

**Compiled from
Santa Barbara
Multiple Listing Service Data
on 11/4/2010**

Statistics Through October '10

MLS vs CORT for Sept. '10

MLS 98 Sales 75 HE/PU – 23 CO

CORT 126 Sales

- 2 Residential Income
- 2 Multi-Family
- 3 Commercial
- 2 Closed in August in MLS
- 4 Closed in September in MLS
- 1 Closed in October in MLS
- 2 Expired in MLS
- 2 Still Pending
- 13 Not in MLS
- 1 in MLS not in CORT

October 1-October 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	64	\$118,410,300	\$875,000	\$1,850,160	84	\$104,620,178	\$864,000	\$1,634,690	88.35	80.21
List/Sold	19	\$44,222,700	\$899,000	\$2,327,510	93	\$37,938,190	\$910,000	\$1,996,746	85.79	74.29
Co-Broker	45	\$74,187,600	\$875,000	\$1,648,613	81	\$66,681,988	\$860,000	\$1,481,821	89.88	84.02
New	115	\$202,810,060	\$995,000	\$1,763,565	17					
Pending	96	\$143,263,400	\$849,000	\$1,492,327	88					
Withdrawn	22	\$60,329,260	\$1,649,000	\$2,742,239	167					
Cancelled	28	\$39,776,999	\$899,999	\$1,420,607	103					
Expired	67	\$163,346,123	\$1,495,000	\$2,438,001	217					
Back On Market	41	\$58,998,023	\$799,000	\$1,438,976	179					
Extended	81	\$253,592,321	\$1,200,000	\$3,130,769	199					
Active In Range	703	\$2,054,121,850	\$1,495,000	\$2,921,937	139					
Current Active	584	\$1,759,309,790	\$1,500,000	\$3,012,516	152					

HE/PU October '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	64	\$118,410,300	\$875,000	\$1,850,160	84	\$104,620,178	\$864,000	\$1,634,690	88.35	80.21
Pending	96	\$143,263,400	\$849,000	\$1,492,327	88					

HE/PU October '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	81	\$141,083,050	\$997,500	\$1,741,766	92	\$130,237,750	\$965,000	\$1,607,873	92.31	82.45
Pending	88	\$113,341,599	\$829,900	\$1,287,972	67					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$350,000-\$399,999	2	67
\$400,000-\$449,999	1	66
\$500,000-\$549,999	4	57
\$550,000-\$599,999	3	60
\$600,000-\$649,999	4	40
\$650,000-\$699,999	6	64
\$700,000-\$749,999	4	38
\$750,000-\$799,999	4	49
\$800,000-\$849,999	2	97
\$850,000-\$899,999	5	29
\$900,000-\$949,999	2	84
\$950,000-\$999,999	1	244

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	1	90
\$1,100,000-\$1,199,999	5	88
\$1,300,000-\$1,399,999	2	49
\$1,400,000-\$1,499,999	1	109
\$1,600,000-\$1,699,999	2	44
\$1,700,000-\$1,799,999	3	136
\$2,000,000-\$2,249,999	5	106
\$2,500,000-\$2,749,999	1	12
\$2,750,000-\$2,999,999	2	42
\$4,000,000-\$4,249,999	1	354
\$5,000,000+	3	315

The average price for the 64 properties is \$1,634,690.

The highest price is \$18,440,000.

4181 Creciente Dr

The median price is \$860,000.

The lowest price is \$350,000.

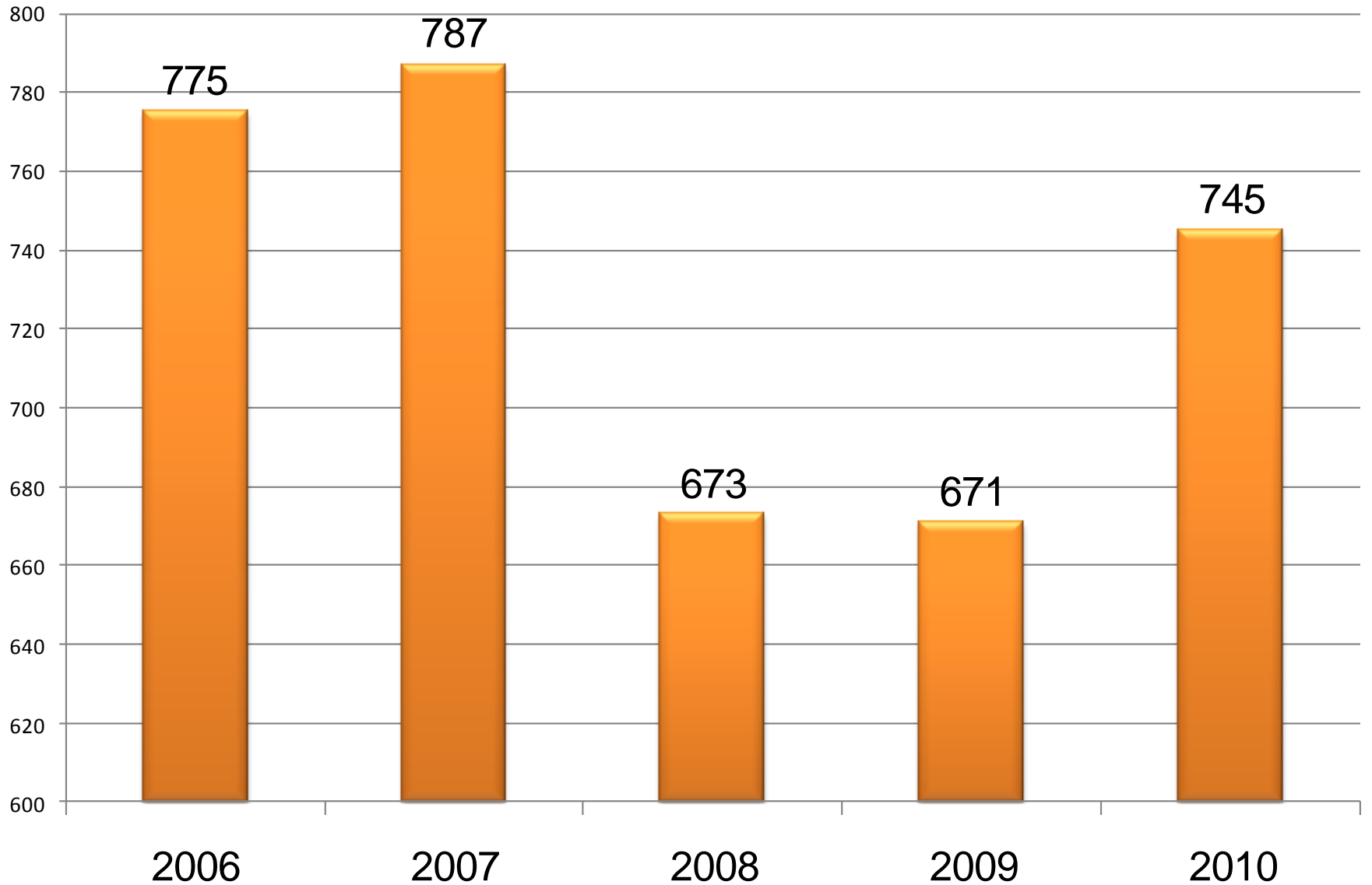
1121 Chino St #1

The average Market Time is 84.

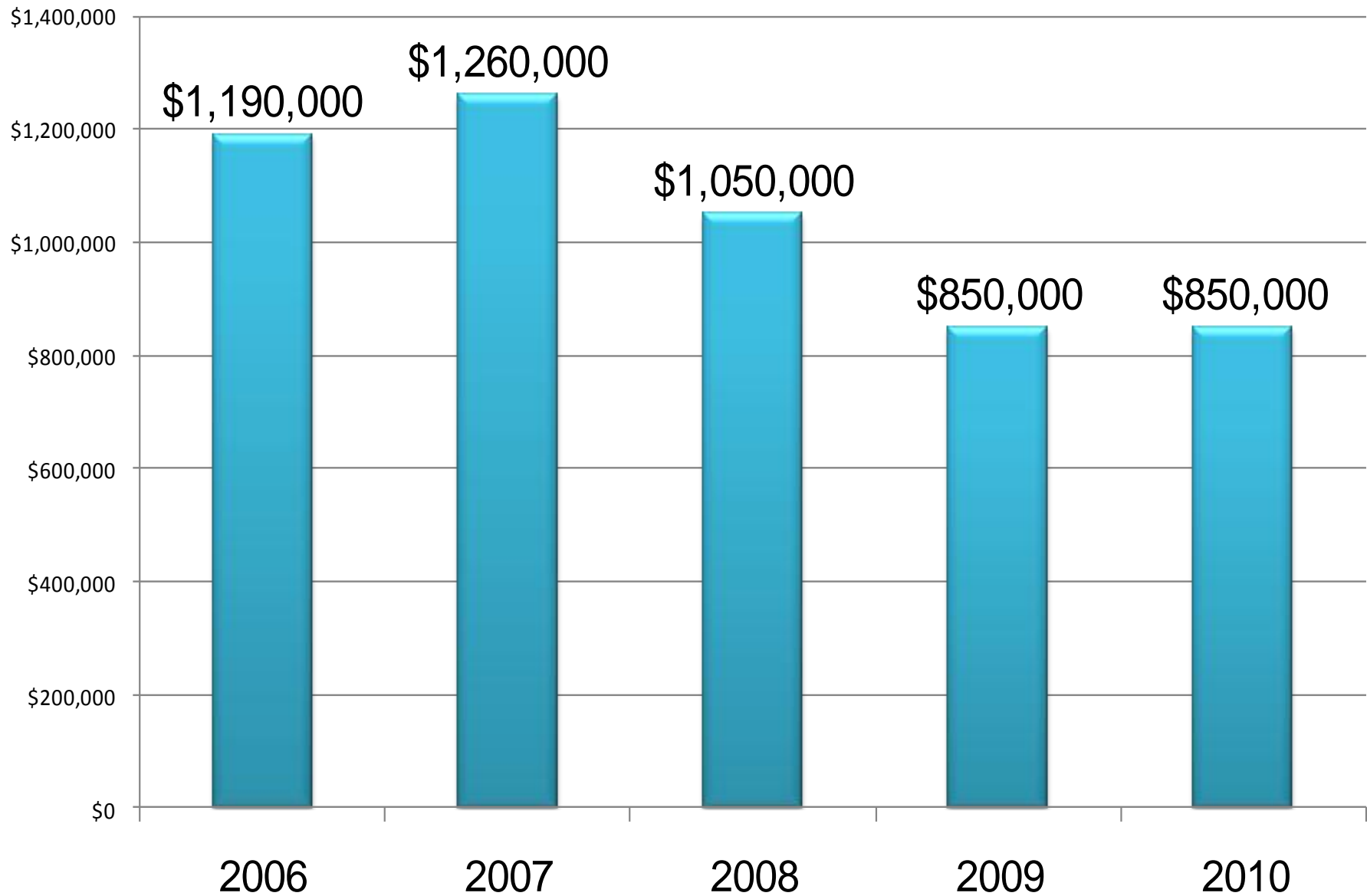
Home Estate/PUD

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

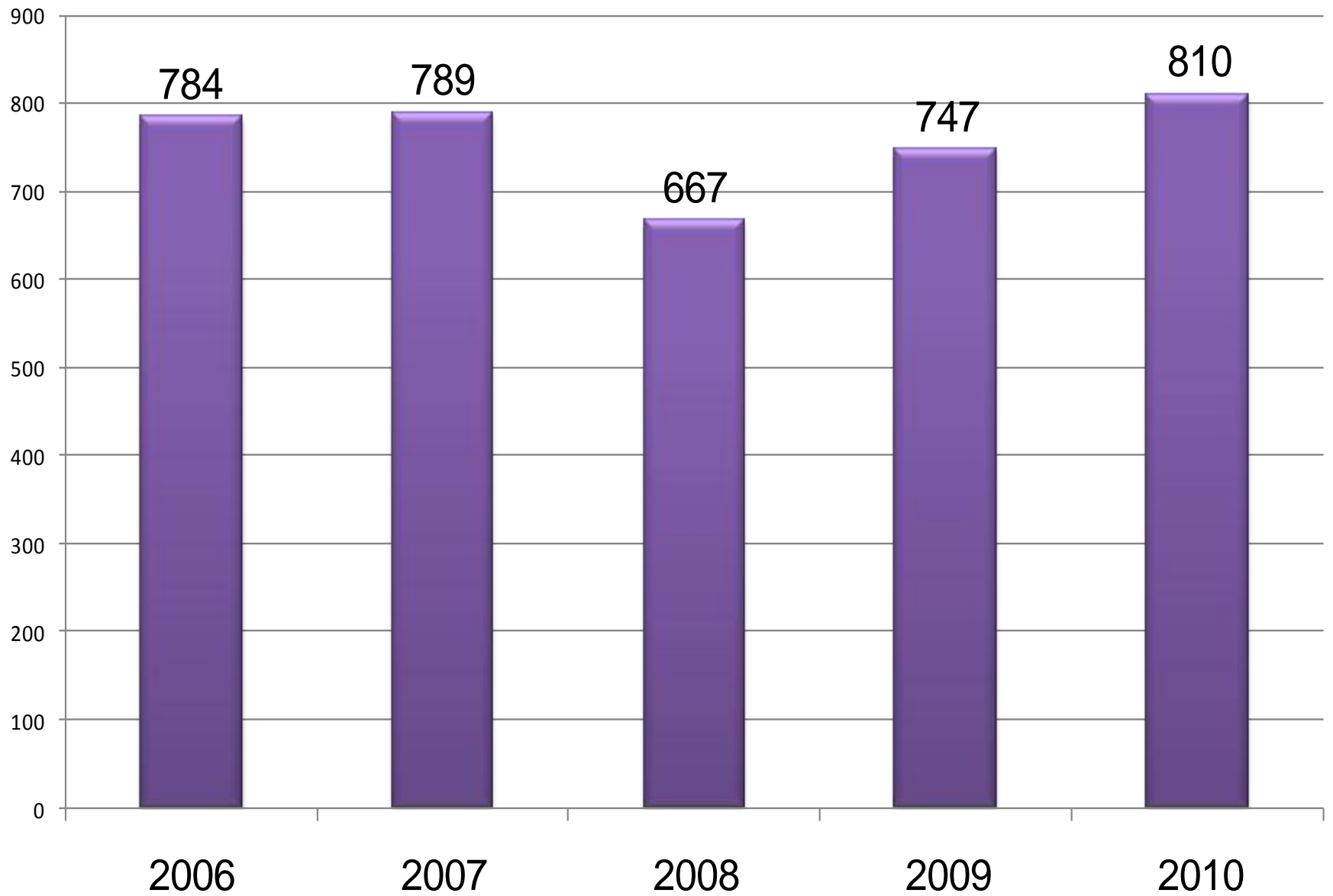
HE/PU Sales Jan-Oct. 2006-2010



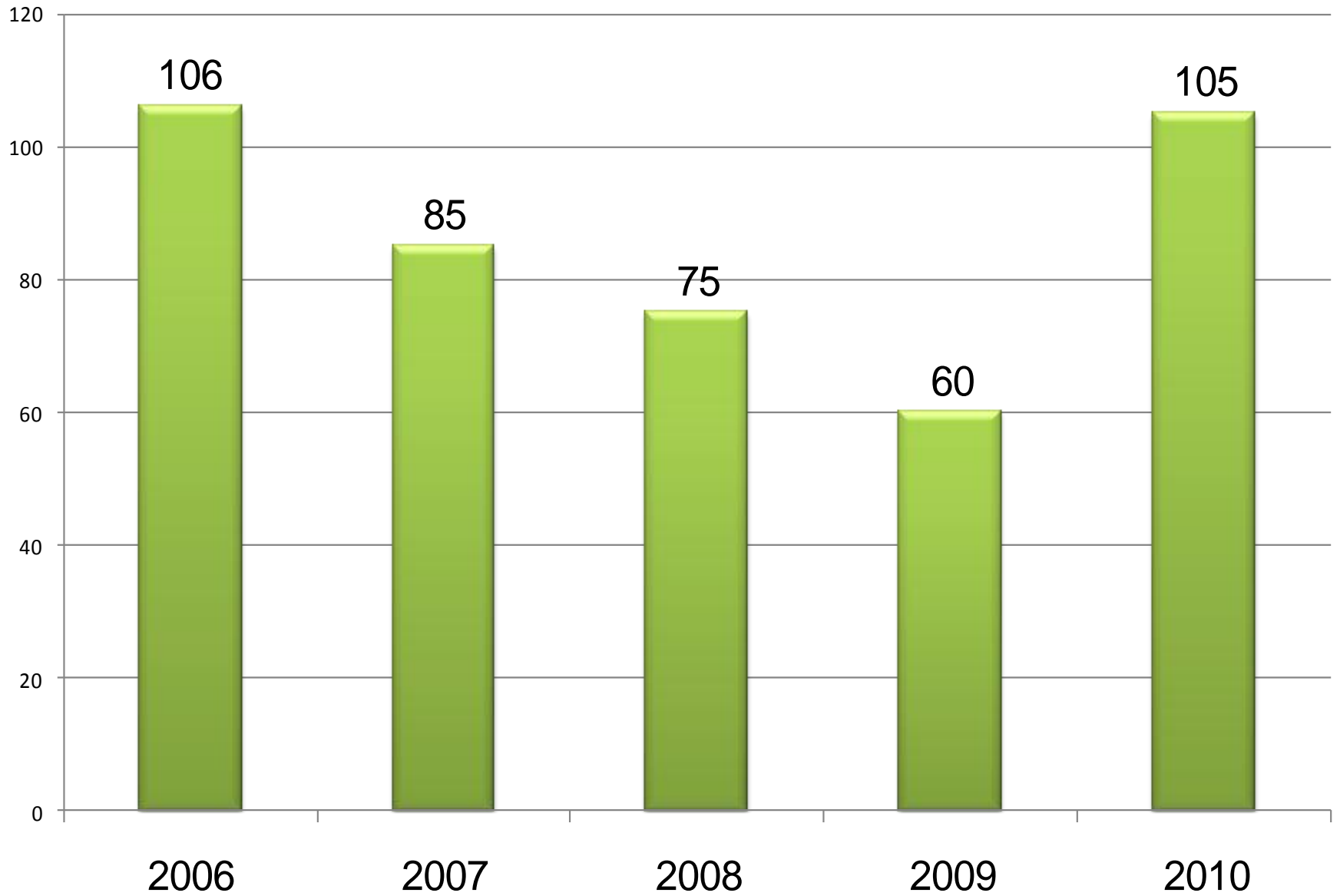
HE/PU Median Sales Price Jan-Oct. 2006-2010



