

MLS Area: 10 - Montecito



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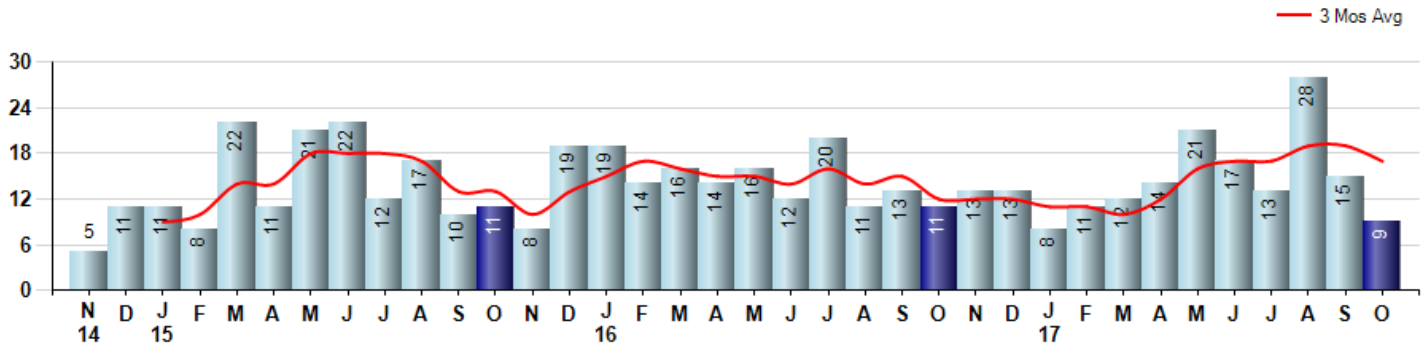
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$4,422,500	-1%		0%				
Average List Price of all Current Listings	\$7,304,090	4%		5%				
October Median Sales Price	\$2,688,000	-6%	-13%	1%	-4%	\$3,075,000	12%	10%
October Average Sales Price	\$2,941,722	-17%	-13%	-11%	-19%	\$3,598,912	-2%	-1%
Total Properties Currently for Sale (Inventory)	134	-4%		8%				
October Number of Properties Sold	9	-40%		-18%			1%	
October Average Days on Market (Solds)	90	-38%	-14%	-19%	-13%	115	22%	12%
Asking Price per Square Foot (based on New Listings)	\$1,126	-11%	5%	3%	-2%	\$1,119	-3%	-2%
October Sold Price per Square Foot	\$822	-8%	-15%	-13%	-16%	\$1,004	-1%	2%
October Month's Supply of Inventory	14.9	60%	53%	32%	68%	10.3	15%	15%
October Sale Price vs List Price Ratio	93.4%	2.5%	3%	1%	2.6%	90.5%	-1.4%	-0.6%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

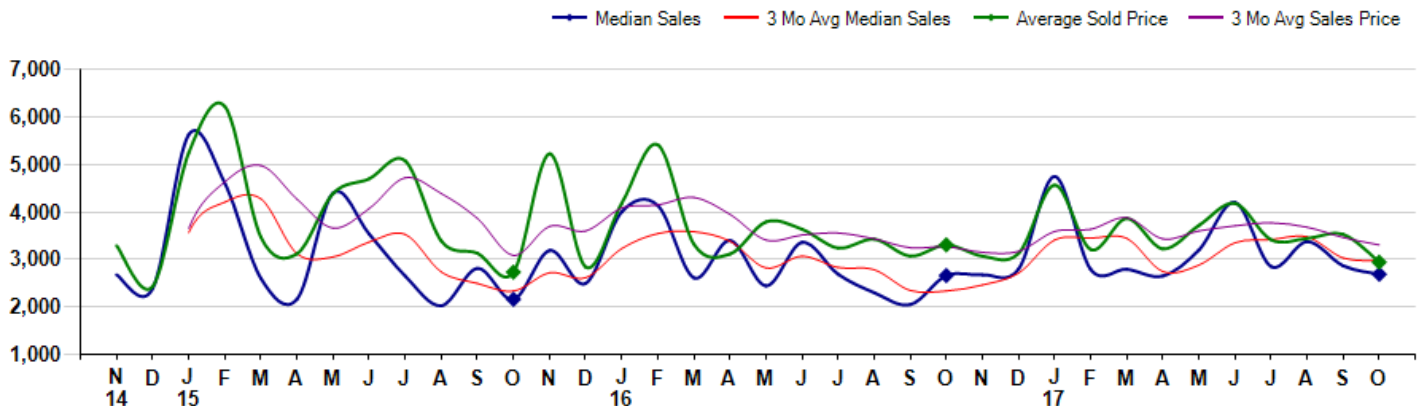
October Property sales were 9, down -18.2% from 11 in October of 2016 and -40.0% lower than the 15 sales last month. October 2017 sales were at their lowest level compared to October of 2016 and 2015. October YTD sales of 148 are running 1.4% ahead of last year's year-to-date sales of 146.



