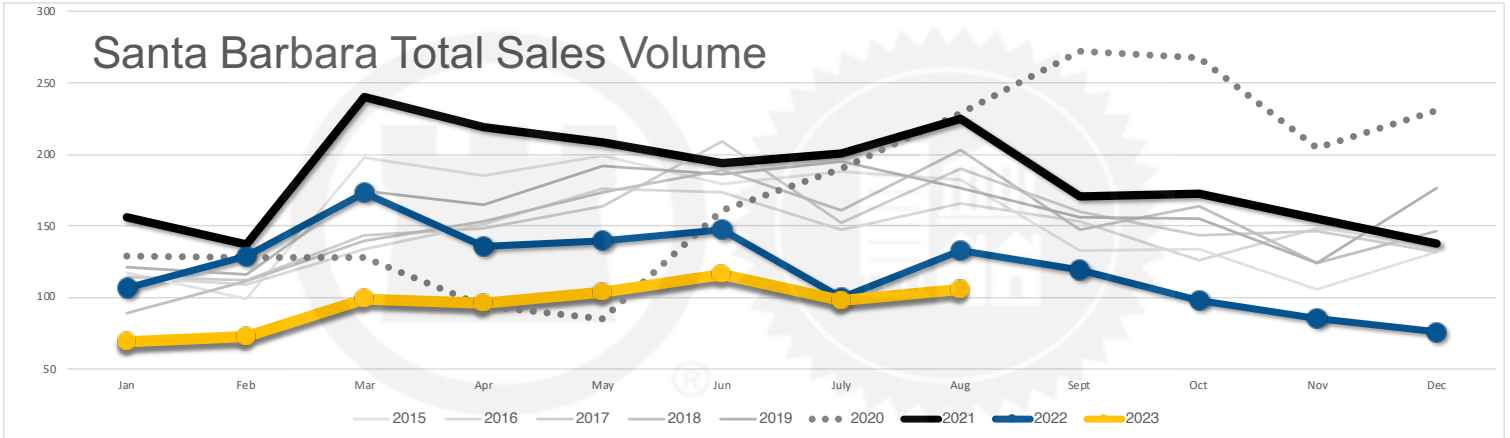


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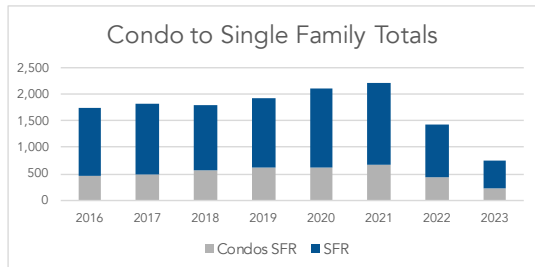
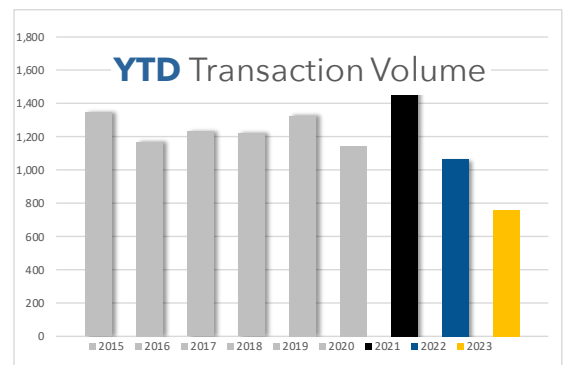
YTD 2023 Santa Barbara Real Estate Report

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	147	100	133	119	98	85	76	1,443
2023	69	73	99	96	104	116	98	106					



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	428	1,015	1,443	30%
2023	231	530	761	30%

MTD Trans Volume			% Change
2015	1,347		n/a
2016	1,170		-13%
2017	1,232		5%
2018	1,219		-1%
2019	1,325		9%
2020	1,144		-14%
2021	1,580		38%
2022	1,065		-33%
2023	761		-29%

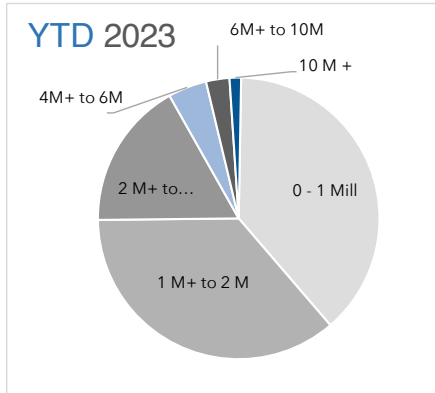
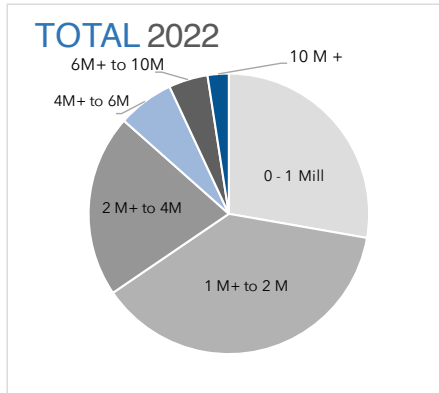


