

County: Santa Barbara

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INTERNATIONAL REALTY

Price Range: All | Properties: SFH

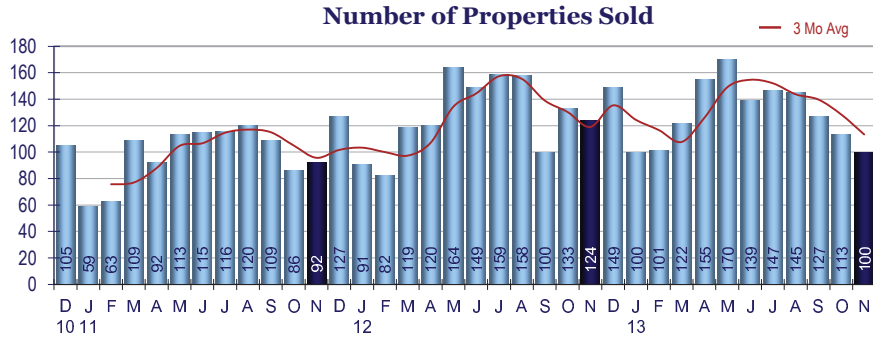
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,497,000	14%		26%				
Average List Price of all Current Listings	\$4,414,894	10%		17%				
November Median Sales Price	\$992,500	6%	5%	26%	27%	\$920,000	19%	18%
November Average Sales Price	\$1,857,587	33%	24%	23%	36%	\$1,413,747	3%	4%
Total Properties Currently for Sale (Inventory)	454	-14%		-19%				
November Number of Properties Sold	100	-12%		-19%		1,419	1%	
November Average Days on Market (Solds)	74	80%	32%	-11%	1%	57	-25%	-22%
Asking Price per Square Foot (based on New Listings)	\$738	4%	5%	10%	22%	\$671	11%	11%
November Sold Price per Square Foot	\$617	6%	3%	29%	25%	\$570	17%	16%
November Month's Supply of Inventory	4.5	-2%	1%	1%	-10%	4.0	-24%	-21%
November Sale Price vs List Price Ratio	97.8%	.1%	2.7%	.3%	5.1%	96.1%	3.6%	3.3%

* 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)

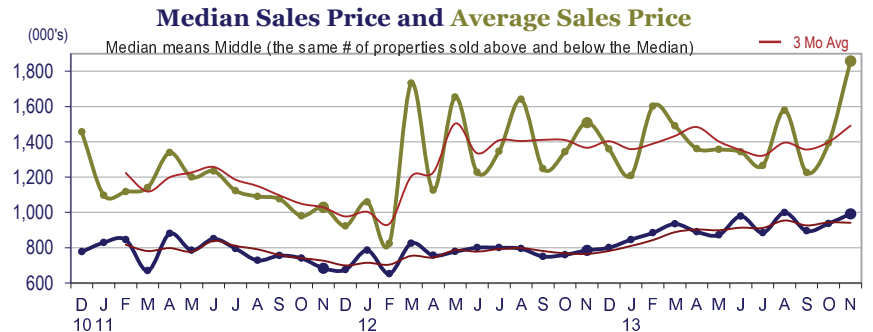
Property Sales

November Property sales were 100, down 19.4% from 124 in November of 2012 and 11.5% lower than the 113 sales last month. November 2013 sales were at a mid level compared to November of 2012 and 2011. November YTD sales of 1,419 are running 1.4% ahead of last year's year-to-date sales of 1,399.



