




# SOUTH SANTA BARBARA COUNTY

## RESIDENTIAL STATISTICS

# FEB 2022

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<b>SINGLE FAMILY</b>	 <p><b>\$3,389,153</b> Average Sales Price</p> <p><b>\$2,500,000</b> Median Sales Price</p>	<b>CONDOMINIUM</b>	 <p><b>\$1,255,990</b> Average Sales Price</p> <p><b>\$873,000</b> Median Sales Price</p>	<b>SINGLE FAMILY</b>	<p><b>Sales</b> Avg   Median</p> <p><b>Carp</b> \$1,146,333   \$1,150,000.  <b>Go</b> \$1,719,169   \$1,565,000  <b>Mont</b> \$6,406,264   \$4,557,500  <b>HR</b> \$6,575,000   \$6,575,000  <b>SB</b> \$2,706,530   \$2,310,000  <b>Summ</b> \$3,200,000   \$3,200,000</p>
					<b>CONDOMINIUM</b>



**89**

**Single Family Sold**  
February 2022

**SINGLE**

**February 2022 SALES**  
 Carpinteria 3  
 Goleta 25  
 Montecito 22  
 Hope Ranch 2  
 Santa Barbara 35  
 Summerland 2

**CONDOMINIUM**

**February 2022 SALES**  
 Carpinteria 5  
 Goleta 10  
 Montecito 5  
 Hope Ranch n/a  
 Santa Barbara 20  
 Summerland n/a



**40**

**Condos Sold**  
February 2022

**CONDOMINIUM**


**February 2022 SALES**  
 Carpinteria 5  
 Goleta 10  
 Montecito 5  
 Hope Ranch n/a  
 Santa Barbara 20  
 Summerland n/a

**Total Sales**

**129**

(↓ -6%)  
Feb '22 v. Feb '21

Average Days on Market



**CASH SALES**  
**39%**

**SFR**

**32**

**CONDO/PUD**

**19**

**Inventory**  
**.78** month supply



Condominium  
FEB'22 v. FEB '21

↑ **48%**  
2022 **40** Total Sales  
2021 **27** Total Sales

↑ **13%**  
2022 **\$1,255,990** Average  
2021 **\$1,107,652** Average

↑ **1%**  
2021 **\$873,000** Median  
2021 **\$865,000** Median



Single Family  
FEB '22 v. FEB '21

↓ **-19%**  
2022 **89** Total Sales  
2021 **110** Total Sales

↑ **20%**  
2022 **\$3,389,153** Average  
2021 **\$2,831,259** Average

↑ **31%**  
2022 **\$2,500,000** Median  
2021 **\$1,914,000** Median



# SOUTH SANTA BARBARA COUNTY


## Residential Statistics: ONE Report

FEBRUARY

# YTD 2022

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SINGLE FAMILY	 <b>\$3,396,604</b> Average Sales Price  <b>\$2,207,000</b> Median Sales Price	CONDOMINIUM	 <b>\$1,147,068</b> Average Sales Price  <b>\$875,000</b> Median Sales Price	Total Sales <b>236</b> (↓ -%20) \$2,748,433 (↑ 17%) Average Price \$1,723,350 (↑ 16%) Median <b>FEB '22 v. FEB '21</b>
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**168**  
Homes Sold  
Jan-Feb 2022 YTD

### SINGLE FAMILY

YTD 2022 SALES

**Carpinteria 10 Sales:**  
 \$1,468,100 Avg  
 \$1,452,500. Median

**Goleta 50 Sales**  
 \$1,628,942 Avg  
 \$1,412,500 Median.

**Montecito 38 Sales**  
 \$7,014,074 Avg.  
 \$5,400,000 Median

**Hope Ranch 7 Sales**  
 \$5,297,143 Avg.  
 \$4,650,000 Median

**Santa Barbara 61 Sales**  
 \$2,696,501 Avg  
 \$2,187,000 Median.

**Summerland 2 Sales**  
 \$3,200,000 Avg  
 \$3,200,000 Median.

### CONDOMINIUM

YTD 2022 SALES

**Carpinteria: 12 Sales**  
 \$850,650 Avg. Price  
 \$795,000 Median

**Goleta 18 Sales**  
 \$892,556 Avg. Price  
 \$807,500 Median

**Montecito 6 Sales**  
 \$2,553,333. Price  
 \$2,825,000 Median


**Hope Ranch n/a**

**Santa Barbara 32 Sales**  
 \$1,137,713 Avg. Price  
 \$922,500 Median

**Summerland n/a**



**68**  
Condos Sold  
Jan-Feb 2022 YTD



Condominium  
Jan.- Feb '22 v Jan Feb'21

↓ **-1%**  
 2022 **68** Total Sales  
 2021 **69** Total Sales

↑ **18%**  
 2022 **\$1,147,068 Avg**  
 2021 **\$972,407 Avg**

↑ **15%**  
 2022 **\$875,000 Median**  
 2021 **\$762,000 Median**





SingleFamily  
Jan-Feb '22 v Jan-Feb '21



↓ **-25%**  
 2022 **168** Total Sales  
 2021 **225** Total Sales





↑ **22%**  
 2022 **\$3,396,604 Avg**  
 2021 **\$2,774,907 Avg**





↑ **24%**  
 2022 **\$2,207,000 Median**  
 2021 **\$1,775,000 Median**

SINGLE FAMILY	 <b>February</b> Average Sales Price <b>2021   2022</b> \$1,708,934   \$1,967,529  Median Sales Price <b>2021   2022</b> \$1,447,500   \$1,439,000	CONDOMINIUM	 <b>February</b> Average Sales Price <b>2021   2022</b> \$620,000   \$687,000  Median Sales Price <b>2021   2022</b> \$620,000   \$650,000	SINGLE FAMILY	<b>YTD Sales Price</b> Average   Median  <b>Buellton</b> \$1,142,778   \$985,000 <b>Los Olivos</b> \$4,797,500   \$4,797,500 <b>Santa Ynez</b> \$4,508,625   \$2,832,500 <b>Solvang/Ballard</b> \$1,487,188   \$1,534,000
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 <b>35</b> Single Family Sold YTD January – February 2022	SFR	<b>February 2022 YTD Sales Volume</b> Buellton 9 Los Olivos 2 Santa Ynez 8 Solvang-Ballard 16	CONDOMINIUM	<b>YTD Sales Price</b> Average   Median  <b>Buellton</b> \$713,750   \$714,500 <b>Solvang</b> \$545,000   \$570,000
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 <b>7</b> Condos Sold YTD January – February 2022	CONDOMINIUM	<b>February 2022 YTD Sales Volume</b> Buellton 4 Solvang 3	<b>February Total Sales</b> (single-family & condos)   <b>-6%</b> February 2022 <b>22</b> February 2021 <b>23</b>
<b>0.5</b> Inventory month supply			

 Condominium Jan. – Feb. <b>YTD 2022 v. YTD 2021</b>	 <b>600%</b> 2022 <b>7</b> Total Sales 2021 <b>1</b> Total Sales	 <b>3%</b> 2022 <b>\$641,429</b> Avg 2021 <b>\$620,000</b> Avg	 <b>1%</b> 2022 <b>\$626,000</b> Median 2021 <b>\$620,000</b> Median
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 Single Family Jan. – Feb. <b>YTD 2022 v. YTD 2021</b>	 <b>-17%</b> 2022 <b>35</b> Total Sales 2021 <b>42</b> Total Sales	 <b>35%</b> 2022 <b>\$2,278,400</b> Avg 2021 <b>\$1,685,271</b> Avg	 <b>14%</b> 2022 <b>\$1,500,000</b> Median 2021 <b>\$1,312,000</b> Median
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South Santa Barbara County Sales by Area

