



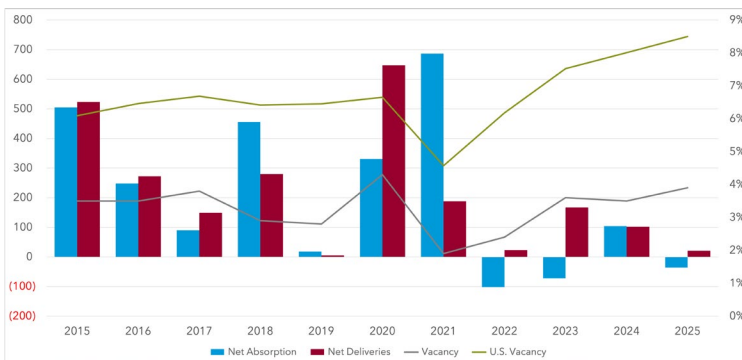
MULTIFAMILY MARKET OVERVIEW

STEVEN LEIDER, *Senior Vice President*

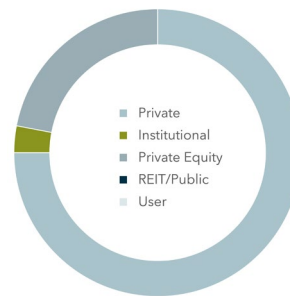
Santa Barbara's multifamily market remains tightly balanced supported by limited inventory and modest population growth. Demand turned positive in 2024 for the first time since 2021, though absorption has largely flattened in 2025. Vacancy held at 3.9% in Q4 2025, slightly above the long-term average, and is expected to remain stable through 2026 due to minimal new supply. Construction activity remains limited with few units scheduled to deliver despite 540 units in the broader pipeline. Rent growth moderated to 0.5% year over year but remains positive, with strong cumulative gains over the past five years. While long-term fundamentals remain sound, rent growth is expected to stay below historical norms in the near term.

MARKET INDICATORS	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024
▼ 12 Mo. Absorption Units	(38)	91	108	189	104
▲ Vacancy Rate	3.84%	3.27%	3.32%	3.30%	3.50%
▼ Asking Rent/Unit	\$2,531.00	\$2,544.00	\$2,540.00	\$2,505.00	\$2,508.00
▼ Sale Price/Unit	\$342,615	\$354,659	\$350,680	\$347,175	\$340,000
▲ Cap Rate	4.82%	4.75%	4.78%	4.78%	4.78%
▲ Under Construction Units	541	201	92	-	-
▲ Inventory Units	21,242	21,114	21,003	20,953	20,924

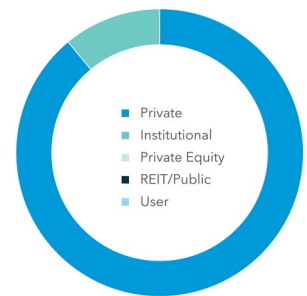
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
6588 Segovia Road Santa Barbara, CA	\$4,350,000 \$310,714 Per Unit	14	Amy Lizardi Herbert Shulte
618 Olive Street Santa Barbara, CA	\$3,650,000 \$608,333 Per Unit	6	Jean Daley Ed St. George
19 W. Padre Street Santa Barbara, CA	\$2,950,000 \$327,778 Per Unit	9	Parma Properties LLC Allison Gerber O'Donoghue

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Richard Fogg	\$21,150,000
Edward St George	\$10,425,000
Jorge & Lorena Escamilla	\$6,500,000
Jessica Chiu	\$5,850,000
Broida Family LP	\$4,400,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
StonePark Capital	\$21,150,000
Dario Pini Investments	\$17,500,000
John Kenyon	\$6,775,000
Anne Marie Catazano	\$4,400,000
Amy Lizardi	\$4,350,000

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