

County: Santa Barbara

Cristal Clarke

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Price Range: All | Properties: SFH

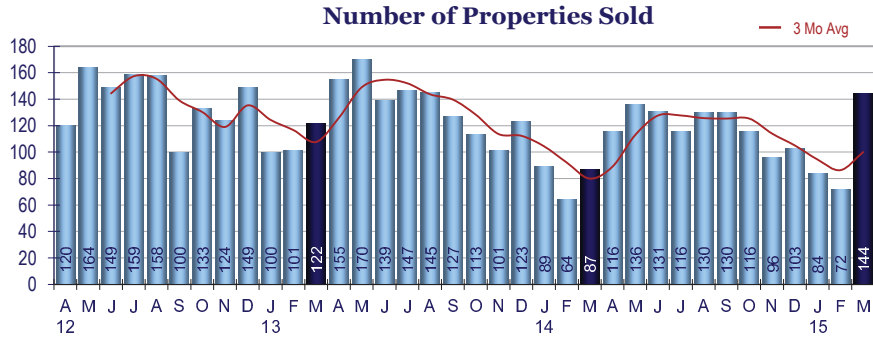
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$2,350,000	7%		2%				
Average List Price of all Current Listings	\$4,259,592	3%		11%				
March Median Sales Price	\$1,200,000	21%	12%	36%	19%	\$1,147,500	15%	14%
March Average Sales Price	\$1,786,541	-32%	-3%	20%	10%	\$2,038,191	31%	26%
Total Properties Currently for Sale (Inventory)	445	8%		-9%				
March Number of Properties Sold	144	100%		66%		300	25%	
March Average Days on Market (Solds)	67	-20%	-12%	37%	6%	70	8%	11%
Asking Price per Square Foot (based on New Listings)	\$786	-11%	-2%	16%	14%	\$799	18%	16%
March Sold Price per Square Foot	\$687	-11%	-0%	9%	10%	\$718	13%	15%
March Month's Supply of Inventory	3.1	-46%	-33%	-45%	-34%	4.6	-22%	-2%
March Sale Price vs List Price Ratio	96.8%	.7%	2.6%	-1.6%	2.1%	94.4%	-1.2%	-4%

* 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)

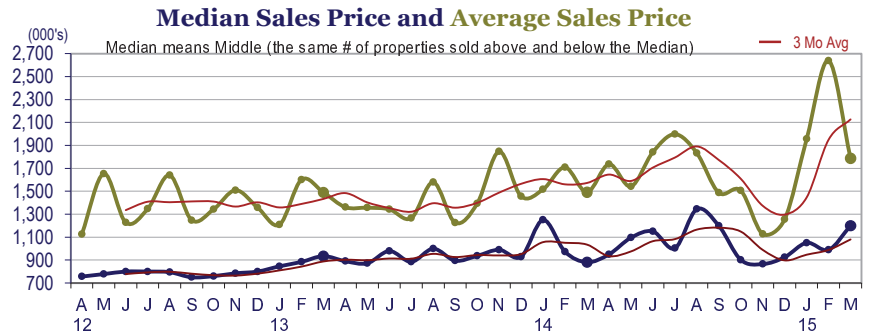
Property Sales

March Property sales were 144, up 65.5% from 87 in March of 2014 and 100.0% higher than the 72 sales last month. March 2015 sales were at their highest level compared to March of 2014 and 2013. March YTD sales of 300 are running 25.0% ahead of last year's year-to-date sales of 240.



Prices

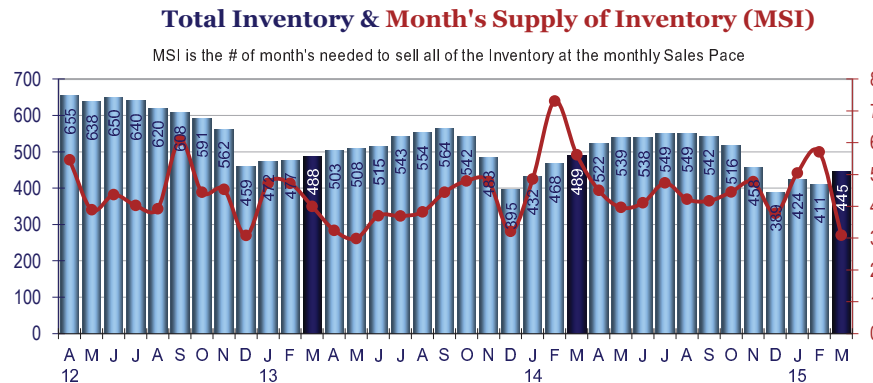
The Median Sales Price in March was \$1,200,000, up 36.1% from \$881,500 in March of 2014 and up 21.3% from \$989,500 last month. The Average Sales Price in March was \$1,786,541, up 19.8% from \$1,491,370 in March of 2014 and down 32.3% from \$2,638,424 last month. March 2015 ASP was at the highest level compared to March of 2014 and 2013.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 445, up 8.3% from 411 last month and down 9.0% from 489 in March of last year. March 2015 Inventory was at its lowest level compared with March of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2015 MSI of 3.1 months was at its lowest level compared with March of 2014 and 2013.



