

**Compiled from
Santa Barbara
Multiple Listing Service Data
on 9/7/2010**

Statistics Through August '10

MLS vs CORT for July '10

MLS 109 Sales 86 HE/PU – 23 CO

CORT 125 Sales

- 3 Residential Income
- 2 Cancelled
- 2 Closed in June
- 1 North County Sale
- 4 Still Pending in MLS
- 10 Not in MLS
- 1 in MLS not in CORT

August 1-August 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 | 79 | \$99,792,075 | \$799,000 | \$1,263,190 | 74 | \$92,538,171 | \$777,000 | \$1,171,369 | 92.73 | 86.40 |
| List/Sold | 18 | \$13,452,475 | \$725,000 | \$747,359 | 72 | \$13,006,275 | \$700,000 | \$722,570 | 96.68 | 87.68 |
| Co-Broker | 61 | \$86,339,600 | \$849,000 | \$1,415,403 | 74 | \$79,531,896 | \$830,000 | \$1,303,801 | 92.12 | 86.20 |
| New | 141 | \$257,338,350 | \$1,195,000 | \$1,825,094 | 21 | | | | | |
| Pending | 96 | \$145,565,575 | \$849,000 | \$1,516,308 | 94 | | | | | |
| Withdrawn | 14 | \$31,261,500 | \$1,395,000 | \$2,232,964 | 156 | | | | | |
| Cancelled | 37 | \$57,649,900 | \$939,000 | \$1,558,105 | 129 | | | | | |
| Expired | 42 | \$175,404,619 | \$1,499,000 | \$4,176,300 | 265 | | | | | |
| Back On Market | 38 | \$131,327,674 | \$1,775,000 | \$3,455,991 | 248 | | | | | |
| Extended | 68 | \$131,616,099 | \$1,444,000 | \$1,935,530 | 178 | | | | | |
| Active In Range | 759 | \$2,236,392,839 | \$1,529,000 | \$2,946,499 | 130 | | | | | |
| Current Active | 648 | \$1,936,833,357 | \$1,595,000 | \$2,988,940 | 138 | | | | | |

HE/PU August '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 | 79 | \$99,792,075 | \$799,000 | \$1,263,190 | 74 | \$92,538,171 | \$777,000 | \$1,171,369 | 92.73 | 86.40 |
| Pending | 96 | \$145,565,575 | \$849,000 | \$1,516,308 | 94 | | | | | |

HE/PU August '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 | 82 | \$106,775,925 | \$895,000 | \$1,302,145 | 75 | \$99,461,305 | \$882,500 | \$1,212,942 | 93.15 | 86.66 |
| Pending | 71 | \$177,897,465 | \$875,000 | \$2,505,598 | 109 | | | | | |

Sold Listings

| List Price Range | Number of Listings | Average Days to Sold |
|---------------------|--------------------|----------------------|
| \$0-\$99,999 | 1 | 11 |
| \$200,000-\$249,999 | 1 | 81 |
| \$350,000-\$399,999 | 1 | 83 |
| \$400,000-\$449,999 | 1 | 102 |
| \$450,000-\$499,999 | 1 | 5 |
| \$500,000-\$549,999 | 6 | 28 |
| \$550,000-\$599,999 | 8 | 29 |
| \$600,000-\$649,999 | 5 | 52 |
| \$650,000-\$699,999 | 5 | 69 |
| \$700,000-\$749,999 | 4 | 37 |
| \$750,000-\$799,999 | 9 | 63 |
| \$800,000-\$849,999 | 3 | 43 |
| \$850,000-\$899,999 | 4 | 323 |
| \$900,000-\$949,999 | 1 | 20 |
| \$950,000-\$999,999 | 3 | 18 |

Sold Listings

| List Price Range | Number of Listings | Average Days to Sold |
|-------------------------|--------------------|----------------------|
| \$1,000,000-\$1,099,999 | 3 | 104 |
| \$1,100,000-\$1,199,999 | 3 | 15 |
| \$1,200,000-\$1,299,999 | 3 | 69 |
| \$1,300,000-\$1,399,999 | 2 | 34 |
| \$1,400,000-\$1,499,999 | 1 | 58 |
| \$1,500,000-\$1,599,999 | 1 | 27 |
| \$1,700,000-\$1,799,999 | 2 | 10 |
| \$1,900,000-\$1,999,999 | 1 | 21 |
| \$2,000,000-\$2,249,999 | 1 | 127 |
| \$2,250,000-\$2,499,999 | 3 | 293 |
| \$2,500,000-\$2,749,999 | 1 | 82 |
| \$2,750,000-\$2,999,999 | 1 | 156 |
| \$3,000,000-\$3,249,999 | 1 | 5 |
| \$5,000,000+ | 3 | 115 |

The average price for the 79 properties is \$1,171,369.

The highest price is \$6,132,396.

1174 Glenview Rd

The median price is \$777,000.

The lowest price is \$73,000.

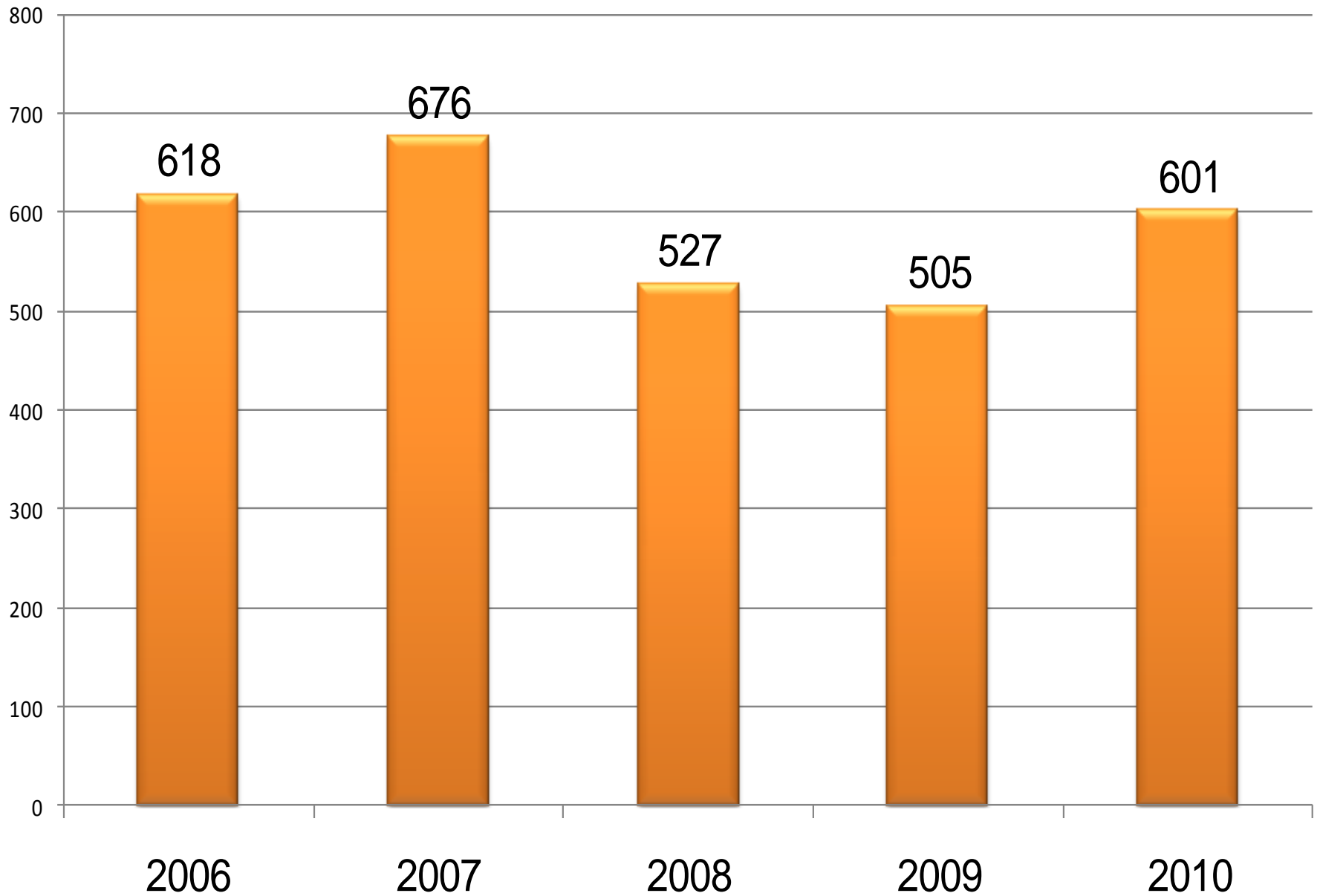
78 La Mesa Ln

The average Market Time is 74.

