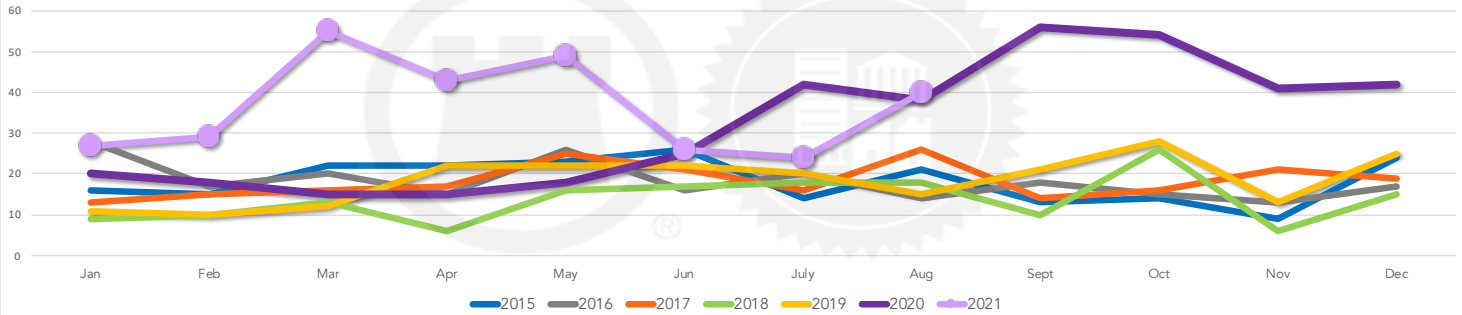


# Fidelity National Title Group-Santa Barbara

## 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	55	43	49	26	24	40					293

### YTD Montecito Total Sales Volume



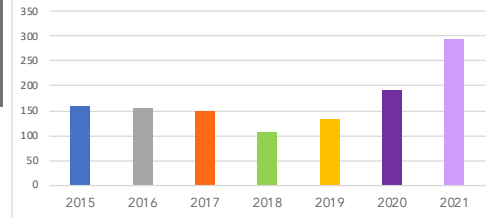
#### YTD Sales Total

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-YTD	43	250	293	15%

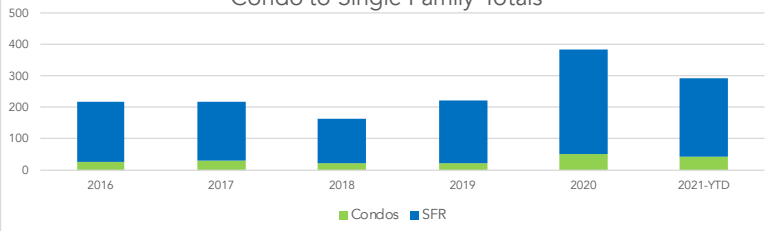
#### YTD Volume

Year	Volume	%Chng
2015	159	
2016	156	-2%
2017	149	-4%
2018	107	-28%
2019	134	25%
2020	191	43%
2021	293	53%

#### YTD Sales Volume compare



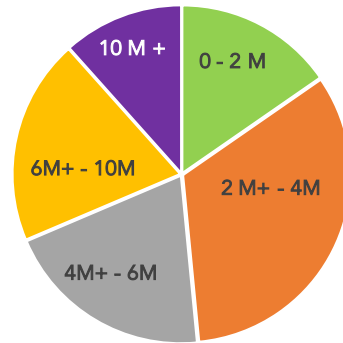
#### Condo to Single Family Totals



#### ALL-CASH TRANSACTIONS

	#	Total Sales	% of Total
2020 AUG	23	38	61%
SEP	27	56	48%
OCT	21	54	39%
NOV	14	41	34%
DEC	27	42	64%
2021 JAN	12	27	44%
FEB	17	29	59%
MAR	27	55	49%
APR	20	44	45%
MAY	33	49	67%
JUN	8	26	31%
JUL	6	24	25%
AUG	28	40	70%

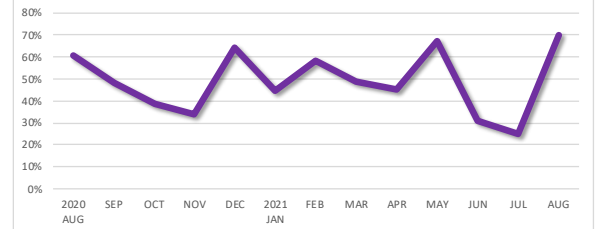
Price Range (Millions)	2021 YTD
0 - 2 M	45
2 M+ - 4M	97
4M+ - 6M	59
6M+ - 10M	58
10 M +	34
<b>TOTAL</b>	<b>293</b>



