

MARKET ACTION REPORT

April 2012

County: Santa Barbara

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INTERNATIONAL REALTY

Price Range: All | Properties: Single Family

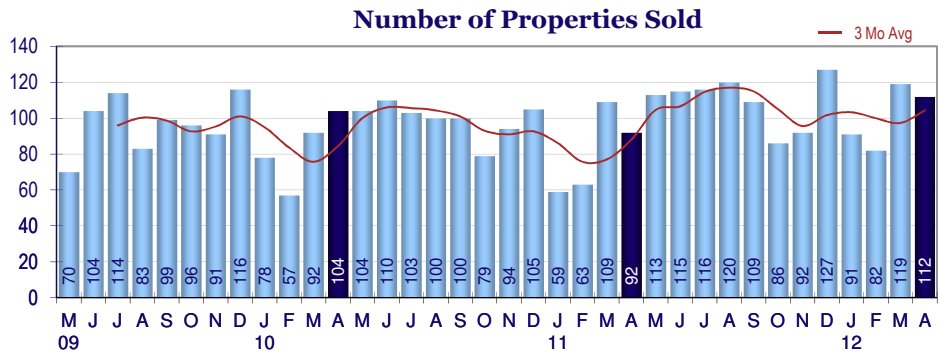
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,710,000	↓		↑				
Average List Price of all Current Listings	\$3,389,263	↑		↑				
April Median Sales Price	\$766,300	↓	↑	↓	↑	\$752,500	↓	
April Average Sales Price	\$1,141,775	↓	↓	↓	↑	\$1,233,320	↑	
Total Properties Currently for Sale (Inventory)	614	↓		↓				
April Number of Properties Sold	112	↓		↑		404	↑	
April Average Days on Market (Solds)	71	↓	↓	↓	↓	79	↓	
Asking Price per Square Foot (based on New Listings)	\$559	↓	↓	↑	↓	\$568	↔	
April Sold Price per Square Foot	\$456	↓	↑	↓	↓	\$448	↓	
April Month's Supply of Inventory	5.5	↑	↓	↓	↓	6.5	↓	
April Sale Price vs List Price Ratio	96.8%	↑	↑	↑	↑	90.1%	↓	

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2011) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

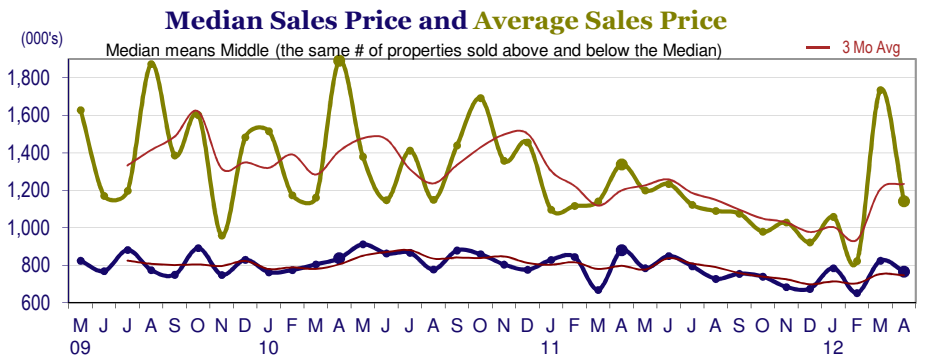
Property Sales

April Property sales were 112, up 21.7% from 92 in April of 2011 and 5.9% lower than the 119 sales last month. April 2012 sales were at their highest level compared to April of 2011 and 2010. April YTD sales of 404 are running 25.1% ahead of last year's year-to-date sales of 323.



Prices

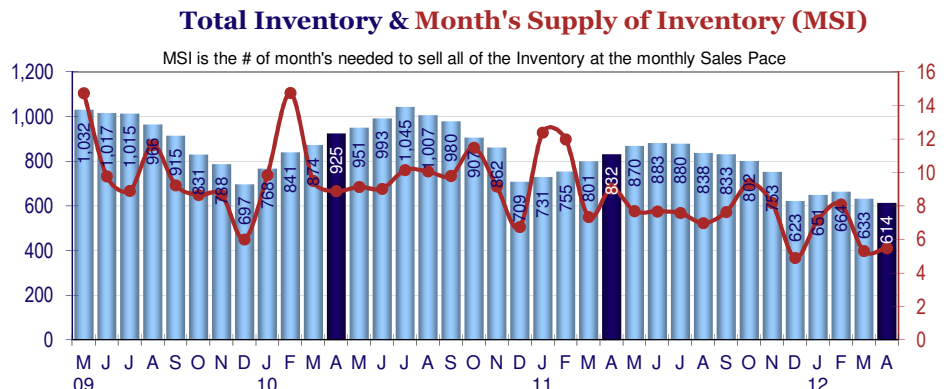
The Median Sales Price in April was \$766,300, down 12.9% from \$880,000 in April of 2011 and down 7.1% from \$825,000 last month. The Average Sales Price in April was \$1,141,775, down 14.7% from \$1,338,629 in April of 2011 and down 34.2% from \$1,735,337 last month. April 2012 ASP was at the lowest level compared to April of 2011 and 2010.



