

**Compiled from
Santa Barbara Multiple Listing Service Data
on 5/7/2014**

Statistics Through April 2014

MLS vs CORT for Mar. '14

MLS 136 Sales 99 HE/PU – 37 CO

CORT 170 Sales

- 1 Commercial
- 1 Residential Income
- 1 Closed in Jan '13
- 1 Closed in Feb '13
- 1 Closed in July '13
- 1 Closed in Dec '13
- 1 Closed in April '14
- 1 Still Pending in MLS
- 1 Cancelled in MLS
- 1 No Primary Listing
- 1 Wrong APN in CORT
- 20 Not in MLS

April 1-April 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	100	\$208,342,650	\$1,122,500	\$2,083,426	49	\$193,494,700	\$1,110,500	\$1,934,947	92.87	89.74
List/Sold	26	\$59,136,700	\$1,145,000	\$2,274,488	61	\$56,588,000	\$1,107,500	\$2,176,461	95.69	90.66
Co-Broker	74	\$149,205,950	\$1,122,500	\$2,016,296	45	\$136,906,700	\$1,110,500	\$1,850,090	91.76	89.37
New	165	\$372,259,698	\$1,370,000	\$2,256,119	13					
Pending	124	\$219,264,700	\$1,175,000	\$1,768,263	57					
Temp Off Market	6	\$10,619,000	\$1,537,500	\$1,769,833	49					
Cancelled	10	\$51,992,900	\$2,872,500	\$5,199,290	223					
Expired	20	\$108,405,000	\$3,825,000	\$5,420,250	252					
Back On Market	30	\$102,043,900	\$1,595,000	\$3,401,463	109					
Extended	38	\$124,472,900	\$2,545,000	\$3,275,602	159					
Active In Range	364	\$1,490,096,598	\$2,495,000	\$4,093,671	103					
Current Active	297	\$1,337,814,698	\$2,795,000	\$4,504,426	116					

HE/PU April '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	100	\$208,342,650	\$1,122,500	\$2,083,426	49	\$193,494,700	\$1,110,500	\$1,934,947	92.87	89.74
Pending	124	\$219,264,700	\$1,175,000	\$1,768,263	57	Pending				

HE/PU April '13

	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	131	\$191,338,099	\$945,000	\$1,460,596	41	\$184,553,866	\$915,000	\$1,408,808	96.45	92.40
Pending	141	\$212,874,975	\$989,000	\$1,509,751	38					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$450,000-\$499,999	1	131
\$500,000-\$549,999	1	28
\$550,000-\$599,999	3	16
\$600,000-\$649,999	2	22
\$650,000-\$699,999	6	13
\$700,000-\$749,999	5	15
\$750,000-\$799,999	4	9
\$800,000-\$849,999	9	23
\$850,000-\$899,999	8	71
\$900,000-\$949,999	4	11
\$950,000-\$999,999	3	30

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$1,000,000-\$1,099,999	3	9
\$1,100,000-\$1,199,999	6	15
\$1,200,000-\$1,299,999	4	17
\$1,300,000-\$1,399,999	3	72
\$1,400,000-\$1,499,999	1	120
\$1,500,000-\$1,599,999	3	120
\$1,600,000-\$1,699,999	4	6
\$1,700,000-\$1,799,999	3	63
\$1,800,000-\$1,899,999	1	64
\$2,000,000-\$2,249,999	4	27
\$2,250,000-\$2,499,999	4	37
\$2,500,000-\$2,749,999	1	32
\$2,750,000-\$2,999,999	3	47
\$3,000,000-\$3,249,999	2	15
\$3,250,000-\$3,499,999	1	48
\$3,500,000-\$3,749,999	2	211
\$3,750,000-\$3,999,999	1	140
\$4,500,000-\$4,749,999	1	50
\$5,000,000+	7	183

The average price for the 100 properties is \$1,934,947.

The highest price is \$19,870,000.

1755 Fernald Point

The median price is \$1,100,000

The lowest price is \$491,000.

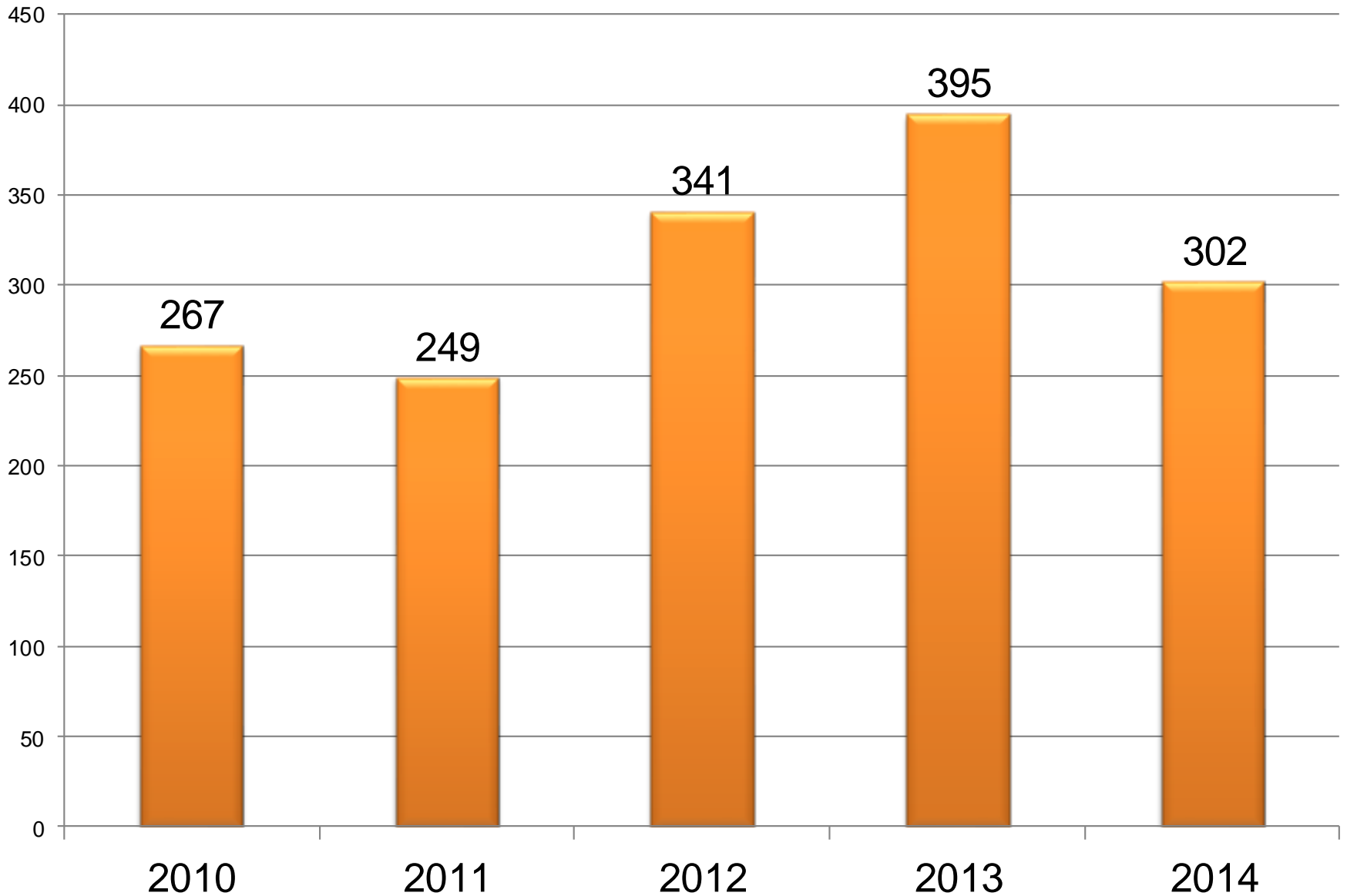
1225 E Valley Rd

The average Market Time is 49.

