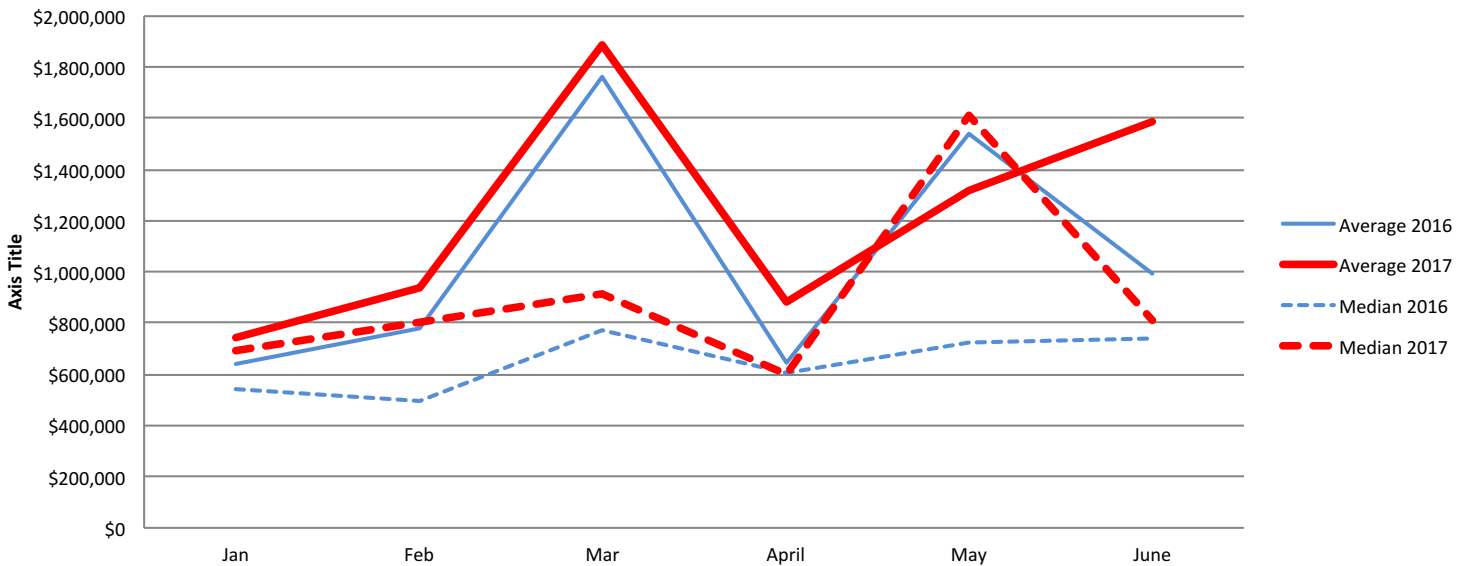


Carpinteria

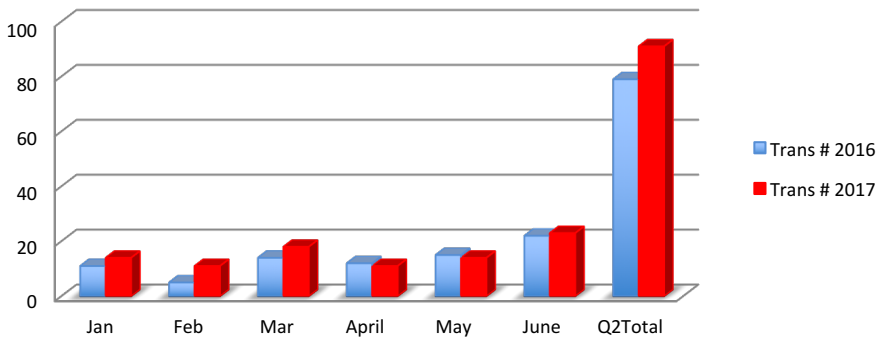
Q2 Market Comparison 2016 to 2017

	Trans #		% Change	Average		% Change	Median		% Change
	2016	2017	2016-2017	2016	2017	2016-2017	2016	2017	2016-2017
Jan	11	14	27%	\$640,545	\$743,571	16%	\$539,000	\$689,500	28%
Feb	5	11	120%	\$783,100	\$938,636	20%	\$496,000	\$804,000	62%
Mar	14	18	29%	\$1,762,964	\$1,888,000	7%	\$772,500	\$915,000	18%
