






SOUTH SANTA BARBARA COUNTY

RESIDENTIAL STATISTICS

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APR 2022

SINGLE FAMILY	 <p>\$3,700,966 Average Sales Price</p> <p>\$2,425,000 Median Sales Price</p>	CONDOMINIUM	 <p>\$1,202,237 Average Sales Price</p> <p>\$895,500 Median Sales Price</p>	SINGLE FAMILY	<p>Sales Avg Median</p> <p>Carp \$3,177,500 \$1,500,000 Gol \$1,982,701 \$1,950,000 Mont \$6,433,036 \$5,325,000 HR \$11,613,090 \$12,000,000 SB \$2,459,461 \$2,100,000 Summ \$1,897,500 \$1,897,500</p>			
	<p>98 Single Family Sold April 2022</p>		<p>SINGLE</p> <p>April 2022 SALES Carpinteria 5 Goleta 21 Montecito 21 Hope Ranch 5 Santa Barbara 44 Summerland 2</p>		<p>CONDOMINIUM</p> <p>Sale Price Avg. Median</p> <p>Carp \$768,833 \$807,500 Gol \$965,385 \$950,000 Mont \$2,862,000 \$2,200,000 Hope Ranch n/a SB \$1,257,600 \$900,000 Summ \$1,075,000 \$1,075,000</p>			
<p>38 Condos Sold April 2022</p>	<p>CONDOMINIUM</p> <p>April 2022 SALES Carpinteria 6 Goleta 13 Montecito 3 Hope Ranch n/a Santa Barbara 15 Summerland 1</p>	<p>Total Sales 136 (↓ 38%) April '22 v. April '21</p>						
<p> CASH SALES 23%</p>	<p>Average Days on Market</p> <table border="1"> <tr> <td>SFR</td> <td>CONDO/PUD</td> </tr> <tr> <td>28</td> <td>16</td> </tr> </table>		SFR	CONDO/PUD	28	16	<p>Inventory .91 month supply</p>	
SFR	CONDO/PUD							
28	16							

 <p>Condominium Apr'22 v. Apr '21</p>	<p>↓ -42%</p> <p>2022 38 Total Sales 2021 65 Total Sales</p>	<p>↑ 8%</p> <p>2022 \$1,202,237 Average 2021 \$1,115,585 Average</p>	<p>↑ 5%</p> <p>2022 \$895,000 Median 2021 \$850,000 Median</p>
 <p>Single Family Apr '22 v. Apr '21</p>	<p>↓ -36%</p> <p>2022 98 Total Sales 2021 154 Total Sales</p>	<p>↑ 18%</p> <p>2022 \$3,700,966 Average 2021 \$3,123,562 Average</p>	<p>↑ 18%</p> <p>2022 \$2,425,000 Median 2021 \$2,050,000 Median</p>

SOUTH SANTA BARBARA COUNTY RESIDENTIAL STATISTICS

April

YTD 2022

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SINGLE FAMILY



\$3,640,953
Average Sales Price

\$2,300,000
Median Sales Price

CONDOMINIUM



\$1,191,553
Average Sales Price

\$896,000
Median Sales Price

Total Sales

545

(↓-28%)

\$2,890,403 (↑15%)

Average Price

\$1,800,000 (↑20%)

Median

APRIL '22 v. APRIL '21



378

Single Family Sold
Jan-Apr 2022



167

Condos Sold
Jan-Apr 2022

SINGLE FAMILY

YTD 2022 SALES

Carpinteria 19 Sales:

\$1,950,842 Avg

\$1,500,000 Median

Goleta 97 Sales

\$1,710,848 Avg

\$1,585,000 Median

Montecito 84 Sales

\$7,521,513 Avg

\$5,462,500 Median

Hope Ranch 14 Sales

\$7,576,461 Avg

\$5,937,500 Median

Santa Barbara 160 Sales

\$2,657,435 Avg

\$2,200,000 Median

Summerland 4 Sales

\$2,548,750 Avg

\$2,350,000 Median

CONDOMINIUM

YTD 2022 SALES

Carpinteria: 28 Sales

\$855,750 Avg

\$815,500 Median

Goleta 51 Sales

\$865,814 Avg

\$800,000 Median

Montecito 15 Sales

\$2,837,733 Avg

\$2,875,000 Median

Hope Ranch-n/a

Santa Barbara 71 Sales

\$1,214,167 Avg

\$920,000 Median

Summerland 2 Sales

\$1,050,000 Avg/Median

CASH SALES

YTD

33%



Condominium

Jan.-Apr '22 v Jan-Apr '21

↓ **-23%**

2022 **167** Total Sales
2021 **218** Total Sales

↑ **15%**

2022 **\$1,191,553** Average
2021 **\$1,034,299** Average

↑ **9%**

2022 **\$896,000** Median
2021 **\$819,250** Median



Single Family

Jan-Apr '22 v Jan-Apr '21

↓ **-29%**



2022 **378** Total Sales
2021 **535** Total Sales

↑ **17%**


2022 **\$3,640,953** Average
2021 **\$3,109,125** Average





↑ **21%**





2022 **\$2,300,000** Median
2021 **\$1,900,000** Median

SINGLE FAMILY	 April Average Sales Price 2021 2022 \$1,477,281 \$2,003,200 Median Sales Price 2021 2022 \$1,262,500 \$1,700,000	CONDOMINIUM	 April Average Sales Price 2021 2022 \$590,000 \$652,000 Median Sales Price 2021 2022 \$590,000 \$662,500	SINGLE FAMILY	YTD Sales Price Average Median Buellton \$1,318,810 \$959,000 Los Olivos \$2,425,025 \$1,800,000 Santa Ynez \$3,272,542 \$2,375,000 Solvang/Ballard \$1,688,812 \$1,700,000
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 88 Single Family Sold YTD January – April 2022	SFR	April 2022 YTD Sales Volume Buellton 21 Los Olivos 9 Santa Ynez 24 Solvang-Ballard 34	CONDOMINIUM	YTD Sales Price Average Median Buellton \$753,286 \$790,000 Solvang \$530,000 \$535,000
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 12 Condos Sold YTD January – April 2022	CONDOMINIUM	April 2022 YTD Sales Volume Buellton 7 Solvang 5	April Total Sales (single-family & condos)  13% April 2022 34 April 2021 30
0.9 Inventory month supply			

