

**Compiled from  
Santa Barbara Multiple Listing Service Data  
on 6/7/2010**

**Statistics Through May '10**

# MLS vs CORT for April '10

MLS 120 Sales 89 HE/PU – 31 CO

CORT 140 Sales

- 1 Reported Closed in Sept. '09
- 1 Reported Closed in February
- 1 Reported Closed in March
- 4 Reported Closed in May
- 2 Expired
- 2 Cancelled
- 1 Still Pending
- 1 Active
- 17 Not in MLS

**May 1-May 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	83	\$129,991,449	\$925,000	\$1,566,162	76	\$120,452,877	\$905,000	\$1,451,239	92.66	84.81
List/Sold	17	\$18,203,400	\$925,000	\$1,070,788	77	\$16,851,255	\$892,500	\$991,250	92.57	87.56
Co-Broker	66	\$111,788,049	\$915,000	\$1,693,758	76	\$103,601,622	\$912,500	\$1,569,721	92.68	84.38
New	166	\$358,857,947	\$1,099,000	\$2,161,794	19					
Pending	87	\$132,451,029	\$888,000	\$1,522,425	64					
Withdrawn	13	\$20,081,620	\$635,000	\$1,544,740	67					
Cancelled	28	\$54,846,099	\$949,000	\$1,958,789	145					
Expired	34	\$89,472,000	\$1,495,000	\$2,631,529	255					
Back On Market	34	\$49,244,777	\$865,000	\$1,448,375	164					
Extended	53	\$114,129,500	\$1,395,000	\$2,153,386	175					
Active In Range	697	\$2,097,958,732	\$1,645,000	\$3,009,983	132					
Current Active	613	\$1,892,590,812	\$1,695,000	\$3,087,423	137					

## HE/PU May '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	83	\$129,991,449	\$925,000	\$1,566,162	76	\$120,452,877	\$905,000	\$1,451,239	92.66	84.81
Pending	87	\$132,451,029	\$888,000	\$1,522,425	64					

## HE/PU May '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	58	\$117,155,500	\$899,000	\$2,019,922	72	\$103,755,515	\$863,250	\$1,788,888	88.56	79.53
Pending	78	\$118,865,420	\$819,000	\$1,523,915	141					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$300,000-\$349,999	1	21
\$400,000-\$449,999	1	3
\$450,000-\$499,999	1	174
\$500,000-\$549,999	4	80
\$550,000-\$599,999	5	27
\$600,000-\$649,999	5	39
\$650,000-\$699,999	4	43
\$700,000-\$749,999	5	61
\$750,000-\$799,999	6	21
\$800,000-\$849,999	6	30
\$850,000-\$899,999	2	27
\$900,000-\$949,999	4	19
\$950,000-\$999,999	1	4

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,100,000-\$1,199,999	10	49
\$1,200,000-\$1,299,999	2	499
\$1,300,000-\$1,399,999	2	115
\$1,400,000-\$1,499,999	5	12
\$1,500,000-\$1,599,999	2	268
\$1,600,000-\$1,699,999	2	109
\$1,700,000-\$1,799,999	2	123
\$1,900,000-\$1,999,999	3	82
\$2,000,000-\$2,249,999	1	1
\$2,250,000-\$2,499,999	1	28
\$2,500,000-\$2,749,999	2	11
\$2,750,000-\$2,999,999	1	154
\$4,500,000-\$4,749,999	1	13
\$5,000,000+	4	337

The average price for the 83 properties is \$1,451,239.

The highest price is \$10,300,000.

**416 Meadowbrook Dr**

The median price is \$905,000.

The lowest price is \$315,000.

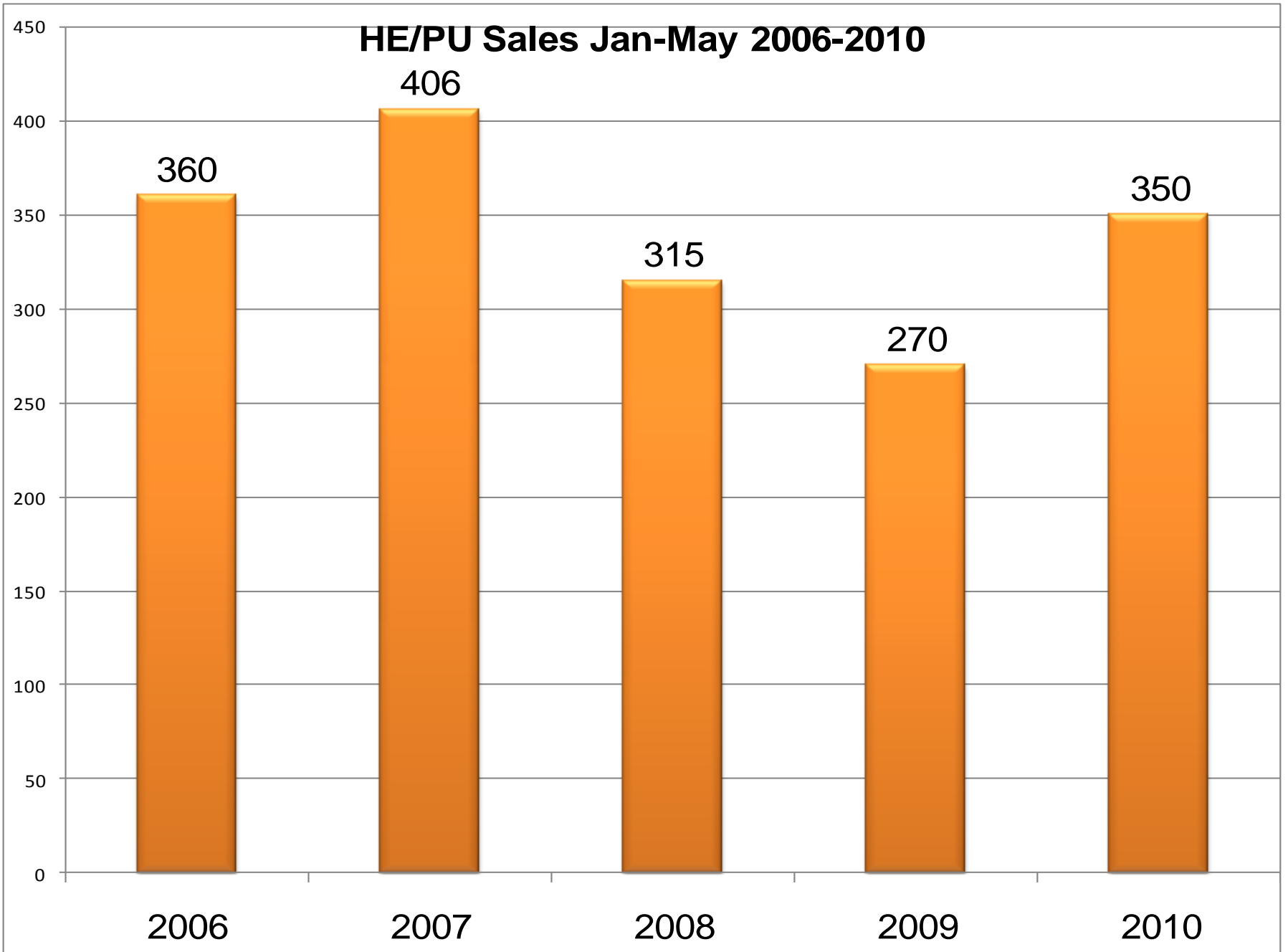
**1233 E Gutierrez St**

The average Market Time is 76.

