

County: Santa Barbara

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Sotheby's
INTERNATIONAL REALTY

Price Range: All | Properties: SFH

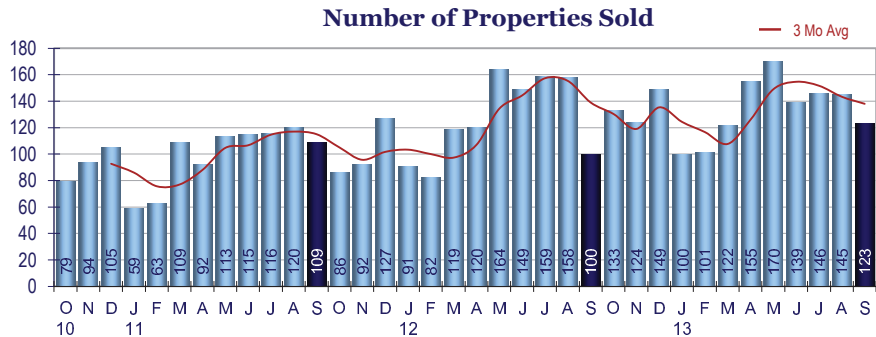
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,150,000	0%		20%				
Average List Price of all Current Listings	\$3,991,879	2%		14%				
September Median Sales Price	\$903,000	-10%	-4%	20%	15%	\$910,000	18%	16%
September Average Sales Price	\$1,245,307	-21%	-9%	-0%	-9%	\$1,382,468	1%	1%
Total Properties Currently for Sale (Inventory)	542	1%		-10%				
September Number of Properties Sold	123	-15%		23%		1,201	5%	
September Average Days on Market (Solds)	52	-16%	0%	-42%	-29%	58	-25%	-21%
Asking Price per Square Foot (based on New Listings)	\$693	-1%	1%	13%	15%	\$667	13%	10%
September Sold Price per Square Foot	\$578	-8%	-0%	18%	17%	\$566	17%	15%
September Month's Supply of Inventory	4.4	19%	13%	-27%	-13%	3.9	-29%	-24%
September Sale Price vs List Price Ratio	98.2%	-2%	1.4%	1.8%	5.5%	96.6%	4.9%	3.7%

* 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)

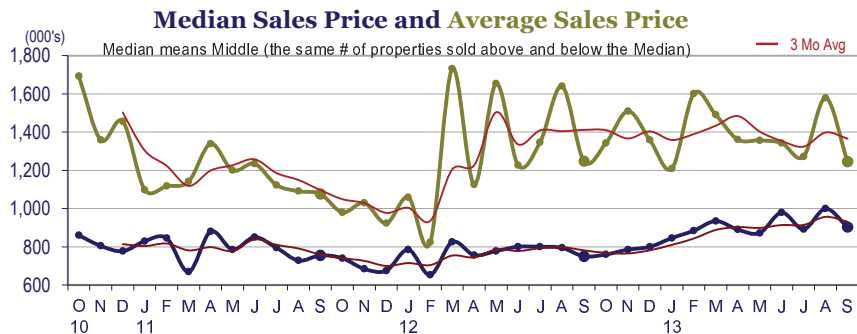
Property Sales

September Property sales were 123, up 23.0% from 100 in September of 2012 and 15.2% lower than the 145 sales last month. September 2013 sales were at their highest level compared to September of 2012 and 2011. September YTD sales of 1,201 are running 5.2% ahead of last year's year-to-date sales of 1,142.



Prices

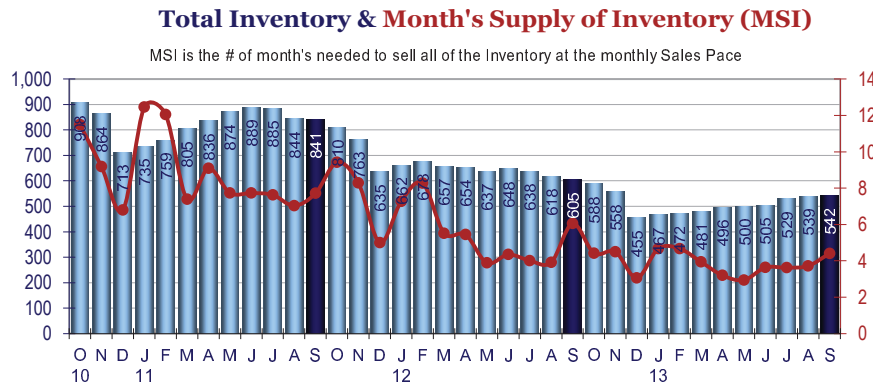
The Median Sales Price in September was \$903,000, up 20.4% from \$750,000 in September of 2012 and down 9.6% from \$999,000 last month. The Average Sales Price in September was \$1,245,307, down 0.2% from \$1,247,611 in September of 2012 and down 21.1% from \$1,578,632 last month. September 2013 ASP was at a mid range compared to September of 2012 and 2011.



