

MLS Area: 10 - Montecito



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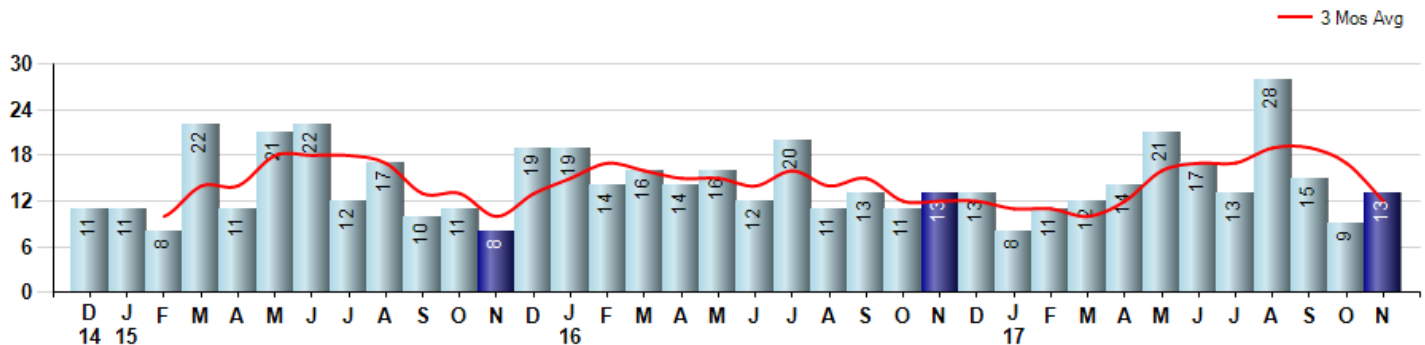
Price Range: 0 to 999999999 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$4,800,000	7%		9%				
Average List Price of all Current Listings	\$8,041,478	9%		12%				
November Median Sales Price	\$3,165,900	18%	-1%	18%	14%	\$3,100,000	14%	11%
November Average Sales Price	\$3,038,146	3%	-8%	-1%	-16%	\$3,553,633	-2%	-2%
Total Properties Currently for Sale (Inventory)	112	-16%		-11%				
November Number of Properties Sold	13	44%		0%			1%	
November Average Days on Market (Solds)	94	4%	-6%	-13%	-9%	113	19%	10%
Asking Price per Square Foot (based on New Listings)	\$1,181	5%	4%	-5%	3%	\$1,121	-3%	-2%
November Sold Price per Square Foot	\$1,131	38%	16%	21%	15%	\$1,013	1%	3%
November Month's Supply of Inventory	8.6	-42%	-21%	-11%	-3%	10.0	12%	13%
November Sale Price vs List Price Ratio	88.0%	-5.8%	-3%	-4%	-3.4%	90.3%	-1.6%	-0.9%

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

Property Sales

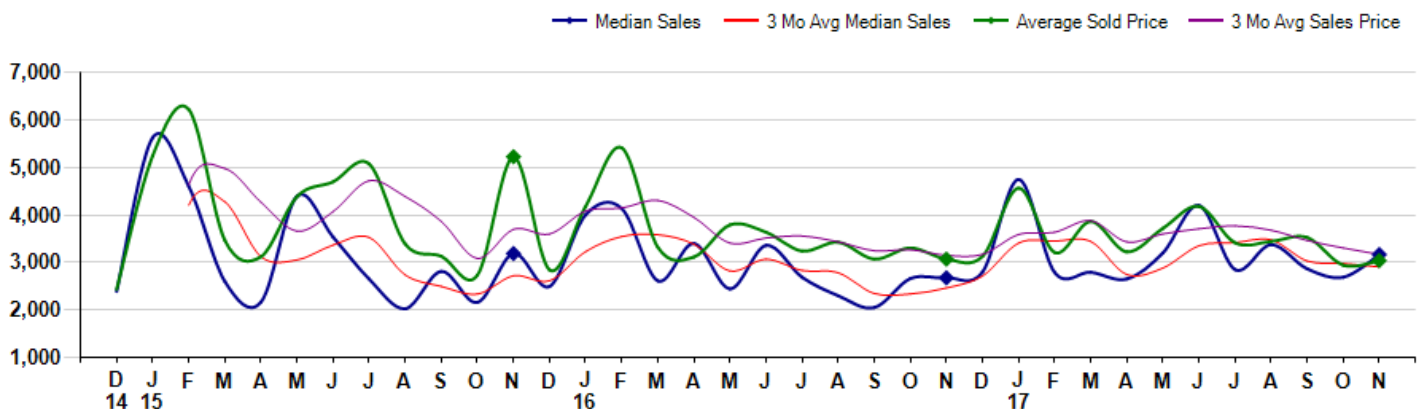
November Property sales were 13, equal to 13 in November of 2016 and 44.4% higher than the 9 sales last month. November 2017 sales were at a mid level compared to November of 2016 and 2015. November YTD sales of 161 are running 1.3% ahead of last year's year-to-date sales of 159.