 Condominium Jan. – Apr. YTD 2022 v. YTD 2021	 50% 2022 12 Total Sales 2021 8 Total Sales	 5% 2022 \$660,250 Avg 2021 \$626,562 Avg	 2% 2022 \$638,000 Median 2021 \$622,500 Median
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 Single Family Jan. – Apr. YTD 2022 v. YTD 2021	 -8% 2022 88 Total Sales 2021 96 Total Sales	 39% 2022 \$2,107,737 Avg 2021 \$1,520,837 Avg	 27% 2022 \$1,555,000 Median 2021 \$1,222,500 Median
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FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



South Santa Barbara County Sales by Area

INDICATES NON-MLS SALES INDICATES CONDOMINIUM INDICATES CASH SALE

April 2022

Carpinteria	
\$600,000	5926 Via Real 4
\$750,000	6088 Jacaranda Way C
\$800,000	3375 FOOTHILL RD 833
\$815,000	231 Linden Ave 5
\$820,000	5446 8th St 14
\$825,000	4692 Carpinteria Ave 10
\$1,175,000	4462 Via Real
\$1,300,000	1579 Meadow Cir
\$1,500,000	7458 SHEPARD MESA RD
\$2,762,500	5585 Retorno Dr
\$9,150,000	7363 Shepard Mesa Rd
<hr/>	
\$1,863,409	Avg
\$825,000	Median
11	Sales

Goleta	
\$585,000	7580 Cathedral Oaks Rd 4
\$620,000	5940 ENCINA RD # 2
\$760,000	7386 Calle Real 37
\$779,000	7386 Calle Real 21
\$825,000	5046 Birchwood Rd
\$870,000	270 ROSARIO PARK RD
\$891,000	425 CANNON GREEN DR B
\$950,000	199 N Kellogg Ave C
\$1,000,000	4368 MODOC RD
\$1,050,000	4741 Calle Camarada
\$1,225,000	519 BOLINAS WAY # 102
\$1,250,000	5683 Stinson Way 105
\$1,250,700	6061 Berkeley Road
\$1,260,000	5661 Ekwill St 105
\$1,350,000	5274 VISTA BAHIA
\$1,355,000	570 Bolinas Way 103
\$1,440,000	359 Zink Ave
\$1,586,100	474 Ribera Dr
\$1,600,000	346 Santa Rosalia Way
\$1,650,000	280 Savona Ave
\$1,735,000	951 Via Esparto
\$1,800,000	6199 Manzanillo Dr
\$1,860,000	1475 Anderson Ln
\$1,950,000	863 N San Marcos Rd
\$1,980,000	5341 PASEO CAMEO
\$2,000,000	5417 SAN PATRICIO DR
\$2,200,000	1192 Edward Pl
\$2,214,925	574 Vereda Del Ciervo
\$2,250,000	892 Windsor Court
\$2,300,000	1032 Diamond Crest Ct
\$2,350,000	5015 Whitney Ct
\$2,625,000	6290 Momouth Ave
\$2,725,000	200 ELLWOOD RIDGE RD
\$3,900,000	7702 Kestrel Ln
<hr/>	
\$1,593,727	Avg
\$1,513,050	Median
34	Sales

Hope Ranch	
\$4,756,000	4066 Sonriente Rd
\$11,909,450	691 Via Trepadora
\$12,000,000	4689 Via Roblada
\$12,500,000	4320 Via Esperanza
\$16,900,000	4477 Via Alegre
<hr/>	
\$11,613,090	Avg
\$12,000,000	Median
5	Sales

Montecito	
\$1,411,000	1938 North Jameson A
\$2,200,000	1220 Coast Village Rd 210
\$2,625,000	470 Cota Ln
\$2,660,000	173 Cedar Lane
\$3,300,000	1910 BARKER PASS RD
\$4,000,000	21 Via Alicia
\$4,150,000	228 Rametto Rd
\$4,525,000	1497 Isabella Lane
\$4,900,000	810 Coyote Rd
\$4,975,000	107 Olive Mill Rd
\$5,050,000	1440 IRVINE LN
\$5,200,000	1485 Monte Vista Rd
\$5,288,265	395 Woodley Rd
\$5,325,000	440 Woodley Rd
\$5,400,000	1530 Willina Ln
\$5,425,000	602 Parra Grande Ln
\$6,395,000	2160 VELOZ DR
\$6,650,000	808 Hot Springs Road
\$8,067,500	1530 LINGATE LN
\$8,508,000	686 El Rancho Rd
\$10,500,000	2150 Ortega Ranch Ln
\$11,125,000	2285 Bella Vista Dr.
\$11,500,000	1890 Jelinda Dr
\$14,500,000	830 Riven Rock Rd
<hr/>	
\$5,986,657	Avg
\$5,244,133	Median
24	Sales

Santa Barbara	
\$700,000	813 CASTILLO ST
\$720,000	133 POR LA MAR CIR
\$725,000	624 DEL MONTE AVE
\$749,000	3761 GREGGORY WAY 3
\$750,000	872 Highland Dr 7
\$820,000	136 W Haley St
\$840,000	312 Ladera St #4
\$845,000	1222 Carpinteria St B
\$845,000	3663 San Remo Dr 5-O
\$850,000	34 W Constance Ave Unit 4
\$900,000	247 POR LA MAR CIR
\$950,000	927 N ALISOS ST
\$955,000	2645 State St 3
\$1,050,000	2525 State St 27
\$1,080,000	90 La Cumbre Cir
\$1,199,500	221 N Salinas St
\$1,250,000	915 San Pascual St
\$1,300,000	1165 E. Cota St.
\$1,430,500	1255 Dover Ln
\$1,550,000	1801 Hillside Rd
\$1,625,000	405 San Roque Rd
\$1,646,000	1025 Palomino Rd
\$1,735,000	1024 Garden St 2
\$1,775,000	2803 Valencia Dr
\$1,800,000	225 E COTA ST #7
\$1,800,000	220 SELROSE LN
\$1,900,000	637 Calle Rinconada
\$1,945,000	222 Meigs Rd #1
\$1,975,000	3037 Calle Rosales
\$2,000,000	1544 W Valerio St
\$2,000,000	1196 Edgemound Dr
\$2,000,000	3778 Center Ave
\$2,000,000	2025 El Camino De La Luz
\$2,005,012	631 Rolling Brook Ln
\$2,100,000	1514 CRESTLINE DR
\$2,100,000	2851 Vista Elevada

