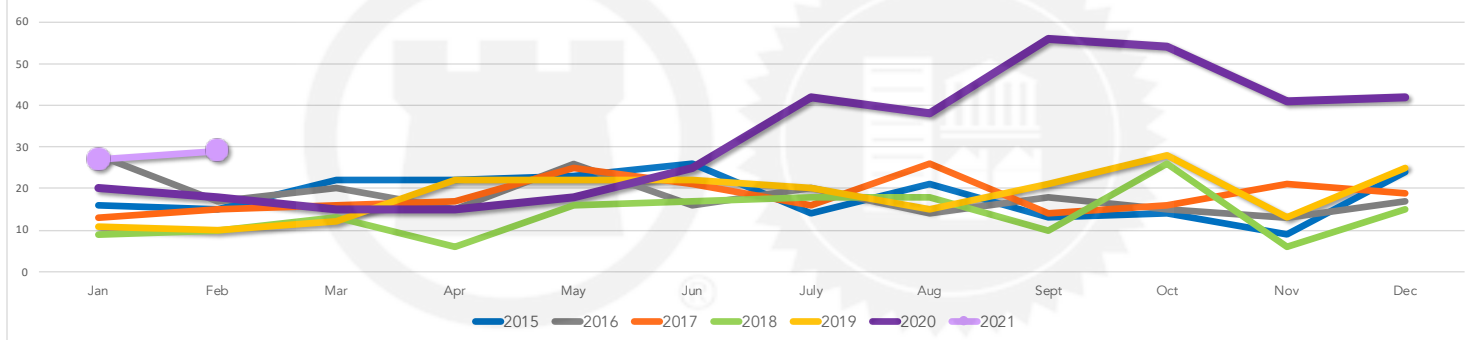


Fidelity National Title Group-Santa Barbara

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											56

YTD Montecito Total Sales Volume

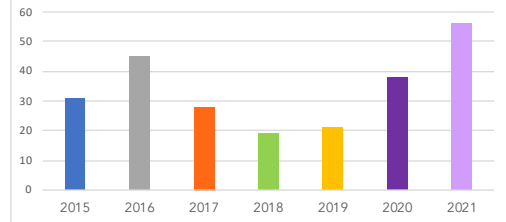


YTD Sales Total

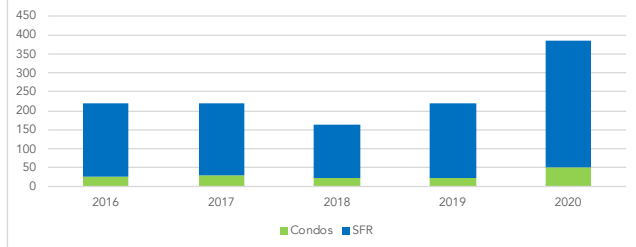
Year	Condos	SFR	TOTAL
2016	25	194	219
2017	29	190	219
2018	22	142	164
2019	24	197	221
2020	52	332	384
2021-YTD	5	51	56

Year	YTD Volume	%Chng
2015	31	
2016	45	45%
2017	28	-38%
2018	19	-32%
2019	21	11%
2020	38	81%
2021	56	47%

YTD Sales Volume compare



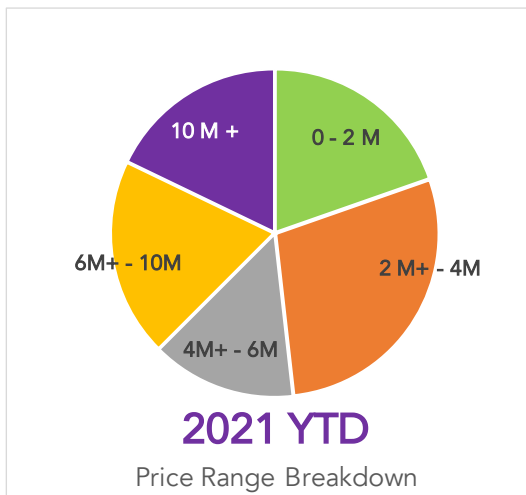
Condo to Single Family Totals



ALL-CASH TRANSACTIONS

	#	Total Sales	% of Total
FEB 2020	8	18	44%
MAR	7	15	47%
APR	7	15	47%
MAY	8	18	44%
JUN	11	25	44%
JUL	17	42	40%
AUG	23	38	61%
SEP	27	56	48%
OCT	21	54	39%
NOV	14	41	34%
DEC	27	42	64%
JAN 2021	12	27	44%
FEB	17	29	59%

Price Range (Millions)	2021 YTD
0 - 2 M	11
2 M+ - 4M	16
4M+ - 6M	8
6M+ - 10M	11
10 M +	10
TOTAL	56



% ALL CASH

