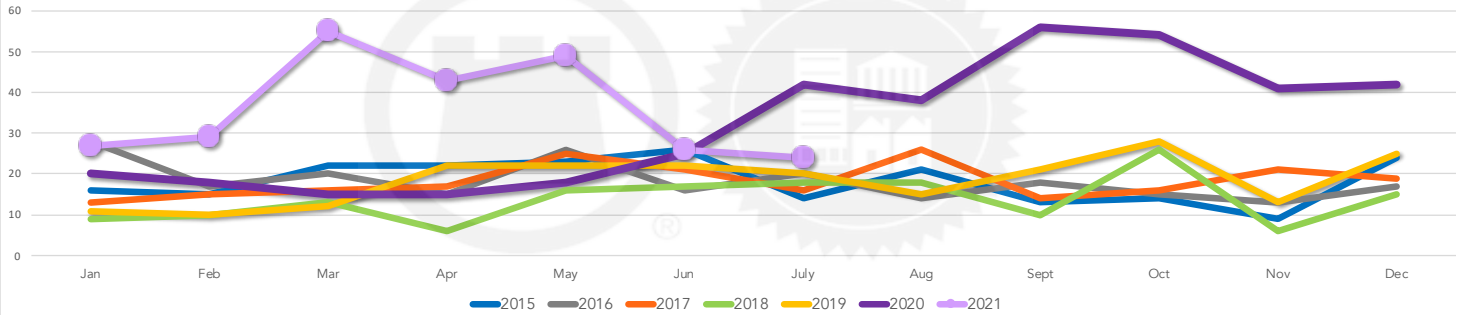


# Fidelity National Title Group-Santa Barbara

## YTD 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	43	49	26	24						253

### YTD Montecito Total Sales Volume

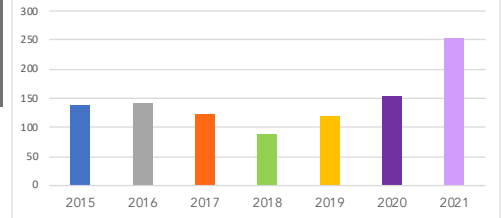


#### YTD Sales Total

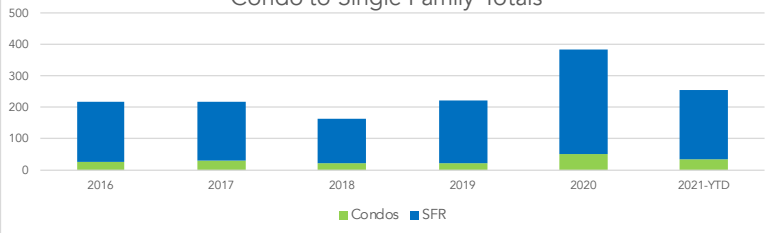
Year	Condos	SFR	TOTAL	% CONDO
2016	25	194	219	11%
2017	29	190	219	13%
2018	22	142	164	13%
2019	24	197	221	11%
2020	52	332	384	14%
2021-YTD	36	217	253	14%

Year	YTD Volume	%Chng
2015	138	
2016	142	3%
2017	123	-13%
2018	89	-28%
2019	119	34%
2020	153	29%
2021	253	65%

#### YTD Sales Volume compare



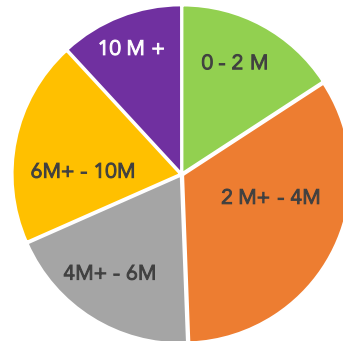
#### Condo to Single Family Totals



#### ALL-CASH TRANSACTIONS

Year	Month	#	Total Sales	% of Total
2020	JUL	17	42	40%
	AUG	23	38	61%
	SEP	27	56	48%
	OCT	21	54	39%
	NOV	14	41	34%
	DEC	27	42	64%
	2021	JAN	12	27
FEB		17	29	59%
MAR		27	55	49%
APR		20	44	45%
MAY		33	49	67%
JUN		8	26	31%
JUL	6	24	25%	

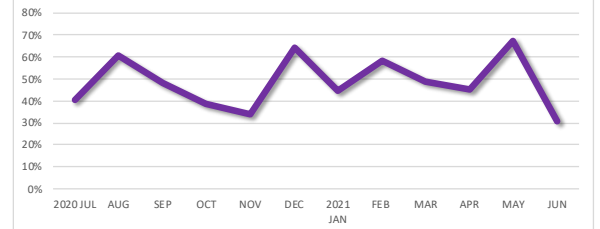
Price Range (Millions)	2021 YTD
0 - 2 M	40
2 M+ - 4M	85
4M+ - 6M	48
6M+ - 10M	50
10 M +	30
<b>TOTAL</b>	<b>253</b>



