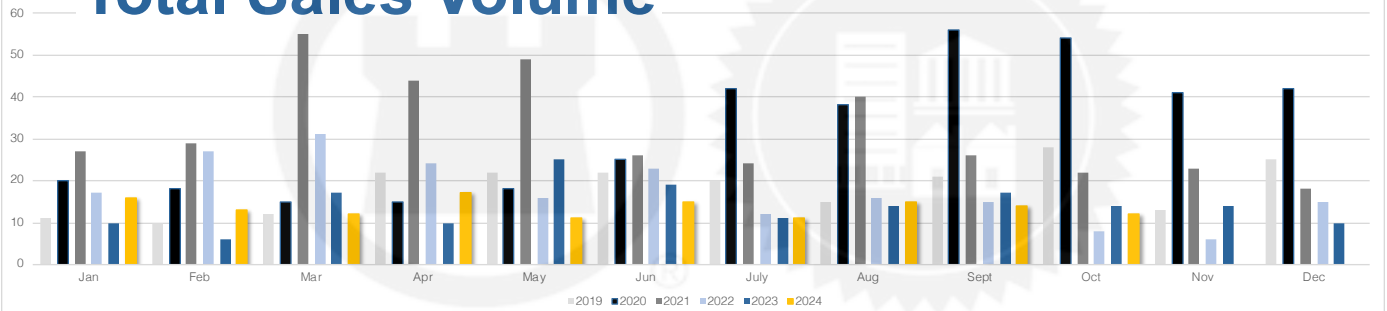


Fidelity National Title Group-Santa Barbara

MONTECITO YTD 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	14	12			136

Total Sales Volume



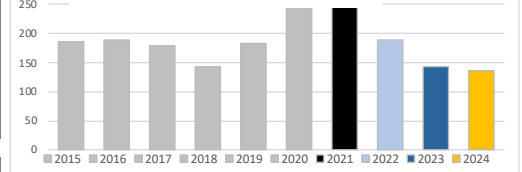
YTD Sales Total

Year	Condos	SFR	Condo Median	SFR Median
2019	24	197	\$1,411,250	\$2,999,000
2020	52	332	\$1,572,500	\$3,603,750
2021	54	329	\$1,912,500	\$4,589,000
2022	33	177	\$3,050,000	\$5,450,000
2023	22	145	\$2,897,500	\$6,547,476
2024 ytd	16	120	\$3,212,500	\$5,612,500

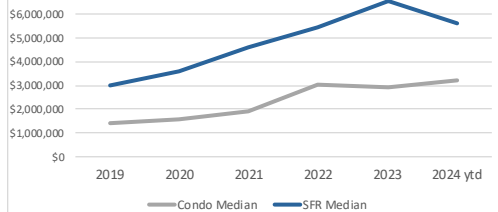
YTD Volume

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%
2024	136	-5%

YTD Transaction Volume



Median Price Trend



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%
Oct-23	\$894,139,679	
Oct-24	\$1,009,754,254	13%

CASH Transactions

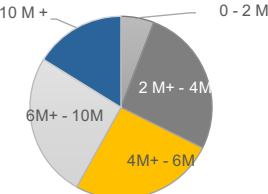
	#	Total Sales	%
OCT	10	14	71%
NOV	7	14	50%
DEC	6	10	60%
2024 JAN	9	16	56%
FEB	8	13	62%
MAR	7	12	58%
APR	10	17	59%
MAY	5	11	45%
JUNE	10	15	67%
JULY	7	11	64%
AUG	11	15	73%
SEP	7	14	50%
OCT	6	12	50%

Average Sold price to List price

93%

Price Range (Millions) 2024 YTD

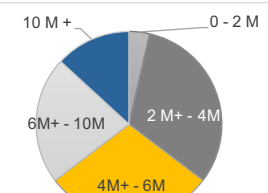
Price Range (Millions)	2024 YTD
0 - 2 M	8
2 M+ - 4M	36
4M+ - 6M	35
6M+ - 10M	35
10 M +	22
TOTAL	136



2024 YTD Price Range Breakdown

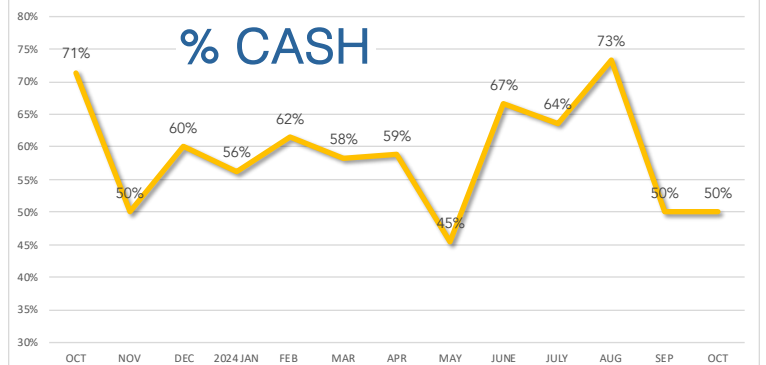
Price Range (Millions) 2023 YTD

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



2023 TOTAL Price Range Breakdown

% CASH



Information deemed reliable but not guaranteed