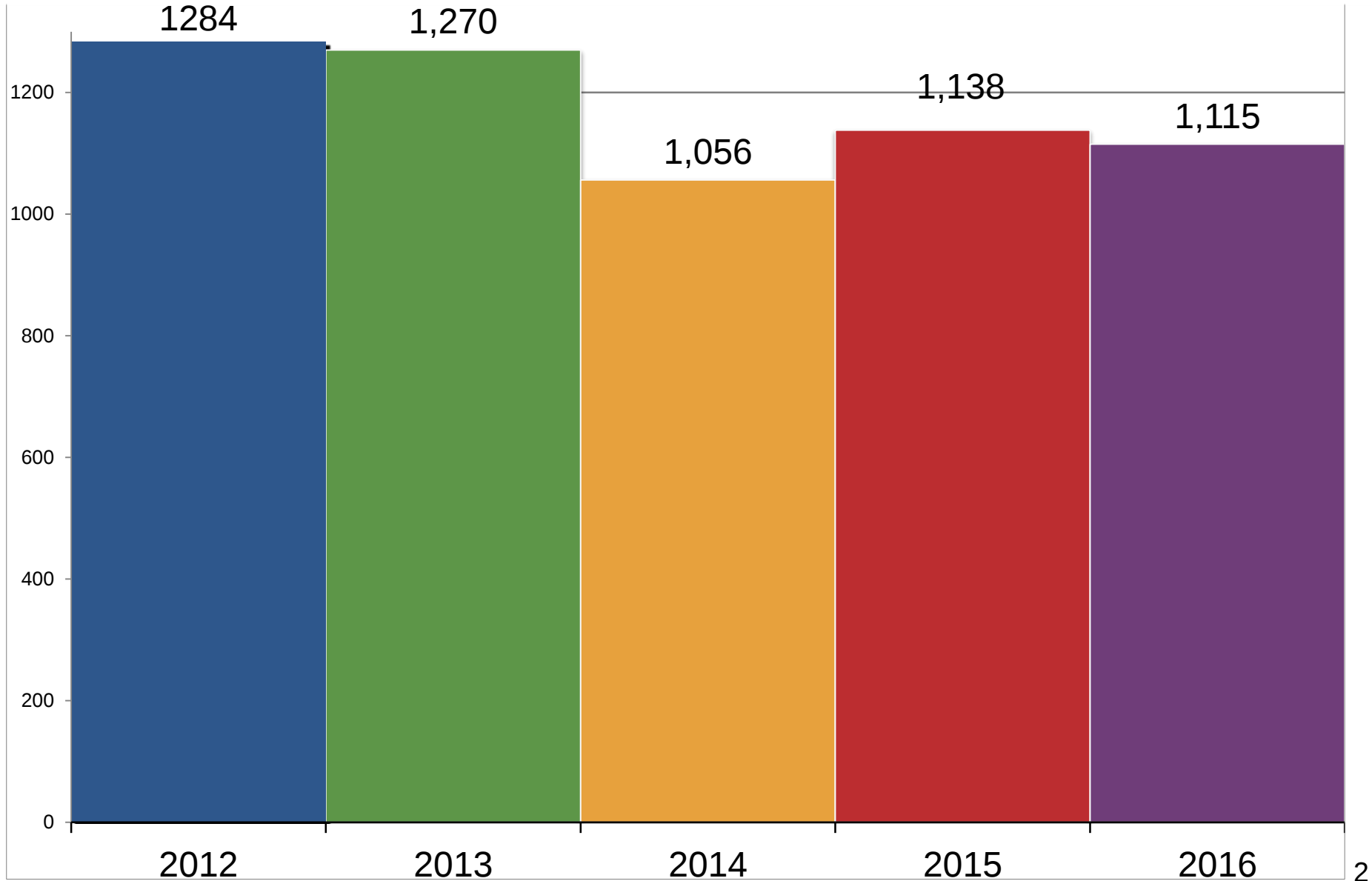


Summary of Stats

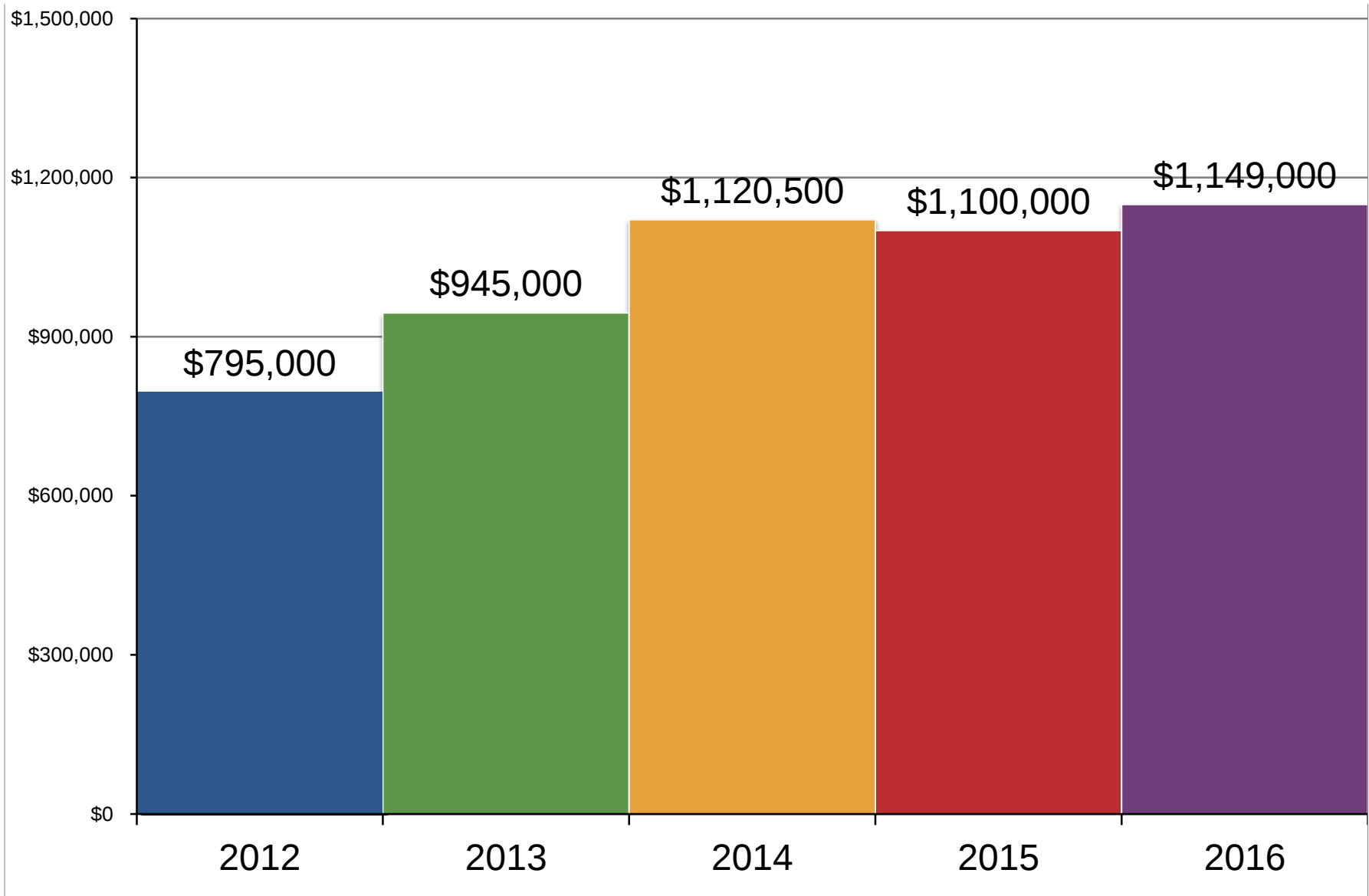
	Total	Total List Volume	Median List Price	Average List Price	DOM	CDOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	86	\$139,395,800	\$1,142,000	\$1,620,881	58	72	\$132,925,088	\$1,112,750	\$1,545,640	95.36	92.20
List/Sold	17	\$27,563,900	\$1,149,000	\$1,621,405	88	117	\$25,903,900	\$1,100,000	\$1,523,758	93.98	90.60
Co-Broker	69	\$111,831,900	\$1,135,000	\$1,620,752	50	61	\$107,021,188	\$1,125,500	\$1,551,031	95.70	92.60
New	47	\$91,921,800	\$1,299,000	\$1,955,782	18	25					
Pending	73	\$141,363,700	\$1,129,000	\$1,936,489	90	113					
Withdrawn	26	\$64,043,000	\$1,812,500	\$2,463,192	133	1					
Cancelled	22	\$46,110,995	\$1,524,000	\$2,095,954	1	1					
Expired	28	\$79,408,399	\$2,012,500	\$2,836,014	1	1					
Back On Market	21	\$32,770,900	\$1,109,000	\$1,560,519	1	141					
Extended	71	\$188,065,100	\$1,799,000	\$2,648,804	1	1					
Active In Range	414	\$2,011,895,698	\$2,285,000	\$4,859,651	129	148					
Current Active	294	\$1,645,017,399	\$2,595,000	\$5,595,297	152	175					

