

CORT REPORT - MARCH 2013

| SOUTH SANTA BARBARA COUNTY | | | | | | |
|----------------------------|-----------------|-----------------|----------------------|--------------|---------------------|----------------------------------|
| Month | Number of Sales | Avg Sales Price | Average Price Change | Median Price | Median Price Change | Number of Sales over \$1 Million |
| Jan - March 2013 | 437 | \$ 1,104,470 | 10.38% | \$ 710,000 | 14.52% | 126 |
| Jan - March 2012 | 373 | \$ 1,000,579 | -10.98% | \$ 620,000 | -7.94% | 84 |
| Jan - March 2011 | 278 | \$ 1,124,029 | 15.82% | \$ 673,500 | -2.39% | 81 |
| Jan - March 2010 | 283 | \$ 970,473 | -8.70% | \$ 690,000 | -6.12% | 71 |
| Jan - March 2009 | 205 | \$ 1,063,004 | -40.56% | \$ 735,000 | -23.64% | 64 |
| Jan - March 2008 | 300 | \$ 1,788,370 | 0.00% | \$ 962,500 | | 147 |

| SANTA BARBARA | | | | | |
|------------------|-----------------|-----------------|----------------------|--------------|---------------------|
| Month | Number of Sales | Avg Sales Price | Average Price Change | Median Price | Median Price Change |
| Jan - March 2013 | 266 | \$ 752,553 | -2.48% | \$ 683,000 | 10.16% |
| Jan - March 2012 | 213 | \$ 771,728 | -9.54% | \$ 620,000 | -11.43% |
| Jan - March 2011 | 154 | \$ 853,095 | 8.55% | \$ 700,000 | -9.68% |
| Jan - March 2010 | 158 | \$ 785,898 | -10.67% | \$ 775,000 | 6.16% |
| Jan - March 2009 | 114 | \$ 879,750 | -32.71% | \$ 730,000 | -21.08% |
| Jan - March 2008 | 127 | \$ 1,307,362 | 0.00% | \$ 925,000 | |

| GOLETA | | | | | |
|------------------|-----------------|-----------------|----------------------|--------------|---------------------|
| Month | Number of Sales | Avg Sales Price | Average Price Change | Median Price | Median Price Change |
| Jan - March 2013 | 65 | \$ 714,592 | 45.63% | \$ 620,000 | 27.18% |
| Jan - March 2012 | 62 | \$ 490,702 | -15.01% | \$ 487,500 | -8.36% |
| Jan - March 2011 | 52 | \$ 577,365 | 1.80% | \$ 532,000 | -9.83% |
| Jan - March 2010 | 47 | \$ 567,181 | -15.80% | \$ 590,000 | -12.79% |
| Jan - March 2009 | 42 | \$ 673,619 | -38.49% | \$ 676,500 | -7.71% |
| Jan - March 2008 | 84 | \$ 1,095,160 | 0.00% | \$ 733,000 | |

| CARPINTERIA | | | | | |
|------------------|-----------------|-----------------|----------------------|--------------|---------------------|
| Month | Number of Sales | Avg Sales Price | Average Price Change | Median Price | Median Price Change |
| Jan - March 2013 | 36 | \$ 1,105,694 | 75.55% | \$ 541,960 | 9.49% |
| Jan - March 2012 | 34 | \$ 629,838 | 7.26% | \$ 495,000 | 12.50% |
| Jan - March 2011 | 27 | \$ 587,227 | -19.55% | \$ 440,000 | -1.12% |
| Jan - March 2010 | 31 | \$ 729,968 | 45.71% | \$ 445,000 | -11.00% |
| Jan - March 2009 | 15 | \$ 500,967 | -69.66% | \$ 500,000 | -33.33% |
| Jan - March 2008 | 21 | \$ 1,651,048 | 0.00% | \$ 750,000 | |

| MONTECITO | | | | | |
|------------------|-----------------|-----------------|----------------------|--------------|---------------------|
| Month | Number of Sales | Avg Sales Price | Average Price Change | Median Price | Median Price Change |
| Jan - March 2013 | 56 | \$ 2,920,804 | -3.80% | \$2,210,000 | 34.96% |
| Jan - March 2012 | 50 | \$ 3,036,260 | -11.63% | \$1,637,500 | -25.57% |
| Jan - March 2011 | 33 | \$ 3,435,737 | 44.52% | \$2,200,000 | 18.58% |
| Jan - March 2010 | 30 | \$ 2,377,367 | -5.42% | \$1,855,250 | -16.79% |
| Jan - March 2009 | 26 | \$ 2,513,675 | -33.03% | \$2,229,500 | -28.08% |
| Jan - March 2008 | 49 | \$ 3,753,449 | 0.00% | \$3,100,000 | |



