



SOUTH SANTA BARBARA COUNTY

RESIDENTIAL STATISTICS

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SEP 2021

| | | | | | |
|----------------------|--|--------------------|--|----------------------|--|
| SINGLE FAMILY |  <p>\$2,599,199 Average Sales Price</p> <p>\$1,790,000 Median Sales Price</p> | CONDOMINIUM |  <p>\$1,053,951 Average Sales Price</p> <p>\$850,000 Median Sales Price</p> | SINGLE FAMILY | <p>Sales Avg Median</p> <p>Carp \$3,521,000 \$1,635,000. Gol \$1,611,889 \$1,300,000 Mont \$5,446,855 \$4,857,741 HR \$3,287,500 \$3,287,500 SB \$1,826,204 \$1,582,500 Summ \$2,726,081 \$2,726,081</p> |
| | | | | | CONDOMINIUM |



122
Single Family Sold
September 2021

SINGLE

September 2021 SALES
 Carpinteria 5
 Goleta 27
 Montecito 24
 Hope Ranch 2
 Santa Barbara 62
 Summerland 2

CONDOMINIUM


September 2021 SALES
 Carpinteria 12
 Goleta 17
 Montecito 2
 Hope Ranch n/a
 Santa Barbara 18
 Summerland n/a



49
Condos Sold
September 2021

Average Days on Market

Total Sales
171
(↓ 37%)
Sept '21 v. Sept '20



CASH SALES
29%

SFR/PUD

45

CONDO

30

Inventory
1.12 month supply



Condominium
Sept'21 v. Sept '20

↓ **-31%**
2021 **49** Total Sales
2020 **71** Total Sales

↑ **15%**
2021 **\$1,053,951** Average
2020 **\$914,654** Average

↑ **22%**
2021 **\$850,000** Median
2019 **\$694,500** Median



Single Family
Sept '21 v. Sept '20

↓ **-40%**
2021 **122** Total Sales
2020 **201** Total Sales

↓ **-9%**
2021 **\$2,599,199** Average
2020 **\$2,859,868** Average

↑ **4%**
2021 **\$1,790,000** Median
2020 **\$1,725,000** Median


SOUTH SANTA BARBARA COUNTY




RESIDENTIAL STATISTICS





september

YTD 2021

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| | | | | |
|----------------------|--|--------------------|--|---|
| SINGLE FAMILY |  \$3,055,199 Average Price \$1,890,000 Median Price | CONDOMINIUM |  \$1,030,016 Average Price \$833,750 Median Price | Total Sales 1751 (+24%) \$2,456,087 (↑34%) Average \$1,495,000 (↑27%) Median Sept.2021 v Sept.2020 |
|----------------------|--|--------------------|--|---|

| | | |
|---|---|--|
|  1233 Single Family Sold YTD Jan-Sept 2021 | SINGLE FAMILY | CONDOMINIUM |
|  518 Condos Sold YTD Jan-Sept 2021 | YTD 2021 SALES Carpinteria 63 Sales: \$2,522,516 Avg Price \$1,370,000. Median Goleta 279 Sales \$1,561,163 Avg Price \$1,295,000 Median. Montecito 274 Sales \$6,036,527 Avg.Price \$4,600,000 Median Hope Ranch 54 Sales \$5,763,759 Avg.Price \$4,723,250 Median Santa Barbara 550 Sales \$1,965,399 Avg Price \$1,675,000 Median. Summerland 13 Sales \$4,028,974 Avg Price \$3,150,000 Median | YTD 2021 SALES Carpinteria: 109 Sales \$812,560 Avg. Price \$695,000 Median Goleta 147 Sales \$722,105 Avg. Price \$745,000 Median Montecito 45 Sales \$2,181,333. Avg.Price \$1,875,000 Median Hope Ranch n/a Santa Barbara 215 Sales \$1,073,813 Avg. Price \$915,000 Median Summerland 2 Sales \$1,225,000 Avg Price \$1,225,000 Median |
|  CASH SALES YTD 34% | | |

| | | | |
|--|---|---|---|
|  Condominium Jan-Sept '21 v Jan - Sept 20 |  31% 2021 518 Total 2020 396 Total |  18% 2021 \$1,030,016 Avg 2020 \$872,201 Avg |  13% 2021 \$833,750 Median 2020 \$735,000 Median |
|--|---|---|---|

| | | | |
|--|---|---|---|
|  SingleFamily Jan-Sept '21 v Jan - Sept '20 |  21% 2021 1233 Total 2020 1020 Total |  39% 2021 \$3,055,199 Avg 2020 \$2,202,042 Avg |  29% 2021 \$1,890,000 Median 2020 \$1,467,250 Median |
|--|---|---|---|



South Santa Barbara County Sales by Area

INDICATES NON-MLS SALES

INDICATES CONDOMINIUM

INDICATES CASH SALE

September 2021

| Carpinteria | |
|--------------|----------------------------|
| \$520,000 | 5921 Hickory 3 |
| \$464,000 | 29 Dearborn 10 |
| \$529,500 | 5966 Via Real #2 |
| \$530,000 | 5935 Hickory St 1 |
| \$600,000 | 130 Ash Ave 2 |
| \$645,000 | 6015 Jacaranda Way A |
| \$695,000 | 5446 8th St 14 |
| \$730,000 | 4880 Sandyland Rd 27 |
| \$830,000 | 1051 Holly |
| \$875,000 | 3375 Foothill Road 1123 |
| \$1,150,000 | 4755 Sandyland Rd 7 |
| \$1,260,000 | 3375 Foothill Rd 536 |
| \$1,390,000 | 1324 Vallecito Rd |
| \$1,635,000 | 5008 Pacific Village Dr |
| \$1,750,000 | 7337 Shepard Mesa Rd |
| \$6,300,000 | 8 Rincon Point Ln |
| \$12,000,000 | 3543 Padaro Ln |
| \$1,876,676 | Avg |
| \$830,000 | Median |
| 17 | Sales |
| Goleta | |
| \$525,000 | 39 DEARBORN PL 98 |
| \$560,000 | 305 MORETON BAY # 3 |
| \$645,000 | 327 Moreton Bay Ln 1 |
| \$650,000 | 176 Kingston Avenue Unit B |
| \$662,000 | 470 Linfield Pl C |
| \$697,000 | 7628 Hollister Ave 234 |
| \$750,000 | 4991 Ponderosa Way |
| \$762,000 | 407 BARLING TER |
| \$823,000 | 67 N San Marcos Rd B |
| \$850,000 | 367 Cannon Green Dr H |
| \$880,000 | 480 CALLE MASTIL |
| \$893,500 | 5348 Traci Drive |
| \$905,000 | 303 Pacific Oaks Rd |
| \$925,000 | 7388 Calle Real 7 |
| \$930,000 | 77 Magnolia Ave |
| \$945,000 | 570 Springbrook Ct |
| \$955,000 | 5755 Alondra Dr |
| \$965,000 | 331 Carlo Dr |
| \$975,000 | 457 COOL BROOK LN |
| \$1,000,000 | 7572 HEMPSTEAD AVE |
| \$1,000,000 | 235 San Napoli Dr |
| \$1,015,000 | 6721 Calle Koral |
| \$1,015,000 | 7204 Evanston Pl |
| \$1,030,000 | 542 ASILOMAR WAY # 103 |
| \$1,154,000 | 11 Calaveras Ave |
| \$1,200,000 | 5225 JAMES RD |
| \$1,225,000 | 6203 Avenida Ganso |
| \$1,225,000 | 6261 Momouth Ave |
| \$1,250,000 | 535 San Marino Dr |
| \$1,300,000 | 5143 San Lazaro Way |
| \$1,385,000 | 5637 Kent Pl |
| \$1,401,000 | 453 Cool Brook Lane |
| \$1,500,009 | 1229 Camino Meleno |
| \$1,515,000 | 4546 Auhay Dr |
| \$1,550,000 | 42 Touran Ln |
| \$1,601,000 | 6213 Muirfield Dr |
| \$1,790,000 | 6296 Shamrock Ave |
| \$1,851,000 | 4991 Old Oak Pl |
| \$2,000,000 | 402 Venado Dr |
| \$2,350,000 | 354 Arroyo |
| \$2,400,000 | 946 Camino Del Retiro |
| \$2,565,000 | 371 Island Oak Ln |
| \$3,795,000 | 4586 VIA MARIA |
| \$4,145,000 | 1110 Via Del Rey |
| \$1,308,171 | Avg |
| \$1,015,000 | Median |
| 44 | Sales |

