SOUTH SANTA BARBARA COUNTY

RESIDENTIAL STATISTICS

www.fidelitysb.com | www.chicagotitlesb.com

SINGLE FAMILY



\$2,940,274

Average Sales Price

\$1,900,000 Median Sales Price CONDOMINIUM



\$892,294

Average Sales Price

\$810,000

Median Sales Price

SINGLE FAMILY

CONDOMINIUM

Sales

Avg | Median

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

133

Single Family Sold

July 2021



Condos Sold

July 2021



CASH SALES 28%

SINGLE

July 2021 SALES

Carpinteria 9 Goleta 31 Montecito 22 Hope Ranch 2 Santa Barbara 68

CONDOMINIUM

July 2021 SALES

Summerland 1

Carpinteria 17 Goleta 25 Montecito 2 Hope Ranch n/a Santa Barbara 24 Summerland n/a

Average Days on Market

SFR/PUD

CONDO

53

44

Sale Price

Avg. | Median

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

Total Sales

201

(+6%)

July '21 v. July '20

Inventory 1.17 month supply



Condominium July'21 v. July '20



2021 **68** Total Sales 2020 **63** Total Sales



2021 **\$892,294** Average 2020 **\$894,278** Average



2021 \$810,000 Median 2020 \$764,000 Median



Single Family July '21 v. July '20



2021 **133** Total Sales 2020 **127** Total Sales



2021 **\$2,940,274** Average 2020 **\$2,520,728** Average



2021 **\$1,900,000** Median 2020 **\$1,675,000** Median

SOUTH SANTA BARBARA COUNTY

RESIDENTIAL STATISTICS

YTD 29

SINGLE FAMILY

www.fidelitysb.com I www.chicagotitlesb.com



\$3,096,927Average Sales Price

\$1,927,500Median Sales Price

CONDOMINIUM



\$1,010,990

Average Sales Price

\$820,000

Median Sales Price

Total Sales

1355

(1-%48)

\$2,482,692 (100,47)

Average

\$1,500,000 (1%32)

Median

July '21 V July '20



956

Single Family Sold Jan-July 2021



399

Condos Sold Jan-July 2021



CASH SALES YTD

33%

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



Condominium

Jan.- July '21 v Jan July'20



56%

2021 **399** Total Sales 2020 **256** Total Sales



2021 **\$1,010,990** Average 2020 **\$863,934** Average



2021 **\$820,000 Median** 2020 **\$741,500 Median**



SingleFamily Jan-July '21 v Jan-July '20



45%

2021 **956** Total Sales 2020 **659** Total Sales



2021 **\$3,096,927** Average 2020 **\$2,001,949** Average



40%

2021 **\$1,927,500 Median** 2020 **\$1,375,000 Median**

Fidelity National Title Group-Santa Barbara

YTD Santa Barbara Real Estate Report Feb May Year Jan Mar Apr Jun July Oct Nov Dec Total Aug Sept 117 198 185 179 188 182 133 134 106 132 1,852 173 147 153 126 166 1,813 114 112 143 164 209 152 160 143 146 132 89 140 153 173 189 203 164 124 146 1,800 111 161 121 116 174 165 186 195 176 155 124 176 1,936 156 129 128 128 94 85 190 229 267 204 231 2,118 161 2021 137 240 219 208 201 156 YTD Santa Barbara Total Sales Volume 300 250 200 Aug Feb Mar Mav July Sept Jun **2**015 **2**016 **2**017 **2**018 **2**019 **2**020 **2**021 YTD CONDO/SFR Sales Total YTD Trans Volume % Change Year SFR TOTAL 2016 2015 1,165 YTD Transaction Volume 2017 502 1.311 1,813 1.004 -14% 2018 570 1,230 1,800 1,042 4% 1,400 2019 634 1,302 1,936 1,016 -2% 1,200 2020 624 1,494 2,118 1,149 13% 1,355 915 -20% 1,000 2021 1,355 48% 800 600 TOTAL YTD Sales Dollar Volume \$2,393,974,000 Condo to Single Family Totals 400 \$2,592,122,524 2,500 \$2,589,711,931 2,000 2019 \$3,043,923,281 18% 2020 \$4,142,544,870 2015 2016 2017 2018 2019 2020 2021 1,500 \$3,364,047,518 YTD-2021 1,000 (as of 7/21) **CASH Transactions Total Trans** 2020 JUL 31% AUG 69 229 30% 2017 2018 2020 2021-YTD SEP 75 272 28% ■ Condos ■ SFR 25% OCT 267 66 23% 46 NOV 204 Price Range (Millions) Price Range (Millions) 29% Volume Volume DEC 67 45 383 375 2021 JAN 157 29% 344 499 FEB 48 137 35% 290 84 35% 124 MAR 240 4M+ to 6M 90 APR 65 219 30% 34 25 65 MAY 82 208 39% 10 M + JUN 194 34% 36 66 TOTAL 915 201 JUL 28% 6M+ to 10M YTD 2020 6M+ to 10M % CASH YTD 2021 10 M + _10 M + 40% 4M+ to 6M 4M+ to 6M 2 M+ to 4M 0 - 1 Mill 10% 2 M+ to 4M 0 - 1 Mill 2020 AUG SEP OCT NOV DEC FEB MAR APR MAY JUN M+ to 2 M 1 M+ to 2 M

