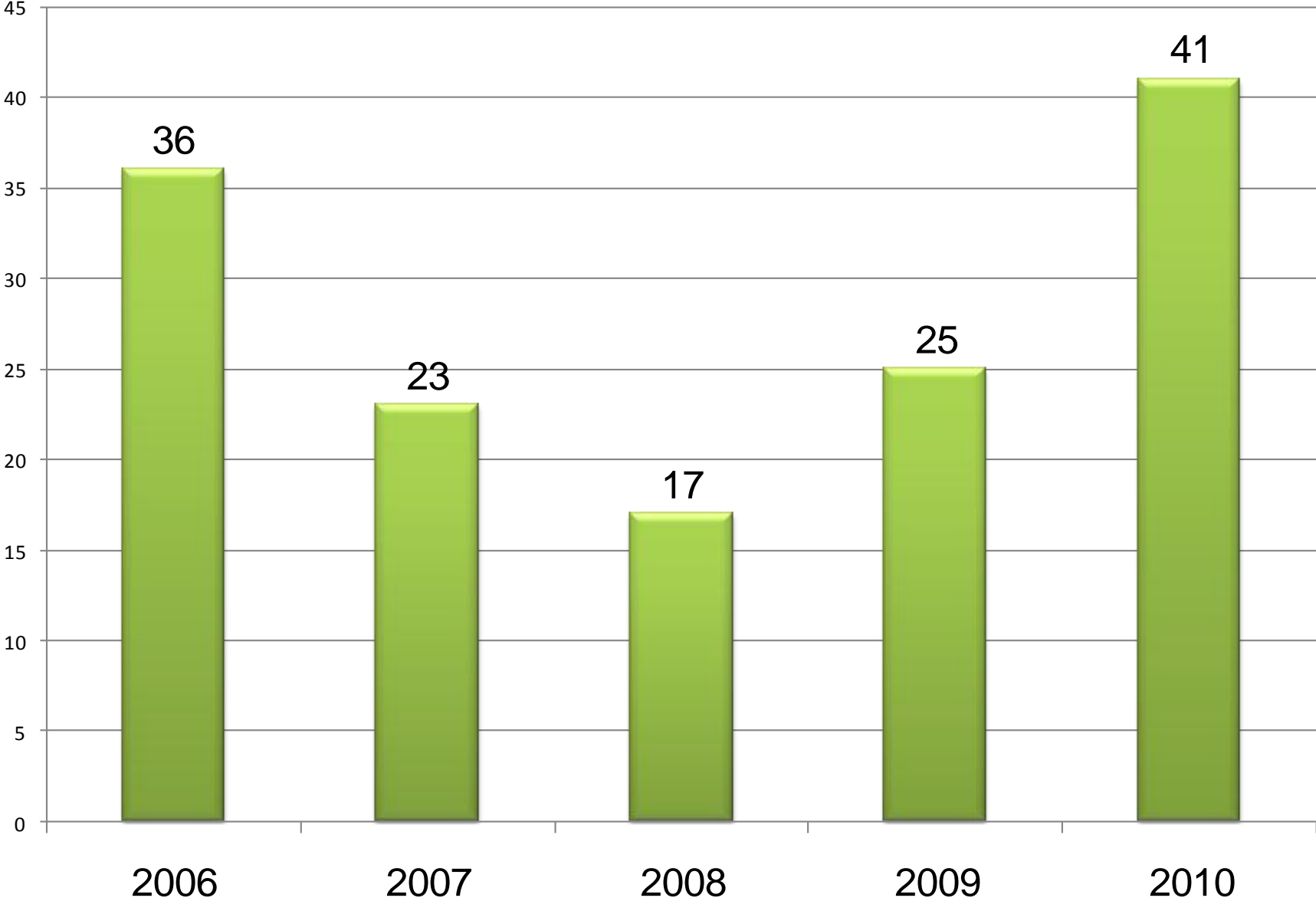
# HE/PU Median Sales Price Jan-Apr 2006-2010



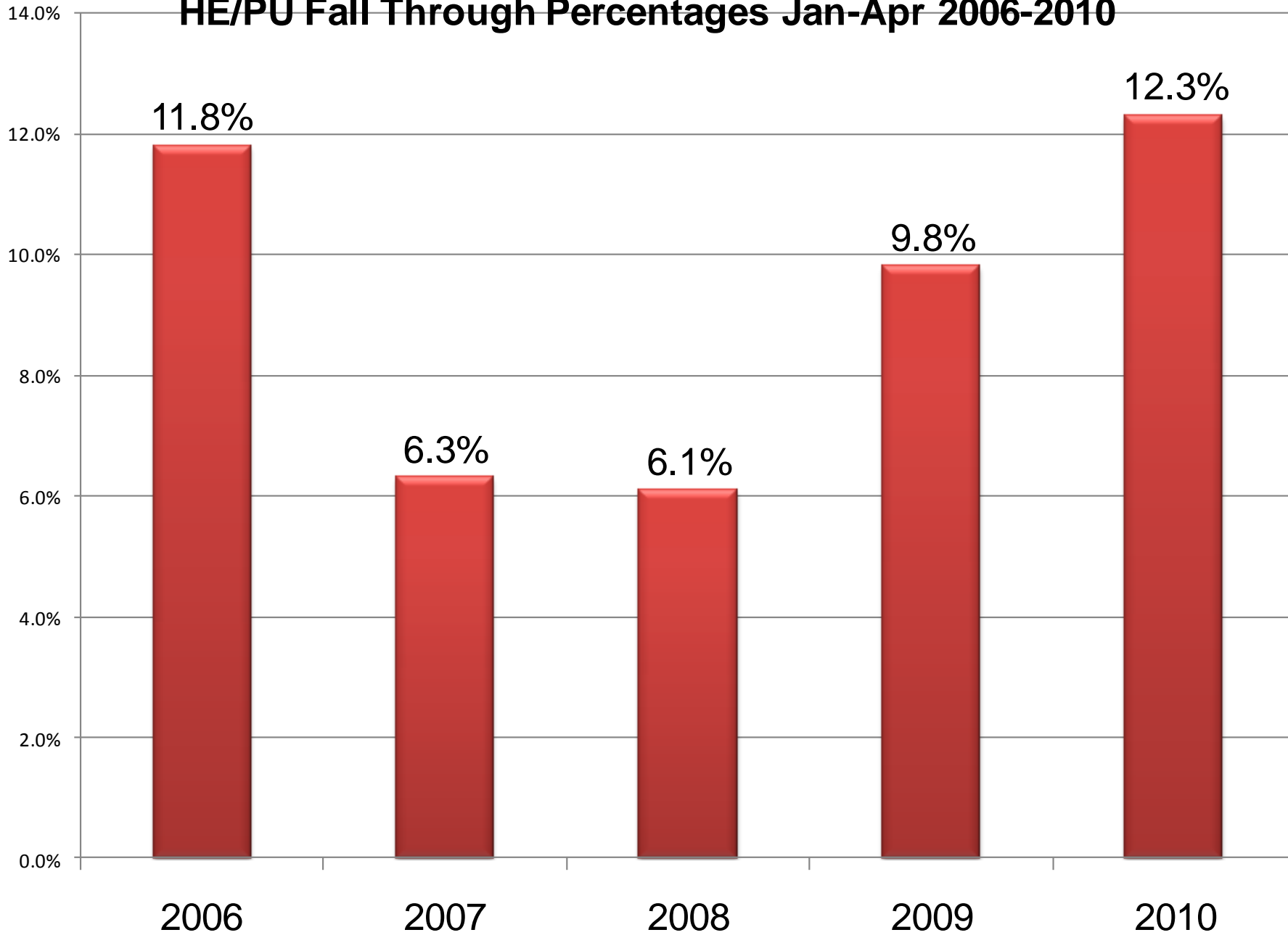
## HE/PU Pending Sales Jan-Apr 2006-2010



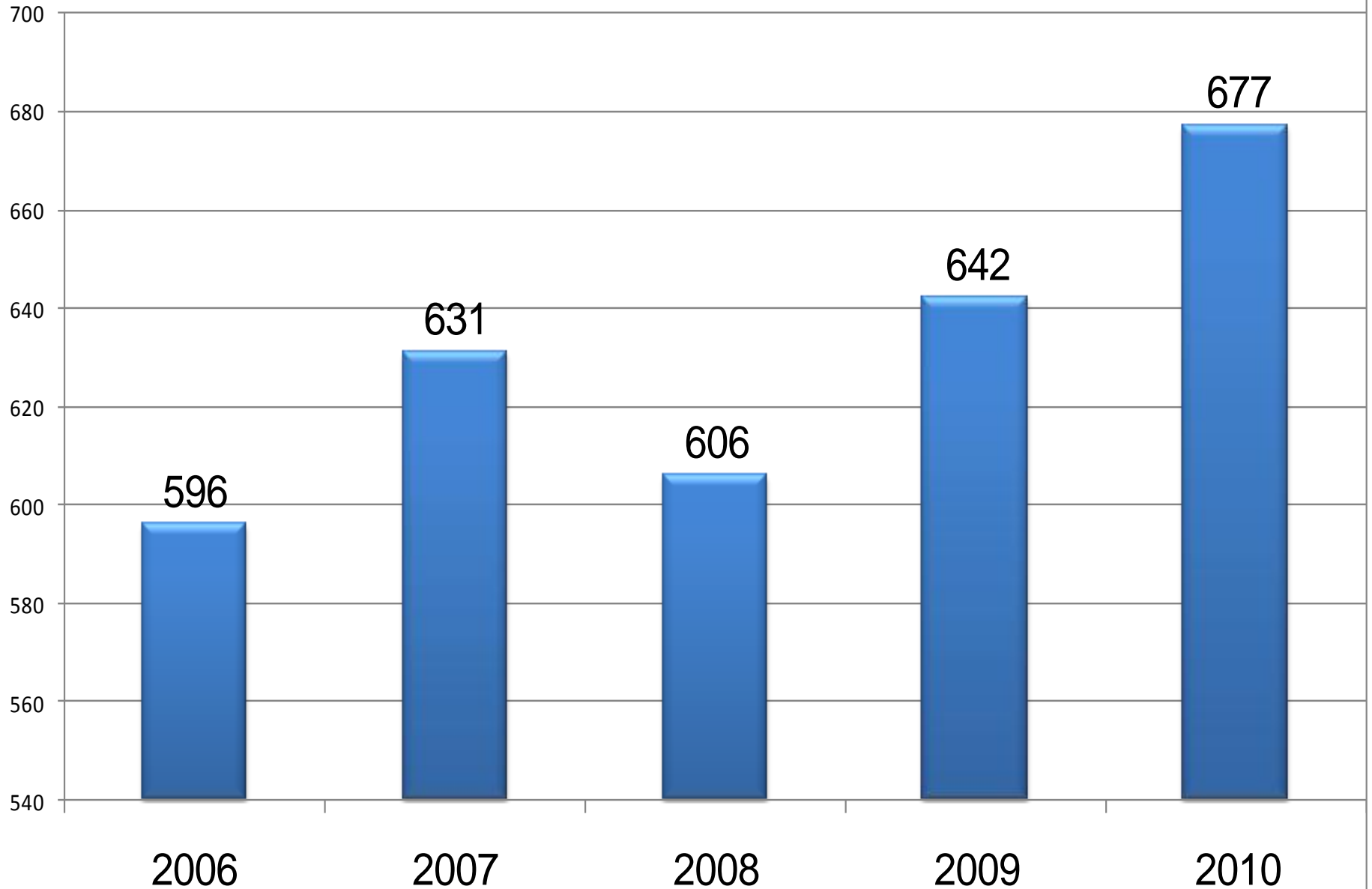
# HE/PU Fall Throughs Jan-Apr 2006-2010



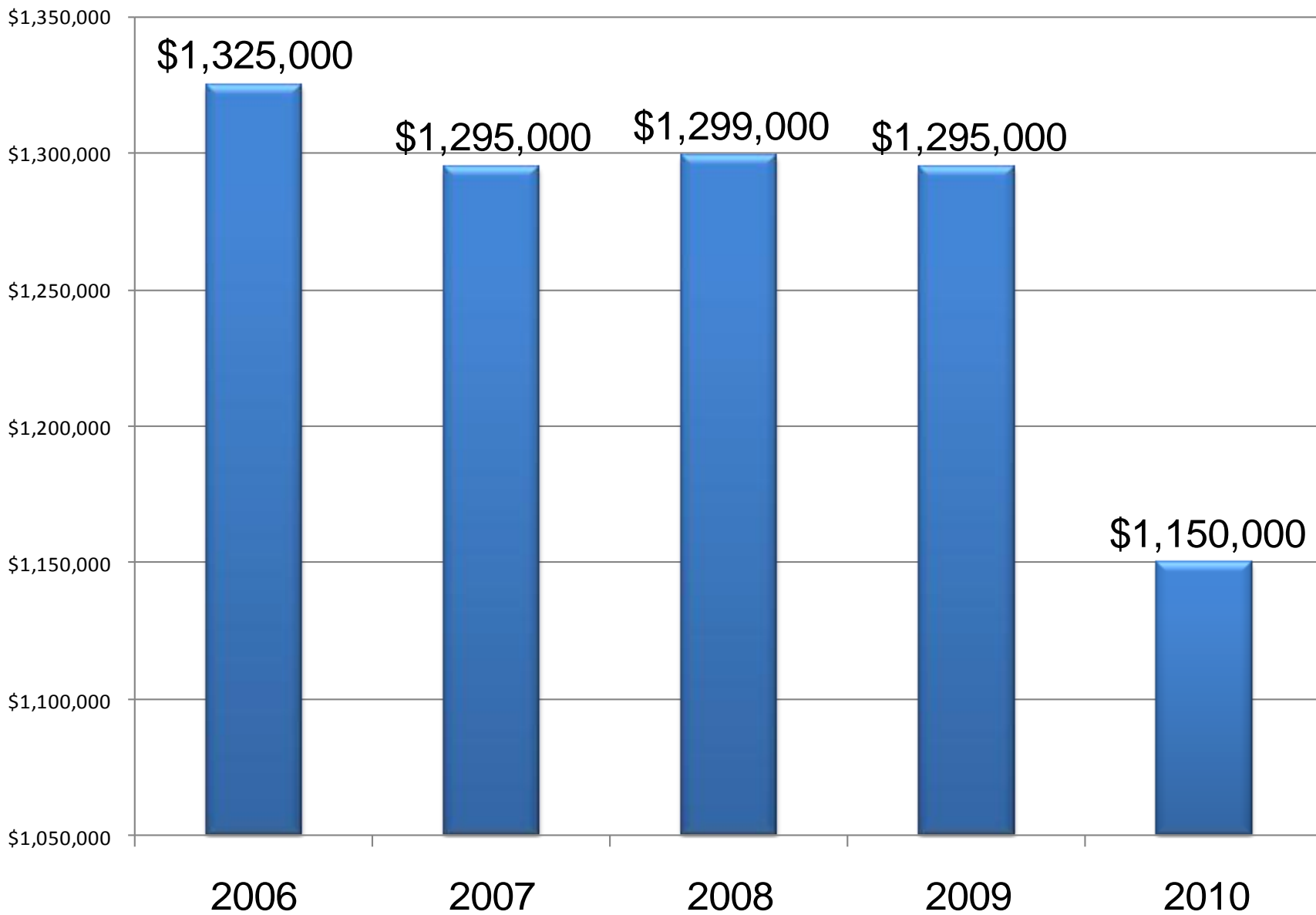
# HE/PU Fall Through Percentages Jan-Apr 2006-2010