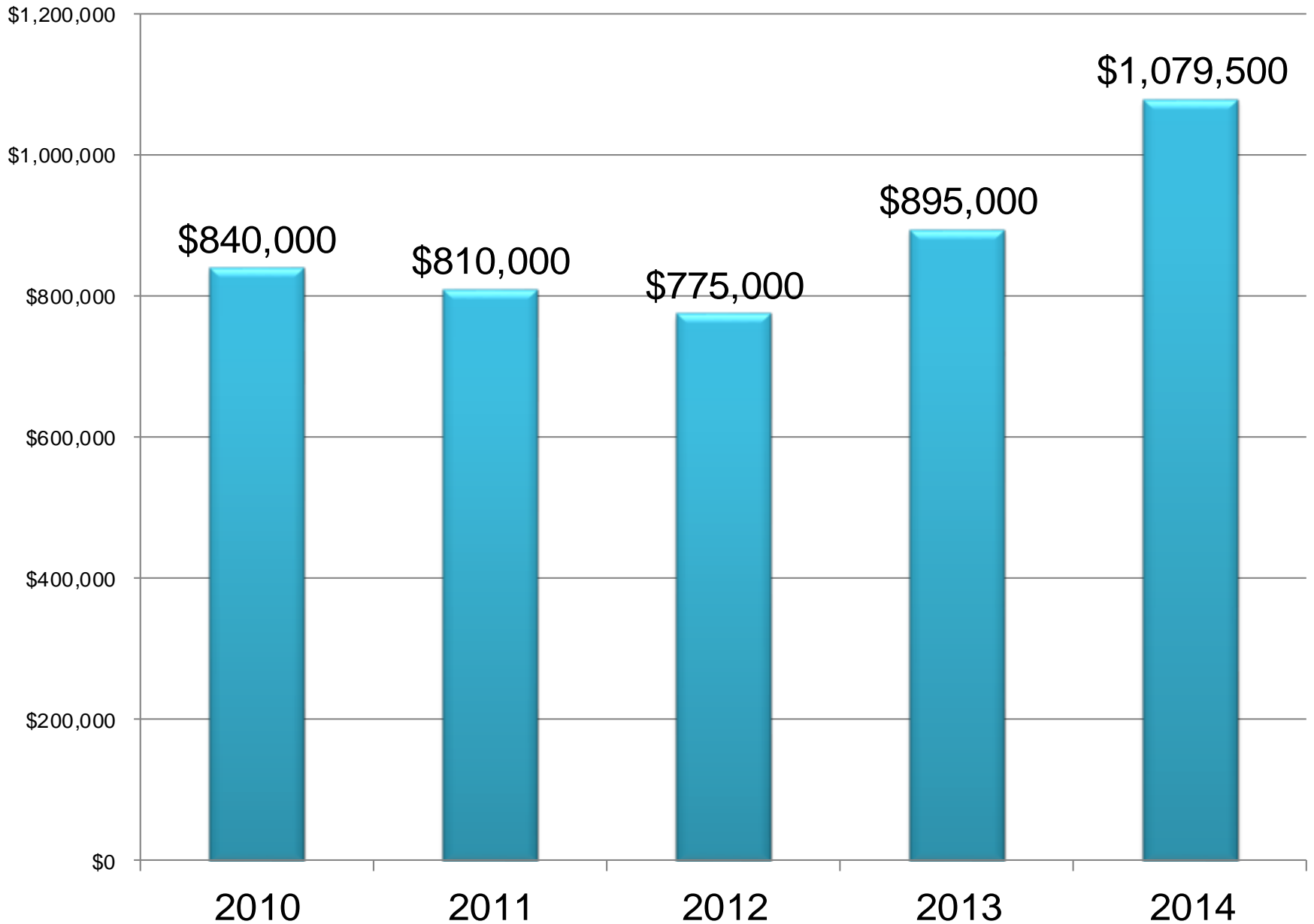
Home Estate/PUD

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

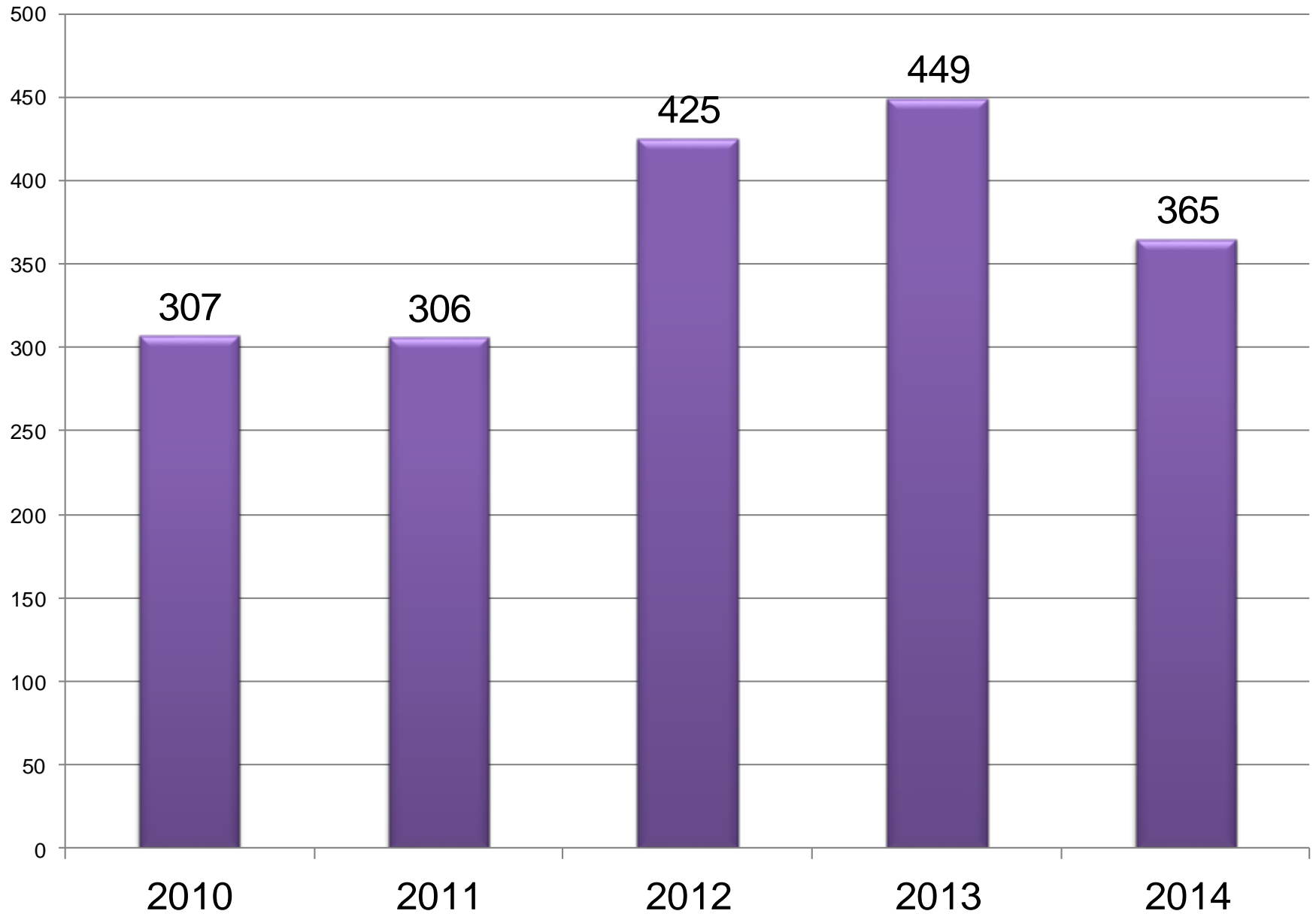
HE/PU Sales Jan-Apr 2010-2014



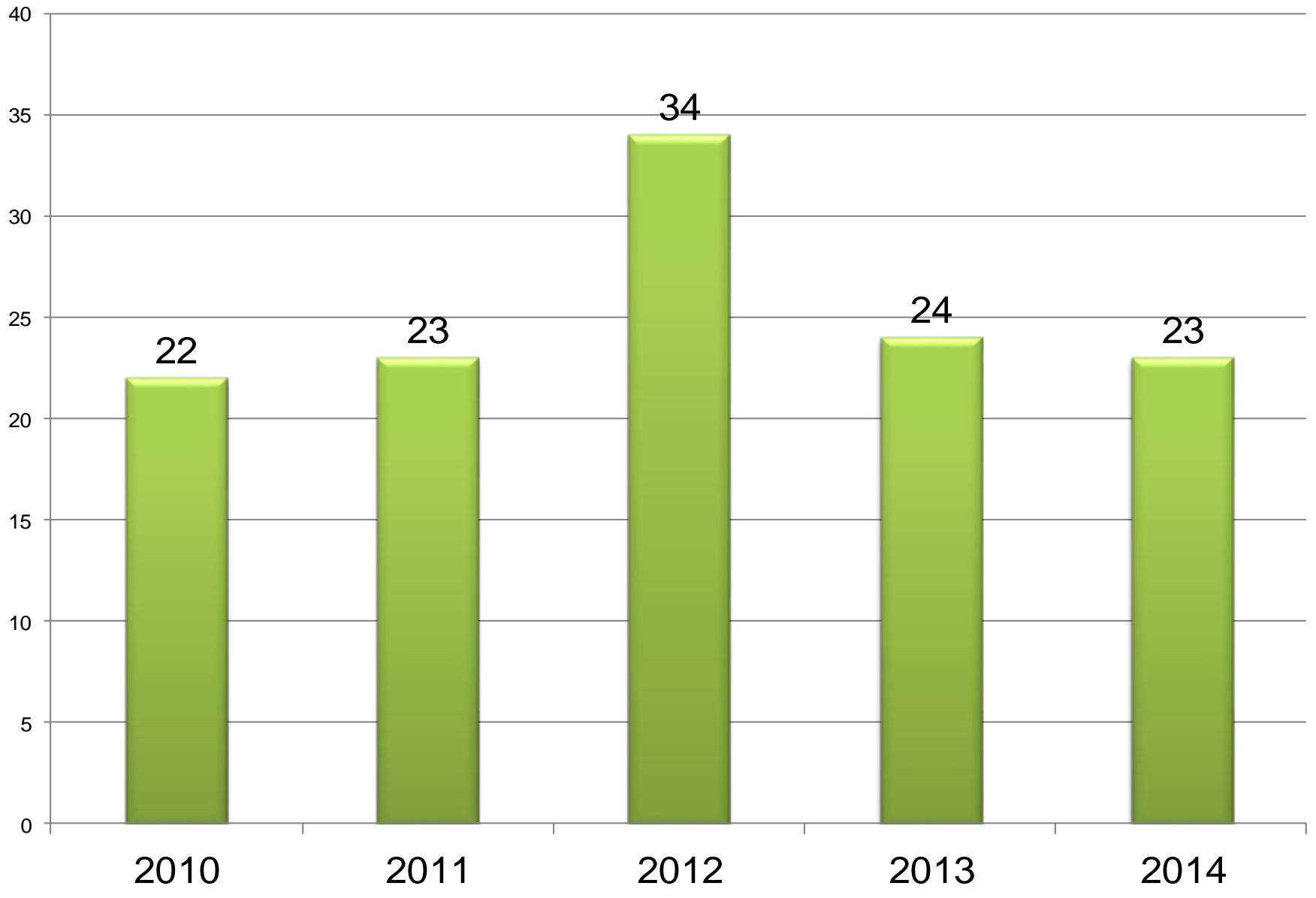
HE/PU Median Sales Price Jan-Apr 2010-2014



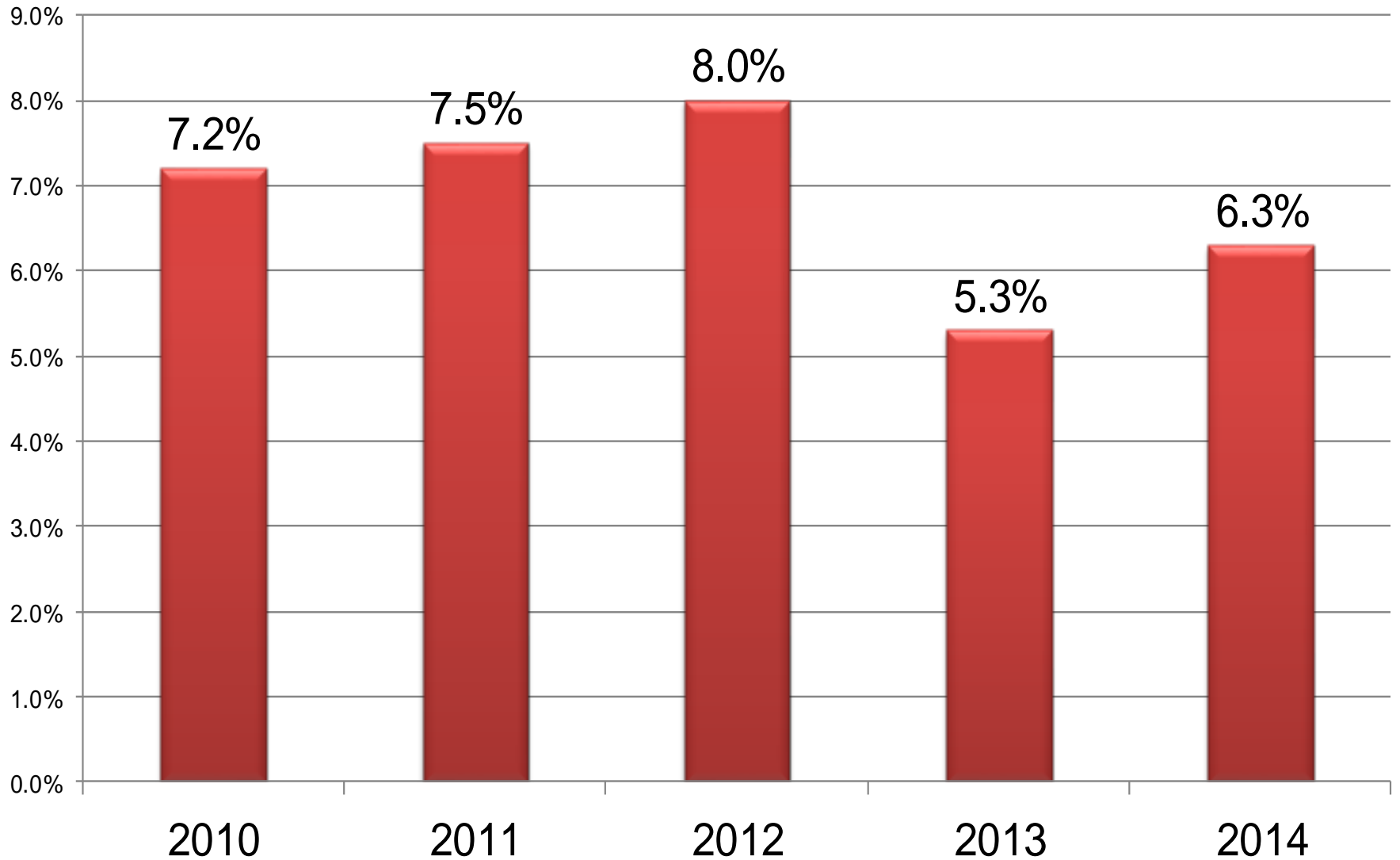
HE/PU Pending Sales Jan-Apr 2010-2014



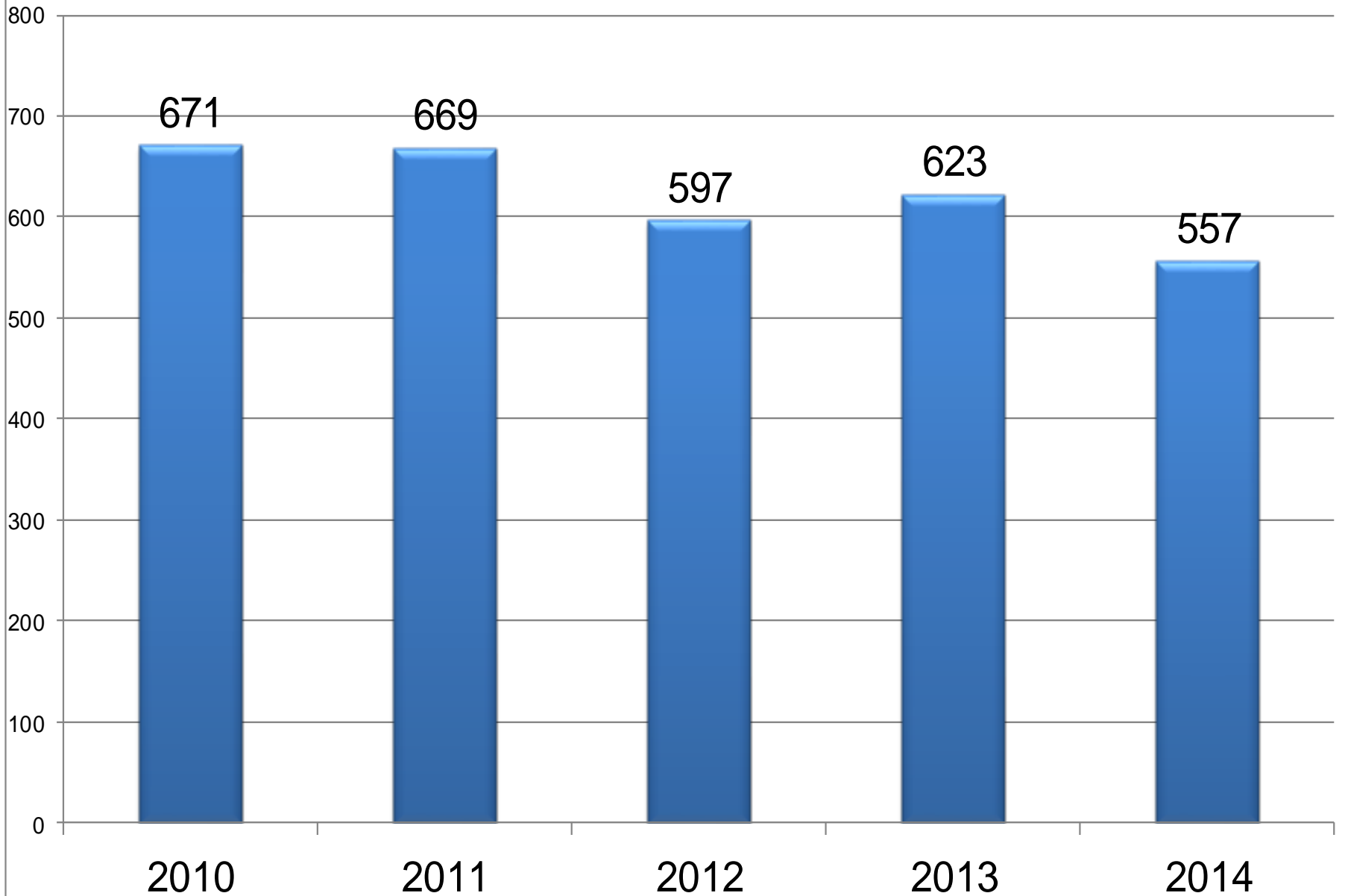
HE/PU Fall Throughs Jan-Apr 2010-2014



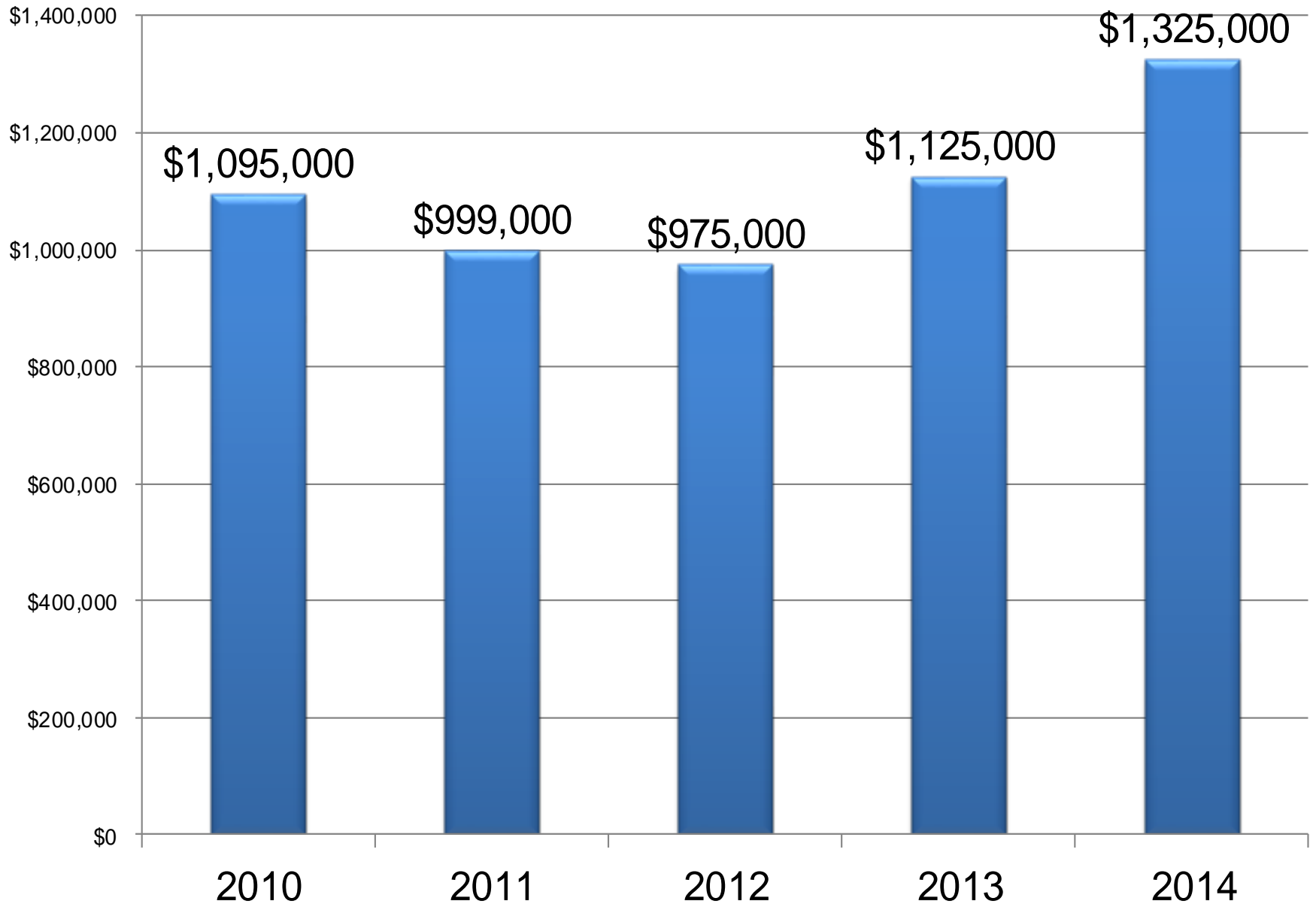
HE/PU Fall Through Percentages Jan-Apr 2010-2014



HE/PU New Listings Jan-Apr 2010-2014



HE/PU Median List Price Jan-Apr 2010-2014



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

Active and Pending Listings '13 vs. '14 Jan.-Apr.

- Total Active Listings

'13 998, '14 860 **DOWN** -13.8%

- New Listings

'13 623, '14 557, **DOWN** -10.6%

- New Listings Median List Price

'13 \$1,125,000, '14 \$1,325,000 **UP** +17.8%

- Properties that went into Escrow

'13 449, '14 365, **DOWN** -18.7%

Sold HE/PU '13 vs. '14 Jan.-Apr.