TOTAL YTD Sales Dollar Volume			%CHG
2016	\$2,393,974,000		
2017	\$2,592,122,524		8%
2018	\$2,589,711,931		0%
2019	\$3,043,923,281		18%
2020	\$4,142,544,870		36%
2021	\$5,353,551,979		29%
2022	\$3,933,446,977		-27%
YTD-2023	\$1,955,098,663		-50%

CASH Transactions			
	#	Total Trans	%
2023 AUG	59	133	44%
SEP	41	119	34%
OCT	37	98	38%
NOV	34	85	40%
DEC	28	76	37%
2023 JAN	18	69	26%
FEB	24	73	33%
MAR	42	99	42%
APR	35	96	36%
MAY	43	104	41%
JUN	49	116	42%
JUL	48	98	49%
AUG	46	106	43%

Price Range (Millions)	Volume
0 - 1 Mill	286
1 M+ to 2 M	586
2 M+ to 4M	358
4M+ to 6M	102
6M+ to 10M	59
10 M +	52
TOTAL	1443

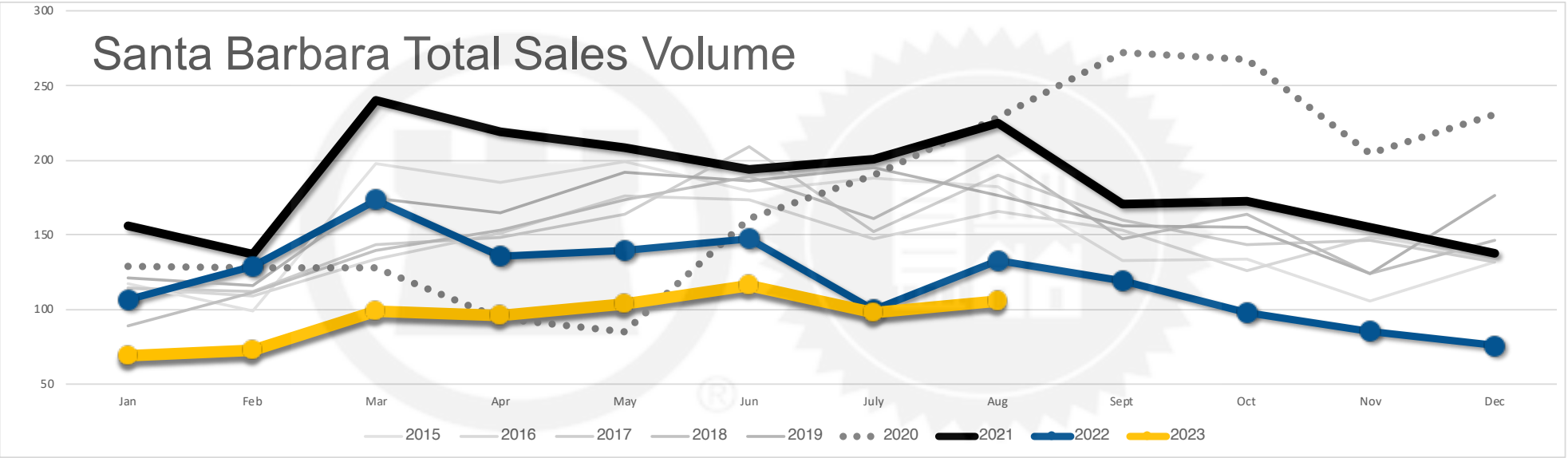
Price Range (Millions)	Volume	%CHG
0 - 1 Mill	158	-45%
1 M+ to 2 M	299	-49%
2 M+ to 4M	188	-47%
4M+ to 6M	59	-42%
6M+ to 10M	34	-42%
10 M +	23	-56%
TOTAL	761	



