






SOUTH SANTA BARBARA COUNTY

RESIDENTIAL STATISTICS

JULY 2021

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SINGLE FAMILY	 <p>\$2,940,274 Average Sales Price</p> <p>\$1,900,000 Median Sales Price</p>	CONDOMINIUM	 <p>\$892,294 Average Sales Price</p> <p>\$810,000 Median Sales Price</p>	SINGLE FAMILY	<p>Sales Avg Median</p> <p>Carp \$2,770,167 \$1,200,000. Gol \$1,964,597 \$1,465,000 Mont \$6,717,795 \$5,338,750 HR \$7,075,000 \$7,075,000 SB \$2,054,868 \$1,632,000 Summ \$1,644,500 \$1,644,000</p>			
	<p>133 Single Family Sold July 2021</p>		<p>SINGLE</p> <p>July 2021 SALES Carpinteria 9 Goleta 31 Montecito 22 Hope Ranch 2 Santa Barbara 68 Summerland 1</p>		<p>CONDOMINIUM</p> <p>Sale Price Avg. Median</p> <p>Carp \$707,294 \$650,000 Gol \$805,200 \$815,000 Mont \$1,300,000 \$1,300,000 Hope Ranch n/a SB \$1,080,083 \$837,500 Summ n/a n/a</p>			
<p>68 Condos Sold July 2021</p>	<p>CONDOMINIUM</p> <p>July 2021 SALES Carpinteria 17 Goleta 25 Montecito 2 Hope Ranch n/a Santa Barbara 24 Summerland n/a</p>	<p>Total Sales 201 (↑ 6%) July '21 v. July '20</p>						
 <p>CASH SALES 28%</p>	<p>Average Days on Market</p> <table border="1"> <tr> <td>SFR/PUD</td> <td>CONDO</td> </tr> <tr> <td>53</td> <td>44</td> </tr> </table>		SFR/PUD	CONDO	53	44	<p>Inventory 1.17 month supply</p>	
SFR/PUD	CONDO							
53	44							



 <p>Condominium July '21 v. July '20</p>	<p>↑ 8%</p> <p>2021 68 Total Sales 2020 63 Total Sales</p>	<p>↓ .2%</p> <p>2021 \$892,294 Average 2020 \$894,278 Average</p>	<p>↑ 6%</p> <p>2021 \$810,000 Median 2020 \$764,000 Median</p>
 <p>Single Family July '21 v. July '20</p>	<p>↑ 5%</p> <p>2021 133 Total Sales 2020 127 Total Sales</p>	<p>↑ 17%</p> <p>2021 \$2,940,274 Average 2020 \$2,520,728 Average</p>	<p>↑ 13%</p> <p>2021 \$1,900,000 Median 2020 \$1,675,000 Median</p>


SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS





July
YTD 2021

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SINGLE FAMILY	 \$3,096,927 Average Sales Price \$1,927,500 Median Sales Price	CONDOMINIUM	 \$1,010,990 Average Sales Price \$820,000 Median Sales Price	Total Sales 1355 (↑-%48) \$2,482,692 (↑%47) Average \$1,500,000 (↑%32) Median July '21 V July '20
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 956 Single Family Sold Jan-July 2021	SINGLE FAMILY	YTD 2021 SALES Carpinteria 45 Sales: \$2,733,744 Avg \$1,370,000. Median Goleta 216 Sales \$1,561,325 Avg \$1,278,000 Median. Montecito 217 Sales \$6,316,614 Avg. \$4,655,000 Median Hope Ranch 44 Sales \$5,464,659 Avg. \$4,723,250 Median Santa Barbara 424 Sales \$2,010,196 Avg \$1,710,000 Median. Summerland 10 Sales \$3,692,450 Avg \$2,800,000 Median.	CONDOMINIUM	YTD 2021 SALES Carpinteria: 90 Sales \$770,017 Avg. Price \$697,500 Median Goleta 110 Sales \$749,809 Avg. Price \$710,000 Median Montecito 36 Sales \$2,030,278. AvgPrice 1,850,000 Median Hope Ranch n/a Santa Barbara 161 Sales \$1,093,569 Avg. Price \$930,000 Median Summerland 2 Sales \$1,225,000 Avg Price \$1,225,000 Median
 399 Condos Sold Jan-July 2021				CASH SALES YTD 33%

 Condominium Jan.- July '21 v Jan July '20	 56% 2021 399 Total Sales 2020 256 Total Sales	 17% 2021 \$1,010,990 Average 2020 \$863,934 Average	 11% 2021 \$820,000 Median 2020 \$741,500 Median
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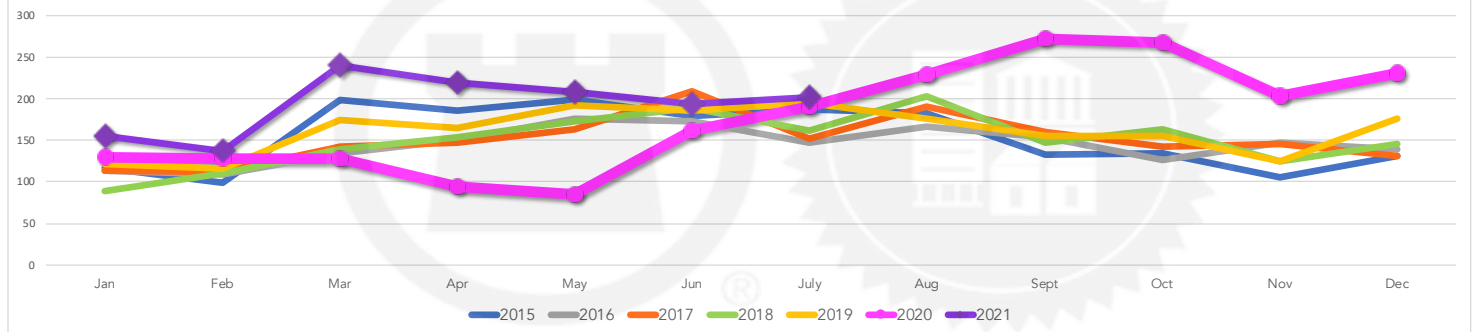
 SingleFamily Jan-July '21 v Jan-July '20	 45% 2021 956 Total Sales 2020 659 Total Sales	 55% 2021 \$3,096,927 Average 2020 \$2,001,949 Average	 40% 2021 \$1,927,500 Median 2020 \$1,375,000 Median
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Fidelity National Title Group-Santa Barbara

YTD Santa Barbara Real Estate Report

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2015	117	99	198	185	199	179	188	182	133	134	106	132	1,852
2016	114	109	134	151	176	173	147	166	153	126	148	140	1,737
2017	114	112	143	148	164	209	152	190	160	143	146	132	1,813
2018	89	111	140	153	173	189	161	203	147	164	124	146	1,800
2019	121	116	174	165	192	186	195	176	156	155	124	176	1,936
2020	129	128	128	94	85	161	190	229	272	267	204	231	2,118
2021	156	137	240	219	208	194	201						

YTD Santa Barbara Total Sales Volume

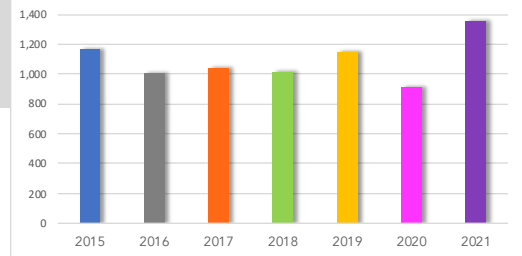


YTD CONDO/SFR Sales Total

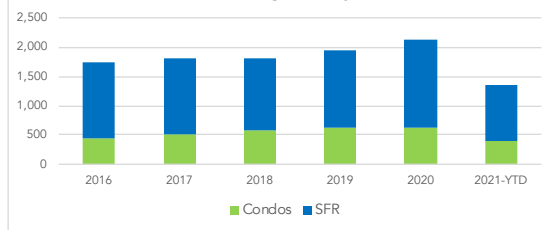
Year	Condos	SFR	TOTAL	Condo %
2016	454	1,283	1,737	26%
2017	502	1,311	1,813	28%
2018	570	1,230	1,800	32%
2019	634	1,302	1,936	33%
2020	624	1,494	2,118	29%
2021-YTD	399	956	1,355	29%

Year	YTD Trans Volume	% Change
2015	1,165	n/a
2016	1,004	-14%
2017	1,042	4%
2018	1,016	-2%
2019	1,149	13%
2020	915	-20%
2021	1,355	48%

YTD Transaction Volume



Condo to Single Family Totals



TOTAL YTD Sales Dollar Volume

Year	Total Sales Dollar Volume	% Change
2016	\$2,393,974,000	
2017	\$2,592,122,524	8%
2018	\$2,589,711,931	0%
2019	\$3,043,923,281	18%
2020	\$4,142,544,870	36%
YTD-2021	\$3,364,047,518	-19%

(as of 7/21)

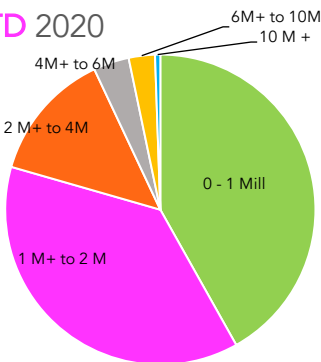
CASH Transactions

Year	Month	#	Total Trans	%
2020	JUL	58	190	31%
	AUG	69	229	30%
	SEP	75	272	28%
	OCT	66	267	25%
	NOV	46	204	23%
2021	DEC	67	231	29%
	JAN	45	157	29%
	FEB	48	137	35%
	MAR	84	240	35%
	APR	65	219	30%
	MAY	82	208	39%
	JUN	66	194	34%
JUL	57	201	28%	