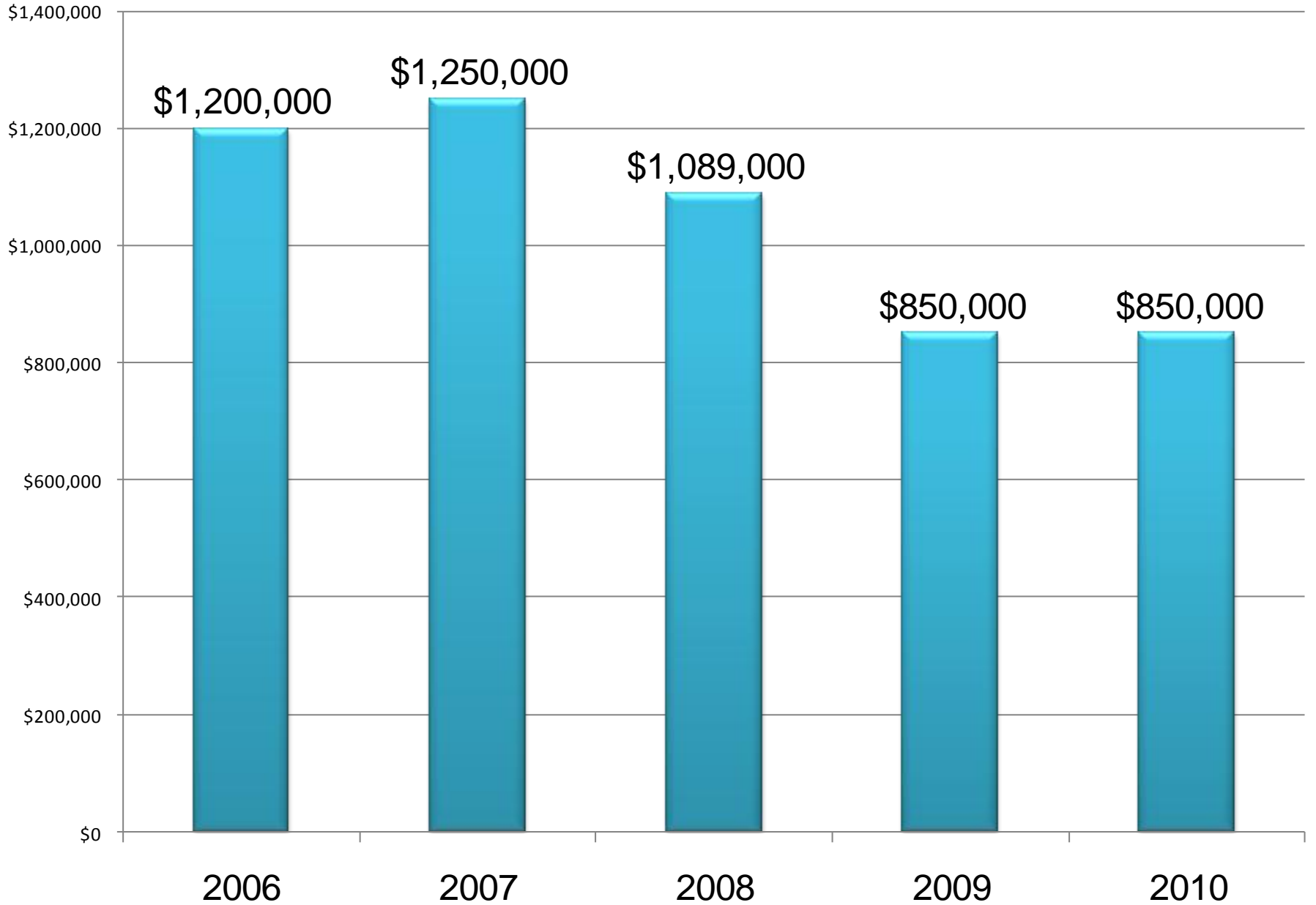
Home Estate/PUD

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

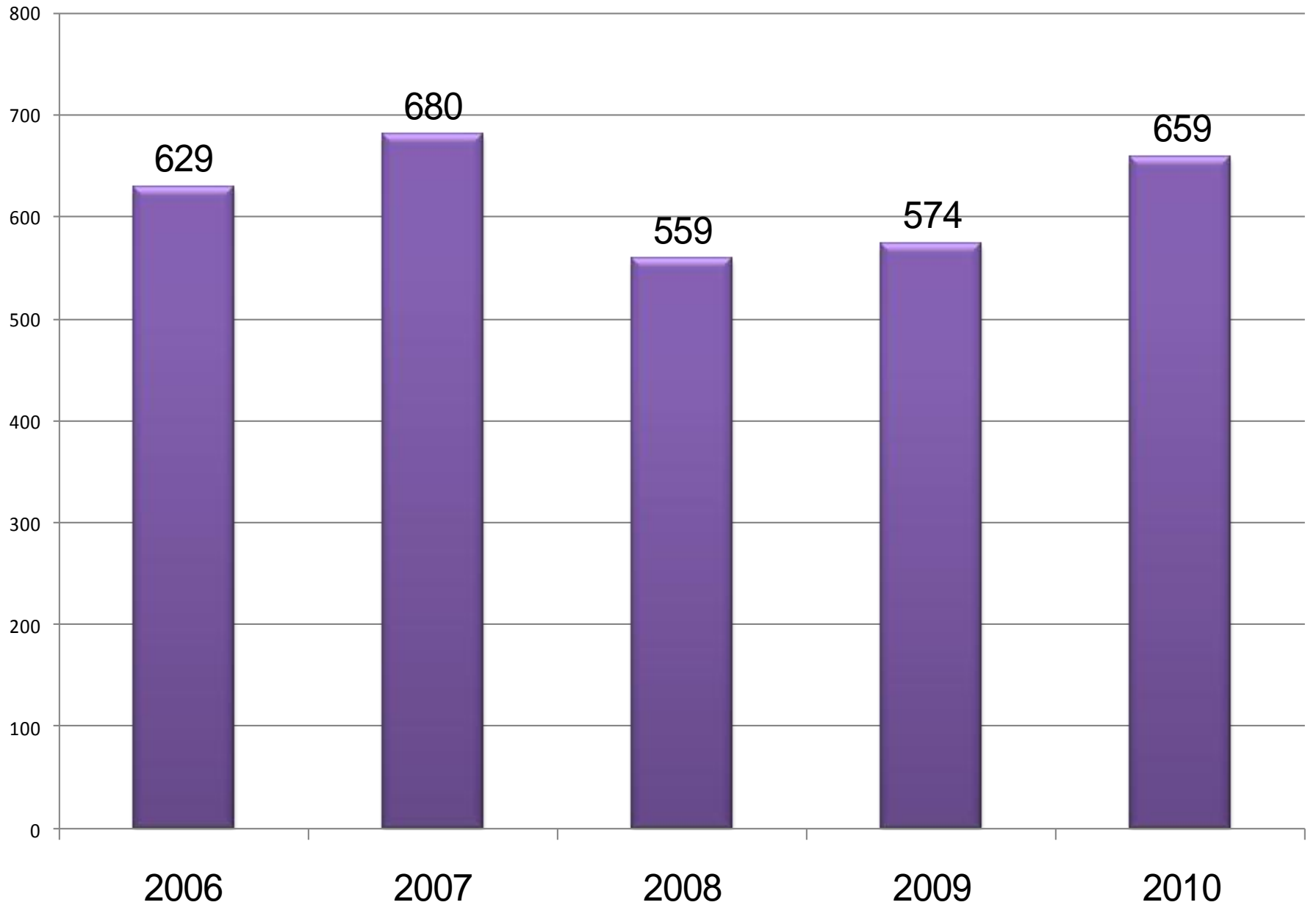
HE/PU Sales Jan-Aug 2006-2010



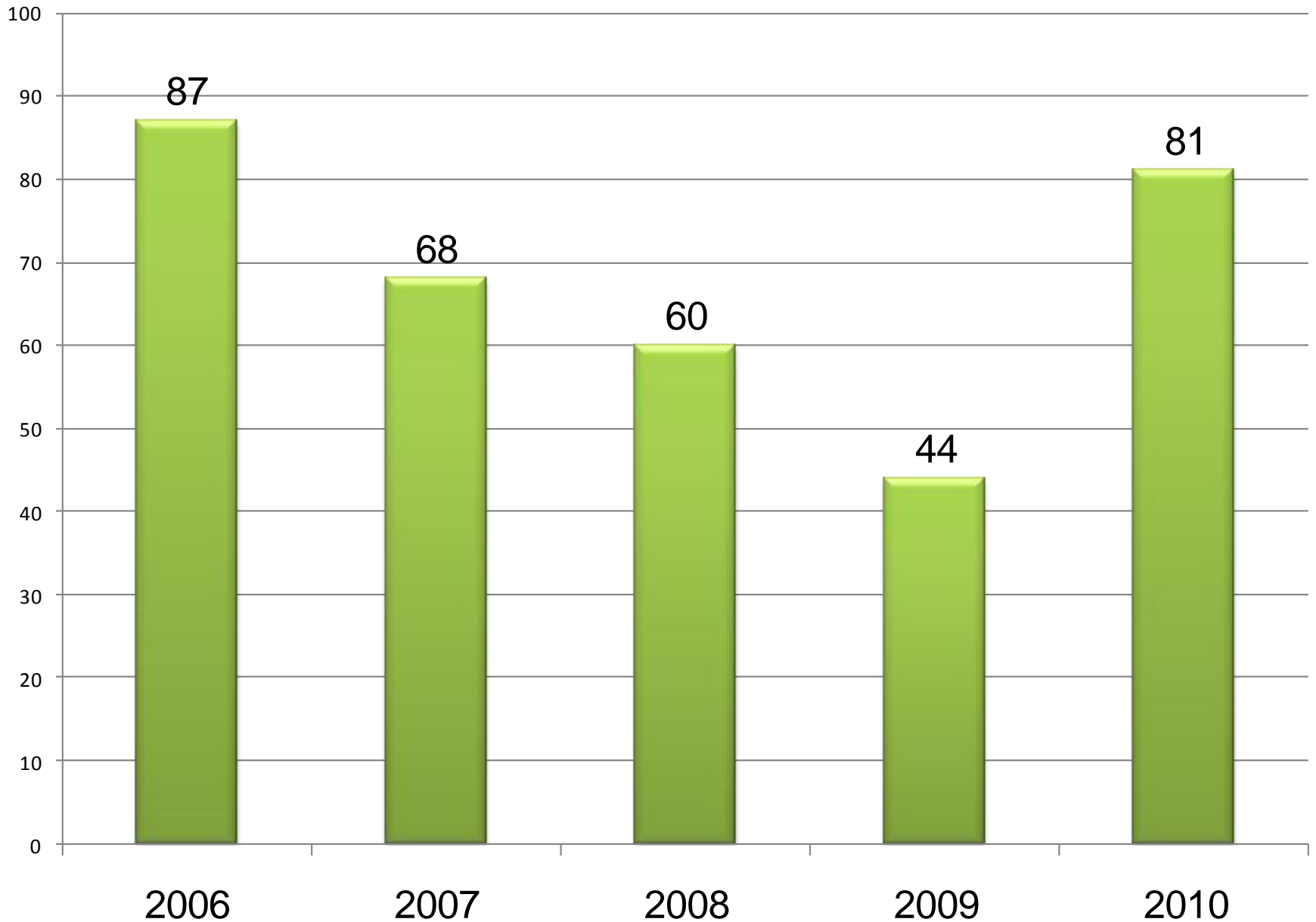
HE/PU Median Sales Price Jan-Aug 2006-2010



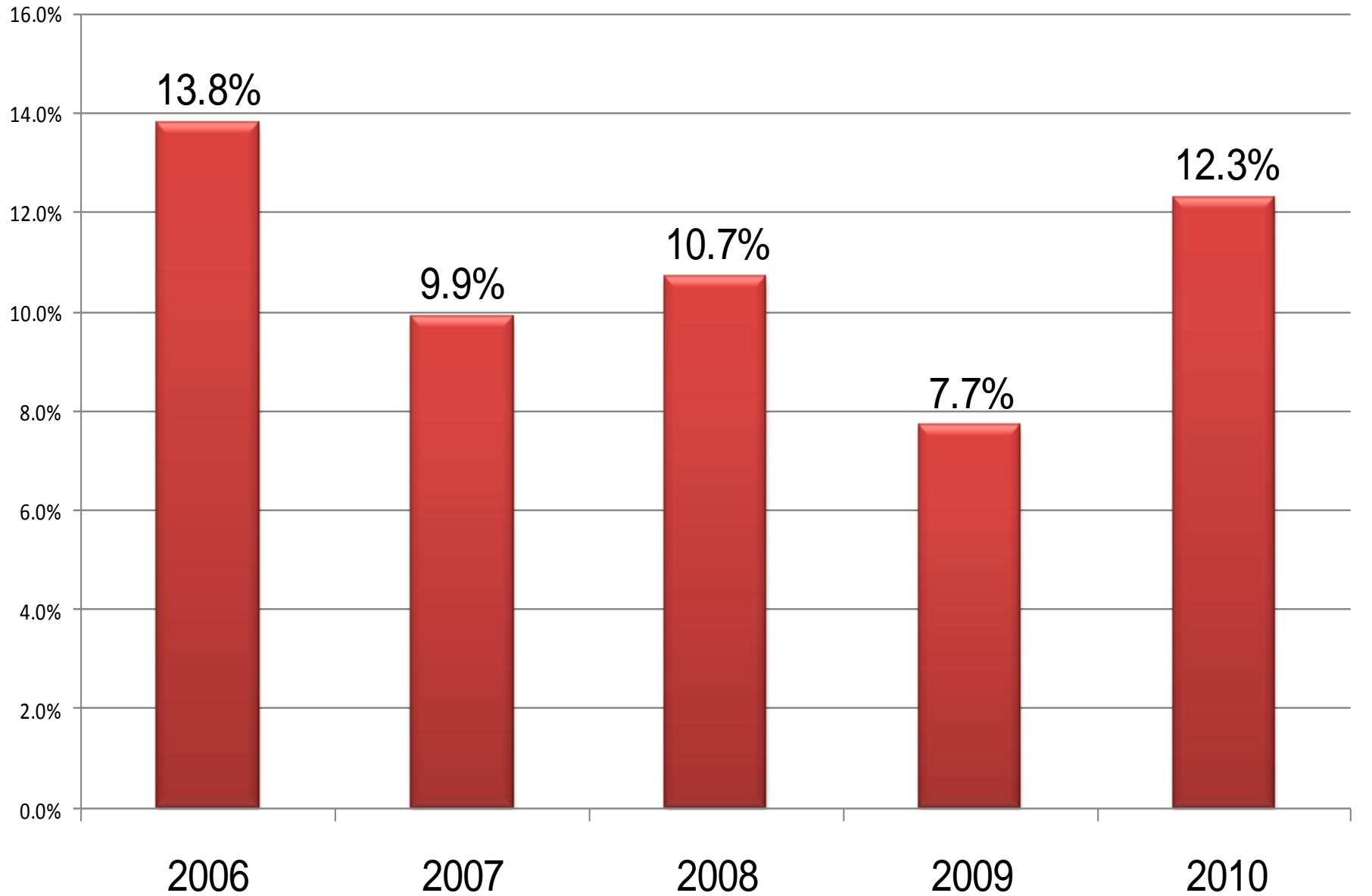
HE/PU Pending Listings Jan-Aug 2006-2010



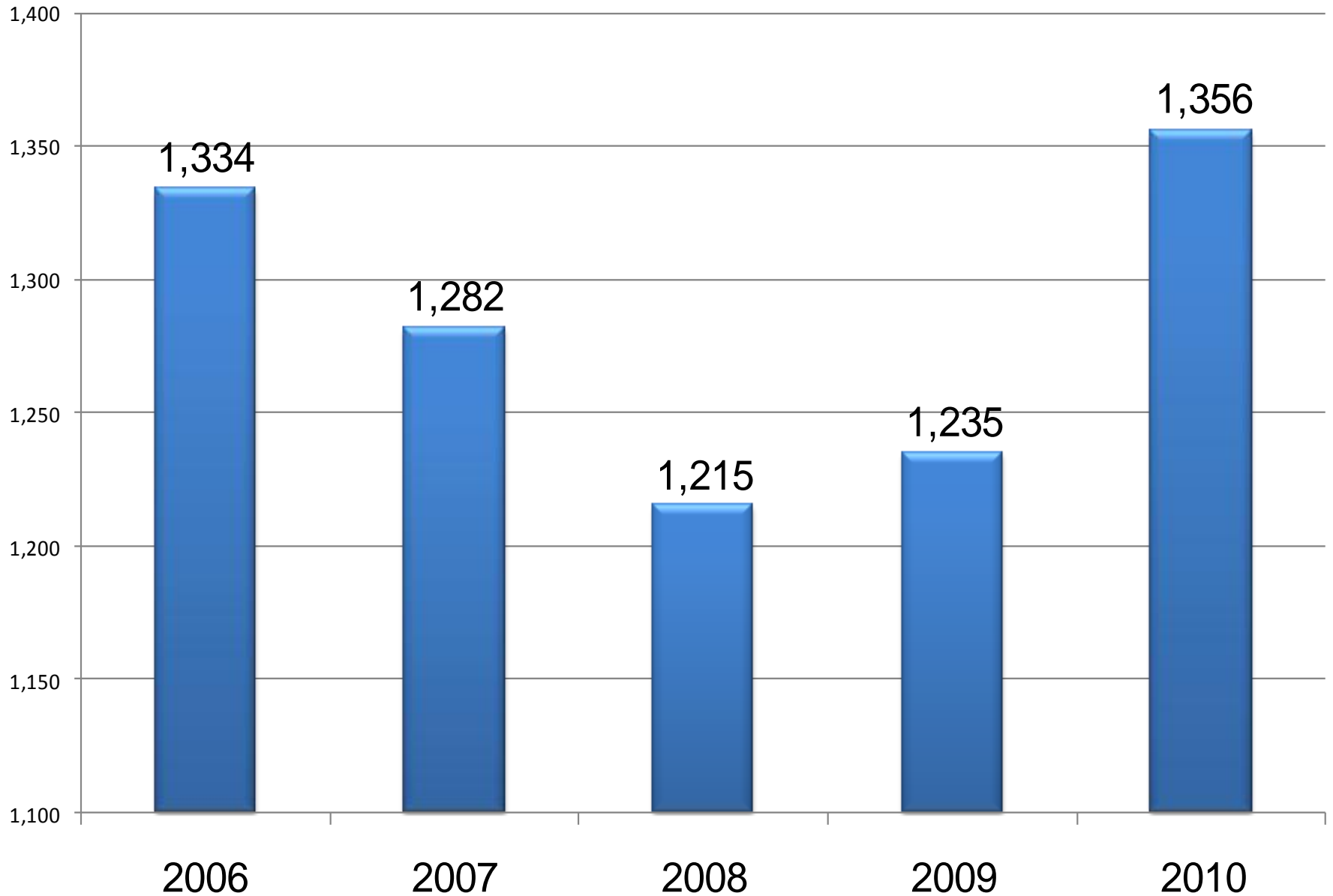
HE/PU Fall Throughs Jan-Aug 2006-2010



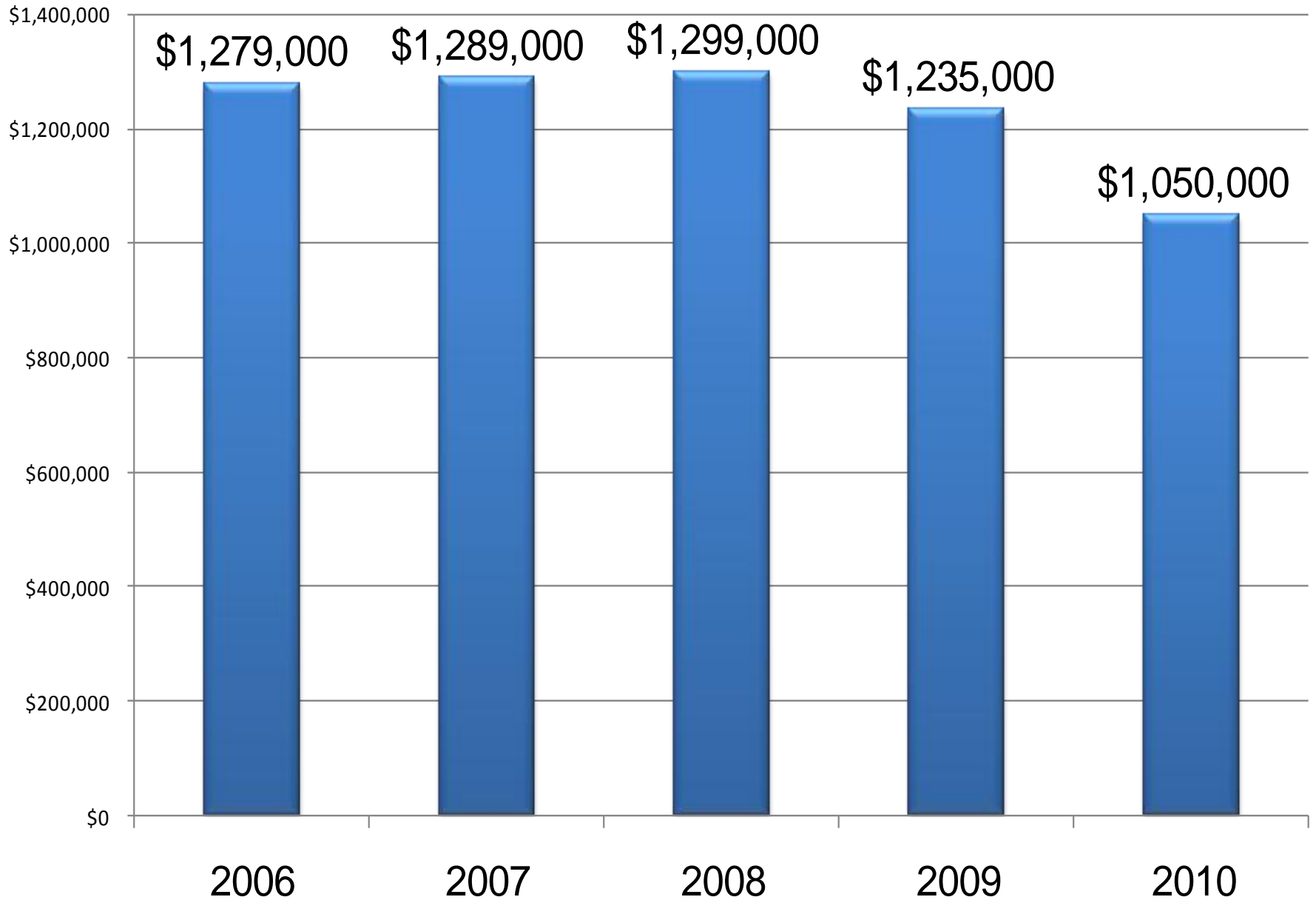
HE/PU Fall Through Percentages Jan-Aug 2006-2010



