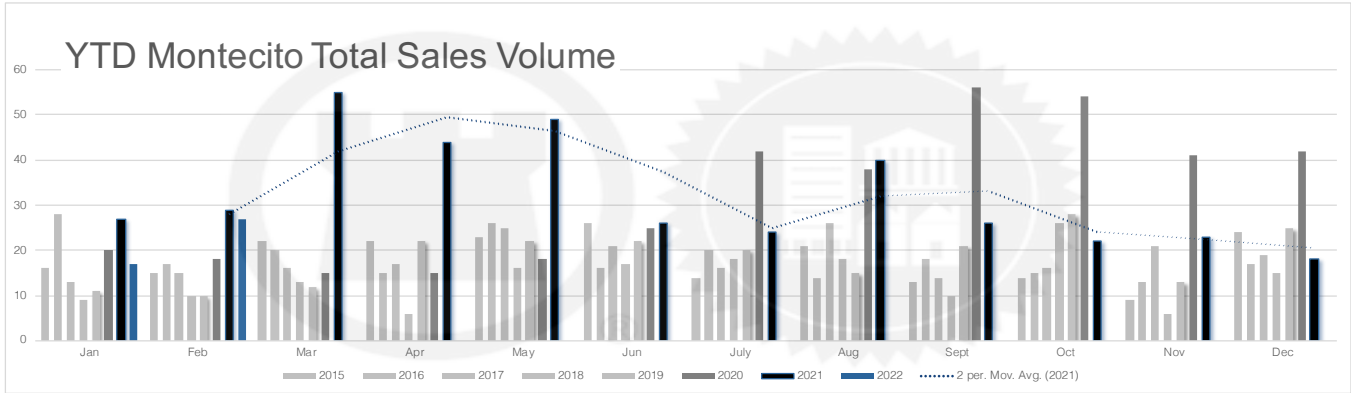


Fidelity National Title Group-Santa Barbara

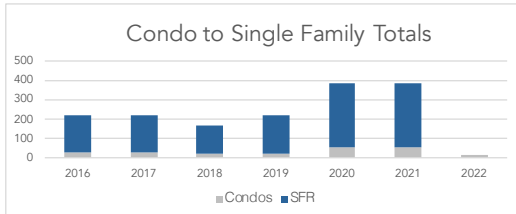
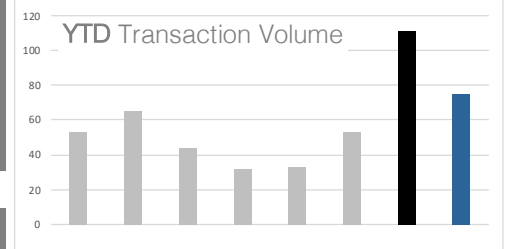
Q1 2022 YTD Montecito Real Estate Report

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%

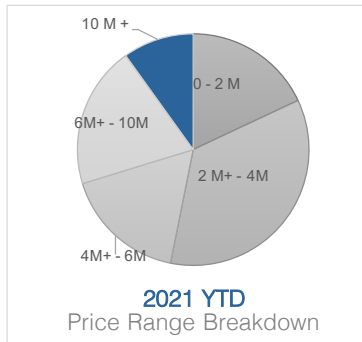
Year	YTD Volume	%CHG
2015	53	
2016	65	23%
2017	44	-32%
2018	32	-27%
2019	33	3%
2020	53	61%
2021	111	109%
2022	75	-32%



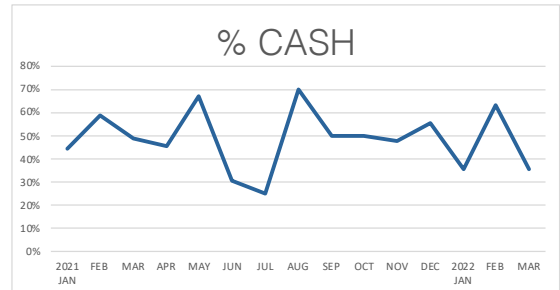
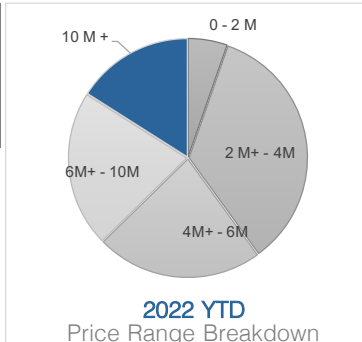
Year	Total \$ Volume	% CHG
2016	\$646,961,500	
2017	\$697,684,000	8%
2018	\$630,124,500	-10%
2019	\$851,879,000	35%
2020	\$1,752,305,500	106%
2021	\$2,184,532,039	25%
2022ytd	\$281,854,800	-87%

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%



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	

