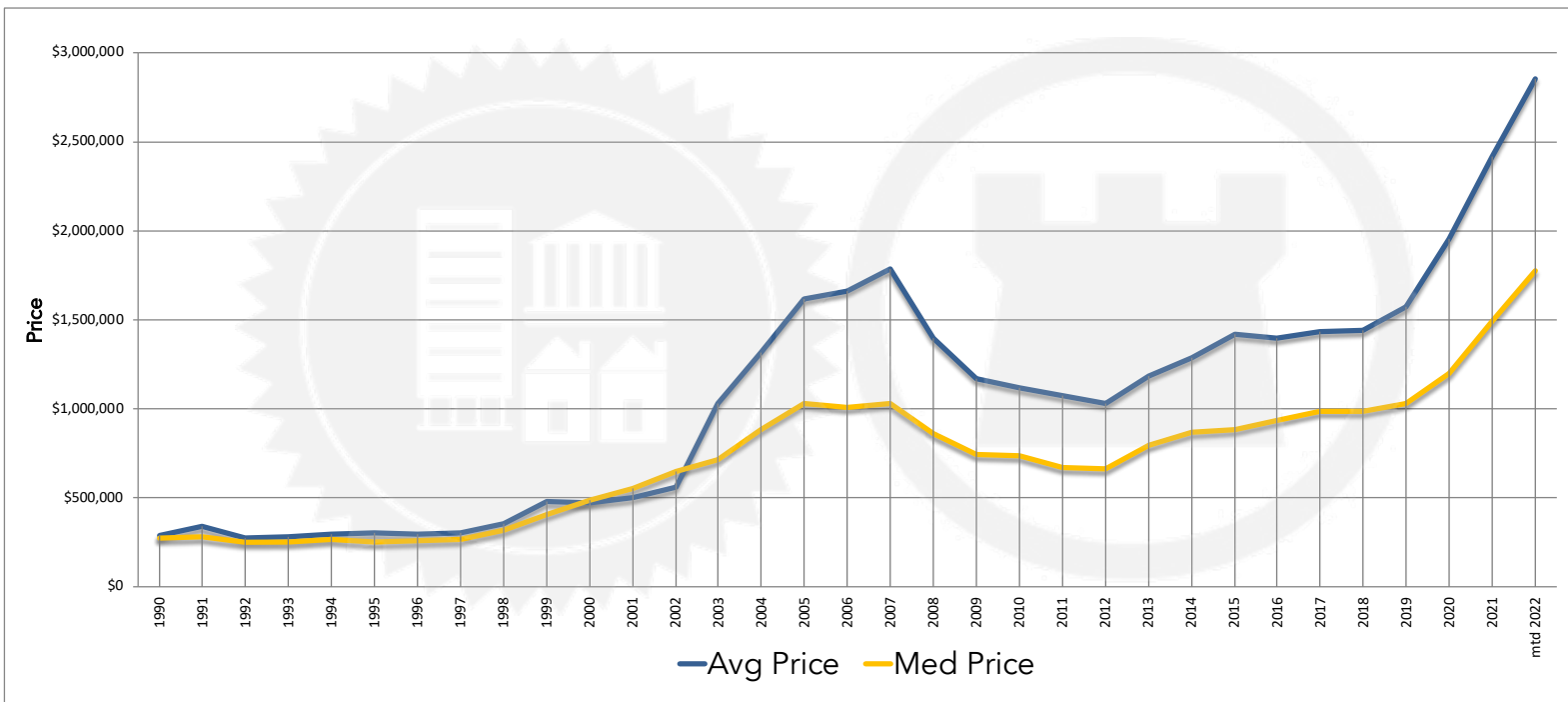


South Santa Barbara County 32-Year Average & Median Price

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	\$2,853,032	\$1,775,000	48%