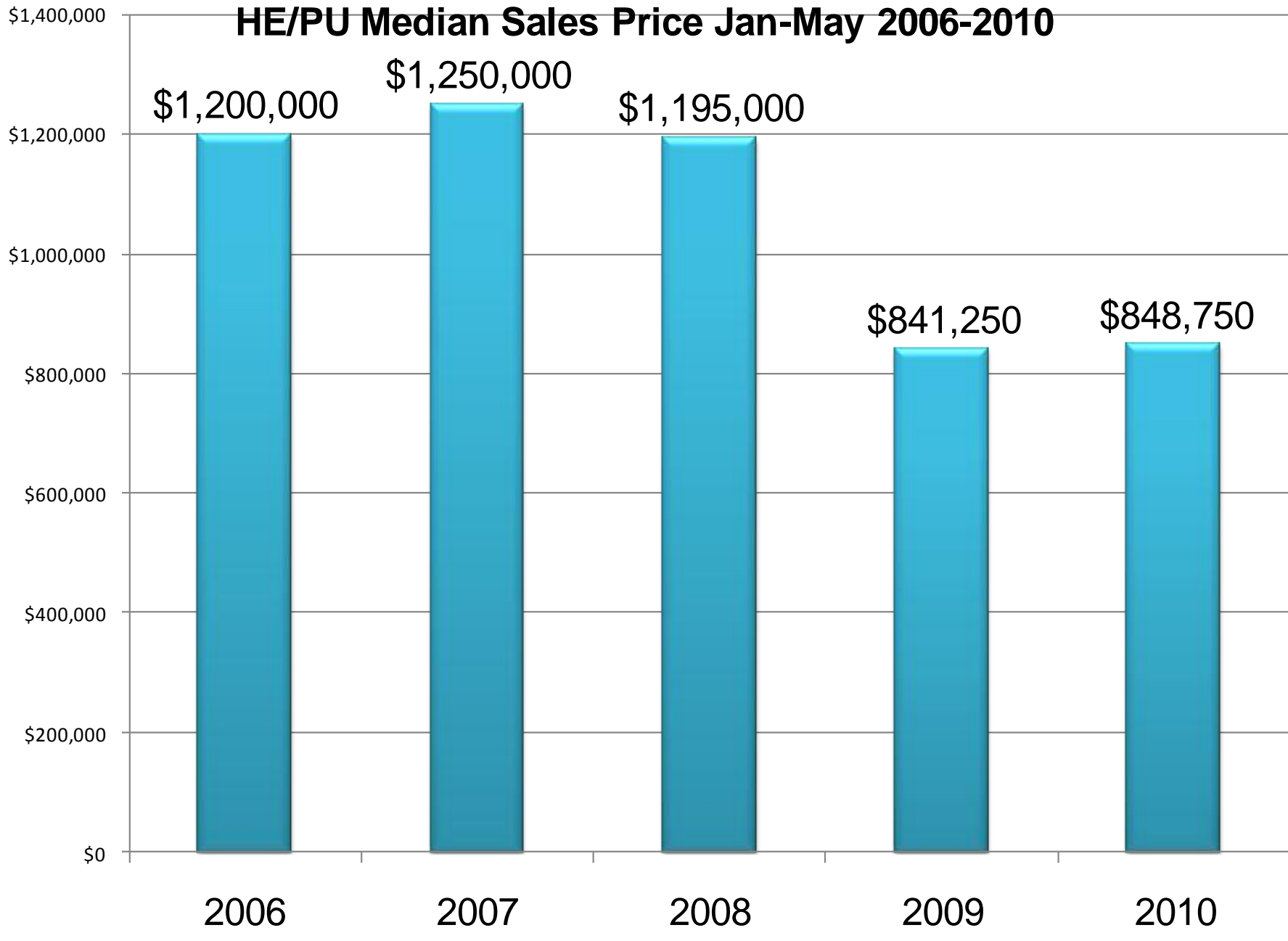
# Home Estate/PUD

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

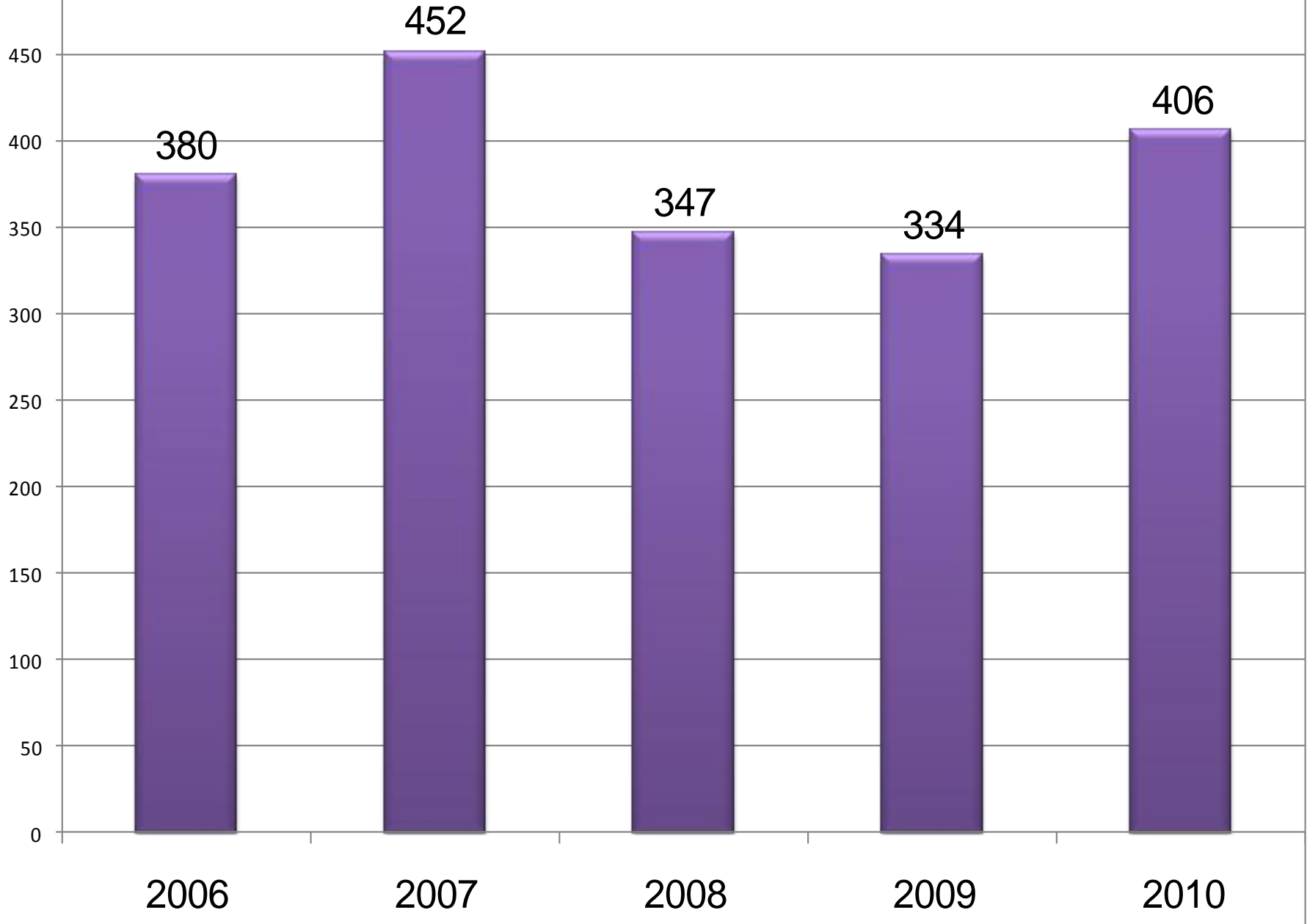
# HE/PU Sales Jan-May 2006-2010



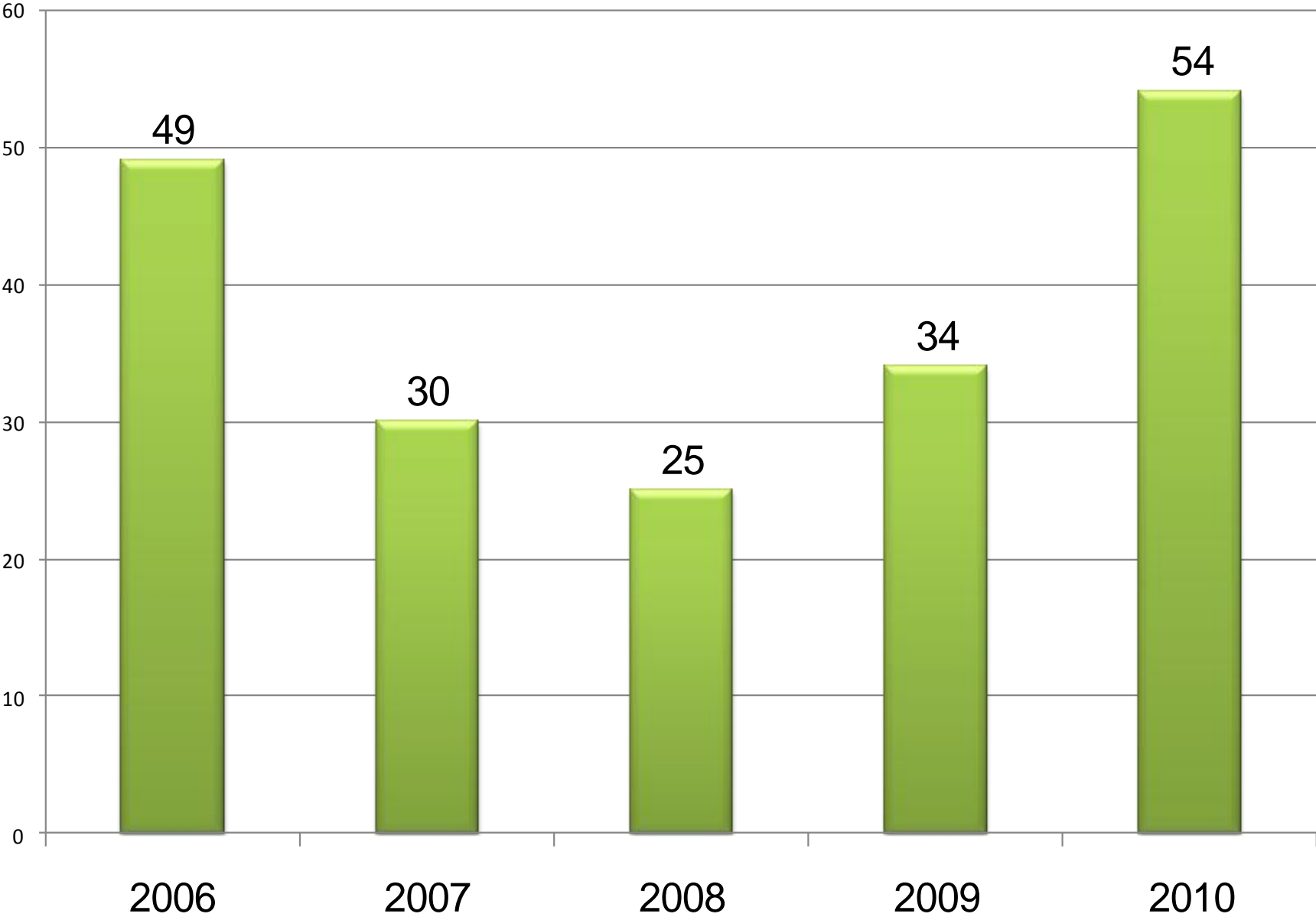
# HE/PU Median Sales Price Jan-May 2006-2010



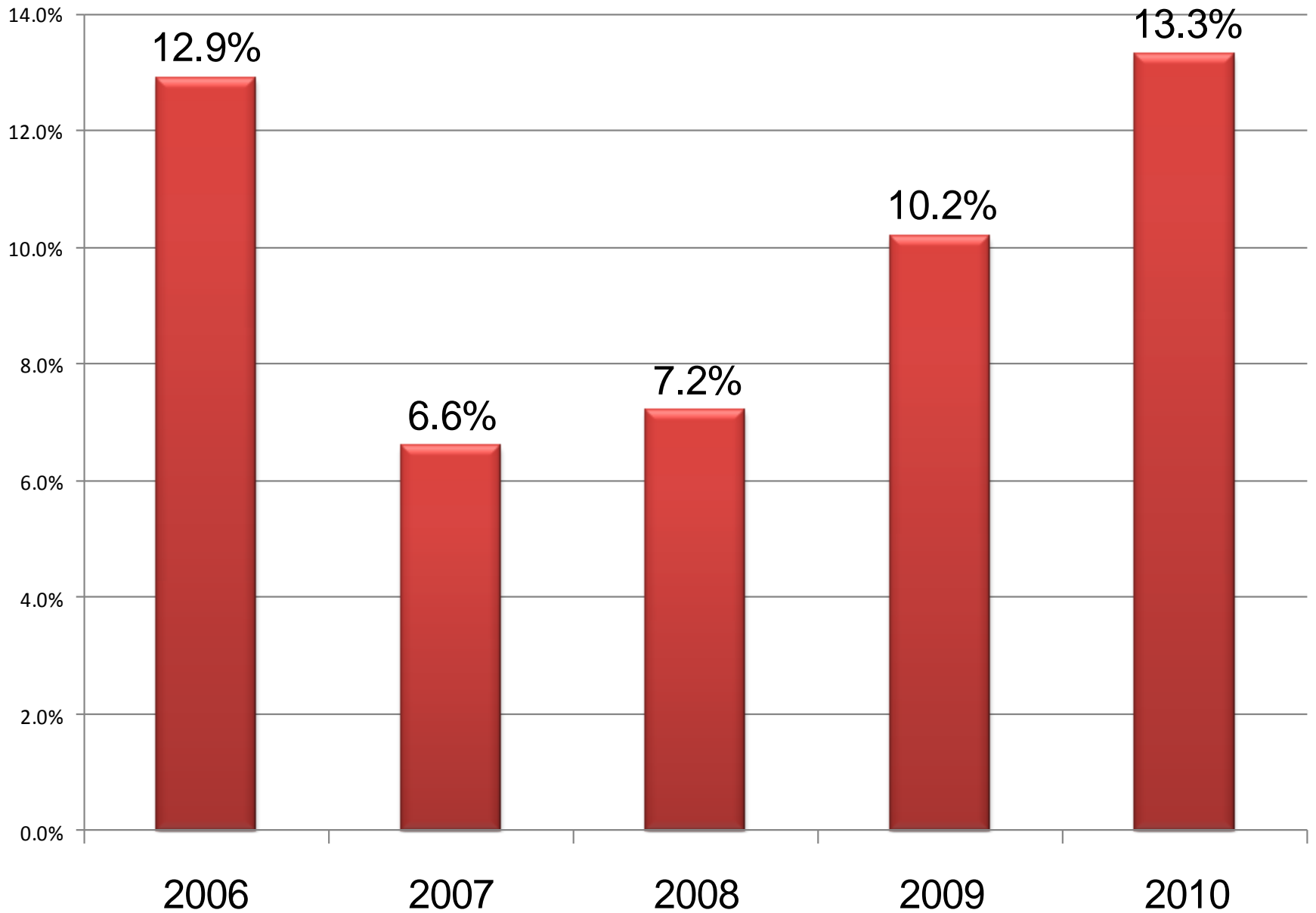
# HE/PU Pending Sales Jan-May 2006-2010



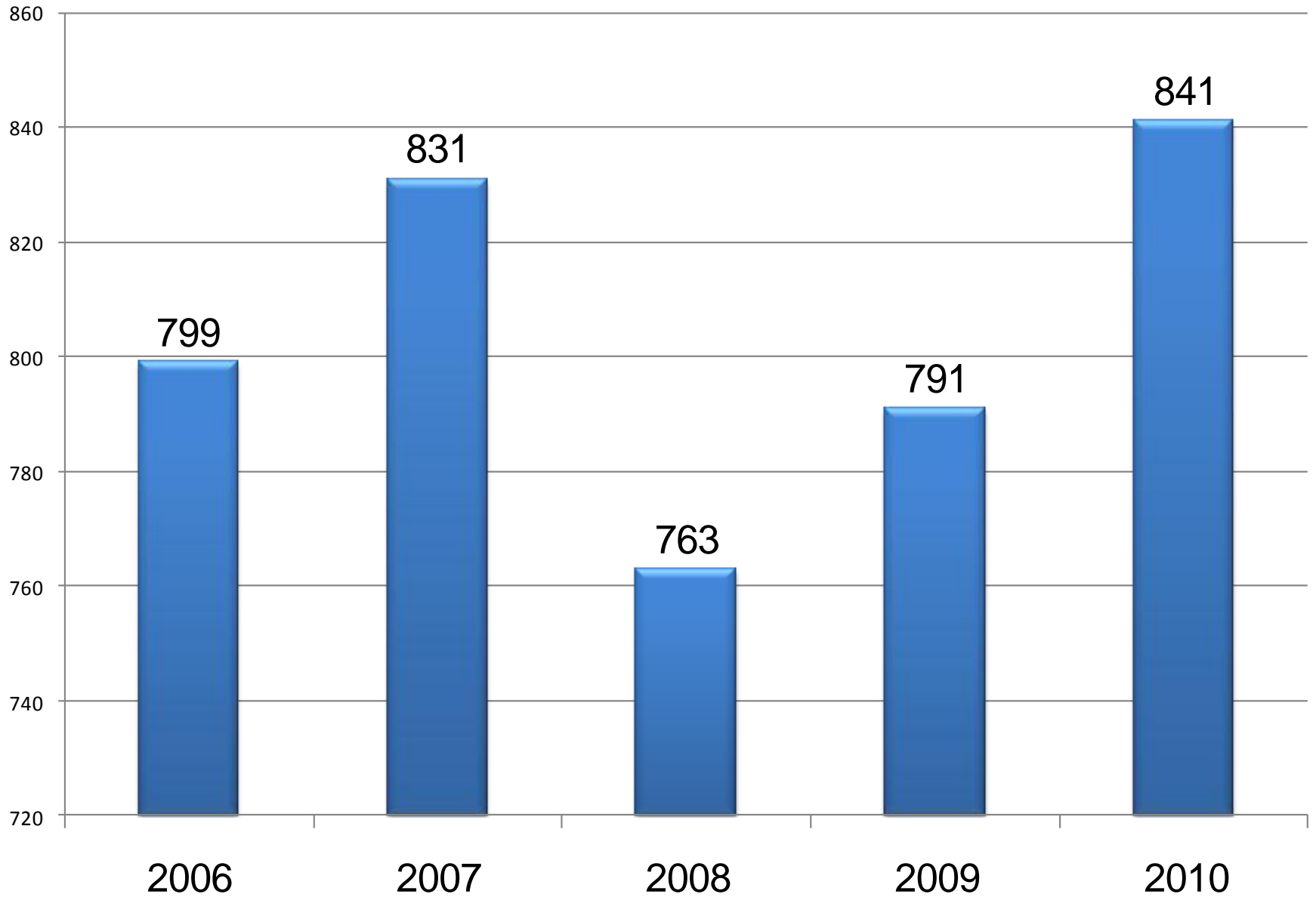
# HE/PU Fall Throughs Jan-May 2006-2010



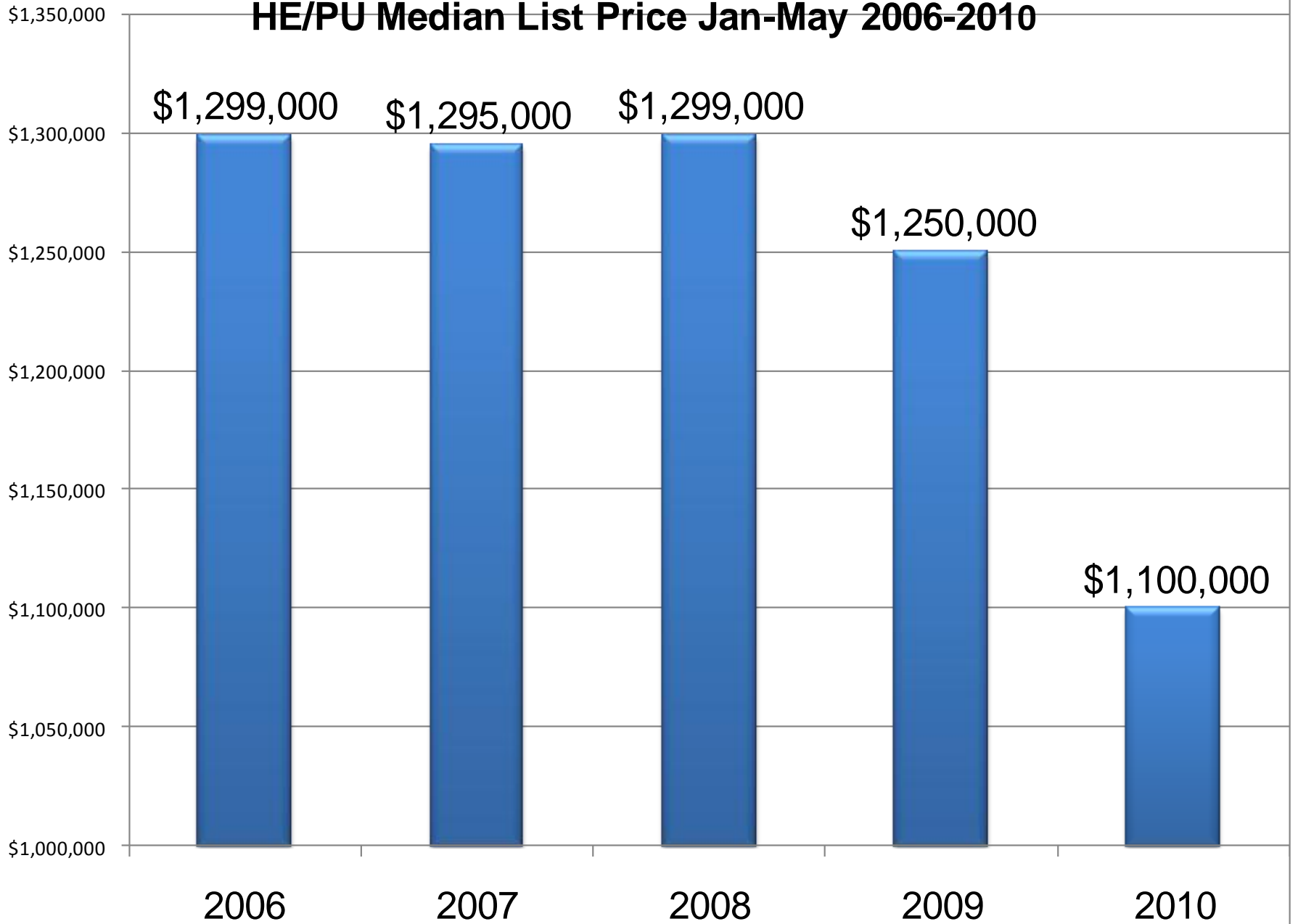
# HE/PU Fall Through Percentages Jan-May 2006-2010