| Hope Ranch | |
|---------------|-----------------------------|
| \$2,650,000 | 1255 Silvestre Rd |
| \$3,925,000 | 1435 Estrella Dr |
| \$3,287,500 | Avg/Median |
| 2 | Sales |
| Montecito | |
| \$1,475,000 | 1150 Toro Canyon |
| \$1,800,000 | 1220 Coast Village Road 308 |
| \$1,900,000 | 420 NICHOLAS LN |
| \$2,350,000 | 1779 San Leandro Ln |
| \$2,380,000 | 2948 Torito Rd |
| \$2,650,000 | 1517 E Valley Rd A |
| \$2,900,000 | 1910 Barker Pass Rd |
| \$2,950,000 | 1863 SAN LEANDRO LN |
| \$3,450,000 | 820 Summit Rd |
| \$3,500,000 | 945 Aleeda Ln |
| \$3,568,500 | 150 Santa Elena Ln |
| \$3,597,500 | 813 Ashley Rd |
| \$3,750,000 | 215 Middle Rd |
| \$4,500,000 | 491 Pimiento Ln |
| \$5,215,482 | 250 Bonnie Ln |
| \$5,375,000 | 2010 Birnam Wood Dr |
| \$5,900,000 | 1123 Glenview Rd |
| \$6,250,000 | 256 Las Entradas Dr |
| \$6,900,000 | 266 Penny Ln |
| \$7,000,000 | 1885 Jelinda Dr |
| \$7,128,000 | 210 San Ysidro Rd |
| \$7,685,000 | 1 Miramar Ave |
| \$7,800,027 | 2069 China Flat Rd |
| \$9,900,000 | 665 San Ysidro Rd |
| \$12,000,000 | 321 Ennisbrook Dr |
| \$13,250,000 | 788 San Ysidro Ln |
| \$5,199,020 | Avg |
| \$4,125,000 | Median |
| 26 | Sales |
| Santa Barbara | |
| \$570,000 | 129 E Micheltorena St 6 |
| \$640,000 | 3663 San Remo Dr 2e |
| \$680,000 | 122 N Milpas Street |
| \$695,000 | 2727 Miradero Dr 209 |
| \$720,000 | 984 Miramonte Dr 2 |
| \$750,000 | 631 W Ortega St C |
| \$780,000 | 988 Miramonte Dr 3 |
| \$832,500 | 1600 Garden Street 7 |
| \$850,000 | 2128 MODOC RD C |
| \$890,000 | 34 Ocean View Ave 2 |
| \$894,999 | 51 La Cumbre Cir |
| \$899,000 | 5674 W Camino Cielo |
| \$900,000 | 315 E Micheltorena St |
| \$920,000 | 1041 Palomino Rd |
| \$920,100 | 2623 State St 1 |
| \$939,000 | 1624 De La Vina St |
| \$969,000 | 423 W Montecito St D |
| \$999,995 | 801 E Haley St |
| \$1,000,000 | 721 W Arrellaga St |
| \$1,075,000 | 1304 W Valerio St |
| \$1,100,000 | 519 W Pedregosa St |
| \$1,145,000 | 5621 W Camino Cielo |
| \$1,152,000 | 312 W Figueroa St |
| \$1,200,000 | 728 Western Ave |
| \$1,200,000 | 805 Soledad Ave |
| \$1,215,000 | 5672 W Camino Cielo |
| \$1,250,000 | 284 Calle Esperanza |
| \$1,250,000 | 1025 E Gutierrez St |
| \$1,290,000 | 3819 Connie Way |
| \$1,300,000 | 286 N La Cumbre Rd |
| \$1,315,000 | 3728 Pescadero Dr |
| \$1,330,000 | 408 Loma Alta Dr |
| \$1,350,000 | 833 Alberta Ave |

| Santa Barbara-CONT'D | |
|----------------------|--------------------------|
| \$1,365,000 | 428 E Islay St |
| \$1,380,000 | 1532 State Street E |
| \$1,400,000 | 25 Betty Drive |
| \$1,411,000 | 401 Chapala St 206 |
| \$1,429,000 | 536 E Sola St |
| \$1,435,000 | 3836 Calle Cita |
| \$1,465,000 | 1813 Clearview Rd |
| \$1,470,000 | 1414 Santa Rosa Ave |
| \$1,475,000 | 1721 Olive St |
| \$1,487,000 | 817 Cheltenham Rd |
| \$1,500,000 | 2125 Red Rose Way |
| \$1,510,000 | 3068 Foothill Rd |
| \$1,510,000 | 411 E Calle Laureles |
| \$1,560,000 | 3709 Hitchcock Ranch Rd |
| \$1,605,000 | 648 Calle Rinconada |
| \$1,620,000 | 1208 Castillo St |
| \$1,673,000 | 210 Adair Dr |
| \$1,725,000 | 307 Paseo Del Descanso |
| \$1,750,000 | 3724 State Street 305 |
| \$1,780,000 | 3965 Foothill Rd B |
| \$1,790,000 | 1319 Kowalski Ave |
| \$1,800,000 | 876 Windsor Way |
| \$1,800,000 | 430 Linda Rd |
| \$1,810,000 | 2620 Las Encinas Rd |
| \$1,830,000 | 1745 La Coronilla Dr |
| \$1,850,000 | 482 Scenic Dr |
| \$1,925,000 | 821 Anza Dr |
| \$1,945,000 | 32 St Francis Way |
| \$2,000,000 | 4014 Pala Ln |
| \$2,050,000 | 1741 La Coronilla Dr |
| \$2,125,000 | 118 Eucalyptus Hill Cir |
| \$2,125,000 | 1929 El Camino De La Luz |
| \$2,200,000 | 220 Santa Catalina |
| \$2,209,150 | 207 Selrose Ln |
| \$2,260,000 | 44 Saint Francis Way |
| \$2,300,000 | 2141 Ridge Ln |
| \$2,570,000 | 810 Fawn Pl |
| \$2,600,000 | 1364 Shoreline Dr |
| \$2,700,000 | 404 Los Robles Ln |
| \$2,900,000 | 3872 Crescent Dr |
| \$3,023,000 | 871 Tornoe Rd |
| \$3,200,000 | 120 Loma Media Rd |
| \$3,400,000 | 554 Litchfield |
| \$3,800,000 | 903 Arbolado Rd |
| \$3,850,000 | 2011 Edgewater Way |
| \$4,147,500 | 5651 W Camino Cielo |
| \$4,300,000 | 616 Sea Ranch Dr |
| \$1,651,016 | Avg |
| \$1,467,500 | Median |
| 80 | Sales |
| Summerland | |
| \$2,202,162 | 2435 Golden Gate Ave |
| \$3,250,000 | 130 Valencia Rd |
| \$2,726,081 | Avg/Median |
| 2 | Sales |

| SOUTH COUNTY TOTAL | |
|-------------------------------------|----------------------|
| 171 | SALES |
| \$2,156,409 | Avg. Price |
| \$1,470,000 | Median |
| 124 | SALES OVER 1 MILLION |
| SOUTH COUNTY TTL (Excluding Luxury) | |
| 141 | SALES |
| \$1,480,116 | Avg Price |
| \$1,300,000 | Median |
| SFR Only (Excluding Luxury) | |
| 95 | SALES |
| \$1,766,345 | Avg Price |
| \$1,510,000 | Median |
| Condo ONLY (Excluding Luxury) | |
| 46 | SALES |
| \$888,991 | Avg Price |
| \$827,750 | Median |
| ALL SFR Only | |
| 122 | SALES |
| \$2,599,199 | Avg Price |
| \$1,790,000 | Median |
| All CONDO ONLY | |
| 49 | SALES |
| \$1,053,951 | Avg Price |
| \$850,000 | Median |
| CASH ONLY | |
| 29% | |

