

MLS Area: 10 - Montecito



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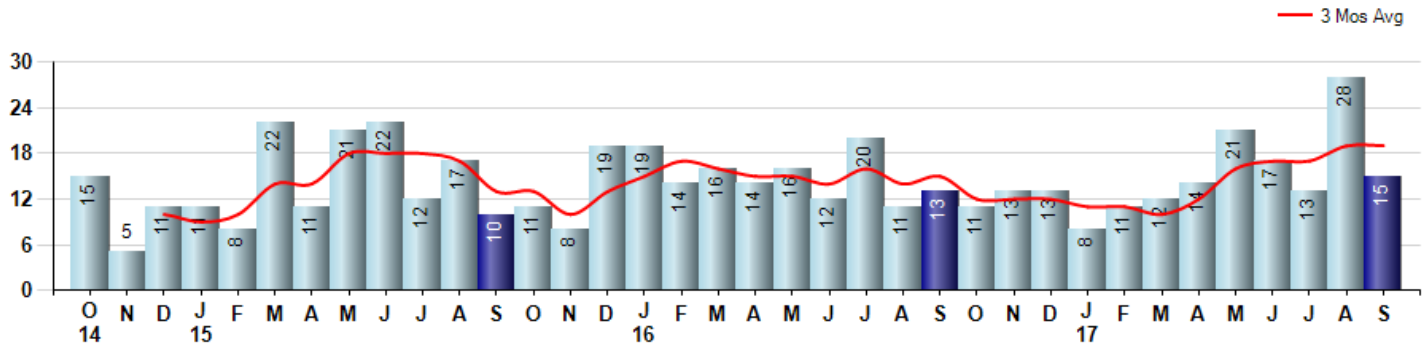
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$4,485,000	0%		2%				
Average List Price of all Current Listings	\$7,026,443	-2%		5%				
September Median Sales Price	\$2,865,760	-15%	-16%	40%	3%	\$3,100,000	11%	11%
September Average Sales Price	\$3,527,876	2%	-3%	15%	-3%	\$3,641,464	-1%	1%
Total Properties Currently for Sale (Inventory)	141	0%		3%				
September Number of Properties Sold	15	-46%		15%			3%	
September Average Days on Market (Solds)	145	79%	19%	25%	41%	117	27%	14%
Asking Price per Square Foot (based on New Listings)	\$1,289	28%	16%	-1%	13%	\$1,121	-3%	-2%
September Sold Price per Square Foot	\$895	-10%	-16%	-5%	-9%	\$1,017	0%	4%
September Month's Supply of Inventory	9.4	87%	12%	-11%	6%	9.7	13%	10%
September Sale Price vs List Price Ratio	91.1%	-0.3%	1%	1%	90.3%	-1.6%	-0.8%	

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

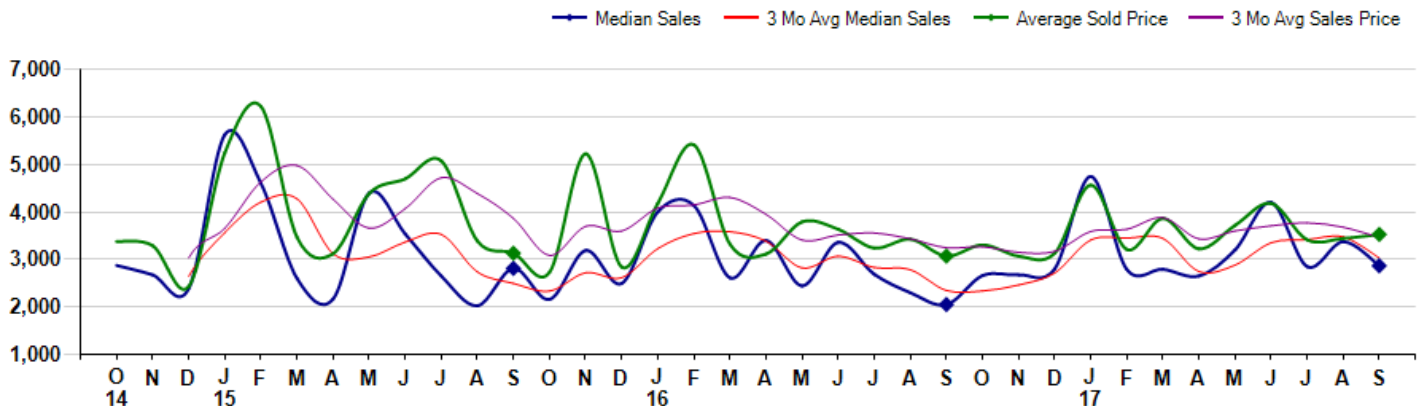
September Property sales were 15, up 15.4% from 13 in September of 2016 and -46.4% lower than the 28 sales last month. September 2017 sales were at their highest level compared to September of 2016 and 2015. September YTD sales of 139 are running 3.0% ahead of last year's year-to-date sales of 135.