INDICATES NON-MLS SALES

INDICATES CONDOMINIUM

INDICATES CASH SALE

February 2022

Carpinteria	
\$635,000	1006 PALMETTO WAY H
\$740,000	5455 8TH ST #7
\$850,000	4430 Catlin Cir B
\$1,049,000	1250 Cravens Ln 2
\$1,059,000	4773 Sterling Way
\$1,150,000	1266 Cramer Cir
\$1,230,000	1483 ALVA ST
\$1,391,800	3375 Foothill Rd 722
\$1,013,100	Avg
\$1,054,000	Median
	8 sales

Goleta	
\$575,000	265 Moreton Bay Ln 2
\$580,000	5955 MATTHEWS ST
\$630,000	4344 Modoc Road 15
\$675,000	7386 Calle Real 22
\$692,000	5730 Encina Road 2
\$780,000	371 Cannon Green Dr. E
\$785,000	23 Calaveras Ave
\$795,000	5062 Birchwood Rd
\$820,000	5050 CALLE REAL A
\$840,000	7388 Calle Real 3
\$900,000	684 SAN MARINO DR
\$1,050,000	455 Zink Ave
\$1,175,000	459 Pitzer Ct
\$1,300,000	875 PERRY CT
\$1,300,000	7563 Rothbury Pl
\$1,360,000	400 Daytona Dr
\$1,375,000	5919 Trudi Dr
\$1,379,000	6283 Guava Ave
\$1,400,000	516 Dalton Way
\$1,430,000	727 Avenida Pequena
\$1,535,000	5524 Somerset Dr
\$1,550,000	695 Avenida Pequena
\$1,565,000	7527 Padova Dr
\$1,585,000	5648 Berkeley Rd
\$1,600,000	4949 TORERO RD
\$1,700,000	1075 N Patterson Ave
\$1,711,000	450 Los Verdes Dr
\$1,720,000	4991 La Ramada Dr
\$2,222,000	1096 Cambridge Dr
\$2,378,700	4620 Via Rubi
\$2,468,518	1045 Tisha Ct
\$2,500,000	4282 RANCHO ASOLEADO DR
\$2,690,000	272 King Daniel Ln
\$3,200,000	7796 Goldfield Ct
\$3,500,000	4678 Bedrock Ct
\$1,479,035	Avg
\$1,379,000	Median
	35 Sales

Hope Ranch	
\$3,350,000	939 Las Palmas Dr
\$9,800,000	4180 Cresta Ave
\$6,575,000	Avg/Median Price
	2 Sales

Montecito	
\$850,000	460 SAN YSIDRO RD B
\$1,475,000	450 COTA LN
\$2,400,000	525 Alston Rd
\$2,650,000	2825 Hidden Valley Ln
\$2,775,000	21 Seaview Dr.
\$2,875,000	56 Olive Mill Rd
\$2,875,000	1779 San Leandro
\$3,100,000	1356-1358 Plaza Pacifica
\$3,150,000	242 Ortega Ridge Rd
\$3,551,200	1200 Toro Canyon
\$3,700,000	1040 Ladera Lane
\$3,870,000	3 Seaview Dr
\$3,986,600	250 Rametto Rd
\$4,100,000	104 La Vereda Rd
\$4,300,000	928 Aleeda Ln
\$4,365,000	141 Hixon Rd
\$4,750,000	865 Ashley Rd
\$5,250,000	1520 Lingate Ln
\$5,500,000	1839 E Mountain Dr
\$5,640,000	232 Miramar Ave
\$5,675,000	1533 Sinaloa Dr
\$5,995,000	1141 Glenview Rd
\$8,600,000	2084 EAST VALLEY RD
\$9,125,000	866 KNAPP DR
\$14,900,000	140 MIDDLE RD
\$18,000,000	1395 Oak Creek Canyon Rd
\$20,950,000	848 Hot Springs Rd
\$5,718,807	Avg
\$4,100,000	Median
	27 Sales

Santa Barbara	
\$675,800	508 W Islay St
\$735,000	232 POR LA MAR CIR
\$741,000	2821 Miradero G
\$770,000	332 W ALAMAR AVE A
\$775,000	2051 PASEO ALMERIA
\$780,000	522 W Victoria St A
\$800,000	524 W Islay St
\$814,000	19 Camino Calma 5
\$850,000	207 N Alisos St
\$896,000	321 Ladera St 1
\$920,000	331 Por La Mar Cir
\$925,000	4016 Via Diego A
\$950,000	2724 Foothill Rd
\$955,000	1050 Vista Del Pueblo 13
\$995,000	1121 San Andres St D
\$995,000	110 La Cumbre Cir
\$1,125,000	321 N Soledad St
\$1,300,000	22 W Calle Crespis
\$1,300,000	1623 CHAPALA ST
\$1,447,000	701 N Hope Ave
\$1,495,000	401 CHAPALA ST #219
\$1,722,000	22 Pine Dr
\$1,725,000	1009 E Canon Perdido St
\$1,750,000	1524 OLIVE ST #3
\$1,760,000	420 ROSARIO DR
\$1,795,000	1324 Anacapa Street
\$1,800,000	301 Por La Mar Circle
\$1,801,500	140 Canon Dr
\$1,852,000	875 VERONICA SPRINGS RD

Santa Barbara (Cont'd)	
\$1,975,000	3887 Via Las Brisas
\$2,000,000	1057 Tunnel Rd
\$2,000,000	622 MIRAMONTE DR
\$2,064,360	1250 Ferrello Rd.
\$2,104,000	219 LOYOLA DR
\$2,115,000	318 Salida Del Sol
\$2,150,000	505 Mountain Dr
\$2,310,000	726 Alameda Padre Serra
\$2,585,000	2333 Foothill Ln
\$2,619,700	1347 Santa Rosa Ave
\$2,650,000	3623 Sunset Dr
\$2,725,000	2332 Las Canoas Rd
\$3,100,000	1808 Lighthouse Way
\$3,100,000	2451 Calle Linares
\$3,200,000	1144 Portesuello Ave
\$3,250,000	1821 Gibraltar
\$3,400,000	618 Anacapa St. 3
\$3,550,000	745 Dolores Dr
\$3,600,000	8 Celine Dr
\$3,703,000	2422 Stanwood Dr
\$3,795,000	1417 Hillcrest Rd
\$3,850,000	3742 Foothill Rd
\$4,250,000	2012 Edgewater Way
\$4,500,000	3627 Campanil Dr
\$5,000,000	479 El Cielito Rd
\$8,000,000	121 Via Del Cielo

\$2,146,279	Avg
\$1,801,500	Median
	55 Sales
Summerland	
\$2,750,000	2521 Whitney Ave
\$3,650,000	2462 Golden Gate Ave
\$3,200,000	Avg/Median
	2 Sales

SOUTH COUNTY TOTAL	
129 SALES	
\$2,727,707	Avg. Price
\$1,800,000	Median
98 SALES OVER 1 MILLION	
SOUTH COUNTY TTL (Excluding Luxury)	
100 SALES	
\$1,835,164	Avg Price
\$1,542,500	Median

SFR Only (Excluding Luxury)	
65 SALES	
\$2,269,950	Avg Price
\$2,000,000	Median
Condo ONLY (Excluding Luxury)	
35 SALES	
\$1,050,560	Avg Price
\$840,000	Median

