

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

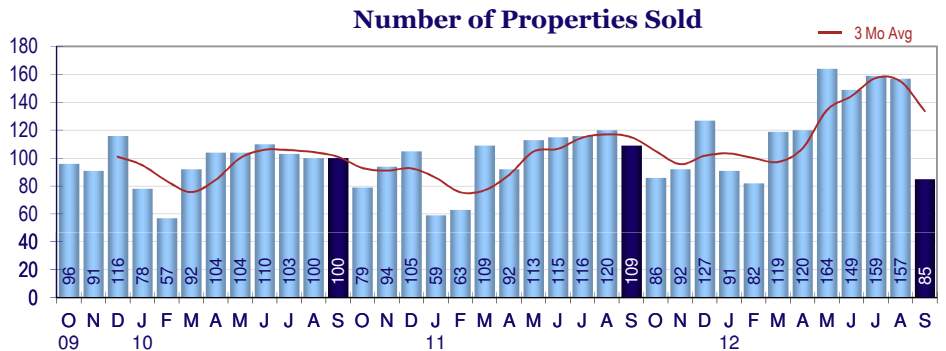
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,975,000	↑		↑				
Average List Price of all Current Listings	\$3,831,831	↑		↑				
September Median Sales Price	\$750,000	↓	↓	↔	↔	\$775,000	↓	↑
September Average Sales Price	\$1,328,201	↓	↓	↑	↑	\$1,371,477	↑	↑
Total Properties Currently for Sale (Inventory)	559	↓		↓				
September Number of Properties Sold	85	↓		↓		1,126	↑	
September Average Days on Market (Solds)	90	↑	↑	↑	↔	77	↓	↓
Asking Price per Square Foot (based on New Listings)	\$641	↓	↔	↑	↑	\$599	↑	↑
September Sold Price per Square Foot	\$508	↑	↑	↑	↑	\$484	↑	↑
September Month's Supply of Inventory	6.6	↑	↑	↓	↓	5.4	↓	↓
September Sale Price vs List Price Ratio	97.3%	↑	↑	↑	↑	92.1%	↓	↓

\* 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)

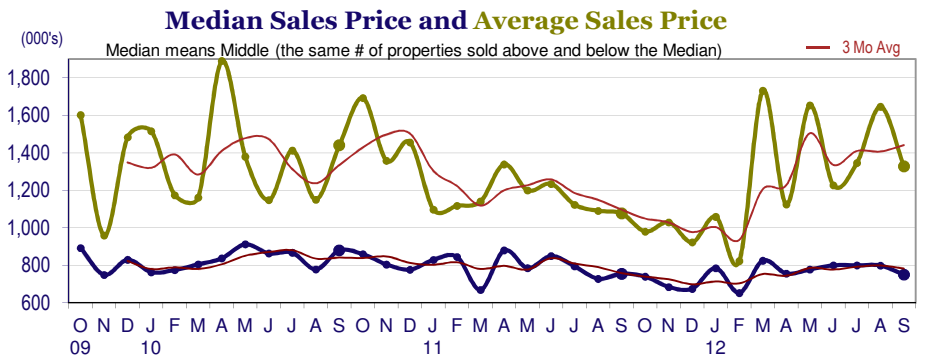
## Property Sales

September Property sales were 85, down 22.0% from 109 in September of 2011 and 45.9% lower than the 157 sales last month. September 2012 sales were at their lowest level compared to September of 2011 and 2010. September YTD sales of 1,126 are running 25.7% ahead of last year's year-to-date sales of 896.



## Prices

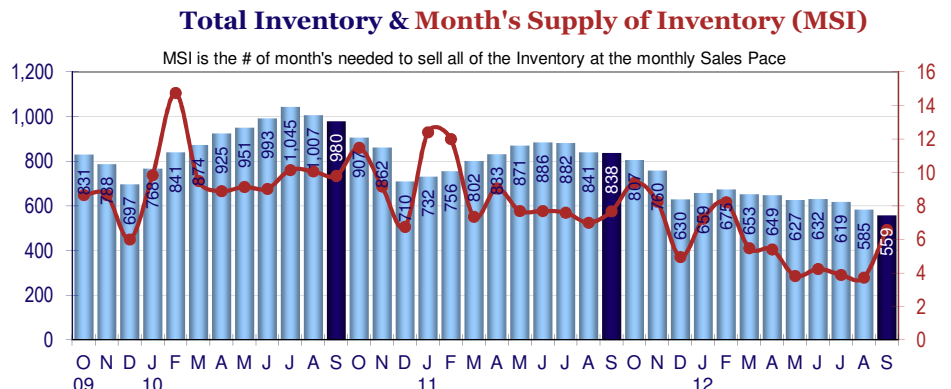
The Median Sales Price in September was \$750,000, down 0.7% from \$755,000 in September of 2011 and down 6.1% from \$799,000 last month. The Average Sales Price in September was \$1,328,201, up 23.4% from \$1,076,197 in September of 2011 and down 19.3% from \$1,646,004 last month. September 2012 ASP was at a mid range compared to September of 2011 and 2010.



## Inventory & MSI

The Total Inventory of Properties available for sale as of September was 559, down 4.4% from 585 last month and down 33.3% from 838 in September of last year. September 2012 Inventory was at its lowest level compared with September of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2012 MSI of 6.6 months was at its lowest level compared with September of 2011 and 2010.



