

County: Santa Barbara

Cristal Clarke

Associate Realtor
805-886-9378
cristal.clarke@sothebyshomes.com
cristal@montecito-estate.com

Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH

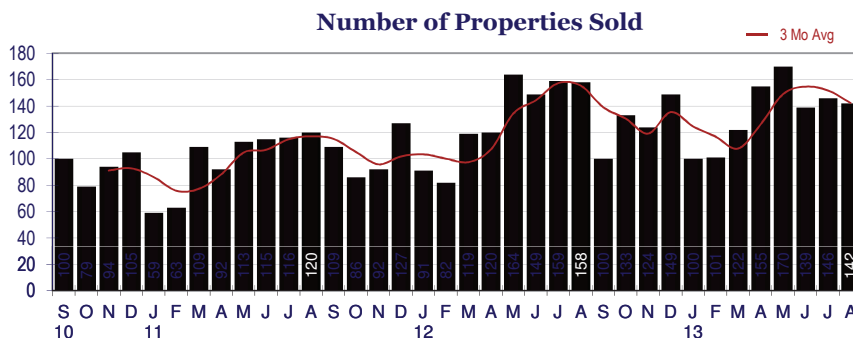
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,199,500	1%		22%				
Average List Price of all Current Listings	\$4,004,261	2%		14%				
August Median Sales Price	\$1,014,950	14%	9%	28%	30%	\$915,000	18%	17%
August Average Sales Price	\$1,597,225	26%	15%	-3%	17%	\$1,400,080	2%	3%
Total Properties Currently for Sale (Inventory)	530	0%		-14%				
August Number of Properties Sold	142	-3%		-10%		1,075	3%	
August Average Days on Market (Solds)	63	40%	26%	-13%	-14%	58	-24%	-21%
Asking Price per Square Foot (based on New Listings)	\$708	3%	4%	11%	17%	\$667	13%	10%
August Sold Price per Square Foot	\$633	13%	10%	27%	28%	\$565	17%	15%
August Month's Supply of Inventory	3.7	3%	2%	-5%	-26%	3.8	-29%	-25%
August Sale Price vs List Price Ratio	98.4%	-2%	1.5%	2.1%	5.7%	96.6%	5.2%	3.7%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2012) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

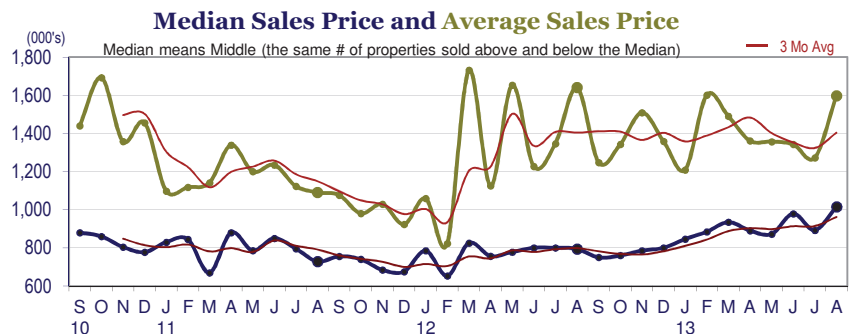
Property Sales

August Property sales were 142, down 10.1% from 158 in August of 2012 and 2.7% lower than the 146 sales last month. August 2013 sales were at a mid level compared to August of 2012 and 2011. August YTD sales of 1,075 are running 3.2% ahead of last year's year-to-date sales of 1,042.



Prices

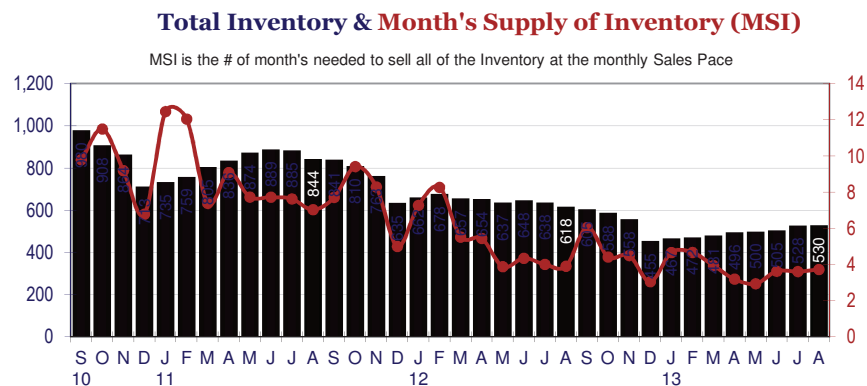
The Median Sales Price in August was \$1,014,950, up 27.7% from \$794,500 in August of 2012 and up 13.8% from \$892,000 last month. The Average Sales Price in August was \$1,597,225, down 2.6% from \$1,640,175 in August of 2012 and up 25.5% from \$1,272,374 last month. August 2013 ASP was at a mid range compared to August of 2012 and 2011.