- Number of Sold Properties

'13 395, '14 302 **DOWN -23.5%**

- Median Sales Prices

'13 \$895,000, '14 \$1,079,500 **UP +20.6%**

- Median Sales Prices w/o Hope Ranch/Montecito

'13 \$805,000, '14 \$900,000 **UP +11.8%**

- Average Sold Price

'13 \$1,460,170, '14 \$1,701,172 **UP +16.5%**

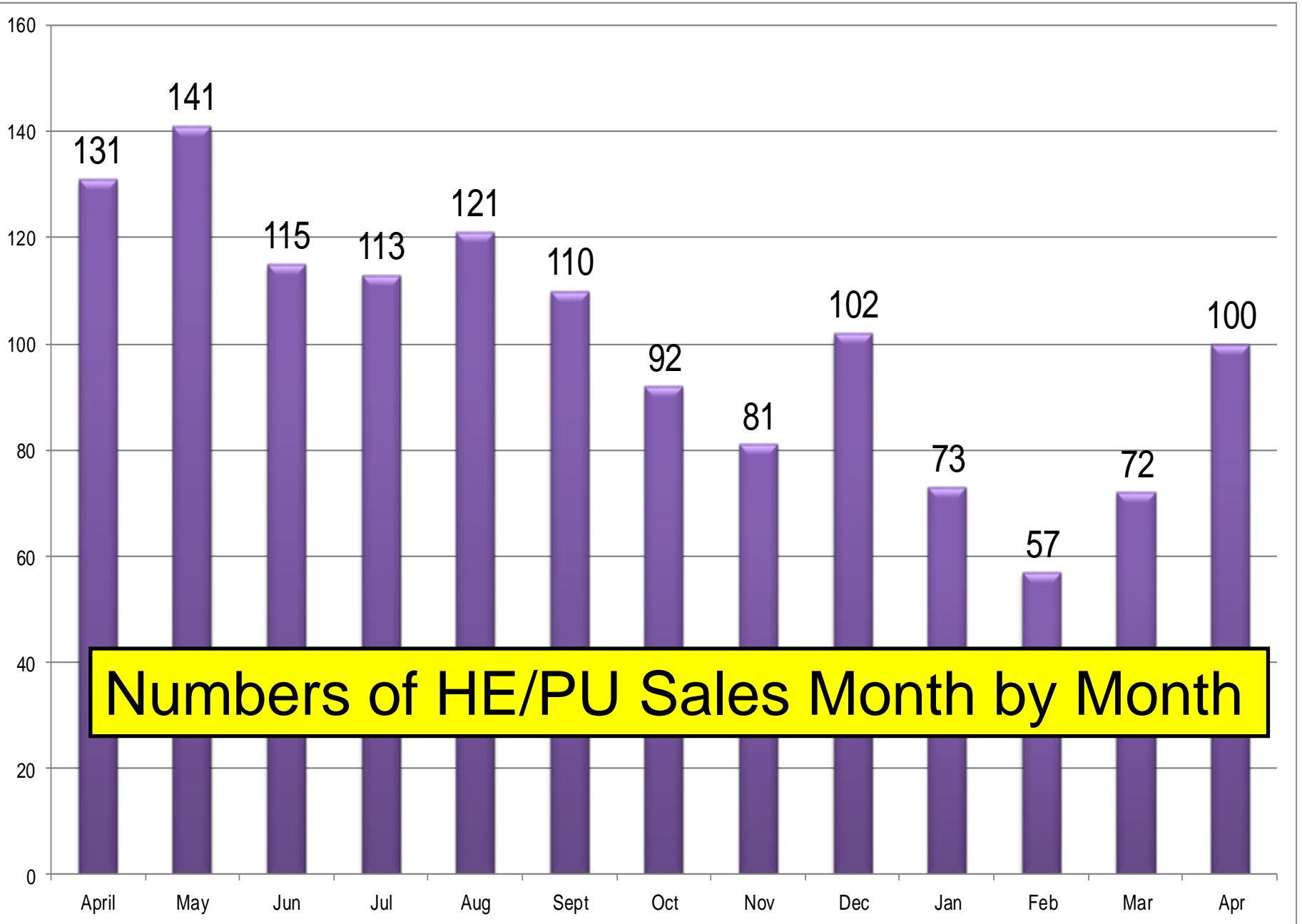
- Average Sold Price w/o Hope Ranch/Montecito

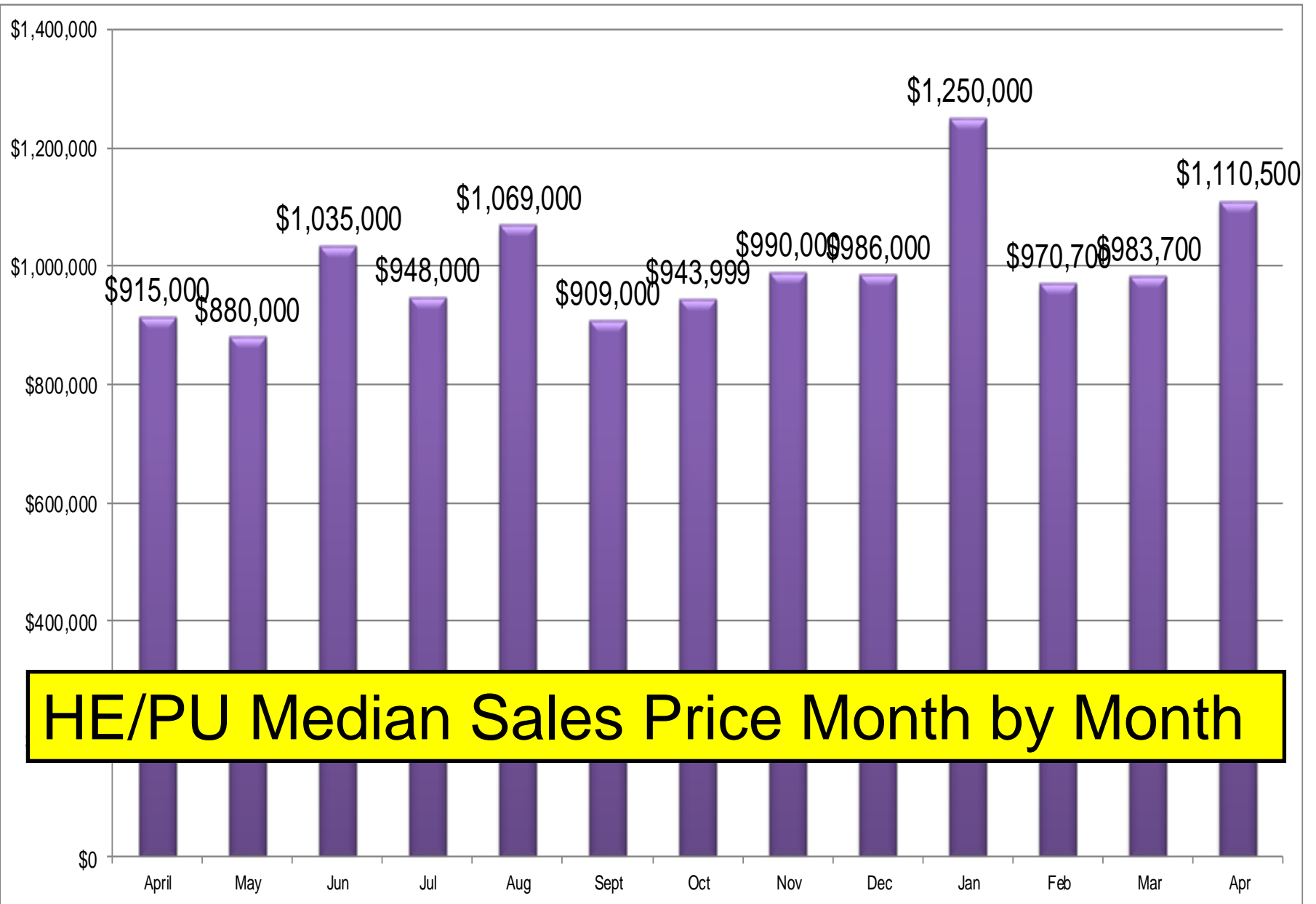
'13 \$994,067, '14 \$1,199,156 **UP +20.6%**

- Sold Volume

'13 \$576,767,395, '14 \$513,754,015 **DOWN -10.9%**

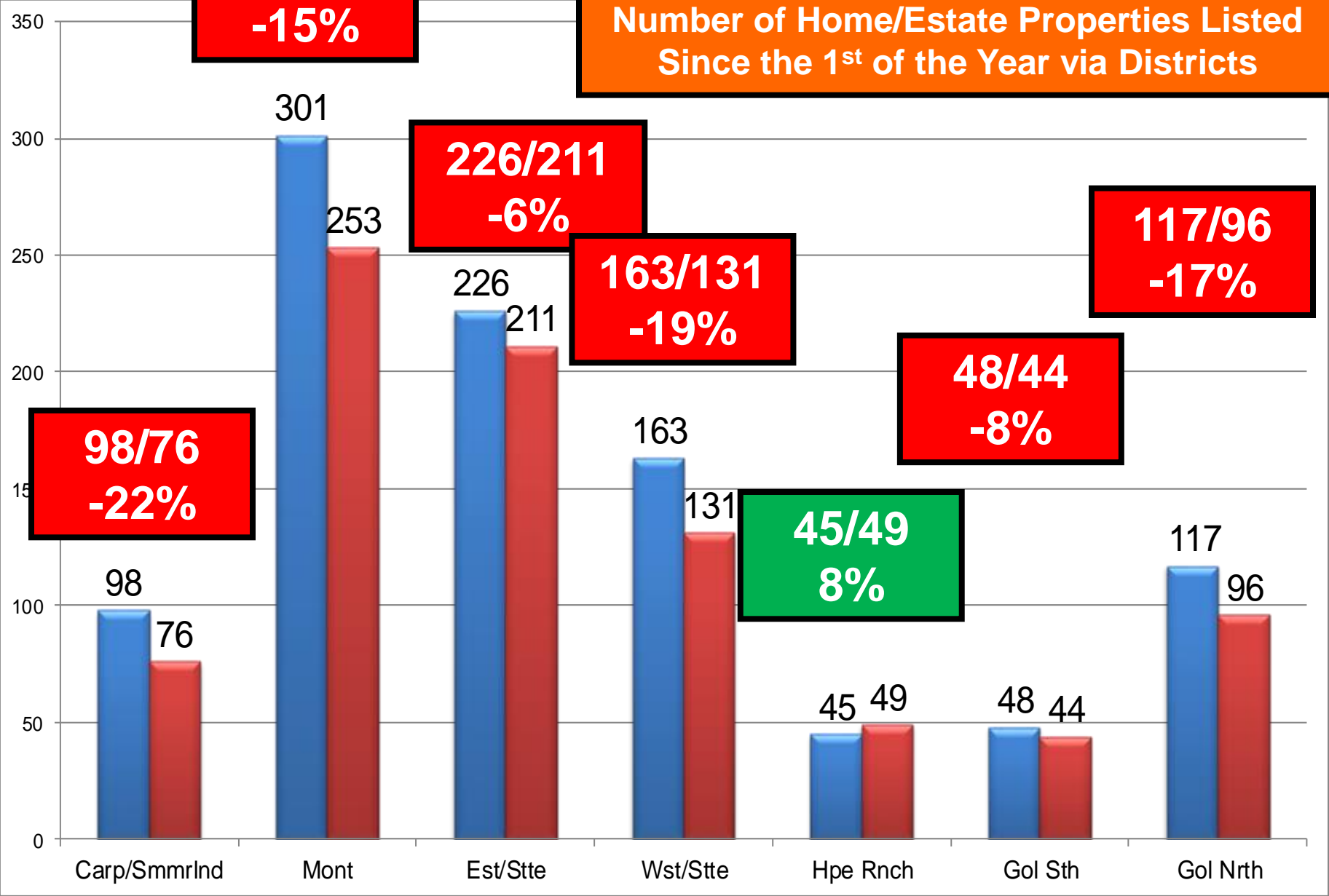
**April '13 to April '14
Month by Month
for Home Estate/PUDs
Districts 05-35**



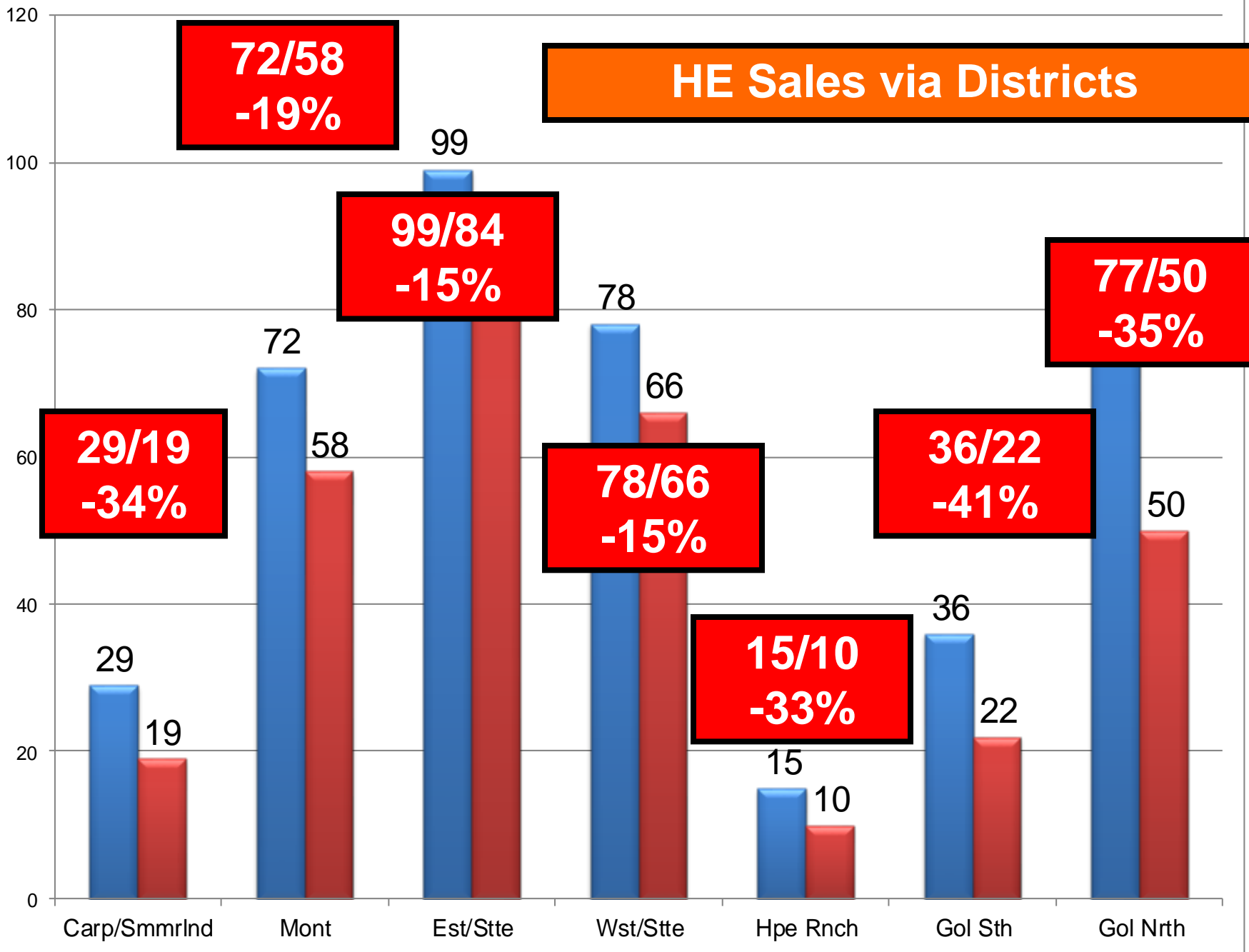


HE/PU District Stats

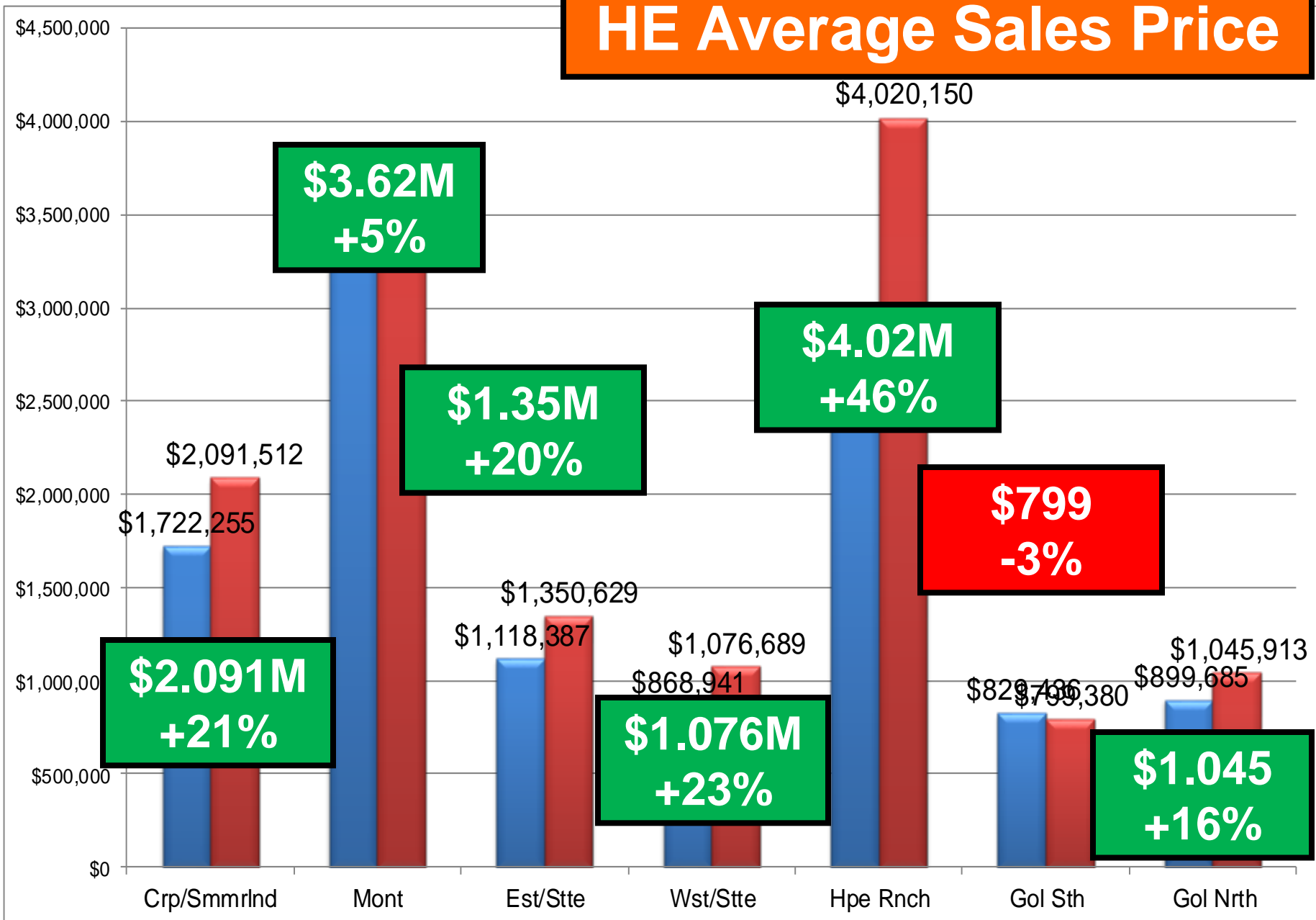
Number of Home/Estate Properties Listed Since the 1st of the Year via Districts

