

**Compiled from
Santa Barbara Multiple Listing Service Data
on 4/7/2010**

Statistics Through March '10

MLS vs CORT for Feb. '10

MLS 63 Sales 45 HE/PU – 18 CO

CORT 80 Sales

- 1 Reported Closed in January
- 3 Residential Income
- 1 Commercial
- 1 Still Active
- 10 Not in MLS
- 1 in MLS but no in CORT

March 1-March 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	68	\$89,687,195	\$899,000	\$1,318,929	86	\$84,052,125	\$890,000	\$1,236,060	93.72	87.22
List/Sold	12	\$13,454,200	\$799,000	\$1,121,183	80	\$13,059,800	\$851,400	\$1,088,316	97.07	89.03
Co-Broker	56	\$76,232,995	\$899,000	\$1,361,303	87	\$70,992,325	\$890,000	\$1,267,720	93.13	86.89
New	169	\$281,130,699	\$1,195,000	\$1,663,495	18					
Pending	103	\$169,003,149	\$885,000	\$1,640,807	97					
Withdrawn	7	\$17,143,000	\$1,595,000	\$2,449,000	221					
Cancelled	23	\$61,262,000	\$1,645,000	\$2,663,565	153					
Expired	42	\$132,644,252	\$1,775,000	\$3,158,196	262					
Back On Market	31	\$64,771,552	\$998,000	\$2,089,404	165					
Extended	68	\$194,626,900	\$1,649,000	\$2,862,160	190					
Active In Range	630	\$2,015,630,650	\$1,695,000	\$3,199,413	137					
Current Active	540	\$1,755,222,798	\$1,725,000	\$3,250,412	144	Current Active				

HE/PU March '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	68	\$89,687,195	\$899,000	\$1,318,929	86	\$84,052,125	\$890,000	\$1,236,060	93.72	87.22
Pending	103	\$169,003,149	\$885,000	\$1,640,807	97					

HE/PU March '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	51	\$73,082,199	\$869,000	\$1,432,984	72	\$65,499,899	\$820,000	\$1,284,311	89.62	79.76
Pending	66	\$102,243,995	\$849,000	\$1,549,151	77					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$400,000-\$449,999	3	43
\$450,000-\$499,999	1	151
\$500,000-\$549,999	2	41
\$550,000-\$599,999	4	32
\$600,000-\$649,999	2	104
\$650,000-\$699,999	5	22
\$700,000-\$749,999	7	28
\$750,000-\$799,999	3	52
\$800,000-\$849,999	4	18
\$850,000-\$899,999	3	64
\$900,000-\$949,999	5	92

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	4	57
\$1,100,000-\$1,199,999	3	171
\$1,200,000-\$1,299,999	3	186
\$1,300,000-\$1,399,999	1	105
\$1,400,000-\$1,499,999	2	11
\$1,500,000-\$1,599,999	1	10
\$1,600,000-\$1,699,999	1	93
\$1,700,000-\$1,799,999	1	74
\$1,800,000-\$1,899,999	1	122
\$1,900,000-\$1,999,999	1	15
\$2,000,000-\$2,249,999	1	530
\$2,250,000-\$2,499,999	3	130
\$2,500,000-\$2,749,999	3	136
\$3,250,000-\$3,499,999	1	435
\$3,500,000-\$3,749,999	1	15
\$5,000,000+	1	24

The average price for the 68 properties is \$1,236,060.

The highest price is \$7,350,000.

4229 Mariposa Dr

The median price is \$880,000.

The lowest price is \$405,000.

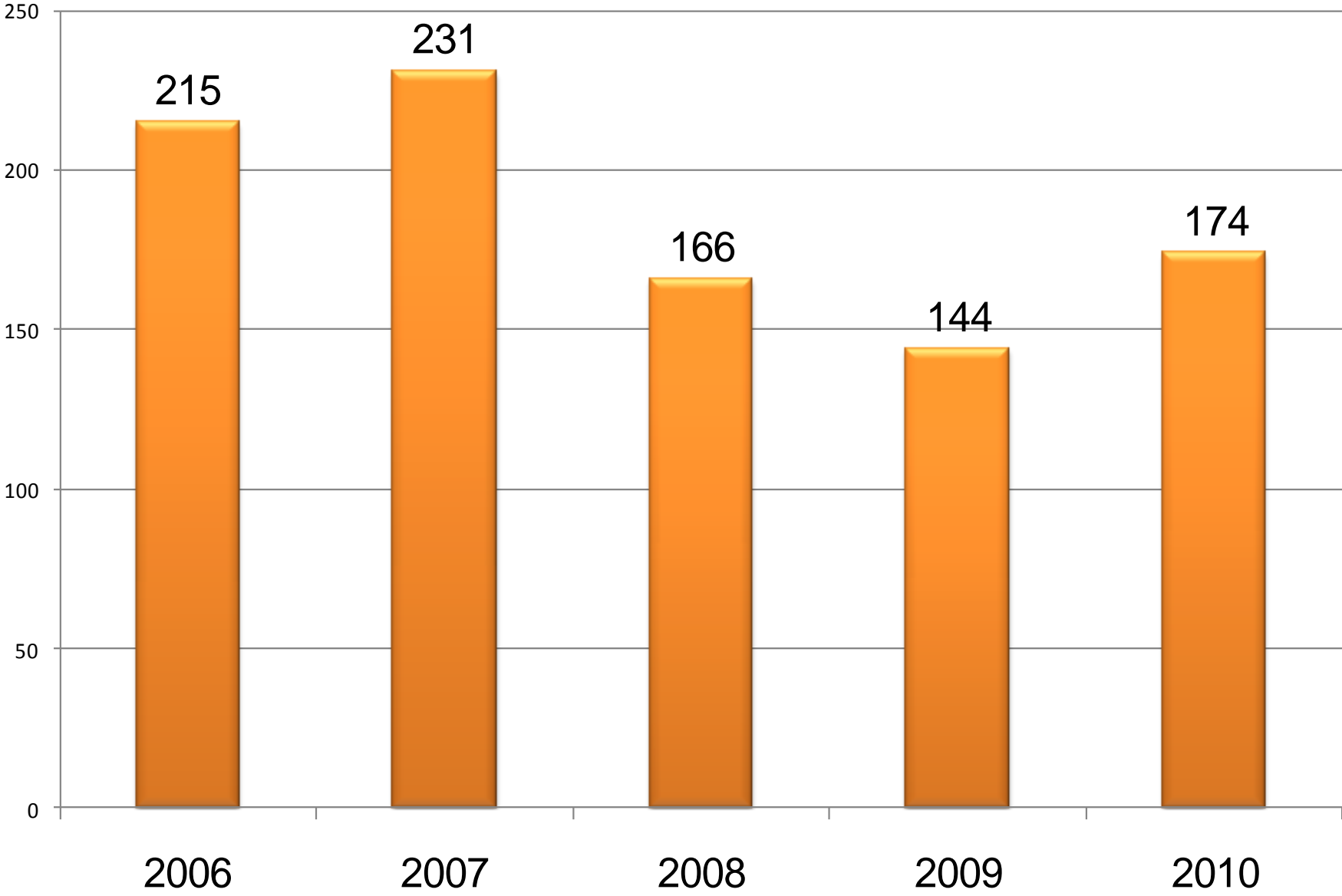
714 Cook Ave

The average Market Time is 86.