Inventory & MSI

The Total Inventory of Properties available for sale as of August was 530, up 0.4% from 528 last month and down 14.2% from 618 in August of last year. August 2013 Inventory was at its lowest level compared with August of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The August 2013 MSI of 3.7 months was at its lowest level compared with August of 2012 and 2011.



Copyright © Sotheby's International Realty | Price Range: All | Property Types: SFH

Data is provided courtesy of Santa Barbara Association of Realtors and may not reflect all relevant real estate activity. Sotheby's International Real

does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.

County: Santa Barbara

Cristal Clarke

Associate Realtor
805-886-9378
cristal.clarke@sothebyshomes.com
cristal@montecito-estate.com

Sotheby's
INTERNATIONAL REALTY

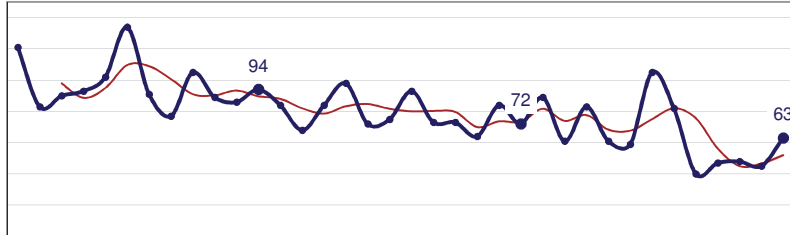
Price Range: All | Properties: SFH

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 August was 63, up 40.0% from 45 days last month and down 12.5% from 72 days in August of last year. The August 2013 DOM was at its lowest level compared with August of 2012 and 2011.

Days On Market for Sold Properties

Average Days on Market (Listing to Contract) for properties sold during the month — 3 Mo Avg

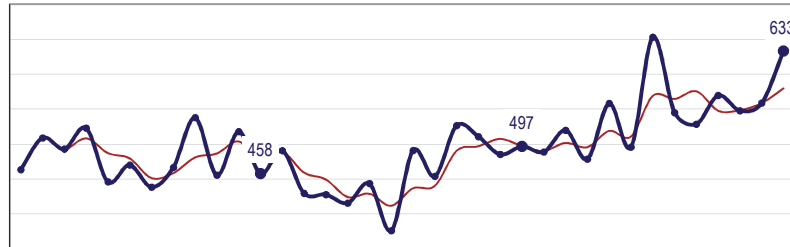


Selling Price per Square Foot

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 August 2013 Selling Price per Square Foot of \$633 was up 13.3% from \$559 last month and up 27.5% from 497 in August of last year.

Selling Price per Square Foot

Average Selling Price per Square Foot for properties that sold during the month — 3 Mo Avg

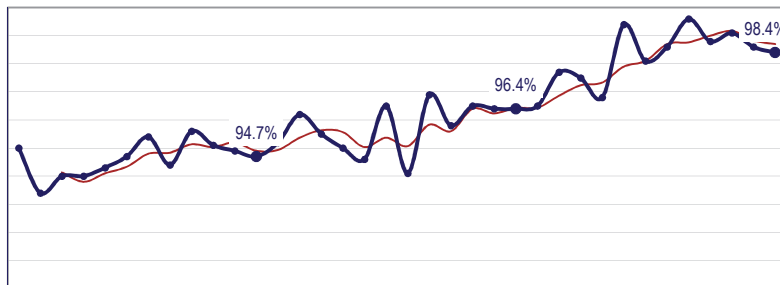


Selling Price vs Original Listing Price

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 August 2013 Selling Price vs Original List Price of 98.4% was down from 98.6% last month and up from 96.4% in August of last year.