Fidelity National Title Group-Santa Barbara

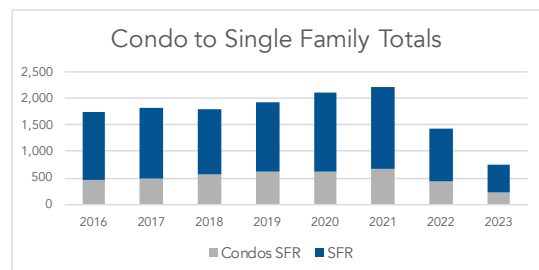
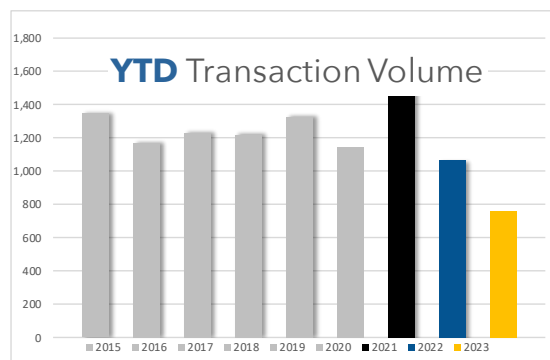
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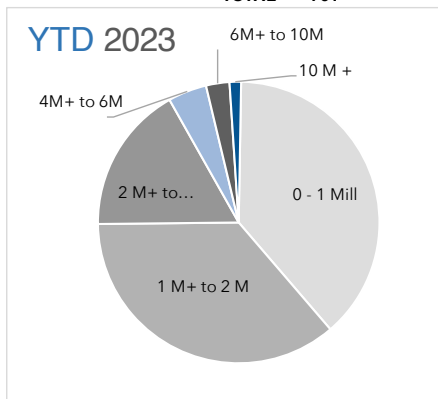
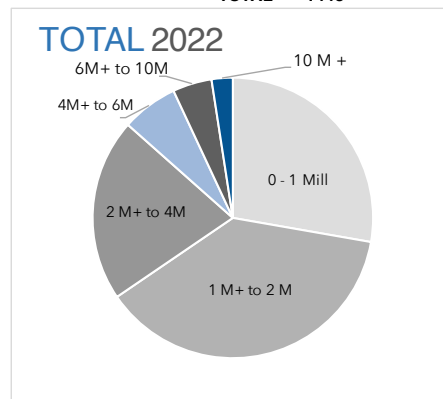


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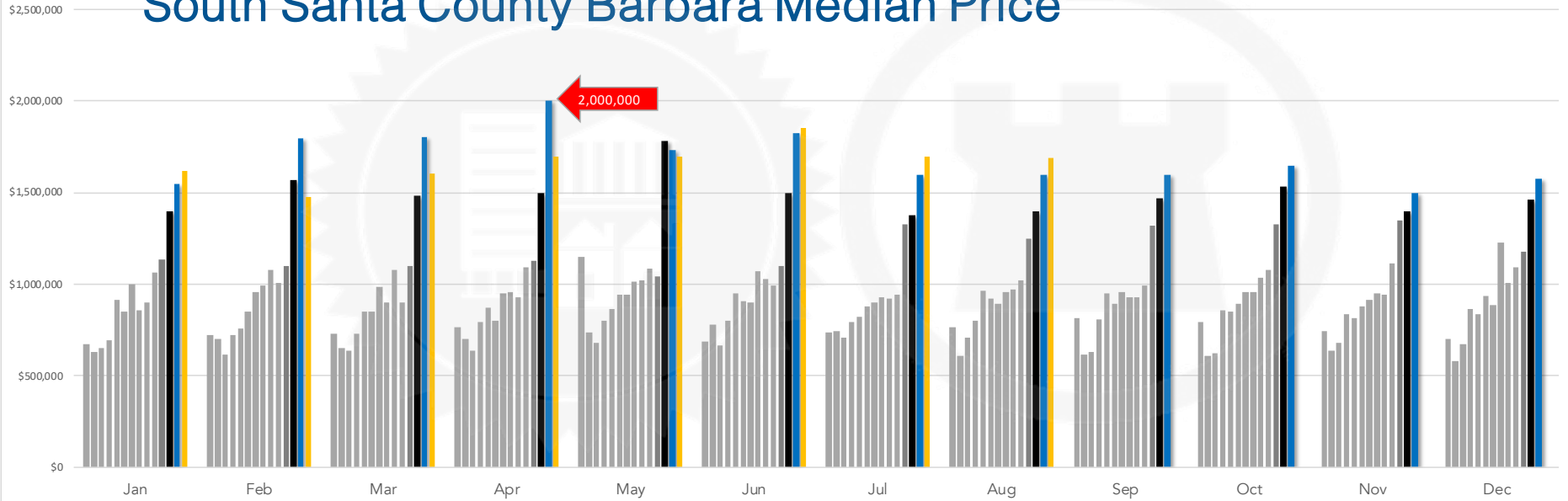


information deemed reliable but not guaranteed



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	\$1,827,000	\$1,600,000	\$1,595,000	\$1,595,000	\$1,650,000	\$1,500,000	\$1,575,000	\$1,684,958	13%
2023	\$1,615,000	\$1,476,000	\$1,605,000	\$1,700,000	\$1,695,625	\$1,850,000	\$1,700,000	\$1,691,000					\$1,666,578	-1%

South Santa County Barbara Median Price



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.