Current Survey Data for October 2007 - Combined South Coast Market Areas

| Market Area and General Survey Data | Unit Type | \# of Units in Survey | Average Floor Area | Monthly Rent in \$ |  |  | Monthly Rent in \$ per Sq. Ft. |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Lowest | Highest | Average | Lowest | Highest | Average |
|  |  |  |  |  |  |  |  |  |  |
| Total Properties Surveyed: 97 | Studio | 388 | 411 sq ft | \$700 | \$1,970 | \$945 | \$1.27 | \$3.23 | \$2.32 |
| Minimum Property Size: 4 Units | 1 Bedroom | 3,024 | 588 sq ft | \$800 | \$2,600 | \$1,218 | \$1.22 | \$3.07 | \$2.11 |
| Maximum Property Size: 183 Units | 2 Bedroom | 1,625 | 869 sq ft | \$1,000 | \$3,200 | \$1,799 | \$1.00 | \$4.29 | \$2.11 |
| Average Property Age: 40 Years | 3 Bedroom | 167 | 1,265 sq ft | \$1,675 | \$2,800 | \$2,239 | \$1.32 | \$2.31 | \$1.82 |
| Weighted Average Vacancy Rate: $1.38 \%$ | Overall | 5,204 | 684 sq ft | \$700 | \$3,200 | \$1,412 | \$1.00 | \$4.29 | \$2.11 |



All information provided above is from sources deemed to be reliable, but no guarantee or warranty is stated or implied herein.

## Historical Survey Data - Santa Barbara County - Combined South Coast Market Areas

| Unit | Average Monthly Rent in \$ |  |  |  |  |  |  |  |  | Average Monthly Rent in \$ per Sq. Ft. |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Type | Oct-05 | $\% \pm$ to | Apr-06 | $\% \pm$ to | Oct-06 | $\% \pm$ to | Apr-07 | $\% \pm$ to | Oct-07 | Oct-05 | $\% \pm$ to | Apr-06 | $\% \pm$ to | Oct-06 | $\% \pm$ to | Apr-07 | $\% \pm$ to | Oct-07 |


| Studio | \$881 | 1.8\% | \$897 | 1.5\% | \$911 | 0.7\% | \$917 | 3.1\% | \$945 | \$2.25 | 1.7\% | \$2.29 | 0.5\% | \$2.30 | 0.4\% | \$2.31 | 0.7\% | \$2.32 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 Bedroom | \$1,089 | 3.0\% | \$1,122 | 0.9\% | \$1,132 | 2.5\% | \$1,160 | 5.0\% | \$1,218 | \$1.88 | 2.9\% | \$1.94 | 1.6\% | \$1.97 | 2.4\% | \$2.01 | 4.6\% | \$2.11 |
| 2 Bedroom | \$1,616 | 2.2\% | \$1,651 | 0.7\% | \$1,663 | 2.7\% | \$1,708 | 5.3\% | \$1,799 | \$1.88 | 2.1\% | \$1.92 | 0.8\% | \$1.94 | 2.6\% | \$1.99 | 6.1\% | \$2.11 |
| 3 Bedroom | \$2,057 | 1.2\% | \$2,081 | 0.6\% | \$2,094 | 2.0\% | \$2,135 | 4.9\% | \$2,239 | \$1.68 | 1.2\% | \$1.70 | 0.5\% | \$1.71 | 1.6\% | \$1.74 | 4.9\% | \$1.82 |
| Overall | \$1,264 | 2.5\% | \$1,295 | 1.0\% | \$1,308 | 2.5\% | \$1,340 | 5.3\% | \$1,412 | \$1.91 | 2.5\% | \$1.96 | 1.1\% | \$1.98 | 2.2\% | \$2.02 | 4.5\% | \$2.11 |
| Weighted Average Vacancy Rate for Dates Indicated Above: |  |  |  |  |  |  |  |  |  | 1.60\% |  | 1.34\% |  | 1.41\% |  | 2.26\% |  | 1.38\% |



All information provided above is from sources deemed to be reliable, but no guarantee or warranty is stated or implied herein.