Prices

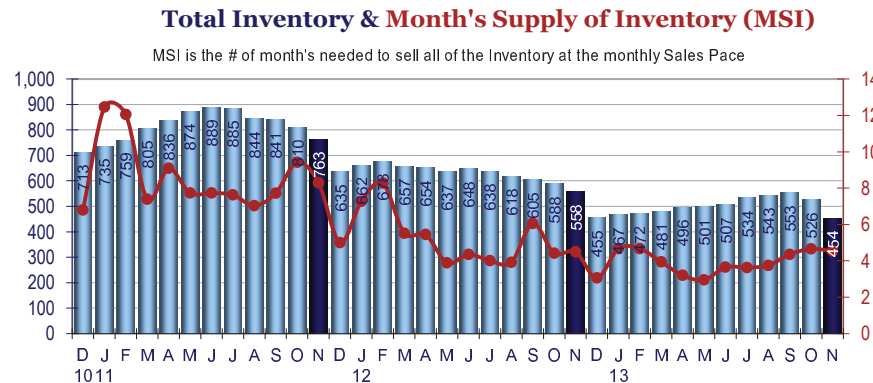
The Median Sales Price in November was \$992,500, up 26.4% from \$785,000 in November of 2012 and up 5.9% from \$936,900 last month. The Average Sales Price in November was \$1,857,587, up 23.1% from \$1,509,041 in November of 2012 and up 33.4% from \$1,392,195 last month. November 2013 ASP was at the highest level compared to November of 2012 and 2011.



Inventory & MSI

The Total Inventory of Properties available for sale as of November was 454, down 13.7% from 526 last month and down 18.6% from 558 in November of last year. November 2013 Inventory was at its lowest level compared with November of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2013 MSI of 4.5 months was at a mid level compared with November of 2012 and 2011.



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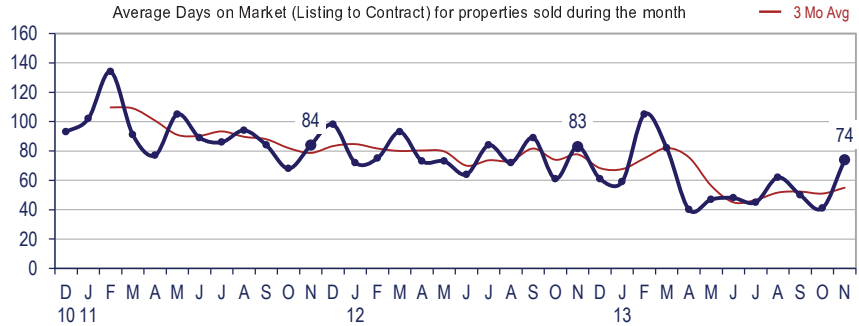


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Market Time

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 November was 74, up 80.5% from 41 days last month and down 10.8% from 83 days in November of last year. The November 2013 DOM was at its lowest level compared with November of 2012 and 2011.

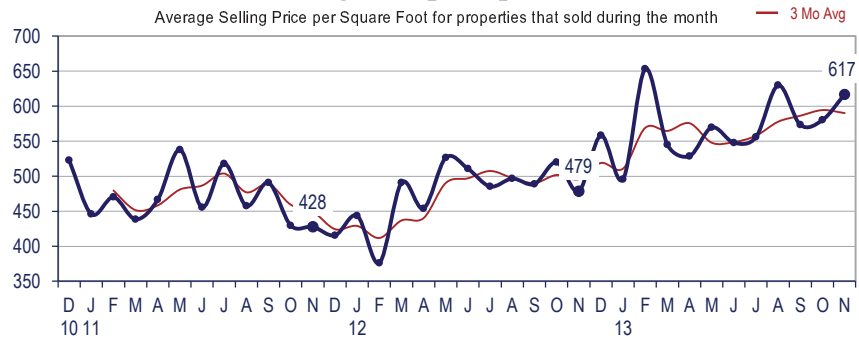
Days On Market for Sold Properties



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 November 2013 Selling Price per Square Foot of \$617 was up 6.3% from \$580 last month and up 28.9% from 479 in November 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 November 2013 Selling Price vs Original List Price of 97.8% was up from 97.7% last month and up from 97.5% in November of last year.

