

County: Santa Barbara

**Cristal Clarke**

Realtor Associate  
805-886-9378  
cristal.clarke@sothebyshomes.com  
cristal@silcom.com



Price Range: All | Properties: SFH

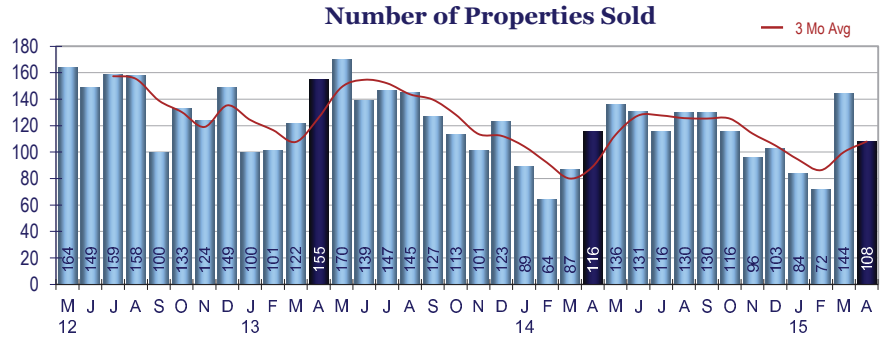
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,195,000	-6%		-0%				
Average List Price of all Current Listings	\$4,077,992	-3%		8%				
April Median Sales Price	\$975,000	-19%	-9%	3%	-3%	\$1,072,500	10%	6%
April Average Sales Price	\$1,513,704	-15%	-20%	-13%	-7%	\$1,899,356	18%	17%
Total Properties Currently for Sale (Inventory)	473	6%		-9%				
April Number of Properties Sold	108	-25%		-7%		408	15%	
April Average Days on Market (Solds)	50	-25%	-23%	-2%	-21%	65	8%	3%
Asking Price per Square Foot (based on New Listings)	\$697	-11%	-9%	0%	1%	\$766	12%	11%
April Sold Price per Square Foot	\$622	-9%	-10%	-3%	-0%	\$691	9%	11%
April Month's Supply of Inventory	4.4	41%	-1%	-3%	-7%	4.6	-18%	-3%
April Sale Price vs List Price Ratio	97.0%	.2%	2.6%	-6%	2.3%	94.5%	-2%	-3%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2014) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

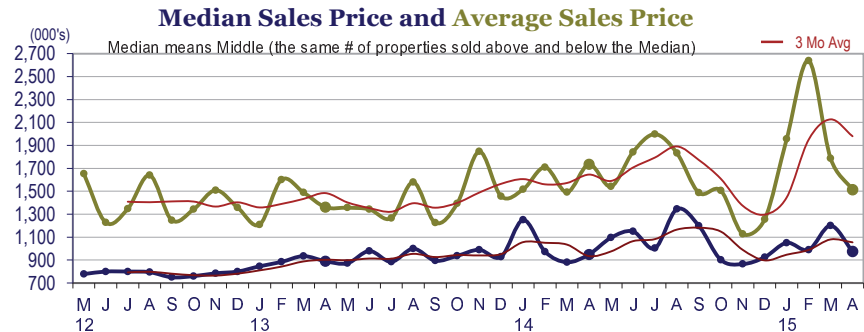
## Property Sales

April Property sales were 108, down 6.9% from 116 in April of 2014 and 25.0% lower than the 144 sales last month. April 2015 sales were at their lowest level compared to April of 2014 and 2013. April YTD sales of 408 are running 14.6% ahead of last year's year-to-date sales of 356.



## Prices

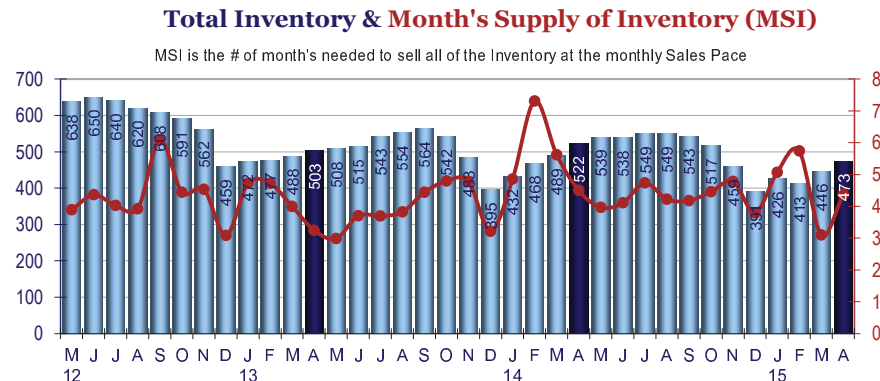
The Median Sales Price in April was \$975,000, up 2.7% from \$949,500 in April of 2014 and down 18.8% from \$1,200,000 last month. The Average Sales Price in April was \$1,513,704, down 12.8% from \$1,735,656 in April of 2014 and down 15.3% from \$1,786,541 last month. April 2015 ASP was at a mid range compared to April of 2014 and 2013.



## Inventory & MSI

The Total Inventory of Properties available for sale as of April was 473, up 6.1% from 446 last month and down 9.4% from 522 in April of last year. April 2015 Inventory was at its lowest level compared with April of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2015 MSI of 4.4 months was at a mid level compared with April of 2014 and 2013.



