

**Compiled from  
Santa Barbara Multiple Listing Service Data  
on 3/5/2010**

Statistics Through February '10

# MLS vs CORT for Jan. '10

MLS 82 Sales 61 HE/PU – 21 CO

CORT 94 Sales

- 1 Residential Income
- 3 Closed in December
- 1 Closed in February
- 1 Closed in May
- 1 Land Sale
- 1 Expired
- 4 Cancelled
- 9 Not in MLS

**February 1-February 28**

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	45	\$63,695,300	\$829,000	\$1,415,451	92	\$56,016,575	\$795,000	\$1,244,812	87.94	79.71
List/Sold	11	\$10,343,000	\$825,000	\$940,272	67	\$10,050,000	\$760,000	\$913,636	97.17	94.08
Co-Broker	34	\$53,352,300	\$829,000	\$1,569,185	100	\$45,966,575	\$802,500	\$1,351,958	86.16	77.13
New	150	\$380,379,549	\$1,100,000	\$2,535,863	16					
Pending	64	\$91,134,495	\$895,000	\$1,423,976	94					
Withdrawn	15	\$40,819,500	\$1,195,000	\$2,721,300	154					
Cancelled	11	\$33,696,000	\$1,925,000	\$3,063,272	146					
Expired	43	\$109,852,900	\$1,699,000	\$2,554,718	235					
Back On Market	24	\$47,305,995	\$899,000	\$1,971,083	182					
Extended	50	\$168,714,795	\$1,595,000	\$3,374,295	170					
Active In Range	598	\$2,026,330,200	\$1,765,000	\$3,388,512	143					
Current Active	508	\$1,761,751,600	\$1,795,000	\$3,468,014	149					

## **HE/PU February '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	45	\$63,695,300	\$829,000	\$1,415,451	92	\$56,016,575	\$795,000	\$1,244,812	87.94	79.71
Pending	64	\$91,134,495	\$895,000	\$1,423,976	94					

## **HE/PU February '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	49	\$61,543,166	\$795,000	\$1,255,982	94	\$57,831,300	\$725,000	\$1,180,230	93.97	85.79
Pending	55	\$74,574,500	\$897,000	\$1,355,900	80					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$350,000-\$399,999	1	9
\$450,000-\$499,999	2	105
\$500,000-\$549,999	2	54
\$550,000-\$599,999	3	15
\$600,000-\$649,999	3	45
\$650,000-\$699,999	4	45
\$700,000-\$749,999	1	46
\$750,000-\$799,999	7	124
\$800,000-\$849,999	3	74
\$850,000-\$899,999	2	61
\$900,000-\$949,999	1	1
\$950,000-\$999,999	1	12

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	1	34
\$1,100,000-\$1,199,999	3	142
\$1,300,000-\$1,399,999	1	110
\$1,400,000-\$1,499,999	2	19
\$1,600,000-\$1,699,999	1	85
\$1,700,000-\$1,799,999	3	74
\$2,000,000-\$2,249,999	2	40
\$2,250,000-\$2,499,999	1	158
\$5,000,000+	1	1037

The average price for the 45 properties is \$1,244,812.

The highest price is \$12,943,000.

1169 Hill Rd

The median price is \$795,000.

The lowest price is \$374,325.

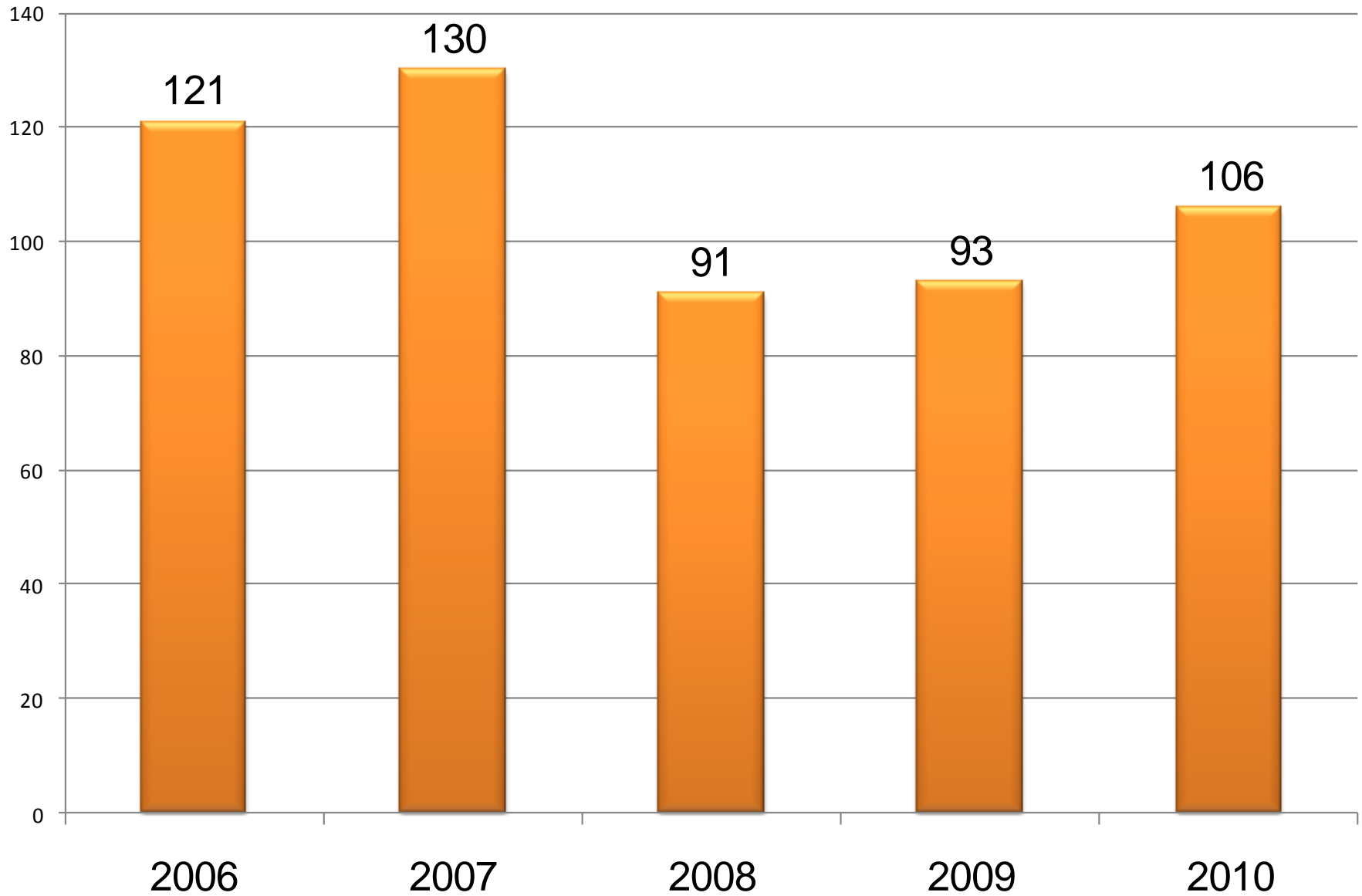
5694 Alondra Dr

The average Market Time is 92.

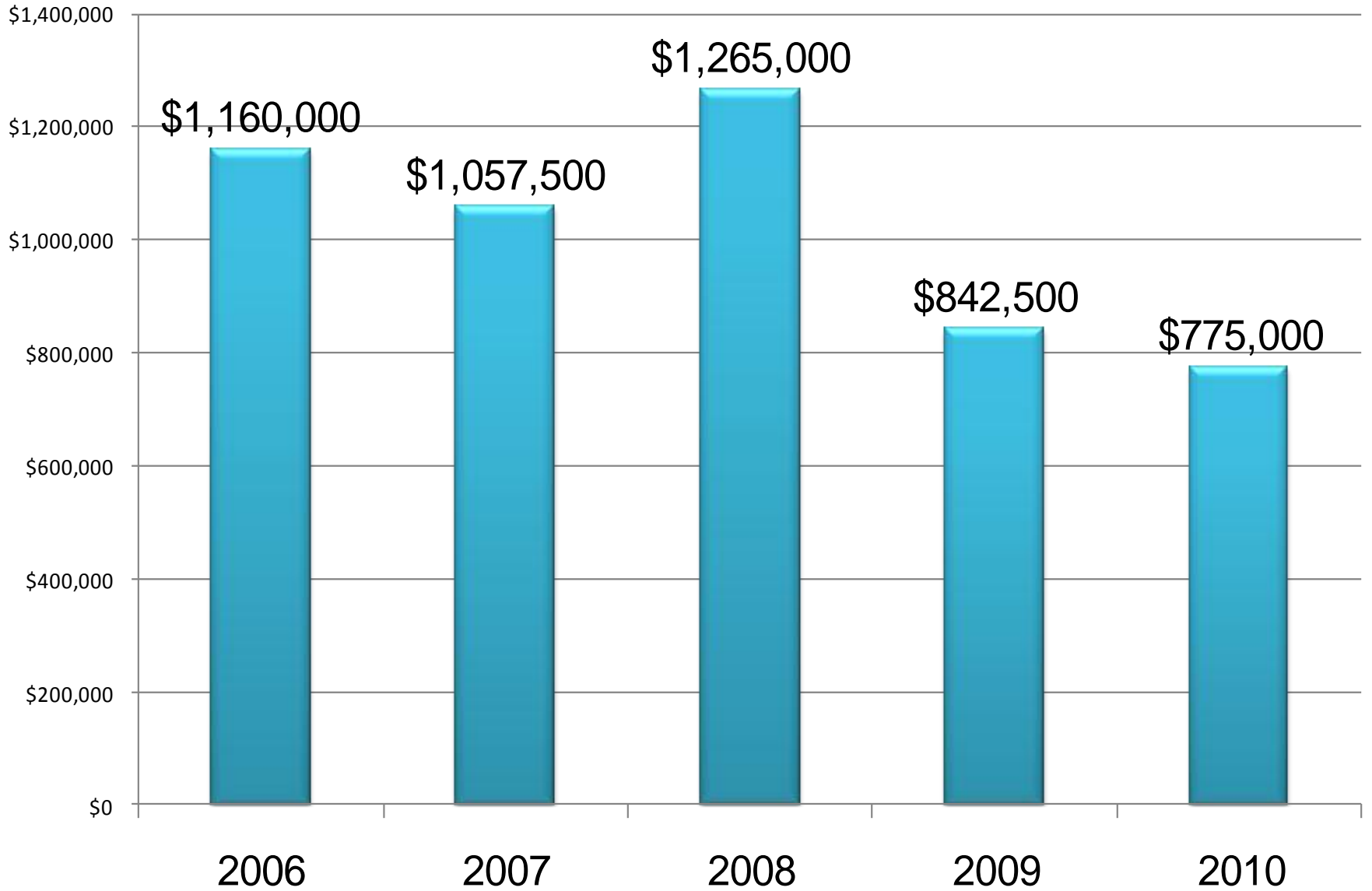
# Home Estate/PUD

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

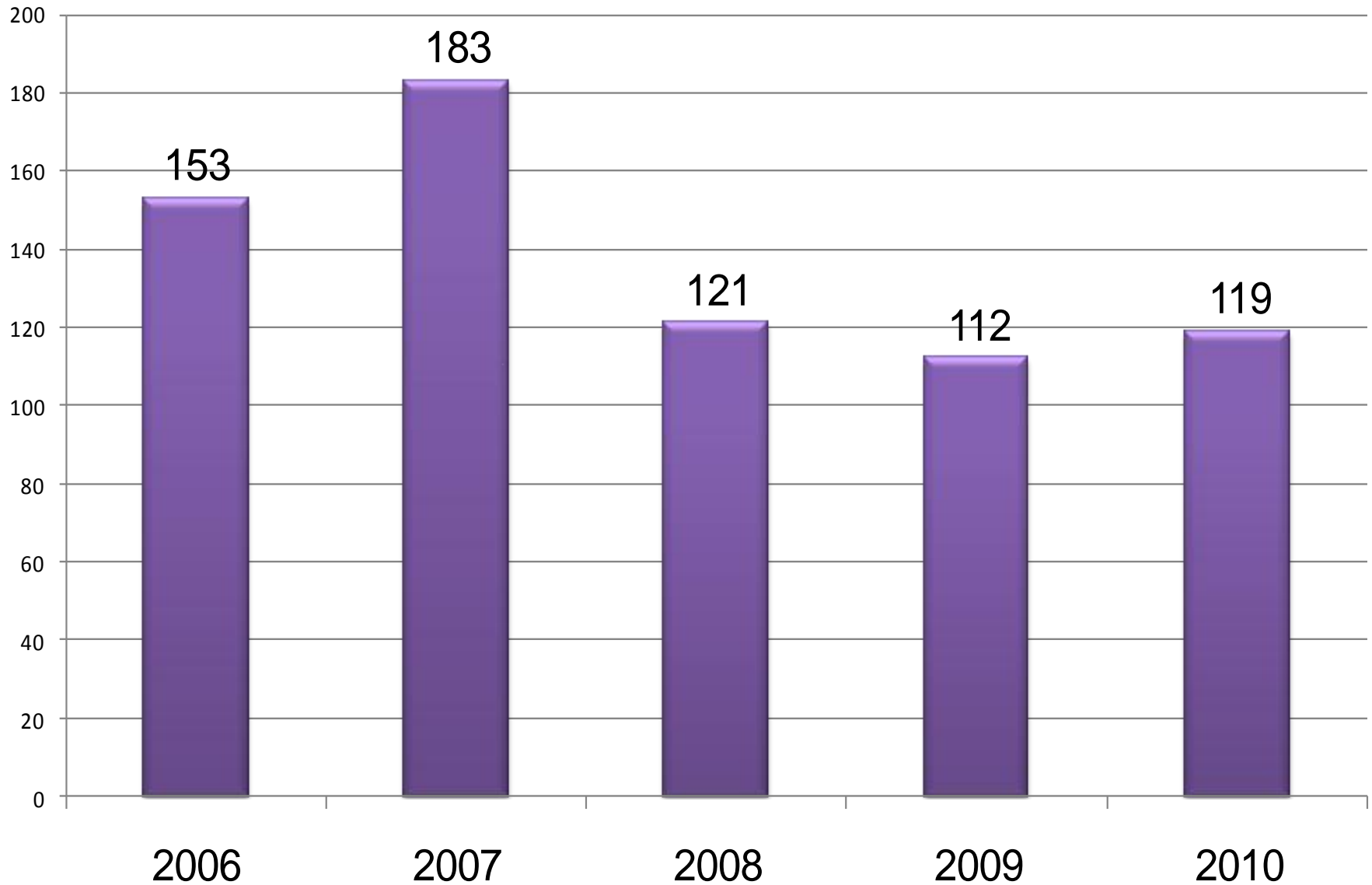
# HE/PU Sales Jan-Feb 2006-2010



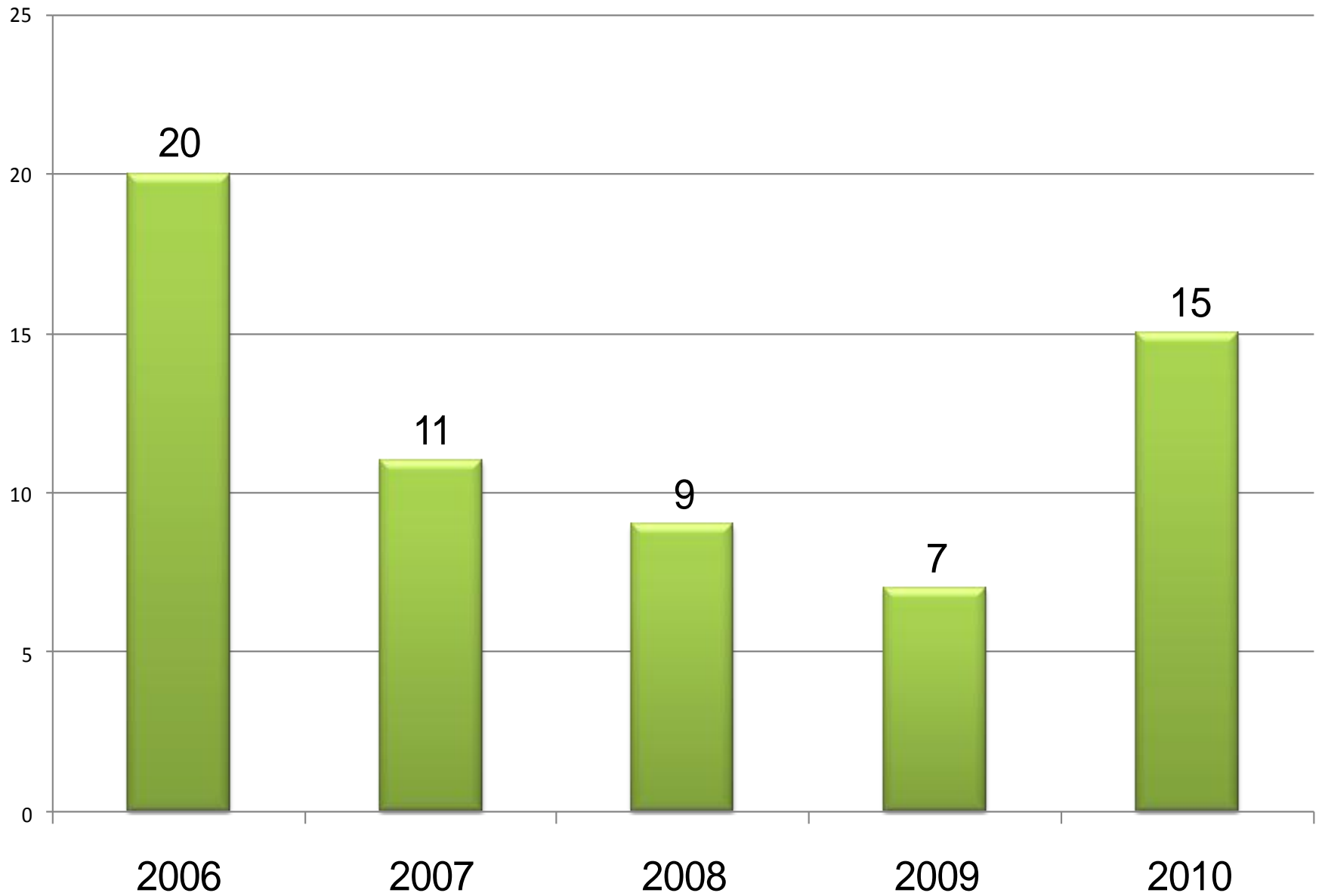
## HE/PU Median Sales Price Jan-Feb 2006-2010