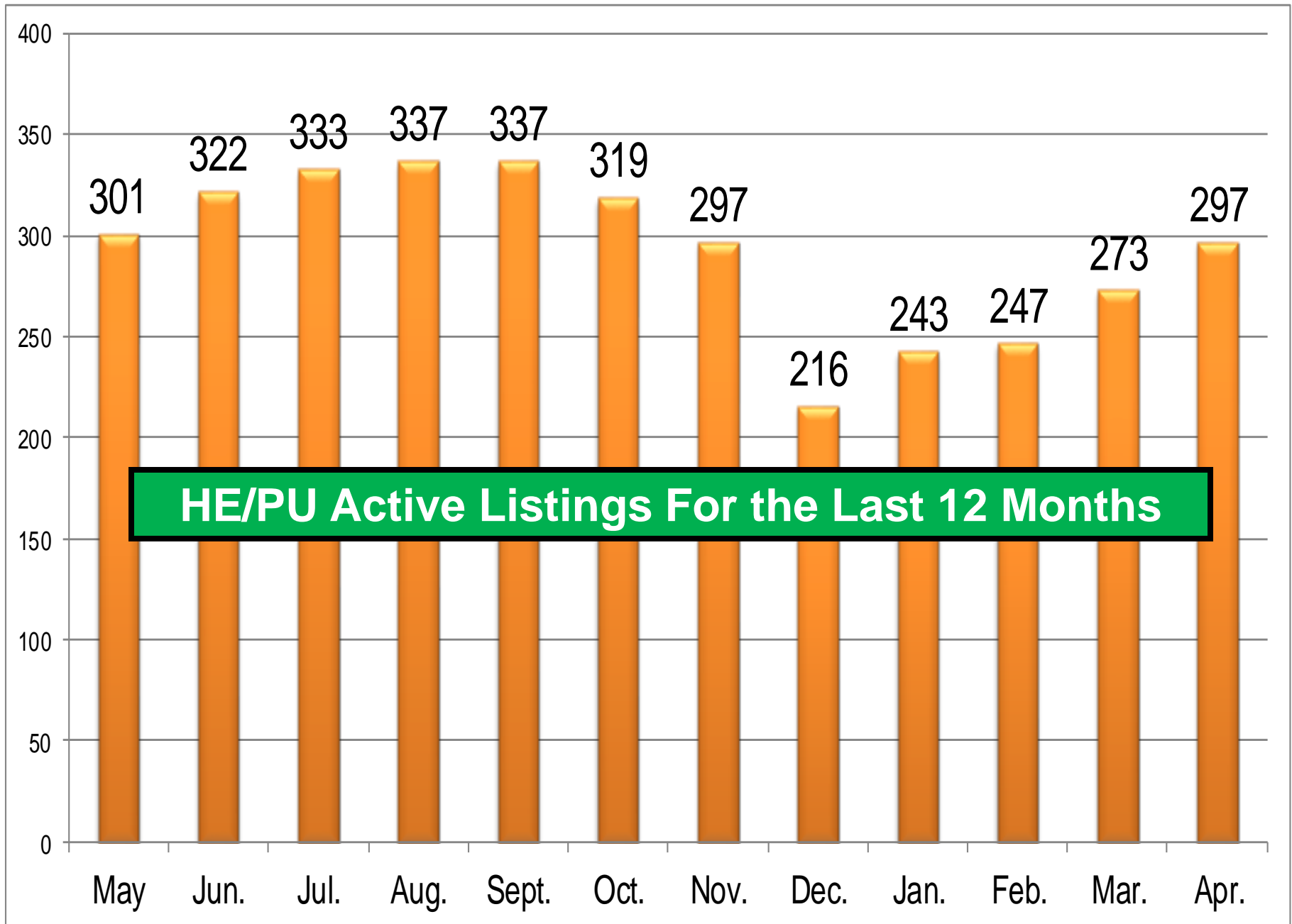


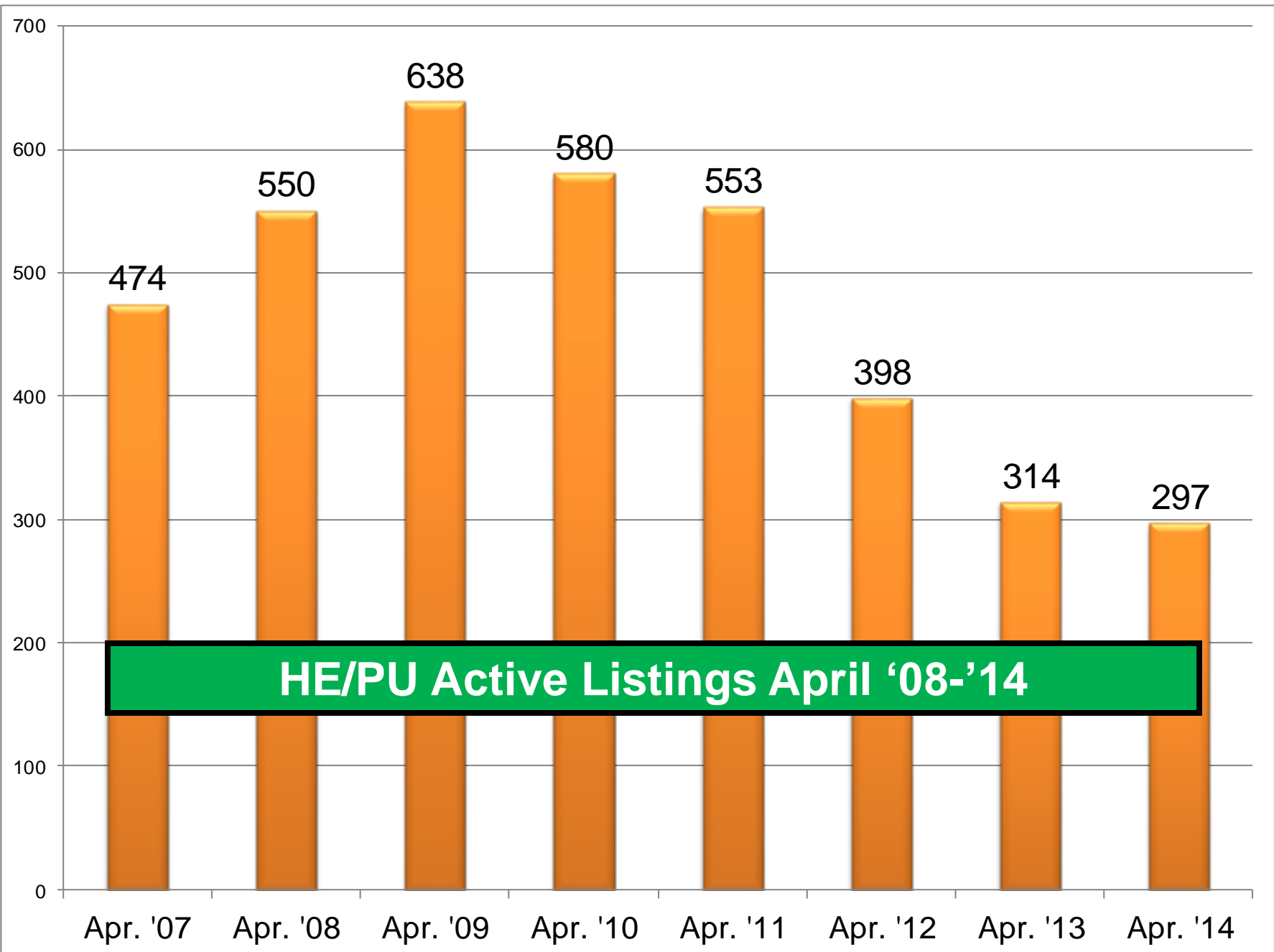
HE Sales via Districts



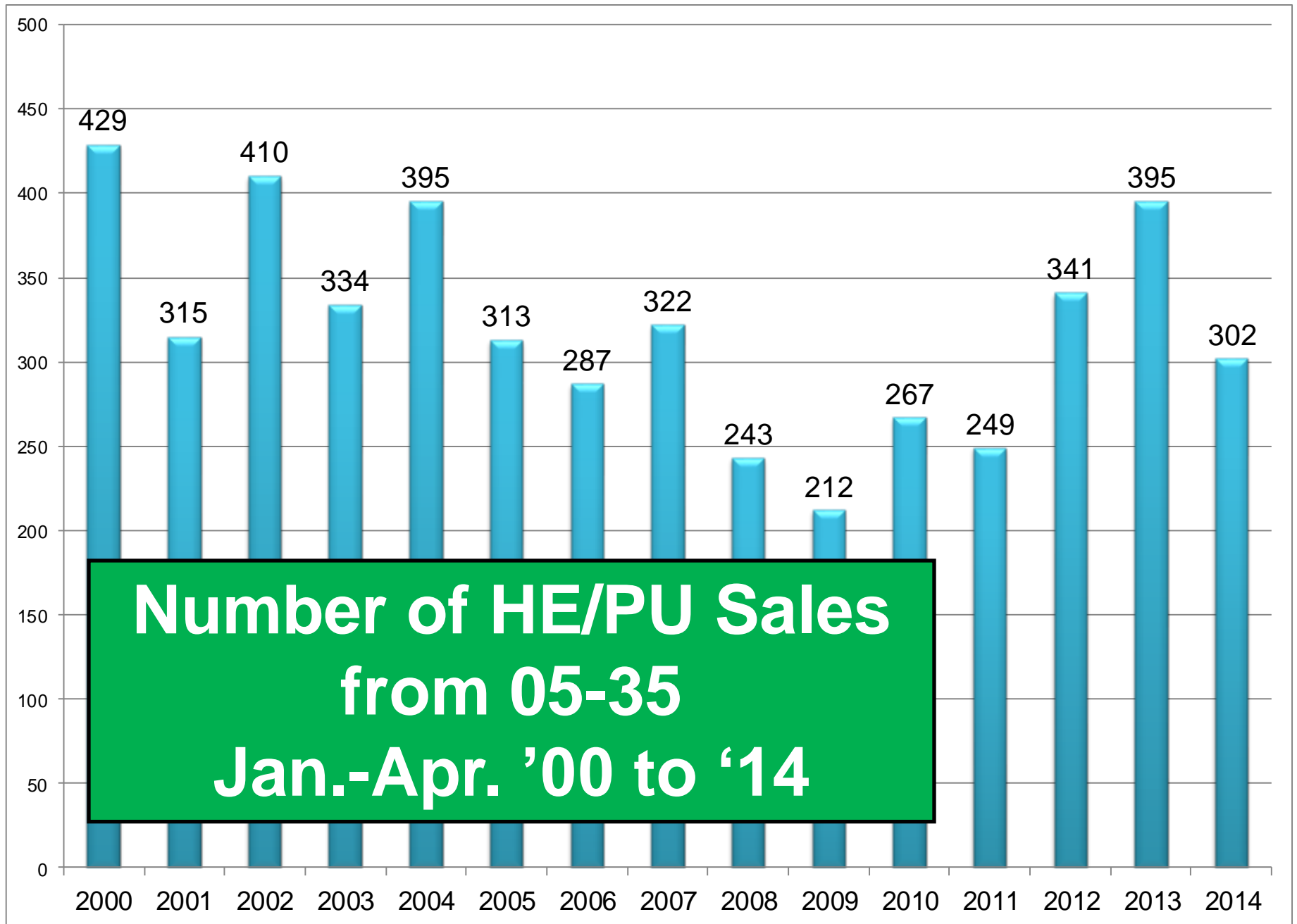
HE Average Sales Price

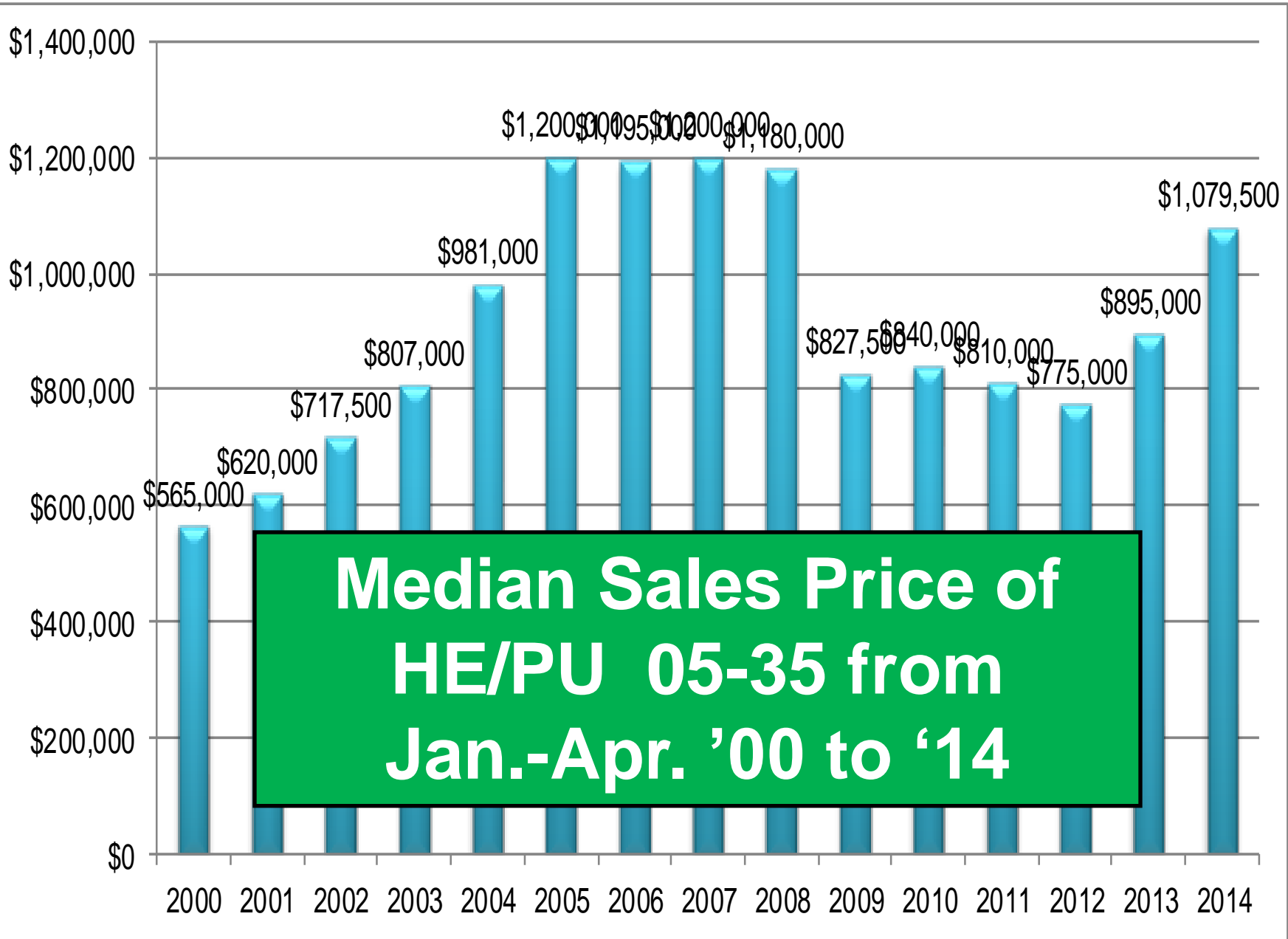






**Perspective
for Home Estates
2000-2014**





April 1-April 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	42	\$33,810,200	\$607,000	\$805,004	41	\$33,131,000	\$602,000	\$788,833	97.99	97.26
List/Sold	12	\$10,952,000	\$712,000	\$912,666	38	\$10,770,500	\$702,500	\$897,541	98.34	98.25
Co-Broker	30	\$22,858,200	\$564,450	\$761,940	41	\$22,360,500	\$564,500	\$745,350	97.82	96.79
New	69	\$58,665,388	\$559,000	\$850,223	12					
Pending	53	\$39,170,758	\$529,000	\$739,070	52					
Temp Off Market	1	\$338,000	\$338,000	\$338,000	153					
Cancelled	3	\$1,561,000	\$489,000	\$520,333	132					
Expired	10	\$14,360,000	\$1,419,000	\$1,436,000	200					
Back On Market	5	\$4,732,900	\$560,000	\$946,580	57					
Extended	9	\$7,245,900	\$590,000	\$805,100	153					
Active In Range	127	\$126,298,350	\$729,000	\$994,475	122					
Current Active	104	\$104,448,600	\$797,000	\$1,004,313	126					

