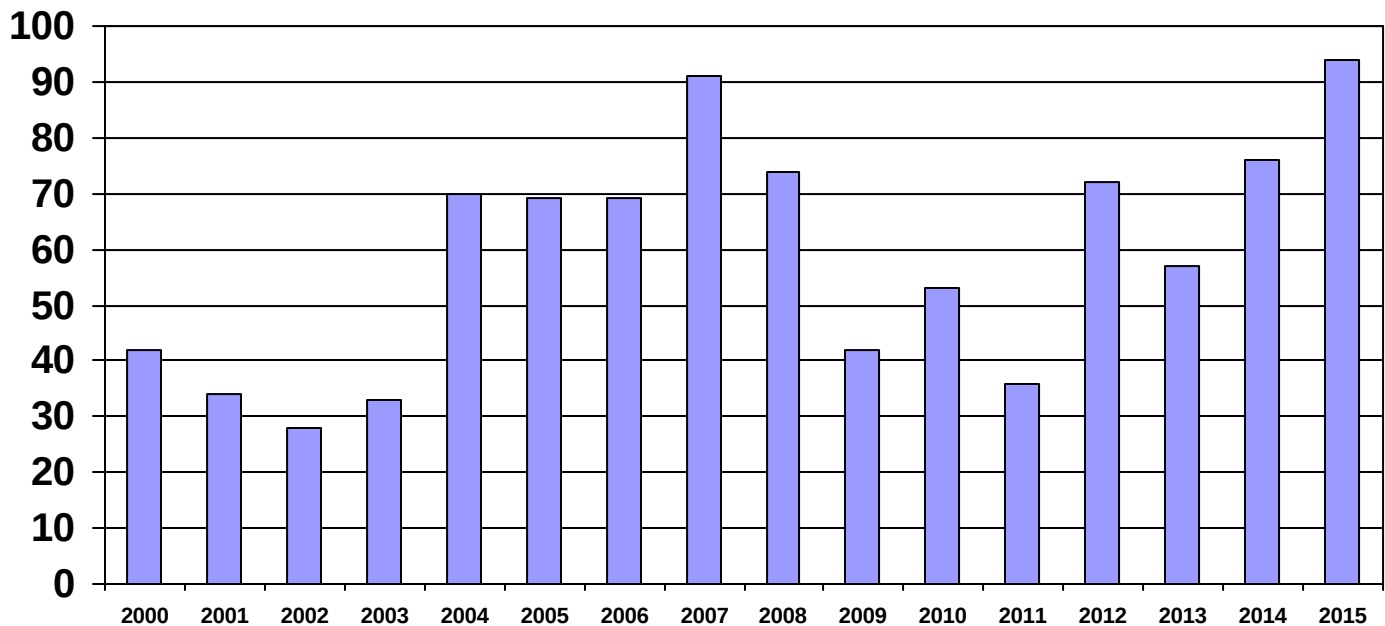


Summary of the Montecito/Santa Barbara Estate Market

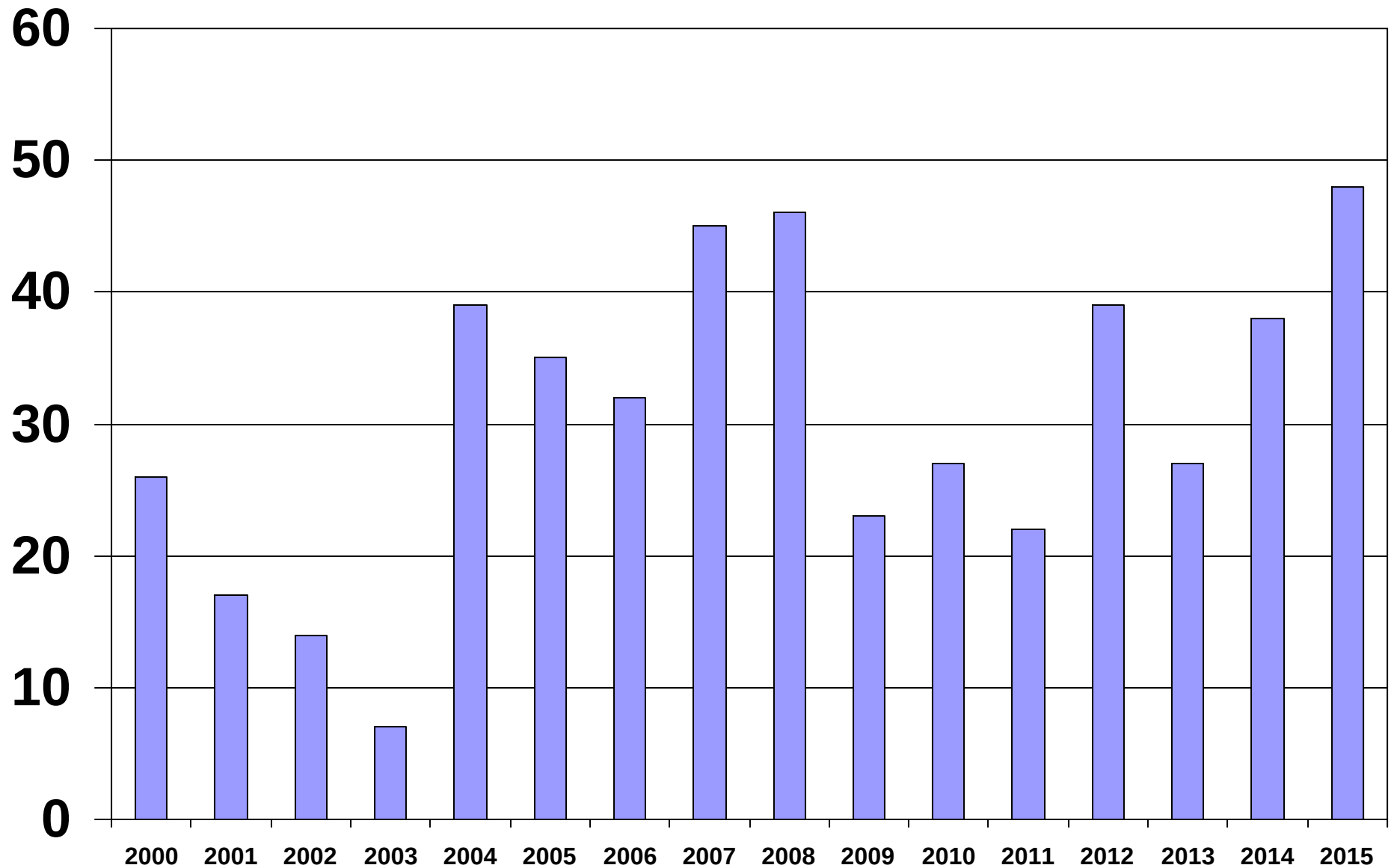
