

**Compiled from
Santa Barbara Multiple Listing Service Data
on 2/5/2010**

Statistics Through January '10

MLS vs CORT for Dec. '09

MLS 120 Sales 93 HE/PU – 27 CO

CORT 161 Sales

- 1 Reported Closed in April '09
- 3 Reported Closed in January '10
- 1 Ranch/Farm
- 1 Land Sale
- 1 Commercial/Land
- 4 Residential Income
- 4 Reported Expired
- 3 Reported Cancelled
- 2 Still Pending
- 19 Not in MLS

January 1-January 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	59	\$92,032,590	\$788,000	\$1,559,874	107	\$77,929,197	\$760,000	\$1,320,833	84.68	74.98
List/Sold	12	\$14,917,650	\$649,900	\$1,243,137	76	\$13,752,000	\$718,000	\$1,146,000	92.19	83.16
Co-Broker	47	\$77,114,940	\$789,000	\$1,640,743	115	\$64,177,197	\$760,000	\$1,365,472	83.22	73.43
New	139	\$339,404,100	\$1,295,000	\$2,441,756	18					
Pending	56	\$87,617,045	\$825,000	\$1,564,590	97					
Withdrawn	8	\$34,686,000	\$1,299,000	\$4,335,750	120					
Cancelled	21	\$61,172,000	\$1,049,000	\$2,912,952	177					
Expired	92	\$377,909,799	\$1,850,000	\$4,107,715	273					
Back On Market	35	\$60,938,050	\$1,100,000	\$1,741,087	190					
Extended	50	\$132,543,800	\$1,500,000	\$2,650,876	196					
Active In Range	558	\$1,905,392,043	\$1,790,000	\$3,414,681	157					
Current Active	472	\$1,663,930,499	\$1,795,000	\$3,525,276	165					

HE/PU January '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	59	\$92,032,590	\$788,000	\$1,559,874	107	\$77,929,197	\$760,000	\$1,320,833	84.68	74.98
Pending	56	\$87,617,045	\$825,000	\$1,564,590	97					

HE/PU January '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	44	\$51,860,199	\$949,900	\$1,178,640	105	\$47,385,700	\$906,000	\$1,076,947	91.37	82.66
Pending	57	\$70,493,466	\$850,000	\$1,236,727	78					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$350,000-\$399,999	2	41
\$400,000-\$449,999	1	15
\$450,000-\$499,999	1	92
\$500,000-\$549,999	5	85
\$550,000-\$599,999	4	68
\$600,000-\$649,999	6	114
\$650,000-\$699,999	6	23
\$700,000-\$749,999	3	64
\$750,000-\$799,999	5	84
\$800,000-\$849,999	4	55
\$850,000-\$899,999	3	164
\$900,000-\$949,999	3	119
\$950,000-\$999,999	1	122

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	2	134
\$1,100,000-\$1,199,999	2	66
\$1,200,000-\$1,299,999	2	122
\$1,500,000-\$1,599,999	1	211
\$1,800,000-\$1,899,999	1	138
\$2,250,000-\$2,499,999	1	266
\$3,250,000-\$3,499,999	1	129
\$3,500,000-\$3,749,999	2	232
\$4,000,000-\$4,249,999	1	1
\$5,000,000+	2	482

The average price for the 59 properties is \$1,320,833.

The highest price is \$15,500,000.

1801 Fernald Point Ln

The median price is \$760,000.

The lowest price is \$367,500.

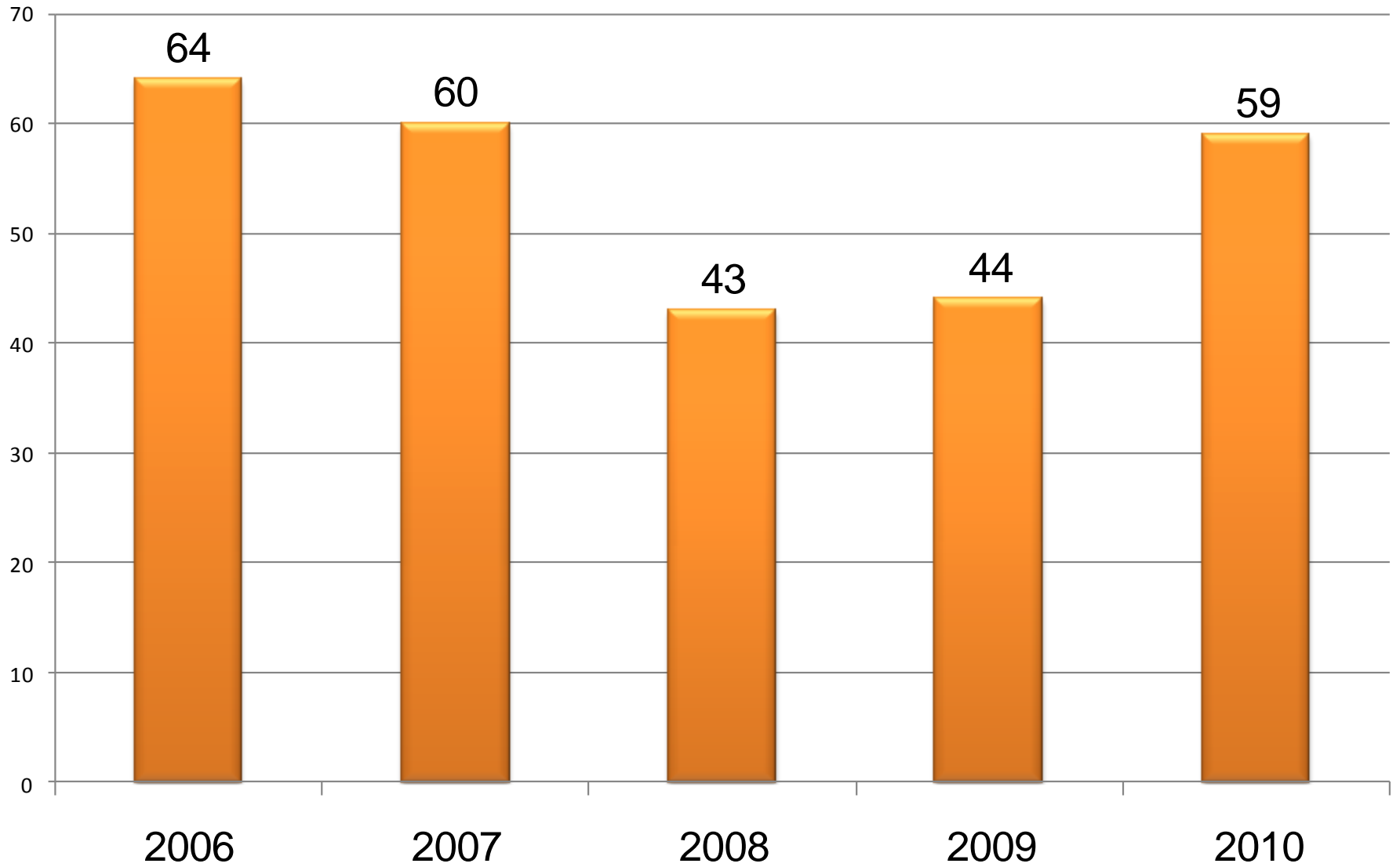
1255 Cramer Cir

The average Market Time is 107.