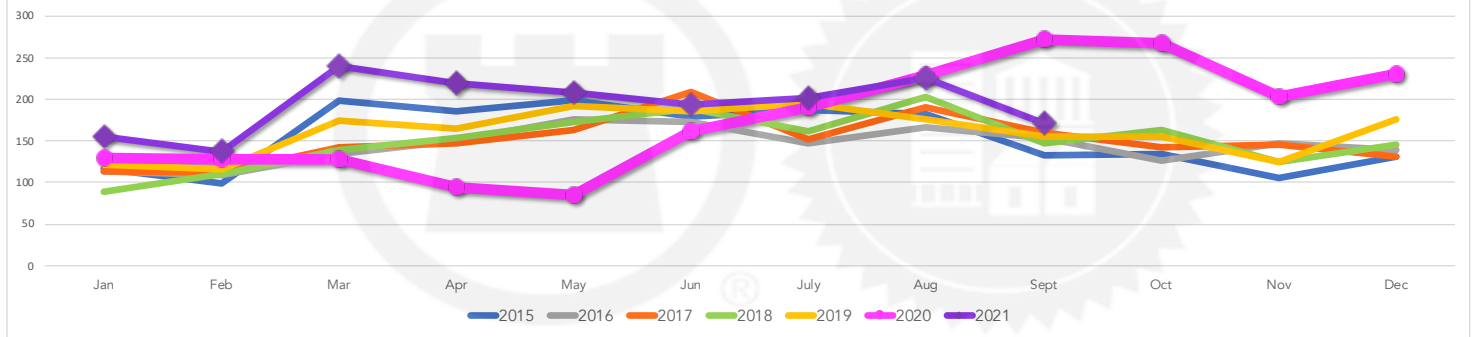
"Luxury": Hope Ranch, Montecito & Beachfront

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 | 171 | | | | |

YTD Santa Barbara Total Sales Volume

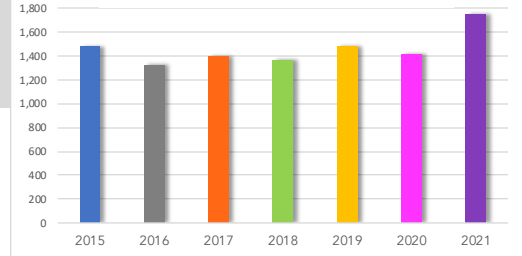


YTD CONDO/SFR Sales Total

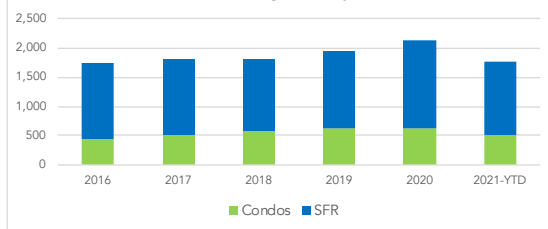
| Year | Condos | SFR | TOTAL | Condo % |
|----------|--------|-------|-------|---------|
| 2016 | 454 | 1,283 | 1,737 | 26% |
| 2017 | 502 | 1,311 | 1,813 | 28% |
| 2018 | 570 | 1,230 | 1,800 | 32% |
| 2019 | 634 | 1,302 | 1,936 | 33% |
| 2020 | 624 | 1,494 | 2,118 | 29% |
| 2021-YTD | 518 | 1,233 | 1,751 | 30% |

| Year | YTD Trans Volume | % Change |
|------|------------------|----------|
| 2015 | 1,480 | n/a |
| 2016 | 1,323 | -11% |
| 2017 | 1,392 | 5% |
| 2018 | 1,366 | -2% |
| 2019 | 1,481 | 8% |
| 2020 | 1,416 | -4% |
| 2021 | 1,751 | 24% |

YTD Transaction Volume



Condo to Single Family Totals



TOTAL YTD Sales Dollar Volume

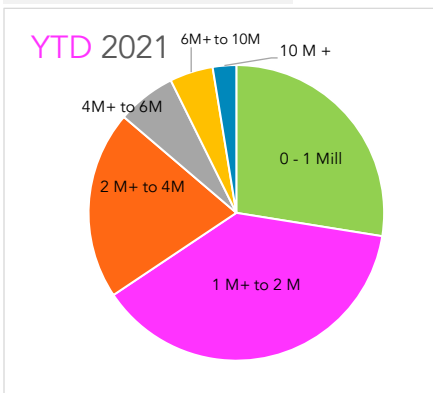
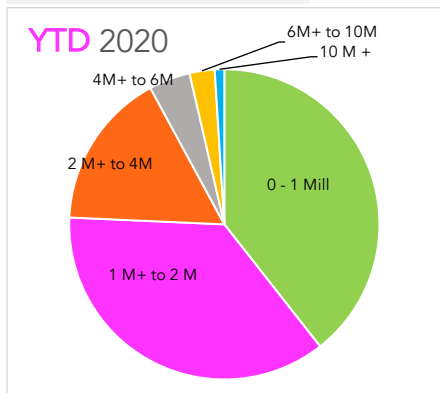
| Year | Total Sales Dollar Volume | % Change |
|----------|---------------------------|----------|
| 2016 | \$2,393,974,000 | |
| 2017 | \$2,592,122,524 | 8% |
| 2018 | \$2,589,711,931 | 0% |
| 2019 | \$3,043,923,281 | 18% |
| 2020 | \$4,142,544,870 | 36% |
| YTD-2021 | \$4,300,608,996 | 4% |

CASH Transactions

| Year | Month | # | Total Trans | % |
|------|-------|----|-------------|-----|
| 2020 | 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% |
| | SEP | 49 | 171 | 29% |

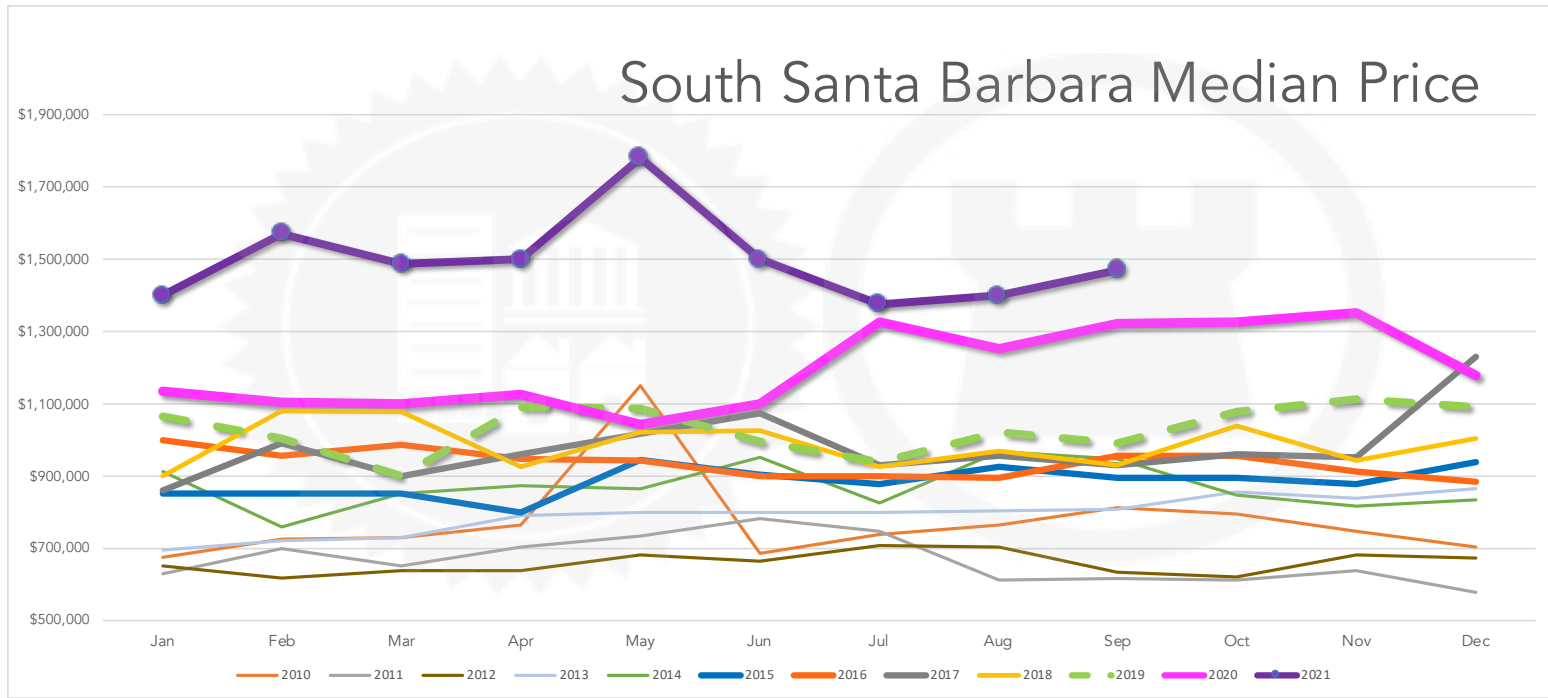
| Price Range (Millions) | Volume |
|------------------------|-------------|
| 0 - 1 Mill | 558 |
| 1 M+ to 2 M | 514 |
| 2 M+ to 4M | 232 |
| 4M+ to 6M | 61 |
| 6M+ to 10M | 37 |
| 10 M + | 14 |
| TOTAL | 1416 |

