

**Compiled from  
Santa Barbara Multiple Listing Service Data  
on 3/6/2015**

**Statistics Through February '15**

# MLS vs CORT for Jan. '15

MLS 93 Sales 69HE/PU – 24 CO

CORT 117 Sales

- 4 Still Pending
- 1 Withdrawn & Closed in MLS
- 1 Cancelled & Closed in MLS
- 15 Not in MLS

**February 1-February 28**

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	56	\$150,836,650	\$1,074,500	\$2,693,511	70	\$138,971,147	\$1,035,000	\$2,481,627	92.13	88.64
List/Sold	14	\$35,156,900	\$1,664,500	\$2,511,207	56	\$33,158,500	\$1,660,000	\$2,368,464	94.32	93.90
Co-Broker	42	\$115,679,750	\$1,074,500	\$2,754,279	75	\$105,812,647	\$1,035,000	\$2,519,348	91.47	87.11
New	138	\$562,888,389	\$1,595,000	\$4,078,901	15					
Pending	122	\$231,285,999	\$1,050,000	\$1,895,786	51					
Temp Off Market	5	\$40,560,000	\$9,500,000	\$8,112,000	112					
Cancelled	14	\$165,712,500	\$1,472,000	\$11,836,607	145					
Expired	22	\$78,866,700	\$1,810,000	\$3,584,850	239					
Back On Market	25	\$33,608,900	\$935,000	\$1,344,356	77					
Extended	27	\$179,899,900	\$1,249,000	\$6,662,959	136					
Active In Range	319	\$1,463,998,850	\$2,250,000	\$4,589,338	101					
Current Active	261	\$1,306,944,250	\$2,595,000	\$5,007,449	115					

## HE/PU February '15

	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	56	\$150,836,650	\$1,074,500	\$2,693,511	70	\$138,971,147	\$1,035,000	\$2,481,627	92.13	88.64
Pending	122	\$231,285,999	\$1,050,000	\$1,895,786	51					

## HE/PU February '14

	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	57	\$92,909,599	\$995,000	\$1,629,992	58	\$88,600,150	\$970,700	\$1,554,388	95.36	88.81
Pending	73	\$161,154,350	\$1,185,000	\$2,207,593	50					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$450,000-\$499,999	1	15
\$500,000-\$549,999	1	43
\$600,000-\$649,999	6	57
\$650,000-\$699,999	2	37
\$700,000-\$749,999	3	43
\$750,000-\$799,999	3	55
\$800,000-\$849,999	2	114
\$850,000-\$899,999	4	35
\$900,000-\$949,999	2	40
\$950,000-\$999,999	3	13

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	2	99
\$1,100,000-\$1,199,999	2	55
\$1,200,000-\$1,299,999	2	9
\$1,300,000-\$1,399,999	2	7
\$1,400,000-\$1,499,999	1	1
\$1,500,000-\$1,599,999	1	9
\$1,600,000-\$1,699,999	1	10
\$1,500,000-\$1,599,999	1	9
\$1,600,000-\$1,699,999	1	10
\$2,000,000-\$2,249,999	1	14
\$2,250,000-\$2,499,999	3	84
\$2,500,000-\$2,749,999	4	29
\$2,750,000-\$2,999,999	2	69
\$5,000,000+	8	226

The average price for the 56 properties is \$2,481,627.

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

730 Picacho

The median price is \$1,000,000.

The lowest price is \$485,000.

329 Canon Perdido

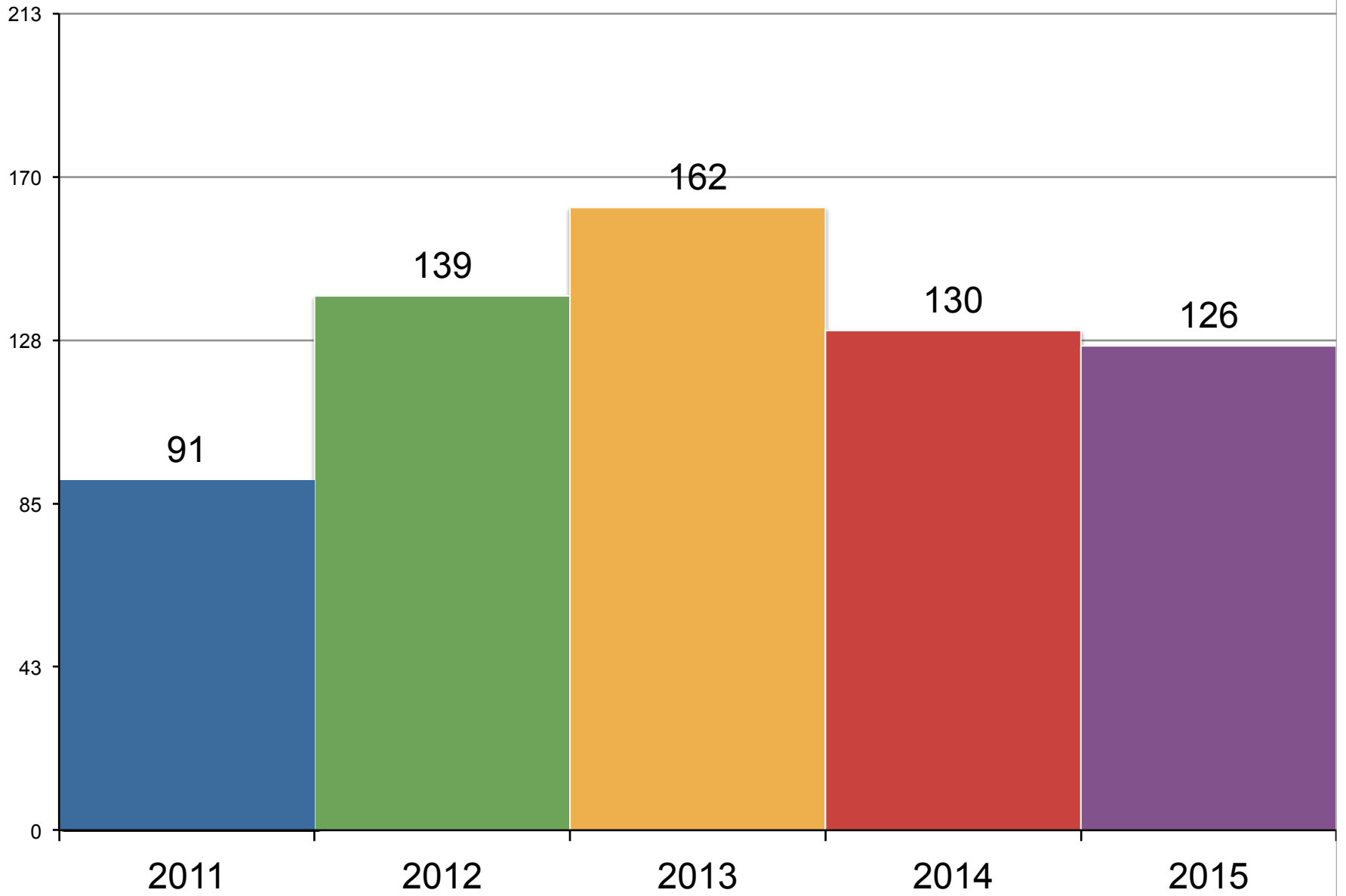
The average Market Time is 70.



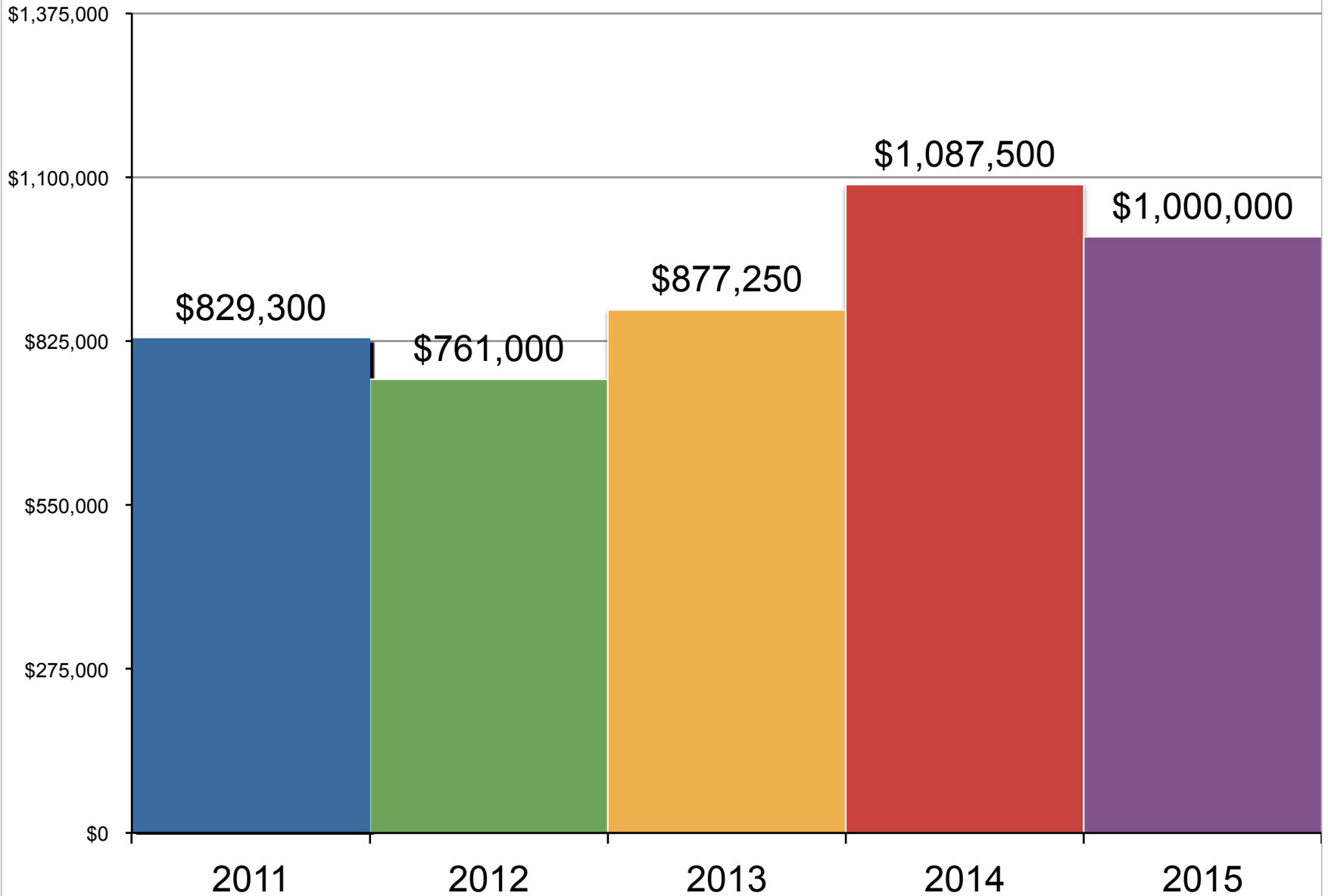
# Home Estate/PUD

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

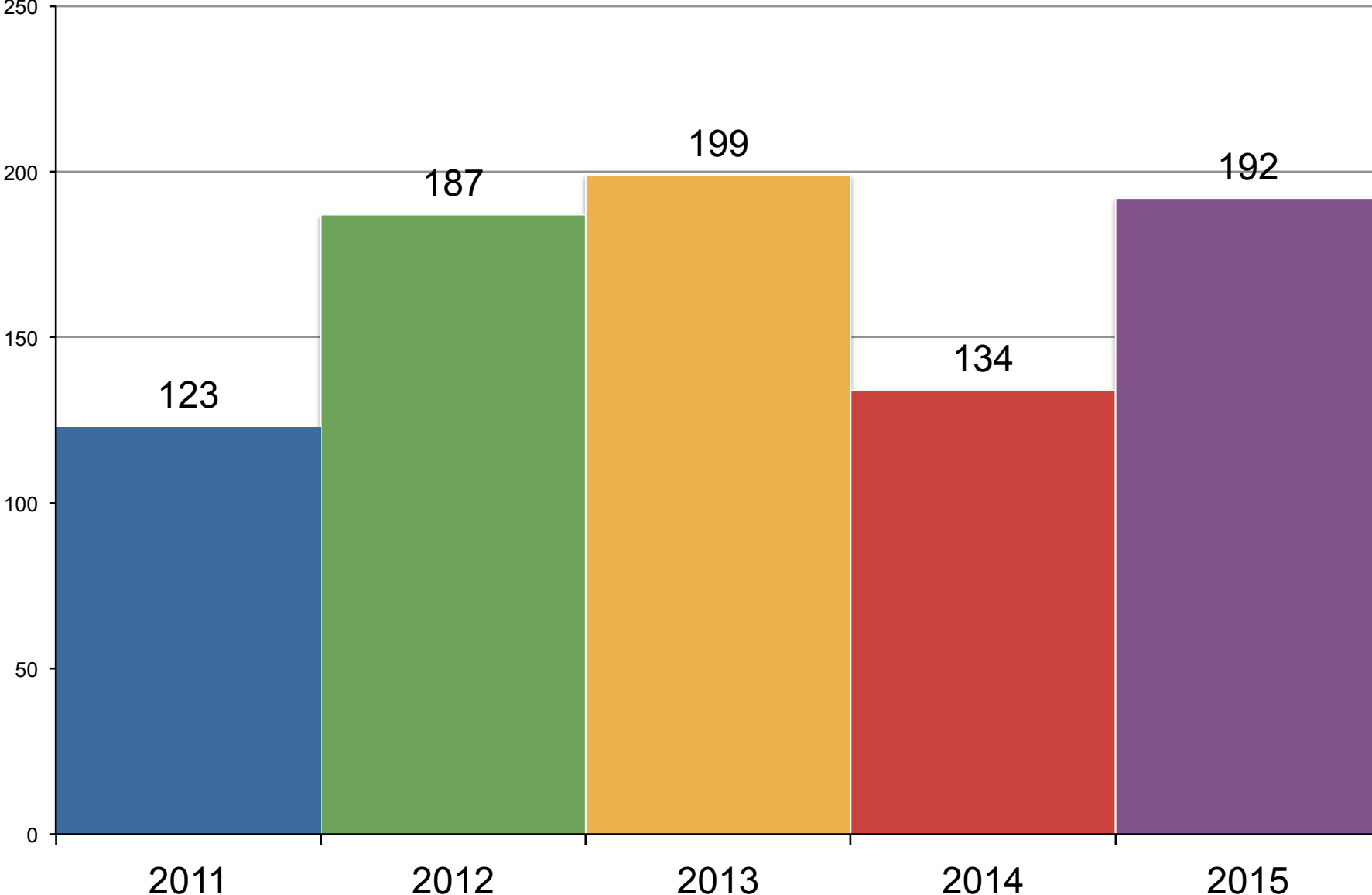
# HE/PU Sales Jan-Feb 2011-2015



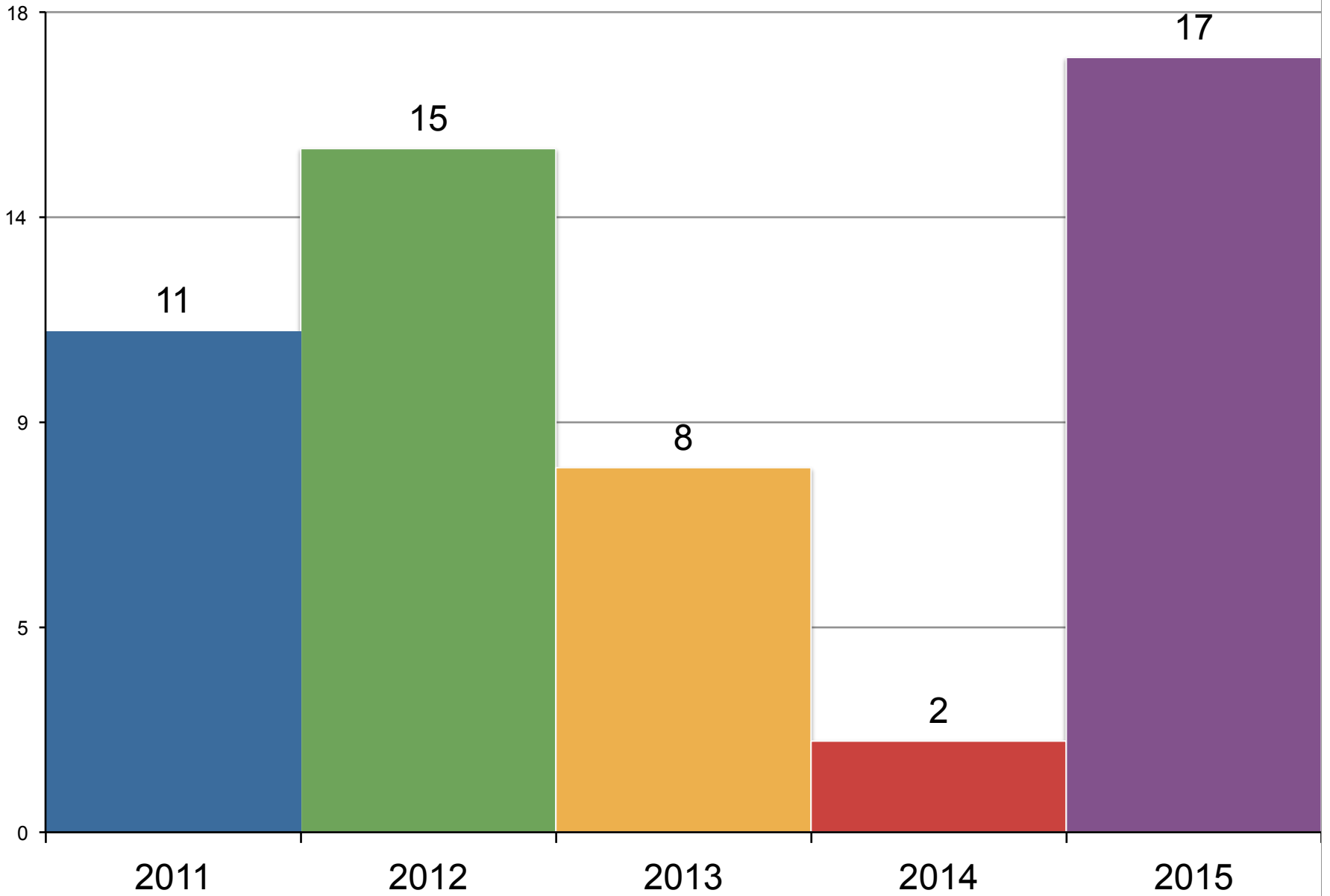
## HE/PU Median Sales Price Jan-Feb 2011-2015