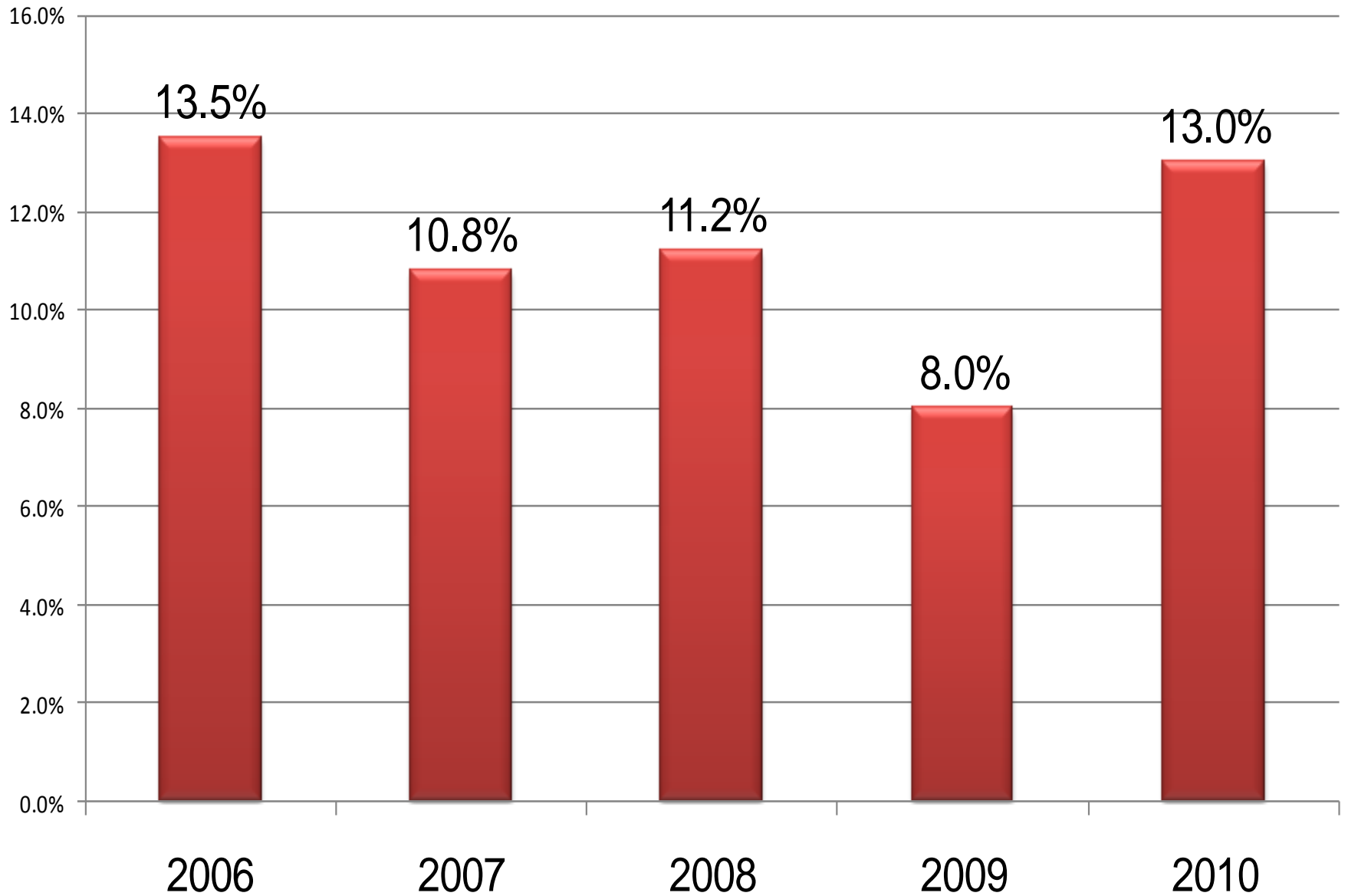
HE/PU Pending Sales Jan-Oct. 2006-2010



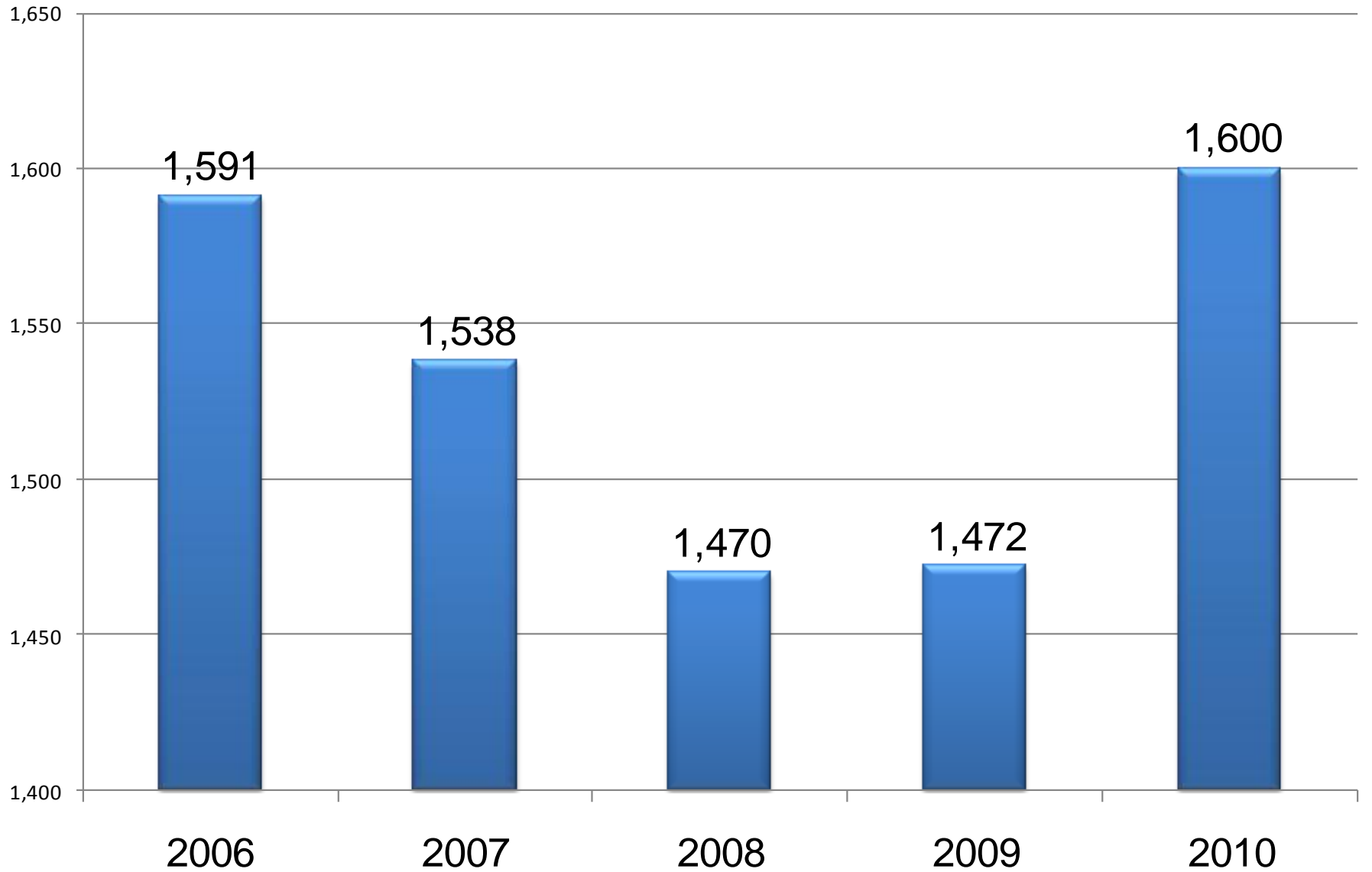
HE/PU Fall Throughs Jan-Oct. 2006-2010



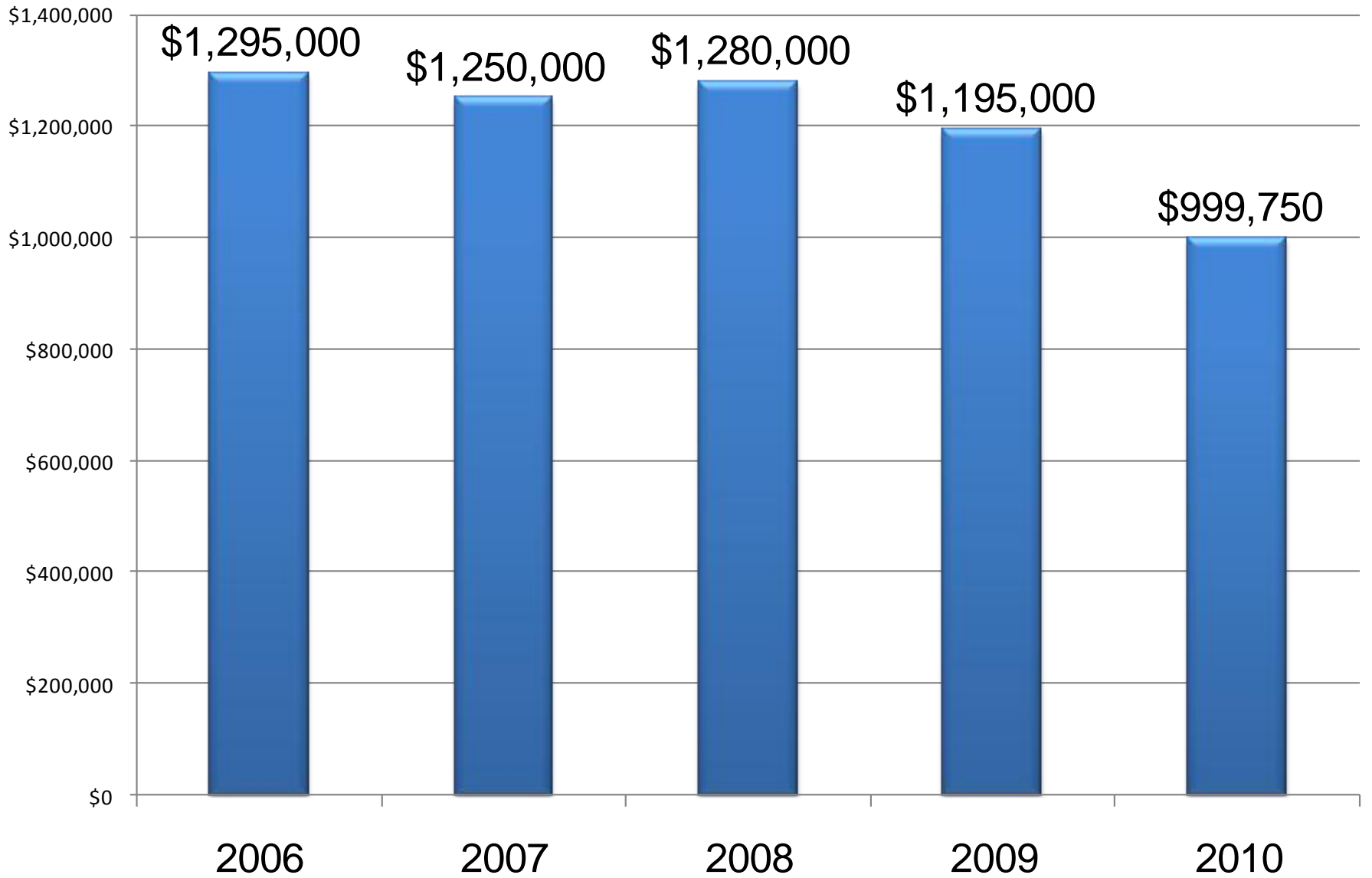
HE/PU Fall Through Percentages Jan-Oct. 2006-2010



HE/PU New Listings Jan-Oct. 2006-2010



HE/PU Median List Price Jan-Oct. 2006-2010



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

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

- Total Active Listings

'09 2,147 , '10 2,241 **UP** +4.4%

- New Listings

'09 1,472, '10 1,600, **UP** +8.7%

- New Listings Median List Price

'09 \$1,195,000, '10 \$999,750, **DOWN** -16.3%

- Properties that went into Escrow

'09 747, '10 810, **UP** +8.4%

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

- Number of Sold Properties

'09 671 , '10 745 **UP** +11.0%

- Median Sales Prices

'09 \$850,000 '10 \$850,000 **EVEN** +0.0%

- Median Sales Prices w/o Hope Ranch/Montecito

'09 \$750,000, '10 \$777,000 **UP** +3.6%

- Average Sold Price

'09 \$1,408,413, '10 \$1,454,025 **UP** +3.2%

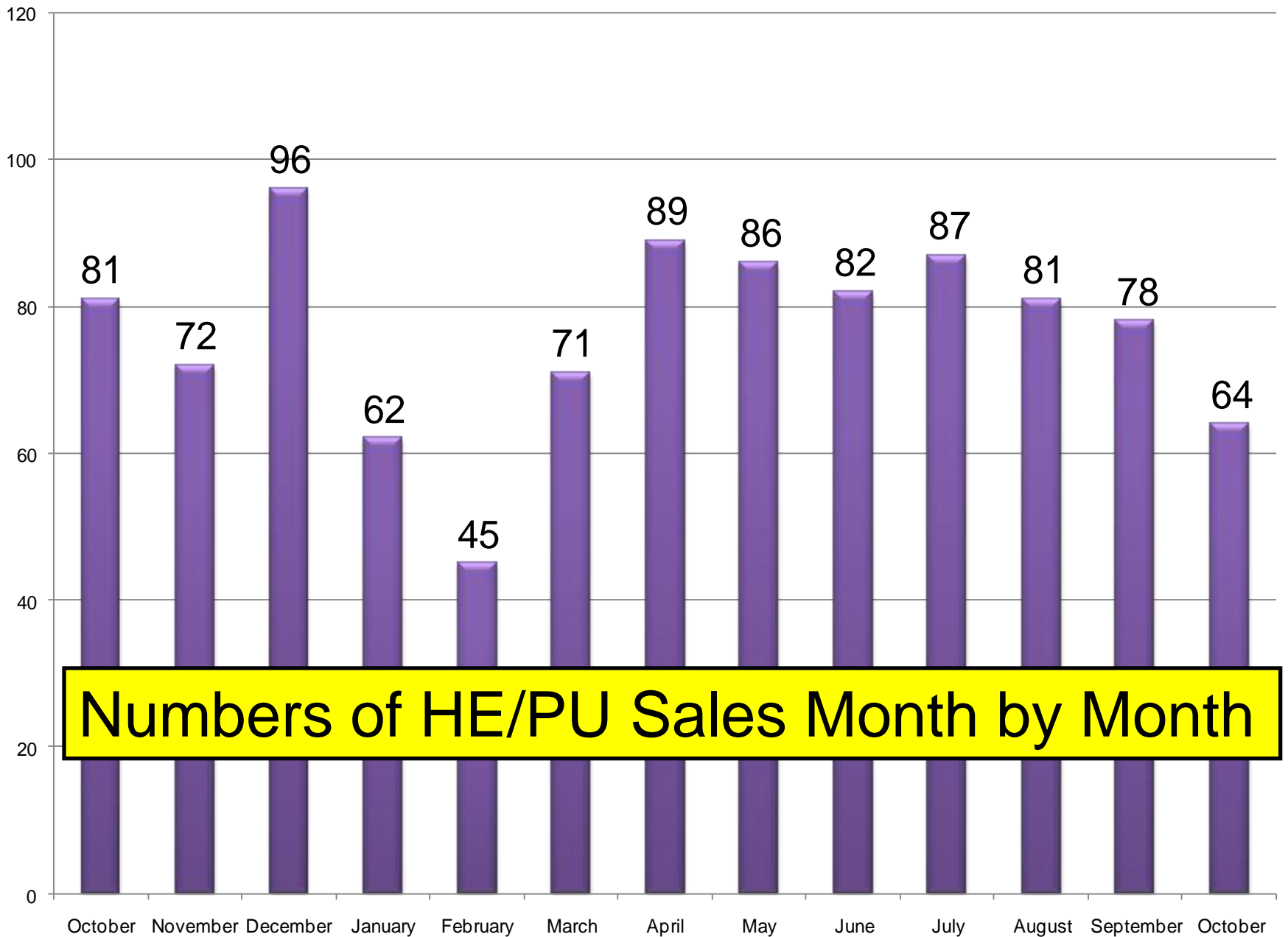
- Average Sold Price w/o Hope Ranch/Montecito