Prices

The Median Sales Price in October was \$2,688,000, up 1.1% from \$2,660,000 in October of 2016 and down -6.2% from \$2,865,760 last month. The Average Sales Price in October was \$2,941,722, down -11.0% from \$3,307,091 in October of 2016 and down -16.6% from \$3,527,876 last month. October 2017 ASP was at a mid range compared to October of 2016 and 2015.

Median means Middle (the same # of properties sold above and below Median) (000's)



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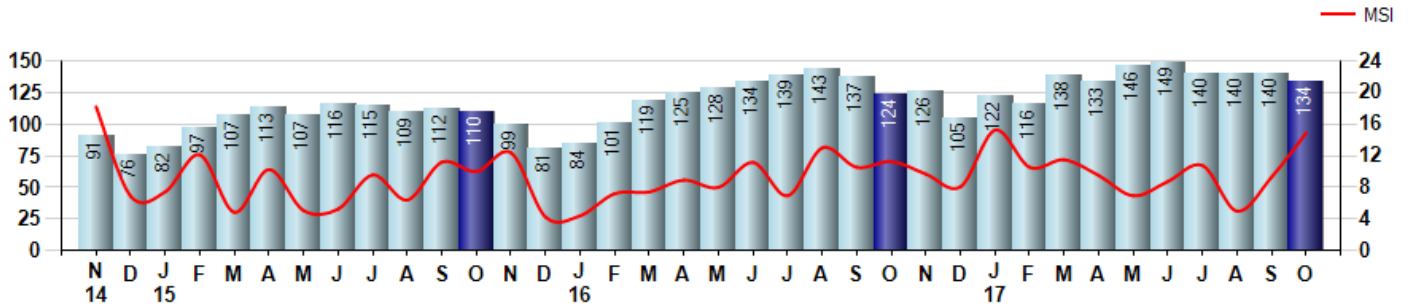
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Inventory & MSI

The Total Inventory of Properties available for sale as of October was 134, down -4.3% from 140 last month and up 8.1% from 124 in October of last year. October 2017 Inventory was at highest level compared to October of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The October 2017 MSI of 14.9 months was at its highest level compared with October of 2016 and 2015.

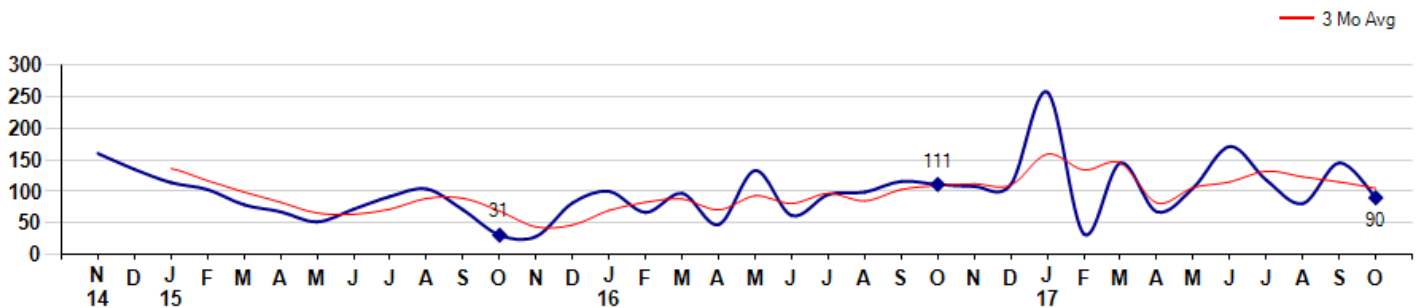
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 October was 90, down -37.9% from 145 days last month and down -18.9% from 111 days in October of last year. The October 2017 DOM was at a mid range compared with October of 2016 and 2015.