HE/PU New Listings Jan-Aug 2006-2010



HE/PU Median List Price Jan-Aug 2006-2010



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

Active and Pending HE/PU Listings '09 vs. '10

- Total Active Listings

'09 1,885, '10 1,985 **UP** +5.3%

- New Listings

'09 1,235, '10 1,356, **UP** +9.8%

- New Listings Median List Price

'09 \$1,235,000, '10 \$1,050,000, **DOWN** -15.0%

- Properties that went into Escrow

'09 574, '10 659, **UP** +14.8%

Sold HE/PU '09 vs.'10

- Number of Sold Properties

'09 505, '10 601 **UP** +19.0%

- Median Sales Prices

'09 \$850,000 '10 \$850,000 **EVEN** +0%

- Median Sales Prices w/o Hope Ranch/Montecito

'09 \$759,000 , '10 \$777,500 **UP** +2.4%

- Average Sold Price

'09 \$1,357,709, '10 \$1,424,200 **UP** +4.9%

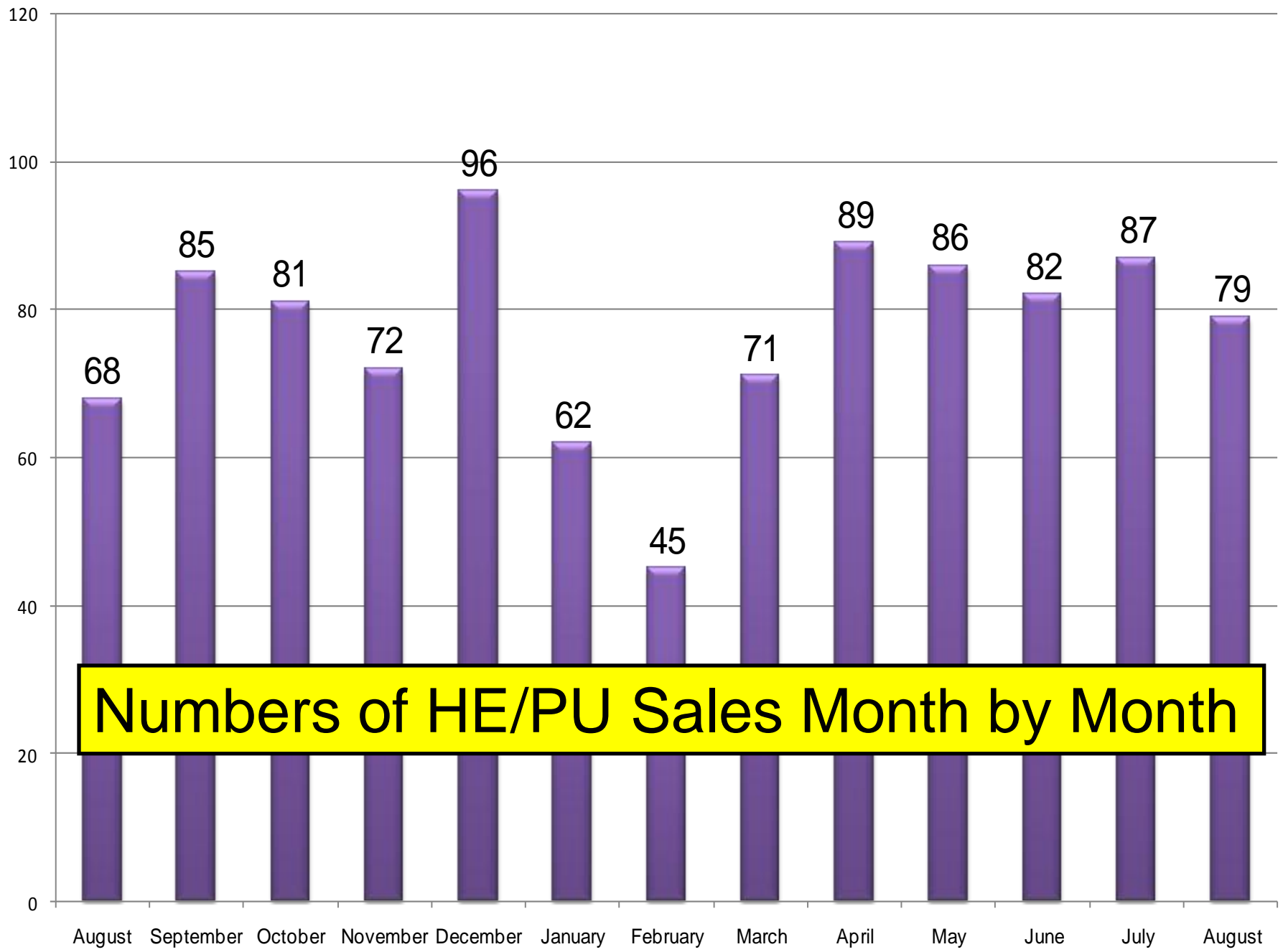
- Average Sold Price w/o Hope Ranch/Montecito

'09 \$937,938, '10 \$997,420 **UP** +6.3%

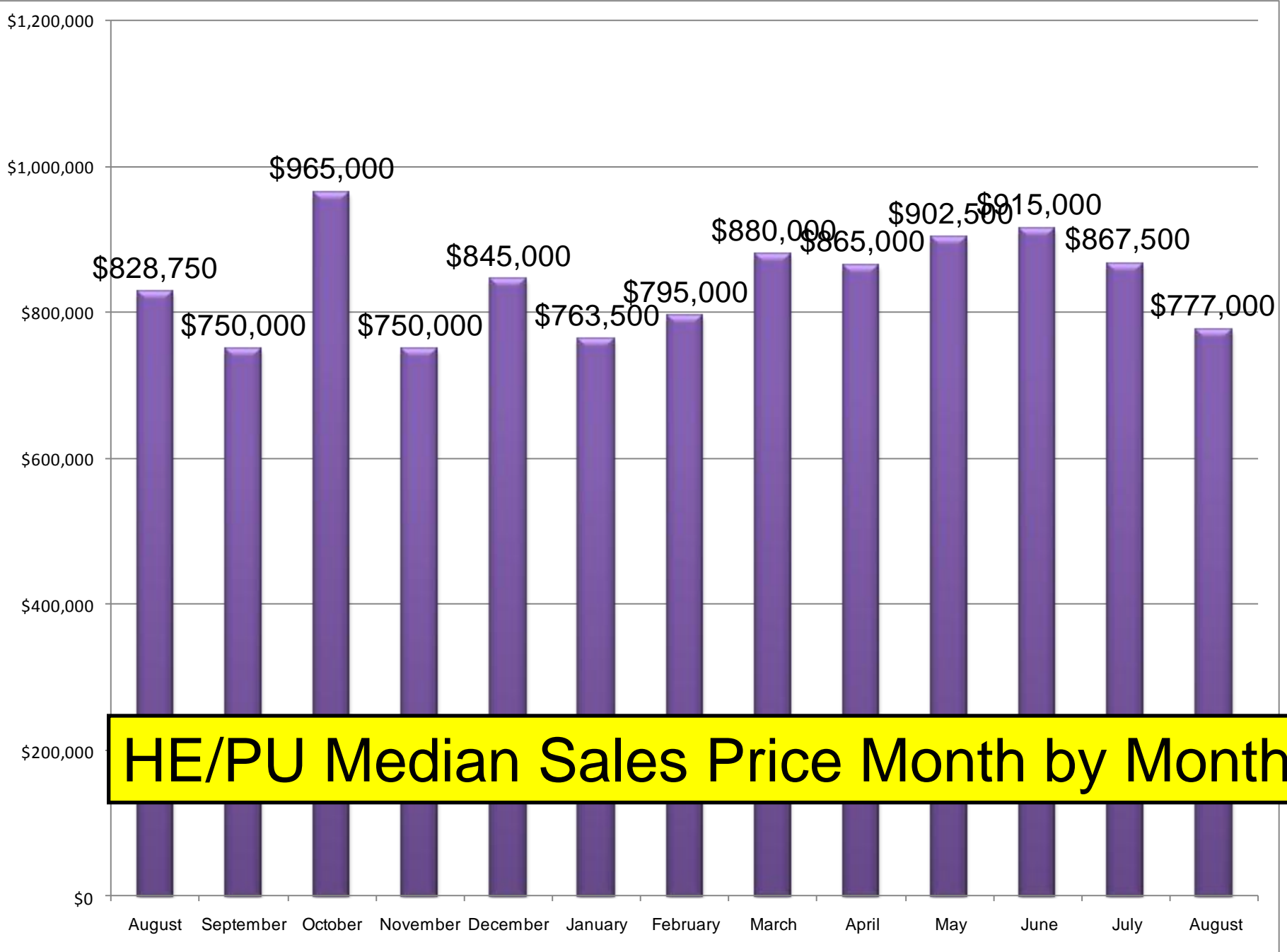
- Sold Volume

'09 \$685,643,084 '10 \$855,944,352 **UP** +24.8%

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

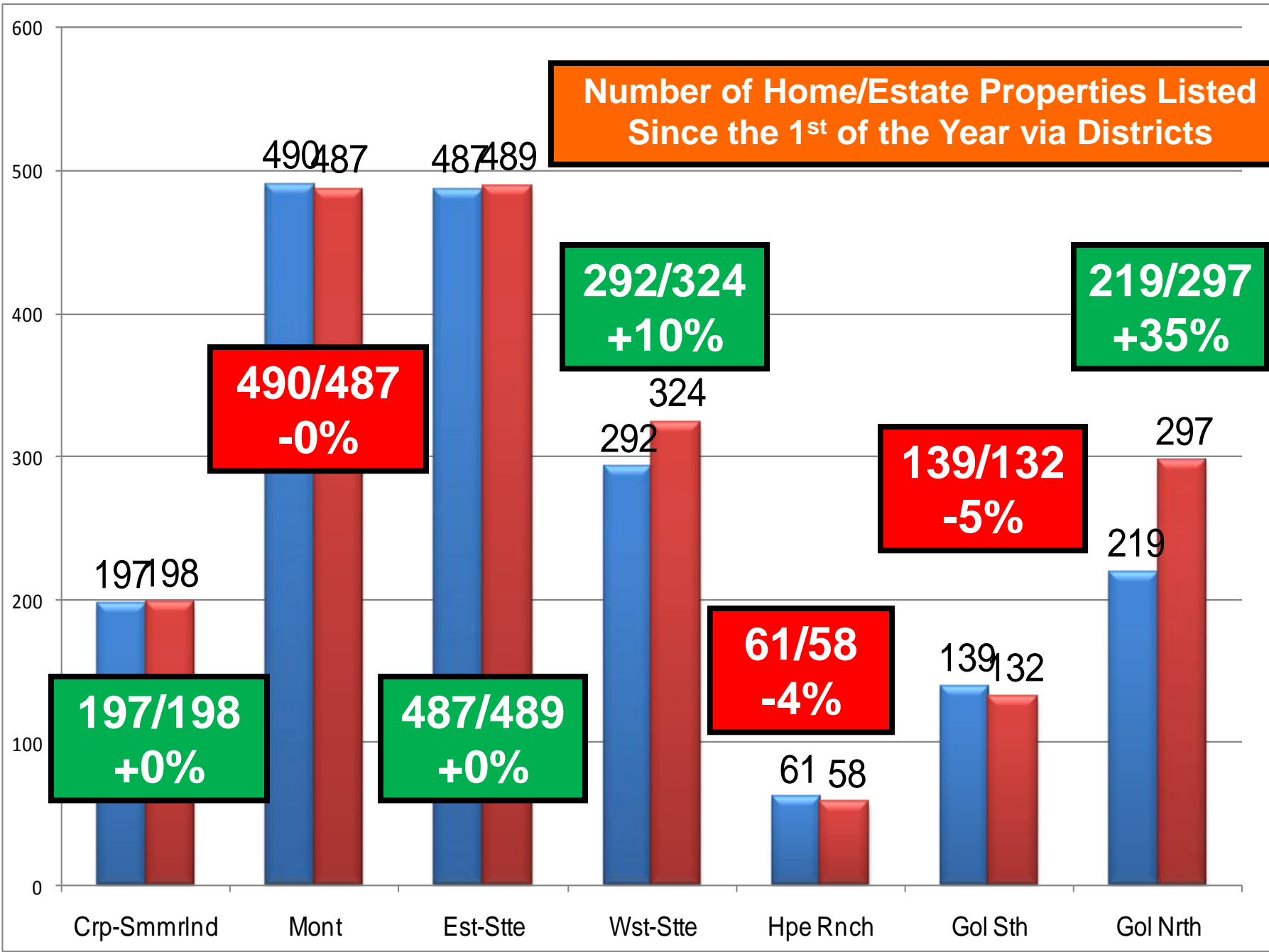


Numbers of HE/PU Sales Month by Month

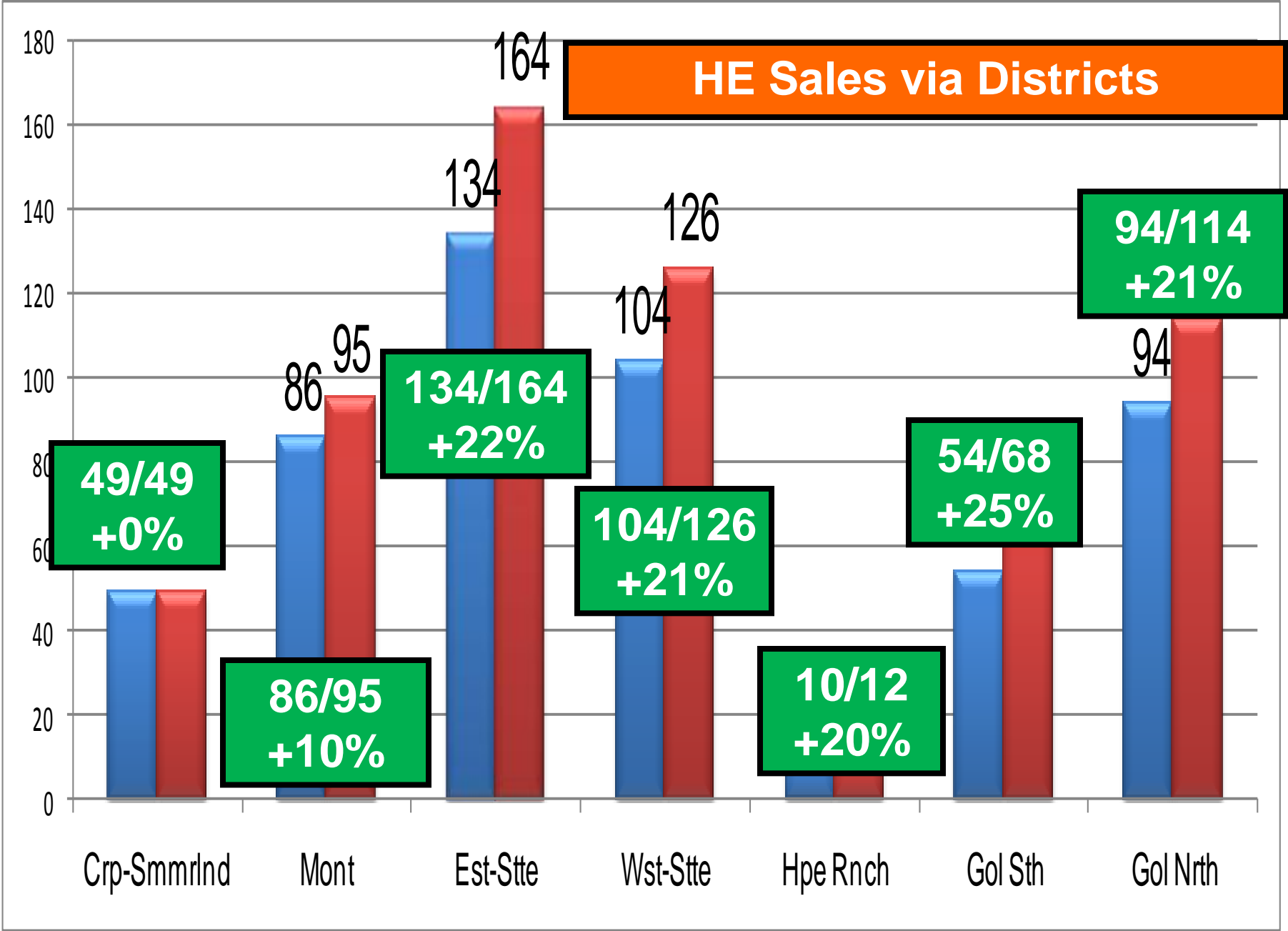


HE/PU District Stats

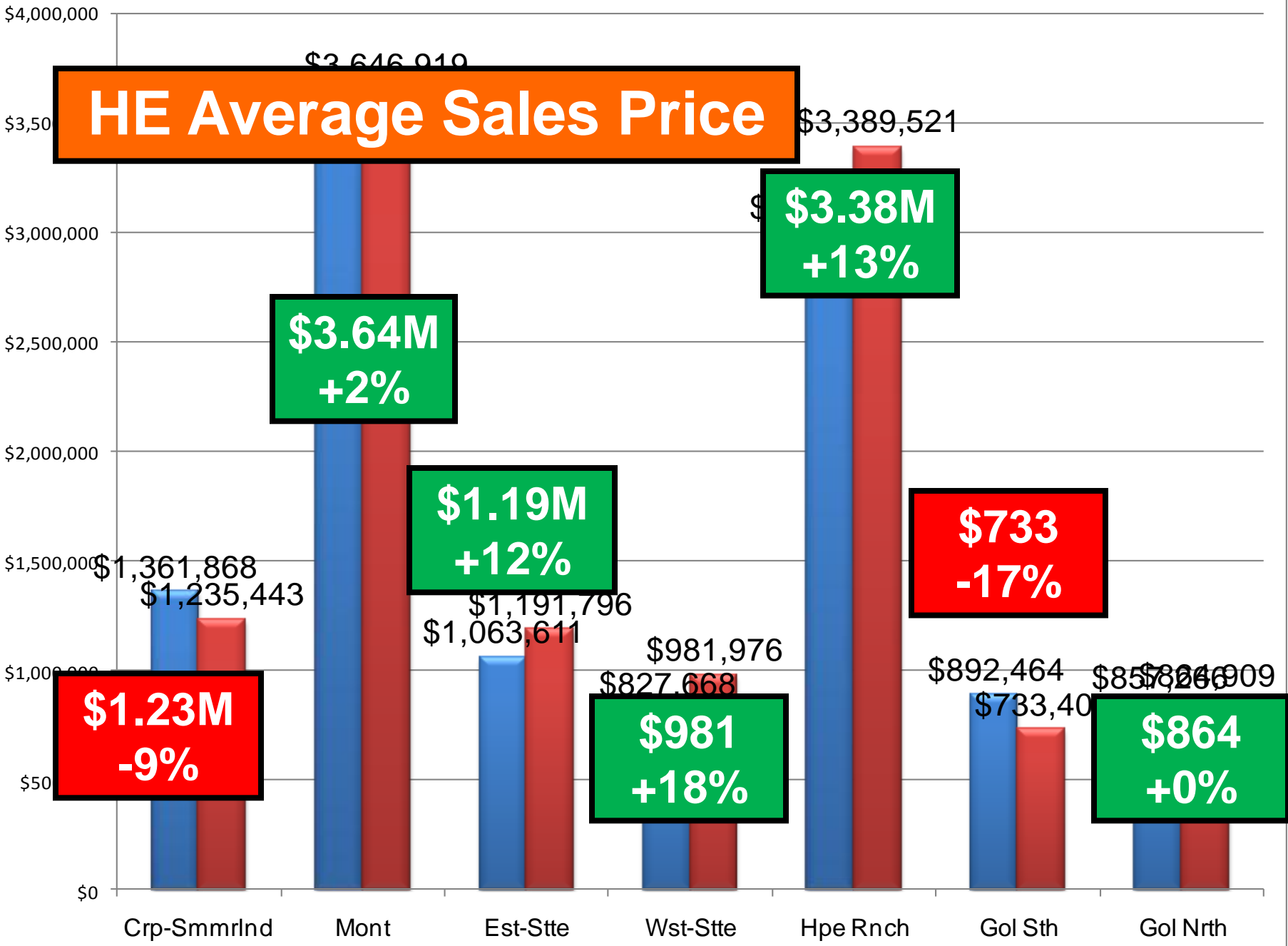
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