HE/PU SALES

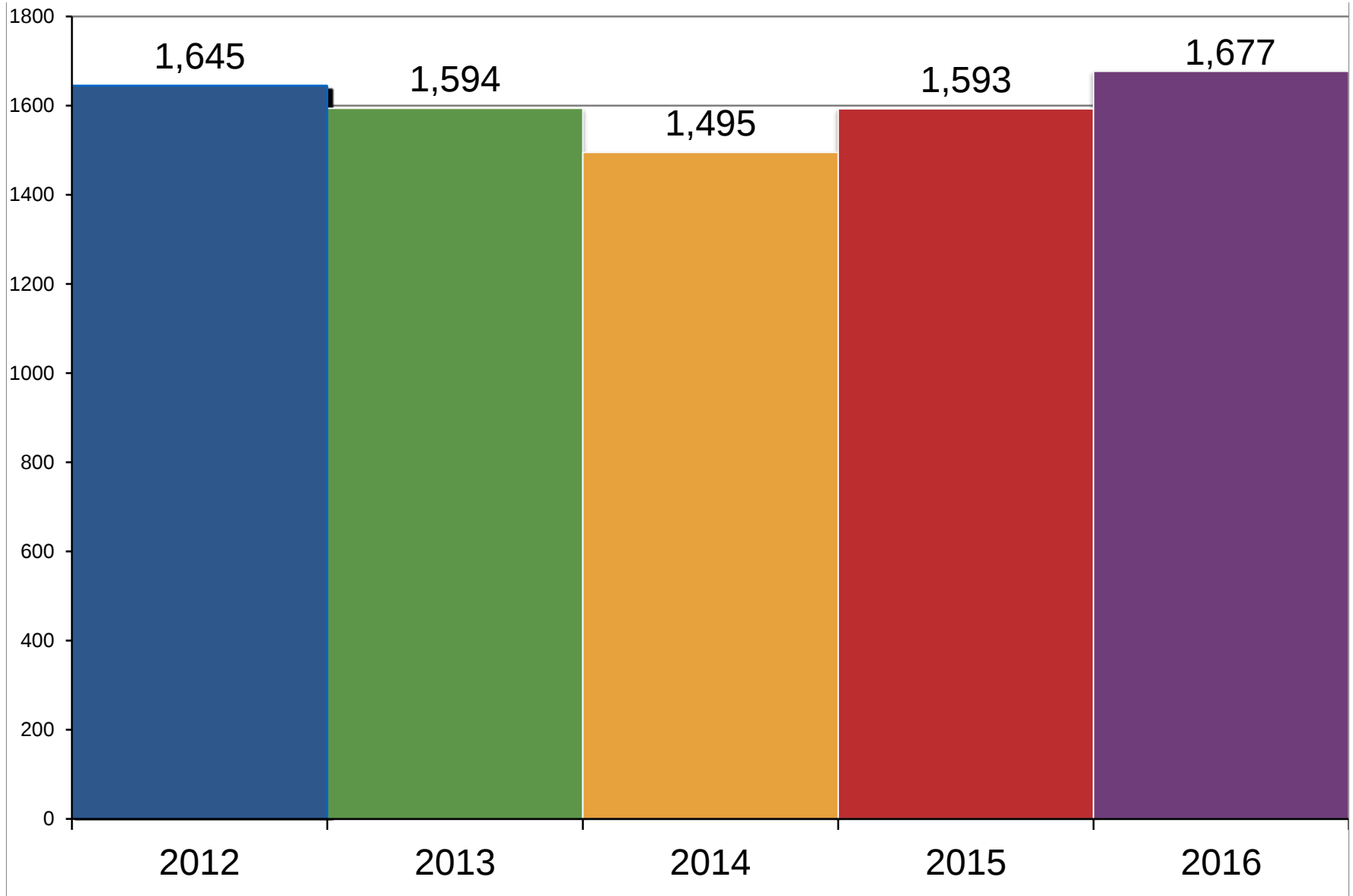
Jan-Dec 2012-2016



HE/PU Median Sales Price Jan-Dec 2012-2016



HE/PU New Listings Jan-Dec 2012-2016



ACTIVE and PENDING

Listings 2015 vs. 2016 ~ YTD

Total Active Listings

2015 ~ 1,385

UP



+2.7%

2016 ~ 1,423

New Listings

2015 ~ 1,593

UP



+5.3 %

2016 ~ 1,677

New Listings Median List Price

2015 ~ \$ 1,295,000

UP



+4.2%