## Current Survey Data for October 2007 - City of Santa Barbara Market Area

| Market Area and General Survey Data | Unit Type | \# of Units in Survey | Average <br> Floor Area | Monthly Rent in \$ |  |  | Monthly Rent in \$ per Sq. Ft. |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Lowest | Highest | Average | Lowest | Highest | Average |
| Total Properties Surveyed: 47 | Studio | 114 | 458 sq ft | \$700 | \$1,970 | \$977 | \$1.27 | \$3.13 | \$2.15 |
| Minimum Property Size: 8 Units | 1 Bedroom | 1,436 | 581 sq ft | \$850 | \$2,600 | \$1,203 | \$1.22 | \$2.84 | \$2.12 |
| Maximum Property Size: 168 Units | 2 Bedroom | 674 | 934 sq ft | \$1,000 | \$3,200 | \$1,722 | \$1.00 | \$3.13 | \$1.88 |
| Average Property Age: 44 Years | 3 Bedroom | 84 | $1,471 \mathrm{sq} \mathrm{ft}$ | \$1,675 | \$2,800 | \$2,325 | \$1.32 | \$2.15 | \$1.60 |
| Weighted Average Vacancy Rate: 1.59\% | Overall | 2,308 | 711 sq ft | \$700 | \$3,200 | \$1,384 | \$1.00 | \$3.13 | \$2.03 |



All information provided above is from sources deemed to be reliable, but no guarantee or warranty is stated or implied herein.

Historical Survey Data - City of Santa Barbara Market Area

| Unit Type | Average Monthly Rent in \$ |  |  |  |  |  |  |  |  | Average Monthly Rent in \$ per Sq. Ft. |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oct-05 | $\% \pm$ to | Apr-06 | $\% \pm$ to | Oct-06 | $\% \pm$ to | Apr-07 | $\% \pm$ to | Oct-07 | Oct-05 | $\% \pm$ to | Apr-06 | $\% \pm$ to | Oct-06 | $\% \pm$ to | Apr-07 | $\% \pm$ to | Oct-07 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Studio | \$883 | 2.4\% | \$903 | 2.3\% | \$924 | 1.4\% | \$937 | 4.3\% | \$977 | \$2.09 | 2.8\% | \$2.15 | -4.6\% | \$2.05 | 1.4\% | \$2.08 | 3.3\% | \$2.15 |
| 1 Bedroom | \$1,105 | 2.6\% | \$1,134 | 1.0\% | \$1,145 | 2.5\% | \$1,174 | 2.5\% | \$1,203 | \$1.93 | 2.9\% | \$1.98 | 2.4\% | \$2.03 | 2.2\% | \$2.08 | 2.4\% | \$2.12 |
| 2 Bedroom | \$1,582 | 0.2\% | \$1,585 | 0.7\% | \$1,596 | 3.0\% | \$1,644 | 4.8\% | \$1,722 | \$1.74 | 0.4\% | \$1.74 | 0.9\% | \$1.76 | 2.9\% | \$1.81 | 3.7\% | \$1.88 |
| 3 Bedroom | \$2,113 | 1.7\% | \$2,149 | 0.1\% | \$2,151 | 3.5\% | \$2,225 | 4.5\% | \$2,325 | \$1.45 | 1.9\% | \$1.48 | 0.3\% | \$1.48 | 3.2\% | \$1.53 | 4.3\% | \$1.60 |
| Overall | \$1,265 | 1.6\% | \$1,285 | 1.3\% | \$1,302 | 2.7\% | \$1,337 | 3.6\% | \$1,384 | \$1.87 | 2.2\% | \$1.91 | 1.3\% | \$1.93 | 2.4\% | \$1.98 | 2.8\% | \$2.03 |
| Weighted Average Vacancy Rate for Dates Indicated Above: |  |  |  |  |  |  |  |  |  | 0.58\% |  | 0.68\% |  | 0.87\% |  | 1.56\% |  | 1.59\% |




All information provided above is from sources deemed to be reliable, but no guarantee or warranty is stated or implied herein.

