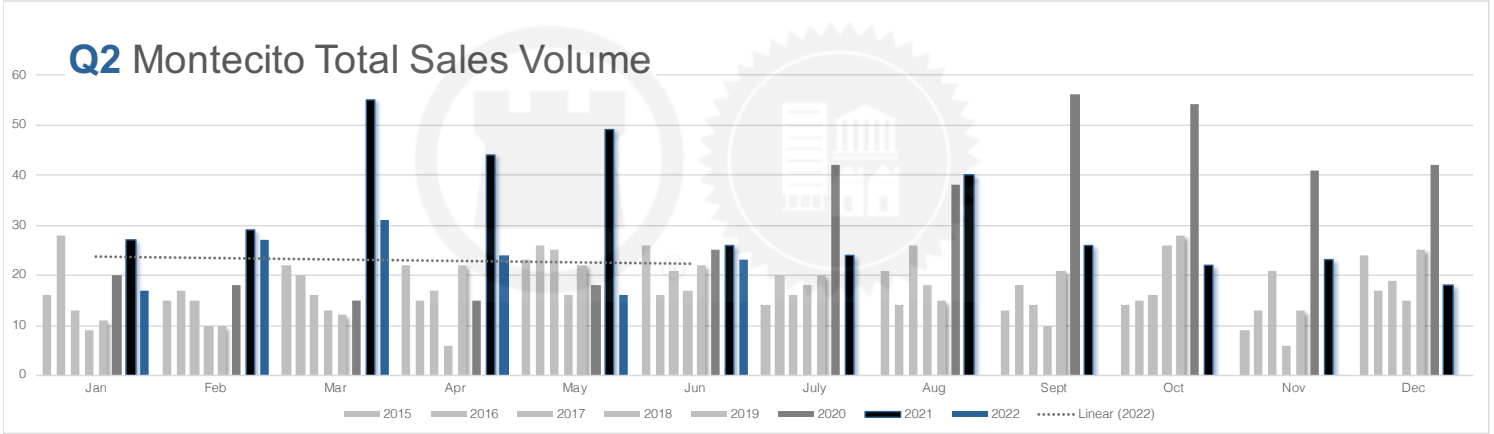


Fidelity National Title Group-Santa Barbara

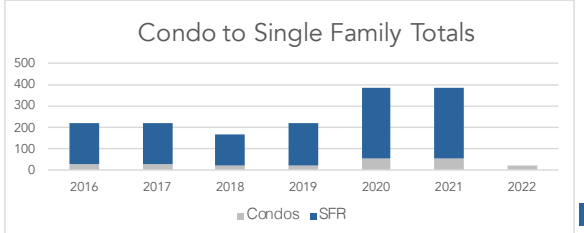
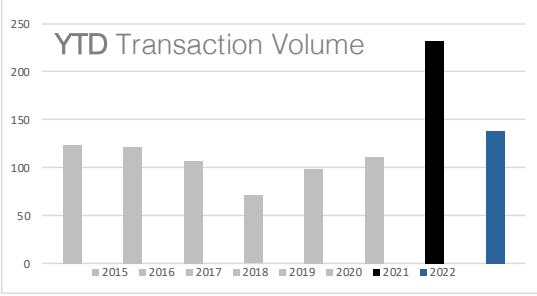
2022 Q2 Montecito Real Estate Report

| 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 | 51 | 26 | 24 | 40 | 26 | 22 | 23 | 18 | 385 |
| 2022 | 17 | 27 | 31 | 24 | 16 | 23 | | | | | | | 138 |



| 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 | 22 | 116 | 138 | 16% |

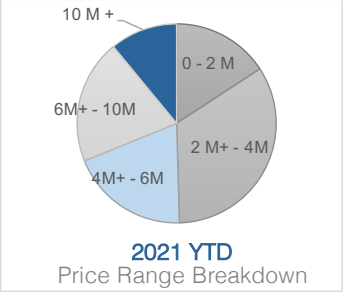
| YTD Volume | %CHG |
|------------|------|
| 2015 | 124 |
| 2016 | 122 |
| 2017 | 107 |
| 2018 | 71 |
| 2019 | 99 |
| 2020 | 111 |
| 2021 | 232 |
| 2022 | 138 |



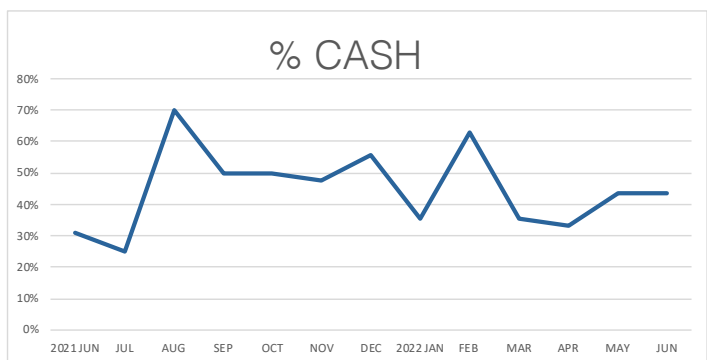
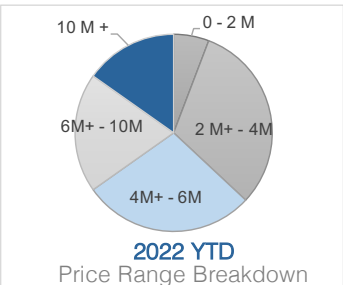
| Total \$ Volume | % CHG |
|-----------------|-----------------|
| 2016 | \$646,961,500 |
| 2017 | \$697,684,000 |
| 2018 | \$630,124,500 |
| 2019 | \$851,879,000 |
| 2020 | \$1,752,305,500 |
| 2021 | \$2,184,532,039 |
| 2022ytd | \$831,780,206 |

| CASH Transactions | | | |
|-------------------|----|-------------|-----|
| | # | Total Sales | % |
| 2021 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% |
| MAY | 7 | 16 | 44% |
| JUN | 10 | 23 | 43% |

| Price Range (Millions) | 2021 MTD |
|------------------------|------------|
| 0 - 2 M | 36 |
| 2 M+ - 4M | 77 |
| 4M+ - 6M | 44 |
| 6M+ - 10M | 46 |
| 10 M + | 25 |
| TOTAL | 228 |



| Price Range (Millions) | 2022 MTD | 21 v '22 |
|------------------------|------------|-------------|
| 0 - 2 M | 8 | -78% |
| 2 M+ - 4M | 43 | -44% |
| 4M+ - 6M | 39 | -11% |
| 6M+ - 10M | 27 | -41% |
| 10 M + | 21 | -16% |
| TOTAL | 138 | -39% |





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 | \$4,825,000 | \$4,485,200 | | | | | | |

