




SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

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AUG 2021

SINGLE FAMILY	 \$3,156,748 Average Sales Price \$1,700,000 Median Sales Price	CONDOMINIUM	 \$1,121,709 Average Sales Price \$865,000 Median Sales Price	SINGLE FAMILY	Sales Avg Median Carp \$1,407,308 \$1,275,000. Gol \$1,522,149 \$1,345,000 Mont \$6,865,411 \$4,320,000 HR \$7,991,143 \$5,000,000 SB \$1,903,184 \$1,600,000 Summ \$5,000,000 \$5,000,000
	<td> Sale Price Avg. Median Carp \$679,125 \$690,000 Gol \$869,368 \$865,000 Mont \$2,945,714 \$2,100,000 Hope Ranch n/a SB \$998,574 \$882,000 Summ \$n/a \$n/a </td>		Sale Price Avg. Median Carp \$679,125 \$690,000 Gol \$869,368 \$865,000 Mont \$2,945,714 \$2,100,000 Hope Ranch n/a SB \$998,574 \$882,000 Summ \$n/a \$n/a		


155
Single Family Sold
 August 2021

SINGLE
August 2021 SALES
 Carpinteria 13
 Goleta 36
 Montecito 33
 Hope Ranch 7
 Santa Barbara 65
 Summerland 1


CONDOMINIUM
August 2021 SALES
 Carpinteria 8
 Goleta 19
 Montecito 7
 Hope Ranch n/a
 Santa Barbara 36
 Summerland n/a

Total Sales
225
 (↓ .2%)
 August '21 v. August '20


70
Condos Sold
 August 2021


CONDOMINIUM
August 2021 SALES
 Carpinteria 8
 Goleta 19
 Montecito 7
 Hope Ranch n/a
 Santa Barbara 36
 Summerland n/a


Average Days on Market



CASH SALES
41%


SFR/PUD	CONDO
50	39

Inventory
1.17 month supply



 Condominium
 Aug'21 v. Aug '20


 **0%**
 2021 **70** Total Sales
 2020 **70** Total Sales


 **31%**
 2021 **\$1,121,709** Average
 2020 **\$859,057** Average

 **29%**
 2021 **\$865,000** Median
 2020 **\$672,000** Median


 Single Family
 Aug '21 v. Aug '20

 **-2.5%**
 2021 **155** Total Sales
 2020 **159** Total Sales

 **43%**
 2021 **\$3,156,748** Average
 2020 **\$2,208,267** Average

 **5%**
 2021 **\$1,700,000** Median
 2020 **\$1,625,000** Median

SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

august
YTD 2021

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SINGLE FAMILY



\$3,105,273
Average Sales Price

\$1,900,000
Median Sales Price

CONDOMINIUM



\$1,027,515
Average Sales Price

\$832,000
Median Sales Price

Total Sales

1580

(↑%38)

\$2,488,521 (↑%46)
Average

\$1,498,000 (↑%14)
Median

Aug '21 V Aug '20



1111

Single Family Sold
Jan-Aug 2021

SINGLE FAMILY

YTD 2021 SALES

Carpinteria 58 Sales:

\$2,436,440 Avg
\$1,313,500. Median

Goleta 252 Sales

\$1,555,729 Avg
\$1,292,500 Median.

Montecito 250 Sales

\$6,389,055 Avg.
\$4,600,000 Median

Hope Ranch 51 Sales

\$5,811,431 Avg.
\$4,750,000 Median

Santa Barbara 489 Sales

\$1,995,971 Avg
\$1,688,000 Median.

Summerland 11 Sales

\$4,265,864 Avg
\$3,150,000 Median.

CONDOMINIUM

YTD 2021 SALES

Carpinteria: 98 Sales

\$762,597 Avg. Price
\$697,500 Median

Goleta 129 Sales

\$767,419 Avg. Price
\$735,000 Median

Montecito 43 Sales

\$2,179,302. AvgPrice
\$1,875,000 Median

Hope Ranch

n/a

Santa Barbara 197 Sales

\$1,076,209 Avg. Price
\$926,000 Median

Summerland 2 Sales

\$1,225,000 Avg Price
\$1,225,000 Median



469

Condos Sold
Jan-Aug 2021



CASH SALES
YTD
34%



Condominium

Jan.- Aug '21 v Jan Aug '20

↑ **44%**

2021 **469** Total Sales
2020 **326** Total Sales

↑ **19%**

2021 **\$1,027,515** Average
2020 **\$862,887** Average

↑ **4%**

2021 **\$832,500** Median
2020 **\$800,000** Median



SingleFamily

Jan-Aug '21 v Jan-Aug '20

↑ **36%**

2021 **1111** Total Sales
2020 **818** Total Sales

↑ **52%**

2021 **\$3,105,273** Average
2020 **\$2,042,053** Average

↑ **36%**

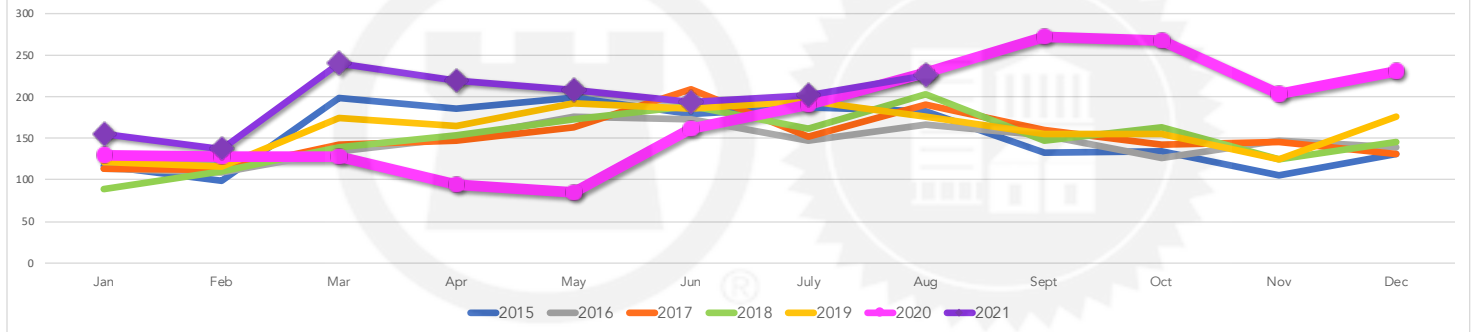
2021 **\$1,900,000** Median
2020 **\$1,400,000** Median

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	225					

YTD Santa Barbara Total Sales Volume

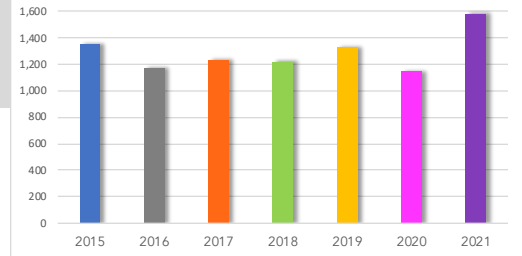


YTD CONDO/SFR Sales Total

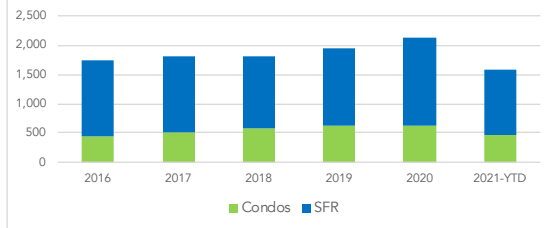
Year	Condos	SFR	TOTAL	Condo %
2016	454	1,283	1,737	26%
2017	502	1,311	1,813	28%
2018	570	1,230	1,800	32%
2019	634	1,302	1,936	33%
2020	624	1,494	2,118	29%
2021-YTD	469	1,111	1,580	30%