2016 ~ \$1,349,000

Properties that went into Escrow

2015 ~ 1,151

DOWN



-1.9%

2016 ~ 1,129

SOLD Properties

2015 vs. 2016 ~ YTD

Sold Properties

2015 ~ 1,138

2016 ~ 1,115


DOWN -2%

Median Sales Price

2015 ~ \$1,100,000

2016 ~ \$1,149,000


UP +4.5%

Median Sales Prices w/o Hope Ranch/Montecito

2015 ~ \$970,000

2016 ~ \$999,000


UP +3%

Average Sold Price

2015 ~ \$1,771,445

2016 ~ \$1,659,917


DOWN -6.3%

Average Sold Price w/o Hope Ranch/Montecito

2015 ~ \$1,278,878

2016 ~ \$1,260,625


DOWN -1.4%

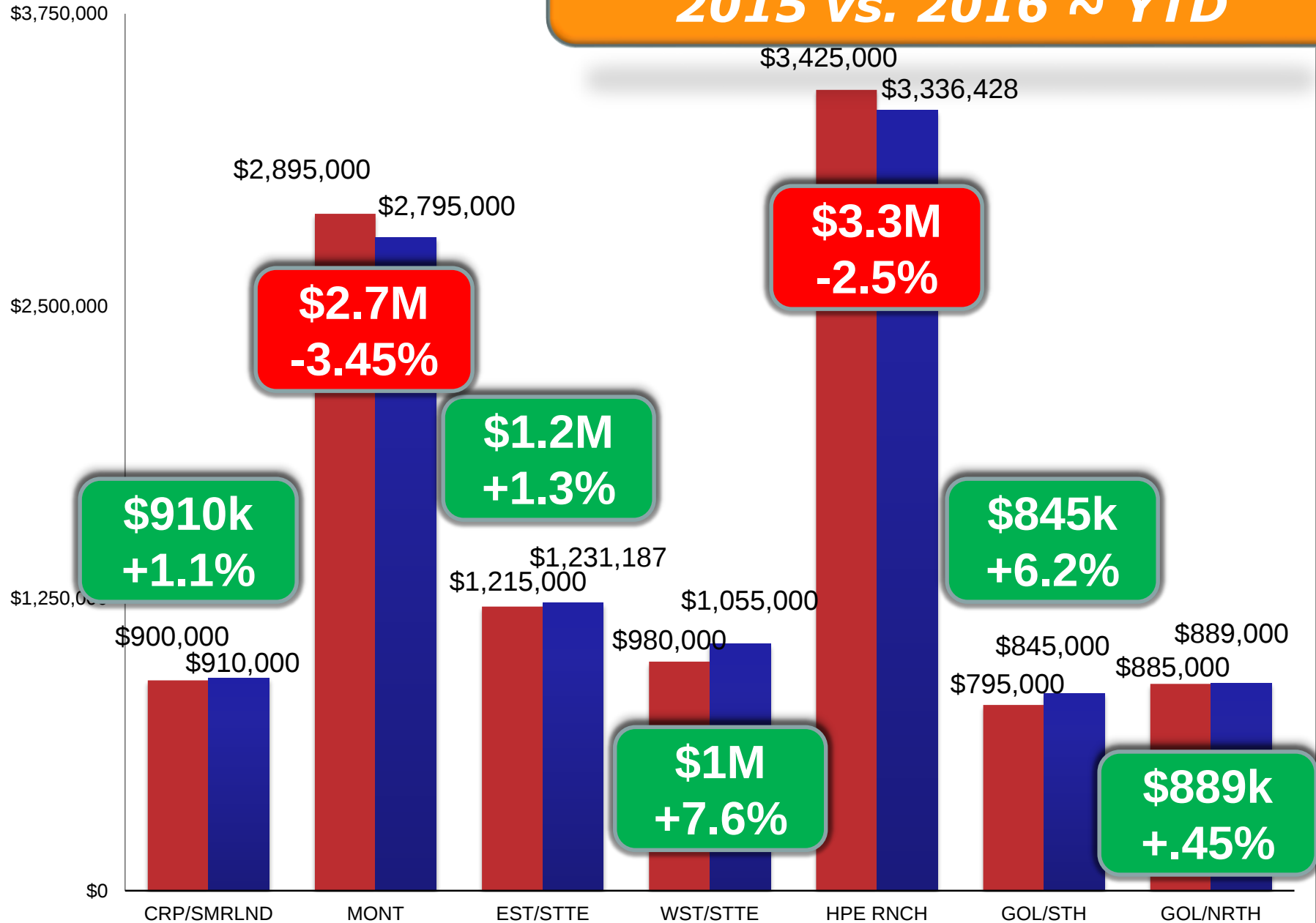
Sold Volume

2015 ~ \$ 2,015,904,515

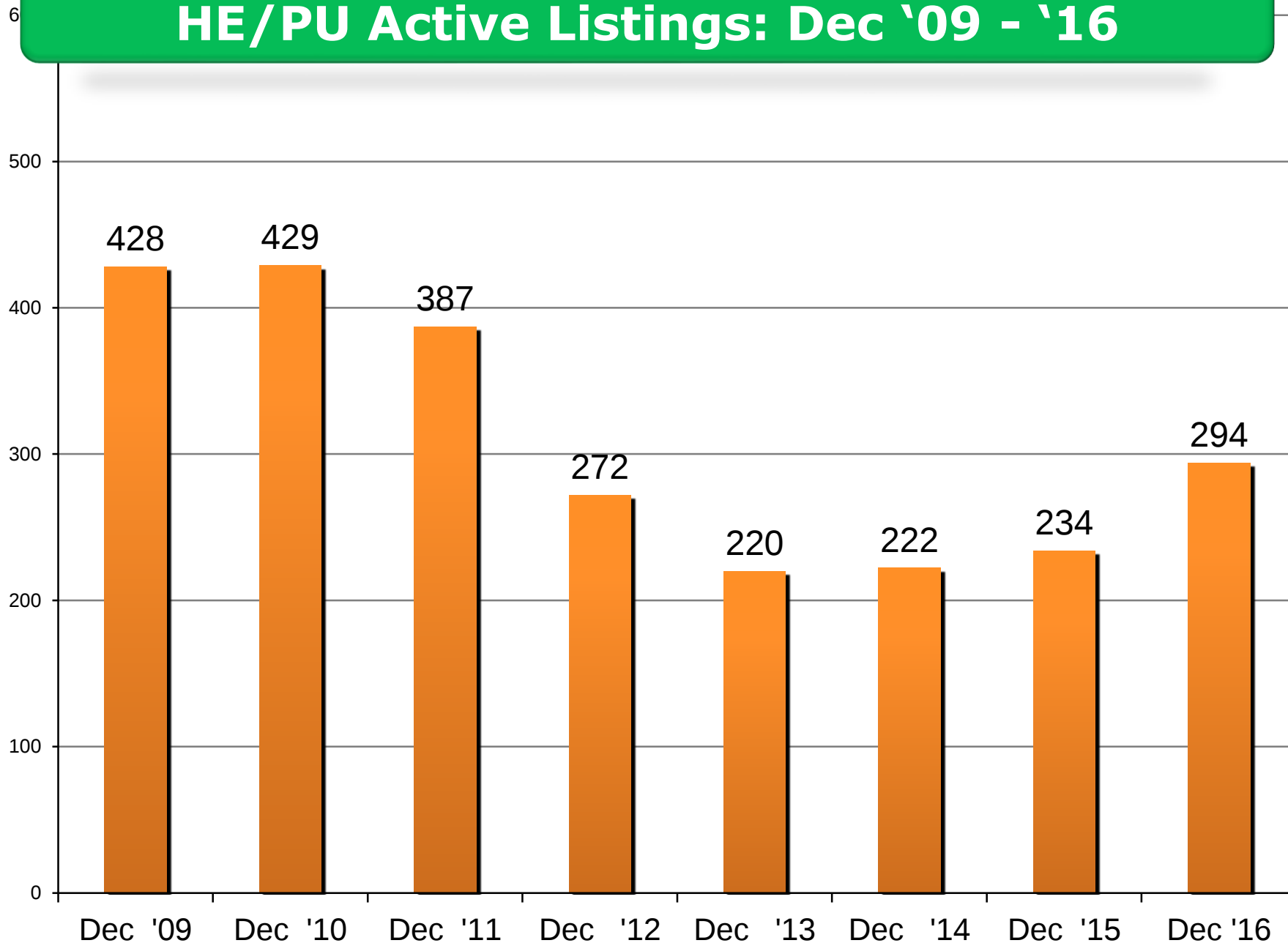
2016 ~ \$1,850,807,601

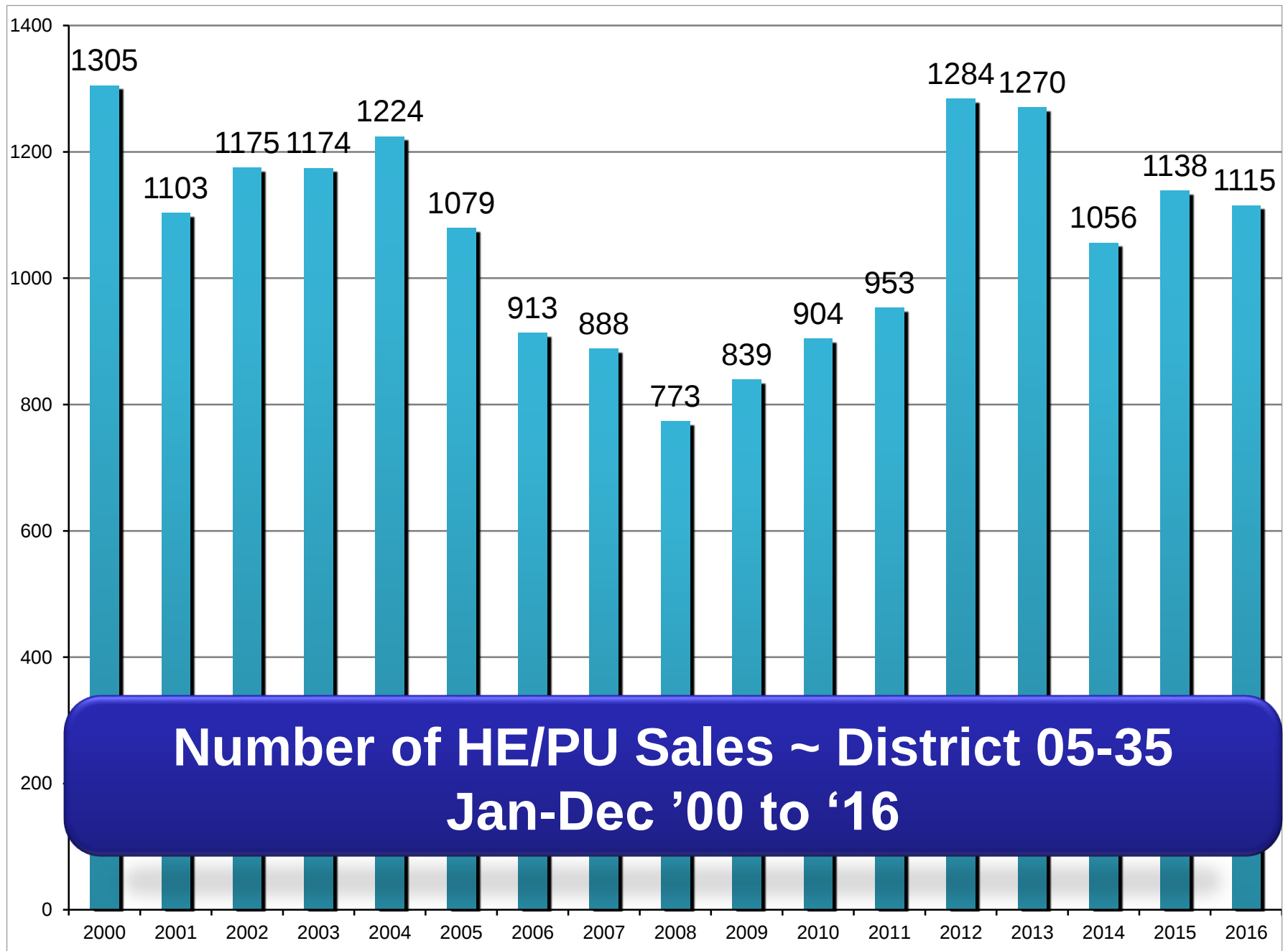

DOWN -9.5%

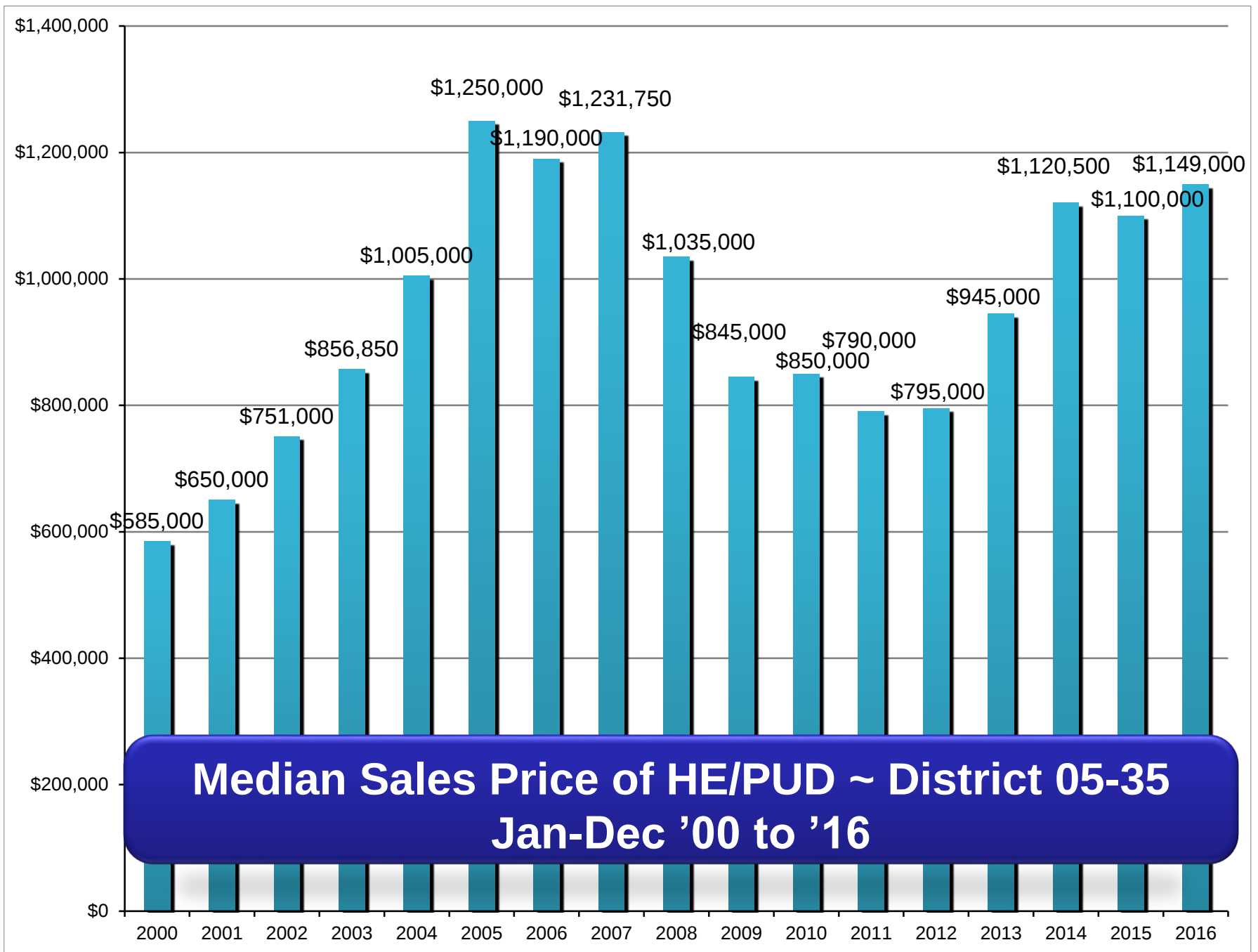
HE/PU MEDIAN Sales Price 2015 vs. 2016 ~ YTD