Prices

The Median Sales Price in November was \$3,165,900, up 18.4% from \$2,675,000 in November of 2016 and up 17.8% from \$2,688,000 last month. The Average Sales Price in November was \$3,038,146, down -1.0% from \$3,069,572 in November of 2016 and up 3.3% from \$2,941,722 last month. November 2017 ASP was at the lowest level compared to November of 2016 and 2015.

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



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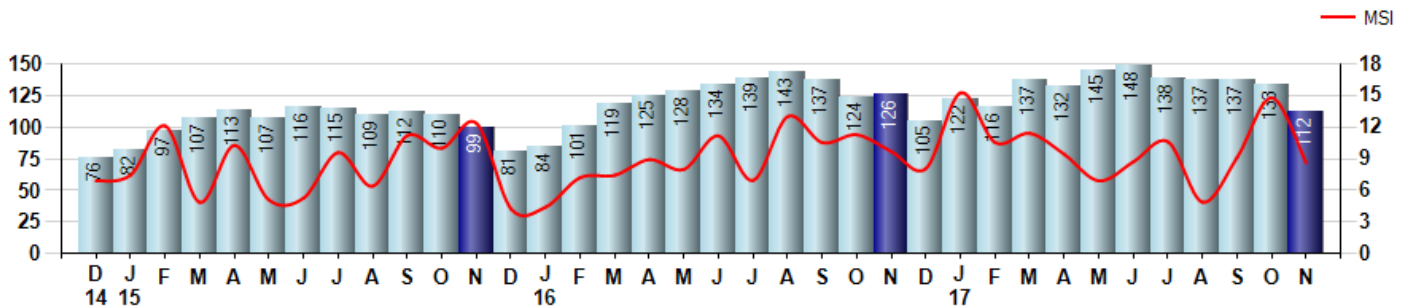
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Inventory & MSI

The Total Inventory of Properties available for sale as of November was 112, down -15.8% from 133 last month and down -11.1% from 126 in November of last year. November 2017 Inventory was at a mid range compared to November of 2016 and 2015.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2017 MSI of 8.6 months was at its lowest level compared with November of 2016 and 2015.

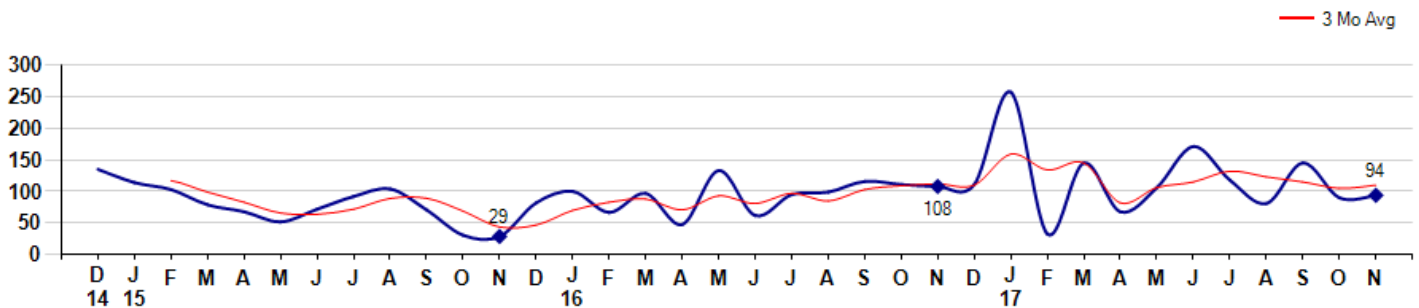
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 November was 94, up 4.4% from 90 days last month and down -13.0% from 108 days in November of last year. The November 2017 DOM was at a mid range compared with November of 2016 and 2015.