Prices

The Median Sales Price in September was \$2,865,760, up 39.8% from \$2,050,000 in September of 2016 and down -15.1% from \$3,375,000 last month. The Average Sales Price in September was \$3,527,876, up 14.9% from \$3,069,972 in September of 2016 and up 2.4% from \$3,443,678 last month. September 2017 ASP was at highest level compared to September of 2016 and 2015.

Median means Middle (the same # of properties sold above and below Median) (000's)



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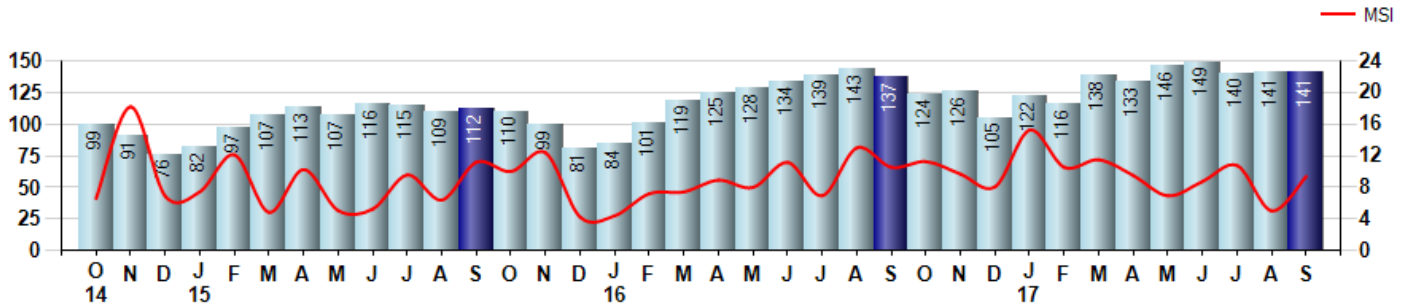
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Inventory & MSI

The Total Inventory of Properties available for sale as of September was 141, equal to 141 last month and up 2.9% from 137 in September of last year. September 2017 Inventory was at highest level compared to September of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2017 MSI of 9.4 months was at its lowest level compared with September of 2016 and 2015.

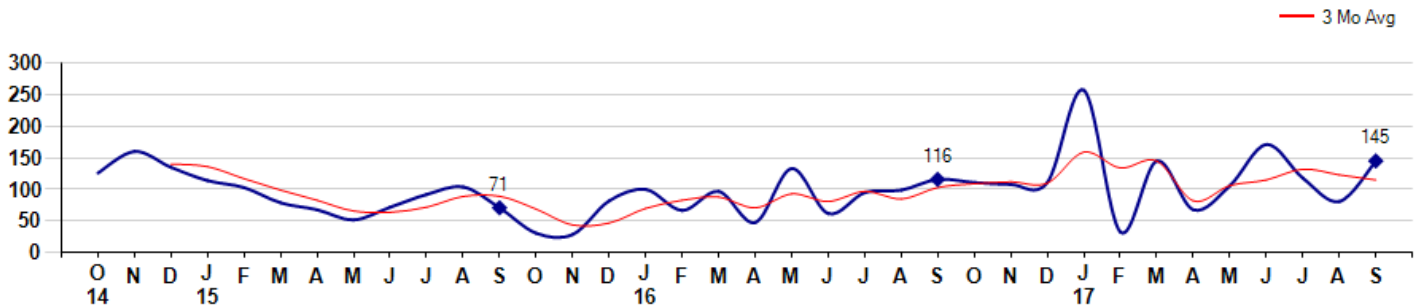
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market (DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for September was 145, up 79.0% from 81 days last month and up 25.0% from 116 days in September of last year. The September 2017 DOM was at its highest level compared with September of 2016 and 2015.