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



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



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

# Active and Pending Listings '09 vs. '10 January-May

- Total Active Listings

'09 1,427, '10 1,421 **DOWN** -0.4%

- New Listings

'09 791, '10 841, **UP** +6.3%

- New Listings Median List Price

'09 \$1,250,000 , '10 \$1,100,000 **DOWN** -12.0%

- Properties that went into Escrow

'09 334, '10 406, **UP** +21.6%

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

- **Number of Sold Properties**

'09 270 , '10 350 **UP** +29.6%

- **Median Sales Prices**

'09 \$841,250 '10 \$848,750 **UP** +0.9%

- **Median Sales Prices w/o Hope Ranch/Montecito**

'09 \$754,500, '10 \$794,162 **UP** +5.3%

- **Average Sold Price**

'09 \$1,341,974 , '10 \$1,523,661 **UP** +13.5%

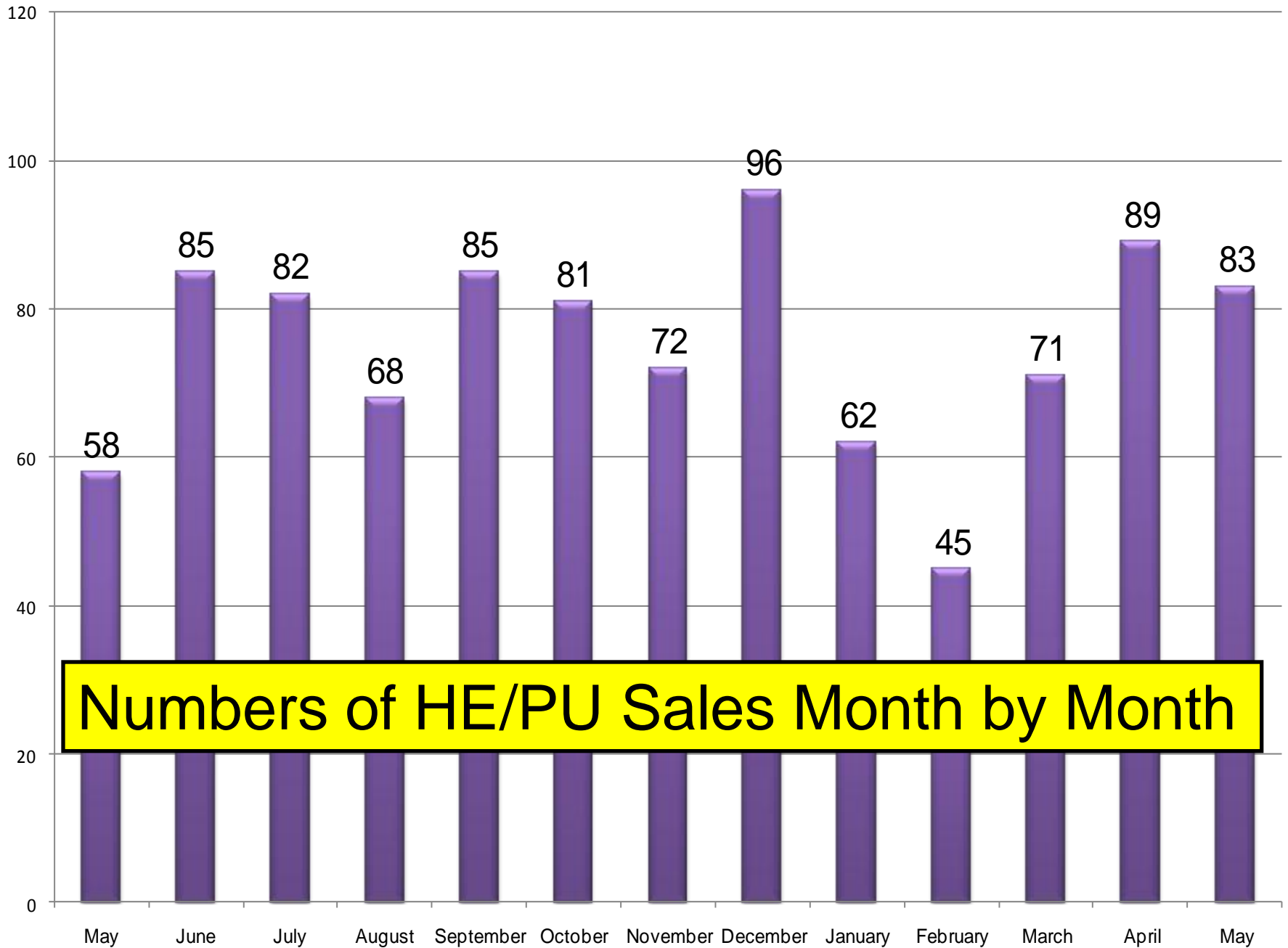
- **Average Sold Price w/o Hope Ranch/Montecito**

'09 \$968,841, '10 \$1,025,705 **UP** +5.9%

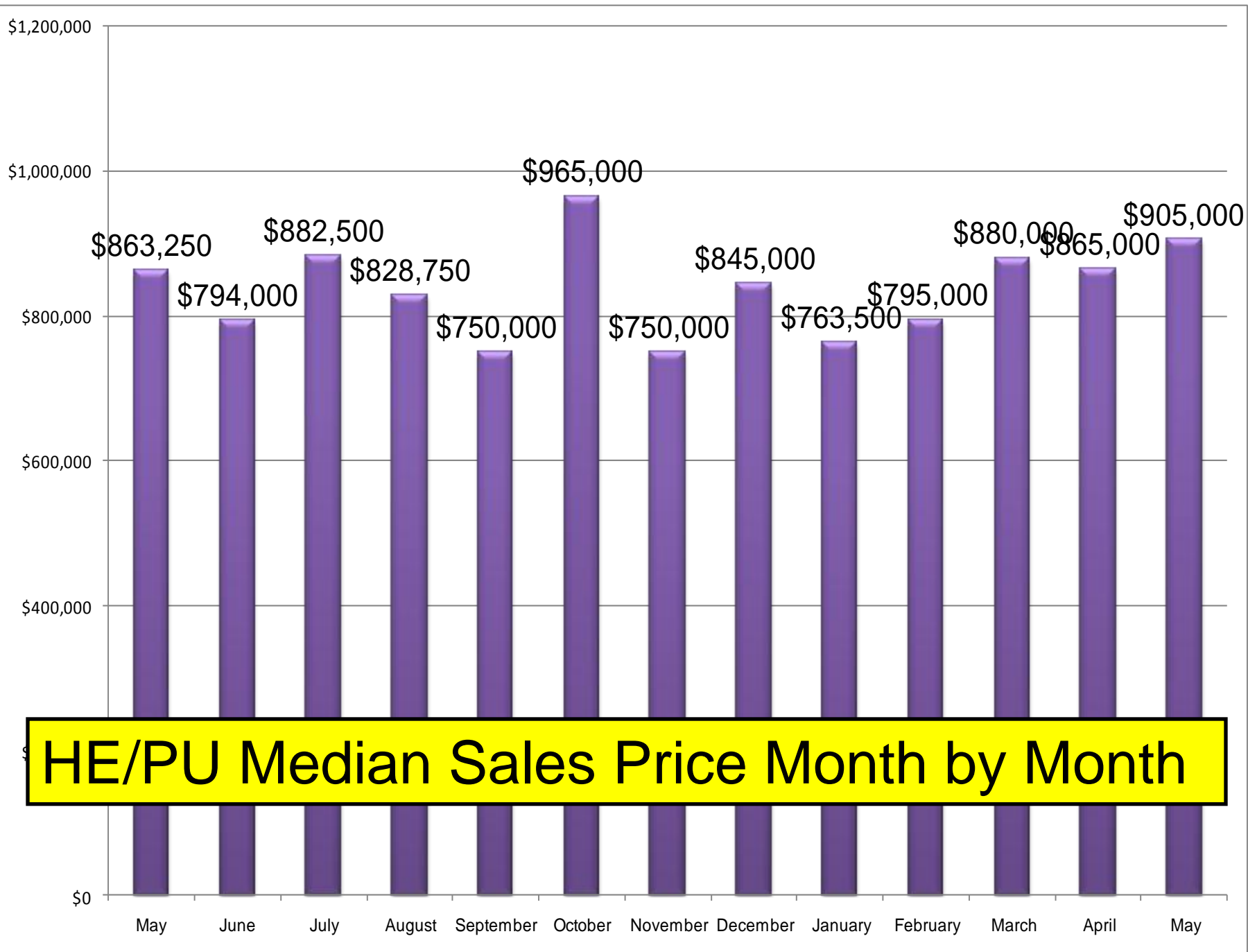
- **Sold Volume**

'09 \$362,333,064 '10 \$533,281,424 **UP** +47.2%

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

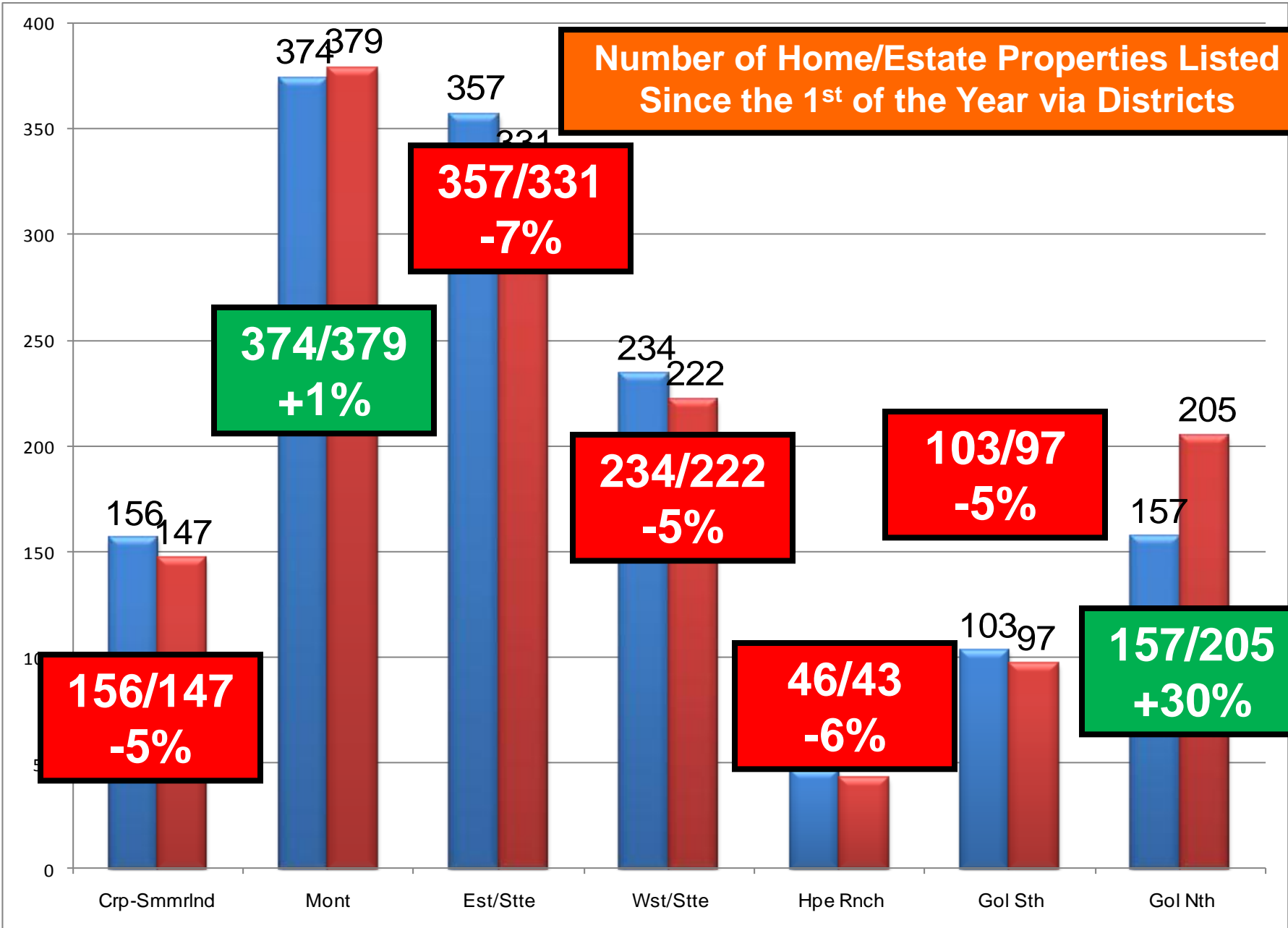


**Numbers of HE/PU Sales Month by Month**

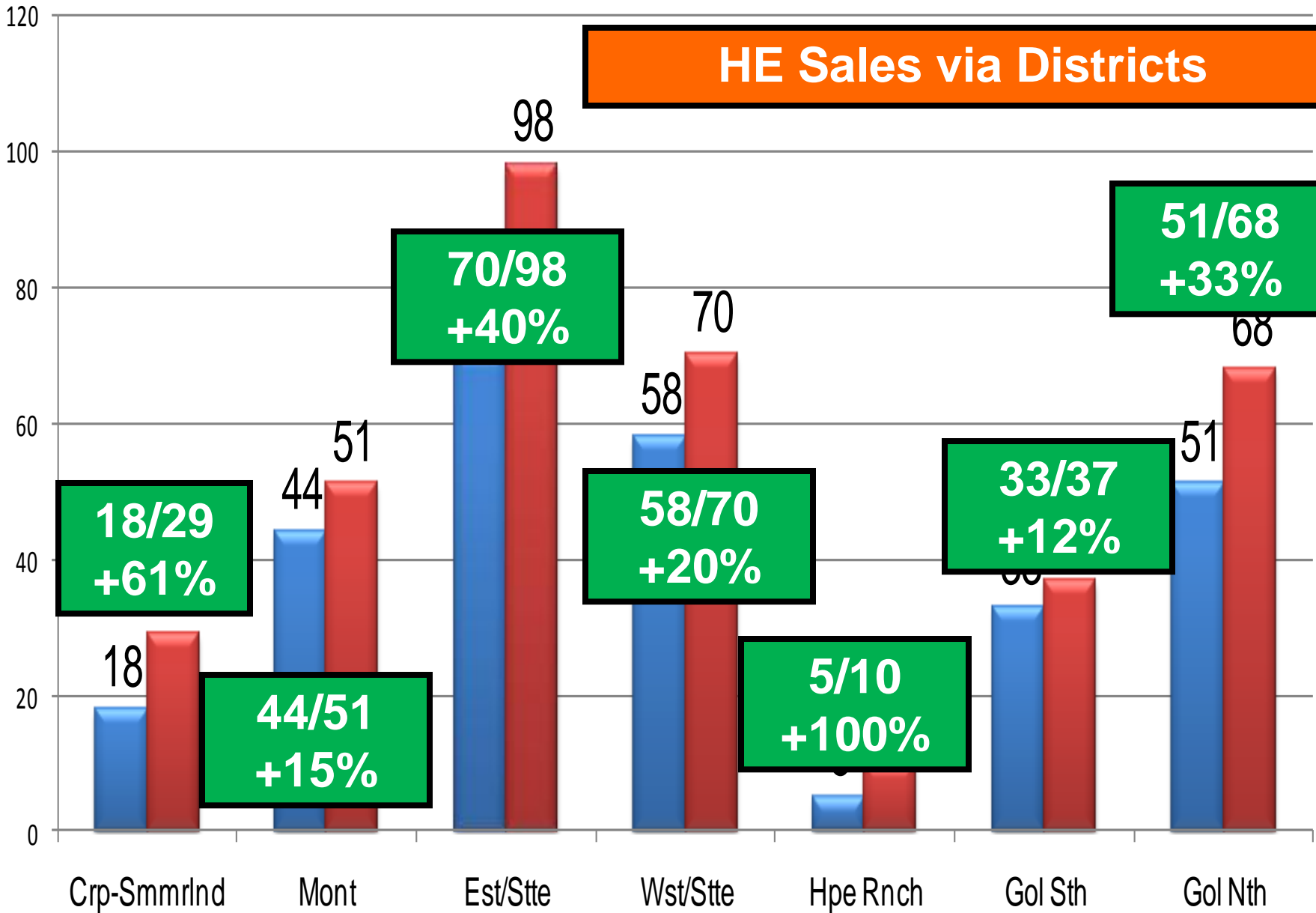


# **HE/PU District Stats**

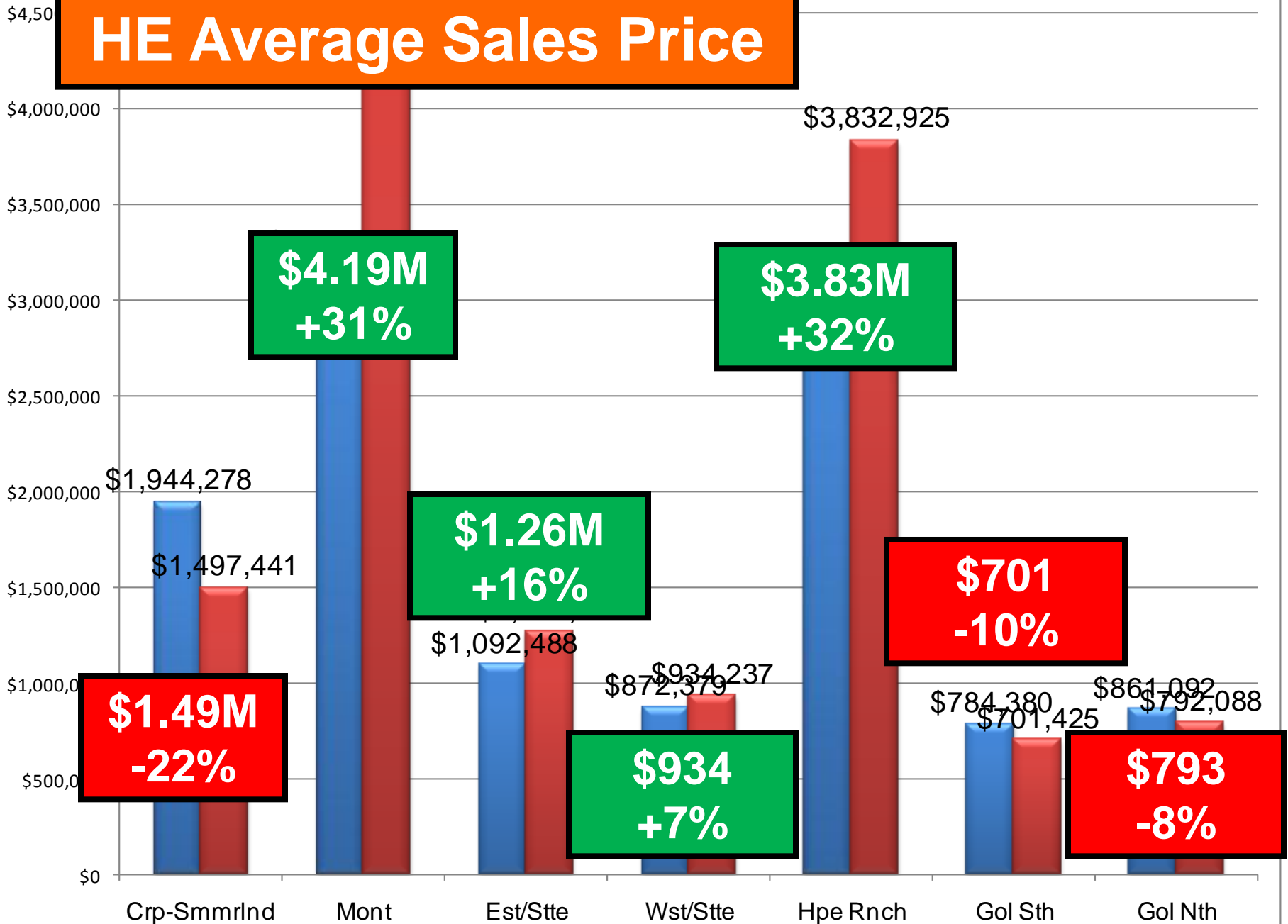
**Number of Home/Estate Properties Listed Since the 1<sup>st</sup> of the Year via Districts**

