

**Compiled from
Santa Barbara Multiple Listing Service
Data
on 10/7/2010**

Statistics Through September '10

MLS vs CORT for August '10

MLS 108 Sales 79 HE/PU – 29 CO

CORT 136 Sales

- 1 Residential Income
- 2 Cancelled
- 3 Still Pending in MLS
- 1 Closed in May for Statistical Purposes
- 1 Leased Land
- 1 In Ventura County
- 1 Active
- 12 Not in MLS

September 1-September 30

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	74	\$126,310,925	\$899,000	\$1,706,904	104	\$116,793,000	\$879,750	\$1,578,283	92.46	88.24
List/Sold	23	\$32,559,400	\$998,000	\$1,415,626	140	\$30,596,500	\$1,050,000	\$1,330,282	93.97	87.65
Co-Broker	51	\$93,751,525	\$879,000	\$1,838,265	88	\$86,196,500	\$852,000	\$1,690,127	91.94	88.45
New	138	\$230,516,150	\$975,000	\$1,670,406	16					
Pending	78	\$114,698,449	\$849,000	\$1,470,492	84					
Withdrawn	28	\$50,903,213	\$1,275,000	\$1,817,971	142					
Cancelled	34	\$49,258,500	\$1,289,000	\$1,448,779	178					
Expired	60	\$161,470,150	\$1,495,000	\$2,691,169	269					
Back On Market	36	\$73,056,600	\$910,000	\$2,029,350	190					
Extended	64	\$160,805,813	\$1,395,000	\$2,512,590	184					
Active In Range	753	\$2,178,137,571	\$1,495,000	\$2,892,612	131					
Current Active	629	\$1,903,965,459	\$1,500,000	\$3,026,972	141					

HE/PU September '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	74	\$126,310,925	\$899,000	\$1,706,904	104	\$116,793,000	\$879,750	\$1,578,283	92.46	88.24
Pending	78	\$114,698,449	\$849,000	\$1,470,492	84					

HE/PU September '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	85	\$137,987,236	\$815,000	\$1,623,379	70	\$129,164,780	\$750,000	\$1,519,585	93.61	86.39
Pending	85	\$119,815,398	\$879,000	\$1,409,592	82					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$350,000-\$399,999	1	11
\$500,000-\$549,999	5	77
\$550,000-\$599,999	9	71
\$600,000-\$649,999	3	54
\$650,000-\$699,999	7	46
\$700,000-\$749,999	5	25
\$750,000-\$799,999	1	90
\$800,000-\$849,999	4	45
\$850,000-\$899,999	2	73
\$900,000-\$949,999	5	103
\$950,000-\$999,999	2	108

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	3	16
\$1,100,000-\$1,199,999	1	14
\$1,200,000-\$1,299,999	2	79
\$1,300,000-\$1,399,999	1	808
\$1,400,000-\$1,499,999	4	379
\$1,500,000-\$1,599,999	3	180
\$1,600,000-\$1,699,999	2	93
\$1,700,000-\$1,799,999	1	79
\$1,900,000-\$1,999,999	1	26
\$2,000,000-\$2,249,999	2	141
\$2,250,000-\$2,499,999	2	18
\$2,500,000-\$2,749,999	1	21
\$2,750,000-\$2,999,999	1	58
\$3,750,000-\$3,999,999	1	41
\$4,250,000-\$4,499,999	1	245
\$5,000,000+	4	223

The average price for the 74 properties is \$1,578,283.

The highest price is \$13,310,000.

1360 E Mountain Dr

The median price is \$859,500.

The lowest price is \$375,000.

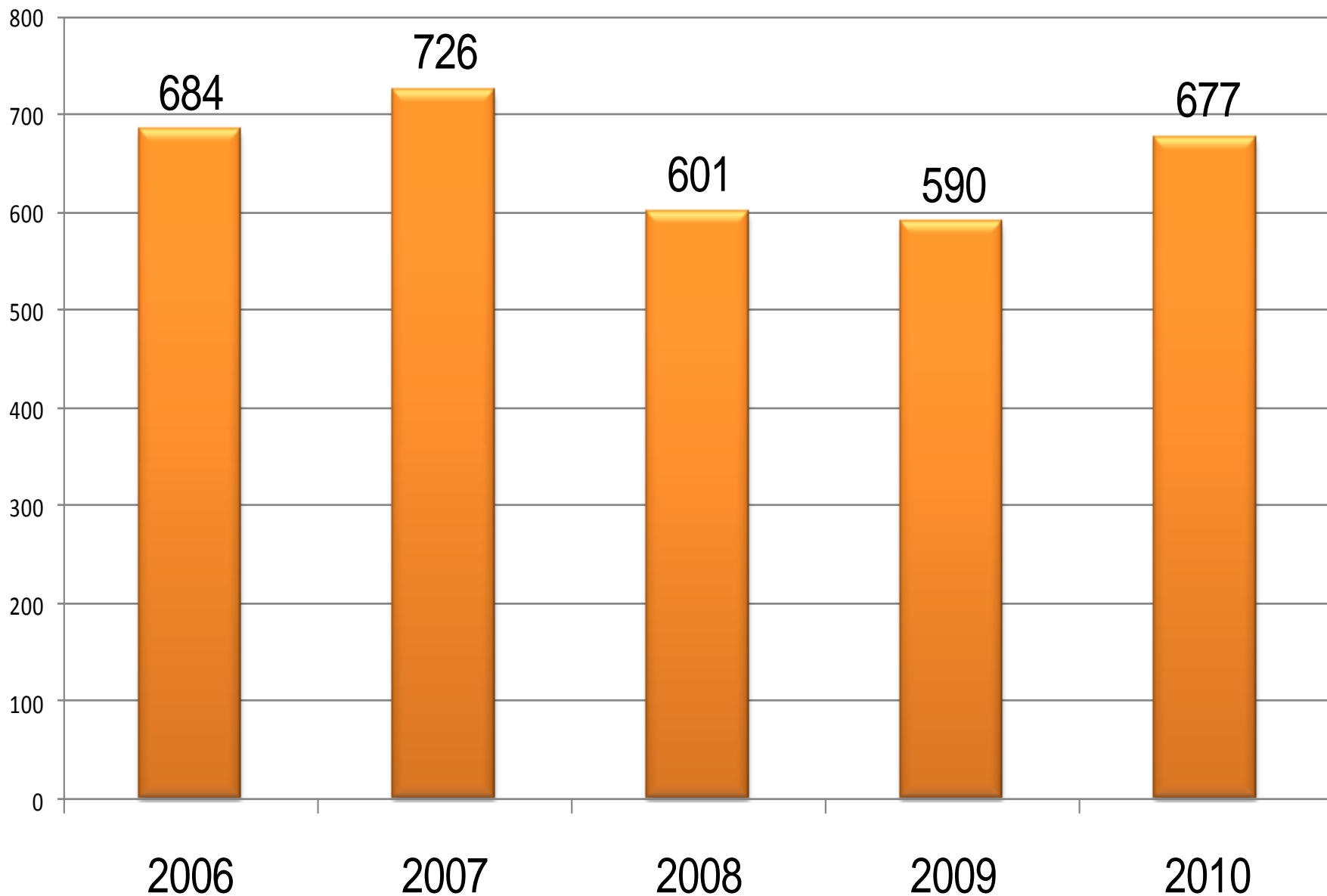
412 De La Vina St

The average Market Time is 104.

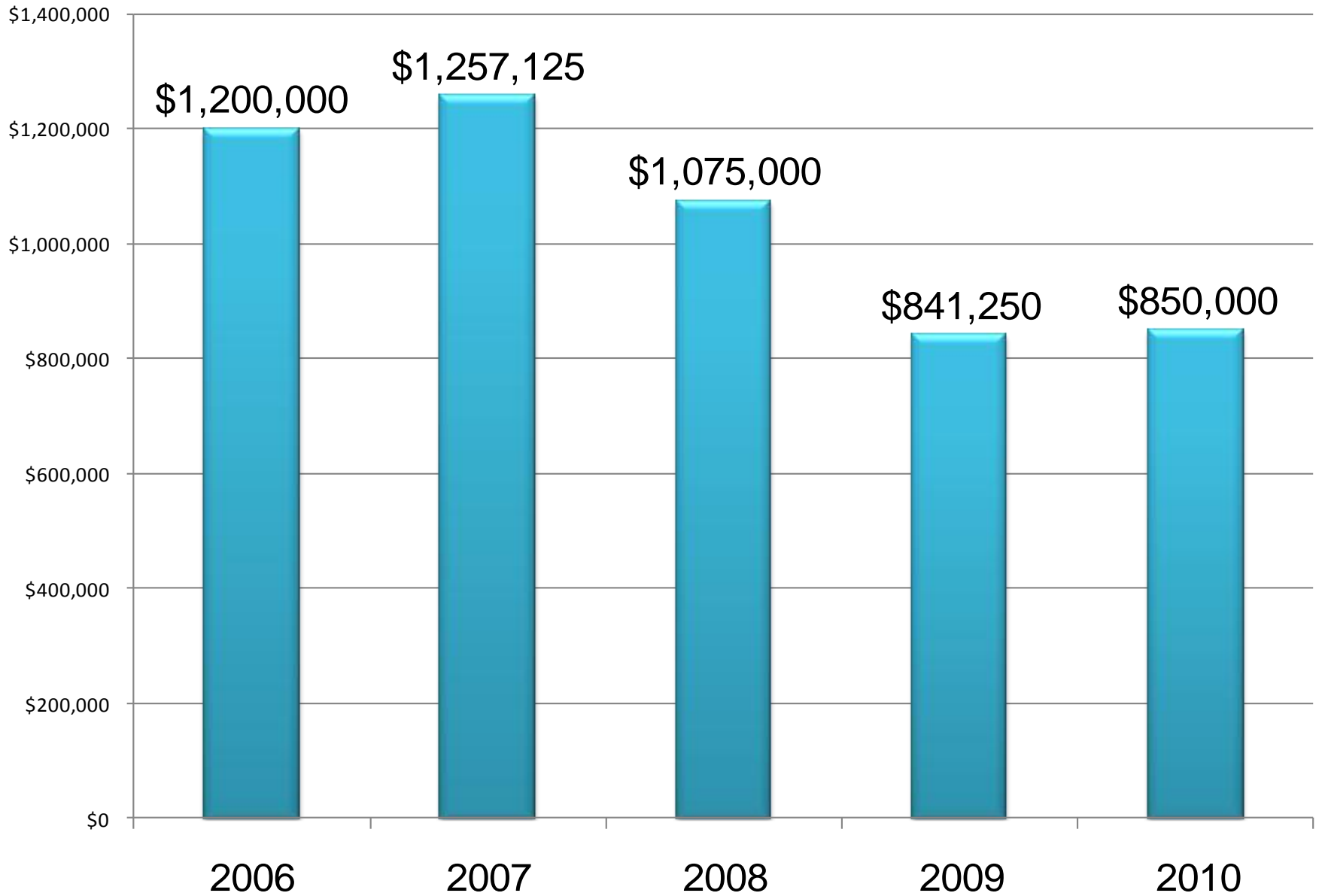
Home Estate/PUD

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

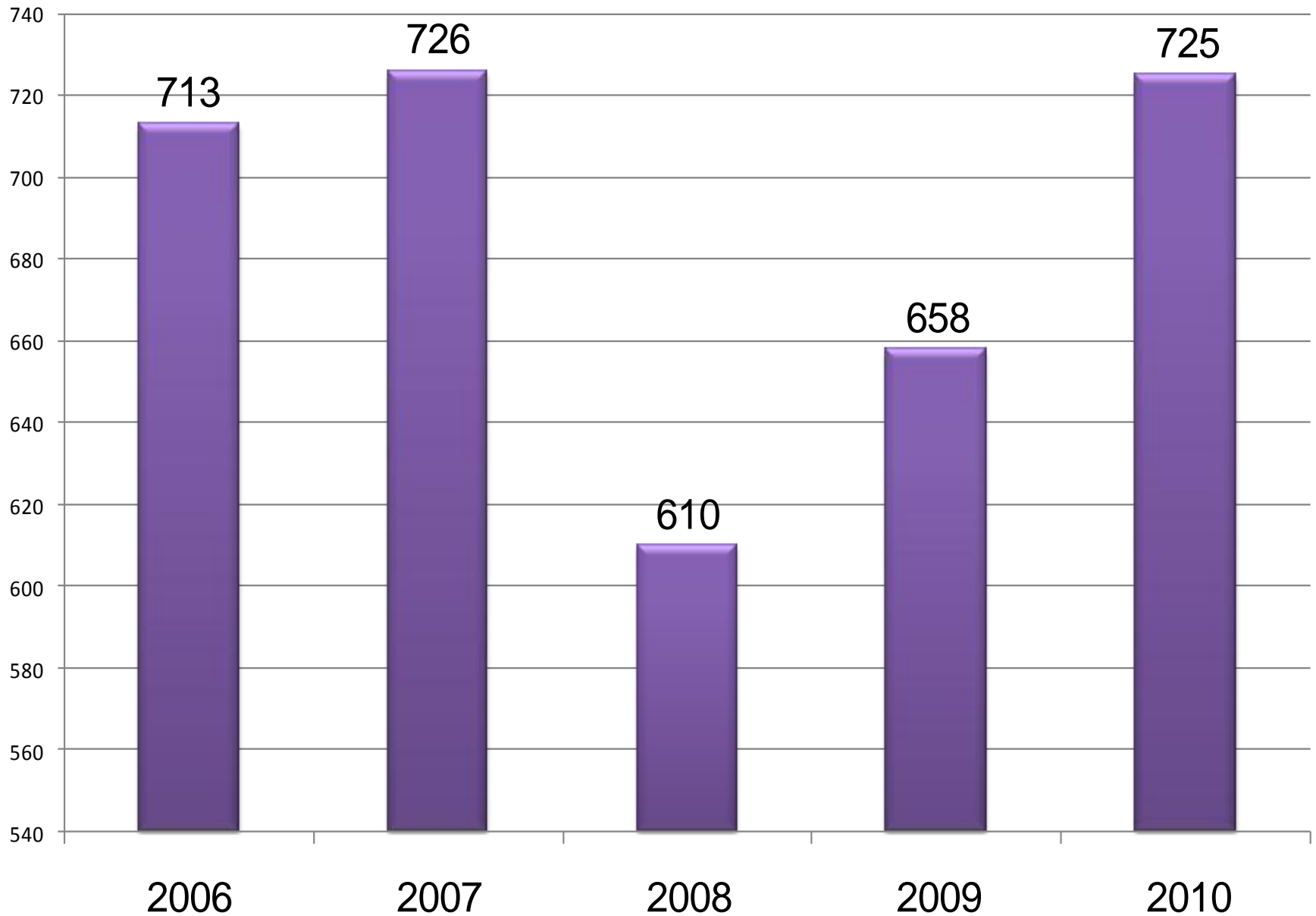
HE/PU Sales Jan-Sept. 2006-2010



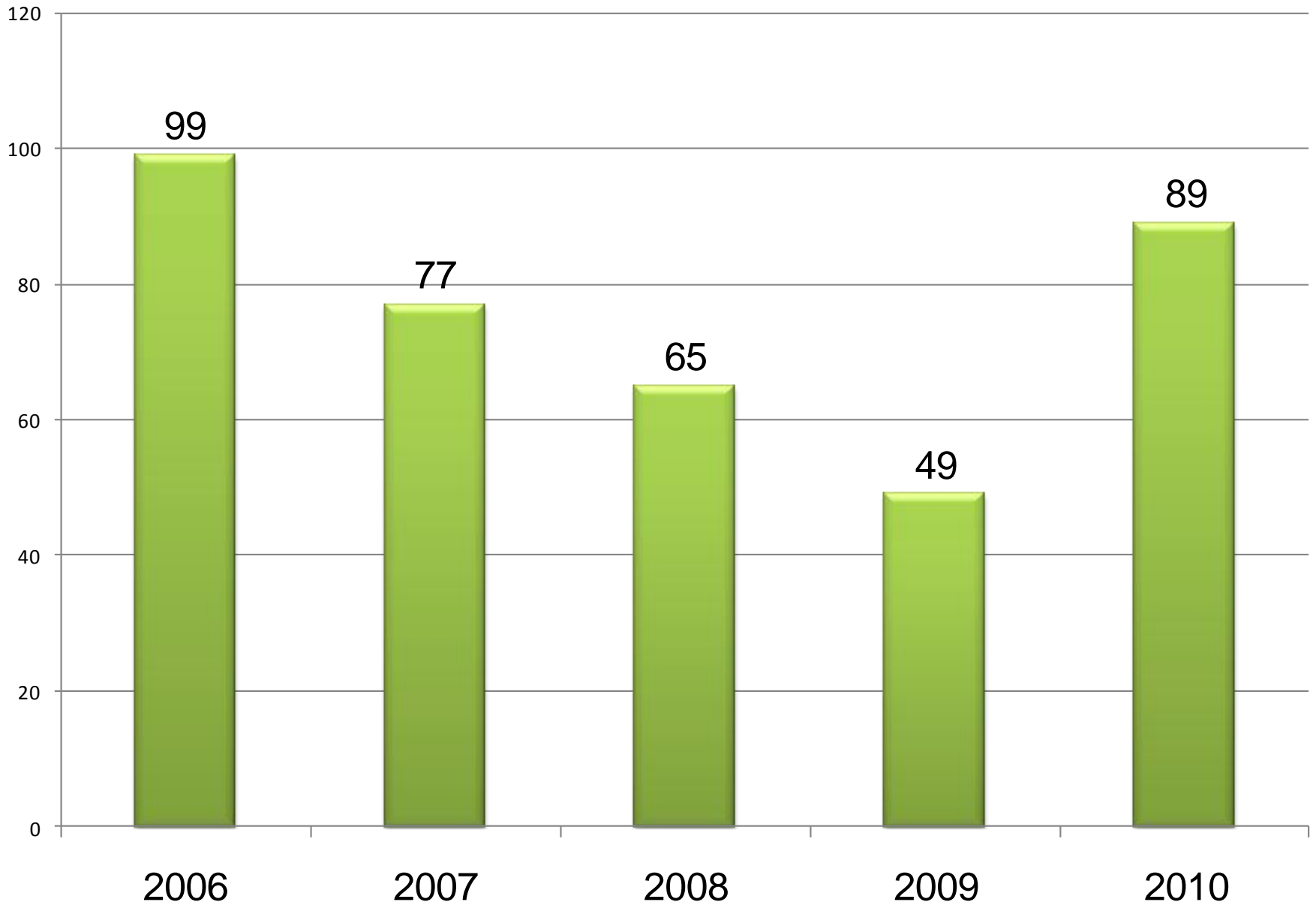
HE/PU Median Sales Price Jan-Sept. 2006-2010