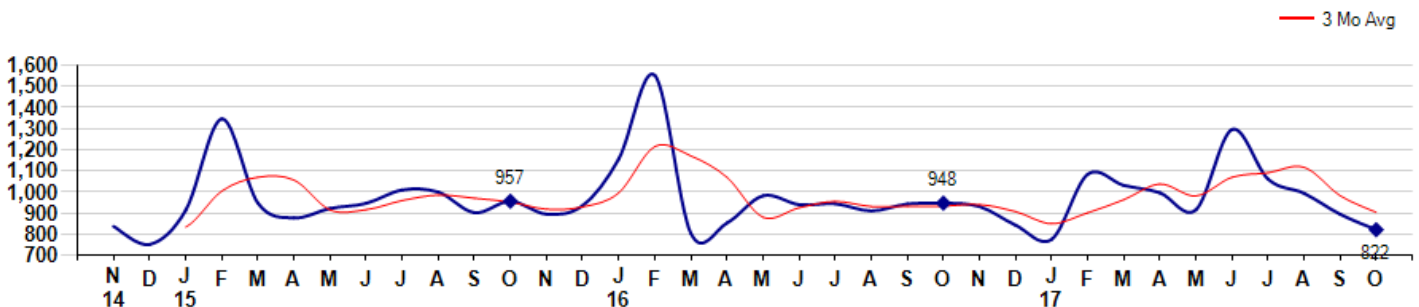
Average Days on Market (Listing to Contract) for properties sold during the month



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 October 2017 Selling Price per Square Foot of \$822 was down -8.2% from \$895 last month and down -13.3% from \$948 in October of last year.

Average Selling Price per Square Foot for properties that sold during the month



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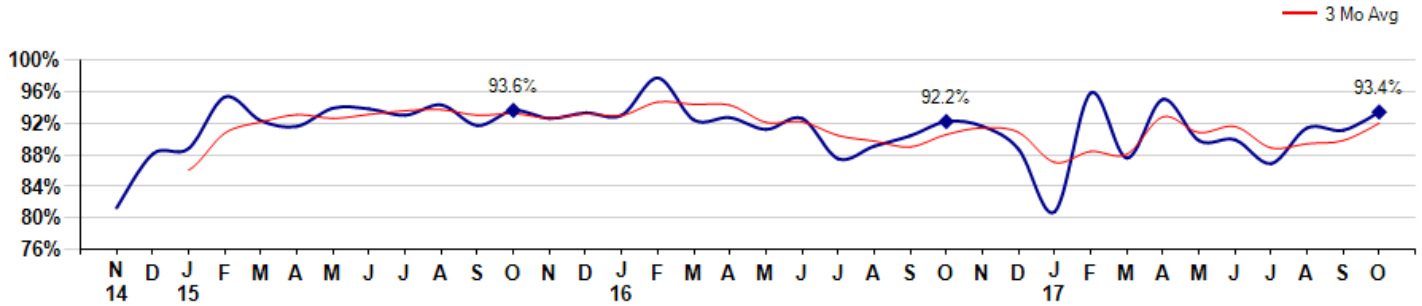


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Selling Price vs Listing Price