Inventory & MSI

The Total Inventory of Properties available for sale as of April was 614, down 3.0% from 633 last month and down 26.2% from 832 in April of last year. April 2012 Inventory was at its lowest level compared with April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 5.5 months was at its lowest level compared with April of 2011 and 2010.



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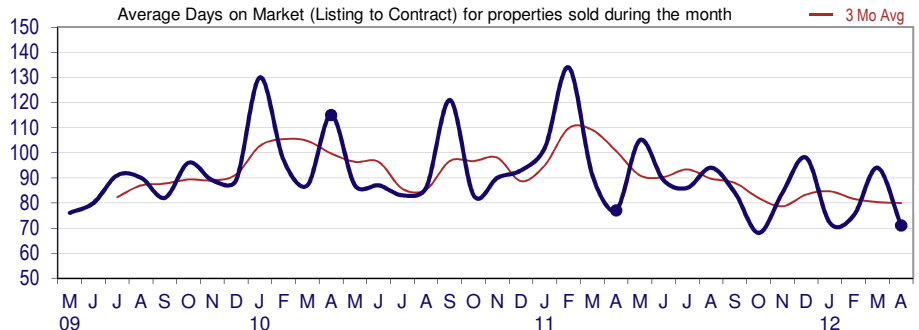
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Market Time

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 April was 71, down 24.5% from 94 days last month and down 7.8% from 77 days in April of last year. The April 2012 DOM was at its lowest level compared with April of 2011 and 2010.

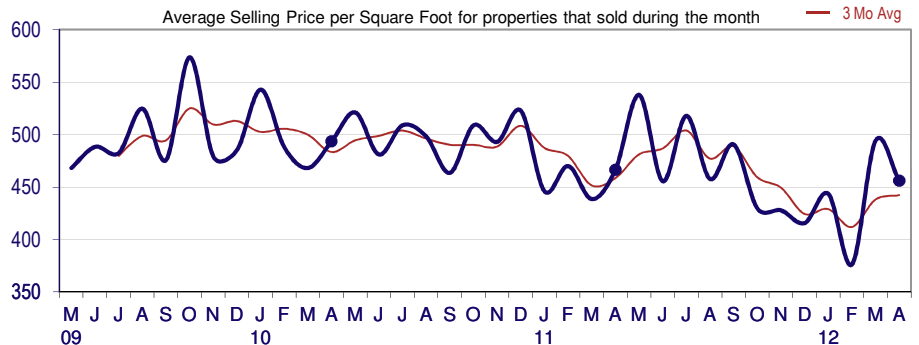
Days On Market for Sold Properties



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 April 2012 Selling Price per Square Foot of \$456 was down 7.7% from \$494 last month and down 2.2% from 467 in April of last year.

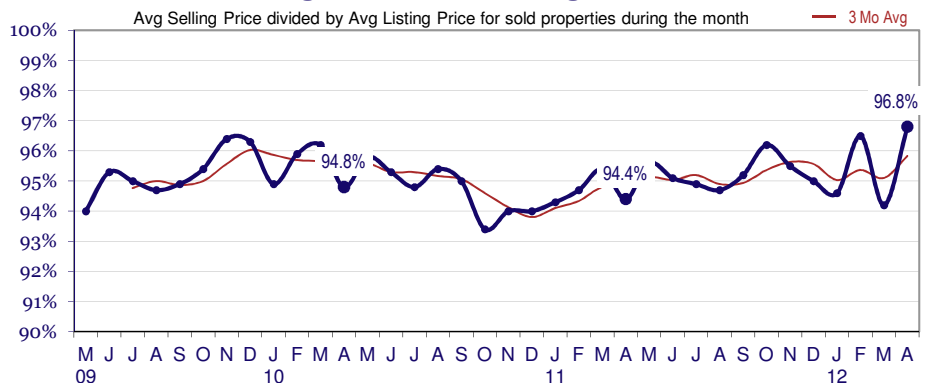
Selling Price per Square Foot



Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original 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 April 2012 Selling Price vs Original List Price of 96.8% was up from 94.2% last month and up from 94.4% in April of last year.

