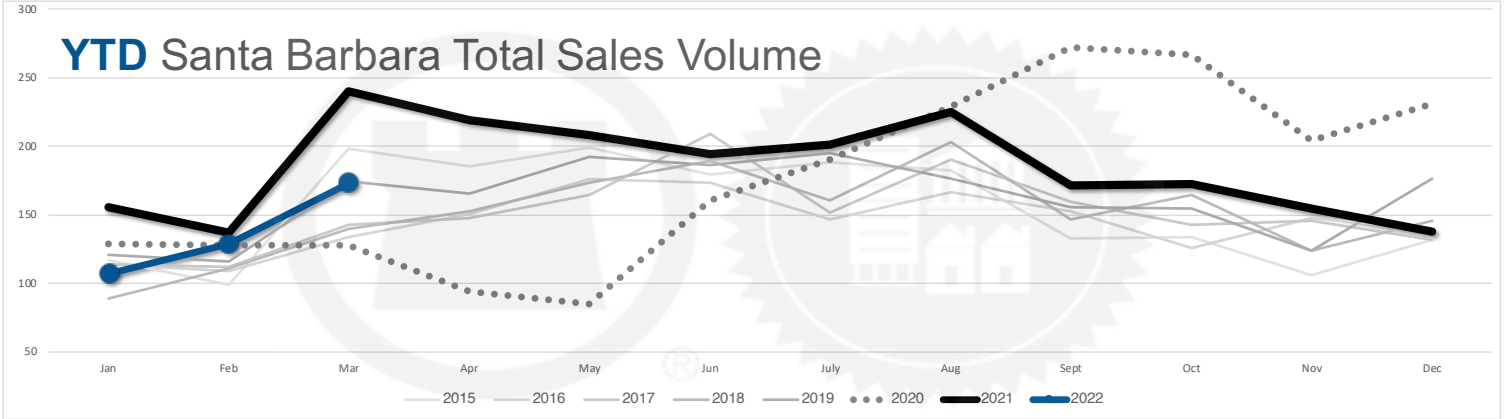


Fidelity National Title Group-Santa Barbara

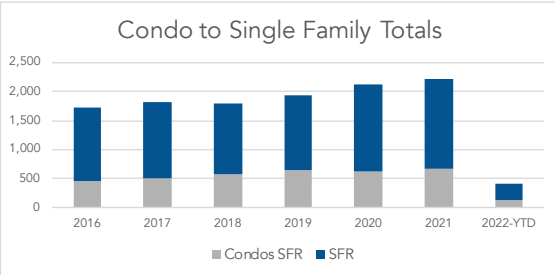
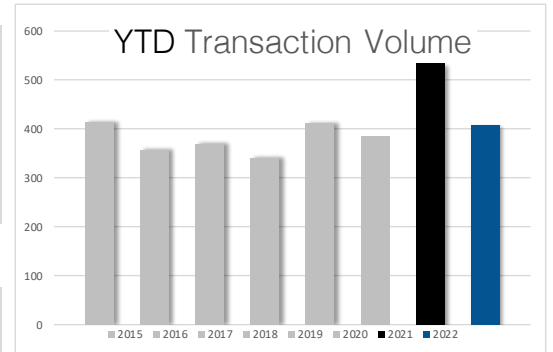
Q1 2022 Santa Barbara Real Estate Report