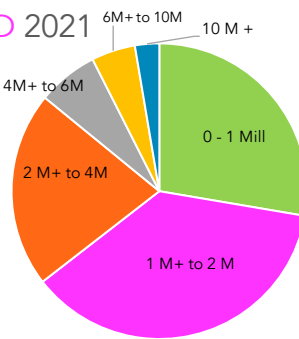
Price Range (Millions)	Volume
0 - 1 Mill	383
1 M+ to 2 M	344
2 M+ to 4M	124
4M+ to 6M	34
6M+ to 10M	25
10 M +	5
TOTAL	915

Price Range (Millions)	Volume
0 - 1 Mill	375
1 M+ to 2 M	499
2 M+ to 4M	290
4M+ to 6M	90
6M+ to 10M	65
10 M +	36
TOTAL	1355

YTD 2020



YTD 2021



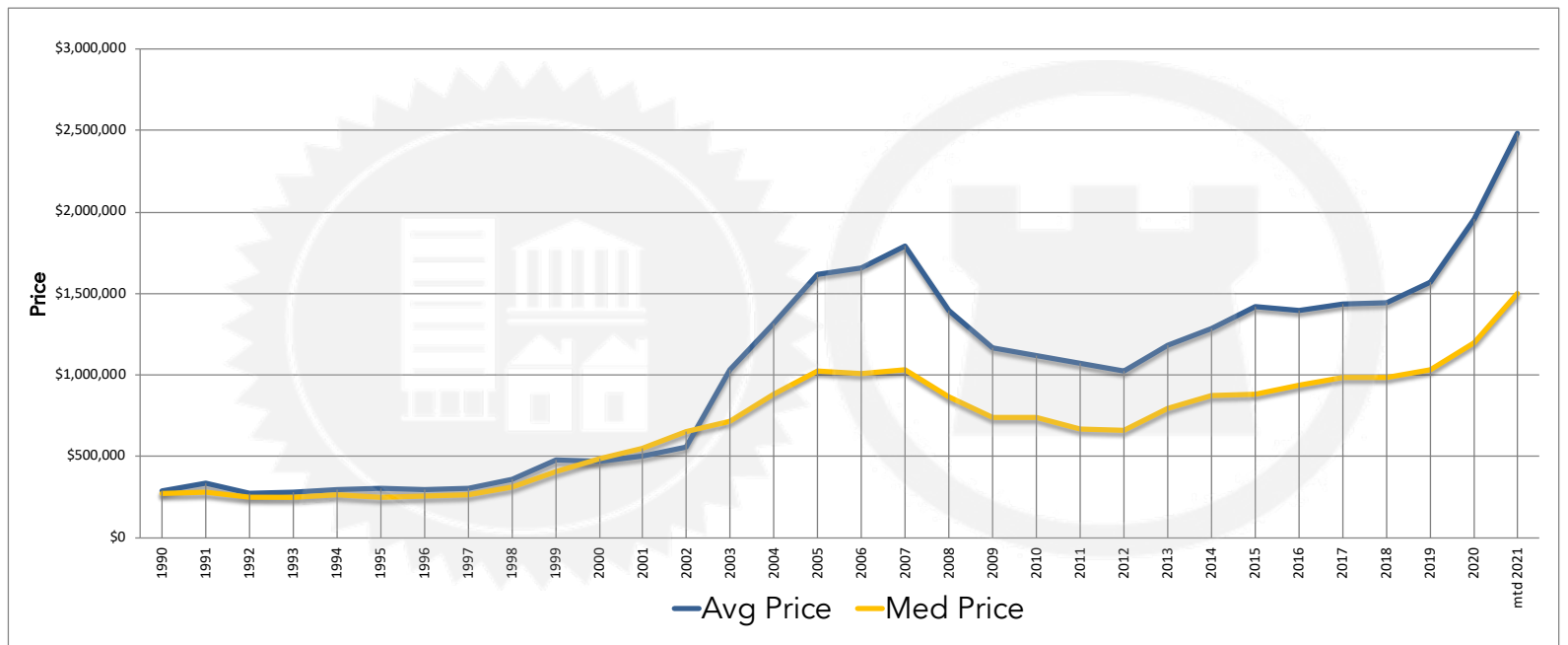
% CASH



	Avg Price	Med Price	%Chg-Median
1990	\$286,375	\$271,500	
1991	\$335,881	\$279,500	3%
1992	\$274,051	\$250,000	-11%
1993	\$279,521	\$252,750	1%
1994	\$294,875	\$265,000	5%
1995	\$301,005	\$253,000	-5%
1996	\$297,017	\$260,000	3%
1997	\$305,749	\$265,000	2%
1998	\$356,432	\$315,000	19%
1999	\$480,892	\$407,500	29%
2000	\$468,085	\$489,000	20%
2001	\$502,424	\$550,000	12%
2002	\$558,359	\$650,000	18%
2003	\$1,028,464	\$714,250	10%
2004	\$1,316,333	\$882,121	24%
2005	\$1,614,263	\$1,026,417	16%
2006	\$1,657,277	\$1,010,063	-2%
2007	\$1,787,898	\$1,031,500	2%
2008	\$1,399,546	\$863,167	-16%
2009	\$1,168,269	\$739,566	-14%
2010	\$1,120,227	\$739,271	0%
2011	\$1,074,837	\$666,417	-10%
2012	\$1,025,906	\$659,250	-1%
2013	\$1,185,541	\$792,042	20%
2014	\$1,283,202	\$870,833	10%
2015	\$1,421,840	\$883,854	1%
2016	\$1,394,559	\$936,042	6%
2017	\$1,431,321	\$986,000	5%
2018	\$1,439,635	\$982,796	0%
2019	\$1,569,842	\$1,029,000	5%
2020	\$1,955,284	\$1,200,000	17%
mtd 2021	\$2,482,692	\$1,500,000	25%

South Santa Barbara County 31-Year Average & Median Price

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



information deemed reliable but not guaranteed

IN

DATA
Real Estate
Statistics

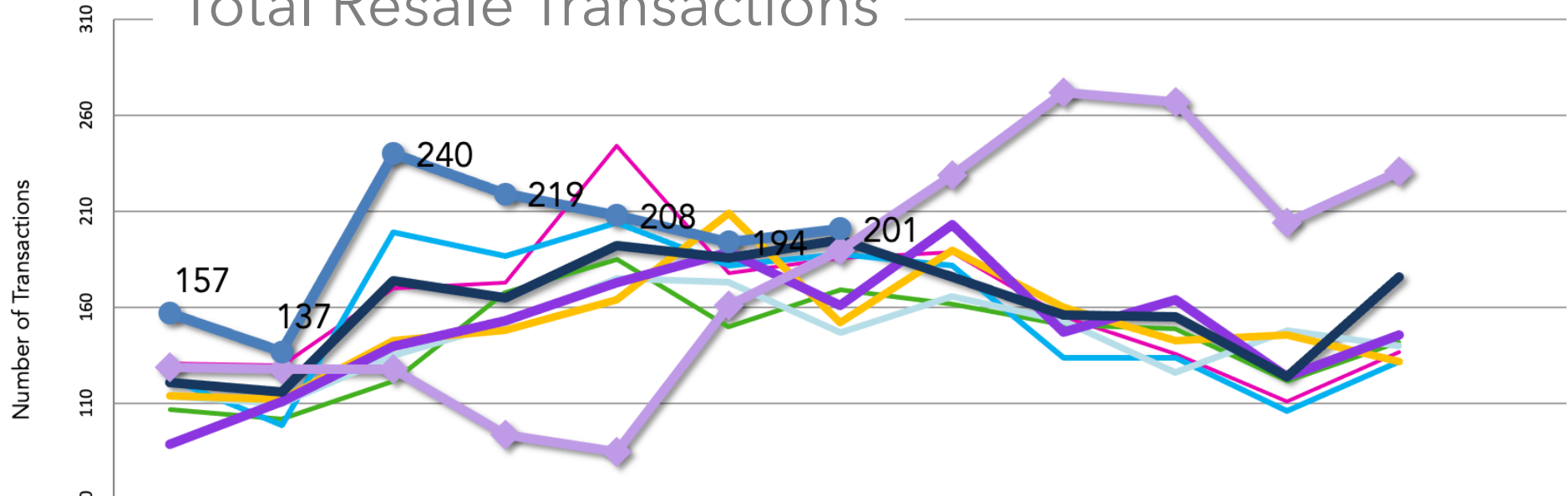
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Market Trends