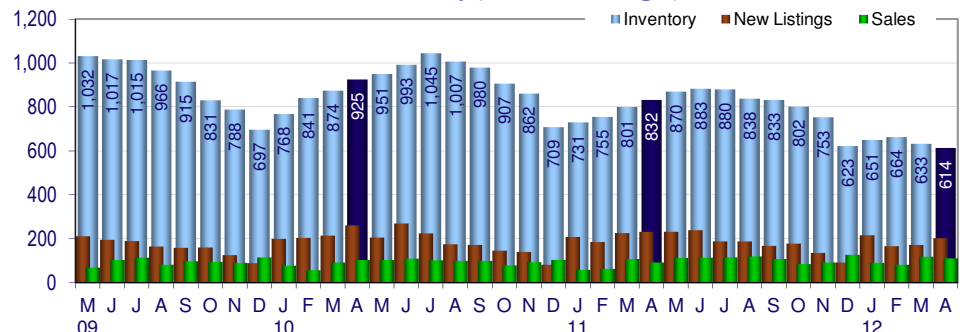
Selling Price versus Listing Price Ratio



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 April 2012 was 204, up 17.9% from 173 last month and down 12.4% from 233 in April of last year.

Inventory / New Listings / Sales



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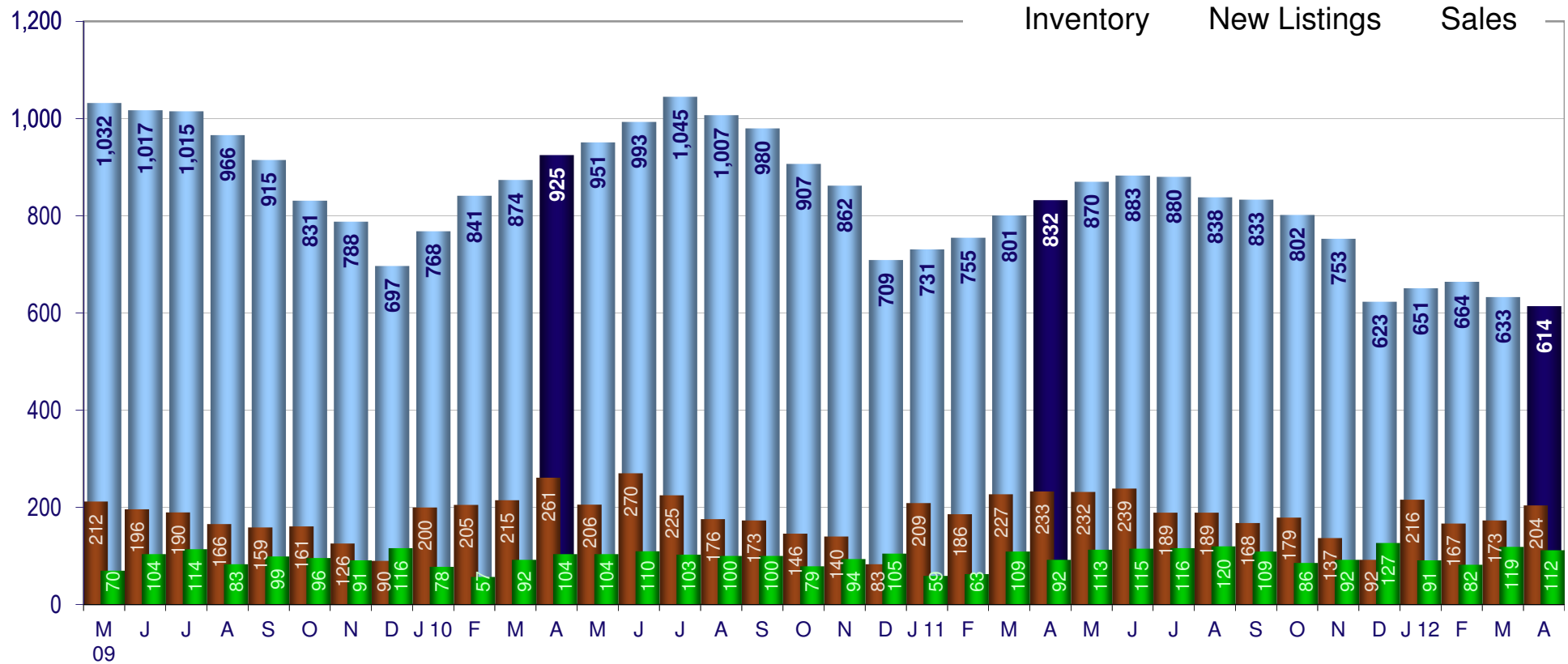
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