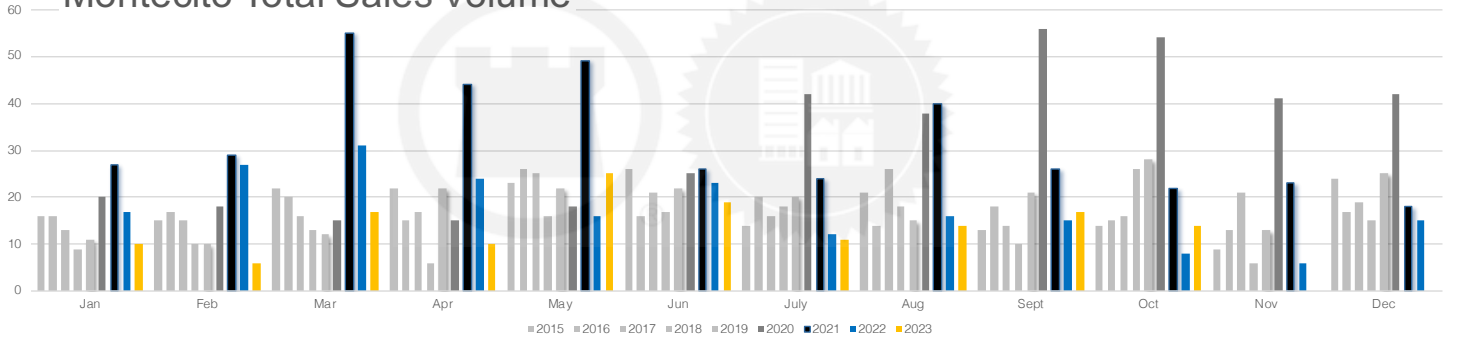


Fidelity National Title Group-Santa Barbara

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	25	19	11	14	17	14			143

Montecito Total Sales Volume



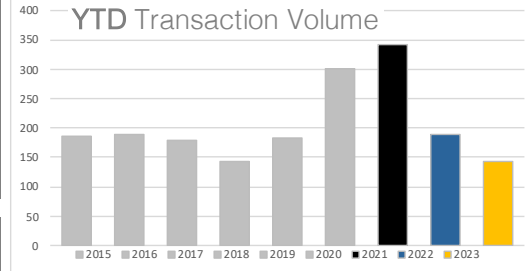
YTD Sales Total

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	19	124	143	13%

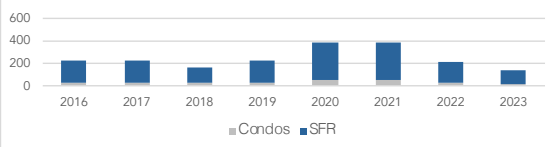
YTD Volume

Year	Volume	%CHG
2015	186	
2016	189	2%
2017	179	-5%
2018	143	-20%
2019	183	28%
2020	301	64%
2021	342	14%
2022	189	-45%
2023	143	-24%

YTD Transaction Volume



Condo to Single Family Totals



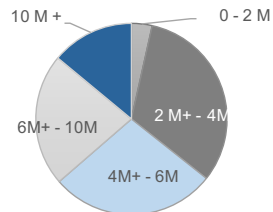
Total \$ Volume

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%
2023mtd	\$894,139,679	-34%

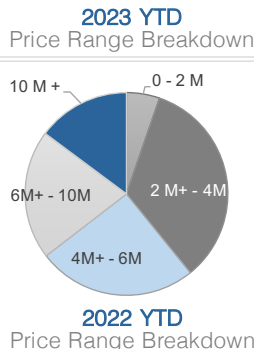
CASH Transactions

	#	Total Sales	%
2022 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%
MAY	13	25	52%
JUNE	12	19	63%
JULY	8	11	73%
AUG	8	14	57%
SEP	9	17	53%
OCT	10	14	71%

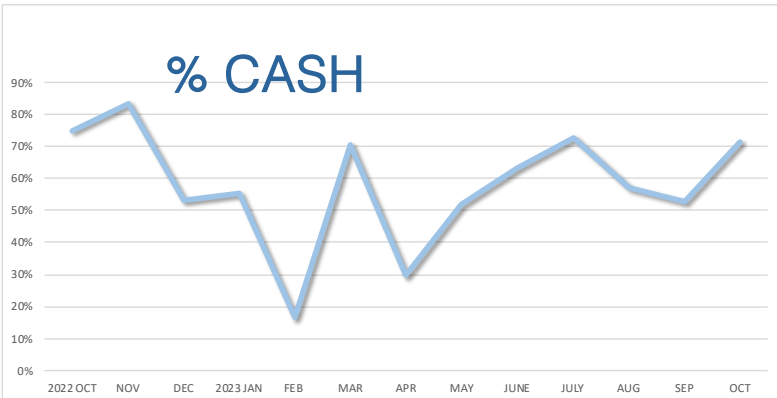
Price Range (Millions)	2023 MTD
0 - 2 M	5
2 M+ - 4M	46
4M+ - 6M	40
6M+ - 10M	32
10 M +	20
TOTAL	143



Price Range (Millions)	2022
0 - 2 M	10
2 M+ - 4M	64
4M+ - 6M	48
6M+ - 10M	39
10 M +	28
TOTAL	189



% CASH



IN

DATA

Real Estate Statistics

2023 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	\$4,637,500	\$5,500,000	\$3,874,410	\$4,222,500	\$5,825,000
2023	\$4,800,000	\$4,911,500	\$4,300,000	\$5,326,250	\$4,995,000	\$6,100,000	\$6,125,000	\$3,275,000	\$5,250,000	\$6,400,000		