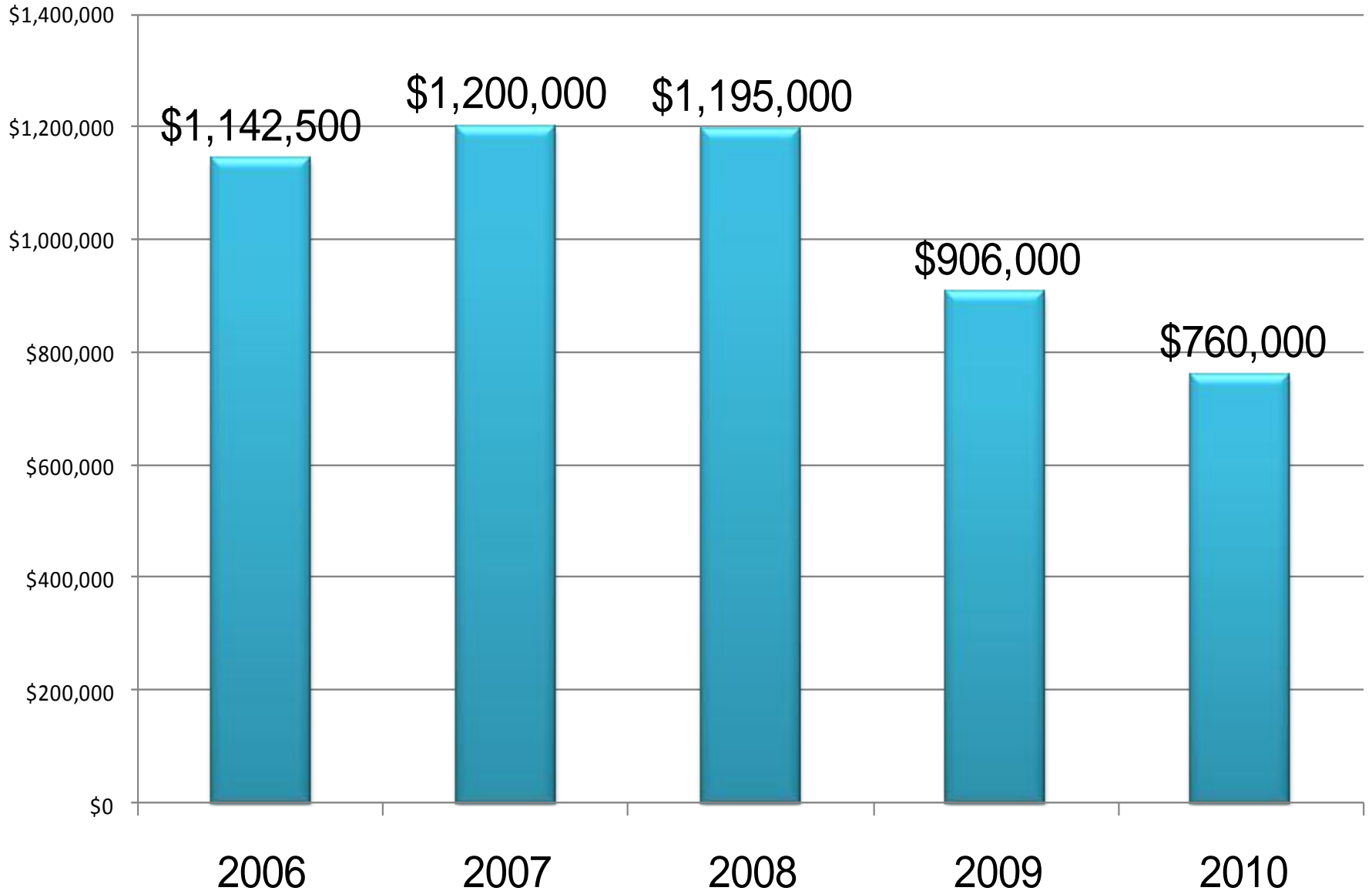
Home Estate/PUD

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

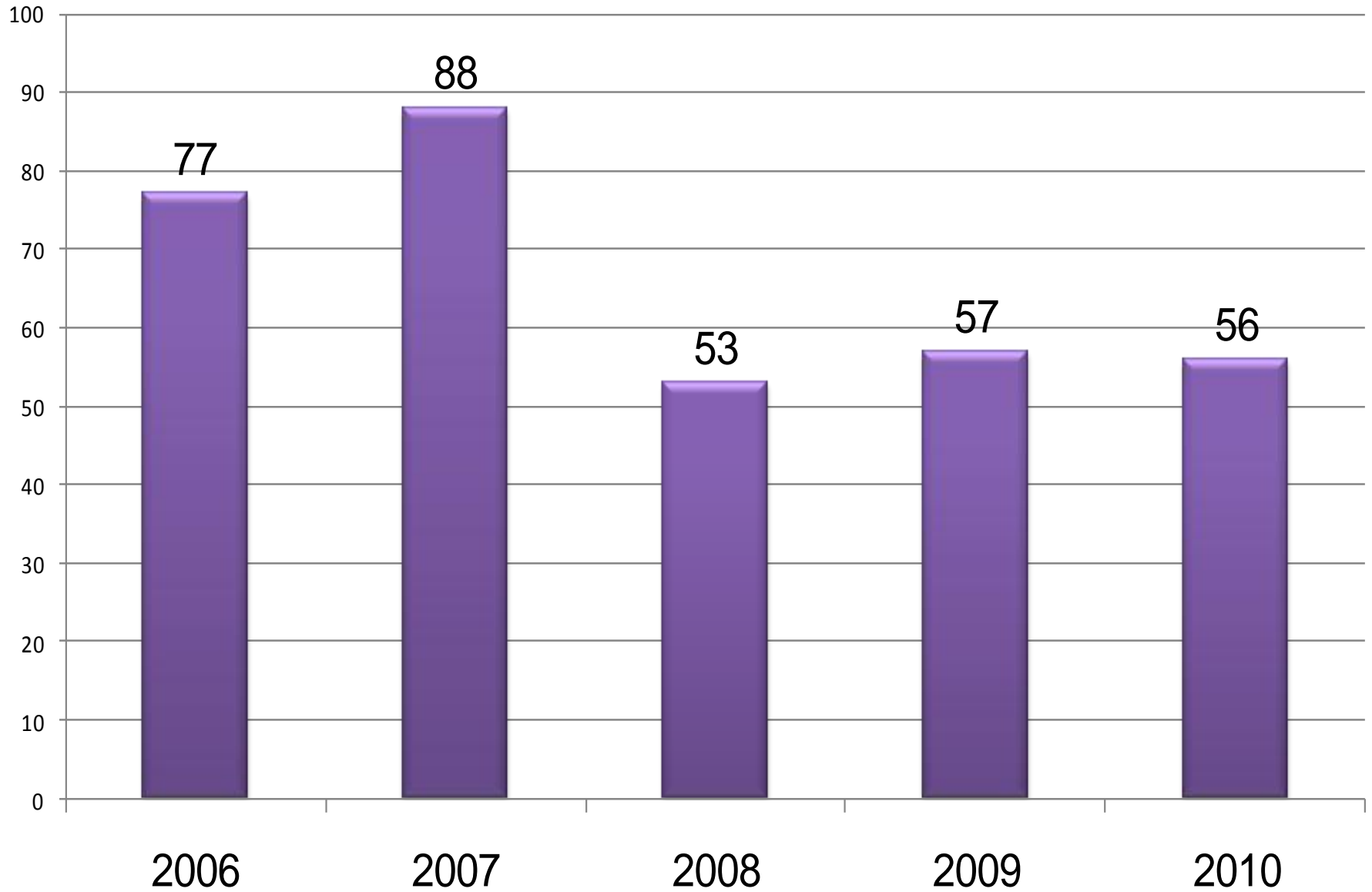
HE/PU Sales Jan. 2006-2010



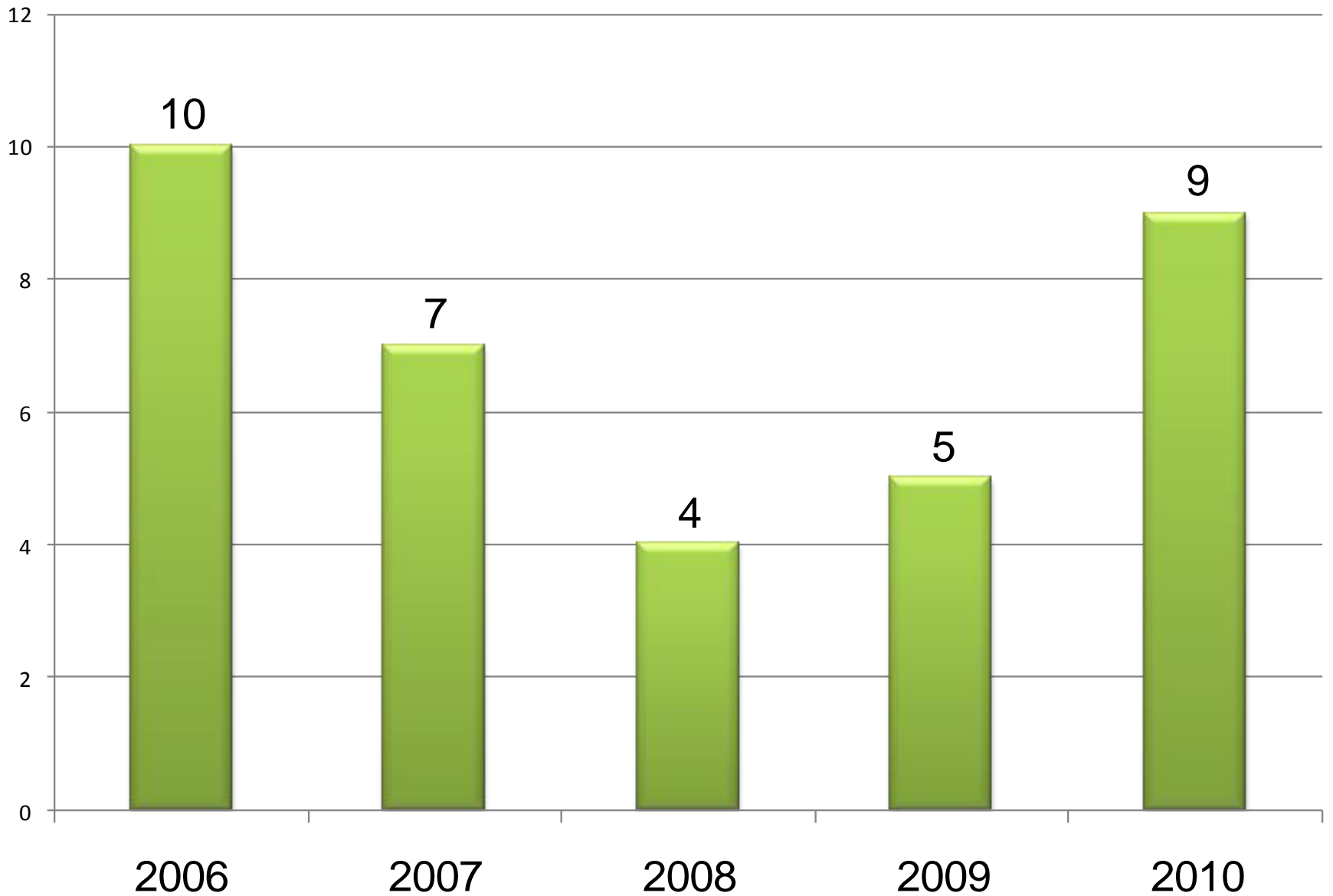
HE/PU Median Sales Price Jan 2006-2010



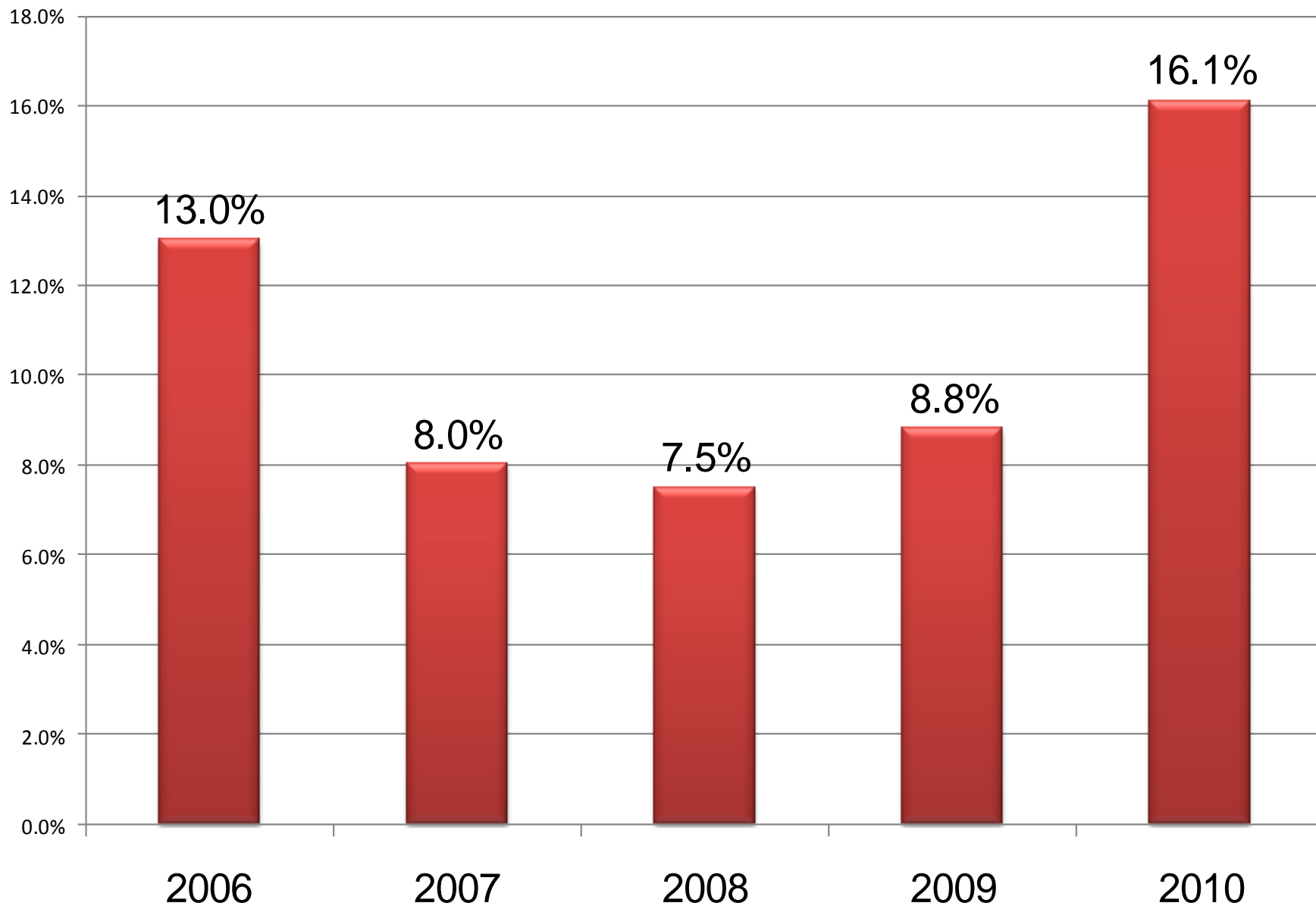
HE/PU Pending Listings Jan 2006-2010



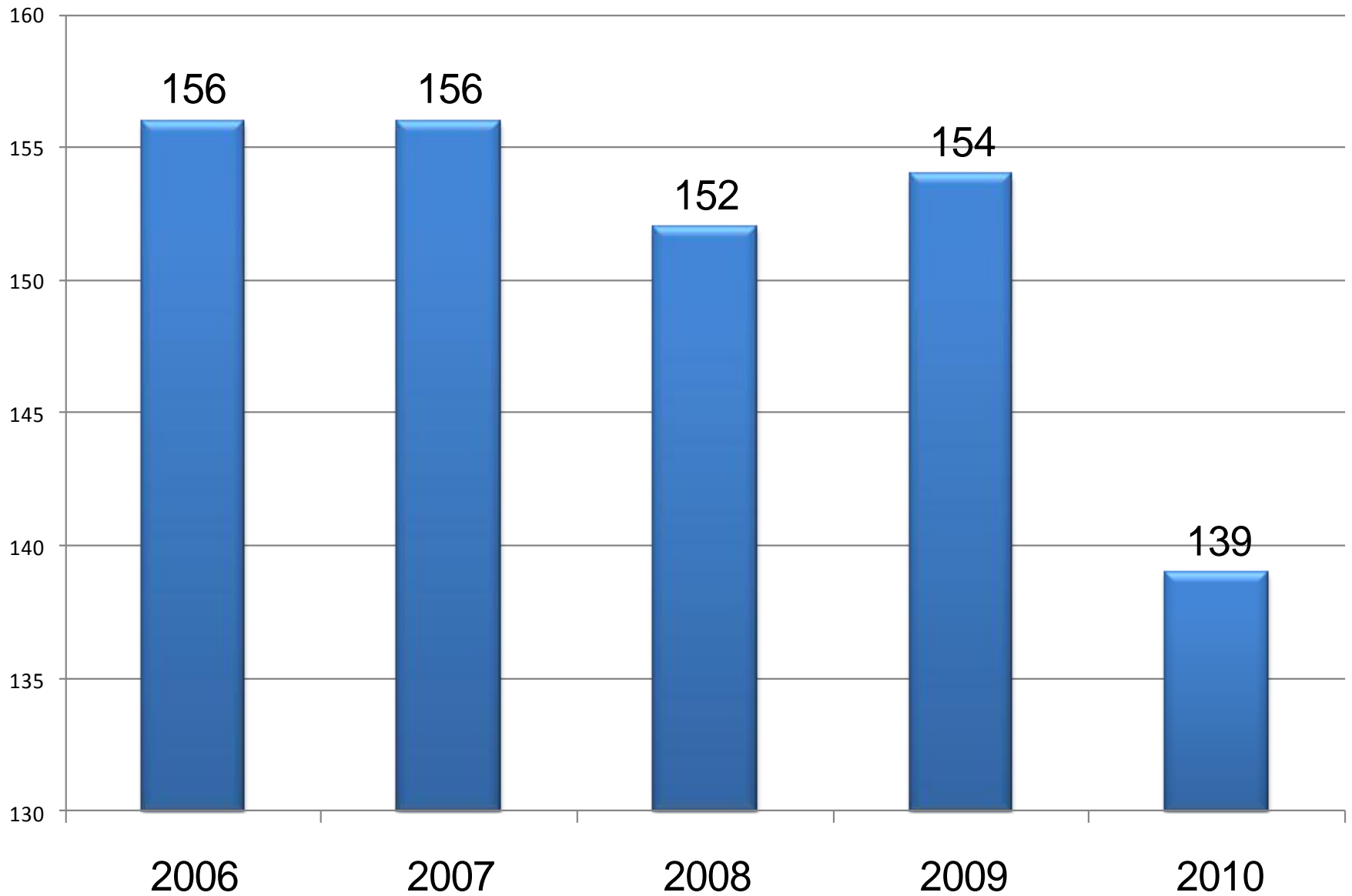
HE/PU Fall Throughs Jan 2006-2010



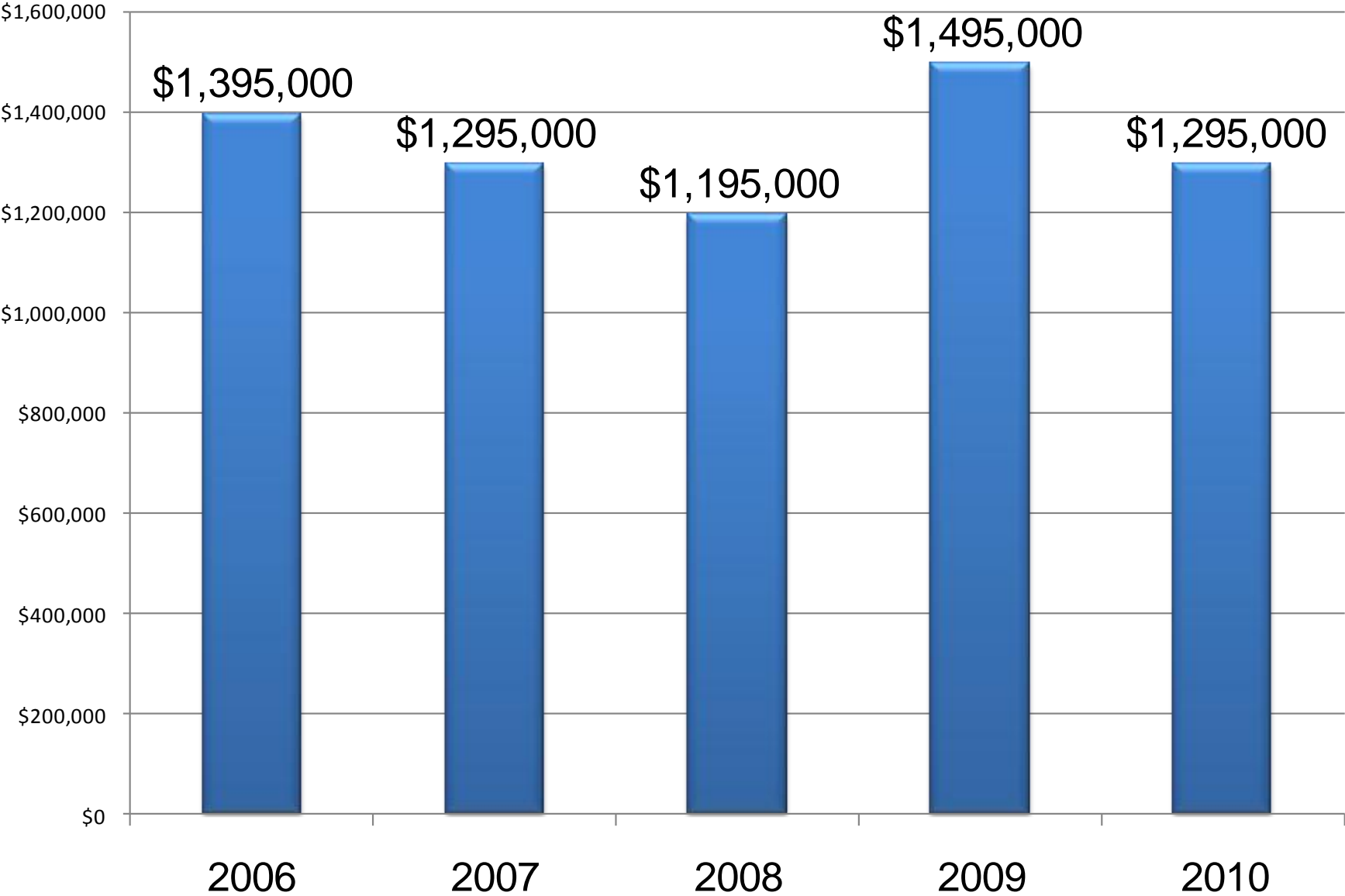
HE/PU Fall Through Percentages Jan 2006-2010



HE/PU New Listings Jan 2006-2010



HE/PU Median List Price Jan 2006-2010



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

Active and Pending Listings '09 vs. '10 Jan.

- Total Active Listings
'09 733, '10 657 **DOWN** -10.4%
- New Listings
'09 154, '10 139, **DOWN** -9.7%
- New Listings Median List Price
'09 \$1,495,000, '10 \$1,295,000, **DOWN** -13.4%
- Properties that went into Escrow
'09 57, '10 56, **DOWN** -1.8%

Sold HE/PU '09 vs. '10 Jan.