HE/PU Active Listings: Dec '09 - '16





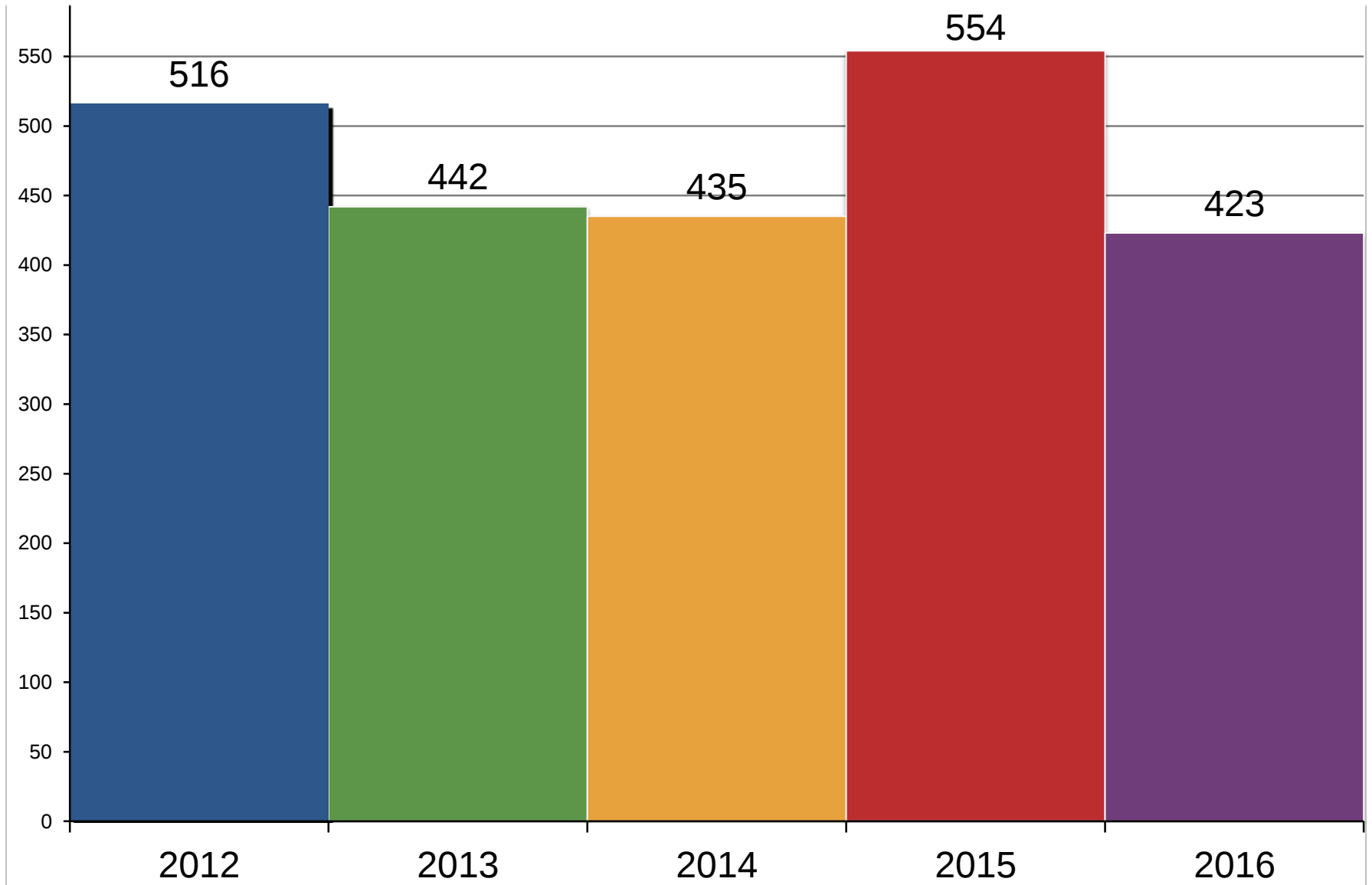


Summary of Stats

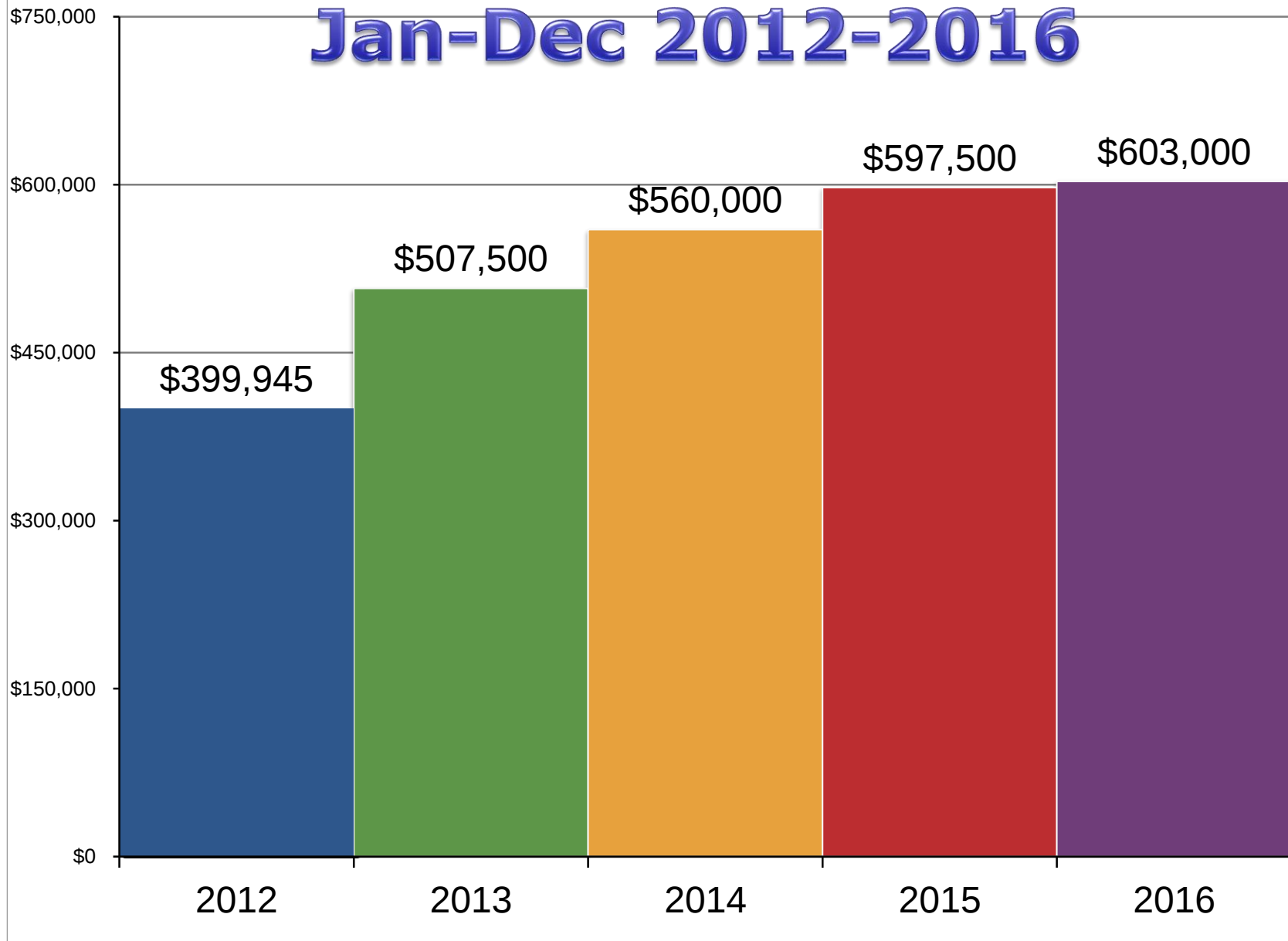
	Total	Total List Volume	Median List Price	Average List Price	DOM	CDOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLP
Sold	43	\$27,844,500	\$575,000	\$647,546	41	43	\$27,396,600	\$555,000	\$637,130	98.39	96.98
List/Sold	19	\$11,376,600	\$433,300	\$598,768	50	50	\$11,278,600	\$433,300	\$593,610	99.14	97.36
Co-Broker	24	\$16,467,900	\$577,500	\$686,162	35	37	\$16,118,000	\$571,500	\$671,583	97.88	96.71
New	31	\$27,275,900	\$545,000	\$879,867	12	59					
Pending	40	\$25,405,490	\$552,500	\$635,137	42	51					
Withdrawn	4	\$5,869,000	\$624,500	\$1,467,250	42	1					
Cancelled	7	\$3,837,300	\$499,000	\$548,185	1	1					
Expired	13	\$9,529,700	\$729,000	\$733,053	1	1					
Back On Market	6	\$4,712,000	\$624,000	\$785,333	1	44					
Extended	15	\$14,575,000	\$849,000	\$971,666	1	1					
Active In Range	121	\$134,629,135	\$784,900	\$1,112,637	99	134					
Current Active	89	\$104,022,485	\$799,000	\$1,168,791	114	155					