South Santa Barbara County

July 2021

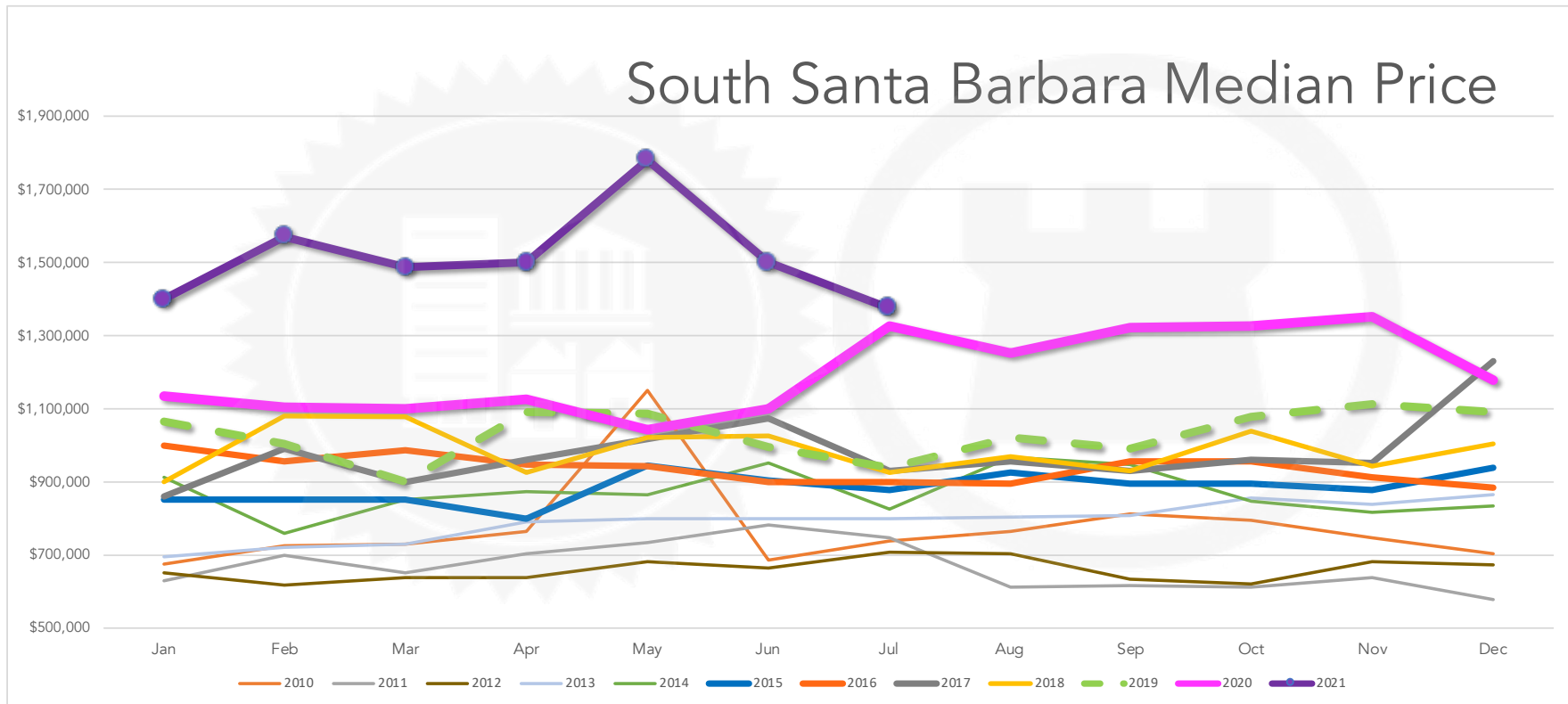
Total Resale Transactions



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	131	130	170	173	244	178	186	189	155	136	111	137
2014	107	102	122	168	185	150	169	162	151	149	122	142
2015	123	99	199	187	204	182	188	182	134	134	106	132
2016	114	110	135	152	175	173	147	166	153	126	148	140
2017	114	112	143	148	164	209	152	190	160	143	146	132
2018	89	111	140	153	173	189	161	203	147	164	124	146
2019	121	116	174	165	192	186	195	176	156	155	124	176
2020	129	128	128	94	85	161	190	229	272	267	204	231
2021	157	137	240	219	208	194	201					



Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD AVG	%Change
2010	\$675,000	\$725,000	\$730,000	\$762,500	\$1,150,000	\$687,500	\$740,000	\$762,500	\$811,750	\$794,750	\$745,000	\$702,500	\$773,875	n/a
2011	\$628,500	\$700,000	\$653,000	\$702,000	\$733,250	\$782,000	\$745,000	\$611,000	\$616,250	\$610,000	\$638,000	\$578,000	\$666,417	-14%
2012	\$652,000	\$617,500	\$640,000	\$640,000	\$680,000	\$662,500	\$707,500	\$705,500	\$631,750	\$620,000	\$681,250	\$673,000	\$659,250	-1%
2013	\$695,000	\$721,500	\$727,500	\$790,000	\$801,000	\$800,500	\$797,000	\$803,000	\$810,000	\$857,000	\$837,000	\$865,000	\$792,042	20%
2014	\$914,000	\$759,000	\$850,000	\$875,000	\$865,000	\$950,000	\$824,500	\$967,500	\$949,000	\$847,000	\$815,250	\$833,750	\$870,833	10%
2015	\$850,000	\$850,000	\$850,000	\$799,000	\$944,500	\$904,500	\$878,000	\$924,500	\$895,000	\$895,250	\$878,000	\$937,500	\$883,854	1%
2016	\$999,000	\$954,500	\$985,000	\$949,000	\$945,000	\$900,000	\$899,000	\$894,500	\$955,000	\$955,000	\$912,500	\$884,000	\$936,042	6%
2017	\$860,000	\$991,500	\$900,000	\$960,500	\$1,015,000	\$1,072,500	\$930,000	\$954,000	\$930,000	\$959,000	\$953,000	\$1,230,000	\$979,625	5%
2018	\$900,000	\$1,080,000	\$1,079,500	\$927,500	\$1,020,000	\$1,025,000	\$925,000	\$970,000	\$929,000	\$1,038,456	\$942,000	\$1,004,000	\$986,705	1%
2019	\$1,066,500	\$1,005,000	\$900,000	\$1,090,000	\$1,087,500	\$994,500	\$940,000	\$1,022,500	\$992,500	\$1,079,000	\$1,112,500	\$1,089,250	\$1,031,604	5%
2020	\$1,135,000	\$1,102,500	\$1,100,000	\$1,125,500	\$1,042,500	\$1,100,000	\$1,325,000	\$1,250,000	\$1,322,500	\$1,325,000	\$1,351,500	\$1,177,500	\$1,196,417	16%
2021	\$1,400,000	\$1,572,000	\$1,485,000	\$1,500,000	\$1,780,000	\$1,498,591	\$1,375,000						\$1,515,799	27%



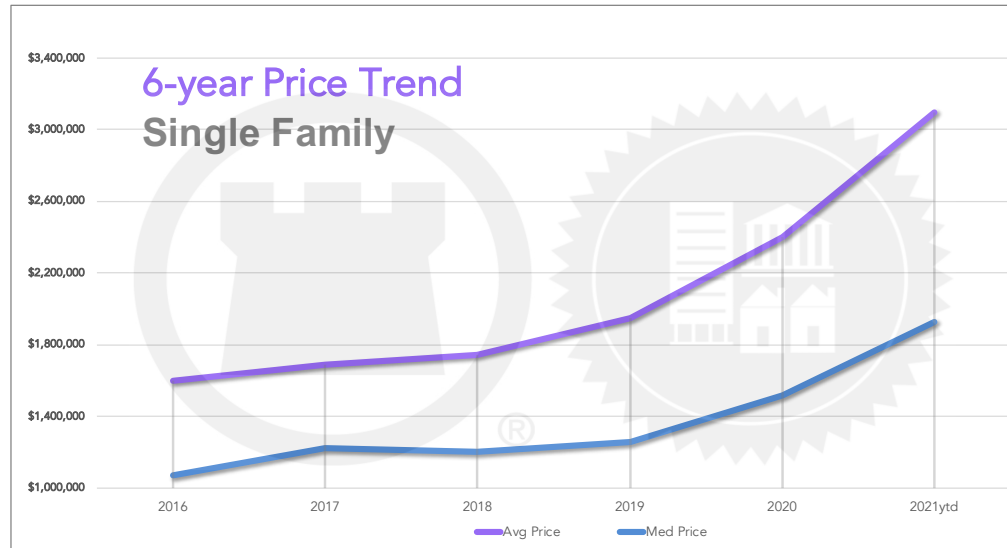
The above data is based on resale activity for Goleta, Santa Barbara, Montecito, and Carpinteria. This data does not include mobile homes. The above information is deemed reliable, but not guaranteed.



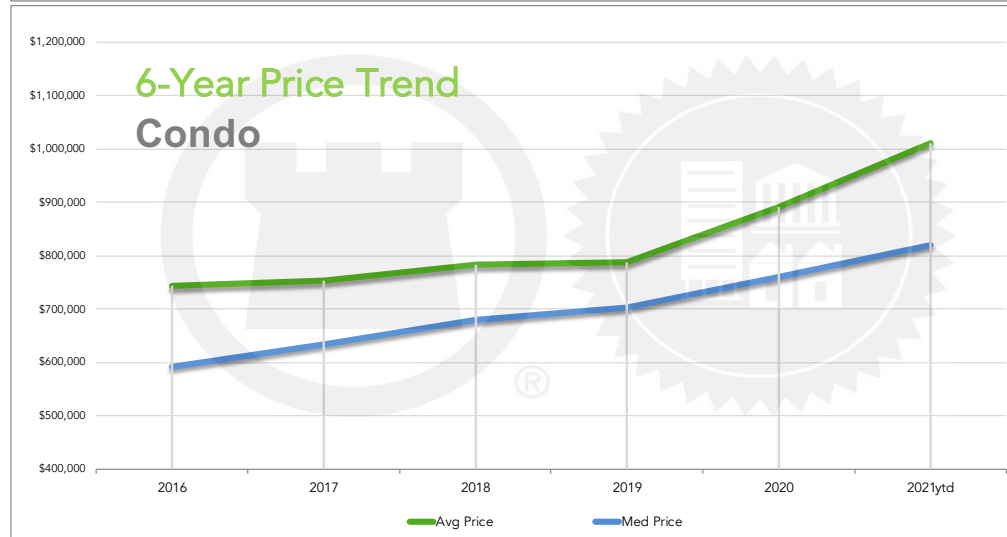
Single Family & Condo Price Trends

South Santa Barbara County

	Avg Price	Med Price	%Chg
2016	\$1,599,049	\$1,071,500	
2017	\$1,691,084	\$1,225,000	14%
2018	\$1,742,749	\$1,200,000	-2%
2019	\$1,949,237	\$1,258,000	5%
2020	\$2,400,813	\$1,517,500	21%
2021ytd	\$3,096,927	\$1,927,500	27%



	Avg Price	Med Price	%Chg
2016	\$743,607	\$592,000	
2017	\$753,971	\$635,000	7%
2018	\$782,685	\$680,000	7%
2019	\$788,910	\$702,250	3%
2020	\$890,594	\$760,000	8%
2021ytd	\$1,010,990	\$820,000	8%



South Santa Barbara County

Price Report July 2021

SOUTH COUNTY

Date	Sales	Avg. Price	%Change	Median Price	% Change	>1 Million
Jul-21	201	\$2,247,425	13%	\$1,375,000	4%	141
Jul-20	190	\$1,981,432	35%	\$1,325,000	41%	58
Jul-19	195	\$1,471,272	17%	\$940,000	2%	58
Jul-18	161	\$1,260,547	-13%	\$925,000	-1%	58
Jul-17	152	\$1,451,404	5%	\$930,000	3%	58
Jul-16	147	\$1,388,010	5%	\$899,000	2%	58
Jul-15	188	\$1,323,397	-6%	\$878,000	7%	58