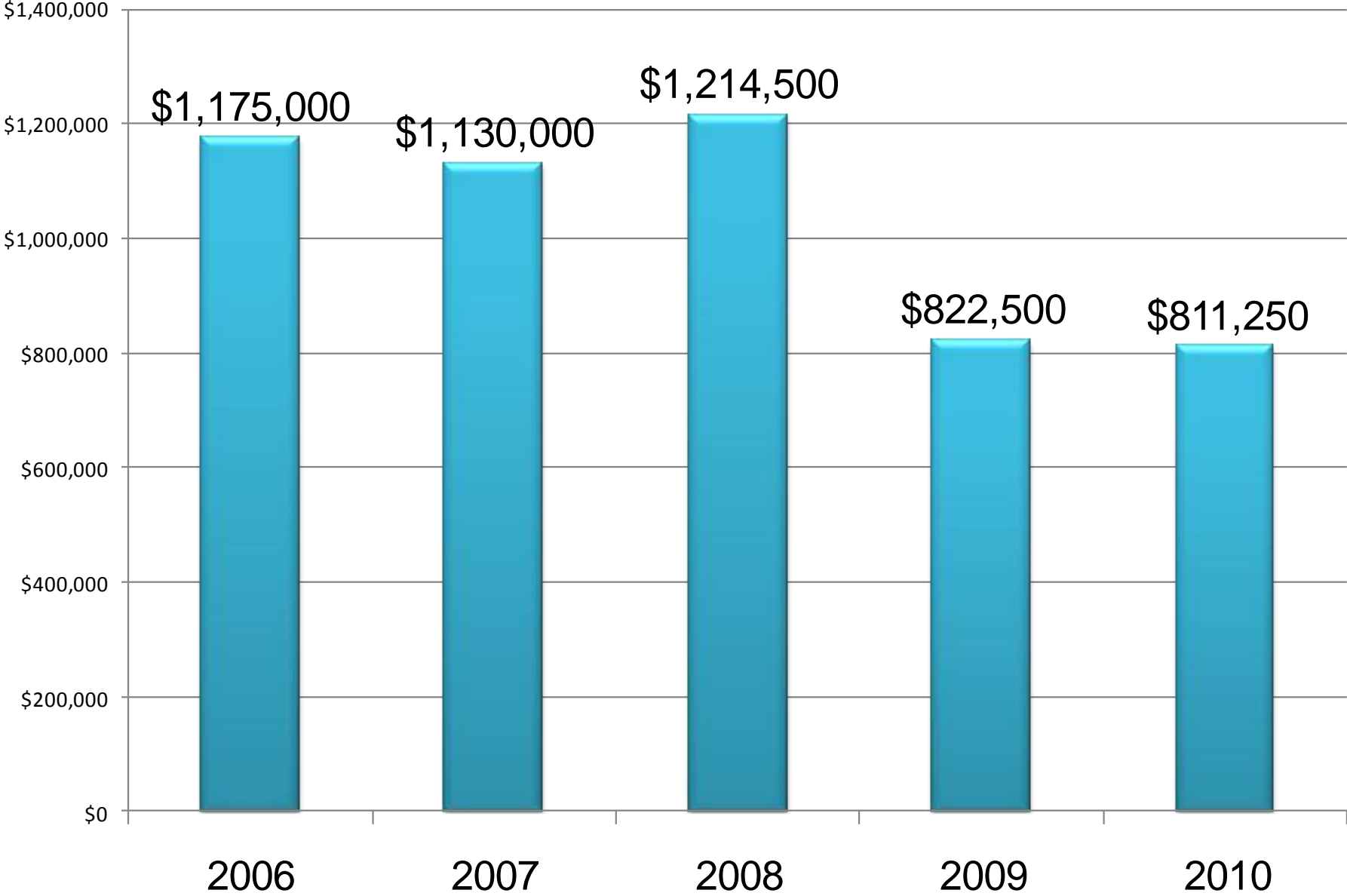
Home Estate/PUD

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

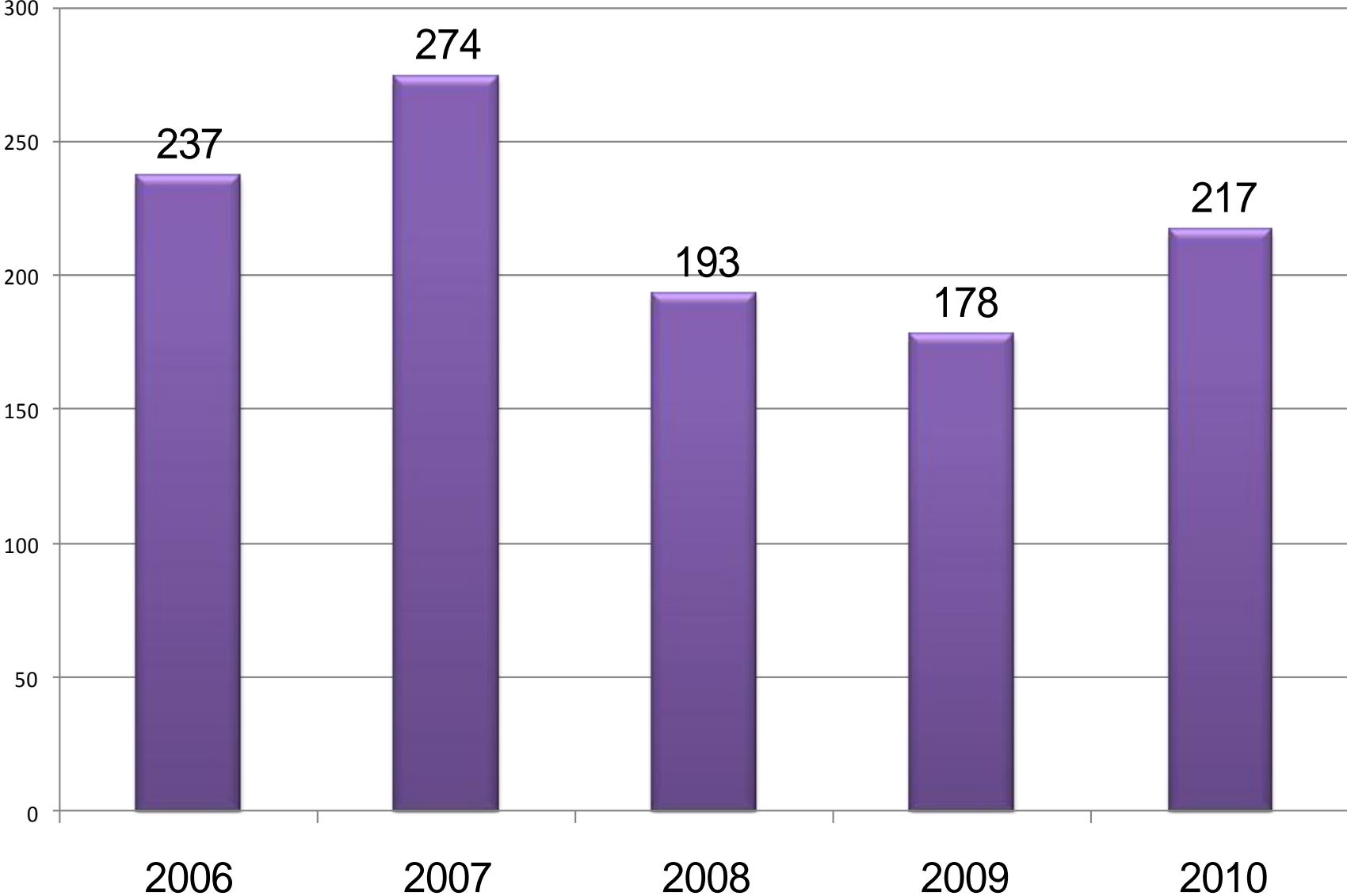
HE/PU Sales Jan-Mar 2006-2010



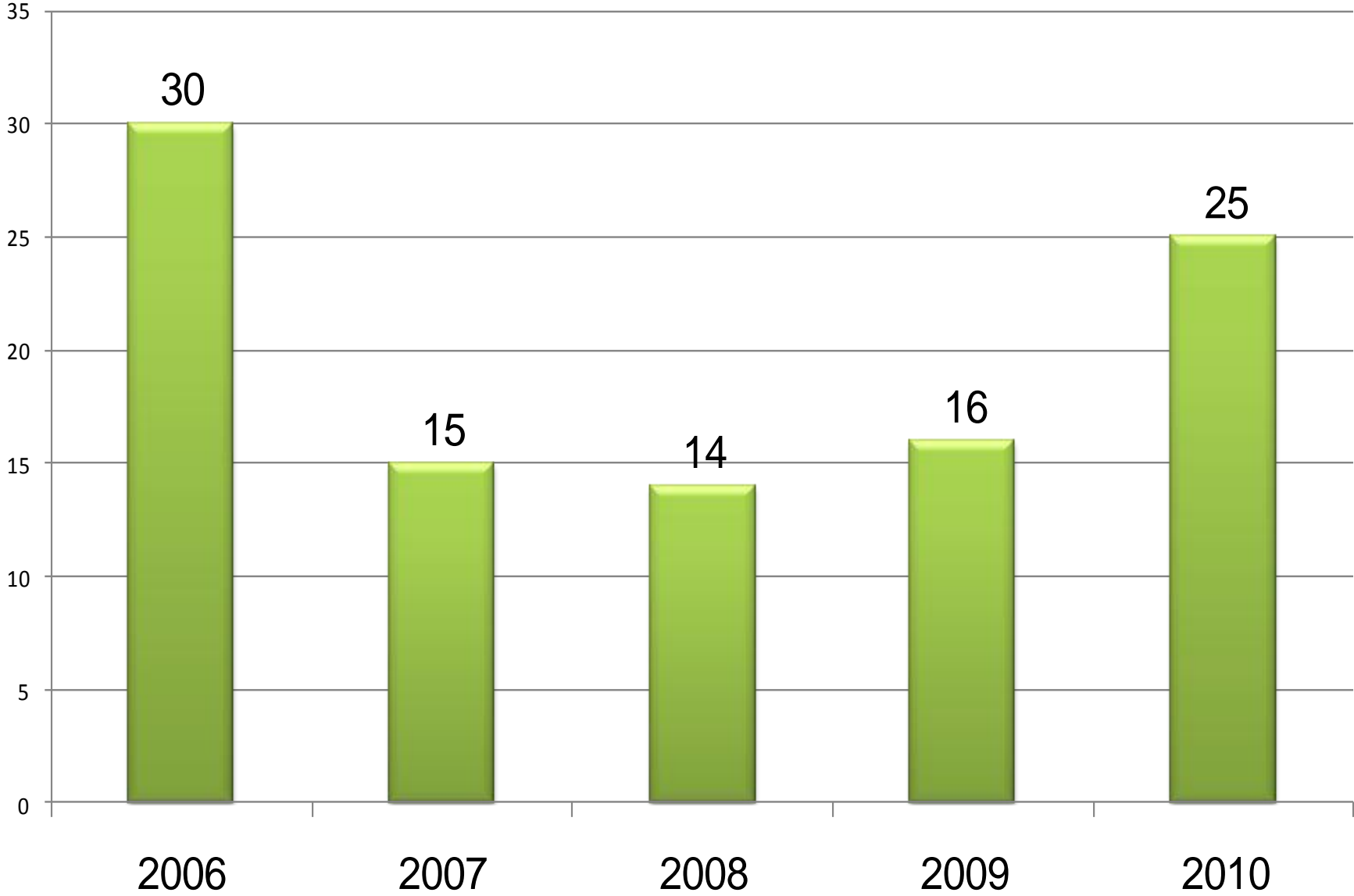
HE/PU Median Sales Price Jan-Mar 2006-2010



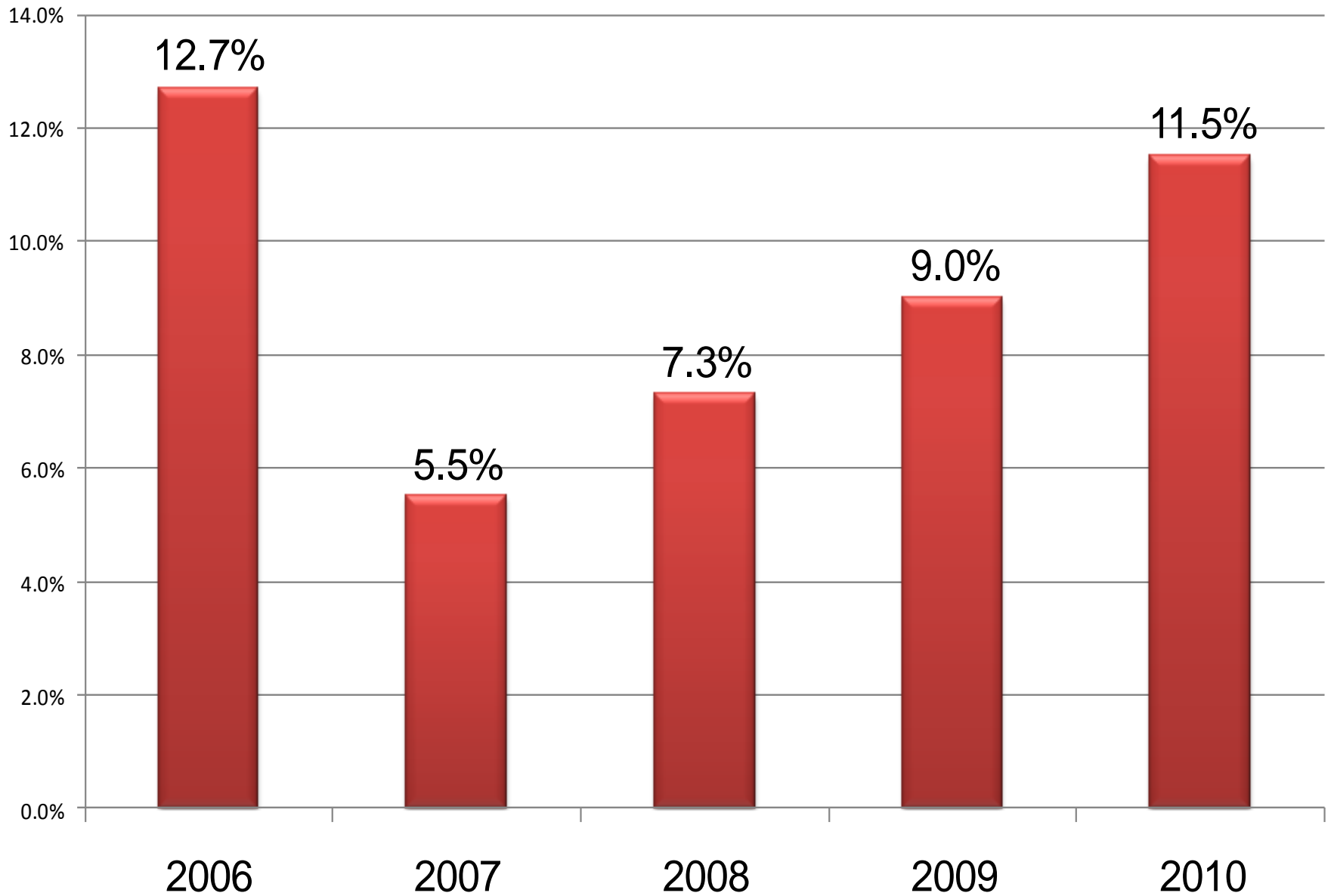
HE/PU Pending Listings Jan-Mar 2006-2009



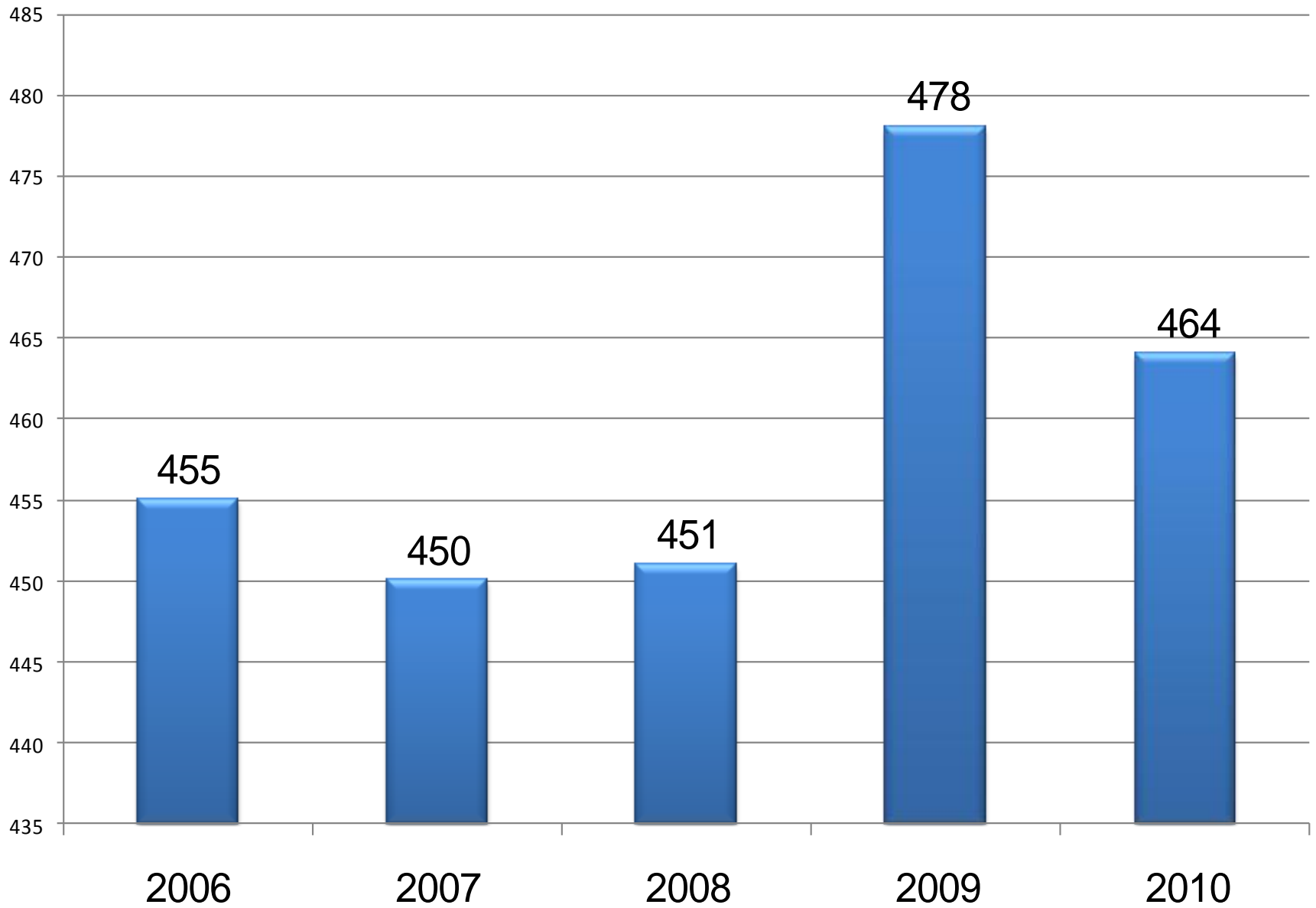
HE/PU Fall Throughs Jan-Mar 2006-2010



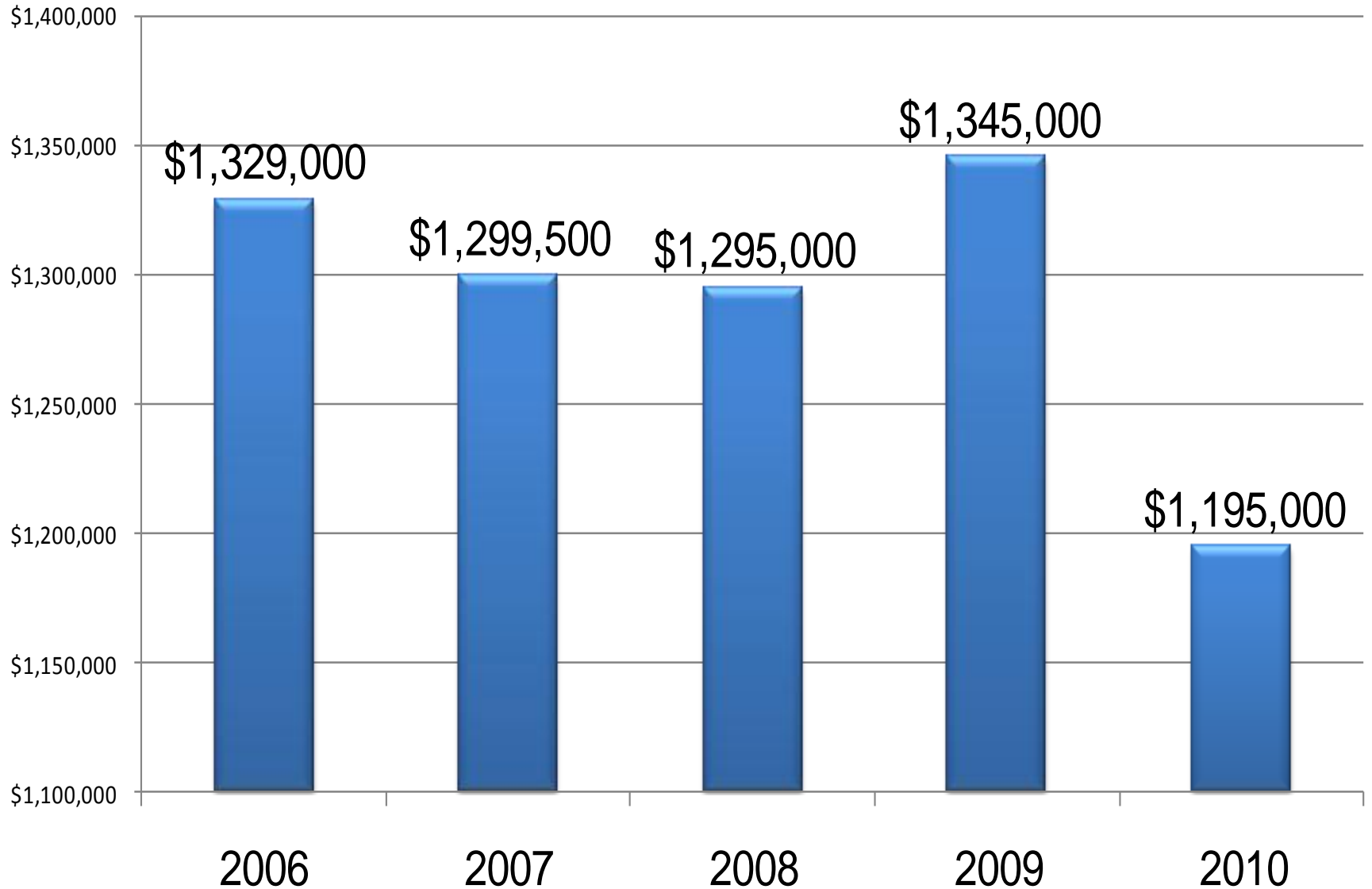
HE/PU Fall Through Percentages Jan-Mar 2006-2009