			%Chg-	
	Avg Price	Med Price	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%	



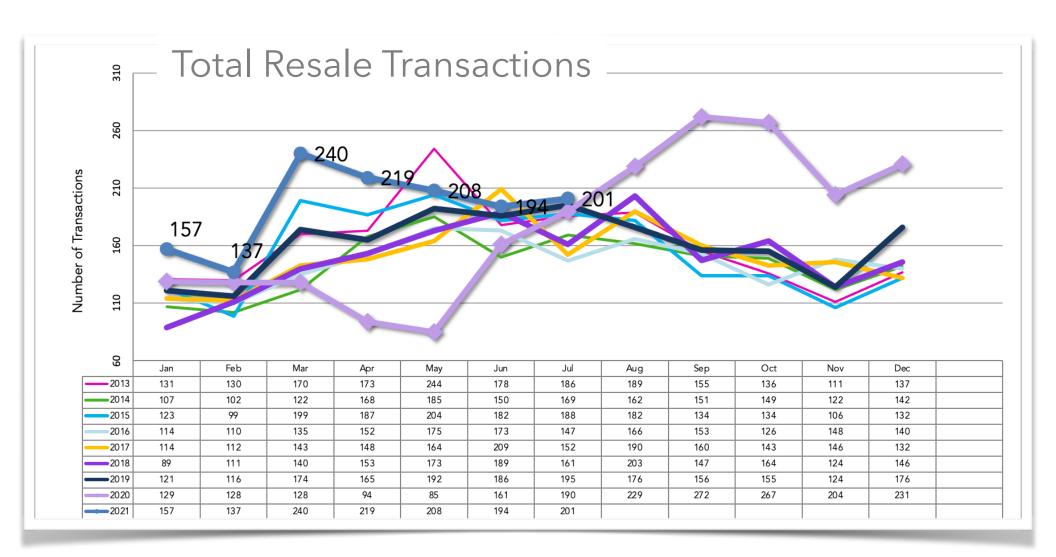


information deemed reliable but not guaranteed



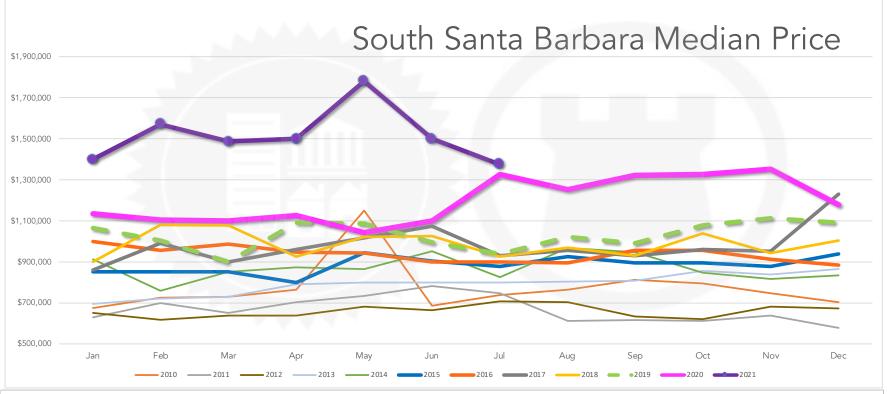
Market Trends

South Santa Barbara County July 2021





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.