Inventory & MSI

The Total Inventory of Properties available for sale as of September was 542, up 0.6% from 539 last month and down 10.4% from 605 in September of last year. September 2013 Inventory was at its lowest level compared with September of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The September 2013 MSI of 4.4 months was at its lowest level compared with September of 2012 and 2011.



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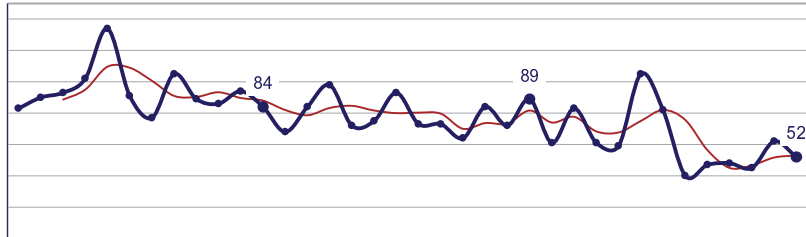
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Market Time

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 September was 52, down 16.1% from 62 days last month and down 41.6% from 89 days in September of last year. The September 2013 DOM was at its lowest level compared with September of 2012 and 2011.

Days On Market for Sold Properties

Average Days on Market (Listing to Contract) for properties sold during the month — 3 Mo Avg

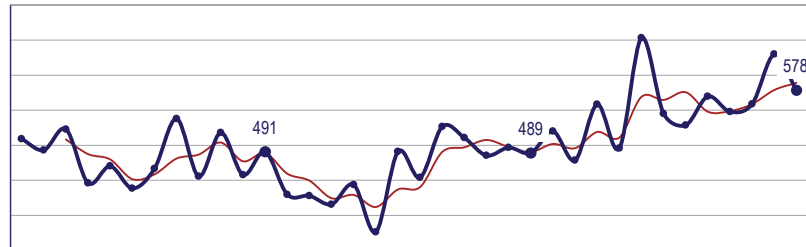


Selling Price per Square Foot

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 2013 Selling Price per Square Foot of \$578 was down 8.1% from \$630 last month and up 18.3% from 489 in September of last year.

Selling Price per Square Foot

Average Selling Price per Square Foot for properties that sold during the month — 3 Mo Avg

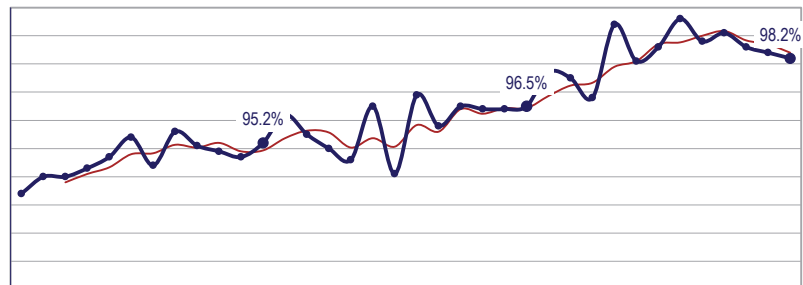


Selling Price vs Original Listing Price

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 2013 Selling Price vs Original List Price of 98.2% was down from 98.4% last month and up from 96.5% in September of last year.