GOLETA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Jul-21	56	\$1,447,009	46%	\$1,062,000	25%
Jul-20	50	\$991,990	1%	\$847,000	0%
Jul-19	74	\$983,762	18%	\$850,000	7%
Jul-18	60	\$833,392	-5%	\$796,500	-3%
Jul-17	36	\$873,000	13%	\$817,500	11%
Jul-16	41	\$771,366	0%	\$739,000	-4%
Jul-15	61	\$770,958	2%	\$769,000	21%

SANTA BARBARA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Jul-21	92	\$1,800,576	21%	\$1,500,000	6%
Jul-20	73	\$1,482,979	26%	\$1,415,000	55%
Jul-19	82	\$1,174,807	3%	\$915,000	-13%
Jul-18	70	\$1,143,364	0%	\$1,052,250	11%
Jul-17	75	\$1,140,920	-2%	\$945,000	-4%
Jul-16	66	\$1,159,886	7%	\$982,500	4%
Jul-15	89	\$1,089,000	9%	\$944,000	14%

CARPINTERIA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Jul-21	26	\$1,421,365	45%	\$815,000	-1%
Jul-20	16	\$979,719	-61%	\$822,000	-6%
Jul-19	15	\$2,519,400	200%	\$875,000	13%
Jul-18	8	\$838,750	-47%	\$772,000	3%
Jul-17	21	\$1,594,976	13%	\$750,000	2%
Jul-16	14	\$1,412,429	68%	\$737,750	24%
Jul-15	13	\$838,846	17%	\$595,000	-22%

MONTECITO

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Jul-21	24	\$6,266,313	53%	\$4,566,250	49%
Jul-20	42	\$4,099,405	12%	\$3,055,000	8%
Jul-19	20	\$3,674,975	41%	\$2,832,750	7%
Jul-18	18	\$2,600,778	-27%	\$2,655,000	-18%
Jul-17	16	\$3,556,156	26%	\$3,219,000	29%
Jul-16	22	\$2,823,950	-46%	\$2,500,000	8%
Jul-15	16	\$5,278,321	31%	\$2,325,000	-26%

SUMMERLAND

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Jul-21	1	\$3,550,000	31%	\$3,550,000	43%
Jul-20	3	\$2,704,833	99%	\$2,482,000	82%
Jul-19	2	\$1,362,500	1%	\$1,362,500	1%
Jul-18	2	\$1,355,000	-18%	\$1,355,000	-18%
Jul-17	1	\$1,662,500	-8%	\$1,662,500	-8%
Jul-16	2	\$1,802,500	64%	\$1,802,500	86%
Jul-15	6	\$1,101,833	28%	\$970,000	25%

HOPE RANCH

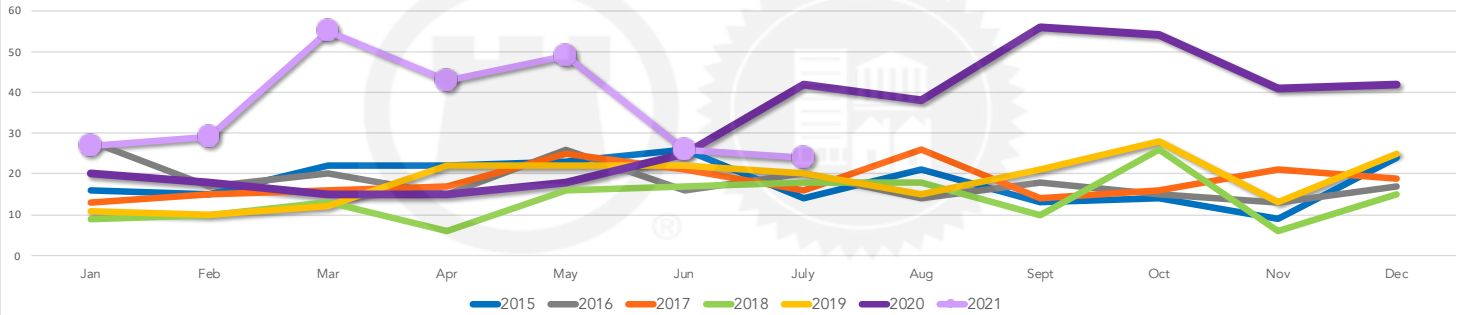
Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Jul-21	2	\$7,075,000	87%	\$7,075,000	162%
Jul-20	6	\$3,775,000	101%	\$2,700,000	44%
Jul-19	2	\$1,875,000	-66%	\$1,875,000	-41%
Jul-18	3	\$5,558,333	61%	\$3,200,000	-6%
Jul-17	3	\$3,462,333	16%	\$3,387,500	13%
Jul-16	2	\$2,987,500	-38%	\$2,987,500	-38%
Jul-15	2	\$4,847,750	150%	\$4,847,750	179%

Fidelity National Title Group-Santa Barbara

YTD Montecito Real Estate Report

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2015	16	15	22	22	23	26	14	21	13	14	9	24	219
2016	28	17	20	15	26	16	20	14	18	15	13	17	219
2017	13	15	16	17	25	21	16	26	14	16	21	19	219
2018	9	10	13	6	16	17	18	18	10	26	6	15	164
2019	11	10	12	22	22	22	20	15	21	28	13	25	221
2020	20	18	15	15	18	25	42	38	56	54	41	42	384
2021	27	29	55	43	49	26	24						253

YTD Montecito Total Sales Volume



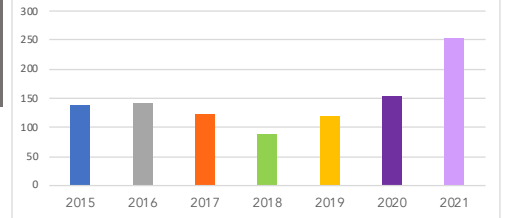
YTD Sales Total

Year	Condos	SFR	TOTAL	% CONDO
2016	25	194	219	11%
2017	29	190	219	13%
2018	22	142	164	13%
2019	24	197	221	11%
2020	52	332	384	14%
2021-YTD	36	217	253	14%

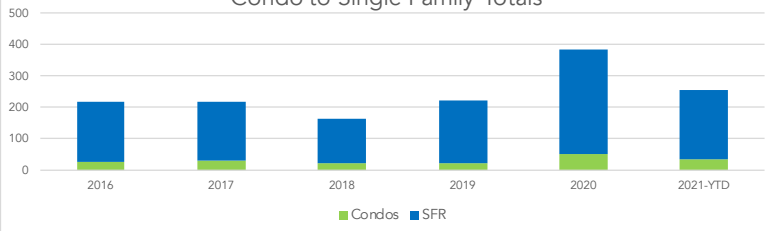
YTD Volume

Year	Volume	%Chng
2015	138	
2016	142	3%
2017	123	-13%
2018	89	-28%
2019	119	34%
2020	153	29%
2021	253	65%

YTD Sales Volume compare



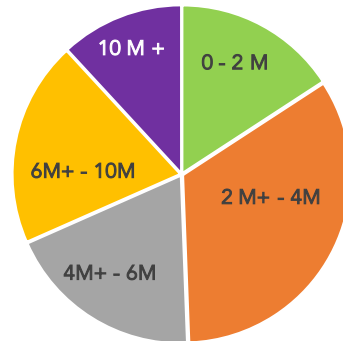
Condo to Single Family Totals



ALL-CASH TRANSACTIONS

	#	Total Sales	% of Total
2020 JUL	17	42	40%
AUG	23	38	61%
SEP	27	56	48%
OCT	21	54	39%
NOV	14	41	34%
DEC	27	42	64%
2021 JAN	12	27	44%
FEB	17	29	59%
MAR	27	55	49%
APR	20	44	45%
MAY	33	49	67%
JUN	8	26	31%
JUL	6	24	25%

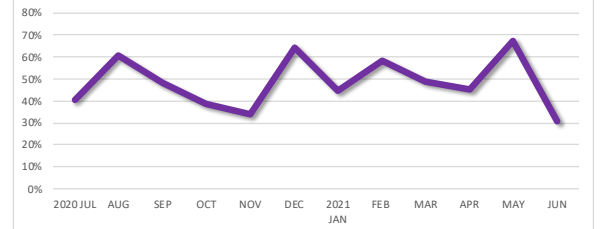
Price Range (Millions)	2021 YTD
0 - 2 M	40
2 M+ - 4M	85
4M+ - 6M	48
6M+ - 10M	50
10 M +	30
TOTAL	253