## HE/PU New Listings Jan-Apr 2006-2010



## HE/PU Median List Price Jan-Apr 2006-2010



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

# Active and Pending Listings '09 vs. '10 Jan.-Apr.

- Total Active Listings

'09 1,259, '10 1,249 **DOWN** -0.8%

- New Listings

'09 642, '10 677, **UP** +5.5%

- New Listings Median List Price

'09 \$1,295,000, '10 \$1,150,000 **DOWN** -11.2%

- Properties that went into Escrow

'09 256, '10 332, **UP** +35.5%

# Sold HE/PU '09 vs. '10 Jan.-Apr.

- Number of Sold Properties

'09 212 , '10 264 **UP** +24.5%

- Median Sales Prices

'09 \$827,500 '10 \$839,500 **UP** +1.5%

- Median Sales Prices w/o Hope Ranch/Montecito

'09 \$735,000, '10 \$775,000 **UP** +5.4%

- Average Sold Price

'09 \$1,219,705, '10 \$1,553,498 **UP** +27.4%

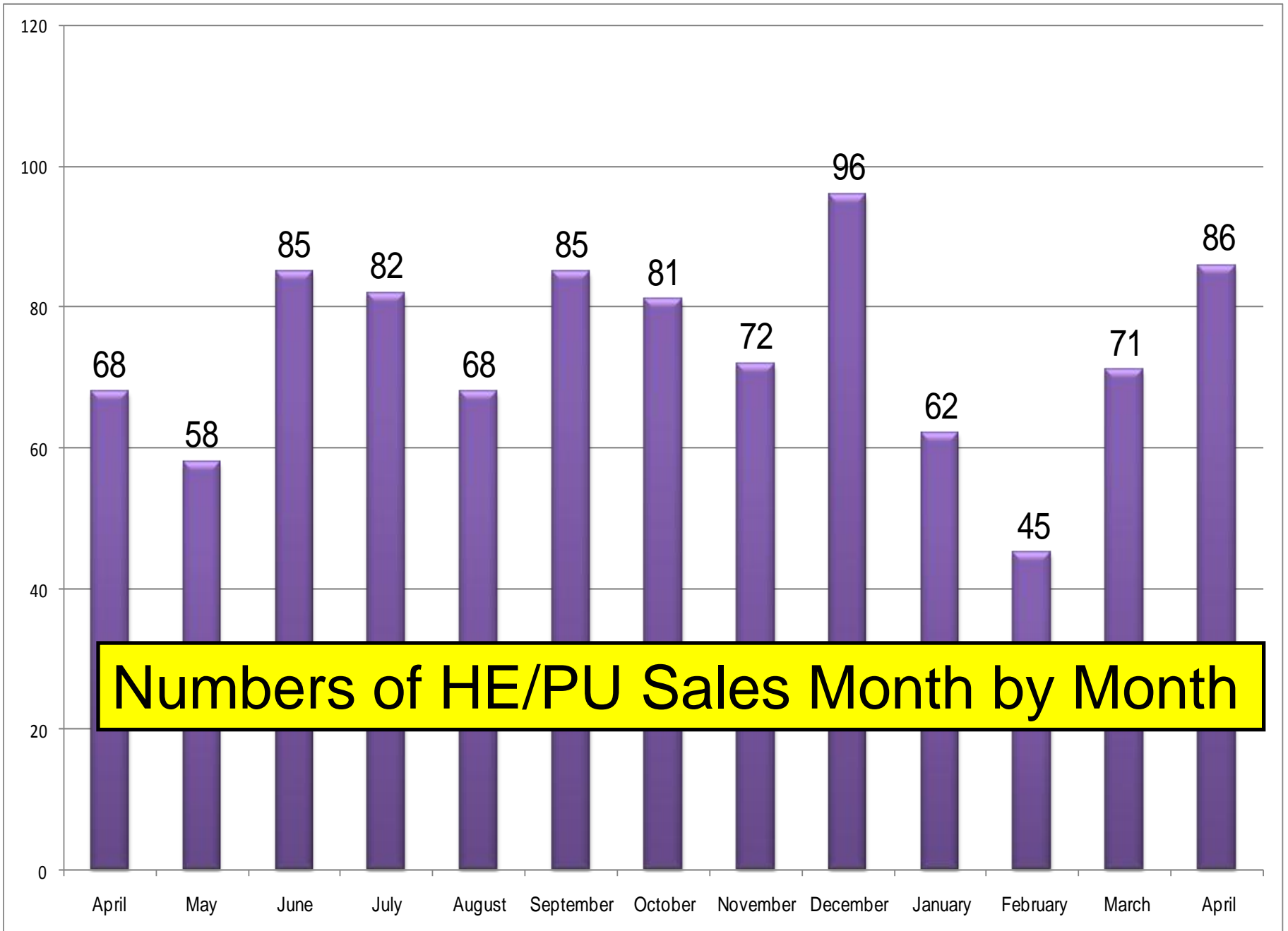
- Average Sold Price w/o Hope Ranch/Montecito

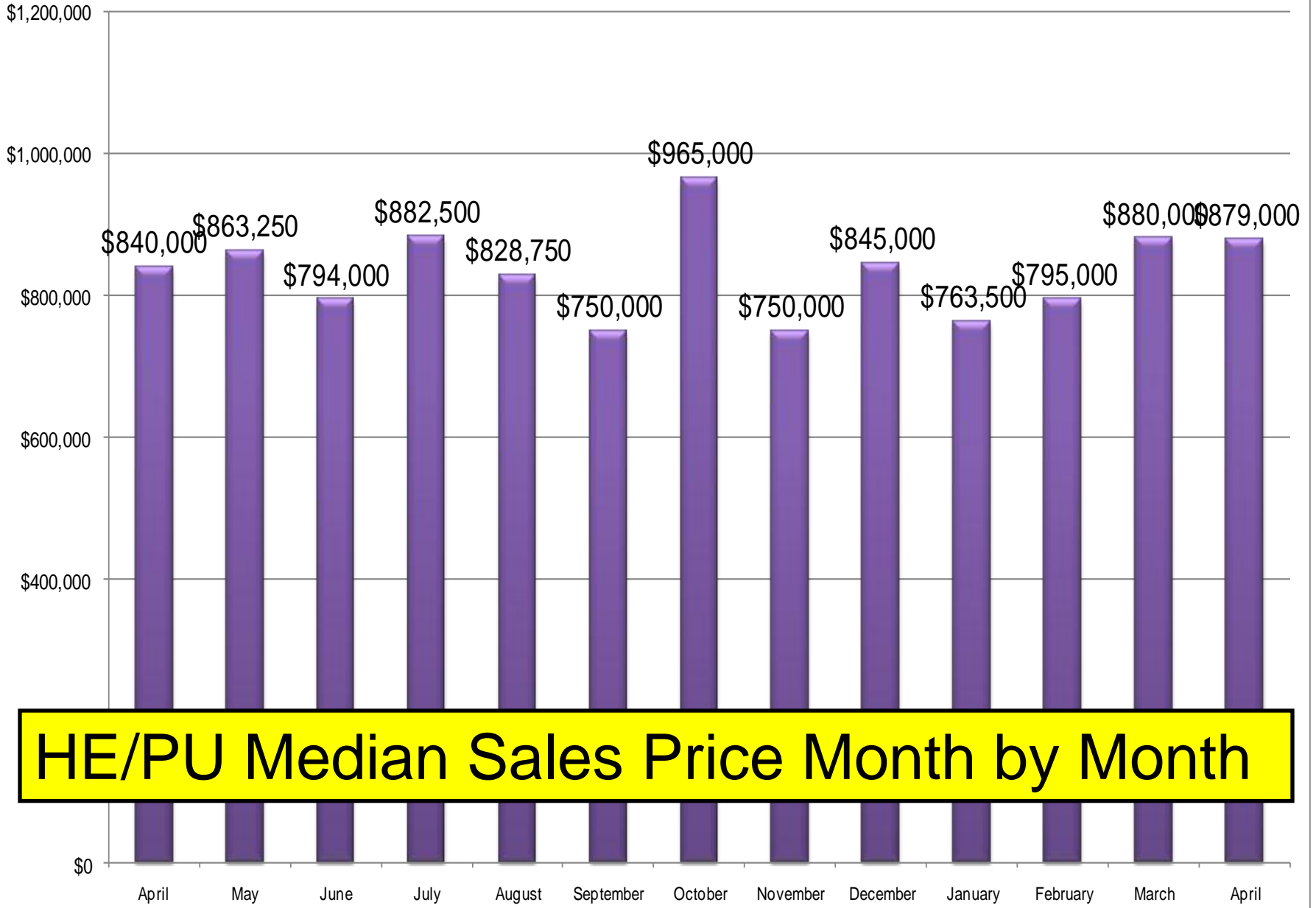
'09 \$984,972 '10 \$1,001,370 **UP** +1.7%