## Current Survey Data for October 2007 - Goleta Valley Market Area

| Market Area and General Survey Data | Unit Type | \# of Units in Survey | Average Floor Area | Monthly Rent in \$ |  |  | Monthly Rent in \$ per Sq. Ft. |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Lowest | Highest | Average | Lowest | Highest | Average |
| - |  |  |  |  |  |  |  |  |  |
| Total Properties Surveyed: 19 | Studio | 61 | 450 sq ft | \$945 | \$1,095 | \$978 | \$1.96 | \$2.42 | \$2.20 |
| Minimum Property Size: 4 Units | 1 Bedroom | 652 | 588 sq ft | \$930 | \$1,710 | \$1,236 | \$1.66 | \$2.93 | \$2.10 |
| Maximum Property Size: 183 Units | 2 Bedroom | 398 | 831 sq ft | \$1,225 | \$2,140 | \$1,652 | \$1.55 | \$2.55 | \$1.99 |
| Average Property Age: 36 Years | 3 Bedroom | 81 | 1,054 sq ft | \$1,700 | \$2,305 | \$2,161 | \$1.75 | \$2.31 | \$2.06 |
| Weighted Average Vacancy Rate: $1.59 \%$ | Overall | 1,192 | 694 sq ft | \$930 | \$2,305 | \$1,425 | \$1.55 | \$2.93 | \$2.07 |



All information provided above is from sources deemed to be reliable, but no guarantee or warranty is stated or implied herein.

Historical Survey Data - Goleta Valley Market Area

| Unit Type | Average Monthly Rent in \$ |  |  |  |  |  |  |  |  | Average Monthly Rent in \$ per Sq. Ft. |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oct-05 | $\% \pm$ to | Apr-06 | $\% \pm$ to | Oct-06 | $\% \pm$ to | Apr-07 | $\% \pm$ to | Oct-07 | Oct-05 | $\% \pm$ to | Apr-06 | $\% \pm$ to | Oct-06 | $\% \pm$ to | Apr-07 | $\% \pm$ to | Oct-07 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Studio | \$934 | 0.3\% | \$936 | 0.0\% | \$936 | 0.1\% | \$937 | 4.3\% | \$978 | \$2.09 | 0.4\% | \$2.10 | 0.0\% | \$2.10 | 0.1\% | \$2.10 | 4.3\% | \$2.20 |
| 1 Bedroom | \$1,097 | 3.2\% | \$1,132 | 0.8\% | \$1,141 | 2.0\% | \$1,163 | 6.2\% | \$1,236 | \$1.89 | 2.2\% | \$1.93 | 0.8\% | \$1.95 | 1.9\% | \$1.99 | 6.0\% | \$2.10 |
| 2 Bedroom | \$1,528 | 1.6\% | \$1,552 | 1.3\% | \$1,573 | 1.6\% | \$1,598 | 3.4\% | \$1,652 | \$1.86 | 0.5\% | \$1.87 | 1.3\% | \$1.89 | 1.5\% | \$1.92 | 3.8\% | \$1.99 |
| 3 Bedroom | \$2,011 | 0.4\% | \$2,020 | 1.2\% | \$2,045 | 0.4\% | \$2,052 | 5.3\% | \$2,161 | \$1.91 | 0.5\% | \$1.92 | 1.2\% | \$1.95 | 0.4\% | \$1.95 | 5.2\% | \$2.06 |
| Overall | \$1,295 | 2.2\% | \$1,323 | 1.0\% | \$1,337 | 1.6\% | \$1,358 | 4.9\% | \$1,425 | \$1.89 | 1.5\% | \$1.92 | 0.9\% | \$1.94 | 1.6\% | \$1.97 | 5.1\% | \$2.07 |
| Weighted Average Vacancy Rate for Dates Indicated Above: |  |  |  |  |  |  |  |  |  | 1.60\% |  | 1.35\% |  | 1.31\% |  | 2.03\% |  | 1.59\% |



All information provided above is from sources deemed to be reliable, but no guarantee or warranty is stated or implied herein.

