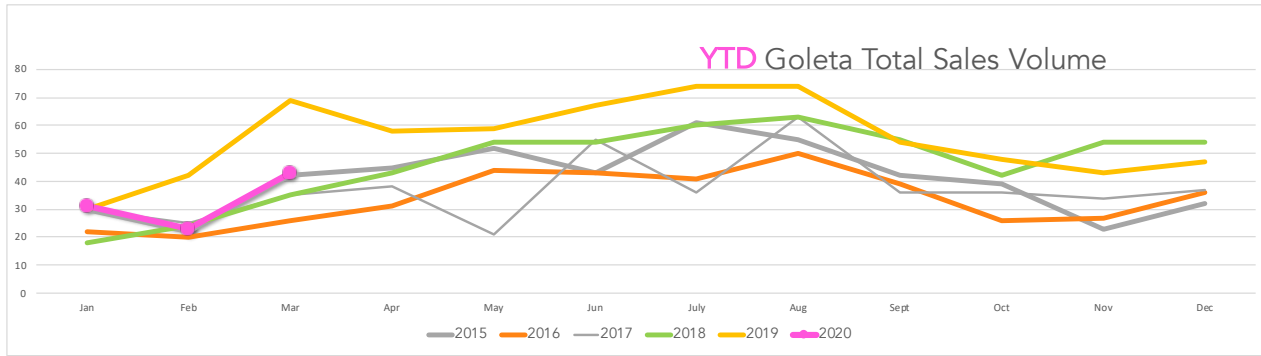




Goleta Sales Report

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2015	30	22	42	45	52	43	61	55	42	39	23	32	486
2016	22	20	26	31	44	43	41	50	39	26	27	36	405
2017	30	25	35	38	21	55	36	63	36	36	34	37	446
2018	18	24	35	43	54	54	60	63	55	42	54	54	556
2019	30	42	69	58	59	67	74	74	54	48	43	47	665
2020	31	23	43										

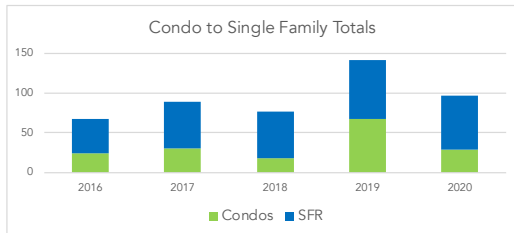
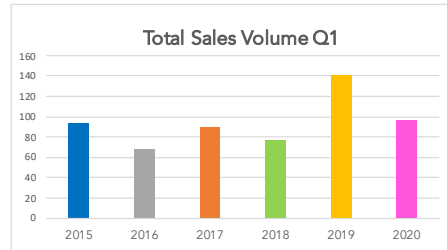


Q1

Year	Condos	SFR	TOTAL
2016	24	44	68
2017	31	59	90
2018	18	59	77
2019	67	74	141
2020	29	68	97

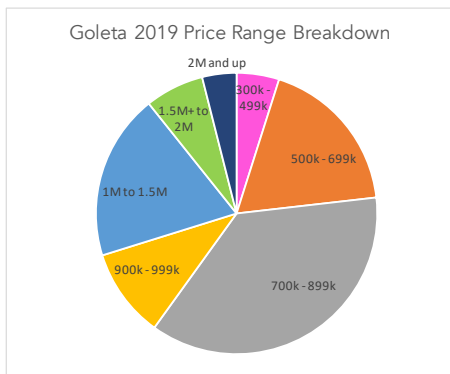
MARCH Q1

2015	94
2016	68
2017	90
2018	77
2019	141
2020	97



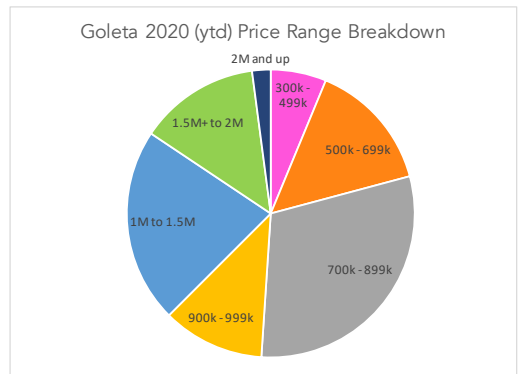
Price Range 2019

300k - 499k	31
500k - 699k	116
700k - 899k	233
900k - 999k	65
1M to 1.5M	121
1.5M+ to 2M	43
2M and up	25



Price Range 2020 ytd

300k - 499k	6
500k - 699k	14
700k - 899k	29
900k - 999k	11
1M to 1.5M	21
1.5M+ to 2M	13
2M and up	2