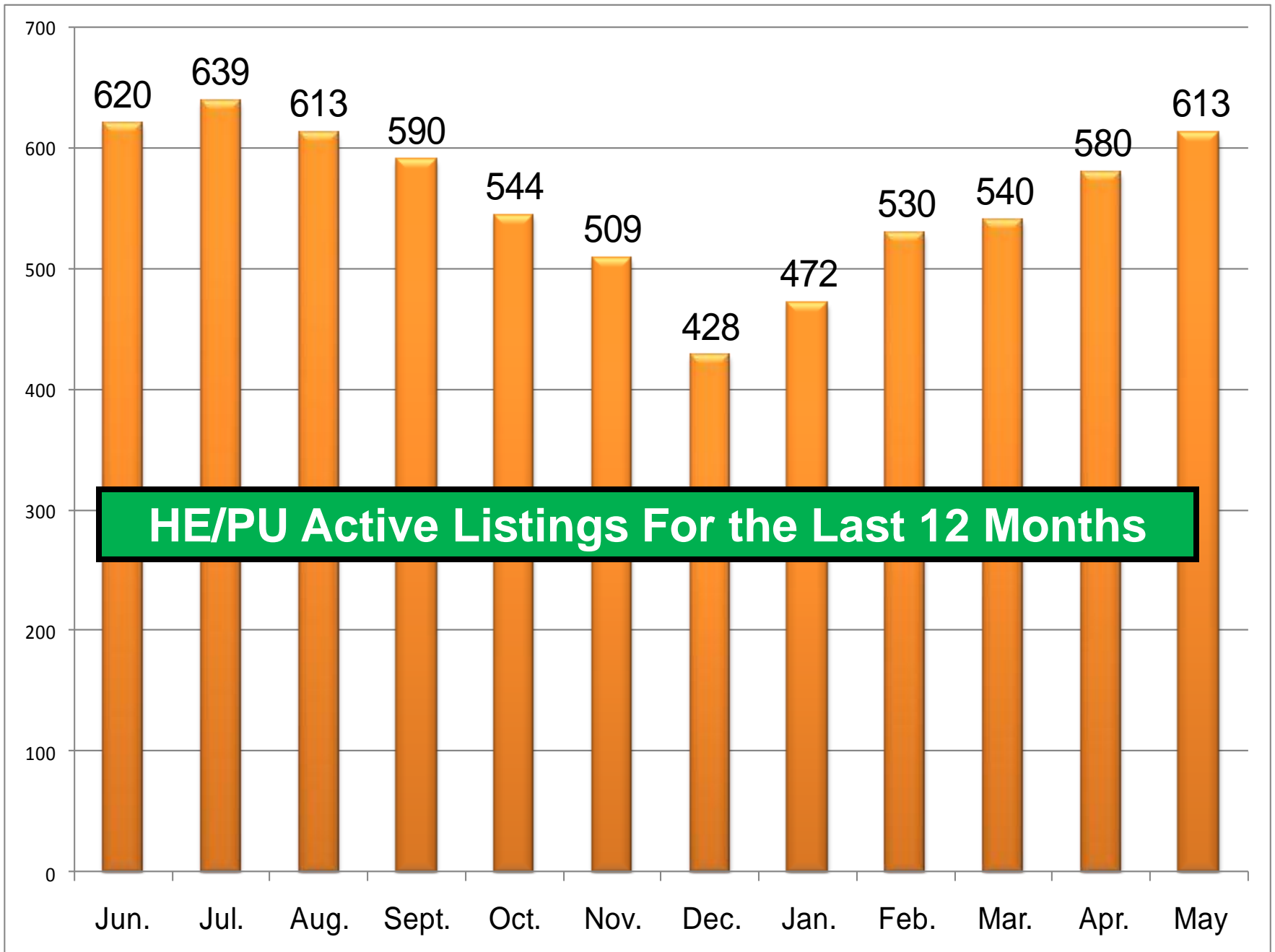


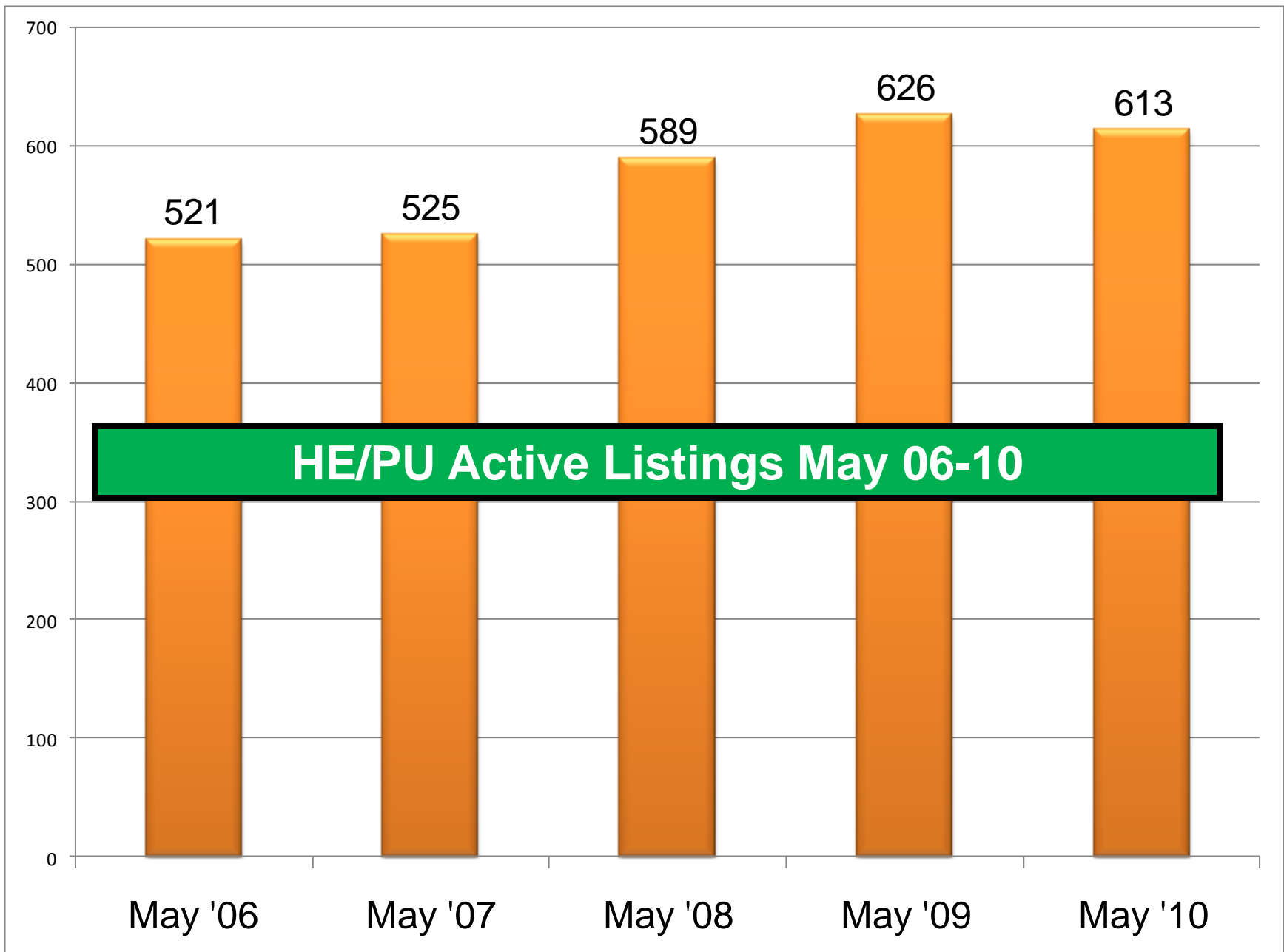
# HE Sales via Districts



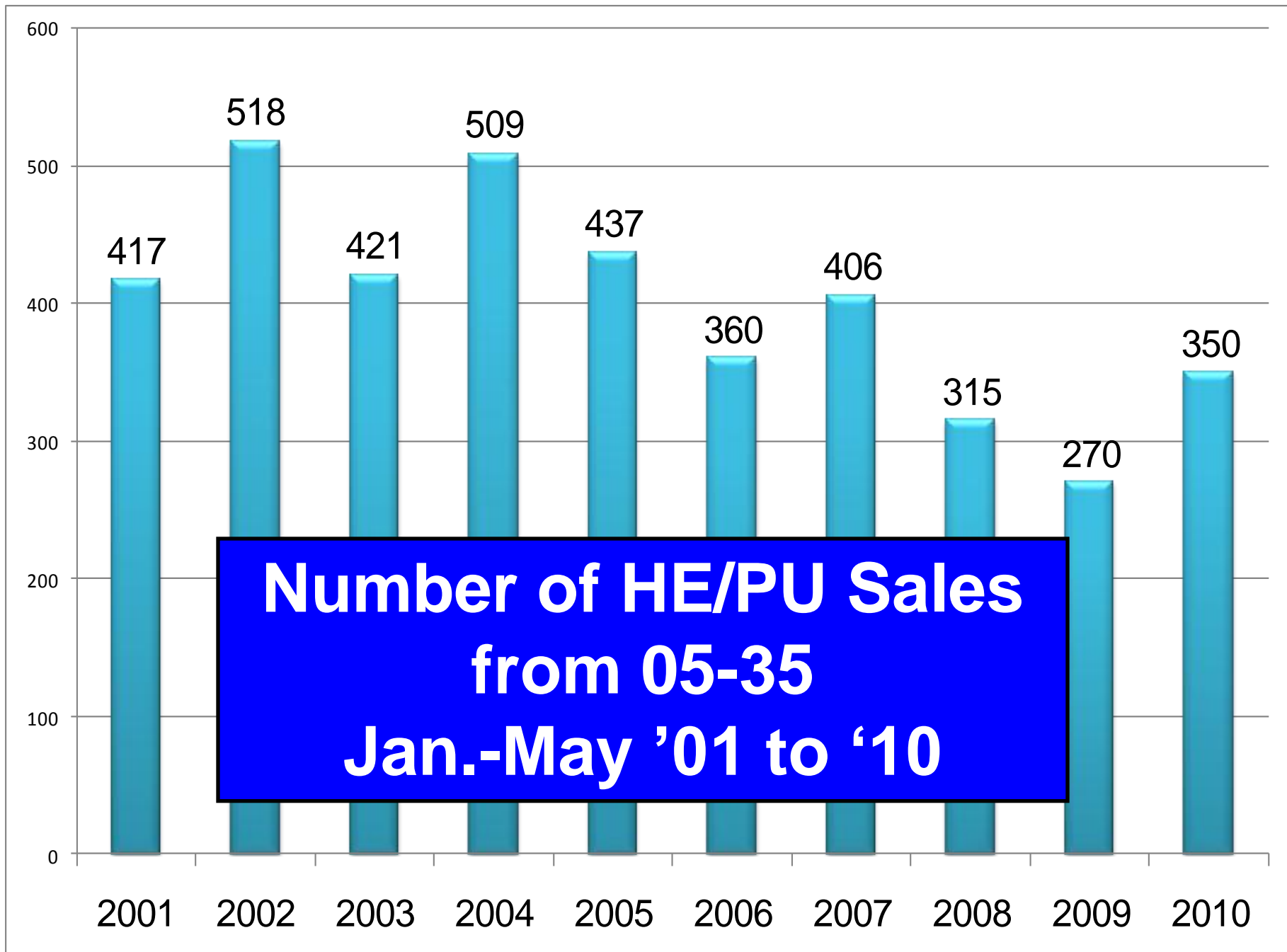
# HE Average Sales Price

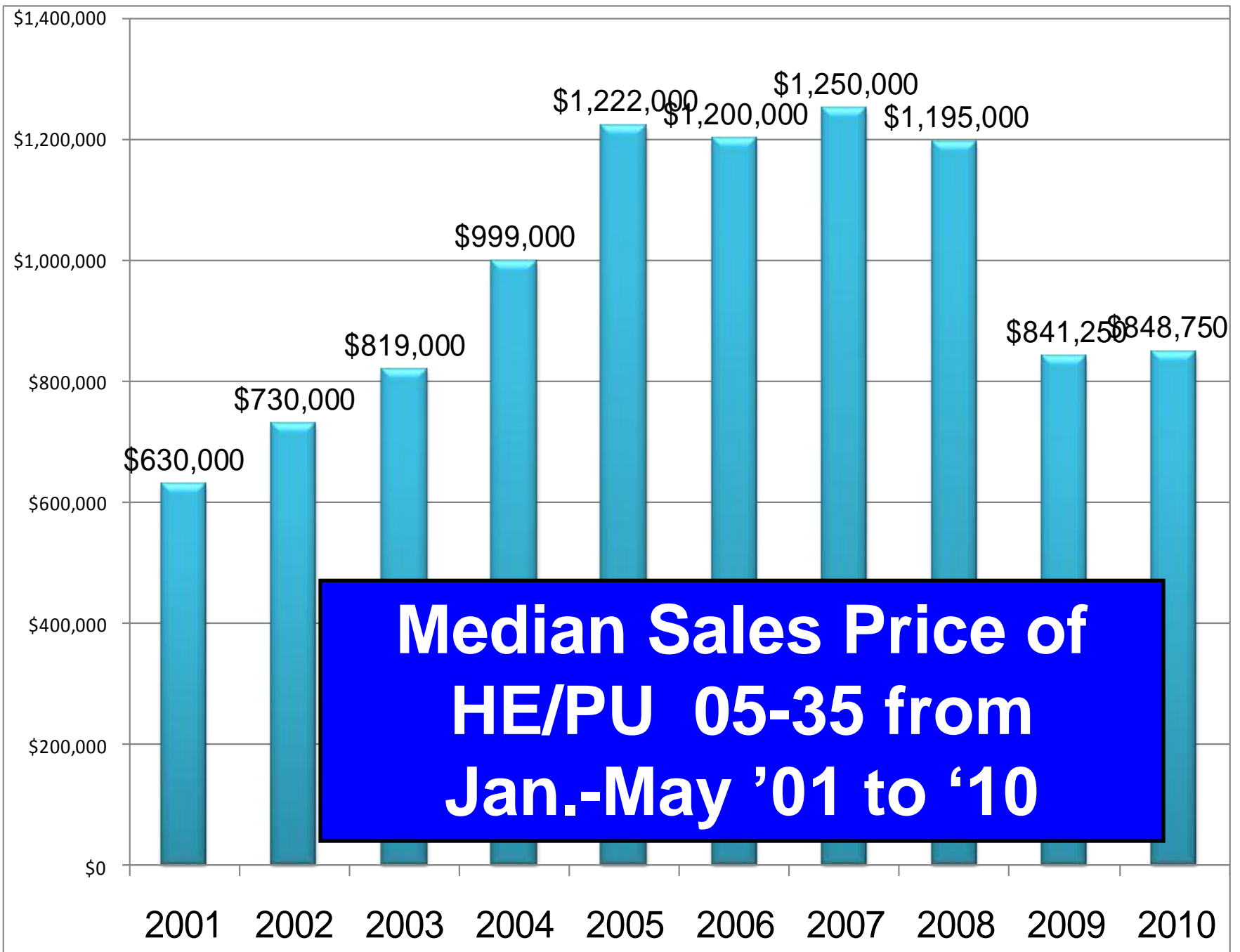






**Perspective  
for Home Estates  
2001-2010**





**May 1-May 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	35	\$22,868,600	\$515,000	\$653,388	89	\$21,583,000	\$495,000	\$616,657	94.38	91.65
List/Sold	7	\$3,827,800	\$599,000	\$546,828	59	\$3,756,000	\$540,000	\$536,571	98.12	96.86
Co-Broker	28	\$19,040,800	\$475,000	\$680,028	97	\$17,827,000	\$481,000	\$636,678	93.63	90.63
New	34	\$20,515,270	\$499,000	\$603,390	17					
Pending	41	\$23,042,350	\$473,000	\$562,008	98					
Withdrawn	3	\$1,712,499	\$517,500	\$570,833	51					
Cancelled	4	\$4,361,000	\$389,000	\$1,090,250	127					
Expired	8	\$5,695,999	\$450,000	\$711,999	176					
Back On Market	10	\$5,641,000	\$449,000	\$564,100	167					
Extended	19	\$19,986,200	\$550,000	\$1,051,905	234					
Active In Range	171	\$144,308,569	\$639,000	\$843,909	147					
Current Active	142	\$120,025,171	\$615,000	\$845,247	161					