Year	YTD Trans Volume	% Change
2015	1,347	n/a
2016	1,170	-13%
2017	1,232	5%
2018	1,219	-1%
2019	1,325	9%
2020	1,144	-14%
2021	1,580	38%

YTD Transaction Volume



Condo to Single Family Totals



TOTAL YTD Sales Dollar Volume

Year	Total YTD 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	\$3,931,863,072	-5%

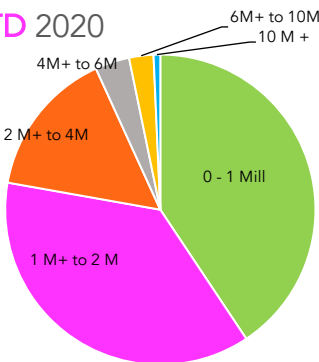
CASH Transactions

Year	Month	#	Total Trans	%
2020	AUG	69	229	30%
	SEP	75	272	28%
	OCT	66	267	25%
	NOV	46	204	23%
	DEC	67	231	29%
2021	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%
	AUG	92	225	41%

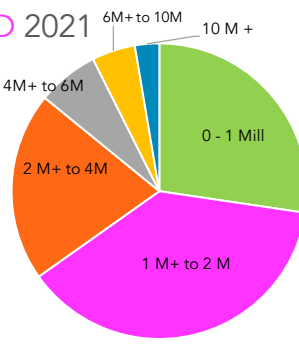
Price Range (Millions)	Volume
0 - 1 Mill	465
1 M+ to 2 M	425
2 M+ to 4M	176
4M+ to 6M	41
6M+ to 10M	29
10 M +	8
TOTAL	1144

Price Range (Millions)	Volume
0 - 1 Mill	432
1 M+ to 2 M	598
2 M+ to 4M	327
4M+ to 6M	106
6M+ to 10M	75
10 M +	42
TOTAL	1580

YTD 2020



YTD 2021



% CASH



South Santa Barbara County

Price Report August 2021

SOUTH COUNTY

Date	Sales	Avg. Price	%Change	Median Price	% Change	>1 Million
Aug-21	225	\$2,523,625	41%	\$1,400,000	12%	169
Aug-20	229	\$1,795,845	21%	\$1,250,000	22%	147
Aug-19	176	\$1,481,551	0%	\$1,022,500	5%	92
Aug-18	203	\$1,482,219	2%	\$970,000	2%	91
Aug-17	190	\$1,450,000	17%	\$954,000	7%	91
Aug-16	166	\$1,234,202	-4%	\$894,000	-3%	69
Aug-15	182	\$1,282,022	-10%	\$924,500	-4%	81

GOLETA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	55	\$1,296,643	18%	\$1,195,000	26%
Aug-20	61	\$1,102,680	8%	\$950,000	7%
Aug-19	44	\$1,020,682	20%	\$885,000	13%
Aug-18	63	\$852,262	5%	\$785,000	11%
Aug-17	63	\$810,968	-6%	\$706,500	-16%
Aug-16	50	\$866,310	6%	\$845,000	14%
Aug-15	55	\$815,536	7%	\$741,000	-5%

SANTA BARBARA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	101	\$1,580,749	15%	\$1,314,000	6%
Aug-20	98	\$1,378,485	3%	\$1,240,000	6%
Aug-19	92	\$1,342,554	14%	\$1,167,500	15%
Aug-18	106	\$1,182,505	-14%	\$1,015,500	-15%
Aug-17	81	\$1,373,445	13%	\$1,200,000	21%
Aug-16	83	\$1,210,187	4%	\$995,000	-1%
Aug-15	83	\$1,166,904	-5%	\$1,000,000	7%

CARPINTERIA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	21	\$1,129,905	39%	\$1,075,000	41%
Aug-19	19	\$812,947	21%	\$762,000	30%
Aug-18	10	\$670,300	-40%	\$586,250	-17%
Aug-17	18	\$1,118,361	32%	\$709,750	-8%
Aug-16	13	\$850,038	-5%	\$775,000	19%
Aug-15	17	\$890,147	48%	\$650,000	23%
Jul-15	13	\$838,846	17%	\$595,000	-22%

MONTECITO

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	40	\$6,179,464	71%	\$4,187,166	41%
Aug-20	38	\$3,622,434	-19%	\$2,975,000	-29%
Aug-19	15	\$4,454,467	-5%	\$4,200,000	63%
Aug-18	18	\$4,678,444	37%	\$2,582,500	-23%
Aug-17	26	\$3,418,250	13%	\$3,374,500	56%
Aug-16	14	\$3,016,036	-4%	\$2,167,500	11%
Aug-15	23	\$3,157,500	6%	\$1,950,000	-29%

SUMMERLAND

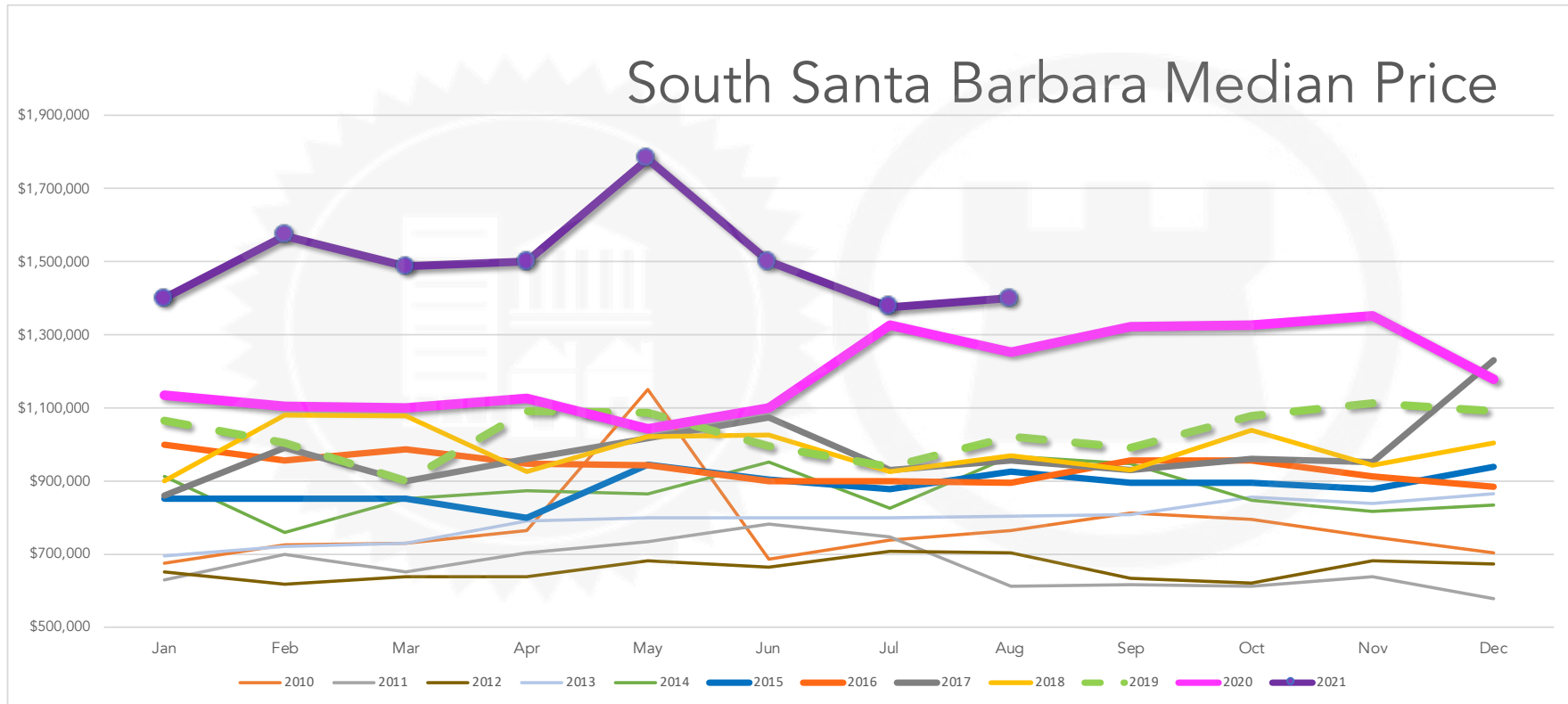
Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	1	n/a	n/a	n/a	n/a
Aug-20	6	\$1,531,500	25%	\$1,250,000	24%
Aug-19	4	\$1,228,750	-69%	\$1,005,000	-75%
Aug-18	2	\$3,950,000	92%	\$3,950,000	92%
Aug-17	1	\$2,055,000	106%	\$2,055,000	137%
Aug-16	3	\$997,500	n/a	\$867,500	n/a
Aug-15	n/a	n/a	n/a	n/a	n/a