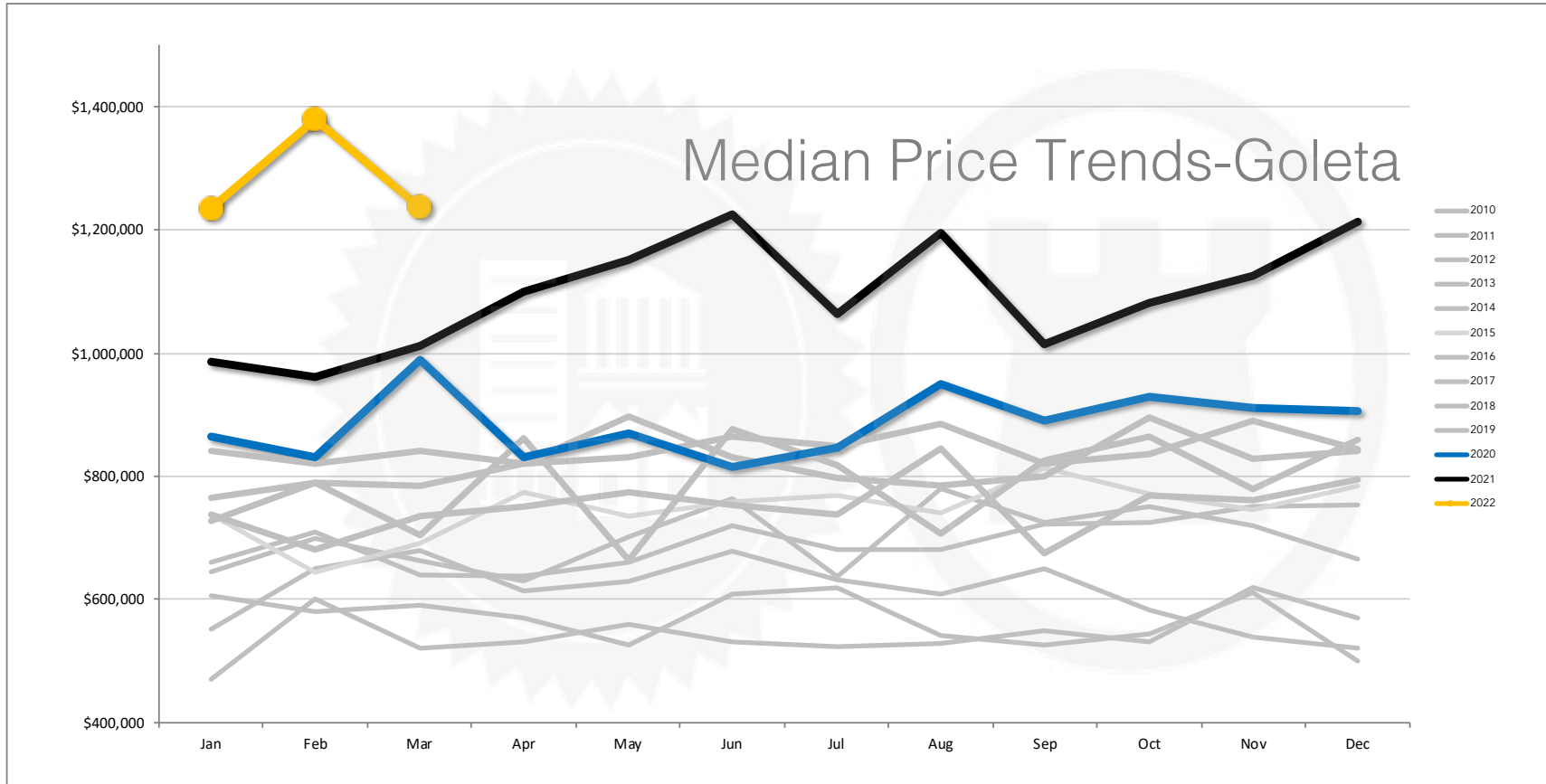


information deemed reliable but not guaranteed



Median Price Trends City of Goleta

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD AVG	%Chng
2010	\$551,250	\$650,000	\$679,500	\$615,000	\$629,500	\$677,500	\$631,000	\$608,000	\$649,500	\$582,500	\$539,500	\$521,000	\$611,188	n/a
2011	\$605,000	\$580,500	\$590,000	\$570,000	\$525,000	\$610,000	\$619,000	\$542,000	\$525,000	\$545,000	\$611,500	\$500,000	\$568,583	-7%
2012	\$470,500	\$601,862	\$520,000	\$530,000	\$559,000	\$532,500	\$524,750	\$527,500	\$550,000	\$530,000	\$619,500	\$570,000	\$544,634	-4%
2013	\$660,000	\$709,000	\$640,000	\$638,000	\$661,000	\$720,000	\$682,000	\$680,000	\$723,000	\$725,000	\$750,000	\$753,500	\$695,125	28%
2014	\$645,000	\$699,000	\$662,000	\$630,000	\$702,500	\$764,500	\$637,500	\$780,000	\$725,500	\$750,000	\$720,000	\$665,000	\$698,417	0%
2015	\$737,500	\$644,000	\$691,500	\$775,000	\$735,000	\$758,500	\$769,000	\$741,000	\$813,500	\$770,500	\$745,000	\$784,500	\$747,083	7%
2016	\$739,000	\$679,750	\$734,000	\$750,000	\$775,000	\$754,000	\$739,000	\$845,000	\$675,000	\$769,750	\$762,000	\$795,000	\$751,458	1%
2017	\$726,500	\$790,000	\$703,000	\$862,000	\$664,000	\$876,500	\$817,500	\$706,500	\$826,500	\$865,500	\$780,000	\$859,000	\$789,750	5%
2018	\$840,750	\$819,250	\$840,000	\$820,000	\$897,005	\$831,000	\$796,500	\$785,000	\$800,000	\$895,000	\$829,500	\$841,000	\$832,917	5%
2019	\$765,000	\$789,500	\$785,500	\$820,000	\$830,000	\$865,000	\$850,000	\$885,000	\$821,750	\$837,000	\$890,000	\$845,000	\$831,979	0%
2020	\$865,500	\$830,000	\$989,000	\$830,000	\$869,000	\$815,000	\$847,000	\$950,000	\$890,500	\$930,000	\$910,000	\$904,500	\$885,875	6%
2021	\$985,500	\$961,000	\$1,011,000	\$1,100,000	\$1,150,000	\$1,225,000	\$1,062,000	\$1,195,000	\$1,015,000	\$1,082,500	\$1,125,000	\$1,212,500	\$1,093,708	23%
2022	\$1,235,000	\$1,379,000	\$1,237,500										\$1,283,833	17%



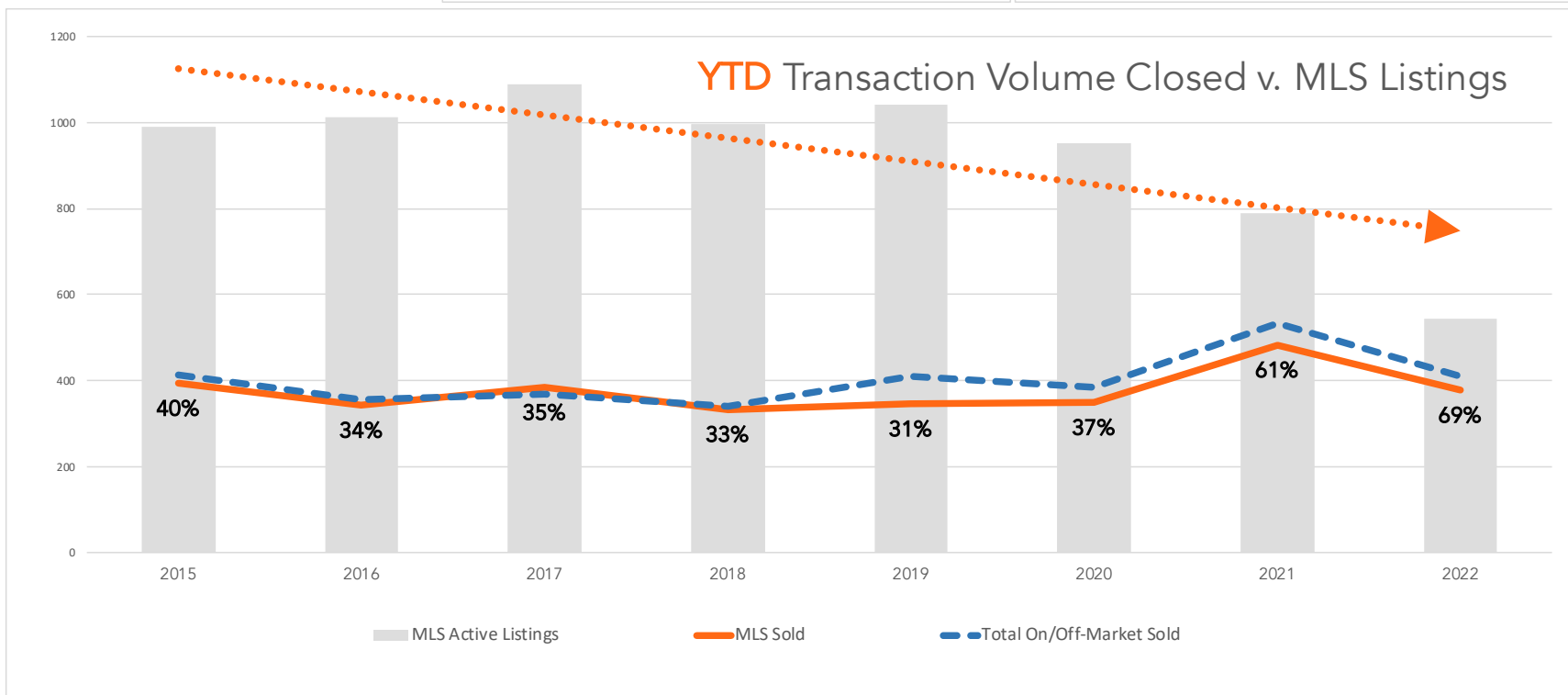
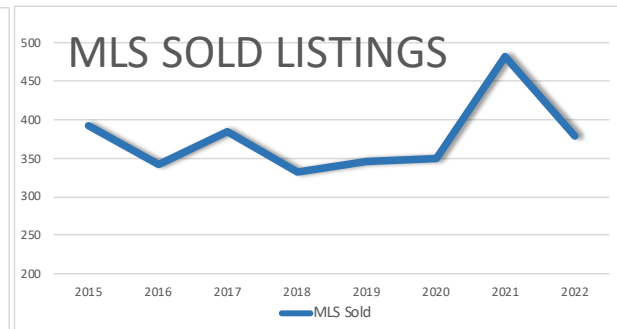
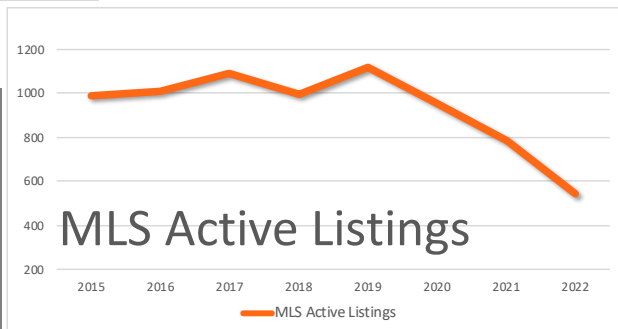
The Above data is based on resale activity for Goleta, Santa Barbara, Montecito and Carpinteria.

YTD Sold Volume VS. MLS Available Inventory

YTD Transaction Volume

Year	Total On/Off-Market Sold	MLS Sold	% Change
2015	414	393	n/a
2016	357	342	-14%
2017	369	384	3%
2018	340	332	-8%
2019	411	346	21%
2020	385	349	-6%
2021	533	482	38%
2022	409	378	-23%

Year	MLS Active Listings	Sold to Listing Ratio
2015	990	40%
2016	1012	34%
2017	1090	35%
2018	996	33%
2019	1119	31%
2020	953	37%
2021	789	61%
2022	544	69%

