

CORT REPORT - YTD THRU DECEMBER 2009

| SOUTH SANTA BARBARA COUNTY | | | | |
|----------------------------|-----------------|-----------------|--------------|----------------------------------|
| Month | Number of Sales | Avg Sales Price | Median Price | Number of Sales over \$1 Million |
| Jan - Dec 2009 | 1340 | \$ 1,093,318 | \$ 710,000 | 385 |
| Jan - Dec 2008 | 1360 | \$ 1,532,478 | \$ 865,000 | 576 |
| Jan - Dec 2007 | 1662 | \$ 1,806,726 | \$ 1,049,000 | 871 |
| Jan - Dec 2006 | 1722 | \$ 1,657,630 | \$ 1,000,000 | 874 |
| Jan - Dec 2005 | 2296 | \$ 1,608,899 | \$ 1,005,000 | 1175 |
| Jan - Dec 2004 | 2508 | \$ 1,318,349 | \$ 885,000 | 950 |

| SANTA BARBARA | | | |
|----------------|-----------------|-----------------|--------------|
| Month | Number of Sales | Avg Sales Price | Median Price |
| Jan - Dec 2009 | 781 | \$ 827,193 | \$ 715,000 |
| Jan - Dec 2008 | 614 | \$ 1,106,116 | \$ 865,000 |
| Jan - Dec 2007 | 837 | \$ 1,360,437 | \$ 1,015,000 |
| Jan - Dec 2006 | 841 | \$ 1,278,243 | \$ 1,020,000 |
| Jan - Dec 2005 | 1144 | \$ 1,298,798 | \$ 1,020,000 |
| Jan - Dec 2004 | 1232 | \$ 1,155,817 | \$ 900,000 |

| GOLETA | | | |
|----------------|-----------------|-----------------|--------------|
| Month | Number of Sales | Avg Sales Price | Median Price |
| Jan - Dec 2009 | 225 | \$ 595,260 | \$ 537,500 |
| Jan - Dec 2008 | 357 | \$ 948,119 | \$ 675,000 |
| Jan - Dec 2007 | 347 | \$ 1,037,621 | \$ 825,000 |
| Jan - Dec 2006 | 412 | \$ 1,059,762 | \$ 856,250 |
| Jan - Dec 2005 | 537 | \$ 1,269,884 | \$ 880,000 |
| Jan - Dec 2004 | 624 | \$ 907,474 | \$ 799,000 |

| CARPINTERIA | | | |
|----------------|-----------------|-----------------|--------------|
| Month | Number of Sales | Avg Sales Price | Median Price |
| Jan - Dec 2009 | 121 | \$ 724,372 | \$ 521,500 |
| Jan - Dec 2008 | 114 | \$ 1,442,661 | \$ 642,500 |
| Jan - Dec 2007 | 122 | \$ 1,310,108 | \$ 756,000 |
| Jan - Dec 2006 | 110 | \$ 1,340,259 | \$ 870,000 |
| Jan - Dec 2005 | 179 | \$ 1,357,924 | \$ 850,000 |
| Jan - Dec 2004 | 225 | \$ 1,231,186 | \$ 685,000 |

| MONTECITO | | | |
|----------------|-----------------|-----------------|--------------|
| Month | Number of Sales | Avg Sales Price | Median Price |
| Jan - Dec 2009 | 167 | \$ 2,942,537 | \$ 1,975,000 |
| Jan - Dec 2008 | 202 | \$ 3,473,835 | \$ 2,517,000 |
| Jan - Dec 2007 | 243 | \$ 3,835,891 | \$ 2,650,000 |
| Jan - Dec 2006 | 240 | \$ 3,247,103 | \$ 2,400,000 |
| Jan - Dec 2005 | 285 | \$ 2,981,493 | \$ 2,224,000 |
| Jan - Dec 2004 | 305 | \$ 2,725,971 | \$ 2,075,000 |



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| ISLA VISTA | | | |
|----------------|-----------------|-----------------|--------------|
| Month | Number of Sales | Avg Sales Price | Median Price |
| Jan - Dec 2009 | 14 | \$ 966,786 | \$ 932,000 |
| Jan - Dec 2008 | 18 | \$ 1,174,750 | \$ 1,010,000 |
| Jan - Dec 2007 | 21 | \$ 2,325,331 | \$ 1,165,000 |
| Jan - Dec 2006 | 31 | \$ 4,629,431 | \$ 1,462,500 |
| Jan - Dec 2005 | 30 | \$ 2,674,950 | \$ 1,185,000 |
| Jan - Dec 2004 | 23 | \$ 1,865,239 | \$ 799,000 |

| HOPE RANCH | | | |
|----------------|-----------------|-----------------|--------------|
| Month | Number of Sales | Avg Sales Price | Median Price |
| Jan - Dec 2009 | 20 | \$ 3,406,236 | \$ 2,372,500 |
| Jan - Dec 2008 | 22 | \$ 3,361,093 | \$ 3,047,273 |
| Jan - Dec 2007 | 36 | \$ 4,328,202 | \$ 3,047,000 |
| Jan - Dec 2006 | 20 | \$ 3,317,750 | \$ 3,125,000 |
| Jan - Dec 2005 | 34 | \$ 5,154,588 | \$ 2,850,000 |
| Jan - Dec 2004 | | | |

| SUMMERLAND | | | |
|----------------|-----------------|-----------------|--------------|
| Month | Number of Sales | Avg Sales Price | Median Price |
| Jan - Dec 2009 | 12 | \$ 2,030,167 | \$ 1,342,500 |
| Jan - Dec 2008 | 28 | \$ 3,914,036 | \$ 1,800,000 |
| Jan - Dec 2007 | 46 | \$ 4,156,870 | \$ 1,863,250 |
| Jan - Dec 2006 | 53 | \$ 3,530,745 | \$ 1,460,000 |
| Jan - Dec 2005 | 65 | \$ 2,195,192 | \$ 1,400,000 |
| Jan - Dec 2004 | 73 | \$ 1,738,287 | \$ 1,060,000 |

| UNINCORPORATED AREA | | | |
|---------------------|-----------------|-----------------|--------------|
| Month | Number of Sales | Avg Sales Price | Median Price |
| Jan - Dec 2009 | 0 | \$ - | \$ - |
| Jan - Dec 2008 | 5 | \$ 2,101,000 | \$ 1,550,000 |
| Jan - Dec 2007 | 10 | \$ 1,622,100 | \$ 1,550,000 |
| Jan - Dec 2006 | 15 | \$ 1,272,300 | \$ 1,195,000 |
| Jan - Dec 2005 | 22 | \$ 1,604,227 | \$ 1,525,000 |
| Jan - Dec 2004 | 26 | \$ 1,459,826 | \$ 945,000 |



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