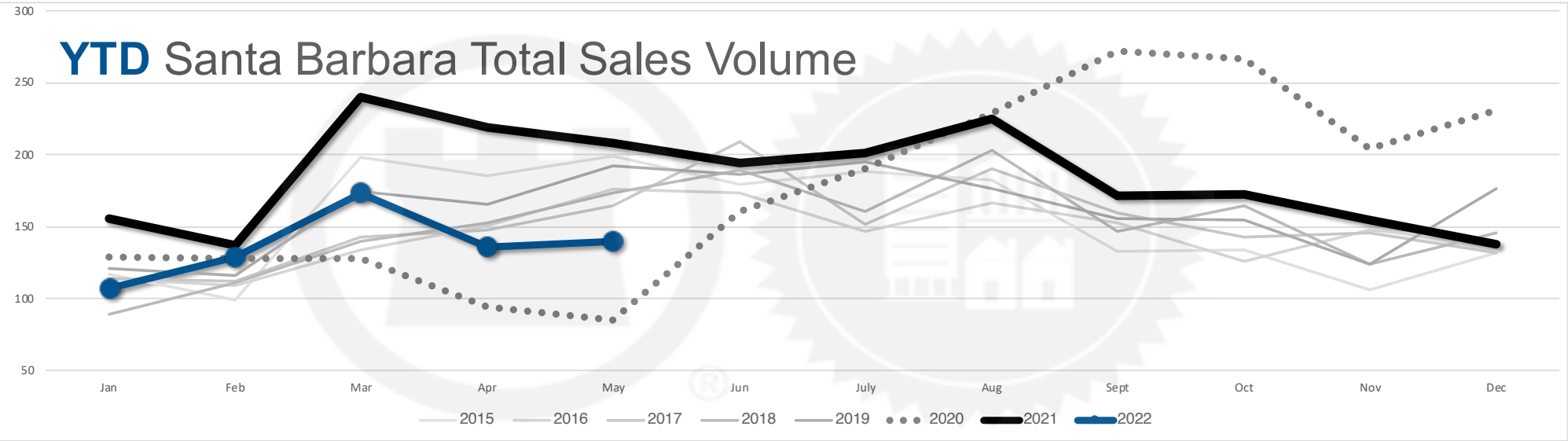


Fidelity National Title Group-Santa Barbara

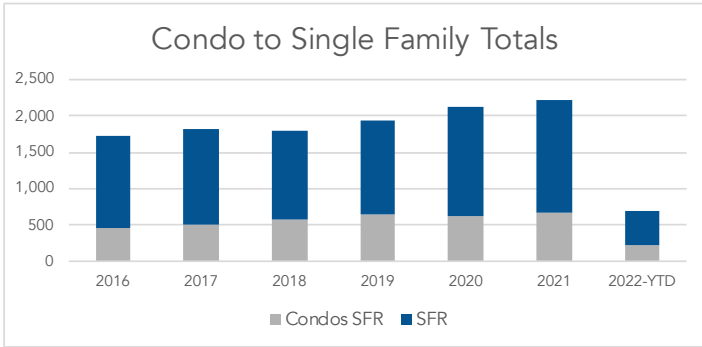
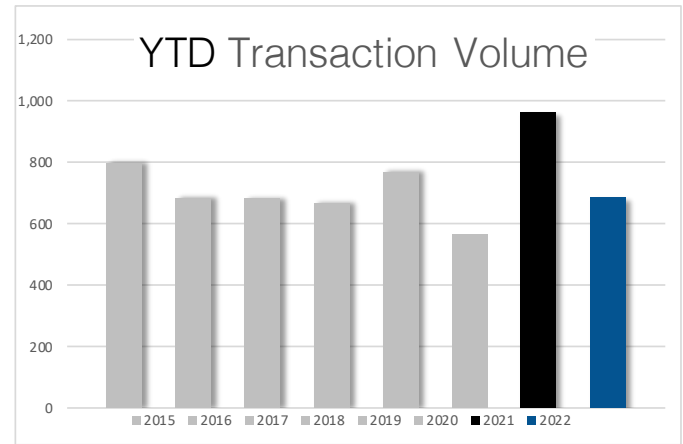
YTD 2022 Santa Barbara Real Estate Report

