

MLS Area: 10 - Montecito



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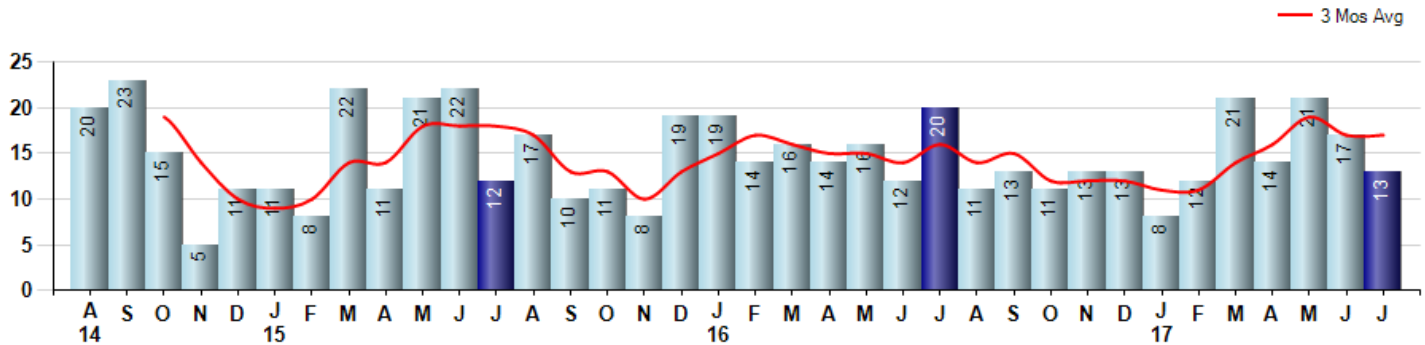
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$4,585,000	3%		-6%				
Average List Price of all Current Listings	\$7,739,686	6%		5%				
July Median Sales Price	\$2,850,000	-32%	-7%	6%	2%	\$2,965,000	5%	6%
July Average Sales Price	\$3,412,723	-18%	-7%	5%	-6%	\$3,735,321	-2%	3%
Total Properties Currently for Sale (Inventory)	167	-8%		5%				
July Number of Properties Sold	13	-24%		-35%			-5%	
July Average Days on Market (Solds)	118	-31%	1%	24%	15%	124	39%	20%
Asking Price per Square Foot (based on New Listings)	\$930	-32%	-23%	-22%	-21%	\$1,139	-6%	-3%
July Sold Price per Square Foot	\$1,061	-18%	0%	12%	8%	\$1,023	-1%	4%
July Month's Supply of Inventory	12.8	21%	21%	62%	24%	12.0	39%	16%
July Sale Price vs List Price Ratio	86.9%	-3.3%	-4%	-1%	-4.6%	89.5%	-2.9%	-1.7%

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

Property Sales

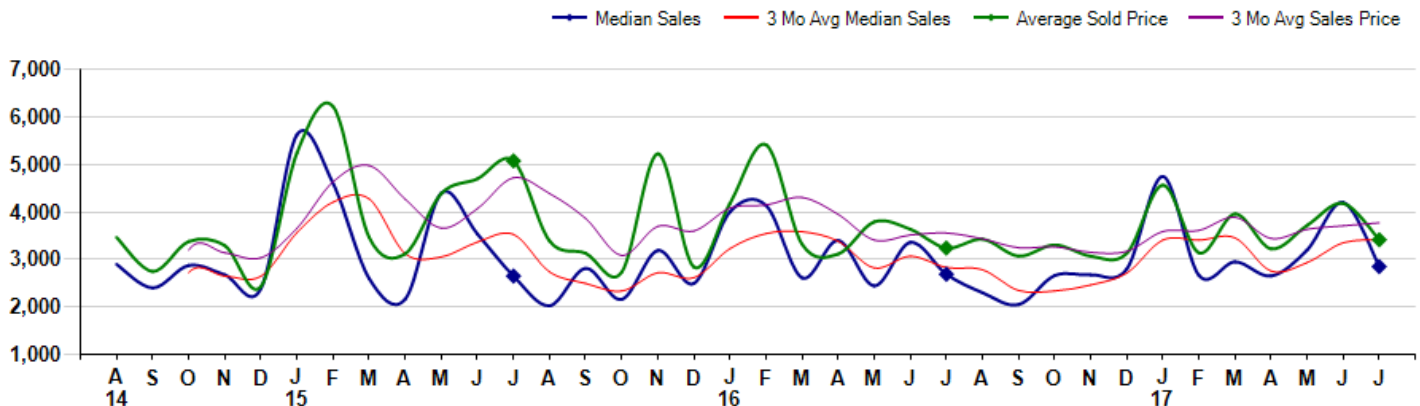
July Property sales were 13, down -35.0% from 20 in July of 2016 and -23.5% lower than the 17 sales last month. July 2017 sales were at a mid level compared to July of 2016 and 2015. July YTD sales of 106 are running -4.5% behind last year's year-to-date sales of 111.