### 2021 YTD

Price Range Breakdown

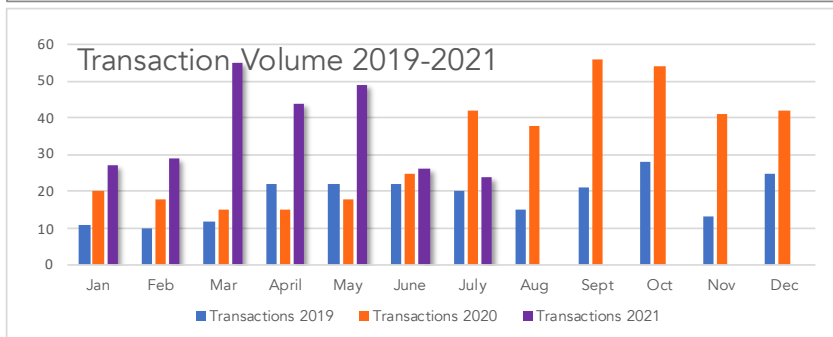
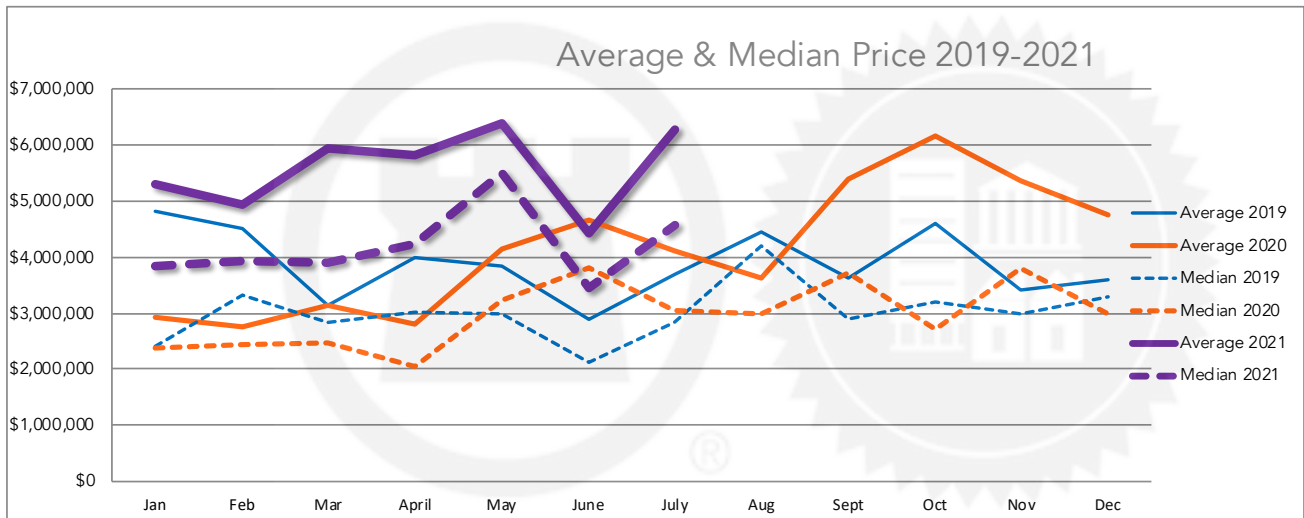
#### % ALL CASH



# Montecito

## Market Comparison 2019-2021

	Transactions			% Change	Average			% Change	Median			% Change
	2019	2020	2021		2019	2020	2021		2019	2020	2021	
Jan	11	20	27	35%	\$4,817,136	\$2,921,125	\$5,307,000	82%	\$2,400,000	\$2,370,000	\$3,855,000	63%
Feb	10	18	29	61%	\$4,506,550	\$2,757,278	\$4,928,397	79%	\$3,325,000	\$2,447,500	\$3,925,000	60%
Mar	12	15	55	267%	\$3,137,458	\$3,133,233	\$5,937,055	89%	\$2,851,000	\$2,479,500	\$3,895,000	57%
April	22	15	44	193%	\$3,999,909	\$2,809,400	\$5,832,318	108%	\$3,013,750	\$2,050,000	\$4,245,000	107%
May	22	18	49	172%	\$3,842,114	\$4,154,750	\$6,385,306	54%	\$2,992,500	\$3,225,000	\$5,500,000	71%
June	22	25	26	4%	\$2,890,705	\$4,674,420	\$4,424,857	-5%	\$2,125,000	\$3,795,000	\$3,450,000	-9%
July	20	42	24	-43%	\$3,674,975	\$4,099,405	\$6,266,313	53%	\$2,832,750	\$3,055,000	\$4,566,250	49%
Aug	15	38			\$4,454,467	\$3,622,434			\$4,200,000	\$2,975,000		
Sept	21	56			\$3,633,452	\$5,377,268			\$2,900,000	\$3,725,000		
Oct	28	54			\$4,607,286	\$6,159,704			\$3,202,000	\$2,707,500		
Nov	13	41			\$3,416,269	\$5,369,732			\$2,990,000	\$3,800,000		
Dec	25	42			\$3,600,000	\$4,755,452			\$3,290,000	\$2,988,800		
<b>TOTAL</b>	<b>221</b>	<b>384</b>	<b>254</b>	<b>-34%</b>	<b>\$3,881,693</b>	<b>\$4,152,850</b>	<b>\$5,583,035</b>	<b>34%</b>	<b>\$2,784,542</b>	<b>\$2,727,833</b>	<b>\$4,145,000</b>	<b>52%</b>