Santa Barbara (Cont'd)	
\$2,100,000	611 Calle Palo Colorado
\$2,200,000	808 Fawn Pl
\$2,238,000	1383 Santa Rita Cir
\$2,400,000	800 De La Guerra Ter
\$2,450,000	835 Dolores Dr
\$2,450,000	2921 Serena Rd
\$2,500,000	2424 Calle Galicia
\$2,500,000	627 Dolores Dr
\$2,526,500	3219 Calle Rosales
\$2,700,000	1515 Olive St
\$2,750,000	202 Salida Del Sol
\$2,900,000	1720 Lasuen Rd
\$3,070,000	543.5 Arroyo Ave
\$3,400,000	130 Santa Rosa Pl
\$3,450,000	837 Arbolado Rd
\$3,479,500	116 ORIZABA RD
\$3,750,000	3630 San Remo Dr
\$3,800,000	1759 Grand Ave
\$4,150,000	623 Sunrise Vista Way
\$4,300,000	1507 Alameda Padre Serra
\$4,301,250	826 Dolores Drive
\$6,750,000	1191 Las Alturas Rd
\$7,000,000	3245 CAMPANIL DR
<hr/>	
\$2,153,903	Avg
\$2,000,000	Median
59	Sales

Summerland	
\$1,075,000	2235 Banner Ave A
\$1,845,000	2474 Varley St
\$1,950,000	2313 Banner Ave
<hr/>	
\$1,623,333	Avg
\$1,845,000	Median
3	Sales

SOUTH COUNTY TOTAL	
136	SALES
\$3,002,792	Avg. Price
\$2,000,000	Median

SOUTH COUNTY TTL (Excluding Luxury)	
107	SALES
\$1,931,163	Avg Price
\$1,735,000	Median