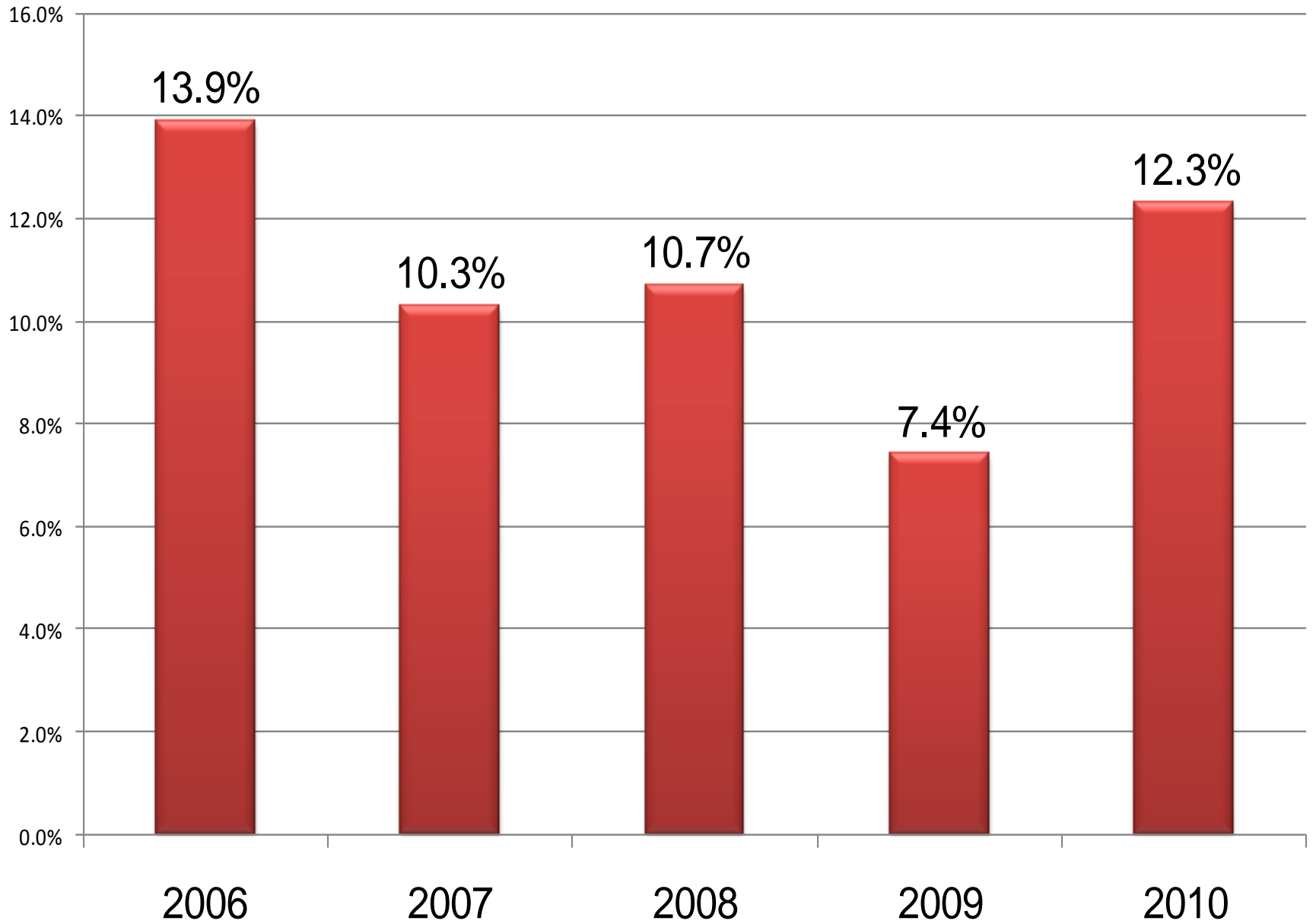
HE/PU Pending Listings Jan-Sept. 2006-2010



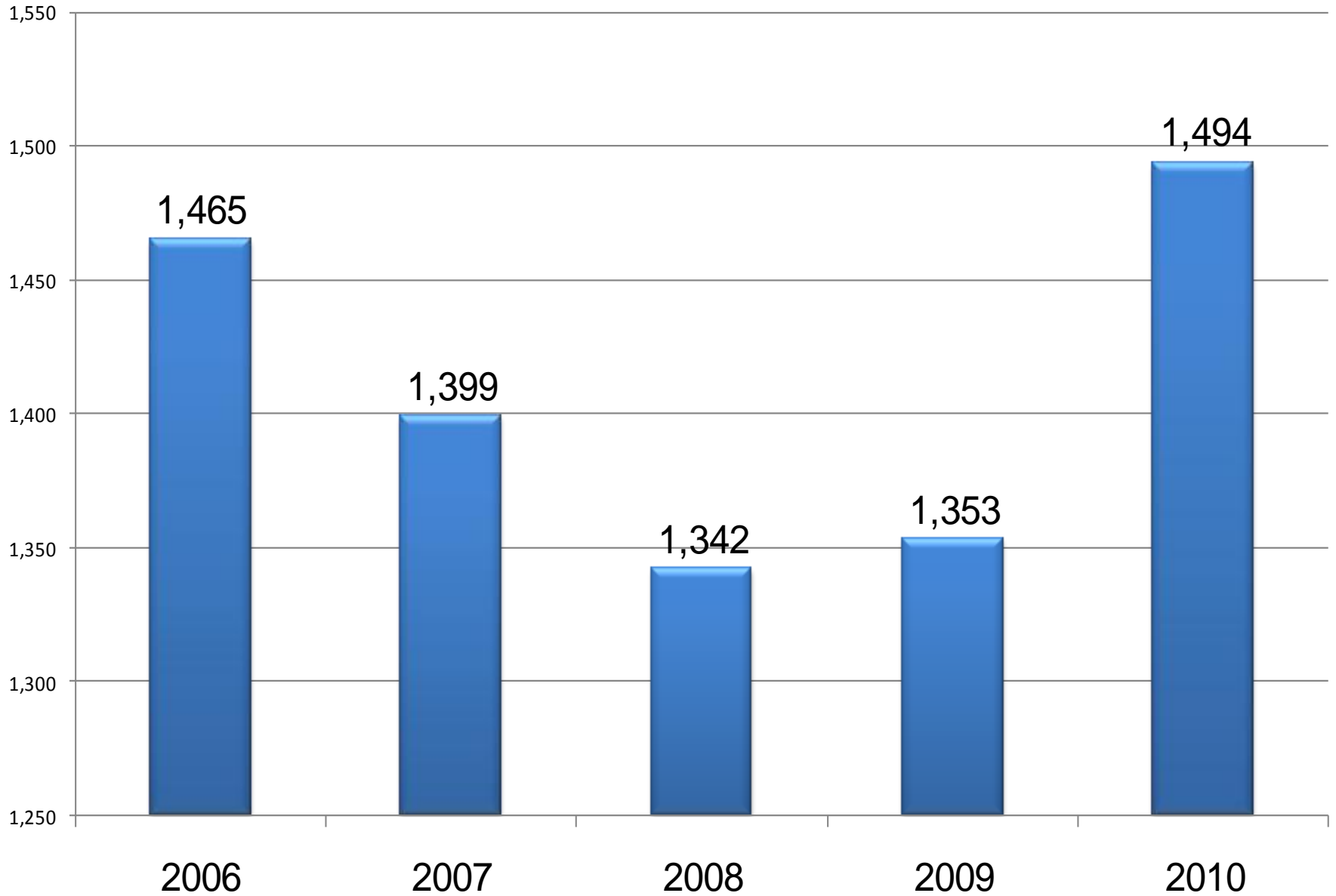
HE/PU Fall Throughs Jan-Sept. 2006-2010



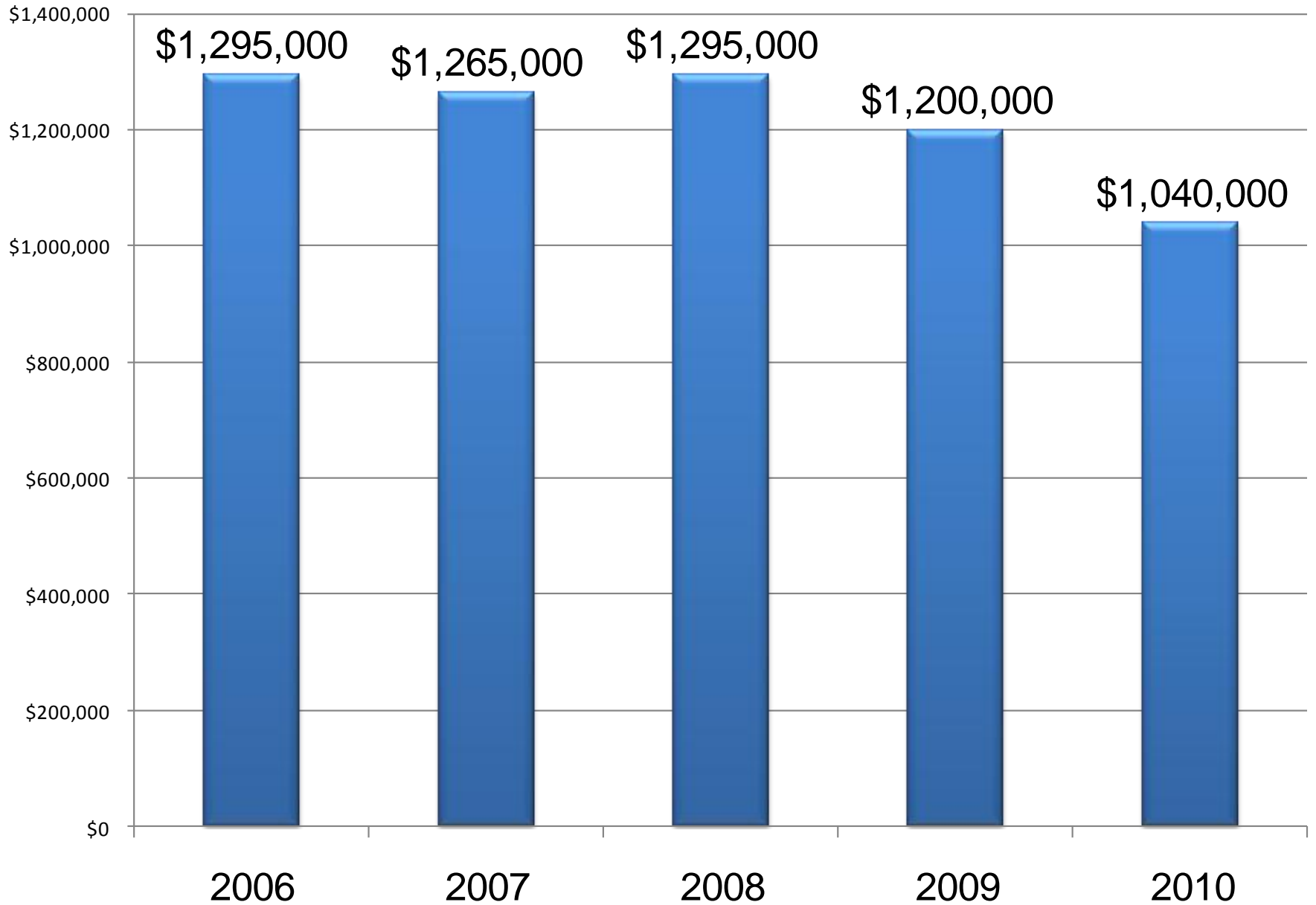
HE/PU Fall Through Percentages Jan-Sept. 2006-2010



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



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



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

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

- Total Active Listings

'09 2,017, '10 2,129 **UP** +5.6%

- New Listings

'09 1,353, '10 1,494 **UP** +10.4%

- New Listings Median List Price

'09 \$1,200,000, '10 \$1,040,000 **DOWN** -13.3%

- Properties that went into Escrow

'09 658, '10 725, **UP** +10.2%

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

- Number of Sold Properties

'09 590, '10 677 **UP** +14.7%

- Median Sales Prices

'09 \$841,250 '10 \$850,000 **UP** +1.0%

- Median Sales Prices w/o Hope Ranch/Montecito

'09 \$736,000 , '10 \$777,000 **UP** +5.6%

- Average Sold Price

'09 \$1,381,030, '10 \$1,438,753 **UP** +4.2%

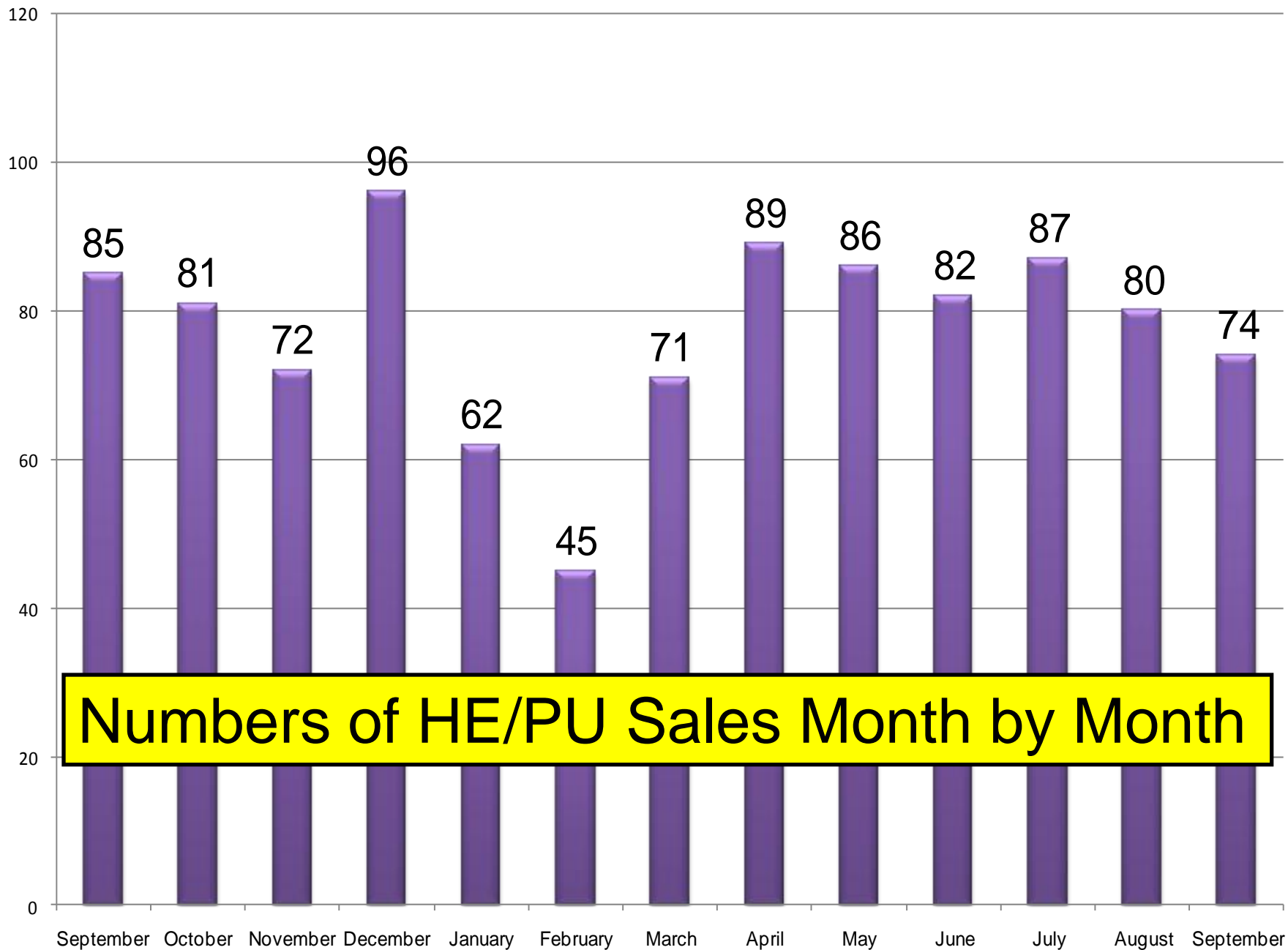
- Average Sold Price w/o Hope Ranch/Montecito