- Number of Sold Properties

'09 44, '10 59 **UP +34.1%**

- Median Sales Prices

'09 \$906,000, '10 \$760,000 **DOWN -16.1%**

- Median Sales Prices w/o Hope Ranch/Montecito

'09 \$849,700, '10 \$718,750 **DOWN -15.4%**

- Average Sold Price

'09 \$1,076,947, '10 \$1,320,833 **UP +22.6%**

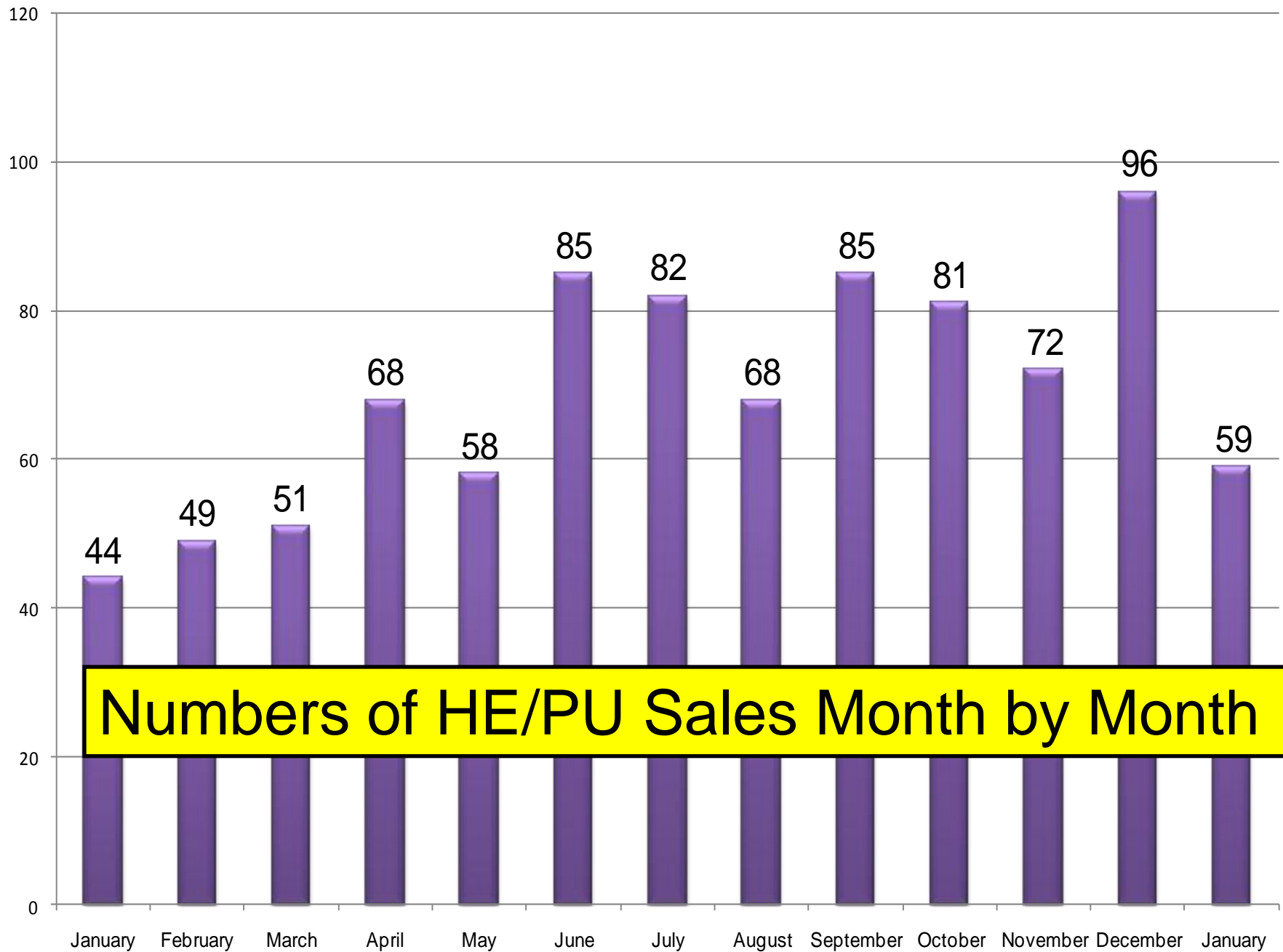
- Average Sold Price w/o Hope Ranch/Montecito

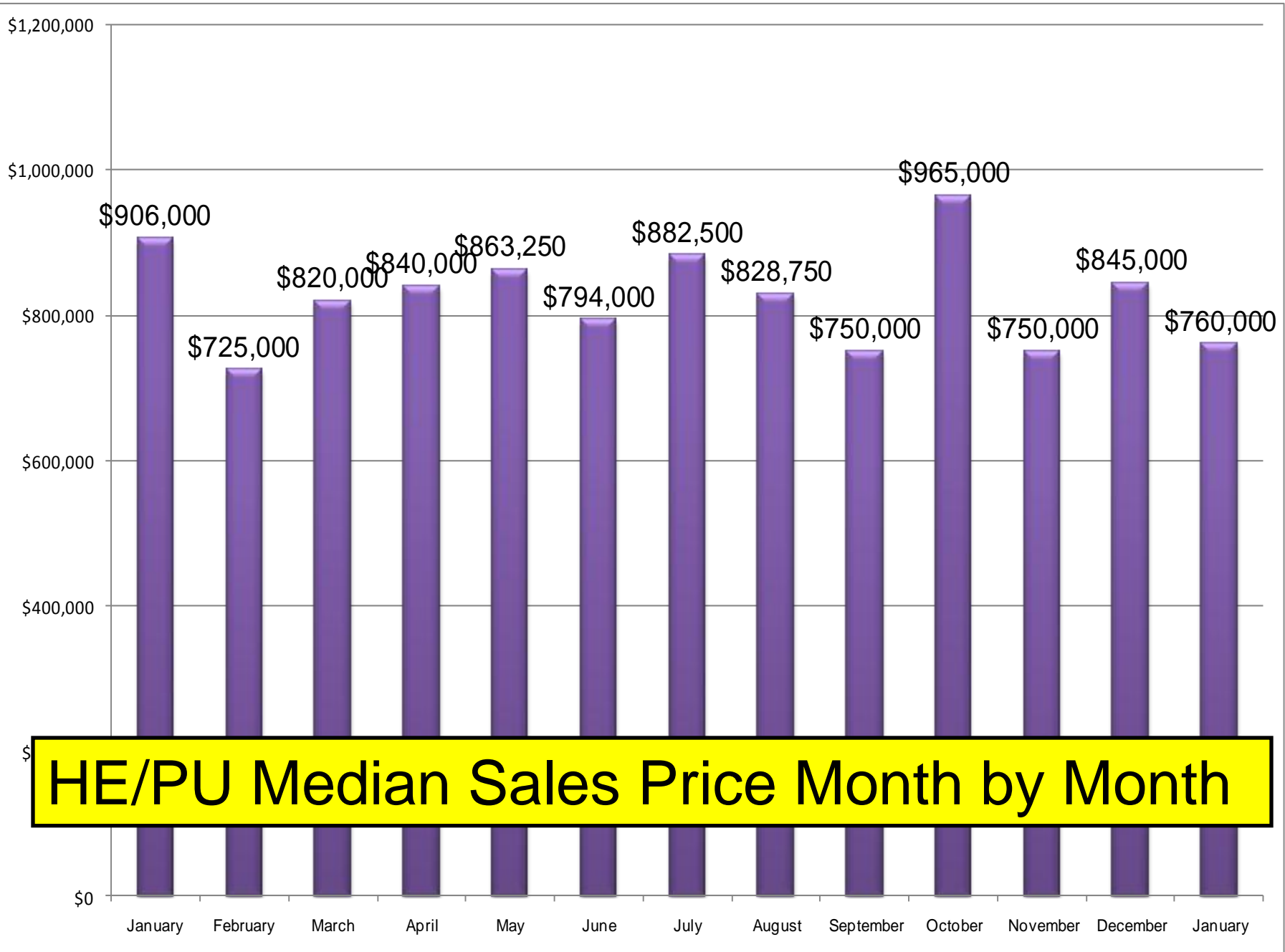
'09 \$873,154, '10 \$859,075 **DOWN -1.6%**

- Sold Volume

'09 \$47,385,700, '10 \$77,929,197 **UP +64.5%**

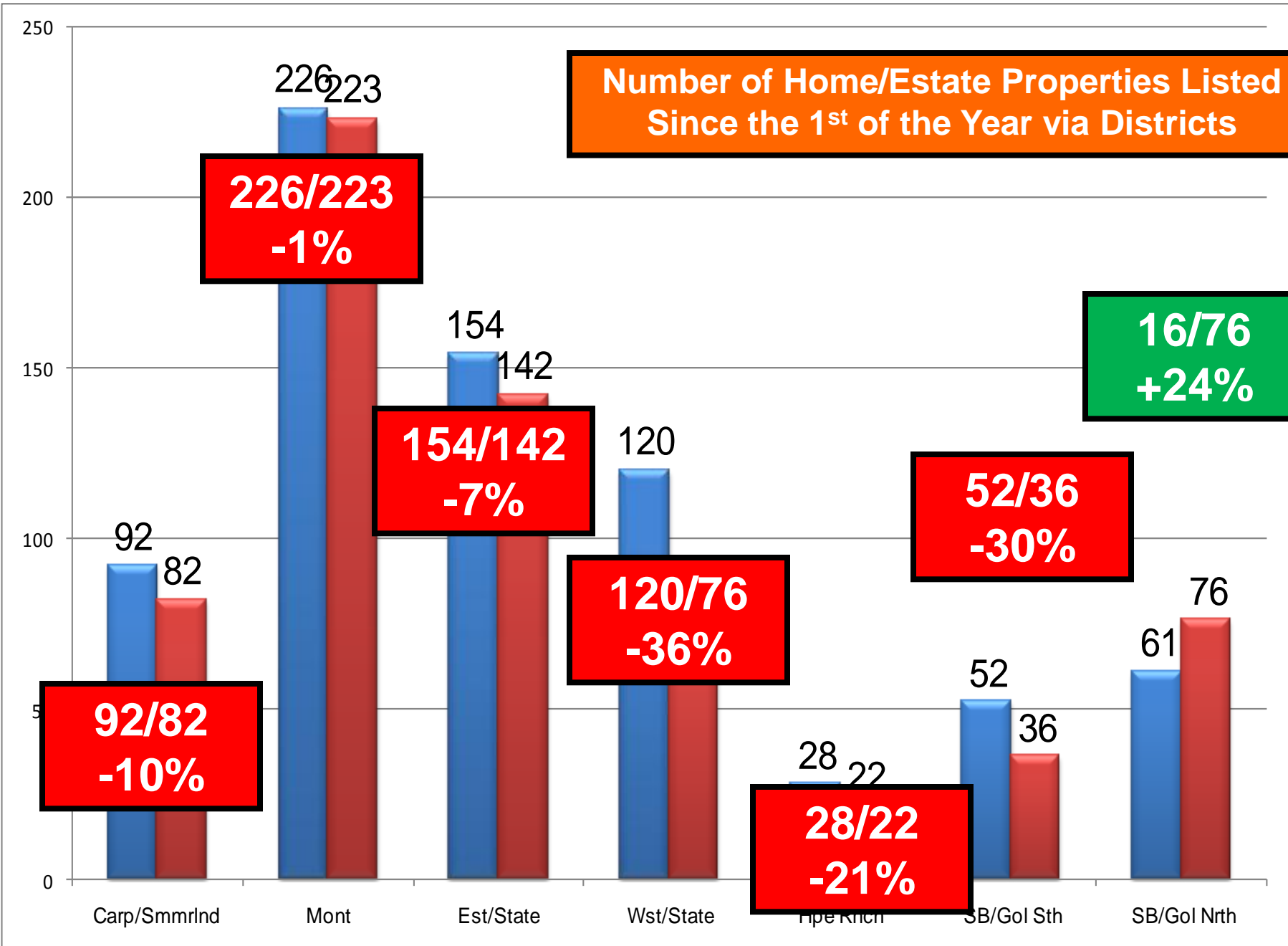
**Jan. '09 to Jan. '10
Month by Month
for Home Estate/PUDs
Districts 05-35**



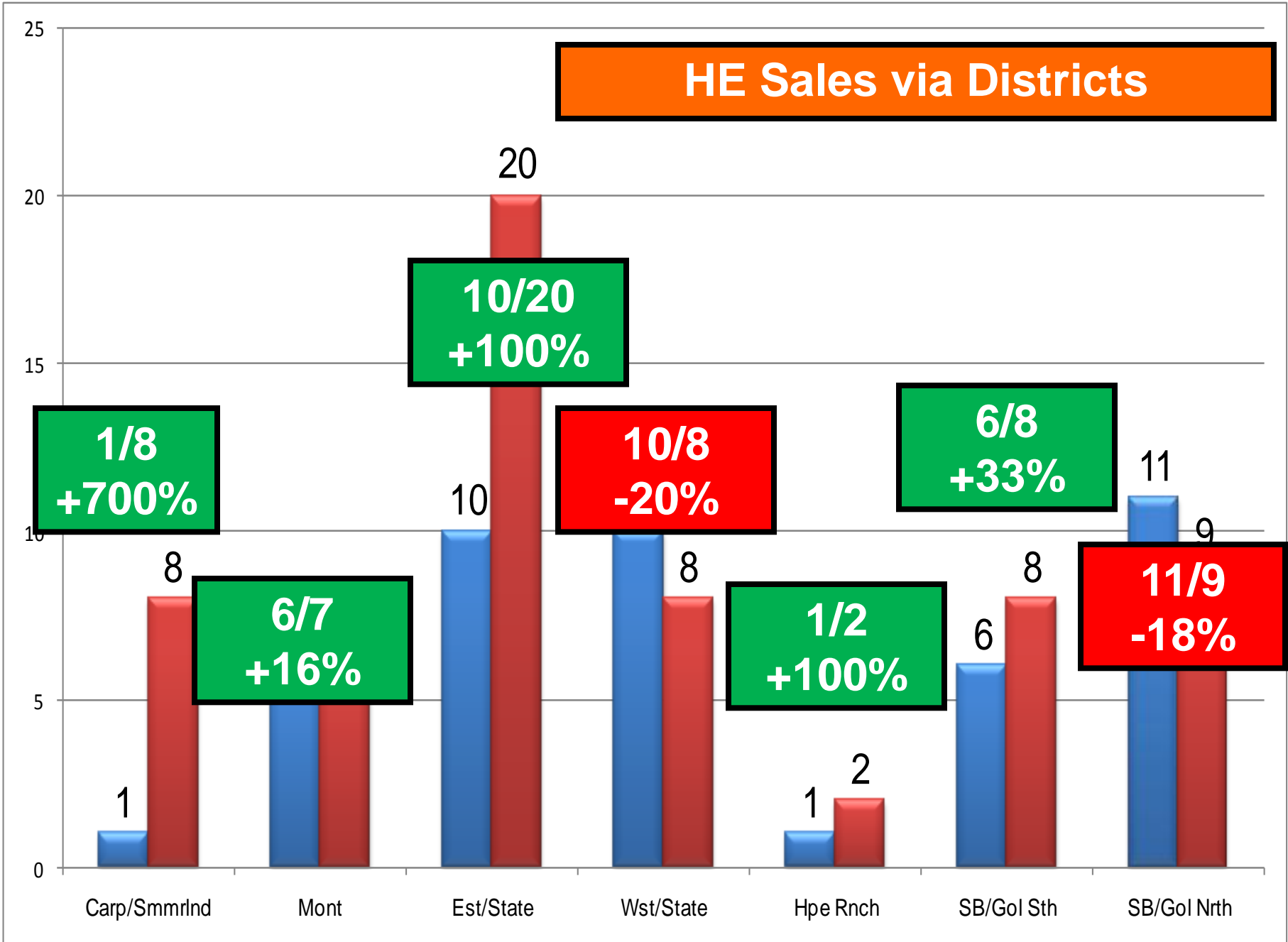


HE/PU District Stats

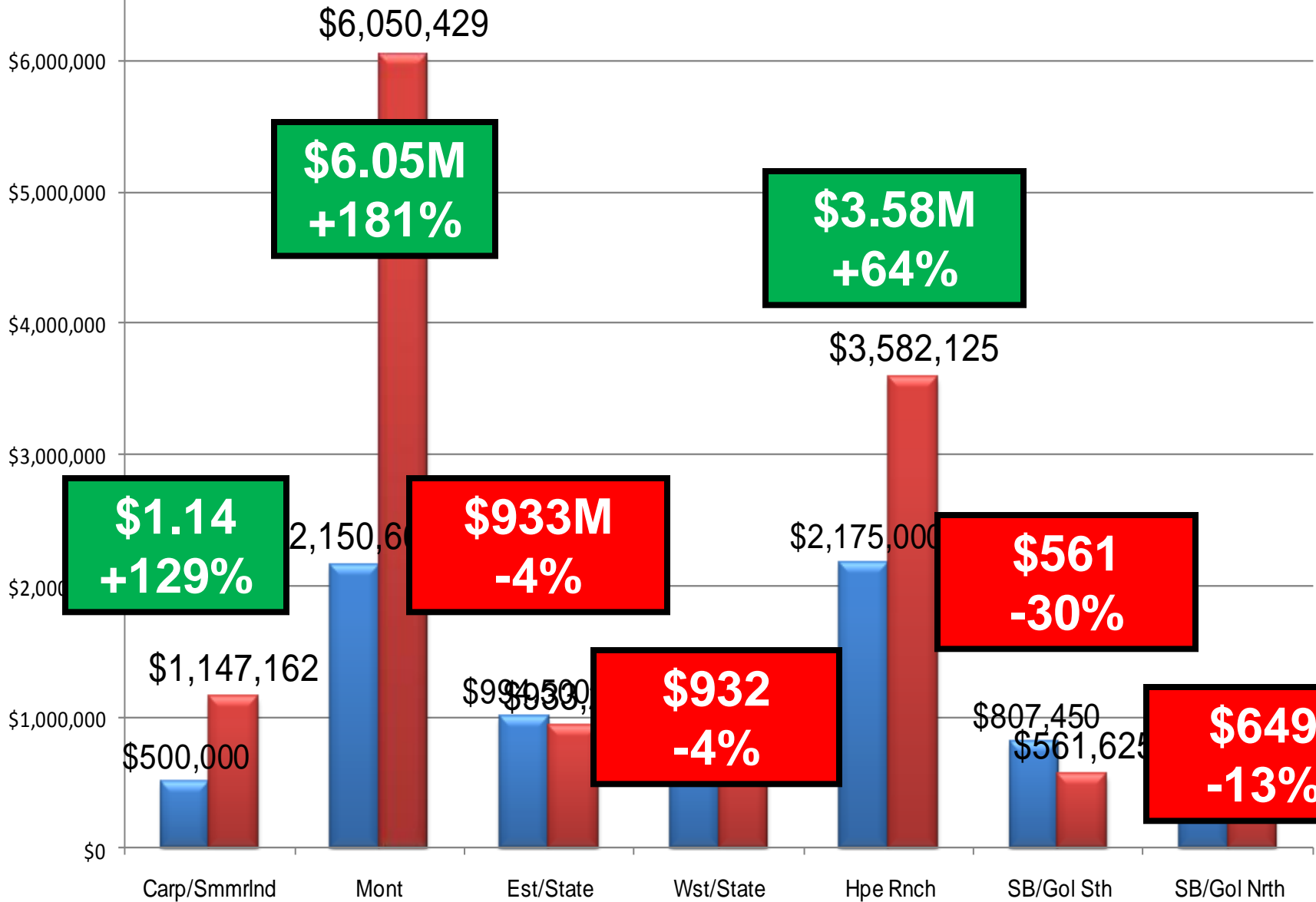
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