CO April '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	42	\$33,810,200	\$607,000	\$805,004	41	\$33,131,000	\$602,000	\$788,833	97.99	97.26
Pending	53	\$39,170,758	\$529,000	\$739,070	52	Pending				

CO April '13

	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	\$23,532,325	\$543,500	\$653,675	31	\$23,688,138	\$554,000	\$658,003	100.66	100.17
Pending	43	\$25,574,075	\$524,000	\$594,745	30					

Sold Listings

List Price Range	Number of Listings	Average Days to Sold
\$250,000-\$299,999	2	13
\$300,000-\$349,999	4	34
\$350,000-\$399,999	2	65
\$400,000-\$449,999	3	99
\$450,000-\$499,999	2	49
\$500,000-\$549,999	5	39
\$550,000-\$599,999	3	4
\$600,000-\$649,999	4	20
\$650,000-\$699,999	1	1
\$750,000-\$799,999	2	27
\$850,000-\$899,999	2	39
\$900,000-\$949,999	1	1
\$950,000-\$999,999	2	49
\$1,000,000-\$1,099,999	1	4
\$1,100,000-\$1,199,999	1	9
\$1,200,000-\$1,299,999	2	35
\$1,700,000-\$1,799,999	1	198
\$1,800,000-\$1,899,999	2	97
\$2,000,000-\$2,249,999	1	31
\$2,250,000-\$2,499,999	1	1

The average price for the 42 properties is \$788,833

The highest price is \$2,300,000.

401 Chapala St #405

The median price is \$579,000.

The lowest price is \$260,000.

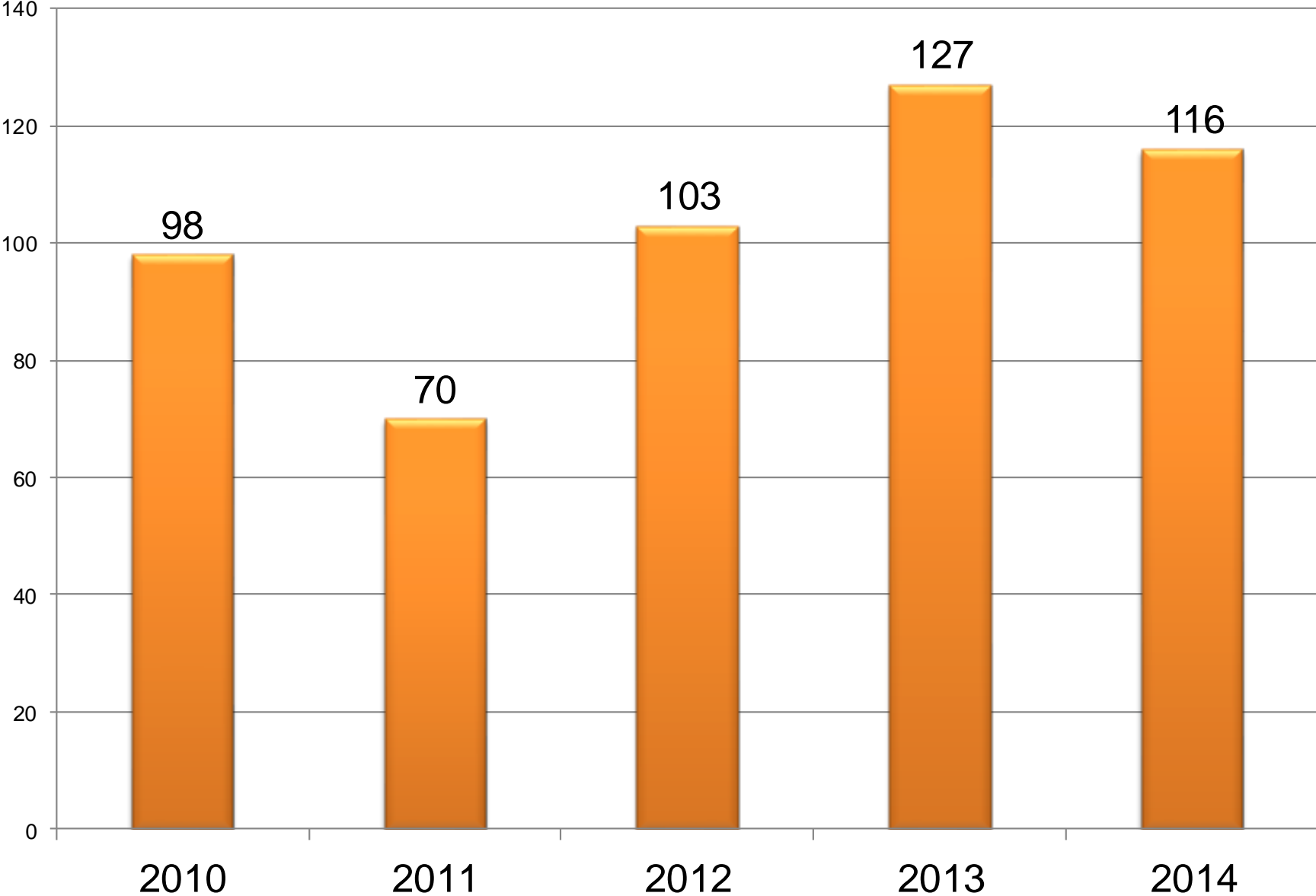
5968 Birch St #1

The average Market Time is 41.