HE/PU New Listings Jan-Mar 2006-2010



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



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

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

- Total Active Listings

'09 1,081 , '10 1,014 **DOWN** -6.2%

- New Listings

'09 478, '10 464, **DOWN** -2.9%

- New Listings Median List Price

'09 \$1,345,000, '10 \$1,195,000, **DOWN** -11.2%

- Properties that went into Escrow

'09 178, '10 217, **UP** +21.9%

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

- Number of Sold Properties

'09 144 , '10 174 **UP** +20.8%

- Median Sales Prices

'09 \$822,500 '10 \$811,250 **DOWN** -1.4%

- Median Sales Prices w/o Hope Ranch/Montecito

'09 \$725,000, '10 \$766,000 **UP** +5.7%

- Average Sold Price

'09 \$1,185,336, '10 \$1,264,729 **UP** +6.7%

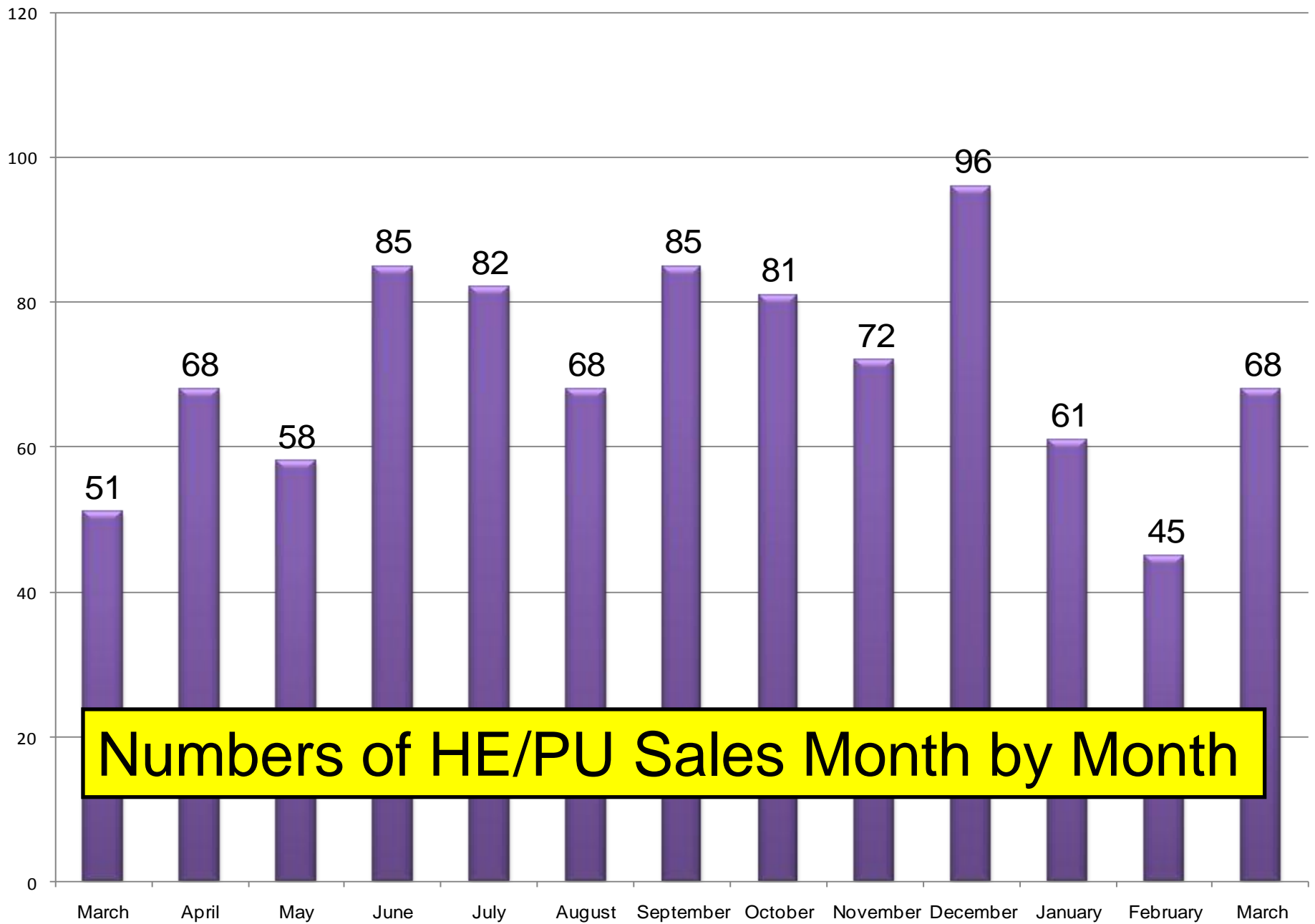
- Average Sold Price w/o Hope Ranch/Montecito

'09 \$913,449, '10 \$905,240 **DOWN** -0.9%

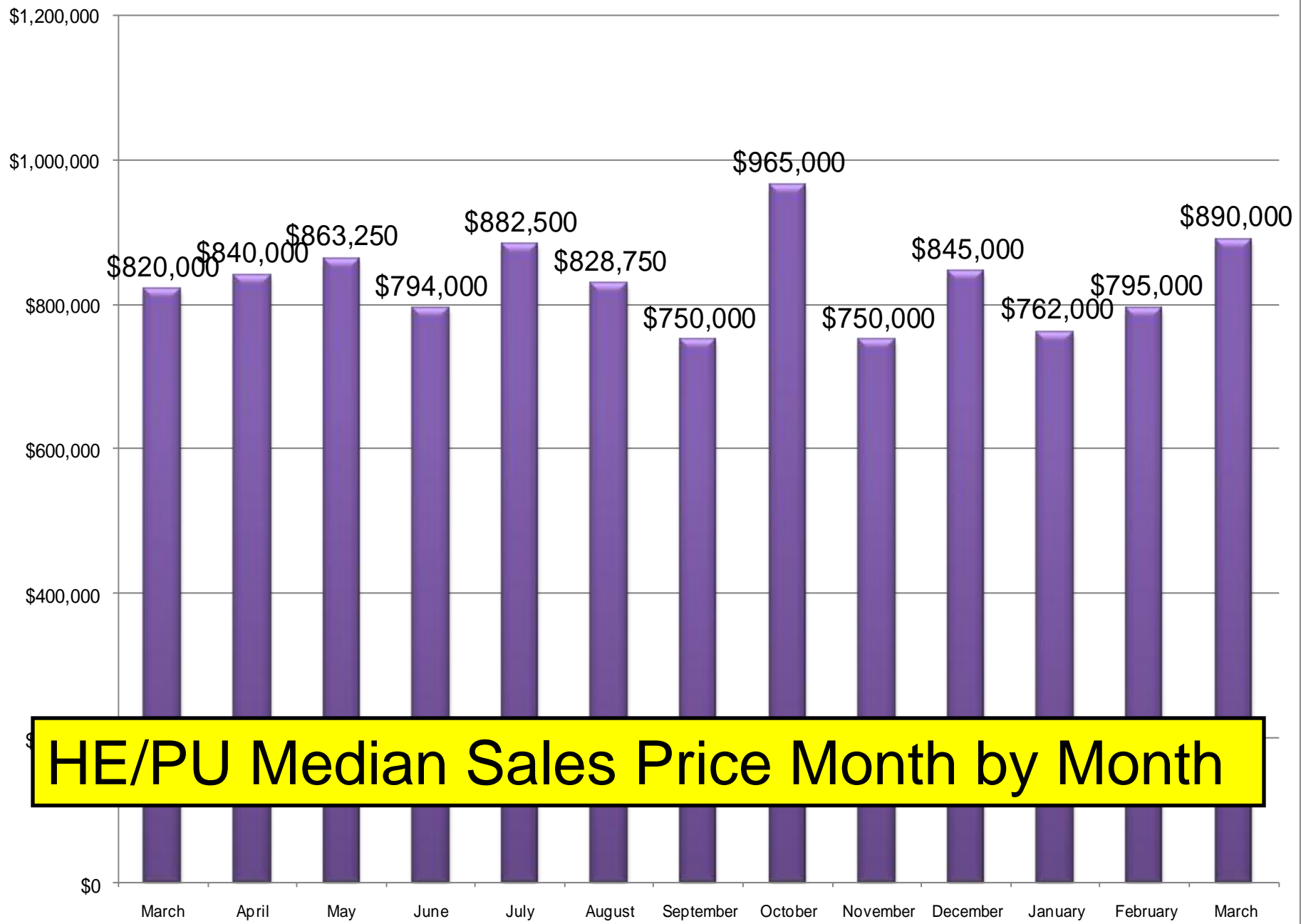
- Sold Volume

'09 \$170,688,399 '10 \$218,062,897 **UP** +28.9%

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



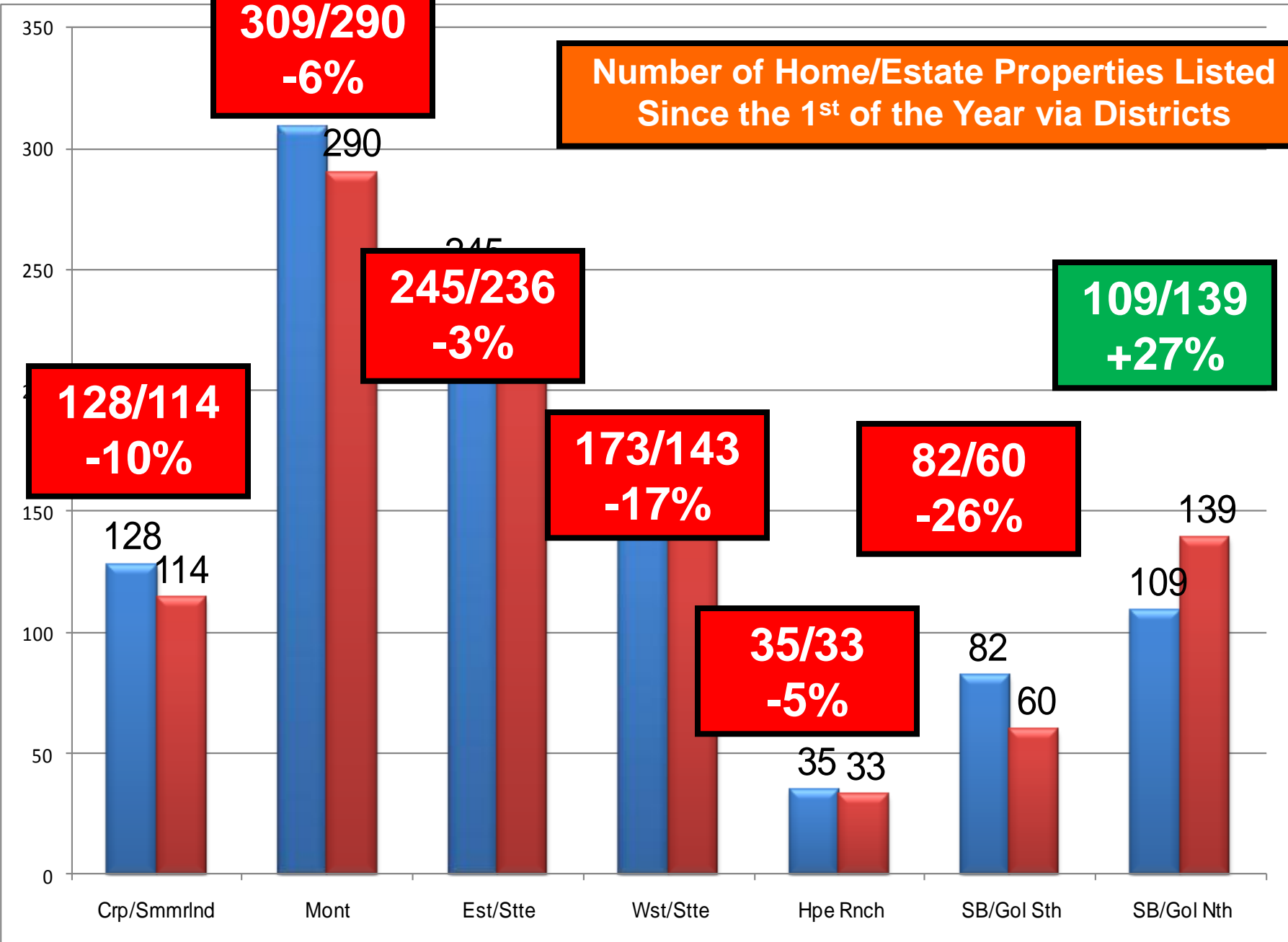
Numbers of HE/PU Sales Month by Month



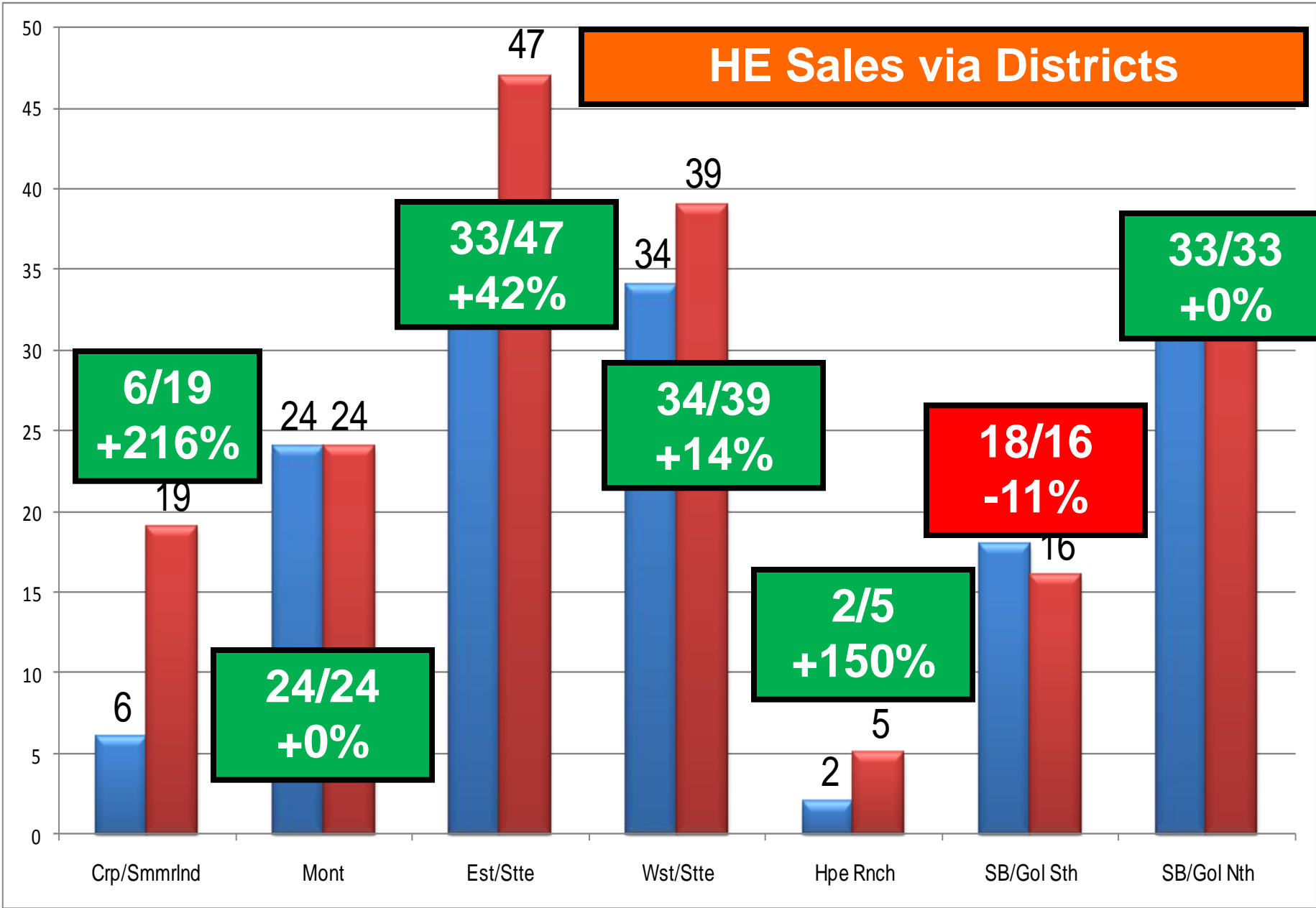
HE/PU Median Sales Price Month by Month

HE/PU District Stats

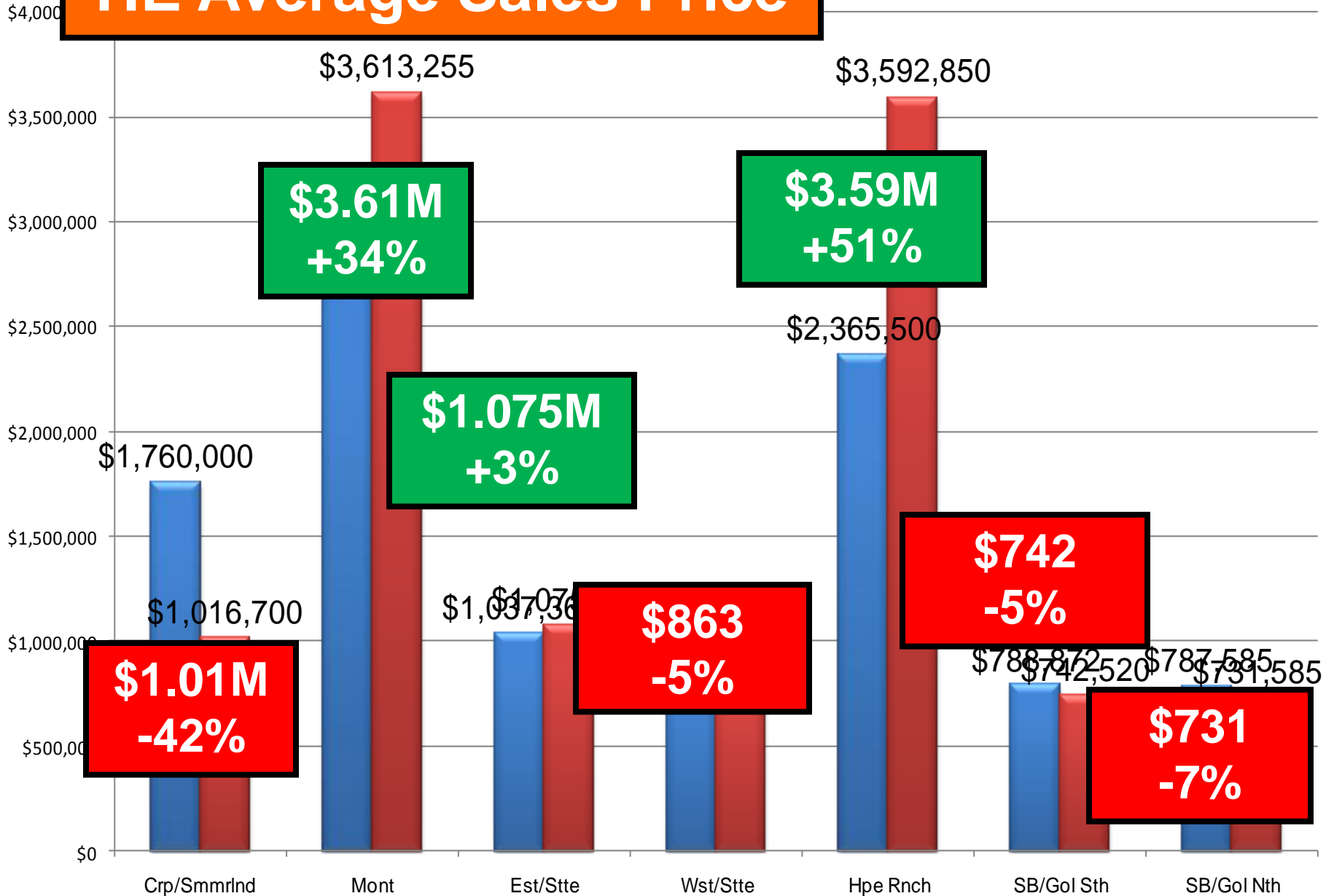
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