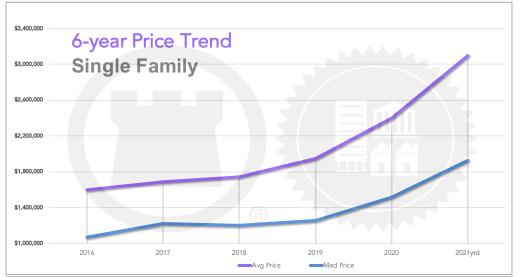
CATES NON-MLS SALES	INDICATES CONDOMINIUM	INDICATES CASH SALE
	JULY 2021	
Carpinteria	Hope Ranch	Santa Barbara-CONT'D
\$465,000 5970 VIA REAL #1	\$6,750,000 4403 VIA ABRIGADA	\$1,605,000 3991 LA COLINA RD
\$505,000 5915 BIRCH ST 1	\$7,400,000 956 VIA FRUTERIA	\$1,625,000 1105 LAS OLAS AVE
\$565,000 3375 FOOTHILL RD 633	\$7,075,000 Avg/Median	\$1,639,000 831 WINDSOR WAY
\$610,000 1271 FRANCISCAN CT 5	2 SALES	\$1,650,000 1530 MARQUARD TERR
\$620,000 4692 CARPINTERIA AVE #1	Montecito	\$1,670,000 309 E ISLAY ST
\$620,000 5455 8TH ST #68	\$1,000,000 1220 COAST VILLAGE RD #305	\$1,710,000 1328 PORTESUELLO AVE
\$630,000 1260 FRANCISCAN CT 3	\$1,600,000 1515 EAST VALLEY RD B	\$1,750,000 407 PASEO DEL DESCANSO
\$649,000 4880 SANDYLAND RD 53	\$1,948,000 2154 EAST VALLEY RD	\$1,800,000 341 MOHAWK RD
\$650,000 6099 JACARANDA WAY D	\$2,305,500 859 SUMMIT RD	\$1,810,000 939 MISSION RIDGE RD \$1,895,000 212 SANTA BARBARA ST #D
\$690,000 1080 PALMETTO WAY D \$690,000 6048 JACARANDA WAY C	\$2,630,000 2718 MACADAMIA LANE \$2,750,000 55 CRESTVIEW LN	\$1,900,000 2430 CALLE MONTILLA
\$745,000 3375 FOOTHILL RD 534	\$3,250,000 820 SUMMIT RD	\$1,995,000 1319 RIALTO LN
\$755,000 4515 CARPINTERIA AVE A	\$3,300,000 707 SANTECITO DR	\$2,100,000 340 WOODLEY CT
\$875,000 4906 SAWYER AVE	\$3,600,000 1897 SAN LEANDRO LN	\$2,200,000 1429 ALAMEDA PADRE SERR
\$875,000 4700 SANDYLAND RD #29	\$3,650,000 141 HIXON RD	\$2,200,000 2700 HOLLY RD
\$880,000 3375 FOOTHILL RD 513	\$3,850,000 595 FREEHAVEN DR	\$2,200,000 1730 CALLE PONIENTE
\$900,000 1328 DELTA AVE	\$4,255,000 234 MIRAMAR AVE	\$2,250,000 23 E PADRE ST
\$940,000 4901 NIPOMO DR	\$4,877,500 1196 DULZURA DR	\$2,266,000 3053 SAMARKAND DR
1,050,000 1544 LISA ST	\$5,800,000 545 TORO CANYON RD	\$2,300,000 422 E PADRE ST
1,121,500 1330 LA MANIDA	\$5,800,000 1338 EAST VALLEY RD	\$2,313,000 1655 SANTA ROSA AVE
1,200,000 3375 FOOTHILL RD 526	\$6,748,000 710 ROMERO CANYON RD	\$2,365,000 606 FOXEN DR
1,200,000 1240 LA BREA LN	\$6,795,000 820 CIMA LINDA LN	\$2,375,000 34 RUBIO RD
1,370,000 1485 AZALEA DR	\$8,800,000 1445 E MOUNTAIN DR	\$2,500,000 236 NORTHRIDGE RD
1,950,000 5557 CALLE ARENA 2,400,000 1986 ARRIBA DR	\$8,850,000 1811 FERNALD POINT LN \$10,250,000 424 MEADOWBROOK DR	\$2,600,000 3063 MARILYN WAY \$2,668,000 1829 LOMA ST