- Sold Volume

'09 \$258,577,549 '10 \$410,123,547 **UP** +58.6%

**April '09 to April '10  
Month by Month  
for Home Estate/PUDs  
Districts 05-35**

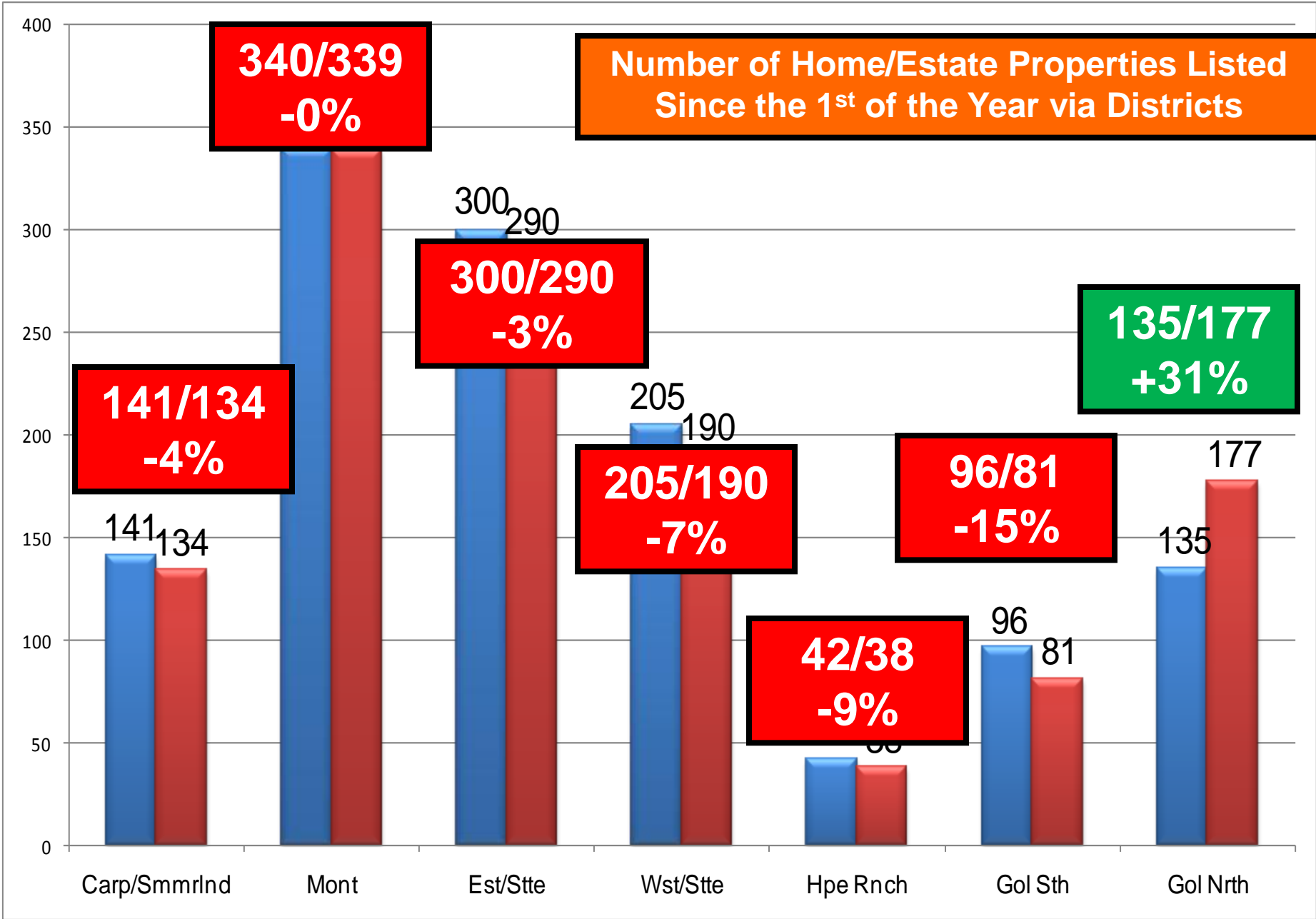




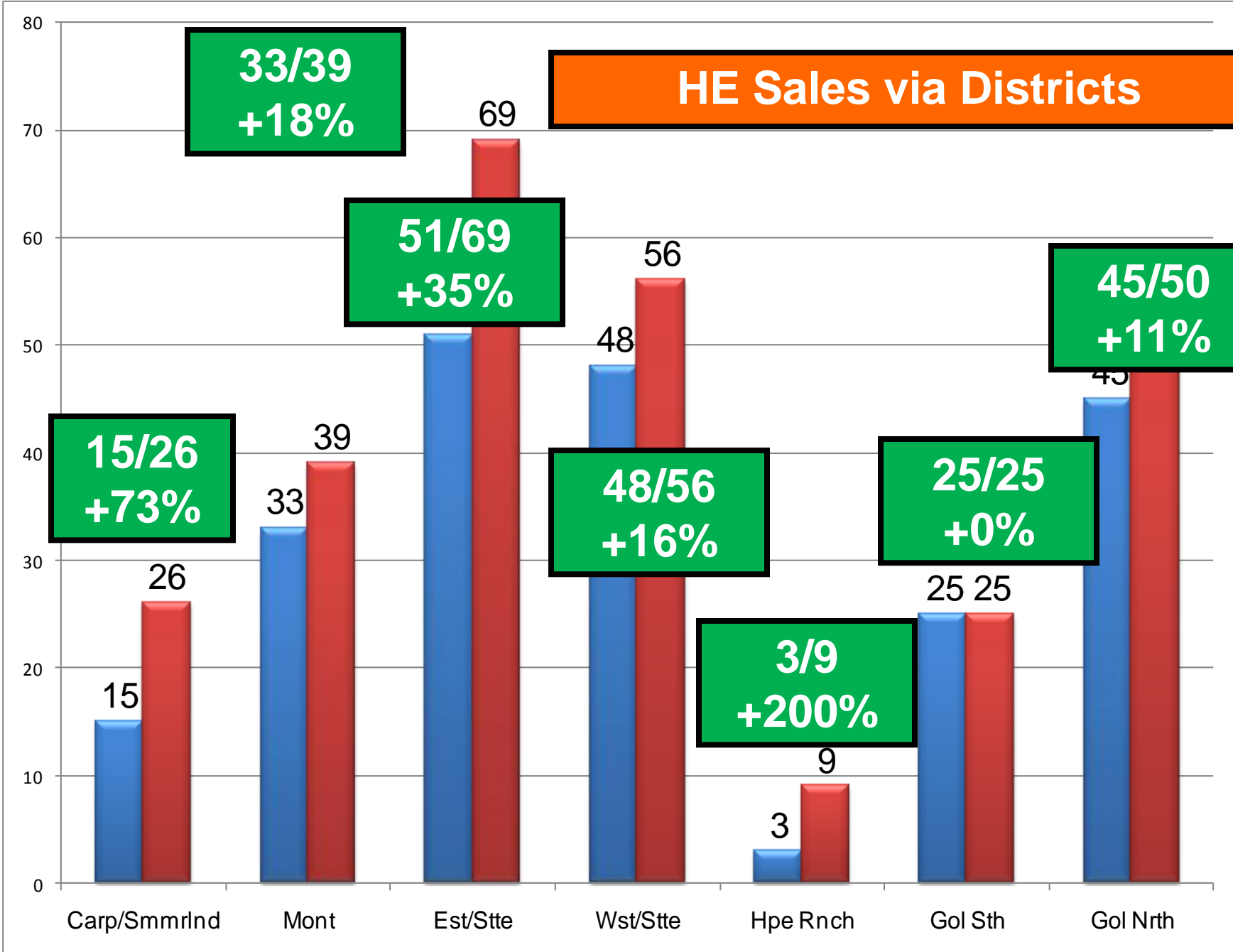
**HE/PU Median Sales Price Month by Month**

# **HE/PU District Stats**

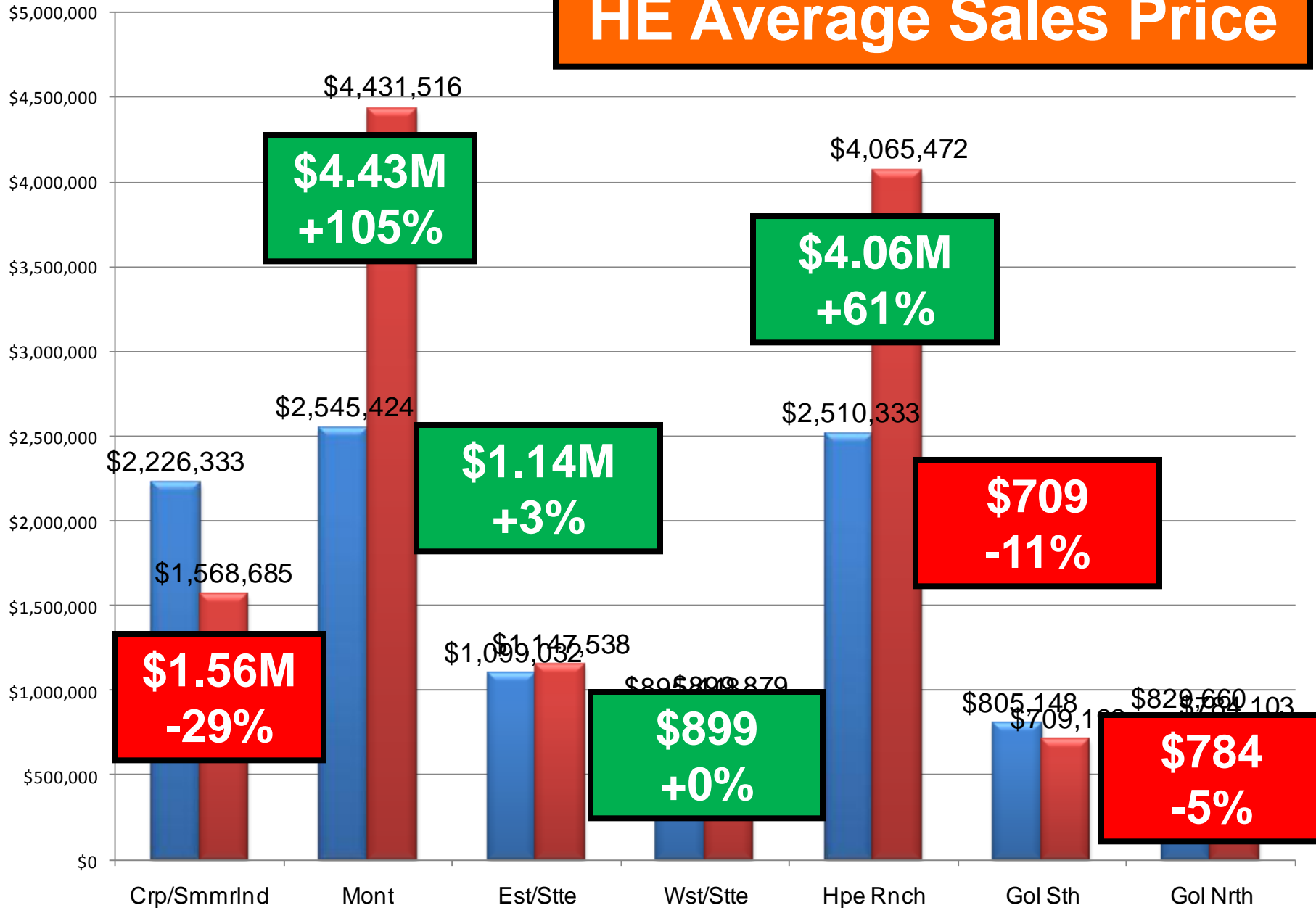
**Number of Home/Estate Properties Listed Since the 1<sup>st</sup> of the Year via Districts**