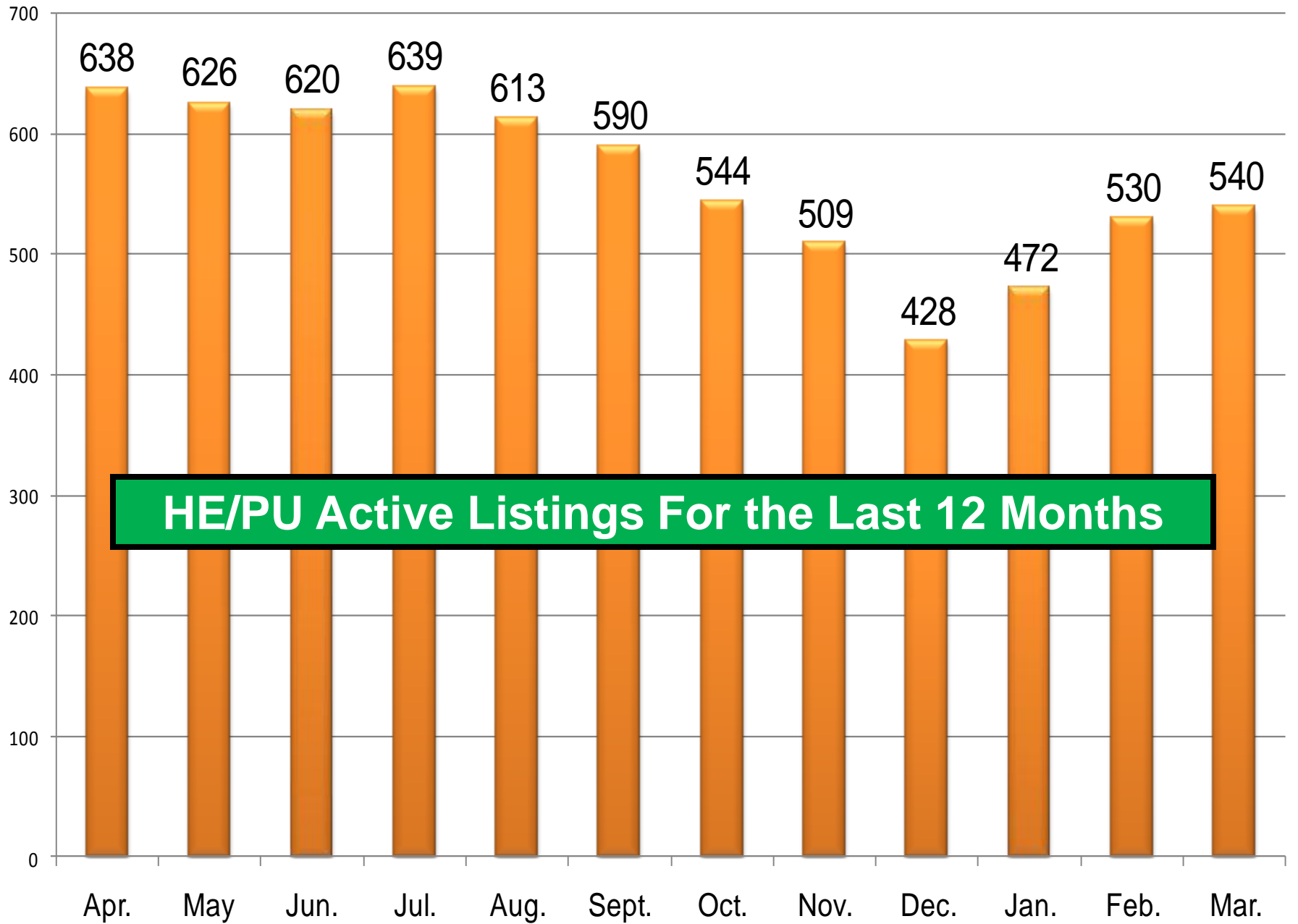


HE Sales via Districts

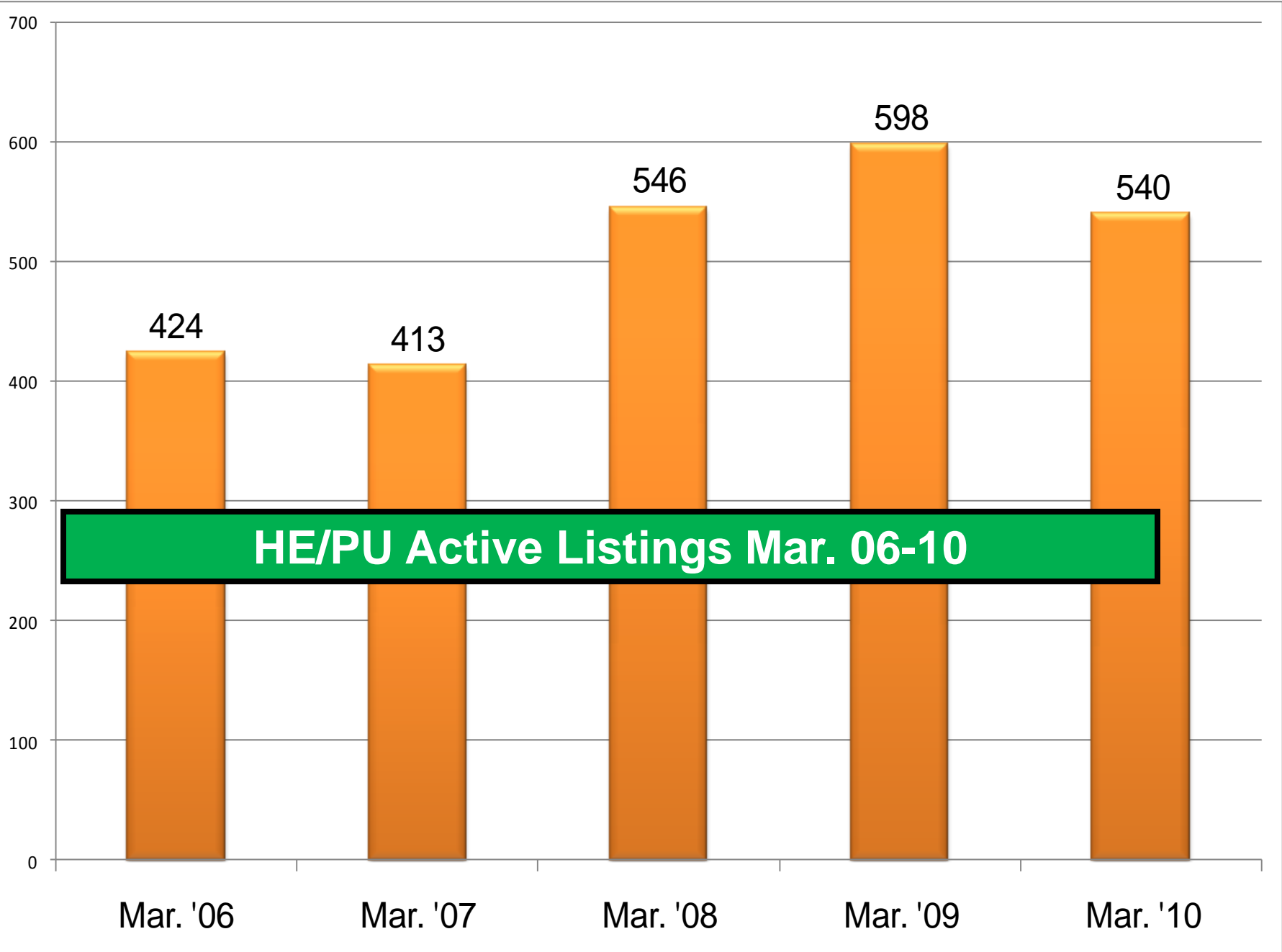


HE Average Sales Price

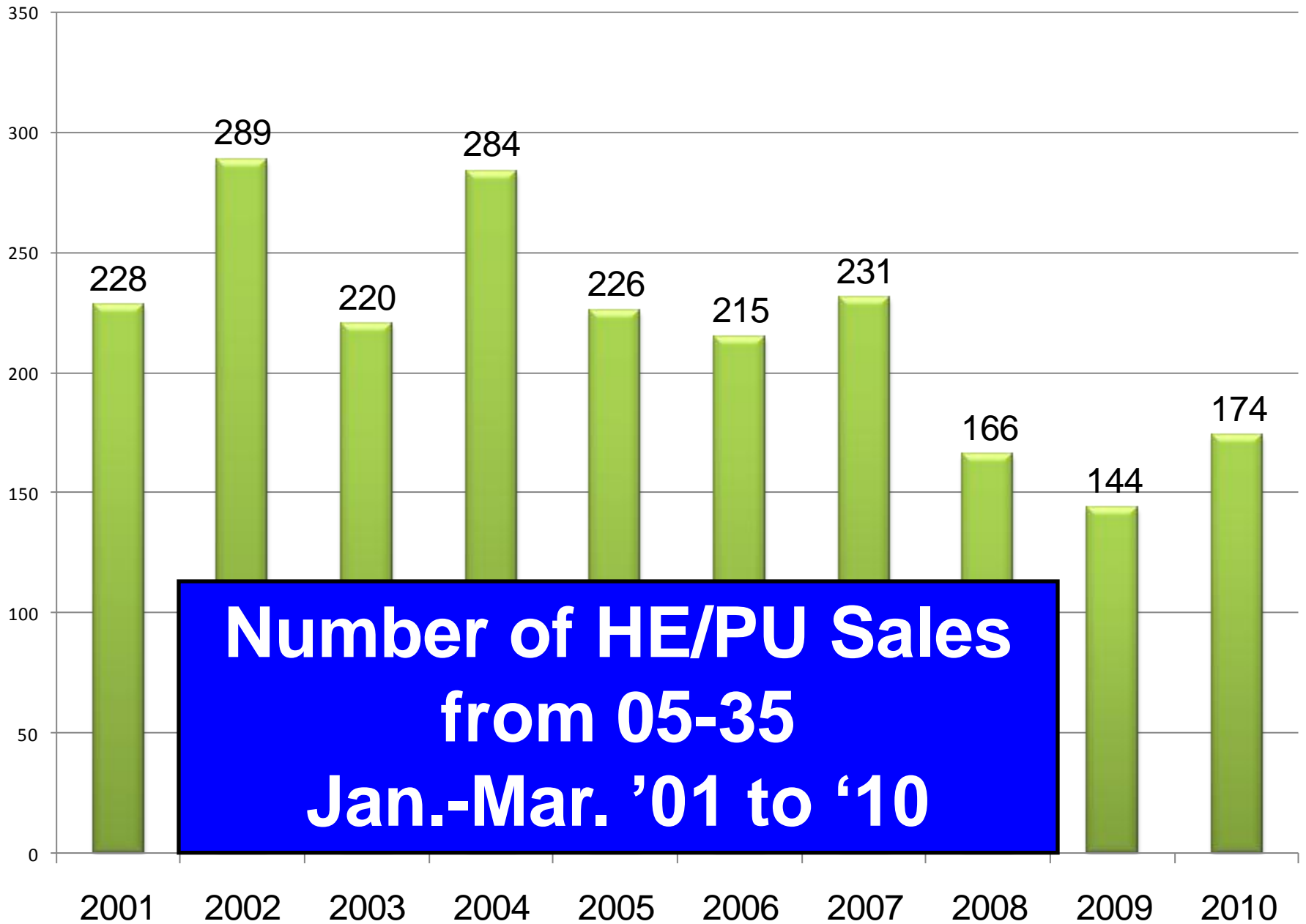


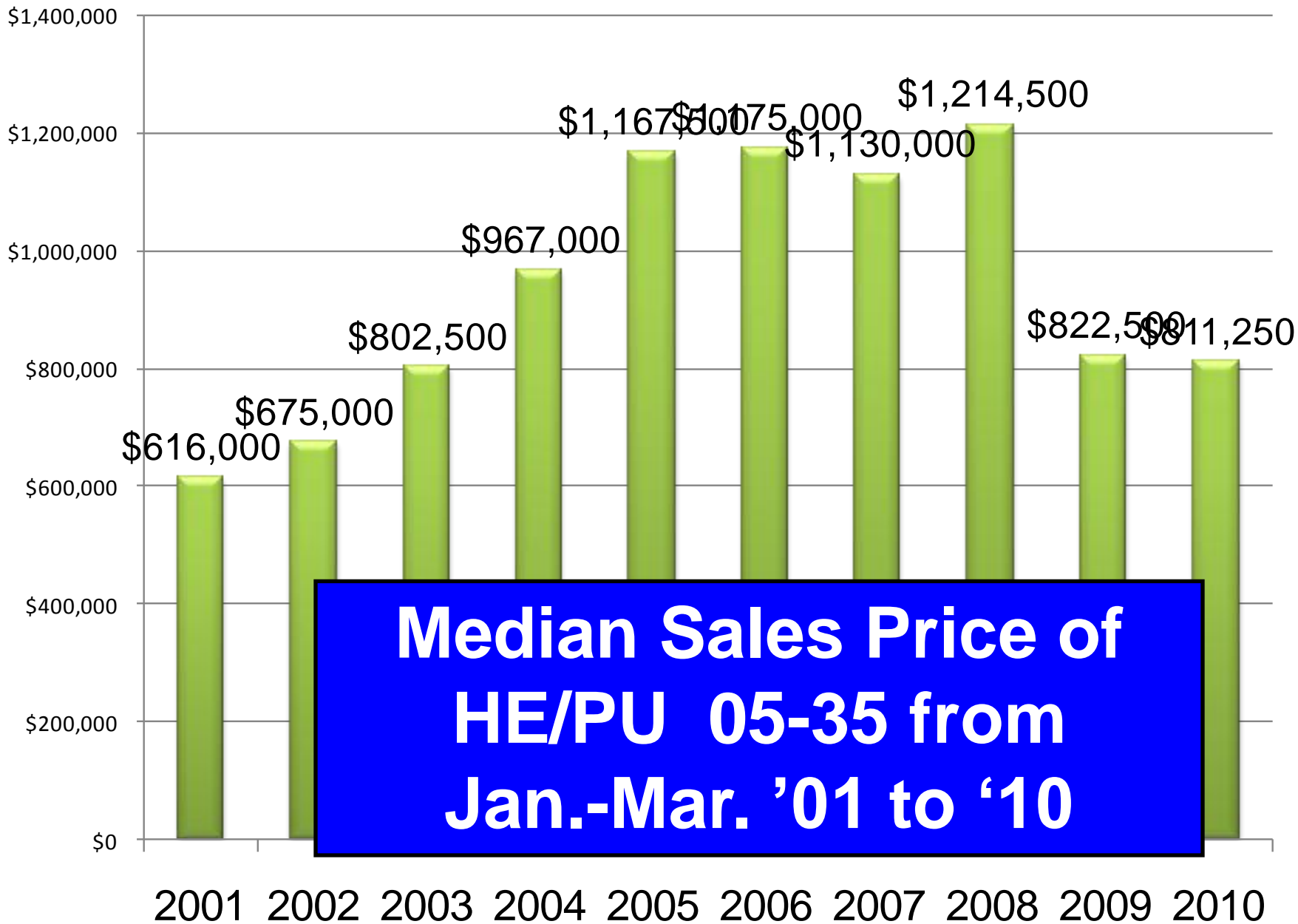


HE/PU Active Listings For the Last 12 Months



**Perspective
for Home Estates
2001-2010**





March 1-March 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	26	\$12,680,025	\$425,000	\$487,693	76	\$12,209,400	\$417,500	\$469,592	96.29	91.93
List/Sold	4	\$1,577,525	\$395,000	\$394,381	48	\$1,536,800	\$400,500	\$384,200	97.42	93.19
Co-Broker	22	\$11,302,500	\$429,000	\$513,750	76	\$10,832,600	\$424,500	\$492,390	95.84	91.55
New	51	\$35,363,868	\$519,000	\$693,409	17					
Pending	41	\$20,765,765	\$429,000	\$506,482	117					
Withdrawn	4	\$2,711,900	\$649,000	\$677,975	114					
Cancelled	8	\$4,907,500	\$459,500	\$613,437	102					
Expired	7	\$4,499,000	\$439,000	\$642,714	333					
Back On Market	14	\$6,075,565	\$410,000	\$433,968	196					
Extended	21	\$17,835,700	\$642,900	\$849,319	262					
Active In Range	169	\$146,664,549	\$615,000	\$867,837	138					
Current Active	140	\$125,141,949	\$630,000	\$893,871	150					