Prices

The Median Sales Price in July was \$2,850,000, up 6.0% from \$2,687,500 in July of 2016 and down -32.1% from \$4,200,000 last month. The Average Sales Price in July was \$3,412,723, up 5.3% from \$3,239,925 in July of 2016 and down -18.4% from \$4,180,709 last month. July 2017 ASP was at a mid range compared to July of 2016 and 2015.

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



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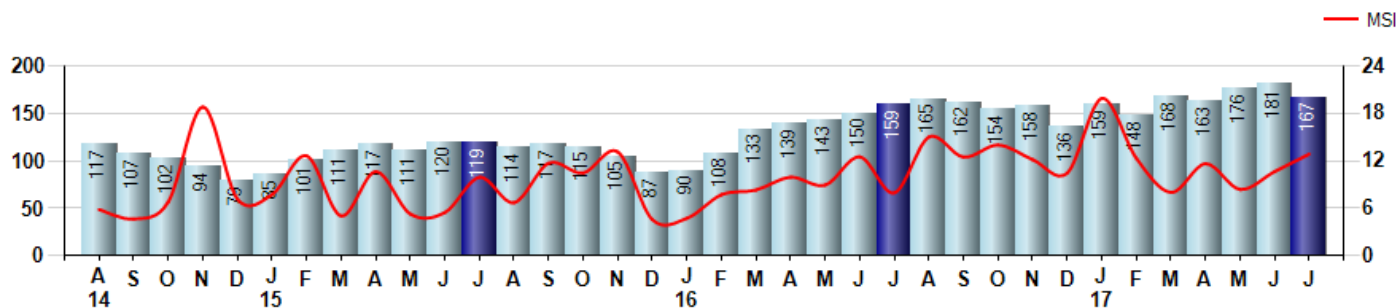
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 167, down -7.7% from 181 last month and up 5.0% from 159 in July of last year. July 2017 Inventory was at highest level compared to July of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2017 MSI of 12.8 months was at its highest level compared with July of 2016 and 2015.

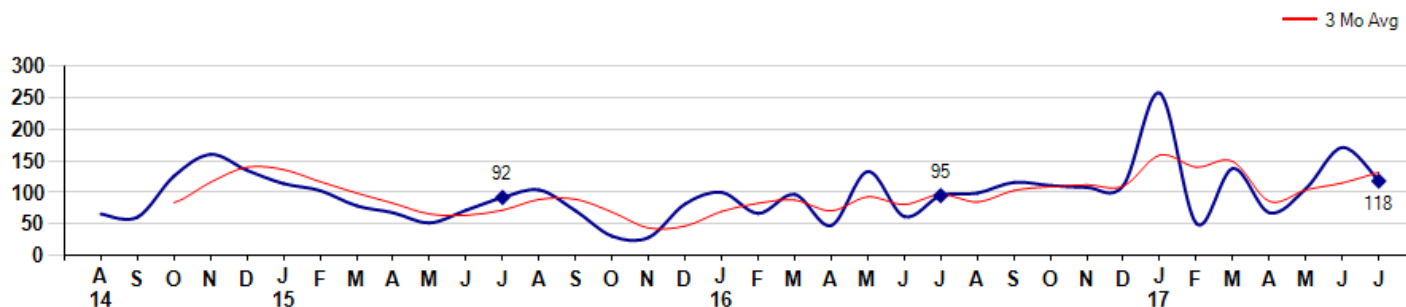
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 July was 118, down -31.0% from 171 days last month and up 24.2% from 95 days in July of last year. The July 2017 DOM was at its highest level compared with July of 2016 and 2015.