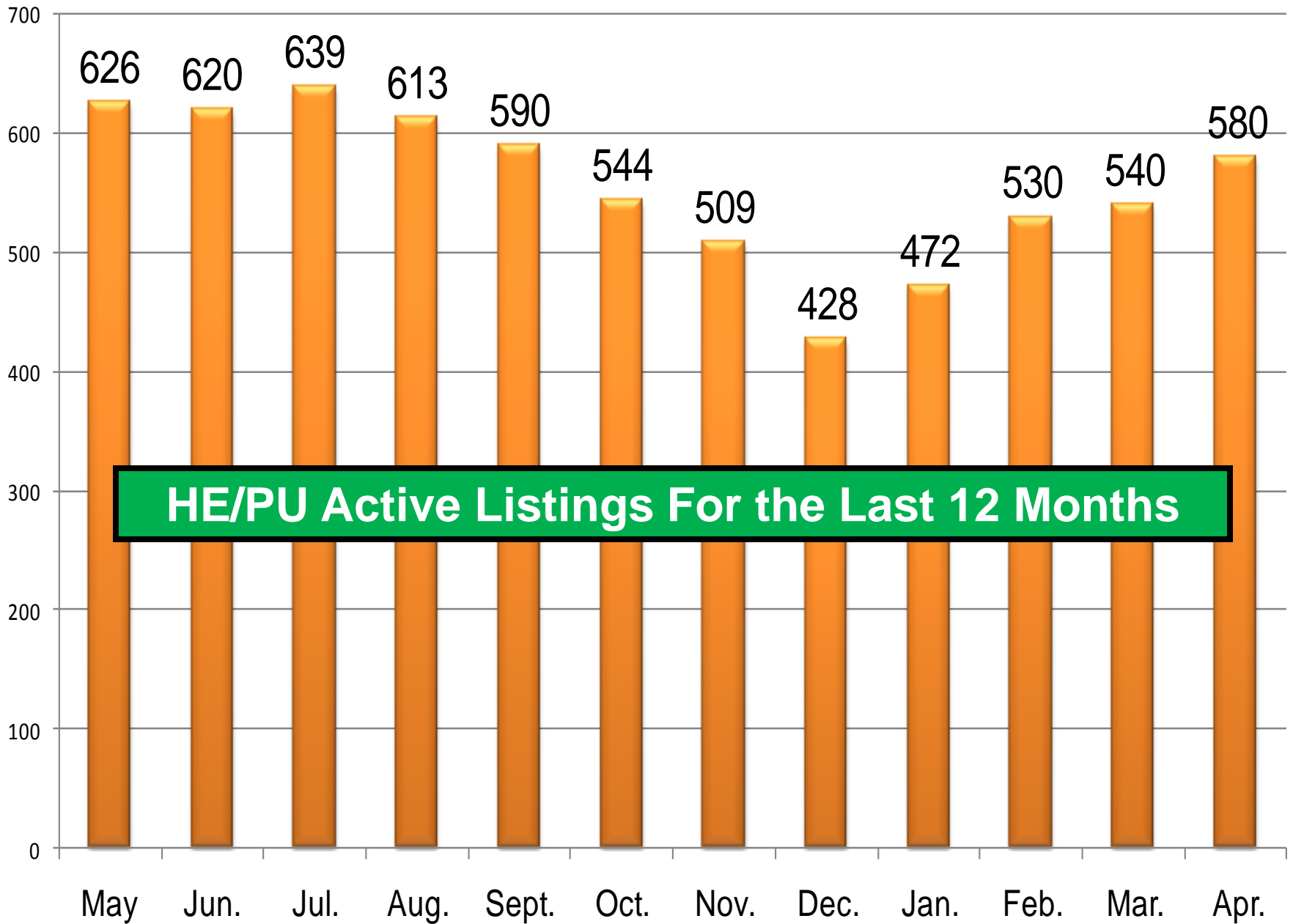


# HE Sales via Districts

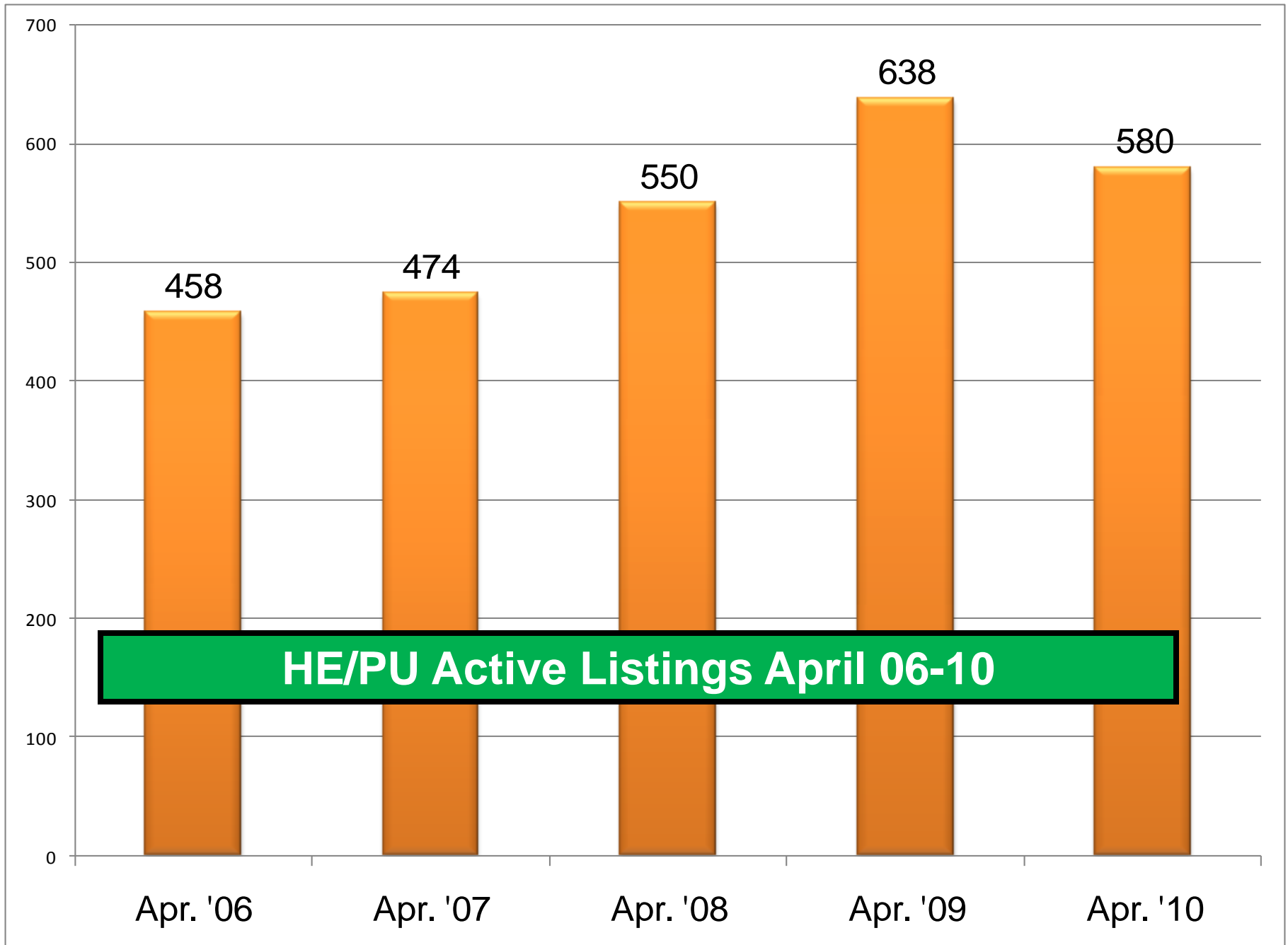


# HE Average Sales Price

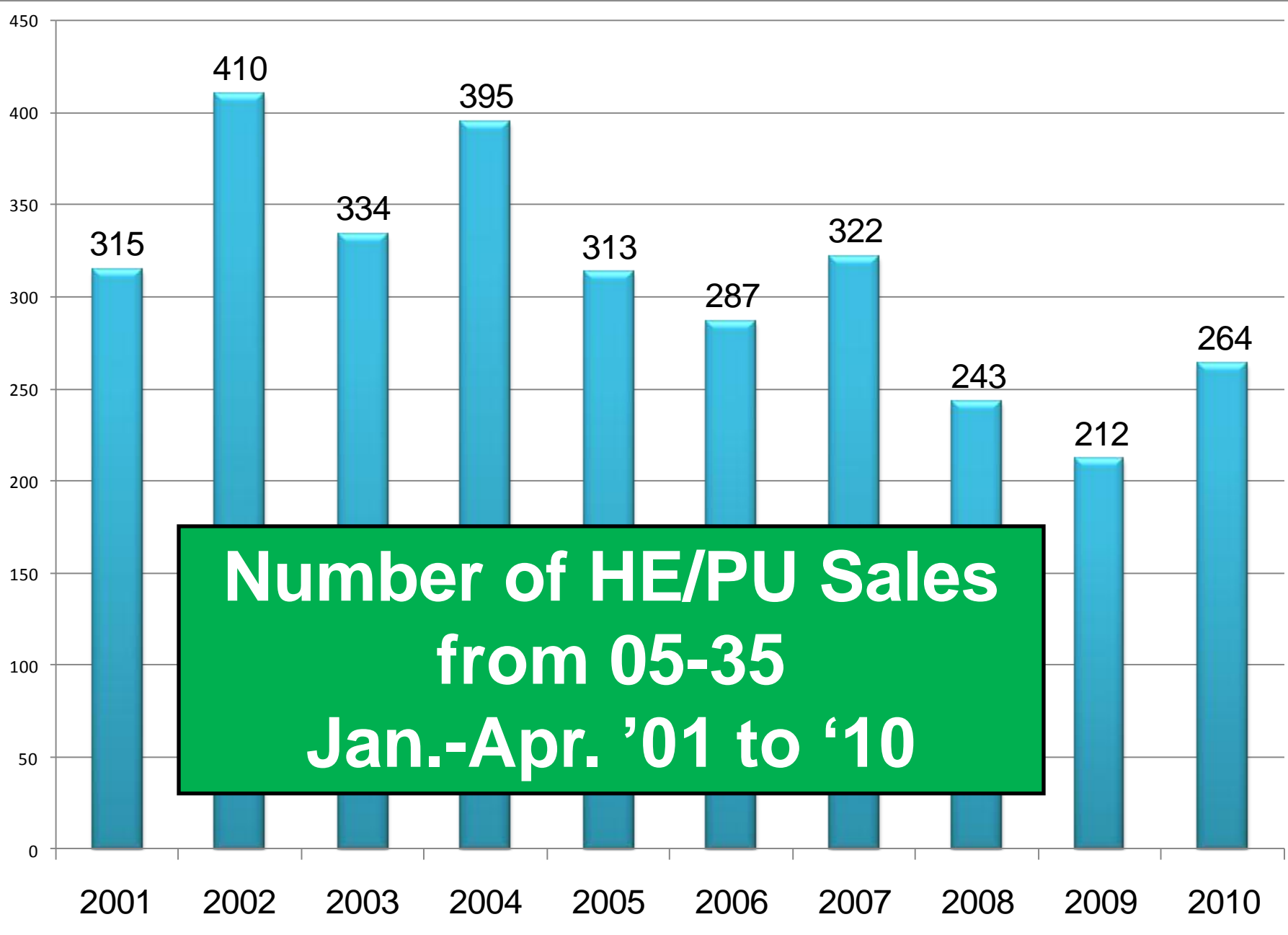


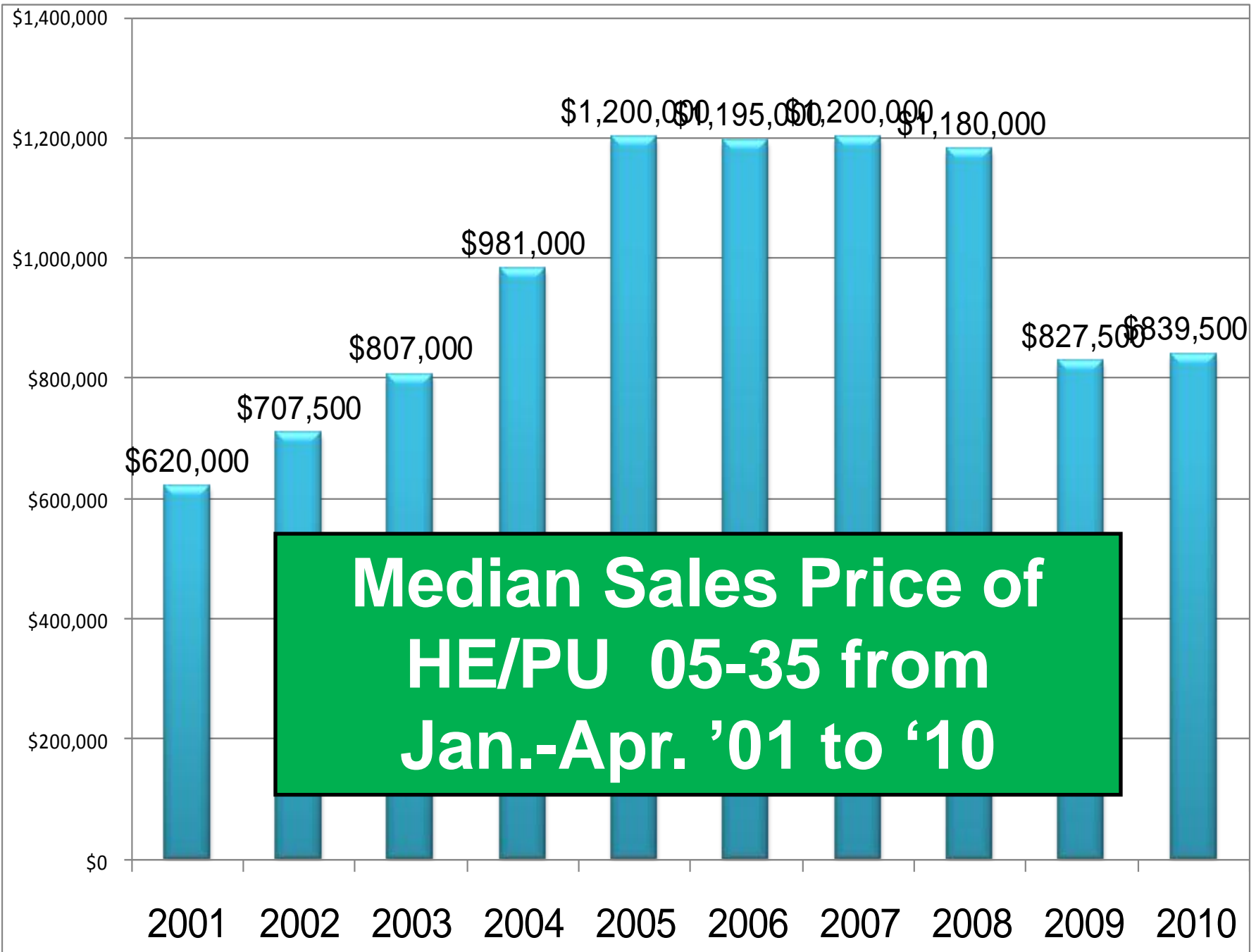


**HE/PU Active Listings For the Last 12 Months**



**Perspective  
for Home Estates  
2001-2010**





**April 1-April 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	30	\$15,751,497	\$439,500	\$525,049	80	\$15,262,100	\$456,000	\$508,736	96.89	90.77
List/Sold	6	\$3,103,600	\$312,500	\$517,266	72	\$2,972,600	\$353,750	\$495,433	95.78	95.04
Co-Broker	24	\$12,647,897	\$459,000	\$526,995	82	\$12,289,500	\$467,000	\$512,062	97.17	89.79
New	54	\$33,268,400	\$487,500	\$616,081	15					
Pending	40	\$22,714,300	\$476,900	\$567,857	91					
Withdrawn	5	\$3,128,000	\$599,000	\$625,600	78					
Cancelled	6	\$2,685,568	\$399,000	\$447,594	143					
Expired	12	\$8,815,399	\$561,500	\$734,616	229					
Back On Market	20	\$11,187,200	\$499,000	\$559,360	145					
Extended	17	\$15,150,800	\$749,000	\$891,223	277					
Active In Range	182	\$154,565,648	\$615,000	\$849,261	136					
Current Active	157	\$135,764,349	\$615,000	\$864,741	151					

## CO April '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	30	\$15,751,497	\$439,500	\$525,049	80	\$15,262,100	\$456,000	\$508,736	96.89	90.77
Pending	40	\$22,714,300	\$476,900	\$567,857	91					

## CO April '09

	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	\$11,893,350	\$459,000	\$475,734	107	\$11,321,500	\$449,000	\$452,860	95.19	86.23
Pending	33	\$14,172,500	\$425,000	\$429,469	76					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$200,000-\$249,999	4	36
\$250,000-\$299,999	2	22
\$300,000-\$349,999	1	1
\$350,000-\$399,999	4	83
\$400,000-\$449,999	3	11
\$450,000-\$499,999	3	26
\$500,000-\$549,999	3	22
\$550,000-\$599,999	4	43
\$600,000-\$649,999	2	313
\$850,000-\$899,999	1	7
\$950,000-\$999,999	1	157
\$1,100,000-\$1,199,999	1	36
\$1,200,000-\$1,299,999	1	716

The average price for the 30 properties is \$508,736.

The highest price is \$1,225,000.

1311 Plaza de Pacifica

The median price is \$452,000.

The lowest price is \$228,100.

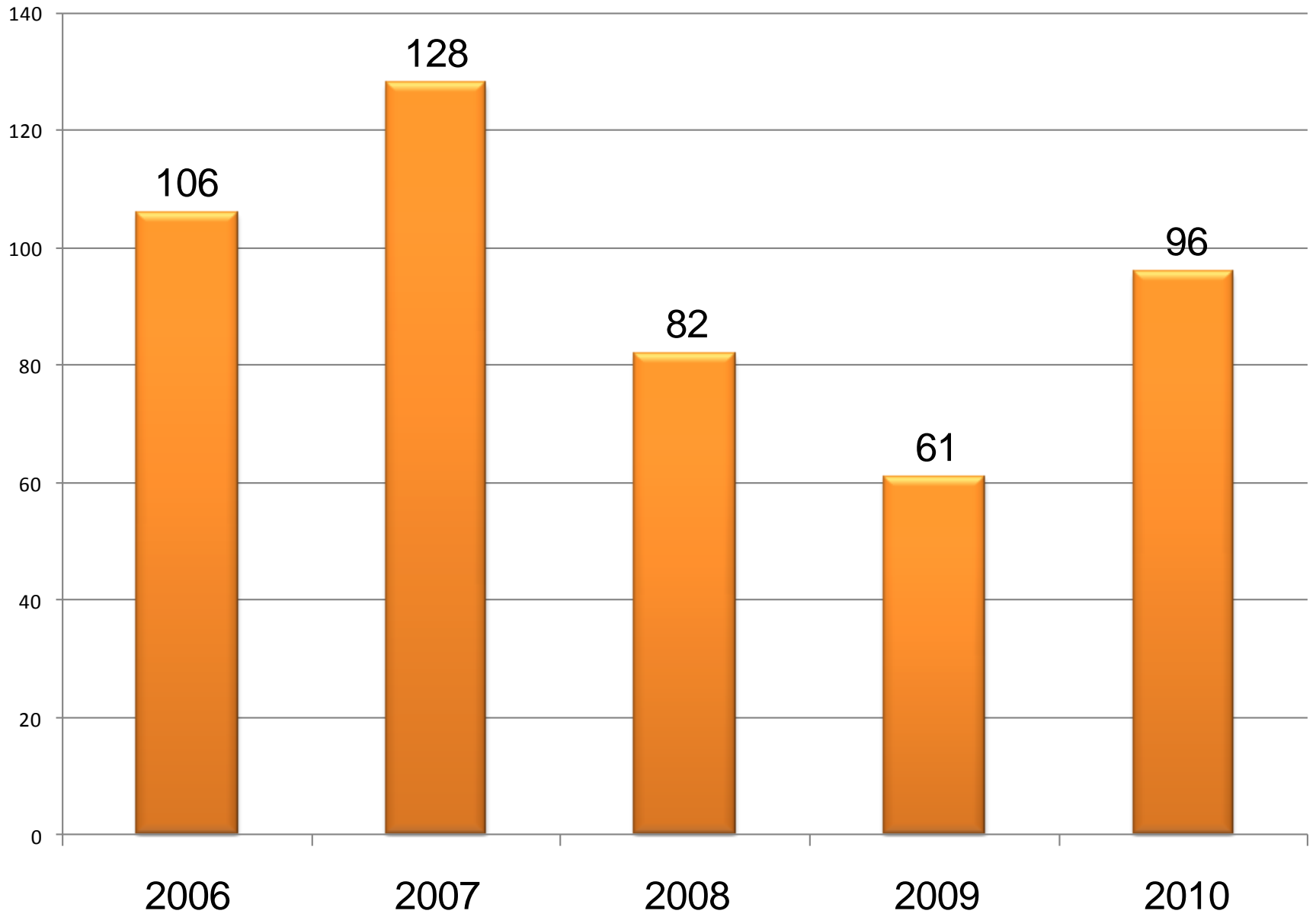
4538 Oak Glen Dr #B

The average Market Time is 80.