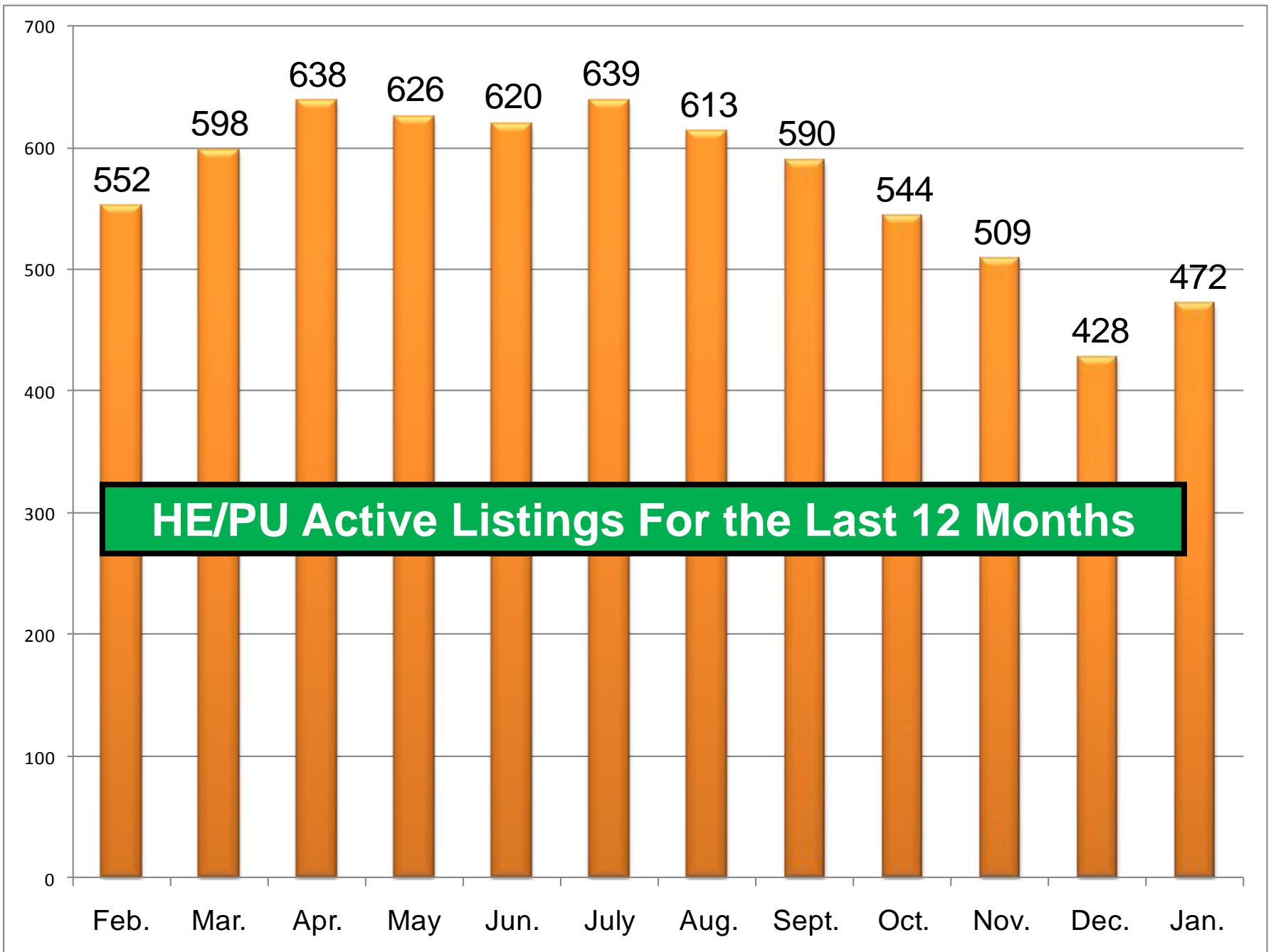


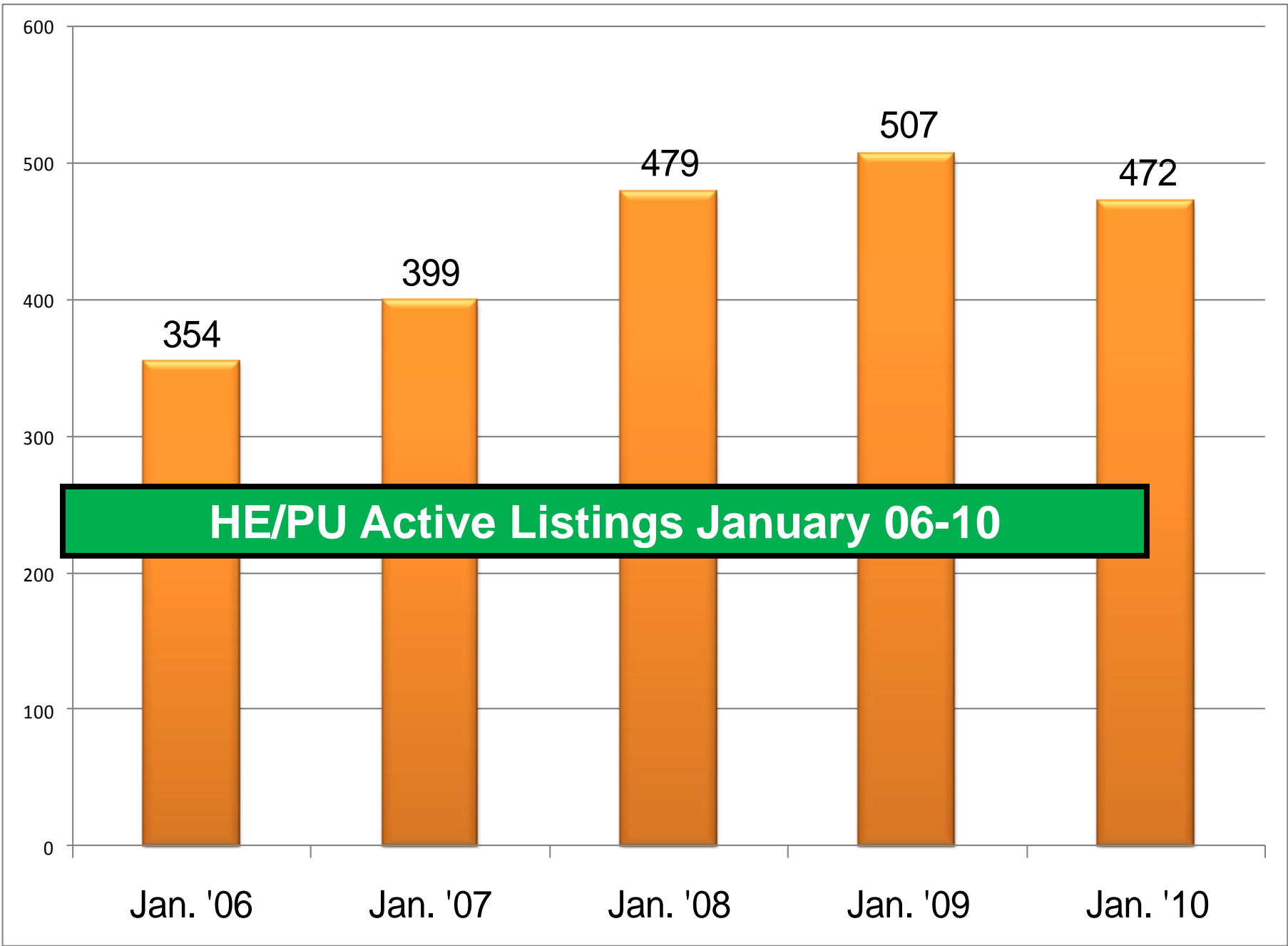
HE Sales via Districts



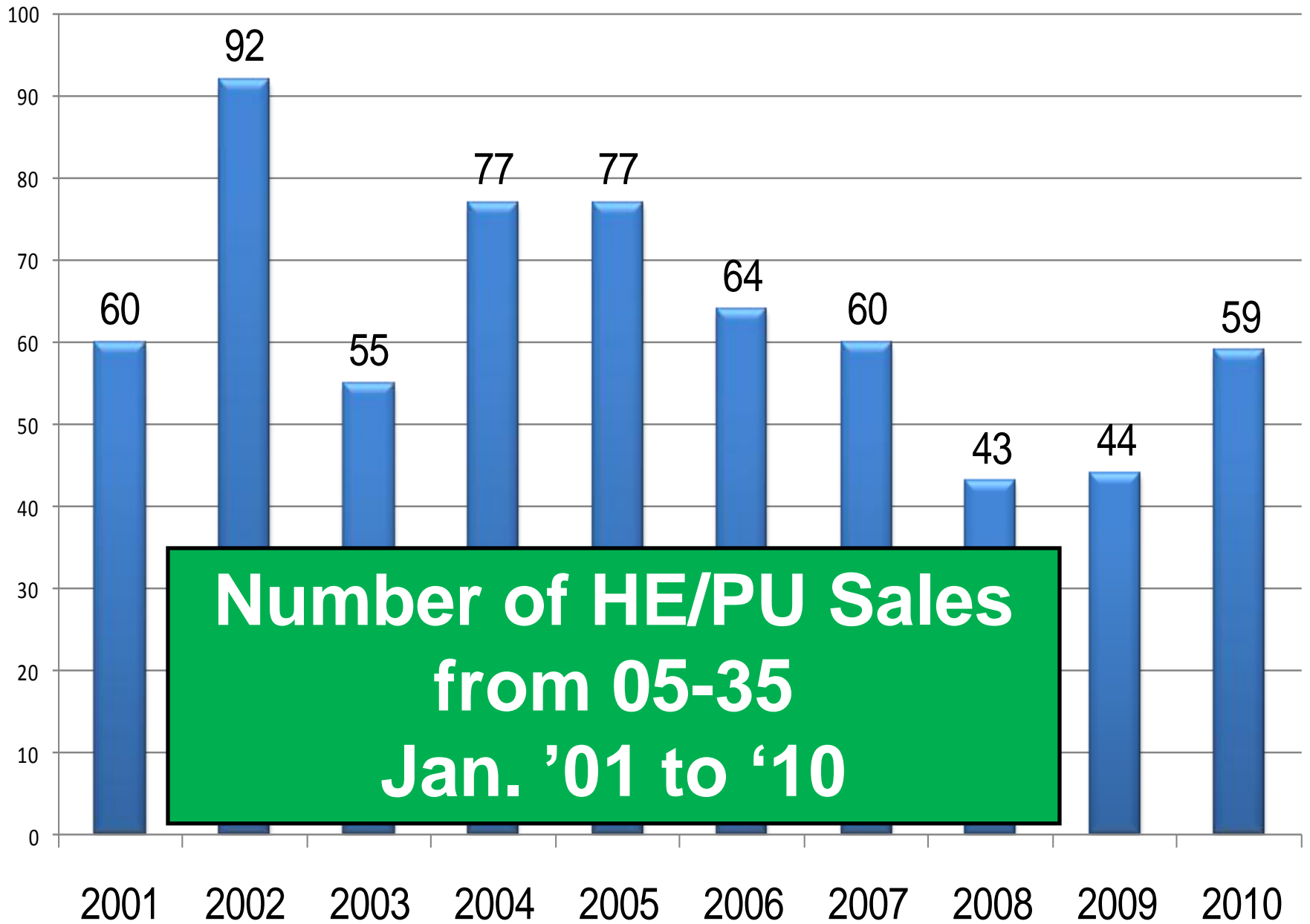
HE Average Sales Price

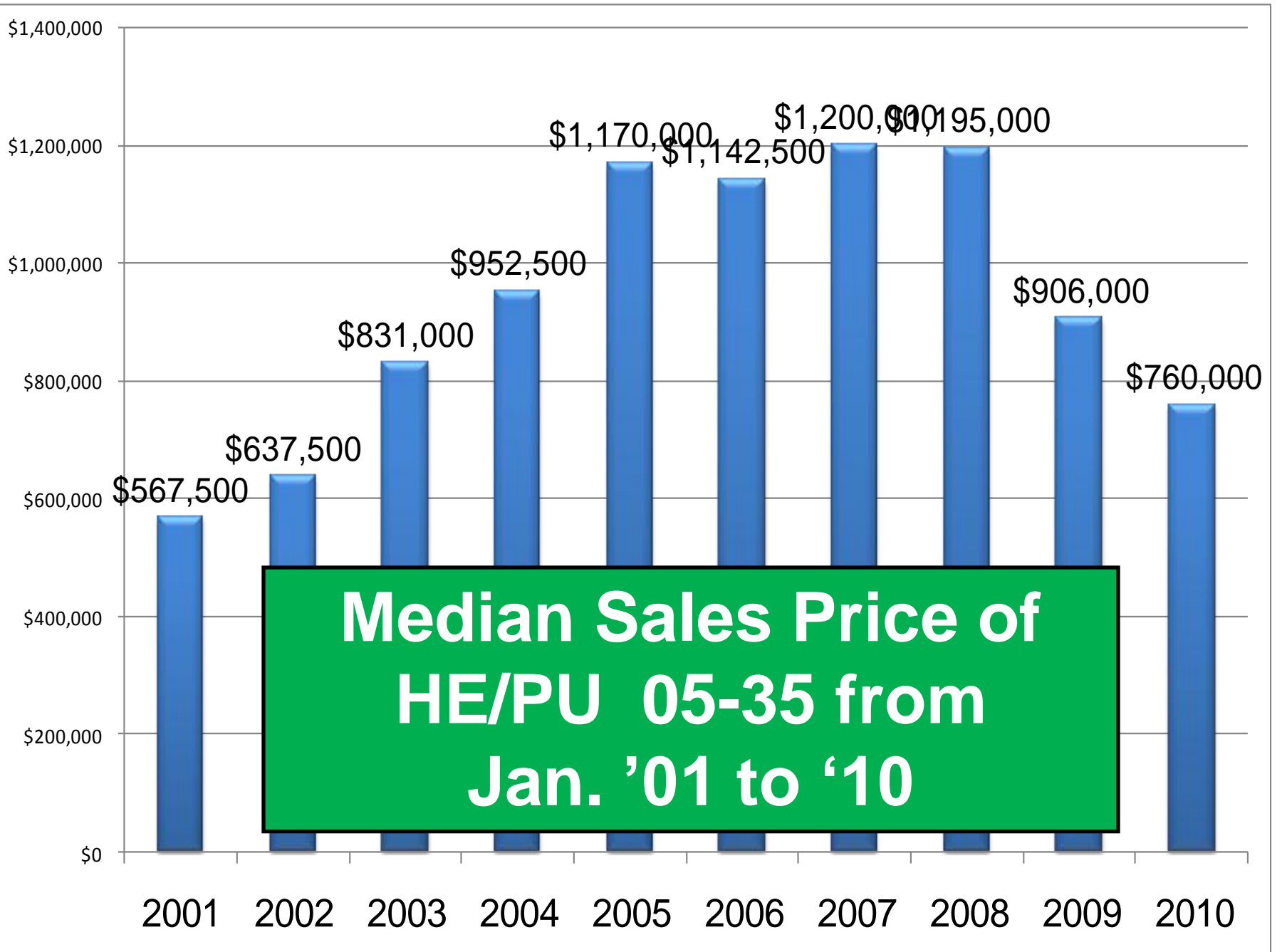






**Perspective
for Home Estates
2001-2010**





January 1-January 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	\$9,104,050	\$379,000	\$433,526	61	\$8,802,100	\$375,000	\$419,147	96.68	92.55
List/Sold	4	\$1,295,900	\$299,800	\$323,975	51	\$1,287,100	\$300,000	\$321,775	99.32	91.55
Co-Broker	17	\$7,808,150	\$430,000	\$459,302	63	\$7,515,000	\$430,000	\$442,058	96.25	92.72
New	43	\$27,220,950	\$499,000	\$633,045	16					
Pending	26	\$12,560,600	\$420,000	\$483,100	75					
Withdrawn	3	\$2,668,000	\$699,000	\$889,333	236					
Cancelled	5	\$3,477,000	\$749,000	\$695,400	386					
Expired	25	\$23,730,900	\$699,000	\$949,236	335					
Back On Market	15	\$10,564,500	\$532,000	\$704,300	199					
Extended	20	\$12,928,500	\$499,000	\$646,425	175					
Active In Range	141	\$116,741,164	\$599,000	\$827,951	166					
Current Active	121	\$102,100,664	\$625,000	\$843,807	171					