April	12	11	-8%	\$646,292	\$882,409	37%	\$604,000	\$600,000	-1%
May	15	14	-7%	\$1,540,700	\$1,315,899	-15%	\$725,000	\$1,612,500	122%
June	22	23	5%	\$994,114	\$1,590,370	60%	\$742,500	\$815,000	10%
Q2Total	79	91	15%	\$1,061,286	\$1,226,481	16%	\$646,500	\$906,000	40%

Avg/Median Price 2016 v 2017



Transactions 2016 v 2017



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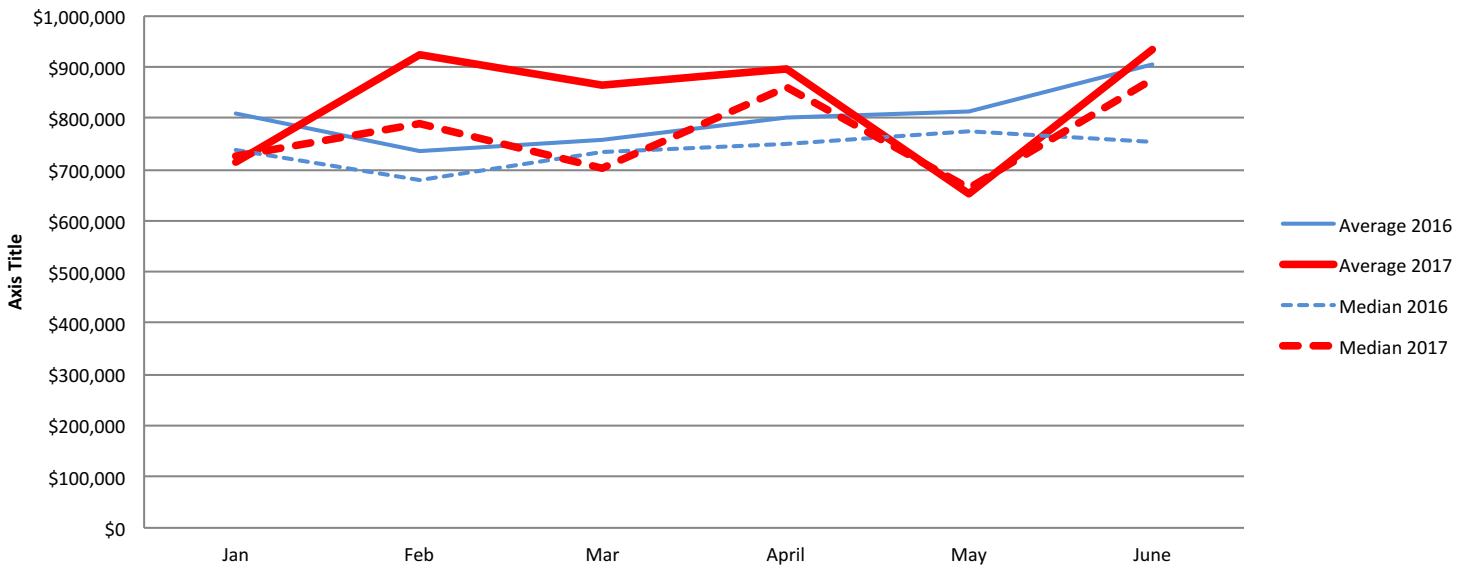
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Goleta