| Price Range (Millions) | Volume |
|------------------------|-------------|
| 0 - 1 Mill | 482 |
| 1 M+ to 2 M | 667 |
| 2 M+ to 4M | 361 |
| 4M+ to 6M | 113 |
| 6M+ to 10M | 83 |
| 10 M + | 45 |
| TOTAL | 1751 |





| 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 | \$1,470,000 | | | | \$1,497,843 | 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.

| Q3 YTD Median Price Compare '20 v '21 | | | | |
|---------------------------------------|-------------|-------------|----------|--|
| | 2020 | 2021 | % change | |
| Santa Barbara City | \$1,182,500 | \$1,510,000 | 28% | |
| Hope Ranch | \$3,485,000 | \$5,763,759 | 65% | |
| Montecito | \$3,000,000 | \$4,125,000 | 38% | |

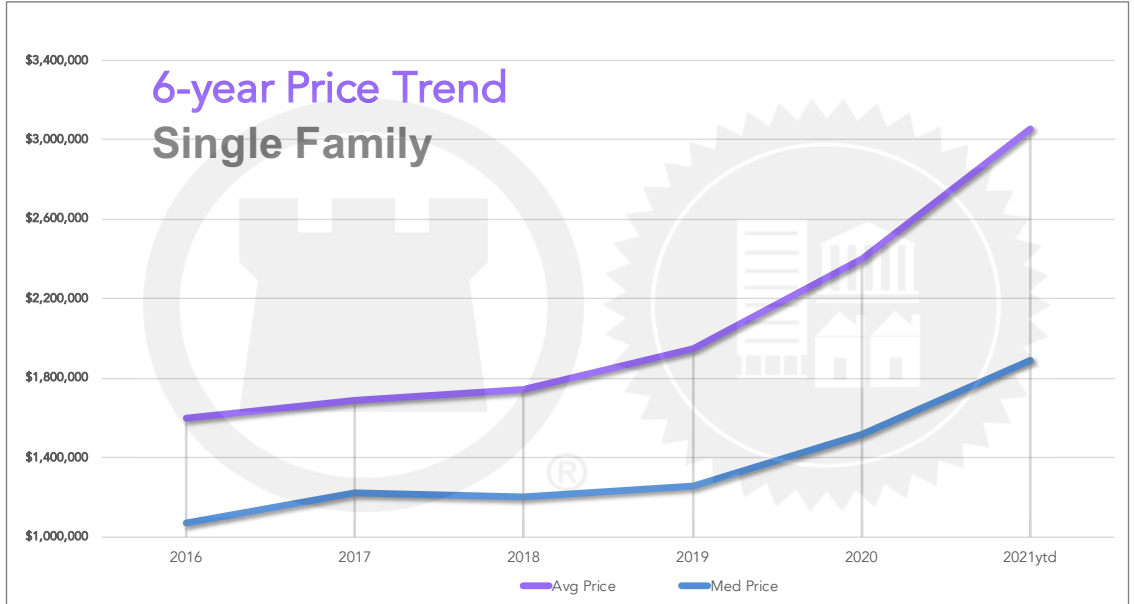


fidelity's.com | chicagotitlesb.com

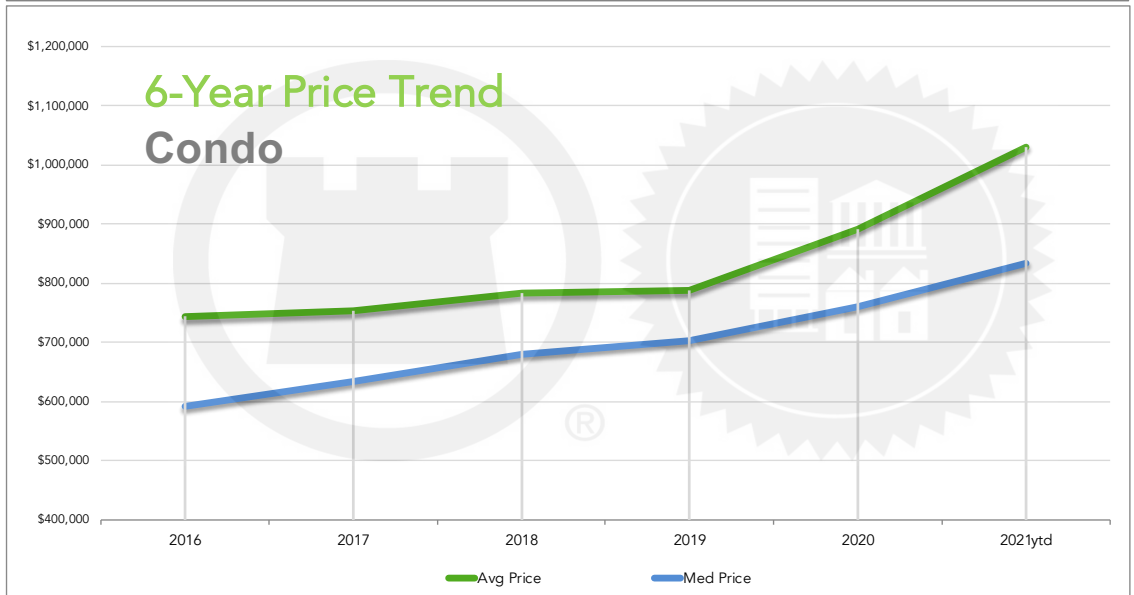
Single Family & Condo Price Trends

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 | \$3,055,199 | \$1,890,000 | 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 | \$1,030,016 | \$833,750 | 10% |