## Current Survey Data for October 2007 - Isla Vista Market Area

| Market Area and General Survey Data | Unit Type | \# of Units in Survey | Average Floor Area | Monthly Rent in \$ |  |  | Monthly Rent in \$ per Sq. Ft. |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Lowest | Highest | Average | Lowest | Highest | Average |
| 20 Prort |  |  |  |  |  |  |  |  |  |
| Total Properties Surveyed: 18 | Studio | 197 | 371 sq ft | \$875 | \$1,115 | \$922 | \$2.32 | \$3.23 | \$2.49 |
| Minimum Property Size: 14 Units | 1 Bedroom | 690 | 594 sq ft | \$1,065 | \$1,610 | \$1,249 | \$1.52 | \$3.07 | \$2.14 |
| Maximum Property Size: 170 Units | 2 Bedroom | 412 | 839 sq ft | \$1,505 | \$2,750 | \$2,076 | \$1.88 | \$4.16 | \$2.50 |
| Average Property Age: 37 Years | 3 Bedroom | 0 | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| Weighted Average Vacancy Rate: 0.15\% | Overall | 1,299 | 638 sq ft | \$875 | \$2,750 | \$1,462 | \$1.52 | \$4.16 | \$2.31 |



All information provided above is from sources deemed to be reliable, but no guarantee or warranty is stated or implied herein.

Historical Survey Data - Isla Vista Market Area

| Unit Type | Average Monthly Rent in \$ |  |  |  |  |  |  |  |  | Average Monthly Rent in \$ per Sq. Ft. |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oct-05 | $\% \pm$ to | Apr-06 | $\% \pm$ to | Oct-06 | $\% \pm$ to | Apr-07 | $\% \pm$ to | Oct-07 | Oct-05 | $\% \pm$ to | Apr-06 | $\% \pm$ to | Oct-06 | $\% \pm$ to | Apr-07 | $\% \pm$ to | Oct-07 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Studio | \$827 | 2.3\% | \$846 | 2.4\% | \$867 | 1.6\% | \$881 | 4.7\% | \$922 | \$2.23 | 1.9\% | \$2.28 | 2.5\% | \$2.33 | 1.3\% | \$2.37 | 5.1\% | \$2.49 |
| 1 Bedroom | \$1,052 | 4.0\% | \$1,094 | 0.9\% | \$1,103 | 3.0\% | \$1,137 | 9.9\% | \$1,249 | \$1.79 | 4.1\% | \$1.87 | 0.9\% | \$1.88 | 3.0\% | \$1.94 | 10.3\% | \$2.14 |
| 2 Bedroom | \$1,807 | 5.7\% | \$1,911 | 0.3\% | \$1,917 | 3.8\% | \$1,989 | 4.4\% | \$2,076 | \$2.15 | 5.7\% | \$2.27 | 0.3\% | \$2.28 | 3.5\% | \$2.36 | 5.8\% | \$2.50 |
| 3 Bedroom | n/a |  | $\mathrm{n} / \mathrm{a}$ |  | n/a |  | $\mathrm{n} / \mathrm{a}$ |  | $\mathrm{n} / \mathrm{a}$ | n/a |  | n/a |  | n/a |  | n/a |  | n/a |
| Overall | \$1,257 | 4.6\% | \$1,315 | 0.8\% | \$1,325 | 3.2\% | \$1,367 | 6.9\% | \$1,462 | \$1.97 | 4.3\% | \$2.06 | 1.0\% | \$2.08 | 2.9\% | \$2.14 | 7.8\% | \$2.31 |
| Weighted Average Vacancy Rate for Dates Indicated Above: |  |  |  |  |  |  |  |  |  | 0.00\% |  | 1.21\% |  | 1.49\% |  | 1.07\% |  | 0.15\% |




All information provided above is from sources deemed to be reliable, but no guarantee or warranty is stated or implied herein.