CO January '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	\$9,104,050	\$379,000	\$433,526	61	\$8,802,100	\$375,000	\$419,147	96.68	92.55
Pending	26	\$12,560,600	\$420,000	\$483,100	75					

CO January '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	12	\$7,493,200	\$471,900	\$624,433	106	\$6,906,500	\$478,500	\$575,541	92.17	86.84
Pending	15	\$7,449,405	\$399,000	\$496,627	58					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$200,000-\$249,999	2	6
\$250,000-\$299,999	4	64
\$300,000-\$349,999	3	112
\$350,000-\$399,999	2	53
\$400,000-\$449,999	2	122
\$450,000-\$499,999	5	46
\$500,000-\$549,999	1	16
\$800,000-\$849,999	1	7
\$1,000,000-\$1,099,999	1	67

The average price for the 21 properties is \$419,147.

The highest price is \$1,050,000.

87 Seaview Dr

The median price is \$375,000.

The lowest price is \$215,000.

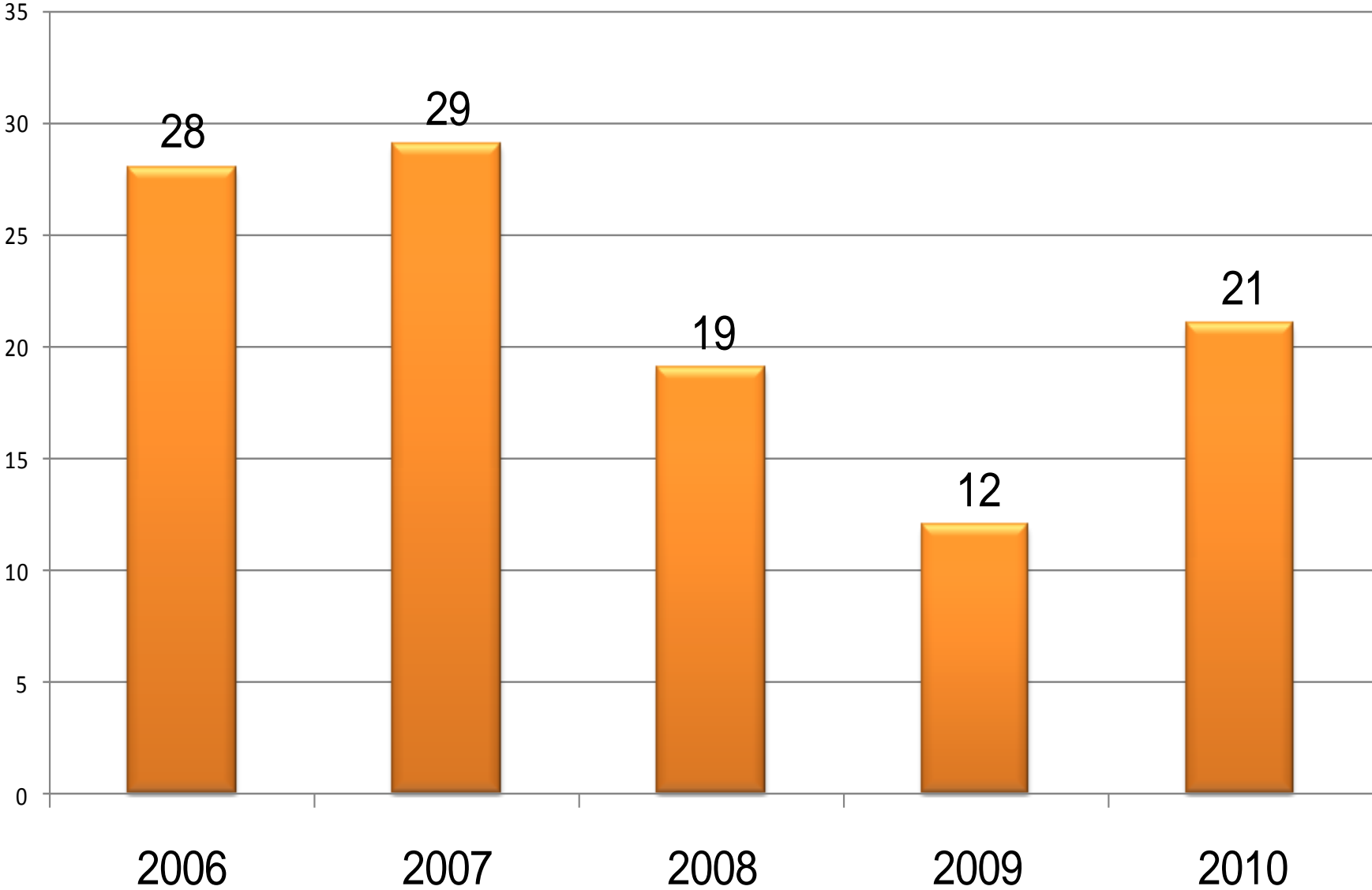
41 Dearborn Pl #75

The average Market Time is 61.