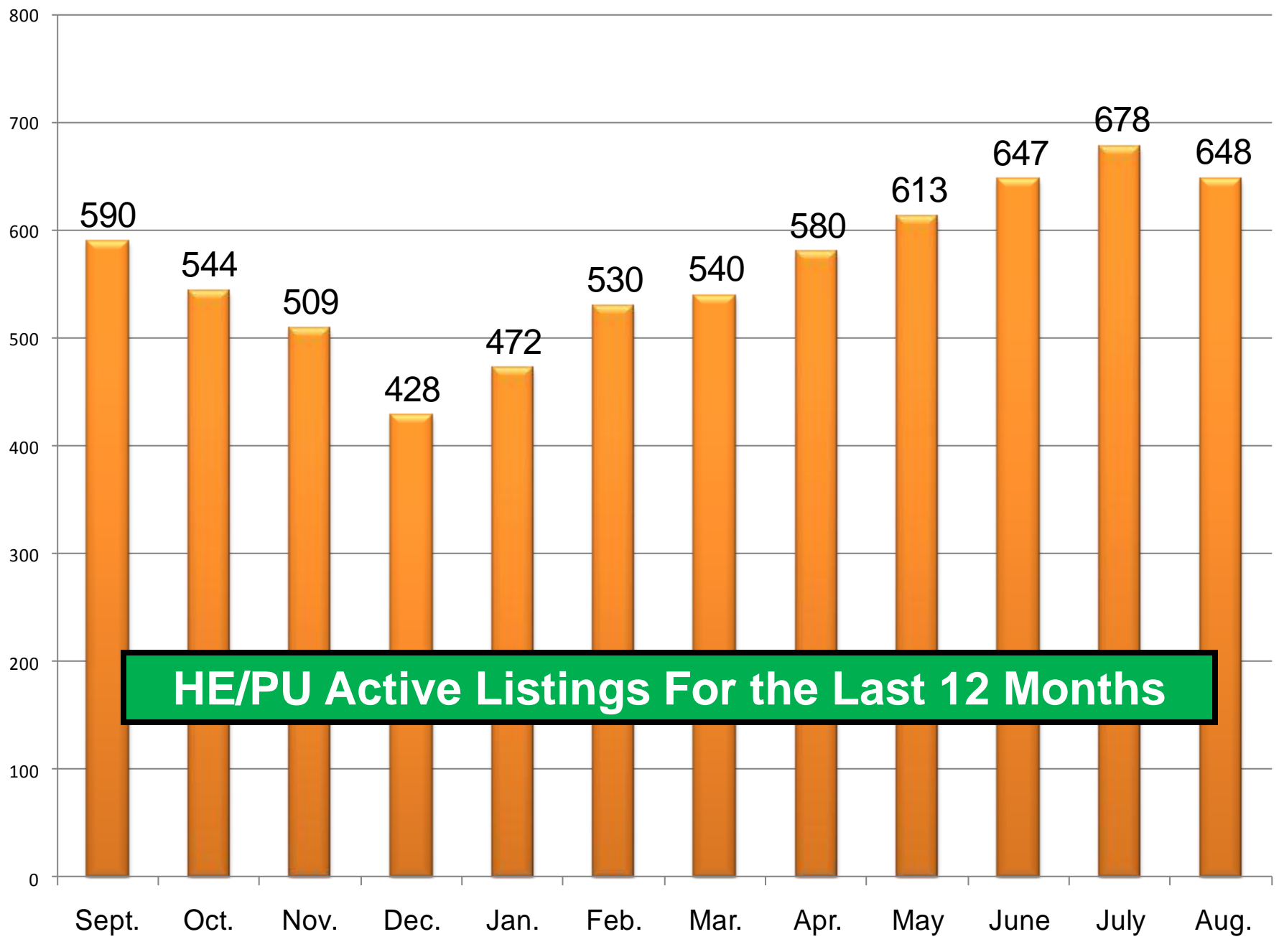


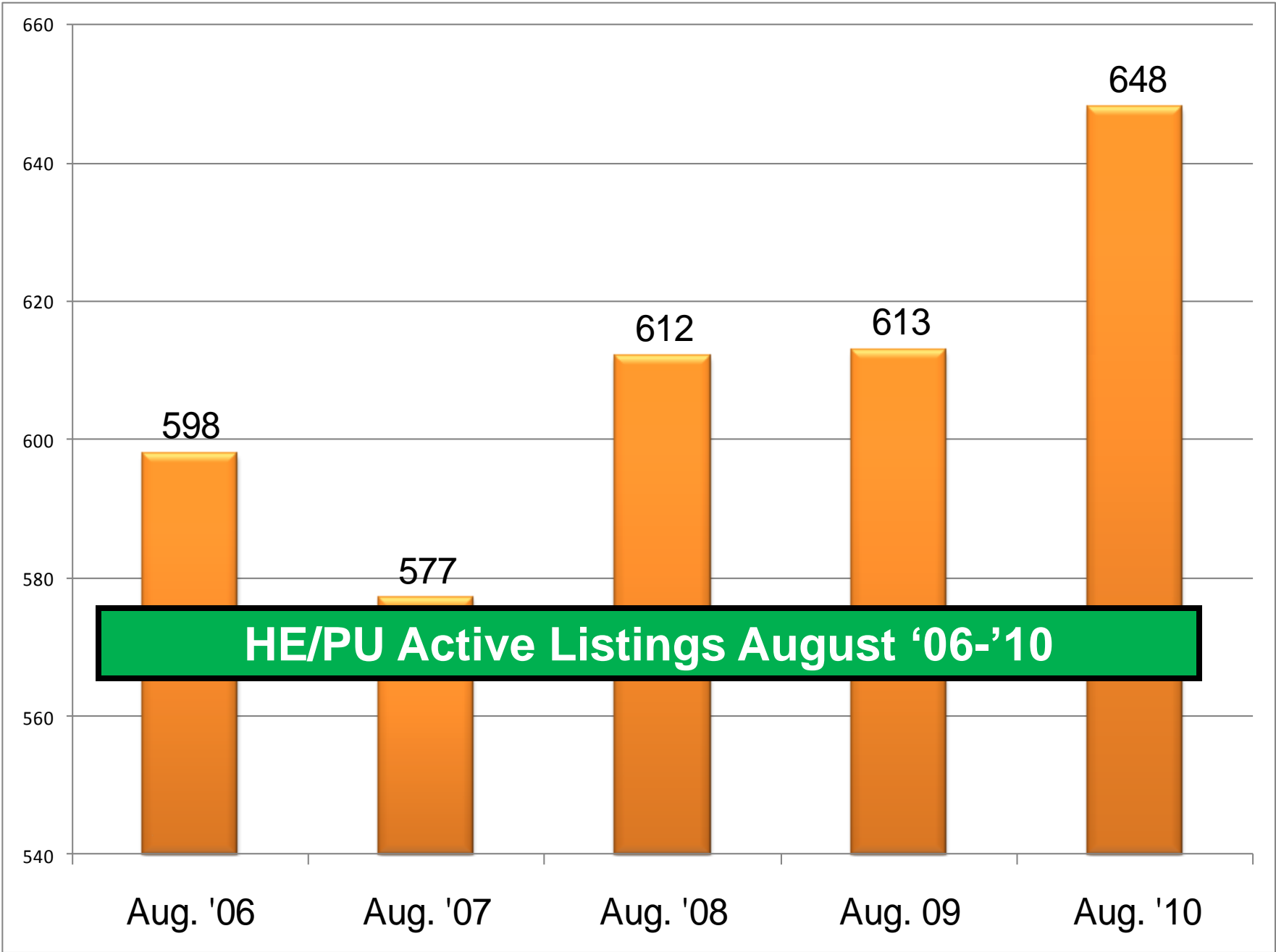
HE Sales via Districts



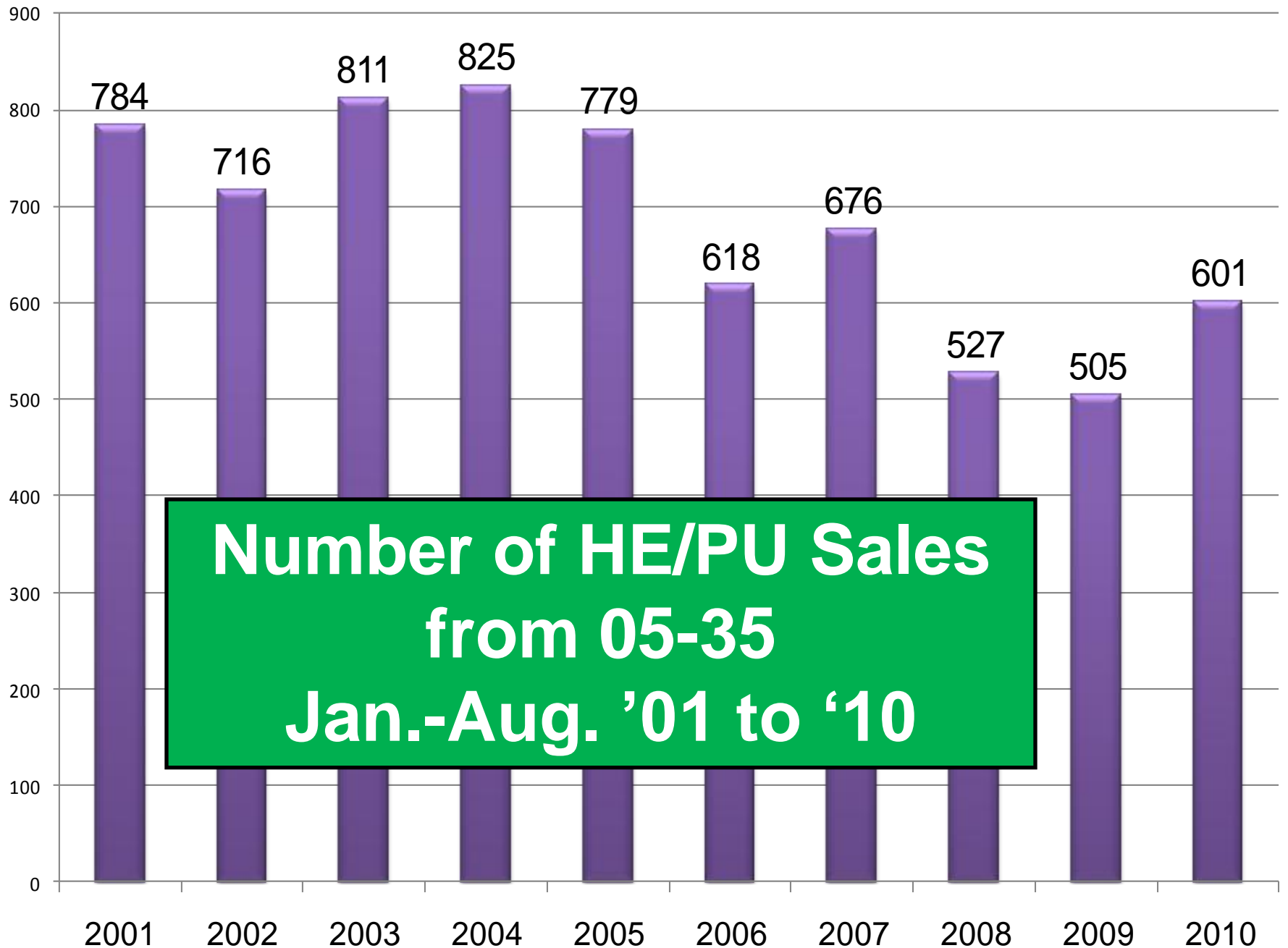
HE Average Sales Price

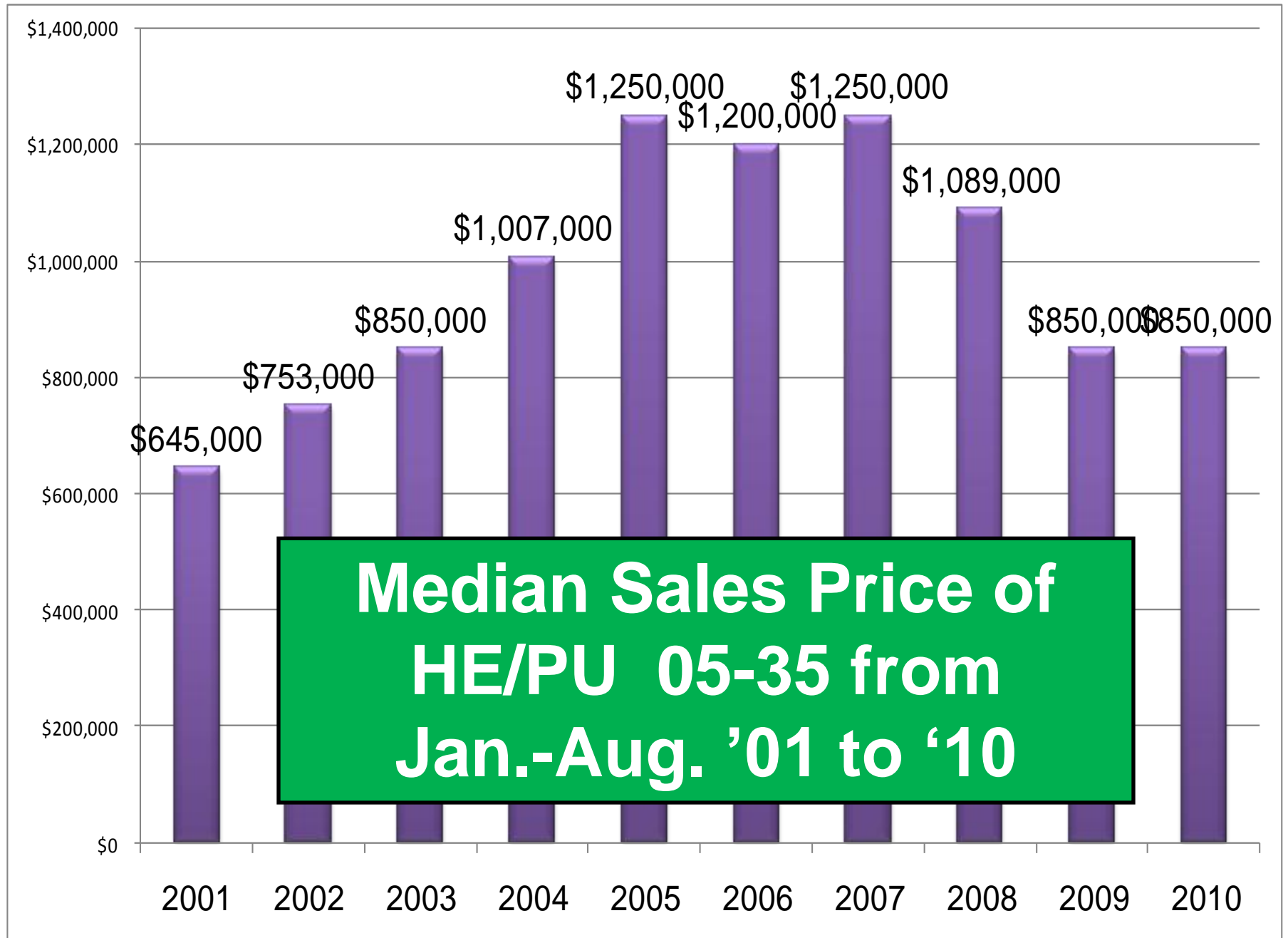






**Perspective
for Home Estates
2001-2010**





August 1-August 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 | 21 | \$11,191,012 | \$450,000 | \$532,905 | 78 | \$10,619,612 | \$425,000 | \$505,695 | 94.89 | 92.94 |
| List/Sold | 3 | \$1,274,500 | \$410,000 | \$424,833 | 108 | \$1,157,000 | \$400,000 | \$385,666 | 90.78 | 89.00 |
| Co-Broker | 18 | \$9,916,512 | \$450,000 | \$550,917 | 74 | \$9,462,612 | \$437,500 | \$525,700 | 95.42 | 93.44 |
| New | 55 | \$37,242,995 | \$575,000 | \$677,145 | 18 | | | | | |
| Pending | 29 | \$17,088,008 | \$490,000 | \$589,241 | 61 | | | | | |
| Withdrawn | 3 | \$3,198,100 | \$799,000 | \$1,066,033 | 363 | | | | | |
| Cancelled | 12 | \$7,542,000 | \$499,000 | \$628,500 | 166 | | | | | |
| Expired | 21 | \$12,467,999 | \$490,000 | \$593,714 | 221 | | | | | |
| Back On Market | 18 | \$9,340,700 | \$499,000 | \$518,927 | 154 | | | | | |
| Extended | 20 | \$14,929,700 | \$574,500 | \$746,485 | 152 | | | | | |
| Active In Range | 201 | \$161,830,685 | \$589,000 | \$805,127 | 139 | | | | | |
| Current Active | 162 | \$132,458,387 | \$589,000 | \$817,644 | 145 | | | | | |