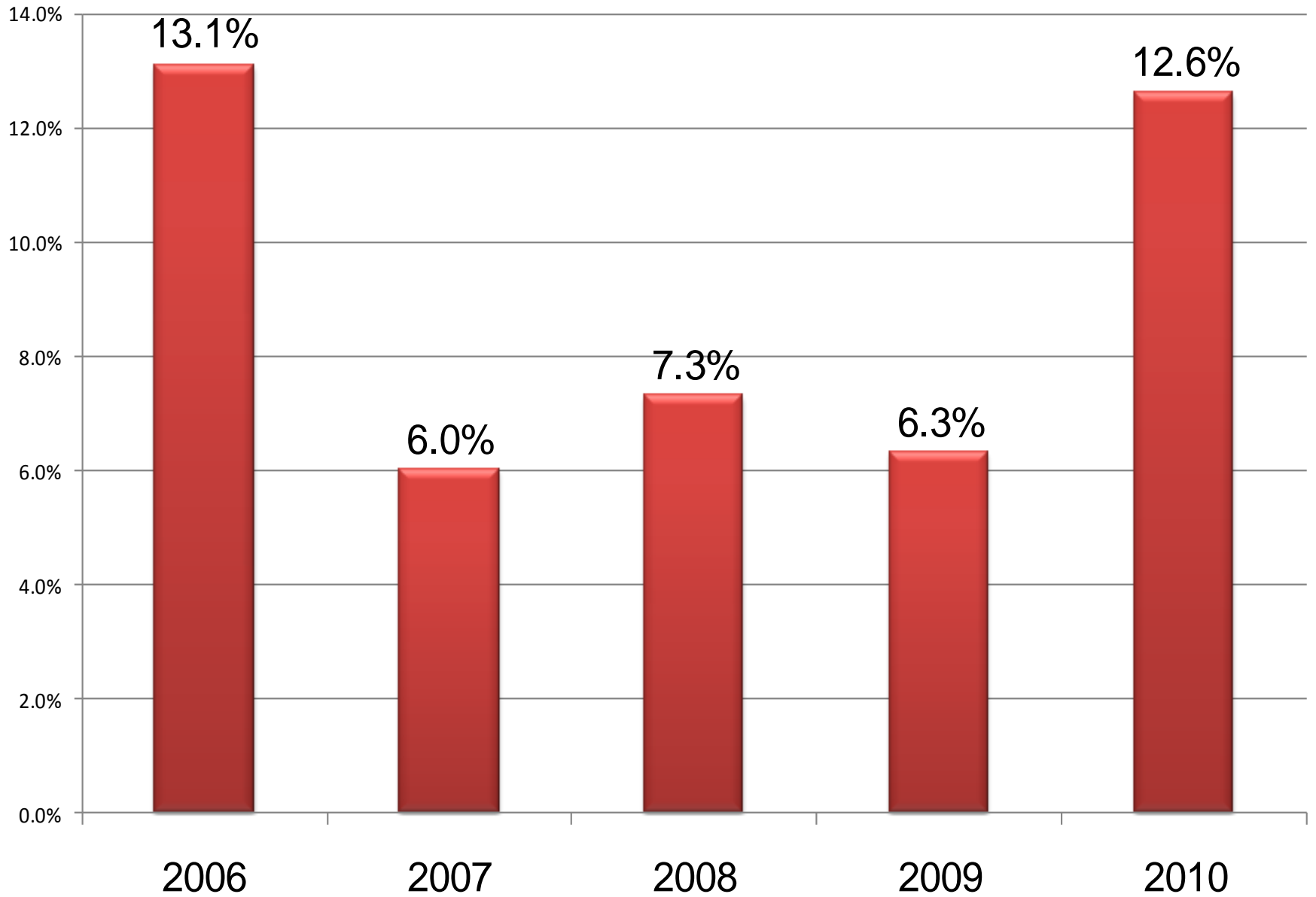
## HE/PU Pending Listings Jan-Feb 2006-2010



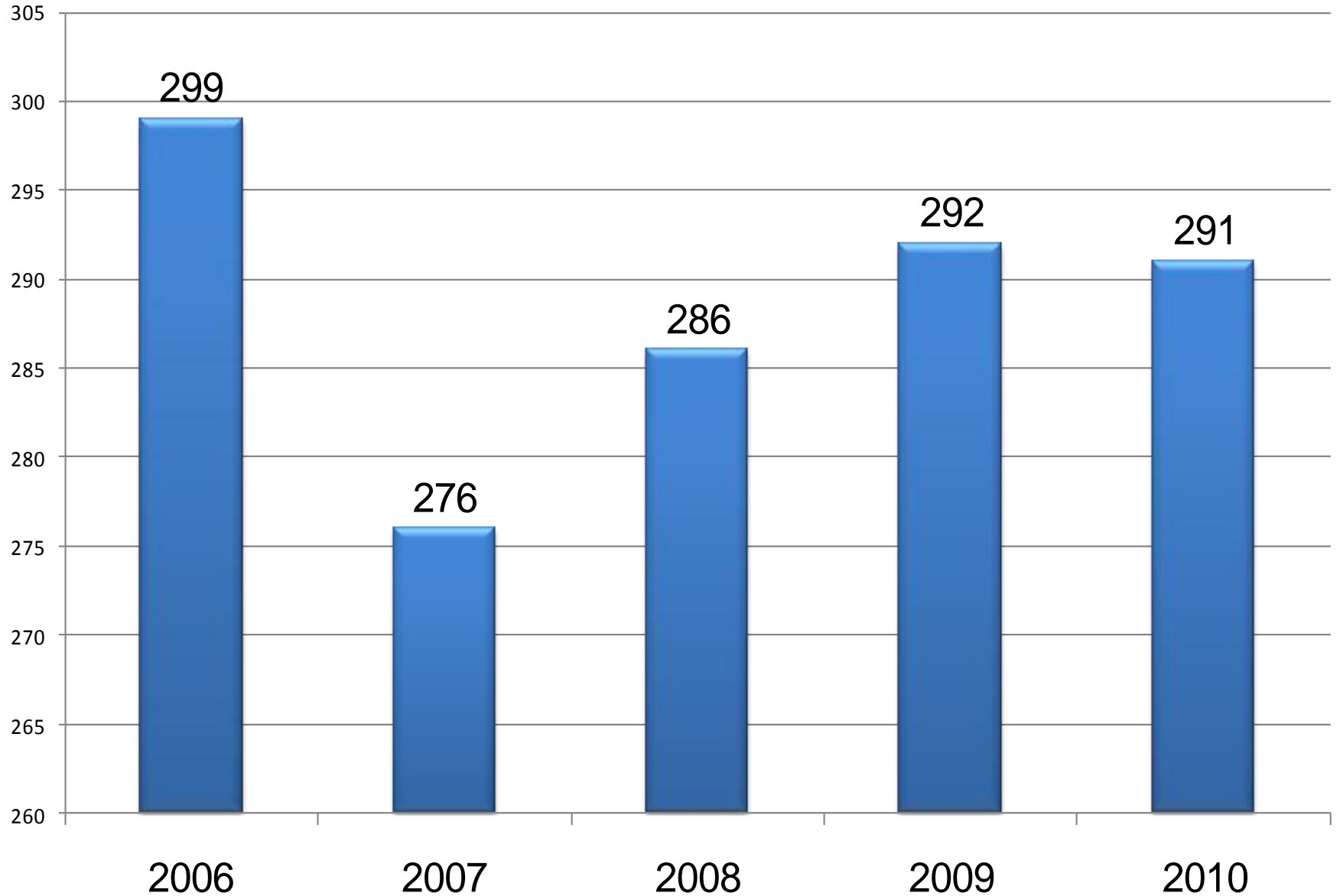
## HE/PU Fall Throughs Jan-Feb 2006-2010



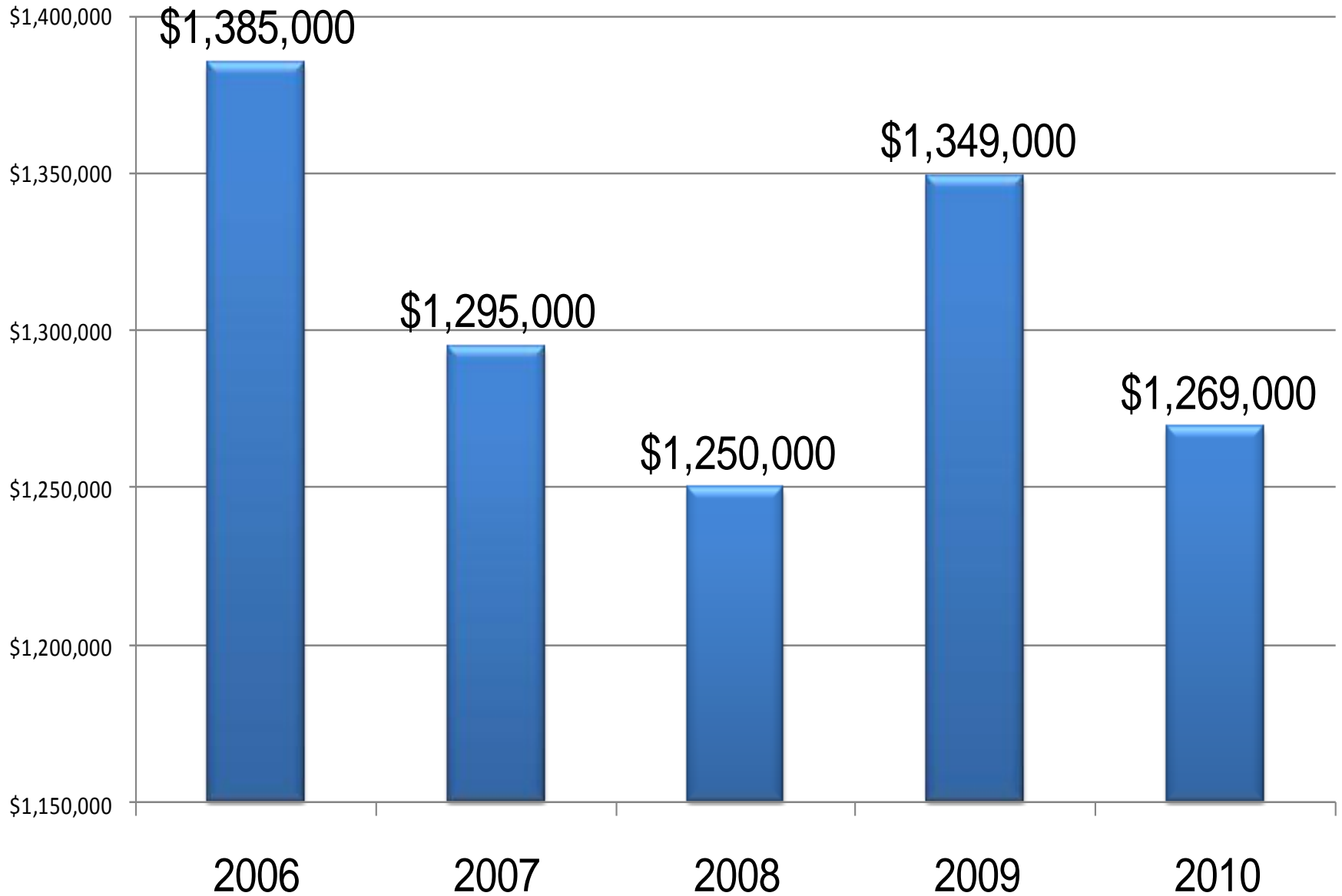
# He/PU Fall Through Percentages Jan-Feb 2006-2010



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



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



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

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

- Total Active Listings

'09 880, '10 827 **DOWN** -6.0%

- New Listings

'09 292, '10 291, **DOWN** -0.3%

- New Listings Median List Price'09

\$1,349,000, '10 \$1,269,000, **DOWN** -5.9%

- Properties that went into Escrow

'09 112, '10 119 **UP** +6.3%

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

- Number of Sold Properties

'09 93, '10 106 **UP** +14.0%

- Median Sales Prices

'09 \$842,500 '10 \$775,000 **DOWN** -8.0%

- Median Sales Prices w/o Hope Ranch/Montecito

'09 \$715,000, '10 \$760,000 **UP** +6.3%

- Average Sold Price

'09 \$1,131,365 '10 \$1,283,120 **UP** +13.4%

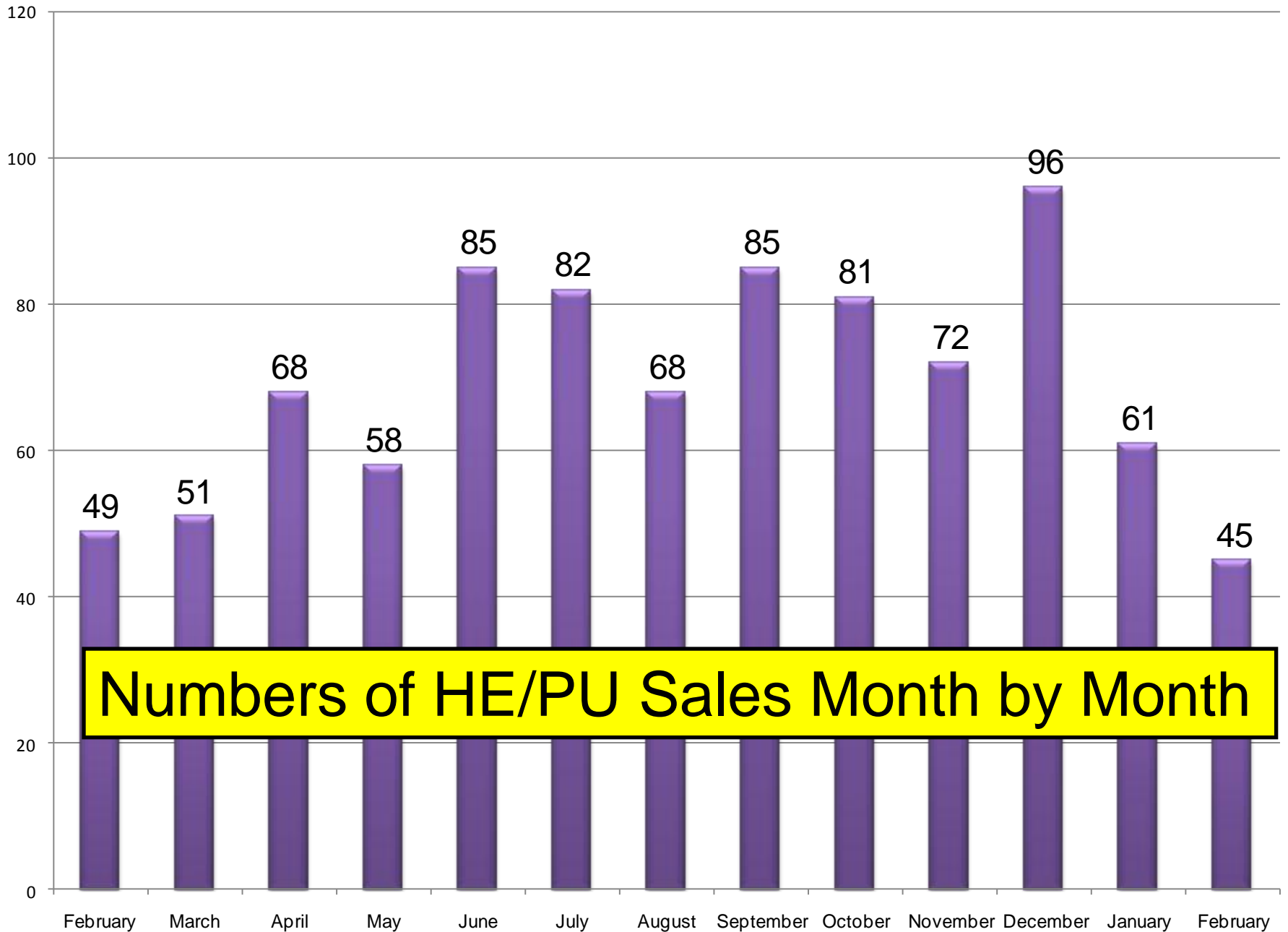
- Average Sold Price w/o Hope Ranch/Montecito