## CO May '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	35	\$22,868,600	\$515,000	\$653,388	89	\$21,583,000	\$495,000	\$616,657	94.38	91.65
Pending	41	\$23,042,350	\$473,000	\$562,008	98					

## CO May '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	26	\$13,447,800	\$517,000	\$517,223	74	\$12,704,563	\$483,000	\$488,637	94.47	90.71
Pending	36	\$19,672,999	\$499,000	\$546,472	68					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$250,000-\$299,999	1	33
\$300,000-\$349,999	1	161
\$350,000-\$399,999	8	72
\$400,000-\$449,999	3	124
\$450,000-\$499,999	6	42
\$500,000-\$549,999	6	148
\$550,000-\$599,999	1	49
\$600,000-\$649,999	2	33
\$650,000-\$699,999	2	40
\$700,000-\$749,999	1	3
\$950,000-\$999,999	1	224
\$1,400,000-\$1,499,999	1	72
\$2,000,000-\$2,249,999	1	256
\$2,250,000-\$2,499,999	1	96

The average price for the 35 properties is \$616,657.

The highest price is \$2,250,000.

4925 Sandyland Rd #A

The median price is \$495,000.

The lowest price is \$285,000.

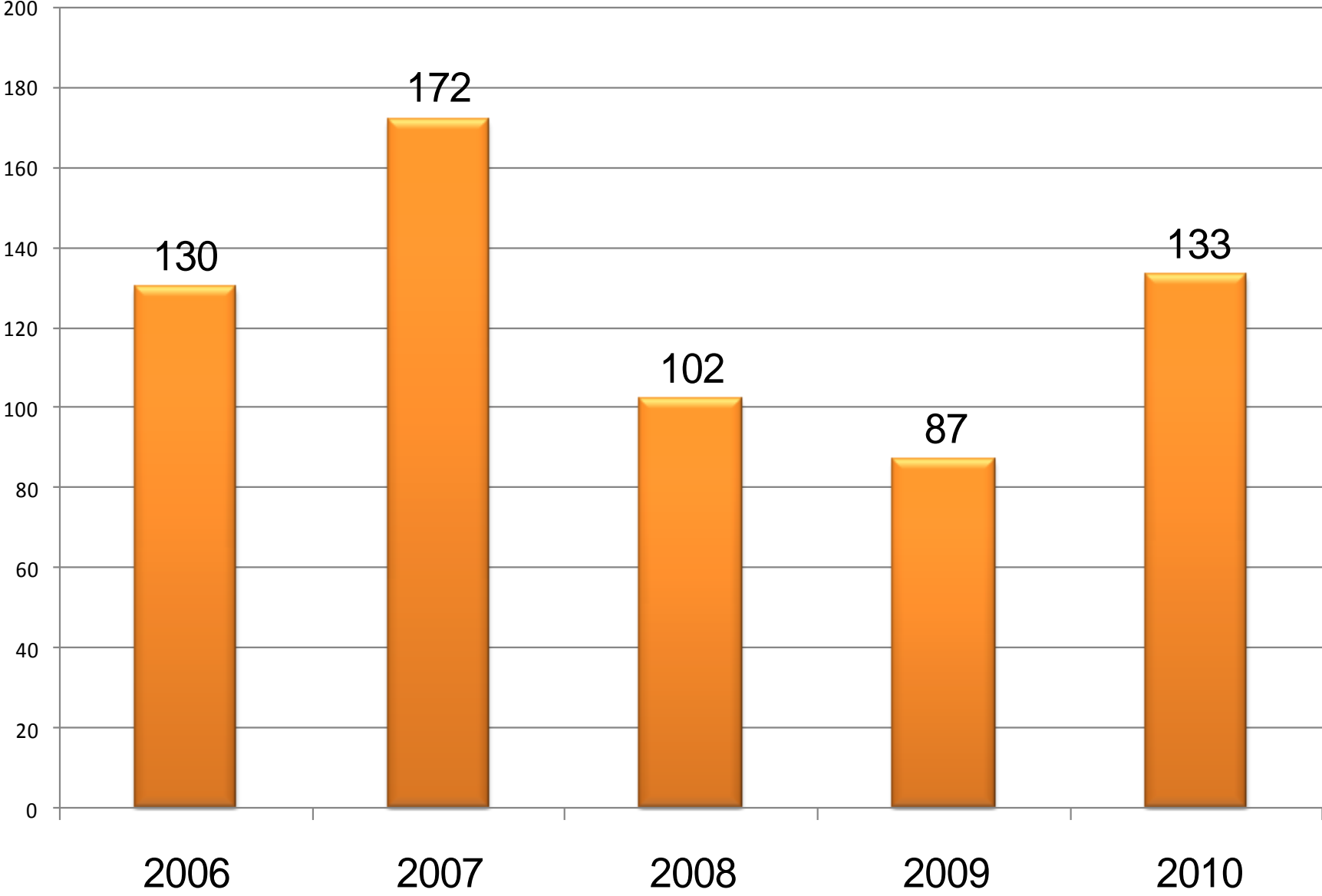
39 Dearborn Pl #94

The average Market Time is 89.

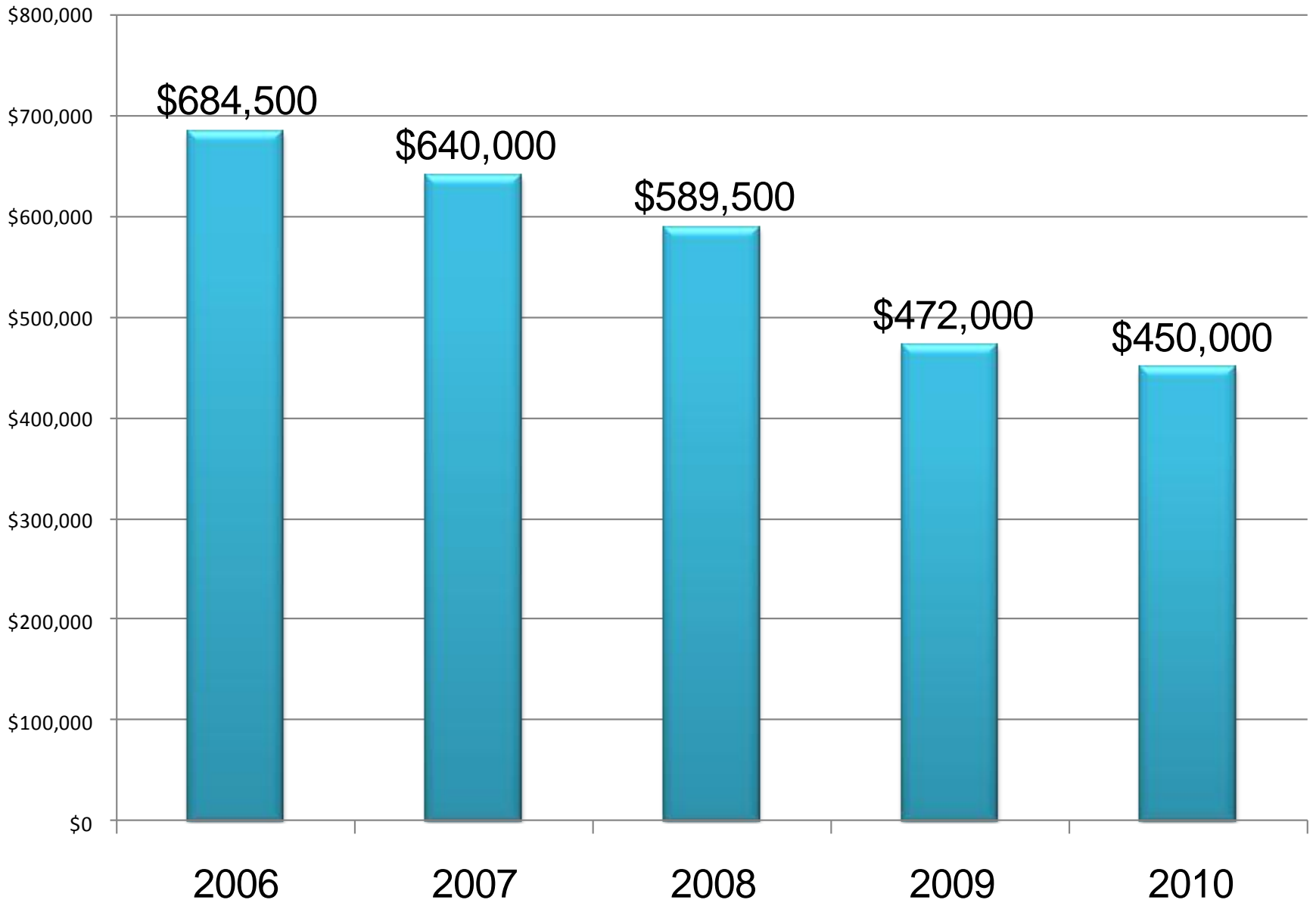
# Condo Statistics

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

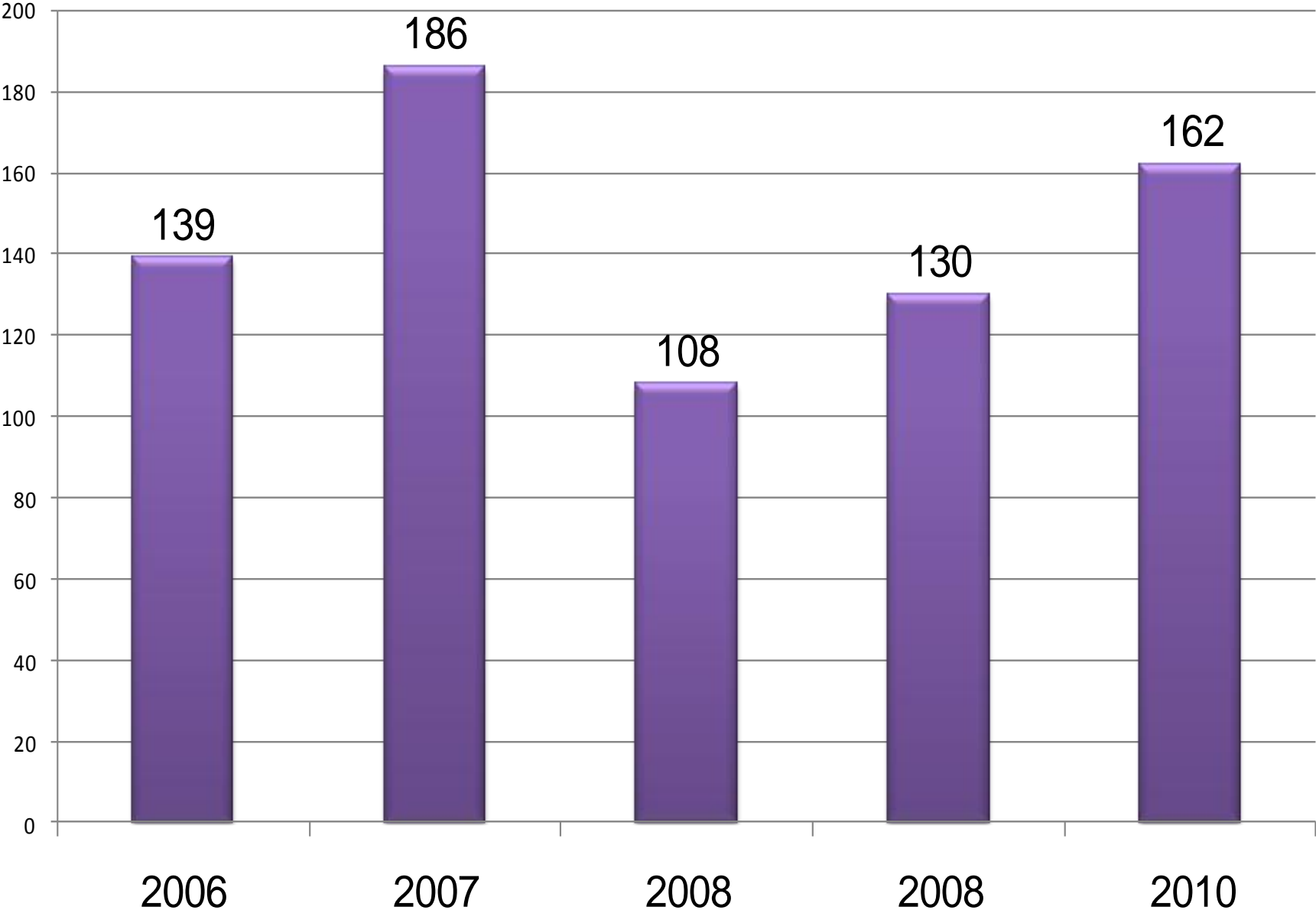
# CO Sales Jan-May 2006-2010



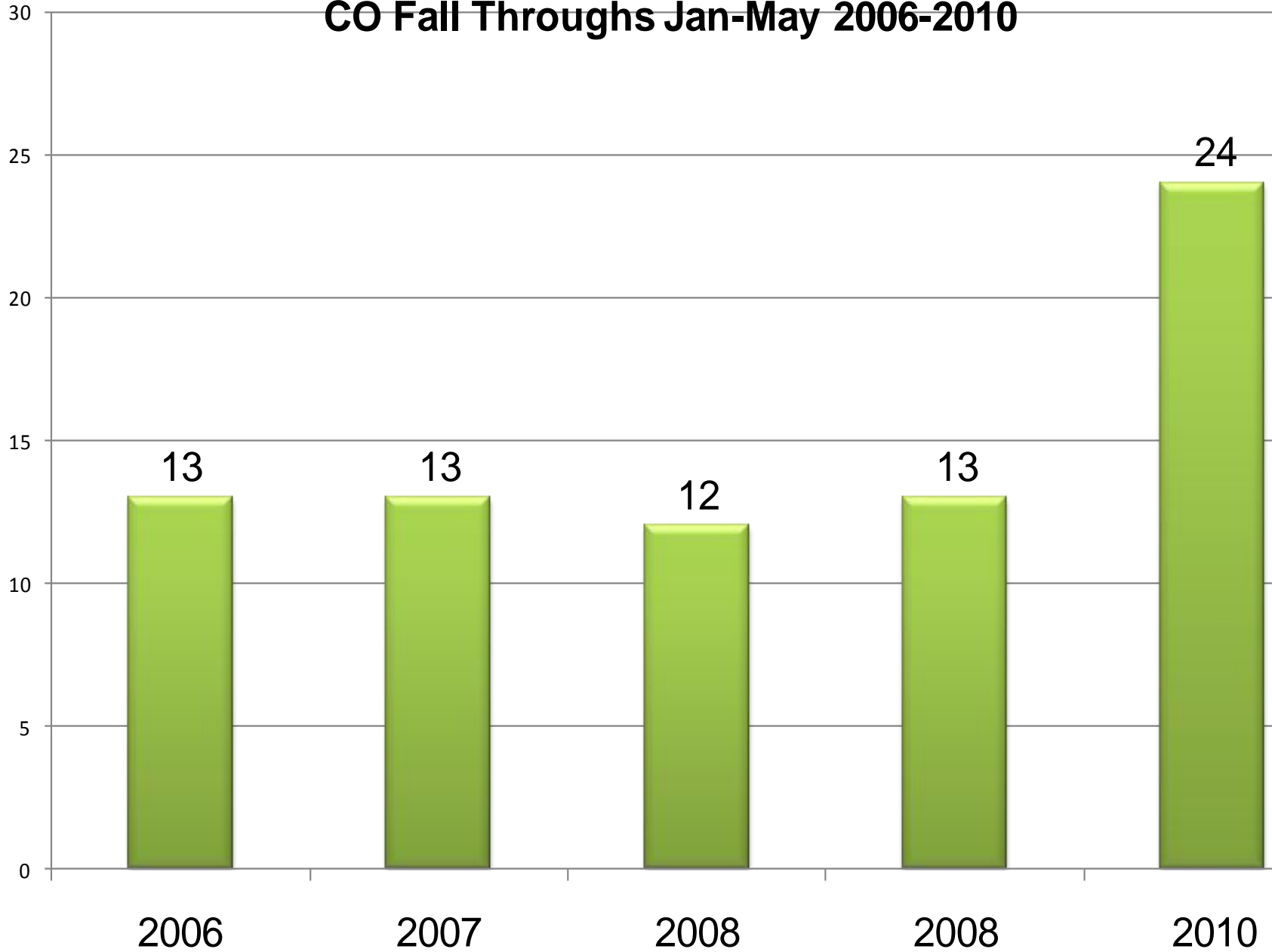
# CO Median Sales Price Jan-May 2006-2010