2021 YTD

Price Range Breakdown

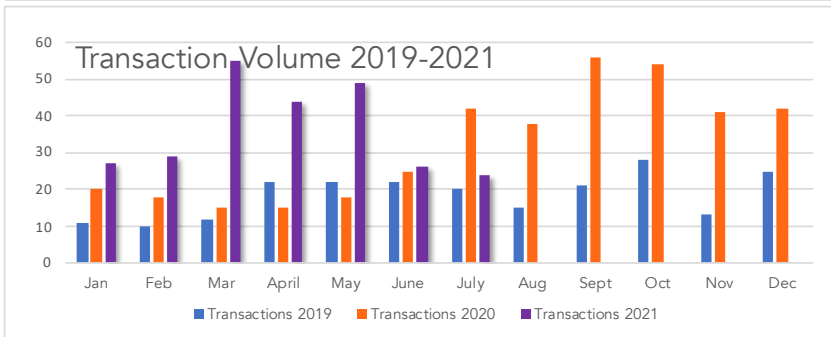
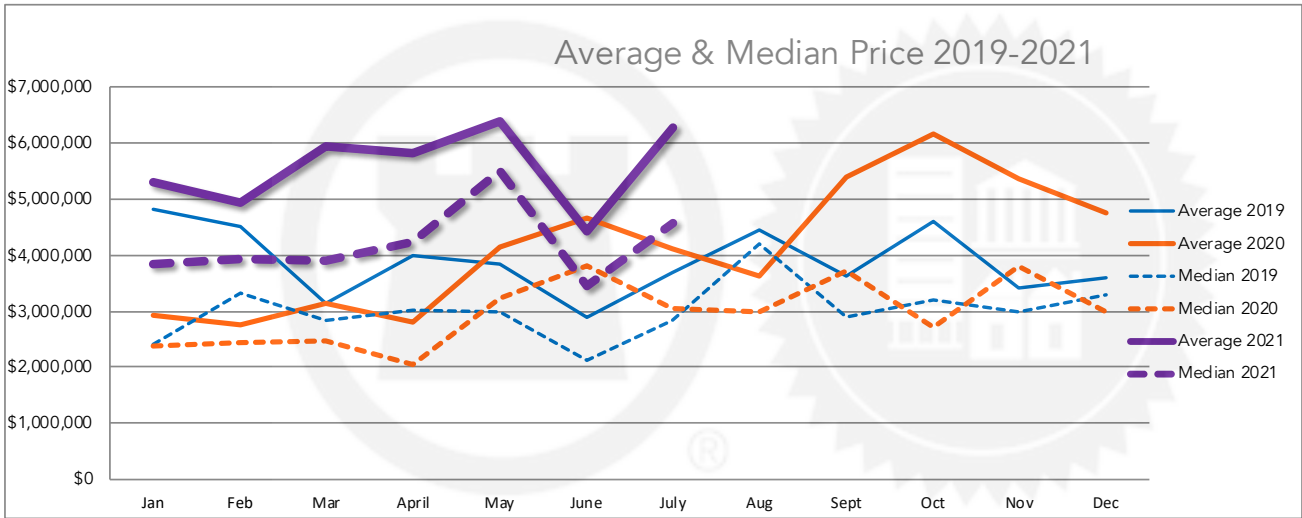
% ALL CASH



Montecito

Market Comparison 2019-2021

	Transactions			% Change	Average			% Change	Median			% Change
	2019	2020	2021		2019	2020	2021		2019	2020	2021	
Jan	11	20	27	35%	\$4,817,136	\$2,921,125	\$5,307,000	82%	\$2,400,000	\$2,370,000	\$3,855,000	63%
Feb	10	18	29	61%	\$4,506,550	\$2,757,278	\$4,928,397	79%	\$3,325,000	\$2,447,500	\$3,925,000	60%
Mar	12	15	55	267%	\$3,137,458	\$3,133,233	\$5,937,055	89%	\$2,851,000	\$2,479,500	\$3,895,000	57%
April	22	15	44	193%	\$3,999,909	\$2,809,400	\$5,832,318	108%	\$3,013,750	\$2,050,000	\$4,245,000	107%
May	22	18	49	172%	\$3,842,114	\$4,154,750	\$6,385,306	54%	\$2,992,500	\$3,225,000	\$5,500,000	71%
June	22	25	26	4%	\$2,890,705	\$4,674,420	\$4,424,857	-5%	\$2,125,000	\$3,795,000	\$3,450,000	-9%
July	20	42	24	-43%	\$3,674,975	\$4,099,405	\$6,266,313	53%	\$2,832,750	\$3,055,000	\$4,566,250	49%
Aug	15	38			\$4,454,467	\$3,622,434			\$4,200,000	\$2,975,000		
Sept	21	56			\$3,633,452	\$5,377,268			\$2,900,000	\$3,725,000		
Oct	28	54			\$4,607,286	\$6,159,704			\$3,202,000	\$2,707,500		
Nov	13	41			\$3,416,269	\$5,369,732			\$2,990,000	\$3,800,000		
Dec	25	42			\$3,600,000	\$4,755,452			\$3,290,000	\$2,988,800		
TOTAL	221	384	254	-34%	\$3,881,693	\$4,152,850	\$5,583,035	34%	\$2,784,542	\$2,727,833	\$4,145,000	52%

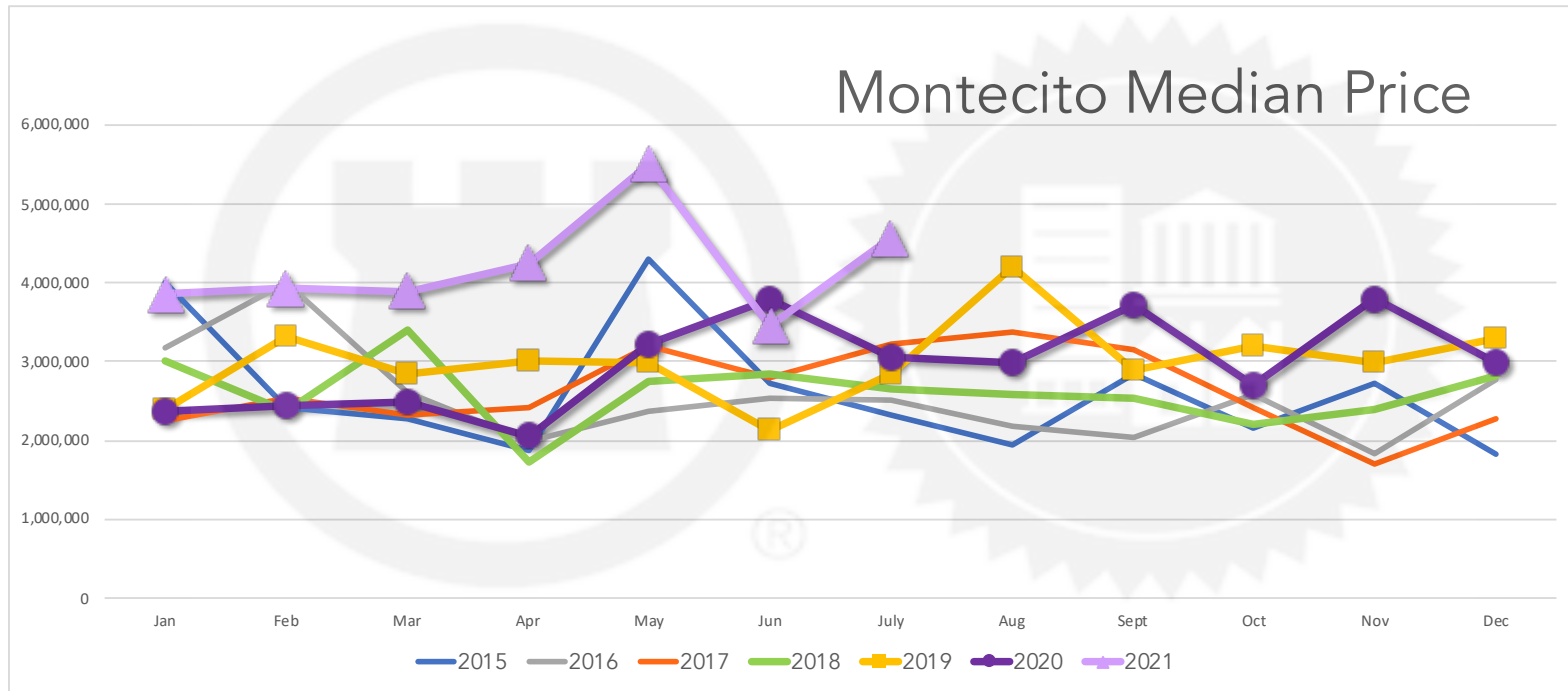




2021 Montecito YTD Real Estate Report

Median Price Trends

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec
2015	\$3,995,250	\$2,410,000	\$2,275,000	\$1,872,500	\$4,300,000	\$2,720,000	\$2,325,000	\$1,950,000	\$2,840,000	\$2,165,000	\$2,734,500	\$1,825,000
2016	\$3,167,500	\$4,000,000	\$2,612,500	\$1,979,000	\$2,377,500	\$2,545,000	\$2,500,000	\$2,167,500	\$2,037,500	\$2,575,000	\$1,831,000	\$2,778,500
2017	\$2,250,000	\$2,536,000	\$2,312,500	\$2,405,000	\$3,200,000	\$2,800,000	\$3,219,000	\$3,374,500	\$3,140,250	\$2,415,000	\$1,700,000	\$2,280,000
2018	\$3,000,000	\$2,357,500	\$3,400,000	\$1,725,000	\$2,737,500	\$2,850,000	\$2,655,000	\$2,582,500	\$2,535,000	\$2,212,500	\$2,395,000	\$2,819,000
2019	\$2,400,000	\$3,325,000	\$2,851,000	\$3,013,750	\$2,992,500	\$2,125,000	\$2,832,750	\$4,200,000	\$2,900,000	\$3,202,000	\$2,990,000	\$3,290,000
2020	\$2,370,000	\$2,447,500	\$2,479,500	\$2,050,000	\$3,225,000	\$3,795,000	\$3,055,000	\$2,975,000	\$3,725,000	\$2,707,500	\$3,800,000	\$2,988,800
2021	\$3,855,000	\$3,925,000	\$3,895,000	\$4,245,000	\$5,500,000	\$3,450,000	\$4,566,250					



	Avg Price	Med Price	%Chg
2003	\$2,122,573	\$1,606,542	
2004	\$2,986,617	\$2,099,271	31%
2005	\$2,921,686	\$2,223,271	6%
2006	\$3,092,422	\$2,336,667	5%
2007	\$3,345,281	\$2,560,417	10%
2008	\$3,386,326	\$2,609,667	2%
2009	\$2,814,635	\$2,186,104	-16%
2010	\$3,077,094	\$2,231,694	2%
2011	\$2,428,436	\$1,915,887	-14%
2012	\$2,975,297	\$1,835,000	-4%
2013	\$2,810,283	\$2,050,000	12%
2014	\$2,886,388	\$2,425,000	18%
2015	\$3,615,674	\$2,550,000	5%
2016	\$3,237,899	\$2,500,000	-2%
2017	\$3,566,905	\$2,925,000	17%
2018	\$3,946,770	\$2,700,000	-8%
2019	\$3,854,656	\$2,851,000	6%
2020	\$4,563,296	\$3,112,500	9%
MTD 2021	\$5,706,701	\$4,105,000	32%