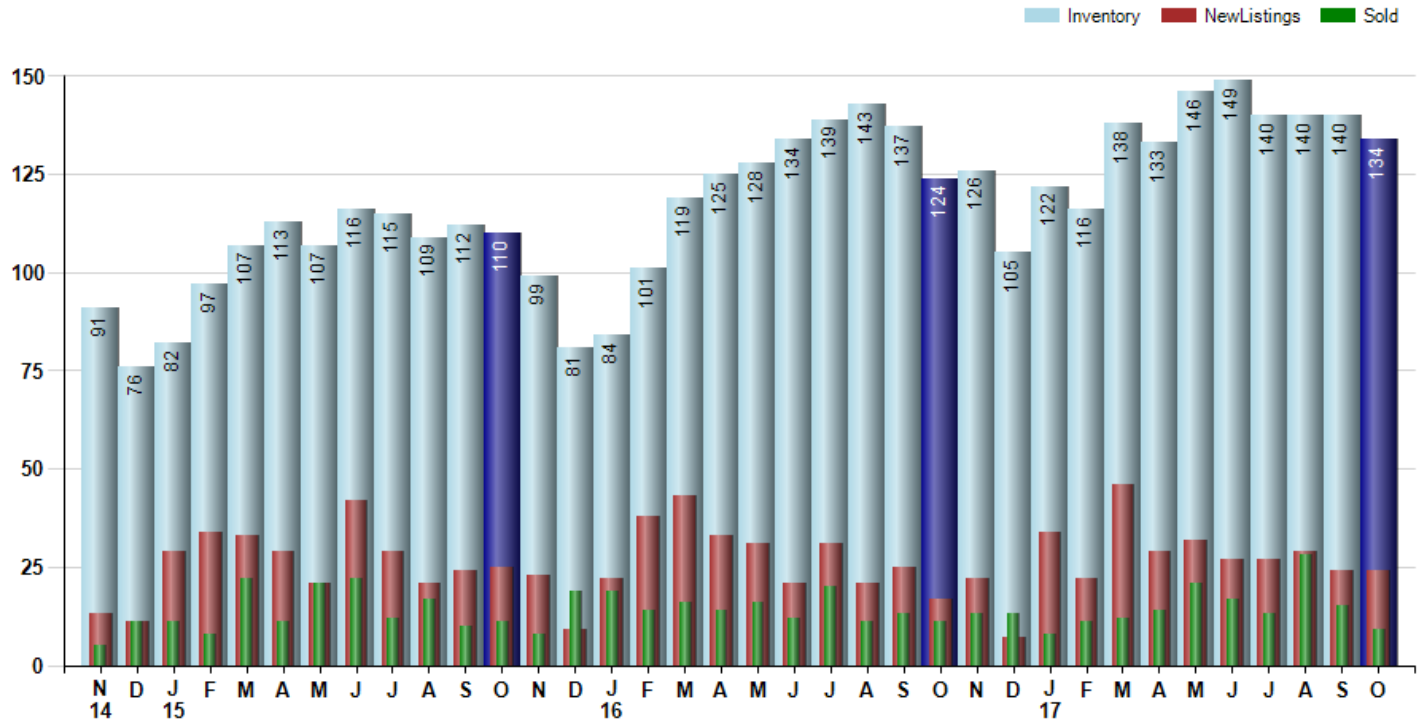
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The October 2017 Selling Price vs List Price of 93.4% was up from 91.1% last month and up from 92.2% in October of last year.

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



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 October 2017 was 24, equal to 24 last month and up 41.2% from 17 in October of last year.



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MARKET ACTION REPORT

October 2017

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Sotheby's
 INTERNATIONAL REALTY

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	N 14	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O
Homes Sold	5	11	11	8	22	11	21	22	12	17	10	11	8	19	19	14	16	14	16	12	20	11	13	11	13	13	8	11	12	14	21	17	13	28	15	9
3 Mo. Roll Avg			9	10	14	14	18	18	18	17	13	13	10	13	15	17	16	15	15	14	16	14	15	12	12	12	11	11	10	12	16	17	17	19	19	17