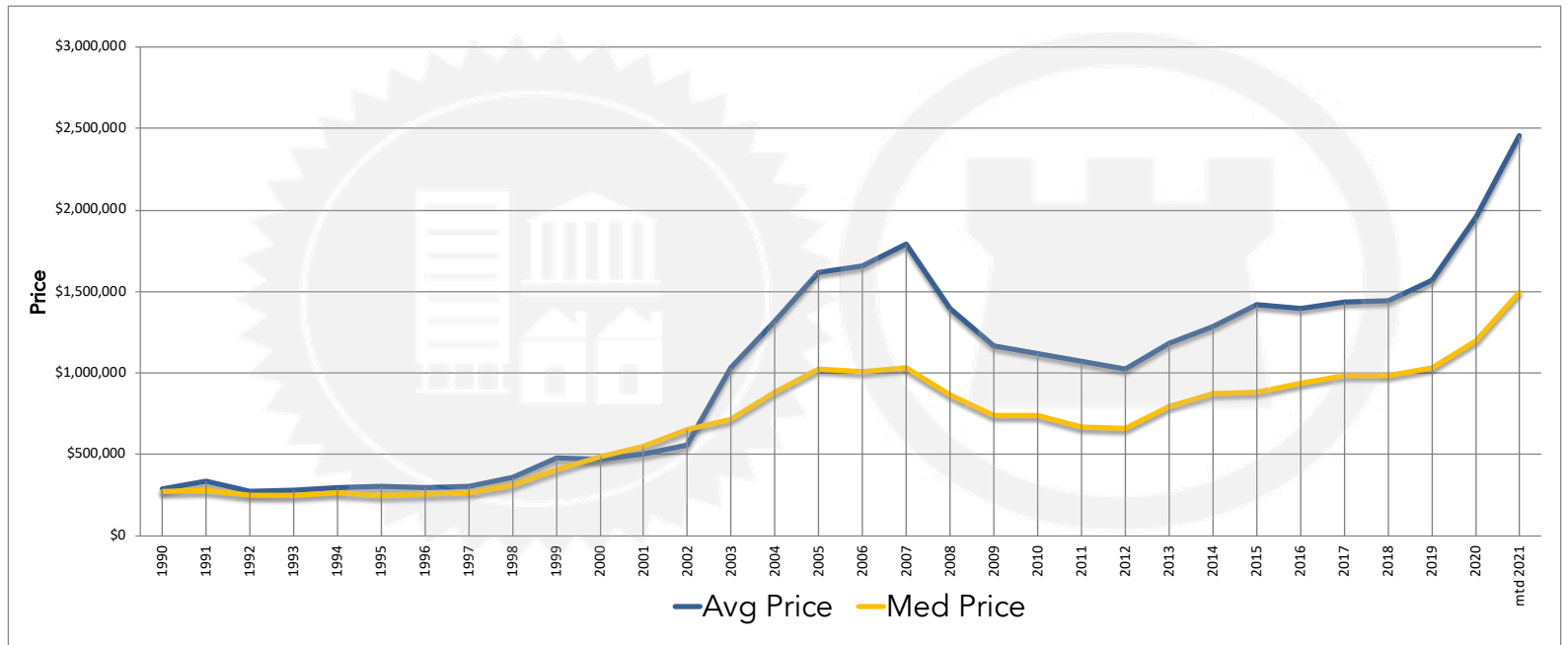


| | Avg Price | Med Price | %Chg-Median |
|----------|-------------|-------------|-------------|
| 1990 | \$286,375 | \$271,500 | |
| 1991 | \$335,881 | \$279,500 | 3% |
| 1992 | \$274,051 | \$250,000 | -11% |
| 1993 | \$279,521 | \$252,750 | 1% |
| 1994 | \$294,875 | \$265,000 | 5% |
| 1995 | \$301,005 | \$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 | \$2,456,087 | \$1,495,000 | 25% |

South Santa Barbara County

31-Year Average & Median Price

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



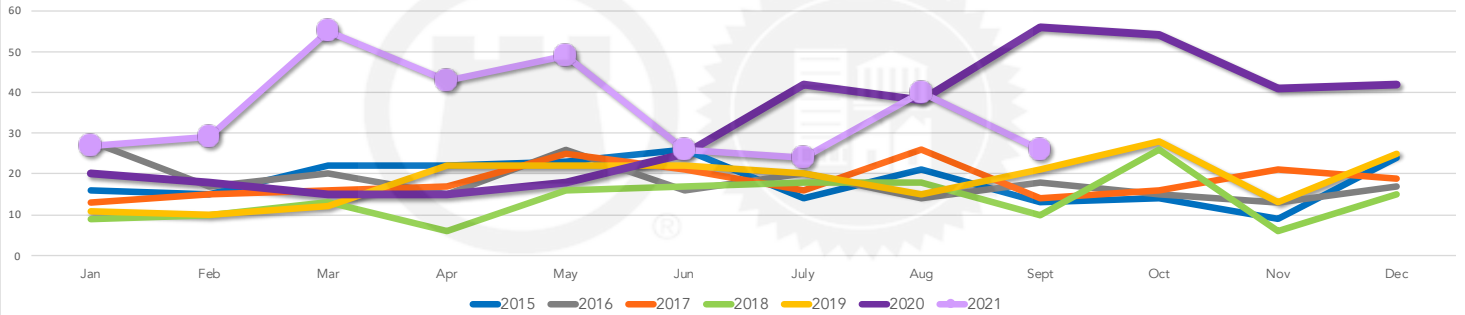
information deemed reliable but not guaranteed

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 | 26 | | | | 319 |

YTD Montecito Total Sales Volume



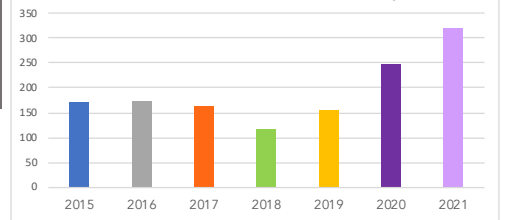
YTD Sales Total

| 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 | 45 | 274 | 319 | 14% |

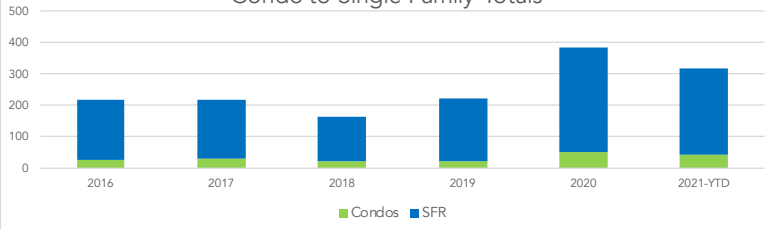
YTD Volume

| Year | Volume | %Chng |
|------|--------|-------|
| 2015 | 172 | |
| 2016 | 174 | 1% |
| 2017 | 163 | -6% |
| 2018 | 117 | -28% |
| 2019 | 155 | 32% |
| 2020 | 247 | 59% |
| 2021 | 319 | 29% |

YTD Sales Volume compare



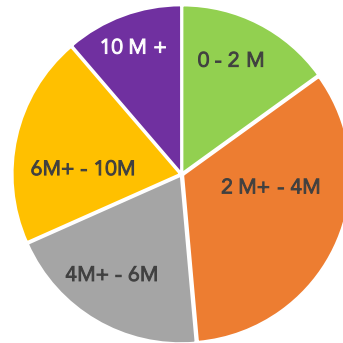
Condo to Single Family Totals



ALL-CASH TRANSACTIONS

| | # | Total Sales | % of Total |
|-----------|----|-------------|------------|
| 2020 SEPT | 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% |
| SEPY | 13 | 26 | 34% |

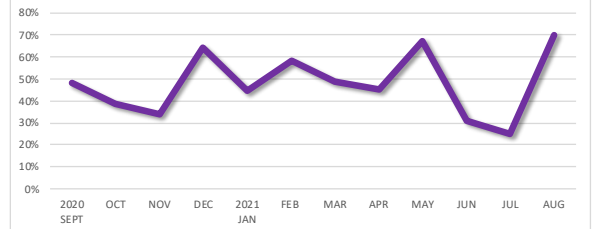
| Price Range (Millions) | 2021 YTD |
|------------------------|------------|
| 0 - 2 M | 48 |
| 2 M+ - 4M | 107 |
| 4M+ - 6M | 63 |
| 6M+ - 10M | 65 |
| 10 M + | 36 |
| TOTAL | 319 |