CO August '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 | 21 | \$11,191,012 | \$450,000 | \$532,905 | 78 | \$10,619,612 | \$425,000 | \$505,695 | 94.89 | 92.94 |
| Pending | 29 | \$17,088,008 | \$490,000 | \$589,241 | 61 | | | | | |

CO August '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 | 31 | \$19,811,799 | \$439,000 | \$639,090 | 94 | \$17,392,100 | \$445,000 | \$561,035 | 87.79 | 78.62 |
| Pending | 37 | \$20,916,100 | \$475,000 | \$565,300 | 75 | | | | | |

Sold Listings

| List Price Range | Number of Listings | Average Days to Sold |
|-------------------------|--------------------|----------------------|
| \$250,000-\$299,999 | 1 | 22 |
| \$300,000-\$349,999 | 1 | 15 |
| \$350,000-\$399,999 | 3 | 20 |
| \$400,000-\$449,999 | 8 | 66 |
| \$450,000-\$499,999 | 2 | 306 |
| \$500,000-\$549,999 | 1 | 20 |
| \$550,000-\$599,999 | 1 | 8 |
| \$600,000-\$649,999 | 1 | 243 |
| \$800,000-\$849,999 | 1 | 22 |
| \$900,000-\$949,999 | 1 | 14 |
| \$1,100,000-\$1,199,999 | 1 | 106 |

The average price for the 21 properties is \$505,695.

The highest price is \$1,180,000.

661 Del Parque Dr #D

The median price is \$425,000.

The lowest price is \$258,640.

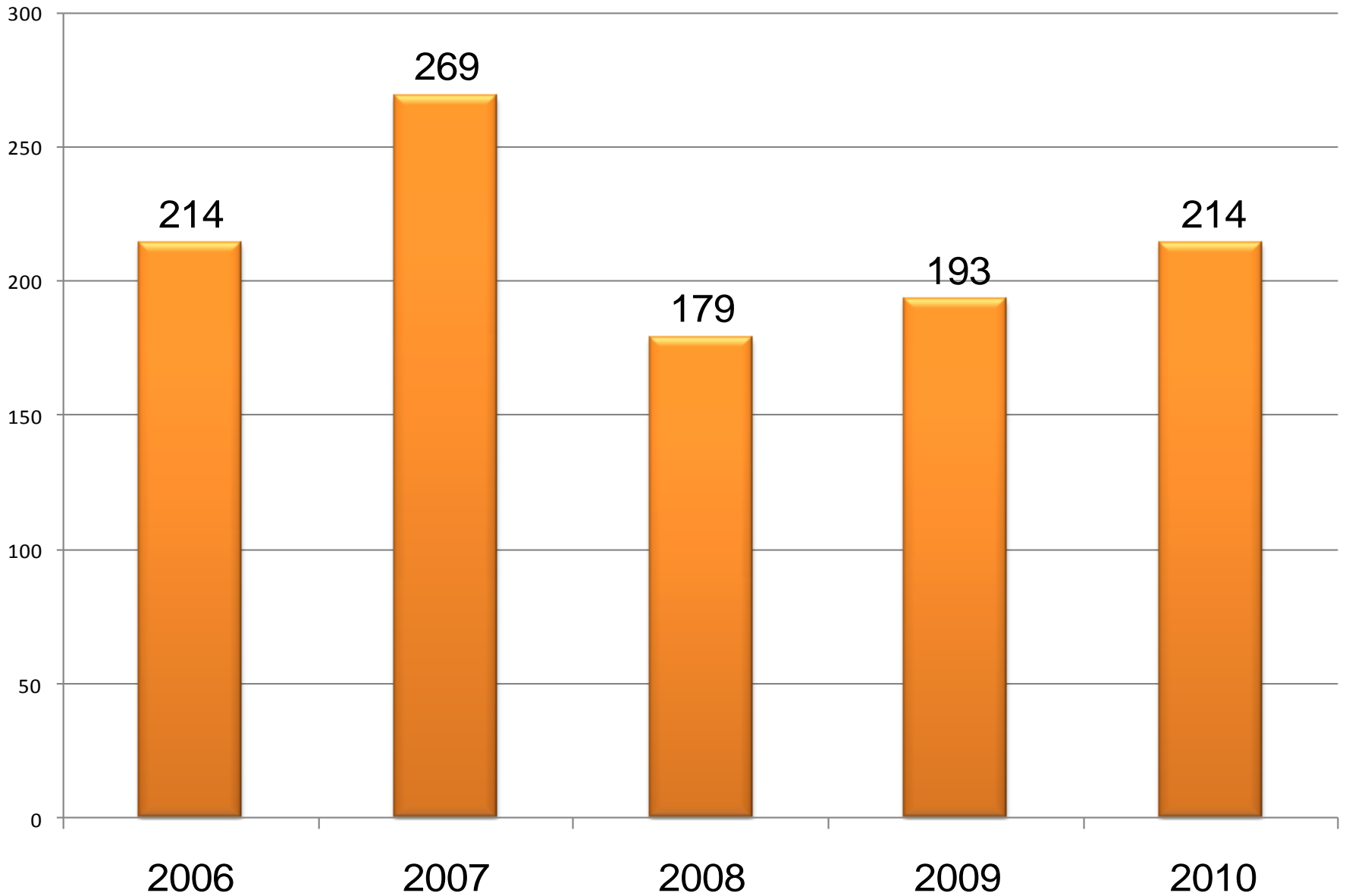
5920 Hickory St #3

The average Market Time is 78.

