

**Central Coast Regional Multiple Listing Service
SANTA MARIA**

Listing Activity
Beginning: 2002-08-01 Ending: 2003-02-01 As of: 2003-02-03

Category	#List Active	% of List	Total Dollar Volume	% of Dollars	Med List Price	Avg List Price	#List New	Med Price New List	Avg Price New List	BOM	PND	EXP	WTH
Single Family/Acreag	130	59.4	43,254,712	54.6	297,000	332,728	608	280,000	314,870	101	546	705	78
Santa Maria-Northwest		20.0	7,309,970	17.0	269,900	281,153	112	259,945	261,452	18	100	108	11
Santa Maria-Northeast		22.3	9,174,136	21.0	288,245	316,350	133	280,900	304,189	26	116	142	19
Santa Maria-Southwest		5.4	1,904,280	4.0	272,450	272,040	36	279,950	292,104	10	34	44	5
Santa Maria-Southeast		7.7	3,182,180	7.0	278,990	318,218	41	285,000	303,670	6	36	54	5
Santa Maria "Y" North		16.2	7,780,190	18.0	310,000	370,485	96	330,000	343,244	14	92	118	11
Santa Maria "Y" South		21.5	11,305,479	26.0	355,000	403,767	150	325,000	364,094	23	133	183	21
Tanglewood	0	0.0	0	0.0	0	0	10	231,995	228,989	0	8	12	3
Guadalupe-Casmalia	1	0.8	199,500	0.0	199,500	199,500	16	236,500	227,436	3	17	25	3
Rural East	3	2.3	1,692,977	4.0	349,000	564,326	3	205,950	261,967	1	4	5	0
Los Alamos	0	0.0	0	0.0	0	0	3	380,000	397,967	0	3	7	0
Cuyama	5	3.8	706,000	2.0	108,500	141,200	8	114,700	407,613	0	3	7	0
Condo	13	5.9	2,685,100	3.4	190,000	206,546	88	190,000	200,874	22	79	122	10
Santa Maria-Northwest		7.7	159,000	6.0	159,000	159,000	3	159,000	199,333	1	2	2	0
Commercial	15	6.8	4,108,200	5.2	312,499	273,880	21	249,500	222,790	4	11	41	10
Los Alamos	1	6.7	395,000	10.0	395,000	395,000	1	395,000	395,000	0	0	1	0
Condo	13	5.9	2,685,100	3.4	190,000	206,546	88	190,000	200,874	22	79	122	10
Santa Maria-Northeast		23.1	667,500	25.0	190,000	222,500	30	202,000	205,246	7	28	42	3
Santa Maria-Southwest		7.7	275,000	10.0	275,000	275,000	4	153,500	166,500	0	3	1	0
Santa Maria-Southeast		23.1	534,800	20.0	180,000	178,267	20	170,000	171,865	6	20	35	2
Santa Maria "Y" North		30.8	778,900	29.0	194,000	194,725	13	177,500	189,490	2	12	21	0
Santa Maria "Y" South		7.7	269,900	10.0	269,900	269,900	17	230,000	236,763	6	13	20	5
Tanglewood	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0
Guadalupe-Casmalia	0	0.0	0	0.0	0	0	0	0	0	0	0	1	0
Rural East	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0
Los Alamos	0	0.0	0	0.0	0	0	1	327,500	329,900	0	1	0	0
Cuyama	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0
Income/Multi	5	2.3	1,933,800	2.4	319,900	386,760	23	345,000	397,014	9	23	29	4
Santa Maria-Northwest		0.0	0	0.0	0	0	3	214,500	273,600	4	5	5	0
Santa Maria-Northeast		0.0	0	0.0	0	0	3	229,900	633,226	0	3	4	0
Santa Maria-Southwest		0.0	0	0.0	0	0	6	367,450	388,278	0	6	9	1
Santa Maria-Southeast		20.0	229,900	12.0	229,900	229,900	4	345,000	354,950	1	4	2	0
Santa Maria "Y" North		20.0	319,900	17.0	319,900	319,900	0	0	0	1	0	0	0
Santa Maria "Y" South		40.0	1,199,000	62.0	599,500	599,500	3	349,000	546,000	2	3	6	2
Tanglewood	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0
Guadalupe-Casmalia	0	0.0	0	0.0	0	0	2	219,250	219,250	1	1	1	1