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| ISLA VISTA | | | | | |
|------------------|-----------------|-----------------|----------------------|--------------|---------------------|
| Month | Number of Sales | Avg Sales Price | Average Price Change | Median Price | Median Price Change |
| Jan - March 2013 | 2 | \$ 1,115,000 | 58.27% | \$1,115,000 | 58.27% |
| Jan - March 2012 | 2 | \$ 704,500 | -37.00% | \$ 704,500 | -5.56% |
| Jan - March 2011 | 3 | \$ 1,118,333 | 21.18% | \$ 746,000 | -17.11% |
| Jan - March 2010 | 7 | \$ 922,857 | -29.24% | \$ 900,000 | -33.33% |
| Jan - March 2009 | 3 | \$ 1,304,167 | 25.73% | \$1,350,000 | 44.77% |
| Jan - March 2008 | 5 | \$ 1,037,300 | 0.00% | \$ 932,500 | |

| HOPE RANCH | | | | | |
|------------------|-----------------|-----------------|----------------------|--------------|---------------------|
| Month | Number of Sales | Avg Sales Price | Average Price Change | Median Price | Median Price Change |
| Jan - March 2013 | 9 | \$ 2,888,000 | 53.47% | \$2,038,000 | 11.98% |
| Jan - March 2012 | 6 | \$ 1,881,750 | -48.00% | \$1,820,000 | -46.27% |
| Jan - March 2011 | 4 | \$ 3,618,750 | 4.19% | \$3,387,500 | 4.96% |
| Jan - March 2010 | 6 | \$ 3,473,250 | 92.97% | \$3,227,500 | 50.28% |
| Jan - March 2009 | 3 | \$ 1,799,909 | -33.01% | \$2,147,727 | -4.95% |
| Jan - March 2008 | 7 | \$ 2,686,714 | 0.00% | \$2,259,500 | |

| SUMMERLAND | | | | | |
|------------------|-----------------|-----------------|----------------------|--------------|---------------------|
| Month | Number of Sales | Avg Sales Price | Average Price Change | Median Price | Median Price Change |
| Jan - March 2013 | 3 | \$ 1,073,333 | 22.26% | \$1,215,000 | 27.13% |
| Jan - March 2012 | 6 | \$ 877,917 | 9.30% | \$ 955,750 | 50.75% |
| Jan - March 2011 | 5 | \$ 803,200 | 25.26% | \$ 634,000 | -6.07% |
| Jan - March 2010 | 4 | \$ 641,250 | -82.06% | \$ 675,000 | -81.12% |
| Jan - March 2009 | 2 | \$ 3,575,000 | -46.35% | \$3,575,000 | 197.92% |
| Jan - March 2008 | 5 | \$ 6,663,600 | 0.00% | \$1,200,000 | |

| UNINCORPORATED AREA | | | | | |
|---------------------|-----------------|-----------------|----------------------|--------------|---------------------|
| Month | Number of Sales | Avg Sales Price | Average Price Change | Median Price | Median Price Change |
| Jan - March 2013 | 0 | \$ - | 0.00% | \$ - | 0.00% |
| Jan - March 2012 | 0 | \$ - | 0.00% | \$ - | 0.00% |
| Jan - March 2011 | 0 | \$ - | 0.00% | \$ - | 0.00% |
| Jan - March 2010 | 0 | \$ - | 0.00% | \$ - | 9.00% |
| Jan - March 2009 | 0 | \$ - | -100.00% | \$ - | -100.00% |
| Jan - March 2008 | 2 | \$ 1,290,000 | 0.00% | \$1,290,000 | |



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