Homes Sold Over \$4 Million 2000 - 2015



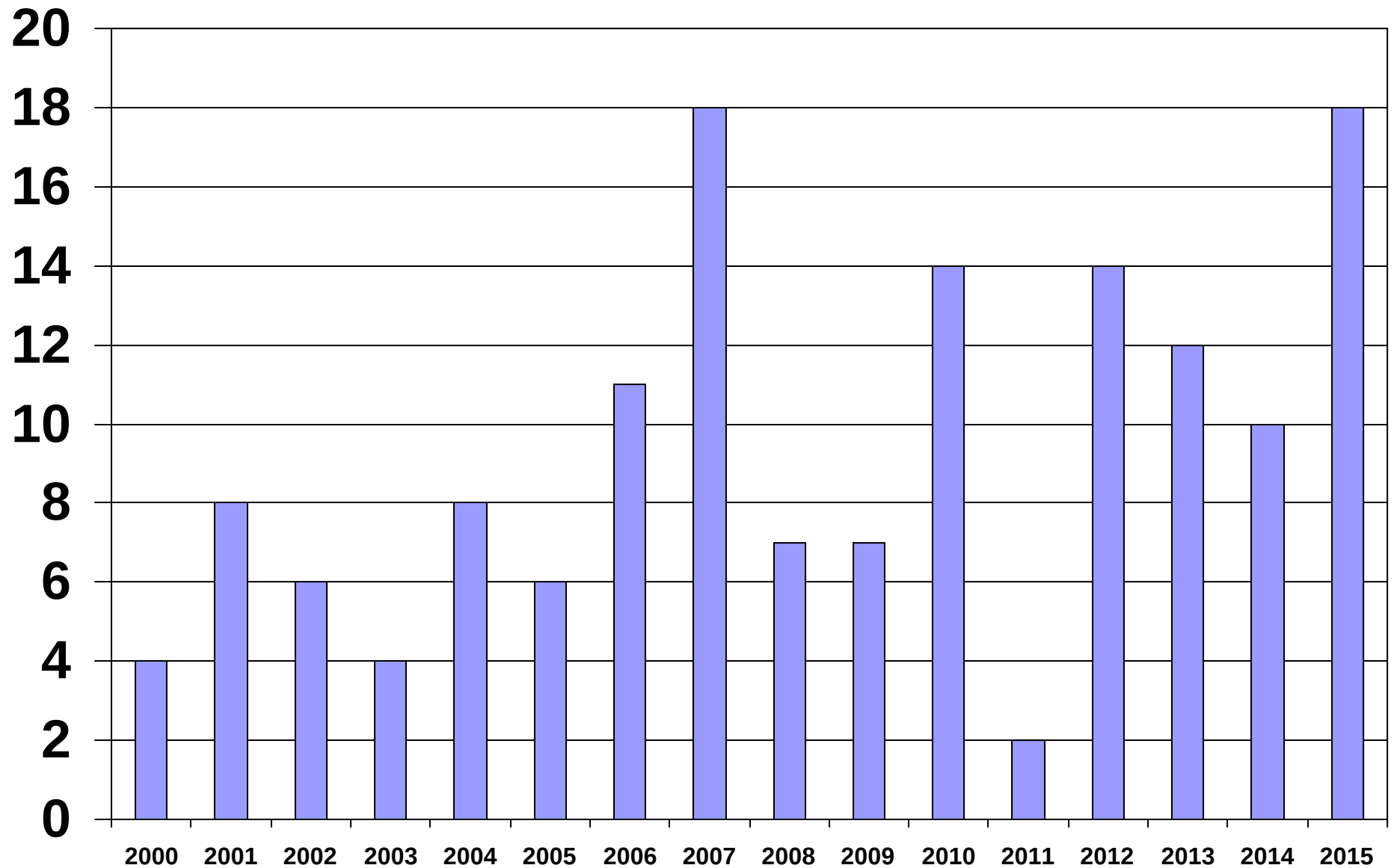
Homes Sold Over \$4 Million

	2014	2015	Difference
Number of Homes Sold	76	94	+ 24%
Average Days on Market	654	395	- 40%
Sales Price to Last Ask Price	93%	94%	+ 1%
Sales Price to First Ask Price	82%	86%	+ 5%