| 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 | 136 | 140 | | | | | | | | 685 |



| 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 | 215 | 470 | 685 | 31% |

| MTD Trans Volume | | | % Change |
|------------------|-----|--|----------|
| 2015 | 798 | | n/a |
| 2016 | 684 | | -14% |
| 2017 | 681 | | 0% |
| 2018 | 666 | | -2% |
| 2019 | 768 | | 15% |
| 2020 | 564 | | -27% |
| 2021 | 960 | | 70% |
| 2022 | 685 | | -29% |

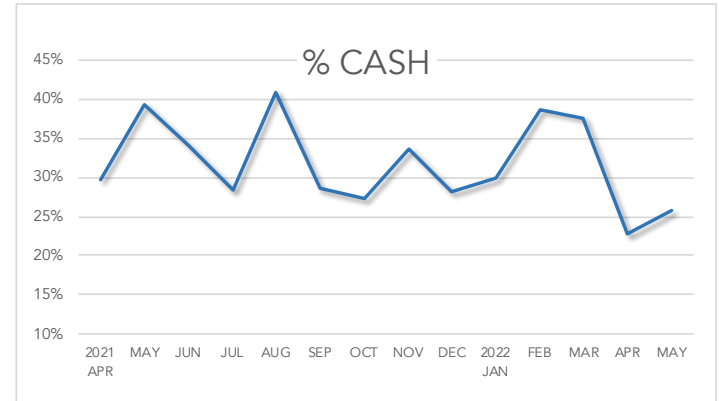
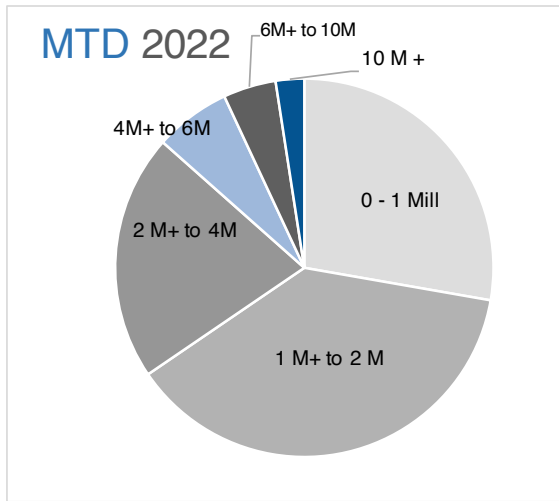
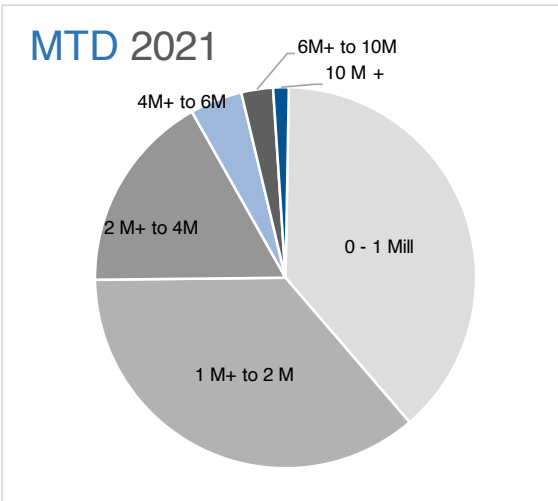


| TOTAL YTD Sales Dollar Volume | | | %CHG |
|-------------------------------|-----------------|--|------|
| 2016 | \$2,393,974,000 | | |
| 2017 | \$2,592,122,524 | | 8% |
| 2018 | \$2,589,711,931 | | 0% |
| 2019 | \$3,043,923,281 | | 18% |
| 2020 | \$4,142,544,870 | | 36% |
| 2021 | \$5,353,551,979 | | 29% |
| YTD-2022 | \$1,924,718,436 | | -64% |

| CASH Transactions | | | |
|-------------------|----|-------------|-----|
| | # | Total Trans | % |
| 2021 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% |
| APR | 31 | 136 | 23% |
| MAY | 36 | 140 | 26% |