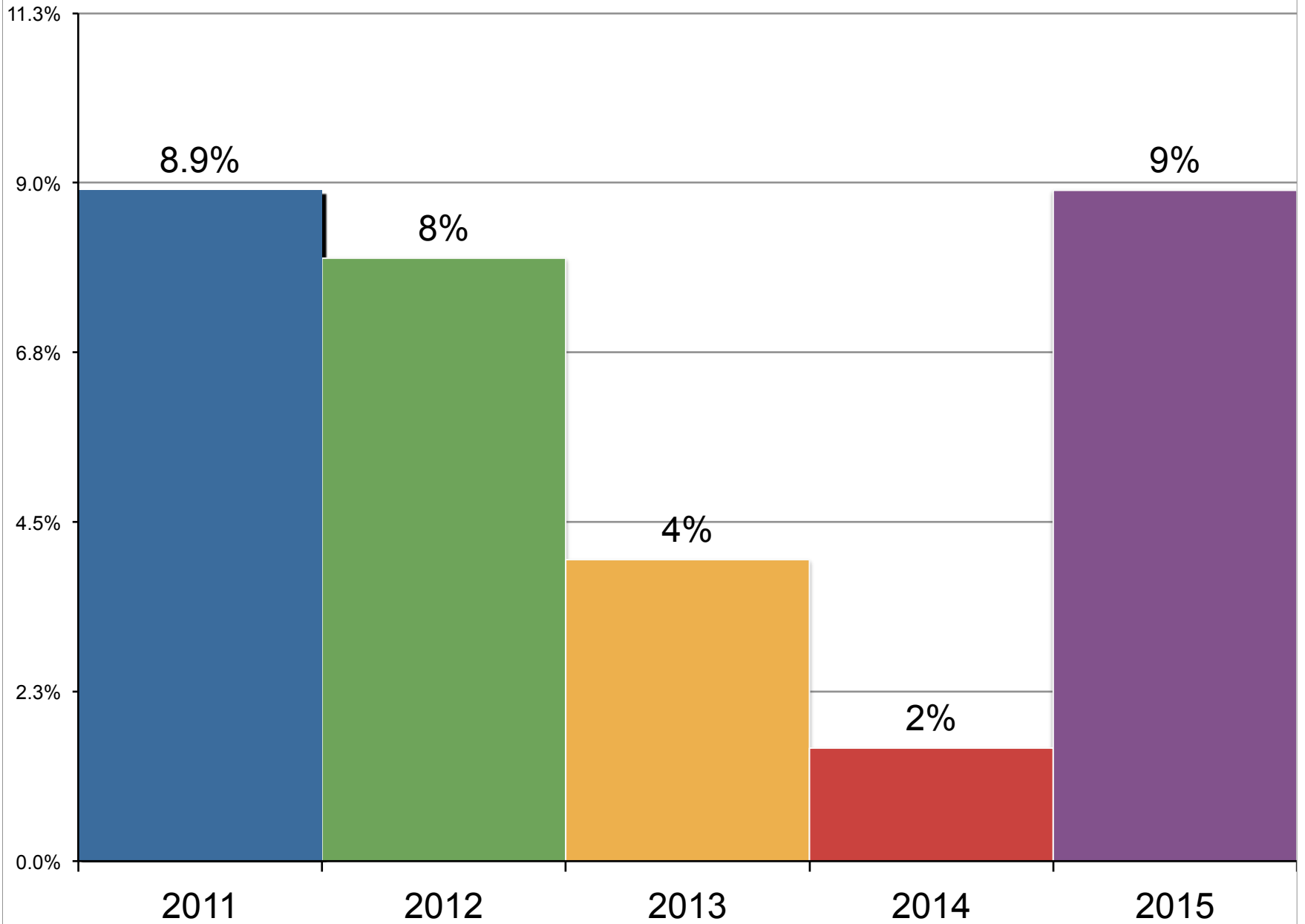
# HE/PU Pending Listings Jan-Feb 2011-2015



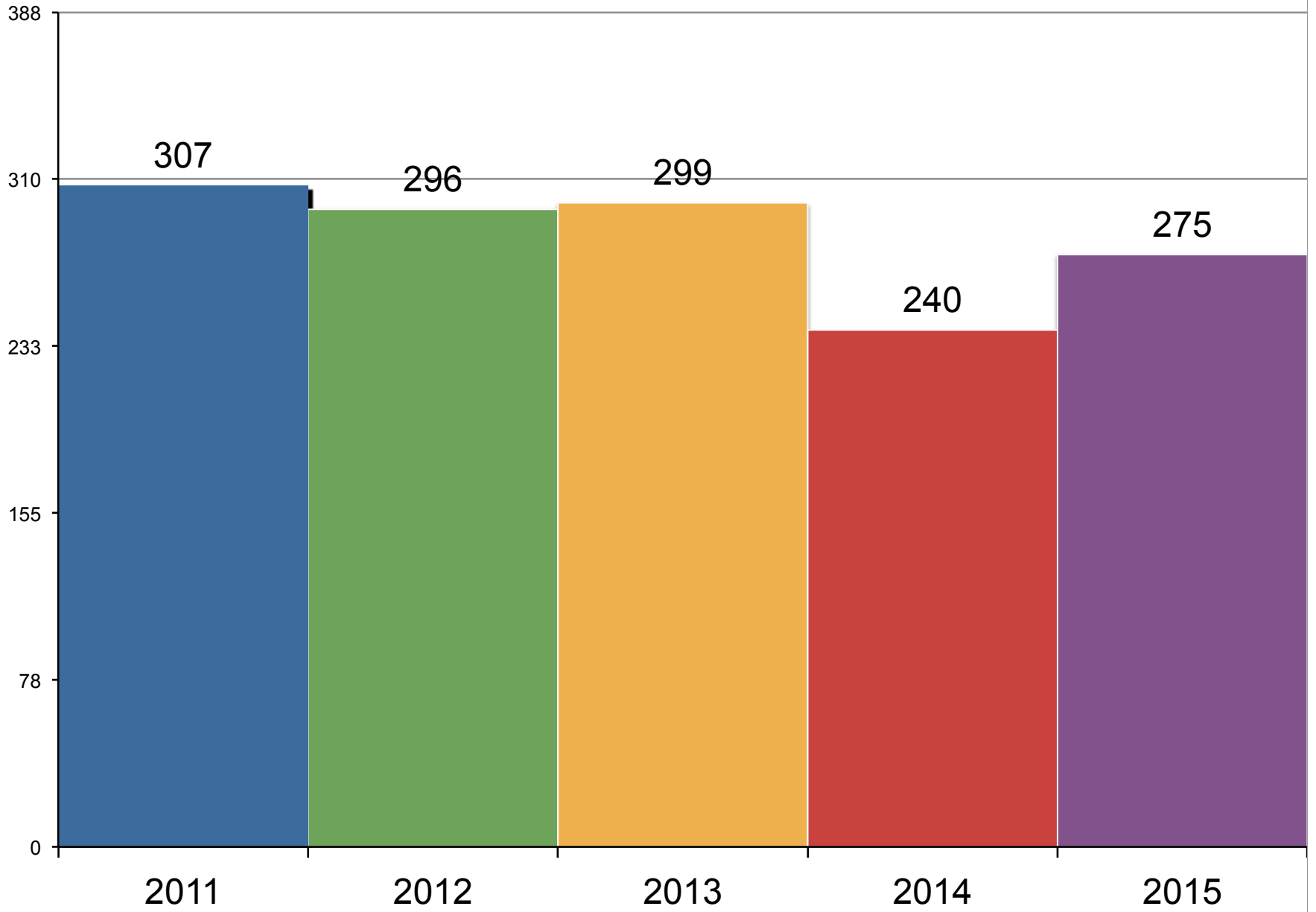
# HE/PU Fall Throughs Jan-Feb 2011-2015



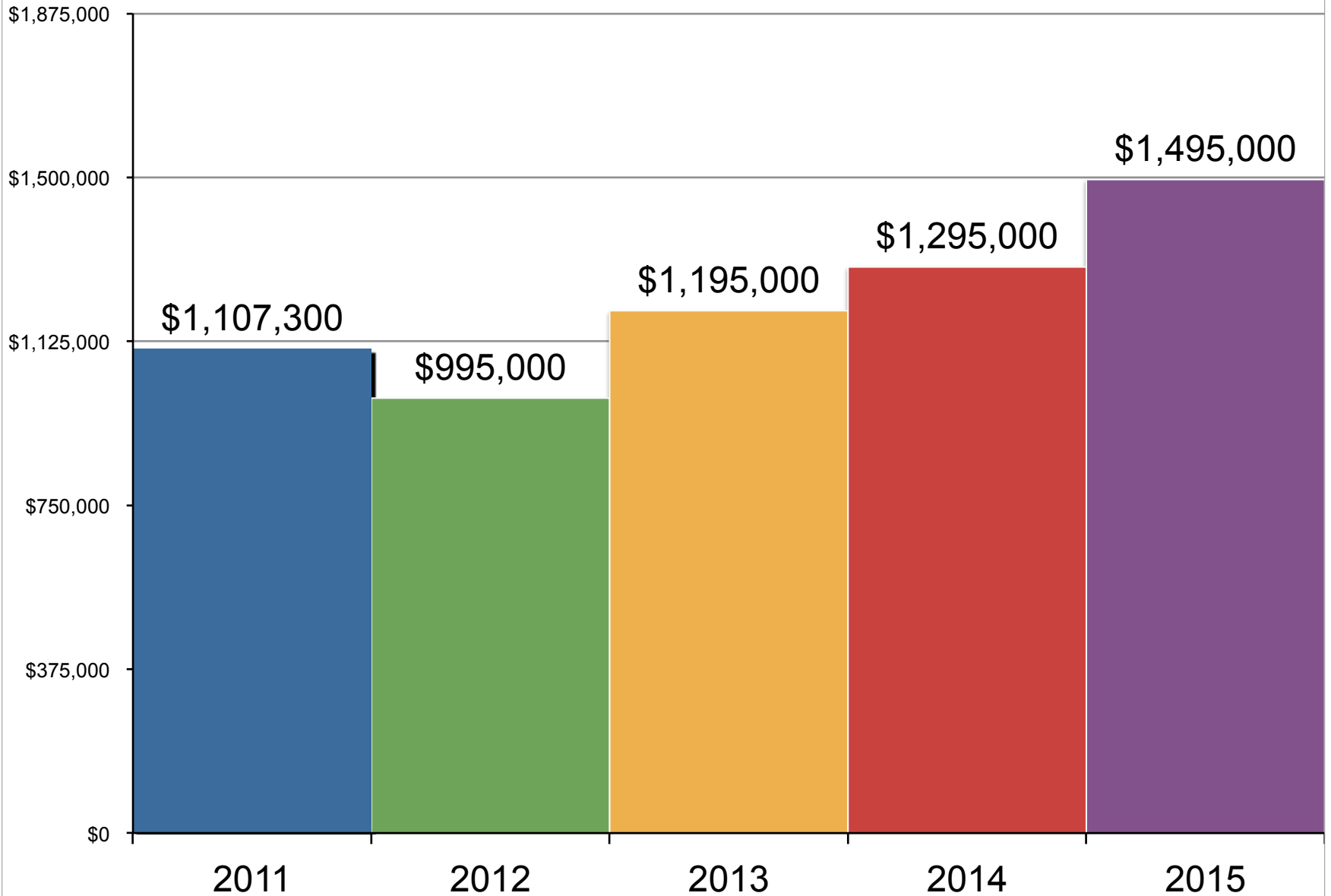
# HE/PU Fall Through Percentages Jan-Feb 2011-2015



# HE/PU New Listings Jan-Feb 2011-2015



## HE/PU Median List Price Jan-Feb 2011-2015





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

# Active and Pending Listings

## '14 vs. '15 Jan.-Feb.

- Total Active Listings

'14 532, '15 557 **UP** +4.7%

- New Listings

'14 240, '15 275, **UP** +14.6%

- New Listings Median List Price

'14 \$1,295,000, '15 \$1,495,000, **UP** +15.4%

- Properties that went into Escrow

'14 134, '15 192, **UP** +43.3%

# Sold HE/PU '14 vs. '15 Jan.-Feb.

- Number of Sold Properties

'14 130, '15 126 **DOWN** -3.1%

- Median Sales Prices

'14 \$1,087,500, '15 \$1,000,000 **DOWN** -8.0%

- Median Sales Prices w/o Hope Ranch/Montecito

'14 \$939,000, '15 \$899,250 **DOWN** -4.2%

- Average Sold Price

'14 \$1,536,866, '15 \$2,211,578 **UP** +43.9%

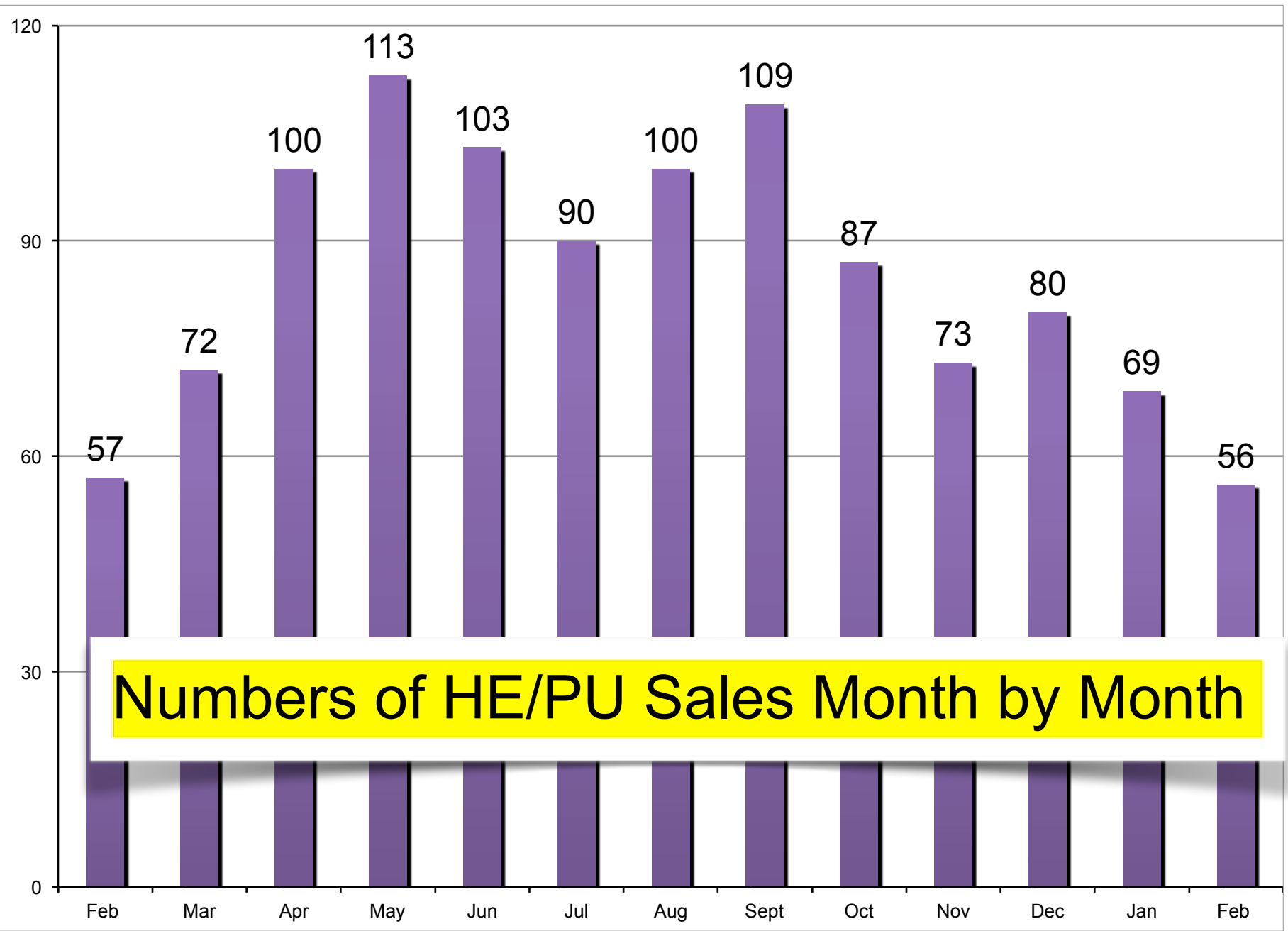
- Average Sold Price w/o Hope Ranch/Montecito

