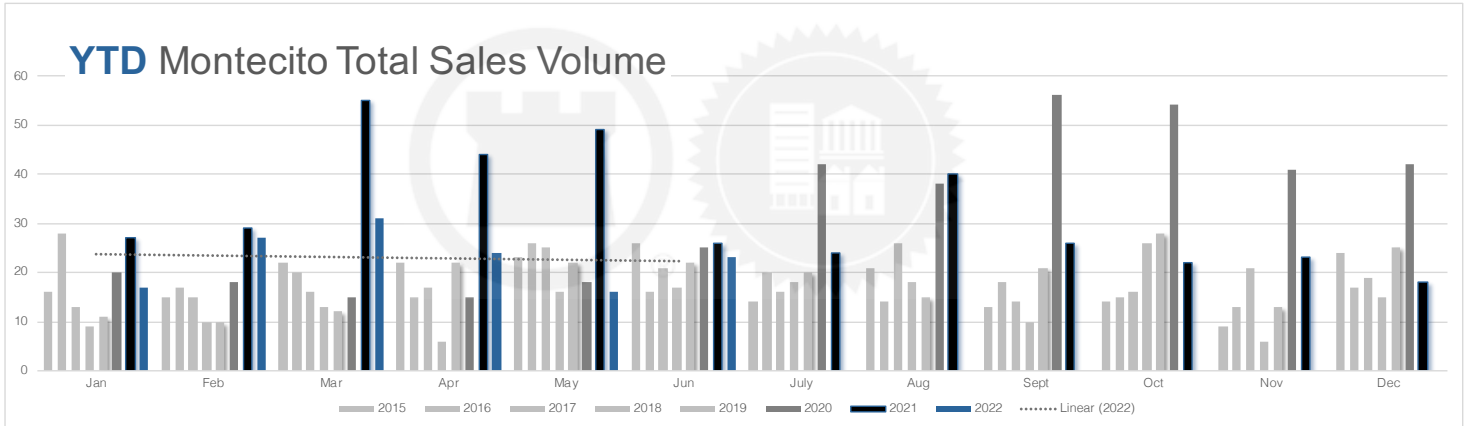


Fidelity National Title Group-Santa Barbara

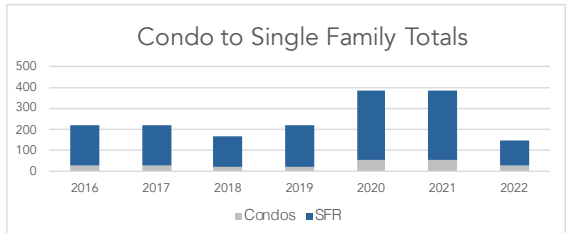
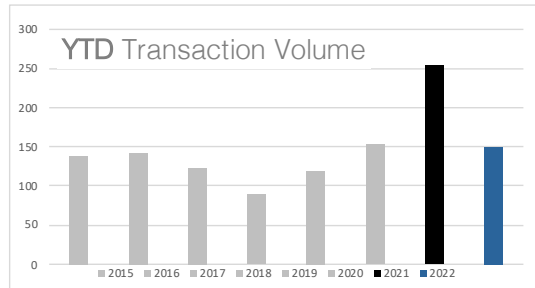
2022 YTD Montecito Real Estate Report

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	24	16	23	12						150



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	26	124	138	19%

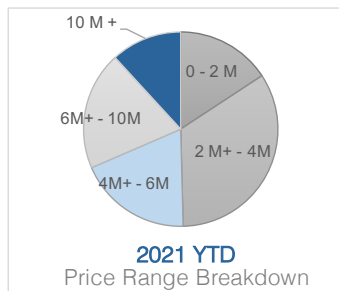
Year	YTD Volume	% CHG
2015	138	
2016	142	3%
2017	123	-13%
2018	89	-28%
2019	119	34%
2020	153	29%
2021	254	66%
2022	150	-41%



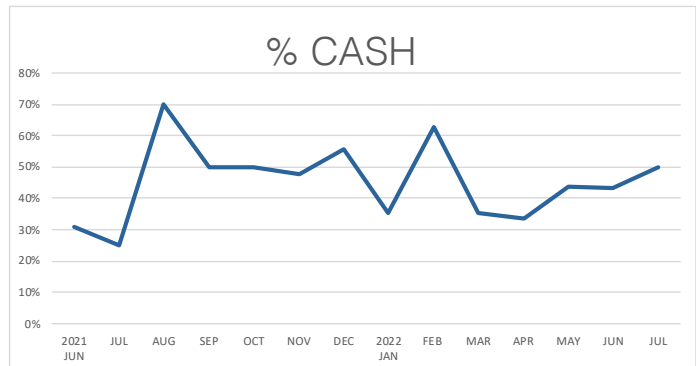
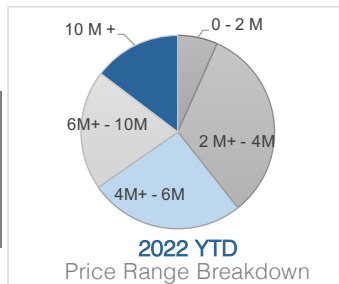
Year	Total \$ Volume	% CHG
2016	\$646,961,500	
2017	\$697,684,000	8%
2018	\$630,124,500	-10%
2019	\$851,879,000	35%
2020	\$1,752,305,500	106%
2021	\$2,184,532,039	25%
2022ytd	\$955,099,651	-56%

CASH Transactions			
Year	#	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%
JUL	6	12	50%

Price Range (Millions)	2021 MTD
0 - 2 M	40
2 M+ - 4M	86
4M+ - 6M	48
6M+ - 10M	50
10 M +	30
TOTAL	254



Price Range (Millions)	2022 MTD	21 v '22
0 - 2 M	10	-75%
2 M+ - 4M	49	-43%
4M+ - 6M	39	-19%
6M+ - 10M	30	-40%
10 M +	22	-27%
TOTAL	150	-41%





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	\$3,875,083					