SFR Only (Excluding Luxury)	
72	SALES
\$2,354,660	Avg Price
\$2,000,000	Median

Condo ONLY (Excluding Luxury)	
35	SALES
\$1,059,971	Avg Price
\$850,000	Median

ALL SFR Only	
98	SALES
\$3,700,966	Avg Price
\$2,425,000	Median

All CONDO ONLY	
38	SALES
\$1,202,237	Avg Price
\$895,500	Median

CASH ONLY	
23%	

**Luxury*: Hope Ranch, Montecito Beachfront and greater than 10million

information deemed reliable but not guaranteed

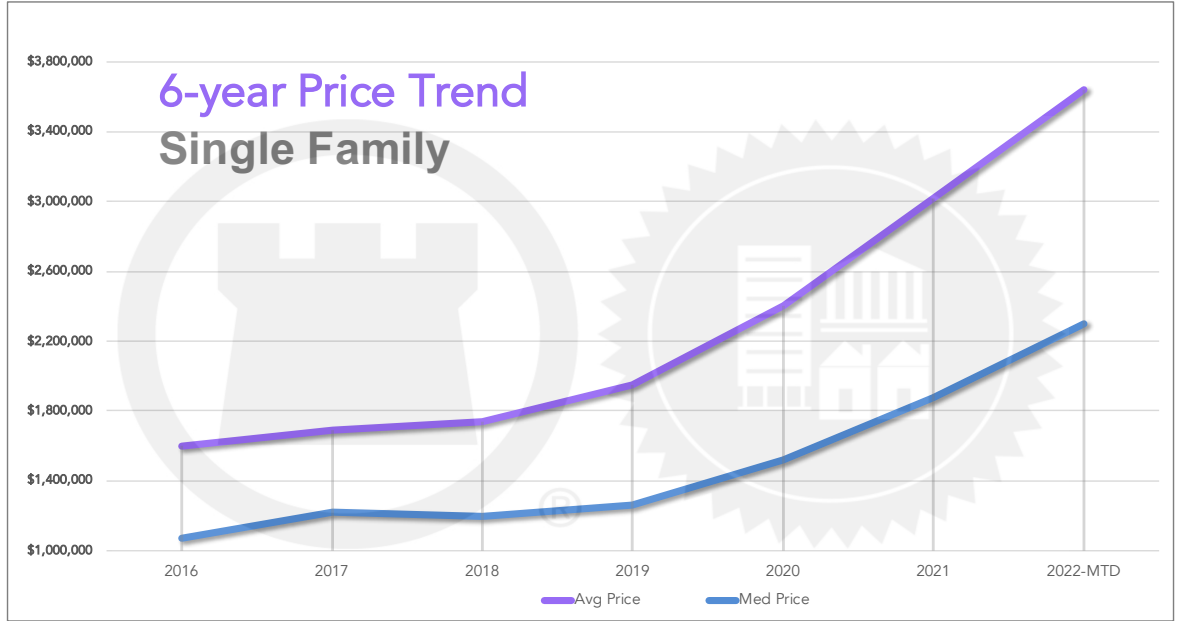


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Single Family Price Trends

South Santa Barbara County

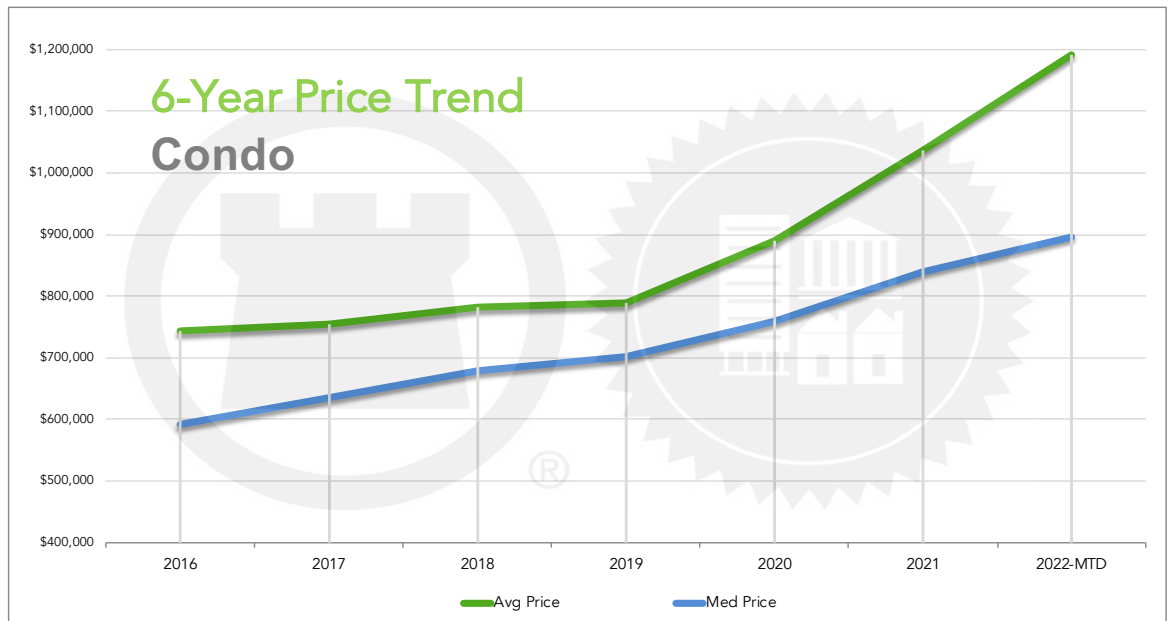
	Avg Price	Med Price	%Chg
2016	\$1,599,049	\$1,071,500	
2017	\$1,691,084	\$1,225,000	14%
2018	\$1,742,749	\$1,200,000	-2%
2019	\$1,949,237	\$1,258,000	5%
2020	\$2,400,813	\$1,517,500	21%
2021	\$3,020,316	\$1,875,000	24%
2022-MTD	\$3,640,953	\$2,300,000	23%



Condominium Price Trends

South Santa Barbara County

	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%
2021	\$1,035,918	\$840,000	11%
2022-MTD	\$1,191,553	\$896,000	7%



information deemed reliable but not guaranteed

South Santa Barbara County

Price Report April 2022

SOUTH COUNTY

Date	Sales	Avg. Price	%Change	Median Price	% Change	>1 Million
Apr-22	136	\$3,002,792	19%	\$2,000,000	28%	110
Apr-21	219	\$2,527,587	72%	\$1,562,000	39%	169
Apr-20	94	\$1,467,936	-4%	\$1,125,500	3%	53
Apr-19	165	\$1,525,936	24%	\$1,090,000	18%	89
Apr-18	153	\$1,229,441	-7%	\$927,500	-3%	72
Apr-17	148	\$1,320,041	2%	\$960,500	1%	69
Apr-16	151	\$1,289,308	-5%	\$949,000	20%	68

GOLETA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Apr-22	34	\$1,593,727	13%	\$1,513,050	38%
Apr-21	55	\$1,405,918	27%	\$1,100,000	33%
Apr-20	28	\$1,106,714	25%	\$830,000	1%
Apr-19	58	\$885,090	-7%	\$820,000	0%
Apr-18	43	\$948,535	8%	\$820,000	-4%
Apr-17	38	\$875,305	9%	\$858,500	14%
Apr-16	31	\$800,516	4%	\$750,000	-3%

SANTA BARBARA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Apr-22	59	\$2,153,903	20%	\$2,000,000	28%
Apr-21	93	\$1,788,925	51%	\$1,560,000	30%
Apr-20	45	\$1,187,200	-9%	\$1,200,000	0%
Apr-19	71	\$1,308,403	9%	\$1,200,000	18%
Apr-18	86	\$1,202,936	-5%	\$1,017,500	0%
Apr-17	81	\$1,266,488	1%	\$1,015,000	4%
Apr-16	90	\$1,255,722	22%	\$976,500	23%

CARPINTERIA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Apr-22	11	\$1,863,409	63%	\$825,000	-1%
Apr-21	21	\$1,145,214	39%	\$832,500	8%
Apr-20	3	\$821,333	-3%	\$769,000	-1%
Apr-19	11	\$843,864	4%	\$775,000	19%
Apr-18	13	\$810,269	-8%	\$650,000	8%
Apr-17	11	\$882,409	37%	\$600,000	-1%
Apr-16	12	\$646,292	2%	\$604,000	19%

MONTECITO

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Apr-22	24	\$5,986,657	3%	\$5,244,133	24%
Apr-21	44	\$5,832,318	108%	\$4,245,000	107%
Apr-20	15	\$2,809,400	-30%	\$2,050,000	-32%
Apr-19	22	\$3,999,909	28%	\$3,013,750	75%
Apr-18	6	\$3,113,167	3%	\$1,725,000	-28%
Apr-17	17	\$3,021,912	13%	\$2,400,000	21%
Apr-16	15	\$2,681,267	-32%	\$1,979,000	6%

SUMMERLAND

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Apr-22	3	\$1,623,333	-6%	\$1,845,000	7%
Apr-21	1	\$1,724,500	n/a	\$1,724,500	n/a
Apr-20	n/a	n/a	n/a	n/a	n/a
Apr-19	1	\$1,525,000	0%	\$1,525,000	0%
Apr-18	1	\$1,517,500	n/a	\$1,517,500	n/a
Apr-17	0	n/a	n/a	n/a	n/a
Apr-16	3	\$2,401,667	60%	\$1,850,000	23%

