



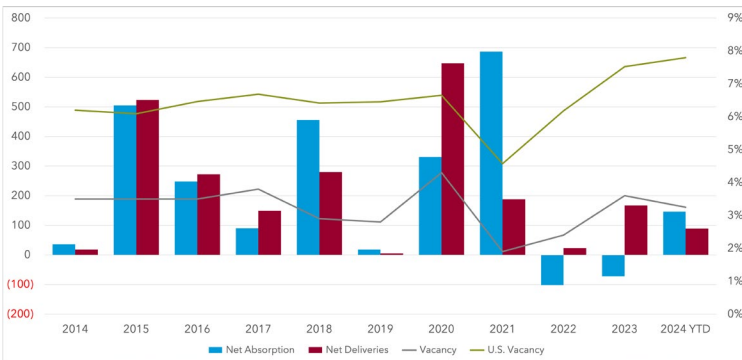
MULTIFAMILY MARKET OVERVIEW

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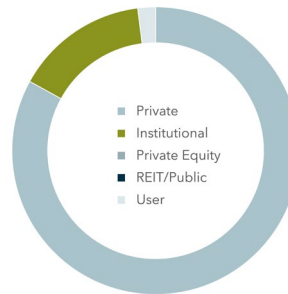
Santa Barbara's multifamily demand surged in Q3 2024 to its highest level since 2021, though it has been uneven in recent years. Vacancy stands at 3.2%, just below the long-term average of 3.5%. In the luxury segment, vacancy is elevated at 6.8%, following new inventory in late 2023. Development faces challenges due to local opposition and Coastal Commission restrictions. Approximately 2,300 units were added over the past decade, and the city must identify parcels for 5,700 new units by 2031. Average rents are \$2,474/month, with luxury units nearing \$3,500/month. Sales have averaged \$310,000/unit, with some trading over \$600,000/unit. Q4 2023 sales peaked with the \$113.5 million sale of Azure at a 5.7% cap rate by LA based Afton Properties.

MARKET INDICATORS	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023
▲ 12 Mo. Absorption Units	146	102	(11)	(72)	(133)
▼ Vacancy Rate	3.25%	3.3%	3.6%	3.6%	2.8%
▲ Asking Rent/Unit	\$2,483	\$2,451	\$2,417	\$2,399	\$2,398
▲ Sale Price/Unit	\$341,450	\$341,003	\$338,511	\$342,124	\$350,441
▲ Cap Rate	4.82%	4.81%	4.79%	4.70%	4.58%
▼ Under Construction Units	-	78	89	89	178
▲ Inventory Units	20,945	20,887	20,887	20,709	20,709

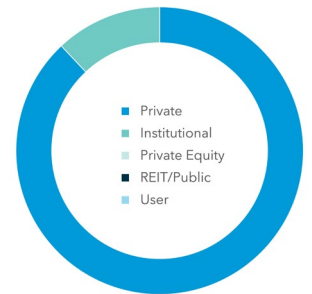
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
1021 E. Cypress Avenue Lompoc, CA	\$5,770,000 \$147,949 Per Unit	39	James Investment Partners Hollis Jane Price
701-717 N. F Street Lompoc, CA	\$5,250,000 \$175,000 Per Unit	30	Dario Pini McCarthy Companies
1001 E. Cypress Avenue Lompoc, CA	\$4,280,000 \$178,333 Per Unit	24	James Investment Partners Hollis Jane Price

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Mitsui & Co., Ltd.	\$113,500,000
Louis Ventura	\$11,250,000
Hollis Jane Price	\$10,050,000
Jeffrey L. Anastas	\$9,350,000
Cole Cervantes	\$7,250,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Afton Properties	\$113,500,000
Dario Pini	\$17,000,000
John A. Warkentin	\$11,250,000
James Investment Partners	\$10,050,000
Mercer Advisors	\$7,250,000

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