Condo Sales

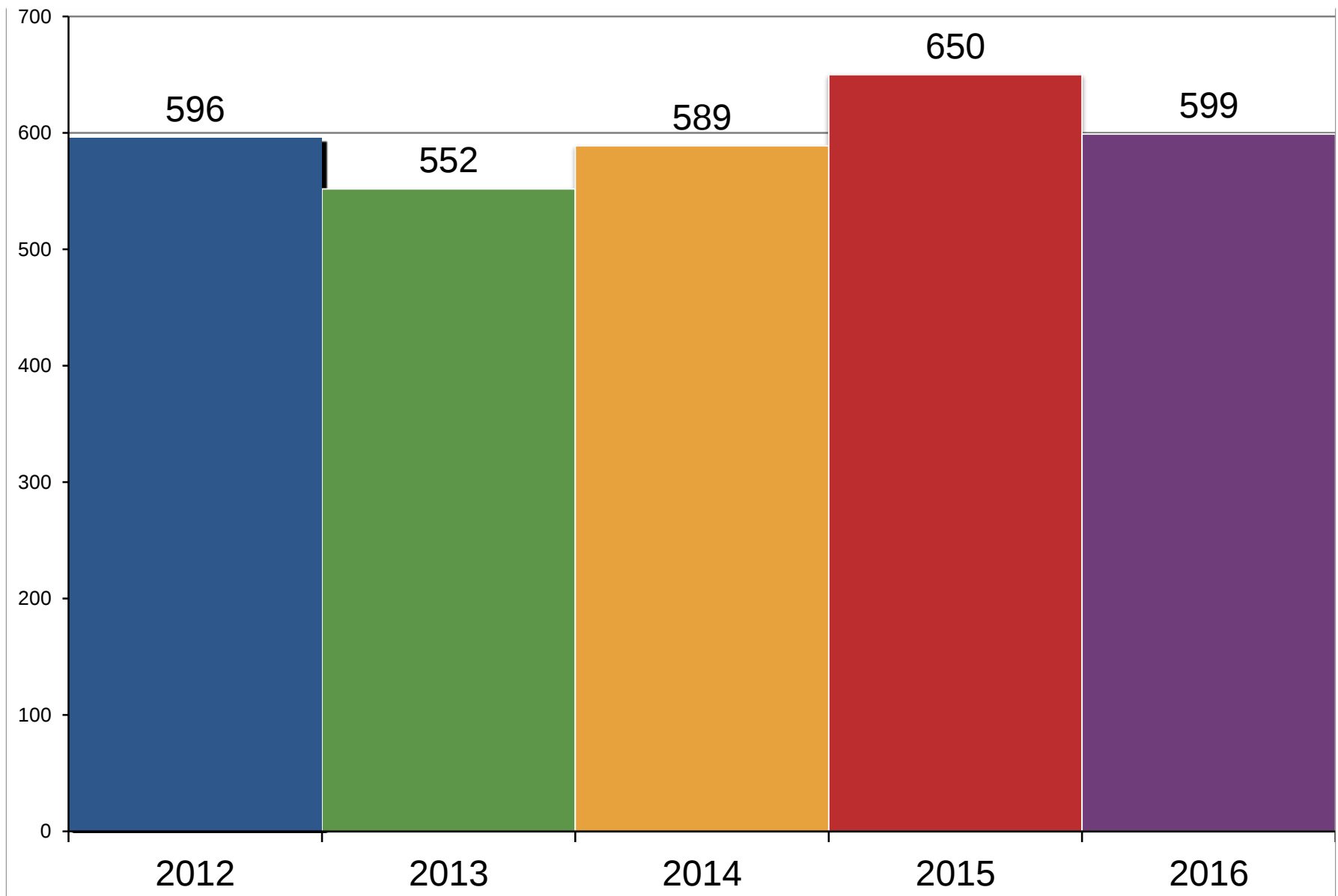
Jan-Dec 2012-2016



Condo Median Sales Price Jan-Dec 2012-2016



Condo New Listings Jan-Dec 2012-2016



ACTIVE and PENDING Listings 2015 vs. 2016 ~ YTD

Total Active Listings

2015 ~ 630



2016 ~ 522

DOWN -17.1%

New Listings

2015 ~ 650



2016 ~ 599

DOWN -7.8%

New Listings Median List Price