ALL SFR Only	
89 SALES	
\$3,389,153	Avg Price
\$2,500,000	Median

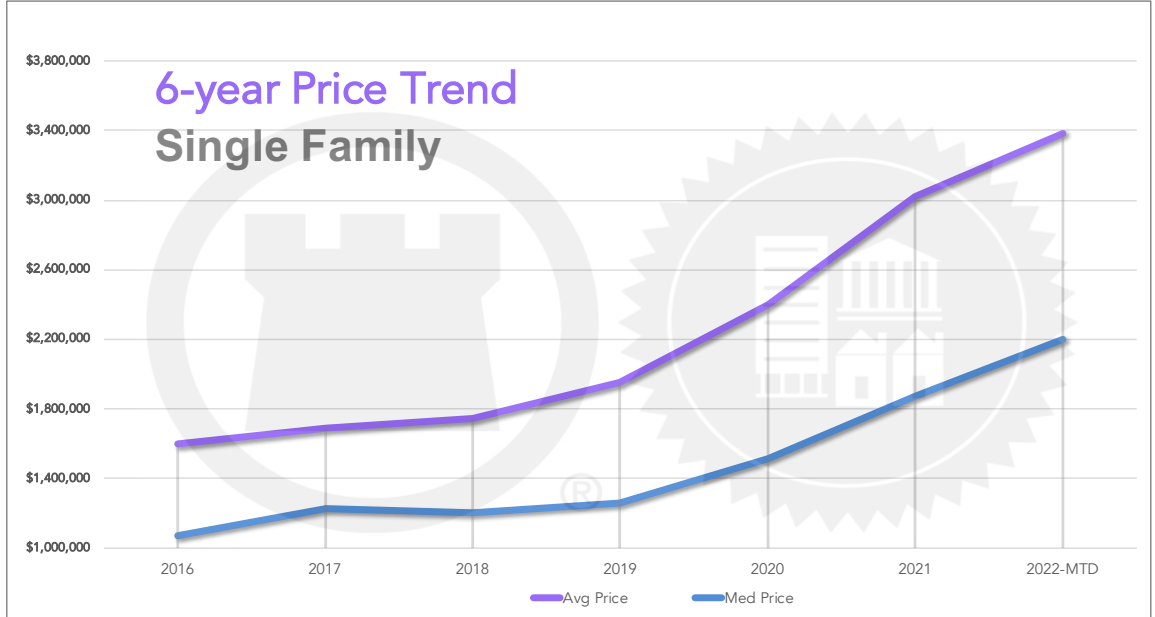
All CONDO ONLY	
40 SALES	
\$1,255,990	Avg Price
\$873,000	Median

CASH ONLY	
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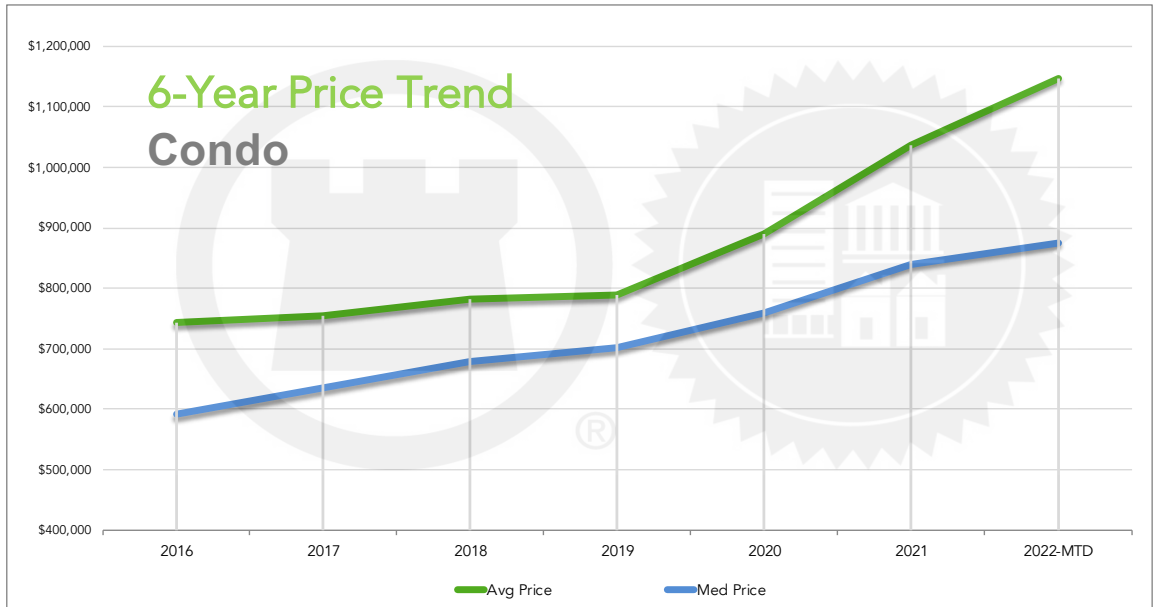
# Single Family & Condo Price Trends

## 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%
2021	\$3,020,316	\$1,875,000	24%
2022-MTD	\$3,383,015	\$2,200,000	17%



	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	\$1,147,068	\$875,000	4%

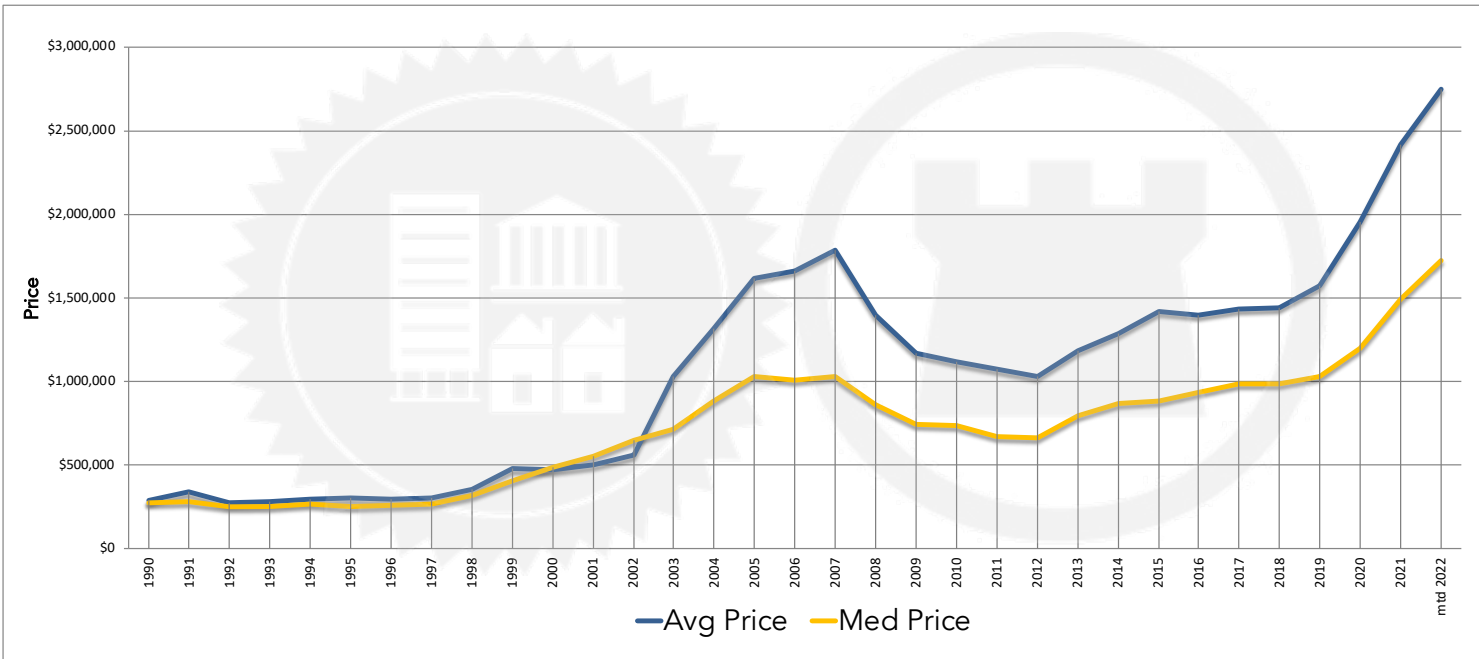


# South Santa Barbara County 32-Year Average & Median Price

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	\$2,748,433	\$1,723,350	44%



information deemed reliable but not guaranteed



## South Santa Barbara County

## Price Report February 2022

## SOUTH COUNTY

Date	Sales	Avg. Price	%Change	Median Price	% Change	>1 Million
Feb-22	130	\$2,715,186	9%	\$1,797,500	14%	99
Feb-21	137	\$2,491,570	66%	\$1,572,000	43%	104
Feb-20	128	\$1,496,465	-14%	\$1,102,500	10%	61
Feb-19	116	\$1,736,621	9%	\$1,005,000	-7%	59
Feb-18	111	\$1,593,815	16%	\$1,080,000	9%	61
Feb-17	112	\$1,372,808	-22%	\$991,500	4%	56
Feb-16	110	\$1,766,727	3%	\$954,500	12%	53

