

County: Santa Barbara

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Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH

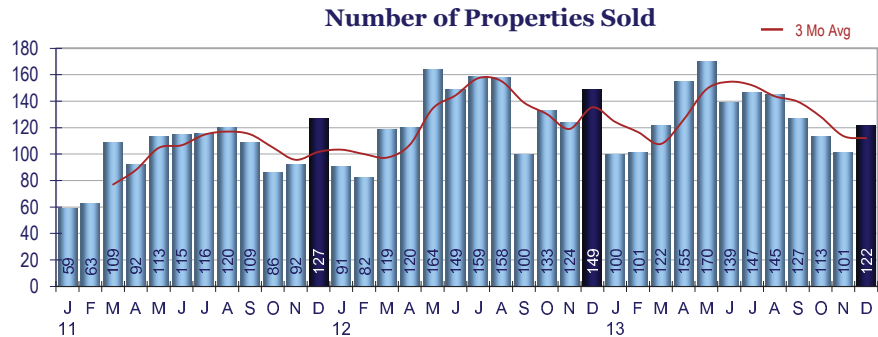
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,699,000	13%		23%				
Average List Price of all Current Listings	\$4,479,532	4%		12%				
December Median Sales Price	\$937,000	-5%	1%	17%	20%	\$922,250	18%	18%
December Average Sales Price	\$1,465,353	-21%	0%	8%	8%	\$1,417,386	3%	4%
Total Properties Currently for Sale (Inventory)	369	-21%		-19%				
December Number of Properties Sold	122	21%		-18%		1,542	-0%	
December Average Days on Market (Solds)	60	-19%	7%	-2%	-18%	57	-23%	-22%
Asking Price per Square Foot (based on New Listings)	\$753	4%	7%	39%	25%	\$672	12%	11%
December Sold Price per Square Foot	\$607	-1%	3%	9%	23%	\$573	16%	16%
December Month's Supply of Inventory	3.0	-34%	-26%	-1%	-40%	3.9	-22%	-22%
December Sale Price vs List Price Ratio	98.0%	.2%	3.6%	1.2%	5.3%	96.0%	3.3%	3.1%

* 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)

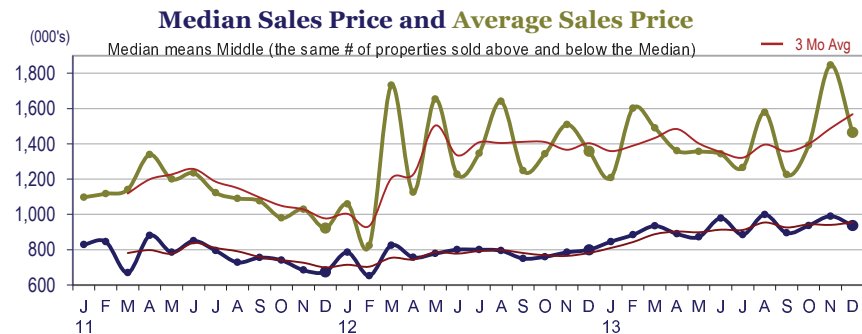
Property Sales

December Property sales were 122, down 18.1% from 149 in December of 2012 and 20.8% higher than the 101 sales last month. December 2013 sales were at their lowest level compared to December of 2012 and 2011. December YTD sales of 1,542 are running 0.4% behind last year's year-to-date sales of 1,548.



Prices

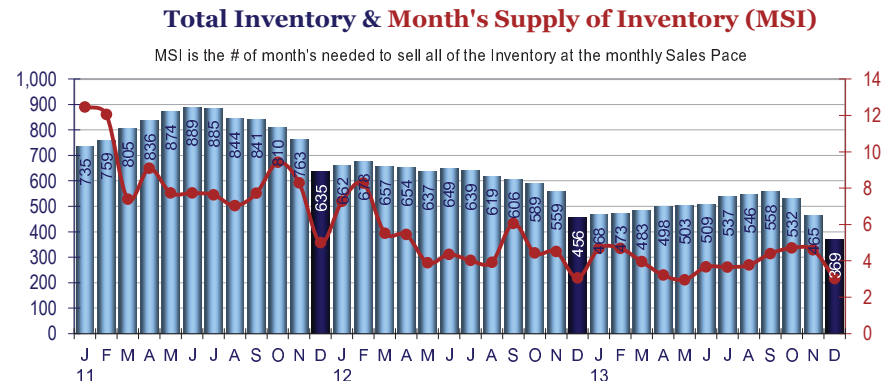
The Median Sales Price in December was \$937,000, up 17.1% from \$800,000 in December of 2012 and down 5.4% from \$990,000 last month. The Average Sales Price in December was \$1,465,353, up 7.9% from \$1,358,560 in December of 2012 and down 20.6% from \$1,846,423 last month. December 2013 ASP was at the highest level compared to December of 2012 and 2011.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 369, down 20.6% from 465 last month and down 19.1% from 456 in December of last year. December 2013 Inventory was at its lowest level compared with December of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2013 MSI of 3.0 months was at its lowest level compared with December of 2012 and 2011.