4,000,000 1986 ARRIBA DR 4,000,000 3557 PADARO LN	\$10,250,000 424 MEADOWBROOK DR \$12,200,000 1567 EAST VALLEY RD	\$2,695,000 1328 MANITOU RD
1,421,365 Avg	\$13,250,000 1307 EAST VALLET RD	\$2,724,000 1338 DE LA GUERRA RD
\$815,000 Median	\$15,800,000 743 SAN YSIDRO RD	\$2,900,000 1166 PALOMINO RD
26 SALES	\$17,082,500 945 LILAC DR	\$3,150,000 575 W MOUNTAIN DR
Goleta	\$6,266,313 Avg	\$3,448,000 1560 LA VISTA DEL OCEAN DR
\$516,000 345 MORETON BAY LN #6	\$4,566,250 Median	\$3,463,000 1950 LAS TUNAS RD
\$530,000 245 MORETON BAY LN # 5	24 SALES	\$3,616,500 700 MISSION CANYON RD
\$560,000 43 DEARBORN PL 55	Santa Barbara	\$3,693,000 1656 LAS CANOAS RD
\$580,000 280 N FAIRVIEW AVE # 3	\$560,000 2727 MIRADERO DR 211	\$4,150,000 531 CHAPALA ST # F
\$600,000 7863 WHIMBREL LN	\$699,000 4344 MODOC RD 3	\$4,250,000 497 MOUNTAIN DR
\$610,000 6066 SUELLEN CT	\$700,000 521 W MONTECTIO ST 14	\$4,700,000 1228 MISSION CANYON RD
\$610,000 257 MORETON BAY LN # 6	\$705,000 159 POR LA MAR CIR	\$5,950,000 246 LAS ALTURAS RD
\$635,000 7150 GEORGETOWN RD \$700,000 7634 HOLLISTER AVE 356	\$705,000 951 MIRAMONTE DR 3 \$710,000 257 POR LA MAR CIR	\$8,285,000 3435 MARINA DR \$1,800,576 Avg
\$710,000 582 MILLS WAY	\$735,000 990 MIRAMONTE DR 5	\$1,500,000 Median
\$810,000 4764 CAMINO DEL REY	\$749,000 1054 MIRAMONTE DR 7	92 SALES
\$810,000 3 N SAN MARCOS RD B	\$757,000 3340 MCCAW AVE #105	Summerland
\$815,000 7019 MARYMOUNT WAY	\$780,000 1701 ANACAPA ST 10	\$3,550,000 2556 WHITNEY AVE
\$830,000 7115 GEORGETOWN RD	\$800,000 515 W ANAPAMU ST	+-//
\$835,000 43 N SAN MARCOS RD B	\$810,000 106 POR LA MAR CIR	SOUTH COUNTY TOTAL
\$839,000 7061 MARYMOUNT WAY	\$825,000 407 W PEDREGOSA ST 13	201 SALES
\$883,000 6554 CALLE KORAL	\$850,000 401 CHAPALA # 202	\$2,247,425 Avg. Price
\$921,000 562 SPRINGBROOK CT	\$875,000 1323 PUNTA GORDA ST	\$1,375,000 Median
\$925,000 2 CALAVERAS AVE	\$956,000 217 REEF CT	141 SALES OVER 1 MILLION
\$942,000 7209 TUOLUMNE DR	\$960,000 925 W VICTORIA ST	SOUTH COUNTY TTL (Excluding Luxury)
\$950,000 554 POPPYFIELD PL	\$966,000 1225 BLANCHARD ST	174 SALES
\$950,000 208 SAN NAPOLI DR	\$1,000,000 18 W VICTORIA # 108	\$1,570,063 Avg Price
\$960,000 4477 SHADOW HILLS C \$990,000 273 CARLO DR	\$1,000,000 1728 BATH ST \$1,025,000 616 FREEMONT PL	\$1,212,500 Median
1,000,000 579 ASILOMAR WAY # 103	\$1,030,000 1102 SAN ANDRES ST	SFR Only (Excluding Luxury) 108 SALES