2021 YTD

Price Range Breakdown

% ALL CASH



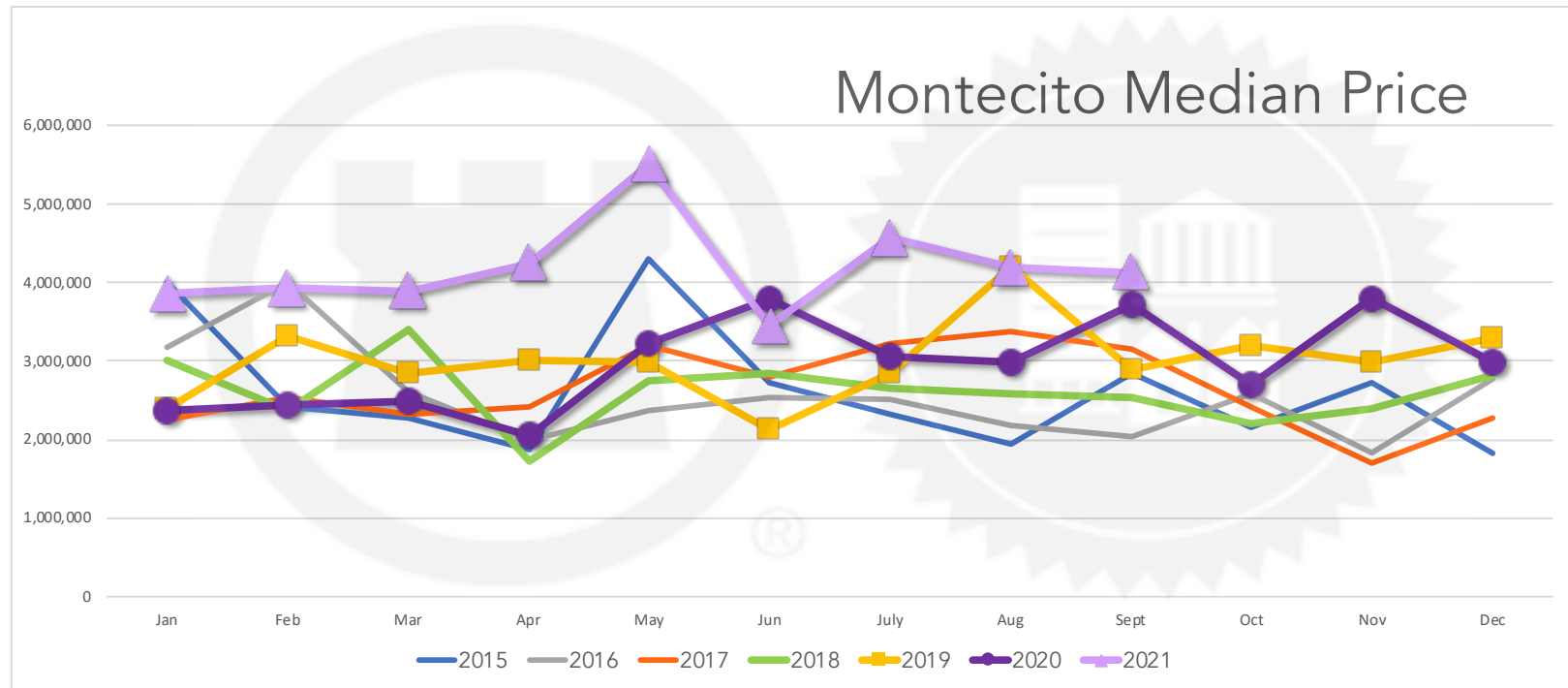
FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



2021 Montecito YTD Real Estate Report

Median Price Trends

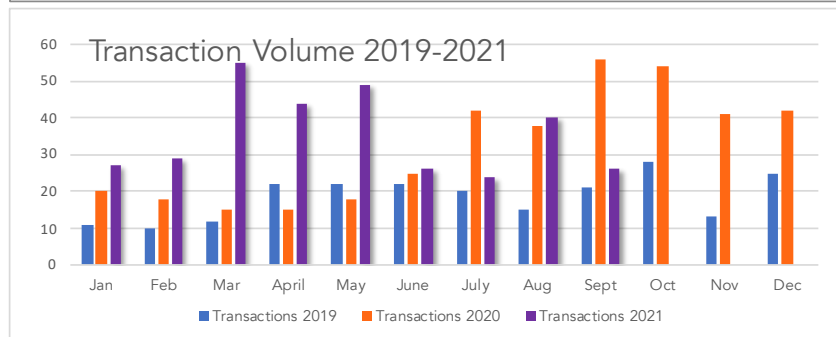
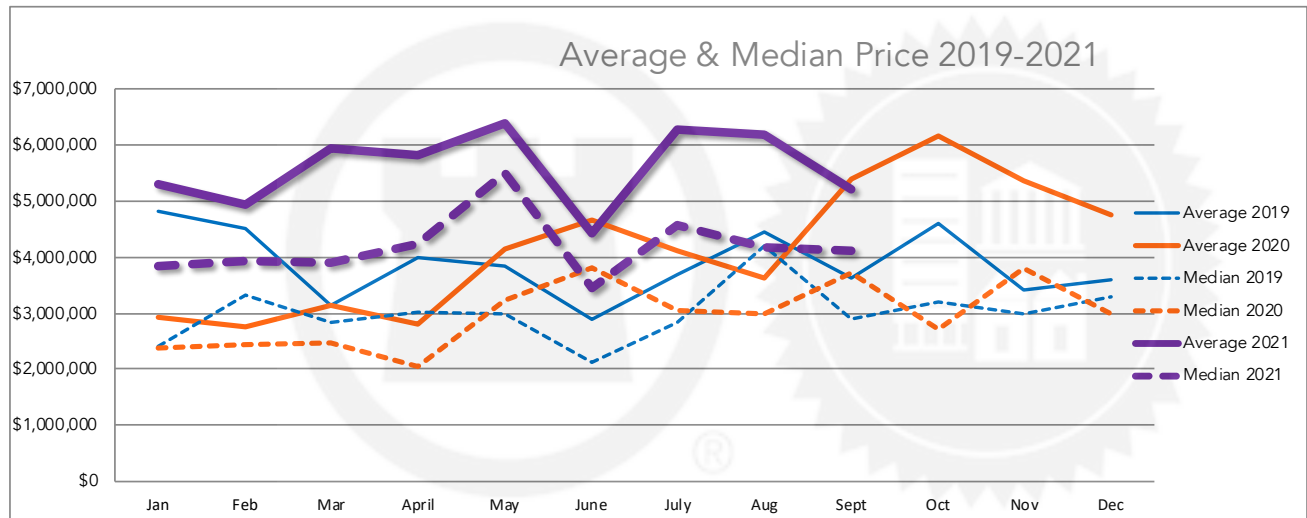
| Year | Jan | Feb | Mar | Apr | May | Jun | July | Aug | Sept | Oct | Nov | Dec |
|------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 2015 | \$3,995,250 | \$2,410,000 | \$2,275,000 | \$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 | \$4,187,166 | \$4,125,000 | | | |