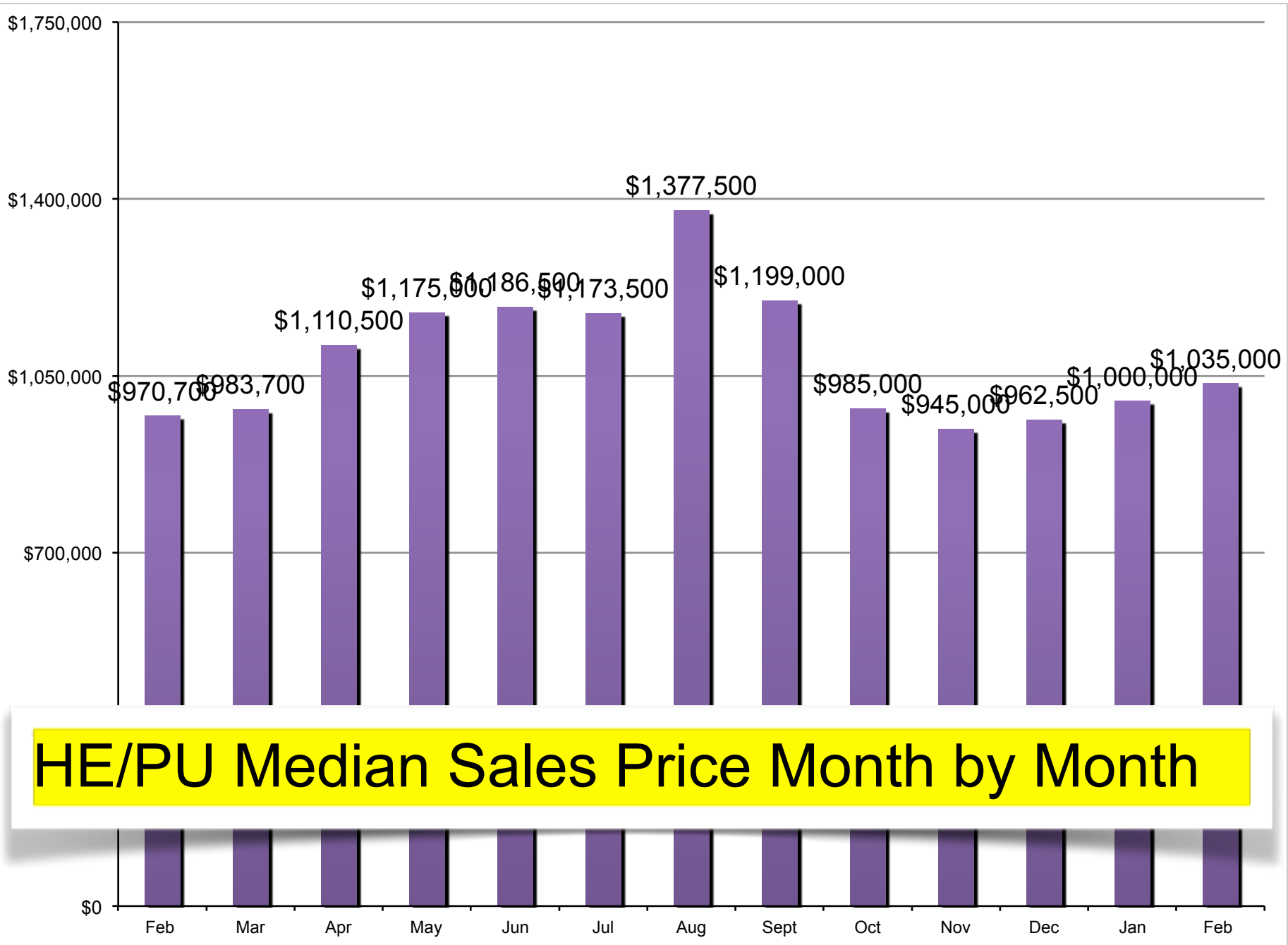
'14 \$1,177,410, '15 \$1,399,477 **UP** +18.9%