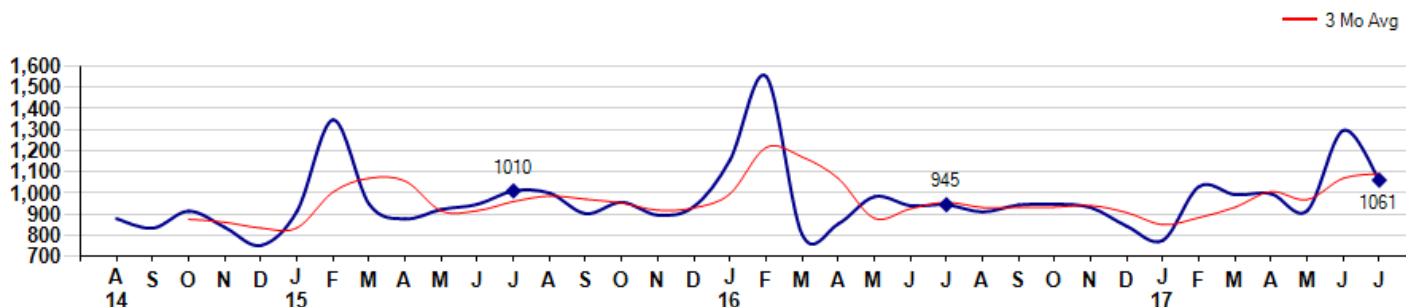
Average Days on Market(Listing to Contract) for properties sold during the month



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 July 2017 Selling Price per Square Foot of \$1,061 was down -18.1% from \$1,296 last month and up 12.3% from \$945 in July of last year.

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



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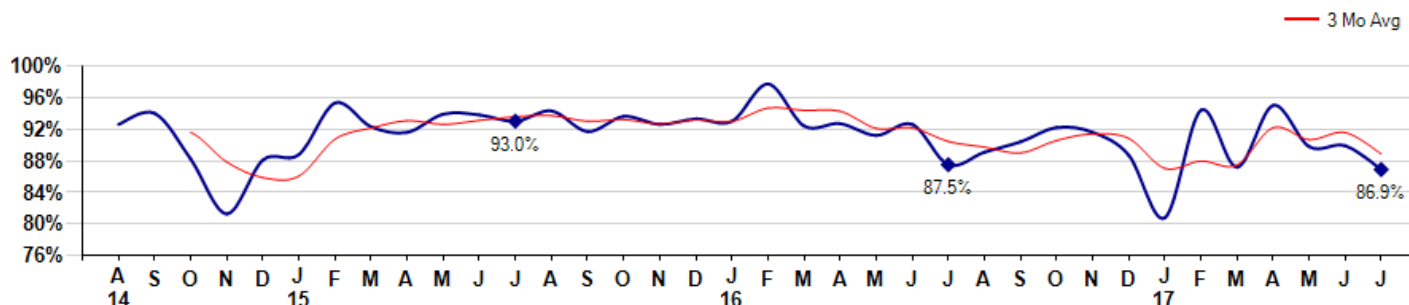


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Selling Price vs Listing Price

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 July 2017 Selling Price vs List Price of 86.9% was down from 89.9% last month and down from 87.5% in July of last year.