1,002,000 575 ASLEONIAN WAT # 105	\$1,100,000 240 POR LA MAR CIR	\$1,991,806 Avg Price
1,048,000 6607 CALLE KORAL	\$1,100,000 3726 GREGGORY WAY 1	\$1,587,500 Median
1,049,000 259 CALLE SERRENTO	\$1,100,000 1720 1/2 CALLE PONIENTE	Condo ONLY (Excluding Luxury)
1,075,000 6280 PARKHURST DR	\$1,100,000 409 WYOLA RD	66 SALES
1,100,000 616 ZINK AVE	\$1,102,000 1815 SAN ANDRES ST	\$879,939 Avg Price
1,101,000 16 TOURAN LN	\$1,140,000 1210 CARPINTERIA ST	\$795,000 Median
1,110,000 6129 BARRINGTON DR	\$1,150,000 1312 PITOS ST	ALL SFR Only
1,151,000 128 LA VENTA DR	\$1,150,000 105 W DE LA GUERRA B	133 SALES
1,157,500 5096 AMBERLY PL	\$1,200,000 11 GREENWELL LN	\$2,940,274 Avg Price
1,275,000 6839 SILKBERRY LN	\$1,225,000 721 W VICTORIA ST	\$1,900,000 Median
1,276,000 5558 CATHEDRAL OAKS RD	\$1,250,000 2523 HACIENDA DR	All CONDO ONLY 68 SALES
1,320,000 5483 TOLTEC DR 1,348,500 6422 CAMINO VIVIENTE	\$1,251,000 2731 MIRADERO DR \$1,257,000 415 N LA CUMBRE RD	\$892,294 Avg Price
1,348,500 6422 CAMINO VIVIENTE 1,365,000 145 SYLVAN DR	\$1,257,000 415 N LA COMBRE RD \$1,285,000 409 DONZE AVE	\$892,294 Avg Price \$810,000 Median
1,413,000 145 STEVAN DK 1,413,000 1055 TISHA CT	\$1,366,000 3216 LAUREL CANYON RD	CASH ONLY
1,465,500 5635 PEMBROKE CT	\$1,375,000 401 CHAPALA ST # 207	28%
1,500,000 7757 JENNA DR	\$1,400,000 220 SANTA BARBARA ST #D	"Luxury": Hope Ranch, Montecito & Beachfront
1,600,000 5871 STOW CANYON RD	\$1,420,000 1752 CALLE PONIENTE	
1,650,000 4640 CAMINO DEL ROBLE	\$1,450,000 3047 MARILYN WAY	
2,000,000 4471 HOLLISTER AVE	\$1,450,000 3705 HITCHCOCK RANCH RD	
2,010,000 5329 UNIVERSITY DR	\$1,467,000 1301 MANITOU RD	
2,010,000 6815 SHADOWBROOK DR	\$1,475,000 827 WILLOWGLEN RD	
2,450,000 1175 SAN ANTONIO CRK RD	\$1,476,500 2606 DORKING PL	
2,450,000 5998 CUESTA VERDE	\$1,500,000 2109 GILLESPIE ST	
2,450,000 7756 KESTREL LN	\$1,500,000 2720 EL PRADO RD	
2,875,000 1109 CAMINO DEL RIO	\$1,500,000 3208 LAUREL CANYON RD	
2,970,000 1164 CAMINO DEL RIO	\$1,500,000 726 FELLOWSHIP RD	
4,050,000 4510 VIA CLARICE	\$1,505,000 325 W SOLA ST	
4,100,000 1240 VIA BRIGITTE	\$1,536,000 237 OLIVER RD	
4,750,000 1220 SAN ANTONIO CRK RD 5,400,000 1400 N FAIRVIEW AVE	\$1,540,000 1739 CLEARVIEW RD \$1,575,000 2558 MESA SCHOOL LN	
1,447,009 Avg	\$1,600,000 2012 MOUNTAIN AVE	