Selling Price versus Listing Price Ratio

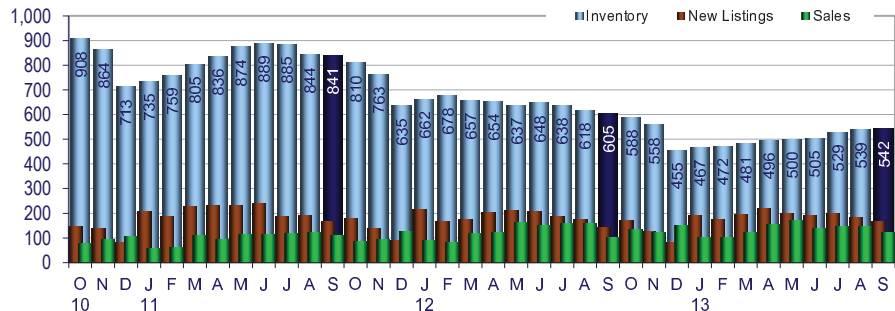
Avg Selling Price divided by Avg Listing Price for sold properties during the month — 3 Mo Avg



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 2013 was 166, down 8.3% from 181 last month and up 15.3% from 144 in September of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

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September 2013

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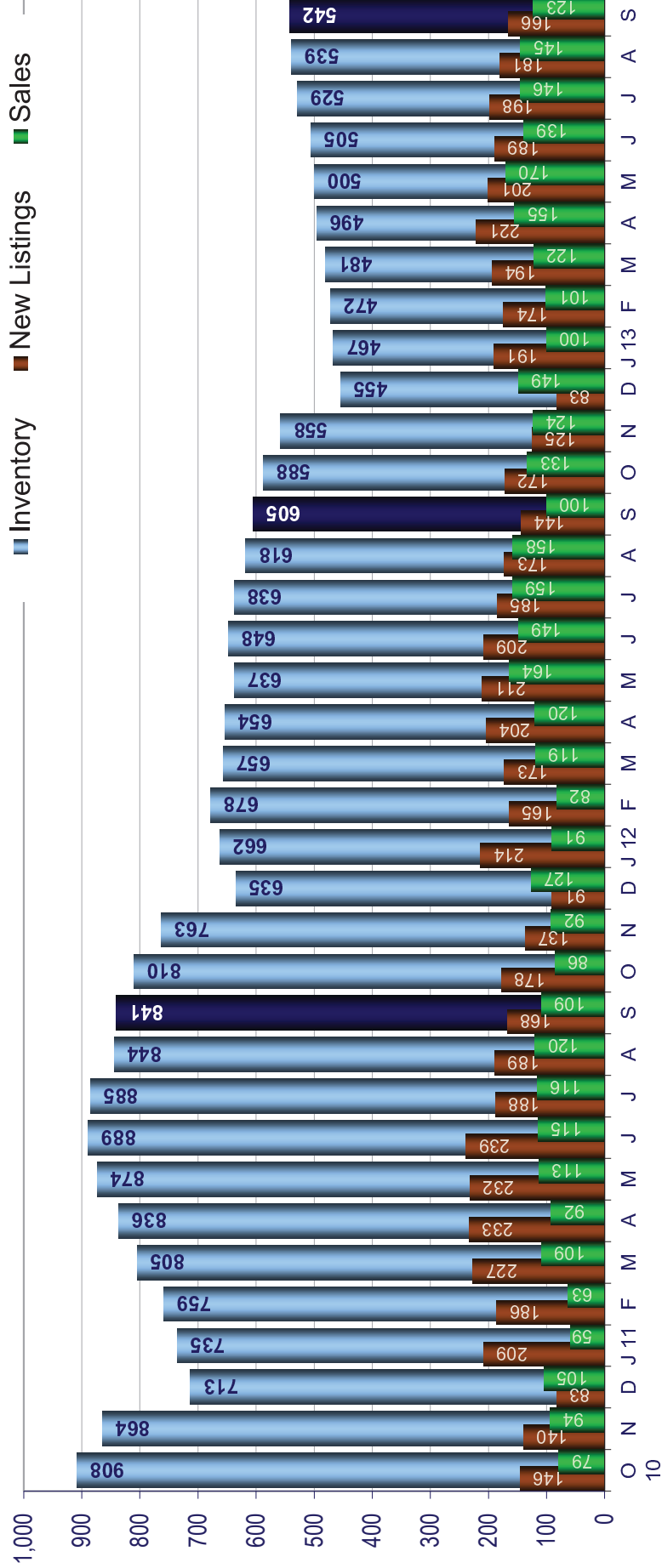
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