'09 \$866,227, '10 \$861,690 **DOWN** -0.5%

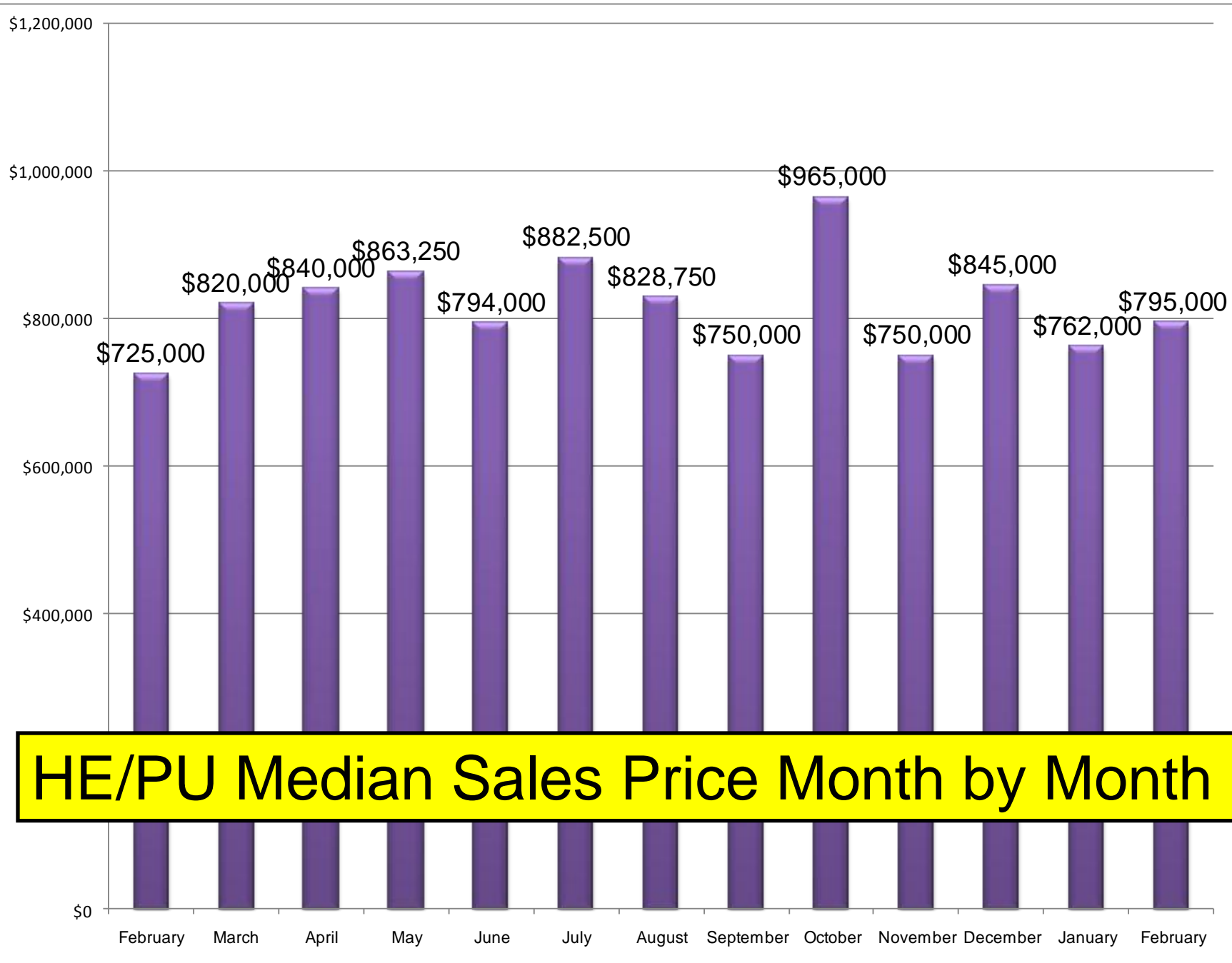
- Sold Volume

'09 \$105,217,000 '10 \$136,010,772 **UP** +29.3%

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



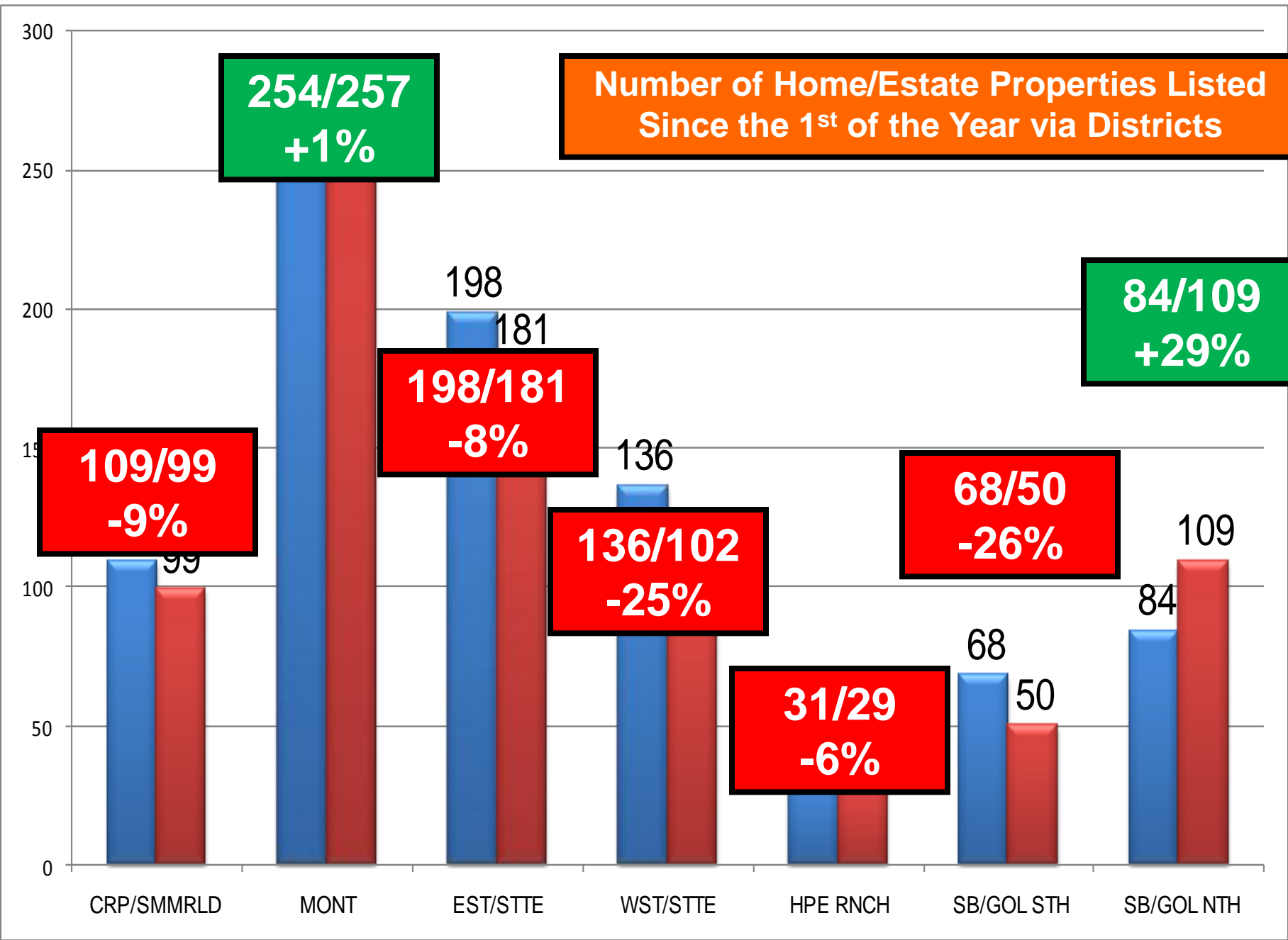
**Numbers of HE/PU Sales Month by Month**



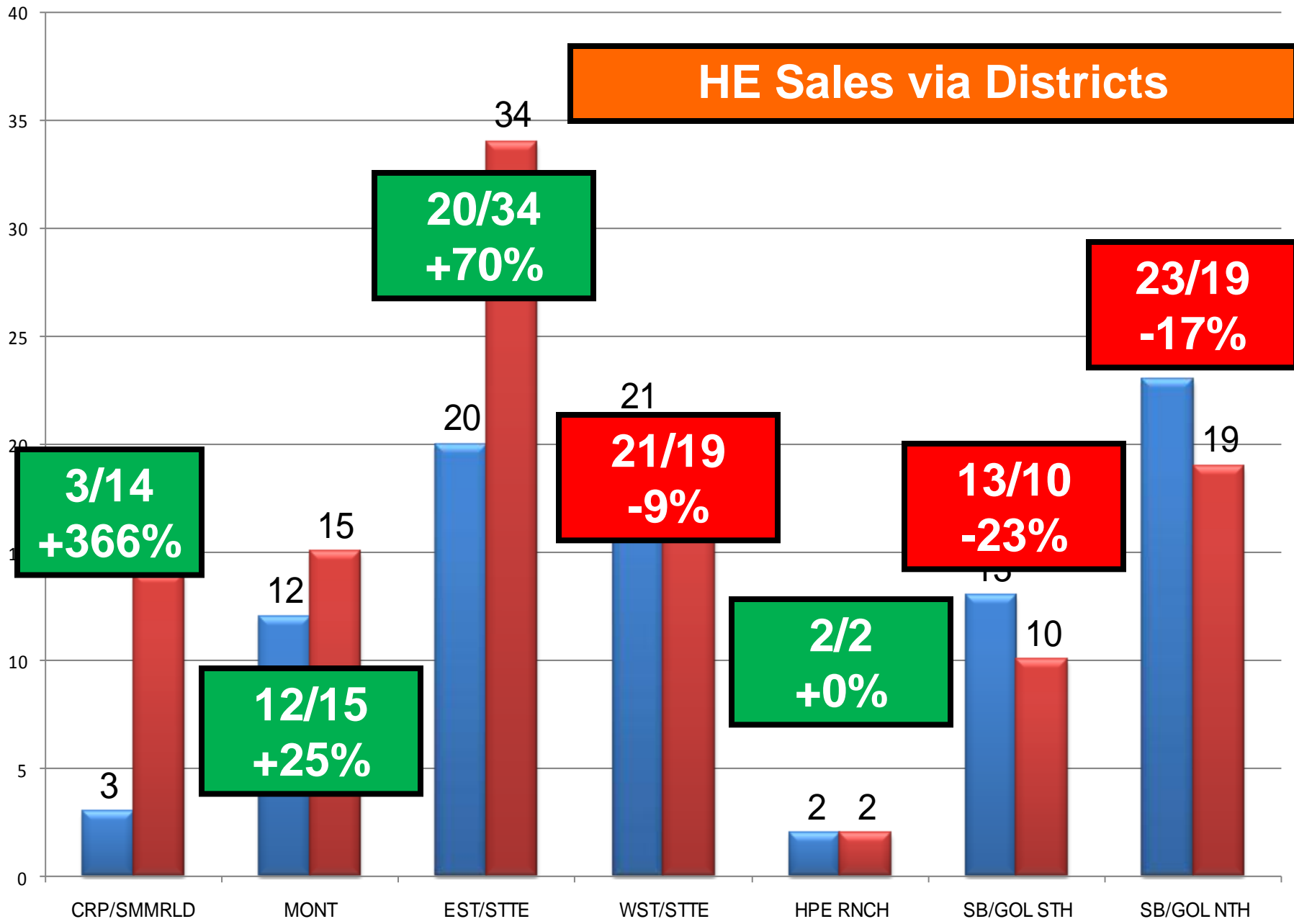
**HE/PU Median Sales Price Month by Month**

# **HE/PU District Stats**

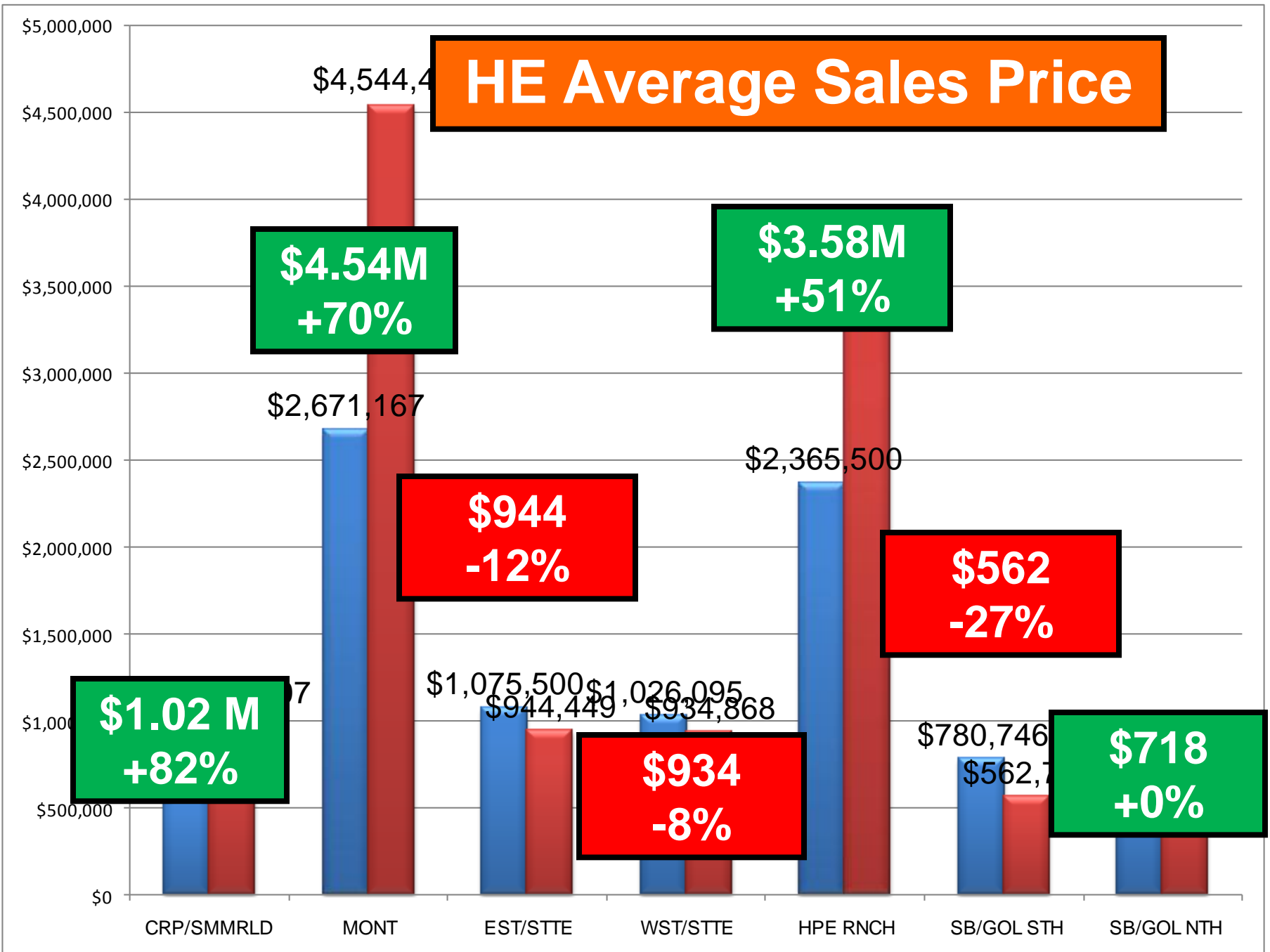
**Number of Home/Estate Properties Listed Since the 1<sup>st</sup> of the Year via Districts**