## GOLETA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Feb-22	35	\$1,479,035	38%	\$1,379,000	43%
Feb-21	33	\$1,069,455	27%	\$961,000	16%
Feb-20	23	\$839,587	-11%	\$830,000	5%
Feb-19	42	\$938,107	15%	\$789,500	-4%
Feb-18	24	\$812,583	-12%	\$819,250	4%
Feb-17	25	\$924,300	26%	\$790,000	16%
Feb-16	20	\$736,375	15%	\$679,750	6%

## SANTA BARBARA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Feb-22	55	\$2,146,279	15%	\$1,801,500	16%
Feb-21	57	\$1,864,291	30%	\$1,552,000	34%
Feb-20	72	\$1,431,431	7%	\$1,161,250	9%
Feb-19	44	\$1,334,636	3%	\$1,067,500	-7%
Feb-18	62	\$1,293,476	7%	\$1,150,000	12%
Feb-17	56	\$1,211,205	6%	\$1,022,500	9%
Feb-16	64	\$1,141,039	-10%	\$939,250	5%

## CARPINTERIA

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Feb-22	8	\$1,013,100	-60%	\$1,054,000	-6%
Feb-21	10	\$2,516,500	181%	\$1,120,000	76%
Feb-20	9	\$894,889	-31%	\$637,500	-31%
Feb-19	15	\$1,302,867	46%	\$917,500	44%
Feb-18	9	\$894,889	-5%	\$637,500	-21%
Feb-17	11	\$938,636	20%	\$804,000	62%
Feb-16	5	\$783,100	-51%	\$496,000	-35%

## MONTECITO

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Feb-22	27	\$5,718,807	16%	\$4,100,000	4%
Feb-21	29	\$4,928,397	79%	\$3,925,000	60%
Feb-20	18	\$2,757,278	-39%	\$2,447,500	-26%
Feb-19	10	\$4,506,550	11%	\$3,325,000	41%
Feb-18	10	\$4,056,500	50%	\$2,357,500	-7%
Feb-17	15	\$2,700,533	-47%	\$2,536,000	-37%
Feb-16	17	\$5,052,294	40%	\$4,000,000	66%

## SUMMERLAND

Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Feb-22	2	\$3,200,000	73%	\$3,200,000	73%
Feb-21	1	\$1,850,000	n/a	\$1,850,000	n/a
Feb-20	0	n/a	n/a	n/a	n/a
Feb-19	3	\$1,533,000	n/a	\$1,900,000	n/a
Feb-18	0	n/a	n/a	n/a	n/a
Feb-17	3	\$1,532,167	59%	\$1,160,000	21%
Feb-16	1	\$961,500	-79%	\$961,500	-79%

## HOPE RANCH

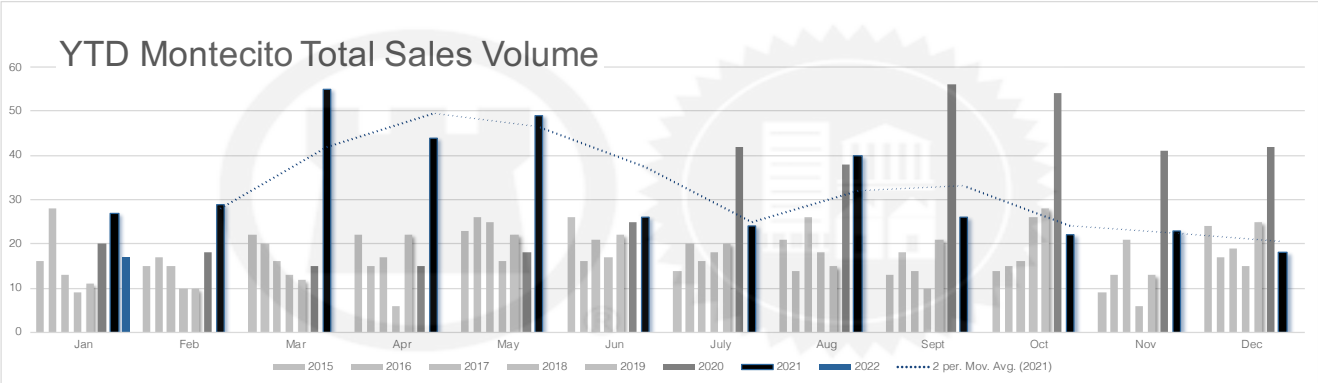
Date	Sales	Avg. Price	Price Change	Median Price	Price Change
Feb-22	2	\$6,575,000	54%	\$6,575,000	46%
Feb-21	7	\$4,264,286	n/a	\$4,500,000	n/a
Feb-20	0	n/a	n/a	n/a	n/a
Feb-19	2	\$4,555,500	-4%	\$4,555,500	21%
Feb-18	6	\$4,766,167	29%	\$3,771,000	2%
Feb-17	2	\$3,695,000	-37%	\$3,695,000	-37%
Feb-16	2	\$5,910,000	5%	\$5,910,000	113%



# Fidelity National Title Group-Santa Barbara

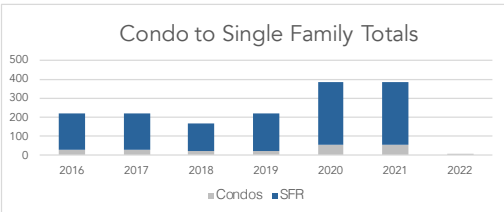
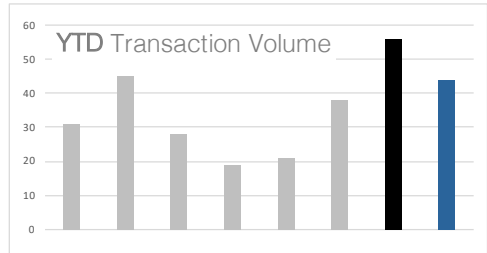
## YTD Montecito Real Estate Report

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



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	6	38	44	35%

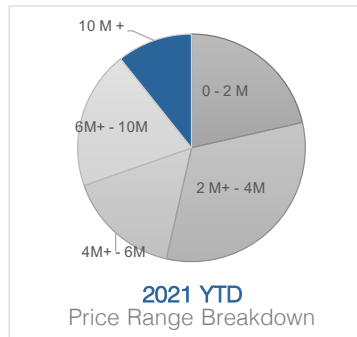
Year	Volume	% CHG
2015	31	
2016	45	45%
2017	28	-38%
2018	19	-32%
2019	21	11%
2020	38	81%
2021	56	47%
2022	44	-21%