- Sold Volume

'14 \$199,792,590, '15 \$278,658,859 **UP** +39.5%

**Feb. '14 to Feb. '15  
Month by Month  
for Home Estate/PUDs  
Districts 05-35**

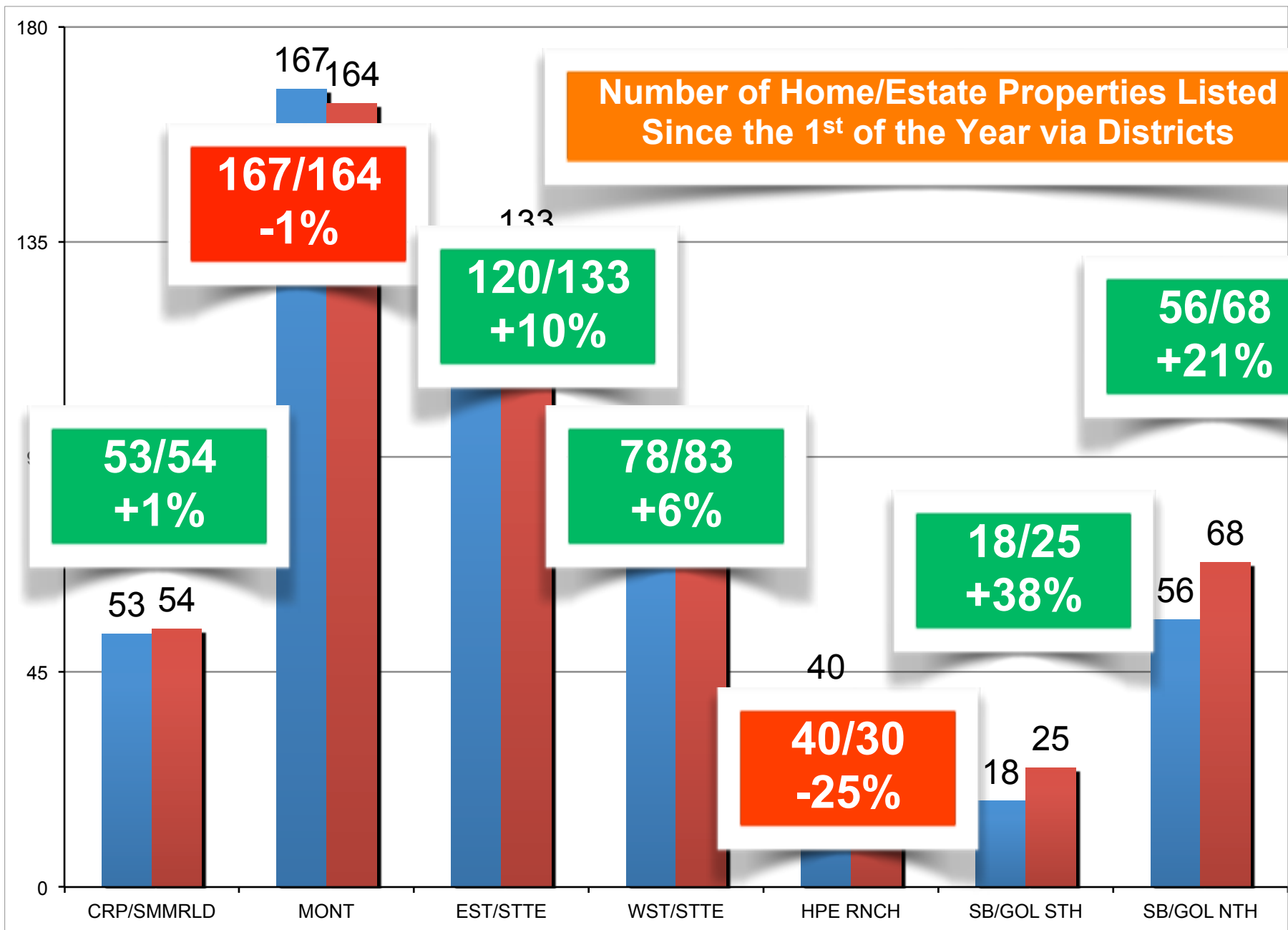




# HE/PU Median Sales Price Month by Month

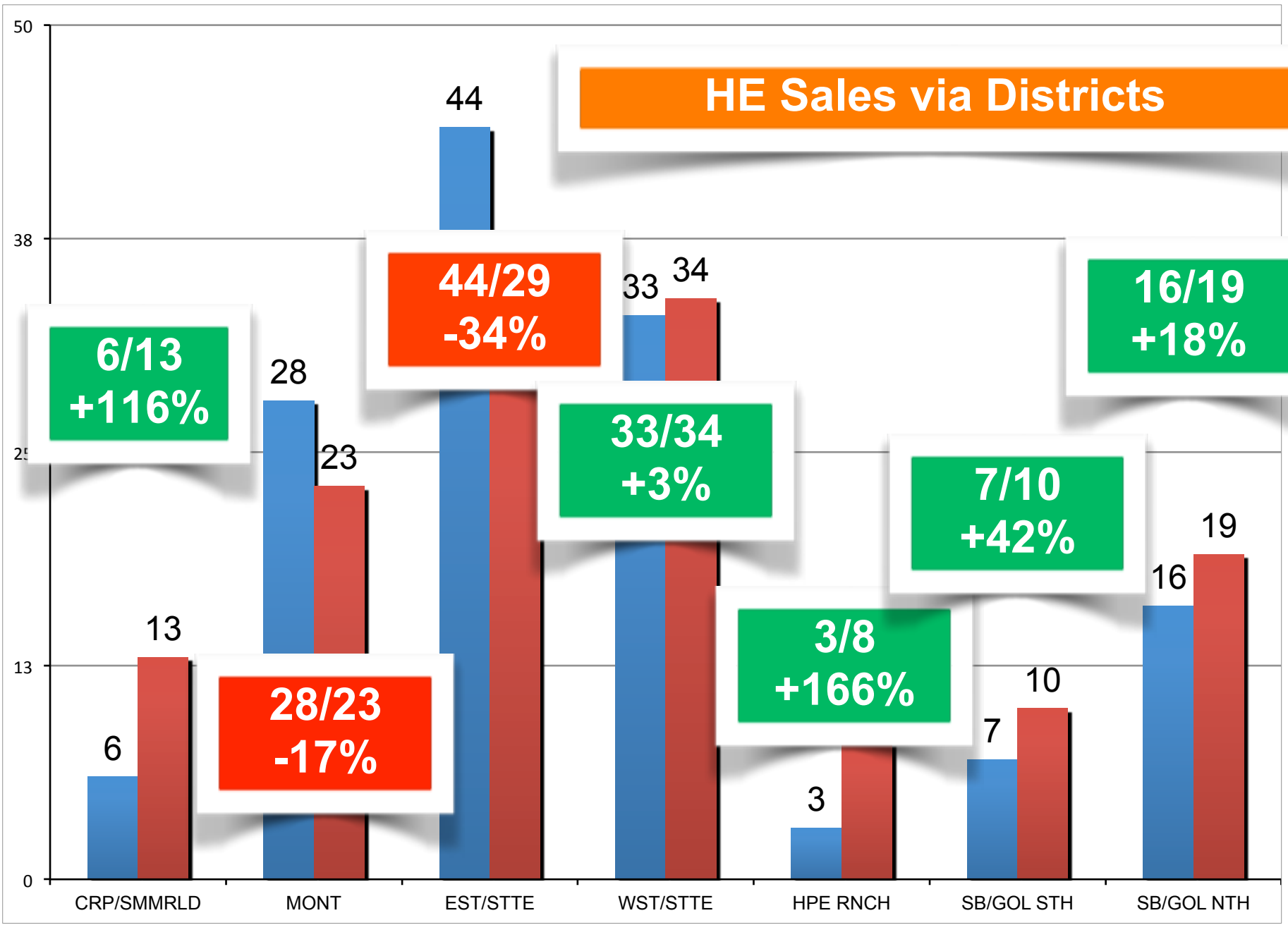
# **HE/PU District Stats**

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

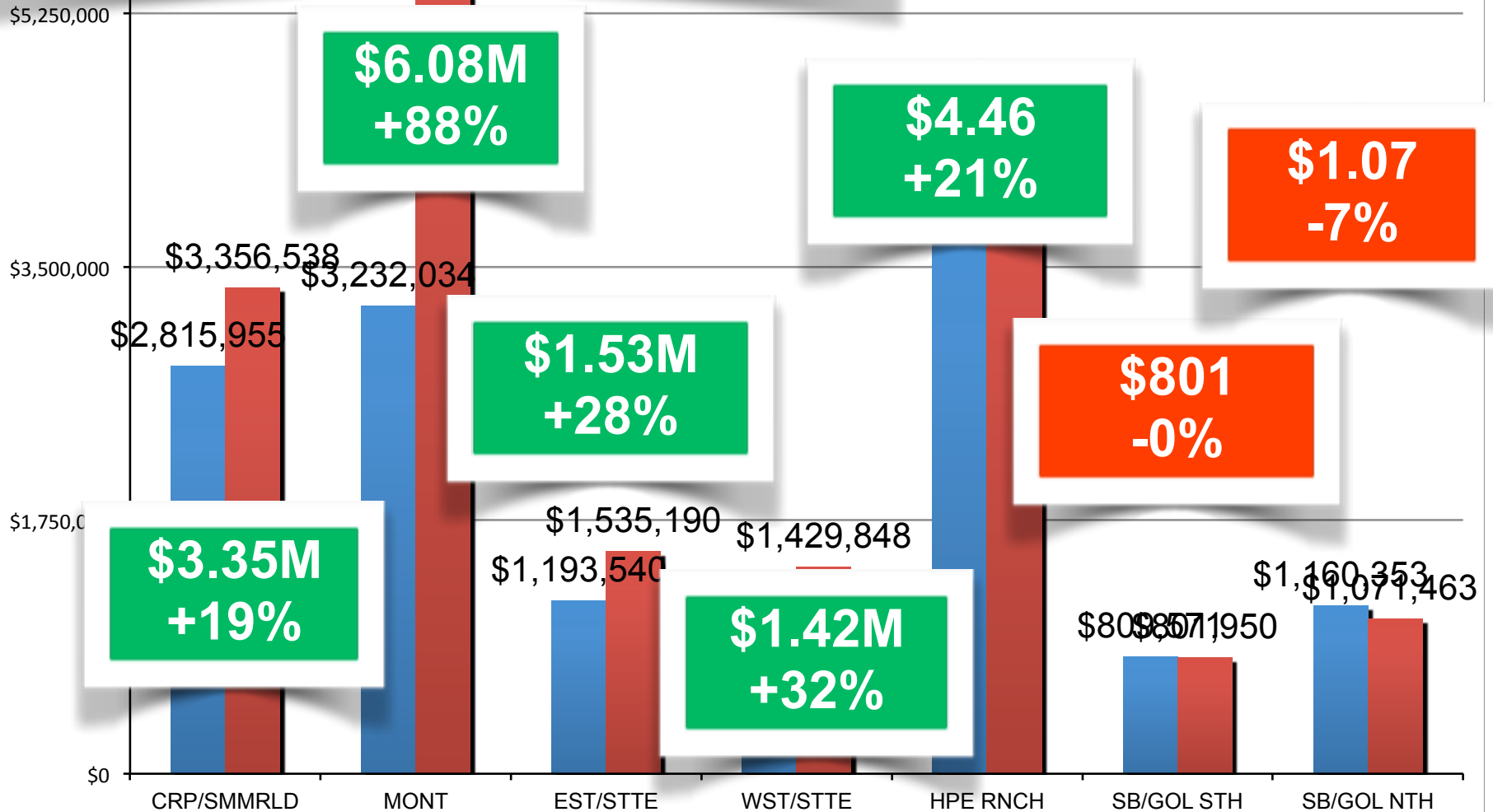


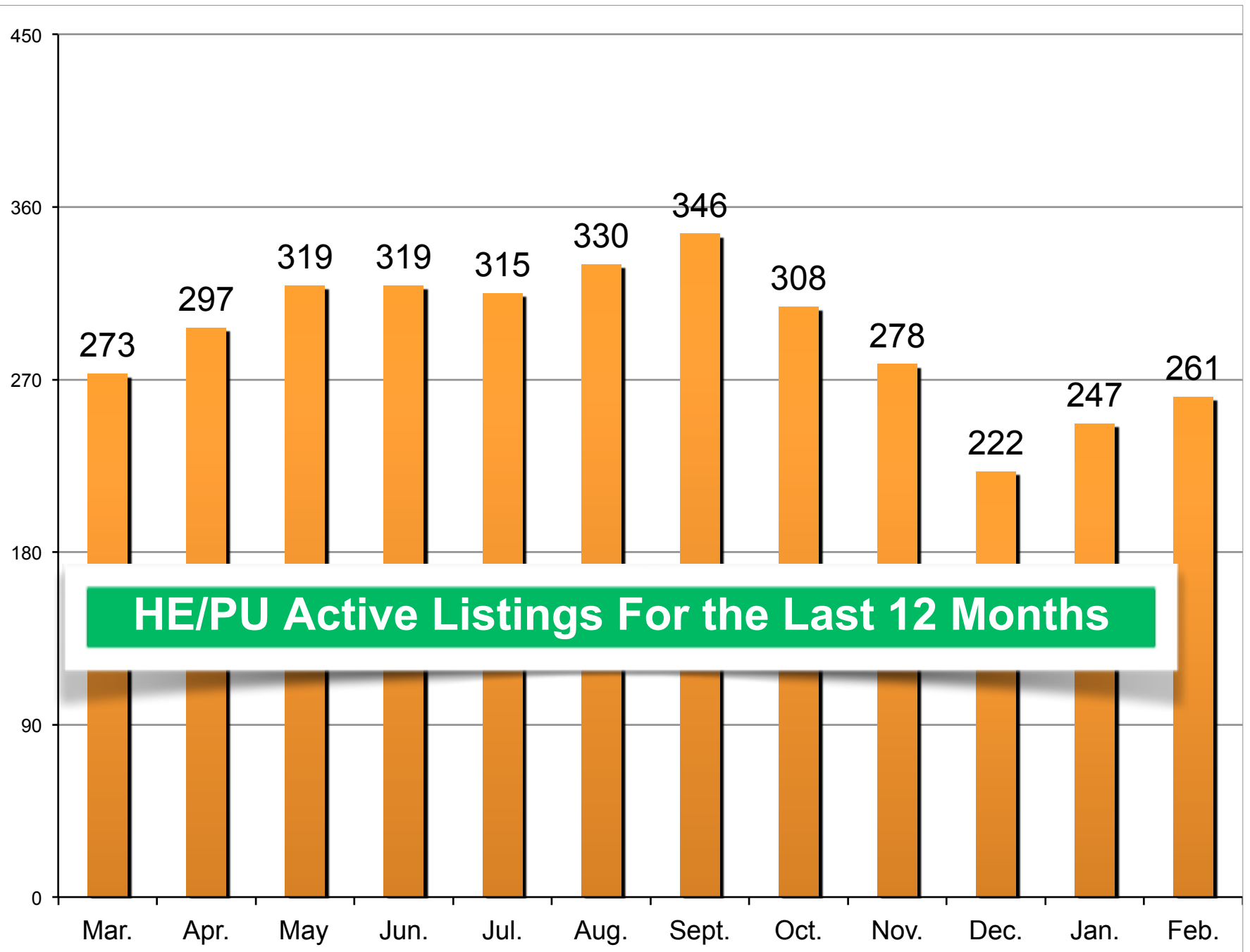


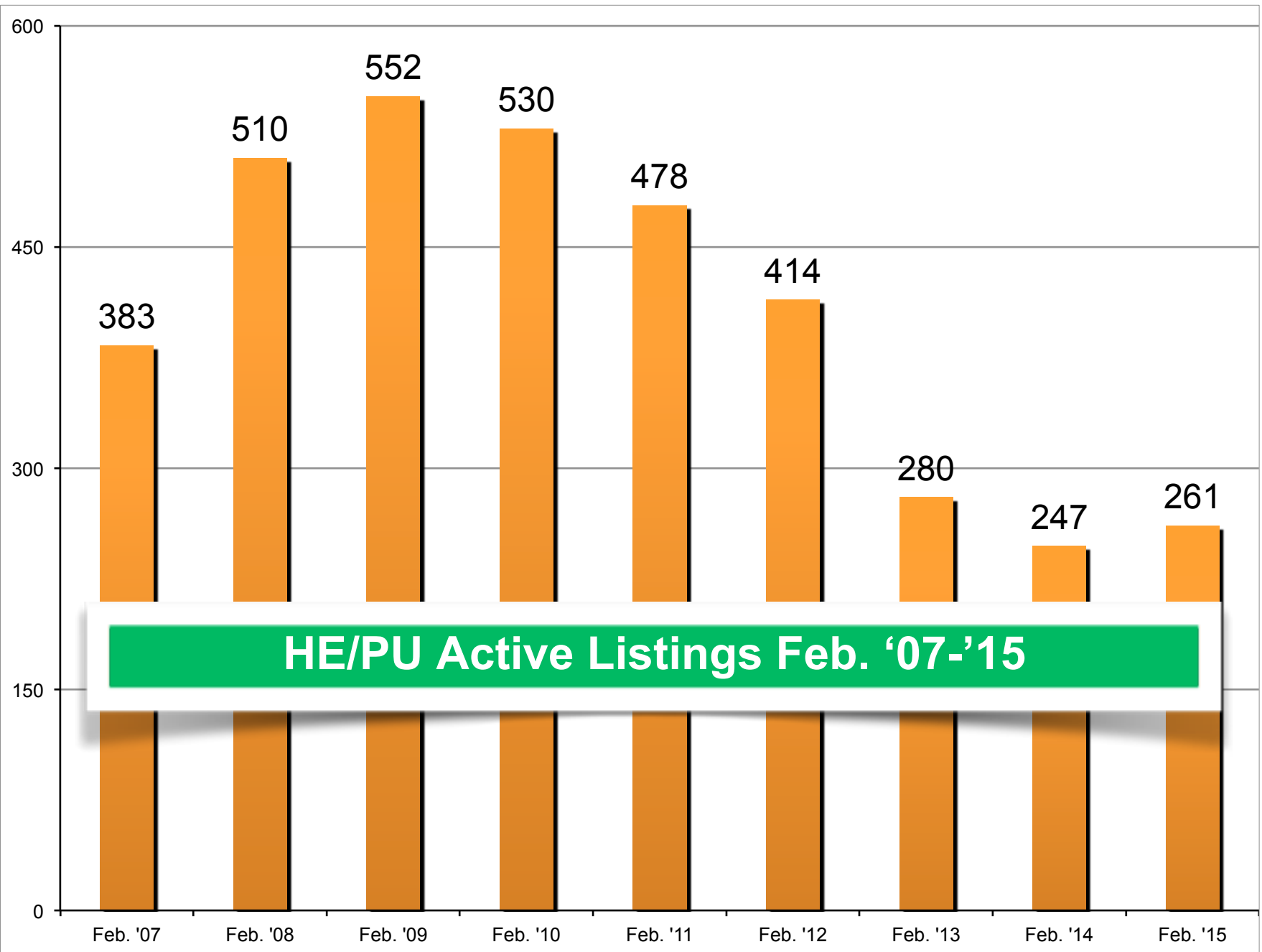
# HE Sales via Districts



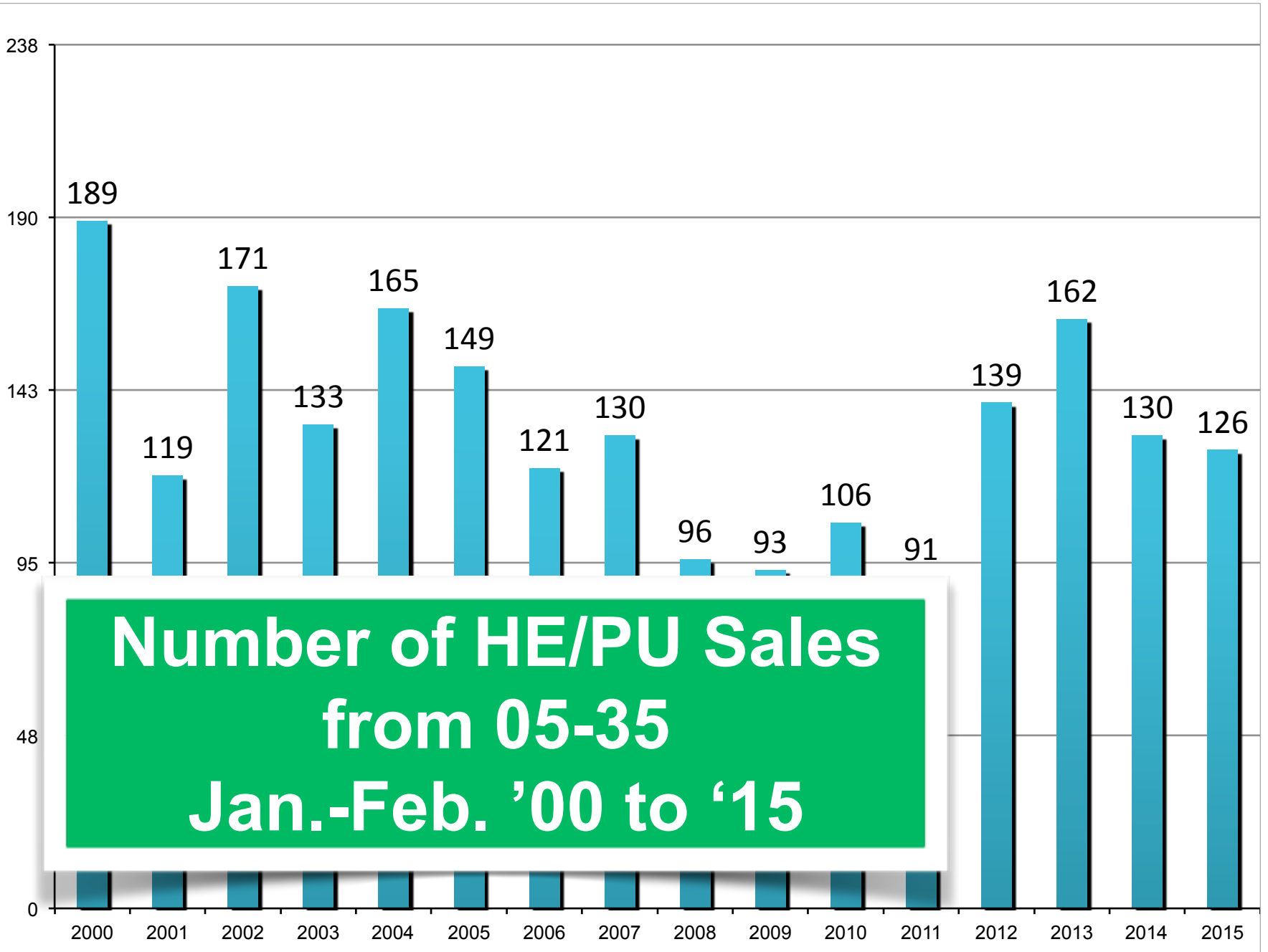
# HE Average Sales Price

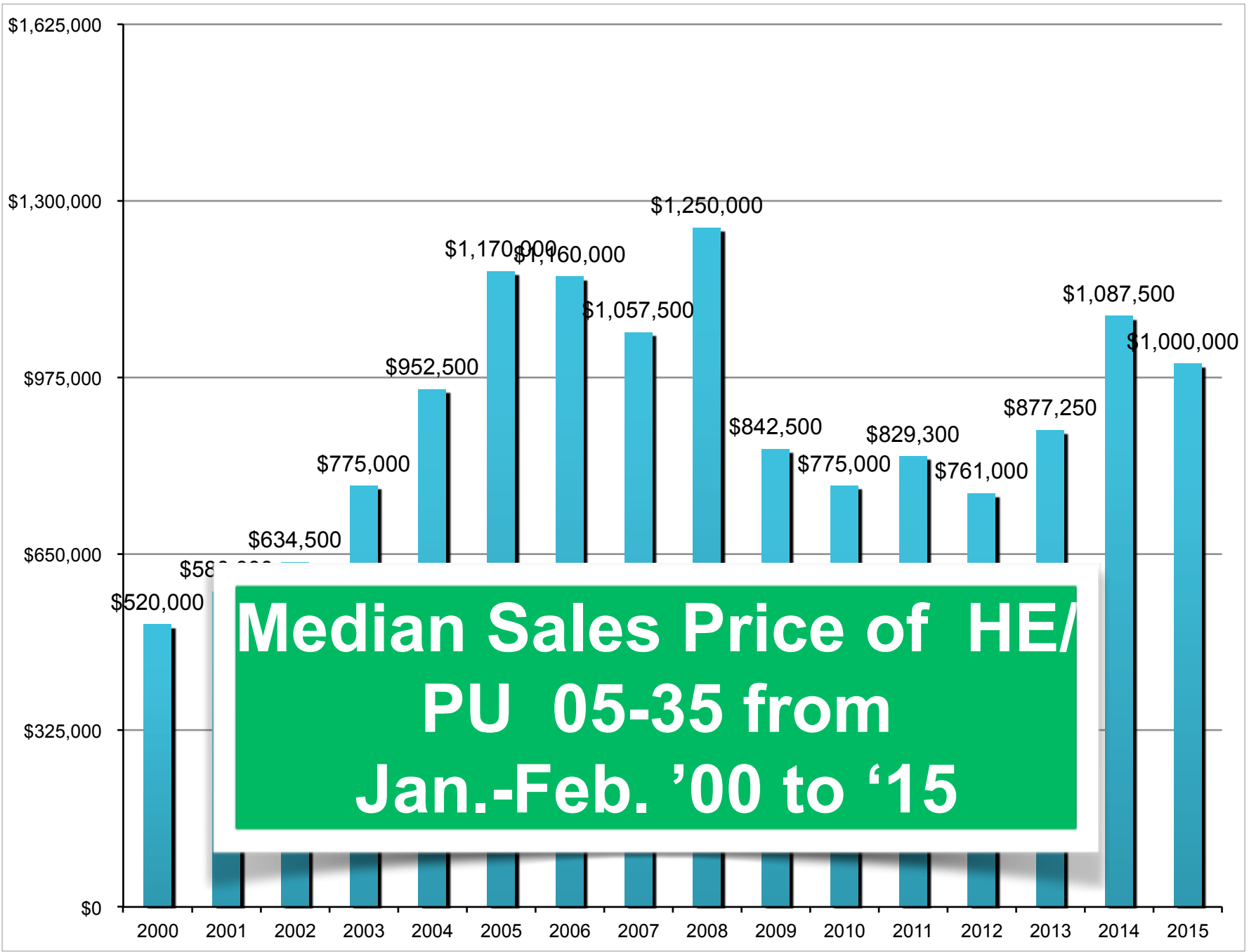






**Perspective  
for Home Estates  
2000-2015**





**Median Sales Price of HE/  
PU 05-35 from  
Jan.-Feb. '00 to '15**

**February 1-February 28**

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	27	\$20,409,400	\$550,000	\$755,903	94	\$19,697,468	\$542,500	\$729,535	96.51	95.21
List/Sold	5	\$4,688,000	\$550,000	\$937,600	132	\$4,409,500	\$542,500	\$881,900	94.06	93.09
Co-Broker	22	\$15,721,400	\$540,000	\$714,609	86	\$15,287,968	\$524,084	\$694,907	97.24	95.83
New	48	\$33,817,350	\$562,500	\$704,528	12					
Pending	38	\$23,705,900	\$542,000	\$623,839	49					
Temp Off Market	5	\$3,247,000	\$619,000	\$649,400	93					
Cancelled	1	\$645,000	\$645,000	\$645,000	8					
Expired	7	\$4,451,900	\$540,000	\$635,985	141					
Back On Market	6	\$3,456,900	\$604,000	\$576,150	138					
Extended	11	\$8,030,875	\$799,000	\$730,079	189					
Active In Range	115	\$96,242,693	\$615,000	\$836,892	104					
Current Active	83	\$75,700,493	\$679,000	\$912,054	126					

## CO February '15

	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	27	\$20,409,400	\$550,000	\$755,903	94	\$19,697,468	\$542,500	\$729,535	96.51	95.21
Pending	38	\$23,705,900	\$542,000	\$623,839	49					

## CO February '14

	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	29	\$17,291,200	\$574,900	\$596,248	69	\$16,942,090	\$540,000	\$584,210	97.98	95.58
Pending	31	\$19,339,800	\$599,000	\$623,864	39					

## Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$300,000-\$349,999	3	65
\$350,000-\$399,999	1	13
\$400,000-\$449,999	1	108
\$450,000-\$499,999	6	58
\$500,000-\$549,999	4	142
\$550,000-\$599,999	1	36
\$600,000-\$649,999	4	94
\$800,000-\$849,999	1	10
\$850,000-\$899,999	1	32
\$950,000-\$999,999	1	144
\$1,100,000-\$1,199,999	1	6
\$1,400,000-\$1,499,999	1	1
\$2,250,000-\$2,499,999	2	356

The average price for the 27 properties is \$729,535.