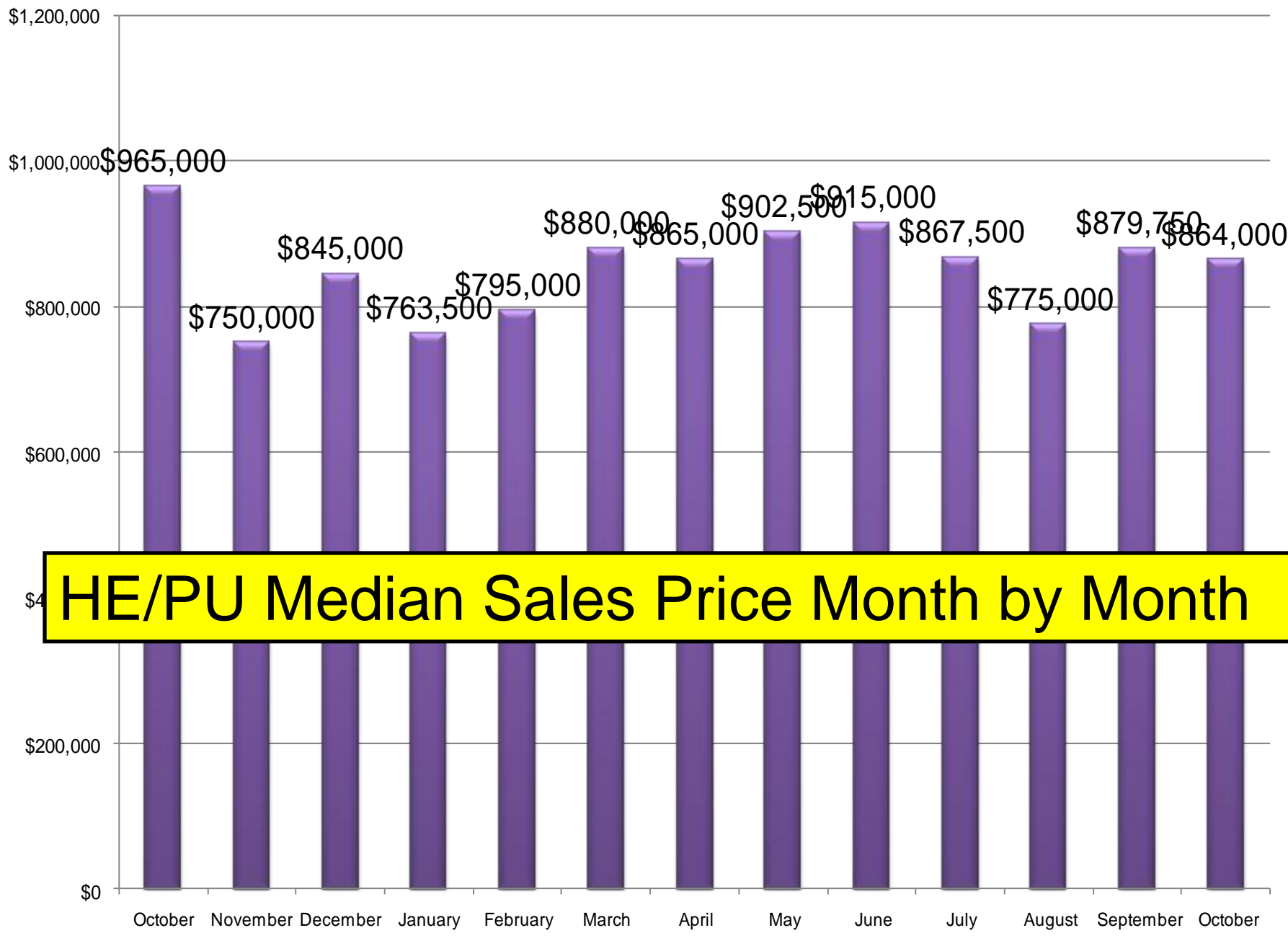
'09 \$941,028, '10 \$1,000,441 **UP** +6.3%

- Sold Volume

'09 \$945,045,614 '10 \$1,083,249,180 **UP** +14.6%

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

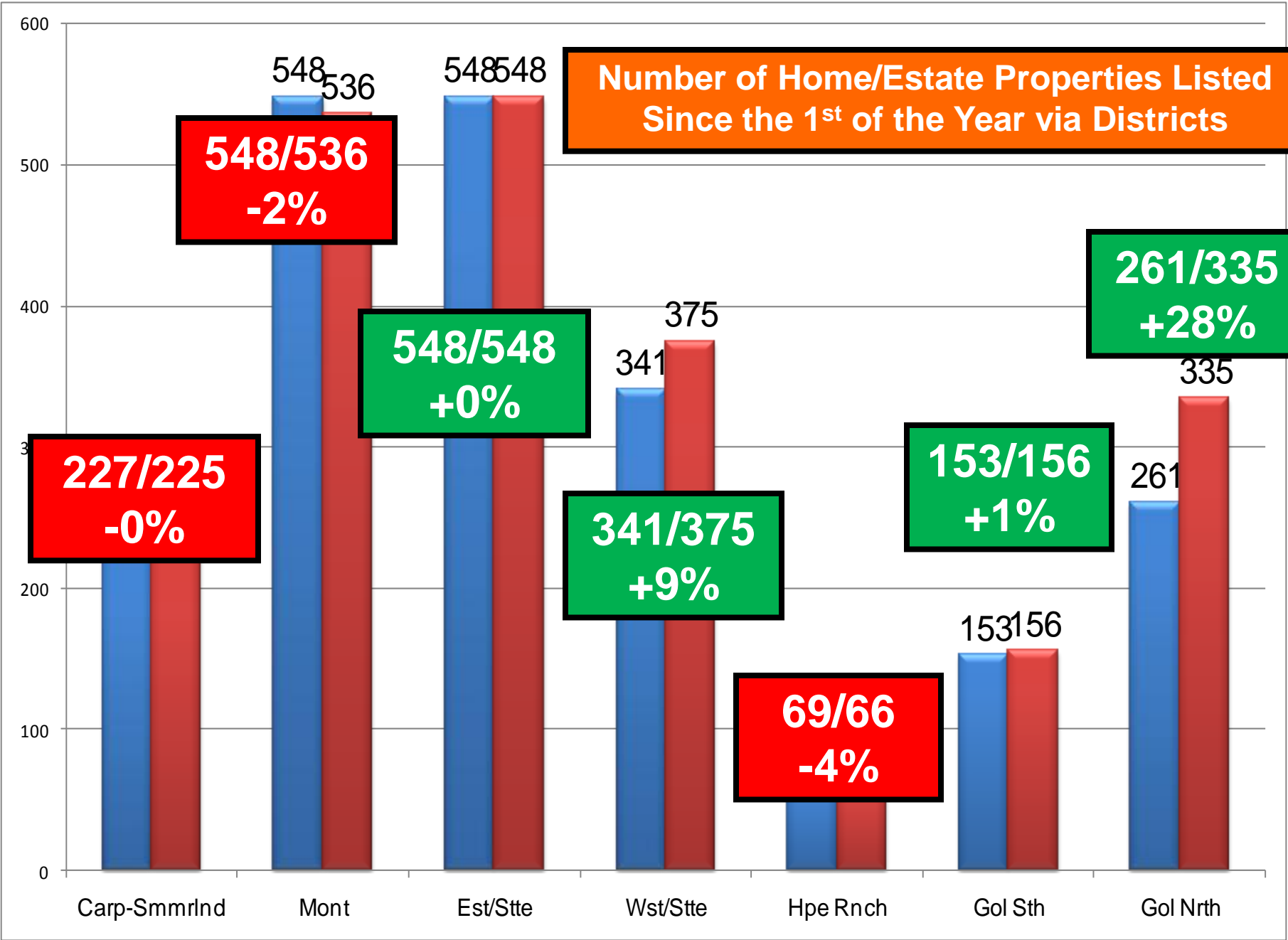




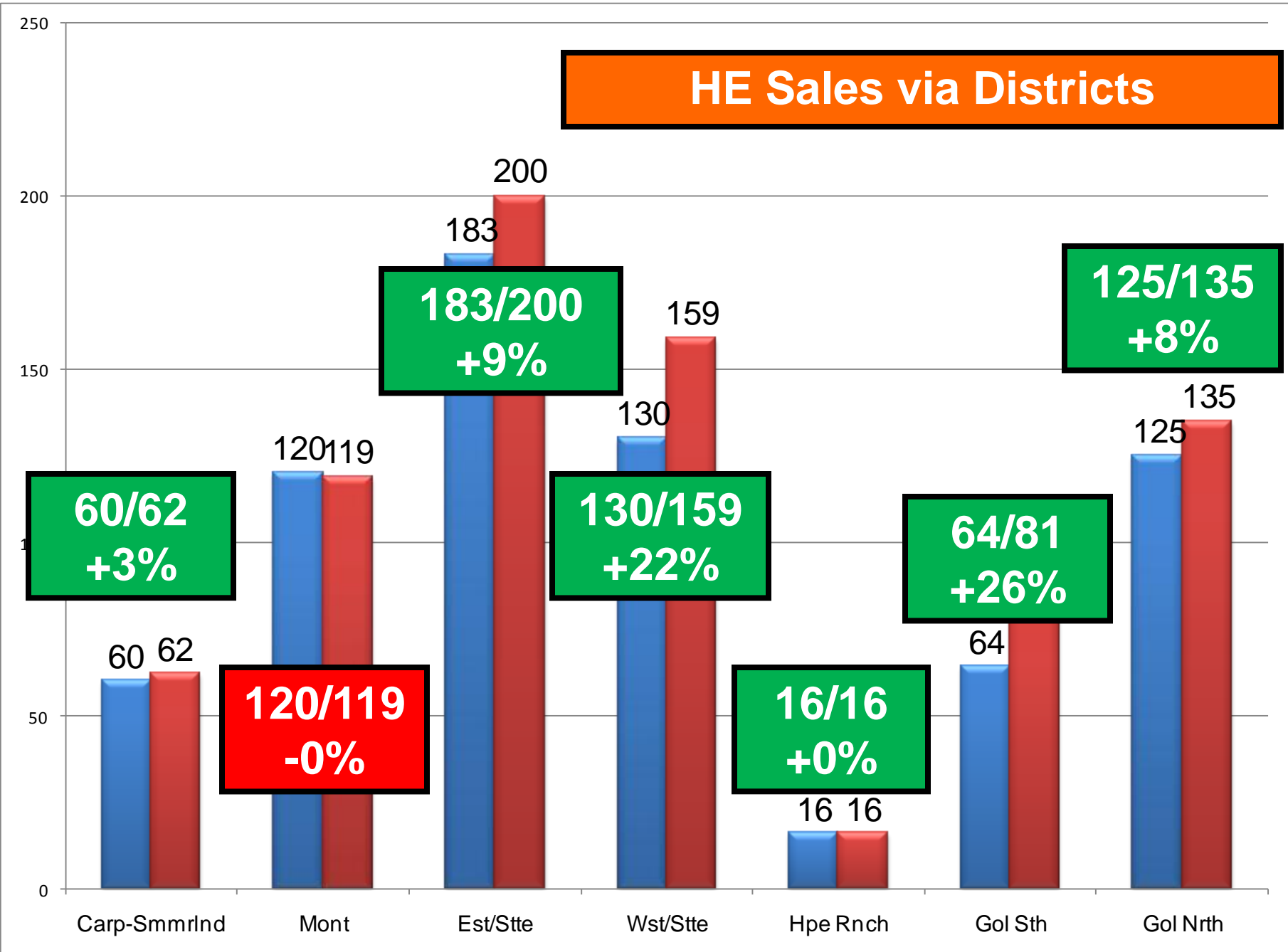
HE/PU Median Sales Price Month by Month

HE/PU District Stats

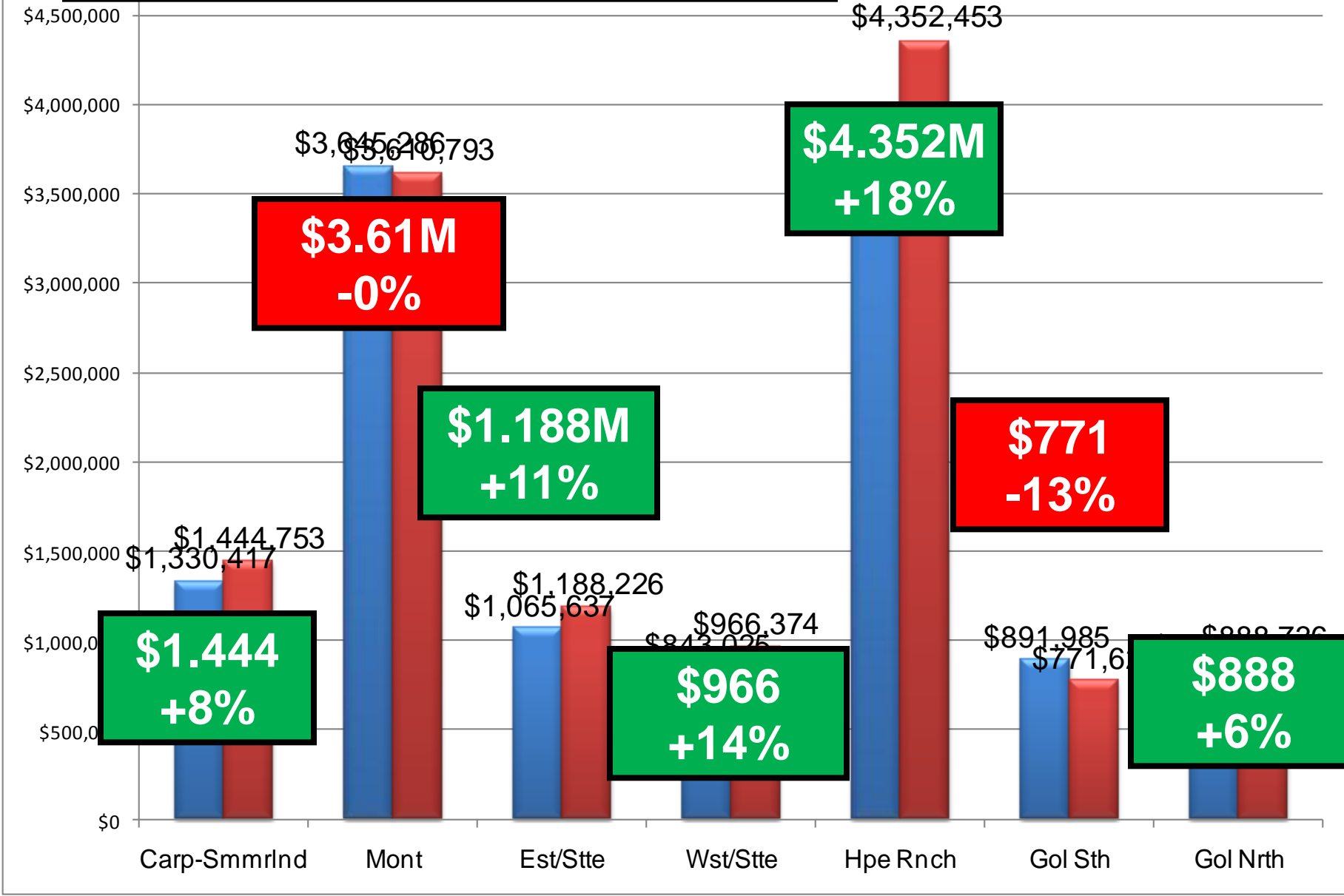
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