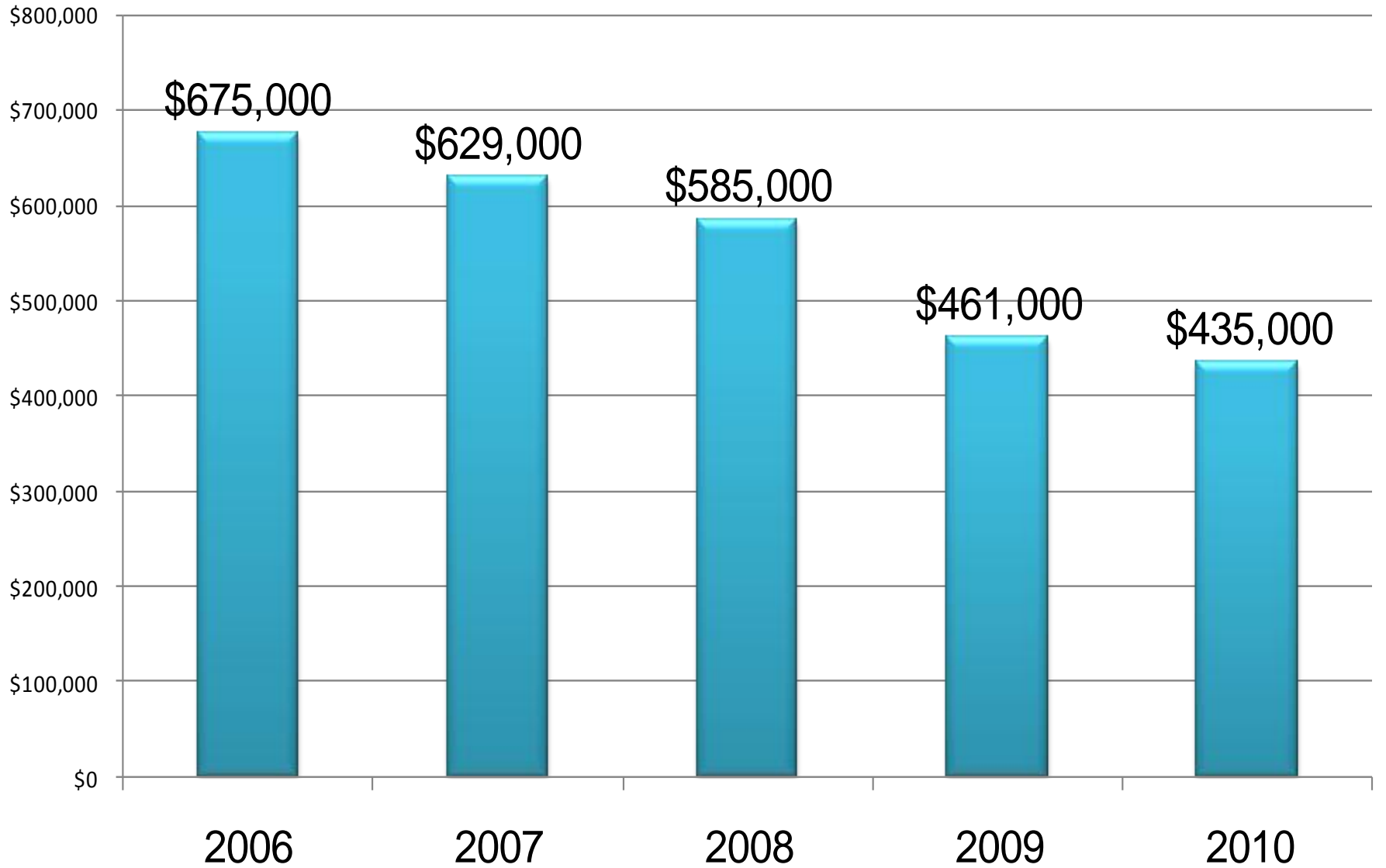
Condo Statistics

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

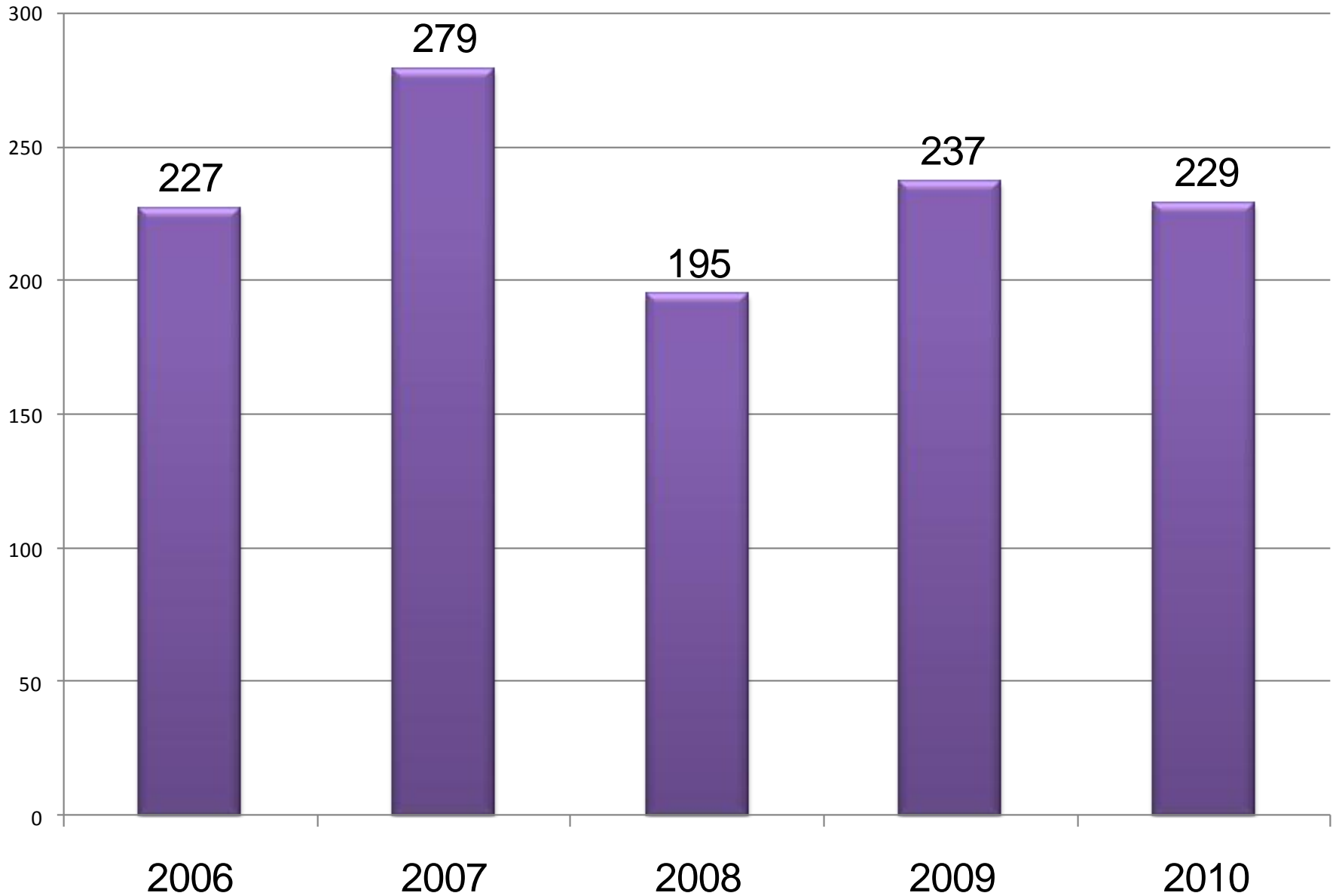
CO Sales Jan-Aug 2006-2010



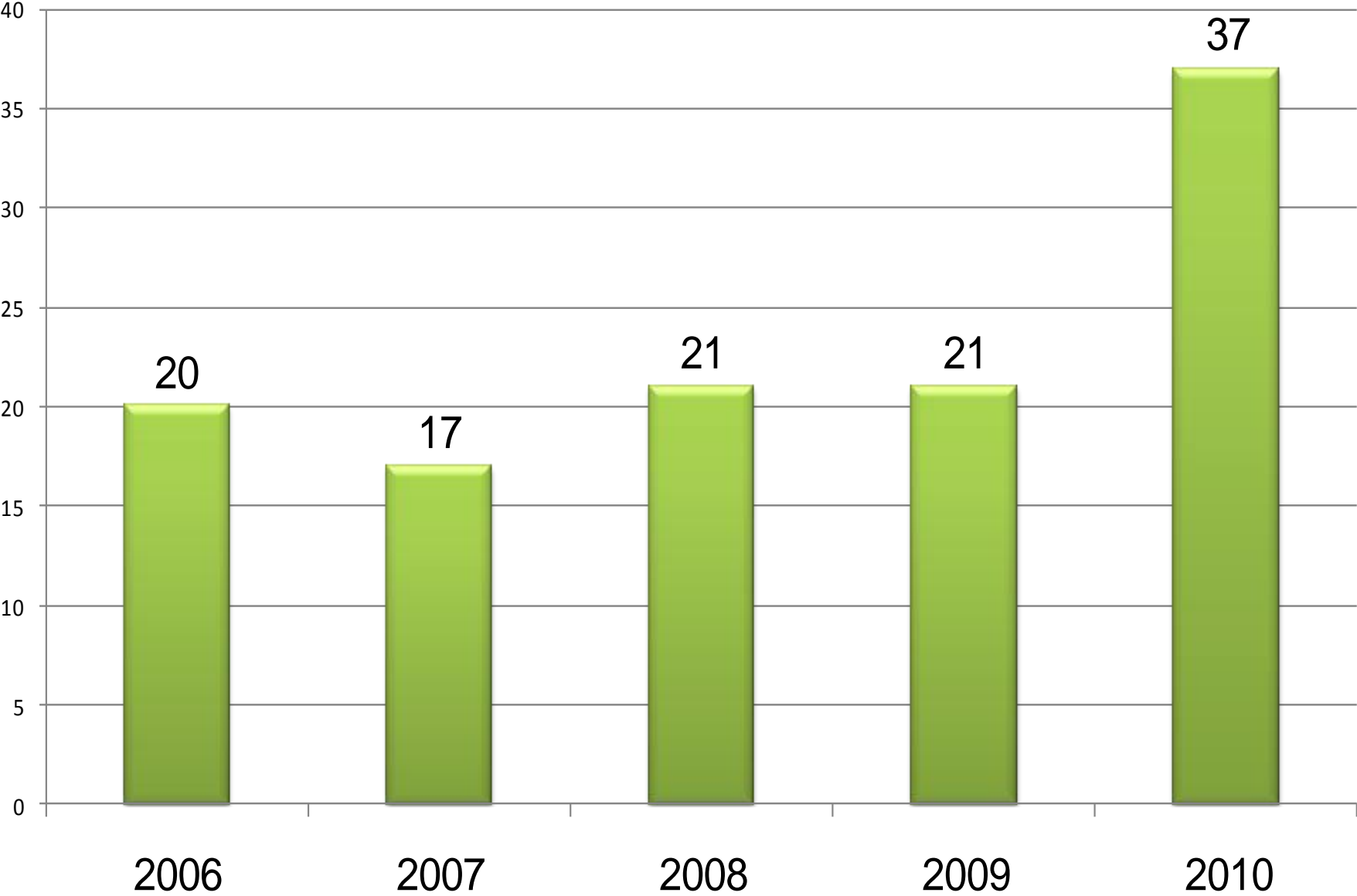
CO Median Sales Price Jan-Aug 2006-2010



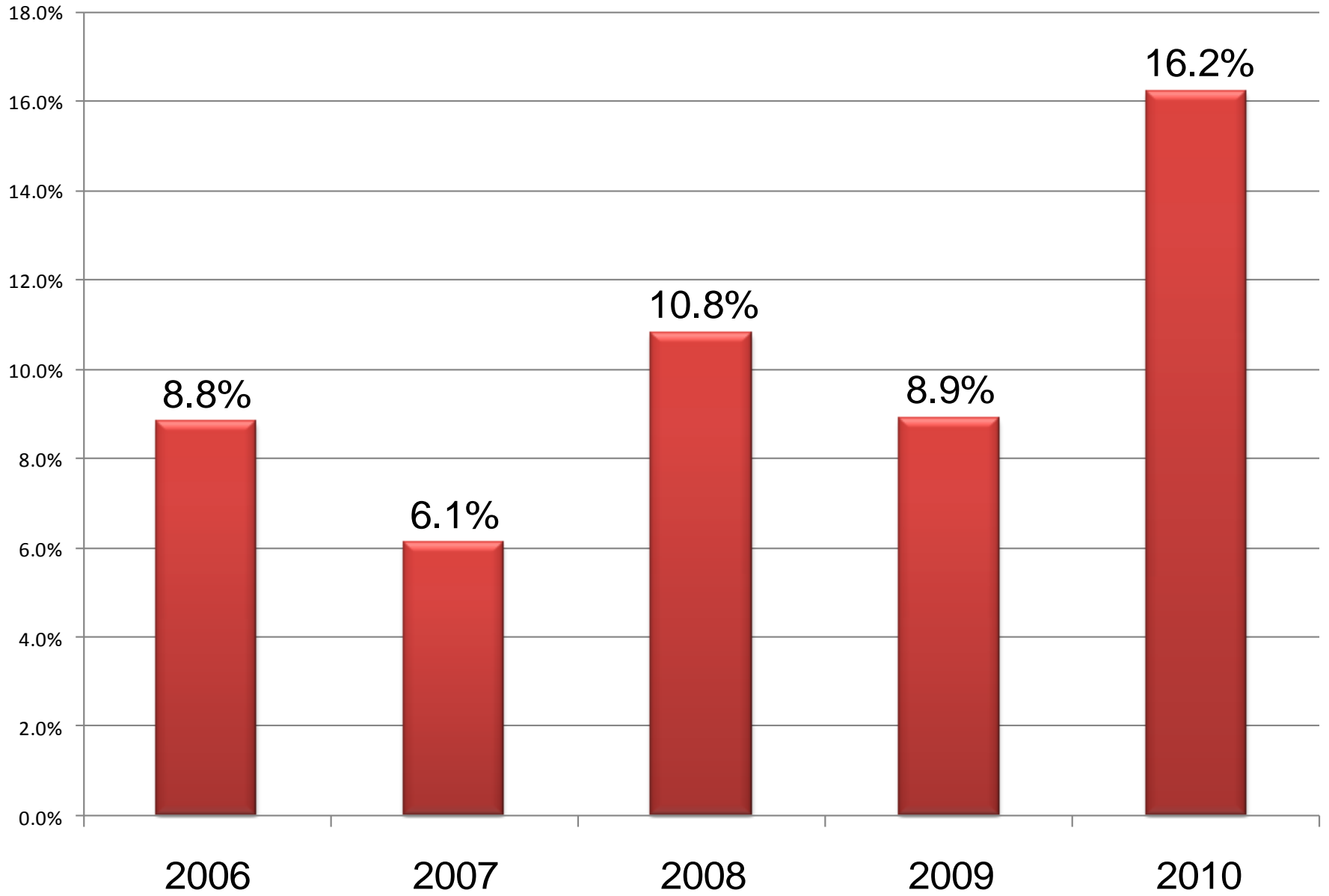
CO Pending Listings Jan-Aug 2006-2010



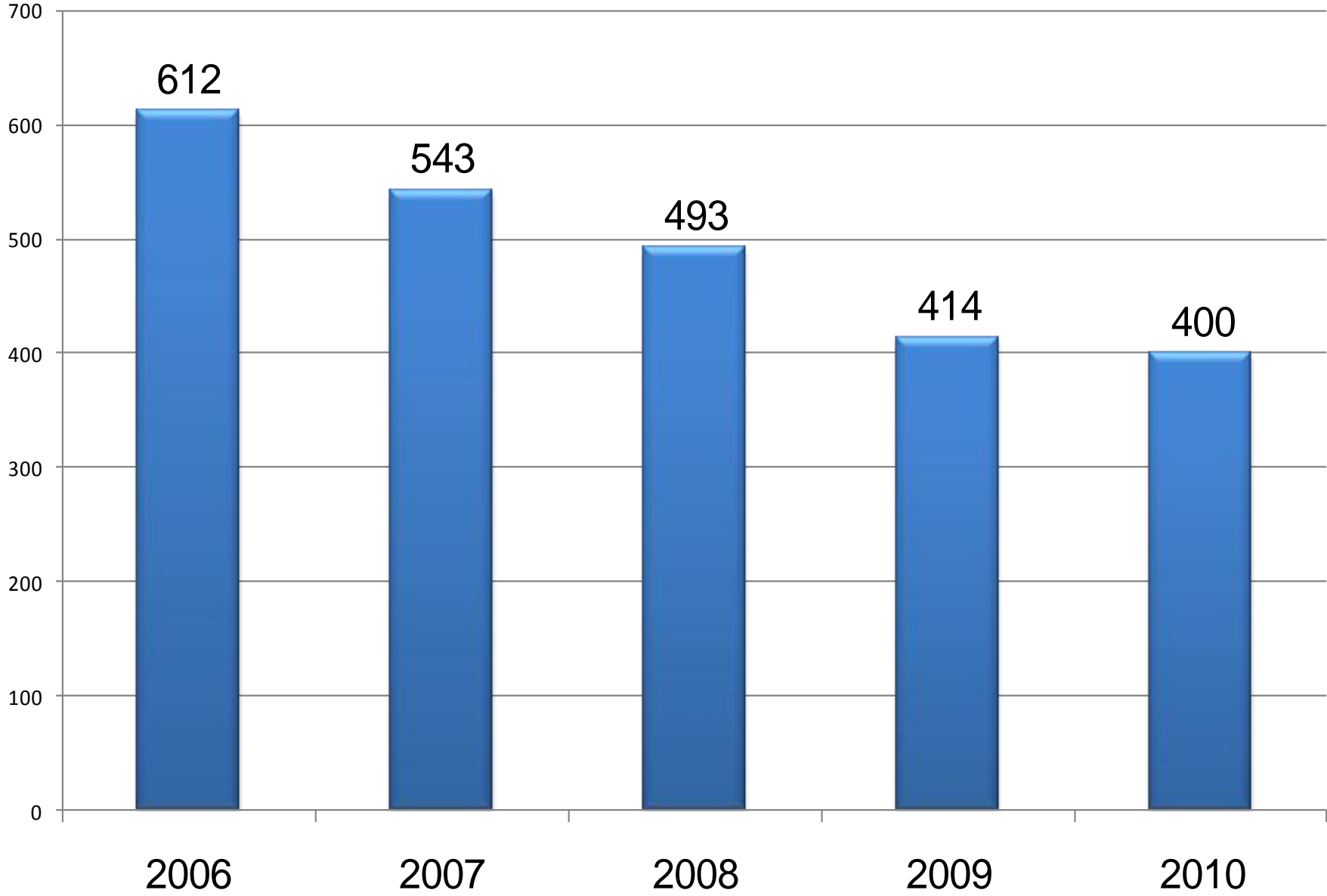
CO Fall Throughs Jan-Aug 2006-2010



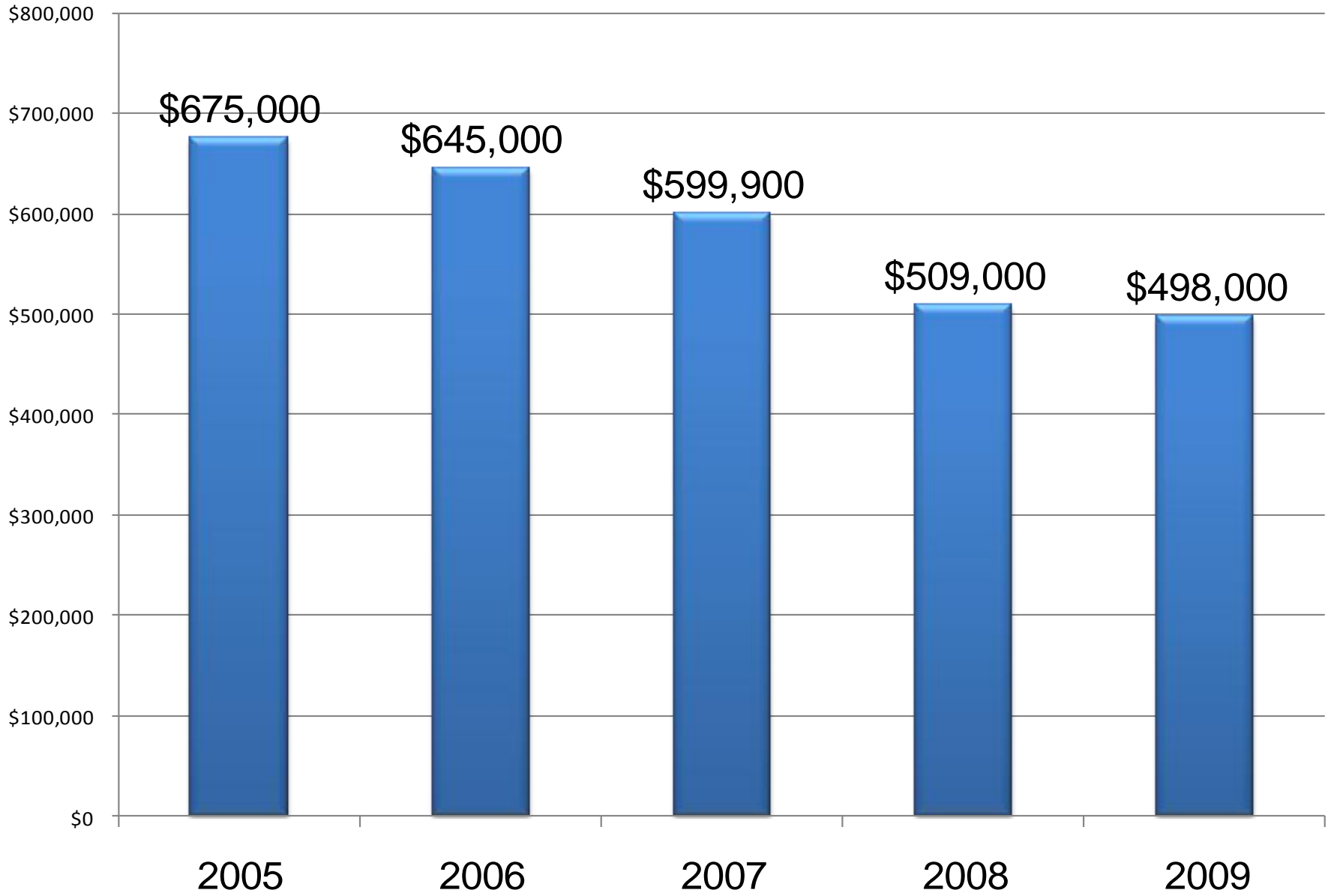
CO Fall Through Percentages Jan-Aug 2006-2010



CO New Listings Jan-Aug 2006-2010



CO Median List Price Jan-Aug 2006-2010



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

Active and Pending CO Listings

'09 vs. '10

- Total Active Listings
'09 611, '10 556, **DOWN -9.0%**
- New Listings
'09 414, '10 400, **DOWN -3.4%**
- New Listings Median List Price
'09 \$509,000, '10 \$498,000, **DOWN -2.2%**
- Properties that went into Escrow
'09 237, '10 229, **DOWN -3.4%**