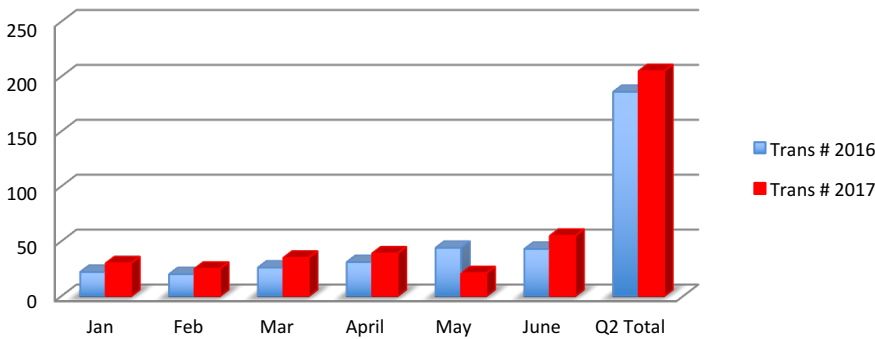
Q2 Market Comparison 2016 to 2017

	Trans #		% Change	Average		% Change	Median		% Change
	2016	2017	2016-2017	2016	2017	2016-2017	2016	2017	2016-2017
Jan	22	30	36%	\$809,159	\$715,950	-12%	\$739,000	\$726,500	-2%
Feb	20	25	25%	\$736,375	\$924,300	26%	\$679,750	\$790,000	16%
Mar	26	35	35%	\$756,692	\$866,386	14%	\$734,000	\$703,000	-4%
April	31	39	26%	\$800,516	\$895,938	12%	\$750,000	\$862,000	15%
May	44	21	-52%	\$812,136	\$652,905	-20%	\$775,000	\$664,000	-14%
June	43	55	28%	\$905,709	\$934,782	3%	\$754,000	\$876,500	16%
Q2 Total	186	205	10%	\$803,431	\$831,710	4%	\$738,625	\$770,333	4%

Avg/Median Price 2016 v 2017



Transactions 2016 v 2017



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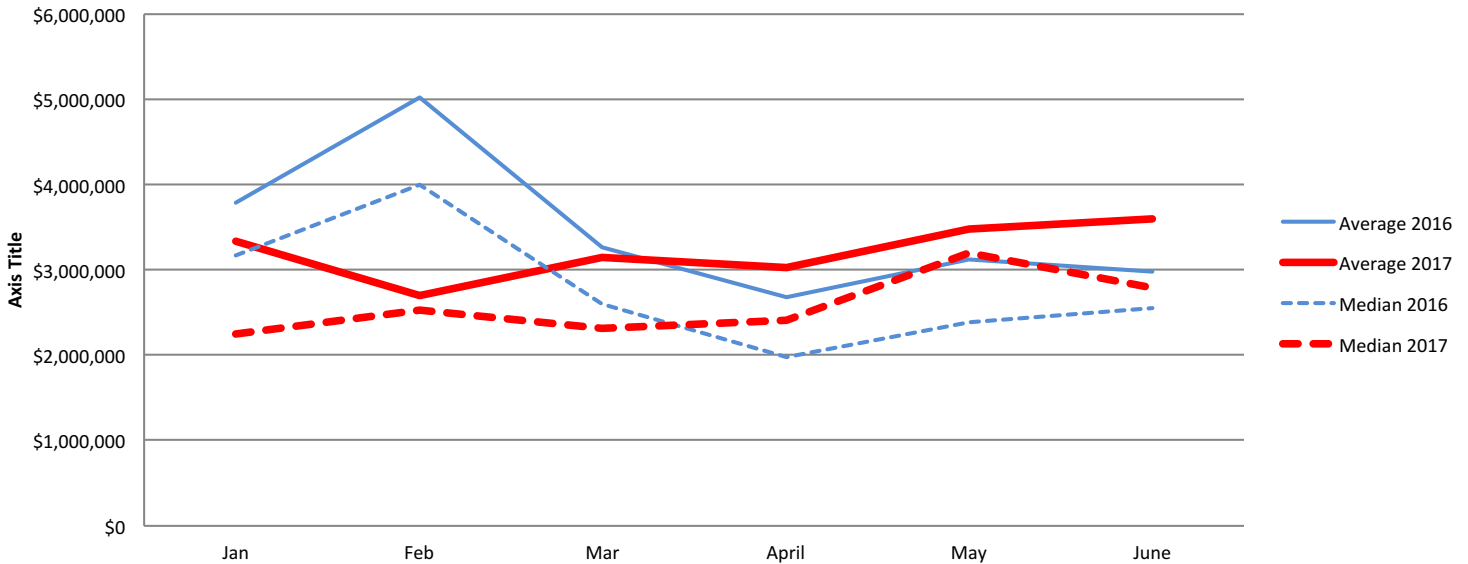
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Montecito