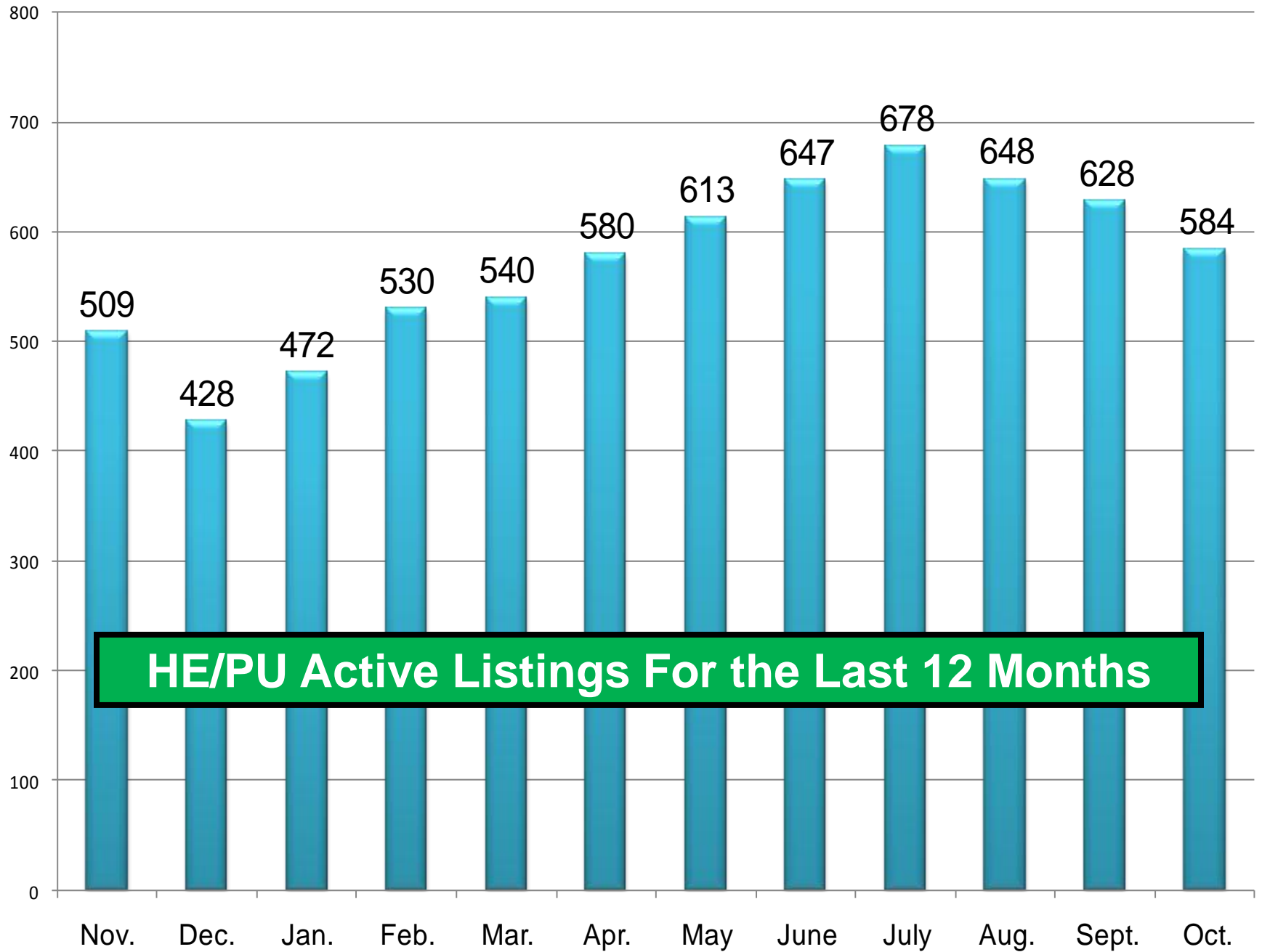


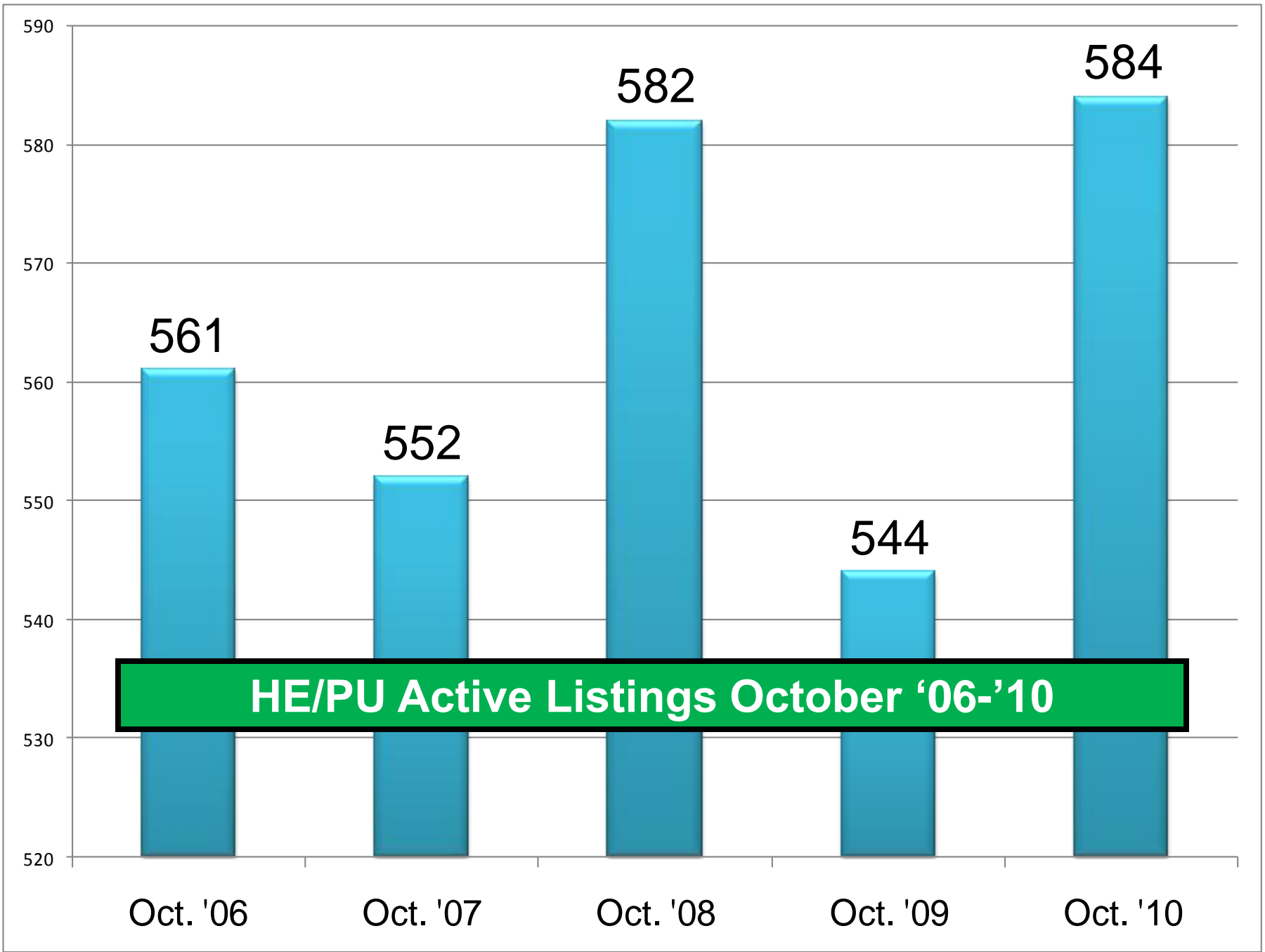
HE Sales via Districts



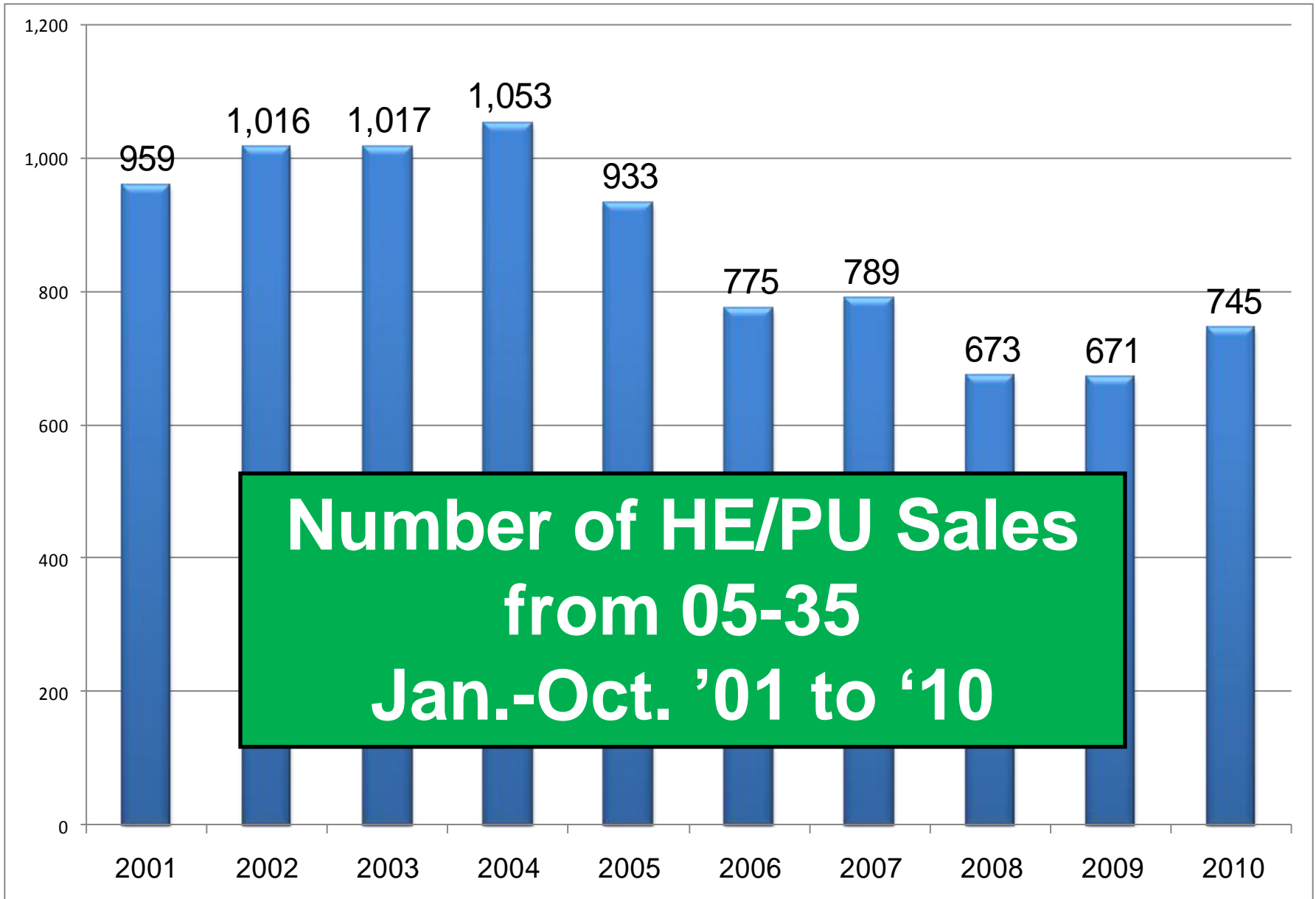
HE Average Sales Price

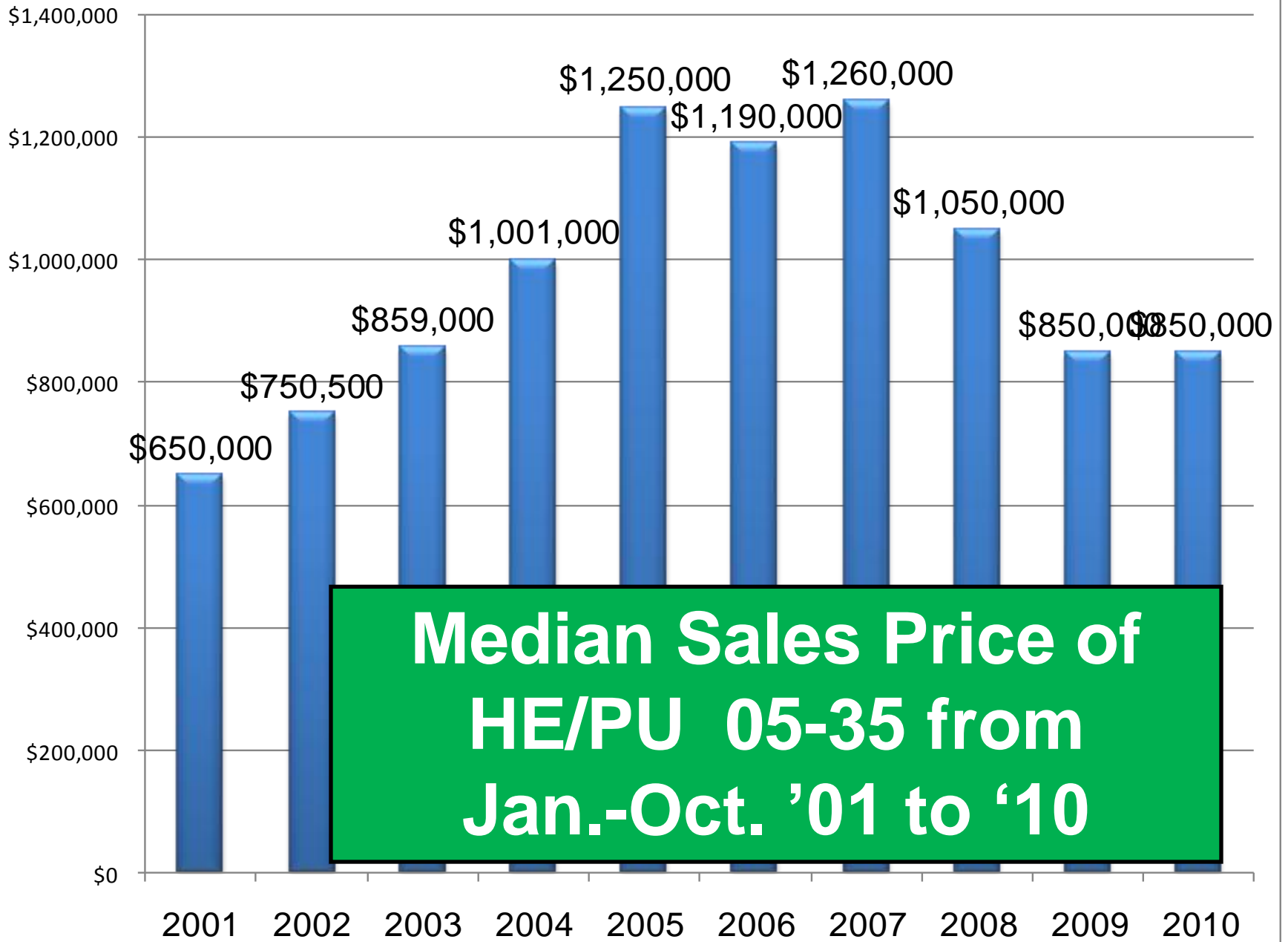






**Perspective
for Home Estates
2001-2010**





HE/PU Peak vs. Trough Price

- Peak Month: **September '07**
- Peak Price: **\$1,615,750**
- Trough Month: **February '09**
- Trough Price: **\$725,000**
- % Change from Peak: **-55.1%**
- CA % of Change from Peak: **-58.8%**