ALL INFORMATION DEEMED RELIABLE BUT NOT GUARANTEED

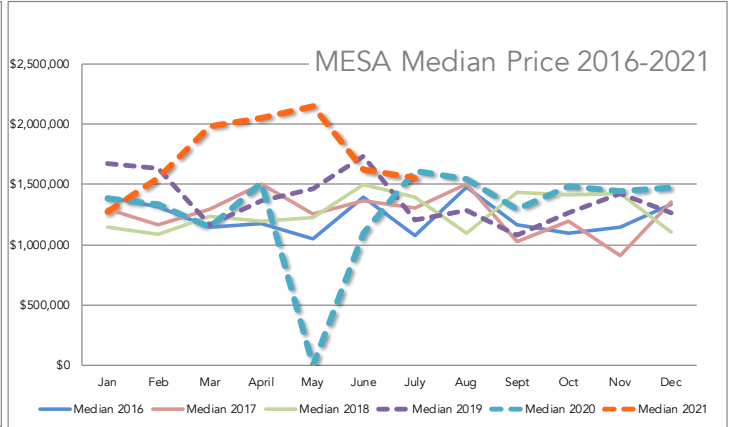
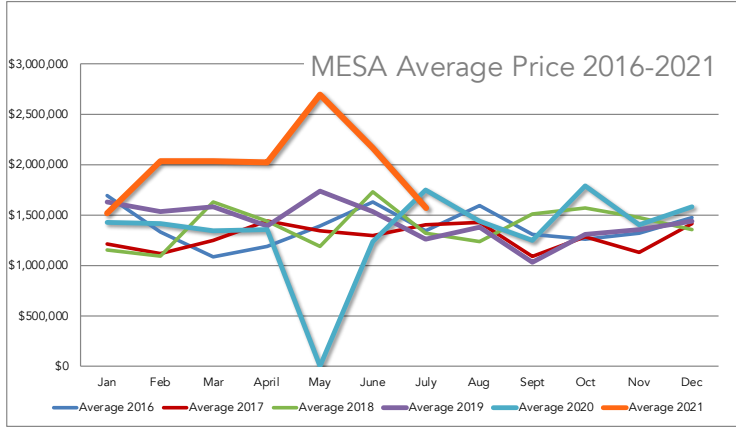
Fidelity National Title Group

The MESA

Market Comparison 2016 through 2021

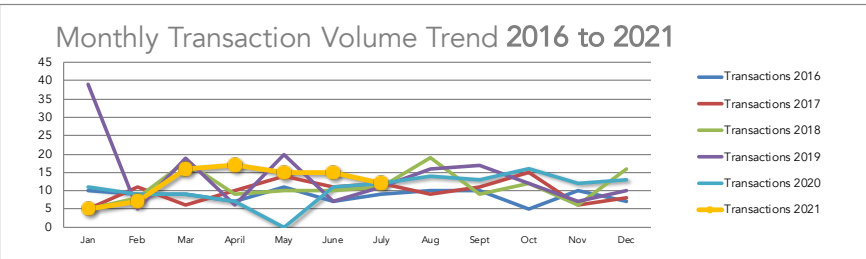
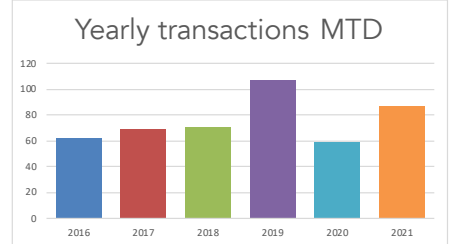
	Average 2016	Average 2017	Average 2018	Average 2019	Average 2020	Average 2021	Compare 20 to '21
Jan	\$1,692,222	\$1,218,000	\$1,156,600	\$1,631,667	\$1,420,409	\$1,517,000	7%
Feb	\$1,327,300	\$1,116,409	\$1,091,875	\$1,530,100	\$1,416,222	\$2,032,214	44%
Mar	\$1,084,444	\$1,252,167	\$1,630,875	\$1,583,711	\$1,348,444	\$2,031,969	51%
Apr	\$1,193,425	\$1,440,550	\$1,438,778	\$1,391,667	\$1,358,786	\$2,024,500	49%
May	\$1,395,000	\$1,343,357	\$1,185,000	\$1,736,525	n/a	\$2,693,533	n/a
June	\$1,629,000	\$1,290,000	\$1,729,600	\$1,531,000	\$1,231,500	\$2,162,578	76%
July	\$1,347,444	\$1,407,833	\$1,314,591	\$1,264,545	\$1,751,500	\$1,570,167	-10%
Aug	\$1,588,200	\$1,423,778	\$1,236,553	\$1,375,500	\$1,441,000	n/a	n/a
Sept	\$1,310,300	\$1,088,727	\$1,507,944	\$1,030,882	\$1,244,038	n/a	n/a
Oct	\$1,261,100	\$1,279,300	\$1,566,500	\$1,308,667	\$1,788,594	n/a	n/a
Nov	\$1,313,400	\$1,127,333	\$1,472,000	\$1,349,643	\$1,396,750	n/a	n/a
Dec	\$1,475,571	\$1,418,125	\$1,350,375	\$1,439,700	\$1,584,500	n/a	n/a

	Median 2016	Median 2017	Median 2018	Median 2019	Median 2020	Median 2021	Compare 20 to '21
Jan	\$1,400,000	\$1,300,000	\$1,145,000	\$1,675,000	\$1,387,500	\$1,275,000	-8%
Feb	\$1,320,000	\$1,167,000	\$1,087,500	\$1,636,500	\$1,339,500	\$1,552,000	16%
Mar	\$1,150,000	\$1,299,000	\$1,232,500	\$1,165,000	\$1,150,000	\$1,985,000	73%
Apr	\$1,174,000	\$1,504,500	\$1,195,000	\$1,363,750	\$1,510,000	\$2,050,000	36%
May	\$1,050,000	\$1,253,000	\$1,227,500	\$1,462,500	n/a	\$2,150,000	n/a
June	\$1,400,000	\$1,369,000	\$1,500,000	\$1,735,000	\$1,100,000	\$1,621,000	47%
July	\$1,075,000	\$1,310,000	\$1,399,000	\$1,209,500	\$1,612,500	\$1,555,500	-4%
Aug	\$1,478,750	\$1,500,000	\$1,100,000	\$1,283,750	\$1,548,250	n/a	n/a
Sept	\$1,170,000	\$1,025,000	\$1,433,500	\$1,080,000	\$1,300,000	n/a	n/a
Oct	\$1,098,000	\$1,193,500	\$1,415,000	\$1,268,000	\$1,480,000	n/a	n/a
Nov	\$1,150,000	\$910,750	\$1,427,500	\$1,425,000	\$1,445,000	n/a	n/a
Dec	\$1,340,000	\$1,352,500	\$1,102,500	\$1,269,500	\$1,470,000	n/a	n/a

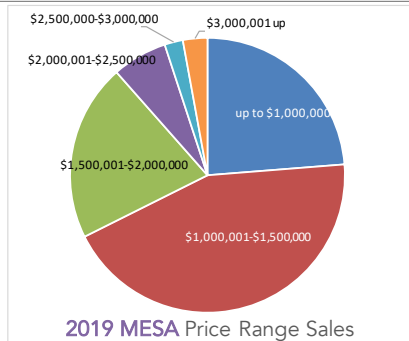


	2016	2017	2018	2019	2020	2021	20 v '21
Jan	10	5	5	39	11	5	-55%
Feb	9	11	8	5	9	7	-22%
Mar	9	6	18	19	9	16	78%
April	7	10	9	6	7	17	143%
May	11	14	10	20	0	15	n/a
June	7	11	10	7	11	15	36%
July	9	12	11	11	12	12	0%
Aug	10	9	19	16	14		
Sept	10	11	9	17	13		
Oct	5	15	12	12	16		
Nov	10	6	6	7	12		
Dec	7	8	16	10	13		
TOTAL	104	118	133	169	127	87	

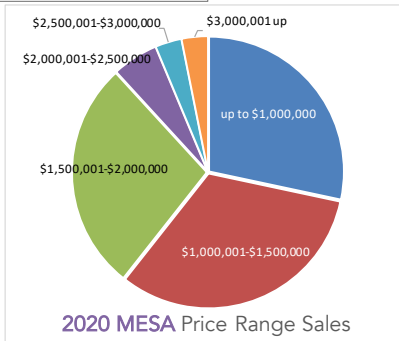
	YTD Trans #
2016	62
2017	69
2018	71
2019	107
2020	59
2021	87



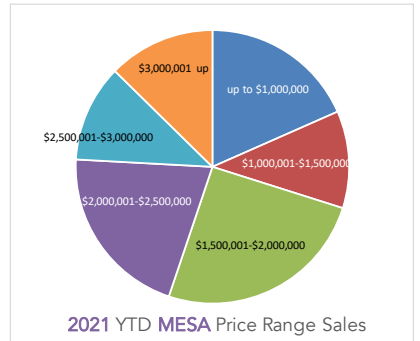
2019	
Price Range	# Sales
up to \$1,000,000	33
\$1,000,001-\$1,500,000	61
\$1,500,001-\$2,000,000	29
\$2,000,001-\$2,500,000	9
\$2,500,001-\$3,000,000	3
\$3,000,001 up	4



2020	
Price Range	# Sales
up to \$1,000,000	36
\$1,000,001-\$1,500,000	41
\$1,500,001-\$2,000,000	35
\$2,000,001-\$2,500,000	7
\$2,500,001-\$3,000,000	4
\$3,000,001 up	4



2021 YTD	
Price Range	# Sales
up to \$1,000,000	16
\$1,000,001-\$1,500,000	10
\$1,500,001-\$2,000,000	22
\$2,000,001-\$2,500,000	18
\$2,500,001-\$3,000,000	10
\$3,000,001 up	11
	87