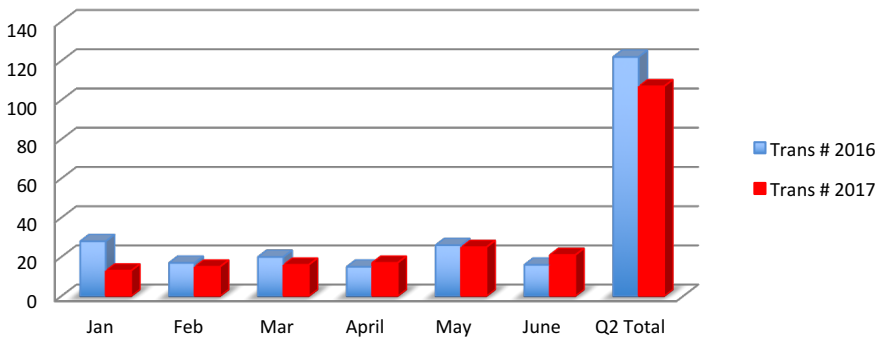
Q2 Market Comparison 2016 to 2017

	Trans #		% Change	Average		% Change	Median		% Change
	2016	2017	2016-2017	2016	2017	2016-2017	2016	2017	2016-2017
Jan	28	13	-54%	\$3,790,982	\$3,344,462	-12%	\$3,167,500	\$2,250,000	-29%
Feb	17	15	-12%	\$5,023,765	\$2,700,533	-46%	\$4,000,000	\$2,536,000	-37%
Mar	20	16	-20%	\$3,261,225	\$3,135,875	-4%	\$2,612,500	\$2,312,500	-11%
April	15	17	13%	\$2,681,267	\$3,021,912	13%	\$1,979,000	\$2,405,000	22%
May	26	25	-4%	\$3,112,481	\$3,484,200	12%	\$2,377,500	\$3,200,000	35%
June	16	21	31%	\$2,979,750	\$3,599,690	21%	\$2,545,000	\$2,800,000	10%
Q2 Total	122	107	-12%	\$3,474,912	\$3,214,445	-7%	\$2,780,250	\$2,583,917	-7%