HOPE RANCH

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Aug-21	7	\$7,991,143	46%	\$5,000,000	2%
Aug-20	8	\$5,457,875	112%	\$4,906,500	91%
Aug-19	2	\$2,575,000	-55%	\$2,575,000	-33%
Aug-18	4	\$5,759,375	174%	\$3,825,000	82%
Aug-17	1	\$2,100,000	4%	\$2,100,000	4%
Aug-16	2	\$2,017,500	-34%	\$2,017,500	-39%
Aug-15	3	\$3,065,833	5%	\$3,285,000	19%



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	\$1,400,000					\$1,501,324	25%

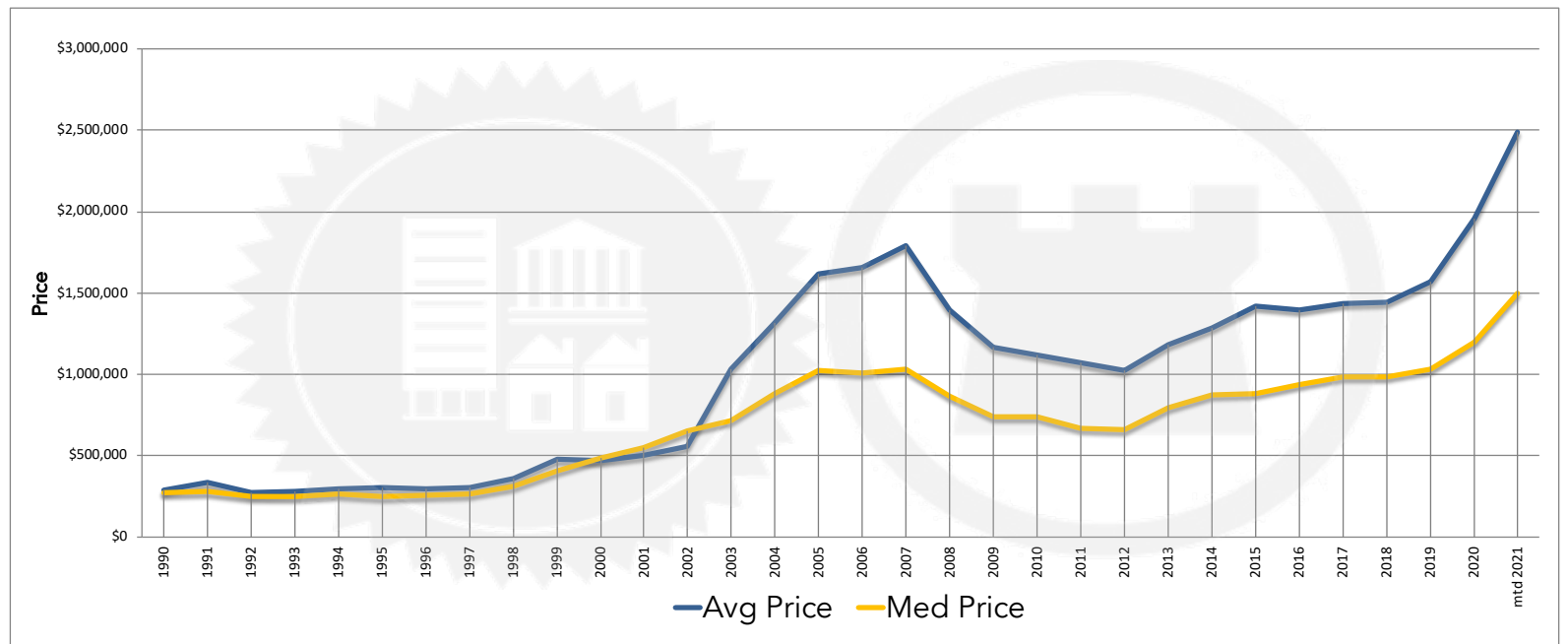


The above data is based on resale activity for Goleta, Santa Barbara, Montecito, and Carpinteria. This data does not include mobile homes. The above information is deemed reliable, but not guaranteed.

	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	\$2,488,521	\$1,498,000	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

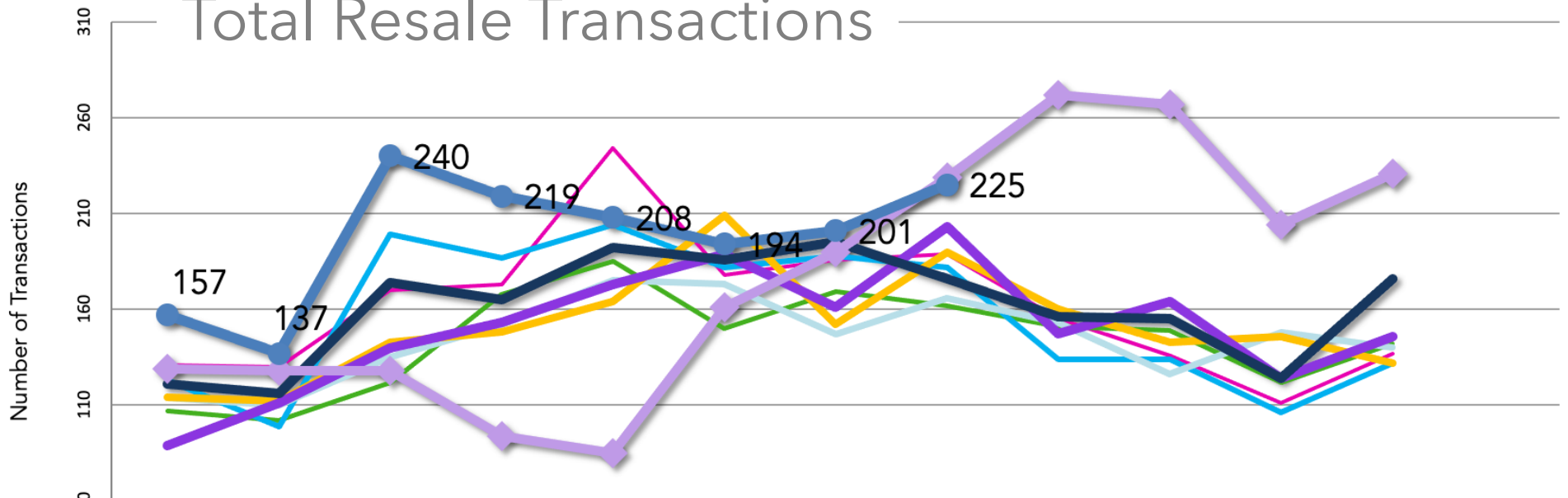
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Market Trends