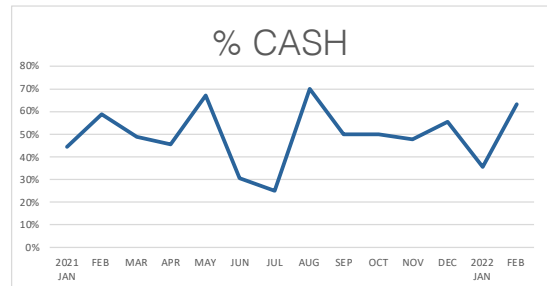
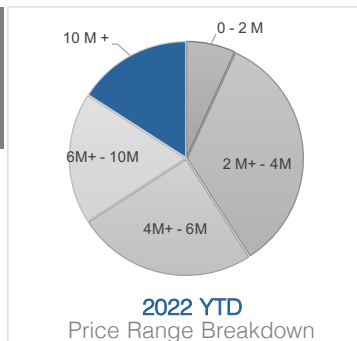
Year	Total \$ Volume	% CHG
2016	\$646,961,500	
2017	\$697,684,000	8%
2018	\$630,124,500	-10%
2019	\$851,879,000	35%
2020	\$1,752,305,500	106%
2021	\$2,184,532,039	25%
2022ytd	\$281,854,800	-87%

Year	#	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%

Price Range (Millions)	2022 MTD
0 - 2 M	12
2 M+ - 4M	18
4M+ - 6M	9
6M+ - 10M	11
10 M +	6
<b>TOTAL</b>	<b>56</b>



Price Range (Millions)	2022 MTD	21 v '22
0 - 2 M	3	-75%
2 M+ - 4M	15	-17%
4M+ - 6M	11	22%
6M+ - 10M	8	-27%
10 M +	7	17%
<b>TOTAL</b>	<b>44</b>	<b>-21%</b>

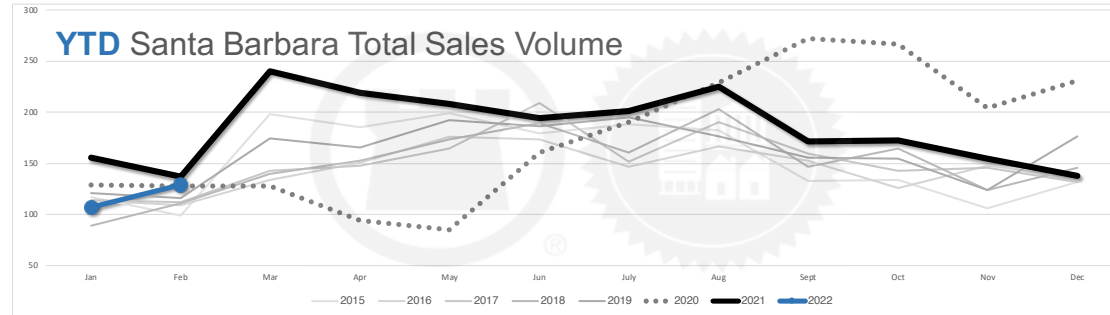




# Fidelity National Title Group-Santa Barbara

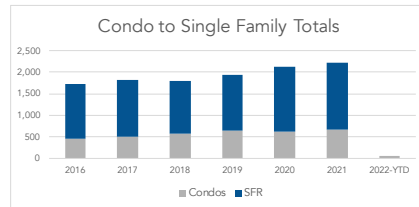
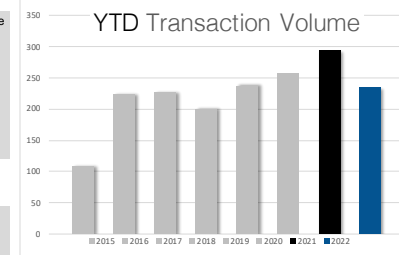
## YTD Santa Barbara Real Estate Report

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	172	155	138	2,216
2022	107	129											236



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	675	1,541	2,216	30%
2022-YTD	68	168	236	29%

Year	YTD Trans Volume	% Change
2015	108	n/a
2016	223	106%
2017	226	1%
2018	200	-12%
2019	237	19%
2020	257	8%
2021	293	14%
2022	236	-19%

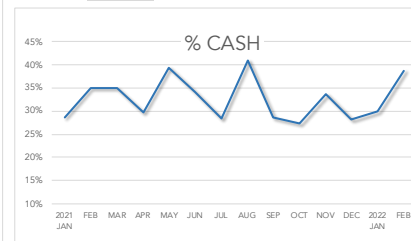
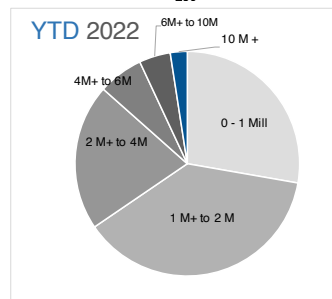
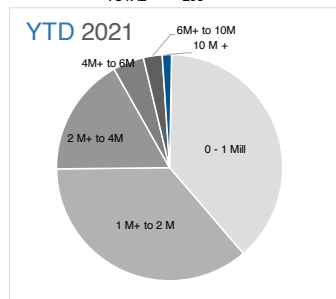


Year	TOTAL YTD Sales Dollar Volume	%CHG
2016	\$2,393,974,000	
2017	\$2,592,122,524	8%
2018	\$2,589,711,931	0%
2019	\$3,043,923,281	18%
2020	\$4,142,544,870	36%
2021	\$5,353,551,979	29%
YTD-2022	\$648,630,079	-88%

CASH Transactions			
Year	#	Total Trans	%
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%
OCT	47	172	27%
NOV	52	155	34%
DEC	39	138	28%
2022 JAN	32	107	30%
FEB	50	129	39%

Price Range (Millions)	Volume
0 - 1 Mill	82
1 M+ to 2 M	113
2 M+ to 4 M	62
4M+ to 6M	16
6M+ to 10M	12
10 M +	8
<b>TOTAL</b>	<b>293</b>

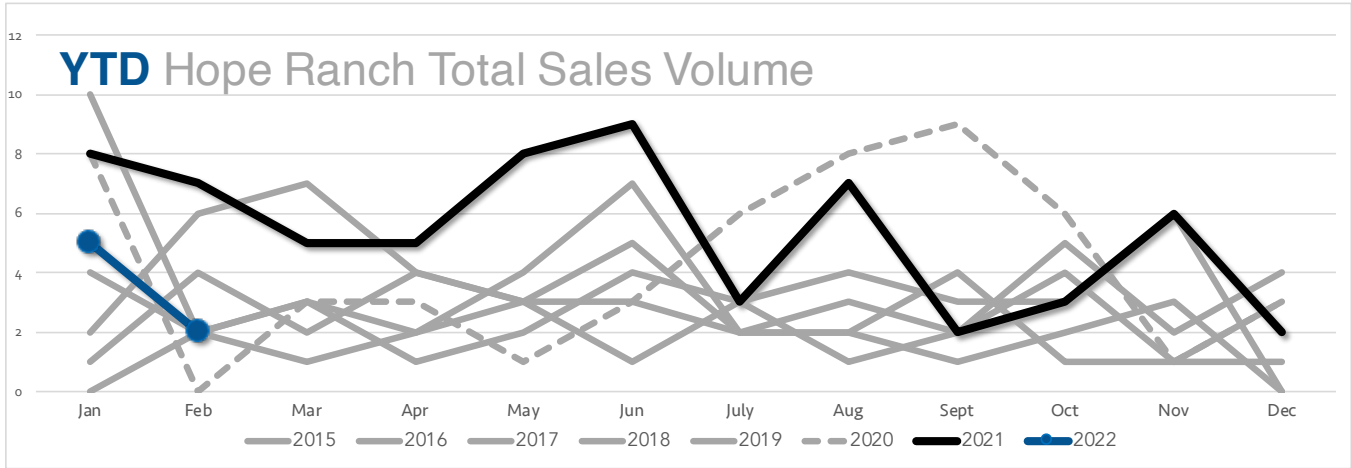
Price Range (Millions)	Volume	%CHG
0 - 1 Mill	52	-37%
1 M+ to 2 M	86	-24%
2 M+ to 4 M	59	-5%
4M+ to 6M	19	19%
6M+ to 10M	12	0%
10 M +	8	0%
<b>TOTAL</b>	<b>236</b>	