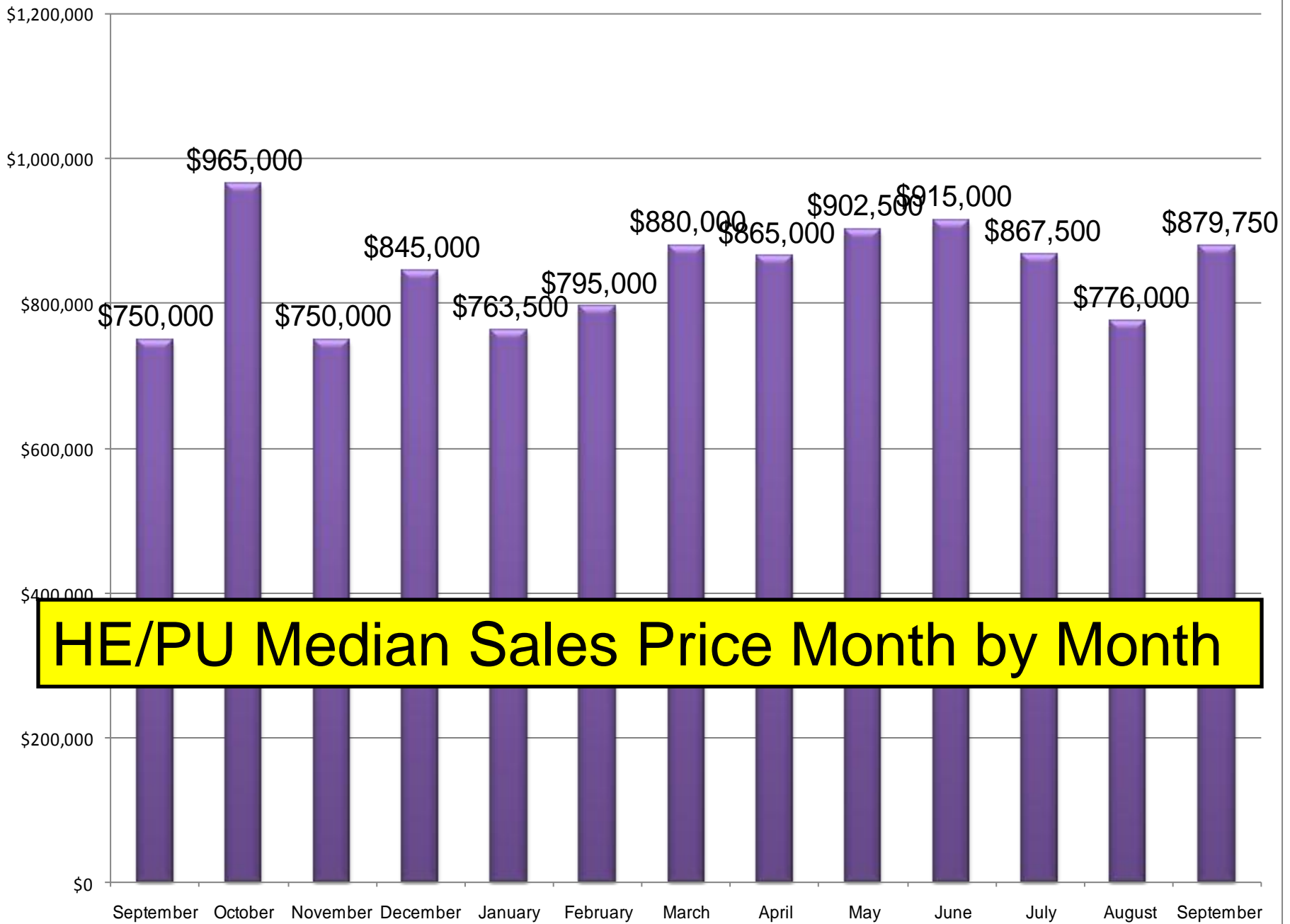
'09 \$924,270, '10 \$987,231 **UP** +6.8%

- Sold Volume

'09 \$814,807,864 '10 \$974,036,352 **UP** +19.5%

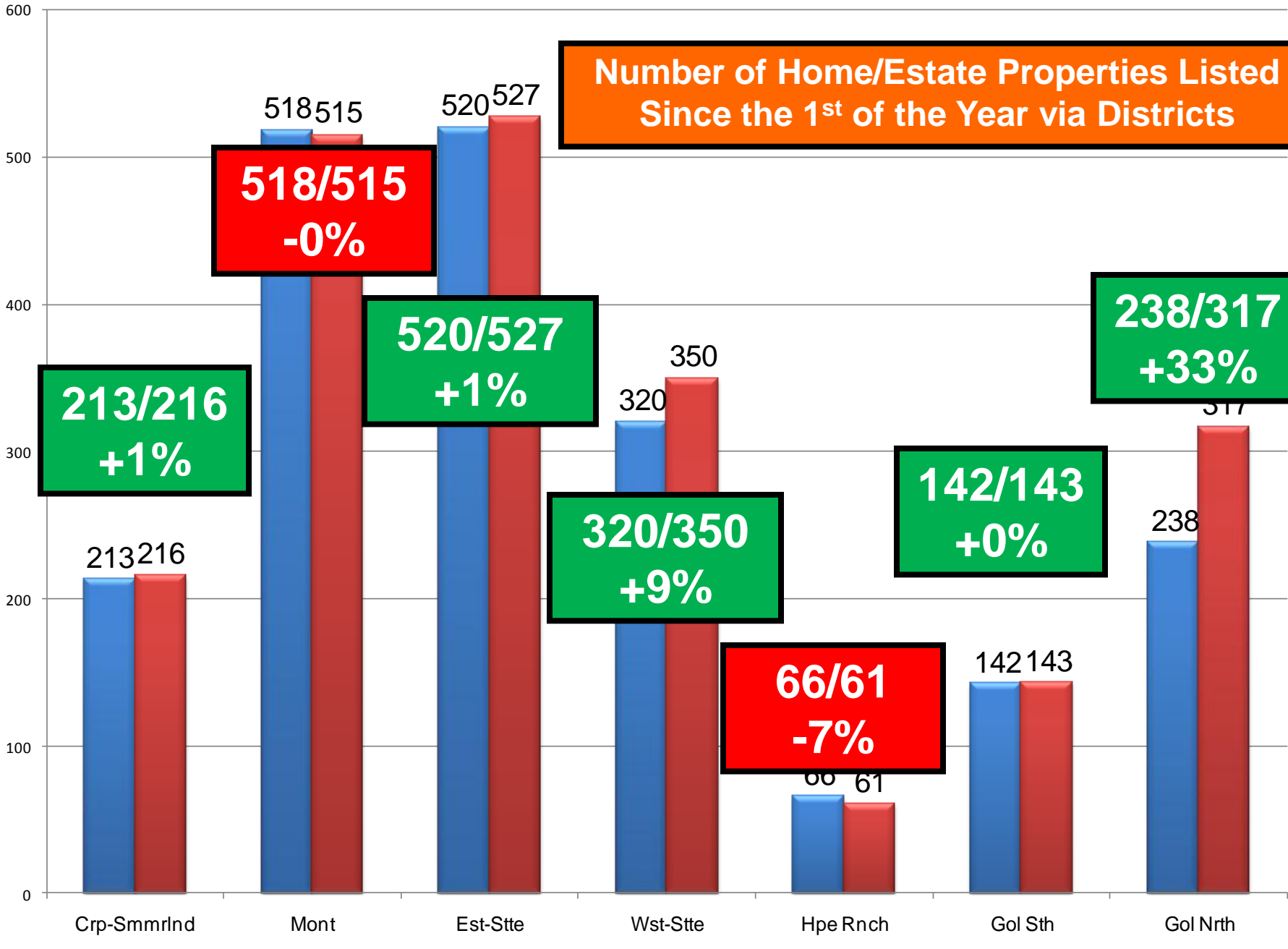
**Sept. '09 to Sept. '10
Month by Month
for Home Estate/PUDs
Districts 05-35**



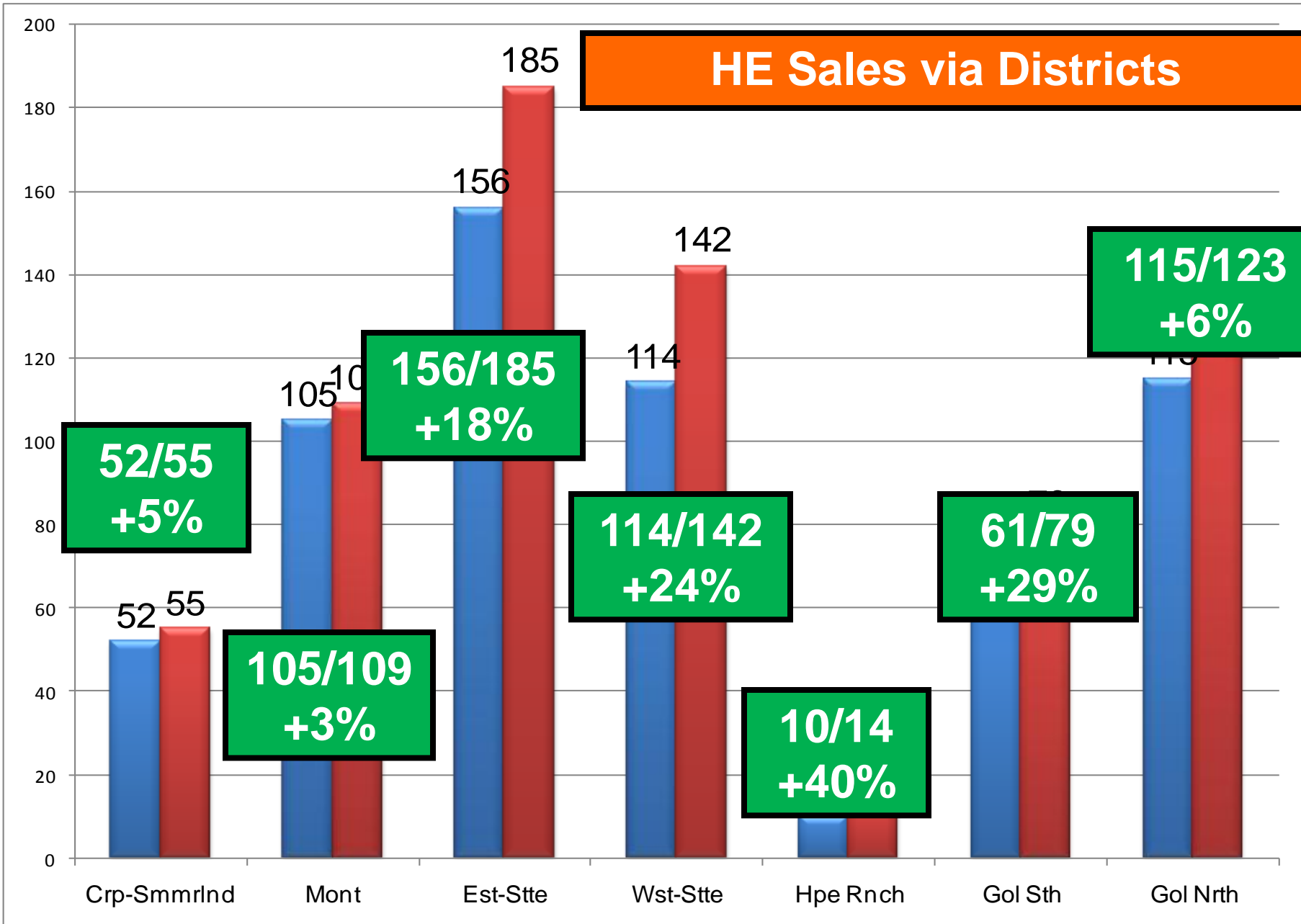


HE/PU District Stats

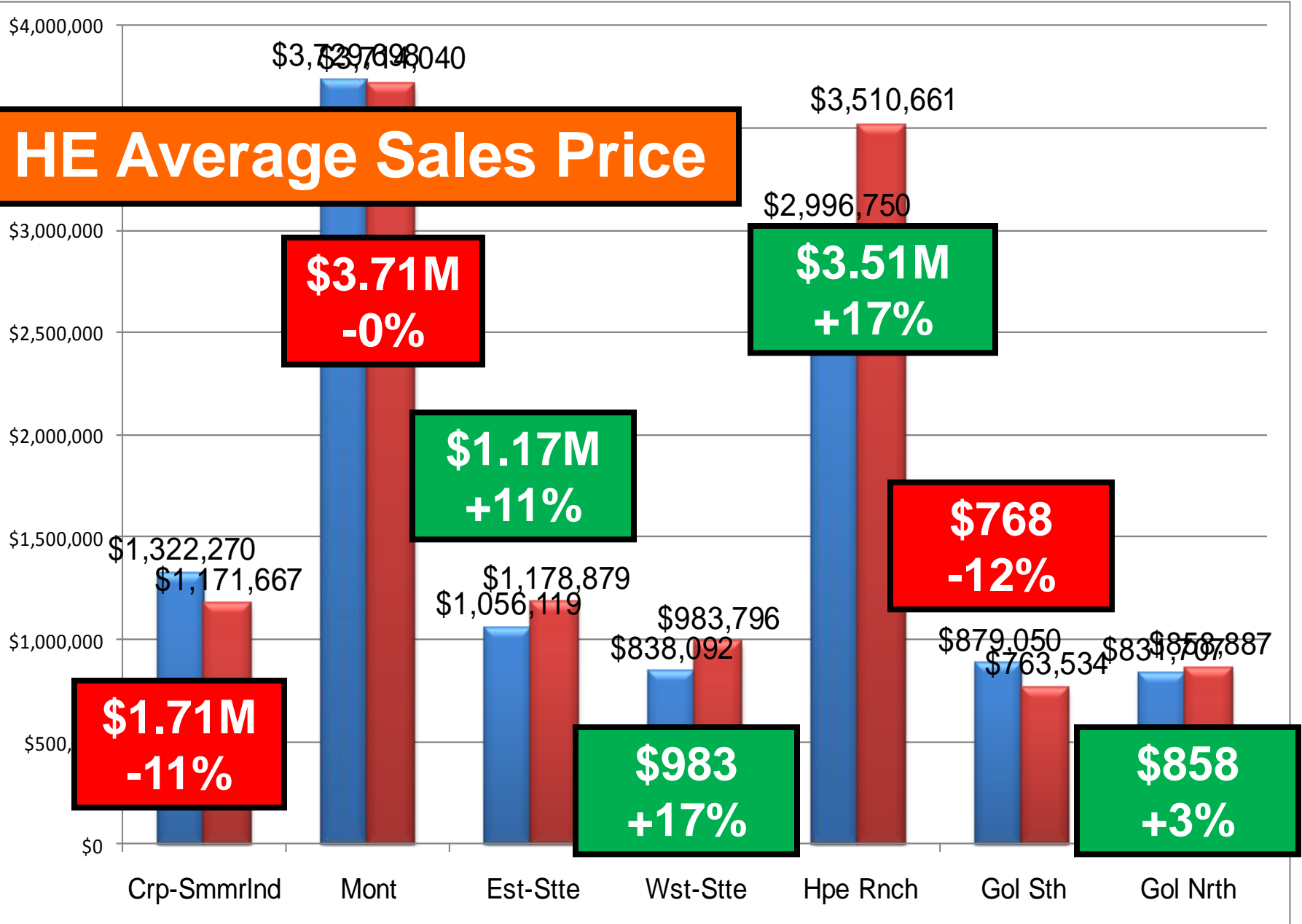
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