South Santa Barbara County

August 2021

Total Resale Transactions



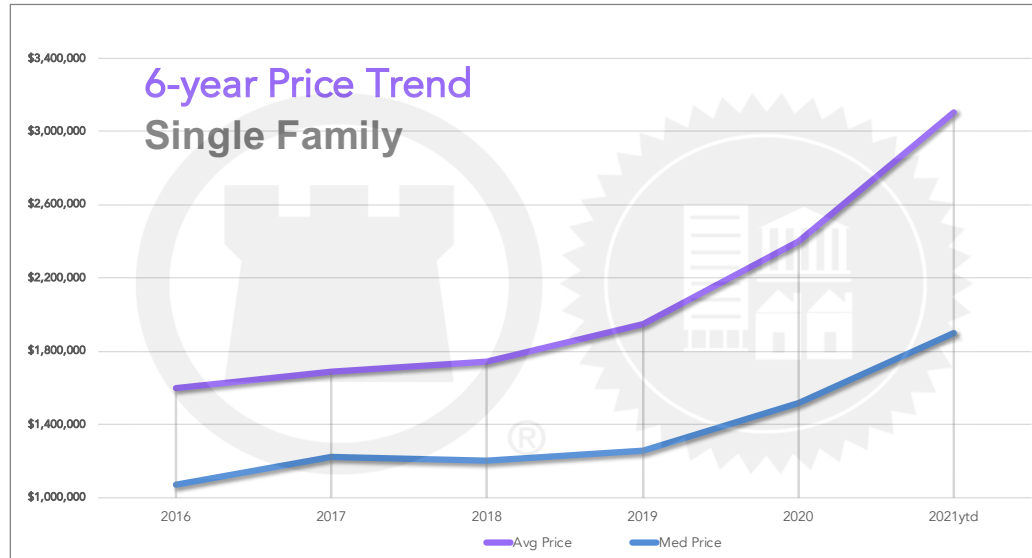
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	131	130	170	173	244	178	186	189	155	136	111	137
2014	107	102	122	168	185	150	169	162	151	149	122	142
2015	123	99	199	187	204	182	188	182	134	134	106	132
2016	114	110	135	152	175	173	147	166	153	126	148	140
2017	114	112	143	148	164	209	152	190	160	143	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	225				



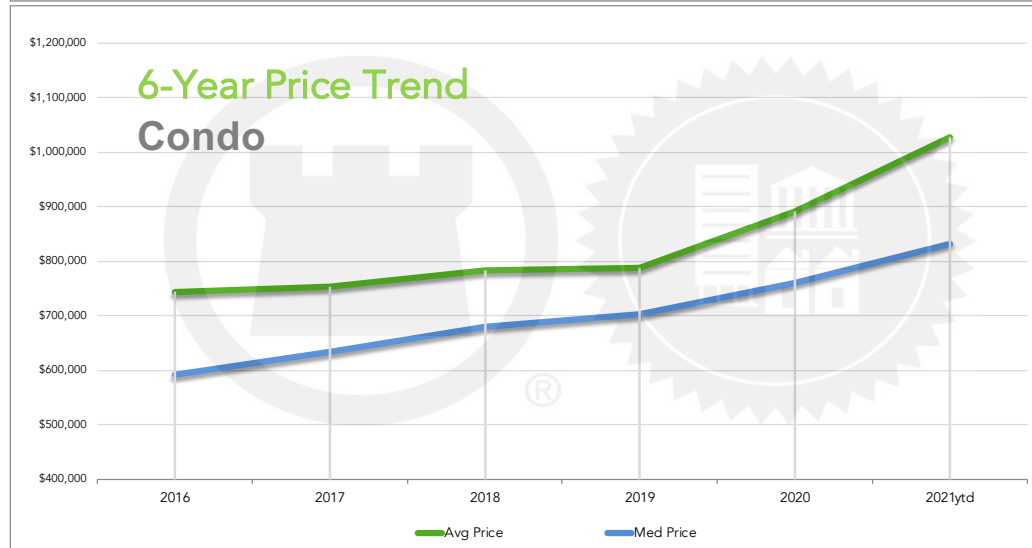
Single Family & Condo Price Trends

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	\$3,105,273	\$1,900,000	25%



	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	\$1,027,515	\$832,000	9%

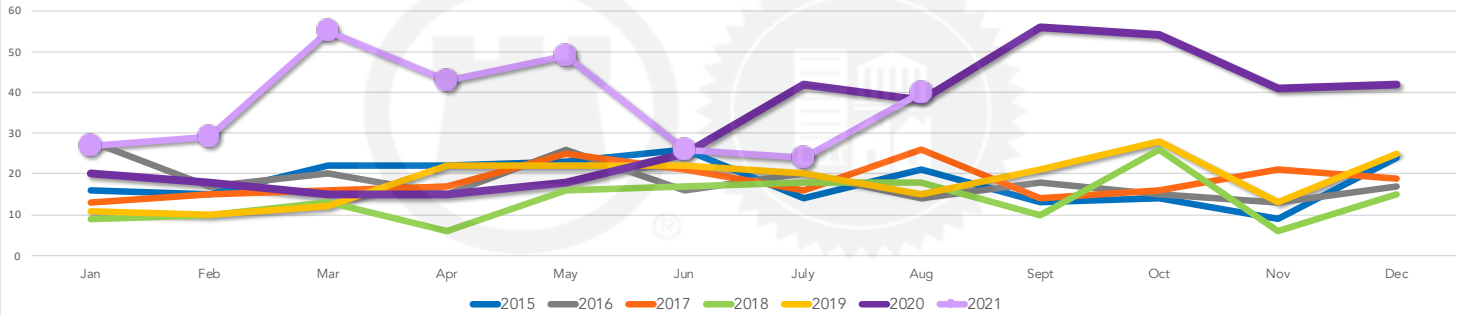


Fidelity National Title Group-Santa Barbara

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	40					293

YTD Montecito Total Sales Volume

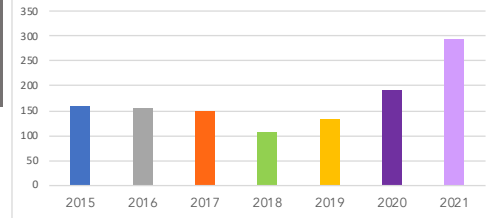


YTD Sales Total

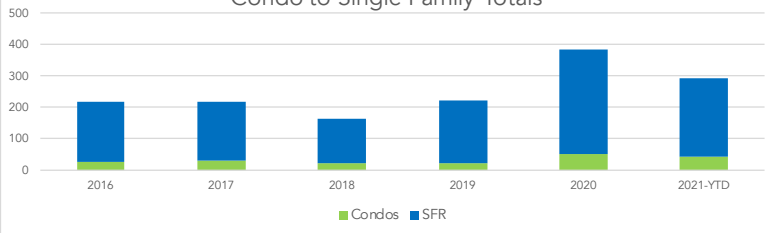
Year	Condos	SFR	TOTAL	% CONDO
2016	25	194	219	11%
2017	29	190	219	13%
2018	22	142	164	13%
2019	24	197	221	11%
2020	52	332	384	14%
2021-YTD	43	250	293	15%