County: Santa Barbara

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

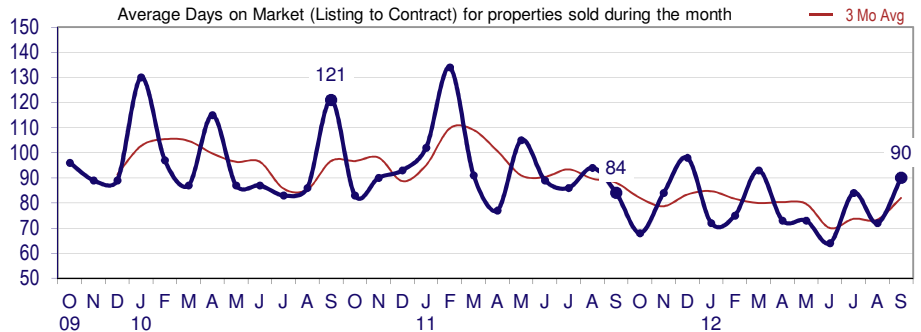


Price Range: All | Properties: Single Family

## 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 September was 90, up 25.0% from 72 days last month and up 7.1% from 84 days in September of last year. The September 2012 DOM was at a mid level compared with September of 2011 and 2010.

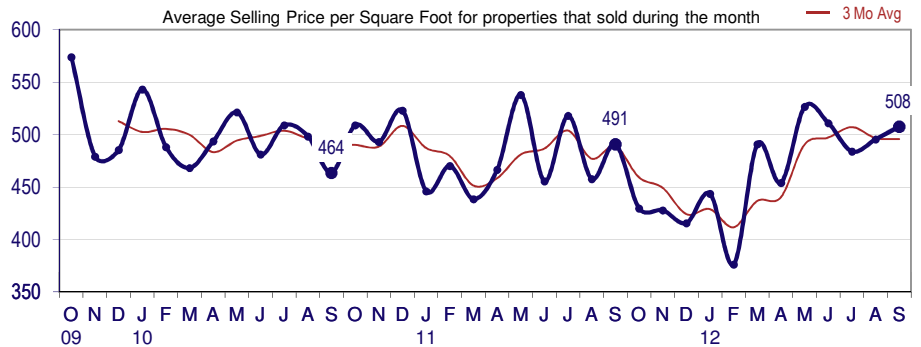
## Days On Market for Sold Properties



## 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 September 2012 Selling Price per Square Foot of \$508 was up 2.5% from \$495 last month and up 3.4% from 491 in September of last year.

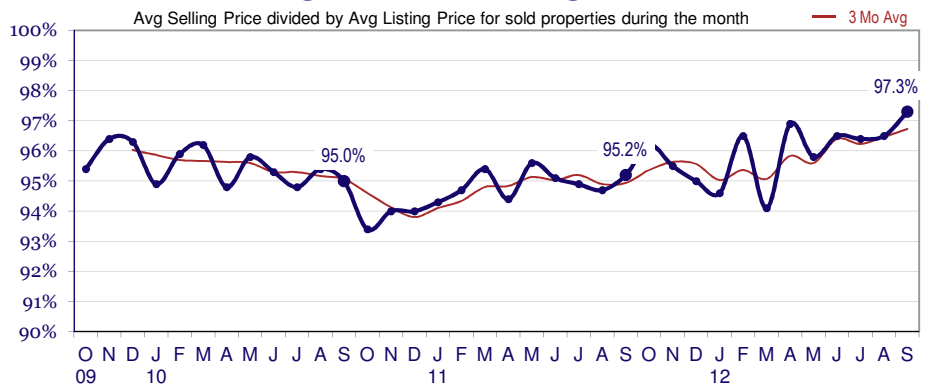
## Selling Price per Square Foot



## 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 September 2012 Selling Price vs Original List Price of 97.3% was up from 96.5% last month and up from 95.2% in September of last year.

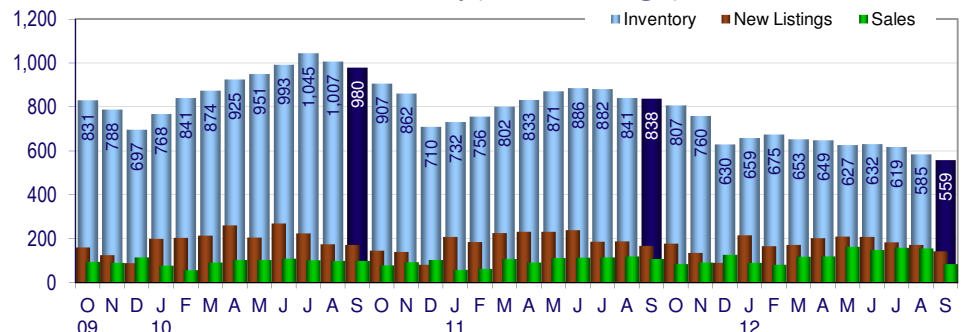
## Selling Price versus Listing Price Ratio



## 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 September 2012 was 144, down 16.8% from 173 last month and down 14.3% from 168 in September of last year.

## Inventory / New Listings / Sales



**Cristal Clarke**

Associate Realtor

805-886-9378

cristal.clarke@sothebyshomes.com

cristal@montecito-estate.com



Price Range: All | Properties: Single Family

## 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 September 2012 was 144, down 16.8% from 173 last month and down 14.3% from 168 in September of last year.