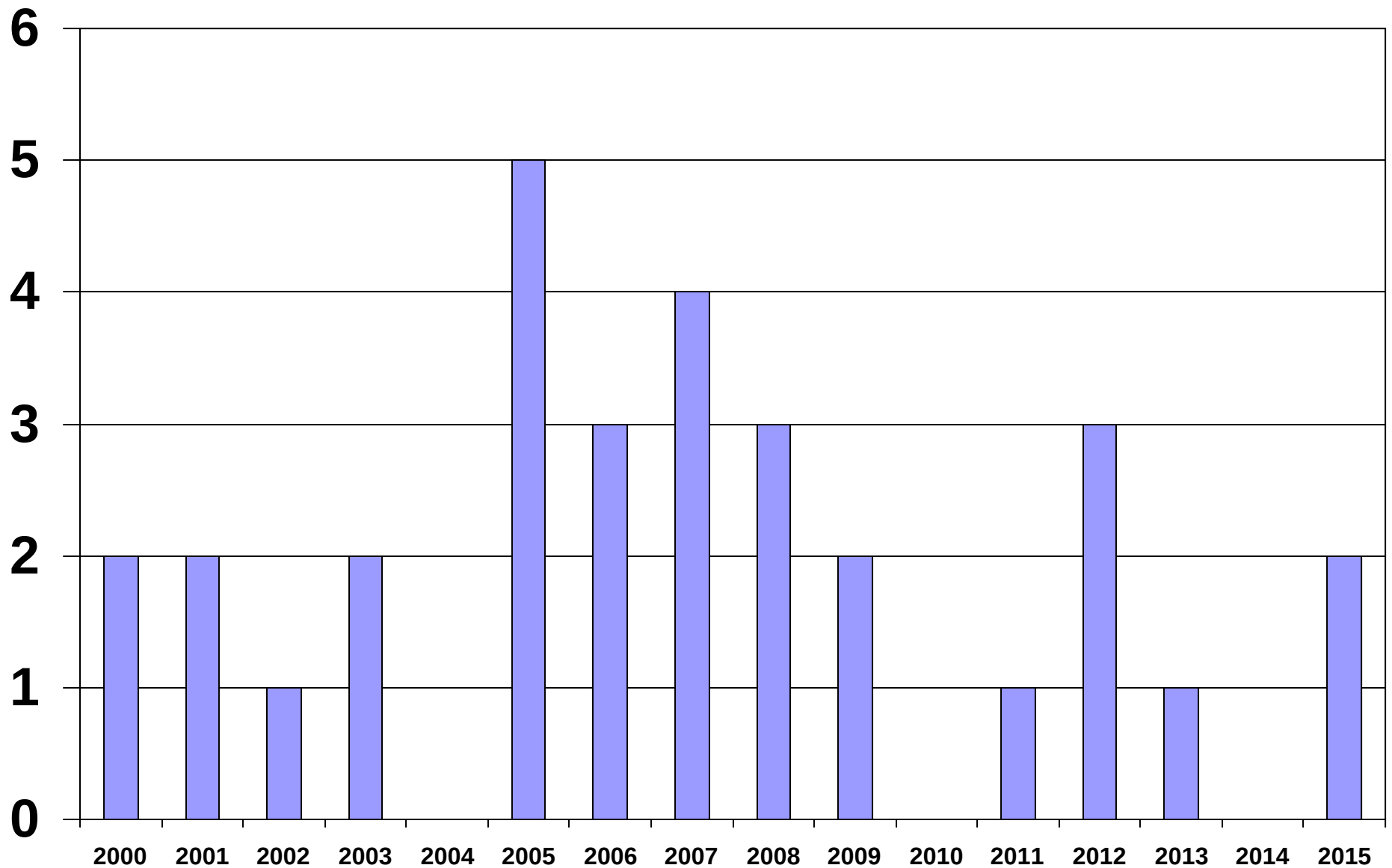
**SANTA BARBARA AREA HOMES SOLD
BETWEEN \$5 - \$10 MILLION
2000 - 2015**



**SANTA BARBARA AREA HOMES SOLD
BETWEEN \$10 - \$20 MILLION
2000 - 2015**



**SANTA BARBARA AREA HOMES SOLD
OVER \$20 MILLION
2000 - 2015**



Montecito/Santa Barbara Estate Market Compared to Consumer Confidence Index

Homes Sold Over \$4 Million