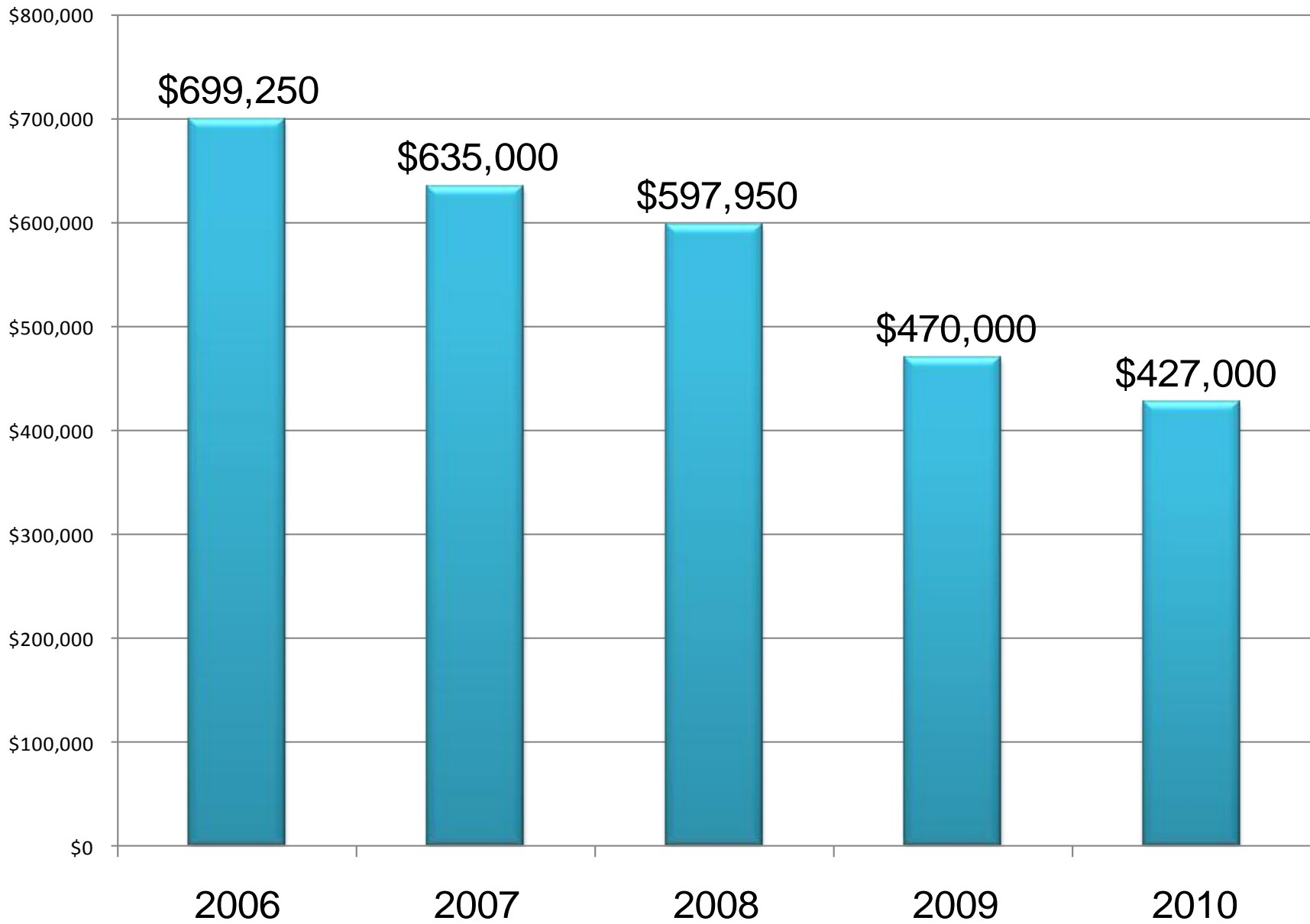
# Condo Statistics

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

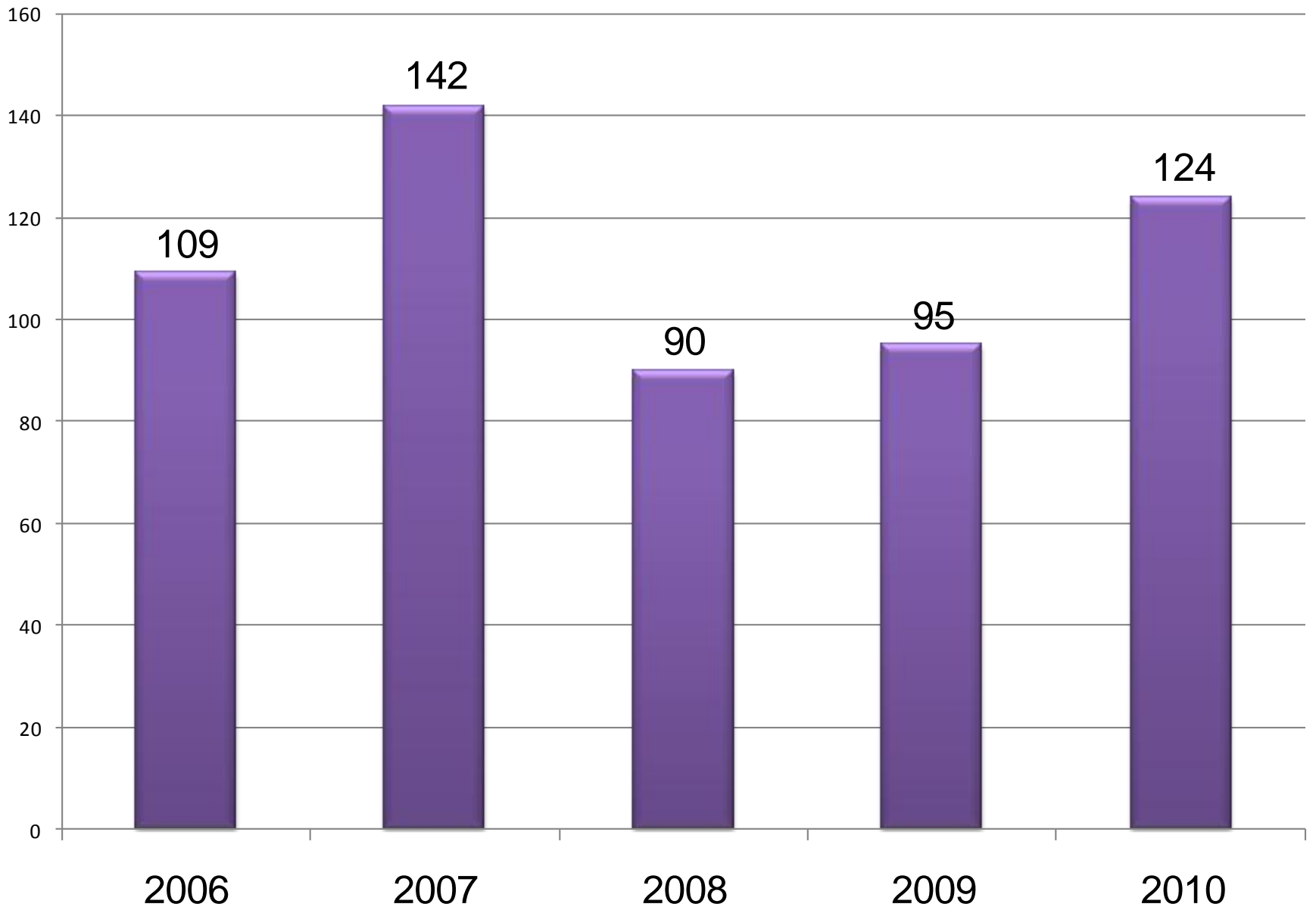
# CO Sales Jan-Apr 2006-2010



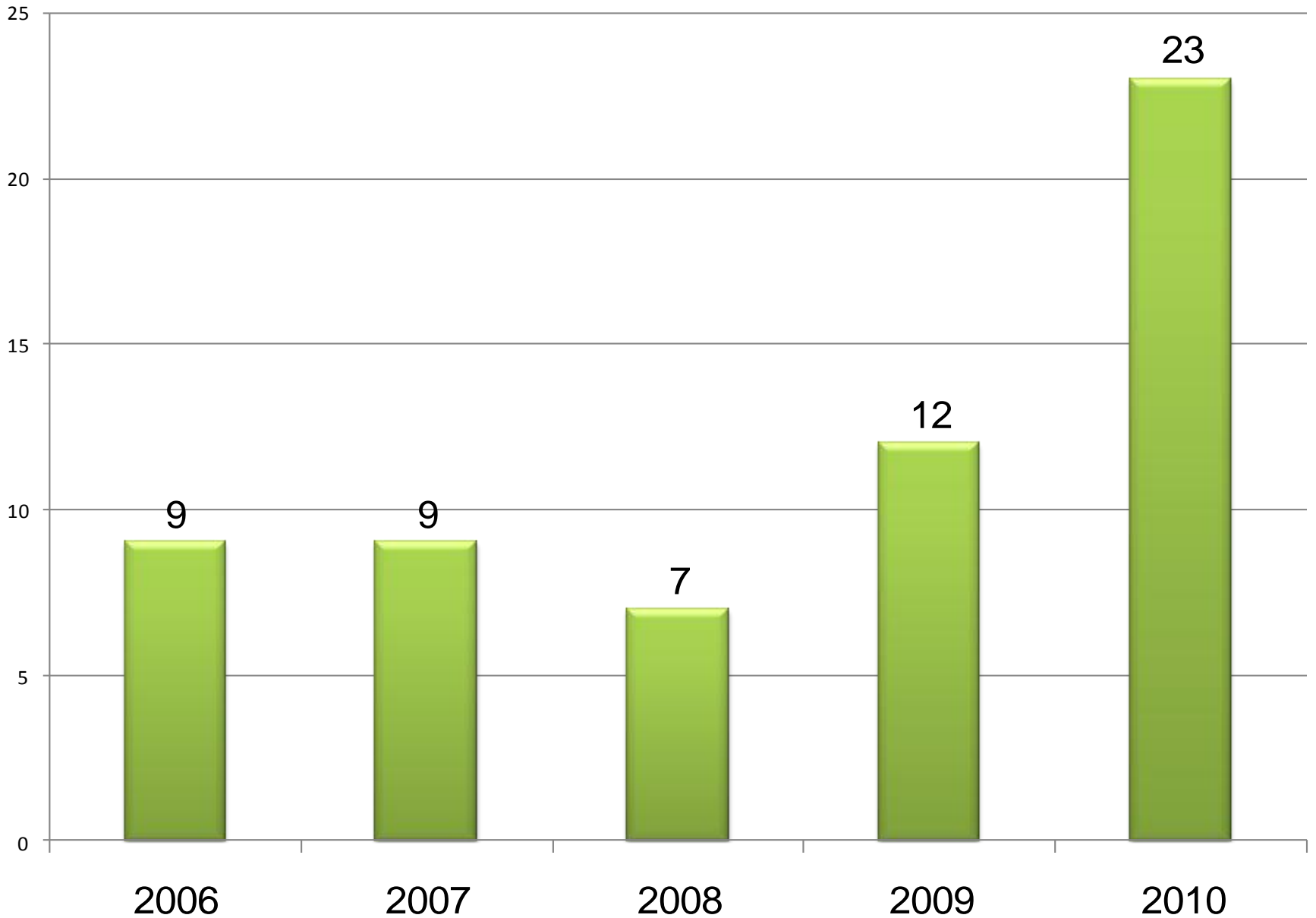
# CO Median Sales Price Jan-Apr 2006-2010



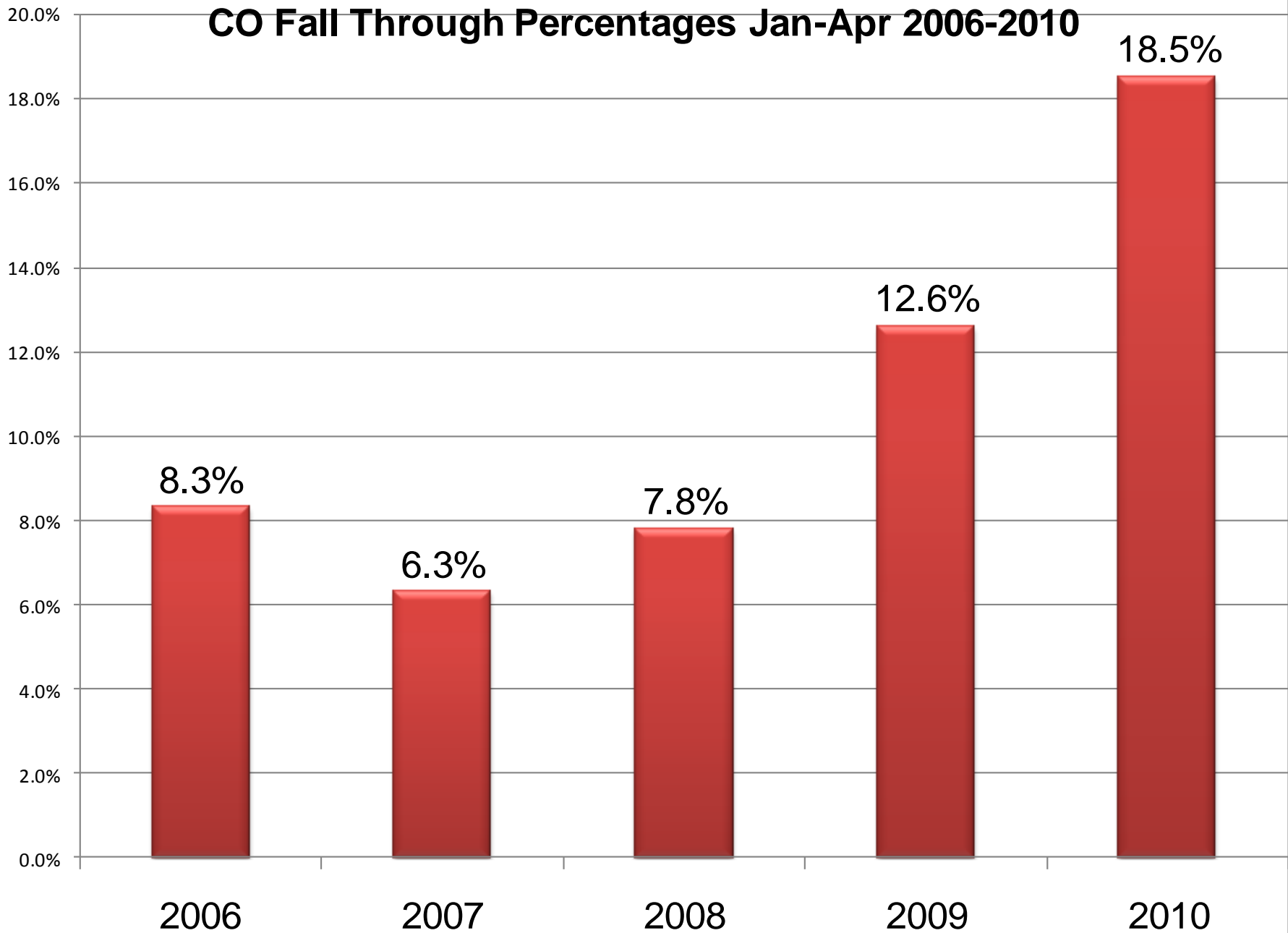
## CO Pending Listings Jan-Apr 2006-2010