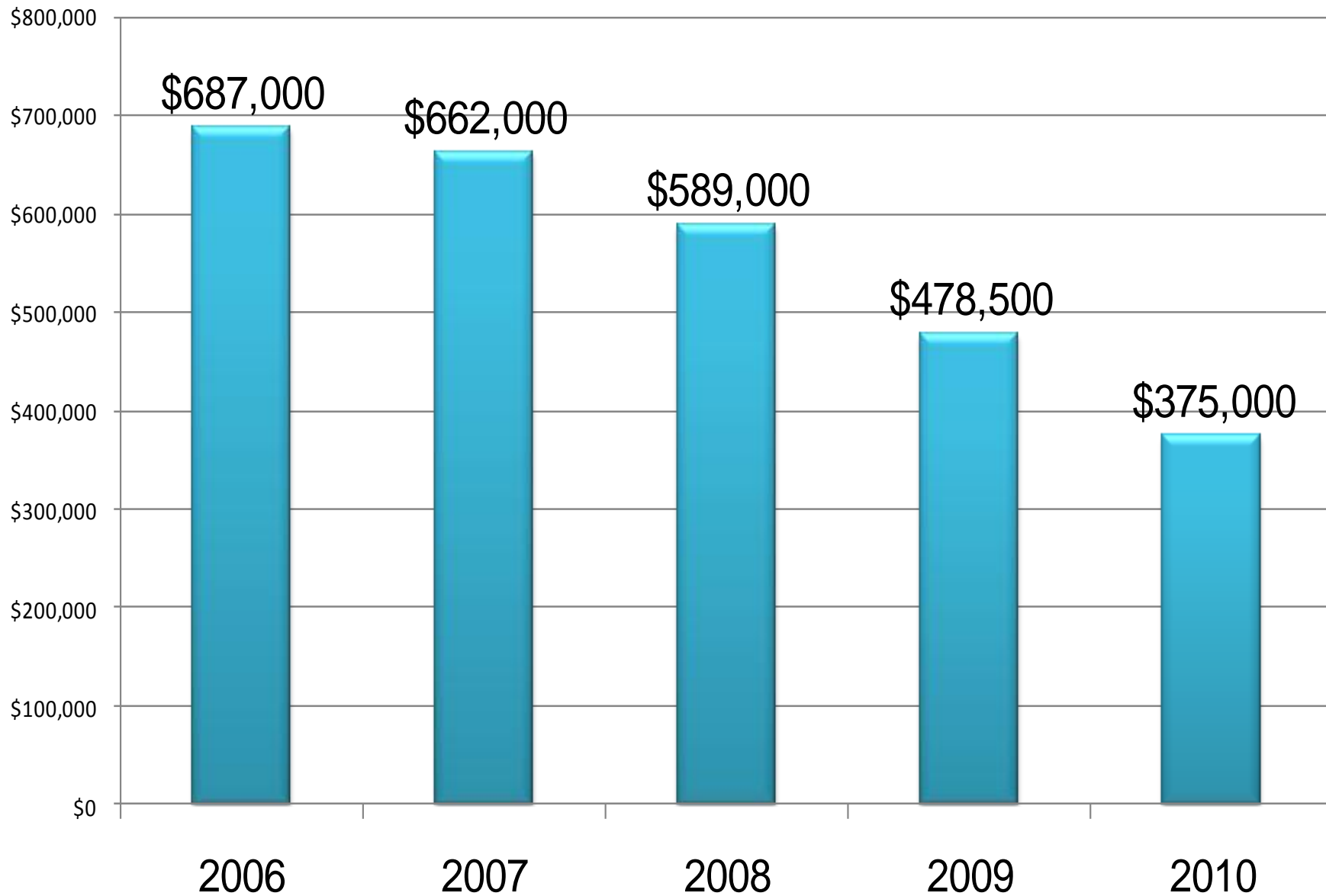
Condo Statistics

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

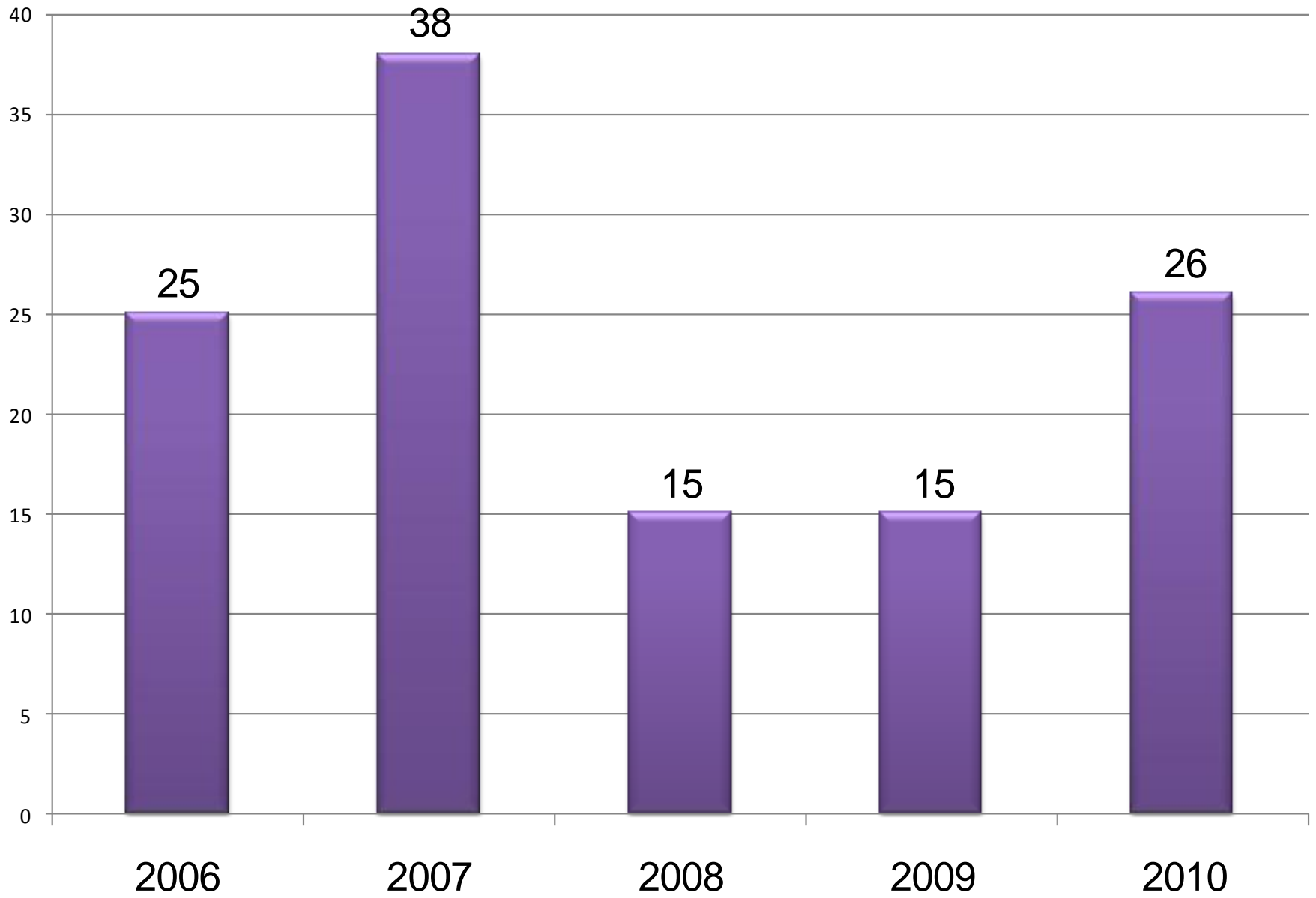
CO Sales Jan 2006-2010



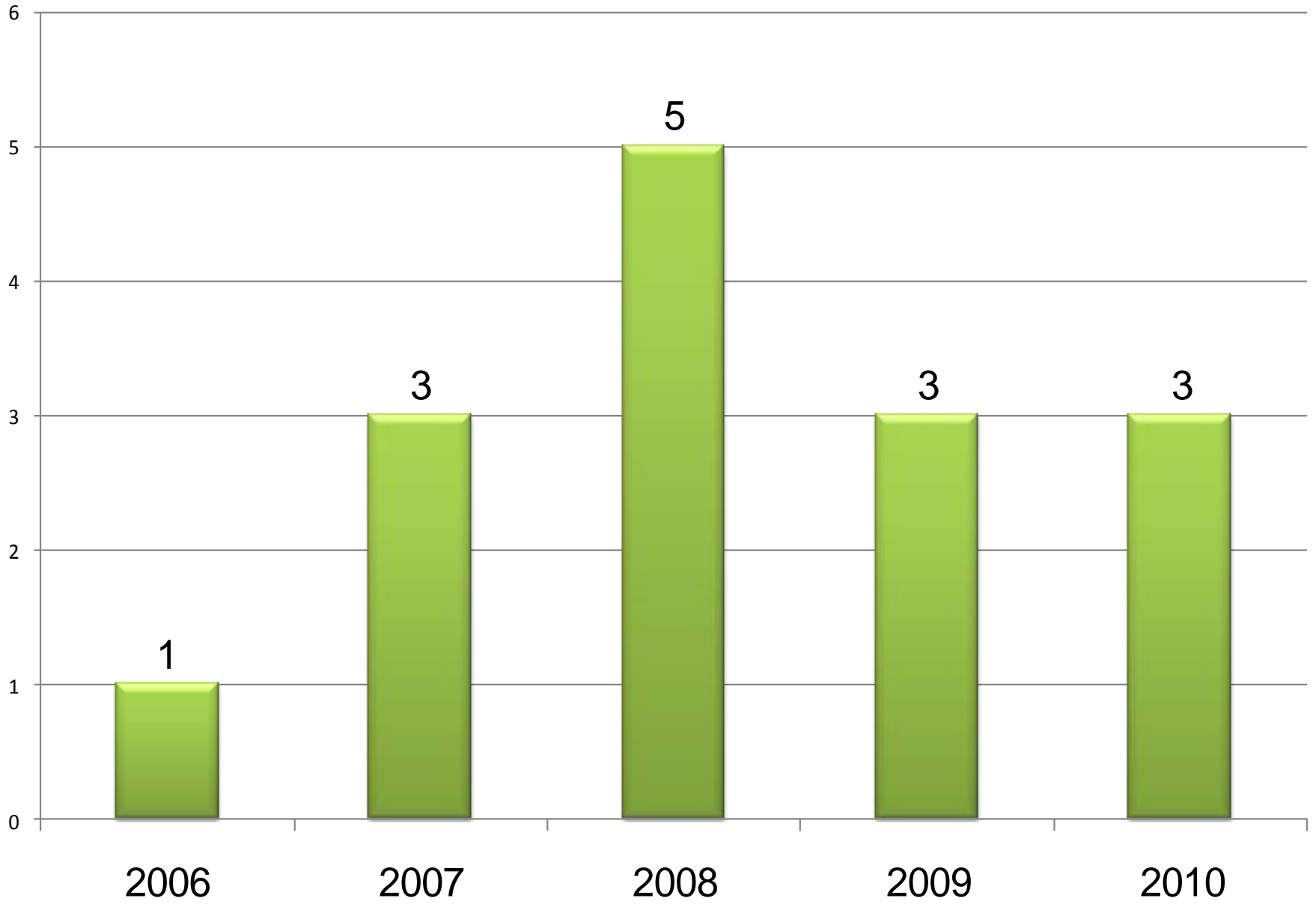
CO Median Sales Price Jan 2006-2010



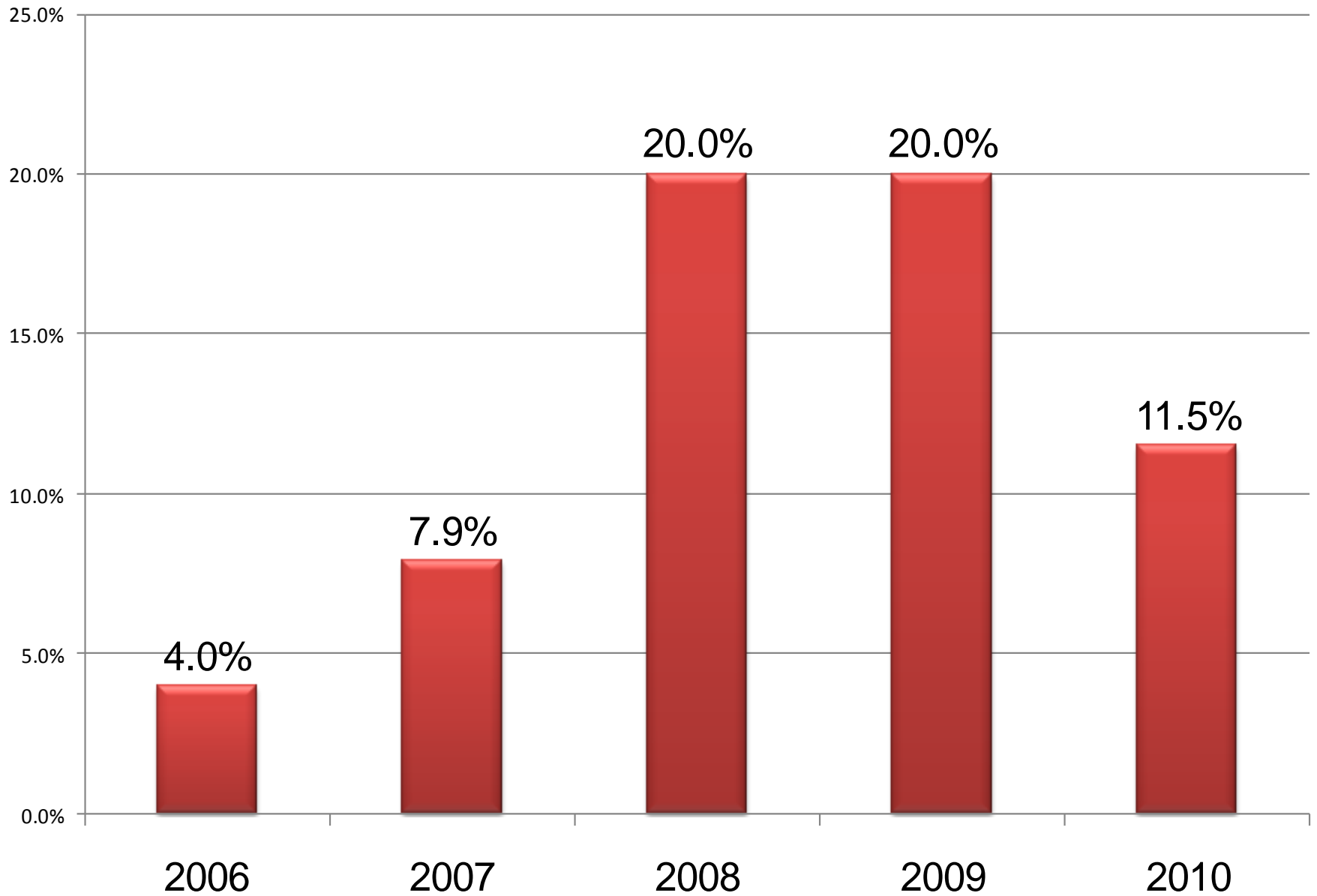
CO Pending Listings Jan 2006-2010



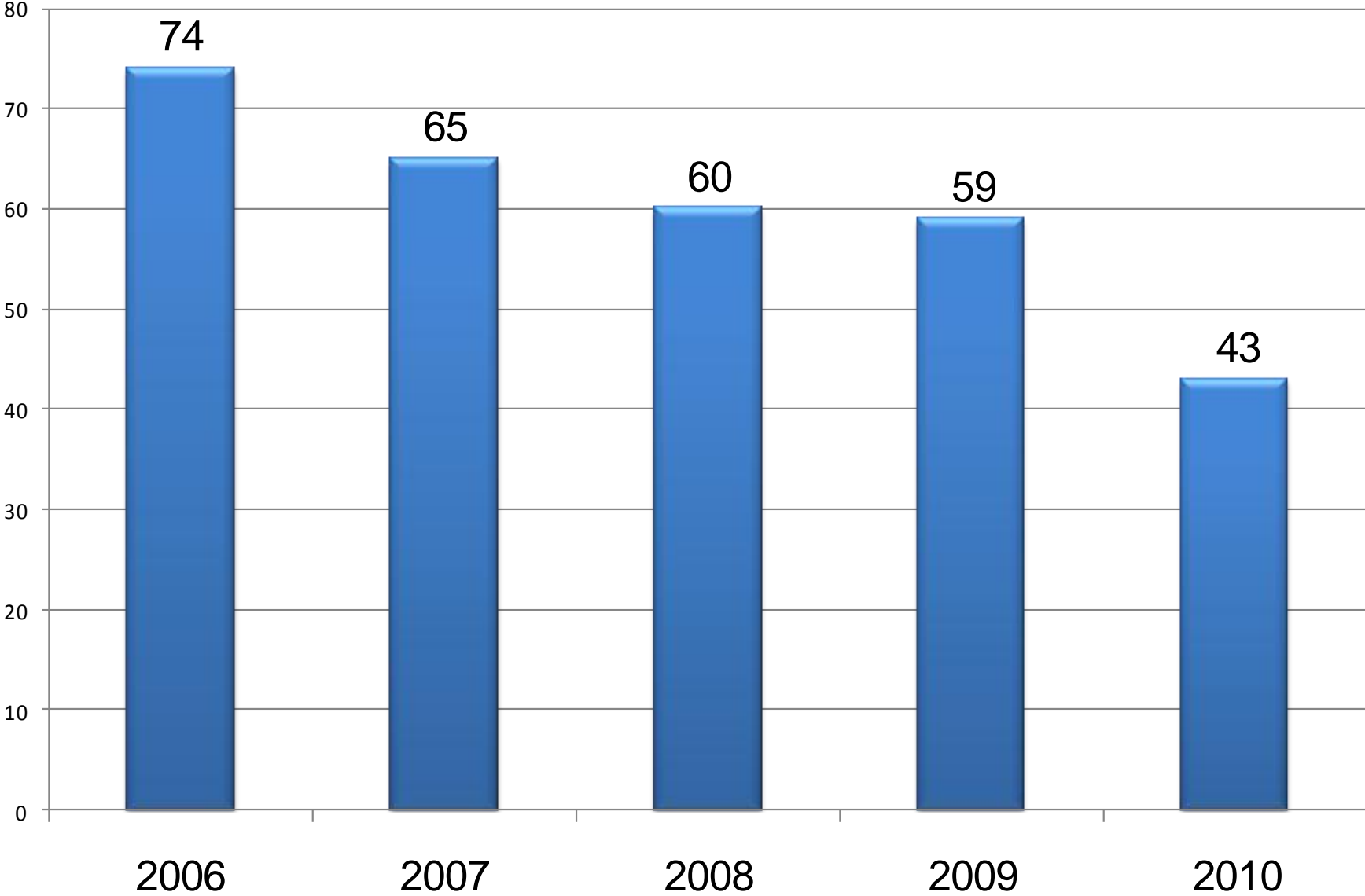
CO Fall Throughs Jan 2006-2010



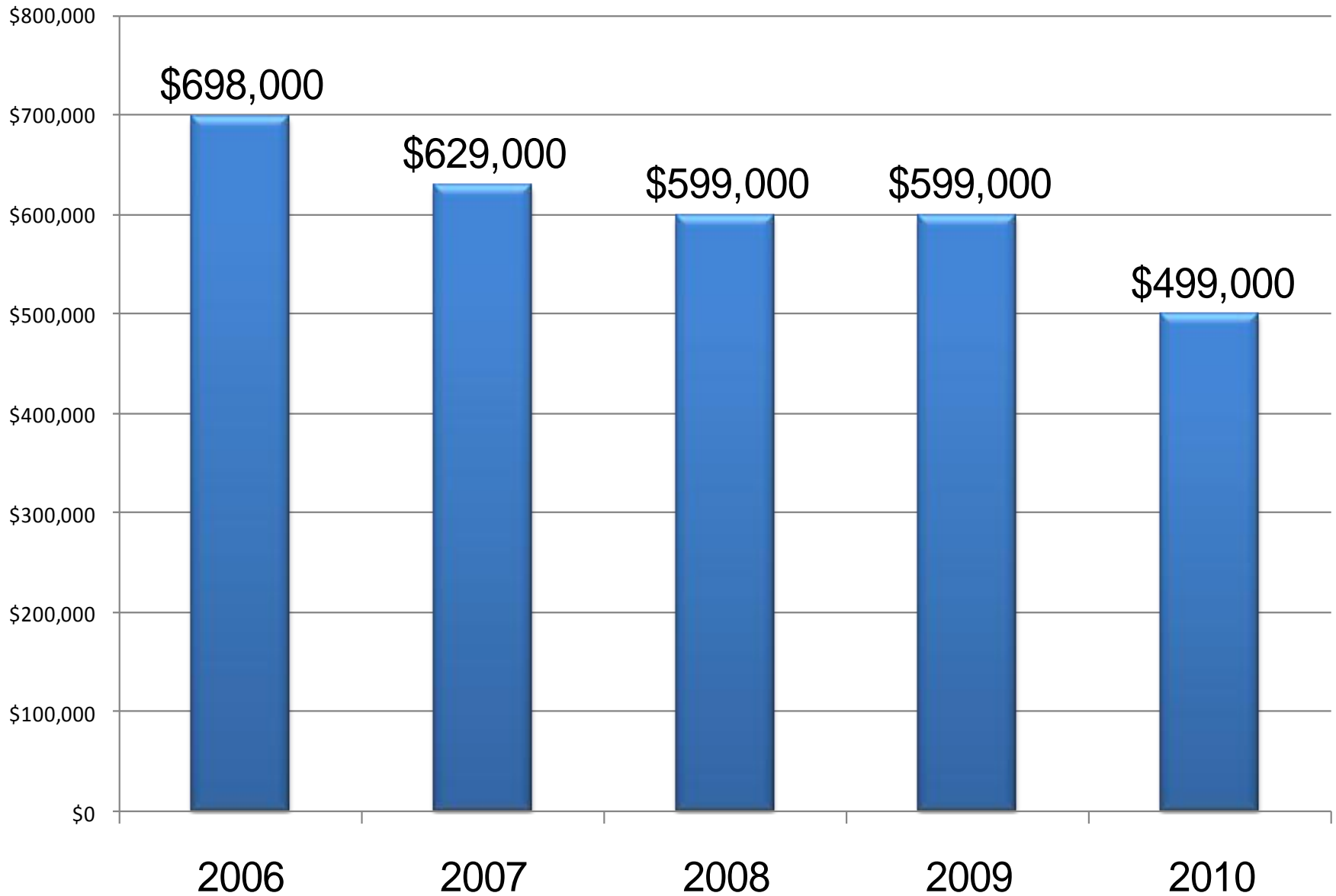
CO Fall Through Percentages 2006-2010



CO New Listings Jan 2006-2010



CO Median List Price Jan 2006-2010



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

Active and Pending Listings '09 vs. '10 Jan.