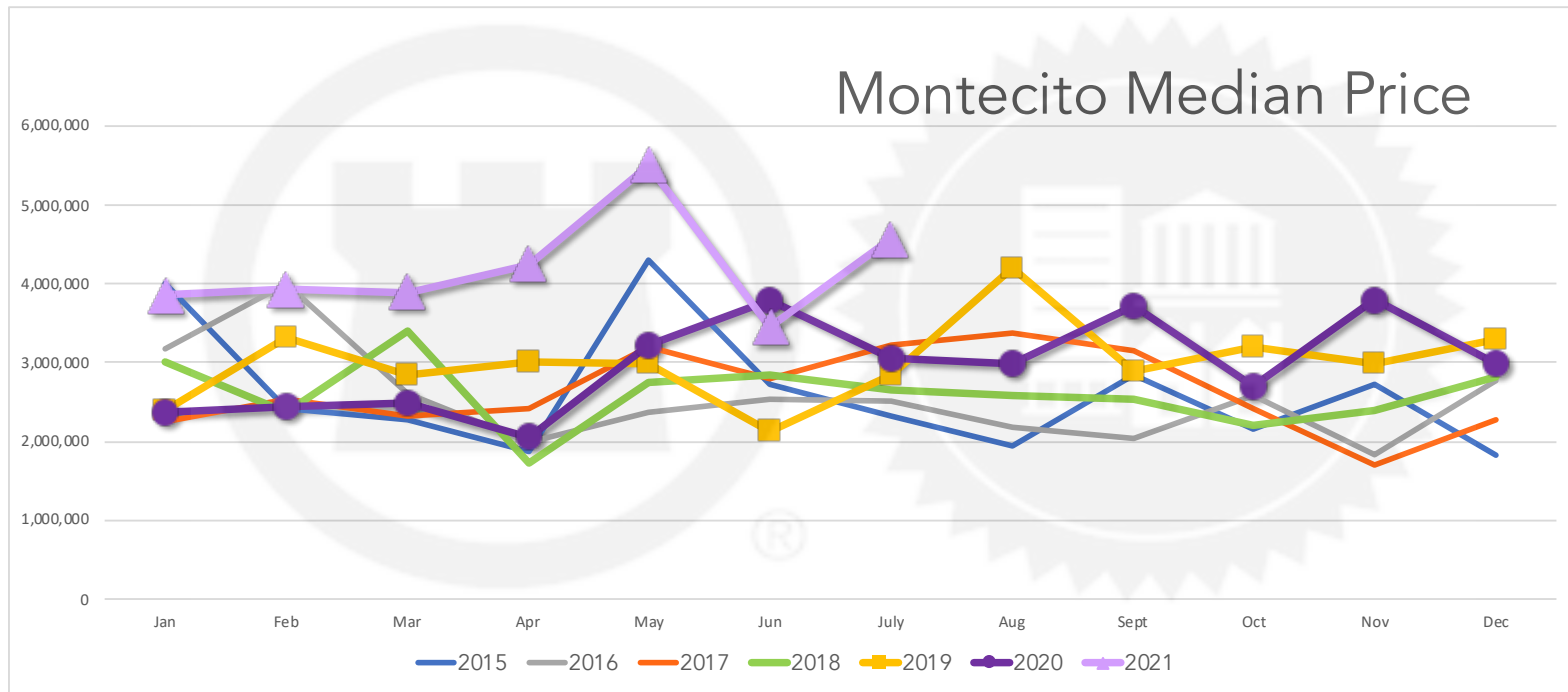




# 2021 Montecito YTD Real Estate Report

## Median Price Trends

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					



	Avg Price	Med Price	%Chg
2003	\$2,122,573	\$1,606,542	
2004	\$2,986,617	\$2,099,271	31%
2005	\$2,921,686	\$2,223,271	6%
2006	\$3,092,422	\$2,336,667	5%
2007	\$3,345,281	\$2,560,417	10%
2008	\$3,386,326	\$2,609,667	2%
2009	\$2,814,635	\$2,186,104	-16%
2010	\$3,077,094	\$2,231,694	2%
2011	\$2,428,436	\$1,915,887	-14%
2012	\$2,975,297	\$1,835,000	-4%
2013	\$2,810,283	\$2,050,000	12%
2014	\$2,886,388	\$2,425,000	18%
2015	\$3,615,674	\$2,550,000	5%
2016	\$3,237,899	\$2,500,000	-2%
2017	\$3,566,905	\$2,925,000	17%
2018	\$3,946,770	\$2,700,000	-8%
2019	\$3,854,656	\$2,851,000	6%
2020	\$4,563,296	\$3,112,500	9%
MTD 2021	\$5,706,701	\$4,105,000	32%



ALL INFORMATION DEEMED RELIABLE BUT NOT GUARANTEED