HOPE RANCH

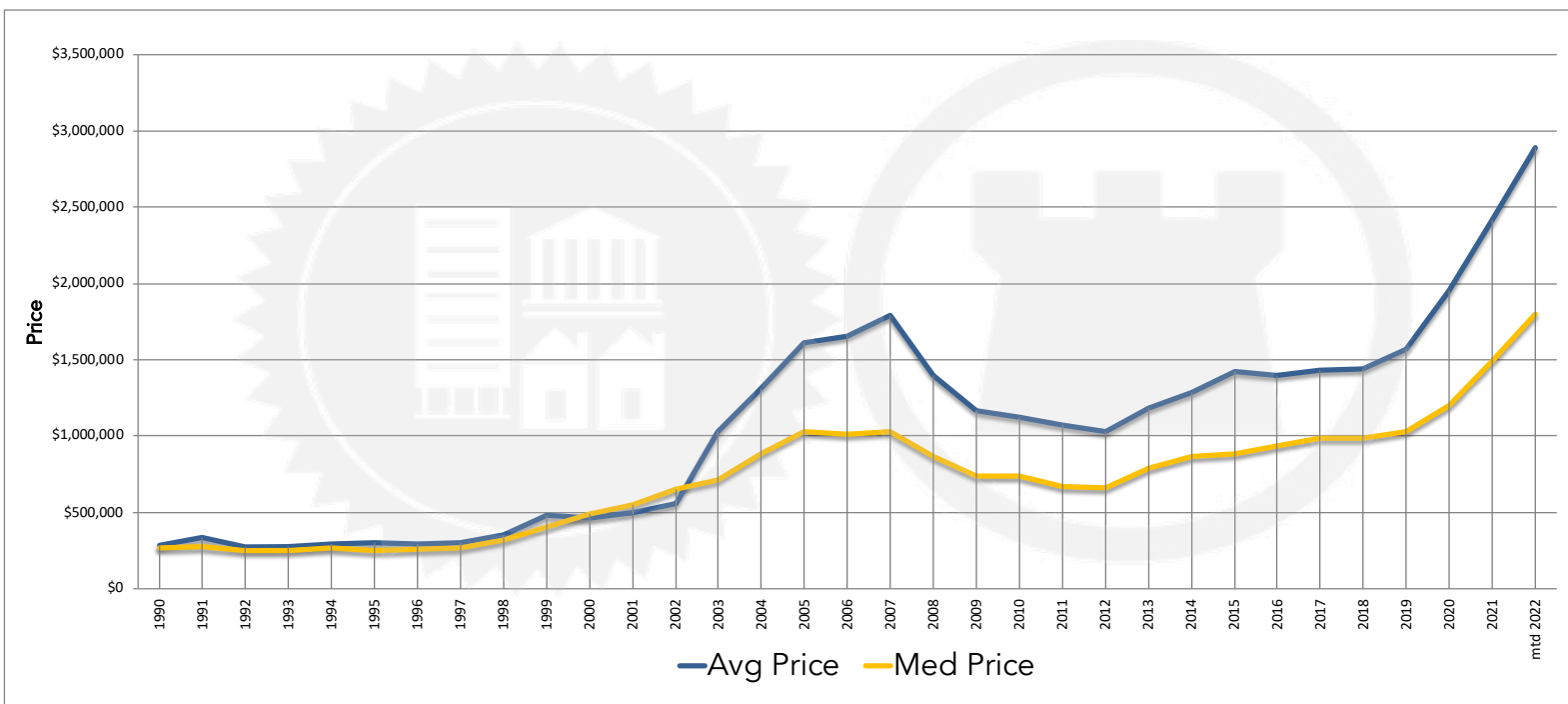
Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Apr-22	5	\$11,613,090	112%	\$12,000,000	126%
Apr-21	5	\$5,490,000	84%	\$5,300,000	61%
Apr-20	3	\$2,989,667	-32%	\$3,300,000	-25%
Apr-19	2	\$4,400,000	34%	\$4,400,000	35%
Apr-18	4	\$3,283,750	79%	\$3,262,500	78%
Apr-17	1	\$1,833,500	-65%	\$1,833,500	-65%
Apr-16	1	\$5,175,000	14%	\$5,175,000	10%

South Santa Barbara County 32-Year Average & Median Price

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



	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%
2021	\$2,415,863	\$1,492,500	24%
mtd 2022	\$2,890,403	\$1,800,000	21%

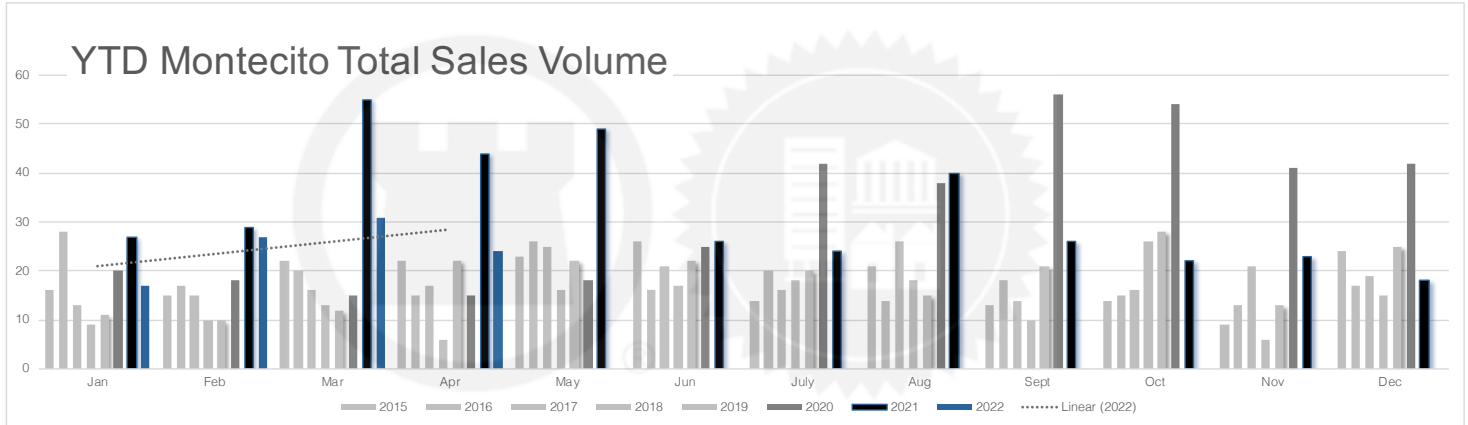


information deemed reliable but not guaranteed

Fidelity National Title Group-Santa Barbara

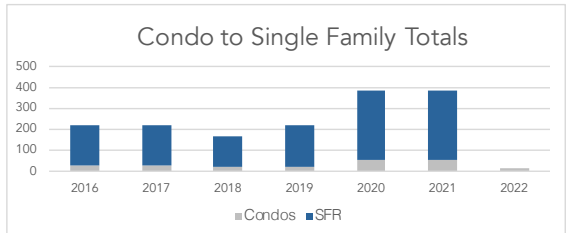
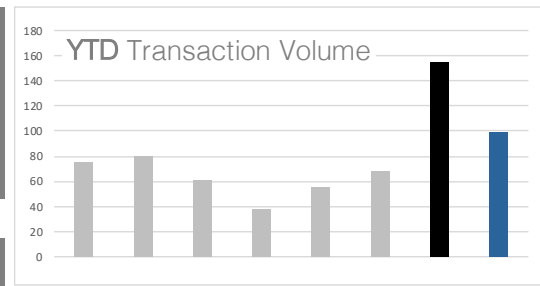
2022 YTD Montecito Real Estate Report