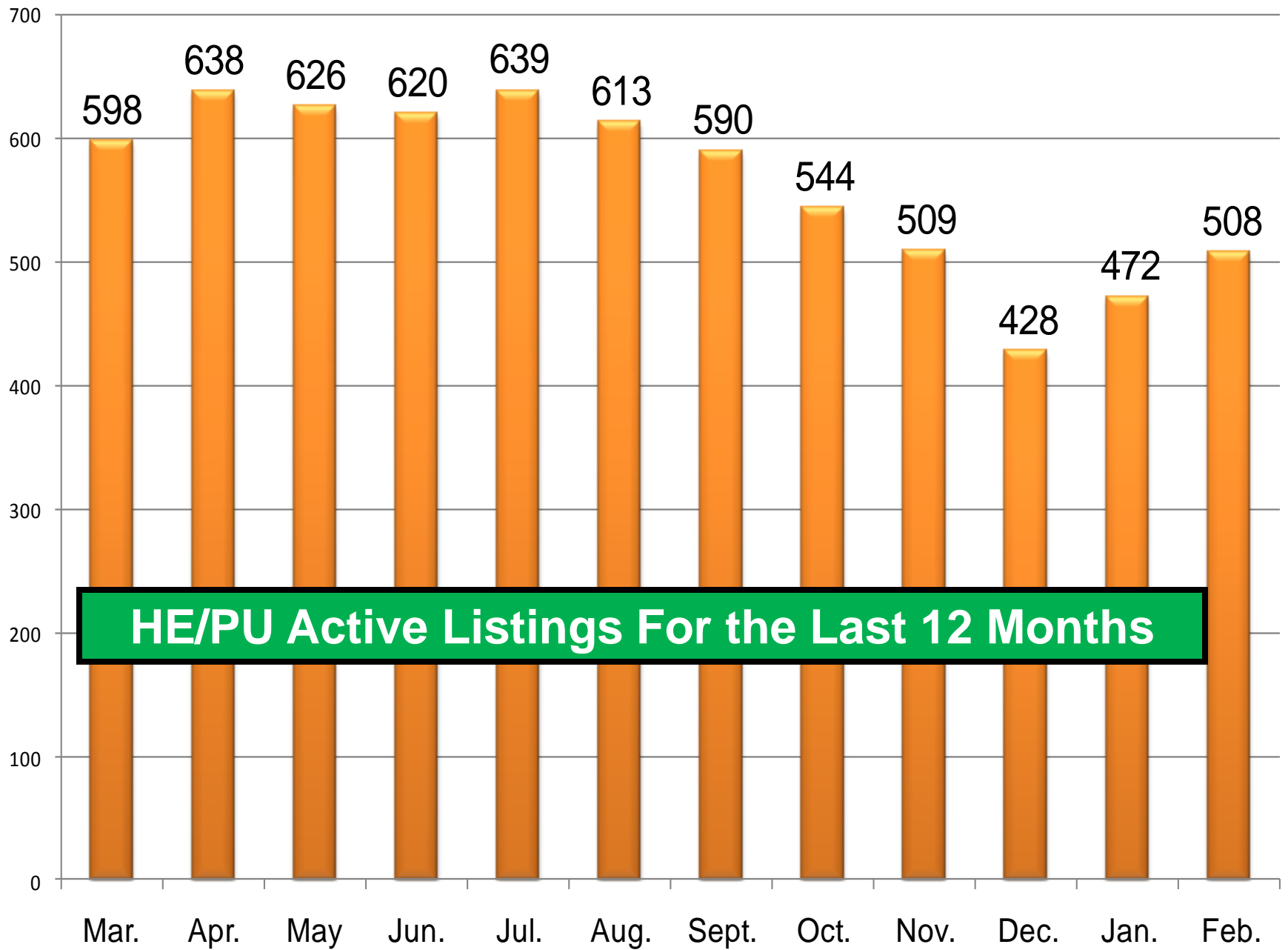


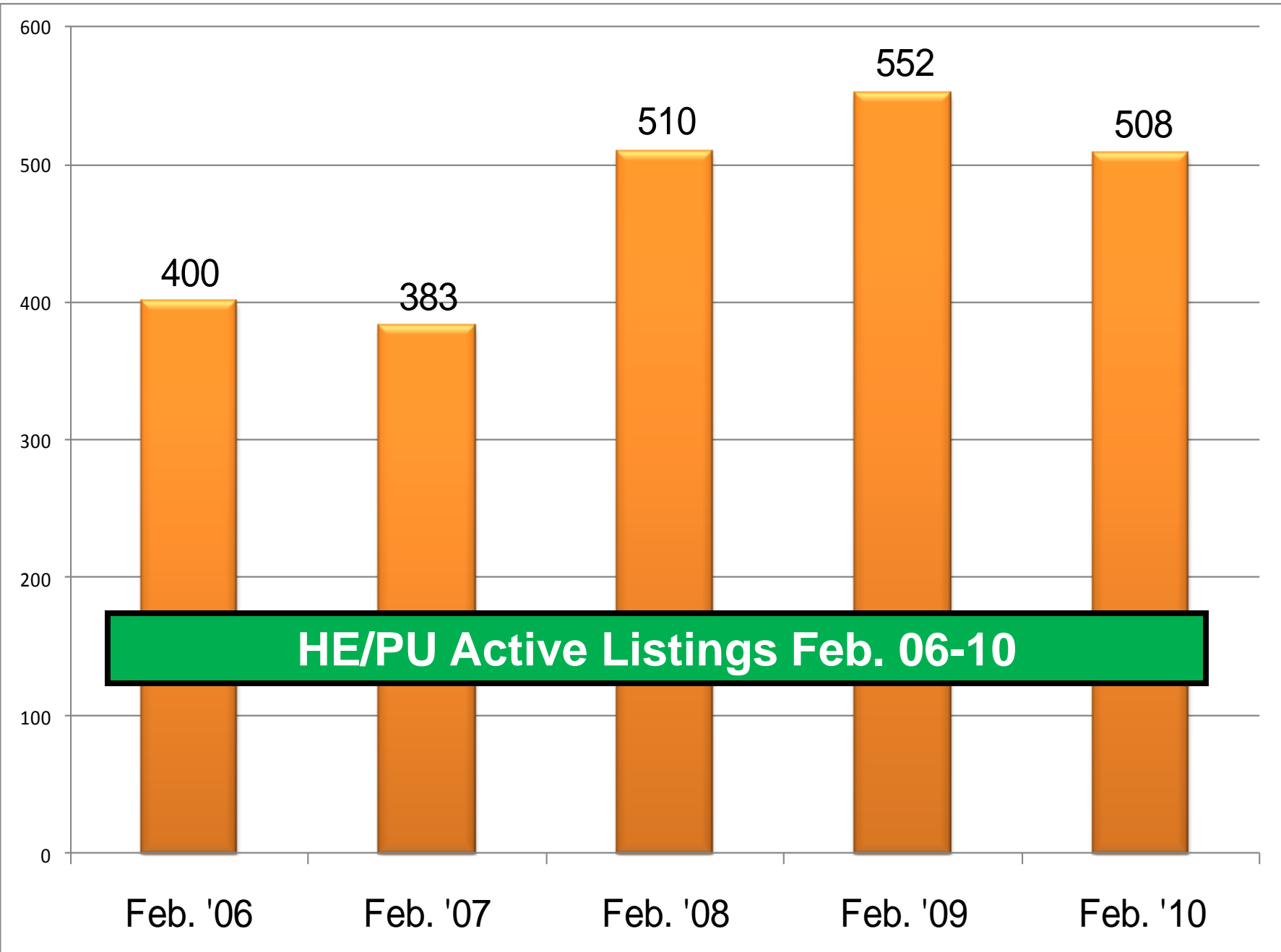
# HE Sales via Districts



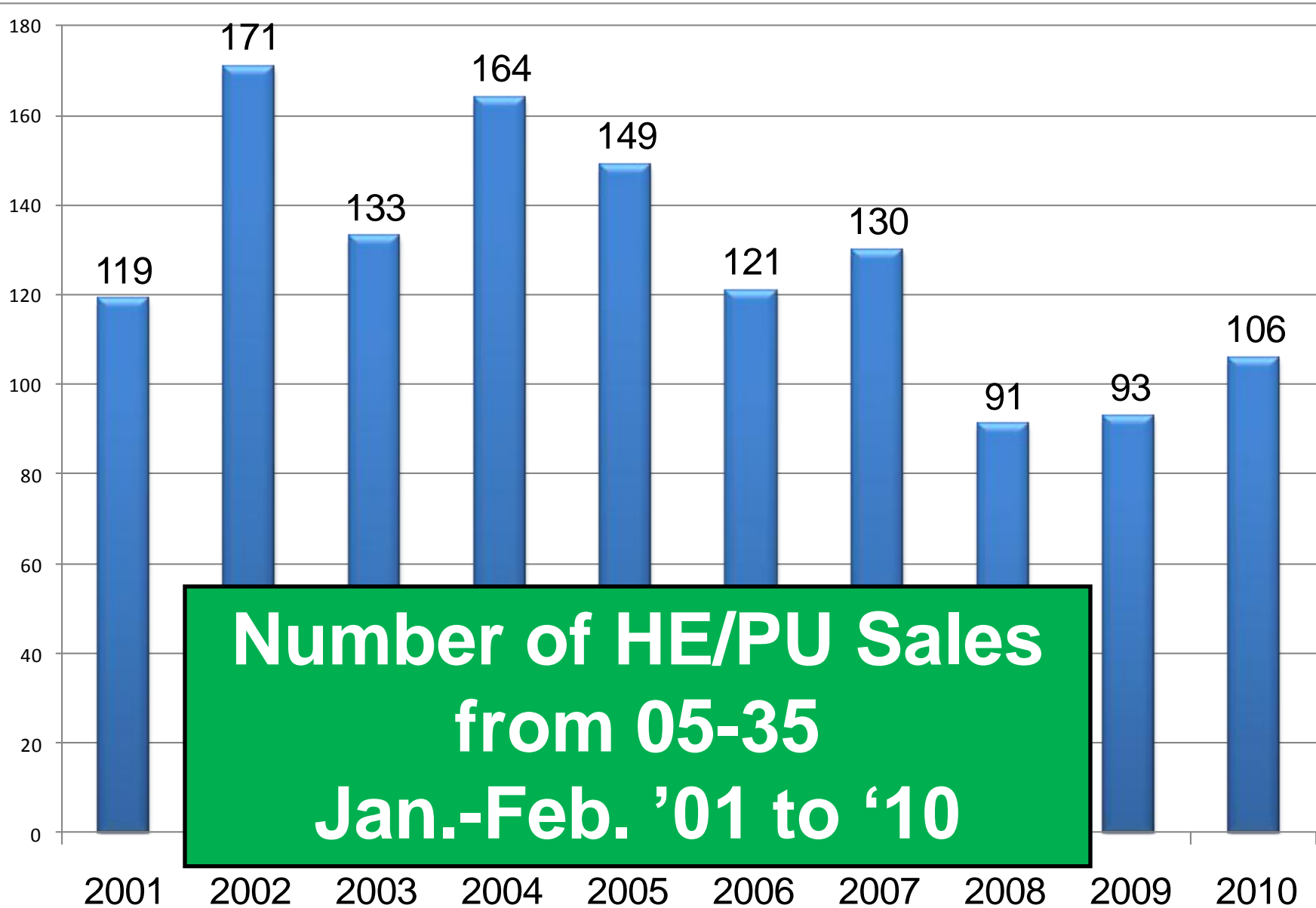
# HE Average Sales Price

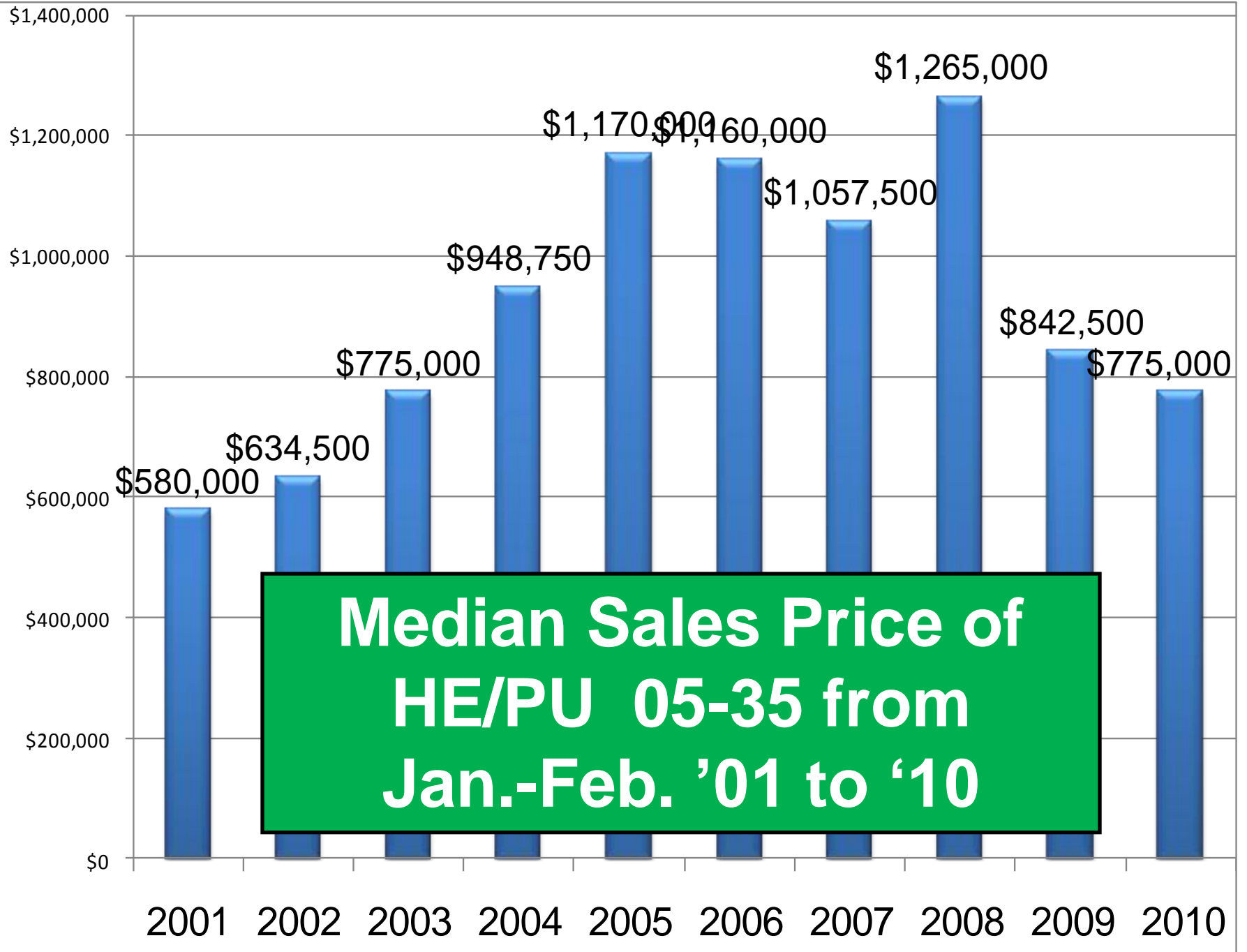






**Perspective  
for Home Estates  
2001-2010**





**Median Sales Price of  
HE/PU 05-35 from  
Jan.-Feb. '01 to '10**

**February 1-February 28**

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	18	\$11,623,600	\$469,000	\$645,755	66	\$10,989,700	\$457,500	\$610,538	94.55	93.19
List/Sold	3	\$2,173,000	\$699,000	\$724,333	45	\$2,132,000	\$650,000	\$710,666	98.11	98.11
Co-Broker	15	\$9,450,600	\$469,000	\$630,040	71	\$8,857,700	\$455,000	\$590,513	93.73	92.08
New	55	\$39,900,700	\$549,000	\$725,467	13					
Pending	26	\$13,361,025	\$459,000	\$513,885	91					
Withdrawn	7	\$4,946,000	\$645,000	\$706,571	133					
Cancelled	4	\$2,119,890	\$450,000	\$529,972	145					
Expired	9	\$5,148,500	\$545,000	\$572,055	234					
Back On Market	9	\$5,040,900	\$525,000	\$560,100	125					
Extended	21	\$12,733,324	\$550,000	\$606,348	217					
Active In Range	163	\$136,889,585	\$599,000	\$839,813	142					
Current Active	143	\$121,333,485	\$599,000	\$848,485	157					