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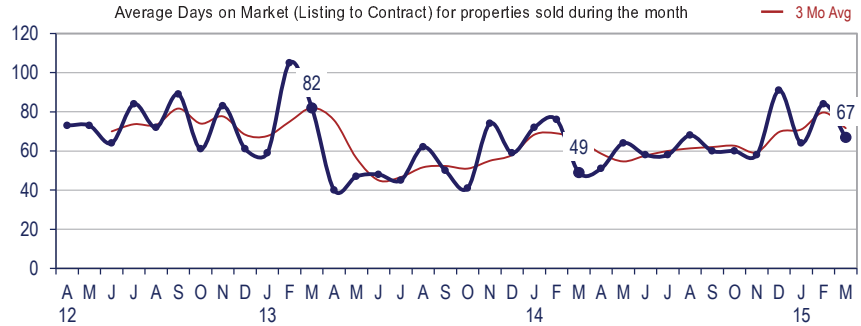


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Market Time

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 March was 67, down 20.2% from 84 days last month and up 36.7% from 49 days in March of last year. The March 2015 DOM was at a mid level compared with March of 2014 and 2013.

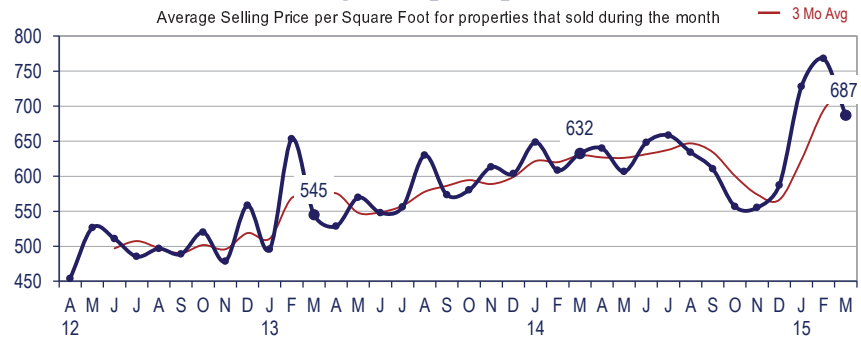
Days On Market for Sold Properties



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 March 2015 Selling Price per Square Foot of \$687 was down 10.5% from \$768 last month and up 8.6% from 632 in March of last year.

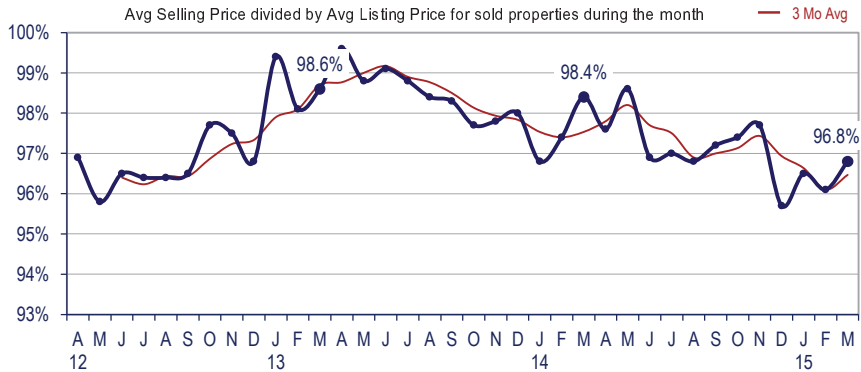
Selling Price per Square Foot



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 March 2015 Selling Price vs Original List Price of 96.8% was up from 96.1% last month and down from 98.4% in March of last year.