The highest price is \$2,400,000.

18 W Victoria St #212

The median price is \$542,500.

The lowest price is \$312,000.

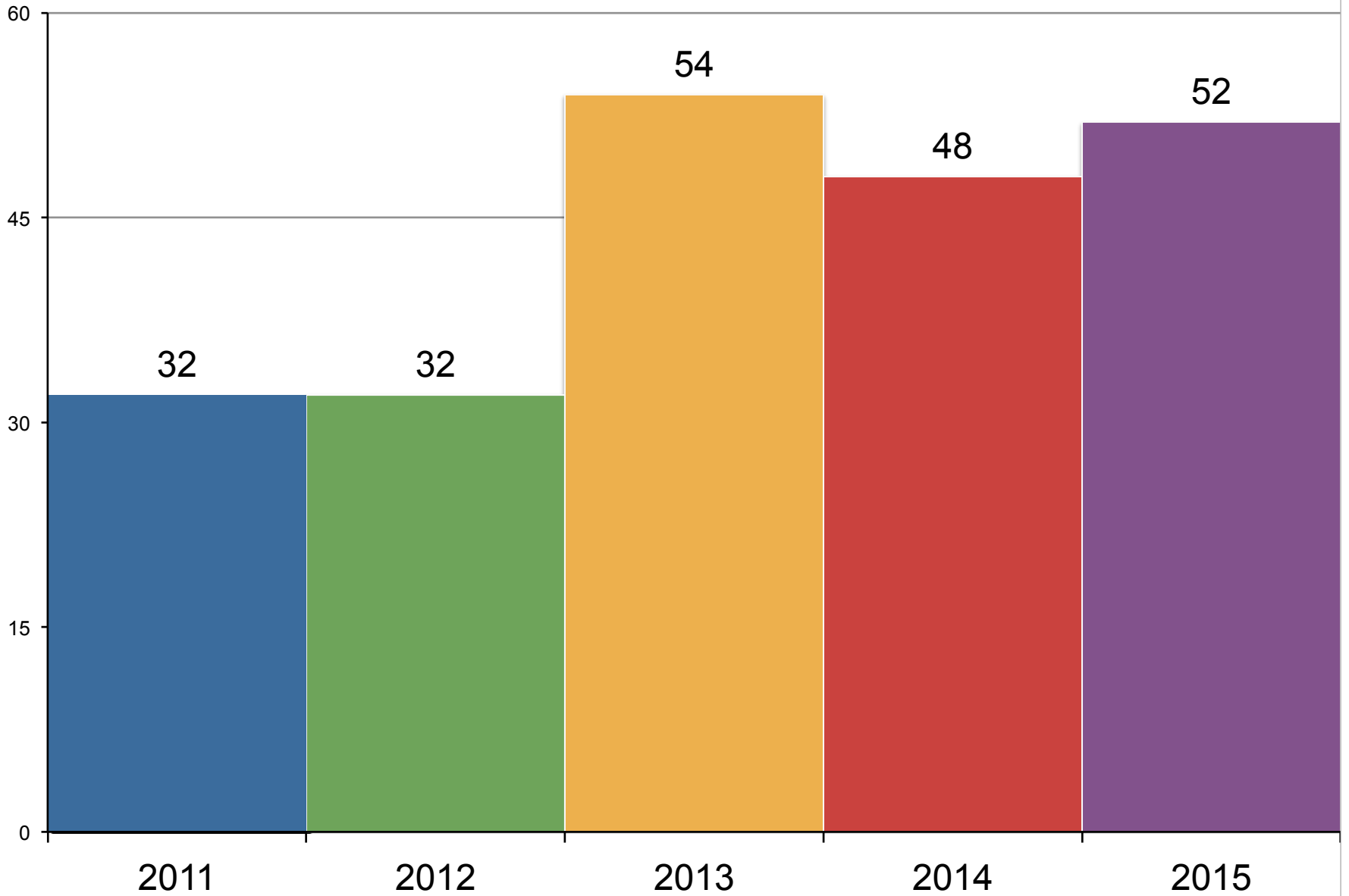
5921 Hickory St #1

The average Market Time is 94.