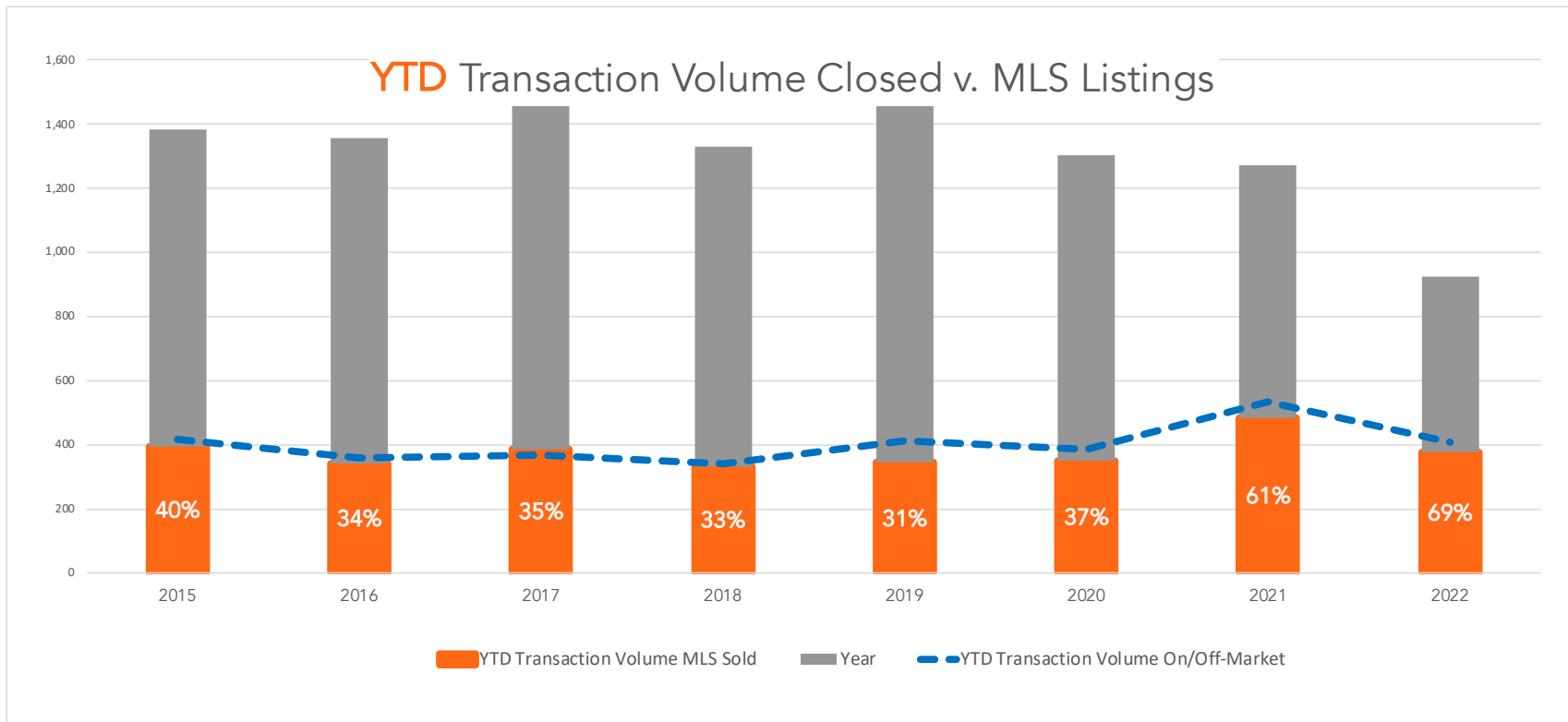


Source: Santa Barbara Association of Realtors, Information deemed reliable but not guaranteed

YTD Sold Volume VS. MLS Available Inventory

YTD Transaction Volume			
Year	On/Off-Market	MLS Sold	% Change
2015	414	393	n/a
2016	357	342	-14%
2017	369	384	3%
2018	340	332	-8%
2019	411	346	21%
2020	385	349	-6%
2021	533	482	38%
2022	409	378	-23%

Year	MLS Active Listings	Sold to Listing Ratio
2015	990	40%
2016	1012	34%
2017	1090	35%
2018	996	33%
2019	1119	31%
2020	953	37%
2021	789	61%
2022	544	69%

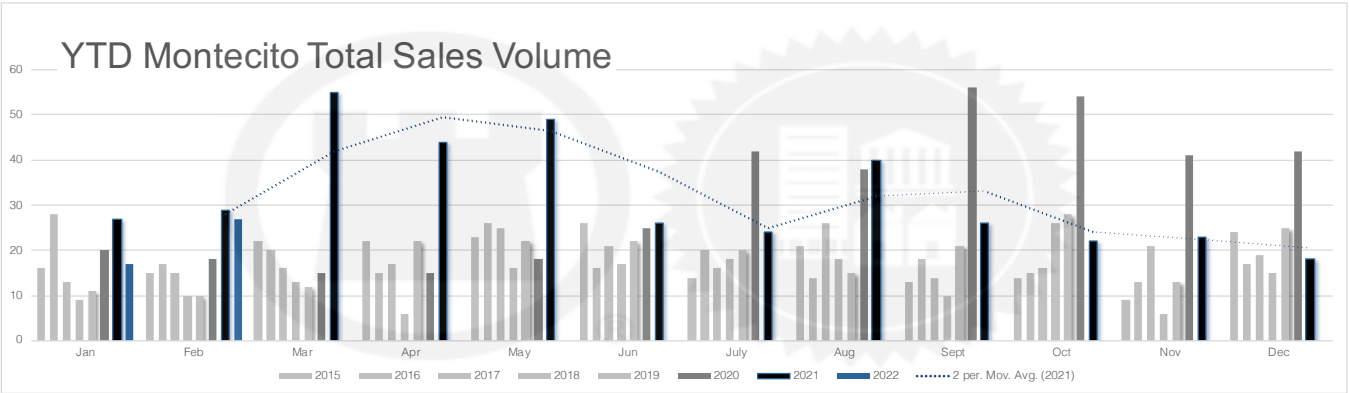


Source: Santa Barbara Association of Realtors, Information deemed reliable but not guaranteed

Fidelity National Title Group-Santa Barbara

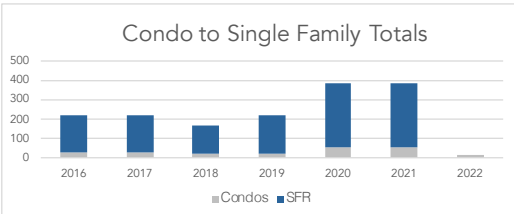
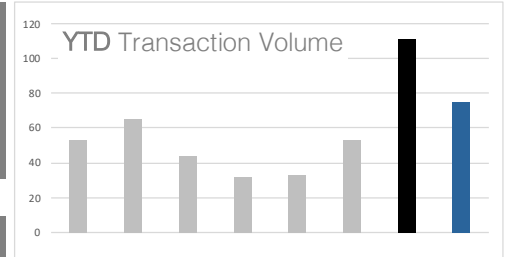
Q1 2022 YTD Montecito Real Estate Report

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										75



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	12	63	75	16%

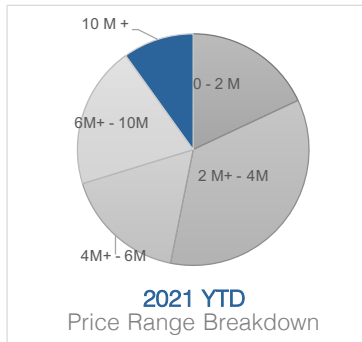
Year	YTD Volume	%CHG
2015	53	
2016	65	23%
2017	44	-32%
2018	32	-27%
2019	33	3%
2020	53	61%
2021	111	109%
2022	75	-32%



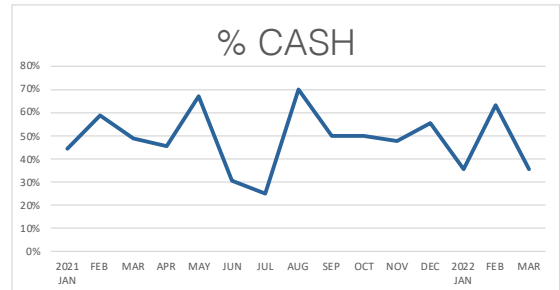
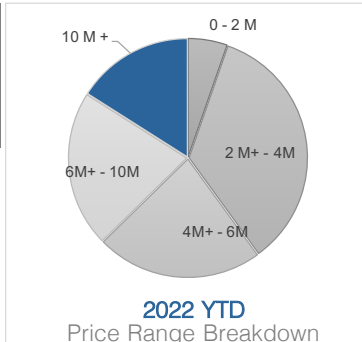
Year	Total \$ Volume	% CHG
2016	\$646,961,500	
2017	\$697,684,000	8%
2018	\$630,124,500	-10%
2019	\$851,879,000	35%
2020	\$1,752,305,500	106%
2021	\$2,184,532,039	25%
2022ytd	\$281,854,800	-87%

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%

Price Range (Millions)	2022 MTD
0 - 2 M	20
2 M+ - 4M	39
4M+ - 6M	19
6M+ - 10M	22
10 M +	11
TOTAL	111



Price Range (Millions)	2022 MTD	21 v '22
0 - 2 M	4	-80%
2 M+ - 4M	26	-33%
4M+ - 6M	17	-11%
6M+ - 10M	16	-27%
10 M +	12	9%
TOTAL	75	-32%