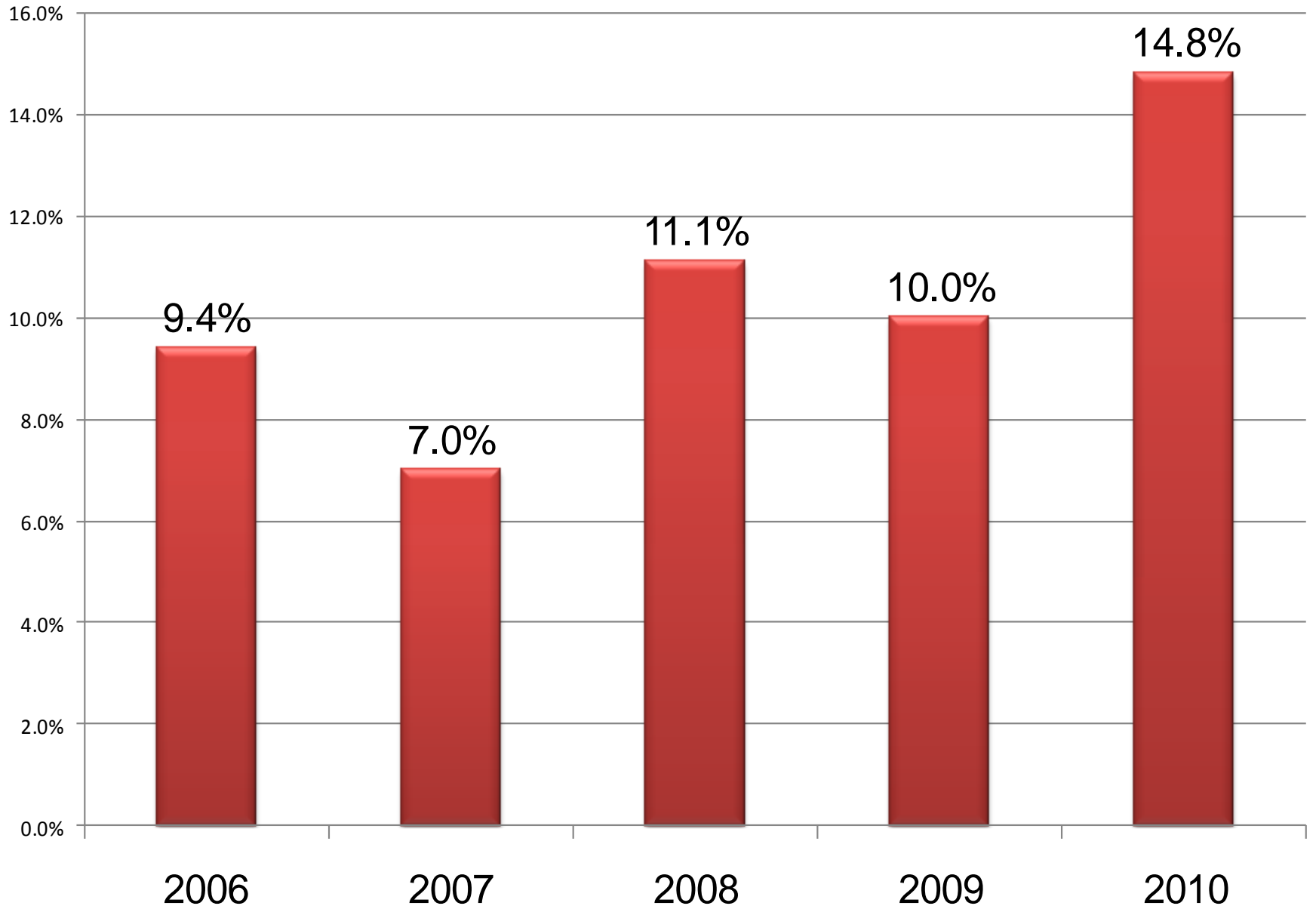
# CO Pending Listings Jan-May 2006-2010



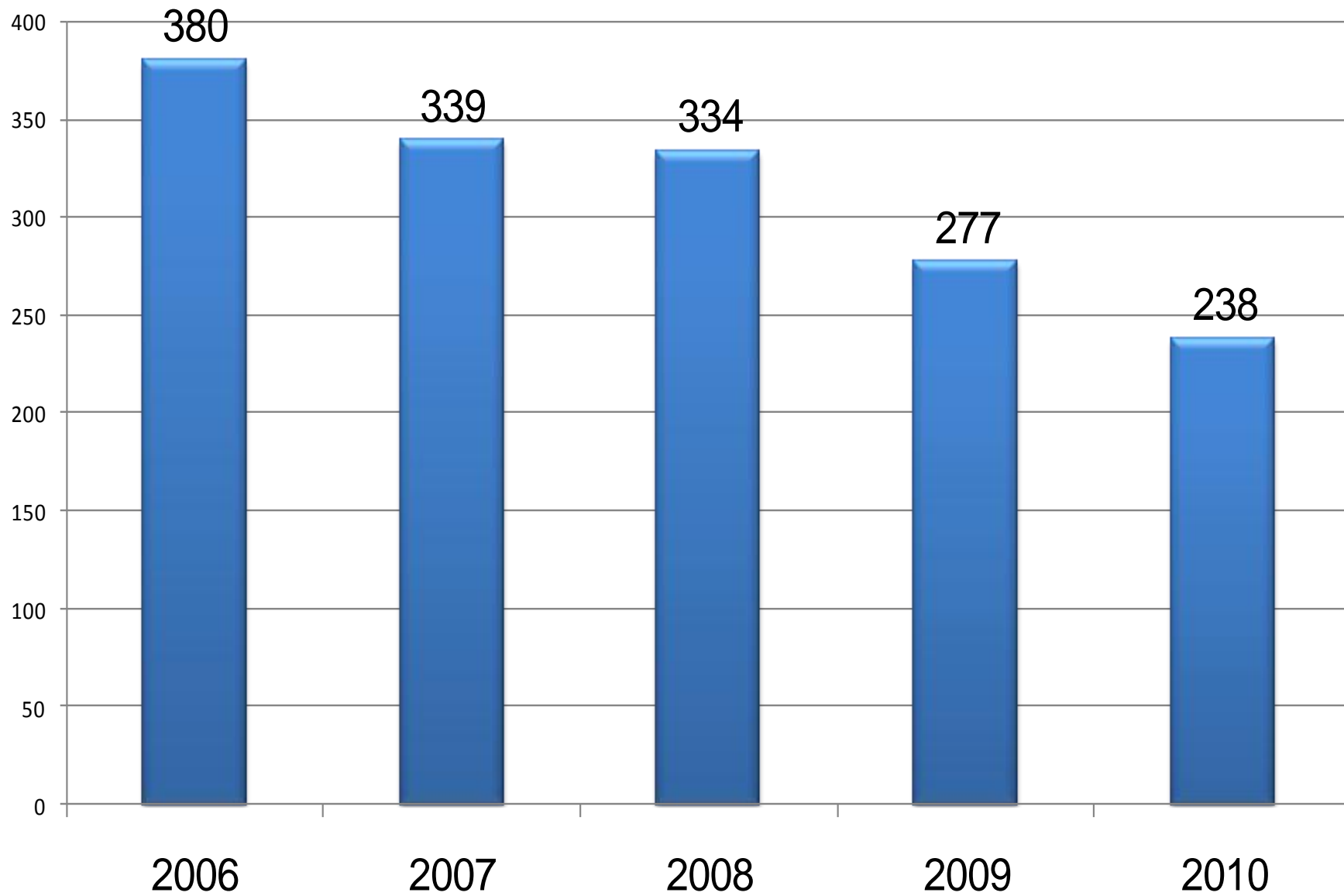
# CO Fall Throughs Jan-May 2006-2010



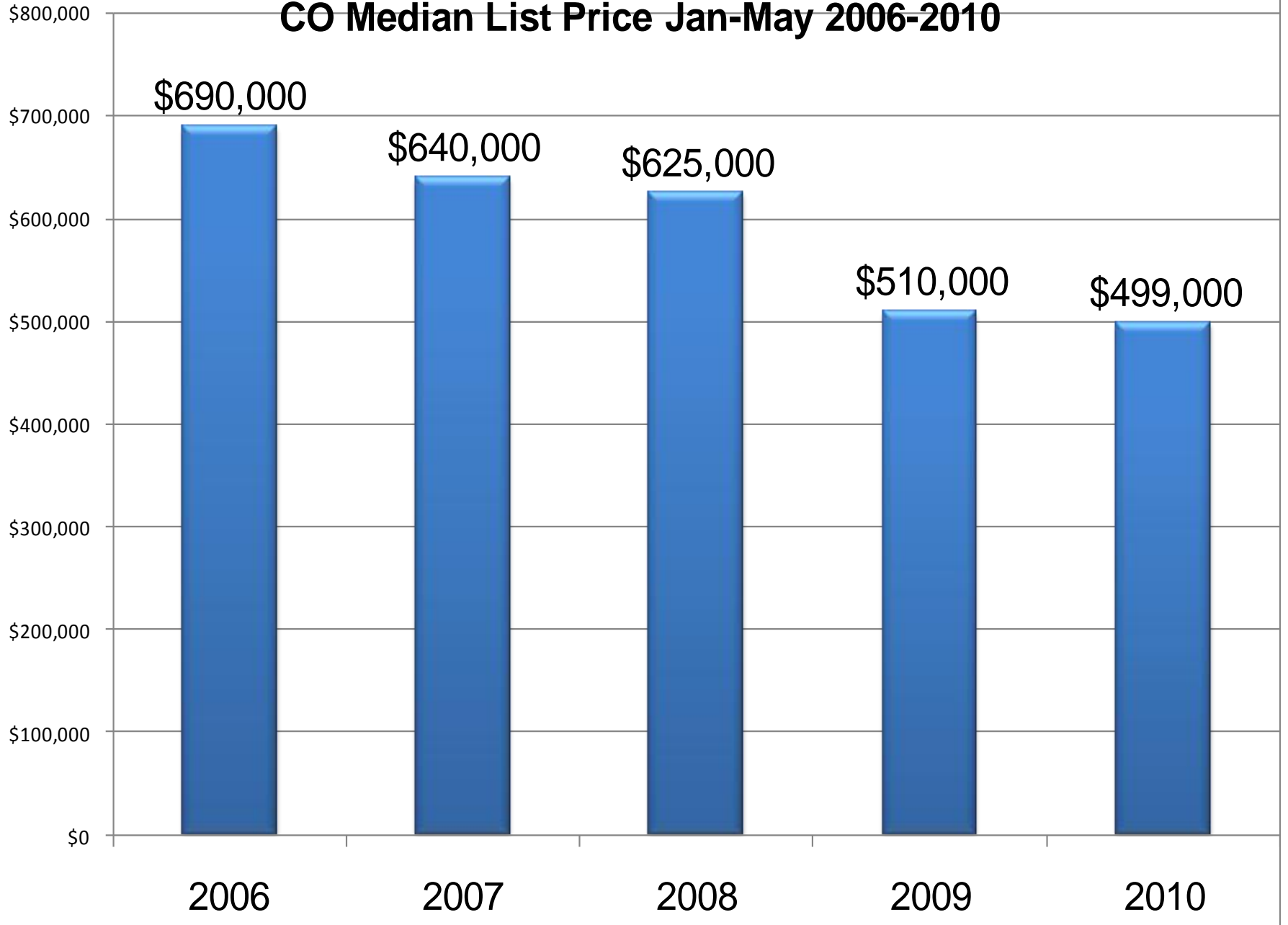
# CO Fall Through Percentages Jan-May 2006-2010