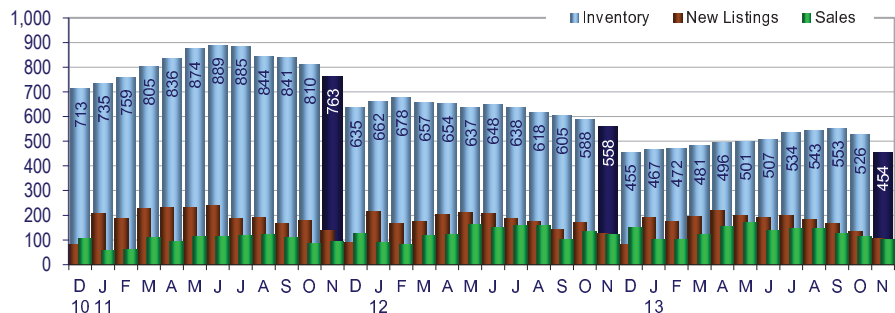
Selling Price versus Listing Price Ratio



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 November 2013 was 105, down 21.1% from 133 last month and down 16.0% from 125 in November of last year.

Inventory / New Listings / Sales



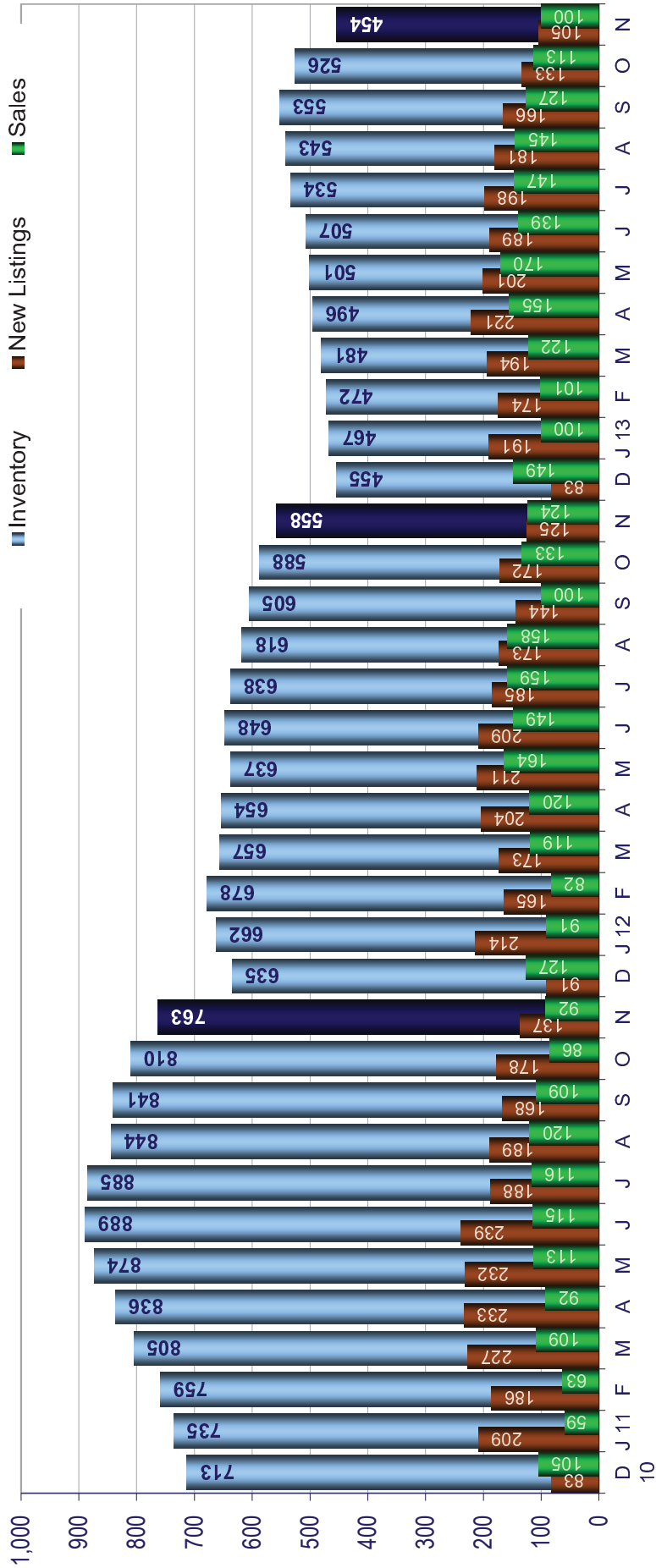
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