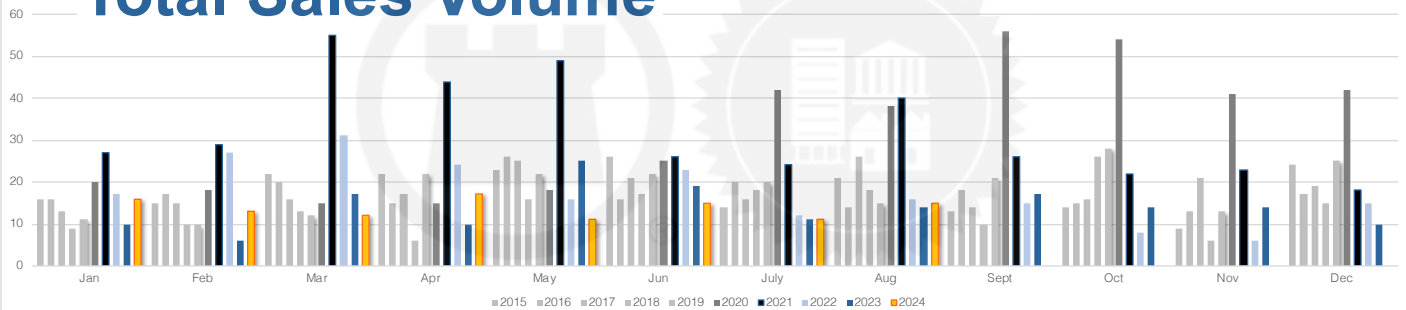


Fidelity National Title Group-Santa Barbara

MONTECITO 2024 Market 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	14	10	167
2024	16	13	12	17	11	15	11	15					110

Total Sales Volume



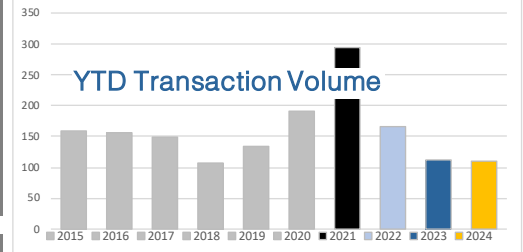
YTD Sales Total

Year	Condos	SFR	TOTAL	% CONDO
2017	29	190	219	13%
2018	22	142	164	13%
2019	24	197	221	11%
2020	52	332	384	14%
2021	54	311	365	15%
2022	33	177	210	16%
2023	22	145	167	13%
2024	10	100	110	9%

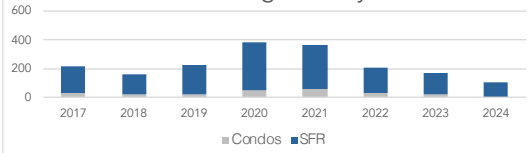
YTD Volume

Year	Volume	%CHG
2015	159	
2016	156	-2%
2017	149	-4%
2018	107	-28%
2019	134	25%
2020	191	43%
2021	294	54%
2022	166	-44%
2023	112	-33%
2024	110	-2%

YTD Transaction Volume



Condo to Single Family Totals



Total \$ Volume

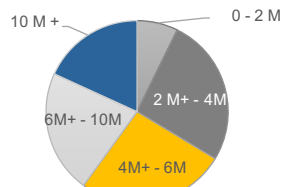
Year	Total \$ Volume	% CHG
2016	\$646,961,500	
2017	\$697,684,000	8%
2018	\$630,124,500	-10%
2019	\$851,879,000	35%
2020	\$1,752,305,500	106%
2021	\$2,184,532,039	25%
2022	\$1,364,428,531	-38%
Aug-23	\$685,572,450	
Aug-24	\$841,084,389	23%

CASH Transactions

	#	Total Sales	%
AUG	8	14	57%
SEP	9	17	53%
OCT	10	14	71%
NOV	7	14	50%
DEC	6	10	60%
2024 JAN	9	16	56%
FEB	8	13	62%
MAR	7	12	58%
APR	10	17	59%
MAY	5	11	45%
JUNE	10	15	67%
JULY	7	11	64%
AUG	11	15	73%

Price Range (Millions) 2024 YTD

Price Range (Millions)	2024 YTD
0 - 2 M	8
2 M+ - 4M	29
4M+ - 6M	29
6M+ - 10M	24
10 M +	20
TOTAL	110

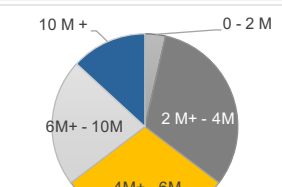


Average Sold price to List price

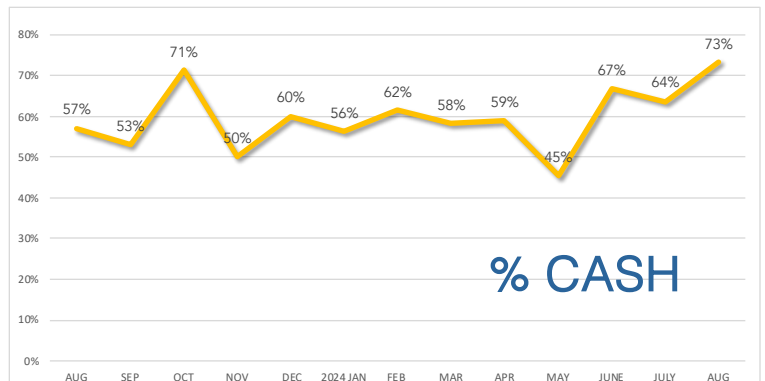
94%

Price Range (Millions) 2023 YTD

Price Range (Millions)	2023 YTD
0 - 2 M	6
2 M+ - 4M	53
4M+ - 6M	49
6M+ - 10M	37
10 M +	22
TOTAL	167



% CASH



Information deemed reliable but not guaranteed