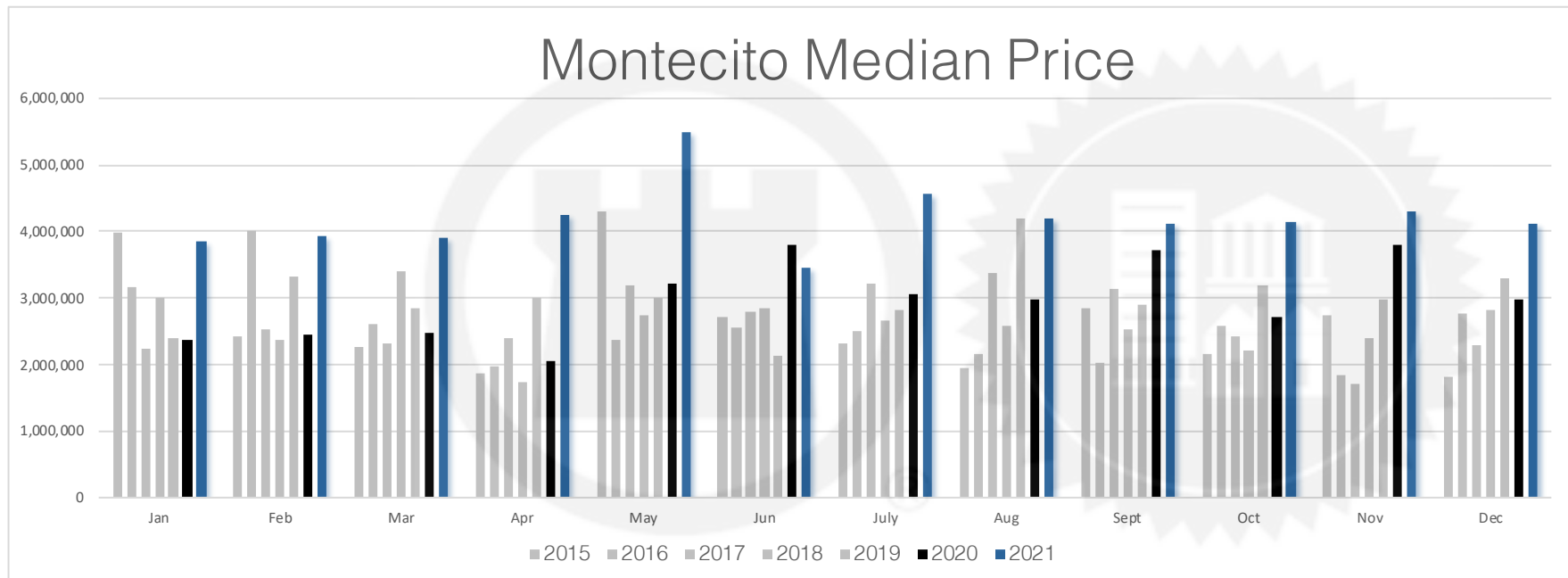




2022 Montecito YTD Real Estate Report

Median Price Trend

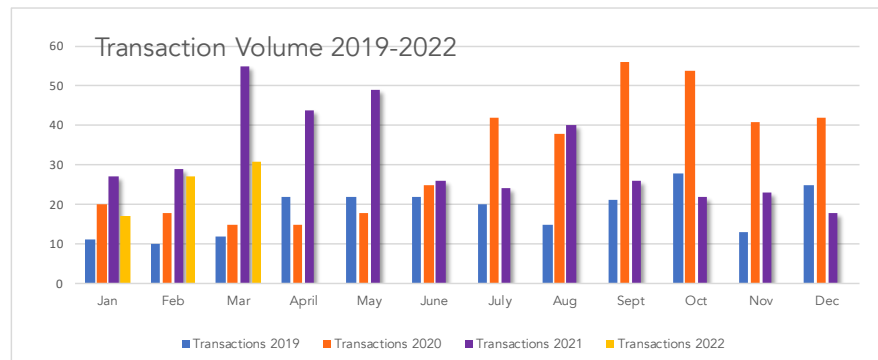
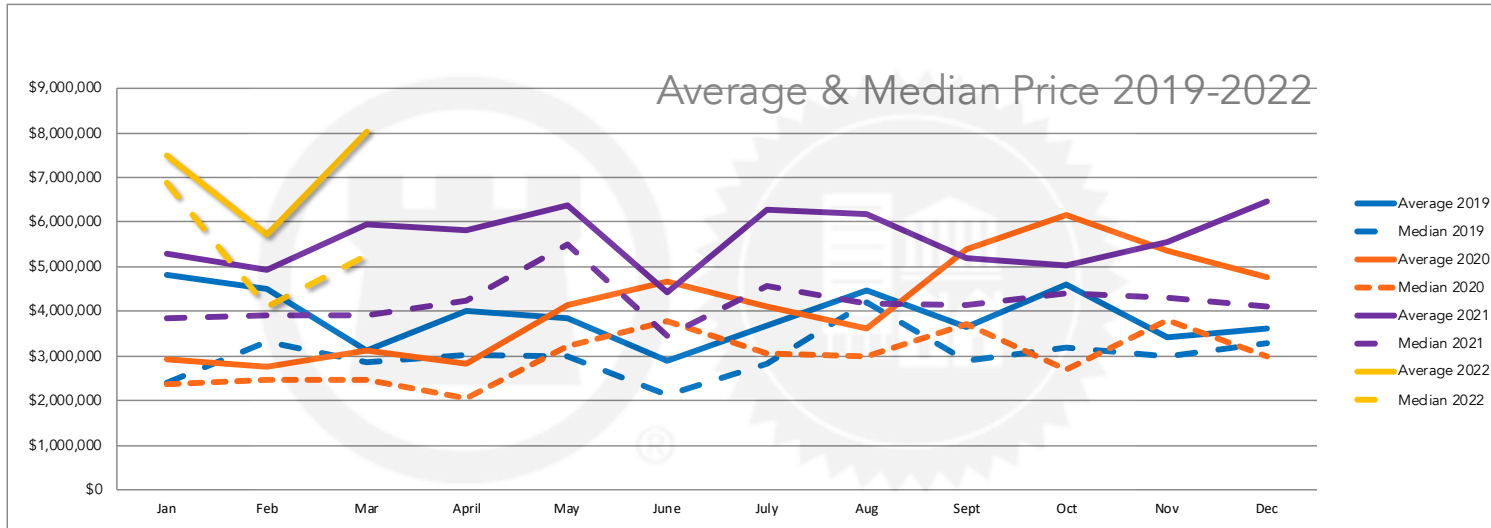
Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec
2015	\$3,995,250	\$2,410,000	\$2,275,000	\$1,872,500	\$4,300,000	\$2,720,000	\$2,325,000	\$1,950,000	\$2,840,000	\$2,165,000	\$2,734,500	\$1,825,000
2016	\$3,167,500	\$4,000,000	\$2,612,500	\$1,979,000	\$2,377,500	\$2,545,000	\$2,500,000	\$2,167,500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