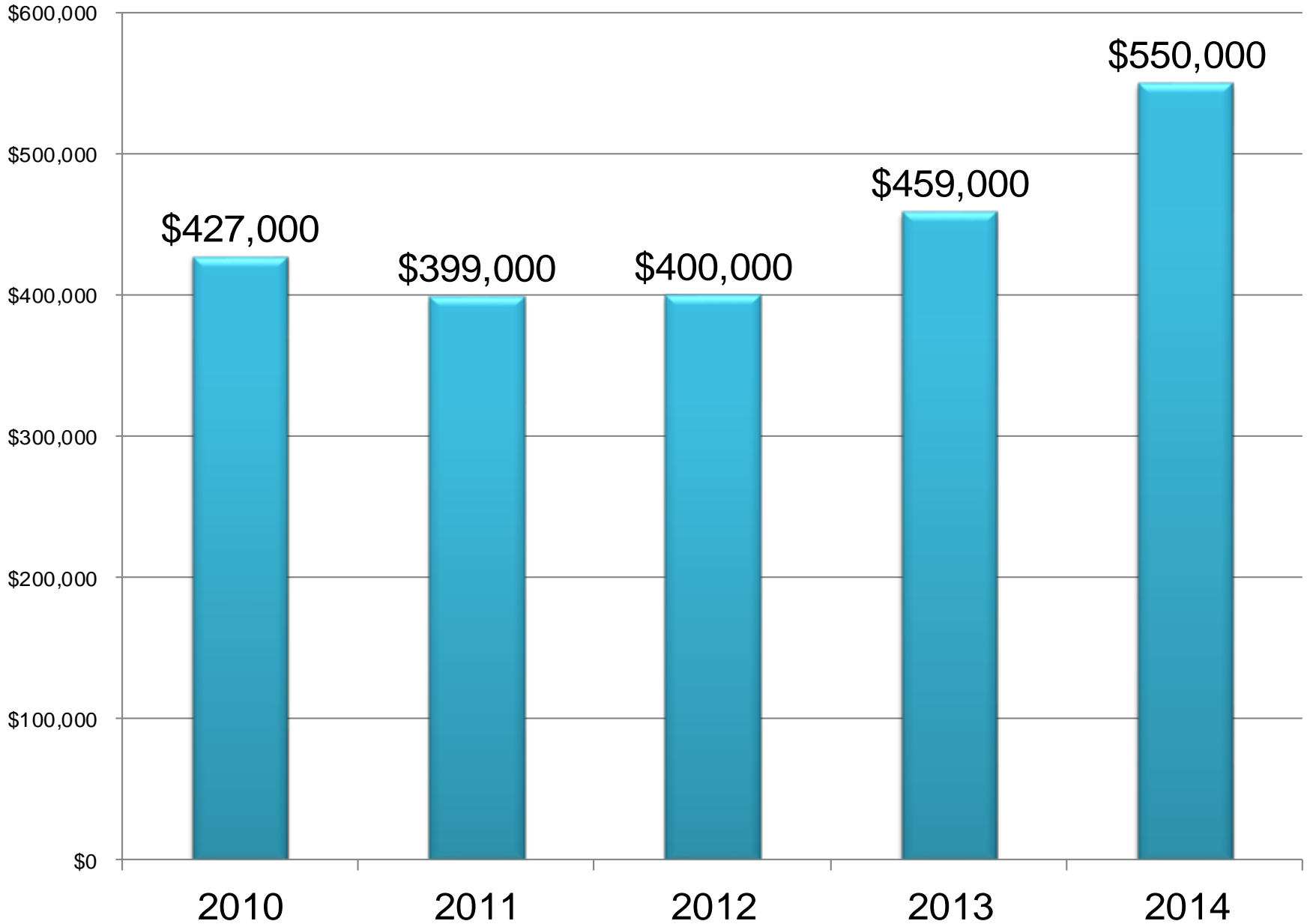
Condo Statistics

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

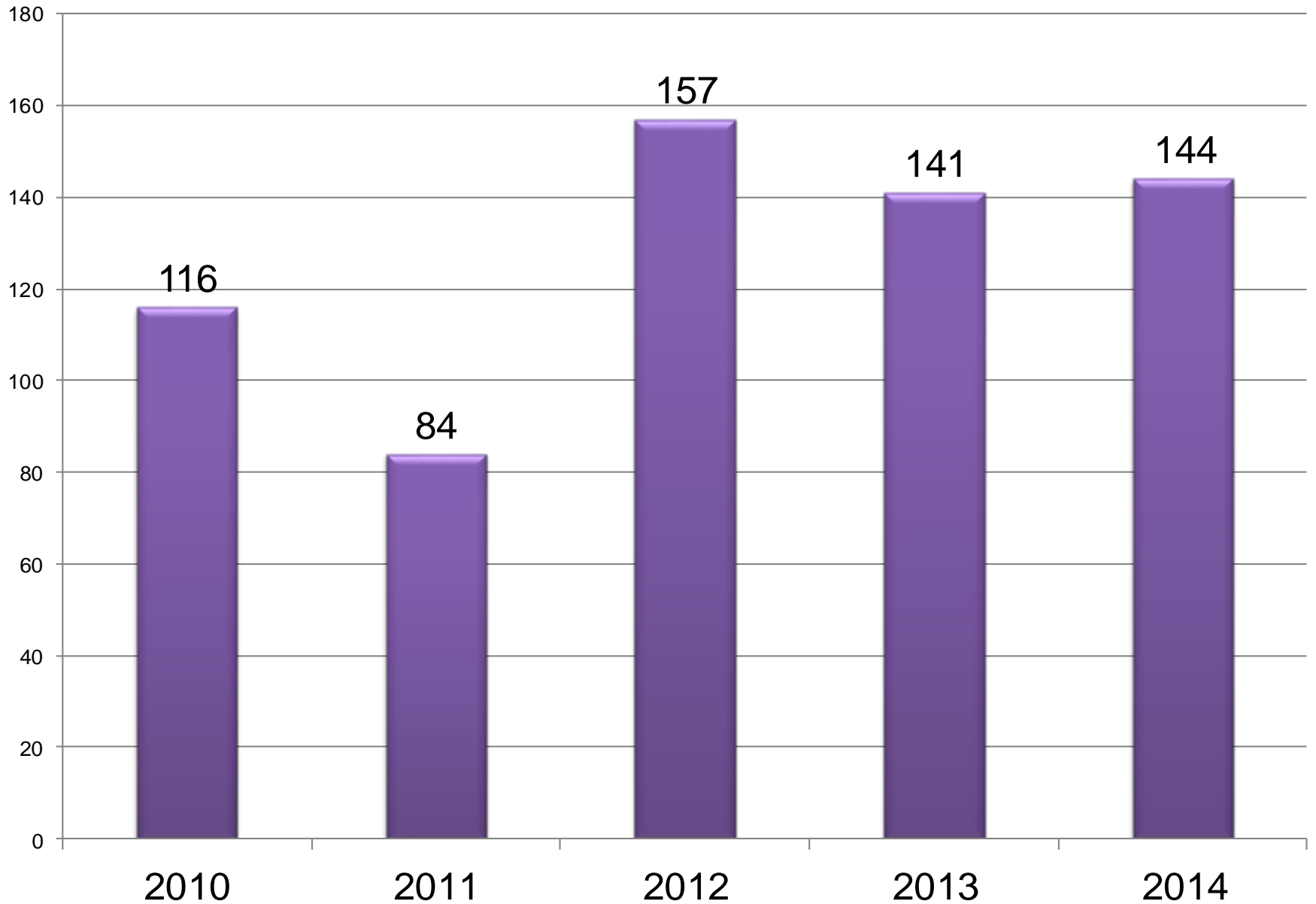
CO Sales Jan-Apr 2010-2014



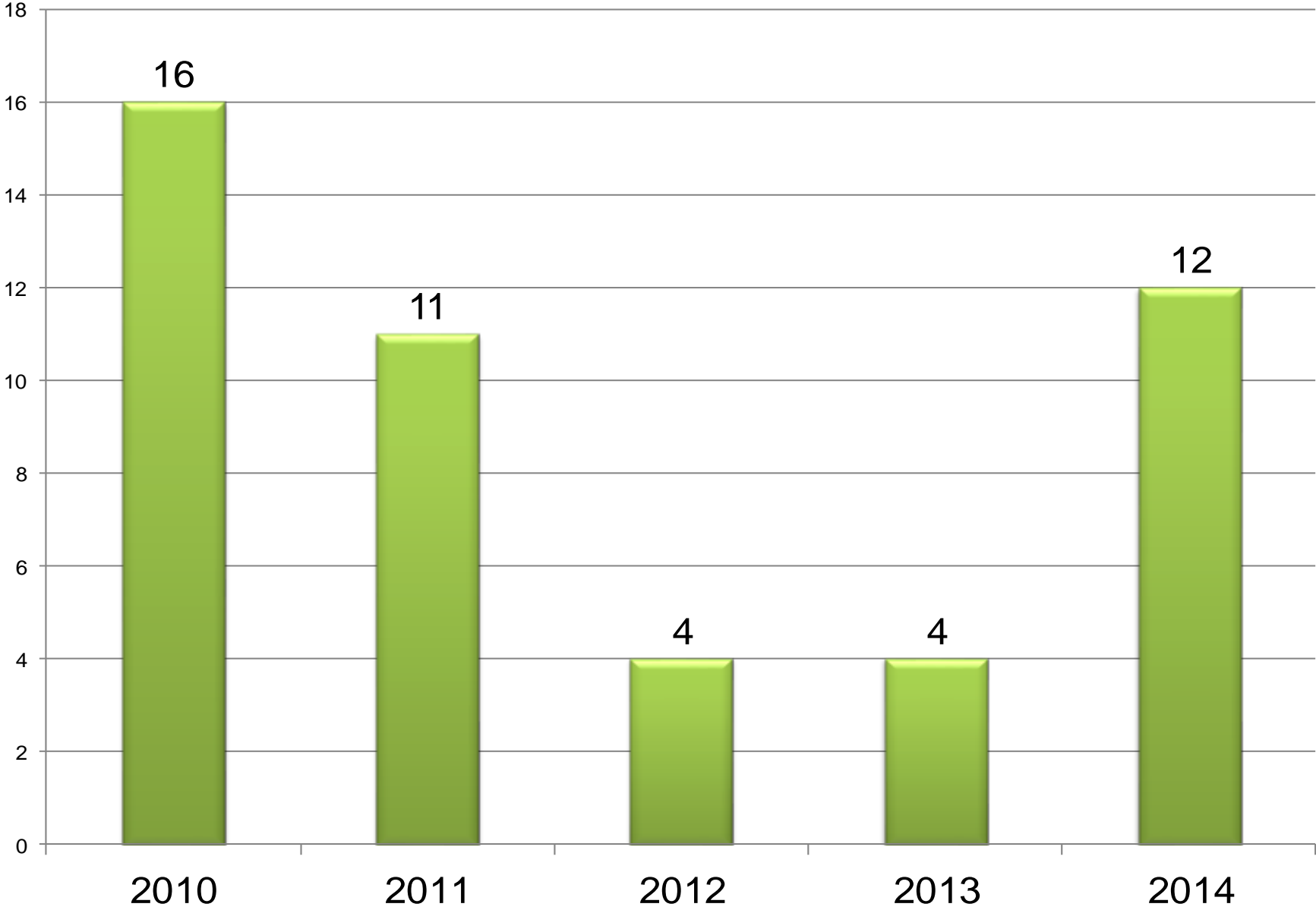
CO Median Sales Price Jan-Apr 2010-2014



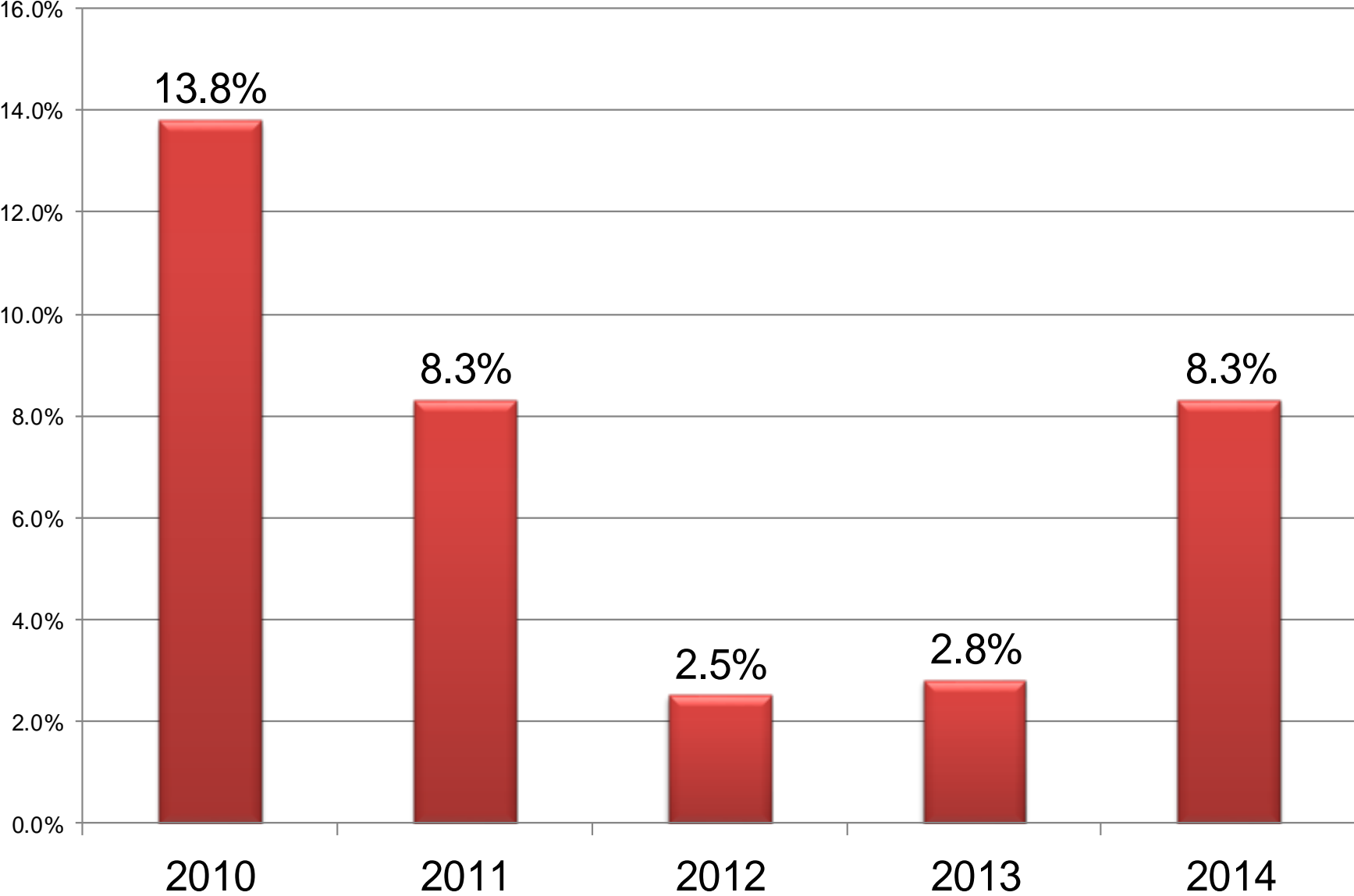
CO Pending Listings Jan-Apr 2010-2014



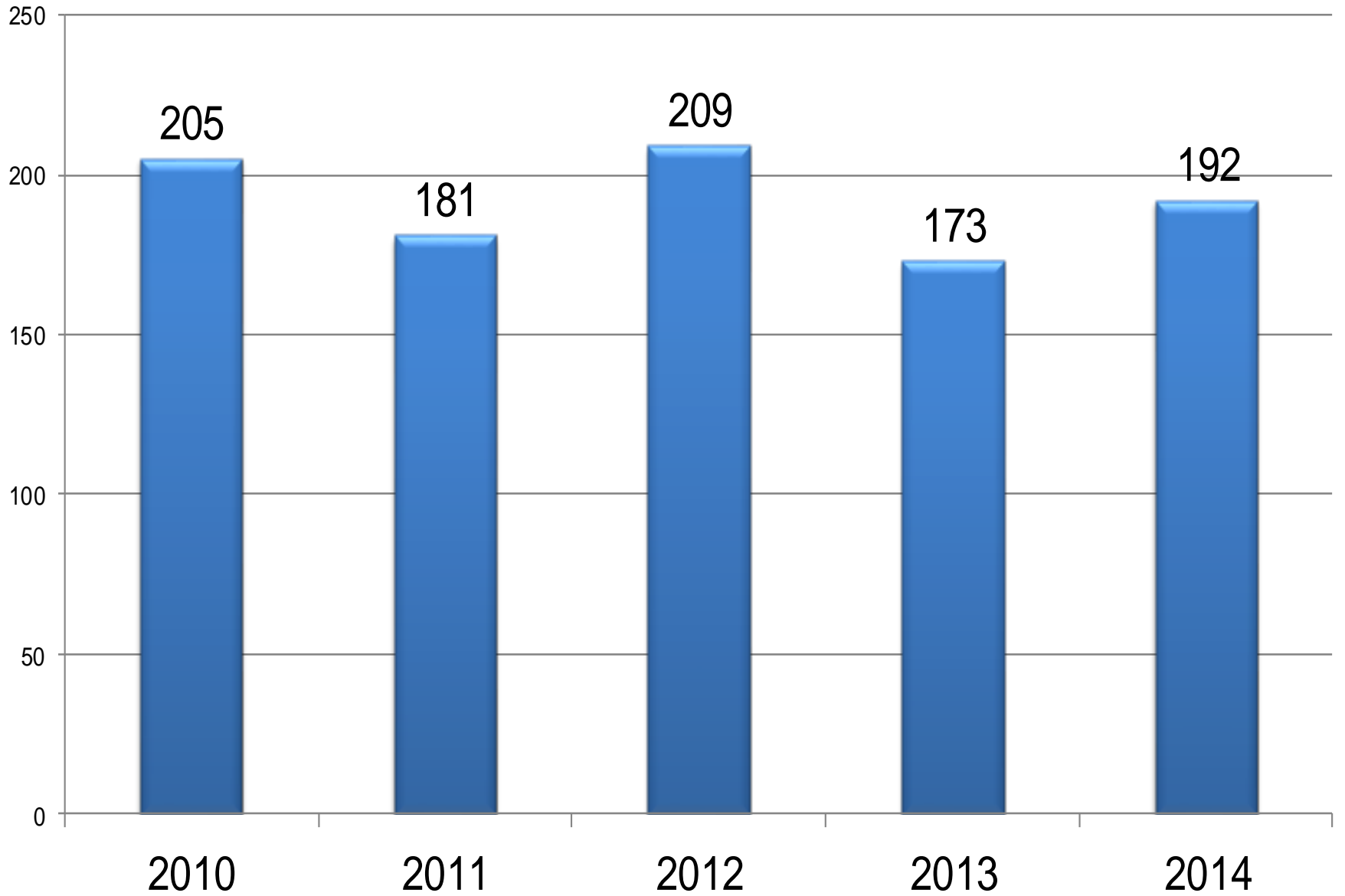
CO Fall Throughs Jan-Apr 2010-2014



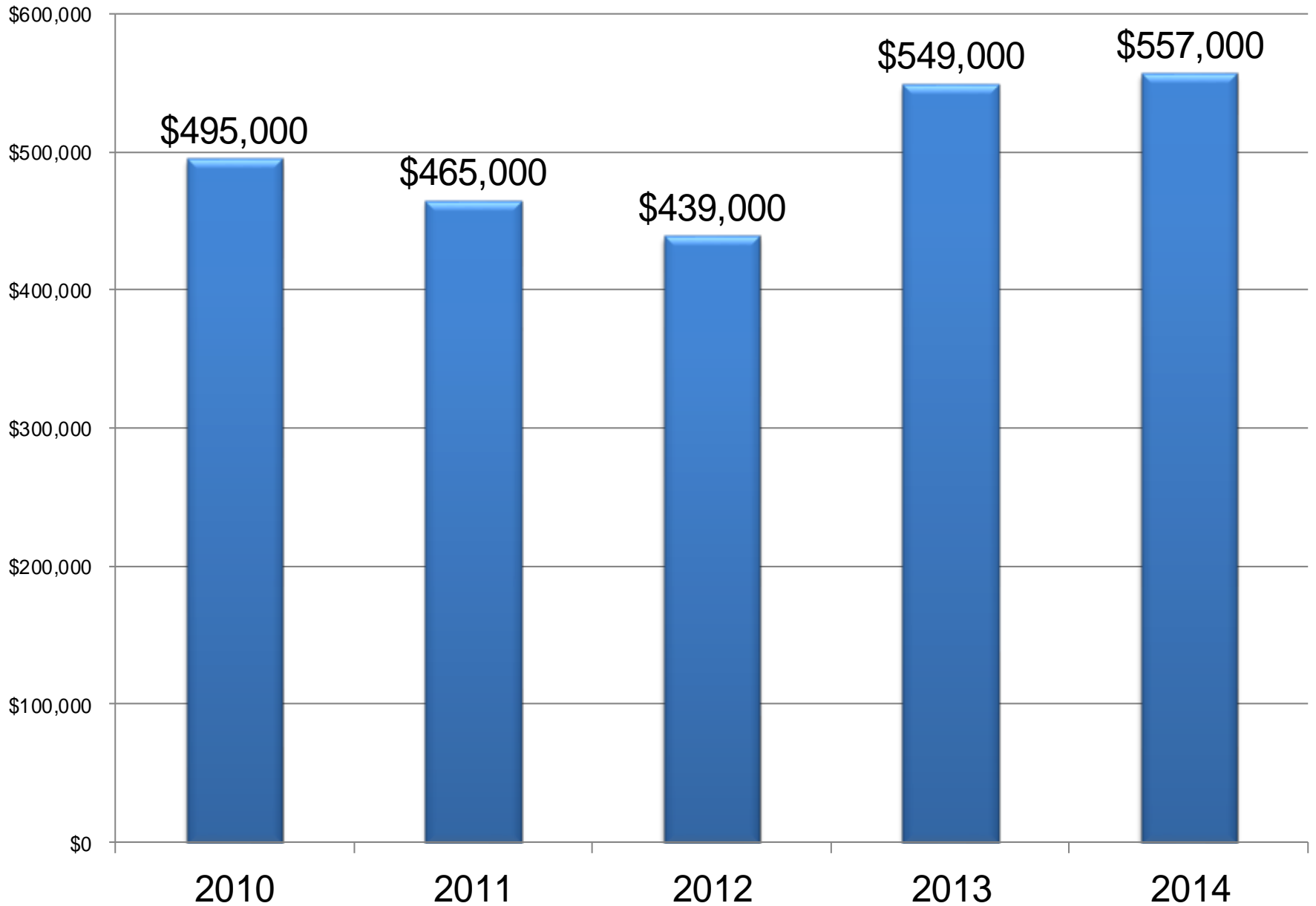
CO Fall Through Percentages Jan-Apr 2010-2014



CO New Listings Jan-Apr 2010-2014



CO Median List Price Jan-Apr 2010-2014



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

Active and Pending Listings '13 vs. '14 Jan.-Apr.

- Total Active Listings
'13 256, '14 311, **UP** +21.5%
- New Listings
'13 173, '14 192, **UP** +11.0%
- New Listings Median List Price
'13 \$549,000, '14 \$557,000, **UP** +1.5%
- Properties that went into Escrow
'13 141, '14 144, **UP** +2.1%