## CO February '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	18	\$11,623,600	\$469,000	\$645,755	66	\$10,989,700	\$457,500	\$610,538	94.55	93.19
Pending	26	\$13,361,025	\$459,000	\$513,885	91					

## CO February '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	10	\$5,047,305	\$509,000	\$504,730	70	\$4,780,000	\$493,000	\$478,000	94.70	91.94
Pending	19	\$9,910,200	\$521,000	\$521						

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$200,000-\$249,999	1	71
\$300,000-\$349,999	2	129
\$350,000-\$399,999	1	9
\$400,000-\$449,999	4	35
\$450,000-\$499,999	6	66
\$550,000-\$599,999	1	168
\$650,000-\$699,999	1	124
\$1,000,000-\$1,099,999	1	1
\$3,000,000-\$3,249,999	1	29

The average price for the 18 properties is \$610,538.

The highest price is \$3,000,000.

**1300 Plaza Pacifica**

The median price is \$455,000.

The lowest price is \$230,000.

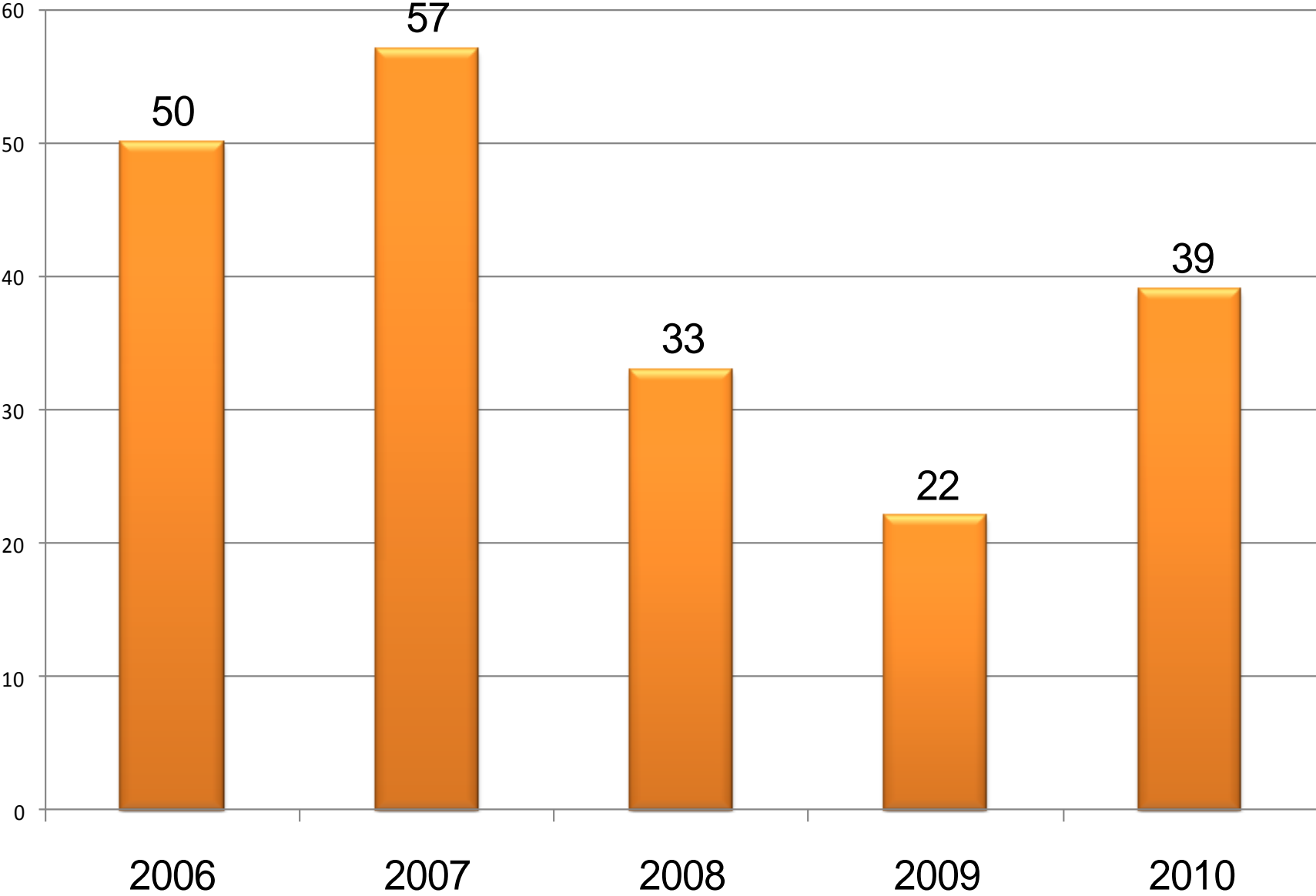
**5518 Armitos #83**

The average Market Time is 66.

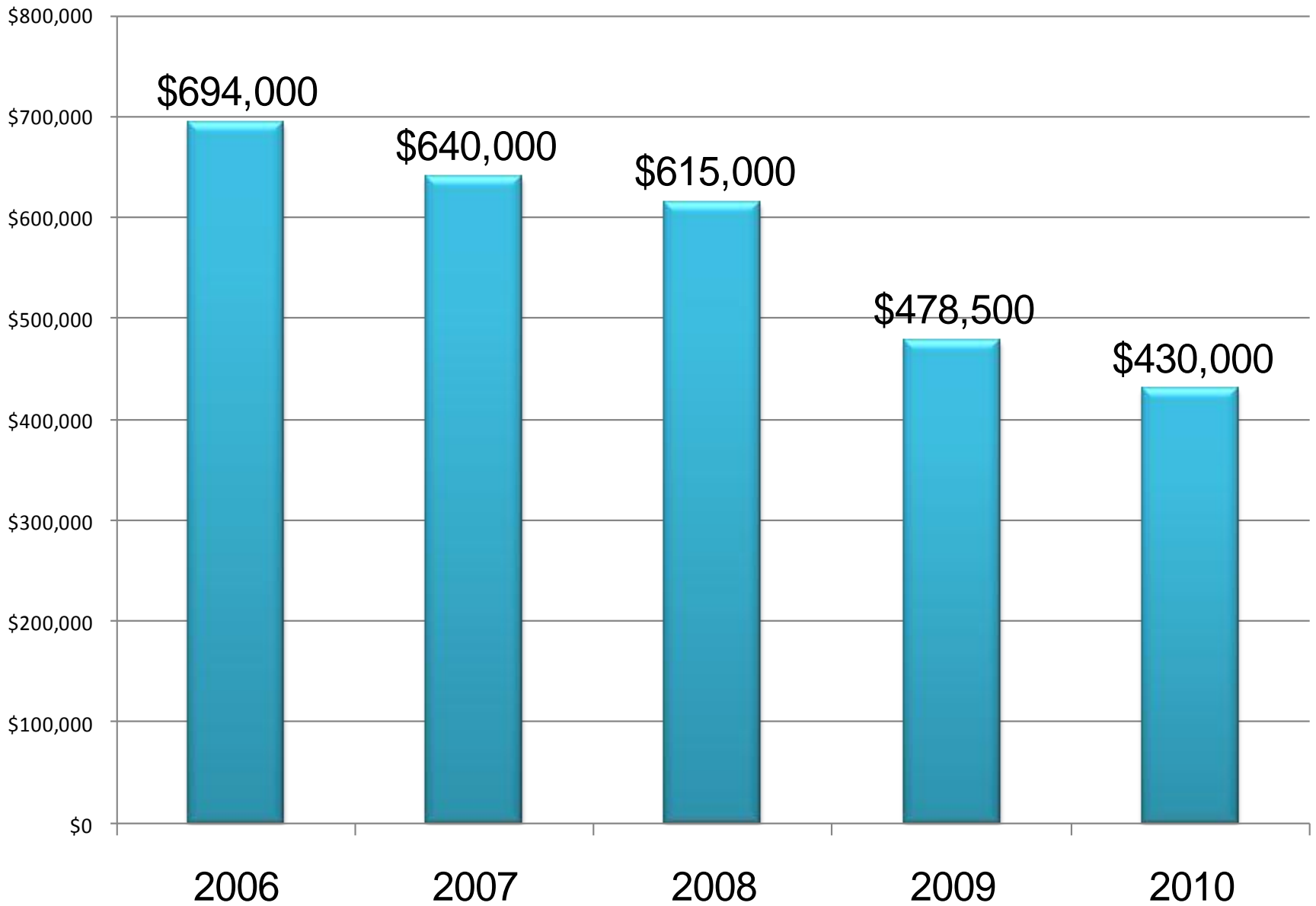
# Condo Statistics

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

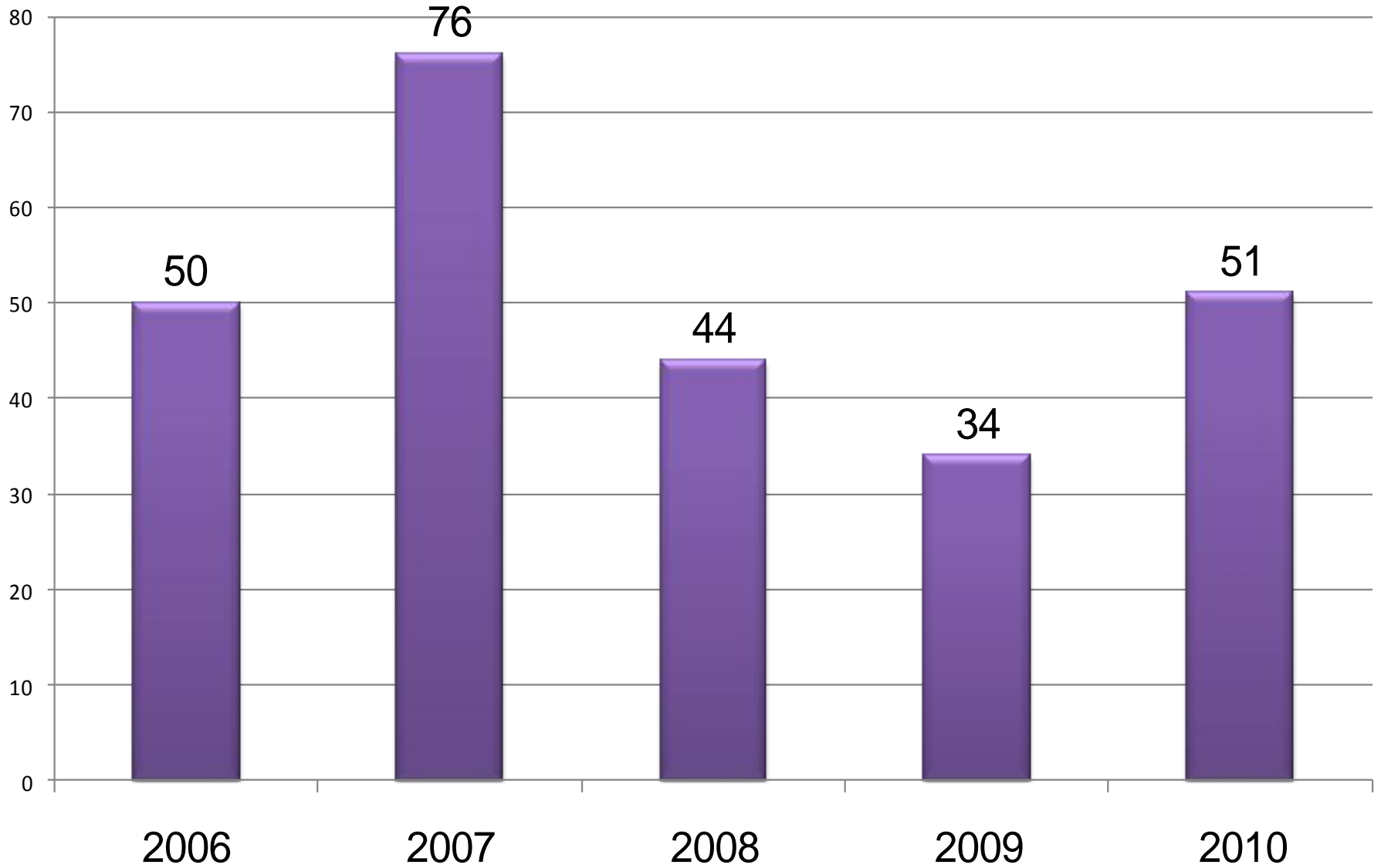
# CO Sales Jan-Feb 2006-2010



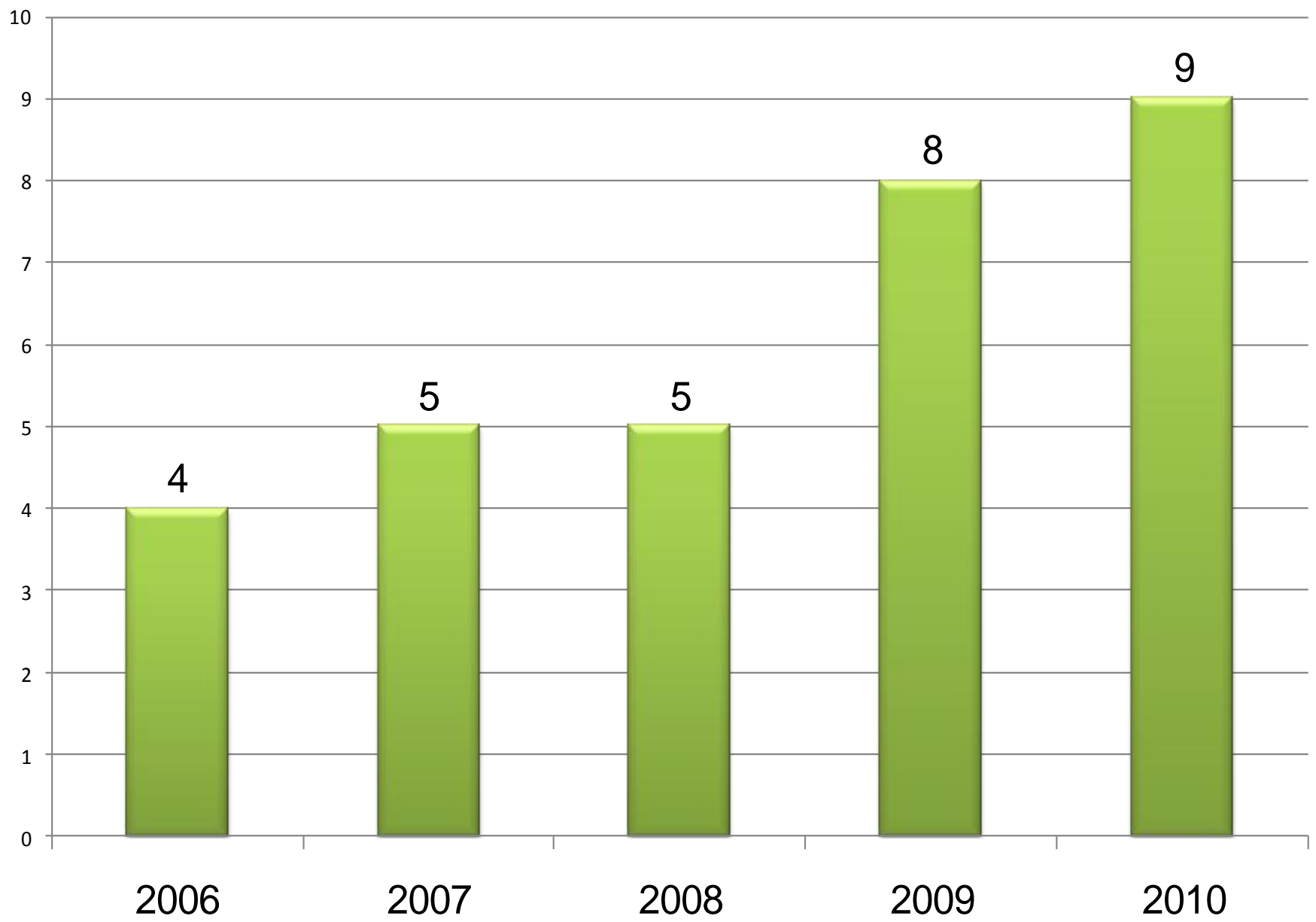
## CO Median Sales Price Jan-Feb 2006-2010