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%

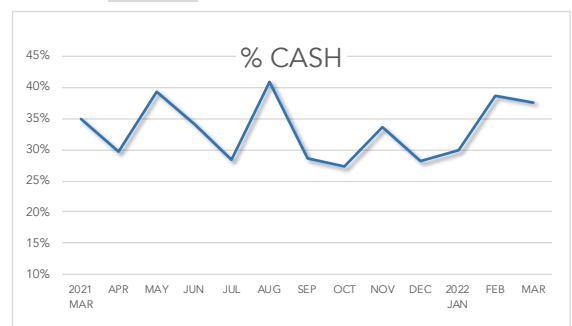
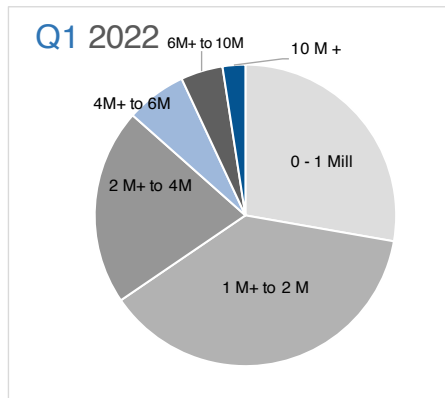
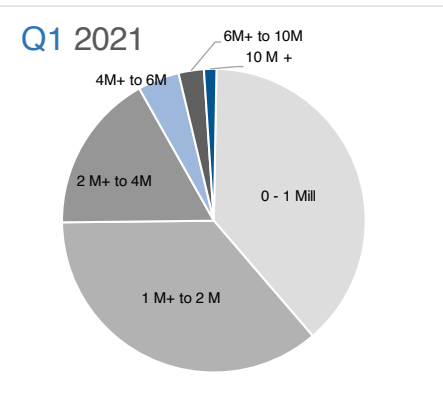


TOTAL YTD Sales Dollar Volume		%CHG
2016	\$2,393,974,000	n/a
2017	\$2,592,122,524	8%
2018	\$2,589,711,931	0%
2019	\$3,043,923,281	18%
2020	\$4,142,544,870	36%
2021	\$5,353,551,979	29%
YTD-2022	\$1,166,889,971	-78%

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%

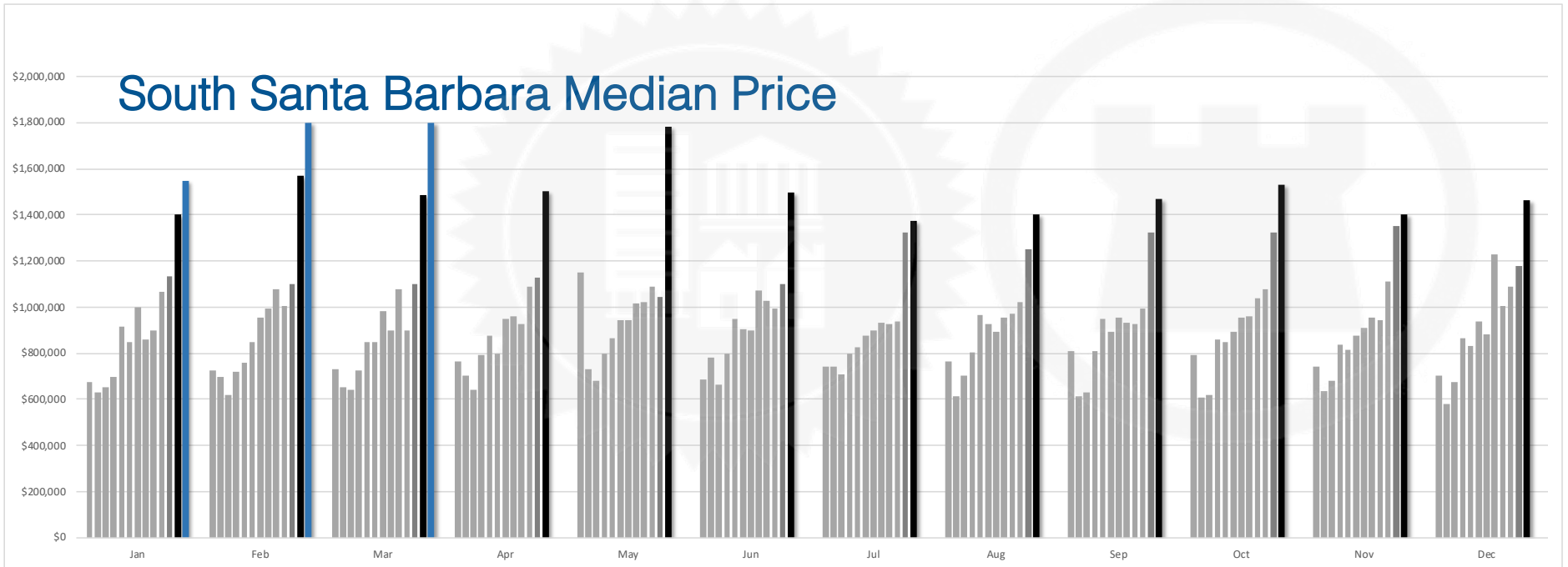
Price Range (Millions)	Volume
0 - 1 Mill	157
1 M+ to 2 M	192
2 M+ to 4M	112
4M+ to 6M	33
6M+ to 10M	25
10 M +	14
TOTAL	533