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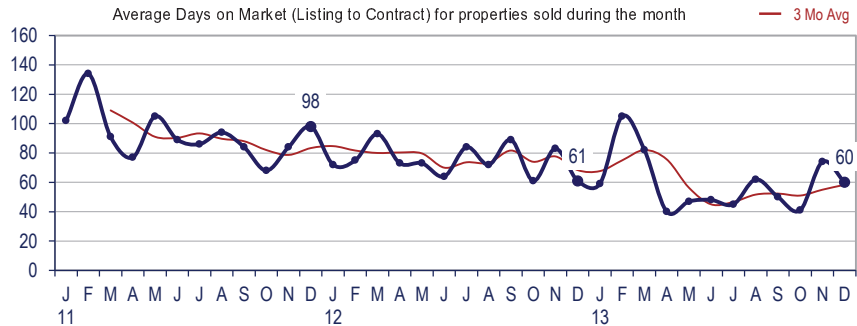
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Market Time

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 60, down 18.9% from 74 days last month and down 1.6% from 61 days in December of last year. The December 2013 DOM was at its lowest level compared with December of 2012 and 2011.

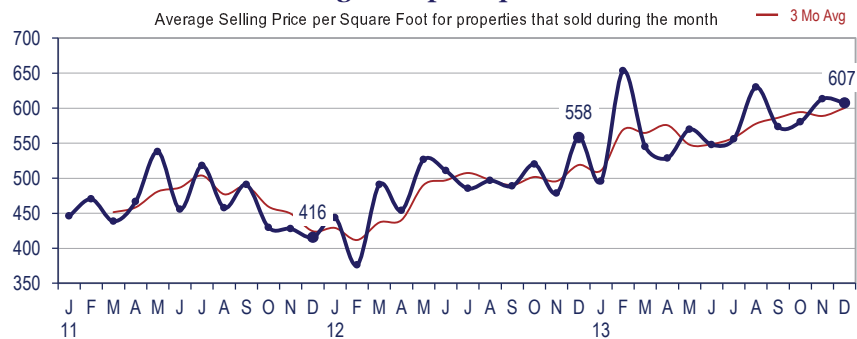
Days On Market for Sold Properties



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 2013 Selling Price per Square Foot of \$607 was down 0.9% from \$613 last month and up 8.8% from 558 in December of last year.