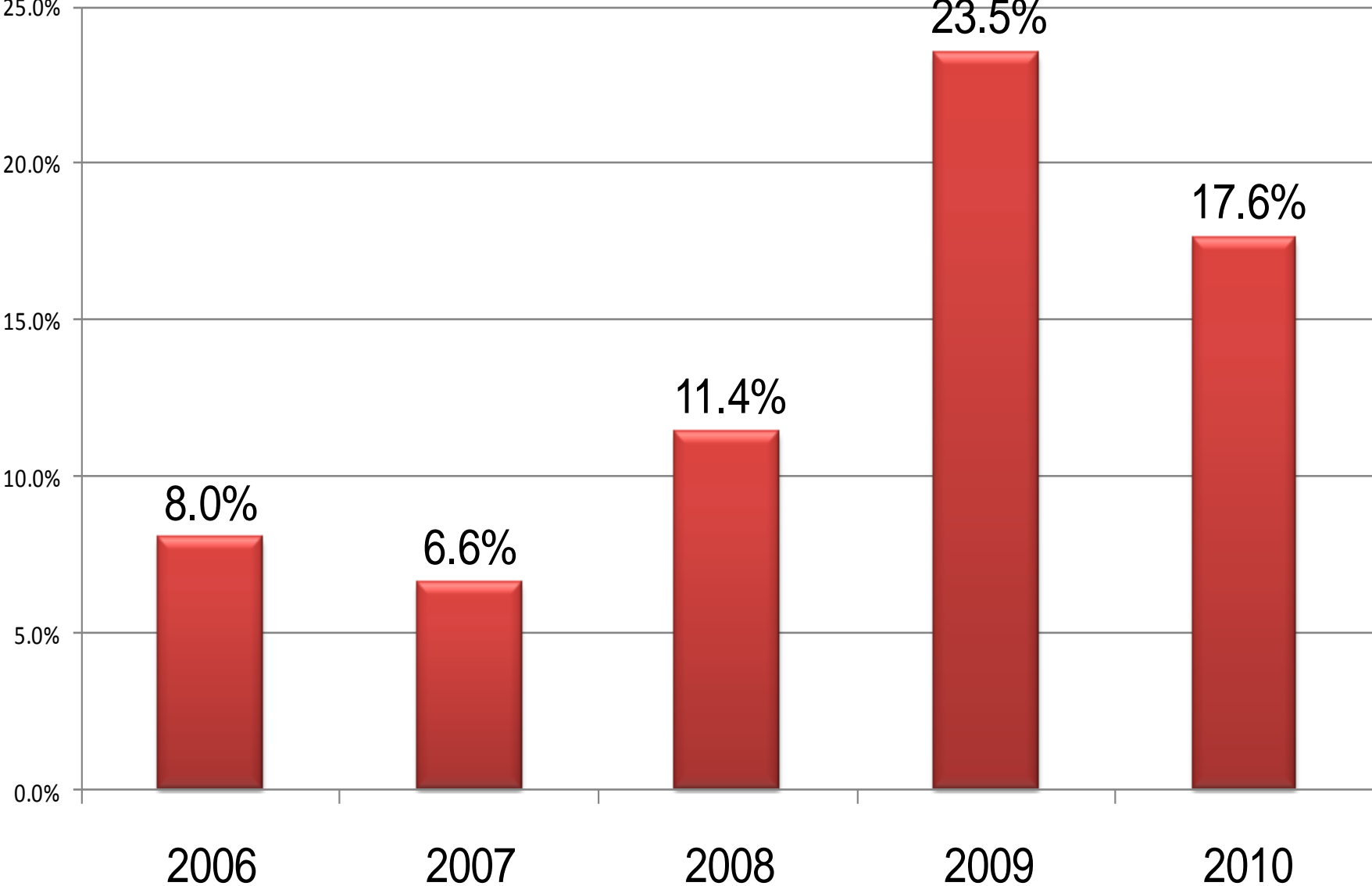
## CO Pending Listings Jan-Feb 2006-2010



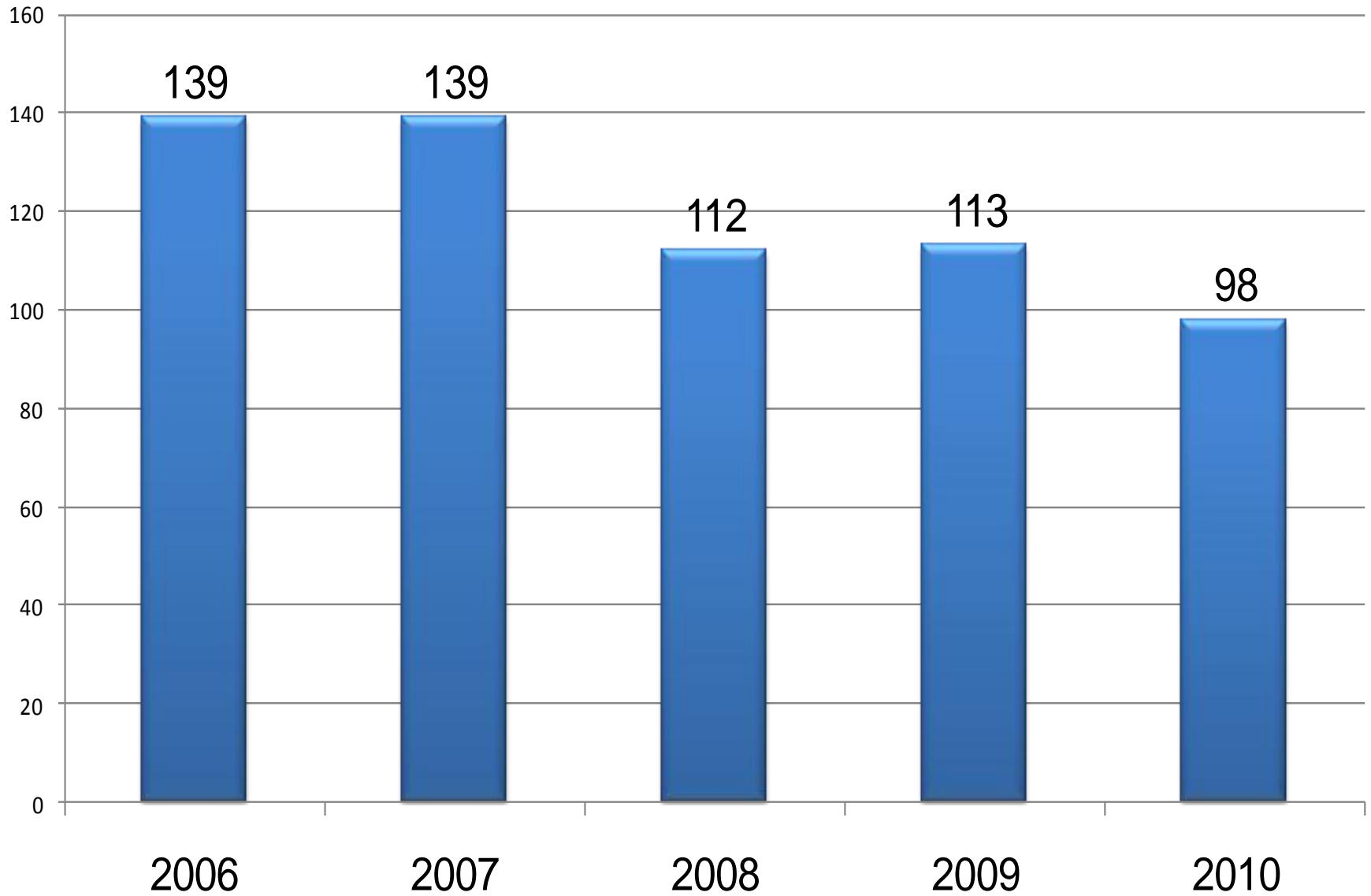
# CO Fall Throughs Jan-Feb 2006-2010



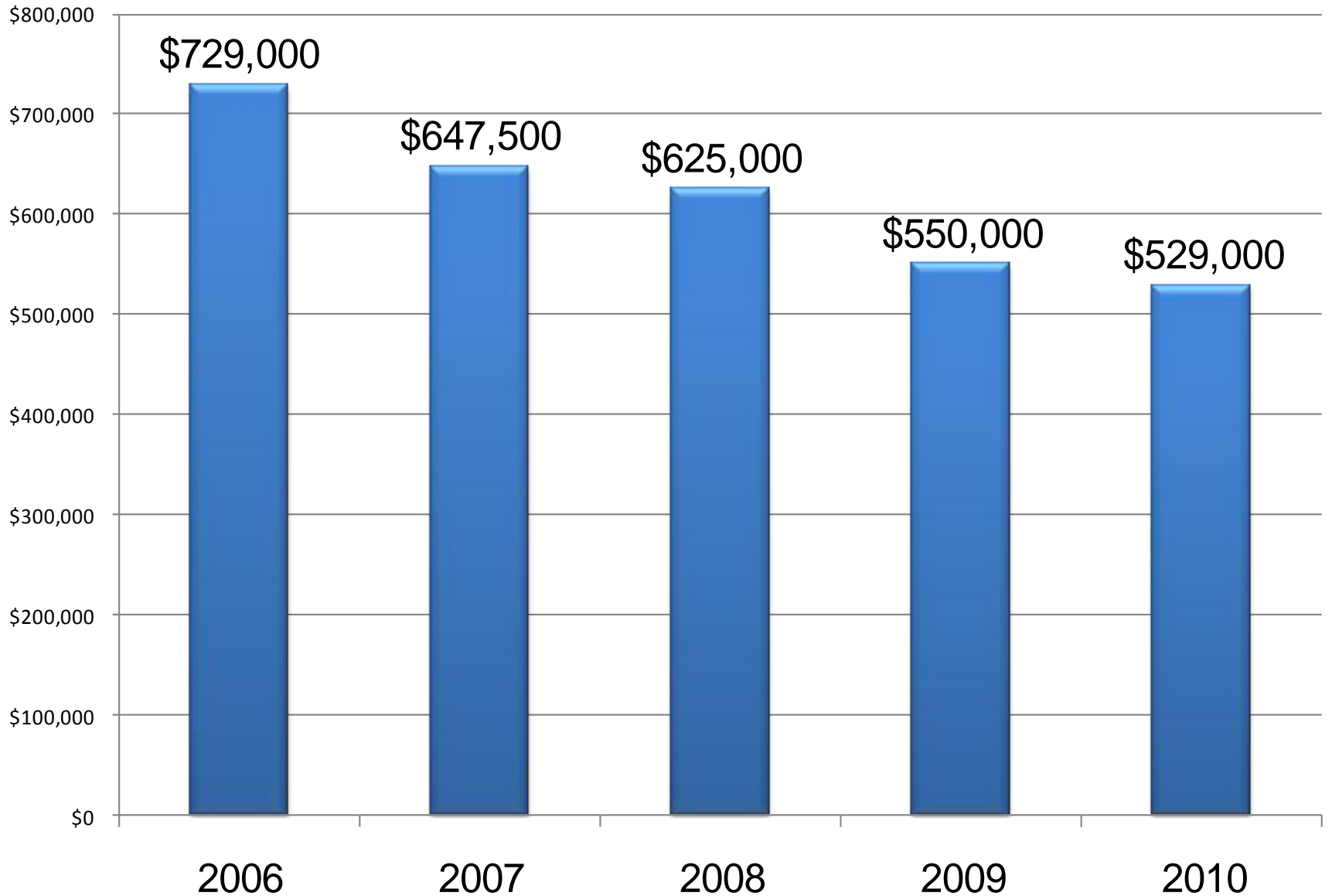
# CO Fall Through Percentages Jan-Feb 2006-2010