# Fidelity National Title Group Santa Barbara

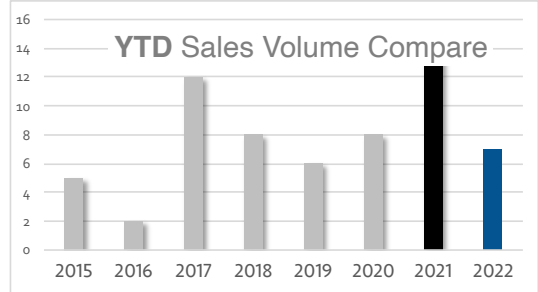
## 2021 YTD Hope Ranch Sales Report

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	3	6	2	65
2022	5	2											7

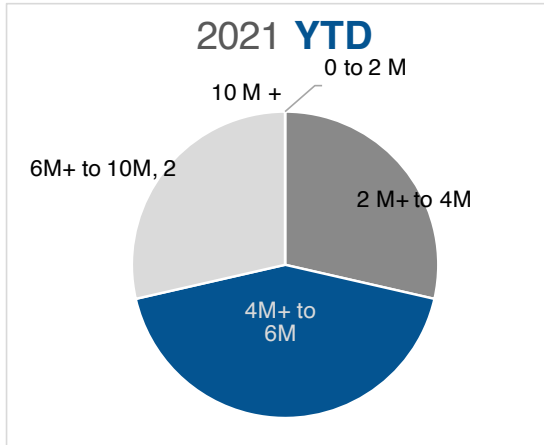


Year	Total Dollar Volume	%Chg
2017	\$112,206,500	n/a
2018	\$192,083,000	71%
2019	\$162,008,000	-16%
2020	\$189,011,825	17%
2021	\$380,038,000	101%
2022 MTD	\$37,080,000	-90%

Year	YTD Volume	% Chng
2015	5	
2016	2	-60%
2017	12	N/A
2018	8	-33%
2019	6	-25%
2020	8	33%
2021	15	88%
2022	7	-53%

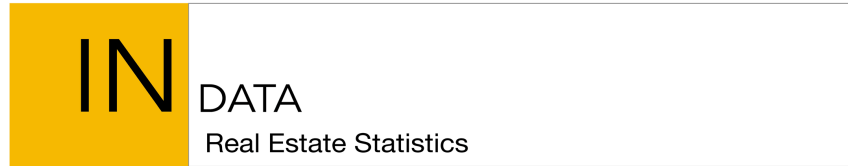


Price Range (Millions)	Count
0 to 2 M	0
2 M+ to 4M	2
4M+ to 6M	3
6M+ to 10M	2
10 M +	0
TOTAL	7



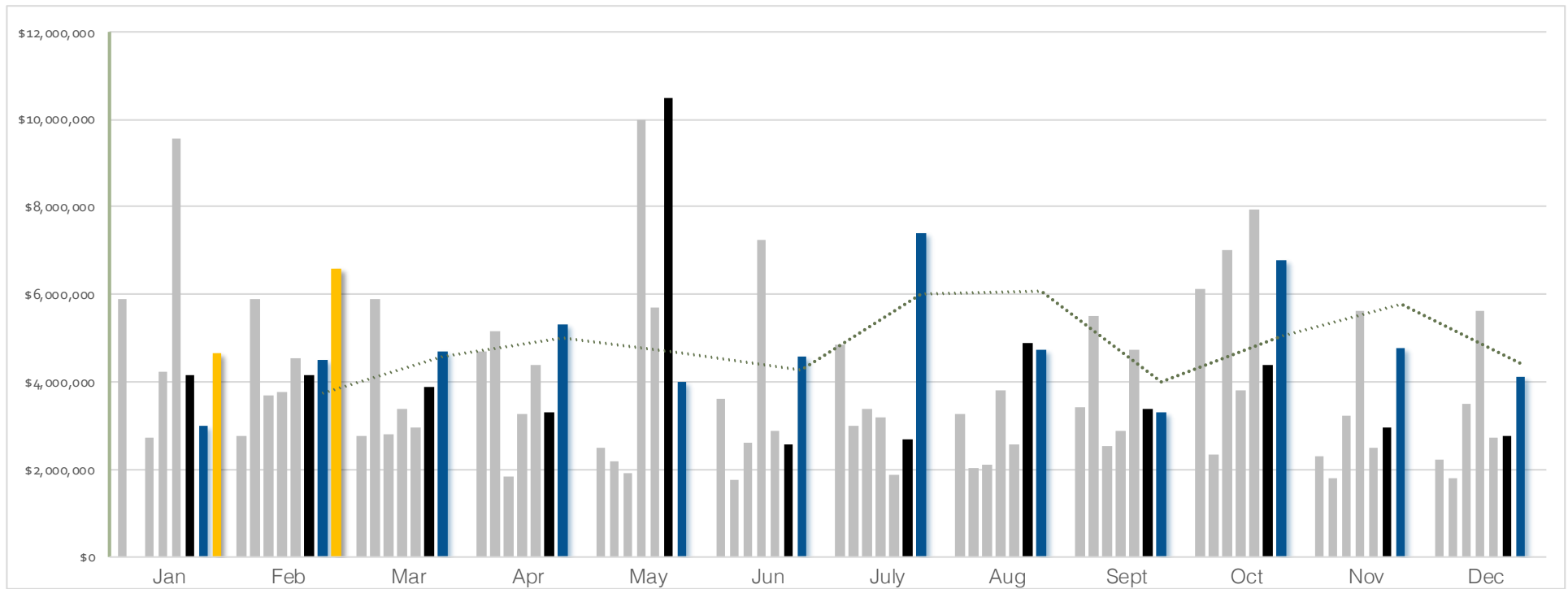
All information deemed reliable but not guaranteed

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										

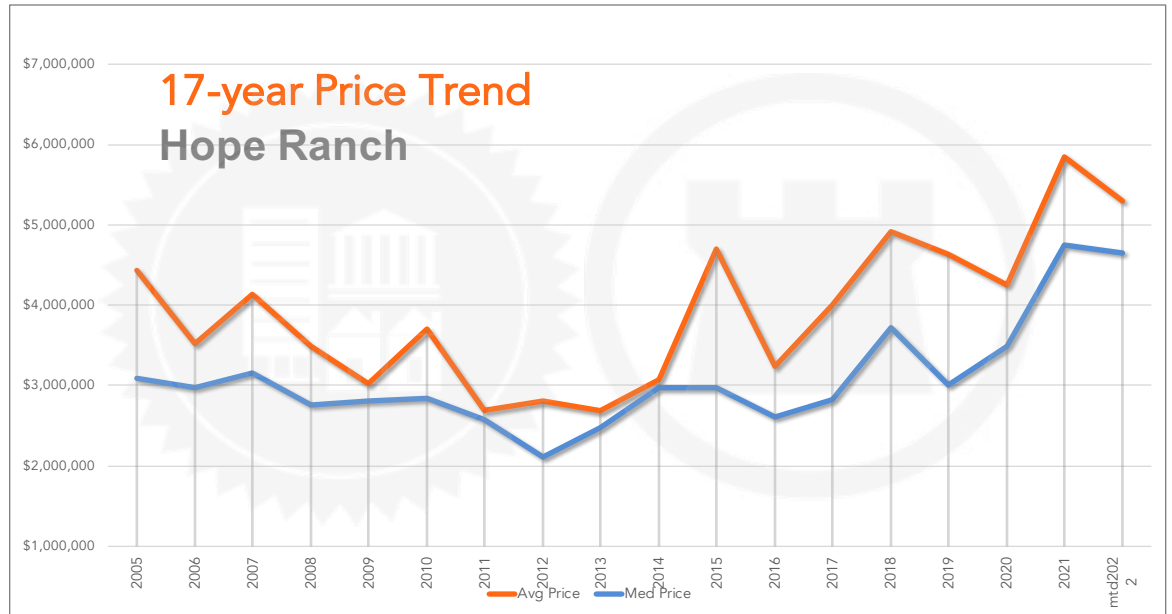


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fidelity's.com | chicagotitlesb.com