Sold CO '13 vs. '14 Jan-Apr

- Number of Sold Properties

'13 127, '14 116 **DOWN** -8.7%

- Median Sales Prices

'13 \$459,000, '14 \$550,000 **UP** +19.8%

- Median Sales Prices w/o Montecito

'13 \$450,000, '14 \$545,000 **UP** +21.1%

- Average Sold Price

'13 \$554,173, '14 \$661,014 **UP** +19.3%

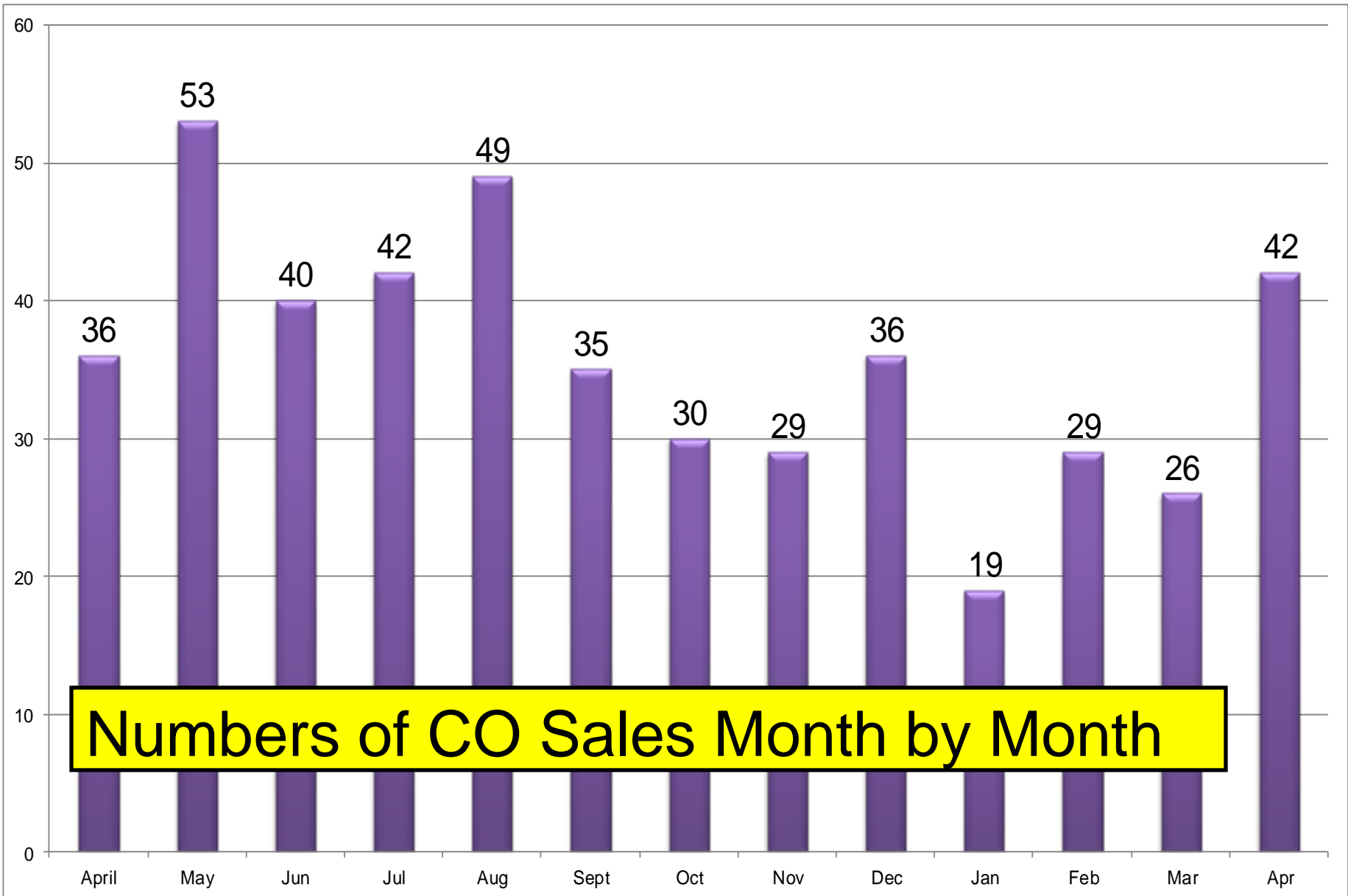
- Average Sold Price w/o Montecito

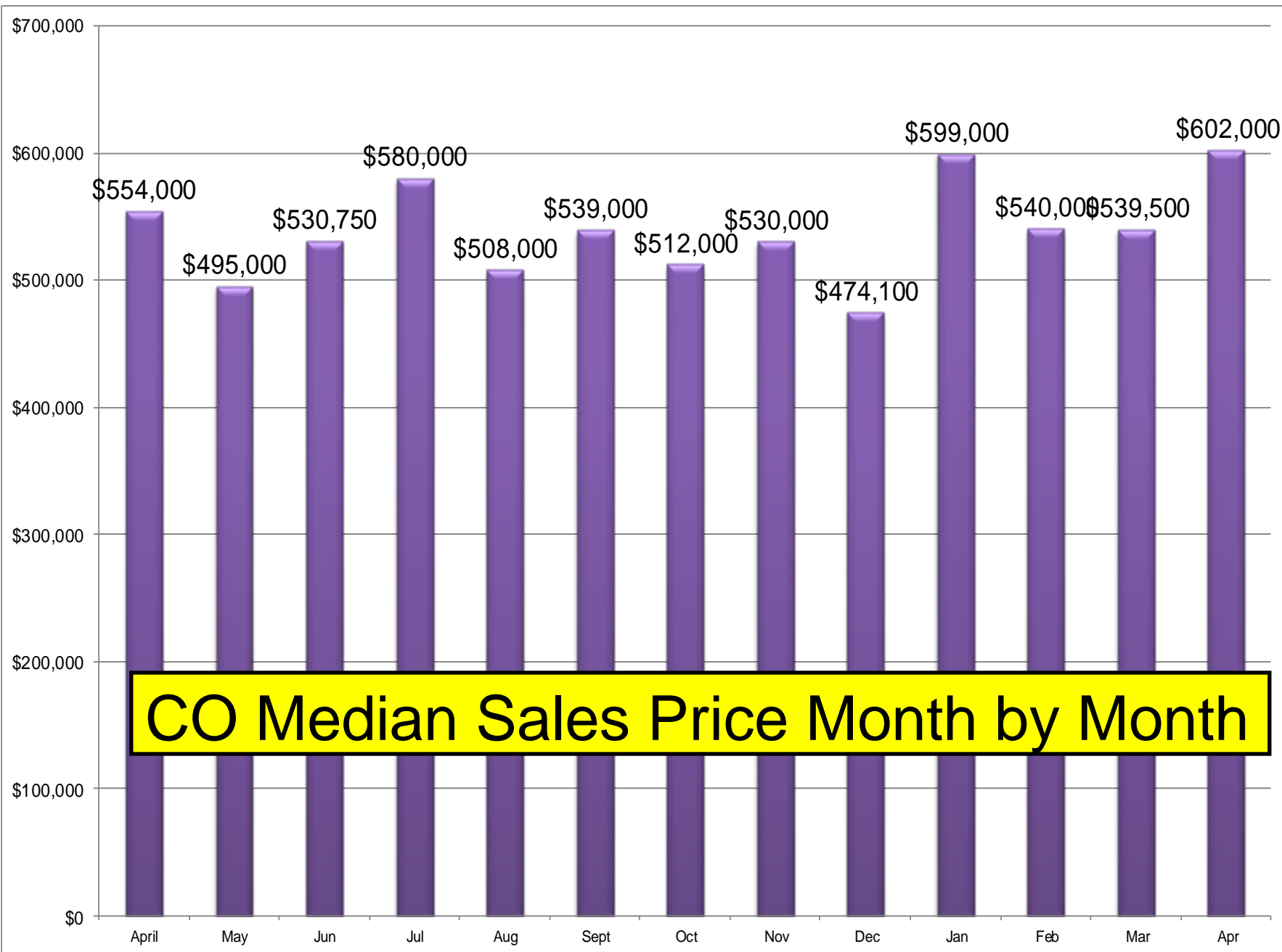
'13 \$495,086, '14 \$649,799 **UP** +31.2%

- Sold Volume

'13 \$70,380,073, '14 \$76,677,727 **UP** +8.9%

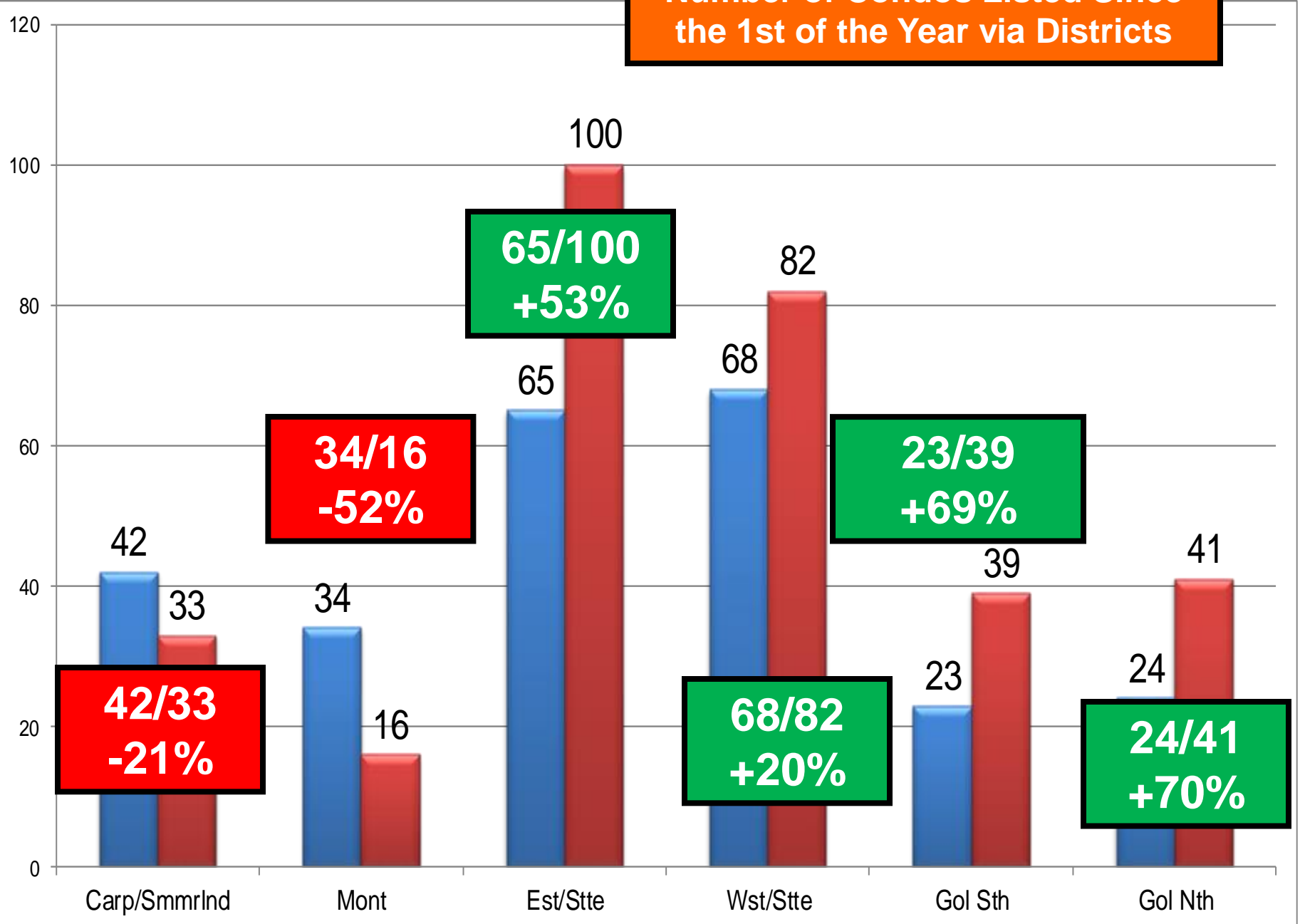
**April '13 to April '14
Month by Month
for Condos
Districts 05-35**



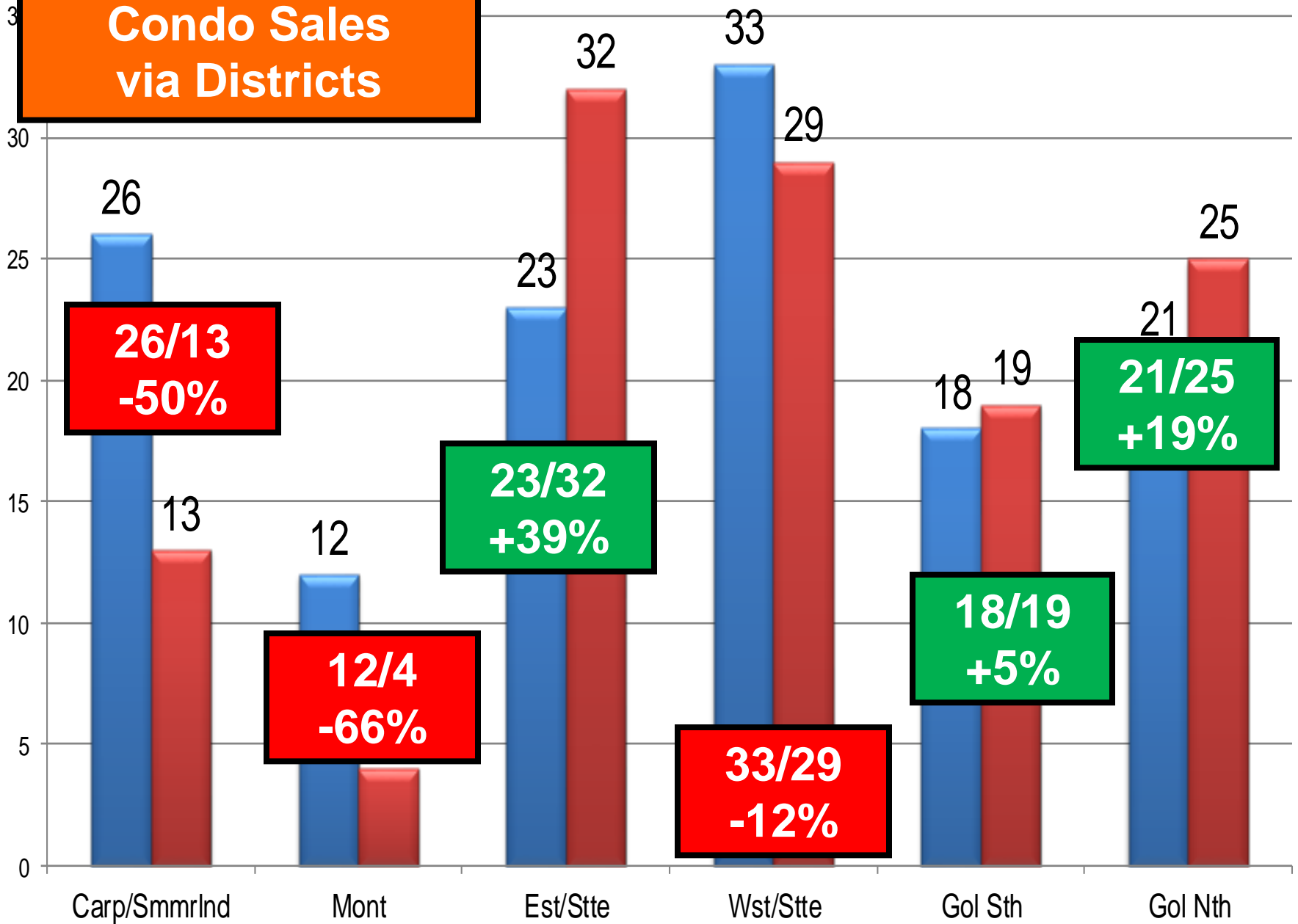


Condo District Stats

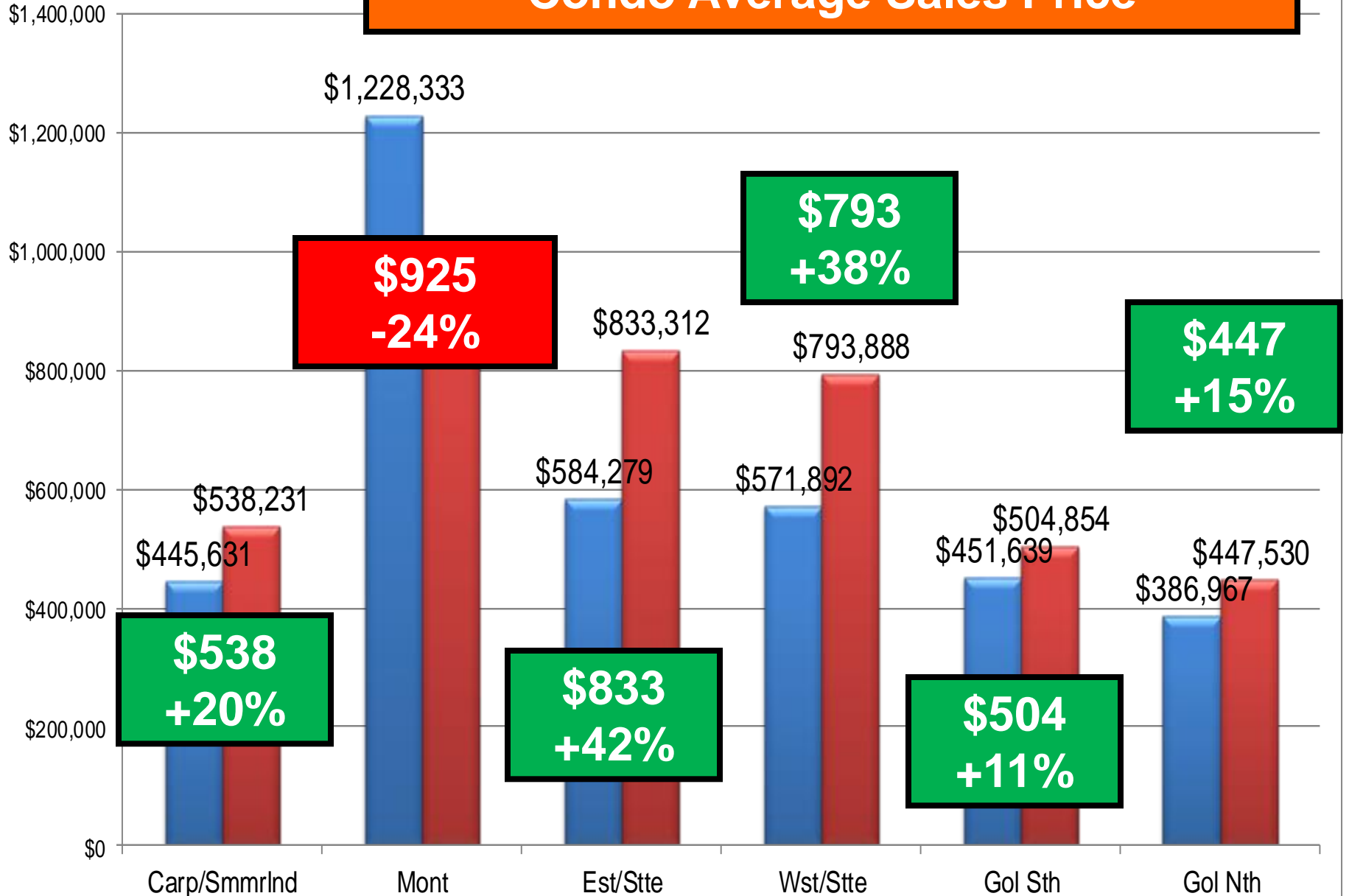
Number of Condos Listed Since the 1st of the Year via Districts