Year	YTD Volume	%Chng
2015	159	
2016	156	-2%
2017	149	-4%
2018	107	-28%
2019	134	25%
2020	191	43%
2021	293	53%

YTD Sales Volume compare



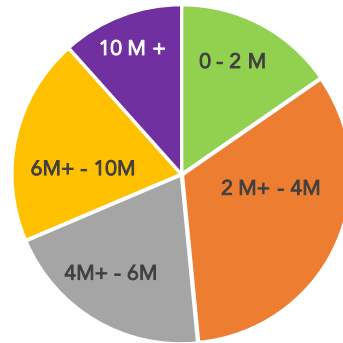
Condo to Single Family Totals



ALL-CASH TRANSACTIONS

Year	Month	#	Total Sales	% of Total
2020	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%
	AUG	28	40	70%

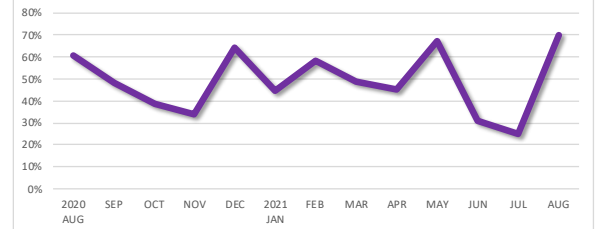
Price Range (Millions)	2021 YTD
0 - 2 M	45
2 M+ - 4M	97
4M+ - 6M	59
6M+ - 10M	58
10 M +	34
TOTAL	293



2021 YTD

Price Range Breakdown

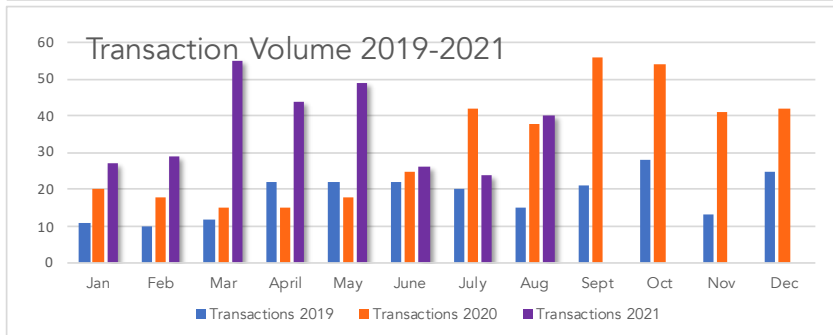
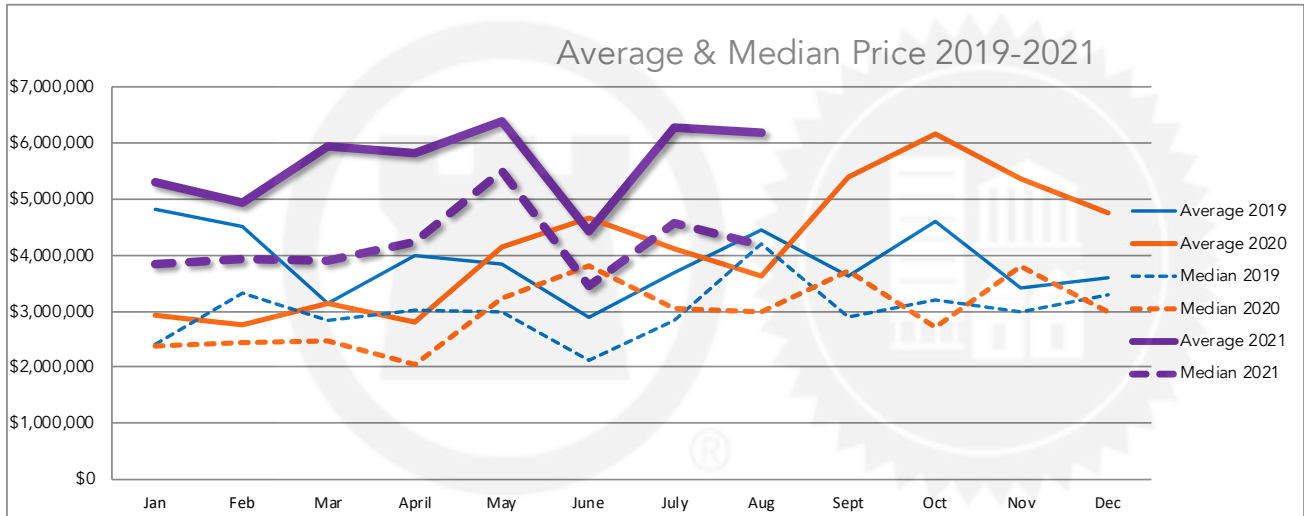
% ALL CASH



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	40	5%	\$4,454,467	\$3,622,434	\$6,179,464	71%	\$4,200,000	\$2,975,000	\$4,187,166	41%
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	294	-23%	\$3,881,693	\$4,152,850	\$5,657,589	36%	\$2,784,542	\$2,727,833	\$4,145,000	52%