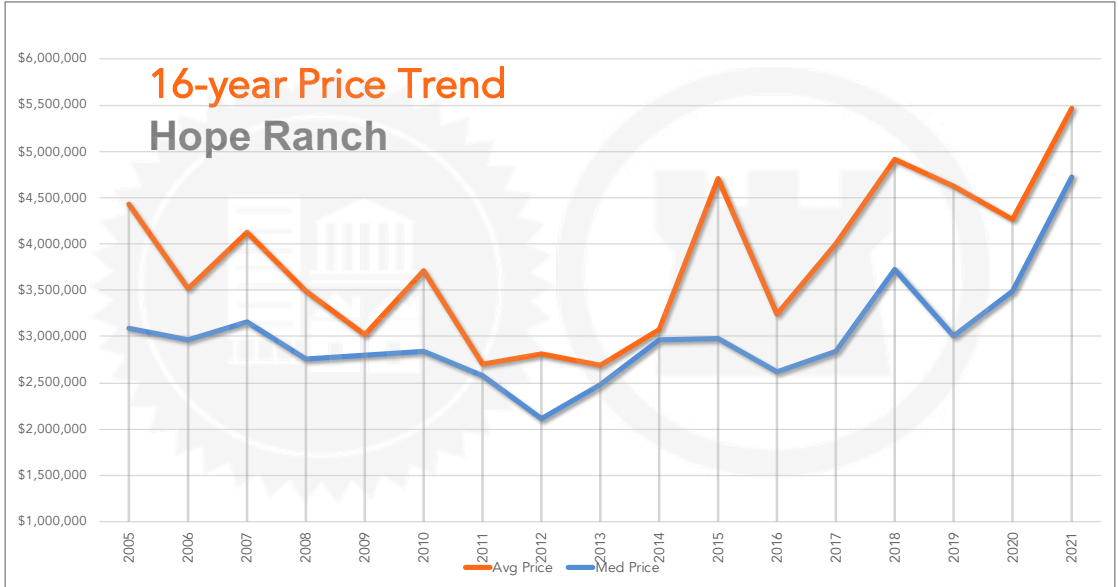


FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

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	Avg Price	Med Price	%Chg
2005	\$4,435,833	\$3,083,000	
2006	\$3,523,423	\$2,969,417	-4%
2007	\$4,129,285	\$3,160,000	6%
2008	\$3,489,236	\$2,762,500	-13%
2009	\$3,020,581	\$2,801,930	1%
2010	\$3,708,157	\$2,834,180	1%
2011	\$2,700,921	\$2,571,800	-9%
2012	\$2,816,204	\$2,112,110	-18%
2013	\$2,688,742	\$2,475,000	17%
2014	\$3,077,900	\$2,970,250	20%
2015	\$4,705,428	\$2,975,000	0%
2016	\$3,238,000	\$2,612,500	-12%
2017	\$4,007,375	\$2,832,500	8%
2018	\$4,910,737	\$3,722,500	31%
2019	\$4,628,800	\$3,000,000	-19%
2020	\$4,259,691	\$3,485,000	16%
MTD 2021	\$5,464,659	\$4,723,250	36%



	Avg Price	Med Price	%Chg
2003	\$2,122,573	\$1,606,542	
2004	\$2,986,617	\$2,099,271	31%
2005	\$2,921,686	\$2,223,271	6%
2006	\$3,092,422	\$2,336,667	5%
2007	\$3,345,281	\$2,560,417	10%
2008	\$3,386,326	\$2,609,667	2%
2009	\$2,814,635	\$2,186,104	-16%
2010	\$3,077,094	\$2,231,694	2%
2011	\$2,428,436	\$1,915,887	-14%
2012	\$2,975,297	\$1,835,000	-4%
2013	\$2,810,283	\$2,050,000	12%
2014	\$2,886,388	\$2,425,000	18%
2015	\$3,615,674	\$2,550,000	5%
2016	\$3,237,899	\$2,500,000	-2%
2017	\$3,566,905	\$2,925,000	17%
2018	\$3,946,770	\$2,700,000	-8%
2019	\$3,854,656	\$2,851,000	6%
2020	\$4,563,296	\$3,112,500	9%
MTD 2021	\$5,706,701	\$4,105,000	32%

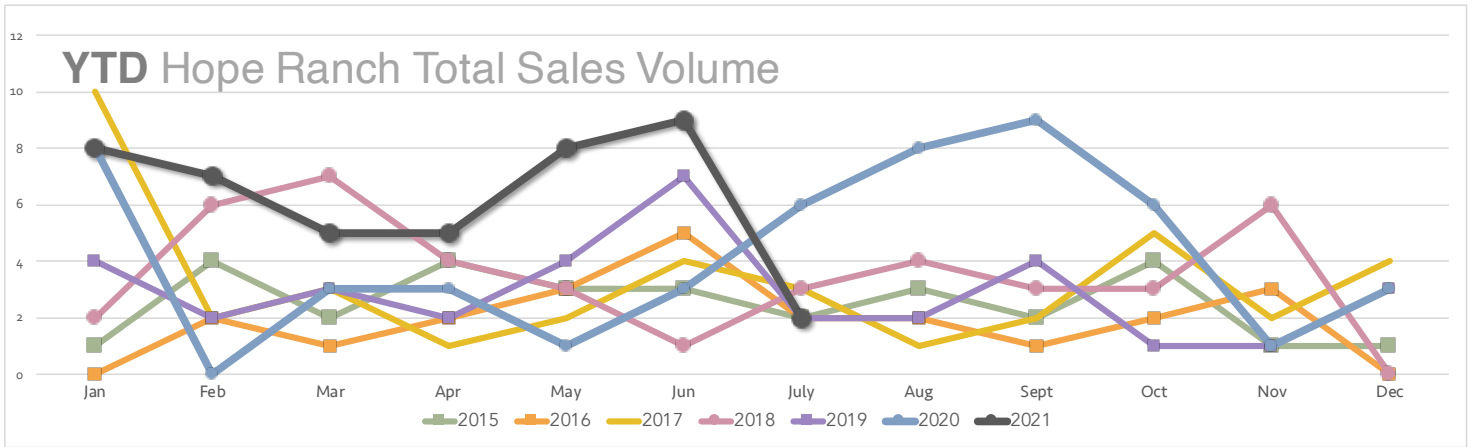


ALL INFORMATION DEEMED RELIABLE BUT NOT GUARANTEED

Fidelity National Title Group Santa Barbara

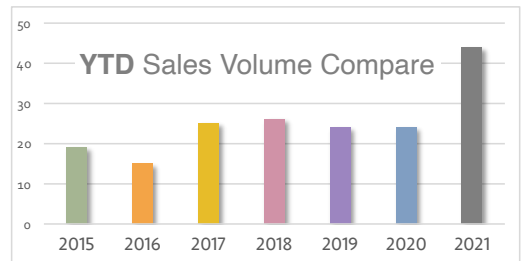
2021 YTD Hope Ranch Sales Report

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2015	1	4	2	4	3	3	2	3	2	4	1	1	30
2016	0	2	1	2	3	5	2	2	1	2	3	0	23
2017	10	2	3	1	2	4	3	1	2	5	2	4	39
2018	2	6	7	4	3	1	3	4	3	3	6	0	42
2019	4	2	3	2	4	7	2	2	4	1	1	3	35
2020	8	0	3	3	1	3	6	8	9	6	1	3	51
2021	8	7	5	5	8	9	2						44

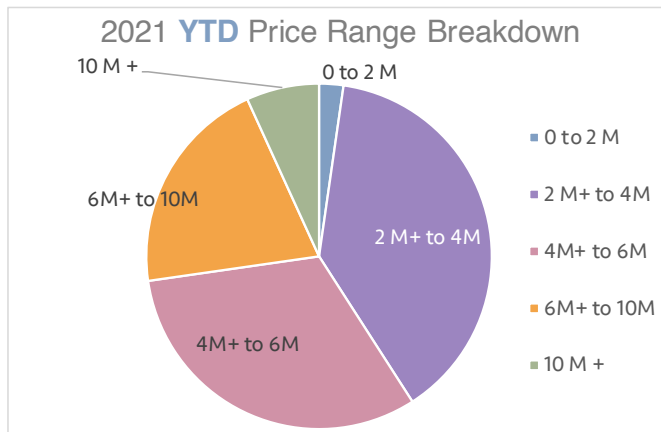


Year	Total Dollar Volume	%Chg
2017	\$112,206,500	n/a
2018	\$192,083,000	71%
2019	\$162,008,000	-16%
2020	\$189,011,825	17%
2021 YTD	\$240,445,000	27%

Year	YTD Volume	% Chng
2015	19	
2016	15	-21%
2017	25	67%
2018	26	4%
2019	24	-8%
2020	24	0%
2021	44	83%



Price Range (Millions)	
0 to 2 M	1
2 M+ to 4M	17
4M+ to 6M	14
6M+ to 10M	9
10 M +	3
TOTAL	44