Montecito

Market Comparison 2019-2021

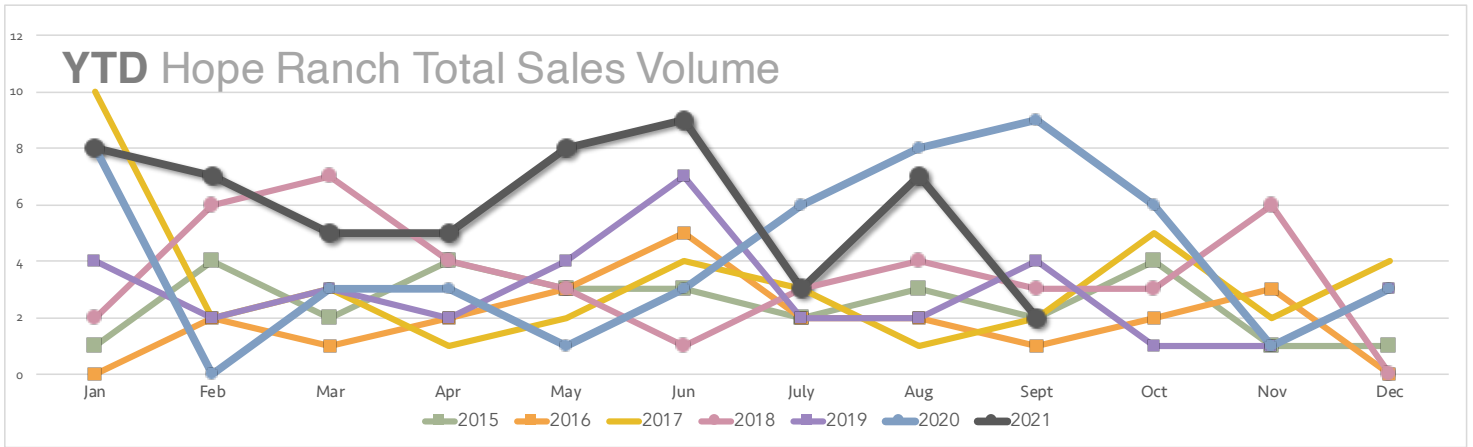
| | Transactions | | | % Change | Average | | | % Change | Median | | | % Change |
|--------------|--------------|------------|------------|-------------|--------------------|--------------------|--------------------|------------|--------------------|--------------------|--------------------|------------|
| | 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 | 26 | | \$3,633,452 | \$5,377,268 | \$5,199,020 | -3% | \$2,900,000 | \$3,725,000 | \$4,125,000 | 11% |
| 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 | 320 | -17% | \$3,881,693 | \$4,152,850 | \$5,606,637 | 35% | \$2,784,542 | \$2,727,833 | \$4,145,000 | 52% |



Fidelity National Title Group Santa Barbara

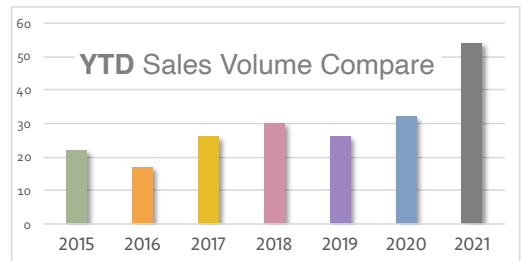
2021 YTD Hope Ranch Sales Report

| 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 | 3 | 7 | 2 | | | | 54 |

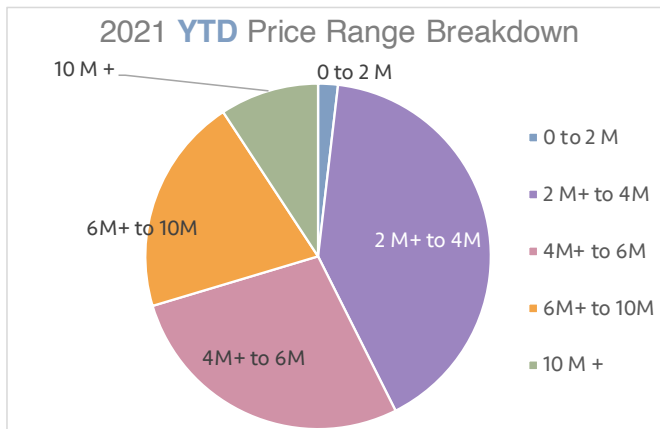


| Year | Total Dollar Volume | %Chg |
|----------|---------------------|------|
| 2017 | \$112,206,500 | n/a |
| 2018 | \$192,083,000 | 71% |
| 2019 | \$162,008,000 | -16% |
| 2020 | \$189,011,825 | 17% |
| 2021 YTD | \$304,493,000 | 61% |

| Year | YTD Volume | % Chng |
|------|------------|--------|
| 2015 | 22 | |
| 2016 | 17 | -23% |
| 2017 | 26 | 53% |
| 2018 | 30 | 15% |
| 2019 | 26 | -13% |
| 2020 | 32 | 23% |
| 2021 | 54 | 69% |



| Price Range (Millions) | |
|------------------------|-----------|
| 0 to 2 M | 1 |
| 2 M+ to 4M | 22 |
| 4M+ to 6M | 15 |
| 6M+ to 10M | 11 |
| 10 M + | 5 |
| TOTAL | 54 |



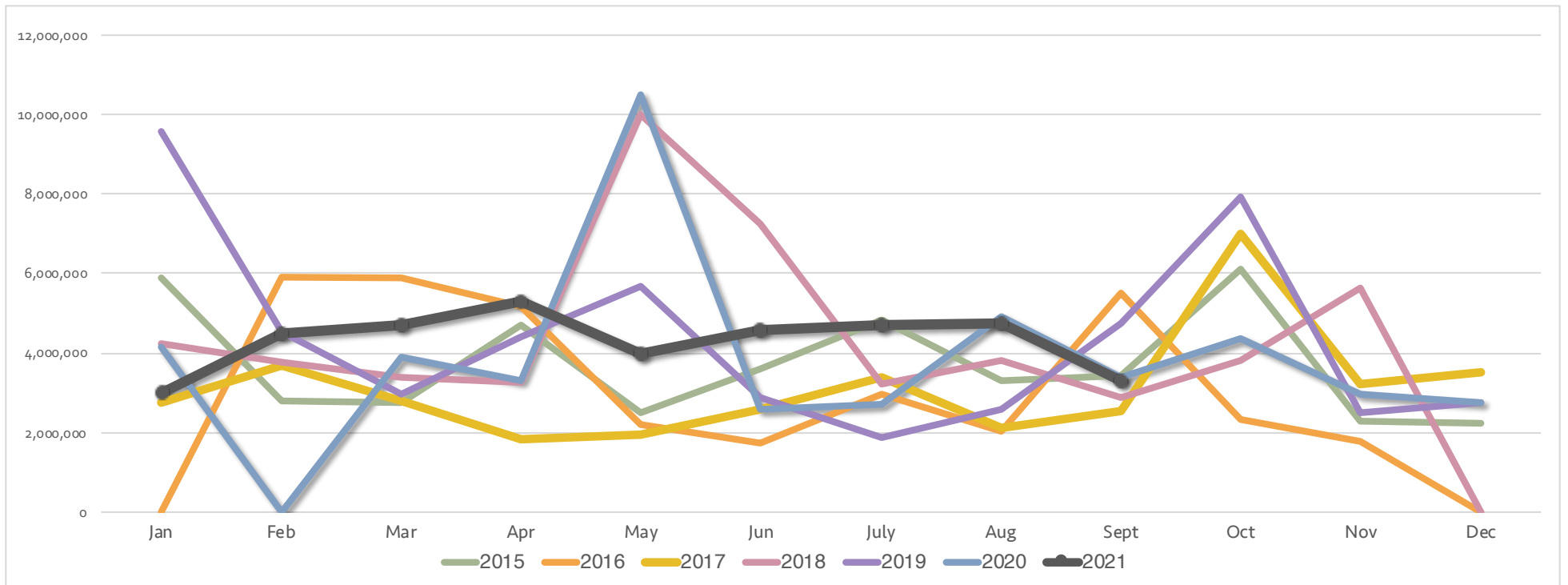
All information deemed reliable but not guaranteed