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	44	49	26	24	40	26	22	23	18	383
2022	17	27	31	24									99



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	54	329	383	14%
2022	15	84	99	15%

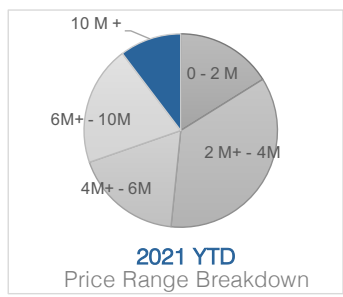
YTD Volume	%CHG	
2015	75	
2016	80	7%
2017	61	-24%
2018	38	-38%
2019	55	45%
2020	68	24%
2021	155	128%
2022	99	-36%



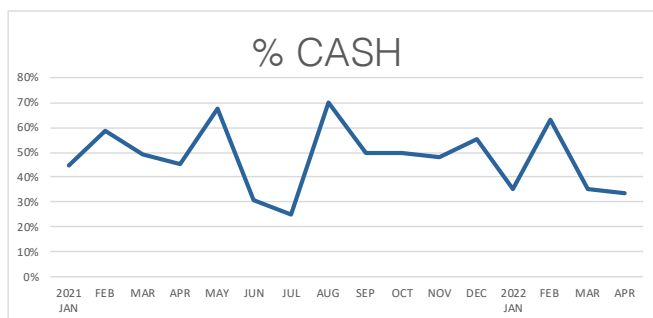
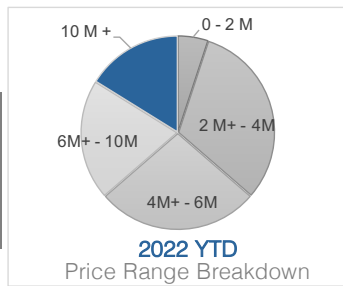
Total \$ Volume	% CHG	
2016	\$646,961,500	
2017	\$697,684,000	8%
2018	\$630,124,500	-10%
2019	\$851,879,000	35%
2020	\$1,752,305,500	106%
2021	\$2,184,532,039	25%
2022ytd	\$674,373,065	-69%

CASH Transactions			
	#	Total Sales	%
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%
SEP	13	26	50%
OCT	11	22	50%
NOV	11	23	48%
DEC	10	18	56%
2022 JAN	6	17	35%
FEB	17	27	63%
MAR	11	31	35%
APR	8	24	33%

Price Range (Millions)	2021 MTD
0 - 2 M	25
2 M+ - 4M	55
4M+ - 6M	28
6M+ - 10M	31
10 M +	16
TOTAL	155



Price Range (Millions)	2022 MTD	21 v '22
0 - 2 M	5	-80%
2 M+ - 4M	31	-44%
4M+ - 6M	27	-4%
6M+ - 10M	20	-35%
10 M +	16	0%
TOTAL	99	-36%