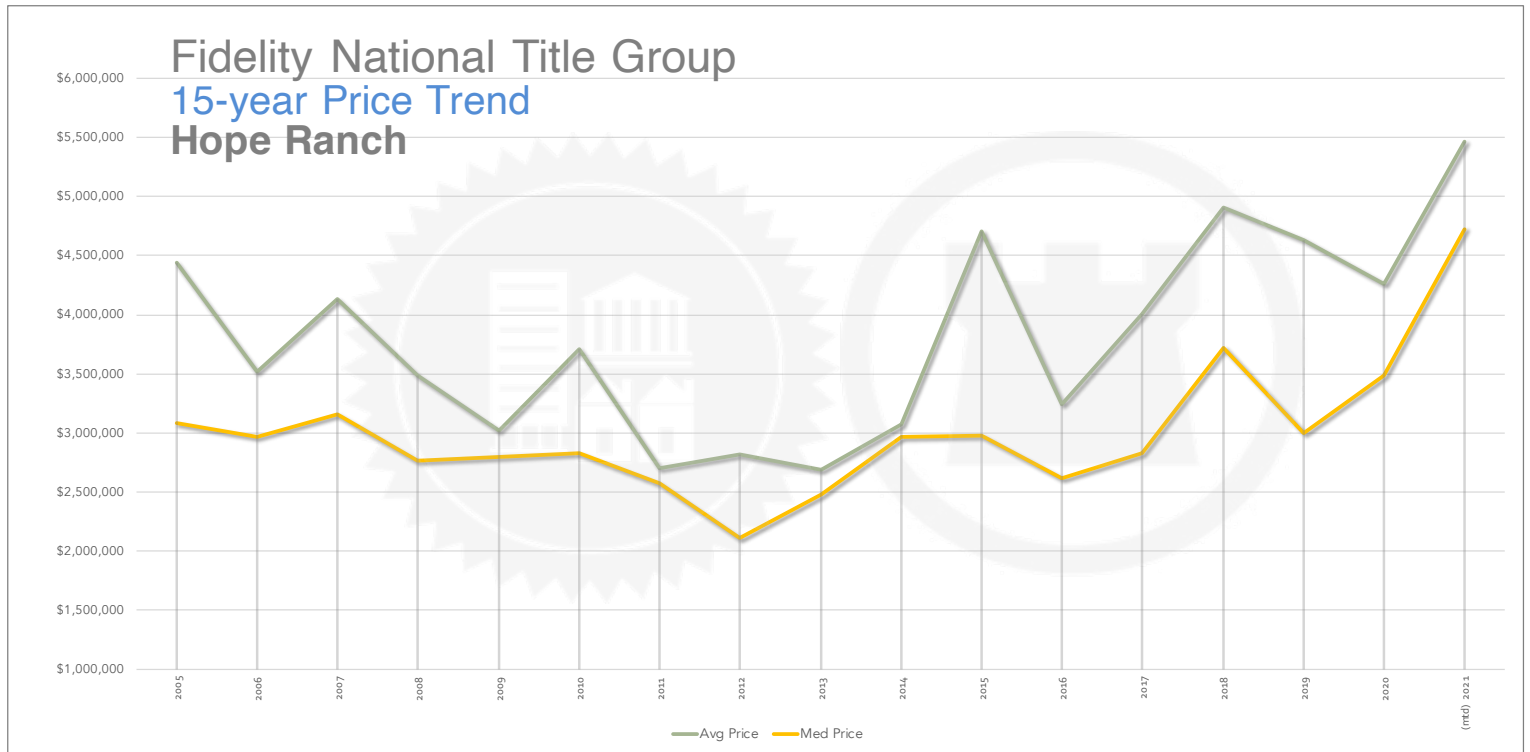
All information deemed reliable but not guaranteed

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

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	Avg Price	Med Price	%Chg
2005	\$4,435,833	\$3,083,000	
2006	\$3,523,423	\$2,969,417	-4%
2007	\$4,129,285	\$3,160,000	6%
2008	\$3,489,236	\$2,762,500	-13%
2009	\$3,020,581	\$2,801,930	1%
2010	\$3,708,157	\$2,834,180	1%
2011	\$2,700,921	\$2,571,800	-9%
2012	\$2,816,204	\$2,112,110	-18%
2013	\$2,688,742	\$2,475,000	17%
2014	\$3,077,900	\$2,970,250	20%
2015	\$4,705,428	\$2,975,000	0%
2016	\$3,238,000	\$2,612,500	-12%
2017	\$4,007,375	\$2,832,500	8%
2018	\$4,910,737	\$3,722,500	31%
2019	\$4,628,800	\$3,000,000	-19%
2020	\$4,259,691	\$3,485,000	16%
(mtd) 2021	\$5,464,659	\$4,723,250	36%



all information deemed reliable but not guaranteed

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

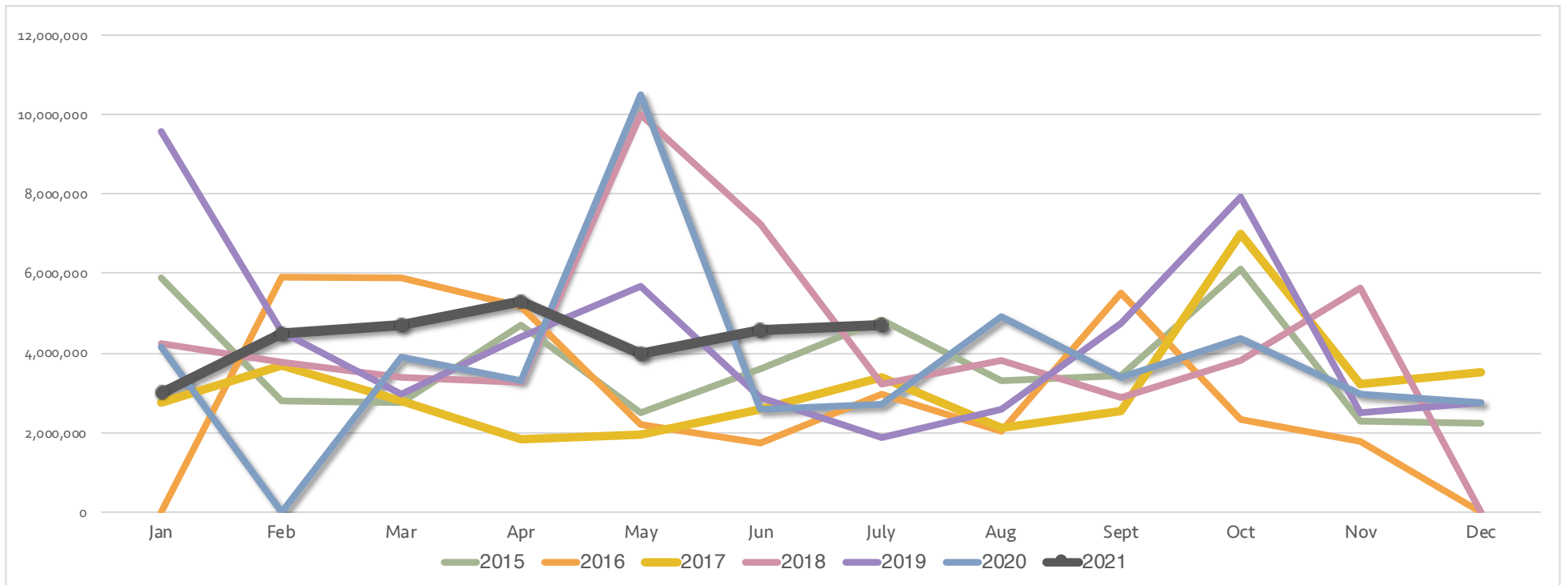
IN

DATA

Real Estate Statistics

2021 Hope Ranch Median Price Trend

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec
2015	\$5,900,000	\$2,777,500	\$2,747,500	\$4,685,000	\$2,500,000	\$3,600,000	\$4,847,750	\$3,285,000	\$3,418,250	\$6,112,500	\$2,300,000	\$2,235,000
2016	n/a	\$5,910,000	\$5,900,000	\$5,175,000	\$2,200,000	\$1,750,000	\$2,987,500	\$2,017,500	\$5,500,000	\$2,332,250	\$1,785,000	n/a
2017	\$2,737,500	\$3,695,000	\$2,800,000	\$1,833,000	\$1,930,000	\$2,595,000	\$3,387,500	\$2,100,000	\$2,535,000	\$7,000,000	\$3,227,500	\$3,496,750
2018	\$4,245,000	\$3,771,000	\$3,400,000	\$3,262,500	\$10,000,000	\$7,250,000	\$3,200,000	\$3,825,000	\$2,885,000	\$3,802,500	\$5,629,000	n/a
2019	\$9,575,000	\$4,555,500	\$2,948,000	\$4,400,000	\$5,690,000	\$2,900,000	\$1,875,000	\$2,575,000	\$4,742,500	\$7,946,000	\$2,511,000	\$2,745,000
2020	\$4,167,163	n/a	\$3,900,000	\$3,300,000	\$10,500,000	\$2,572,000	\$2,700,000	\$4,906,500	\$3,400,000	\$4,375,000	\$2,947,000	\$2,767,500
2021	\$2,990,000	\$4,500,000	\$4,696,500	\$5,300,000	\$3,983,500	\$4,598,250	\$4,723,250					





Santa Ynez Valley

RESIDENTIAL STATISTICS 2021 v. 2020



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JUL 2021

SINGLE FAMILY	 July Average Sales Price 2020 2021 \$1,459,979 \$1,593,121 Median Sales Price 2020 2021 \$969,000 \$1,375,000	CONDOMINIUM	 July Average Sales Price 2020 2021 \$449,278 \$584,950 Median Sales Price 2020 2021 \$440,000 \$584,950	SINGLE FAMILY	YTD Sales Price Average Median Buellton \$875,274 \$769,500 Los Olivos \$1,996,409 \$1,392,500 Santa Ynez \$2,087,544 \$1,725,000 Solvang/Ballard \$1,337,740 \$1,149,000
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 172 Single Family Sold YTD January - July 2021	SFR	July 2021 YTD Sales Volume Buellton 24 Los Olivos 12 Santa Ynez 55 Solvang-Ballard 81	CONDOMINIUM	YTD Sales Price Average Median Buellton \$604,679 \$620,500 Solvang \$527,200 \$470,500
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 24 Condos Sold YTD January - July 2021	CONDOMINIUM	July 2021 YTD Sales Volume Buellton 14 Solvang 10	July Total Sales (single-family & condos)  -48% July 2021 25 July 2020 48
1.2 Inventory month supply			

 Condominium Jan. - July YTD 2021 v. YTD 2020	 -4% 2021 24 Total Sales 2020 25 Total Sales	 19% 2021 \$572,396 Avg 2020 \$481,027 Avg	 37% 2021 \$615,000 Median 2020 \$450,500 Median
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 Single Family Jan. - July YTD 2021 v. YTD 2020	 27% 2021 172 Total Sales 2020 135 Total Sales	 15% 2021 \$1,558,927 Avg 2020 \$1,355,779 Avg	 27% 2021 \$1,200,000 Median 2020 \$945,000 Median
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