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 | \$3,287,500 | | | |

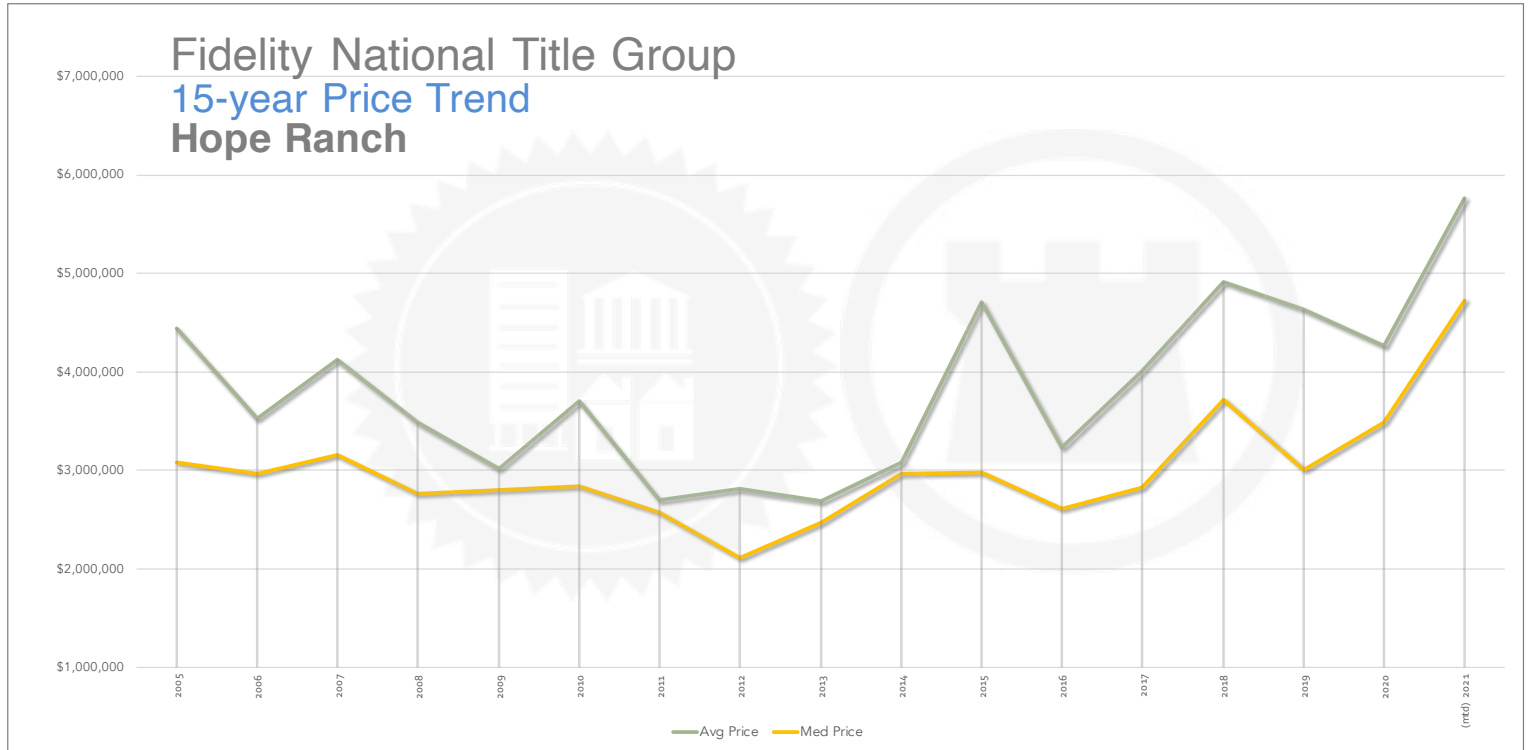


FIDELITY NATIONAL TITLE GROUP SANTA BARBARA

IN DATA
Real Estate Statistics

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 | \$5,763,759 | \$4,723,250 | 36% |



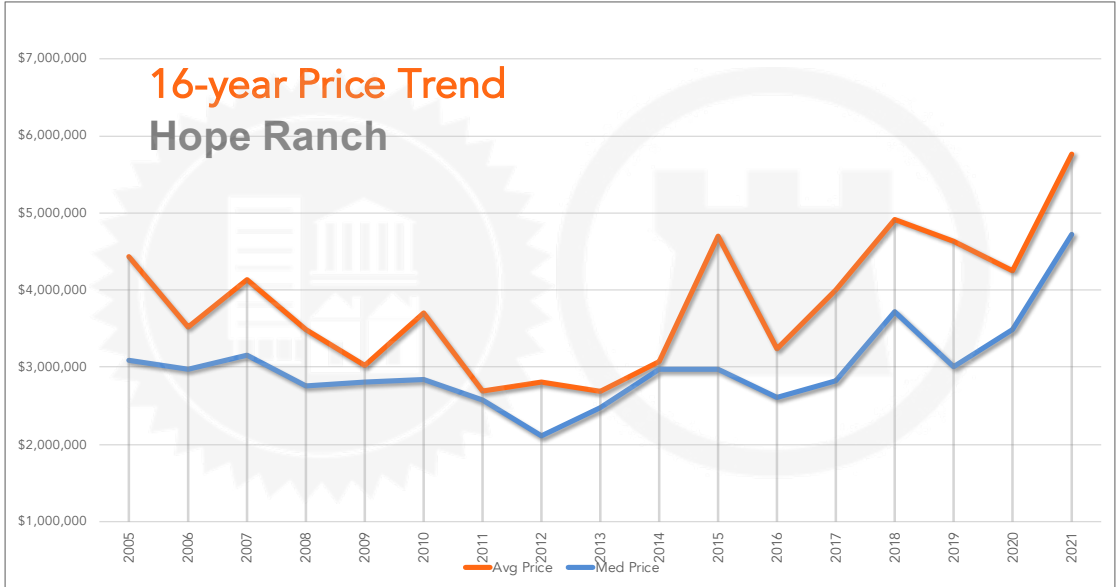
all information deemed reliable but not guaranteed

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



fidelity's.com | chicagotitlesb.com

| | Avg Price | Med Price | %Chg |
|----------|-------------|-------------|------|
| 2005 | \$4,433,833 | \$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 | \$5,763,759 | \$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 | \$5,724,603 | \$4,125,000 | 33% |











ALL INFORMATION DEEMED RELIABLE BUT NOT GUARANTEED

| | | | | | |
|---------------|--|-------------|--|---------------|---|
| SINGLE FAMILY |  <p>September Average Sales Price 2020 2021 \$1,677,933 \$1,613,381 Median Sales Price 2020 2021 \$992,500 \$1,270,000</p> | CONDOMINIUM |  <p>September Average Sales Price 2020 2021 \$649,000 \$567,900 Median Sales Price 2020 2021 \$649,000 \$609,000</p> | SINGLE FAMILY | <p>YTD Sales Price Average Median Buellton \$865,632 \$790,000 Los Olivos \$1,996,409 \$1,392,500 Santa Ynez \$2,081,411 \$1,712,500 Solvang/Ballard \$1,368,301 \$1,200,000</p> |
|---------------|--|-------------|--|---------------|---|

| | | | | |
|---|-----|--|-------------|---|
|  <p>204 Single Family Sold YTD January - September 2021</p> | SFR | <p>September 2021 YTD Sales Volume Buellton 31 Los Olivos 12 Santa Ynez 68 Solvang-Ballard 93</p> | CONDOMINIUM | <p>YTD Sales Price Average Median Buellton \$604,125 \$621,750 Solvang \$513,375 \$470,500</p> |
|---|-----|--|-------------|---|

| | | | |
|---|-------------|--|--|
|  <p>32 Condos Sold YTD January - September 2021</p> | CONDOMINIUM | <p>September 2021 YTD Sales Volume Buellton 20 Solvang 12</p> | <p>September Total Sales (single-family & condos)</p> <p> -16%</p> <p>September 2021 26 September 2020 31</p> |
| <p>1.4 Inventory month supply</p> | | | |

| | | | |
|---|--|---|--|
|  <p>Condominium Jan. - Sep. YTD 2021 v. YTD 2020</p> | <p> 19%</p> <p>2021 32 Total Sales 2020 27 Total Sales</p> | <p> 19%</p> <p>2021 \$570,094 Avg 2020 \$480,359 Avg</p> | <p> 37%</p> <p>2021 \$615,000 Median 2020 \$450,500 Median</p> |
|---|--|---|--|

| | | | |
|---|---|--|--|
|  <p>Single Family Jan. - Sep. YTD 2021 v. YTD 2020</p> | <p> 4%</p> <p>2021 204 Total Sales 2020 197 Total Sales</p> | <p> 6%</p> <p>2021 \$1,566,566 Avg 2020 \$1,472,903 Avg</p> | <p> 27%</p> <p>2021 \$1,217,500 Median 2020 \$959,700 Median</p> |
|---|---|--|--|