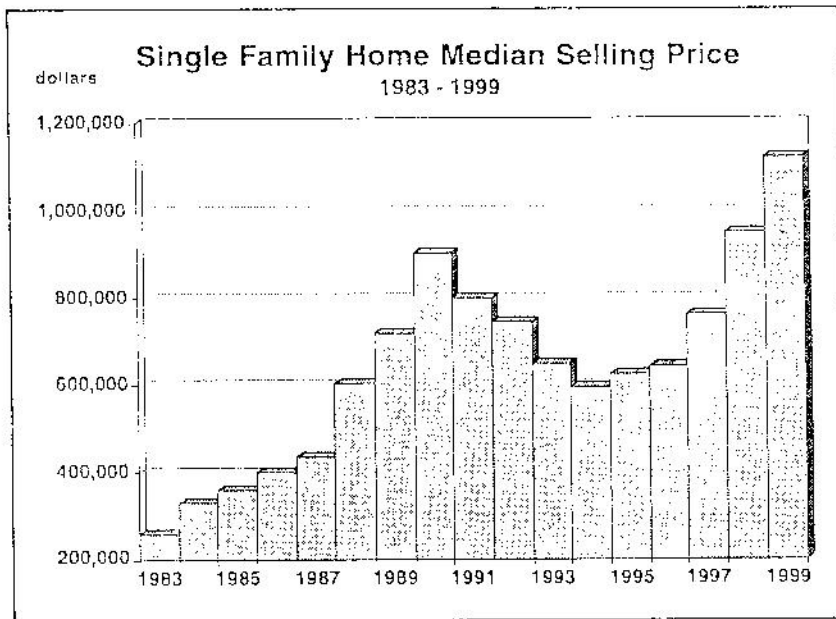


MONTECITO (AREA 10)

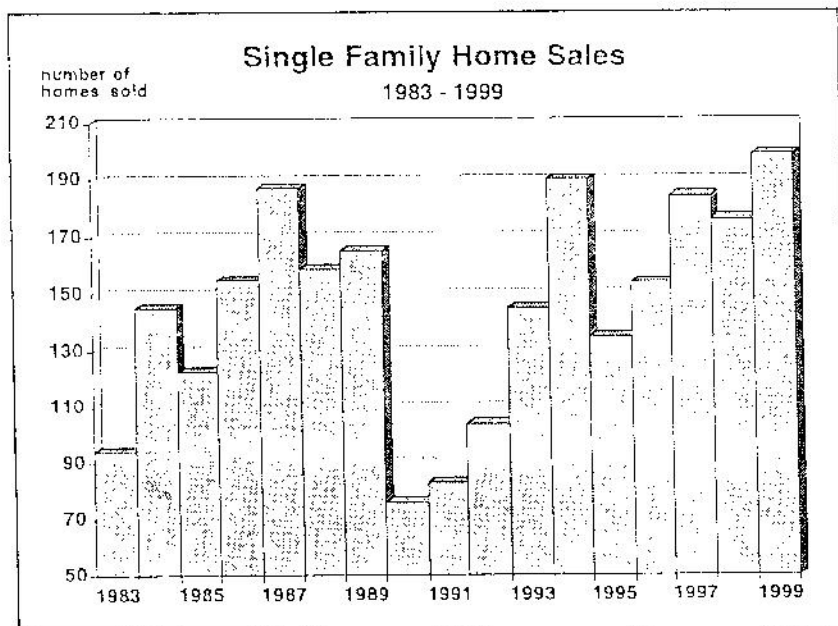
RESIDENTIAL SALES



Median Home Selling Prices

The median selling price rose 18 percent to \$1,121,850 in 1999. This is the highest median selling value on record in the Montecito area. Since 1996, the median home selling price has soared 74 percent.

The average selling value in the Montecito area was \$1,287,800. The average price in 1999 represented a 25 percent increase over 1998.



Home Sales

Single family home sales advanced 13 percent in 1999 to the highest annual total on record. The combination of strong sales and significantly higher selling prices pushed total selling volume up 41 percent in 1999 to \$256 million.