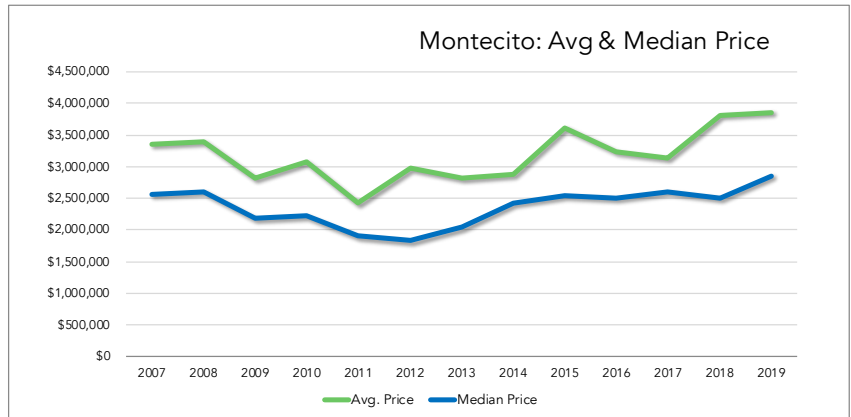


YTD Year-End Price Report

South Santa Barbara County Luxury Market

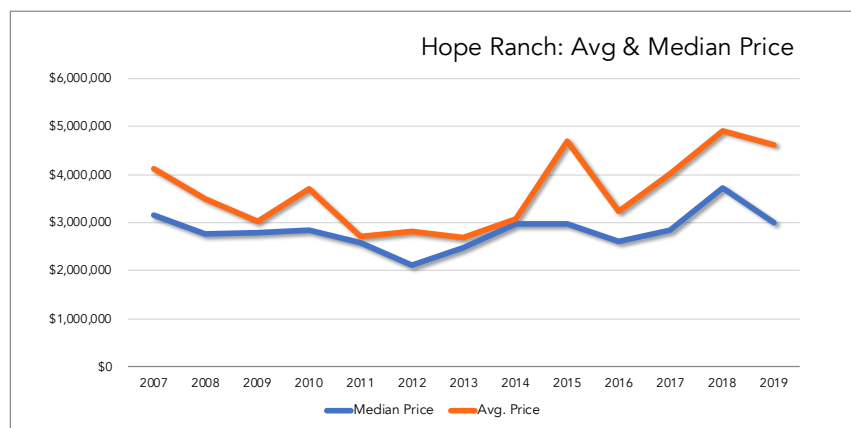
MONTECITO

Year	Sales	% Chng	Avg. Price	% Chng	Median Price	% Chng	TOTAL \$ Volume
2019	221	34%	\$3,854,656	1%	\$2,851,000	14%	\$851,879,000
2018	165	-26%	\$3,818,936	22%	\$2,500,000	-4%	\$630,124,500
2017	223	3%	\$3,128,682	-3%	\$2,600,000	4%	\$697,684,000
2016	217	1%	\$3,237,899	-10%	\$2,500,000	-2%	\$696,983,000
2015	215	-4%	\$3,615,674	25%	\$2,550,000	5%	
2014	224	-13%	\$2,886,388	3%	\$2,425,000	18%	
2013	256	2%	\$2,810,283	-6%	\$2,050,000	12%	
2012	250	32%	\$2,975,297	23%	\$1,835,000	-4%	
2011	189	-6%	\$2,428,436	-21%	\$1,915,887	-14%	
2010	202	10%	\$3,077,094	9%	\$2,231,694	2%	
2009	183	-10%	\$2,814,635	-17%	\$2,186,104	-16%	
2008	204	-18%	\$3,386,326	1%	\$2,609,667	2%	
2007	249		\$3,345,281		\$2,560,417		

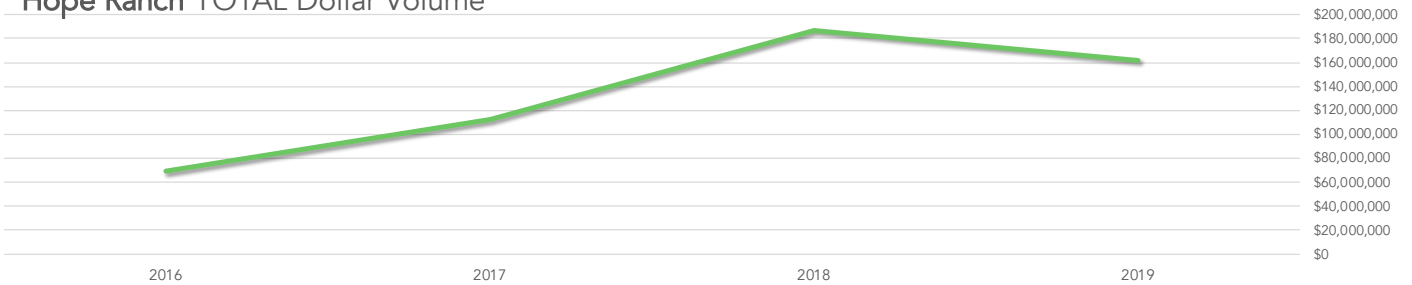


HOPE RANCH

Year	Sales	% Chng	Avg. Price	% Chng	Median Price	% Chng	TOTAL \$ Volume
2019	35	-8%	\$4,628,800	-6%	\$3,000,000	-19%	\$162,008,000
2018	38	36%	\$4,910,737	23%	\$3,722,500	31%	\$186,608,000
2017	28	27%	\$4,007,375	24%	\$2,832,500	8%	\$112,206,500
2016	22	-31%	\$3,238,000	-31%	\$2,612,500	-12%	\$69,387,500
2015	32	7%	\$4,705,428	53%	\$2,975,000	0%	
2014	30	-3%	\$3,077,900	14%	\$2,970,250	20%	
2013	31	24%	\$2,688,742	-5%	\$2,475,000	17%	
2012	25	-7%	\$2,816,204	4%	\$2,112,110	-18%	
2011	27	29%	\$2,816,204	-27%	\$2,571,800	-9%	
2010	21	0%	\$3,708,157	23%	\$2,834,180	1%	
2009	21	-5%	\$3,020,581	-13%	\$2,801,930	1%	
2008	22	-42%	\$3,489,236	-16%	\$2,762,500	-13%	
2007	38		\$4,129,285		\$3,160,000		



Hope Ranch TOTAL Dollar Volume



Montecito TOTAL Dollar Volume