Single Family & Condo Price Trends South Santa Barbara County

		,	
	Avg Price	Med Price	%Chg
2016			
2017			14%
2018		\$1,200,000	-2%
2019	\$1,949,237		5%
2020			21%
2021ytd			27%



	Avg Price	Med Price	%Ch
2016	\$743.607	\$592.000	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
2017		\$635,000	7%
2018			7%
2019		\$702,250	3%
2020		\$760,000	8%
2021ytd			8%
-			





South Santa Barbara County

Price Report July 2021

SOUTH COUN	JTY					
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 BAR	BARA				
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 .	4				
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%

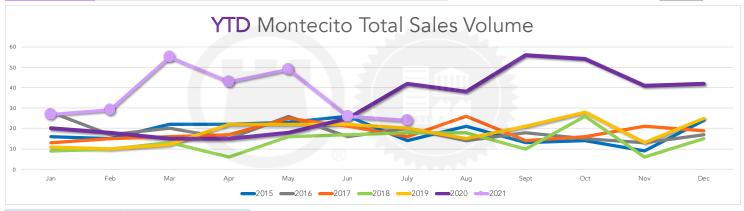
SUMMERLAND)				
Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Jul-21	1	\$3,550,000	31%	\$3,550,000	43%
Jul-20	3	\$2,704,833	99%	\$2,482,000	82%
Jul-19	2	\$1,362,500	1%	\$1,362,500	1%
Jul-18	2	\$1,355,000	-18%	\$1,355,000	-18%
Jul-17	1	\$1,662,500	-8%	\$1,662,500	-8%
Jul-16	2	\$1,802,500	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%

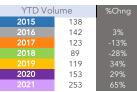
Fidelity National Title Group-Santa Barbara

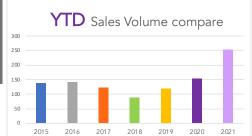
YTD Montecito Real Estate Report

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



	YID Sales Lotal			
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%





500		Cond	do to Single	Family Tota	als						
400											
300											
200											
100											
0											
	2016	2017	2018	2019	2020	2021-YTD					
	■ Condos ■ SFR										

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

10 M + 0 - 2 M 6M+ - 10M 2 M+ - 4M	
2021 YTD	
Price Range Breakdown	

	ALL-CA3	IN INANSACTION	3
	#	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%

ALL-CASH TRANSACTIONS

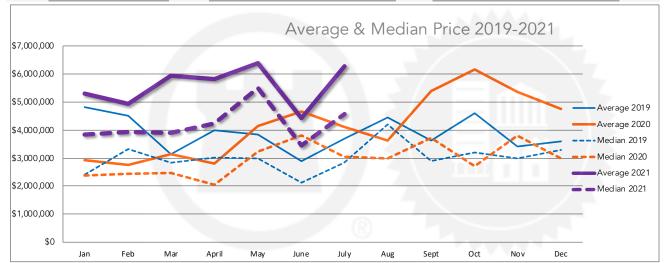


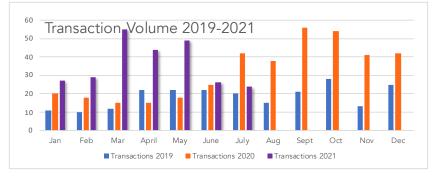
information deemed reliable but not guaranteed