Avg/Median Price 2016 v 2017



Transactions 2016 v 2017



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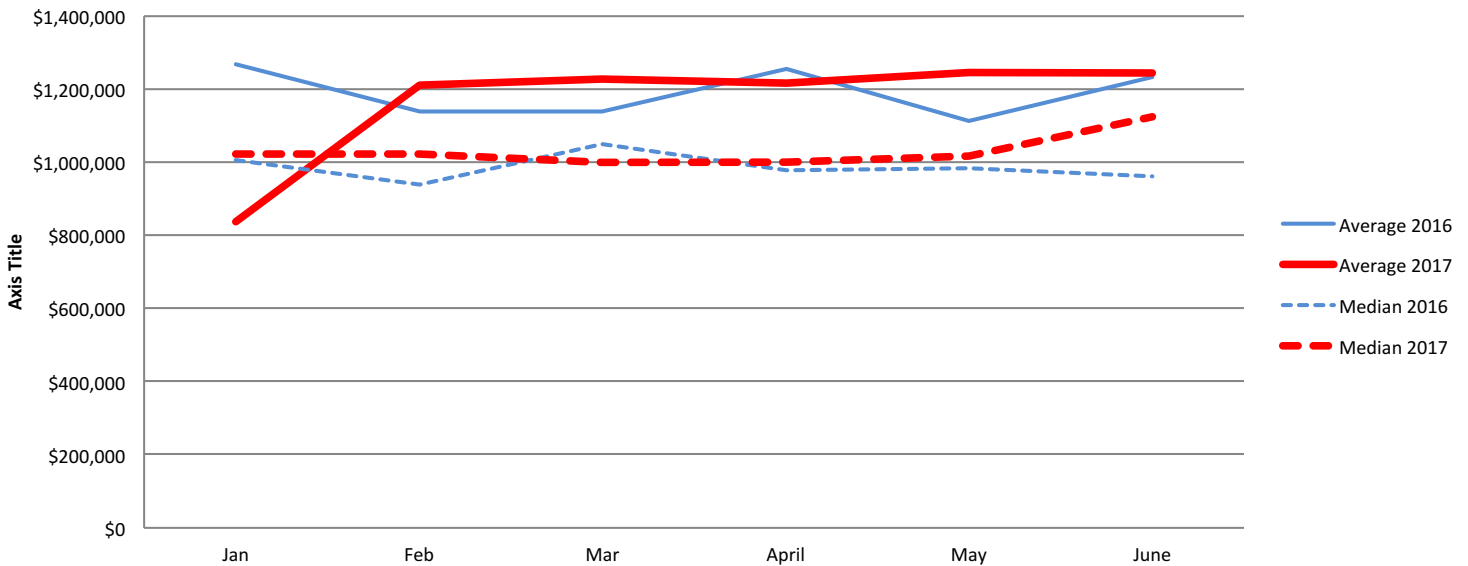
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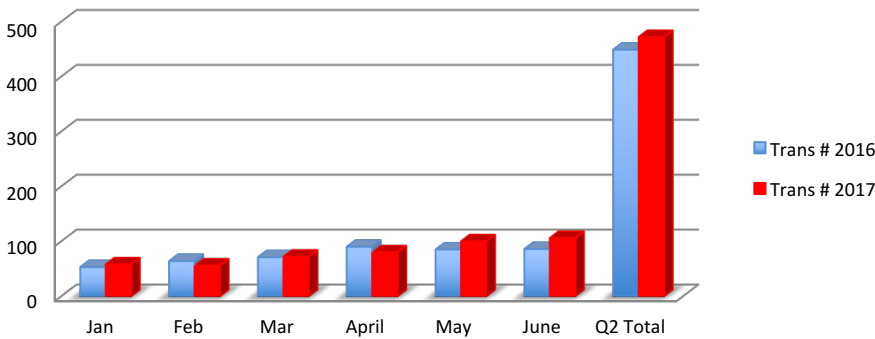
Q2 Market Comparison 2016 to 2017

	Trans #		% Change	Average		% Change	Median		% Change
	2016	2017	2016-2017	2016	2017	2016-2017	2016	2017	2016-2017
Jan	53	58	9%	\$1,268,500	\$837,671	-34%	\$1,005,000	\$1,020,500	2%
Feb	64	56	-13%	\$1,141,039	\$1,211,205	6%	\$939,250	\$1,022,500	9%
Mar	71	72	1%	\$1,138,662	\$1,229,092	8%	\$1,050,000	\$1,000,000	-5%
April	90	80	-11%	\$1,255,722	\$1,218,900	-3%	\$976,500	\$1,002,500	3%
May	85	100	18%	\$1,113,359	\$1,245,875	12%	\$985,000	\$1,015,000	3%
June	86	106	23%	\$1,234,500	\$1,244,542	1%	\$960,000	\$1,124,750	17%
Q2 Total	449	472	5%	\$1,191,964	\$1,164,548	-2%	\$985,958	\$1,030,875	5%