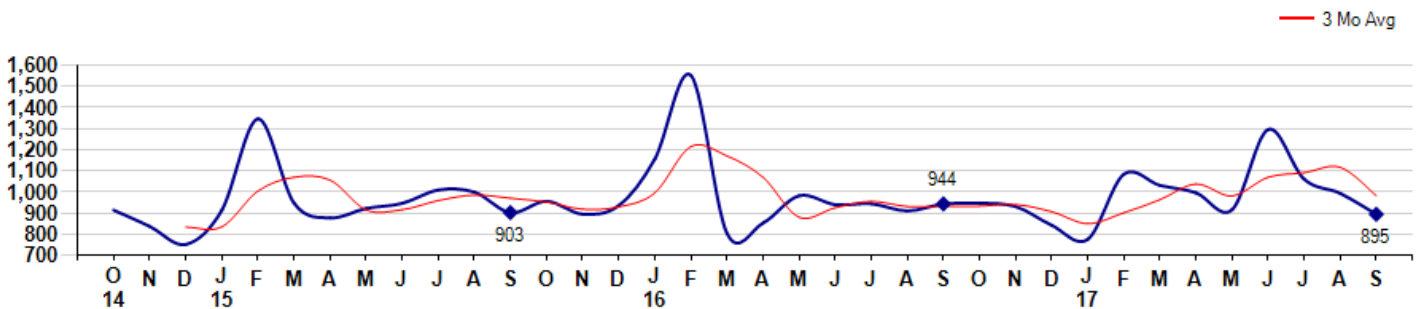
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The September 2017 Selling Price per Square Foot of \$895 was down -10.0% from \$994 last month and down -5.2% from \$944 in September of last year.

Average Selling Price per Square Foot for properties that sold during the month



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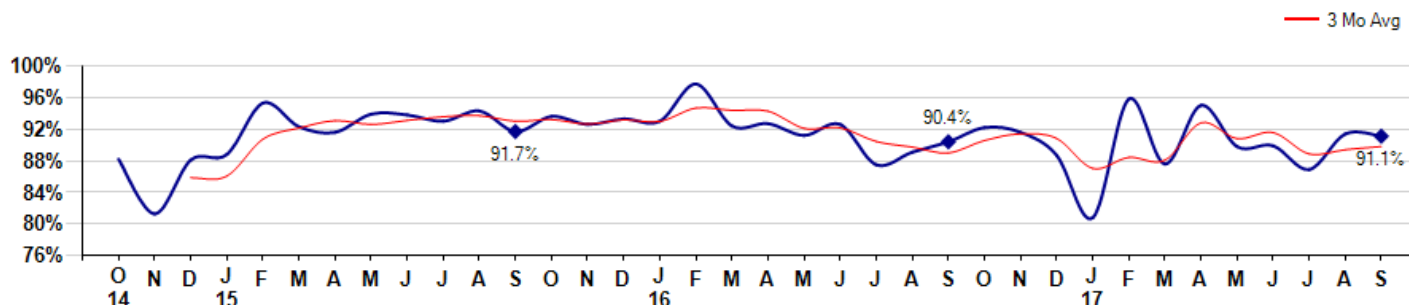


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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The September 2017 Selling Price vs List Price of 91.1% was down from 91.4% last month and up from 90.4% in September of last year.