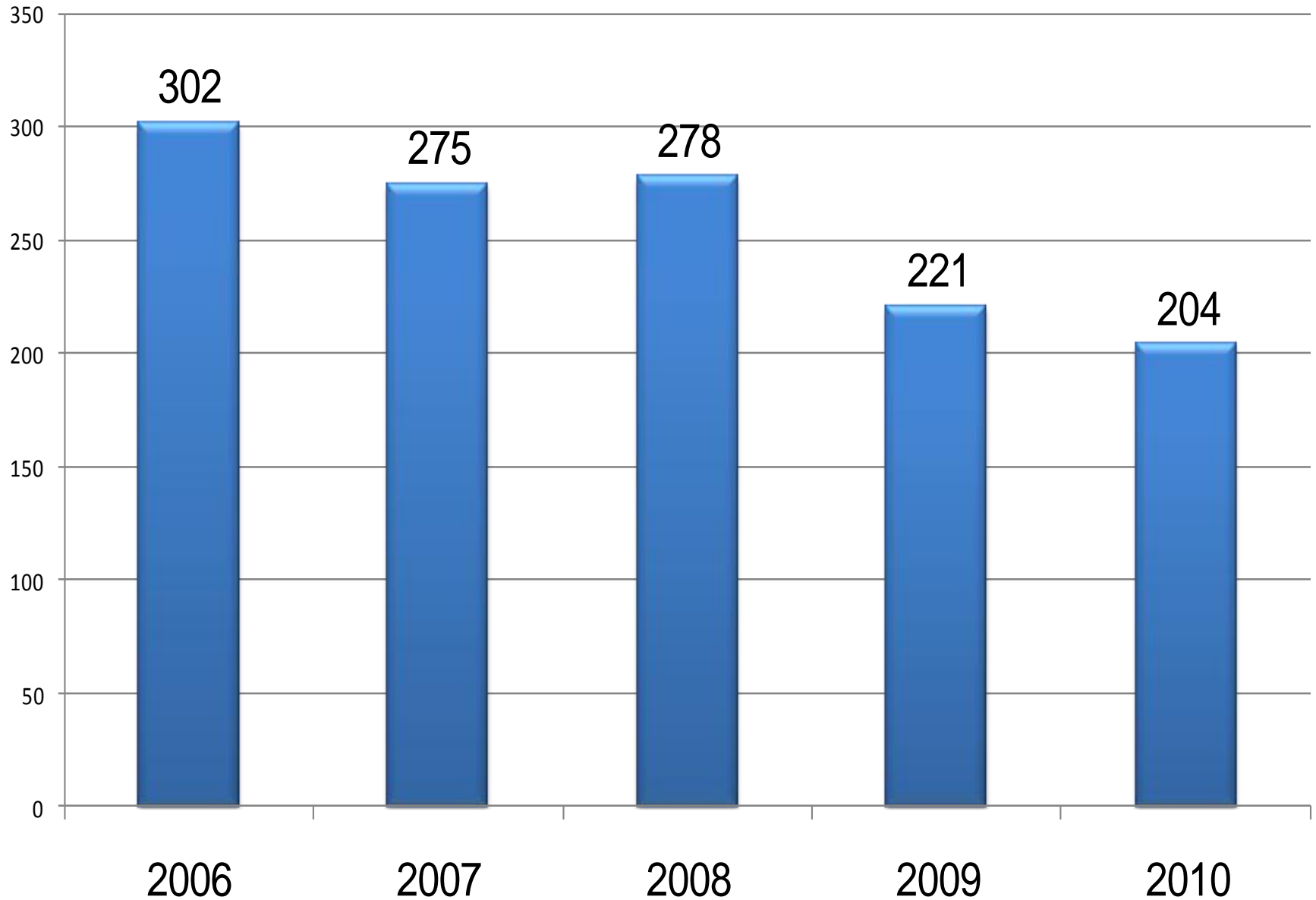
# CO Fall Throughs Jan-Apr 2006-2010



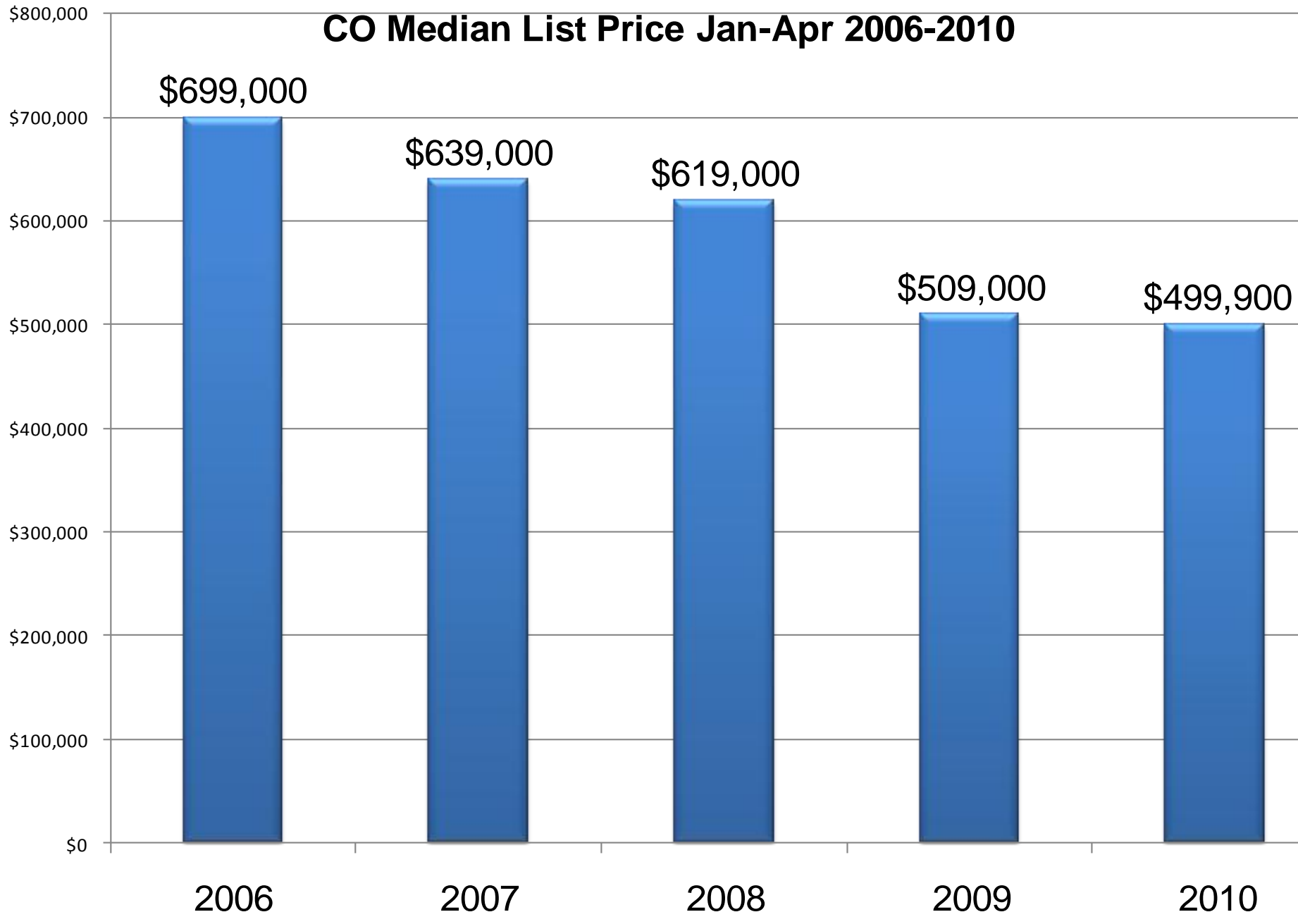
# CO Fall Through Percentages Jan-Apr 2006-2010



## CO New Listings Jan-Apr 2006-2010



## CO Median List Price Jan-Apr 2006-2010



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

# Active and Pending Listings '09 vs. '10 Jan.-Apr.

- Total Active Listings

'09 408, '10 347, **DOWN** -14.7%

- New Listings

'09 221, '10 203, **DOWN** -8.1%

- New Listings Median List Price

'09 \$509,000, '10 \$499,900, **DOWN** -1.8%

- Properties that went into Escrow

'09 95, '10 124, **UP** +30.5%

# Sold CO '09 vs. '10 Jan-Apr

- Number of Sold Properties

'09 61, '10 96 **UP** +57.4%

- Median Sales Prices

'09 \$470,000 '10 \$427,000 **DOWN** -9.1%

- Median Sales Prices w/o Montecito

'09 \$465,500 , '10 \$420,000 **DOWN** -9.7%

- Average Sold Price

'09 \$490,921, '10 \$496,336 **UP** +1.1%

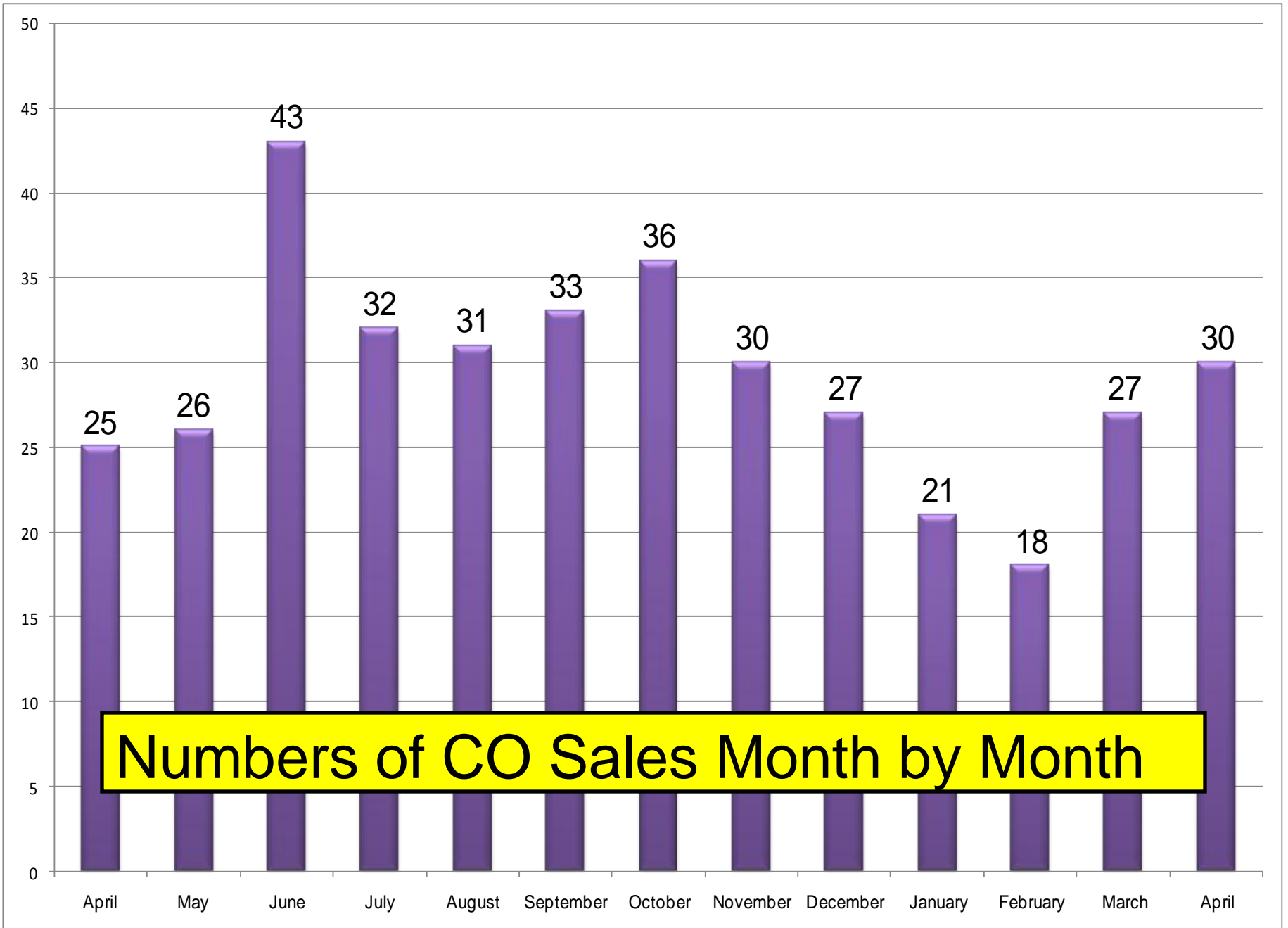
- Average Sold Price w/o Montecito

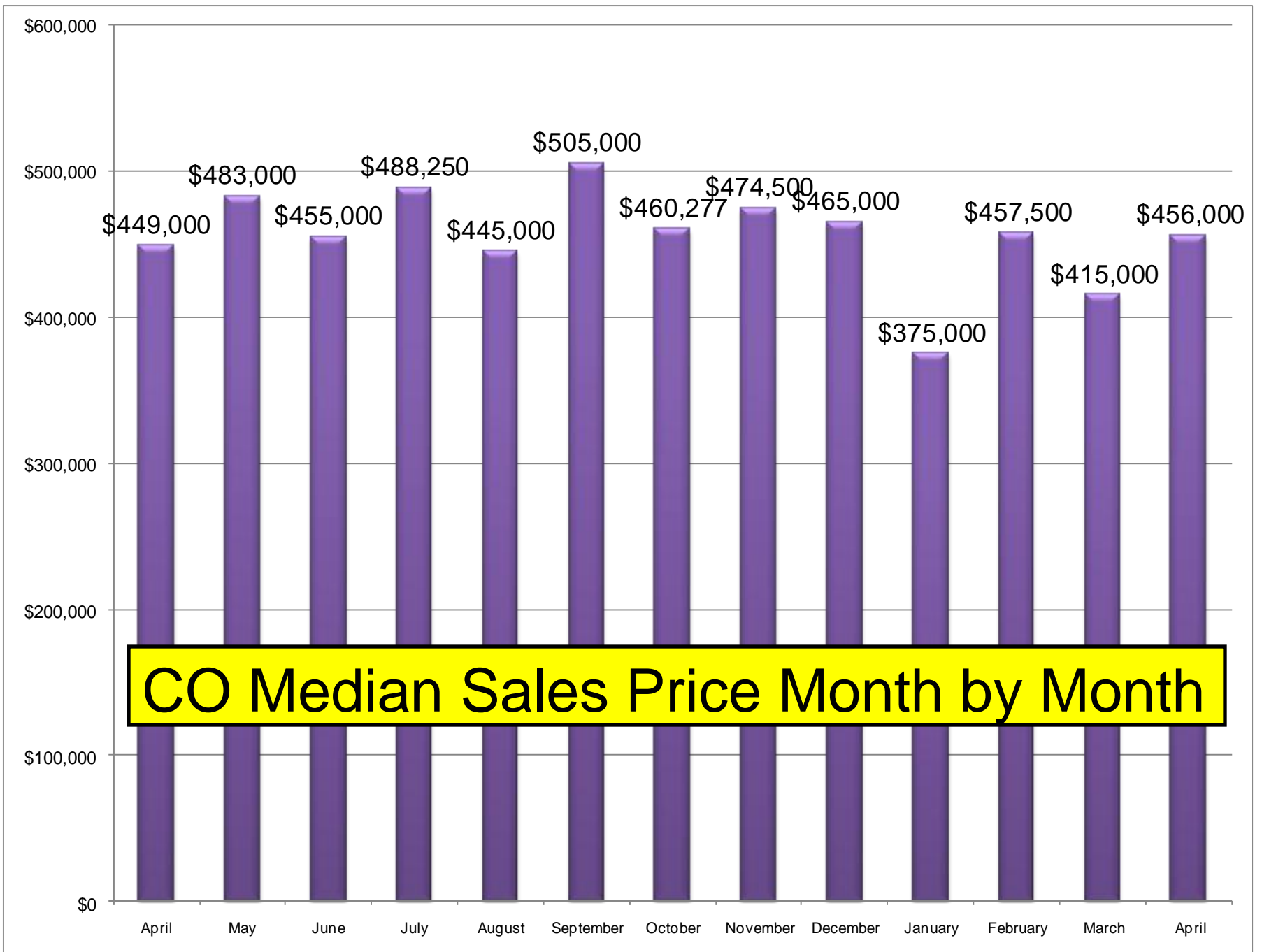
'09 \$487,786 , '10 \$435,592 **DOWN** -10.2%