Montecito

Market Comparison 2019-2022

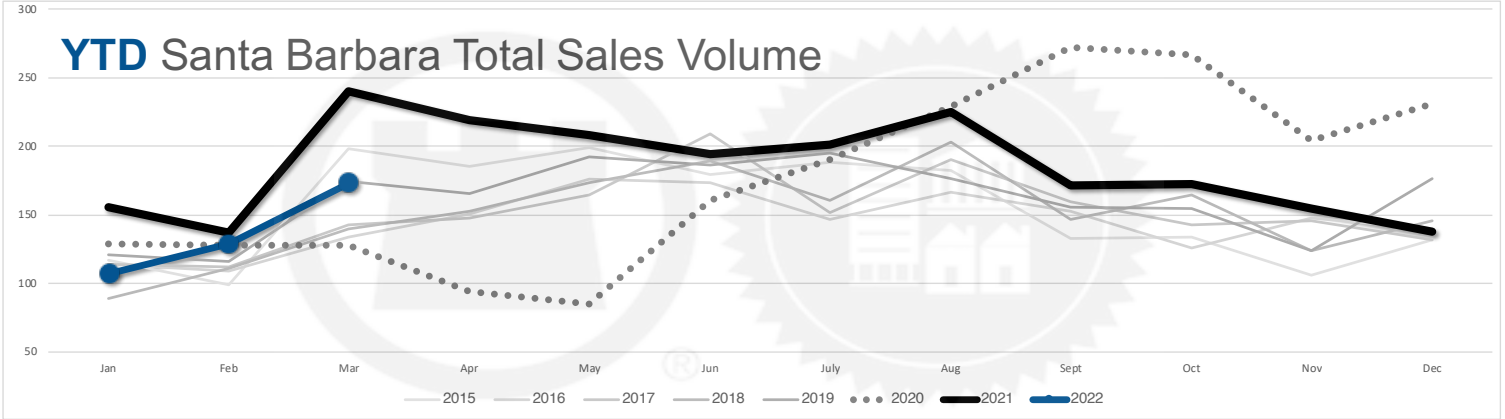
	Transactions				% Change	Average				% Change	Median				% Change
	2019	2020	2021	2022		2019	2020	2021	2022		2019	2020	2021	2022	
Jan	11	20	27	17	-37%	\$4,817,136	\$2,921,125	\$5,307,000	\$7,496,882	41%	\$2,400,000	\$2,370,000	\$3,855,000	\$6,882,000	79%
Feb	10	18	29	27	-7%	\$4,506,550	\$2,757,278	\$4,928,397	\$5,718,807	16%	\$3,325,000	\$2,447,500	\$3,925,000	\$4,100,000	4%
Mar	12	15	55	31	-44%	\$3,137,458	\$3,133,233	\$5,937,055	\$8,027,048	35%	\$2,851,000	\$2,479,500	\$3,895,000	\$5,250,000	35%
April	22	15	44			\$3,999,909	\$2,809,400	\$5,832,318			\$3,013,750	\$2,050,000	\$4,245,000		
May	22	18	49			\$3,842,114	\$4,154,750	\$6,385,306			\$2,992,500	\$3,225,000	\$5,500,000		
June	22	25	26			\$2,890,705	\$4,674,420	\$4,424,857			\$2,125,000	\$3,795,000	\$3,450,000		
July	20	42	24			\$3,674,975	\$4,099,405	\$6,266,313			\$2,832,750	\$3,055,000	\$4,566,250		
Aug	15	38	40			\$4,454,467	\$3,622,434	\$6,179,464			\$4,200,000	\$2,975,000	\$4,187,166		
Sept	21	56	26			\$3,633,452	\$5,377,268	\$5,199,020			\$2,900,000	\$3,725,000	\$4,125,000		
Oct	28	54	22			\$4,607,286	\$6,159,704	\$5,014,295			\$3,202,000	\$2,707,500	\$4,416,250		
Nov	13	41	23			\$3,416,269	\$5,369,732	\$5,556,921			\$2,990,000	\$3,800,000	\$4,300,000		
Dec	25	42	18			\$3,600,000	\$4,755,452	\$6,464,722			\$3,290,000	\$2,988,800	\$4,112,500		
TOTAL	221	384	383	75		\$3,881,693	\$4,152,850	\$5,624,639	\$7,080,912		\$2,784,542	\$2,727,833	\$4,145,000	\$5,410,667	



Fidelity National Title Group-Santa Barbara

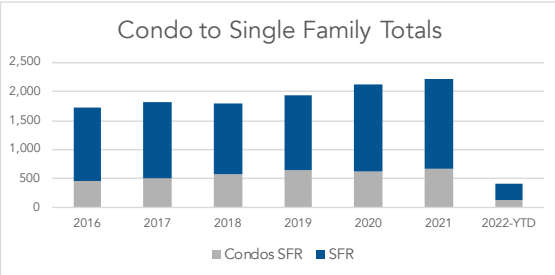
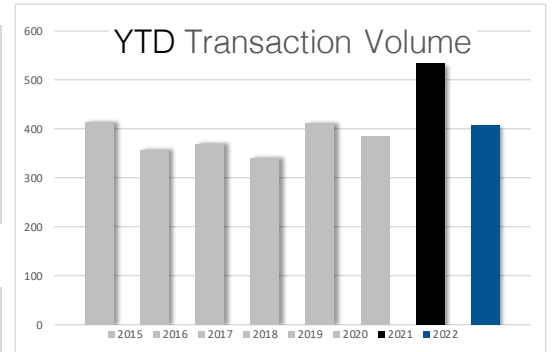
Q1 2022 Santa Barbara Real Estate Report

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	173										409



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	129	280	409	32%

YTD Trans Volume		
Year	Volume	% Change
2015	414	n/a
2016	357	-14%
2017	369	3%
2018	340	-8%
2019	411	21%
2020	385	-6%
2021	533	38%
2022	409	-23%

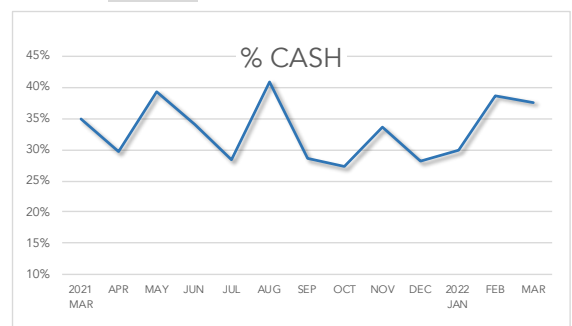
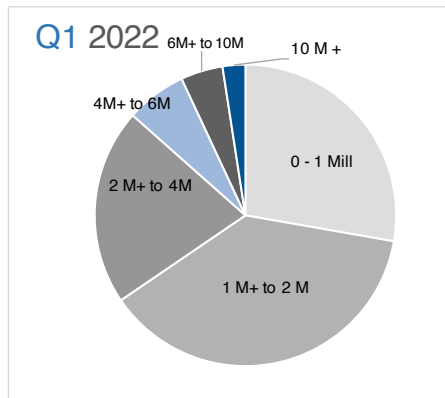
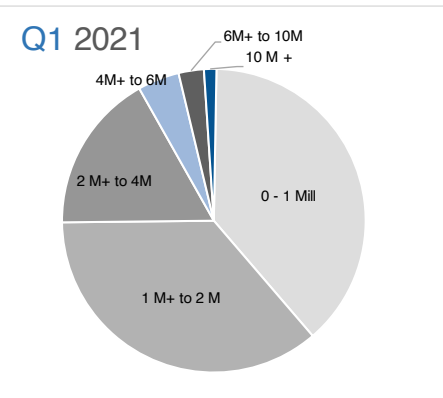


TOTAL YTD Sales Dollar Volume		%CHG
2016	\$2,393,974,000	
2017	\$2,592,122,524	8%
2018	\$2,589,711,931	0%
2019	\$3,043,923,281	18%
2020	\$4,142,544,870	36%
2021	\$5,353,551,979	29%
YTD-2022	\$1,166,889,971	-78%

CASH Transactions			
	#	Total Trans	%
2021 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%
MAR	65	173	38%

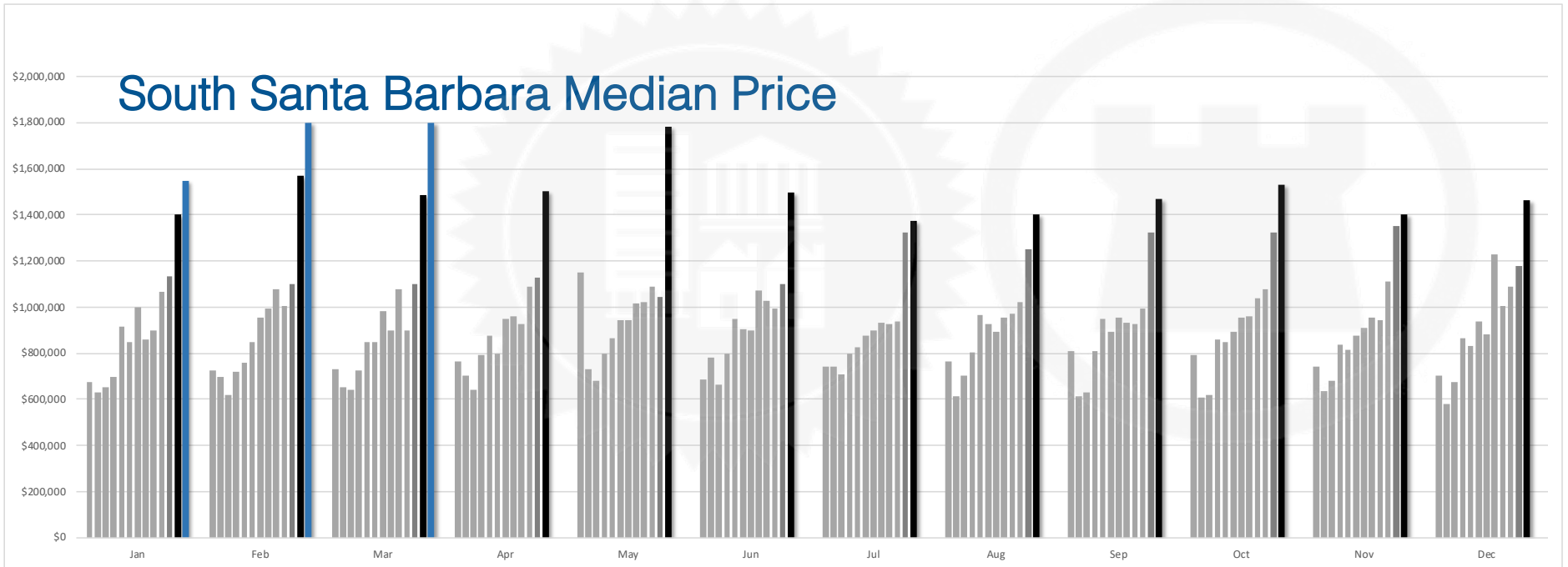
Price Range (Millions)	Volume
0 - 1 Mill	157
1 M+ to 2 M	192
2 M+ to 4M	112
4M+ to 6M	33
6M+ to 10M	25
10 M +	14
TOTAL	533