CO March '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	26	\$12,680,025	\$425,000	\$487,693	76	\$12,209,400	\$417,500	\$469,592	96.29	91.93
Pending	41	\$20,765,765	\$429,000	\$506,482	117					

CO March '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	14	\$7,161,600	\$495,000	\$511,542	66	\$6,938,200	\$508,750	\$495,585	96.88	89.25
Pending	28	\$14,295,350	\$489,000	\$510,548	82					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$200,000-\$249,999	2	90
\$250,000-\$299,999	2	27
\$300,000-\$349,999	2	28
\$350,000-\$399,999	5	46
\$400,000-\$449,999	6	58
\$450,000-\$499,999	2	76
\$500,000-\$549,999	1	34
\$550,000-\$599,999	1	9
\$600,000-\$649,999	1	87
\$700,000-\$749,999	2	408
\$950,000-\$999,999	1	5
\$1,100,000-\$1,199,999	1	8

The average price for the 26 properties is \$469,592.

The highest price is \$1,100,000.

76 Seaview Dr

The median price is \$415,000.

The lowest price is \$201,800.

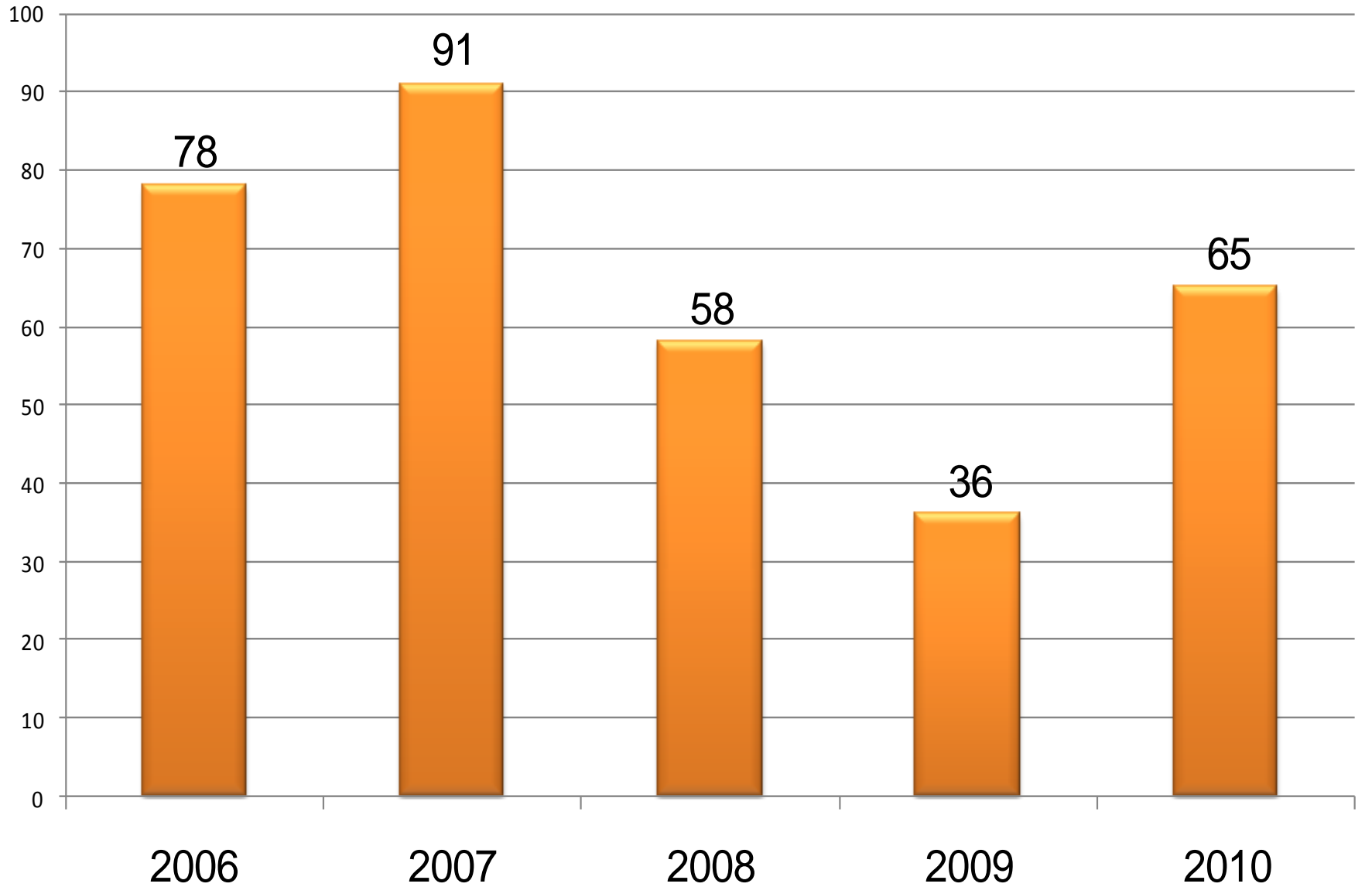
4510 Oak Glen Dr #D

The average Market Time is 76.