Montecito

Market Comparison 2019-2021

	Transactions		าร	% 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%



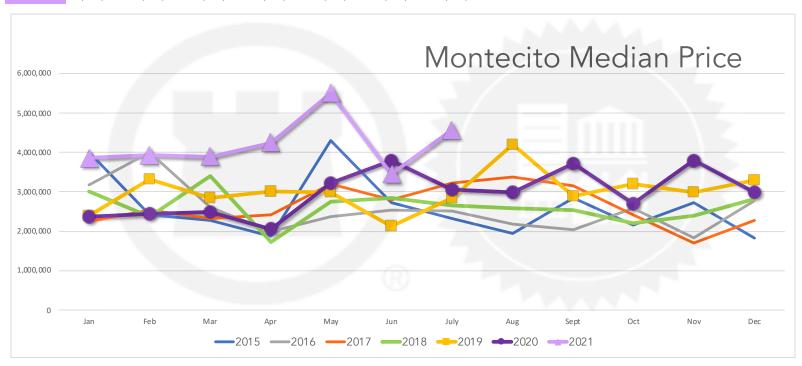




2021 Montecito YTD Real Estate Report

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					







ALL INFORMATION DEEMED RELIABLE BUT NOT GUARANTEED

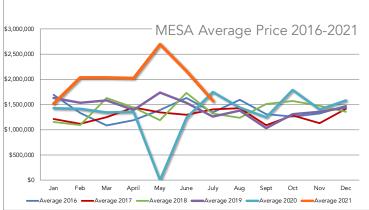
Fidelity National Title Group

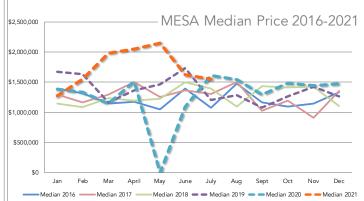
The MESA

Market Comparison 2016 through 2021

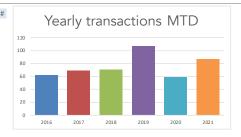
	Average	Average	Average	Average	Average	Average	Compare
	2016	2017	2018	2019	2020	2021	20 to '21
Jan	\$1,692,222	\$1,218,000	\$1,156,600	\$1,631,667	\$1,420,409	\$1,517,000	7%
Feb	\$1,327,300	\$1,116,409	\$1,091,875	\$1,530,100	\$1,416,222	\$2,033,214	44%
Mar	\$1,084,444	\$1,252,167	\$1,630,875	\$1,583,711	\$1,348,444	\$2,031,969	51%
April	\$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
Sept	\$1,310,300	\$1,088,727	\$1,507,944	\$1,030,882	\$1,244,038		n/a
Oct	\$1,261,100	\$1,279,300	\$1,566,500	\$1,308,667	\$1,788,594		n/a
Nov	\$1,313,400	\$1,127,333	\$1,472,000	\$1,349,643	\$1,396,750		n/a
Dec	\$1,475,571	\$1.418.125	\$1,350,375	\$1,439,700	\$1.584.500		n/a

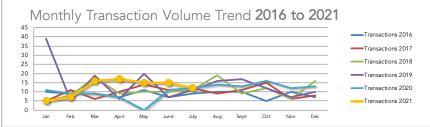
	Median	Median	Median	Median	Median	Median	Compare
	2016	2017	2018	2019	2020	2021	20 to '21
Jan	\$1,400,000	\$1,300,000	\$1,145,000	\$1,675,000	\$1,387,500	\$1,275,000	-8%
Feb	\$1,320,000	\$1,167,000	\$1,087,500	\$1,636,500	\$1,339,500	\$1,552,000	16%
Mar	\$1,150,000	\$1,299,000	\$1,232,500	\$1,165,000	\$1,150,000	\$1,985,000	73%
April	\$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
Sept	\$1,170,000	\$1,025,000	\$1,433,500	\$1,080,000	\$1,300,000		n/a
Oct	\$1,098,000	\$1,193,500	\$1,415,000	\$1,268,000	\$1,480,000		n/a
Nov	\$1,150,000	\$910,750	\$1,427,500	\$1,425,000	\$1,445,000		n/a
Dec	\$1,340,000	\$1,352,500	\$1,102,500	\$1,269,500	\$1,470,000		n/a

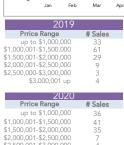




				ransactions			
	2016	2017	2018	2019	2020	2021	20 v '21
Jan	10	5	5	39	11	5	-55%
Feb	9	11	8	5	9	7	-22%
Mar	9	6	18	19	9	16	78%
April	7	10	9	6	7	17	143%
May	11	14	10	20	0	15	n/a
June	7	11	10	7	11	15	36%
July	9	12	11	11	12	12	0%
Aug	10	9	19	16	14		
Sept	10	11	9	17	13		
Oct	5	15	12	12	16		
Nov	10	6	6	7	12		
Dec	7	8	16	10	13		
TOTAL	104	110	122	160	127	97	







2,300,001-\$3,000,000	4	
\$3,000,001 up	4	
2021YT	D	
Prrice 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	



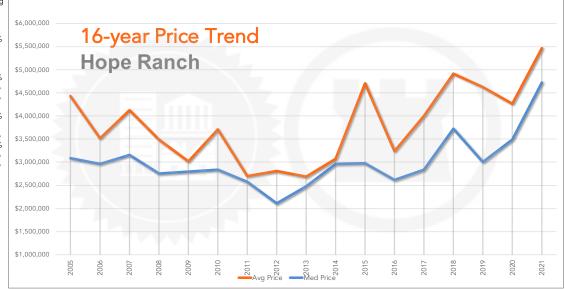






fidelity's.com | chicagotitlesb.com

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



		Avg Price	Med Price	%Chg
	2003	\$2,122,573	\$1,606,542	Ŭ
	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		-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		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%