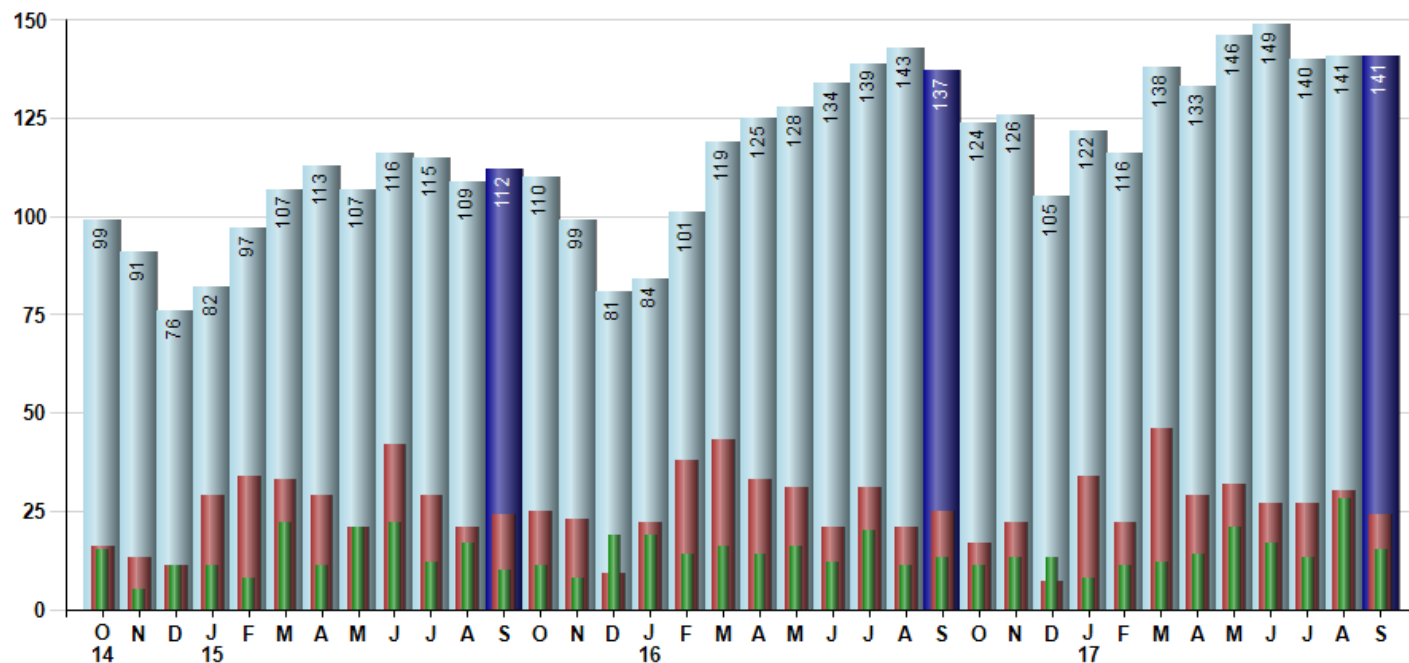
Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in September 2017 was 24, down -20.0% from 30 last month and down -4.0% from 25 in September of last year.

Inventory New Listings Sold



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MARKET ACTION REPORT

September 2017

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Sotheby's
INTERNATIONAL REALTY

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	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Homes Sold	15	5	11	11	8	22	11	21	22	12	17	10	11	8	19	19	14	16	14	16	12	20	11	13	11	13	13	8	11	12	14	21	17	13	28	15
3 Mo. Roll Avg			10	9	10	14	14	18	18	18	17	13	13	10	13	15	17	16	15	15	14	16	14	15	12	12	12	11	11	10	12	16	17	17	19	19