2015 ~ \$ 599,000



2016 ~ \$649,000

UP +8.3%

Properties that went into Escrow

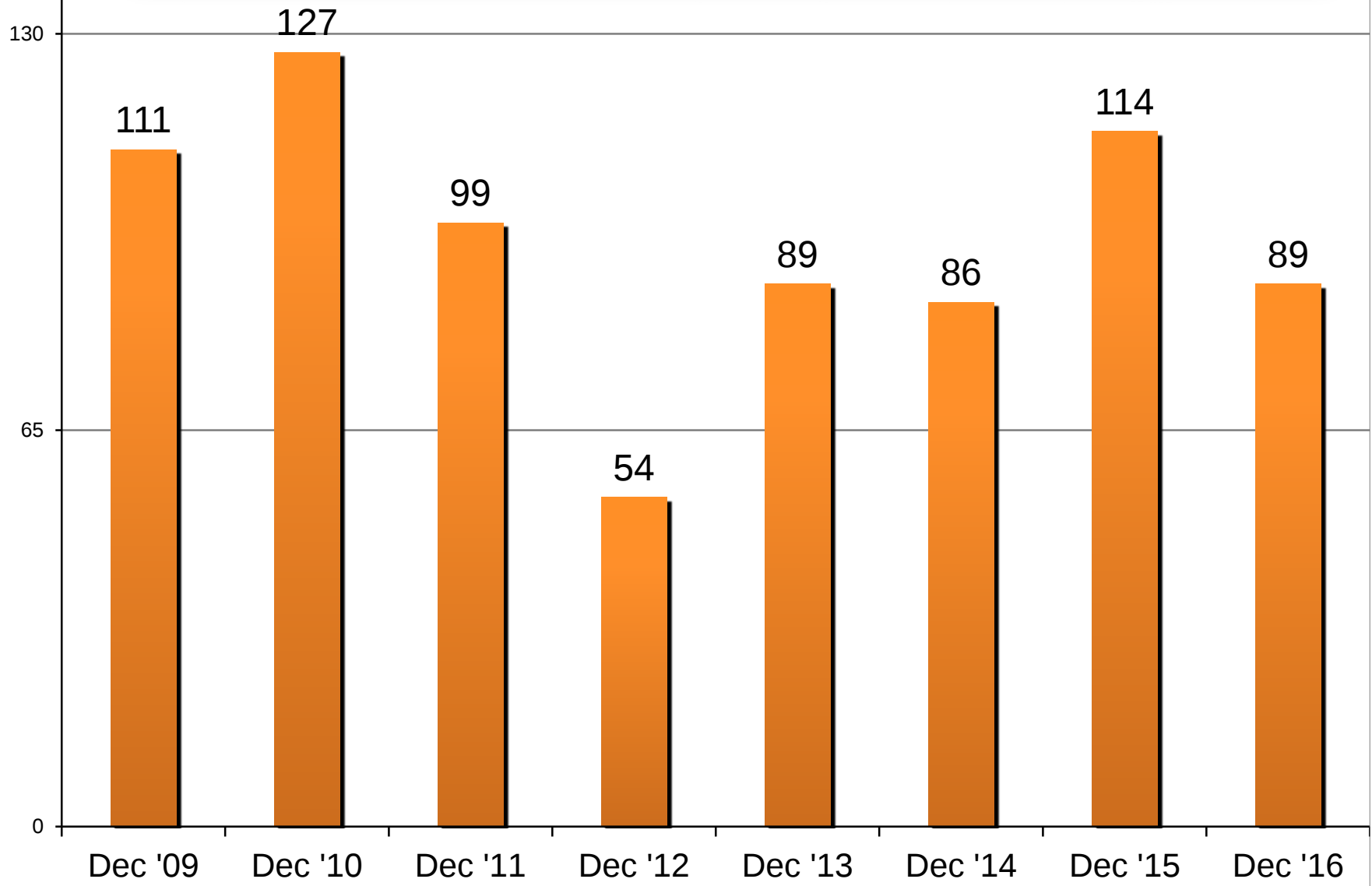
2015 ~ 553



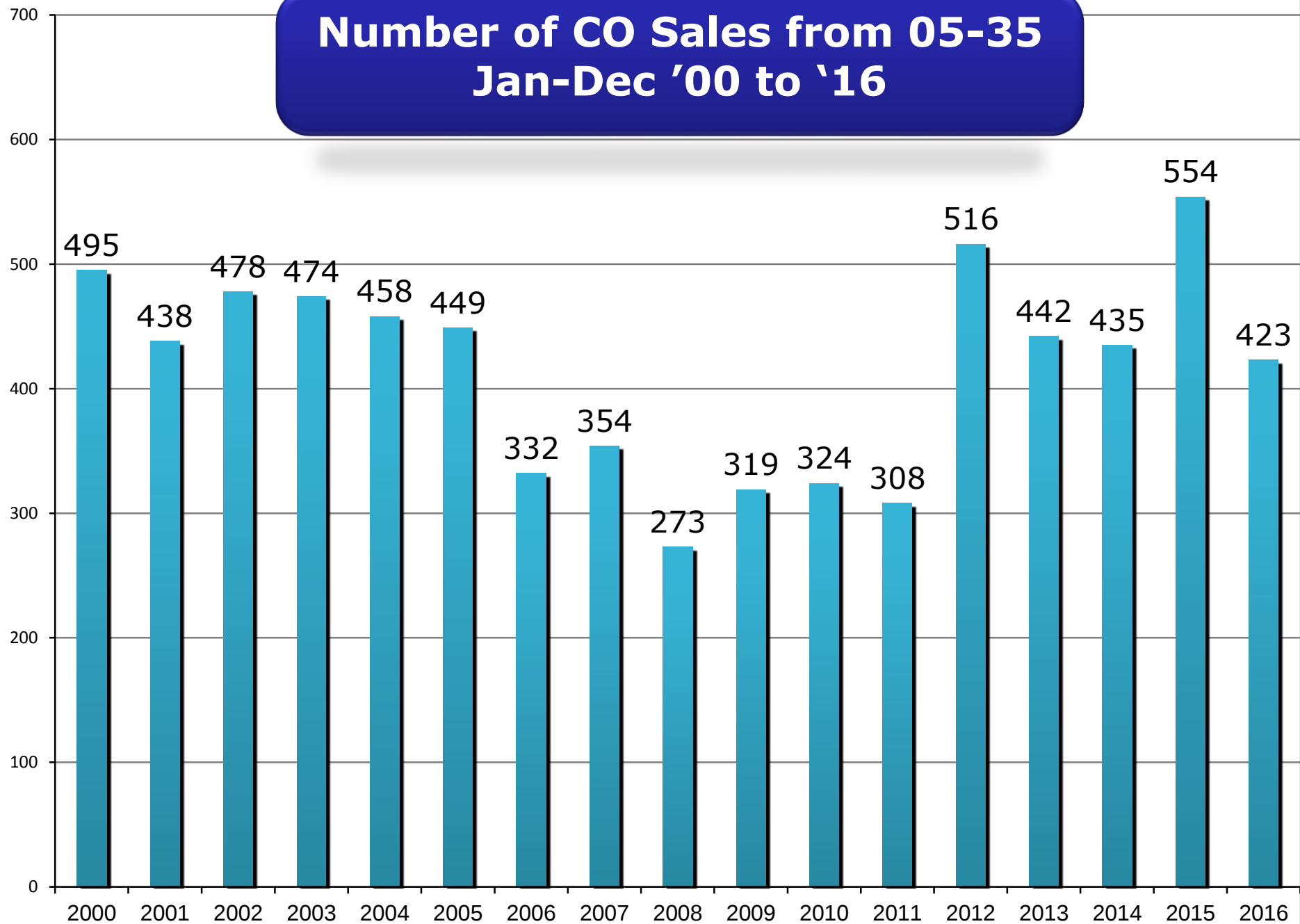
2016 ~ 433

DOWN -21%

Condo Active Listings: December '09 – '16



Number of CO Sales from 05-35 Jan-Dec '00 to '16



Median Sales Price of COs from 05-35 Jan-Nov '00 to '16