	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%
2021	\$5,846,738	\$4,750,000	36%
mtd2022	\$5,297,143	\$4,650,000	-2%



	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	\$6,405,791	\$4,625,000	11%



information deemed reliable but not guaranteed

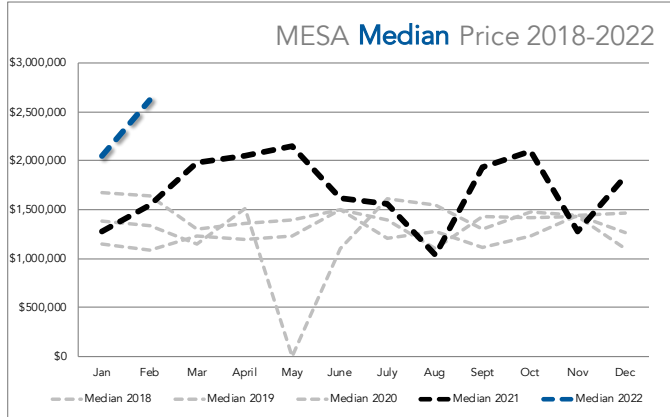
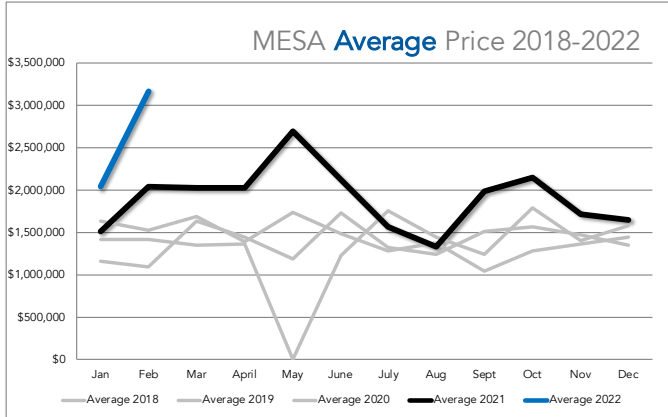
Fidelity National Title Group

# The MESA

## Market Comparison 2018 through 2022

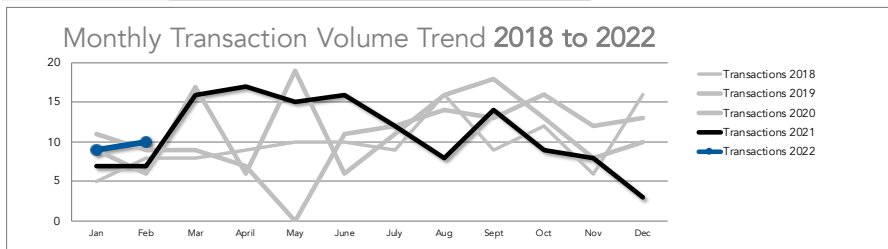
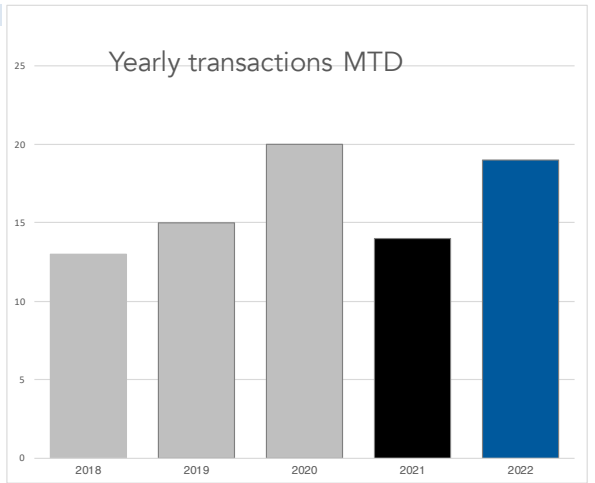
	Average 2018	Average 2019	Average 2020	Average 2021	Average 2022	Compare 22 to '21
Jan	\$1,156,600	\$1,631,667	\$1,420,409	\$1,517,000	\$2,042,111	35%
Feb	\$1,091,875	\$1,530,100	\$1,416,222	\$2,033,214	\$3,165,270	56%
Mar	\$1,630,875	\$1,682,265	\$1,348,444	\$2,031,969		n/a
Apr	\$1,438,778	\$1,391,667	\$1,358,786	\$2,024,500		n/a
May	\$1,185,000	\$1,735,816	n/a	\$2,693,533		n/a
June	\$1,729,600	\$1,482,000	\$1,231,500	\$2,121,053		n/a
July	\$1,314,591	\$1,281,389	\$1,751,500	\$1,570,167		n/a
Aug	\$1,236,553	\$1,375,500	\$1,441,000	\$1,330,125		n/a
Sept	\$1,507,944	\$1,041,667	\$1,244,038	\$1,990,000		n/a
Oct	\$1,566,500	\$1,279,923	\$1,788,594	\$2,141,468		n/a
Nov	\$1,472,000	\$1,362,188	\$1,396,750	\$1,718,833		n/a
Dec	\$1,350,375	\$1,439,700	\$1,584,500	\$1,650,500		n/a

	Median 2018	Median 2019	Median 2020	Median 2021	Median 2022	Compare 22 to '21
Jan	\$1,145,000	\$1,675,000	\$1,387,500	\$1,275,000	\$2,050,000	61%
Feb	\$1,087,500	\$1,636,500	\$1,339,500	\$1,552,000	\$2,619,700	69%
Mar	\$1,232,500	\$1,300,000	\$1,150,000	\$1,985,000		n/a
Apr	\$1,195,000	\$1,363,750	\$1,510,000	\$2,050,000		n/a
May	\$1,227,500	\$1,400,000	n/a	\$2,150,000		n/a
June	\$1,500,000	\$1,502,500	\$1,100,000	\$1,616,024		n/a
July	\$1,399,000	\$1,209,500	\$1,612,500	\$1,555,500		n/a
Aug	\$1,100,000	\$1,283,750	\$1,548,250	\$1,037,500		n/a
Sept	\$1,433,500	\$1,115,000	\$1,300,000	\$1,940,000		n/a
Oct	\$1,415,000	\$1,236,000	\$1,480,000	\$2,100,000		n/a
Nov	\$1,427,500	\$1,437,500	\$1,445,000	\$1,274,000		n/a
Dec	\$1,102,500	\$1,269,500	\$1,470,000	\$1,837,500		n/a



	Transactions					
	2018	2019	2020	2021	2022	22 v '21
Jan	5	9	11	7	9	29%
Feb	8	6	9	7	10	43%
Mar	8	17	9	16		
April	9	6	7	17		
May	10	19	0	15		
June	10	6	11	16		
July	9	11	12	12		
Aug	16	16	14	8		
Sept	9	18	13	14		
Oct	12	13	16	9		
Nov	6	8	12	8		
Dec	16	10	13	3		
TOTAL	118	139	127	132	19	