Price Range (Millions)	Volume	%CHG
0 - 1 Mill	96	-39%
1 M+ to 2 M	143	-26%
2 M+ to 4M	104	-7%
4M+ to 6M	30	-9%
6M+ to 10M	21	-16%
10 M +	15	7%
TOTAL	409	





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	\$1,530,160	\$1,400,000	\$1,462,000	\$1,489,396	24%
2022	\$1,550,000	\$1,797,500	\$1,800,000										\$1,715,833	15%

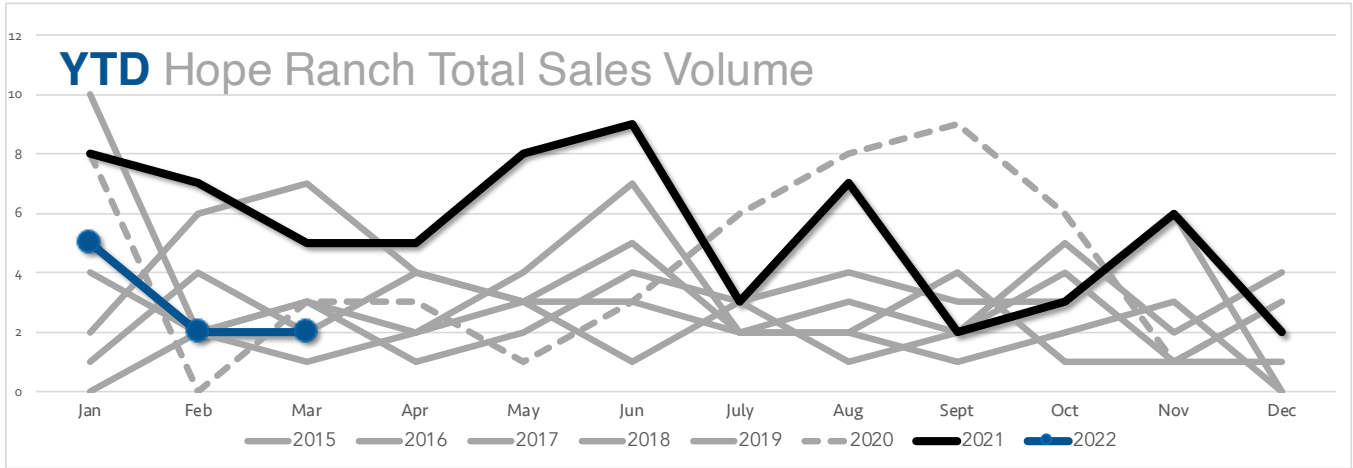


The above data is based on resale activity for Goleta, Santa Barbara, Montecito, and Carpinteria. This data does not include mobile homes. The above information is deemed reliable, but not guaranteed.

Fidelity National Title Group Santa Barbara

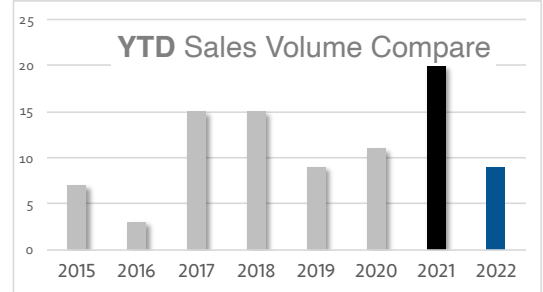
2022 YTD Hope Ranch Sales Report

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										9

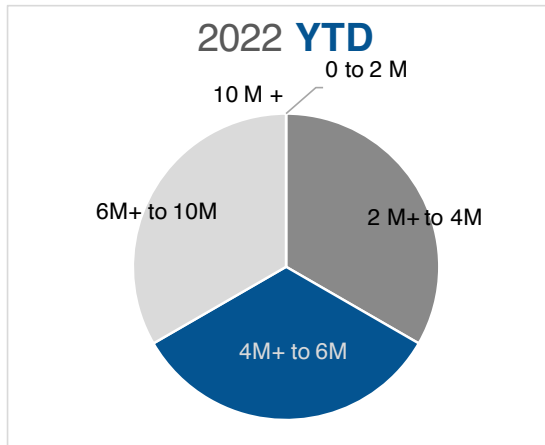


Total Dollar Volume		%Chg
2017	\$112,206,500	n/a
2018	\$192,083,000	71%
2019	\$162,008,000	-16%
2020	\$189,011,825	17%
2021	\$380,038,000	101%
2022 MTD	\$48,005,000	-87%

YTD Volume		% Chng
2015	7	
2016	3	-57%
2017	15	N/A
2018	15	0%
2019	9	-40%
2020	11	22%
2021	20	82%
2022	9	-55%



Price Range (Millions)	
0 to 2 M	0
2 M+ to 4M	3
4M+ to 6M	3
6M+ to 10M	3
10 M +	0
TOTAL	9

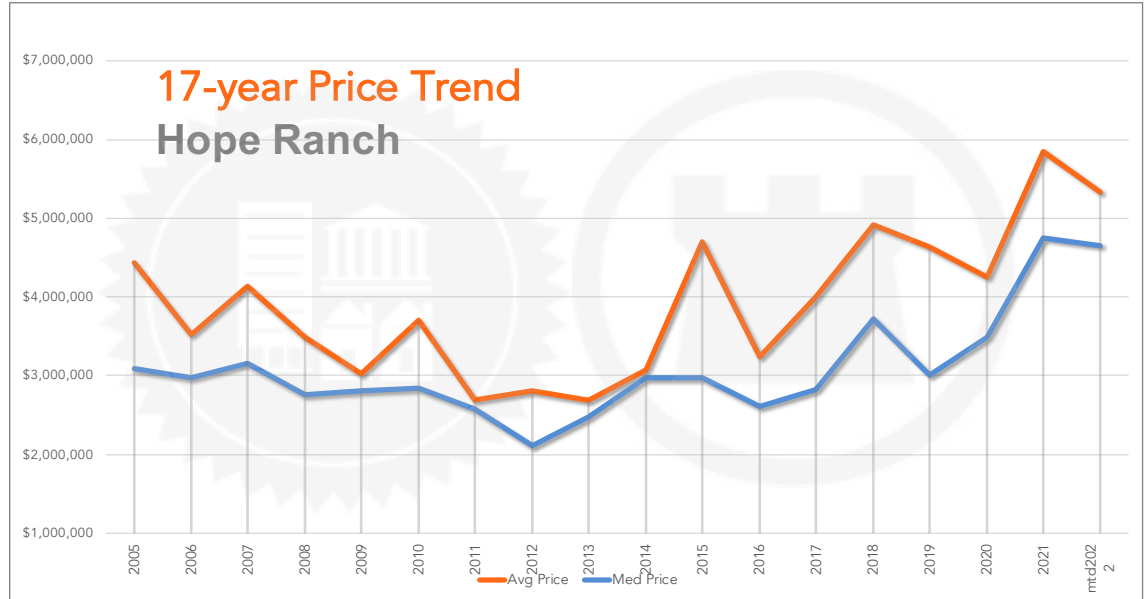


All information deemed reliable but not guaranteed

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	\$5,333,889	\$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	\$7,075,911	\$4,975,000	20%