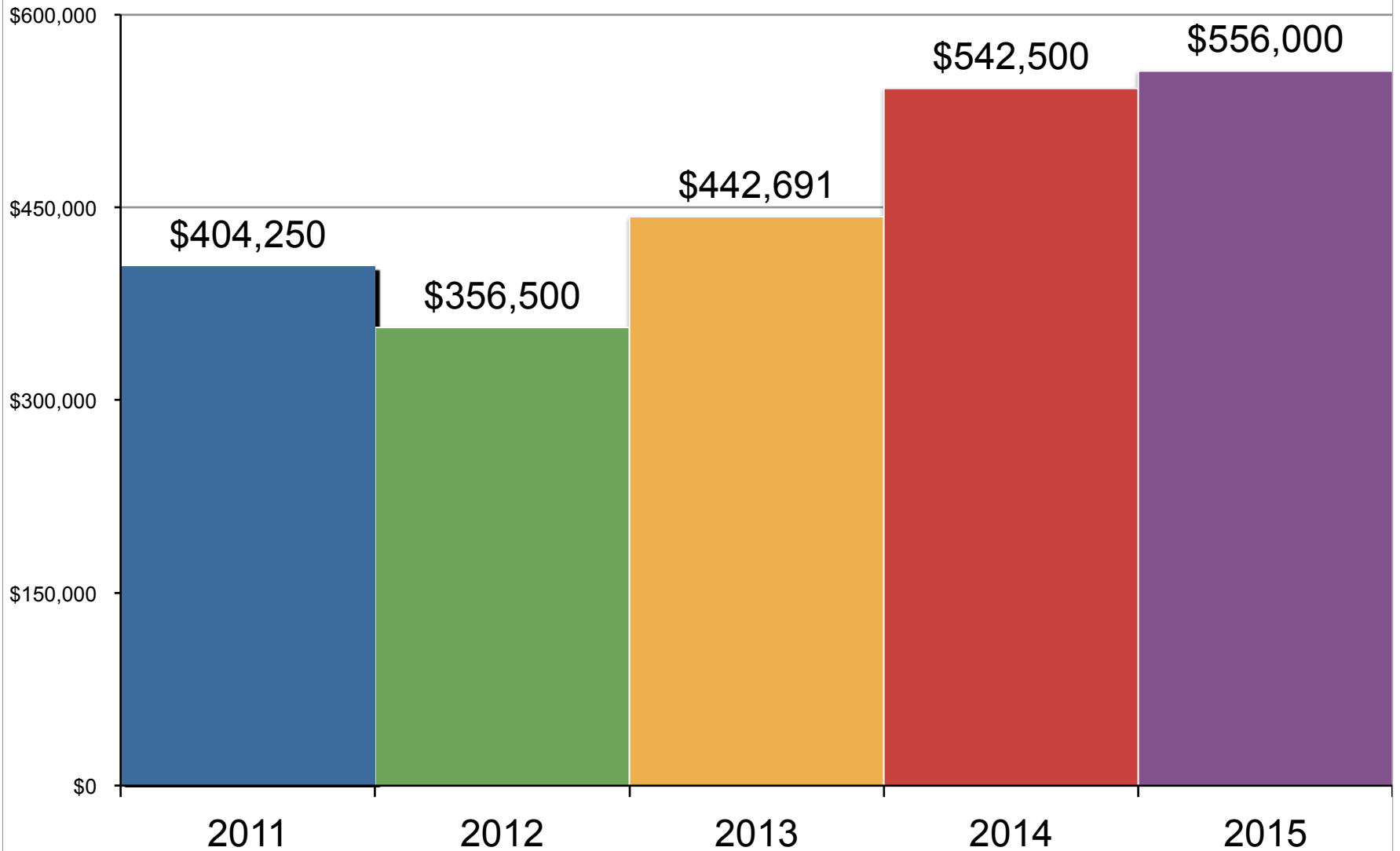
# Condo Statistics

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

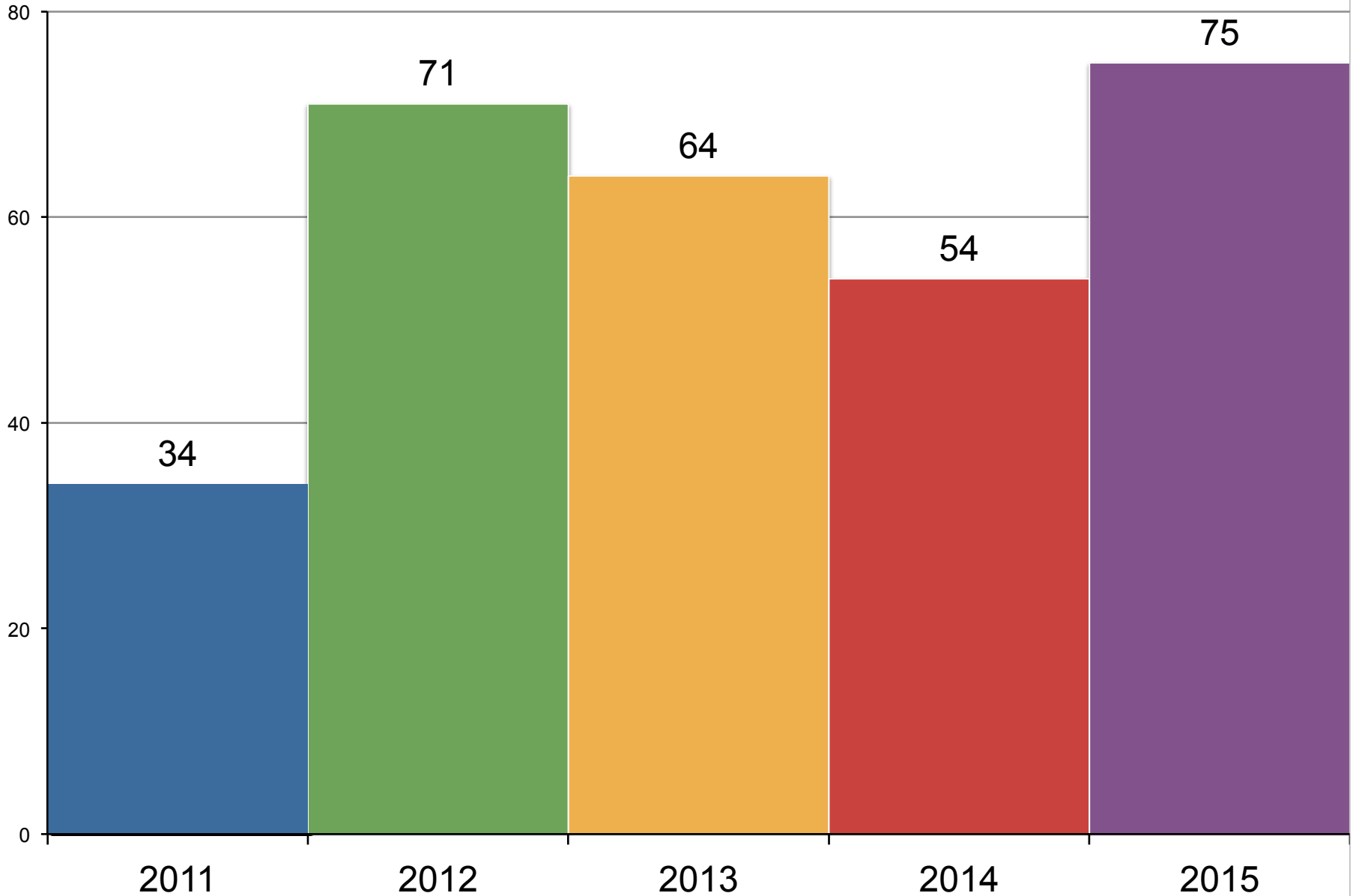
# CO Sales Jan-Feb 2011-2015



### CO Median Sales Price Jan-Feb 2011-2015

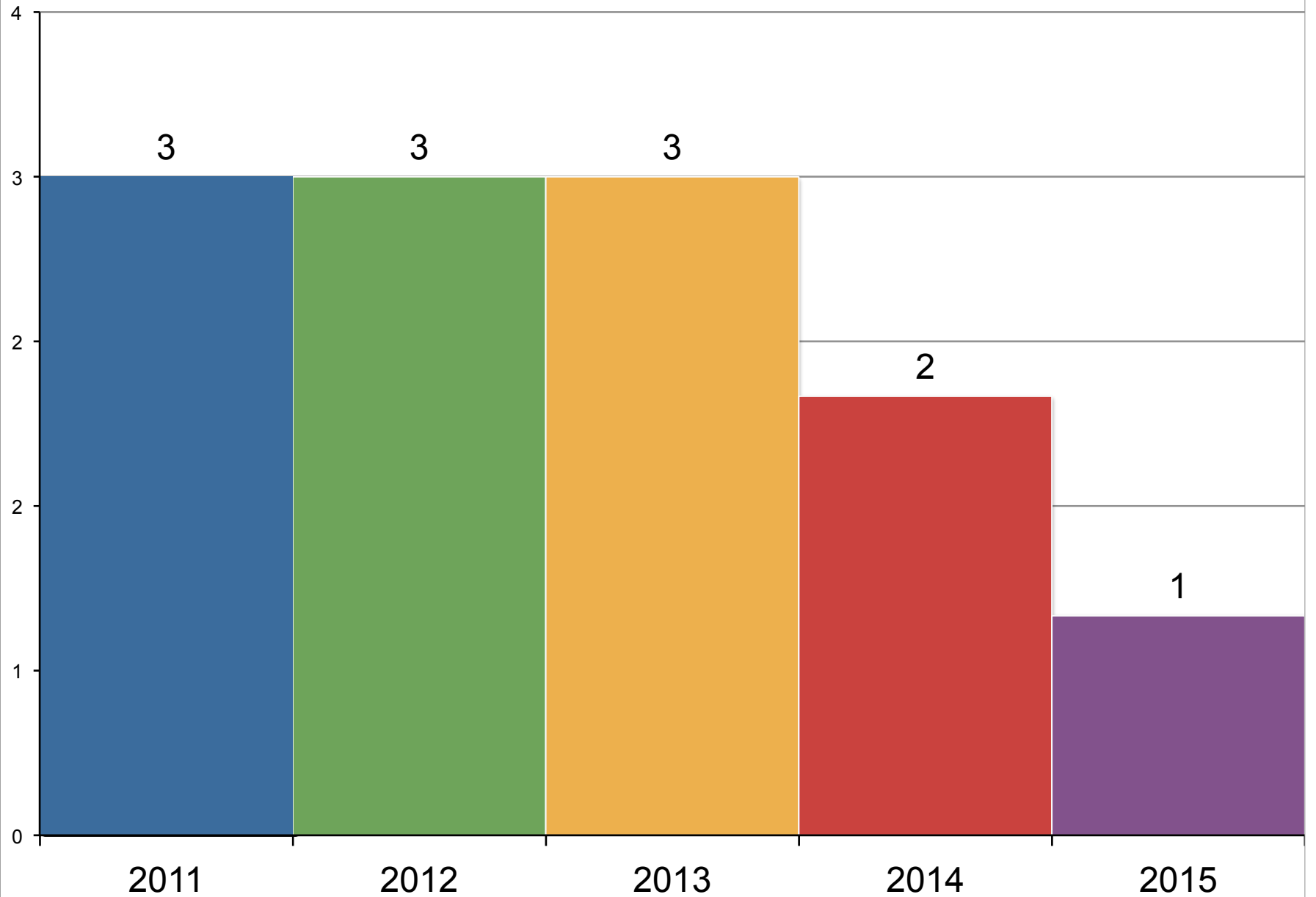


### CO Pending Listings Jan-Feb 2011-2015

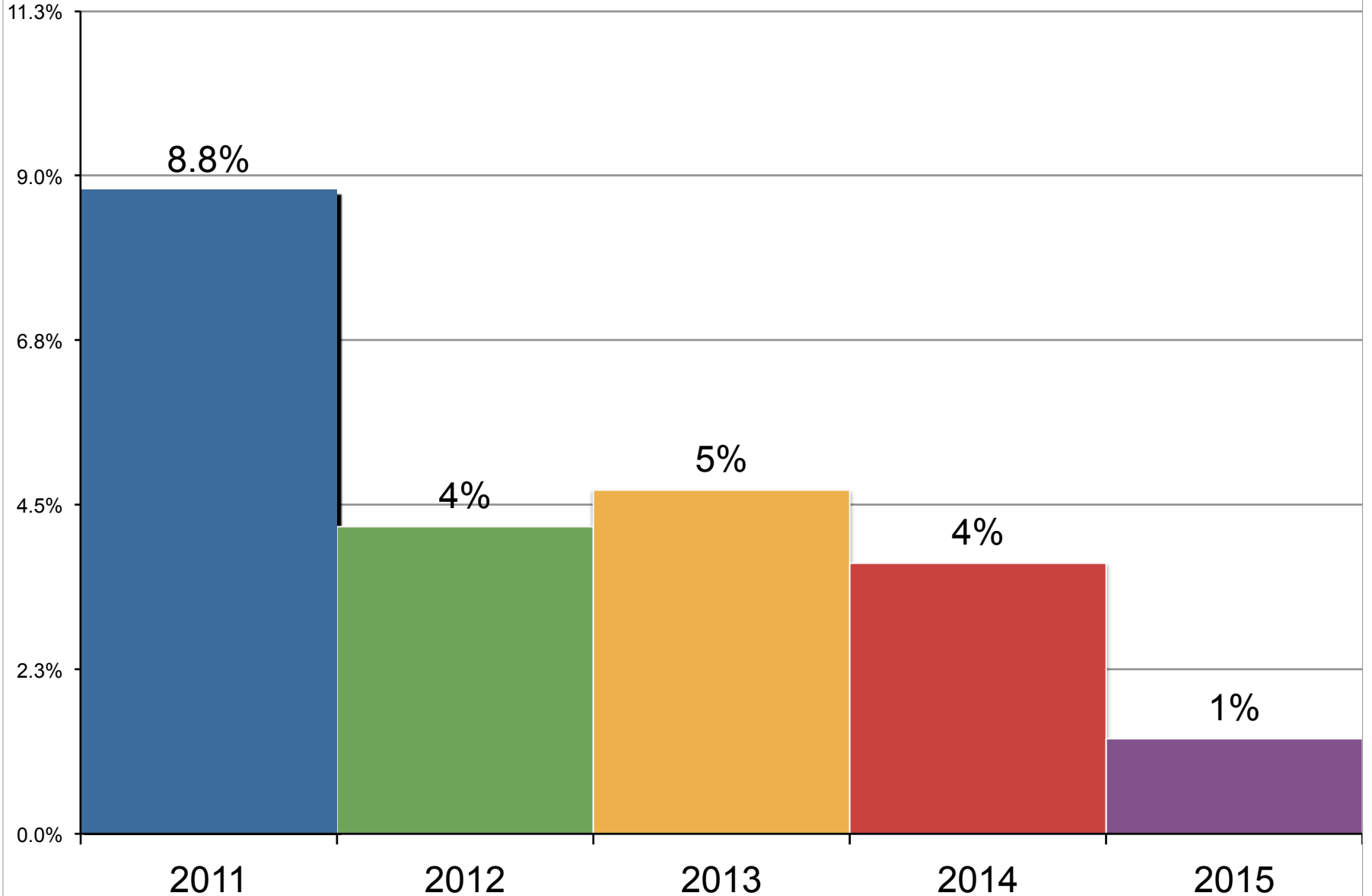




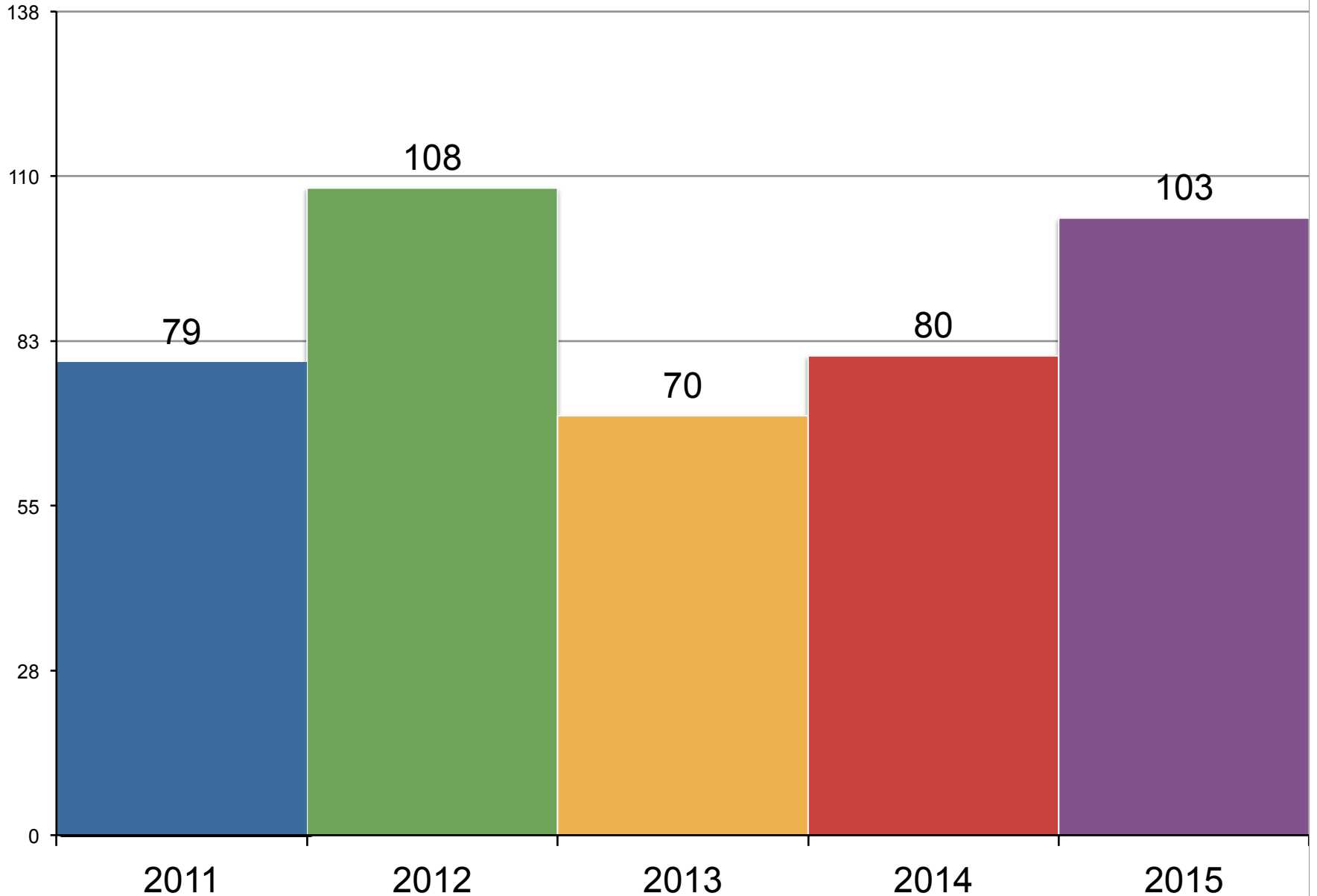
# CO Fall Throughs Jan-Feb 2011-2015



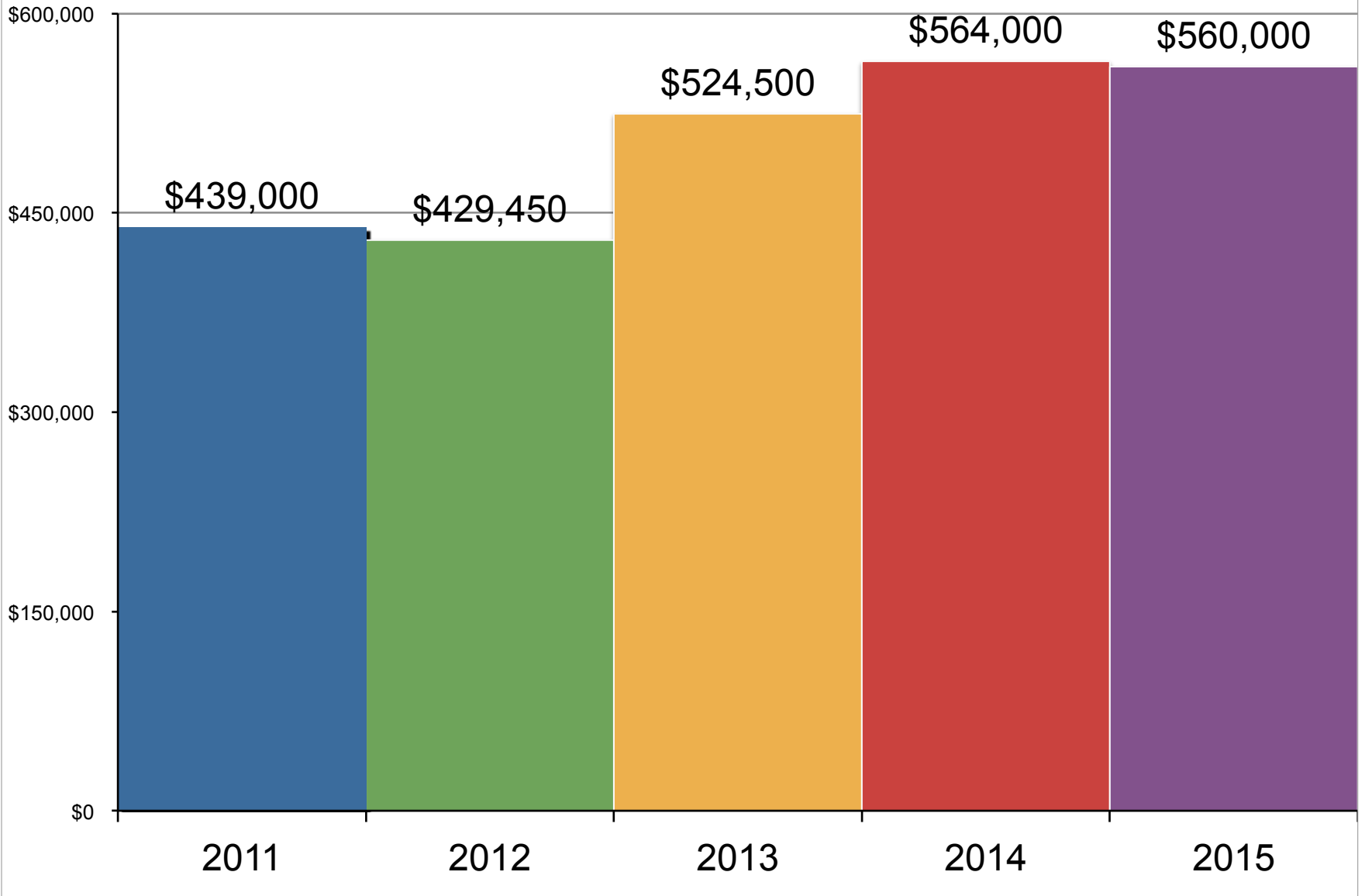
## CO Fall Through Percentages Jan-Feb 2011-2015



# CO New Listings Jan-Feb 2011-2015



### CO Median List Price Jan-Feb 2011-2015



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

# Active and Pending Listings '14 vs. '15 Jan.-Feb.

- Total Active Listings

'14 197, '15 215, **UP** +12.6%

- New Listings

'14 80, '15 103, **UP** +28.8%

- New Listings Median List Price

'14 \$564,000, '15 \$560,000 **DOWN** -0.7%

- Properties that went into Escrow

'14 54, '15 75, **UP** +38.9%

# Sold CO '14 vs. '15 Jan-Feb

- Number of Sold Properties

'14 48, '15 52 **UP** +8.3%

- Median Sales Prices

'14 \$542,500, '15 \$556,000 **UP** +2.5%

- Median Sales Prices w/o Montecito

'14 \$537,500, '15 \$542,500 **UP** +0.9%

- Average Sold Price

'14 \$598,775, '15 \$784,869 **UP** +31.1%

- Average Sold Price w/o Montecito

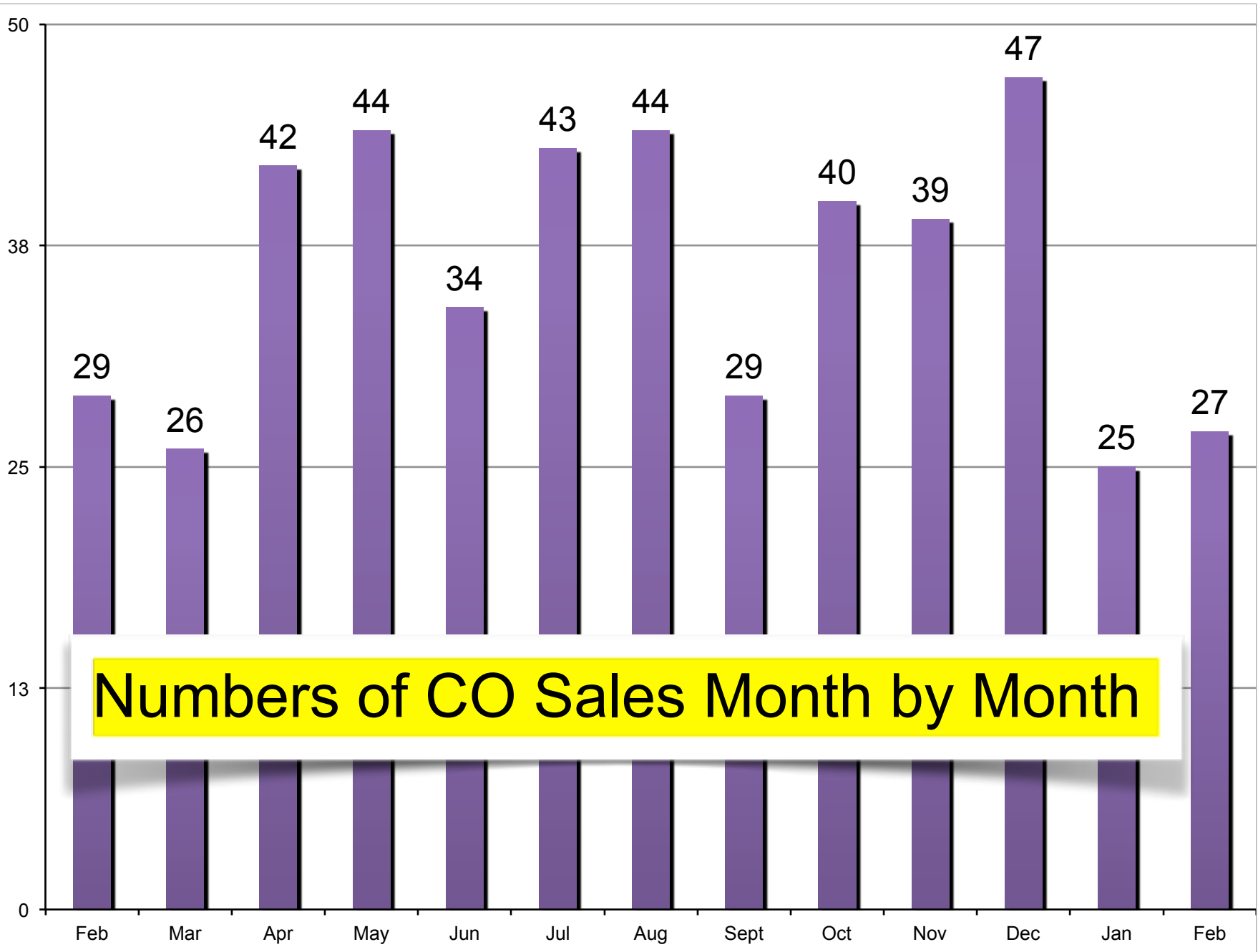
'14 \$587,852, '15 \$652,940 **UP** +11.1%