- Sold Volume

'09 \$29,946,200, '10 \$47,648,300 **UP** +55.8%

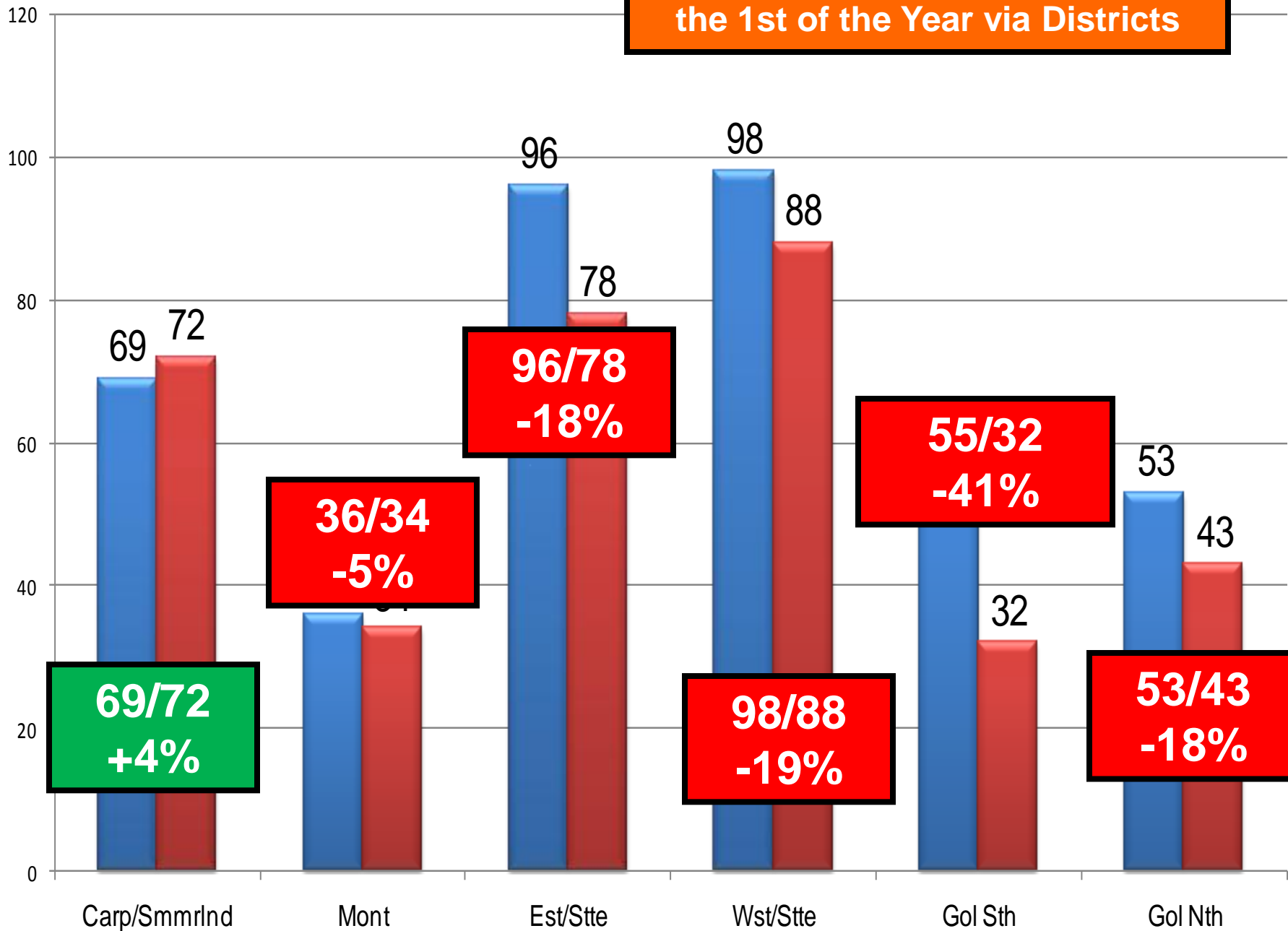
**April '09 to April '10  
Month by Month  
for Condos  
Districts 05-35**



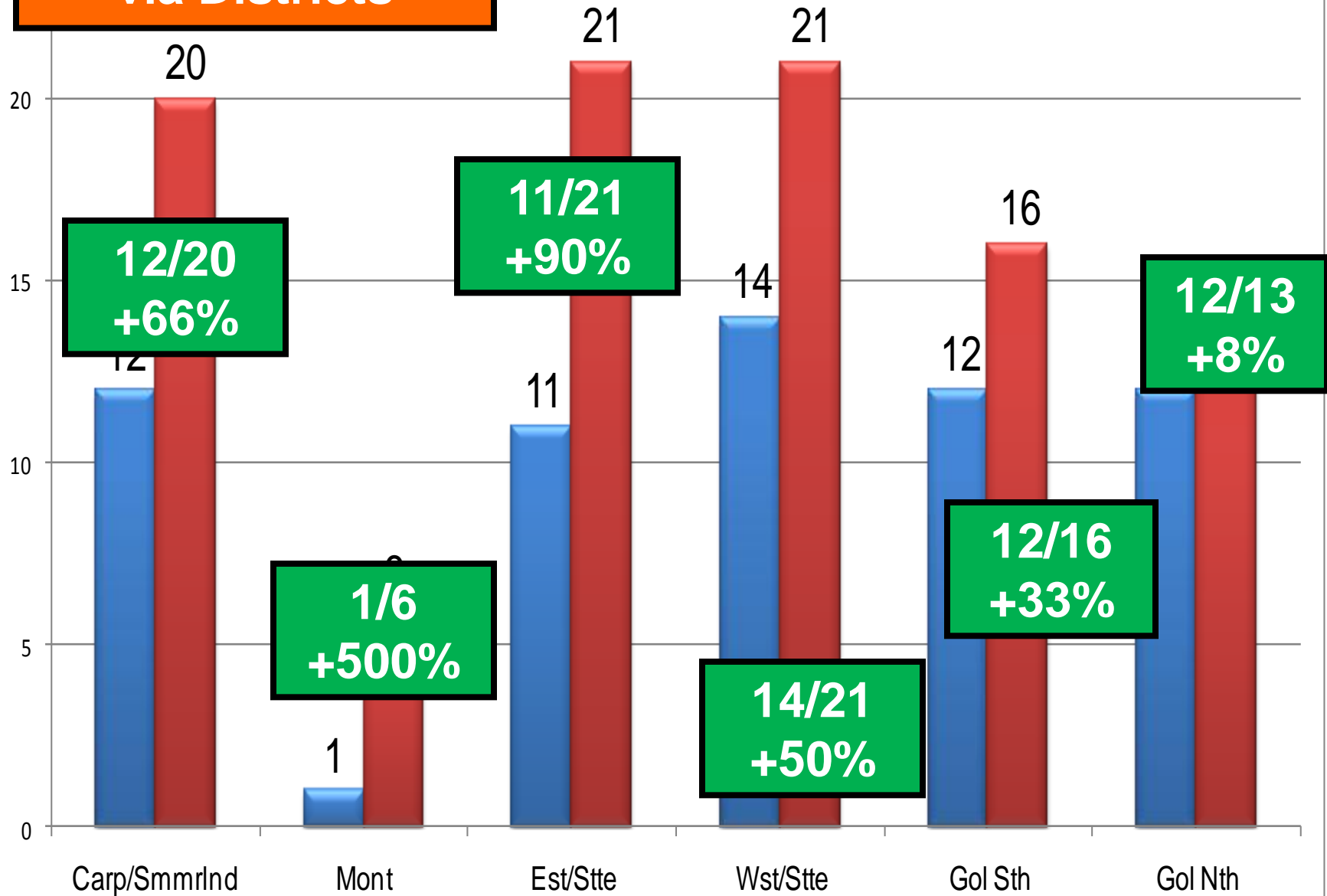


# **Condo District Stats**

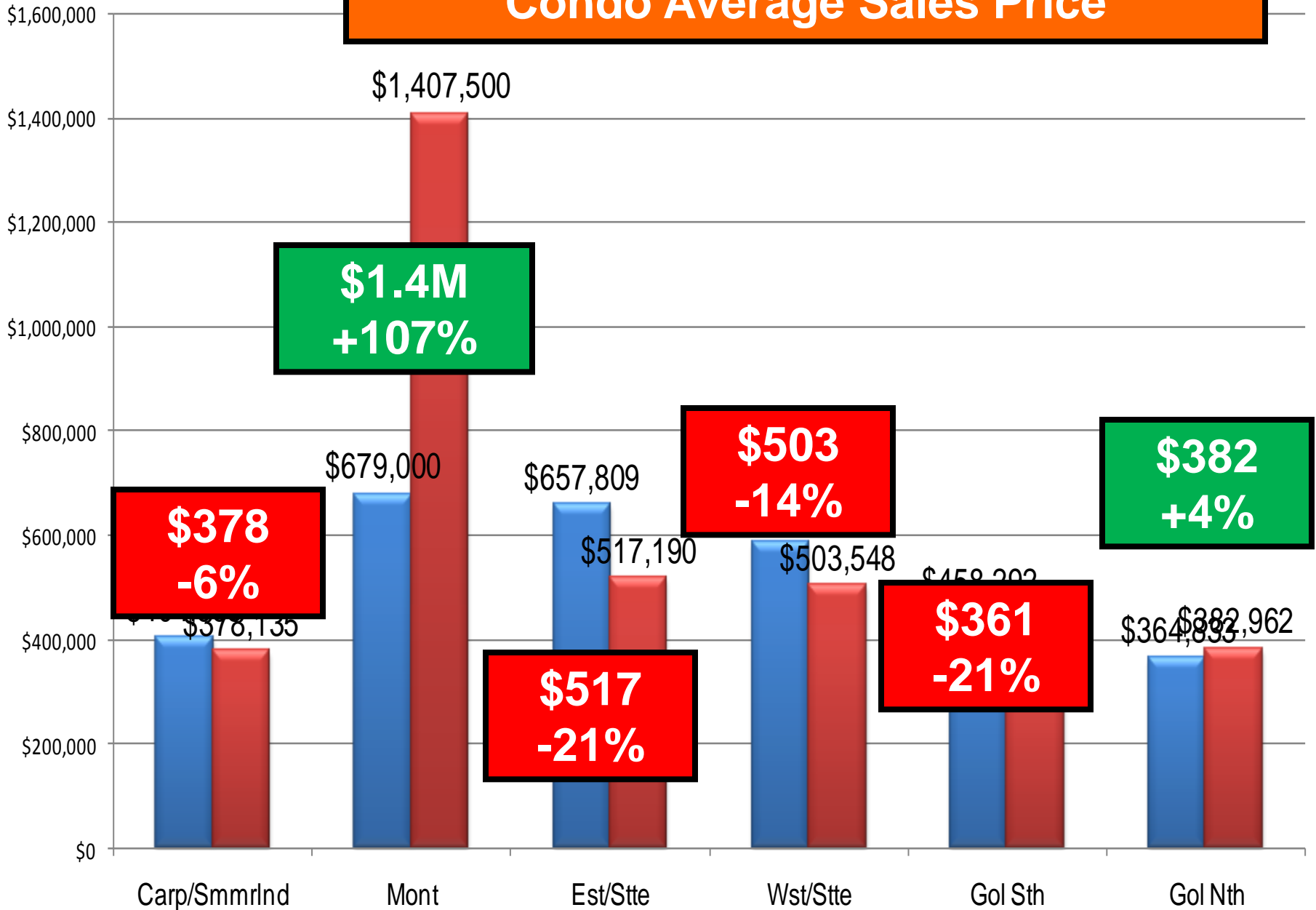
# Number of Condos Listed Since the 1st of the Year via Districts