Peak vs. Current Price, September 2010

- Peak Month: **September '07**
- Peak Price: **\$1,615,750**
- September 2010 Median: **\$879,750**
- % Change from Peak: **-46.1%**
- CA % of Change from Peak: **-46.4%**

Trough vs. Current Price, September 2010

- Trough Month: **February '09**
- Trough Price: **\$725,000**
- September 2010 Median: **\$879,750**
- % Change from Trough: **+21.3%**
- CA % of Change from Trough: **+29.9%**

October 1-October 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	33	\$19,099,700	\$499,000	\$578,778	85	\$18,379,825	\$475,000	\$556,964	96.23	84.91
List/Sold	8	\$5,051,900	\$580,000	\$631,487	59	\$4,903,625	\$580,000	\$612,953	97.07	81.95
Co-Broker	25	\$14,047,800	\$414,900	\$561,912	93	\$13,476,200	\$425,000	\$539,048	95.93	86.04
New	35	\$21,017,690	\$429,000	\$600,505	14					
Pending	27	\$13,404,000	\$409,000	\$496,444	59					
Withdrawn	3	\$1,455,000	\$493,000	\$485,000	137					
Cancelled	7	\$5,576,900	\$499,900	\$796,700	93					
Expired	8	\$4,882,500	\$574,500	\$610,312	226					
Back On Market	12	\$5,268,400	\$372,000	\$439,033	139					
Extended	21	\$10,816,200	\$409,000	\$515,057	146					
Active In Range	184	\$137,459,176	\$575,000	\$747,060	136					
Current Active	161	\$122,489,377	\$575,000	\$760,803	145					

CO October '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	33	\$19,099,700	\$499,000	\$578,778	85	\$18,379,825	\$475,000	\$556,964	96.23	84.91
Pending	27	\$13,404,000	\$409,000	\$496,444	59					

October '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	36	\$20,900,800	\$489,000	\$580,577	75	\$20,077,155	\$460,277	\$557,698	96.06	94.17
Pending	28	\$17,130,080	\$439,000	\$611,788	52					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$200,000-\$249,999	3	16
\$250,000-\$299,999	2	65
\$350,000-\$399,999	8	79
\$400,000-\$449,999	2	44
\$450,000-\$499,999	2	42
\$500,000-\$549,999	2	39
\$550,000-\$599,999	2	39
\$600,000-\$649,999	2	13
\$650,000-\$699,999	2	102
\$700,000-\$749,999	1	62
\$750,000-\$799,999	1	85
\$850,000-\$899,999	1	556
\$900,000-\$949,999	1	124
\$1,000,000-\$1,099,999	2	92
\$1,100,000-\$1,199,999	2	210

The average price for the 33 properties is \$556,964.

The highest price is \$1,105,000.

70 Seaview Dr

The median price is \$475,000.

The lowest price is \$231,300.

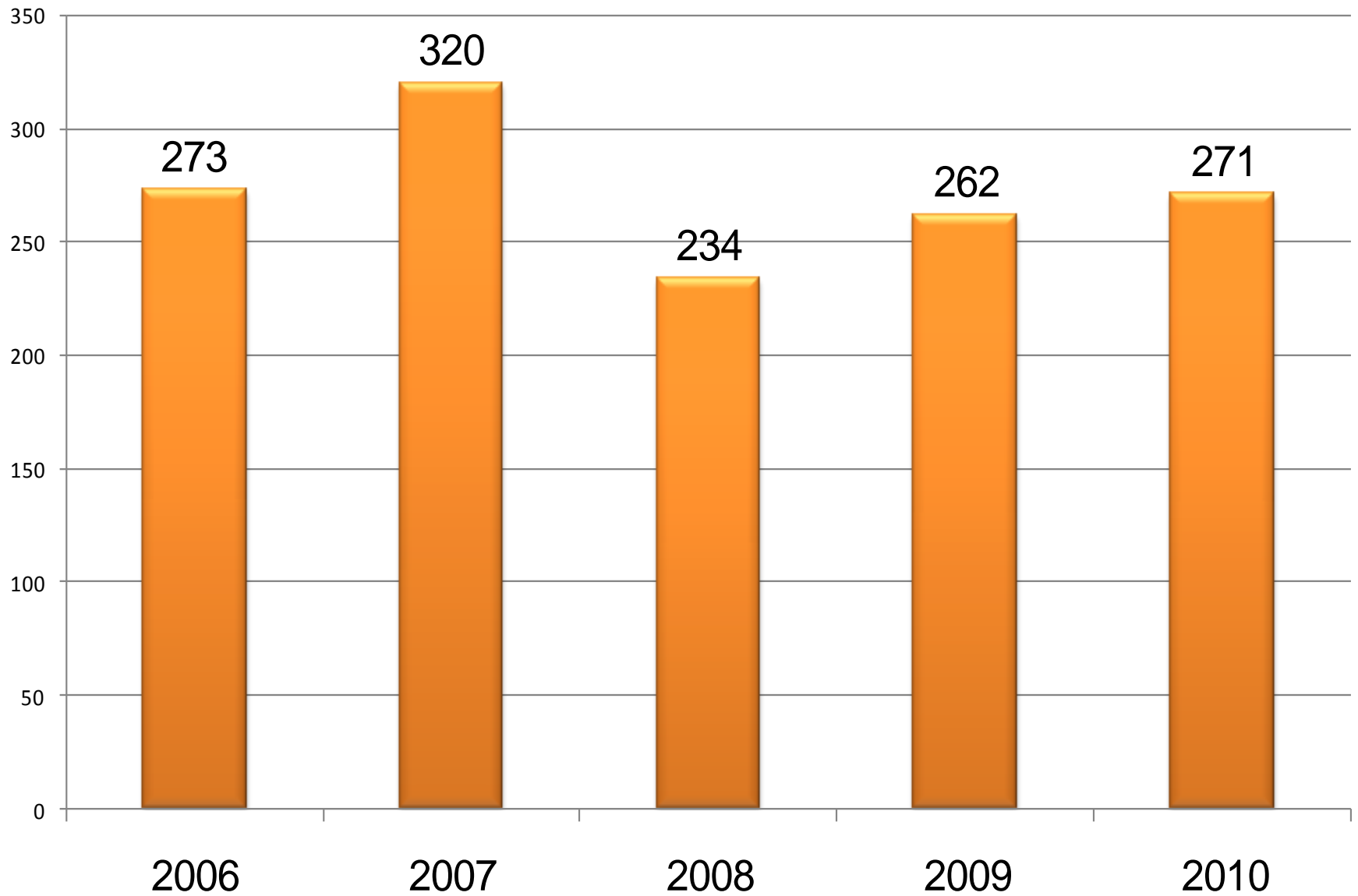
4531 Oak Glen Dr #A

The average Market Time is 85.

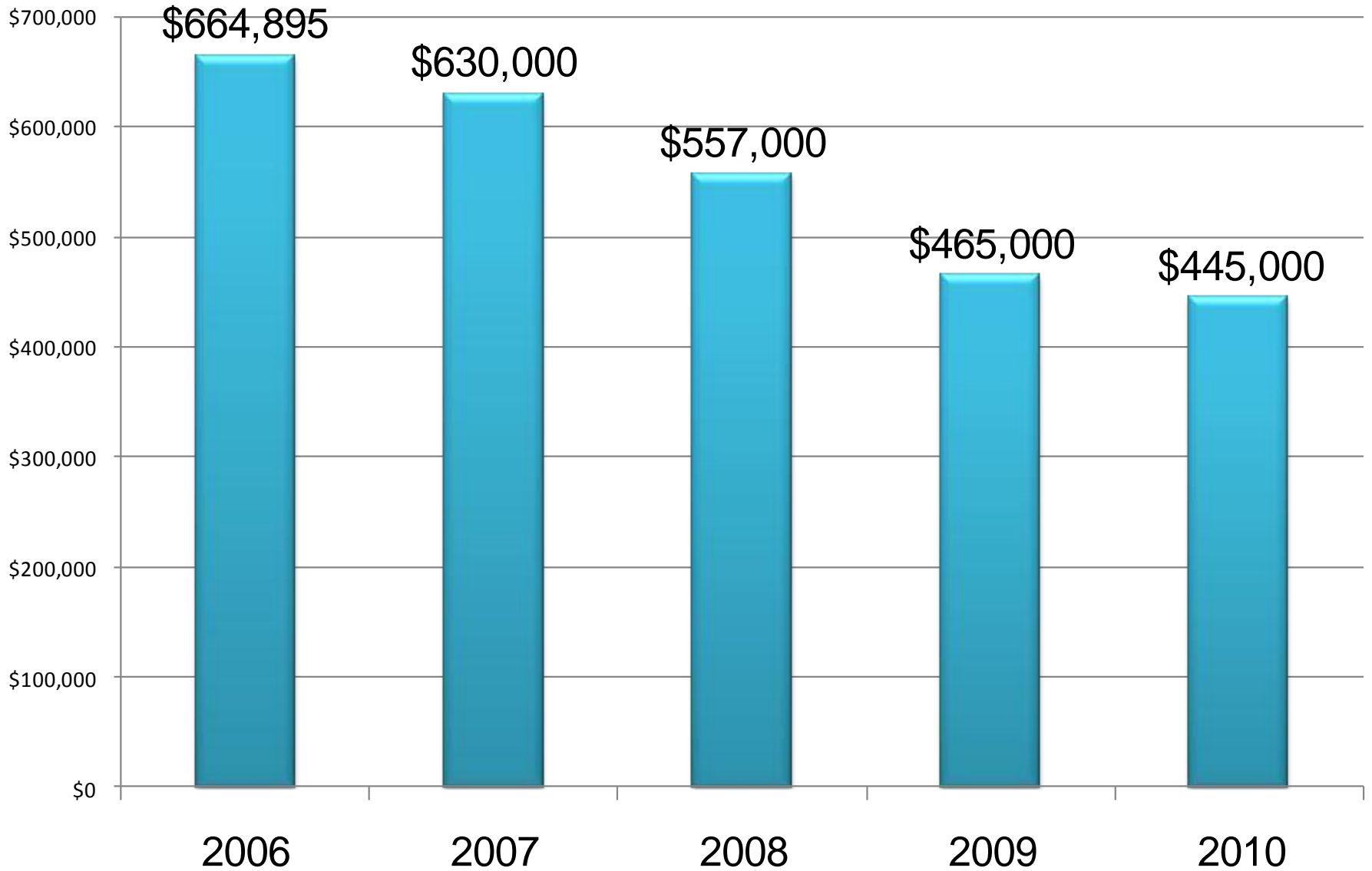
Condo Statistics

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

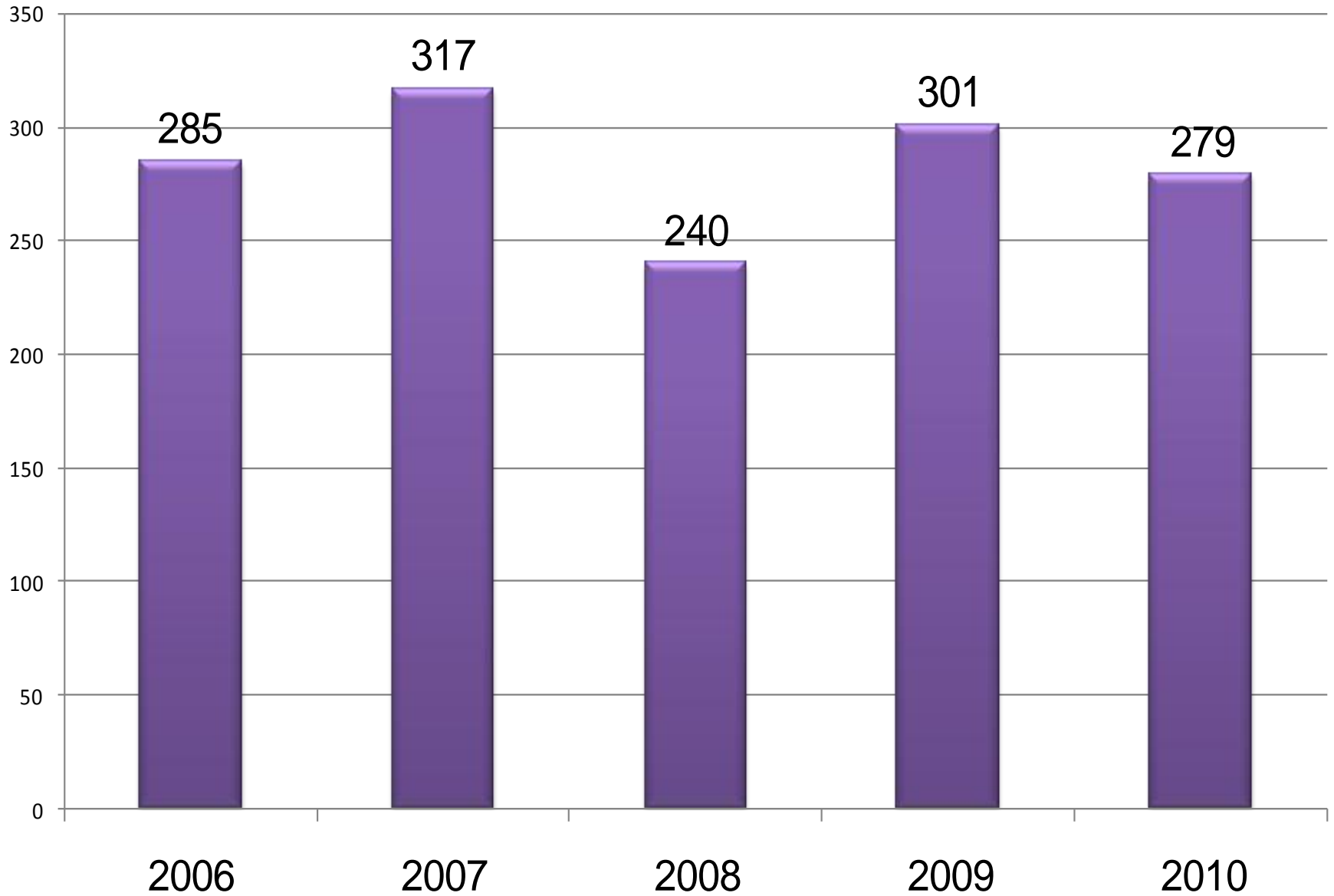
CO Sales Jan-Oct. 2006-2010



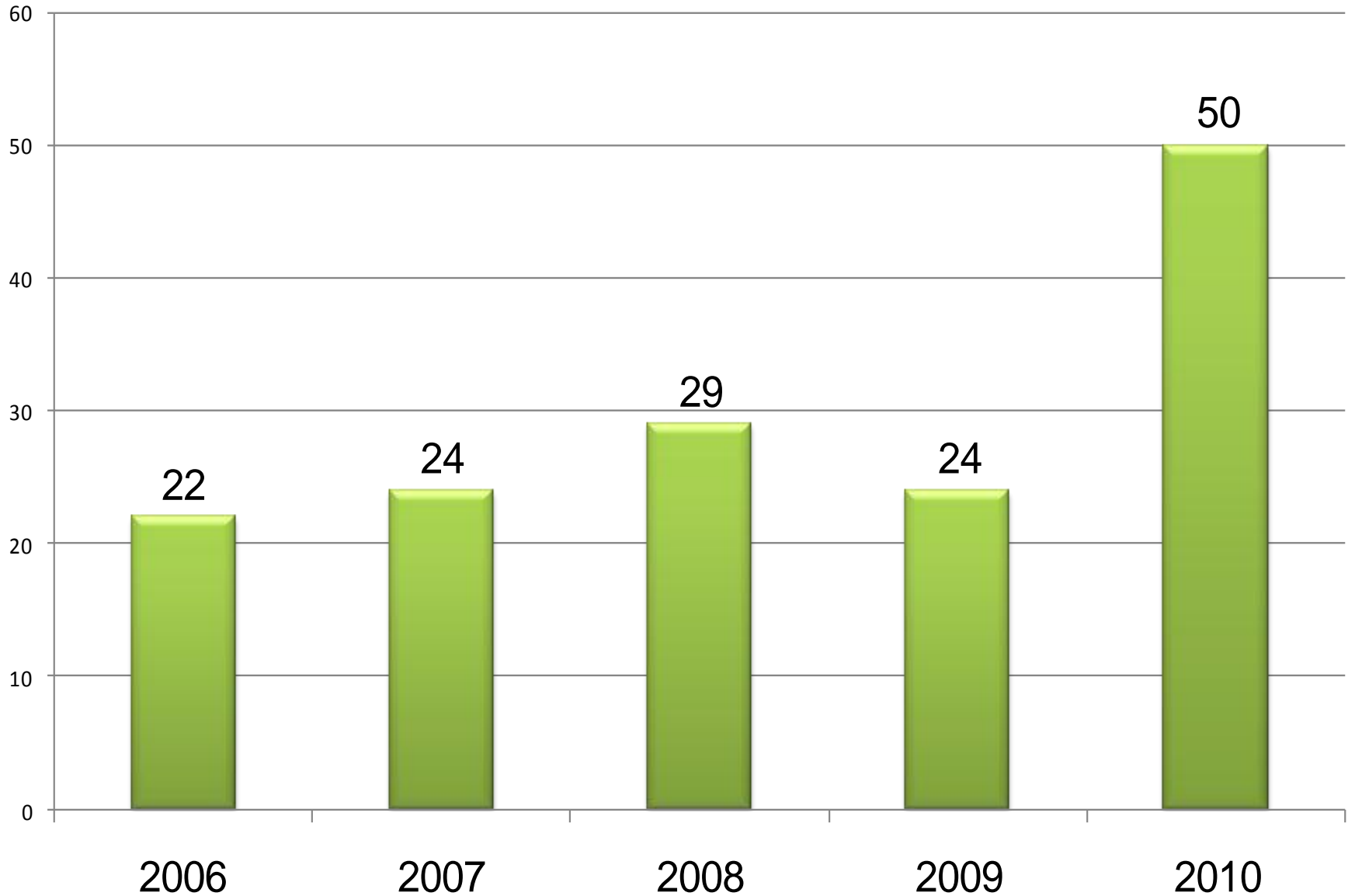
CO Jan-Oct. Median Sales Price 2006-2010