## CO New Listings Jan-May 2006-2010



# CO Median List Price Jan-May 2006-2010



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

# Active and Pending Listings '09 vs. '10 January-May

- Total Active Listings

'09 466, '10 385, **DOWN** -17.2%

- New Listings

'09 277, '10 238, **DOWN** -14.1%

- New Listings Median List Price

'09 \$510,000, '10 \$499,000, **DOWN** -2.2%

- Properties that went into Escrow

'09 130, '10 162, **UP** +24.6%

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

- Number of Sold Properties

'09 87 , '10 133 **UP** +52.9%

- Median Sales Prices

'09 \$472,000 '10 \$450,000 **DOWN** -4.7%

- Median Sales Prices w/o Montecito

'09 \$471,000, '10 \$429,000 **DOWN** -8.9%

- Average Sold Price

'09 \$490,238, '10 \$526,435 **UP** +7.4%

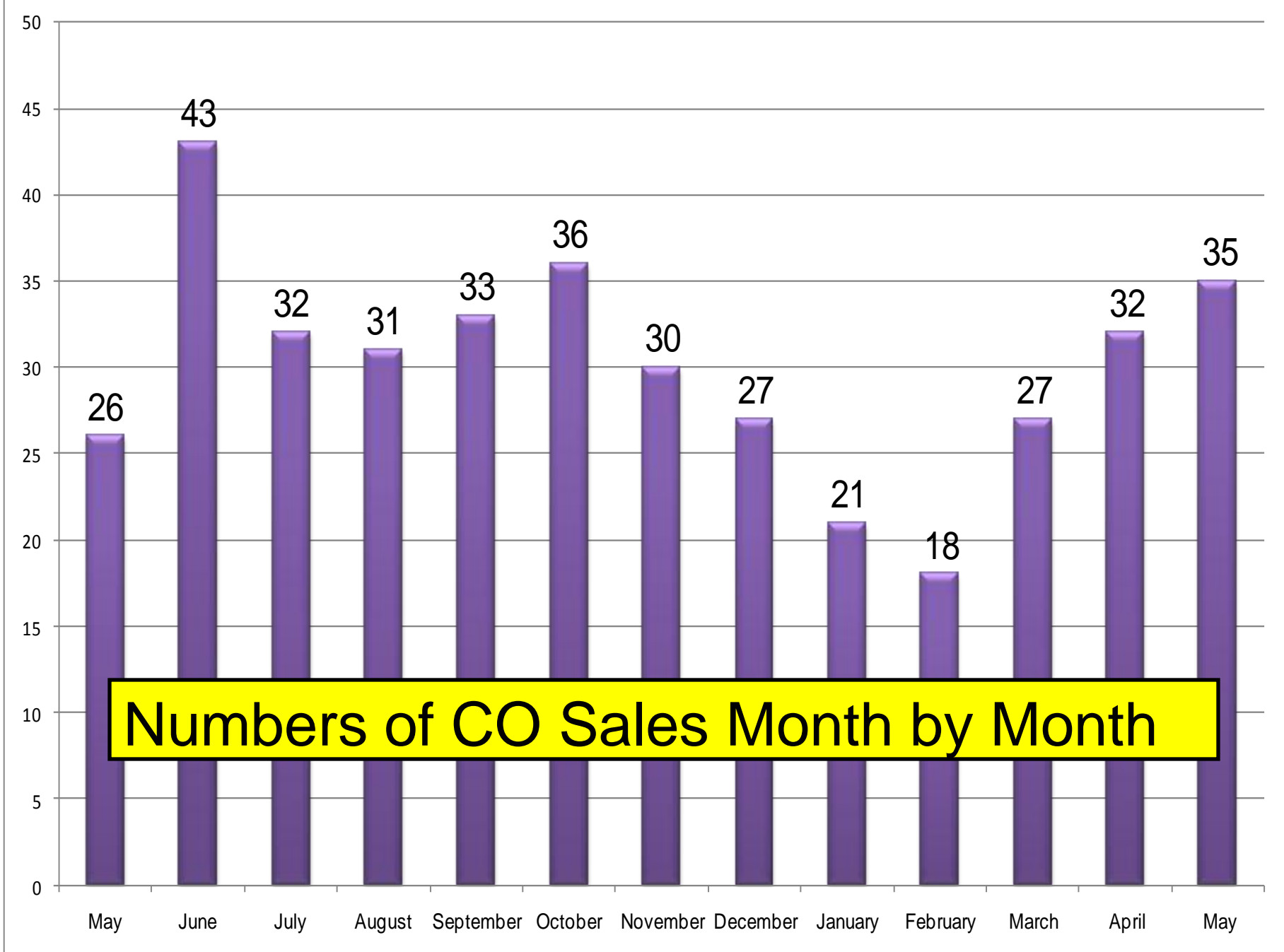
- Average Sold Price w/o Montecito

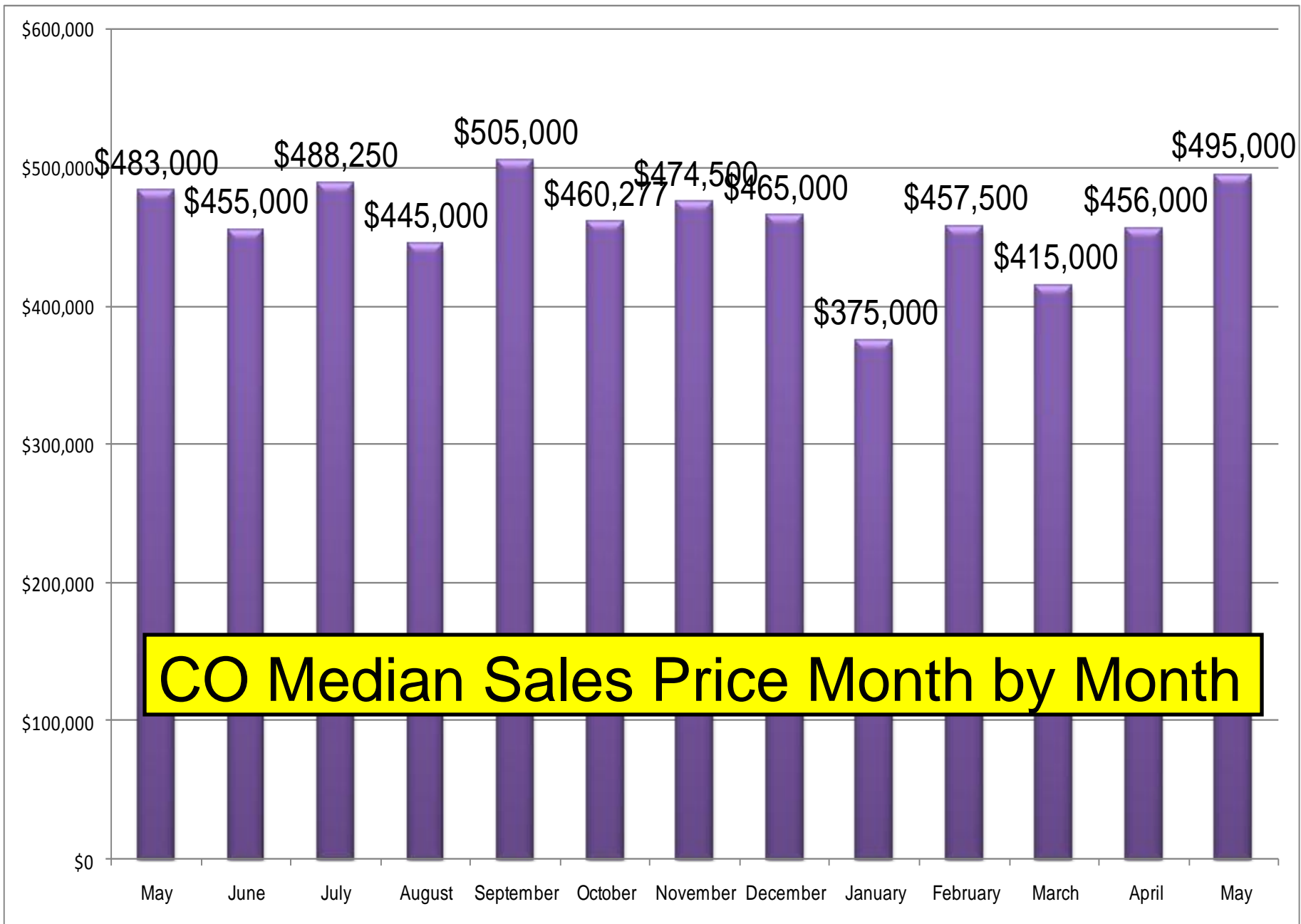
'09 \$488,043, '10 \$476,930 **DOWN** -2.3%

- Sold Volume

'09 \$42,650,763, '10 \$70,001,300 **UP** +64.1%

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

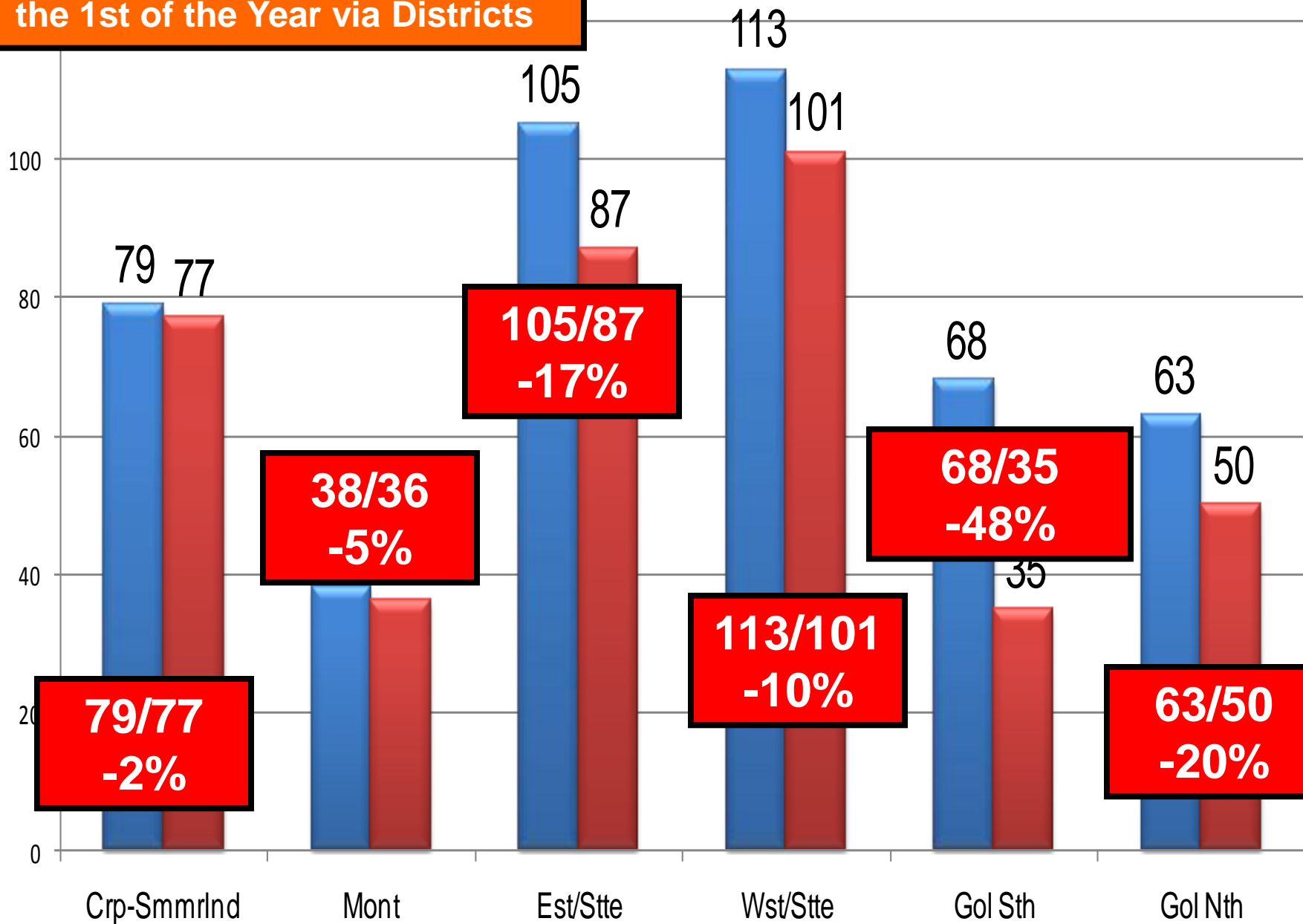




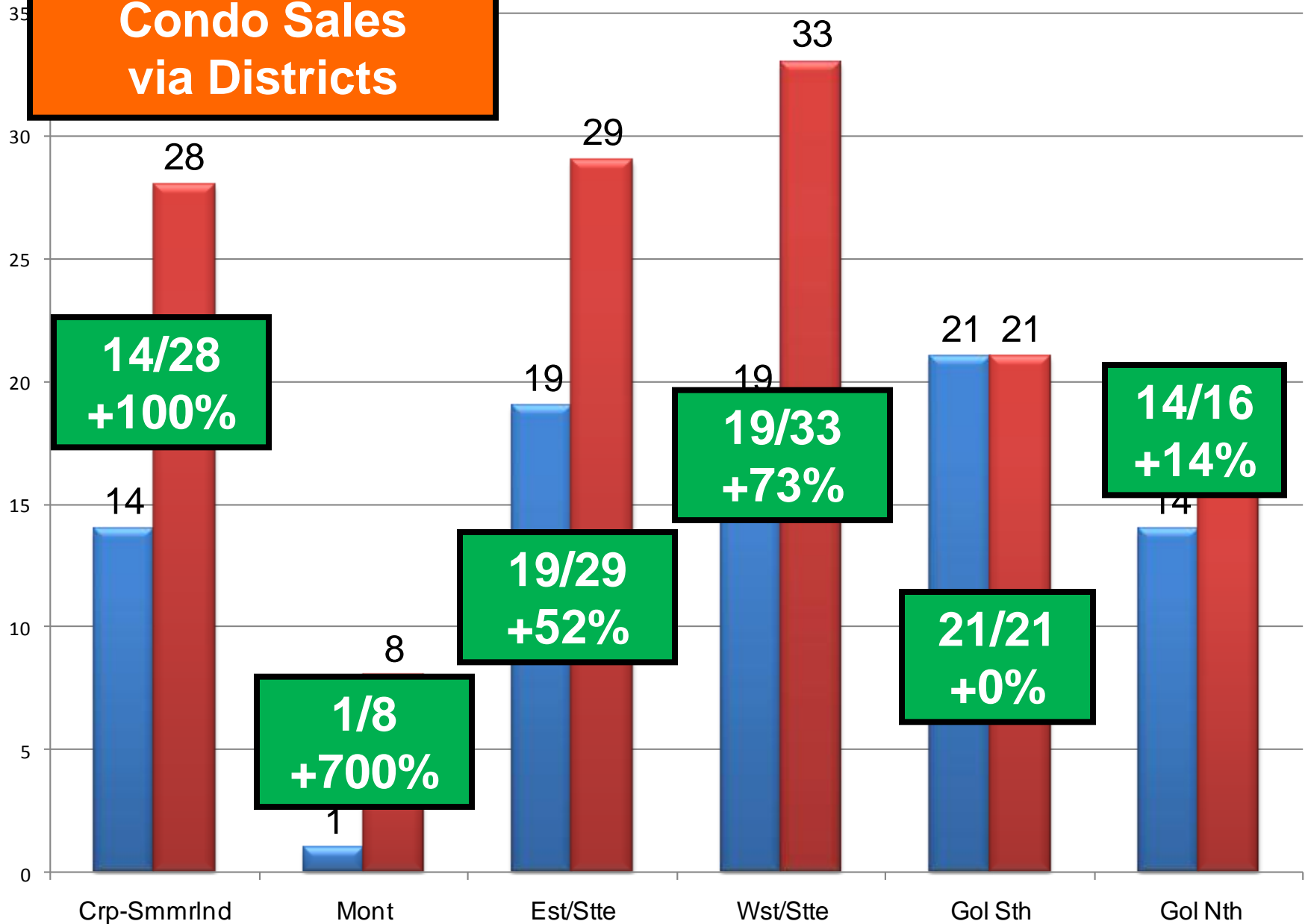
**CO Median Sales Price Month by Month**

# **Condo District Stats**

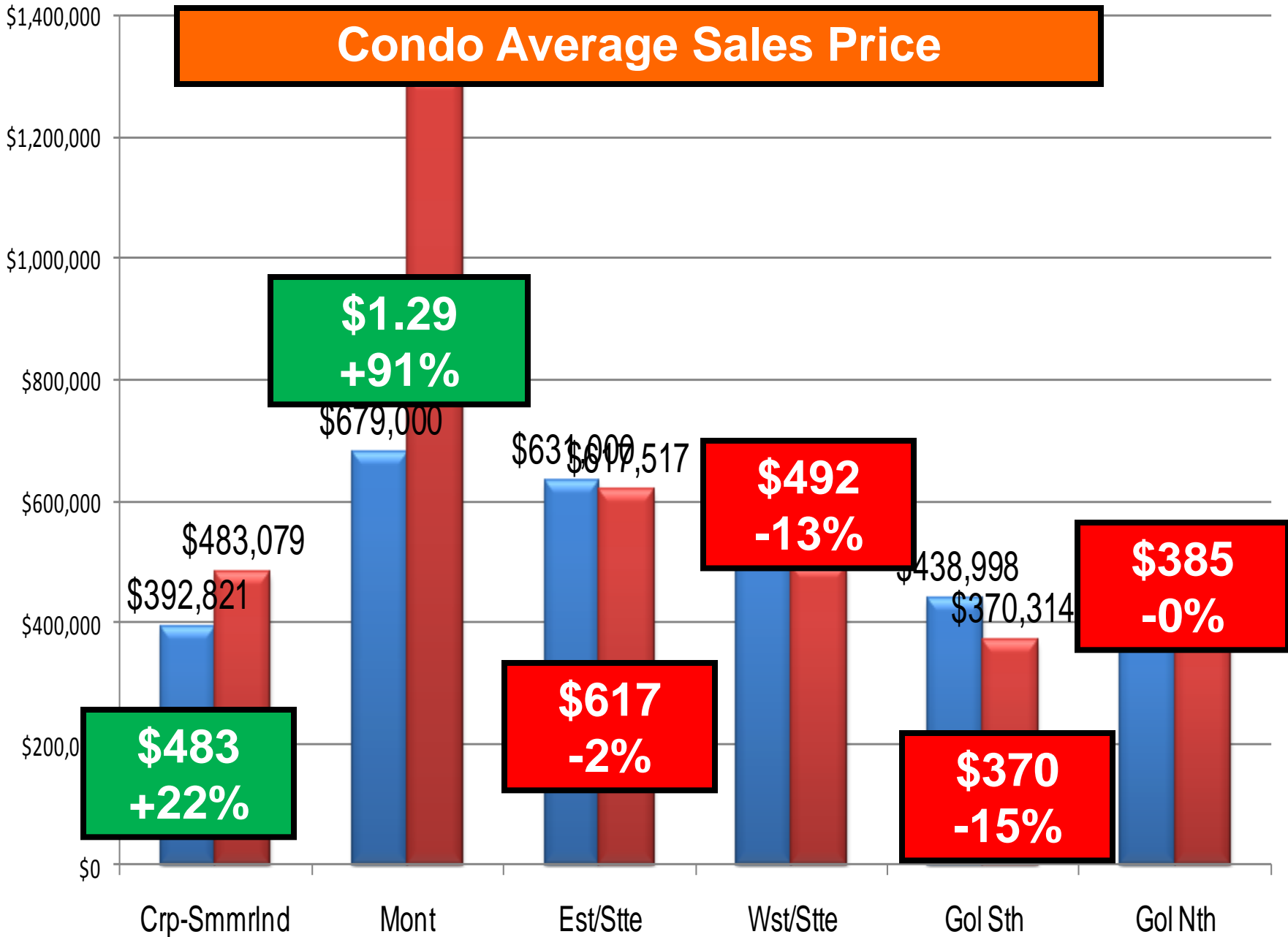
# Number of Condos Listed Since the 1st of the Year via Districts