Sold CO '09 vs.'10

- Number of Sold Properties

'09 193, '10 214 **UP** +10.9%

- Median Sales Prices

'09 \$461,000 '10 \$435,000 **DOWN** -5.6%

- Median Sales Prices w/o Montecito

'09 \$460,000 , '10 \$425,000 **DOWN** -7.6%

- Average Sold Price

'09 \$515,001 , '10 \$521,796 **UP** +1.3%

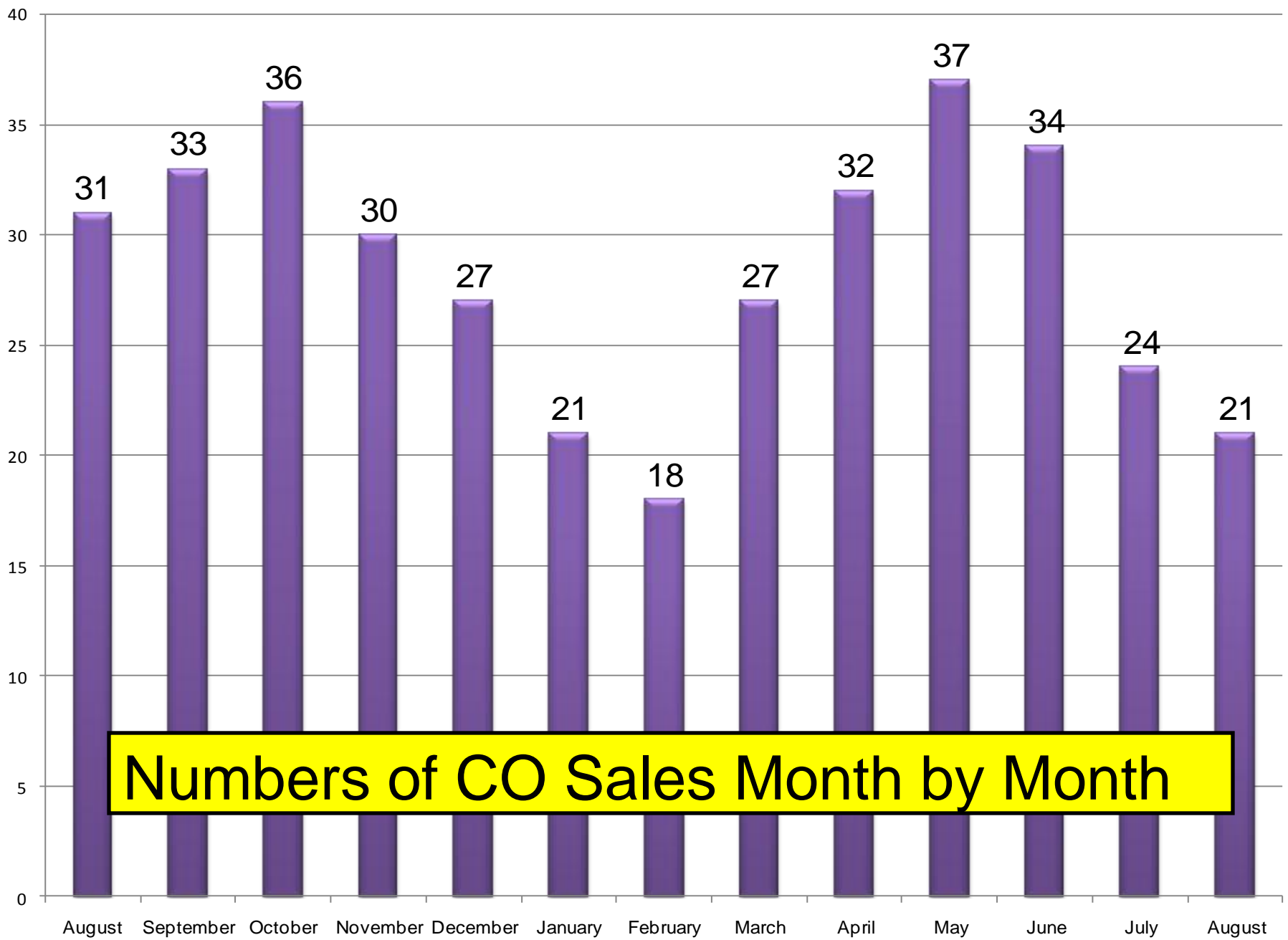
- Average Sold Price w/o Montecito

'09 \$508,165, '10 \$475,667 **DOWN** -6.4%

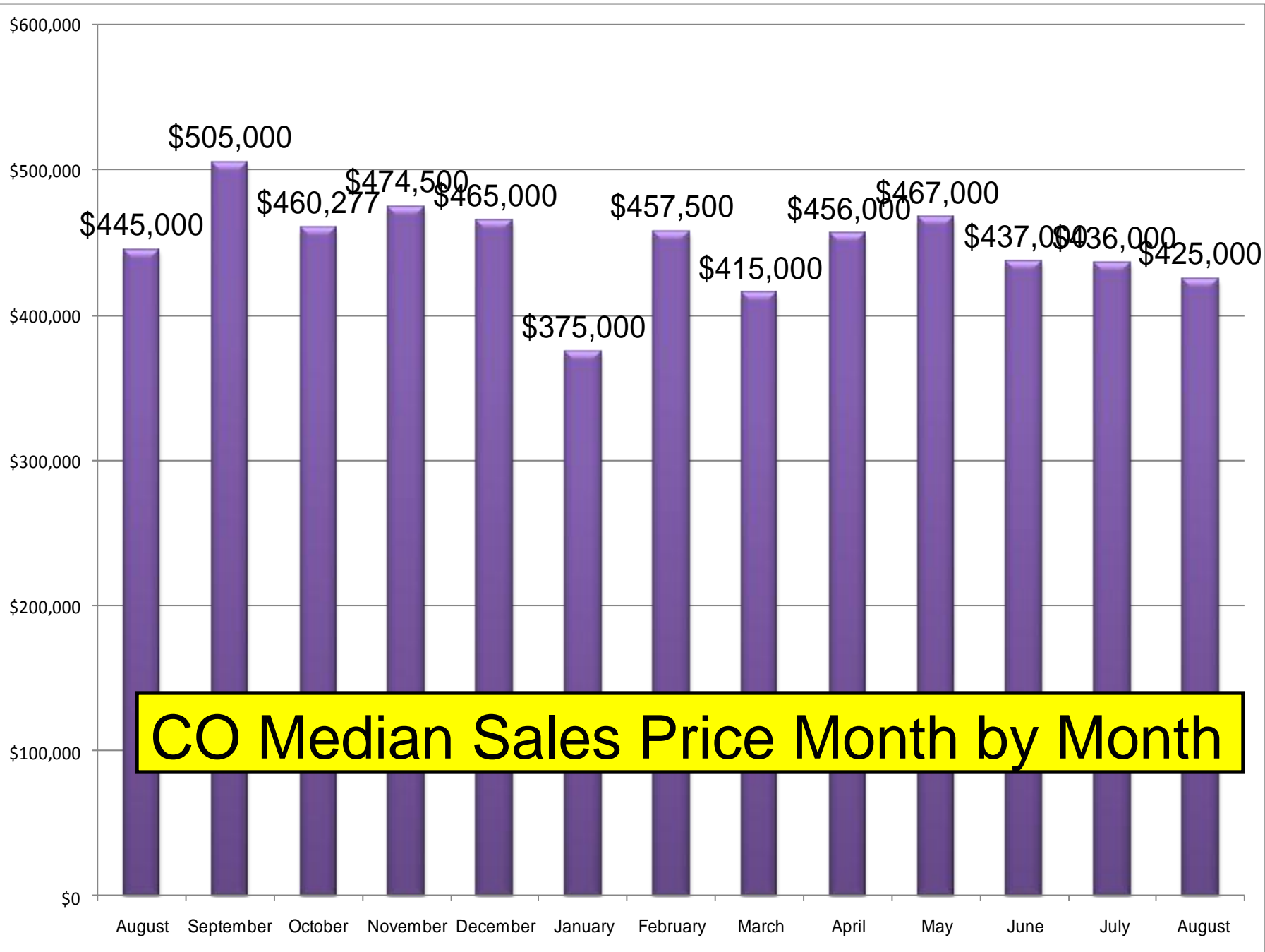
- Sold Volume

'09 \$99,395,363 , '10 \$111,664,522 **UP** +12.3%

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

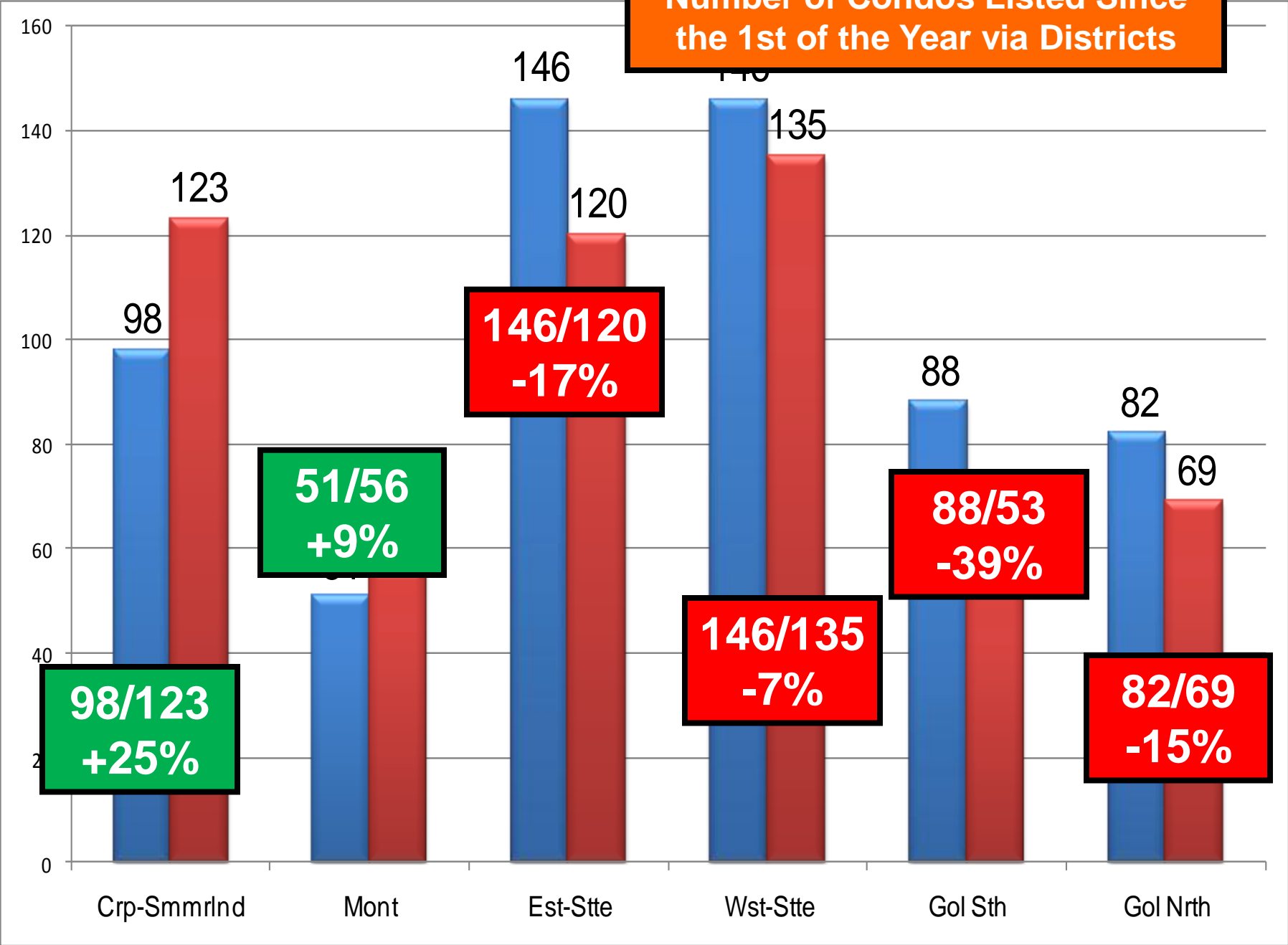


Numbers of CO Sales Month by Month

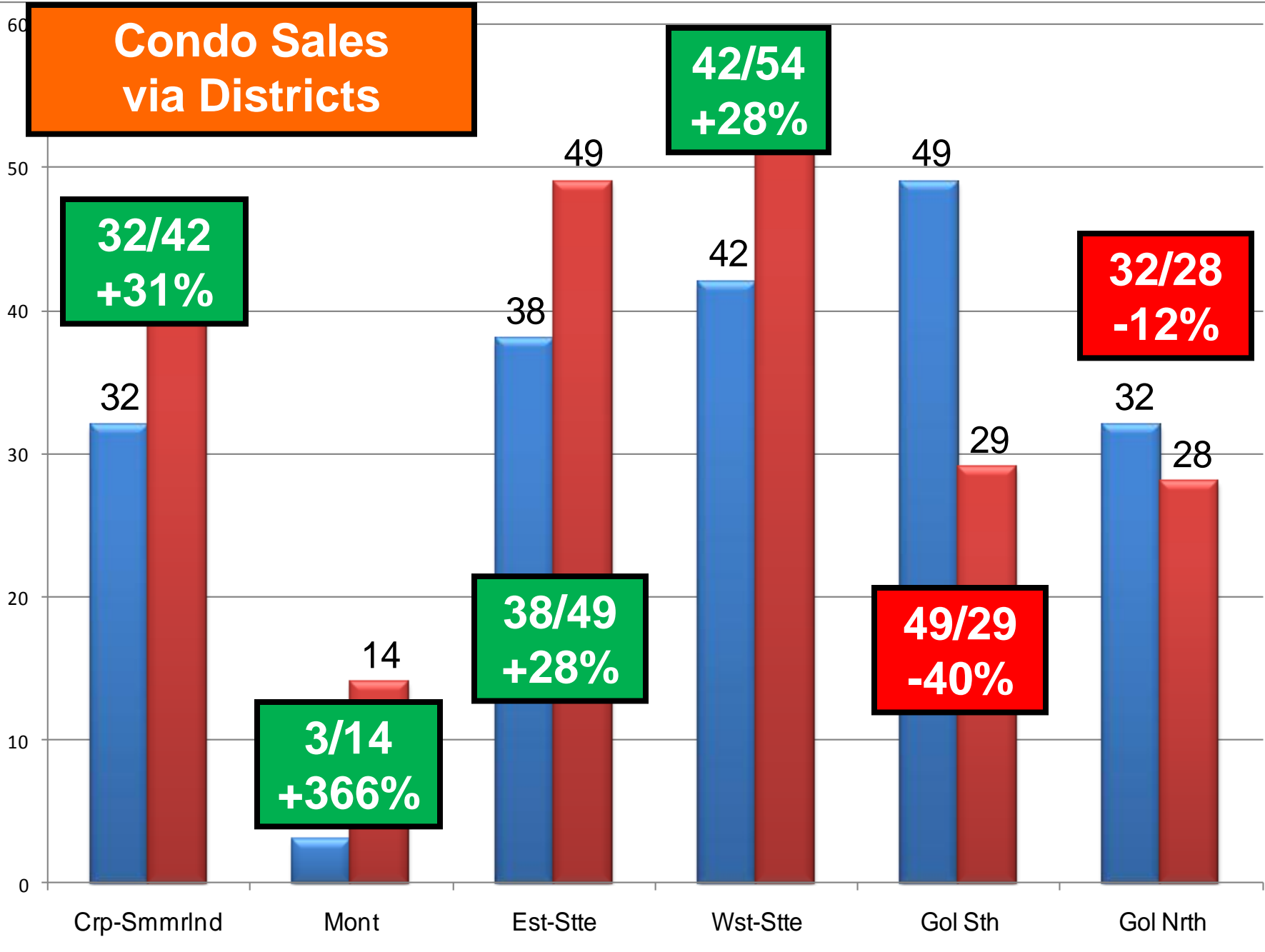


Condo District Stats

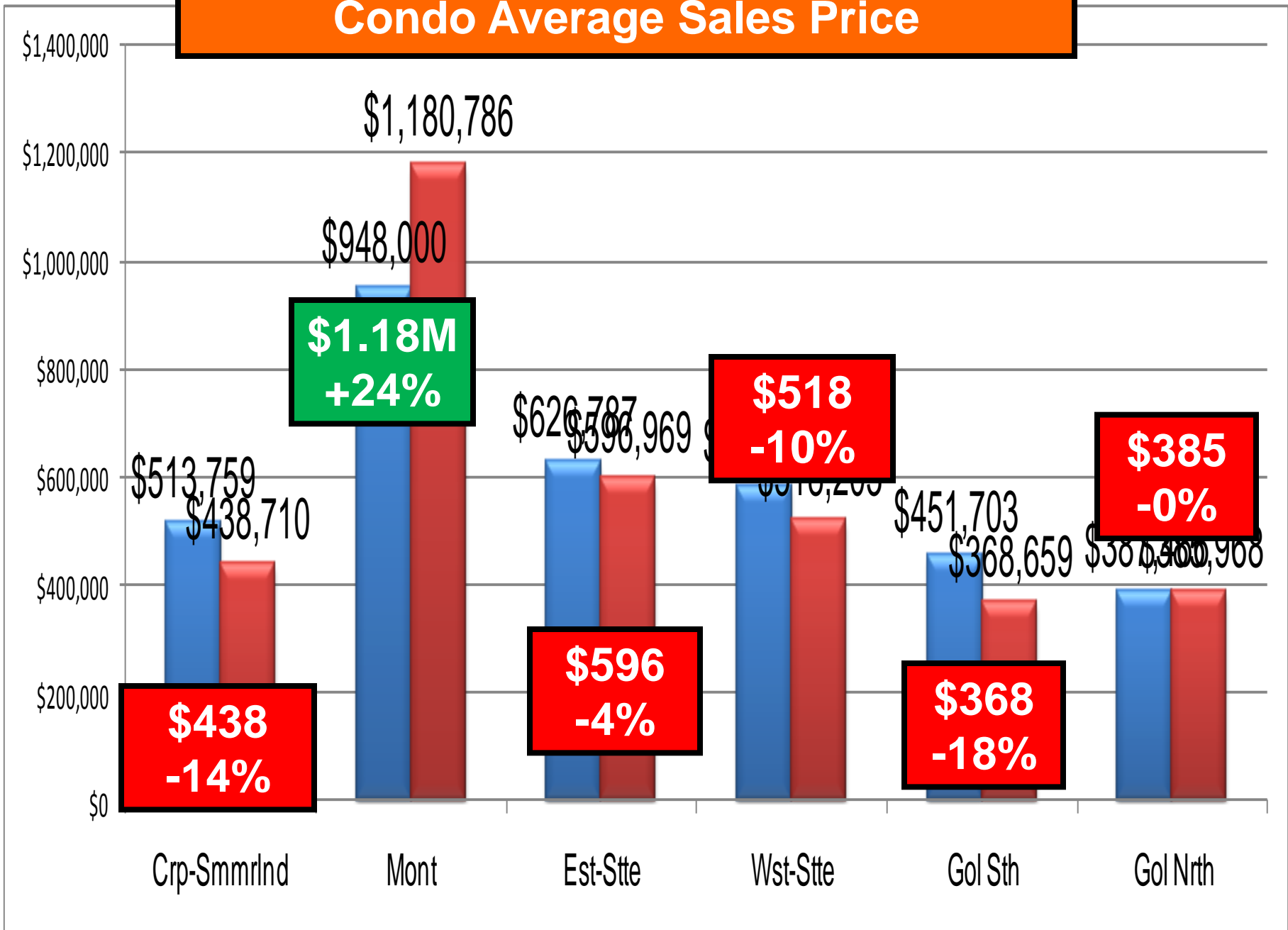
Number of Condos Listed Since the 1st of the Year via Districts