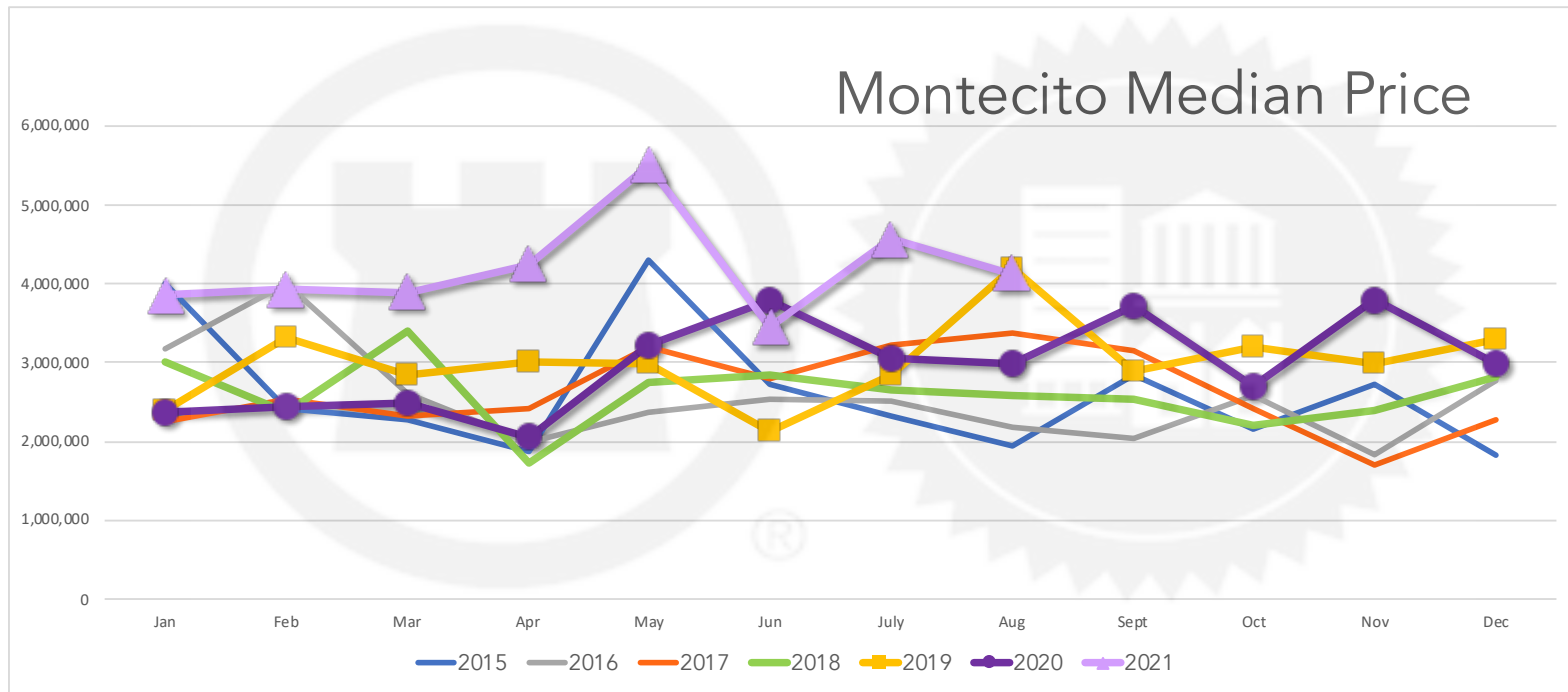




2021 Montecito YTD Real Estate Report

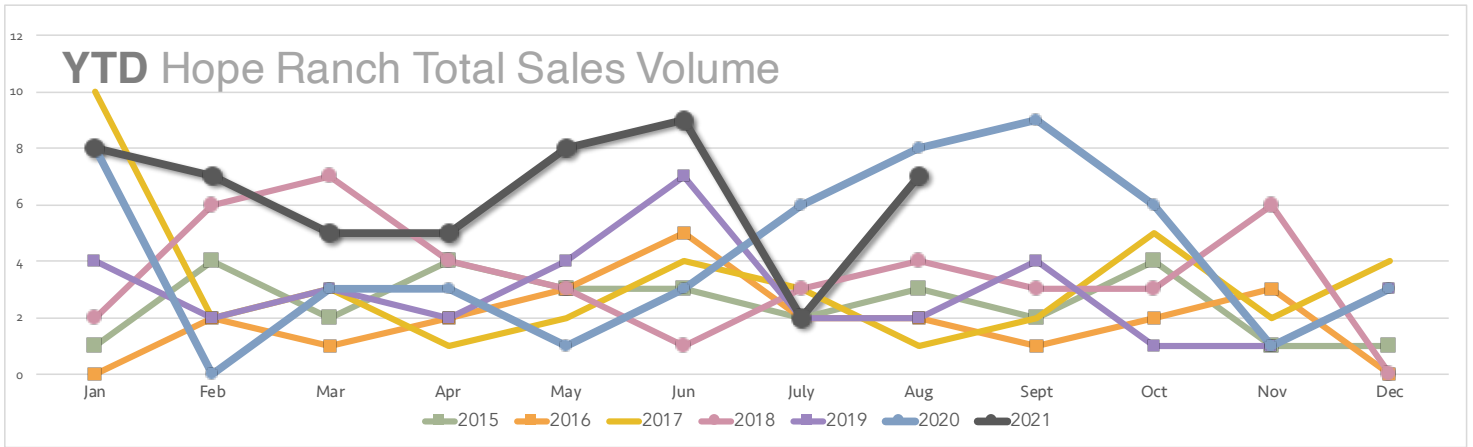
Median Price Trends

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	\$4,125,000				



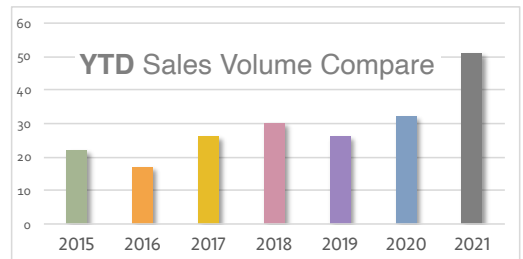
Fidelity National Title Group Santa Barbara 2021 YTD Hope Ranch Sales Report

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	7					51

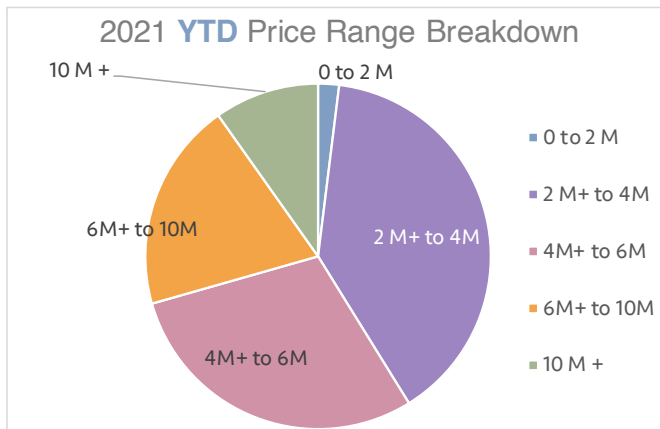


Year	Total Dollar Volume	%Chg
2017	\$112,206,500	n/a
2018	\$192,083,000	71%
2019	\$162,008,000	-16%
2020	\$189,011,825	17%
2021 YTD	\$296,383,000	57%

Year	YTD Volume	% Chng
2015	22	
2016	17	-23%
2017	26	53%
2018	30	15%
2019	26	-13%
2020	32	23%
2021	51	59%



Price Range (Millions)	
0 to 2 M	1
2 M+ to 4M	20
4M+ to 6M	15
6M+ to 10M	10
10 M +	5
TOTAL	51