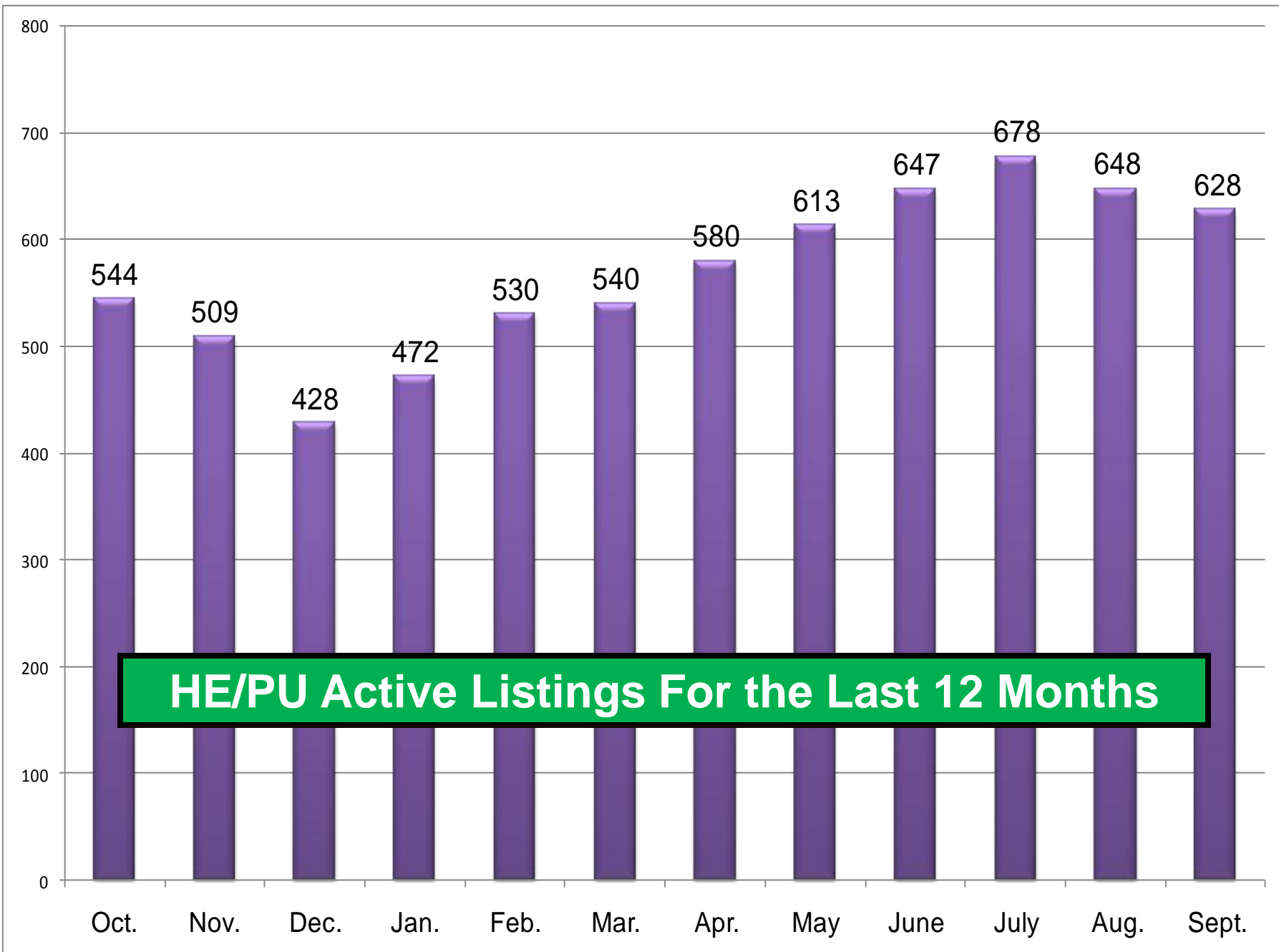


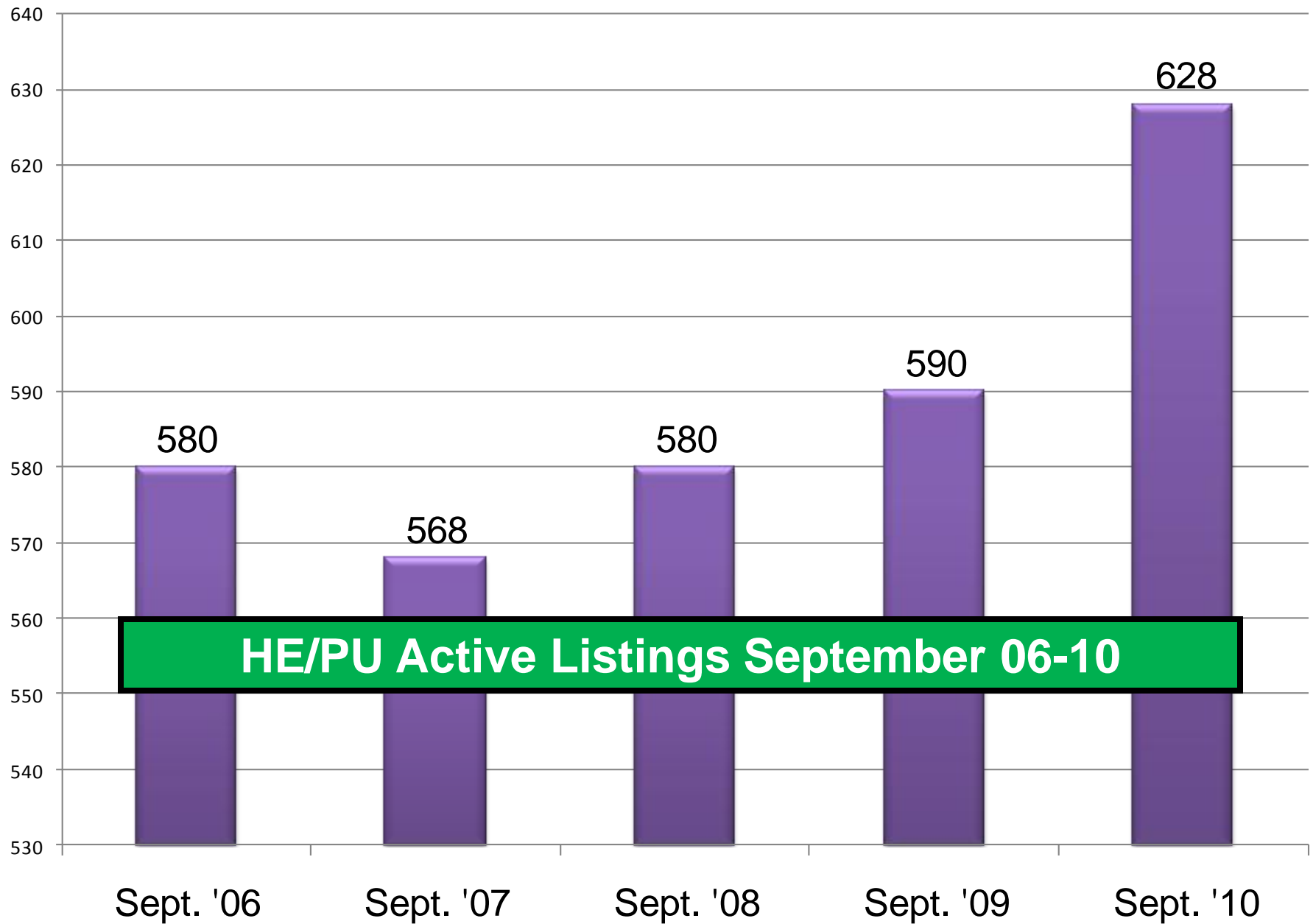
HE Sales via Districts



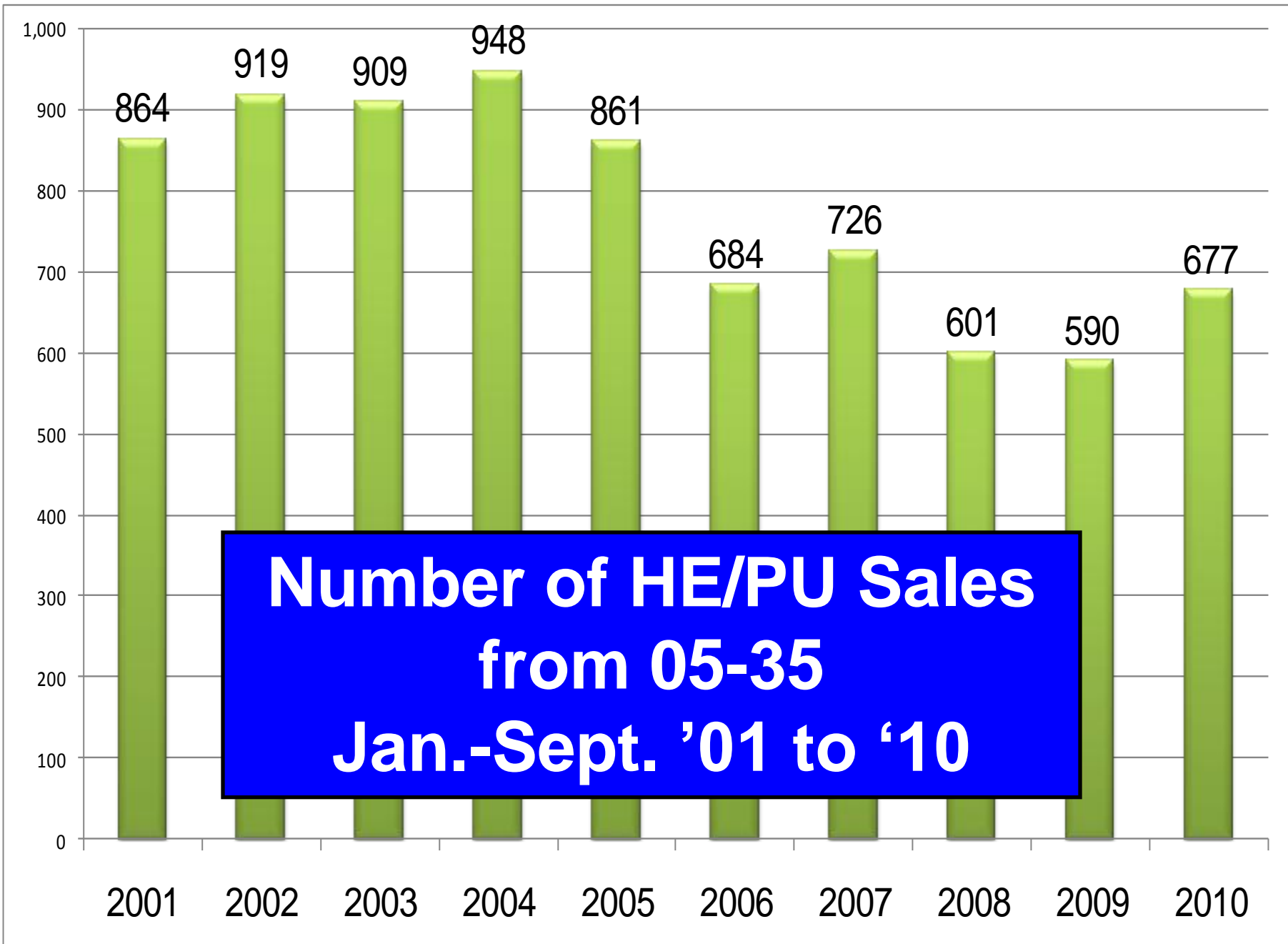
HE Average Sales Price

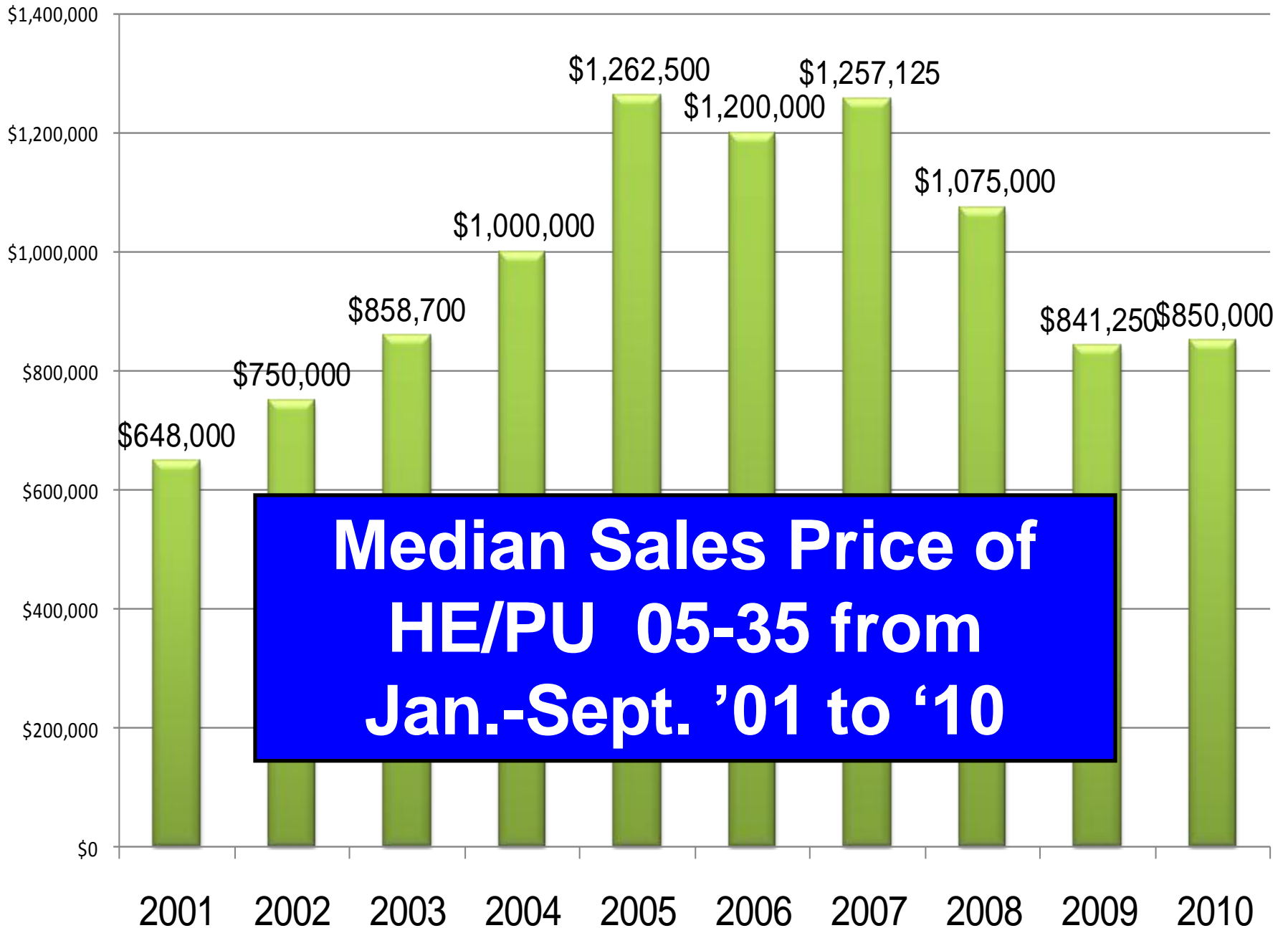






**Perspective
for Home Estates
2001-2010**





September 1-September 30

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	23	\$12,404,014	\$475,000	\$539,304	67	\$12,179,388	\$460,000	\$529,538	98.19	92.60
List/Sold	6	\$3,488,000	\$415,000	\$581,333	41	\$3,377,000	\$414,000	\$562,833	96.82	85.13
Co-Broker	17	\$8,916,014	\$490,000	\$524,471	76	\$8,802,388	\$473,888	\$517,787	98.73	95.83
New	49	\$28,297,900	\$439,000	\$577,508	16					
Pending	36	\$19,648,499	\$459,000	\$545,791	77					
Withdrawn	1	\$216,000	\$216,000	\$216,000	5					
Cancelled	9	\$12,026,000	\$749,000	\$1,336,222	189					
Expired	23	\$17,772,000	\$517,500	\$772,695	327					
Back On Market	8	\$7,451,000	\$599,000	\$931,375	153					
Extended	39	\$26,028,500	\$475,000	\$667,397	244					
Active In Range	191	\$145,180,786	\$575,000	\$760,108	135					
Current Active	156	\$120,116,187	\$575,000	\$769,975	137					

