

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

Listing Activity
Beginning: 2002-02-01 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	1,285	269,900	299,960	209	1,206	1,338	163
Santa Maria-Northwest		20.0	7,309,970	17.0	269,900	281,153	227	239,900	242,127	36	208	218	18
Santa Maria-Northeast		22.3	9,174,136	21.0	288,245	316,350	254	273,950	286,672	42	226	255	32
Santa Maria-Southwest		5.4	1,904,280	4.0	272,450	272,040	75	269,900	279,500	17	73	76	11
Santa Maria-Southeast		7.7	3,182,180	7.0	278,990	318,218	92	258,900	275,981	18	92	119	9
Santa Maria "Y" North		16.2	7,780,190	18.0	310,000	370,485	217	308,000	325,463	32	204	218	33
Santa Maria "Y" South		21.5	11,305,479	26.0	355,000	403,767	339	316,000	352,195	54	325	358	49
Tanglewood	0	0.0	0	0.0	0	0	20	217,000	213,724	2	18	19	3
Guadalupe-Casmalia	1	0.8	199,500	0.0	199,500	199,500	35	173,000	201,153	3	33	36	4
Rural East	3	2.3	1,692,977	4.0	349,000	564,326	8	203,000	379,235	2	10	12	0
Los Alamos	0	0.0	0	0.0	0	0	8	399,950	438,085	2	9	13	3
Cuyama	5	3.8	706,000	2.0	108,500	141,200	10	111,500	344,580	1	8	14	1
Condo	13	5.9	2,685,100	3.4	190,000	206,546	192	176,500	184,870	37	183	203	19
Santa Maria-Northwest		7.7	159,000	6.0	159,000	159,000	5	157,000	171,980	2	5	5	0
Commercial	15	6.8	4,108,200	5.2	312,499	273,880	46	250,000	266,873	10	23	72	15
Los Alamos	1	6.7	395,000	10.0	395,000	395,000	1	395,000	395,000	0	0	2	0
Condo	13	5.9	2,685,100	3.4	190,000	206,546	192	176,500	184,870	37	183	203	19
Santa Maria-Northeast		23.1	667,500	25.0	190,000	222,500	73	176,500	182,606	14	70	72	10
Santa Maria-Southwest		7.7	275,000	10.0	275,000	275,000	5	119,900	156,580	1	7	3	1
Santa Maria-Southeast		23.1	534,800	20.0	180,000	178,267	45	164,900	169,566	12	46	58	2
Santa Maria "Y" North		30.8	778,900	29.0	194,000	194,725	29	166,000	175,030	2	25	30	1
Santa Maria "Y" South		7.7	269,900	10.0	269,900	269,900	33	225,000	222,599	6	28	34	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	1	140,000	140,000	0	1	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	41	345,000	423,558	14	44	54	7
Santa Maria-Northwest		0.0	0	0.0	0	0	8	287,000	318,588	7	11	16	1
Santa Maria-Northeast		0.0	0	0.0	0	0	4	337,388	579,894	0	5	6	1
Santa Maria-Southwest		0.0	0	0.0	0	0	11	359,900	368,929	1	12	18	1
Santa Maria-Southeast		20.0	229,900	12.0	229,900	229,900	6	345,000	369,783	1	5	2	0
Santa Maria "Y" North		20.0	319,900	17.0	319,900	319,900	1	319,900	319,900	1	1	0	0
Santa Maria "Y" South		40.0	1,199,000	62.0	599,500	599,500	6	724,950	766,317	2	6	8	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	2	2	2	2

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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	2	332,450	339,700	0	2	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	42	220,275	860,392	12	26	51	10
Santa Maria-Northeast		0.0	0	0.0	0	0	2	727,500	747,500	0	2	2	0
Santa Maria-Southwest		11.1	607,000	2.0	140,000	202,333	3	80,000	133,333	0	3	0	0
Santa Maria-Southeast		0.0	0	0.0	0	0	6	317,500	1,096,417	0	5	7	2
Santa Maria "Y" North		0.0	0	0.0	0	0	0	0	0	0	1	6	0
Santa Maria "Y" South		3.7	217,990	1.0	217,990	217,990	1	217,990	217,990	2	0	3	1
Tanglewood		18.5	2,253,788	9.0	425,000	450,758	10	332,250	455,229	5	7	12	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	2	0
Los Alamos	8	29.6	11,058,900	45.0	220,000	1,382,363	9	220,000	1,249,322	5	4	7	4
Cuyama	3	11.1	9,700,000	39.0	3,950,000	3,233,333	4	2,600,000	2,464,750	0	1	4	0
	6	22.2	388,800	2.0	29,950	64,800	4	89,950	89,950	0	1	8	0
Mobile Home													
Santa Maria-Northwest	29	13.2	2,535,273	3.2	79,900	87,423	187	79,000	82,594	38	155	168	19
Santa Maria-Northeast		24.1	634,100	25.0	77,900	90,586	63	75,500	88,850	14	61	60	4
Santa Maria-Southwest		3.4	59,900	2.0	59,900	59,900	15	72,500	81,166	1	14	14	2
Santa Maria-Southeast		13.8	184,567	7.0	43,945	46,142	12	47,945	49,355	2	7	10	1
Santa Maria "Y" North		0.0	0	0.0	0	0	1	118,000	118,000	0	1	1	0
Santa Maria "Y" South		27.6	843,200	33.0	117,000	105,400	51	88,900	86,650	12	42	46	4
Tanglewood		24.1	693,606	27.0	89,999	99,087	43	79,900	78,625	7	29	35	8
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	1	1	1	0
Los Alamos	2	6.9	119,900	5.0	59,950	59,950	2	59,950	59,950	1	0	1	0
Cuyama	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	46	250,000	266,873	10	23	72	15
Santa Maria-Northeast		13.3	598,999	15.0	299,000	299,500	7	45,000	339,797	2	3	10	1
Santa Maria-Southwest		26.7	469,401	11.0	72,200	117,350	8	69,495	119,771	1	5	8	2
Santa Maria-Southeast		26.7	1,279,900	31.0	344,950	319,975	14	184,950	372,754	5	7	18	3
Santa Maria "Y" North		6.7	229,900	6.0	229,900	229,900	6	14,000	238,983	0	3	12	2
Santa Maria "Y" South		0.0	0	0.0	0	0	2	96,500	96,500	1	2	3	2
Tanglewood		13.3	440,000	11.0	220,000	220,000	6	220,000	245,667	0	3	8	4
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	2	0	112,500	0	0	6	1
	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	1,793	259,990	280,071	320	1,637	1,886	233