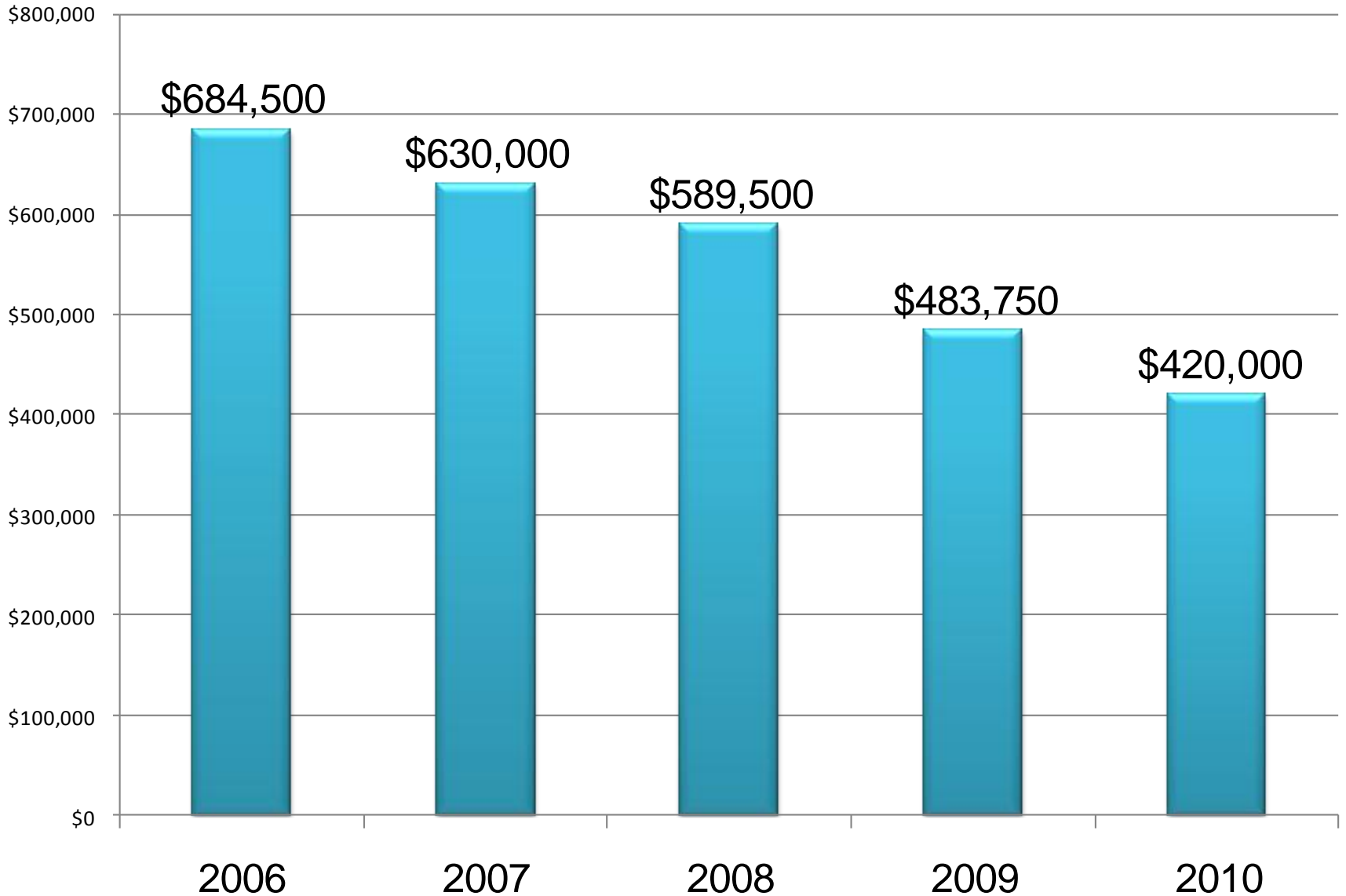
Condo Statistics

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

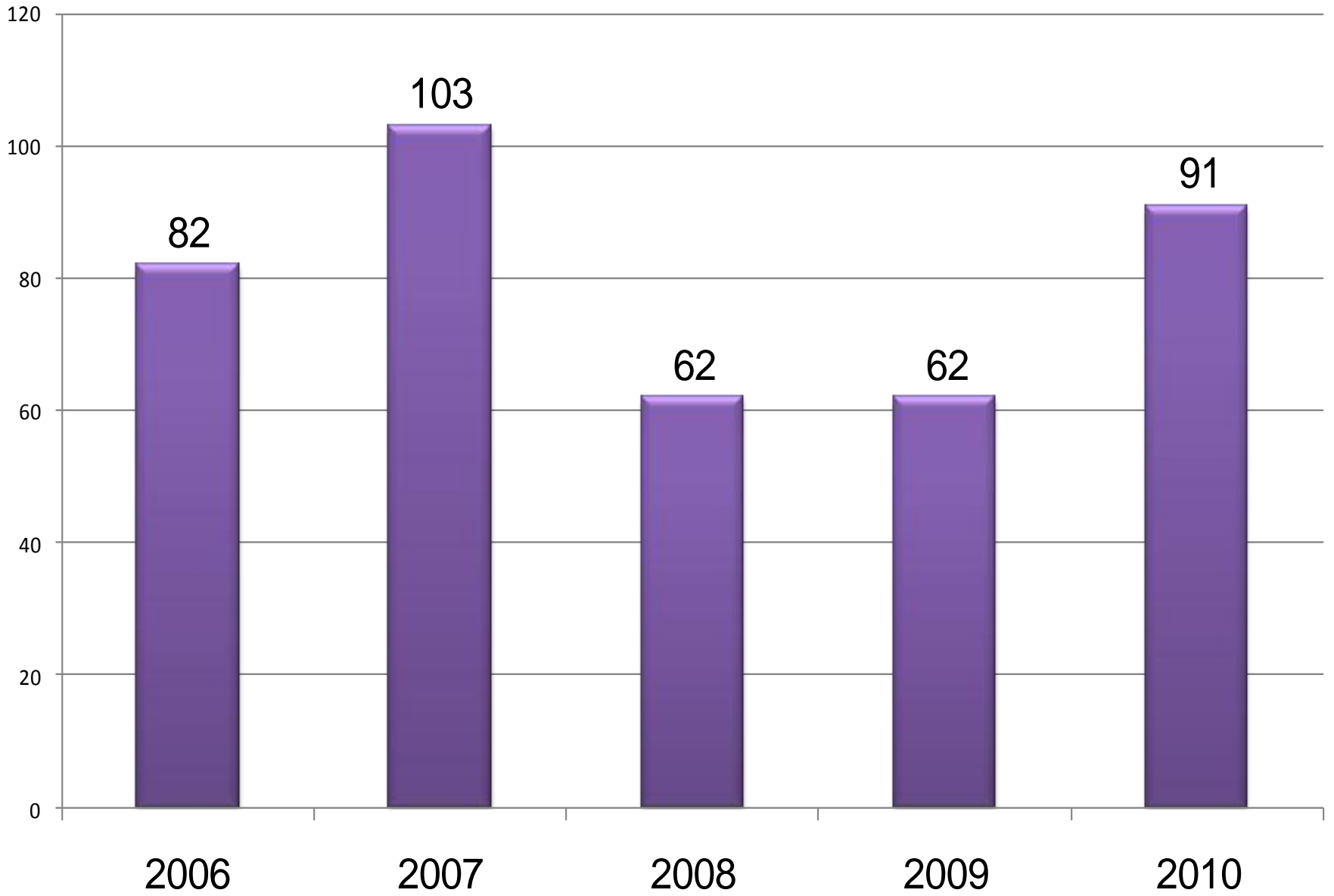
CO Sales Jan-Mar 2006-2010



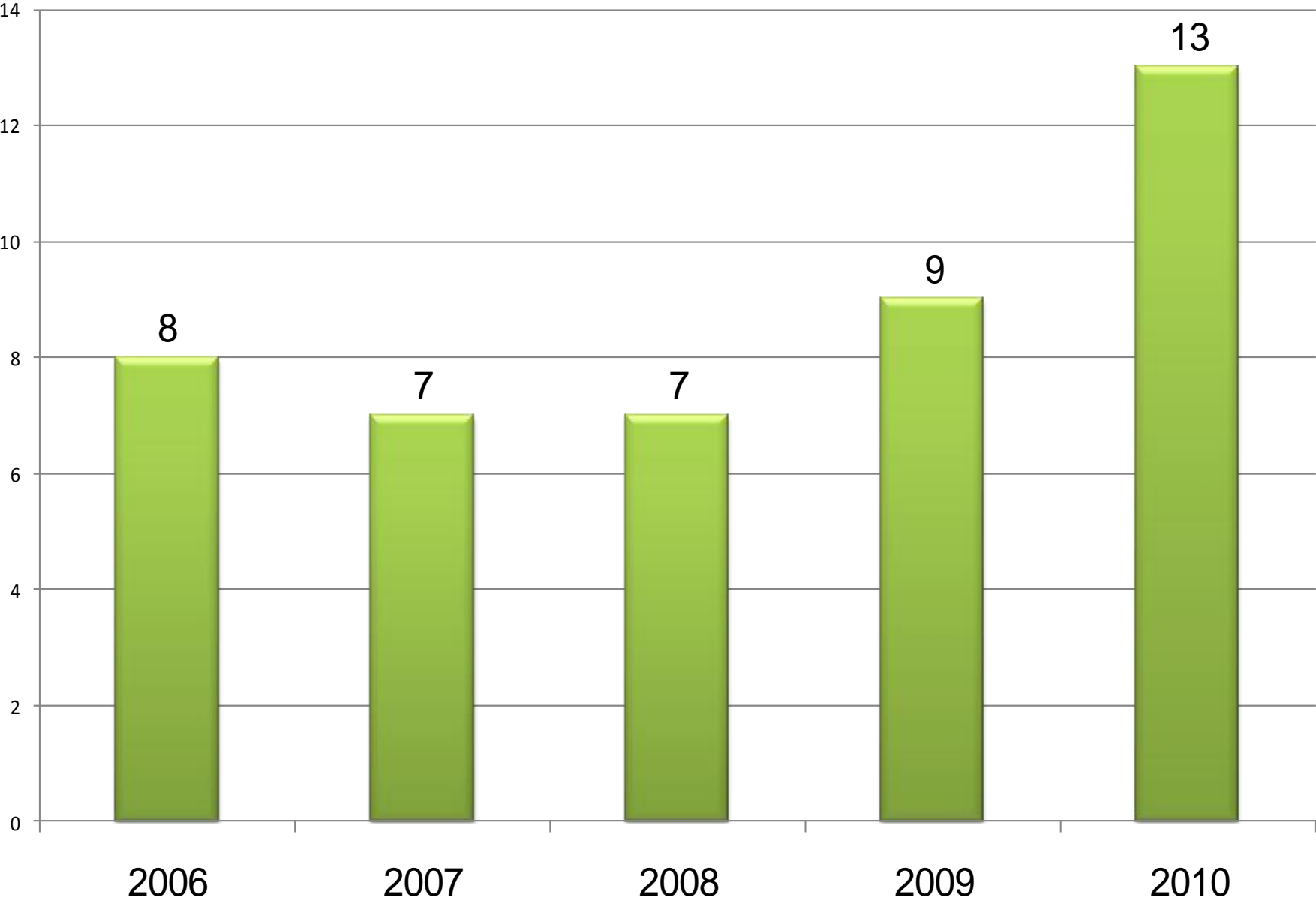
CO Median Sales Price Jan-Mar 2006-2010



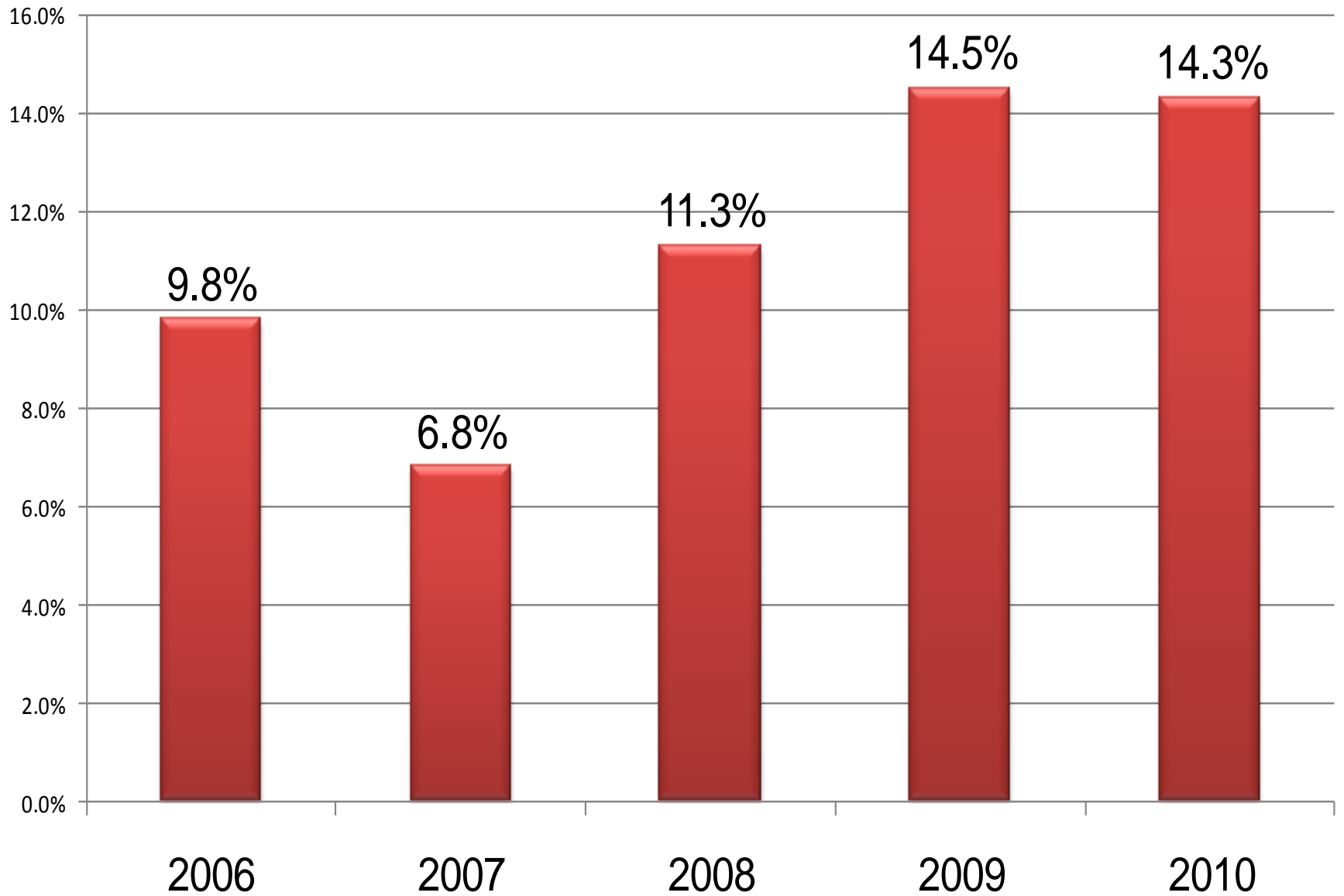
CO Pending Listings Jan-Mar 2006-2010



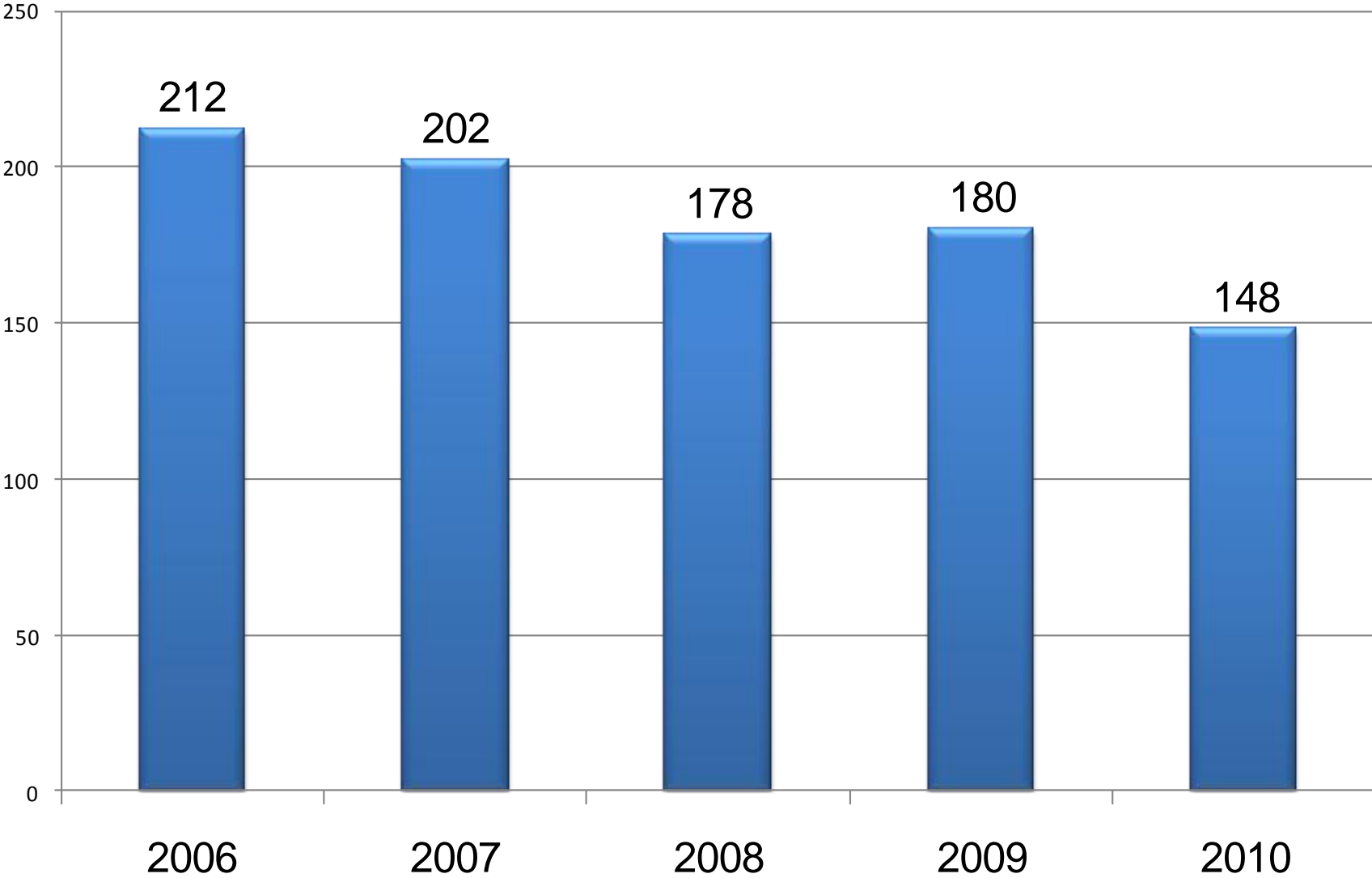
CO Fall Throughs Jan-Mar 2006-2010



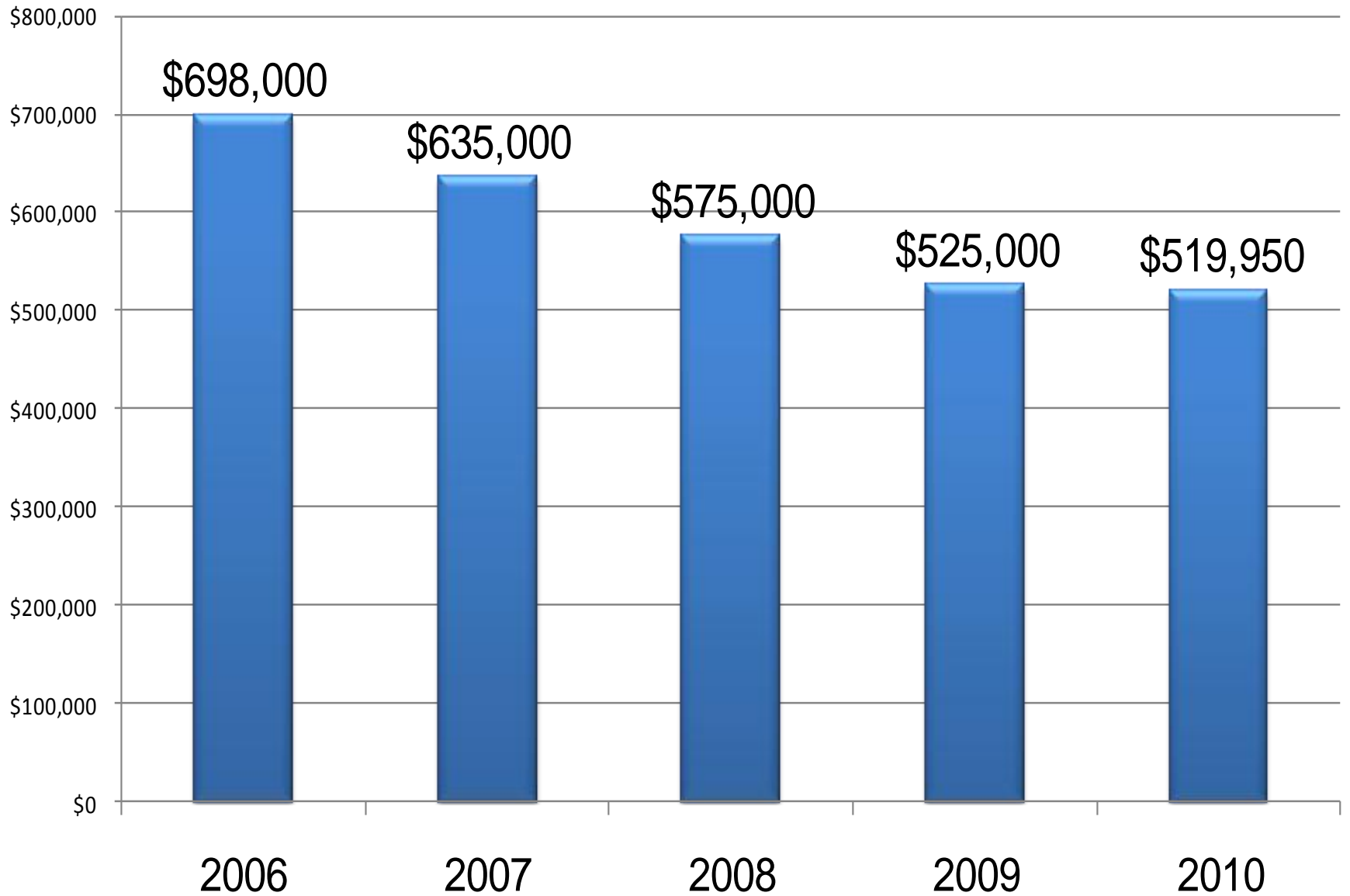
CO Fall Through Percentages Jan-Mar 2006-2010



