

MARKET ACTION REPORT

June 2012

County: Santa Barbara

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Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: Single Family

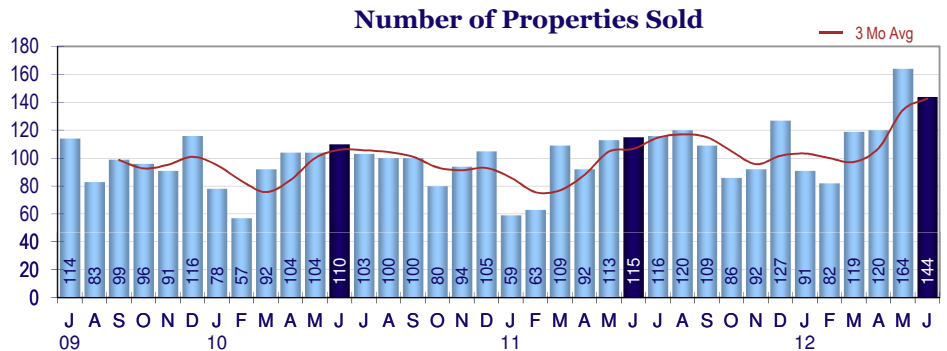
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,800,000	↑		↑				
Average List Price of all Current Listings	\$3,576,510	↑		↑				
June Median Sales Price	\$797,500	↑	↑	↓	↑	\$768,725	↓	↑
June Average Sales Price	\$1,244,599	↓	↓	↔	↑	\$1,326,865	↑	↑
Total Properties Currently for Sale (Inventory)	605	↓		↓				
June Number of Properties Sold	144	↓		↑		720	↑	
June Average Days on Market (Solds)	64	↓	↓	↓	↓	75	↓	↓
Asking Price per Square Foot (based on New Listings)	\$625	↔	↑	↑	↑	\$586	↑	↑
June Sold Price per Square Foot	\$516	↓	↑	↑	↑	\$480	↑	↑
June Month's Supply of Inventory	4.2	↑	↓	↓	↓	5.7	↓	↓
June Sale Price vs List Price Ratio	96.4%	↑	↑	↑	↑	91.3%	↓	↓

* 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)

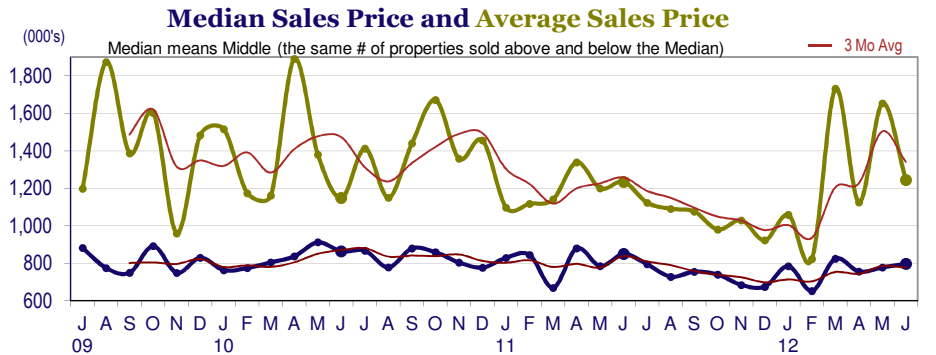
Property Sales

June Property sales were 144, up 25.2% from 115 in June of 2011 and 12.2% lower than the 164 sales last month. June 2012 sales were at their highest level compared to June of 2011 and 2010. June YTD sales of 720 are running 30.7% ahead of last year's year-to-date sales of 551.



Prices

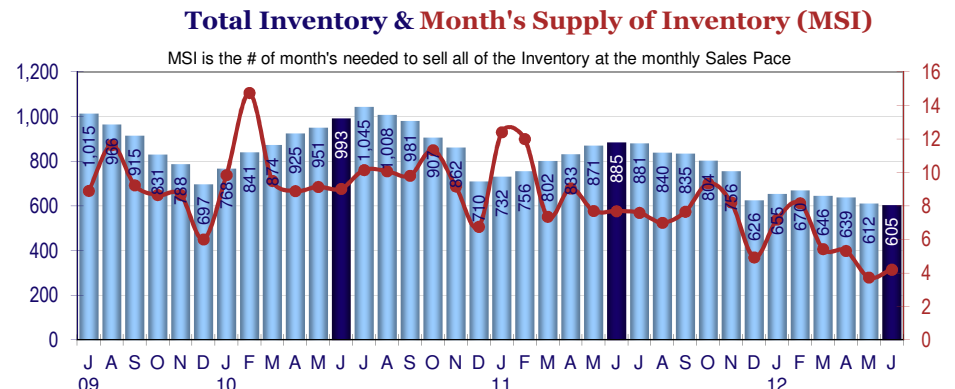
The Median Sales Price in June was \$797,500, down 6.2% from \$850,000 in June of 2011 and up 2.5% from \$777,938 last month. The Average Sales Price in June was \$1,244,599, up 0.8% from \$1,234,296 in June of 2011 and down 24.7% from \$1,653,473 last month. June 2012 ASP was at the highest level compared to June of 2011 and 2010.