## Current Survey Data for October 2007 - City of Carpinteria Market Area

| Market Area and General Survey Data | Unit Type | \# of Units in Survey | Average Floor Area | Monthly Rent in \$ |  |  | Monthly Rent in \$ per Sq. Ft. |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Lowest | Highest | Average | Lowest | Highest | Average |
| 退 |  |  |  |  |  |  |  |  |  |
| Total Properties Surveyed: 13 | Studio | 16 | 425 sq ft | \$800 | \$950 | \$888 | \$2.00 | \$2.13 | \$2.09 |
| Minimum Property Size: 5 Units | 1 Bedroom | 246 | 609 sq ft | \$800 | \$1,645 | \$1,173 | \$1.33 | \$2.99 | \$1.93 |
| Maximum Property Size: 169 Units | 2 Bedroom | 141 | 750 sq ft | \$1,200 | \$3,000 | \$1,765 | \$1.60 | \$4.29 | \$2.39 |
| Average Property Age: 37 Years | 3 Bedroom | 2 | $1,175 \mathrm{sq} \mathrm{ft}$ | \$1,800 | \$1,850 | \$1,825 | \$1.42 | \$1.71 | \$1.57 |
| Weighted Average Vacancy Rate: 3.53\% | Overall | 405 | 654 sq ft | \$800 | \$3,000 | \$1,371 | \$1.33 | \$4.29 | \$2.09 |



All information provided above is from sources deemed to be reliable, but no guarantee or warranty is stated or implied herein.

Historical Survey Data - City of Carpinteria Market Area

| Unit Type | Average Monthly Rent in \$ |  |  |  |  |  |  |  |  | Average Monthly Rent in \$ per Sq. Ft. |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oct-05 | $\% \pm$ to | Apr-06 | $\% \pm$ to | Oct-06 | $\% \pm$ to | Apr-07 | $\% \pm$ to | Oct-07 | Oct-05 | $\% \pm$ to | Apr-06 | $\% \pm$ to | Oct-06 | \% $\pm$ to | Apr-07 | $\% \pm$ to | Oct-07 |
| Studio | \$981 | 0.6\% | \$987 | 0.0\% | \$987 | -1.9\% | \$967 | $-8.3 \%$ | \$888 | \$2.76 | 0.4\% | \$2.78 | 0.0\% | \$2.78 | -2.7\% | \$2.70 | -22.8\% | \$2.09 |
| 1 Bedroom | \$1,087 | 1.1\% | \$1,098 | 0.2\% | \$1,101 | 2.6\% | \$1,130 | 3.8\% | \$1,173 | \$1.82 | 1.1\% | \$1.84 | 0.2\% | \$1.84 | 2.6\% | \$1.89 | 2.2\% | \$1.93 |
| 2 Bedroom | \$1,402 | 1.4\% | \$1,422 | 0.0\% | \$1,422 | 0.0\% | \$1,422 | 24.1\% | \$1,765 | \$1.88 | 1.5\% | \$1.90 | 0.0\% | \$1.90 | 0.0\% | \$1.90 | 25.3\% | \$2.39 |
| 3 Bedroom | \$1,625 | 10.8\% | \$1,800 | -5.6\% | \$1,700 | 0.0\% | \$1,700 | 7.4\% | \$1,825 | \$1.40 | 9.6\% | \$1.53 | -5.0\% | \$1.45 | 0.0\% | \$1.45 | 7.9\% | \$1.57 |
| Overall | \$1,162 | 1.2\% | \$1,176 | 0.0\% | \$1,176 | 0.7\% | \$1,184 | 15.7\% | \$1,371 | \$2.06 | 1.0\% | \$2.08 | 0.1\% | \$2.08 | 0.2\% | \$2.09 | 0.4\% | \$2.09 |
| Weighted Average Vacancy Rate for Dates Indicated Above: |  |  |  |  |  |  |  |  |  | 7.57\% |  | 3.93\% |  | 3.47\% |  | 6.83\% |  | 3.53\% |



All information provided above is from sources deemed to be reliable, but no guarantee or warranty is stated or implied herein.