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Income/Multi(Cont...)													
Rural East	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0
Los Alamos	0	0.0	0	0.0	0	0	1	399,900	399,900	0	1	2	0
Cuyama	1	20.0	185,000	10.0	185,000	185,000	1	185,000	185,000	0	0	0	0
Lots & Land													
Santa Maria-Northwest	27	12.3	24,721,478	31.2	222,500	915,610	23	308,888	1,090,829	6	15	24	5
Santa Maria-Northeast		0.0	0	0.0	0	0	0	0	0	0	1	0	0
Santa Maria-Southwest		11.1	607,000	2.0	140,000	202,333	0	0	0	0	2	0	0
Santa Maria-Southeast		0.0	0	0.0	0	0	1	335,000	335,000	0	2	6	2
Santa Maria "Y" North		0.0	0	0.0	0	0	0	0	0	0	1	3	0
Santa Maria "Y" South		3.7	217,990	1.0	217,990	217,990	1	217,990	217,990	0	0	3	0
Tanglewood		18.5	2,253,788	9.0	425,000	450,758	6	387,250	439,715	4	6	3	3
Guadalupe-Casmalia	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0
Rural East	1	3.7	495,000	2.0	495,000	495,000	3	60,000	476,667	0	2	0	0
Los Alamos	8	29.6	11,058,900	45.0	220,000	1,382,363	6	185,000	1,751,500	2	0	3	0
Cuyama	3	11.1	9,700,000	39.0	3,950,000	3,233,333	4	2,600,000	2,464,750	0	1	3	0
	6	22.2	388,800	2.0	29,950	64,800	2	49,900	49,900	0	0	3	0
Mobile Home													
Santa Maria-Northwest	29	13.2	2,535,273	3.2	79,900	87,423	92	82,225	86,273	21	85	106	11
Santa Maria-Northeast		24.1	634,100	25.0	77,900	90,586	29	78,000	95,902	9	29	37	2
Santa Maria-Southwest		3.4	59,900	2.0	59,900	59,900	8	78,750	79,263	1	9	7	2
Santa Maria-Southeast		13.8	184,567	7.0	43,945	46,142	7	47,500	49,352	0	5	7	0
Santa Maria "Y" North		0.0	0	0.0	0	0	0	0	0	0	0	1	0
Santa Maria "Y" South		27.6	843,200	33.0	117,000	105,400	24	96,750	87,244	8	25	29	2
Tanglewood		24.1	693,606	27.0	89,999	99,087	23	85,000	87,204	2	17	25	5
Guadalupe-Casmalia	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0
Rural East	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0
Los Alamos	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0
Cuyama	2	6.9	119,900	5.0	59,950	59,950	1	76,900	76,900	1	0	0	0
	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0
Commercial													
Santa Maria-Northwest	15	6.8	4,108,200	5.2	312,499	273,880	21	249,500	222,790	4	11	41	10
Santa Maria-Northeast		13.3	598,999	15.0	299,000	299,500	1	299,000	299,000	1	3	9	0
Santa Maria-Southwest		26.7	469,401	11.0	72,200	117,350	6	44,500	86,565	0	3	3	2
Santa Maria-Southeast		26.7	1,279,900	31.0	344,950	319,975	5	129,900	281,960	2	1	8	1
Santa Maria "Y" North		6.7	229,900	6.0	229,900	229,900	3	0	306,633	0	3	6	1
Santa Maria "Y" South		0.0	0	0.0	0	0	1	96,500	96,500	0	1	1	2
Tanglewood		13.3	440,000	11.0	220,000	220,000	4	220,000	259,750	0	0	4	3
Guadalupe-Casmalia	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0
Rural East	0	0.0	0	0.0	0	0	0	0	0	0	0	0	0

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Commercial(Cont...)													
Cuyama	1	6.7	695,000	17.0	695,000	695,000	0	0	0	1	0	5	0
Total	219	100.0	79,238,563	100.0	279,900	361,819	855	275,000	299,361	163	759	1,027	118