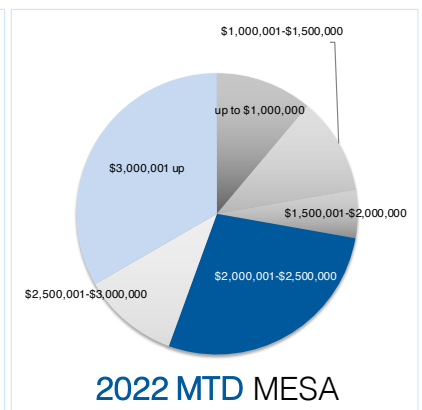
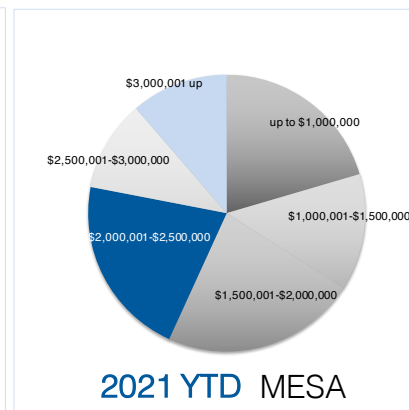
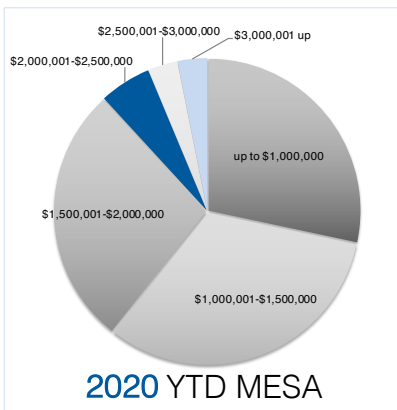
	YTD Trans #
2018	13
2019	15
2020	20
2021	14
2022	19



2020 YTD	
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	27
\$1,000,001-\$1,500,000	18
\$1,500,001-\$2,000,000	30
\$2,000,001-\$2,500,000	28
\$2,500,001-\$3,000,000	14
\$3,000,001 up	15

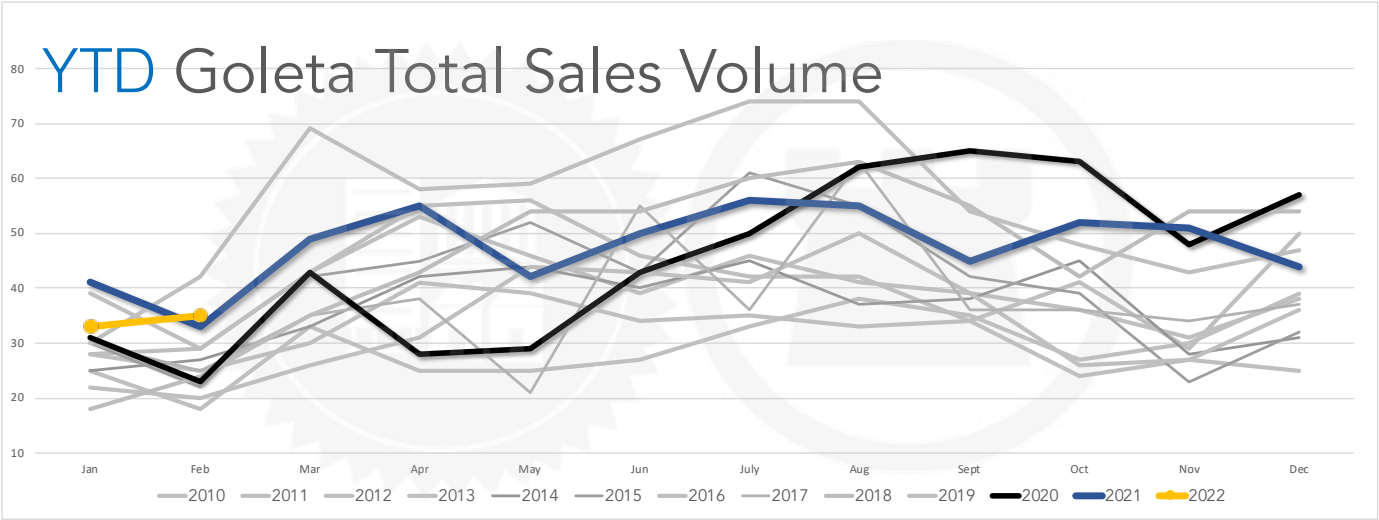
2022 MTD	
Price Range	# Sales
up to \$1,000,000	2
\$1,000,001-\$1,500,000	2
\$1,500,001-\$2,000,000	1
\$2,000,001-\$2,500,000	5
\$2,500,001-\$3,000,000	2
\$3,000,001 up	6





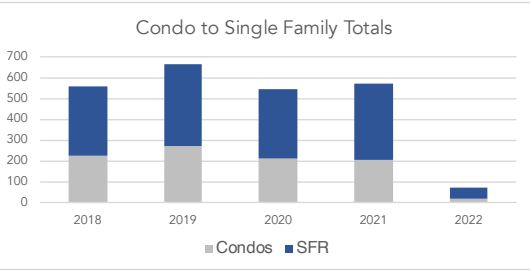
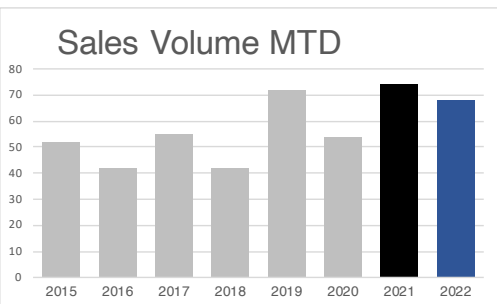
# Goleta Real Estate Sales Report

Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2010	28	25	30	41	39	34	35	33	34	24	27	25	375
2011	25	18	33	25	25	27	33	38	35	27	30	39	355
2012	28	29	43	55	56	46	42	42	34	41	29	50	495
2013	39	29	43	53	46	39	46	41	39	36	31	38	480
2014	25	27	33	42	44	40	45	37	38	45	28	31	435
2015	30	22	42	45	52	43	61	55	42	39	23	32	486
2016	22	20	26	31	44	43	41	50	39	26	27	36	405
2017	30	25	35	38	21	55	36	63	36	36	34	37	446
2018	18	24	35	43	54	54	60	63	55	42	54	54	556
2019	30	42	69	58	59	67	74	74	54	48	43	47	665
2020	31	23	43	28	29	43	50	62	65	63	48	57	542
2021	41	33	49	55	42	50	56	55	45	52	51	44	573
2022	33	35											



Year	Condos	SFR	TOTAL	% CONDO
2018	222	334	556	40%
2019	272	393	665	41%
2020	213	329	542	39%
2021	205	368	573	36%
2022	18	50	68	26%

Year	YTD Sales Volume
2015	52
2016	42
2017	55
2018	42
2019	72
2020	54
2021	74
2022	68



Year	\$	%Change
2018	\$504,649,003	n/a
2019	\$620,828,126	23%
2020	\$549,843,600	-11%
2021	\$739,934,852	35%
2022	\$97,513,119	-87%

Price Range	2020
0 - 499k	32
500k - 699k	82
700k - 899k	169
900k - 999k	71
1M to 1.5M	116
1.5M+ to 2M	45
2M and up	27

Price Range	2021
0 - 499k	13
500k - 699k	71
700k - 899k	88
900k - 999k	62
1M to 1.5M	207
1.5M+ to 2M	64
2M and up	68

Price Range	2022
0 - 499k	0
500k - 699k	8
700k - 899k	9
900k - 999k	1
1M to 1.5M	25
1.5M+ to 2M	15
2M and up	10