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%

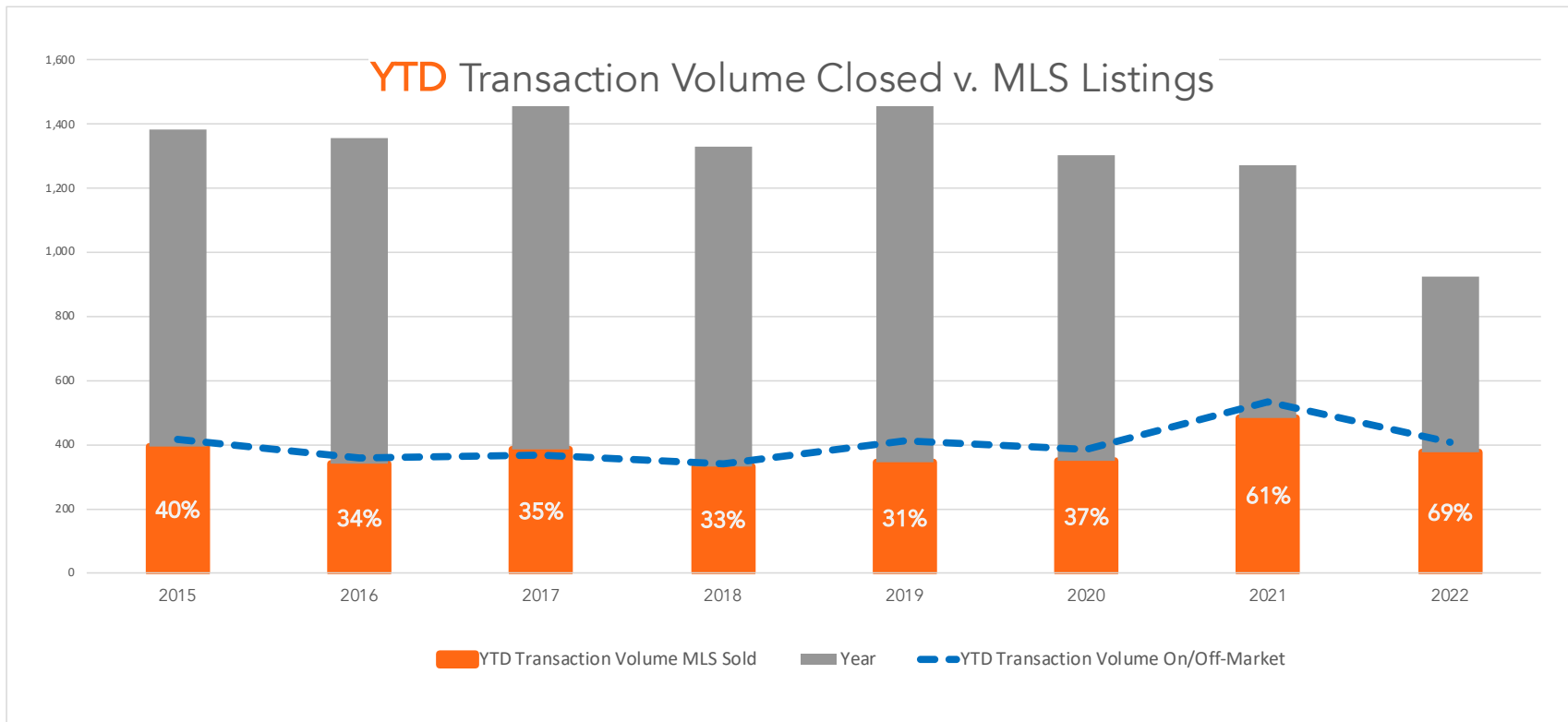


The above data is based on resale activity for Goleta, Santa Barbara, Montecito, and Carpinteria. This data does not include mobile homes. The above information is deemed reliable, but not guaranteed.

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