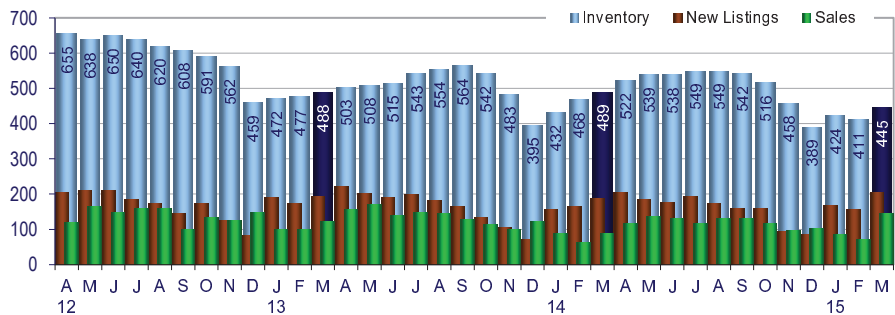
Selling Price versus Listing Price Ratio



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 March 2015 was 206, up 32.9% from 155 last month and up 9.6% from 188 in March of last year.

Inventory / New Listings / Sales



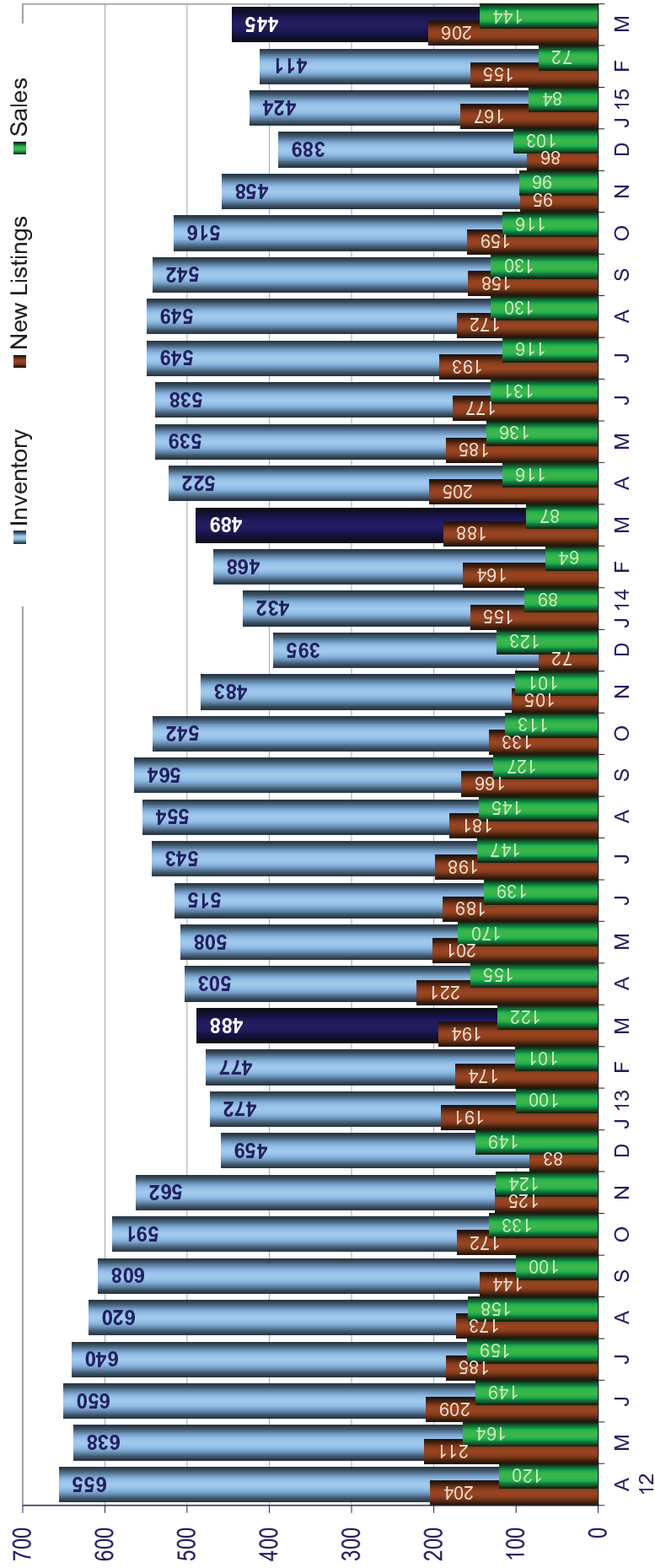
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