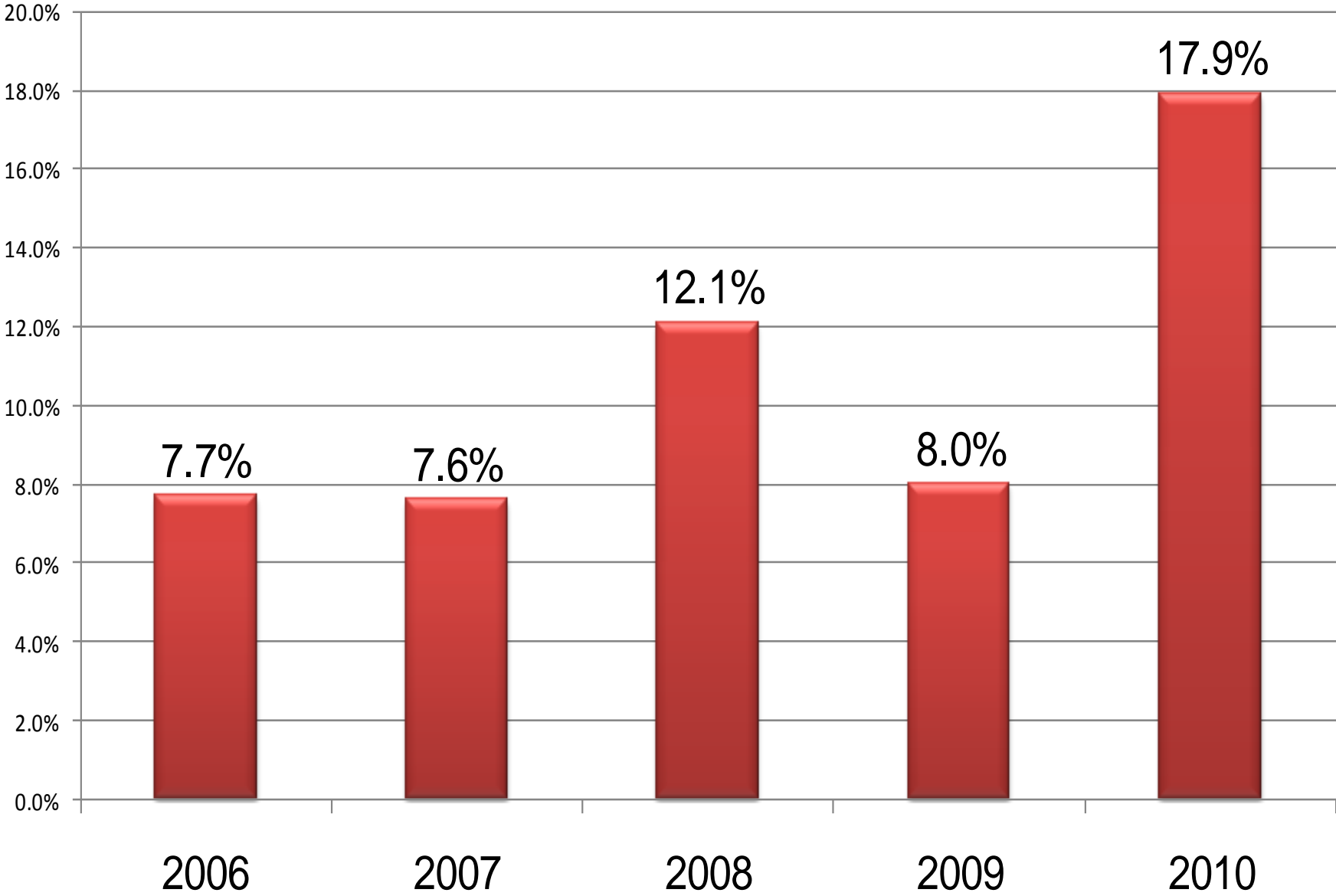
CO Pending Sales Jan-Oct. 2006-2010



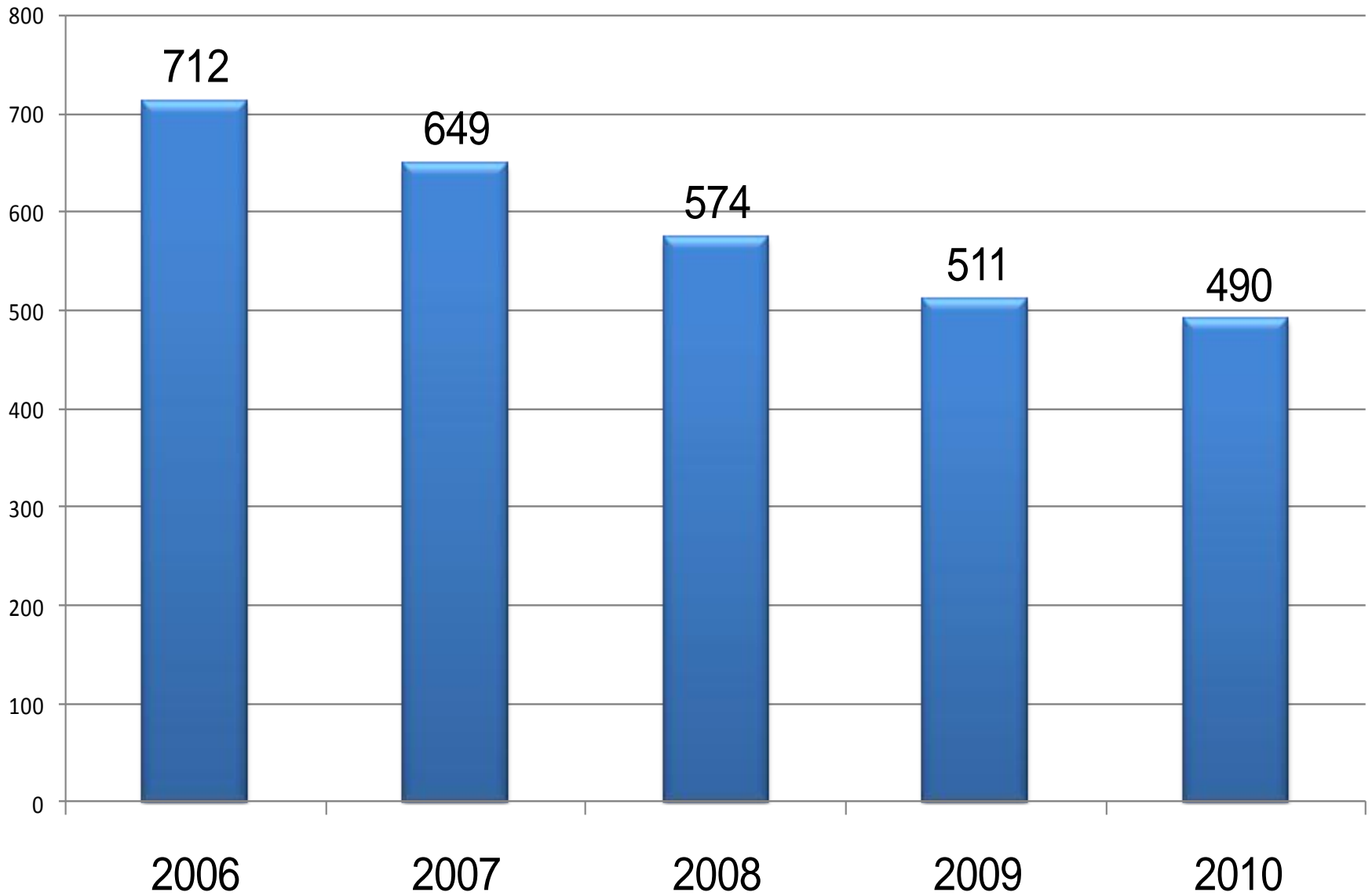
CO Fall Throughs Jan-Oct. 2006-2010



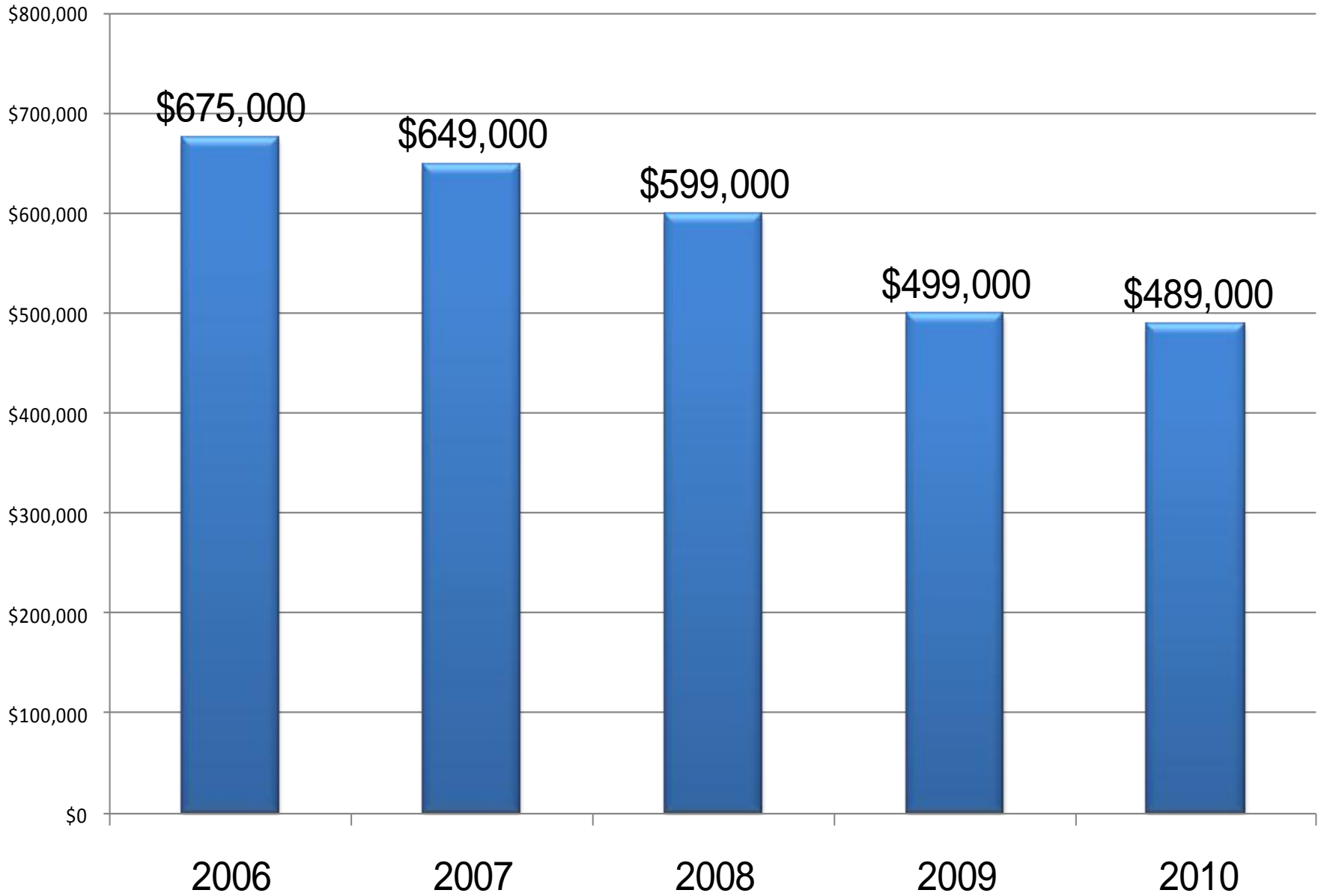
CO Fall Through Percentages Jan-Oct. 2006-2010