- Total Active Listings

'09 238, '10 173, **DOWN** -27.3%

- New Listings

'09 59, '10 43, **DOWN** -27.1%

- New Listings Median List Price

'09 \$599,000, '10 \$499,000, **DOWN** -16.7%

- Properties that went into Escrow

'09 15, '10 26, **UP** +73.3%

Sold CO '09 vs. '10 Jan

- Number of Sold Properties

'09 12, '10 21 **UP +75.0%**

- Median Sales Prices

'09 \$478,500 '10 \$375,000 **DOWN -21.6%**

- Median Sales Prices w/o Montecito

'09 \$478,500, '10 \$367,500 **DOWN -23.2%**

- Average Sold Price

'09 \$575,541, '10 \$419,147 **DOWN -27.2%**

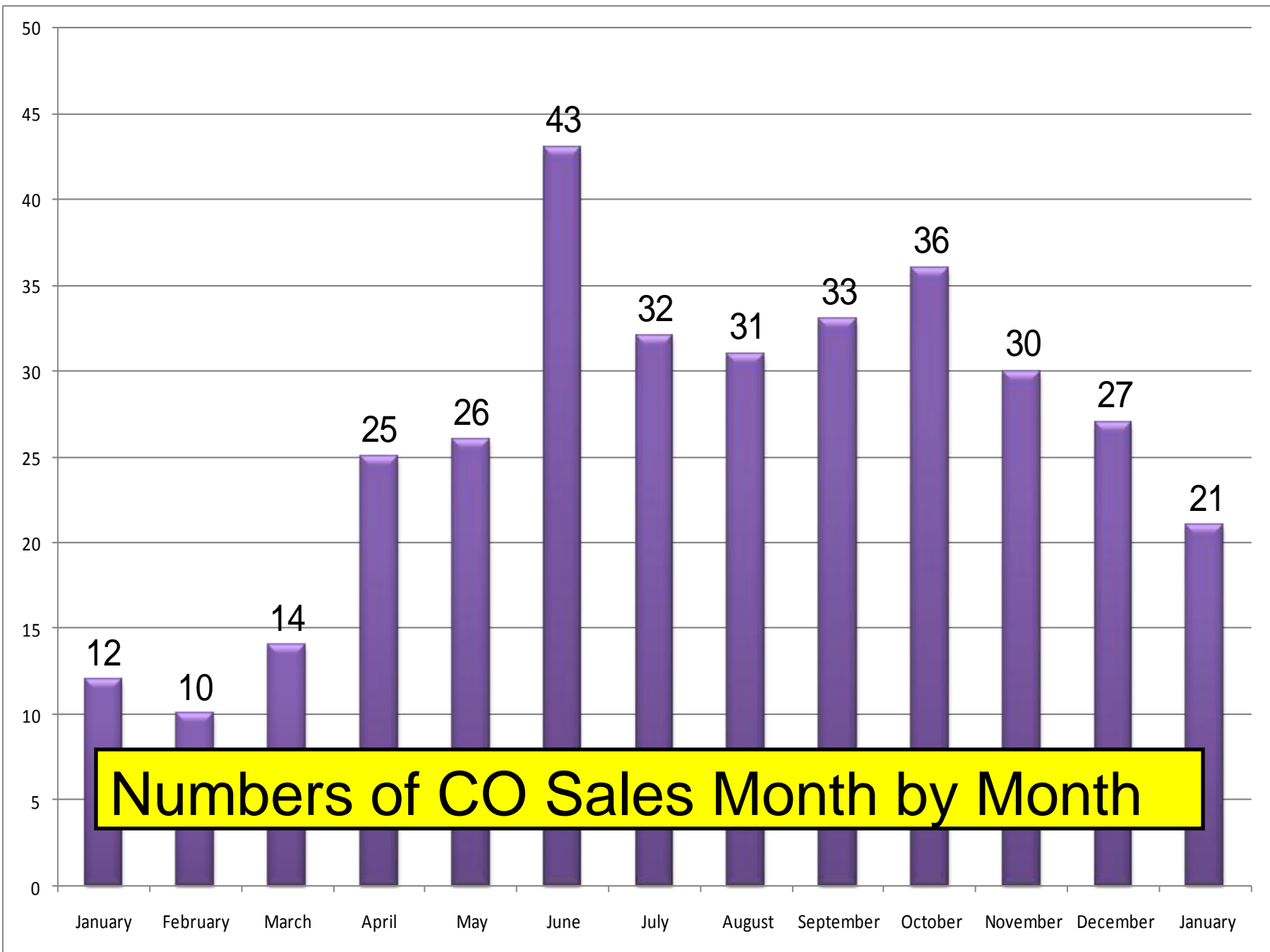
- Average Sold Price w/o Montecito

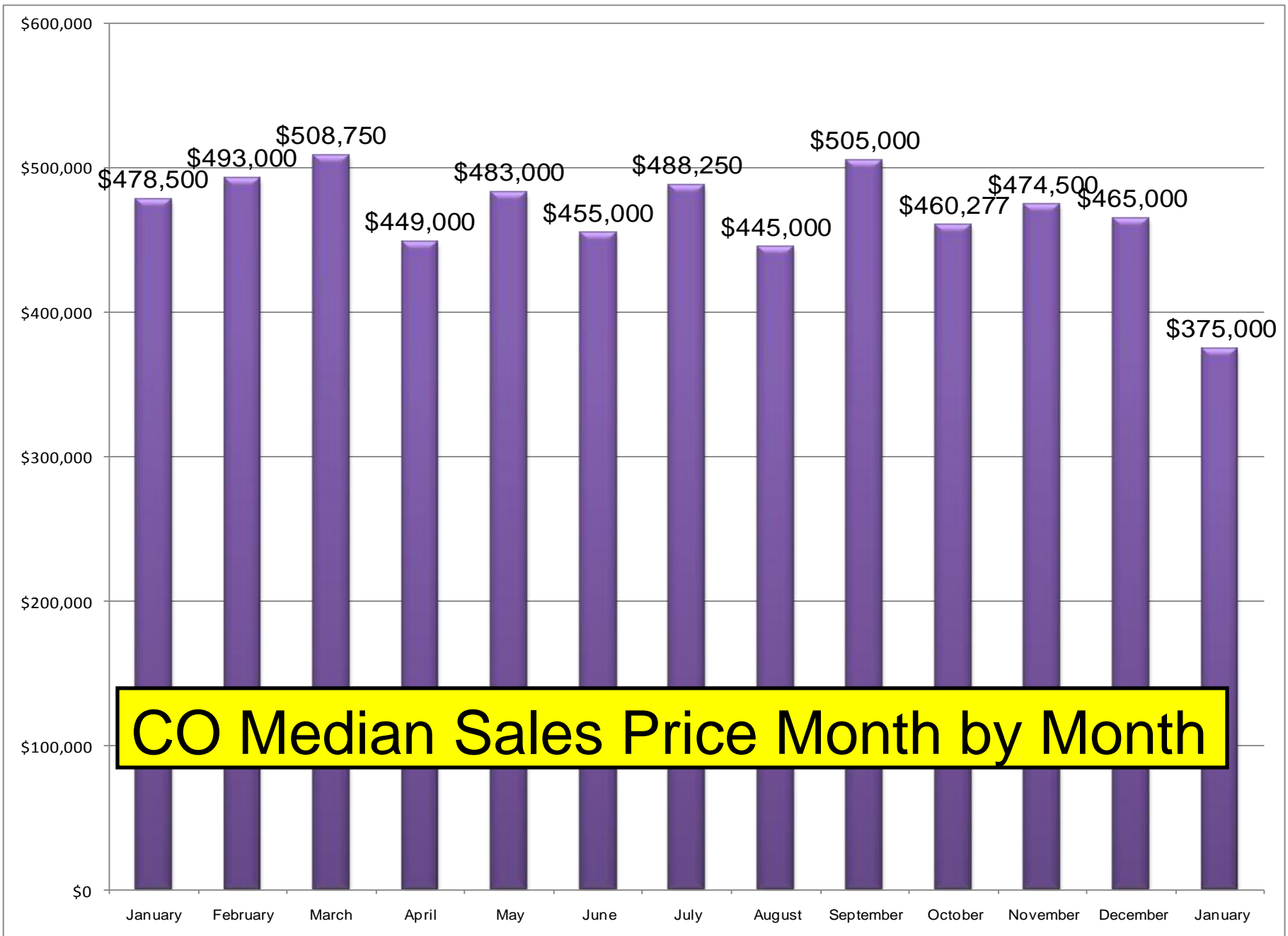
'09 \$575,541, '10 \$387,605 **DOWN -32.7%**

- Sold Volume

'09 \$6,906,500, '10 \$8,802,100 **UP +27.4%**

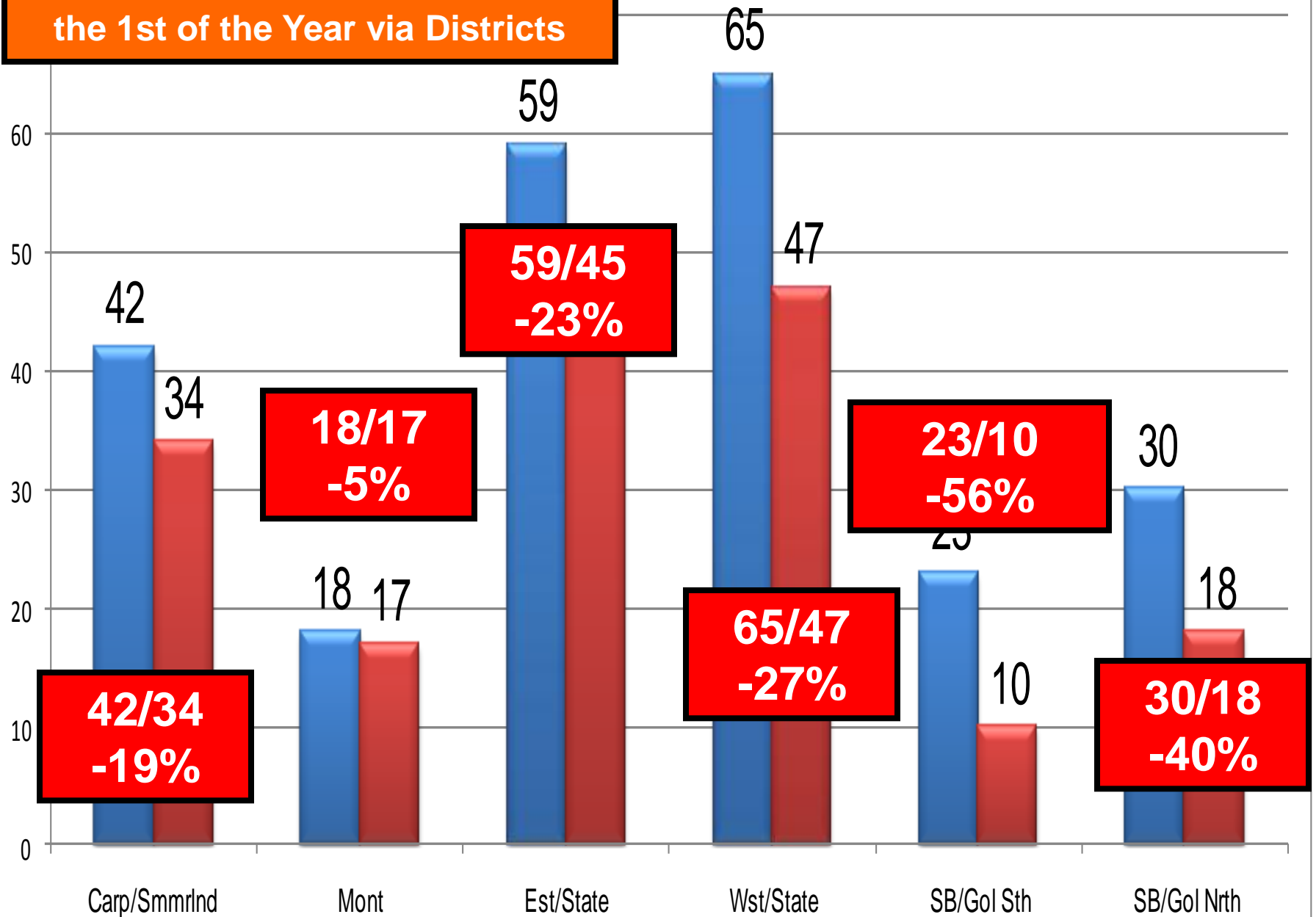
**Jan. '09 to Jan. '10
Month by Month
for Condos
Districts 05-35**