CO New Listings Jan-Mar 2006-2010



CO Median List Price Jan-Mar 2006-2010



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

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

- Total Active Listings

'09 364, '10 286, **DOWN** -21.4%

- New Listings

'09 180, '10 148, **DOWN** -17.8%

- New Listings Median List Price

'09 \$525,000, '10 \$519,950, **DOWN** -1.0%

- Properties that went into Escrow

'09 62, '10 91, **UP** +46.8%

Sold CO '09 vs. '10 Jan-Mar

- Number of Sold Properties

'09 36, '10 65 **UP** +80.6%

- Median Sales Prices

'09 \$483,750 '10 \$420,000 **DOWN** -31.2%

- Median Sales Prices w/o Montecito

'09 \$483,750 , '10 \$413,750 **DOWN** -13.2%

- Average Sold Price

'09 \$517,352 , '10 \$494,787 **DOWN** -4.4%

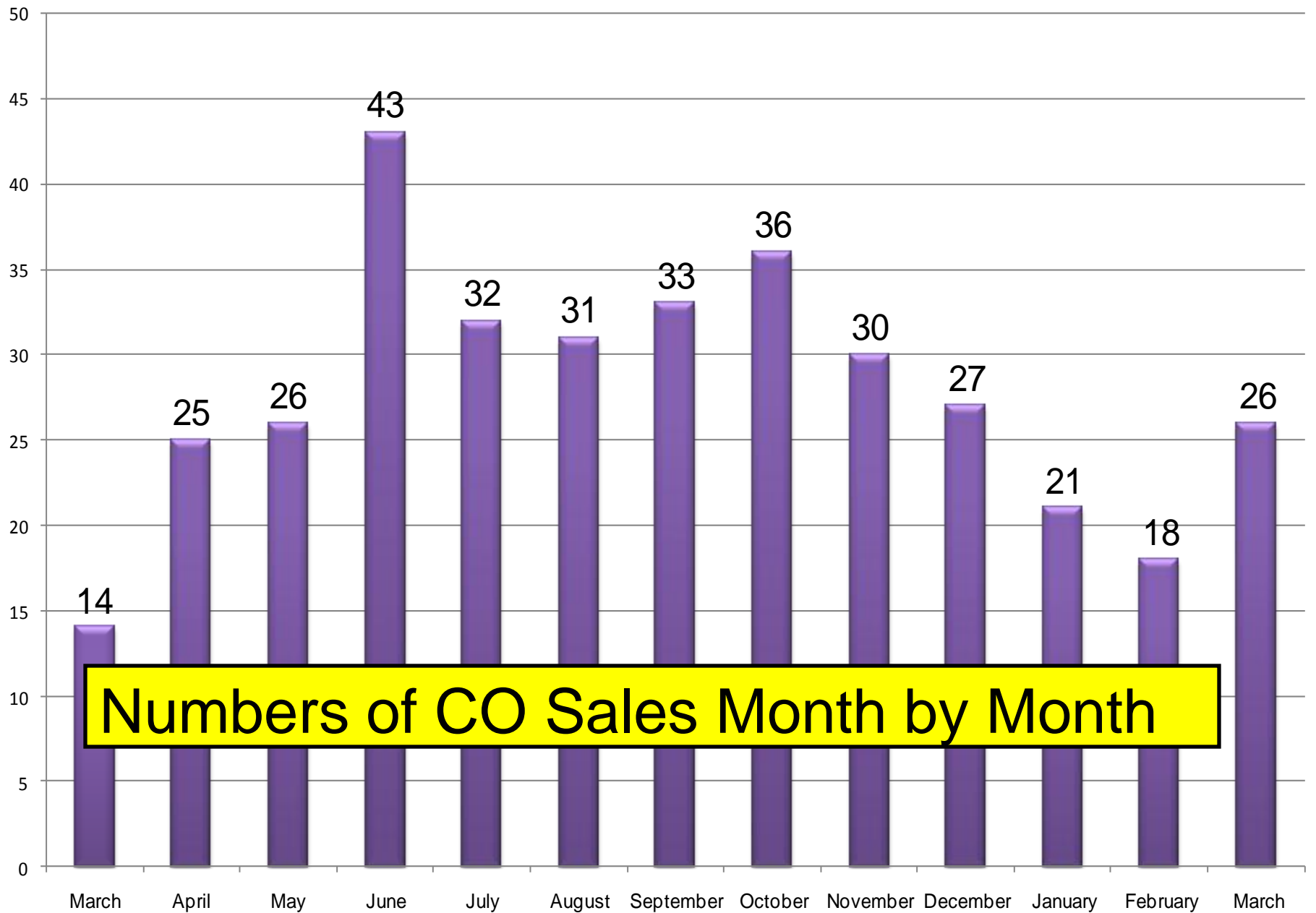
- Average Sold Price w/o Montecito

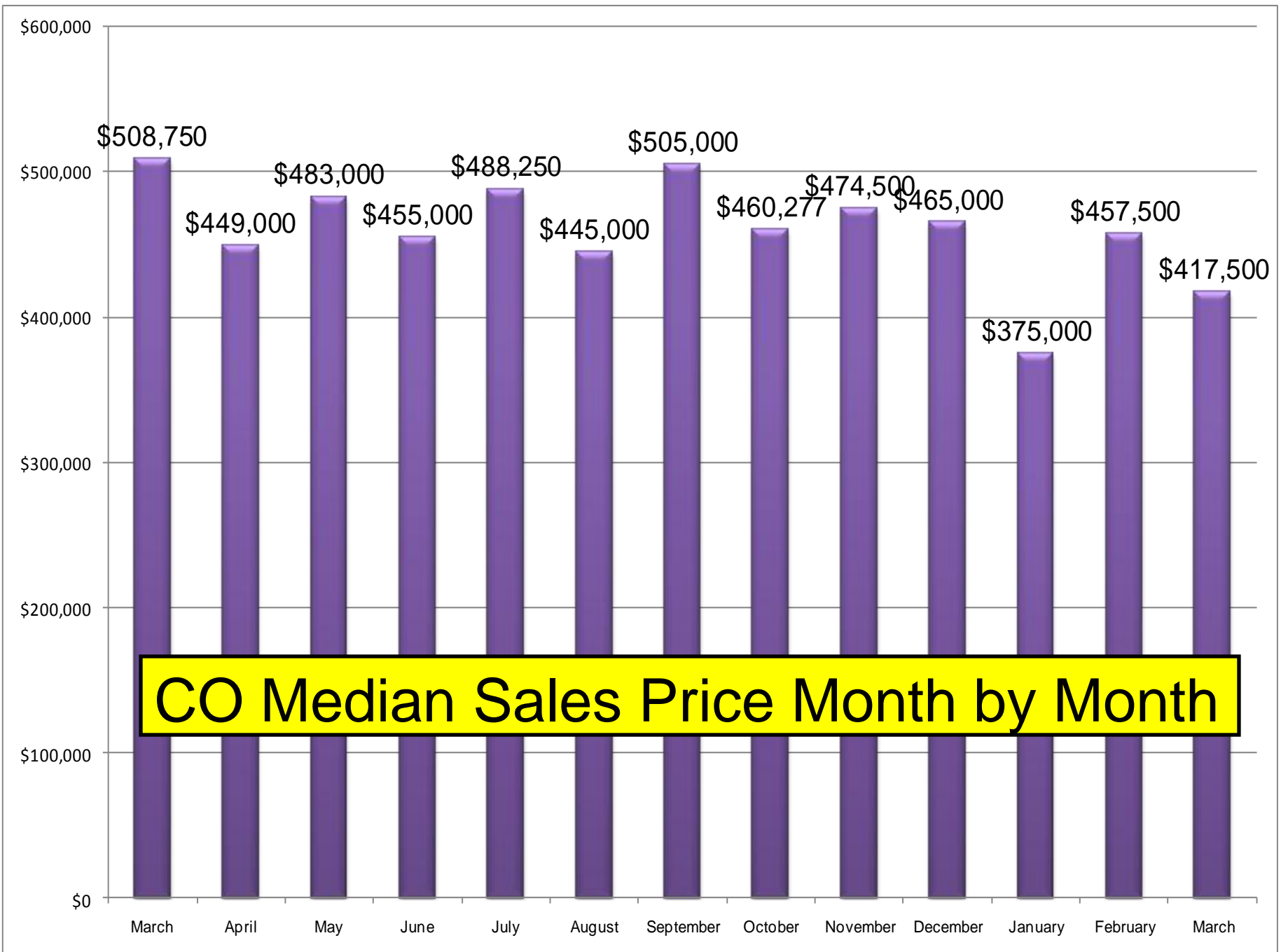
'09 \$517,352, '10 \$415,686 **DOWN** -19.7%

- Sold Volume

'09 \$18,624,700, '10 \$32,161,200 **UP** +72.7%

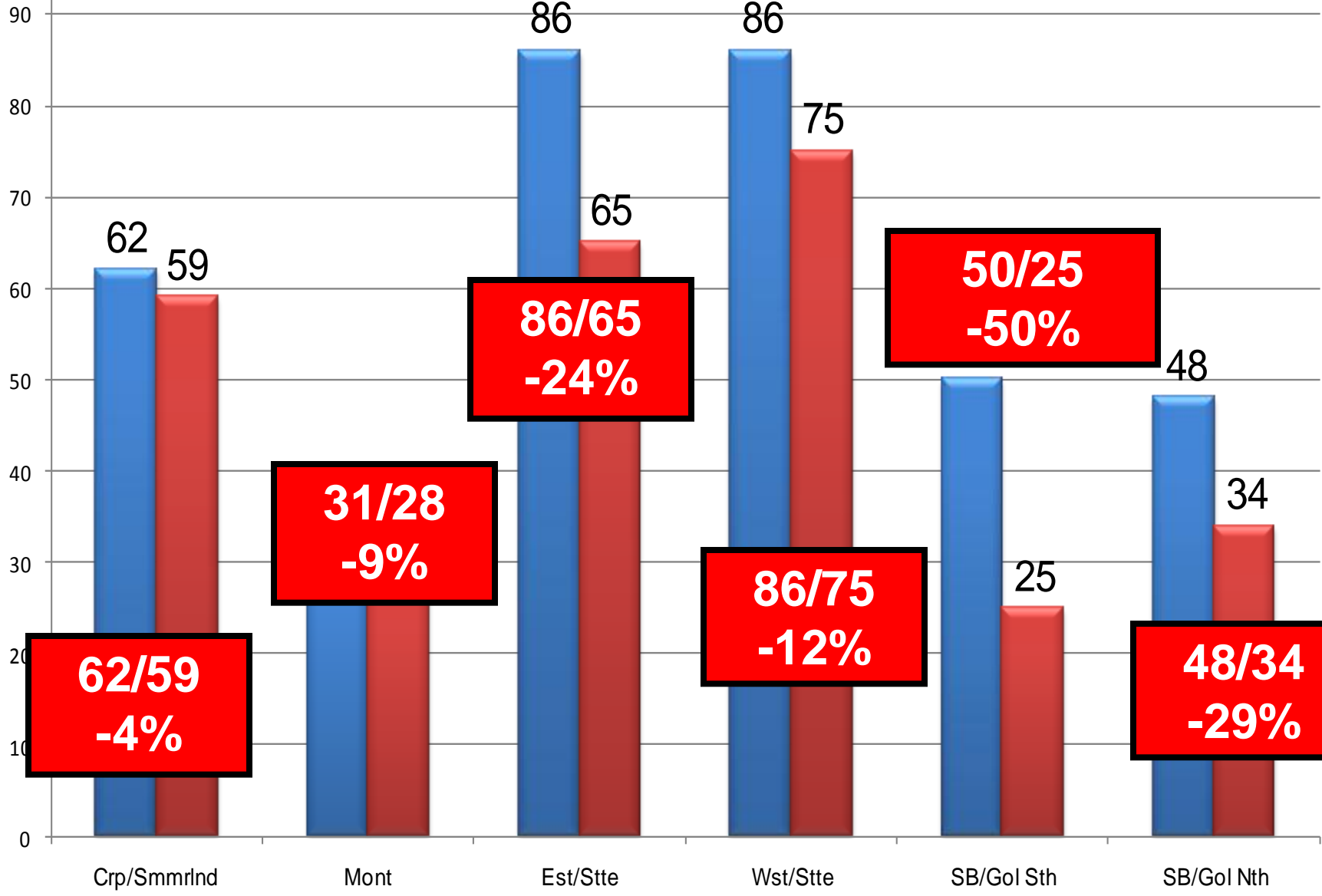
**March '09 to March '10
Month by Month
for Condos
Districts 05-35**



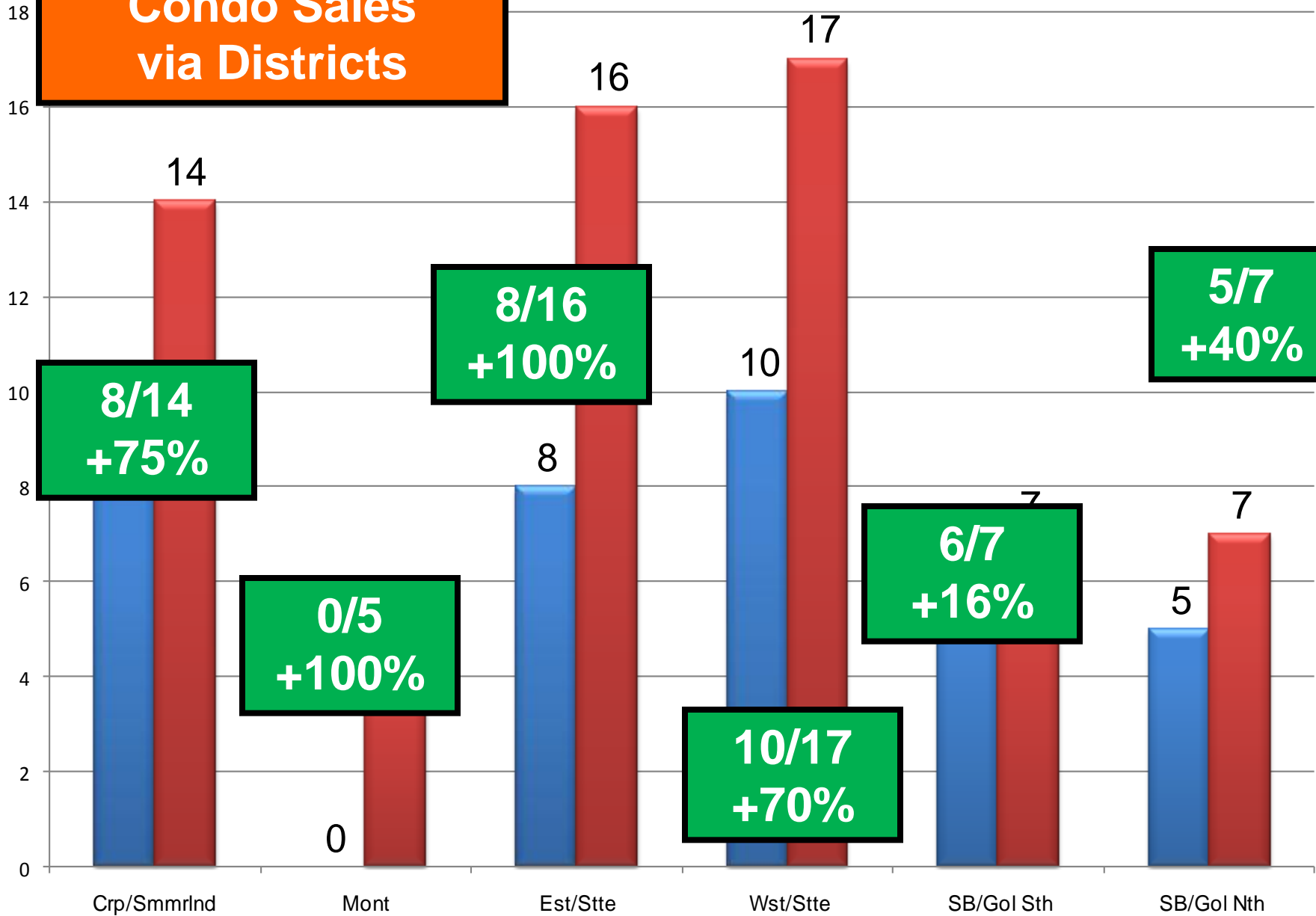


Condo District Stats

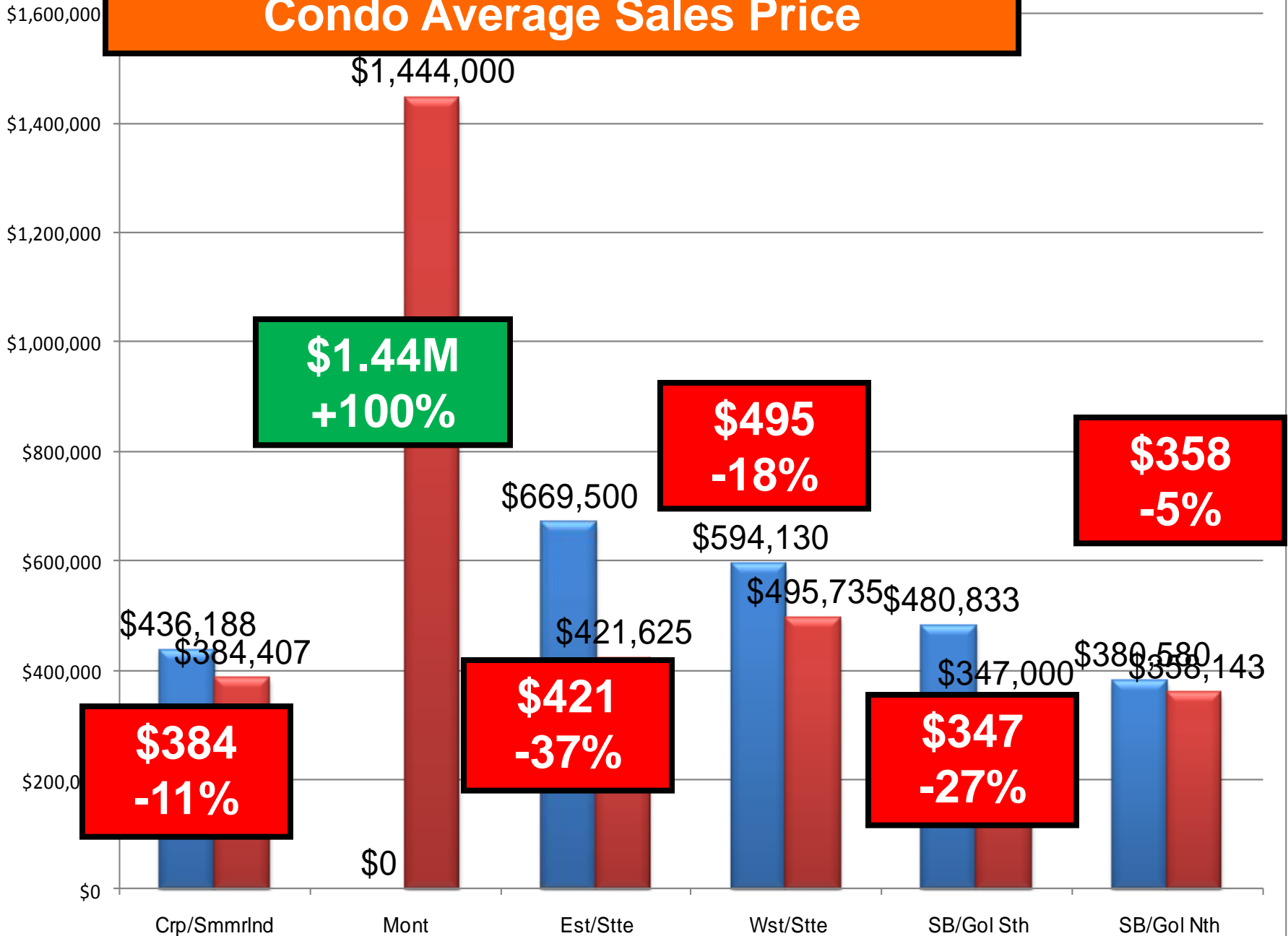
Number of Condos Listed Since the 1st of the Year via Districts