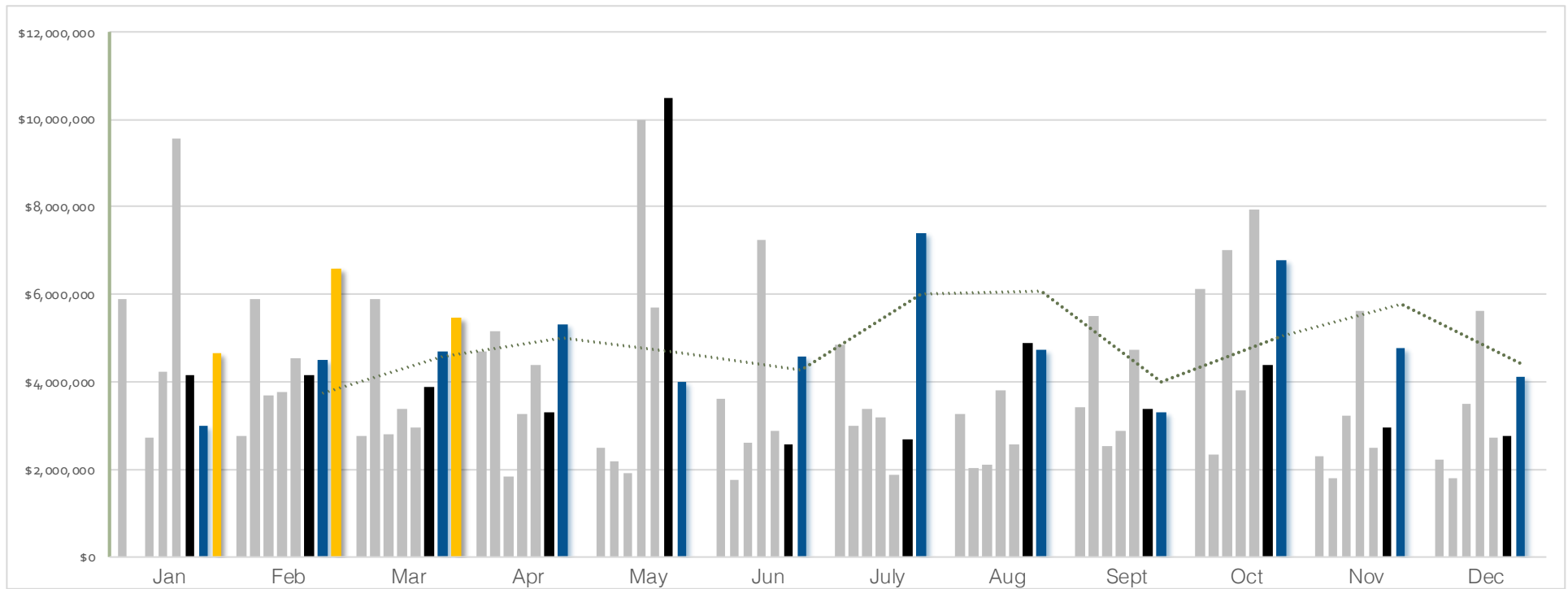
information deemed reliable but not guaranteed

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									

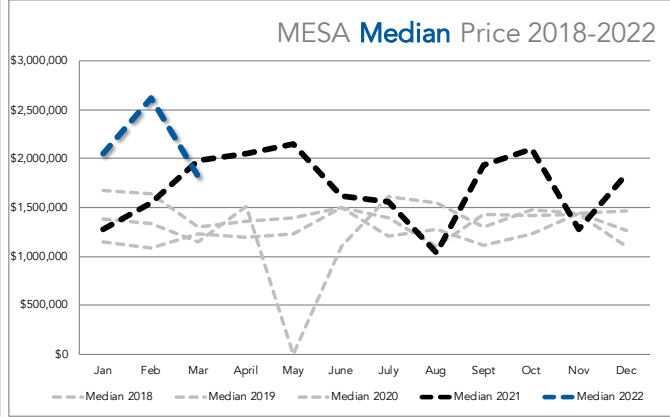
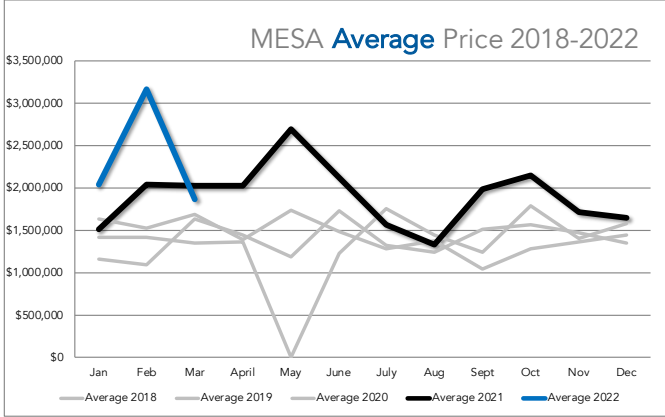


Fidelity National Title Group The MESA

Market Comparison 2018 through 2022

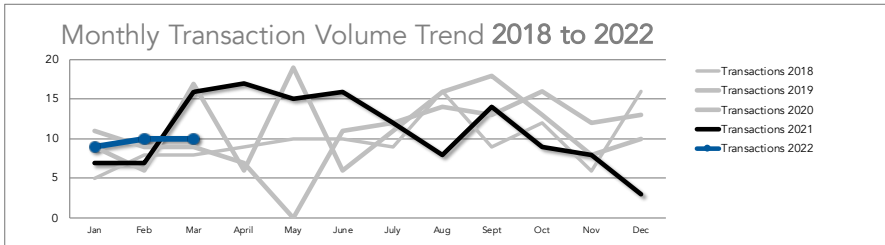
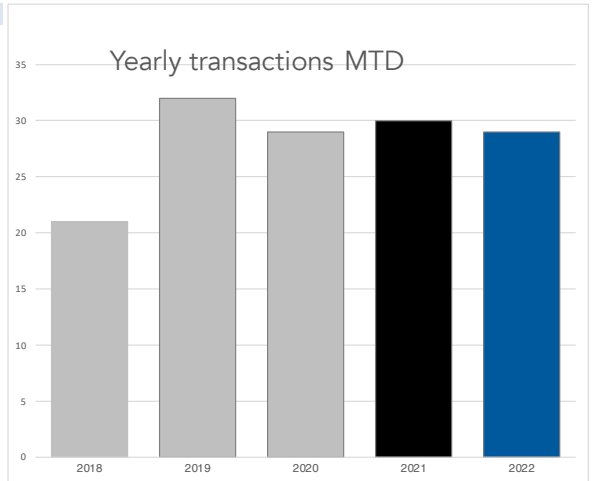
	Average 2018	Average 2019	Average 2020	Average 2021	Average 2022	Compare 22 to '21
Jan	\$1,156,600	\$1,631,667	\$1,420,409	\$1,517,000	\$2,042,111	35%
Feb	\$1,091,875	\$1,530,100	\$1,416,222	\$2,033,214	\$3,165,270	56%
Mar	\$1,630,875	\$1,682,265	\$1,348,444	\$2,031,969	\$1,865,200	n/a
April	\$1,438,778	\$1,391,667	\$1,358,786	\$2,024,500	n/a	n/a
May	\$1,185,000	\$1,735,816	n/a	\$2,693,533	n/a	n/a
June	\$1,729,600	\$1,482,000	\$1,231,500	\$2,121,053	n/a	n/a
July	\$1,314,591	\$1,281,389	\$1,751,500	\$1,570,167	n/a	n/a
Aug	\$1,236,553	\$1,375,500	\$1,441,000	\$1,330,125	n/a	n/a
Sept	\$1,507,944	\$1,041,667	\$1,244,038	\$1,990,000	n/a	n/a
Oct	\$1,566,500	\$1,279,923	\$1,788,594	\$2,141,468	n/a	n/a
Nov	\$1,472,000	\$1,362,188	\$1,396,750	\$1,718,833	n/a	n/a
Dec	\$1,350,375	\$1,439,700	\$1,584,500	\$1,650,500	n/a	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	\$1,817,500	n/a
April	\$1,195,000	\$1,363,750	\$1,510,000	\$2,050,000	n/a	n/a
May	\$1,227,500	\$1,400,000	n/a	\$2,150,000	n/a	n/a
June	\$1,500,000	\$1,502,500	\$1,100,000	\$1,616,024	n/a	n/a
July	\$1,399,000	\$1,209,500	\$1,612,500	\$1,555,500	n/a	n/a
Aug	\$1,100,000	\$1,283,750	\$1,548,250	\$1,037,500	n/a	n/a
Sept	\$1,433,500	\$1,115,000	\$1,300,000	\$1,940,000	n/a	n/a
Oct	\$1,415,000	\$1,236,000	\$1,480,000	\$2,100,000	n/a	n/a
Nov	\$1,427,500	\$1,437,500	\$1,445,000	\$1,274,000	n/a	n/a
Dec	\$1,102,500	\$1,269,500	\$1,470,000	\$1,837,500	n/a	n/a