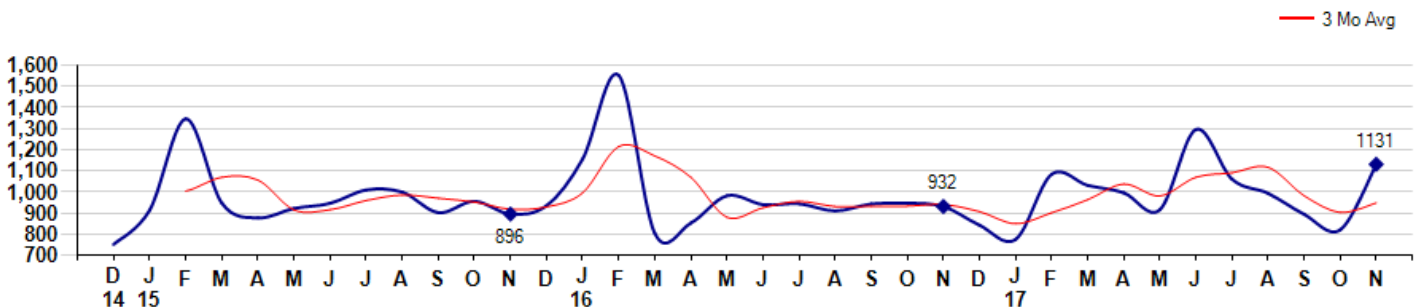
Average Days on Market(Listing to Contract) for properties sold during the month



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 November 2017 Selling Price per Square Foot of \$1,131 was up 37.6% from \$822 last month and up 21.4% from \$932 in November of last year.

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



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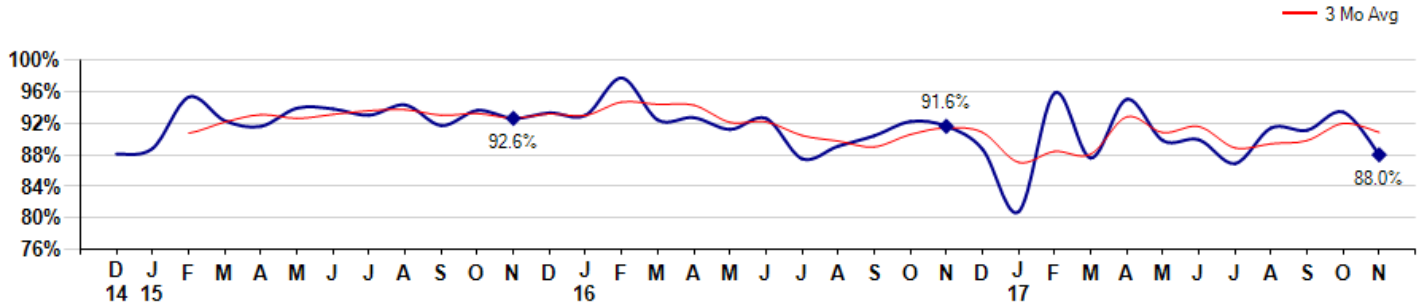


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Selling Price vs Listing Price