Inventory & MSI

The Total Inventory of Properties available for sale as of June was 605, down 1.1% from 612 last month and down 31.6% from 885 in June of last year. June 2012 Inventory was at its lowest level compared with June of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The June 2012 MSI of 4.2 months was at its lowest level compared with June of 2011 and 2010.



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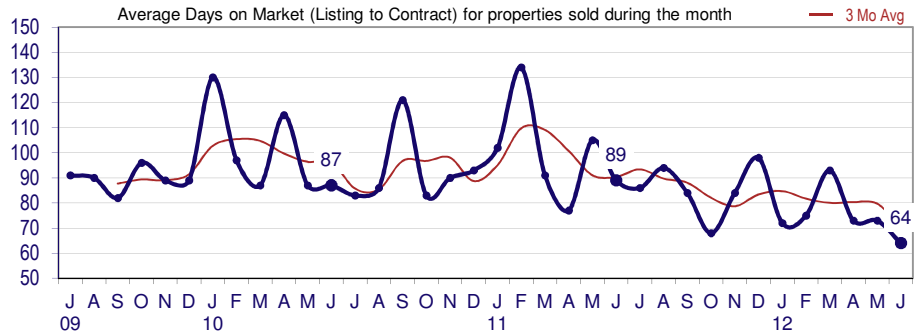
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Market Time

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 June was 64, down 12.3% from 73 days last month and down 28.1% from 89 days in June of last year. The June 2012 DOM was at its lowest level compared with June of 2011 and 2010.

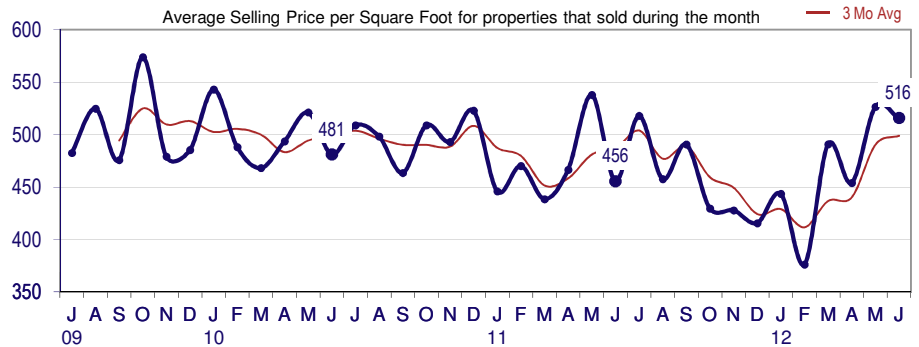
Days On Market for Sold Properties



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 June 2012 Selling Price per Square Foot of \$516 was down 2.0% from \$526 last month and up 13.2% from 456 in June of last year.

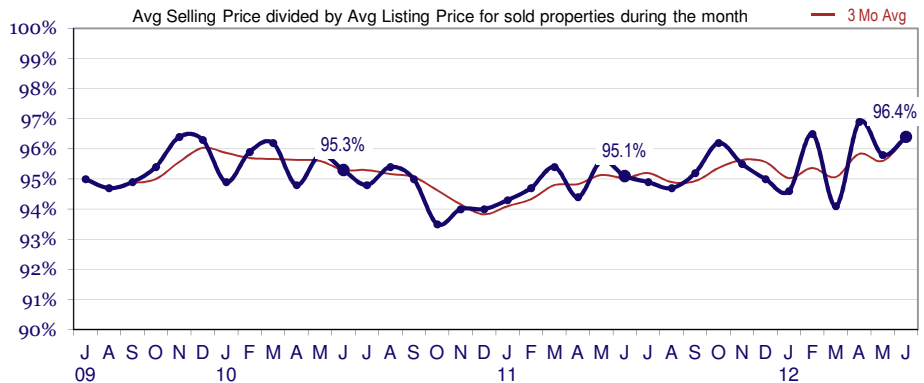
Selling Price per Square Foot



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 June 2012 Selling Price vs Original List Price of 96.4% was up from 95.8% last month and up from 95.1% in June of last year.

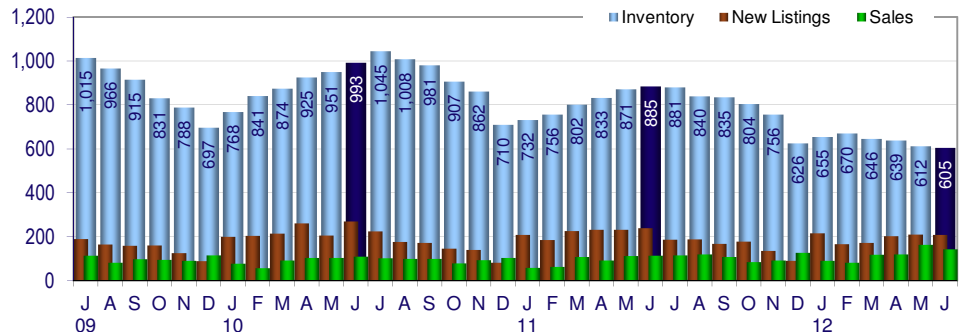
Selling Price versus Listing Price Ratio



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 June 2012 was 209, down 0.9% from 211 last month and down 12.6% from 239 in June of last year.

Inventory / New Listings / Sales



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