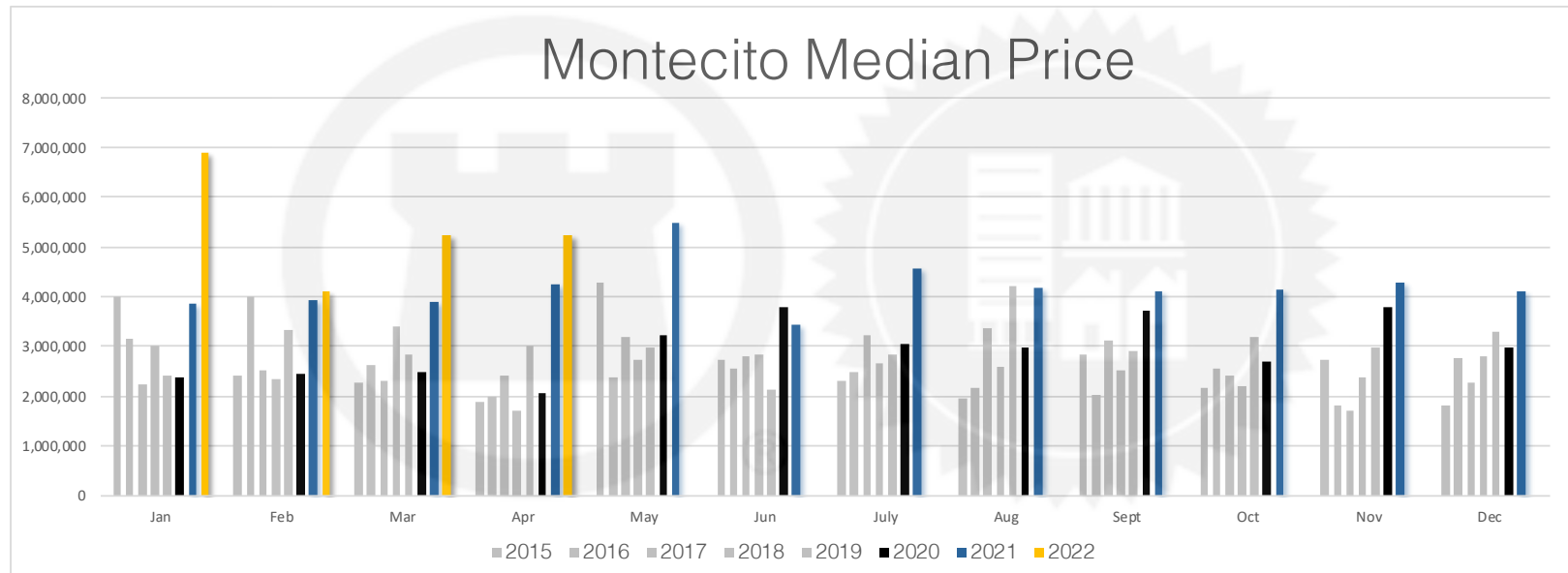




2022 Montecito YTD Real Estate Report

Median Price Trend

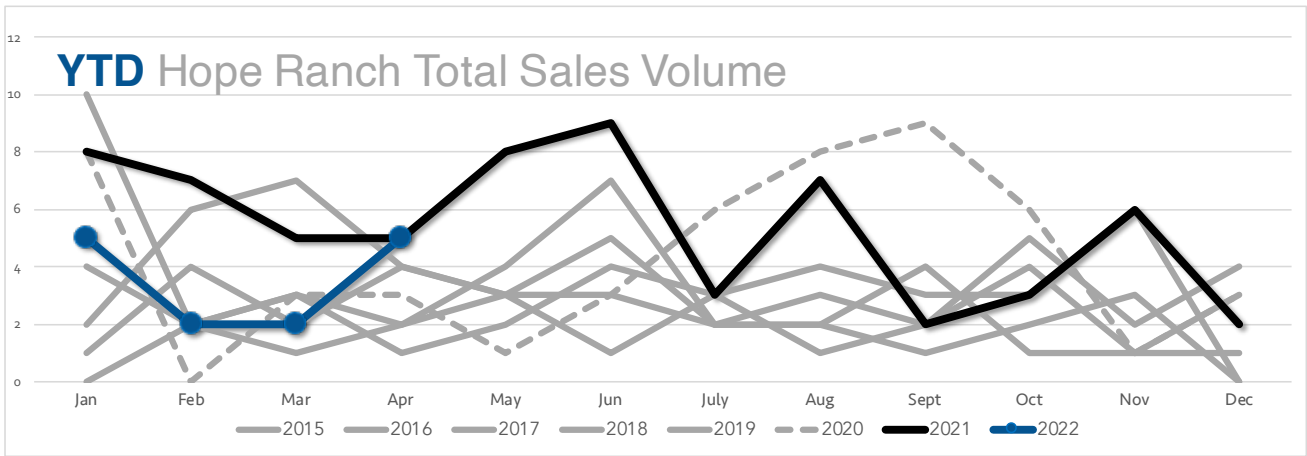
Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec
2015	\$3,995,250	\$2,410,000	\$2,275,000	\$1,872,500	\$4,300,000	\$2,720,000	\$2,325,000	\$1,950,000	\$2,840,000	\$2,165,000	\$2,734,500	\$1,825,000
2016	\$3,167,500	\$4,000,000	\$2,612,500	\$1,979,000	\$2,377,500	\$2,545,000	\$2,500,000	\$2,167,500	\$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	\$4,146,250	\$4,300,000	\$4,112,500
2022	\$6,882,000	\$4,100,000	\$5,250,000	\$5,244,133								



Fidelity National Title Group Santa Barbara

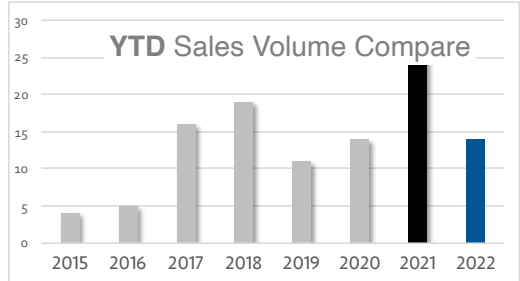
2022 YTD Hope Ranch Sales Report

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	3	6	2	65
2022	5	2	2	5									14



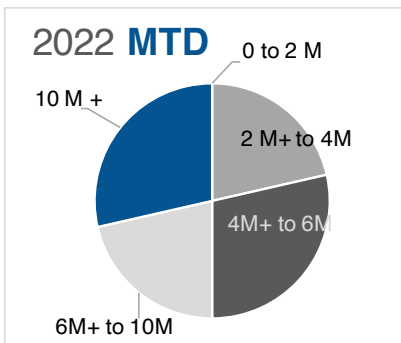
Total Dollar Volume	%Chg	
2017	\$112,206,500	n/a
2018	\$192,083,000	71%
2019	\$162,008,000	-16%
2020	\$189,011,825	17%
2021	\$380,038,000	101%
2022 MTD	\$106,070,450	-72%

YTD Volume	% Chng	
2015	4	
2016	5	25%
2017	16	N/A
2018	19	19%
2019	11	-42%
2020	14	27%
2021	25	79%
2022	14	-44%



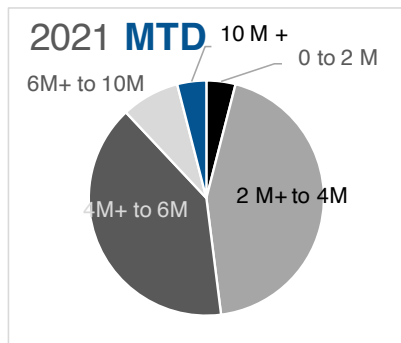
2022

Price Range (Millions)	Count
0 to 2 M	0
2 M+ to 4M	3
4M+ to 6M	4
6M+ to 10M	3
10 M +	4
TOTAL	14



2021

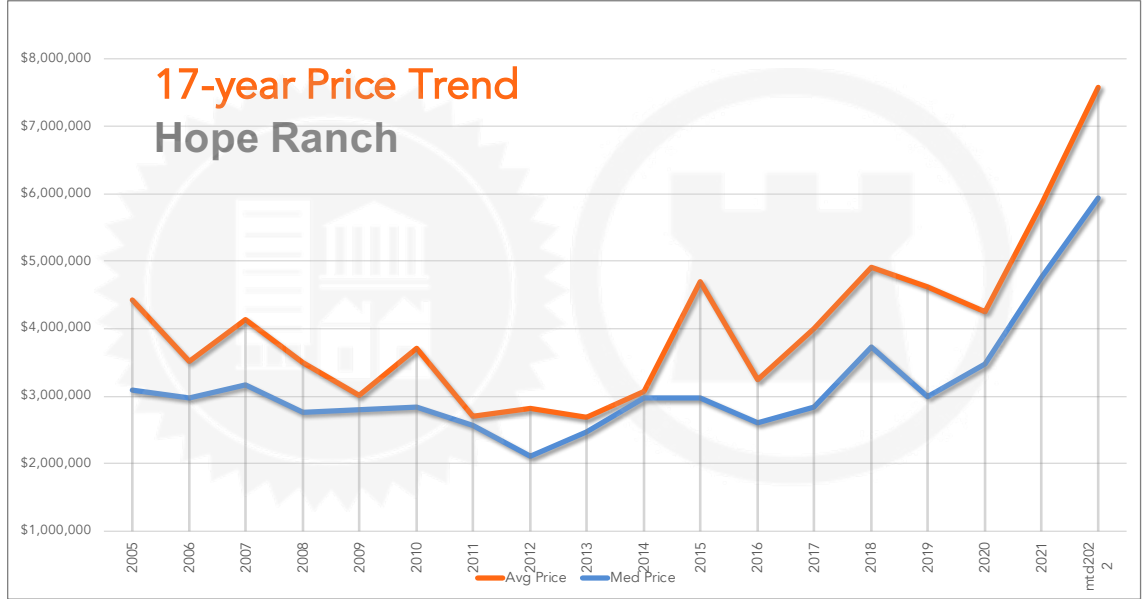
Price Range (Millions)	Count
0 to 2 M	1
2 M+ to 4M	11
4M+ to 6M	10
6M+ to 10M	2
10 M +	1
TOTAL	25