(000's)	N 14	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O
Median Sale Price	2,675	2,388	5,630	4,600	2,600	2,165	4,395	3,535	2,650	2,025	2,813	2,160	3,188	2,495	4,000	4,138	2,613	3,400	2,446	3,360	2,688	2,300	2,050	2,660	2,675	2,800	4,750	2,790	2,793	2,653	3,200	4,200	2,850	3,375	2,866	2,688
3 Mo. Roll Avg			3,564	4,206	4,277	3,122	3,053	3,365	3,527	2,737	2,496	2,333	2,720	2,614	3,228	3,544	3,583	3,383	2,819	3,069	2,831	2,783	2,346	2,337	2,462	2,712	3,408	3,447	3,444	2,745	2,882	3,351	3,417	3,475	3,030	2,976

	N 14	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O
Inventory	91	76	82	97	107	113	107	116	115	109	112	110	99	81	84	101	119	125	128	134	139	143	137	124	126	105	122	116	138	133	146	149	140	140	140	134
MSI	18	7	7	12	5	10	5	5	10	6	11	10	12	4	4	7	7	9	8	11	7	13	11	11	10	8	15	11	12	10	7	9	11	5	9	15

	N 14	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O
Days On Market	160	135	114	103	79	68	52	72	92	104	71	31	29	82	100	67	97	48	133	62	95	99	116	111	108	111	257	33	145	68	106	171	118	81	145	90
3 Mo. Roll Avg			136	117	99	83	66	64	72	89	89	69	44	47	70	83	88	71	93	81	97	85	103	109	112	110	159	134	145	82	106	115	132	123	115	105

	N 14	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O
Price per Sq Ft	838	753	915	1,346	948	878	923	947	1,010	1,000	903	957	896	936	1,156	1,552	805	854	983	941	945	911	944	948	932	844	777	1,084	1,032	997	917	1,296	1,061	994	895	822
3 Mo. Roll Avg			835	1,005	1,070	1,057	916	916	960	986	971	953	919	930	996	1,215	1,171	1,070	881	926	956	932	933	934	941	908	851	902	964	1,038	982	1,070	1,091	1,117	983	904

	N 14	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O
Sale to List Price	0.813	0.881	0.888	0.953	0.923	0.916	0.939	0.938	0.930	0.943	0.917	0.936	0.926	0.933	0.930	0.977	0.924	0.927	0.912	0.926	0.875	0.891	0.904	0.922	0.916	0.887	0.808	0.958	0.876	0.950	0.898	0.899	0.869	0.914	0.911	0.934
3 Mo. Roll Avg			0.861	0.907	0.921	0.931	0.926	0.931	0.936	0.937	0.930	0.932	0.926	0.932	0.930	0.947	0.944	0.943	0.921	0.922	0.904	0.897	0.890	0.906	0.914	0.908	0.870	0.884	0.881	0.928	0.908	0.916	0.889	0.894	0.898	0.920

	N 14	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O
New Listings	13	11	29	34	33	29	21	42	29	21	24	25	23	9	22	38	43	33	31	21	31	21	25	17	22	7	34	22	46	29	32	27	27	29	24	24
Inventory	91	76	82	97	107	113	107	116	115	109	112	110	99	81	84	101	119	125	128	134	139	143	137	124	126	105	122	116	138	133	146	149	140	140	140	134
Sales	5	11	11	8	22	11	21	22	12	17	10	11	8	19	19	14	16	14	16	12	20	11	13	11	13	13	8	11	12	14	21	17	13	28	15	9

(000's)	N 14	D	J 15	F	M	A	M	J	J	A	S	O	N	D	J 16	F	M	A	M	J	J	A	S	O	N	D	J 17	F	M	A	M	J	J	A	S	O
Avg Sale Price	3,290	2,432	5,247	6,223	3,466	3,121	4,389	4,698	5,075	3,388	3,130	2,732	5,225	2,840	4,180	5,415	3,321	3,113	3,792	3,636	3,240	3,426	3,070	3,307	3,070	3,129	4,566	3,210	3,863	3,223	3,717	4,181	3,413	3,444	3,528	2,942
3 Mo. Roll Avg			3,656	4,634	4,978	4,270	3,659	4,069	4,721	4,387	3,864	3,083	3,696	3,599	4,082	4,145	4,305	3,950	3,408	3,513	3,556	3,434	3,245	3,268	3,149	3,168	3,588	3,635	3,880	3,432	3,601	3,707	3,770	3,679	3,461	3,304

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