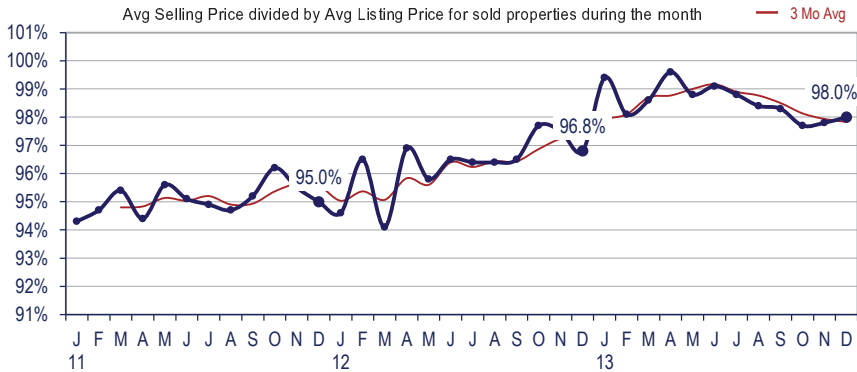
Selling Price per Square Foot



Selling Price versus Listing Price Ratio

Selling Price vs Original Listing Price

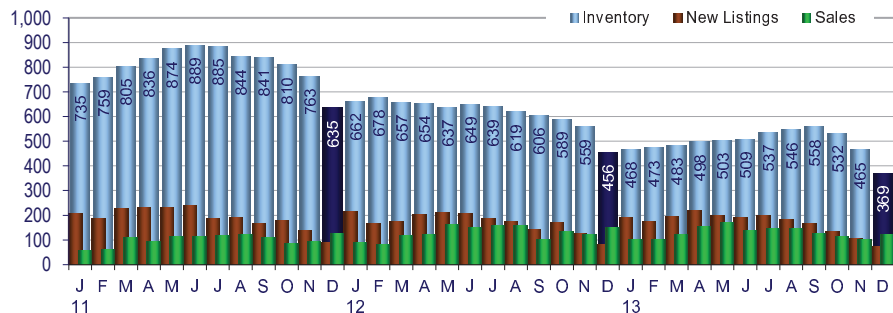
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs Original List Price of 98.0% was up from 97.8% last month and up from 96.8% in December of last year.



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 2013 was 72, down 31.4% from 105 last month and down 13.3% from 83 in December of last year.

Inventory / New Listings / Sales



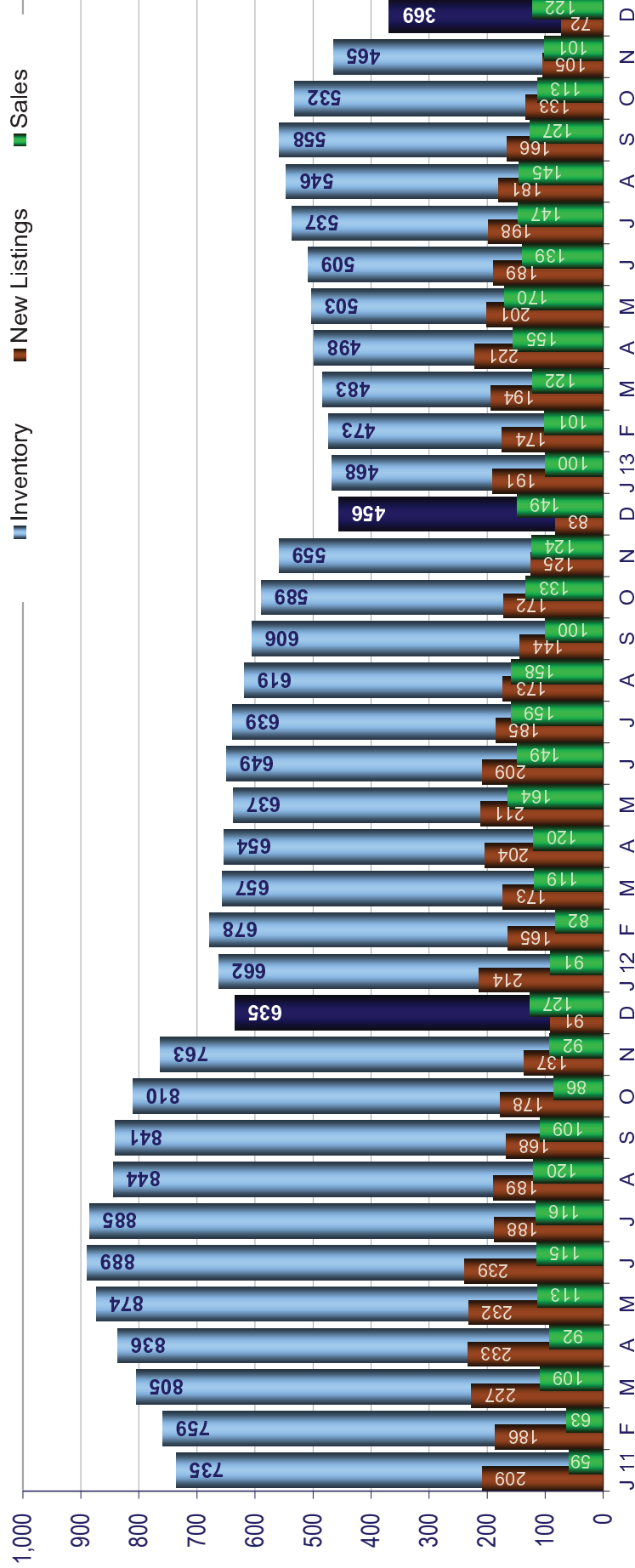
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