Avg/Median Price 2016 v 2017



Transactions 2016 v 2017



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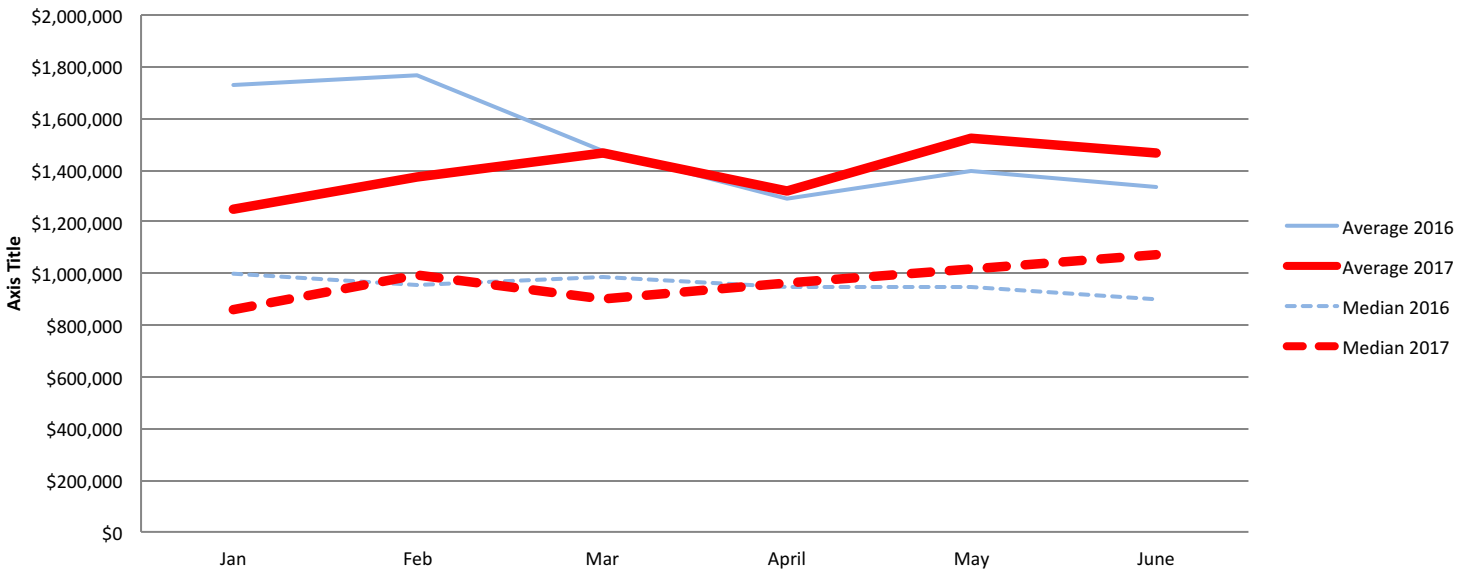
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Santa Barbara South County

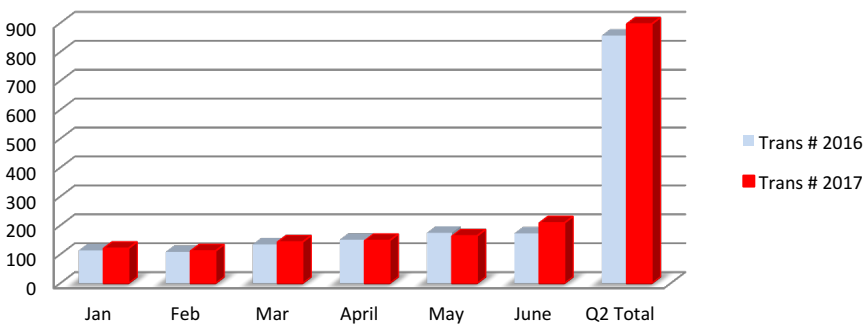
Q2 Market Comparison 2016 to 2017

	Trans #		% Change	Average		% Change	Median		% Change
	2016	2017	2016 v 2017	2016	2017	2016 v 2017	2016	2017	2016 v 2017
Jan	114	121	6%	\$1,728,102	\$1,248,504	-28%	\$999,000	\$860,000	-14%
Feb	109	112	3%	\$1,766,727	\$1,372,808	-22%	\$954,500	\$991,500	4%
Mar	135	143	6%	\$1,474,726	\$1,468,031	0%	\$985,000	\$900,000	-9%
April	151	148	-2%	\$1,289,308	\$1,320,041	2%	\$949,000	\$960,500	1%
May	175	164	-6%	\$1,396,740	\$1,523,168	9%	\$945,000	\$1,015,000	7%
June	173	209	21%	\$1,337,512	\$1,463,577	9%	\$900,000	\$1,072,500	19%
Q2 Total	857	897	5%	\$1,498,853	\$1,399,355	-7%	\$955,417	\$966,583	1%

AVERAGE & MEDIAN PRICES 2016 v. 2017



SALES TRANSACTION VOLUME 2016 v. 2017



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