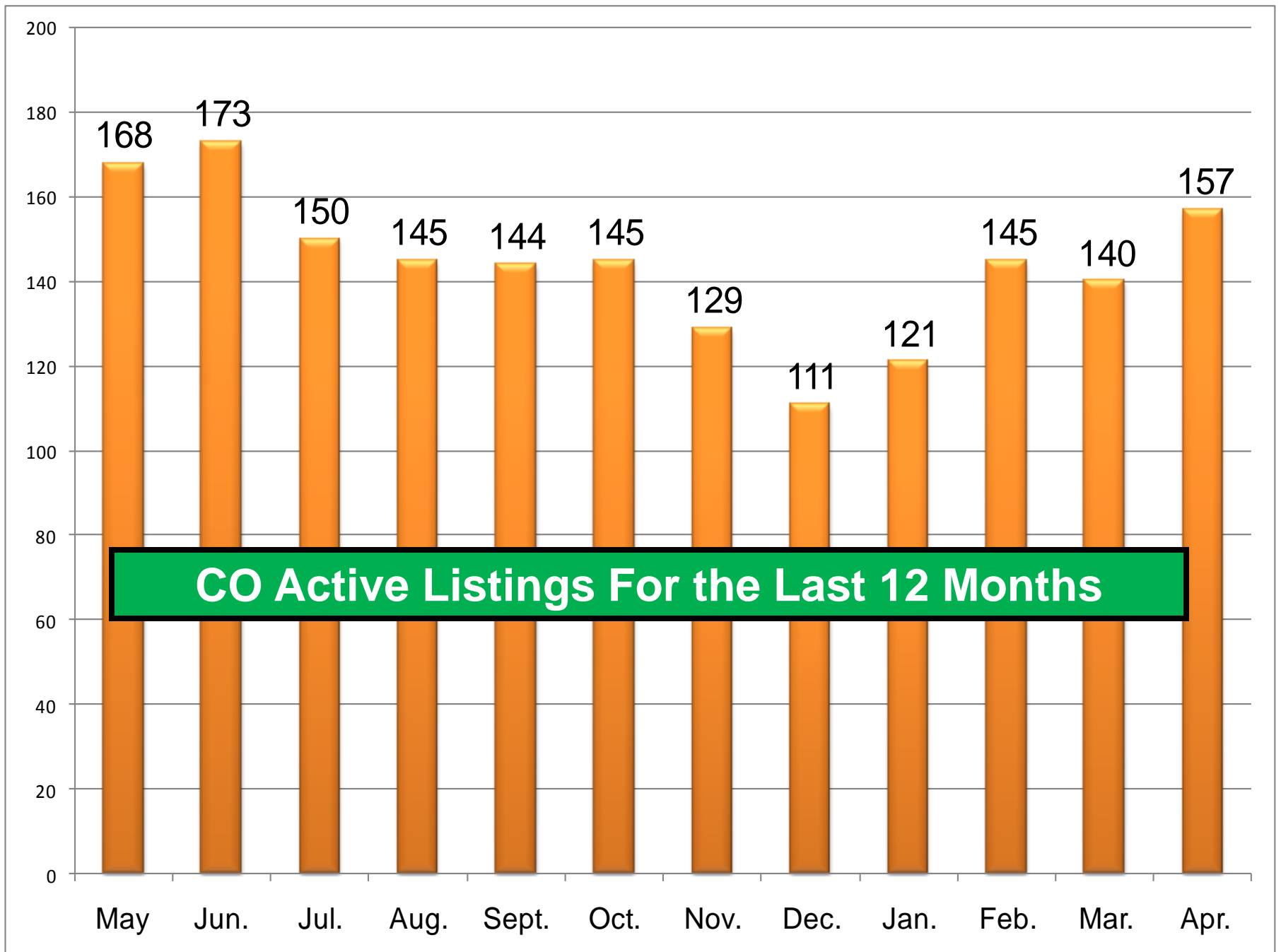


# Condo Sales via Districts

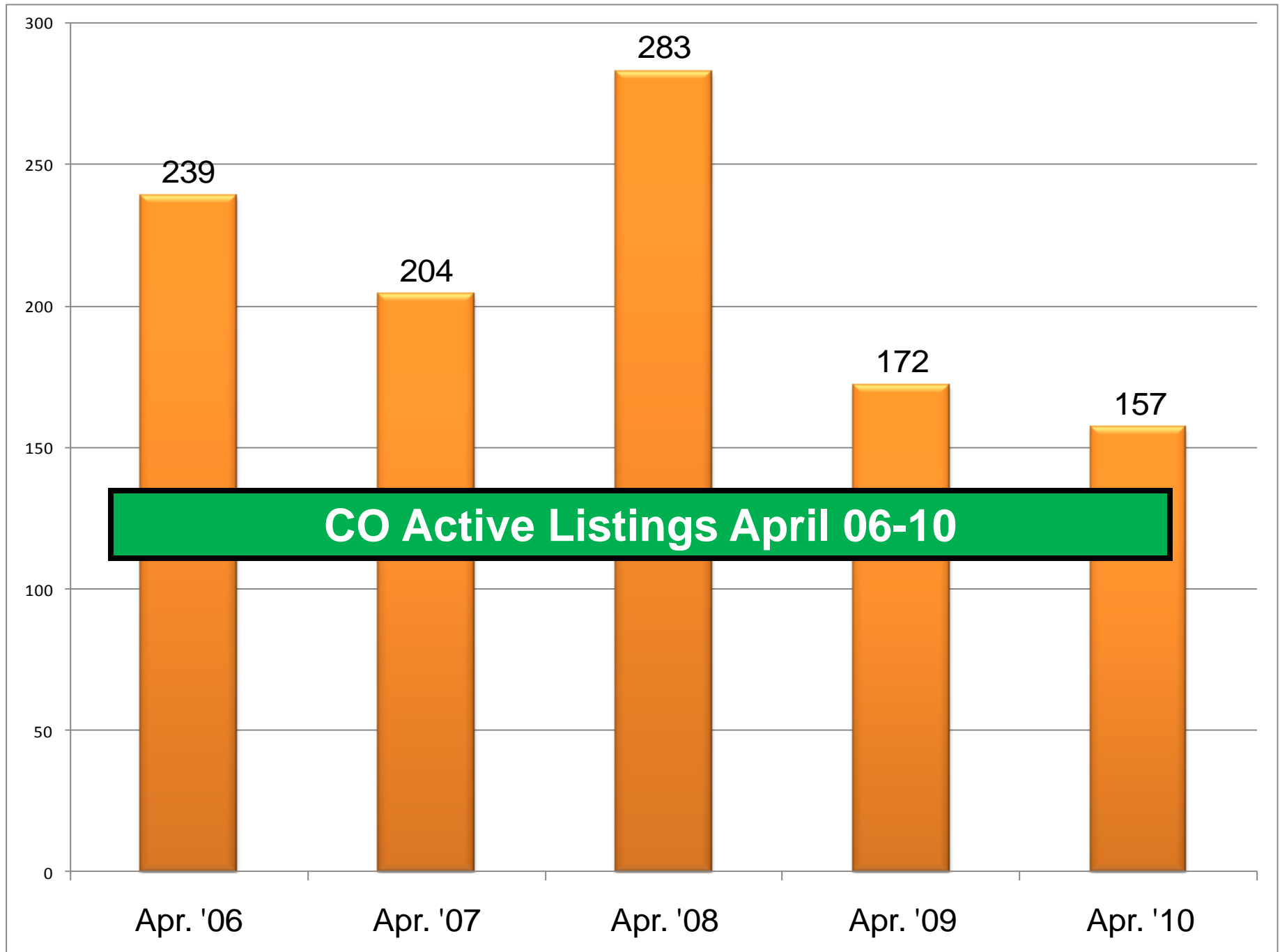


# Condo Average Sales Price

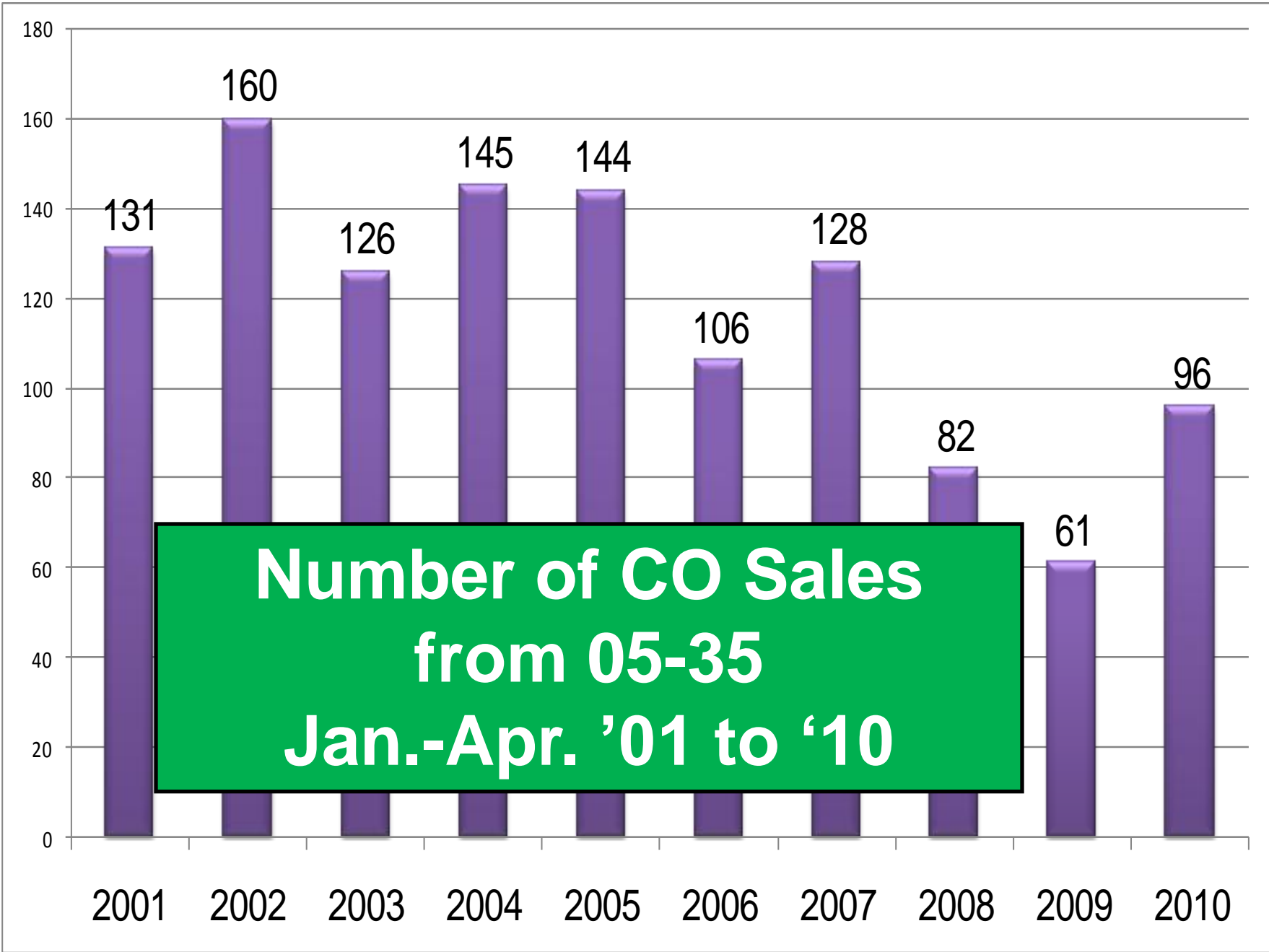




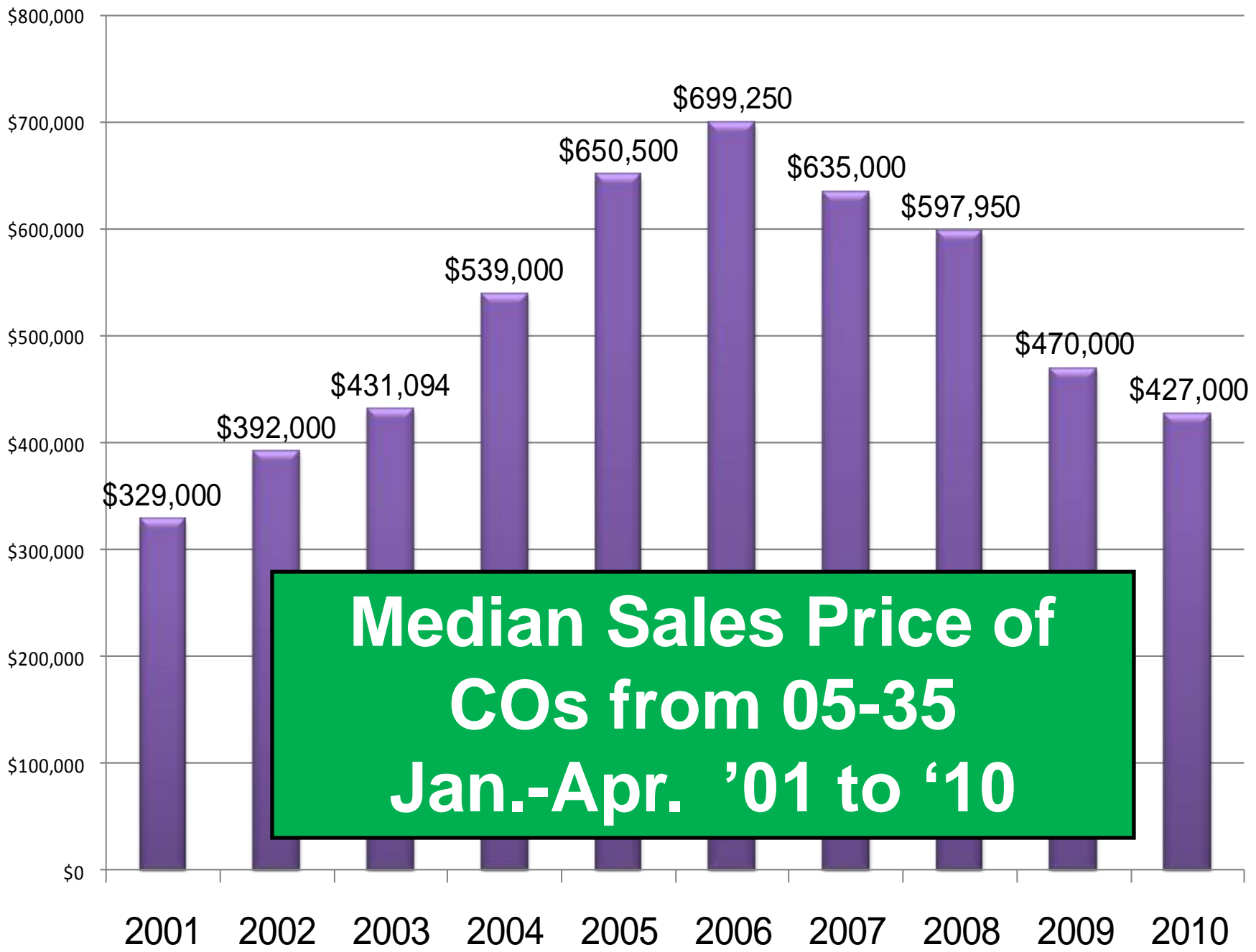
**CO Active Listings For the Last 12 Months**



**Perspective  
for Condos  
2001-2010**



**Number of CO Sales  
from 05-35  
Jan.-Apr. '01 to '10**



**Median Sales Price of  
COs from 05-35  
Jan.-Apr. '01 to '10**

**Compiled from  
Santa Barbara Multiple Listing Service Data  
on 5/6/2010**

**Statistics Through April '10**