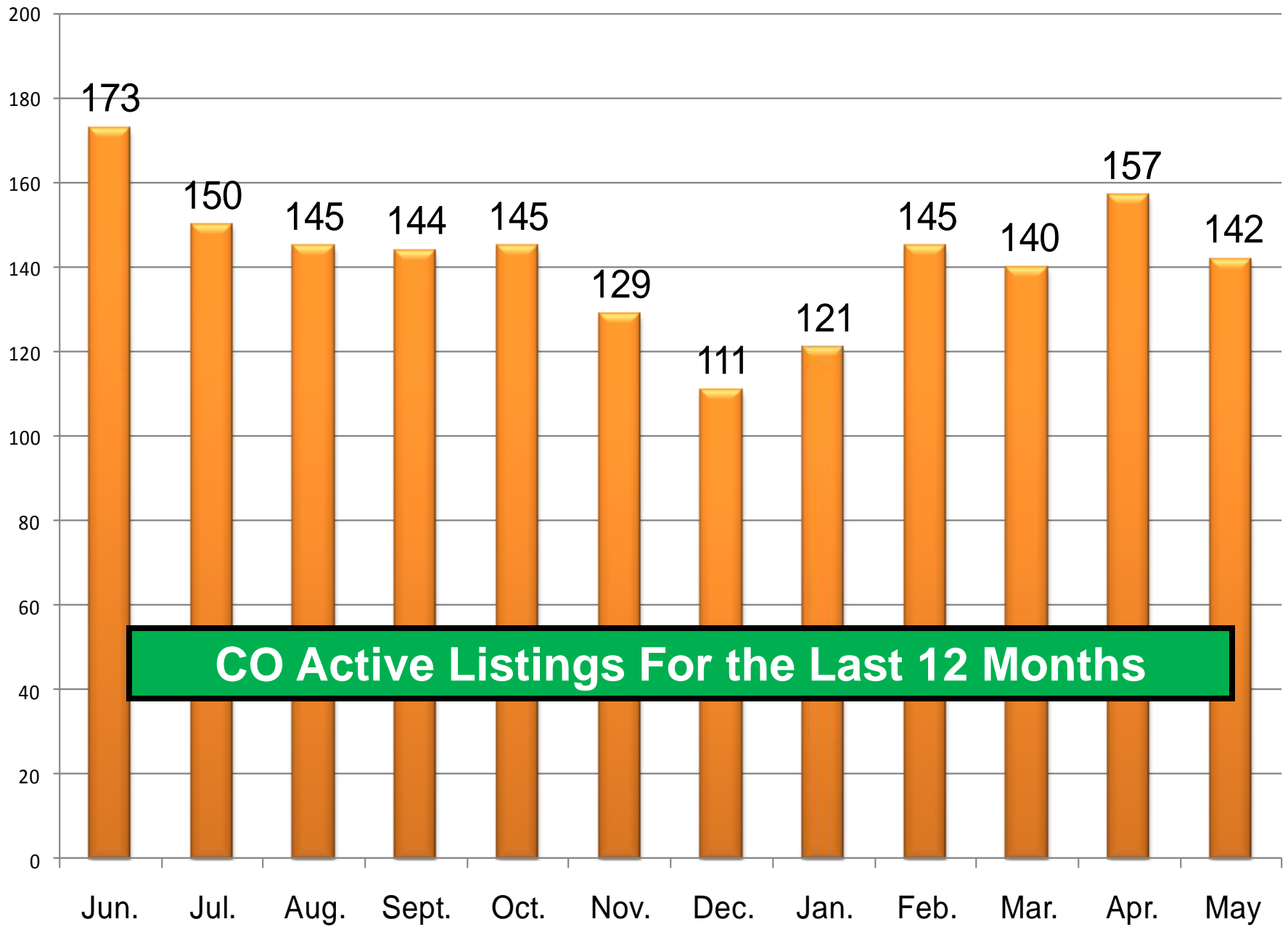


# Condo Sales via Districts

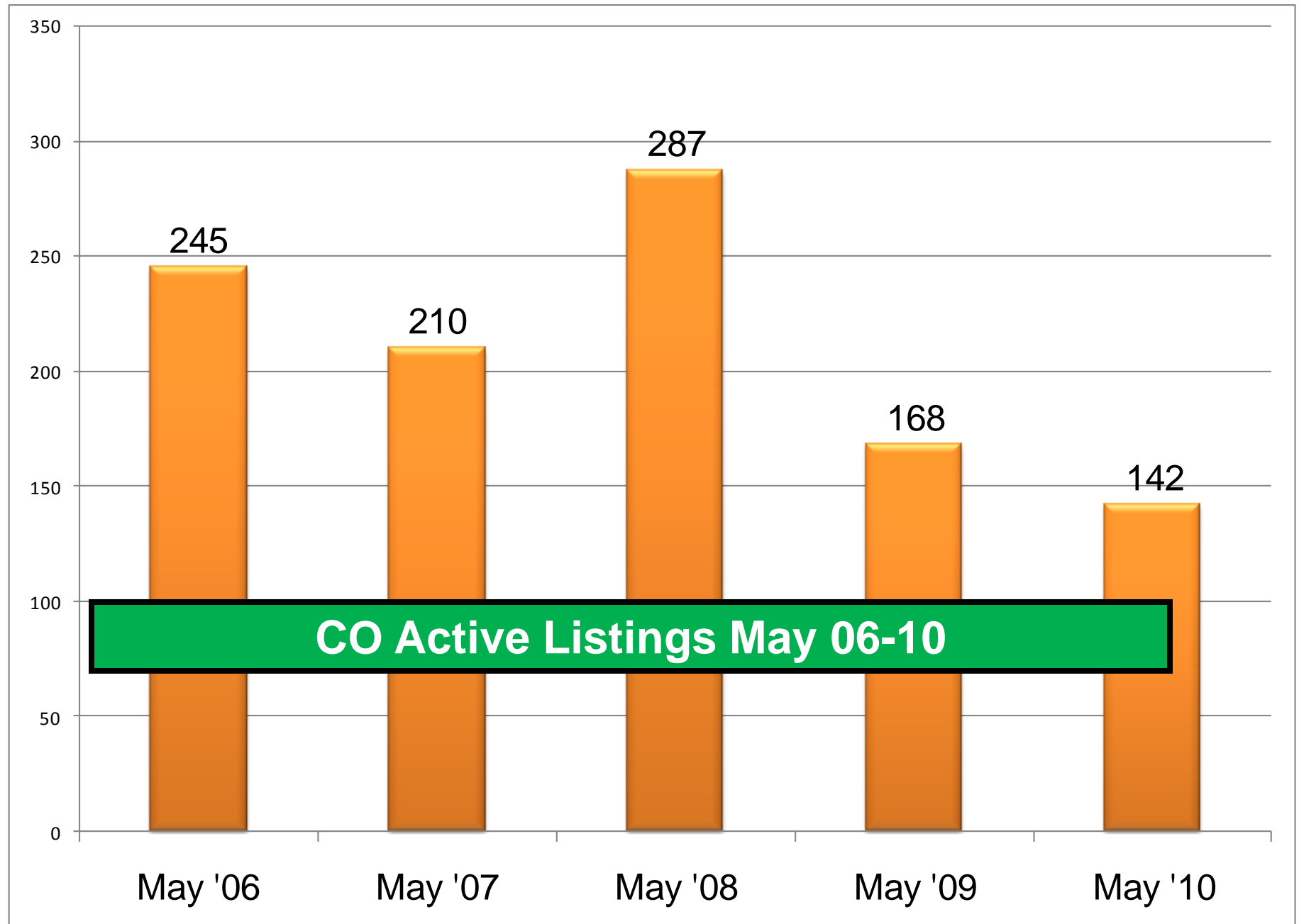


# Condo Average Sales Price

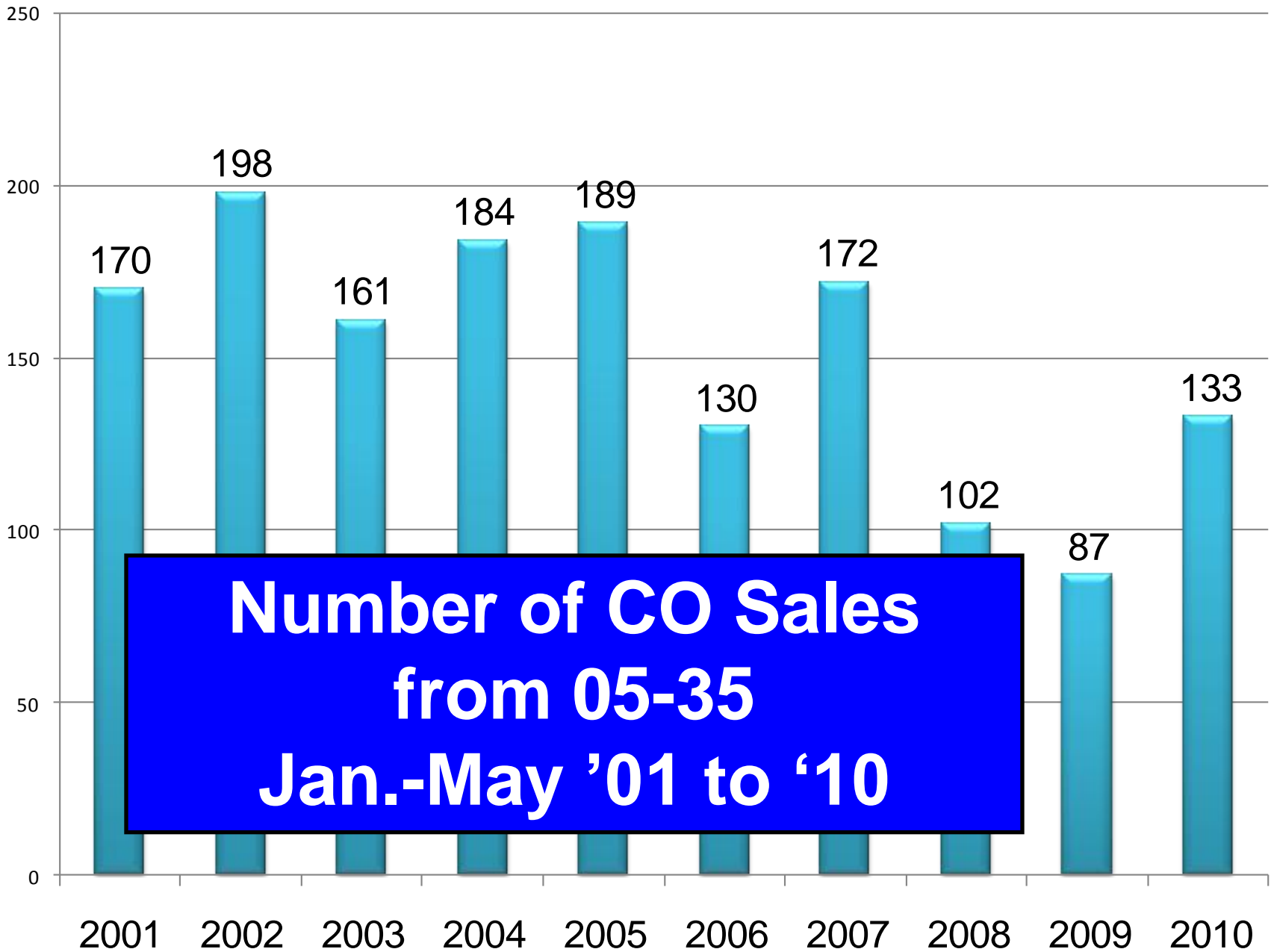




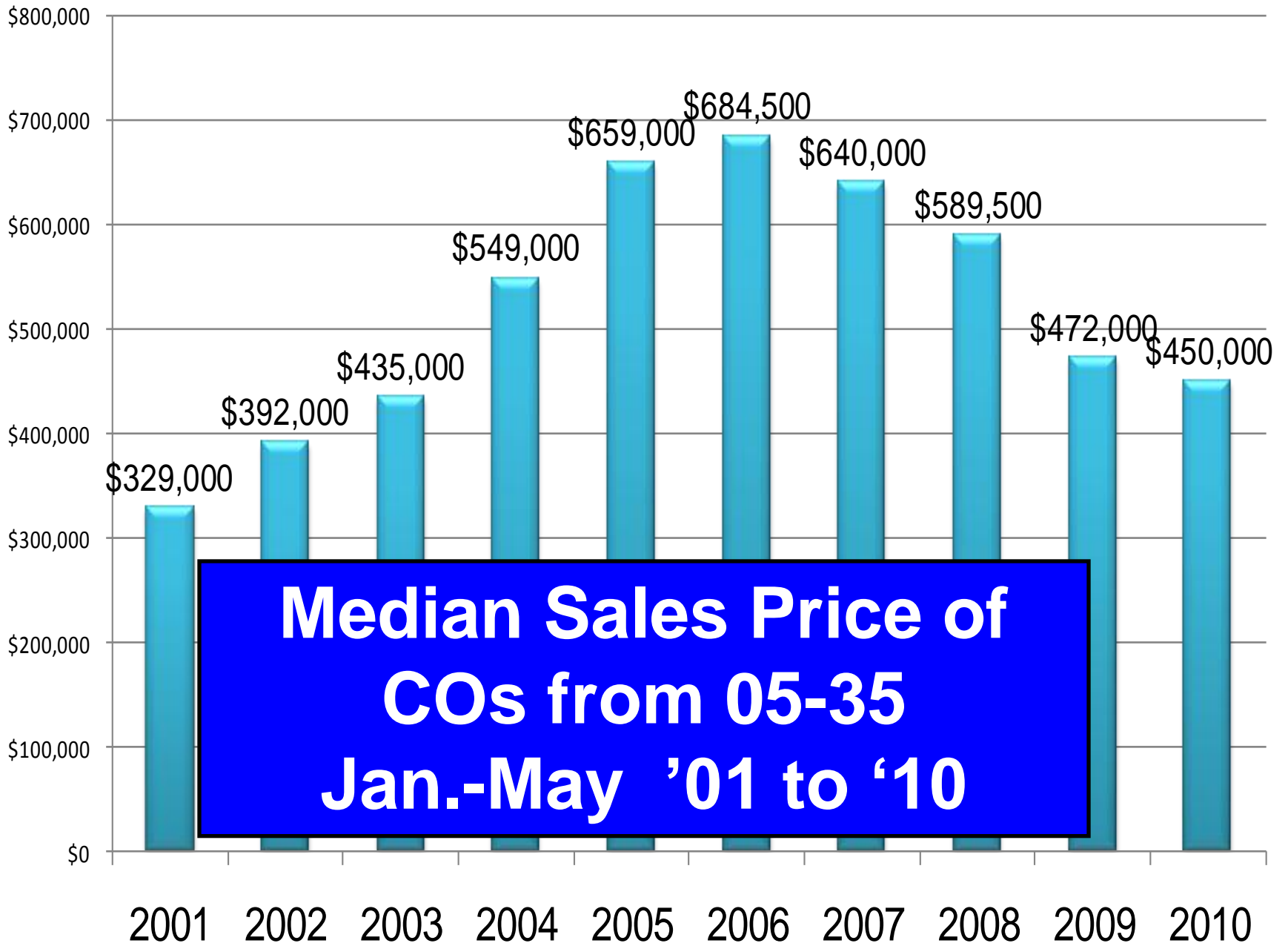
**CO Active Listings For the Last 12 Months**



**Perspective  
for Condos  
2001-2010**



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



**Compiled from  
Santa Barbara Multiple Listing Service Data  
on 6/7/2010**

Statistics Through May '10