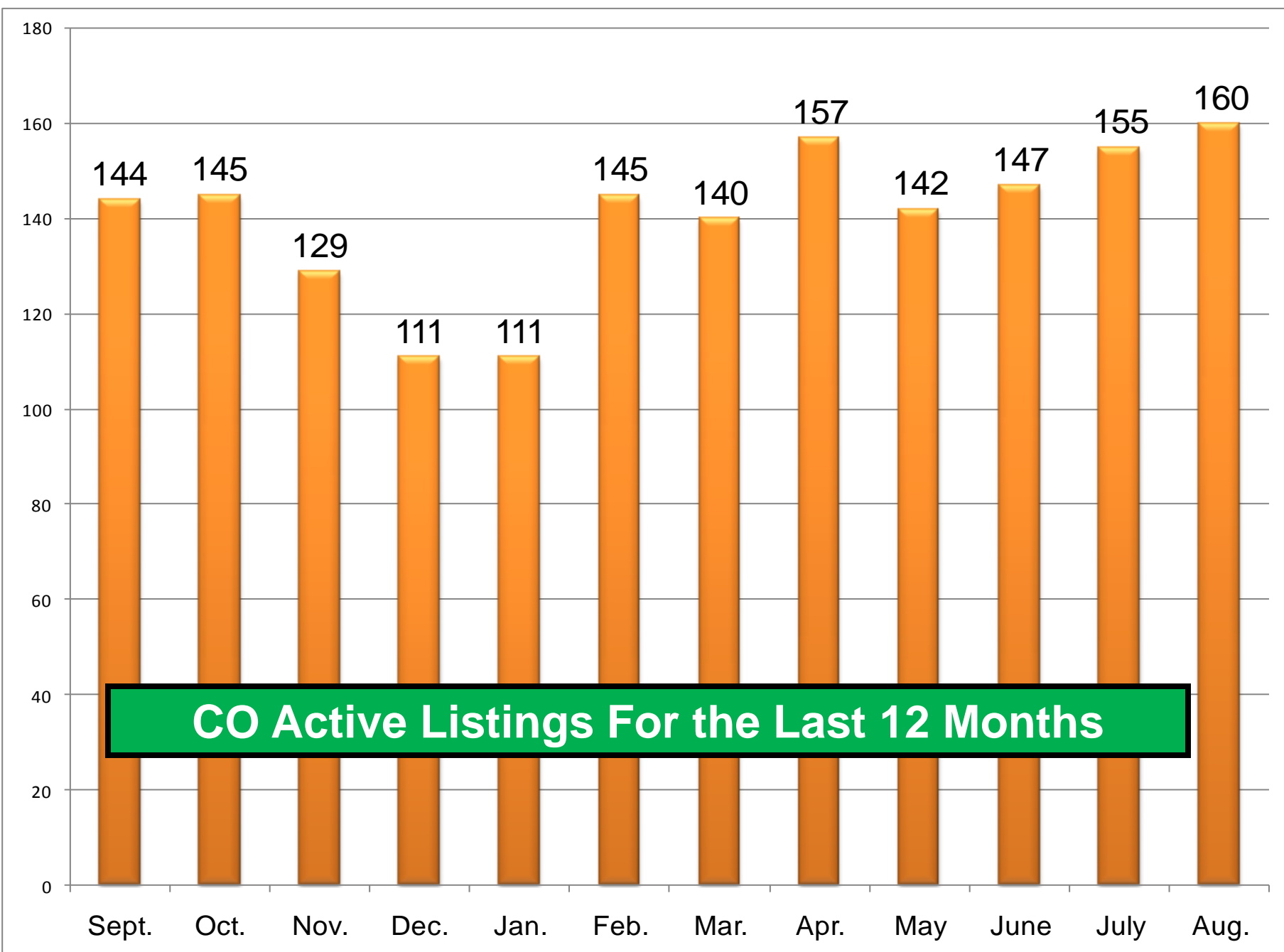


Condo Sales via Districts

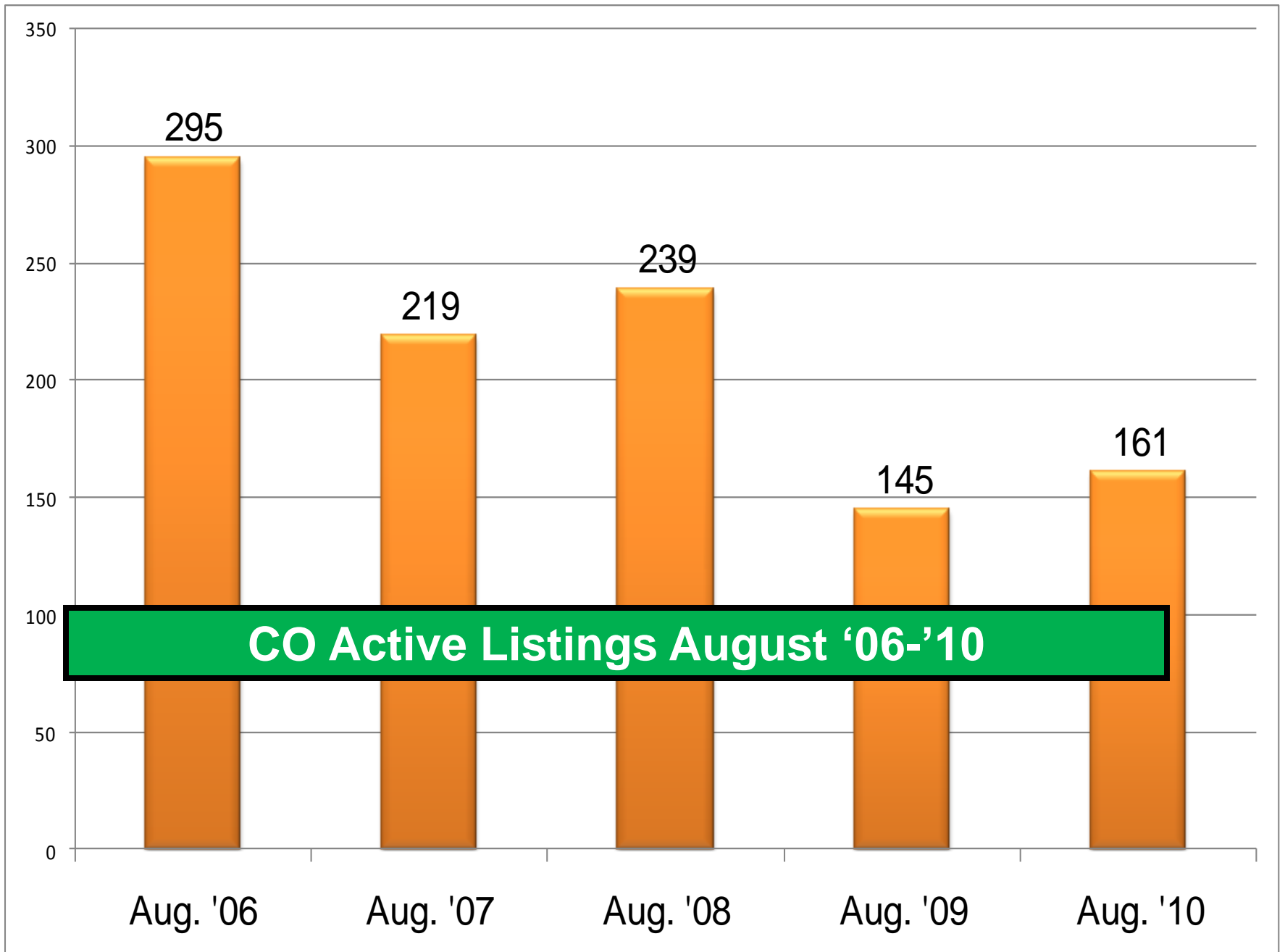


Condo Average Sales Price

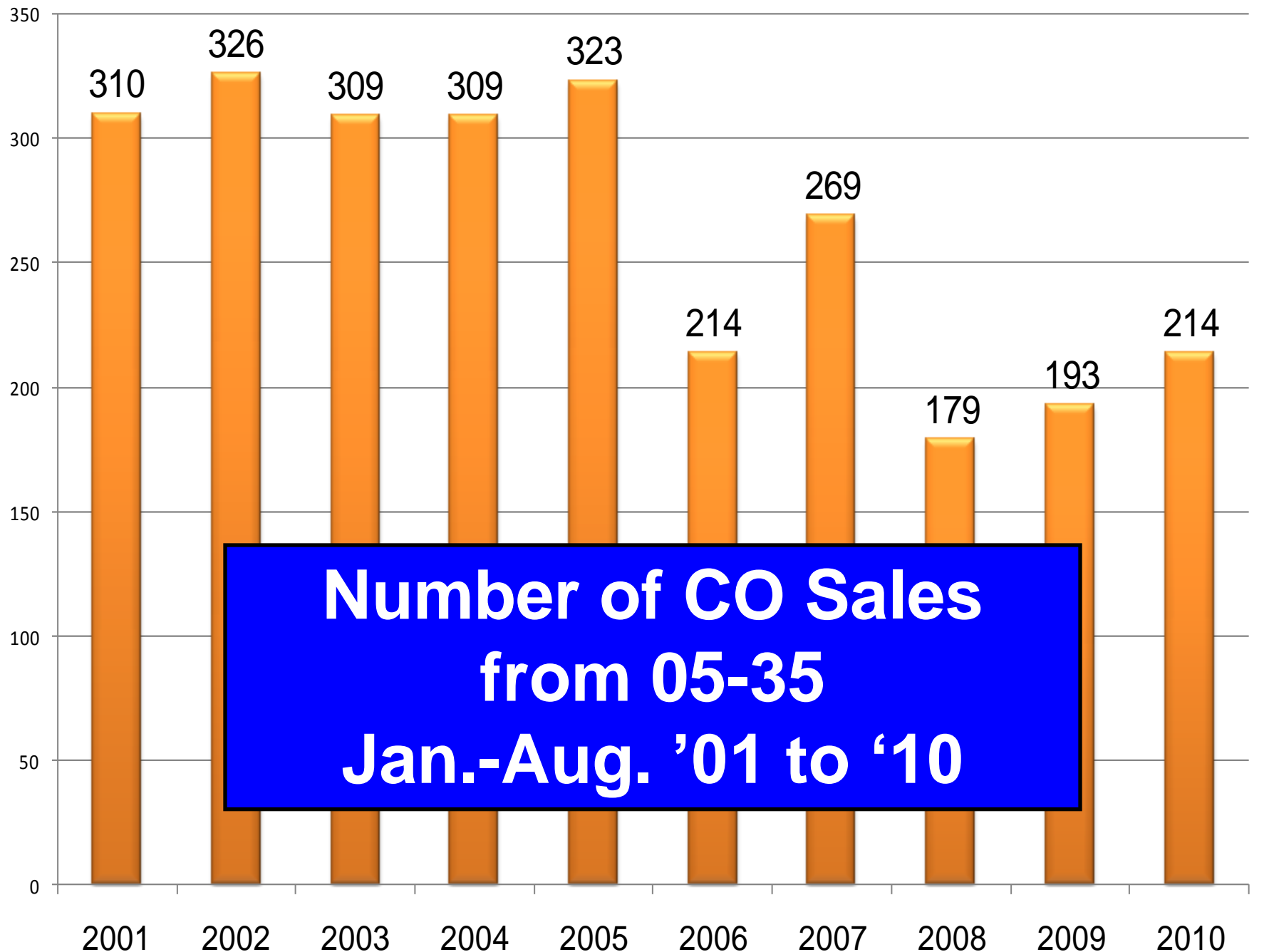


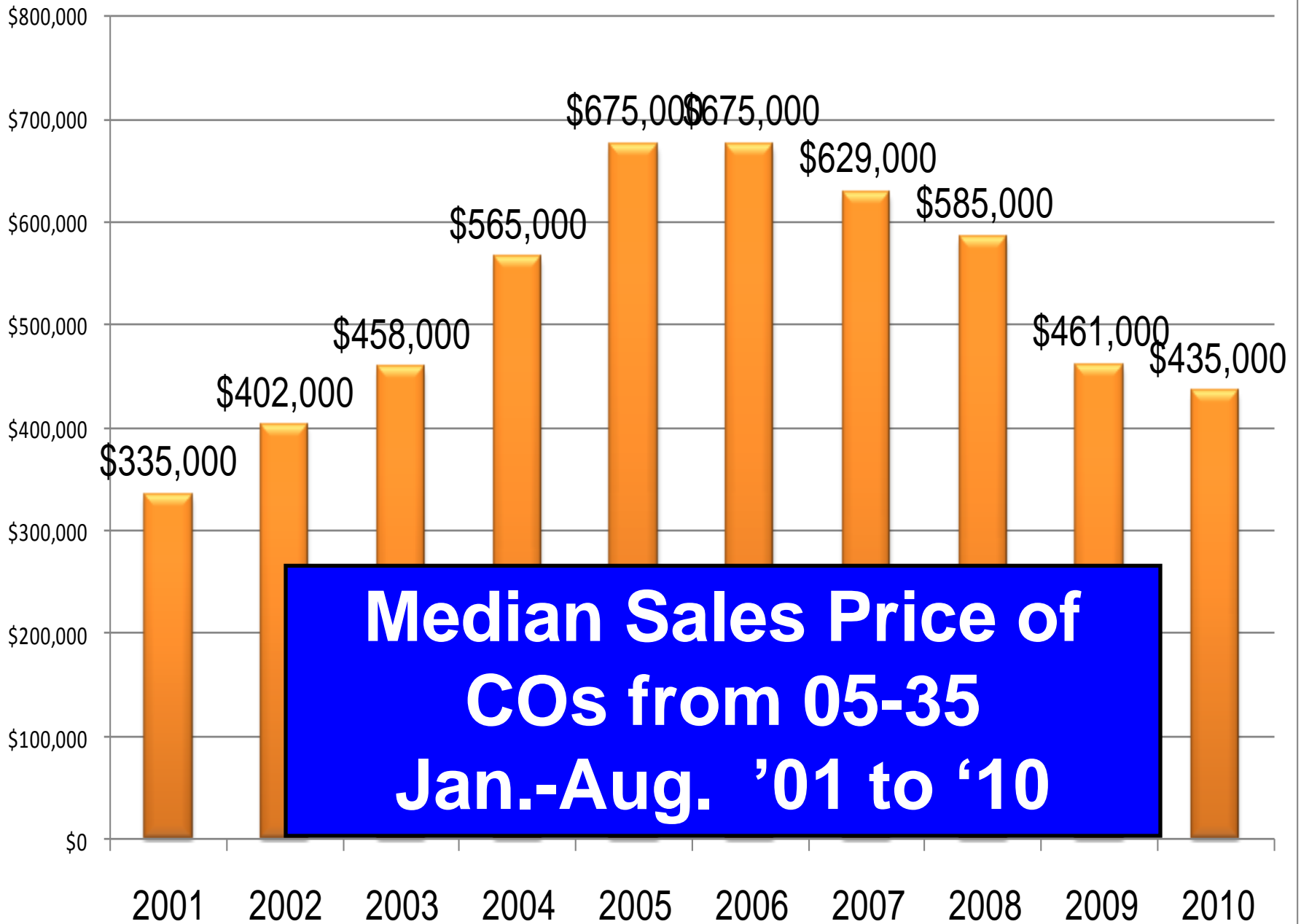


CO Active Listings For the Last 12 Months



**Perspective
for Condos
2001-2010**





**Compiled from
Santa Barbara
Multiple Listing Service Data
on 9/7/2010**

Statistics Through August '10