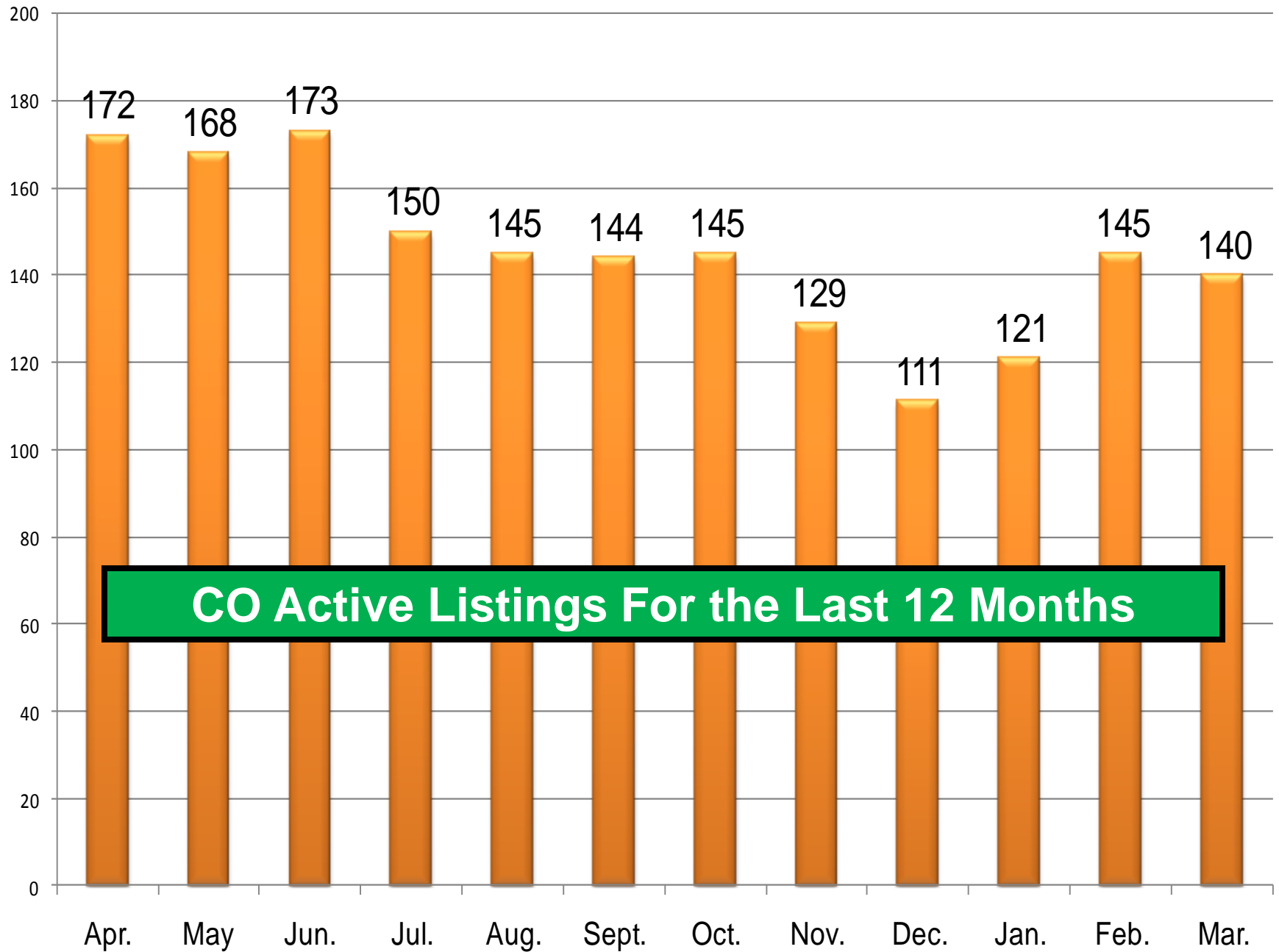


Condo Sales via Districts

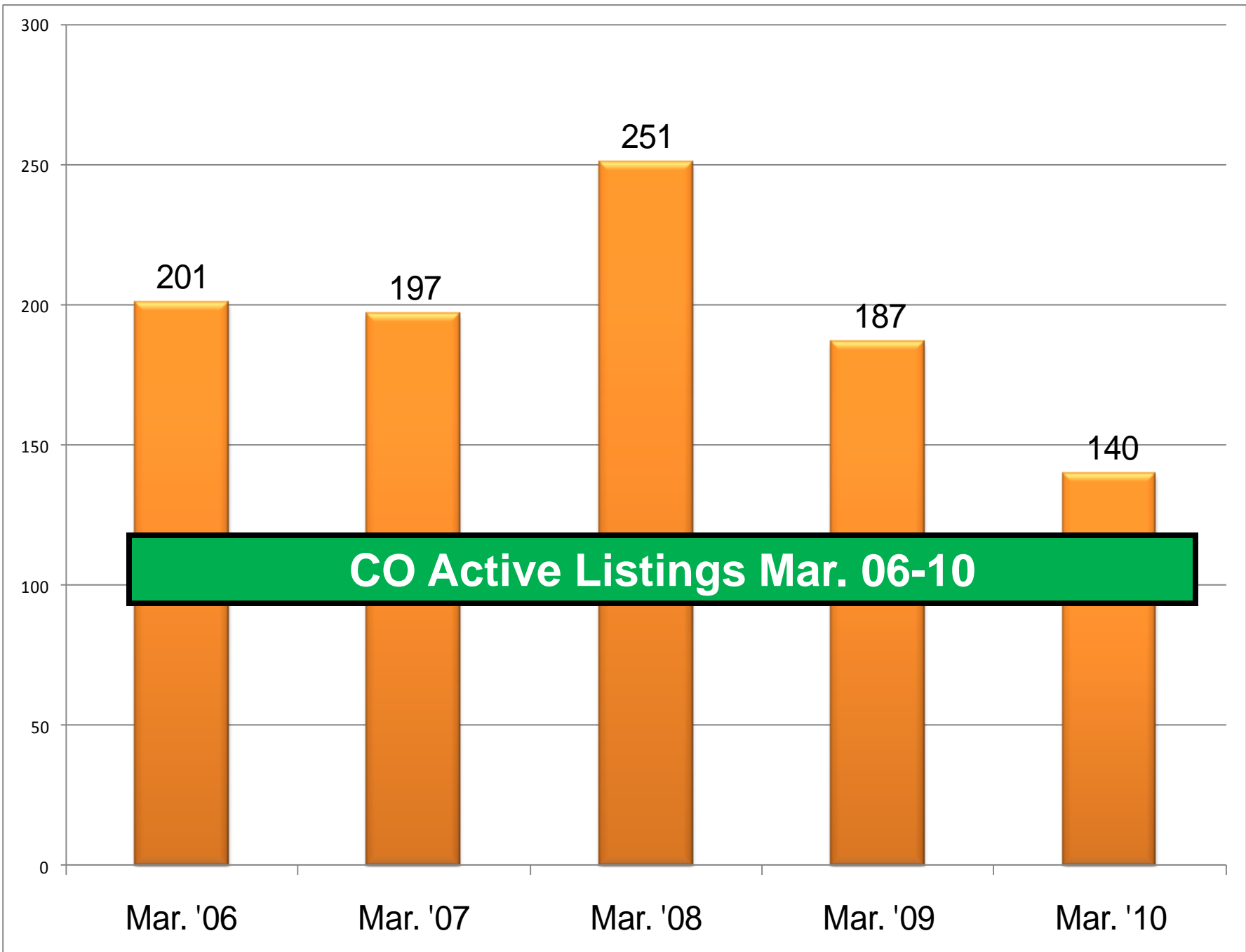


Condo Average Sales Price

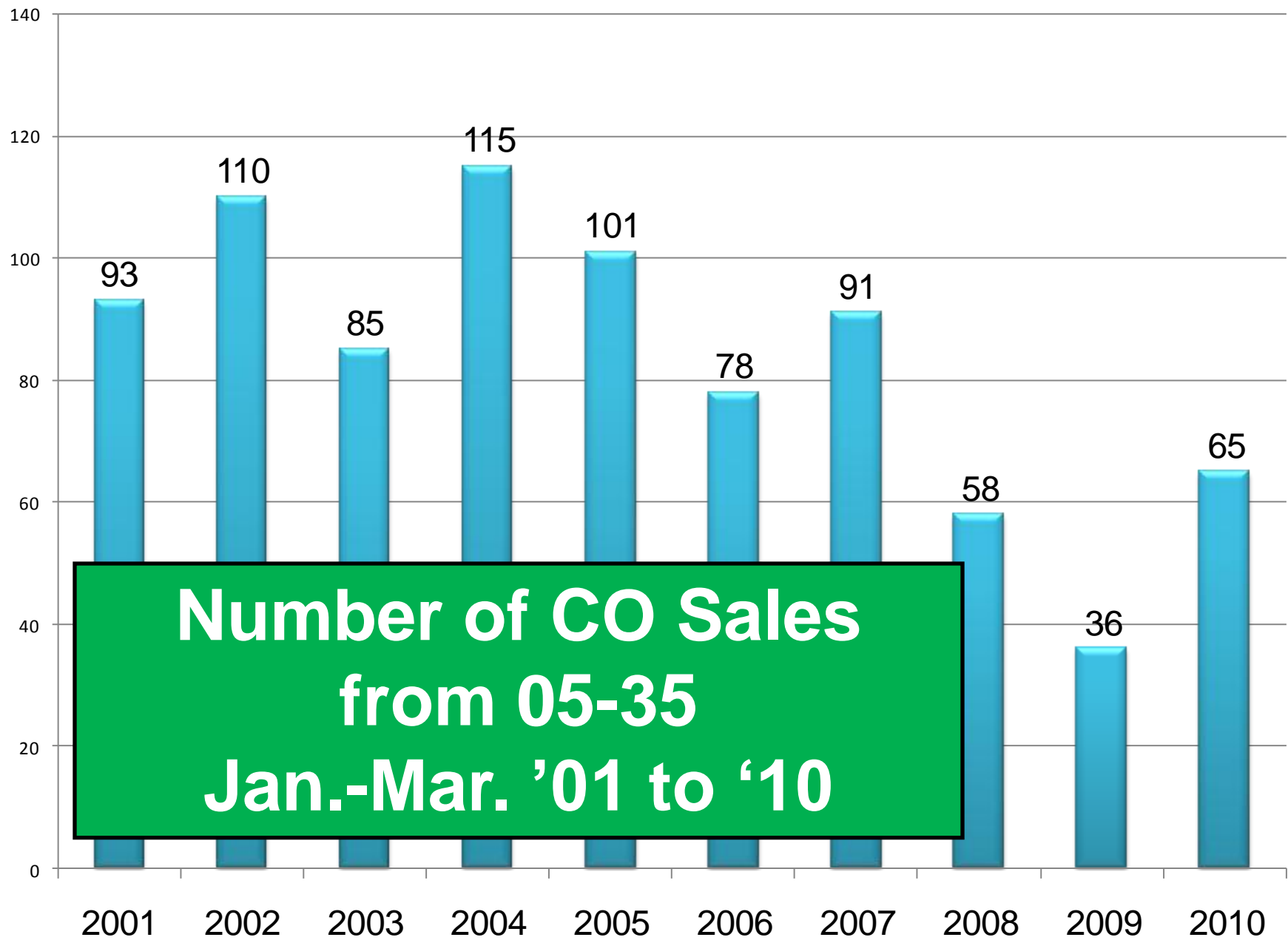


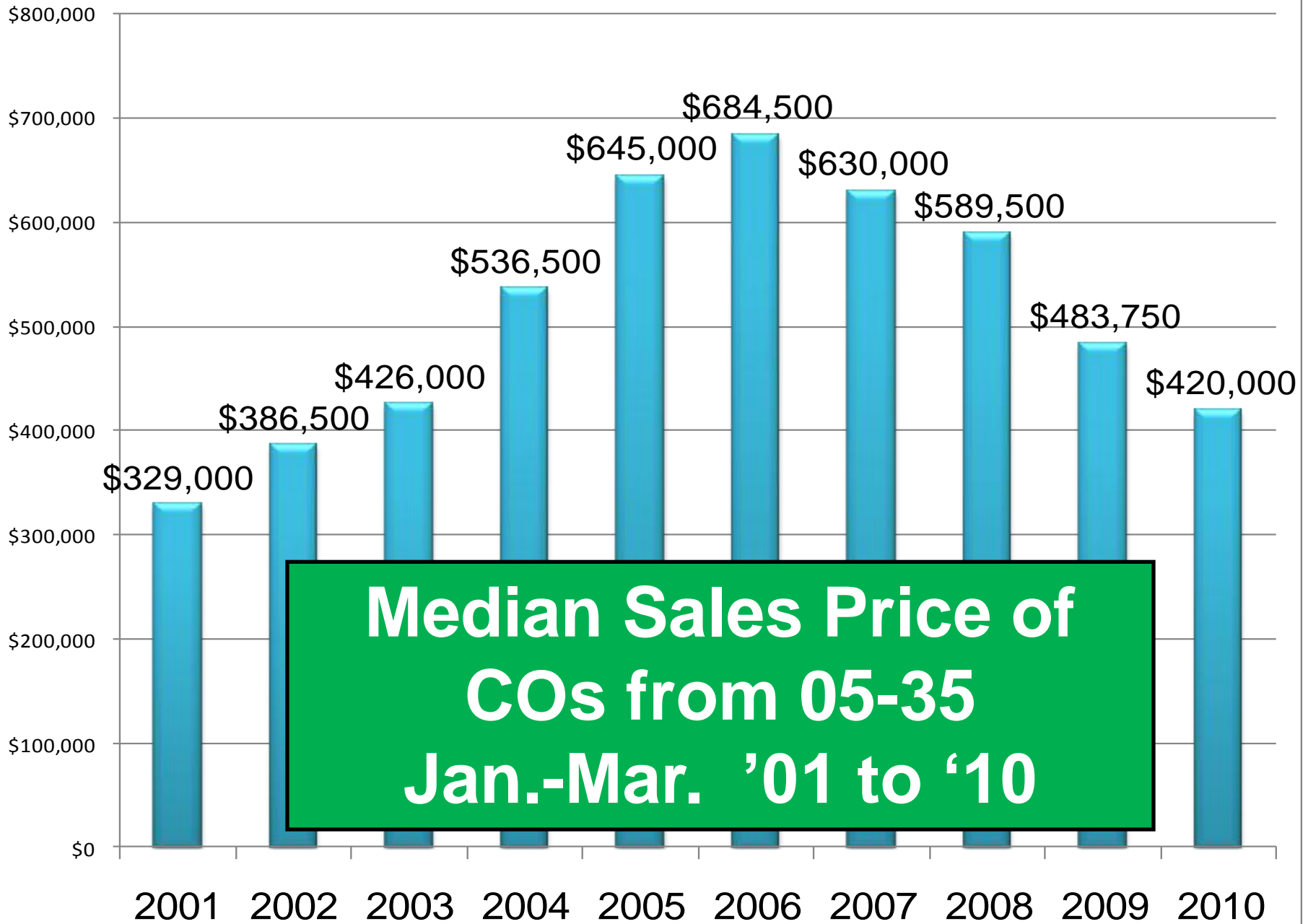


CO Active Listings For the Last 12 Months



**Perspective
for Condos
2001-2010**





**Compiled from
Santa Barbara Multiple Listing Service Data
on 4/7/2010**

Statistics Through March '10