Selling Price versus Listing Price Ratio

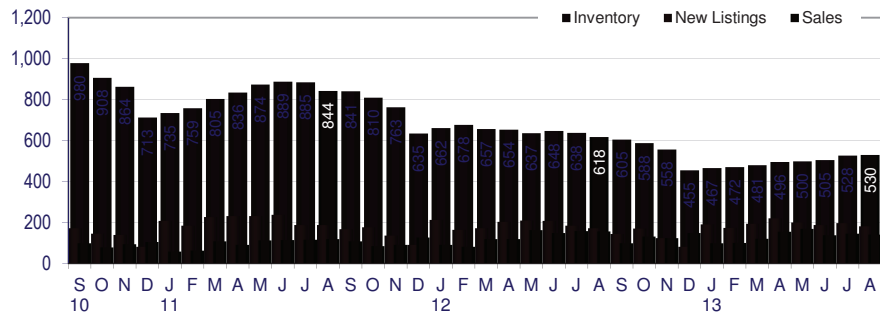
Avg Selling Price divided by Avg Listing Price for sold properties during the month — 3 Mo Avg



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 August 2013 was 182, down 8.1% from 198 last month and up 5.2% from 173 in August of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

County: Santa Barbara

Cristal Clarke
 Associate Realtor
 805-886-9378
 cristal.clarke@sothebyshomes.com
 cristal@montecito-estate.com

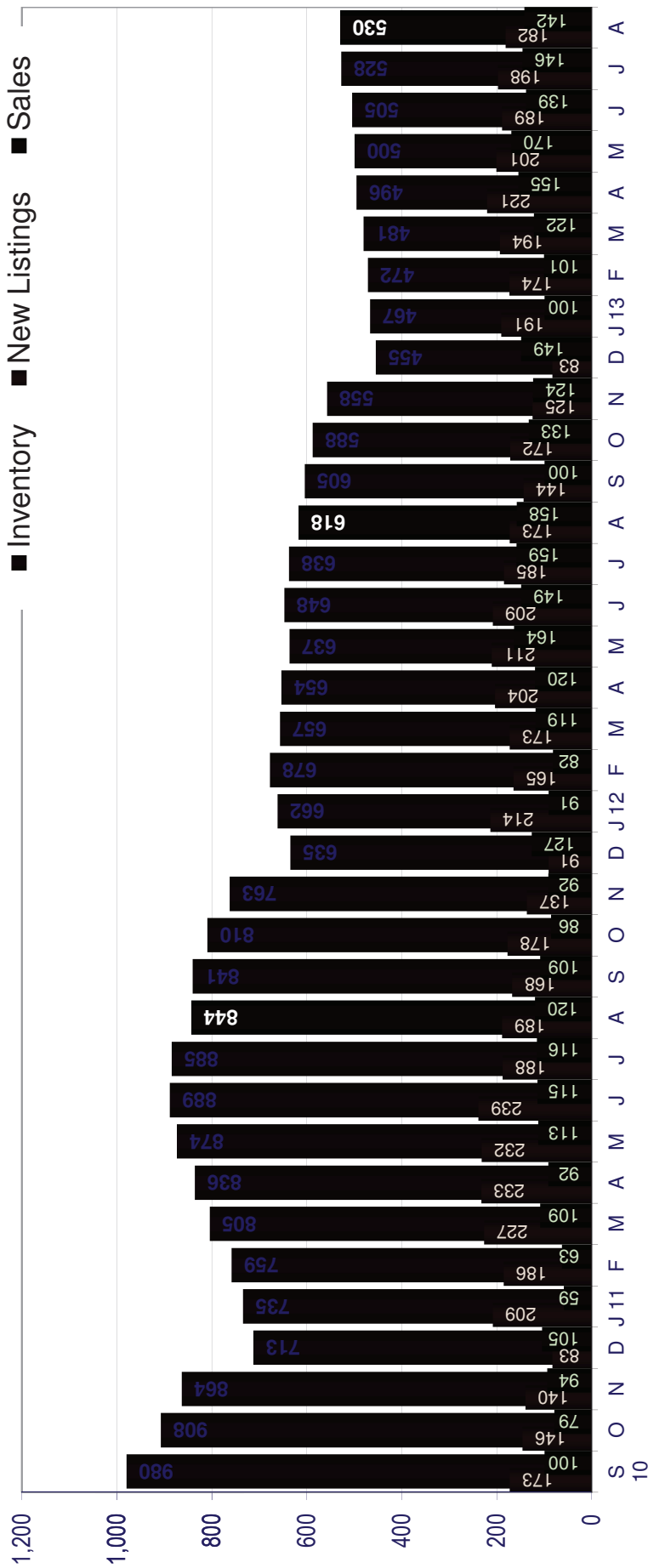
Price Range: All | Properties: SFH

August 2013



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 August 2013 was 182, down 8.1% from 198 last month and up 5.2% from 173 in August of last year.



Copyright © Sotheby's International Realty | Price Range: All | Property Types: SFH
 Data is provided courtesy of Santa Barbara Association of Realtors and may not reflect all relevant real estate activity. Sotheby's International Realty does not warrant or guarantee does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.