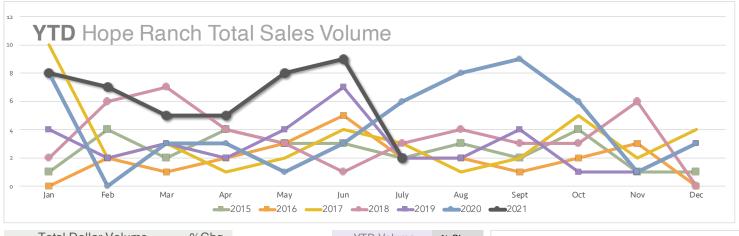


ALL INFORMATION DEEMED RELIABLE BUT NOT GUARANTEED

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



Total Do	%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%

YTD \	% 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

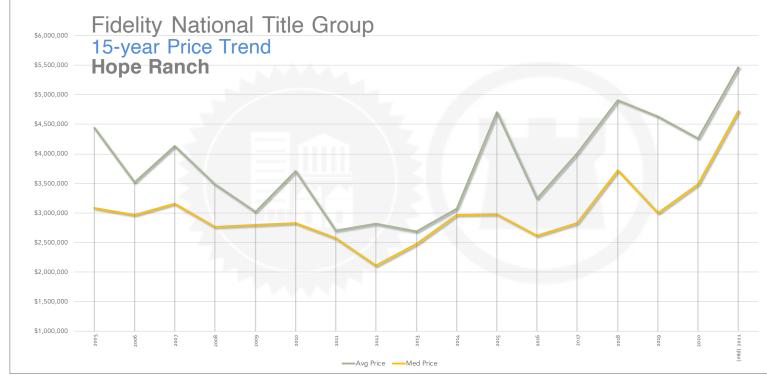


All information deemed reliable but not guaranteed



fidelity's.com | chicagotitlesb.com

	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%

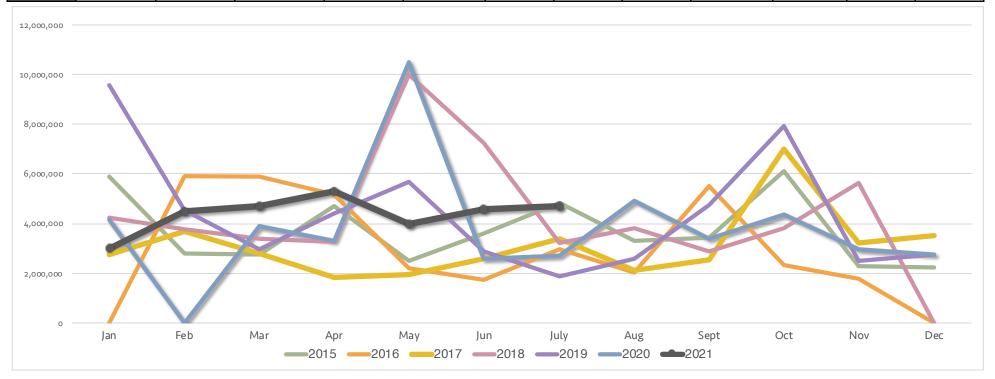


all information deemed reliable but not guaranteed



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



SINGLE FAMILY

www.chicagotitlesb.com



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

CONDOMINIUM

YTDSales 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

YTD Sales Price

Average | Median

Buellton

\$604,679 | \$620,500

Solvang

\$527,200 | \$470,500



172

Single Family Sold YTD

January - July 2021



July 2021 YTD Sales Volume

Buellton 24 Los Olivos 12 Santa Ynez 55 Solvang-Ballard 81

CONDOMINIUM

July 2021 YTD Sales Volume

Buellton 14 Solvang 10

1.2

Inventory month

supply

July Total Sales (single-family & condos)



July 2021 July 2020



Condos Sold YTD

January – July 2021



Condominium

Jan. – July YTD 2021 v. YTD 2020



2021 **24** Total Sales 2020 **25** Total Sales



2021 **\$572,396** Avg 2020 **\$481,027** Avg



2021 **\$615,000** Median 2020 **\$450,500** Median



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



2021 **\$1,200,000** Median 2020 **\$945,000** Median