	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	10	-38%
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	29	

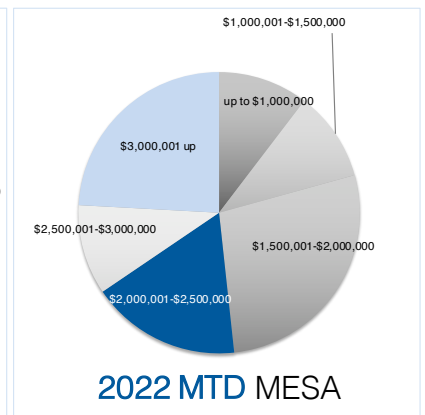
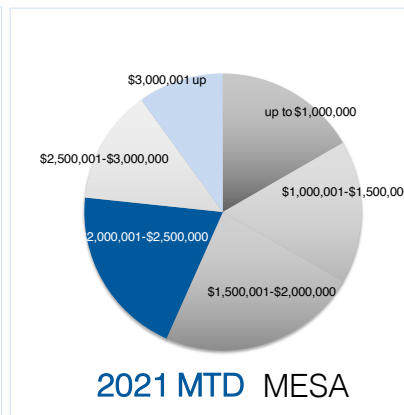
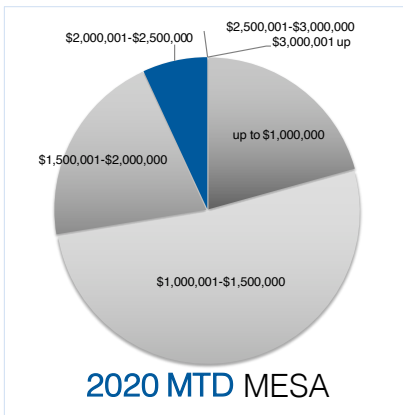
	YTD Trans #
2018	21
2019	32
2020	29
2021	30
2022	29



2020 YTD	
Price Range	# Sales
up to \$1,000,000	6
\$1,000,001-\$1,500,000	15
\$1,500,001-\$2,000,000	6
\$2,000,001-\$2,500,000	2
\$2,500,001-\$3,000,000	0
\$3,000,001 up	0

2021 YTD	
Price Range	# Sales
up to \$1,000,000	5
\$1,000,001-\$1,500,000	5
\$1,500,001-\$2,000,000	7
\$2,000,001-\$2,500,000	6
\$2,500,001-\$3,000,000	4
\$3,000,001 up	3
TOTAL	30

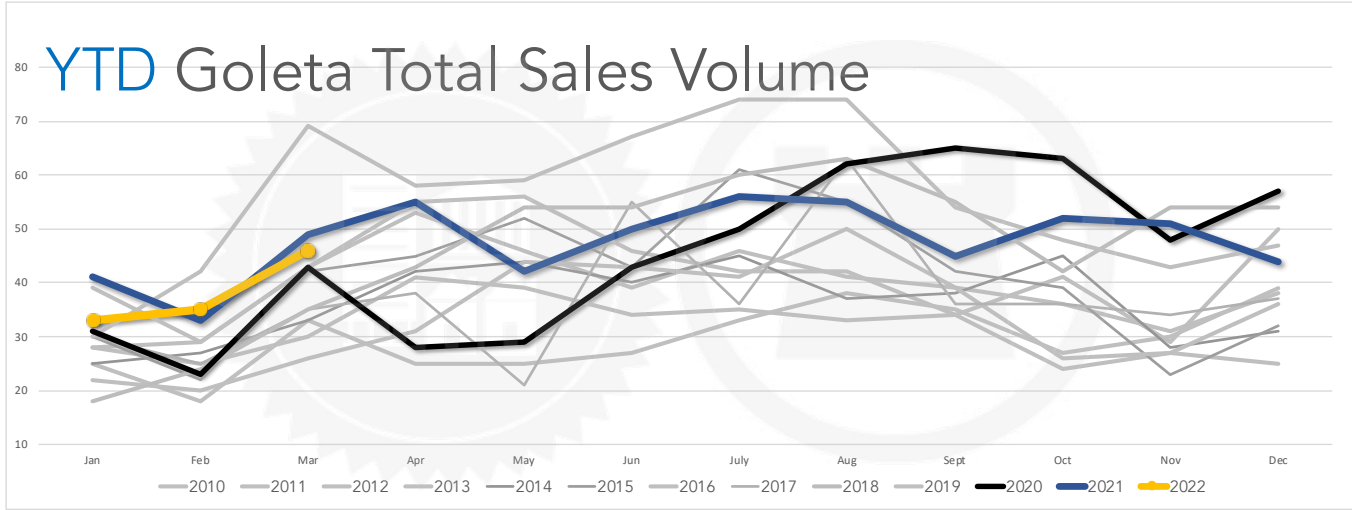
2022 MTD	
Price Range	# Sales
up to \$1,000,000	3
\$1,000,001-\$1,500,000	3
\$1,500,001-\$2,000,000	8
\$2,000,001-\$2,500,000	5
\$2,500,001-\$3,000,000	3
\$3,000,001 up	7
TOTAL	29





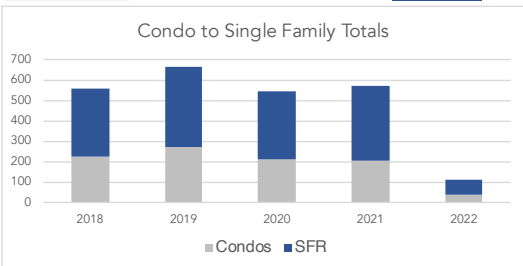
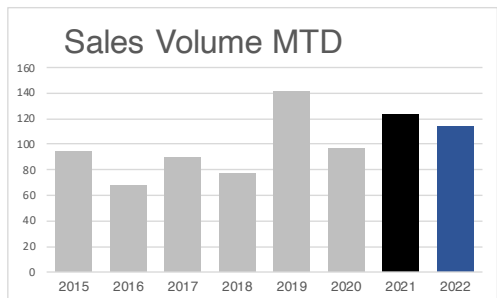
Goleta Real Estate Sales Report

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	46										114



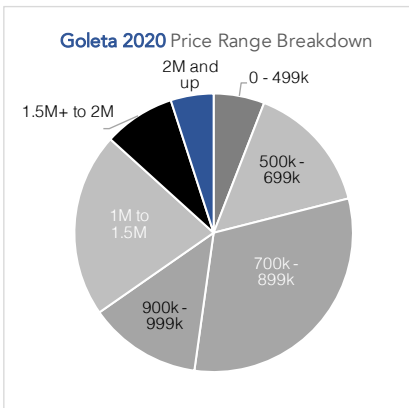
Year	Condos	SFR	TOTAL	% CONDO
2018	222	334	556	40%
2019	272	393	665	41%
2020	213	329	542	39%
2021	205	368	573	36%
2022	38	76	114	33%

2015	94
2016	68
2017	90
2018	77
2019	141
2020	97
2021	123
2022	114

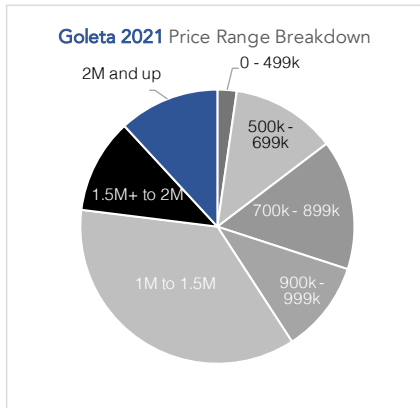


Year	\$	%Change
2018	\$504,649,003	n/a
2019	\$620,828,126	23%
2020	\$549,843,600	-11%
2021	\$739,934,852	35%
2022	\$155,922,070	-79%

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



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



0 - 499k	0
500k - 699k	18
700k - 899k	14
900k - 999k	5
1M to 1.5M	40
1.5M+ to 2M	22
2M and up	15