### 2021 YTD

#### Price Range Breakdown

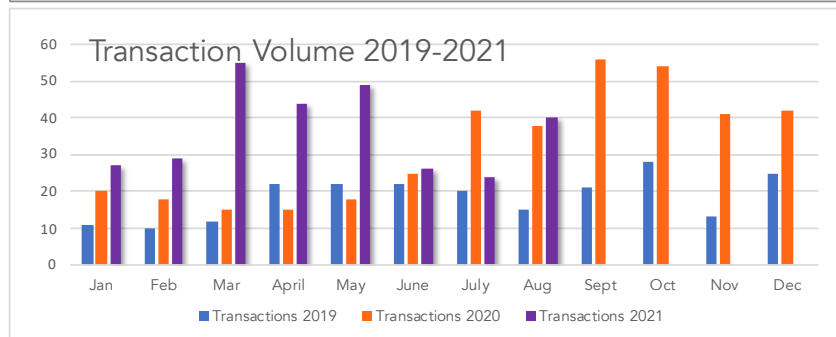
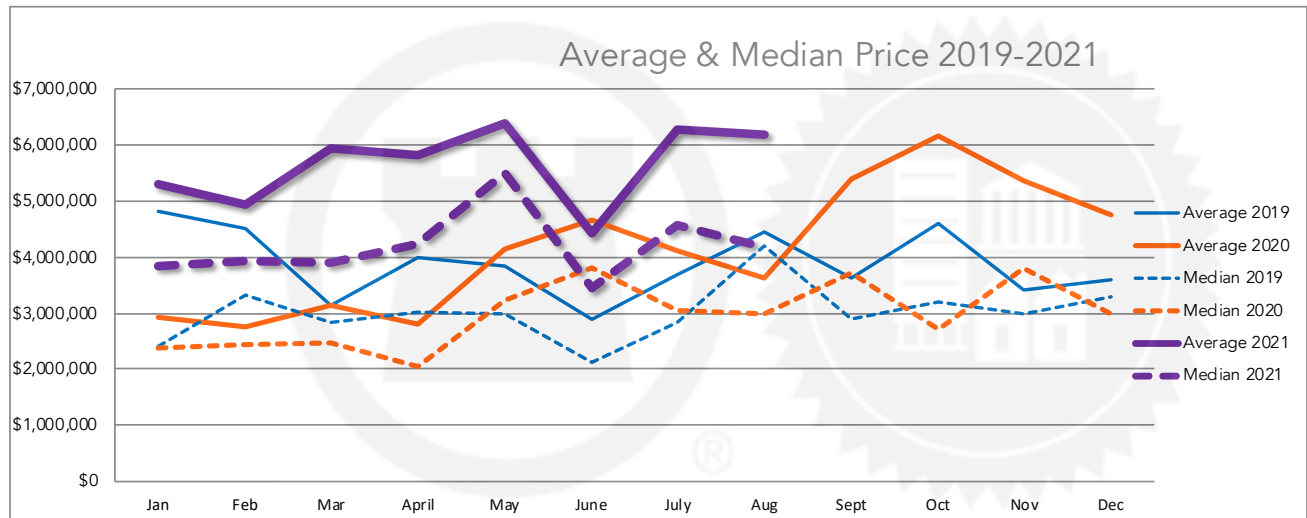
#### % ALL CASH



# Montecito

## Market Comparison 2019-2021

	Transactions			% Change	Average			% Change	Median			% Change
	2019	2020	2021		2019	2020	2021		2019	2020	2021	
Jan	11	20	27	35%	\$4,817,136	\$2,921,125	\$5,307,000	82%	\$2,400,000	\$2,370,000	\$3,855,000	63%
Feb	10	18	29	61%	\$4,506,550	\$2,757,278	\$4,928,397	79%	\$3,325,000	\$2,447,500	\$3,925,000	60%
Mar	12	15	55	267%	\$3,137,458	\$3,133,233	\$5,937,055	89%	\$2,851,000	\$2,479,500	\$3,895,000	57%
April	22	15	44	193%	\$3,999,909	\$2,809,400	\$5,832,318	108%	\$3,013,750	\$2,050,000	\$4,245,000	107%
May	22	18	49	172%	\$3,842,114	\$4,154,750	\$6,385,306	54%	\$2,992,500	\$3,225,000	\$5,500,000	71%
June	22	25	26	4%	\$2,890,705	\$4,674,420	\$4,424,857	-5%	\$2,125,000	\$3,795,000	\$3,450,000	-9%
July	20	42	24	-43%	\$3,674,975	\$4,099,405	\$6,266,313	53%	\$2,832,750	\$3,055,000	\$4,566,250	49%
Aug	15	38	40	5%	\$4,454,467	\$3,622,434	\$6,179,464	71%	\$4,200,000	\$2,975,000	\$4,187,166	41%
Sept	21	56			\$3,633,452	\$5,377,268			\$2,900,000	\$3,725,000		
Oct	28	54			\$4,607,286	\$6,159,704			\$3,202,000	\$2,707,500		
Nov	13	41			\$3,416,269	\$5,369,732			\$2,990,000	\$3,800,000		
Dec	25	42			\$3,600,000	\$4,755,452			\$3,290,000	\$2,988,800		
<b>TOTAL</b>	<b>221</b>	<b>384</b>	<b>294</b>	<b>-23%</b>	<b>\$3,881,693</b>	<b>\$4,152,850</b>	<b>\$5,657,589</b>	<b>36%</b>	<b>\$2,784,542</b>	<b>\$2,727,833</b>	<b>\$4,145,000</b>	<b>52%</b>





# 2021 Montecito YTD Real Estate Report

## Median Price Trends

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	\$4,125,000				

