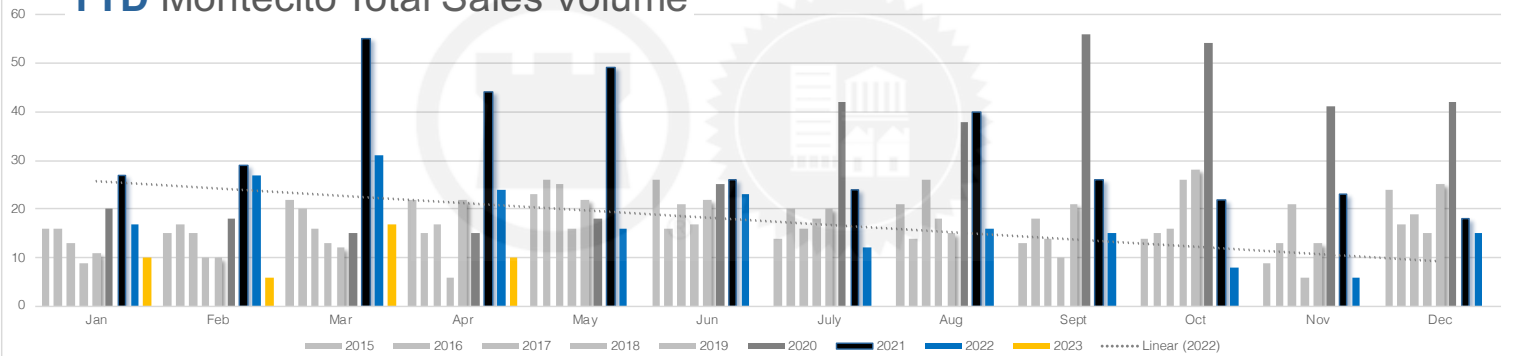


Fidelity National Title Group-Santa Barbara

2023 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	16	15	8	6	15	210
2023	10	6	17	10									43

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	54	329	383	14%
2022	33	177	210	16%
2023	6	37	43	16%

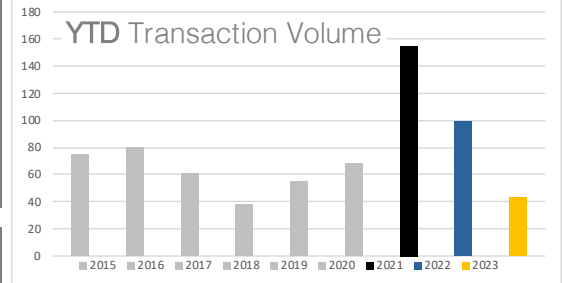
YTD Volume

Year	Volume	%CHG
2015	75	
2016	80	7%
2017	61	-24%
2018	38	-38%
2019	55	45%
2020	68	24%
2021	155	128%
2022	99	-36%
2023	43	-57%

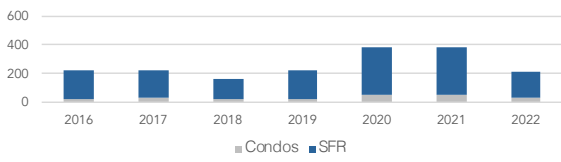
Total \$ Volume

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%
2022	\$1,364,428,531	-38%
2023mid	\$190,708,200	-86%

YTD Transaction Volume



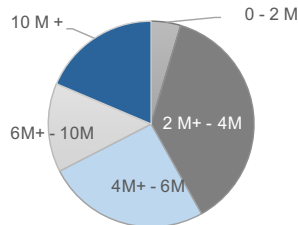
Condo to Single Family Totals



CASH Transactions

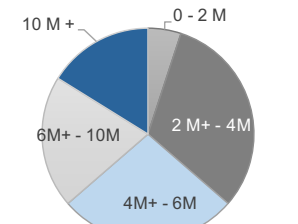
	#	Total Sales	%
2022 APR	8	24	33%
MAY	7	16	44%
JUN	10	23	43%
JUL	6	12	50%
AUG	8	16	50%
SEP	9	16	56%
OCT	6	8	75%
NOV	5	6	83%
DEC	8	15	53%
2023 JAN	5	9	56%
FEB	1	6	17%
MAR	12	17	71%
APR	3	10	30%

Price Range (Millions)	2023 MTD
0 - 2 M	2
2 M+ - 4M	16
4M+ - 6M	11
6M+ - 10M	6
10 M +	8
TOTAL	43



2023 YTD Price Range Breakdown

Price Range (Millions)	2022
0 - 2 M	5
2 M+ - 4M	31
4M+ - 6M	27
6M+ - 10M	20
10 M +	16
TOTAL	99



2022 YTD Price Range Breakdown

% CASH

