

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: Single Family

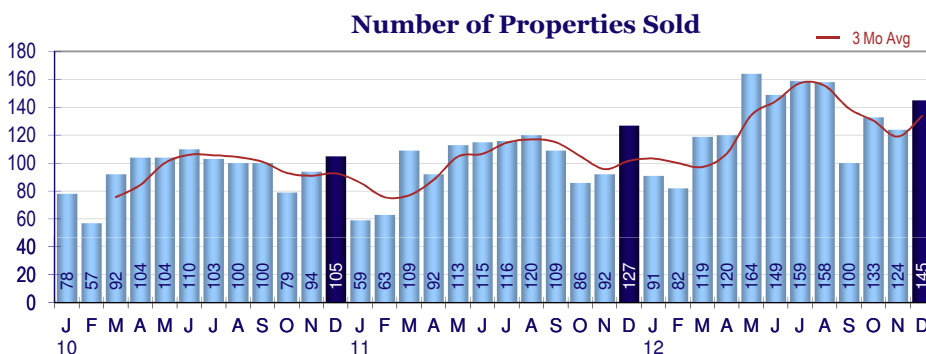
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,495,000	14%		79%				
Average List Price of all Current Listings	\$4,561,234	13%		47%				
December Median Sales Price	\$805,000	3%	3%	19%	7%	\$780,000	4%	4%
December Average Sales Price	\$1,383,310	-8%	0%	50%	25%	\$1,375,080	24%	24%
Total Properties Currently for Sale (Inventory)	410	-23%		-35%				
December Number of Properties Sold	145	17%		14%		1,544	29%	
December Average Days on Market (Solds)	66	-20%	-11%	-33%	-27%	75	-18%	-17%
Asking Price per Square Foot (based on New Listings)	\$546	-19%	-15%	18%	-3%	\$606	7%	7%
December Sold Price per Square Foot	\$569	19%	10%	37%	23%	\$494	6%	7%
December Month's Supply of Inventory	2.8	-34%	-25%	-43%	-66%	5.0	-41%	-41%
December Sale Price vs List Price Ratio	96.8%	-7%	1.7%	1.9%	4.0%	92.9%	-2%	-2%

* 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)

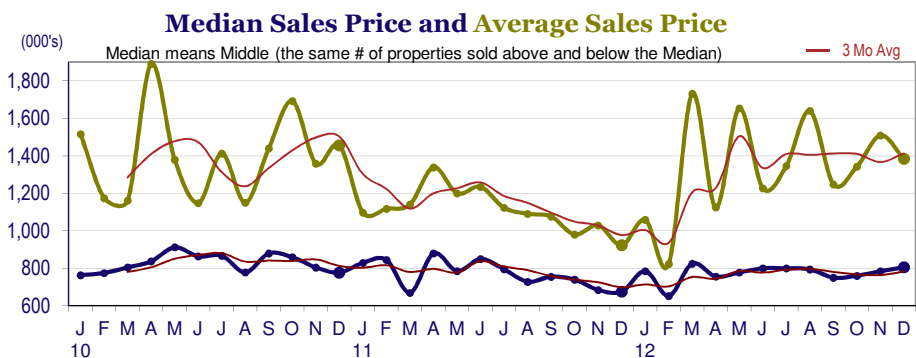
Property Sales

December Property sales were 145, up 14.2% from 127 in December of 2011 and 16.9% higher than the 124 sales last month. December 2012 sales were at their highest level compared to December of 2011 and 2010. December YTD sales of 1,544 are running 28.6% ahead of last year's year-to-date sales of 1,201.



Prices

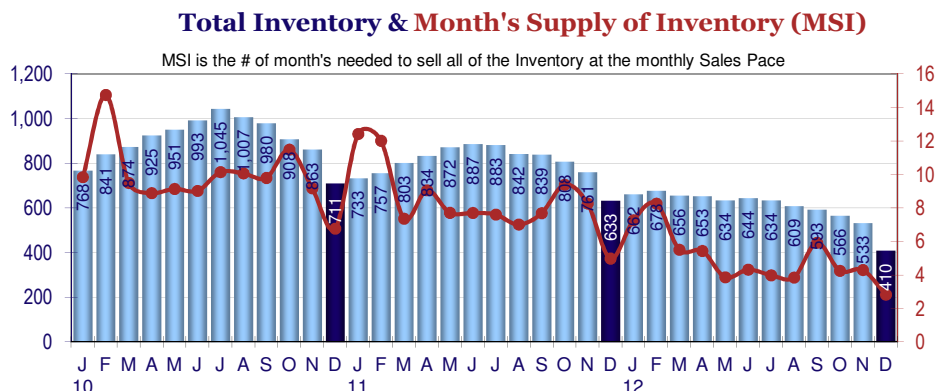
The Median Sales Price in December was \$805,000, up 19.3% from \$675,000 in December of 2011 and up 2.5% from \$785,000 last month. The Average Sales Price in December was \$1,383,310, up 49.9% from \$922,850 in December of 2011 and down 8.3% from \$1,509,041 last month. December 2012 ASP was at a mid range compared to December of 2011 and 2010.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 410, down 23.1% from 533 last month and down 35.2% from 633 in December of last year. December 2012 Inventory was at its lowest level compared with December of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2012 MSI of 2.8 months was at its lowest level compared with December of 2011 and 2010.