CO September '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	23	\$12,404,014	\$475,000	\$539,304	67	\$12,179,388	\$460,000	\$529,538	98.19	92.60
Pending	36	\$19,648,499	\$459,000	\$545,791	77					

September '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	33	\$19,360,250	\$499,000	\$586,674	89	\$18,325,200	\$505,000	\$555,309	94.65	88.21
Pending	36	\$20,176,100	\$489,000	\$560,447	84					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$250,000-\$299,999	1	150
\$300,000-\$349,999	2	19
\$350,000-\$399,999	6	69
\$400,000-\$449,999	1	36
\$450,000-\$499,999	7	81
\$550,000-\$599,999	2	97
\$800,000-\$849,999	1	15
\$850,000-\$899,999	1	7
\$1,000,000-\$1,099,999	1	16
\$1,400,000-\$1,499,999	1	99

The average price for the 23 properties is \$529,538.

The highest price is \$1,410,000.

213 Bath St

The median price is \$460,000.

The lowest price is \$267,500.

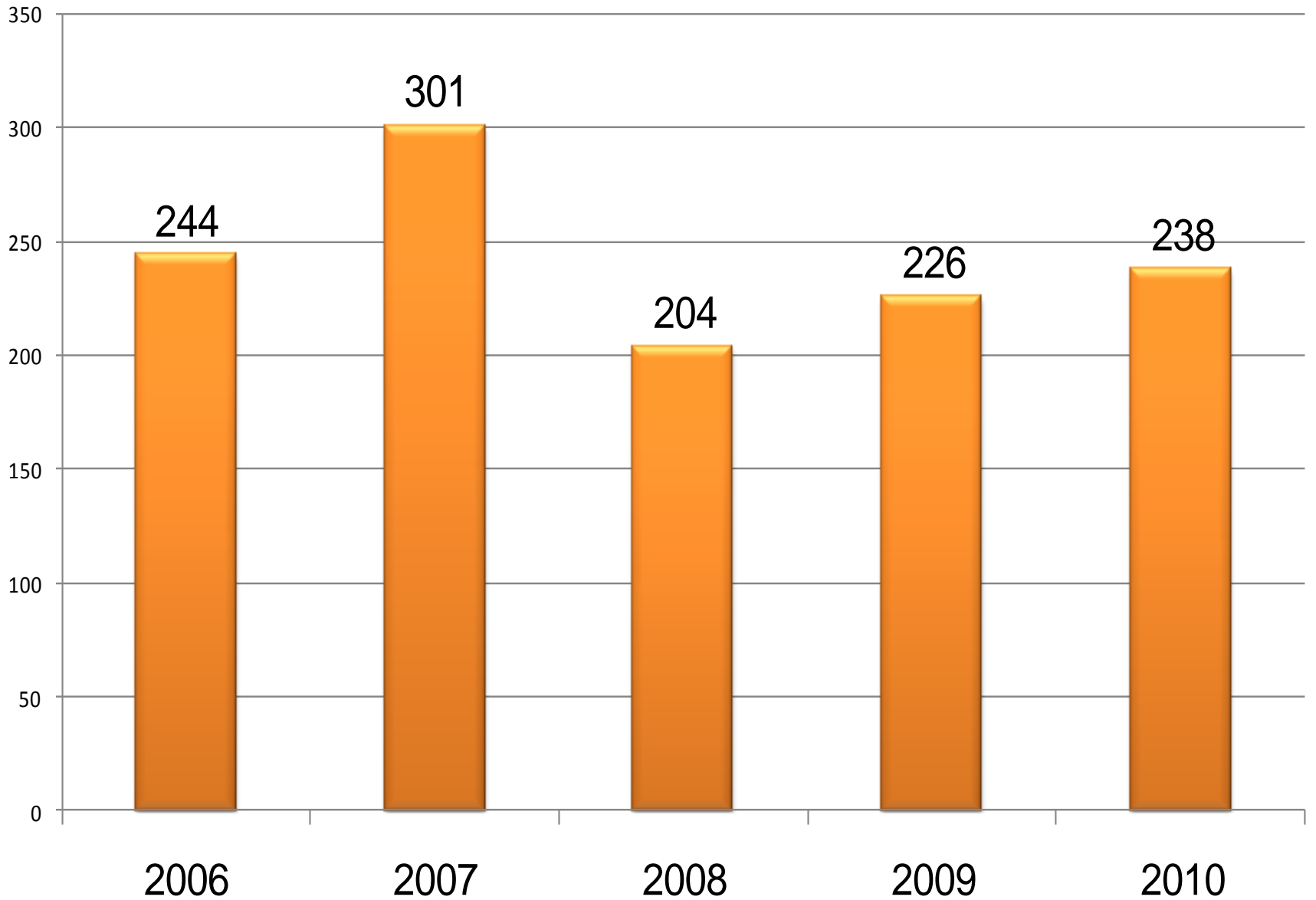
1210 Franciscan Ct #4

The average Market Time is 67.

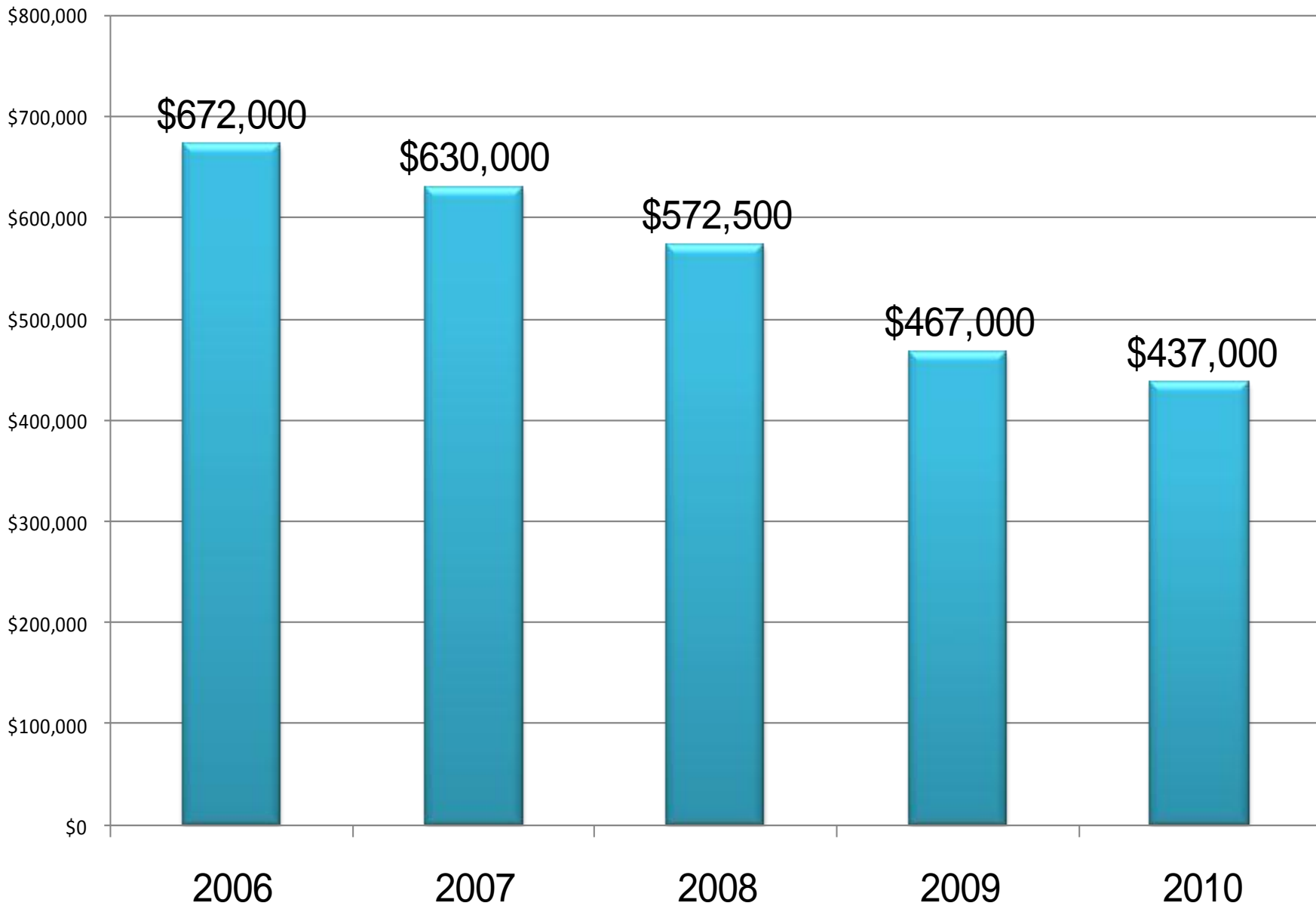
Condo Statistics

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

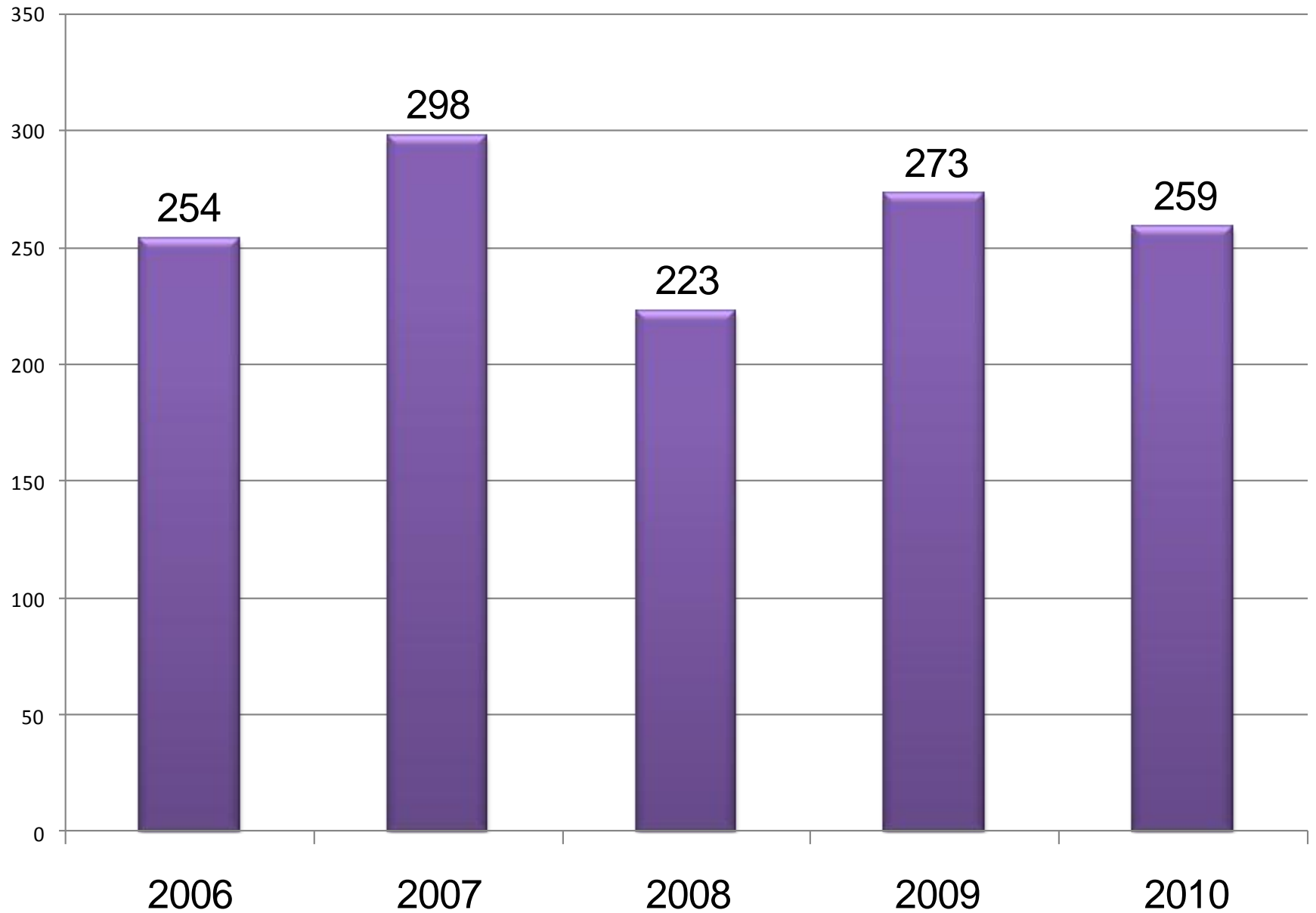
CO Sales Jan-Sept. 2006-2010



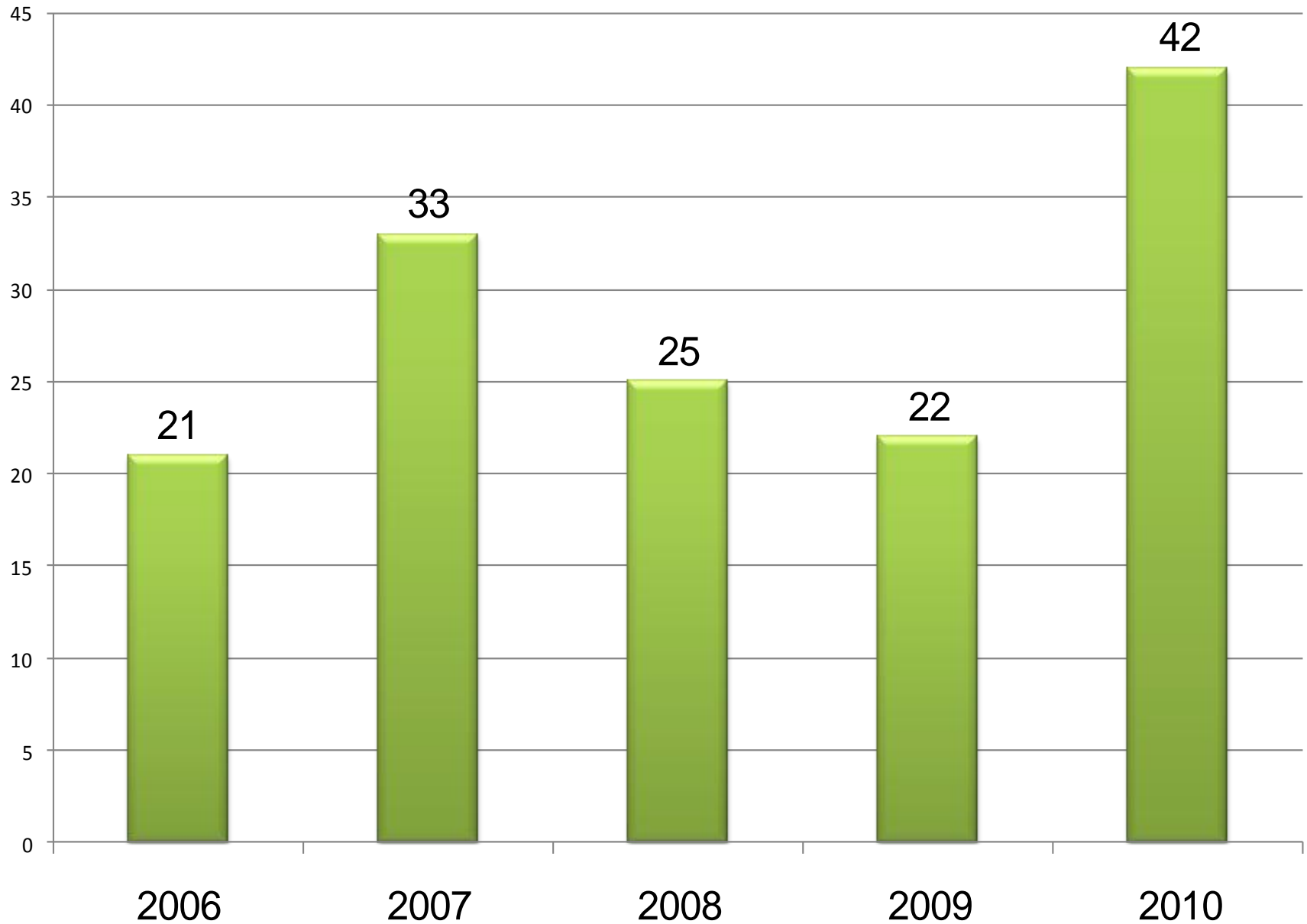
CO Median Sales Price Jan-Sept. 2006-2010