CO New Listings Jan-Oct. 2006-2010



CO Median List Price Jan-Oct. 2006-2010



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

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

- Total Active Listings

'09 709, '10 650, **DOWN -8.3%**

- New Listings

'09 511, '10 490, **DOWN -4.1%**

- New Listings Median List Price

'09 \$499,000, '10 \$489,000, **DOWN -2.0%**

- Properties that went into Escrow

'09 301, '10 279, **DOWN -7.3%**

Sold CO '09 vs. '10 Jan-Oct

- Number of Sold Properties

'09 262, '10 271 **UP** +3.4%

- Median Sales Prices

'09 \$465,000, '10 \$445,000 **DOWN** -4.3%

- Median Sales Prices w/o Montecito

'09 \$460,000, '10 \$429,000 **DOWN** -6.7%

- Average Sold Price

'09 \$525,945, '10 \$526,785 **UP** +0.2%

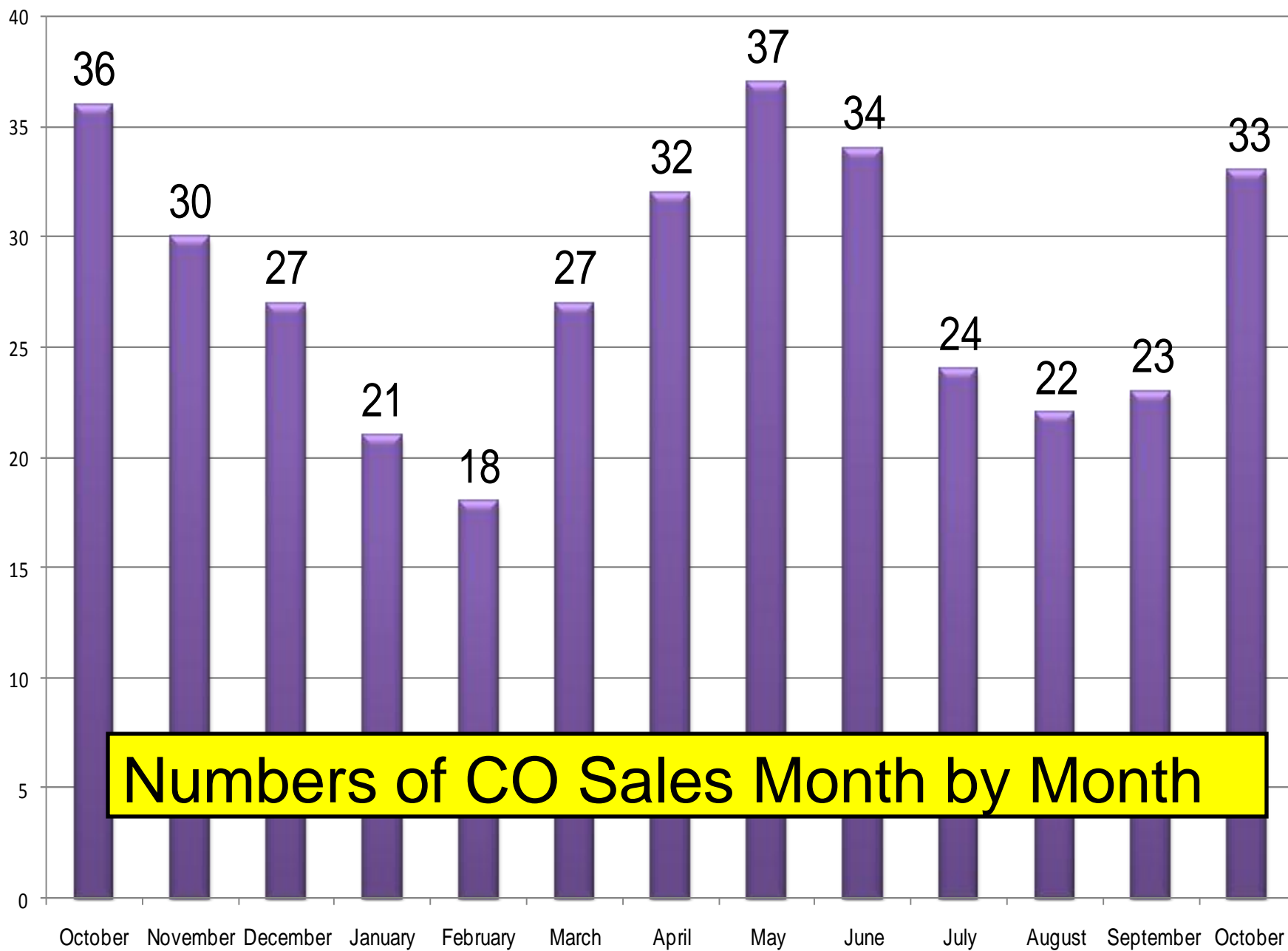
- Average Sold Price w/o Montecito

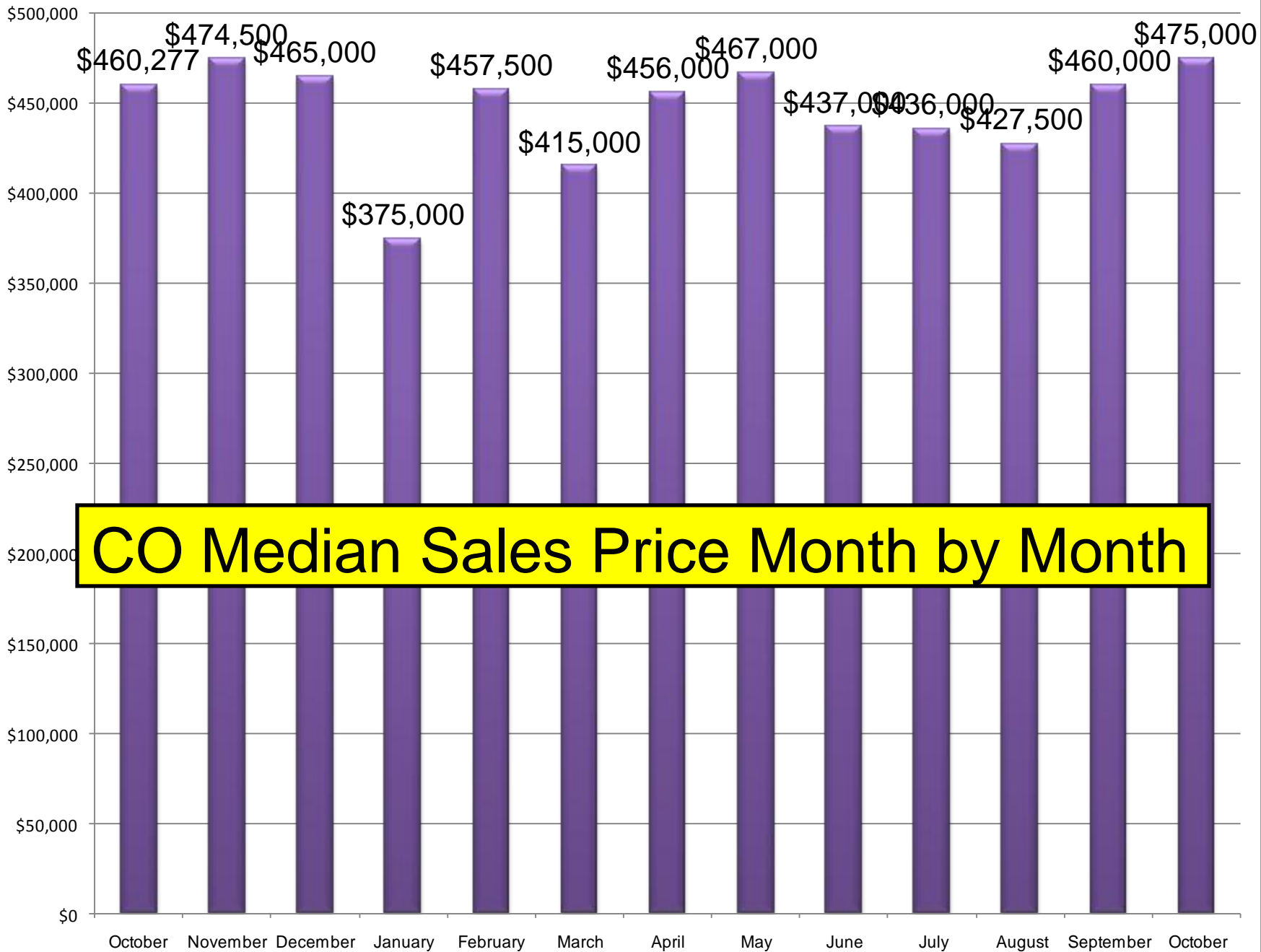
'09 \$515,561, '10 \$483,493 **DOWN** -6.2%

- Sold Volume

'09 \$137,797,718, '10 \$142,735,835 **UP** +3.6%

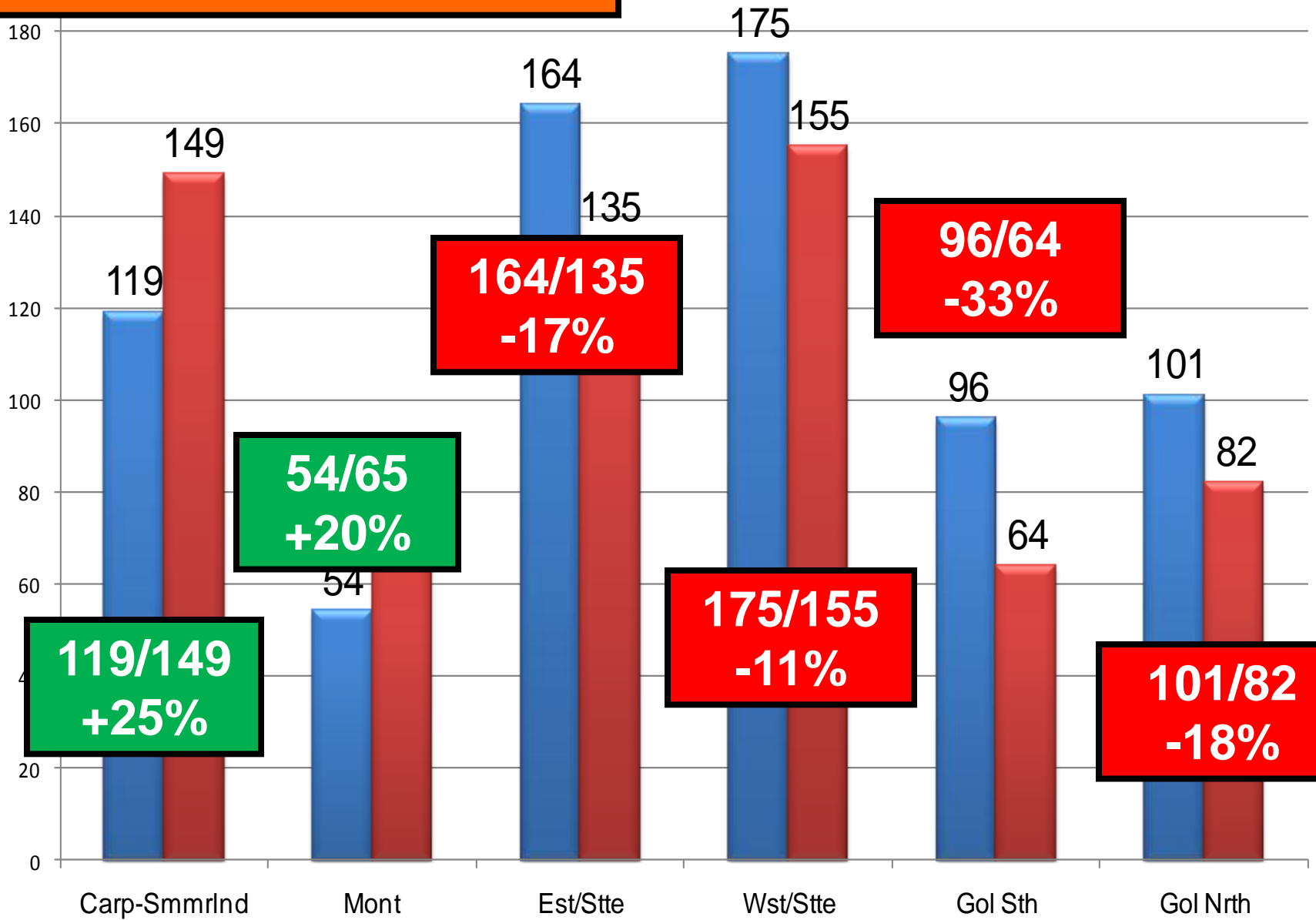
**Oct. '09 to Oct. '10
Month by Month
for Condos
Districts 05-35**