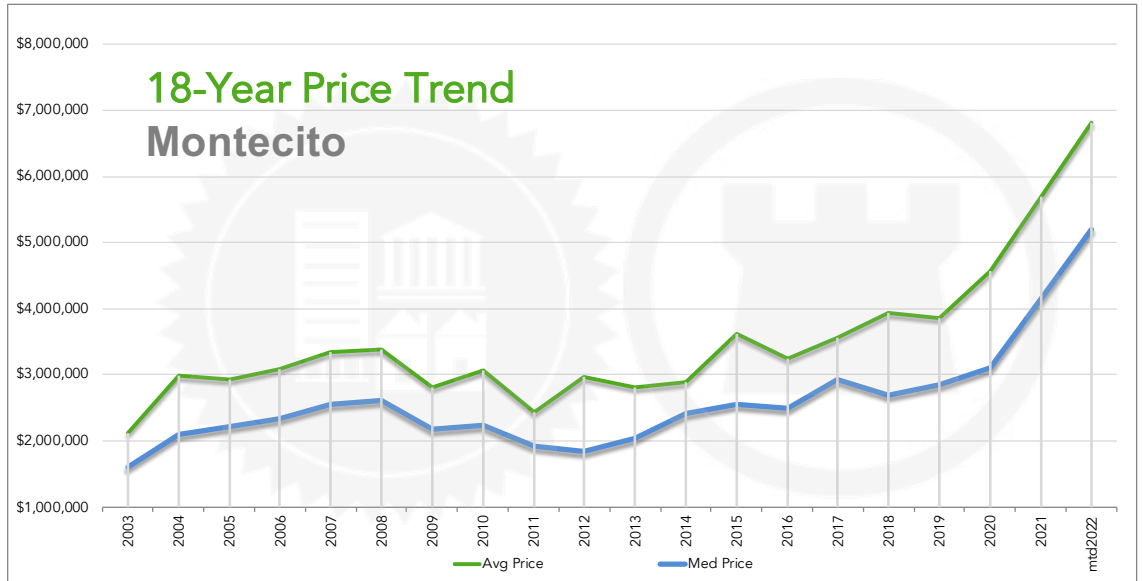
FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



	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%
2021	\$5,846,738	\$4,750,000	36%
mtd2022	\$7,576,461	\$5,937,500	25%



	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%
2021	\$5,703,739	\$4,150,000	33%
mtd2022	\$6,811,849	\$5,200,000	25%



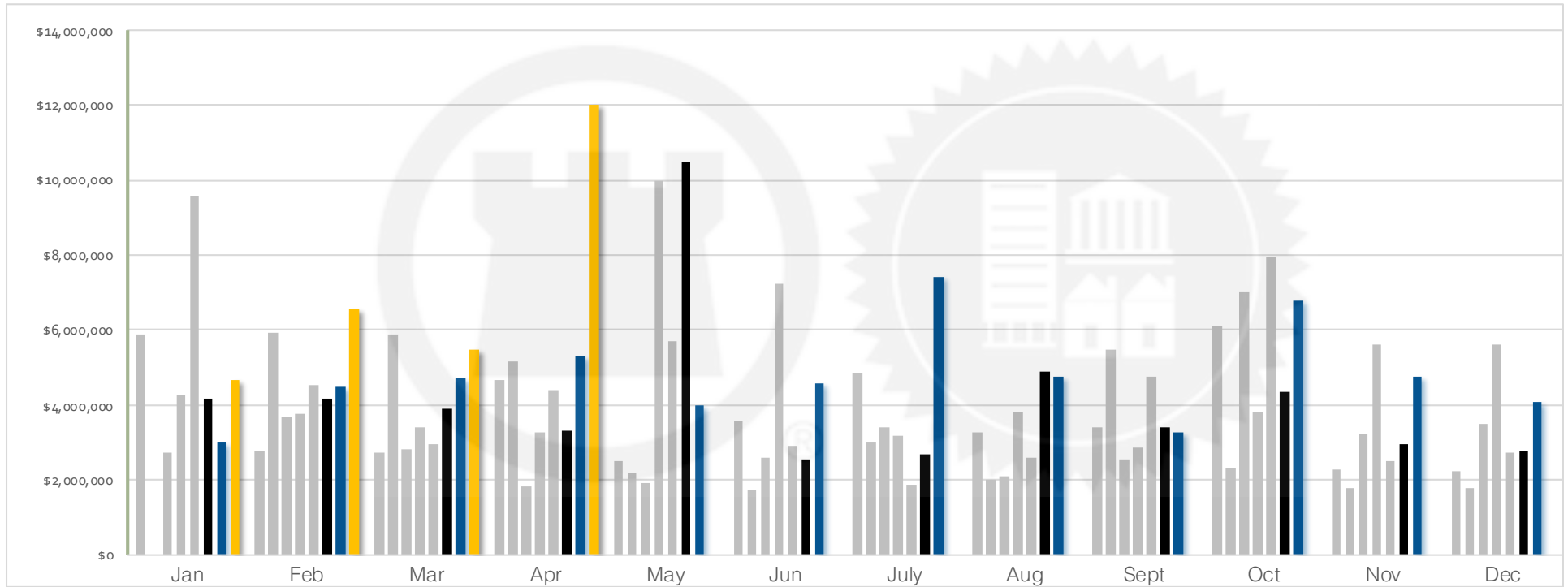
information deemed reliable but not guaranteed

FIDELITY NATIONAL TITLE GROUP SANTA BARBARA



2022 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	\$1,785,000
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	\$5,629,000
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	\$4,167,163	\$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	\$7,400,000	\$4,750,000	\$3,287,500	\$6,800,000	\$4,762,500	\$4,100,000
2022	\$4,650,000	\$6,575,000	\$5,462,500	\$12,000,000								



information deemed reliable but not guaranteed