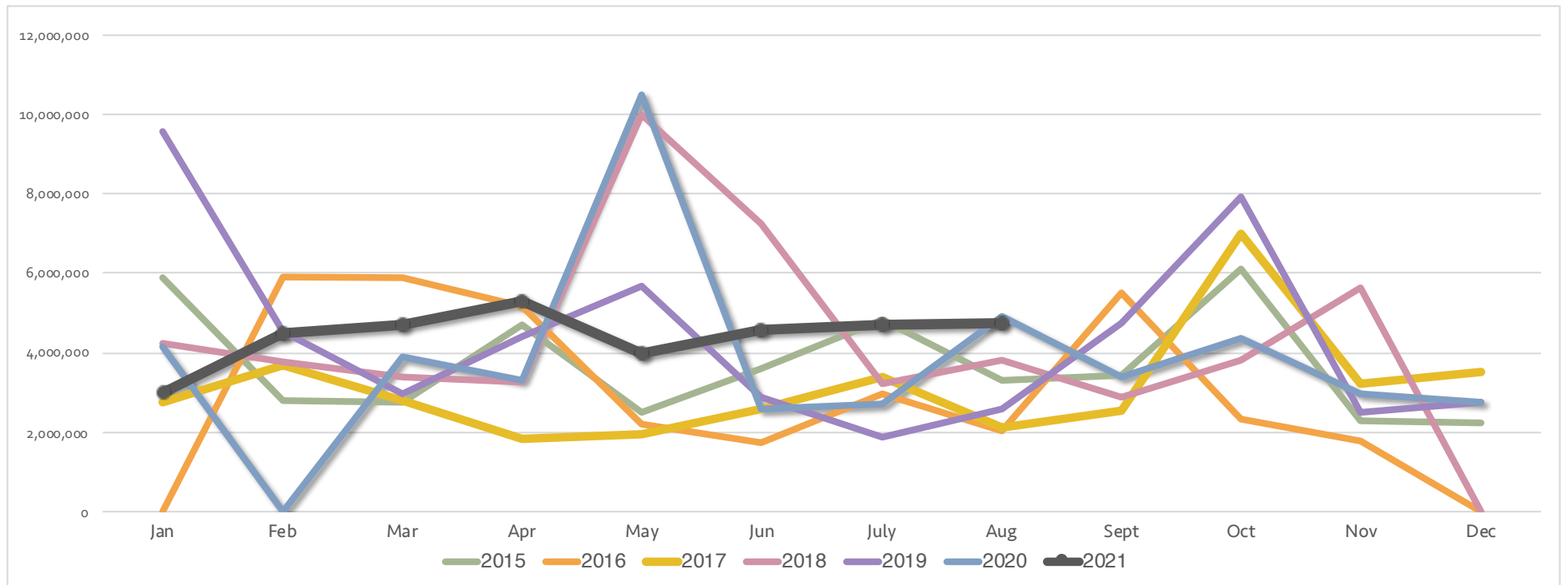
All information deemed reliable but not guaranteed

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



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	\$4,750,000				

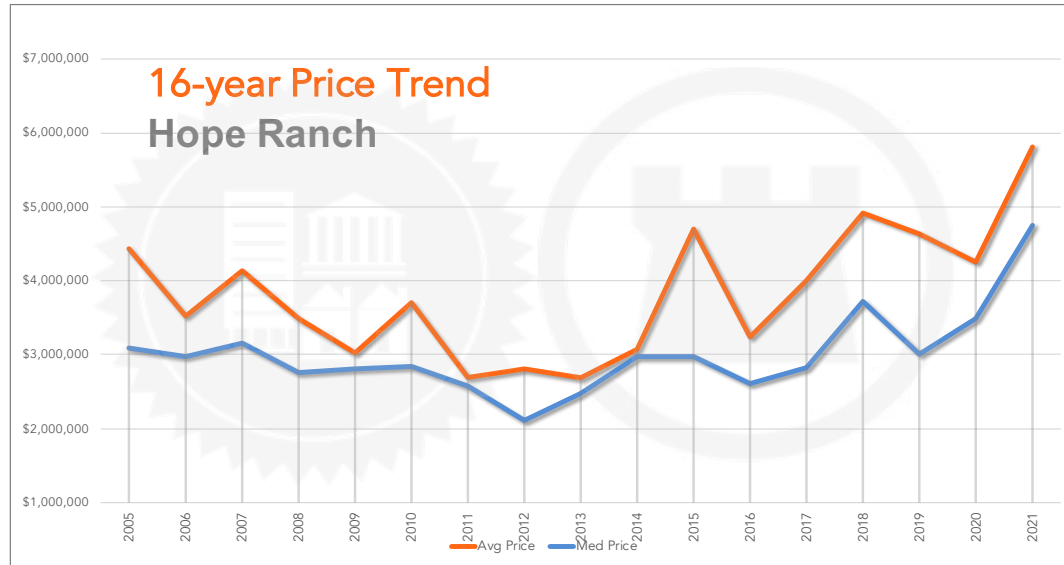


FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

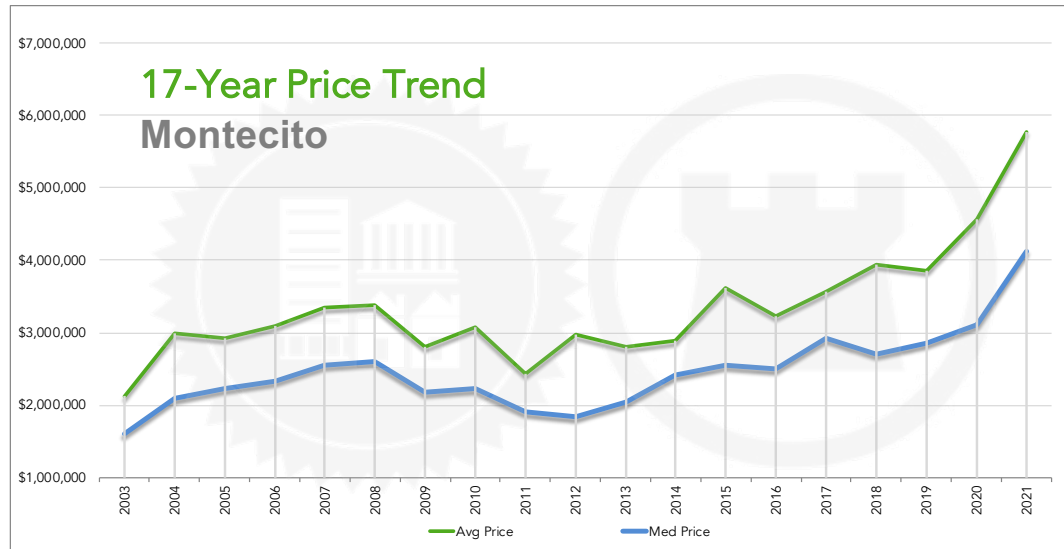


fideliy's.com | chicagotitlesb.com

	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	\$5,811,431	\$4,750,000	36%



	Avg Price	Med Price	%Chg
2003	\$2,122,573	\$1,606,542	31%
2004	\$2,986,617	\$2,099,271	6%
2005	\$2,921,686	\$2,223,271	5%
2006	\$3,092,422	\$2,336,667	10%
2007	\$3,345,281	\$2,560,417	2%
2008	\$3,386,326	\$2,609,667	-16%
2009	\$2,814,635	\$2,186,104	2%
2010	\$3,077,094	\$2,231,694	-14%
2011	\$2,428,436	\$1,915,887	-4%
2012	\$2,975,297	\$1,835,000	12%
2013	\$2,810,283	\$2,050,000	18%
2014	\$2,886,388	\$2,425,000	5%
2015	\$3,615,674	\$2,550,000	-2%
2016	\$3,237,899	\$2,500,000	17%
2017	\$3,566,905	\$2,925,000	-8%
2018	\$3,946,770	\$2,700,000	6%
2019	\$3,854,656	\$2,851,000	9%
2020	\$4,563,296	\$3,112,500	33%
MTD 2021	\$5,771,242	\$4,125,000	