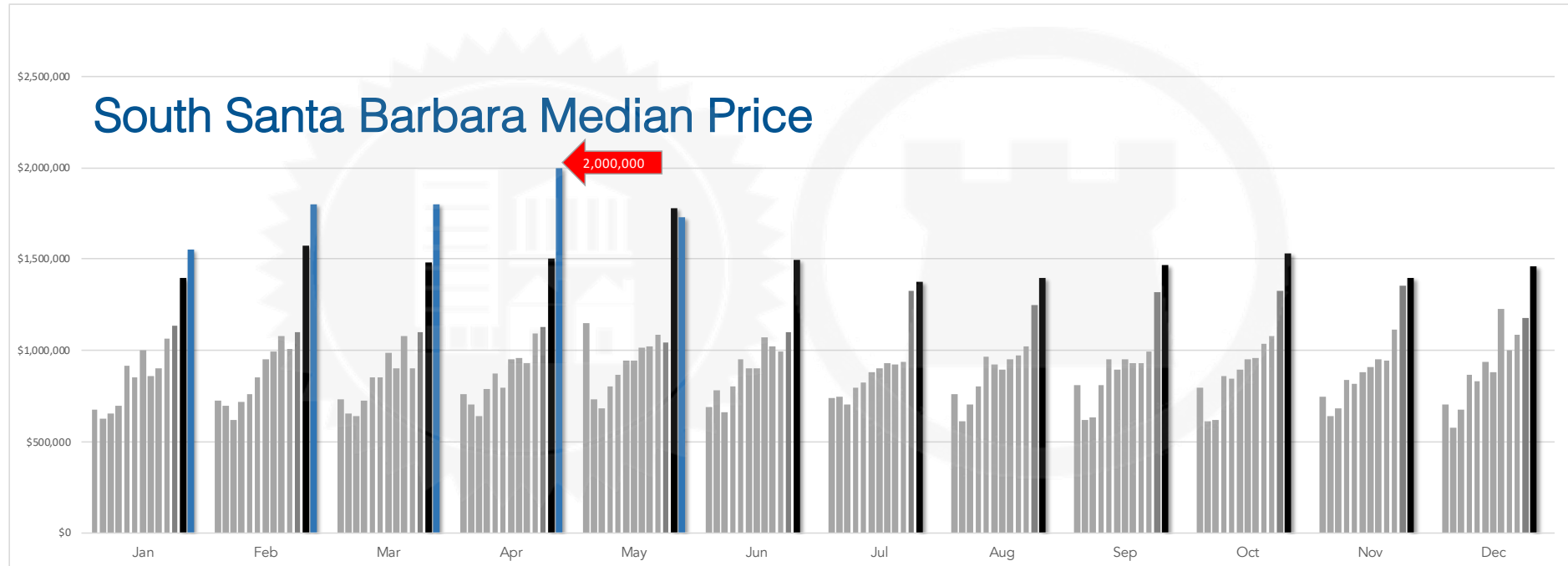
| Price Range (Millions) | Volume |
|------------------------|------------|
| 0 - 1 Mill | 257 |
| 1 M+ to 2 M | 346 |
| 2 M+ to 4M | 210 |
| 4M+ to 6M | 68 |
| 6M+ to 10M | 51 |
| 10 M + | 28 |
| TOTAL | 960 |

| Price Range (Millions) | Volume | %CHG |
|------------------------|------------|------|
| 0 - 1 Mill | 149 | -42% |
| 1 M+ to 2 M | 247 | -29% |
| 2 M+ to 4M | 172 | -18% |
| 4M+ to 6M | 56 | -18% |
| 6M+ to 10M | 34 | -33% |
| 10 M + | 27 | -4% |
| TOTAL | 685 | |





| 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 | \$2,000,000 | \$1,730,000 | | | | | | | | \$1,775,500 | 19% |



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.