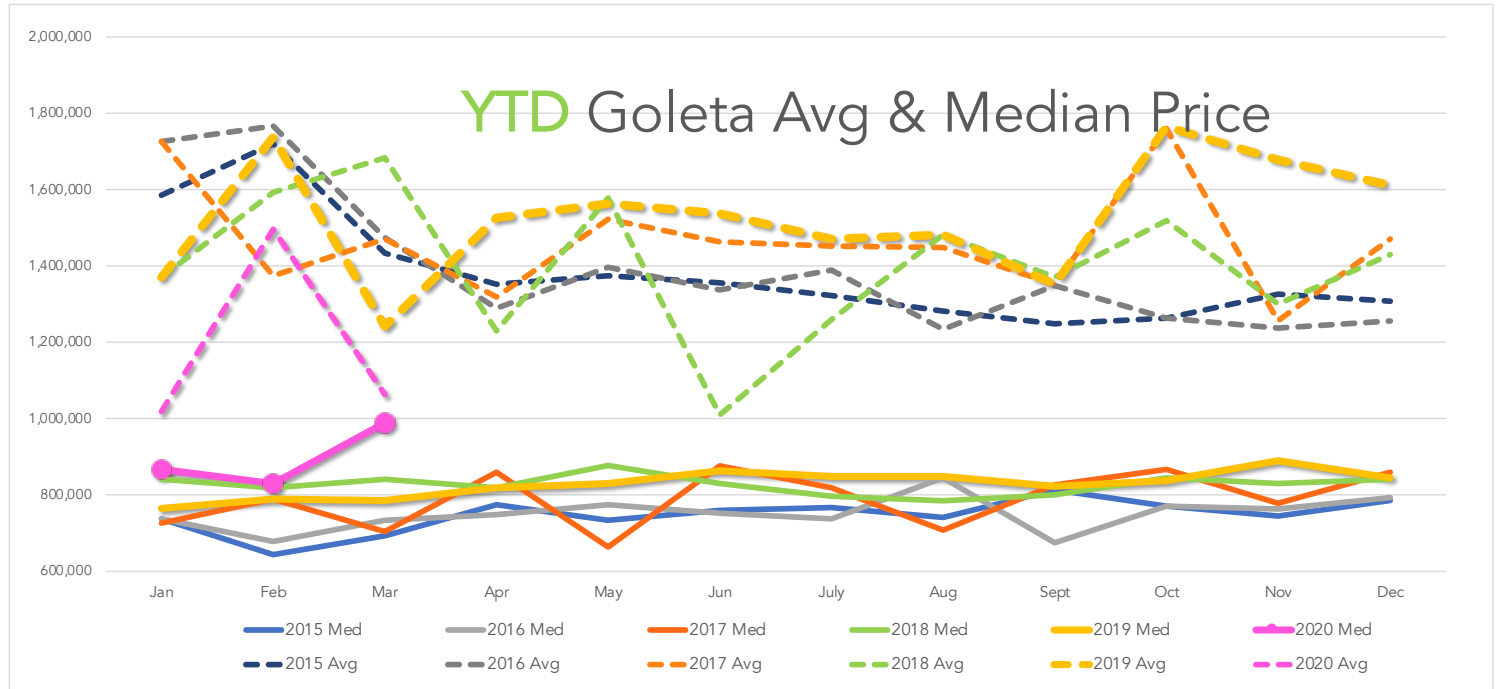


Goleta Median Price Report

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec
2015 Med	\$737,500	\$644,000	\$691,500	\$775,000	\$735,000	\$758,500	\$769,000	\$741,000	\$813,500	\$770,500	\$745,000	\$784,500
2016 Med	\$739,000	\$679,750	\$734,000	\$750,000	\$775,000	\$754,000	\$739,500	\$845,000	\$675,000	\$769,750	\$762,000	\$795,000
2017 Med	\$726,500	\$790,000	\$703,000	\$858,500	\$664,000	\$876,500	\$817,500	\$706,500	\$826,500	\$865,500	\$780,000	\$859,000
2018 Med	\$840,750	\$819,250	\$840,000	\$820,000	\$877,500	\$831,000	\$796,500	\$785,000	\$800,000	\$844,000	\$829,500	\$841,000
2019 Med	\$765,000	\$789,500	\$785,500	\$820,000	\$830,000	\$865,000	\$850,000	\$850,000	\$821,750	\$837,000	\$890,000	\$845,000
2020 Med	\$865,500	\$830,000	\$989,000									

Goleta Average Price Report

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec
2015 Avg	\$1,584,400	\$1,720,298	\$1,432,784	\$1,351,294	\$1,376,336	\$1,357,423	\$1,323,397	\$1,282,022	\$1,248,716	\$1,262,357	\$1,325,156	\$1,309,034
2016 Avg	\$1,728,102	\$1,766,727	\$1,474,726	\$1,289,308	\$1,396,740	\$1,337,512	\$1,388,010	\$1,234,202	\$1,348,990	\$1,262,357	\$1,236,476	\$1,257,018
2017 Avg	\$1,728,102	\$1,372,808	\$1,469,031	\$1,320,041	\$1,523,168	\$1,463,577	\$1,451,404	\$1,450,000	\$1,352,588	\$1,759,913	\$1,256,786	\$1,472,542
2018 Avg	\$1,371,989	\$1,593,815	\$1,683,621	\$1,229,441	\$1,577,132	\$1,010,000	\$1,260,547	\$1,482,219	\$1,371,088	\$1,517,896	\$1,300,237	\$1,428,459
2019 Avg	\$1,371,989	\$1,736,621	\$1,242,328	\$1,525,936	\$1,564,289	\$1,539,142	\$1,471,272	\$1,481,551	\$1,352,588	\$1,765,061	\$1,676,722	\$1,611,915
2020 Avg	\$1,018,952	\$1,496,465	\$1,064,035									



Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec
2015	30	22	42	45	52	43	61	55	42	39	23	32
2016	22	20	26	31	44	43	41	50	39	26	27	36
2017	30	25	35	38	21	55	36	63	36	36	34	37
2018	18	24	35	43	54	54	60	63	55	42	54	54
2019	30	42	69	58	59	67	74	44	54	48	43	47
2020	31	23	43									