- Sold Volume

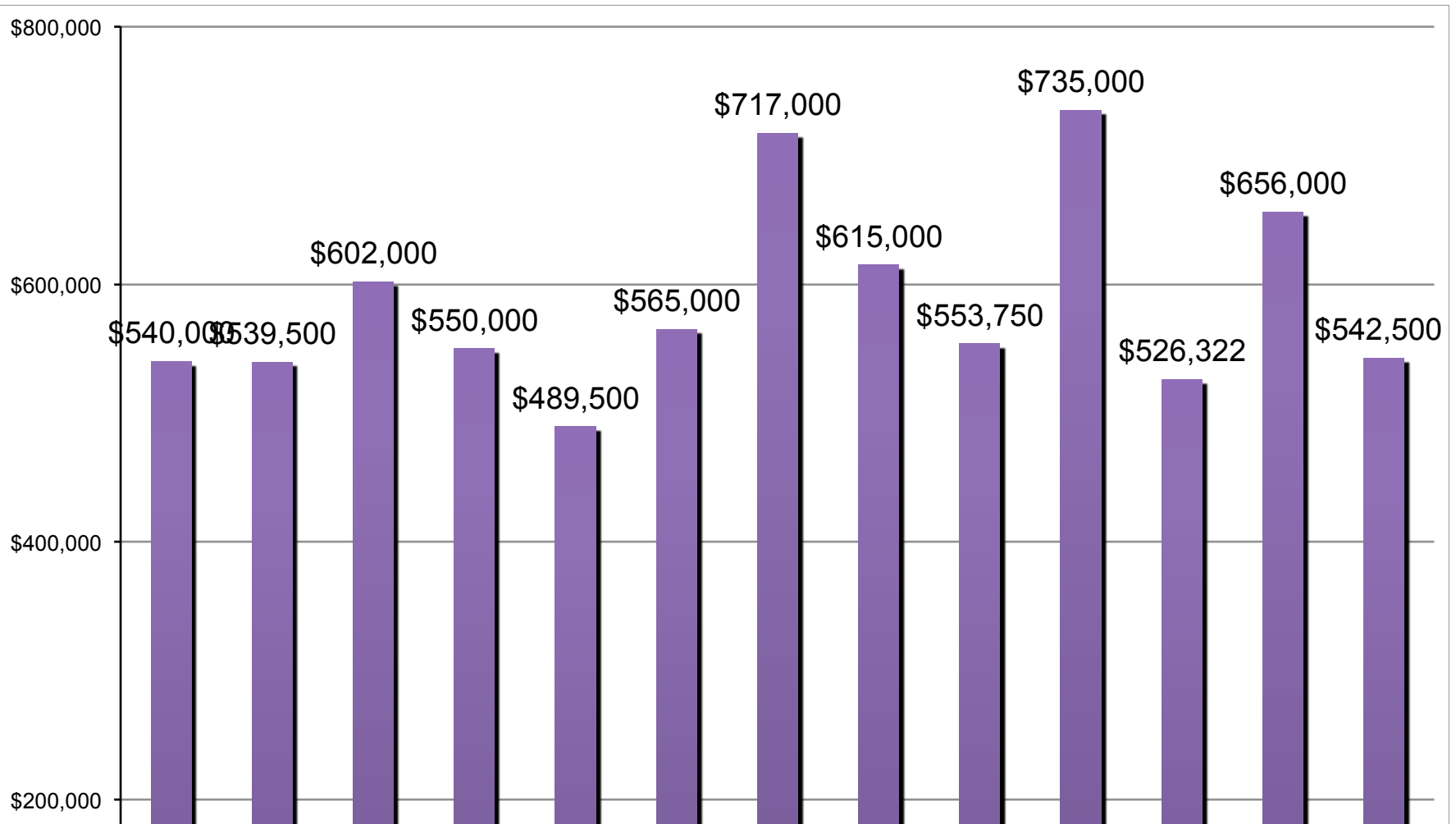
'14 \$28,741,217, '15 \$40,813,218 **UP** +42.0%