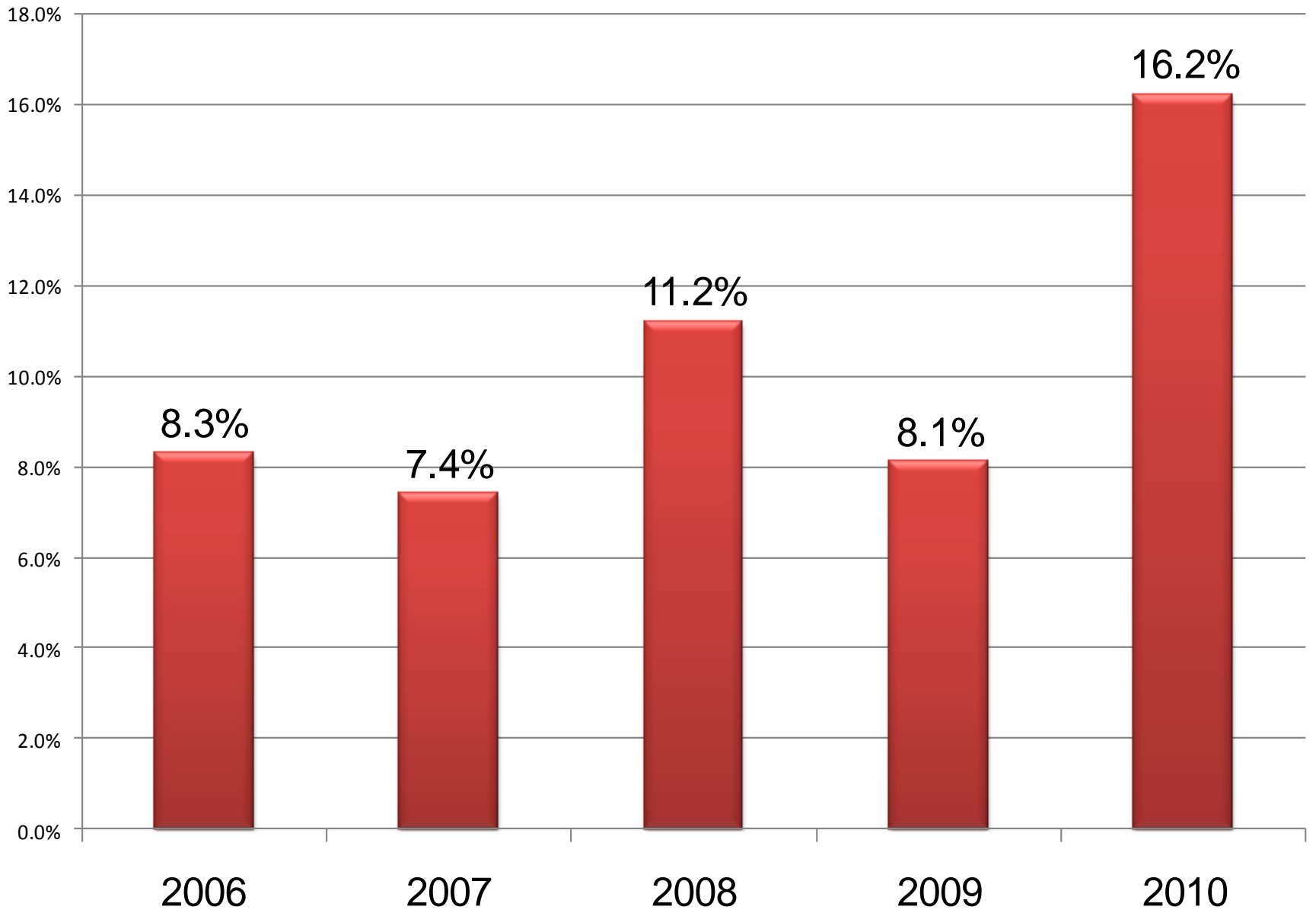
CO Pending Listings Jan-Sept. 2006-2010



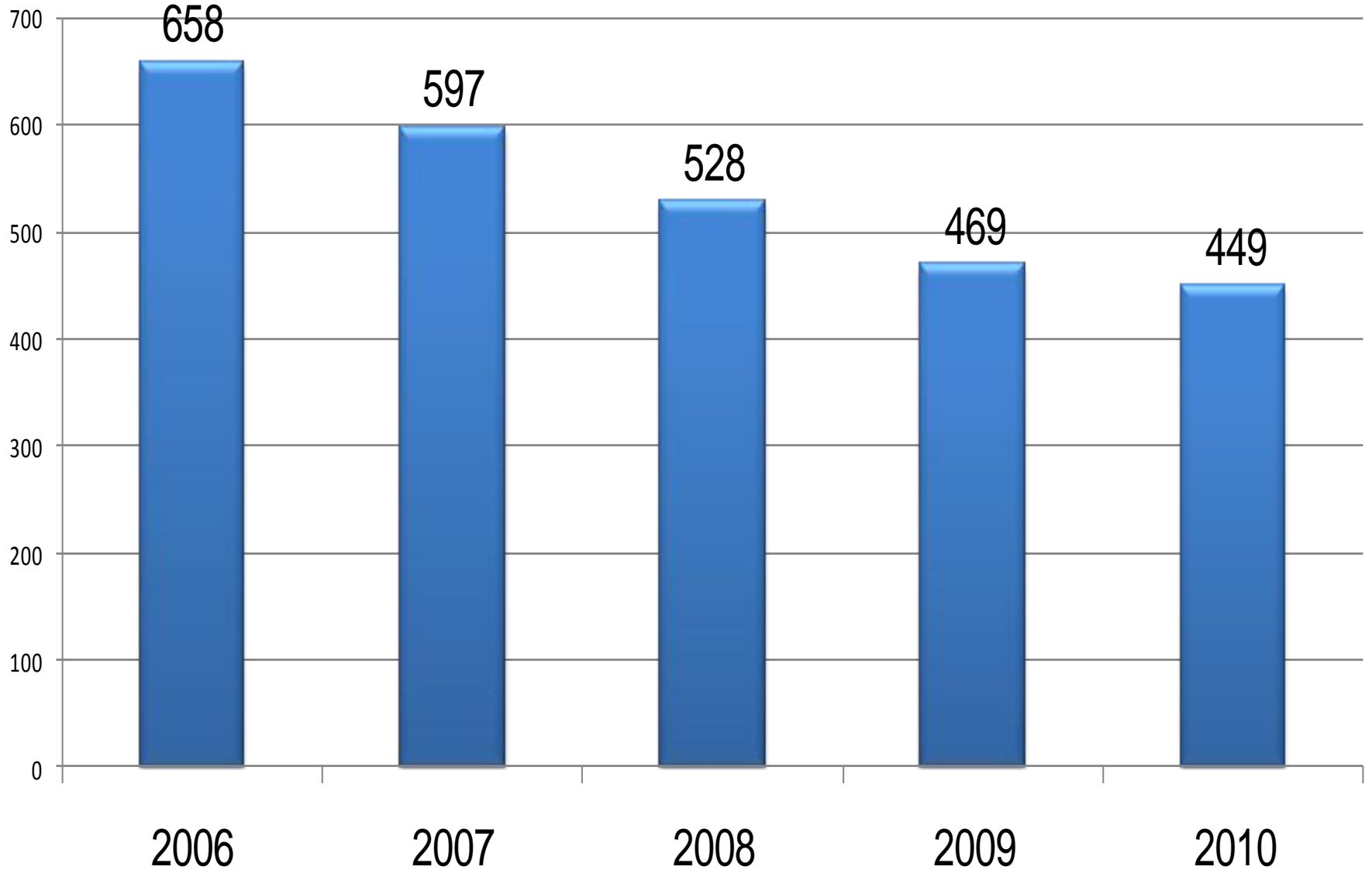
CO Fall Throughs Jan-Sept. 2006-2010



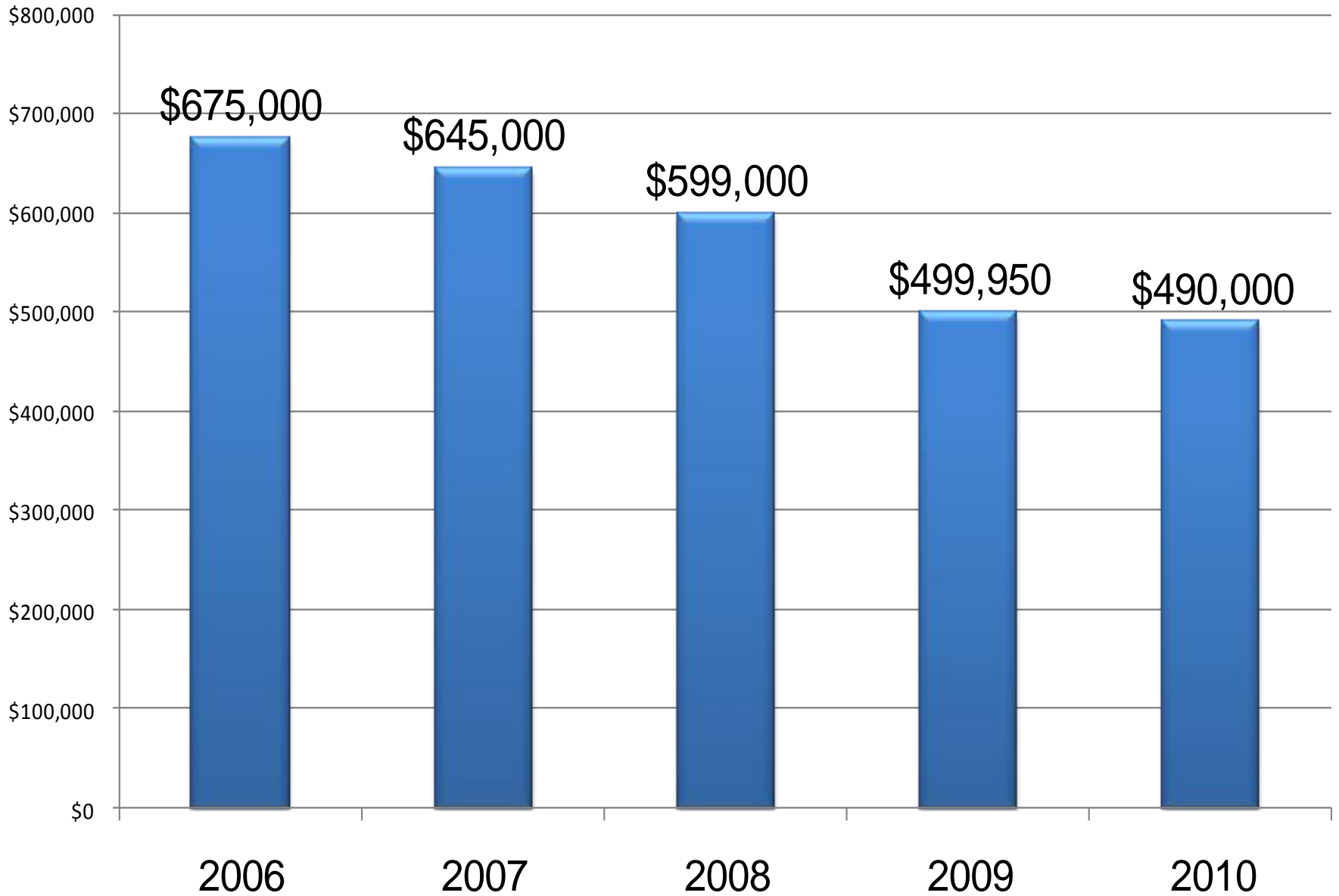
CO Fall Through Percentages Jan-Sept. 2006-2010