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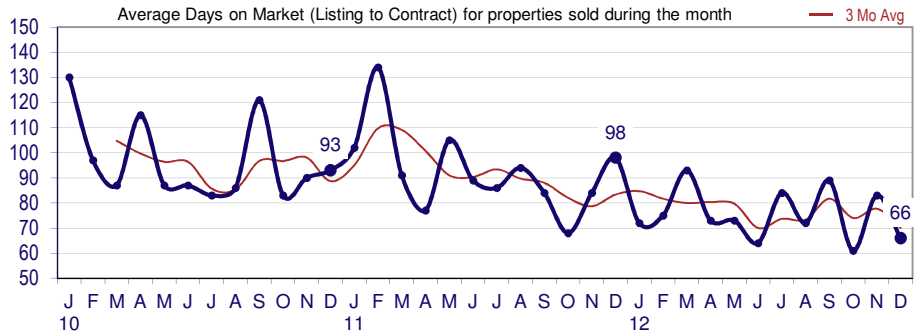
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Market Time

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 December was 66, down 20.5% from 83 days last month and down 32.7% from 98 days in December of last year. The December 2012 DOM was at its lowest level compared with December of 2011 and 2010.

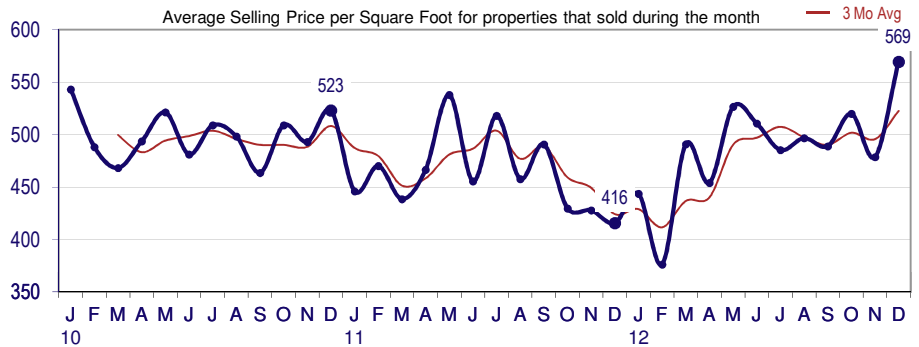
Days On Market for Sold Properties



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 December 2012 Selling Price per Square Foot of \$569 was up 19.0% from \$479 last month and up 37.0% from 416 in December of last year.

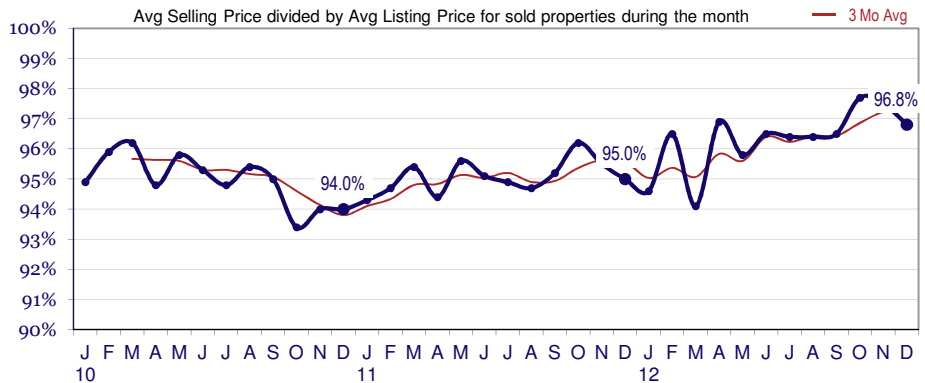
Selling Price per Square Foot



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 December 2012 Selling Price vs Original List Price of 96.8% was down from 97.5% last month and up from 95.0% in December of last year.

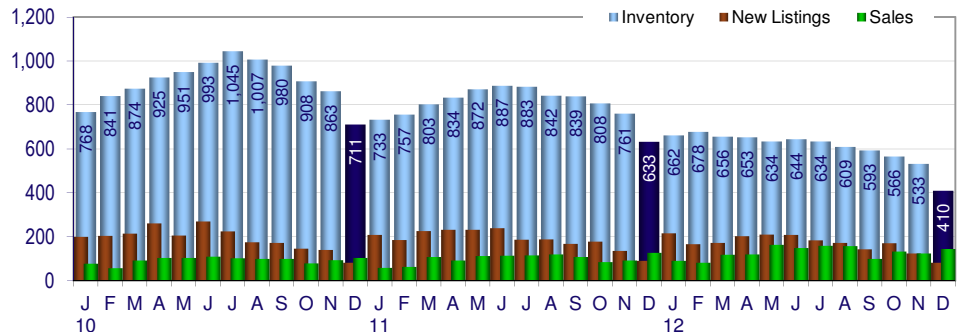
Selling Price versus Listing Price Ratio



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 December 2012 was 82, down 34.4% from 125 last month and down 9.9% from 91 in December of last year.

Inventory / New Listings / Sales



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