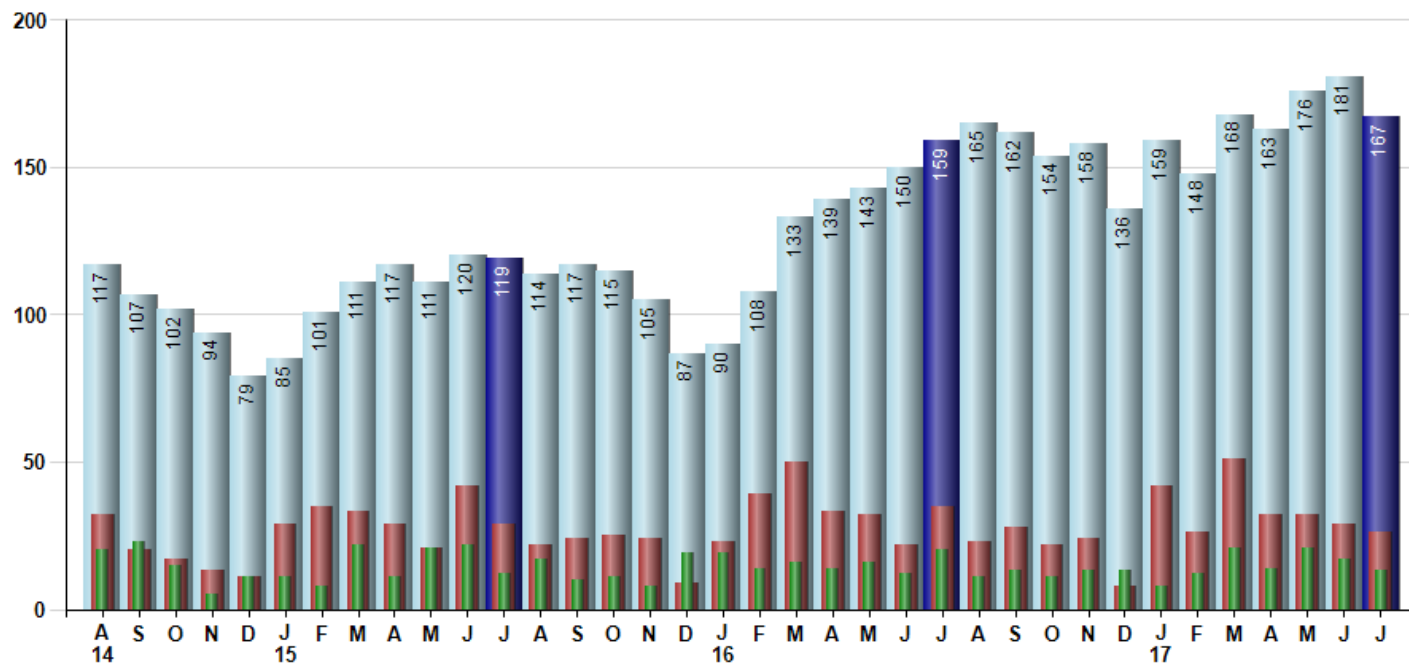
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 July 2017 was 26, down -10.3% from 29 last month and down -25.7% from 35 in July of last year.

Inventory (light blue), New Listings (red), Sold (green)



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MARKET ACTION REPORT

July 2017

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Sotheby's
 INTERNATIONAL REALTY

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	A 14	S	O	N	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
Homes Sold	20	23	15	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	12	21	14	21	17	13
3 Mo. Roll Avg			19	14	10	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	14	16	19	17	17

(000's)	A 14	S	O	N	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
Median Sale Price	2,898	2,400	2,875	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	2,663	2,950	2,653	3,200	4,200	2,850
3 Mo. Roll Avg			2,724	2,650	2,646	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	3,404	3,454	2,755	2,934	3,351	3,417

	A 14	S	O	N	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
Inventory	117	107	102	94	79	85	101	111	117	111	120	119	114	117	115	105	87	90	108	133	139	143	150	159	165	162	154	158	136	159	148	168	163	176	181	167
MSI	6	5	7	19	7	8	13	5	11	5	5	10	7	12	10	13	5	5	8	8	10	9	13	8	15	12	14	12	10	20	12	8	12	8	11	13

	A 14	S	O	N	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
Days On Market	66	61	126	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	51	138	68	106	171	118
3 Mo. Roll Avg			84	116	140	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	140	149	86	104	115	132

	A 14	S	O	N	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
Price per Sq Ft	879	834	915	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	1,031	992	997	917	1,296	1,061
3 Mo. Roll Avg			876	862	835	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	884	933	1,007	969	1,070	1,091

	A 14	S	O	N	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
Sale to List Price	0.926	0.940	0.882	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	0.944	0.872	0.950	0.898	0.899	0.869
3 Mo. Roll Avg			0.916	0.878	0.859	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	0.880	0.875	0.922	0.907	0.916	0.889

	A 14	S	O	N	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
New Listings	32	20	17	13	11	29	35	33	29	21	42	29	22	24	25	24	9	23	39	50	33	32	22	35	23	28	22	24	8	42	26	51	32	32	29	26
Inventory	117	107	102	94	79	85	101	111	117	111	120	119	114	117	115	105	87	90	108	133	139	143	150	159	165	162	154	158	136	159	148	168	163	176	181	167
Sales	20	23	15	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	12	21	14	21	17	13

(000's)	A 14	S	O	N	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
Avg Sale Price	3,465	2,749	3,379	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	3,139	3,958	3,223	3,717	4,181	3,413
3 Mo. Roll Avg			3,197	3,139	3,034	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	3,611	3,888	3,440	3,633	3,707	3,770

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