**Feb. '14 to Feb.'15  
Month by Month  
for Condos  
Districts 05-35**

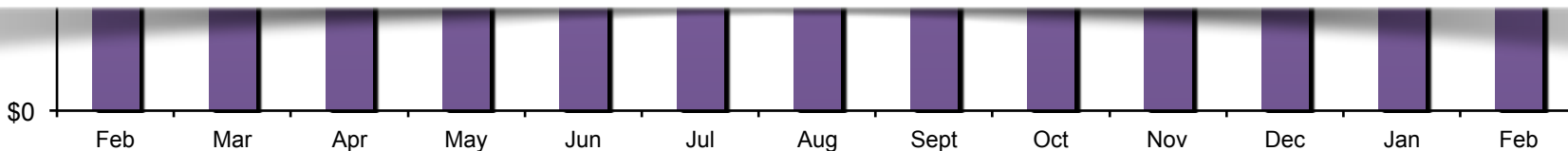




Numbers of CO Sales Month by Month

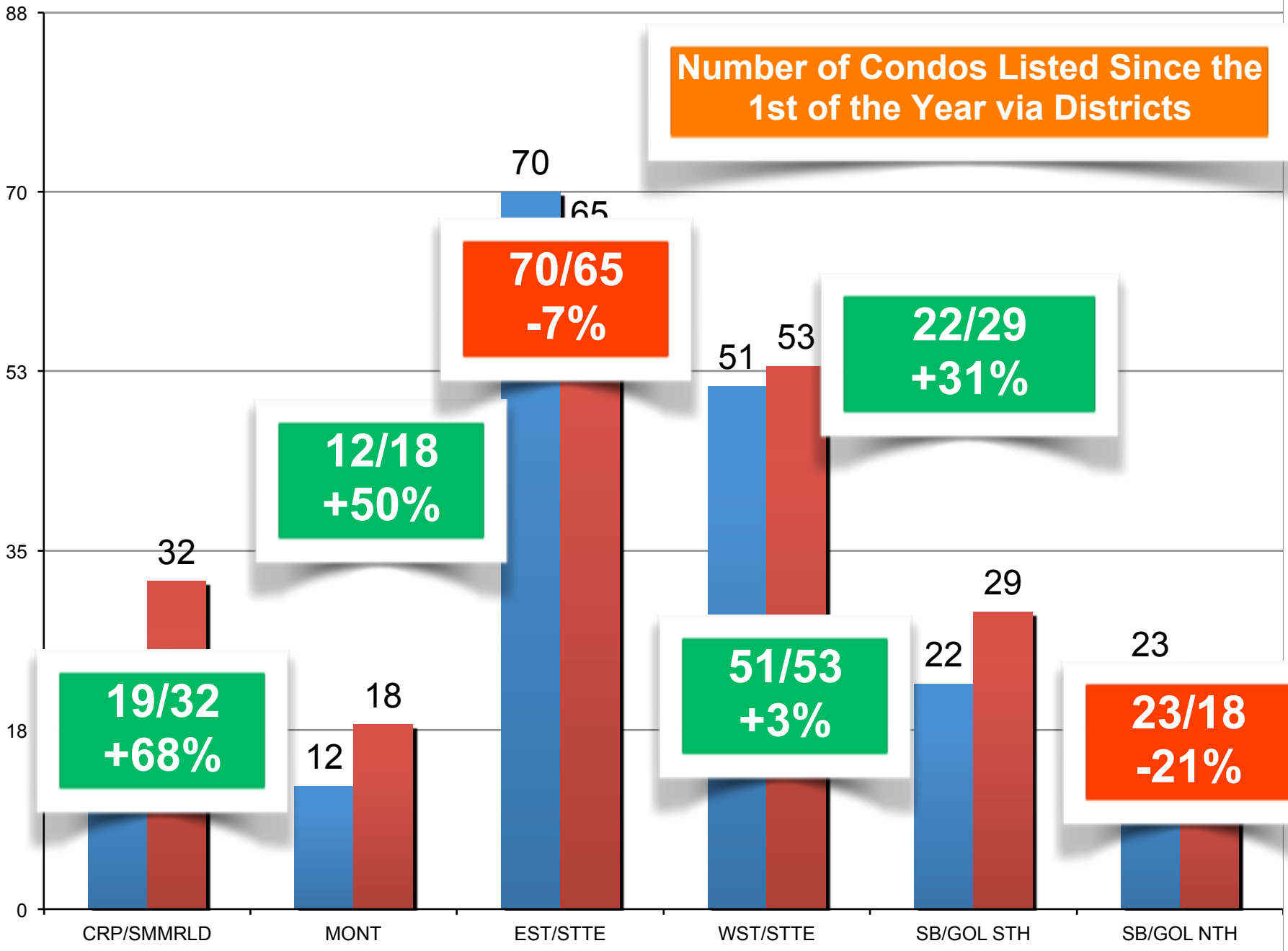


# CO Median Sales Price Month by Month

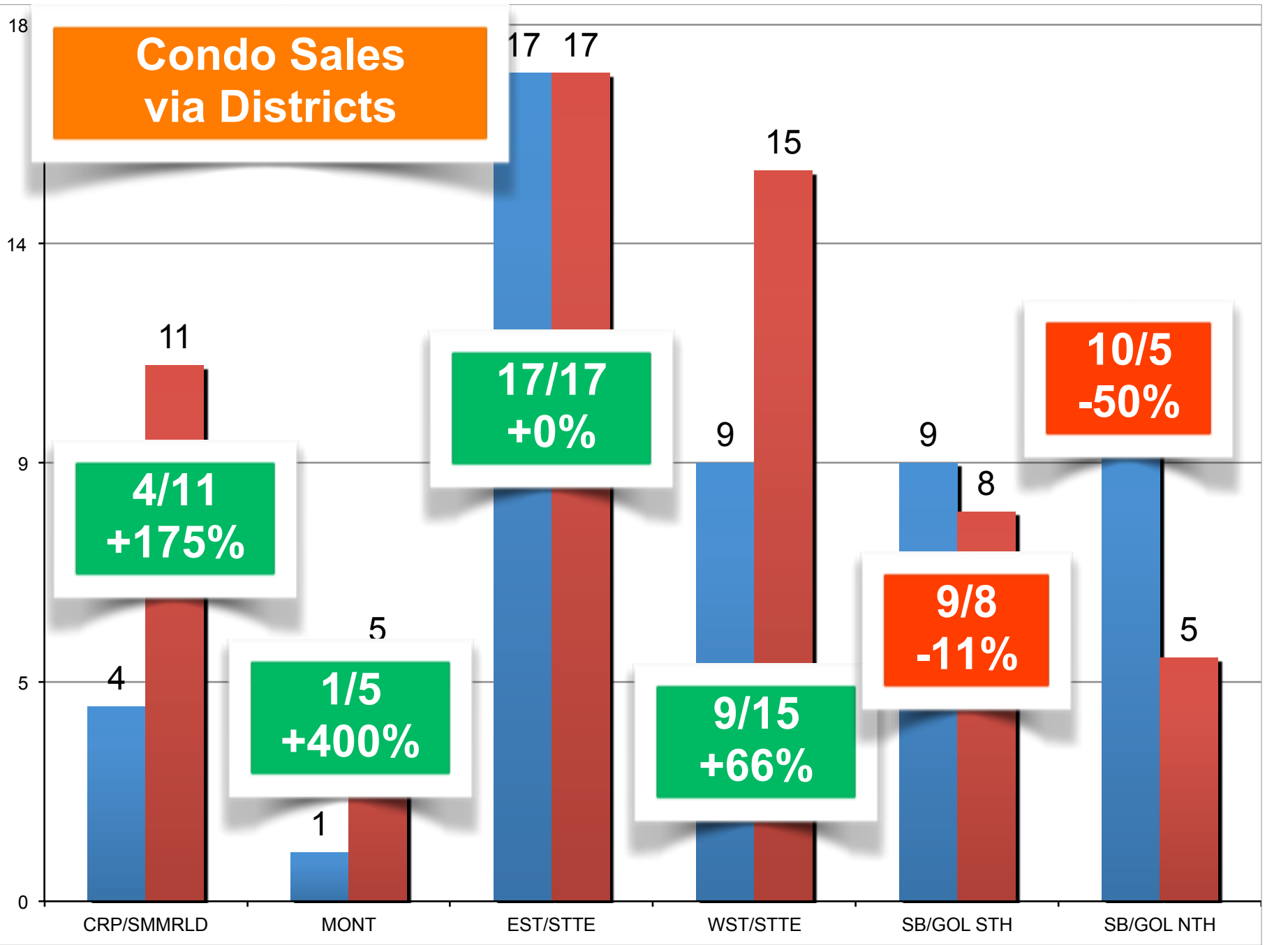


# **Condo District Stats**

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



# Condo Sales via Districts



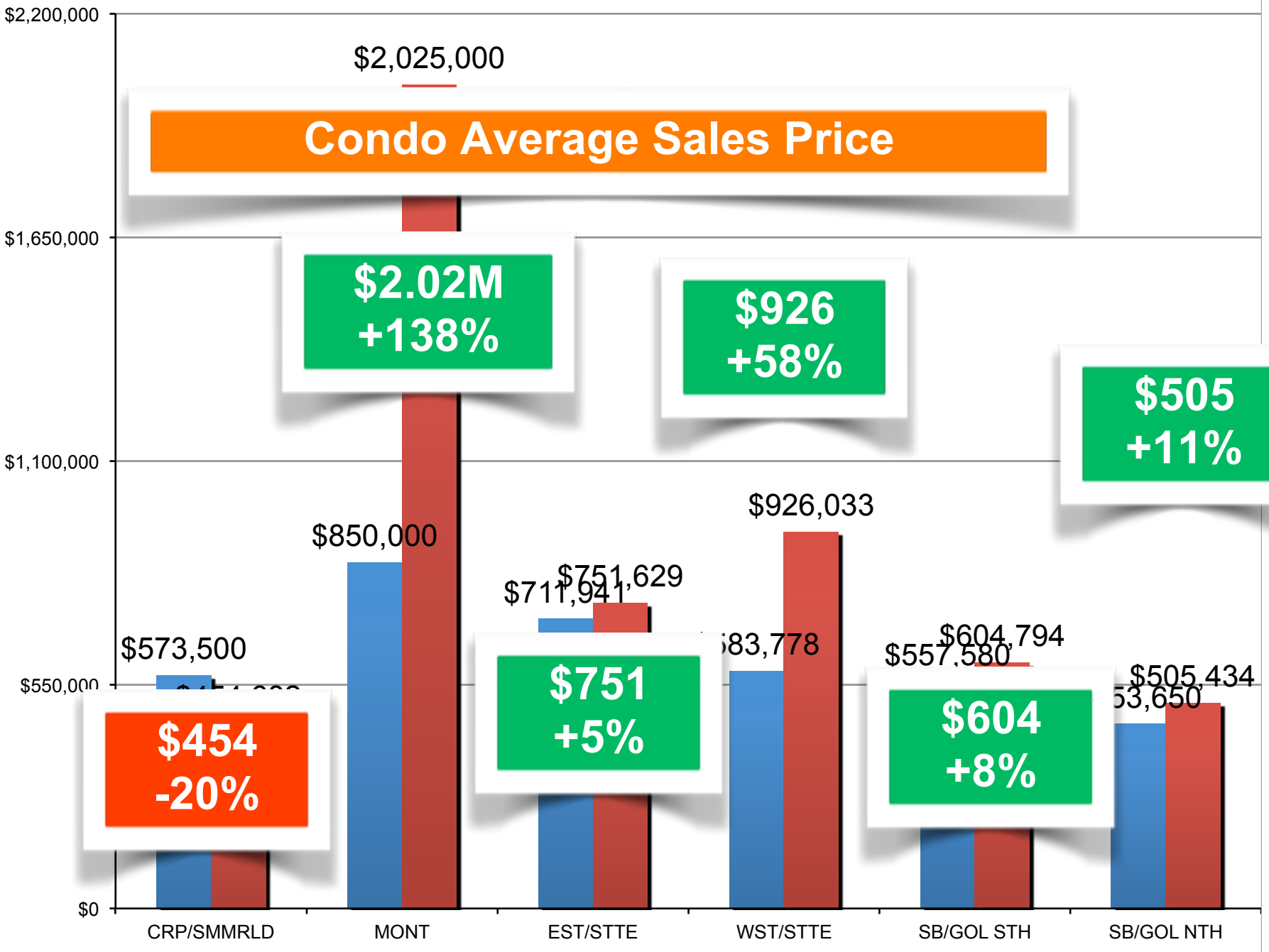
# Condo Average Sales Price

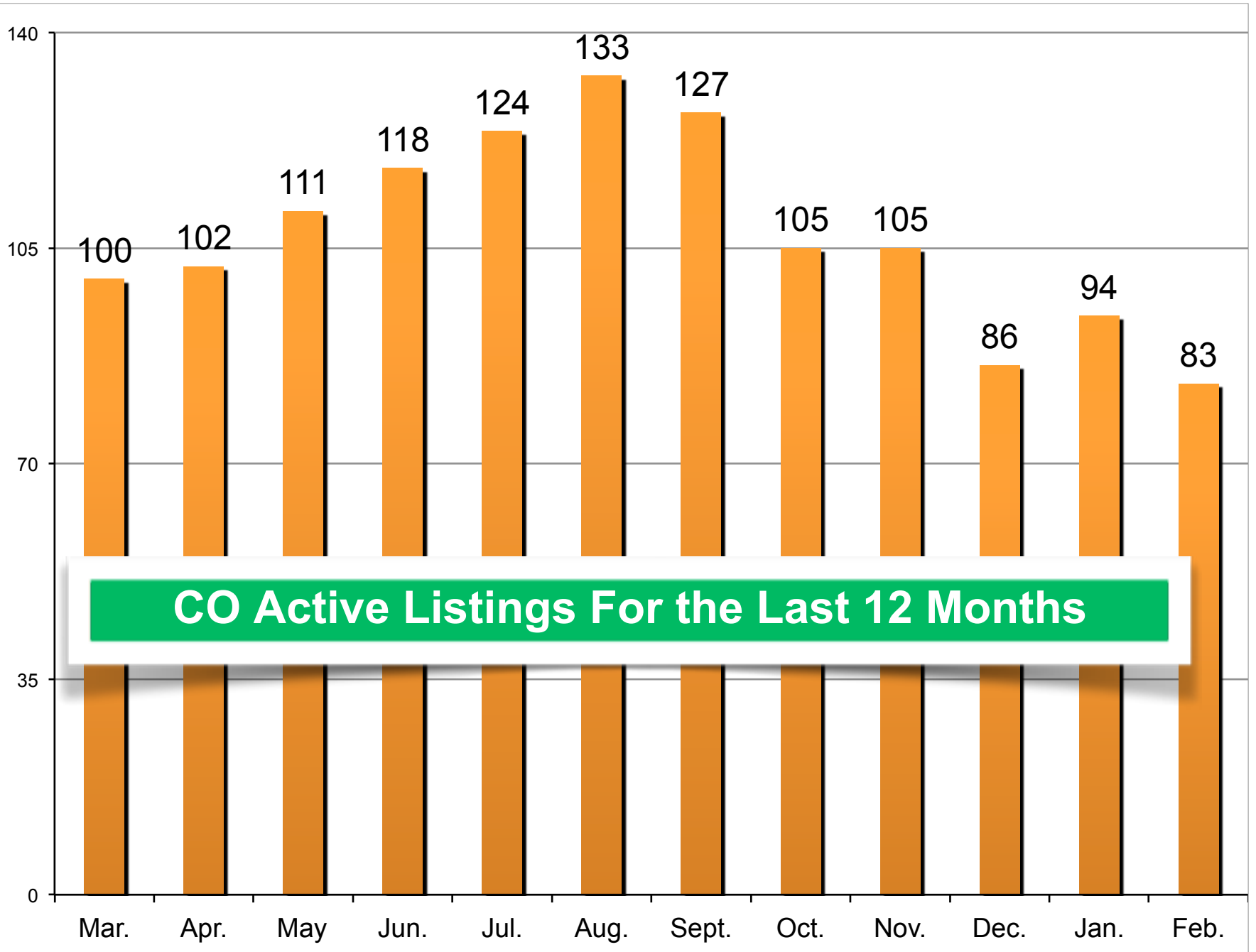
\$2,025,000

\$2.02M  
+138%

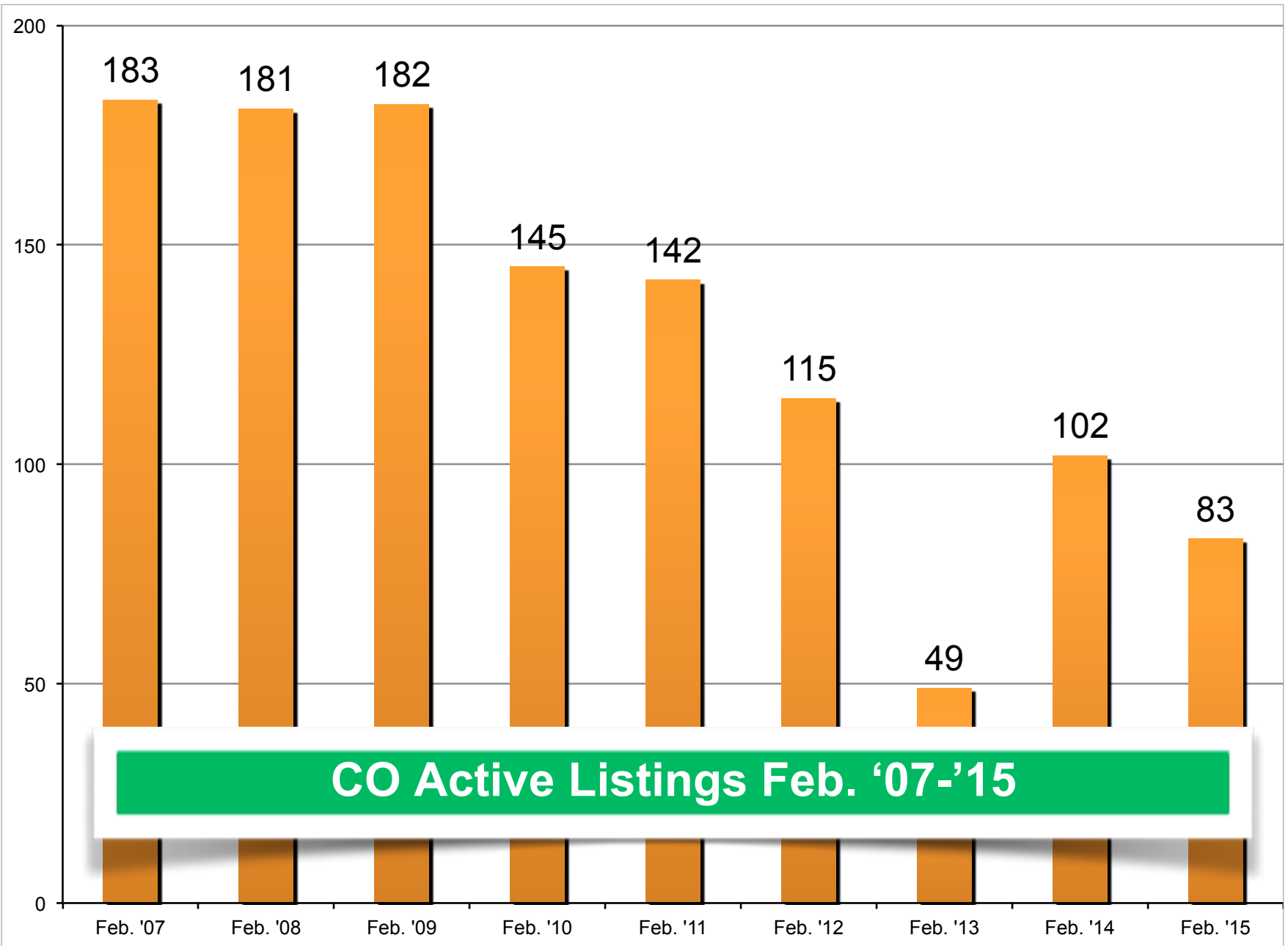
\$926  
+58%

\$505  
+11%



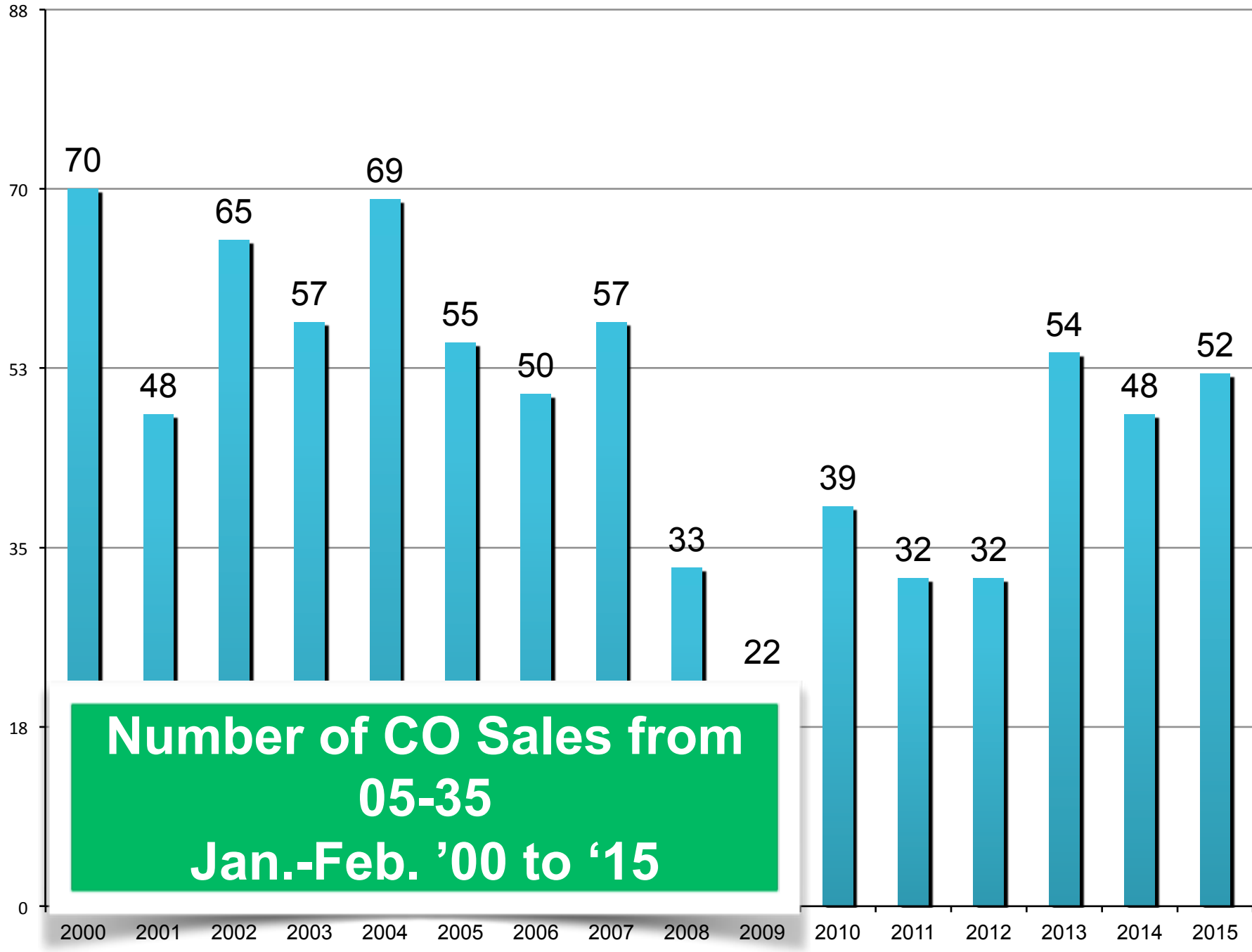


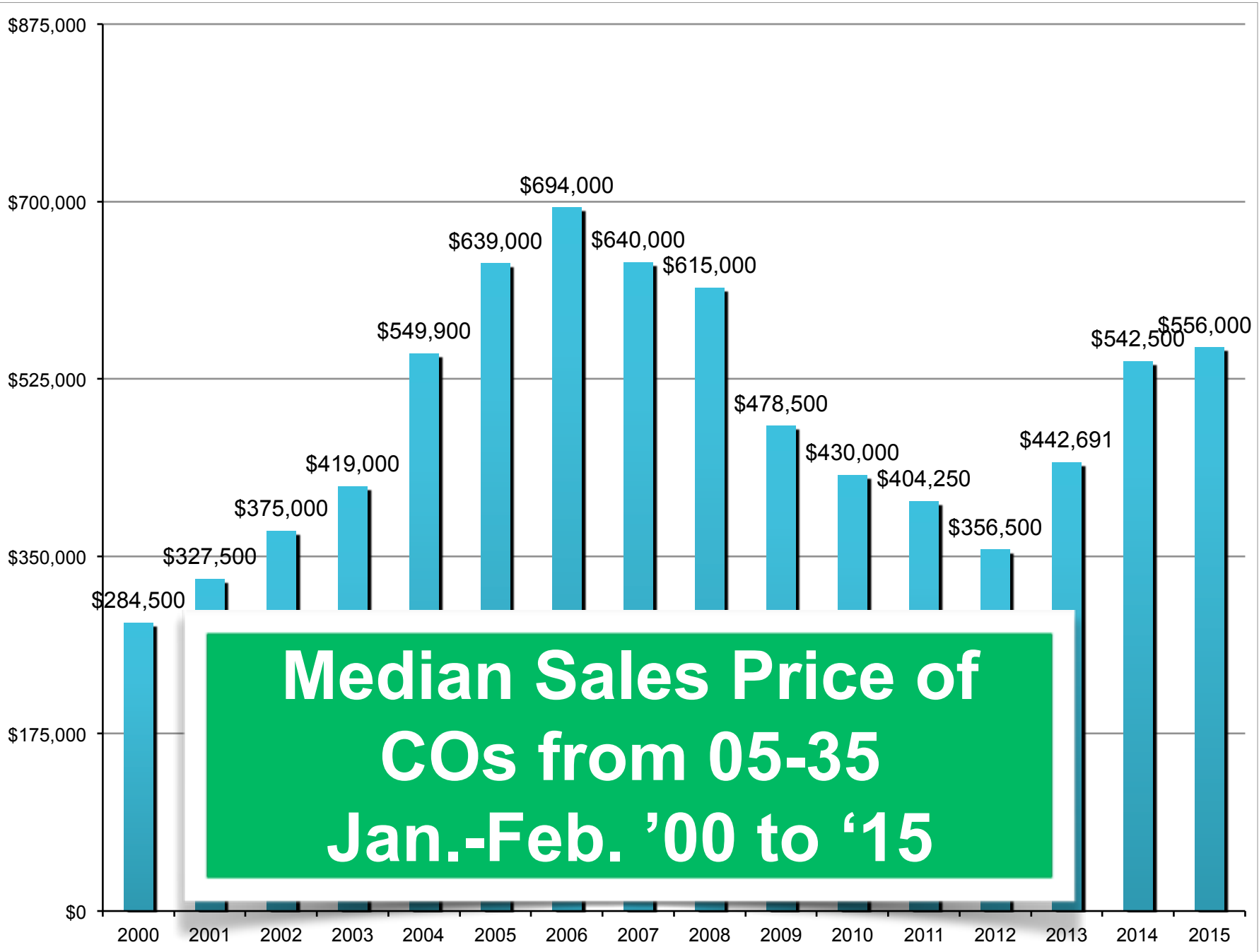
**CO Active Listings For the Last 12 Months**





**Perspective  
for Condos  
2000-2015**





**Compiled from  
Santa Barbara Multiple Listing Service Data  
on 3/6/2015**

**Statistics Through February '15**