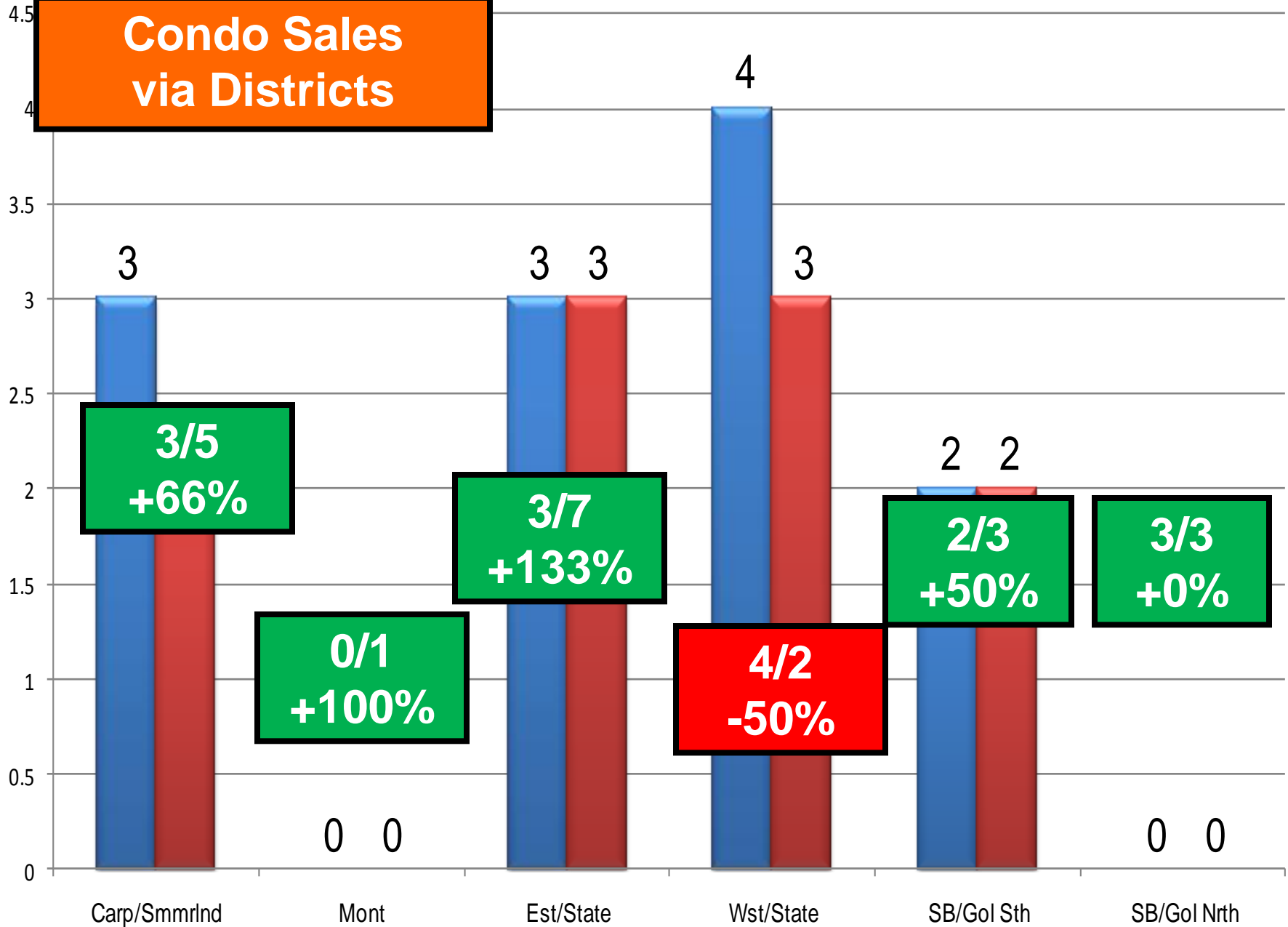


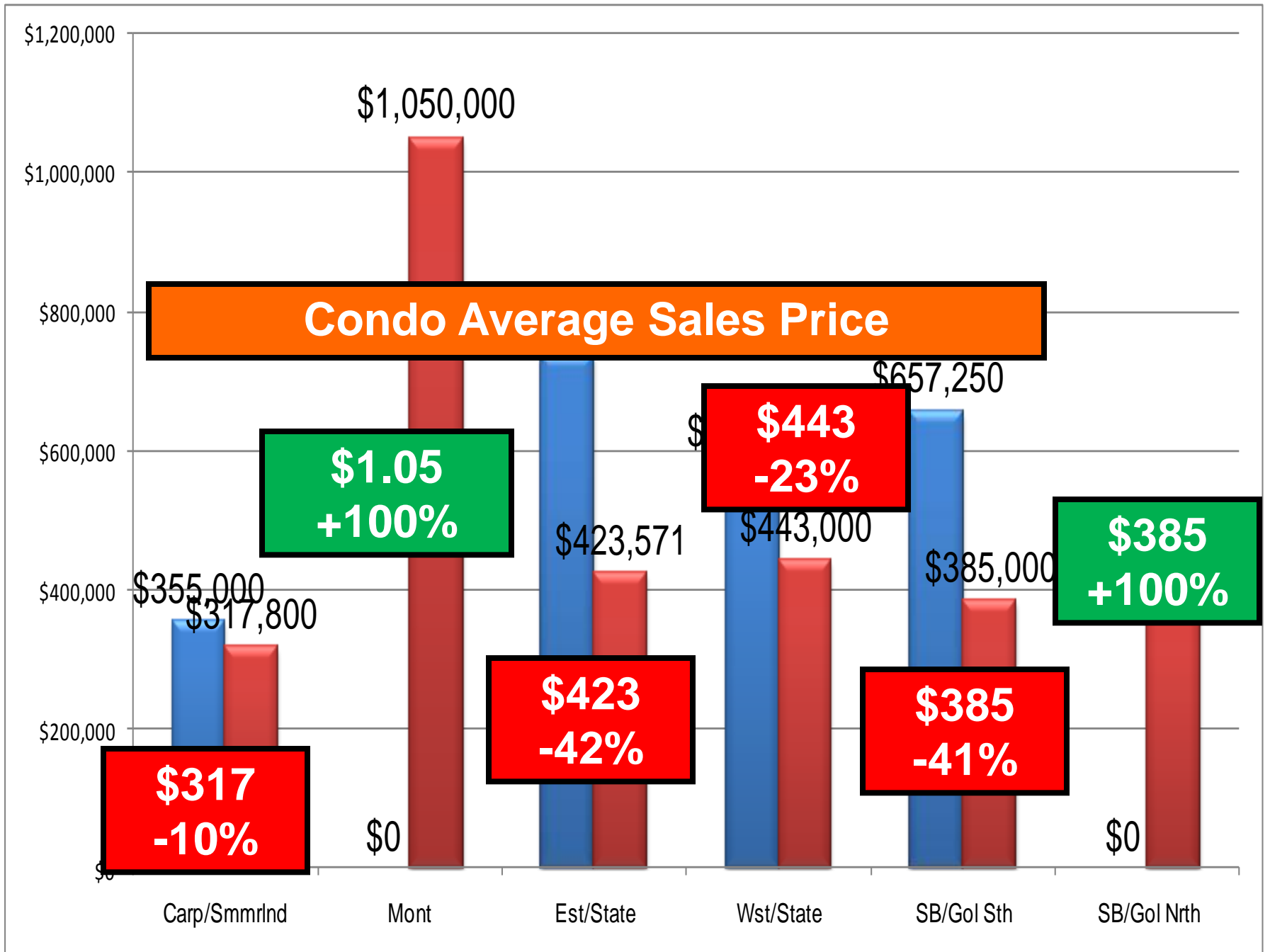
Condo District Stats

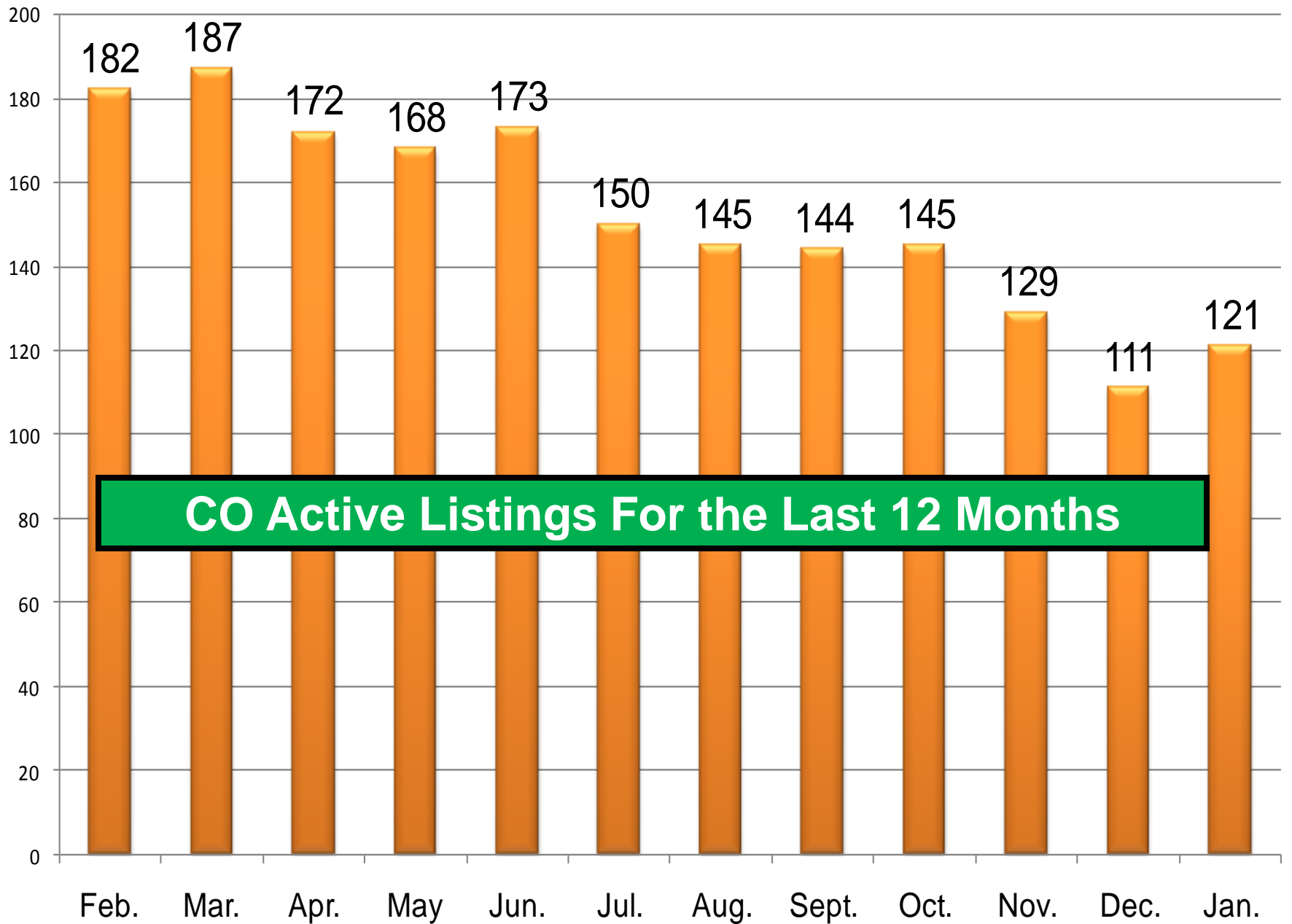
Number of Condos Active Since the 1st of the Year via Districts

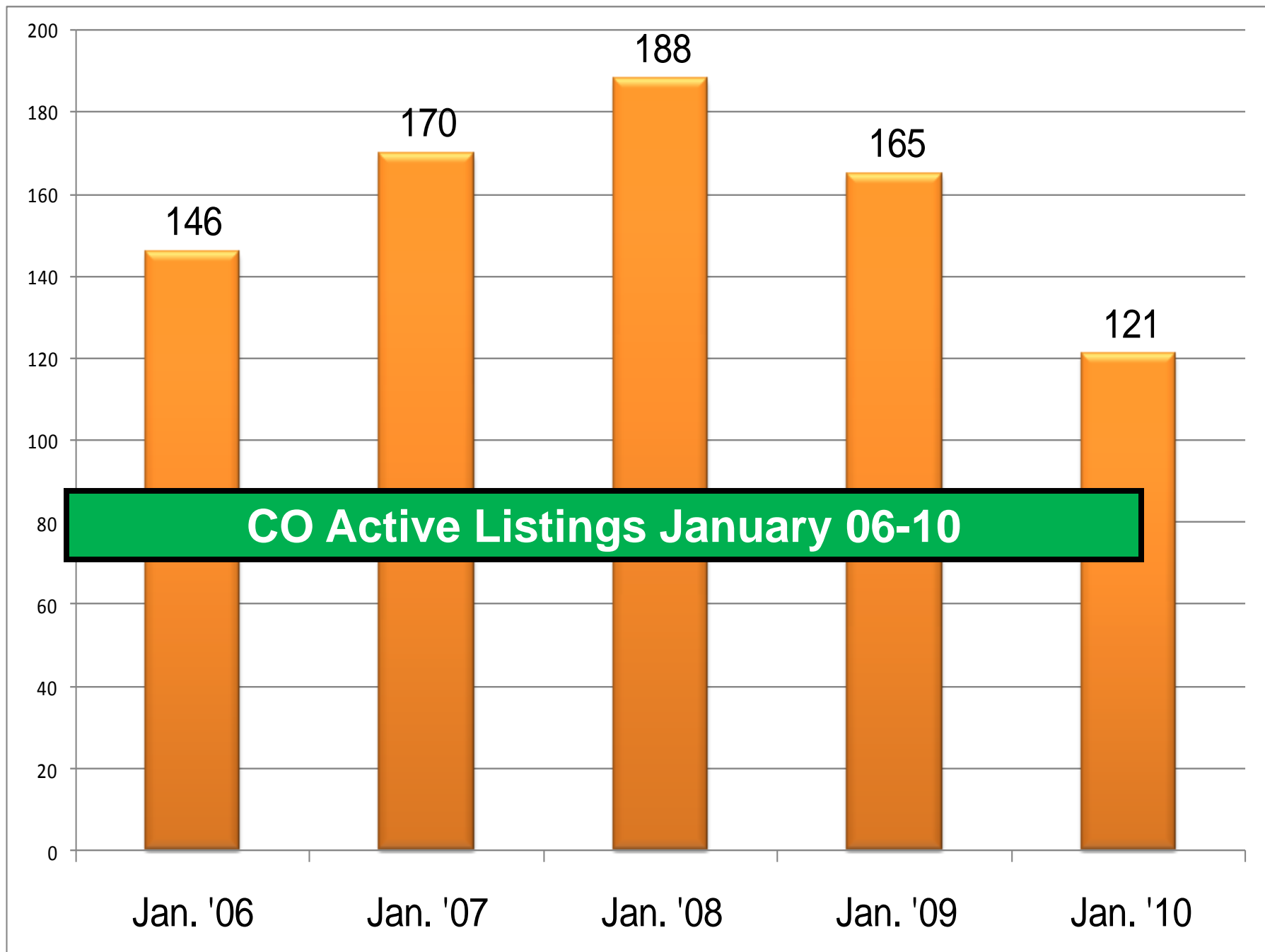


Condo Sales via Districts

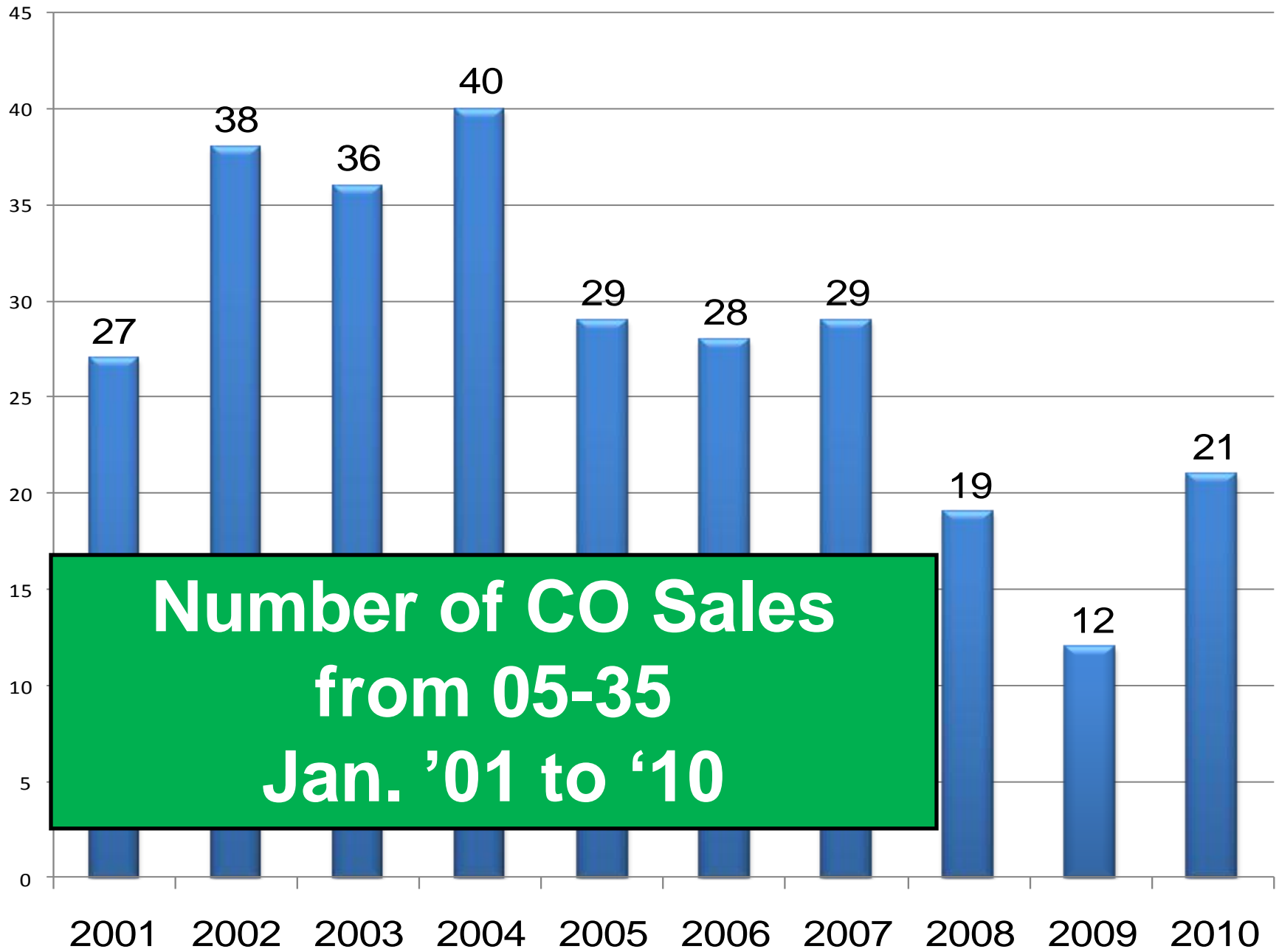


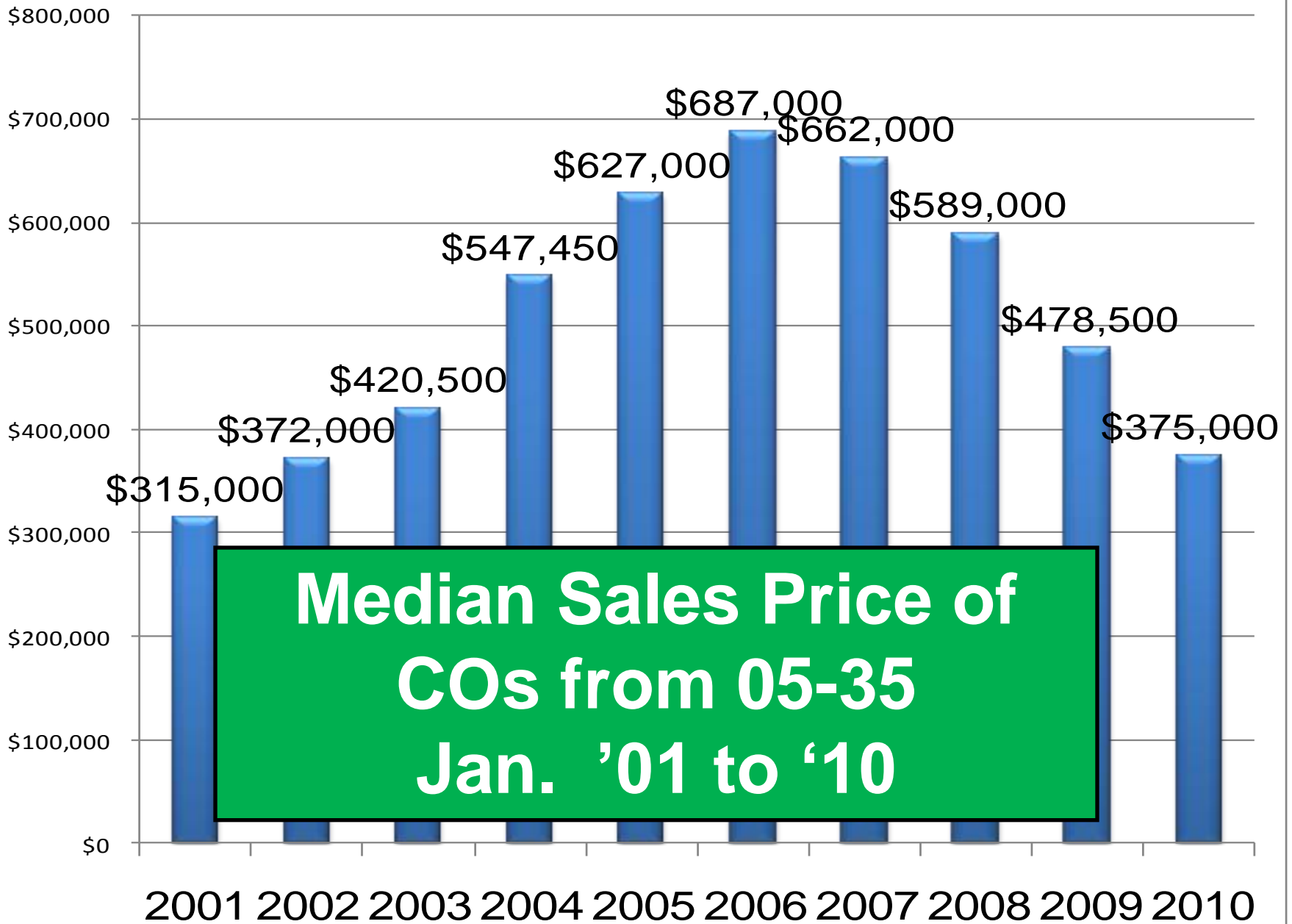






**Perspective
for Condos
2001-2010**





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

**Compiled from
Santa Barbara Multiple Listing Service Data
on 2/5/2010**

Statistics Through January '10