(000's)	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Median Sale Price	2,875	2,675	2,388	5,630	4,600	2,600	2,165	4,395	3,535	2,650	2,025	2,813	2,160	3,188	2,495	4,000	4,138	2,613	3,400	2,446	3,360	2,688	2,300	2,050	2,660	2,675	2,800	4,750	2,790	2,793	2,653	3,200	4,200	2,850	3,375	2,866
3 Mo. Roll Avg			2,646	3,564	4,206	4,277	3,122	3,053	3,365	3,527	2,737	2,496	2,333	2,720	2,614	3,228	3,544	3,583	3,383	2,819	3,069	2,831	2,783	2,346	2,337	2,462	2,712	3,408	3,447	3,444	2,745	2,882	3,351	3,417	3,475	3,030

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Inventory	99	91	76	82	97	107	113	107	116	115	109	112	110	99	81	84	101	119	125	128	134	139	143	137	124	126	105	122	116	138	133	146	149	140	141	141
MSI	7	18	7	7	12	5	10	5	5	10	6	11	10	12	4	4	7	7	9	8	11	7	13	11	11	10	8	15	11	12	10	7	9	11	5	9

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Days On Market	126	160	135	114	103	79	68	52	72	92	104	71	31	29	82	100	67	97	48	133	62	95	99	116	111	108	111	257	33	145	68	106	171	118	81	145
3 Mo. Roll Avg			140	136	117	99	83	66	64	72	89	89	69	44	47	70	83	88	71	93	81	97	85	103	109	112	110	159	134	145	82	106	115	132	123	115

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Price per Sq Ft	915	838	753	915	1,346	948	878	923	947	1,010	1,000	903	957	896	936	1,156	1,552	805	854	983	941	945	911	944	948	932	844	777	1,084	1,032	997	917	1,296	1,061	994	895
3 Mo. Roll Avg			835	835	1,005	1,070	1,057	916	916	960	986	971	953	919	930	996	1,215	1,171	1,070	881	926	956	932	933	934	941	908	851	902	964	1,038	982	1,070	1,091	1,117	983

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Sale to List Price	0.882	0.813	0.881	0.888	0.953	0.923	0.916	0.939	0.938	0.930	0.943	0.917	0.936	0.926	0.933	0.930	0.977	0.924	0.927	0.912	0.926	0.875	0.891	0.904	0.922	0.916	0.887	0.808	0.958	0.876	0.950	0.898	0.899	0.869	0.914	0.911
3 Mo. Roll Avg			0.859	0.861	0.907	0.921	0.931	0.926	0.931	0.936	0.937	0.930	0.932	0.926	0.932	0.930	0.947	0.944	0.943	0.921	0.922	0.904	0.897	0.890	0.906	0.914	0.908	0.870	0.884	0.881	0.928	0.908	0.916	0.889	0.894	0.898

	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
New Listings	16	13	11	29	34	33	29	21	42	29	21	24	25	23	9	22	38	43	33	31	21	31	21	25	17	22	7	34	22	46	29	32	27	27	30	24
Inventory	99	91	76	82	97	107	113	107	116	115	109	112	110	99	81	84	101	119	125	128	134	139	143	137	124	126	105	122	116	138	133	146	149	140	141	141
Sales	15	5	11	11	8	22	11	21	22	12	17	10	11	8	19	19	14	16	14	16	12	20	11	13	11	13	13	8	11	12	14	21	17	13	28	15

(000's)	O 14	N	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S
Avg Sale Price	3,379	3,290	2,432	5,247	6,223	3,466	3,121	4,389	4,698	5,075	3,388	3,130	2,732	5,225	2,840	4,180	5,415	3,321	3,113	3,792	3,636	3,240	3,426	3,070	3,307	3,070	3,129	4,566	3,210	3,863	3,223	3,717	4,181	3,413	3,444	3,528
3 Mo. Roll Avg			3,034	3,656	4,634	4,978	4,270	3,659	4,069	4,721	4,387	3,864	3,083	3,696	3,599	4,082	4,145	4,305	3,950	3,408	3,513	3,556	3,434	3,245	3,268	3,149	3,168	3,588	3,635	3,880	3,432	3,601	3,707	3,770	3,679	3,461

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