County: Santa Barbara

**Cristal Clarke**

Realtor Associate

805-886-9378

cristal.clarke@sothebyshomes.com

cristal@silcom.com

# Sotheby's

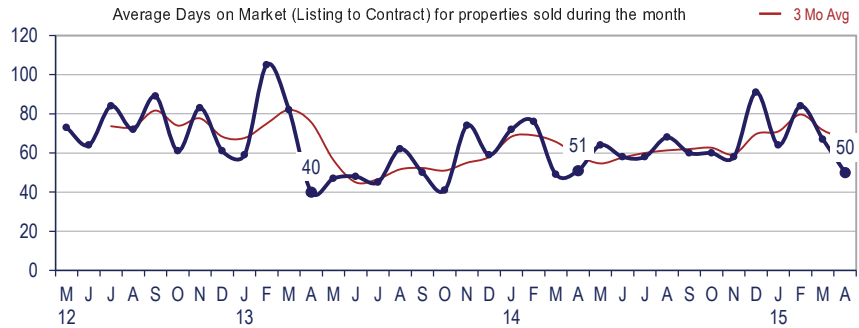
INTERNATIONAL REALTY

Price Range: All | Properties: SFH

## 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 April was 50, down 25.4% from 67 days last month and down 2.0% from 51 days in April of last year. The April 2015 DOM was at a mid level compared with April of 2014 and 2013.

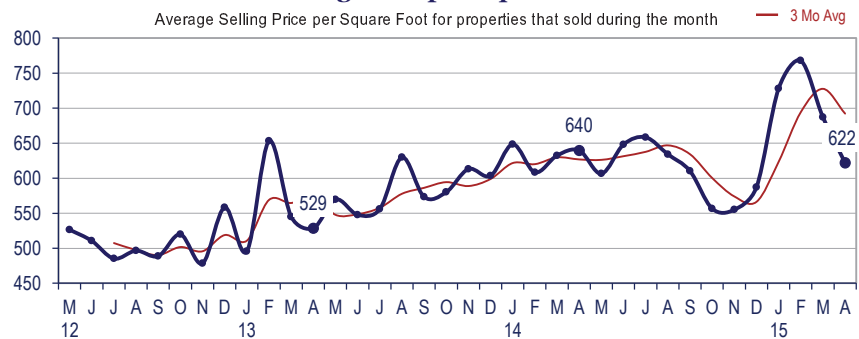
## Days On Market for Sold Properties



## 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 April 2015 Selling Price per Square Foot of \$622 was down 9.5% from \$687 last month and down 2.8% from 640 in April of last year.

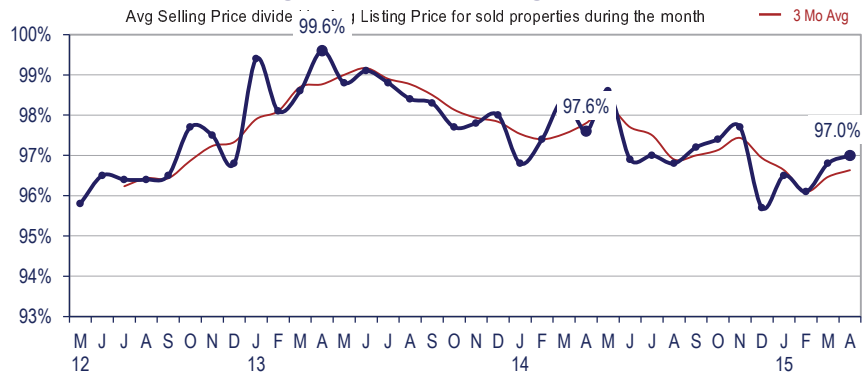
## Selling Price per Square Foot



## 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 April 2015 Selling Price vs Original List Price of 97.0% was up from 96.8% last month and down from 97.6% in April of last year.

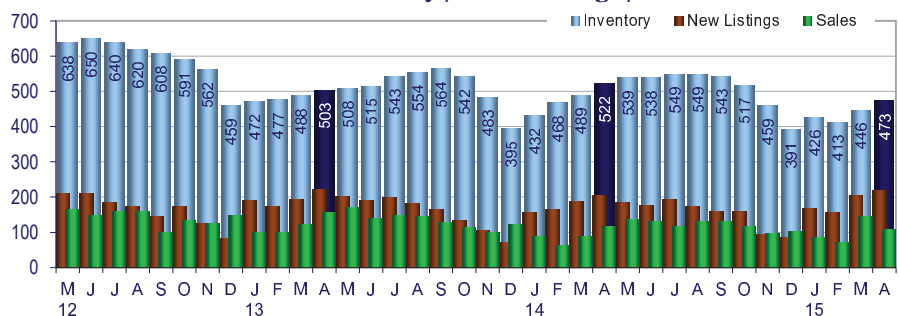
## Selling Price versus Listing Price Ratio



## 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 April 2015 was 220, up 7.3% from 205 last month and up 7.3% from 205 in April of last year.

## Inventory / New Listings / Sales



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

Price Range: All | Properties: SFH

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 April 2015 was 220, up 7.3% from 205 last month and up 7.3% from 205 in April of last year.