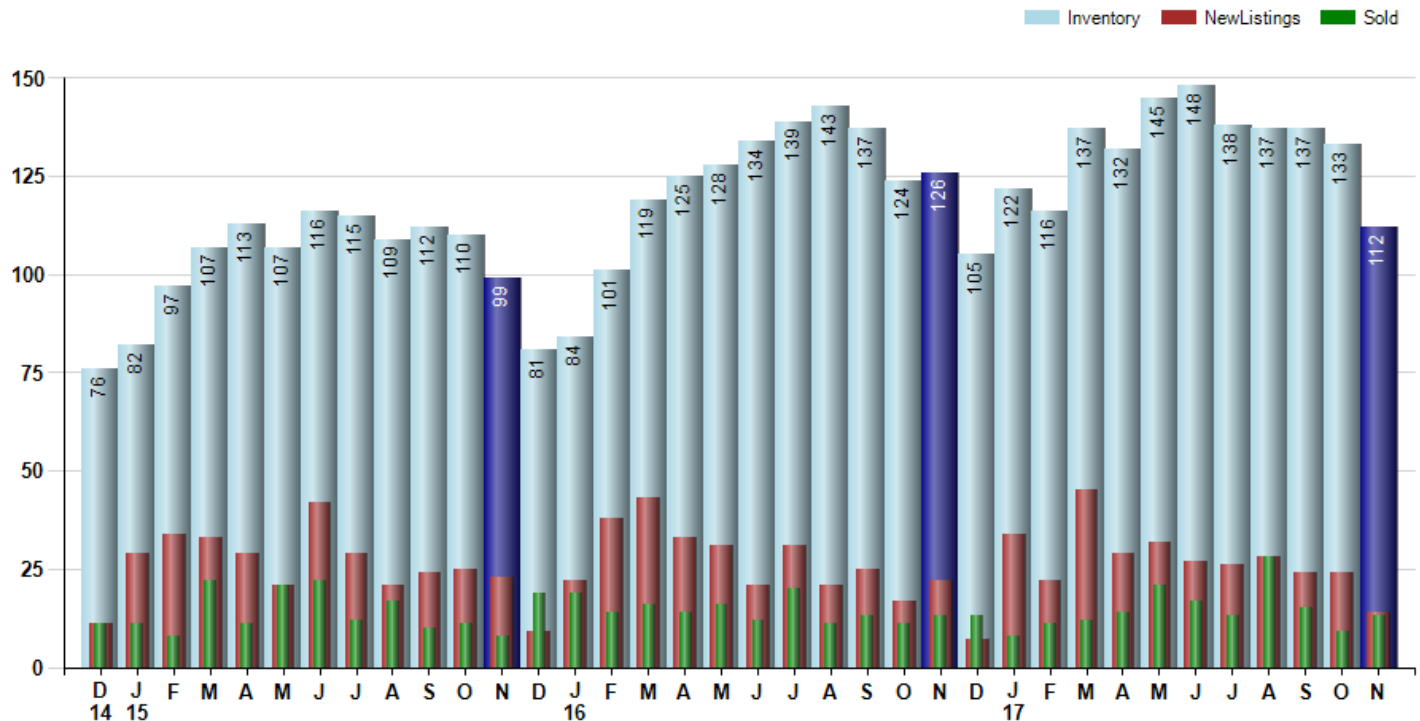
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The November 2017 Selling Price vs List Price of 88.0% was down from 93.4% last month and down from 91.6% in November 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 November 2017 was 14, down -41.7% from 24 last month and down -36.4% from 22 in November of last year.



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MARKET ACTION REPORT

November 2017

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	D 14	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	N
Homes Sold	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	13
3 Mo. Roll Avg			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	12

(000's)	D 14	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	N
Median Sale Price	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	3,166
3 Mo. Roll Avg			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	2,907

	D 14	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	N
Inventory	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	137	132	145	148	138	137	137	133	112
MSI	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	11	9	7	9	11	5	9	15	9

	D 14	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	N
Days On Market	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	94
3 Mo. Roll Avg			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	110

	D 14	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	N
Price per Sq Ft	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	1,131
3 Mo. Roll Avg			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	949

	D 14	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	N
Sale to List Price	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	0.880
3 Mo. Roll Avg			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	0.908

	D 14	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	N
New Listings	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	45	29	32	27	26	28	24	24	14
Inventory	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	137	132	145	148	138	137	137	133	112
Sales	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	13

(000's)	D 14	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	N
Avg Sale Price	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	3,038
3 Mo. Roll Avg			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	3,169

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