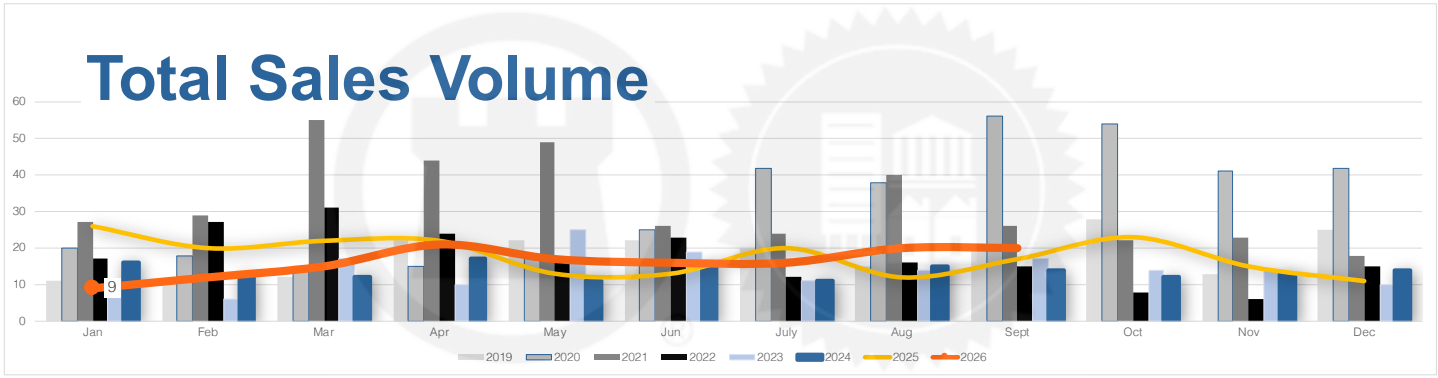
Fidelity National Title Group-Santa Barbara

MONTECITO YTD 2026 Market Report

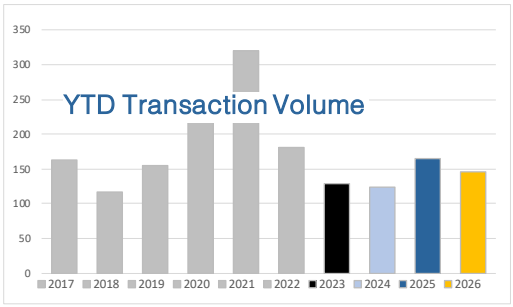
Year	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	Nov	Dec	Total
2015	16	15	22	22	23	26	14	21	13	14	9	24	219
2016	28	17	20	15	26	16	20	14	18	15	13	17	219
2017	13	15	16	17	25	21	16	26	14	16	21	19	219
2018	9	10	13	6	16	17	18	18	10	26	6	15	164
2019	11	10	12	22	22	22	20	15	21	28	13	25	221
2020	20	18	15	15	18	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	13	14	163
2025	26	20	22	22	13	13	20	12	17	23	15	11	214
2026	9	12	15	21	17	16	16	20	20				146

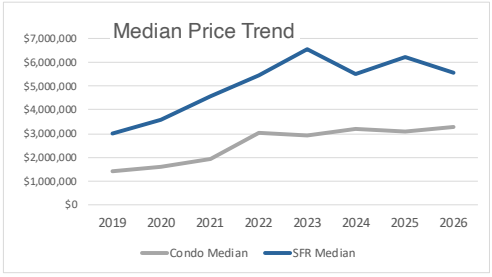


YTD Sales Total

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	18	145	$3,212,500	$5,500,000
2025	30	184	$3,085,000	$6,192,500
2026	23	123	$3,275,000	$5,575,000

YTD Volume		%CHG
2017	163	
2018	117	-39%
2019	155	25%
2020	247	37%
2021	320	23%
2022	181	-77%
2023	129	-40%
2024	124	-4%
2025	165	25%
2026	146	-13%

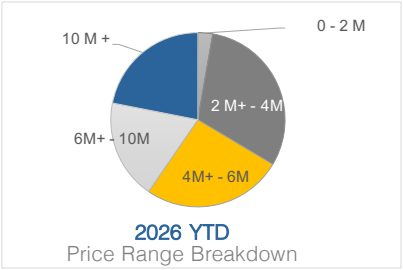




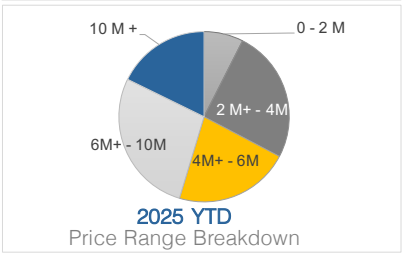
	Total $ Volume	% CHG
2017	$697,684,000	
2018	$630,124,500	-10%
2019	$851,879,000	35%
2020	$1,752,305,500	106%
2021	$2,184,532,039	25%
2022	$1,364,428,531	-38%
2023	$1,018,463,451	-25%
2024	$1,170,451,404	15%
Sep-25	**$1,121,120,139**	
Sep-26	**$1,060,837,862**	**-5%**

CASH Transactions	#	Total Sales	%
SEP	12	17	71%
OCT	12	23	52%
NOV	9	15	60%
DEC	8	11	73%
2026 JAN	5	9	56%
FEB	7	12	58%
MAR	11	15	73%
APR	15	21	71%
MAY	9	17	53%
JUNE	14	16	88%
JULY	8	16	50%
AUG	17	20	85%
SEP	15	20	75%

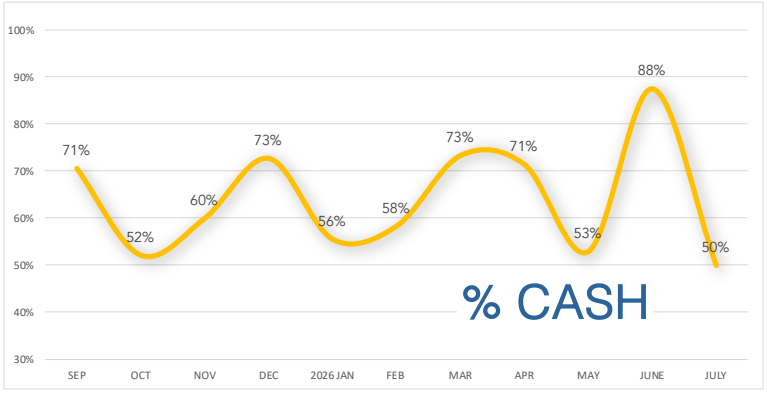
Price Range	2026 YTD
0 - 2 M	4
2 M+ - 4M	45
4M+ - 6M	38
6M+ - 10M	27
10 M +	32
TOTAL	146



Price Range	2025 YTD
0 - 2 M	16
2 M+ - 4M	54
4M+ - 6M	47
6M+ - 10M	59
10 M +	38
TOTAL	214



Average Sold price to List price
97%



Information deemed reliable but not guaranteed