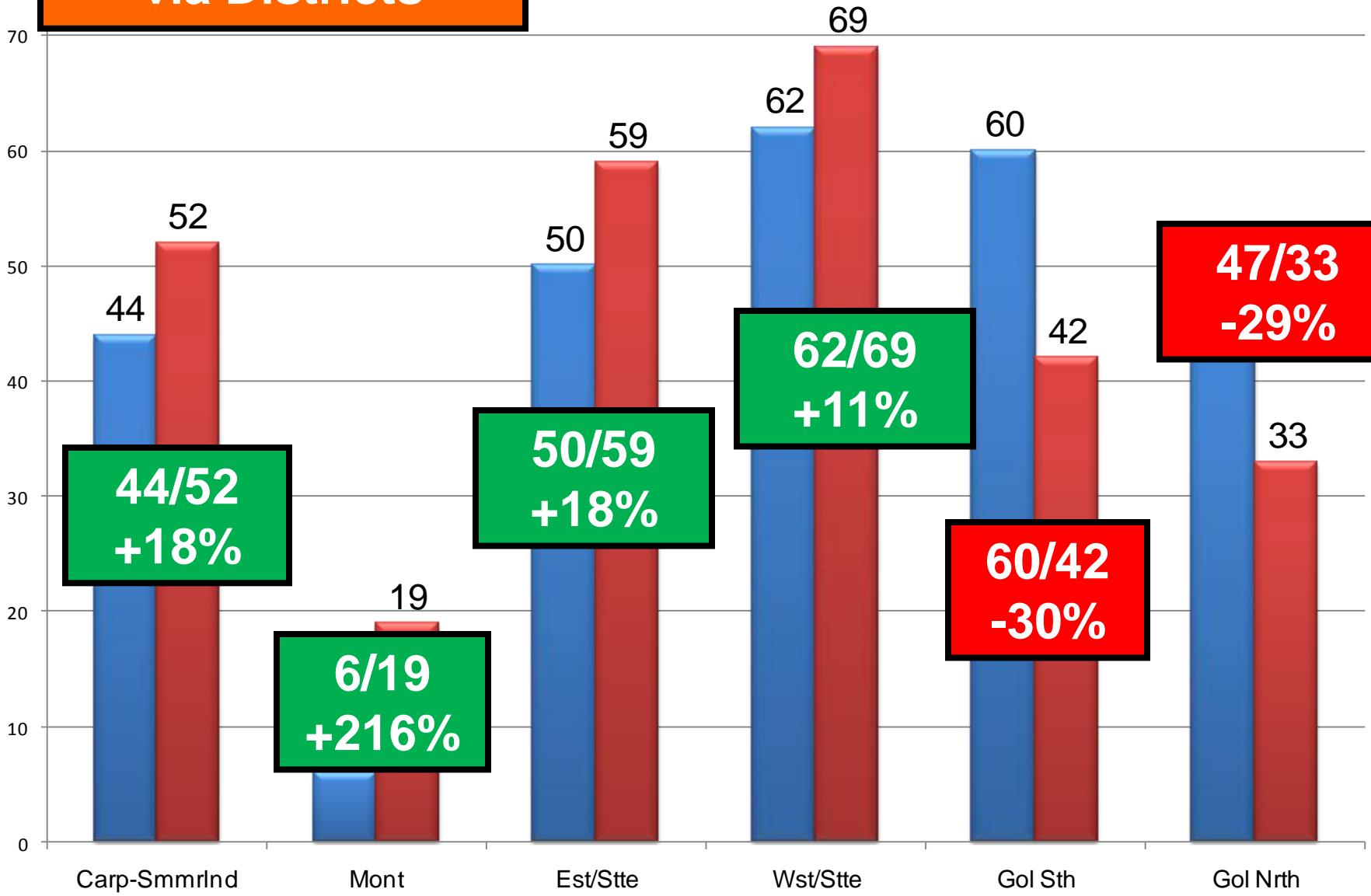


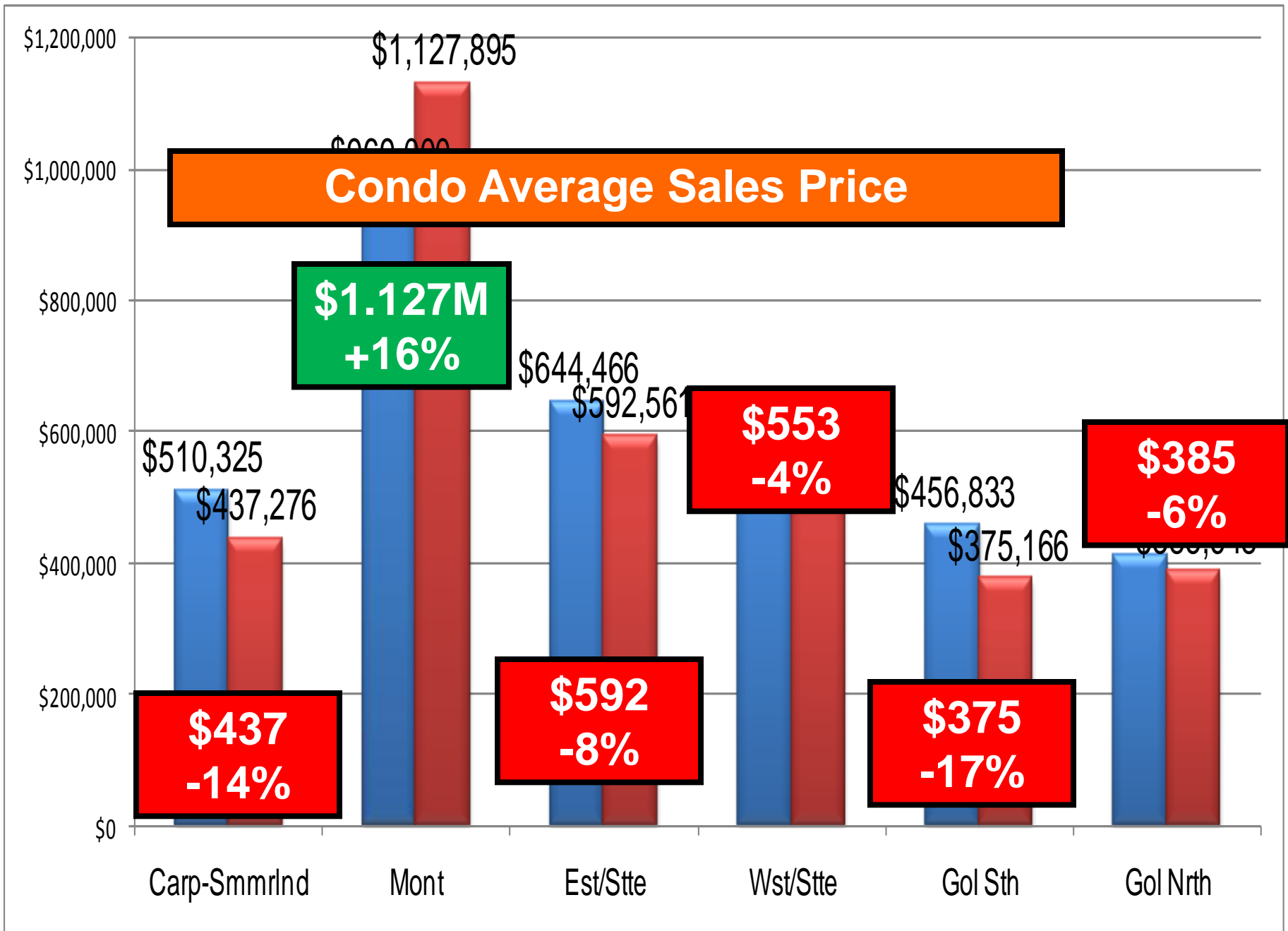
Condo District Stats

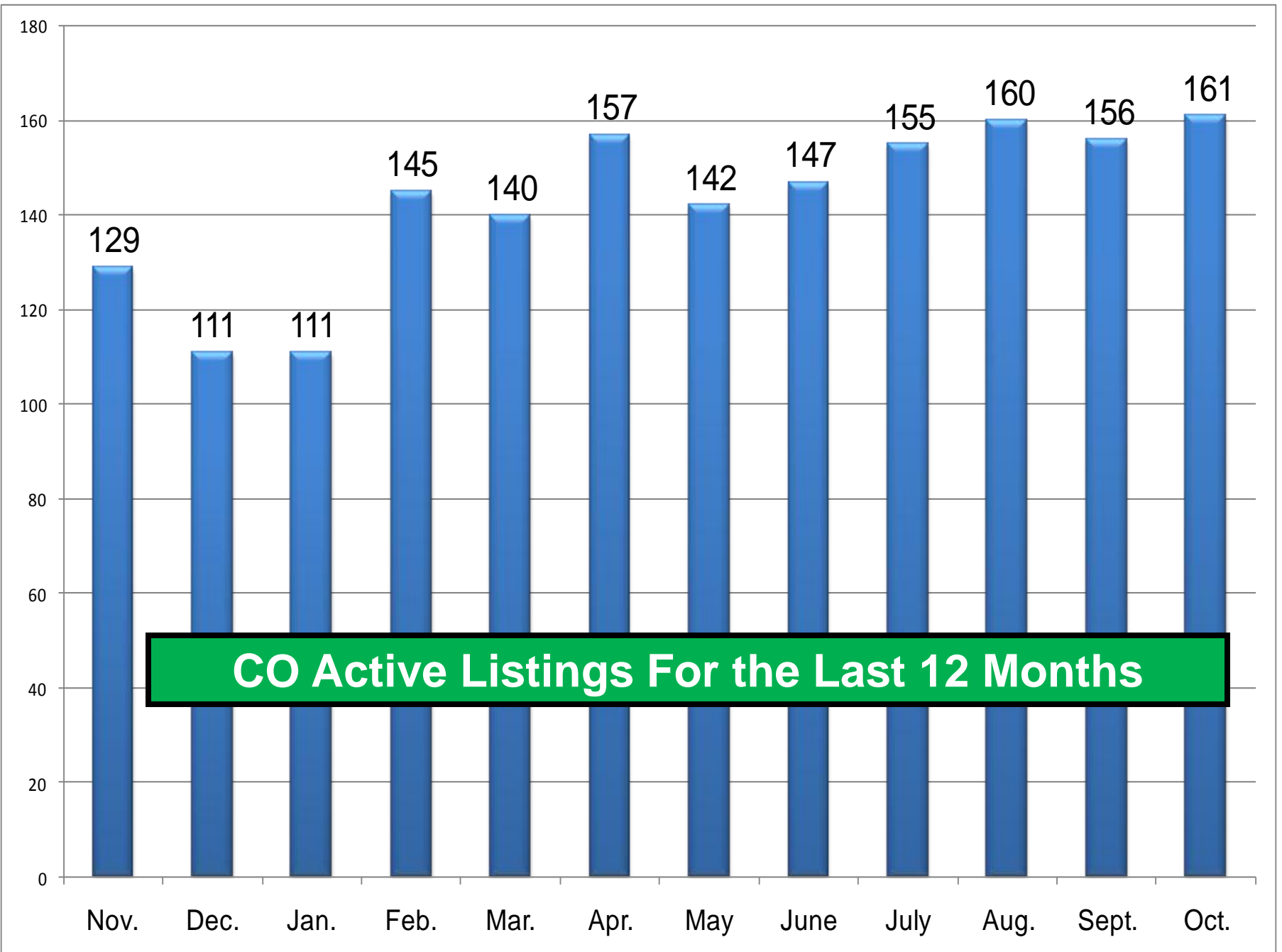
Number of Condos Listed Since the 1st of the Year via Districts



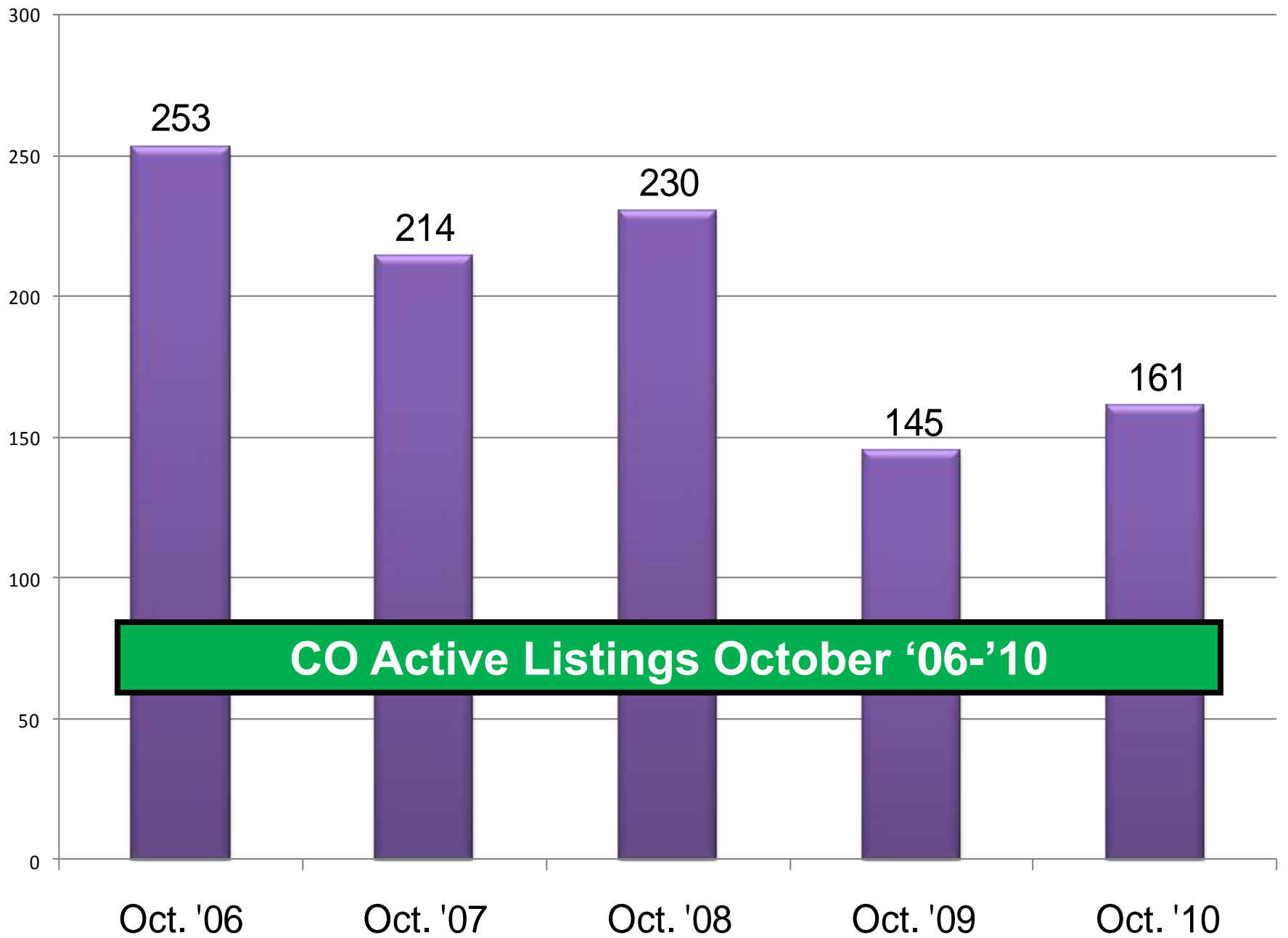
Condo Sales via Districts



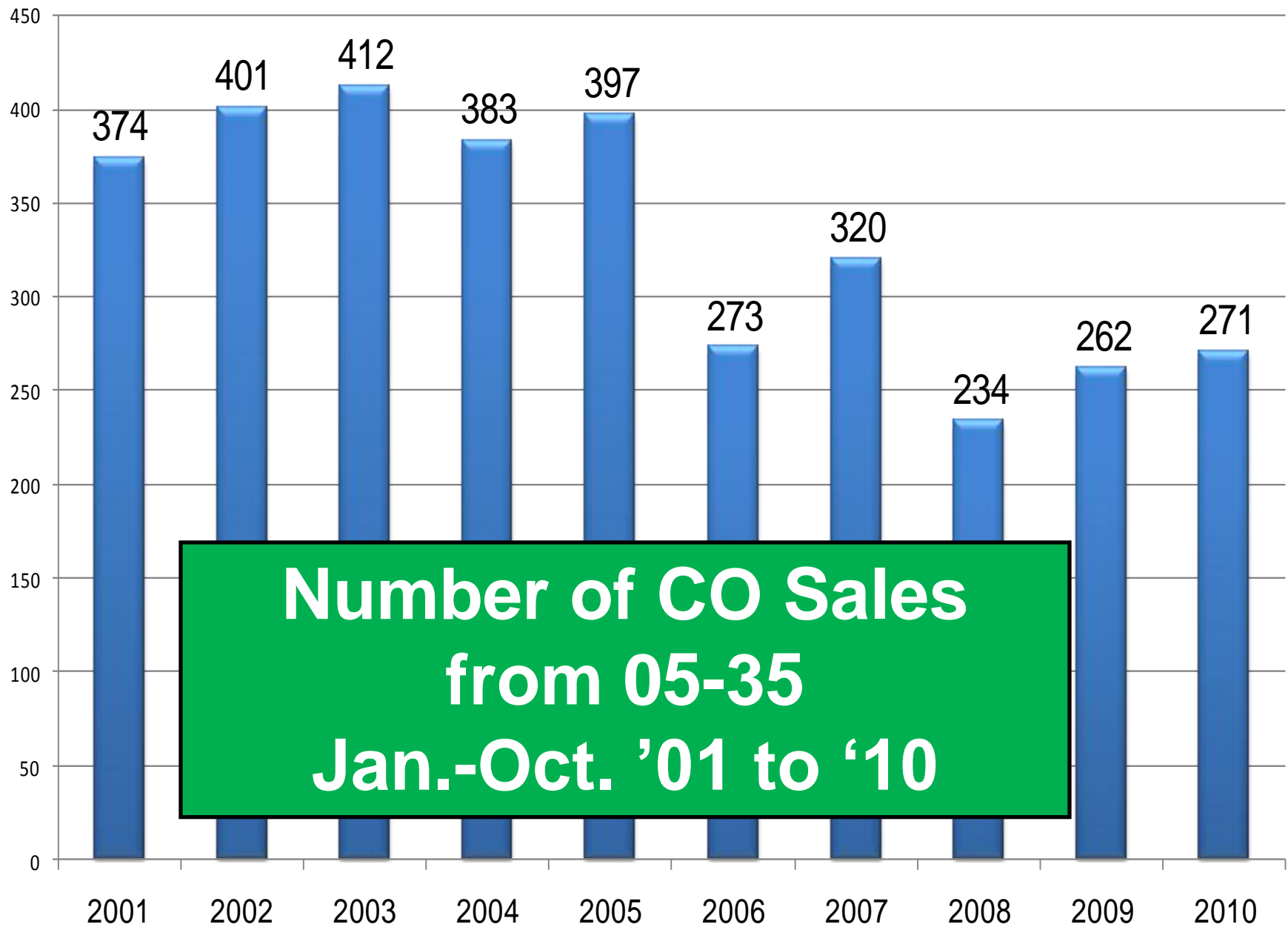




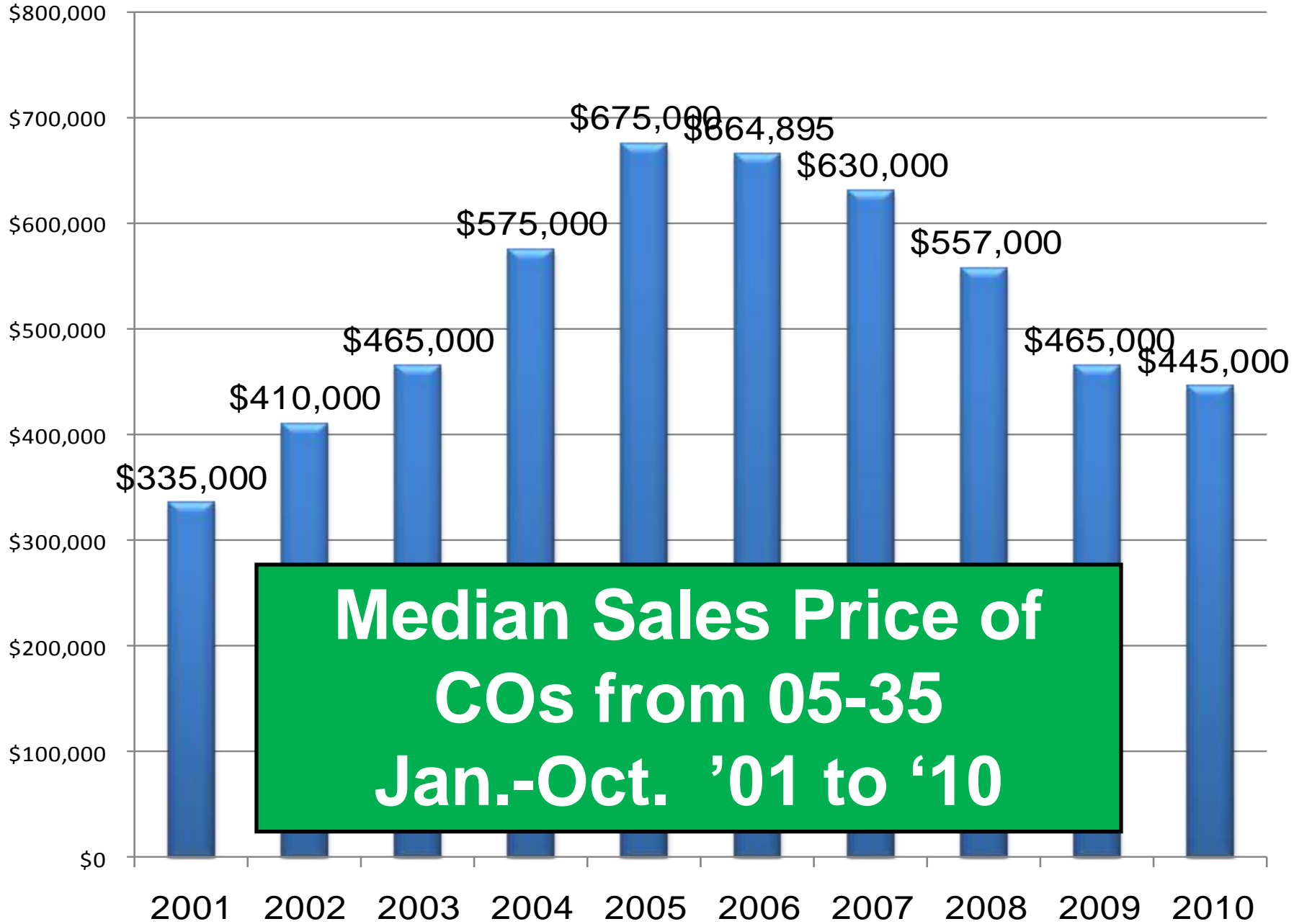
CO Active Listings For the Last 12 Months



**Perspective
for Condos
2001-2010**



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



Condo Peak vs. Trough Price

- Peak Month: **October '05**
- Peak Price: **\$754,500**
- Trough Month: **December '08**
- Trough Price: **\$389,500**
- % Change from Peak: **-48.4%**

Peak vs. Current Price, September 2010

- Peak Month: **October '05**
- Peak Price: **\$754,500**
- September 2010 Median: **\$460,000**
- % Change from Peak: **-39.0%%**

Trough vs. Current Price, September 2010

- Trough Month: **December '08**
- Trough Price: **\$389,500**
- September 2010 Median: **\$460,000**
- % Change from Trough: **+18.1%**

**Compiled from
Santa Barbara
Multiple Listing Service Data
on 11/4/2010**

Statistics Through October '10