ALL INFORMATION DEEMED RELIABLE BUT NOT GUARANTEED

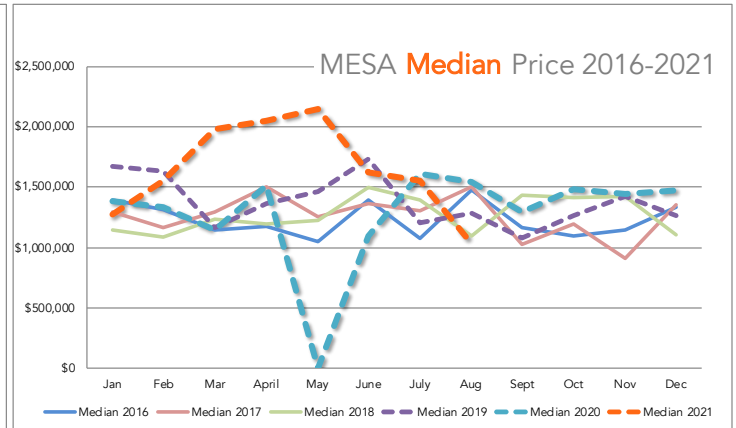
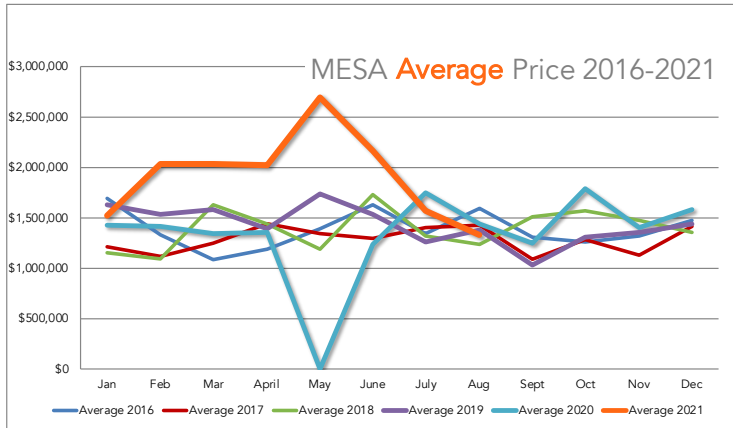
Fidelity National Title Group

The MESA

Market Comparison 2016 through 2021

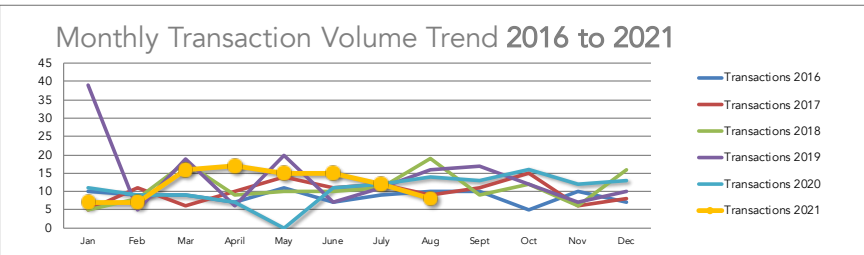
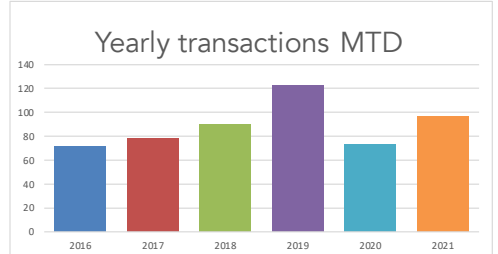
	Average 2016	Average 2017	Average 2018	Average 2019	Average 2020	Average 2021	Compare 20 to '21
Jan	\$1,692,222	\$1,218,000	\$1,156,600	\$1,631,667	\$1,420,409	\$1,517,000	7%
Feb	\$1,327,300	\$1,116,409	\$1,091,875	\$1,530,100	\$1,416,222	\$2,033,214	44%
Mar	\$1,084,444	\$1,252,167	\$1,630,875	\$1,583,711	\$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	\$1,330,125	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%
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	\$1,037,500	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



Transactions							
	2016	2017	2018	2019	2020	2021	20 v '21
Jan	10	5	5	39	11	7	-36%
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	8	-43%
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	97	

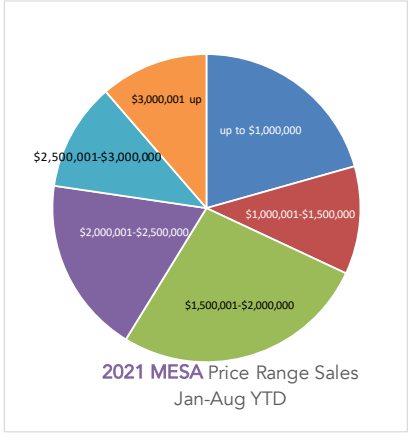
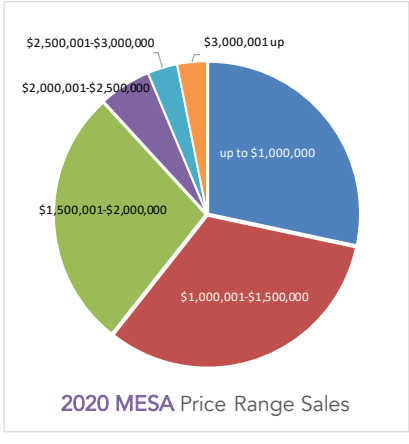
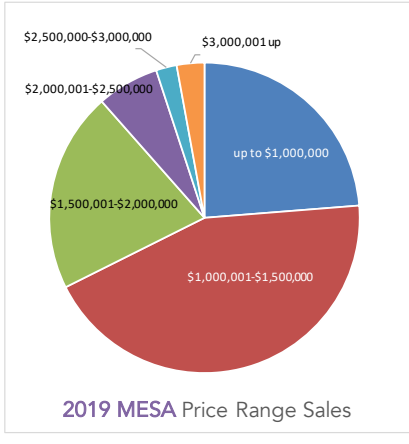
YTD Trans #	
2016	72
2017	78
2018	90
2019	123
2020	73
2021	97





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	20
\$1,000,001-\$1,500,000	11
\$1,500,001-\$2,000,000	26
\$2,000,001-\$2,500,000	18
\$2,500,001-\$3,000,000	11
\$3,000,001 up	11







SINGLE FAMILY	 August Average Sales Price 2020 2021 \$1,774,805 \$1,596,636 Median Sales Price 2020 2021 \$1,132,500 \$1,015,000	CONDOMINIUM	 August Average Sales Price 2020 2021 \$295,000 \$555,333 Median Sales Price 2020 2021 \$295,000 \$630,000	SINGLE FAMILY	YTD Sales Price Average Median Buellton \$861,281 \$749,000 Los Olivos \$1,996,409 \$1,392,500 Santa Ynez \$2,061,464 \$1,712,500 Solvang/Ballard \$1,382,814 \$1,193,250
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 183 Single Family Sold YTD January - August 2021	SFR	August 2021 YTD Sales Volume Buellton 27 Los Olivos 12 Santa Ynez 58 Solvang-Ballard 86	CONDOMINIUM	YTD Sales Price Average Median Buellton \$608,000 \$623,000 Solvang \$515,955 \$466,000
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 27 Condos Sold YTD January - August 2021	CONDOMINIUM	August 2021 YTD Sales Volume Buellton 16 Solvang 11	August Total Sales (single-family & condos)  -58% August 2021 14 August 2020 33
1.5 Inventory month supply			

 Condominium Jan. - Aug. YTD 2021 v. YTD 2020	 4% 2021 27 Total Sales 2020 26 Total Sales	 20% 2021 \$570,500 Avg 2020 \$473,872 Avg	 38% 2021 \$620,000 Median 2020 \$450,250 Median
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 Single Family Jan. - Aug. YTD 2021 v. YTD 2020	 10% 2021 183 Total Sales 2020 167 Total Sales	 9% 2021 \$1,561,193 Avg 2020 \$1,436,071 Avg	 26% 2021 \$1,200,000 Median 2020 \$950,000 Median
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