CO New Listings Jan-Sept. 2006-2010



CO Median List Price Jan-Sept. 2006-2010



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

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

- Total Active Listings

'09 667, '10 608, **DOWN** -8.8%

- New Listings

'09 469, '10 449, **DOWN** -4.3%

- New Listings Median List Price

'09 \$499,950, '10 \$490,000, **DOWN** -2.0%

- Properties that went into Escrow

'09 273, '10 259, **DOWN** -5.1%

Sold CO '09 vs. '10 Jan-Sept

- Number of Sold Properties

'09 226, '10 238 **UP** +5.3%

- Median Sales Prices

'09 \$467,000 '10 \$437,000 **DOWN** -6.4%

- Median Sales Prices w/o Montecito

'09 \$460,500 , '10 \$429,500 **DOWN** -6.7%

- Average Sold Price

'09 \$520,887, '10 \$522,600 **UP** +0.3%

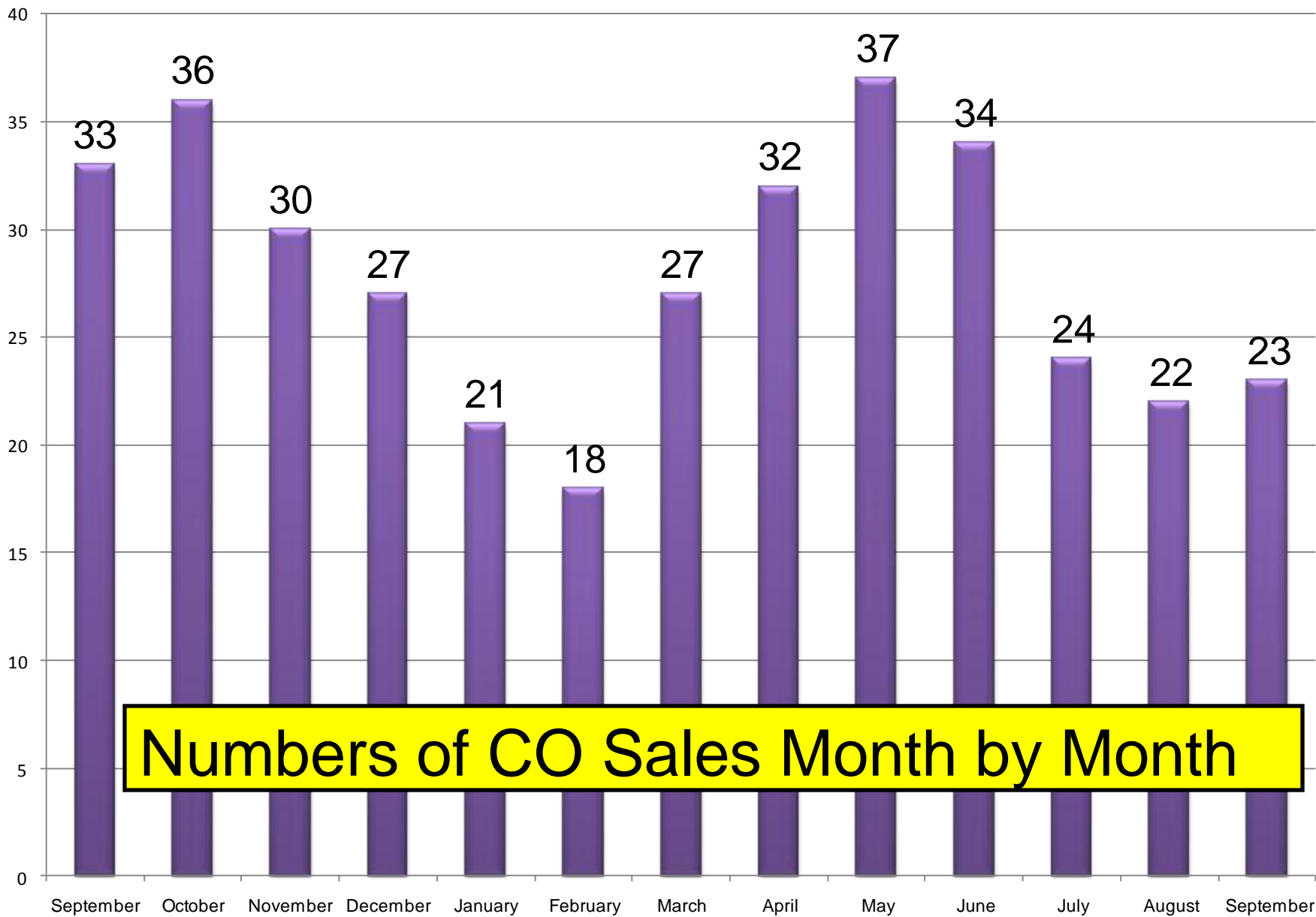
- Average Sold Price w/o Montecito

'09 \$514,646 , '10 \$481,463 **DOWN** -6.4%

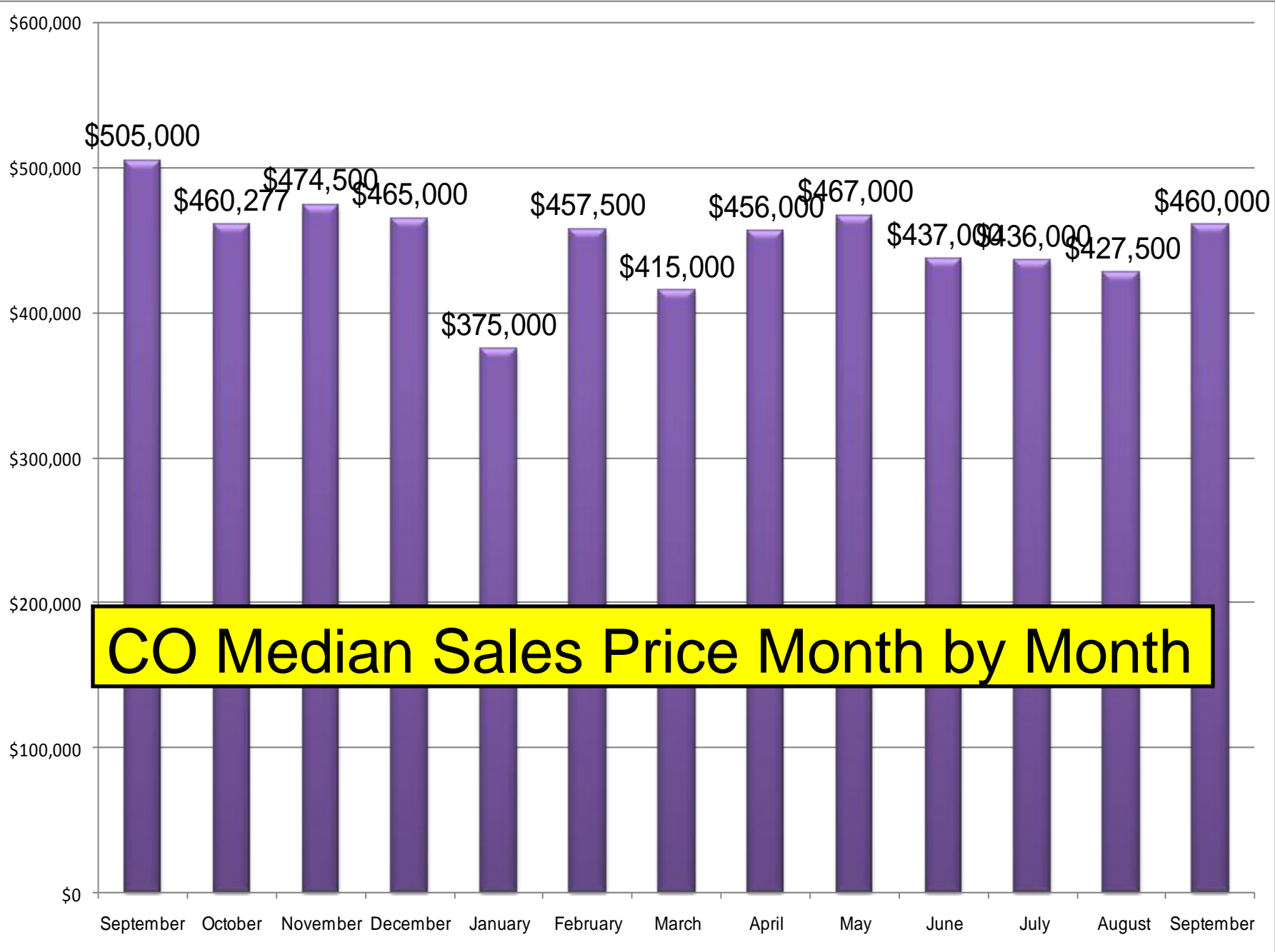
- Sold Volume

'09 \$117,720,563, '10 \$124,378,910 **UP** +5.7%

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

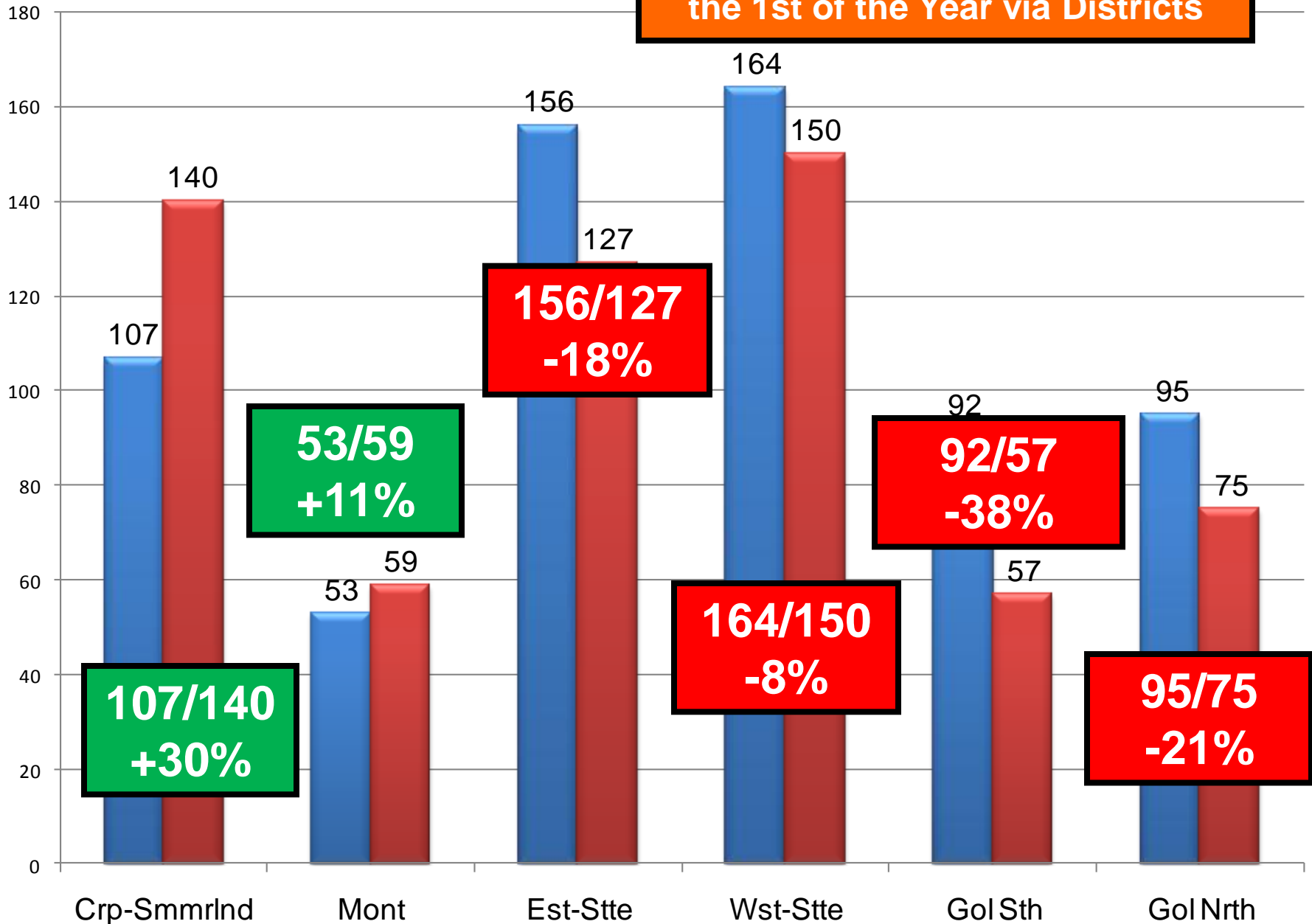


Numbers of CO Sales Month by Month

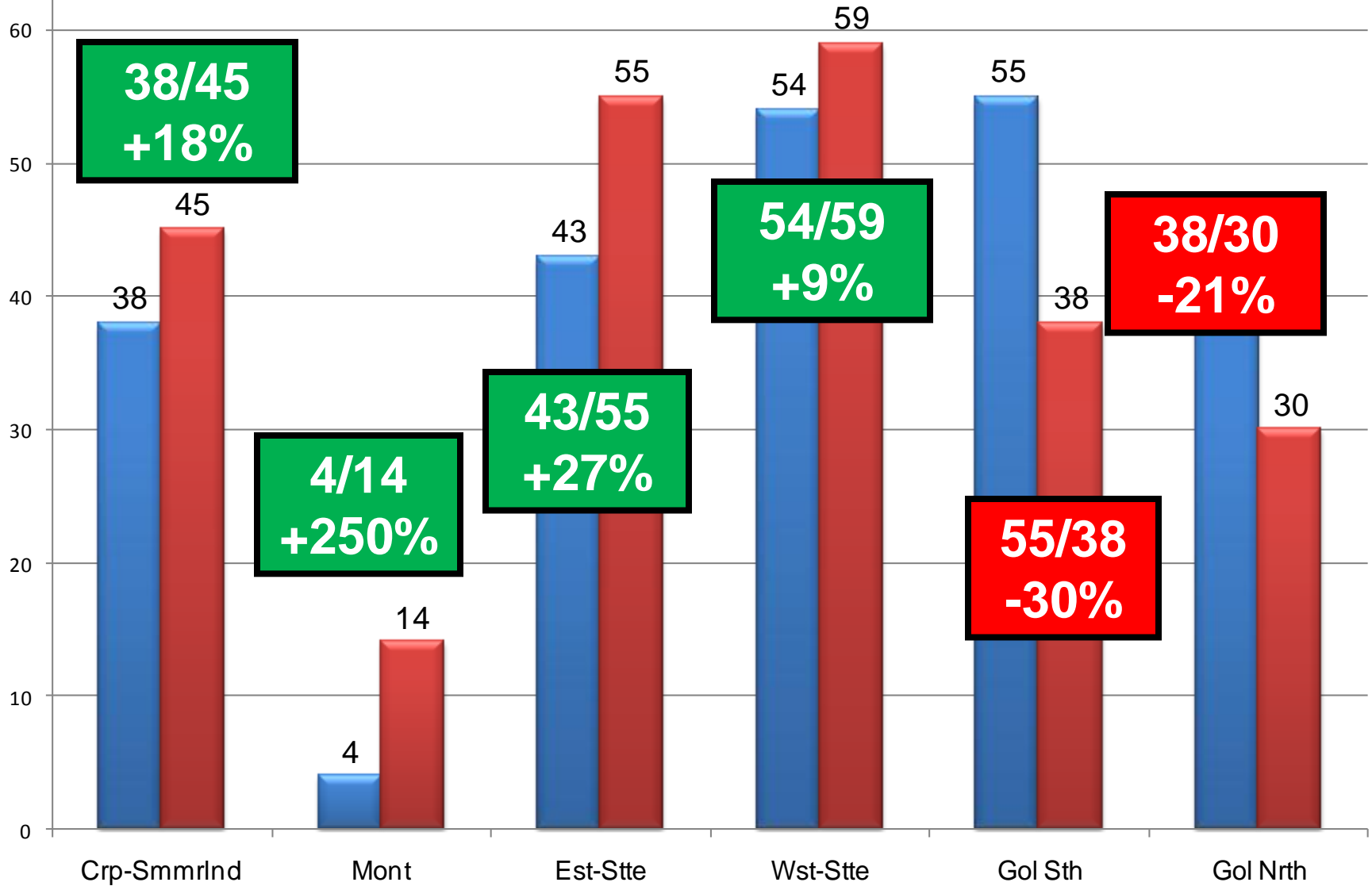


Condo District Stats

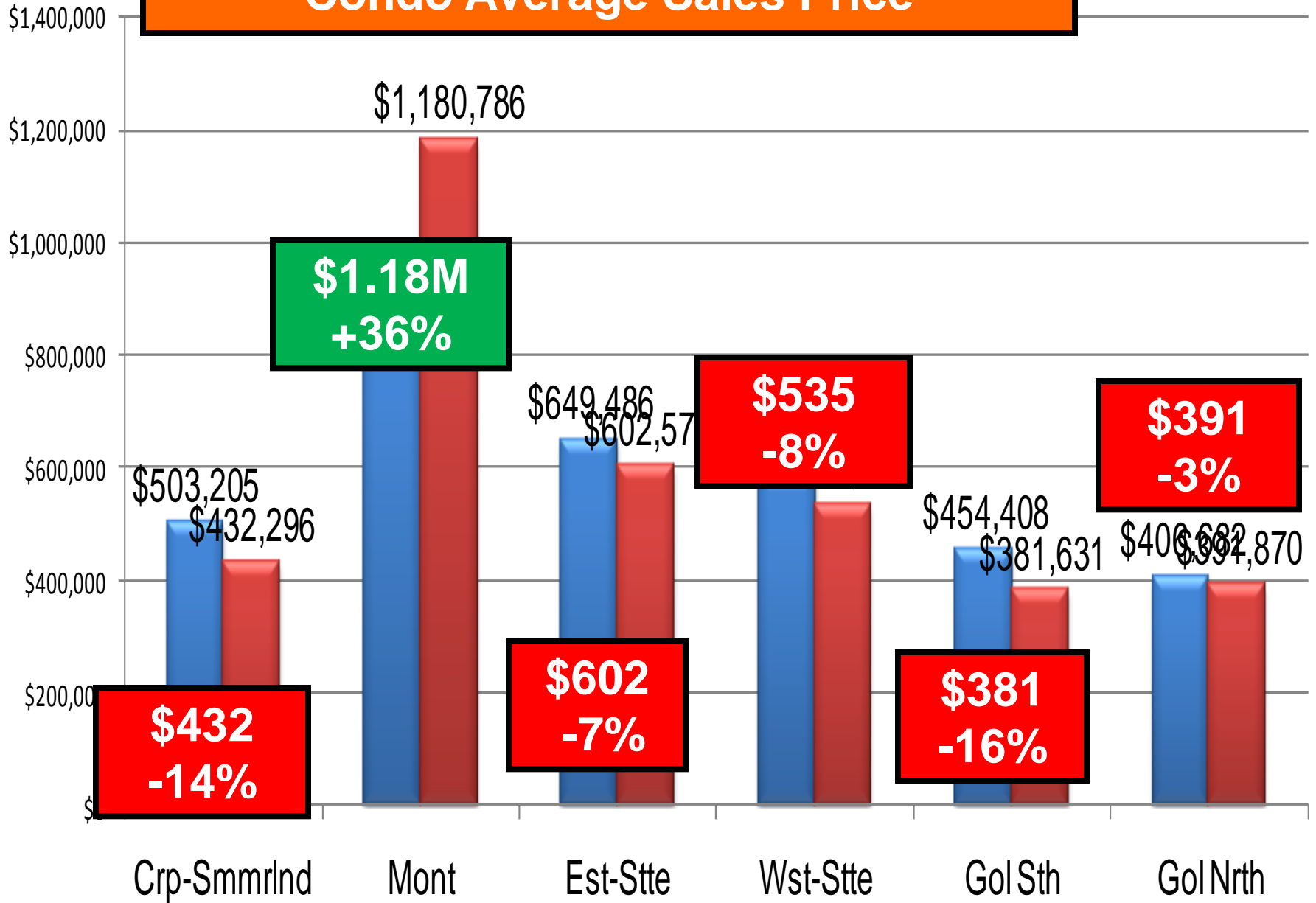
Number of Condos Listed Since the 1st of the Year via Districts