## CO New Listings Jan-Feb 2006-2010



## CO Median List Pric Jan-Feb 2006-2010



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

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

- Total Active Listings

'09 295, '10 232, **DOWN** -21.4%

- New Listings

'09 113, '10 98, **DOWN** -13.3%

- New Listings Median List Price

'09 \$550,000, '10 \$529,000, **DOWN** -3.8%

- Properties that went into Escrow

'09 34, '10 51, **UP** +50.0%

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

- Number of Sold Properties

'09 22, '10 39 **UP** +77.3%

- Median Sales Prices

'09 \$478,500 '10 \$430,000 **DOWN** -10.1%

- Median Sales Prices w/o Montecito

'09 \$478,500, '10 \$416,250 **DOWN** -13.0%

- Average Sold Price

'09 \$531,204, '10 \$507,482 **DOWN** -4.5%

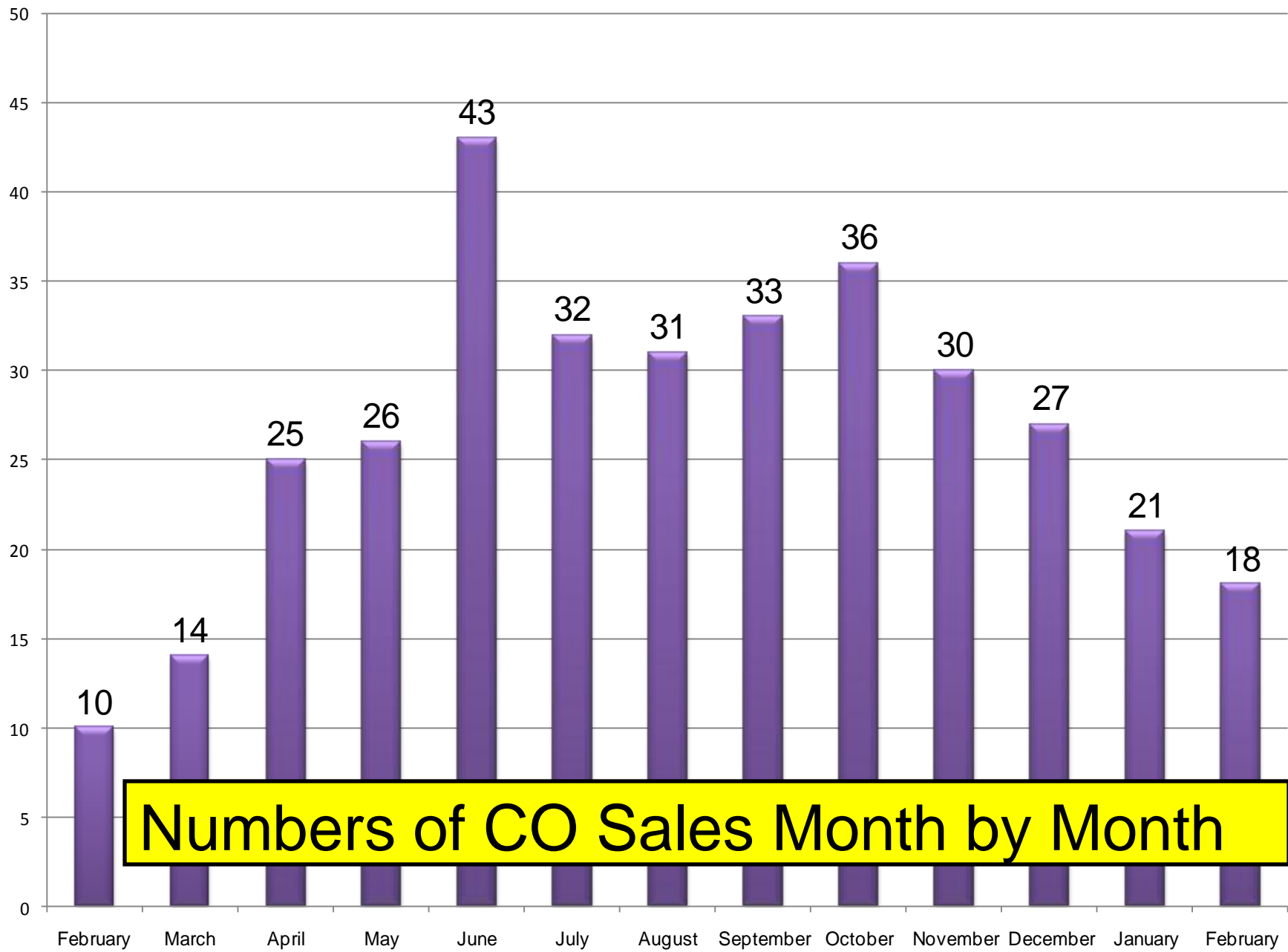
- Average Sold Price w/o Montecito