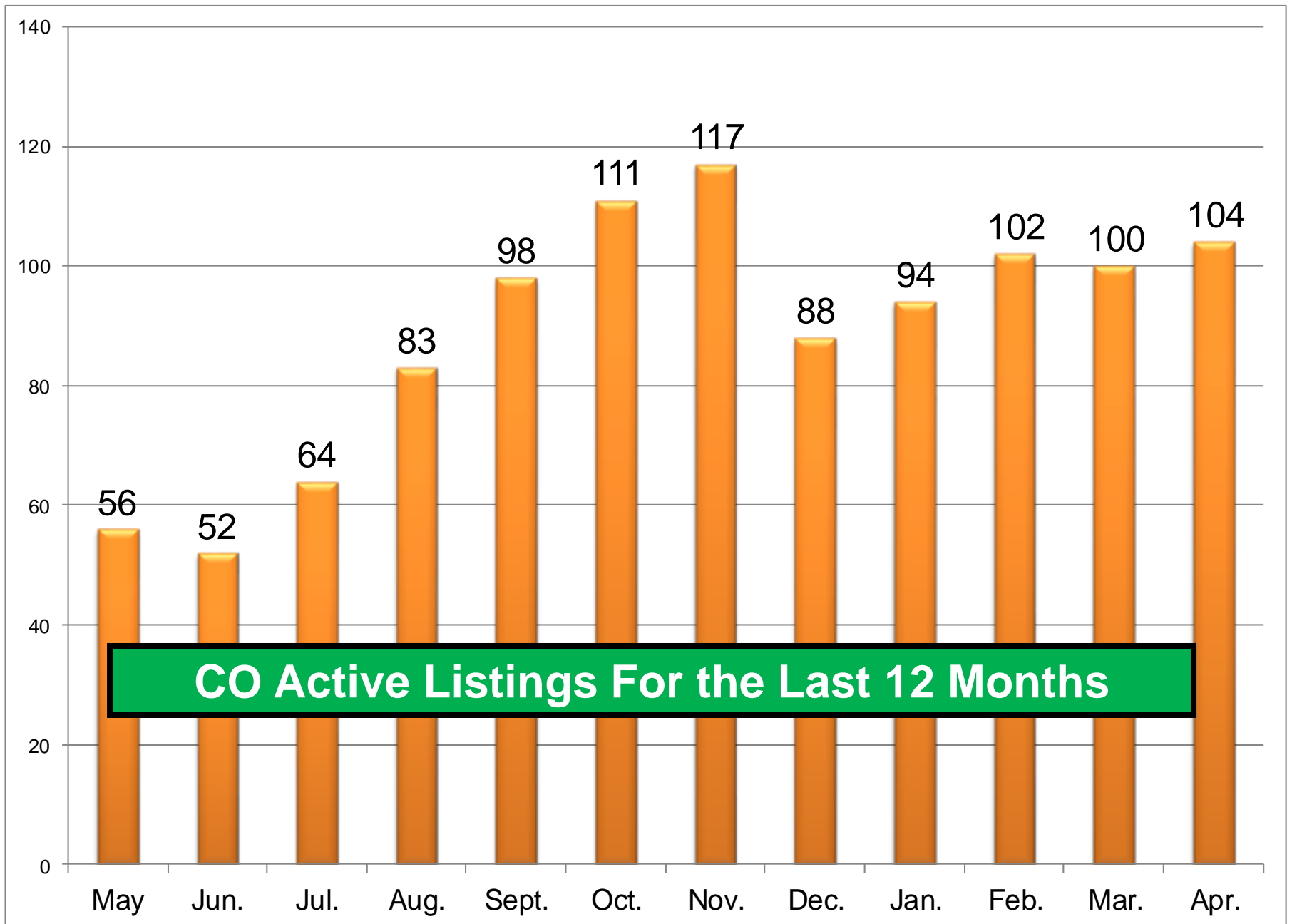


Condo Sales via Districts

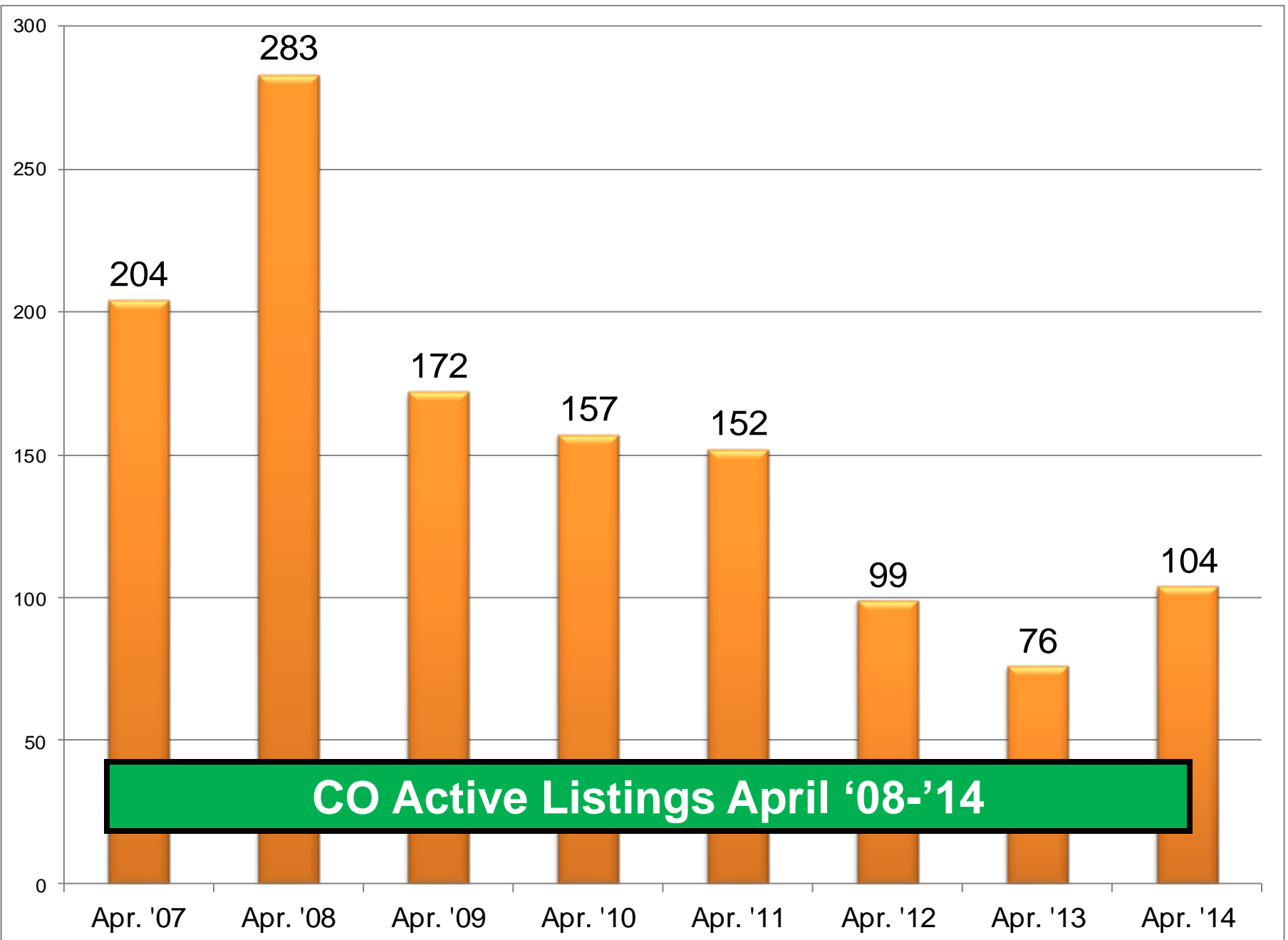


Condo Average Sales Price

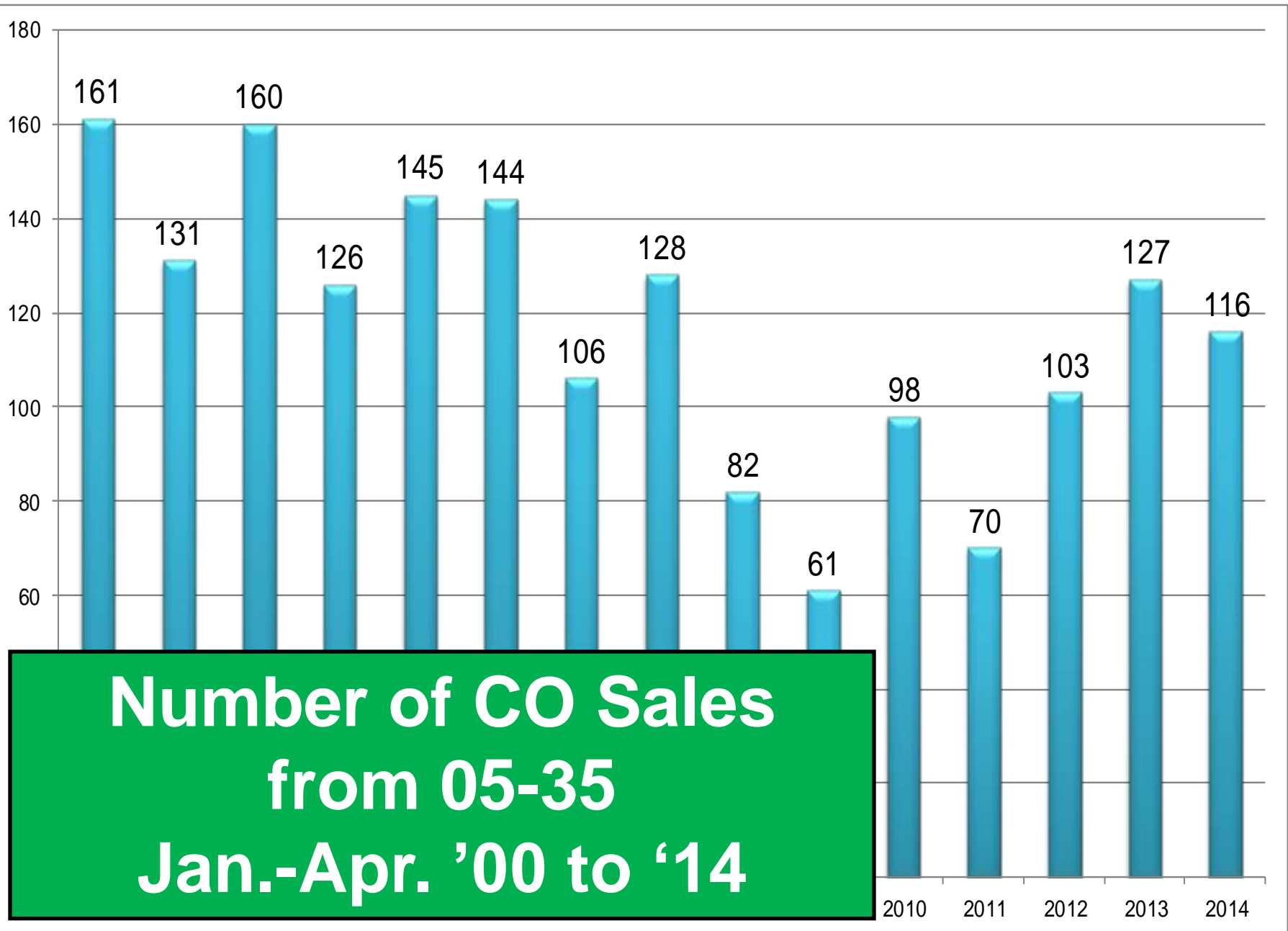


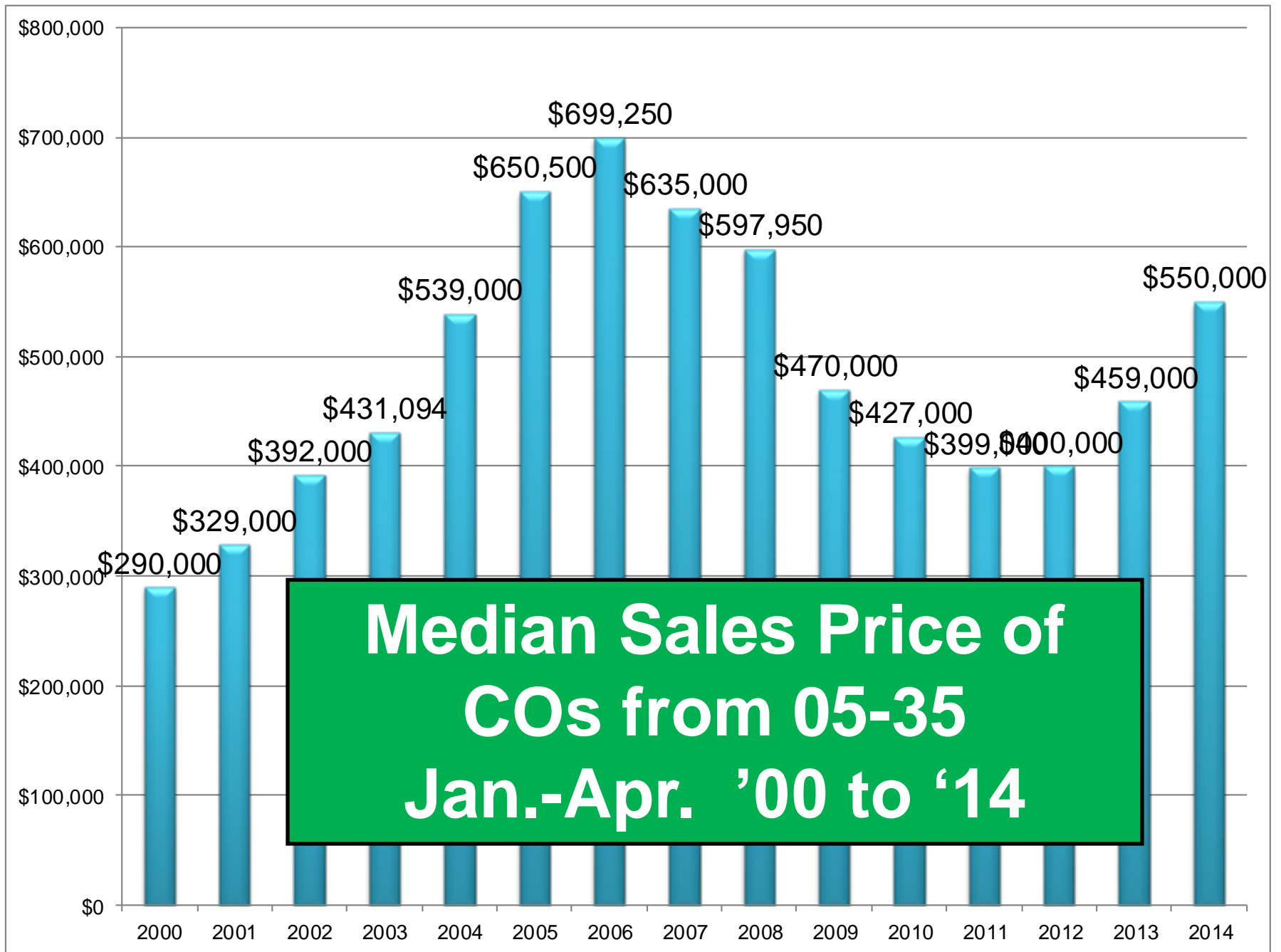


CO Active Listings For the Last 12 Months



**Perspective
for Condos
2000-2014**





**Median Sales Price of
COs from 05-35
Jan.-Apr. '00 to '14**

**Compiled from
Santa Barbara Multiple Listing Service Data
on 5/7/2014**

Statistics Through April 2014