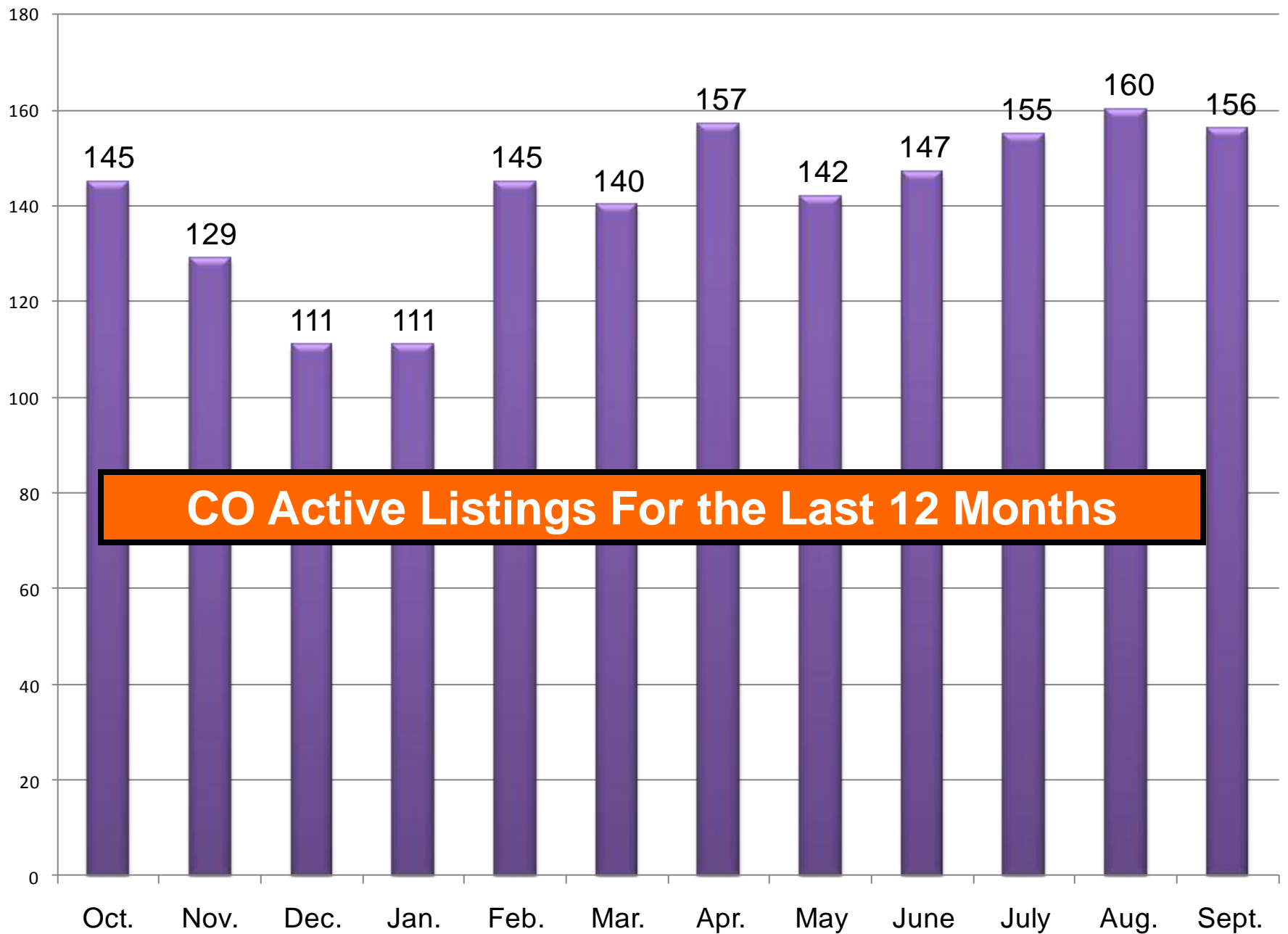


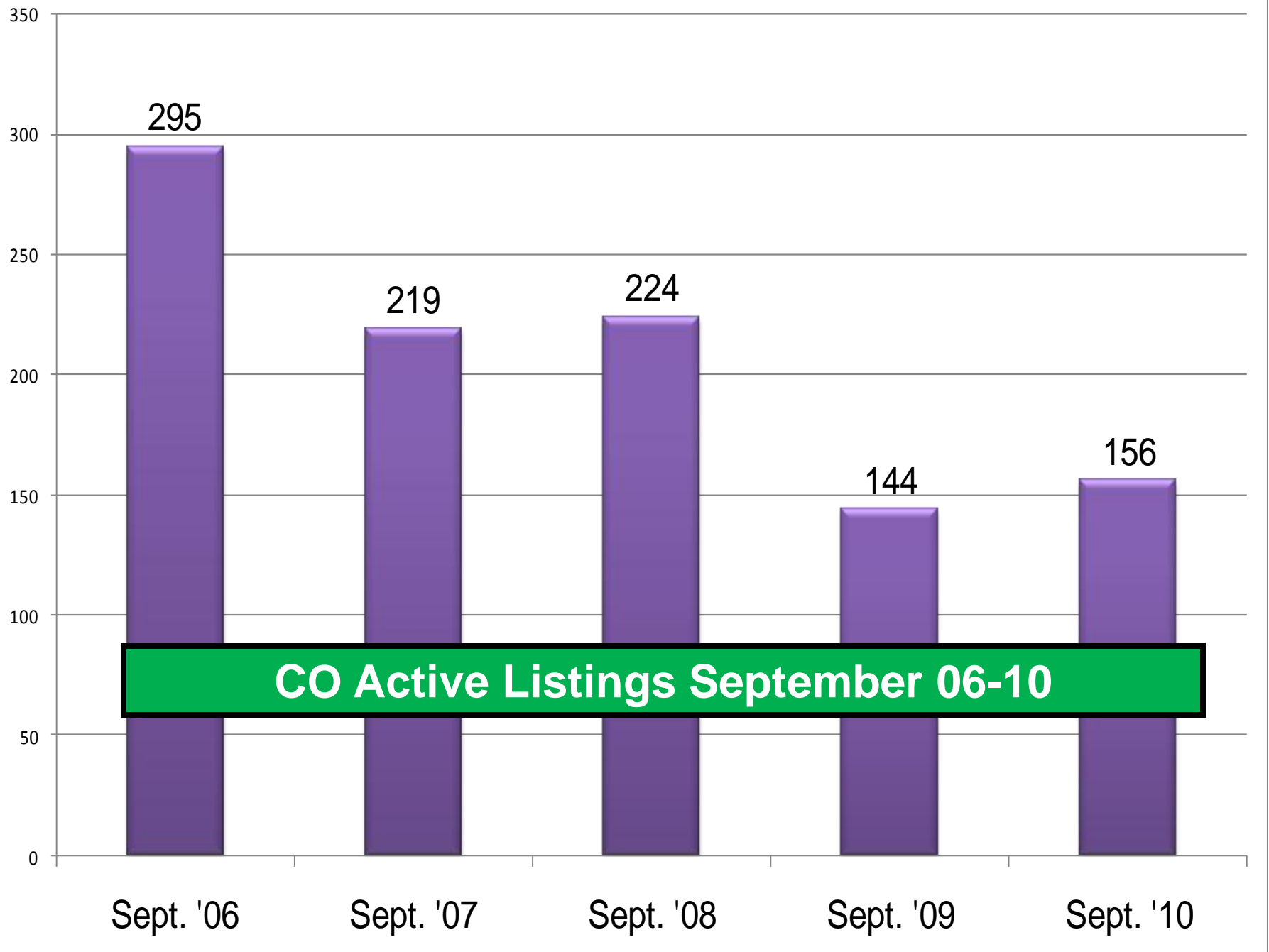
Condo Sales via Districts



Condo Average Sales Price







295

219

224

144

156

CO Active Listings September 06-10

Sept. '06

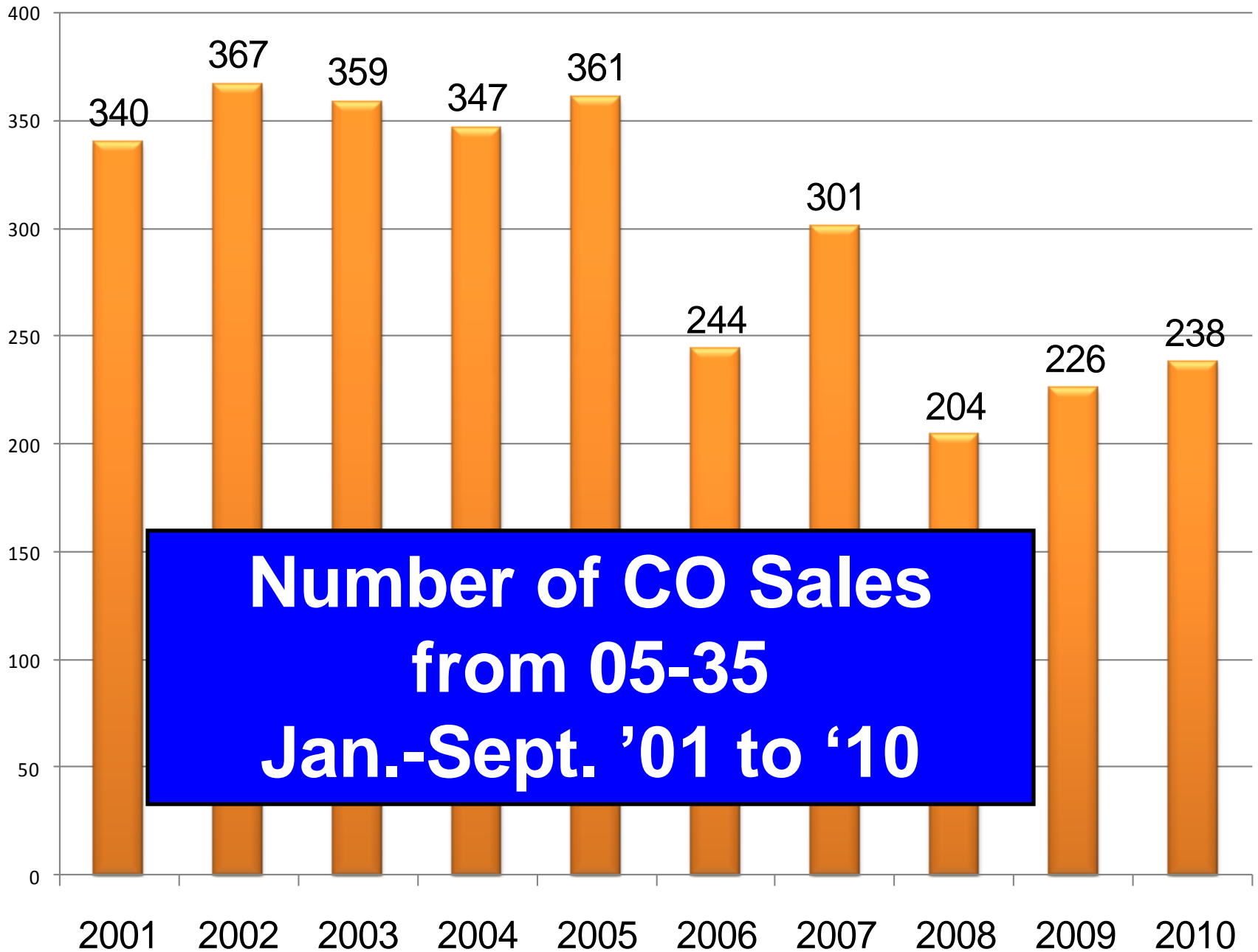
Sept. '07

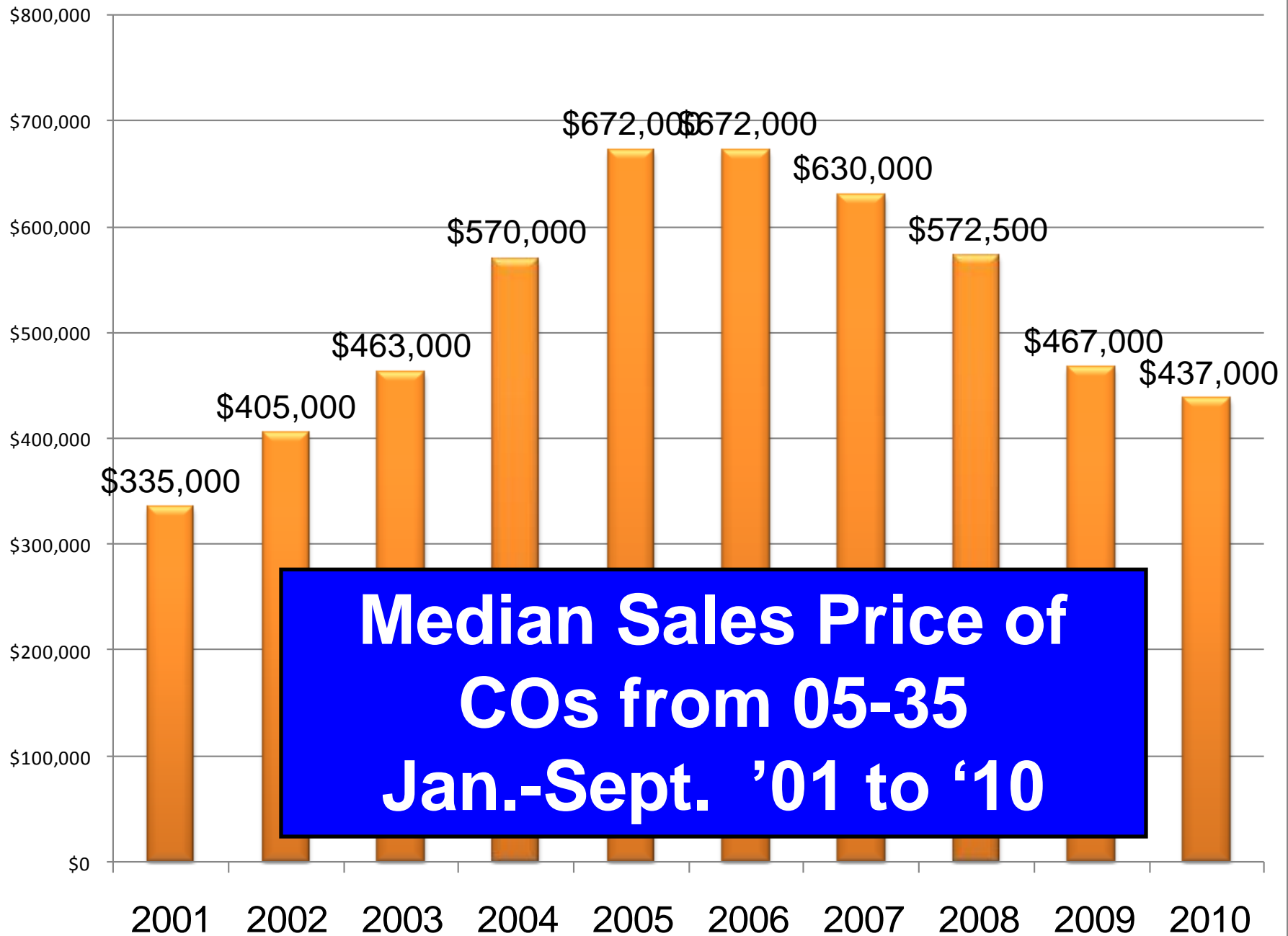
Sept. '08

Sept. '09

Sept. '10

**Perspective
for Condos
2001-2010**





**Compiled from
Santa Barbara Multiple Listing Service
Data
on 10/7/2010**

Statistics Through September '10