'09 \$531,204, '10 \$407,411 **DOWN** -23.3%

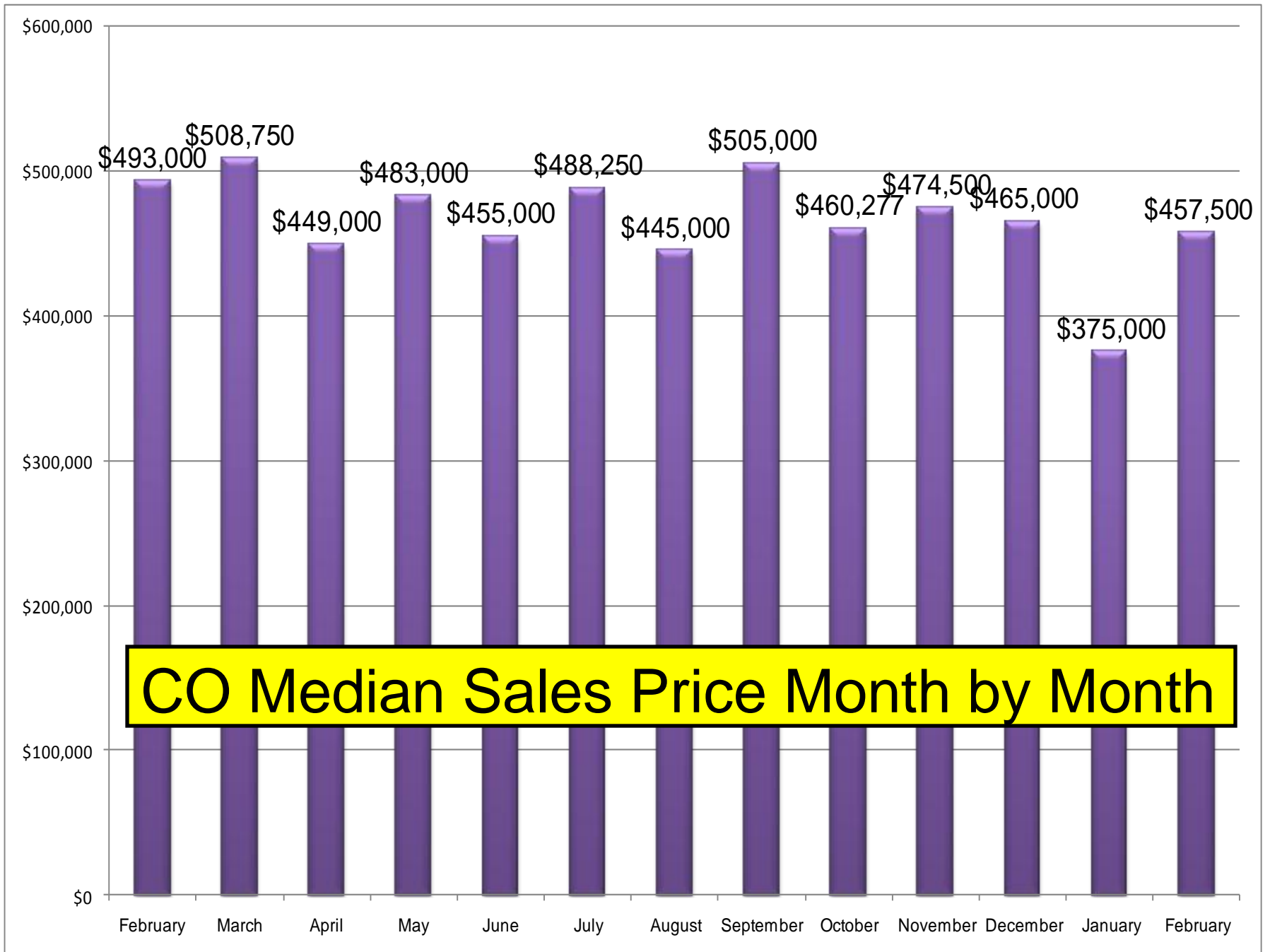
- Sold Volume

'09 \$11,686,500, '10 \$19,791,800 **UP** +69.4%

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

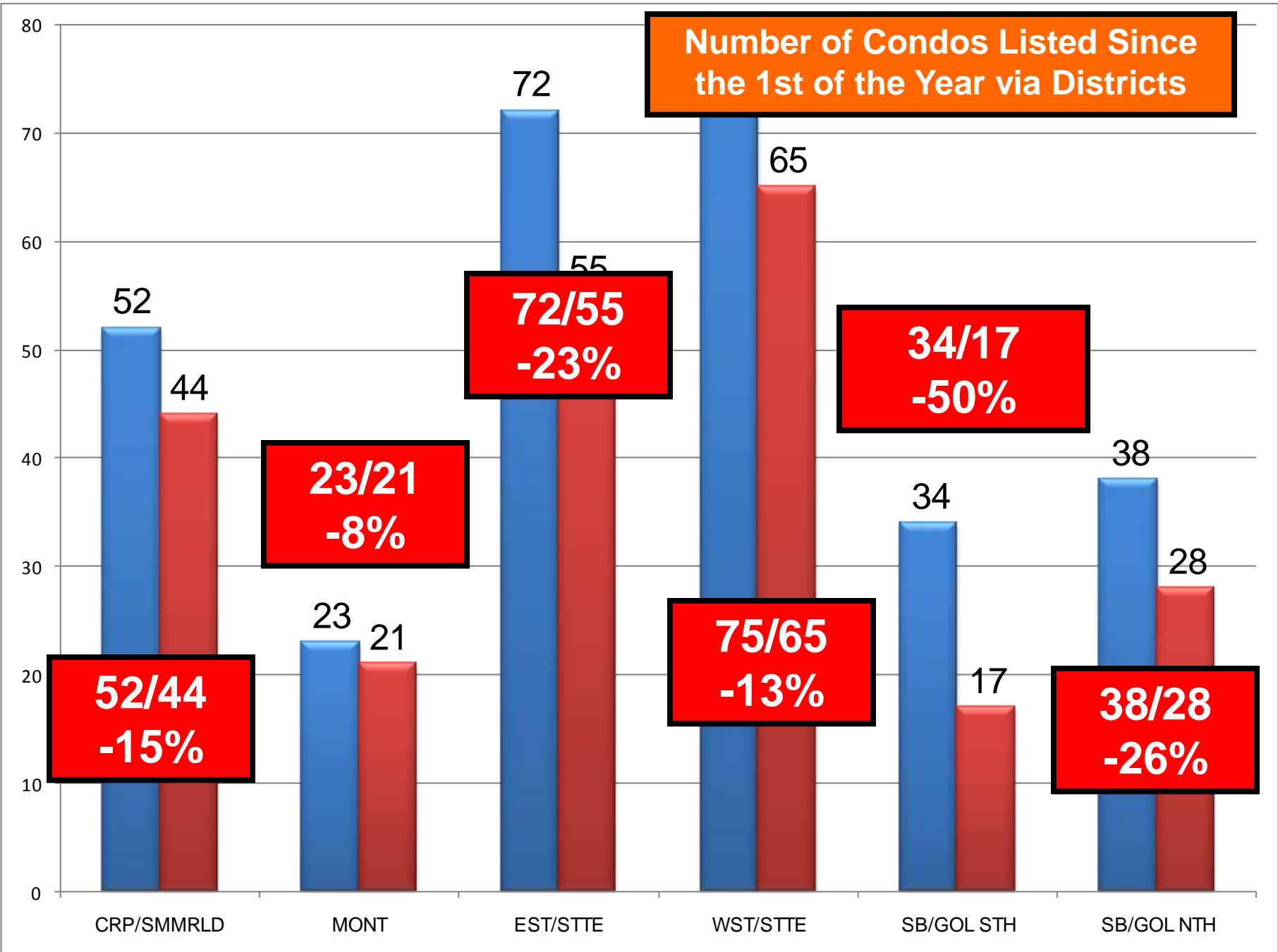


**Numbers of CO Sales Month by Month**

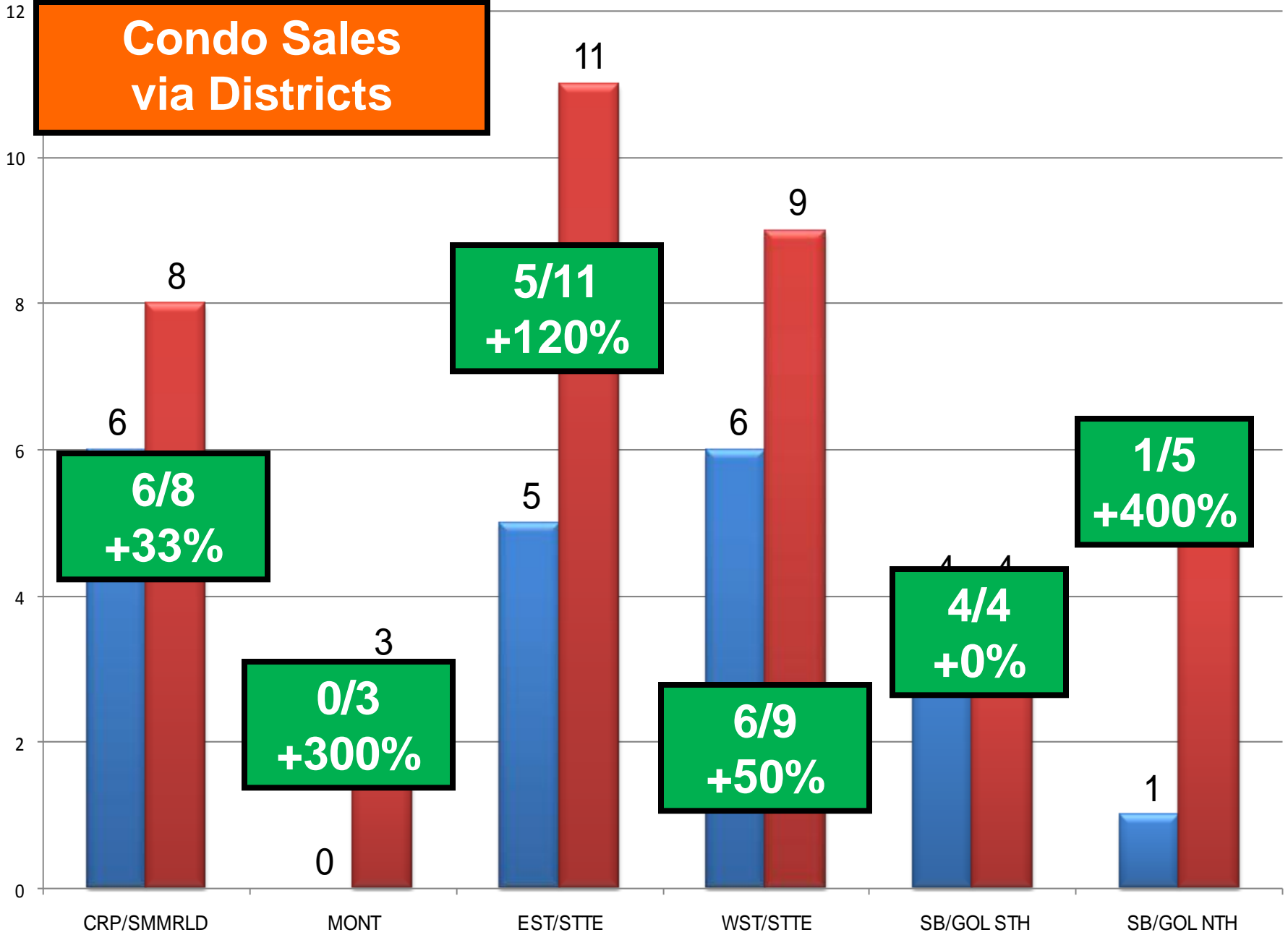


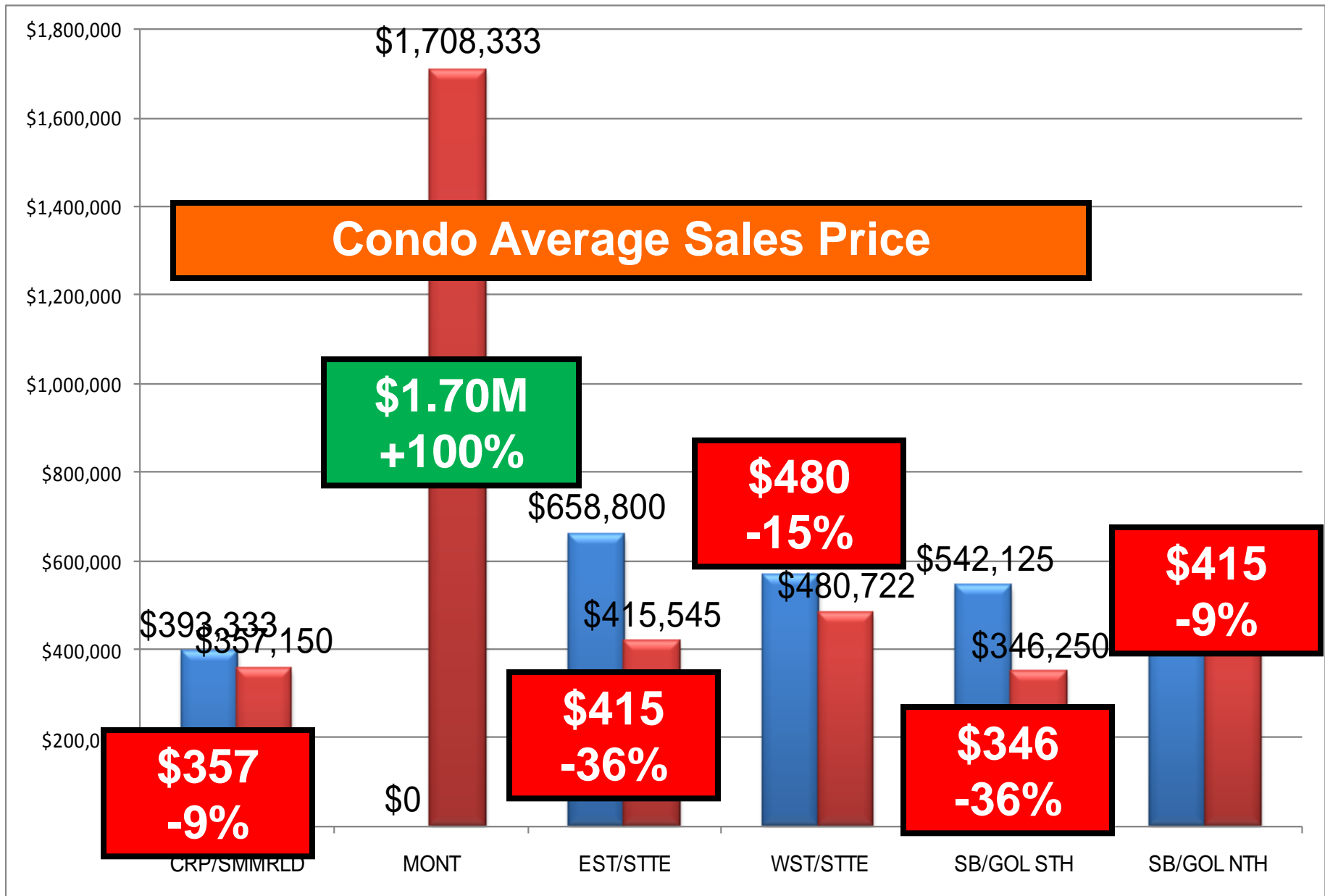
# **Condo District Stats**

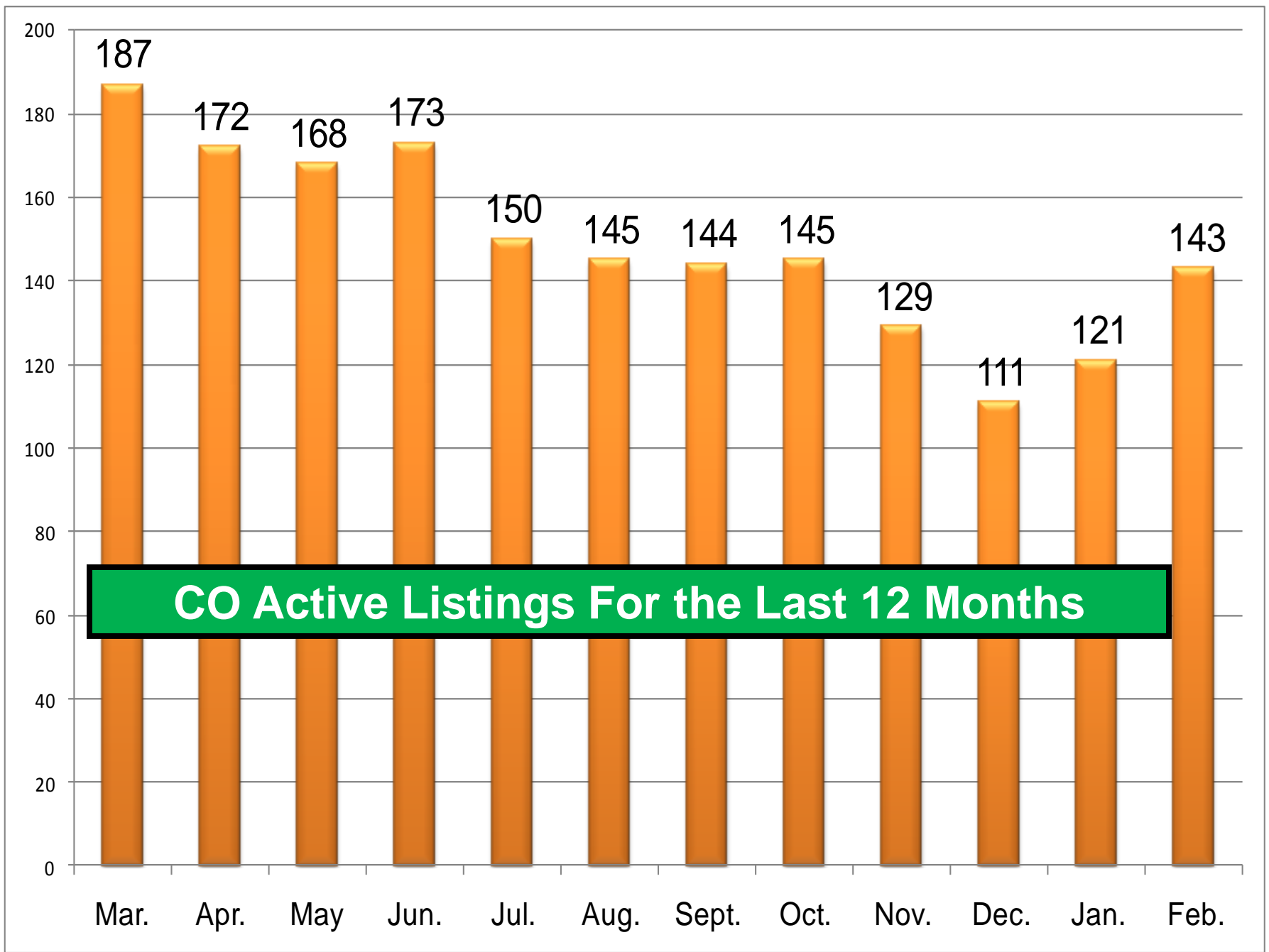
**Number of Condos Listed Since the 1st of the Year via Districts**



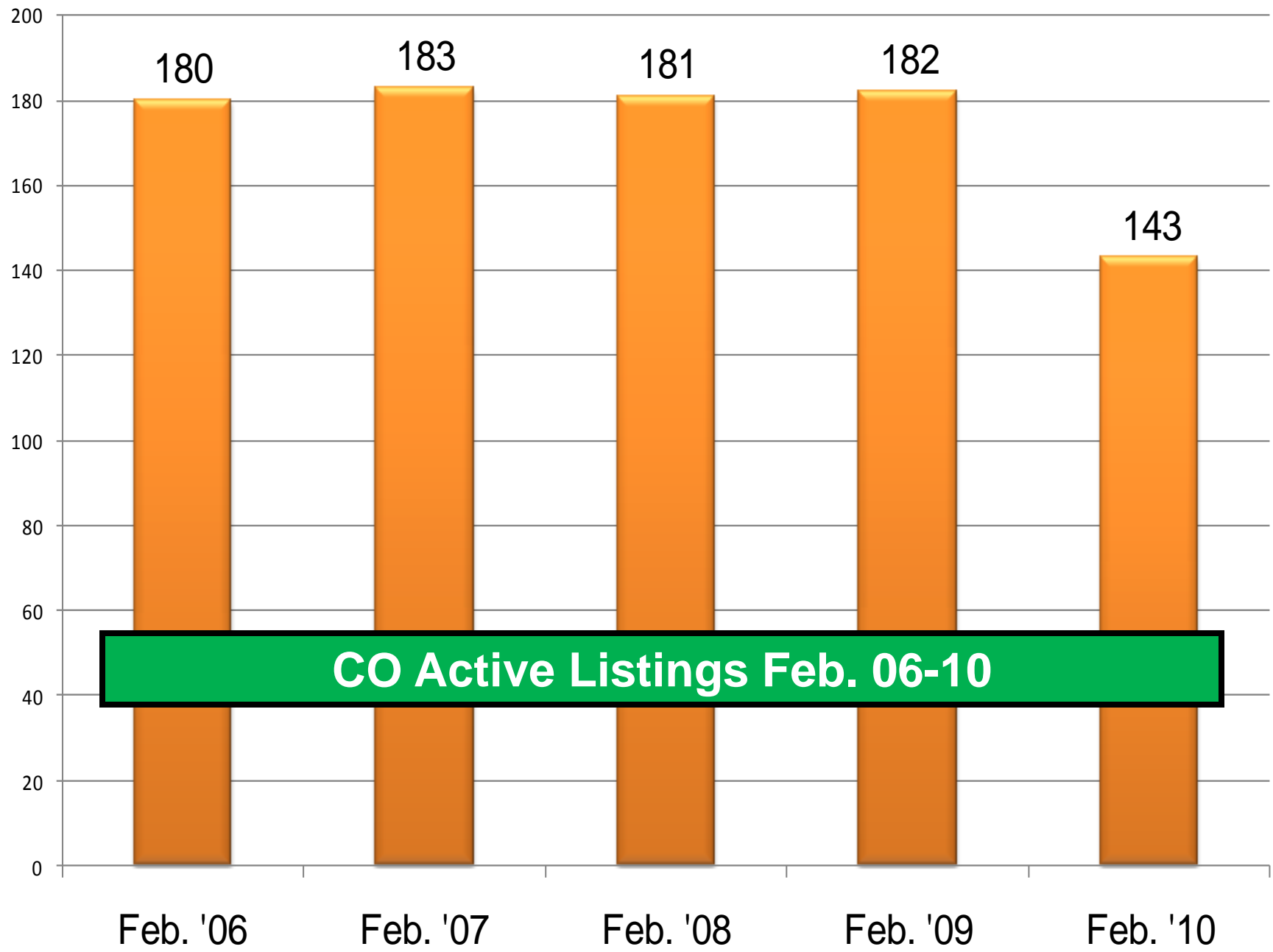
# Condo Sales via Districts



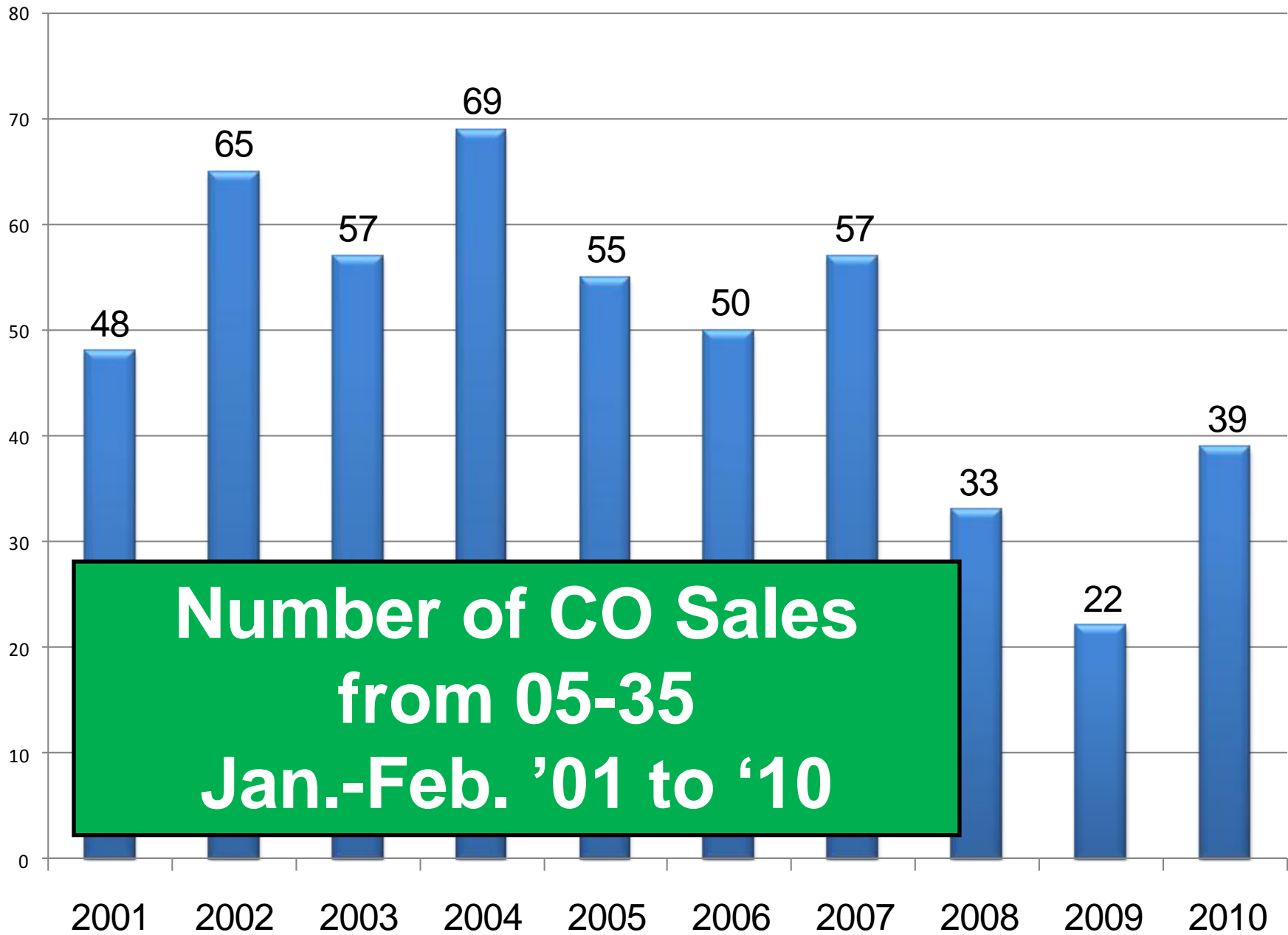


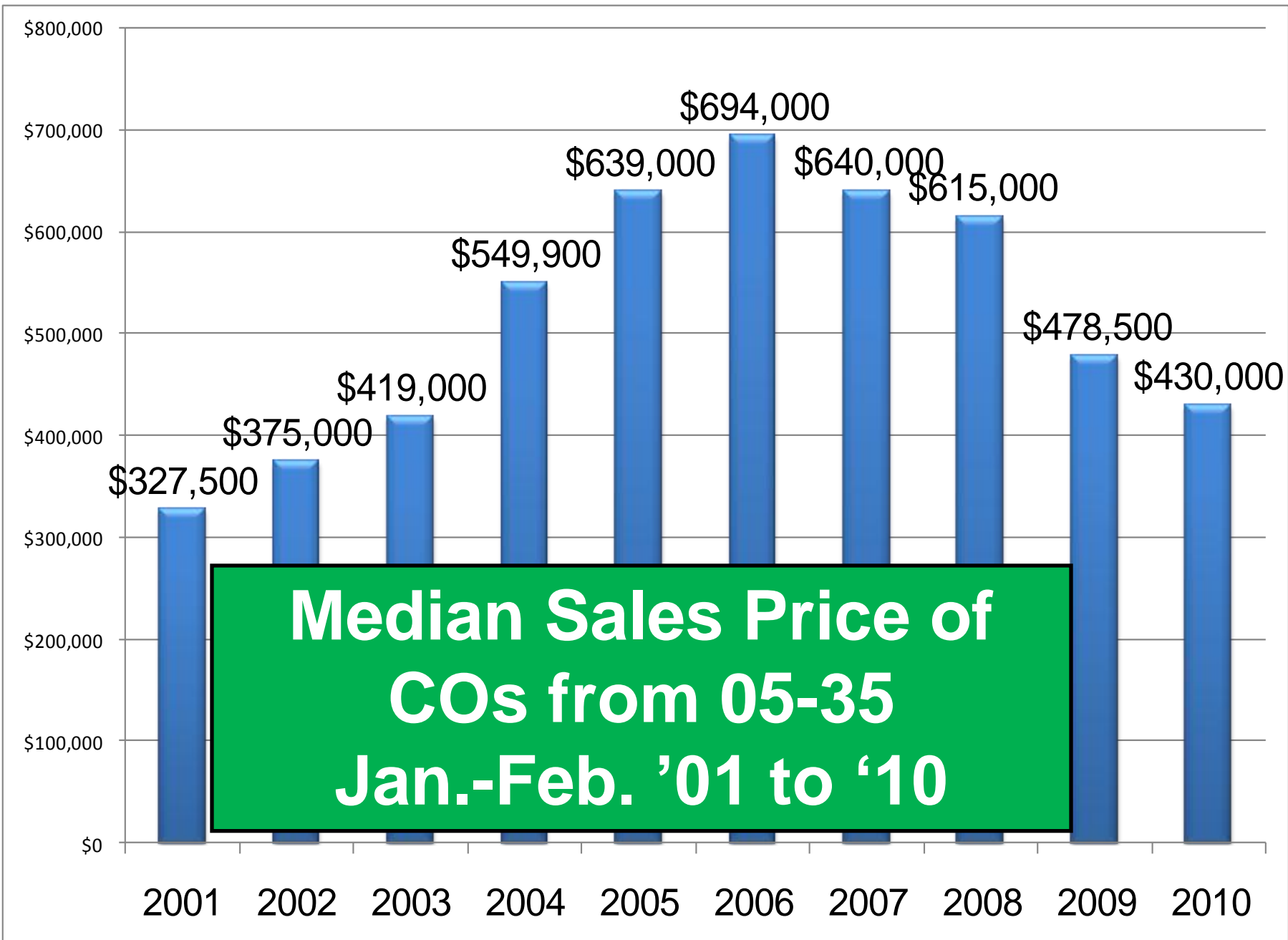


**CO Active Listings For the Last 12 Months**



**Perspective  
for Condos  
2001-2010**





**Compiled from  
Santa Barbara Multiple Listing Service Data  
on 3/5/2010**

**Statistics Through February '10**